

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

Compliments of:
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SnapStats[®]

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METRO VANCOUVER EDITION



Price Band & Bedroom STATS CONDO & TH (ATTACHED)

| SnapStats® | Inventory | Sales | Sales Ratio* |
|-----------------------|------------|------------|---------------|
| \$0 – 300,000 | 26 | 11 | 42.31% |
| 300,001 – 400,000 | 41 | 39 | 95.12% |
| 400,001 – 500,000 | 83 | 64 | 77.11% |
| 500,001 – 600,000 | 69 | 46 | 66.67% |
| 600,001 – 700,000 | 57 | 23 | 40.35% |
| 700,001 – 800,000 | 38 | 14 | 36.84% |
| 800,001 – 900,000 | 27 | 11 | 40.74% |
| 900,001 – 1,000,000 | 27 | 7 | 25.93% |
| 1,000,001 – 1,250,000 | 43 | 13 | 30.23% |
| 1,250,001 – 1,500,000 | 39 | 16 | 41.03% |
| 1,500,001 – 1,750,000 | 20 | 0 | NA |
| 1,750,001 – 2,000,000 | 14 | 2 | 14.29% |
| 2,000,001 – 2,250,000 | 7 | 0 | NA |
| 2,250,001 – 2,500,000 | 12 | 1 | 8.33% |
| 2,500,001 – 2,750,000 | 6 | 1 | 16.67% |
| 2,750,001 – 3,000,000 | 12 | 1 | 8.33% |
| 3,000,001 – 3,500,000 | 11 | 2 | 18.18% |
| 3,500,001 – 4,000,000 | 2 | 0 | NA |
| 4,000,001 – 4,500,000 | 4 | 2 | 50.00% |
| 4,500,001 – 5,000,000 | 6 | 1 | 16.67% |
| 5,000,001 & Greater | 23 | 1 | 4.35% |
| TOTAL | 567 | 255 | 44.97% |

| | | | |
|----------------------|------------|------------|---------------|
| 0 to 1 Bedroom | 230 | 144 | 62.61% |
| 2 Bedrooms | 265 | 96 | 36.23% |
| 3 Bedrooms | 63 | 13 | 20.63% |
| 4 Bedrooms & Greater | 9 | 2 | 22.22% |
| TOTAL | 567 | 255 | 44.97% |

| SnapStats® Median Data | August | September | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 530 | 567 | 6.98% |
| Solds | 300 | 255 | -15.00% |
| Sale Price | \$570,000 | \$520,500 | -8.68% |
| Sale Price SQFT | \$714 | \$698 | -2.24% |
| Sale to List Price Ratio | 97% | 98% | 1.03% |
| Days on Market | 17 | 12 | -29.41% |

Community STATS CONDO & TH (ATTACHED)

| SnapStats® | Inventory | Sales | Sales Ratio* |
|--------------|------------|------------|---------------|
| Coal Harbour | 90 | 20 | 22.22% |
| Downtown | 223 | 107 | 47.98% |
| Westend | 136 | 55 | 40.44% |
| Yaletown | 118 | 73 | 61.86% |
| TOTAL | 567 | 255 | 44.97% |

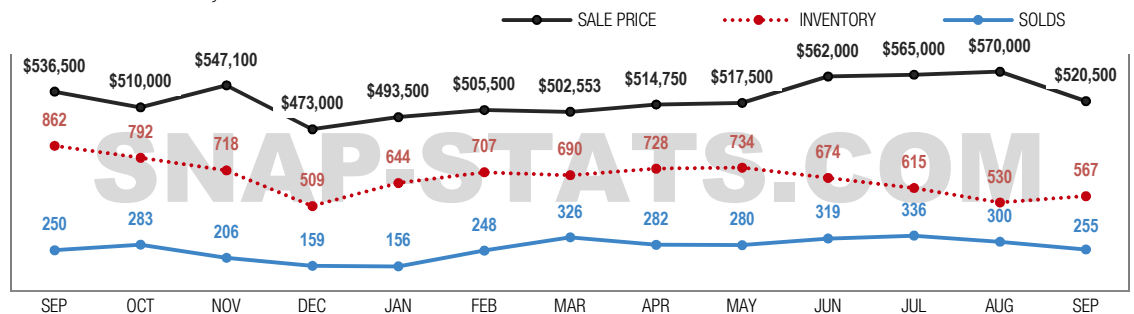
*Sales Ratio: Speed of homes selling (Sales to Inventory Ratio). Higher is faster.

Market Summary

- Official Market Type **DOWNTOWN**: Sellers market at 45% Sales Ratio average (4.5 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band* +/- \$1 mil: \$300k to \$400k (95% Sales Ratio); \$1.25 mil to \$1.5 mil (41% Sales Ratio)
- Buyers Best Bet* +/- \$1 mil: Homes between \$900,000 to \$1 mil; \$5 mil plus, Coal Harbour and minimum 4 bedroom properties
- Sellers Best Bet*: Selling homes in Yaletown 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 STATS HOUSES (DETACHED)

| SnapStats® | Inventory | Sales | Sales Ratio* |
|-----------------------|------------|------------|---------------|
| \$0 – 300,000 | 0 | 0 | NA |
| 300,001 – 400,000 | 0 | 0 | NA |
| 400,001 – 500,000 | 0 | 0 | NA |
| 500,001 – 600,000 | 1 | 0 | NA |
| 600,001 – 700,000 | 1 | 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 | 5 | 5 | 100.00% |
| 1,500,001 – 1,750,000 | 11 | 4 | 36.36% |
| 1,750,001 – 2,000,000 | 21 | 7 | 33.33% |
| 2,000,001 – 2,250,000 | 20 | 14 | 70.00% |
| 2,250,001 – 2,500,000 | 45 | 9 | 20.00% |
| 2,500,001 – 2,750,000 | 37 | 8 | 21.62% |
| 2,750,001 – 3,000,000 | 62 | 20 | 32.26% |
| 3,000,001 – 3,500,000 | 90 | 16 | 17.78% |
| 3,500,001 – 4,000,000 | 89 | 18 | 20.22% |
| 4,000,001 – 4,500,000 | 45 | 8 | 17.78% |
| 4,500,001 – 5,000,000 | 43 | 5 | 11.63% |
| 5,000,001 & Greater | 162 | 10 | 6.17% |
| TOTAL | 632 | 124 | 19.62% |

| | | | |
|-------------------|------------|------------|---------------|
| 2 Bedrooms & Less | 31 | 3 | 9.68% |
| 3 to 4 Bedrooms | 203 | 51 | 25.12% |
| 5 to 6 Bedrooms | 303 | 58 | 19.14% |
| 7 Bedrooms & More | 95 | 12 | 12.63% |
| TOTAL | 632 | 124 | 19.62% |

| SnapStats® Median Data | August | September | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 582 | 632 | 8.59% |
| Solds | 149 | 124 | -16.78% |
| Sale Price | \$2,880,000 | \$2,877,830 | -0.08% |
| Sale Price SQFT | \$952 | \$919 | -3.47% |
| Sale to List Price Ratio | 100% | 97% | -3.00% |
| Days on Market | 15 | 20 | 33.33% |

Community STATS HOUSES (DETACHED)

| SnapStats® | Inventory | Sales | Sales Ratio* |
|-------------------|------------|------------|---------------|
| Arbutus | 29 | 9 | 31.03% |
| Cambie | 40 | 5 | 12.50% |
| Dunbar | 61 | 13 | 21.31% |
| Fairview | 1 | 0 | NA |
| Falsecreek | 1 | 0 | NA |
| Kerrisdale | 38 | 14 | 36.84% |
| Kitsilano | 31 | 11 | 35.48% |
| Mackenzie Heights | 23 | 4 | 17.39% |
| Marpole | 33 | 6 | 18.18% |
| Mount Pleasant | 1 | 1 | 100.00% |
| Oakridge | 18 | 4 | 22.22% |
| Point Grey | 59 | 17 | 28.81% |
| Quilchena | 22 | 5 | 22.73% |
| SW Marine | 34 | 11 | 32.35% |
| Shaughnessy | 91 | 5 | 5.49% |
| South Cambie | 14 | 2 | 14.29% |
| South Granville | 89 | 9 | 10.11% |
| Southlands | 33 | 6 | 18.18% |
| University | 14 | 2 | 14.29% |
| TOTAL | 632 | 124 | 19.62% |

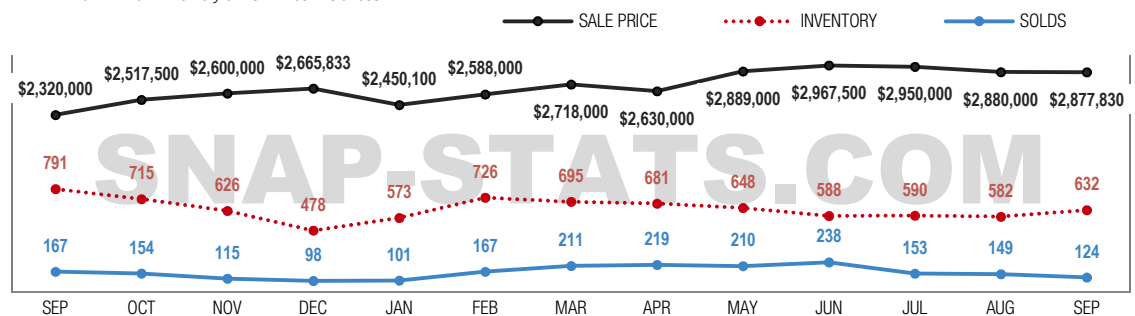
*Sales Ratio: Speed of homes selling (Sales to Inventory Ratio). Higher is faster.

Market Summary

- Official Market Type **WESTSIDE DETACHED**: Balanced market at 20% Sales Ratio average (21% is a Sellers Market)
- Homes are selling on average 3% below list price
- Most Active Price Band* +/- \$2 mil: \$1.5 mil to \$2 mil (35% Sales Ratio)/ \$2 mil to \$2.25 mil (70% Sales Ratio)
- Buyers Best Bet* +/- \$2 mil: Under \$2 mil NA/\$5 mil plus, Shaughnessy, South Granville and up to 2 bedroom properties
- Sellers Best Bet*: Selling homes in Kerrisdale, Kitsilano 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 *STATS CONDO & TH (ATTACHED)*

| SnapStats® | Inventory | Sales | Sales Ratio* |
|-----------------------|------------|------------|---------------|
| \$0 – 300,000 | 15 | 14 | 93.33% |
| 300,001 – 400,000 | 71 | 22 | 30.99% |
| 400,001 – 500,000 | 87 | 45 | 51.72% |
| 500,001 – 600,000 | 77 | 34 | 44.16% |
| 600,001 – 700,000 | 73 | 34 | 46.58% |
| 700,001 – 800,000 | 75 | 14 | 18.67% |
| 800,001 – 900,000 | 71 | 13 | 18.31% |
| 900,001 – 1,000,000 | 54 | 12 | 22.22% |
| 1,000,001 – 1,250,000 | 58 | 12 | 20.69% |
| 1,250,001 – 1,500,000 | 41 | 8 | 19.51% |
| 1,500,001 – 1,750,000 | 18 | 5 | 27.78% |
| 1,750,001 – 2,000,000 | 16 | 3 | 18.75% |
| 2,000,001 – 2,250,000 | 3 | 0 | NA |
| 2,250,001 – 2,500,000 | 3 | 3 | 100.00% |
| 2,500,001 – 2,750,000 | 1 | 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 | 2 | 0 | NA |
| 4,000,001 – 4,500,000 | 0 | 0 | NA |
| 4,500,001 – 5,000,000 | 1 | 0 | NA |
| 5,000,001 & Greater | 0 | 0 | NA |
| TOTAL | 667 | 219 | 32.83% |

| | | | |
|----------------------|------------|------------|---------------|
| 0 to 1 Bedroom | 187 | 81 | 43.32% |
| 2 Bedrooms | 368 | 107 | 29.08% |
| 3 Bedrooms | 101 | 26 | 25.74% |
| 4 Bedrooms & Greater | 11 | 5 | 45.45% |
| TOTAL | 667 | 219 | 32.83% |

| SnapStats® Median Data | August | September | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 668 | 667 | -0.15% |
| Solds | 298 | 219 | -26.51% |
| Sale Price | \$609,000 | \$599,000 | -1.64% |
| Sale Price SQFT | \$674 | \$678 | 0.59% |
| Sale to List Price Ratio | 102% | 100% | -1.96% |
| Days on Market | 23 | 12 | -47.83% |

Community *STATS CONDO & TH (ATTACHED)*

| SnapStats® | Inventory | Sales | Sales Ratio* |
|-------------------|------------|------------|---------------|
| Arbutus | 1 | 0 | NA |
| Cambie | 31 | 8 | 25.81% |
| Dunbar | 12 | 3 | 25.00% |
| Fairview | 101 | 51 | 50.50% |
| Falsecreek | 56 | 30 | 53.57% |
| Kerrisdale | 29 | 8 | 27.59% |
| Kitsilano | 94 | 42 | 44.68% |
| Mackenzie Heights | 1 | 0 | NA |
| Marpole | 43 | 12 | 27.91% |
| Mount Pleasant | 13 | 6 | 46.15% |
| Oakridge | 16 | 5 | 31.25% |
| Point Grey | 13 | 3 | 23.08% |
| Quilchena | 29 | 8 | 27.59% |
| SW Marine | 25 | 2 | 8.00% |
| Shaughnessy | 7 | 4 | 57.14% |
| South Cambie | 7 | 5 | 71.43% |
| South Granville | 9 | 2 | 22.22% |
| Southlands | 4 | 0 | NA |
| University | 176 | 30 | 17.05% |
| TOTAL | 667 | 219 | 32.83% |

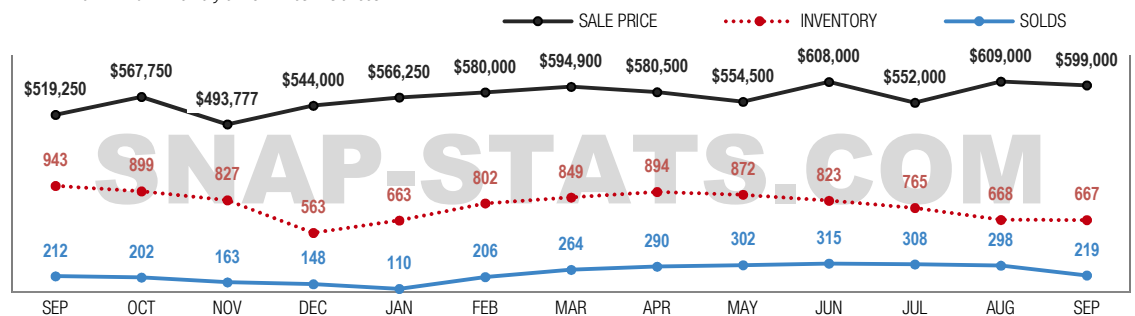
*Sales Ratio: Speed of homes selling (Sales to Inventory Ratio). Higher is faster.

Market Summary

- Official Market Type **WESTSIDE ATTACHED**: Sellers market at 33% Sales Ratio average (1 in 3 homes selling rate)
- Homes are selling on average at list price
- Most Active Price Band*: \$0 to \$300,000 with average 93% Sales Ratio (Sellers market)
- Buyers Best Bet:* Homes between \$800,000 to \$900,000, SW Marine, University and 2 to 3 bedroom properties
- Sellers Best Bet:* Selling homes in Fairview, Falsecreek, Kitsilano, Mt Pleasant and up to 1 bedroom / 4 bedroom plus properties

* With a minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom STATS HOUSES (DETACHED)

| SnapStats® | Inventory | Sales | Sales Ratio* |
|-----------------------|------------|------------|---------------|
| \$0 – 300,000 | 0 | 0 | NA |
| 300,001 – 400,000 | 0 | 0 | NA |
| 400,001 – 500,000 | 0 | 0 | NA |
| 500,001 – 600,000 | 0 | 0 | NA |
| 600,001 – 700,000 | 1 | 0 | NA |
| 700,001 – 800,000 | 4 | 2 | 50.00% |
| 800,001 – 900,000 | 10 | 4 | 40.00% |
| 900,001 – 1,000,000 | 28 | 7 | 25.00% |
| 1,000,001 – 1,250,000 | 77 | 48 | 62.34% |
| 1,250,001 – 1,500,000 | 115 | 45 | 39.13% |
| 1,500,001 – 1,750,000 | 61 | 22 | 36.07% |
| 1,750,001 – 2,000,000 | 53 | 10 | 18.87% |
| 2,000,001 – 2,250,000 | 17 | 3 | 17.65% |
| 2,250,001 – 2,500,000 | 9 | 2 | 22.22% |
| 2,500,001 – 2,750,000 | 10 | 0 | NA |
| 2,750,001 – 3,000,000 | 5 | 0 | NA |
| 3,000,001 – 3,500,000 | 0 | 0 | NA |
| 3,500,001 – 4,000,000 | 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 | 391 | 143 | 36.57% |

| | | | |
|-------------------|------------|------------|---------------|
| 2 Bedrooms & Less | 28 | 7 | 25.00% |
| 3 to 4 Bedrooms | 113 | 51 | 45.13% |
| 5 to 6 Bedrooms | 159 | 64 | 40.25% |
| 7 Bedrooms & More | 91 | 21 | 23.08% |
| TOTAL | 391 | 143 | 36.57% |

| SnapStats® Median Data | August | September | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 383 | 391 | 2.09% |
| Solds | 139 | 143 | 2.88% |
| Sale Price | \$1,293,500 | \$1,288,000 | -0.43% |
| Sale Price SQFT | \$566 | \$578 | 2.12% |
| Sale to List Price Ratio | 107% | 103% | -3.74% |
| Days on Market | 11 | 10 | -9.09% |

Community STATS HOUSES (DETACHED)

| SnapStats® | Inventory | Sales | Sales Ratio* |
|-------------------|------------|------------|---------------|
| Champlain Heights | 1 | 0 | NA |
| Collingwood | 58 | 16 | 27.59% |
| Downtown | 0 | 0 | NA |
| Fraser | 21 | 5 | 23.81% |
| Fraserview | 41 | 9 | 21.95% |
| Grandview | 24 | 10 | 41.67% |
| Hastings | 8 | 1 | 12.50% |
| Hastings East | 14 | 3 | 21.43% |
| Killarney | 40 | 14 | 35.00% |
| Knight | 30 | 12 | 40.00% |
| Main | 11 | 10 | 90.91% |
| Mount Pleasant | 11 | 4 | 36.36% |
| Renfrew Heights | 26 | 12 | 46.15% |
| Renfrew | 36 | 25 | 69.44% |
| South Vancouver | 50 | 15 | 30.00% |
| Victoria | 20 | 7 | 35.00% |
| TOTAL | 391 | 143 | 36.57% |

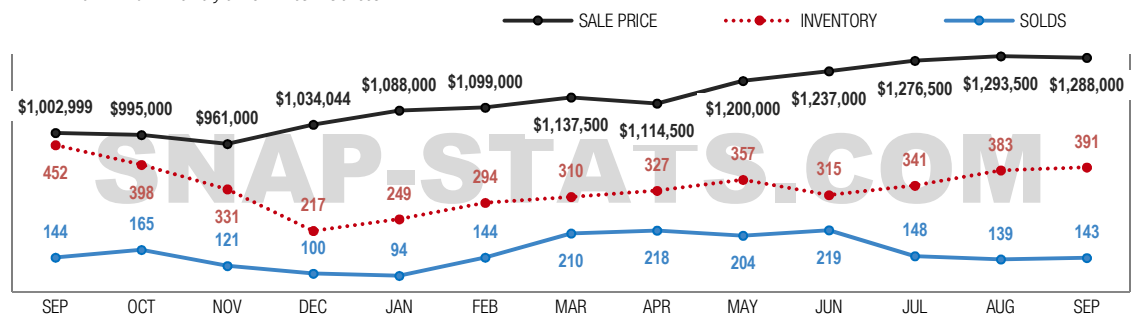
*Sales Ratio: Speed of homes selling (Sales to Inventory Ratio). Higher is faster.

Market Summary

- Official Market Type **EASTSIDE DETACHED**: Sellers market at 37% Sales Ratio average (3.7 in 10 homes selling rate)
- Homes are selling on average 3% above list price
- Most Active Price Band*: \$1 mil to \$1.25 mil with average 62% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes between \$1.75 mil to \$2.5 mil, Hastings and up to 2 bedroom / minimum 7 bedroom properties
- Sellers Best Bet*: Selling homes in Main, Renfrew and 3 to 6 bedroom properties

* With a minimum inventory of 10 in most instances

13 Month Market Trend



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

| SnapStats® | Inventory | Sales | Sales Ratio* |
|-----------------------|------------|------------|---------------|
| \$0 – 300,000 | 95 | 36 | 37.89% |
| 300,001 – 400,000 | 114 | 42 | 36.84% |
| 400,001 – 500,000 | 74 | 46 | 62.16% |
| 500,001 – 600,000 | 50 | 24 | 48.00% |
| 600,001 – 700,000 | 20 | 10 | 50.00% |
| 700,001 – 800,000 | 18 | 13 | 72.22% |
| 800,001 – 900,000 | 15 | 6 | 40.00% |
| 900,001 – 1,000,000 | 5 | 5 | 100.00% |
| 1,000,001 – 1,250,000 | 3 | 0 | NA |
| 1,250,001 – 1,500,000 | 4 | 1 | 25.00% |
| 1,500,001 – 1,750,000 | 2 | 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 | 400 | 183 | 45.75% |

| | | | |
|----------------------|------------|------------|---------------|
| 0 to 1 Bedroom | 176 | 78 | 44.32% |
| 2 Bedrooms | 185 | 82 | 44.32% |
| 3 Bedrooms | 32 | 21 | 65.63% |
| 4 Bedrooms & Greater | 7 | 2 | 28.57% |
| TOTAL | 400 | 183 | 45.75% |

| SnapStats® Median Data | August | September | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 424 | 400 | -5.66% |
| Solds | 151 | 183 | 21.19% |
| Sale Price | \$433,000 | \$425,000 | -1.85% |
| Sale Price SQFT | \$543 | \$527 | -2.95% |
| Sale to List Price Ratio | 101% | 100% | -0.99% |
| Days on Market | 18 | 11 | -38.89% |

Community *STATS CONDO & TH (ATTACHED)*

| SnapStats® | Inventory | Sales | Sales Ratio* |
|-------------------|------------|------------|---------------|
| Champlain Heights | 35 | 14 | 40.00% |
| Collingwood | 68 | 29 | 42.65% |
| Downtown | 11 | 7 | 63.64% |
| Fraser | 28 | 6 | 21.43% |
| Fraserview | 28 | 11 | 39.29% |
| Grandview | 20 | 10 | 50.00% |
| Hastings | 26 | 14 | 53.85% |
| Hastings East | 14 | 1 | 7.14% |
| Killarney | 16 | 3 | 18.75% |
| Knight | 12 | 5 | 41.67% |
| Main | 22 | 9 | 40.91% |
| Mt Pleasant | 84 | 50 | 59.52% |
| Renfrew Heights | 0 | 0 | NA |
| Renfrew | 20 | 19 | 95.00% |
| South Vancouver | 2 | 0 | NA |
| Victoria | 14 | 5 | 35.71% |
| TOTAL | 400 | 183 | 45.75% |

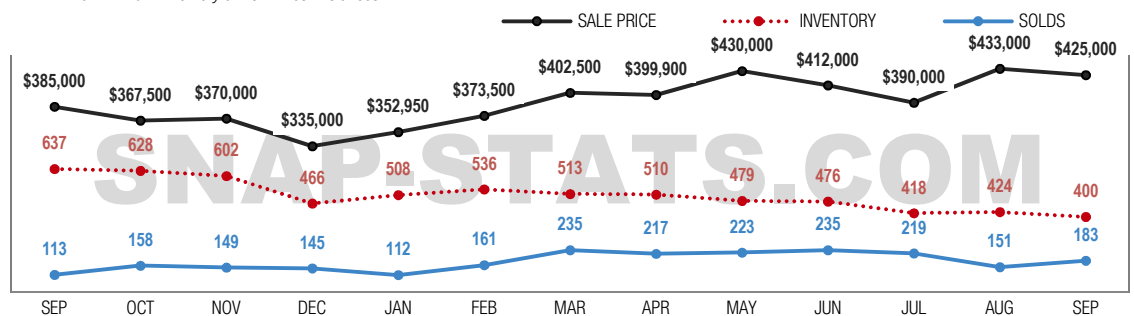
*Sales Ratio: Speed of homes selling (Sales to Inventory Ratio). Higher is faster.

Market Summary

- Official Market Type **EASTSIDE ATTACHED**: Sellers market at 46% Sales Ratio average (4.6 in 10 homes selling rate)
- Homes are selling on average at list price
- Most Active Price Band*: \$700,000 to \$800,000 with average 72% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes between \$0 to \$400,000, Fraser, Hastings East, Killarney and up to 2 bedroom properties
- Sellers Best Bet*: Selling homes in Downtown, Mt Pleasant, Renfrew and 3 bedroom properties

* With a minimum inventory of 10 in most instances

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| 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 | 0 | NA |
| 700,001 – 800,000 | 1 | 1 | 100.00% |
| 800,001 – 900,000 | 3 | 3 | 100.00% |
| 900,001 – 1,000,000 | 11 | 8 | 72.73% |
| 1,000,001 – 1,250,000 | 33 | 33 | 100.00% |
| 1,250,001 – 1,500,000 | 47 | 21 | 44.68% |
| 1,500,001 – 1,750,000 | 20 | 19 | 95.00% |
| 1,750,001 – 2,000,000 | 26 | 10 | 38.46% |
| 2,000,001 – 2,250,000 | 7 | 3 | 42.86% |
| 2,250,001 – 2,500,000 | 12 | 2 | 16.67% |
| 2,500,001 – 2,750,000 | 6 | 2 | 33.33% |
| 2,750,001 – 3,000,000 | 11 | 2 | 18.18% |
| 3,000,001 – 3,500,000 | 10 | 3 | 30.00% |
| 3,500,001 – 4,000,000 | 7 | 0 | NA |
| 4,000,001 – 4,500,000 | 2 | 0 | NA |
| 4,500,001 – 5,000,000 | 0 | 0 | NA |
| 5,000,001 & Greater | 2 | 1 | 50.00% |
| TOTAL | 199 | 108 | 54.27% |

| | | | |
|-------------------|------------|------------|---------------|
| 2 Bedrooms & Less | 8 | 4 | 50.00% |
| 3 to 4 Bedrooms | 91 | 65 | 71.43% |
| 5 to 6 Bedrooms | 86 | 36 | 41.86% |
| 7 Bedrooms & More | 14 | 3 | 21.43% |
| TOTAL | 199 | 108 | 54.27% |

| SnapStats® Median Data | August | September | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 148 | 199 | 34.46% |
| Solds | 94 | 108 | 14.89% |
| Sale Price | \$1,358,000 | \$1,356,250 | -0.13% |
| Sale Price SQFT | \$520 | \$520 | NA |
| Sale to List Price Ratio | 105% | 104% | -0.95% |
| Days on Market | 12 | 8 | -33.33% |

Community STATS HOUSES (DETACHED)

| SnapStats® | Inventory | Sales | Sales Ratio* |
|----------------------------|------------|------------|---------------|
| Blueridge | 4 | 2 | 50.00% |
| Boulevard | 8 | 6 | 75.00% |
| Braemar | 6 | 0 | NA |
| Calverhall | 4 | 2 | 50.00% |
| Canyon Heights | 15 | 11 | 73.33% |
| Capilano | 5 | 3 | 60.00% |
| Central Lonsdale | 11 | 5 | 45.45% |
| Deep Cove | 7 | 5 | 71.43% |
| Delbrook | 3 | 2 | 66.67% |
| Dollarton | 8 | 2 | 25.00% |
| Edgemont | 13 | 7 | 53.85% |
| Forest Hills | 7 | 3 | 42.86% |
| Grouse Woods | 3 | 3 | 100.00% |
| Hamilton | 8 | 1 | 12.50% |
| Hamilton Heights | 0 | 0 | NA |
| Indian Arm | 2 | 0 | NA |
| Indian River | 2 | 2 | 100.00% |
| Lower Lonsdale | 7 | 0 | NA |
| Lynn Valley | 14 | 13 | 92.86% |
| Lynnmour | 6 | 1 | 16.67% |
| Norgate | 2 | 2 | 100.00% |
| Northlands | 1 | 0 | NA |
| Pemberton Heights | 3 | 3 | 100.00% |
| Pemberton | 3 | 2 | 66.67% |
| Princess Park | 4 | 1 | 25.00% |
| Queensbury | 2 | 2 | 100.00% |
| Roche Point | 1 | 1 | 100.00% |
| Seymour | 3 | 3 | 100.00% |
| Tempe | 2 | 2 | 100.00% |
| Upper Delbrook | 10 | 3 | 30.00% |
| Upper Lonsdale | 22 | 14 | 63.64% |
| Westlynn | 6 | 4 | 66.67% |
| Westlynn Terrace | 1 | 1 | 100.00% |
| Windsor Park | 2 | 2 | 100.00% |
| Woodlands-Sunshine Cascade | 4 | 0 | NA |
| TOTAL | 199 | 108 | 54.27% |

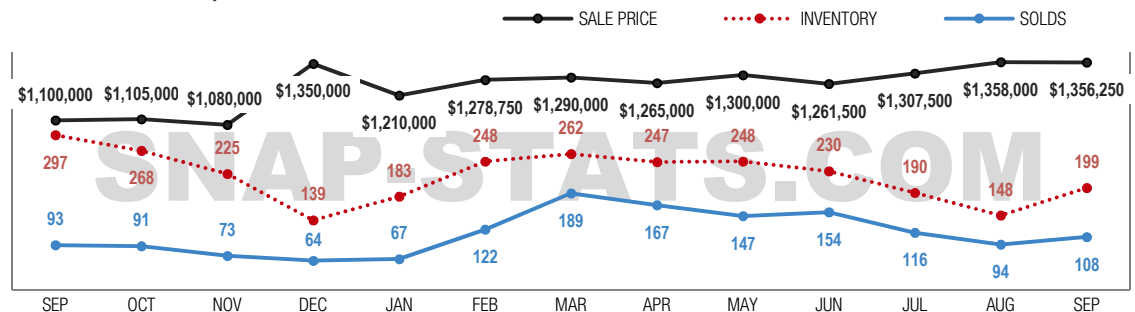
*Sales Ratio: Speed of homes selling (Sales to Inventory Ratio). Higher is faster.

Market Summary

- Official Market Type **NORTH VANCOUVER DETACHED**: Sellers market at 54% Sales Ratio average (5.4 in 10 homes selling rate)
- Homes are selling on average 4% above list price
- Most Active Price Band*: \$1 mil to \$1.25 mil with average 100% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes between \$2.25 mil to \$2.5 mil, Upper Delbrook and minimum 7 bedroom properties
- Sellers Best Bet*: Selling homes in Canyon Heights, Lynn Valley and 3 to 4 bedroom properties

* With a minimum inventory of 10 in most instances

13 Month Market Trend



Compliments of...

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Price Band & Bedroom STATS CONDO & TH (ATTACHED)

| SnapStats® | Inventory | Sales | Sales Ratio* |
|-----------------------|------------|------------|---------------|
| \$0 – 300,000 | 64 | 27 | 42.19% |
| 300,001 – 400,000 | 96 | 36 | 37.50% |
| 400,001 – 500,000 | 45 | 26 | 57.78% |
| 500,001 – 600,000 | 33 | 10 | 30.30% |
| 600,001 – 700,000 | 30 | 19 | 63.33% |
| 700,001 – 800,000 | 20 | 9 | 45.00% |
| 800,001 – 900,000 | 23 | 9 | 39.13% |
| 900,001 – 1,000,000 | 11 | 4 | 36.36% |
| 1,000,001 – 1,250,000 | 5 | 3 | 60.00% |
| 1,250,001 – 1,500,000 | 2 | 2 | 100.00% |
| 1,500,001 – 1,750,000 | 2 | 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 | 2 | 0 | NA |
| 2,500,001 – 2,750,000 | 1 | 0 | NA |
| 2,750,001 – 3,000,000 | 0 | 0 | NA |
| 3,000,001 – 3,500,000 | 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 | 337 | 145 | 43.03% |

| | | | |
|----------------------|------------|------------|---------------|
| 0 to 1 Bedroom | 144 | 53 | 36.81% |
| 2 Bedrooms | 158 | 70 | 44.30% |
| 3 Bedrooms | 31 | 18 | 58.06% |
| 4 Bedrooms & Greater | 4 | 4 | 100.00% |
| TOTAL | 337 | 145 | 43.03% |

| SnapStats® Median Data | August | September | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 332 | 337 | 1.51% |
| Solds | 124 | 145 | 16.94% |
| Sale Price | \$482,400 | \$447,000 | -7.34% |
| Sale Price SQFT | \$520 | \$480 | -7.69% |
| Sale to List Price Ratio | 99% | 100% | 1.01% |
| Days on Market | 17 | 19 | 11.76% |

Community STATS CONDO & TH (ATTACHED)

| 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 | 1 | 1 | 100.00% |
| Central Lonsdale | 91 | 22 | 24.18% |
| Deep Cove | 1 | 1 | 100.00% |
| Delbrook | 1 | 0 | NA |
| Dollarton | 6 | 6 | 100.00% |
| Edgemont | 1 | 1 | 100.00% |
| Forest Hills | 0 | 0 | NA |
| Grouse Woods | 0 | 0 | NA |
| Hamilton | 12 | 12 | 100.00% |
| Hamilton Heights | 0 | 0 | NA |
| Indian Arm | 0 | 0 | NA |
| Indian River | 7 | 1 | 14.29% |
| Lower Lonsdale | 103 | 47 | 45.63% |
| Lynn Valley | 18 | 9 | 50.00% |
| Lynnmour | 21 | 10 | 47.62% |
| Norgate | 5 | 1 | 20.00% |
| Northlands | 7 | 7 | 100.00% |
| Pemberton Heights | 2 | 0 | NA |
| Pemberton | 23 | 8 | 34.78% |
| Princess Park | 0 | 0 | NA |
| Queensbury | 0 | 0 | NA |
| Roche Point | 29 | 13 | 44.83% |
| Seymour | 1 | 0 | NA |
| Tempe | 0 | 0 | NA |
| Upper Delbrook | 0 | 0 | NA |
| Upper Lonsdale | 6 | 6 | 100.00% |
| Westlynn | 1 | 0 | NA |
| Westlynn Terrace | 0 | 0 | NA |
| Windsor Park | 0 | 0 | NA |
| Woodlands-Sunshine Cascade | 0 | 0 | NA |
| TOTAL | 337 | 145 | 43.03% |

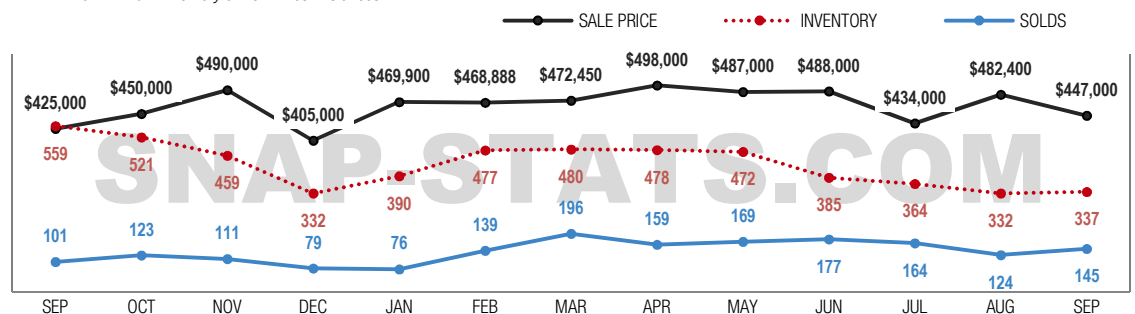
*Sales Ratio: Speed of homes selling (Sales to Inventory Ratio). Higher is faster.

Market Summary

- Official Market Type **NORTH VANCOUVER ATTACHED**: Sellers market at 43% Sales Ratio average (4.3 in 10 homes selling rate)
- Homes are selling on average at list price
- Most Active Price Band*: \$600,000 to \$700,000 with average 63% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes between \$500,000 to \$600,000, Central Lonsdale and up to 1 bedroom properties
- Sellers Best Bet*: Selling homes in Hamilton and 3 bedroom properties

* With a minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom STATS HOUSES (DETACHED)

| SnapStats® | Inventory | Sales | Sales Ratio* |
|-----------------------|------------|-----------|---------------|
| \$0 – 300,000 | 0 | 0 | NA |
| 300,001 – 400,000 | 0 | 0 | NA |
| 400,001 – 500,000 | 1 | 1 | 100.00% |
| 500,001 – 600,000 | 1 | 0 | NA |
| 600,001 – 700,000 | 1 | 0 | NA |
| 700,001 – 800,000 | 2 | 0 | NA |
| 800,001 – 900,000 | 0 | 0 | NA |
| 900,001 – 1,000,000 | 2 | 0 | NA |
| 1,000,001 – 1,250,000 | 5 | 3 | 60.00% |
| 1,250,001 – 1,500,000 | 7 | 7 | 100.00% |
| 1,500,001 – 1,750,000 | 14 | 5 | 35.71% |
| 1,750,001 – 2,000,000 | 25 | 5 | 20.00% |
| 2,000,001 – 2,250,000 | 22 | 7 | 31.82% |
| 2,250,001 – 2,500,000 | 27 | 2 | 7.41% |
| 2,500,001 – 2,750,000 | 19 | 6 | 31.58% |
| 2,750,001 – 3,000,000 | 39 | 8 | 20.51% |
| 3,000,001 – 3,500,000 | 48 | 6 | 12.50% |
| 3,500,001 – 4,000,000 | 41 | 4 | 9.76% |
| 4,000,001 – 4,500,000 | 27 | 2 | 7.41% |
| 4,500,001 – 5,000,000 | 43 | 3 | 6.98% |
| 5,000,001 & Greater | 147 | 9 | 6.12% |
| TOTAL | 471 | 68 | 14.44% |

| | | | |
|-------------------|------------|-----------|---------------|
| 2 Bedrooms & Less | 27 | 7 | 25.93% |
| 3 to 4 Bedrooms | 197 | 35 | 17.77% |
| 5 to 6 Bedrooms | 220 | 25 | 11.36% |
| 7 Bedrooms & More | 27 | 1 | 3.70% |
| TOTAL | 471 | 68 | 14.44% |

| SnapStats® Median Data | August | September | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 437 | 471 | 7.78% |
| Solds | 83 | 68 | -18.07% |
| Sale Price | \$2,500,000 | \$2,640,000 | 5.60% |
| Sale Price SQFT | \$743 | \$846 | 13.86% |
| Sale to List Price Ratio | 93% | 96% | 3.23% |
| Days on Market | 28 | 29 | 3.57% |

Community STATS HOUSES (DETACHED)

| SnapStats® | Inventory | Sales | Sales Ratio* |
|----------------------|------------|-----------|---------------|
| Altamont | 15 | 1 | 6.67% |
| Ambleside | 55 | 6 | 10.91% |
| Bayridge | 12 | 0 | NA |
| British Properties | 71 | 9 | 12.68% |
| Canterbury | 9 | 1 | 11.11% |
| Caulfield | 32 | 5 | 15.63% |
| Cedardale | 5 | 1 | 20.00% |
| Chartwell | 29 | 2 | 6.90% |
| Chelsea Park | 6 | 1 | 16.67% |
| Cypress | 6 | 1 | 16.67% |
| Cypress Park Estates | 9 | 2 | 22.22% |
| Deer Ridge | 1 | 0 | NA |
| Dundarave | 31 | 6 | 19.35% |
| Eagle Harbour | 13 | 1 | 7.69% |
| Eagleridge | 5 | 1 | 20.00% |
| Furry Creek | 4 | 3 | 75.00% |
| Gleneagles | 4 | 0 | NA |
| Glenmore | 18 | 5 | 27.78% |
| Horseshoe Bay | 2 | 0 | NA |
| Howe Sound | 11 | 3 | 27.27% |
| Lions Bay | 6 | 2 | 33.33% |
| Old Caulfield | 3 | 1 | 33.33% |
| Panorama Village | 1 | 1 | 100.00% |
| Park Royal | 2 | 2 | 100.00% |
| Porteau Cove | 0 | 0 | NA |
| Queens | 20 | 3 | 15.00% |
| Rockridge | 9 | 1 | 11.11% |
| Sandy Cove | 2 | 0 | NA |
| Sentinel Hill | 9 | 1 | 11.11% |
| Upper Caulfield | 5 | 0 | NA |
| West Bay | 12 | 0 | NA |
| Westhill | 7 | 1 | 14.29% |
| Westmount | 25 | 4 | 16.00% |
| Whitby Estates | 29 | 2 | 6.90% |
| Whytecliff | 3 | 2 | 66.67% |
| TOTAL | 471 | 68 | 14.44% |

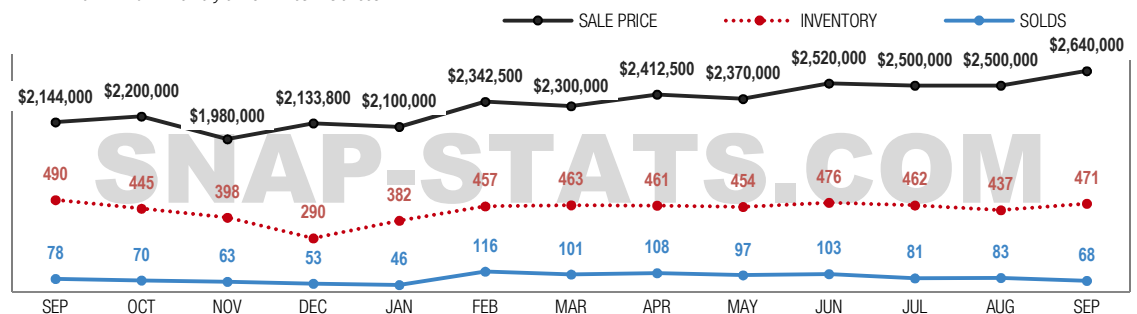
*Sales Ratio: Speed of homes selling (Sales to Inventory Ratio). Higher is faster.

Market Summary

- Official Market Type **WEST VANCOUVER DETACHED**: Buyers market at 14% Sales Ratio average (15% is a Balanced market)
- Homes are selling on average 4% below list price
- Most Active Price Band*: \$1.5 mil to \$1.75 mil with average 36% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes \$2.25 mil to \$2.5 mil, Altamont, Eagle Harbour, Whitby Estates and minimum 7 bedroom properties
- Sellers Best Bet*: Selling homes in Glenmore, Howe Sound and up to 2 bedroom properties

* With a minimum inventory of 10 in most instances

13 Month Market Trend



Compliments of...

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

| SnapStats® | Inventory | Sales | Sales Ratio* |
|-----------------------|-----------|-----------|---------------|
| \$0 – 300,000 | 7 | 1 | 14.29% |
| 300,001 – 400,000 | 5 | 3 | 60.00% |
| 400,001 – 500,000 | 6 | 2 | 33.33% |
| 500,001 – 600,000 | 7 | 3 | 42.86% |
| 600,001 – 700,000 | 7 | 0 | NA |
| 700,001 – 800,000 | 5 | 3 | 60.00% |
| 800,001 – 900,000 | 5 | 2 | 40.00% |
| 900,001 – 1,000,000 | 6 | 1 | 16.67% |
| 1,000,001 – 1,250,000 | 5 | 5 | 100.00% |
| 1,250,001 – 1,500,000 | 10 | 6 | 60.00% |
| 1,500,001 – 1,750,000 | 5 | 0 | NA |
| 1,750,001 – 2,000,000 | 3 | 3 | 100.00% |
| 2,000,001 – 2,250,000 | 3 | 1 | 33.33% |
| 2,250,001 – 2,500,000 | 2 | 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 | 5 | 0 | NA |
| 3,500,001 – 4,000,000 | 2 | 0 | NA |
| 4,000,001 – 4,500,000 | 3 | 0 | NA |
| 4,500,001 – 5,000,000 | 0 | 0 | NA |
| 5,000,001 & Greater | 2 | 0 | NA |
| TOTAL | 90 | 30 | 33.33% |

| | | | |
|----------------------|-----------|-----------|---------------|
| 0 to 1 Bedroom | 25 | 6 | 24.00% |
| 2 Bedrooms | 46 | 19 | 41.30% |
| 3 Bedrooms | 17 | 5 | 29.41% |
| 4 Bedrooms & Greater | 2 | 0 | NA |
| TOTAL | 90 | 30 | 33.33% |

| SnapStats® Median Data | August | September | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 102 | 90 | -11.76% |
| Solds | 16 | 30 | 87.50% |
| Sale Price | \$1,024,000 | \$1,080,000 | 5.47% |
| Sale Price SQFT | \$707 | \$854 | 20.79% |
| Sale to List Price Ratio | 98% | 98% | NA |
| Days on Market | 10 | 26 | 160.00% |

Community *STATS CONDO & TH (ATTACHED)*

| SnapStats® | Inventory | Sales | Sales Ratio* |
|----------------------|-----------|-----------|---------------|
| Altamont | 0 | 0 | NA |
| Ambleside | 26 | 9 | 34.62% |
| Bayridge | 0 | 0 | NA |
| British Properties | 0 | 0 | NA |
| Canterbury | 0 | 0 | NA |
| Caulfield | 0 | 0 | NA |
| Cedardale | 2 | 1 | 50.00% |
| Chartwell | 0 | 0 | NA |
| Chelsea Park | 2 | 0 | NA |
| Cypress | 0 | 0 | NA |
| Cypress Park Estates | 2 | 2 | 100.00% |
| Deer Ridge | 3 | 1 | 33.33% |
| Dundarave | 19 | 5 | 26.32% |
| Eagle Harbour | 0 | 0 | NA |
| Eagleridge | 0 | 0 | NA |
| Furry Creek | 1 | 1 | 100.00% |
| Gleneagles | 0 | 0 | NA |
| Glenmore | 0 | 0 | NA |
| Horseshoe Bay | 2 | 0 | NA |
| Howe Sound | 1 | 1 | 100.00% |
| Lions Bay | 0 | 0 | NA |
| Old Caulfield | 0 | 0 | NA |
| Panorama Village | 8 | 8 | 100.00% |
| Park Royal | 16 | 1 | 6.25% |
| 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 | 1 | 0 | NA |
| West Bay | 0 | 0 | NA |
| Westhill | 0 | 0 | NA |
| Westmount | 0 | 0 | NA |
| Whitby Estates | 7 | 1 | 14.29% |
| Whytecliff | 0 | 0 | NA |
| TOTAL | 90 | 30 | 33.33% |

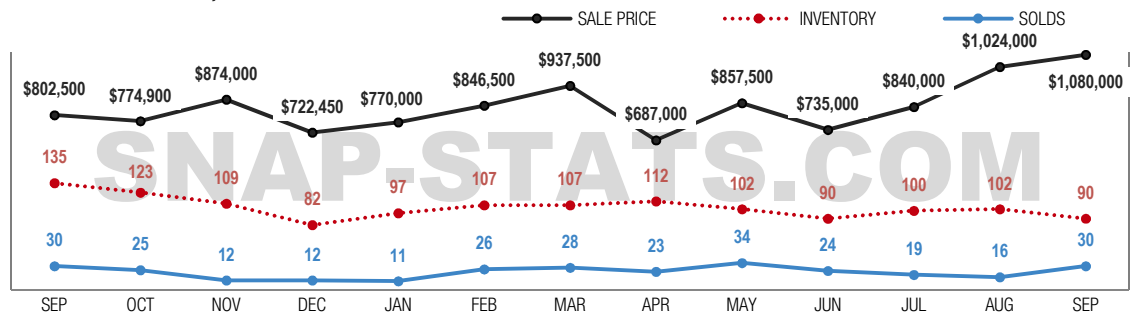
*Sales Ratio: Speed of homes selling (Sales to Inventory Ratio). Higher is faster.

Market Summary

- Official Market Type **WEST VANCOUVER ATTACHED**: Balanced market at 33% Sales Ratio average (1 in 3 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band*: \$1.25 to \$1.5 mil with average 60% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes in Park Royal and up to 1 bedroom properties
- Sellers Best Bet*: Selling homes in Ambleside and 2 bedroom properties

* With a minimum inventory of 10 in most instances

13 Month Market Trend



Compliments of...

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Price Band & Bedroom STATS HOUSES (DETACHED)

| SnapStats® | Inventory | Sales | Sales Ratio* |
|-----------------------|------------|------------|---------------|
| \$0 – 300,000 | 4 | 1 | 25.00% |
| 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 | 1 | 1 | 100.00% |
| 700,001 – 800,000 | 3 | 3 | 100.00% |
| 800,001 – 900,000 | 16 | 5 | 31.25% |
| 900,001 – 1,000,000 | 28 | 17 | 60.71% |
| 1,000,001 – 1,250,000 | 67 | 42 | 62.69% |
| 1,250,001 – 1,500,000 | 106 | 34 | 32.08% |
| 1,500,001 – 1,750,000 | 70 | 29 | 41.43% |
| 1,750,001 – 2,000,000 | 70 | 14 | 20.00% |
| 2,000,001 – 2,250,000 | 20 | 9 | 45.00% |
| 2,250,001 – 2,500,000 | 29 | 4 | 13.79% |
| 2,500,001 – 2,750,000 | 17 | 5 | 29.41% |
| 2,750,001 – 3,000,000 | 34 | 2 | 5.88% |
| 3,000,001 – 3,500,000 | 9 | 4 | 44.44% |
| 3,500,001 – 4,000,000 | 15 | 1 | 6.67% |
| 4,000,001 – 4,500,000 | 1 | 1 | 100.00% |
| 4,500,001 – 5,000,000 | 4 | 0 | NA |
| 5,000,001 & Greater | 5 | 0 | NA |
| TOTAL | 499 | 172 | 34.47% |

| | | | |
|-------------------|------------|------------|---------------|
| 2 Bedrooms & Less | 19 | 5 | 26.32% |
| 3 to 4 Bedrooms | 186 | 74 | 39.78% |
| 5 to 6 Bedrooms | 260 | 85 | 32.69% |
| 7 Bedrooms & More | 34 | 8 | 23.53% |
| TOTAL | 499 | 172 | 34.47% |

| SnapStats® Median Data | August | September | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 513 | 499 | -2.73% |
| Solds | 178 | 172 | -3.37% |
| Sale Price | \$1,310,000 | \$1,364,000 | 4.12% |
| Sale Price SQFT | \$481 | \$501 | 4.16% |
| Sale to List Price Ratio | 98% | 99% | 1.02% |
| Days on Market | 18 | 18 | NA |

Community STATS HOUSES (DETACHED)

| SnapStats® | Inventory | Sales | Sales Ratio* |
|-------------------|------------|------------|---------------|
| Boyd Park | 22 | 6 | 27.27% |
| Bridgeport | 8 | 1 | 12.50% |
| Brighthouse | 1 | 0 | NA |
| Brighthouse South | 1 | 0 | NA |
| Broadmoor | 44 | 20 | 45.45% |
| East Cambie | 19 | 3 | 15.79% |
| East Richmond | 9 | 1 | 11.11% |
| Garden City | 22 | 7 | 31.82% |
| Gilmore | 4 | 0 | NA |
| Granville | 31 | 13 | 41.94% |
| Hamilton | 11 | 3 | 27.27% |
| Ironwood | 21 | 7 | 33.33% |
| Lackner | 21 | 5 | 23.81% |
| McLennan | 12 | 2 | 16.67% |
| McLennan North | 4 | 1 | 25.00% |
| McNair | 15 | 9 | 60.00% |
| Quilchena | 16 | 8 | 50.00% |
| Riverdale | 34 | 10 | 29.41% |
| Saunders | 21 | 8 | 38.10% |
| Sea Island | 3 | 0 | NA |
| Seafair | 42 | 13 | 30.95% |
| South Arm | 22 | 7 | 31.82% |
| Steveston North | 23 | 10 | 43.48% |
| Steveston South | 7 | 6 | 85.71% |
| Steveston Village | 8 | 3 | 37.50% |
| Terra Nova | 15 | 9 | 60.00% |
| West Cambie | 26 | 5 | 19.23% |
| Westwind | 12 | 3 | 25.00% |
| Woodwards | 25 | 12 | 48.00% |
| TOTAL | 499 | 172 | 34.47% |

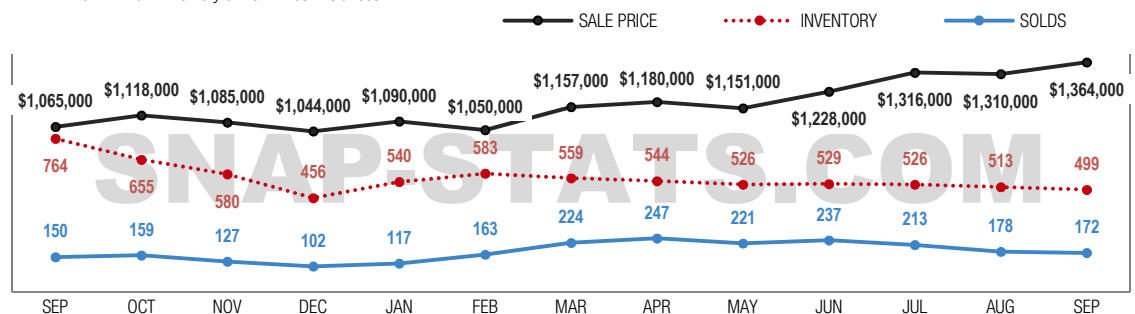
*Sales Ratio: Speed of homes selling (Sales to Inventory Ratio). Higher is faster.

Market Summary

- Official Market Type **RICHMOND DETACHED**: Sellers market at 34% Sales Ratio average (3.4 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band*: \$900,000 to \$1.25 mil with average 62% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes between \$2.75 mil to \$3 mil, East Cambie, East Richmond, McLennan, West Cambie and 7 plus bedrooms
- Sellers Best Bet*: Selling homes in McNair, Quilchena, Terra Nova, Woodward 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 STATS CONDO & TH (ATTACHED)

| SnapStats® | Inventory | Sales | Sales Ratio* |
|-----------------------|-------------|------------|---------------|
| \$0 – 300,000 | 232 | 44 | 18.97% |
| 300,001 – 400,000 | 208 | 65 | 31.25% |
| 400,001 – 500,000 | 213 | 50 | 23.47% |
| 500,001 – 600,000 | 165 | 69 | 41.82% |
| 600,001 – 700,000 | 115 | 36 | 31.30% |
| 700,001 – 800,000 | 37 | 11 | 29.73% |
| 800,001 – 900,000 | 32 | 2 | 6.25% |
| 900,001 – 1,000,000 | 10 | 0 | NA |
| 1,000,001 – 1,250,000 | 13 | 1 | 7.69% |
| 1,250,001 – 1,500,000 | 6 | 0 | NA |
| 1,500,001 – 1,750,000 | 3 | 1 | 33.33% |
| 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 | 2 | 0 | NA |
| 3,000,001 – 3,500,000 | 1 | 0 | NA |
| 3,500,001 – 4,000,000 | 2 | 0 | NA |
| 4,000,001 – 4,500,000 | 1 | 0 | NA |
| 4,500,001 – 5,000,000 | 0 | 0 | NA |
| 5,000,001 & Greater | 1 | 0 | NA |
| TOTAL | 1045 | 279 | 26.70% |

| | | | |
|----------------------|-------------|------------|---------------|
| 0 to 1 Bedroom | 261 | 48 | 18.39% |
| 2 Bedrooms | 533 | 136 | 25.52% |
| 3 Bedrooms | 223 | 79 | 35.43% |
| 4 Bedrooms & Greater | 28 | 16 | 57.14% |
| TOTAL | 1045 | 279 | 26.70% |

| SnapStats® Median Data | August | September | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 1082 | 1045 | -3.42% |
| Solds | 272 | 279 | 2.57% |
| Sale Price | \$427,500 | \$460,000 | 7.60% |
| Sale Price SQFT | \$413 | \$481 | 16.46% |
| Sale to List Price Ratio | 97% | 98% | 1.03% |
| Days on Market | 28 | 21 | -25.00% |

Community STATS CONDO & TH (ATTACHED)

| SnapStats® | Inventory | Sales | Sales Ratio* |
|-------------------|-------------|------------|---------------|
| Boyd Park | 25 | 3 | 12.00% |
| Bridgeport | 24 | 11 | 45.83% |
| Brighthouse | 420 | 85 | 20.24% |
| Brighthouse South | 149 | 43 | 28.86% |
| Broadmoor | 10 | 3 | 30.00% |
| East Cambie | 5 | 2 | 40.00% |
| East Richmond | 7 | 0 | NA |
| Garden City | 11 | 5 | 45.45% |
| Gilmore | 0 | 0 | NA |
| Granville | 23 | 0 | NA |
| Hamilton | 7 | 4 | 57.14% |
| Ironwood | 13 | 4 | 30.77% |
| Lackner | 4 | 4 | 100.00% |
| McLennan | 0 | 0 | NA |
| McLennan North | 118 | 46 | 38.98% |
| McNair | 2 | 2 | 100.00% |
| Quilchena | 4 | 0 | NA |
| Riverdale | 26 | 5 | 19.23% |
| Saunders | 7 | 6 | 85.71% |
| Sea Island | 0 | 0 | NA |
| Seafair | 2 | 2 | 100.00% |
| South Arm | 17 | 6 | 35.29% |
| Steveston North | 7 | 1 | 14.29% |
| Steveston South | 42 | 13 | 30.95% |
| Steveston Village | 3 | 2 | 66.67% |
| Terra Nova | 6 | 4 | 66.67% |
| West Cambie | 103 | 23 | 22.33% |
| Westwind | 2 | 2 | 100.00% |
| Woodwards | 8 | 3 | 37.50% |
| TOTAL | 1045 | 279 | 26.70% |

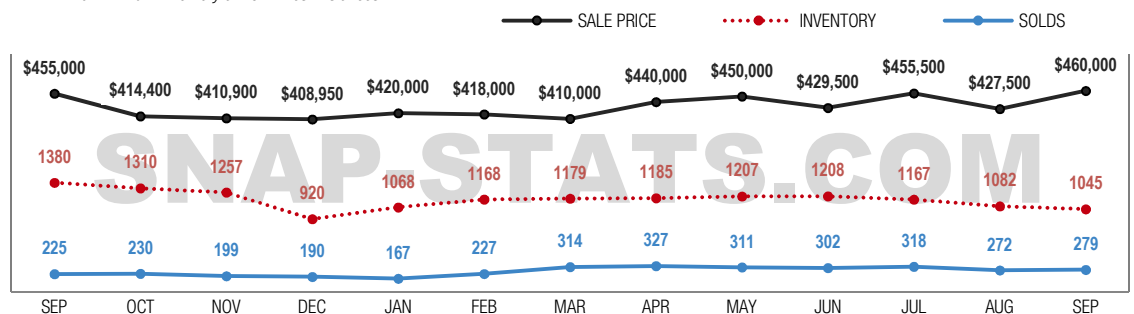
*Sales Ratio: Speed of homes selling (Sales to Inventory Ratio). Higher is faster.

Market Summary

- Official Market Type **RICHMOND ATTACHED**: Sellers market at 27% Sales Ratio average (2.7 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band*: \$500,000 to \$600,000 with average 42% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes between \$800,000 to \$900,000, Boyd Park, Brighthouse, Riverdale, West Cambie and up to 1 bedroom
- Sellers Best Bet*: Selling homes in Bridgeport, Garden City and minimum 4 bedroom properties

* With a minimum inventory of 10 in most instances

13 Month Market Trend



Compliments of...

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Price Band & Bedroom *STATS HOUSES (DETACHED)*

| SnapStats® | Inventory | Sales | Sales Ratio* |
|-----------------------|-----------|-----------|---------------|
| \$0 – 300,000 | 0 | 0 | NA |
| 300,001 – 400,000 | 0 | 0 | NA |
| 400,001 – 500,000 | 0 | 0 | NA |
| 500,001 – 600,000 | 0 | 0 | NA |
| 600,001 – 700,000 | 3 | 3 | 100.00% |
| 700,001 – 800,000 | 6 | 5 | 83.33% |
| 800,001 – 900,000 | 7 | 7 | 100.00% |
| 900,001 – 1,000,000 | 9 | 9 | 100.00% |
| 1,000,001 – 1,250,000 | 10 | 6 | 60.00% |
| 1,250,001 – 1,500,000 | 8 | 2 | 25.00% |
| 1,500,001 – 1,750,000 | 4 | 4 | 100.00% |
| 1,750,001 – 2,000,000 | 6 | 2 | 33.33% |
| 2,000,001 – 2,250,000 | 0 | 0 | NA |
| 2,250,001 – 2,500,000 | 2 | 0 | NA |
| 2,500,001 – 2,750,000 | 0 | 0 | NA |
| 2,750,001 – 3,000,000 | 3 | 1 | 33.33% |
| 3,000,001 – 3,500,000 | 1 | 0 | NA |
| 3,500,001 – 4,000,000 | 0 | 0 | NA |
| 4,000,001 – 4,500,000 | 1 | 1 | 100.00% |
| 4,500,001 – 5,000,000 | 1 | 0 | NA |
| 5,000,001 & Greater | 0 | 0 | NA |
| TOTAL | 61 | 40 | 65.57% |

| | | | |
|-------------------|-----------|-----------|---------------|
| 2 Bedrooms & Less | 4 | 1 | 25.00% |
| 3 to 4 Bedrooms | 45 | 35 | 77.78% |
| 5 to 6 Bedrooms | 12 | 4 | 33.33% |
| 7 Bedrooms & More | 0 | 0 | NA |
| TOTAL | 61 | 40 | 65.57% |

| SnapStats® Median Data | August | September | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 65 | 61 | -6.15% |
| Solds | 26 | 40 | 53.85% |
| Sale Price | \$929,500 | \$927,500 | -0.22% |
| Sale Price SQFT | \$418 | \$385 | -7.89% |
| Sale to List Price Ratio | 101% | 100% | -0.99% |
| Days on Market | 14 | 26 | 85.71% |

Community *STATS HOUSES (DETACHED)*

| SnapStats® | Inventory | Sales | Sales Ratio* |
|--------------------|-----------|-----------|---------------|
| Beach Grove | 3 | 3 | 100.00% |
| Boundary Beach | 6 | 6 | 100.00% |
| Cliff Drive | 15 | 12 | 80.00% |
| English Bluff | 11 | 1 | 9.09% |
| Pebble Hill | 14 | 14 | 100.00% |
| Tsawwassen Central | 6 | 3 | 50.00% |
| Tsawwassen East | 6 | 1 | 16.67% |
| TOTAL | 61 | 40 | 65.57% |

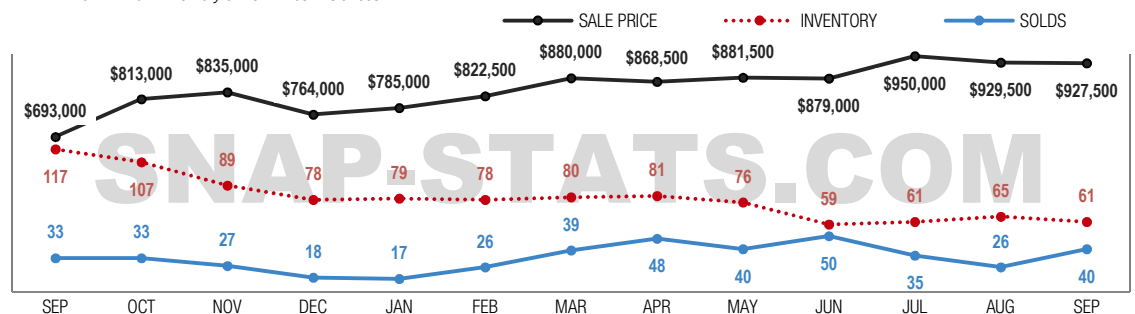
*Sales Ratio: Speed of homes selling (Sales to Inventory Ratio). Higher is faster.

Market Summary

- Official Market Type **TSAWWASSEN DETACHED**: Sellers market at 66% Sales Ratio average (6.6 in 10 homes selling rate)
- Homes are selling on average at list price
- Most Active Price Band*: \$900,000 to \$1 mil with average 100% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes between \$1.25 mil to \$1.5 mil, English Bluff and 5 to 6 bedroom properties
- Sellers Best Bet*: Selling homes in Pebble Hill 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 STATS HOUSES (DETACHED)

| SnapStats® | Inventory | Sales | Sales Ratio* |
|-----------------------|-----------|-----------|---------------|
| \$0 – 300,000 | 1 | 0 | NA |
| 300,001 – 400,000 | 1 | 0 | NA |
| 400,001 – 500,000 | 0 | 0 | NA |
| 500,001 – 600,000 | 2 | 1 | 50.00% |
| 600,001 – 700,000 | 3 | 3 | 100.00% |
| 700,001 – 800,000 | 4 | 4 | 100.00% |
| 800,001 – 900,000 | 3 | 3 | 100.00% |
| 900,001 – 1,000,000 | 5 | 2 | 40.00% |
| 1,000,001 – 1,250,000 | 7 | 3 | 42.86% |
| 1,250,001 – 1,500,000 | 2 | 0 | NA |
| 1,500,001 – 1,750,000 | 1 | 0 | NA |
| 1,750,001 – 2,000,000 | 3 | 0 | NA |
| 2,000,001 – 2,250,000 | 1 | 0 | NA |
| 2,250,001 – 2,500,000 | 0 | 0 | NA |
| 2,500,001 – 2,750,000 | 0 | 0 | NA |
| 2,750,001 – 3,000,000 | 0 | 0 | NA |
| 3,000,001 – 3,500,000 | 0 | 0 | NA |
| 3,500,001 – 4,000,000 | 2 | 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 |
| TOTAL | 36 | 16 | 44.44% |

| | | | |
|-------------------|-----------|-----------|---------------|
| 2 Bedrooms & Less | 7 | 3 | 42.86% |
| 3 to 4 Bedrooms | 17 | 12 | 70.59% |
| 5 to 6 Bedrooms | 11 | 1 | 9.09% |
| 7 Bedrooms & More | 1 | 0 | NA |
| TOTAL | 36 | 16 | 44.44% |

| SnapStats® Median Data | August | September | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 39 | 36 | -7.69% |
| Solds | 17 | 16 | -5.88% |
| Sale Price | \$840,000 | \$795,000 | -5.36% |
| Sale Price SQFT | \$392 | \$404 | 3.06% |
| Sale to List Price Ratio | 105% | 98% | -6.67% |
| Days on Market | 11 | 16 | 45.45% |

Community STATS HOUSES (DETACHED)

| SnapStats® | Inventory | Sales | Sales Ratio* |
|-------------------|-----------|-----------|---------------|
| Delta Manor | 2 | 2 | 100.00% |
| East Delta | 3 | 0 | NA |
| Hawthorne | 6 | 4 | 66.67% |
| Holly | 8 | 1 | 12.50% |
| Ladner Elementary | 4 | 4 | 100.00% |
| Ladner Rural | 4 | 0 | NA |
| Neilsen Grove | 6 | 4 | 66.67% |
| Port Guichon | 2 | 1 | 50.00% |
| Westham Island | 1 | 0 | NA |
| TOTAL | 36 | 16 | 44.44% |

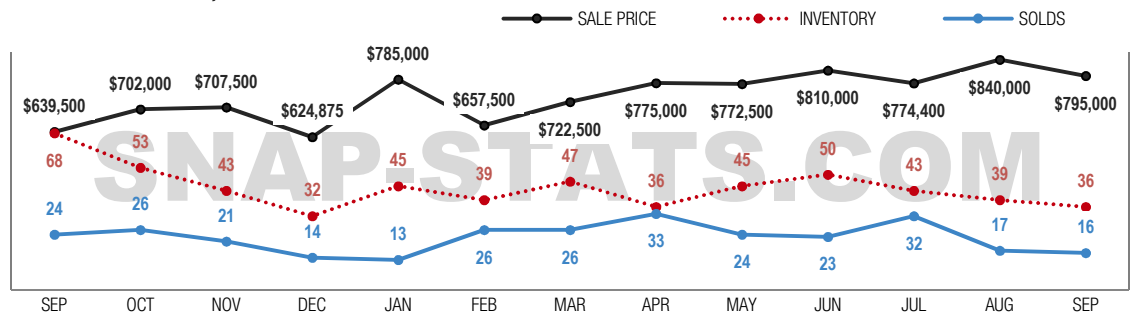
*Sales Ratio: Speed of homes selling (Sales to Inventory Ratio). Higher is faster.

Market Summary

- Official Market Type **LADNER DETACHED**: 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 *
- Buyers Best Bet*: Homes with 5 to 6 bedrooms
- Sellers Best Bet*: Selling homes with 3 to 4 bedrooms

* With a minimum inventory of 10 in most instances

13 Month Market Trend



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

| SnapStats® | Inventory | Sales | Sales Ratio* |
|-----------------------|-----------|----------|---------------|
| \$0 – 300,000 | 3 | 2 | 66.67% |
| 300,001 – 400,000 | 6 | 3 | 50.00% |
| 400,001 – 500,000 | 4 | 3 | 75.00% |
| 500,001 – 600,000 | 2 | 0 | NA |
| 600,001 – 700,000 | 1 | 1 | 100.00% |
| 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 | 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 | 16 | 9 | 56.25% |

| | | | |
|----------------------|-----------|----------|---------------|
| 0 to 1 Bedroom | 1 | 1 | 100.00% |
| 2 Bedrooms | 12 | 6 | 50.00% |
| 3 Bedrooms | 3 | 2 | 66.67% |
| 4 Bedrooms & Greater | 0 | 0 | NA |
| TOTAL | 16 | 9 | 56.25% |

| SnapStats® Median Data | August | September | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 13 | 16 | 23.08% |
| Solds | 15 | 9 | -40.00% |
| Sale Price | \$400,000 | \$386,000 | -3.50% |
| Sale Price SQFT | \$342 | \$327 | -4.39% |
| Sale to List Price Ratio | 100% | 97% | -3.00% |
| Days on Market | 8 | 22 | 175.00% |

Community *STATS CONDO & TH (ATTACHED)*

| SnapStats® | Inventory | Sales | Sales Ratio* |
|-------------------|-----------|----------|---------------|
| Delta Manor | 3 | 2 | 66.67% |
| East Delta | 1 | 0 | NA |
| Hawthorne | 6 | 2 | 33.33% |
| Holly | 1 | 0 | NA |
| Ladner Elementary | 4 | 4 | 100.00% |
| Ladner Rural | 0 | 0 | NA |
| Neilsen Grove | 1 | 1 | 100.00% |
| Port Guichon | 0 | 0 | NA |
| Westham Island | 0 | 0 | NA |
| TOTAL | 16 | 9 | 56.25% |

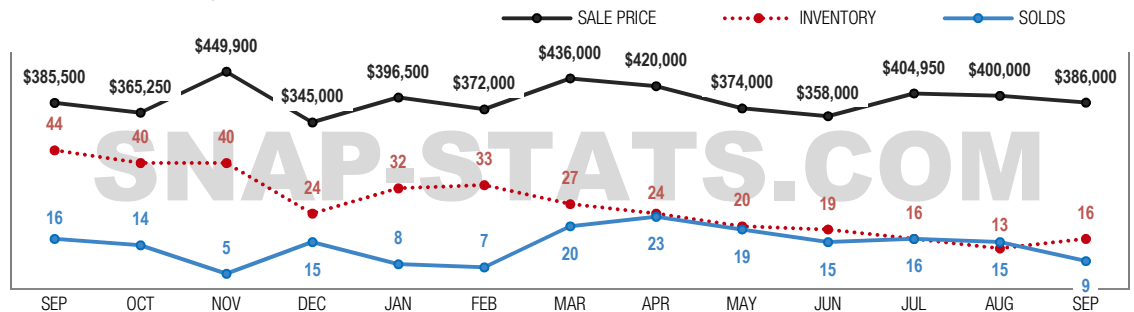
*Sales Ratio: Speed of homes selling (Sales to Inventory Ratio). Higher is faster.

Market Summary

- Official Market Type **LADNER ATTACHED**: Sellers market at 56% Sales Ratio average (5.6 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band*: Insufficient data*
- Buyers Best Bet*: Insufficient data*
- Sellers Best Bet*: Homes with 2 bedrooms*

* With a minimum inventory of 10 in most instances

13 Month Market Trend



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