

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

Compliments of:
Kathy Plante

604-329-1405
kathy@kathyplante.com
www.kathyplante.com

Sutton Group - West Coast Realty
102 - 403 North Road
Coquitlam, BC V3K 3V9



SnapStats[®]

February 2015

Produced and Published by SnapStats® Publishing Co.
info@snap-stats.com | www.snap-stats.com

METRO VANCOUVER EDITION



Price Band & Bedroom STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	26	11	42.31%
300,001 – 400,000	98	48	48.98%
400,001 – 500,000	150	64	42.67%
500,001 – 600,000	90	41	45.56%
600,001 – 700,000	66	14	21.21%
700,001 – 800,000	33	16	48.48%
800,001 – 900,000	32	11	34.38%
900,001 – 1,000,000	35	6	17.14%
1,000,001 – 1,250,000	41	15	36.59%
1,250,001 – 1,500,000	29	5	17.24%
1,500,001 – 1,750,000	18	3	16.67%
1,750,001 – 2,000,000	18	4	22.22%
2,000,001 – 2,250,000	10	1	10.00%
2,250,001 – 2,500,000	10	1	10.00%
2,500,001 – 2,750,000	5	3	60.00%
2,750,001 – 3,000,000	9	1	11.11%
3,000,001 – 3,500,000	5	2	40.00%
3,500,001 – 4,000,000	6	2	33.33%
4,000,001 – 4,500,000	3	0	NA
4,500,001 – 5,000,000	6	0	NA
5,000,001 & Greater	17	0	NA
TOTAL	707	248	35.08%

0 to 1 Bedroom	343	127	37.03%
2 Bedrooms	291	113	38.83%
3 Bedrooms	60	7	11.67%
4 Bedrooms & Greater	13	1	7.69%
TOTAL	707	248	35.08%

SnapStats® Median Data	January	February	Variance
Inventory	644	707	9.78%
Solds	156	248	58.97%
Sale Price	\$493,500	\$505,500	2.43%
Sale Price SQFT	\$656	\$664	1.22%
Sale to List Price Ratio	99%	98%	-1.01%
Days on Market	29	11	-62.07%

Community STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Coal Harbour	104	28	26.92%
Downtown	341	109	31.96%
Westend	129	53	41.09%
Yaletown	133	58	43.61%
TOTAL	707	248	35.08%

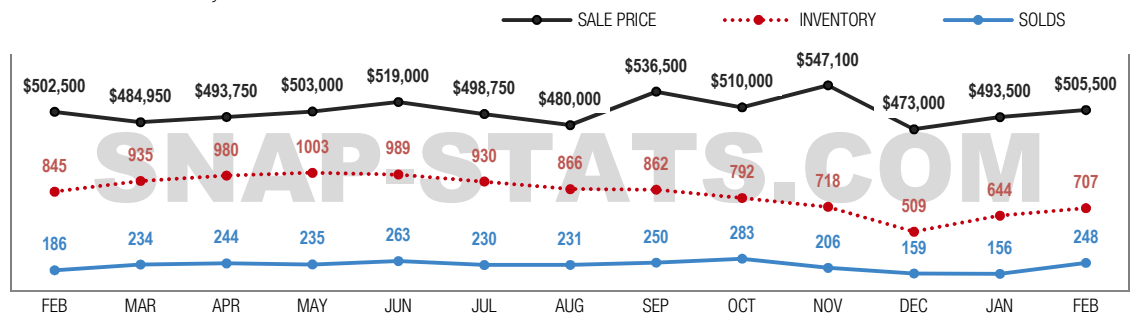
*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

Market Summary

- Official Market Type **DOWNTOWN**: Sellers market at 35% Sales Ratio average (3.5 in 10 homes selling)
- Homes are selling on average 2% below list price
- Most Active Price Band* +/- \$1 mil: \$300k to \$400k & \$700k to \$800k (49% Sales Ratio); \$1 mil to \$1.25 mil (37% Sales Ratio)
- Buyers Best Bet* +/- \$1 mil: Homes between \$900k to \$1 mil, Coal Harbour and minimum 3 bedroom properties
- 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



Compliments of...

Kathy Plante
Sutton Group - West Coast Realty
604-329-1405

www.kathyplante.com
kathy@kathyplante.com



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	2	0	NA
700,001 – 800,000	1	1	100.00%
800,001 – 900,000	0	0	NA
900,001 – 1,000,000	0	0	NA
1,000,001 – 1,250,000	2	2	100.00%
1,250,001 – 1,500,000	10	4	40.00%
1,500,001 – 1,750,000	25	14	56.00%
1,750,001 – 2,000,000	40	27	67.50%
2,000,001 – 2,250,000	28	19	67.86%
2,250,001 – 2,500,000	63	12	19.05%
2,500,001 – 2,750,000	41	22	53.66%
2,750,001 – 3,000,000	86	14	16.28%
3,000,001 – 3,500,000	90	12	13.33%
3,500,001 – 4,000,000	97	16	16.49%
4,000,001 – 4,500,000	40	11	27.50%
4,500,001 – 5,000,000	50	6	12.00%
5,000,001 & Greater	151	7	4.64%
TOTAL	726	167	23.00%

2 Bedrooms & Less	23	3	13.04%
3 to 4 Bedrooms	234	68	29.06%
5 to 6 Bedrooms	364	83	22.80%
7 Bedrooms & More	105	13	12.38%
TOTAL	726	167	23.00%

SnapStats® Median Data	January	February	Variance
Inventory	573	726	26.70%
Solds	101	167	65.35%
Sale Price	\$2,450,100	\$2,588,000	5.63%
Sale Price SQFT	\$785	\$872	11.08%
Sale to List Price Ratio	95%	104%	9.47%
Days on Market	14	11	-21.43%

Community STATS HOUSES (DETACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Arbutus	31	10	32.26%
Cambie	37	13	35.14%
Dunbar	84	29	34.52%
Fairview	1	1	100.00%
Falsecreek	1	1	100.00%
Kerrisdale	46	13	28.26%
Kitsilano	31	11	35.48%
Mackenzie Heights	30	11	36.67%
Marpole	46	9	19.57%
Mount Pleasant	0	0	NA
Oakridge	23	5	21.74%
Point Grey	72	20	27.78%
Quilchena	37	10	27.03%
SW Marine	39	4	10.26%
Shaughnessy	88	7	7.95%
South Cambie	14	2	14.29%
South Granville	103	12	11.65%
Southlands	23	5	21.74%
University	20	4	20.00%
TOTAL	726	167	23.00%

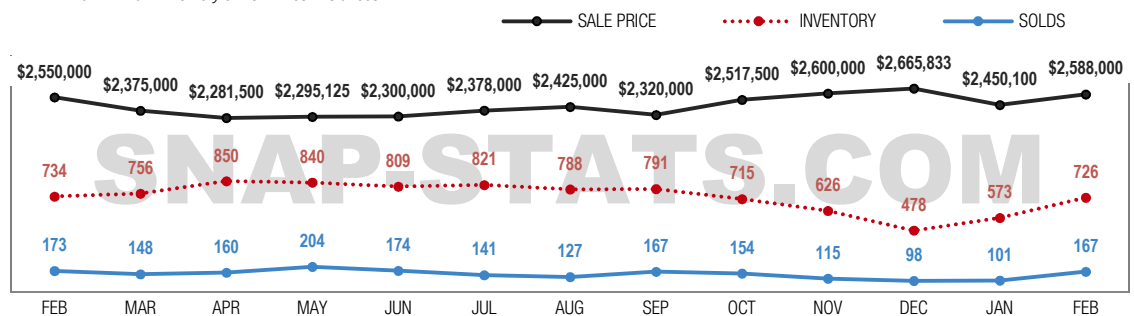
*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

Market Summary

- Official Market Type **WESTSIDE DETACHED**: Sellers market at 23% Sales Ratio average (2.3 in 10 homes selling)
- Homes are selling on average 4% above list price
- Most Active Price Band* +/- \$2 mil: \$1.75 mil to \$2 mil (68% Sales Ratio); \$2 mil to \$2.25 mil (68% Sales Ratio)
- Buyers Best Bet* +/- \$2 mil: Homes between \$1.25 mil to \$1.5 mil; \$5 mil plus, Shaughnessy and up to 2/min 7 bedroom properties
- Sellers Best Bet*: Selling homes in Arbutus, Cambie, Dunbar, Kitsilano, Mackenzie Heights and 3 to 4 bedroom properties

* With a minimum inventory of 10 in most instances

13 Month Market Trend



Compliments of...

Kathy Plante
Sutton Group - West Coast Realty
604-329-1405

www.kathyplante.com
kathy@kathyplante.com



Price Band & Bedroom STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	22	9	40.91%
300,001 – 400,000	100	34	34.00%
400,001 – 500,000	135	45	33.33%
500,001 – 600,000	93	20	21.51%
600,001 – 700,000	90	23	25.56%
700,001 – 800,000	80	18	22.50%
800,001 – 900,000	79	11	13.92%
900,001 – 1,000,000	48	15	31.25%
1,000,001 – 1,250,000	54	8	14.81%
1,250,001 – 1,500,000	51	9	17.65%
1,500,001 – 1,750,000	15	8	53.33%
1,750,001 – 2,000,000	18	2	11.11%
2,000,001 – 2,250,000	3	2	66.67%
2,250,001 – 2,500,000	6	0	NA
2,500,001 – 2,750,000	3	0	NA
2,750,001 – 3,000,000	1	1	100.00%
3,000,001 – 3,500,000	1	1	100.00%
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	802	206	25.69%

0 to 1 Bedroom	246	73	29.67%
2 Bedrooms	430	98	22.79%
3 Bedrooms	106	33	31.13%
4 Bedrooms & Greater	20	2	10.00%
TOTAL	802	206	25.69%

SnapStats® Median Data	January	February	Variance
Inventory	663	802	20.97%
Solds	110	206	87.27%
Sale Price	\$566,250	\$580,000	2.43%
Sale Price SQFT	\$616	\$635	3.08%
Sale to List Price Ratio	96%	98%	2.08%
Days on Market	43	16	-62.79%

Community STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Arbutus	2	0	NA
Cambie	30	1	3.33%
Dunbar	9	2	22.22%
Fairview	137	49	35.77%
Falsecreek	98	26	26.53%
Kerrisdale	45	14	31.11%
Kitsilano	129	46	35.66%
Mackenzie Heights	0	0	NA
Marpole	31	10	32.26%
Mount Pleasant	5	5	100.00%
Oakridge	23	3	13.04%
Point Grey	14	7	50.00%
Quilchena	35	4	11.43%
SW Marine	27	1	3.70%
Shaughnessy	15	3	20.00%
South Cambie	9	1	11.11%
South Granville	5	4	80.00%
Southlands	5	0	NA
University	183	30	16.39%
TOTAL	802	206	25.69%

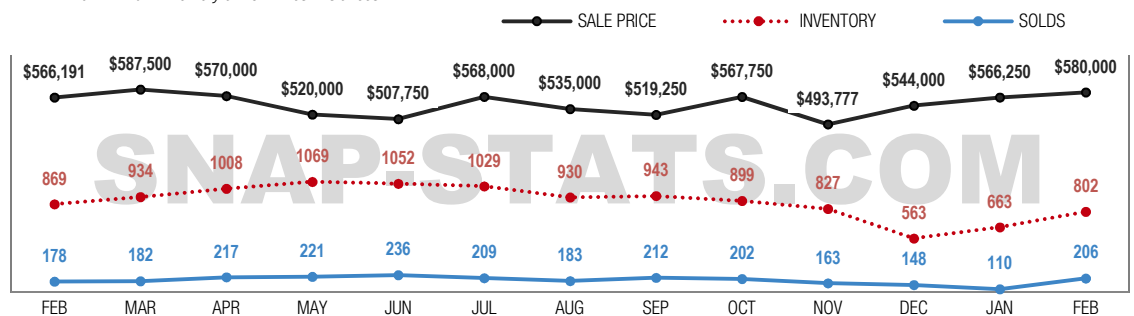
*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

Market Summary

- Official Market Type **WESTSIDE 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*: \$1.5 mil to \$1.75 mil with average 53% Sales Ratio (Sellers market)
- Buyers Best Bet:* Homes between \$1.75 mil to \$2 mil, Cambie, SW Marine and minimum 4 bedroom properties
- Sellers Best Bet:* Selling homes in Point Grey, up to 1 bedroom and 3 bedroom properties

* With a minimum inventory of 10 in most instances

13 Month Market Trend



Compliments of...

Kathy Plante
Sutton Group - West Coast Realty
604-329-1405

www.kathyplante.com
kathy@kathyplante.com



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	12	12	100.00%
800,001 – 900,000	32	16	50.00%
900,001 – 1,000,000	40	22	55.00%
1,000,001 – 1,250,000	66	56	84.85%
1,250,001 – 1,500,000	66	24	36.36%
1,500,001 – 1,750,000	41	7	17.07%
1,750,001 – 2,000,000	18	4	22.22%
2,000,001 – 2,250,000	6	3	50.00%
2,250,001 – 2,500,000	6	0	NA
2,500,001 – 2,750,000	4	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	1	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL	294	144	48.98%

2 Bedrooms & Less	19	12	63.16%
3 to 4 Bedrooms	95	49	51.58%
5 to 6 Bedrooms	119	59	49.58%
7 Bedrooms & More	61	24	39.34%
TOTAL	294	144	48.98%

SnapStats® Median Data	January	February	Variance
Inventory	249	294	18.07%
Solds	94	144	53.19%
Sale Price	\$1,088,000	\$1,099,000	1.01%
Sale Price SQFT	\$479	\$491	2.51%
Sale to List Price Ratio	101%	101%	NA
Days on Market	9	10	11.11%

Community *STATS HOUSES (DETACHED)*

SnapStats®	Inventory	Sales	Sales Ratio*
Champlain Heights	1	1	100.00%
Collingwood	47	13	27.66%
Downtown	0	0	NA
Fraser	16	16	100.00%
Fraserview	27	9	33.33%
Grandview	11	11	100.00%
Hastings	9	2	22.22%
Hastings East	13	3	23.08%
Killarney	38	14	36.84%
Knight	26	9	34.62%
Main	11	8	72.73%
Mount Pleasant	8	2	25.00%
Renfrew Heights	19	14	73.68%
Renfrew	30	21	70.00%
South Vancouver	32	16	50.00%
Victoria	6	5	83.33%
TOTAL	294	144	48.98%

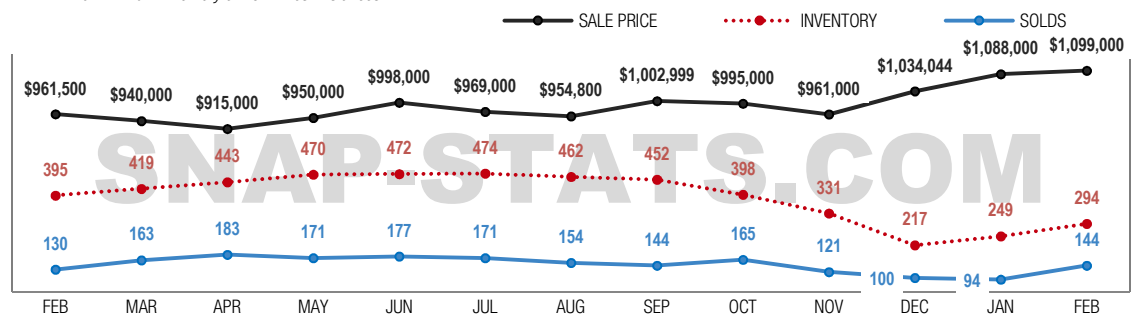
*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

Market Summary

- Official Market Type **EASTSIDE DETACHED**: Sellers market at 49% Sales Ratio average (4.9 in 10 homes selling)
- Homes are selling on average 1% above list price
- Most Active Price Band*: \$700,000 to \$800,000 with average 100% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes between \$1.5 mil to \$1.75 mil, Hastings, Hastings East and minimum 7 bedroom properties
- Sellers Best Bet*: Selling homes in Fraser, Grandview and up to 2 bedroom properties

* With a minimum inventory of 10 in most instances

13 Month Market Trend



Compliments of...

Kathy Plante
Sutton Group - West Coast Realty
604-329-1405

www.kathyplante.com
kathy@kathyplante.com



Price Band & Bedroom STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	151	48	31.79%
300,001 – 400,000	162	47	29.01%
400,001 – 500,000	98	33	33.67%
500,001 – 600,000	44	12	27.27%
600,001 – 700,000	35	9	25.71%
700,001 – 800,000	17	10	58.82%
800,001 – 900,000	11	2	18.18%
900,001 – 1,000,000	5	0	NA
1,000,001 – 1,250,000	5	0	NA
1,250,001 – 1,500,000	6	0	NA
1,500,001 – 1,750,000	2	0	NA
1,750,001 – 2,000,000	0	0	NA
2,000,001 – 2,250,000	0	0	NA
2,250,001 – 2,500,000	0	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	0	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	0	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL	536	161	30.04%

0 to 1 Bedroom	282	86	30.50%
2 Bedrooms	197	60	30.46%
3 Bedrooms	51	13	25.49%
4 Bedrooms & Greater	6	2	33.33%
TOTAL	536	161	30.04%

SnapStats® Median Data	January	February	Variance
Inventory	508	536	5.51%
Solds	112	161	43.75%
Sale Price	\$352,950	\$373,500	5.82%
Sale Price SQFT	\$478	\$517	8.16%
Sale to List Price Ratio	99%	100%	1.01%
Days on Market	13	12	-7.69%

Community STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Champlain Heights	18	11	61.11%
Collingwood	120	38	31.67%
Downtown	16	11	68.75%
Fraser	24	4	16.67%
Fraserview	34	6	17.65%
Grandview	18	13	72.22%
Hastings	44	13	29.55%
Hastings East	14	4	28.57%
Killarney	22	1	4.55%
Knight	11	5	45.45%
Main	7	3	42.86%
Mt Pleasant	167	49	29.34%
Renfrew Heights	0	0	NA
Renfrew	13	2	15.38%
South Vancouver	0	0	NA
Victoria	28	1	3.57%
TOTAL	536	161	30.04%

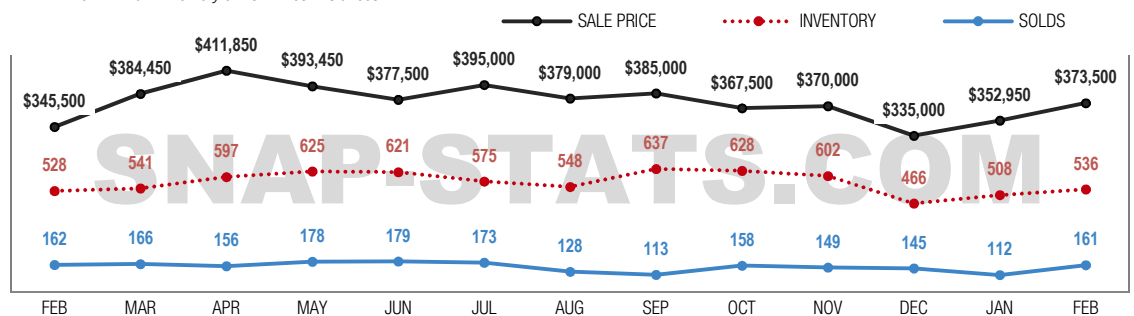
*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

Market Summary

- Official Market Type **EASTSIDE ATTACHED**: Sellers market at 30% Sales Ratio average (3 in 10 homes selling)
- Homes are selling on average at list price
- Most Active Price Band*: \$700,000 to \$800,000 with average 59% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes between \$800,000 to \$900,000, Killarney, Victoria and 3 bedroom properties
- Sellers Best Bet*: Selling homes in Champlain Heights, Downtown, Grandview and up to 2 bedroom properties

* With a minimum inventory of 10 in most instances

13 Month Market Trend



Compliments of...

Kathy Plante
Sutton Group - West Coast Realty
604-329-1405

www.kathyplante.com
kathy@kathyplante.com



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	0	NA
600,001 – 700,000	3	0	NA
700,001 – 800,000	8	4	50.00%
800,001 – 900,000	17	5	29.41%
900,001 – 1,000,000	20	20	100.00%
1,000,001 – 1,250,000	33	28	84.85%
1,250,001 – 1,500,000	51	32	62.75%
1,500,001 – 1,750,000	30	18	60.00%
1,750,001 – 2,000,000	21	8	38.10%
2,000,001 – 2,250,000	11	4	36.36%
2,250,001 – 2,500,000	17	1	5.88%
2,500,001 – 2,750,000	8	0	NA
2,750,001 – 3,000,000	5	1	20.00%
3,000,001 – 3,500,000	11	1	9.09%
3,500,001 – 4,000,000	6	0	NA
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	4	0	NA
TOTAL	248	122	49.19%

2 Bedrooms & Less	9	3	33.33%
3 to 4 Bedrooms	124	68	54.84%
5 to 6 Bedrooms	90	42	46.67%
7 Bedrooms & More	25	9	36.00%
TOTAL	248	122	49.19%

SnapStats® Median Data	January	February	Variance
Inventory	183	248	35.52%
Solds	67	122	82.09%
Sale Price	\$1,210,000	\$1,278,750	5.68%
Sale Price SQFT	\$456	\$496	8.77%
Sale to List Price Ratio	101%	98%	-2.97%
Days on Market	8	8	NA

Community STATS HOUSES (DETACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Blueridge	9	3	33.33%
Boulevard	8	2	25.00%
Braemar	4	0	NA
Calverhall	4	0	NA
Canyon Heights	37	16	43.24%
Capilano	4	4	100.00%
Central Lonsdale	11	9	81.82%
Deep Cove	15	4	26.67%
Delbrook	3	3	100.00%
Dollarton	11	3	27.27%
Edgemont	12	10	83.33%
Forest Hills	10	6	60.00%
Grouse Woods	3	0	NA
Hamilton	4	2	50.00%
Hamilton Heights	0	0	NA
Indian Arm	3	0	NA
Indian River	3	0	NA
Lower Lonsdale	3	2	66.67%
Lynn Valley	19	19	100.00%
Lynnmour	6	1	16.67%
Norgate	3	3	100.00%
Northlands	3	0	NA
Pemberton Heights	3	3	100.00%
Pemberton	3	1	33.33%
Princess Park	2	2	100.00%
Queensbury	2	0	NA
Roche Point	1	1	100.00%
Seymour	5	0	NA
Tempe	3	2	66.67%
Upper Delbrook	9	5	55.56%
Upper Lonsdale	28	12	42.86%
Westlynn	8	6	75.00%
Westlynn Terrace	1	1	100.00%
Windsor Park	3	2	66.67%
Woodlands-Sunshine Cascade	5	0	NA
TOTAL	248	122	49.19%

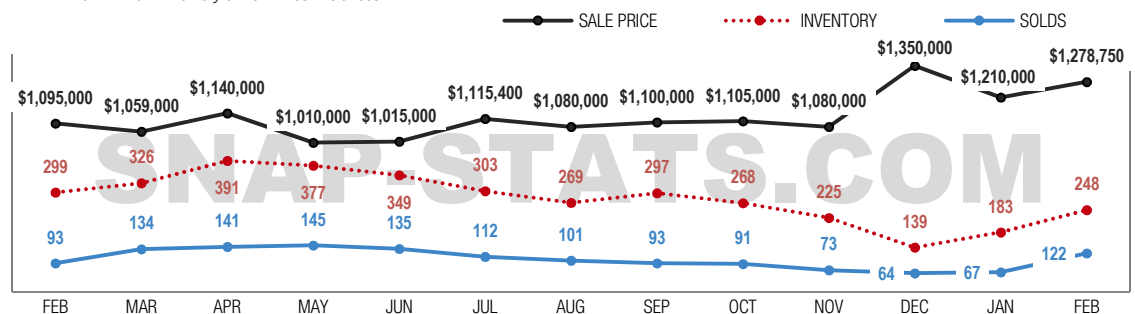
*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

Market Summary

- Official Market Type **NORTH VANCOUVER DETACHED**: Sellers market at 49% Sales Ratio average (4.9 in 10 homes selling)
- Homes are selling on average 2% below list price
- Most Active Price Band*: \$900,000 to \$1 mil with average 100% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes between \$2.25 mil to \$2.5 mil, Deep Cove, Dollarton and up to 2 bedroom properties
- Sellers Best Bet*: Selling homes in Central Lonsdale, Edgemont, Lynn Valley and 3 to 4 bedroom properties

* With a minimum inventory of 10 in most instances

13 Month Market Trend



Compliments of...

Kathy Plante
Sutton Group - West Coast Realty
604-329-1405

www.kathyplante.com
kathy@kathyplante.com



Price Band & Bedroom STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	77	17	22.08%
300,001 – 400,000	125	38	30.40%
400,001 – 500,000	85	21	24.71%
500,001 – 600,000	70	30	42.86%
600,001 – 700,000	49	17	34.69%
700,001 – 800,000	30	9	30.00%
800,001 – 900,000	17	5	29.41%
900,001 – 1,000,000	10	1	10.00%
1,000,001 – 1,250,000	4	0	NA
1,250,001 – 1,500,000	1	1	100.00%
1,500,001 – 1,750,000	3	0	NA
1,750,001 – 2,000,000	2	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	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	477	139	29.14%

0 to 1 Bedroom	176	43	24.43%
2 Bedrooms	224	63	28.13%
3 Bedrooms	64	25	39.06%
4 Bedrooms & Greater	13	8	61.54%
TOTAL	477	139	29.14%

SnapStats® Median Data	January	February	Variance
Inventory	390	477	22.31%
Solds	76	139	82.89%
Sale Price	\$469,900	\$468,888	-0.22%
Sale Price SQFT	\$505	\$481	-4.75%
Sale to List Price Ratio	100%	100%	NA
Days on Market	29	13	-55.17%

Community STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Blueridge	1	0	NA
Boulevard	0	0	NA
Braemar	0	0	NA
Calverhall	0	0	NA
Canyon Heights	0	0	NA
Capilano	5	1	20.00%
Central Lonsdale	123	36	29.27%
Deep Cove	2	0	NA
Delbrook	1	1	100.00%
Dollarton	0	0	NA
Edgemont	4	4	100.00%
Forest Hills	0	0	NA
Grouse Woods	1	1	100.00%
Hamilton	27	1	3.70%
Hamilton Heights	0	0	NA
Indian Arm	0	0	NA
Indian River	5	4	80.00%
Lower Lonsdale	137	31	22.63%
Lynn Valley	23	16	69.57%
Lynnmour	24	5	20.83%
Norgate	20	3	15.00%
Northlands	13	9	69.23%
Pemberton Heights	1	0	NA
Pemberton	30	6	20.00%
Princess Park	0	0	NA
Queensbury	0	0	NA
Roche Point	37	10	27.03%
Seymour	10	4	40.00%
Tempe	0	0	NA
Upper Delbrook	0	0	NA
Upper Lonsdale	8	5	62.50%
Westlynn	5	2	40.00%
Westlynn Terrace	0	0	NA
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	0	0	NA
TOTAL	477	139	29.14%

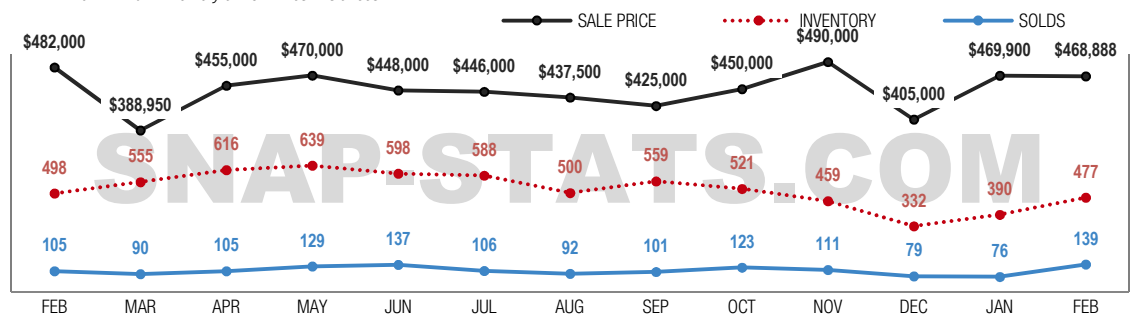
*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

Market Summary

- Official Market Type **NORTH VANCOUVER ATTACHED**: Sellers market at 29% Sales Ratio average (2.9 in 10 homes selling)
- Homes are selling on average at list price
- Most Active Price Band*: \$500,000 to \$600,000 with average 43% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes between \$900,000 to \$1 mil, Hamilton, Norgate and up to 2 bedroom properties
- Sellers Best Bet*: Selling homes in Lynn Valley, Northlands and minimum 4 bedroom properties

* With a minimum inventory of 10 in most instances

13 Month Market Trend



Compliments of...

Kathy Plante
Sutton Group - West Coast Realty
604-329-1405

www.kathyplante.com
kathy@kathyplante.com



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	1	0	NA
800,001 – 900,000	3	0	NA
900,001 – 1,000,000	5	2	40.00%
1,000,001 – 1,250,000	11	6	54.55%
1,250,001 – 1,500,000	24	4	16.67%
1,500,001 – 1,750,000	18	18	100.00%
1,750,001 – 2,000,000	34	8	23.53%
2,000,001 – 2,250,000	17	16	94.12%
2,250,001 – 2,500,000	40	11	27.50%
2,500,001 – 2,750,000	18	12	66.67%
2,750,001 – 3,000,000	36	7	19.44%
3,000,001 – 3,500,000	30	7	23.33%
3,500,001 – 4,000,000	44	5	11.36%
4,000,001 – 4,500,000	31	4	12.90%
4,500,001 – 5,000,000	28	5	17.86%
5,000,001 & Greater	114	11	9.65%
TOTAL	457	116	25.38%

2 Bedrooms & Less	19	8	42.11%
3 to 4 Bedrooms	208	76	36.54%
5 to 6 Bedrooms	208	28	13.46%
7 Bedrooms & More	22	4	18.18%
TOTAL	457	116	25.38%

SnapStats® Median Data	January	February	Variance
Inventory	382	457	19.63%
Solds	46	116	152.17%
Sale Price	\$2,100,000	\$2,342,500	11.55%
Sale Price SQFT	\$651	\$703	7.99%
Sale to List Price Ratio	97%	98%	1.03%
Days on Market	36	11	-69.44%

Community STATS HOUSES (DETACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Altamont	10	4	40.00%
Ambleside	42	16	38.10%
Bayridge	11	5	45.45%
British Properties	87	21	24.14%
Canterbury	8	2	25.00%
Caulfield	33	4	12.12%
Cedardale	5	2	40.00%
Chartwell	31	3	9.68%
Chelsea Park	4	0	NA
Cypress	7	2	28.57%
Cypress Park Estates	8	1	12.50%
Deer Ridge	1	0	NA
Dundarave	25	12	48.00%
Eagle Harbour	11	5	45.45%
Eagleridge	7	1	14.29%
Furry Creek	8	0	NA
Gleneagles	11	0	NA
Glenmore	11	2	18.18%
Horseshoe Bay	9	3	33.33%
Howe Sound	14	0	NA
Lions Bay	10	4	40.00%
Old Caulfield	4	1	25.00%
Panorama Village	2	2	100.00%
Park Royal	0	0	NA
Porteau Cove	0	0	NA
Queens	20	5	25.00%
Rockridge	12	0	NA
Sandy Cove	6	0	NA
Sentinel Hill	15	5	33.33%
Upper Caulfield	3	2	66.67%
West Bay	8	2	25.00%
Westhill	4	1	25.00%
Westmount	11	5	45.45%
Whitby Estates	11	0	NA
Whytecliff	8	6	75.00%
TOTAL	457	116	25.38%

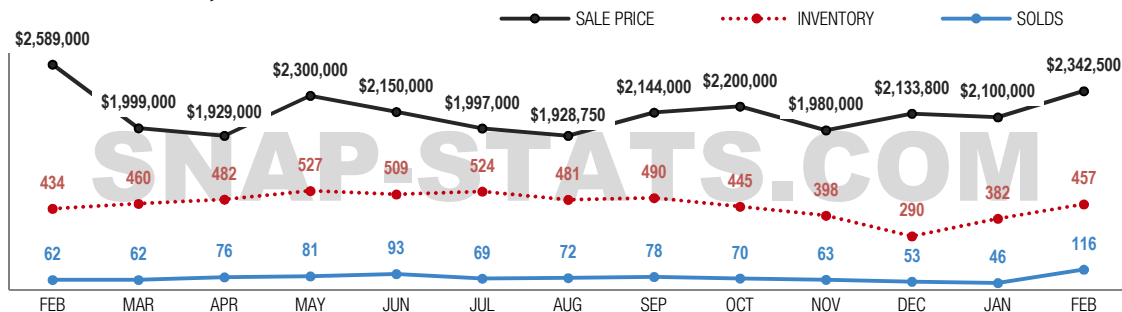
*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

Market Summary

- Official Market Type **WEST VANCOUVER DETACHED**: Sellers market at 25% Sales Ratio average (1 in 4 homes selling)
- Homes are selling on average 2% below list price
- Most Active Price Band*: \$1.5 mil to \$1.75 mil with average 100% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes \$5 mil plus, Caulfield, Chartwell and 5 to 6 bedroom properties
- Sellers Best Bet*: Selling homes in Bayridge, Dundarave, Eagle Harbour, Westmount and up to 2 bedroom properties

* With a minimum inventory of 10 in most instances

13 Month Market Trend



Compliments of...

Kathy Plante
Sutton Group - West Coast Realty
604-329-1405

www.kathyplante.com
kathy@kathyplante.com



Price Band & Bedroom STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	6	0	NA
300,001 – 400,000	8	3	37.50%
400,001 – 500,000	8	3	37.50%
500,001 – 600,000	5	2	40.00%
600,001 – 700,000	8	0	NA
700,001 – 800,000	8	2	25.00%
800,001 – 900,000	7	6	85.71%
900,001 – 1,000,000	11	3	27.27%
1,000,001 – 1,250,000	13	2	15.38%
1,250,001 – 1,500,000	8	2	25.00%
1,500,001 – 1,750,000	6	3	50.00%
1,750,001 – 2,000,000	6	0	NA
2,000,001 – 2,250,000	1	0	NA
2,250,001 – 2,500,000	0	0	NA
2,500,001 – 2,750,000	1	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	4	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	2	0	NA
TOTAL	107	26	24.30%

0 to 1 Bedroom	23	4	17.39%
2 Bedrooms	63	19	30.16%
3 Bedrooms	20	3	15.00%
4 Bedrooms & Greater	1	0	NA
TOTAL	107	26	24.30%

SnapStats® Median Data	January	February	Variance
Inventory	97	107	10.31%
Solds	11	26	136.36%
Sale Price	\$770,000	\$846,500	9.94%
Sale Price SQFT	\$603	\$719	19.24%
Sale to List Price Ratio	96%	97%	1.04%
Days on Market	69	25	-63.77%

Community STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Altamont	0	0	NA
Ambleside	27	10	37.04%
Bayridge	0	0	NA
British Properties	0	0	NA
Canterbury	0	0	NA
Caulfield	0	0	NA
Cedardale	6	0	NA
Chartwell	0	0	NA
Chelsea Park	1	0	NA
Cypress	0	0	NA
Cypress Park Estates	4	1	25.00%
Deer Ridge	2	2	100.00%
Dundarave	19	8	42.11%
Eagle Harbour	0	0	NA
Eagleridge	0	0	NA
Furry Creek	4	0	NA
Gleneagles	0	0	NA
Glenmore	0	0	NA
Horseshoe Bay	1	0	NA
Howe Sound	4	2	50.00%
Lions Bay	0	0	NA
Old Caulfield	0	0	NA
Panorama Village	10	1	10.00%
Park Royal	18	1	5.56%
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	0	NA
Whytecliff	0	0	NA
TOTAL	107	26	24.30%

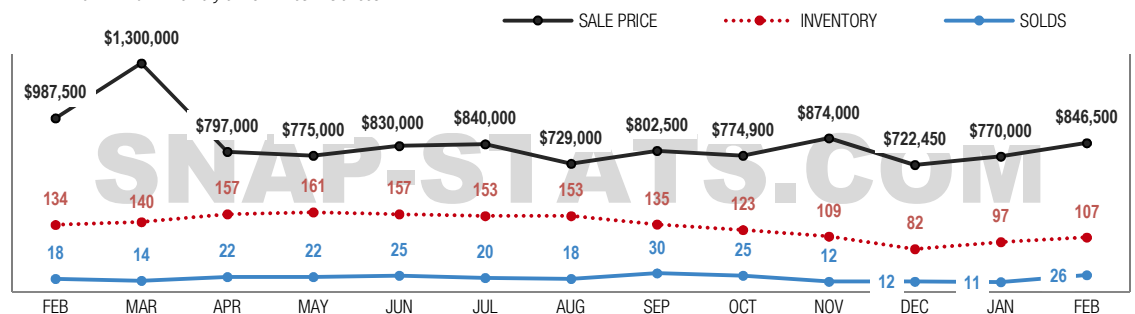
*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

Market Summary

- Official Market Type **WEST VANCOUVER ATTACHED**: Sellers market at 24% Sales Ratio average (2.4 in 10 homes selling)
- Homes are selling on average 3% below list price
- Most Active Price Band*: \$900,000 to \$1 mil with average 27% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes between \$1 mil to \$1.25 mil, Panorama Village, Park Royal and 3 bedroom properties
- Sellers Best Bet*: Selling homes in Ambleside, Dundarave and 2 bedroom properties

* With a minimum inventory of 10 in most instances

13 Month Market Trend



Compliments of...

Kathy Plante
Sutton Group - West Coast Realty
604-329-1405

www.kathyplante.com
kathy@kathyplante.com



Price Band & Bedroom STATS HOUSES (DETACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	1	0	NA
300,001 – 400,000	1	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	2	1	50.00%
600,001 – 700,000	6	6	100.00%
700,001 – 800,000	13	7	53.85%
800,001 – 900,000	34	34	100.00%
900,001 – 1,000,000	50	25	50.00%
1,000,001 – 1,250,000	105	32	30.48%
1,250,001 – 1,500,000	112	17	15.18%
1,500,001 – 1,750,000	63	21	33.33%
1,750,001 – 2,000,000	71	6	8.45%
2,000,001 – 2,250,000	27	4	14.81%
2,250,001 – 2,500,000	35	5	14.29%
2,500,001 – 2,750,000	23	5	21.74%
2,750,001 – 3,000,000	17	0	NA
3,000,001 – 3,500,000	13	0	NA
3,500,001 – 4,000,000	5	0	NA
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	3	0	NA
TOTAL	583	163	27.96%

2 Bedrooms & Less	13	5	38.46%
3 to 4 Bedrooms	215	79	36.74%
5 to 6 Bedrooms	322	73	22.67%
7 Bedrooms & More	33	6	18.18%
TOTAL	583	163	27.96%

SnapStats® Median Data	January	February	Variance
Inventory	540	583	7.96%
Solds	117	163	39.32%
Sale Price	\$1,090,000	\$1,050,000	-3.67%
Sale Price SQFT	\$448	\$420	-6.25%
Sale to List Price Ratio	99%	97%	-2.02%
Days on Market	36	14	-61.11%

Community STATS HOUSES (DETACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Boyd Park	27	6	22.22%
Bridgeport	11	2	18.18%
Brighthouse	3	1	33.33%
Brighthouse South	0	0	NA
Broadmoor	53	13	24.53%
East Cambie	17	1	5.88%
East Richmond	11	1	9.09%
Garden City	29	4	13.79%
Gilmore	4	1	25.00%
Granville	41	13	31.71%
Hamilton	11	4	36.36%
Ironwood	24	9	37.50%
Lackner	24	7	29.17%
McLennan	8	3	37.50%
McLennan North	12	1	8.33%
McNair	24	8	33.33%
Quilchena	26	12	46.15%
Riverdale	39	9	23.08%
Saunders	27	4	14.81%
Sea Island	1	0	NA
Seafair	54	16	29.63%
South Arm	21	6	28.57%
Steveston North	29	10	34.48%
Steveston South	11	2	18.18%
Steveston Village	6	6	100.00%
Terra Nova	16	2	12.50%
West Cambie	22	4	18.18%
Westwind	8	8	100.00%
Woodwards	24	10	41.67%
TOTAL	583	163	27.96%

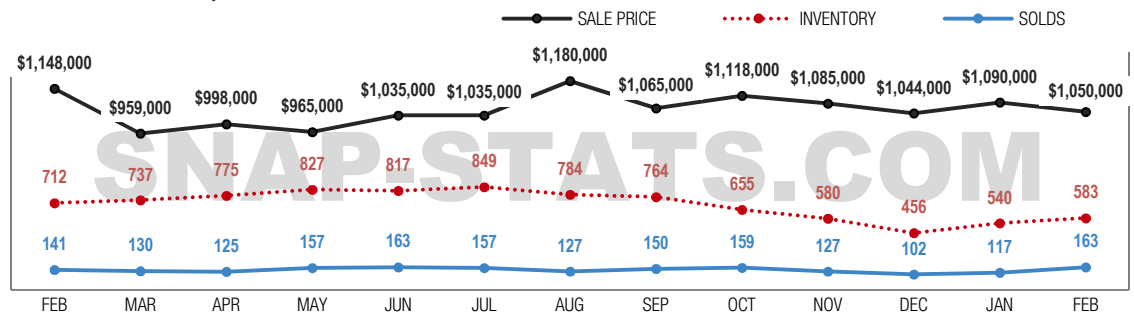
*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

Market Summary

- Official Market Type **RICHMOND DETACHED**: Sellers market at 28% Sales Ratio average (2.8 in 10 homes selling)
- Homes are selling on average 3% below list price
- Most Active Price Band*: \$800,000 to \$900,000 with average 100% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes between \$1.75 mil to \$2 mil, East Cambie, East Richmond, McLennan North and 7 plus bedrooms
- Sellers Best Bet*: Selling homes in Quilchena, Westwind, Woodwards and up to 4 bedrooms properties

* With a minimum inventory of 10 in most instances

13 Month Market Trend



Compliments of...

Kathy Plante
Sutton Group - West Coast Realty
604-329-1405

www.kathyplante.com
kathy@kathyplante.com



Price Band & Bedroom STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	299	52	17.39%
300,001 – 400,000	252	54	21.43%
400,001 – 500,000	222	42	18.92%
500,001 – 600,000	190	52	27.37%
600,001 – 700,000	98	21	21.43%
700,001 – 800,000	33	5	15.15%
800,001 – 900,000	27	1	3.70%
900,001 – 1,000,000	16	0	NA
1,000,001 – 1,250,000	11	0	NA
1,250,001 – 1,500,000	5	0	NA
1,500,001 – 1,750,000	6	0	NA
1,750,001 – 2,000,000	3	0	NA
2,000,001 – 2,250,000	1	0	NA
2,250,001 – 2,500,000	0	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	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
TOTAL	1168	227	19.43%

0 to 1 Bedroom	304	47	15.46%
2 Bedrooms	545	97	17.80%
3 Bedrooms	272	72	26.47%
4 Bedrooms & Greater	47	11	23.40%
TOTAL	1168	227	19.43%

SnapStats® Median Data	January	February	Variance
Inventory	1068	1168	9.36%
Solds	167	227	35.93%
Sale Price	\$420,000	\$418,000	-0.48%
Sale Price SQFT	\$396	\$398	0.51%
Sale to List Price Ratio	97%	98%	1.03%
Days on Market	48	25	-47.92%

Community STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Boyd Park	16	6	37.50%
Bridgeport	67	9	13.43%
Brighthouse	395	58	14.68%
Brighthouse South	188	36	19.15%
Broadmoor	10	1	10.00%
East Cambie	12	3	25.00%
East Richmond	3	3	100.00%
Garden City	12	2	16.67%
Gilmore	0	0	NA
Granville	34	3	8.82%
Hamilton	11	1	9.09%
Ironwood	13	5	38.46%
Lackner	6	0	NA
McLennan	0	0	NA
McLennan North	120	33	27.50%
McNair	1	1	100.00%
Quilchena	2	0	NA
Riverdale	37	4	10.81%
Saunders	8	8	100.00%
Sea Island	1	0	NA
Seafair	1	0	NA
South Arm	15	5	33.33%
Steveston North	13	1	7.69%
Steveston South	45	15	33.33%
Steveston Village	8	1	12.50%
Terra Nova	12	6	50.00%
West Cambie	119	23	19.33%
Westwind	3	2	66.67%
Woodwards	16	1	6.25%
TOTAL	1168	227	19.43%

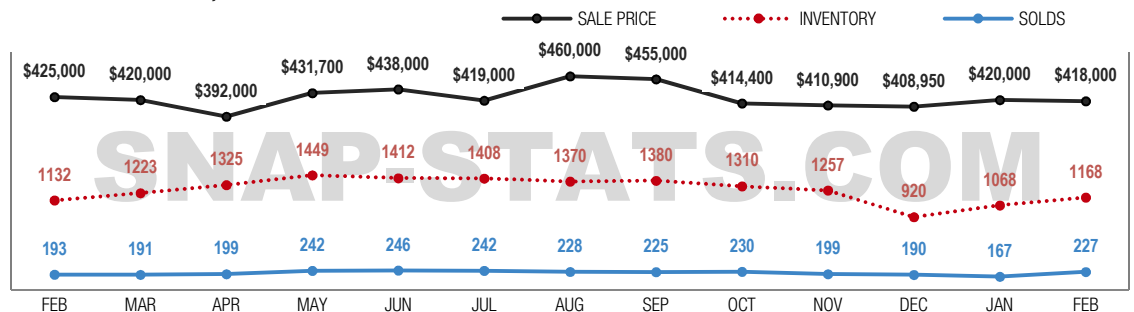
*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

Market Summary

- Official Market Type **RICHMOND ATTACHED**: Balanced market at 19% Sales Ratio average (1.9 in 10 homes selling)
- Homes are selling on average 2% below list price
- Most Active Price Band*: \$500,000 to \$600,000 with average 27% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes \$800,000 to \$900,000, Granville, Hamilton, Steveston North, Woodwards and up to 2 bedroom properties
- Sellers Best Bet*: Selling homes in Saunders, Terra Nova and minimum 3 bedroom properties

* With a minimum inventory of 10 in most instances

13 Month Market Trend



Compliments of...

Kathy Plante
Sutton Group - West Coast Realty
604-329-1405

www.kathyplante.com
kathy@kathyplante.com



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	1	100.00%
600,001 – 700,000	7	7	100.00%
700,001 – 800,000	9	3	33.33%
800,001 – 900,000	13	7	53.85%
900,001 – 1,000,000	12	4	33.33%
1,000,001 – 1,250,000	9	3	33.33%
1,250,001 – 1,500,000	10	0	NA
1,500,001 – 1,750,000	5	1	20.00%
1,750,001 – 2,000,000	2	0	NA
2,000,001 – 2,250,000	1	0	NA
2,250,001 – 2,500,000	1	0	NA
2,500,001 – 2,750,000	1	0	NA
2,750,001 – 3,000,000	1	0	NA
3,000,001 – 3,500,000	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	2	0	NA
5,000,001 & Greater	0	0	NA
TOTAL	78	26	33.33%

2 Bedrooms & Less	5	2	40.00%
3 to 4 Bedrooms	50	20	40.00%
5 to 6 Bedrooms	21	4	19.05%
7 Bedrooms & More	2	0	NA
TOTAL	78	26	33.33%

SnapStats® Median Data	January	February	Variance
Inventory	79	78	-1.27%
Solds	17	26	52.94%
Sale Price	\$785,000	\$822,500	4.78%
Sale Price SQFT	\$332	\$358	7.83%
Sale to List Price Ratio	98%	98%	NA
Days on Market	54	16	-70.37%

Community *STATS HOUSES (DETACHED)*

SnapStats®	Inventory	Sales	Sales Ratio*
Beach Grove	5	3	60.00%
Boundary Beach	11	1	9.09%
Cliff Drive	11	4	36.36%
English Bluff	13	2	15.38%
Pebble Hill	15	8	53.33%
Tsawwassen Central	15	5	33.33%
Tsawwassen East	8	3	37.50%
TOTAL	78	26	33.33%

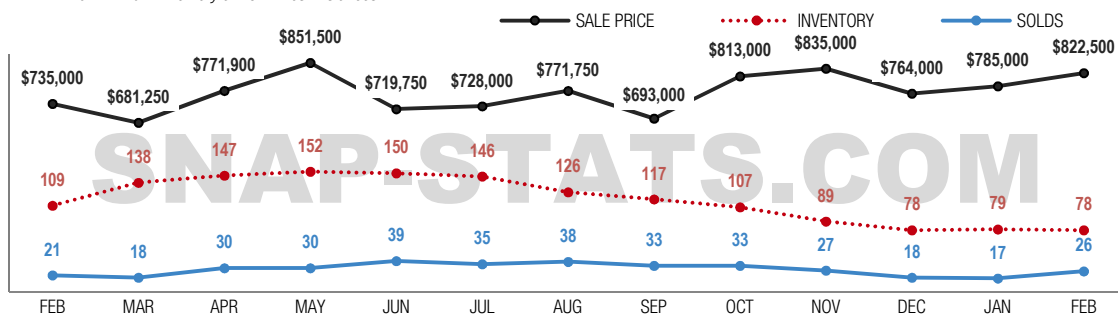
*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

Market Summary

- Official Market Type **TSAWWASSEN DETACHED**: Sellers market at 33% Sales Ratio average (3.3 in 10 homes selling)
- Homes are selling on average 2% below list price
- Most Active Price Band*: \$800,000 to \$900,000 with average 33% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes between \$700,000 to \$1.25 mil (EXCLUDING \$800k to \$900k), Boundary Beach and 5 to 6 bedrooms
- Sellers Best Bet*: Selling homes in Pebble Hill and 3 to 4 bedroom properties

* With a minimum inventory of 10 in most instances

13 Month Market Trend



Compliments of...

Kathy Plante
Sutton Group - West Coast Realty
604-329-1405

www.kathyplante.com
kathy@kathyplante.com



Price Band & Bedroom STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	12	2	16.67%
300,001 – 400,000	19	5	26.32%
400,001 – 500,000	8	4	50.00%
500,001 – 600,000	6	0	NA
600,001 – 700,000	3	0	NA
700,001 – 800,000	4	0	NA
800,001 – 900,000	1	0	NA
900,001 – 1,000,000	1	0	NA
1,000,001 – 1,250,000	4	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	0	0	NA
5,000,001 & Greater	1	0	NA
TOTAL	60	11	18.33%

0 to 1 Bedroom	6	3	50.00%
2 Bedrooms	48	7	14.58%
3 Bedrooms	6	1	16.67%
4 Bedrooms & Greater	0	0	NA
TOTAL	60	11	18.33%

SnapStats® Median Data	January	February	Variance
Inventory	53	60	13.21%
Solds	8	11	37.50%
Sale Price	\$295,500	\$385,000	30.29%
Sale Price SQFT	\$286	\$289	1.05%
Sale to List Price Ratio	98%	97%	-1.02%
Days on Market	109	58	-46.79%

Community STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Beach Grove	17	2	11.76%
Boundary Beach	1	0	NA
Cliff Drive	28	3	10.71%
English Bluff	1	0	NA
Pebble Hill	0	0	NA
Tsawwassen Central	10	4	40.00%
Tsawwassen East	3	2	66.67%
TOTAL	60	11	18.33%

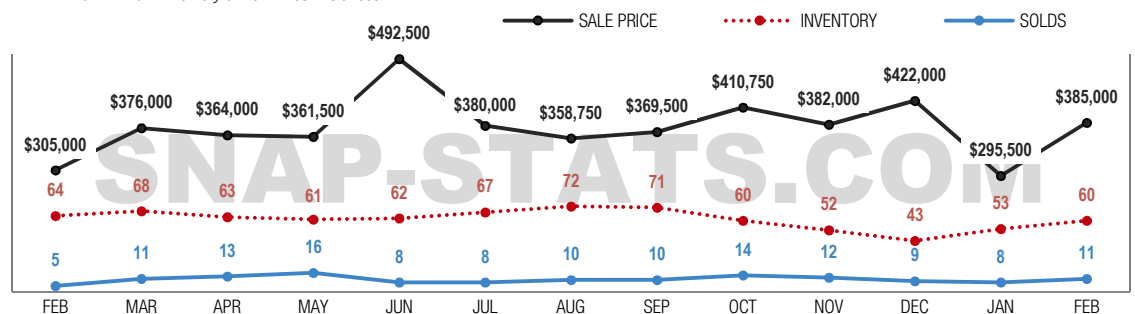
*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

Market Summary

- Official Market Type **TSAWWASSEN ATTACHED**: Balanced market at 18% Sales Ratio average (1.8 in 10 homes selling)
- Homes are selling on average 3% below list price
- Most Active Price Band*: \$400,000 to \$500,000 with average 50% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes between \$0 to \$300,000, Beach Grove and Cliff Drive
- Sellers Best Bet*: Homes in Tsawwassen Central

* With a minimum inventory of 10 in most instances

13 Month Market Trend



Compliments of...

Kathy Plante
Sutton Group - West Coast Realty
604-329-1405

www.kathyplante.com
kathy@kathyplante.com



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	6	6	100.00%
600,001 – 700,000	12	12	100.00%
700,001 – 800,000	4	4	100.00%
800,001 – 900,000	2	1	50.00%
900,001 – 1,000,000	3	1	33.33%
1,000,001 – 1,250,000	5	2	40.00%
1,250,001 – 1,500,000	2	0	NA
1,500,001 – 1,750,000	0	0	NA
1,750,001 – 2,000,000	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	0	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	1	0	NA
TOTAL	39	26	66.67%

2 Bedrooms & Less	8	1	12.50%
3 to 4 Bedrooms	26	21	80.77%
5 to 6 Bedrooms	5	4	80.00%
7 Bedrooms & More	0	0	NA
TOTAL	39	26	66.67%

SnapStats® Median Data	January	February	Variance
Inventory	45	39	-13.33%
Solds	13	26	100.00%
Sale Price	\$785,000	\$657,500	-16.24%
Sale Price SQFT	\$307	\$305	-0.65%
Sale to List Price Ratio	98%	99%	1.02%
Days on Market	5	10	100.00%

Community STATS HOUSES (DETACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Delta Manor	5	5	100.00%
East Delta	0	0	NA
Hawthorne	7	7	100.00%
Holly	5	4	80.00%
Ladner Elementary	7	7	100.00%
Ladner Rural	4	0	NA
Neilsen Grove	6	2	33.33%
Port Guichon	3	1	33.33%
Westham Island	2	0	NA
TOTAL	39	26	66.67%

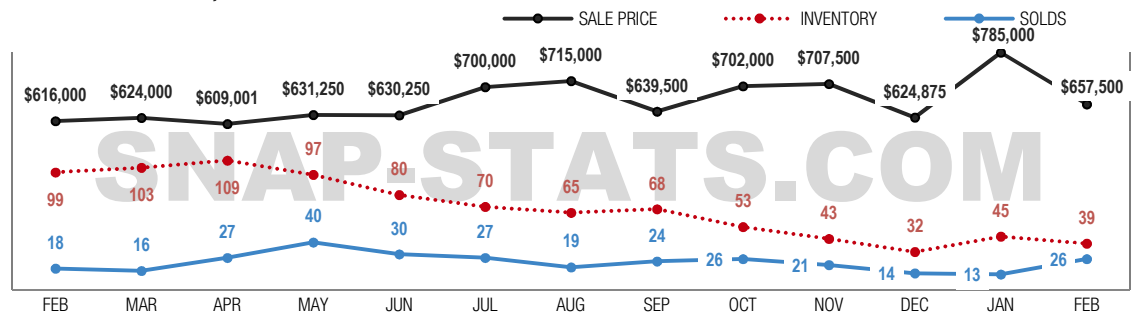
*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

Market Summary

- Official Market Type **LADNER DETACHED**: Sellers market at 67% Sales Ratio average (6.7 in 10 homes selling)
- Homes are selling on average 1% below list price
- Most Active Price Band*: \$300,000 to \$400,000 with average 36% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes in Ladner Elementary with 2 bedrooms
- Sellers Best Bet*: Selling homes in Delta Manor and 3 bedroom properties

* With a minimum inventory of 10 in most instances

13 Month Market Trend



Compliments of...

Kathy Plante
Sutton Group - West Coast Realty
604-329-1405

www.kathyplante.com
kathy@kathyplante.com



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

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	6	0	NA
300,001 – 400,000	11	4	36.36%
400,001 – 500,000	6	2	33.33%
500,001 – 600,000	7	1	14.29%
600,001 – 700,000	0	0	NA
700,001 – 800,000	3	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	33	7	21.21%

0 to 1 Bedroom	2	0	NA
2 Bedrooms	20	3	15.00%
3 Bedrooms	11	4	36.36%
4 Bedrooms & Greater	0	0	NA
TOTAL	33	7	21.21%

SnapStats® Median Data	January	February	Variance
Inventory	32	33	3.13%
Solds	8	7	-12.50%
Sale Price	\$396,500	\$372,000	-6.18%
Sale Price SQFT	\$322	\$288	-10.56%
Sale to List Price Ratio	95%	98%	3.16%
Days on Market	30	5	-83.33%

Community *STATS CONDO & TH (ATTACHED)*

SnapStats®	Inventory	Sales	Sales Ratio*
Delta Manor	9	3	33.33%
East Delta	5	0	NA
Hawthorne	4	3	75.00%
Holly	1	0	NA
Ladner Elementary	10	1	10.00%
Ladner Rural	0	0	NA
Neilsen Grove	4	0	NA
Port Guichon	0	0	NA
Westham Island	0	0	NA
TOTAL	33	7	21.21%

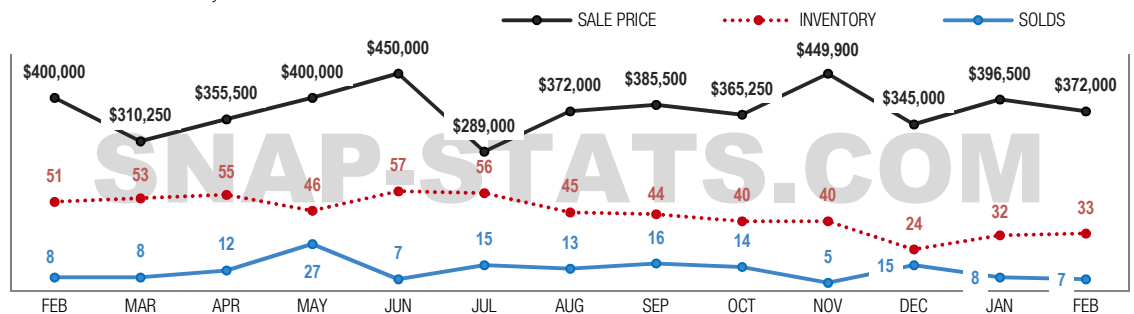
*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

Market Summary

- Official Market Type **LADNER ATTACHED**: Sellers market at 21% Sales Ratio average (20% is a Balanced market)
- Homes are selling on average 2% below list price
- Most Active Price Band*: \$400,000 to \$500,000 with a total of 3 sales
- Buyers Best Bet*: Homes with 3 bedrooms
- Sellers Best Bet*: Homes with 2 bedrooms

* With a minimum inventory of 10 in most instances

13 Month Market Trend



Compliments of...

Kathy Plante
Sutton Group - West Coast Realty
604-329-1405

www.kathyplante.com
kathy@kathyplante.com

