



Metro Vancouver Edition

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



SEPTEMBER 2012

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# SnapStats™ VANCOUVER DOWNTOWN SEPTEMBER 2012

## Price Band Statistics ATTACHED (Condo & TH)

	Inventory	Sales	Sales Ratio*
\$0 – 300,000	65	9	13.85%
300,001 – 400,000	184	33	17.93%
400,001 – 500,000	224	31	13.84%
500,001 – 600,000	159	25	15.72%
600,001 – 700,000	100	9	9.00%
700,001 – 800,000	76	8	10.53%
800,001 – 900,000	63	5	7.94%
900,001 – 1,000,000	48	7	14.58%
1,000,001 – 1,250,000	67	6	8.96%
1,250,001 – 1,500,000	54	3	5.56%
1,500,001 – 1,750,000	30	2	6.67%
1,750,001 – 2,000,000	19	2	10.53%
2,000,001 – 2,250,000	18	0	NA
2,250,001 – 2,500,000	7	2	28.57%
2,500,001 – 2,750,000	8	0	NA
2,750,001 – 3,000,000	13	0	NA
3,000,001 – 3,500,000	14	1	7.14%
3,500,001 – 4,000,000	15	0	NA
4,000,001 – 4,500,000	8	1	12.50%
4,500,001 – 5,000,000	5	1	20.00%
5,000,001 & Greater	23	1	4.35%
<b>TOTAL</b>	<b>1200</b>	<b>146</b>	<b>12.17%</b>

STYLE OF HOME	Inventory	Sales	Sales Ratio*
0 to 1 Bedroom	499	66	13.23%
2 Bedrooms	588	70	11.90%
3 Bedrooms	106	10	9.43%
4 Bedrooms & Greater	7	0	NA
<b>TOTAL</b>	<b>1200</b>	<b>146</b>	<b>12.17%</b>

SnapStats™	August	September	Variance
Inventory	1176	1200	2.04%
Solds	152	146	-3.95%
Sale Price Average (Median)	\$505,000	\$502,500	-0.50%
Sale to List Price Ratio	97.3%	95.7%	-1.64%
Days on Market	47	41	-12.77%

## Community Statistics ATTACHED (Condo & TH)

	Inventory	Sales	Sales Ratio*
Coal Harbour	189	10	5.29%
Downtown	466	54	11.59%
Westend	249	37	14.86%
Yaletown	296	45	15.20%
<b>TOTAL</b>	<b>1200</b>	<b>146</b>	<b>12.17%</b>

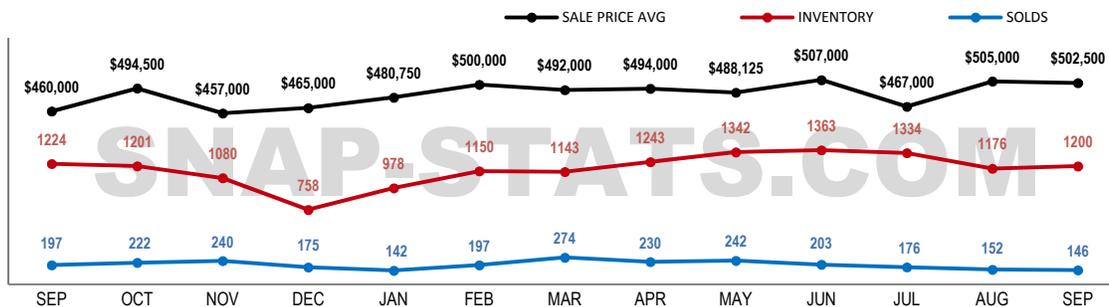
\*Sales to Active Listing Ratio (The percent of homes selling)

## SnapStats™ ▷ Summary ATTACHED

- Official Market Type Downtown: Buyers market with a 12% Sales Ratio (1.2 in 10 homes selling)
- Homes are selling on average 4% below list price
- Most Active Price Band\* +/- \$1 mil: \$300,000 to \$400,000 (Balanced Market); \$1.75 mil to \$2 mil (Buyers market)
- Buyers Best Bet\* under \$1 mil: Homes \$800,000 to \$900,000 (8 out of 100 homes selling) and Coal Harbour
- Sellers Best Bet\*: Selling a home in Yaletown, and properties up to 1 bedroom

\* With a minimum inventory of 10 where possible

## SnapStats™ ▷ 13 Month Market Trend ATTACHED



## SnapStats™ ▷ Compliments of Les Twarog



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# SnapStats™ VANCOUVER WESTSIDE SEPTEMBER 2012

## Price Band Statistics DETACHED (HOUSES)

Price Band	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	1	100.00%
700,001 - 800,000	1	1	100.00%
800,001 - 900,000	1	0	NA
900,001 - 1,000,000	5	1	20.00%
1,000,001 - 1,250,000	18	7	38.89%
1,250,001 - 1,500,000	69	12	17.39%
1,500,001 - 1,750,000	81	14	17.28%
1,750,001 - 2,000,000	83	5	6.02%
2,000,001 - 2,250,000	53	16	30.19%
2,250,001 - 2,500,000	107	11	10.28%
2,500,001 - 2,750,000	76	6	7.89%
2,750,001 - 3,000,000	96	1	1.04%
3,000,001 - 3,500,000	106	3	2.83%
3,500,001 - 4,000,000	102	0	NA
4,000,001 - 4,500,000	40	1	2.50%
4,500,001 - 5,000,000	26	1	3.85%
5,000,001 & Greater	98	4	4.08%
<b>TOTAL</b>	<b>963</b>	<b>84</b>	<b>8.72%</b>

Style of Home	Inventory	Sales	Sales Ratio*
2 Bedrooms & Less	19	4	21.05%
3 to 4 Bedrooms	306	36	11.76%
5 to 6 Bedrooms	506	37	7.31%
7 Bedrooms & More	132	7	5.30%
<b>TOTAL</b>	<b>963</b>	<b>84</b>	<b>8.72%</b>

SnapStats™	August	September	Variance
Inventory	909	963	5.94%
Solds	79	84	6.33%
Sale Price Average (Median)	\$2,030,000	\$2,035,000	0.25%
Sale to List Price Ratio	92.3%	97.4%	5.53%
Days on Market	44	23	-47.73%

## Community Statistics DETACHED (HOUSES)

Community	Inventory	Sales	Sales Ratio*
Arbutus	67	3	4.48%
Cambie	74	8	10.81%
Dunbar	103	8	7.77%
Fairview	1	1	100.00%
Falsecreek	0	0	NA
Kerrisdale	62	9	14.52%
Kitsilano	53	9	16.98%
Mackenzie Heights	44	6	13.64%
Marpole	68	3	4.41%
Mount Pleasant	2	0	NA
Oakridge	35	3	8.57%
Point Grey	98	10	10.20%
Quilchena	32	5	15.63%
SW Marine	30	3	10.00%
Shaughnessy	88	5	5.68%
South Cambie	28	1	3.57%
South Granville	121	5	4.13%
Southlands	37	3	8.11%
University	20	2	10.00%
<b>TOTAL</b>	<b>963</b>	<b>84</b>	<b>8.72%</b>

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

## SnapStats™ ▷ Summary DETACHED

- Official Market Type Westside Detached: Buyers market with an average 9% Sales Ratio (9 in 100 selling)
- Homes are selling on average 3% below list price
- Most Active Price Band\* +/- \$2 mil: \$1 mil to \$1.25 mil (very strong Sellers market); \$2 mil to \$2.25 mil (strong Sellers market)
- Buyers Best Bet\*: Homes \$1.75 mil to \$2 mil, Arbutus, Marpole, South Cambie, South Granville and with a minimum 7 bedrooms
- Sellers Best Bet\*: Homes to sell in Kerrisdale, Kitsilano, Mackenzie Heights, Quilchena and homes up to 2 bedrooms

\* With a minimum inventory of 10 where possible

## SnapStats™ ▷ 13 Month Market Trend DETACHED



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# SnapStats™ VANCOUVER WESTSIDE SEPTEMBER 2012

## Price Band Statistics ATTACHED (Condo & TH)

	Inventory	Sales	Sales Ratio*
\$0 – 300,000	49	4	8.16%
300,001 – 400,000	144	22	15.28%
400,001 – 500,000	191	24	12.57%
500,001 – 600,000	152	11	7.24%
600,001 – 700,000	132	11	8.33%
700,001 – 800,000	84	4	4.76%
800,001 – 900,000	97	6	6.19%
900,001 – 1,000,000	55	9	16.36%
1,000,001 – 1,250,000	75	4	5.33%
1,250,001 – 1,500,000	62	1	1.61%
1,500,001 – 1,750,000	18	0	NA
1,750,001 – 2,000,000	12	0	NA
2,000,001 – 2,250,000	4	0	NA
2,250,001 – 2,500,000	4	0	NA
2,500,001 – 2,750,000	2	0	NA
2,750,001 – 3,000,000	1	0	NA
3,000,001 – 3,500,000	3	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	1	0	NA
<b>TOTAL</b>	<b>1088</b>	<b>96</b>	<b>8.82%</b>

STYLE OF HOME	Inventory	Sales	Sales Ratio*
0 to 1 Bedroom	337	38	11.28%
2 Bedrooms	576	50	8.68%
3 Bedrooms	150	8	5.33%
4 Bedrooms & Greater	25	0	NA
<b>TOTAL</b>	<b>1088</b>	<b>96</b>	<b>8.82%</b>

SnapStats™	August	September	Variance
Inventory	1053	1088	3.32%
Solds	130	96	-26.15%
Sale Price Average (Median)	\$556,500	\$495,000	-11.05%
Sale to List Price Ratio	96.6%	94.9%	-1.76%
Days on Market	37	33	-10.81%

## Community Statistics ATTACHED (Condo & TH)

	Inventory	Sales	Sales Ratio*
Arbutus	0	0	NA
Cambie	19	5	26.32%
Dunbar	11	0	NA
Fairview	217	18	8.29%
Falsecreek	123	6	4.88%
Kerrisdale	53	2	3.77%
Kitsilano	229	33	14.41%
Mackenzie Heights	2	0	NA
Marpole	33	3	9.09%
Mount Pleasant	24	3	12.50%
Oakridge	27	2	7.41%
Point Grey	26	2	7.69%
Quilchena	50	4	8.00%
SW Marine	5	1	20.00%
Shaughnessy	11	0	NA
South Cambie	15	1	6.67%
South Granville	18	0	NA
Southlands	3	0	NA
University	222	16	7.21%
<b>TOTAL</b>	<b>1088</b>	<b>96</b>	<b>8.82%</b>

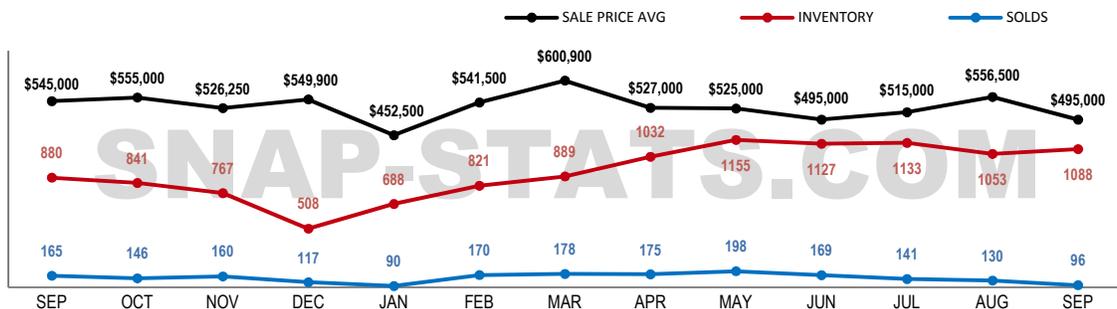
\*Sales to Active Listing Ratio (The percent of homes selling)

## SnapStats™ ▷ Summary ATTACHED

- Official Market Type Westside Attached: Buyers market with a 9% Sales Ratio (9 in 100 homes selling)
- Homes are selling on average 5% below list price
- Most Active Price Band\*: \$900,000 to \$1 mil (Balanced market)
- Buyers Best Bet.\* Real estate between \$1.25 mil to \$1.5 mil, False Creek, Kerrisdale and South Cambie
- Sellers Best Bet.\* Real estate to sell in Cambie, Kitsilano and Mount Pleasant

\*With a minimum inventory of 10 where possible

## SnapStats™ ▷ 13 Month Market Trend ATTACHED



## SnapStats™ ▷ Compliments of Les Twarog



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# SnapStats™ VANCOUVER EASTSIDE SEPTEMBER 2012

## Price Band Statistics DETACHED (HOUSES)

Price Band	Inventory	Sales	Sales Ratio*
\$0 - 300,000	1	0	NA
300,001 - 400,000	0	0	NA
400,001 - 500,000	2	0	NA
500,001 - 600,000	5	1	20.00%
600,001 - 700,000	37	9	24.32%
700,001 - 800,000	96	17	17.71%
800,001 - 900,000	149	17	11.41%
900,001 - 1,000,000	98	13	13.27%
1,000,001 - 1,250,000	145	11	7.59%
1,250,001 - 1,500,000	109	5	4.59%
1,500,001 - 1,750,000	30	1	3.33%
1,750,001 - 2,000,000	20	0	NA
2,000,001 - 2,250,000	9	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	0	0	NA
5,000,001 & Greater	0	0	NA
<b>TOTAL</b>	<b>704</b>	<b>74</b>	<b>10.51%</b>

Style of Home	Inventory	Sales	Sales Ratio*
2 Bedrooms & Less	31	11	35.48%
3 to 4 Bedrooms	196	31	15.82%
5 to 6 Bedrooms	348	24	6.90%
7 Bedrooms & More	129	8	6.20%
<b>TOTAL</b>	<b>704</b>	<b>74</b>	<b>10.51%</b>

SnapStats™	August	September	Variance
Inventory	650	704	8.31%
Solds	79	74	-6.33%
Sale Price Average (Median)	\$867,500	\$862,500	-0.58%
Sale to List Price Ratio	96.5%	96.5%	NA
Days on Market	22	21	-4.55%

## Community Statistics DETACHED (HOUSES)

Community	Inventory	Sales	Sales Ratio*
Champlain Heights	3	0	NA
Collingwood	73	3	4.11%
Downtown	0	0	NA
Fraser	49	9	18.37%
Fraserview	62	3	4.84%
Grandview	28	7	25.00%
Hastings	8	1	12.50%
Hastings East	27	2	7.41%
Killarney	95	11	11.58%
Knight	53	5	9.43%
Main	28	9	32.14%
Mt Pleasant	18	5	27.78%
Renfrew Heights	46	8	17.39%
Renfrew	86	4	4.65%
South Vancouver	91	3	3.30%
Victoria	37	4	10.81%
<b>TOTAL</b>	<b>704</b>	<b>74</b>	<b>10.51%</b>

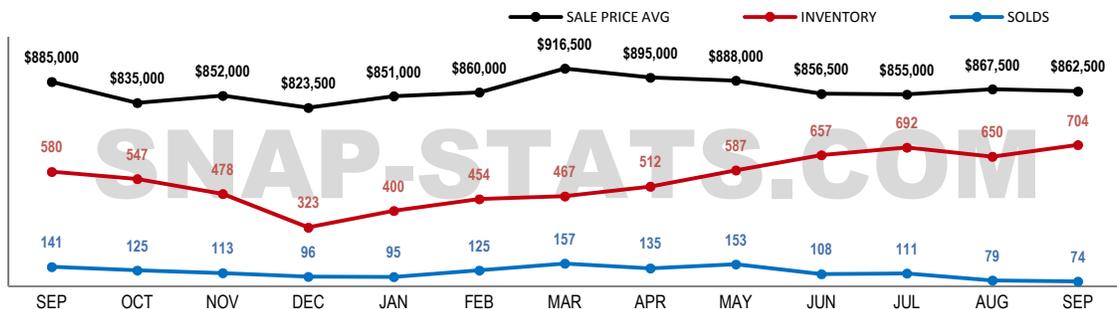
\*Sales to Active Listing Ratio (The percent of homes selling)

## SnapStats™ ▷ Summary DETACHED

- Official Market Type Eastside Detached: Buyers market at 11% (1.1 in 10 homes selling)
- Homes are selling on average 3% below list price
- Most Active Price Band\*: \$600,000 to \$700,000 with 24% Sales Ratio average (1 in 4 homes selling)
- Buyers Best Bet\*: Real estate between \$1.25 mil to \$1.75 mil, Collingwood, Fraserview, Renfrew and South Vancouver
- Sellers Best Bet\*: Real estate in Grandview, Main and Mt Pleasant (very strong Sellers market)

\*With a minimum inventory of 10 where possible

## SnapStats™ ▷ 13 Month Market Trend DETACHED



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# SnapStats™ VANCOUVER EASTSIDE SEPTEMBER 2012

## Price Band Statistics ATTACHED (Condo & TH)

	Inventory	Sales	Sales Ratio*
\$0 – 300,000	190	23	12.11%
300,001 – 400,000	204	28	13.73%
400,001 – 500,000	116	17	14.66%
500,001 – 600,000	62	8	12.90%
600,001 – 700,000	45	7	15.56%
700,001 – 800,000	23	4	17.39%
800,001 – 900,000	14	1	7.14%
900,001 – 1,000,000	5	0	NA
1,000,001 – 1,250,000	7	0	NA
1,250,001 – 1,500,000	4	0	NA
1,500,001 – 1,750,000	2	0	NA
1,750,001 – 2,000,000	3	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>675</b>	<b>88</b>	<b>13.04%</b>

STYLE OF HOME	Inventory	Sales	Sales Ratio*
0 to 1 Bedroom	322	45	13.98%
2 Bedrooms	252	33	13.10%
3 Bedrooms	85	8	9.41%
4 Bedrooms & Greater	16	2	12.50%
<b>TOTAL</b>	<b>675</b>	<b>88</b>	<b>13.04%</b>

SnapStats™	August	September	Variance
Inventory	590	675	14.41%
Solds	82	88	7.32%
Sale Price Average (Median)	\$317,125	\$381,950	20.44%
Sale to List Price Ratio	95.5%	98.7%	3.35%
Days on Market	35	31	-11.43%

## Community Statistics ATTACHED (Condo & TH)

	Inventory	Sales	Sales Ratio*
Champlain Heights	25	1	4.00%
Collingwood	113	14	12.39%
Downtown	21	3	14.29%
Fraser	28	2	7.14%
Fraserview	40	5	12.50%
Grandview	42	9	21.43%
Hastings	65	6	9.23%
Hastings East	15	0	NA
Killarney	22	3	13.64%
Knight	20	5	25.00%
Main	13	3	23.08%
Mt Pleasant	204	26	12.75%
Renfrew Heights	0	0	NA
Renfrew	28	7	25.00%
South Vancouver	2	0	NA
Victoria	37	4	10.81%
<b>TOTAL</b>	<b>675</b>	<b>88</b>	<b>13.04%</b>

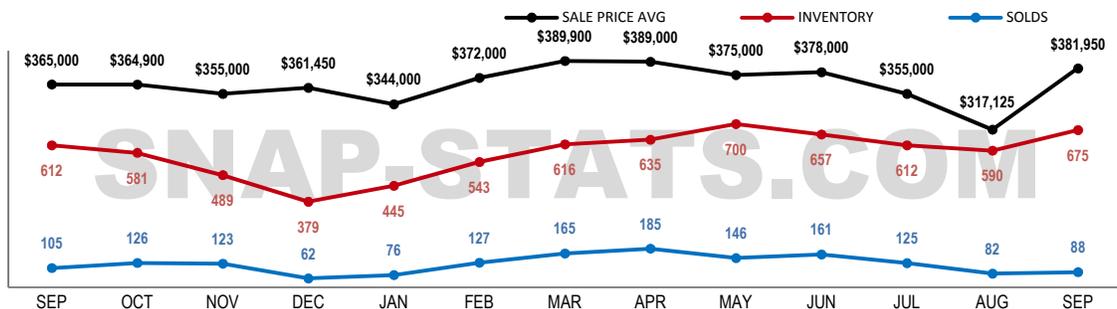
\*Sales to Active Listing Ratio (The percent of homes selling)

## SnapStats™ Summary ATTACHED

- Official Market Type Eastside Attached: Buyers market with a 13% Sales Ratio average (1.3 in 10 homes selling)
- Homes are selling on average 1% below list price
- Most Active Price Band\*: \$700,000 to \$800,000 with an average Sales Ratio of 17% (1.7 in 10 homes selling)
- Buyers Best Bet\*: Real estate between \$800,000 to \$900,000, Champlain Heights, Fraser and 3 bedroom properties
- Sellers Best Bet\*: Real estate to sell in Grandview, Knight, Main, Renfrew and up to 2 bedroom properties

\* With a minimum inventory of 10 where possible

## SnapStats™ 13 Month Market Trend ATTACHED



## SnapStats™ Compliments of Les Twarog



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## Price Band Statistics DETACHED (HOUSES)

Price Band	Inventory	Sales	Sales Ratio*
\$0 – 300,000	3	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	1	0	NA
500,001 – 600,000	8	0	NA
600,001 – 700,000	9	0	NA
700,001 – 800,000	45	6	13.33%
800,001 – 900,000	66	11	16.67%
900,001 – 1,000,000	55	9	16.36%
1,000,001 – 1,250,000	89	13	14.61%
1,250,001 – 1,500,000	67	4	5.97%
1,500,001 – 1,750,000	43	2	4.65%
1,750,001 – 2,000,000	29	0	NA
2,000,001 – 2,250,000	18	0	NA
2,250,001 – 2,500,000	9	0	NA
2,500,001 – 2,750,000	7	0	NA
2,750,001 – 3,000,000	5	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	5	0	NA
<b>TOTAL</b>	<b>460</b>	<b>45</b>	<b>9.78%</b>

Style of Home	Inventory	Sales	Sales Ratio*
2 Bedrooms & Less	22	4	18.18%
3 to 4 Bedrooms	256	25	9.77%
5 to 6 Bedrooms	161	14	8.70%
7 Bedrooms & More	21	2	9.52%
<b>TOTAL</b>	<b>460</b>	<b>45</b>	<b>9.78%</b>

SnapStats™	August	September	Variance
Inventory	371	460	23.99%
Solds	51	45	-11.76%
Sale Price Average (Median)	\$1,060,000	\$975,000	-8.02%
Sale to List Price Ratio	98.2%	97.7%	-0.51%
Days on Market	48	22	-54.17%

## Community Statistics DETACHED (HOUSES)

Community	Inventory	Sales	Sales Ratio*
Blueridge	18	2	11.11%
Boulevard	13	1	7.69%
Braemer	7	0	NA
Calverhall	9	0	NA
Canyon Heights	59	4	6.78%
Capilano Highlands	24	3	12.50%
Capilano	7	0	NA
Central Lonsdale	26	7	26.92%
Deep Cove	30	1	3.33%
Delbrook	5	0	NA
Dollarton	12	0	NA
Forest Hills	14	0	NA
Grouse Woods	3	0	NA
Hamilton	17	1	5.88%
Hamilton Heights	2	0	NA
Indian Arm	6	0	NA
Indian River	7	0	NA
Lower Lonsdale	8	1	12.50%
Lynn Valley	46	9	19.57%
Lynnmour	8	0	NA
Norgate	6	1	16.67%
Northlands	3	0	NA
Pemberton Heights	6	2	33.33%
Pemberton	9	1	11.11%
Princess Park	4	2	50.00%
Queensbury	7	0	NA
Roche Point	4	0	NA
Seymour	12	0	NA
Tempe	1	1	100.00%
Upper Delbrook	12	3	25.00%
Upper Lonsdale	40	3	7.50%
Westlynn	20	2	10.00%
Westlynn Terrace	6	1	16.67%
Windsor Park	6	0	NA
Woodlands-Sunshine Cascade	3	0	NA
<b>TOTAL</b>	<b>460</b>	<b>45</b>	<b>9.78%</b>

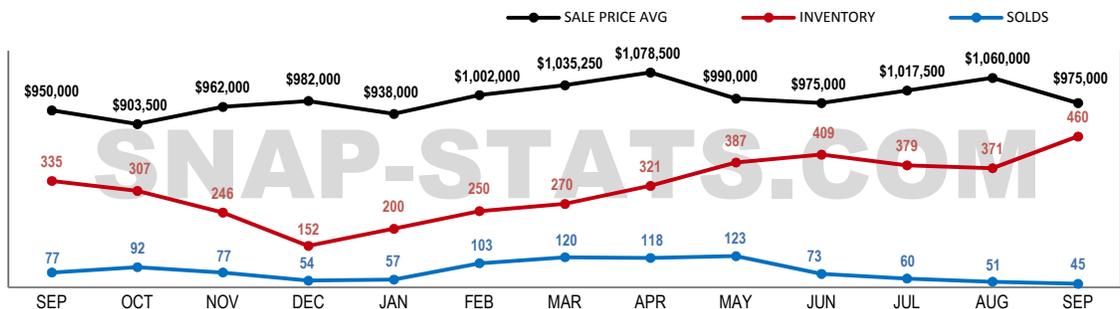
\*Sales to Active Listing Ratio (The percent of homes selling)

## SnapStats™ ▷ Summary DETACHED

- Official Market Type North Vancouver Detached: Buyers market at 10% Sales Ratio (1 in 10 homes sell)
- Homes are selling on average 2% below list price
- Most Active Price Band\*: \$800,000 to \$1 mil with an average 16% Sales Ratio (Balanced market)
- Buyers Best Bet\*: Real estate between \$1.25 mil to \$1.75 mil and Canyon Heights, Deep Cove and Hamilton
- Sellers Best Bet\*: Selling homes in Central Lonsdale, Upper Delbrook (both strong Sellers market) and up to 2 bedrooms

\* With a minimum inventory of 10 where possible

## SnapStats™ ▷ 13 Month Market Trend DETACHED



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## Price Band Statistics ATTACHED (Condo & TH)

	Inventory	Sales	Sales Ratio*
\$0 – 300,000	92	13	14.13%
300,001 – 400,000	166	11	6.63%
400,001 – 500,000	102	12	11.76%
500,001 – 600,000	96	11	11.46%
600,001 – 700,000	57	6	10.53%
700,001 – 800,000	43	1	2.33%
800,001 – 900,000	23	0	NA
900,001 – 1,000,000	12	0	NA
1,000,001 – 1,250,000	4	0	NA
1,250,001-1,500,000	3	0	NA
1,500,001 – 1,750,000	3	0	NA
1,750,001 – 2,000,000	2	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	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>605</b>	<b>54</b>	<b>8.93%</b>

STYLE OF HOME	Inventory	Sales	Sales Ratio*
0 to 1 Bedroom	196	15	7.65%
2 Bedrooms	288	30	10.42%
3 Bedrooms	103	9	8.74%
4 Bedrooms & Greater	18	0	NA
<b>TOTAL</b>	<b>605</b>	<b>54</b>	<b>8.93%</b>

SnapStats™	August	September	Variance
Inventory	497	605	21.73%
Solds	60	54	-10.00%
Sale Price Average (Median)	\$411,500	\$410,000	-0.36%
Sale to List Price Ratio	96.9%	95.6%	-1.34%
Days on Market	46	41	-10.87%

## Community Statistics ATTACHED (Condo & TH)

	Inventory	Sales	Sales Ratio*
Blueridge	2	0	NA
Boulevard	0	0	NA
Braemer	0	0	NA
Calverhall	0	0	NA
Canyon Heights	3	0	NA
Capilano Highlands	4	1	25.00%
Capilano	5	1	20.00%
Central Lonsdale	151	14	9.27%
Deep Cove	8	0	NA
Delbrook	5	0	NA
Dollarton	1	0	NA
Forest Hills	0	0	NA
Grouse Woods	1	0	NA
Hamilton	28	1	3.57%
Hamilton Heights	0	0	NA
Indian Arm	0	0	NA
Indian River	12	1	8.33%
Lower Lonsdale	171	16	9.36%
Lynn Valley	43	2	4.65%
Lynnmoor	23	1	4.35%
Norgate	20	1	5.00%
Northlands	16	2	12.50%
Pemberton Heights	1	0	NA
Pemberton	25	3	12.00%
Princess Park	0	0	NA
Queensbury	0	0	NA
Roche Point	51	6	11.76%
Seymour	14	1	7.14%
Tempe	0	0	NA
Upper Delbrook	1	0	NA
Upper Lonsdale	16	4	25.00%
Westlynn	4	0	NA
Westlynn Terrace	0	0	NA
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	0	0	NA
<b>TOTAL</b>	<b>605</b>	<b>54</b>	<b>8.93%</b>

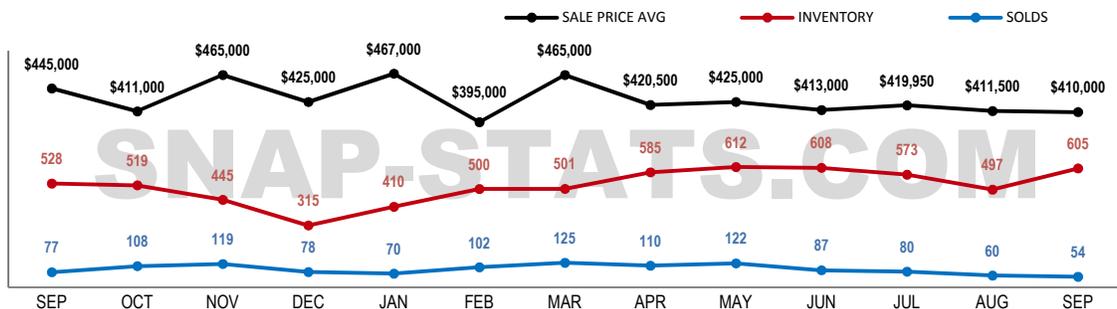
\*Sales to Active Listing Ratio (The percent of homes selling)

## SnapStats™ ▷ Summary ATTACHED

- Official Market Type North Vancouver Attached: Buyers market with a 9% average Sales Ratio (9 in 100 homes selling)
- Homes are selling on average 4% below list price
- Most Active Price Band\*: \$0 to \$300,000 with an average 14% Sales Ratio (Balanced market starts at 15%)
- Buyers Best Bet\*: Real estate between \$700,000 to \$800,000 and Hamilton, Lynn Valley, Lynnmoor and Norgate
- Sellers Best Bet\*: Selling homes in Upper Lonsdale (strong Sellers market), Northlands, and Pemberton

\*With a minimum inventory of 10 where possible

## SnapStats™ ▷ 13 Month Market Trend ATTACHED



## SnapStats™ ▷ Compliments of Les Twarog



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## Price Band Statistics DETACHED (HOUSES)

Price Band	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	3	0	NA
700,001 - 800,000	5	1	20.00%
800,001 - 900,000	7	0	NA
900,001 - 1,000,000	14	2	14.29%
1,000,001 - 1,250,000	27	5	18.52%
1,250,001 - 1,500,000	54	5	9.26%
1,500,001 - 1,750,000	38	5	13.16%
1,750,001 - 2,000,000	63	6	9.52%
2,000,001 - 2,250,000	22	1	4.55%
2,250,001 - 2,500,000	29	2	6.90%
2,500,001 - 2,750,000	30	4	13.33%
2,750,001 - 3,000,000	55	2	3.64%
3,000,001 - 3,500,000	39	2	5.13%
3,500,001 - 4,000,000	33	1	3.03%
4,000,001 - 4,500,000	16	1	6.25%
4,500,001 - 5,000,000	21	1	4.76%
5,000,001 & Greater	75	3	4.00%
<b>TOTAL</b>	<b>531</b>	<b>41</b>	<b>7.72%</b>

STYLE OF HOME	Inventory	Sales	Sales Ratio*
2 Bedrooms & Less	23	3	13.04%
3 to 4 Bedrooms	291	19	6.53%
5 to 6 Bedrooms	198	19	9.60%
7 Bedrooms & More	19	0	NA
<b>TOTAL</b>	<b>531</b>	<b>41</b>	<b>7.72%</b>

SnapStats™	August	September	Variance
Inventory	479	531	10.86%
Solds	24	41	70.83%
Sale Price Average (Median)	\$2,079,000	\$1,838,000	-11.59%
Sale to List Price Ratio	93.1%	96.7%	3.87%
Days on Market	61	41	-32.79%

## Community Statistics DETACHED (HOUSES)

Community	Inventory	Sales	Sales Ratio*
Altamont	21	1	4.76%
Ambleside	62	6	9.68%
Bayridge	10	0	NA
British Properties	85	4	4.71%
Canterbury	12	0	NA
Caulfield	43	7	16.28%
Cedardale	10	1	10.00%
Chartwell	20	2	10.00%
Chelsea Park	2	0	NA
Cypress	6	1	16.67%
Cypress Park Estates	11	1	9.09%
Deer Ridge	0	0	NA
Dundarave	29	3	10.34%
Eagle Harbour	26	1	3.85%
Eagleridge	6	1	16.67%
Furry Creek	11	1	9.09%
Gleneagles	13	1	7.69%
Glenmore	12	0	NA
Horseshoe Bay	9	2	22.22%
Howe Sound	13	0	NA
Lions Bay	19	3	15.79%
Old Caulfield	8	0	NA
Panorama Village	0	0	NA
Park Royal	1	0	NA
Porteau Cove	0	0	NA
Queens	20	0	NA
Rockridge	5	1	20.00%
Sandy Cove	5	0	NA
Sentinel Hill	12	1	8.33%
Upper Caulfield	10	0	NA
West Bay	11	2	18.18%
Westhill	10	0	NA
Westmount	11	0	NA
Whitby Estates	10	2	20.00%
Whytecliff	8	0	NA
<b>TOTAL</b>	<b>531</b>	<b>41</b>	<b>7.72%</b>

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

## SnapStats™ ▷ Summary DETACHED

- Official Market Type West Vancouver Detached: Buyers market with 8% Sales Ratio average (8 in 100 selling)
- Homes are selling on average 3% below list price
- Most Active Price Band\*: \$1 mil to \$1.25 mil with 18% average Sales Ratio (2 in 10 homes selling)
- Buyers Best Bet\*: Homes \$3.5 mil to \$4 mil, Altamont, British Properties, Eagle Harbour and 3 to 4 bedroom properties
- Sellers Best Bet\*: Selling homes in Horseshoe Bay, West Bay, Whitby Estates and up to 2 bedroom properties

\*With a minimum inventory of 10 where possible

## SnapStats™ ▷ 13 Month Market Trend DETACHED



## SnapStats™ ▷ Compliments of Les Twarog



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## P Price Band Statistics ATTACHED (Condo & TH)

	Inventory	Sales	Sales Ratio*
\$0 – 300,000	3	3	100.00%
300,001 – 400,000	7	0	NA
400,001 – 500,000	6	1	16.67%
500,001 – 600,000	20	0	NA
600,001 – 700,000	12	1	8.33%
700,001 – 800,000	17	4	23.53%
800,001 – 900,000	14	0	NA
900,001 – 1,000,000	21	0	NA
1,000,001 – 1,250,000	10	2	20.00%
1,250,001 – 1,500,000	21	0	NA
1,500,001 – 1,750,000	10	0	NA
1,750,001 – 2,000,000	2	0	NA
2,000,001 – 2,250,000	2	2	100.00%
2,250,001 – 2,500,000	4	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	3	0	NA
3,500,001 – 4,000,000	1	0	NA
4,000,001 – 4,500,000	2	0	NA
4,500,001 – 5,000,000	2	0	NA
5,000,001 & Greater	2	0	NA
<b>TOTAL</b>	<b>160</b>	<b>13</b>	<b>8.13%</b>

STYLE OF HOME	Inventory	Sales	Sales Ratio*
0 to 1 Bedroom	22	3	13.64%
2 Bedrooms	96	8	8.33%
3 Bedrooms	38	2	5.26%
4 Bedrooms & Greater	4	0	NA
<b>TOTAL</b>	<b>160</b>	<b>13</b>	<b>8.13%</b>

SnapStats™	August	September	Variance
Inventory	145	160	10.34%
Solds	11	13	18.18%
Sale Price Average (Median)	\$1,395,000	\$725,000	-48.03%
Sale to List Price Ratio	93.1%	98.1%	5.37%
Days on Market	69	76	10.14%

## Community Statistics ATTACHED (Condo & TH)

	Inventory	Sales	Sales Ratio*
Altamont	0	0	NA
Ambleside	45	6	13.33%
Bayridge	0	0	NA
British Properties	0	0	NA
Canterbury	0	0	NA
Caulfield	0	0	NA
Cedardale	6	0	NA
Chartwell	0	0	NA
Chelsea Park	1	0	NA
Cypress	0	0	NA
Cypress Park Estates	6	0	NA
Deer Ridge	6	0	NA
Dundarave	23	3	13.04%
Eagle Harbour	0	0	NA
Eagleridge	0	0	NA
Furry Creek	10	0	NA
Gleneagles	0	0	NA
Glenmore	1	0	NA
Horseshoe Bay	1	0	NA
Howe Sound	9	0	NA
Lions Bay	1	1	100.00%
Old Caulfield	0	0	NA
Panorama Village	18	1	5.56%
Park Royal	14	2	14.29%
Porteau Cove	0	0	NA
Queens	0	0	NA
Rockridge	0	0	NA
Sandy Cove	0	0	NA
Sentinel Hill	6	0	NA
Upper Caulfield	0	0	NA
West Bay	0	0	NA
Westhill	0	0	NA
Westmount	0	0	NA
Whitby Estates	13	0	NA
Whytecliff	0	0	NA
<b>TOTAL</b>	<b>160</b>	<b>13</b>	<b>8.13%</b>

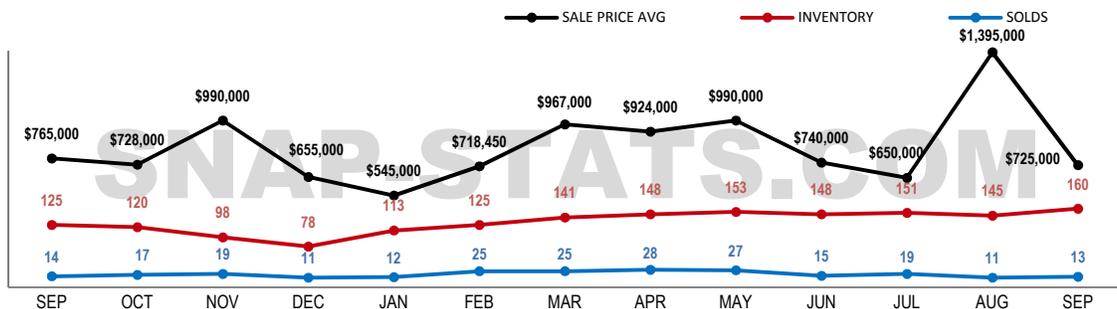
\*Sales to Active Listing Ratio (The percent of homes selling)

## SnapStats™ Summary ATTACHED

- Official Market Type West Vancouver Attached: Buyers market at 8% average Sales Ratio (8 in 100 homes selling)
- Homes are selling on average 2% below list price
- Most Active Price Band\*: \$700,000 to \$800,000 with an average Sales Ratio of 24% (1 in 4 homes selling)
- Buyers Best Bet\*: Homes between \$600,000 to \$700,000, Panorama Village and 3 bedroom properties
- Sellers Best Bet\*: Homes to sell in Park Royal and up to 1 bedroom properties

\*With a minimum inventory of 10 where possible

## SnapStats™ 13 Month Market Trend ATTACHED



## SnapStats™ Compliments of Les Twarog



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## Price Band Statistics DETACHED (HOUSES)

Price Band	Inventory	Sales	Sales Ratio*
\$0 - 300,000	4	0	NA
300,001 - 400,000	0	0	NA
400,001 - 500,000	1	0	NA
500,001 - 600,000	3	1	33.33%
600,001 - 700,000	33	3	9.09%
700,001 - 800,000	89	12	13.48%
800,001 - 900,000	138	8	5.80%
900,001 - 1,000,000	130	8	6.15%
1,000,001 - 1,250,000	173	8	4.62%
1,250,001 - 1,500,000	153	2	1.31%
1,500,001 - 1,750,000	101	4	3.96%
1,750,001 - 2,000,000	93	2	2.15%
2,000,001 - 2,250,000	35	2	5.71%
2,250,001 - 2,500,000	40	3	7.50%
2,500,001 - 2,750,000	19	0	NA
2,750,001 - 3,000,000	14	0	NA
3,000,001 - 3,500,000	7	0	NA
3,500,001 - 4,000,000	6	0	NA
4,000,001 - 4,500,000	4	0	NA
4,500,001 - 5,000,000	0	0	NA
5,000,001 & Greater	3	0	NA
<b>TOTAL</b>	<b>1046</b>	<b>53</b>	<b>5.07%</b>

Style of Home	Inventory	Sales	Sales Ratio*
2 Bedrooms & Less	28	2	7.14%
3 to 4 Bedrooms	457	28	6.13%
5 to 6 Bedrooms	511	22	4.31%
7 Bedrooms & More	50	1	2.00%
<b>TOTAL</b>	<b>1046</b>	<b>53</b>	<b>5.07%</b>

SnapStats™	August	September	Variance
Inventory	1056	1046	-0.95%
Solds	59	53	-10.17%
Sale Price Average (Median)	\$925,000	\$918,800	-0.67%
Sale to List Price Ratio	93.6%	93.0%	-0.64%
Days on Market	41	46	12.20%

## Community Statistics DETACHED (HOUSES)

Community	Inventory	Sales	Sales Ratio*
Boyd Park	23	2	8.70%
Bridgeport	17	0	NA
Brighthouse	2	1	50.00%
Brighthouse South	2	0	NA
Broadmoor	96	5	5.21%
East Cambie	43	2	4.65%
East Richmond	9	1	11.11%
Garden City	48	4	8.33%
Gilmore	3	0	NA
Granville	66	3	4.55%
Hamilton	33	1	3.03%
Ironwood	35	0	NA
Lackner	45	3	6.67%
McLennan	21	0	NA
McLennan North	13	3	23.08%
McNair	33	2	6.06%
Quilchena	43	3	6.98%
Riverdale	61	5	8.20%
Saunders	46	0	NA
Sea Island	5	1	20.00%
Seafair	77	2	2.60%
South Arm	25	3	12.00%
Steveston North	73	2	2.74%
Steveston South	26	0	NA
Steveston Village	23	2	8.70%
Terra Nova	50	1	2.00%
West Cambie	45	2	4.44%
Westwind	20	1	5.00%
Woodwards	63	4	6.35%
<b>TOTAL</b>	<b>1046</b>	<b>53</b>	<b>5.07%</b>

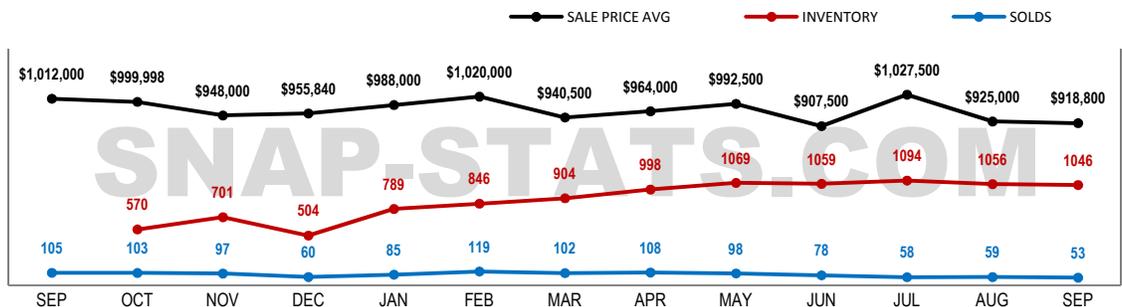
\*Sales to Active Listing Ratio (The percent of homes selling)

## SnapStats™ ▷ Summary DETACHED

- Official Market Type Richmond Detached: Buyers market with a 5% Sales Ratio average (5 in 100 homes sell)
- Homes are selling on average 7% below list price
- Most Active Price Band\*: \$700,000 to \$800,000 with an average 13% Sales Ratio (1.3 in 10 selling)
- Buyers Best Bet\*: Homes \$1.25 mil to \$1.5 mil, Seafair, Steveston North, Terra Nova and minimum 7 bedroom properties
- Sellers Best Bet\*: Selling homes in McLennan North and up to 2 bedroom properties

\*With a minimum inventory of 10 where possible

## SnapStats™ ▷ 13 Month Market Trend DETACHED



No data available pre October 2011

## SnapStats™ ▷ Compliments of Les Twarog



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## Price Band Statistics ATTACHED (Condo & TH)

	Inventory	Sales	Sales Ratio*
\$0 – 300,000	308	32	10.39%
300,001 – 400,000	317	28	8.83%
400,001 – 500,000	314	31	9.87%
500,001 – 600,000	239	17	7.11%
600,001 – 700,000	108	9	8.33%
700,001 – 800,000	47	1	2.13%
800,001 – 900,000	17	0	NA
900,001 – 1,000,000	3	0	NA
1,000,001-1,250,000	7	0	NA
1,250,001 – 1,500,000	2	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	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	0	0	NA
<b>TOTAL</b>	<b>1363</b>	<b>118</b>	<b>8.66%</b>

STYLE OF HOME	Inventory	Sales	Sales Ratio*
0 to 1 Bedroom	288	16	5.56%
2 Bedrooms	594	60	10.10%
3 Bedrooms	408	36	8.82%
4 Bedrooms & Greater	73	6	8.22%
<b>TOTAL</b>	<b>1363</b>	<b>118</b>	<b>8.66%</b>

SnapStats™	August	September	Variance
Inventory	1399	1363	-2.57%
Solds	115	118	2.61%
Sale Price Average (Median)	\$408,500	\$395,000	-3.30%
Sale to List Price Ratio	96.4%	97.9%	1.56%
Days on Market	47	36	-23.40%

## Community Statistics ATTACHED (Condo & TH)

	Inventory	Sales	Sales Ratio*
Boyd Park	31	6	19.35%
Bridgeport	2	0	NA
Brighthouse	406	29	7.14%
Brighthouse South	240	25	10.42%
Broadmoor	13	4	30.77%
East Cambie	17	5	29.41%
East Richmond	7	0	NA
Garden City	13	1	7.69%
Gilmore	0	0	NA
Granville	20	0	NA
Hamilton	17	3	17.65%
Ironwood	15	2	13.33%
Lackner	3	0	NA
McLennan	1	0	NA
McLennan North	195	17	8.72%
McNair	13	0	NA
Quilchena	7	1	14.29%
Riverdale	40	4	10.00%
Saunders	24	1	4.17%
Sea Island	0	0	NA
Seafair	8	0	NA
South Arm	32	3	9.38%
Steveston North	18	2	11.11%
Steveston South	89	8	8.99%
Steveston Village	7	0	NA
Terra Nova	28	2	7.14%
West Cambie	97	4	4.12%
Westwind	5	0	NA
Woodwards	15	1	6.67%
<b>TOTAL</b>	<b>1363</b>	<b>118</b>	<b>8.66%</b>

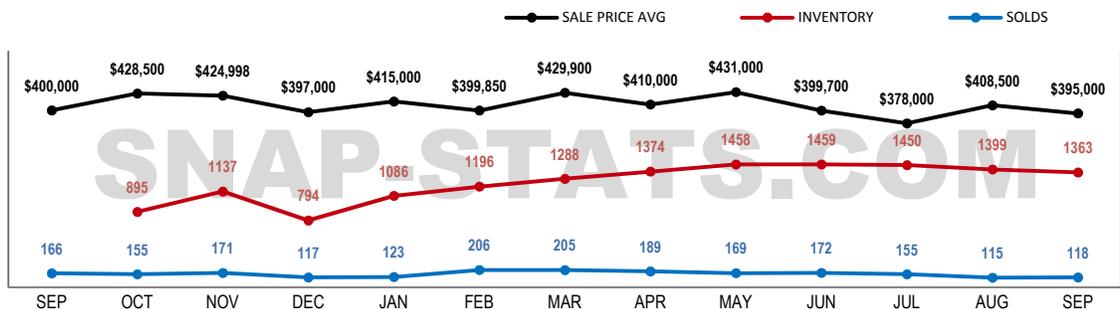
\*Sales to Active Listing Ratio (The percent of homes selling)

## SnapStats™ ▷ Summary ATTACHED

- Official Market Type Richmond Attached: Buyers market with 9% Sales Ratio average (9 in 100 selling)
- Homes are selling on average 2% below list price
- Most Active Price Band\*: Homes from \$0 to \$300,000 with an average 10% Sales Ratio (1 in 10 selling)
- Buyers Best Bet\*: Homes \$700,000 to \$800,000, Saunders, West Cambie, and up to 1 bedroom properties
- Sellers Best Bet\*: Selling homes in Broadmoor, East Cambie, and 2 bedroom properties

\* With a minimum inventory of 10 where possible

## SnapStats™ ▷ 13 Month Market Trend ATTACHED



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