

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

*Compliments of:*  
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# METRO VANCOUVER EDITION

Downtown  
Westside  
Eastside  
North Vancouver  
West Vancouver  
Richmond  
Tsawwassen  
Ladner



## Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	2	0	NA
300,001 – 400,000	3	0	NA
400,001 – 500,000	3	4	133%*
500,001 – 600,000	11	19	173%*
600,001 – 700,000	47	23	49%
700,001 – 800,000	37	24	65%
800,001 – 900,000	25	20	80%
900,001 – 1,000,000	30	19	63%
1,000,001 – 1,250,000	34	26	76%
1,250,001 – 1,500,000	33	18	55%
1,500,001 – 1,750,000	26	10	38%
1,750,001 – 2,000,000	17	6	35%
2,000,001 – 2,250,000	5	2	40%
2,250,001 – 2,500,000	10	2	20%
2,500,001 – 2,750,000	11	3	27%
2,750,001 – 3,000,000	6	1	17%
3,000,001 – 3,500,000	15	3	20%
3,500,001 – 4,000,000	19	2	11%
4,000,001 – 4,500,000	6	1	17%
4,500,001 – 5,000,000	2	0	NA
5,000,001 & Greater	31	2	6%
<b>TOTAL*</b>	<b>373</b>	<b>185</b>	<b>50%</b>
0 to 1 Bedroom	135	87	64%
2 Bedrooms	172	86	50%
3 Bedrooms	57	11	19%
4 Bedrooms & Greater	9	1	11%
<b>TOTAL*</b>	<b>373</b>	<b>185</b>	<b>50%</b>

SnapStats® Median Data	January	February	Variance
Inventory	327	373	14%
Solds	135	185	37%
Sale Price	\$950,000	\$922,500	-3%
Sale Price SQFT	\$1,145	\$1,105	-3%
Sale to List Price Ratio	100%	103%	3%
Days on Market	11	9	-18%

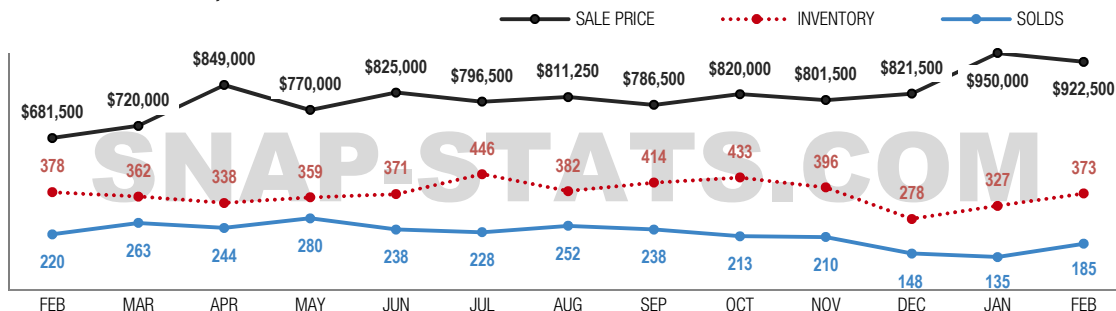
\*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

## Market Summary

- Market Type Indicator **DOWNTOWN**: Sellers market at 50% Sales Ratio average (1 in 2 homes selling rate)
- Homes are selling on average 3% above list price
- Most Active Price Band\*\* +/- \$1 mil: \$500k to \$600k (>100% Sales Ratio) / \$1 mil to \$1.25 mil (76% Sales Ratio)
- Buyers Best Bet\*\* +/- \$1 mil: Homes between \$600k to \$700k / \$5 mil plus, Coal Harbour and minimum 4 bedroom properties
- Sellers Best Bet\*\* Selling homes in Westend and up to 1 bedroom properties

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

## 13 Month Market Trend



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## Price Band & Bedroom 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	0	0	NA
700,001 – 800,000	0	0	NA
800,001 – 900,000	0	0	NA
900,001 – 1,000,000	1	0	NA
1,000,001 – 1,250,000	0	0	NA
1,250,001 – 1,500,000	3	0	NA
1,500,001 – 1,750,000	0	1	NA*
1,750,001 – 2,000,000	6	1	17%
2,000,001 – 2,250,000	8	2	25%
2,250,001 – 2,500,000	29	5	17%
2,500,001 – 2,750,000	18	3	17%
2,750,001 – 3,000,000	57	4	7%
3,000,001 – 3,500,000	73	13	18%
3,500,001 – 4,000,000	87	8	9%
4,000,001 – 4,500,000	52	4	8%
4,500,001 – 5,000,000	74	2	3%
5,000,001 & Greater	275	9	3%
<b>TOTAL*</b>	<b>686</b>	<b>52</b>	<b>8%</b>

2 Bedrooms & Less	25	1	4%
3 to 4 Bedrooms	227	24	11%
5 to 6 Bedrooms	353	22	6%
7 Bedrooms & More	81	5	6%
<b>TOTAL*</b>	<b>686</b>	<b>52</b>	<b>8%</b>

SnapStats® Median Data	January	February	Variance
Inventory	597	686	15%
Solds	45	52	16%
Sale Price	\$3,600,000	\$3,459,166	-4%
Sale Price SQFT	\$1,238	\$1,211	-2%
Sale to List Price Ratio	93%	94%	1%
Days on Market	47	22	-53%

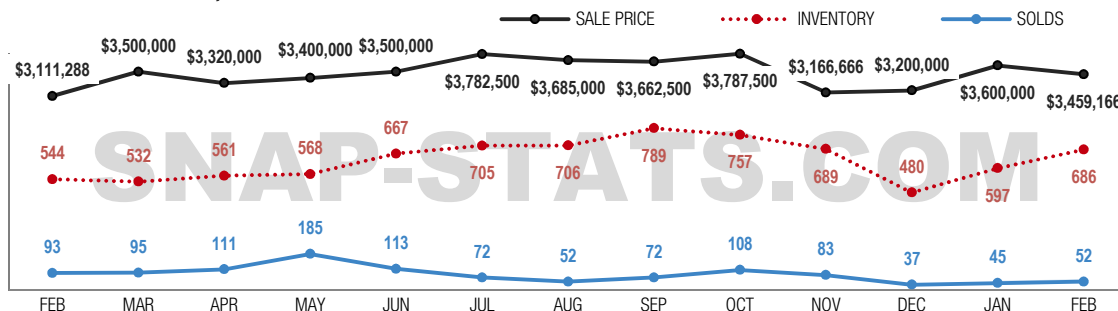
\*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

## Market Summary

- Market Type Indicator **WESTSIDE DETACHED**: Buyers market at 8% Sales Ratio average (8 in 100 homes selling rate)
- Homes are selling on average 6% below list price
- Most Active Price Band\*\* +/--\$3 mil: \$2 mil to \$2.25 mil (25% Sales Ratio) / \$3 mil to \$3.5 mil (18% Sales Ratio)
- Buyers Best Bet\*\* +/--\$3 mil: Homes between \$2.75 to \$3 mil / \$4.5 mil plus, Kerrisdale, SW Marine, S Granville, Southlands, Univ.
- Sellers Best Bet\*\* Selling homes in Cambie, Oakridge and 3 to 4 bedroom properties

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

## 13 Month Market Trend



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## Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	3	4	133%*
500,001 – 600,000	24	20	83%
600,001 – 700,000	29	30	103%*
700,001 – 800,000	37	17	46%
800,001 – 900,000	28	20	71%
900,001 – 1,000,000	30	10	33%
1,000,001 – 1,250,000	46	31	67%
1,250,001 – 1,500,000	51	26	51%
1,500,001 – 1,750,000	36	9	25%
1,750,001 – 2,000,000	43	5	12%
2,000,001 – 2,250,000	18	0	NA
2,250,001 – 2,500,000	17	3	18%
2,500,001 – 2,750,000	9	3	33%
2,750,001 – 3,000,000	8	2	25%
3,000,001 – 3,500,000	6	0	NA
3,500,001 – 4,000,000	4	0	NA
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	2	0	NA
5,000,001 & Greater	6	0	NA
<b>TOTAL*</b>	<b>398</b>	<b>180</b>	<b>45%</b>

0 to 1 Bedroom	90	69	77%
2 Bedrooms	191	84	44%
3 Bedrooms	101	22	22%
4 Bedrooms & Greater	16	5	31%
<b>TOTAL*</b>	<b>398</b>	<b>180</b>	<b>45%</b>

SnapStats® Median Data	January	February	Variance
Inventory	331	398	20%
Solds	128	180	41%
Sale Price	\$909,400	\$890,000	-2%
Sale Price SQFT	\$986	\$975	-1%
Sale to List Price Ratio	99%	100%	1%
Days on Market	11	8	-27%

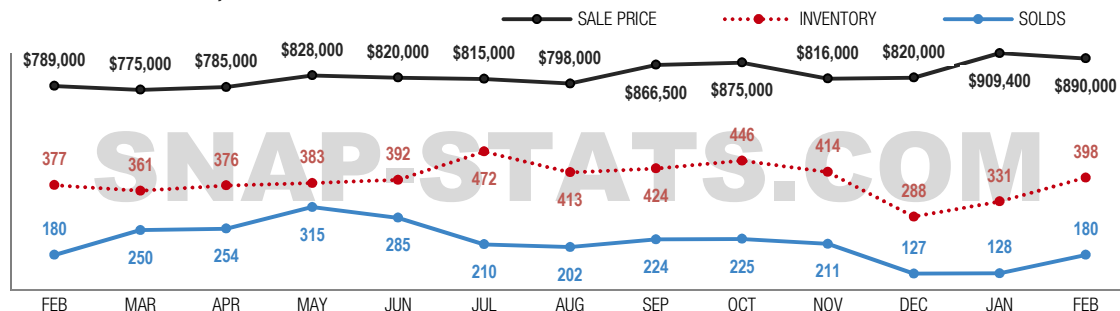
\*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

## Market Summary

- Market Type Indicator **WESTSIDE ATTACHED**: Sellers market at 45% Sales Ratio average (4.5 in 10 homes selling rate)
- Homes are selling on average at list price
- Most Active Price Band\*\* \$600,000 to \$700,000 with average >100% Sales Ratio (Sellers market speed)
- Buyers Best Bet\*\* Homes between \$1.75 mil to \$2 mil, Point Grey, South Cambie, South Granville and 3 bedroom properties
- Sellers Best Bet\*\* Selling homes in Cambie, Fairview, Kitsilano and up to 1 bedroom properties

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

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## 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	4	1	25%
1,000,001 – 1,250,000	13	9	69%
1,250,001 – 1,500,000	73	19	26%
1,500,001 – 1,750,000	108	22	20%
1,750,001 – 2,000,000	125	8	6%
2,000,001 – 2,250,000	42	6	14%
2,250,001 – 2,500,000	82	5	6%
2,500,001 – 2,750,000	43	2	5%
2,750,001 – 3,000,000	54	3	6%
3,000,001 – 3,500,000	45	1	2%
3,500,001 – 4,000,000	10	0	NA
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	3	0	NA
5,000,001 & Greater	2	0	NA
<b>TOTAL*</b>	<b>605</b>	<b>76</b>	<b>13%</b>

2 Bedrooms & Less	40	5	13%
3 to 4 Bedrooms	206	28	14%
5 to 6 Bedrooms	267	31	12%
7 Bedrooms & More	92	12	13%
<b>TOTAL*</b>	<b>605</b>	<b>76</b>	<b>13%</b>

SnapStats® Median Data	January	February	Variance
Inventory	570	605	6%
Solds	44	76	73%
Sale Price	\$1,597,444	\$1,604,000	NA
Sale Price SQFT	\$681	\$702	3%
Sale to List Price Ratio	99%	98%	-1%
Days on Market	33	20	-39%

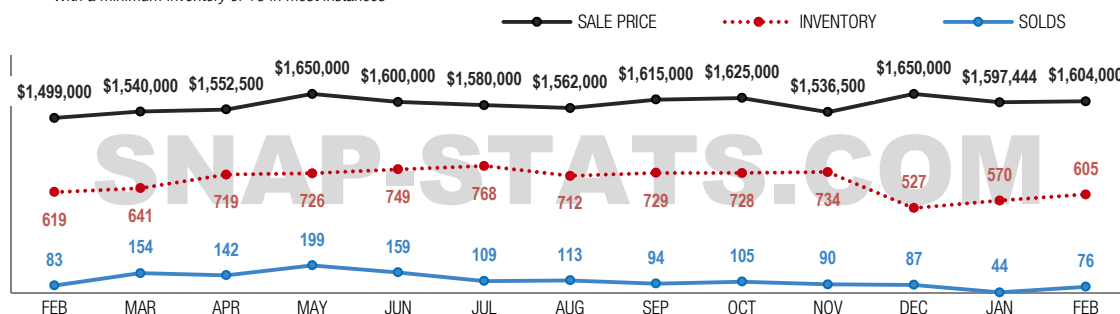
\*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%). Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

## Market Summary

- Market Type Indicator **EASTSIDE DETACHED**: Balanced market at 13% Sales Ratio average (1.3 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band\*\* \$1 mil to \$1.25 mil with average 69% Sales Ratio (Sellers market speed)
- Buyers Best Bet\*\* Homes between \$3 mil to \$3.5, Collingwood, Hastings, Killarney, Knight and South Vancouver
- Sellers Best Bet\*\* Selling homes in Fraser, Renfrew Heights and 3 to 4 bedroom properties

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

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### Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	1	0	NA
300,001 – 400,000	7	1	14%
400,001 – 500,000	32	15	47%
500,001 – 600,000	33	38	115%*
600,001 – 700,000	33	28	85%
700,001 – 800,000	35	23	66%
800,001 – 900,000	23	15	65%
900,001 – 1,000,000	15	6	40%
1,000,001 – 1,250,000	40	19	48%
1,250,001 – 1,500,000	17	2	12%
1,500,001 – 1,750,000	1	6	600%*
1,750,001 – 2,000,000	3	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	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
<b>TOTAL*</b>	<b>245</b>	<b>153</b>	<b>62%</b>

0 to 1 Bedroom	78	62	79%
2 Bedrooms	103	75	73%
3 Bedrooms	59	14	24%
4 Bedrooms & Greater	5	2	40%
<b>TOTAL*</b>	<b>245</b>	<b>153</b>	<b>62%</b>

SnapStats® Median Data	January	February	Variance
Inventory	211	245	16%
Solds	88	153	74%
Sale Price	\$657,400	\$678,000	3%
Sale Price SQFT	\$863	\$848	-2%
Sale to List Price Ratio	102%	100%	-2%
Days on Market	10	8	-20%

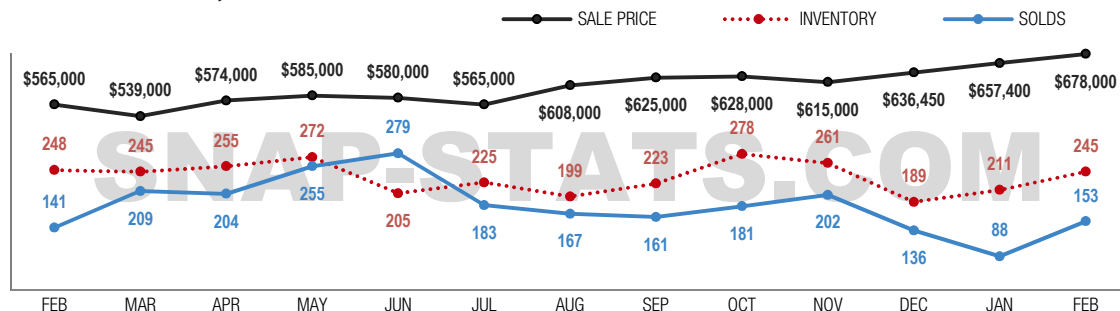
\*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

### Market Summary

- Market Type Indicator **EASTSIDE ATTACHED**: Sellers market at 62% Sales Ratio average (6.2 in 10 homes selling rate)
- Homes are selling on average at list price
- Most Active Price Band\*\* \$500,000 to \$600,000 with average >100% Sales Ratio (Sellers market speed)
- Buyers Best Bet\*\* Homes between \$1.25 mil to \$1.5 mil, Fraser, Killarney, Victoria and 3 bedroom properties
- Sellers Best Bet\*\* Selling homes in Champlain Heights, Main, Mt Pleasant and up to 1 bedroom properties

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

### 13 Month Market Trend



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## Price Band & Bedroom 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	1	0	NA
700,001 – 800,000	0	0	NA
800,001 – 900,000	0	0	NA
900,001 – 1,000,000	0	0	NA
1,000,001 – 1,250,000	2	1	50%
1,250,001 – 1,500,000	22	12	55%
1,500,001 – 1,750,000	29	16	55%
1,750,001 – 2,000,000	49	12	24%
2,000,001 – 2,250,000	18	11	61%
2,250,001 – 2,500,000	31	1	3%
2,500,001 – 2,750,000	28	1	4%
2,750,001 – 3,000,000	23	1	4%
3,000,001 – 3,500,000	29	1	3%
3,500,001 – 4,000,000	24	0	NA
4,000,001 – 4,500,000	15	1	7%
4,500,001 – 5,000,000	7	0	NA
5,000,001 & Greater	4	0	NA
<b>TOTAL*</b>	<b>282</b>	<b>57</b>	<b>20%</b>

2 Bedrooms & Less	13	3	23%
3 to 4 Bedrooms	122	31	25%
5 to 6 Bedrooms	124	21	17%
7 Bedrooms & More	23	2	9%
<b>TOTAL*</b>	<b>282</b>	<b>57</b>	<b>20%</b>

SnapStats® Median Data	January	February	Variance
Inventory	234	282	21%
Solds	30	57	90%
Sale Price	\$1,637,500	\$1,740,000	6%
Sale Price SQFT	\$732	\$672	-8%
Sale to List Price Ratio	100%	97%	-3%
Days on Market	26	16	-38%

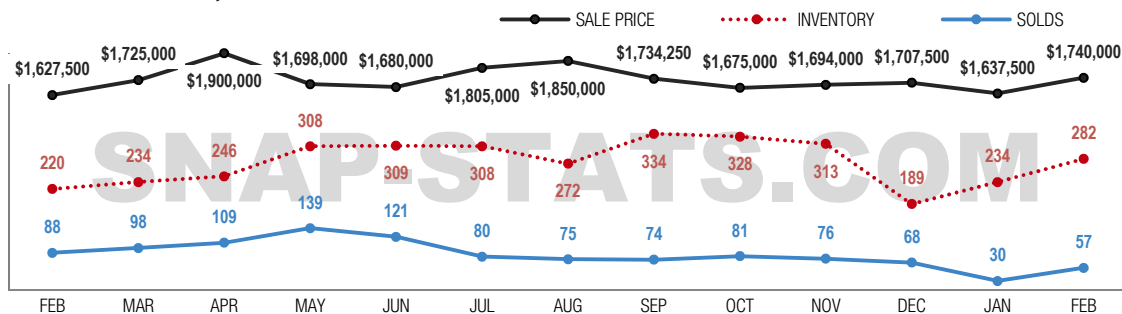
\*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

## Market Summary

- Market Type Indicator **NORTH VANCOUVER DETACHED**: Balanced market at 20% Sales Ratio average (21% is a Sellers market)
- Homes are selling on average 3% below list price
- Most Active Price Band\*\* \$1.25 mil to \$1.7 mil with average 55% Sales Ratio (Sellers market speed)
- Buyers Best Bet\*\* Homes \$2.25 mil plus, Canyon Heights, Dollarton, Pemberton Heights and minimum 7 bedrooms
- Sellers Best Bet\*\* Selling homes in Boulevard, Central Lonsdale, Deep Cove, Lynn Valley, Upper Delbrook and up to 4 bedrooms

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

## 13 Month Market Trend



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## Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	1	1	100%
400,001 – 500,000	13	9	69%
500,001 – 600,000	22	19	86%
600,001 – 700,000	14	15	107%*
700,001 – 800,000	26	11	42%
800,001 – 900,000	18	18	100%
900,001 – 1,000,000	20	7	35%
1,000,001 – 1,250,000	27	15	56%
1,250,001 – 1,500,000	25	8	32%
1,500,001 – 1,750,000	0	0	NA
1,750,001 – 2,000,000	6	1	17%
2,000,001 – 2,250,000	1	1	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	1	1	100%
3,500,001 – 4,000,000	1	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
<b>TOTAL*</b>	<b>176</b>	<b>106</b>	<b>60%</b>

2 Bedrooms & Less	37	27	73%
3 to 4 Bedrooms	92	63	68%
5 to 6 Bedrooms	40	15	38%
7 Bedrooms & More	7	1	14%
<b>TOTAL*</b>	<b>176</b>	<b>106</b>	<b>60%</b>

SnapStats® Median Data	January	February	Variance
Inventory	149	176	18%
Solds	101	106	5%
Sale Price	\$729,900	\$770,000	5%
Sale Price SQFT	\$746	\$814	9%
Sale to List Price Ratio	99%	98%	-1%
Days on Market	19	9	-53%

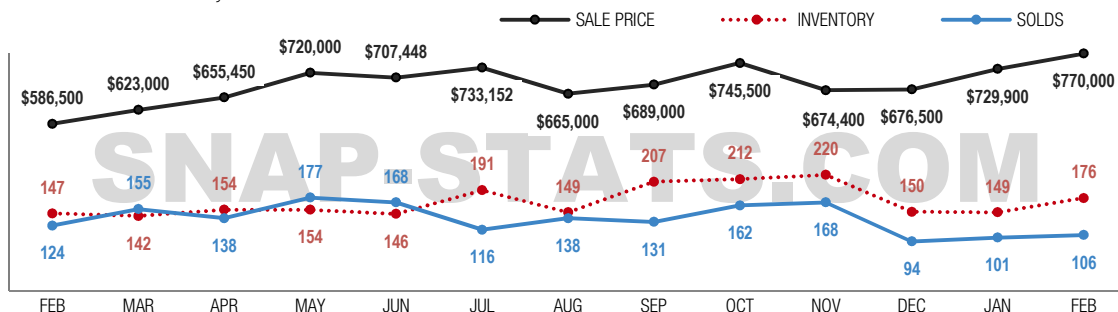
\*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

## Market Summary

- Market Type Indicator **NORTH VANCOUVER ATTACHED:** Sellers market at 60% Sales Ratio average (6 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band\*\* \$600,000 to \$700,000 with average >100% Sales Ratio (Sellers market speed)
- Buyers Best Bet\*\* Homes between \$1.25 mil to \$1.5 mil, Lynnmour, Upper Lonsdale and 5 to 6 bedroom properties
- Sellers Best Bet\*\* Selling homes in Hamilton, Lower Lonsdale and up to 2 bedroom properties

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

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## 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	0	0	NA
1,250,001 – 1,500,000	1	0	NA
1,500,001 – 1,750,000	4	0	NA
1,750,001 – 2,000,000	11	0	NA
2,000,001 – 2,250,000	14	7	50%
2,250,001 – 2,500,000	23	3	13%
2,500,001 – 2,750,000	18	1	6%
2,750,001 – 3,000,000	36	4	11%
3,000,001 – 3,500,000	43	3	7%
3,500,001 – 4,000,000	63	0	NA
4,000,001 – 4,500,000	25	2	8%
4,500,001 – 5,000,000	39	1	3%
5,000,001 & Greater	160	3	2%
<b>TOTAL*</b>	<b>437</b>	<b>24</b>	<b>5%</b>

2 Bedrooms & Less	16	0	NA
3 to 4 Bedrooms	200	13	7%
5 to 6 Bedrooms	195	10	5%
7 Bedrooms & More	26	1	4%
<b>TOTAL*</b>	<b>437</b>	<b>24</b>	<b>5%</b>

SnapStats® Median Data	January	February	Variance
Inventory	378	437	16%
Solds	15	24	60%
Sale Price	\$3,052,000	\$2,855,000	-6%
Sale Price SQFT	\$826	\$814	-1%
Sale to List Price Ratio	94%	95%	1%
Days on Market	56	20	-64%

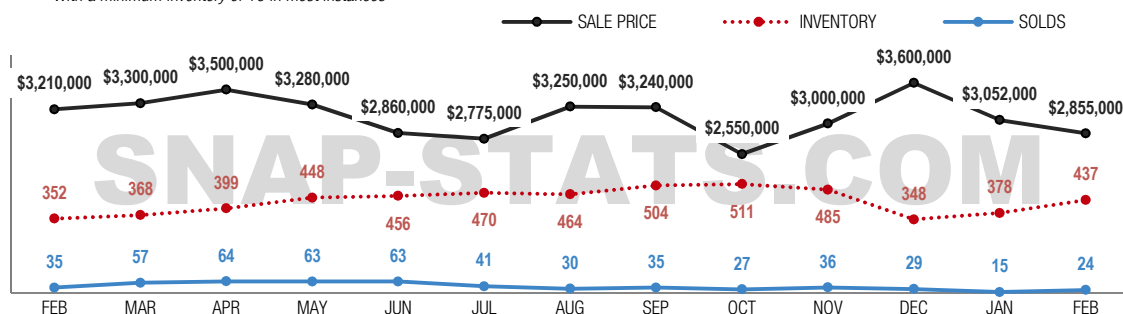
\*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

## Market Summary

- Market Type Indicator **WEST VANCOUVER DETACHED:** Buyers market at 5% Sales Ratio average (5 in 100 homes selling rate)
- Homes are selling on average 5% below list price
- Most Active Price Band\*\* \$2 mil to \$2.25 mil with average 50% Sales Ratio (Sellers market speed)
- Buyers Best Bet\*\* Homes \$4.5 mil plus, British Properties and minimum 7 bedroom properties
- Sellers Best Bet\*\* Selling homes in Caulfield, Chartwell, Cypress Park Estates, Eagle Harbour and 3 to 4 bedroom properties

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## Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	2	0	NA
500,001 – 600,000	2	0	NA
600,001 – 700,000	3	0	NA
700,001 – 800,000	4	2	50%
800,001 – 900,000	4	0	NA
900,001 – 1,000,000	2	0	NA
1,000,001 – 1,250,000	7	3	43%
1,250,001 – 1,500,000	10	3	30%
1,500,001 – 1,750,000	16	2	13%
1,750,001 – 2,000,000	5	2	40%
2,000,001 – 2,250,000	3	0	NA
2,250,001 – 2,500,000	6	1	17%
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	3	1	33%
3,000,001 – 3,500,000	3	0	NA
3,500,001 – 4,000,000	1	0	NA
4,000,001 – 4,500,000	4	0	NA
4,500,001 – 5,000,000	5	0	NA
5,000,001 & Greater	2	0	NA
<b>TOTAL*</b>	<b>82</b>	<b>14</b>	<b>17%</b>
0 to 1 Bedroom	15	2	13%
2 Bedrooms	48	10	21%
3 Bedrooms	16	2	13%
4 Bedrooms & Greater	3	0	NA
<b>TOTAL*</b>	<b>82</b>	<b>14</b>	<b>17%</b>

SnapStats® Median Data	January	February	Variance
Inventory	63	82	30%
Solds	24	14	-42%
Sale Price	\$1,492,000	\$1,395,500	-6%
Sale Price SQFT	\$1,134	\$1,076	-5%
Sale to List Price Ratio	93%	98%	5%
Days on Market	45	9	-80%

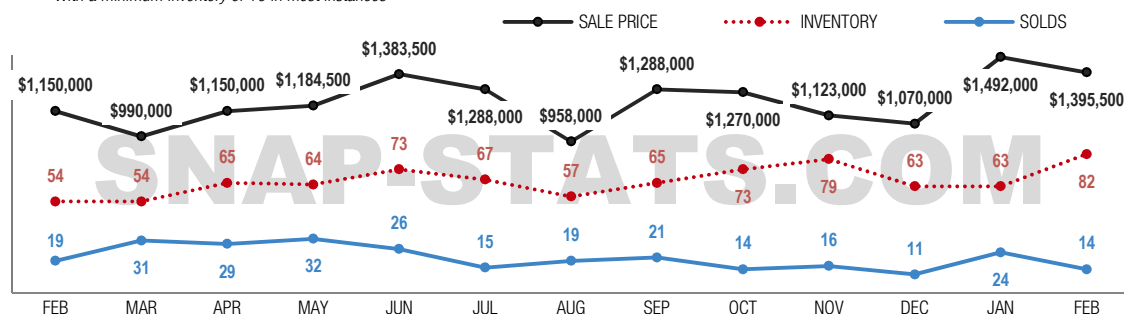
\*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%). Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

## Market Summary

- Market Type Indicator **WEST VANCOUVER ATTACHED**: Balanced market at 17% Sales Ratio average (1.7 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 30% Sales Ratio (Sellers market speed)
- Buyers Best Bet\*\* Homes \$1.5 mil to \$1.75 mil, Park Royal, up to 1 bedroom and 3 bedroom properties
- Sellers Best Bet\*\* Selling homes in Dundarave and 2 bedroom properties

\*\* With a 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 – 300,000	2	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	0	1	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	3	0	NA
1,000,001 – 1,250,000	10	3	30%
1,250,001 – 1,500,000	45	13	29%
1,500,001 – 1,750,000	106	14	13%
1,750,001 – 2,000,000	109	9	8%
2,000,001 – 2,250,000	60	4	7%
2,250,001 – 2,500,000	66	7	11%
2,500,001 – 2,750,000	46	2	4%
2,750,001 – 3,000,000	73	0	NA
3,000,001 – 3,500,000	38	0	NA
3,500,001 – 4,000,000	51	0	NA
4,000,001 – 4,500,000	17	0	NA
4,500,001 – 5,000,000	14	0	NA
5,000,001 & Greater	14	0	NA
<b>TOTAL*</b>	<b>654</b>	<b>53</b>	<b>8%</b>
2 Bedrooms & Less	30	3	10%
3 to 4 Bedrooms	254	30	12%
5 to 6 Bedrooms	338	20	6%
7 Bedrooms & More	32	0	NA
<b>TOTAL*</b>	<b>654</b>	<b>53</b>	<b>8%</b>

SnapStats® Median Data	January	February	Variance
Inventory	530	654	23%
Solds	65	53	-18%
Sale Price	\$1,760,000	\$1,700,000	-3%
Sale Price SQFT	\$677	\$746	10%
Sale to List Price Ratio	98%	98%	NA
Days on Market	38	28	-26%

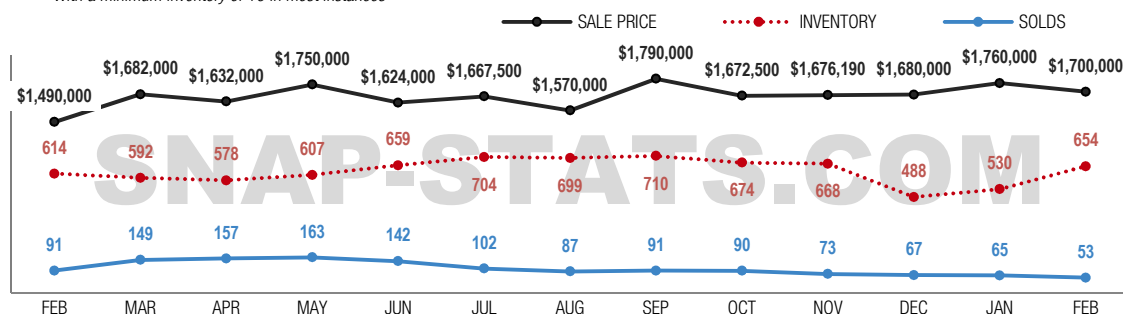
\*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%). Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

## 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 2% below list price
- Most Active Price Band\*\* \$1 mil to \$1.5 mil with average 30% Sales Ratio (Sellers market speed)
- Buyers Best Bet\*\* Homes between \$2.5 mil to \$2.75 mil, Broadmoor, Granville, Saunders and 5 to 6 bedroom properties
- Sellers Best Bet\*\* Selling homes in Steveston Village and 3 to 4 bedroom properties

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

## 13 Month Market Trend



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## Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	2	3	150%*
300,001 – 400,000	12	17	142%*
400,001 – 500,000	36	36	100%
500,001 – 600,000	42	36	86%
600,001 – 700,000	78	35	45%
700,001 – 800,000	68	24	35%
800,001 – 900,000	82	17	21%
900,001 – 1,000,000	72	17	24%
1,000,001 – 1,250,000	72	9	13%
1,250,001 – 1,500,000	37	8	22%
1,500,001 – 1,750,000	17	1	6%
1,750,001 – 2,000,000	7	1	14%
2,000,001 – 2,250,000	0	0	NA
2,250,001 – 2,500,000	0	0	NA
2,500,001 – 2,750,000	2	0	NA
2,750,001 – 3,000,000	3	0	NA
3,000,001 – 3,500,000	0	1	NA*
3,500,001 – 4,000,000	0	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
<b>TOTAL*</b>	<b>530</b>	<b>205</b>	<b>39%</b>
0 to 1 Bedroom	53	52	98%
2 Bedrooms	230	86	37%
3 Bedrooms	177	51	29%
4 Bedrooms & Greater	70	16	23%
<b>TOTAL*</b>	<b>530</b>	<b>205</b>	<b>39%</b>

SnapStats® Median Data	January	February	Variance
Inventory	470	530	13%
Solds	201	205	2%
Sale Price	\$663,500	\$648,000	-2%
Sale Price SQFT	\$698	\$679	-3%
Sale to List Price Ratio	99%	104%	5%
Days on Market	23	10	-57%

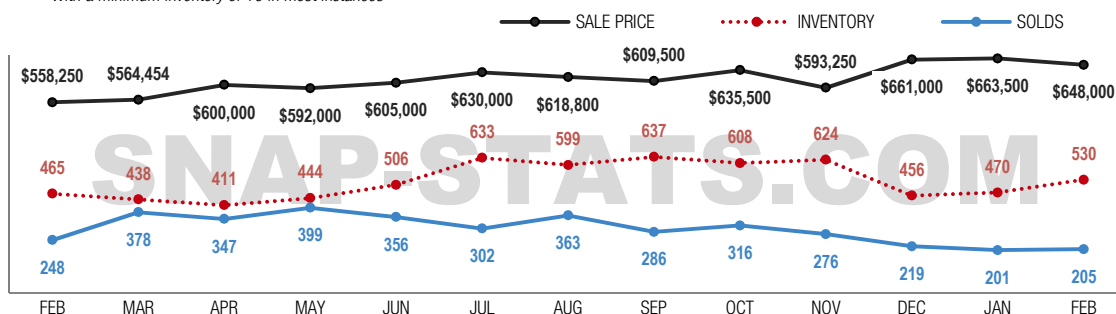
\*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

## Market Summary

- Market Type Indicator **RICHMOND ATTACHED:** Sellers market at 39% Sales Ratio average (3.9 in 10 homes selling rate)
- Homes are selling on average 4% above list price
- Most Active Price Band\*\* \$300,000 to \$500,000 with average >100% Sales Ratio (Sellers market speed)
- Buyers Best Bet\*\* Homes between \$1.5 mil to \$1.75 mil, Quilchena, Steveston Village and minimum 4 bedroom properties
- Sellers Best Bet\*\* Selling homes in Boyd Park, Riverdale and up to 1 bedroom properties

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

## 13 Month Market Trend



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### Price Band & Bedroom 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	1	NA*
900,001 – 1,000,000	1	4	400%*
1,000,001 – 1,250,000	28	7	25%
1,250,001 – 1,500,000	37	5	14%
1,500,001 – 1,750,000	16	1	6%
1,750,001 – 2,000,000	16	1	6%
2,000,001 – 2,250,000	7	0	NA
2,250,001 – 2,500,000	5	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	7	1	14%
3,000,001 – 3,500,000	4	0	NA
3,500,001 – 4,000,000	6	0	NA
4,000,001 – 4,500,000	2	0	NA
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	0	0	NA
<b>TOTAL*</b>	<b>130</b>	<b>20</b>	<b>15%</b>

2 Bedrooms & Less	3	3	100%
3 to 4 Bedrooms	90	12	13%
5 to 6 Bedrooms	36	5	14%
7 Bedrooms & More	1	0	NA
<b>TOTAL*</b>	<b>130</b>	<b>20</b>	<b>15%</b>

SnapStats® Median Data	January	February	Variance
Inventory	117	130	11%
Solds	9	20	122%
Sale Price	\$1,080,000	\$1,112,500	3%
Sale Price SQFT	\$474	\$451	-5%
Sale to List Price Ratio	98%	93%	-5%
Days on Market	84	16	-81%

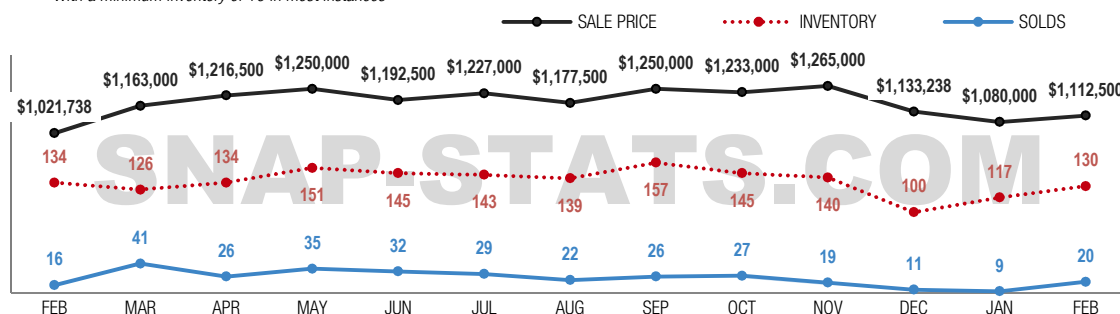
\*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%). Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

### Market Summary

- Market Type Indicator **TSAWWASSEN DETACHED**: Balanced market at 15% Sales Ratio average (1.5 in 10 homes selling rate)
- Homes are selling on average 7% below list price
- Most Active Price Band\*\* \$1 mil to \$1.25 mil with average 25% Sales Ratio (Sellers market speed)
- Buyers Best Bet\*\* Homes between \$1.5 mil to \$2 mil, Pebble Hill and Tsawwassen East
- Sellers Best Bet\*\* Selling homes in Beach Grove and Cliff Drive

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

### 13 Month Market Trend



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### Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	1	1	100%
400,001 – 500,000	3	2	67%
500,001 – 600,000	11	2	18%
600,001 – 700,000	4	1	25%
700,001 – 800,000	1	1	100%
800,001 – 900,000	0	0	NA
900,001 – 1,000,000	2	1	50%
1,000,001 – 1,250,000	2	1	50%
1,250,001 – 1,500,000	1	0	NA
1,500,001 – 1,750,000	1	0	NA
1,750,001 – 2,000,000	1	0	NA
2,000,001 – 2,250,000	0	0	NA
2,250,001 – 2,500,000	0	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	0	0	NA
3,000,001 – 3,500,000	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
<b>TOTAL*</b>	<b>28</b>	<b>9</b>	<b>32%</b>

0 to 1 Bedroom	2	2	100%
2 Bedrooms	21	6	29%
3 Bedrooms	4	1	25%
4 Bedrooms & Greater	1	0	NA
<b>TOTAL*</b>	<b>28</b>	<b>9</b>	<b>32%</b>

SnapStats® Median Data	January	February	Variance
Inventory	28	28	NA
Solds	7	9	29%
Sale Price	\$560,000	\$585,000	4%
Sale Price SQFT	\$456	\$506	11%
Sale to List Price Ratio	95%	98%	3%
Days on Market	26	28	8%

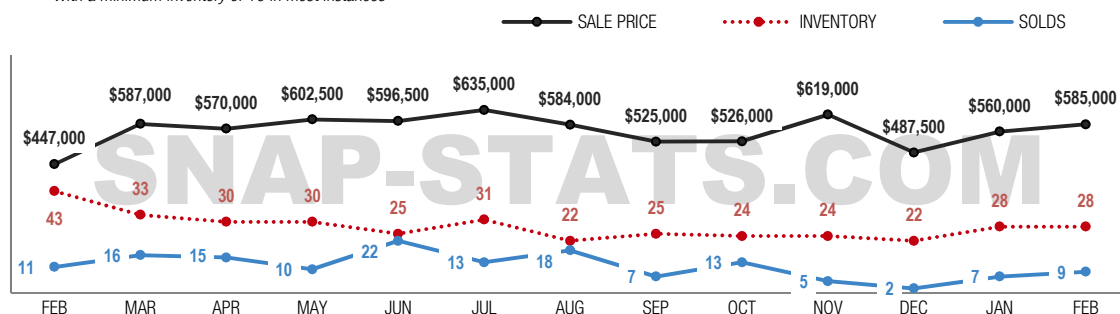
\*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%). Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

### Market Summary

- Market Type Indicator **TSAWWASSEN ATTACHED**: Sellers market at 32% Sales Ratio average (3.2 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band\*\* *Insufficient data but with 4 sales \$400,000 to \$600,000*
- Buyers Best Bet\*\* *Insufficient data*
- Sellers Best Bet\*\* Homes in Cliff Drive and 2 bedroom properties

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

### 13 Month Market Trend



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## Price Band & Bedroom 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	0	0	NA
600,001 – 700,000	2	2	100%
700,001 – 800,000	1	0	NA
800,001 – 900,000	2	1	50%
900,001 – 1,000,000	10	2	20%
1,000,001 – 1,250,000	24	3	13%
1,250,001 – 1,500,000	16	2	13%
1,500,001 – 1,750,000	5	0	NA
1,750,001 – 2,000,000	5	0	NA
2,000,001 – 2,250,000	0	0	NA
2,250,001 – 2,500,000	3	0	NA
2,500,001 – 2,750,000	3	0	NA
2,750,001 – 3,000,000	1	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	0	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	2	0	NA
<b>TOTAL*</b>	<b>75</b>	<b>10</b>	<b>13%</b>

2 Bedrooms & Less	8	2	25%
3 to 4 Bedrooms	51	6	12%
5 to 6 Bedrooms	14	2	14%
7 Bedrooms & More	2	0	NA
<b>TOTAL*</b>	<b>75</b>	<b>10</b>	<b>13%</b>

SnapStats® Median Data	January	February	Variance
Inventory	66	75	14%
Solds	5	10	100%
Sale Price	\$1,138,000	\$1,016,000	-11%
Sale Price SQFT	\$482	\$510	6%
Sale to List Price Ratio	99%	97%	-2%
Days on Market	6	15	150%

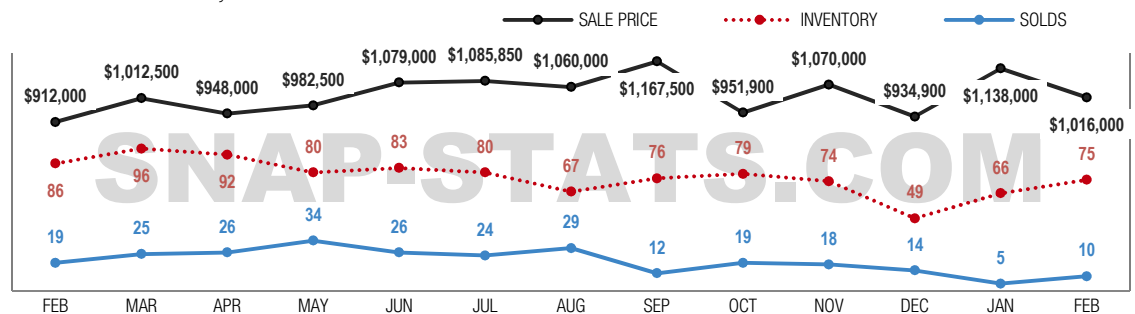
\*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%). Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

## Market Summary

- Market Type Indicator **LADNER DETACHED**: Balanced market at 13% Sales Ratio average (1.3 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 20% Sales Ratio (21% is a Sellers market)
- Buyers Best Bet\*\* Homes between \$1 mil to \$1.5 mil, Hawthorne, Ladner Elementary and 3 to 6 bedroom properties
- Sellers Best Bet\*\* Selling homes in Neilsen Grove and up to 2 bedroom properties

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

## 13 Month Market Trend



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### Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	4	2	50%
500,001 – 600,000	5	3	60%
600,001 – 700,000	3	0	NA
700,001 – 800,000	4	2	50%
800,001 – 900,000	0	1	NA*
900,001 – 1,000,000	2	1	50%
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
<b>TOTAL*</b>	<b>19</b>	<b>9</b>	<b>47%</b>

0 to 1 Bedroom	2	0	NA
2 Bedrooms	8	5	63%
3 Bedrooms	7	3	43%
4 Bedrooms & Greater	2	1	50%
<b>TOTAL*</b>	<b>19</b>	<b>9</b>	<b>47%</b>

SnapStats® Median Data	January	February	Variance
Inventory	17	19	12%
Solds	14	9	-36%
Sale Price	\$555,500	\$551,000	-1%
Sale Price SQFT	\$452	\$471	4%
Sale to List Price Ratio	99%	98%	-1%
Days on Market	6	39	550%

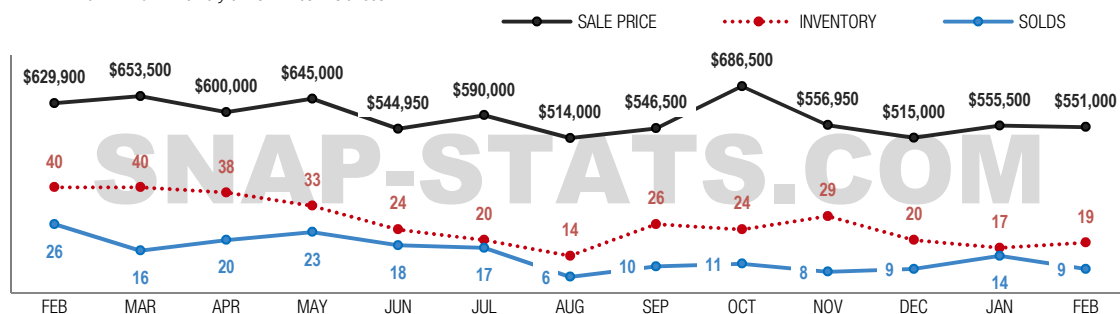
\*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%). Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

### Market Summary

- Market Type Indicator **LADNER ATTACHED:** Sellers market at 47% Sales Ratio average (4.7 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band\*\* *Insufficient data but with 3 sales \$500,000 to \$600,000*
- Buyers Best Bet\*\* *Insufficient data*
- Sellers Best Bet\*\* *Insufficient data but with 6 sales Hawthorne and 2 bedroom properties*

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

### 13 Month Market Trend



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