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



### May 2017

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**SnapStats**<sup>®</sup>

## SnapStats® VANCOUVER DOWNTOWN



#### Sales Ratio\* Inventory Sales 0 - 300,0000 1 NA\* 500% 300,001 - 400,000 5 1 400,001 - 500,00014 18 129% 500,001 - 600,000 30 41 137% 600,001 - 700,000 39 47 121%\* 700,001 - 800,000 36 35 97% 800,001 - 900,000 29 29 100% 900,001 - 1,000,000 22 18 82% 1,000,001 - 1,250,000 24 22 92% 1,250,001 - 1,500,000 30 21 70% 121%\* 1,500,001 - 1,750,000 14 17 1,750,001 - 2,000,000 31 2 6% 2,000,001 - 2,250,000 12 6 50% 2,250,001 - 2,500,000 10 3 30% 2,500,001 - 2,750,000 6 1 17% 2,750,001 - 3,000,000 5 71% 7 3,000,001 - 3,500,000 10 2 20% 3,500,001 - 4,000,000 4 22% 18 4,000,001 - 4,500,000 1 1 100% 4,500,001 - 5,000,000 3 0 NA 5,000,001 & Greater 22 2 9% TOTAL 359 280 78% 0 to 1 Bedroom 132 144 109% 2 Bedrooms 178 66% 117 3 Bedrooms 46 18 39% 4 Bedrooms & Greater 3 1 33% TOTAL 359 280 78%

SnapStats® Median Data	April	May	Variance
Inventory	338	359	6%
Solds	244	280	15%
Sale Price	\$849,000	\$770,000	-9%
Sale Price SQFT	\$1,035	\$987	-5%
Sale to List Price Ratio	101%	100%	-1%
Days on Market	9	8	-11%

community	ATTACHED	CONDOS 8	TOWN	IHOMES

MAY 2017

SnapStats®	Inventory	Sales	Sales Ratio*
Coal Harbour	51	40	78%
Downtown	128	112	88%
Westend	69	54	78%
Yaletown	111	74	67%
TOTAL	359	280	78%

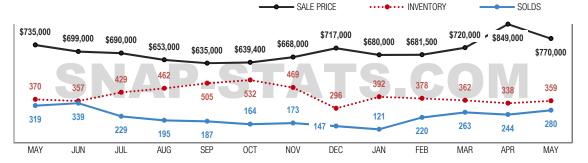
\*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to 14% | Balanced 15 to 20% | Sellers 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

#### **Market Summary**

13 Month

**Market Trend** 

- Official Market Type **DOWNTOWN:** Sellers market at 78% Sales Ratio average (7.8 in 10 homes selling rate)
- Homes are selling on average at list price
- Most Active Price Band\*\* +/- \$1 mil: \$400k to \$700k (>100% Sales Ratio) / \$1.5 mil to \$1.75 mil (>100% Sales Ratio)
- Buyers Best Bet\*\* +/- \$1 mil: Homes between \$900k to \$1 mil / \$1.75 mil to \$2 mil plus, Yaletown and 3 bedroom properties
- Sellers Best Bet\*\* Selling homes in Downtown and up to 1 bedroom properties
   \*\* With a minimum inventory of 10 in most instances





## Snap Stats VANCOUVER WESTSIDE

#### Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio*
\$0-300,000	0	0	NA
300,001 - 400,000	0	0	NA
400,001 - 500,000	0	0	NA
500,001 - 600,000	1	0	NA
600,001 - 700,000	0	0	NA
700,001 - 800,000	0	0	NA
800,001 - 900,000	0	0	NA
900,001 - 1,000,000	1	0	NA
1,000,001 - 1,250,000	0	0	NA
1,250,001 - 1,500,000	1	1	100%
1,500,001 - 1,750,000	1	1	100%
1,750,001 - 2,000,000	5	6	120%*
2,000,001 - 2,250,000	7	10	143%*
2,250,001 - 2,500,000	13	11	85%
2,500,001 - 2,750,000	20	16	80%
2,750,001 - 3,000,000	36	21	58%
3,000,001 - 3,500,000	51	34	67%
3,500,001 - 4,000,000	76	21	28%
4,000,001 - 4,500,000	52	20	38%
4,500,001 - 5,000,000	72	12	17%
5,000,001 & Greater	232	32	14%
TOTAL	568	185	33%
2 Bedrooms & Less	24	7	29%
3 to 4 Bedrooms	200	79	40%
5 to 6 Bedrooms	283	82	29%
7 Bedrooms & More	61	17	28%
TOTAL	568	185	33%

	Inventory	Sales	Sales Ratio*
Arbutus	22	15	68%
Cambie	25	19	76%
Dunbar	67	26	39%
Fairview	1	1	100%
Falsecreek	1	0	NA
Kerrisdale	29	12	41%
Kitsilano	43	24	56%
Mackenzie Heights	22	4	18%
Marpole	36	8	22%
Mount Pleasant	1	1	100%
Oakridge	19	9	47%
Point Grey	57	22	39%
Quilchena	20	6	30%
SW Marine	33	6	18%
Shaughnessy	68	10	15%
South Cambie	6	2	33%
South Granville	71	10	14%
Southlands	26	7	27%
University	21	3	14%
TOTAL	568	185	33%

**Community** DETACHED HOUSES

MAY 2017

SnapStats® Median Data	April	May	Variance
Inventory	561	568	1%
Solds	111	185	67%
Sale Price	\$3,320,000	\$3,400,000	2%
Sale Price SQFT	\$1,170	\$1,188	2%
Sale to List Price Ratio	98%	99%	1%
Days on Market	29	20	-31%

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

#### **Market Summary**

• Official Market Type **WESTSIDE DETACHED:** Sellers market at 33% Sales Ratio average (1 in 3 homes selling rate)

- Homes are selling on average 1% below list price
- Most Active Price Band\*\* +/-\$3 mil: \$2 mil to \$2.25 mil (>100% Sales Ratio) / \$3 mil to \$3.5 mil (67% Sales Ratio)
- Buyers Best Bet\*\* +/-\$3 mil: \$2.75 mil to \$3 mil / \$5 mil plus, Shaughnessy, South Granville, University and 7 plus bedrooms
- Sellers Best Bet\*\* Selling homes in Arbutus, Cambie, Kitsilano and 3 to 4 bedroom properties
   \*\* With a minimum inventory of 10 in most instances
- SALE PRICE ····• INVENTORY SOLDS \$3,240,000 \$3,111,288 \$2,990,000 \$3,550,000 \$3,675,000 \$3,519,000 \$3,550,000 \$2,820,000 \$3,500,000 \$3,480,000 \$3,500,000 \$3,320,000 \$3,400,000 ... 617 574 570 337 561 568 557 544 528 537 532 503 185 152 108 111 93 95 78 63 69 63 60 37 189 MAY JUN JUI AUG SFP OCT NOV DFC JAN FFB MAR APR MAY



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### Snap Stats® VANCOUVER WESTSIDE



SnapStats®	Inventory	Sales	Sales Ratio*
\$0-300,000	0	0	NA
300,001 - 400,000	7	2	29%
400,001 - 500,000	16	16	100%
500,001 - 600,000	34	41	121%*
600,001 - 700,000	29	48	166%*
700,001 - 800,000	34	40	118%*
800,001 - 900,000	28	47	168%*
900,001 - 1,000,000	34	21	62%
1,000,001 - 1,250,000	57	26	46%
1,250,001 - 1,500,000	46	29	63%
1,500,001 - 1,750,000	30	20	67%
1,750,001 - 2,000,000	27	8	30%
2,000,001 - 2,250,000	8	8	100%
2,250,001 - 2,500,000	8	6	75%
2,500,001 - 2,750,000	6	1	17%
2,750,001 - 3,000,000	10	2	20%
3,000,001 - 3,500,000	2	0	NA
3,500,001 - 4,000,000	1	0	NA
4,000,001 - 4,500,000	4	0	NA
4,500,001 - 5,000,000	1	0	NA
5,000,001 & Greater	1	0	NA
TOTAL	383	315	82%
0 to 1 Bedroom	95	105	111%*
2 Bedrooms	190	158	83%
3 Bedrooms	86	50	58%
4 Bedrooms & Greater	12	2	17%
TOTAL	383	315	82%

	Inventory	Sales	Sales Ratio*
Arbutus	0	0	NA
Cambie	27	17	63%
Dunbar	7	3	43%
Fairview	51	61	120%*
Falsecreek	38	42	111%*
Kerrisdale	22	21	95%
Kitsilano	54	71	131%*
Mackenzie Heights	0	0	NA
Marpole	25	11	44%
Mount Pleasant	4	6	150%*
Oakridge	9	4	44%
Point Grey	8	5	63%
Quilchena	8	7	88%
SW Marine	9	4	44%
Shaughnessy	3	2	67%
South Cambie	14	6	43%
South Granville	14	2	14%
Southlands	1	1	100%
University	89	52	58%
TOTAL	383	315	82%

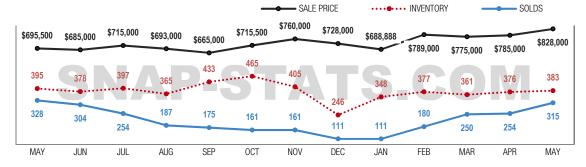
**Community** ATTACHED CONDOS & TOWNHOMES

SnapStats® Median Data	April	May	Variance
Inventory	376	383	2%
Solds	254	315	24%
Sale Price	\$785,000	\$828,000	5%
Sale Price SQFT	\$890	\$916	3%
Sale to List Price Ratio	103%	104%	1%
Days on Market	9	8	-11%

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

#### **Market Summary**

- Official Market Type WESTSIDE ATTACHED: Sellers market at 82% Sales Ratio average (8.2 in 10 homes selling rate)
- Homes are selling on average 4% above list price
- Most Active Price Band\*\* \$500,000 to \$900,000 with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$2.75 mil to \$3 mil, South Granville and minimum 4 bedroom properties
- Sellers Best Bet\*\* Selling homes in Fairview, Falsecreek, Kerrisdale, Kitsilano and up to 1 bedroom properties
   \*\* With a minimum inventory of 10 in most instances





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#### 13 Month Market Trend

### MAY 2017

## SnapStats® VANCOUVER EASTSIDE

#### Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio*
\$0-300,000	1	0	NA
300,001 - 400,000	0	0	NA
400,001 - 500,000	0	0	NA
500,001 - 600,000	0	0	NA
600,001 - 700,000	0	0	NA
700,001 - 800,000	1	0	NA
800,001 - 900,000	0	0	NA
900,001 - 1,000,000	2	0	NA
1,000,001 - 1,250,000	21	16	76%
1,250,001 - 1,500,000	97	47	48%
1,500,001 - 1,750,000	125	63	50%
1,750,001 - 2,000,000	123	38	31%
2,000,001 - 2,250,000	47	15	32%
2,250,001 - 2,500,000	98	14	14%
2,500,001 - 2,750,000	58	2	3%
2,750,001 - 3,000,000	65	3	5%
3,000,001 - 3,500,000	59	0	NA
3,500,001 - 4,000,000	11	0	NA
4,000,001 - 4,500,000	7	1	14%
4,500,001 - 5,000,000	7	0	NA
5,000,001 & Greater	4	0	NA
TOTAL	726	199	27%
2 Bedrooms & Less	39	13	33%
3 to 4 Bedrooms	227	72	32%
5 to 6 Bedrooms	341	92	27%
7 Bedrooms & More	119	22	18%
TOTAL	726	199	27%

SnapStats®	Inventory	Sales	Sales Ratio*
Champlain Heights	2	1	50%
Collingwood	76	8	11%
Downtown	0	0	NA
Fraser	42	22	52%
Fraserview	40	7	18%
Grandview	68	18	26%
Hastings	15	3	20%
Hastings East	19	7	37%
Killarney	72	24	33%
Knight	46	25	54%
Main	31	12	39%
Mount Pleasant	12	9	75%
Renfrew Heights	59	14	24%
Renfrew	132	17	13%
South Vancouver	76	23	30%
Victoria	36	9	25%
TOTAL	726	199	27%

**Community** DETACHED HOUSES

MAY 2017

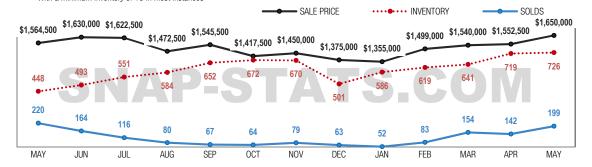
SnapStats® Median Data	April	May	Variance
Inventory	719	726	1%
Solds	142	199	40%
Sale Price	\$1,552,500	\$1,650,000	6%
Sale Price SQFT	\$692	\$734	6%
Sale to List Price Ratio	99%	103%	4%
Days on Market	13	12	-8%

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

#### **Market Summary**

• Official Market Type EASTSIDE DETACHED: Sellers market at 27% Sales Ratio average (2.7 in 10 homes selling rate)

- Homes are selling on average 3% above list price
- Most Active Price Band\*\* \$1 mil to \$1.25 mil with average 76% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$2.5 mil to \$2.75 mil, Collingwood, Fraserview, Renfrew and minimum 7 plus bedrooms
- Sellers Best Bet\*\* Selling homes in Fraser, Knight, Mount Pleasant and up to 2 bedroom properties \*\* With a minimum inventory of 10 in most instances





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### SnapStats® VANCOUVER EASTSIDE



#### Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio*
\$0-300,000	4	10	250%*
300,001 - 400,000	26	24	92%
400,001 - 500,000	58	59	102%*
500,001 - 600,000	37	43	116%*
600,001 - 700,000	33	29	88%
700,001 - 800,000	28	24	86%
800,001 - 900,000	21	26	124%*
900,001 - 1,000,000	13	10	77%
1,000,001 - 1,250,000	26	19	73%
1,250,001 - 1,500,000	19	8	42%
1,500,001 - 1,750,000	0	2	NA*
1,750,001 - 2,000,000	1	0	NA
2,000,001 - 2,250,000	3	1	33%
2,250,001 - 2,500,000	1	0	NA
2,500,001 - 2,750,000	0	0	NA
2,750,001 - 3,000,000	1	0	NA
3,000,001 - 3,500,000	0	0	NA
3,500,001 - 4,000,000	0	0	NA
4,000,001 - 4,500,000	0	0	NA
4,500,001 - 5,000,000	1	0	NA
5,000,001 & Greater	0	0	NA
TOTAL	272	255	94%
0 to 1 Bedroom	87	106	122%*
2 Bedrooms	127	110	87%
3 Bedrooms	53	34	64%
4 Bedrooms & Greater	5	5	100%
TOTAL	272	255	94%

#### Community ATTACHED CONDOS & TOWNHOMES

	Inventory	Sales	Sales Ratio*
Champlain Heights	23	22	96%
Collingwood	47	45	96%
Downtown	12	10	83%
Fraser	9	9	100%
Fraserview	21	20	95%
Grandview	9	14	156%*
Hastings	15	17	113%*
Hastings East	0	4	NA*
Killarney	12	5	42%
Knight	8	6	75%
Main	7	6	86%
Mt Pleasant	63	75	119%*
Renfrew Heights	0	0	NA
Renfrew	9	10	111%*
South Vancouver	0	0	NA
Victoria	37	12	32%
TOTAL	272	255	94%

SnapStats® Median Data	April	May	Variance
Inventory	255	272	7%
Solds	204	255	25%
Sale Price	\$574,000	\$585,000	2%
Sale Price SQFT	\$672	\$720	7%
Sale to List Price Ratio	102%	106%	4%
Days on Market	8	9	13%

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

#### **Market Summary**

13 Month

**Market Trend** 

- Official Market Type EASTSIDE ATTACHED: Sellers market at 94% Sales Ratio average (9.4 in 10 homes selling rate)
- Homes are selling on average 6% above list price
- Most Active Price Band\*\* \$0 to \$300,000 with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1.25 mil to \$1.5 mil, Killarney, Victoria and 3 bedroom properties
- Sellers Best Bet\*\* Selling homes in Grandview, Hastings, Mt Pleasant, Renfrew and up to 1 bedroom properties
   \*\* With a minimum inventory of 10 in most instances





## SnapStats® NORTH VANCOUVER

#### Price Band & Bedroom DETACHED HOUSES

	Inventory	Sales	Sales Ratio*
\$0 - 300,000	0	1	NA*
300,001 - 400,000	0	0	NA
400,001 - 500,000	1	0	NA
500,001 - 600,000	0	0	NA
600,001 - 700,000	0	0	NA
700,001 – 800,000	0	0	NA
800,001 - 900,000	0	0	NA
900,001 - 1,000,000	0	0	NA
1,000,001 - 1,250,000	3	1	33%
1,250,001 - 1,500,000	33	30	91%
1,500,001 – 1,750,000	47	44	94%
1,750,001 – 2,000,000	67	20	30%
2,000,001 - 2,250,000	13	14	108%*
2,250,001 - 2,500,000	37	9	24%
2,500,001 - 2,750,000	28	6	21%
2,750,001 – 3,000,000	23	7	30%
3,000,001 - 3,500,000	18	2	11%
3,500,001 - 4,000,000	18	2	11%
4,000,001 - 4,500,000	11	1	9%
4,500,001 - 5,000,000	3	1	33%
5,000,001 & Greater	6	1	17%
TOTAL	308	139	45%
2 Bedrooms & Less	13	6	46%
3 to 4 Bedrooms	142	81	57%
5 to 6 Bedrooms	133	41	31%
7 Bedrooms & More	20	11	55%
TOTAL	308	139	45%

April	May	Variance
246	308	25%
109	139	28%
\$1,900,000	\$1,698,000	-11%
\$713	\$644	-10%
96%	100%	4%
15	10	-33%
	246 109 \$1,900,000 \$713 96%	246         308           109         139           \$1,900,000         \$1,698,000           \$713         \$644           96%         100%

	Community DE	TACHED HOUSES
ł		Inventor
	Blueridge	15
	Boulevard	15
	Dreamer	-

SnapStats®	Inventory	Sales	Sales Ratio*
Blueridge	15	8	53%
Boulevard	15	10	67%
Braemar	1	2	200%*
Calverhall	6	4	67%
Canyon Heights	35	15	43%
Capilano	8	0	NA
Central Lonsdale	15	5	33%
Deep Cove	8	2	25%
Delbrook	5	1	20%
Dollarton	12	3	25%
Edgemont	19	7	37%
Forest Hills	16	3	19%
Grouse Woods	4	2	50%
Hamilton	9	2	22%
Hamilton Heights	0	1	NA*
Indian Arm	2	1	50%
Indian River	5	5	100%
Lower Lonsdale	7	0	NA
Lynn Valley	24	19	79%
Lynnmour	1	0	NA
Norgate	3	1	33%
Northlands	3	0	NA
Pemberton Heights	9	8	89%
Pemberton	6	2	33%
Princess Park	9	0	NA
Queensbury	8	3	38%
Roche Point	2	3	150%*
Seymour	1	3	300%*
Tempe	5	1	20%
Upper Delbrook	16	8	50%
Upper Lonsdale	25	9	36%
Westlynn	9	9	100%
Westlynn Terrace	1	0	NA
Windsor Park	2	2	100%
Woodlands-Sunshine Cascade	2	0	NA

308

139

45%

MAY 2017

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

#### **Market Summary**

• Official Market Type NORTH VANCOUVER DETACHED: Sellers market at 45% Sales Ratio average (4.5 in 10 homes selling rate)

- Homes are selling on average at list price
- Most Active Price Band\*\* \$2 mil to \$2.25 mil with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$4 mil to \$4.5 mil, Dollarton, Forest Hills and 5 to 6 bedroom properties

TOTAL

 Sellers Best Bet\*\* Selling homes in Lynn Valley, Pemberton Heights, Westlynn and 3 to 4 bedroom properties \*\* With a minimum inventory of 10 in most instances





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## Snap Stats NORTH VANCOUVER

#### Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

#### **Community** ATTACHED CONDOS & TOWNHOMES

MAY 2017

SnapStats®	Inventory	Sales	Sales Ratio*	SnapStats®	Inventory	Sales	Sales Ratio*
\$0-300,000	0	1	NA*	Blueridge	0	0	NA
300,001 - 400,000	10	4	40%	Boulevard	0	0	NA
400,001 - 500,000	27	24	89%	Braemar	0	0	NA
500,001 - 600,000	20	31	155%*	Calverhall	0	0	NA
600,001 - 700,000	12	24	200%*	Canyon Heights	0	0	NA
700,001 - 800,000	15	26	173%*	Capilano	1	1	100%
800,001 - 900,000	15	16	107%*	Central Lonsdale	43	35	81%
900,001 - 1,000,000	14	16	114%*	Deep Cove	0	0	NA
1,000,001 - 1,250,000	16	21	131%*	Delbrook	0	0	NA
1,250,001 - 1,500,000	13	6	46%	Dollarton	0	0	NA
1,500,001 - 1,750,000	4	2	50%	Edgemont	0	5	NA*
1,750,001 - 2,000,000	1	1	100%	Forest Hills	0	0	NA
2,000,001 - 2,250,000	1	4	400%*	Grouse Woods	0	0	NA
2,250,001 - 2,500,000	1	1	100%	Hamilton	3	14	467%*
2,500,001 - 2,750,000	1	0	NA	Hamilton Heights	0	0	NA
2,750,001 - 3,000,000	1	0	NA	Indian Arm	0	0	NA
3,000,001 - 3,500,000	1	0	NA	Indian River	1	2	200%*
3,500,001 - 4,000,000	2	0	NA	Lower Lonsdale	42	54	129%*
4,000,001 - 4,500,000	0	0	NA	Lynn Valley	17	15	88%
4,500,001 - 5,000,000	0	0	NA	Lynnmour	18	16	89%
5,000,001 & Greater	0	0	NA	Norgate	4	1	25%
TOTAL	154	177	115%*	Northlands	1	9	900%*
				Pemberton Heights	0	0	NA
0 to 1 Bedroom	41	47	115%*	Pemberton	7	10	143%*
2 Bedrooms	79	94	119%*	Princess Park	0	0	NA
3 Bedrooms	31	34	110%*	Queensbury	0	0	NA
4 Bedrooms & Greater	3	2	67%	Roche Point	8	12	150%*
TOTAL	154	177	115%*	Seymour	3	0	NA
				Tempe	0	0	NA
SnapStats® Median Data	April	May	Variance	Upper Delbrook	0	0	NA
Inventory	154	154	NA	Upper Lonsdale	4	2	50%
Solds	138	177	28%	Westlynn	2	1	50%
Sale Price	\$655,450	\$720,000	10%	Westlynn Terrace	0	0	NA
Sale Price SQFT	\$685	\$745	9%	Windsor Park	0	0	NA
Sale to List Price Ratio	100%	103%	3%	Woodlands-Sunshine Cascade	0	0	NA
					154	177	

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

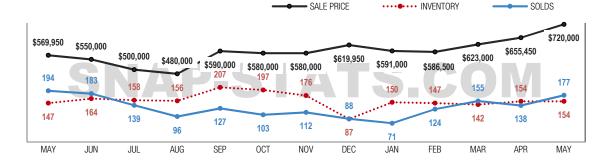
#### **Market Summary**

13 Month

**Market Trend** 

• Official Market Type NORTH VANCOUVER ATTACHED: Sellers market at >100% Sales Ratio average (10 in 10 homes selling rate)

- Homes are selling on average 3% above list price
- Most Active Price Band\*\* \$500,000 to \$1.25 mil with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$300,000 to \$400,000, Central Lonsdale, Lynn Valley and Lynnmour
- Sellers Best Bet\*\* Selling homes in Hamilton, Lower Lonsdale, Northlands, Pemberton, Roche Point and up to 3 bedroom properties
  \*\* With a minimum inventory of 10 in most instances





## SnapStats® WEST VANCOUVER

#### Price Band & Bedroom DETACHED HOUSES

Community	ΠΕΤΛΓΉΕΠ	HOUSES
Community	DETAGNED	ΠΟΟΘΕΘ

SnapStats®	Inventory	Sales	Sales Ratio*	SnapStats®	Inventory	Sales	Sales Ratio*
\$0-300,000	0	0	NA	Altamont	17	1	6%
300,001 - 400,000	0	0	NA	Ambleside	49	9	18%
400,001 - 500,000	0	0	NA	Bayridge	9	2	22%
500,001 - 600,000	1	0	NA	British Properties	73	9	12%
600,001 - 700,000	0	0	NA	Canterbury	7	0	NA
700,001 - 800,000	2	0	NA	Caulfield	25	6	24%
800,001 - 900,000	0	0	NA	Cedardale	5	1	20%
900,001 - 1,000,000	0	0	NA	Chartwell	25	2	8%
1,000,001 - 1,250,000	0	0	NA	Chelsea Park	3	0	NA
1,250,001 - 1,500,000	1	1	100%	Cypress	6	1	17%
1,500,001 - 1,750,000	3	0	NA	Cypress Park Estates	14	3	21%
1,750,001 - 2,000,000	28	3	11%	Deer Ridge	0	0	NA
2,000,001 - 2,250,000	6	7	117%*	Dundarave	29	6	21%
2,250,001 - 2,500,000	22	8	36%	Eagle Harbour	21	3	14%
2,500,001 - 2,750,000	25	5	20%	Eagleridge	6	1	17%
2,750,001 - 3,000,000	35	4	11%	Furry Creek	1	0	NA
3,000,001 - 3,500,000	45	7	16%	Gleneagles	10	3	30%
3,500,001 - 4,000,000	48	5	10%	Glenmore	10	2	20%
4,000,001 - 4,500,000	40	9	23%	Horseshoe Bay	10	2	20%
4,500,001 - 5,000,000	28	4	14%	Howe Sound	10	0	NA
5,000,001 & Greater	164	10	6%	Lions Bay	13	1	8%
TOTAL	448	63	14%	Old Caulfield	6	1	17%
				Panorama Village	0	0	NA
2 Bedrooms & Less	16	2	13%	Park Royal	0	0	NA
3 to 4 Bedrooms	230	31	13%	Porteau Cove	0	0	NA
5 to 6 Bedrooms	182	27	15%	Queens	21	3	14%
7 Bedrooms & More	20	3	15%	Rockridge	4	0	NA
TOTAL	448	63	14%	Sandy Cove	3	1	33%
				Sentinel Hill	21	2	10%
SnapStats® Median Data	April	May	Variance	Upper Caulfield	2	1	50%
Inventory	399	448	12%	West Bay	8	1	13%
Solds	64	63	-2%	Westhill	5	1	20%
Sale Price	\$3,500,000	\$3,280,000	-6%	Westmount	16	0	NA
Sale Price SQFT	\$1,007	\$888	-12%	Whitby Estates	11	0	NA
Sale to List Price Ratio	92%	94%	2%	Whytecliff	8	1	13%
						~~	

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

#### **Market Summary**

27

Days on Market

13 Month

**Market Trend** 

• Official Market Type WEST VANCOUVER DETACHED: Buyers market at 14% Sales Ratio average (15% is a Balanced market)

448

63

14%

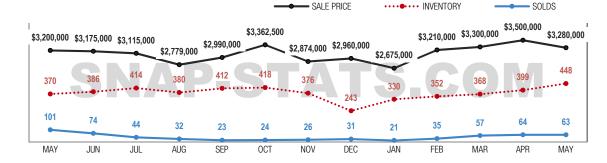
TOTAL

• Homes are selling on average 6% below list price

-30%

19

- Most Active Price Band\*\* \$2.25 mil to \$2.5 mil with average 36% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes \$5 mil plus, Altamont, Chartwell, Lions Bay and up to 4 bedroom properties
- Sellers Best Bet\*\* Selling homes in Gleneagles and minimum 5 bedroom properties \*\* With a minimum inventory of 10 in most instances





MAY 2017

## SnapStats WEST VANCOUVER

#### Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

#### **Community** ATTACHED CONDOS & TOWNHOMES

MAY 2017

SnapStats®	Inventory	Sales	Sales Ratio*	SnapStats®	Inventory	Sales	Sales Ratio*
\$0-300,000	0	0	NA	Altamont	0	0	NA
300,001 - 400,000	2	1	50%	Ambleside	14	11	79%
400,001 - 500,000	1	2	200%*	Bayridge	0	0	NA
500,001 - 600,000	2	2	100%	British Properties	0	0	NA
600,001 - 700,000	3	3	100%	Canterbury	0	0	NA
700,001 - 800,000	1	0	NA	Caulfield	0	0	NA
800,001 - 900,000	1	2	200%*	Cedardale	3	1	33%
900,001 - 1,000,000	2	2	100%	Chartwell	0	0	NA
1,000,001 - 1,250,000	8	5	63%	Chelsea Park	0	0	NA
1,250,001 - 1,500,000	5	2	40%	Cypress	0	0	NA
1,500,001 - 1,750,000	9	4	44%	Cypress Park Estates	0	0	NA
1,750,001 - 2,000,000	2	1	50%	Deer Ridge	1	1	100%
2,000,001 - 2,250,000	1	4	400%*	Dundarave	7	9	129%*
2,250,001 - 2,500,000	8	1	13%	Eagle Harbour	0	0	NA
2,500,001 - 2,750,000	2	0	NA	Eagleridge	0	0	NA
2,750,001 - 3,000,000	6	0	NA	Furry Creek	4	0	NA
3,000,001 - 3,500,000	2	1	50%	Gleneagles	0	0	NA
3,500,001 - 4,000,000	3	0	NA	Glenmore	0	0	NA
4,000,001 - 4,500,000	2	2	100%	Horseshoe Bay	6	1	17%
4,500,001 - 5,000,000	0	0	NA	Howe Sound	2	1	50%
5,000,001 & Greater	4	0	NA	Lions Bay	0	0	NA
TOTAL	64	32	50%	Old Caulfield	0	0	NA
				Panorama Village	5	3	60%
0 to 1 Bedroom	8	7	88%	Park Royal	17	4	24%
2 Bedrooms	37	19	51%	Porteau Cove	0	0	NA
3 Bedrooms	17	6	35%	Queens	0	0	NA
4 Bedrooms & Greater	2	0	NA	Rockridge	0	0	NA
TOTAL	64	32	50%	Sandy Cove	0	0	NA
				Sentinel Hill	0	0	NA
SnapStats® Median Data	April	May	Variance	Upper Caulfield	1	0	NA
Inventory	65	64	-2%	West Bay	0	0	NA
Solds	29	32	10%	Westhill	0	0	NA
Sale Price	\$1,150,000	\$1,184,500	3%	Westmount	0	0	NA
Sale Price SQFT	\$854	\$1,059	24%	Whitby Estates	4	1	25%
Sale to List Price Ratio	109%	99%	-9%	Whytecliff	0	0	NA
		10	43%	TOTAL	64	32	50%

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

#### **Market Summary**

13 Month

**Market Trend** 

Official Market Type WEST VANCOUVER ATTACHED: Sellers market at 50% Sales Ratio average (1 in 2 homes selling rate)

- Homes are selling on average 1% below list price
- Most Active Price Band\*\* \$1 mil to \$1.25 with average 63% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$2.25 mil to \$2.5 mil in Park Royal and 3 bedroom properties
- Sellers Best Bet\*\* Selling homes in Ambleside, Dundarave and up to 1 bedroom properties \*\* With a minimum inventory of 10 in most instances





## SnapStats® RICHMOND

#### Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio*
\$0-300,000	2	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	1	0	NA
700,001 - 800,000	0	0	NA
800,001 - 900,000	1	0	NA
900,001 - 1,000,000	7	3	43%
1,000,001 - 1,250,000	15	11	73%
1,250,001 - 1,500,000	55	35	64%
1,500,001 - 1,750,000	101	34	34%
1,750,001 - 2,000,000	96	24	25%
2,000,001 - 2,250,000	30	20	67%
2,250,001 - 2,500,000	85	10	12%
2,500,001 - 2,750,000	54	9	17%
2,750,001 - 3,000,000	50	7	14%
3,000,001 - 3,500,000	50	5	10%
3,500,001 - 4,000,000	31	2	6%
4,000,001 - 4,500,000	12	2	17%
4,500,001 - 5,000,000	6	0	NA
5,000,001 & Greater	9	1	11%
TOTAL	607	163	27%
2 Bedrooms & Less	24	3	13%
3 to 4 Bedrooms	241	80	33%
5 to 6 Bedrooms	316	76	24%
7 Bedrooms & More	26	4	15%
TOTAL	607	163	27%

SnapStats® Median Data	April	May	Variance
Inventory	578	607	5%
Solds	157	163	4%
Sale Price	\$1,632,000	\$1,750,000	7%
Sale Price SQFT	\$678	\$682	1%
Sale to List Price Ratio	97%	98%	1%
Days on Market	27	25	-7%

#### **Community** DETACHED HOUSES

Boyd Park Bridgeport Brighouse Brighouse South Broadmoor East Cambie East Richmond Garden City Gilmore Granville Hamilton Ironwood	15 14 4 2 56 11 6 23 3 42 10 21	4 0 0 6 1 1 4 1 15 2 0	27% 29% NA NA 11% 9% 17% 17% 33% 36% 20%
Brighouse Brighouse South Broadmoor East Cambie East Richmond Garden City Gilmore Granville Hamilton Ironwood	4 2 56 11 6 23 3 42 10	0 0 6 1 1 4 1 15 2	NA NA 11% 9% 17% 17% 33% 36%
Brighouse South Broadmoor East Cambie East Richmond Garden City Gilmore Granville Hamilton Ironwood	2 56 11 6 23 3 42 10	0 6 1 4 1 15 2	NA 11% 9% 17% 17% 33% 36%
Broadmoor East Cambie East Richmond Garden City Gilmore Granville Hamilton Ironwood	56 11 6 23 3 42 10	6 1 4 1 15 2	11% 9% 17% 17% 33% 36%
East Cambie East Richmond Garden City Gilmore Granville Hamilton Ironwood	11 6 23 3 42 10	1 1 4 1 15 2	9% 17% 17% 33% 36%
East Richmond Garden City Gilmore Granville Hamilton Ironwood	6 23 3 42 10	1 4 1 15 2	17% 17% 33% 36%
Garden City Gilmore Granville Hamilton Ironwood	23 3 42 10	4 1 15 2	17% 33% 36%
Gilmore Granville Hamilton Ironwood	3 42 10	1 15 2	33% 36%
Granville Hamilton Ironwood	42 10	15 2	36%
Hamilton Ironwood	10	2	
Ironwood			20%
	21	0	
1 1		8	38%
Lackner	25	8	32%
McLennan	15	1	7%
McLennan North	7	2	29%
McNair	25	12	48%
Quilchena	38	4	11%
Riverdale	28	6	21%
Saunders	26	6	23%
Sea Island	2	2	100%
Seafair	53	13	25%
South Arm	16	9	56%
Steveston North	49	14	29%
Steveston South	10	6	60%
Steveston Village	11	5	45%
Terra Nova	21	4	19%
West Cambie	27	11	41%
Westwind	6	2	33%
Woodwards	41	12	29%
TOTAL	607	163	27%

MAY 2017

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

#### **Market Summary**

- Official Market Type RICHMOND DETACHED: Sellers market at 27% Sales Ratio average (2.7 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band\*\* \$1 mil to \$1.25 mil with average 73% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$3.5 mil to \$4 mil, Broadmoor, East Cambie, McLennan, Quilchena and up to 2 bedrooms
- Sellers Best Bet\*\* Selling homes in South Arm, Steveston South and 3 to 4 bedroom properties
  \*\* With a minimum inventory of 10 in most instances





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# SnapStats® RICHMOND

#### Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio*
\$0-300,000	17	28	165%*
300,001 - 400,000	39	54	138%*
400,001 - 500,000	54	67	124%*
500,001 - 600,000	51	57	112%*
600,001 - 700,000	63	63	100%
700,001 - 800,000	56	36	64%
800,001 - 900,000	64	42	66%
900,001 - 1,000,000	40	27	68%
1,000,001 - 1,250,000	29	19	66%
1,250,001 - 1,500,000	19	4	21%
1,500,001 - 1,750,000	5	1	20%
1,750,001 - 2,000,000	3	0	NA
2,000,001 - 2,250,000	0	1	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	3	0	NA
4,000,001 - 4,500,000	0	0	NA
4,500,001 - 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL	444	399	90%
0 to 1 Bedroom	64	88	138%*
2 Bedrooms	184	172	93%
3 Bedrooms	150	110	73%
4 Bedrooms & Greater	46	29	63%
TOTAL	444	399	90%

SnapStats® Median Data	April	May	Variance
Inventory	411	444	8%
Solds	347	399	15%
Sale Price	\$600,000	\$592,000	-1%
Sale Price SQFT	\$619	\$604	-2%
Sale to List Price Ratio	101%	104%	3%
Days on Market	12	10	-17%

Brighouse         145         102         70%           Brighouse South         69         53         77%           Broadmoor         7         8         114%*           East Cambie         11         8         73%           East Richmond         9         5         56%           Garden City         6         6         100%           Gilmore         0         0         NA           Granville         6         12         200%*           Hamilton         2         6         300%*           Ironwood         8         8         100%           Lackner         3         1         33%           McLennan         0         0         NA           McLennan North         49         56         114%*           McNair         2         0         NA           Quilchena         0         3         NA*           Riverdale         7         7         100%           Saunders         5         7         140%*           Sea Island         1         1         100%           Steveston North         8         2         25%		mentory	Jaies	Jaies hallu
Brighouse         145         102         70%           Brighouse South         69         53         77%           Broadmoor         7         8         114%*           East Cambie         11         8         73%           East Richmond         9         5         56%           Garden City         6         6         100%           Gilmore         0         0         NA           Granville         6         12         200%*           Hamilton         2         6         300%*           Ironwood         8         8         100%           Lackner         3         1         33%           McLennan         0         0         NA           McLennan         0         3         NA*           Riverdale         7         7         100%           Saunders         5         7         140%*           Sea Island         1         1         100%           Seafair         0         6         NA*           South Arm         1         9         900%*           Steveston North         8         2         25% <t< td=""><td>Boyd Park</td><td>5</td><td>12</td><td>240%*</td></t<>	Boyd Park	5	12	240%*
Brighouse South         69         53         77%           Broadmoor         7         8         114%*           East Cambie         11         8         73%           East Richmond         9         5         56%           Garden City         6         6         100%           Gilmore         0         0         NA           Granville         6         12         200%*           Hamilton         2         6         300%*           Ironwood         8         8         100%           Lackner         3         1         33%           McLennan         0         0         NA           McLennan         0         3         NA*           Riverdale         7         7         100%           Saunders         5         7         140%*           Sea Island         1         1         100%           Seafair         0         6         NA*           South Arm         1         9         900%*           Steveston North         8         2         25%           Steveston Village         4         2         50%		6	5	83%
Brighouse South         69         53         77%           Broadmoor         7         8         114%*           East Cambie         11         8         73%           East Richmond         9         5         56%           Garden City         6         6         100%           Gilmore         0         0         NA           Granville         6         12         200%*           Hamilton         2         6         300%*           Ironwood         8         8         100%           Lackner         3         1         33%           McLennan         0         0         NA           McLennan North         49         56         114%*           McNair         2         0         NA           Quilchena         0         3         NA*           Riverdale         7         7         100%           Saunders         5         7         140%*           Sea Island         1         1         100%           Steveston North         8         2         25%           Steveston Village         4         2         50%      S	Brighouse	145	102	70%
Broadmoor         7         8         114%*           East Cambie         11         8         73%           East Richmond         9         5         56%           Garden City         6         6         100%           Gilmore         0         0         NA           Granville         6         12         200%*           Hamilton         2         6         300%*           Ironwood         8         8         100%           Lackner         3         1         33%           McLennan         0         0         NA           McLennan North         49         56         114%*           McNair         2         0         NA           Quilchena         0         3         NA*           Riverdale         7         7         100%           Saunders         5         7         140%*           Sea Island         1         1         100%           Steveston North         8         2         25%           Steveston South         23         22         96%           Steveston Village         4         2         50%		69	53	77%
East Cambie         11         8         73%           East Richmond         9         5         56%           Garden City         6         6         100%           Gilmore         0         0         NA           Granville         6         12         200%*           Hamilton         2         6         300%*           Ironwood         8         8         100%           Lackner         3         1         33%           McLennan         0         0         NA           McLennan North         49         56         114%*           McNair         2         0         NA           Quilchena         0         3         NA*           Riverdale         7         7         100%           Saunders         5         7         140%*           Sea Island         1         1         100%           Steveston North         8         2         25%           Steveston North         8         2         25%           Steveston Village         4         2         50%           Terra Nova         13         8         62%		7		114%*
Garden City         6         6         100%           Gilmore         0         0         NA           Granville         6         12         200%*           Hamilton         2         6         300%*           Ironwood         8         8         100%           Lackner         3         1         33%           McLennan         0         0         NA           McLennan North         49         56         114%*           McNair         2         0         NA           Quilchena         0         3         NA*           Riverdale         7         7         100%           Saunders         5         7         140%*           Sea Island         1         1         100%           Steveston North         8         2         25%           Steveston North         8         2         25%           Steveston Village         4         2         50%           Terra Nova         13         8         62%           West Cambie         47         47         100%	East Cambie	11	8	73%
Gilmore         0         0         NA           Granville         6         12         200%*           Hamilton         2         6         300%*           Ironwood         8         8         100%           Lackner         3         1         33%           McLennan         0         0         NA           McLennan North         49         56         114%*           McNair         2         0         NA           Quilchena         0         3         NA*           Riverdale         7         7         100%           Saunders         5         7         140%*           Sea Island         1         1         100%           Steveston North         8         2         25%           Steveston North         8         2         25%           Steveston Village         4         2         50%           Terra Nova         13         8         62%           West Cambie         47         47         100%	East Richmond	9	5	56%
Gilmore         0         0         NA           Granville         6         12         200%*           Hamilton         2         6         300%*           Ironwood         8         8         100%           Lackner         3         1         33%           McLennan         0         0         NA           McLennan North         49         56         114%*           McNair         2         0         NA           Quilchena         0         3         NA*           Riverdale         7         7         100%           Saunders         5         7         140%*           Sea Island         1         1         100%           Steveston North         8         2         25%           Steveston North         8         2         25%           Steveston Village         4         2         50%           Terra Nova         13         8         62%           West Cambie         47         47         100%	Garden City	6	6	100%
Hamilton         2         6         300%*           Ironwood         8         8         100%           Lackner         3         1         33%           McLennan         0         0         NA           McLennan North         49         56         114%*           McNair         2         0         NA           Quilchena         0         3         NA*           Riverdale         7         7         100%           Saunders         5         7         140%*           Sea Island         1         1         100%           Seafair         0         6         NA*           South Arm         1         9         900%*           Steveston North         8         2         25%           Steveston Village         4         2         50%           Terra Nova         13         8         62%           West Cambie         47         47         100%		0	0	NA
Hamilton         2         6         300%*           Ironwood         8         8         100%           Lackner         3         1         33%           McLennan         0         0         NA           McLennan North         49         56         114%*           McNair         2         0         NA           Quilchena         0         3         NA*           Riverdale         7         7         100%           Saunders         5         7         140%*           Sea Island         1         1         100%           Seafair         0         6         NA*           South Arm         1         9         900%*           Steveston North         8         2         25%           Steveston Village         4         2         50%           Terra Nova         13         8         62%           West Cambie         47         47         100%	Granville	6	12	200%*
Lackner         3         1         33%           McLennan         0         0         NA           McLennan North         49         56         114%*           McNair         2         0         NA           Quilchena         0         3         NA*           Riverdale         7         7         100%           Saunders         5         7         140%*           Sea Island         1         1         100%           Seafair         0         6         NA*           South Arm         1         9         900%*           Steveston North         8         2         25%           Steveston Village         4         2         50%           Terra Nova         13         8         62%           West Cambie         47         47         100%	Hamilton	2	6	
McLennan         0         0         NA           McLennan North         49         56         114%*           McNair         2         0         NA           Quilchena         0         3         NA*           Riverdale         7         7         100%           Saunders         5         7         140%*           Sea Island         1         1         100%           Seafair         0         6         NA*           South Arm         1         9         900%*           Steveston North         8         2         25%           Steveston South         23         22         96%           Steveston Village         4         2         50%           Terra Nova         13         8         62%           West Cambie         47         47         100%	Ironwood	8	8	100%
McLennan North         49         56         114%*           McNair         2         0         NA           Quilchena         0         3         NA*           Riverdale         7         7         100%           Saunders         5         7         140%*           Sea Island         1         1         100%           Seafair         0         6         NA*           South Arm         1         9         900%*           Steveston North         8         2         25%           Steveston South         23         22         96%           Steveston Village         4         2         50%           Terra Nova         13         8         62%           West Cambie         47         47         100%	Lackner	3	1	33%
McNair         2         0         NA           Quilchena         0         3         NA*           Riverdale         7         7         100%           Saunders         5         7         140%*           Sea Island         1         1         100%           Seafair         0         6         NA*           South Arm         1         9         900%*           Steveston North         8         2         25%           Steveston South         23         22         96%           Steveston Village         4         2         50%           Terra Nova         13         8         62%           West Cambie         47         47         100%           Westwind         0         1         NA*	McLennan	0	0	NA
Quilchena         0         3         NA*           Riverdale         7         7         100%           Saunders         5         7         140%*           Sea Island         1         1         100%           Seafair         0         6         NA*           South Arm         1         9         900%*           Steveston North         8         2         25%           Steveston South         23         22         96%           Steveston Village         4         2         50%           Terra Nova         13         8         62%           West Cambie         47         47         100%           Westwind         0         1         NA*	McLennan North	49	56	114%*
Riverdale         7         7         100%           Saunders         5         7         140%*           Sea Island         1         1         100%           Seafair         0         6         NA*           South Arm         1         9         900%*           Steveston North         8         2         25%           Steveston South         23         22         96%           Steveston Village         4         2         50%           Terra Nova         13         8         62%           West Cambie         47         47         100%           Westwind         0         1         NA*	McNair	2	0	NA
Saunders         5         7         140%*           Sea Island         1         1         100%           Seafair         0         6         NA*           South Arm         1         9         900%*           Steveston North         8         2         25%           Steveston South         23         22         96%           Steveston Village         4         2         50%           Terra Nova         13         8         62%           West Cambie         47         47         100%           Westwind         0         1         NA*	Quilchena	0		NA*
Sea Island         1         100%           Seafair         0         6         NA*           South Arm         1         9         900%*           Steveston North         8         2         25%           Steveston South         23         22         96%           Steveston Village         4         2         50%           Terra Nova         13         8         62%           West Cambie         47         47         100%           Westwind         0         1         NA*	Riverdale	7	7	100%
Seafair         0         6         NA*           South Arm         1         9         900%*           Steveston North         8         2         25%           Steveston South         23         22         96%           Steveston Village         4         2         50%           Terra Nova         13         8         62%           West Cambie         47         47         100%           Westwind         0         1         NA*	Saunders	5	7	140%*
South Arm         1         9         900%*           Steveston North         8         2         25%           Steveston South         23         22         96%           Steveston Village         4         2         50%           Terra Nova         13         8         62%           West Cambie         47         47         100%           Westwind         0         1         NA*	Sea Island	1	1	100%
Steveston North         8         2         25%           Steveston South         23         22         96%           Steveston Village         4         2         50%           Terra Nova         13         8         62%           West Cambie         47         47         100%           Westwind         0         1         NA*	Seafair	0	6	NA*
Steveston South         23         22         96%           Steveston Village         4         2         50%           Terra Nova         13         8         62%           West Cambie         47         47         100%           Westwind         0         1         NA*	South Arm	1	9	900%*
Steveston Village         4         2         50%           Terra Nova         13         8         62%           West Cambie         47         47         100%           Westwind         0         1         NA*	Steveston North	8		25%
Terra Nova         13         8         62%           West Cambie         47         47         100%           Westwind         0         1         NA*	Steveston South	23	22	96%
West Cambie         47         47         100%           Westwind         0         1         NA*	Steveston Village			
Westwind 0 1 NA*	Terra Nova	13	8	62%
	West Cambie	47	47	100%
	Westwind	0	1	NA*
Woodwards 7 2 29%	Woodwards	7	2	29%
TOTAL 444 399 90%	TOTAL	444	399	90%

**Community** ATTACHED CONDOS & TOWNHOMES

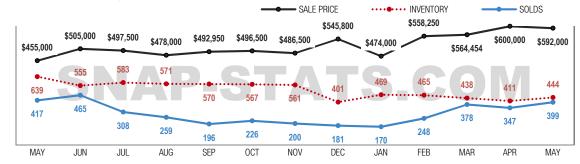
Inventory

Sales

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

#### **Market Summary**

- Official Market Type RICHMOND ATTACHED: Sellers market at 90% Sales Ratio average (9 in 10 homes selling rate)
- Homes are selling on average 4% above list price
- Most Active Price Band\*\* \$0 to \$600,000 with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1.25 mil to \$1.5 mil, East Richmond, Terra Nova and minimum 4 plus bedrooms
- Sellers Best Bet\*\* Selling homes in Boyd Park, Granville, McLennan North, South Arm, West Cambie and up to 1 bedroom
   <sup>\*\*</sup> With a minimum inventory of 10 in most instances





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#### 13 Month Market Trend

### MAY 2017

Sales Ratio\*

# SnapStats® TSAWWASSEN

#### Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio*
\$0-300,000	0	0	NA
300,001 - 400,000	0	0	NA
400,001 - 500,000	0	0	NA
500,001 - 600,000	0	0	NA
600,001 - 700,000	0	0	NA
700,001 - 800,000	0	0	NA
800,001 - 900,000	2	1	50%
900,001 - 1,000,000	3	6	200%*
1,000,001 - 1,250,000	43	11	26%
1,250,001 - 1,500,000	38	14	37%
1,500,001 - 1,750,000	21	0	NA
1,750,001 - 2,000,000	15	2	13%
2,000,001 - 2,250,000	5	1	20%
2,250,001 - 2,500,000	7	0	NA
2,500,001 - 2,750,000	2	0	NA
2,750,001 - 3,000,000	4	0	NA
3,000,001 - 3,500,000	0	0	NA
3,500,001 - 4,000,000	6	0	NA
4,000,001 - 4,500,000	1	0	NA
4,500,001 - 5,000,000	1	0	NA
5,000,001 & Greater	3	0	NA
TOTAL	151	35	23%
2 Bedrooms & Less	5	3	60%
3 to 4 Bedrooms	104	30	29%
5 to 6 Bedrooms	41	2	5%
7 Bedrooms & More	1	0	NA
TOTAL	151	35	23%

SnapStats® Median Data	April	May	Variance
Inventory	134	151	13%
Solds	26	35	35%
Sale Price	\$1,216,500	\$1,250,000	3%
Sale Price SQFT	\$554	\$535	-3%
Sale to List Price Ratio	98%	96%	-2%
Days on Market	44	16	-64%

### **Community** DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio*
Beach Grove	22	7	32%
Boundary Beach	7	2	29%
Cliff Drive	20	6	30%
English Bluff	23	2	9%
Pebble Hill	38	5	13%
Tsawwassen Central	31	9	29%
Tsawwassen East	10	4	40%
TOTAL	151	35	23%

MAY 2017

SnapStats® Median Data	April	May	Variance
Inventory	134	151	13%
Solds	26	35	35%
Sale Price	\$1,216,500	\$1,250,000	3%
Sale Price SQFT	\$554	\$535	-3%
Sale to List Price Ratio	98%	96%	-2%
Days on Market	44	16	-64%

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

#### **Market Summary**

Official Market Type TSAWWASSEN DETACHED: Sellers market at 23% Sales Ratio average (2.3 in 10 homes selling rate)

- Homes are selling on average 4% below list price
- Most Active Price Band\*\* \$1.25 mil to \$1.5 mil with average 37% Sales Ratio (Sellers market)
- Buyers Best Bet\*s\* Homes between \$1.75 mil to \$2 mil, English Bluff, Pebble Hill and 5 to 6 bedroom properties
- Sellers Best Bet\*\* Selling homes in Beach Grove, Tsawwassen East and 3 to 4 bedroom properties \*\* With a minimum inventory of 10 in most instances





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# SnapStats® TSAWWASSEN

### Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio*
\$0-300,000	0	0	NA
300,001 - 400,000	6	1	17%
400,001 - 500,000	3	1	33%
500,001 - 600,000	6	3	50%
600,001 - 700,000	3	2	67%
700,001 - 800,000	2	0	NA
800,001 - 900,000	3	0	NA
900,001 - 1,000,000	2	1	50%
1,000,001 - 1,250,000	2	0	NA
1,250,001 - 1,500,000	2	2	100%
1,500,001 - 1,750,000	0	0	NA
1,750,001 - 2,000,000	0	0	NA
2,000,001 - 2,250,000	0	0	NA
2,250,001 - 2,500,000	0	0	NA
2,500,001 - 2,750,000	0	0	NA
2,750,001 - 3,000,000	0	0	NA
3,000,001 - 3,500,000	0	0	NA
3,500,001 - 4,000,000	1	0	NA
4,000,001 - 4,500,000	0	0	NA
4,500,001 - 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL	30	10	33%
0 to 1 Bedroom	7	1	14%
2 Bedrooms	16	6	38%
3 Bedrooms	6	3	50%
4 Bedrooms & Greater	1	0	NA
TOTAL	30	10	33%

Community	ATTACHED	CONDOS	& T	OWN	НОІ	NES.

SnapStats®	Inventory	Sales	Sales Ratio*
Beach Grove	3	0	NA
Boundary Beach	1	0	NA
Cliff Drive	19	6	32%
English Bluff	1	0	NA
Pebble Hill	0	0	NA
Tsawwassen Central	5	3	60%
Tsawwassen East	1	1	100%
TOTAL	30	10	33%

MAY 2017

SnapStats® Median Data	April	May	Variance
Inventory	30	30	NA
Solds	15	10	-33%
Sale Price	\$570,000	\$602,500	6%
Sale Price SQFT	\$453	\$457	1%
Sale to List Price Ratio	95%	98%	3%
Days on Market	15	15	NA

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

#### **Market Summary**

- Official Market Type TSAWWASSEN ATTACHED: Sellers market at 33% Sales Ratio average (1 in 3 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band\*\* Insufficient data but with 3 sales homes between \$500,000 to \$600,000

(

- Buyers Best Bet\*\* Insufficient Data
- Sellers Best Bet\*\* Selling homes in Cliff Drive and 2 bedroom properties
   \*\* With a minimum inventory of 10 in most instances





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# SnapStats® LADNER

### Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 - 300,000	0	0	NA
300,001 - 400,000	3	1	33%
400,001 - 500,000	0	0	NA
500,001 - 600,000	1	0	NA
600,001 - 700,000	1	2	200%*
700,001 - 800,000	0	1	NA*
800,001 - 900,000	5	2	40%
900,001 - 1,000,000	9	12	133%*
1,000,001 - 1,250,000	18	10	56%
1,250,001 - 1,500,000	21	4	19%
1,500,001 - 1,750,000	9	0	NA
1,750,001 - 2,000,000	7	2	29%
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	5	0	NA
TOTAL	80	34	43%
2 Bedrooms & Less	13	3	23%
3 to 4 Bedrooms	49	23	47%
5 to 6 Bedrooms	18	8	44%
7 Bedrooms & More	0	0	NA
TOTAL	80	34	43%

#### **Community** *DETACHED HOUSES*

SnapStats®	Inventory	Sales	Sales Ratio*
Delta Manor	6	3	50%
East Delta	3	0	NA
Hawthorne	24	12	50%
Holly	8	6	75%
Ladner Elementary	12	3	25%
Ladner Rural	4	0	NA
Neilsen Grove	15	7	47%
Port Guichon	8	2	25%
Westham Island	0	1	NA*
TOTAL	80	34	43%

MAY 2017

SnapStats® Median Data	April	May	Variance
Inventory	92	80	-13%
Solds	26	34	31%
Sale Price	\$948,000	\$982,500	4%
Sale Price SQFT	\$440	\$425	-3%s
Sale to List Price Ratio	99%	99%	NA
Days on Market	20	17	-15%

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

#### **Market Summary**

13 Month

**Market Trend** 

• Official Market Type LADNER DETACHED: Sellers market at 43% Sales Ratio average (4.3 in 10 homes selling rate)

- Homes are selling on average 1% below list price
- Most Active Price Band\*\* \$900,000 to \$1 mil with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1.25 mil to \$1.5 mil, Ladner Elementary and up to 2 bedroom properties
- Sellers Best Bet\*\* Selling homes in Hawthorne and 3 to 4 bedroom properties
  \*\* With a minimum inventory of 10 in most instances





## SnapStats® LADNER

#### Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio*
\$0-300,000	0	0	NA
300,001 - 400,000	3	0	NA
400,001 - 500,000	3	5	167%*
500,001 - 600,000	3	5	167%*
600,001 - 700,000	1	3	300%*
700,001 - 800,000	13	5	38%
800,001 - 900,000	5	4	80%
900,001 - 1,000,000	3	1	33%
1,000,001 - 1,250,000	2	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	23	70%
0 to 1 Bedroom	1	2	200%*
2 Bedrooms	9	10	111%*
3 Bedrooms	20	7	35%
4 Bedrooms & Greater	3	4	133%*
TOTAL	33	23	70%

Community	ATTACHED	CONDOS &	TOWNHOMES
community		comboo u	10 Minute

SnapStats®	Inventory	Sales	Sales Ratio*
Delta Manor	4	2	50%
East Delta	0	1	NA*
Hawthorne	6	2	33%
Holly	2	0	NA
Ladner Elementary	12	10	83%
Ladner Rural	0	0	NA
Neilsen Grove	9	8	89%
Port Guichon	0	0	NA
Westham Island	0	0	NA
TOTAL	33	23	70%

MAY 2017

SnapStats® Median Data	April	May	Variance
Inventory	38	33	-13%
Solds	20	23	15%
Sale Price	\$600,000	\$645,000	8%
Sale Price SQFT	\$411	\$457	11%
Sale to List Price Ratio	98%	96%	-2%
Days on Market	30	16	-47%

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

#### **Market Summary**

13 Month

**Market Trend** 

- Official Market Type LADNER ATTACHED: Sellers market at 70% Sales Ratio average (7 in 10 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band\*\* \$700,000 to \$800,000 with average 38% Sales Ratio average (Sellers market)
- Buyers Best Bet\*\* Homes with 3 bedrooms
- Sellers Best Bet\*\* Selling homes in Ladner Elementary, Neilsen Grove and 2 bedroom properties \*\* With a minimum inventory of 10 in most instances



