

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

# SAMPLE

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Sample Month

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# METRO

Downtown  
Westside  
Eastside  
North Vancouver  
West Vancouver  
Richmond  
Tsawwassen  
Ladner

# VANCOUVER

# EDITION



## Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	7	1	14%
300,001 – 400,000	4	2	50%
400,001 – 500,000	18	17	94%
500,001 – 600,000	45	23	51%
600,001 – 700,000	50	24	48%
700,001 – 800,000	35	10	29%
800,001 – 900,000	34	9	26%
900,001 – 1,000,000	23	7	30%
1,000,001 – 1,250,000	26	11	42%
1,250,001 – 1,500,000	28	8	29%
1,500,001 – 1,750,000	22	3	14%
1,750,001 – 2,000,000	23	2	9%
2,000,001 – 2,250,000	7	0	NA
2,250,001 – 2,500,000	13	0	NA
2,500,001 – 2,750,000	6	1	17%
2,750,001 – 3,000,000	12	0	NA
3,000,001 – 3,500,000	10	1	10%
3,500,001 – 4,000,000	9	1	11%
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	8	0	NA
5,000,001 & Greater	11	1	9%
<b>TOTAL</b>	<b>392</b>	<b>121</b>	<b>31%</b>

0 to 1 Bedroom	154	67	44%
2 Bedrooms	189	46	24%
3 Bedrooms	46	8	17%
4 Bedrooms & Greater	3	0	NA
<b>TOTAL</b>	<b>392</b>	<b>121</b>	<b>31%</b>

SnapStats® Median Data	December	January	Variance
Inventory	296	392	32%
Solds	147	121	-18%
Sale Price	\$717,000	\$680,000	-5%
Sale Price SQFT	\$956	\$960	NA
Sale to List Price Ratio	103%	98%	-5%
Days on Market	20	13	-35%

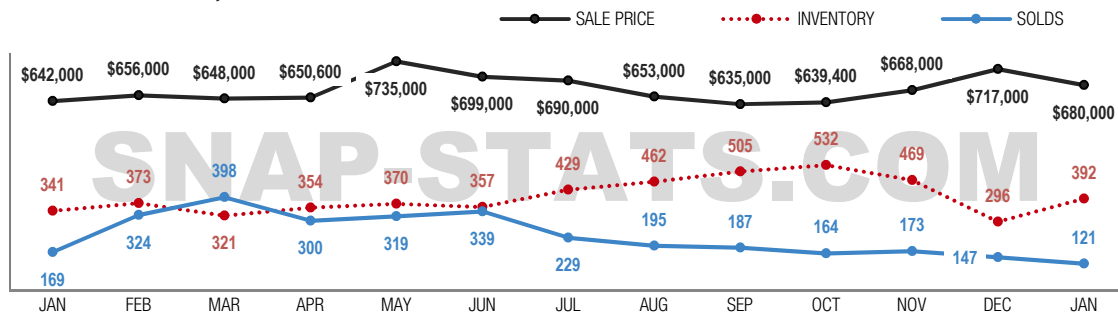
\*Sales Ratio defines market speed (higher is faster) and suggests Market Type (ie Balanced 12-20%.) If >100% MLS® data reported previous month's sales exceeded current inventory.

## Market Summary

- Market Type Indicator **DOWNTOWN**: Sellers market at 31% Sales Ratio average (3.1 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band\*\* +/- \$1 mil: \$400k to \$500k (94% Sales Ratio) / \$1 mil to \$1.25 mil (42% Sales Ratio)
- Buyers Best Bet\*\* +/- \$1 mil: Homes between \$800k to \$900k / \$1.75 mil to \$2 mil, \$5 mil plus, Westend and Yaletown
- Sellers Best Bet\*\* Selling homes in Coal Harbour, Downtown and up to 1 bedroom properties

\*\* With a minimum inventory of 10 in most instances

## 13 Month Market Trend



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## Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	0	0	NA
700,001 – 800,000	0	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	1	0	NA
1,750,001 – 2,000,000	4	4	100%
2,000,001 – 2,250,000	9	2	22%
2,250,001 – 2,500,000	19	6	32%
2,500,001 – 2,750,000	14	4	29%
2,750,001 – 3,000,000	48	4	8%
3,000,001 – 3,500,000	52	4	8%
3,500,001 – 4,000,000	62	2	3%
4,000,001 – 4,500,000	60	1	2%
4,500,001 – 5,000,000	60	5	8%
5,000,001 & Greater	208	5	2%
<b>TOTAL</b>	<b>537</b>	<b>37</b>	<b>7%</b>

2 Bedrooms & Less	23	2	9%
3 to 4 Bedrooms	198	14	7%
5 to 6 Bedrooms	266	19	7%
7 Bedrooms & More	50	2	4%
<b>TOTAL</b>	<b>537</b>	<b>37</b>	<b>7%</b>

SnapStats® Median Data	December	January	Variance
Inventory	337	537	59%
Solds	63	37	-41%
Sale Price	\$3,480,000	\$2,820,000	-19%
Sale Price SQFT	\$1,143	\$1,084	-5%
Sale to List Price Ratio	94%	94%	NA
Days on Market	35	20	-43%

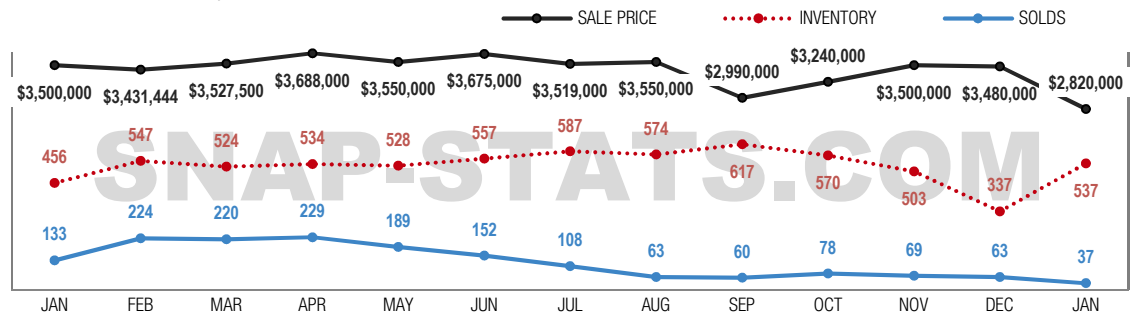
\*Sales Ratio defines market speed (higher is faster) and suggests Market Type (ie Balanced 12-20%). If >100% MLS® data reported previous month's sales exceeded current inventory.

## Market Summary

- Market Type Indicator **WESTSIDE DETACHED**: Buyers market at 7% Sales Ratio average (7 in 100 homes selling rate)
- Homes are selling on average 6% below list price
- Most Active Price Band\*\* +/- \$3 mil: \$2.25 mil to \$2.5 mil (32% Sales Ratio) / \$3 mil to \$3.5 mil and \$4.5 mil to \$5 mil (8%)
- Buyers Best Bet\*\* +/- \$3 mil: \$2.75 mil to \$3 mil / \$4 mil to \$4.5 mil, \$5 mil plus, Shaughnessy, S Granville and 7 plus bedrooms
- Sellers Best Bet\*\* Selling homes in Dunbar, Point Grey and up to 2 bedroom properties

\*\* With a minimum inventory of 10 in most instances

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## Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	1	1	100%
300,001 – 400,000	11	3	27%
400,001 – 500,000	21	16	76%
500,001 – 600,000	35	21	60%
600,001 – 700,000	36	17	47%
700,001 – 800,000	34	11	32%
800,001 – 900,000	27	9	33%
900,001 – 1,000,000	31	8	26%
1,000,001 – 1,250,000	41	13	32%
1,250,001 – 1,500,000	42	5	12%
1,500,001 – 1,750,000	25	5	20%
1,750,001 – 2,000,000	15	0	NA
2,000,001 – 2,250,000	9	1	11%
2,250,001 – 2,500,000	6	0	NA
2,500,001 – 2,750,000	6	0	NA
2,750,001 – 3,000,000	1	0	NA
3,000,001 – 3,500,000	2	1	50%
3,500,001 – 4,000,000	2	0	NA
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	1	0	NA
<b>TOTAL</b>	<b>348</b>	<b>111</b>	<b>32%</b>

0 to 1 Bedroom	95	52	55%
2 Bedrooms	182	48	26%
3 Bedrooms	60	10	17%
4 Bedrooms & Greater	11	1	9%
<b>TOTAL</b>	<b>348</b>	<b>111</b>	<b>32%</b>

SnapStats® Median Data	December	January	Variance
Inventory	246	348	41%
Solds	111	111	NA
Sale Price	\$728,000	\$688,888	-5%
Sale Price SQFT	\$779	\$796	2%
Sale to List Price Ratio	99%	100%	1%
Days on Market	22	8	-64%

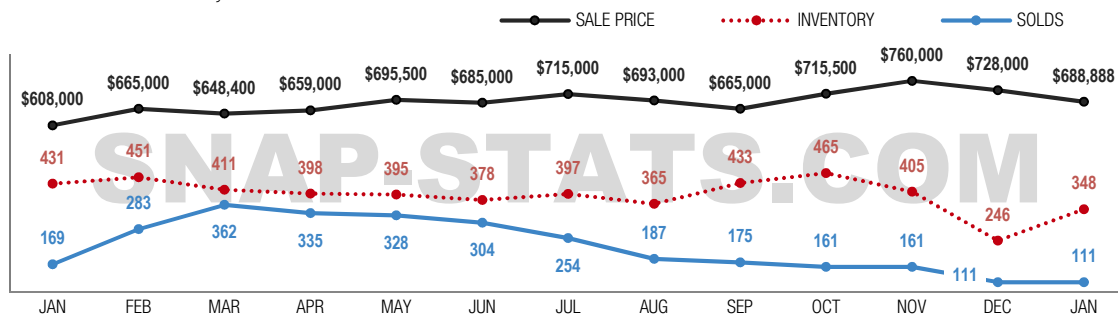
\*Sales Ratio defines market speed (higher is faster) and suggests Market Type (ie Balanced 12-20%.) If >100% MLS® data reported previous month's sales exceeded current inventory.

## Market Summary

- Market Type Indicator **WESTSIDE ATTACHED**: Sellers market at 32% Sales Ratio average (3.2 in 10 homes selling rate)
- Homes are selling on average at list price
- Most Active Price Band\*\* \$400,000 to \$500,000 with average 76% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$2 mil to \$2.25 mil, SW Marine, University and minimum 4 bedroom properties
- Sellers Best Bet\*\* Selling homes in Kitsilano, Pt Grey and up to 1 bedroom properties

\*\* With a minimum inventory of 10 in most instances

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## 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	1	1	100%
900,001 – 1,000,000	5	4	80%
1,000,001 – 1,250,000	28	15	54%
1,250,001 – 1,500,000	93	16	17%
1,500,001 – 1,750,000	84	9	11%
1,750,001 – 2,000,000	99	4	4%
2,000,001 – 2,250,000	39	2	5%
2,250,001 – 2,500,000	75	1	1%
2,500,001 – 2,750,000	49	0	NA
2,750,001 – 3,000,000	58	0	NA
3,000,001 – 3,500,000	38	0	NA
3,500,001 – 4,000,000	2	0	NA
4,000,001 – 4,500,000	7	0	NA
4,500,001 – 5,000,000	5	0	NA
5,000,001 & Greater	1	0	NA
<b>TOTAL</b>	<b>586</b>	<b>52</b>	<b>9%</b>

2 Bedrooms & Less	40	4	10%
3 to 4 Bedrooms	201	24	12%
5 to 6 Bedrooms	260	21	8%
7 Bedrooms & More	85	3	4%
<b>TOTAL</b>	<b>586</b>	<b>52</b>	<b>9%</b>

SnapStats® Median Data	December	January	Variance
Inventory	501	586	17%
Solds	63	52	-17%
Sale Price	\$1,375,000	\$1,355,000	-1%
Sale Price SQFT	\$673	\$616	-8%
Sale to List Price Ratio	95%	98%	3%
Days on Market	35	45	29%

\*Sales Ratio defines market speed (higher is faster) and suggests Market Type (ie Balanced 12-20%). If >100% MLS® data reported previous month's sales exceeded current inventory.

## Community DETACHED HOUSES

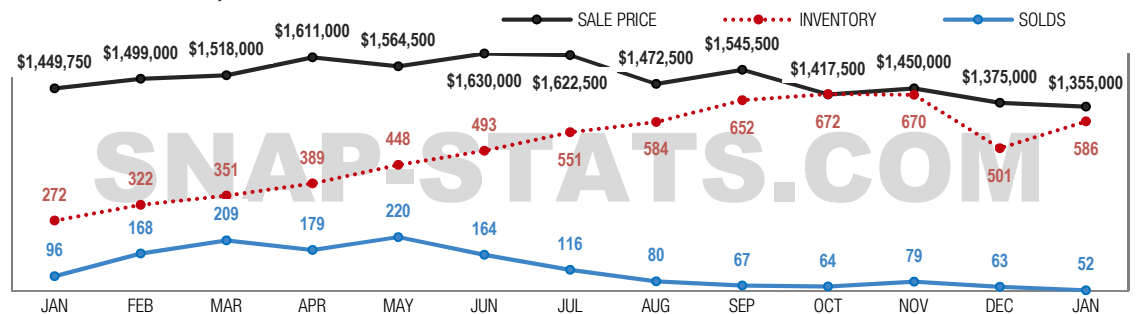
SnapStats®	Inventory	Sales	Sales Ratio*
Champlain Heights	2	0	NA
Collingwood	75	4	5%
Downtown	0	0	NA
Fraser	24	5	21%
Fraserview	26	3	12%
Grandview	42	8	19%
Hastings	6	0	NA
Hastings East	23	2	9%
Killarney	55	5	9%
Knight	36	5	14%
Main	19	0	NA
Mount Pleasant	10	0	NA
Renfrew Heights	47	4	9%
Renfrew	133	6	5%
South Vancouver	55	7	13%
Victoria	33	3	9%
<b>TOTAL</b>	<b>586</b>	<b>52</b>	<b>9%</b>

## Market Summary

- Market Type Indicator **EASTSIDE DETACHED**: Buyers market at 9% Sales Ratio average (9 in 100 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band\*\* \$1 mil to \$1.25 mil with average 54% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$2.25 mil to \$2.5 mil, Collingwood, Renfrew and minimum 7 bedroom properties
- Sellers Best Bet\*\* Selling homes in Fraser, Grandview and 3 to 4 bedroom properties

\*\* With a minimum inventory of 10 in most instances

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## Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	4	4	100%
300,001 – 400,000	35	23	66%
400,001 – 500,000	38	14	37%
500,001 – 600,000	32	10	31%
600,001 – 700,000	31	10	32%
700,001 – 800,000	25	13	52%
800,001 – 900,000	11	5	45%
900,001 – 1,000,000	11	1	9%
1,000,001 – 1,250,000	9	2	22%
1,250,001 – 1,500,000	8	2	25%
1,500,001 – 1,750,000	3	0	NA
1,750,001 – 2,000,000	1	0	NA
2,000,001 – 2,250,000	2	0	NA
2,250,001 – 2,500,000	1	1	100%
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	1	0	NA
5,000,001 & Greater	0	0	NA
<b>TOTAL</b>	<b>212</b>	<b>85</b>	<b>40%</b>

0 to 1 Bedroom	83	44	53%
2 Bedrooms	85	32	38%
3 Bedrooms	39	9	23%
4 Bedrooms & Greater	5	0	NA
<b>TOTAL</b>	<b>212</b>	<b>85</b>	<b>40%</b>

SnapStats® Median Data	December	January	Variance
Inventory	150	212	41%
Solds	115	85	-26%
Sale Price	\$512,000	\$517,000	1%
Sale Price SQFT	\$684	\$732	7%
Sale to List Price Ratio	99%	100%	1%
Days on Market	16	7	-56%

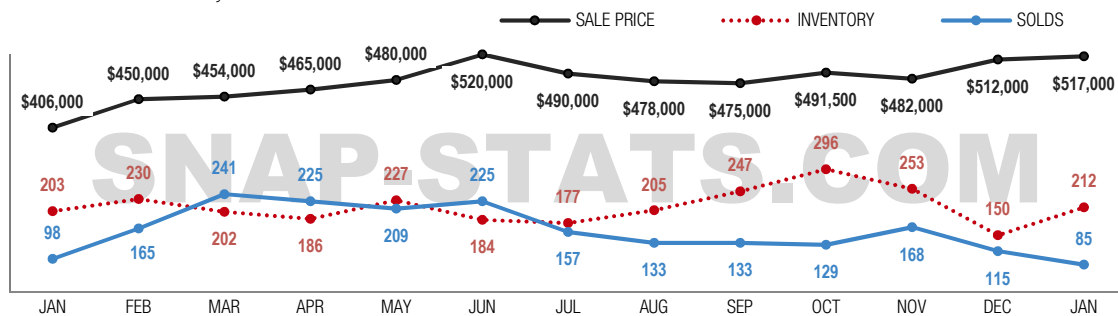
\*Sales Ratio defines market speed (higher is faster) and suggests Market Type (ie Balanced 12-20%.) If >100% MLS® data reported previous month's sales exceeded current inventory.

## Market Summary

- Market Type Indicator **EASTSIDE ATTACHED**: Sellers market at 40% Sales Ratio average (4 in 10 homes selling rate)
- Homes are selling on average at list price
- Most Active Price Band\*\* \$300,000 to \$400,000 with average 66% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$900,000 to \$1 mil, Killarney, Victoria and 3 bedroom properties
- Sellers Best Bet\*\* Selling homes in Collingwood, Downtown, Mt Pleasant and up to 1 bedroom properties

\*\* With a minimum inventory of 10 in most instances

## 13 Month Market Trend



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## Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	1	0	NA
300,001 – 400,000	1	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	7	3	43%
1,250,001 – 1,500,000	24	9	38%
1,500,001 – 1,750,000	24	10	42%
1,750,001 – 2,000,000	39	3	8%
2,000,001 – 2,250,000	24	4	17%
2,250,001 – 2,500,000	20	4	20%
2,500,001 – 2,750,000	18	0	NA
2,750,001 – 3,000,000	15	0	NA
3,000,001 – 3,500,000	12	0	NA
3,500,001 – 4,000,000	8	1	13%
4,000,001 – 4,500,000	6	0	NA
4,500,001 – 5,000,000	5	0	NA
5,000,001 & Greater	4	0	NA
<b>TOTAL</b>	<b>209</b>	<b>34</b>	<b>16%</b>

2 Bedrooms & Less	11	2	18%
3 to 4 Bedrooms	84	17	20%
5 to 6 Bedrooms	92	11	12%
7 Bedrooms & More	22	4	18%
<b>TOTAL</b>	<b>209</b>	<b>34</b>	<b>16%</b>

SnapStats® Median Data	December	January	Variance
Inventory	145	209	44%
Solds	47	34	-28%
Sale Price	\$1,590,000	\$1,597,500	NA
Sale Price SQFT	\$636	\$602	-5%
Sale to List Price Ratio	99%	97%	-2%
Days on Market	37	24	-35%

## Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio*
Blueridge	7	2	29%
Boulevard	12	3	25%
Braemar	2	0	NA
Calverhall	3	2	67%
Canyon Heights	26	2	8%
Capilano	4	0	NA
Central Lonsdale	7	1	14%
Deep Cove	1	0	NA
Delbrook	6	1	17%
Dollarton	8	2	25%
Edgemont	17	2	12%
Forest Hills	8	1	13%
Grouse Woods	1	0	NA
Hamilton	4	0	NA
Hamilton Heights	1	1	100%
Indian Arm	2	0	NA
Indian River	0	0	NA
Lower Lonsdale	5	1	20%
Lynn Valley	18	5	28%
Lynnmour	5	0	NA
Norgate	2	0	NA
Northlands	3	0	NA
Pemberton Heights	7	0	NA
Pemberton	3	0	NA
Princess Park	6	1	17%
Queensbury	6	0	NA
Roche Point	2	0	NA
Seymour	3	0	NA
Tempe	3	0	NA
Upper Delbrook	8	1	13%
Upper Lonsdale	22	6	27%
Westlynn	6	3	50%
Westlynn Terrace	0	0	NA
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	1	0	NA
<b>TOTAL</b>	<b>209</b>	<b>34</b>	<b>16%</b>

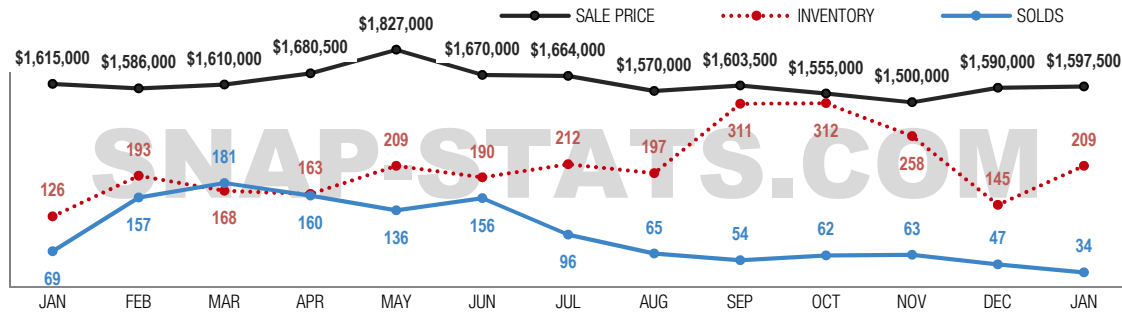
\*Sales Ratio defines market speed (higher is faster) and suggests Market Type (ie Balanced 12-20%.) If >100% MLS® data reported previous month's sales exceeded current inventory.

## Market Summary

- Market Type Indicator **N VANCOUVER DETACHED**: Balanced market at 16% Sales Ratio average (1.6 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band\*\* \$1 mil to \$1.25 mil with average 43% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1.75 mil to \$2 mil, Canyon Heights and 5 to 6 bedroom properties
- Sellers Best Bet\*\* Selling homes in Lynn Valley, Upper Lonsdale and 3 to 4 bedroom properties

\*\* With a minimum inventory of 10 in most instances

## 13 Month Market Trend



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## Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	5	6	120%*
300,001 – 400,000	15	9	60%
400,001 – 500,000	18	9	50%
500,001 – 600,000	9	13	144%*
600,001 – 700,000	12	12	100%
700,001 – 800,000	21	8	38%
800,001 – 900,000	17	4	24%
900,001 – 1,000,000	14	5	36%
1,000,001 – 1,250,000	25	4	16%
1,250,001 – 1,500,000	5	1	20%
1,500,001 – 1,750,000	4	0	NA
1,750,001 – 2,000,000	2	0	NA
2,000,001 – 2,250,000	1	0	NA
2,250,001 – 2,500,000	1	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	0	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	0	0	NA
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
<b>TOTAL</b>	<b>150</b>	<b>71</b>	<b>47%</b>

0 to 1 Bedroom	35	25	71%
2 Bedrooms	80	35	44%
3 Bedrooms	31	10	32%
4 Bedrooms & Greater	4	1	25%
<b>TOTAL</b>	<b>150</b>	<b>71</b>	<b>47%</b>

SnapStats® Median Data	December	January	Variance
Inventory	87	150	72%
Solds	88	71	-19%
Sale Price	\$619,950	\$591,000	-5%
Sale Price SQFT	\$690	\$665	-4%
Sale to List Price Ratio	99%	100%	1%
Days on Market	12	11	-8%

## Community ATTACHED CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio*
Blueridge	0	0	NA
Boulevard	0	0	NA
Braemar	0	0	NA
Calverhall	0	0	NA
Canyon Heights	0	0	NA
Capilano	2	0	NA
Central Lonsdale	28	11	39%
Deep Cove	0	0	NA
Delbrook	0	0	NA
Dollarton	0	0	NA
Edgemont	2	0	NA
Forest Hills	0	0	NA
Grouse Woods	0	0	NA
Hamilton	5	1	20%
Hamilton Heights	0	0	NA
Indian Arm	0	0	NA
Indian River	1	2	200%*
Lower Lonsdale	44	28	64%
Lynn Valley	14	3	21%
Lynnmour	13	5	38%
Norgate	3	1	33%
Northlands	5	2	40%
Pemberton Heights	0	0	NA
Pemberton	13	6	46%
Princess Park	0	0	NA
Queensbury	0	0	NA
Roche Point	14	7	50%
Seymour	2	1	50%
Tempe	0	0	NA
Upper Delbrook	0	0	NA
Upper Lonsdale	4	4	100%
Westlynn	0	0	NA
Westlynn Terrace	0	0	NA
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	0	0	NA
<b>TOTAL</b>	<b>150</b>	<b>71</b>	<b>47%</b>

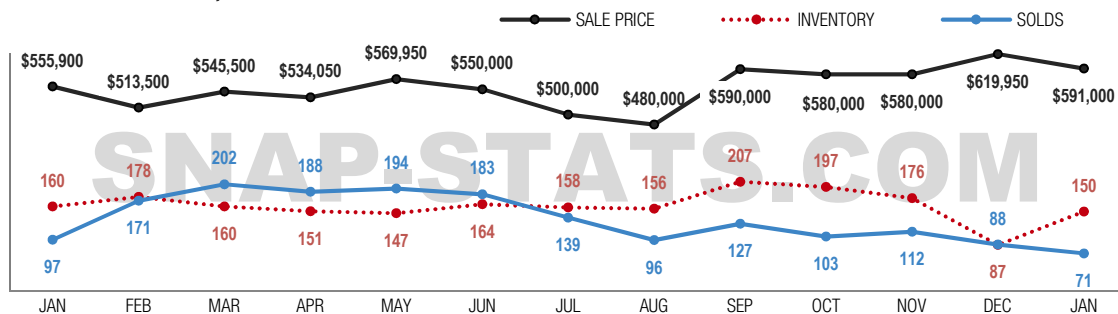
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## Market Summary

- Market Type Indicator **NORTH VANCOUVER ATTACHED**: Sellers market at 47% Sales Ratio average (4.7 in 10 homes selling rate)
- Homes are selling on average at list price
- Most Active Price Band\*\* \$500,000 to \$700,000 with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1 mil to \$1.25 mil, Lynn Valley and 3 bedroom properties
- Sellers Best Bet\*\* Selling homes in Lower Lonsdale, Pemberton, Roche Point and up to 1 bedroom properties

\*\* With a minimum inventory of 10 in most instances

## 13 Month Market Trend



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## Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	1	0	NA
600,001 – 700,000	0	0	NA
700,001 – 800,000	2	0	NA
800,001 – 900,000	0	0	NA
900,001 – 1,000,000	0	1	NA*
1,000,001 – 1,250,000	0	1	NA*
1,250,001 – 1,500,000	2	4	200%*
1,500,001 – 1,750,000	5	0	NA
1,750,001 – 2,000,000	7	2	29%
2,000,001 – 2,250,000	5	0	NA
2,250,001 – 2,500,000	23	1	4%
2,500,001 – 2,750,000	15	2	13%
2,750,001 – 3,000,000	26	1	4%
3,000,001 – 3,500,000	31	4	13%
3,500,001 – 4,000,000	32	0	NA
4,000,001 – 4,500,000	28	1	4%
4,500,001 – 5,000,000	28	1	4%
5,000,001 & Greater	125	3	2%
<b>TOTAL</b>	<b>330</b>	<b>21</b>	<b>6%</b>

2 Bedrooms & Less	10	3	30%
3 to 4 Bedrooms	156	10	6%
5 to 6 Bedrooms	148	7	5%
7 Bedrooms & More	16	1	6%
<b>TOTAL</b>	<b>330</b>	<b>21</b>	<b>6%</b>

SnapStats® Median Data	December	January	Variance
Inventory	243	330	36%
Solds	31	21	-32%
Sale Price	\$2,960,000	\$2,675,000	-10%
Sale Price SQFT	\$876	\$896	2%
Sale to List Price Ratio	93%	94%	1%
Days on Market	33	54	64%

\*Sales Ratio defines market speed (higher is faster) and suggests Market Type (ie Balanced 12-20%.) If >100% MLS® data reported previous month's sales exceeded current inventory.

## Community DETACHED HOUSES

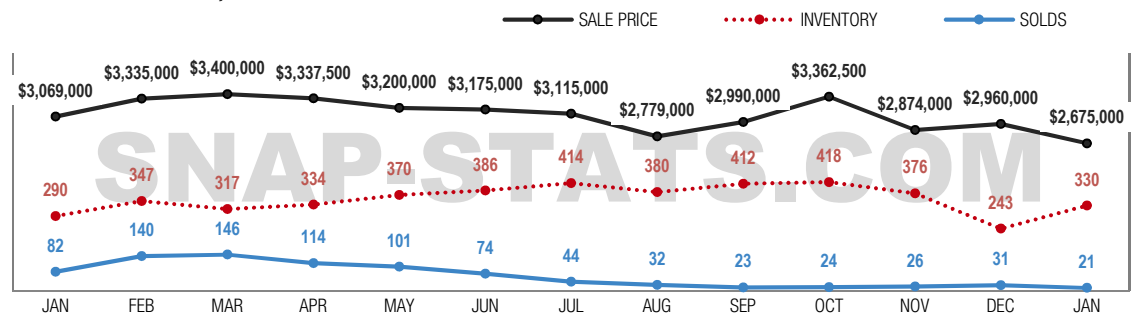
SnapStats®	Inventory	Sales	Sales Ratio*
Altamont	11	0	NA
Ambleside	28	5	18%
Bayridge	8	0	NA
British Properties	60	3	5%
Canterbury	7	0	NA
Caulfield	15	1	7%
Cedardale	6	0	NA
Chartwell	19	0	NA
Chelsea Park	2	0	NA
Cypress	6	0	NA
Cypress Park Estates	4	1	25%
Deer Ridge	0	0	NA
Dundarave	29	2	7%
Eagle Harbour	15	0	NA
Eagleridge	5	0	NA
Furry Creek	2	0	NA
Gleneagles	8	0	NA
Glenmore	13	0	NA
Horseshoe Bay	7	1	14%
Howe Sound	7	0	NA
Lions Bay	5	6	120%*
Old Caulfield	6	0	NA
Panorama Village	0	0	NA
Park Royal	1	0	NA
Porteau Cove	0	0	NA
Queens	14	1	7%
Rockridge	3	0	NA
Sandy Cove	2	0	NA
Sentinel Hill	8	0	NA
Upper Caulfield	0	0	NA
West Bay	5	0	NA
Westhill	1	0	NA
Westmount	16	1	6%
Whitby Estates	11	0	NA
Whytecliff	6	0	NA
<b>TOTAL</b>	<b>330</b>	<b>21</b>	<b>6%</b>

## Market Summary

- Market Type Indicator **WEST VANCOUVER DETACHED**: Buyers market at 6% Sales Ratio average (6 in 100 homes selling rate)
- Homes are selling on average 6% below list price
- Most Active Price Band\*\* \$2.5 mil to \$2.75 mil and \$3 mil to \$3.5 mil with average 13% Sales Ratio (Buyers market)
- Buyers Best Bet\*\* Homes \$5 mil plus, British Properties, Caulfield, Dundarave, Queens, Westmount and minimum 3 bedrooms
- Sellers Best Bet\*\* Selling homes in Ambleside and up to 2 bedroom properties

\*\* With a minimum inventory of 10 in most instances

## 13 Month Market Trend



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## Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	0	0	NA
300,001 – 400,000	2	0	NA
400,001 – 500,000	2	0	NA
500,001 – 600,000	2	1	50%
600,001 – 700,000	3	1	33%
700,001 – 800,000	1	1	100%
800,001 – 900,000	1	1	100%
900,001 – 1,000,000	2	1	50%
1,000,001 – 1,250,000	5	4	80%
1,250,001 – 1,500,000	6	1	17%
1,500,001 – 1,750,000	6	1	17%
1,750,001 – 2,000,000	3	2	67%
2,000,001 – 2,250,000	3	0	NA
2,250,001 – 2,500,000	3	0	NA
2,500,001 – 2,750,000	1	0	NA
2,750,001 – 3,000,000	4	0	NA
3,000,001 – 3,500,000	0	1	NA*
3,500,001 – 4,000,000	2	0	NA
4,000,001 – 4,500,000	3	1	33%
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	1	0	NA
<b>TOTAL</b>	<b>50</b>	<b>15</b>	<b>30%</b>

0 to 1 Bedroom	9	1	11%
2 Bedrooms	33	10	30%
3 Bedrooms	7	4	57%
4 Bedrooms & Greater	1	0	NA
<b>TOTAL</b>	<b>50</b>	<b>15</b>	<b>30%</b>

SnapStats® Median Data	December	January	Variance
Inventory	49	50	2%
Solds	13	15	15%
Sale Price	\$1,450,000	\$1,195,000	-18%
Sale Price SQFT	\$1,174	\$771	-34%
Sale to List Price Ratio	97%	100%	3%
Days on Market	24	10	-58%

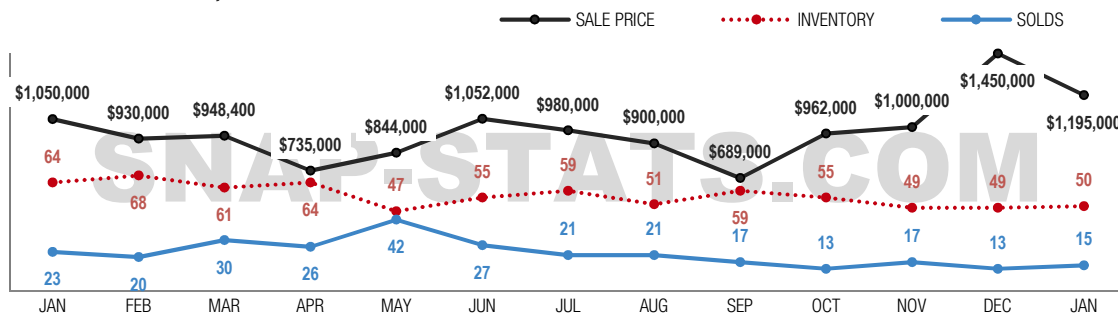
\*Sales Ratio defines market speed (higher is faster) and suggests Market Type (ie Balanced 12-20%.) If >100% MLS® data reported previous month's sales exceeded current inventory.

## Market Summary

- Market Type Indicator **WEST VANCOUVER ATTACHED**: Sellers market at 30% Sales Ratio average (3 in 10 homes selling rate)
- Homes are selling on average at list price
- Most Active Price Band\*\* \$1 mil to \$1.25 mil with 4 sales for the month
- Buyers Best Bet\*\* Homes in Park Royal and up to 1 bedroom properties
- Sellers Best Bet\*\* Selling homes in Ambleside and 3 bedroom properties

\*\* With a minimum inventory of 10 in most instances

## 13 Month Market Trend



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### Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	2	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	1	0	NA
700,001 – 800,000	0	0	NA
800,001 – 900,000	1	2	200%*
900,001 – 1,000,000	9	2	22%
1,000,001 – 1,250,000	14	7	50%
1,250,001 – 1,500,000	89	16	18%
1,500,001 – 1,750,000	73	10	14%
1,750,001 – 2,000,000	97	6	6%
2,000,001 – 2,250,000	39	4	10%
2,250,001 – 2,500,000	65	2	3%
2,500,001 – 2,750,000	39	3	8%
2,750,001 – 3,000,000	67	1	1%
3,000,001 – 3,500,000	44	0	NA
3,500,001 – 4,000,000	31	2	6%
4,000,001 – 4,500,000	7	0	NA
4,500,001 – 5,000,000	10	0	NA
5,000,001 & Greater	11	0	NA
<b>TOTAL</b>	<b>601</b>	<b>55</b>	<b>9%</b>

2 Bedrooms & Less	14	1	7%
3 to 4 Bedrooms	254	39	15%
5 to 6 Bedrooms	306	13	4%
7 Bedrooms & More	27	2	7%
<b>TOTAL</b>	<b>601</b>	<b>55</b>	<b>9%</b>

SnapStats® Median Data	December	January	Variance
Inventory	413	601	46%
Solds	60	55	-8%
Sale Price	\$1,534,500	\$1,530,000	NA
Sale Price SQFT	\$613	\$663	8%
Sale to List Price Ratio	96%	96%	NA
Days on Market	33	44	33%

### Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio*
Boyd Park	25	2	8%
Bridgeport	11	1	9%
Brighthouse	2	0	NA
Brighthouse South	1	0	NA
Broadmoor	48	5	10%
East Cambie	18	2	11%
East Richmond	4	1	25%
Garden City	25	0	NA
Gilmore	5	0	NA
Granville	29	5	17%
Hamilton	10	3	30%
Ironwood	21	2	10%
Lackner	29	4	14%
McLennan	17	0	NA
McLennan North	4	0	NA
McNair	20	4	20%
Quilchena	30	2	7%
Riverdale	33	2	6%
Saunders	31	3	10%
Sea Island	0	0	NA
Seafair	62	2	3%
South Arm	22	0	NA
Steveston North	45	5	11%
Steveston South	15	0	NA
Steveston Village	11	4	36%
Terra Nova	15	2	13%
West Cambie	24	2	8%
Westwind	12	0	NA
Woodwards	32	4	13%
<b>TOTAL</b>	<b>601</b>	<b>55</b>	<b>9%</b>

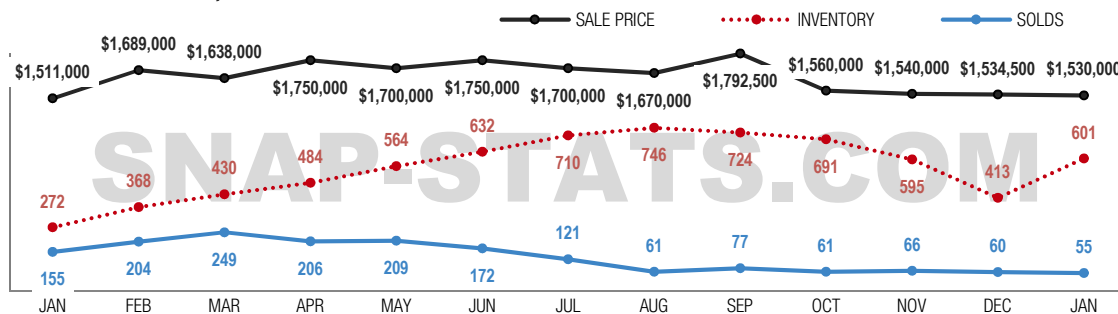
\*Sales Ratio defines market speed (higher is faster) and suggests Market Type (ie Balanced 12-20%.) If >100% MLS® data reported previous month's sales exceeded current inventory.

### Market Summary

- Market Type Indicator **RICHMOND DETACHED**: Buyers market at 9% Sales Ratio average (9 in 100 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band\*\* \$1 mil to \$1.25 mil with average 50% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$2.75 mil to \$3 mil, Seafair and 5 to 6 bedroom properties
- Sellers Best Bet\*\* Selling homes in Hamilton, Steveston Village and 3 to 4 bedroom properties

\*\* With a minimum inventory of 10 in most instances

### 13 Month Market Trend



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## Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	30	30	100%
300,001 – 400,000	38	26	68%
400,001 – 500,000	54	31	57%
500,001 – 600,000	61	21	34%
600,001 – 700,000	83	26	31%
700,001 – 800,000	70	10	14%
800,001 – 900,000	50	15	30%
900,001 – 1,000,000	48	6	13%
1,000,001 – 1,250,000	16	1	6%
1,250,001 – 1,500,000	11	3	27%
1,500,001 – 1,750,000	0	0	NA
1,750,001 – 2,000,000	4	0	NA
2,000,001 – 2,250,000	0	1	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	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>469</b>	<b>170</b>	<b>36%</b>

0 to 1 Bedroom	81	52	64%
2 Bedrooms	193	64	33%
3 Bedrooms	154	47	31%
4 Bedrooms & Greater	41	7	17%
<b>TOTAL</b>	<b>469</b>	<b>170</b>	<b>36%</b>

SnapStats® Median Data	December	January	Variance
Inventory	401	469	17%
Solds	181	170	-6%
Sale Price	\$545,800	\$474,000	-13%
Sale Price SQFT	\$560	\$512	-9%
Sale to List Price Ratio	96%	97%	1%
Days on Market	27	27	NA

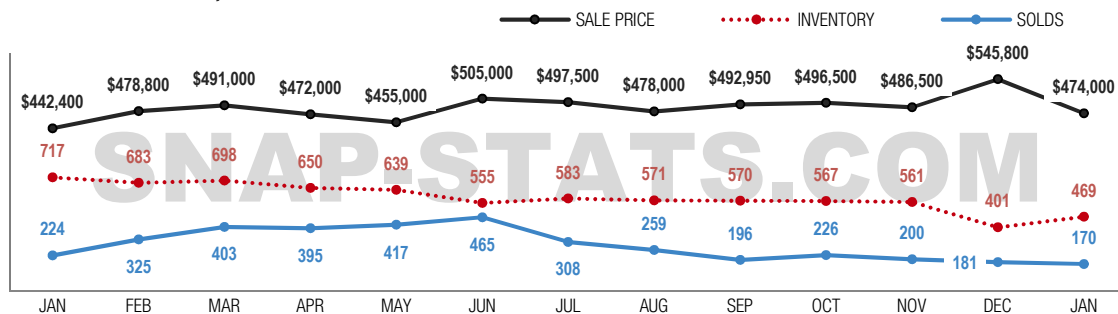
\*Sales Ratio defines market speed (higher is faster) and suggests Market Type (ie Balanced 12-20%.) If >100% MLS® data reported previous month's sales exceeded current inventory.

## Market Summary

- Market Type Indicator **RICHMOND ATTACHED:** Sellers market at 36% Sales Ratio average (3.6 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band\*\* \$0 to \$300,000 with average 100% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1 mil to \$1.25 mil, Bridgeport and minimum 4 bedroom properties
- Sellers Best Bet\*\* Selling homes in Riverdale, South Arm and minimum 4 bedroom properties

\*\* With a minimum inventory of 10 in most instances

## 13 Month Market Trend



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## Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	1	0	NA
300,001 – 400,000	6	0	NA
400,001 – 500,000	7	4	57%
500,001 – 600,000	7	3	43%
600,001 – 700,000	4	0	NA
700,001 – 800,000	1	0	NA
800,001 – 900,000	1	1	100%
900,001 – 1,000,000	6	0	NA
1,000,001 – 1,250,000	0	0	NA
1,250,001 – 1,500,000	3	1	33%
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	1	0	NA
3,500,001 – 4,000,000	1	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
<b>TOTAL</b>	<b>38</b>	<b>9</b>	<b>24%</b>

0 to 1 Bedroom	6	0	NA
2 Bedrooms	28	8	29%
3 Bedrooms	3	1	33%
4 Bedrooms & Greater	1	0	NA
<b>TOTAL</b>	<b>38</b>	<b>9</b>	<b>24%</b>

SnapStats® Median Data	December	January	Variance
Inventory	27	38	41%
Solds	7	9	29%
Sale Price	\$540,000	\$545,000	1%
Sale Price SQFT	\$363	\$469	29%
Sale to List Price Ratio	96%	99%	3%
Days on Market	34	51	50%

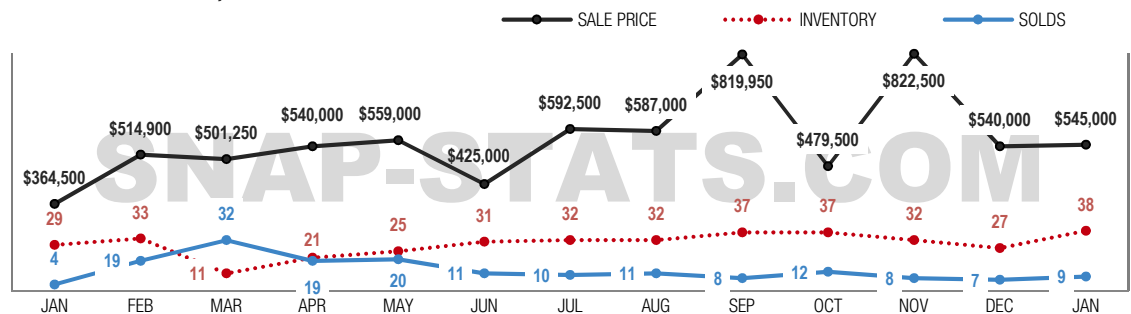
\*Sales Ratio defines market speed (higher is faster) and suggests Market Type (ie Balanced 12-20%.) If >100% MLS® data reported previous month's sales exceeded current inventory.

## Market Summary

- Market Type Indicator **TSAWWASSEN ATTACHED:** Sellers market at 24% Sales Ratio average (2.4 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band\*\* \$400,000 to \$500,000 with 4 sales for the month
- Buyers Best Bet\*\* Homes in Beach Grove
- Sellers Best Bet\*\* Selling homes in Cliff Drive and 2 bedroom properties

\*\* With a minimum inventory of 10 in most instances

## 13 Month Market Trend



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## Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	3	0	NA
600,001 – 700,000	0	1	NA*
700,001 – 800,000	1	0	NA
800,001 – 900,000	7	2	29%
900,001 – 1,000,000	13	2	15%
1,000,001 – 1,250,000	19	1	5%
1,250,001 – 1,500,000	24	0	NA
1,500,001 – 1,750,000	10	1	10%
1,750,001 – 2,000,000	10	1	10%
2,000,001 – 2,250,000	2	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	3	0	NA
<b>TOTAL</b>	<b>93</b>	<b>8</b>	<b>9%</b>

2 Bedrooms & Less	12	1	8%
3 to 4 Bedrooms	58	5	9%
5 to 6 Bedrooms	21	2	10%
7 Bedrooms & More	2	0	NA
<b>TOTAL</b>	<b>93</b>	<b>8</b>	<b>9%</b>

SnapStats® Median Data	December	January	Variance
Inventory	71	93	31%
Solds	9	8	-11%
Sale Price	\$1,110,000	\$952,500	-14%
Sale Price SQFT	\$494	\$415	-16% <sup>s</sup>
Sale to List Price Ratio	93%	98%	5%
Days on Market	75	37	-51%

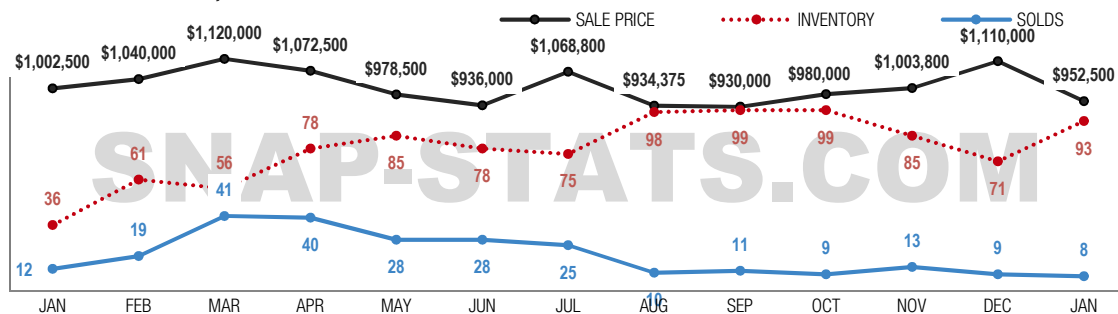
\*Sales Ratio defines market speed (higher is faster) and suggests Market Type (ie Balanced 12-20%). If >100% MLS® data reported previous month's sales exceeded current inventory.

## Market Summary

- Market Type Indicator **LADNER DETACHED**: Buyers market at 9% Sales Ratio average (9 in 100 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band\*\* \$900,000 to \$1 mil with average 15% Sales Ratio (Balanced market)
- Buyers Best Bet\*\* Homes between \$1 mil to \$1.25 mil, Holly and Neilsen Grove
- Sellers Best Bet\*\* Selling homes in Hawthorne and Ladner Elementary

\*\* With a minimum inventory of 10 in most instances

## 13 Month Market Trend



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## Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	2	NA*
400,001 – 500,000	5	2	40%
500,001 – 600,000	13	2	15%
600,001 – 700,000	17	3	18%
700,001 – 800,000	16	1	6%
800,001 – 900,000	3	0	NA
900,001 – 1,000,000	5	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>59</b>	<b>10</b>	<b>17%</b>

0 to 1 Bedroom	2	1	50%
2 Bedrooms	14	2	14%
3 Bedrooms	37	5	14%
4 Bedrooms & Greater	6	2	33%
<b>TOTAL</b>	<b>59</b>	<b>10</b>	<b>17%</b>

SnapStats® Median Data	December	January	Variance
Inventory	45	59	31%
Solds	12	10	-17%
Sale Price	\$601,750	\$599,900	NA
Sale Price SQFT	\$410	\$435	6%
Sale to List Price Ratio	94%	100%	6%
Days on Market	30	46	53%

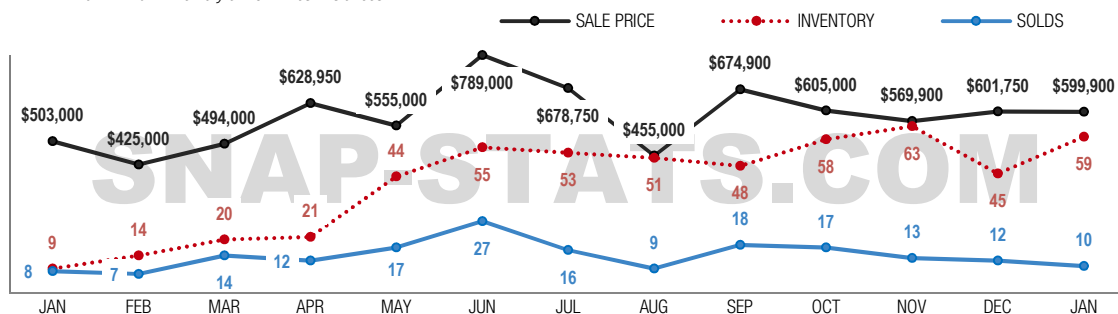
\*Sales Ratio defines market speed (higher is faster) and suggests Market Type (ie Balanced 12-20%.) If >100% MLS® data reported previous month's sales exceeded current inventory.

## Market Summary

- Market Type Indicator **LADNER ATTACHED**: Balanced market at 17% Sales Ratio average (1.7 in 10 homes selling rate)
- Homes are selling on average at list price
- Most Active Price Band\*\* \$600,000 to \$700,000 with average 18% Sales Ratio (Balanced market)
- Buyers Best Bet\*\* Homes between \$700,000 to \$800,000 and Hawthorne
- Sellers Best Bet\*\* Selling homes in Neilsen Grove

\*\* With a minimum inventory of 10 in most instances

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