

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

Compliments of:
Kathy Plante

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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	9	3	33.33%
300,001 – 400,000	12	19	158.33%
400,001 – 500,000	24	41	170.83%
500,001 – 600,000	23	34	147.83%
600,001 – 700,000	16	19	118.75%
700,001 – 800,000	15	15	100.00%
800,001 – 900,000	11	8	72.73%
900,001 – 1,000,000	19	14	73.68%
1,000,001 – 1,250,000	21	13	61.90%
1,250,001 – 1,500,000	19	8	42.11%
1,500,001 – 1,750,000	12	7	58.33%
1,750,001 – 2,000,000	15	4	26.67%
2,000,001 – 2,250,000	6	2	33.33%
2,250,001 – 2,500,000	9	1	11.11%
2,500,001 – 2,750,000	3	0	NA
2,750,001 – 3,000,000	7	1	14.29%
3,000,001 – 3,500,000	6	3	50.00%
3,500,001 – 4,000,000	3	0	NA
4,000,001 – 4,500,000	4	2	50.00%
4,500,001 – 5,000,000	3	0	NA
5,000,001 & Greater	22	1	4.55%
TOTAL	259	195	75.29%

0 to 1 Bedroom	80	97	121.25%
2 Bedrooms	134	84	62.69%
3 Bedrooms	36	13	36.11%
4 Bedrooms & Greater	9	1	11.11%
TOTAL	259	195	75.29%

SnapStats® Median Data	November	December	Variance
Inventory	399	259	-35.09%
Solds	281	195	-30.60%
Sale Price	\$615,000	\$630,000	2.44%
Sale Price SQFT	\$769	\$817	6.24%
Sale to List Price Ratio	103%	105%	1.94%
Days on Market	9	15	66.67%

Community STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Coal Harbour	50	19	38.00%
Downtown	86	74	86.05%
Westend	58	51	87.93%
Yaletown	65	51	78.46%
TOTAL	259	195	75.29%

NOTE: December 2015 numbers reported as per the Real Estate Board MLS® and are correct. In some instances sales recorded in the month exceed listings active as at January 4, 2016 reflecting the fast speed of that specific market.

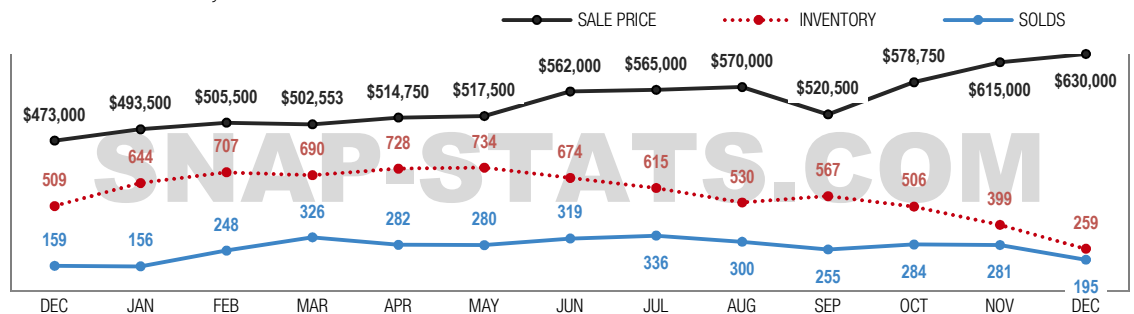
*Sales Ratio: Speed of homes selling (Sales to Inventory Ratio). Higher is faster.

Market Summary

- Official Market Type **DOWNTOWN**: Sellers market at 75% Sales Ratio average (7.5 in 10 homes selling rate)
- Homes are selling on average 5% above list price
- Most Active Price Band* +/- \$1 mil: \$300k to \$800k (>100% Sales Ratio)/ \$1 mil to \$1.25 mil (62% Sales Ratio)
- Buyers Best Bet* +/- \$1 mil: Homes between \$0 to \$300k/ \$5 mil plus, Coal Harbour and minimum 4 bedrooms
- Sellers Best Bet*: Selling homes in Downtown, Westend 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	0	0	NA
600,001 – 700,000	0	0	NA
700,001 – 800,000	0	0	NA
800,001 – 900,000	0	0	NA
900,001 – 1,000,000	0	0	NA
1,000,001 – 1,250,000	0	0	NA
1,250,001 – 1,500,000	0	0	NA
1,500,001 – 1,750,000	2	1	50.00%
1,750,001 – 2,000,000	5	12	240.00%
2,000,001 – 2,250,000	3	9	300.00%
2,250,001 – 2,500,000	18	9	50.00%
2,500,001 – 2,750,000	14	20	142.86%
2,750,001 – 3,000,000	22	10	45.45%
3,000,001 – 3,500,000	40	21	52.50%
3,500,001 – 4,000,000	40	21	52.50%
4,000,001 – 4,500,000	34	12	35.29%
4,500,001 – 5,000,000	27	3	11.11%
5,000,001 & Greater	122	16	13.11%
TOTAL	327	134	40.98%

2 Bedrooms & Less	20	5	25.00%
3 to 4 Bedrooms	98	49	50.00%
5 to 6 Bedrooms	165	65	39.39%
7 Bedrooms & More	44	15	34.09%
TOTAL	327	134	40.98%

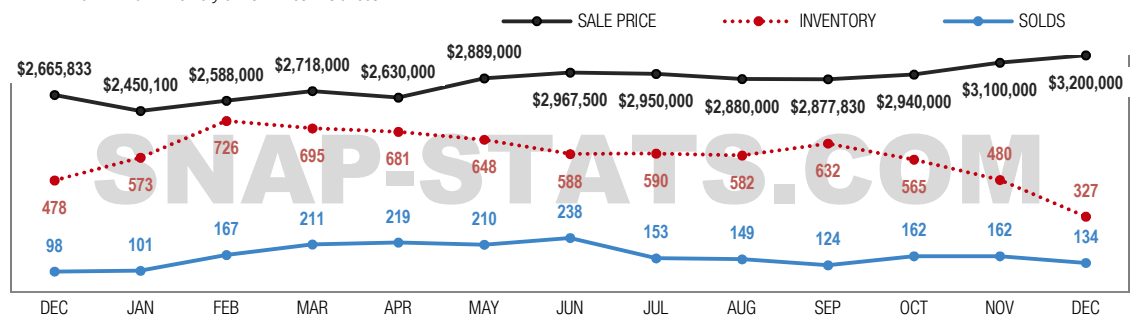
SnapStats® Median Data	November	December	Variance
Inventory	480	327	-31.88%
Solds	162	134	-17.28%
Sale Price	\$3,100,000	\$3,200,000	3.23%
Sale Price SQFT	\$970	\$1065	9.79%
Sale to List Price Ratio	98%	105%	7.14%
Days on Market	32	24	-25.00%

Market Summary

- Official Market Type **WESTSIDE DETACHED**: Sellers market at 41% Sales Ratio average (4.1 in 10 homes selling rate)
- Homes are selling on average 5% above list price
- Most Active Price Band* +/- \$2.5 mil: \$1.75 mil to \$2.25 mil (>100% Sales Ratio)/ \$2.5 mil to \$2.75 mil (>100% Sales Ratio)
- Buyers Best Bet* +/- \$2.5 mil: \$2.25 mil to \$2.5 mil/\$4.5 mil plus, University and maximum 2 bedroom properties
- Sellers Best Bet*: Selling homes in Dunbar, Kitsilano, Southlands and 3 to 4 bedroom properties

* With a minimum inventory of 10 in most instances

13 Month Market Trend



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Community STATS HOUSES (DETACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Arbutus	15	6	40.00%
Cambie	18	5	27.78%
Dunbar	27	24	88.89%
Fairview	0	0	NA
Falsecreek	0	0	NA
Kerrisdale	16	9	56.25%
Kitsilano	11	11	100.00%
Mackenzie Heights	14	3	21.43%
Marpole	25	8	32.00%
Mount Pleasant	0	0	NA
Oakridge	9	4	44.44%
Point Grey	30	15	50.00%
Quilchena	11	3	27.27%
SW Marine	17	7	41.18%
Shaughnessy	49	12	24.49%
South Cambie	11	5	45.45%
South Granville	53	14	26.42%
Southlands	11	7	63.64%
University	10	1	10.00%
TOTAL	327	134	40.98%

NOTE: December 2015 numbers reported as per the Real Estate Board MLS® and are correct. In some instances sales recorded in the month exceed listings active as at January 4, 2016 reflecting the fast speed of that specific market.

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

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	0	0	NA
700,001 – 800,000	4	0	NA
800,001 – 900,000	0	4	NA
900,001 – 1,000,000	7	7	100.00%
1,000,001 – 1,250,000	15	32	213.33%
1,250,001 – 1,500,000	55	33	60.00%
1,500,001 – 1,750,000	32	27	84.38%
1,750,001 – 2,000,000	44	7	15.91%
2,000,001 – 2,250,000	8	8	100.00%
2,250,001 – 2,500,000	13	0	NA
2,500,001 – 2,750,000	10	2	20.00%
2,750,001 – 3,000,000	4	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	1	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL	194	120	61.86%

2 Bedrooms & Less	13	9	69.23%
3 to 4 Bedrooms	48	38	79.17%
5 to 6 Bedrooms	84	58	69.05%
7 Bedrooms & More	49	15	30.61%
TOTAL	194	120	61.86%

SnapStats® Median Data	November	December	Variance
Inventory	287	194	-32.40%
Solds	145	120	-17.24%
Sale Price	\$1,310,000	\$1,362,500	4.01%
Sale Price SQFT	\$610	\$622	1.97%
Sale to List Price Ratio	102%	101%	-0.98%
Days on Market	10	12	20.00%

Community STATS HOUSES (DETACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Champlain Heights	0	0	NA
Collingwood	33	8	24.24%
Downtown	0	0	NA
Fraser	11	11	100.00%
Fraserview	20	6	30.00%
Grandview	10	10	100.00%
Hastings	4	1	25.00%
Hastings East	7	7	100.00%
Killarney	20	12	60.00%
Knight	12	12	100.00%
Main	5	5	100.00%
Mount Pleasant	4	4	100.00%
Renfrew Heights	18	13	72.22%
Renfrew	15	6	40.00%
South Vancouver	23	18	78.26%
Victoria	12	7	58.33%
TOTAL	194	120	61.86%

NOTE: December 2015 numbers reported as per the Real Estate Board MLS® and are correct. In some instances sales recorded in the month exceed listings active as at January 4, 2016 reflecting the fast speed of that specific market.

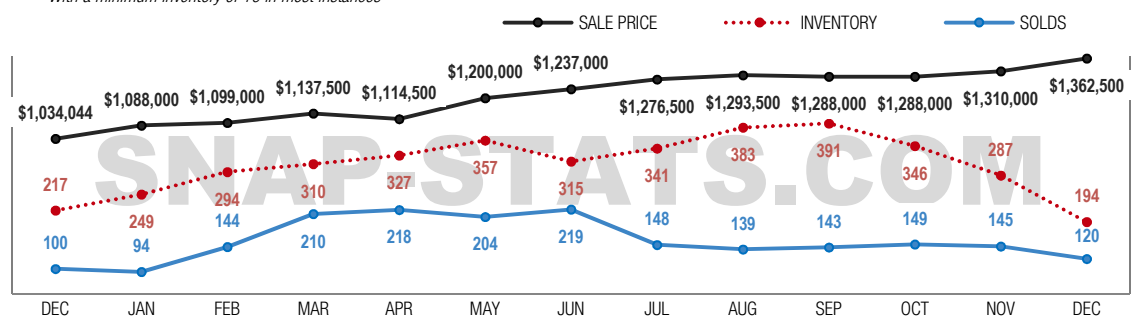
*Sales Ratio: Speed of homes selling (Sales to Inventory Ratio). Higher is faster.

Market Summary

- Official Market Type **EASTSIDE DETACHED**: Sellers market at 62% Sales Ratio average (6.2 in 10 homes selling rate)
- Homes are selling on average 1% 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 \$1.75 mil to \$2 mil, Collingwood, Fraserview, Renfrew and minimum 7 bedroom properties
- Sellers Best Bet*: Selling homes in Fraser, Grandview, Knight, Renfrew Heights 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	33	25	75.76%
300,001 – 400,000	45	26	57.78%
400,001 – 500,000	26	26	100.00%
500,001 – 600,000	16	22	137.50%
600,001 – 700,000	15	15	100.00%
700,001 – 800,000	9	4	44.44%
800,001 – 900,000	8	3	37.50%
900,001 – 1,000,000	1	4	400.00%
1,000,001 – 1,250,000	4	2	50.00%
1,250,001 – 1,500,000	2	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	159	127	79.87%

0 to 1 Bedroom	65	59	90.77%
2 Bedrooms	74	52	70.27%
3 Bedrooms	19	16	84.21%
4 Bedrooms & Greater	1	0	NA
TOTAL	159	127	79.87%

SnapStats® Median Data	November	December	Variance
Inventory	270	159	-41.11%
Solds	169	127	-24.85%
Sale Price	\$425,000	\$445,000	4.71%
Sale Price SQFT	\$559	\$570	1.97%
Sale to List Price Ratio	101%	101%	NA
Days on Market	16	16	NA

Community *STATS CONDO & TH (ATTACHED)*

SnapStats®	Inventory	Sales	Sales Ratio*
Champlain Heights	23	15	65.22%
Collingwood	21	20	95.24%
Downtown	5	5	100.00%
Fraser	10	6	60.00%
Fraserview	13	4	30.77%
Grandview	3	8	266.67%
Hastings	13	13	100.00%
Hastings East	5	3	60.00%
Killarney	15	4	26.67%
Knight	7	7	100.00%
Main	2	1	50.00%
Mt Pleasant	23	32	139.13%
Renfrew Heights	0	0	NA
Renfrew	14	1	7.14%
South Vancouver	0	0	NA
Victoria	5	8	160.00%
TOTAL	159	127	79.87%

NOTE: December 2015 numbers reported as per the Real Estate Board MLS® and are correct. In some instances sales recorded in the month exceed listings active as at January 4, 2016 reflecting the fast speed of that specific market.

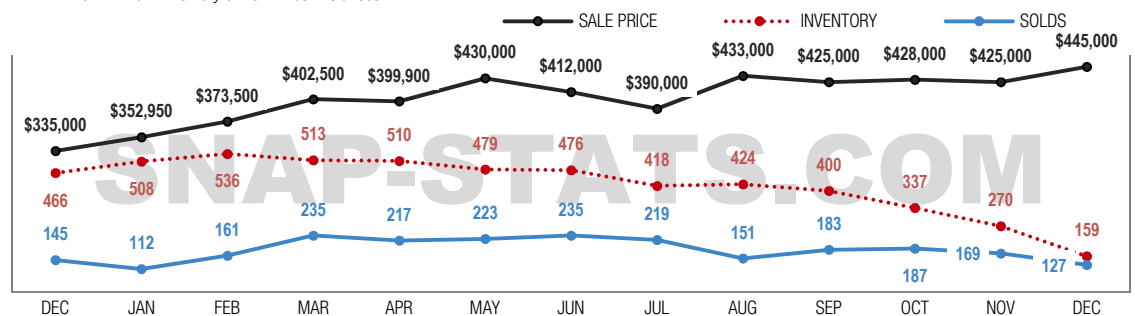
*Sales Ratio: Speed of homes selling (Sales to Inventory Ratio). Higher is faster.

Market Summary

- Official Market Type **EASTSIDE ATTACHED**: Sellers market at 80% Sales Ratio average (8 in 10 homes selling rate)
- Homes are selling on average 1% above list price
- Most Active Price Band*: \$400,000 to \$700,000 with average 100% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes between \$700,000 to \$900,000, Fraserview, Killarney, Renfrew and 2 bedroom properties
- Sellers Best Bet*: Selling homes in Collingwood, Hastings, Mt Pleasant and up to 1 bedroom properties

* With a minimum inventory of 10 in most instances

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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	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	2	3	150.00%
900,001 – 1,000,000	0	2	NA
1,000,001 – 1,250,000	3	13	433.33%
1,250,001 – 1,500,000	10	21	210.00%
1,500,001 – 1,750,000	8	16	200.00%
1,750,001 – 2,000,000	9	5	55.56%
2,000,001 – 2,250,000	4	5	125.00%
2,250,001 – 2,500,000	6	5	83.33%
2,500,001 – 2,750,000	5	1	20.00%
2,750,001 – 3,000,000	10	2	20.00%
3,000,001 – 3,500,000	5	3	60.00%
3,500,001 – 4,000,000	4	2	50.00%
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	70	78	111.43%

2 Bedrooms & Less	2	7	350.00%
3 to 4 Bedrooms	28	44	157.14%
5 to 6 Bedrooms	30	23	76.67%
7 Bedrooms & More	10	4	40.00%
TOTAL	70	78	111.43%

SnapStats® Median Data	November	December	Variance
Inventory	125	70	-44.00%
Solds	100	78	-22.00%
Sale Price	\$1,500,000	\$1,493,000	-0.47%
Sale Price SQFT	\$573	\$635	10.82%
Sale to List Price Ratio	100%	107%	7.00%
Days on Market	9	8	-11.11%

Community STATS HOUSES (DETACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Blueridge	1	1	100.00%
Boulevard	5	4	80.00%
Braemar	3	0	NA
Calverhall	4	3	75.00%
Canyon Heights	9	8	88.89%
Capilano	1	0	NA
Central Lonsdale	1	0	NA
Deep Cove	3	1	33.33%
Delbrook	1	1	100.00%
Dollarton	3	1	33.33%
Edgemont	6	8	133.33%
Forest Hills	2	0	NA
Grouse Woods	0	0	NA
Hamilton	1	1	100.00%
Hamilton Heights	0	0	NA
Indian Arm	1	0	NA
Indian River	0	2	NA
Lower Lonsdale	2	3	150.00%
Lynn Valley	5	11	220.00%
Lynnmour	3	2	66.67%
Norgate	1	1	100.00%
Northlands	0	0	NA
Pemberton Heights	0	2	NA
Pemberton	0	3	NA
Princess Park	1	0	NA
Queensbury	1	5	500.00%
Roche Point	1	0	NA
Seymour	2	3	150.00%
Tempe	0	1	NA
Upper Delbrook	0	2	NA
Upper Lonsdale	7	9	128.57%
Westlynn	2	4	200.00%
Westlynn Terrace	0	0	NA
Windsor Park	1	1	100.00%
Woodlands-Sunshine Cascade	3	1	33.33%
TOTAL	70	78	111.43%

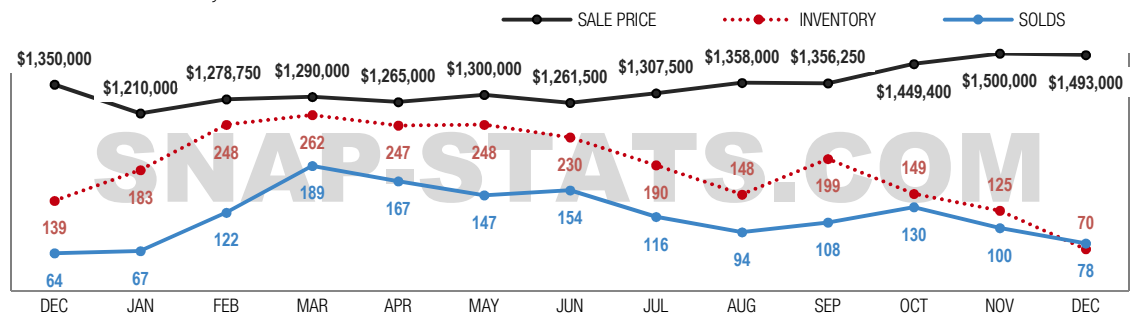
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Market Summary

- Official Market Type **NORTH VANCOUVER DETACHED**: Sellers market at >100% Sales Ratio average (10 in 10 homes selling rate)
- Homes are selling on average 7% above list price
- Most Active Price Band*: \$1 mil to \$1.75 mil with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes between \$2.75 mil to \$3 mil and minimum 7 bedroom properties
- Sellers Best Bet*: Selling homes in Canyon Heights, Edgemont, Lynn Valley, Upper Lonsdale and 3 to 4 bedroom properties

* With a minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	20	16	80.00%
300,001 – 400,000	34	31	91.18%
400,001 – 500,000	12	17	141.67%
500,001 – 600,000	16	16	100.00%
600,001 – 700,000	13	9	69.23%
700,001 – 800,000	14	17	121.43%
800,001 – 900,000	13	9	69.23%
900,001 – 1,000,000	6	4	66.67%
1,000,001 – 1,250,000	3	3	100.00%
1,250,001 – 1,500,000	0	1	NA
1,500,001 – 1,750,000	0	0	NA
1,750,001 – 2,000,000	3	1	33.33%
2,000,001 – 2,250,000	0	1	NA
2,250,001 – 2,500,000	0	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	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	134	125	93.28%

0 to 1 Bedroom	45	41	91.11%
2 Bedrooms	62	62	100.00%
3 Bedrooms	26	19	73.08%
4 Bedrooms & Greater	1	3	300.00%
TOTAL	134	125	93.28%

SnapStats® Median Data	November	December	Variance
Inventory	237	134	-43.46%
Solds	167	125	-25.15%
Sale Price	\$457,000	\$479,900	5.01%
Sale Price SQFT	\$491	\$522	6.31%
Sale to List Price Ratio	97%	100%	3.09%
Days on Market	22	13	-40.91%

Community STATS CONDO & TH (ATTACHED)

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	1	1	100.00%
Central Lonsdale	25	33	132.00%
Deep Cove	1	0	NA
Delbrook	0	1	NA
Dollarton	7	5	71.43%
Edgemont	1	1	100.00%
Forest Hills	0	0	NA
Grouse Woods	0	0	NA
Hamilton	6	3	50.00%
Hamilton Heights	0	0	NA
Indian Arm	0	0	NA
Indian River	1	3	300.00%
Lower Lonsdale	40	37	92.50%
Lynn Valley	10	4	40.00%
Lynnmour	9	8	88.89%
Norgate	1	0	NA
Northlands	5	2	40.00%
Pemberton Heights	0	0	NA
Pemberton	8	11	137.50%
Princess Park	0	0	NA
Queensbury	0	0	NA
Roche Point	8	10	125.00%
Seymour	8	2	25.00%
Tempe	0	0	NA
Upper Delbrook	1	0	NA
Upper Lonsdale	2	3	150.00%
Westlynn	0	1	NA
Westlynn Terrace	0	0	NA
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	0	0	NA
TOTAL	134	125	93.28%

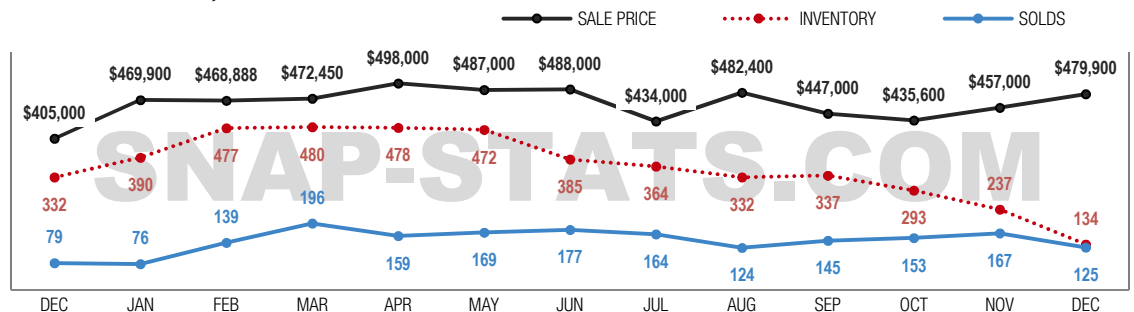
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Market Summary

- Official Market Type **NORTH VANCOUVER ATTACHED**: Sellers market at 93% Sales Ratio average (9.3 in 10 homes selling rate)
- Homes are selling on average at list price
- Most Active Price Band*: \$400,000 to \$600,000; \$700,000 to \$800,000 with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes between \$600,000 to \$700,000; \$800,000 to \$900,000 in Lynn Valley, Seymour and 3 bedroom homes
- Sellers Best Bet*: Selling homes in Central Lonsdale, Pemberton, Roche Point and 2 bedroom homes

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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	0	NA
500,001 – 600,000	1	0	NA
600,001 – 700,000	1	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	1	0	NA
1,250,001 – 1,500,000	1	1	100.00%
1,500,001 – 1,750,000	6	3	50.00%
1,750,001 – 2,000,000	7	7	100.00%
2,000,001 – 2,250,000	9	9	100.00%
2,250,001 – 2,500,000	10	3	30.00%
2,500,001 – 2,750,000	6	4	66.67%
2,750,001 – 3,000,000	17	10	58.82%
3,000,001 – 3,500,000	17	8	47.06%
3,500,001 – 4,000,000	28	6	21.43%
4,000,001 – 4,500,000	25	1	4.00%
4,500,001 – 5,000,000	25	8	32.00%
5,000,001 & Greater	100	11	11.00%
TOTAL	256	71	27.73%

2 Bedrooms & Less	14	6	42.86%
3 to 4 Bedrooms	99	27	27.27%
5 to 6 Bedrooms	128	36	28.13%
7 Bedrooms & More	15	2	13.33%
TOTAL	256	71	27.73%

SnapStats® Median Data	November	December	Variance
Inventory	349	256	-26.65%
Solds	83	71	-14.46%
Sale Price	\$2,720,000	\$3,000,000	10.29%
Sale Price SQFT	\$802	\$866	7.98%
Sale to List Price Ratio	99%	97%	-2.02%
Days on Market	34	36	5.88%

Community STATS HOUSES (DETACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Altamont	10	3	30.00%
Ambleside	21	10	47.62%
Bayridge	7	0	NA
British Properties	44	10	22.73%
Canterbury	12	0	NA
Caulfield	10	1	10.00%
Cedardale	4	1	25.00%
Chartwell	14	3	21.43%
Chelsea Park	2	0	NA
Cypress	5	0	NA
Cypress Park Estates	3	3	100.00%
Deer Ridge	0	0	NA
Dundarave	21	8	38.10%
Eagle Harbour	4	4	100.00%
Eagleridge	7	1	14.29%
Furry Creek	3	0	NA
Gleneagles	5	0	NA
Glenmore	9	4	44.44%
Horseshoe Bay	2	0	NA
Howe Sound	9	0	NA
Lions Bay	2	1	50.00%
Old Caulfield	2	1	50.00%
Panorama Village	1	0	NA
Park Royal	0	0	NA
Porteau Cove	0	0	NA
Queens	10	3	30.00%
Rockridge	5	2	40.00%
Sandy Cove	1	0	NA
Sentinel Hill	5	4	80.00%
Upper Caulfield	2	1	50.00%
West Bay	6	2	33.33%
Westhill	6	0	NA
Westmount	9	2	22.22%
Whitby Estates	12	7	58.33%
Whytecliff	3	0	NA
TOTAL	256	71	27.73%

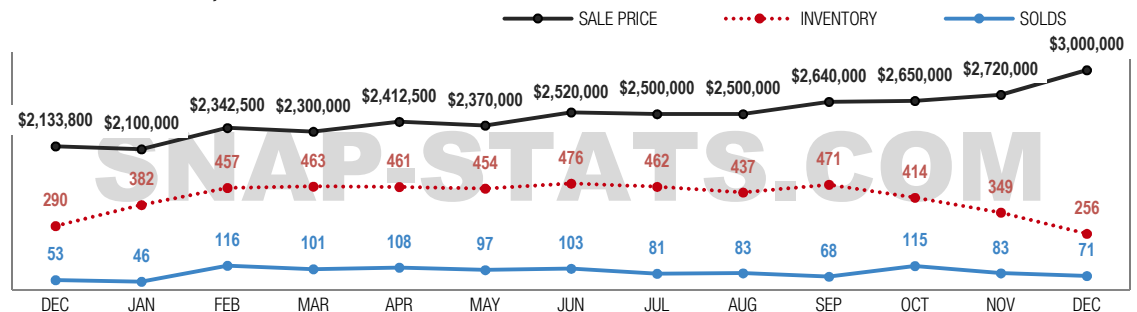
*Sales Ratio: Speed of homes selling (Sales to Inventory Ratio). Higher is faster.

Market Summary

- Official Market Type **WEST VANCOUVER DETACHED**: Sellers market at 28% Sales Ratio average (2.8 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band*: \$2 mil to \$2.25 mil with average 100% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes \$4 mil to \$4.5 mil, Caulfield, Cedardale, Chartwell, Westmount and minimum 7 bedroom properties
- Sellers Best Bet*: Selling homes in Ambleside, Glenmore, Whitby Estates 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 STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	5	1	20.00%
300,001 – 400,000	2	1	50.00%
400,001 – 500,000	3	3	100.00%
500,001 – 600,000	1	0	NA
600,001 – 700,000	2	0	NA
700,001 – 800,000	3	0	NA
800,001 – 900,000	5	0	NA
900,001 – 1,000,000	5	2	40.00%
1,000,001 – 1,250,000	3	1	33.33%
1,250,001 – 1,500,000	6	1	16.67%
1,500,001 – 1,750,000	2	2	100.00%
1,750,001 – 2,000,000	3	0	NA
2,000,001 – 2,250,000	2	0	NA
2,250,001 – 2,500,000	2	0	NA
2,500,001 – 2,750,000	2	0	NA
2,750,001 – 3,000,000	1	1	100.00%
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	0	0	NA
5,000,001 & Greater	1	0	NA
TOTAL	55	12	21.82%

0 to 1 Bedroom	12	2	16.67%
2 Bedrooms	28	8	28.57%
3 Bedrooms	14	1	7.14%
4 Bedrooms & Greater	1	1	100.00%
TOTAL	55	12	21.82%

SnapStats® Median Data	November	December	Variance
Inventory	69	55	-20.29%
Solds	21	12	-42.86%
Sale Price	\$650,000	\$989,000	52.15%
Sale Price SQFT	\$537	\$828	54.19%
Sale to List Price Ratio	102%	99%	-2.94%
Days on Market	23	18	-21.74%

Community STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Altamont	0	0	NA
Ambleside	17	1	5.88%
Bayridge	0	0	NA
British Properties	0	0	NA
Canterbury	0	0	NA
Caulfield	0	0	NA
Cedardale	1	1	100.00%
Chartwell	0	0	NA
Chelsea Park	1	1	100.00%
Cypress	0	0	NA
Cypress Park Estates	2	0	NA
Deer Ridge	4	0	NA
Dundarave	6	3	50.00%
Eagle Harbour	0	0	NA
Eagleridge	0	0	NA
Furry Creek	2	0	NA
Gleneagles	0	0	NA
Glenmore	0	0	NA
Horseshoe Bay	1	1	100.00%
Howe Sound	1	1	100.00%
Lions Bay	0	0	NA
Old Caulfield	0	0	NA
Panorama Village	5	1	20.00%
Park Royal	11	2	18.18%
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	3	1	33.33%
Whytecliff	0	0	NA
TOTAL	55	12	21.82%

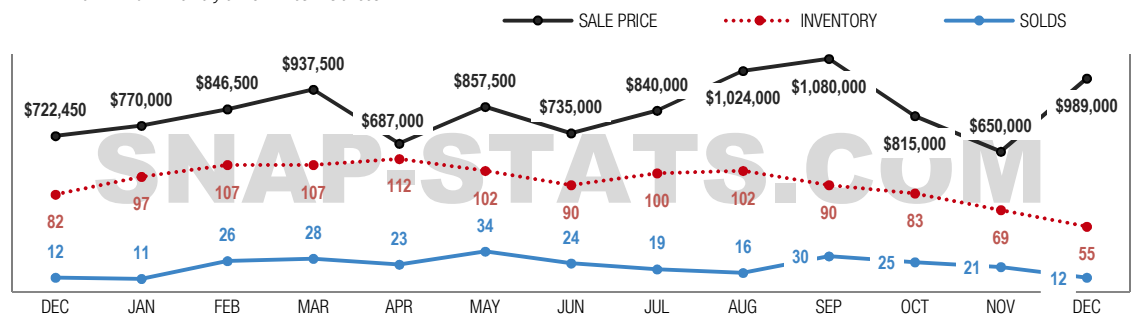
*Sales Ratio: Speed of homes selling (Sales to Inventory Ratio). Higher is faster.

Market Summary

- Official Market Type **WEST VANCOUVER ATTACHED**: Sellers market at 22% Sales Ratio average (2.2 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band*: Based on Sales \$400,000 to \$500,000 (3)
- Buyers Best Bet*: Homes in Ambleside and 3 bedroom properties
- Sellers Best Bet*: Selling homes in Park Royal and 2 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	3	1	33.33%
300,001 – 400,000	1	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	1	1	100.00%
800,001 – 900,000	6	4	66.67%
900,001 – 1,000,000	6	11	183.33%
1,000,001 – 1,250,000	24	38	158.33%
1,250,001 – 1,500,000	40	40	100.00%
1,500,001 – 1,750,000	22	27	122.73%
1,750,001 – 2,000,000	36	16	44.44%
2,000,001 – 2,250,000	12	10	83.33%
2,250,001 – 2,500,000	14	10	71.43%
2,500,001 – 2,750,000	8	7	87.50%
2,750,001 – 3,000,000	30	3	10.00%
3,000,001 – 3,500,000	9	2	22.22%
3,500,001 – 4,000,000	13	1	7.69%
4,000,001 – 4,500,000	4	0	NA
4,500,001 – 5,000,000	2	0	NA
5,000,001 & Greater	5	0	NA
TOTAL	237	172	72.57%

2 Bedrooms & Less	16	4	25.00%
3 to 4 Bedrooms	78	84	107.69%
5 to 6 Bedrooms	126	78	61.90%
7 Bedrooms & More	17	6	35.29%
TOTAL	237	172	72.57%

SnapStats® Median Data	November	December	Variance
Inventory	345	237	-31.30%
Solds	191	172	-9.95%
Sale Price	\$1,346,000	\$1,440,000	6.98%
Sale Price SQFT	\$543	\$529	-2.58%
Sale to List Price Ratio	98%	103%	5.10%
Days on Market	18	21	16.67%

Community STATS HOUSES (DETACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Boyd Park	11	5	45.45%
Bridgeport	6	2	33.33%
Brighthouse	4	3	75.00%
Brighthouse South	1	0	NA
Broadmoor	23	12	52.17%
East Cambie	5	4	80.00%
East Richmond	3	3	100.00%
Garden City	11	4	36.36%
Gilmore	1	0	NA
Granville	18	9	50.00%
Hamilton	7	3	42.86%
Ironwood	6	12	200.00%
Lackner	16	5	31.25%
McLennan	8	0	NA
McLennan North	4	1	25.00%
McNair	7	13	185.71%
Quilchena	4	6	150.00%
Riverdale	15	10	66.67%
Saunders	7	6	85.71%
Sea Island	3	1	33.33%
Seafair	13	17	130.77%
South Arm	11	7	63.64%
Steveston North	10	9	90.00%
Steveston South	4	4	100.00%
Steveston Village	2	3	150.00%
Terra Nova	4	4	100.00%
West Cambie	22	9	40.91%
Westwind	1	7	700.00%
Woodwards	10	13	130.00%
TOTAL	237	172	72.57%

NOTE: December 2015 numbers reported as per the Real Estate Board MLS® and are correct. In some instances sales recorded in the month exceed listings active as at January 4, 2016 reflecting the fast speed of that specific market.

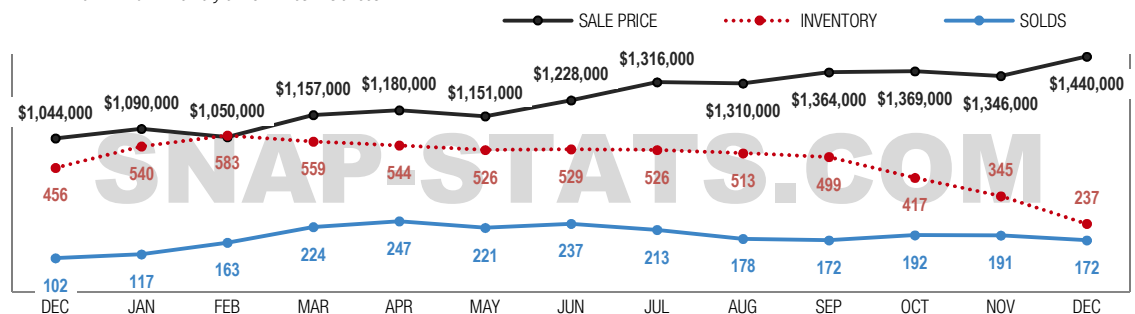
*Sales Ratio: Speed of homes selling (Sales to Inventory Ratio). Higher is faster.

Market Summary

- Official Market Type **RICHMOND DETACHED**: Sellers market at 73% Sales Ratio average (7.3 in 10 homes selling rate)
- Homes are selling on average 3% above list price
- Most Active Price Band*: \$1 mil to \$1.75 mil with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes between \$3.5 mil to \$4 mil, Garden City, Lackner and up to 2 bedroom properties
- Sellers Best Bet*: Selling homes in Ironwood, McNair, Seafair, Steveston North, Woodwards 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	117	46	39.32%
300,001 – 400,000	154	44	28.57%
400,001 – 500,000	137	55	40.15%
500,001 – 600,000	113	41	36.28%
600,001 – 700,000	82	33	40.24%
700,001 – 800,000	30	11	36.67%
800,001 – 900,000	17	8	47.06%
900,001 – 1,000,000	8	3	37.50%
1,000,001 – 1,250,000	8	0	NA
1,250,001 – 1,500,000	5	1	20.00%
1,500,001 – 1,750,000	0	0	NA
1,750,001 – 2,000,000	2	0	NA
2,000,001 – 2,250,000	1	0	NA
2,250,001 – 2,500,000	1	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	1	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	681	242	35.54%

0 to 1 Bedroom	197	52	26.40%
2 Bedrooms	371	103	27.76%
3 Bedrooms	92	72	78.26%
4 Bedrooms & Greater	21	15	71.43%
TOTAL	681	242	35.54%

SnapStats® Median Data	November	December	Variance
Inventory	867	681	-21.45%
Solds	307	242	-21.17%
Sale Price	\$450,000	\$451,000	0.22%
Sale Price SQFT	\$442	\$454	2.71%
Sale to List Price Ratio	98%	98%	NA
Days on Market	26	35	34.62%

Community STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Boyd Park	11	6	54.55%
Bridgeport	11	6	54.55%
Brighthouse	364	84	23.08%
Brighthouse South	70	37	52.86%
Broadmoor	3	1	33.33%
East Cambie	4	0	NA
East Richmond	2	1	50.00%
Garden City	5	1	20.00%
Gilmore	0	0	NA
Granville	5	2	40.00%
Hamilton	5	5	100.00%
Ironwood	7	4	57.14%
Lackner	2	2	100.00%
McLennan	0	0	NA
McLennan North	74	33	44.59%
McNair	0	0	NA
Quilchena	3	1	33.33%
Riverdale	12	5	41.67%
Saunders	3	3	100.00%
Sea Island	0	0	NA
Seafair	0	0	NA
South Arm	6	2	33.33%
Steveston North	3	2	66.67%
Steveston South	34	19	55.88%
Steveston Village	2	1	50.00%
Terra Nova	5	3	60.00%
West Cambie	45	21	46.67%
Westwind	1	1	100.00%
Woodwards	4	2	50.00%
TOTAL	681	242	35.54%

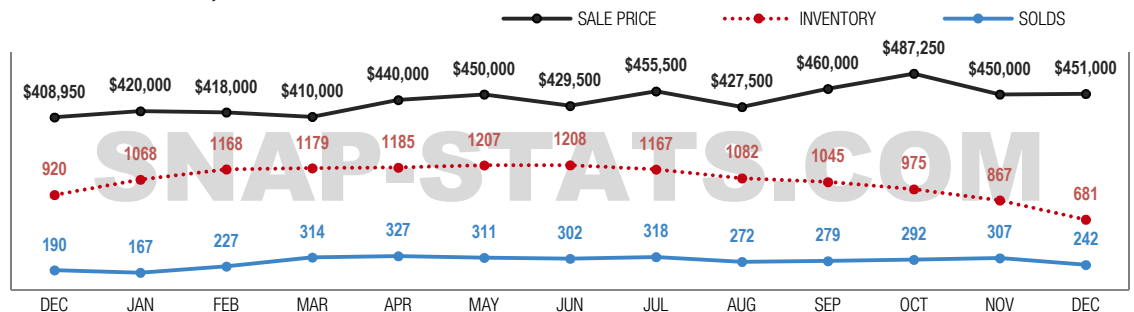
*Sales Ratio: Speed of homes selling (Sales to Inventory Ratio). Higher is faster.

Market Summary

- Official Market Type **RICHMOND ATTACHED**: Sellers market at 36% Sales Ratio average (3.6 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band*: \$800,000 to \$900,000 with average 47% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes between \$300,000 to \$400,000, Brighthouse and up to 2 bedroom properties
- Sellers Best Bet*: Selling homes in Boyd Park, Bridgeport, Brighthouse South, Steveston South and minimum 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	0	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	0	0	NA
700,001 – 800,000	0	1	NA
800,001 – 900,000	1	3	300.00%
900,001 – 1,000,000	3	6	200.00%
1,000,001 – 1,250,000	4	9	225.00%
1,250,001 – 1,500,000	9	10	111.11%
1,500,001 – 1,750,000	3	2	66.67%
1,750,001 – 2,000,000	5	0	NA
2,000,001 – 2,250,000	1	1	100.00%
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	1	NA
3,000,001 – 3,500,000	1	1	100.00%
3,500,001 – 4,000,000	0	1	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	28	35	125.00%

2 Bedrooms & Less	3	2	66.67%
3 to 4 Bedrooms	17	20	117.65%
5 to 6 Bedrooms	8	13	162.50%
7 Bedrooms & More	0	0	NA
TOTAL	28	35	125.00%

SnapStats® Median Data	November	December	Variance
Inventory	43	28	-34.88%
Solds	37	35	-5.41%
Sale Price	\$1,130,000	\$1,200,000	6.19%
Sale Price SQFT	\$483	\$442	-8.49%
Sale to List Price Ratio	104%	101%	-2.88%
Days on Market	13	20	53.85%

Community STATS HOUSES (DETACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Beach Grove	1	2	200.00%
Boundary Beach	3	3	100.00%
Cliff Drive	2	8	400.00%
English Bluff	8	4	50.00%
Pebble Hill	6	9	150.00%
Tsawwassen Central	4	4	100.00%
Tsawwassen East	4	5	125.00%
TOTAL	28	35	125.00%

NOTE: December 2015 numbers reported as per the Real Estate Board MLS® and are correct. In some instances sales recorded in the month exceed listings active as at January 4, 2016 reflecting the fast speed of that specific market.

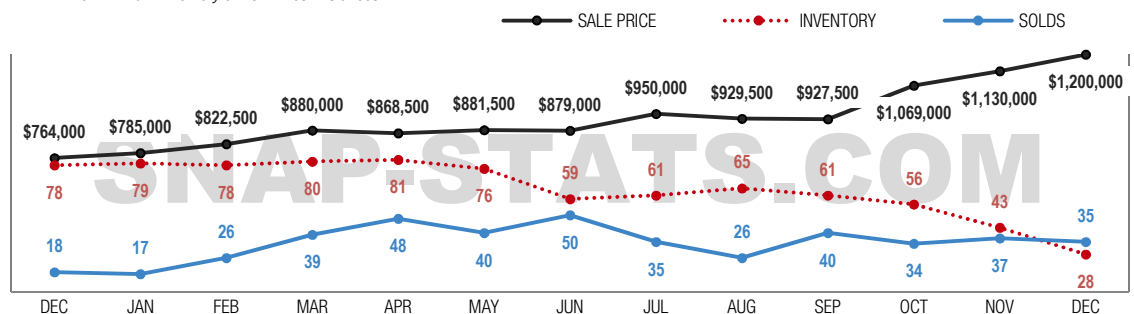
*Sales Ratio: Speed of homes selling (Sales to Inventory Ratio). Higher is faster.

Market Summary

- Official Market Type **TSAWWASSEN DETACHED**: Sellers market at >100% Sales Ratio average (10 in 10 homes selling rate)
- Homes are selling on average 1% above list price
- Most Active Price Band*: \$1 mil to \$1.5 mil with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes in English Bluff
- Sellers Best Bet*: Selling homes in Cliff Drive, Pebble Hill 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	5	4	80.00%
300,001 – 400,000	7	3	42.86%
400,001 – 500,000	1	2	200.00%
500,001 – 600,000	2	2	100.00%
600,001 – 700,000	0	0	NA
700,001 – 800,000	2	2	100.00%
800,001 – 900,000	0	0	NA
900,001 – 1,000,000	0	1	NA
1,000,001 – 1,250,000	0	1	NA
1,250,001 – 1,500,000	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	1	0	NA
5,000,001 & Greater	0	0	NA
TOTAL	18	15	83.33%

0 to 1 Bedroom	5	4	80.00%
2 Bedrooms	13	9	69.23%
3 Bedrooms	0	1	NA
4 Bedrooms & Greater	0	1	NA
TOTAL	18	15	83.33%

SnapStats® Median Data	November	December	Variance
Inventory	36	18	-50.00%
Solds	15	15	NA
Sale Price	\$377,000	\$439,000	16.45%
Sale Price SQFT	\$355	\$397	11.83%
Sale to List Price Ratio	97%	100%	3.09%
Days on Market	59	29	-50.85%

Community STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Beach Grove	2	0	NA
Boundary Beach	0	0	NA
Cliff Drive	10	10	100.00%
English Bluff	2	0	NA
Pebble Hill	0	1	NA
Tsawwassen Central	4	2	50.00%
Tsawwassen East	0	2	NA
TOTAL	18	15	83.33%

NOTE: December 2015 numbers reported as per the Real Estate Board MLS® and are correct. In some instances sales recorded in the month exceed listings active as at January 4, 2016 reflecting the fast speed of that specific market.

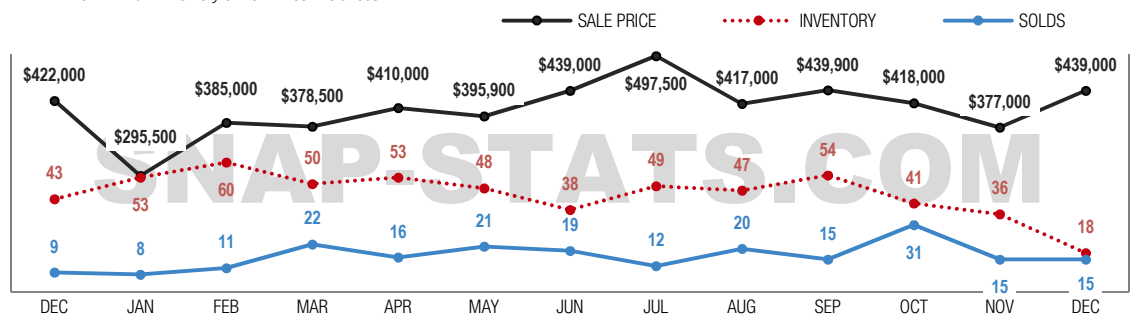
*Sales Ratio: Speed of homes selling (Sales to Inventory Ratio). Higher is faster.

Market Summary

- Official Market Type **TSAWWASSEN ATTACHED**: Sellers market at 83% Sales Ratio average (8.3 in 10 homes selling rate)
- Homes are selling on average at list price
- Most Active Price Band*: \$0 to \$300,000 based on number of sales (4)
- Buyers Best Bet*: *Insufficient Data*
- Sellers Best Bet*: Homes in Cliff Drive and 2 bedroom properties

* With a minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom STATS HOUSES (DETACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	2	0	NA
300,001 – 400,000	2	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	0	1	NA
600,001 – 700,000	0	2	NA
700,001 – 800,000	1	0	NA
800,001 – 900,000	1	2	200.00%
900,001 – 1,000,000	3	5	166.67%
1,000,001 – 1,250,000	4	2	50.00%
1,250,001 – 1,500,000	2	1	50.00%
1,500,001 – 1,750,000	0	2	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	17	15	88.24%

2 Bedrooms & Less	5	3	60.00%
3 to 4 Bedrooms	7	10	142.86%
5 to 6 Bedrooms	4	1	25.00%
7 Bedrooms & More	1	1	100.00%
TOTAL	17	15	88.24%

SnapStats® Median Data	November	December	Variance
Inventory	22	17	-22.73%
Solds	16	15	-6.25%
Sale Price	\$856,000	\$931,000	8.76%
Sale Price SQFT	\$401	\$407	1.50%
Sale to List Price Ratio	100%	99%	-1.00%
Days on Market	14	23	64.29%

Community STATS HOUSES (DETACHED)

SnapStats®	Inventory	Sale1s	Sales Ratio*
Delta Manor	0	1	NA
East Delta	2	0	NA
Hawthorne	3	3	100.00%
Holly	3	2	66.67%
Ladner Elementary	3	6	200.00%
Ladner Rural	3	1	33.33%
Neilsen Grove	1	2	200.00%
Port Guichon	1	0	NA
Westham Island	1	0	NA
TOTAL	17	15	88.24%

NOTE: December 2015 numbers reported as per the Real Estate Board MLS® and are correct. In some instances sales recorded in the month exceed listings active as at January 4, 2016 reflecting the fast speed of that specific market.

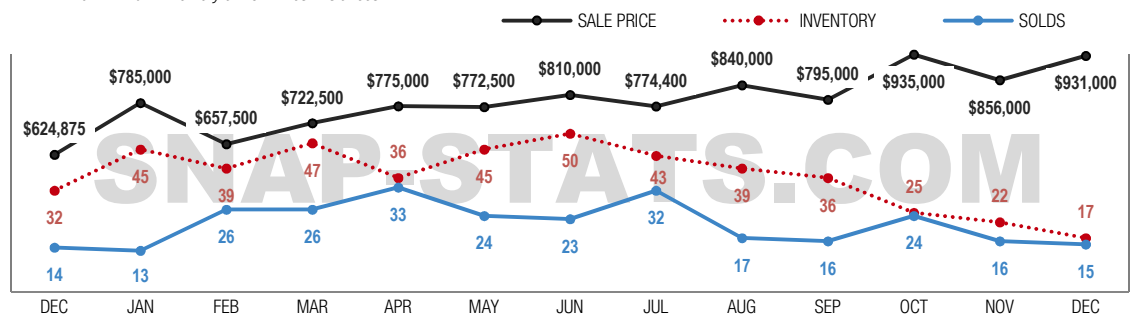
*Sales Ratio: Speed of homes selling (Sales to Inventory Ratio). Higher is faster.

Market Summary

- Official Market Type **LADNER DETACHED**: Sellers market at 88% Sales Ratio average (8.8 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band*: \$900,000 to \$1 mil based on number of sales (5)
- Buyers Best Bet*: Insufficient data*
- Sellers Best Bet*: Selling homes in Ladner Elementary (based on number of sales) 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	1	0	NA
300,001 – 400,000	3	4	133.33%
400,001 – 500,000	0	1	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	0	1	NA
700,001 – 800,000	0	0	NA
800,001 – 900,000	0	0	NA
900,001 – 1,000,000	0	0	NA
1,000,001 – 1,250,000	0	0	NA
1,250,001 – 1,500,000	0	0	NA
1,500,001 – 1,750,000	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	4	6	150.00%

0 to 1 Bedroom	1	0	NA
2 Bedrooms	3	4	133.33%
3 Bedrooms	0	2	NA
4 Bedrooms & Greater	0	0	NA
TOTAL	4	6	150.00%

SnapStats® Median Data	November	December	Variance
Inventory	7	4	-42.86%
Solds	8	6	-25.00%
Sale Price	\$381,750	\$370,750	-2.88%
Sale Price SQFT	\$348	\$307	-11.78%
Sale to List Price Ratio	98%	98%	NA
Days on Market	6	27	350.00%

Community *STATS CONDO & TH (ATTACHED)*

SnapStats®	Inventory	Sales	Sales Ratio*
Delta Manor	3	0	NA
East Delta	0	1	NA
Hawthorne	1	2	200.00%
Holly	0	0	NA
Ladner Elementary	0	3	NA
Ladner Rural	0	0	NA
Neilsen Grove	0	0	NA
Port Guichon	0	0	NA
Westham Island	0	0	NA
TOTAL	4	6	150.00%

NOTE: December 2015 numbers reported as per the Real Estate Board MLS® and are correct. In some instances sales recorded in the month exceed listings active as at January 4, 2016 reflecting the fast speed of that specific market.

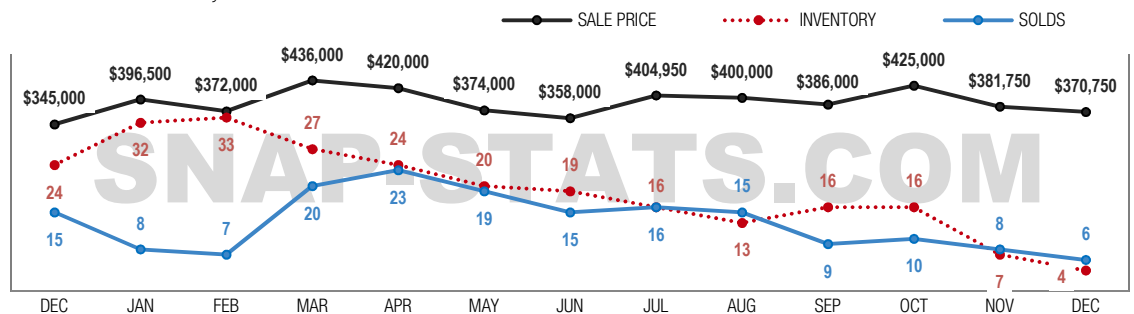
*Sales Ratio: Speed of homes selling (Sales to Inventory Ratio). Higher is faster.

Market Summary

- Official Market Type **LADNER ATTACHED**: Sellers market at >100% Sales Ratio average (10 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band*: \$300,000 to \$400,000 based on number of sales (4)*
- Buyers Best Bet*: Insufficient data*
- Sellers Best Bet*: Homes in Ladner Elementary and 2 bedroom properties (both based on number of sales)*

* With a minimum inventory of 10 in most instances

13 Month Market Trend



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