

Everything you need to know about your Real Estate Market Today!

Compliments of:

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METRO

Downtown
Westside
Eastside
North Vancouver
West Vancouver
Richmond
Tsawwassen
Ladner

VANCOUVER

EDITION



Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

| SnapStats® | Inventory | Sales | Sales Ratio* |
|-----------------------|------------|------------|--------------|
| \$0 – 300,000 | 3 | 0 | NA |
| 300,001 – 400,000 | 2 | 5 | 250%* |
| 400,001 – 500,000 | 20 | 13 | 65%* |
| 500,001 – 600,000 | 33 | 29 | 88%* |
| 600,001 – 700,000 | 31 | 44 | 142%* |
| 700,001 – 800,000 | 30 | 26 | 87% |
| 800,001 – 900,000 | 26 | 19 | 73% |
| 900,001 – 1,000,000 | 17 | 16 | 94% |
| 1,000,001 – 1,250,000 | 12 | 27 | 225%* |
| 1,250,001 – 1,500,000 | 37 | 22 | 59% |
| 1,500,001 – 1,750,000 | 18 | 10 | 56% |
| 1,750,001 – 2,000,000 | 25 | 5 | 20% |
| 2,000,001 – 2,250,000 | 8 | 9 | 113%* |
| 2,250,001 – 2,500,000 | 12 | 1 | 8% |
| 2,500,001 – 2,750,000 | 4 | 6 | 150%* |
| 2,750,001 – 3,000,000 | 8 | 4 | 50% |
| 3,000,001 – 3,500,000 | 10 | 3 | 30% |
| 3,500,001 – 4,000,000 | 21 | 2 | 10% |
| 4,000,001 – 4,500,000 | 2 | 2 | 100% |
| 4,500,001 – 5,000,000 | 1 | 0 | NA |
| 5,000,001 & Greater | 18 | 1 | 6% |
| TOTAL | 338 | 244 | 72% |

| | | | |
|----------------------|------------|------------|------------|
| 0 to 1 Bedroom | 122 | 116 | 95% |
| 2 Bedrooms | 168 | 107 | 64% |
| 3 Bedrooms | 47 | 20 | 43% |
| 4 Bedrooms & Greater | 1 | 1 | 100% |
| TOTAL | 338 | 244 | 72% |

| SnapStats® Median Data | March | April | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 362 | 338 | -7% |
| Solds | 263 | 244 | -7% |
| Sale Price | \$720,000 | \$849,000 | 18% |
| Sale Price SQFT | \$951 | \$1,035 | 9% |
| Sale to List Price Ratio | 100% | 101% | 1% |
| Days on Market | 9 | 9 | NA |

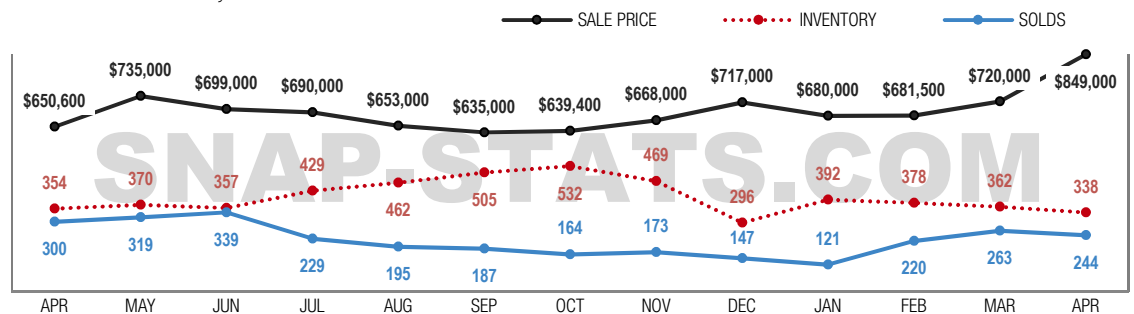
*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to 14% | Balanced 15 to 20% | Sellers 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

Market Summary

- Official Market Type **DOWNTOWN**: Sellers market at 72% Sales Ratio average (7.2 in 10 homes selling rate)
- Homes are selling on average 1% above list price
- Most Active Price Band** +/- \$1 mil: \$600k to \$700k (>100% Sales Ratio) / \$1 mil to \$1.25 mil (>100% Sales Ratio)
- Buyers Best Bet** +/- \$1 mil: Homes between \$400k to \$500k / \$5 mil plus, Coal Harbour and 3 bedroom properties
- Sellers Best Bet** Selling homes in Downtown, Westend and up to 1 bedroom properties

** With a minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

| SnapStats® | Inventory | Sales | Sales Ratio* |
|-----------------------|------------|------------|--------------|
| \$0 – 300,000 | 0 | 0 | NA |
| 300,001 – 400,000 | 0 | 0 | NA |
| 400,001 – 500,000 | 0 | 0 | NA |
| 500,001 – 600,000 | 1 | 0 | NA |
| 600,001 – 700,000 | 0 | 0 | NA |
| 700,001 – 800,000 | 0 | 0 | NA |
| 800,001 – 900,000 | 0 | 0 | NA |
| 900,001 – 1,000,000 | 0 | 0 | NA |
| 1,000,001 – 1,250,000 | 0 | 0 | NA |
| 1,250,001 – 1,500,000 | 2 | 0 | NA |
| 1,500,001 – 1,750,000 | 1 | 0 | NA |
| 1,750,001 – 2,000,000 | 8 | 4 | 50% |
| 2,000,001 – 2,250,000 | 8 | 4 | 50% |
| 2,250,001 – 2,500,000 | 12 | 13 | 108%* |
| 2,500,001 – 2,750,000 | 21 | 7 | 33% |
| 2,750,001 – 3,000,000 | 49 | 14 | 29% |
| 3,000,001 – 3,500,000 | 57 | 20 | 35% |
| 3,500,001 – 4,000,000 | 75 | 13 | 17% |
| 4,000,001 – 4,500,000 | 49 | 16 | 33% |
| 4,500,001 – 5,000,000 | 68 | 4 | 6% |
| 5,000,001 & Greater | 210 | 16 | 8% |
| TOTAL | 561 | 111 | 20% |

| | | | |
|-------------------|------------|------------|------------|
| 2 Bedrooms & Less | 24 | 4 | 17% |
| 3 to 4 Bedrooms | 200 | 46 | 23% |
| 5 to 6 Bedrooms | 282 | 57 | 20% |
| 7 Bedrooms & More | 55 | 4 | 7% |
| TOTAL | 561 | 111 | 20% |

| SnapStats® Median Data | March | April | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 532 | 561 | 5% |
| Solds | 95 | 111 | 17% |
| Sale Price | \$3,500,000 | \$3,320,000 | -5% |
| Sale Price SQFT | \$1,214 | \$1,170 | -4% |
| Sale to List Price Ratio | 95% | 98% | 3% |
| Days on Market | 14 | 29 | 107% |

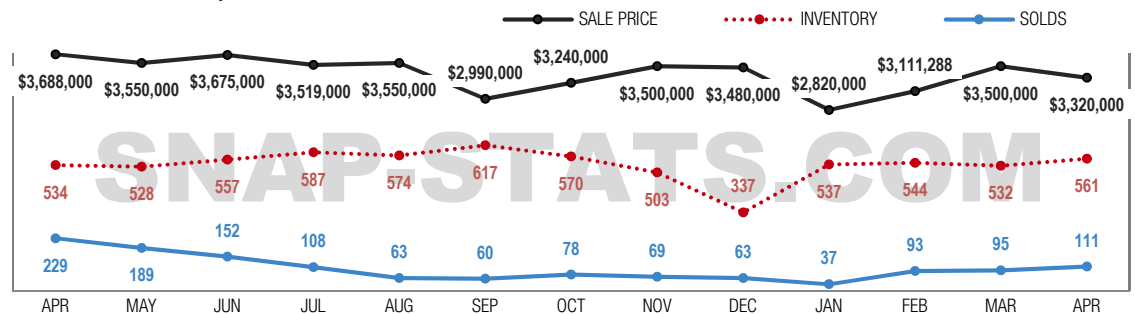
*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to 14% | Balanced 15 to 20% | Sellers 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

Market Summary

- Official Market Type **WESTSIDE DETACHED**: Balanced market at 20% Sales Ratio average (21% is a Sellers Market)
- Homes are selling on average 2% below list price
- Most Active Price Band** +/- \$3 mil: \$2.25 mil to \$2.5 mil (>100% Sales Ratio) / \$3 mil to \$3.5 mil (35% Sales Ratio)
- Buyers Best Bet** +/- \$3 mil: \$2.75 mil to \$3 mil / \$4.5 mil plus, SW Marine, Shaughnessy, Southlands and University
- Sellers Best Bet** Selling homes in Quilchena and 3 to 4 bedroom properties

** With a minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

| SnapStats® | Inventory | Sales | Sales Ratio* |
|-----------------------|------------|------------|--------------|
| \$0 – 300,000 | 2 | 1 | 50% |
| 300,001 – 400,000 | 3 | 5 | 167%* |
| 400,001 – 500,000 | 16 | 20 | 125%* |
| 500,001 – 600,000 | 34 | 35 | 103%* |
| 600,001 – 700,000 | 33 | 40 | 121%* |
| 700,001 – 800,000 | 32 | 32 | 100%* |
| 800,001 – 900,000 | 33 | 18 | 55% |
| 900,001 – 1,000,000 | 30 | 31 | 103%* |
| 1,000,001 – 1,250,000 | 38 | 30 | 79% |
| 1,250,001 – 1,500,000 | 56 | 17 | 30% |
| 1,500,001 – 1,750,000 | 35 | 14 | 40% |
| 1,750,001 – 2,000,000 | 20 | 3 | 15% |
| 2,000,001 – 2,250,000 | 8 | 1 | 13% |
| 2,250,001 – 2,500,000 | 13 | 3 | 23% |
| 2,500,001 – 2,750,000 | 5 | 2 | 40% |
| 2,750,001 – 3,000,000 | 9 | 1 | 11% |
| 3,000,001 – 3,500,000 | 3 | 1 | 33% |
| 3,500,001 – 4,000,000 | 1 | 0 | NA |
| 4,000,001 – 4,500,000 | 3 | 0 | NA |
| 4,500,001 – 5,000,000 | 1 | 0 | NA |
| 5,000,001 & Greater | 1 | 0 | NA |
| TOTAL | 376 | 254 | 68% |

| | | | |
|----------------------|------------|------------|------------|
| 0 to 1 Bedroom | 94 | 94 | 100% |
| 2 Bedrooms | 182 | 130 | 71% |
| 3 Bedrooms | 90 | 27 | 30% |
| 4 Bedrooms & Greater | 10 | 3 | 30% |
| TOTAL | 376 | 254 | 68% |

| SnapStats® Median Data | March | April | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 361 | 376 | 4% |
| Solds | 250 | 254 | 2% |
| Sale Price | \$775,000 | \$785,000 | 1% |
| Sale Price SQFT | \$873 | \$890 | 2% |
| Sale to List Price Ratio | 100% | 103% | 3% |
| Days on Market | 11 | 9 | -18% |

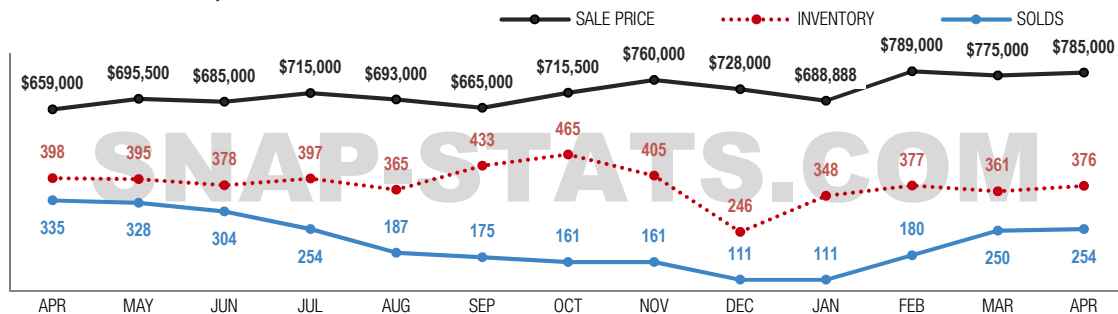
*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to 14% | Balanced 15 to 20% | Sellers 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

Market Summary

- Official Market Type **WESTSIDE ATTACHED**: Sellers market at 68% Sales Ratio average (6.8 in 10 homes selling rate)
- Homes are selling on average 3% above list price
- Most Active Price Band** \$400,000 to \$1 mil with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.75 mil to \$3 mil, Cambie, Oakridge, South Granville and minimum 3 bedroom properties
- Sellers Best Bet** Selling homes in Fairview, Point Grey, Quilchena and up to 1 bedroom properties

** With a minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

| SnapStats® | Inventory | Sales | Sales Ratio* |
|-----------------------|------------|------------|--------------|
| \$0 – 300,000 | 1 | 0 | NA |
| 300,001 – 400,000 | 0 | 0 | NA |
| 400,001 – 500,000 | 0 | 0 | NA |
| 500,001 – 600,000 | 0 | 0 | NA |
| 600,001 – 700,000 | 0 | 0 | NA |
| 700,001 – 800,000 | 0 | 0 | NA |
| 800,001 – 900,000 | 0 | 1 | NA* |
| 900,001 – 1,000,000 | 3 | 2 | 67% |
| 1,000,001 – 1,250,000 | 27 | 14 | 52% |
| 1,250,001 – 1,500,000 | 96 | 42 | 44% |
| 1,500,001 – 1,750,000 | 127 | 43 | 34% |
| 1,750,001 – 2,000,000 | 121 | 22 | 18% |
| 2,000,001 – 2,250,000 | 56 | 12 | 21% |
| 2,250,001 – 2,500,000 | 90 | 3 | 3% |
| 2,500,001 – 2,750,000 | 58 | 2 | 3% |
| 2,750,001 – 3,000,000 | 63 | 0 | NA |
| 3,000,001 – 3,500,000 | 52 | 1 | 2% |
| 3,500,001 – 4,000,000 | 9 | 0 | NA |
| 4,000,001 – 4,500,000 | 6 | 0 | NA |
| 4,500,001 – 5,000,000 | 5 | 0 | NA |
| 5,000,001 & Greater | 5 | 0 | NA |
| TOTAL | 719 | 142 | 20% |

| | | | |
|-------------------|------------|------------|------------|
| 2 Bedrooms & Less | 46 | 11 | 24% |
| 3 to 4 Bedrooms | 225 | 56 | 25% |
| 5 to 6 Bedrooms | 332 | 61 | 18% |
| 7 Bedrooms & More | 116 | 14 | 12% |
| TOTAL | 719 | 142 | 20% |

| SnapStats® Median Data | March | April | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 641 | 719 | 12% |
| Solds | 154 | 142 | -8% |
| Sale Price | \$1,540,000 | \$1,552,500 | 1% |
| Sale Price SQFT | \$700 | \$692 | -1% |
| Sale to List Price Ratio | 102% | 99% | -3% |
| Days on Market | 14 | 13 | -7% |

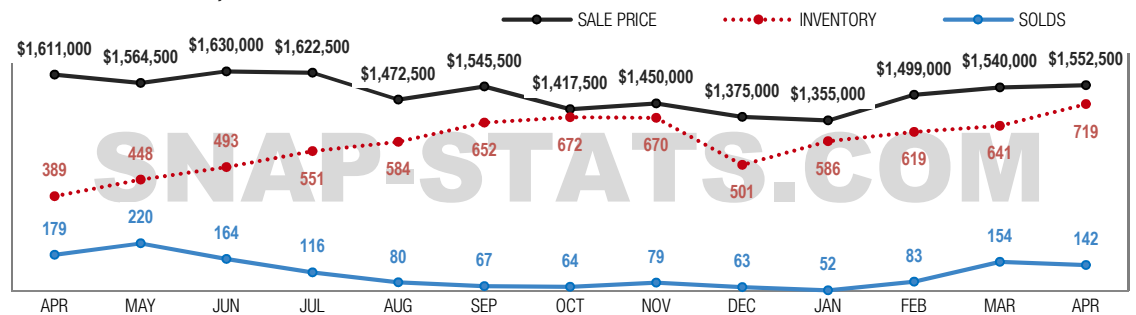
*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to 14% | Balanced 15 to 20% | Sellers 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

Market Summary

- Official Market Type **EASTSIDE DETACHED**: Balanced market at 20% Sales Ratio average (21% is a Sellers market)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 52% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$3 mil to \$3.5 mil, Collingwood, Fraserview, Renfrew, South Vancouver and 7 plus bedrooms
- Sellers Best Bet** Selling homes in Fraser, Hastings East and up to 4 bedroom properties

** With a minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

| SnapStats® | Inventory | Sales | Sales Ratio* |
|-----------------------|------------|------------|--------------|
| \$0 – 300,000 | 7 | 3 | 43% |
| 300,001 – 400,000 | 35 | 22 | 63% |
| 400,001 – 500,000 | 55 | 55 | 100% |
| 500,001 – 600,000 | 32 | 28 | 88% |
| 600,001 – 700,000 | 30 | 32 | 107%* |
| 700,001 – 800,000 | 30 | 20 | 67% |
| 800,001 – 900,000 | 23 | 20 | 87% |
| 900,001 – 1,000,000 | 9 | 5 | 56% |
| 1,000,001 – 1,250,000 | 14 | 17 | 121%* |
| 1,250,001 – 1,500,000 | 12 | 1 | 8% |
| 1,500,001 – 1,750,000 | 1 | 1 | 100% |
| 1,750,001 – 2,000,000 | 0 | 0 | NA |
| 2,000,001 – 2,250,000 | 5 | 0 | NA |
| 2,250,001 – 2,500,000 | 0 | 0 | NA |
| 2,500,001 – 2,750,000 | 0 | 0 | NA |
| 2,750,001 – 3,000,000 | 1 | 0 | NA |
| 3,000,001 – 3,500,000 | 0 | 0 | NA |
| 3,500,001 – 4,000,000 | 0 | 0 | NA |
| 4,000,001 – 4,500,000 | 0 | 0 | NA |
| 4,500,001 – 5,000,000 | 1 | 0 | NA |
| 5,000,001 & Greater | 0 | 0 | NA |
| TOTAL | 255 | 204 | 80% |

| | | | |
|----------------------|------------|------------|------------|
| 0 to 1 Bedroom | 92 | 79 | 86% |
| 2 Bedrooms | 121 | 90 | 74% |
| 3 Bedrooms | 38 | 34 | 89% |
| 4 Bedrooms & Greater | 4 | 1 | 25% |
| TOTAL | 255 | 204 | 80% |

| SnapStats® Median Data | March | April | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 245 | 255 | 4% |
| Solds | 209 | 204 | -2% |
| Sale Price | \$539,000 | \$574,000 | 6% |
| Sale Price SQFT | \$720 | \$672 | -7% |
| Sale to List Price Ratio | 102% | 102% | NA |
| Days on Market | 8 | 8 | NA |

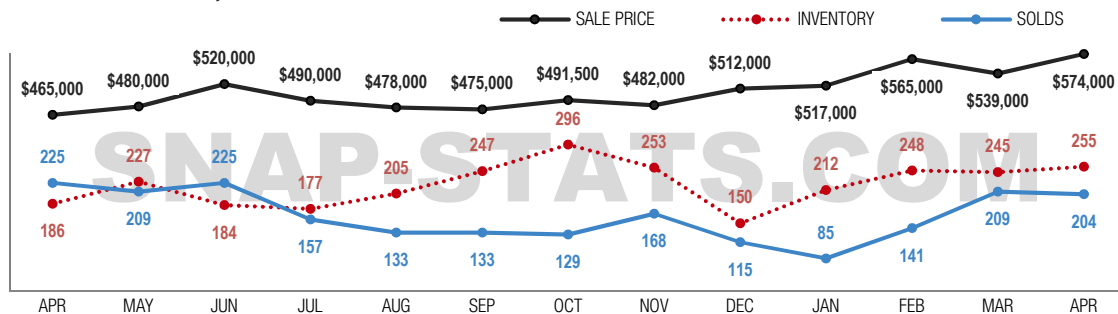
*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to 14% | Balanced 15 to 20% | Sellers 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

Market Summary

- Official Market Type **EASTSIDE ATTACHED**: Sellers market at 80% Sales Ratio average (8 in 10 homes selling rate)
- Homes are selling on average 2% above list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Renfrew, Victoria and 2 bedroom properties
- Sellers Best Bet** Selling homes in Collingwood, Fraserview, Grandview, Hastings and 3 bedroom properties

** With a minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

| SnapStats® | Inventory | Sales | Sales Ratio* |
|-----------------------|------------|------------|--------------|
| \$0 – 300,000 | 1 | 1 | 100% |
| 300,001 – 400,000 | 0 | 0 | NA |
| 400,001 – 500,000 | 0 | 0 | NA |
| 500,001 – 600,000 | 0 | 0 | NA |
| 600,001 – 700,000 | 0 | 0 | NA |
| 700,001 – 800,000 | 0 | 0 | NA |
| 800,001 – 900,000 | 0 | 0 | NA |
| 900,001 – 1,000,000 | 0 | 0 | NA |
| 1,000,001 – 1,250,000 | 3 | 7 | 233%* |
| 1,250,001 – 1,500,000 | 32 | 19 | 59% |
| 1,500,001 – 1,750,000 | 35 | 14 | 40% |
| 1,750,001 – 2,000,000 | 49 | 24 | 49% |
| 2,000,001 – 2,250,000 | 15 | 8 | 53% |
| 2,250,001 – 2,500,000 | 29 | 14 | 48% |
| 2,500,001 – 2,750,000 | 23 | 8 | 35% |
| 2,750,001 – 3,000,000 | 19 | 1 | 5% |
| 3,000,001 – 3,500,000 | 17 | 5 | 29% |
| 3,500,001 – 4,000,000 | 11 | 4 | 36% |
| 4,000,001 – 4,500,000 | 4 | 4 | 100% |
| 4,500,001 – 5,000,000 | 3 | 0 | NA |
| 5,000,001 & Greater | 5 | 0 | NA |
| TOTAL | 246 | 109 | 44% |

| | | | |
|-------------------|------------|------------|------------|
| 2 Bedrooms & Less | 7 | 7 | 100% |
| 3 to 4 Bedrooms | 119 | 52 | 44% |
| 5 to 6 Bedrooms | 96 | 42 | 44% |
| 7 Bedrooms & More | 24 | 8 | 33% |
| TOTAL | 246 | 109 | 44% |

| SnapStats® Median Data | March | April | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 234 | 246 | 5% |
| Solds | 98 | 109 | 11% |
| Sale Price | \$1,725,000 | \$1,900,000 | 10% |
| Sale Price SQFT | \$709 | \$713 | 1% |
| Sale to List Price Ratio | 99% | 96% | -3% |
| Days on Market | 11 | 15 | 36% |

Community DETACHED HOUSES

| SnapStats® | Inventory | Sales | Sales Ratio* |
|----------------------------|------------|------------|--------------|
| Blueridge | 9 | 4 | 44% |
| Boulevard | 14 | 6 | 43% |
| Braemar | 3 | 0 | NA |
| Calverhall | 5 | 0 | NA |
| Canyon Heights | 35 | 16 | 46% |
| Capilano | 4 | 0 | NA |
| Central Lonsdale | 11 | 6 | 55% |
| Deep Cove | 8 | 5 | 63% |
| Delbrook | 3 | 1 | 33% |
| Dollarton | 6 | 1 | 17% |
| Edgemont | 13 | 15 | 115%* |
| Forest Hills | 10 | 6 | 60% |
| Grouse Woods | 4 | 1 | 25% |
| Hamilton | 11 | 0 | NA |
| Hamilton Heights | 0 | 0 | NA |
| Indian Arm | 1 | 0 | NA |
| Indian River | 6 | 0 | NA |
| Lower Lonsdale | 5 | 4 | 80% |
| Lynn Valley | 16 | 11 | 69% |
| Lynnmour | 2 | 1 | 50% |
| Norgate | 2 | 2 | 100% |
| Northlands | 1 | 1 | 100% |
| Pemberton Heights | 8 | 5 | 63% |
| Pemberton | 3 | 0 | NA |
| Princess Park | 3 | 2 | 67% |
| Queensbury | 7 | 1 | 14% |
| Roche Point | 2 | 0 | NA |
| Seymour | 3 | 4 | 133%* |
| Tempe | 4 | 1 | 25% |
| Upper Delbrook | 16 | 3 | 19% |
| Upper Lonsdale | 15 | 7 | 47% |
| Westlynn | 14 | 4 | 29% |
| Westlynn Terrace | 0 | 1 | NA* |
| Windsor Park | 1 | 0 | NA |
| Woodlands-Sunshine Cascade | 1 | 1 | 100% |
| TOTAL | 246 | 109 | 44% |

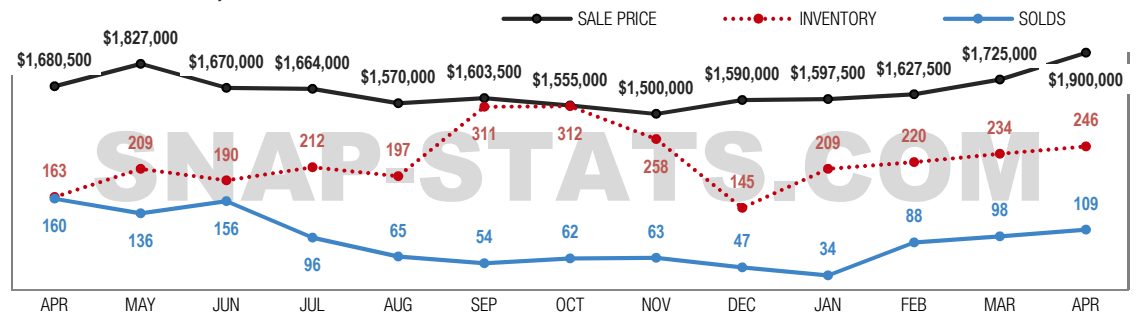
*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to 14% | Balanced 15 to 20% | Sellers 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

Market Summary

- Official Market Type **NORTH VANCOUVER DETACHED**: Sellers market at 44% Sales Ratio average (4.4 in 10 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band** \$1.25 mil to \$1.5 mil with average 59% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.75 mil to \$3 mil, Upper Delbrook, Westlynn and minimum 7 bedrooms
- Sellers Best Bet** Selling homes in Edgemont, Lynn Valley and 3 to 6 bedroom properties

** With a minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

| SnapStats® | Inventory | Sales | Sales Ratio* |
|-----------------------|------------|------------|--------------|
| \$0 – 300,000 | 0 | 2 | NA* |
| 300,001 – 400,000 | 3 | 3 | 100% |
| 400,001 – 500,000 | 16 | 24 | 150%* |
| 500,001 – 600,000 | 23 | 28 | 122%* |
| 600,001 – 700,000 | 12 | 19 | 158%* |
| 700,001 – 800,000 | 15 | 15 | 100% |
| 800,001 – 900,000 | 25 | 18 | 72% |
| 900,001 – 1,000,000 | 10 | 8 | 80% |
| 1,000,001 – 1,250,000 | 25 | 14 | 56% |
| 1,250,001 – 1,500,000 | 9 | 4 | 44% |
| 1,500,001 – 1,750,000 | 4 | 1 | 25% |
| 1,750,001 – 2,000,000 | 3 | 2 | 67% |
| 2,000,001 – 2,250,000 | 4 | 0 | NA |
| 2,250,001 – 2,500,000 | 2 | 0 | NA |
| 2,500,001 – 2,750,000 | 0 | 0 | NA |
| 2,750,001 – 3,000,000 | 1 | 0 | NA |
| 3,000,001 – 3,500,000 | 1 | 0 | NA |
| 3,500,001 – 4,000,000 | 1 | 0 | NA |
| 4,000,001 – 4,500,000 | 0 | 0 | NA |
| 4,500,001 – 5,000,000 | 0 | 0 | NA |
| 5,000,001 & Greater | 0 | 0 | NA |
| TOTAL | 154 | 138 | 90% |

| | | | |
|----------------------|------------|------------|------------|
| 0 to 1 Bedroom | 24 | 42 | 175%* |
| 2 Bedrooms | 89 | 63 | 71% |
| 3 Bedrooms | 39 | 28 | 72% |
| 4 Bedrooms & Greater | 2 | 5 | 250%* |
| TOTAL | 154 | 138 | 90% |

| SnapStats® Median Data | March | April | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 142 | 154 | 8% |
| Solds | 155 | 138 | -11% |
| Sale Price | \$623,000 | \$655,450 | 5% |
| Sale Price SQFT | \$712 | \$685 | -4% |
| Sale to List Price Ratio | 104% | 100% | -4% |
| Days on Market | 8 | 8 | NA |

Community ATTACHED CONDOS & TOWNHOMES

| SnapStats® | Inventory | Sales | Sales Ratio* |
|----------------------------|------------|------------|--------------|
| Blueridge | 0 | 0 | NA |
| Boulevard | 0 | 0 | NA |
| Braemar | 0 | 0 | NA |
| Calverhall | 0 | 0 | NA |
| Canyon Heights | 0 | 0 | NA |
| Capilano | 1 | 3 | 300%* |
| Central Lonsdale | 36 | 32 | 89% |
| Deep Cove | 0 | 2 | NA* |
| Delbrook | 0 | 1 | NA* |
| Dollarton | 0 | 0 | NA |
| Edgemont | 3 | 4 | 133%* |
| Forest Hills | 0 | 0 | NA |
| Grouse Woods | 0 | 0 | NA |
| Hamilton | 9 | 6 | 67% |
| Hamilton Heights | 0 | 0 | NA |
| Indian Arm | 0 | 0 | NA |
| Indian River | 1 | 1 | 100% |
| Lower Lonsdale | 42 | 37 | 88% |
| Lynn Valley | 16 | 14 | 88% |
| Lynnmour | 23 | 8 | 35% |
| Norgate | 1 | 5 | 500%* |
| Northlands | 3 | 4 | 133%* |
| Pemberton Heights | 0 | 0 | NA |
| Pemberton | 6 | 6 | 100% |
| Princess Park | 0 | 0 | NA |
| Queensbury | 0 | 0 | NA |
| Roche Point | 7 | 6 | 86% |
| Seymour | 2 | 4 | 200%* |
| Tempe | 0 | 0 | NA |
| Upper Delbrook | 0 | 0 | NA |
| Upper Lonsdale | 3 | 5 | 167%* |
| Westlynn | 1 | 0 | NA |
| Westlynn Terrace | 0 | 0 | NA |
| Windsor Park | 0 | 0 | NA |
| Woodlands-Sunshine Cascade | 0 | 0 | NA |
| TOTAL | 154 | 138 | 90% |

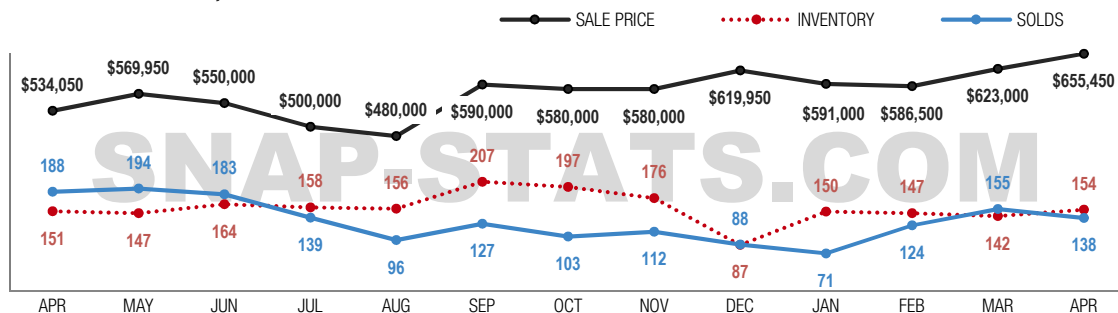
*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to 14% | Balanced 15 to 20% | Sellers 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

Market Summary

- Official Market Type **NORTH VANCOUVER ATTACHED**: Sellers market at 90% Sales Ratio average (9 in 10 homes selling rate)
- Homes are selling on average at list price
- Most Active Price Band** \$400,000 to \$800,000 with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Lynnmour and 2 to 3 bedroom properties
- Sellers Best Bet** Selling homes in Central Lonsdale, Lower Lonsdale, Lynn Valley and up to 1 bedroom properties

** With a minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

| SnapStats® | Inventory | Sales | Sales Ratio* |
|-----------------------|------------|-----------|--------------|
| \$0 – 300,000 | 0 | 0 | NA |
| 300,001 – 400,000 | 0 | 0 | NA |
| 400,001 – 500,000 | 0 | 0 | NA |
| 500,001 – 600,000 | 1 | 0 | NA |
| 600,001 – 700,000 | 0 | 0 | NA |
| 700,001 – 800,000 | 2 | 0 | NA |
| 800,001 – 900,000 | 0 | 0 | NA |
| 900,001 – 1,000,000 | 0 | 0 | NA |
| 1,000,001 – 1,250,000 | 0 | 1 | NA* |
| 1,250,001 – 1,500,000 | 0 | 2 | NA* |
| 1,500,001 – 1,750,000 | 4 | 2 | 50% |
| 1,750,001 – 2,000,000 | 14 | 2 | 14% |
| 2,000,001 – 2,250,000 | 10 | 5 | 50% |
| 2,250,001 – 2,500,000 | 20 | 2 | 10% |
| 2,500,001 – 2,750,000 | 17 | 3 | 18% |
| 2,750,001 – 3,000,000 | 34 | 1 | 3% |
| 3,000,001 – 3,500,000 | 42 | 14 | 33% |
| 3,500,001 – 4,000,000 | 41 | 8 | 20% |
| 4,000,001 – 4,500,000 | 38 | 4 | 11% |
| 4,500,001 – 5,000,000 | 26 | 5 | 19% |
| 5,000,001 & Greater | 150 | 15 | 10% |
| TOTAL | 399 | 64 | 16% |

| | | | |
|-------------------|------------|-----------|------------|
| 2 Bedrooms & Less | 17 | 2 | 12% |
| 3 to 4 Bedrooms | 198 | 35 | 18% |
| 5 to 6 Bedrooms | 168 | 24 | 14% |
| 7 Bedrooms & More | 16 | 3 | 19% |
| TOTAL | 399 | 64 | 16% |

| SnapStats® Median Data | March | April | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 368 | 399 | 8% |
| Solds | 57 | 64 | 12% |
| Sale Price | \$3,300,000 | \$3,500,000 | 6% |
| Sale Price SQFT | \$969 | \$1,007 | 4% |
| Sale to List Price Ratio | 95% | 92% | -3% |
| Days on Market | 41 | 27 | -34% |

Community DETACHED HOUSES

| SnapStats® | Inventory | Sales | Sales Ratio* |
|----------------------|------------|-----------|--------------|
| Altamont | 15 | 2 | 13% |
| Ambleside | 44 | 8 | 18% |
| Bayridge | 11 | 0 | NA |
| British Properties | 69 | 14 | 20% |
| Canterbury | 5 | 0 | NA |
| Caulfield | 23 | 3 | 13% |
| Cedardale | 6 | 0 | NA |
| Chartwell | 22 | 2 | 9% |
| Chelsea Park | 2 | 0 | NA |
| Cypress | 6 | 0 | NA |
| Cypress Park Estates | 11 | 1 | 9% |
| Deer Ridge | 0 | 0 | NA |
| Dundarave | 31 | 9 | 29% |
| Eagle Harbour | 13 | 1 | 8% |
| Eagleridge | 6 | 1 | 17% |
| Furry Creek | 1 | 1 | 100% |
| Gleneagles | 9 | 1 | 11% |
| Glenmore | 7 | 3 | 43% |
| Horseshoe Bay | 10 | 0 | NA |
| Howe Sound | 7 | 1 | 14% |
| Lions Bay | 9 | 0 | NA |
| Old Caulfield | 7 | 1 | 14% |
| Panorama Village | 0 | 0 | NA |
| Park Royal | 0 | 0 | NA |
| Porteau Cove | 0 | 0 | NA |
| Queens | 21 | 2 | 10% |
| Rockridge | 3 | 1 | 33% |
| Sandy Cove | 5 | 1 | 20% |
| Sentinel Hill | 9 | 2 | 22% |
| Upper Caulfield | 2 | 0 | NA |
| West Bay | 9 | 3 | 33% |
| Westhill | 5 | 2 | 40% |
| Westmount | 13 | 2 | 15% |
| Whitby Estates | 10 | 2 | 20% |
| Whytecliff | 8 | 1 | 13% |
| TOTAL | 399 | 64 | 16% |

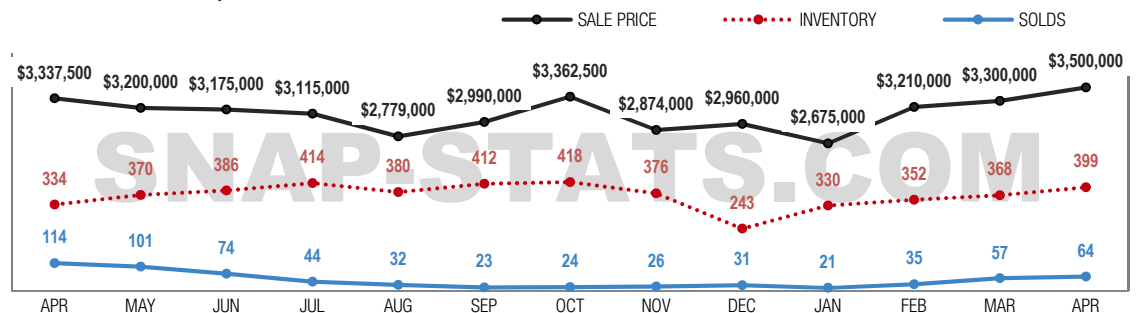
*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to 14% | Balanced 15 to 20% | Sellers 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

Market Summary

- Official Market Type **WEST VANCOUVER DETACHED**: Balanced market at 16% Sales Ratio average (1.6 in 10 homes selling rate)
- Homes are selling on average 8% below list price
- Most Active Price Band** \$2 mil to \$2.25 mil with average 50% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes \$2.75 mil to \$3 mil, Chartwell, Cypress Park Estates, Eagle Harbour and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Dundarave, West Bay and minimum 7 bedroom properties

** With a minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

| SnapStats® | Inventory | Sales | Sales Ratio* |
|-----------------------|-----------|-----------|--------------|
| \$0 – 300,000 | 0 | 0 | NA |
| 300,001 – 400,000 | 0 | 1 | NA* |
| 400,001 – 500,000 | 5 | 2 | 40% |
| 500,001 – 600,000 | 1 | 3 | 300%* |
| 600,001 – 700,000 | 4 | 2 | 50% |
| 700,001 – 800,000 | 3 | 1 | 33% |
| 800,001 – 900,000 | 1 | 1 | 100% |
| 900,001 – 1,000,000 | 4 | 3 | 75% |
| 1,000,001 – 1,250,000 | 8 | 3 | 38% |
| 1,250,001 – 1,500,000 | 2 | 3 | 150%* |
| 1,500,001 – 1,750,000 | 8 | 3 | 38% |
| 1,750,001 – 2,000,000 | 2 | 4 | 200%* |
| 2,000,001 – 2,250,000 | 3 | 0 | NA |
| 2,250,001 – 2,500,000 | 7 | 0 | NA |
| 2,500,001 – 2,750,000 | 2 | 1 | 50% |
| 2,750,001 – 3,000,000 | 6 | 0 | NA |
| 3,000,001 – 3,500,000 | 3 | 0 | NA |
| 3,500,001 – 4,000,000 | 2 | 1 | 50% |
| 4,000,001 – 4,500,000 | 3 | 0 | NA |
| 4,500,001 – 5,000,000 | 0 | 0 | NA |
| 5,000,001 & Greater | 1 | 1 | 100% |
| TOTAL | 65 | 29 | 45% |

| | | | |
|----------------------|-----------|-----------|------------|
| 0 to 1 Bedroom | 9 | 6 | 67% |
| 2 Bedrooms | 37 | 19 | 51% |
| 3 Bedrooms | 17 | 4 | 24% |
| 4 Bedrooms & Greater | 2 | 0 | NA |
| TOTAL | 65 | 29 | 45% |

| SnapStats® Median Data | March | April | Variance |
|--------------------------|-----------|-------------|----------|
| Inventory | 54 | 65 | 20% |
| Solds | 31 | 29 | -6% |
| Sale Price | \$990,000 | \$1,150,000 | 16% |
| Sale Price SQFT | \$893 | \$854 | -4% |
| Sale to List Price Ratio | 99% | 109% | 10% |
| Days on Market | 9 | 7 | -22% |

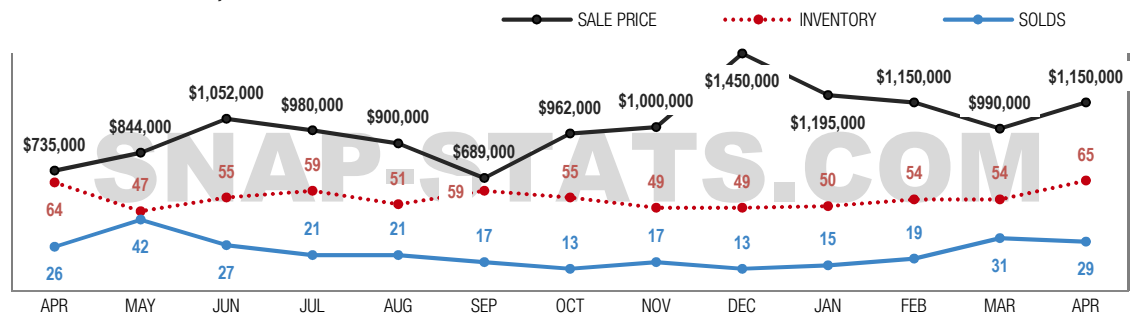
*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to 14% | Balanced 15 to 20% | Sellers 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

Market Summary

- Official Market Type **WEST VANCOUVER ATTACHED**: Sellers market at 45% Sales Ratio average (4.5 in 10 homes selling rate)
- Homes are selling on average 9% above list price
- Most Active Price Band** \$1 mil to \$1.25 mil & \$1.5 mil to \$1.75 mil with average 38% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes in Park Royal and 3 bedroom properties
- Sellers Best Bet** Selling homes in Dundarave and up to 1 bedroom properties

** With a minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

| SnapStats® | Inventory | Sales | Sales Ratio* |
|-----------------------|------------|------------|--------------|
| \$0 – 300,000 | 1 | 1 | 100% |
| 300,001 – 400,000 | 1 | 0 | NA |
| 400,001 – 500,000 | 0 | 0 | NA |
| 500,001 – 600,000 | 1 | 0 | NA |
| 600,001 – 700,000 | 1 | 0 | NA |
| 700,001 – 800,000 | 0 | 0 | NA |
| 800,001 – 900,000 | 0 | 2 | NA* |
| 900,001 – 1,000,000 | 4 | 1 | 25% |
| 1,000,001 – 1,250,000 | 10 | 9 | 90% |
| 1,250,001 – 1,500,000 | 57 | 47 | 82% |
| 1,500,001 – 1,750,000 | 93 | 37 | 40% |
| 1,750,001 – 2,000,000 | 84 | 17 | 20% |
| 2,000,001 – 2,250,000 | 27 | 12 | 44% |
| 2,250,001 – 2,500,000 | 88 | 7 | 8% |
| 2,500,001 – 2,750,000 | 50 | 7 | 14% |
| 2,750,001 – 3,000,000 | 58 | 5 | 9% |
| 3,000,001 – 3,500,000 | 48 | 5 | 10% |
| 3,500,001 – 4,000,000 | 29 | 3 | 10% |
| 4,000,001 – 4,500,000 | 10 | 3 | 30% |
| 4,500,001 – 5,000,000 | 8 | 0 | NA |
| 5,000,001 & Greater | 8 | 1 | 13% |
| TOTAL | 578 | 157 | 27% |

| | | | |
|-------------------|------------|------------|------------|
| 2 Bedrooms & Less | 14 | 5 | 36% |
| 3 to 4 Bedrooms | 225 | 83 | 37% |
| 5 to 6 Bedrooms | 314 | 65 | 21% |
| 7 Bedrooms & More | 25 | 4 | 16% |
| TOTAL | 578 | 157 | 27% |

| SnapStats® Median Data | March | April | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 592 | 578 | -2% |
| Solds | 149 | 157 | 5% |
| Sale Price | \$1,682,000 | \$1,632,000 | -3% |
| Sale Price SQFT | \$644 | \$678 | 5% |
| Sale to List Price Ratio | 97% | 97% | NA |
| Days on Market | 33 | 27 | -18% |

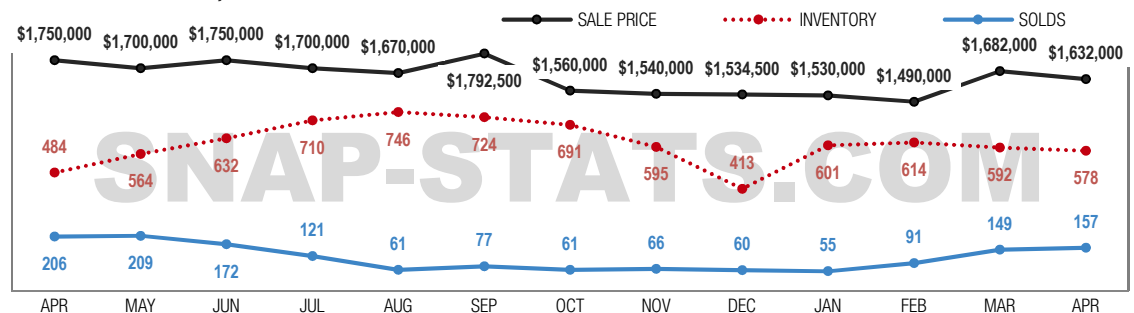
*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to 14% | Balanced 15 to 20% | Sellers 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

Market Summary

- Official Market Type **RICHMOND DETACHED**: Sellers market at 27% Sales Ratio average (2.7 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 90% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.25 mil to \$2.5 mil, Garden City and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Steveston Village and up to 4 bedroom properties

** With a minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

| SnapStats® | Inventory | Sales | Sales Ratio* |
|-----------------------|------------|------------|--------------|
| \$0 – 300,000 | 31 | 22 | 71% |
| 300,001 – 400,000 | 35 | 44 | 126%* |
| 400,001 – 500,000 | 50 | 65 | 130%* |
| 500,001 – 600,000 | 44 | 44 | 100%* |
| 600,001 – 700,000 | 49 | 64 | 131%* |
| 700,001 – 800,000 | 45 | 37 | 82% |
| 800,001 – 900,000 | 60 | 29 | 48% |
| 900,001 – 1,000,000 | 40 | 19 | 48% |
| 1,000,001 – 1,250,000 | 33 | 16 | 48% |
| 1,250,001 – 1,500,000 | 10 | 6 | 60% |
| 1,500,001 – 1,750,000 | 4 | 1 | 25% |
| 1,750,001 – 2,000,000 | 3 | 0 | NA |
| 2,000,001 – 2,250,000 | 0 | 0 | NA |
| 2,250,001 – 2,500,000 | 1 | 0 | NA |
| 2,500,001 – 2,750,000 | 1 | 0 | NA |
| 2,750,001 – 3,000,000 | 1 | 0 | NA |
| 3,000,001 – 3,500,000 | 1 | 0 | NA |
| 3,500,001 – 4,000,000 | 3 | 0 | NA |
| 4,000,001 – 4,500,000 | 0 | 0 | NA |
| 4,500,001 – 5,000,000 | 0 | 0 | NA |
| 5,000,001 & Greater | 0 | 0 | NA |
| TOTAL | 411 | 347 | 84% |

| | | | |
|----------------------|------------|------------|------------|
| 0 to 1 Bedroom | 55 | 72 | 131%* |
| 2 Bedrooms | 164 | 162 | 99% |
| 3 Bedrooms | 146 | 91 | 62% |
| 4 Bedrooms & Greater | 46 | 22 | 48% |
| TOTAL | 411 | 347 | 84% |

| SnapStats® Median Data | March | April | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 438 | 411 | -6% |
| Solds | 378 | 347 | -8% |
| Sale Price | \$564,454 | \$600,000 | 6% |
| Sale Price SQFT | \$594 | \$619 | 4% |
| Sale to List Price Ratio | 101% | 101% | NA |
| Days on Market | 10 | 12 | 20% |

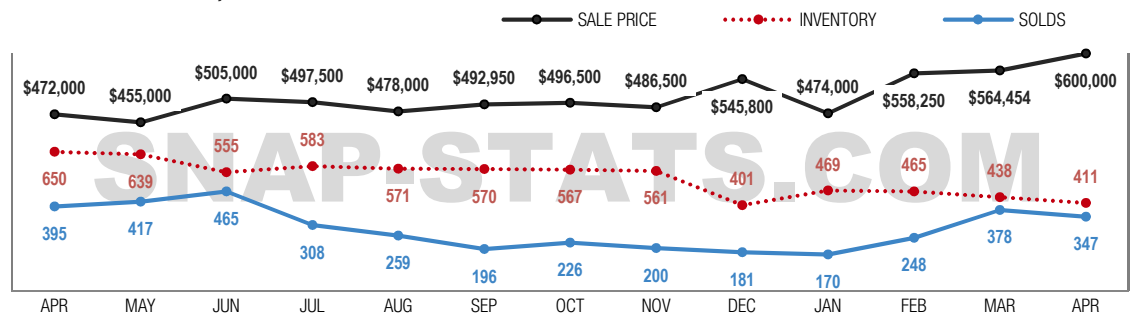
*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to 14% | Balanced 15 to 20% | Sellers 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

Market Summary

- Official Market Type **RICHMOND ATTACHED**: Sellers market at 84% Sales Ratio average (8.4 in 10 homes selling rate)
- Homes are selling on average 1% above list price
- Most Active Price Band** \$300,000 to \$700,000 with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$800,000 to \$1.25 mil, Broadmoor, Granville, Ironwood, Saunders and 4 plus bedrooms
- Sellers Best Bet** Selling homes in Bridgeport, Woodward's and up to 2 bedroom properties

** With a minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

| SnapStats® | Inventory | Sales | Sales Ratio* |
|-----------------------|------------|-----------|--------------|
| \$0 – 300,000 | 0 | 0 | NA |
| 300,001 – 400,000 | 0 | 0 | NA |
| 400,001 – 500,000 | 0 | 0 | NA |
| 500,001 – 600,000 | 0 | 0 | NA |
| 600,001 – 700,000 | 0 | 0 | NA |
| 700,001 – 800,000 | 0 | 1 | NA* |
| 800,001 – 900,000 | 4 | 2 | 50% |
| 900,001 – 1,000,000 | 3 | 2 | 67% |
| 1,000,001 – 1,250,000 | 31 | 11 | 35% |
| 1,250,001 – 1,500,000 | 42 | 7 | 17% |
| 1,500,001 – 1,750,000 | 17 | 3 | 18% |
| 1,750,001 – 2,000,000 | 10 | 0 | NA |
| 2,000,001 – 2,250,000 | 2 | 0 | NA |
| 2,250,001 – 2,500,000 | 7 | 0 | NA |
| 2,500,001 – 2,750,000 | 2 | 0 | NA |
| 2,750,001 – 3,000,000 | 4 | 0 | NA |
| 3,000,001 – 3,500,000 | 1 | 0 | NA |
| 3,500,001 – 4,000,000 | 5 | 0 | NA |
| 4,000,001 – 4,500,000 | 2 | 0 | NA |
| 4,500,001 – 5,000,000 | 1 | 0 | NA |
| 5,000,001 & Greater | 3 | 0 | NA |
| TOTAL | 134 | 26 | 19% |

| | | | |
|-------------------|------------|-----------|------------|
| 2 Bedrooms & Less | 5 | 4 | 80% |
| 3 to 4 Bedrooms | 96 | 18 | 19% |
| 5 to 6 Bedrooms | 32 | 4 | 13% |
| 7 Bedrooms & More | 1 | 0 | NA |
| TOTAL | 134 | 26 | 19% |

| SnapStats® Median Data | March | April | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 126 | 134 | 6% |
| Solds | 41 | 26 | -37% |
| Sale Price | \$1,163,000 | \$1,216,500 | 5% |
| Sale Price SQFT | \$509 | \$554 | 9% |
| Sale to List Price Ratio | 95% | 98% | 3% |
| Days on Market | 40 | 44 | 10% |

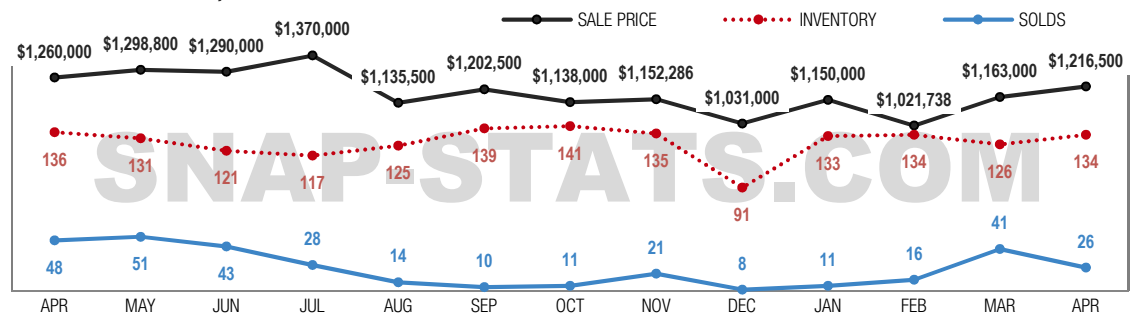
*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to 14% | Balanced 15 to 20% | Sellers 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

Market Summary

- Official Market Type **TSAWWASSEN DETACHED**: Balanced market at 19% Sales Ratio average (1.9 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 35% Sales Ratio (Sellers market)
- Buyers Best Bet*s* Homes between \$1.25 mil to \$1.75 mil, Pebble Hill, Tsawwassen East and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Tsawwassen Central and 3 to 4 bedroom properties

** With a minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

| SnapStats® | Inventory | Sales | Sales Ratio* |
|-----------------------|-----------|-----------|--------------|
| \$0 – 300,000 | 0 | 0 | NA |
| 300,001 – 400,000 | 4 | 1 | 25% |
| 400,001 – 500,000 | 4 | 4 | 100% |
| 500,001 – 600,000 | 8 | 4 | 50% |
| 600,001 – 700,000 | 4 | 4 | 100% |
| 700,001 – 800,000 | 2 | 0 | NA |
| 800,001 – 900,000 | 1 | 1 | 100% |
| 900,001 – 1,000,000 | 3 | 1 | 33% |
| 1,000,001 – 1,250,000 | 0 | 0 | NA |
| 1,250,001 – 1,500,000 | 3 | 0 | NA |
| 1,500,001 – 1,750,000 | 0 | 0 | NA |
| 1,750,001 – 2,000,000 | 0 | 0 | NA |
| 2,000,001 – 2,250,000 | 0 | 0 | NA |
| 2,250,001 – 2,500,000 | 0 | 0 | NA |
| 2,500,001 – 2,750,000 | 0 | 0 | NA |
| 2,750,001 – 3,000,000 | 0 | 0 | NA |
| 3,000,001 – 3,500,000 | 0 | 0 | NA |
| 3,500,001 – 4,000,000 | 1 | 0 | NA |
| 4,000,001 – 4,500,000 | 0 | 0 | NA |
| 4,500,001 – 5,000,000 | 0 | 0 | NA |
| 5,000,001 & Greater | 0 | 0 | NA |
| TOTAL | 30 | 15 | 50% |

| | | | |
|----------------------|-----------|-----------|------------|
| 0 to 1 Bedroom | 5 | 2 | 40% |
| 2 Bedrooms | 16 | 11 | 69% |
| 3 Bedrooms | 8 | 2 | 25% |
| 4 Bedrooms & Greater | 1 | 0 | NA |
| TOTAL | 30 | 15 | 50% |

| SnapStats® Median Data | March | April | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 33 | 30 | -9% |
| Solds | 16 | 15 | -6% |
| Sale Price | \$587,000 | \$570,000 | -3% |
| Sale Price SQFT | \$468 | \$453 | -3% |
| Sale to List Price Ratio | 100% | 95% | -5% |
| Days on Market | 22 | 15 | -32% |

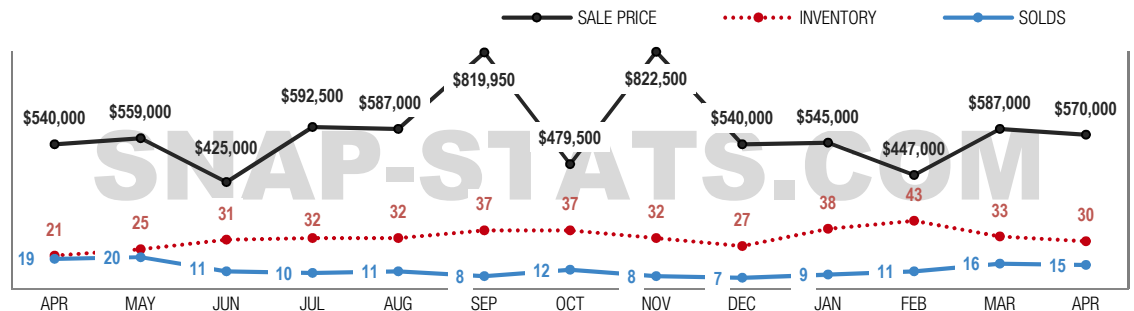
*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to 14% | Balanced 15 to 20% | Sellers 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

Market Summary

- Official Market Type **TSAWWASSEN ATTACHED**: Sellers market at 50% Sales Ratio average (1 in 2 homes selling rate)
- Homes are selling on average 5% below list price
- Most Active Price Band** \$500,000 to \$600,000 with average 50% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes with 3 bedrooms
- Sellers Best Bet** Selling homes in Cliff Drive and 2 bedroom properties

** With a minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

| SnapStats® | Inventory | Sales | Sales Ratio* |
|-----------------------|-----------|-----------|--------------|
| \$0 – 300,000 | 0 | 0 | NA |
| 300,001 – 400,000 | 3 | 1 | 33% |
| 400,001 – 500,000 | 0 | 0 | NA |
| 500,001 – 600,000 | 1 | 1 | 100% |
| 600,001 – 700,000 | 1 | 0 | NA |
| 700,001 – 800,000 | 1 | 1 | 100% |
| 800,001 – 900,000 | 3 | 5 | 167%* |
| 900,001 – 1,000,000 | 13 | 8 | 62% |
| 1,000,001 – 1,250,000 | 20 | 7 | 35% |
| 1,250,001 – 1,500,000 | 26 | 3 | 12% |
| 1,500,001 – 1,750,000 | 9 | 0 | NA |
| 1,750,001 – 2,000,000 | 8 | 0 | NA |
| 2,000,001 – 2,250,000 | 2 | 0 | NA |
| 2,250,001 – 2,500,000 | 0 | 0 | NA |
| 2,500,001 – 2,750,000 | 0 | 0 | NA |
| 2,750,001 – 3,000,000 | 0 | 0 | NA |
| 3,000,001 – 3,500,000 | 0 | 0 | NA |
| 3,500,001 – 4,000,000 | 0 | 0 | NA |
| 4,000,001 – 4,500,000 | 0 | 0 | NA |
| 4,500,001 – 5,000,000 | 0 | 0 | NA |
| 5,000,001 & Greater | 5 | 0 | NA |
| TOTAL | 92 | 26 | 28% |

| | | | |
|-------------------|-----------|-----------|------------|
| 2 Bedrooms & Less | 13 | 3 | 23% |
| 3 to 4 Bedrooms | 55 | 16 | 29% |
| 5 to 6 Bedrooms | 24 | 7 | 29% |
| 7 Bedrooms & More | 0 | 0 | NA* |
| TOTAL | 92 | 26 | 28% |

| SnapStats® Median Data | March | April | Variance |
|--------------------------|-------------|-----------|-----------------|
| Inventory | 96 | 92 | -4% |
| Solds | 25 | 26 | 4% |
| Sale Price | \$1,012,500 | \$948,000 | -6% |
| Sale Price SQFT | \$437 | \$440 | 1% _s |
| Sale to List Price Ratio | 96% | 99% | 3% |
| Days on Market | 21 | 20 | -5% |

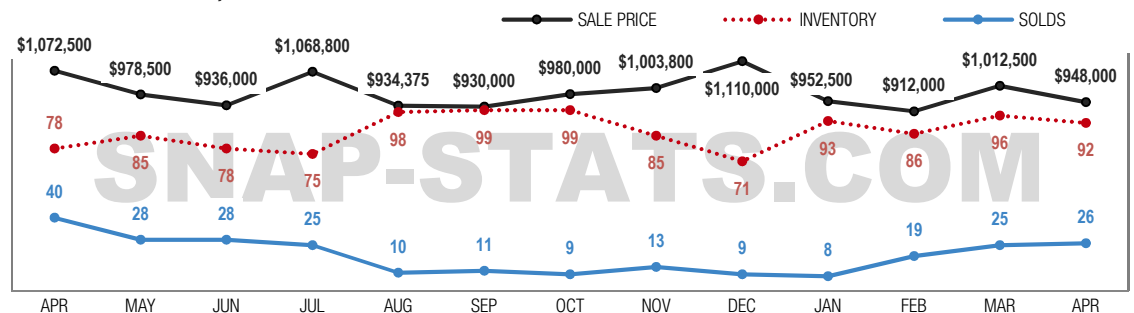
*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to 14% | Balanced 15 to 20% | Sellers 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

Market Summary

- Official Market Type **LADNER DETACHED**: Sellers market at 28% Sales Ratio average (2.8 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$900,000 to \$1 mil with average 62% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Neilsen Grove, Port Guichon and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Holly, and 3 to 6 bedroom properties

** With a minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

| SnapStats® | Inventory | Sales | Sales Ratio* |
|-----------------------|-----------|-----------|--------------|
| \$0 – 300,000 | 0 | 0 | NA |
| 300,001 – 400,000 | 1 | 1 | 100% |
| 400,001 – 500,000 | 3 | 5 | 167%* |
| 500,001 – 600,000 | 5 | 4 | 80% |
| 600,001 – 700,000 | 3 | 5 | 167%* |
| 700,001 – 800,000 | 16 | 2 | 13% |
| 800,001 – 900,000 | 6 | 1 | 17% |
| 900,001 – 1,000,000 | 4 | 2 | 50% |
| 1,000,001 – 1,250,000 | 0 | 0 | NA |
| 1,250,001 – 1,500,000 | 0 | 0 | NA |
| 1,500,001 – 1,750,000 | 0 | 0 | NA |
| 1,750,001 – 2,000,000 | 0 | 0 | NA |
| 2,000,001 – 2,250,000 | 0 | 0 | NA |
| 2,250,001 – 2,500,000 | 0 | 0 | NA |
| 2,500,001 – 2,750,000 | 0 | 0 | NA |
| 2,750,001 – 3,000,000 | 0 | 0 | NA |
| 3,000,001 – 3,500,000 | 0 | 0 | NA |
| 3,500,001 – 4,000,000 | 0 | 0 | NA |
| 4,000,001 – 4,500,000 | 0 | 0 | NA |
| 4,500,001 – 5,000,000 | 0 | 0 | NA |
| 5,000,001 & Greater | 0 | 0 | NA |
| TOTAL | 38 | 20 | 53% |

| | | | |
|----------------------|-----------|-----------|------------|
| 0 to 1 Bedroom | 2 | 2 | 100% |
| 2 Bedrooms | 10 | 5 | 50% |
| 3 Bedrooms | 19 | 10 | 53% |
| 4 Bedrooms & Greater | 7 | 3 | 43% |
| TOTAL | 38 | 20 | 53% |

| SnapStats® Median Data | March | April | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 40 | 38 | -5% |
| Solds | 16 | 20 | 25% |
| Sale Price | \$653,500 | \$600,000 | -8% |
| Sale Price SQFT | \$468 | \$411 | -12% |
| Sale to List Price Ratio | 104% | 98% | -6% |
| Days on Market | 8 | 30 | 275% |

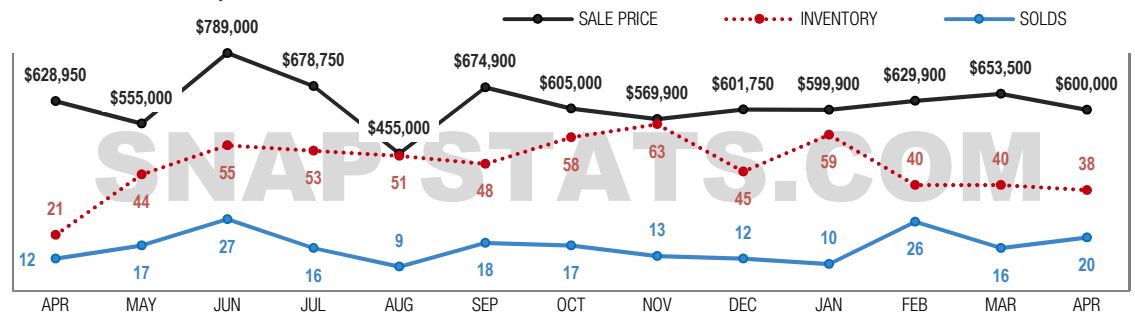
*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to 14% | Balanced 15 to 20% | Sellers 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

Market Summary

- Official Market Type **LADNER ATTACHED**: Sellers market at 53% Sales Ratio average (5.3 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$700,000 to \$800,000 with average 13% Sales Ratio average (Buyers market)
- Buyers Best Bet** Homes in Ladner Elementary and 2 bedroom properties
- Sellers Best Bet** Selling homes in Neilsen Grove and 3 bedroom properties

** With a minimum inventory of 10 in most instances

13 Month Market Trend



Compliments of...

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