

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

Compliments of:

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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	3	2	67%
300,001 – 400,000	3	7	233%*
400,001 – 500,000	16	28	175%*
500,001 – 600,000	34	41	121%*
600,001 – 700,000	39	46	118%*
700,001 – 800,000	35	31	89%
800,001 – 900,000	23	20	87%
900,001 – 1,000,000	19	21	111%*
1,000,001 – 1,250,000	24	27	113%*
1,250,001 – 1,500,000	35	8	23%
1,500,001 – 1,750,000	23	13	57%
1,750,001 – 2,000,000	23	6	26%
2,000,001 – 2,250,000	7	2	29%
2,250,001 – 2,500,000	13	3	23%
2,500,001 – 2,750,000	8	1	13%
2,750,001 – 3,000,000	12	3	25%
3,000,001 – 3,500,000	12	2	17%
3,500,001 – 4,000,000	15	0	NA
4,000,001 – 4,500,000	4	0	NA
4,500,001 – 5,000,000	3	1	33%
5,000,001 & Greater	11	1	9%
TOTAL	362	263	73%
0 to 1 Bedroom	135	135	100%
2 Bedrooms	178	109	61%
3 Bedrooms	46	18	39%
4 Bedrooms & Greater	3	1	33%
TOTAL	362	263	73%

SnapStats® Median Data	February	March	Variance
Inventory	378	362	-4%
Solds	220	263	20%
Sale Price	\$681,500	\$720,000	6%
Sale Price SQFT	\$947	\$951	NA
Sale to List Price Ratio	100%	100%	NA
Days on Market	10	9	-10%

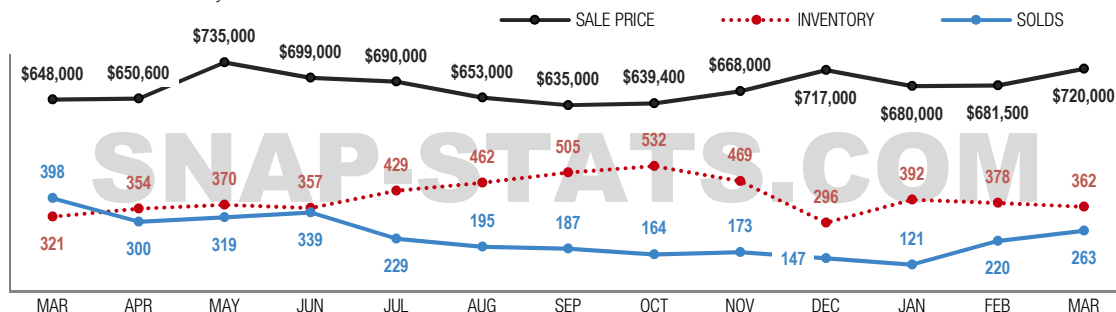
*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to 14% | Balanced 15 to 20% | Sellers 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

Market Summary

- Official Market Type **DOWNTOWN**: Sellers market at 73% Sales Ratio average (7.3 in 10 homes selling rate)
- Homes are selling on average at list price
- Most Active Price Band** +/- \$1 mil: \$400k to \$500k (>100% Sales Ratio) / \$1 mil to \$1.25 mil (>100% Sales Ratio)
- Buyers Best Bet** +/- \$1 mil: Homes between \$700k to \$900k / \$2.5 mil to \$2.75 mil, Coal Harbour, Yaletown and 3 bedrooms
- 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	1	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	4	50%
2,250,001 – 2,500,000	19	8	42%
2,500,001 – 2,750,000	15	6	40%
2,750,001 – 3,000,000	51	9	18%
3,000,001 – 3,500,000	49	19	39%
3,500,001 – 4,000,000	63	20	32%
4,000,001 – 4,500,000	57	6	11%
4,500,001 – 5,000,000	59	5	8%
5,000,001 & Greater	202	16	8%
TOTAL	532	95	18%

2 Bedrooms & Less	16	5	31%
3 to 4 Bedrooms	193	44	23%
5 to 6 Bedrooms	267	39	15%
7 Bedrooms & More	56	7	13%
TOTAL	532	95	18%

SnapStats® Median Data	February	March	Variance
Inventory	544	532	-2%
Solds	93	95	2%
Sale Price	\$3,111,288	\$3,500,000	12%
Sale Price SQFT	\$1,168	\$1,214	4%
Sale to List Price Ratio	95%	95%	NA
Days on Market	16	14	-13%

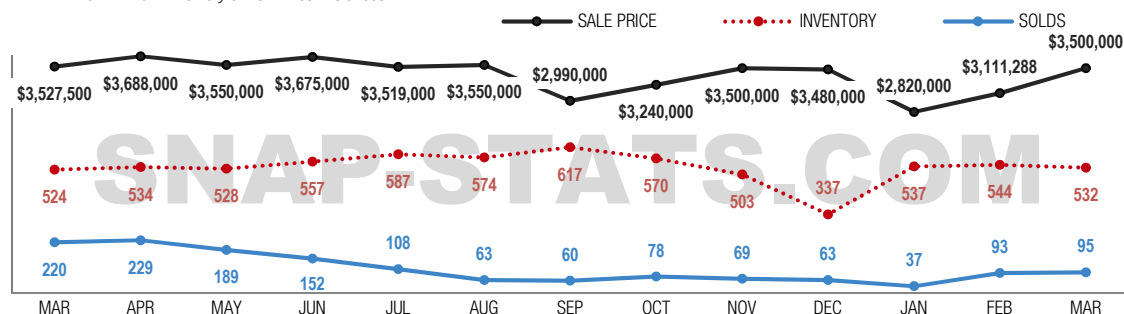
*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to 14% | Balanced 15 to 20% | Sellers 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

Market Summary

- Official Market Type **WESTSIDE DETACHED**: Balanced market at 18% Sales Ratio average (1.8 in 10 homes selling rate)
- Homes are selling on average 5% below list price
- Most Active Price Band** +/- \$3 mil: \$2 mil to \$2.25 mil (50% Sales Ratio) / \$3 mil to \$3.5 mil (39% Sales Ratio)
- Buyers Best Bet** +/- \$3 mil: \$2.75 mil to \$3 mil / \$4.5 mil plus, Marpole, SW Marine, Shaughnessy, S. Granville and Southlands
- Sellers Best Bet** Selling homes in Arbutus, Dunbar 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	0	3	NA*
300,001 – 400,000	6	6	100%
400,001 – 500,000	21	29	138%*
500,001 – 600,000	38	35	92%
600,001 – 700,000	33	28	85%
700,001 – 800,000	31	32	103%*
800,001 – 900,000	18	22	122%*
900,001 – 1,000,000	31	22	71%
1,000,001 – 1,250,000	46	24	52%
1,250,001 – 1,500,000	46	19	41%
1,500,001 – 1,750,000	34	18	53%
1,750,001 – 2,000,000	20	7	35%
2,000,001 – 2,250,000	5	4	80%
2,250,001 – 2,500,000	10	1	10%
2,500,001 – 2,750,000	6	0	NA
2,750,001 – 3,000,000	9	0	NA
3,000,001 – 3,500,000	3	0	NA
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	361	250	69%

0 to 1 Bedroom	103	97	94%
2 Bedrooms	175	111	63%
3 Bedrooms	75	36	48%
4 Bedrooms & Greater	8	6	75%
TOTAL	361	250	69%

SnapStats® Median Data	February	March	Variance
Inventory	377	361	-4%
Solds	180	250	39%
Sale Price	\$789,000	\$775,000	-2%
Sale Price SQFT	\$878	\$873	-1%
Sale to List Price Ratio	102%	100%	-2%
Days on Market	9	11	22%

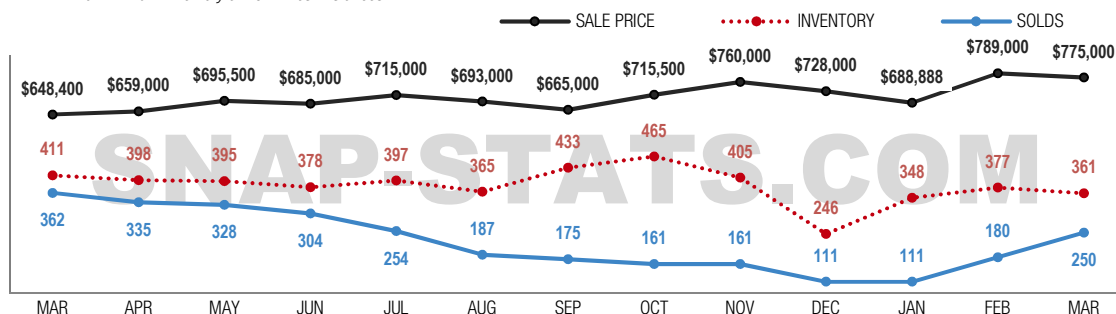
*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to 14% | Balanced 15 to 20% | Sellers 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

Market Summary

- Official Market Type **WESTSIDE ATTACHED**: Sellers market at 69% Sales Ratio average (6.9 in 10 homes selling rate)
- Homes are selling on average at list price
- Most Active Price Band** \$400,000 to \$500,000 with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.25 mil to \$2.5 mil, Kerrisdale, Oakridge, South Cambie and 3 bedroom properties
- Sellers Best Bet** Selling homes in Fairview, Falsecreek, Marpole, Mount Pleasant 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	0	1	NA*
800,001 – 900,000	0	0	NA
900,001 – 1,000,000	5	1	20%
1,000,001 – 1,250,000	29	19	66%
1,250,001 – 1,500,000	93	49	53%
1,500,001 – 1,750,000	93	49	53%
1,750,001 – 2,000,000	113	16	14%
2,000,001 – 2,250,000	54	10	19%
2,250,001 – 2,500,000	69	4	6%
2,500,001 – 2,750,000	59	3	5%
2,750,001 – 3,000,000	53	2	4%
3,000,001 – 3,500,000	48	0	NA
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	4	0	NA
TOTAL	641	154	24%

2 Bedrooms & Less	43	15	35%
3 to 4 Bedrooms	210	56	27%
5 to 6 Bedrooms	293	63	22%
7 Bedrooms & More	95	20	21%
TOTAL	641	154	24%

SnapStats® Median Data	February	March	Variance
Inventory	619	641	4%
Solds	83	154	86%
Sale Price	\$1,499,000	\$1,540,000	3%
Sale Price SQFT	\$667	\$700	5%
Sale to List Price Ratio	100%	102%	2%
Days on Market	21	14	-33%

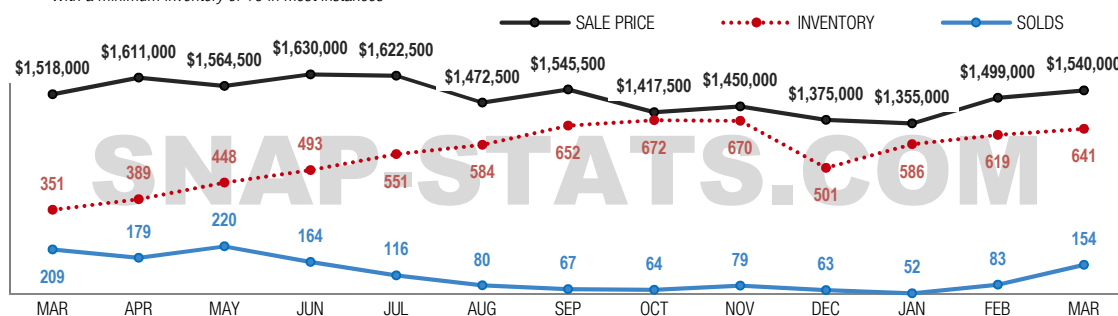
*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to 14% | Balanced 15 to 20% | Sellers 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

Market Summary

- Official Market Type **EASTSIDE DETACHED**: Sellers market at 24% Sales Ratio average (2.4 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 66% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.25 mil to \$3 mil, Fraserview, Grandview, Killarney, Renfrew, S. Vancouver and Victoria
- Sellers Best Bet** Selling homes in Fraser, Hastings East and up to 2 bedroom properties

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Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	6	0	NA
300,001 – 400,000	30	36	120%*
400,001 – 500,000	45	52	116%*
500,001 – 600,000	34	42	124%*
600,001 – 700,000	33	32	97%
700,001 – 800,000	34	16	47%
800,001 – 900,000	22	10	45%
900,001 – 1,000,000	8	1	13%
1,000,001 – 1,250,000	17	11	65%
1,250,001 – 1,500,000	10	6	60%
1,500,001 – 1,750,000	0	2	NA*
1,750,001 – 2,000,000	0	0	NA
2,000,001 – 2,250,000	4	1	25%
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	245	209	85%

0 to 1 Bedroom	88	106	120%*
2 Bedrooms	111	73	66%
3 Bedrooms	44	26	59%
4 Bedrooms & Greater	2	4	200%*
TOTAL	245	209	85%

SnapStats® Median Data	February	March	Variance
Inventory	248	245	-1%
Solds	141	209	48%
Sale Price	\$565,000	\$539,000	-5%
Sale Price SQFT	\$751	\$720	-4%
Sale to List Price Ratio	103%	102%	-1%
Days on Market	8	8	NA

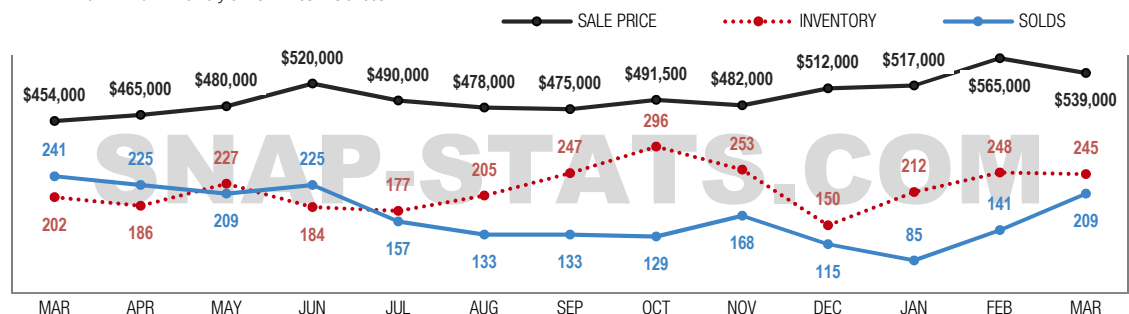
*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to 14% | Balanced 15 to 20% | Sellers 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

Market Summary

- Official Market Type **EASTSIDE ATTACHED**: Sellers market at 85% Sales Ratio average (8.5 in 10 homes selling rate)
- Homes are selling on average 2% above list price
- Most Active Price Band** \$300,000 to \$600,000 with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$900,000 to \$1 mil, Downtown, Renfrew, Victoria and 3 bedroom properties
- Sellers Best Bet** Selling homes in Collingwood, Fraser, Grandview, Knight, Mt Pleasant and up to 1 bedroom properties

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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	2	1	50%
300,001 – 400,000	0	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	1	0	NA
1,000,001 – 1,250,000	4	4	100%
1,250,001 – 1,500,000	20	24	120%*
1,500,001 – 1,750,000	33	22	67%
1,750,001 – 2,000,000	48	16	33%
2,000,001 – 2,250,000	21	8	38%
2,250,001 – 2,500,000	28	7	25%
2,500,001 – 2,750,000	21	3	14%
2,750,001 – 3,000,000	13	5	38%
3,000,001 – 3,500,000	13	4	31%
3,500,001 – 4,000,000	13	2	15%
4,000,001 – 4,500,000	8	2	25%
4,500,001 – 5,000,000	5	0	NA
5,000,001 & Greater	3	0	NA
TOTAL	234	98	42%

2 Bedrooms & Less	9	3	33%
3 to 4 Bedrooms	110	54	49%
5 to 6 Bedrooms	89	36	40%
7 Bedrooms & More	26	5	19%
TOTAL	234	98	42%

SnapStats® Median Data	February	March	Variance
Inventory	220	234	6%
Solds	88	98	11%
Sale Price	\$1,627,500	\$1,725,000	6%
Sale Price SQFT	\$659	\$709	8%
Sale to List Price Ratio	97%	99%	2%
Days on Market	12	11	-8%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio*
Bluebridge	7	5	71%
Boulevard	17	4	24%
Braemar	1	0	NA
Calverhall	4	1	25%
Canyon Heights	31	12	39%
Capilano	3	2	67%
Central Lonsdale	11	6	55%
Deep Cove	5	2	40%
Delbrook	3	3	100%
Dollarton	6	5	83%
Edgemont	19	9	47%
Forest Hills	12	3	25%
Grouse Woods	4	0	NA
Hamilton	5	5	100%
Hamilton Heights	0	1	NA*
Indian Arm	2	0	NA
Indian River	1	2	200%*
Lower Lonsdale	7	2	29%
Lynn Valley	20	13	65%
Lynnmour	4	0	NA
Norgate	3	2	67%
Northlands	2	0	NA
Pemberton Heights	11	5	45%
Pemberton	4	1	25%
Princess Park	4	1	25%
Queensbury	5	0	NA
Roche Point	2	0	NA
Seymour	3	1	33%
Tempe	3	0	NA
Upper Delbrook	10	1	10%
Upper Lonsdale	14	7	50%
Westlynn	8	3	38%
Westlynn Terrace	1	1	100%
Windsor Park	0	1	NA*
Woodlands-Sunshine Cascade	2	0	NA
TOTAL	234	98	42%

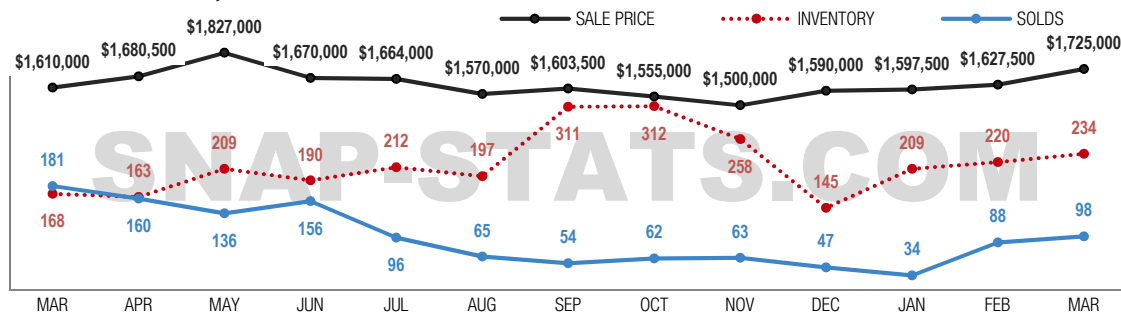
*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to 14% | Balanced 15 to 20% | Sellers 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

Market Summary

- Official Market Type **NORTH VANCOUVER DETACHED**: Sellers market at 42% Sales Ratio average (4.2 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$1.25 mil to \$1.5 mil with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.5 mil to \$2.75 mil, Boulevard, Forest Hills, Upper Delbrook and minimum 7 bedrooms
- Sellers Best Bet** Selling homes in Central Lonsdale, Lynn Valley 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	1	3	300%*
300,001 – 400,000	1	20	2000%*
400,001 – 500,000	19	28	147%*
500,001 – 600,000	17	26	153%*
600,001 – 700,000	16	21	131%*
700,001 – 800,000	16	16	100%
800,001 – 900,000	23	13	57%
900,001 – 1,000,000	7	13	186%*
1,000,001 – 1,250,000	22	12	55%
1,250,001 – 1,500,000	6	1	17%
1,500,001 – 1,750,000	3	1	33%
1,750,001 – 2,000,000	5	0	NA
2,000,001 – 2,250,000	4	1	25%
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	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	142	155	109%*

0 to 1 Bedroom	29	58	200%*
2 Bedrooms	75	70	93%
3 Bedrooms	36	25	69%
4 Bedrooms & Greater	2	2	100%
TOTAL	142	155	109%*

SnapStats® Median Data	February	March	Variance
Inventory	147	142	-3%
Solds	124	155	25%
Sale Price	\$586,500	\$623,000	6%
Sale Price SQFT	\$643	\$712	11%
Sale to List Price Ratio	100%	104%	4%
Days on Market	8	8	NA

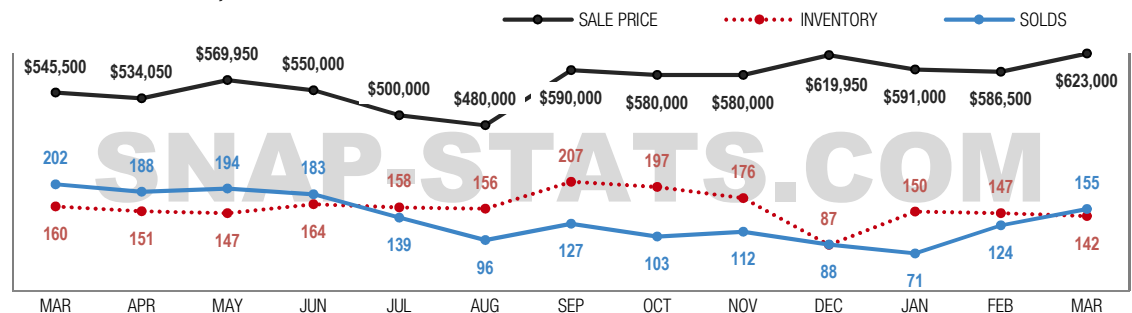
*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to 14% | Balanced 15 to 20% | Sellers 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

Market Summary

- Official Market Type **NORTH VANCOUVER ATTACHED**: Sellers market at >100% Sales Ratio average (10 in 10 homes selling rate)
- Homes are selling on average 4% above list price
- Most Active Price Band** \$300,000 to \$400,000 with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1 mil to \$1.25 mil, Lynn Valley, Lynnmour and 3 bedroom properties
- Sellers Best Bet** Selling homes in Hamilton, Lower Lonsdale, Pemberton, Roche Point 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	1	1	100%
1,250,001 – 1,500,000	1	4	400%*
1,500,001 – 1,750,000	5	4	80%
1,750,001 – 2,000,000	11	2	18%
2,000,001 – 2,250,000	7	5	71%
2,250,001 – 2,500,000	17	3	18%
2,500,001 – 2,750,000	19	4	21%
2,750,001 – 3,000,000	32	2	6%
3,000,001 – 3,500,000	37	7	19%
3,500,001 – 4,000,000	40	4	10%
4,000,001 – 4,500,000	29	6	21%
4,500,001 – 5,000,000	29	4	14%
5,000,001 & Greater	137	11	8%
TOTAL	368	57	15%

2 Bedrooms & Less	17	3	18%
3 to 4 Bedrooms	175	36	21%
5 to 6 Bedrooms	157	15	10%
7 Bedrooms & More	19	3	16%
TOTAL	368	57	15%

SnapStats® Median Data	February	March	Variance
Inventory	352	368	5%
Solds	35	57	63%
Sale Price	\$3,210,000	\$3,300,000	3%
Sale Price SQFT	\$832	\$969	16%
Sale to List Price Ratio	94%	95%	1%
Days on Market	17	41	141%

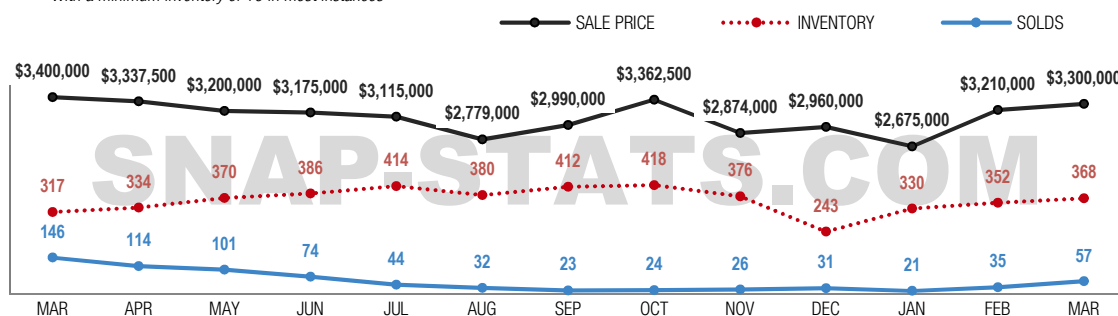
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Market Summary

- Official Market Type **WEST VANCOUVER DETACHED**: Balanced market at 15% Sales Ratio average (14% is a Buyers market)
- Homes are selling on average 5% below list price
- Most Active Price Band** \$2.5 mil to \$2.75 mil and \$4 mil to \$4.5 mil with average 21% Sales Ratio (20% is a Balanced market)
- Buyers Best Bet** Homes \$2.75 mil to \$3 mil, Altamont, Chartwell and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Bayridge, Eagle Harbour, Lions Bay and 3 to 4 bedroom properties

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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	0	NA
400,001 – 500,000	2	2	100%
500,001 – 600,000	2	3	150%*
600,001 – 700,000	3	2	67%
700,001 – 800,000	1	2	200%*
800,001 – 900,000	2	3	150%*
900,001 – 1,000,000	5	5	100%
1,000,001 – 1,250,000	7	4	57%
1,250,001 – 1,500,000	4	1	25%
1,500,001 – 1,750,000	6	4	67%
1,750,001 – 2,000,000	1	2	200%*
2,000,001 – 2,250,000	2	1	50%
2,250,001 – 2,500,000	4	1	25%
2,500,001 – 2,750,000	1	0	NA
2,750,001 – 3,000,000	6	1	17%
3,000,001 – 3,500,000	1	0	NA
3,500,001 – 4,000,000	3	0	NA
4,000,001 – 4,500,000	2	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	2	0	NA
TOTAL	54	31	57%

0 to 1 Bedroom	6	6	100%
2 Bedrooms	32	23	72%
3 Bedrooms	15	2	13%
4 Bedrooms & Greater	1	0	NA
TOTAL	54	31	57%

SnapStats® Median Data	February	March	Variance
Inventory	54	54	NA
Solds	19	31	63%
Sale Price	\$1,150,000	\$990,000	-14%
Sale Price SQFT	\$971	\$893	-8%
Sale to List Price Ratio	96%	99%	3%
Days on Market	17	9	-47%

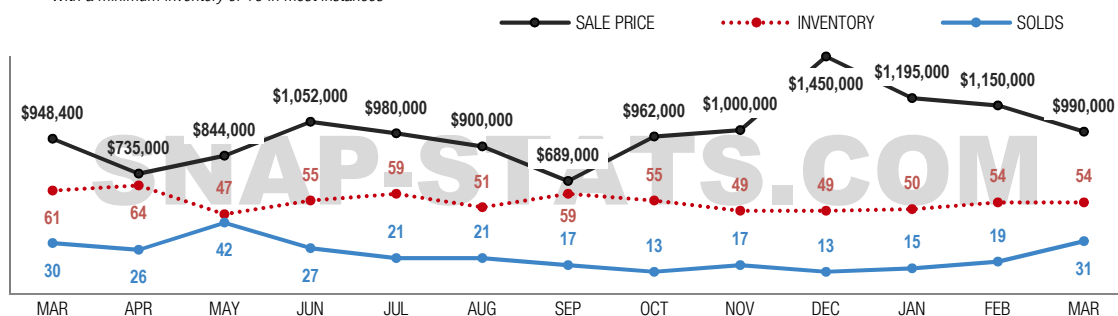
*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to 14% | Balanced 15 to 20% | Sellers 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

Market Summary

- Official Market Type **WEST VANCOUVER ATTACHED**: Sellers market at 57% Sales Ratio average (5.7 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$900,000 to \$1 mil with 5 sales for the month
- Buyers Best Bet** Homes in Horseshoe Bay and 3 bedroom properties
- Sellers Best Bet** Selling homes in Ambleside 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	3	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	1	0	NA
700,001 – 800,000	0	0	NA
800,001 – 900,000	1	1	100%
900,001 – 1,000,000	2	1	50%
1,000,001 – 1,250,000	12	15	125%*
1,250,001 – 1,500,000	79	36	46%
1,500,001 – 1,750,000	94	30	32%
1,750,001 – 2,000,000	94	18	19%
2,000,001 – 2,250,000	33	16	48%
2,250,001 – 2,500,000	69	5	7%
2,500,001 – 2,750,000	48	12	25%
2,750,001 – 3,000,000	55	4	7%
3,000,001 – 3,500,000	44	3	7%
3,500,001 – 4,000,000	28	3	11%
4,000,001 – 4,500,000	9	2	22%
4,500,001 – 5,000,000	12	2	17%
5,000,001 & Greater	7	1	14%
TOTAL	592	149	25%

2 Bedrooms & Less	15	3	20%
3 to 4 Bedrooms	241	72	30%
5 to 6 Bedrooms	308	71	23%
7 Bedrooms & More	28	3	11%
TOTAL	592	149	25%

SnapStats® Median Data	February	March	Variance
Inventory	614	592	-4%
Solds	91	149	64%
Sale Price	\$1,490,000	\$1,682,000	13%
Sale Price SQFT	\$619	\$644	4%
Sale to List Price Ratio	96%	97%	1%
Days on Market	17	33	94%

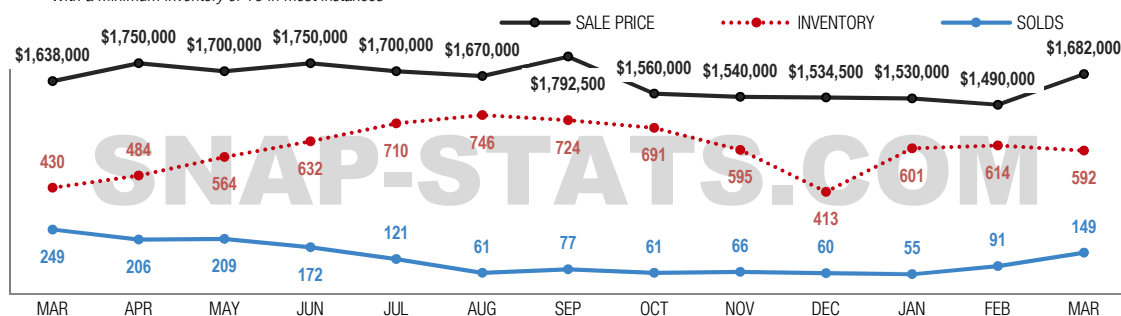
*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to 14% | Balanced 15 to 20% | Sellers 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

Market Summary

- Official Market Type **RICHMOND DETACHED**: Sellers market at 25% Sales Ratio average (1 in 4 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.25 mil to \$2.5 mil and \$2.75 mil to \$3.5 mil, McLennan and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Boyd Park, Steveston South 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	41	26	63%
300,001 – 400,000	38	60	158%*
400,001 – 500,000	43	69	160%*
500,001 – 600,000	49	55	112%*
600,001 – 700,000	61	60	98%
700,001 – 800,000	51	43	84%
800,001 – 900,000	57	35	61%
900,001 – 1,000,000	48	15	31%
1,000,001 – 1,250,000	24	9	38%
1,250,001 – 1,500,000	14	5	36%
1,500,001 – 1,750,000	3	0	NA
1,750,001 – 2,000,000	2	1	50%
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	438	378	86%

0 to 1 Bedroom	66	86	130%*
2 Bedrooms	176	167	95%
3 Bedrooms	156	93	60%
4 Bedrooms & Greater	40	32	80%
TOTAL	438	378	86%

SnapStats® Median Data	February	March	Variance
Inventory	465	438	-6%
Solds	248	378	52%
Sale Price	\$558,250	\$564,454	1%
Sale Price SQFT	\$581	\$594	2%
Sale to List Price Ratio	98%	101%	3%
Days on Market	14	10	-29%

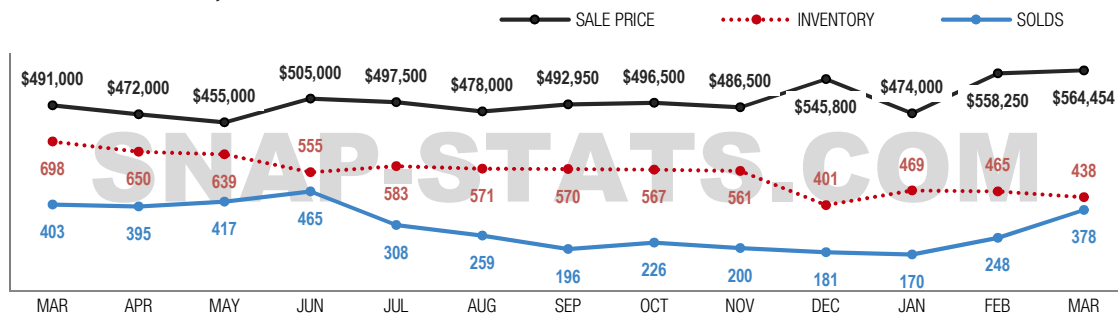
*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to 14% | Balanced 15 to 20% | Sellers 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

Market Summary

- Official Market Type **RICHMOND ATTACHED**: Sellers market at 86% Sales Ratio average (8.6 in 10 homes selling rate)
- Homes are selling on average 1% above list price
- Most Active Price Band** \$300,000 to \$600,000 with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$900,000 to \$1 mil, Garden City, Ironwood, Saunders, Terra Nova and 3 bedroom properties
- Sellers Best Bet** Selling homes in Bridgeport, Brighthouse, Brighthouse South, Riverdale, Steveston South and West Cambie

** 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	1	0	NA
800,001 – 900,000	3	2	67%
900,001 – 1,000,000	5	7	140%*
1,000,001 – 1,250,000	28	16	57%
1,250,001 – 1,500,000	38	8	21%
1,500,001 – 1,750,000	18	3	17%
1,750,001 – 2,000,000	10	1	10%
2,000,001 – 2,250,000	2	1	50%
2,250,001 – 2,500,000	5	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	4	1	25%
3,000,001 – 3,500,000	1	1	100%
3,500,001 – 4,000,000	5	1	20%
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	126	41	33%

2 Bedrooms & Less	6	1	17%
3 to 4 Bedrooms	86	34	40%
5 to 6 Bedrooms	33	6	18%
7 Bedrooms & More	1	0	NA
TOTAL	126	41	33%

SnapStats® Median Data	February	March	Variance
Inventory	134	126	-6%
Solds	16	41	156%
Sale Price	\$1,021,738	\$1,163,000	14%
Sale Price SQFT	\$472	\$509	8%
Sale to List Price Ratio	92%	95%	3%
Days on Market	33	40	21%

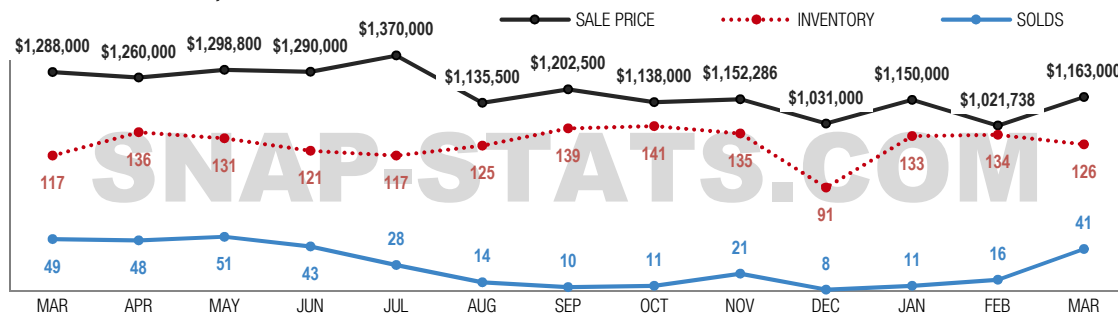
*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to 14% | Balanced 15 to 20% | Sellers 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

Market Summary

- Official Market Type **TSAWWASSEN DETACHED**: Sellers market at 33% Sales Ratio average (1 in 3 homes selling rate)
- Homes are selling on average 5% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 57% Sales Ratio (Sellers market)
- Buyers Best Bet*s* Homes between \$1.75 mil to \$2 mil, Cliff Drive, English Bluff, Tsawwassen East and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Beach Grove, 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	1	NA*
300,001 – 400,000	5	1	20%
400,001 – 500,000	6	3	50%
500,001 – 600,000	9	4	44%
600,001 – 700,000	8	3	38%
700,001 – 800,000	1	1	100%
800,001 – 900,000	1	0	NA
900,001 – 1,000,000	0	2	NA*
1,000,001 – 1,250,000	0	0	NA
1,250,001 – 1,500,000	2	1	50%
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	33	16	48%

0 to 1 Bedroom	6	2	33%
2 Bedrooms	19	12	63%
3 Bedrooms	7	1	14%
4 Bedrooms & Greater	1	1	100%
TOTAL	33	16	48%

SnapStats® Median Data	February	March	Variance
Inventory	43	33	-23%
Solds	11	16	45%
Sale Price	\$447,000	\$587,000	31%
Sale Price SQFT	\$410	\$468	14%
Sale to List Price Ratio	95%	100%	5%
Days on Market	53	22	-58%

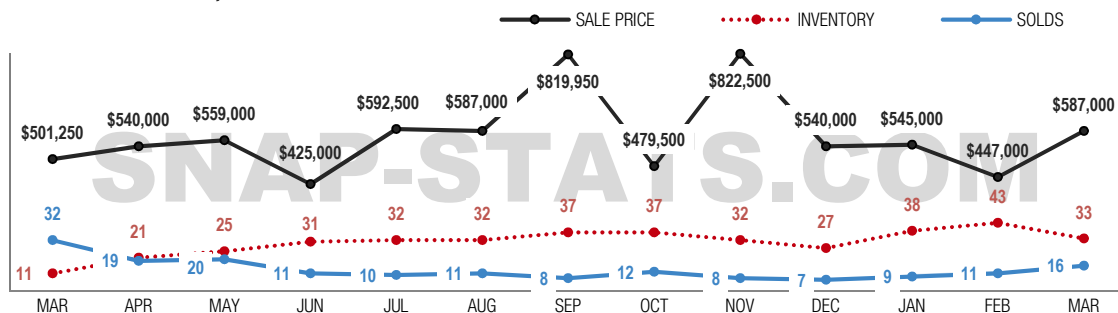
*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to 14% | Balanced 15 to 20% | Sellers 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

Market Summary

- Official Market Type **TSAWWASSEN ATTACHED**: Sellers market at 48% Sales Ratio average (4.8 in 10 homes selling rate)
- Homes are selling on average at list price
- Most Active Price Band** \$500,000 to \$600,000 with average 44% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$600,000 to \$700,000 and 3 bedroom properties
- 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	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	2	1	50%
600,001 – 700,000	1	0	NA
700,001 – 800,000	1	0	NA
800,001 – 900,000	8	3	38%
900,001 – 1,000,000	15	8	53%
1,000,001 – 1,250,000	16	5	31%
1,250,001 – 1,500,000	27	7	26%
1,500,001 – 1,750,000	11	0	NA
1,750,001 – 2,000,000	6	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	1	NA*
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	4	0	NA
TOTAL	96	25	26%

2 Bedrooms & Less	14	1	7%
3 to 4 Bedrooms	56	20	36%
5 to 6 Bedrooms	26	3	12%
7 Bedrooms & More	0	1	NA*
TOTAL	96	25	26%

SnapStats® Median Data	February	March	Variance
Inventory	86	96	12%
Solds	19	25	32%
Sale Price	\$912,000	\$1,012,500	11%
Sale Price SQFT	\$390	\$437	12% ^s
Sale to List Price Ratio	96%	96%	NA
Days on Market	21	21	NA

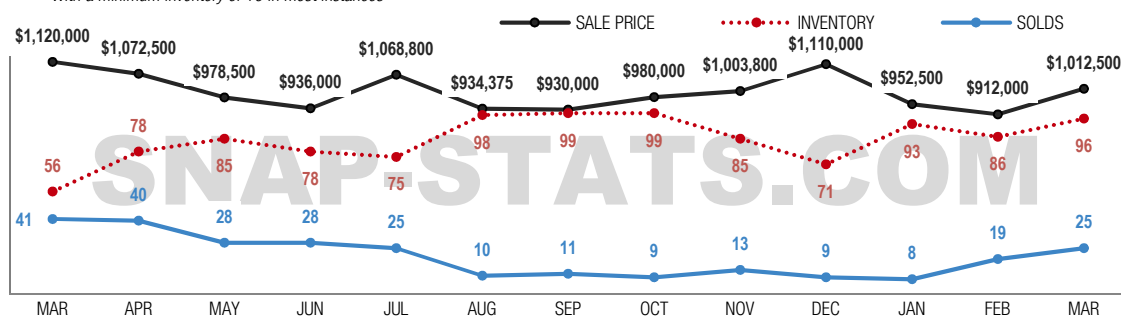
*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to 14% | Balanced 15 to 20% | Sellers 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

Market Summary

- Official Market Type **LADNER DETACHED**: Sellers market at 26% Sales Ratio average (2.6 in 10 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band** \$900,000 to \$1 mil with average 53% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Hawthorne and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Holly, Neilsen Grove 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	0	1	NA*
400,001 – 500,000	5	6	120%*
500,001 – 600,000	6	0	NA
600,001 – 700,000	5	4	80%
700,001 – 800,000	17	3	18%
800,001 – 900,000	3	1	33%
900,001 – 1,000,000	3	1	33%
1,000,001 – 1,250,000	1	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	16	40%

0 to 1 Bedroom	1	1	100%
2 Bedrooms	10	5	50%
3 Bedrooms	23	8	35%
4 Bedrooms & Greater	6	2	33%
TOTAL	40	16	40%

SnapStats® Median Data	February	March	Variance
Inventory	40	40	NA
Solds	26	16	-38%
Sale Price	\$629,900	\$653,500	4%
Sale Price SQFT	\$453	\$468	3%
Sale to List Price Ratio	100%	104%	4%
Days on Market	6	8	33%

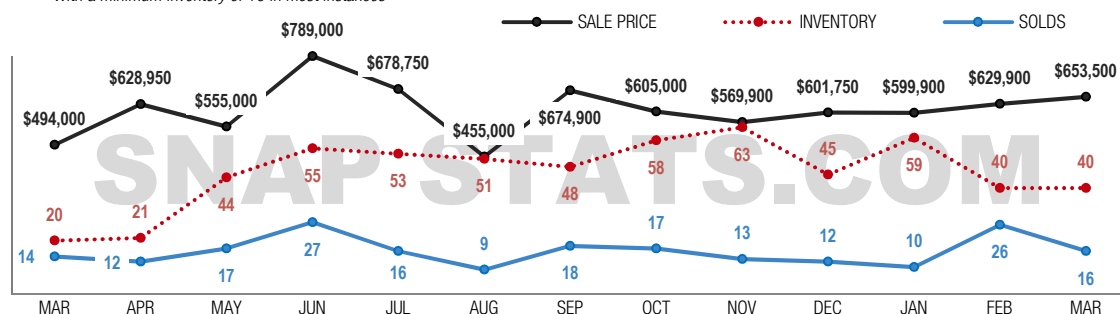
*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to 14% | Balanced 15 to 20% | Sellers 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

Market Summary

- Official Market Type **LADNER ATTACHED**: Sellers market at 40% Sales Ratio average (4 in 10 homes selling rate)
- Homes are selling on average 4% above list price
- Most Active Price Band** \$400,000 to \$500,000 with 6 sales for the month
- Buyers Best Bet** Homes in 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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