

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

*Compliments of:*  
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**SnapStats**<sup>®</sup>

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# METRO VANCOUVER EDITION



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

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	30	13	43.33%
300,001 – 400,000	92	60	65.22%
400,001 – 500,000	141	87	61.70%
500,001 – 600,000	85	51	60.00%
600,001 – 700,000	63	29	46.03%
700,001 – 800,000	32	15	46.88%
800,001 – 900,000	38	11	28.95%
900,001 – 1,000,000	27	7	25.93%
1,000,001 – 1,250,000	42	18	42.86%
1,250,001 – 1,500,000	36	14	38.89%
1,500,001 – 1,750,000	17	4	23.53%
1,750,001 – 2,000,000	13	5	38.46%
2,000,001 – 2,250,000	12	1	8.33%
2,250,001 – 2,500,000	10	3	30.00%
2,500,001 – 2,750,000	6	0	NA
2,750,001 – 3,000,000	10	2	20.00%
3,000,001 – 3,500,000	5	4	80.00%
3,500,001 – 4,000,000	4	2	50.00%
4,000,001 – 4,500,000	5	0	NA
4,500,001 – 5,000,000	6	0	NA
5,000,001 & Greater	16	0	NA
<b>TOTAL</b>	<b>690</b>	<b>326</b>	<b>47.25%</b>

0 to 1 Bedroom	332	175	52.71%
2 Bedrooms	291	136	46.74%
3 Bedrooms	56	14	25.00%
4 Bedrooms & Greater	11	1	9.09%
<b>TOTAL</b>	<b>690</b>	<b>326</b>	<b>47.25%</b>

SnapStats® Median Data	February	March	Variance
Inventory	707	690	-2.40%
Solds	248	326	31.45%
Sale Price	\$505,500	\$502,553	-0.58%
Sale Price SQFT	\$664	\$672	1.20%
Sale to List Price Ratio	98%	97%	-1.02%
Days on Market	11	12	9.09%

## Community STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Coal Harbour	109	41	37.61%
Downtown	340	137	40.29%
Westend	115	63	54.78%
Yaletown	126	85	67.46%
<b>TOTAL</b>	<b>690</b>	<b>326</b>	<b>47.25%</b>

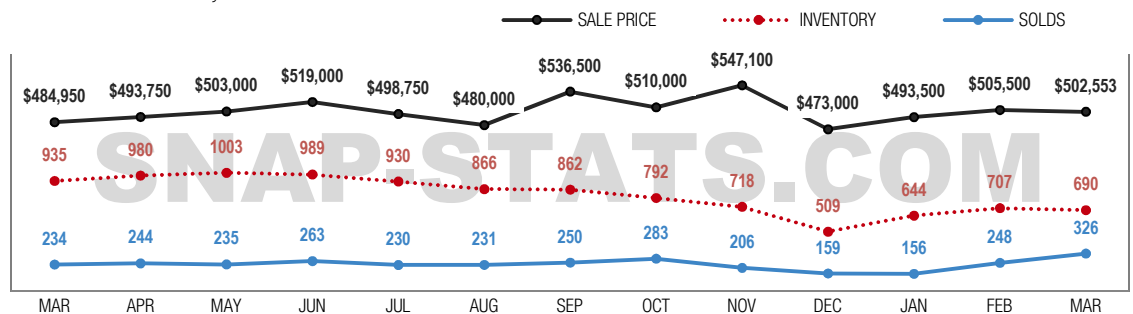
\*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

## Market Summary

- Official Market Type **DOWNTOWN**: Sellers market at 47% Sales Ratio average (4.7 in 10 homes selling)
- Homes are selling on average 3% below list price
- Most Active Price Band\* +/- \$1 mil: \$300,000 to \$600,000 (62% Sales Ratio); \$1 mil to \$1.25 mil (43% Sales Ratio)
- Buyers Best Bet\* +/- \$1 mil: Homes between \$800,000 to \$1 mil; \$2 mil to \$2.25 mil Coal Harbour, Downtown and 4 plus bdrms
- Sellers Best Bet\*: Selling homes in Westend, Yaletown 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 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	3	0	NA
700,001 – 800,000	1	0	NA
800,001 – 900,000	1	1	100.00%
900,001 – 1,000,000	0	0	NA
1,000,001 – 1,250,000	2	2	100.00%
1,250,001 – 1,500,000	9	8	88.89%
1,500,001 – 1,750,000	25	14	56.00%
1,750,001 – 2,000,000	32	26	81.25%
2,000,001 – 2,250,000	25	22	88.00%
2,250,001 – 2,500,000	65	15	23.08%
2,500,001 – 2,750,000	43	23	53.49%
2,750,001 – 3,000,000	76	20	26.32%
3,000,001 – 3,500,000	89	28	31.46%
3,500,001 – 4,000,000	90	18	20.00%
4,000,001 – 4,500,000	44	12	27.27%
4,500,001 – 5,000,000	48	6	12.50%
5,000,001 & Greater	141	16	11.35%
<b>TOTAL</b>	<b>695</b>	<b>211</b>	<b>30.36%</b>

2 Bedrooms & Less	27	7	25.93%
3 to 4 Bedrooms	203	81	39.90%
5 to 6 Bedrooms	365	105	28.77%
7 Bedrooms & More	100	18	18.00%
<b>TOTAL</b>	<b>695</b>	<b>211</b>	<b>30.36%</b>

SnapStats® Median Data	February	March	Variance
Inventory	726	695	-4.27%
Solds	167	211	26.35%
Sale Price	\$2,588,000	\$2,718,000	5.02%
Sale Price SQFT	\$872	\$897	2.87%
Sale to List Price Ratio	104%	98%	-5.77%
Days on Market	11	13	18.18%

## Community STATS HOUSES (DETACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Arbutus	27	13	48.15%
Cambie	42	8	19.05%
Dunbar	72	41	56.94%
Fairview	1	1	100.00%
Falsecreek	0	0	NA
Kerrisdale	38	14	36.84%
Kitsilano	33	23	69.70%
Mackenzie Heights	31	4	12.90%
Marpole	45	13	28.89%
Mount Pleasant	1	0	NA
Oakridge	23	0	NA
Point Grey	58	29	50.00%
Quilchena	37	10	27.03%
SW Marine	34	9	26.47%
Shaughnessy	85	14	16.47%
South Cambie	17	4	23.53%
South Granville	99	18	18.18%
Southlands	31	5	16.13%
University	21	5	23.81%
<b>TOTAL</b>	<b>695</b>	<b>211</b>	<b>30.36%</b>

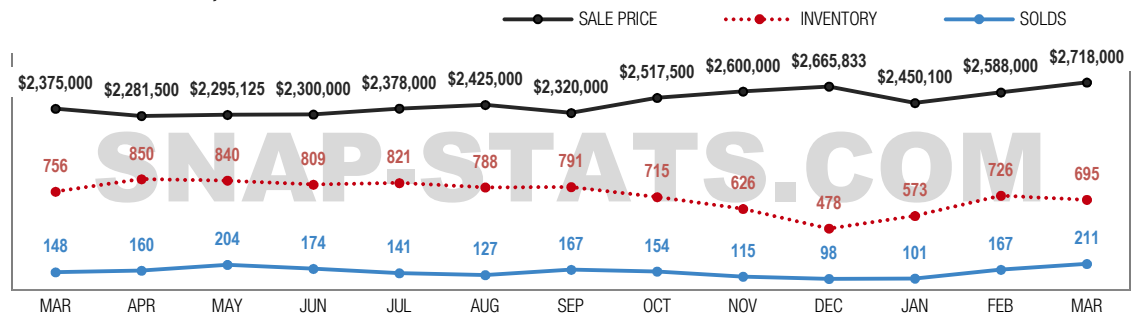
\*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

## Market Summary

- Official Market Type **WESTSIDE DETACHED**: Sellers market at 30% Sales Ratio average (3 in 10 homes selling)
- Homes are selling on average 2% below list price
- Most Active Price Band\* +/- \$2 mil: \$1.25 mil to \$1.5 mil (89% Sales Ratio); \$2 mil to \$2.25 mil (88% Sales Ratio)
- Buyers Best Bet\* +/- \$2 mil: Homes minimum \$4.5 mil, Mackenzie Heights and minimum 7 bedroom properties
- Sellers Best Bet\*: Selling homes in Dunbar, Kitsilano, Point Grey 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	25	9	36.00%
300,001 – 400,000	100	40	40.00%
400,001 – 500,000	149	49	32.89%
500,001 – 600,000	103	38	36.89%
600,001 – 700,000	94	32	34.04%
700,001 – 800,000	76	28	36.84%
800,001 – 900,000	81	21	25.93%
900,001 – 1,000,000	54	9	16.67%
1,000,001 – 1,250,000	54	20	37.04%
1,250,001 – 1,500,000	64	8	12.50%
1,500,001 – 1,750,000	21	4	19.05%
1,750,001 – 2,000,000	13	4	30.77%
2,000,001 – 2,250,000	3	0	NA
2,250,001 – 2,500,000	6	2	33.33%
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	3	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
<b>TOTAL</b>	<b>849</b>	<b>264</b>	<b>31.10%</b>

0 to 1 Bedroom	274	74	27.01%
2 Bedrooms	440	152	34.55%
3 Bedrooms	119	33	27.73%
4 Bedrooms & Greater	16	5	31.25%
<b>TOTAL</b>	<b>849</b>	<b>264</b>	<b>31.10%</b>

SnapStats® Median Data	February	March	Variance
Inventory	802	849	5.86%
Solds	206	264	28.16%
Sale Price	\$580,000	\$594,900	2.57%
Sale Price SQFT	\$635	\$637	0.31%
Sale to List Price Ratio	98%	99%	1.02%
Days on Market	16	14	-12.50%

## Community STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Arbutus	2	0	NA
Cambie	28	6	21.43%
Dunbar	11	1	9.09%
Fairview	142	63	44.37%
Falsecreek	99	32	32.32%
Kerrisdale	40	13	32.50%
Kitsilano	129	71	55.04%
Mackenzie Heights	0	0	NA
Marpole	48	10	20.83%
Mount Pleasant	19	9	47.37%
Oakridge	34	6	17.65%
Point Grey	18	4	22.22%
Quilchena	31	7	22.58%
SW Marine	27	6	22.22%
Shaughnessy	16	3	18.75%
South Cambie	10	2	20.00%
South Granville	7	2	28.57%
Southlands	4	1	25.00%
University	184	28	15.22%
<b>TOTAL</b>	<b>849</b>	<b>264</b>	<b>31.10%</b>

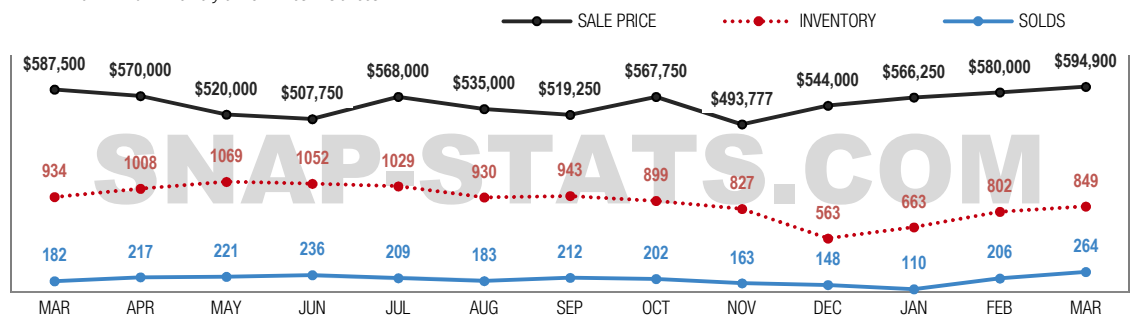
\*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

## Market Summary

- Official Market Type **WESTSIDE ATTACHED**: Sellers market at 31% Sales Ratio average (3.1 in 10 homes selling)
- Homes are selling on average 1% below list price
- Most Active Price Band\*: \$300,000 to \$400,000 with average 40% Sales Ratio (Sellers market)
- Buyers Best Bet:\* Homes between \$1.25 mil to \$1.5 mil, Dunbar, Oakridge, Shaughnessy and University
- Sellers Best Bet:\* Selling homes in Fairview, Kitsilano, Mount Pleasant 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	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	2	2	100.00%
700,001 – 800,000	9	3	33.33%
800,001 – 900,000	36	22	61.11%
900,001 – 1,000,000	42	38	90.48%
1,000,001 – 1,250,000	75	75	100.00%
1,250,001 – 1,500,000	63	46	73.02%
1,500,001 – 1,750,000	37	17	45.95%
1,750,001 – 2,000,000	23	3	13.04%
2,000,001 – 2,250,000	8	3	37.50%
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	0	0	NA
3,000,001 – 3,500,000	1	0	NA
3,500,001 – 4,000,000	1	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
<b>TOTAL</b>	<b>310</b>	<b>210</b>	<b>67.74%</b>

2 Bedrooms & Less	26	13	50.00%
3 to 4 Bedrooms	97	97	100.00%
5 to 6 Bedrooms	115	80	69.57%
7 Bedrooms & More	72	20	27.78%
<b>TOTAL</b>	<b>310</b>	<b>210</b>	<b>67.74%</b>

SnapStats® Median Data	February	March	Variance
Inventory	294	310	5.44%
Solds	144	210	45.83%
Sale Price	\$1,099,000	\$1,137,500	3.50%
Sale Price SQFT	\$491	\$506	3.05%
Sale to List Price Ratio	101%	104%	2.97%
Days on Market	10	8	-20.00%

## Community STATS HOUSES (DETACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Champlain Heights	1	1	100.00%
Collingwood	36	18	50.00%
Downtown	0	0	NA
Fraser	17	13	76.47%
Fraserview	32	10	31.25%
Grandview	14	14	100.00%
Hastings	8	2	25.00%
Hastings East	15	14	93.33%
Killarney	36	18	50.00%
Knight	22	15	68.18%
Main	15	15	100.00%
Mount Pleasant	7	7	100.00%
Renfrew Heights	29	20	68.97%
Renfrew	35	35	100.00%
South Vancouver	32	22	68.75%
Victoria	11	6	54.55%
<b>TOTAL</b>	<b>310</b>	<b>210</b>	<b>67.74%</b>

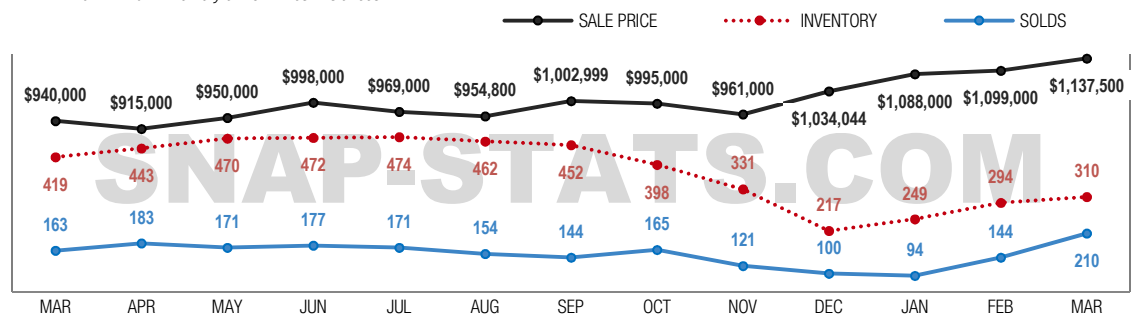
\*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

## Market Summary

- Official Market Type **EASTSIDE DETACHED**: Sellers market at 68% Sales Ratio average (6.8 in 10 homes selling)
- Homes are selling on average 4% above list price
- Most Active Price Band\*: \$900,000 to \$1.25 mil with average 95% Sales Ratio (Sellers market)
- Buyers Best Bet\*: Homes between \$2.25 mil to \$2.5 mil, Fraserview and minimum 7 bedroom properties
- Sellers Best Bet\*: Selling homes in Grandview, Hastings East, Main, Renfrew and 3 to 4 bedroom properties

\* With a minimum inventory of 10 in most instances

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

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	150	48	32.00%
300,001 – 400,000	146	69	47.26%
400,001 – 500,000	85	56	65.88%
500,001 – 600,000	44	18	40.91%
600,001 – 700,000	40	16	40.00%
700,001 – 800,000	16	12	75.00%
800,001 – 900,000	8	7	87.50%
900,001 – 1,000,000	8	5	62.50%
1,000,001 – 1,250,000	5	1	20.00%
1,250,001 – 1,500,000	6	1	16.67%
1,500,001 – 1,750,000	4	1	25.00%
1,750,001 – 2,000,000	0	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	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	0	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
<b>TOTAL</b>	<b>513</b>	<b>235</b>	<b>45.81%</b>

0 to 1 Bedroom	272	97	35.66%
2 Bedrooms	185	103	55.68%
3 Bedrooms	50	33	66.00%
4 Bedrooms & Greater	6	2	33.33%
<b>TOTAL</b>	<b>513</b>	<b>235</b>	<b>45.81%</b>

SnapStats® Median Data	February	March	Variance
Inventory	536	513	-4.29%
Solds	161	235	45.96%
Sale Price	\$373,500	\$402,500	7.76%
Sale Price SQFT	\$517	\$501	-3.09%
Sale to List Price Ratio	100%	101%	1.00%
Days on Market	12	13	8.33%

## Community STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Champlain Heights	23	20	86.96%
Collingwood	107	40	37.38%
Downtown	16	10	62.50%
Fraser	20	10	50.00%
Fraserview	34	11	32.35%
Grandview	28	14	50.00%
Hastings	39	17	43.59%
Hastings East	10	6	60.00%
Killarney	19	6	31.58%
Knight	11	7	63.64%
Main	8	6	75.00%
Mt Pleasant	155	72	46.45%
Renfrew Heights	0	0	NA
Renfrew	17	4	23.53%
South Vancouver	2	0	NA
Victoria	24	12	50.00%
<b>TOTAL</b>	<b>513</b>	<b>235</b>	<b>45.81%</b>

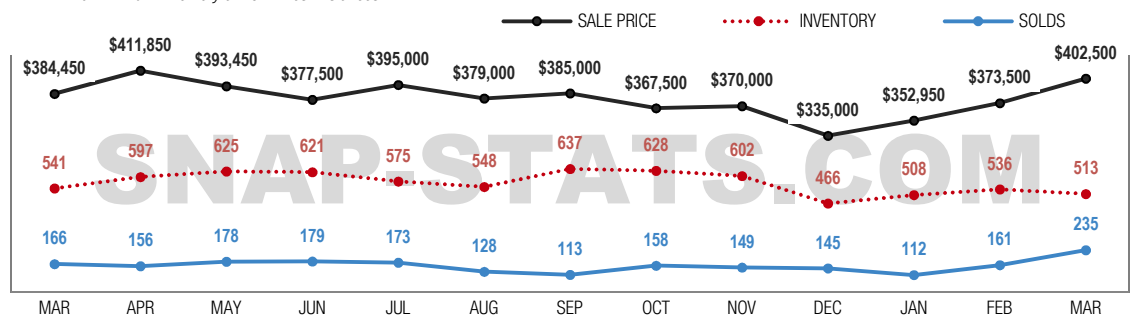
\*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

## Market Summary

- Official Market Type **EASTSIDE ATTACHED**: Sellers market at 46% Sales Ratio average (4.6 in 10 homes selling)
- Homes are selling on average 1% above list price
- Most Active Price Band\*: \$700,000 to \$800,000 with average 75% Sales Ratio (Sellers market)
- Buyers Best Bet\*: Homes between \$0 to \$300,000, Champlain Heights, Downtown, Hastings East, Knight and 3 bedrooms
- Sellers Best Bet\*: Selling homes in Renfrew and 3 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	2	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	1	100.00%
700,001 – 800,000	7	7	100.00%
800,001 – 900,000	17	17	100.00%
900,001 – 1,000,000	24	24	100.00%
1,000,001 – 1,250,000	44	42	95.45%
1,250,001 – 1,500,000	50	42	84.00%
1,500,001 – 1,750,000	34	22	64.71%
1,750,001 – 2,000,000	29	15	51.72%
2,000,001 – 2,250,000	9	7	77.78%
2,250,001 – 2,500,000	11	8	72.73%
2,500,001 – 2,750,000	5	1	20.00%
2,750,001 – 3,000,000	7	1	14.29%
3,000,001 – 3,500,000	8	1	12.50%
3,500,001 – 4,000,000	8	1	12.50%
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	4	0	NA
<b>TOTAL</b>	<b>262</b>	<b>189</b>	<b>72.14%</b>

2 Bedrooms & Less	11	8	72.73%
3 to 4 Bedrooms	131	99	75.57%
5 to 6 Bedrooms	97	72	74.23%
7 Bedrooms & More	23	10	43.48%
<b>TOTAL</b>	<b>262</b>	<b>189</b>	<b>72.14%</b>

SnapStats® Median Data	February	March	Variance
Inventory	248	262	5.65%
Solds	122	189	54.92%
Sale Price	\$1,278,750	\$1,290,000	0.88%
Sale Price SQFT	\$496	\$512	3.23%
Sale to List Price Ratio	98%	100%	2.04%
Days on Market	8	8	NA

## Community STATS HOUSES (DETACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Blueridge	11	10	90.91%
Boulevard	8	8	100.00%
Braemar	8	0	NA
Calverhall	4	4	100.00%
Canyon Heights	25	20	80.00%
Capilano	4	3	75.00%
Central Lonsdale	12	12	100.00%
Deep Cove	10	5	50.00%
Delbrook	4	2	50.00%
Dollarton	10	5	50.00%
Edgemont	17	15	88.24%
Forest Hills	9	9	100.00%
Grouse Woods	3	1	33.33%
Hamilton	8	2	25.00%
Hamilton Heights	1	0	NA
Indian Arm	3	0	NA
Indian River	7	2	28.57%
Lower Lonsdale	6	1	16.67%
Lynn Valley	27	28	103.70%
Lynnmour	8	0	NA
Norgate	2	2	100.00%
Northlands	2	1	50.00%
Pemberton Heights	5	5	100.00%
Pemberton	4	4	100.00%
Princess Park	3	3	100.00%
Queensbury	4	2	50.00%
Roche Point	2	1	50.00%
Seymour	5	2	40.00%
Tempe	2	2	100.00%
Upper Delbrook	10	10	100.00%
Upper Lonsdale	20	17	85.00%
Westlynn	8	7	87.50%
Westlynn Terrace	2	2	100.00%
Windsor Park	3	3	100.00%
Woodlands-Sunshine Cascade	5	1	20.00%
<b>TOTAL</b>	<b>262</b>	<b>189</b>	<b>72.14%</b>

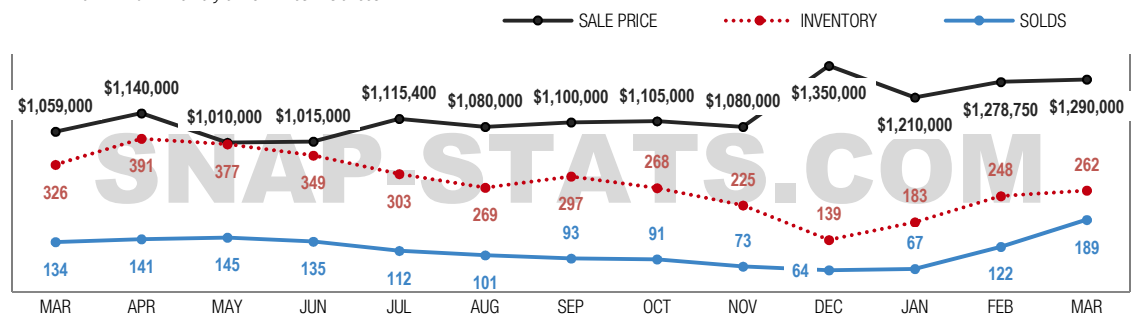
\*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

## Market Summary

- Official Market Type **NORTH VANCOUVER DETACHED**: Sellers market at 72% Sales Ratio average (7.2 in 10 homes selling)
- Homes are selling on average at list price
- Most Active Price Band\*: \$800,000 to \$1.25 mil with average 99% Sales Ratio (Sellers market)
- Buyers Best Bet\*: Insufficient data (all categories are strong Sellers market)
- Sellers Best Bet\*: Selling homes in Central Lonsdale, Forest Hills, Lynn Valley, Upper Delbrook and 2 to 6 bedroom properties

\* With a minimum inventory of 10 in most instances

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

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	78	31	39.74%
300,001 – 400,000	133	39	29.32%
400,001 – 500,000	100	34	34.00%
500,001 – 600,000	57	40	70.18%
600,001 – 700,000	48	24	50.00%
700,001 – 800,000	22	15	68.18%
800,001 – 900,000	14	4	28.57%
900,001 – 1,000,000	10	3	30.00%
1,000,001 – 1,250,000	5	2	40.00%
1,250,001 – 1,500,000	4	4	100.00%
1,500,001 – 1,750,000	4	0	NA
1,750,001 – 2,000,000	2	0	NA
2,000,001 – 2,250,000	1	0	NA
2,250,001 – 2,500,000	1	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	1	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	0	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
<b>TOTAL</b>	<b>480</b>	<b>196</b>	<b>40.83%</b>

0 to 1 Bedroom	185	57	30.81%
2 Bedrooms	229	88	38.43%
3 Bedrooms	55	40	72.73%
4 Bedrooms & Greater	11	11	100.00%
<b>TOTAL</b>	<b>480</b>	<b>196</b>	<b>40.83%</b>

SnapStats® Median Data	February	March	Variance
Inventory	477	480	0.63%
Solds	139	196	41.01%
Sale Price	\$468,888	\$472,450	0.76%
Sale Price SQFT	\$481	\$486	1.04%
Sale to List Price Ratio	100%	99%	-1.00%
Days on Market	13	14	7.69%

## Community STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Blueridge	2	2	100.00%
Boulevard	0	0	NA
Braemar	0	0	NA
Calverhall	0	0	NA
Canyon Heights	1	0	NA
Capilano	7	2	28.57%
Central Lonsdale	129	39	30.23%
Deep Cove	3	1	33.33%
Delbrook	2	2	100.00%
Dollarton	0	0	NA
Edgemont	4	4	100.00%
Forest Hills	0	0	NA
Grouse Woods	2	1	50.00%
Hamilton	26	8	30.77%
Hamilton Heights	0	0	NA
Indian Arm	0	0	NA
Indian River	7	2	28.57%
Lower Lonsdale	131	59	45.04%
Lynn Valley	24	24	100.00%
Lynnmour	16	8	50.00%
Norgate	24	3	12.50%
Northlands	13	4	30.77%
Pemberton Heights	2	0	NA
Pemberton	35	6	17.14%
Princess Park	0	0	NA
Queensbury	0	0	NA
Roche Point	32	16	50.00%
Seymour	10	7	70.00%
Tempe	0	0	NA
Upper Delbrook	0	0	NA
Upper Lonsdale	6	4	66.67%
Westlynn	4	4	100.00%
Westlynn Terrace	0	0	NA
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	0	0	NA
<b>TOTAL</b>	<b>480</b>	<b>196</b>	<b>40.83%</b>

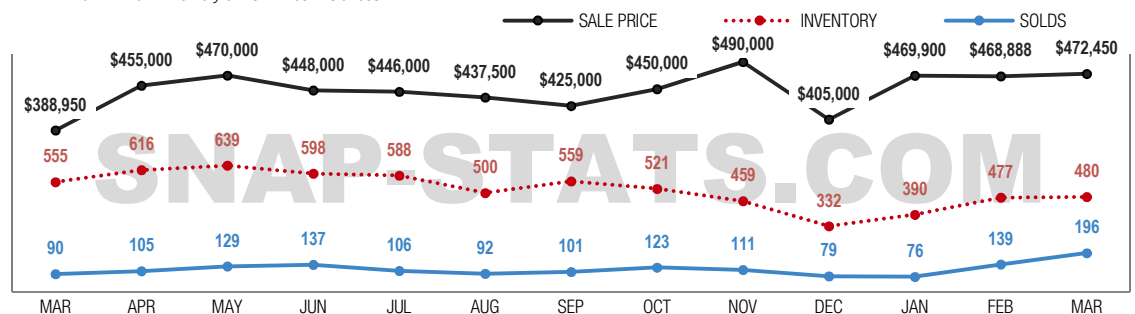
\*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

## Market Summary

- Official Market Type **NORTH VANCOUVER ATTACHED**: Sellers market at 41% Sales Ratio average (4.1 in 10 homes selling)
- Homes are selling on average 1% below list price
- Most Active Price Band\*: \$500,000 to \$600,000 with average 70% Sales Ratio (Sellers market)
- Buyers Best Bet\*: Homes between \$300,000 to \$400,000; \$800,000 to 900,000, Norgate, Pemberton and up to 1 bedroom
- Sellers Best Bet\*: Selling homes in Lynn Valley, Seymour 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	2	0	NA
600,001 – 700,000	1	0	NA
700,001 – 800,000	2	1	50.00%
800,001 – 900,000	2	1	50.00%
900,001 – 1,000,000	5	0	NA
1,000,001 – 1,250,000	10	5	50.00%
1,250,001 – 1,500,000	24	9	37.50%
1,500,001 – 1,750,000	16	7	43.75%
1,750,001 – 2,000,000	27	16	59.26%
2,000,001 – 2,250,000	23	8	34.78%
2,250,001 – 2,500,000	41	11	26.83%
2,500,001 – 2,750,000	26	3	11.54%
2,750,001 – 3,000,000	37	6	16.22%
3,000,001 – 3,500,000	38	11	28.95%
3,500,001 – 4,000,000	34	6	17.65%
4,000,001 – 4,500,000	31	3	9.68%
4,500,001 – 5,000,000	29	2	6.90%
5,000,001 & Greater	115	12	10.43%
<b>TOTAL</b>	<b>463</b>	<b>101</b>	<b>21.81%</b>

2 Bedrooms & Less	17	7	41.18%
3 to 4 Bedrooms	213	49	23.00%
5 to 6 Bedrooms	213	41	19.25%
7 Bedrooms & More	20	4	20.00%
<b>TOTAL</b>	<b>463</b>	<b>101</b>	<b>21.81%</b>

SnapStats® Median Data	February	March	Variance
Inventory	457	463	1.31%
Solds	116	101	-12.93%
Sale Price	\$2,342,500	\$2,300,000	-1.81%
Sale Price SQFT	\$703	\$671	-4.55%
Sale to List Price Ratio	98%	97%	-1.02%
Days on Market	11	15	36.36%

## Community STATS HOUSES (DETACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Altamont	11	0	NA
Ambleside	47	11	23.40%
Bayridge	13	2	15.38%
British Properties	86	18	20.93%
Canterbury	11	1	9.09%
Caulfield	32	7	21.88%
Cedardale	6	3	50.00%
Chartwell	26	6	23.08%
Chelsea Park	3	0	NA
Cypress	8	2	25.00%
Cypress Park Estates	8	1	12.50%
Deer Ridge	1	0	NA
Dundarave	26	11	42.31%
Eagle Harbour	11	2	18.18%
Eagleridge	9	0	NA
Furry Creek	8	2	25.00%
Gleneagles	9	1	11.11%
Glenmore	9	5	55.56%
Horseshoe Bay	11	1	9.09%
Howe Sound	14	1	7.14%
Lions Bay	11	1	9.09%
Old Caulfield	3	1	33.33%
Panorama Village	2	0	NA
Park Royal	1	0	NA
Porteau Cove	0	0	NA
Queens	15	6	40.00%
Rockridge	11	0	NA
Sandy Cove	5	1	20.00%
Sentinel Hill	18	2	11.11%
Upper Caulfield	3	3	100.00%
West Bay	9	3	33.33%
Westhill	4	2	50.00%
Westmount	11	2	18.18%
Whitby Estates	14	4	28.57%
Whytecliff	7	2	28.57%
<b>TOTAL</b>	<b>463</b>	<b>101</b>	<b>21.81%</b>

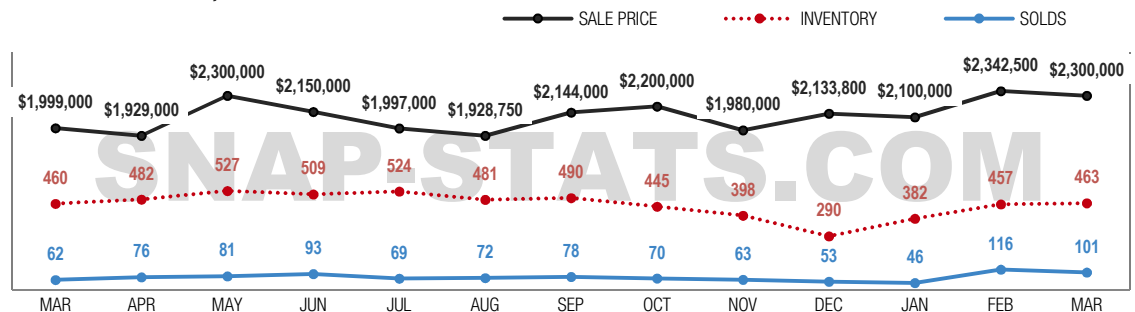
\*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

## Market Summary

- Official Market Type **WEST VANCOUVER DETACHED**: Sellers market at 22% Sales Ratio average (2.2 in 10 homes selling)
- Homes are selling on average 3% below list price
- Most Active Price Band\*: \$1.75 mil to \$2 mil with average 59% Sales Ratio (Sellers market)
- Buyers Best Bet\*: Homes \$4.5 to \$5 mil, Canterbury, Horseshoe Bay, Howe Sound, Lions Bay and minimum 5 bedroom properties
- Sellers Best Bet\*: Selling homes in Dundarave, Glenmore, Queens 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	7	3	42.86%
400,001 – 500,000	8	0	NA
500,001 – 600,000	5	3	60.00%
600,001 – 700,000	9	4	44.44%
700,001 – 800,000	9	1	11.11%
800,001 – 900,000	7	1	14.29%
900,001 – 1,000,000	11	5	45.45%
1,000,001 – 1,250,000	13	3	23.08%
1,250,001 – 1,500,000	8	2	25.00%
1,500,001 – 1,750,000	8	1	12.50%
1,750,001 – 2,000,000	5	2	40.00%
2,000,001 – 2,250,000	1	0	NA
2,250,001 – 2,500,000	0	0	NA
2,500,001 – 2,750,000	1	0	NA
2,750,001 – 3,000,000	3	0	NA
3,000,001 – 3,500,000	3	1	33.33%
3,500,001 – 4,000,000	3	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	1	100.00%
<b>TOTAL</b>	<b>107</b>	<b>28</b>	<b>26.17%</b>

0 to 1 Bedroom	22	3	13.64%
2 Bedrooms	63	18	28.57%
3 Bedrooms	21	7	33.33%
4 Bedrooms & Greater	1	0	NA
<b>TOTAL</b>	<b>107</b>	<b>28</b>	<b>26.17%</b>

SnapStats® Median Data	February	March	Variance
Inventory	107	107	NA
Solds	26	28	7.69%
Sale Price	\$846,500	\$937,500	10.75%
Sale Price SQFT	\$719	\$777	8.07%
Sale to List Price Ratio	97%	98%	1.03%
Days on Market	25	40	60.00%

## Community STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Altamont	0	0	NA
Ambleside	28	4	14.29%
Bayridge	0	0	NA
British Properties	0	0	NA
Canterbury	0	0	NA
Caulfield	0	0	NA
Cedardale	3	2	66.67%
Chartwell	0	0	NA
Chelsea Park	1	1	100.00%
Cypress	0	0	NA
Cypress Park Estates	2	2	100.00%
Deer Ridge	1	0	NA
Dundarave	21	7	33.33%
Eagle Harbour	0	0	NA
Eagleridge	0	0	NA
Furry Creek	3	2	66.67%
Gleneagles	0	0	NA
Glenmore	1	0	NA
Horseshoe Bay	2	0	NA
Howe Sound	5	2	40.00%
Lions Bay	1	1	100.00%
Old Caulfield	0	0	NA
Panorama Village	12	2	16.67%
Park Royal	16	3	18.75%
Porteau Cove	0	0	NA
Queens	0	0	NA
Rockridge	0	0	NA
Sandy Cove	0	0	NA
Sentinel Hill	2	0	NA
Upper Caulfield	1	1	100.00%
West Bay	0	0	NA
Westhill	0	0	NA
Westmount	0	0	NA
Whitby Estates	8	1	12.50%
Whytecliff	0	0	NA
<b>TOTAL</b>	<b>107</b>	<b>28</b>	<b>26.17%</b>

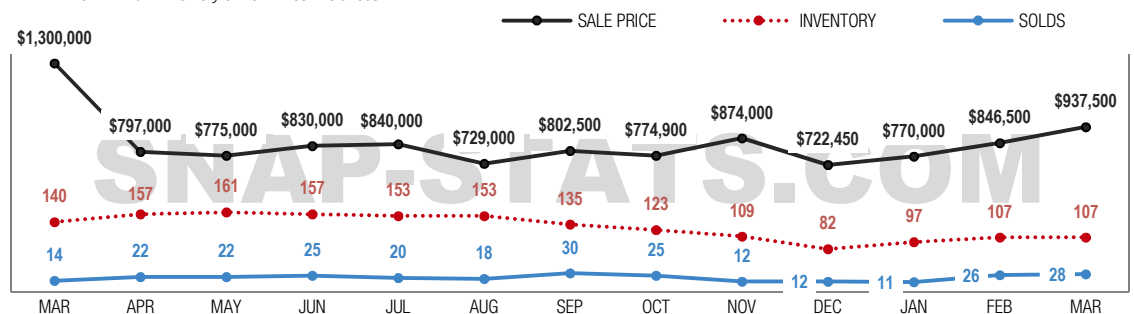
\*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

## Market Summary

- Official Market Type **WEST VANCOUVER ATTACHED**: Sellers market at 26% Sales Ratio average (2.6 in 10 homes selling)
- Homes are selling on average 2% below list price
- Most Active Price Band\*: \$600,000 to \$700,000; \$900,000 to \$1 mil with average 45% Sales Ratio (Sellers market)
- Buyers Best Bet\*: Homes between \$700,000 to \$800,000, Ambleside and up to 1 bedroom properties
- Sellers Best Bet\*: Selling homes in Dundarave 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	2	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	2	0	NA
600,001 – 700,000	4	2	50.00%
700,001 – 800,000	15	15	100.00%
800,001 – 900,000	37	18	48.65%
900,001 – 1,000,000	45	34	75.56%
1,000,001 – 1,250,000	107	57	53.27%
1,250,001 – 1,500,000	108	38	35.19%
1,500,001 – 1,750,000	58	24	41.38%
1,750,001 – 2,000,000	66	15	22.73%
2,000,001 – 2,250,000	26	5	19.23%
2,250,001 – 2,500,000	31	11	35.48%
2,500,001 – 2,750,000	20	2	10.00%
2,750,001 – 3,000,000	17	2	11.76%
3,000,001 – 3,500,000	12	1	8.33%
3,500,001 – 4,000,000	5	0	NA
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	3	0	NA
<b>TOTAL</b>	<b>559</b>	<b>224</b>	<b>40.07%</b>

2 Bedrooms & Less	17	2	11.76%
3 to 4 Bedrooms	196	119	60.71%
5 to 6 Bedrooms	312	98	31.41%
7 Bedrooms & More	34	5	14.71%
<b>TOTAL</b>	<b>559</b>	<b>224</b>	<b>40.07%</b>

SnapStats® Median Data	February	March	Variance
Inventory	583	559	-4.12%
Solds	163	224	37.42%
Sale Price	\$1,050,000	\$1,157,000	10.19%
Sale Price SQFT	\$420	\$454	8.10%
Sale to List Price Ratio	97%	97%	NA
Days on Market	14	18	28.57%

## Community STATS HOUSES (DETACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Boyd Park	18	18	100.00%
Bridgeport	11	2	18.18%
Brighthouse	3	1	33.33%
Brighthouse South	0	0	NA
Broadmoor	46	16	34.78%
East Cambie	21	8	38.10%
East Richmond	13	1	7.69%
Garden City	28	6	21.43%
Gilmore	3	2	66.67%
Granville	33	13	39.39%
Hamilton	13	6	46.15%
Ironwood	21	7	33.33%
Lackner	20	9	45.00%
McLennan	7	1	14.29%
McLennan North	9	4	44.44%
McNair	23	6	26.09%
Quilchena	25	14	56.00%
Riverdale	36	14	38.89%
Saunders	28	9	32.14%
Sea Island	1	0	NA
Seafair	54	18	33.33%
South Arm	24	6	25.00%
Steveston North	27	19	70.37%
Steveston South	15	10	66.67%
Steveston Village	6	4	66.67%
Terra Nova	17	7	41.18%
West Cambie	23	10	43.48%
Westwind	7	1	14.29%
Woodwards	27	12	44.44%
<b>TOTAL</b>	<b>559</b>	<b>224</b>	<b>40.07%</b>

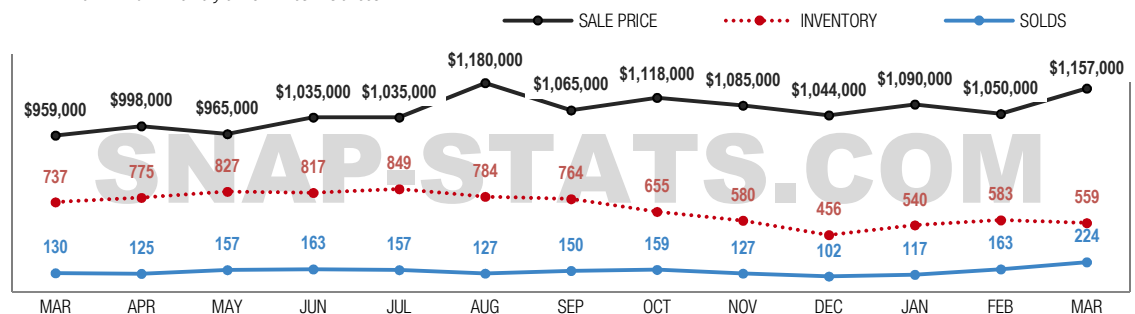
\*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

## Market Summary

- Official Market Type **RICHMOND DETACHED**: Sellers market at 40% Sales Ratio average (4 in 10 homes selling)
- Homes are selling on average 3% below list price
- Most Active Price Band\*: \$700,000 to \$800,000 with average 100% Sales Ratio (Sellers market)
- Buyers Best Bet\*: Homes between \$2.5 mil to \$3.5 mil, Bridgeport, East Richmond and up to 2 bedroom properties
- Sellers Best Bet\*: Selling homes in Boyd Park, Steveston and 3 to 4 bedrooms 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	301	67	22.26%
300,001 – 400,000	239	81	33.89%
400,001 – 500,000	232	57	24.57%
500,001 – 600,000	188	62	32.98%
600,001 – 700,000	105	27	25.71%
700,001 – 800,000	36	14	38.89%
800,001 – 900,000	27	3	11.11%
900,001 – 1,000,000	17	1	5.88%
1,000,001 – 1,250,000	11	2	18.18%
1,250,001 – 1,500,000	7	0	NA
1,500,001 – 1,750,000	5	0	NA
1,750,001 – 2,000,000	4	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	0	0	NA
<b>TOTAL</b>	<b>1179</b>	<b>314</b>	<b>26.63%</b>

0 to 1 Bedroom	298	59	19.80%
2 Bedrooms	550	139	25.27%
3 Bedrooms	286	95	33.22%
4 Bedrooms & Greater	45	21	46.67%
<b>TOTAL</b>	<b>1179</b>	<b>314</b>	<b>26.63%</b>

SnapStats® Median Data	February	March	Variance
Inventory	1168	1179	0.94%
Solds	227	314	38.33%
Sale Price	\$418,000	\$410,000	-1.91%
Sale Price SQFT	\$398	\$391	-1.76%
Sale to List Price Ratio	98%	96%	-2.04%
Days on Market	25	31	24.00%

## Community STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Boyd Park	18	10	55.56%
Bridgeport	56	14	25.00%
Brighthouse	428	61	14.25%
Brighthouse South	175	64	36.57%
Broadmoor	9	2	22.22%
East Cambie	11	4	36.36%
East Richmond	7	1	14.29%
Garden City	13	6	46.15%
Gilmore	0	0	NA
Granville	32	2	6.25%
Hamilton	8	3	37.50%
Ironwood	16	4	25.00%
Lackner	5	2	40.00%
McLennan	0	0	NA
McLennan North	113	29	25.66%
McNair	0	0	NA
Quilchena	1	1	100.00%
Riverdale	31	14	45.16%
Saunders	11	2	18.18%
Sea Island	2	0	NA
Seafair	2	2	100.00%
South Arm	21	4	19.05%
Steveston North	17	1	5.88%
Steveston South	47	20	42.55%
Steveston Village	5	5	100.00%
Terra Nova	17	3	17.65%
West Cambie	117	46	39.32%
Westwind	2	1	50.00%
Woodwards	15	13	86.67%
<b>TOTAL</b>	<b>1179</b>	<b>314</b>	<b>26.63%</b>

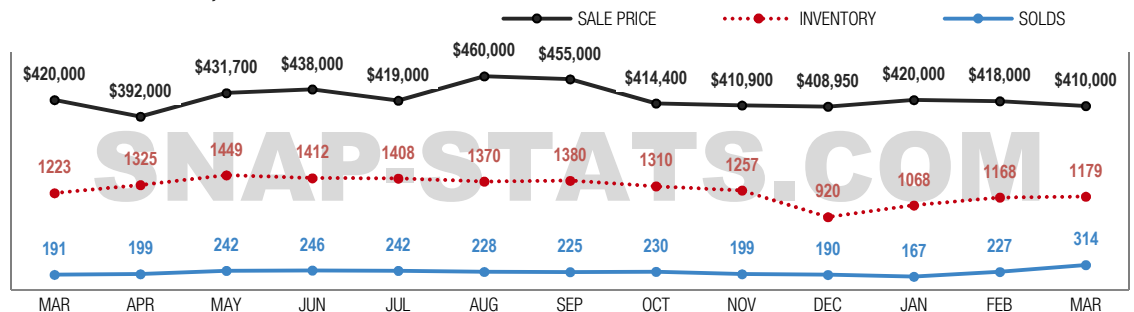
\*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

## Market Summary

- Official Market Type **RICHMOND ATTACHED**: Sellers market at 27% Sales Ratio average (2.7 in 10 homes selling)
- Homes are selling on average 4% below list price
- Most Active Price Band\*: \$700,000 to \$800,000 with average 39% Sales Ratio (Sellers market)
- Buyers Best Bet\*: Homes between \$900,000 to \$1 mil, Granville, Steveston North and up to 1 bedroom properties
- Sellers Best Bet\*: Selling homes in Boyd Park, Woodwards and minimum 4 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	0	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	6	6	100.00%
700,001 – 800,000	13	6	46.15%
800,001 – 900,000	16	11	68.75%
900,001 – 1,000,000	7	7	100.00%
1,000,001 – 1,250,000	13	4	30.77%
1,250,001 – 1,500,000	10	3	30.00%
1,500,001 – 1,750,000	2	1	50.00%
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	2	0	NA
3,000,001 – 3,500,000	2	0	NA
3,500,001 – 4,000,000	1	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
<b>TOTAL</b>	<b>80</b>	<b>39</b>	<b>48.75%</b>

2 Bedrooms & Less	5	3	60.00%
3 to 4 Bedrooms	54	26	48.15%
5 to 6 Bedrooms	20	9	45.00%
7 Bedrooms & More	1	1	100.00%
<b>TOTAL</b>	<b>80</b>	<b>39</b>	<b>48.75%</b>

SnapStats® Median Data	February	March	Variance
Inventory	78	80	2.56%
Solds	26	39	50.00%
Sale Price	\$822,500	\$880,000	6.99%
Sale Price SQFT	\$358	\$380	6.15%
Sale to List Price Ratio	98%	99%	1.02%
Days on Market	16	14	-12.50%

## Community STATS HOUSES (DETACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Beach Grove	8	4	50.00%
Boundary Beach	11	4	36.36%
Cliff Drive	11	5	45.45%
English Bluff	11	4	36.36%
Pebble Hill	15	7	46.67%
Tsawwassen Central	14	14	100.00%
Tsawwassen East	10	1	10.00%
<b>TOTAL</b>	<b>80</b>	<b>39</b>	<b>48.75%</b>

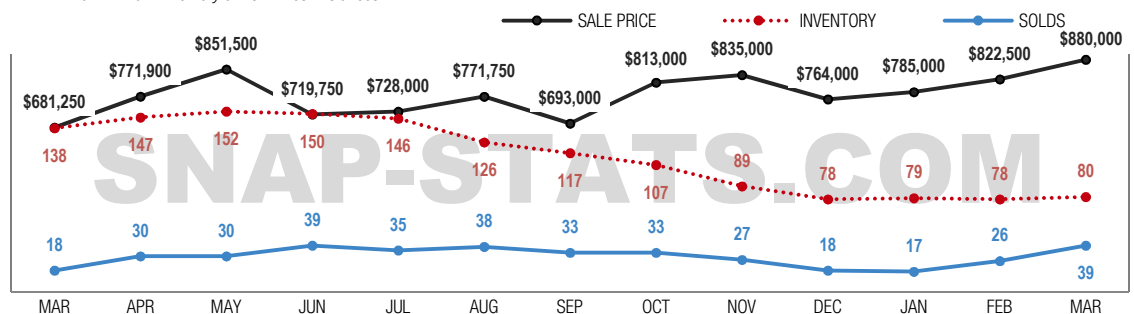
\*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

## Market Summary

- Official Market Type **TSAWWASSEN DETACHED**: Sellers market at 49% Sales Ratio average (4.9 in 10 homes selling)
- Homes are selling on average 1% below list price
- Most Active Price Band\*: \$800,000 to \$900,000 with average 69% Sales Ratio (Sellers market)
- Buyers Best Bet\*: Homes between \$1 mil to \$1.5 mil, Tsawwassen East and 3 to 6 bedrooms (Sellers market)
- Sellers Best Bet\*: Selling homes in Tsawwassen Central 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	8	4	50.00%
300,001 – 400,000	12	9	75.00%
400,001 – 500,000	7	7	100.00%
500,001 – 600,000	7	1	14.29%
600,001 – 700,000	1	1	100.00%
700,001 – 800,000	5	0	NA
800,001 – 900,000	2	0	NA
900,001 – 1,000,000	1	0	NA
1,000,001 – 1,250,000	5	0	NA
1,250,001 – 1,500,000	1	0	NA
1,500,001 – 1,750,000	0	0	NA
1,750,001 – 2,000,000	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
<b>TOTAL</b>	<b>50</b>	<b>22</b>	<b>44.00%</b>

0 to 1 Bedroom	3	3	100.00%
2 Bedrooms	39	19	48.72%
3 Bedrooms	8	0	NA
4 Bedrooms & Greater	0	0	NA
<b>TOTAL</b>	<b>50</b>	<b>22</b>	<b>44.00%</b>

SnapStats® Median Data	February	March	Variance
Inventory	60	50	-16.67%
Solds	11	22	100.00%
Sale Price	\$385,000	\$378,500	-1.69%
Sale Price SQFT	\$289	\$359	24.22%
Sale to List Price Ratio	97%	97%	NA
Days on Market	58	19	-67.24%

## Community STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Beach Grove	14	5	35.71%
Boundary Beach	2	1	50.00%
Cliff Drive	21	9	42.86%
English Bluff	2	0	NA
Pebble Hill	0	0	NA
Tsawwassen Central	8	4	50.00%
Tsawwassen East	3	3	100.00%
<b>TOTAL</b>	<b>50</b>	<b>22</b>	<b>44.00%</b>

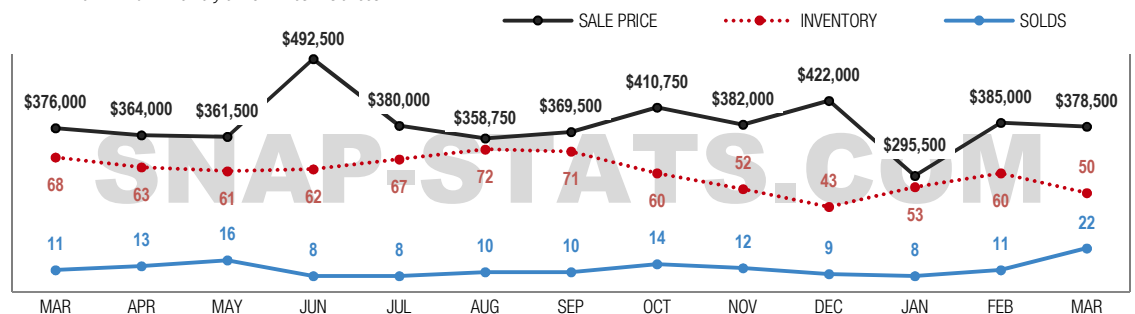
\*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

## Market Summary

- Official Market Type **TSAWWASSEN ATTACHED**: Sellers market at 44% Sales Ratio average (4.4 in 10 homes selling)
- Homes are selling on average 3% below list price
- Most Active Price Band\*: \$300,000 to \$400,000 with average 75% Sales Ratio (Sellers market)
- Buyers Best Bet\*: Homes between \$500,000 to \$600,000 and Beach Grove (Sellers market)
- 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	3	0	NA
300,001 – 400,000	1	1	100.00%
400,001 – 500,000	1	0	NA
500,001 – 600,000	1	0	NA
600,001 – 700,000	10	10	100.00%
700,001 – 800,000	10	9	90.00%
800,001 – 900,000	3	2	66.67%
900,001 – 1,000,000	3	2	66.67%
1,000,001 – 1,250,000	8	1	12.50%
1,250,001 – 1,500,000	3	1	33.33%
1,500,001 – 1,750,000	0	0	NA
1,750,001 – 2,000,000	2	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	1	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	1	0	NA
<b>TOTAL</b>	<b>47</b>	<b>26</b>	<b>55.32%</b>

2 Bedrooms & Less	9	2	22.22%
3 to 4 Bedrooms	29	21	72.41%
5 to 6 Bedrooms	8	3	37.50%
7 Bedrooms & More	1	0	NA
<b>TOTAL</b>	<b>47</b>	<b>26</b>	<b>55.32%</b>

SnapStats® Median Data	February	March	Variance
Inventory	39	47	20.51%
Solds	26	26	NA
Sale Price	\$657,500	\$722,500	9.89%
Sale Price SQFT	\$305	\$315	3.28%
Sale to List Price Ratio	99%	100%	1.01%
Days on Market	10	8	-20.00%

## Community STATS HOUSES (DETACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Delta Manor	6	5	83.33%
East Delta	2	0	NA
Hawthorne	10	5	50.00%
Holly	5	5	100.00%
Ladner Elementary	4	4	100.00%
Ladner Rural	6	1	16.67%
Neilsen Grove	9	4	44.44%
Port Guichon	3	2	66.67%
Westham Island	2	0	NA
<b>TOTAL</b>	<b>47</b>	<b>26</b>	<b>55.32%</b>

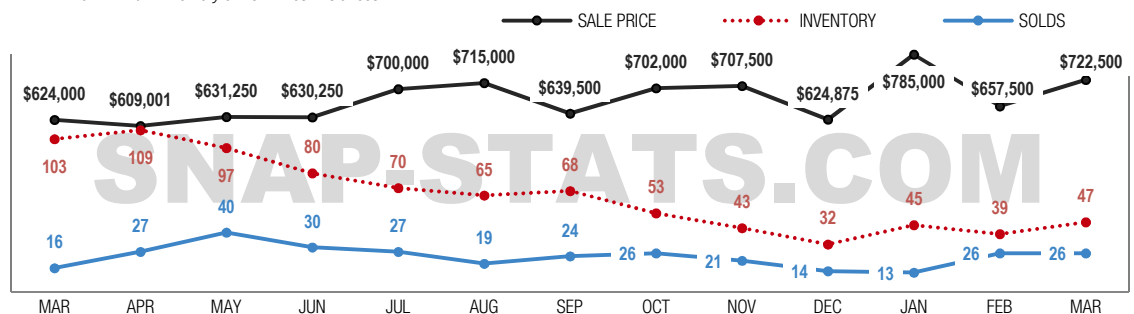
\*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

## Market Summary

- Official Market Type **LADNER DETACHED**: Sellers market at 55% Sales Ratio average (5.5 in 10 homes selling)
- Homes are selling on average at list price
- Most Active Price Band\*: \$600,000 to \$800,000 with average 95% Sales Ratio (Sellers market)
- Buyers Best Bet\*: Homes between \$1 mil to \$1.25 mil and up to 2 bedroom properties
- Sellers Best Bet\*: Selling homes in Hawthorne, Neilsen Grove 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	4	4	100.00%
300,001 – 400,000	7	5	71.43%
400,001 – 500,000	7	7	100.00%
500,001 – 600,000	4	4	100.00%
600,001 – 700,000	3	0	NA
700,001 – 800,000	2	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
<b>TOTAL</b>	<b>27</b>	<b>20</b>	<b>74.07%</b>

0 to 1 Bedroom	2	1	50.00%
2 Bedrooms	19	13	68.42%
3 Bedrooms	6	6	100.00%
4 Bedrooms & Greater	0	0	NA
<b>TOTAL</b>	<b>27</b>	<b>20</b>	<b>74.07%</b>

SnapStats® Median Data	February	March	Variance
Inventory	33	27	-18.18%
Solds	7	20	185.71%
Sale Price	\$372,000	\$436,000	17.20%
Sale Price SQFT	\$288	\$319	10.76%
Sale to List Price Ratio	98%	100%	2.04%
Days on Market	5	10	100.00%

## Community *STATS CONDO & TH (ATTACHED)*

SnapStats®	Inventory	Sales	Sales Ratio*
Delta Manor	7	5	71.43%
East Delta	4	4	100.00%
Hawthorne	4	3	75.00%
Holly	1	1	100.00%
Ladner Elementary	7	7	100.00%
Ladner Rural	0	0	NA
Neilsen Grove	4	0	NA
Port Guichon	0	0	NA
Westham Island	0	0	NA
<b>TOTAL</b>	<b>27</b>	<b>20</b>	<b>74.07%</b>

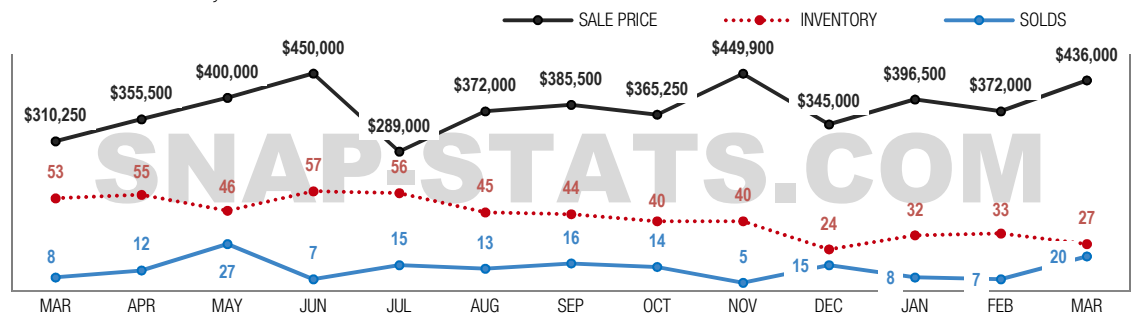
\*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

## Market Summary

- Official Market Type **LADNER ATTACHED**: Sellers market at 74% Sales Ratio average (7.4 in 10 homes selling)
- Homes are selling on average at list price
- Most Active Price Band\*: \$400,000 to \$500,000 with a total of 7 sales (Sellers market)
- Buyers Best Bet\*: Insufficient data
- Sellers Best Bet\*: Homes in Ladner Elementary and 2 to 3 bedroom properties

\* With a minimum inventory of 10 in most instances

## 13 Month Market Trend



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