

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

Compliments of:

Teresa De Cotiis

Personal Real Estate Corporation

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METRO VANCOUVER EDITION

Downtown
Westside
Eastside
North Vancouver
West Vancouver
Richmond
Tsawwassen
Ladner



Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	4	9	225%*
300,001 – 400,000	3	6	200%*
400,001 – 500,000	21	21	100%
500,001 – 600,000	46	37	80%
600,001 – 700,000	36	43	119%*
700,001 – 800,000	42	24	57%
800,001 – 900,000	31	21	68%
900,001 – 1,000,000	24	13	54%
1,000,001 – 1,250,000	25	13	52%
1,250,001 – 1,500,000	29	9	31%
1,500,001 – 1,750,000	21	5	24%
1,750,001 – 2,000,000	26	4	15%
2,000,001 – 2,250,000	7	3	43%
2,250,001 – 2,500,000	11	5	45%
2,500,001 – 2,750,000	3	1	33%
2,750,001 – 3,000,000	7	1	14%
3,000,001 – 3,500,000	12	1	8%
3,500,001 – 4,000,000	10	0	NA
4,000,001 – 4,500,000	2	1	50%
4,500,001 – 5,000,000	7	0	NA
5,000,001 & Greater	11	3	27%
TOTAL	378	220	58%

0 to 1 Bedroom	151	124	82%
2 Bedrooms	178	89	50%
3 Bedrooms	45	6	13%
4 Bedrooms & Greater	4	1	25%
TOTAL	378	220	58%

SnapStats® Median Data	January	February	Variance
Inventory	392	378	-4%
Solds	121	220	82%
Sale Price	\$680,000	\$681,500	NA
Sale Price SQFT	\$960	\$947	-1%
Sale to List Price Ratio	98%	100%	2%
Days on Market	13	10	-23%

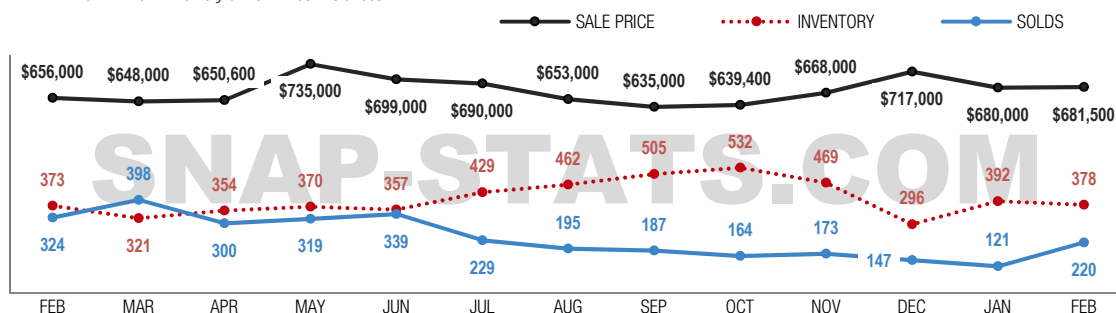
*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to 14% | Balanced 15 to 20% | Sellers 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

Market Summary

- Official Market Type **DOWNTOWN**: Sellers market at 58% Sales Ratio average (5.8 in 10 homes selling rate)
- Homes are selling on average at list price
- Most Active Price Band** +/- \$1 mil: \$0 to \$300k (>100% Sales Ratio) / \$1 mil to \$1.25 mil (52% Sales Ratio)
- Buyers Best Bet** +/- \$1 mil: Homes between \$900k to \$1 mil / \$1.75 mil to \$2 mil, Coal Harbour, Yaletown and 3 bedrooms
- Sellers Best Bet** Selling homes in 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	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	0	0	NA
1,250,001 – 1,500,000	2	0	NA
1,500,001 – 1,750,000	2	0	NA
1,750,001 – 2,000,000	5	2	40%
2,000,001 – 2,250,000	8	3	38%
2,250,001 – 2,500,000	10	11	110%*
2,500,001 – 2,750,000	18	9	50%
2,750,001 – 3,000,000	43	17	40%
3,000,001 – 3,500,000	52	21	40%
3,500,001 – 4,000,000	72	11	15%
4,000,001 – 4,500,000	55	8	15%
4,500,001 – 5,000,000	65	3	5%
5,000,001 & Greater	212	8	4%
TOTAL	544	93	17%

2 Bedrooms & Less	17	8	47%
3 to 4 Bedrooms	199	48	24%
5 to 6 Bedrooms	271	26	10%
7 Bedrooms & More	57	11	19%
TOTAL	544	93	17%

SnapStats® Median Data	January	February	Variance
Inventory	537	544	1%
Solds	37	93	151%
Sale Price	\$2,820,000	\$3,111,288	10%
Sale Price SQFT	\$1,084	\$1,168	8%
Sale to List Price Ratio	94%	95%	1%
Days on Market	20	16	-20%

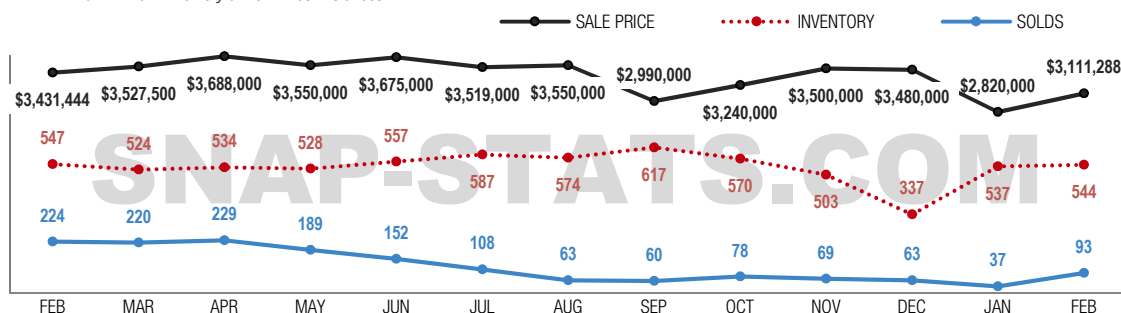
*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to 14% | Balanced 15 to 20% | Sellers 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

Market Summary

- Official Market Type **WESTSIDE DETACHED**: Balanced market at 17% Sales Ratio average (1.7 in 10 homes selling rate)
- Homes are selling on average 5% 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 (40% Sales Ratio)
- Buyers Best Bet** +/- \$3 mil: \$2.75 mil to \$3 mil / minimum \$4.5 mil, Cambie, Quilchena, SW Marine, South Granville & University
- Sellers Best Bet** Selling homes in Dunbar, Kitsilano, Mackenzie Heights, Point Grey 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 ATTACHED CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	2	1	50%
300,001 – 400,000	8	5	63%
400,001 – 500,000	26	21	81%
500,001 – 600,000	38	34	89%
600,001 – 700,000	32	11	34%
700,001 – 800,000	42	19	45%
800,001 – 900,000	22	24	109%*
900,001 – 1,000,000	24	14	58%
1,000,001 – 1,250,000	47	25	53%
1,250,001 – 1,500,000	51	10	20%
1,500,001 – 1,750,000	33	8	24%
1,750,001 – 2,000,000	19	2	11%
2,000,001 – 2,250,000	10	4	40%
2,250,001 – 2,500,000	7	0	NA
2,500,001 – 2,750,000	7	1	14%
2,750,001 – 3,000,000	4	0	NA
3,000,001 – 3,500,000	1	1	100%
3,500,001 – 4,000,000	2	0	NA
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	0	0	NA
TOTAL	377	180	48%

0 to 1 Bedroom	105	63	60%
2 Bedrooms	183	90	49%
3 Bedrooms	75	25	33%
4 Bedrooms & Greater	14	2	14%
TOTAL	377	180	48%

SnapStats® Median Data	January	February	Variance
Inventory	348	377	8%
Solds	111	180	62%
Sale Price	\$688,888	\$789,000	15%
Sale Price SQFT	\$796	\$878	10%
Sale to List Price Ratio	100%	102%	2%
Days on Market	8	9	13%

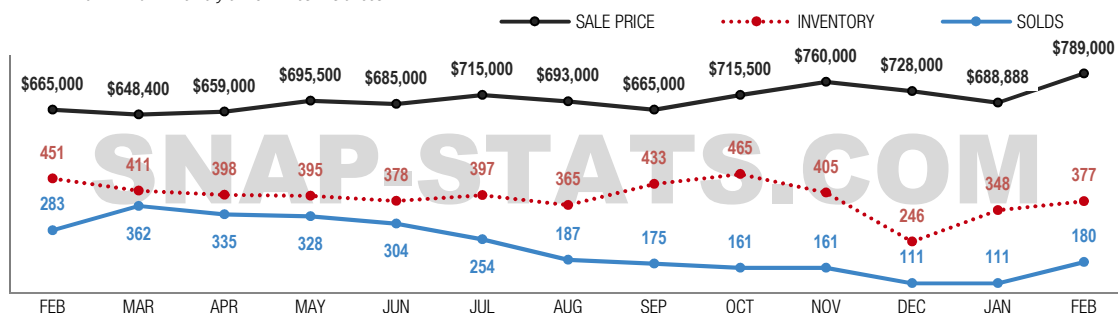
*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to 14% | Balanced 15 to 20% | Sellers 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

Market Summary

- Official Market Type **WESTSIDE ATTACHED**: Sellers market at 48% Sales Ratio average (4.8 in 10 homes selling rate)
- Homes are selling on average 2% above list price
- Most Active Price Band** \$800,000 to \$900,000 with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 mil, Cambie, SW Marine and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Fairview, Kitsilano, Oakridge and up to 1 bedroom properties

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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	1	1	100%
800,001 – 900,000	0	0	NA
900,001 – 1,000,000	4	4	100%
1,000,001 – 1,250,000	28	14	50%
1,250,001 – 1,500,000	96	23	24%
1,500,001 – 1,750,000	82	30	37%
1,750,001 – 2,000,000	112	8	7%
2,000,001 – 2,250,000	46	1	2%
2,250,001 – 2,500,000	71	0	NA
2,500,001 – 2,750,000	61	2	3%
2,750,001 – 3,000,000	58	0	NA
3,000,001 – 3,500,000	43	0	NA
3,500,001 – 4,000,000	2	0	NA
4,000,001 – 4,500,000	8	0	NA
4,500,001 – 5,000,000	5	0	NA
5,000,001 & Greater	1	0	NA
TOTAL	619	83	13%

2 Bedrooms & Less	45	3	7%
3 to 4 Bedrooms	200	41	21%
5 to 6 Bedrooms	277	31	11%
7 Bedrooms & More	97	8	8%
TOTAL	619	83	13%

SnapStats® Median Data	January	February	Variance
Inventory	586	619	6%
Solds	52	83	60%
Sale Price	\$1,355,000	\$1,499,000	11%
Sale Price SQFT	\$616	\$667	8%
Sale to List Price Ratio	98%	100%	2%
Days on Market	45	21	-53%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio*
Champlain Heights	2	0	NA
Collingwood	73	7	10%
Downtown	0	0	NA
Fraser	30	9	30%
Fraserview	26	4	15%
Grandview	48	7	15%
Hastings	10	1	10%
Hastings East	20	4	20%
Killarney	65	8	12%
Knight	48	2	4%
Main	21	6	29%
Mount Pleasant	9	3	33%
Renfrew Heights	52	4	8%
Renfrew	126	18	14%
South Vancouver	56	6	11%
Victoria	33	4	12%
TOTAL	619	83	13%

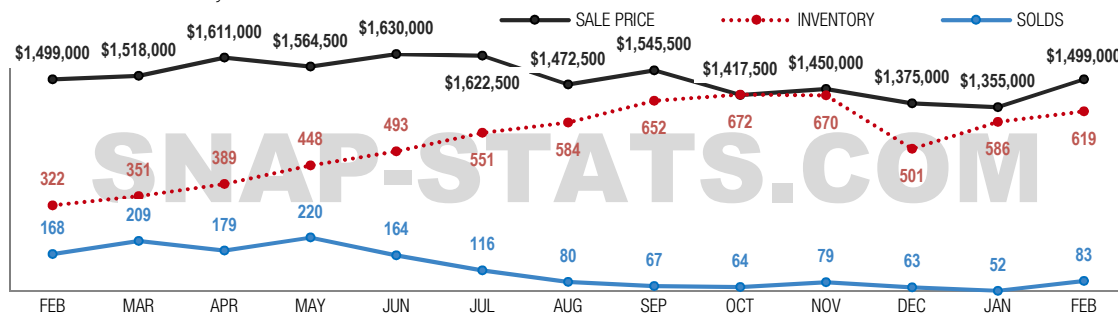
*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to 14% | Balanced 15 to 20% | Sellers 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

Market Summary

- Official Market Type **EASTSIDE DETACHED**: Buyers market at 13% Sales Ratio average (1.3 in 10 homes selling rate)
- Homes are selling on average at list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 50% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2 mil to \$2.25 mil, Knight, Renfrew Heights and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Fraser, Main, Mount Pleasant and 3 to 4 bedroom properties

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Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	3	2	67%
300,001 – 400,000	40	23	58%
400,001 – 500,000	49	29	59%
500,001 – 600,000	36	31	86%
600,001 – 700,000	35	19	54%
700,001 – 800,000	28	11	39%
800,001 – 900,000	17	8	47%
900,001 – 1,000,000	7	8	114%*
1,000,001 – 1,250,000	15	7	47%
1,250,001 – 1,500,000	12	3	25%
1,500,001 – 1,750,000	2	0	NA
1,750,001 – 2,000,000	0	0	NA
2,000,001 – 2,250,000	3	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	1	0	NA
5,000,001 & Greater	0	0	NA
TOTAL	248	141	57%

0 to 1 Bedroom	96	67	70%
2 Bedrooms	105	57	54%
3 Bedrooms	44	15	34%
4 Bedrooms & Greater	3	2	67%
TOTAL	248	141	57%

SnapStats® Median Data	January	February	Variance
Inventory	212	248	17%
Solds	85	141	66%
Sale Price	\$517,000	\$565,000	9%
Sale Price SQFT	\$732	\$751	3%
Sale to List Price Ratio	100%	103%	3%
Days on Market	7	8	14%

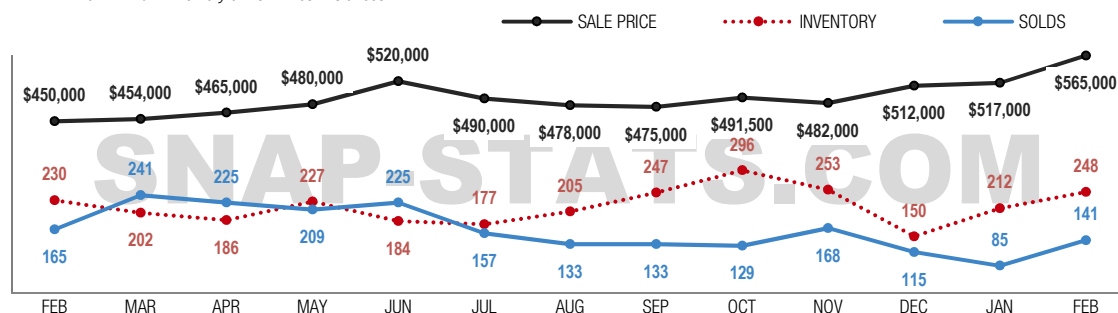
*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to 14% | Balanced 15 to 20% | Sellers 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

Market Summary

- Official Market Type **EASTSIDE ATTACHED**: Sellers market at 57% Sales Ratio average (5.7 in 10 homes selling rate)
- Homes are selling on average 3% above list price
- Most Active Price Band** \$900,000 to \$1 mil with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Renfrew, Victoria and 3 bedroom properties
- Sellers Best Bet** Selling homes in Fraserview, Hastings, Mt Pleasant 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	2	0	NA
300,001 – 400,000	1	0	NA
400,001 – 500,000	1	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	9	10	111%*
1,250,001 – 1,500,000	21	21	100%
1,500,001 – 1,750,000	24	23	96%
1,750,001 – 2,000,000	47	11	23%
2,000,001 – 2,250,000	22	6	27%
2,250,001 – 2,500,000	23	8	35%
2,500,001 – 2,750,000	17	5	29%
2,750,001 – 3,000,000	13	2	15%
3,000,001 – 3,500,000	12	2	17%
3,500,001 – 4,000,000	12	0	NA
4,000,001 – 4,500,000	9	0	NA
4,500,001 – 5,000,000	3	0	NA
5,000,001 & Greater	4	0	NA
TOTAL	220	88	40%

2 Bedrooms & Less	10	7	70%
3 to 4 Bedrooms	99	46	46%
5 to 6 Bedrooms	85	31	36%
7 Bedrooms & More	26	4	15%
TOTAL	220	88	40%

SnapStats® Median Data	January	February	Variance
Inventory	209	220	5%
Solds	34	88	159%
Sale Price	\$1,597,500	\$1,627,500	2%
Sale Price SQFT	\$602	\$659	9%
Sale to List Price Ratio	97%	97%	NA
Days on Market	24	12	-50%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio*
Bluebridge	6	3	50%
Boulevard	13	7	54%
Braemar	1	1	100%
Calverhall	4	1	25%
Canyon Heights	26	5	19%
Capilano	4	2	50%
Central Lonsdale	9	6	67%
Deep Cove	2	1	50%
Delbrook	6	1	17%
Dollarton	8	2	25%
Edgemont	18	3	17%
Forest Hills	11	2	18%
Grouse Woods	3	0	NA
Hamilton	9	3	33%
Hamilton Heights	1	1	100%
Indian Arm	2	0	NA
Indian River	0	2	NA*
Lower Lonsdale	5	1	20%
Lynn Valley	16	12	75%
Lynnmoor	4	1	25%
Norgate	3	4	133%*
Northlands	2	1	50%
Pemberton Heights	9	3	33%
Pemberton	3	2	67%
Princess Park	4	2	50%
Queensbury	4	2	50%
Roche Point	1	0	NA
Seymour	5	1	20%
Tempe	2	0	NA
Upper Delbrook	13	1	8%
Upper Lonsdale	16	13	81%
Westlynn	7	5	71%
Westlynn Terrace	0	0	NA
Windsor Park	1	0	NA
Woodlands-Sunshine Cascade	2	0	NA
TOTAL	220	88	40%

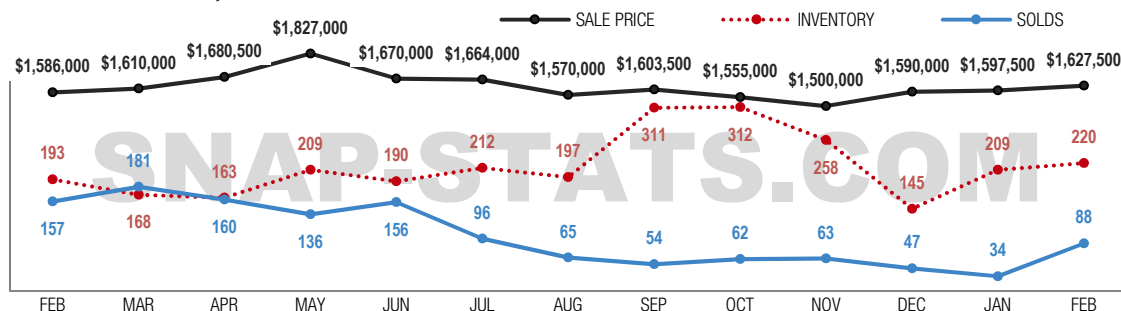
*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to 14% | Balanced 15 to 20% | Sellers 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

Market Summary

- Official Market Type **NORTH VANCOUVER DETACHED**: Sellers market at 40% Sales Ratio average (4 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$1 mil to \$1.75 mil with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.75 mil to \$3 mil, Canyon Heights, Edgemont, Forest Hills, Upper Delbrook and 7+ bedrooms
- Sellers Best Bet** Selling homes in Central Lonsdale, Lynn Valley, Upper Lonsdale and up to 2 bedroom properties

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13 Month Market Trend



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Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	4	4	100%
300,001 – 400,000	12	23	192%*
400,001 – 500,000	19	20	105%*
500,001 – 600,000	20	17	85%
600,001 – 700,000	14	15	107%*
700,001 – 800,000	18	15	83%
800,001 – 900,000	17	7	41%
900,001 – 1,000,000	8	12	150%*
1,000,001 – 1,250,000	21	10	48%
1,250,001 – 1,500,000	4	0	NA
1,500,001 – 1,750,000	3	1	33%
1,750,001 – 2,000,000	4	0	NA
2,000,001 – 2,250,000	1	0	NA
2,250,001 – 2,500,000	1	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	1	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL	147	124	84%

0 to 1 Bedroom	40	47	118%*
2 Bedrooms	75	61	81%
3 Bedrooms	29	12	41%
4 Bedrooms & Greater	3	4	133%*
TOTAL	147	124	84%

SnapStats® Median Data	January	February	Variance
Inventory	150	147	-2%
Solds	71	124	75%
Sale Price	\$591,000	\$586,500	-1%
Sale Price SQFT	\$665	\$643	-3%
Sale to List Price Ratio	100%	100%	NA
Days on Market	11	8	-27%

Community ATTACHED CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio*
Bluebridge	0	0	NA
Boulevard	0	0	NA
Braemar	0	0	NA
Calverhall	0	0	NA
Canyon Heights	1	0	NA
Capilano	3	0	NA
Central Lonsdale	25	24	96%
Deep Cove	0	0	NA
Delbrook	0	1	NA*
Dollarton	0	0	NA
Edgemont	1	1	100%
Forest Hills	0	0	NA
Grouse Woods	0	0	NA
Hamilton	8	4	50%
Hamilton Heights	0	0	NA
Indian Arm	0	0	NA
Indian River	0	0	NA
Lower Lonsdale	38	46	121%*
Lynn Valley	17	8	47%
Lynn timer	13	7	54%
Norgate	6	3	50%
Northlands	4	6	150%*
Pemberton Heights	0	0	NA
Pemberton	11	10	91%
Princess Park	0	0	NA
Queensbury	0	0	NA
Roche Point	12	8	67%
Seymour	4	1	25%
Tempe	0	0	NA
Upper Delbrook	0	0	NA
Upper Lonsdale	4	5	125%*
Westlynn	0	0	NA
Westlynn Terrace	0	0	NA
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	0	0	NA
TOTAL	147	124	84%

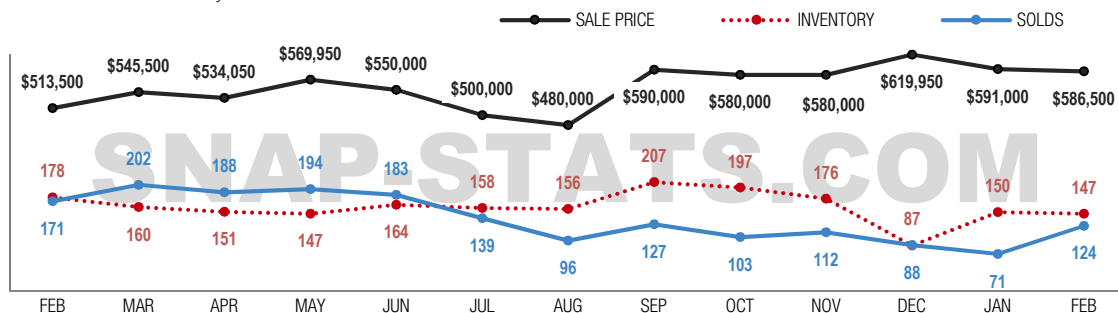
*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to 14% | Balanced 15 to 20% | Sellers 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

Market Summary

- Official Market Type **NORTH VANCOUVER ATTACHED**: Sellers market at 84% Sales Ratio average (8.4 in 10 homes selling rate)
- Homes are selling on average at list price
- Most Active Price Band** \$300,000 to \$400,000 with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$800,000 to \$900,000, Hamilton, Lynn Valley, Lynn timer and 3 bedroom properties
- Sellers Best Bet** Selling homes in Central Lonsdale, Lower Lonsdale, Pemberton, Roche Pointe and up to 1 bedroom properties

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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	0	NA
1,250,001 – 1,500,000	3	1	33%
1,500,001 – 1,750,000	8	1	13%
1,750,001 – 2,000,000	7	2	29%
2,000,001 – 2,250,000	6	3	50%
2,250,001 – 2,500,000	20	1	5%
2,500,001 – 2,750,000	18	4	22%
2,750,001 – 3,000,000	26	2	8%
3,000,001 – 3,500,000	33	7	21%
3,500,001 – 4,000,000	37	3	8%
4,000,001 – 4,500,000	33	5	15%
4,500,001 – 5,000,000	28	3	11%
5,000,001 & Greater	130	3	2%
TOTAL	352	35	10%

2 Bedrooms & Less	14	1	7%
3 to 4 Bedrooms	165	18	11%
5 to 6 Bedrooms	155	15	10%
7 Bedrooms & More	18	1	6%
TOTAL	352	35	10%

SnapStats® Median Data	January	February	Variance
Inventory	330	352	7%
Solds	21	35	67%
Sale Price	\$2,675,000	\$3,210,000	20%
Sale Price SQFT	\$896	\$832	-7%
Sale to List Price Ratio	94%	94%	NA
Days on Market	54	17	-69%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio*
Altamont	13	0	NA
Ambleside	30	2	7%
Bayridge	9	0	NA
British Properties	64	3	5%
Canterbury	6	0	NA
Caulfield	16	6	38%
Cedardale	6	0	NA
Chartwell	21	2	10%
Chelsea Park	2	0	NA
Cypress	5	1	20%
Cypress Park Estates	7	2	29%
Deer Ridge	0	0	NA
Dundarave	31	6	19%
Eagle Harbour	15	4	27%
Eagleridge	4	0	NA
Furry Creek	2	0	NA
Gleneagles	7	2	29%
Glenmore	11	0	NA
Horseshoe Bay	7	0	NA
Howe Sound	7	1	14%
Lions Bay	6	0	NA
Old Caulfield	7	1	14%
Panorama Village	0	0	NA
Park Royal	1	0	NA
Porteau Cove	0	0	NA
Queens	21	0	NA
Rockridge	3	0	NA
Sandy Cove	3	0	NA
Sentinel Hill	9	2	22%
Upper Caulfield	0	0	NA
West Bay	7	0	NA
Westhill	0	0	NA
Westmount	13	3	23%
Whitby Estates	12	0	NA
Whytecliff	7	0	NA
TOTAL	352	35	10%

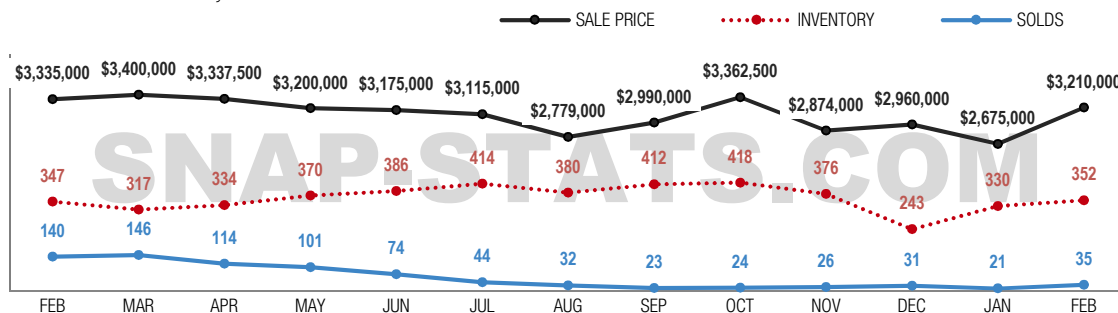
*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to 14% | Balanced 15 to 20% | Sellers 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

Market Summary

- Official Market Type **WEST VANCOUVER DETACHED**: Buyers market at 10% Sales Ratio average (1 in 10 homes selling rate)
- Homes are selling on average 6% below list price
- Most Active Price Band** \$2.5 mil to \$2.75 mil with average 22% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes \$5 mil plus, Ambleside, British Properties and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Caulfield, Eagle Harbour 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	1	NA*
300,001 – 400,000	0	0	NA
400,001 – 500,000	3	0	NA
500,001 – 600,000	1	2	200%*
600,001 – 700,000	3	2	67%
700,001 – 800,000	2	2	100%
800,001 – 900,000	1	1	100%
900,001 – 1,000,000	4	0	NA
1,000,001 – 1,250,000	7	2	29%
1,250,001 – 1,500,000	4	3	75%
1,500,001 – 1,750,000	7	2	29%
1,750,001 – 2,000,000	4	0	NA
2,000,001 – 2,250,000	3	1	33%
2,250,001 – 2,500,000	5	0	NA
2,500,001 – 2,750,000	1	0	NA
2,750,001 – 3,000,000	4	2	50%
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	1	1	100%
4,000,001 – 4,500,000	3	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	1	0	NA
TOTAL	54	19	35%

0 to 1 Bedroom	8	2	25%
2 Bedrooms	35	14	40%
3 Bedrooms	10	2	20%
4 Bedrooms & Greater	1	1	100%
TOTAL	54	19	35%

SnapStats® Median Data	January	February	Variance
Inventory	50	54	8%
Solds	15	19	27%
Sale Price	\$1,195,000	\$1,150,000	-4%
Sale Price SQFT	\$771	\$971	26%
Sale to List Price Ratio	100%	96%	-4%
Days on Market	10	17	70%

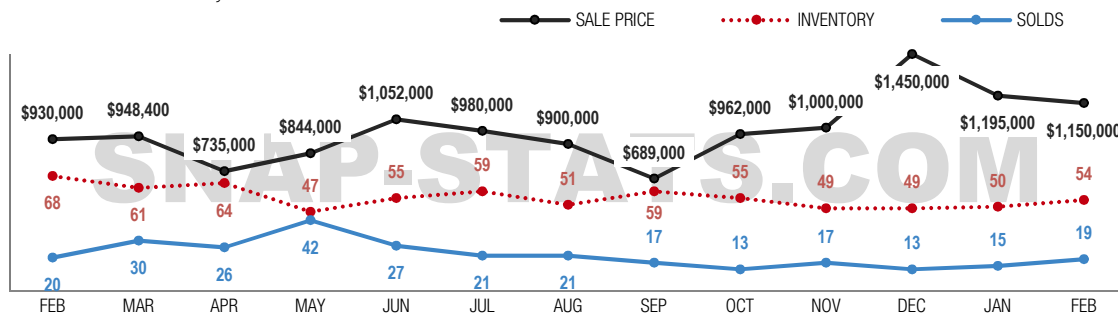
*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to 14% | Balanced 15 to 20% | Sellers 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

Market Summary

- Official Market Type **WEST VANCOUVER ATTACHED**: Sellers market at 35% Sales Ratio average (3.5 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 3 sales for the month
- Buyers Best Bet** Homes in Horseshoe Bay and 3 bedroom properties
- Sellers Best Bet** Selling homes in Ambleside, Park Royal 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	2	0	NA
300,001 – 400,000	0	0	NA
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	0	0	NA
800,001 – 900,000	0	0	NA
900,001 – 1,000,000	4	7	175%*
1,000,001 – 1,250,000	18	15	83%
1,250,001 – 1,500,000	89	25	28%
1,500,001 – 1,750,000	88	11	13%
1,750,001 – 2,000,000	94	12	13%
2,000,001 – 2,250,000	34	6	18%
2,250,001 – 2,500,000	66	3	5%
2,500,001 – 2,750,000	44	6	14%
2,750,001 – 3,000,000	66	1	2%
3,000,001 – 3,500,000	45	1	2%
3,500,001 – 4,000,000	30	1	3%
4,000,001 – 4,500,000	7	1	14%
4,500,001 – 5,000,000	14	0	NA
5,000,001 & Greater	11	1	9%
TOTAL	614	91	15%

2 Bedrooms & Less	13	3	23%
3 to 4 Bedrooms	252	56	22%
5 to 6 Bedrooms	321	27	8%
7 Bedrooms & More	28	5	18%
TOTAL	614	91	15%

SnapStats® Median Data	January	February	Variance
Inventory	601	614	2%
Solds	55	91	65%
Sale Price	\$1,530,000	\$1,490,000	-3%
Sale Price SQFT	\$663	\$619	-7%
Sale to List Price Ratio	96%	96%	NA
Days on Market	44	17	-61%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio*
Boyd Park	25	6	24%
Bridgeport	10	4	40%
Brighthouse	2	0	NA
Brighthouse South	2	0	NA
Broadmoor	50	5	10%
East Cambie	18	4	22%
East Richmond	7	1	14%
Garden City	27	0	NA
Gilmore	3	1	33%
Granville	42	7	17%
Hamilton	5	6	120%*
Ironwood	22	4	18%
Lackner	24	2	8%
McLennan	18	2	11%
McLennan North	4	0	NA
McNair	21	0	NA
Quilchena	31	3	10%
Riverdale	39	2	5%
Saunders	27	4	15%
Sea Island	2	0	NA
Seafair	63	8	13%
South Arm	21	3	14%
Steveston North	38	9	24%
Steveston South	14	2	14%
Steveston Village	13	4	31%
Terra Nova	13	2	15%
West Cambie	24	4	17%
Westwind	12	1	8%
Woodwards	37	7	19%
TOTAL	614	91	15%

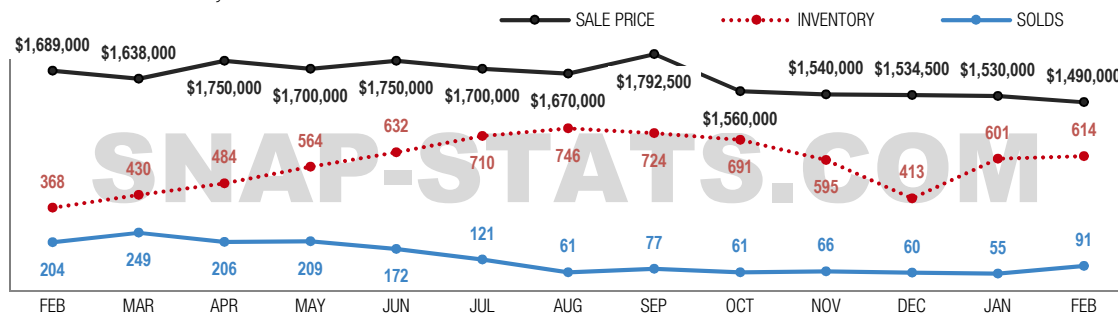
*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to 14% | Balanced 15 to 20% | Sellers 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

Market Summary

- Official Market Type **RICHMOND DETACHED**: Balanced market at 15% Sales Ratio average (14% is a Buyers market)
- Homes are selling on average 4% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 83% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.75 mil to \$3.5 mil, Lackner, Riverdale, Westwind and 5 to 6 bedrooms
- Sellers Best Bet** Selling homes in Hamilton, Steveston Village 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	34	20	59%
300,001 – 400,000	39	27	69%
400,001 – 500,000	44	51	116%*
500,001 – 600,000	52	51	98%
600,001 – 700,000	79	40	51%
700,001 – 800,000	67	27	40%
800,001 – 900,000	68	14	21%
900,001 – 1,000,000	39	11	28%
1,000,001 – 1,250,000	18	5	28%
1,250,001 – 1,500,000	14	0	NA
1,500,001 – 1,750,000	3	0	NA
1,750,001 – 2,000,000	2	2	100%
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	2	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	465	248	53%

0 to 1 Bedroom	77	54	70%
2 Bedrooms	185	122	66%
3 Bedrooms	158	58	37%
4 Bedrooms & Greater	45	14	31%
TOTAL	465	248	53%

SnapStats® Median Data	January	February	Variance
Inventory	469	465	-1%
Solds	170	248	46%
Sale Price	\$474,000	\$558,250	18%
Sale Price SQFT	\$512	\$581	13%
Sale to List Price Ratio	97%	98%	1%
Days on Market	27	14	-48%

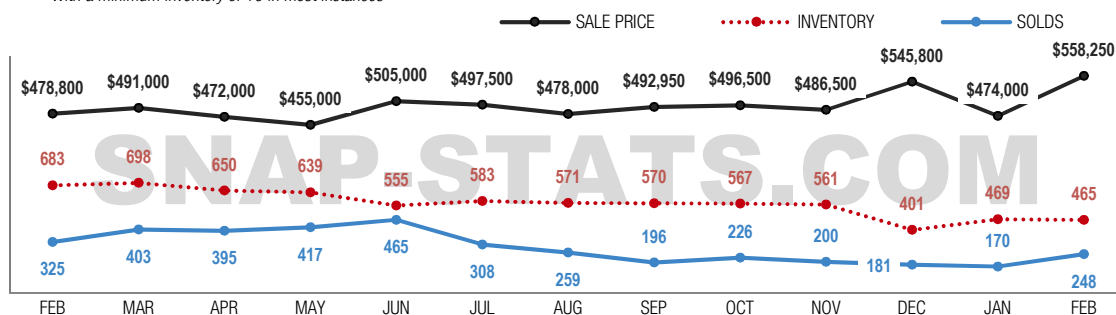
*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to 14% | Balanced 15 to 20% | Sellers 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

Market Summary

- Official Market Type **RICHMOND ATTACHED**: Sellers market at 53% Sales Ratio average (5.3 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$400,000 to \$500,000 with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$800,000 to \$900,000, Bridgeport, Granville and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Brighthouse, Brighthouse South, South Arm, West Cambie and up to 1 bedroom properties

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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	1	3	300%*
800,001 – 900,000	0	0	NA
900,001 – 1,000,000	11	4	36%
1,000,001 – 1,250,000	33	7	21%
1,250,001 – 1,500,000	39	1	3%
1,500,001 – 1,750,000	18	0	NA
1,750,001 – 2,000,000	7	0	NA
2,000,001 – 2,250,000	4	1	25%
2,250,001 – 2,500,000	3	0	NA
2,500,001 – 2,750,000	2	0	NA
2,750,001 – 3,000,000	3	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	3	0	NA
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	3	0	NA
TOTAL	134	16	12%

2 Bedrooms & Less	7	3	43%
3 to 4 Bedrooms	99	10	10%
5 to 6 Bedrooms	28	3	11%
7 Bedrooms & More	0	0	NA
TOTAL	134	16	12%

SnapStats® Median Data	January	February	Variance
Inventory	133	134	1%
Solds	11	16	45%
Sale Price	\$1,150,000	\$1,021,738	-11%
Sale Price SQFT	\$473	\$472	NA
Sale to List Price Ratio	96%	92%	-4%
Days on Market	39	33	-15%

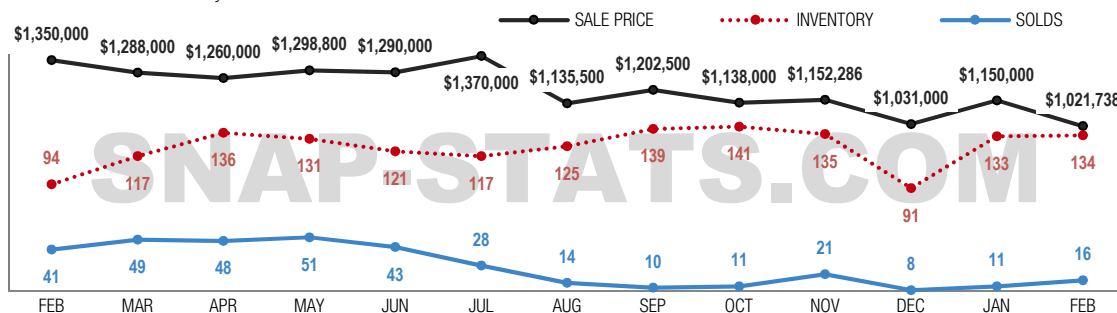
*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to 14% | Balanced 15 to 20% | Sellers 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

Market Summary

- Official Market Type **TSAWWASSEN DETACHED**: Buyers market at 12% Sales Ratio average (1.2 in 10 homes selling rate)
- Homes are selling on average 8% below list price
- Most Active Price Band** \$900,000 to \$1 mil with average 36% Sales Ratio (Sellers market)
- Buyers Best Bet*s* Homes between \$1.25 mil to \$1.5 mil, Beach Grove, Tsawwassen Central/East and 3 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Cliff Drive 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 ATTACHED CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	1	1	100%
300,001 – 400,000	3	2	67%
400,001 – 500,000	7	3	43%
500,001 – 600,000	11	2	18%
600,001 – 700,000	9	1	11%
700,001 – 800,000	1	0	NA
800,001 – 900,000	2	0	NA
900,001 – 1,000,000	3	2	67%
1,000,001 – 1,250,000	1	0	NA
1,250,001 – 1,500,000	1	0	NA
1,500,001 – 1,750,000	3	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	1	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	43	11	26%

0 to 1 Bedroom	5	2	40%
2 Bedrooms	29	8	28%
3 Bedrooms	7	1	14%
4 Bedrooms & Greater	2	0	NA
TOTAL	43	11	26%

SnapStats® Median Data	January	February	Variance
Inventory	38	43	13%
Solds	9	11	22%
Sale Price	\$545,000	\$447,000	-18%
Sale Price SQFT	\$469	\$410	-13%
Sale to List Price Ratio	99%	95%	-4%
Days on Market	51	53	4%

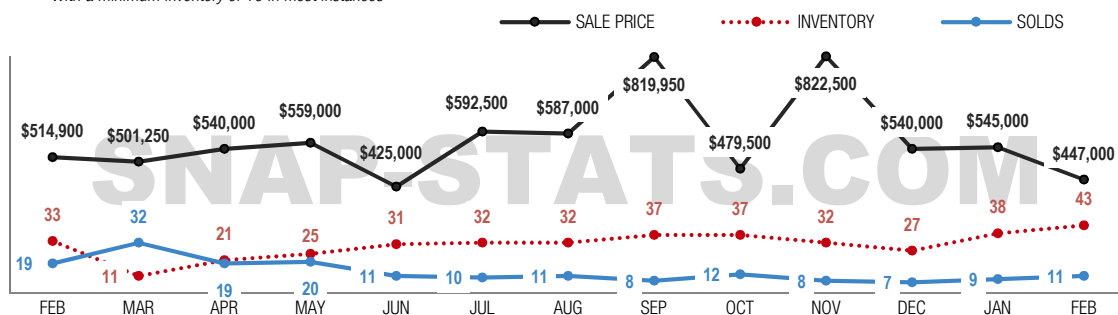
*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to 14% / Balanced 15 to 20% / Sellers 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

Market Summary

- Official Market Type **TSAWWASSEN ATTACHED**: Sellers market at 26% Sales Ratio average (2.6 in 10 homes selling rate)
- Homes are selling on average 5% below list price
- Most Active Price Band** \$500,000 to \$600,000 with average 18% Sales Ratio (Balanced market)
- Buyers Best Bet** Homes between \$600,000 to \$700,000 and Beach Grove properties
- Sellers Best Bet** Selling homes in Cliff Drive and 2 bedroom properties

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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	3	0	NA
600,001 – 700,000	0	0	NA
700,001 – 800,000	3	2	67%
800,001 – 900,000	6	6	100%
900,001 – 1,000,000	11	3	27%
1,000,001 – 1,250,000	16	7	44%
1,250,001 – 1,500,000	22	1	5%
1,500,001 – 1,750,000	8	0	NA
1,750,001 – 2,000,000	10	0	NA
2,000,001 – 2,250,000	2	0	NA
2,250,001 – 2,500,000	1	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	1	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	3	0	NA
TOTAL	86	19	22%

2 Bedrooms & Less	13	0	NA
3 to 4 Bedrooms	55	15	27%
5 to 6 Bedrooms	18	4	22%
7 Bedrooms & More	0	0	NA
TOTAL	86	19	22%

SnapStats® Median Data	January	February	Variance
Inventory	93	86	-8%
Solds	8	19	138%
Sale Price	\$952,500	\$912,000	-4%
Sale Price SQFT	\$415	\$390	-6% ^s
Sale to List Price Ratio	98%	96%	-2%
Days on Market	37	21	-43%

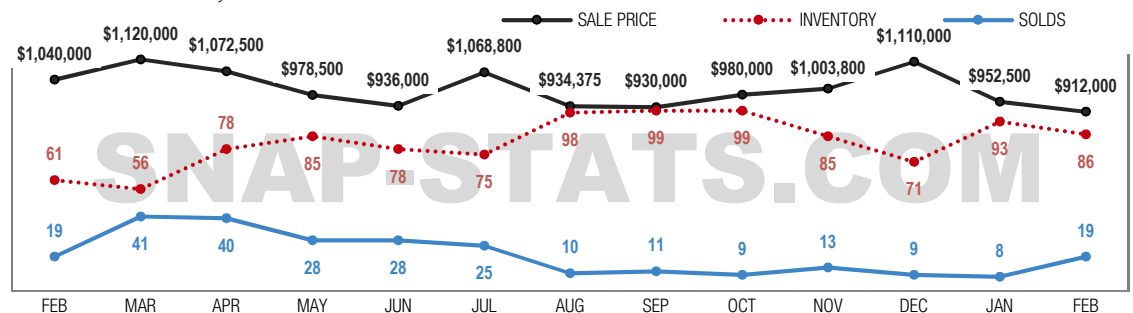
*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to 14% | Balanced 15 to 20% | Sellers 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

Market Summary

- Official Market Type **LADNER DETACHED**: Sellers market at 22% Sales Ratio average (2.2 in 10 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 44% Sales Ratio (Sellers' market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Hawthorne, Ladner Elementary, Neilsen Grove and 5 to 6 bedrooms
- Sellers Best Bet** Selling homes in Holly and 3 to 4 bedroom properties

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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	3	300%*
400,001 – 500,000	5	0	NA
500,001 – 600,000	5	6	120%*
600,001 – 700,000	6	15	250%*
700,001 – 800,000	14	2	14%
800,001 – 900,000	3	0	NA
900,001 – 1,000,000	6	0	NA
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	40	26	65%

0 to 1 Bedroom	2	1	50%
2 Bedrooms	7	9	129%*
3 Bedrooms	25	16	64%
4 Bedrooms & Greater	6	0	NA
TOTAL	40	26	65%

SnapStats® Median Data	January	February	Variance
Inventory	59	40	-32%
Solds	10	26	160%
Sale Price	\$599,900	\$629,900	5%
Sale Price SQFT	\$435	\$453	4%
Sale to List Price Ratio	100%	100%	NA
Days on Market	46	6	-87%

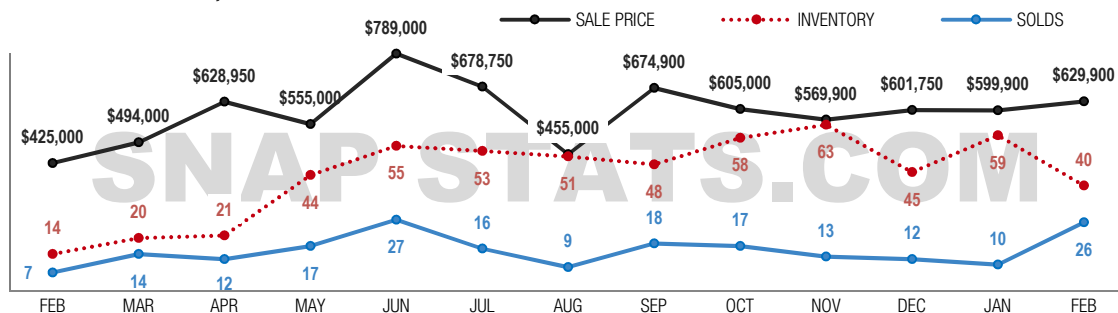
*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to 14% | Balanced 15 to 20% | Sellers 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

Market Summary

- Official Market Type **LADNER ATTACHED**: Sellers market at 65% Sales Ratio average (6.5 in 10 homes selling rate)
- Homes are selling on average at list price
- Most Active Price Band** \$600,000 to \$700,000 with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$700,000 to \$800,000, Ladner Elementary and 3 bedroom properties
- Sellers Best Bet** Selling homes in Neilsen Grove and 2 bedroom properties

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13 Month Market Trend



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