

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

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SnapStats Publishing

604.229.0521  
snapstatsinfo@gmail.com  
snap-stats.com

SnapStats Publishing Company  
1838 West 1 Avenue  
Vancouver, BC V6J 1G5



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METRO

Downtown  
Westside  
Eastside  
North Vancouver  
West Vancouver  
Richmond  
Tsawwassen  
Ladner

VANCOUVER

EDITION



## Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	1	0	NA
300,001 – 400,000	5	5	100%
400,001 – 500,000	22	3	14%
500,001 – 600,000	73	13	18%
600,001 – 700,000	142	24	17%
700,001 – 800,000	120	26	22%
800,001 – 900,000	114	9	8%
900,001 – 1,000,000	68	6	9%
1,000,001 – 1,250,000	123	12	10%
1,250,001 – 1,500,000	110	6	5%
1,500,001 – 1,750,000	69	7	10%
1,750,001 – 2,000,000	55	4	7%
2,000,001 – 2,250,000	19	2	11%
2,250,001 – 2,500,000	34	1	3%
2,500,001 – 2,750,000	16	1	6%
2,750,001 – 3,000,000	37	0	NA
3,000,001 – 3,500,000	21	2	10%
3,500,001 – 4,000,000	28	0	NA
4,000,001 – 4,500,000	10	1	10%
4,500,001 – 5,000,000	8	0	NA
5,000,001 & Greater	50	1	2%
TOTAL*	1125	123	11%

0 to 1 Bedroom	443	79	18%
2 Bedrooms	535	35	7%
3 Bedrooms	127	9	7%
4 Bedrooms & Greater	20	0	NA
TOTAL*	1125	123	11%

SnapStats®	July	August	Variance
Inventory	1179	1125	-5%
Solds	156	123	-21%
Sale Price	\$820,000	\$755,000	-8%
Sale Price SQFT	\$1,113	\$1,088	-2%
Sale to List Price Ratio	99%	97%	-2%
Days on Market	18	30	67%

## Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Coal Harbour	159	12	8%
Downtown	503	49	10%
Westend	190	27	14%
Yaletown	273	35	13%
TOTAL*	1125	123	11%

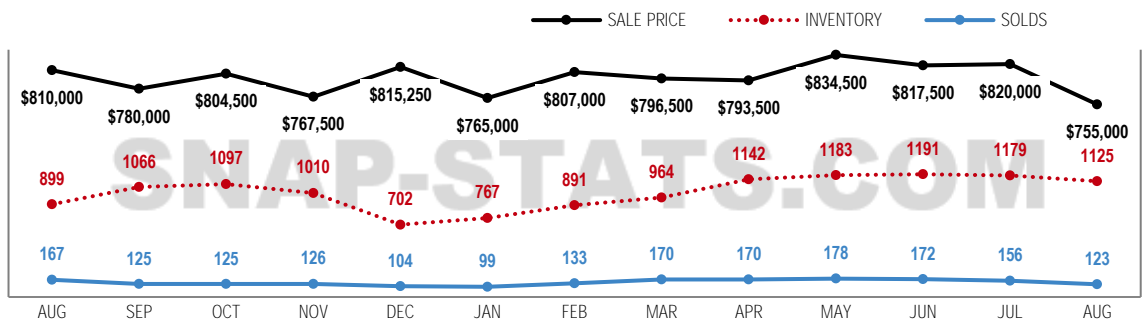
\*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

## Market Summary

- Market Type Indicator **DOWNTOWN ATTACHED**: Buyers Market at 11% Sales Ratio average (1.1 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band\*\* \$700,000 to \$800,000 with average 22% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes minimum \$5 mil, Coal Harbour and 2 to 3 bedroom properties
- Sellers Best Bet\*\* Selling homes in Westend and up to 1 bedroom properties

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

## 13 Month Market Trend



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## Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 800,000	0	0	NA
800,001 – 900,000	0	0	NA
900,001 – 1,000,000	0	0	NA
1,000,001 – 1,250,000	0	1	NA*
1,250,001 – 1,500,000	3	0	NA
1,500,001 – 1,750,000	2	0	NA
1,750,001 – 2,000,000	6	1	17%
2,000,001 – 2,250,000	5	1	20%
2,250,001 – 2,500,000	21	5	24%
2,500,001 – 2,750,000	21	4	19%
2,750,001 – 3,000,000	45	4	9%
3,000,001 – 3,500,000	54	6	11%
3,500,001 – 4,000,000	75	5	7%
4,000,001 – 4,500,000	56	12	21%
4,500,001 – 5,000,000	66	3	5%
5,000,001 – 5,500,000	44	1	2%
5,500,001 - 6,000,000	45	1	2%
6,000,001 - 6,500,000	13	0	NA
6,500,001 - 7,000,000	27	2	7%
7,000,001 - 7,500,000	14	0	NA
7,500,001 & Greater	133	1	1%
TOTAL*	630	47	7%

2 Bedrooms & Less	27	1	4%
3 to 4 Bedrooms	187	16	9%
5 to 6 Bedrooms	295	24	8%
7 Bedrooms & More	121	6	5%
TOTAL*	630	47	7%

SnapStats®	July	August	Variance
Inventory	661	630	-5%
Solds	67	47	-30%
Sale Price	\$3,400,000	\$3,790,000	11%
Sale Price SQFT	\$1,206	\$1,174	-3%
Sale to List Price Ratio	97%	98%	1%
Days on Market	15	21	40%

## Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	28	2	7%
Cambie	53	3	6%
Dunbar	74	9	12%
Fairview	4	0	NA
Falsecreek	0	0	NA
Kerrisdale	31	3	10%
Kitsilano	37	6	16%
Mackenzie Heights	20	1	5%
Marpole	35	1	3%
Mount Pleasant	6	0	NA
Oakridge	14	0	NA
Point Grey	58	4	7%
Quilchena	26	2	8%
SW Marine	27	6	22%
Shaughnessy	74	4	5%
South Cambie	8	1	13%
South Granville	82	2	2%
Southlands	35	2	6%
University	18	1	6%
TOTAL*	630	47	7%

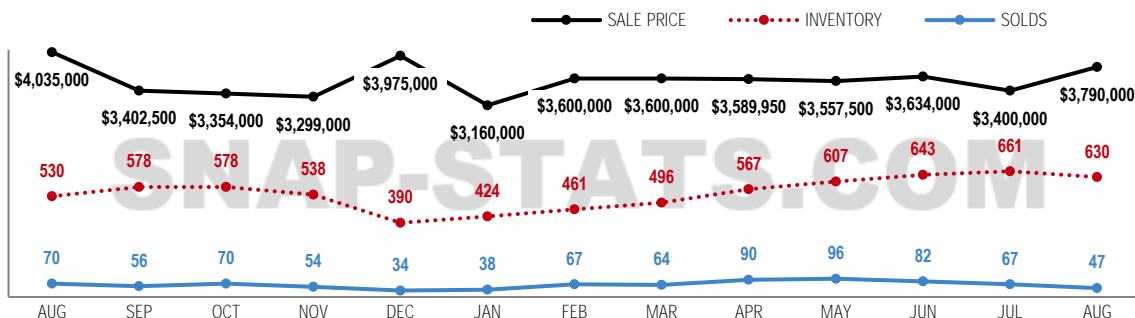
\*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

## Market Summary

- Market Type Indicator **WESTSIDE DETACHED**: Buyers Market at 7% Sales Ratio average (7 in 100 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band\*\* \$2.25 mil to \$2.5 mil with average 24% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes minimum \$7.5 mil, South Granville and up to 2 bedroom properties
- Sellers Best Bet\*\* Selling homes in SW Marine and 3 to 4 bedroom properties

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

## 13 Month Market Trend



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## Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	10	2	20%
500,001 – 600,000	37	7	19%
600,001 – 700,000	55	13	24%
700,001 – 800,000	97	17	18%
800,001 – 900,000	75	30	40%
900,001 – 1,000,000	74	16	22%
1,000,001 – 1,250,000	142	35	25%
1,250,001 – 1,500,000	147	13	9%
1,500,001 – 1,750,000	93	8	9%
1,750,001 – 2,000,000	81	4	5%
2,000,001 – 2,250,000	31	5	16%
2,250,001 – 2,500,000	31	2	6%
2,500,001 – 2,750,000	15	0	NA
2,750,001 – 3,000,000	14	0	NA
3,000,001 – 3,500,000	10	1	10%
3,500,001 – 4,000,000	2	3	150%*
4,000,001 – 4,500,000	0	2	NA*
4,500,001 – 5,000,000	2	0	NA
5,000,001 & Greater	2	0	NA
TOTAL*	918	158	17%

0 to 1 Bedroom	257	47	18%
2 Bedrooms	440	85	19%
3 Bedrooms	199	25	13%
4 Bedrooms & Greater	22	1	5%
TOTAL*	918	158	17%

SnapStats®	July	August	Variance
Inventory	984	918	-7%
Solds	181	158	-13%
Sale Price	\$989,000	\$952,900	-4%
Sale Price SQFT	\$1,048	\$1,014	-3%
Sale to List Price Ratio	99%	98%	-1%
Days on Market	16	19	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.

## Community CONDOS & TOWNHOMES

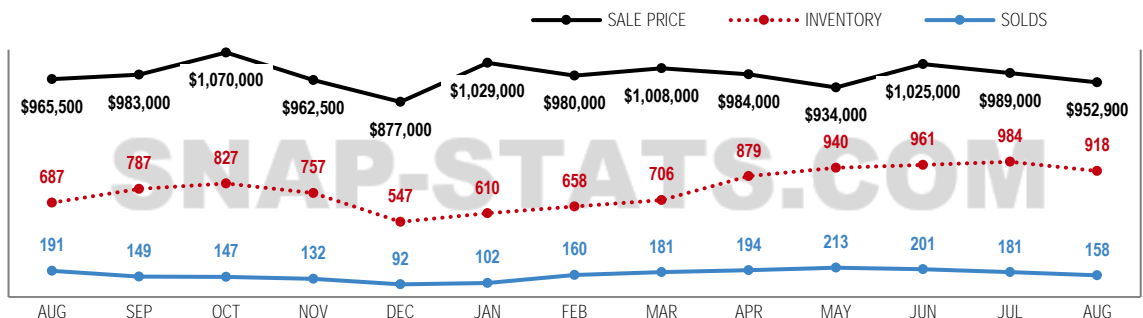
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	2	0	NA
Cambie	114	13	11%
Dunbar	15	2	13%
Fairview	86	29	34%
Falsecreek	93	13	14%
Kerrisdale	27	3	11%
Kitsilano	83	27	33%
Mackenzie Heights	1	1	100%
Marpole	121	9	7%
Mount Pleasant	8	2	25%
Oakridge	41	6	15%
Point Grey	10	4	40%
Quilchena	20	5	25%
SW Marine	11	4	36%
Shaughnessy	8	2	25%
South Cambie	70	4	6%
South Granville	31	3	10%
Southlands	0	0	NA
University	177	31	18%
TOTAL*	918	158	17%

## Market Summary

- Market Type Indicator **WESTSIDE ATTACHED**: 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\*\* \$800,000 to \$900,000 with average 40% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1.75 mil to \$2 mil, Marpole, South Cambie and minimum 4 bedroom properties
- Sellers Best Bet\*\* Selling homes in Fairview, Kitsilano, Point Grey, SW Marine and up to 2 bedroom properties

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

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### Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 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	2	0	NA
1,250,001 – 1,500,000	14	8	57%
1,500,001 – 1,750,000	68	14	21%
1,750,001 – 2,000,000	126	7	6%
2,000,001 – 2,250,000	58	7	12%
2,250,001 – 2,500,000	76	6	8%
2,500,001 – 2,750,000	34	3	9%
2,750,001 – 3,000,000	53	1	2%
3,000,001 – 3,500,000	59	0	NA
3,500,001 – 4,000,000	38	0	NA
4,000,001 – 4,500,000	12	0	NA
4,500,001 – 5,000,000	8	0	NA
5,000,001 – 5,500,000	1	0	NA
5,500,001 - 6,000,000	0	0	NA
6,000,001 - 6,500,000	0	0	NA
6,500,001 - 7,000,000	2	0	NA
7,000,001 - 7,500,000	0	0	NA
7,500,001 & Greater	0	0	NA
TOTAL*	551	46	8%

2 Bedrooms & Less	39	1	3%
3 to 4 Bedrooms	168	18	11%
5 to 6 Bedrooms	241	21	9%
7 Bedrooms & More	103	6	6%
TOTAL*	551	46	8%

### Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	1	0	NA
Collingwood	99	1	1%
Downtown	0	0	NA
Fraser	31	6	19%
Fraserview	26	2	8%
Grandview Woodland	29	1	3%
Hastings	8	0	NA
Hastings Sunrise	17	7	41%
Killarney	52	8	15%
Knight	57	1	2%
Main	25	1	4%
Mount Pleasant	9	0	NA
Renfrew Heights	51	6	12%
Renfrew	54	3	6%
South Marine	3	0	NA
South Vancouver	51	7	14%
Strathcona	9	1	11%
Victoria	29	2	7%
TOTAL*	551	46	8%

SnapStats®	July	August	Variance
Inventory	571	551	-4%
Solds	90	46	-49%
Sale Price	\$1,964,000	\$1,872,500	-5%
Sale Price SQFT	\$864	\$828	-4%
Sale to List Price Ratio	98%	100%	2%
Days on Market	20	25	25%

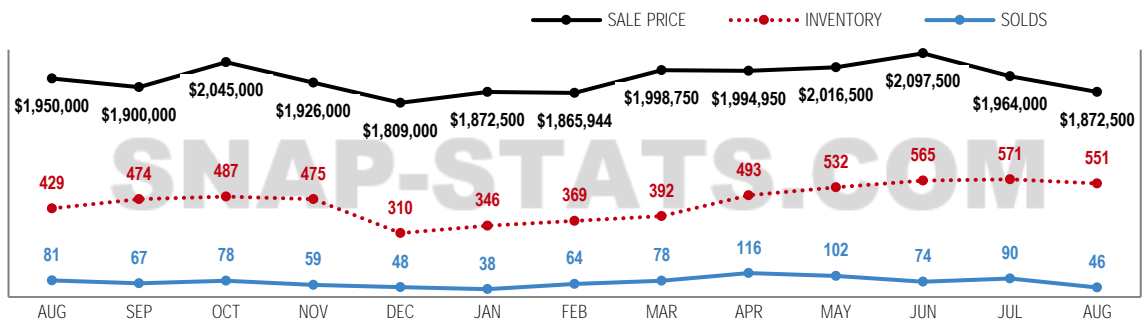
\*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

### Market Summary

- Market Type Indicator **EASTSIDE DETACHED**: Buyers Market at 8% Sales Ratio average (8 in 100 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band\*\* \$1.25 mil to \$1.5 mil with average 57% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$2.75 mil to \$3 mil. Collingwood and up to 2 bedroom properties
- Sellers Best Bet\*\* Selling homes in Hastings Sunrise and 3 to 4 bedroom properties

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## Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	4	1	25%
400,001 – 500,000	29	7	24%
500,001 – 600,000	82	26	32%
600,001 – 700,000	100	16	16%
700,001 – 800,000	75	14	19%
800,001 – 900,000	67	9	13%
900,001 – 1,000,000	54	10	19%
1,000,001 – 1,250,000	79	14	18%
1,250,001 – 1,500,000	30	9	30%
1,500,001 – 1,750,000	33	4	12%
1,750,001 – 2,000,000	8	0	NA
2,000,001 – 2,250,000	6	0	NA
2,250,001 – 2,500,000	5	0	NA
2,500,001 – 2,750,000	2	1	50%
2,750,001 – 3,000,000	1	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	2	0	NA
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	1	0	NA
<b>TOTAL*</b>	<b>581</b>	<b>111</b>	<b>19%</b>

0 to 1 Bedroom	240	46	19%
2 Bedrooms	232	39	17%
3 Bedrooms	98	25	26%
4 Bedrooms & Greater	11	1	9%
<b>TOTAL*</b>	<b>581</b>	<b>111</b>	<b>19%</b>

SnapStats®	July	August	Variance
Inventory	615	581	-6%
Solds	135	111	-18%
Sale Price	\$765,800	\$728,000	-5%
Sale Price SQFT	\$942	\$933	-1%
Sale to List Price Ratio	98%	96%	-2%
Days on Market	19	17	-11%

## Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	6	5	83%
Collingwood	108	15	14%
Downtown	54	5	9%
Fraser	9	7	78%
Fraserview	3	0	NA
Grandview Woodland	49	8	16%
Hastings	19	10	53%
Hastings Sunrise	5	3	60%
Killarney	8	2	25%
Knight	10	6	60%
Main	21	1	5%
Mount Pleasant	106	21	20%
Renfrew Heights	5	3	60%
Renfrew	8	2	25%
South Marine	90	15	17%
South Vancouver	18	1	6%
Strathcona	37	4	11%
Victoria	25	3	12%
<b>TOTAL*</b>	<b>581</b>	<b>111</b>	<b>19%</b>

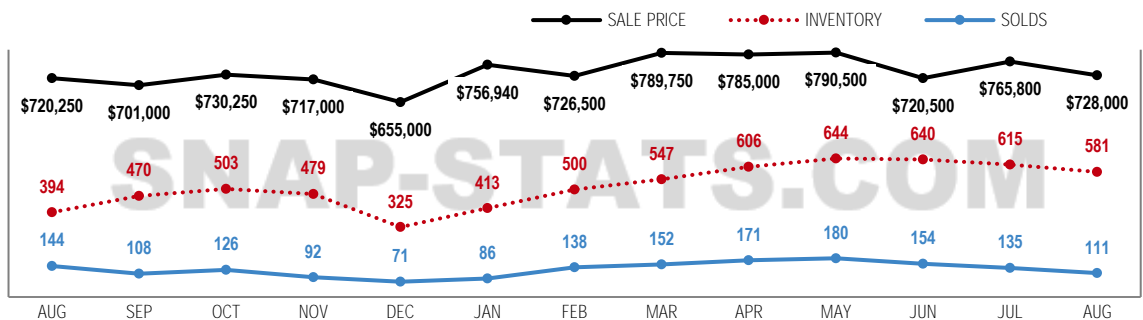
\*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

## Market Summary

- Market Type Indicator **EASTSIDE ATTACHED**: Balanced Market at 19% Sales Ratio average (1.9 in 10 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band\*\* \$500,000 to \$600,000 with average 32% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1.5 mil to \$1.75 mil, Downtown, Main, South Vancouver and minimum 4 bedroom properties
- Sellers Best Bet\*\* Selling homes in Fraser, Hastings, Knight and 3 bedroom properties

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

## 13 Month Market Trend



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## Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 800,000	3	0	NA
800,001 – 900,000	3	0	NA
900,001 – 1,000,000	1	0	NA
1,000,001 – 1,250,000	1	1	100%
1,250,001 – 1,500,000	5	1	20%
1,500,001 – 1,750,000	13	4	31%
1,750,001 – 2,000,000	26	9	35%
2,000,001 – 2,250,000	34	9	26%
2,250,001 – 2,500,000	34	5	15%
2,500,001 – 2,750,000	19	3	16%
2,750,001 – 3,000,000	20	4	20%
3,000,001 – 3,500,000	28	5	18%
3,500,001 – 4,000,000	24	1	4%
4,000,001 – 4,500,000	13	0	NA
4,500,001 – 5,000,000	9	1	11%
5,000,001 – 5,500,000	4	0	NA
5,500,001 - 6,000,000	2	0	NA
6,000,001 - 6,500,000	0	0	NA
6,500,001 - 7,000,000	1	0	NA
7,000,001 - 7,500,000	0	0	NA
7,500,001 & Greater	4	0	NA
TOTAL*	244	43	18%

Bedrooms	Inventory	Sales	Sales Ratio
2 Bedrooms & Less	9	1	11%
3 to 4 Bedrooms	106	22	21%
5 to 6 Bedrooms	106	17	16%
7 Bedrooms & More	23	3	13%
TOTAL*	244	43	18%

## Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	4	2	50%
Boulevard	13	1	8%
Braemar	2	0	NA
Calverhall	6	1	17%
Canyon Heights	25	1	4%
Capilano	2	1	50%
Central Lonsdale	17	0	NA
Deep Cove	17	3	18%
Delbrook	3	0	NA
Dollarton	9	3	33%
Edgemont	16	2	13%
Forest Hills	7	2	29%
Grouse Woods	3	0	NA
Harbourside	0	0	NA
Indian Arm	6	0	NA
Indian River	0	0	NA
Lower Lonsdale	8	2	25%
Lynn Valley	19	6	32%
Lynnmour	2	0	NA
Mosquito Creek	2	2	100%
Norqate	4	2	50%
Northlands	3	0	NA
Pemberton Heights	6	0	NA
Pemberton	2	0	NA
Princess Park	4	1	25%
Queensbury	6	0	NA
Roche Point	2	0	NA
Seymour	11	0	NA
Tempe	4	0	NA
Upper Delbrook	7	2	29%
Upper Lonsdale	23	7	30%
Westlynn	7	4	57%
Westlynn Terrace	0	0	NA
Windsor Park	1	0	NA
Woodlands-Sunshine Cascade	3	1	33%
TOTAL*	244	43	18%

SnapStats®	July	August	Variance
Inventory	266	244	-8%
Solds	69	43	-38%
Sale Price	\$2,120,000	\$2,135,000	1%
Sale Price SQFT	\$832	\$813	-2%
Sale to List Price Ratio	97%	97%	0%
Days on Market	11	21	91%

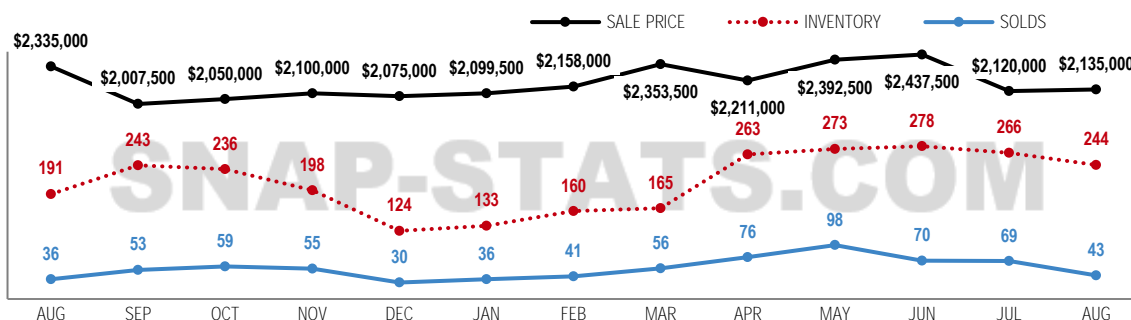
\*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

## Market Summary

- Market Type Indicator **NORTH VANCOUVER DETACHED**: Balanced Market at 18% Sales Ratio average (1.8 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band\*\* \$1.75 mil to \$2 mil with average 35% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$3.5 mil to \$4 mil, Boulevard, Canyon Heights and up to 2 bedroom properties
- Sellers Best Bet\*\* Selling homes in Dollarton, Lynn Valley, Upper Lonsdale and 3 to 4 bedroom properties

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

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## Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	2	0	NA
400,001 – 500,000	18	2	11%
500,001 – 600,000	21	8	38%
600,001 – 700,000	42	17	40%
700,001 – 800,000	40	13	33%
800,001 – 900,000	40	10	25%
900,001 – 1,000,000	46	9	20%
1,000,001 – 1,250,000	43	18	42%
1,250,001 – 1,500,000	66	11	17%
1,500,001 – 1,750,000	38	3	8%
1,750,001 – 2,000,000	8	1	13%
2,000,001 – 2,250,000	4	0	NA
2,250,001 – 2,500,000	1	1	100%
2,500,001 – 2,750,000	2	0	NA
2,750,001 – 3,000,000	5	0	NA
3,000,001 – 3,500,000	4	0	NA
3,500,001 – 4,000,000	0	1	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*	382	94	25%

Bedroom	Inventory	Sales	Sales Ratio
0 to 1 Bedroom	96	26	27%
2 Bedrooms	191	50	26%
3 Bedrooms	81	11	14%
4 Bedrooms & Greater	14	7	50%
TOTAL*	382	94	25%

SnapStats®	July	August	Variance
Inventory	411	382	-7%
Solds	126	94	-25%
Sale Price	\$970,000	\$870,000	-10%
Sale Price SQFT	\$995	\$919	-8%
Sale to List Price Ratio	97%	99%	2%
Days on Market	12	19	58%

## Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	2	0	NA
Boulevard	0	0	NA
Braemar	0	0	NA
Calverhall	0	0	NA
Canyon Heights	1	0	NA
Capilano	2	2	100%
Central Lonsdale	63	17	27%
Deep Cove	1	0	NA
Delbrook	1	1	100%
Dollarton	0	0	NA
Edgemont	7	3	43%
Forest Hills	0	0	NA
Grouse Woods	0	0	NA
Harbourside	3	2	67%
Indian Arm	0	0	NA
Indian River	0	1	NA*
Lower Lonsdale	99	18	18%
Lynn Valley	28	11	39%
Lynnmour	70	6	9%
Mosquito Creek	5	5	100%
Norqate	7	7	100%
Northlands	4	1	25%
Pemberton Heights	0	0	NA
Pemberton	53	6	11%
Princess Park	0	0	NA
Queensbury	2	3	150%*
Roche Point	18	6	33%
Seymour	8	0	NA
Tempe	0	0	NA
Upper Delbrook	0	0	NA
Upper Lonsdale	8	4	50%
Westlynn	0	1	NA*
Westlynn Terrace	0	0	NA
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	0	0	NA
TOTAL*	382	94	25%

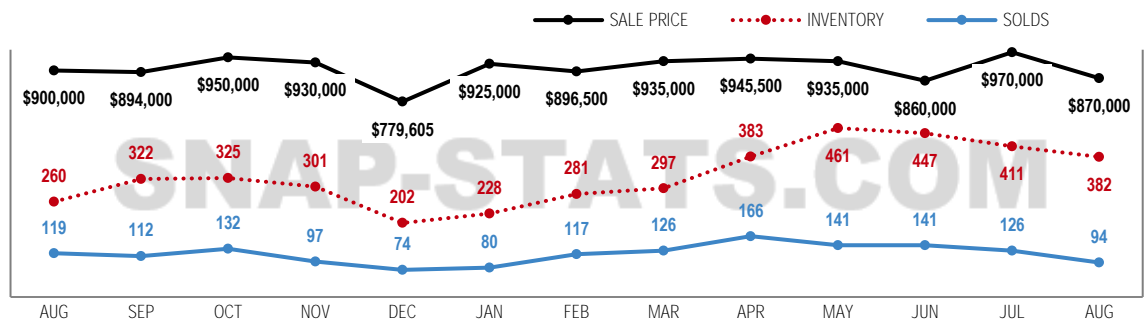
\*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

## Market Summary

- Market Type Indicator **NORTH VANCOUVER ATTACHED**: Sellers Market at 25% Sales Ratio average (2.5 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band\*\* \$1 mil to \$1.25 mil with average 42% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1.5 mil to \$1.75 mil, Lynnmour, Pemberton and 3 bedroom properties
- Sellers Best Bet\*\* Selling homes in Lynn Valley, Upper Lonsdale and minimum 4 bedroom properties

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

## 13 Month Market Trend



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### Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 800,000	0	0	NA
800,001 – 900,000	0	0	NA
900,001 – 1,000,000	0	0	NA
1,000,001 – 1,250,000	0	0	NA
1,250,001 – 1,500,000	0	0	NA
1,500,001 – 1,750,000	2	1	50%
1,750,001 – 2,000,000	10	3	30%
2,000,001 – 2,250,000	7	3	43%
2,250,001 – 2,500,000	34	5	15%
2,500,001 – 2,750,000	24	5	21%
2,750,001 – 3,000,000	37	4	11%
3,000,001 – 3,500,000	61	5	8%
3,500,001 – 4,000,000	49	2	4%
4,000,001 – 4,500,000	41	3	7%
4,500,001 – 5,000,000	45	1	2%
5,000,001 – 5,500,000	21	0	NA
5,500,001 - 6,000,000	32	0	NA
6,000,001 - 6,500,000	12	1	8%
6,500,001 - 7,000,000	11	0	NA
7,000,001 - 7,500,000	6	1	17%
7,500,001 & Greater	90	1	1%
TOTAL*	482	35	7%

Bedrooms	Inventory	Sales	Sales Ratio
2 Bedrooms & Less	20	0	NA
3 to 4 Bedrooms	195	20	10%
5 to 6 Bedrooms	228	13	6%
7 Bedrooms & More	39	2	5%
TOTAL*	482	35	7%

SnapStats®	July	August	Variance
Inventory	510	482	-5%
Solds	37	35	-5%
Sale Price	\$3,180,000	\$2,800,000	-12%
Sale Price SQFT	\$823	\$795	-3%
Sale to List Price Ratio	91%	95%	4%
Days on Market	34	37	9%

### Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	16	1	6%
Ambleside	40	3	8%
Bayridge	9	0	NA
British Properties	78	7	9%
Canterbury	6	0	NA
Caulfield	33	3	9%
Cedardale	3	1	33%
Chartwell	39	1	3%
Chelsea Park	2	1	50%
Cypress	13	2	15%
Cypress Park Estates	27	1	4%
Deer Ridge	0	0	NA
Dundarave	32	2	6%
Eagle Harbour	16	2	13%
Eagleridge	1	0	NA
Furry Creek	7	1	14%
Gleneagles	10	1	10%
Glenmore	21	0	NA
Horseshoe Bay	6	0	NA
Howe Sound	6	1	17%
Lions Bay	21	2	10%
Olde Caulfield	3	0	NA
Panorama Village	5	0	NA
Park Royal	3	0	NA
Porteau Cove	0	0	NA
Queens	17	1	6%
Rockridge	7	0	NA
Sandy Cove	2	0	NA
Sentinel Hill	8	2	25%
Upper Caulfield	8	0	NA
West Bay	12	0	NA
Westhill	8	2	25%
Westmount	9	0	NA
Whitby Estates	7	0	NA
Whytecliff	7	1	14%
TOTAL*	482	35	7%

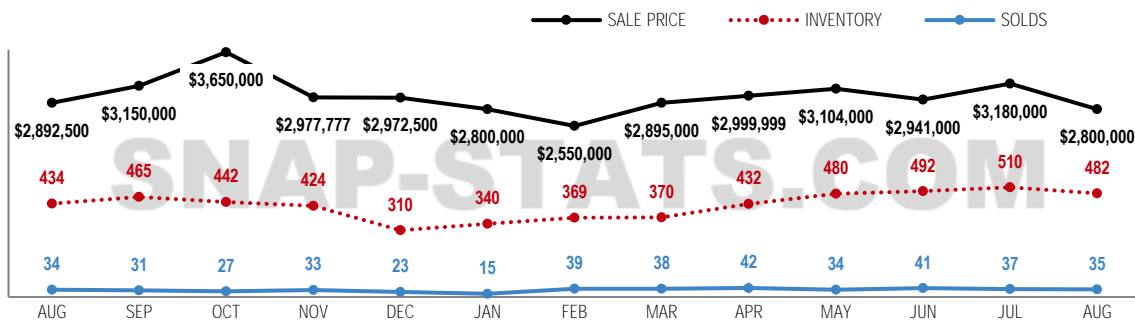
\*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

### Market Summary

- Market Type Indicator **WEST VANCOUVER DETACHED**: Buyers Market at 7% Sales Ratio average (7 in 100 homes selling rate)
- Homes are selling on average 5% below list price
- Most Active Price Band\*\* \$1.75 mil to \$2 mil with average 30% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes minimum \$7.5 mil, Chartwell and minimum 7 bedroom properties
- Sellers Best Bet\*\* Selling homes in Sentinel Hill, Westhill and 3 to 4 bedroom properties

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

### 13 Month Market Trend



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## Price Band & Bedroom CONDOS & TOWNHOMES

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	3	0	NA
600,001 – 700,000	2	2	100%
700,001 – 800,000	4	0	NA
800,001 – 900,000	9	1	11%
900,001 – 1,000,000	5	1	20%
1,000,001 – 1,250,000	9	3	33%
1,250,001 – 1,500,000	13	8	62%
1,500,001 – 1,750,000	20	0	NA
1,750,001 – 2,000,000	18	2	11%
2,000,001 – 2,250,000	5	0	NA
2,250,001 – 2,500,000	8	1	13%
2,500,001 – 2,750,000	8	0	NA
2,750,001 – 3,000,000	9	0	NA
3,000,001 – 3,500,000	7	1	14%
3,500,001 – 4,000,000	3	1	33%
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	11	2	18%
TOTAL*	135	22	16%

0 to 1 Bedroom	2 Bedrooms	3 Bedrooms	4 Bedrooms & Greater	TOTAL*
17	74	39	5	135
5	11	6	0	22
29%	15%	15%	NA	16%

SnapStats®	July	August	Variance
Inventory	165	135	-18%
Solds	19	22	16%
Sale Price	\$985,000	\$1,350,000	37%
Sale Price SQFT	\$852	\$1,138	34%
Sale to List Price Ratio	92%	99%	8%
Days on Market	17	36	112%

## Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	0	0	NA
Ambleside	29	6	21%
Bayridge	0	0	NA
British Properties	0	0	NA
Canterbury	0	0	NA
Caulfield	0	1	NA*
Cedardale	3	0	NA
Chartwell	0	0	NA
Chelsea Park	0	0	NA
Cypress	0	0	NA
Cypress Park Estates	6	0	NA
Deer Ridge	4	1	25%
Dundarave	20	7	35%
Eagle Harbour	0	0	NA
Eagleridge	0	0	NA
Furry Creek	2	0	NA
Gleneagles	0	0	NA
Glenmore	1	0	NA
Horseshoe Bay	26	4	15%
Howe Sound	2	0	NA
Lions Bay	1	0	NA
Olde Caulfield	0	0	NA
Panorama Village	6	2	33%
Park Royal	31	1	3%
Porteau Cove	0	0	NA
Queens	0	0	NA
Rockridge	0	0	NA
Sandy Cove	0	0	NA
Sentinel Hill	0	0	NA
Upper Caulfield	1	0	NA
West Bay	0	0	NA
Westhill	0	0	NA
Westmount	0	0	NA
Whitby Estates	3	0	NA
Whytecliff	0	0	NA
TOTAL*	135	22	16%

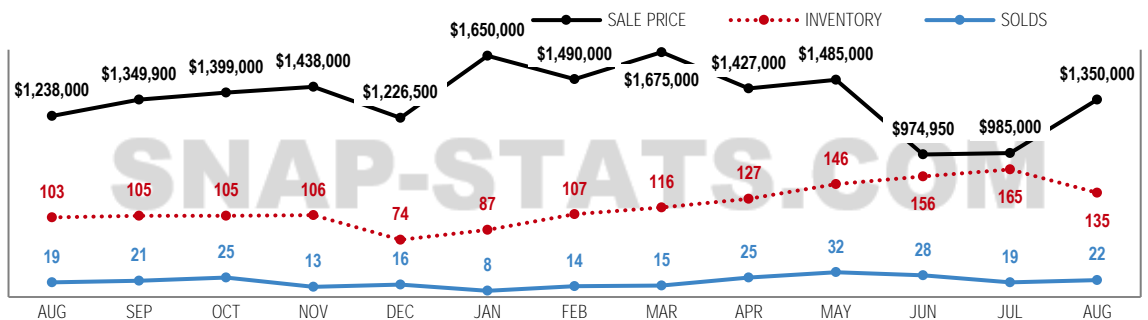
\*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

## Market Summary

- Market Type Indicator **WEST VANCOUVER ATTACHED**: Balanced Market at 16% Sales Ratio average (1.6 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band\*\* \$1.25 mil to \$1.5 mil with average 62% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$800,000 to \$900,000 / \$1.75 mil to \$2 mil, Park Royal and 2 to 3 bedroom properties
- Sellers Best Bet\*\* Selling homes in Dundarave and up to 1 bedroom properties

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

## 13 Month Market Trend



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## Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 800,000	7	1	14%
800,001 - 900,000	0	0	NA
900,001 - 1,000,000	0	0	NA
1,000,001 - 1,250,000	1	1	100%
1,250,001 - 1,500,000	17	2	12%
1,500,001 - 1,750,000	43	5	12%
1,750,001 - 2,000,000	102	8	8%
2,000,001 - 2,250,000	29	6	21%
2,250,001 - 2,500,000	70	4	6%
2,500,001 - 2,750,000	33	6	18%
2,750,001 - 3,000,000	61	4	7%
3,000,001 - 3,500,000	67	4	6%
3,500,001 - 4,000,000	32	0	NA
4,000,001 - 4,500,000	20	0	NA
4,500,001 - 5,000,000	10	2	20%
5,000,001 - 5,500,000	2	0	NA
5,500,001 - 6,000,000	7	0	NA
6,000,001 - 6,500,000	4	0	NA
6,500,001 - 7,000,000	0	0	NA
7,000,001 - 7,500,000	1	0	NA
7,500,001 & Greater	6	0	NA
TOTAL*	512	43	8%

Bedrooms	Inventory	Sales	Sales Ratio
2 Bedrooms & Less	12	3	25%
3 to 4 Bedrooms	189	11	6%
5 to 6 Bedrooms	269	23	9%
7 Bedrooms & More	42	6	14%
TOTAL*	512	43	8%

## Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	15	1	7%
Bridgeport	12	1	8%
Brighthouse	8	0	NA
Brighthouse South	2	0	NA
Broadmoor	42	3	7%
East Cambie	19	2	11%
East Richmond	8	2	25%
Garden City	24	1	4%
Gilmore	2	0	NA
Granville	32	1	3%
Hamilton	22	1	5%
Ironwood	20	1	5%
Lackner	26	3	12%
McLennan	9	1	11%
McLennan North	6	0	NA
McNair	16	2	13%
Quilchena	24	4	17%
Riverdale	26	1	4%
Saunders	17	1	6%
Sea Island	5	1	20%
Seafair	30	4	13%
South Arm	15	1	7%
Steveston North	35	3	9%
Steveston South	7	1	14%
Steveston Village	3	2	67%
Terra Nova	22	2	9%
West Cambie	27	1	4%
Westwind	12	0	NA
Woodwards	26	3	12%
TOTAL*	512	43	8%

SnapStats®	July	August	Variance
Inventory	494	512	4%
Solds	59	43	-27%
Sale Price	\$2,188,000	\$2,150,600	-2%
Sale Price SQFT	\$838	\$734	-12%
Sale to List Price Ratio	100%	94%	-6%
Days on Market	19	23	21%

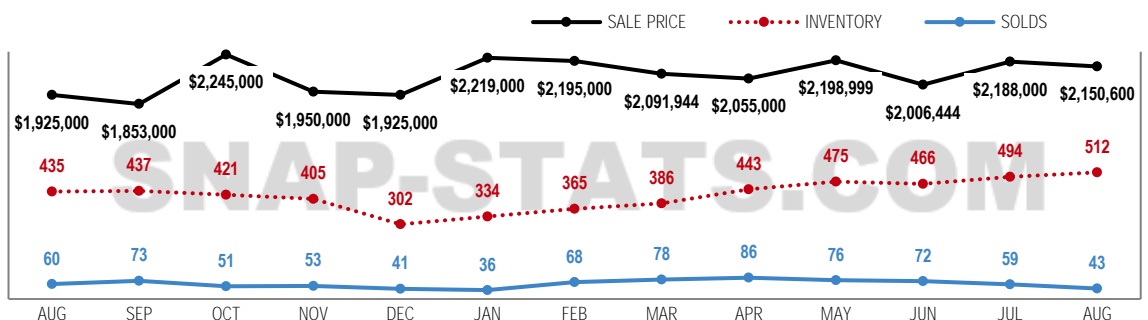
\*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

## Market Summary

- Market Type Indicator RICHMOND DETACHED: Buyers Market at 8% Sales Ratio average (8 in 100 homes selling rate)
- Homes are selling on average 6% below list price
- Most Active Price Band\*\* \$2 mil to \$2.25 mil with average 21% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$2.25 mil to \$2.5 mil / \$3 mil to \$3.5 mil, Granville and 3 to 4 bedroom properties
- Sellers Best Bet\*\* Selling homes in East Richmond and up to 2 bedroom properties

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

## 13 Month Market Trend



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## Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	6	2	33%
300,001 – 400,000	15	1	7%
400,001 – 500,000	35	12	34%
500,001 – 600,000	83	21	25%
600,001 – 700,000	122	25	20%
700,001 – 800,000	111	22	20%
800,001 – 900,000	114	17	15%
900,001 – 1,000,000	132	9	7%
1,000,001 – 1,250,000	174	24	14%
1,250,001 – 1,500,000	127	6	5%
1,500,001 – 1,750,000	55	2	4%
1,750,001 – 2,000,000	15	0	NA
2,000,001 – 2,250,000	7	0	NA
2,250,001 – 2,500,000	5	2	40%
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	4	0	NA
3,000,001 – 3,500,000	7	0	NA
3,500,001 – 4,000,000	3	0	NA
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	2	0	NA
5,000,001 & Greater	2	0	NA
TOTAL*	1020	143	14%

Bedroom	Inventory	Sales	Sales Ratio
0 to 1 Bedroom	191	41	21%
2 Bedrooms	430	63	15%
3 Bedrooms	303	29	10%
4 Bedrooms & Greater	96	10	10%
TOTAL*	1020	143	14%

SnapStats®	July	August	Variance
Inventory	964	1020	6%
Solds	192	143	-26%
Sale Price	\$794,500	\$736,000	-7%
Sale Price SQFT	\$844	\$776	-8%
Sale to List Price Ratio	99%	97%	-2%
Days on Market	17	20	18%

## Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	12	2	17%
Bridgeport	25	3	12%
Brighthouse	393	47	12%
Brighthouse South	91	14	15%
Broadmoor	18	2	11%
East Cambie	16	1	6%
East Richmond	2	1	50%
Garden City	11	2	18%
Gilmore	1	0	NA
Granville	10	5	50%
Hamilton	23	3	13%
Ironwood	14	5	36%
Lackner	4	0	NA
McLennan	0	0	NA
McLennan North	69	8	12%
McNair	3	0	NA
Quilchena	3	1	33%
Riverdale	9	2	22%
Saunders	12	1	8%
Sea Island	0	0	NA
Seafair	0	3	NA*
South Arm	10	1	10%
Steveston North	9	2	22%
Steveston South	26	12	46%
Steveston Village	3	0	NA
Terra Nova	18	1	6%
West Cambie	223	23	10%
Westwind	0	0	NA
Woodwards	15	4	27%
TOTAL*	1020	143	14%

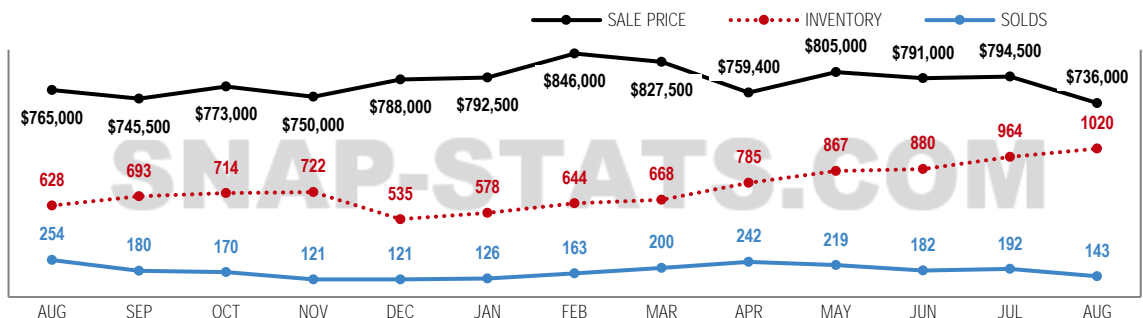
\*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

## Market Summary

- Market Type Indicator **RICHMOND ATTACHED**: Balanced Market at 14% Sales Ratio average (1.4 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band\*\* \$400,000 to \$500,000 with average 34% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1.5 mil to \$1.75 mil, East Cambie, Saunders, Terra Nova and minimum 3 bedroom properties
- Sellers Best Bet\*\* Selling homes in Granville, Steveston South and up to 1 bedroom properties

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

## 13 Month Market Trend



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## Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 800,000	0	0	NA
800,001 – 900,000	1	0	NA
900,001 – 1,000,000	0	0	NA
1,000,001 – 1,250,000	2	1	50%
1,250,001 – 1,500,000	13	8	62%
1,500,001 – 1,750,000	20	5	25%
1,750,001 – 2,000,000	24	1	4%
2,000,001 – 2,250,000	8	1	13%
2,250,001 – 2,500,000	9	1	11%
2,500,001 – 2,750,000	5	0	NA
2,750,001 – 3,000,000	7	0	NA
3,000,001 – 3,500,000	1	1	100%
3,500,001 – 4,000,000	4	0	NA
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 – 5,500,000	0	0	NA
5,500,001 - 6,000,000	1	0	NA
6,000,001 - 6,500,000	0	0	NA
6,500,001 - 7,000,000	0	0	NA
7,000,001 - 7,500,000	1	0	NA
7,500,001 & Greater	0	0	NA
TOTAL*	97	18	19%

2 Bedrooms & Less	7	2	29%
3 to 4 Bedrooms	61	12	20%
5 to 6 Bedrooms	28	4	14%
7 Bedrooms & More	1	0	NA
TOTAL*	97	18	19%

## Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	10	2	20%
Boundary Beach	6	2	33%
Cliff Drive	8	2	25%
English Bluff	17	3	18%
Pebble Hill	19	0	NA
Tsawwassen Central	27	4	15%
Tsawwassen East	8	1	13%
Tsawwassen North	2	4	200%*
TOTAL*	97	18	19%

SnapStats®	July	August	Variance
Inventory	111	97	-13%
Solds	21	18	-14%
Sale Price	\$1,507,000	\$1,525,000	1%
Sale Price SQFT	\$696	\$701	1%
Sale to List Price Ratio	99%	98%	-1%
Days on Market	16	28	75%

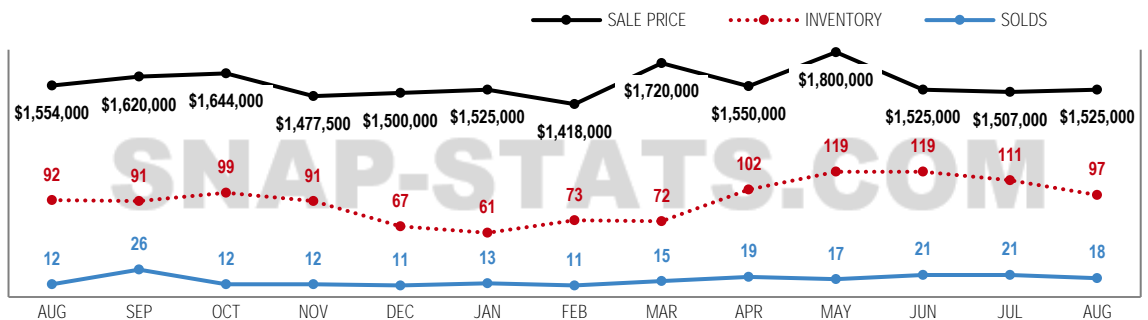
\*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

## Market Summary

- Market Type Indicator **TSAWWASSEN DETACHED**: Balanced Market at 19% Sales Ratio average (1.9 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band\*\* \$1.25 mil to \$1.5 mil with average 62% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1.75 mil to \$2 mil, Tsawwassen East and 5 to 6 bedroom properties
- Sellers Best Bet\*\* Selling homes in Cliff Drive and 3 to 4 bedroom properties

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

## 13 Month Market Trend



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## 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	13	3	23%
500,001 – 600,000	12	2	17%
600,001 – 700,000	12	1	8%
700,001 – 800,000	12	1	8%
800,001 – 900,000	17	3	18%
900,001 – 1,000,000	7	1	14%
1,000,001 – 1,250,000	6	1	17%
1,250,001 – 1,500,000	7	1	14%
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*	87	13	15%

0 to 1 Bedroom	19	4	21%
2 Bedrooms	45	3	7%
3 Bedrooms	19	4	21%
4 Bedrooms & Greater	4	2	50%
TOTAL*	87	13	15%

SnapStats®	July	August	Variance
Inventory	81	87	7%
Solds	22	13	-41%
Sale Price	\$812,809	\$786,000	-3%
Sale Price SQFT	\$604	\$585	-3%
Sale to List Price Ratio	99%	98%	-1%
Days on Market	30	42	40%

## Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	7	1	14%
Boundary Beach	8	1	13%
Cliff Drive	11	3	27%
English Bluff	0	0	NA
Pebble Hill	0	0	NA
Tsawwassen Central	4	0	NA
Tsawwassen East	3	0	NA
Tsawwassen North	54	8	15%
TOTAL*	87	13	15%

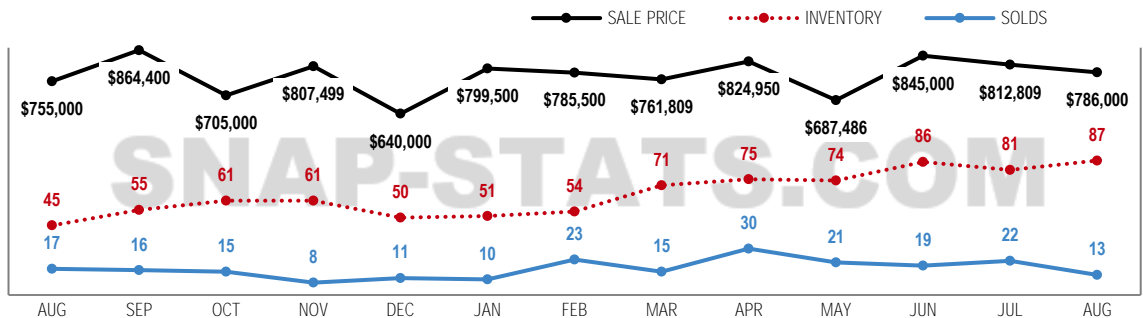
\*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

## Market Summary

- Market Type Indicator **TSAWWASSEN ATTACHED**: Balanced Market at 15% Sales Ratio average (1.5 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band\*\* \$400,000 to \$500,000 with average 23% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$600,000 to \$800,000, Boundary Beach and 2 bedroom properties
- Sellers Best Bet\*\* Selling homes in Cliff Drive, up to 1 and 3 bedroom properties

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

## 13 Month Market Trend



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snapstatsinfo@gmail.com



## Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 800,000	4	0	NA
800,001 – 900,000	1	0	NA
900,001 – 1,000,000	0	1	NA*
1,000,001 – 1,250,000	4	1	25%
1,250,001 – 1,500,000	13	6	46%
1,500,001 – 1,750,000	10	2	20%
1,750,001 – 2,000,000	13	1	8%
2,000,001 – 2,250,000	2	2	100%
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	0	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 – 5,500,000	1	0	NA
5,500,001 - 6,000,000	0	0	NA
6,000,001 - 6,500,000	0	0	NA
6,500,001 - 7,000,000	0	0	NA
7,000,001 - 7,500,000	0	0	NA
7,500,001 & Greater	0	0	NA
TOTAL*	52	13	25%

2 Bedrooms & Less	10	0	NA
3 to 4 Bedrooms	30	9	30%
5 to 6 Bedrooms	12	3	25%
7 Bedrooms & More	0	1	NA*
TOTAL*	52	13	25%

SnapStats®	July	August	Variance
Inventory	63	52	-17%
Solds	17	13	-24%
Sale Price	\$1,351,333	\$1,472,500	9%
Sale Price SQFT	\$600	\$654	9%
Sale to List Price Ratio	97%	98%	1%
Days on Market	12	20	67%

## Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	10	0	NA
East Delta	1	0	NA
Hawthorne	5	3	60%
Holly	7	2	29%
Ladner Elementary	12	4	33%
Ladner Rural	3	0	NA
Neilsen Grove	6	2	33%
Port Guichon	5	2	40%
Tilbury	0	0	NA
Westham Island	3	0	NA
TOTAL*	52	13	25%

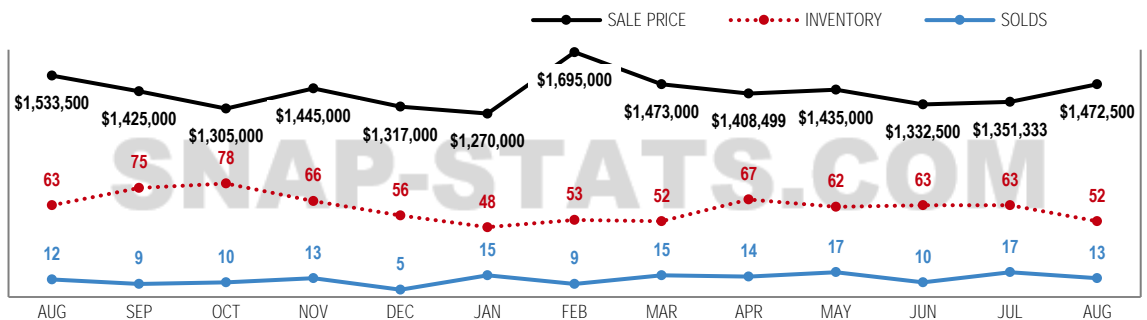
\*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

## 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\*\* \$1.25 mil to \$1.5 mil with average 46% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1.75 mil to \$2 mil and 5 to 6 bedroom properties
- Sellers Best Bet\*\* Selling homes in Ladner Elementary and 3 to 4 bedroom properties

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

## 13 Month Market Trend



## Compliments of...

SnapStats Publishing  
SnapStats Publishing Company  
604.229.0521

snap-stats.com  
snapstatsinfo@gmail.com



## Price Band & Bedroom CONDOS & TOWNHOMES

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	6	3	50%
600,001 – 700,000	4	2	50%
700,001 – 800,000	3	0	NA
800,001 – 900,000	1	0	NA
900,001 – 1,000,000	8	2	25%
1,000,001 – 1,250,000	5	1	20%
1,250,001 – 1,500,000	19	2	11%
1,500,001 – 1,750,000	0	0	NA
1,750,001 – 2,000,000	1	1	100%
2,000,001 – 2,250,000	3	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*	51	11	22%

0 to 1 Bedroom	5	2	40%
2 Bedrooms	16	3	19%
3 Bedrooms	11	2	18%
4 Bedrooms & Greater	19	4	21%
TOTAL*	51	11	22%

SnapStats®	July	August	Variance
Inventory	51	51	0%
Solds	13	11	-15%
Sale Price	\$925,000	\$970,000	5%
Sale Price SQFT	\$596	\$665	12%
Sale to List Price Ratio	102%	97%	-5%
Days on Market	11	7	-36%

## Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	5	2	40%
East Delta	2	0	NA
Hawthorne	6	2	33%
Holly	0	0	NA
Ladner Elementary	14	2	14%
Ladner Rural	0	0	NA
Neilsen Grove	24	5	21%
Port Guichon	0	0	NA
Tilbury	0	0	NA
Westham Island	0	0	NA
TOTAL*	51	11	22%

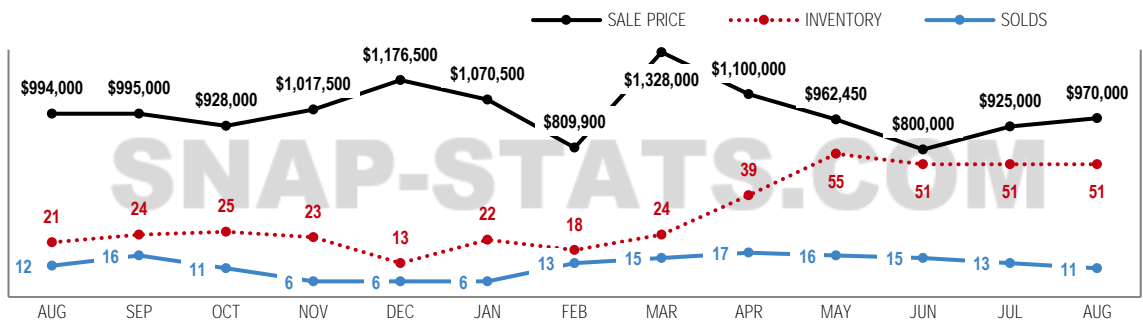
\*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

## Market Summary

- Market Type Indicator **LADNER ATTACHED**: Sellers Market at 22% Sales Ratio average (2.2 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band\*\* \$900,000 to \$1 mil with average 25% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1.25 mil to \$1.5 mil, Ladner Elementary and 2 to 3 bedroom properties
- Sellers Best Bet\*\* Selling homes in Neilsen Grove and up to 1 bedroom properties

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

## 13 Month Market Trend



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