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

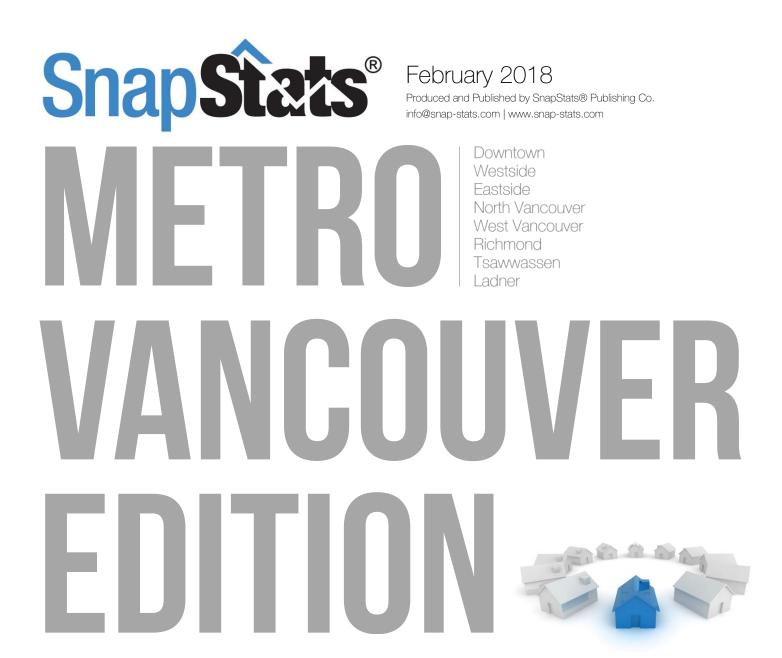
Compliments of:

Sharon Lum

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RE/MAX Select Properties

5487 West Boulevard Vancouver, BC V6M 3W5





FEBRUARY 2018

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%
TOTAL*	373	185	50%
0 to 1 Bedroom	135	87	64%
2 Bedrooms	172	86	50%
3 Bedrooms	57	11	19%
4 Bedrooms & Greater	9	1	11%
TOTAL*	373	185	50%

Community	<i>ATTACHED</i>	CONDOS &	TOWNHOMES

	Inventory	Sales	Sales Ratio
Coal Harbour	58	11	19%
Downtown	154	85	55%
Westend	57	43	75%
Yaletown	104	46	44%
TOTAL*	373	185	50%

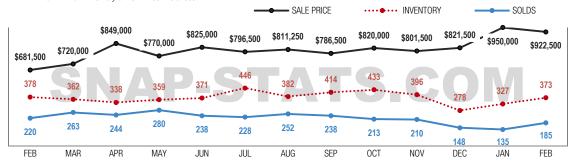
SnapStats® Median Data	January	February	Variance
Inventory	327	373	14%
Solds	135	185	37%
Sale Price	\$950,000	\$922,500	-3%
Sale Price SQFT	\$1,145	\$1,105	-3%
Sale to List Price Ratio	100%	103%	3%
Days on Market	11	9	-18%

^{*}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

13 Month Market Trend



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^{**} With a minimum inventory of 10 in most instances

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%
TOTAL*	686	52	8%
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%
TOTAL*	686	52	8%

Community	DETACHED	HOUSES
Community	<i>UETAUHEU</i>	HUUSE

SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	37	5	14%
Cambie	32	6	19%
Dunbar	93	8	9%
Fairview	0	0	NA
Falsecreek	0	0	NA
Kerrisdale	42	1	2%
Kitsilano	39	4	10%
Mackenzie Heights	20	3	15%
Marpole	50	4	8%
Mount Pleasant	3	0	NA
Oakridge	15	3	20%
Point Grey	70	5	7%
Quilchena	33	0	NA
SW Marine	31	1	3%
Shaughnessy	85	6	7%
South Cambie	11	1	9%
South Granville	73	3	4%
Southlands	31	1	3%
University	21	1	5%
TOTAL*	686	52	8%

SnapStats® <i>Median Data</i>	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 (le 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

13 Month Market Trend



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^{**} With a minimum inventory of 10 in most instances

\$0 - 300,000	
300.001 - 400.000 0 NA	
000,000 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	
5,000,001 & Greater 6 0 NA	
TOTAL* 398 180 45%	
0 to 1 Bedroom 90 69 77%	
2 Bedrooms 191 84 44%	
3 Bedrooms 101 22 22%	
4 Bedrooms & Greater 16 5 31%	
TOTAL* 398 180 45%	

Committee	ATTACHED	COMPAC O	TOWNHOMES
Comminity	AIIAI.HFII	1.1111111115 &	I I I VV N H I I IVIES

Arbutus 1 1 100% Cambie 28 17 61% Dunbar 5 0 NA Fairview 44 35 80% Falsecreek 61 31 51% Kerrisdale 21 4 19% Kitsilano 43 34 79% Mackenzie Heights 0 0 NA Marpole 40 9 23% Mount Pleasant 7 5 71% Oakridge 15 4 27% Point Grey 8 1 13% Quilchena 8 2 25% SW Marine 7 2 29% Shaughnessy 9 0 NA	SnapStats®	Inventory	Sales	Sales Ratio
Dunbar 5 0 NA Fairview 44 35 80% Falsecreek 61 31 51% Kerrisdale 21 4 19% Kitsilano 43 34 79% Mackenzie Heights 0 0 NA Marpole 40 9 23% Mount Pleasant 7 5 71% Oakridge 15 4 27% Point Grey 8 1 13% Quilchena 8 2 25% SW Marine 7 2 29%	Arbutus	1	1	100%
Fairview 44 35 80% Falsecreek 61 31 51% Kerrisdale 21 4 19% Kitsilano 43 34 79% Mackenzie Heights 0 0 NA Marpole 40 9 23% Mount Pleasant 7 5 71% Oakridge 15 4 27% Point Grey 8 1 13% Quilchena 8 2 25% SW Marine 7 2 29%	Cambie	28	17	61%
Falsecreek 61 31 51% Kerrisdale 21 4 19% Kitsilano 43 34 79% Mackenzie Heights 0 0 NA Marpole 40 9 23% Mount Pleasant 7 5 71% Oakridge 15 4 27% Point Grey 8 1 13% Quilchena 8 2 25% SW Marine 7 2 29%	Dunbar	5	0	NA
Kerrisdale 21 4 19% Kitsilano 43 34 79% Mackenzie Heights 0 0 NA Marpole 40 9 23% Mount Pleasant 7 5 71% Oakridge 15 4 27% Point Grey 8 1 13% Quilchena 8 2 25% SW Marine 7 2 29%	Fairview	44	35	80%
Kitsilano 43 34 79% Mackenzie Heights 0 0 NA Marpole 40 9 23% Mount Pleasant 7 5 71% Oakridge 15 4 27% Point Grey 8 1 13% Quilchena 8 2 25% SW Marine 7 2 29%	Falsecreek	61	31	51%
Mackenzie Heights 0 0 NA Marpole 40 9 23% Mount Pleasant 7 5 71% Oakridge 15 4 27% Point Grey 8 1 13% Quilchena 8 2 25% SW Marine 7 2 29%	Kerrisdale	21	4	19%
Marpole 40 9 23% Mount Pleasant 7 5 71% Oakridge 15 4 27% Point Grey 8 1 13% Quilchena 8 2 25% SW Marine 7 2 29%	Kitsilano	43	34	79%
Mount Pleasant 7 5 71% Oakridge 15 4 27% Point Grey 8 1 13% Quilchena 8 2 25% SW Marine 7 2 29%	Mackenzie Heights	0	0	NA
Oakridge 15 4 27% Point Grey 8 1 13% Quilchena 8 2 25% SW Marine 7 2 29%	Marpole	40	9	23%
Point Grey 8 1 13% Quilchena 8 2 25% SW Marine 7 2 29%	Mount Pleasant	7	5	71%
Quilchena 8 2 25% SW Marine 7 2 29%		15	4	27%
SW Marine 7 2 29%	Point Grey	8	1	13%
	Quilchena	8	2	25%
Shaughnessy 9 0 NA	SW Marine	7	2	29%
		9	0	NA
South Cambie 13 2 15%	South Cambie	13	2	15%
South Granville 19 2 11%	South Granville	19	2	11%
Southlands 1 0 NA	Southlands	1	0	NA
University 68 31 46%	University	68	31	46%
TOTAL* 398 180 45%	TOTAL*	398	180	45%

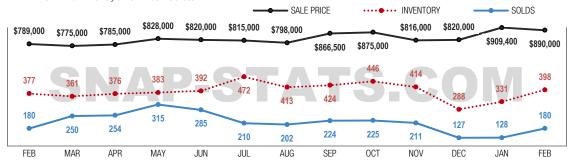
Sna	pStats® <i>Median Data</i>	January	February	Variance	
Inver	ntory	331	398	20%	
Sold	S	128	180	41%	
Sale	Price	\$909,400	\$890,000	-2%	
Sale	Price SQFT	\$986	\$975	-1%	
Sale	to List Price Ratio	99%	100%	1%	
Davs	s on Market	11	8	-27%	

^{*}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

13 Month Market Trend



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^{**} With a minimum inventory of 10 in most instances

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
TOTAL*	605	76	13%
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%
TOTAL*	605	76	13%

Community D.	ETACHED F	10USES

SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	2	0	NA
Collingwood	86	3	3%
Downtown	0	0	NA
Fraser	29	10	34%
Fraserview	45	5	11%
Grandview	47	7	15%
Hastings	17	1	6%
Hastings East	23	3	13%
Killarney	53	5	9%
Knight	40	3	8%
Main	29	5	17%
Mount Pleasant	20	4	20%
Renfrew Heights	31	11	35%
Renfrew	87	11	13%
South Vancouver	66	5	8%
Victoria	30	3	10%
TOTAL*	605	76	13%

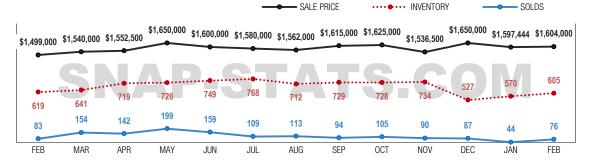
SnapStats® Median Data	January	February	Variance
Inventory	570	605	6%
Solds	44	76	73%
Sale Price	\$1,597,444	\$1,604,000	NA
Sale Price SQFT	\$681	\$702	3%
Sale to List Price Ratio	99%	98%	-1%
Days on Market	33	20	-39%

^{*}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

13 Month Market Trend



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^{**} With a minimum inventory of 10 in most instances

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

Community	ATTACHED	COMPAC O	TOWNHOMES
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SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	34	26	76%
Collingwood	38	21	55%
Downtown	4	6	150%*
Fraser	16	2	13%
Fraserview	7	4	57%
Grandview	11	6	55%
Hastings	16	9	56%
Hastings East	2	2	100%
Killarney	12	2	17%
Knight	6	7	117%*
Main	5	9	180%*
Mt Pleasant	50	45	90%
Renfrew Heights	0	0	NA
Renfrew	5	4	80%
South Vancouver	0	0	NA
Victoria	39	10	26%
TOTAL*	245	153	62%

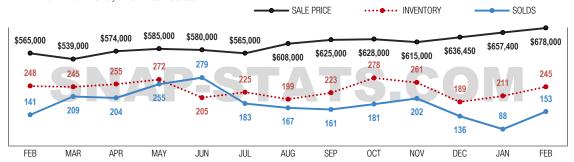
SnapStats® <i>Median Data</i>	January	February	Variance	
Inventory	211	245	16%	
Solds	88	153	74%	
Sale Price	\$657,400	\$678,000	3%	
Sale Price SQFT	\$863	\$848	-2%	
Sale to List Price Ratio	102%	100%	-2%	
Days on Market	10	8	-20%	

^{*}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

13 Month Market Trend



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^{**} With a minimum inventory of 10 in most instances

Price Band & Bedroom DETACHED HOUSES

Inventory Sales Sales Ratio \$0 - 300,0000 NΑ 0 NA 300,001 - 400,0000 0 400,001 - 500,0000 0 NA 500,001 - 600,0000 0 NA 600.001 - 700.0001 0 NA 700,001 - 800,000NA 800,001 - 900,0000 0 NA 0 0 NA 900,001 - 1,000,00050% 1,000,001 - 1,250,0002 1 1,250,001 - 1,500,000 22 55% 12 1,500,001 - 1,750,00029 16 55% 1,750,001 - 2,000,00049 12 24% 2,000,001 - 2,250,00018 11 61% 2,250,001 - 2,500,00031 3% 28 4% 2,500,001 - 2,750,0001 2,750,001 - 3,000,0004% 23 3,000,001 - 3,500,00029 3% 1 3,500,001 - 4,000,00024 0 NA 15 7% 4.000.001 - 4.500.0001 4,500,001 - 5,000,0000 NA 5,000,001 & Greater 4 0 NA 282 TOTAL* 20% 57 2 Bedrooms & Less 23% 13 3 3 to 4 Bedrooms 31 122 25% 5 to 6 Bedrooms 124 21 17% 7 Bedrooms & More 23 2 9% TOTAL* 282 57 20%

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%

Community DETACHED HOUSES

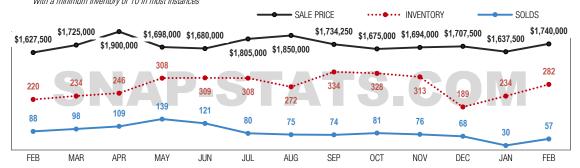
SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	7	2	29%
Boulevard	14	3	21%
Braemar	2	0	NA
Calverhall	1	4	400%*
Canyon Heights	34	3	9%
Capilano	6	1	17%
Central Lonsdale	10	2	20%
Deep Cove	8	2	25%
Delbrook	4	0	NA
Dollarton	11	1	9%
Edgemont	24	4	17%
Forest Hills	17	2	12%
Grouse Woods	2	1	50%
Hamilton	3	0	NA
Hamilton Heights	1	0	NA
Indian Arm	1	0	NA
Indian River	0	0	NA
Lower Lonsdale	8	0	NA
Lynn Valley	25	6	24%
Lynnmour	4	0	NA
Norgate	4	0	NA
Northlands	1	0	NA
Pemberton Heights	11	1	9%
Pemberton	7	5	71%
Princess Park	6	0	NA
Queensbury	3	0	NA
Roche Point	0	2	NA*
Seymour	5	2	40%
Tempe	2	1	50%
Upper Delbrook	13	3	23%
Upper Lonsdale	37	6	16%
Westlynn	4	2	50%
Westlynn Terrace	1	0	NA
Windsor Park	2	4	200%*
Woodlands-Sunshine Cascade	4	0	NA
TOTAL*	282	57	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 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



Compliments of...

Sharon Lum RE/MAX Select Properties 604.813.0033



Inventory Sales Sales Ratio \$0 - 300,0000 0 NA 300,001 - 400,000100% 400.001 - 500.000 13 9 69% 500,001 - 600,00022 19 86% 600.001 - 700.000107%* 14 15 700,001 - 800,00026 42% 11 800,001 - 900,00018 18 100% 20 900,001 - 1,000,00035% 7 1,000,001 - 1,250,00027 15 56% 1,250,001 - 1,500,000 25 8 32% 1,500,001 - 1,750,0000 0 NA 1,750,001 - 2,000,00017% 6 1 2,000,001 - 2,250,000100% 2,250,001 - 2,500,0000 NA 0 0 NΑ 2,500,001 - 2,750,0002,750,001 - 3,000,0000 NA 0 3,000,001 - 3,500,000100% 1 1 3,500,001 - 4,000,0000 NA 4.000.001 - 4.500.0000 NA 0 4,500,001 - 5,000,0000 NA 0 5,000,001 & Greater 0 0 NA TOTAL* 176 106 60% 2 Bedrooms & Less 37 27 73% 3 to 4 Bedrooms 92 63 68% 5 to 6 Bedrooms 40 15 38% 7 Bedrooms & More 7 14% 1 TOTAL* 176 106 60%

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%

Community ATTACHED CONDOS & TOWNHOMES

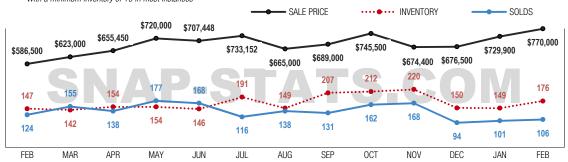
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	SnapStats®	Inventory	Sales	Sales Ratio
ì	Blueridge	0	0	NA
	Boulevard	0	0	NA
ì	Braemar	0	0	NA
	Calverhall	0	0	NA
ì	Canyon Heights	0	0	NA
	Capilano	1	1	100%
ı	Central Lonsdale	38	17	45%
	Deep Cove	2	0	NA
ı	Delbrook	0	1	NA*
	Dollarton	2	2	100%
	Edgemont	1	2	200%*
	Forest Hills	0	0	NA
	Grouse Woods	0	0	NA
	Hamilton	10	9	90%
	Hamilton Heights	0	0	NA
	Indian Arm	0	0	NA
	Indian River	2	0	NA
	Lower Lonsdale	36	40	111%*
	Lynn Valley	19	11	58%
	Lynnmour	18	5	28%
	Norgate	6	1	17%
	Northlands	6	0	NA
	Pemberton Heights	0	0	NA
	Pemberton	10	4	40%
	Princess Park	0	0	NA
	Queensbury	2	1	50%
	Roche Point	12	7	58%
	Seymour	0	2	NA*
	Tempe	0	0	NA
	Upper Delbrook	1	0	NA
	Upper Lonsdale	9	2	22%
	Westlynn	1	1	100%
	Westlynn Terrace	0	0	NA
ĺ	Windsor Park	0	0	NA
	Woodlands-Sunshine Cascade	0	0	NA
	TOTAL*	176	106	60%

^{*}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

13 Month Market Trend



Compliments of...

Sharon Lum RE/MAX Select Properties 604.813.0033



^{**} With a minimum inventory of 10 in most instances

Snap Stats WEST VANCOUVER

Price Band & Bedroom DETACHED HOUSES

Inventory Sales Sales Ratio \$0 - 300,0000 NΑ 0 NA 300,001 - 400,0000 0 400,001 - 500,000 0 0 NA 500,001 - 600,0000 0 NA 600.001 - 700.000NA 0 0 700,001 - 800,000NA 800,001 - 900,0000 0 NA 0 0 NA 900,001 - 1,000,0001,000,001 - 1,250,0000 0 NΑ 1,250,001 - 1,500,000 0 NΔ 1,500,001 - 1,750,0004 0 NA 1,750,001 - 2,000,0000 NA 11 2,000,001 - 2,250,0007 50% 14 23 2,250,001 - 2,500,0003 13% 18 6% 2,500,001 - 2,750,0001 2,750,001 - 3,000,00036 4 11% 3,000,001 - 3,500,00043 3 7% 3,500,001 - 4,000,00063 0 NA 25 2 4.000.001 - 4.500.0008% 4,500,001 - 5,000,00039 3% 1 5,000,001 & Greater 160 3 2% TOTAL* 437 24 5% 2 Bedrooms & Less 16 \cap NA 3 to 4 Bedrooms 200 13 7% 5 to 6 Bedrooms 195 10 5% 7 Bedrooms & More 26 4% 1 TOTAL* 437 24 5%

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%
Dava on Market	EC	20	C 40/

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	20	0	NA
Ambleside	52	3	6%
Bayridge	10	0	NA
British Properties	73	1	1%
Canterbury	7	0	NA
Caulfield	23	3	13%
Cedardale	6	3	50%
Chartwell	23	3	13%
Chelsea Park	4	1	25%
Cypress	6	0	NA
Cypress Park Estates	15	2	13%
Deer Ridge	0	0	NA
Dundarave	28	2	7%
Eagle Harbour	14	2	14%
Eagleridge	6	0	NA
Furry Creek	1	0	NA
Gleneagles	8	1	13%
Glenmore	13	0	NA
Horseshoe Bay	6	1	17%
Howe Sound	4	0	NA
Lions Bay	14	0	NA
Old Caulfield	6	0	NA
Panorama Village	0	0	NA
Park Royal	2	0	NA
Porteau Cove	0	0	NA
Queens	12	0	NA
Rockridge	5	1	20%
Sandy Cove	3	0	NA
Sentinel Hill	18	0	NA
Upper Caulfield	7	1	14%
West Bay	14	0	NA
Westhill	7	0	NA
Westmount	16	0	NA
Whitby Estates	10	0	NA
Whytecliff	4	0	NA
TOTAL*	437	24	5%

^{*}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

13 Month Market Trend



Compliments of...

Sharon Lum RE/MAX Select Properties 604.813.0033



^{**} With a minimum inventory of 10 in most instances

Community ATTACHED CONDOS & TOWNHOMES

2 2 6	1	0.1.	0.1
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
TOTAL*	82	14	17%
0 to 1 Bedroom	15	2	13%
2 Bedrooms	48	10	21%
3 Bedrooms	16	2	13%
4 Bedrooms & Greater	3	0	NA
TOTAL*	82	14	17%

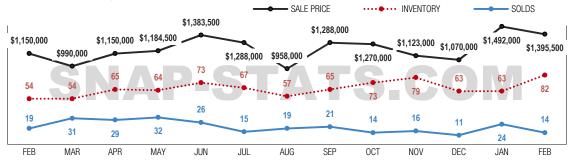
SnapStats®	Inventory	Sales	Sales Ratio
Altamont	0	0	NA
Ambleside	17	2	12%
Bayridge	0	0	NA
British Properties	1	0	NA
Canterbury	0	0	NA
Caulfield	0	0	NA
Cedardale	4	0	NA
Chartwell	0	0	NA
Chelsea Park	1	0	NA
Cypress	0	0	NA
Cypress Park Estates	1	0	NA
Deer Ridge	1	1	100%
Dundarave	11	5	45%
Eagle Harbour	0	0	NA
Eagleridge	0	0	NA
Furry Creek	4	0	NA
Gleneagles	0	0	NA
Glenmore	0	0	NA
Horseshoe Bay	9	0	NA
Howe Sound	1	0	NA
Lions Bay	0	0	NA
Old Caulfield	2	0	NA
Panorama Village	6	5	83%
Park Royal	17	1	6%
Porteau Cove	0	0	NA
Queens	0	0	NA
Rockridge	0	0	NA
Sandy Cove	0	0	NA
Sentinel Hill	0	0	NA
Upper Caulfield	1	0	NA
West Bay	0	0	NA
Westhill	0	0	NA
Westmount	0	0	NA
Whitby Estates	6	0	NA
Whytecliff	0	0	NA
TOTAL*	82	14	17%

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

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

13 Month Market Trend



Compliments of...

Sharon Lum RE/MAX Select Properties 604.813.0033



^{*}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.

^{**} With a minimum inventory of 10 in most instances

SnapStats® RICHMOND

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
TOTAL*	654	53	8%
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
TOTAL*	654	53	8%

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%

Community DETACHED HOUSES

	Inventory	Sales	Sales Ratio
Boyd Park	21	1	5%
Bridgeport	10	1	10%
Brighouse	19	0	NA
Brighouse South	0	0	NA
Broadmoor	66	1	2%
East Cambie	16	1	6%
East Richmond	5	0	NA
Garden City	36	3	8%
Gilmore	2	0	NA
Granville	62	2	3%
Hamilton	13	0	NA
Ironwood	13	3	23%
Lackner	28	5	18%
McLennan	13	0	NA
McLennan North	6	1	17%
McNair	31	7	23%
Quilchena	30	2	7%
Riverdale	38	2	5%
Saunders	36	1	3%
Sea Island	5	0	NA
Seafair	44	4	9%
South Arm	11	3	27%
Steveston North	42	3	7%
Steveston South	17	0	NA
Steveston Village	8	4	50%
Terra Nova	14	3	21%
West Cambie	25	3	12%
Westwind	11	0	NA
Woodwards	32	3	9%
TOTAL*	654	53	8%

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

13 Month Market Trend



Compliments of...

Sharon Lum RE/MAX Select Properties 604.813.0033



^{*}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.

^{**} With a minimum inventory of 10 in most instances

Inventory Sales Sales Ratio \$0 - 300,0003 150%* 2 12 142%* 300,001 - 400,00017 400.001 - 500.000 36 36 100% 500,001 - 600,00042 36 86% 600.001 - 700.00078 35 45% 700,001 - 800,00068 24 35% 800,001 - 900,00082 17 21% 900,001 - 1,000,00072 24% 17 1,000,001 - 1,250,00072 9 13% 1,250,001 - 1,500,000 37 8 22% 1,500,001 - 1,750,00017 1 6% 1,750,001 - 2,000,00014% 1 2,000,001 - 2,250,0000 0 NA 2,250,001 - 2,500,0000 0 NA 2 0 NA 2,500,001 - 2,750,0002,750,001 - 3,000,0003 0 NA 3,000,001 - 3,500,000N NΔ 1 3,500,001 - 4,000,0000 0 NA 0 4.000.001 - 4.500.0000 NA 4,500,001 - 5,000,0000 0 NA 5,000,001 & Greater 0 0 NA TOTAL* 530 205 39% 0 to 1 Bedroom 53 52 98% 230 2 Bedrooms 86 37% 3 Bedrooms 51 29% 177 4 Bedrooms & Greater 70 16 23% TOTAL* 530 205 39%

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%

Community ATTACHED CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	8	7	88%
Bridgeport	16	3	19%
Brighouse	175	67	38%
Brighouse South	57	26	46%
Broadmoor	7	5	71%
East Cambie	9	3	33%
East Richmond	2	1	50%
Garden City	3	5	167%*
Gilmore	0	0	NA
Granville	10	4	40%
Hamilton	3	2	67%
Ironwood	4	1	25%
Lackner	3	1	33%
McLennan	0	0	NA
McLennan North	54	17	31%
McNair	1	1	100%
Quilchena	9	1	11%
Riverdale	8	6	75%
Saunders	8	4	50%
Sea Island	0	0	NA
Seafair	3	0	NA
South Arm	4	5	125%*
Steveston North	4	0	NA
Steveston South	31	10	32%
Steveston Village	9	1	11%
Terra Nova	9	3	33%
West Cambie	77	30	39%
Westwind	3	0	NA
Woodwards	13	2	15%
TOTAL*	530	205	39%

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

13 Month Market Trend



Compliments of...

Sharon Lum RE/MAX Select Properties 604.813.0033



^{*}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.

^{**} With a minimum inventory of 10 in most instances

Sales Ratio

42%

NA

31%

17%

3%

21%

8%

15%

Sales

5

0

4

3

1

6

1

20

Snap Stats TSAWWASSEN

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
TOTAL*	130	20	15%
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
TOTAL*	130	20	15%

SnapStats® <i>Median Data</i>	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)

Community DETACHED HOUSES

Beach Grove

Cliff Drive

English Bluff

Pebble Hill

TOTAL*

Boundary Beach

Tsawwassen Central

Tsawwassen East

Inventory

12

15

13

18

32

28

12

130

- 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

13 Month Market Trend



Compliments of...

Sharon Lum RE/MAX Select Properties 604.813.0033



^{**} With a minimum inventory of 10 in most instances



FEBRUARY 2018

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

Community	ATTACHED	COMPAC O	TOWNHOMES
L.MIIIIIIIIIV	$\Delta I I \Delta I . H \vdash I I$	1.1111111111111111111111111111111111111	ILIVVINHIIIVIES

	Inventory	Sales	Sales Ratio
Beach Grove	6	2	33%
Boundary Beach	2	0	NA
Cliff Drive	16	5	31%
English Bluff	0	0	NA
Pebble Hill	0	0	NA
Tsawwassen Central	2	2	100%
Tsawwassen East	2	0	NA
TOTAL*	28	9	32%

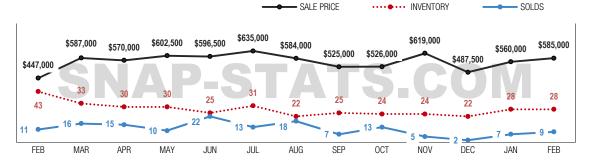
SnapStats® Median Data	January	February	Variance
Inventory	28	28	NA
Solds	7	9	29%
Sale Price	\$560,000	\$585,000	4%
Sale Price SQFT	\$456	\$506	11%
Sale to List Price Ratio	95%	98%	3%
Days on Market	26	28	8%

^{*}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

13 Month Market Trend



Compliments of...

Sharon Lum RE/MAX Select Properties 604.813.0033



^{**} With a minimum inventory of 10 in most instances

SnapStats® LADNER

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
TOTAL*	75	10	13%
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
TOTAL*	75	10	13%

TUTAL"	75	10	13%
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%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Delta Manor	3	3	100%
East Delta	1	0	NA
Hawthorne	24	2	8%
Holly	6	1	17%
Ladner Elementary	17	1	6%
Ladner Rural	7	0	NA
Neilsen Grove	8	3	38%
Port Guichon	8	0	NA
Westham Island	1	0	NA
TOTAL*	75	10	13%

*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

Days on Market

- 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

15

- 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

150%

13 Month Market Trend



Compliments of...

Sharon Lum RE/MAX Select Properties 604.813.0033



^{**} With a minimum inventory of 10 in most instances

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

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	Inventory	Sales	Sales Ratio
Delta Manor	2	1	50%
East Delta	1	0	NA
Hawthorne	3	6	200%*
Holly	0	0	NA
Ladner Elementary	5	0	NA
Ladner Rural	3	0	NA
Neilsen Grove	5	2	40%
Port Guichon	0	0	NA
Westham Island	0	0	NA
TOTAL*	19	9	47%

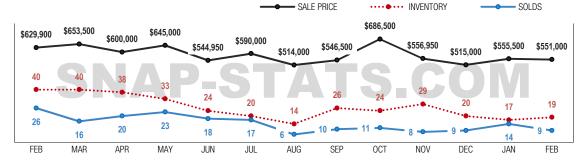
SnapStats® Median Data	January	February	Variance
Inventory	17	19	12%
Solds	14	9	-36%
Sale Price	\$555,500	\$551,000	-1%
Sale Price SQFT	\$452	\$471	4%
Sale to List Price Ratio	99%	98%	-1%
Days on Market	6	39	550%

^{*}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

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