

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

Compliments of:

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METRO

Downtown
Westside
Eastside
North Vancouver
West Vancouver
Richmond
Tsawwassen
Ladner

VANCOUVER

EDITION



Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	1	0	NA
400,001 – 500,000	0	1	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	1	0	NA
1,500,001 – 1,750,000	0	0	NA
1,750,001 – 2,000,000	2	0	NA
2,000,001 – 2,250,000	4	3	75%
2,250,001 – 2,500,000	14	4	29%
2,500,001 – 2,750,000	11	5	45%
2,750,001 – 3,000,000	32	7	22%
3,000,001 – 3,500,000	53	2	4%
3,500,001 – 4,000,000	71	5	7%
4,000,001 – 4,500,000	41	5	12%
4,500,001 – 5,000,000	54	1	2%
5,000,001 & Greater	196	4	2%
TOTAL*	480	37	8%

2 Bedrooms & Less	22	3	14%
3 to 4 Bedrooms	152	13	9%
5 to 6 Bedrooms	254	15	6%
7 Bedrooms & More	52	6	12%
TOTAL*	480	37	8%

SnapStats® Median Data	November	December	Variance
Inventory	689	480	-30%
Solds	83	37	-55%
Sale Price	\$3,166,666	\$3,200,000	1%
Sale Price SQFT	\$1,054	\$1,160	10%
Sale to List Price Ratio	95%	100%	5%
Days on Market	34	64	88%

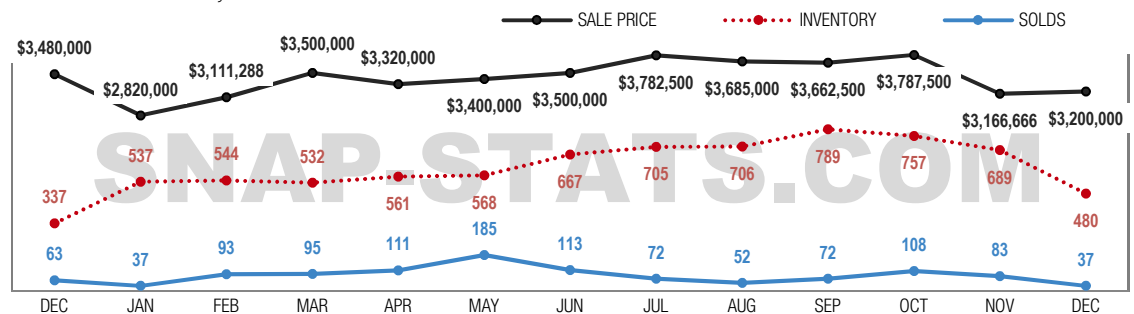
*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%). Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory.

Market Summary

- Market Type Indicator **WESTSIDE DETACHED**: Buyers market at 8% Sales Ratio average (8 in 100 homes selling rate)
- Homes are selling on average at list price
- Most Active Price Band** +/--\$3 mil: \$2.5 – \$2.75 mil (45% Sales Ratio) / \$4 – \$4.5 mil (12% Sales Ratio)
- Buyers Best Bet*** +/--\$3 mil: Homes between \$2.75 – \$3 mil / \$4.5 mil plus, Dunbar and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Kitsilano 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	1	0	NA
400,001 – 500,000	9	7	78%
500,001 – 600,000	14	21	150%*
600,001 – 700,000	27	20	74%
700,001 – 800,000	13	13	100%
800,001 – 900,000	17	14	82%
900,001 – 1,000,000	35	10	29%
1,000,001 – 1,250,000	27	20	74%
1,250,001 – 1,500,000	39	9	23%
1,500,001 – 1,750,000	22	5	23%
1,750,001 – 2,000,000	37	4	11%
2,000,001 – 2,250,000	9	2	22%
2,250,001 – 2,500,000	17	1	6%
2,500,001 – 2,750,000	6	1	17%
2,750,001 – 3,000,000	5	0	NA
3,000,001 – 3,500,000	3	0	NA
3,500,001 – 4,000,000	3	0	NA
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	2	0	NA
TOTAL*	288	127	44%

0 to 1 Bedroom	62	53	85%
2 Bedrooms	133	57	43%
3 Bedrooms	76	15	20%
4 Bedrooms & Greater	17	2	12%
TOTAL*	288	127	44%

SnapStats® Median Data	November	December	Variance
Inventory	414	288	-30%
Solds	211	127	-40%
Sale Price	\$816,000	\$820,000	NA
Sale Price SQFT	\$940	\$943	NA
Sale to List Price Ratio	102%	101%	-1%
Days on Market	9	10	11%

*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%). Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory.

Community ATTACHED CONDOS & TOWNHOMES

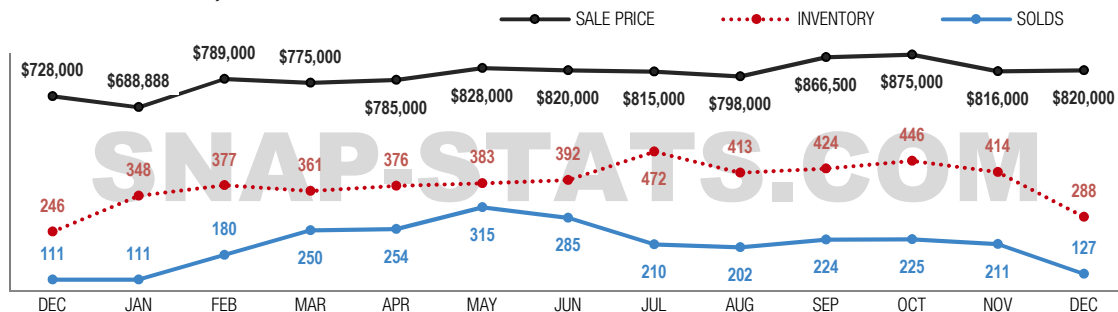
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	0	0	NA
Cambie	27	5	19%
Dunbar	4	0	NA
Fairview	29	21	72%
Falsecreek	32	17	53%
Kerrisdale	15	2	13%
Kitsilano	35	30	86%
Mackenzie Heights	0	0	NA
Marpole	41	9	22%
Mount Pleasant	4	5	125%*
Oakridge	5	5	100%
Point Grey	4	1	25%
Quilchena	6	2	33%
SW Marine	5	1	20%
Shaughnessy	5	1	20%
South Cambie	11	2	18%
South Granville	13	1	8%
Southlands	1	0	NA
University	51	25	49%
TOTAL*	288	127	44%

Market Summary

- Market Type Indicator **WESTSIDE ATTACHED**: Sellers market at 44% Sales Ratio average (4.4 in 10 homes selling rate)
- Homes are selling on average 1% above list price
- Most Active Price Band** \$500,000 to \$600,000 with average >100% Sales Ratio (Sellers market speed)
- Buyers Best Bet*** Homes between \$2.25 mil to \$2.5 mil, Kerrisdale and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Fairview, Kitsilano and up to 1 bedroom properties

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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	1	1	100%
1,000,001 – 1,250,000	17	10	59%
1,250,001 – 1,500,000	59	17	29%
1,500,001 – 1,750,000	98	22	22%
1,750,001 – 2,000,000	98	14	14%
2,000,001 – 2,250,000	39	6	15%
2,250,001 – 2,500,000	59	7	12%
2,500,001 – 2,750,000	48	2	4%
2,750,001 – 3,000,000	50	5	10%
3,000,001 – 3,500,000	42	2	5%
3,500,001 – 4,000,000	12	0	NA
4,000,001 – 4,500,000	2	1	50%
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	1	0	NA
TOTAL*	527	87	17%

2 Bedrooms & Less	39	10	26%
3 to 4 Bedrooms	164	27	16%
5 to 6 Bedrooms	225	39	17%
7 Bedrooms & More	99	11	11%
TOTAL*	527	87	17%

SnapStats® Median Data	November	December	Variance
Inventory	734	527	-28%
Solds	90	87	-3%
Sale Price	\$1,536,500	\$1,650,000	7%
Sale Price SQFT	\$690	\$748	8%
Sale to List Price Ratio	97%	98%	1%
Days on Market	23	24	4%

*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%). Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory.

Community DETACHED HOUSES

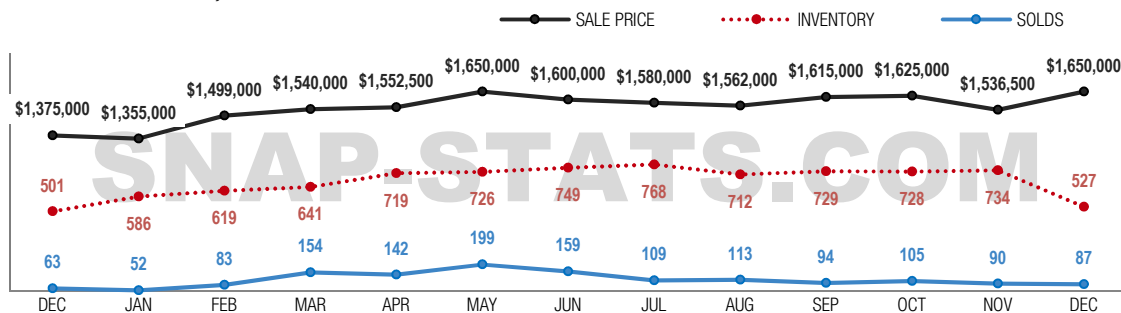
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	2	0	NA
Collingwood	70	5	7%
Downtown	0	0	NA
Fraser	33	6	18%
Fraserview	33	4	12%
Grandview	44	14	32%
Hastings	16	2	13%
Hastings East	18	3	17%
Killarney	46	7	15%
Knight	31	6	19%
Main	26	7	27%
Mount Pleasant	7	4	57%
Renfrew Heights	24	6	25%
Renfrew	94	7	7%
South Vancouver	60	10	17%
Victoria	23	6	26%
TOTAL*	527	87	17%

Market Summary

- Market Type Indicator **EASTSIDE DETACHED**: Balanced market at 17% Sales Ratio average (1.7 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 59% Sales Ratio (Sellers market speed)
- Buyers Best Bet** Homes between \$2.5 mil to \$2.75 mil, Collingwood, Renfrew and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Main, Renfrew Heights and up to 2 bedroom properties

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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	1	0	NA
900,001 – 1,000,000	0	0	NA
1,000,001 – 1,250,000	4	4	100%
1,250,001 – 1,500,000	17	11	65%
1,500,001 – 1,750,000	21	24	114%*
1,750,001 – 2,000,000	30	8	27%
2,000,001 – 2,250,000	10	7	70%
2,250,001 – 2,500,000	19	4	21%
2,500,001 – 2,750,000	10	0	NA
2,750,001 – 3,000,000	20	2	10%
3,000,001 – 3,500,000	23	2	9%
3,500,001 – 4,000,000	13	5	38%
4,000,001 – 4,500,000	15	1	7%
4,500,001 – 5,000,000	4	0	NA
5,000,001 & Greater	2	0	NA
TOTAL*	189	68	36%

2 Bedrooms & Less	13	2	15%
3 to 4 Bedrooms	73	38	52%
5 to 6 Bedrooms	83	26	31%
7 Bedrooms & More	20	2	10%
TOTAL*	189	68	36%

SnapStats® Median Data	November	December	Variance
Inventory	313	189	-40%
Solds	76	68	-11%
Sale Price	\$1,694,000	\$1,707,500	1%
Sale Price SQFT	\$677	\$639	-6%
Sale to List Price Ratio	99%	97%	-2%
Days on Market	17	24	41%

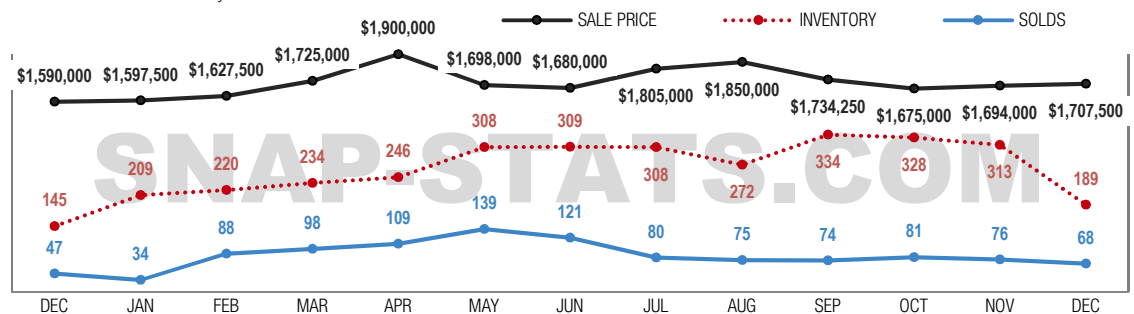
*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%). Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory.

Market Summary

- Market Type Indicator **NORTH VANCOUVER DETACHED**: 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** \$1.5 mil to \$1.75 mil with average >100% Sales Ratio (Sellers market speed)
- Buyers Best Bet** Homes between \$4 mil to \$4.5 mil, Forest Hills, Pemberton and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Lynn Valley, Upper Lonsdale and 3 to 4 bedroom properties

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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	1	3	300%*
400,001 – 500,000	6	17	283%*
500,001 – 600,000	16	15	94%
600,001 – 700,000	13	16	123%*
700,001 – 800,000	20	12	60%
800,001 – 900,000	20	13	65%
900,001 – 1,000,000	16	6	38%
1,000,001 – 1,250,000	21	8	38%
1,250,001 – 1,500,000	21	3	14%
1,500,001 – 1,750,000	4	0	NA
1,750,001 – 2,000,000	7	0	NA
2,000,001 – 2,250,000	2	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	1	NA*
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	150	94	63%

2 Bedrooms & Less	21	34	162%*
3 to 4 Bedrooms	83	48	58%
5 to 6 Bedrooms	44	11	25%
7 Bedrooms & More	2	1	50%
TOTAL*	150	94	63%

SnapStats® Median Data	November	December	Variance
Inventory	220	150	-32%
Solds	168	94	-44%
Sale Price	\$674,400	\$676,500	NA
Sale Price SQFT	\$754	\$802	6%
Sale to List Price Ratio	99%	99%	NA
Days on Market	8	16	100%

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	0	0	NA
Central Lonsdale	36	21	58%
Deep Cove	0	0	NA
Delbrook	0	0	NA
Dollarton	2	1	50%
Edgemont	3	0	NA
Forest Hills	0	0	NA
Grouse Woods	0	0	NA
Hamilton	4	4	100%
Hamilton Heights	0	0	NA
Indian Arm	0	0	NA
Indian River	0	0	NA
Lower Lonsdale	37	42	114%*
Lynn Valley	21	7	33%
Lynnmour	16	4	25%
Norgate	1	0	NA
Northlands	3	1	33%
Pemberton Heights	1	0	NA
Pemberton	5	5	100%
Princess Park	0	0	NA
Queensbury	3	0	NA
Roche Point	9	5	56%
Seymour	1	1	100%
Tempe	0	0	NA
Upper Delbrook	2	0	NA
Upper Lonsdale	4	2	50%
Westlynn	2	1	50%
Westlynn Terrace	0	0	NA
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	0	0	NA
TOTAL*	150	94	63%

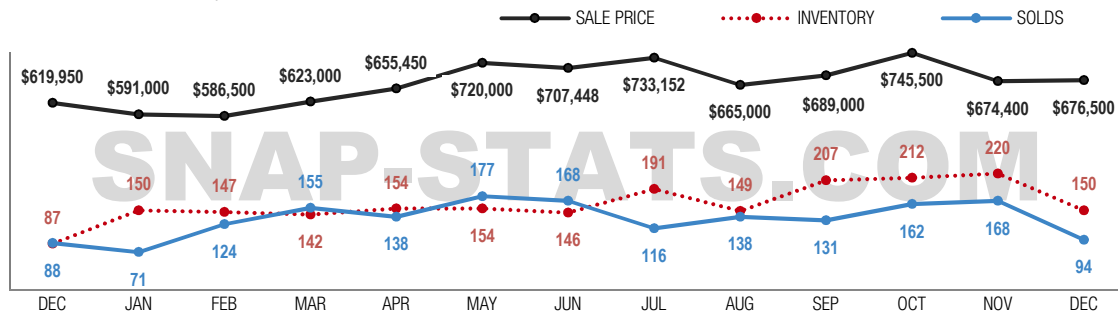
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Market Summary

- Market Type Indicator **NORTH VANCOUVER ATTACHED**: Sellers market at 63% Sales Ratio average (6.3 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$400,000 to \$700,000 with average >100% Sales Ratio (Sellers market speed)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Lynnmour and 3 bedroom properties
- Sellers Best Bet** Selling homes in Lower Lonsdale 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	1	NA*
1,250,001 – 1,500,000	3	0	NA
1,500,001 – 1,750,000	5	3	60%
1,750,001 – 2,000,000	9	0	NA
2,000,001 – 2,250,000	3	0	NA
2,250,001 – 2,500,000	22	1	5%
2,500,001 – 2,750,000	23	5	22%
2,750,001 – 3,000,000	29	1	3%
3,000,001 – 3,500,000	24	2	8%
3,500,001 – 4,000,000	50	3	6%
4,000,001 – 4,500,000	20	2	10%
4,500,001 – 5,000,000	29	1	3%
5,000,001 & Greater	131	10	8%
TOTAL*	348	29	8%

2 Bedrooms & Less	14	1	7%
3 to 4 Bedrooms	160	17	11%
5 to 6 Bedrooms	161	11	7%
7 Bedrooms & More	13	0	NA
TOTAL*	348	29	8%

SnapStats® Median Data	November	December	Variance
Inventory	485	348	-28%
Solds	36	29	-19%
Sale Price	\$3,000,000	\$3,600,000	20%
Sale Price SQFT	\$935	\$954	2%
Sale to List Price Ratio	91%	90%	-1%
Days on Market	36	57	58%

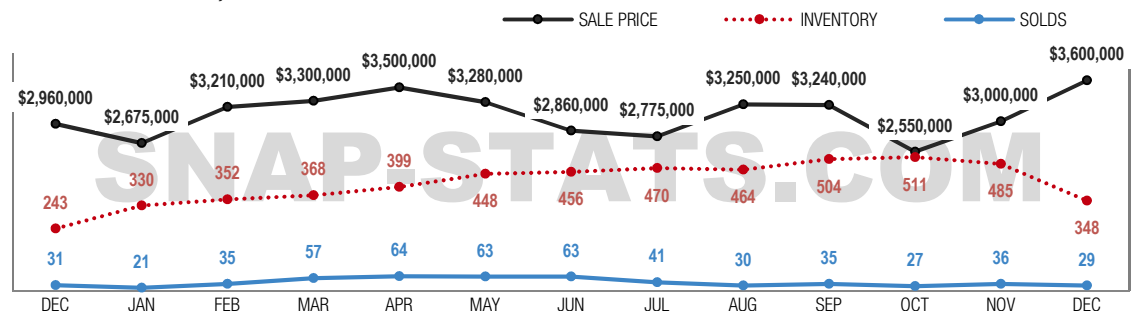
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Market Summary

- Market Type Indicator **WEST VANCOUVER DETACHED**: Buyers market at 8% Sales Ratio average (8 in 100 homes selling rate)
- Homes are selling on average 10% below list price
- Most Active Price Band** \$2.5 mil to \$2.75 mil with average 22% Sales Ratio (Sellers market speed)
- Buyers Best Bet** Homes \$2.75 mil to \$3 mil & \$4.5 mil to \$5 mil, Caulfield and up to 2/ 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Chartwell, Sentinel Hill and 3 to 4 bedroom properties

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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	0	NA
400,001 – 500,000	2	0	NA
500,001 – 600,000	3	0	NA
600,001 – 700,000	2	0	NA
700,001 – 800,000	3	3	100%
800,001 – 900,000	4	1	25%
900,001 – 1,000,000	2	1	50%
1,000,001 – 1,250,000	4	2	50%
1,250,001 – 1,500,000	7	1	14%
1,500,001 – 1,750,000	9	1	11%
1,750,001 – 2,000,000	4	0	NA
2,000,001 – 2,250,000	5	0	NA
2,250,001 – 2,500,000	3	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	0	1	NA*
4,000,001 – 4,500,000	2	0	NA
4,500,001 – 5,000,000	6	0	NA
5,000,001 & Greater	2	1	50%
TOTAL*	63	11	17%

0 to 1 Bedroom	12	1	8%
2 Bedrooms	34	7	21%
3 Bedrooms	15	3	20%
4 Bedrooms & Greater	2	0	NA
TOTAL*	63	11	17%

SnapStats® Median Data	November	December	Variance
Inventory	79	63	-20%
Solds	16	11	-31%
Sale Price	\$1,123,000	\$1,070,000	-5%
Sale Price SQFT	\$929	\$1,038	12%
Sale to List Price Ratio	90%	87%	-3%
Days on Market	13	23	77%

Community ATTACHED CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	0	0	NA
Ambleside	11	2	18%
Bayridge	0	0	NA
British Properties	1	0	NA
Canterbury	0	0	NA
Caulfield	0	0	NA
Cedardale	4	0	NA
Chartwell	0	0	NA
Chelsea Park	1	0	NA
Cypress	0	0	NA
Cypress Park Estates	2	0	NA
Deer Ridge	1	0	NA
Dundarave	8	4	50%
Eagle Harbour	0	0	NA
Eagleridge	0	0	NA
Furry Creek	1	0	NA
Gleneagles	0	0	NA
Glenmore	0	0	NA
Horseshoe Bay	5	2	40%
Howe Sound	1	0	NA
Lions Bay	1	0	NA
Old Caulfield	0	0	NA
Panorama Village	7	2	29%
Park Royal	18	1	6%
Porteau Cove	0	0	NA
Queens	0	0	NA
Rockridge	0	0	NA
Sandy Cove	0	0	NA
Sentinel Hill	0	0	NA
Upper Caulfield	0	0	NA
West Bay	0	0	NA
Westhill	0	0	NA
Westmount	0	0	NA
Whitby Estates	2	0	NA
Whytecliff	0	0	NA
TOTAL*	63	11	17%

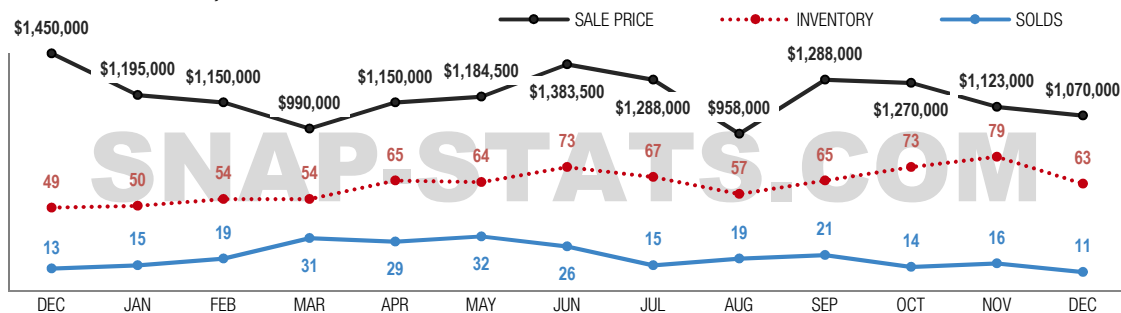
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Market Summary

- Market Type Indicator **WEST VANCOUVER ATTACHED**: Balanced market at 17% Sales Ratio average (1.7 in 10 homes selling rate)
- Homes are selling on average 13% below list price
- Most Active Price Band** *Insufficient data but with 3 sales \$700,000 to \$800,000*
- Buyers Best Bet** Homes in Park Royal and up to 1 bedroom properties
- Sellers Best Bet** Selling homes in Dundarave and 2 to 3 bedroom properties

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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	1	NA*
900,001 – 1,000,000	1	0	NA
1,000,001 – 1,250,000	5	6	120%*
1,250,001 – 1,500,000	43	17	40%
1,500,001 – 1,750,000	76	15	20%
1,750,001 – 2,000,000	74	8	11%
2,000,001 – 2,250,000	61	7	11%
2,250,001 – 2,500,000	62	3	5%
2,500,001 – 2,750,000	31	7	23%
2,750,001 – 3,000,000	47	0	NA
3,000,001 – 3,500,000	25	2	8%
3,500,001 – 4,000,000	31	1	3%
4,000,001 – 4,500,000	10	0	NA
4,500,001 – 5,000,000	13	0	NA
5,000,001 & Greater	9	0	NA
TOTAL*	488	67	14%

2 Bedrooms & Less	18	2	11%
3 to 4 Bedrooms	187	28	15%
5 to 6 Bedrooms	260	34	13%
7 Bedrooms & More	23	3	13%
TOTAL*	488	67	14%

SnapStats® Median Data	November	December	Variance
Inventory	668	488	-27%
Solds	73	67	-8%
Sale Price	\$1,676,190	\$1,680,000	NA
Sale Price SQFT	\$651	\$671	3%
Sale to List Price Ratio	93%	95%	2%
Days on Market	36	43	19%

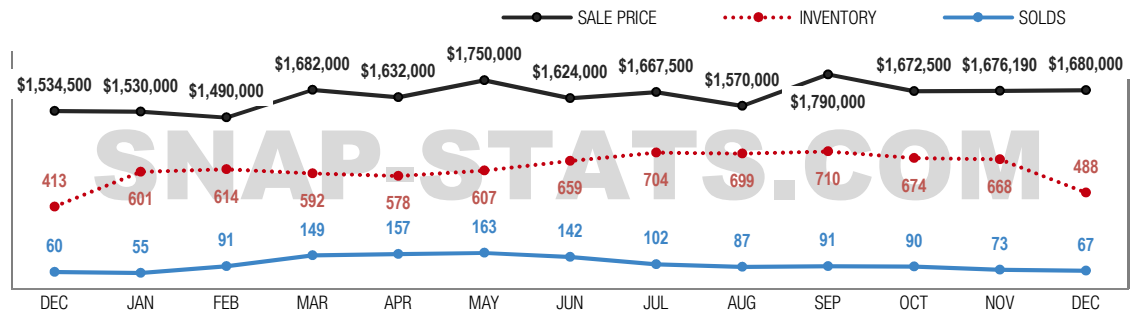
*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%). Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory.

Market Summary

- Market Type Indicator **RICHMOND DETACHED**: Balanced market at 14% Sales Ratio average (1.4 in 10 homes selling rate)
- Homes are selling on average 5% below list price
- Most Active Price Band** \$1.25 mil to \$1.5 mil with average 40% Sales Ratio (Sellers market speed)
- Buyers Best Bet** Homes between \$3.5 mil to \$4 mil, Garden City, Granville, Saunders, Woodward and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Bridgeport, Ironwood 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	3	60%
300,001 – 400,000	15	20	133%*
400,001 – 500,000	29	37	128%*
500,001 – 600,000	55	27	49%
600,001 – 700,000	75	38	51%
700,001 – 800,000	54	40	74%
800,001 – 900,000	69	25	36%
900,001 – 1,000,000	71	9	13%
1,000,001 – 1,250,000	38	13	34%
1,250,001 – 1,500,000	28	5	18%
1,500,001 – 1,750,000	12	2	17%
1,750,001 – 2,000,000	3	0	NA
2,000,001 – 2,250,000	0	0	NA
2,250,001 – 2,500,000	1	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	0	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	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*	456	219	48%

0 to 1 Bedroom	58	47	81%
2 Bedrooms	202	94	47%
3 Bedrooms	147	64	44%
4 Bedrooms & Greater	49	14	29%
TOTAL*	456	219	48%

SnapStats® Median Data	November	December	Variance
Inventory	624	456	-27%
Solds	276	219	-21%
Sale Price	\$593,250	\$661,000	11%
Sale Price SQFT	\$626	\$692	11%
Sale to List Price Ratio	99%	100%	1%
Days on Market	11	12	9%

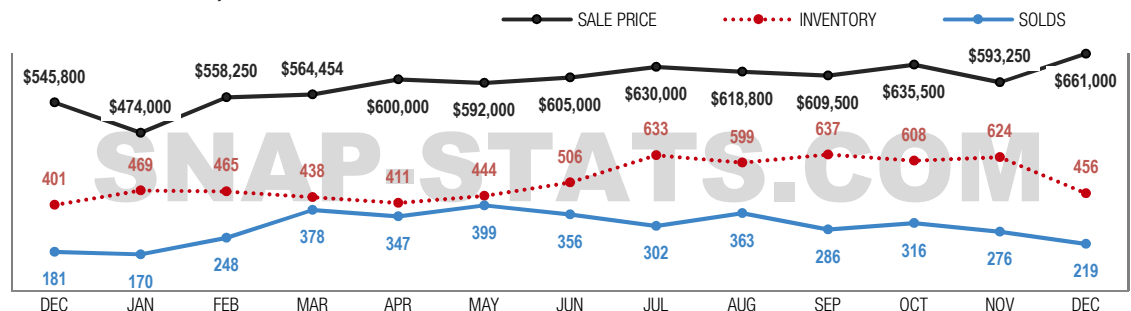
*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%). Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory.

Market Summary

- Market Type Indicator **RICHMOND ATTACHED**: Sellers market at 48% Sales Ratio average (4.8 in 10 homes selling rate)
- Homes are selling on average at list price
- Most Active Price Band** \$300,000 to \$500,000 with average >100% Sales Ratio (Sellers market speed)
- Buyers Best Bet** Homes between \$900,000 to \$1 mil, Bridgeport, Quilchena and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Brighthouse South, Steveston South 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	2	2	100%
1,000,001 – 1,250,000	25	6	24%
1,250,001 – 1,500,000	21	1	5%
1,500,001 – 1,750,000	10	0	NA
1,750,001 – 2,000,000	13	1	8%
2,000,001 – 2,250,000	5	0	NA
2,250,001 – 2,500,000	5	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	6	1	17%
3,000,001 – 3,500,000	5	0	NA
3,500,001 – 4,000,000	4	0	NA
4,000,001 – 4,500,000	2	0	NA
4,500,001 – 5,000,000	2	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	100	11	11%

2 Bedrooms & Less	5	1	20%
3 to 4 Bedrooms	65	10	15%
5 to 6 Bedrooms	28	0	NA
7 Bedrooms & More	2	0	NA
TOTAL*	100	11	11%

SnapStats® Median Data	November	December	Variance
Inventory	140	100	-29%
Solds	19	11	-42%
Sale Price	\$1,265,000	\$1,133,238	-10%
Sale Price SQFT	\$504	\$500	-1%
Sale to List Price Ratio	97%	95%	-2%
Days on Market	33	55	67%

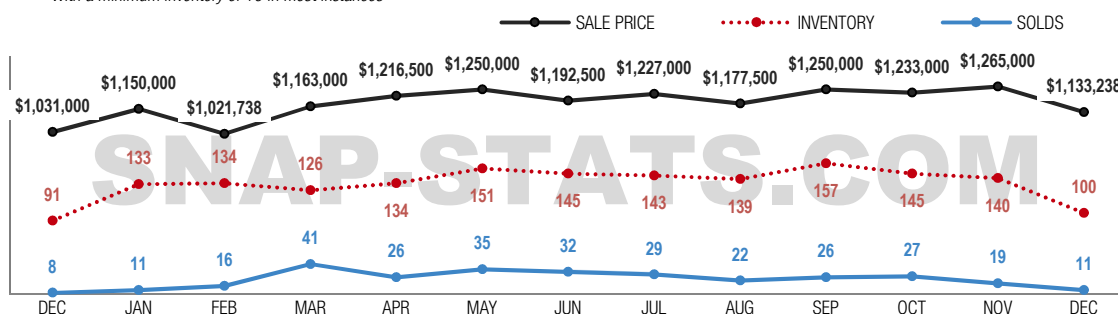
*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%). Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory.

Market Summary

- Market Type Indicator **TSAWWASSEN DETACHED**: Buyers market at 11% Sales Ratio average (12% is a Balanced market)
- Homes are selling on average 5% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 24% Sales Ratio (Sellers market speed)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Beach Grove, English Buff and Tsawwassen Central
- Sellers Best Bet** Selling homes in Cliff Drive

** 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	1	0	NA
400,001 – 500,000	4	2	50%
500,001 – 600,000	5	0	NA
600,001 – 700,000	3	0	NA
700,001 – 800,000	1	0	NA
800,001 – 900,000	1	0	NA
900,001 – 1,000,000	2	0	NA
1,000,001 – 1,250,000	2	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	1	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	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*	22	2	9%

0 to 1 Bedroom	3	0	NA
2 Bedrooms	13	2	15%
3 Bedrooms	6	0	NA
4 Bedrooms & Greater	0	0	NA
TOTAL*	22	2	9%

SnapStats® Median Data	November	December	Variance
Inventory	24	22	-8%
Solds	5	2	-60%
Sale Price	\$619,000	\$487,500	-21%
Sale Price SQFT	\$457	\$547	20%
Sale to List Price Ratio	98%	96%	-2%
Days on Market	27	110	307%

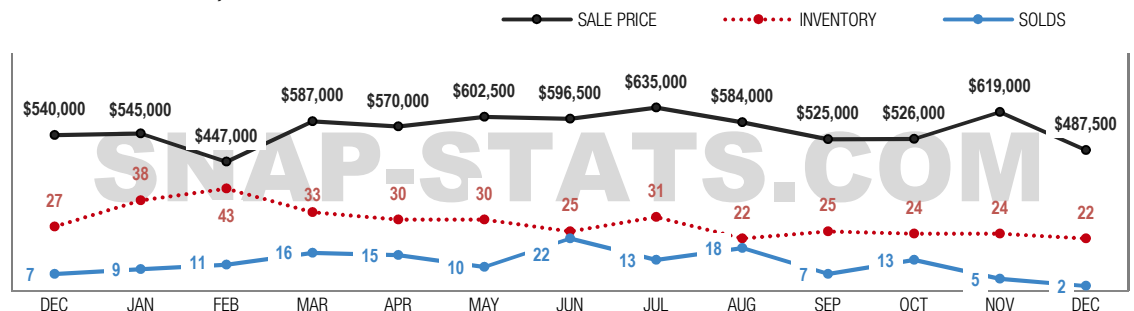
*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%). Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory.

Market Summary

- Market Type Indicator **TSAWWASSEN ATTACHED**: 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** *Insufficient data but with 2 sales \$400,000 to \$500,000*
- Buyers Best Bet** *Insufficient data*
- Sellers Best Bet** *Insufficient data*

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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	1	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	0	1	NA*
700,001 – 800,000	2	1	50%
800,001 – 900,000	1	3	300%*
900,001 – 1,000,000	3	5	167%*
1,000,001 – 1,250,000	12	3	25%
1,250,001 – 1,500,000	11	0	NA
1,500,001 – 1,750,000	9	0	NA
1,750,001 – 2,000,000	4	0	NA
2,000,001 – 2,250,000	0	0	NA
2,250,001 – 2,500,000	1	1	100%
2,500,001 – 2,750,000	3	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	1	0	NA
TOTAL*	49	14	29%

2 Bedrooms & Less	3	2	67%
3 to 4 Bedrooms	35	10	29%
5 to 6 Bedrooms	11	2	18%
7 Bedrooms & More	0	0	NA
TOTAL*	49	14	29%

SnapStats® Median Data	November	December	Variance
Inventory	74	49	-34%
Solds	18	14	-22%
Sale Price	\$1,070,000	\$934,900	-13%
Sale Price SQFT	\$518	\$449	-13%
Sale to List Price Ratio	98%	95%	-3%
Days on Market	45	29	-36%

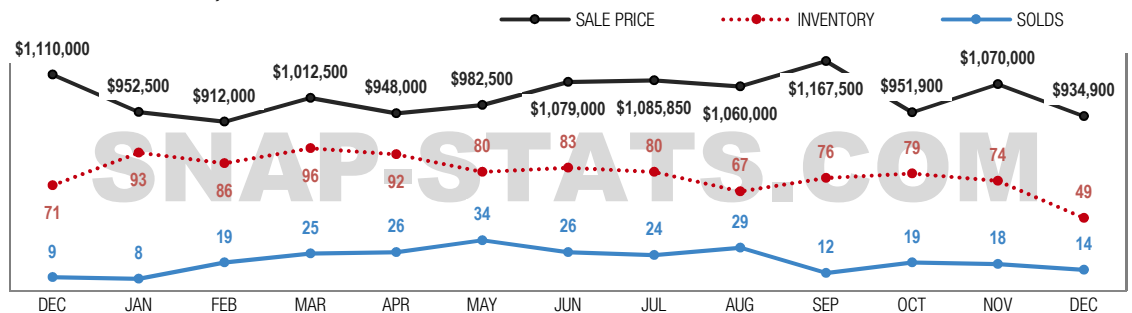
*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%). Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory.

Market Summary

- Market Type Indicator **LADNER DETACHED**: Sellers market at 29% Sales Ratio average (2.9 in 10 homes selling rate)
- Homes are selling on average 5% below list price
- Most Active Price Band** *Insufficient data but with 5 sales \$900,000 to \$1 mil*
- Buyers Best Bet** Homes in Hawthorne 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 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	1	0	NA
400,001 – 500,000	3	4	133%*
500,001 – 600,000	3	2	67%*
600,001 – 700,000	4	2	50%
700,001 – 800,000	4	1	25%
800,001 – 900,000	1	0	NA
900,001 – 1,000,000	4	0	NA
1,000,001 – 1,250,000	0	0	NA
1,250,001 – 1,500,000	0	0	NA
1,500,001 – 1,750,000	0	0	NA
1,750,001 – 2,000,000	0	0	NA
2,000,001 – 2,250,000	0	0	NA
2,250,001 – 2,500,000	0	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	0	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	0	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	20	9	45%

0 to 1 Bedroom	1	1	100%
2 Bedrooms	9	2	22%
3 Bedrooms	7	5	71%
4 Bedrooms & Greater	3	1	33%
TOTAL*	20	9	45%

SnapStats® Median Data	November	December	Variance
Inventory	29	20	-31%
Solds	8	9	13%
Sale Price	\$556,950	\$515,000	-8%
Sale Price SQFT	\$421	\$436	4%
Sale to List Price Ratio	99%	101%	2%
Days on Market	15	9	-40%

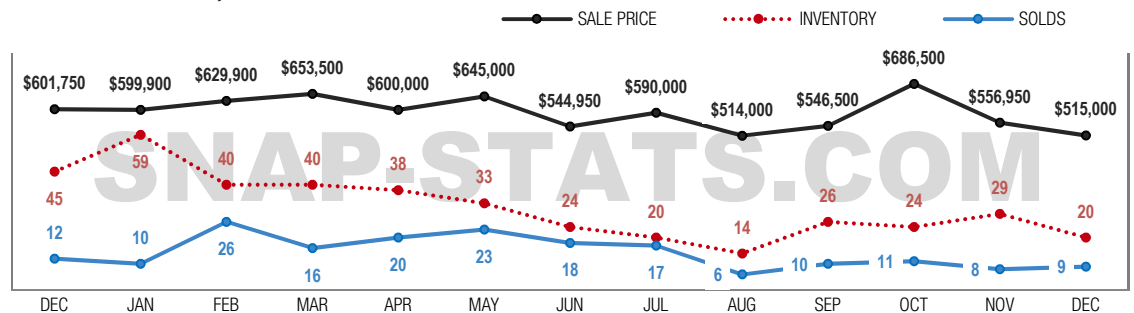
*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%). Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory.

Market Summary

- Market Type Indicator **LADNER ATTACHED**: Sellers market at 45% Sales Ratio average (4.5 in 10 homes selling rate)
- Homes are selling on average 1% above list price
- Most Active Price Band** *Insufficient data but with 4 sales \$400,000 to \$500,000*
- Buyers Best Bet** *Insufficient data*
- Sellers Best Bet** *Insufficient data*

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