



Metro Vancouver Edition

Everything You Need To Know About Your Real Estate Market Today!



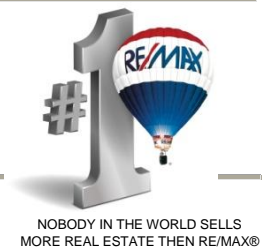
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info@snap-stats.com

www.snap-stats.com

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Jean Seguin

604.783.5593

jean@vancouvercanadahomes.com

www.VancouverCanadaHomes.com

RE/MAX Crest Realty Westside

1428 W 7th Avenue

Vancouver, BC V6H 1C1



SnapStats™ VANCOUVER DOWNTOWN DECEMBER 2013

Price Band & Bedroom STATS CONDO & TH (ATTACHED)

SnapStats™	Inventory	Sales	Sales Ratio*
\$0 – 300,000	43	19	44.19%
300,001 – 400,000	87	41	47.13%
400,001 – 500,000	118	30	25.42%
500,001 – 600,000	84	17	20.24%
600,001 – 700,000	39	14	35.90%
700,001 – 800,000	38	3	7.89%
800,001 – 900,000	31	9	29.03%
900,001 – 1,000,000	16	8	50.00%
1,000,001 – 1,250,000	26	8	30.77%
1,250,001 – 1,500,000	25	3	12.00%
1,500,001 – 1,750,000	20	1	5.00%
1,750,001 – 2,000,000	16	1	6.25%
2,000,001 – 2,250,000	9	1	11.11%
2,250,001 – 2,500,000	9	0	NA
2,500,001 – 2,750,000	7	1	14.29%
2,750,001 – 3,000,000	9	0	NA
3,000,001 – 3,500,000	11	2	18.18%
3,500,001 – 4,000,000	5	1	20.00%
4,000,001 – 4,500,000	3	0	NA
4,500,001 – 5,000,000	2	1	50.00%
5,000,001 & Greater	13	0	NA
TOTAL	611	160	26.19%
0 to 1 Bedroom	278	85	30.58%
2 Bedrooms	283	68	24.03%
3 Bedrooms	45	7	15.56%
4 Bedrooms & Greater	5	0	NA
TOTAL	611	160	25.19%

SnapStats™ Median Data	November	December	Variance
Inventory	828	611	-26.21%
Solds	182	160	-12.09%
Sale Price	\$480,000	\$459,000	-4.38%
Sale Price SQFT	\$622	\$639	2.73%
Sale to List Price Ratio	97%	97%	0.00%
Days on Market	33	42	27.27%

Community STATS CONDO & TH (ATTACHED)

SnapStats™	Inventory	Sales	Sales Ratio*
Coal Harbour	114	16	14.04%
Downtown	253	78	30.83%
Westend	107	27	25.23%
Yaletown	137	39	28.47%
TOTAL	611	160	26.19%

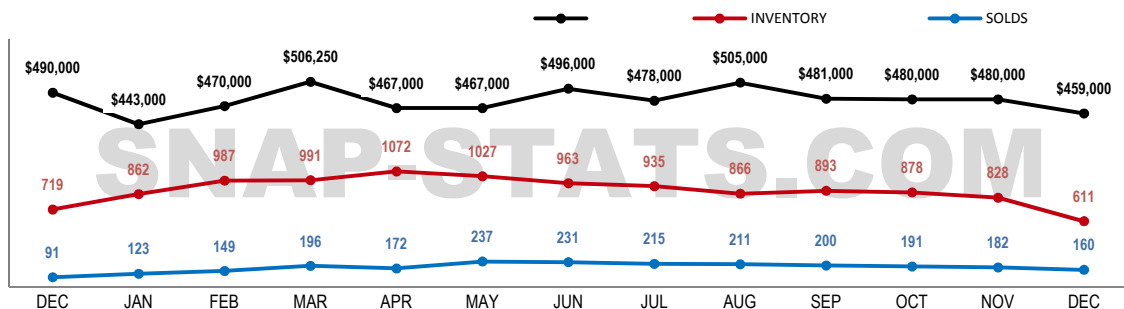
*Sales to Active Listing (Inventory) Ratio: The percent of homes selling

SnapStats™ ▷ Summary ATTACHED

- Official Market Type Downtown: Sellers market at 26% Sales Ratio average (2.6 in 10 homes selling)
- Homes are selling on average 2% below list price
- Most Active Price Band* +/- \$1 mil: \$0 to \$400,000 (46% Sales Ratio); \$1 mil to \$1.25 mil (31% Sales Ratio)
- Buyers Best Bet* under \$1 mil: Homes from \$700,000 to \$800,000 (Buyers market), Coal Harbour and 3 bedroom properties
- Sellers Best Bet*: Selling homes in Downtown and up to 1 bedroom properties

* With a minimum inventory of 10 where possible

SnapStats™ ▷ 13 Month Market Trend ATTACHED



SnapStats™ ▷ Compliments of Jean Seguin



Jean Seguin
RE/MAX Crest Realty Westside
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www.VancouverCanadaHomes.com
jean@vancouvercanadahomes.com



SnapStats™ VANCOUVER WESTSIDE DECEMBER 2013

Price Band & Bedroom STATS HOUSES (DETACHED)

SnapStats™	Inventory	Sales	Sales Ratio*
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	1	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	1	0	NA
1,000,001 – 1,250,000	7	3	42.86%
1,250,001 – 1,500,000	15	7	46.67%
1,500,001 – 1,750,000	31	9	29.03%
1,750,001 – 2,000,000	40	8	20.00%
2,000,001 – 2,250,000	27	18	66.67%
2,250,001 – 2,500,000	58	13	22.41%
2,500,001 – 2,750,000	47	16	34.04%
2,750,001 – 3,000,000	56	3	5.36%
3,000,001 – 3,500,000	53	9	16.98%
3,500,001 – 4,000,000	65	10	15.38%
4,000,001 – 4,500,000	28	7	25.00%
4,500,001 – 5,000,000	25	0	NA
5,000,001 & Greater	70	8	11.43%
TOTAL	525	111	21.14%

2 Bedrooms & Less	15	7	46.67%
3 to 4 Bedrooms	150	46	30.67%
5 to 6 Bedrooms	281	46	16.37%
7 Bedrooms & More	79	12	15.19%
TOTAL	525	111	21.14%

SnapStats™ Median Data	November	December	Variance
Inventory	686	525	-23.47%
Solds	137	111	-18.98%
Sale Price	\$2,290,000	\$2,468,000	7.77%
Sale Price SQFT	\$708	\$796	12.43%
Sale to List Price Ratio	95.5%	95.7%	0.21%
Days on Market	37	47	27.03%

Community STATS HOUSES (DETACHED)

SnapStats™	Inventory	Sales	Sales Ratio*
Arbutus	33	8	24.24%
Cambie	34	4	11.76%
Dunbar	59	18	30.51%
Fairview	0	0	NA
Falsecreek	0	0	NA
Kerrisdale	42	12	28.57%
Kitsilano	29	5	17.24%
Mackenzie Heights	21	4	19.05%
Marpole	41	8	19.51%
Mount Pleasant	0	0	NA
Oakridge	9	2	22.22%
Point Grey	52	10	19.23%
Quilchena	18	3	16.67%
SW Marine	17	6	35.29%
Shaughnessy	57	14	24.56%
South Cambie	15	2	13.33%
South Granville	69	9	13.04%
Southlands	18	6	33.33%
University	11	0	NA
TOTAL	525	111	21.14%

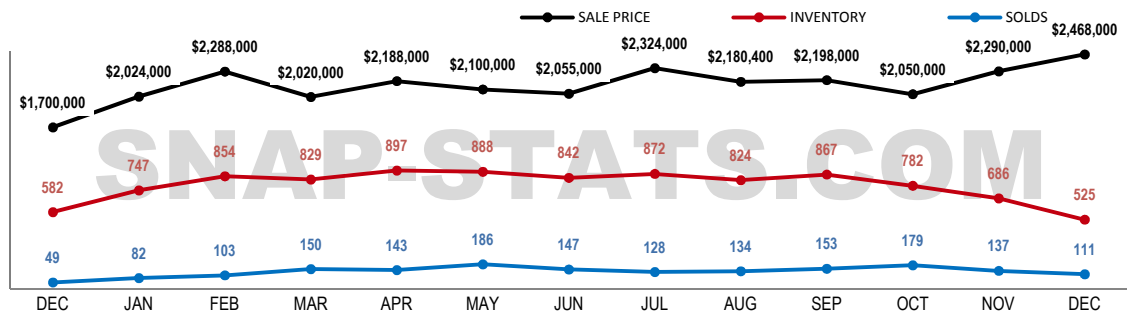
*Sales to Active Listing (Inventory) Ratio: The percent of homes selling

SnapStats™ ▷ Summary DETACHED

- Official Market Type Westside Detached: Sellers market at 21% Sales Ratio average (20% is a Balanced market)
- Homes are selling on average 4% below list price
- Most Active Price Band* +/- \$2 mil: \$1.25 mil to \$1.5 mil (47% Sales Ratio); \$2 mil to \$2.25 mil (67% Sales Ratio)
- Buyers Best Bet* +/- \$2 mil: Homes \$1.75 to \$2 mil; \$2.75 to \$3 mil, Cambie, S. Cambie, S. Granville and 5 plus bedrooms
- Sellers Best Bet*: Selling homes in Dunbar, SW Marine, Southlands and up to 2 bedroom properties

*With a minimum inventory of 10 where possible

SnapStats™ ▷ 13 Month Market Trend DETACHED



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Jean Seguin
RE/MAX Crest Realty Westside
604.783.5593

www.VancouverCanadaHomes.com
jean@vancouvercanadahomes.com



SnapStats™ VANCOUVER WESTSIDE DECEMBER 2013

Price Band & Bedroom STATS CONDO & TH (ATTACHED)

SnapStats™	Inventory	Sales	Sales Ratio*
\$0 – 300,000	34	5	14.71%
300,001 – 400,000	87	19	21.84%
400,001 – 500,000	95	25	26.32%
500,001 – 600,000	91	25	27.47%
600,001 – 700,000	73	12	16.44%
700,001 – 800,000	65	6	9.23%
800,001 – 900,000	47	6	12.77%
900,001 – 1,000,000	29	5	17.24%
1,000,001 – 1,250,000	33	1	3.03%
1,250,001 – 1,500,000	38	5	13.16%
1,500,001 – 1,750,000	14	3	21.43%
1,750,001 – 2,000,000	8	0	NA
2,000,001 – 2,250,000	1	0	NA
2,250,001 – 2,500,000	1	1	100.00%
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	4	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	0	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL	622	113	18.17%

Bedrooms	Inventory	Sales	Sales Ratio*
0 to 1 Bedroom	210	40	19.05%
2 Bedrooms	325	58	17.85%
3 Bedrooms	74	14	18.92%
4 Bedrooms & Greater	13	1	7.69%
TOTAL	622	113	18.17%

SnapStats™ Median Data	November	December	Variance
Inventory	856	622	-27.34%
Solds	156	113	-27.56%
Sale Price	\$502,500	\$527,500	4.98%
Sale Price SQFT	\$560	\$594	6.07%
Sale to List Price Ratio	97.6%	96.1%	-1.54%
Days on Market	33	46	39.39%

Community STATS CONDO & TH (ATTACHED)

SnapStats™	Inventory	Sales	Sales Ratio*
Arbutus	0	0	NA
Cambie	10	2	20.00%
Dunbar	8	0	NA
Fairview	117	22	18.80%
Falsecreek	105	16	15.24%
Kerrisdale	32	8	25.00%
Kitsilano	109	29	26.61%
Mackenzie Heights	1	0	NA
Marpole	23	3	13.04%
Mount Pleasant	13	2	15.38%
Oakridge	14	2	14.29%
Point Grey	17	5	29.41%
Quilchena	36	4	11.11%
SW Marine	2	2	100.00%
Shaughnessy	3	2	66.67%
South Cambie	11	2	18.18%
South Granville	19	0	NA
Southlands	4	0	NA
University	98	14	14.29%
TOTAL	622	113	18.17%

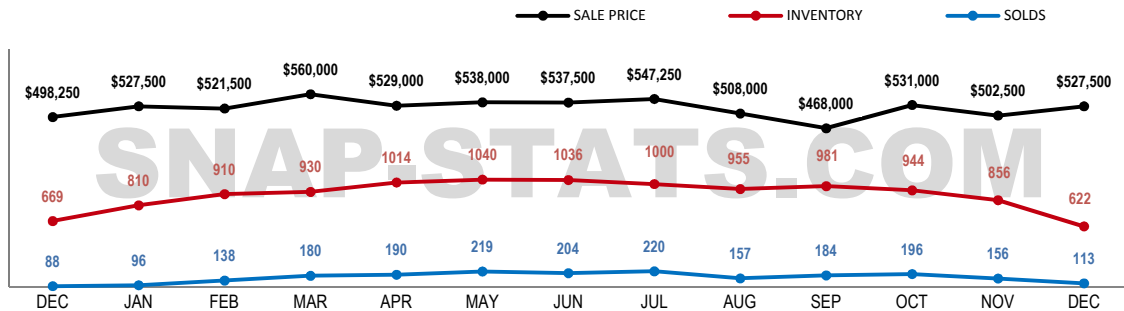
*Sales to Active Listing (Inventory) Ratio: The percent of homes selling

SnapStats™ ▷ Summary ATTACHED

- Official Market Type Westside Attached: Balanced market at 18% Sales Ratio average (1.8 in 10 homes selling)
- Homes are selling on average 4% below list price
- Most Active Price Band*: \$400,000 to \$600,000 with average 27% Sales Ratio (Sellers market)
- Buyers Best Bet.* Homes between \$1 mil to \$1.25 mil, Marpole, Oakridge, Quilchena, University and minimum 4 bedrooms
- Sellers Best Bet.* Selling homes in Kerrisdale, Kitsilano, Point Grey and up to 1 bedroom properties

* With a minimum inventory of 10 where possible

SnapStats™ ▷ 13 Month Market Trend ATTACHED



SnapStats™ ▷ Compliments of Jean Seguin



Jean Seguin
RE/MAX Crest Realty Westside
604.783.5593

www.VancouverCanadaHomes.com
jean@vancouvercanadahomes.com



Price Band & Bedroom STATS HOUSES (DETACHED)

SnapStats™	Inventory	Sales	Sales Ratio*
\$0 – 300,000	1	1	100.00%
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	1	1	100.00%
600,001 – 700,000	7	7	100.00%
700,001 – 800,000	27	18	66.67%
800,001 – 900,000	49	24	48.98%
900,001 – 1,000,000	51	15	29.41%
1,000,001 – 1,250,000	63	22	34.92%
1,250,001 – 1,500,000	65	11	16.92%
1,500,001 – 1,750,000	26	10	38.46%
1,750,001 – 2,000,000	9	0	NA
2,000,001 – 2,250,000	6	1	16.67%
2,250,001 – 2,500,000	0	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	1	0	NA
3,000,001 – 3,500,000	0	0	NA
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
TOTAL	307	110	35.83%

2 Bedrooms & Less	11	6	54.55%
3 to 4 Bedrooms	73	39	53.42%
5 to 6 Bedrooms	126	49	38.89%
7 Bedrooms & More	97	16	16.49%
TOTAL	307	110	35.83%

SnapStats™ Median Data	November	December	Variance
Inventory	448	307	-31.47%
Solds	117	110	-5.98%
Sale Price	\$937,500	\$916,000	-2.29%
Sale Price SQFT	\$420	\$418	-0.48%
Sale to List Price Ratio	98.9%	98.3%	-0.61%
Days on Market	22	23	4.55%

Community STATS HOUSES (DETACHED)

SnapStats™	Inventory	Sales	Sales Ratio*
Champlain Heights	1	0	NA
Collingwood	39	10	25.64%
Downtown	0	0	NA
Fraser	25	8	32.00%
Fraserview	32	8	25.00%
Grandview	9	7	77.78%
Hastings	3	3	100.00%
Hastings East	11	5	45.45%
Killarney	34	14	41.18%
Knight	27	11	40.74%
Main	8	7	87.50%
Mt Pleasant	9	3	33.33%
Renfrew Heights	26	10	38.46%
Renfrew	26	7	26.92%
South Vancouver	40	14	35.00%
Victoria	17	3	17.65%
TOTAL	307	110	35.83%

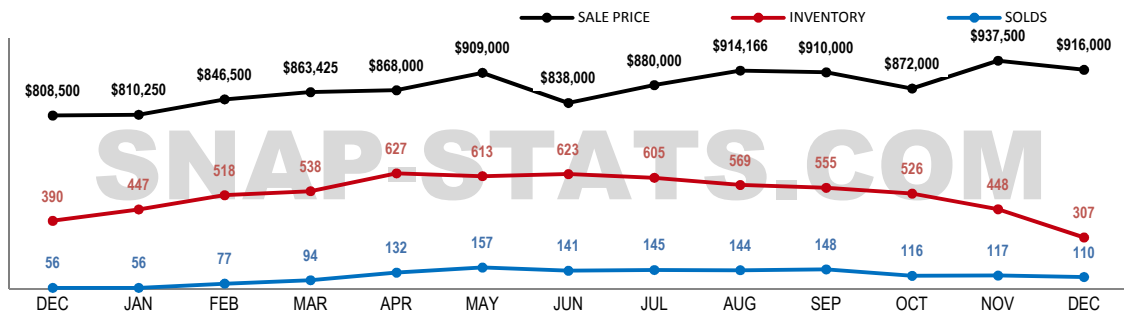
*Sales to Active Listing (Inventory) Ratio: The percent of homes selling

SnapStats™ ▷ Summary DETACHED

- Official Market Type Eastside Detached: Sellers market at 36% Sales Ratio average (3.6 in 10 homes selling)
- Homes are selling on average 2% below list price
- Most Active Price Band*: \$700,000 to \$800,000 with average 67% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes between \$1.25 mil to \$1.5 mil, Victoria and minimum 7 bedroom properties
- Sellers Best Bet*: Selling homes in Grandview, Hastings East, Killarney, Knight, and up to 4 bedroom properties

* With a minimum inventory of 10 where possible

SnapStats™ ▷ 13 Month Market Trend DETACHED



SnapStats™ ▷ Compliments of Jean Seguin



Jean Seguin
RE/MAX Crest Realty Westside
604.783.5593

www.VancouverCanadaHomes.com
jean@vancouvercanadahomes.com



SnapStats™ VANCOUVER EASTSIDE DECEMBER 2013

Price Band & Bedroom STATS CONDO & TH (ATTACHED)

SnapStats™	Inventory	Sales	Sales Ratio*
\$0 – 300,000	115	31	26.96%
300,001 – 400,000	113	34	30.09%
400,001 – 500,000	53	19	35.85%
500,001 – 600,000	26	17	65.38%
600,001 – 700,000	31	5	16.13%
700,001 – 800,000	18	5	27.78%
800,001 – 900,000	5	0	NA
900,001 – 1,000,000	1	0	NA
1,000,001 – 1,250,000	1	0	NA
1,250,001 – 1,500,000	3	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	366	111	30.33%

0 to 1 Bedroom	168	51	30.36%
2 Bedrooms	137	44	32.12%
3 Bedrooms	54	15	27.78%
4 Bedrooms & Greater	7	1	14.29%
TOTAL	366	111	30.33%

SnapStats™ Median Data	November	December	Variance
Inventory	542	366	-32.47%
Solds	151	111	-26.49%
Sale Price	\$385,800	\$366,000	-5.13%
Sale Price SQFT	\$490	\$463	-5.51%
Sale to List Price Ratio	98.4%	96.3%	-2.13%
Days on Market	34	32	-5.88%

Community STATS CONDO & TH (ATTACHED)

SnapStats™	Inventory	Sales	Sales Ratio*
Champlain Heights	21	0	NA
Collingwood	71	17	23.94%
Downtown	11	9	81.82%
Fraser	17	5	29.41%
Fraserview	26	11	42.31%
Grandview	21	6	28.57%
Hastings	39	13	33.33%
Hastings East	9	1	11.11%
Killarney	15	0	NA
Knight	10	2	20.00%
Main	6	4	66.67%
Mt Pleasant	94	32	34.04%
Renfrew Heights	0	0	NA
Renfrew	13	4	30.77%
South Vancouver	1	1	100.00%
Victoria	12	6	50.00%
TOTAL	366	111	30.33%

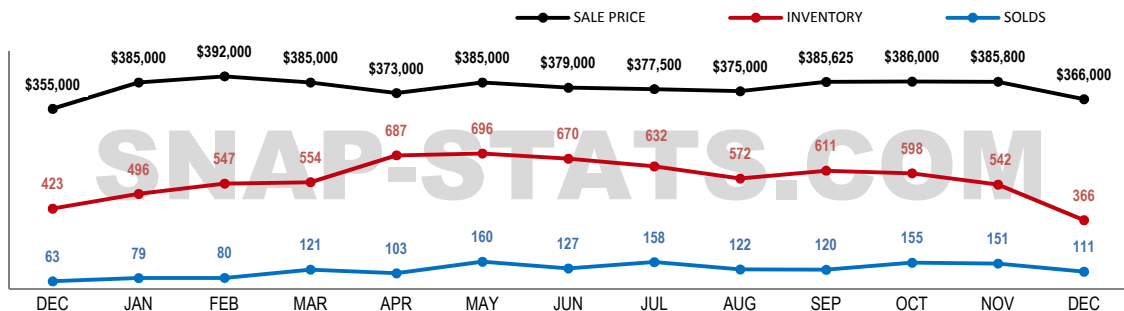
*Sales to Active Listing (Inventory) Ratio: The percent of homes selling

SnapStats™ ▷ Summary ATTACHED

- Official Market Type Eastside Attached: Sellers market at 30% Sales Ratio average (3 in 10 homes selling)
- Homes are selling on average 4% below list price
- Most Active Price Band*: \$500,000 to \$600,000 with average 65% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes between \$600,000 to \$700,000, Hastings East and 3 bedroom properties
- Sellers Best Bet*: Selling homes in Downtown, Fraserview, Victoria and 2 bedroom properties

* With a minimum inventory of 10 where possible

SnapStats™ ▷ 13 Month Market Trend ATTACHED



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Pri Price Band & Bedroom STATS HOUSES (DETACHED)

SnapStats™	Inventory	Sales	Sales Ratio*
\$0 – 300,000	0	0	NA
300,001 – 400,000	1	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	1	1	100.00%
600,001 – 700,000	3	3	100.00%
700,001 – 800,000	10	10	100.00%
800,001 – 900,000	22	11	50.00%
900,001 – 1,000,000	12	10	83.33%
1,000,001 – 1,250,000	32	11	34.38%
1,250,001 – 1,500,000	37	6	16.22%
1,500,001 – 1,750,000	19	5	26.32%
1,750,001 – 2,000,000	14	2	14.29%
2,000,001 – 2,250,000	11	1	9.09%
2,250,001 – 2,500,000	10	0	NA
2,500,001 – 2,750,000	4	0	NA
2,750,001 – 3,000,000	4	0	NA
3,000,001 – 3,500,000	2	0	NA
3,500,001 – 4,000,000	1	0	NA
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	4	0	NA
TOTAL	189	60	31.75%

2 Bedrooms & Less	13	2	15.38%
3 to 4 Bedrooms	76	41	53.95%
5 to 6 Bedrooms	87	14	16.09%
7 Bedrooms & More	13	3	23.08%
TOTAL	189	60	31.75%

SnapStats™ Median Data	November	December	Variance
Inventory	300	189	-37.00%
Solds	83	60	-27.71%
Sale Price	\$1,035,000	\$967,500	-6.52%
Sale Price SQFT	\$402	\$383	-4.73%
Sale to List Price Ratio	95.0%	97.4%	2.53%
Days on Market	32	38	18.75%

Community STATS HOUSES (DETACHED)

SnapStats™	Inventory	Sales	Sales Ratio*
Blueridge	8	2	25.00%
Boulevard	10	2	20.00%
Braemar	1	0	NA
Calverhall	1	1	100.00%
Canyon Heights	20	9	45.00%
Capilano	2	2	100.00%
Central Lonsdale	11	4	36.36%
Deep Cove	8	1	12.50%
Delbrook	0	0	NA
Dollarton	9	1	11.11%
Edgemont	10	2	20.00%
Forest Hills	10	1	10.00%
Grouse Woods	3	1	33.33%
Hamilton	3	0	NA
Hamilton Heights	2	2	100.00%
Indian Arm	2	0	NA
Indian River	2	2	100.00%
Lower Lonsdale	4	3	75.00%
Lynn Valley	9	9	100.00%
Lynnmour	7	0	NA
Norgate	3	1	33.33%
Northlands	0	0	NA
Pemberton Heights	5	3	60.00%
Pemberton	3	1	33.33%
Princess Park	3	1	33.33%
Queensbury	3	0	NA
Roche Point	4	2	50.00%
Seymour	5	2	40.00%
Tempe	3	0	NA
Upper Delbrook	9	2	22.22%
Upper Lonsdale	19	5	26.32%
Westlynn	6	1	16.67%
Westlynn Terrace	2	0	NA
Windsor Park	1	0	NA
Woodlands-Sunshine Cascade	1	0	NA
TOTAL	189	60	31.75%

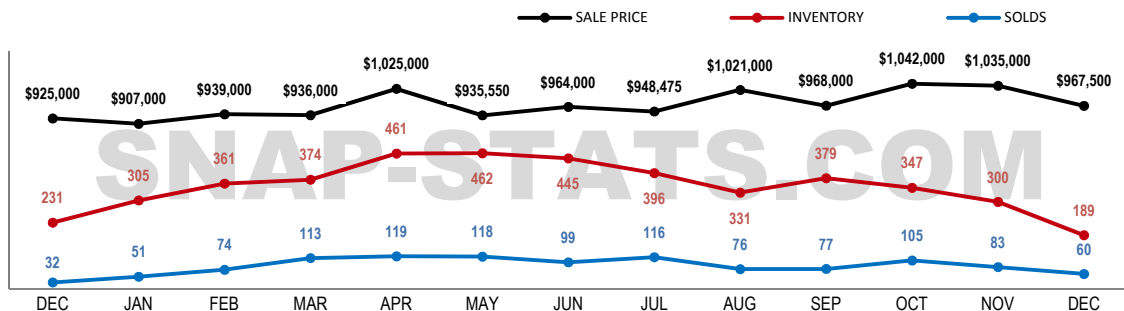
*Sales to Active Listing (Inventory) Ratio: The percent of homes selling

SnapStats™ ▷ Summary DETACHED

- Official Market Type North Vancouver Detached: Sellers market at 32% Sales Ratio average (3.2 in 10 homes selling)
- Homes are selling on average 3% below list price
- Most Active Price Band*: \$700,000 to \$800,000 with average 100% Sales Ratio (10 in 10 homes selling)
- Buyers Best Bet*: Homes between \$2 mil to \$2.25 mil, Dollarton, Forest Hills, Upper Lonsdale and up to 2 bedroom properties
- Sellers Best Bet*: Selling homes in Canyon Heights, Central Lonsdale, Lynn Valley and 3 to 4 bedroom properties

*With a minimum inventory of 10 where possible

SnapStats™ ▷ 13 Month Market Trend DETACHED



SnapStats™ ▷ Compliments of Jean Seguin



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Price Band & Bedroom STATS CONDO & TH (ATTACHED)

SnapStats™	Inventory	Sales	Sales Ratio*
\$0 – 300,000	64	15	23.44%
300,001 – 400,000	88	17	19.32%
400,001 – 500,000	70	14	20.00%
500,001 – 600,000	51	7	13.73%
600,001 – 700,000	33	6	18.18%
700,001 – 800,000	21	8	38.10%
800,001 – 900,000	6	3	50.00%
900,001 – 1,000,000	6	1	16.67%
1,000,001 – 1,250,000	5	2	40.00%
1,250,001 – 1,500,000	0	0	NA
1,500,001 – 1,750,000	1	0	NA
1,750,001 – 2,000,000	0	0	NA
2,000,001 – 2,250,000	1	0	NA
2,250,001 – 2,500,000	0	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	0	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	0	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL	346	73	21.10%

Bedrooms	Inventory	Sales	Sales Ratio*
0 to 1 Bedroom	125	17	13.60%
2 Bedrooms	171	42	24.56%
3 Bedrooms	41	13	31.71%
4 Bedrooms & Greater	9	1	11.11%
TOTAL	346	73	21.10%

SnapStats™ Median Data	November	December	Variance
Inventory	481	346	-28.07%
Solds	108	73	-32.41%
Sale Price	\$429,000	\$455,000	6.06%
Sale Price SQFT	\$445	\$472	6.07%
Sale to List Price Ratio	96.0%	99.1%	3.23%
Days on Market	27	31	14.81%

Community STATS CONDO & TH (ATTACHED)

SnapStats™	Inventory	Sales	Sales Ratio*
Blueridge	1	0	NA
Boulevard	0	0	NA
Braemer	0	0	NA
Calverhall	0	0	NA
Canyon Heights	1	0	NA
Capilano	0	0	NA
Central Lonsdale	98	19	19.39%
Deep Cove	3	1	33.33%
Delbrook	2	0	NA
Dollarton	0	0	NA
Edgemont	2	1	50.00%
Forest Hills	1	0	NA
Grouse Woods	1	1	100.00%
Hamilton	16	2	12.50%
Hamilton Heights	3	1	33.33%
Indian Arm	0	0	NA
Indian River	2	0	NA
Lower Lonsdale	88	25	28.41%
Lynn Valley	26	1	3.85%
Lynnmoor	13	0	NA
Norgate	10	0	NA
Northlands	13	3	23.08%
Pemberton Heights	1	1	100.00%
Pemberton	25	8	32.00%
Princess Park	0	0	NA
Queensbury	0	0	NA
Roche Point	28	5	17.86%
Seymour	2	1	50.00%
Tempe	0	0	NA
Upper Delbrook	0	0	NA
Upper Lonsdale	6	3	50.00%
Westlynn	4	1	25.00%
Westlynn Terrace	0	0	NA
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	0	0	NA
TOTAL	346	73	21.10%

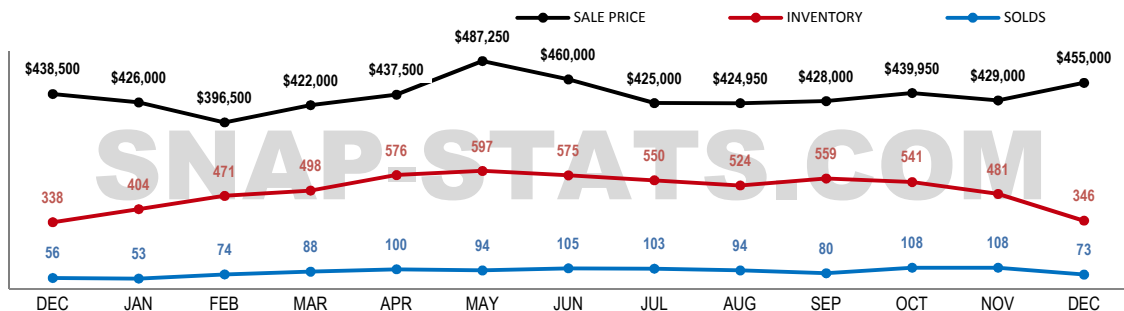
*Sales to Active Listing (Inventory) Ratio: The percent of homes selling

SnapStats™ ▷ Summary ATTACHED

- Official Market Type North Vancouver Attached: Sellers market at 21% Sales Ratio average (20% is a Balanced market)
- Homes are selling on average 1% below list price
- Most Active Price Band*: \$700,000 to \$800,000 with average 38% Sales Ratio (3.8 in 10 homes selling)
- Buyers Best Bet*: Homes between \$500,000 to \$600,000, Lynn Valley and minimum 4 bedroom properties
- Sellers Best Bet*: Selling homes in Lower Lonsdale, Pemberton and 3 bedroom properties

*With a minimum inventory of 10 where possible

SnapStats™ ▷ 13 Month Market Trend ATTACHED



SnapStats™ ▷ Compliments of Jean Seguin



Jean Seguin
RE/MAX Crest Realty Westside
604.783.5593

www.VancouverCanadaHomes.com
jean@vancouvercanadahomes.com



Price Band & Bedroom STATS HOUSES (DETACHED)

SnapStats™	Inventory	Sales	Sales Ratio*
\$0 – 300,000	0	0	NA
300,001 – 400,000	1	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	1	0	NA
600,001 – 700,000	1	0	NA
700,001 – 800,000	2	0	NA
800,001 – 900,000	3	0	NA
900,001 – 1,000,000	6	2	33.33%
1,000,001 – 1,250,000	14	4	28.57%
1,250,001 – 1,500,000	35	6	17.14%
1,500,001 – 1,750,000	22	4	18.18%
1,750,001 – 2,000,000	22	6	27.27%
2,000,001 – 2,250,000	18	5	27.78%
2,250,001 – 2,500,000	23	5	21.74%
2,500,001 – 2,750,000	16	3	18.75%
2,750,001 – 3,000,000	18	5	27.78%
3,000,001 – 3,500,000	17	4	23.53%
3,500,001 – 4,000,000	22	4	18.18%
4,000,001 – 4,500,000	14	0	NA
4,500,001 – 5,000,000	14	1	7.14%
5,000,001 & Greater	65	3	4.62%
TOTAL	314	52	16.56%

2 Bedrooms & Less	14	2	14.29%
3 to 4 Bedrooms	157	26	16.56%
5 to 6 Bedrooms	125	19	15.20%
7 Bedrooms & More	18	5	27.78%
TOTAL	314	52	16.56%

SnapStats™ Median Data	November	December	Variance
Inventory	413	314	-23.97%
Solds	77	52	-32.47%
Sale Price	\$1,885,000	\$2,144,000	13.74%
Sale Price SQFT	\$578	\$578	NA
Sale to List Price Ratio	92.0%	91.5%	-0.54%
Days on Market	50	46	-8.00%

Community STATS HOUSES (DETACHED)

SnapStats™	Inventory	Sales	Sales Ratio*
Altamont	15	2	13.33%
Ambleside	23	5	21.74%
Bayridge	10	1	10.00%
British Properties	53	17	32.08%
Canterbury	6	0	NA
Caulfield	28	2	7.14%
Cedardale	6	1	16.67%
Chartwell	14	2	14.29%
Chelsea Park	1	0	NA
Cypress	6	1	16.67%
Cypress Park Estates	7	1	14.29%
Deer Ridge	0	0	NA
Dundarave	23	3	13.04%
Eagle Harbour	14	1	7.14%
Eagleridge	6	1	16.67%
Furry Creek	9	0	NA
Gleneagles	12	1	8.33%
Glenmore	4	3	75.00%
Horseshoe Bay	3	0	NA
Howe Sound	9	1	11.11%
Lions Bay	12	0	NA
Old Caulfield	1	1	100.00%
Panorama Village	1	0	NA
Park Royal	1	0	NA
Porteau Cove	0	0	NA
Queens	10	1	10.00%
Rockridge	3	0	NA
Sandy Cove	1	1	100.00%
Sentinel Hill	10	1	10.00%
Upper Caulfield	4	1	25.00%
West Bay	4	1	25.00%
Westhill	3	3	100.00%
Westmount	5	1	20.00%
Whitby Estates	9	0	NA
Whytecliff	1	0	NA
TOTAL	314	52	16.56%

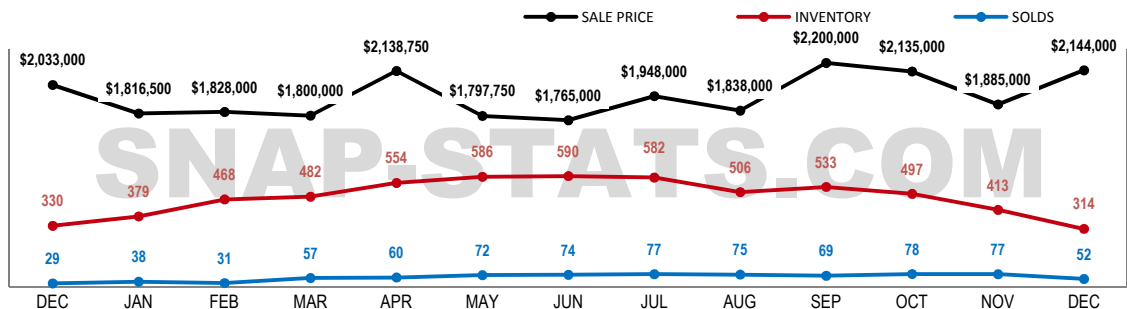
*Sales to Active Listing (Inventory) Ratio: The percent of homes selling

SnapStats™ ▷ Summary DETACHED

- Official Market Type West Vancouver Detached: Balanced market at 17% Sales Ratio average (1.7 in 10 homes selling)
- Homes are selling on average 8% below list price
- Most Active Price Band*: \$1 mil to \$1.25 mil with average 29% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes between \$4.5 mil to \$5 mil, Caulfield, Eagle Harbour, Gleneagles and up to 2 bedroom properties
- Sellers Best Bet*: Selling homes in British Properties and minimum 7 bedroom properties

*With a minimum inventory of 10 where possible

SnapStats™ ▷ 13 Month Market Trend DETACHED



SnapStats™ ▷ Compliments of Jean Seguin



Jean Seguin
RE/MAX Crest Realty Westside
604.783.5593

www.VancouverCanadaHomes.com
jean@vancouvercanadahomes.com



Price Band & Bedroom STATS CONDO & TH (ATTACHED)

SnapStats™	Inventory	Sales	Sales Ratio*
\$0 – 300,000	2	0	NA
300,001 – 400,000	13	2	15.38%
400,001 – 500,000	4	3	75.00%
500,001 – 600,000	11	4	36.36%
600,001 – 700,000	9	1	11.11%
700,001 – 800,000	10	1	10.00%
800,001 – 900,000	12	2	16.67%
900,001 – 1,000,000	7	0	NA
1,000,001 – 1,250,000	9	2	22.22%
1,250,001 – 1,500,000	13	2	15.38%
1,500,001 – 1,750,000	5	1	20.00%
1,750,001 – 2,000,000	6	0	NA
2,000,001 – 2,250,000	0	0	NA
2,250,001 – 2,500,000	2	0	NA
2,500,001 – 2,750,000	1	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	3	0	NA
5,000,001 & Greater	2	0	NA
TOTAL	110	18	16.36%
0 to 1 Bedroom	20	4	20.00%
2 Bedrooms	70	11	15.71%
3 Bedrooms	17	2	11.76%
4 Bedrooms & Greater	3	1	33.33%
TOTAL	110	18	16.36%

SnapStats™ Median Data	November	December	Variance
Inventory	154	110	-28.57%
Solds	11	18	63.64%
Sale Price	\$880,000	\$597,500	-32.10%
Sale Price SQFT	\$516	\$477	-7.56%
Sale to List Price Ratio	97.9%	97.2%	-0.72%
Days on Market	96	47	-51.04%

Community STATS CONDO & TH (ATTACHED)

SnapStats™	Inventory	Sales	Sales Ratio*
Altamont	0	0	NA
Ambleside	34	6	17.65%
Bayridge	0	0	NA
British Properties	0	0	NA
Canterbury	0	0	NA
Caulfield	0	0	NA
Cedardale	3	0	NA
Chartwell	0	0	NA
Chelsea Park	1	0	NA
Cypress	0	0	NA
Cypress Park Estates	1	1	100.00%
Deer Ridge	1	1	100.00%
Dundarave	22	4	18.18%
Eagle Harbour	0	0	NA
Eagleridge	0	0	NA
Furry Creek	6	0	NA
Gleneagles	0	0	NA
Glenmore	0	0	NA
Horseshoe Bay	1	0	NA
Howe Sound	2	1	50.00%
Lions Bay	1	1	100.00%
Old Caulfield	1	0	NA
Panorama Village	13	2	15.38%
Park Royal	20	1	5.00%
Porteau Cove	0	0	NA
Queens	0	0	NA
Rockridge	0	0	NA
Sandy Cove	0	0	NA
Sentinel Hill	1	0	NA
Upper Caulfield	0	0	NA
West Bay	0	0	NA
Westhill	0	0	NA
Westmount	0	0	NA
Whitby Estates	3	1	33.33%
Whytecliff	0	0	NA
TOTAL	110	18	16.36%

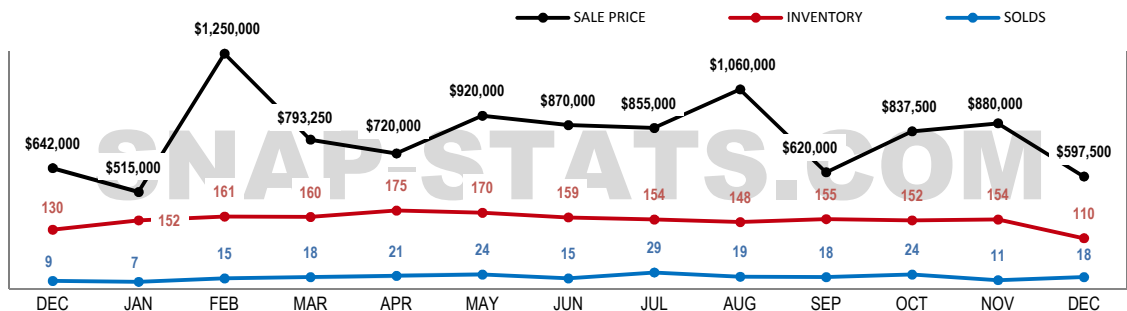
*Sales to Active Listing (Inventory) Ratio: The percent of homes selling

SnapStats™ ▷ Summary ATTACHED

- Official Market Type West Vancouver Attached: Balanced market at 16% Sales Ratio average (1.6 in 10 homes selling)
- Homes are selling on average 3% below list price
- Most Active Price Band*: \$500,000 to \$600,000 with average 36% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes between \$600,000 to \$800,000, Park Royal and 3 bedroom properties
- Sellers Best Bet*: Selling homes in Ambleside, Dundarave and up to 1 bedroom properties

*With a minimum inventory of 10 where possible

SnapStats™ ▷ 13 Month Market Trend ATTACHED



SnapStats™ ▷ Compliments of Jean Seguin



Jean Seguin
RE/MAX Crest Realty Westside
604.783.5593

www.VancouverCanadaHomes.com
jean@vancouvercanadahomes.com



Price Band & Bedroom STATS HOUSES (DETACHED)

SnapStats™	Inventory	Sales	Sales Ratio*
\$0 – 300,000	3	1	33.33%
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	3	3	100.00%
600,001 – 700,000	7	5	71.43%
700,001 – 800,000	35	11	31.43%
800,001 – 900,000	63	10	15.87%
900,001 – 1,000,000	61	4	6.56%
1,000,001 – 1,250,000	69	18	26.09%
1,250,001 – 1,500,000	93	15	16.13%
1,500,001 – 1,750,000	70	8	11.43%
1,750,001 – 2,000,000	57	3	5.26%
2,000,001 – 2,250,000	23	6	26.09%
2,250,001 – 2,500,000	24	2	8.33%
2,500,001 – 2,750,000	14	0	NA
2,750,001 – 3,000,000	12	0	NA
3,000,001 – 3,500,000	3	2	66.67%
3,500,001 – 4,000,000	8	0	NA
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	4	0	NA
TOTAL	551	88	15.97%

2 Bedrooms & Less	14	3	21.43%
3 to 4 Bedrooms	202	36	17.82%
5 to 6 Bedrooms	305	40	13.11%
7 Bedrooms & More	30	9	30.00%
TOTAL	551	88	15.97%

SnapStats™ Median Data	November	December	Variance
Inventory	745	551	-26.04%
Solds	106	88	-16.98%
Sale Price	\$987,500	\$1,164,000	17.87%
Sale Price SQFT	\$395	\$448	13.42%
Sale to List Price Ratio	94.6%	93.6%	-1.06%
Days on Market	49	53	8.16%

Community STATS HOUSES (DETACHED)

SnapStats™	Inventory	Sales	Sales Ratio*
Boyd Park	14	0	NA
Bridgeport	12	3	25.00%
Brighthouse	9	0	NA
Brighthouse South	3	0	NA
Broadmoor	58	15	25.86%
East Cambie	26	2	7.69%
East Richmond	7	1	14.29%
Garden City	20	1	5.00%
Gilmore	5	0	NA
Granville	27	3	11.11%
Hamilton	7	4	57.14%
Ironwood	23	1	4.35%
Lackner	28	3	10.71%
McLennan	6	2	33.33%
McLennan North	8	0	NA
McNair	17	3	17.65%
Quilchena	18	2	11.11%
Riverdale	38	11	28.95%
Saunders	35	4	11.43%
Sea Island	2	0	NA
Seafair	50	9	18.00%
South Arm	10	1	10.00%
Steveston North	25	4	16.00%
Steveston South	8	4	50.00%
Steveston Village	13	6	46.15%
Terra Nova	16	3	18.75%
West Cambie	31	4	12.90%
Westwind	4	0	NA
Woodwards	31	2	6.45%
TOTAL	551	88	15.97%

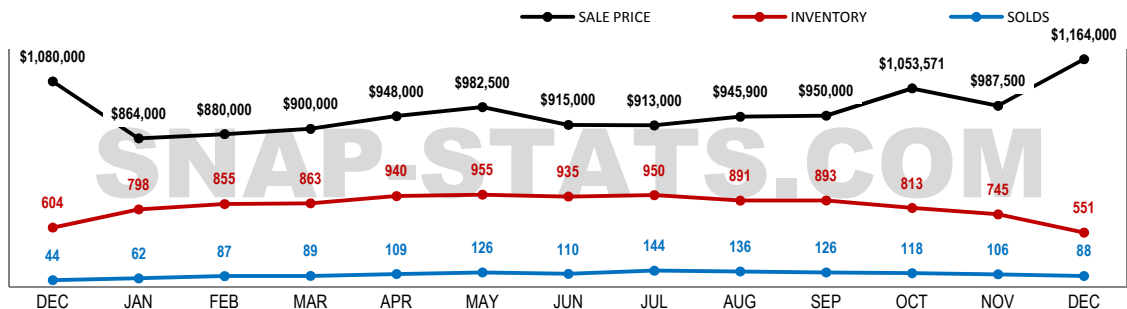
*Sales to Active Listing (Inventory) Ratio: The percent of homes selling

SnapStats™ ▷ Summary DETACHED

- Official Market Type Richmond Detached: Balanced market at 16% Sales Ratio average (1.6 in 10 homes selling)
- Homes are selling on average 6% below list price
- Most Active Price Band*: \$700,000 to \$800,000 with average 31% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes between \$1.75 mil to \$2 mil, East Cambie, Garden City, Ironwood, Woodwards and 5 to 6 bedrooms
- Sellers Best Bet*: Selling homes in Steveston Village and minimum 7 bedroom properties

*With a minimum inventory of 10 where possible

SnapStats™ ▷ 13 Month Market Trend DETACHED



SnapStats™ ▷ Compliments of Jean Seguin



Jean Seguin
RE/MAX Crest Realty Westside
604.783.5593

www.VancouverCanadaHomes.com
jean@vancouvercanadahomes.com



Price Band & Bedroom STATS CONDO & TH (ATTACHED)

SnapStats™	Inventory	Sales	Sales Ratio*
\$0 – 300,000	207	43	20.77%
300,001 – 400,000	195	48	24.62%
400,001 – 500,000	166	34	20.48%
500,001 – 600,000	179	24	13.41%
600,001 – 700,000	73	6	8.22%
700,001 – 800,000	20	2	10.00%
800,001 – 900,000	21	1	4.76%
900,001 – 1,000,000	14	0	NA
1,000,001 – 1,250,000	11	0	NA
1,250,001 – 1,500,000	5	0	NA
1,500,001 – 1,750,000	1	0	NA
1,750,001 – 2,000,000	6	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	1	0	NA
2,750,001 – 3,000,000	1	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	2	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	902	158	17.52%

0 to 1 Bedroom	242	33	13.64%
2 Bedrooms	384	81	21.09%
3 Bedrooms	237	36	15.19%
4 Bedrooms & Greater	39	8	20.51%
TOTAL	902	158	17.52%

SnapStats™ Median Data	November	December	Variance
Inventory	1152	902	-21.70%
Solds	177	158	-10.73%
Sale Price	\$424,000	\$372,070	-12.25%
Sale Price SQFT	\$391	\$386	-1.28%
Sale to List Price Ratio	97.9%	95.9%	-2.04%
Days on Market	44	39	-11.36%

Community STATS CONDO & TH (ATTACHED)

SnapStats™	Inventory	Sales	Sales Ratio*
Boyd Park	13	3	23.08%
Bridgeport	17	0	NA
Brighthouse	333	51	15.32%
Brighthouse South	119	32	26.89%
Broadmoor	11	4	36.36%
East Cambie	26	6	23.08%
East Richmond	5	1	20.00%
Garden City	9	3	33.33%
Gilmore	0	0	NA
Granville	24	1	4.17%
Hamilton	6	3	50.00%
Ironwood	9	1	11.11%
Lackner	10	0	NA
McLennan	0	0	NA
McLennan North	99	15	15.15%
McNair	0	0	NA
Quilchena	3	1	33.33%
Riverdale	21	4	19.05%
Saunders	18	2	11.11%
Sea Island	0	0	NA
Seafair	0	0	NA
South Arm	18	2	11.11%
Steveston North	5	4	80.00%
Steveston South	45	7	15.56%
Steveston Village	6	0	NA
Terra Nova	8	1	12.50%
West Cambie	90	17	18.89%
Westwind	1	0	NA
Woodwards	6	0	NA
TOTAL	902	158	17.52%

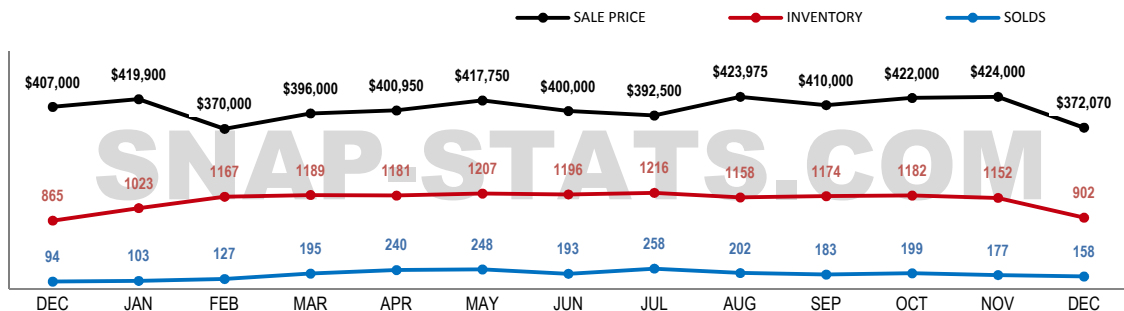
*Sales to Active Listing (Inventory) Ratio: The percent of homes selling

SnapStats™ ▷ Summary ATTACHED

- Official Market Type Richmond Attached: Balanced market at 18% Sales Ratio average (1.8 in 10 homes selling)
- Homes are selling on average 4% below list price
- Most Active Price Band*: \$300,000 to \$400,000 with average 25% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes between \$800,000 to \$900,000, Granville and up to 1 bedroom properties
- Sellers Best Bet*: Selling homes in Brighthouse South, Broadmoor, Garden City and 2 bedroom properties

* With a minimum inventory of 10 where possible

SnapStats™ ▷ 13 Month Market Trend ATTACHED



SnapStats™ ▷ Compliments of Jean Seguin



Jean Seguin
RE/MAX Crest Realty Westside
604.783.5593

www.VancouverCanadaHomes.com
jean@vancouvercanadahomes.com



Price Band & Bedroom STATS HOUSES (DETACHED)

SnapStats™	Inventory	Sales	Sales Ratio*
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	2	1	50.00%
600,001 – 700,000	18	4	22.22%
700,001 – 800,000	15	6	40.00%
800,001 – 900,000	13	1	7.69%
900,001 – 1,000,000	5	0	NA
1,000,001 – 1,250,000	10	1	10.00%
1,250,001 – 1,500,000	7	0	NA
1,500,001 – 1,750,000	2	0	NA
1,750,001 – 2,000,000	2	0	NA
2,000,001 – 2,250,000	1	0	NA
2,250,001 – 2,500,000	2	0	NA
2,500,001 – 2,750,000	1	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	1	0	NA
5,000,001 & Greater	0	0	NA
TOTAL	79	13	16.46%

2 Bedrooms & Less	8	2	25.00%
3 to 4 Bedrooms	49	9	18.37%
5 to 6 Bedrooms	19	2	10.53%
7 Bedrooms & More	3	0	NA
TOTAL	79	13	16.46%

SnapStats™ Median Data	November	December	Variance
Inventory	106	79	-25.47%
Solds	15	13	-13.33%
Sale Price	\$635,000	\$740,000	16.54%
Sale Price SQFT	\$297	\$366	23.23%
Sale to List Price Ratio	94.9%	96.1%	1.26%
Days on Market	66	69	4.55%

Community STATS HOUSES (DETACHED)

SnapStats™	Inventory	Sales	Sales Ratio*
Beach Grove	11	1	9.09%
Boundary Beach	8	3	37.50%
Cliff Drive	11	2	18.18%
English Bluff	13	0	NA
Pebble Hill	18	6	33.33%
Tsawwassen Central	9	1	11.11%
Tsawwassen East	9	0	NA
TOTAL	79	13	16.46%

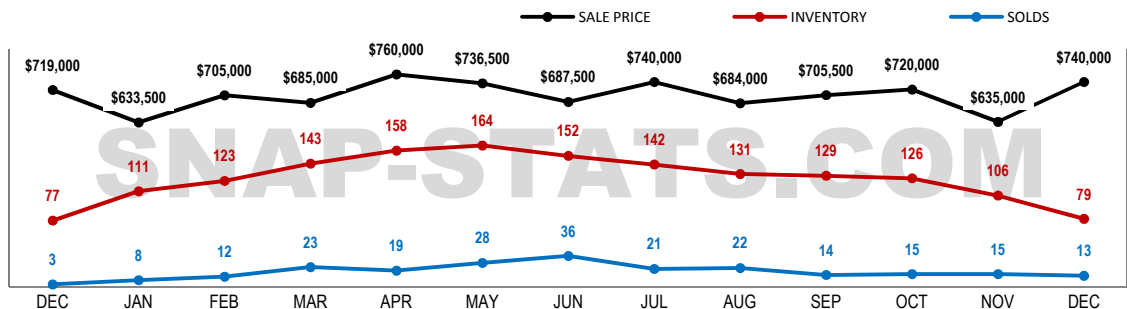
*Sales to Active Listing (Inventory) Ratio: The percent of homes selling

SnapStats™ ▷ Summary DETACHED

- Official Market Type Tsawwassen Detached: Balanced market at 16% Sales Ratio average (1.6 in 10 homes selling)
- Homes are selling on average 4% below list price
- Most Active Price Band*: \$700,000 to \$800,000 with average 40% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes between \$800,000 to \$900,000, Beach Grove and 5 to 6 bedroom properties
- Sellers Best Bet*: Selling homes in Pebble Hill and 3 to 4 bedroom properties

* With a minimum inventory of 10 where possible

SnapStats™ ▷ 13 Month Market Trend DETACHED



SnapStats™ ▷ Compliments of Jean Seguin



Jean Seguin
RE/MAX Crest Realty Westside
604.783.5593

www.VancouverCanadaHomes.com
jean@vancouvercanadahomes.com



Price Band & Bedroom STATS CONDO & TH (ATTACHED)

SnapStats™	Inventory	Sales	Sales Ratio*
\$0 – 300,000	14	1	7.14%
300,001 – 400,000	19	3	15.79%
400,001 – 500,000	8	2	25.00%
500,001 – 600,000	5	1	20.00%
600,001 – 700,000	4	0	NA
700,001 – 800,000	1	1	100.00%
800,001 – 900,000	1	0	NA
900,001 – 1,000,000	0	0	NA
1,000,001 – 1,250,000	0	0	NA
1,250,001 – 1,500,000	0	0	NA
1,500,001 – 1,750,000	0	0	NA
1,750,001 – 2,000,000	0	0	NA
2,000,001 – 2,250,000	0	0	NA
2,250,001 – 2,500,000	0	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	0	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	0	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL	52	8	15.38%

Bedrooms	Inventory	Sales	Sales Ratio*
0 to 1 Bedroom	9	1	11.11%
2 Bedrooms	41	5	12.20%
3 Bedrooms	2	2	100.00%
4 Bedrooms & Greater	0	0	NA
TOTAL	52	8	15.38%

SnapStats™ Median Data	November	December	Variance
Inventory	76	52	-31.58%
Solds	4	8	100.00%
Sale Price	\$330,803	\$399,500	20.77%
Sale Price SQFT	\$278	\$338	21.58%
Sale to List Price Ratio	100.3%	95.8%	-4.49%
Days on Market	134	162	20.90%

Community STATS CONDO & TH (ATTACHED)

SnapStats™	Inventory	Sales	Sales Ratio*
Beach Grove	12	3	25.00%
Boundary Beach	1	1	100.00%
Cliff Drive	22	3	13.64%
English Bluff	2	0	NA
Pebble Hill	0	0	NA
Tsawwassen Central	12	0	NA
Tsawwassen East	3	1	33.33%
TOTAL	52	8	15.38%

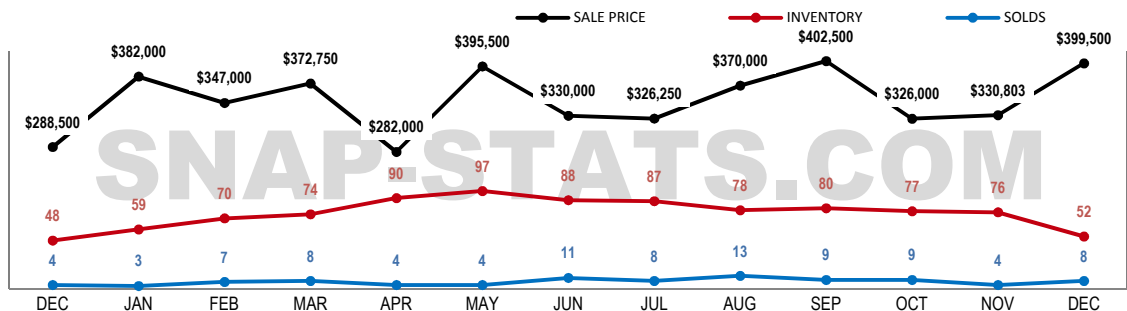
*Sales to Active Listing (Inventory) Ratio: The percent of homes selling

SnapStats™ ▷ Summary ATTACHED

- Official Market Type Tsawwassen Attached: *Insufficient Data** but with 8 sales it is a *Balanced Market* with a 15% Sales Ratio
- Homes are selling on average at: *Insufficient Data*
- Most Active Price Band*: *Insufficient Data*
- Buyers Best Bet*: *Insufficient Data*
- Sellers Best Bet*: *Insufficient Data*

* With a minimum inventory of 10 where possible

SnapStats™ ▷ 13 Month Market Trend ATTACHED



SnapStats™ ▷ Compliments of Jean Seguin



Jean Seguin
RE/MAX Crest Realty Westside
604.783.5593

www.VancouverCanadaHomes.com
jean@vancouvercanadahomes.com



Price Band & Bedroom STATS HOUSES (DETACHED)

SnapStats™	Inventory	Sales	Sales Ratio*
\$0 – 300,000	1	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	2	2	100.00%
500,001 – 600,000	13	6	46.15%
600,001 – 700,000	10	4	40.00%
700,001 – 800,000	11	2	18.18%
800,001 – 900,000	8	0	NA
900,001 – 1,000,000	5	0	NA
1,000,001 – 1,250,000	3	0	NA
1,250,001 – 1,500,000	3	0	NA
1,500,001 – 1,750,000	0	0	NA
1,750,001 – 2,000,000	0	0	NA
2,000,001 – 2,250,000	0	0	NA
2,250,001 – 2,500,000	0	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	0	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	0	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	1	0	NA
TOTAL	57	14	24.56%

2 Bedrooms & Less	11	2	18.18%
3 to 4 Bedrooms	32	10	31.25%
5 to 6 Bedrooms	14	2	14.29%
7 Bedrooms & More	0	0	NA
TOTAL	57	14	24.56%

SnapStats™ Median Data	November	December	Variance
Inventory	75	57	-24.00%
Solds	14	14	NA
Sale Price	\$557,350	\$588,500	5.59%
Sale Price SQFT	\$310	\$282	-9.03%
Sale to List Price Ratio	95.3%	97.5%	2.31%
Days on Market	78	41	-47.44%

Community STATS HOUSES (DETACHED)

SnapStats™	Inventory	Sales	Sales Ratio*
Delta Manor	4	4	100.00%
East Delta	0	0	NA
Hawthorne	14	2	14.29%
Holly	6	3	50.00%
Ladner Elementary	8	2	25.00%
Ladner Rural	7	1	14.29%
Neilsen Grove	12	2	16.67%
Port Guichon	5	0	NA
Westham Island	1	0	NA
TOTAL	57	14	24.56%

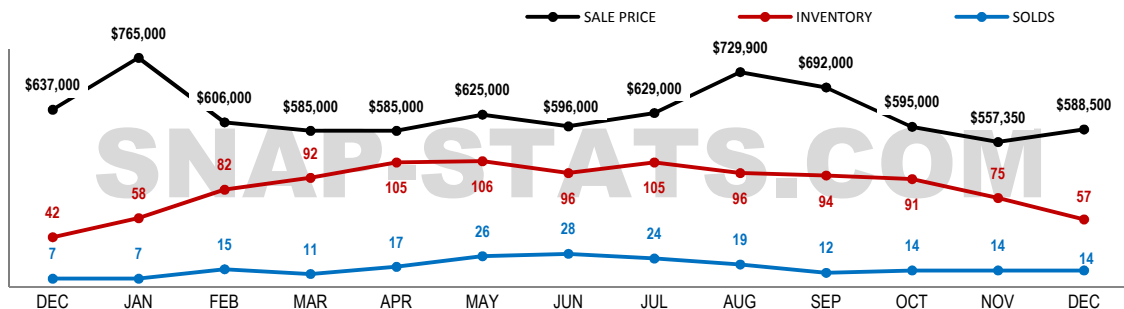
*Sales to Active Listing (Inventory) Ratio: The percent of homes selling

SnapStats™ ▷ Summary DETACHED

- Official Market Type Ladner Detached: Sellers market at 25% Sales Ratio average (2.5 in 10 homes selling)
- Homes are selling on average 2% below list price
- Most Active Price Band*: \$500,000 to \$600,000 with average 46% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes between \$700,000 to \$800,000, Hawthorne and 5 to 6 bedroom properties
- Sellers Best Bet*: Selling homes in Neilsen Grove and 3 to 4 bedroom properties

* With a minimum inventory of 10 where possible

SnapStats™ ▷ 13 Month Market Trend DETACHED



SnapStats™ ▷ Compliments of Jean Seguin



Jean Seguin
RE/MAX Crest Realty Westside
604.783.5593

www.VancouverCanadaHomes.com
jean@vancouvercanadahomes.com



Price Band & Bedroom STATS CONDO & TH (ATTACHED)

SnapStats™	Inventory	Sales	Sales Ratio*
\$0 – 300,000	8	1	12.50%
300,001 – 400,000	9	1	11.11%
400,001 – 500,000	4	0	NA
500,001 – 600,000	8	0	NA
600,001 – 700,000	2	0	NA
700,001 – 800,000	5	0	NA
800,001 – 900,000	0	0	NA
900,001 – 1,000,000	0	0	NA
1,000,001 – 1,250,000	0	0	NA
1,250,001 – 1,500,000	0	0	NA
1,500,001 – 1,750,000	0	0	NA
1,750,001 – 2,000,000	0	0	NA
2,000,001 – 2,250,000	0	0	NA
2,250,001 – 2,500,000	0	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	0	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	0	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL	36	2	5.56%

Bedrooms	Inventory	Sales	Sales Ratio*
0 to 1 Bedroom	3	1	33.33%
2 Bedrooms	14	1	7.14%
3 Bedrooms	18	0	NA
4 Bedrooms & Greater	1	0	NA
TOTAL	36	2	5.56%

SnapStats™ Median Data	November	December	Variance
Inventory	33	36	9.09%
Solds	11	2	-81.82%
Sale Price	\$350,000	\$286,000	-18.29%
Sale Price SQFT	\$248	\$318	28.23%
Sale to List Price Ratio	97.5%	97.0%	-0.51%
Days on Market	41	131	219.51%

Community STATS CONDO & TH (ATTACHED)

SnapStats™	Inventory	Sales	Sales Ratio*
Delta Manor	12	1	8.33%
East Delta	0	0	NA
Hawthorne	7	0	NA
Holly	0	0	NA
Ladner Elementary	9	0	NA
Ladner Rural	0	0	NA
Neilsen Grove	8	1	12.50%
Port Guichon	0	0	NA
Westham Island	0	0	NA
TOTAL	36	2	5.56%

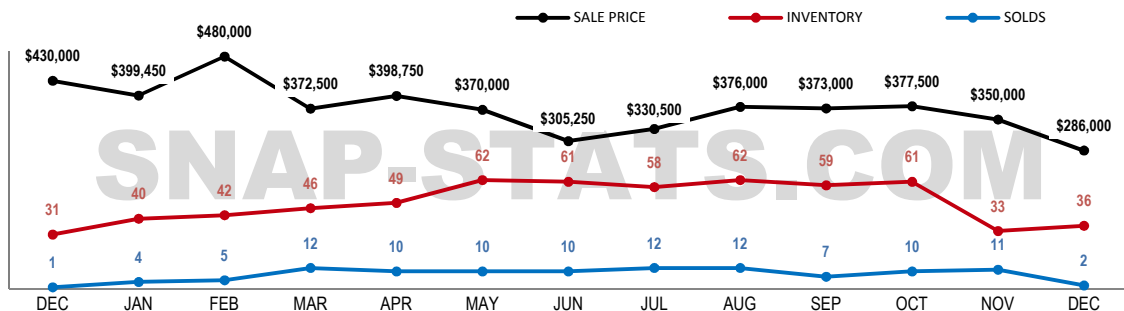
*Sales to Active Listing (Inventory) Ratio: The percent of homes selling

SnapStats™ Summary ATTACHED

- Official Market Type Ladner Attached: *Insufficient Data** but with 2 sales it is a Buyers Market with a 6% Sales Ratio
- Homes are selling on average *Insufficient Data*
- Most Active Price Band*: *Insufficient Data*
- Buyers Best Bet*: *Insufficient Data*
- Sellers Best Bet*: *Insufficient Data*

* With a minimum inventory of 10 where possible

SnapStats™ 13 Month Market Trend ATTACHED



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