



Metro Vancouver Edition

Everything You Need To Know About Your Real Estate Market Today!



FEBRUARY 2013

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Compliments of:

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SnapStats™ VANCOUVER DOWNTOWN FEBRUARY 2013

Price Band Statistics ATTACHED (Condo & TH)

SnapStats™	Inventory	Sales	Sales Ratio*
\$0 – 300,000	56	12	21.43%
300,001 – 400,000	140	34	24.29%
400,001 – 500,000	164	39	23.78%
500,001 – 600,000	144	18	12.50%
600,001 – 700,000	77	15	19.48%
700,001 – 800,000	71	9	12.68%
800,001 – 900,000	53	6	11.32%
900,001 – 1,000,000	38	6	15.79%
1,000,001 – 1,250,000	53	4	7.55%
1,250,001 – 1,500,000	44	2	4.55%
1,500,001 – 1,750,000	25	1	4.00%
1,750,001 – 2,000,000	23	1	4.35%
2,000,001 – 2,250,000	11	0	NA
2,250,001 – 2,500,000	17	0	NA
2,500,001 – 2,750,000	6	0	NA
2,750,001 – 3,000,000	15	0	NA
3,000,001 – 3,500,000	16	1	6.25%
3,500,001 – 4,000,000	10	0	NA
4,000,001 – 4,500,000	6	0	NA
4,500,001 – 5,000,000	4	0	NA
5,000,001 & Greater	14	1	7.14%
TOTAL	987	149	15.10%

STYLE OF HOME	Inventory	Sales	Sales Ratio*
0 to 1 Bedroom	392	82	20.92%
2 Bedrooms	500	61	12.20%
3 Bedrooms	85	6	7.06%
4 Bedrooms & Greater	10	0	NA
TOTAL	987	149	15.10%

SnapStats™	January	February	Variance
Inventory	862	987	14.50%
Solds	123	149	21.14%
Sale Price (Median)	\$443,000	\$470,000	6.09%
Sale to List Price Ratio	96.3%	98.1%	1.87%
Days on Market	61	23	-62.30%

Community Statistics ATTACHED (Condo & TH)

SnapStats™	Inventory	Sales	Sales Ratio*
Coal Harbour	193	9	4.66%
Downtown	354	59	16.67%
Westend	204	35	17.16%
Yaletown	236	46	19.49%
TOTAL	987	149	15.10%

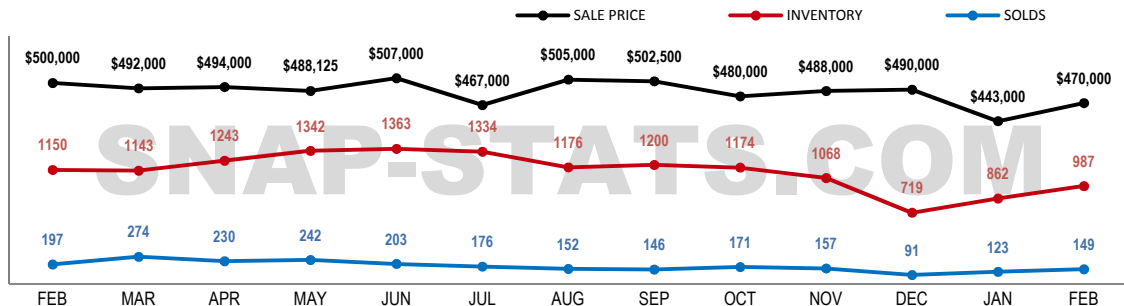
*Sales to Active Listing Ratio (The percent of homes selling)

SnapStats™ ▷ Summary ATTACHED

- Official Market Type Downtown: Balanced market at 15% Sales Ratio average (14% is a Buyers market)
- Homes are selling on average 2% below list price
- Most Active Price Band* +/- \$1 mil: \$0 to \$500,000 (Sellers Market); \$1 mil to \$1.25 mil (Buyers market)
- Buyers Best Bet* under \$1 mil: Homes from \$800,000 to \$900,000 (Buyers market), Coal Harbour and 3 bedroom properties
- Sellers Best Bet*: Selling homes in Yaletown, and up to 1 bedroom properties

* With a minimum inventory of 10 where possible

SnapStats™ ▷ 13 Month Market Trend ATTACHED



SnapStats™ ▷ Compliments of Scarlett Klee

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Price Band Statistics 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	1	0	NA
700,001 – 800,000	1	0	NA
800,001 – 900,000	2	0	NA
900,001 – 1,000,000	1	1	100.00%
1,000,001 – 1,250,000	20	6	30.00%
1,250,001 – 1,500,000	49	8	16.33%
1,500,001 – 1,750,000	51	16	31.37%
1,750,001 – 2,000,000	70	13	18.57%
2,000,001 – 2,250,000	54	7	12.96%
2,250,001 – 2,500,000	103	15	14.56%
2,500,001 – 2,750,000	75	10	13.33%
2,750,001 – 3,000,000	88	2	2.27%
3,000,001 – 3,500,000	73	5	6.85%
3,500,001 – 4,000,000	99	5	5.05%
4,000,001 – 4,500,000	39	5	12.82%
4,500,001 – 5,000,000	31	2	6.45%
5,000,001 & Greater	97	8	8.25%
TOTAL	854	103	12.06%

STYLE OF HOME	Inventory	Sales	Sales Ratio*
2 Bedrooms & Less	17	4	23.53%
3 to 4 Bedrooms	248	49	19.76%
5 to 6 Bedrooms	464	40	8.62%
7 Bedrooms & More	125	10	8.00%
TOTAL	854	103	12.06%

SnapStats™	January	February	Variance
Inventory	747	854	14.32%
Solds	82	103	25.61%
Sale Price (Median)	\$2,024,000	\$2,288,000	13.04%
Sale to List Price Ratio	92.5%	95.8%	3.57%
Days on Market	55	16	-70.91%

Community Statistics DETACHED (HOUSES)

SnapStats™	Inventory	Sales	Sales Ratio*
Arbutus	57	7	12.28%
Cambie	47	7	14.89%
Dunbar	94	16	17.02%
Fairview	1	0	NA
Falsecreek	0	0	NA
Kerrisdale	68	4	5.88%
Kitsilano	43	4	9.30%
Mackenzie Heights	47	0	NA
Marpole	48	5	10.42%
Mount Pleasant	2	0	NA
Oakridge	33	2	6.06%
Point Grey	77	20	25.97%
Quilchena	25	7	28.00%
SW Marine	29	4	13.79%
Shaughnessy	91	12	13.19%
South Cambie	18	0	NA
South Granville	115	7	6.09%
Southlands	40	3	7.50%
University	19	5	26.32%
TOTAL	854	103	12.06%

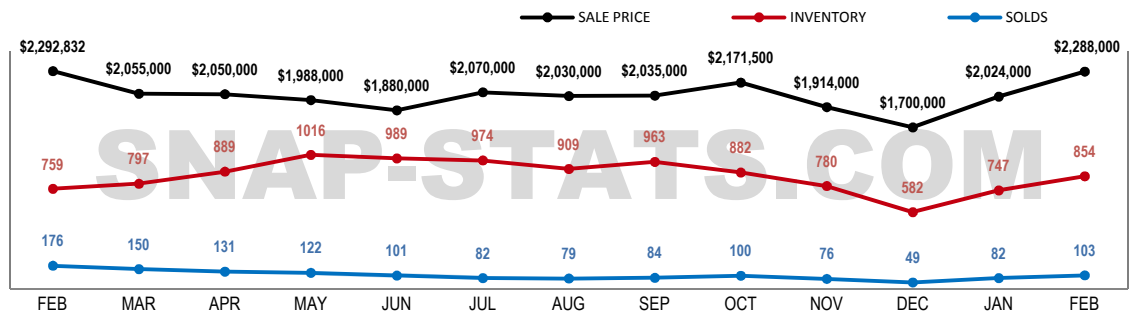
*Sales to Active Listing Ratio (The percent of homes selling)

SnapStats™ ▷ Summary DETACHED

- Official Market Type Westside Detached: Buyers market at 12% Sales Ratio average (1.2 in 10 homes selling)
- Homes are selling on average 4% below list price
- Most Active Price Band* +/- \$2 mil: \$1.5 mil to \$1.75 mil (1 in 3 selling); \$2.25 mil to \$2.5 mil (Balanced market)
- Buyers Best Bet* +/- \$2 mil: Homes \$1.25 mil to \$1.5 mil; \$2.75 mil to \$3 mil, Kerrisdale, Oakridge and South Granville
- Sellers Best Bet*: Selling homes in Point Grey, Quilchena, University and up to 2 bedroom properties

* With a minimum inventory of 10 where possible

SnapStats™ ▷ 13 Month Market Trend DETACHED



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Price Band Statistics ATTACHED (Condo & TH)

SnapStats™	Inventory	Sales	Sales Ratio*
\$0 – 300,000	42	8	19.05%
300,001 – 400,000	123	24	19.51%
400,001 – 500,000	153	28	18.30%
500,001 – 600,000	130	28	21.54%
600,001 – 700,000	106	11	10.38%
700,001 – 800,000	77	9	11.69%
800,001 – 900,000	86	11	12.79%
900,001 – 1,000,000	45	7	15.56%
1,000,001 – 1,250,000	59	7	11.86%
1,250,001 – 1,500,000	37	1	2.70%
1,500,001 – 1,750,000	20	2	10.00%
1,750,001 – 2,000,000	13	0	NA
2,000,001 – 2,250,000	2	0	NA
2,250,001 – 2,500,000	5	0	NA
2,500,001 – 2,750,000	4	1	25.00%
2,750,001 – 3,000,000	4	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	1	0	NA
4,500,001 – 5,000,000	1	1	100.00%
5,000,001 & Greater	1	0	NA
TOTAL	910	138	15.16%

STYLE OF HOME	Inventory	Sales	Sales Ratio*
0 to 1 Bedroom	288	39	13.54%
2 Bedrooms	467	82	17.56%
3 Bedrooms	138	14	10.14%
4 Bedrooms & Greater	17	3	17.65%
TOTAL	910	138	15.16%

SnapStats™	January	February	Variance
Inventory	810	910	12.35%
Solds	96	138	43.75%
Sale Price (Median)	\$527,500	\$521,500	-1.14%
Sale to List Price Ratio	96.2%	96.8%	0.62%
Days on Market	58	17	-70.69%

Community Statistics ATTACHED (Condo & TH)

SnapStats™	Inventory	Sales	Sales Ratio*
Arbutus	0	0	NA
Cambie	24	6	25.00%
Dunbar	10	2	20.00%
Fairview	169	36	21.30%
Falsecreek	110	15	13.64%
Kerrisdale	42	4	9.52%
Kitsilano	181	33	18.23%
Mackenzie Heights	1	0	NA
Marpole	37	2	5.41%
Mount Pleasant	13	7	53.85%
Oakridge	19	5	26.32%
Point Grey	13	2	15.38%
Quilchena	47	5	10.64%
SW Marine	3	1	33.33%
Shaughnessy	11	1	9.09%
South Cambie	10	2	20.00%
South Granville	26	1	3.85%
Southlands	6	0	NA
University	188	16	8.51%
TOTAL	910	138	15.16%

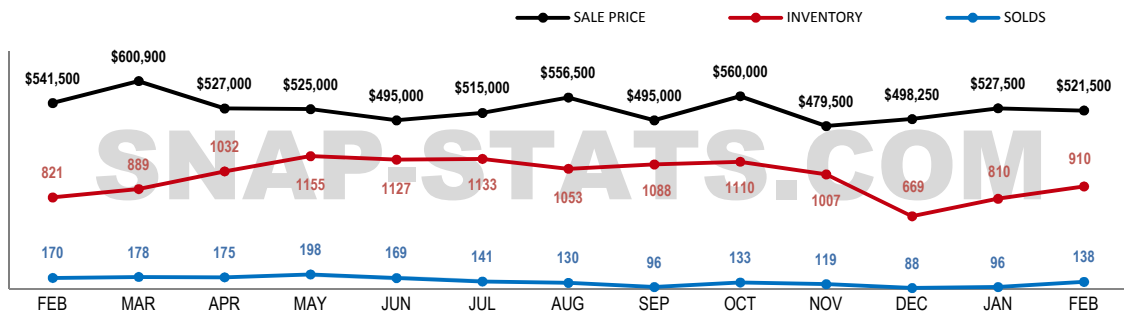
*Sales to Active Listing Ratio (The percent of homes selling)

SnapStats™ ▷ Summary ATTACHED

- Official Market Type Westside Attached: Balanced market at 15% Sales Ratio average (14% is a Buyers market)
- Homes are selling on average 3% below list price
- Most Active Price Band*: \$500,000 to \$600,000 with average 22% Sales Ratio (Sellers market)
- Buyers Best Bet.* Homes between \$1.25 mil to \$1.5 mil, Marpole, South Granville, University and 3 bedroom properties
- Sellers Best Bet.* Selling homes in Cambie, Mount Pleasant, Oakridge, 2 and 4+ bedroom properties

* With a minimum inventory of 10 where possible

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Price Band Statistics 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	6	1	16.67%
600,001 – 700,000	33	6	18.18%
700,001 – 800,000	72	24	33.33%
800,001 – 900,000	76	16	21.05%
900,001 – 1,000,000	77	12	15.58%
1,000,001 – 1,250,000	118	11	9.32%
1,250,001 – 1,500,000	69	4	5.80%
1,500,001 – 1,750,000	33	2	6.06%
1,750,001 – 2,000,000	24	1	4.17%
2,000,001 – 2,250,000	6	0	NA
2,250,001 – 2,500,000	2	0	NA
2,500,001 – 2,750,000	1	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	518	77	14.86%

STYLE OF HOME	Inventory	Sales	Sales Ratio*
2 Bedrooms & Less	23	9	39.13%
3 to 4 Bedrooms	128	31	24.22%
5 to 6 Bedrooms	258	29	11.24%
7 Bedrooms & More	109	8	7.34%
TOTAL	518	77	14.86%

SnapStats™	January	February	Variance
Inventory	447	518	15.88%
Solds	56	77	37.50%
Sale Price (Median)	\$810,250	\$846,500	4.47%
Sale to List Price Ratio	96.1%	97.5%	1.46%
Days on Market	59	13	-77.97%

Community Statistics DETACHED (HOUSES)

SnapStats™	Inventory	Sales	Sales Ratio*
Champlain Heights	2	0	NA
Collingwood	47	5	10.64%
Downtown	0	0	NA
Fraser	39	8	20.51%
Fraserview	55	4	7.27%
Grandview	21	9	42.86%
Hastings	4	0	NA
Hastings East	16	3	18.75%
Killarney	73	9	12.33%
Knight	49	7	14.29%
Main	20	6	30.00%
Mt Pleasant	10	0	NA
Renfrew Heights	28	8	28.57%
Renfrew	52	8	15.38%
South Vancouver	85	7	8.24%
Victoria	17	3	17.65%
TOTAL	518	77	14.86%

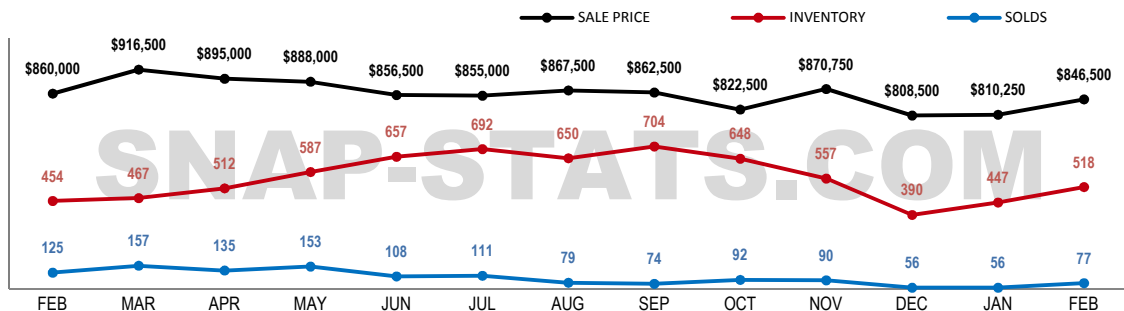
*Sales to Active Listing Ratio (The percent of homes selling)

SnapStats™ ▷ Summary DETACHED

- Official Market Type Eastside Detached: Balanced market at 15% Sales Ratio average (14% is a Buyers market)
- Homes are selling on average 2% below list price
- Most Active Price Band*: \$700,000 to \$800,000 with average 33% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes between \$1.75 mil to \$2 mil, Fraserview, South Vancouver and minimum 7 bedroom properties
- Sellers Best Bet*: Selling homes in Grandview, Main, Renfrew Heights and up to 2 bedroom properties

* With a minimum inventory of 10 where possible

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Price Band Statistics ATTACHED (Condo & TH)

SnapStats™	Inventory	Sales	Sales Ratio*
\$0 – 300,000	157	23	14.65%
300,001 – 400,000	179	20	11.17%
400,001 – 500,000	87	21	24.14%
500,001 – 600,000	44	6	13.64%
600,001 – 700,000	42	7	16.67%
700,001 – 800,000	11	1	9.09%
800,001 – 900,000	9	2	22.22%
900,001 – 1,000,000	3	0	NA
1,000,001 – 1,250,000	9	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	2	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	547	80	14.63%

STYLE OF HOME	Inventory	Sales	Sales Ratio*
0 to 1 Bedroom	260	39	15.00%
2 Bedrooms	216	31	14.35%
3 Bedrooms	62	9	14.52%
4 Bedrooms & Greater	9	1	11.11%
TOTAL	547	80	14.63%

SnapStats™	January	February	Variance
Inventory	496	547	10.28%
Solds	79	80	1.27%
Sale Price (Median)	\$385,000	\$392,000	1.82%
Sale to List Price Ratio	97.5%	98.0%	0.51%
Days on Market	53	25	-52.83%

Community Statistics ATTACHED (Condo & TH)

SnapStats™	Inventory	Sales	Sales Ratio*
Champlain Heights	16	3	18.75%
Collingwood	106	7	6.60%
Downtown	19	3	15.79%
Fraser	21	4	19.05%
Fraserview	24	5	20.83%
Grandview	42	3	7.14%
Hastings	51	7	13.73%
Hastings East	13	2	15.38%
Killarney	13	1	7.69%
Knight	14	3	21.43%
Main	16	4	25.00%
Mt Pleasant	159	27	16.98%
Renfrew Heights	1	1	100.00%
Renfrew	16	6	37.50%
South Vancouver	1	0	NA
Victoria	35	4	11.43%
TOTAL	547	80	14.63%

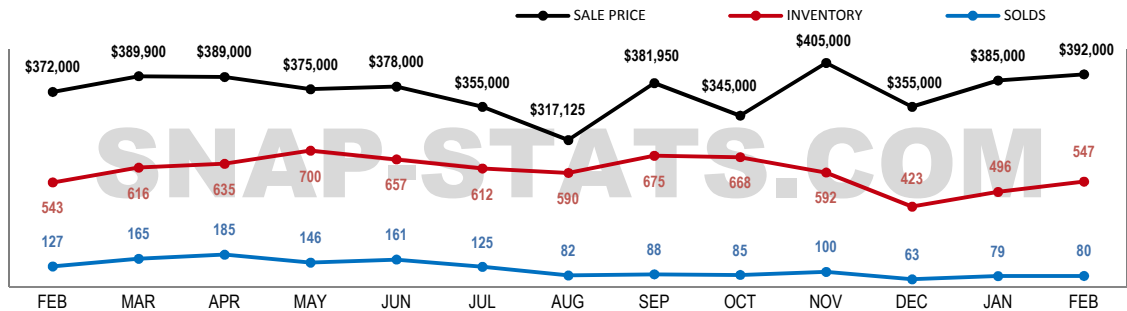
*Sales to Active Listing Ratio (The percent of homes selling)

SnapStats™ ▷ Summary ATTACHED

- Official Market Type Eastside Attached: Balanced market at 15% Sales Ratio average (14% is a Buyers market)
- Homes are selling on average 2% below list price
- Most Active Price Band*: \$400,000 to \$500,000 with average 24% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes between \$700,000 to \$800,000, Collingwood, Killarney and 4+ bedroom properties
- Sellers Best Bet*: Selling homes in Fraserview, Main, Renfrew and up to 1 bedroom properties

* With a minimum inventory of 10 where possible

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Price Band Statistics 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	0	NA
600,001 – 700,000	7	7	100.00%
700,001 – 800,000	27	16	59.26%
800,001 – 900,000	54	11	20.37%
900,001 – 1,000,000	41	10	24.39%
1,000,001 – 1,250,000	63	8	12.70%
1,250,001-1,500,000	61	5	8.20%
1,500,001 – 1,750,000	37	9	24.32%
1,750,001 – 2,000,000	33	4	12.12%
2,000,001 – 2,250,000	8	0	NA
2,250,001 – 2,500,000	10	1	10.00%
2,500,001 – 2,750,000	6	2	33.33%
2,750,001 – 3,000,000	3	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	1	1	100.00%
5,000,001 & Greater	6	0	NA
TOTAL	361	74	20.50%

STYLE OF HOME	Inventory	Sales	Sales Ratio*
0 to 1 Bedroom	17	6	35.29%
2 Bedrooms	178	35	19.66%
3 Bedrooms	146	29	19.86%
4 Bedrooms & Greater	20	4	20.00%
TOTAL	361	74	20.50%

SnapStats™	January	February	Variance
Inventory	305	361	18.36%
Solds	51	74	45.10%
Sale Price (Median)	\$907,000	\$939,000	3.53%
Sale to List Price Ratio	98.2%	100%	1.83%
Days on Market	40	25	-37.50%

Community Statistics DETACHED (HOUSES)

SnapStats™	Inventory	Sales	Sales Ratio*
Blueridge	15	3	20.00%
Boulevard	12	3	25.00%
Braemer	6	2	33.33%
Calverhall	9	3	33.33%
Canyon Heights	38	6	15.79%
Capilano Highlands	24	3	12.50%
Capilano	4	2	50.00%
Central Lonsdale	20	7	35.00%
Deep Cove	15	3	20.00%
Delbrook	3	1	33.33%
Dollarton	14	1	7.14%
Forest Hills	14	2	14.29%
Grouse Woods	6	0	NA
Hamilton	10	1	10.00%
Hamilton Heights	2	0	NA
Indian Arm	0	0	NA
Indian River	7	0	NA
Lower Lonsdale	8	1	12.50%
Lynn Valley	37	13	35.14%
Lynnmoor	6	1	16.67%
Norgate	3	2	66.67%
Northlands	5	0	NA
Pemberton Heights	10	1	10.00%
Pemberton	3	1	33.33%
Princess Park	6	1	16.67%
Queensbury	8	1	12.50%
Roche Point	3	2	66.67%
Seymour	8	0	NA
Tempe	0	0	NA
Upper Delbrook	15	0	NA
Upper Lonsdale	26	12	46.15%
Westlynn	19	1	5.26%
Westlynn Terrace	2	1	50.00%
Windsor Park	3	0	NA
Woodlands-Sunshine Cascade	0	0	NA
TOTAL	361	74	20.50%

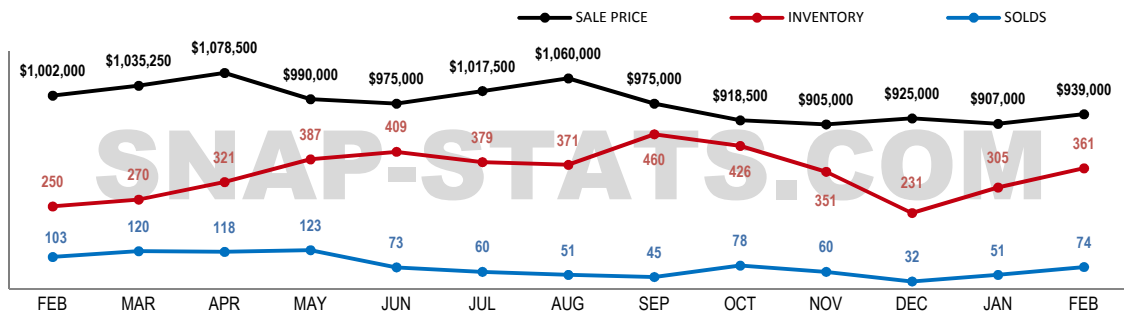
*Sales to Active Listing Ratio (The percent of homes selling)

SnapStats™ ▷ Summary DETACHED

- Official Market Type North Vancouver Detached: Sellers market at 21% Sales Ratio average (20% is a Balanced market)
- Homes are selling on average at list price
- Most Active Price Band*: \$700,000 to \$800,000 with average 59% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes between \$1.25 mil to \$1.5 mil, Dollarton, Westlynn and 3 bedrooms
- Sellers Best Bet*: Selling homes in Calverhall, Central Lonsdale, Lynn Valley, Upper Lonsdale and up to 1 bedroom properties

* With a minimum inventory of 10 where possible

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Price Band Statistics ATTACHED (Condo & TH)

SnapStats™	Inventory	Sales	Sales Ratio*
\$0 – 300,000	89	11	12.36%
300,001 – 400,000	114	28	24.56%
400,001 – 500,000	81	9	11.11%
500,001 – 600,000	74	10	13.51%
600,001 – 700,000	47	8	17.02%
700,001 – 800,000	33	2	6.06%
800,001 – 900,000	16	4	25.00%
900,001 – 1,000,000	4	1	25.00%
1,000,001 – 1,250,000	6	1	16.67%
1,250,001-1,500,000	2	0	NA
1,500,001 – 1,750,000	2	0	NA
1,750,001 – 2,000,000	2	0	NA
2,000,001 – 2,250,000	0	0	NA
2,250,001 – 2,500,000	1	0	NA
2,500,001 – 2,750,000	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	471	74	15.71%

STYLE OF HOME	Inventory	Sales	Sales Ratio*
0 to 1 Bedroom	152	22	14.47%
2 Bedrooms	225	36	16.00%
3 Bedrooms	79	10	12.66%
4 Bedrooms & Greater	15	6	40.00%
TOTAL	471	74	15.71%

SnapStats™	January	February	Variance
Inventory	404	471	16.58%
Solds	53	74	39.62%
Sale Price (Median)	\$426,000	\$396,500	-6.92%
Sale to List Price Ratio	94.7%	97.5%	2.96%
Days on Market	60	31	-48.33%

Community Statistics ATTACHED (Condo & TH)

SnapStats™	Inventory	Sales	Sales Ratio*
Blueridge	0	0	NA
Boulevard	0	0	NA
Braemer	0	0	NA
Calverhall	0	0	NA
Canyon Heights	0	0	NA
Capilano Highlands	2	2	100.00%
Capilano	5	0	NA
Central Lonsdale	118	17	14.41%
Deep Cove	4	2	50.00%
Delbrook	2	1	50.00%
Dollarton	0	0	NA
Forest Hills	0	0	NA
Grouse Woods	1	0	NA
Hamilton	22	1	4.55%
Hamilton Heights	0	0	NA
Indian Arm	0	0	NA
Indian River	4	1	25.00%
Lower Lonsdale	134	22	16.42%
Lynn Valley	33	7	21.21%
Lynnmour	23	3	13.04%
Norgate	13	2	15.38%
Northlands	18	2	11.11%
Pemberton Heights	1	0	NA
Pemberton	27	5	18.52%
Princess Park	0	0	NA
Queensbury	0	0	NA
Roche Point	37	5	13.51%
Seymour	9	2	22.22%
Tempe	0	0	NA
Upper Delbrook	0	0	NA
Upper Lonsdale	16	1	6.25%
Westlynn	2	1	50.00%
Westlynn Terrace	0	0	NA
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	0	0	NA
TOTAL	471	74	15.71%

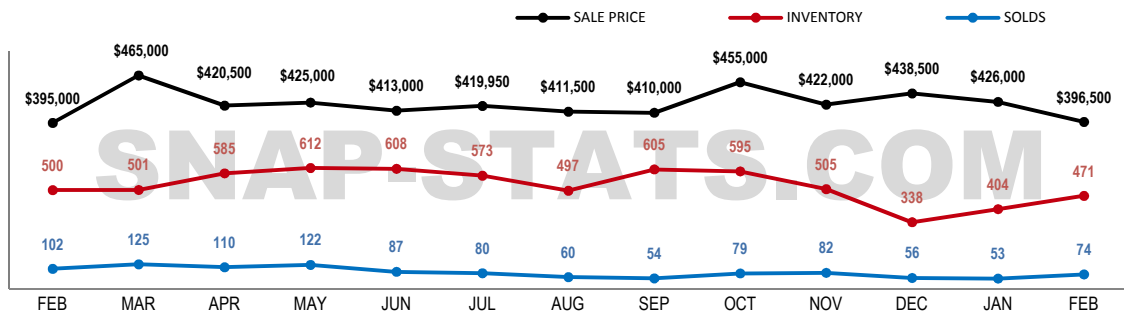
*Sales to Active Listing Ratio (The percent of homes selling)

SnapStats™ ▷ Summary ATTACHED

- Official Market Type North Vancouver Attached: Balanced market at 16% Sales Ratio average (1.6 in 10 homes selling)
- Homes are selling on average 2% below list price
- Most Active Price Band*: \$800,000 to \$900,000 with average 25% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes between \$700,000 to \$800,000, Hamilton, Upper Lonsdale and 3 bedrooms
- Sellers Best Bet*: Selling homes in Lynn Valley, Seymour and minimum 4 bedroom properties

* With a minimum inventory of 10 where possible

SnapStats™ ▷ 13 Month Market Trend ATTACHED



SnapStats™ ▷ Compliments of Scarlett Klee

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Price Band Statistics 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	1	0	NA
600,001 – 700,000	3	1	33.33%
700,001 – 800,000	5	0	NA
800,001 – 900,000	5	2	40.00%
900,001 – 1,000,000	7	1	14.29%
1,000,001 – 1,250,000	26	2	7.69%
1,250,001 – 1,500,000	51	6	11.76%
1,500,001 – 1,750,000	34	3	8.82%
1,750,001 – 2,000,000	49	3	6.12%
2,000,001 – 2,250,000	11	3	27.27%
2,250,001 – 2,500,000	33	2	6.06%
2,500,001 – 2,750,000	27	1	3.70%
2,750,001 – 3,000,000	43	1	2.33%
3,000,001 – 3,500,000	22	0	NA
3,500,001 – 4,000,000	44	2	4.55%
4,000,001 – 4,500,000	17	1	5.88%
4,500,001 – 5,000,000	22	2	9.09%
5,000,001 & Greater	67	1	1.49%
TOTAL	468	31	6.62%

STYLE OF HOME	Inventory	Sales	Sales Ratio*
2 Bedrooms & Less	23	2	8.70%
3 to 4 Bedrooms	247	18	7.29%
5 to 6 Bedrooms	177	10	5.65%
7 Bedrooms & More	21	1	4.76%
TOTAL	468	31	6.62%

SnapStats™	January	February	Variance
Inventory	379	468	23.48%
Solds	38	31	-18.42%
Sale Price (Median)	\$1,816,500	\$1,828,000	0.63%
Sale to List Price Ratio	93.2%	93.8%	0.64%
Days on Market	69	18	-73.91%

Community Statistics DETACHED (HOUSES)

SnapStats™	Inventory	Sales	Sales Ratio*
Altamont	20	1	5.00%
Ambleside	48	4	8.33%
Bayridge	11	0	NA
British Properties	60	7	11.67%
Canterbury	10	1	10.00%
Caulfield	30	3	10.00%
Cedardale	9	1	11.11%
Chartwell	20	1	5.00%
Chelsea Park	6	1	16.67%
Cypress	4	1	25.00%
Cypress Park Estates	9	0	NA
Deer Ridge	1	0	NA
Dundarave	35	2	5.71%
Eagle Harbour	29	1	3.45%
Eagleridge	5	0	NA
Furry Creek	8	0	NA
Gleneagles	14	0	NA
Glenmore	11	0	NA
Horseshoe Bay	9	1	11.11%
Howe Sound	11	0	NA
Lions Bay	21	0	NA
Old Caulfield	4	0	NA
Panorama Village	0	0	NA
Park Royal	0	0	NA
Porteau Cove	0	0	NA
Queens	11	2	18.18%
Rockridge	6	2	33.33%
Sandy Cove	4	0	NA
Sentinel Hill	15	0	NA
Upper Caulfield	5	1	20.00%
West Bay	14	2	14.29%
Westhill	6	0	NA
Westmount	14	0	NA
Whitby Estates	10	0	NA
Whytecliff	8	0	NA
TOTAL	468	31	6.62%

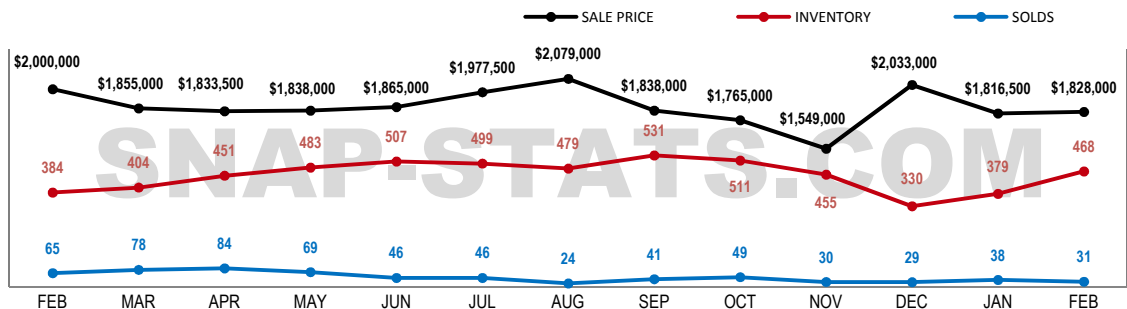
*Sales to Active Listing Ratio (The percent of homes selling)

SnapStats™ ▷ Summary DETACHED

- Official Market Type West Vancouver Detached: Buyers market at 7% Sales Ratio average (7 in 100 homes selling)
- Homes are selling on average 6% below list price
- Most Active Price Band*: \$2 mil to \$2.25 mil with average 27% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes priced minimum \$5 mil, Altamont, Chartwell, Dundarave, Eagle Harbour and 7+ bedroom properties
- Sellers Best Bet*: Selling homes in Queens, West Bay and up to 2 bedroom properties

* With a minimum inventory of 10 where possible

SnapStats™ ▷ 13 Month Market Trend DETACHED



SnapStats™ ▷ Compliments of Scarlett Klee

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Price Band Statistics ATTACHED (Condo & TH)

SnapStats™	Inventory	Sales	Sales Ratio*
\$0 – 300,000	6	0	NA
300,001 – 400,000	9	1	11.11%
400,001 – 500,000	12	1	8.33%
500,001 – 600,000	17	2	11.76%
600,001 – 700,000	14	0	NA
700,001 – 800,000	19	1	5.26%
800,001 – 900,000	17	0	NA
900,001 – 1,000,000	11	0	NA
1,000,001 – 1,250,000	15	4	26.67%
1,250,001 – 1,500,000	18	3	16.67%
1,500,001 – 1,750,000	6	1	16.67%
1,750,001 – 2,000,000	3	1	33.33%
2,000,001 – 2,250,000	3	0	NA
2,250,001 – 2,500,000	2	1	50.00%
2,500,001 – 2,750,000	1	0	NA
2,750,001 – 3,000,000	0	0	NA
3,000,001 – 3,500,000	3	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	1	0	NA
5,000,001 & Greater	3	0	NA
TOTAL	161	15	9.32%

STYLE OF HOME	Inventory	Sales	Sales Ratio*
2 Bedrooms & Less	30	2	6.67%
3 to 4 Bedrooms	90	12	13.33%
5 to 6 Bedrooms	37	1	2.70%
7 Bedrooms & More	4	0	NA
TOTAL	161	15	9.32%

SnapStats™	January	February	Variance
Inventory	152	161	5.92%
Solds	7	15	114.29%
Sale Price (Median)	\$515,000	\$1,250,000	142.72%
Sale to List Price Ratio	90.4%	95.6%	5.75%
Days on Market	168	76	-54.76%

Community Statistics ATTACHED (Condo & TH)

SnapStats™	Inventory	Sales	Sales Ratio*
Altamont	0	0	NA
Ambleside	49	3	6.12%
Bayridge	0	0	NA
British Properties	0	0	NA
Canterbury	0	0	NA
Caulfield	0	0	NA
Cedardale	8	0	NA
Chartwell	0	0	NA
Chelsea Park	1	1	100.00%
Cypress	0	0	NA
Cypress Park Estates	4	0	NA
Deer Ridge	2	0	NA
Dundarave	34	7	20.59%
Eagle Harbour	0	0	NA
Eagleridge	0	0	NA
Furry Creek	6	0	NA
Gleneagles	0	0	NA
Glenmore	0	0	NA
Horseshoe Bay	2	0	NA
Howe Sound	7	0	NA
Lions Bay	1	0	NA
Old Caulfield	0	0	NA
Panorama Village	17	2	11.76%
Park Royal	17	1	5.88%
Porteau Cove	0	0	NA
Queens	0	0	NA
Rockridge	0	0	NA
Sandy Cove	0	0	NA
Sentinel Hill	5	0	NA
Upper Caulfield	1	0	NA
West Bay	0	0	NA
Westhill	0	0	NA
Westmount	0	0	NA
Whitby Estates	7	1	14.29%
Whytecliff	0	0	NA
TOTAL	161	15	9.32%

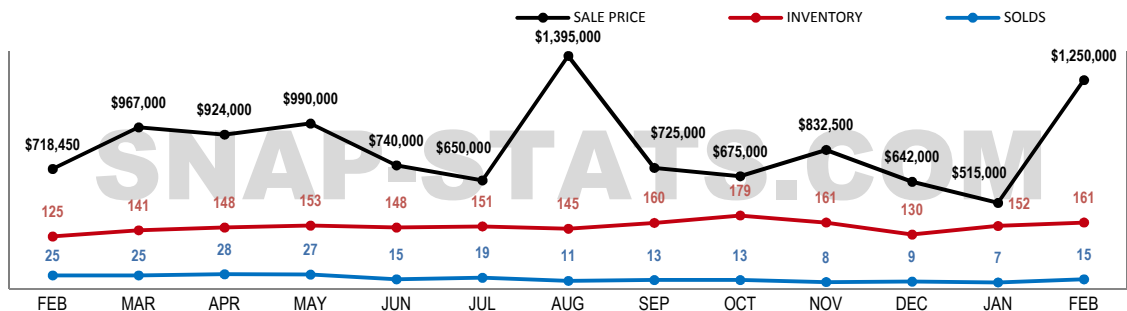
*Sales to Active Listing Ratio (The percent of homes selling)

SnapStats™ ▷ Summary ATTACHED

- Official Market Type West Vancouver Attached: Buyers market at 9% Sales Ratio average (9 in 100 homes selling)
- Homes are selling on average 4% below list price
- Most Active Price Band*: \$1 mil to \$1.25 mil with average 27% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes between \$700,000 to \$800,000, Ambleside, Park Royal and 5 to 6 bedroom properties
- Sellers Best Bet*: Selling homes in Dundarave and 3 to 4 bedroom properties.

*With a minimum inventory of 10 where possible

SnapStats™ ▷ 13 Month Market Trend ATTACHED



SnapStats™ ▷ Compliments of Scarlett Klee

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Price Band Statistics DETACHED (HOUSES)

SnapStats™	Inventory	Sales	Sales Ratio*
\$0 – 300,000	3	3	100.00%
300,001 – 400,000	2	0	NA
400,001 – 500,000	1	1	100.00%
500,001 – 600,000	2	2	100.00%
600,001 – 700,000	29	10	34.48%
700,001 – 800,000	69	14	20.29%
800,001 – 900,000	93	14	15.05%
900,001 – 1,000,000	101	9	8.91%
1,000,001 – 1,250,000	113	16	14.16%
1,250,001 – 1,500,000	114	8	7.02%
1,500,001 – 1,750,000	100	4	4.00%
1,750,001 – 2,000,000	92	1	1.09%
2,000,001 – 2,250,000	33	2	6.06%
2,250,001 – 2,500,000	53	3	5.66%
2,500,001 – 2,750,000	14	0	NA
2,750,001 – 3,000,000	12	0	NA
3,000,001 – 3,500,000	6	0	NA
3,500,001 – 4,000,000	12	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	2	0	NA
5,000,001 & Greater	4	0	NA
TOTAL	855	87	10.18%

STYLE OF HOME	Inventory	Sales	Sales Ratio*
2 Bedrooms & Less	21	4	19.05%
3 to 4 Bedrooms	340	49	14.41%
5 to 6 Bedrooms	455	33	7.25%
7 Bedrooms & More	39	1	2.56%
TOTAL	855	87	10.18%

SnapStats™	January	February	Variance
Inventory	798	855	7.14%
Solds	62	87	40.32%
Sale Price (Median)	\$864,000	\$880,000	1.85%
Sale to List Price Ratio	96.2%	90.9%	-5.51%
Days on Market	45	35	-22.22%

Community Statistics DETACHED (HOUSES)

SnapStats™	Inventory	Sales	Sales Ratio*
Boyd Park	20	2	10.00%
Bridgeport	12	2	16.67%
Brighthouse	4	2	50.00%
Brighthouse South	2	0	NA
Broadmoor	73	5	6.85%
East Cambie	33	1	3.03%
East Richmond	6	0	NA
Garden City	41	4	9.76%
Gilmore	3	0	NA
Granville	60	7	11.67%
Hamilton	26	2	7.69%
Ironwood	25	2	8.00%
Lackner	36	5	13.89%
McLennan	14	0	NA
McLennan North	18	0	NA
McNair	14	6	42.86%
Quilchena	33	5	15.15%
Riverdale	54	5	9.26%
Saunders	48	3	6.25%
Sea Island	2	1	50.00%
Seafair	75	5	6.67%
South Arm	17	2	11.76%
Steveston North	44	9	20.45%
Steveston South	23	3	13.04%
Steveston Village	20	7	35.00%
Terra Nova	39	1	2.56%
West Cambie	34	5	14.71%
Westwind	20	1	5.00%
Woodwards	59	2	3.39%
TOTAL	855	87	10.18%

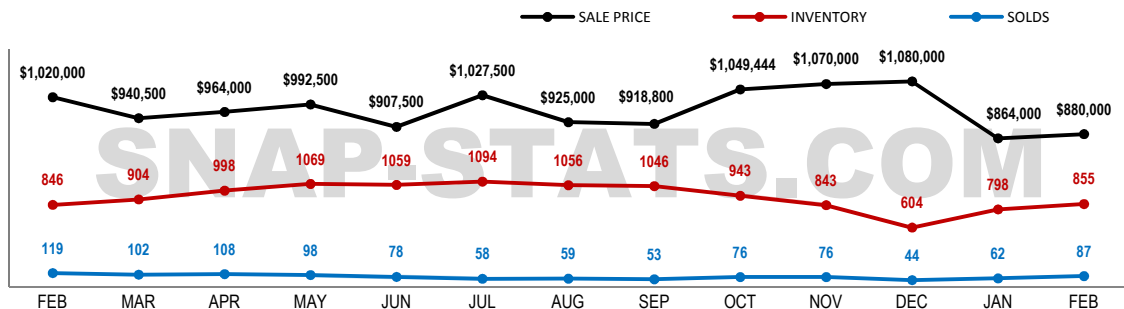
*Sales to Active Listing Ratio (The percent of homes selling)

SnapStats™ ▷ Summary DETACHED

- Official Market Type Richmond Detached: Buyers market at 10% Sales Ratio average (1 in 10 homes sell)
- Homes are selling on average 9% below list price
- Most Active Price Band*: \$600,000 to \$700,000 with average 34% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes between \$1.75 mil to \$2 mil, East Cambie, Terra Nova, Westwind and Woodwards
- Sellers Best Bet*: Selling homes in McNair, Steveston North, Steveston Village and up to 2 bedroom properties

* With a minimum inventory of 10 where possible

SnapStats™ ▷ 13 Month Market Trend DETACHED



SnapStats™ ▷ Compliments of Scarlett Klee

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Price Band Statistics ATTACHED (Condo & TH)

SnapStats™	Inventory	Sales	Sales Ratio*
\$0 – 300,000	286	38	13.29%
300,001 – 400,000	276	33	11.96%
400,001 – 500,000	270	25	9.26%
500,001 – 600,000	193	11	5.70%
600,001 – 700,000	85	14	16.47%
700,001 – 800,000	25	6	24.00%
800,001 – 900,000	16	0	NA
900,001 – 1,000,000	6	0	NA
1,000,001-1,250,000	8	0	NA
1,250,001 – 1,500,000	2	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	1167	127	10.88%

STYLE OF HOME	Inventory	Sales	Sales Ratio*
0 to 1 Bedroom	261	28	10.73%
2 Bedrooms	492	59	11.99%
3 Bedrooms	344	28	8.14%
4 Bedrooms & Greater	70	12	17.14%
TOTAL	1167	127	10.88%

SnapStats™	January	February	Variance
Inventory	1023	1167	14.08%
Solds	103	127	23.30%
Sale Price (Median)	\$419,900	\$370,000	-11.88%
Sale to List Price Ratio	95.9%	96.1%	0.21%
Days on Market	56	31	-44.64%

Community Statistics ATTACHED (Condo & TH)

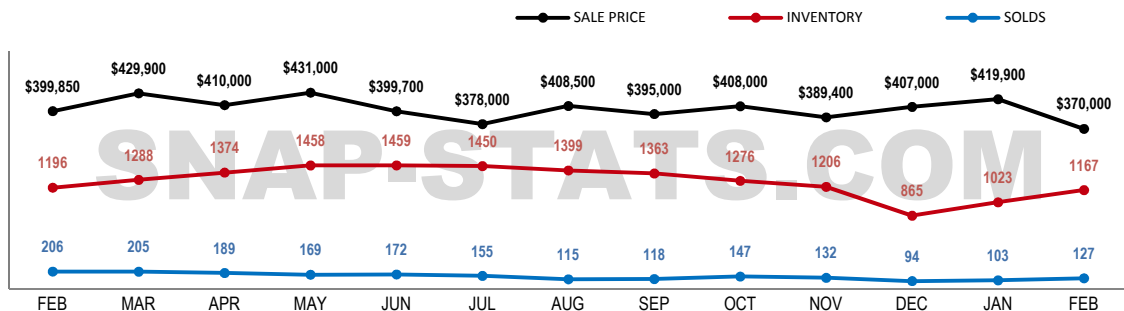
SnapStats™	Inventory	Sales	Sales Ratio*
Boyd Park	34	3	8.82%
Bridgeport	2	2	100.00%
Brighthouse	337	39	11.57%
Brighthouse South	213	24	11.27%
Broadmoor	13	0	NA
East Cambie	31	3	9.68%
East Richmond	4	1	25.00%
Garden City	18	0	NA
Gilmore	0	0	NA
Granville	24	1	4.17%
Hamilton	20	2	10.00%
Ironwood	12	2	16.67%
Lackner	2	0	NA
McLennan	3	1	33.33%
McLennan North	130	16	12.31%
McNair	8	0	NA
Quilchena	7	2	28.57%
Riverdale	32	4	12.50%
Saunders	24	2	8.33%
Sea Island	0	0	NA
Seafair	3	3	100.00%
South Arm	30	5	16.67%
Steveston North	12	2	16.67%
Steveston South	84	5	5.95%
Steveston Village	7	1	14.29%
Terra Nova	23	4	17.39%
West Cambie	78	5	6.41%
Westwind	6	0	NA
Woodwards	10	0	NA
TOTAL	1167	127	10.88%

*Sales to Active Listing Ratio (The percent of homes selling)

SnapStats™ ▷ Summary ATTACHED

- Official Market Type Richmond Attached: Buyers market at 11% Sales Ratio average (1.1 in 10 homes selling)
 - Homes are selling on average 4% below list price
 - Most Active Price Band*: \$700,000 to \$800,000 with average 24% Sales Ratio (Sellers market)
 - Buyers Best Bet*: Homes between \$500,000 to \$600,000, Granville, Steveston South, West Cambie and 3 bedroom properties
 - Sellers Best Bet*: Selling homes in Ironwood, South Arm, Steveston North, Terra Nova and minimum 4 bedroom properties
- * With a minimum inventory of 10 where possible

SnapStats™ ▷ 13 Month Market Trend ATTACHED



SnapStats™ ▷ Compliments of Scarlett Klee

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Price Band Statistics 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	11	2	18.18%
600,001 – 700,000	32	4	12.50%
700,001 – 800,000	24	2	8.33%
800,001 – 900,000	11	4	36.36%
900,001 – 1,000,000	8	0	NA
1,000,001 – 1,250,000	16	0	NA
1,250,001 – 1,500,000	7	0	NA
1,500,001 – 1,750,000	5	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	2	0	NA
2,500,001 – 2,750,000	2	0	NA
2,750,001 – 3,000,000	0	0	NA
3,000,001 – 3,500,000	3	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	1	0	NA
TOTAL	123	12	9.76%

STYLE OF HOME	Inventory	Sales	Sales Ratio*
2 Bedrooms & Less	12	0	NA
3 to 4 Bedrooms	88	11	12.50%
5 to 6 Bedrooms	23	1	4.35%
7 Bedrooms & More	0	0	NA
TOTAL	123	12	9.76%

SnapStats™	January	February	Variance
Inventory	111	123	10.81%
Solds	8	12	50.00%
Sale Price (Median)	\$633,500	\$705,000	11.29%
Sale to List Price Ratio	97.6%	98.7%	1.13%
Days on Market	112	23	-79.46%

Community Statistics DETACHED (HOUSES)

SnapStats™	Inventory	Sales	Sales Ratio*
Beach Grove	13	1	7.69%
Boundary Beach	15	0	NA
Cliff Drive	23	0	NA
English Bluff	21	2	9.52%
Pebble Hill	25	2	8.00%
Tsawwassen Central	18	4	22.22%
Tsawwassen East	8	3	37.50%
TOTAL	123	12	9.76%

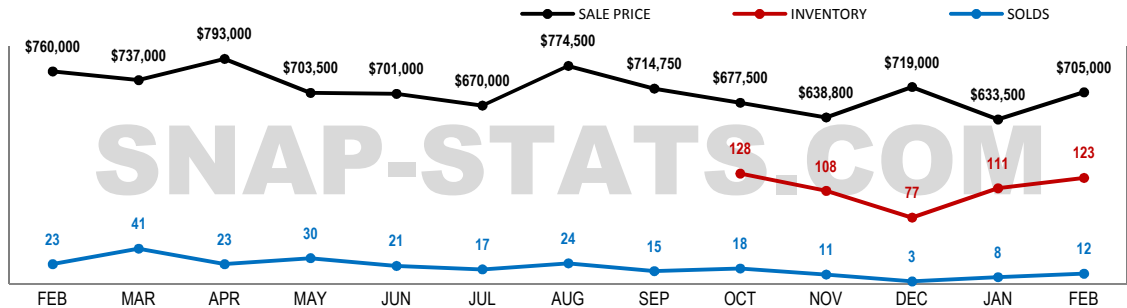
*Sales to Active Listing Ratio (The percent of homes selling)

SnapStats™ ▷ Summary DETACHED

- Official Market Type Tsawwassen Detached: Buyers market at 10% Sales Ratio average (1 in 10 homes selling)
- Homes are selling on average 1% below list price
- Most Active Price Band*: \$800,000 to \$900,000 with average 36% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes between \$700,000 to \$800,000, Beach Grove and 5 to 6 bedroom properties
- Sellers Best Bet*: Selling homes in Tsawwassen Central and 3 to 4 bedroom properties

* With a minimum inventory of 10 where possible

SnapStats™ ▷ 13 Month Market Trend DETACHED



No data available pre Oct 2012

SnapStats™ ▷ Compliments of Scarlett Klee

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Price Band Statistics ATTACHED (Condo & TH)

SnapStats™	Inventory	Sales	Sales Ratio*
\$0 – 300,000	16	1	6.25%
300,001 – 400,000	25	4	16.00%
400,001 – 500,000	14	1	7.14%
500,001 – 600,000	6	0	NA
600,001 – 700,000	4	0	NA
700,001 – 800,000	3	1	33.33%
800,001 – 900,000	2	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	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	70	7	10.00%

STYLE OF HOME	Inventory	Sales	Sales Ratio*
0 to 1 Bedroom	5	0	NA
2 Bedrooms	62	7	11.29%
3 Bedrooms	3	0	NA
4 Bedrooms & Greater	0	0	NA
TOTAL	70	7	10.00%

SnapStats™	January	February	Variance
Inventory	59	70	18.64%
Solds	3	7	133.33%
Sale Price (Median)	\$382,000	\$347,000	-9.16%
Sale to List Price Ratio	95.5%	98.6%	3.25%
Days on Market	112	8	-92.86%

Community Statistics ATTACHED (Condo & TH)

SnapStats™	Inventory	Sales	Sales Ratio*
Beach Grove	23	2	8.70%
Boundary Beach	2	0	NA
Cliff Drive	23	3	13.04%
English Bluff	1	0	NA
Pebble Hill	0	0	NA
Tsawwassen Central	14	1	7.14%
Tsawwassen East	7	1	14.29%
TOTAL	70	7	10.00%

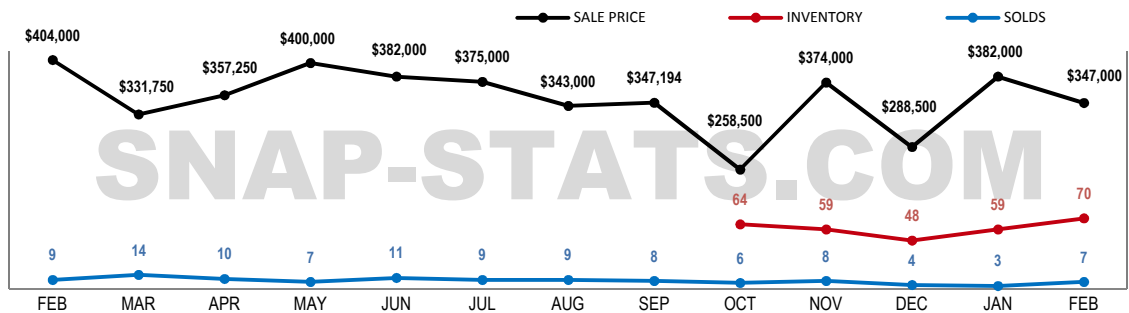
*Sales to Active Listing Ratio (The percent of homes selling)

SnapStats™ ▷ Summary ATTACHED

- Official Market Type Tsawwassen Attached: *Insufficient Data but with 7 Sales for the month it is a Buyers market*
- Most Active Price Band*: *Insufficient data*
- Buyers Best Bet*: *Insufficient data*
- Sellers Best Bet*: *Insufficient data*
- Sellers must declutter, repair, stage and price sharply to sell

* With a minimum inventory of 10 where possible

SnapStats™ ▷ 13 Month Market Trend ATTACHED



No data available pre Oct 2012

SnapStats™ ▷ Compliments of Scarlett Klee

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Price Band Statistics DETACHED (HOUSES)

SnapStats™	Inventory	Sales	Sales Ratio*
\$0 – 300,000	2	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	3	0	NA
500,001 – 600,000	23	6	26.09%
600,001 – 700,000	18	4	22.22%
700,001 – 800,000	11	5	45.45%
800,001 – 900,000	7	0	NA
900,001 – 1,000,000	4	0	NA
1,000,001 – 1,250,000	10	0	NA
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	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	0	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL	82	15	18.29%

STYLE OF HOME	Inventory	Sales	Sales Ratio*
2 Bedrooms & Less	13	0	NA
3 to 4 Bedrooms	55	14	25.45%
5 to 6 Bedrooms	13	1	7.69%
7 Bedrooms & More	1	0	NA
TOTAL	82	15	18.29%

SnapStats™	January	February	Variance
Inventory	58	82	41.38%
Solds	7	15	114.29%
Sale Price (Median)	\$765,000	\$606,000	-20.78%
Sale to List Price Ratio	97.7%	94.7%	-3.07%
Days on Market	107	32	-70.09%

Community Statistics DETACHED (HOUSES)

SnapStats™	Inventory	Sales	Sales Ratio*
Delta Manor	6	2	33.33%
East Delta	0	0	NA
Hawthorne	19	4	21.05%
Holly	19	2	10.53%
Ladner Elementary	11	4	36.36%
Ladner Rural	7	0	NA
Neilsen Grove	12	3	25.00%
Port Guichon	5	0	NA
Westham Island	3	0	NA
TOTAL	82	15	18.29%

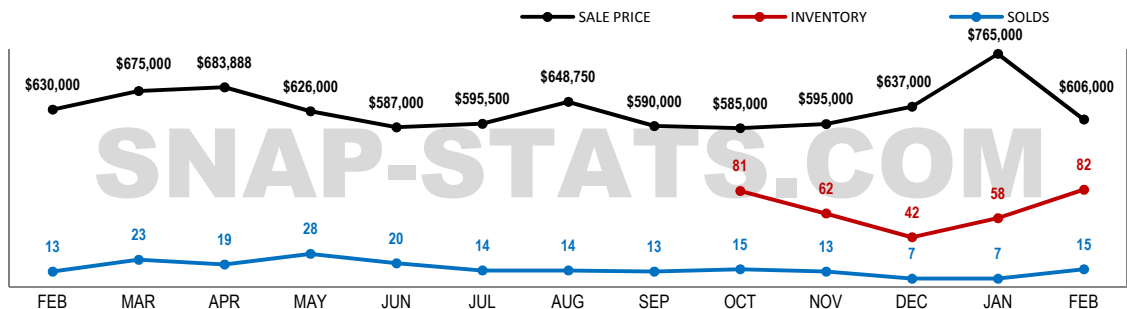
*Sales to Active Listing Ratio (The percent of homes selling)

SnapStats™ ▷ Summary DETACHED

- Official Market Type Ladner Detached: Balanced market at 18% Sales Ratio average (1.8 in 10 homes selling)
- Homes are selling on average 5% below list price
- Most Active Price Band*: \$700,000 to \$800,000 with average 45% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes between \$500,000 to \$700,000, Holly and 5 to 6 bedroom properties
- Sellers Best Bet*: Selling homes in Hawthorne, Ladner Elementary, Neilsen Grove and 3 to 4 bedroom properties

* With a minimum inventory of 10 where possible

SnapStats™ ▷ 13 Month Market Trend DETACHED



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Price Band Statistics ATTACHED (Condo & TH)

SnapStats™	Inventory	Sales	Sales Ratio*
\$0 – 300,000	10	0	NA
300,001 – 400,000	16	1	6.25%
400,001 – 500,000	13	2	15.38%
500,001 – 600,000	2	2	100.00%
600,001 – 700,000	0	0	NA
700,001 – 800,000	1	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	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	42	5	11.90%

STYLE OF HOME	Inventory	Sales	Sales Ratio*
0 to 1 Bedroom	4	0	NA
2 Bedrooms	25	3	12.00%
3 Bedrooms	12	2	16.67%
4 Bedrooms & Greater	1	0	NA
TOTAL	42	5	11.90%

SnapStats™	January	February	Variance
Inventory	40	42	5.00%
Solds	4	5	25.00%
Sale Price (Median)	\$399,450	\$480,000	20.17%
Sale to List Price Ratio	97.6%	93.2%	-4.51%
Days on Market	67	32	-52.24%

Community Statistics ATTACHED (Condo & TH)

SnapStats™	Inventory	Sales	Sales Ratio*
Delta Manor	17	1	5.88%
East Delta	2	2	100.00%
Hawthorne	8	0	NA
Holly	1	1	100.00%
Ladner Elementary	11	1	9.09%
Ladner Rural	0	0	NA
Neilsen Grove	3	0	NA
Port Guichon	0	0	NA
Westham Island	0	0	NA
TOTAL	42	5	11.90%

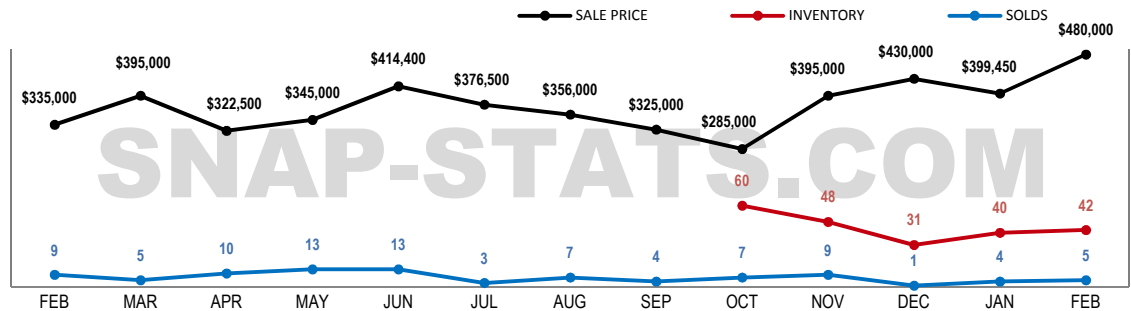
*Sales to Active Listing Ratio (The percent of homes selling)

SnapStats™ ▷ Summary ATTACHED

- Official Market Type Ladner Attached: *Insufficient Data but with 5 Sales for the month it is a Buyers market*
- Most Active Price Band*: *Insufficient data*
- Buyers Best Bet*: *Insufficient data*
- Sellers Best Bet*: *Insufficient data*
- Sellers must declutter, repair, stage and price sharply to sell

* With a minimum inventory of 10 where possible

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