

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 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	1	0	NA
1,250,001 – 1,500,000	2	2	100%
1,500,001 – 1,750,000	10	10	100%
1,750,001 – 2,000,000	18	11	61.11%
2,000,001 – 2,250,000	21	16	76.19%
2,250,001 – 2,500,000	35	14	40.00%
2,500,001 – 2,750,000	29	10	34.48%
2,750,001 – 3,000,000	53	22	41.51%
3,000,001 – 3,500,000	81	30	37.04%
3,500,001 – 4,000,000	69	15	21.74%
4,000,001 – 4,500,000	45	10	22.22%
4,500,001 – 5,000,000	48	8	16.67%
5,000,001 & Greater	151	14	9.27%
TOTAL	565	162	28.67%

2 Bedrooms & Less	20	9	45.00%
3 to 4 Bedrooms	174	69	39.66%
5 to 6 Bedrooms	282	70	24.82%
7 Bedrooms & More	89	14	15.73%
TOTAL	565	162	28.67%

SnapStats® Median Data	September	October	Variance
Inventory	632	565	-10.60%
Solds	124	162	30.65%
Sale Price	\$2,877,830	\$2,940,000	2.16%
Sale Price SQFT	\$919	\$996	8.38%
Sale to List Price Ratio	97%	99%	2.06%
Days on Market	20	13	-35.00%

Community STATS HOUSES (DETACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Arbutus	26	5	19.23%
Cambie	36	5	13.89%
Dunbar	56	27	48.21%
Fairview	1	0	NA
Falsecreek	1	1	100%
Kerrisdale	34	14	41.18%
Kitsilano	29	22	75.86%
Mackenzie Heights	20	9	45.00%
Marpole	31	13	41.94%
Mount Pleasant	0	0	NA
Oakridge	14	6	42.86%
Point Grey	51	15	29.41%
Quilchena	17	7	41.18%
SW Marine	31	9	29.03%
Shaughnessy	87	7	8.05%
South Cambie	8	1	12.50%
South Granville	77	12	15.58%
Southlands	35	7	20.00%
University	11	2	18.18%
TOTAL	565	162	28.67%

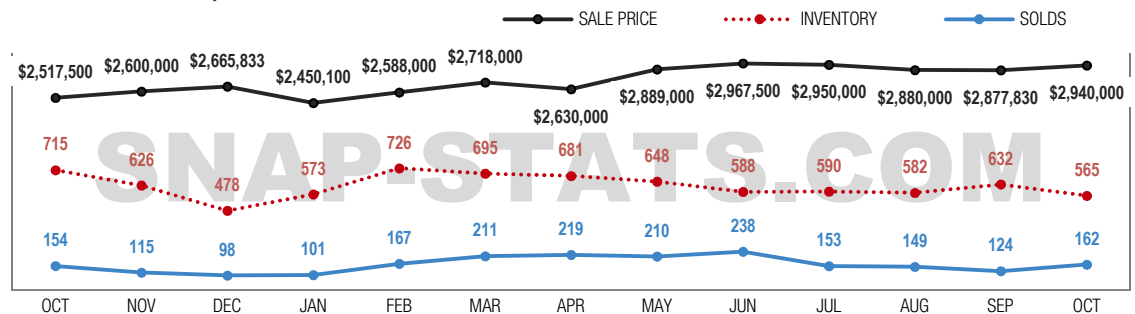
*Sales Ratio: Speed of homes selling (Sales to Inventory Ratio). Higher is faster.

Market Summary

- Official Market Type **WESTSIDE DETACHED**: Sellers market at 29% Sales Ratio average (2.9 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band* +/--\$2.5 mil: \$1.5 mil to \$1.75 mil (100% Sales Ratio)/ \$2.75 mil to \$3 mil (41% Sales Ratio)
- Buyers Best Bet* +/--\$2.5 mil: \$2.25 mil to \$2.5 mil/\$5 mil plus, Shaughnessy and minimum 7 bedroom properties
- Sellers Best Bet*: Selling homes in Kitsilano and up to 2 bedroom properties

* With a minimum inventory of 10 in most instances

13 Month Market Trend



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

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	14	5	35.71%
300,001 – 400,000	62	24	38.71%
400,001 – 500,000	77	47	61.04%
500,001 – 600,000	74	26	35.14%
600,001 – 700,000	55	36	65.45%
700,001 – 800,000	65	24	36.92%
800,001 – 900,000	79	17	21.52%
900,001 – 1,000,000	38	13	34.21%
1,000,001 – 1,250,000	55	21	38.18%
1,250,001 – 1,500,000	40	17	42.50%
1,500,001 – 1,750,000	19	7	36.84%
1,750,001 – 2,000,000	13	3	23.08%
2,000,001 – 2,250,000	2	0	NA
2,250,001 – 2,500,000	5	0	NA
2,500,001 – 2,750,000	2	0	NA
2,750,001 – 3,000,000	2	0	NA
3,000,001 – 3,500,000	1	1	100%
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
TOTAL	606	241	39.77%

0 to 1 Bedroom	184	65	35.33%
2 Bedrooms	323	132	40.87%
3 Bedrooms	91	40	43.96%
4 Bedrooms & Greater	8	4	50.00%
TOTAL	606	241	39.77%

SnapStats® Median Data	September	October	Variance
Inventory	667	606	-9.15%
Solds	219	241	10.05%
Sale Price	\$599,000	\$661,000	10.35%
Sale Price SQFT	\$678	\$670	-1.18%
Sale to List Price Ratio	100%	97%	-3.00%
Days on Market	12	19	58.33%

Community *STATS CONDO & TH (ATTACHED)*

SnapStats®	Inventory	Sales	Sales Ratio*
Arbutus	1	0	NA
Cambie	32	9	28.13%
Dunbar	9	4	44.44%
Fairview	90	59	65.56%
Falsecreek	59	23	38.98%
Kerrisdale	28	12	42.86%
Kitsilano	92	41	44.57%
Mackenzie Heights	1	1	100%
Marpole	40	11	27.50%
Mount Pleasant	14	6	42.86%
Oakridge	16	7	43.75%
Point Grey	12	4	33.33%
Quilchena	23	9	39.13%
SW Marine	26	3	11.54%
Shaughnessy	5	4	80.00%
South Cambie	5	1	20.00%
South Granville	5	3	60.00%
Southlands	4	1	25.00%
University	144	43	29.86%
TOTAL	606	241	39.77%

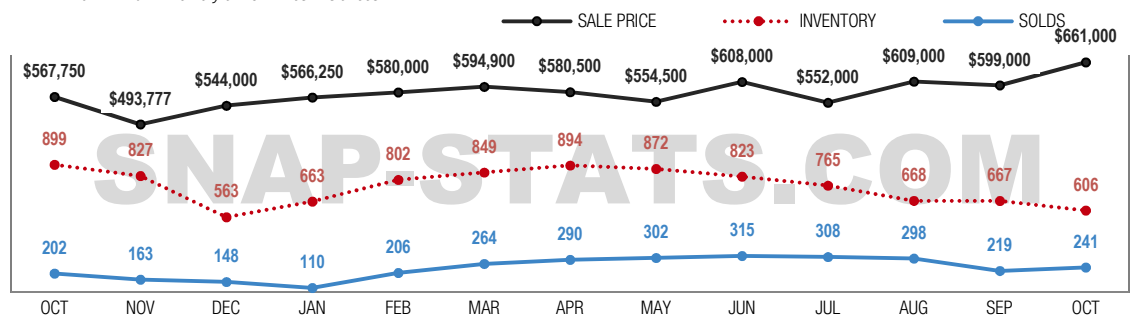
*Sales Ratio: Speed of homes selling (Sales to Inventory Ratio). Higher is faster.

Market Summary

- Official Market Type **WESTSIDE ATTACHED**: Sellers market at 40% Sales Ratio average (4 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band*: \$600,000 to \$700,000 with average 65% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes between \$800,000 to \$900,000, SW Marine and up to 1 bedroom properties
- Sellers Best Bet*: Selling homes in Fairview 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	0	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	0	0	NA
700,001 – 800,000	3	1	33.33%
800,001 – 900,000	5	3	60.00%
900,001 – 1,000,000	24	9	37.50%
1,000,001 – 1,250,000	58	50	86.21%
1,250,001 – 1,500,000	101	52	51.49%
1,500,001 – 1,750,000	55	22	40.00%
1,750,001 – 2,000,000	57	10	17.54%
2,000,001 – 2,250,000	16	1	6.25%
2,250,001 – 2,500,000	9	1	11.11%
2,500,001 – 2,750,000	10	0	NA
2,750,001 – 3,000,000	6	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
TOTAL	346	149	43.06%

2 Bedrooms & Less	21	11	52.38%
3 to 4 Bedrooms	98	60	61.22%
5 to 6 Bedrooms	141	59	41.84%
7 Bedrooms & More	86	19	22.09%
TOTAL	346	149	43.06%

SnapStats® Median Data	September	October	Variance
Inventory	391	346	-11.51%
Solds	143	149	4.20%
Sale Price	\$1,288,000	\$1,288,000	NA
Sale Price SQFT	\$578	\$576	-0.35%
Sale to List Price Ratio	103%	100%	-2.91%
Days on Market	10	11	10.00%

Community STATS HOUSES (DETACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Champlain Heights	2	0	NA
Collingwood	54	8	14.81%
Downtown	0	0	NA
Fraser	15	14	93.33%
Fraserview	36	14	38.89%
Grandview	21	11	52.38%
Hastings	10	1	10.00%
Hastings East	17	8	47.06%
Killarney	38	12	31.58%
Knight	22	22	100%
Main	11	1	9.09%
Mount Pleasant	7	7	100%
Renfrew Heights	23	8	34.78%
Renfrew	29	23	79.31%
South Vancouver	44	16	36.36%
Victoria	17	4	23.53%
TOTAL	346	149	43.06%

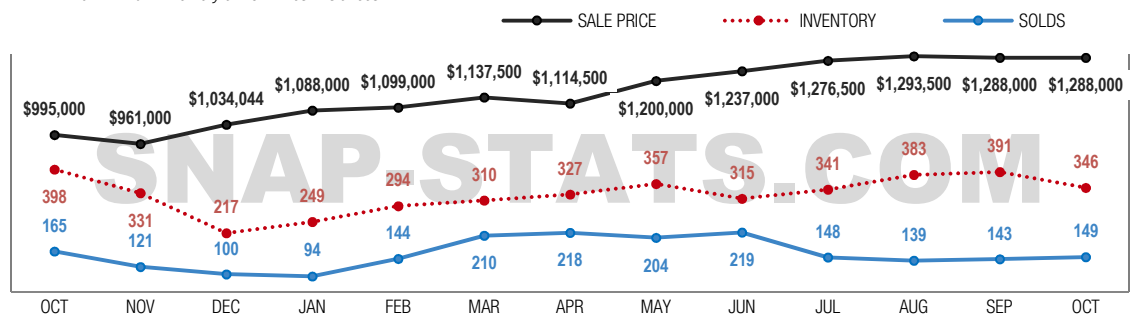
*Sales Ratio: Speed of homes selling (Sales to Inventory Ratio). Higher is faster.

Market Summary

- Official Market Type **EASTSIDE DETACHED**: 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*: \$1 mil to \$1.25 mil with average 86% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes between \$2 mil to \$2.25 mil, Hastings, Main and minimum 7 bedroom properties
- Sellers Best Bet*: Selling homes in Fraser, Knight, 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	88	26	29.55%
300,001 – 400,000	87	50	57.47%
400,001 – 500,000	64	46	71.88%
500,001 – 600,000	35	27	77.14%
600,001 – 700,000	26	8	30.77%
700,001 – 800,000	12	12	100%
800,001 – 900,000	13	12	92.31%
900,001 – 1,000,000	4	4	100%
1,000,001 – 1,250,000	2	1	50.00%
1,250,001 – 1,500,000	4	0	NA
1,500,001 – 1,750,000	1	1	100%
1,750,001 – 2,000,000	1	0	NA
2,000,001 – 2,250,000	0	0	NA
2,250,001 – 2,500,000	0	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	0	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	0	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL	337	187	55.49%

0 to 1 Bedroom	153	78	50.98%
2 Bedrooms	138	91	65.94%
3 Bedrooms	39	17	43.59%
4 Bedrooms & Greater	7	1	14.29%
TOTAL	337	187	55.49%

SnapStats® Median Data	September	October	Variance
Inventory	400	337	-15.75%
Solds	183	187	2.19%
Sale Price	\$425,000	\$428,000	0.71%
Sale Price SQFT	\$527	\$513	-2.66%
Sale to List Price Ratio	100%	100%	NA
Days on Market	11	12	9.09%

Community *STATS CONDO & TH (ATTACHED)*

SnapStats®	Inventory	Sales	Sales Ratio*
Champlain Heights	49	12	24.49%
Collingwood	53	21	39.62%
Downtown	10	8	80.00%
Fraser	20	9	45.00%
Fraserview	26	10	38.46%
Grandview	14	14	100%
Hastings	22	14	63.64%
Hastings East	11	8	72.73%
Killarney	12	6	50.00%
Knight	8	4	50.00%
Main	23	23	100%
Mt Pleasant	58	48	82.76%
Renfrew Heights	0	0	NA
Renfrew	17	7	41.18%
South Vancouver	2	0	NA
Victoria	12	3	25.00%
TOTAL	337	187	55.49%

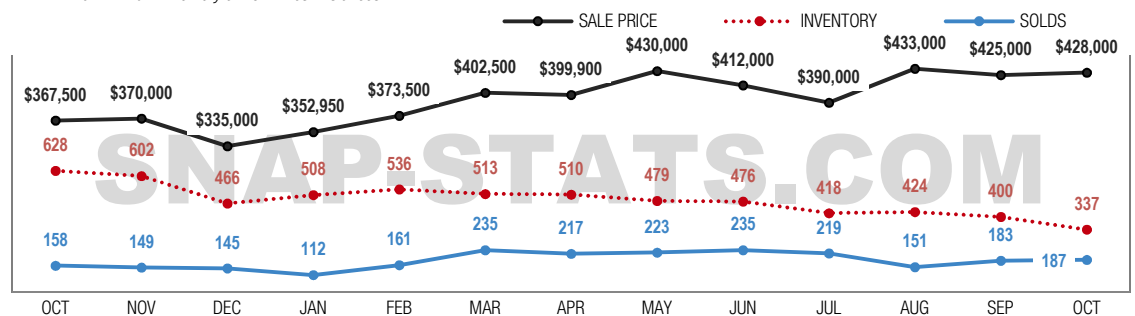
*Sales Ratio: Speed of homes selling (Sales to Inventory Ratio). Higher is faster.

Market Summary

- Official Market Type **EASTSIDE ATTACHED**: Sellers market at 55% Sales Ratio average (5.5 in 10 homes selling rate)
- Homes are selling on average at list price
- Most Active Price Band*: \$700,000 to \$800,000 with average 100% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes between \$0 to \$300,000/\$600,000 to \$700,000, Champlain Heights, Victoria and 3 bedroom properties
- Sellers Best Bet*: Selling homes in Downtown, Grandview, Main, Mt Pleasant and 2 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	1	1	100%
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	0	0	NA
700,001 – 800,000	1	0	NA
800,001 – 900,000	1	1	100%
900,001 – 1,000,000	8	8	100%
1,000,001 – 1,250,000	24	24	100%
1,250,001 – 1,500,000	37	37	100%
1,500,001 – 1,750,000	25	25	100%
1,750,001 – 2,000,000	13	13	100%
2,000,001 – 2,250,000	8	8	100%
2,250,001 – 2,500,000	7	5	71.43%
2,500,001 – 2,750,000	6	3	50.00%
2,750,001 – 3,000,000	5	1	20.00%
3,000,001 – 3,500,000	5	3	60.00%
3,500,001 – 4,000,000	5	1	20.00%
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	2	0	NA
TOTAL	149	130	87.25%

2 Bedrooms & Less	6	5	83.33%
3 to 4 Bedrooms	67	67	100%
5 to 6 Bedrooms	62	53	85.48%
7 Bedrooms & More	14	5	35.71%
TOTAL	149	130	87.25%

SnapStats® Median Data	September	October	Variance
Inventory	199	149	-25.13%
Solds	108	130	20.37%
Sale Price	\$1,356,250	\$1,449,400	6.87%
Sale Price SQFT	\$520	\$546	5.00%
Sale to List Price Ratio	104%	104%	NA
Days on Market	8	8	NA

Community STATS HOUSES (DETACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Blueridge	4	4	100%
Boulevard	6	6	100%
Braemar	2	1	50.00%
Calverhall	4	1	25.00%
Canyon Heights	11	11	100%
Capilano	3	3	100%
Central Lonsdale	6	6	100%
Deep Cove	5	5	100%
Delbrook	2	2	100%
Dollarton	7	5	71.43%
Edgemont	9	8	88.89%
Forest Hills	6	4	66.67%
Grouse Woods	1	1	100%
Hamilton	5	5	100%
Hamilton Heights	0	0	NA
Indian Arm	1	1	100%
Indian River	1	1	100%
Lower Lonsdale	4	2	50.00%
Lynn Valley	18	18	100%
Lynnmour	1	0	NA
Norgate	1	1	100%
Northlands	2	2	100%
Pemberton Heights	4	4	100%
Pemberton	2	1	50.00%
Princess Park	3	3	100%
Queensbury	2	2	100%
Roche Point	1	1	100%
Seymour	3	3	100%
Tempe	1	0	NA
Upper Delbrook	8	7	87.50%
Upper Lonsdale	14	14	100%
Westlynn	6	6	100%
Westlynn Terrace	1	0	NA
Windsor Park	2	2	100%
Woodlands-Sunshine Cascade	3	0	NA
TOTAL	149	130	87.25%

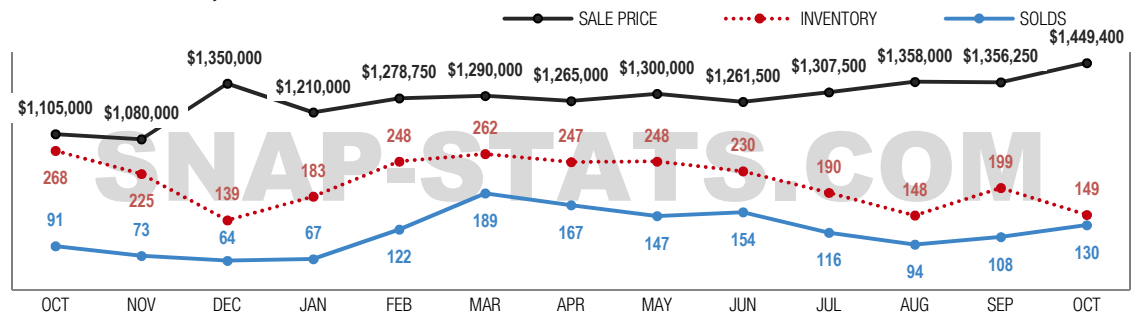
*Sales Ratio: Speed of homes selling (Sales to Inventory Ratio). Higher is faster.

Market Summary

- Official Market Type **NORTH VANCOUVER DETACHED**: Sellers market at 87% Sales Ratio average (8.7 in 10 homes selling rate)
- Homes are selling on average 4% above list price
- Most Active Price Band*: \$1 mil to \$2 mil with average 100% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes with minimum 7 bedrooms
- Sellers Best Bet*: Selling homes in Canyon Heights, Edgemont, Lynn Valley, Upper Delbrook, Upper Lonsdale and up to 6 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	51	25	49.02%
300,001 – 400,000	71	39	54.93%
400,001 – 500,000	45	24	53.33%
500,001 – 600,000	32	18	56.25%
600,001 – 700,000	30	17	56.67%
700,001 – 800,000	15	10	66.67%
800,001 – 900,000	26	14	53.85%
900,001 – 1,000,000	12	3	25.00%
1,000,001 – 1,250,000	3	3	100%
1,250,001 – 1,500,000	0	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	2	0	NA
2,250,001 – 2,500,000	1	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	293	153	52.22%

0 to 1 Bedroom	115	57	49.57%
2 Bedrooms	146	71	48.63%
3 Bedrooms	29	22	75.86%
4 Bedrooms & Greater	3	3	100%
TOTAL	293	153	52.22%

SnapStats® Median Data	September	October	Variance
Inventory	337	293	-13.06%
Solds	145	153	5.52%
Sale Price	\$447,000	\$435,600	-2.55%
Sale Price SQFT	\$480	\$494	2.92%
Sale to List Price Ratio	100%	99%	-1.00%
Days on Market	19	15	-21.05%

Community STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Blueridge	2	0	NA
Boulevard	0	0	NA
Braemar	0	0	NA
Calverhall	0	0	NA
Canyon Heights	0	0	NA
Capilano	1	0	NA
Central Lonsdale	75	31	41.33%
Deep Cove	1	0	NA
Delbrook	2	1	50.00%
Dollarton	5	4	80.00%
Edgemont	2	0	NA
Forest Hills	0	0	NA
Grouse Woods	0	0	NA
Hamilton	7	7	100%
Hamilton Heights	0	0	NA
Indian Arm	0	0	NA
Indian River	5	5	100%
Lower Lonsdale	91	56	61.54%
Lynn Valley	16	8	50.00%
Lynnmour	21	8	38.10%
Norgate	5	1	20.00%
Northlands	7	7	100%
Pemberton Heights	3	3	100%
Pemberton	23	10	43.48%
Princess Park	0	0	NA
Queensbury	0	0	NA
Roche Point	16	6	37.50%
Seymour	6	1	16.67%
Tempe	0	0	NA
Upper Delbrook	0	0	NA
Upper Lonsdale	4	4	100%
Westlynn	1	1	100%
Westlynn Terrace	0	0	NA
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	0	0	NA
TOTAL	293	153	52.22%

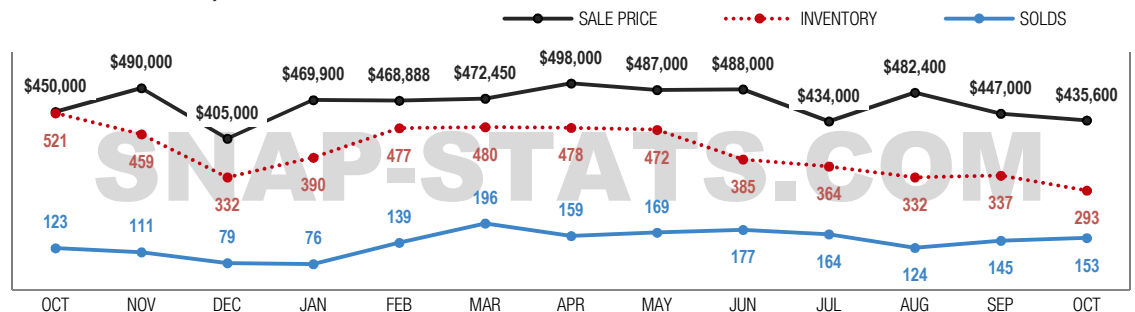
*Sales Ratio: Speed of homes selling (Sales to Inventory Ratio). Higher is faster.

Market Summary

- Official Market Type **NORTH VANCOUVER ATTACHED**: Sellers market at 52% Sales Ratio average (5.2 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band*: \$700,000 to \$800,000 with average 67% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes between \$900,000 to \$1 mil, Lynnmour, Roche Point and up to 2 bedroom properties
- Sellers Best Bet*: Selling homes in Lower Lonsdale, Lynn Valley 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	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	2	0	NA
800,001 – 900,000	0	0	NA
900,001 – 1,000,000	3	3	100%
1,000,001 – 1,250,000	3	3	100%
1,250,001 – 1,500,000	6	6	100%
1,500,001 – 1,750,000	12	7	58.33%
1,750,001 – 2,000,000	19	11	57.89%
2,000,001 – 2,250,000	16	16	100%
2,250,001 – 2,500,000	23	8	34.78%
2,500,001 – 2,750,000	20	6	30.00%
2,750,001 – 3,000,000	29	7	24.14%
3,000,001 – 3,500,000	33	12	36.36%
3,500,001 – 4,000,000	39	8	20.51%
4,000,001 – 4,500,000	34	7	20.59%
4,500,001 – 5,000,000	40	4	10.00%
5,000,001 & Greater	132	17	12.88%
TOTAL	414	115	27.78%

2 Bedrooms & Less	27	6	22.22%
3 to 4 Bedrooms	164	63	38.41%
5 to 6 Bedrooms	198	42	21.21%
7 Bedrooms & More	25	4	16.00%
TOTAL	414	115	27.78%

SnapStats® Median Data	September	October	Variance
Inventory	471	414	-12.10%
Solds	68	115	69.12%
Sale Price	\$2,640,000	\$2,650,000	0.38%
Sale Price SQFT	\$846	\$781	-7.68%
Sale to List Price Ratio	96%	98%	2.08%
Days on Market	29	30	3.45%

Community STATS HOUSES (DETACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Altamont	12	6	50.00%
Ambleside	45	17	37.78%
Bayridge	9	4	44.44%
British Properties	66	13	19.70%
Canterbury	10	2	20.00%
Caulfield	20	9	45.00%
Cedardale	4	3	75.00%
Chartwell	24	5	20.83%
Chelsea Park	4	2	50.00%
Cypress	4	4	100%
Cypress Park Estates	8	3	37.50%
Deer Ridge	1	0	NA
Dundarave	32	4	12.50%
Eagle Harbour	10	2	20.00%
Eagleridge	6	2	33.33%
Furry Creek	3	2	66.67%
Gleneagles	4	0	NA
Glenmore	18	2	11.11%
Horseshoe Bay	2	1	50.00%
Howe Sound	10	1	10.00%
Lions Bay	10	5	50.00%
Old Caulfield	2	1	50.00%
Panorama Village	1	0	NA
Park Royal	1	1	100%
Porteau Cove	0	0	NA
Queens	19	5	26.32%
Rockridge	7	2	28.57%
Sandy Cove	1	1	100%
Sentinel Hill	11	2	18.18%
Upper Caulfield	4	2	50.00%
West Bay	11	2	18.18%
Westhill	6	1	16.67%
Westmount	16	7	43.75%
Whitby Estates	28	3	10.71%
Whytecliff	5	1	20.00%
TOTAL	414	115	27.78%

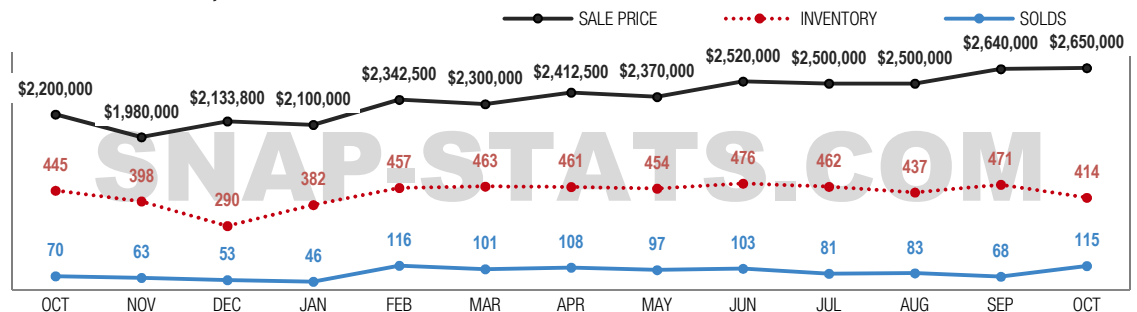
*Sales Ratio: Speed of homes selling (Sales to Inventory Ratio). Higher is faster.

Market Summary

- Official Market Type **WEST VANCOUVER DETACHED**: Sellers market at 28% Sales Ratio average (2.8 in 10 homes selling)
- Homes are selling on average 2% below list price
- Most Active Price Band*: \$2 mil to \$2.25 mil with average 100% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes \$4.5 mil plus, Dundarave, Glenmore, Howe Sound, Whitby Estates and minimum 7 bedroom properties
- Sellers Best Bet*: Selling homes in Altamont, Lions Bay 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	6	1	16.67%
300,001 – 400,000	4	3	75.00%
400,001 – 500,000	5	2	40.00%
500,001 – 600,000	8	0	NA
600,001 – 700,000	5	5	100%
700,001 – 800,000	5	1	20.00%
800,001 – 900,000	7	1	14.29%
900,001 – 1,000,000	8	1	12.50%
1,000,001 – 1,250,000	4	3	75.00%
1,250,001 – 1,500,000	6	4	66.67%
1,500,001 – 1,750,000	4	1	25.00%
1,750,001 – 2,000,000	4	0	NA
2,000,001 – 2,250,000	2	1	50.00%
2,250,001 – 2,500,000	1	0	NA
2,500,001 – 2,750,000	1	0	NA
2,750,001 – 3,000,000	2	1	50.00%
3,000,001 – 3,500,000	4	1	25.00%
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	83	25	30.12%

0 to 1 Bedroom	18	7	38.89%
2 Bedrooms	44	14	31.82%
3 Bedrooms	19	4	21.05%
4 Bedrooms & Greater	2	0	NA
TOTAL	83	25	30.12%

SnapStats® Median Data	September	October	Variance
Inventory	90	83	-7.78%
Solds	30	25	-16.67%
Sale Price	\$1,080,000	\$815,000	-24.54%
Sale Price SQFT	\$854	\$639	-25.18%
Sale to List Price Ratio	98%	102%	4.08%
Days on Market	26	33	26.92%

Community STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Altamont	0	0	NA
Ambleside	32	7	21.88%
Bayridge	0	0	NA
British Properties	0	0	NA
Canterbury	0	0	NA
Caulfield	0	0	NA
Cedardale	1	1	100%
Chartwell	0	0	NA
Chelsea Park	2	0	NA
Cypress	0	0	NA
Cypress Park Estates	1	1	100%
Deer Ridge	2	2	100%
Dundarave	15	9	60.00%
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	0	NA
Howe Sound	1	0	NA
Lions Bay	0	0	NA
Old Caulfield	0	0	NA
Panorama Village	4	1	25.00%
Park Royal	15	4	26.67%
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	6	0	NA
Whytecliff	0	0	NA
TOTAL	83	25	30.12%

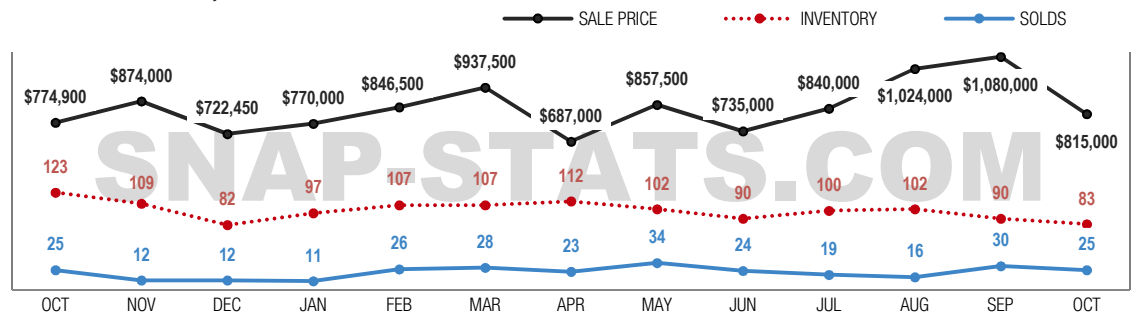
*Sales Ratio: Speed of homes selling (Sales to Inventory Ratio). Higher is faster.

Market Summary

- Official Market Type **WEST VANCOUVER ATTACHED**: Sellers market at 30% Sales Ratio average (3 in 10 homes selling rate)
- Homes are selling on average 2% above list price
- Most Active Price Band*: Based on Sales \$600,000 to \$700,000 (5)
- Buyers Best Bet*: Homes between \$900,000 to \$1 mil, Ambleside and 3 bedroom properties
- Sellers Best Bet*: Selling homes in Dundarave 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	4	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	2	66.67%
700,001 – 800,000	2	2	100%
800,001 – 900,000	16	10	62.50%
900,001 – 1,000,000	26	14	53.85%
1,000,001 – 1,250,000	52	41	78.85%
1,250,001 – 1,500,000	87	48	55.17%
1,500,001 – 1,750,000	43	22	51.16%
1,750,001 – 2,000,000	65	15	23.08%
2,000,001 – 2,250,000	18	15	83.33%
2,250,001 – 2,500,000	24	8	33.33%
2,500,001 – 2,750,000	11	4	36.36%
2,750,001 – 3,000,000	32	5	15.63%
3,000,001 – 3,500,000	10	4	40.00%
3,500,001 – 4,000,000	15	1	6.67%
4,000,001 – 4,500,000	2	1	50.00%
4,500,001 – 5,000,000	3	0	NA
5,000,001 & Greater	4	0	NA
TOTAL	417	192	46.04%

2 Bedrooms & Less	20	5	25.00%
3 to 4 Bedrooms	159	94	59.12%
5 to 6 Bedrooms	209	84	40.19%
7 Bedrooms & More	29	9	31.03%
TOTAL	417	192	46.04%

SnapStats® Median Data	September	October	Variance
Inventory	499	417	-16.43%
Solds	172	192	11.63%
Sale Price	\$1,364,000	\$1,369,000	0.37%
Sale Price SQFT	\$501	\$516	2.99%
Sale to List Price Ratio	99%	100%	1.01%
Days on Market	18	15	-16.67%

Community STATS HOUSES (DETACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Boyd Park	18	11	61.11%
Bridgeport	9	2	22.22%
Brighthouse	1	0	NA
Brighthouse South	1	0	NA
Broadmoor	32	17	53.13%
East Cambie	15	5	33.33%
East Richmond	5	4	80.00%
Garden City	17	4	23.53%
Gilmore	4	0	NA
Granville	30	12	40.00%
Hamilton	11	3	27.27%
Ironwood	20	8	40.00%
Lackner	20	8	40.00%
McLennan	7	4	57.14%
McLennan North	5	0	NA
McNair	14	7	50.00%
Quilchena	17	9	52.94%
Riverdale	32	11	34.38%
Saunders	18	8	44.44%
Sea Island	4	0	NA
Seafair	31	20	64.52%
South Arm	20	5	25.00%
Steveston North	16	15	93.75%
Steveston South	5	5	100%
Steveston Village	5	4	80.00%
Terra Nova	9	9	100%
West Cambie	25	3	12.00%
Westwind	7	4	57.14%
Woodwards	19	14	73.68%
TOTAL	417	192	46.04%

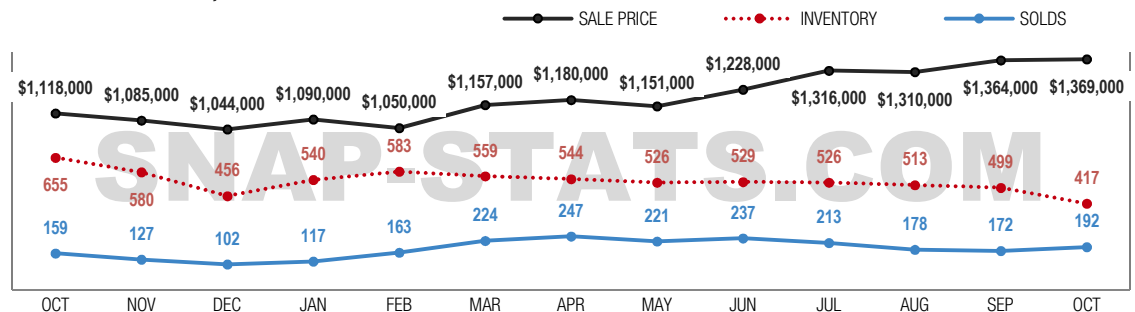
*Sales Ratio: Speed of homes selling (Sales to Inventory Ratio). Higher is faster.

Market Summary

- Official Market Type **RICHMOND DETACHED**: 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*: \$2 mil to \$2.25 mil with average 83% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes between \$3.5 mil to \$4 mil, West Cambie and up to 2 bedroom properties
- Sellers Best Bet*: Selling homes in Steveston North, Terra Nova, 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	197	53	26.90%
300,001 – 400,000	214	54	25.23%
400,001 – 500,000	199	45	22.61%
500,001 – 600,000	143	59	41.26%
600,001 – 700,000	126	42	33.33%
700,001 – 800,000	32	18	56.25%
800,001 – 900,000	24	14	58.33%
900,001 – 1,000,000	14	3	21.43%
1,000,001 – 1,250,000	9	2	22.22%
1,250,001 – 1,500,000	6	1	16.67%
1,500,001 – 1,750,000	2	1	50.00%
1,750,001 – 2,000,000	1	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	975	292	29.95%

0 to 1 Bedroom	244	50	20.49%
2 Bedrooms	503	116	23.06%
3 Bedrooms	194	109	56.19%
4 Bedrooms & Greater	34	17	50.00%
TOTAL	975	292	29.95%

SnapStats® Median Data	September	October	Variance
Inventory	1045	975	-6.70%
Solds	279	292	4.66%
Sale Price	\$460,000	\$487,250	5.92%
Sale Price SQFT	\$481	\$445	-7.48%
Sale to List Price Ratio	98%	98%	NA
Days on Market	21	21	NA

Community STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Boyd Park	24	6	25.00%
Bridgeport	18	8	44.44%
Brighthouse	417	65	15.59%
Brighthouse South	134	37	27.61%
Broadmoor	6	6	100%
East Cambie	4	3	75.00%
East Richmond	9	0	NA
Garden City	11	7	63.64%
Gilmore	0	0	NA
Granville	14	8	57.14%
Hamilton	4	4	100%
Ironwood	12	2	16.67%
Lackner	3	2	66.67%
McLennan	0	0	NA
McLennan North	113	36	31.86%
McNair	2	2	100%
Quilchena	5	1	20.00%
Riverdale	17	13	76.47%
Saunders	6	5	83.33%
Sea Island	0	0	NA
Seafair	3	1	33.33%
South Arm	14	5	35.71%
Steveston North	4	3	75.00%
Steveston South	43	14	32.56%
Steveston Village	2	2	100%
Terra Nova	10	3	30.00%
West Cambie	92	53	57.61%
Westwind	2	2	100%
Woodwards	6	4	66.67%
TOTAL	975	292	29.95%

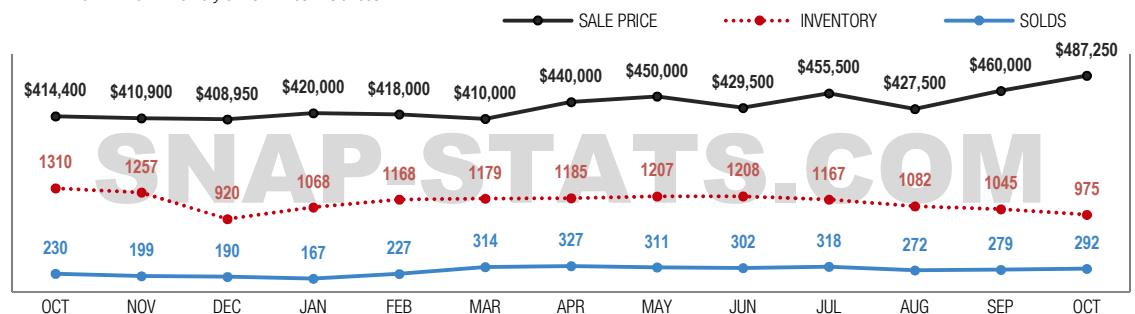
*Sales Ratio: Speed of homes selling (Sales to Inventory Ratio). Higher is faster.

Market Summary

- Official Market Type **RICHMOND ATTACHED**: Sellers market at 30% Sales Ratio average (3 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band*: \$700,000 to \$900,000 with average 57% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes between \$900,000 to \$1.25 mil/\$400k to \$500k, Brighthouse, Ironwood and up to 2 bedrooms
- Sellers Best Bet*: Selling homes in Garden City, Granville, Riverdale, West Cambie 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	0	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	1	0	NA
700,001 – 800,000	3	3	100%
800,001 – 900,000	3	3	100%
900,001 – 1,000,000	9	9	100%
1,000,001 – 1,250,000	16	16	100%
1,250,001 – 1,500,000	5	2	40.00%
1,500,001 – 1,750,000	3	0	NA
1,750,001 – 2,000,000	5	0	NA
2,000,001 – 2,250,000	1	1	100%
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	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	0	NA
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	0	0	NA
TOTAL	56	34	60.71%

2 Bedrooms & Less	8	2	25.00%
3 to 4 Bedrooms	34	28	82.35%
5 to 6 Bedrooms	14	4	28.57%
7 Bedrooms & More	0	0	NA
TOTAL	56	34	60.71%

SnapStats® Median Data	September	October	Variance
Inventory	61	56	-8.20%
Solds	40	34	-15.00%
Sale Price	\$927,500	\$1,069,000	15.26%
Sale Price SQFT	\$385	\$477	23.90%
Sale to List Price Ratio	100%	108%	8.00%
Days on Market	26	8	-69.23%

Community STATS HOUSES (DETACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Beach Grove	3	3	100%
Boundary Beach	4	2	50.00%
Cliff Drive	13	6	46.15%
English Bluff	9	1	11.11%
Pebble Hill	12	12	100%
Tsawwassen Central	8	8	100%
Tsawwassen East	7	2	28.57%
TOTAL	56	34	60.71%

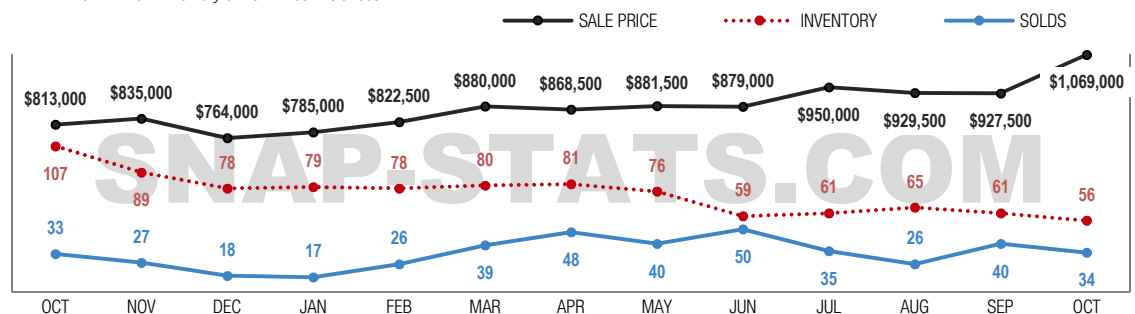
*Sales Ratio: Speed of homes selling (Sales to Inventory Ratio). Higher is faster.

Market Summary

- Official Market Type **TSAWWASSEN DETACHED**: Sellers market at 61% Sales Ratio average (6.1 in 10 homes selling rate)
- Homes are selling on average 8% above list price
- Most Active Price Band*: \$900,000 to \$1.25 mil with average 100% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes in English Bluff and 5 to 6 bedroom properties
- Sellers Best Bet*: Selling homes in Pebble Hill, Tsawwassen Central 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	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	1	1	100%
600,001 – 700,000	1	1	100%
700,001 – 800,000	2	2	100%
800,001 – 900,000	7	7	100%
900,001 – 1,000,000	5	5	100%
1,000,001 – 1,250,000	5	5	100%
1,250,001 – 1,500,000	0	0	NA
1,500,001 – 1,750,000	2	2	100%
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	1	1	100%
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	25	24	96.00%

2 Bedrooms & Less	3	2	66.67%
3 to 4 Bedrooms	14	14	100%
5 to 6 Bedrooms	7	7	100%
7 Bedrooms & More	1	1	100%
TOTAL	25	24	96.00%

SnapStats® Median Data	September	October	Variance
Inventory	36	25	-30.56%
Solds	16	24	50.00%
Sale Price	\$795,000	\$935,000	17.61%
Sale Price SQFT	\$404	\$393	-2.72%
Sale to List Price Ratio	98%	104%	6.12%
Days on Market	16	9	-43.75%

Community STATS HOUSES (DETACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Delta Manor	1	1	100%
East Delta	1	1	100%
Hawthorne	7	7	100%
Holly	2	2	100%
Ladner Elementary	7	7	100%
Ladner Rural	1	1	100%
Neilsen Grove	5	5	100%
Port Guichon	0	0	NA
Westham Island	1	0	NA
TOTAL	25	24	96.00%

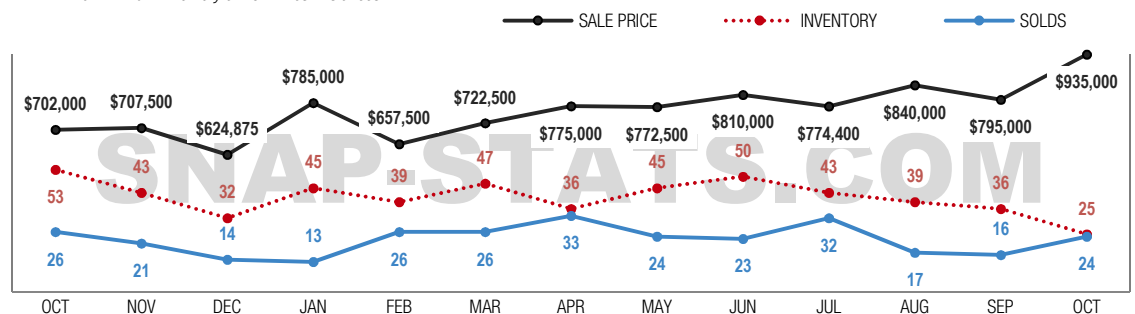
*Sales Ratio: Speed of homes selling (Sales to Inventory Ratio). Higher is faster.

Market Summary

- Official Market Type **LADNER DETACHED**: Sellers market at 96% Sales Ratio average (9.6 in 10 homes selling rate)
- Homes are selling on average 4% above list price
- Most Active Price Band*: Insufficient data *
- Buyers Best Bet*: Insufficient data*
- 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	1	33.33%
300,001 – 400,000	7	4	57.14%
400,001 – 500,000	2	1	50.00%
500,001 – 600,000	2	2	100%
600,001 – 700,000	1	1	100%
700,001 – 800,000	1	1	100%
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	10	62.50%

0 to 1 Bedroom	1	0	NA
2 Bedrooms	12	7	58.33%
3 Bedrooms	3	3	100%
4 Bedrooms & Greater	0	0	NA
TOTAL	16	10	62.50%

SnapStats® Median Data	September	October	Variance
Inventory	16	16	NA
Solds	9	10	11.11%
Sale Price	\$386,000	\$425,000	10.10%
Sale Price SQFT	\$327	\$332	1.53%
Sale to List Price Ratio	97%	94%	-3.09%
Days on Market	22	11	-50.00%

Community *STATS CONDO & TH (ATTACHED)*

SnapStats®	Inventory	Sales	Sales Ratio*
Delta Manor	5	0	NA
East Delta	1	1	100%
Hawthorne	5	5	100%
Holly	0	0	NA
Ladner Elementary	4	3	75.00%
Ladner Rural	0	0	NA
Neilsen Grove	1	1	100%
Port Guichon	0	0	NA
Westham Island	0	0	NA
TOTAL	16	10	62.50%

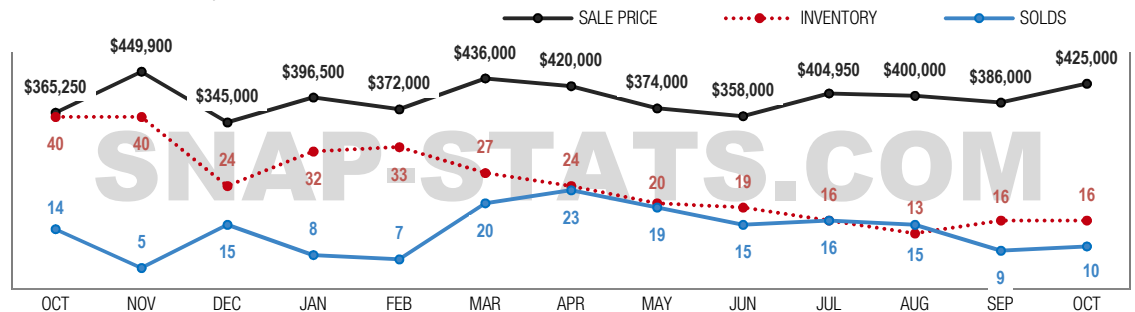
*Sales Ratio: Speed of homes selling (Sales to Inventory Ratio). Higher is faster.

Market Summary

- Official Market Type **LADNER ATTACHED**: Sellers market at 63% Sales Ratio average (6.3 in 10 homes selling rate)
- Homes are selling on average 6% below list price
- Most Active Price Band*: Insufficient data*
- Buyers Best Bet*: Insufficient data*
- Sellers Best Bet*: Insufficient data*

* With a minimum inventory of 10 in most instances

13 Month Market Trend



Compliments of...

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