



Metro Vancouver Edition

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



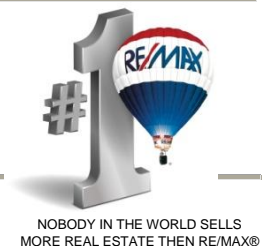
NOVEMBER 2013

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SnapStats™ VANCOUVER DOWNTOWN NOVEMBER 2013

Price Band Statistics ATTACHED (Condo & TH)

SnapStats™	Inventory	Sales	Sales Ratio*
\$0 – 300,000	54	13	24.07%
300,001 – 400,000	139	43	30.94%
400,001 – 500,000	150	46	30.67%
500,001 – 600,000	97	24	24.74%
600,001 – 700,000	63	21	33.33%
700,001 – 800,000	48	10	20.83%
800,001 – 900,000	41	2	4.88%
900,001 – 1,000,000	31	5	16.13%
1,000,001 – 1,250,000	43	9	20.93%
1,250,001 – 1,500,000	42	1	2.38%
1,500,001 – 1,750,000	20	2	10.00%
1,750,001 – 2,000,000	19	0	NA
2,000,001 – 2,250,000	12	1	8.33%
2,250,001 – 2,500,000	11	0	NA
2,500,001 – 2,750,000	6	1	16.67%
2,750,001 – 3,000,000	9	2	22.22%
3,000,001 – 3,500,000	12	1	8.33%
3,500,001 – 4,000,000	6	0	NA
4,000,001 – 4,500,000	5	1	20.00%
4,500,001 – 5,000,000	4	0	NA
5,000,001 & Greater	16	0	NA
TOTAL	828	182	21.98%

0 to 1 Bedroom	370	92	24.86%
2 Bedrooms	389	80	20.57%
3 Bedrooms	61	9	14.75%
4 Bedrooms & Greater	8	1	12.50%
TOTAL	828	182	21.98%

SnapStats™ Median Data	October	November	Variance
Inventory	878	828	-5.69%
Solds	191	182	-4.71%
Sale Price	\$480,000	\$480,000	NA
Sale Price SQFT	\$640	\$622	-2.81%
Sale to List Price Ratio	98.4%	97.0%	-1.42%
Days on Market	24	33	37.50%

Community Statistics ATTACHED (Condo & TH)

SnapStats™	Inventory	Sales	Sales Ratio*
Coal Harbour	147	13	8.84%
Downtown	342	77	22.51%
Westend	146	37	25.34%
Yaletown	193	55	28.50%
TOTAL	828	182	21.98%

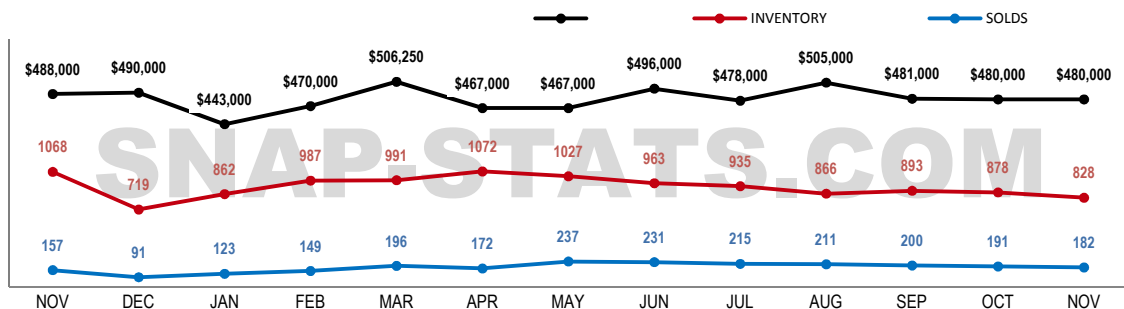
*Sales to Active Listing (Inventory) Ratio: The percent of homes selling

SnapStats™ ▷ Summary ATTACHED

- Official Market Type Downtown: Sellers market at 22% Sales Ratio average (2.2 in 10 homes selling)
- Homes are selling on average 3% below list price
- Most Active Price Band* +/- \$1 mil: \$600,000 to \$700,000 (33% Sales Ratio); \$1 mil to \$1.25 mil (21% Sales Ratio)
- Buyers Best Bet* under \$1 mil: Homes from \$800,000 to \$900,000 (Buyers market), Coal Harbour and minimum 3 bedrooms
- Sellers Best Bet*: Selling homes in Westend, Yaletown and up to 2 bedroom properties

* With a minimum inventory of 10 where possible

SnapStats™ ▷ 13 Month Market Trend ATTACHED



SnapStats™ ▷ Compliments of Adriaan Schipper & Ryan Kubeska



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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	1	1	100.00%
600,001 – 700,000	1	1	100.00%
700,001 – 800,000	0	0	NA
800,001 – 900,000	0	0	NA
900,001 – 1,000,000	2	1	50.00%
1,000,001 – 1,250,000	8	6	75.00%
1,250,001 – 1,500,000	21	7	33.33%
1,500,001 – 1,750,000	43	17	39.53%
1,750,001 – 2,000,000	56	17	30.36%
2,000,001 – 2,250,000	44	15	34.09%
2,250,001 – 2,500,000	81	18	22.22%
2,500,001 – 2,750,000	55	11	20.00%
2,750,001 – 3,000,000	68	8	11.76%
3,000,001 – 3,500,000	69	11	15.94%
3,500,001 – 4,000,000	91	12	13.19%
4,000,001 – 4,500,000	29	3	10.34%
4,500,001 – 5,000,000	29	6	20.69%
5,000,001 & Greater	88	3	3.41%
TOTAL	686	137	19.97%

2 Bedrooms & Less	16	8	50.00%
3 to 4 Bedrooms	217	58	26.73%
5 to 6 Bedrooms	356	61	17.13%
7 Bedrooms & More	97	10	10.31%
TOTAL	686	137	19.97%

SnapStats™ Median Data	October	November	Variance
Inventory	782	686	-12.28%
Solds	179	137	-23.46%
Sale Price	\$2,050,000	\$2,290,000	11.71%
Sale Price SQFT	\$720	\$708	-1.67%
Sale to List Price Ratio	94.3%	95.5%	1.27%
Days on Market	28	37	32.14%

Community Statistics DETACHED (HOUSES)

SnapStats™	Inventory	Sales	Sales Ratio*
Arbutus	52	10	19.23%
Cambie	37	13	35.14%
Dunbar	73	22	30.14%
Fairview	0	0	NA
Falsecreek	0	0	NA
Kerrisdale	61	12	19.67%
Kitsilano	37	6	16.22%
Mackenzie Heights	24	8	33.33%
Marpole	52	5	9.62%
Mount Pleasant	0	0	NA
Oakridge	15	3	20.00%
Point Grey	69	15	21.74%
Quilchena	19	4	21.05%
SW Marine	31	5	16.13%
Shaughnessy	71	12	16.90%
South Cambie	20	3	15.00%
South Granville	87	11	12.64%
Southlands	26	5	19.23%
University	12	3	25.00%
TOTAL	686	137	19.97%

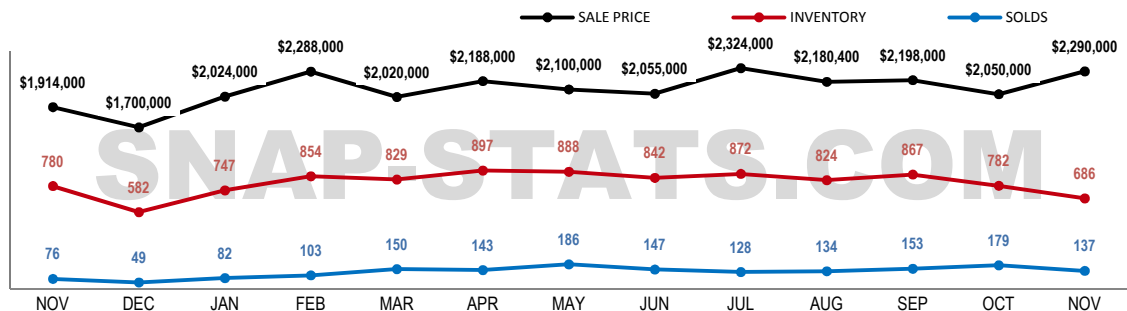
*Sales to Active Listing (Inventory) Ratio: The percent of homes selling

SnapStats™ ▷ Summary DETACHED

- Official Market Type Westside Detached: Balanced market at 20% Sales Ratio average (21% is a Sellers market)
- Homes are selling on average 4% below list price
- Most Active Price Band* +/- \$2 mil: \$1.5 mil to \$1.75 mil (40% Sales Ratio); \$2 mil to \$2.25 mil (34% Sales Ratio)
- Buyers Best Bet* +/- \$2 mil: Homes \$1.75 to \$2 mil; \$5 mil plus, Marpole, South Granville and minimum 7 bedroom properties
- Sellers Best Bet*: Selling homes in Cambie, Dunbar, Mackenzie Heights and up to 2 bedroom properties

*With a minimum inventory of 10 where possible

SnapStats™ ▷ 13 Month Market Trend DETACHED



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SnapStats™ VANCOUVER WESTSIDE NOVEMBER 2013

Price Band Statistics ATTACHED (Condo & TH)

SnapStats™	Inventory	Sales	Sales Ratio*
\$0 – 300,000	45	15	33.33%
300,001 – 400,000	123	34	27.64%
400,001 – 500,000	136	29	21.32%
500,001 – 600,000	132	21	15.91%
600,001 – 700,000	108	14	12.96%
700,001 – 800,000	72	9	12.50%
800,001 – 900,000	67	8	11.94%
900,001 – 1,000,000	39	5	12.82%
1,000,001 – 1,250,000	42	9	21.43%
1,250,001 – 1,500,000	50	4	8.00%
1,500,001 – 1,750,000	19	4	21.05%
1,750,001 – 2,000,000	9	0	NA
2,000,001 – 2,250,000	2	1	50.00%
2,250,001 – 2,500,000	3	0	NA
2,500,001 – 2,750,000	1	1	100.00%
2,750,001 – 3,000,000	4	1	25.00%
3,000,001 – 3,500,000	1	1	100.00%
3,500,001 – 4,000,000	2	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	856	156	18.22%

0 to 1 Bedroom	292	65	22.26%
2 Bedrooms	450	70	15.56%
3 Bedrooms	99	21	21.21%
4 Bedrooms & Greater	15	0	NA
TOTAL	856	156	18.22%

SnapStats™ Median Data	October	November	Variance
Inventory	944	856	-9.32%
Solds	196	156	-20.41%
Sale Price	\$531,000	\$502,500	-5.37%
Sale Price SQFT	\$574	\$560	-2.44%
Sale to List Price Ratio	97.4%	97.6%	0.21%
Days on Market	24	33	37.50%

Community Statistics ATTACHED (Condo & TH)

SnapStats™	Inventory	Sales	Sales Ratio*
Arbutus	0	0	NA
Cambie	12	6	50.00%
Dunbar	12	0	NA
Fairview	177	42	23.73%
Falsecreek	130	24	18.46%
Kerrisdale	49	7	14.29%
Kitsilano	161	38	23.60%
Mackenzie Heights	1	0	NA
Marpole	39	5	12.82%
Mount Pleasant	10	4	40.00%
Oakridge	16	6	37.50%
Point Grey	24	1	4.17%
Quilchena	48	3	6.25%
SW Marine	2	0	NA
Shaughnessy	7	3	42.86%
South Cambie	14	0	NA
South Granville	19	0	NA
Southlands	5	2	40.00%
University	130	15	11.54%
TOTAL	856	156	18.22%

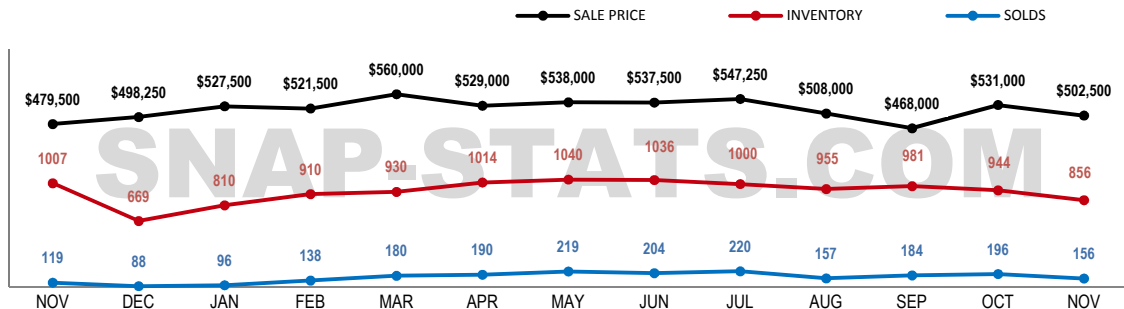
*Sales to Active Listing (Inventory) Ratio: The percent of homes selling

SnapStats™ ▷ Summary ATTACHED

- Official Market Type Westside Attached: Balanced market at 18% Sales Ratio average (1.8 in 10 homes selling)
- Homes are selling on average 2% below list price
- Most Active Price Band*: \$0 to \$300,000 with average 33% Sales Ratio (Sellers market)
- Buyers Best Bet.* Homes between \$1.25 mil to \$1.5 mil, Point Grey, Quilchena and 2 bedroom properties
- Sellers Best Bet.* Selling homes in Cambie, Mount Pleasant, Oakridge and up to 1 bedroom properties

* With a minimum inventory of 10 where possible

SnapStats™ ▷ 13 Month Market Trend ATTACHED



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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	1	100.00%
600,001 – 700,000	17	0	NA
700,001 – 800,000	53	23	43.40%
800,001 – 900,000	88	29	32.95%
900,001 – 1,000,000	62	20	32.26%
1,000,001 – 1,250,000	89	26	29.21%
1,250,001 – 1,500,000	80	14	17.50%
1,500,001 – 1,750,000	33	4	12.12%
1,750,001 – 2,000,000	17	0	NA
2,000,001 – 2,250,000	5	0	NA
2,250,001 – 2,500,000	0	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	1	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	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	448	117	26.12%

2 Bedrooms & Less	19	5	26.32%
3 to 4 Bedrooms	117	47	40.17%
5 to 6 Bedrooms	199	53	26.63%
7 Bedrooms & More	113	12	10.62%
TOTAL	448	117	26.12%

SnapStats™ Median Data	October	November	Variance
Inventory	526	448	-14.83%
Solds	116	117	0.86%
Sale Price	\$872,000	\$937,500	7.51%
Sale Price SQFT	\$400	\$420	5.00%
Sale to List Price Ratio	97.0%	98.9%	1.96%
Days on Market	20	22	10.00%

Community Statistics DETACHED (HOUSES)

SnapStats™	Inventory	Sales	Sales Ratio*
Champlain Heights	1	0	NA
Collingwood	56	11	19.64%
Downtown	0	0	NA
Fraser	37	12	32.43%
Fraserview	39	13	33.33%
Grandview	14	4	28.57%
Hastings	5	1	20.00%
Hastings East	17	4	23.53%
Killarney	51	11	21.57%
Knight	39	10	25.64%
Main	19	11	57.89%
Mt Pleasant	13	1	7.69%
Renfrew Heights	41	9	21.95%
Renfrew	40	15	37.50%
South Vancouver	60	13	21.67%
Victoria	16	2	12.50%
TOTAL	448	117	26.12%

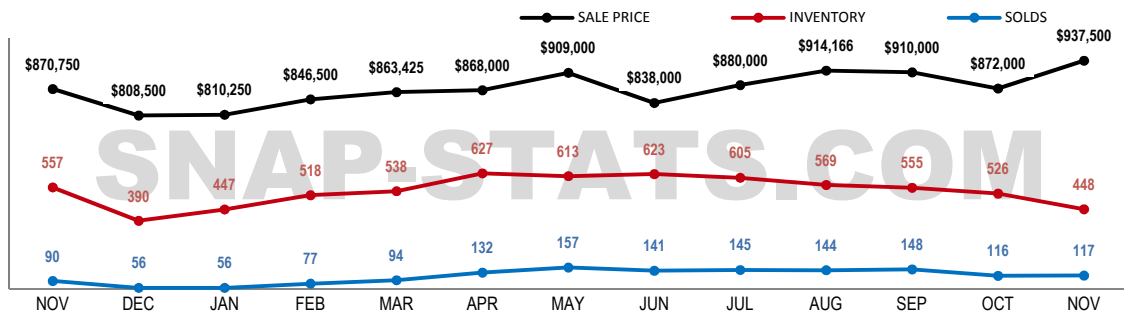
*Sales to Active Listing (Inventory) Ratio: The percent of homes selling

SnapStats™ ▷ Summary DETACHED

- Official Market Type Eastside Detached: Sellers market at 26% Sales Ratio average (2.6 in 10 homes selling)
- Homes are selling on average 1% below list price
- Most Active Price Band*: \$700,000 to \$800,000 with average 43% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes between \$1.5 mil to \$1.75 mil, Mount Pleasant, Victoria and minimum 7 bedroom properties
- Sellers Best Bet*: Selling homes in Fraser, Fraserview, Main, Renfrew, and 3 to 4 bedroom properties

* With a minimum inventory of 10 where possible

SnapStats™ ▷ 13 Month Market Trend DETACHED



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SnapStats™ VANCOUVER EASTSIDE NOVEMBER 2013

Price Band Statistics ATTACHED (Condo & TH)

SnapStats™	Inventory	Sales	Sales Ratio*
\$0 – 300,000	161	45	27.95%
300,001 – 400,000	168	38	22.62%
400,001 – 500,000	86	33	38.37%
500,001 – 600,000	50	14	28.00%
600,001 – 700,000	39	13	33.33%
700,001 – 800,000	24	4	16.67%
800,001 – 900,000	6	2	33.33%
900,001 – 1,000,000	1	0	NA
1,000,001 – 1,250,000	2	0	NA
1,250,001 – 1,500,000	3	1	33.33%
1,500,001 – 1,750,000	1	0	NA
1,750,001 – 2,000,000	0	0	NA
2,000,001 – 2,250,000	1	1	100.00%
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	542	151	27.86%

0 to 1 Bedroom	259	60	23.17%
2 Bedrooms	208	72	34.62%
3 Bedrooms	69	15	21.74%
4 Bedrooms & Greater	6	4	66.67%
TOTAL	542	151	27.86%

SnapStats™ Median Data	October	November	Variance
Inventory	598	542	-9.36%
Solds	155	151	-2.58%
Sale Price	\$386,000	\$385,800	-0.05%
Sale Price SQFT	\$482	\$490	1.66%
Sale to List Price Ratio	97.2%	98.4%	1.23%
Days on Market	18	34	88.89%

Community Statistics ATTACHED (Condo & TH)

SnapStats™	Inventory	Sales	Sales Ratio*
Champlain Heights	26	3	11.54%
Collingwood	100	21	21.00%
Downtown	31	3	9.68%
Fraser	23	6	26.09%
Fraserview	40	14	35.00%
Grandview	27	13	48.15%
Hastings	49	16	32.65%
Hastings East	11	4	36.36%
Killarney	16	3	18.75%
Knight	15	4	26.67%
Main	12	9	75.00%
Mt Pleasant	155	45	29.03%
Renfrew Heights	0	0	NA
Renfrew	17	3	17.65%
South Vancouver	2	1	50.00%
Victoria	18	6	33.33%
TOTAL	542	151	27.86%

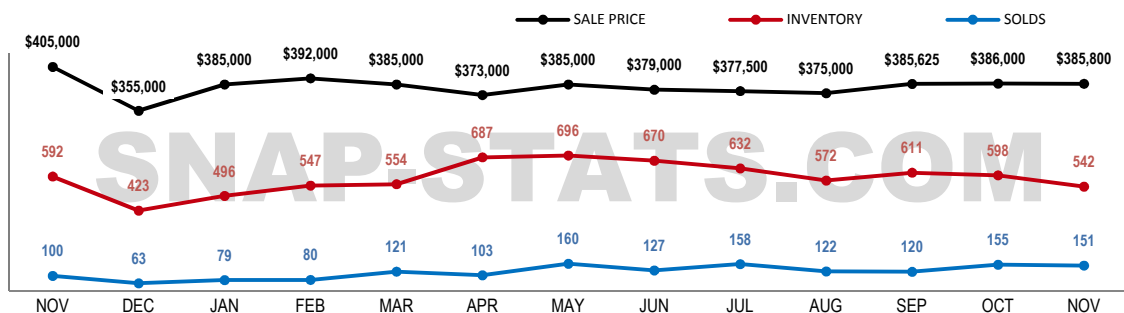
*Sales to Active Listing (Inventory) Ratio: The percent of homes selling

SnapStats™ ▷ Summary ATTACHED

- Official Market Type Eastside Attached: Sellers market at 28% Sales Ratio average (2.8 in 10 homes selling)
- Homes are selling on average 2% below list price
- Most Active Price Band*: \$400,000 to \$500,000 with average 38% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes between \$700,000 to \$800,000, Champlain Heights, Downtown and 3 bedroom properties
- Sellers Best Bet*: Selling homes in Grandview, Main and 2 bedroom properties

* With a minimum inventory of 10 where possible

SnapStats™ ▷ 13 Month Market Trend ATTACHED



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Price Band Statistics DETACHED (HOUSES)

SnapStats™	Inventory	Sales	Sales Ratio*
\$0 – 300,000	1	0	NA
300,001 – 400,000	1	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	3	0	NA
600,001 – 700,000	6	3	50.00%
700,001 – 800,000	17	15	88.24%
800,001 – 900,000	27	13	48.15%
900,001 – 1,000,000	31	9	29.03%
1,000,001 – 1,250,000	45	19	42.22%
1,250,001 – 1,500,000	64	13	20.31%
1,500,001 – 1,750,000	32	8	25.00%
1,750,001 – 2,000,000	30	3	10.00%
2,000,001 – 2,250,000	13	0	NA
2,250,001 – 2,500,000	11	0	NA
2,500,001 – 2,750,000	4	0	NA
2,750,001 – 3,000,000	4	0	NA
3,000,001 – 3,500,000	2	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	5	0	NA
TOTAL	300	83	27.67%

2 Bedrooms & Less	13	2	15.38%
3 to 4 Bedrooms	144	50	34.72%
5 to 6 Bedrooms	121	29	23.97%
7 Bedrooms & More	22	2	9.09%
TOTAL	300	83	27.67%

SnapStats™ Median Data	October	November	Variance
Inventory	347	300	-13.54%
Solds	105	83	-20.95%
Sale Price	\$1,042,000	\$1,035,000	-0.67%
Sale Price SQFT	\$425	\$402	-5.41%
Sale to List Price Ratio	98.3%	95.0%	-3.36%
Days on Market	17	32	88.24%

Community Statistics DETACHED (HOUSES)

SnapStats™	Inventory	Sales	Sales Ratio*
Blueridge	9	5	55.56%
Boulevard	12	2	16.67%
Braemar	3	3	100.00%
Calverhall	2	2	100.00%
Canyon Heights	37	7	18.92%
Capilano	5	0	NA
Central Lonsdale	16	7	43.75%
Deep Cove	12	3	25.00%
Delbrook	3	3	100.00%
Dollarton	13	3	23.08%
Edgemont	16	2	12.50%
Forest Hills	14	2	14.29%
Grouse Woods	3	0	NA
Hamilton	3	2	66.67%
Hamilton Heights	2	2	100.00%
Indian Arm	4	0	NA
Indian River	5	2	40.00%
Lower Lonsdale	6	2	33.33%
Lynn Valley	22	14	63.64%
Lynnmoor	8	1	12.50%
Norgate	6	1	16.67%
Northlands	1	0	NA
Pemberton Heights	9	5	55.56%
Pemberton	5	1	20.00%
Princess Park	6	2	33.33%
Queensbury	3	1	33.33%
Roche Point	7	0	NA
Seymour	7	3	42.86%
Tempe	3	1	33.33%
Upper Delbrook	12	0	NA
Upper Lonsdale	33	3	9.09%
Westlynn	7	3	42.86%
Westlynn Terrace	2	0	NA
Windsor Park	1	1	100.00%
Woodlands-Sunshine Cascade	3	0	NA
TOTAL	300	83	27.67%

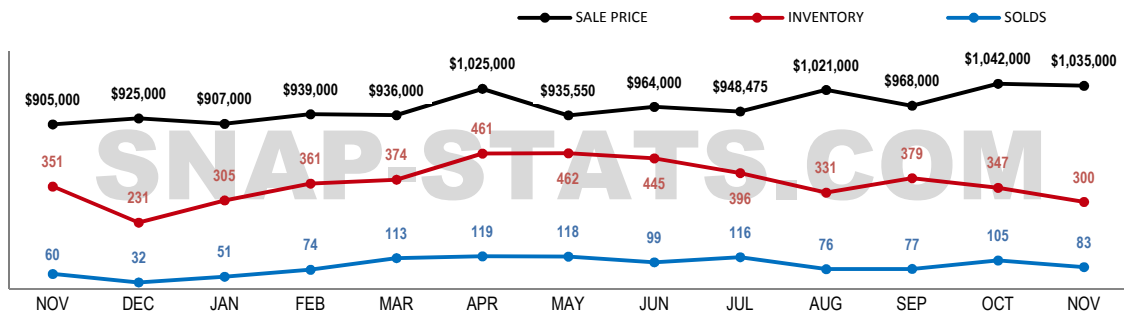
*Sales to Active Listing (Inventory) Ratio: The percent of homes selling

SnapStats™ ▷ Summary DETACHED

- Official Market Type North Vancouver Detached: Sellers market at 28% Sales Ratio average (2.8 in 10 homes selling)
- Homes are selling on average 5% below list price
- Most Active Price Band*: \$700,000 to \$800,000 with average 88% Sales Ratio (8.8 in 10 homes selling)
- Buyers Best Bet*: Homes between \$1.75 mil to \$2 mil, Edgemont, Forest Hills, Upper Lonsdale and minimum 7 bedrooms
- Sellers Best Bet*: Selling homes in Blueridge, Central Lonsdale, Lynn Valley, Pemberton Heights and 3 to 4 bedrooms

*With a minimum inventory of 10 where possible

SnapStats™ ▷ 13 Month Market Trend DETACHED



SnapStats™ ▷ Compliments of Adriaan Schipper & Ryan Kubeska



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Price Band Statistics ATTACHED (Condo & TH)

SnapStats™	Inventory	Sales	Sales Ratio*
\$0 – 300,000	84	19	22.62%
300,001 – 400,000	115	30	26.09%
400,001 – 500,000	83	15	18.07%
500,001 – 600,000	71	23	32.39%
600,001 – 700,000	46	12	26.09%
700,001 – 800,000	39	6	15.38%
800,001 – 900,000	16	1	6.25%
900,001 – 1,000,000	11	0	NA
1,000,001 – 1,250,000	9	0	NA
1,250,001 – 1,500,000	2	2	100.00%
1,500,001 – 1,750,000	1	0	NA
1,750,001 – 2,000,000	2	0	NA
2,000,001 – 2,250,000	1	0	NA
2,250,001 – 2,500,000	1	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	0	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	0	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL	481	108	22.45%
0 to 1 Bedroom	159	33	20.75%
2 Bedrooms	248	55	22.18%
3 Bedrooms	64	18	28.13%
4 Bedrooms & Greater	10	2	20.00%
TOTAL	481	108	22.45%

SnapStats™ Median Data	October	November	Variance
Inventory	541	481	-11.09%
Solds	108	108	NA
Sale Price	\$439,950	\$429,000	-2.49%
Sale Price SQFT	\$444	\$445	0.23%
Sale to List Price Ratio	99.1%	96.0%	-3.13%
Days on Market	28	27	-3.57%

Community Statistics ATTACHED (Condo & TH)

SnapStats™	Inventory	Sales	Sales Ratio*
Blueridge	1	1	100.00%
Boulevard	0	0	NA
Braemer	0	0	NA
Calverhall	0	0	NA
Canyon Heights	1	0	NA
Capilano	2	1	50.00%
Central Lonsdale	129	29	22.48%
Deep Cove	4	3	75.00%
Delbrook	4	1	25.00%
Dollarton	0	0	NA
Edgemont	2	0	NA
Forest Hills	0	0	NA
Grouse Woods	2	0	NA
Hamilton	16	0	NA
Hamilton Heights	4	0	NA
Indian Arm	0	0	NA
Indian River	4	0	NA
Lower Lonsdale	154	32	20.78%
Lynn Valley	34	8	23.53%
Lynnmoor	20	7	35.00%
Norgate	10	1	10.00%
Northlands	12	5	41.67%
Pemberton Heights	1	0	NA
Pemberton	27	7	25.93%
Princess Park	0	0	NA
Queensbury	0	0	NA
Roche Point	35	6	17.14%
Seymour	8	1	12.50%
Tempe	0	0	NA
Upper Delbrook	0	0	NA
Upper Lonsdale	8	6	75.00%
Westlynn	3	0	NA
Westlynn Terrace	0	0	NA
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	0	0	NA
TOTAL	481	108	22.45%

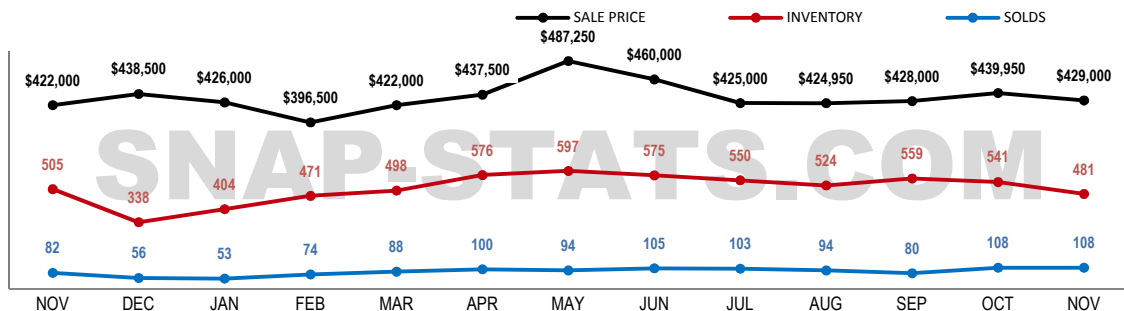
*Sales to Active Listing (Inventory) Ratio: The percent of homes selling

SnapStats™ ▷ Summary ATTACHED

- Official Market Type North Vancouver Attached: Sellers market at 22% Sales Ratio average (2.2 in 10 homes selling)
- Homes are selling on average 4% below list price
- Most Active Price Band*: \$500,000 to \$600,000 with average 32% Sales Ratio (3.2 in 10 homes selling)
- Buyers Best Bet*: Homes between \$800,000 to \$900,000, Norgate, Roche Point, Seymour and up to 1/min 4 bedrooms
- Sellers Best Bet*: Selling homes in Lynnmoor, Northlands and minimum 3 bedroom properties

*With a minimum inventory of 10 where possible

SnapStats™ ▷ 13 Month Market Trend ATTACHED



SnapStats™ ▷ Compliments of Adriaan Schipper & Ryan Kubeska



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Price Band Statistics DETACHED (HOUSES)

SnapStats™	Inventory	Sales	Sales Ratio*
\$0 – 300,000	0	0	NA
300,001 – 400,000	1	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	1	0	NA
600,001 – 700,000	2	1	50.00%
700,001 – 800,000	3	1	33.33%
800,001 – 900,000	4	2	50.00%
900,001 – 1,000,000	8	2	25.00%
1,000,001 – 1,250,000	21	4	19.05%
1,250,001 – 1,500,000	44	9	20.45%
1,500,001 – 1,750,000	27	14	51.85%
1,750,001 – 2,000,000	37	11	29.73%
2,000,001 – 2,250,000	25	4	16.00%
2,250,001 – 2,500,000	32	8	25.00%
2,500,001 – 2,750,000	20	4	20.00%
2,750,001 – 3,000,000	27	3	11.11%
3,000,001 – 3,500,000	23	3	13.04%
3,500,001 – 4,000,000	28	2	7.14%
4,000,001 – 4,500,000	21	1	4.76%
4,500,001 – 5,000,000	14	4	28.57%
5,000,001 & Greater	75	4	5.33%
TOTAL	413	77	18.64%

2 Bedrooms & Less	18	4	22.22%
3 to 4 Bedrooms	206	44	21.36%
5 to 6 Bedrooms	163	25	15.34%
7 Bedrooms & More	26	4	15.38%
TOTAL	413	77	18.64%

SnapStats™ Median Data	October	November	Variance
Inventory	497	413	-16.90%
Solds	78	77	-1.28%
Sale Price	\$2,135,000	\$1,885,000	-11.71%
Sale Price SQFT	\$611	\$578	-5.40%
Sale to List Price Ratio	92.1%	92.0%	-0.11%
Days on Market	37	50	35.14%

Community Statistics DETACHED (HOUSES)

SnapStats™	Inventory	Sales	Sales Ratio*
Altamont	21	2	9.52%
Ambleside	35	13	37.14%
Bayridge	10	3	30.00%
British Properties	77	11	14.29%
Canterbury	9	0	NA
Caulfield	34	4	11.76%
Cedardale	8	1	12.50%
Chartwell	19	1	5.26%
Chelsea Park	1	0	NA
Cypress	9	0	NA
Cypress Park Estates	6	1	16.67%
Deer Ridge	0	0	NA
Dundarave	29	11	37.93%
Eagle Harbour	17	5	29.41%
Eagleridge	6	0	NA
Furry Creek	9	2	22.22%
Gleneagles	14	1	7.14%
Glenmore	6	2	33.33%
Horseshoe Bay	4	1	25.00%
Howe Sound	14	0	NA
Lions Bay	16	0	NA
Old Caulfield	0	0	NA
Panorama Village	1	0	NA
Park Royal	1	1	100.00%
Porteau Cove	0	0	NA
Queens	10	2	20.00%
Rockridge	4	0	NA
Sandy Cove	2	1	50.00%
Sentinel Hill	13	7	53.85%
Upper Caulfield	5	1	20.00%
West Bay	7	3	42.86%
Westhill	7	1	14.29%
Westmount	7	2	28.57%
Whitby Estates	10	1	10.00%
Whytecliff	2	0	NA
TOTAL	413	77	18.64%

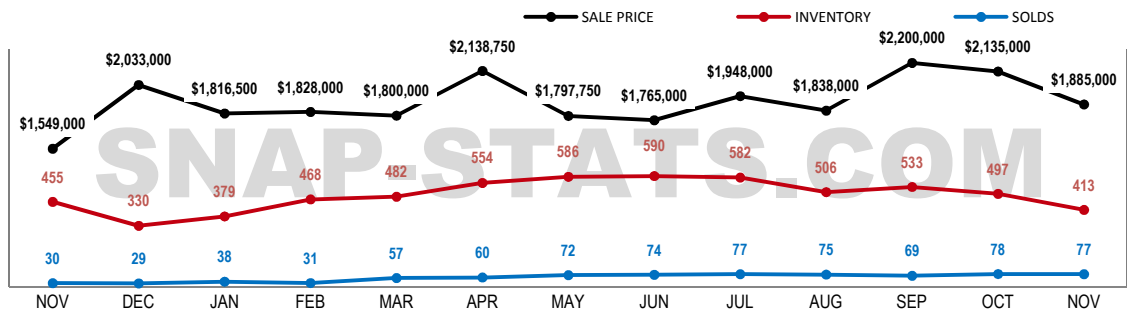
*Sales to Active Listing (Inventory) Ratio: The percent of homes selling

SnapStats™ ▷ Summary DETACHED

- Official Market Type West Vancouver Detached: Balanced market at 19% Sales Ratio average (1.9 in 10 homes selling)
- Homes are selling on average 8% below list price
- Most Active Price Band*: \$1.5 mil to \$1.75 mil with average 52% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes \$4 mil to \$4.5 mil, Altamont, Chartwell, Gleneagles, Whitby Estates and minimum 5 bedrooms
- Sellers Best Bet*: Selling homes in Ambleside, Dundarave, Sentinel Hill and up to 4 bedroom properties

*With a minimum inventory of 10 where possible

SnapStats™ ▷ 13 Month Market Trend DETACHED



SnapStats™ ▷ Compliments of Adriaan Schipper & Ryan Kubeska



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Price Band Statistics ATTACHED (Condo & TH)

SnapStats™	Inventory	Sales	Sales Ratio*
\$0 – 300,000	4	0	NA
300,001 – 400,000	20	1	5.00%
400,001 – 500,000	10	1	10.00%
500,001 – 600,000	18	1	5.56%
600,001 – 700,000	17	1	5.88%
700,001 – 800,000	12	0	NA
800,001 – 900,000	12	3	25.00%
900,001 – 1,000,000	12	1	8.33%
1,000,001 – 1,250,000	8	2	25.00%
1,250,001 – 1,500,000	18	1	5.56%
1,500,001 – 1,750,000	3	0	NA
1,750,001 – 2,000,000	9	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	1	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	1	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	3	0	NA
5,000,001 & Greater	2	0	NA
TOTAL	154	11	7.14%

	Inventory	Sales	Sales Ratio*
0 to 1 Bedroom	35	2	5.71%
2 Bedrooms	92	8	8.70%
3 Bedrooms	23	1	4.35%
4 Bedrooms & Greater	4	0	NA
TOTAL	154	11	7.14%

SnapStats™ Median Data	October	November	Variance
Inventory	152	154	1.32%
Solds	24	11	-54.17%
Sale Price	\$837,500	\$880,000	5.07%
Sale Price SQFT	\$570	\$516	-9.47%
Sale to List Price Ratio	96.0%	97.9%	1.98%
Days on Market	43	96	123.26%

Community Statistics ATTACHED (Condo & TH)

SnapStats™	Inventory	Sales	Sales Ratio*
Altamont	0	0	NA
Ambleside	54	2	3.70%
Bayridge	0	0	NA
British Properties	0	0	NA
Canterbury	0	0	NA
Caulfield	2	0	NA
Cedardale	6	0	NA
Chartwell	0	0	NA
Chelsea Park	0	0	NA
Cypress	0	0	NA
Cypress Park Estates	1	1	100.00%
Deer Ridge	1	1	100.00%
Dundarave	32	2	6.25%
Eagle Harbour	0	0	NA
Eagleridge	0	0	NA
Furry Creek	6	2	33.33%
Gleneagles	0	0	NA
Glenmore	0	0	NA
Horseshoe Bay	1	0	NA
Howe Sound	3	1	33.33%
Lions Bay	1	0	NA
Old Caulfield	1	0	NA
Panorama Village	15	2	13.33%
Park Royal	21	0	NA
Porteau Cove	0	0	NA
Queens	0	0	NA
Rockridge	0	0	NA
Sandy Cove	0	0	NA
Sentinel Hill	1	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	154	11	7.14%

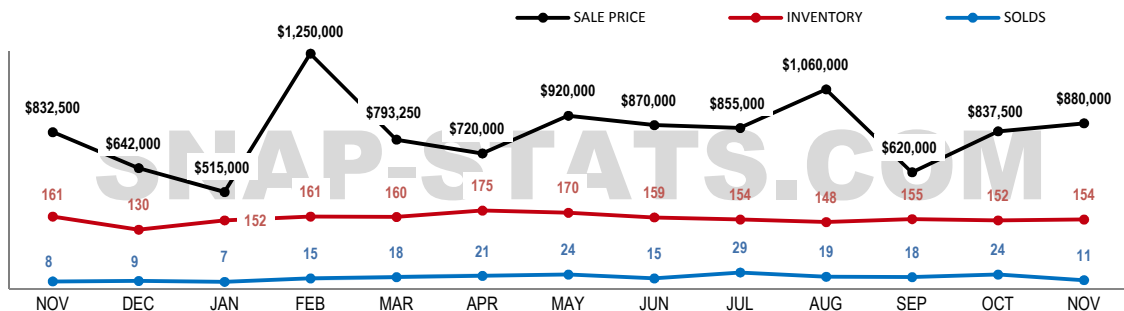
*Sales to Active Listing (Inventory) Ratio: The percent of homes selling

SnapStats™ ▷ Summary ATTACHED

- Official Market Type West Vancouver Attached: Buyers market at 7% Sales Ratio average (7 in 100 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 \$300,000 to \$400,000, Ambleside, Dundarave and 3 bedroom properties
- Sellers Best Bet*: Selling homes in Panorama Village and 2 bedroom properties

* With a minimum inventory of 10 where possible

SnapStats™ ▷ 13 Month Market Trend ATTACHED



SnapStats™ ▷ Compliments of Adriaan Schipper & Ryan Kubeska



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Price Band Statistics DETACHED (HOUSES)

SnapStats™	Inventory	Sales	Sales Ratio*
\$0 – 300,000	4	1	25.00%
300,001 – 400,000	0	0	NA
400,001 – 500,000	1	1	100.00%
500,001 – 600,000	4	1	25.00%
600,001 – 700,000	18	7	38.89%
700,001 – 800,000	49	13	26.53%
800,001 – 900,000	87	20	22.99%
900,001 – 1,000,000	75	12	16.00%
1,000,001 – 1,250,000	96	18	18.75%
1,250,001 – 1,500,000	114	14	12.28%
1,500,001 – 1,750,000	98	8	8.16%
1,750,001 – 2,000,000	68	1	1.47%
2,000,001 – 2,250,000	30	5	16.67%
2,250,001 – 2,500,000	41	2	4.88%
2,500,001 – 2,750,000	22	2	9.09%
2,750,001 – 3,000,000	17	1	5.88%
3,000,001 – 3,500,000	2	0	NA
3,500,001 – 4,000,000	11	0	NA
4,000,001 – 4,500,000	2	0	NA
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	5	0	NA
TOTAL	745	106	14.23%

2 Bedrooms & Less	20	5	25.00%
3 to 4 Bedrooms	279	53	19.00%
5 to 6 Bedrooms	401	47	11.72%
7 Bedrooms & More	45	1	2.22%
TOTAL	745	106	14.23%

SnapStats™ Median Data	October	November	Variance
Inventory	813	745	-8.36%
Solds	118	106	-10.17%
Sale Price	\$1,053,571	\$987,500	-6.27%
Sale Price SQFT	\$405	\$395	-2.47%
Sale to List Price Ratio	95.9%	94.6%	-1.46%
Days on Market	60	49	-18.33%

Community Statistics DETACHED (HOUSES)

SnapStats™	Inventory	Sales	Sales Ratio*
Boyd Park	20	6	30.00%
Bridgeport	14	4	28.57%
Brighthouse	10	1	10.00%
Brighthouse South	4	1	25.00%
Broadmoor	82	6	7.32%
East Cambie	33	3	9.09%
East Richmond	10	1	10.00%
Garden City	34	7	20.59%
Gilmore	4	0	NA
Granville	40	5	12.50%
Hamilton	18	3	16.67%
Ironwood	31	2	6.45%
Lackner	35	7	20.00%
McLennan	12	0	NA
McLennan North	15	1	6.67%
McNair	20	5	25.00%
Quilchena	22	4	18.18%
Riverdale	45	10	22.22%
Saunders	43	3	6.98%
Sea Island	2	0	NA
Seafair	60	5	8.33%
South Arm	17	0	NA
Steveston North	37	8	21.62%
Steveston South	9	6	66.67%
Steveston Village	20	1	5.00%
Terra Nova	20	2	10.00%
West Cambie	41	5	12.20%
Westwind	6	5	83.33%
Woodwards	41	5	12.20%
TOTAL	745	106	14.23%

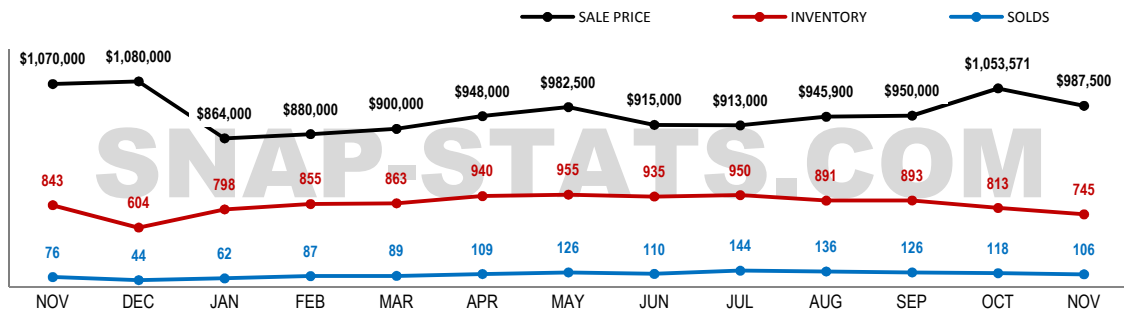
*Sales to Active Listing (Inventory) Ratio: The percent of homes selling

SnapStats™ ▷ Summary DETACHED

- Official Market Type Richmond Detached: Buyers market at 14% Sales Ratio average (15% is a Balanced market)
- Homes are selling on average 5% below list price
- Most Active Price Band*: \$600,000 to \$700,000 with average 39% Sales Ratio (4 in 10 homes selling)
- Buyers Best Bet*: Homes between \$1.75 to \$2 mil, Ironwood, McLennan North, Saunders, Steveston Village and 7+ bedrooms
- Sellers Best Bet*: Selling homes in Boyd Park, Bridgeport, Steveston South and up to 2 bedroom properties

* With a minimum inventory of 10 where possible

SnapStats™ ▷ 13 Month Market Trend DETACHED



SnapStats™ ▷ Compliments of Adriaan Schipper & Ryan Kubeska



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Price Band Statistics ATTACHED (Condo & TH)

SnapStats™	Inventory	Sales	Sales Ratio*
\$0 – 300,000	271	35	12.92%
300,001 – 400,000	277	46	16.61%
400,001 – 500,000	220	45	20.45%
500,001 – 600,000	201	28	13.93%
600,001 – 700,000	94	18	19.15%
700,001 – 800,000	31	4	12.90%
800,001 – 900,000	16	0	NA
900,001 – 1,000,000	15	0	NA
1,000,001 – 1,250,000	15	1	6.67%
1,250,001 – 1,500,000	5	0	NA
1,500,001 – 1,750,000	1	0	NA
1,750,001 – 2,000,000	4	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	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	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	1152	177	15.36%

	Inventory	Sales	Sales Ratio*
0 to 1 Bedroom	308	25	8.12%
2 Bedrooms	490	79	16.12%
3 Bedrooms	296	60	20.27%
4 Bedrooms & Greater	58	13	22.41%
TOTAL	1152	177	15.36%

SnapStats™ Median Data	October	November	Variance
Inventory	1182	1152	-2.54%
Solds	199	177	-11.06%
Sale Price	\$422,000	\$424,000	0.47%
Sale Price SQFT	\$409	\$391	-4.40%
Sale to List Price Ratio	98.2%	97.9%	-0.31%
Days on Market	28	44	57.14%

Community Statistics ATTACHED (Condo & TH)

SnapStats™	Inventory	Sales	Sales Ratio*
Boyd Park	19	7	36.84%
Bridgeport	17	0	NA
Brighthouse	405	46	11.36%
Brighthouse South	174	30	17.24%
Broadmoor	15	2	13.33%
East Cambie	43	8	18.60%
East Richmond	6	0	NA
Garden City	15	5	33.33%
Gilmore	0	0	NA
Granville	27	2	7.41%
Hamilton	10	2	20.00%
Ironwood	12	2	16.67%
Lackner	14	0	NA
McLennan	1	0	NA
McLennan North	122	21	17.21%
McNair	0	0	NA
Quilchena	2	1	50.00%
Riverdale	29	3	10.34%
Saunders	20	8	40.00%
Sea Island	0	0	NA
Seafair	2	2	100.00%
South Arm	21	3	14.29%
Steveston North	10	0	NA
Steveston South	59	11	18.64%
Steveston Village	6	2	33.33%
Terra Nova	6	2	33.33%
West Cambie	111	18	16.22%
Westwind	1	1	100.00%
Woodwards	5	1	20.00%
TOTAL	1152	177	15.36%

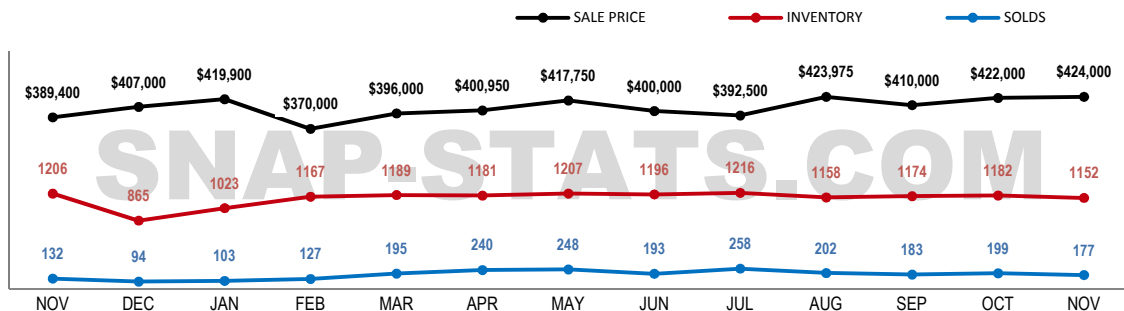
*Sales to Active Listing (Inventory) Ratio: The percent of homes selling

SnapStats™ ▷ Summary ATTACHED

- Official Market Type Richmond 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 20% Sales Ratio (2 in 10 homes selling)
- Buyers Best Bet*: Homes between \$1 mil to \$1.25 mil, Brighthouse, Granville, Riverdale and up to 1 bedroom properties
- Sellers Best Bet*: Selling homes in Boyd Park, Garden City, Saunders and minimum 3 bedroom properties

* With a minimum inventory of 10 where possible

SnapStats™ ▷ 13 Month Market Trend ATTACHED



SnapStats™ ▷ Compliments of Adriaan Schipper & Ryan Kubeska



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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	1	0	NA
500,001 – 600,000	3	3	100.00%
600,001 – 700,000	24	7	29.17%
700,001 – 800,000	21	5	23.81%
800,001 – 900,000	16	0	NA
900,001 – 1,000,000	9	0	NA
1,000,001 – 1,250,000	11	0	NA
1,250,001 – 1,500,000	7	0	NA
1,500,001 – 1,750,000	3	0	NA
1,750,001 – 2,000,000	3	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	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	1	0	NA
5,000,001 & Greater	1	0	NA
TOTAL	106	15	14.15%

2 Bedrooms & Less	11	2	18.18%
3 to 4 Bedrooms	65	12	18.46%
5 to 6 Bedrooms	27	1	3.70%
7 Bedrooms & More	3	0	NA
TOTAL	106	15	14.15%

SnapStats™ Median Data	October	November	Variance
Inventory	126	106	-15.87%
Solds	15	15	NA
Sale Price	\$720,000	\$635,000	-11.81%
Sale Price SQFT	\$279	\$297	6.45%
Sale to List Price Ratio	96.3%	94.9%	-1.45%
Days on Market	32	66	106.25%

Community Statistics DETACHED (HOUSES)

SnapStats™	Inventory	Sales	Sales Ratio*
Beach Grove	14	4	28.57%
Boundary Beach	9	0	NA
Cliff Drive	19	3	15.79%
English Bluff	18	0	NA
Pebble Hill	26	6	23.08%
Tsawwassen Central	11	2	18.18%
Tsawwassen East	9	0	NA
TOTAL	106	15	14.15%

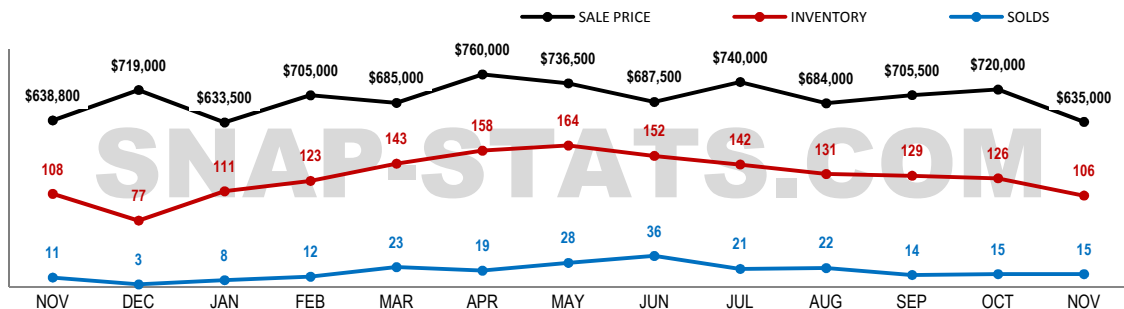
*Sales to Active Listing (Inventory) Ratio: The percent of homes selling

SnapStats™ ▷ Summary DETACHED

- Official Market Type Tsawwassen Detached: Buyers market at 14% Sales Ratio average (15% is a Balanced market)
- Homes are selling on average 5% below list price
- Most Active Price Band*: \$600,000 to \$700,000 with average 29% Sales Ratio (2.9 in 10 homes selling ~ Sellers market)
- Buyers Best Bet*: Homes between \$700,000 to \$800,000, Cliff Drive, Tsawwassen Central and 5 to 6 bedroom properties
- Sellers Best Bet*: Selling homes in Beach Grove, Pebble Hill and up to 4 bedroom properties

* With a minimum inventory of 10 where possible

SnapStats™ ▷ 13 Month Market Trend DETACHED



SnapStats™ ▷ Compliments of Adriaan Schipper & Ryan Kubeska



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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	3	12.00%
400,001 – 500,000	15	0	NA
500,001 – 600,000	7	0	NA
600,001 – 700,000	5	0	NA
700,001 – 800,000	2	0	NA
800,001 – 900,000	2	0	NA
900,001 – 1,000,000	2	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	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	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	76	4	5.26%
0 to 1 Bedroom	11	0	NA
2 Bedrooms	56	4	7.14%
3 Bedrooms	9	0	NA
4 Bedrooms & Greater	0	0	NA
TOTAL	76	4	5.26%

SnapStats™ Median Data	October	November	Variance
Inventory	77	76	-1.30%
Solds	9	4	-55.56%
Sale Price	\$326,000	\$330,803	1.47%
Sale Price SQFT	\$299	\$278	-7.02%
Sale to List Price Ratio	97.3%	100.3%	3.08%
Days on Market	65	134	106.15%

Community Statistics ATTACHED (Condo & TH)

SnapStats™	Inventory	Sales	Sales Ratio*
Beach Grove	18	2	11.11%
Boundary Beach	2	0	NA
Cliff Drive	32	2	6.25%
English Bluff	2	0	NA
Pebble Hill	0	0	NA
Tsawwassen Central	17	0	NA
Tsawwassen East	5	0	NA
TOTAL	76	4	5.26%

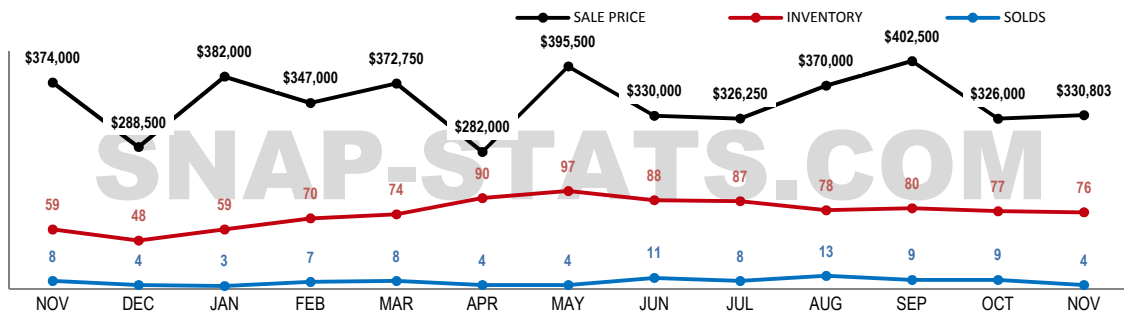
*Sales to Active Listing (Inventory) Ratio: The percent of homes selling

SnapStats™ ▷ Summary ATTACHED

- Official Market Type Tsawwassen Attached: *Insufficient Data** but with 4 sales it is a Buyers Market with a 5% Sales Ratio
- Homes are selling on average at: *Insufficient Data*
- Most Active Price Band*: *Insufficient Data*
- Buyers Best Bet*: *Insufficient Data*
- Sellers Best Bet*: *Insufficient Data*

* With a minimum inventory of 10 where possible

SnapStats™ ▷ 13 Month Market Trend ATTACHED



SnapStats™ ▷ Compliments of Adriaan Schipper & Ryan Kubeska



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Price Band Statistics DETACHED (HOUSES)

SnapStats™	Inventory	Sales	Sales Ratio*
\$0 – 300,000	2	1	50.00%
300,001 – 400,000	0	0	NA
400,001 – 500,000	3	3	100.00%
500,001 – 600,000	17	4	23.53%
600,001 – 700,000	19	2	10.53%
700,001 – 800,000	14	0	NA
800,001 – 900,000	9	1	11.11%
900,001 – 1,000,000	4	3	75.00%
1,000,001 – 1,250,000	3	0	NA
1,250,001 – 1,500,000	3	0	NA
1,500,001 – 1,750,000	0	0	NA
1,750,001 – 2,000,000	0	0	NA
2,000,001 – 2,250,000	1	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	75	14	18.67%

2 Bedrooms & Less	13	3	23.08%
3 to 4 Bedrooms	45	8	17.78%
5 to 6 Bedrooms	17	3	17.65%
7 Bedrooms & More	0	0	NA
TOTAL	75	14	18.67%

SnapStats™ Median Data	October	November	Variance
Inventory	91	75	-17.58%
Solds	14	14	NA
Sale Price	\$595,000	\$557,350	-6.33%
Sale Price SQFT	\$300	\$310	3.33%
Sale to List Price Ratio	97.0%	95.3%	-1.75%
Days on Market	42	78	85.71%

Community Statistics DETACHED (HOUSES)

SnapStats™	Inventory	Sales	Sales Ratio*
Delta Manor	5	1	20.00%
East Delta	0	0	NA
Hawthorne	20	3	15.00%
Holly	10	4	40.00%
Ladner Elementary	9	1	11.11%
Ladner Rural	9	0	NA
Neilsen Grove	13	2	15.38%
Port Guichon	7	3	42.86%
Westham Island	2	0	NA
TOTAL	75	14	18.67%

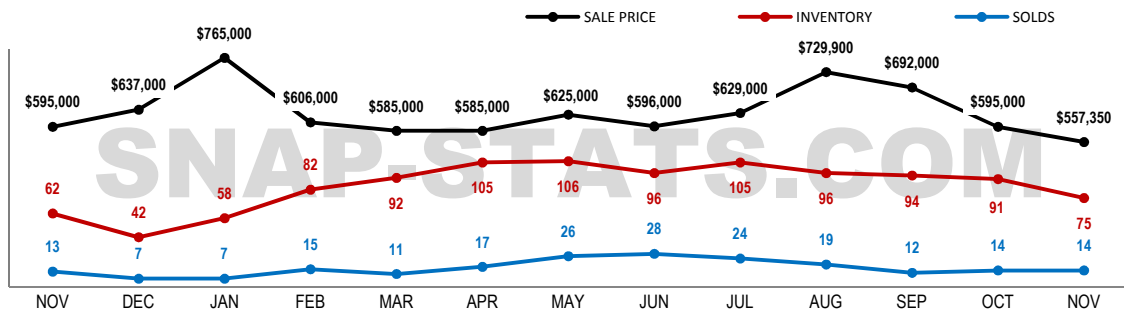
*Sales to Active Listing (Inventory) Ratio: The percent of homes selling

SnapStats™ ▷ Summary DETACHED

- Official Market Type Ladner Detached: Balanced market at 19% Sales Ratio average (1.9 in 10 homes selling)
- Homes are selling on average 5% below list price
- Most Active Price Band*: \$500,000 to \$600,000 with average 24% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes between \$600,000 to \$700,000, Hawthorne, Ladner Elementary, Neilsen Grove and 3+ bedrooms
- Sellers Best Bet*: Selling homes in Holly 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	8	1	12.50%
300,001 – 400,000	10	6	60.00%
400,001 – 500,000	6	2	33.33%
500,001 – 600,000	1	0	NA
600,001 – 700,000	2	0	NA
700,001 – 800,000	6	2	33.33%
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	33	11	33.33%

0 to 1 Bedroom	4	0	NA
2 Bedrooms	17	6	35.29%
3 Bedrooms	10	4	40.00%
4 Bedrooms & Greater	2	1	50.00%
TOTAL	33	11	33.33%

SnapStats™ Median Data	October	November	Variance
Inventory	61	33	-45.90%
Solds	10	11	10.00%
Sale Price	\$377,500	\$350,000	-7.28%
Sale Price SQFT	\$273	\$248	-9.16%
Sale to List Price Ratio	96.8%	97.5%	0.72%
Days on Market	72	41	-43.06%

Community Statistics ATTACHED (Condo & TH)

SnapStats™	Inventory	Sales	Sales Ratio*
Delta Manor	6	1	16.67%
East Delta	0	0	NA
Hawthorne	6	3	50.00%
Holly	3	3	100.00%
Ladner Elementary	10	2	20.00%
Ladner Rural	0	0	NA
Neilsen Grove	8	2	25.00%
Port Guichon	0	0	NA
Westham Island	0	0	NA
TOTAL	33	11	33.33%

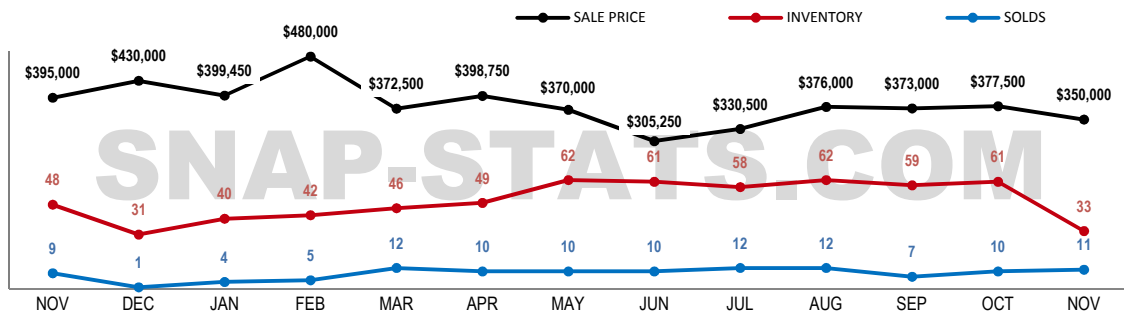
*Sales to Active Listing (Inventory) Ratio: The percent of homes selling

SnapStats™ Summary ATTACHED

- Official Market Type Ladner Attached: Sellers market at 33% Sales Ratio average (3.3 in 10 homes selling)
- Homes are selling on average 2% below list price
- Most Active Price Band*: \$300,000 to \$400,000 with average 60% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes between \$0 to \$300,000 with average 12.5% Sales Ratio (1.3 in 10 homes selling)
- Sellers Best Bet*: Selling homes in Ladner Elementary

* With a minimum inventory of 10 where possible

SnapStats™ 13 Month Market Trend ATTACHED



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