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

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SnapStats®

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METRO VANCOUVER EDITION

Downtown
Westside
Eastside
North Vancouver
West Vancouver
Richmond
Tsawwassen
Ladner



SnapStats® VANCOUVER DOWNTOWN MARCH 2020

Price Band & Bedroom *CONDOS & TOWNHOMES*

SnapStats®	Inventory	Sales	Sales Ratio
$0 – 300,000	1	0	NA
300,001 – 400,000	9	5	56%
400,001 – 500,000	12	8	67%
500,001 – 600,000	44	17	39%
600,001 – 700,000	57	41	72%
700,001 – 800,000	69	26	38%
800,001 – 900,000	49	12	24%
900,001 – 1,000,000	40	14	35%
1,000,001 – 1,250,000	67	12	18%
1,250,001 – 1,500,000	61	12	20%
1,500,001 – 1,750,000	41	6	15%
1,750,001 – 2,000,000	37	6	16%
2,000,001 – 2,250,000	17	3	18%
2,250,001 – 2,500,000	15	1	7%
2,500,001 – 2,750,000	14	1	7%
2,750,001 – 3,000,000	20	0	NA
3,000,001 – 3,500,000	10	1	10%
3,500,001 – 4,000,000	10	2	20%
4,000,001 – 4,500,000	10	2	20%
4,500,001 – 5,000,000	6	0	NA
5,000,001 & Greater	41	2	5%
TOTAL*	630	171	27%
0 to 1 Bedroom	250	99	40%
2 Bedrooms	295	62	21%
3 Bedrooms	72	10	14%
4 Bedrooms & Greater	13	0	NA
TOTAL*	630	171	27%

SnapStats®	February	March	Variance
Inventory	571	630	10%
Solds	145	171	18%
Sale Price	$749,000	$755,000	1%
Sale Price SQFT	$1,059	$1,063	0%
Sale to List Price Ratio	100%	101%	1%
Days on Market	9	7	-22%

Community *CONDOS & TOWNHOMES*

SnapStats®	Inventory	Sales	Sales Ratio
Coal Harbour	102	23	23%
Downtown	221	72	33%
Westend	133	37	28%
Yaletown	174	39	22%
TOTAL*	630	171	27%

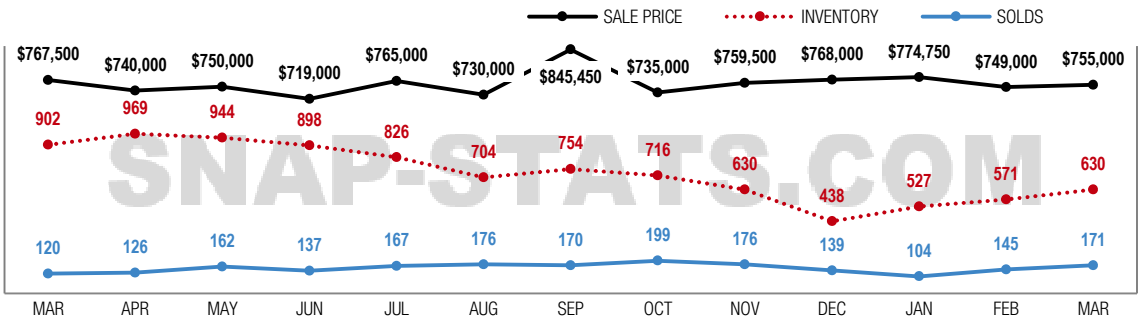
**Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.*

Market Summary

- Market Type Indicator **VANCOUVER DOWNTOWN ATTACHED**: Sellers Market at 27% Sales Ratio average (2.7 in 10 homes selling rate)
- Homes are selling on average 1% above list price
- Most Active Price Band** $600,000 to $700,000 with average 72% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes minimum $5 mil, Yaletown and 3 bedroom properties
- Sellers Best Bet** Selling homes in Downtown and up to 1 bedroom properties

***With minimum inventory of 10 in most instances*

13 Month Market Trend



SNAP-STATS.COM

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SnapStats® VANCOUVER WESTSIDE MARCH 2020

Price Band & Bedroom *DETACHED HOUSES*

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	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	1	NA*
1,250,001 – 1,500,000	2	0	NA
1,500,001 – 1,750,000	4	1	25%
1,750,001 – 2,000,000	5	5	100%
2,000,001 – 2,250,000	9	11	122%*
2,250,001 – 2,500,000	25	13	52%
2,500,001 – 2,750,000	14	10	71%
2,750,001 – 3,000,000	29	11	38%
3,000,001 – 3,500,000	55	21	38%
3,500,001 – 4,000,000	56	11	20%
4,000,001 – 4,500,000	34	7	21%
4,500,001 – 5,000,000	42	3	7%
5,000,001 & Greater	173	13	8%
TOTAL*	450	107	24%

2 Bedrooms & Less	19	1	5%
3 to 4 Bedrooms	154	45	29%
5 to 6 Bedrooms	219	52	24%
7 Bedrooms & More	58	9	16%
TOTAL*	450	107	24%

SnapStats®	February	March	Variance
Inventory	504	450	-11%
Solds	61	107	75%
Sale Price	$3,000,000	$3,050,000	2%
Sale Price SQFT	$997	$1,003	1%
Sale to List Price Ratio	94%	96%	2%
Days on Market	17	20	18%

Community *DETACHED HOUSES*

SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	14	4	29%
Cambie	32	7	22%
Dunbar	50	25	50%
Fairview	0	0	NA
Falsecreek	2	0	NA
Kerrisdale	33	5	15%
Kitsilano	16	8	50%
Mackenzie Heights	13	9	69%
Marpole	22	5	23%
Mount Pleasant	6	0	NA
Oakridge	16	4	25%
Point Grey	59	7	12%
Quilchena	18	3	17%
SW Marine	16	1	6%
Shaughnessy	51	10	20%
South Cambie	7	2	29%
South Granville	39	9	23%
Southlands	34	5	15%
University	22	3	14%
TOTAL*	450	107	24%

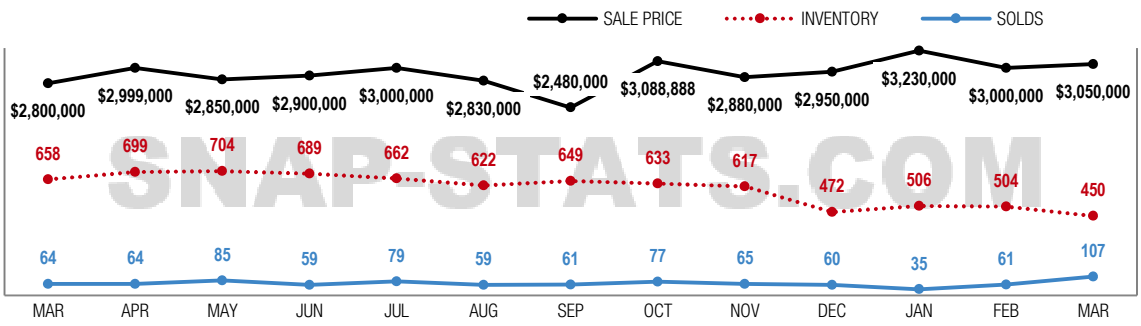
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Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE DETACHED**: Sellers Market at 24% Sales Ratio average (2.4 in 10 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band** $2 mil to $2.25 mil with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes minimum $4.5 mil, SW Marine and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Dunbar, Kitsilano, Mackenzie Heights and 3 to 4 bedroom properties

***With minimum inventory of 10 in most instances*

13 Month Market Trend



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SnapStats® VANCOUVER WESTSIDE MARCH 2020

Price Band & Bedroom *CONDOS & TOWNHOMES*

SnapStats®	Inventory	Sales	Sales Ratio
$0 – 300,000	0	0	NA
300,001 – 400,000	1	0	NA
400,001 – 500,000	16	9	56%
500,001 – 600,000	25	14	56%
600,001 – 700,000	47	21	45%
700,001 – 800,000	48	24	50%
800,001 – 900,000	54	25	46%
900,001 – 1,000,000	63	21	33%
1,000,001 – 1,250,000	90	39	43%
1,250,001 – 1,500,000	84	19	23%
1,500,001 – 1,750,000	63	9	14%
1,750,001 – 2,000,000	61	3	5%
2,000,001 – 2,250,000	19	0	NA
2,250,001 – 2,500,000	24	1	4%
2,500,001 – 2,750,000	11	0	NA
2,750,001 – 3,000,000	11	1	9%
3,000,001 – 3,500,000	5	1	20%
3,500,001 – 4,000,000	5	0	NA
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	2	0	NA
5,000,001 & Greater	4	0	NA
TOTAL*	634	187	29%
0 to 1 Bedroom	144	49	34%
2 Bedrooms	312	112	36%
3 Bedrooms	160	25	16%
4 Bedrooms & Greater	18	1	6%
TOTAL*	634	187	29%

SnapStats®	February	March	Variance
Inventory	635	634	0%
Solds	150	187	25%
Sale Price	$825,000	$902,500	9%
Sale Price SQFT	$968	$948	-2%
Sale to List Price Ratio	103%	100%	-3%
Days on Market	8	11	38%

Community *CONDOS & TOWNHOMES*

SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	0	0	NA
Cambie	70	12	17%
Dunbar	3	0	NA
Fairview	79	34	43%
Falsecreek	66	24	36%
Kerrisdale	27	10	37%
Kitsilano	57	36	63%
Mackenzie Heights	1	0	NA
Marpole	59	15	25%
Mount Pleasant	12	5	42%
Oakridge	21	4	19%
Point Grey	17	2	12%
Quilchena	12	1	8%
SW Marine	15	3	20%
Shaughnessy	7	2	29%
South Cambie	33	4	12%
South Granville	40	2	5%
Southlands	0	0	NA
University	115	33	29%
TOTAL*	634	187	29%

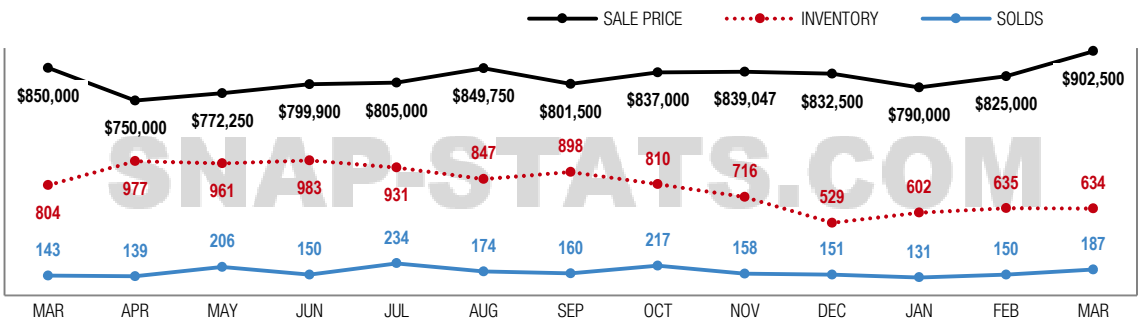
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Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE ATTACHED**: Sellers Market at 29% Sales Ratio average (2.9 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** $400,000 to $600,000 with average 56% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between $2.25 mil to $2.5 mil, Quilchena, South Granville and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Fairview, Kitsilano, Mount Pleasant and 2 bedroom properties

***With minimum inventory of 10 in most instances*

13 Month Market Trend



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SnapStats® VANCOUVER EASTSIDE MARCH 2020

Price Band & Bedroom *DETACHED HOUSES*

SnapStats®	Inventory	Sales	Sales Ratio
$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	0	0	NA
700,001 – 800,000	0	0	NA
800,001 – 900,000	1	0	NA
900,001 – 1,000,000	4	3	75%
1,000,001 – 1,250,000	25	21	84%
1,250,001 – 1,500,000	68	31	46%
1,500,001 – 1,750,000	63	28	44%
1,750,001 – 2,000,000	48	13	27%
2,000,001 – 2,250,000	22	6	27%
2,250,001 – 2,500,000	62	5	8%
2,500,001 – 2,750,000	26	1	4%
2,750,001 – 3,000,000	30	1	3%
3,000,001 – 3,500,000	9	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	4	0	NA
TOTAL*	365	109	30%
2 Bedrooms & Less	25	3	12%
3 to 4 Bedrooms	122	48	39%
5 to 6 Bedrooms	152	46	30%
7 Bedrooms & More	66	12	18%
TOTAL*	365	109	30%

SnapStats®	February	March	Variance
Inventory	357	365	2%
Solds	86	109	27%
Sale Price	$1,422,500	$1,497,000	5%
Sale Price SQFT	$627	$645	3%
Sale to List Price Ratio	98%	103%	5%
Days on Market	10	8	-20%

Community *DETACHED HOUSES*

SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	1	0	NA
Collingwood	54	5	9%
Downtown	0	0	NA
Fraser	27	12	44%
Fraserview	14	4	29%
Grandview Woodland	36	5	14%
Hastings	4	2	50%
Hastings Sunrise	13	7	54%
Killarney	34	10	29%
Knight	37	10	27%
Main	8	7	88%
Mount Pleasant	6	3	50%
Renfrew Heights	31	8	26%
Renfrew	47	21	45%
South Marine	3	0	NA
South Vancouver	27	9	33%
Strathcona	3	2	67%
Victoria	20	4	20%
TOTAL*	365	109	30%

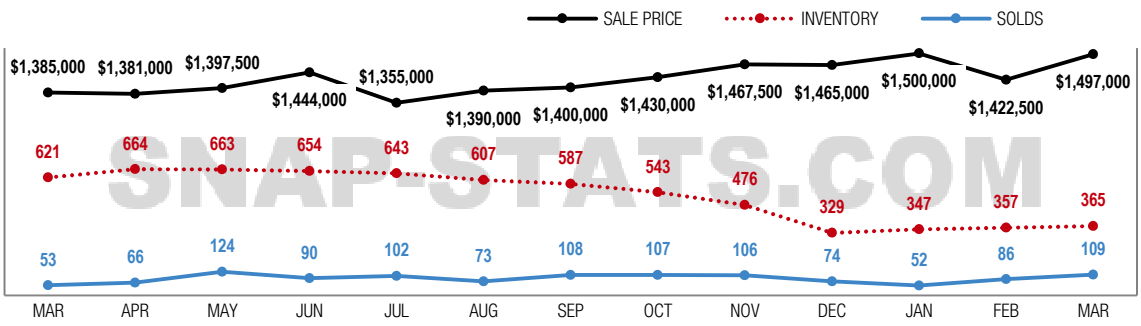
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Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE DETACHED**: Sellers Market at 30% Sales Ratio average (3 in 10 homes selling rate)
- Homes are selling on average 3% above list price
- Most Active Price Band** $1 mil to $1.25 mil with average 84% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between $2.5 mil to $3 mil, Collingwood and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Hastings Sunrise, Main and 3 to 4 bedroom properties

***With minimum inventory of 10 in most instances*

13 Month Market Trend



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SnapStats® VANCOUVER EASTSIDE MARCH 2020

Price Band & Bedroom *CONDOS & TOWNHOMES*

SnapStats®	Inventory	Sales	Sales Ratio
$0 – 300,000	1	0	NA
300,001 – 400,000	20	8	40%
400,001 – 500,000	45	25	56%
500,001 – 600,000	76	39	51%
600,001 – 700,000	48	32	67%
700,001 – 800,000	59	28	47%
800,001 – 900,000	31	6	19%
900,001 – 1,000,000	22	7	32%
1,000,001 – 1,250,000	33	10	30%
1,250,001 – 1,500,000	28	3	11%
1,500,001 – 1,750,000	1	1	100%
1,750,001 – 2,000,000	6	0	NA
2,000,001 – 2,250,000	0	0	NA
2,250,001 – 2,500,000	4	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	0	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	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	378	159	42%
0 to 1 Bedroom	119	81	68%
2 Bedrooms	197	63	32%
3 Bedrooms	57	14	25%
4 Bedrooms & Greater	5	1	20%
TOTAL*	378	159	42%

SnapStats®	February	March	Variance
Inventory	361	378	5%
Solds	137	159	16%
Sale Price	$650,000	$635,000	-2%
Sale Price SQFT	$853	$860	1%
Sale to List Price Ratio	100%	101%	1%
Days on Market	8	8	0%

Community *CONDOS & TOWNHOMES*

SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	6	3	50%
Collingwood	81	24	30%
Downtown	33	13	39%
Fraser	6	12	200%*
Fraserview	1	0	NA
Grandview Woodland	19	8	42%
Hastings	5	5	100%
Hastings Sunrise	4	4	100%
Killarney	12	3	25%
Knight	4	2	50%
Main	15	4	27%
Mount Pleasant	54	35	65%
Renfrew Heights	10	1	10%
Renfrew	15	2	13%
South Marine	67	34	51%
South Vancouver	3	0	NA
Strathcona	19	4	21%
Victoria	24	5	21%
TOTAL*	378	159	42%

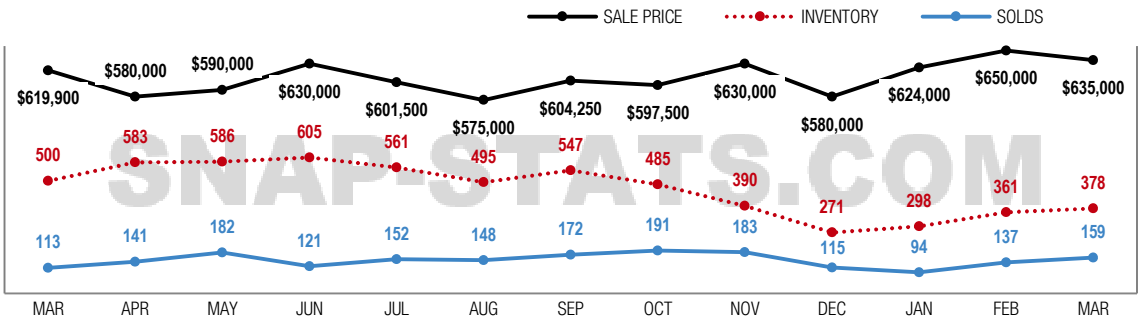
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Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE ATTACHED**: Sellers Market at 42% Sales Ratio average (4.2 in 10 homes selling rate)
- Homes are selling on average 1% above list price
- Most Active Price Band** $600,000 to $700,000 with average 67% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between $1.25 mil to $1.5 mil, Renfrew Heights, Renfrew and 3 bedroom properties
- Sellers Best Bet** Selling homes in Fraser, Mount Pleasant, South Marine and up to 1 bedroom properties

***With minimum inventory of 10 in most instances*

13 Month Market Trend



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SnapStats® NORTH VANCOUVER MARCH 2020

Price Band & Bedroom *DETACHED HOUSES*

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	2	0	NA
600,001 – 700,000	2	0	NA
700,001 – 800,000	1	0	NA
800,001 – 900,000	0	0	NA
900,001 – 1,000,000	3	0	NA
1,000,001 – 1,250,000	6	8	133%*
1,250,001 – 1,500,000	27	17	63%
1,500,001 – 1,750,000	37	22	59%
1,750,001 – 2,000,000	31	6	19%
2,000,001 – 2,250,000	19	2	11%
2,250,001 – 2,500,000	23	5	22%
2,500,001 – 2,750,000	14	5	36%
2,750,001 – 3,000,000	24	1	4%
3,000,001 – 3,500,000	29	2	7%
3,500,001 – 4,000,000	16	0	NA
4,000,001 – 4,500,000	2	0	NA
4,500,001 – 5,000,000	6	0	NA
5,000,001 & Greater	5	0	NA
TOTAL*	248	68	27%
2 Bedrooms & Less	9	0	NA
3 to 4 Bedrooms	105	42	40%
5 to 6 Bedrooms	102	20	20%
7 Bedrooms & More	32	6	19%
TOTAL*	248	68	27%

SnapStats®	February	March	Variance
Inventory	236	248	5%
Solds	71	68	-4%
Sale Price	$1,640,000	$1,641,000	0%
Sale Price SQFT	$615	$651	6%
Sale to List Price Ratio	101%	100%	-1%
Days on Market	10	9	-10%

Community *DETACHED HOUSES*

SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	6	7	117%*
Boulevard	10	3	30%
Braemar	2	0	NA
Calverhall	4	1	25%
Canyon Heights	28	7	25%
Capilano	7	0	NA
Central Lonsdale	13	4	31%
Deep Cove	6	3	50%
Delbrook	9	0	NA
Dollarton	8	4	50%
Edgemont	23	3	13%
Forest Hills	13	1	8%
Grouse Woods	1	0	NA
Harbourside	0	0	NA
Indian Arm	4	0	NA
Indian River	2	1	50%
Lower Lonsdale	4	0	NA
Lynn Valley	19	8	42%
Lynnmour	6	0	NA
Mosquito Creek	2	0	NA
Norgate	2	0	NA
Northlands	0	0	NA
Pemberton Heights	7	2	29%
Pemberton	4	1	25%
Princess Park	3	3	100%
Queensbury	2	2	100%
Roche Point	2	1	50%
Seymour	3	1	33%
Tempe	1	1	100%
Upper Delbrook	17	1	6%
Upper Lonsdale	27	8	30%
Westlynn	4	5	125%*
Westlynn Terrace	1	0	NA
Windsor Park	4	1	25%
Woodlands-Sunshine Cascade	4	0	NA
TOTAL*	248	68	27%

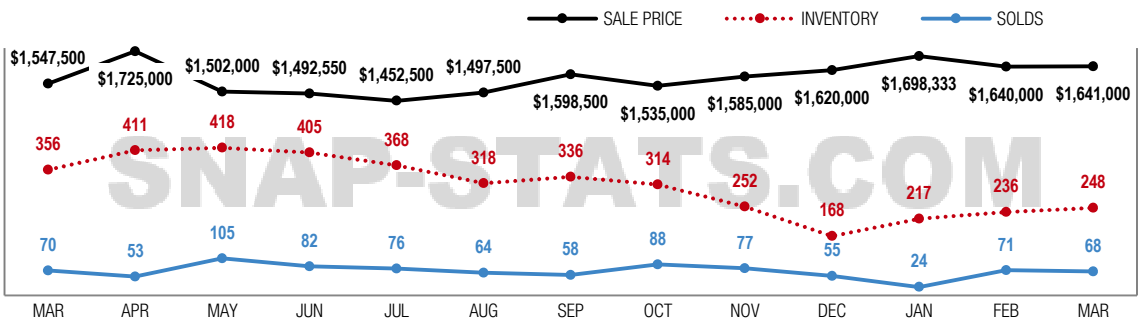
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Market Summary

- Market Type Indicator **NORTH VANCOUVER DETACHED**: Sellers Market at 27% Sales Ratio average (2.7 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** $1 mil to $1.25 mil with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between $2.75 mil to $3 mil, Forest Hills, Upper Delbrook and minimum 5 bedroom properties
- Sellers Best Bet** Selling homes in Dollarton, Lynn Valley and 3 to 4 bedroom properties

***With minimum inventory of 10 in most instances*

13 Month Market Trend



SNAP-STATS.COM

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SnapStats® NORTH VANCOUVER MARCH 2020

Price Band & Bedroom *CONDOS & TOWNHOMES*

SnapStats®	Inventory	Sales	Sales Ratio
$0 – 300,000	0	0	NA
300,001 – 400,000	6	4	67%
400,001 – 500,000	23	14	61%
500,001 – 600,000	30	21	70%
600,001 – 700,000	49	14	29%
700,001 – 800,000	40	19	48%
800,001 – 900,000	50	14	28%
900,001 – 1,000,000	32	17	53%
1,000,001 – 1,250,000	55	17	31%
1,250,001 – 1,500,000	29	5	17%
1,500,001 – 1,750,000	10	2	20%
1,750,001 – 2,000,000	1	0	NA
2,000,001 – 2,250,000	5	2	40%
2,250,001 – 2,500,000	2	0	NA
2,500,001 – 2,750,000	3	0	NA
2,750,001 – 3,000,000	2	0	NA
3,000,001 – 3,500,000	1	0	NA
3,500,001 – 4,000,000	2	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	341	129	38%
0 to 1 Bedroom	83	39	47%
2 Bedrooms	179	61	34%
3 Bedrooms	64	25	39%
4 Bedrooms & Greater	15	4	27%
TOTAL*	341	129	38%

SnapStats®	February	March	Variance
Inventory	327	341	4%
Solds	125	129	3%
Sale Price	$720,500	$755,000	5%
Sale Price SQFT	$787	$787	0%
Sale to List Price Ratio	99%	98%	-1%
Days on Market	10	9	-10%

Community *CONDOS & TOWNHOMES*

SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	0	1	NA*
Boulevard	0	0	NA
Braemar	0	0	NA
Calverhall	1	0	NA
Canyon Heights	0	0	NA
Capilano	2	2	100%
Central Lonsdale	47	20	43%
Deep Cove	2	0	NA
Delbrook	1	0	NA
Dollarton	0	1	NA*
Edgemont	10	0	NA
Forest Hills	0	0	NA
Grouse Woods	1	1	100%
Harbourside	2	2	100%
Indian Arm	0	0	NA
Indian River	5	0	NA
Lower Lonsdale	113	43	38%
Lynn Valley	13	13	100%
Lynnmour	36	7	19%
Mosquito Creek	27	7	26%
Norgate	4	0	NA
Northlands	9	4	44%
Pemberton Heights	4	1	25%
Pemberton	20	10	50%
Princess Park	0	0	NA
Queensbury	5	1	20%
Roche Point	26	10	38%
Seymour	0	1	NA*
Tempe	0	0	NA
Upper Delbrook	0	0	NA
Upper Lonsdale	11	3	27%
Westlynn	2	2	100%
Westlynn Terrace	0	0	NA
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	0	0	NA
TOTAL*	341	129	38%

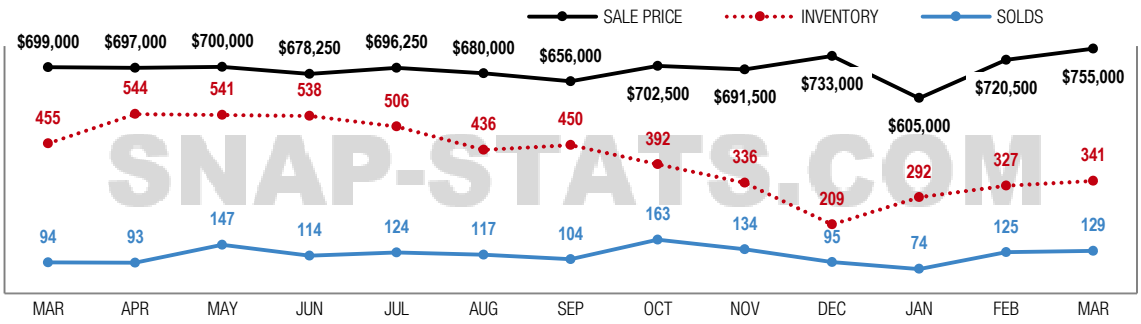
**Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.*

Market Summary

- Market Type Indicator **NORTH VANCOUVER ATTACHED**: Sellers Market at 38% Sales Ratio average (3.8 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** $500,000 to $600,000 with average 70% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between $1.25 mil to $1.5 mil, Lynnmour, Mosquito Creek, Upper Lonsdale and minimum 4 bedrooms
- Sellers Best Bet** Selling homes in Lynn Valley, Pemberton and up to 1 bedrooms

***With minimum inventory of 10 in most instances*

13 Month Market Trend



SNAP-STATS.COM

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SnapStats® WEST VANCOUVER MARCH 2020

Price Band & Bedroom *DETACHED HOUSES*

SnapStats®	Inventory	Sales	Sales Ratio
$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	0	0	NA
700,001 – 800,000	0	0	NA
800,001 – 900,000	0	0	NA
900,001 – 1,000,000	0	0	NA
1,000,001 – 1,250,000	1	0	NA
1,250,001 – 1,500,000	10	5	50%
1,500,001 – 1,750,000	8	3	38%
1,750,001 – 2,000,000	20	2	10%
2,000,001 – 2,250,000	13	4	31%
2,250,001 – 2,500,000	26	8	31%
2,500,001 – 2,750,000	12	2	17%
2,750,001 – 3,000,000	32	4	13%
3,000,001 – 3,500,000	31	2	6%
3,500,001 – 4,000,000	34	2	6%
4,000,001 – 4,500,000	26	3	12%
4,500,001 – 5,000,000	27	3	11%
5,000,001 & Greater	122	2	2%
TOTAL*	362	40	11%
2 Bedrooms & Less	13	1	8%
3 to 4 Bedrooms	165	24	15%
5 to 6 Bedrooms	161	13	8%
7 Bedrooms & More	23	2	9%
TOTAL*	362	40	11%

SnapStats®	February	March	Variance
Inventory	354	362	2%
Solds	44	40	-9%
Sale Price	$2,317,850	$2,466,500	6%
Sale Price SQFT	$724	$700	-3%
Sale to List Price Ratio	93%	95%	2%
Days on Market	25	28	12%

Community *DETACHED HOUSES*

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	14	1	7%
Ambleside	33	5	15%
Bayridge	13	0	NA
British Properties	65	3	5%
Canterbury	6	0	NA
Caulfield	17	4	24%
Cedardale	2	0	NA
Chartwell	22	3	14%
Chelsea Park	3	1	33%
Cypress	7	0	NA
Cypress Park Estates	11	1	9%
Deer Ridge	0	0	NA
Dundarave	18	4	22%
Eagle Harbour	18	1	6%
Eagleridge	6	1	17%
Furry Creek	3	0	NA
Gleneagles	9	1	11%
Glenmore	11	0	NA
Horseshoe Bay	8	2	25%
Howe Sound	8	0	NA
Lions Bay	7	4	57%
Old Caulfield	4	1	25%
Panorama Village	0	0	NA
Park Royal	3	0	NA
Porteau Cove	0	0	NA
Queens	10	2	20%
Rockridge	2	0	NA
Sandy Cove	0	0	NA
Sentinel Hill	11	3	27%
Upper Caulfield	8	2	25%
West Bay	13	0	NA
Westhill	4	0	NA
Westmount	13	0	NA
Whitby Estates	6	1	17%
Whytecliff	7	0	NA
TOTAL*	362	40	11%

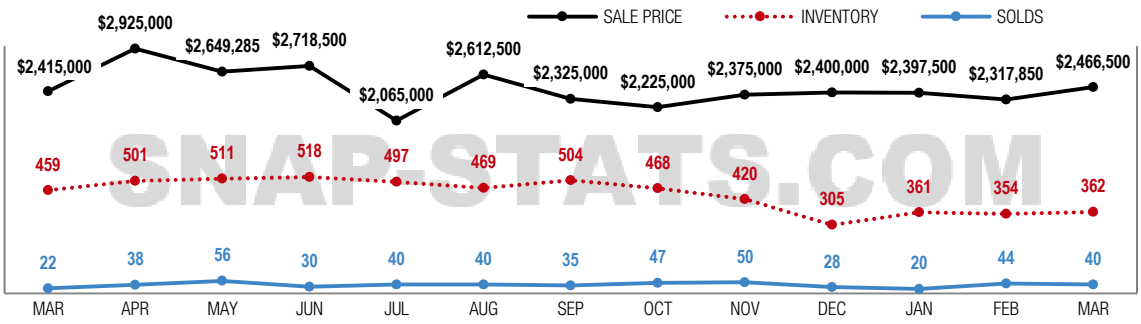
**Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.*

Market Summary

- Market Type Indicator **WEST VANCOUVER DETACHED**: Buyers Market at 11% Sales Ratio average (1.1 in 10 homes selling rate)
- Homes are selling on average 5% below list price
- Most Active Price Band** $1.25 mil to $1.5 mil with average 50% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes minimum $5 mil, Altamont, British Properties, Cypress Park Estates and Eagle Harbour
- Sellers Best Bet** Selling homes in Caulfield, Horseshoe Bay, Sentinel Hill, Upper Caulfield and 3 to 4 bedroom properties

***With minimum inventory of 10 in most instances*

13 Month Market Trend



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SnapStats® WEST VANCOUVER MARCH 2020

Price Band & Bedroom *CONDOS & TOWNHOMES*

SnapStats®	Inventory	Sales	Sales Ratio
$0 – 300,000	0	0	NA
300,001 – 400,000	0	1	NA*
400,001 – 500,000	2	0	NA
500,001 – 600,000	8	3	38%
600,001 – 700,000	5	0	NA
700,001 – 800,000	9	2	22%
800,001 – 900,000	7	0	NA
900,001 – 1,000,000	3	2	67%
1,000,001 – 1,250,000	13	2	15%
1,250,001 – 1,500,000	16	3	19%
1,500,001 – 1,750,000	13	1	8%
1,750,001 – 2,000,000	7	0	NA
2,000,001 – 2,250,000	7	0	NA
2,250,001 – 2,500,000	7	0	NA
2,500,001 – 2,750,000	3	0	NA
2,750,001 – 3,000,000	6	0	NA
3,000,001 – 3,500,000	3	0	NA
3,500,001 – 4,000,000	7	1	14%
4,000,001 – 4,500,000	2	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	7	0	NA
TOTAL*	125	15	12%
0 to 1 Bedroom	24	4	17%
2 Bedrooms	69	9	13%
3 Bedrooms	30	2	7%
4 Bedrooms & Greater	2	0	NA
TOTAL*	125	15	12%

SnapStats®	February	March	Variance
Inventory	115	125	9%
Solds	10	15	50%
Sale Price	$927,500	$960,000	4%
Sale Price SQFT	$823	$707	-14%
Sale to List Price Ratio	98%	92%	-6%
Days on Market	23	19	-17%

Community *CONDOS & TOWNHOMES*

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	0	0	NA
Ambleside	33	7	21%
Bayridge	0	0	NA
British Properties	1	0	NA
Canterbury	0	0	NA
Caulfield	1	0	NA
Cedardale	2	0	NA
Chartwell	0	0	NA
Chelsea Park	0	0	NA
Cypress	0	0	NA
Cypress Park Estates	4	0	NA
Deer Ridge	1	2	200%*
Dundarave	33	2	6%
Eagle Harbour	0	0	NA
Eagleridge	0	0	NA
Furry Creek	3	0	NA
Gleneagles	0	0	NA
Glenmore	0	0	NA
Horseshoe Bay	3	0	NA
Howe Sound	3	1	33%
Lions Bay	1	1	100%
Old Caulfield	0	1	NA*
Panorama Village	16	0	NA
Park Royal	19	1	5%
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	0	0	NA
West Bay	0	0	NA
Westhill	0	0	NA
Westmount	0	0	NA
Whitby Estates	5	0	NA
Whytecliff	0	0	NA
TOTAL*	125	15	12%

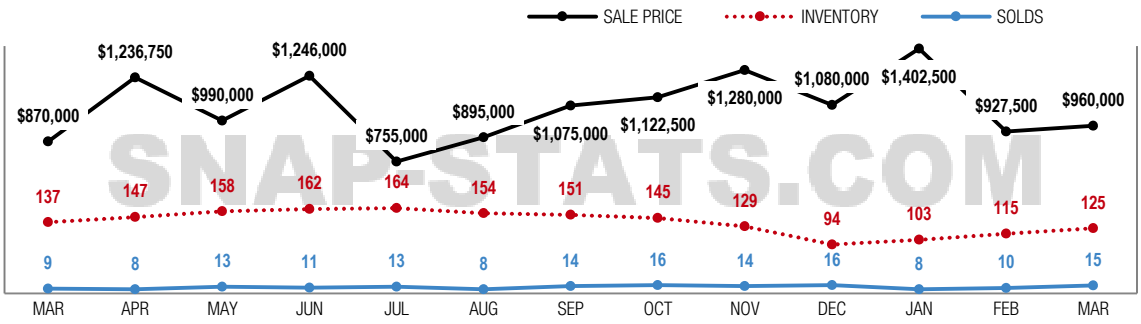
**Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.*

Market Summary

- Market Type Indicator **WEST VANCOUVER ATTACHED**: Balanced Market at 12% Sales Ratio average (1.2 in 10 homes selling rate)
- Homes are selling on average 8% below list price
- Most Active Price Band** $500,000 to $600,000 with average 38% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between $1.5 mil to $1.75 mil, Dundarave, Park Royal and 3 bedroom properties
- Sellers Best Bet** Selling homes in Ambleside and up to 1 bedroom properties

***With minimum inventory of 10 in most instances*

13 Month Market Trend



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SnapStats® RICHMOND MARCH 2020

Price Band & Bedroom *DETACHED HOUSES*

SnapStats®	Inventory	Sales	Sales Ratio
$0 – 300,000	1	0	NA
300,001 – 400,000	2	0	NA
400,001 – 500,000	1	0	NA
500,001 – 600,000	2	0	NA
600,001 – 700,000	0	0	NA
700,001 – 800,000	0	0	NA
800,001 – 900,000	1	0	NA
900,001 – 1,000,000	4	2	50%
1,000,001 – 1,250,000	18	10	56%
1,250,001 – 1,500,000	80	25	31%
1,500,001 – 1,750,000	68	20	29%
1,750,001 – 2,000,000	73	9	12%
2,000,001 – 2,250,000	25	14	56%
2,250,001 – 2,500,000	51	8	16%
2,500,001 – 2,750,000	35	3	9%
2,750,001 – 3,000,000	45	0	NA
3,000,001 – 3,500,000	28	0	NA
3,500,001 – 4,000,000	24	3	13%
4,000,001 – 4,500,000	6	0	NA
4,500,001 – 5,000,000	8	0	NA
5,000,001 & Greater	11	0	NA
TOTAL*	483	94	19%
2 Bedrooms & Less	17	0	NA
3 to 4 Bedrooms	199	49	25%
5 to 6 Bedrooms	240	43	18%
7 Bedrooms & More	27	2	7%
TOTAL*	483	94	19%

SnapStats®	February	March	Variance
Inventory	528	483	-9%
Solds	53	94	77%
Sale Price	$1,725,000	$1,608,000	-7%
Sale Price SQFT	$632	$576	-9%
Sale to List Price Ratio	101%	95%	-6%
Days on Market	30	30	0%

Community *DETACHED HOUSES*

SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	9	4	44%
Bridgeport	21	1	5%
Brighouse	6	0	NA
Brighouse South	2	0	NA
Broadmoor	48	8	17%
East Cambie	3	3	100%
East Richmond	4	0	NA
Garden City	12	5	42%
Gilmore	2	0	NA
Granville	51	8	16%
Hamilton	12	1	8%
Ironwood	17	6	35%
Lackner	16	7	44%
McLennan	6	0	NA
McLennan North	2	1	50%
McNair	23	6	26%
Quilchena	21	3	14%
Riverdale	30	8	27%
Saunders	23	4	17%
Sea Island	3	1	33%
Seafair	32	3	9%
South Arm	16	5	31%
Steveston North	25	6	24%
Steveston South	15	2	13%
Steveston Village	10	4	40%
Terra Nova	13	0	NA
West Cambie	17	2	12%
Westwind	8	1	13%
Woodwards	36	5	14%
TOTAL*	483	94	19%

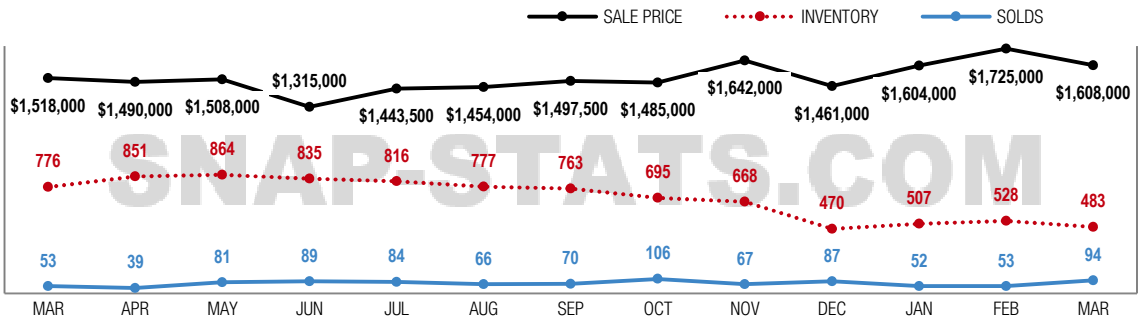
**Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.*

Market Summary

- Market Type Indicator **RICHMOND DETACHED**: Balanced Market at 19% Sales Ratio average (1.9 in 10 homes selling rate)
- Homes are selling on average 5% below list price
- Most Active Price Band** $1 mil to $1.25 mil / $2 mil to $2.25 mil with average 56% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between $2.5 mil to $2.75 mil, Bridgeport, Hamilton, Seafair and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Boyd Park, Garden City, Lackner, Steveston Village and 3 to 4 bedroom properties

***With minimum inventory of 10 in most instances*

13 Month Market Trend



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SnapStats® RICHMOND MARCH 2020

Price Band & Bedroom *CONDOS & TOWNHOMES*

SnapStats®	Inventory	Sales	Sales Ratio
$0 – 300,000	26	3	12%
300,001 – 400,000	44	22	50%
400,001 – 500,000	84	25	30%
500,001 – 600,000	134	53	40%
600,001 – 700,000	124	43	35%
700,001 – 800,000	114	28	25%
800,001 – 900,000	116	25	22%
900,001 – 1,000,000	102	20	20%
1,000,001 – 1,250,000	78	12	15%
1,250,001 – 1,500,000	40	2	5%
1,500,001 – 1,750,000	7	1	14%
1,750,001 – 2,000,000	5	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	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*	877	234	27%
0 to 1 Bedroom	172	61	35%
2 Bedrooms	348	100	29%
3 Bedrooms	268	53	20%
4 Bedrooms & Greater	89	20	22%
TOTAL*	877	234	27%

SnapStats®	February	March	Variance
Inventory	845	877	4%
Solds	194	234	21%
Sale Price	$635,944	$635,000	0%
Sale Price SQFT	$697	$666	-4%
Sale to List Price Ratio	99%	98%	-1%
Days on Market	14	20	43%

Community *CONDOS & TOWNHOMES*

SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	14	0	NA
Bridgeport	34	2	6%
Brighouse	236	56	24%
Brighouse South	81	30	37%
Broadmoor	21	3	14%
East Cambie	14	1	7%
East Richmond	5	3	60%
Garden City	4	2	50%
Gilmore	0	0	NA
Granville	26	3	12%
Hamilton	39	6	15%
Ironwood	21	10	48%
Lackner	2	1	50%
McLennan	0	0	NA
McLennan North	79	27	34%
McNair	2	1	50%
Quilchena	1	2	200%*
Riverdale	13	5	38%
Saunders	6	1	17%
Sea Island	0	0	NA
Seafair	2	3	150%*
South Arm	15	3	20%
Steveston North	13	0	NA
Steveston South	32	15	47%
Steveston Village	13	0	NA
Terra Nova	11	3	27%
West Cambie	166	55	33%
Westwind	1	1	100%
Woodwards	26	1	4%
TOTAL*	877	234	27%

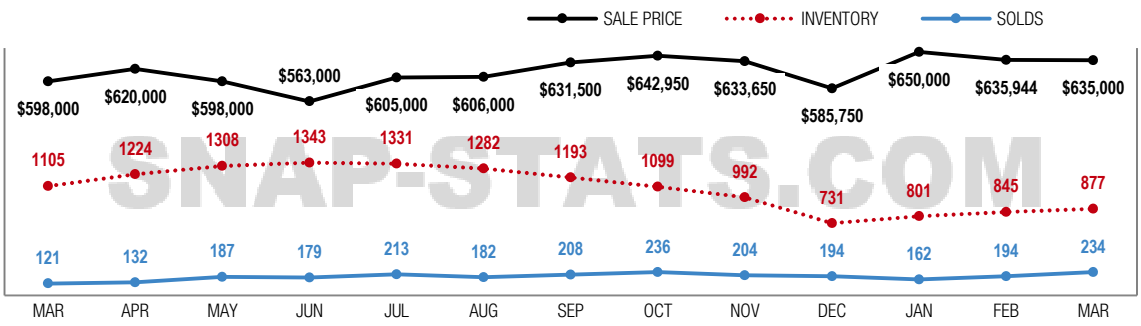
**Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.*

Market Summary

- Market Type Indicator **RICHMOND ATTACHED**: Sellers Market at 27% Sales Ratio average (2.7 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** $300,000 to $400,000 with average 50% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between $1.25 mil to $1.5 mil, Bridgeport, East Cambie, Woodwards and 3 bedroom properties
- Sellers Best Bet** Selling homes in Ironwood, Steveston South and up to 1 bedroom properties

***With minimum inventory of 10 in most instances*

13 Month Market Trend



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SnapStats® TSAWWASSEN MARCH 2020

Price Band & Bedroom *DETACHED HOUSES*

SnapStats®	Inventory	Sales	Sales Ratio
$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	0	0	NA
700,001 – 800,000	0	0	NA
800,001 – 900,000	3	1	33%
900,001 – 1,000,000	10	5	50%
1,000,001 – 1,250,000	36	8	22%
1,250,001 – 1,500,000	32	2	6%
1,500,001 – 1,750,000	11	2	18%
1,750,001 – 2,000,000	7	0	NA
2,000,001 – 2,250,000	6	1	17%
2,250,001 – 2,500,000	5	1	20%
2,500,001 – 2,750,000	1	1	100%
2,750,001 – 3,000,000	2	0	NA
3,000,001 – 3,500,000	1	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	3	0	NA
5,000,001 & Greater	1	0	NA
TOTAL*	122	21	17%
2 Bedrooms & Less	9	0	NA
3 to 4 Bedrooms	85	16	19%
5 to 6 Bedrooms	26	5	19%
7 Bedrooms & More	2	0	NA
TOTAL*	122	21	17%

Community *DETACHED HOUSES*

SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	12	4	33%
Boundary Beach	6	1	17%
Cliff Drive	27	4	15%
English Bluff	15	4	27%
Pebble Hill	32	4	13%
Tsawwassen Central	19	3	16%
Tsawwassen East	11	1	9%
TOTAL*	122	21	17%

SnapStats®	February	March	Variance
Inventory	114	122	7%
Solds	20	21	5%
Sale Price	$1,090,000	$1,130,000	4%
Sale Price SQFT	$414	$435	5%
Sale to List Price Ratio	97%	98%	1%
Days on Market	48	25	-48%

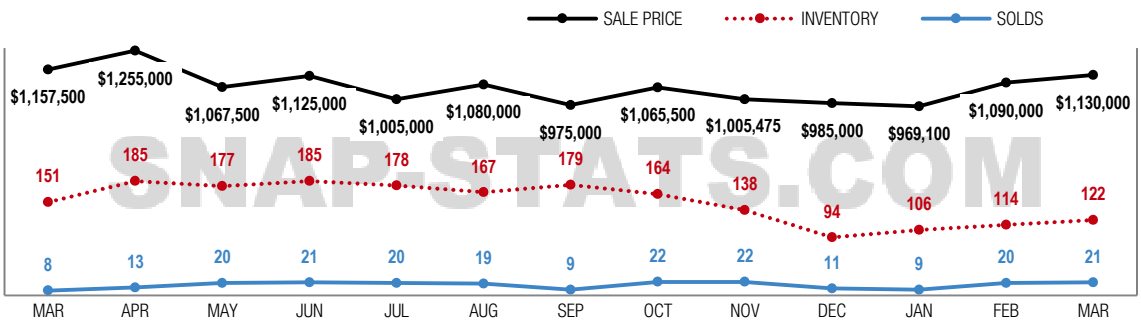
**Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.*

Market Summary

- Market Type Indicator **TSAWWASSEN DETACHED**: Balanced Market at 17% Sales Ratio average (1.7 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** $900,000 to $1 mil with average 50% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between $1.25 mil to $1.5 mil and Tsawwassen East
- Sellers Best Bet** Selling homes in Beach Grove and 3 to 6 bedroom properties

***With minimum inventory of 10 in most instances*

13 Month Market Trend



Compliments of...

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SnapStats® TSAWWASSEN MARCH 2020

Price Band & Bedroom *CONDOS & TOWNHOMES*

SnapStats®	Inventory	Sales	Sales Ratio
$0 – 300,000	1	0	NA
300,001 – 400,000	2	1	50%
400,001 – 500,000	18	4	22%
500,001 – 600,000	22	7	32%
600,001 – 700,000	12	2	17%
700,001 – 800,000	5	0	NA
800,001 – 900,000	2	0	NA
900,001 – 1,000,000	5	1	20%
1,000,001 – 1,250,000	7	0	NA
1,250,001 – 1,500,000	0	0	NA
1,500,001 – 1,750,000	0	1	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	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*	75	16	21%
0 to 1 Bedroom	6	2	33%
2 Bedrooms	49	11	22%
3 Bedrooms	13	3	23%
4 Bedrooms & Greater	7	0	NA
TOTAL*	75	16	21%

SnapStats®	February	March	Variance
Inventory	78	75	-4%
Solds	12	16	33%
Sale Price	$593,450	$565,000	-5%
Sale Price SQFT	$501	$464	-7%
Sale to List Price Ratio	100%	98%	-2%
Days on Market	54	40	-26%

Community *CONDOS & TOWNHOMES*

SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	9	2	22%
Boundary Beach	1	0	NA
Cliff Drive	47	10	21%
English Bluff	4	1	25%
Pebble Hill	0	0	NA
Tsawwassen Central	11	2	18%
Tsawwassen East	3	1	33%
TOTAL*	75	16	21%

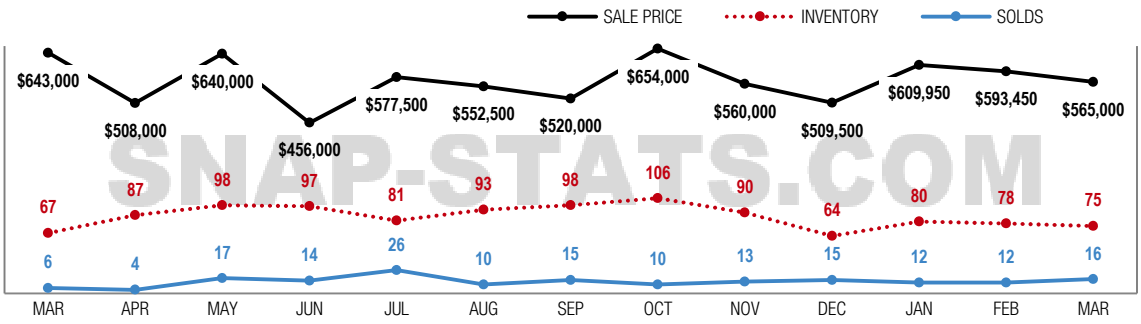
**Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.*

Market Summary

- Market Type Indicator **TSAWWASSEN ATTACHED**: Sellers Market at 21% Sales Ratio average (2.1 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** $500,000 to $600,000 with average 32% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between $600,000 to $700,000 and Tsawwassen Central
- Sellers Best Bet** Selling homes in Beach Grove, Cliff Drive and 2 to 3 bedroom properties

***With minimum inventory of 10 in most instances*

13 Month Market Trend



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SnapStats® LADNER MARCH 2020

Price Band & Bedroom *DETACHED HOUSES*

SnapStats®	Inventory	Sales	Sales Ratio
$0 – 300,000	0	0	NA
300,001 – 400,000	1	0	NA
400,001 – 500,000	1	0	NA
500,001 – 600,000	1	0	NA
600,001 – 700,000	6	2	33%
700,001 – 800,000	2	0	NA
800,001 – 900,000	7	4	57%
900,001 – 1,000,000	14	6	43%
1,000,001 – 1,250,000	19	6	32%
1,250,001 – 1,500,000	14	1	7%
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	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	0	0	NA
TOTAL*	76	19	25%
2 Bedrooms & Less	17	3	18%
3 to 4 Bedrooms	45	13	29%
5 to 6 Bedrooms	13	3	23%
7 Bedrooms & More	1	0	NA
TOTAL*	76	19	25%

Community *DETACHED HOUSES*

SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	4	2	50%
East Delta	1	0	NA
Hawthorne	24	7	29%
Holly	9	2	22%
Ladner Elementary	13	2	15%
Ladner Rural	2	0	NA
Neilsen Grove	16	4	25%
Port Guichon	6	2	33%
Tilbury	0	0	NA
Westham Island	1	0	NA
TOTAL*	76	19	25%

SnapStats®	February	March	Variance
Inventory	71	76	7%
Solds	17	19	12%
Sale Price	$960,000	$962,000	0%
Sale Price SQFT	$414	$461	11%
Sale to List Price Ratio	98%	98%	0%
Days on Market	18	6	-67%

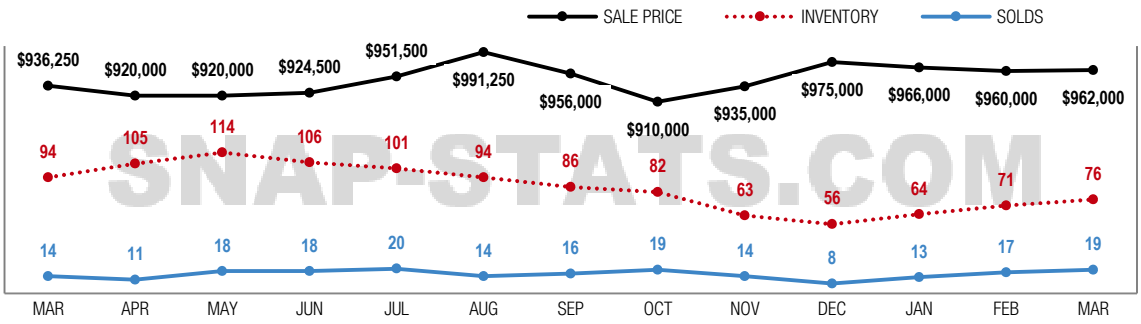
**Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.*

Market Summary

- Market Type Indicator **LADNER DETACHED**: Sellers Market at 25% Sales Ratio average (2.5 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** $900,000 to $1 mil with average 43% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between $1.25 mil to $1.5 mil, Ladner Elementary and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Hawthorne and 3 to 4 bedroom properties

***With minimum inventory of 10 in most instances*

13 Month Market Trend



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SnapStats® LADNER MARCH 2020

Price Band & Bedroom *CONDOS & TOWNHOMES*

SnapStats®	Inventory	Sales	Sales Ratio
$0 – 300,000	0	0	NA
300,001 – 400,000	3	0	NA
400,001 – 500,000	13	3	23%
500,001 – 600,000	19	2	11%
600,001 – 700,000	13	2	15%
700,001 – 800,000	12	2	17%
800,001 – 900,000	8	3	38%
900,001 – 1,000,000	4	1	25%
1,000,001 – 1,250,000	1	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*	73	13	18%

0 to 1 Bedroom	9	1	11%
2 Bedrooms	35	4	11%
3 Bedrooms	20	4	20%
4 Bedrooms & Greater	9	4	44%
TOTAL*	73	13	18%

SnapStats®	February	March	Variance
Inventory	61	73	20%
Solds	20	13	-35%
Sale Price	$622,000	$697,000	12%
Sale Price SQFT	$455	$468	3%
Sale to List Price Ratio	100%	100%	0%
Days on Market	17	26	53%

Community *CONDOS & TOWNHOMES*

SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	1	0	NA
Delta Manor	12	4	33%
East Delta	0	0	NA
Hawthorne	10	1	10%
Holly	0	0	NA
Ladner Elementary	18	3	17%
Ladner Rural	6	0	NA
Neilsen Grove	26	5	19%
Port Guichon	0	0	NA
Tilbury	0	0	NA
Westham Island	0	0	NA
TOTAL*	73	13	18%

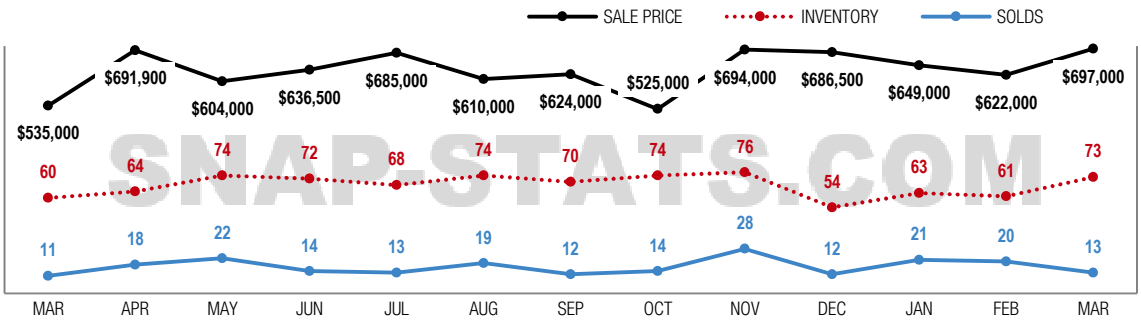
**Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.*

Market Summary

- Market Type Indicator **LADNER ATTACHED**: Balanced Market at 18% Sales Ratio average (1.8 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** $800,000 to $900,000 with average 38% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between $500,000 to $600,000, Hawthorne and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Delta Manor and minimum 4 bedroom properties

***With minimum inventory of 10 in most instances*

13 Month Market Trend



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