

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

Compliments of:
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September 2018

Produced & Published by SnapStats® Publishing Co.
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METRO

Downtown
Westside
Eastside
North Vancouver
West Vancouver
Richmond
Tsawwassen
Ladner

VANCOUVER

EDITION



Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	1	NA*
300,001 – 400,000	2	3	150%*
400,001 – 500,000	13	5	38%
500,001 – 600,000	36	13	36%
600,001 – 700,000	83	24	29%
700,001 – 800,000	85	14	16%
800,001 – 900,000	71	12	17%
900,001 – 1,000,000	60	9	15%
1,000,001 – 1,250,000	77	17	22%
1,250,001 – 1,500,000	78	11	14%
1,500,001 – 1,750,000	42	5	12%
1,750,001 – 2,000,000	49	3	6%
2,000,001 – 2,250,000	19	3	16%
2,250,001 – 2,500,000	18	0	NA
2,500,001 – 2,750,000	10	1	10%
2,750,001 – 3,000,000	14	3	21%
3,000,001 – 3,500,000	26	0	NA
3,500,001 – 4,000,000	14	0	NA
4,000,001 – 4,500,000	7	0	NA
4,500,001 – 5,000,000	8	0	NA
5,000,001 & Greater	42	2	5%
TOTAL*	754	126	17%

0 to 1 Bedroom	291	59	20%
2 Bedrooms	366	59	16%
3 Bedrooms	90	8	9%
4 Bedrooms & Greater	7	0	NA
TOTAL*	754	126	17%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Coal Harbour	101	12	12%
Downtown	312	53	17%
Westend	143	25	17%
Yaletown	198	36	18%
TOTAL*	754	126	17%

SnapStats®	August	September	Variance
Inventory	627	754	20%
Solds	152	126	-17%
Sale Price	\$794,000	\$843,500	6%
Sale Price SQFT	\$1,094	\$1,043	-5%
Sale to List Price Ratio	99%	97%	-2%
Days on Market	17	19	12%

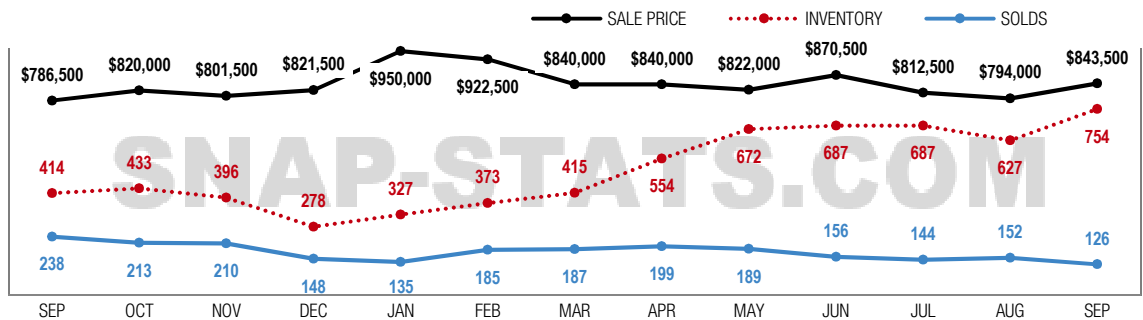
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **VANCOUVER DOWNTOWN ATTACHED**: Balanced Market at 17% Sales Ratio average (1.7 in 10 homes selling ratio)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$400,000 to \$500,000 with average 38% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes minimum \$5 mil, Coal Harbour and 3 bedroom properties
- Sellers Best Bet** Selling homes in Yaletown and up to 1 bedroom properties

**With 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	2	0	NA
500,001 – 600,000	0	1	NA*
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	0	0	NA
1,000,001 – 1,250,000	1	0	NA
1,250,001 – 1,500,000	0	0	NA
1,500,001 – 1,750,000	1	1	100%
1,750,001 – 2,000,000	12	1	8%
2,000,001 – 2,250,000	14	2	14%
2,250,001 – 2,500,000	34	2	6%
2,500,001 – 2,750,000	37	9	24%
2,750,001 – 3,000,000	52	8	15%
3,000,001 – 3,500,000	74	6	8%
3,500,001 – 4,000,000	114	1	1%
4,000,001 – 4,500,000	76	2	3%
4,500,001 – 5,000,000	62	1	2%
5,000,001 & Greater	274	5	2%
TOTAL*	754	39	5%

2 Bedrooms & Less	25	0	NA
3 to 4 Bedrooms	261	22	8%
5 to 6 Bedrooms	389	15	4%
7 Bedrooms & More	79	2	3%
TOTAL*	754	39	5%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	32	2	6%
Cambie	48	0	NA
Dunbar	108	5	5%
Fairview	0	0	NA
Falsecreek	2	0	NA
Kerrisdale	58	7	12%
Kitsilano	43	2	5%
Mackenzie Heights	27	1	4%
Marpole	57	3	5%
Mount Pleasant	3	0	NA
Oakridge	15	2	13%
Point Grey	65	4	6%
Quilchena	27	2	7%
SW Marine	29	3	10%
Shaughnessy	78	0	NA
South Cambie	20	0	NA
South Granville	92	3	3%
Southlands	29	3	10%
University	21	2	10%
TOTAL*	754	39	5%

SnapStats®	August	September	Variance
Inventory	710	754	6%
Solds	59	39	-34%
Sale Price	\$2,900,000	\$2,900,000	0%
Sale Price SQFT	\$1,029	\$1,035	1%
Sale to List Price Ratio	91%	94%	3%
Days on Market	56	49	-13%

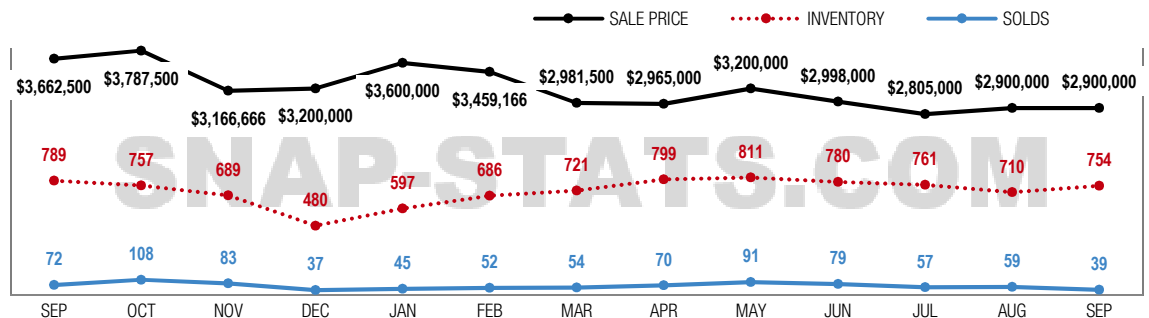
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE DETACHED**: Buyers Market at 5% Sales Ratio average (5 in 100 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 24% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$3.5 mil to \$4 mil, South Granville and minimum 5 bedroom properties
- Sellers Best Bet** Selling homes in Kerrisdale, Oakridge and 3 to 4 bedroom properties

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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	3	2	67%
400,001 – 500,000	10	3	30%
500,001 – 600,000	57	17	30%
600,001 – 700,000	82	18	22%
700,001 – 800,000	62	9	15%
800,001 – 900,000	78	10	13%
900,001 – 1,000,000	70	9	13%
1,000,001 – 1,250,000	107	21	20%
1,250,001 – 1,500,000	112	10	9%
1,500,001 – 1,750,000	50	6	12%
1,750,001 – 2,000,000	56	1	2%
2,000,001 – 2,250,000	16	2	13%
2,250,001 – 2,500,000	19	0	NA
2,500,001 – 2,750,000	13	2	15%
2,750,001 – 3,000,000	15	1	7%
3,000,001 – 3,500,000	5	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	2	0	NA
5,000,001 & Greater	2	0	NA
TOTAL*	767	111	14%

0 to 1 Bedroom	200	44	22%
2 Bedrooms	395	53	13%
3 Bedrooms	152	12	8%
4 Bedrooms & Greater	20	2	10%
TOTAL*	767	111	14%

SnapStats®	August	September	Variance
Inventory	643	767	19%
Solds	157	111	-29%
Sale Price	\$881,000	\$860,000	-2%
Sale Price SQFT	\$942	\$933	-1%
Sale to List Price Ratio	98%	96%	-2%
Days on Market	23	18	-22%

*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Community CONDOS & TOWNHOMES

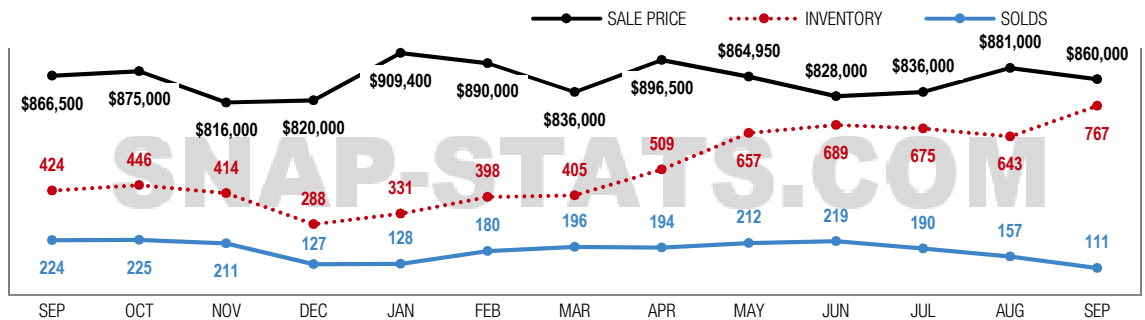
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	0	0	NA
Cambie	59	5	8%
Dunbar	6	2	33%
Fairview	130	19	15%
Falsecreek	82	14	17%
Kerrisdale	36	3	8%
Kitsilano	120	28	23%
Mackenzie Heights	2	0	NA
Marpole	80	11	14%
Mount Pleasant	15	4	27%
Oakridge	20	2	10%
Point Grey	10	1	10%
Quilchena	21	3	14%
SW Marine	15	0	NA
Shaughnessy	15	1	7%
South Cambie	16	2	13%
South Granville	17	1	6%
Southlands	2	0	NA
University	121	15	12%
TOTAL*	767	111	14%

Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE ATTACHED**: Balanced Market at 14% Sales Ratio average (1.4 in 10 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band** \$400,000 to \$600,000 with average 30% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 mil, Cambie, Kerrisdale, Shaughnessy, South Granville and 3 bedroom properties
- Sellers Best Bet** Selling homes in Kitsilano, 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	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	1	0	NA
900,001 – 1,000,000	6	1	17%
1,000,001 – 1,250,000	29	9	31%
1,250,001 – 1,500,000	141	22	16%
1,500,001 – 1,750,000	152	20	13%
1,750,001 – 2,000,000	128	6	5%
2,000,001 – 2,250,000	64	5	8%
2,250,001 – 2,500,000	85	6	7%
2,500,001 – 2,750,000	48	2	4%
2,750,001 – 3,000,000	76	1	1%
3,000,001 – 3,500,000	31	0	NA
3,500,001 – 4,000,000	10	0	NA
4,000,001 – 4,500,000	2	0	NA
4,500,001 – 5,000,000	3	0	NA
5,000,001 & Greater	8	0	NA
TOTAL*	785	72	9%

2 Bedrooms & Less	58	3	5%
3 to 4 Bedrooms	259	31	12%
5 to 6 Bedrooms	352	32	9%
7 Bedrooms & More	116	6	5%
TOTAL*	785	72	9%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	1	0	NA
Collingwood	113	3	3%
Downtown	0	0	NA
Fraser	54	10	19%
Fraserview	34	1	3%
Grandview	66	7	11%
Hastings	19	2	11%
Hastings East	25	2	8%
Killarney	57	13	23%
Knight	59	6	10%
Main	31	3	10%
Mount Pleasant	14	0	NA
Renfrew Heights	45	8	18%
Renfrew	114	10	9%
South Vancouver	94	5	5%
Victoria	59	2	3%
TOTAL*	785	72	9%

SnapStats®	August	September	Variance
Inventory	765	785	3%
Solds	57	72	26%
Sale Price	\$1,550,000	\$1,550,000	0%
Sale Price SQFT	\$716	\$647	-10%
Sale to List Price Ratio	97%	97%	0%
Days on Market	24	25	4%

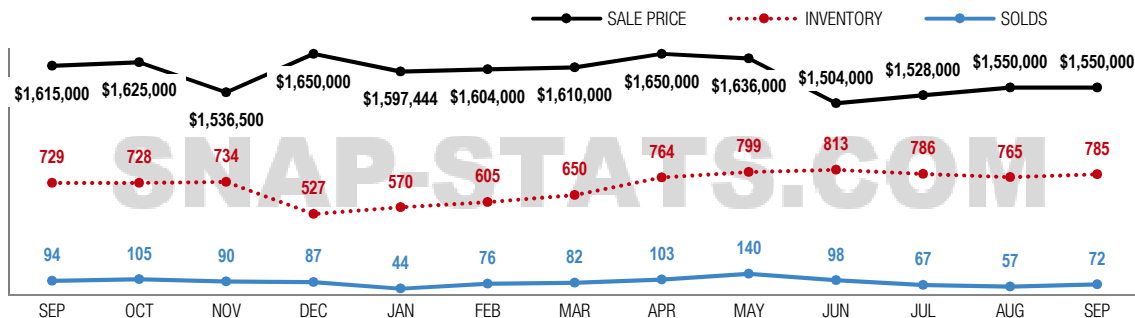
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE DETACHED**: Buyers Market at 9% Sales Ratio average (9 in 100 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 31% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.75 mil to \$3 mil, Collingwood, Fraserview, South Vancouver and Victoria
- Sellers Best Bet** Selling homes in Killarney and 3 to 4 bedroom properties

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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	6	5	83%
400,001 – 500,000	75	14	19%
500,001 – 600,000	122	35	29%
600,001 – 700,000	87	21	24%
700,001 – 800,000	72	17	24%
800,001 – 900,000	47	7	15%
900,001 – 1,000,000	37	8	22%
1,000,001 – 1,250,000	42	7	17%
1,250,001 – 1,500,000	23	1	4%
1,500,001 – 1,750,000	12	1	8%
1,750,001 – 2,000,000	5	0	NA
2,000,001 – 2,250,000	1	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*	534	116	22%

0 to 1 Bedroom	199	59	30%
2 Bedrooms	232	36	16%
3 Bedrooms	93	19	20%
4 Bedrooms & Greater	10	2	20%
TOTAL*	534	116	22%

SnapStats®	August	September	Variance
Inventory	412	534	30%
Solds	131	116	-11%
Sale Price	\$635,000	\$630,000	-1%
Sale Price SQFT	\$869	\$845	-3%
Sale to List Price Ratio	98%	98%	0%
Days on Market	19	12	-37%

*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Community CONDOS & TOWNHOMES

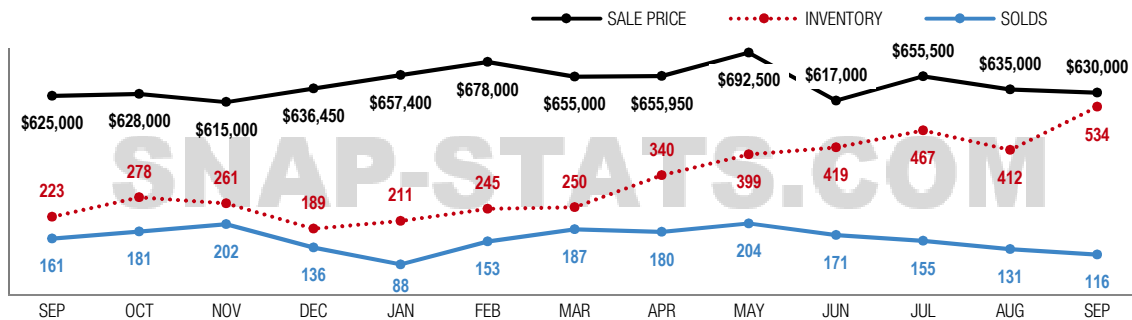
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	65	16	25%
Collingwood	118	21	18%
Downtown	37	3	8%
Fraser	13	7	54%
Fraserview	28	2	7%
Grandview	19	8	42%
Hastings	39	10	26%
Hastings East	10	4	40%
Killarney	16	3	19%
Knight	11	2	18%
Main	18	7	39%
Mount Pleasant	121	31	26%
Renfrew Heights	2	0	NA
Renfrew	12	1	8%
South Vancouver	9	0	NA
Victoria	16	1	6%
TOTAL*	534	116	22%

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE ATTACHED**: Sellers Market at 22% Sales Ratio average (2.2 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$500,000 to \$600,000 with average 29% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Downtown, Fraserview, Renfrew, Victoria and 2 bedroom properties
- Sellers Best Bet** Selling homes in Fraser, Grandview, Hastings East, Main and up to 1 bedroom properties

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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	3	0	NA
1,000,001 – 1,250,000	14	3	21%
1,250,001 – 1,500,000	61	10	16%
1,500,001 – 1,750,000	66	9	14%
1,750,001 – 2,000,000	66	9	14%
2,000,001 – 2,250,000	37	5	14%
2,250,001 – 2,500,000	63	1	2%
2,500,001 – 2,750,000	28	0	NA
2,750,001 – 3,000,000	35	1	3%
3,000,001 – 3,500,000	31	1	3%
3,500,001 – 4,000,000	23	2	9%
4,000,001 – 4,500,000	9	0	NA
4,500,001 – 5,000,000	5	0	NA
5,000,001 & Greater	3	0	NA
TOTAL*	445	41	9%

2 Bedrooms & Less	19	0	NA
3 to 4 Bedrooms	202	18	9%
5 to 6 Bedrooms	185	22	12%
7 Bedrooms & More	39	1	3%
TOTAL*	445	41	9%

SnapStats®	August	September	Variance
Inventory	354	445	26%
Solds	32	41	28%
Sale Price	\$1,512,500	\$1,690,000	12%
Sale Price SQFT	\$575	\$598	4%
Sale to List Price Ratio	92%	97%	5%
Days on Market	48	25	-48%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	15	1	7%
Boulevard	17	2	12%
Braemar	4	0	NA
Calverhall	9	1	11%
Canyon Heights	49	5	10%
Capilano	8	0	NA
Central Lonsdale	20	3	15%
Deep Cove	13	2	15%
Delbrook	5	1	20%
Dollarton	16	0	NA
Edgemont	30	4	13%
Forest Hills	16	0	NA
Grouse Woods	6	0	NA
Hamilton	11	0	NA
Hamilton Heights	1	0	NA
Indian Arm	5	0	NA
Indian River	4	2	50%
Lower Lonsdale	11	1	9%
Lynn Valley	45	7	16%
Lynnmour	2	0	NA
Norgate	12	0	NA
Northlands	1	0	NA
Pemberton Heights	13	2	15%
Pemberton	12	1	8%
Princess Park	6	0	NA
Queensbury	7	1	14%
Roche Point	2	1	50%
Seymour	7	1	14%
Tempe	3	0	NA
Upper Delbrook	25	2	8%
Upper Lonsdale	47	2	4%
Westlynn	14	0	NA
Westlynn Terrace	3	0	NA
Windsor Park	2	1	50%
Woodlands-Sunshine Cascade	4	1	25%
TOTAL*	445	41	9%

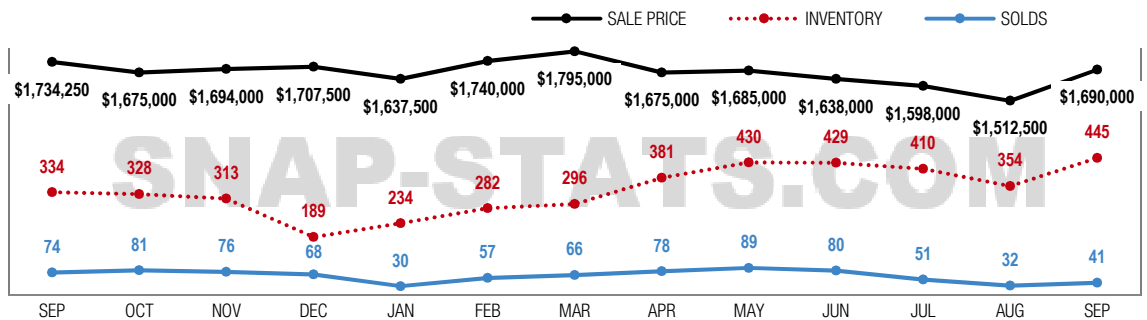
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER DETACHED**: Buyers Market at 9% Sales Ratio average (9 in 100 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 21% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.25 mil to \$2.5 mil, Upper Lonsdale and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Lynn Valley and 5 to 6 bedroom properties

**With minimum inventory of 10 in most instances

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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	1	0	NA
300,001 – 400,000	7	6	86%
400,001 – 500,000	32	9	28%
500,001 – 600,000	57	20	35%
600,001 – 700,000	54	11	20%
700,001 – 800,000	46	7	15%
800,001 – 900,000	48	5	10%
900,001 – 1,000,000	50	4	8%
1,000,001 – 1,250,000	66	10	15%
1,250,001 – 1,500,000	28	4	14%
1,500,001 – 1,750,000	6	0	NA
1,750,001 – 2,000,000	5	1	20%
2,000,001 – 2,250,000	2	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	2	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*	407	77	19%

Bedrooms	Inventory	Sales	Sales Ratio
0 to 1 Bedroom	108	30	28%
2 Bedrooms	203	30	15%
3 Bedrooms	80	13	16%
4 Bedrooms & Greater	16	4	25%
TOTAL*	407	77	19%

SnapStats®	August	September	Variance
Inventory	301	407	35%
Solds	97	77	-21%
Sale Price	\$705,000	\$640,000	-9%
Sale Price SQFT	\$748	\$675	-10%
Sale to List Price Ratio	98%	99%	1%
Days on Market	16	11	-31%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	1	0	NA
Boulevard	0	0	NA
Braemar	0	0	NA
Calverhall	0	0	NA
Canyon Heights	0	0	NA
Capilano	2	0	NA
Central Lonsdale	90	10	11%
Deep Cove	4	1	25%
Delbrook	1	1	100%
Dollarton	4	1	25%
Edgemont	5	1	20%
Forest Hills	0	0	NA
Grouse Woods	1	0	NA
Hamilton	27	2	7%
Hamilton Heights	0	0	NA
Indian Arm	0	0	NA
Indian River	5	0	NA
Lower Lonsdale	86	20	23%
Lynn Valley	15	9	60%
Lynnmour	69	9	13%
Norgate	13	1	8%
Northlands	9	4	44%
Pemberton Heights	1	0	NA
Pemberton	25	4	16%
Princess Park	0	0	NA
Queensbury	1	0	NA
Roche Point	34	7	21%
Seymour	5	1	20%
Tempe	0	0	NA
Upper Delbrook	1	0	NA
Upper Lonsdale	5	6	120%*
Westlynn	3	0	NA
Westlynn Terrace	0	0	NA
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	0	0	NA
TOTAL*	407	77	19%

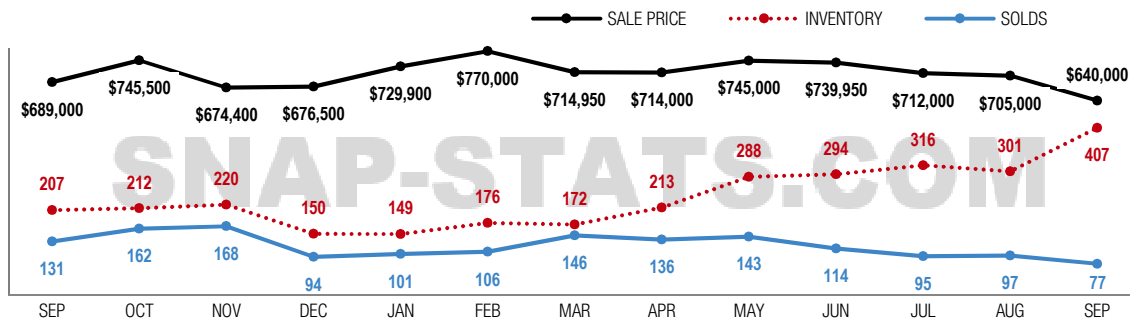
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER ATTACHED**: Balanced Market at 19% Sales Ratio average (1.9 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$500,000 to \$600,000 with average 35% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$900,000 to \$1 mil, Hamilton, Norgate and 2 to 3 bedroom properties
- Sellers Best Bet** Selling homes in Lynn Valley, Northlands and up to 1 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



Compliments of...

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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	0	1	NA*
900,001 – 1,000,000	0	0	NA
1,000,001 – 1,250,000	2	0	NA
1,250,001 – 1,500,000	3	1	33%
1,500,001 – 1,750,000	12	1	8%
1,750,001 – 2,000,000	22	2	9%
2,000,001 – 2,250,000	16	2	13%
2,250,001 – 2,500,000	41	2	5%
2,500,001 – 2,750,000	36	3	8%
2,750,001 – 3,000,000	55	1	2%
3,000,001 – 3,500,000	48	3	6%
3,500,001 – 4,000,000	54	1	2%
4,000,001 – 4,500,000	38	0	NA
4,500,001 – 5,000,000	29	0	NA
5,000,001 & Greater	177	7	4%
TOTAL*	534	24	4%

2 Bedrooms & Less	12	1	8%
3 to 4 Bedrooms	243	14	6%
5 to 6 Bedrooms	248	8	3%
7 Bedrooms & More	31	1	3%
TOTAL*	534	24	4%

SnapStats®	August	September	Variance
Inventory	527	534	1%
Solds	27	24	-11%
Sale Price	\$2,500,000	\$2,875,000	15%
Sale Price SQFT	\$708	\$829	17%
Sale to List Price Ratio	96%	96%	0%
Days on Market	58	85	47%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	18	3	17%
Ambleside	59	3	5%
Bayridge	13	1	8%
British Properties	94	3	3%
Canterbury	10	0	NA
Caulfield	24	3	13%
Cedardale	7	0	NA
Chartwell	34	0	NA
Chelsea Park	3	0	NA
Cypress	7	1	14%
Cypress Park Estates	16	2	13%
Deer Ridge	1	0	NA
Dundarave	38	0	NA
Eagle Harbour	19	1	5%
Eagleridge	5	0	NA
Furry Creek	5	0	NA
Gleneagles	8	0	NA
Glenmore	26	1	4%
Horseshoe Bay	4	0	NA
Howe Sound	7	0	NA
Lions Bay	19	2	11%
Old Caulfield	3	0	NA
Panorama Village	1	0	NA
Park Royal	2	0	NA
Porteau Cove	0	0	NA
Queens	16	2	13%
Rockridge	6	0	NA
Sandy Cove	4	0	NA
Sentinel Hill	22	0	NA
Upper Caulfield	11	0	NA
West Bay	11	0	NA
Westhill	7	0	NA
Westmount	17	1	6%
Whitby Estates	8	1	13%
Whytecliff	9	0	NA
TOTAL*	534	24	4%

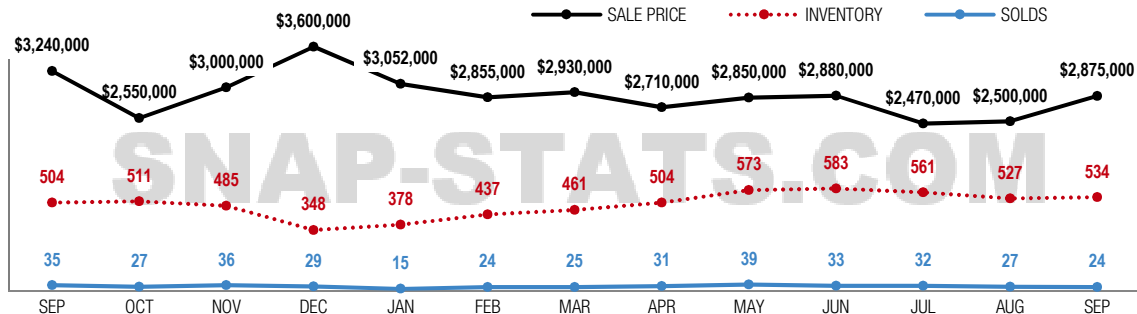
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER DETACHED**: Buyers Market at 4% Sales Ratio average (4 in 100 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band** \$2 mil to \$2.25 mil with average 13% Sales Ratio (Balanced market)
- Buyers Best Bet** Homes between \$2.75 to \$3 mil and \$3.5 to \$4 mil, British Properties and minimum 5 bedroom properties
- Sellers Best Bet** Selling homes in Altamont and up to 2 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	1	1	100%
400,001 – 500,000	1	1	100%
500,001 – 600,000	5	0	NA
600,001 – 700,000	6	1	17%
700,001 – 800,000	4	2	50%
800,001 – 900,000	7	0	NA
900,001 – 1,000,000	6	0	NA
1,000,001 – 1,250,000	14	2	14%
1,250,001 – 1,500,000	15	0	NA
1,500,001 – 1,750,000	21	0	NA
1,750,001 – 2,000,000	12	0	NA
2,000,001 – 2,250,000	9	1	11%
2,250,001 – 2,500,000	9	1	11%
2,500,001 – 2,750,000	9	0	NA
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	0	NA
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	5	0	NA
5,000,001 & Greater	5	0	NA
TOTAL*	141	9	6%

Bedroom	Inventory	Sales	Sales Ratio
0 to 1 Bedroom	27	4	15%
2 Bedrooms	83	4	5%
3 Bedrooms	27	1	4%
4 Bedrooms & Greater	4	0	NA
TOTAL*	141	9	6%

SnapStats®	August	September	Variance
Inventory	117	141	21%
Solds	16	9	-44%
Sale Price	\$1,040,000	\$725,000	-30%
Sale Price SQFT	\$924	\$697	-25%
Sale to List Price Ratio	97%	97%	0%
Days on Market	17	39	129%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	0	0	NA
Ambleside	33	3	9%
Bayridge	0	0	NA
British Properties	2	0	NA
Canterbury	0	0	NA
Caulfield	0	0	NA
Cedardale	7	1	14%
Chartwell	0	0	NA
Chelsea Park	0	0	NA
Cypress	0	0	NA
Cypress Park Estates	3	0	NA
Deer Ridge	6	1	17%
Dundarave	25	1	4%
Eagle Harbour	0	0	NA
Eagleridge	0	0	NA
Furry Creek	3	0	NA
Gleneagles	0	0	NA
Glenmore	1	0	NA
Horseshoe Bay	8	0	NA
Howe Sound	3	0	NA
Lions Bay	1	0	NA
Old Caulfield	1	1	100%
Panorama Village	19	0	NA
Park Royal	20	2	10%
Porteau Cove	0	0	NA
Queens	0	0	NA
Rockridge	0	0	NA
Sandy Cove	0	0	NA
Sentinel Hill	0	0	NA
Upper Caulfield	2	0	NA
West Bay	0	0	NA
Westhill	0	0	NA
Westmount	0	0	NA
Whitby Estates	7	0	NA
Whytecliff	0	0	NA
TOTAL*	141	9	6%

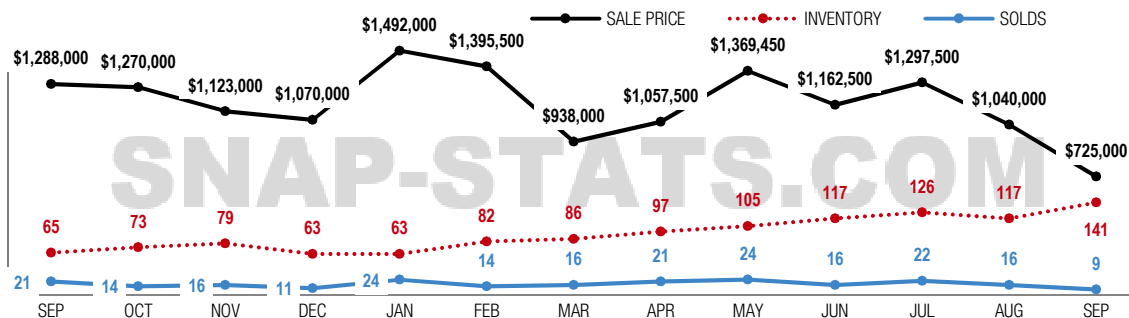
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER ATTACHED**: Buyers Market at 6% Sales Ratio average (6 in 100 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 14% Sales Ratio (Balanced market)
- Buyers Best Bet** Homes between \$2 mil to \$2.5 mil, Dundarave and minimum 2 bedroom properties
- Sellers Best Bet** Selling homes in Ambleside, Park Royal and up to 1 bedroom properties

**With 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	1	33%
300,001 – 400,000	2	0	NA
400,001 – 500,000	1	0	NA
500,001 – 600,000	1	0	NA
600,001 – 700,000	1	0	NA
700,001 – 800,000	0	2	NA*
800,001 – 900,000	1	1	100%
900,001 – 1,000,000	3	1	33%
1,000,001 – 1,250,000	22	8	36%
1,250,001 – 1,500,000	108	18	17%
1,500,001 – 1,750,000	131	8	6%
1,750,001 – 2,000,000	132	6	5%
2,000,001 – 2,250,000	47	4	9%
2,250,001 – 2,500,000	85	9	11%
2,500,001 – 2,750,000	60	3	5%
2,750,001 – 3,000,000	67	0	NA
3,000,001 – 3,500,000	53	0	NA
3,500,001 – 4,000,000	51	0	NA
4,000,001 – 4,500,000	20	0	NA
4,500,001 – 5,000,000	17	1	6%
5,000,001 & Greater	15	1	7%
TOTAL*	820	63	8%

Bedrooms	Inventory	Sales	Sales Ratio
2 Bedrooms & Less	43	2	5%
3 to 4 Bedrooms	318	34	11%
5 to 6 Bedrooms	430	25	6%
7 Bedrooms & More	29	2	7%
TOTAL*	820	63	8%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	34	0	NA
Bridgeport	21	3	14%
Brighthouse	25	0	NA
Brighthouse South	0	0	NA
Broadmoor	56	4	7%
East Cambie	21	1	5%
East Richmond	2	2	100%
Garden City	32	4	13%
Gilmore	2	0	NA
Granville	71	5	7%
Hamilton	14	3	21%
Ironwood	35	1	3%
Lackner	41	4	10%
McLennan	12	0	NA
McLennan North	10	2	20%
McNair	29	0	NA
Quilchena	34	3	9%
Riverdale	40	3	8%
Saunders	42	2	5%
Sea Island	4	2	50%
Seafair	62	6	10%
South Arm	25	3	12%
Steveston North	50	8	16%
Steveston South	22	0	NA
Steveston Village	10	2	20%
Terra Nova	25	0	NA
West Cambie	25	2	8%
Westwind	15	0	NA
Woodwards	61	3	5%
TOTAL*	820	63	8%

SnapStats®	August	September	Variance
Inventory	793	820	3%
Solds	52	63	21%
Sale Price	\$1,570,500	\$1,539,989	-2%
Sale Price SQFT	\$611	\$611	0%
Sale to List Price Ratio	91%	91%	0%
Days on Market	47	49	4%

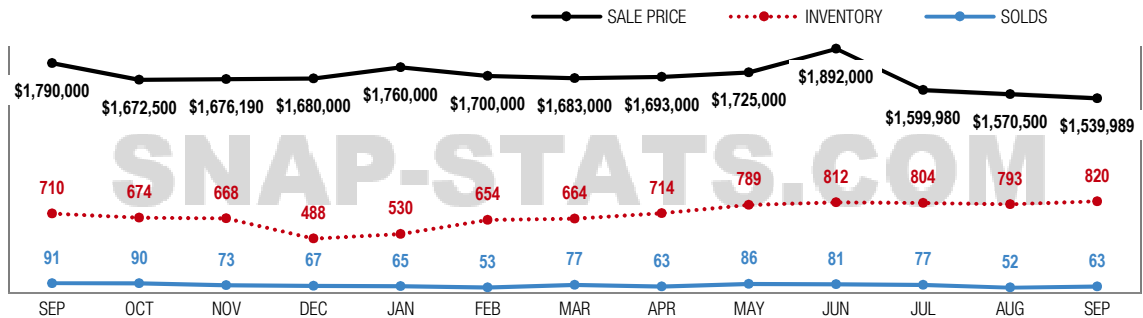
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator RICHMOND DETACHED: Buyers Market at 8% Sales Ratio average (8 in 100 homes selling rate)
- Homes are selling on average 9% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 36% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 mil and \$2.5 mil to \$2.75 mil, Ironwood and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Hamilton, McLennan North, Steveston Village and 3 to 4 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	5	1	20%
300,001 – 400,000	22	14	64%
400,001 – 500,000	78	21	27%
500,001 – 600,000	141	27	19%
600,001 – 700,000	151	21	14%
700,001 – 800,000	155	19	12%
800,001 – 900,000	113	8	7%
900,001 – 1,000,000	96	9	9%
1,000,001 – 1,250,000	94	10	11%
1,250,001 – 1,500,000	44	1	2%
1,500,001 – 1,750,000	15	0	NA
1,750,001 – 2,000,000	3	1	33%
2,000,001 – 2,250,000	1	0	NA
2,250,001 – 2,500,000	0	0	NA
2,500,001 – 2,750,000	2	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	1	0	NA
4,000,001 – 4,500,000	2	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	924	132	14%

Bedroom	Inventory	Sales	Sales Ratio
0 to 1 Bedroom	158	34	22%
2 Bedrooms	405	61	15%
3 Bedrooms	258	29	11%
4 Bedrooms & Greater	103	8	8%
TOTAL*	924	132	14%

SnapStats®	August	September	Variance
Inventory	837	924	10%
Solds	210	132	-37%
Sale Price	\$645,000	\$617,000	-4%
Sale Price SQFT	\$1,011	\$663	-34%
Sale to List Price Ratio	98%	99%	1%
Days on Market	19	29	53%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	10	2	20%
Bridgeport	30	1	3%
Brighthouse	280	43	15%
Brighthouse South	116	16	14%
Broadmoor	6	1	17%
East Cambie	13	1	8%
East Richmond	3	0	NA
Garden City	7	1	14%
Gilmore	0	0	NA
Granville	19	2	11%
Hamilton	13	1	8%
Ironwood	29	2	7%
Lackner	4	1	25%
McLennan	0	0	NA
McLennan North	90	18	20%
McNair	1	1	100%
Quilchena	4	3	75%
Riverdale	20	3	15%
Saunders	12	2	17%
Sea Island	0	0	NA
Seafair	3	0	NA
South Arm	7	0	NA
Steveston North	9	0	NA
Steveston South	39	10	26%
Steveston Village	15	2	13%
Terra Nova	20	1	5%
West Cambie	151	18	12%
Westwind	2	1	50%
Woodwards	21	2	10%
TOTAL*	924	132	14%

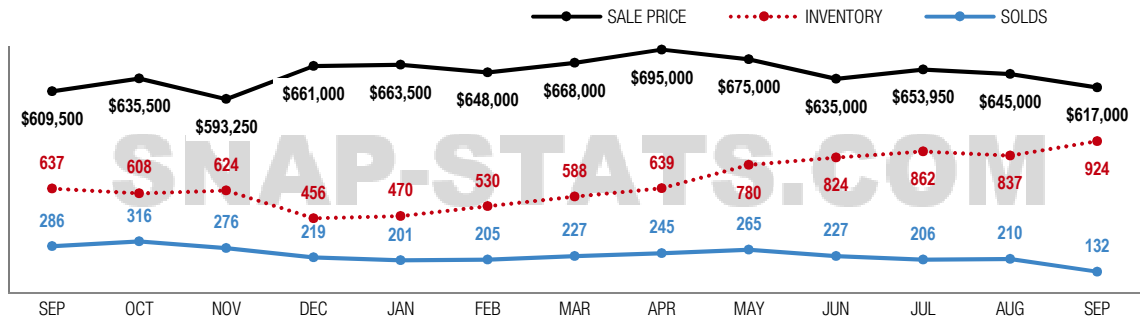
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **RICHMOND ATTACHED**: Balanced Market at 14% Sales Ratio average (1.4 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$300,000 to \$400,000 with average 64% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Bridgeport and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Steveston South and up to 1 bedroom properties

**With 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	1	0	NA
900,001 – 1,000,000	9	2	22%
1,000,001 – 1,250,000	44	3	7%
1,250,001 – 1,500,000	43	3	7%
1,500,001 – 1,750,000	20	1	5%
1,750,001 – 2,000,000	11	1	9%
2,000,001 – 2,250,000	3	0	NA
2,250,001 – 2,500,000	9	0	NA
2,500,001 – 2,750,000	7	0	NA
2,750,001 – 3,000,000	9	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	2	0	NA
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	163	11	7%

2 Bedrooms & Less	9	2	22%
3 to 4 Bedrooms	121	6	5%
5 to 6 Bedrooms	30	3	10%
7 Bedrooms & More	3	0	NA
TOTAL*	163	11	7%

SnapStats®	August	September	Variance
Inventory	154	163	6%
Solds	15	11	-27%
Sale Price	\$1,110,000	\$1,180,000	6%
Sale Price SQFT	\$446	\$504	13%
Sale to List Price Ratio	99%	86%	-13%
Days on Market	64	74	16%

*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Community DETACHED HOUSES

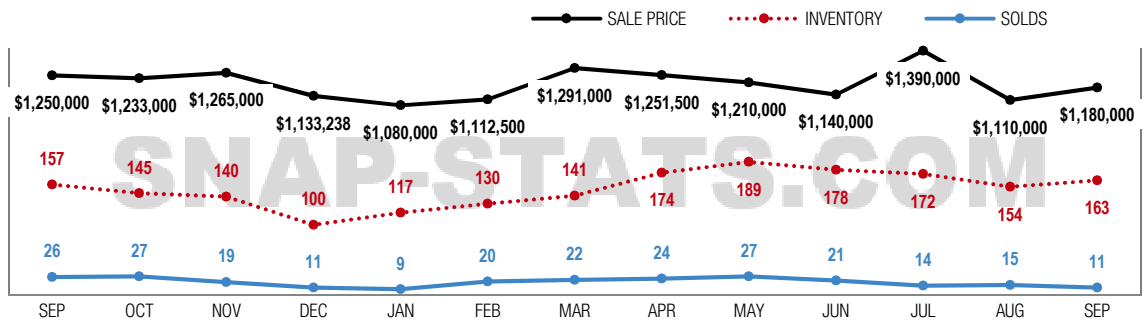
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	22	3	14%
Boundary Beach	17	2	12%
Cliff Drive	27	1	4%
English Bluff	22	1	5%
Pebble Hill	34	3	9%
Tsawwassen Central	27	1	4%
Tsawwassen East	14	0	NA
TOTAL*	163	11	7%

Market Summary

- Market Type Indicator **TSAWWASSEN DETACHED**: Buyers Market at 7% Sales Ratio average (7 in 100 homes selling rate)
- Homes are selling on average 14% below list price
- Most Active Price Band** \$900,000 to \$1 mil with average 22% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.5 mil to \$1.75 mil, Cliff Drive, Tsawwassen Central and 3 to 4 bedroom properties
- Sellers Best Bet** Selling homes in Beach Grove, Boundary Beach and up to 2 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	1	0	NA
400,001 – 500,000	8	3	38%
500,001 – 600,000	8	4	50%
600,001 – 700,000	18	4	22%
700,001 – 800,000	9	2	22%
800,001 – 900,000	3	0	NA
900,001 – 1,000,000	5	0	NA
1,000,001 – 1,250,000	2	1	50%
1,250,001 – 1,500,000	1	0	NA
1,500,001 – 1,750,000	1	0	NA
1,750,001 – 2,000,000	1	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*	58	14	24%

0 to 1 Bedroom	7	2	29%
2 Bedrooms	32	11	34%
3 Bedrooms	18	1	6%
4 Bedrooms & Greater	1	0	NA
TOTAL*	58	14	24%

SnapStats®	August	September	Variance
Inventory	52	58	12%
Solds	8	14	75%
Sale Price	\$572,500	\$604,500	6%
Sale Price SQFT	\$458	\$514	12%
Sale to List Price Ratio	96%	99%	3%
Days on Market	33	30	-9%

*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Community CONDOS & TOWNHOMES

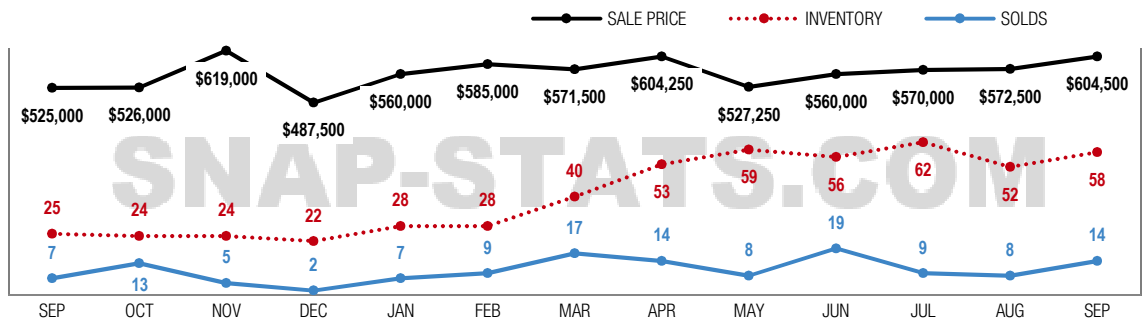
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	10	5	50%
Boundary Beach	1	0	NA
Cliff Drive	38	8	21%
English Bluff	0	0	NA
Pebble Hill	1	0	NA
Tsawwassen Central	6	1	17%
Tsawwassen East	2	0	NA
TOTAL*	58	14	24%

Market Summary

- Market Type Indicator **TSAWWASSEN ATTACHED**: Sellers Market at 24% Sales Ratio average (2.4 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$500,000 to \$600,000 with average 50% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$600,000 to \$800,000, Cliff Drive and 3 bedroom properties
- Sellers Best Bet** Selling homes in Beach Grove and 2 bedroom properties

**With 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	1	NA*
300,001 – 400,000	1	0	NA
400,001 – 500,000	2	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	3	1	33%
700,001 – 800,000	2	1	50%
800,001 – 900,000	8	2	25%
900,001 – 1,000,000	22	3	14%
1,000,001 – 1,250,000	33	4	12%
1,250,001 – 1,500,000	13	1	8%
1,500,001 – 1,750,000	10	0	NA
1,750,001 – 2,000,000	4	0	NA
2,000,001 – 2,250,000	2	0	NA
2,250,001 – 2,500,000	3	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	2	0	NA
TOTAL*	105	13	12%

2 Bedrooms & Less	15	2	13%
3 to 4 Bedrooms	68	6	9%
5 to 6 Bedrooms	20	5	25%
7 Bedrooms & More	2	0	NA
TOTAL*	105	13	12%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Delta Manor	10	1	10%
East Delta	2	0	NA
Hawthorne	23	2	9%
Holly	14	4	29%
Ladner Elementary	25	3	12%
Ladner Rural	5	0	NA
Neilsen Grove	18	1	6%
Port Guichon	7	1	14%
Westham Island	1	1	100%
TOTAL*	105	13	12%

SnapStats®	August	September	Variance
Inventory	99	105	6%
Solds	12	13	8%
Sale Price	\$947,500	\$949,000	0%
Sale Price SQFT	\$536	\$417	-22%
Sale to List Price Ratio	96%	99%	3%
Days on Market	45	68	51%

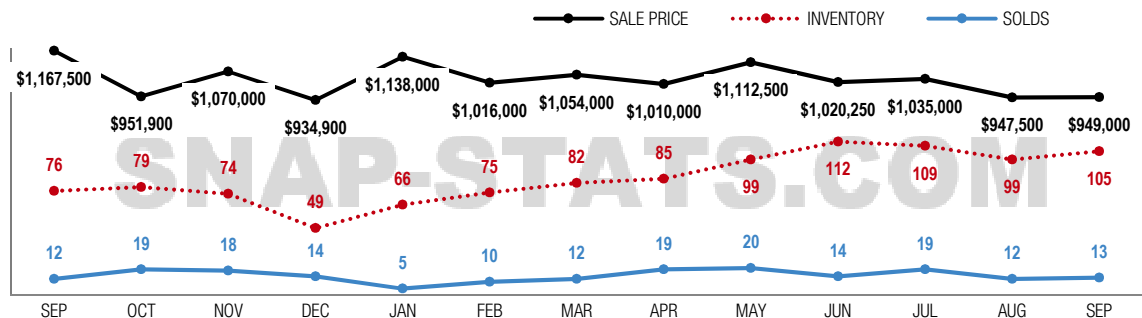
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **LADNER DETACHED**: Balanced Market at 12% Sales Ratio average (1.2 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$800,000 to \$900,000 with average 25% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Neilsen Grove and 3 to 4 bedroom properties
- Sellers Best Bet** Selling homes in Holly and 5 to 6 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



Compliments of...

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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	3	1	33%
400,001 – 500,000	4	2	50%
500,001 – 600,000	13	1	8%
600,001 – 700,000	4	1	25%
700,001 – 800,000	9	3	33%
800,001 – 900,000	10	5	50%
900,001 – 1,000,000	6	4	67%
1,000,001 – 1,250,000	4	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*	53	17	32%

0 to 1 Bedroom	6	2	33%
2 Bedrooms	14	3	21%
3 Bedrooms	23	2	9%
4 Bedrooms & Greater	10	10	100%
TOTAL*	53	17	32%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Delta Manor	7	4	57%
East Delta	1	0	NA
Hawthorne	15	2	13%
Holly	1	1	100%
Ladner Elementary	10	1	10%
Ladner Rural	0	0	NA
Neilsen Grove	19	9	47%
Port Guichon	0	0	NA
Westham Island	0	0	NA
TOTAL*	53	17	32%

SnapStats®	August	September	Variance
Inventory	41	53	29%
Solds	9	17	89%
Sale Price	\$679,000	\$858,800	26%
Sale Price SQFT	\$499	\$464	-7%
Sale to List Price Ratio	100%	100%	0%
Days on Market	20	5	-75%

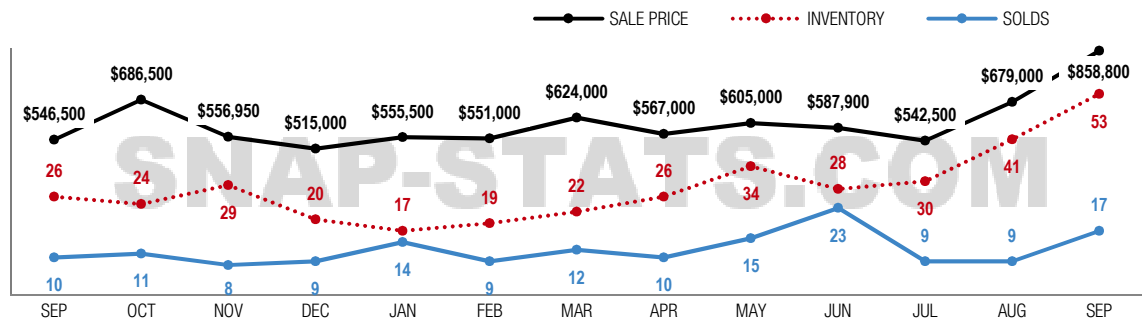
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **LADNER ATTACHED**: Sellers Market at 32% Sales Ratio average (3.2 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$800,000 to \$900,000 with average 50% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$500,000 to \$600,000, Ladner Elementary and 3 bedroom properties
- Sellers Best Bet** Selling homes in Neilsen Grove and minimum 4 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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