

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

*Compliments of:*

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**SnapStats**<sup>®</sup>

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# METRO VANCOUVER EDITION



## Price Band & Bedroom STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	54	16	29.63%
300,001 – 400,000	127	45	35.43%
400,001 – 500,000	184	63	34.24%
500,001 – 600,000	120	28	23.33%
600,001 – 700,000	96	19	19.79%
700,001 – 800,000	54	11	20.37%
800,001 – 900,000	45	11	24.44%
900,001 – 1,000,000	27	4	14.81%
1,000,001 – 1,250,000	52	7	13.46%
1,250,001 – 1,500,000	46	4	8.70%
1,500,001 – 1,750,000	30	6	20.00%
1,750,001 – 2,000,000	23	5	21.74%
2,000,001 – 2,250,000	11	2	18.18%
2,250,001 – 2,500,000	9	0	NA
2,500,001 – 2,750,000	7	3	42.86%
2,750,001 – 3,000,000	8	4	50.00%
3,000,001 – 3,500,000	13	2	15.38%
3,500,001 – 4,000,000	6	1	16.67%
4,000,001 – 4,500,000	4	2	50.00%
4,500,001 – 5,000,000	6	0	NA
5,000,001 & Greater	13	1	7.69%
<b>TOTAL</b>	<b>935</b>	<b>234</b>	<b>25.03%</b>

0 to 1 Bedroom	414	115	27.78%
2 Bedrooms	439	108	24.60%
3 Bedrooms	73	11	15.07%
4 Bedrooms & Greater	9	0	NA
<b>TOTAL</b>	<b>935</b>	<b>234</b>	<b>25.03%</b>

SnapStats® Median Data	February	March	Variance
Inventory	845	935	10.65%
Solds	186	234	25.81%
Sale Price	\$502,500	\$484,950	-3.49%
Sale Price SQFT	\$638	\$611	-4.23%
Sale to List Price Ratio	96.3%	97.6%	1.35%
Days on Market	20	17	-15.00%

## Community STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Coal Harbour	163	23	14.11%
Downtown	383	93	24.28%
Westend	187	58	31.02%
Yaletown	202	60	29.70%
<b>TOTAL</b>	<b>935</b>	<b>234</b>	<b>25.03%</b>

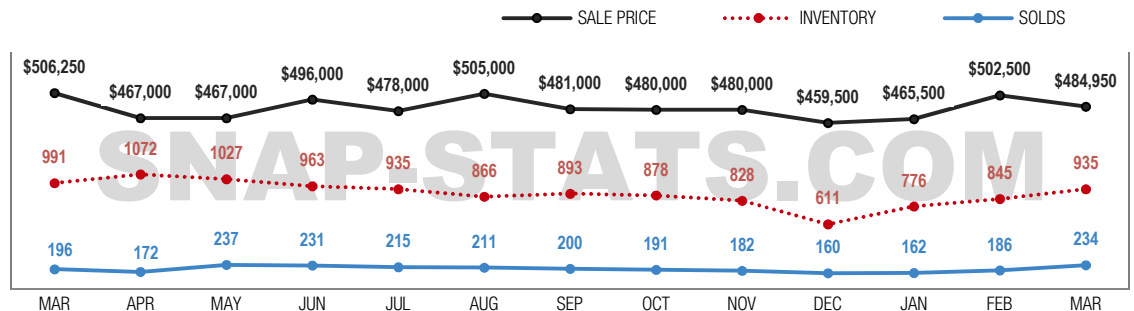
\*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

## Market Summary

- Official Market Type **DOWNTOWN**: Sellers market at 25% Sales Ratio average (1 in 4 homes selling)
- Homes are selling on average at 2% below list price
- Most Active Price Band\* +/- \$1 mil: \$300,000 to \$500,000 (35% Sales Ratio); \$1.5 mil to \$2 mil (21% Sales Ratio)
- Buyers Best Bet\* +/- \$1 mil: Homes between \$900,000 to \$1 mil; \$5 mil plus, Coal Harbour and 3 bedroom properties
- Sellers Best Bet\*: Selling homes in Westend and up to 1 bedroom properties

\* With a minimum inventory of 10 where possible

## 13 Month Market Trend



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## Price Band & Bedroom **STATS HOUSES (DETACHED)**

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	2	0	NA
700,001 – 800,000	0	0	NA
800,001 – 900,000	1	1	100.00%
900,001 – 1,000,000	1	0	NA
1,000,001 – 1,250,000	9	5	55.56%
1,250,001 – 1,500,000	26	16	61.54%
1,500,001 – 1,750,000	54	15	27.78%
1,750,001 – 2,000,000	65	16	24.62%
2,000,001 – 2,250,000	47	11	23.40%
2,250,001 – 2,500,000	94	18	19.15%
2,500,001 – 2,750,000	59	16	27.12%
2,750,001 – 3,000,000	84	12	14.29%
3,000,001 – 3,500,000	67	14	20.90%
3,500,001 – 4,000,000	82	9	10.98%
4,000,001 – 4,500,000	37	5	13.51%
4,500,001 – 5,000,000	35	2	5.71%
5,000,001 & Greater	92	7	7.61%
<b>TOTAL</b>	<b>756</b>	<b>148</b>	<b>19.58%</b>

2 Bedrooms & Less	23	8	34.78%
3 to 4 Bedrooms	245	49	20.00%
5 to 6 Bedrooms	377	79	20.95%
7 Bedrooms & More	111	12	10.81%
<b>TOTAL</b>	<b>756</b>	<b>148</b>	<b>19.58%</b>

SnapStats® Median Data	February	March	Variance
Inventory	734	756	3.00%
Solds	173	148	-14.45%
Sale Price	\$2,550,000	\$2,375,000	-6.86%
Sale Price SQFT	\$842	\$796	-5.46%
Sale to List Price Ratio	102.5%	97.2%	-5.17%
Days on Market	15	29	93.33%

## Community **STATS HOUSES (DETACHED)**

SnapStats®	Inventory	Sales	Sales Ratio*
Arbutus	43	8	18.60%
Cambie	48	17	35.42%
Dunbar	84	23	27.38%
Fairview	1	0	NA
Falsecreek	0	0	NA
Kerrisdale	59	17	28.81%
Kitsilano	36	15	41.67%
Mackenzie Heights	30	4	13.33%
Marpole	53	6	11.32%
Mount Pleasant	1	0	NA
Oakridge	27	3	11.11%
Point Grey	71	17	23.94%
Quilchena	29	5	17.24%
SW Marine	28	7	25.00%
Shaughnessy	78	5	6.41%
South Cambie	20	3	15.00%
South Granville	95	11	11.58%
Southlands	31	2	6.45%
University	22	5	22.73%
<b>TOTAL</b>	<b>756</b>	<b>148</b>	<b>19.58%</b>

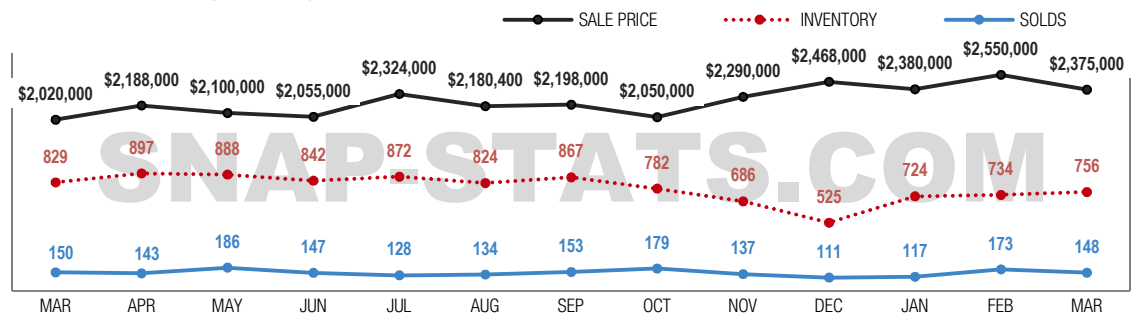
\*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

## Market Summary

- Official Market Type **WESTSIDE DETACHED**: Balanced market at 20% Sales Ratio average (21% is a Sellers market)
- Homes are selling on average 3% below list price
- Most Active Price Band\* +/- \$2 mil: \$1.25 mil to \$1.5 mil (62% Sales Ratio); \$2.5 mil to \$2.75 mil (27% Sales Ratio)
- Buyers Best Bet\* +/- \$2 mil: Homes between \$1.75 mil to \$2 mil; \$4.5 mil to \$5 mil, Shaughnessy, Southlands and 7 plus bedrooms
- Sellers Best Bet\*: Selling homes in Cambie, Kitsilano and up to 2 bedroom properties

\* With a minimum inventory of 10 where possible

## 13 Month Market Trend



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## Price Band & Bedroom *STATS CONDO & TH (ATTACHED)*

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	44	7	15.91%
300,001 – 400,000	152	22	14.47%
400,001 – 500,000	149	40	26.85%
500,001 – 600,000	135	27	20.00%
600,001 – 700,000	125	27	21.60%
700,001 – 800,000	67	18	26.87%
800,001 – 900,000	67	12	17.91%
900,001 – 1,000,000	48	3	6.25%
1,000,001 – 1,250,000	58	14	24.14%
1,250,001 – 1,500,000	42	6	14.29%
1,500,001 – 1,750,000	19	4	21.05%
1,750,001 – 2,000,000	11	0	NA
2,000,001 – 2,250,000	3	0	NA
2,250,001 – 2,500,000	3	0	NA
2,500,001 – 2,750,000	3	1	33.33%
2,750,001 – 3,000,000	3	1	33.33%
3,000,001 – 3,500,000	1	0	NA
3,500,001 – 4,000,000	4	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
<b>TOTAL</b>	<b>934</b>	<b>182</b>	<b>19.49%</b>

0 to 1 Bedroom	327	51	15.60%
2 Bedrooms	468	109	23.29%
3 Bedrooms	123	20	16.26%
4 Bedrooms & Greater	16	2	12.50%
<b>TOTAL</b>	<b>934</b>	<b>182</b>	<b>19.49%</b>

SnapStats® Median Data	February	March	Variance
Inventory	869	934	7.48%
Solds	178	182	2.25%
Sale Price	\$566,191	\$587,500	3.76%
Sale Price SQFT	\$592	\$616	4.05%
Sale to List Price Ratio	97.4%	98.1%	0.72%
Days on Market	23	26	13.04%

## Community *STATS CONDO & TH (ATTACHED)*

SnapStats®	Inventory	Sales	Sales Ratio*
Arbutus	0	0	NA
Cambie	22	3	13.64%
Dunbar	12	3	25.00%
Fairview	183	43	23.50%
Falsecreek	135	25	18.52%
Kerrisdale	34	15	44.12%
Kitsilano	162	40	24.69%
Mackenzie Heights	0	0	NA
Marpole	47	4	8.51%
Mount Pleasant	15	5	33.33%
Oakridge	25	2	8.00%
Point Grey	19	7	36.84%
Quilchena	45	7	15.56%
SW Marine	8	1	12.50%
Shaughnessy	14	3	21.43%
South Cambie	12	3	25.00%
South Granville	15	0	NA
Southlands	6	2	33.33%
University	180	19	10.56%
<b>TOTAL</b>	<b>934</b>	<b>182</b>	<b>19.49%</b>

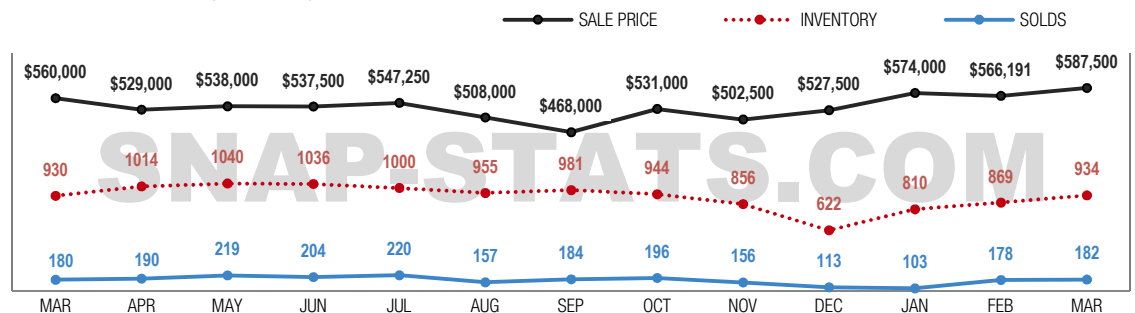
\*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

## Market Summary

- Official Market Type **WESTSIDE ATTACHED**: Balanced market at 19% Sales Ratio average (1.9 in 10 homes selling)
- Homes are selling on average 2% below list price
- Most Active Price Band\*: \$400,000 to \$500,000; \$700,000 to \$800,000 with average 27% Sales Ratio (Sellers market)
- Buyers Best Bet\*: Homes between \$900,000 to \$1 mil, Marpole, Oakridge and minimum 4 bedroom properties
- Sellers Best Bet\*: Selling homes in Kerrisdale, Mount Pleasant, Point Grey and 2 bedroom properties

\* With a minimum inventory of 10 where possible

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## Price Band & Bedroom **STATS HOUSES (DETACHED)**

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	8	7	87.50%
700,001 – 800,000	39	26	66.67%
800,001 – 900,000	60	38	63.33%
900,001 – 1,000,000	67	28	41.79%
1,000,001 – 1,250,000	91	39	42.86%
1,250,001 – 1,500,000	95	15	15.79%
1,500,001 – 1,750,000	34	10	29.41%
1,750,001 – 2,000,000	13	0	NA
2,000,001 – 2,250,000	7	0	NA
2,250,001 – 2,500,000	1	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	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
<b>TOTAL</b>	<b>419</b>	<b>163</b>	<b>38.90%</b>

2 Bedrooms & Less	21	11	52.38%
3 to 4 Bedrooms	96	64	66.67%
5 to 6 Bedrooms	194	68	35.05%
7 Bedrooms & More	108	20	18.52%
<b>TOTAL</b>	<b>419</b>	<b>163</b>	<b>38.90%</b>

SnapStats® Median Data	February	March	Variance
Inventory	395	419	6.08%
Solds	130	163	25.38%
Sale Price	\$961,500	\$940,000	-2.24%
Sale Price SQFT	\$432	\$425	-1.62%
Sale to List Price Ratio	98.2%	100.1%	1.93%
Days on Market	14	9	-35.71%

## Community **STATS HOUSES (DETACHED)**

SnapStats®	Inventory	Sales	Sales Ratio*
Champlain Heights	1	0	NA
Collingwood	51	10	19.61%
Downtown	0	0	NA
Fraser	28	13	46.43%
Fraserview	46	6	13.04%
Grandview	10	10	100.00%
Hastings	3	2	66.67%
Hastings East	19	6	31.58%
Killarney	35	17	48.57%
Knight	38	18	47.37%
Main	24	13	54.17%
Mt Pleasant	15	6	40.00%
Renfrew Heights	37	8	21.62%
Renfrew	43	23	53.49%
South Vancouver	51	20	39.22%
Victoria	18	11	61.11%
<b>TOTAL</b>	<b>419</b>	<b>163</b>	<b>38.90%</b>

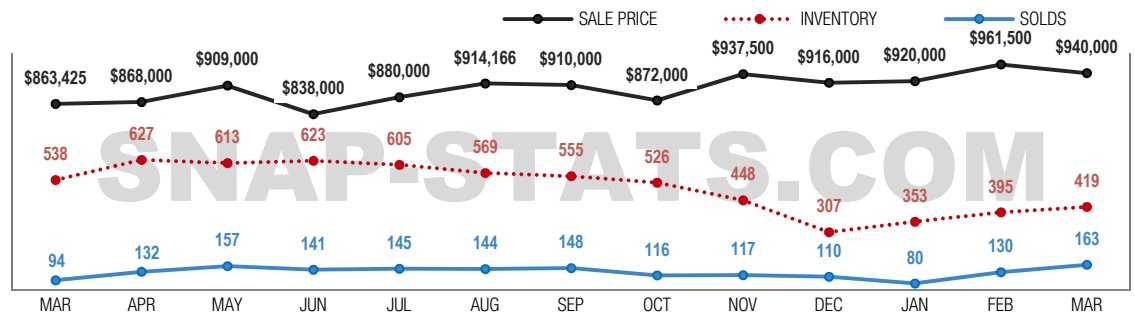
\*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

## Market Summary

- Official Market Type **EASTSIDE DETACHED**: Sellers market at 39% Sales Ratio average (3.9 in 10 homes selling)
- Homes are selling on average at list price
- Most Active Price Band\*: \$700,000 to \$900,000 with average 66% Sales Ratio (Sellers market)
- Buyers Best Bet\*: Homes between \$1.25 mil to \$1.5 mil, Fraserview, Renfrew Heights and minimum 7 bedroom properties
- Sellers Best Bet\*: Selling homes in Grandview, Renfrew, Victoria and 3 to 4 bedroom properties

\* With a minimum inventory of 10 where possible

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## Price Band & Bedroom STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	150	44	29.33%
300,001 – 400,000	158	48	30.38%
400,001 – 500,000	106	36	33.96%
500,001 – 600,000	46	16	34.78%
600,001 – 700,000	42	10	23.81%
700,001 – 800,000	17	8	47.06%
800,001 – 900,000	9	0	NA
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	3	2	66.67%
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
<b>TOTAL</b>	<b>541</b>	<b>166</b>	<b>30.68%</b>

0 to 1 Bedroom	249	73	29.32%
2 Bedrooms	226	66	29.20%
3 Bedrooms	59	25	42.37%
4 Bedrooms & Greater	7	2	28.57%
<b>TOTAL</b>	<b>541</b>	<b>166</b>	<b>30.68%</b>

SnapStats® Median Data	February	March	Variance
Inventory	528	541	2.46%
Solds	162	166	2.47%
Sale Price	\$345,500	\$384,450	11.27%
Sale Price SQFT	\$475	\$508	6.95%
Sale to List Price Ratio	97.8%	99.0%	1.23%
Days on Market	7	10	42.86%

## Community STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Champlain Heights	25	9	36.00%
Collingwood	93	48	51.61%
Downtown	17	4	23.53%
Fraser	37	9	24.32%
Fraserview	37	4	10.81%
Grandview	23	11	47.83%
Hastings	54	19	35.19%
Hastings East	14	2	14.29%
Killarney	17	2	11.76%
Knight	12	2	16.67%
Main	19	5	26.32%
Mt Pleasant	161	42	26.09%
Renfrew Heights	0	0	NA
Renfrew	14	3	21.43%
South Vancouver	1	0	NA
Victoria	17	6	35.29%
<b>TOTAL</b>	<b>541</b>	<b>166</b>	<b>30.68%</b>

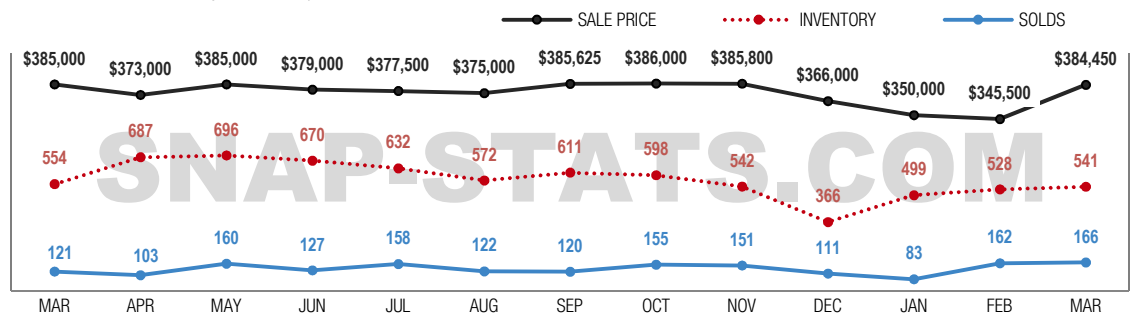
\*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

## Market Summary

- Official Market Type **EASTSIDE ATTACHED**: Sellers market at 31% Sales Ratio average (3.1 in 10 homes selling)
- Homes are selling on average 1% below list price
- Most Active Price Band\*: \$700,000 to \$800,000 with average 47% Sales Ratio (Sellers market)
- Buyers Best Bet\*: Homes between \$600,000 to \$700,000, Fraserview, Hastings East, Killarney and all but 3 bedroom properties
- Sellers Best Bet\*: Selling homes in Collingwood, Grandview and 3 bedroom properties

\* With a minimum inventory of 10 where possible

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## Price Band & Bedroom **STATS HOUSES (DETACHED)**

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	2	0	NA
300,001 – 400,000	1	0	NA
400,001 – 500,000	1	0	NA
500,001 – 600,000	1	1	100.00%
600,001 – 700,000	5	5	100.00%
700,001 – 800,000	23	16	69.57%
800,001 – 900,000	36	26	72.22%
900,001 – 1,000,000	17	14	82.35%
1,000,001 – 1,250,000	66	33	50.00%
1,250,001 – 1,500,000	77	23	29.87%
1,500,001 – 1,750,000	35	7	20.00%
1,750,001 – 2,000,000	17	4	23.53%
2,000,001 – 2,250,000	10	4	40.00%
2,250,001 – 2,500,000	19	0	NA
2,500,001 – 2,750,000	4	0	NA
2,750,001 – 3,000,000	5	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	2	1	50.00%
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	2	0	NA
5,000,001 & Greater	3	0	NA
<b>TOTAL</b>	<b>326</b>	<b>134</b>	<b>41.10%</b>

2 Bedrooms & Less	11	8	72.73%
3 to 4 Bedrooms	164	77	46.95%
5 to 6 Bedrooms	128	43	33.59%
7 Bedrooms & More	23	6	26.09%
<b>TOTAL</b>	<b>326</b>	<b>134</b>	<b>41.10%</b>

SnapStats® Median Data	February	March	Variance
Inventory	299	326	9.03%
Solds	93	134	44.09%
Sale Price	\$1,095,000	\$1,059,000	-3.29%
Sale Price SQFT	\$378	\$432	14.29%
Sale to List Price Ratio	99.7%	99.4%	-0.30%
Days on Market	14	10	-28.57%

## Community **STATS HOUSES (DETACHED)**

SnapStats®	Inventory	Sales	Sales Ratio*
Blueridge	9	9	100.00%
Boulevard	9	4	44.44%
Braemer	3	0	NA
Calverhall	5	3	60.00%
Canyon Heights	41	13	31.71%
Capilano	5	2	40.00%
Central Lonsdale	9	9	100.00%
Deep Cove	14	5	35.71%
Delbrook	3	1	33.33%
Dollarton	9	4	44.44%
Edgemont	20	3	15.00%
Forest Hills	13	8	61.54%
Grouse Woods	3	3	100.00%
Hamilton	7	7	100.00%
Hamilton Heights	1	0	NA
Indian Arm	5	1	20.00%
Indian River	3	1	33.33%
Lower Lonsdale	6	0	NA
Lynn Valley	27	15	55.56%
Lynnmoor	8	0	NA
Norgate	3	3	100.00%
Northlands	3	0	NA
Pemberton Heights	9	3	33.33%
Pemberton	10	6	60.00%
Princess Park	7	3	42.86%
Queensbury	3	3	100.00%
Roche Point	7	0	NA
Seymour	6	1	16.67%
Tempe	3	0	NA
Upper Delbrook	20	5	25.00%
Upper Lonsdale	37	14	37.84%
Westlynn	9	5	55.56%
Westlynn Terrace	3	1	33.33%
Windsor Park	2	2	100.00%
Woodlands-Sunshine Cascade	4	0	NA
<b>TOTAL</b>	<b>326</b>	<b>134</b>	<b>41.10%</b>

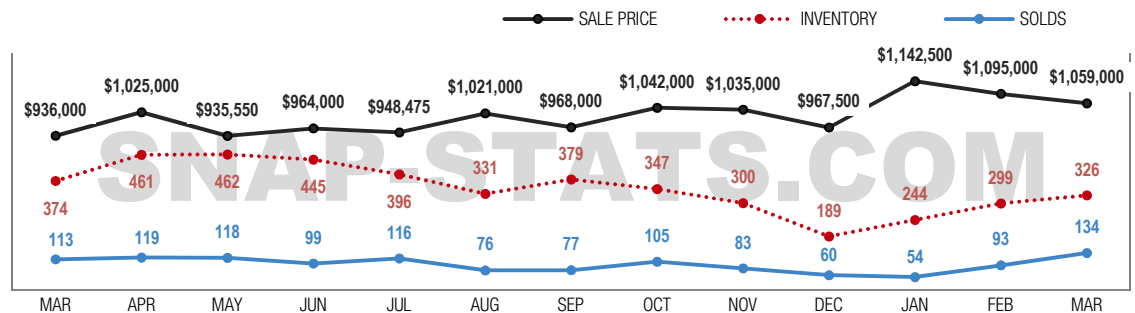
\*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

## Market Summary

- Official Market Type **NORTH VANCOUVER DETACHED**: Sellers market at 41% Sales Ratio average (4.1 in 10 homes selling)
- Homes are selling on average at 1% below list price
- Most Active Price Band\*: \$900,000 to \$1 mil with average 82% Sales Ratio (Sellers market)
- Buyers Best Bet\*: Homes between \$1.5 mil to \$1.75 mil, Edgemont and minimum 7 bedroom properties
- Sellers Best Bet\*: Selling homes in Blueridge, Central Lonsdale, Forest Hills, Lynn Valley, Pemberton and up to 2 bedroom properties

\* With a minimum inventory of 10 where possible

## 13 Month Market Trend



## Compliments of...

**Adriaan Schipper & Ryan Kubeska**  
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## Price Band & Bedroom *STATS CONDO & TH (ATTACHED)*

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	85	22	25.88%
300,001 – 400,000	158	25	15.82%
400,001 – 500,000	114	12	10.53%
500,001 – 600,000	76	16	21.05%
600,001 – 700,000	56	4	7.14%
700,001 – 800,000	28	6	21.43%
800,001 – 900,000	10	3	30.00%
900,001 – 1,000,000	10	1	10.00%
1,000,001 – 1,250,000	8	1	12.50%
1,250,001 – 1,500,000	5	0	NA
1,500,001 – 1,750,000	2	0	NA
1,750,001 – 2,000,000	1	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
<b>TOTAL</b>	<b>555</b>	<b>90</b>	<b>16.22%</b>

0 to 1 Bedroom	198	28	14.14%
2 Bedrooms	277	44	15.88%
3 Bedrooms	65	14	21.54%
4 Bedrooms & Greater	15	4	26.67%
<b>TOTAL</b>	<b>555</b>	<b>90</b>	<b>16.22%</b>

SnapStats® Median Data	February	March	Variance
Inventory	498	555	11.45%
Solds	105	90	-14.29%
Sale Price	\$482,000	\$388,950	-19.30%
Sale Price SQFT	\$518	\$420	-18.92%
Sale to List Price Ratio	98.4%	97.3%	-1.12%
Days on Market	14	21	50.00%

## Community *STATS CONDO & TH (ATTACHED)*

SnapStats®	Inventory	Sales	Sales Ratio*
Blueridge	1	0	NA
Boulevard	0	0	NA
Braemer	0	0	NA
Calverhall	0	0	NA
Canyon Heights	1	1	100.00%
Capilano	4	0	NA
Central Lonsdale	152	20	13.16%
Deep Cove	4	0	NA
Delbrook	4	0	NA
Dollarton	0	0	NA
Edgemont	6	0	NA
Forest Hills	0	0	NA
Grouse Woods	1	1	100.00%
Hamilton	35	2	5.71%
Hamilton Heights	4	1	25.00%
Indian Arm	0	0	NA
Indian River	10	1	10.00%
Lower Lonsdale	156	32	20.51%
Lynn Valley	29	14	48.28%
Lynnmoor	27	3	11.11%
Norgate	12	0	NA
Northlands	13	2	15.38%
Pemberton Heights	0	0	NA
Pemberton	29	5	17.24%
Princess Park	0	0	NA
Queensbury	0	0	NA
Roche Point	43	3	6.98%
Seymour	6	0	NA
Tempe	0	0	NA
Upper Delbrook	0	0	NA
Upper Lonsdale	12	4	33.33%
Westlynn	6	1	16.67%
Westlynn Terrace	0	0	NA
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	0	0	NA
<b>TOTAL</b>	<b>555</b>	<b>90</b>	<b>16.22%</b>

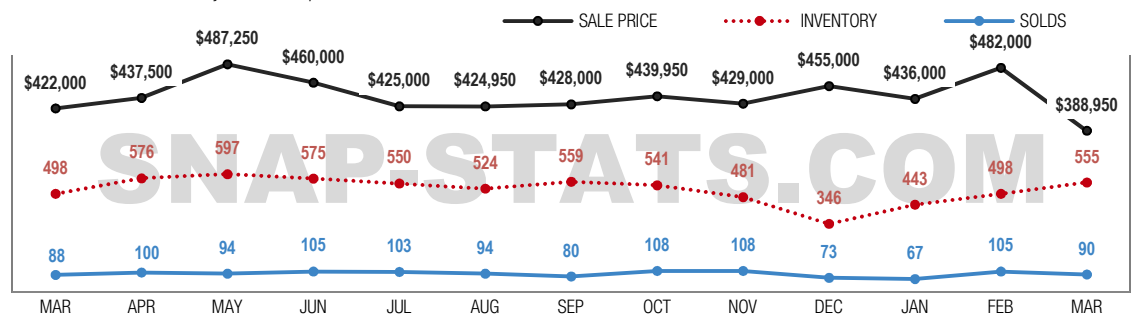
\*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

## Market Summary

- Official Market Type **NORTH VANCOUVER ATTACHED**: Balanced market at 16% Sales Ratio average (1.6 in 10 homes selling)
- Homes are selling on average at 3% below list price
- Most Active Price Band\*: \$800,000 to \$900,000 with average 30% Sales Ratio (Sellers market)
- Buyers Best Bet\*: Homes between \$600,000 to \$700,000, Hamilton, Roche Point and up to 2 bedroom properties
- Sellers Best Bet\*: Selling homes in Lynn Valley, Upper Lonsdale and minimum 4 bedroom properties

\* With a minimum inventory of 10 where possible

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## Price Band & Bedroom **STATS HOUSES (DETACHED)**

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	2	0	NA
600,001 – 700,000	2	1	50.00%
700,001 – 800,000	4	1	25.00%
800,001 – 900,000	2	0	NA
900,001 – 1,000,000	10	0	NA
1,000,001 – 1,250,000	22	3	13.64%
1,250,001 – 1,500,000	43	6	13.95%
1,500,001 – 1,750,000	33	11	33.33%
1,750,001 – 2,000,000	35	9	25.71%
2,000,001 – 2,250,000	20	7	35.00%
2,250,001 – 2,500,000	41	4	9.76%
2,500,001 – 2,750,000	22	2	9.09%
2,750,001 – 3,000,000	44	2	4.55%
3,000,001 – 3,500,000	33	4	12.12%
3,500,001 – 4,000,000	39	4	10.26%
4,000,001 – 4,500,000	15	3	20.00%
4,500,001 – 5,000,000	19	1	5.26%
5,000,001 & Greater	74	4	5.41%
<b>TOTAL</b>	<b>460</b>	<b>62</b>	<b>13.48%</b>

2 Bedrooms & Less	19	6	31.58%
3 to 4 Bedrooms	228	30	13.16%
5 to 6 Bedrooms	189	26	13.76%
7 Bedrooms & More	24	0	NA
<b>TOTAL</b>	<b>460</b>	<b>62</b>	<b>13.48%</b>

SnapStats® Median Data	February	March	Variance
Inventory	434	460	5.99%
Solds	62	62	NA
Sale Price	\$2,589,000	\$1,999,000	-22.79%
Sale Price SQFT	\$673	\$624	-7.28%
Sale to List Price Ratio	95.9%	98.0%	2.19%
Days on Market	25	21	-16.00%

## Community **STATS HOUSES (DETACHED)**

SnapStats®	Inventory	Sales	Sales Ratio*
Altamont	24	2	8.33%
Ambleside	53	10	18.87%
Bayridge	10	1	10.00%
British Properties	78	13	16.67%
Canterbury	5	1	20.00%
Caulfield	28	4	14.29%
Cedardale	6	0	NA
Chartwell	21	5	23.81%
Chelsea Park	3	0	NA
Cypress	9	0	NA
Cypress Park Estates	12	1	8.33%
Deer Ridge	2	0	NA
Dundarave	23	3	13.04%
Eagle Harbour	20	0	NA
Eagleridge	4	0	NA
Furry Creek	7	0	NA
Gleneagles	12	2	16.67%
Glenmore	5	1	20.00%
Horseshoe Bay	7	1	14.29%
Howe Sound	10	1	10.00%
Lions Bay	17	2	11.76%
Old Caulfield	3	0	NA
Panorama Village	1	0	NA
Park Royal	1	0	NA
Porteau Cove	0	0	NA
Queens	16	2	12.50%
Rockridge	7	1	14.29%
Sandy Cove	2	0	NA
Sentinel Hill	18	3	16.67%
Upper Caulfield	9	1	11.11%
West Bay	9	0	NA
Westhill	7	0	NA
Westmount	11	5	45.45%
Whitby Estates	14	1	7.14%
Whytecliff	6	2	33.33%
<b>TOTAL</b>	<b>460</b>	<b>62</b>	<b>13.48%</b>

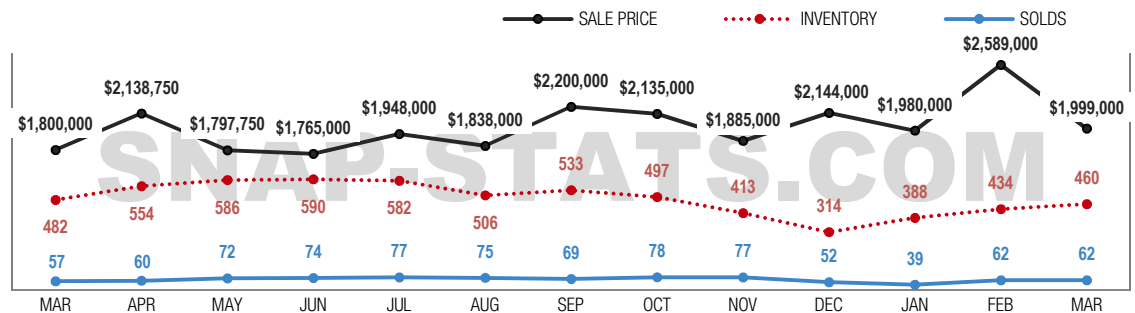
\*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

## Market Summary

- Official Market Type **WEST VANCOUVER DETACHED**: Buyers market at 13% Sales Ratio average (1.3 in 10 homes selling)
- Homes are selling on average at 2% below list price
- Most Active Price Band\*: \$2 mil to \$2.25 mil with average 35% Sales Ratio (Sellers market)
- Buyers Best Bet\*: Homes between \$2.75 to \$3 mil, Altamont, Cypress Park Estates, Whitby Estates and 3 to 6 bedroom properties
- Sellers Best Bet\*: Selling homes in Chartwell, Westmount and up to 2 bedroom properties

\* With a minimum inventory of 10 where possible

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## Price Band & Bedroom *STATS CONDO & TH (ATTACHED)*

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	7	0	NA
300,001 – 400,000	19	0	NA
400,001 – 500,000	7	1	14.29%
500,001 – 600,000	15	1	6.67%
600,001 – 700,000	12	1	8.33%
700,001 – 800,000	14	1	7.14%
800,001 – 900,000	10	1	10.00%
900,001 – 1,000,000	11	1	9.09%
1,000,001 – 1,250,000	10	1	10.00%
1,250,001 – 1,500,000	15	5	33.33%
1,500,001 – 1,750,000	4	1	25.00%
1,750,001 – 2,000,000	3	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	1	0	NA
2,750,001 – 3,000,000	0	0	NA
3,000,001 – 3,500,000	2	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	3	1	33.33%
5,000,001 & Greater	2	0	NA
<b>TOTAL</b>	<b>140</b>	<b>14</b>	<b>10.00%</b>

0 to 1 Bedroom	33	1	3.03%
2 Bedrooms	80	9	11.25%
3 Bedrooms	24	4	16.67%
4 Bedrooms & Greater	3	0	NA
<b>TOTAL</b>	<b>140</b>	<b>14</b>	<b>10.00%</b>

SnapStats® Median Data	February	March	Variance
Inventory	134	140	4.48%
Solds	18	14	-22.22%
Sale Price	\$987,500	\$1,300,000	31.65%
Sale Price SQFT	\$636	\$749	17.77%
Sale to List Price Ratio	96.4%	95.3%	-1.14%
Days on Market	86	48	-44.19%

## Community *STATS CONDO & TH (ATTACHED)*

SnapStats®	Inventory	Sales	Sales Ratio*
Altamont	0	0	NA
Ambleside	44	4	9.09%
Bayridge	0	0	NA
British Properties	0	0	NA
Canterbury	0	0	NA
Caulfield	1	0	NA
Cedardale	3	0	NA
Chartwell	0	0	NA
Chelsea Park	1	0	NA
Cypress	0	0	NA
Cypress Park Estates	1	1	100.00%
Deer Ridge	4	0	NA
Dundarave	35	6	17.14%
Eagle Harbour	0	0	NA
Eagleridge	0	0	NA
Furry Creek	5	0	NA
Gleneagles	0	0	NA
Glenmore	0	0	NA
Horseshoe Bay	3	0	NA
Howe Sound	4	2	50.00%
Lions Bay	0	0	NA
Old Caulfield	1	0	NA
Panorama Village	16	0	NA
Park Royal	16	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	1	0	NA
West Bay	0	0	NA
Westhill	0	0	NA
Westmount	0	0	NA
Whitby Estates	4	1	25.00%
Whytecliff	0	0	NA
<b>TOTAL</b>	<b>140</b>	<b>14</b>	<b>10.00%</b>

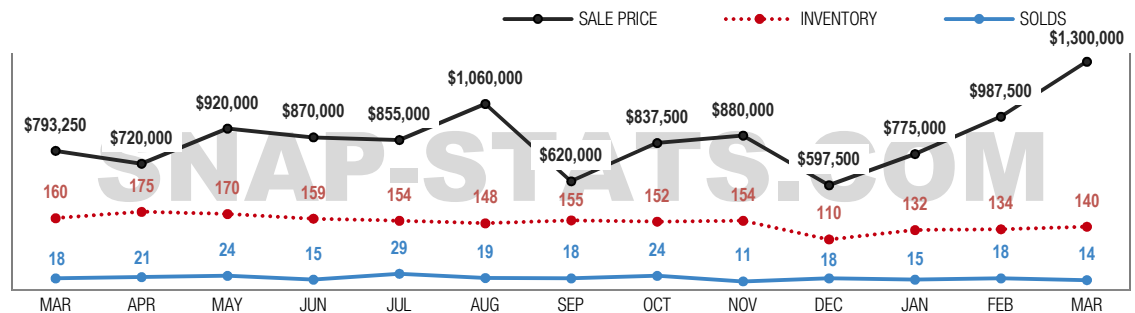
\*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

## Market Summary

- Official Market Type **WEST VANCOUVER ATTACHED**: Buyers market at 10% Sales Ratio average (1 in 10 homes selling)
- Homes are selling on average at 5% below list price
- Most Active Price Band\*: \$1.25 mil to \$1.5 mil with average 33% Sales Ratio (Sellers market)
- Buyers Best Bet\*: Homes between \$500,000 to \$600,000, Ambleside and up to 1 bedroom properties
- Sellers Best Bet\*: Selling homes in Dundarave and 3 bedroom properties

\* With a minimum inventory of 10 where possible

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## Price Band & Bedroom *STATS HOUSES (DETACHED)*

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	4	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	2	0	NA
600,001 – 700,000	18	7	38.89%
700,001 – 800,000	48	20	41.67%
800,001 – 900,000	75	21	28.00%
900,001 – 1,000,000	69	21	30.43%
1,000,001 – 1,250,000	100	26	26.00%
1,250,001 – 1,500,000	127	15	11.81%
1,500,001 – 1,750,000	79	9	11.39%
1,750,001 – 2,000,000	74	5	6.76%
2,000,001 – 2,250,000	43	0	NA
2,250,001 – 2,500,000	34	2	5.88%
2,500,001 – 2,750,000	21	2	9.52%
2,750,001 – 3,000,000	14	0	NA
3,000,001 – 3,500,000	8	2	25.00%
3,500,001 – 4,000,000	15	0	NA
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	4	0	NA
<b>TOTAL</b>	<b>737</b>	<b>130</b>	<b>17.64%</b>

2 Bedrooms & Less	18	2	11.11%
3 to 4 Bedrooms	287	65	22.65%
5 to 6 Bedrooms	390	56	14.36%
7 Bedrooms & More	42	7	16.67%
<b>TOTAL</b>	<b>737</b>	<b>130</b>	<b>17.64%</b>

SnapStats® Median Data	February	March	Variance
Inventory	712	737	3.51%
Solds	141	130	-7.80%
Sale Price	\$1,148,000	\$959,000	-16.46%
Sale Price SQFT	\$433	\$396	-8.55%
Sale to List Price Ratio	96.5%	96.0%	-0.52%
Days on Market	22	25	13.64%

## Community *STATS HOUSES (DETACHED)*

SnapStats®	Inventory	Sales	Sales Ratio*
Boyd Park	18	6	33.33%
Bridgeport	19	0	NA
Brighthouse	5	5	100.00%
Brighthouse South	1	0	NA
Broadmoor	65	8	12.31%
East Cambie	32	9	28.13%
East Richmond	12	0	NA
Garden City	35	3	8.57%
Gilmore	6	0	NA
Granville	46	8	17.39%
Hamilton	10	2	20.00%
Ironwood	21	8	38.10%
Lackner	42	4	9.52%
McLennan	11	2	18.18%
McLennan North	7	0	NA
McNair	21	4	19.05%
Quilchena	33	6	18.18%
Riverdale	50	7	14.00%
Saunders	53	5	9.43%
Sea Island	1	0	NA
Seafair	70	13	18.57%
South Arm	21	3	14.29%
Steveston North	23	9	39.13%
Steveston South	15	1	6.67%
Steveston Village	9	9	100.00%
Terra Nova	24	5	20.83%
West Cambie	40	5	12.50%
Westwind	9	4	44.44%
Woodwards	38	4	10.53%
<b>TOTAL</b>	<b>737</b>	<b>130</b>	<b>17.64%</b>

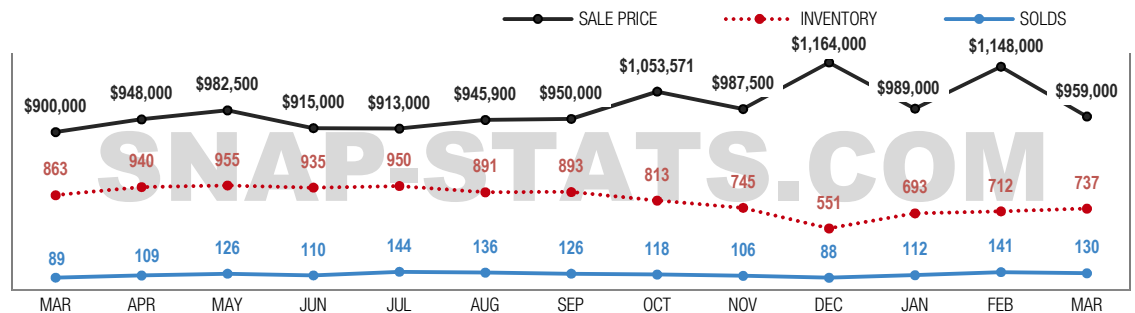
\*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

## Market Summary

- Official Market Type **RICHMOND DETACHED**: Balanced market at 18% Sales Ratio average (1.8 in 10 homes selling)
- Homes are selling on average 4% below list price
- Most Active Price Band\*: \$700,000 to \$800,000 with average 42% Sales Ratio (Sellers market)
- Buyers Best Bet\*: Homes between \$2.25 mil to \$2.5 mil, Garden City, Lackner, Saunders, Steveston South and up to 2 bedrooms
- Sellers Best Bet\*: Selling homes in Steveston Village, Westwind and 3 to 4 bedroom properties

\*With a minimum inventory of 10 where possible

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## Price Band & Bedroom *STATS CONDO & TH (ATTACHED)*

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	283	48	16.96%
300,001 – 400,000	249	40	16.06%
400,001 – 500,000	227	50	22.03%
500,001 – 600,000	266	26	9.77%
600,001 – 700,000	95	15	15.79%
700,001 – 800,000	30	7	23.33%
800,001 – 900,000	21	4	19.05%
900,001 – 1,000,000	18	0	NA
1,000,001 – 1,250,000	14	0	NA
1,250,001 – 1,500,000	5	0	NA
1,500,001 – 1,750,000	6	0	NA
1,750,001 – 2,000,000	5	1	20.00%
2,000,001 – 2,250,000	0	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	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
<b>TOTAL</b>	<b>1223</b>	<b>191</b>	<b>15.62%</b>

0 to 1 Bedroom	301	43	14.29%
2 Bedrooms	528	77	14.58%
3 Bedrooms	339	60	17.70%
4 Bedrooms & Greater	55	11	20.00%
<b>TOTAL</b>	<b>1223</b>	<b>191</b>	<b>15.62%</b>

SnapStats® Median Data	February	March	Variance
Inventory	1132	1223	8.04%
Solds	193	191	-1.04%
Sale Price	\$425,000	\$420,000	-1.18%
Sale Price SQFT	\$422	\$405	-4.03%
Sale to List Price Ratio	96.8%	97.7%	0.93%
Days on Market	31	26	-16.13%

## Community *STATS CONDO & TH (ATTACHED)*

SnapStats®	Inventory	Sales	Sales Ratio*
Boyd Park	27	3	11.11%
Bridgeport	22	3	13.64%
Brighthouse	427	55	12.88%
Brighthouse South	179	35	19.55%
Broadmoor	16	2	12.50%
East Cambie	34	4	11.76%
East Richmond	11	0	NA
Garden City	16	3	18.75%
Gilmore	0	0	NA
Granville	22	6	27.27%
Hamilton	6	3	50.00%
Ironwood	9	4	44.44%
Lackner	10	0	NA
McLennan	1	0	NA
McLennan North	138	20	14.49%
McNair	1	0	NA
Quilchena	4	1	25.00%
Riverdale	36	2	5.56%
Saunders	24	3	12.50%
Sea Island	0	0	NA
Seafair	5	1	20.00%
South Arm	27	1	3.70%
Steveston North	11	6	54.55%
Steveston South	67	14	20.90%
Steveston Village	7	0	NA
Terra Nova	15	6	40.00%
West Cambie	98	15	15.31%
Westwind	2	2	100.00%
Woodwards	8	2	25.00%
<b>TOTAL</b>	<b>1223</b>	<b>191</b>	<b>15.62%</b>

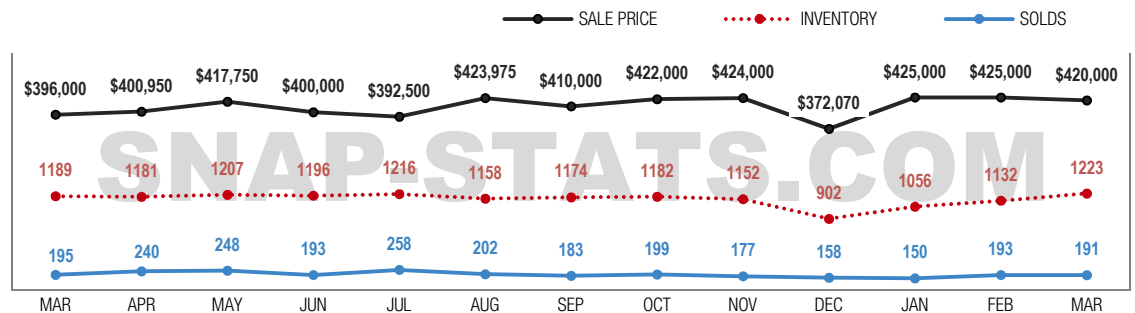
\*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

## Market Summary

- Official Market Type **RICHMOND ATTACHED**: Balanced market at 16% Sales Ratio average (1.6 in 10 homes selling)
- Homes are selling on average at 2% below list price
- Most Active Price Band\*: \$700,000 to \$800,000 with average 23% Sales Ratio (Sellers market)
- Buyers Best Bet\*: Homes between \$500,000 to \$600,000, Riverdale, South Arm and up to 2 bedroom properties
- Sellers Best Bet\*: Selling homes in Ironwood, Steveston North, Terra Nova and minimum 4 bedroom properties

\* With a minimum inventory of 10 where possible

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## Price Band & Bedroom **STATS HOUSES (DETACHED)**

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	10	1	10.00%
600,001 – 700,000	25	9	36.00%
700,001 – 800,000	25	3	12.00%
800,001 – 900,000	27	2	7.41%
900,001 – 1,000,000	9	1	11.11%
1,000,001 – 1,250,000	12	0	NA
1,250,001 – 1,500,000	11	1	9.09%
1,500,001 – 1,750,000	3	0	NA
1,750,001 – 2,000,000	2	1	50.00%
2,000,001 – 2,250,000	4	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	2	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	1	0	NA
5,000,001 & Greater	1	0	NA
<b>TOTAL</b>	<b>138</b>	<b>18</b>	<b>13.04%</b>

2 Bedrooms & Less	7	1	14.29%
3 to 4 Bedrooms	95	13	13.68%
5 to 6 Bedrooms	34	4	11.76%
7 Bedrooms & More	2	0	NA
<b>TOTAL</b>	<b>138</b>	<b>18</b>	<b>13.04%</b>

SnapStats® Median Data	February	March	Variance
Inventory	109	138	26.61%
Solds	21	18	-14.29%
Sale Price	\$735,000	\$681,250	-7.31%
Sale Price SQFT	\$284	\$317	11.62%
Sale to List Price Ratio	98.1%	98.2%	0.10%
Days on Market	40	26	-35.00%

## Community **STATS HOUSES (DETACHED)**

SnapStats®	Inventory	Sales	Sales Ratio*
Beach Grove	14	1	7.14%
Boundary Beach	16	2	12.50%
Cliff Drive	19	6	31.58%
English Bluff	20	3	15.00%
Pebble Hill	30	4	13.33%
Tsawwassen Central	25	2	8.00%
Tsawwassen East	14	0	NA
<b>TOTAL</b>	<b>138</b>	<b>18</b>	<b>13.04%</b>

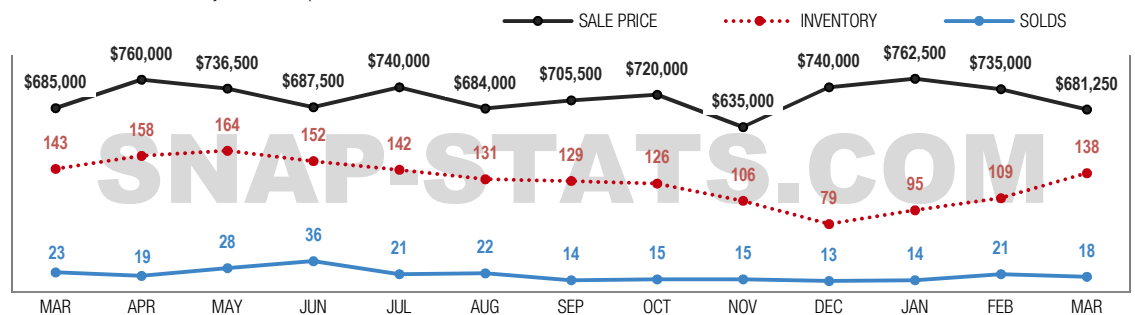
\*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

## Market Summary

- Official Market Type **TSAWWASSEN DETACHED**: Buyers market at 13% Sales Ratio average (1.3 in 10 homes selling)
- Homes are selling on average at 2% below list price
- Most Active Price Band\*: \$600,000 to \$700,000 with average 36% Sales Ratio (Sellers market)
- Buyers Best Bet\*: Homes between \$800,000 to \$900,000 and Beach Grove
- Sellers Best Bet\*: Selling homes in Cliff Drive

\* With a minimum inventory of 10 where possible

## 13 Month Market Trend



## Compliments of...

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## Price Band & Bedroom *STATS CONDO & TH (ATTACHED)*

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	17	4	23.53%
300,001 – 400,000	22	4	18.18%
400,001 – 500,000	11	1	9.09%
500,001 – 600,000	9	1	11.11%
600,001 – 700,000	3	1	33.33%
700,001 – 800,000	3	0	NA
800,001 – 900,000	1	0	NA
900,001 – 1,000,000	1	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	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
<b>TOTAL</b>	<b>68</b>	<b>11</b>	<b>16.18%</b>

0 to 1 Bedroom	11	0	NA
2 Bedrooms	48	9	18.75%
3 Bedrooms	8	2	25.00%
4 Bedrooms & Greater	1	0	NA
<b>TOTAL</b>	<b>68</b>	<b>11</b>	<b>16.18%</b>

SnapStats® Median Data	February	March	Variance
Inventory	64	68	6.25%
Solds	5	11	120.00%
Sale Price	\$305,000	\$376,000	23.28%
Sale Price SQFT	\$349	\$291	-16.62%
Sale to List Price Ratio	99.3%	100.3%	1.01%
Days on Market	35	48	37.14%

## Community *STATS CONDO & TH (ATTACHED)*

SnapStats®	Inventory	Sales	Sales Ratio*
Beach Grove	13	3	23.08%
Boundary Beach	1	0	NA
Cliff Drive	23	4	17.39%
English Bluff	1	1	100.00%
Pebble Hill	0	0	NA
Tsawwassen Central	19	2	10.53%
Tsawwassen East	11	1	9.09%
<b>TOTAL</b>	<b>68</b>	<b>11</b>	<b>16.18%</b>

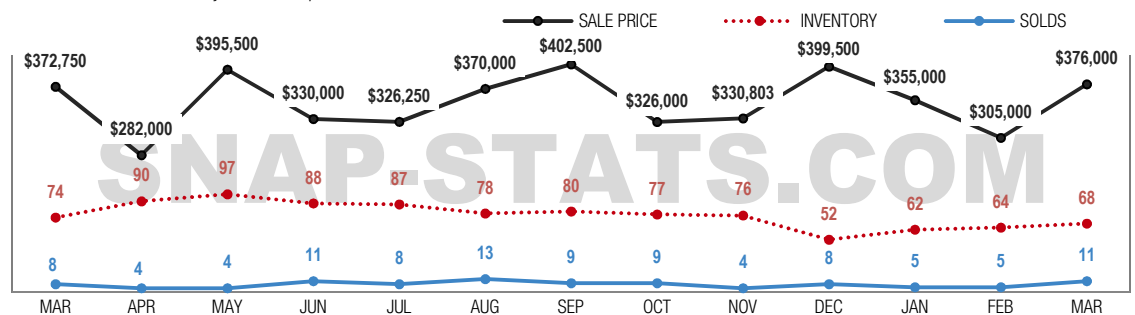
\*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

## Market Summary

- Official Market Type **TSAWWASSEN ATTACHED**: Balanced market at 16% Sales Ratio average (1.6 in 10 homes selling)
- Homes are selling on average at list price
- Most Active Price Band\*: \$0 to \$300,000 with average 24% Sales Ratio (Sellers market)
- Buyers Best Bet\*: Homes between \$400,000 to \$500,000, Tsawwassen Central and Tsawwassen East
- Sellers Best Bet\*: Selling homes in Beach Grove and Cliff Drive

\* With a minimum inventory of 10 where possible

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## Price Band & Bedroom **STATS HOUSES (DETACHED)**

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	3	0	NA
300,001 – 400,000	1	0	NA
400,001 – 500,000	3	0	NA
500,001 – 600,000	20	6	30.00%
600,001 – 700,000	23	9	39.13%
700,001 – 800,000	18	0	NA
800,001 – 900,000	13	0	NA
900,001 – 1,000,000	9	0	NA
1,000,001 – 1,250,000	9	1	11.11%
1,250,001 – 1,500,000	1	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	1	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	0	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	0	0	NA
<b>TOTAL</b>	<b>103</b>	<b>16</b>	<b>15.53%</b>

2 Bedrooms & Less	19	0	NA
3 to 4 Bedrooms	62	14	22.58%
5 to 6 Bedrooms	22	2	9.09%
7 Bedrooms & More	0	0	NA
<b>TOTAL</b>	<b>103</b>	<b>16</b>	<b>15.53%</b>

SnapStats® Median Data	February	March	Variance
Inventory	99	103	4.04%
Solds	18	16	-11.11%
Sale Price	\$616,000	\$624,000	1.30%
Sale Price SQFT	\$283	\$288	1.77%
Sale to List Price Ratio	97.1%	97.6%	0.51%
Days on Market	12	28	133.33%

## Community **STATS HOUSES (DETACHED)**

SnapStats®	Inventory	Sales	Sales Ratio*
Delta Manor	8	1	12.50%
East Delta	2	0	NA
Hawthorne	19	4	21.05%
Holly	19	4	21.05%
Ladner Elementary	12	4	33.33%
Ladner Rural	8	1	12.50%
Neilsen Grove	23	1	4.35%
Port Guichon	10	1	10.00%
Westham Island	2	0	NA
<b>TOTAL</b>	<b>103</b>	<b>16</b>	<b>15.53%</b>

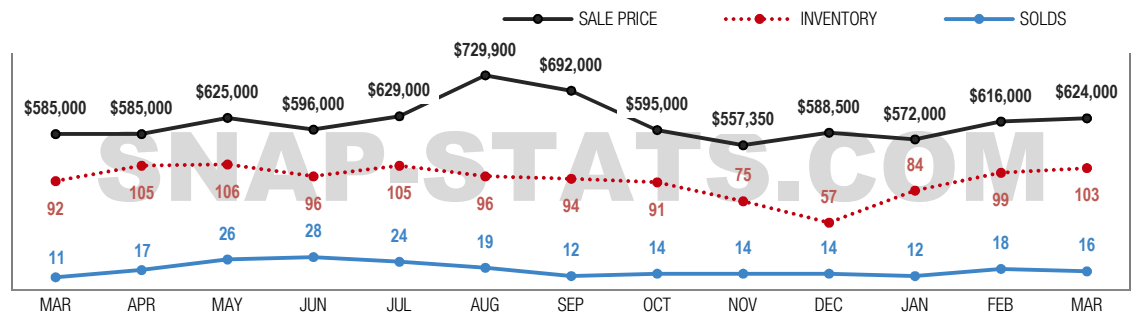
\*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

## Market Summary

- Official Market Type **LADNER DETACHED**: Balanced market at 16% Sales Ratio average (1.6 in 10 homes selling)
- Homes are selling on average at 2% below list price
- Most Active Price Band\*: \$600,000 to \$700,000 with average 39% Sales Ratio (Sellers market)
- Buyers Best Bet\*: Homes between \$1 mil to \$1.25 mil, Neilsen Grove and 5 to 6 bedroom properties
- Sellers Best Bet\*: Selling homes in Ladner Elementary and 3 to 4 bedroom properties

\*With a minimum inventory of 10 where possible

## 13 Month Market Trend



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## Price Band & Bedroom *STATS CONDO & TH (ATTACHED)*

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	12	3	25.00%
300,001 – 400,000	11	5	45.45%
400,001 – 500,000	12	0	NA
500,001 – 600,000	11	0	NA
600,001 – 700,000	5	0	NA
700,001 – 800,000	2	0	NA
800,001 – 900,000	0	0	NA
900,001 – 1,000,000	0	0	NA
1,000,001 – 1,250,000	0	0	NA
1,250,001 – 1,500,000	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
<b>TOTAL</b>	<b>53</b>	<b>8</b>	<b>15.09%</b>

0 to 1 Bedroom	1	1	100.00%
2 Bedrooms	27	5	18.52%
3 Bedrooms	22	2	9.09%
4 Bedrooms & Greater	3	0	NA
<b>TOTAL</b>	<b>53</b>	<b>8</b>	<b>15.09%</b>

SnapStats® Median Data	February	March	Variance
Inventory	51	53	3.92%
Solds	8	8	NA
Sale Price	\$400,000	\$310,250	-22.44%
Sale Price SQFT	\$289	\$279	-3.46%
Sale to List Price Ratio	98.9%	98.5%	-0.40%
Days on Market	46	65	41.30%

## Community *STATS CONDO & TH (ATTACHED)*

SnapStats®	Inventory	Sales	Sales Ratio*
Delta Manor	18	2	11.11%
East Delta	8	0	NA
Hawthorne	15	4	26.67%
Holly	1	0	NA
Ladner Elementary	5	2	40.00%
Ladner Rural	0	0	NA
Neilsen Grove	6	0	NA
Port Guichon	0	0	NA
Westham Island	0	0	NA
<b>TOTAL</b>	<b>53</b>	<b>8</b>	<b>15.09%</b>

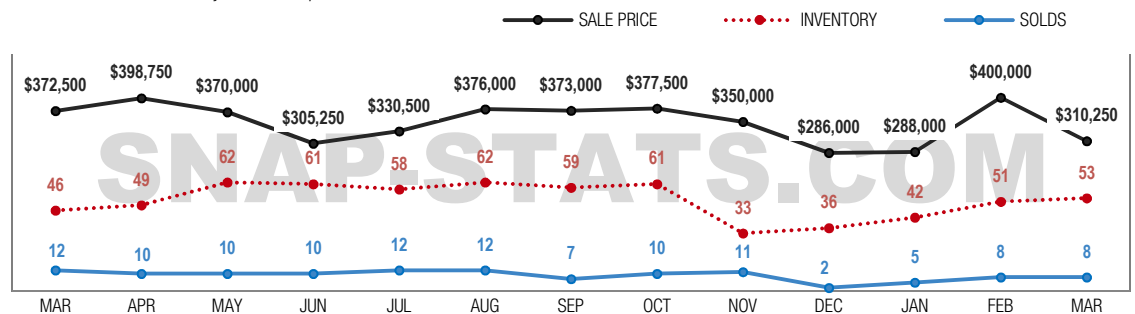
\*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

## Market Summary

- Official Market Type **LADNER ATTACHED: Insufficient Data\*** but with 8 sales it is a *Balanced market with a 15% Sales Ratio*
- Homes are selling on average *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

## 13 Month Market Trend



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