

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

Compliments of:

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SnapStats[®]

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METRO

Downtown
Westside
Eastside
North Vancouver
West Vancouver
Richmond
Tsawwassen
Ladner

VANCOUVER

EDITION



Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	1	NA*
300,001 – 400,000	2	0	NA
400,001 – 500,000	4	4	100%
500,001 – 600,000	25	29	116%*
600,001 – 700,000	74	26	35%
700,001 – 800,000	81	33	41%
800,001 – 900,000	48	14	29%
900,001 – 1,000,000	53	13	25%
1,000,001 – 1,250,000	65	20	31%
1,250,001 – 1,500,000	62	13	21%
1,500,001 – 1,750,000	45	12	27%
1,750,001 – 2,000,000	47	7	15%
2,000,001 – 2,250,000	15	3	20%
2,250,001 – 2,500,000	21	4	19%
2,500,001 – 2,750,000	14	0	NA
2,750,001 – 3,000,000	20	2	10%
3,000,001 – 3,500,000	21	2	10%
3,500,001 – 4,000,000	21	1	5%
4,000,001 – 4,500,000	5	2	40%
4,500,001 – 5,000,000	10	0	NA
5,000,001 & Greater	39	3	8%
TOTAL*	672	189	28%

0 to 1 Bedroom	248	176	71%
2 Bedrooms	313	13	4%
3 Bedrooms	101	0	NA
4 Bedrooms & Greater	10	0	NA
TOTAL*	672	189	28%

SnapStats®	April	May	Variance
Inventory	554	672	21%
Solds	199	189	-5%
Sale Price	\$840,000	\$822,000	-2%
Sale Price SQFT	\$1,120	\$1,044	-7%
Sale to List Price Ratio	99%	103%	4%
Days on Market	9	9	0%

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

Community CONDOS & TOWNHOMES

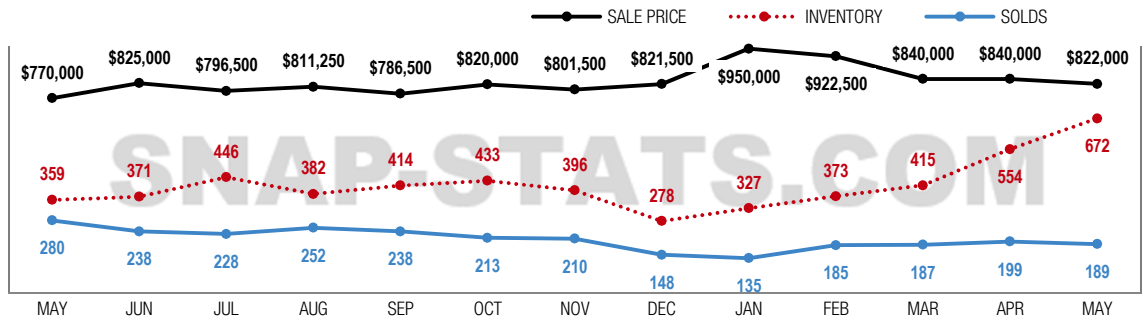
SnapStats®	Inventory	Sales	Sales Ratio
Coal Harbour	83	16	19%
Downtown	260	71	27%
Westend	136	41	30%
Yaletown	193	61	32%
TOTAL*	672	189	28%

Market Summary

- Market Type Indicator **VANCOUVER DOWNTOWN ATTACHED**: Sellers Market at 28% Sales Ratio average (2.8 in 10 homes selling rate)
- Homes are selling on average 3% above list price
- Most Active Price Band** \$500,000 to \$600,000 with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$3.5 mil to \$4 mil, Coal Harbour and 2 bedroom properties
- Sellers Best Bet** Selling homes in Yaletown and up to 1 bedroom properties

**With 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	1	NA*
400,001 – 500,000	0	0	NA
500,001 – 600,000	3	0	NA
600,001 – 700,000	2	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	3	0	NA
1,500,001 – 1,750,000	3	2	67%
1,750,001 – 2,000,000	11	5	45%
2,000,001 – 2,250,000	19	9	47%
2,250,001 – 2,500,000	30	7	23%
2,500,001 – 2,750,000	32	11	34%
2,750,001 – 3,000,000	79	4	5%
3,000,001 – 3,500,000	77	18	23%
3,500,001 – 4,000,000	109	12	11%
4,000,001 – 4,500,000	61	5	8%
4,500,001 – 5,000,000	84	1	1%
5,000,001 & Greater	297	16	5%
TOTAL*	811	91	11%

2 Bedrooms & Less	28	2	7%
3 to 4 Bedrooms	286	45	16%
5 to 6 Bedrooms	415	32	8%
7 Bedrooms & More	82	12	15%
TOTAL*	811	91	11%

SnapStats®	April	May	Variance
Inventory	799	811	2%
Solds	70	91	30%
Sale Price	\$2,965,000	\$3,200,000	8%
Sale Price SQFT	\$1,051	\$1,134	8%
Sale to List Price Ratio	95%	94%	-1%
Days on Market	28	15	-46%

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

Community DETACHED HOUSES

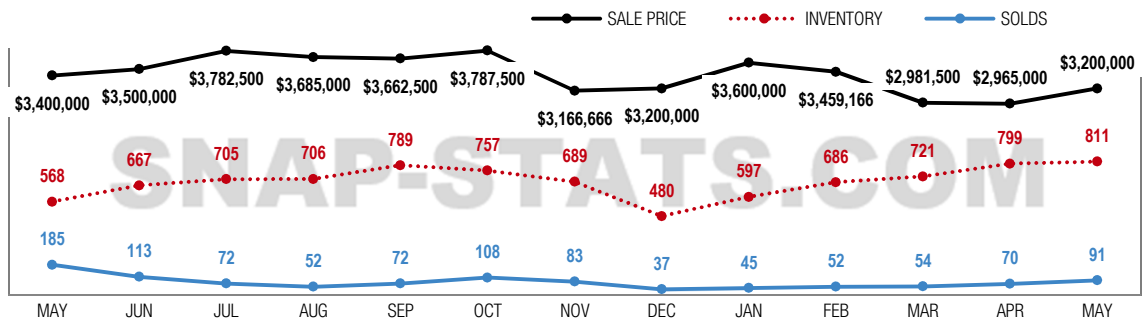
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	37	3	8%
Cambie	52	10	19%
Dunbar	109	12	11%
Fairview	0	0	NA
Falsecreek	0	0	NA
Kerrisdale	57	3	5%
Kitsilano	45	12	27%
Mackenzie Heights	33	6	18%
Marpole	74	9	12%
Mount Pleasant	2	1	50%
Oakridge	15	0	NA
Point Grey	72	10	14%
Quilchena	35	3	9%
SW Marine	34	6	18%
Shaughnessy	82	7	9%
South Cambie	13	0	NA
South Granville	85	3	4%
Southlands	38	2	5%
University	28	4	14%
TOTAL*	811	91	11%

Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE DETACHED**: Buyers Market at 11% Sales Ratio average (1.1 in 10 homes selling rate)
- Homes are selling on average 6% below list price
- Most Active Price Band** \$1.5 mil to \$1.75 mil with average 67% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$4.5 mil to \$5 mil, Kerrisdale, South Granville, Southlands and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Kitsilano and 3 to 4 bedroom properties

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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	1	2	200%*
400,001 – 500,000	13	9	69%
500,001 – 600,000	25	25	100%
600,001 – 700,000	61	32	52%
700,001 – 800,000	74	22	30%
800,001 – 900,000	60	24	40%
900,001 – 1,000,000	57	15	26%
1,000,001 – 1,250,000	68	40	59%
1,250,001 – 1,500,000	104	19	18%
1,500,001 – 1,750,000	51	13	25%
1,750,001 – 2,000,000	64	5	8%
2,000,001 – 2,250,000	18	2	11%
2,250,001 – 2,500,000	17	3	18%
2,500,001 – 2,750,000	10	1	10%
2,750,001 – 3,000,000	10	0	NA
3,000,001 – 3,500,000	11	0	NA
3,500,001 – 4,000,000	5	0	NA
4,000,001 – 4,500,000	2	0	NA
4,500,001 – 5,000,000	3	0	NA
5,000,001 & Greater	3	0	NA
TOTAL*	657	212	32%

0 to 1 Bedroom	160	82	51%
2 Bedrooms	322	103	32%
3 Bedrooms	156	26	17%
4 Bedrooms & Greater	19	1	5%
TOTAL*	657	212	32%

SnapStats®	April	May	Variance
Inventory	509	657	29%
Solds	194	212	9%
Sale Price	\$896,500	\$864,950	-4%
Sale Price SQFT	\$969	\$972	0%
Sale to List Price Ratio	100%	101%	1%
Days on Market	9	9	0%

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

Community CONDOS & TOWNHOMES

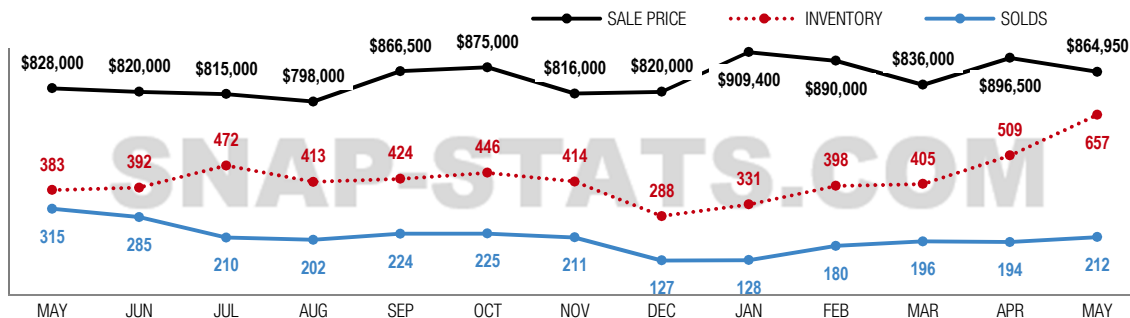
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	1	0	NA
Cambie	49	14	29%
Dunbar	8	3	38%
Fairview	109	43	39%
Falsecreek	74	29	39%
Kerrisdale	32	4	13%
Kitsilano	90	52	58%
Mackenzie Heights	1	0	NA
Marpole	54	15	28%
Mount Pleasant	15	2	13%
Oakridge	20	5	25%
Point Grey	10	1	10%
Quilchena	30	3	10%
SW Marine	13	1	8%
Shaughnessy	13	3	23%
South Cambie	16	3	19%
South Granville	21	3	14%
Southlands	1	0	NA
University	100	31	31%
TOTAL*	657	212	32%

Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE ATTACHED**: Sellers Market at 32% Sales Ratio average (3.2 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)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 mil, Point Grey, Quilchena, SW Marine and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in 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	1	1	100%
900,001 – 1,000,000	4	1	25%
1,000,001 – 1,250,000	17	10	59%
1,250,001 – 1,500,000	131	38	29%
1,500,001 – 1,750,000	176	45	26%
1,750,001 – 2,000,000	155	18	12%
2,000,001 – 2,250,000	55	7	13%
2,250,001 – 2,500,000	92	5	5%
2,500,001 – 2,750,000	45	3	7%
2,750,001 – 3,000,000	77	11	14%
3,000,001 – 3,500,000	30	1	3%
3,500,001 – 4,000,000	9	0	NA
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	3	0	NA
5,000,001 & Greater	3	0	NA
TOTAL*	799	140	18%

2 Bedrooms & Less	59	11	19%
3 to 4 Bedrooms	270	55	20%
5 to 6 Bedrooms	350	62	18%
7 Bedrooms & More	120	12	10%
TOTAL*	799	140	18%

SnapStats®	April	May	Variance
Inventory	764	799	5%
Solds	103	140	36%
Sale Price	\$1,650,000	\$1,636,000	-1%
Sale Price SQFT	\$712	\$733	3%
Sale to List Price Ratio	98%	98%	0%
Days on Market	15	15	0%

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Community DETACHED HOUSES

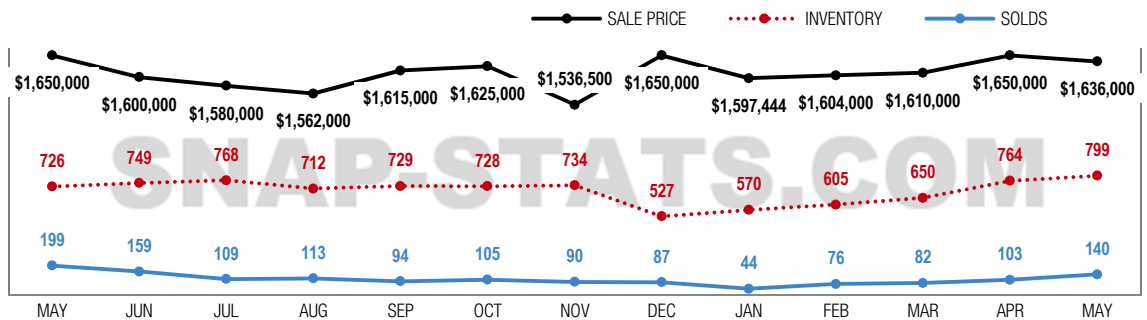
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	2	0	NA
Collingwood	97	5	5%
Downtown	0	0	NA
Fraser	49	13	27%
Fraserview	51	8	16%
Grandview	68	12	18%
Hastings	16	4	25%
Hastings East	30	3	10%
Killarney	66	13	20%
Knight	61	15	25%
Main	42	13	31%
Mount Pleasant	20	7	35%
Renfrew Heights	42	8	19%
Renfrew	116	18	16%
South Vancouver	81	13	16%
Victoria	58	8	14%
TOTAL*	799	140	18%

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE DETACHED**: Balanced Market at 18% Sales Ratio average (1.8 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)
- Buyers Best Bet** Homes between \$3 mil to \$3.5 mil, Collingwood and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Mount Pleasant and 3 to 4 bedroom properties

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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	8	5	63%
400,001 – 500,000	42	26	62%
500,001 – 600,000	73	41	56%
600,001 – 700,000	61	37	61%
700,001 – 800,000	43	33	77%
800,001 – 900,000	49	21	43%
900,001 – 1,000,000	32	16	50%
1,000,001 – 1,250,000	50	15	30%
1,250,001 – 1,500,000	26	8	31%
1,500,001 – 1,750,000	3	1	33%
1,750,001 – 2,000,000	4	1	25%
2,000,001 – 2,250,000	1	0	NA
2,250,001 – 2,500,000	2	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	4	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*	399	204	51%

0 to 1 Bedroom	132	95	72%
2 Bedrooms	183	83	45%
3 Bedrooms	77	23	30%
4 Bedrooms & Greater	7	3	43%
TOTAL*	399	204	51%

SnapStats®	April	May	Variance
Inventory	340	399	17%
Solds	180	204	13%
Sale Price	\$655,950	\$692,500	6%
Sale Price SQFT	\$832	\$936	13%
Sale to List Price Ratio	99%	100%	1%
Days on Market	8	8	0%

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

Community CONDOS & TOWNHOMES

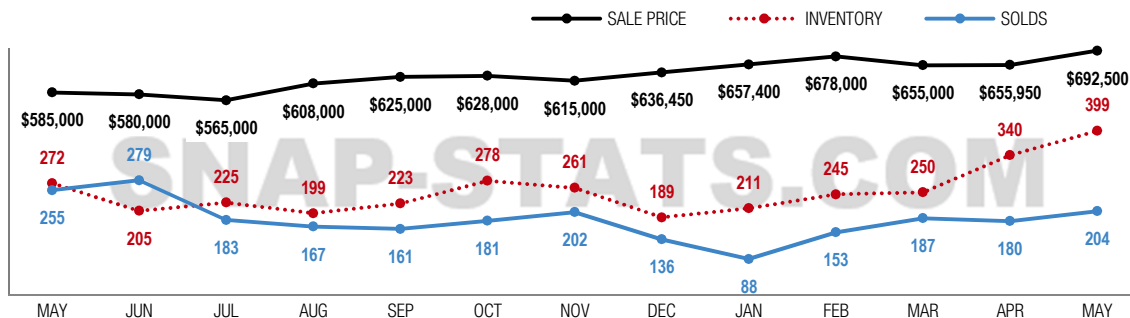
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	39	12	31%
Collingwood	76	28	37%
Downtown	21	7	33%
Fraser	23	15	65%
Fraserview	21	6	29%
Grandview	26	10	38%
Hastings	33	22	67%
Hastings East	4	0	NA
Killarney	9	9	100%
Knight	12	5	42%
Main	15	4	27%
Mount Pleasant	94	66	70%
Renfrew Heights	0	3	NA*
Renfrew	5	0	NA
South Vancouver	13	11	85%
Victoria	8	6	75%
TOTAL*	399	204	51%

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE ATTACHED**: Sellers Market at 51% Sales Ratio average (5.1 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$700,000 to \$800,000 with average 77% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1 mil to \$1.5 mil, Main and 3 bedroom properties
- Sellers Best Bet** Selling homes in Killarney and up to 1 bedroom properties

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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	2	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	1	1	100%
1,000,001 – 1,250,000	3	0	NA
1,250,001 – 1,500,000	51	22	43%
1,500,001 – 1,750,000	56	28	50%
1,750,001 – 2,000,000	69	11	16%
2,000,001 – 2,250,000	36	6	17%
2,250,001 – 2,500,000	65	4	6%
2,500,001 – 2,750,000	30	5	17%
2,750,001 – 3,000,000	40	4	10%
3,000,001 – 3,500,000	23	2	9%
3,500,001 – 4,000,000	26	3	12%
4,000,001 – 4,500,000	16	3	19%
4,500,001 – 5,000,000	6	0	NA
5,000,001 & Greater	5	0	NA
TOTAL*	430	89	21%

Bedrooms	Inventory	Sales	Sales Ratio
2 Bedrooms & Less	16	5	31%
3 to 4 Bedrooms	193	48	25%
5 to 6 Bedrooms	191	33	17%
7 Bedrooms & More	30	3	10%
TOTAL*	430	89	21%

SnapStats®	April	May	Variance
Inventory	381	430	13%
Solds	78	89	14%
Sale Price	\$1,675,000	\$1,685,000	1%
Sale Price SQFT	\$696	\$648	-7%
Sale to List Price Ratio	96%	97%	1%
Days on Market	22	15	-32%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	15	7	47%
Boulevard	15	9	60%
Braemar	1	0	NA
Calverhall	11	1	9%
Canyon Heights	59	9	15%
Capilano	5	0	NA
Central Lonsdale	19	3	16%
Deep Cove	11	4	36%
Delbrook	7	0	NA
Dollarton	18	1	6%
Edgemont	35	7	20%
Forest Hills	20	2	10%
Grouse Woods	4	1	25%
Hamilton	6	4	67%
Hamilton Heights	1	0	NA
Indian Arm	1	0	NA
Indian River	6	1	17%
Lower Lonsdale	9	0	NA
Lynn Valley	38	16	42%
Lynnmour	6	0	NA
Norgate	6	0	NA
Northlands	2	0	NA
Pemberton Heights	18	2	11%
Pemberton	10	1	10%
Princess Park	6	2	33%
Queensbury	10	0	NA
Roche Point	0	0	NA
Seymour	6	2	33%
Tempe	1	0	NA
Upper Delbrook	20	2	10%
Upper Lonsdale	44	7	16%
Westlynn	10	5	50%
Westlynn Terrace	4	0	NA
Windsor Park	3	1	33%
Woodlands-Sunshine Cascade	3	2	67%
TOTAL*	430	89	21%

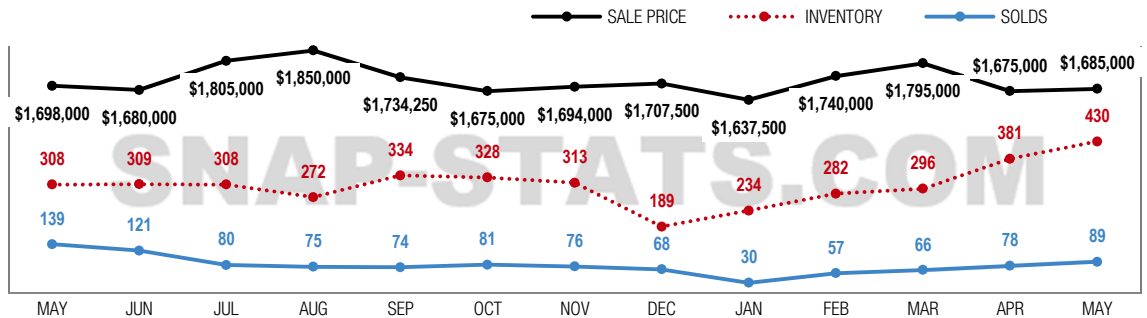
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER DETACHED**: Sellers Market at 21% Sales Ratio average (2.1 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 50% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.25 mil to \$2.5 mil, Dollarton and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Boulevard, Westlynn and up to 2 bedroom properties

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SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	2	0	NA
400,001 – 500,000	17	15	88%
500,001 – 600,000	33	22	67%
600,001 – 700,000	44	29	66%
700,001 – 800,000	42	11	26%
800,001 – 900,000	24	27	113%*
900,001 – 1,000,000	27	14	52%
1,000,001 – 1,250,000	49	18	37%
1,250,001 – 1,500,000	30	5	17%
1,500,001 – 1,750,000	5	2	40%
1,750,001 – 2,000,000	4	0	NA
2,000,001 – 2,250,000	1	0	NA
2,250,001 – 2,500,000	4	0	NA
2,500,001 – 2,750,000	3	0	NA
2,750,001 – 3,000,000	1	0	NA
3,000,001 – 3,500,000	2	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*	288	143	50%

Bedrooms	Inventory	Sales	Sales Ratio
0 to 1 Bedroom	63	41	65%
2 Bedrooms	139	72	52%
3 Bedrooms	71	28	39%
4 Bedrooms & Greater	15	2	13%
TOTAL*	288	143	50%

SnapStats®	April	May	Variance
Inventory	213	288	35%
Solds	136	143	5%
Sale Price	\$714,000	\$745,000	4%
Sale Price SQFT	\$726	\$770	6%
Sale to List Price Ratio	98%	101%	3%
Days on Market	9	8	-11%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	1	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	49	25	51%
Deep Cove	1	0	NA
Delbrook	2	1	50%
Dollarton	7	1	14%
Edgemont	6	3	50%
Forest Hills	0	0	NA
Grouse Woods	1	0	NA
Hamilton	16	14	88%
Hamilton Heights	0	0	NA
Indian Arm	0	0	NA
Indian River	5	1	20%
Lower Lonsdale	70	33	47%
Lynn Valley	24	12	50%
Lynnmour	37	8	22%
Norgate	11	4	36%
Northlands	10	5	50%
Pemberton Heights	2	1	50%
Pemberton	10	8	80%
Princess Park	0	0	NA
Queensbury	0	0	NA
Roche Point	23	11	48%
Seymour	3	5	167%*
Tempe	0	0	NA
Upper Delbrook	1	0	NA
Upper Lonsdale	5	9	180%*
Westlynn	2	2	100%
Westlynn Terrace	0	0	NA
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	0	0	NA
TOTAL*	288	143	50%

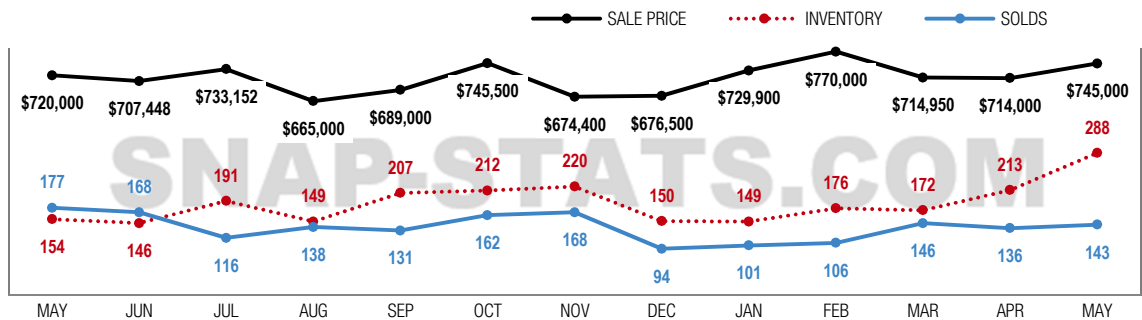
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER ATTACHED**: Sellers Market at 50% Sales Ratio average (5 in 10 homes selling rate)
- Homes are selling on average 1% above list price
- Most Active Price Band** \$800,000 to \$900,000 with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Lynnmour and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Hamilton, Pemberton, Upper Lonsdale and up to 1 bedroom properties

**With 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	1	0	NA
800,001 – 900,000	0	0	NA
900,001 – 1,000,000	0	0	NA
1,000,001 – 1,250,000	2	0	NA
1,250,001 – 1,500,000	4	0	NA
1,500,001 – 1,750,000	11	1	9%
1,750,001 – 2,000,000	25	3	12%
2,000,001 – 2,250,000	14	3	21%
2,250,001 – 2,500,000	36	4	11%
2,500,001 – 2,750,000	29	5	17%
2,750,001 – 3,000,000	57	5	9%
3,000,001 – 3,500,000	61	3	5%
3,500,001 – 4,000,000	65	0	NA
4,000,001 – 4,500,000	40	6	15%
4,500,001 – 5,000,000	50	2	4%
5,000,001 & Greater	178	7	4%
TOTAL*	573	39	7%

2 Bedrooms & Less	17	2	12%
3 to 4 Bedrooms	275	17	6%
5 to 6 Bedrooms	255	19	7%
7 Bedrooms & More	26	1	4%
TOTAL*	573	39	7%

SnapStats®	April	May	Variance
Inventory	504	573	14%
Solds	31	39	26%
Sale Price	\$2,710,000	\$2,850,000	5%
Sale Price SQFT	\$946	\$709	-25%
Sale to List Price Ratio	97%	93%	-4%
Days on Market	24	50	108%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	23	0	NA
Ambleside	65	5	8%
Bayridge	12	1	8%
British Properties	97	5	5%
Canterbury	8	0	NA
Caulfield	28	0	NA
Cedardale	6	2	33%
Chartwell	33	3	9%
Chelsea Park	5	0	NA
Cypress	10	1	10%
Cypress Park Estates	17	1	6%
Deer Ridge	0	0	NA
Dundarave	39	6	15%
Eagle Harbour	25	1	4%
Eagleridge	9	0	NA
Furry Creek	2	0	NA
Gleneagles	12	2	17%
Glenmore	21	0	NA
Horseshoe Bay	8	1	13%
Howe Sound	7	0	NA
Lions Bay	22	1	5%
Old Caulfield	8	1	13%
Panorama Village	2	0	NA
Park Royal	1	0	NA
Porteau Cove	0	0	NA
Queens	17	2	12%
Rockridge	5	0	NA
Sandy Cove	5	0	NA
Sentinel Hill	16	2	13%
Upper Caulfield	11	1	9%
West Bay	13	0	NA
Westhill	9	1	11%
Westmount	18	2	11%
Whitby Estates	11	0	NA
Whytecliff	8	1	13%
TOTAL*	573	39	7%

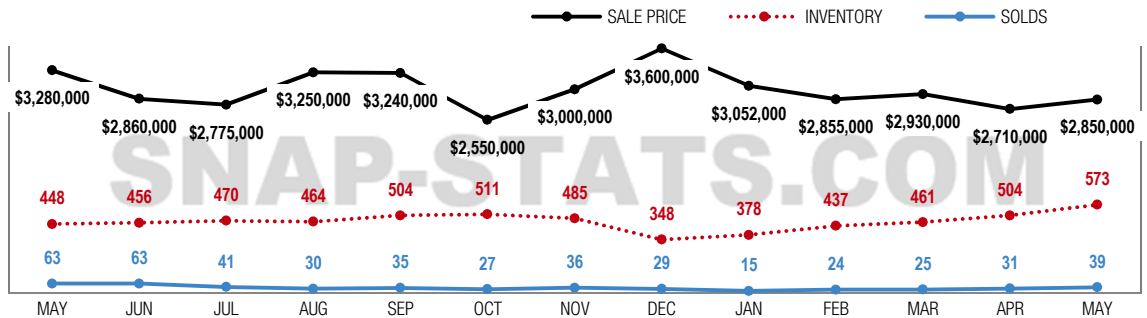
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER DETACHED**: Buyers Market at 7% Sales Ratio average (7 in 100 homes selling rate)
- Homes are selling on average 7% below list price
- Most Active Price Band** \$2 mil to \$2.25 mil with average 21% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes \$4.5 mil plus, Eagle Harbour and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Gleneagles and up to 2 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	2	NA*
400,001 – 500,000	0	0	NA
500,001 – 600,000	4	1	25%
600,001 – 700,000	3	1	33%
700,001 – 800,000	5	1	20%
800,001 – 900,000	5	0	NA
900,001 – 1,000,000	4	1	25%
1,000,001 – 1,250,000	10	4	40%
1,250,001 – 1,500,000	12	5	42%
1,500,001 – 1,750,000	14	2	14%
1,750,001 – 2,000,000	8	1	13%
2,000,001 – 2,250,000	8	2	25%
2,250,001 – 2,500,000	3	0	NA
2,500,001 – 2,750,000	6	1	17%
2,750,001 – 3,000,000	7	1	14%
3,000,001 – 3,500,000	5	1	20%
3,500,001 – 4,000,000	2	0	NA
4,000,001 – 4,500,000	4	1	25%
4,500,001 – 5,000,000	3	0	NA
5,000,001 & Greater	2	0	NA
TOTAL*	105	24	23%

Bedroom	Inventory	Sales	Sales Ratio
0 to 1 Bedroom	19	4	21%
2 Bedrooms	61	16	26%
3 Bedrooms	21	4	19%
4 Bedrooms & Greater	4	0	NA
TOTAL*	105	24	23%

SnapStats®	April	May	Variance
Inventory	97	105	8%
Solds	21	24	14%
Sale Price	\$1,057,500	\$1,369,450	29%
Sale Price SQFT	\$1,032	\$1,167	13%
Sale to List Price Ratio	90%	98%	9%
Days on Market	37	22	-41%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	0	0	NA
Ambleside	24	7	29%
Bayridge	0	0	NA
British Properties	1	0	NA
Canterbury	0	0	NA
Caulfield	0	0	NA
Cedardale	4	1	25%
Chartwell	0	0	NA
Chelsea Park	2	0	NA
Cypress	0	0	NA
Cypress Park Estates	2	1	50%
Deer Ridge	1	1	100%
Dundarave	16	4	25%
Eagle Harbour	0	0	NA
Eagleridge	0	0	NA
Furry Creek	6	0	NA
Gleneagles	0	0	NA
Glenmore	0	0	NA
Horseshoe Bay	8	3	38%
Howe Sound	2	1	50%
Lions Bay	1	0	NA
Old Caulfield	2	1	50%
Panorama Village	8	2	25%
Park Royal	19	2	11%
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	2	0	NA
West Bay	0	0	NA
Westhill	0	0	NA
Westmount	0	0	NA
Whitby Estates	7	1	14%
Whytecliff	0	0	NA
TOTAL*	105	24	23%

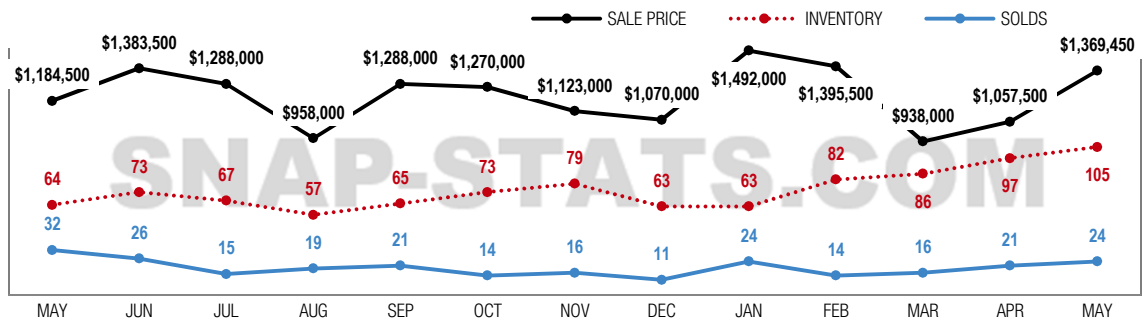
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER ATTACHED**: Sellers Market at 23% Sales Ratio average (2.3 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$1.25 mil to \$1.5 mil with average 42% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 mil, Park Royal and 3 bedroom properties
- Sellers Best Bet** Selling homes in Horseshoe Bay and 2 bedroom properties

**With 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	3	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	1	0	NA
700,001 – 800,000	0	0	NA
800,001 – 900,000	0	0	NA
900,001 – 1,000,000	4	0	NA
1,000,001 – 1,250,000	13	8	62%
1,250,001 – 1,500,000	89	20	22%
1,500,001 – 1,750,000	134	16	12%
1,750,001 – 2,000,000	124	13	10%
2,000,001 – 2,250,000	54	6	11%
2,250,001 – 2,500,000	86	10	12%
2,500,001 – 2,750,000	57	6	11%
2,750,001 – 3,000,000	88	2	2%
3,000,001 – 3,500,000	39	4	10%
3,500,001 – 4,000,000	46	1	2%
4,000,001 – 4,500,000	16	0	NA
4,500,001 – 5,000,000	19	0	NA
5,000,001 & Greater	15	0	NA
TOTAL*	789	86	11%

2 Bedrooms & Less	42	0	NA
3 to 4 Bedrooms	290	43	15%
5 to 6 Bedrooms	419	41	10%
7 Bedrooms & More	38	2	5%
TOTAL*	789	86	11%

SnapStats®	April	May	Variance
Inventory	714	789	11%
Solds	63	86	37%
Sale Price	\$1,693,000	\$1,725,000	2%
Sale Price SQFT	\$596	\$655	10%
Sale to List Price Ratio	97%	94%	-3%
Days on Market	34	24	-29%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	26	2	8%
Bridgeport	18	1	6%
Brighthouse	24	0	NA
Brighthouse South	1	1	100%
Broadmoor	66	7	11%
East Cambie	19	2	11%
East Richmond	7	0	NA
Garden City	44	0	NA
Gilmore	1	1	100%
Granville	66	10	15%
Hamilton	14	2	14%
Ironwood	24	3	13%
Lackner	33	4	12%
McLennan	13	0	NA
McLennan North	7	1	14%
McNair	34	5	15%
Quilchena	29	6	21%
Riverdale	36	5	14%
Saunders	53	4	8%
Sea Island	5	1	20%
Seafair	50	7	14%
South Arm	20	2	10%
Steveston North	52	6	12%
Steveston South	26	2	8%
Steveston Village	13	1	8%
Terra Nova	18	3	17%
West Cambie	27	6	22%
Westwind	12	3	25%
Woodwards	51	1	2%
TOTAL*	789	86	11%

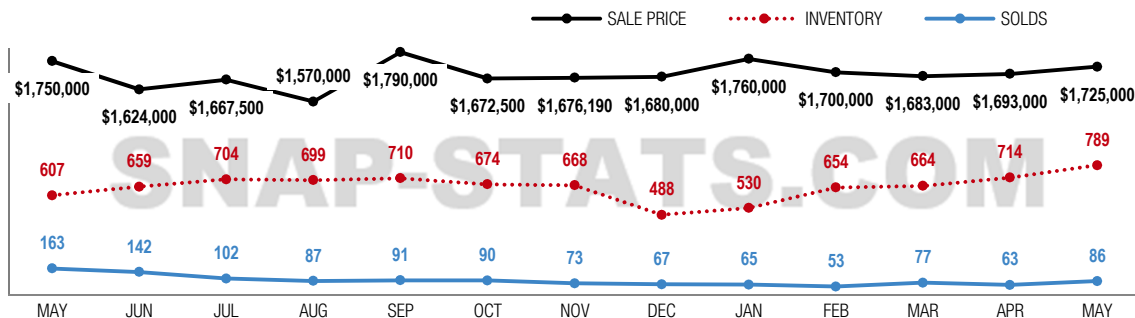
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator RICHMOND DETACHED: Buyers Market at 11% Sales Ratio average (1.1 in 10 homes selling rate)
- Homes are selling on average 6% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 62% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.75 mil to \$3 mil and \$3.5 mil to \$4 mil, Woodwards and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Quilchena, West Cambie, Westwind and 3 to 4 bedroom properties

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13 Month Market Trend



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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	10	4	40%
300,001 – 400,000	19	21	111%*
400,001 – 500,000	56	36	64%
500,001 – 600,000	93	36	39%
600,001 – 700,000	119	50	42%
700,001 – 800,000	119	38	32%
800,001 – 900,000	104	38	37%
900,001 – 1,000,000	93	18	19%
1,000,001 – 1,250,000	97	18	19%
1,250,001 – 1,500,000	35	3	9%
1,500,001 – 1,750,000	18	2	11%
1,750,001 – 2,000,000	6	0	NA
2,000,001 – 2,250,000	1	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	2	0	NA
3,000,001 – 3,500,000	1	0	NA
3,500,001 – 4,000,000	1	0	NA
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	780	265	34%

0 to 1 Bedroom	119	63	53%
2 Bedrooms	326	128	39%
3 Bedrooms	247	59	24%
4 Bedrooms & Greater	88	15	17%
TOTAL*	780	265	34%

SnapStats®	April	May	Variance
Inventory	639	780	22%
Solds	245	265	8%
Sale Price	\$695,000	\$675,000	-3%
Sale Price SQFT	\$695	\$711	2%
Sale to List Price Ratio	100%	98%	-2%
Days on Market	16	13	-19%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	12	4	33%
Bridgeport	20	3	15%
Brighthouse	261	76	29%
Brighthouse South	90	41	46%
Broadmoor	13	2	15%
East Cambie	10	4	40%
East Richmond	5	2	40%
Garden City	2	6	300%*
Gilmore	0	0	NA
Granville	22	3	14%
Hamilton	8	2	25%
Ironwood	7	4	57%
Lackner	3	2	67%
McLennan	0	0	NA
McLennan North	76	25	33%
McNair	3	1	33%
Quilchena	8	1	13%
Riverdale	11	9	82%
Saunders	13	5	38%
Sea Island	1	0	NA
Seafair	3	4	133%*
South Arm	7	3	43%
Steveston North	8	1	13%
Steveston South	40	19	48%
Steveston Village	11	2	18%
Terra Nova	16	4	25%
West Cambie	110	39	35%
Westwind	2	0	NA
Woodwards	18	3	17%
TOTAL*	780	265	34%

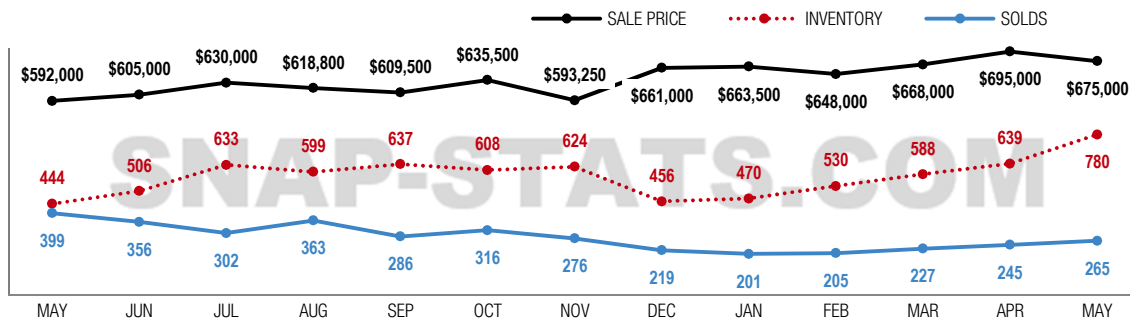
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **RICHMOND ATTACHED**: Sellers Market at 34% Sales Ratio average (3.4 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$300,000 to \$400,000 with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Bridgeport, Broadmoor, Granville, Quilchena and Steveston North
- Sellers Best Bet** Selling homes in Riverdale and up to 1 bedroom properties

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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	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	1	100%
900,001 – 1,000,000	6	4	67%
1,000,001 – 1,250,000	47	12	26%
1,250,001 – 1,500,000	48	5	10%
1,500,001 – 1,750,000	28	0	NA
1,750,001 – 2,000,000	20	3	15%
2,000,001 – 2,250,000	10	2	20%
2,250,001 – 2,500,000	7	0	NA
2,500,001 – 2,750,000	5	0	NA
2,750,001 – 3,000,000	7	0	NA
3,000,001 – 3,500,000	3	0	NA
3,500,001 – 4,000,000	7	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*	189	27	14%

2 Bedrooms & Less	15	2	13%
3 to 4 Bedrooms	127	21	17%
5 to 6 Bedrooms	46	4	9%
7 Bedrooms & More	1	0	NA
TOTAL*	189	27	14%

SnapStats®	April	May	Variance
Inventory	174	189	9%
Solds	24	27	13%
Sale Price	\$1,251,500	\$1,210,000	-3%
Sale Price SQFT	\$504	\$481	-5%
Sale to List Price Ratio	97%	99%	2%
Days on Market	30	35	17%

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

Community DETACHED HOUSES

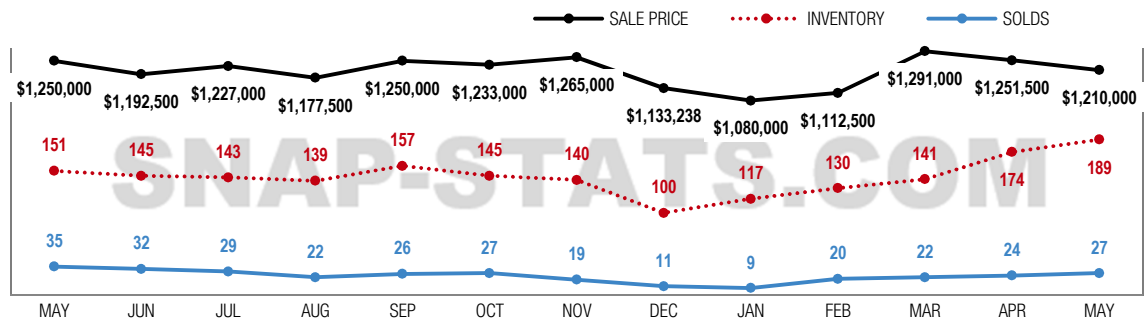
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	24	3	13%
Boundary Beach	19	3	16%
Cliff Drive	32	3	9%
English Bluff	23	2	9%
Pebble Hill	44	13	30%
Tsawwassen Central	39	2	5%
Tsawwassen East	8	1	13%
TOTAL*	189	27	14%

Market Summary

- Market Type Indicator **TSAWWASSEN DETACHED**: Balanced Market at 14% Sales Ratio average (1.4 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 26% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Tsawwassen Central and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Pebble Hill and 3 to 4 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	1	0	NA
300,001 – 400,000	2	2	100%
400,001 – 500,000	4	2	50%
500,001 – 600,000	14	2	14%
600,001 – 700,000	11	1	9%
700,001 – 800,000	5	0	NA
800,001 – 900,000	6	0	NA
900,001 – 1,000,000	8	0	NA
1,000,001 – 1,250,000	2	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	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	0	0	NA
3,500,001 – 4,000,000	0	0	NA
4,000,001 – 4,500,000	2	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	59	8	14%

0 to 1 Bedroom	9	2	22%
2 Bedrooms	38	5	13%
3 Bedrooms	12	1	8%
4 Bedrooms & Greater	0	0	NA
TOTAL*	59	8	14%

SnapStats®	April	May	Variance
Inventory	53	59	11%
Solds	14	8	-43%
Sale Price	\$604,250	\$527,250	-13%
Sale Price SQFT	\$520	\$444	-15%
Sale to List Price Ratio	99%	98%	-1%
Days on Market	11	30	173%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	6	2	33%
Boundary Beach	1	1	100%
Cliff Drive	42	2	5%
English Bluff	0	0	NA
Pebble Hill	0	0	NA
Tsawwassen Central	6	2	33%
Tsawwassen East	4	1	25%
TOTAL*	59	8	14%

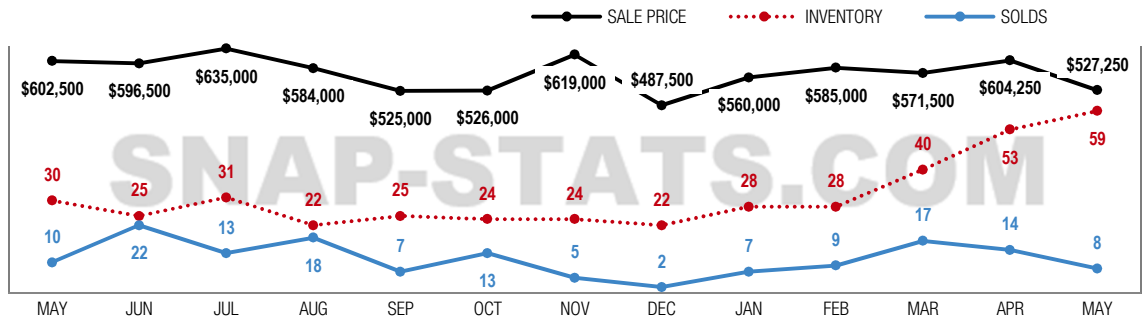
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **TSAWWASSEN ATTACHED**: Balanced Market at 14% Sales Ratio average (1.4 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$500,000 to \$600,000 with average 14% Sales Ratio (Balanced market)
- Buyers Best Bet** Homes between \$600,000 to \$700,000 and 3 bedroom properties
- Sellers Best Bet** Selling homes with up to 1 bedroom

**With 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	1	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	2	2	100%
700,001 – 800,000	0	1	NA*
800,001 – 900,000	4	0	NA
900,001 – 1,000,000	12	4	33%
1,000,001 – 1,250,000	35	8	23%
1,250,001 – 1,500,000	24	2	8%
1,500,001 – 1,750,000	6	2	33%
1,750,001 – 2,000,000	4	1	25%
2,000,001 – 2,250,000	1	0	NA
2,250,001 – 2,500,000	6	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	2	0	NA
TOTAL*	99	20	20%

2 Bedrooms & Less	15	4	27%
3 to 4 Bedrooms	67	11	16%
5 to 6 Bedrooms	17	5	29%
7 Bedrooms & More	0	0	NA
TOTAL*	99	20	20%

SnapStats®	April	May	Variance
Inventory	85	99	16%
Solds	19	20	5%
Sale Price	\$1,010,000	\$1,112,500	10%
Sale Price SQFT	\$472	\$487	3%
Sale to List Price Ratio	96%	101%	5%
Days on Market	29	15	-48%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Delta Manor	4	4	100%
East Delta	2	0	NA
Hawthorne	27	4	15%
Holly	15	2	13%
Ladner Elementary	23	4	17%
Ladner Rural	7	2	29%
Neilsen Grove	8	4	50%
Port Guichon	10	0	NA
Westham Island	3	0	NA
TOTAL*	99	20	20%

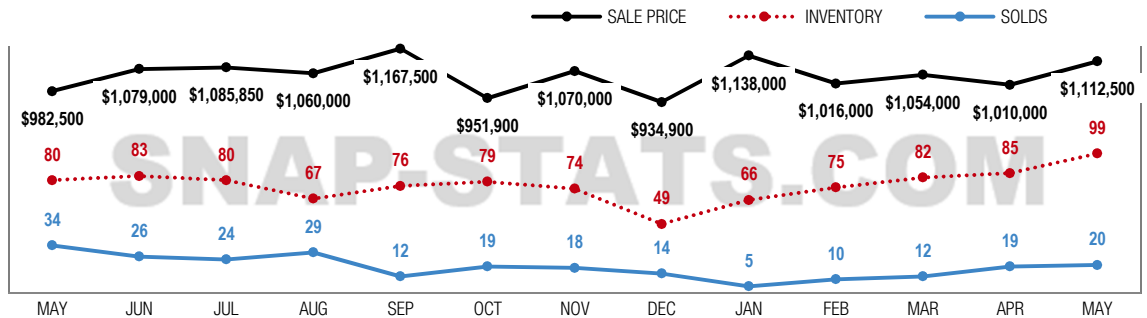
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **LADNER DETACHED**: Balanced Market at 20% Sales Ratio average (2 in 10 homes selling rate)
- Homes are selling on average 1% above list price
- Most Active Price Band** \$900,000 to \$1 mil with average 33% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Holly and 3 to 4 bedroom properties
- Sellers Best Bet** Selling homes in Neilsen Grove and 5 to 6 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	1	0	NA
400,001 – 500,000	8	3	38%
500,001 – 600,000	5	4	80%
600,001 – 700,000	5	2	40%
700,001 – 800,000	6	3	50%
800,001 – 900,000	3	1	33%
900,001 – 1,000,000	4	2	50%
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*	34	15	44%

0 to 1 Bedroom	5	1	20%
2 Bedrooms	14	7	50%
3 Bedrooms	12	5	42%
4 Bedrooms & Greater	3	2	67%
TOTAL*	34	15	44%

SnapStats®	April	May	Variance
Inventory	26	34	31%
Solds	10	15	50%
Sale Price	\$567,000	\$605,000	7%
Sale Price SQFT	\$474	\$437	-8%
Sale to List Price Ratio	100%	98%	-2%
Days on Market	16	11	-31%

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

Community CONDOS & TOWNHOMES

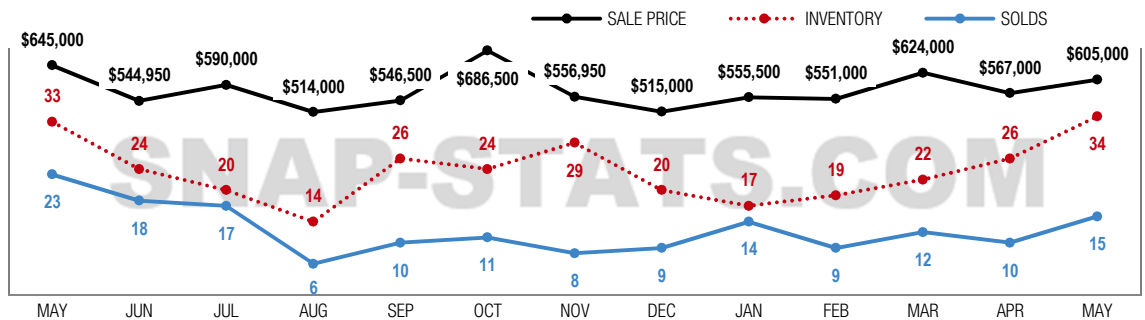
SnapStats®	Inventory	Sales	Sales Ratio
Delta Manor	8	3	38%
East Delta	1	1	100%
Hawthorne	12	2	17%
Holly	1	1	100%
Ladner Elementary	4	5	125%*
Ladner Rural	0	0	NA
Neilsen Grove	8	3	38%
Port Guichon	0	0	NA
Westham Island	0	0	NA
TOTAL*	34	15	44%

Market Summary

- Market Type Indicator **LADNER ATTACHED**: Sellers Market at 44% Sales Ratio average (4.4 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** *Insufficient data but with 4 sales \$500,000 to \$600,000*
- Buyers Best Bet** Homes in Hawthorne and 3 bedroom properties
- Sellers Best Bet** Selling homes in Delta Manor, Neilsen Grove and 2 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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