

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

Compliments of:

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SnapStats®

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METRO

Downtown
Westside
Eastside
North Vancouver
West Vancouver
Richmond
Tsawwassen
Ladner



VANCOUVER

EDITION



Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	0	0	NA
700,001 – 800,000	0	0	NA
800,001 – 900,000	0	0	NA
900,001 – 1,000,000	0	0	NA
1,000,001 – 1,250,000	0	0	NA
1,250,001 – 1,500,000	1	0	NA
1,500,001 – 1,750,000	1	1	100%
1,750,001 – 2,000,000	4	3	75%
2,000,001 – 2,250,000	2	5	250%*
2,250,001 – 2,500,000	13	2	15%
2,500,001 – 2,750,000	12	5	42%
2,750,001 – 3,000,000	38	5	13%
3,000,001 – 3,500,000	37	18	49%
3,500,001 – 4,000,000	47	6	13%
4,000,001 – 4,500,000	36	10	28%
4,500,001 – 5,000,000	31	3	10%
5,000,001 & Greater	167	9	5%
TOTAL*	389	67	17%

2 Bedrooms & Less	8	3	38%
3 to 4 Bedrooms	134	26	19%
5 to 6 Bedrooms	190	33	17%
7 Bedrooms & More	57	5	9%
TOTAL*	389	67	17%

SnapStats®	December	January	Variance
Inventory	367	389	6%
Solds	82	67	-18%
Sale Price	\$2,852,500	\$3,300,000	16%
Sale Price SQFT	\$1,025	\$1,120	9%
Sale to List Price Ratio	98%	95%	-3%
Days on Market	27	45	67%

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

Community DETACHED HOUSES

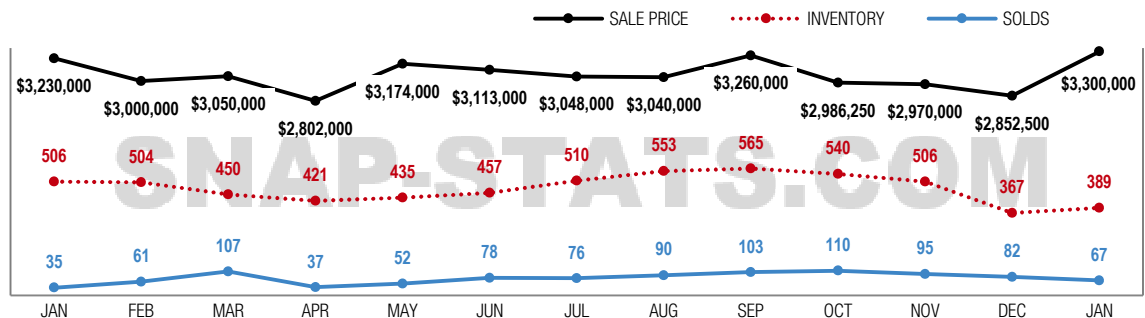
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	15	1	7%
Cambie	17	4	24%
Dunbar	47	8	17%
Fairview	1	0	NA
Falsecreek	0	0	NA
Kerrisdale	22	5	23%
Kitsilano	18	5	28%
Mackenzie Heights	8	3	38%
Marpole	20	4	20%
Mount Pleasant	1	1	100%
Oakridge	11	1	9%
Point Grey	51	12	24%
Quilchena	17	2	12%
SW Marine	15	3	20%
Shaughnessy	45	7	16%
South Cambie	10	1	10%
South Granville	55	5	9%
Southlands	23	5	22%
University	13	0	NA
TOTAL*	389	67	17%

Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE DETACHED**: Balanced Market at 17% Sales Ratio average (1.7 in 10 homes selling rate)
- Homes are selling on average 5% below list price
- Most Active Price Band** \$3 mil to \$3.5 mil with average 49% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes minimum \$5 mil, Arbutus, Oakridge, South Cambie, South Granville and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Mackenzie Heights and up to 2 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	1	1	100%
300,001 – 400,000	4	2	50%
400,001 – 500,000	32	8	25%
500,001 – 600,000	60	28	47%
600,001 – 700,000	91	31	34%
700,001 – 800,000	75	28	37%
800,001 – 900,000	67	15	22%
900,001 – 1,000,000	54	7	13%
1,000,001 – 1,250,000	58	15	26%
1,250,001 – 1,500,000	51	10	20%
1,500,001 – 1,750,000	34	7	21%
1,750,001 – 2,000,000	38	2	5%
2,000,001 – 2,250,000	15	2	13%
2,250,001 – 2,500,000	19	4	21%
2,500,001 – 2,750,000	13	1	8%
2,750,001 – 3,000,000	21	1	5%
3,000,001 – 3,500,000	20	2	10%
3,500,001 – 4,000,000	20	1	5%
4,000,001 – 4,500,000	9	1	11%
4,500,001 – 5,000,000	7	0	NA
5,000,001 & Greater	46	1	2%
TOTAL*	735	167	23%

0 to 1 Bedroom	313	87	28%
2 Bedrooms	337	63	19%
3 Bedrooms	77	16	21%
4 Bedrooms & Greater	8	1	13%
TOTAL*	735	167	23%

SnapStats®	December	January	Variance
Inventory	719	735	2%
Solds	197	167	-15%
Sale Price	\$712,000	\$733,000	3%
Sale Price SQFT	\$948	\$1,019	8%
Sale to List Price Ratio	97%	98%	1%
Days on Market	30	32	7%

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

Community CONDOS & TOWNHOMES

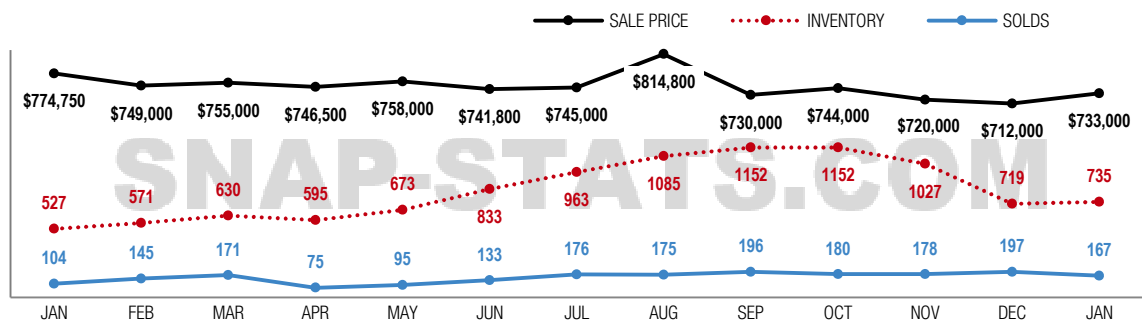
SnapStats®	Inventory	Sales	Sales Ratio
Coal Harbour	109	17	16%
Downtown	274	68	25%
Westend	143	35	24%
Yaletown	209	47	22%
TOTAL*	735	167	23%

Market Summary

- Market Type Indicator **VANCOUVER DOWNTOWN ATTACHED**: Sellers Market at 23% Sales Ratio average (2.3 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$500,000 to \$600,000 with average 47% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes minimum \$5 mil, Coal Harbour and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Downtown, Westend, Yaletown and up to 1 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	2	1	50%
400,001 – 500,000	16	5	31%
500,001 – 600,000	56	12	21%
600,001 – 700,000	64	28	44%
700,001 – 800,000	59	18	31%
800,001 – 900,000	74	24	32%
900,001 – 1,000,000	45	14	31%
1,000,001 – 1,250,000	111	23	21%
1,250,001 – 1,500,000	94	12	13%
1,500,001 – 1,750,000	54	10	19%
1,750,001 – 2,000,000	46	2	4%
2,000,001 – 2,250,000	15	0	NA
2,250,001 – 2,500,000	14	1	7%
2,500,001 – 2,750,000	15	1	7%
2,750,001 – 3,000,000	10	0	NA
3,000,001 – 3,500,000	11	0	NA
3,500,001 – 4,000,000	5	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	3	0	NA
5,000,001 & Greater	6	0	NA
TOTAL*	700	151	22%

0 to 1 Bedroom	184	54	29%
2 Bedrooms	345	71	21%
3 Bedrooms	150	25	17%
4 Bedrooms & Greater	21	1	5%
TOTAL*	700	151	22%

SnapStats®	December	January	Variance
Inventory	611	700	15%
Solds	201	151	-25%
Sale Price	\$835,000	\$858,000	3%
Sale Price SQFT	\$716	\$938	31%
Sale to List Price Ratio	75%	99%	32%
Days on Market	25	23	-8%

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

Community CONDOS & TOWNHOMES

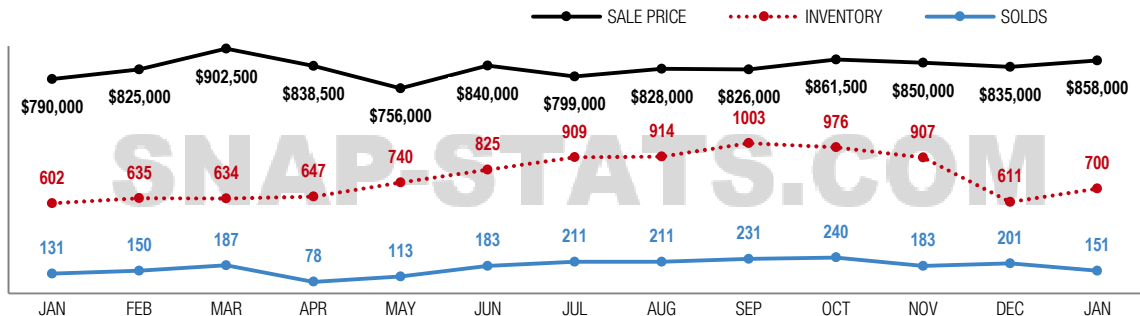
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	2	0	NA
Cambie	87	16	18%
Dunbar	14	3	21%
Fairview	63	24	38%
Falsecreek	73	20	27%
Kerrisdale	19	3	16%
Kitsilano	78	32	41%
Mackenzie Heights	0	0	NA
Marpole	85	15	18%
Mount Pleasant	14	6	43%
Oakridge	17	1	6%
Point Grey	10	2	20%
Quilchena	15	6	40%
SW Marine	10	3	30%
Shaughnessy	7	0	NA
South Cambie	36	3	8%
South Granville	35	2	6%
Southlands	2	0	NA
University	133	15	11%
TOTAL*	700	151	22%

Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE ATTACHED**: Sellers Market at 22% Sales Ratio average (2.2 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$600,000 to \$700,000 with average 44% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 mil, Oakridge, South Cambie, South Granville and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Fairview, Kitsilano, Mount Pleasant, Quilchena and up to 1 bedroom properties

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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	0	0	NA
700,001 – 800,000	0	0	NA
800,001 – 900,000	0	0	NA
900,001 – 1,000,000	0	1	NA*
1,000,001 – 1,250,000	6	4	67%
1,250,001 – 1,500,000	49	21	43%
1,500,001 – 1,750,000	56	33	59%
1,750,001 – 2,000,000	59	22	37%
2,000,001 – 2,250,000	27	6	22%
2,250,001 – 2,500,000	40	12	30%
2,500,001 – 2,750,000	21	4	19%
2,750,001 – 3,000,000	29	5	17%
3,000,001 – 3,500,000	13	1	8%
3,500,001 – 4,000,000	5	0	NA
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	4	0	NA
5,000,001 & Greater	4	0	NA
TOTAL*	314	109	35%

2 Bedrooms & Less	13	5	38%
3 to 4 Bedrooms	95	23	24%
5 to 6 Bedrooms	137	58	42%
7 Bedrooms & More	69	23	33%
TOTAL*	314	109	35%

SnapStats®	December	January	Variance
Inventory	307	314	2%
Solds	133	109	-18%
Sale Price	\$1,599,888	\$1,735,000	8%
Sale Price SQFT	\$681	\$744	9%
Sale to List Price Ratio	100%	102%	2%
Days on Market	19	14	-26%

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

Community DETACHED HOUSES

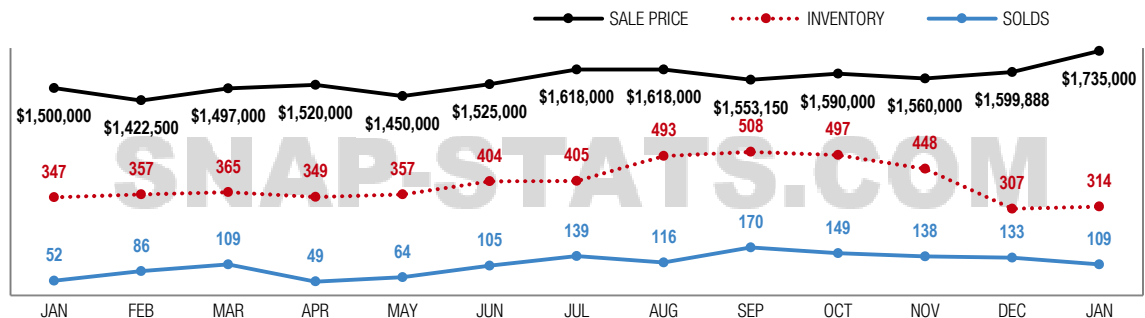
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	1	0	NA
Collingwood	59	13	22%
Downtown	0	0	NA
Fraser	16	10	63%
Fraserview	16	12	75%
Grandview Woodland	28	5	18%
Hastings	5	0	NA
Hastings Sunrise	6	0	NA
Killarney	30	15	50%
Knight	25	6	24%
Main	11	3	27%
Mount Pleasant	7	0	NA
Renfrew Heights	21	8	38%
Renfrew	31	15	48%
South Marine	4	1	25%
South Vancouver	36	18	50%
Strathcona	6	1	17%
Victoria	12	2	17%
TOTAL*	314	109	35%

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE DETACHED**: Sellers Market at 35% Sales Ratio average (3.5 in 10 homes selling rate)
- Homes are selling on average 2% above list price
- Most Active Price Band** \$1.5 mil to \$1.75 mil with average 59% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$3 mil to \$3.5 mil Collingwood, Grandview Woodland, Victoria and 3 to 4 bedroom properties
- Sellers Best Bet** Selling homes in Fraser, Fraserview and 5 to 6 bedroom properties

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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	4	1	25%
300,001 – 400,000	11	3	27%
400,001 – 500,000	54	19	35%
500,001 – 600,000	93	27	29%
600,001 – 700,000	64	19	30%
700,001 – 800,000	48	15	31%
800,001 – 900,000	54	8	15%
900,001 – 1,000,000	32	12	38%
1,000,001 – 1,250,000	31	7	23%
1,250,001 – 1,500,000	18	4	22%
1,500,001 – 1,750,000	7	0	NA
1,750,001 – 2,000,000	3	0	NA
2,000,001 – 2,250,000	3	0	NA
2,250,001 – 2,500,000	3	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	1	0	NA
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	428	115	27%

0 to 1 Bedroom	160	54	34%
2 Bedrooms	186	44	24%
3 Bedrooms	78	15	19%
4 Bedrooms & Greater	4	2	50%
TOTAL*	428	115	27%

SnapStats®	December	January	Variance
Inventory	402	428	6%
Solds	179	115	-36%
Sale Price	\$635,000	\$650,000	2%
Sale Price SQFT	\$796	\$779	-2%
Sale to List Price Ratio	98%	100%	2%
Days on Market	23	26	13%

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

Community CONDOS & TOWNHOMES

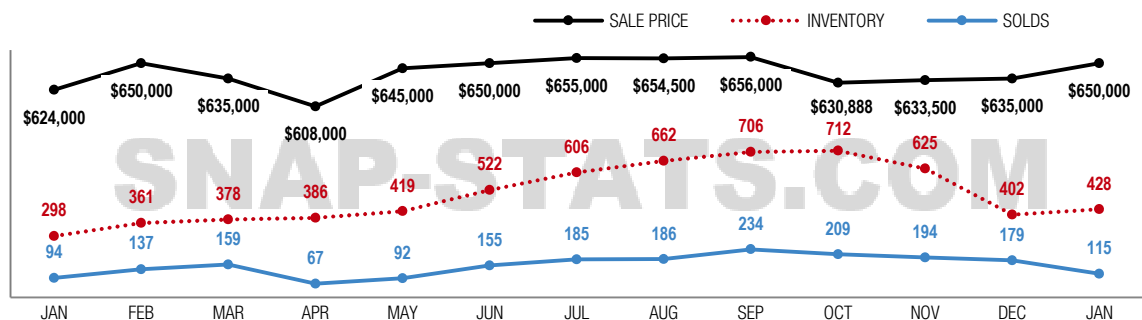
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	3	6	200%*
Collingwood	111	27	24%
Downtown	27	12	44%
Fraser	10	2	20%
Fraserview	1	0	NA
Grandview Woodland	9	3	33%
Hastings	13	2	15%
Hastings Sunrise	7	1	14%
Killarney	9	4	44%
Knight	15	4	27%
Main	8	2	25%
Mount Pleasant	80	21	26%
Renfrew Heights	9	1	11%
Renfrew	16	3	19%
South Marine	59	20	34%
South Vancouver	5	1	20%
Strathcona	21	3	14%
Victoria	25	3	12%
TOTAL*	428	115	27%

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE ATTACHED**: Sellers Market at 27% Sales Ratio average (2.7 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$900,000 to \$1mil with average 38% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$800,000 to \$900,000, Hastings, Renfrew Heights, Strathcona, Victoria and 3 bedroom properties
- Sellers Best Bet** Selling homes in Downtown, Killarney and up to 1 bedroom properties

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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	1	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	0	0	NA
700,001 – 800,000	0	0	NA
800,001 – 900,000	0	0	NA
900,001 – 1,000,000	0	0	NA
1,000,001 – 1,250,000	4	0	NA
1,250,001 – 1,500,000	8	7	88%
1,500,001 – 1,750,000	8	14	175%*
1,750,001 – 2,000,000	31	5	16%
2,000,001 – 2,250,000	15	7	47%
2,250,001 – 2,500,000	14	0	NA
2,500,001 – 2,750,000	8	4	50%
2,750,001 – 3,000,000	6	2	33%
3,000,001 – 3,500,000	10	4	40%
3,500,001 – 4,000,000	6	2	33%
4,000,001 – 4,500,000	10	1	10%
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	2	0	NA
TOTAL*	123	46	37%

2 Bedrooms & Less	6	0	NA
3 to 4 Bedrooms	52	22	42%
5 to 6 Bedrooms	51	20	39%
7 Bedrooms & More	14	4	29%
TOTAL*	123	46	37%

SnapStats®	December	January	Variance
Inventory	117	123	5%
Solds	80	46	-43%
Sale Price	\$1,753,000	\$1,844,500	5%
Sale Price SQFT	\$677	\$741	9%
Sale to List Price Ratio	100%	103%	3%
Days on Market	12	10	-17%

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Community DETACHED HOUSES

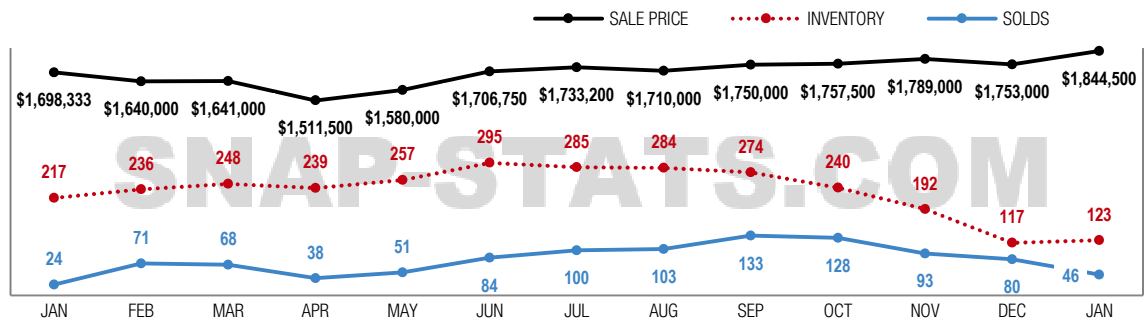
SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	0	0	NA
Boulevard	4	4	100%
Braemar	1	2	200%*
Calverhall	4	4	100%
Canyon Heights	9	4	44%
Capilano	4	2	50%
Central Lonsdale	9	4	44%
Deep Cove	4	2	50%
Delbrook	0	0	NA
Dollarton	4	0	NA
Edgemont	18	3	17%
Forest Hills	4	1	25%
Grouse Woods	2	0	NA
Harbourside	0	0	NA
Indian Arm	1	0	NA
Indian River	0	2	NA*
Lower Lonsdale	4	0	NA
Lynn Valley	10	4	40%
Lynnmoor	5	0	NA
Mosquito Creek	1	0	NA
Norgate	5	0	NA
Northlands	0	0	NA
Pemberton Heights	0	4	NA*
Pemberton	3	0	NA
Princess Park	1	0	NA
Queensbury	2	0	NA
Roche Point	1	0	NA
Seymour	2	0	NA
Tempe	0	0	NA
Upper Delbrook	6	0	NA
Upper Lonsdale	17	6	35%
Westlynn	1	3	300%*
Westlynn Terrace	0	0	NA
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	1	1	100%
TOTAL*	123	46	37%

Market Summary

- Market Type Indicator **NORTH VANCOUVER DETACHED**: Sellers Market at 37% Sales Ratio average (3.7 in 10 homes selling rate)
- Homes are selling on average 3% above list price
- Most Active Price Band** \$1.5 mil to \$1.75 mil with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$4 mil to \$4.5 mil, Edgemont and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Canyon Heights, Central Lonsdale, Lynn Valley and 3 to 4 bedroom properties

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SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	5	7	140%*
400,001 – 500,000	31	15	48%
500,001 – 600,000	38	9	24%
600,001 – 700,000	36	18	50%
700,001 – 800,000	33	20	61%
800,001 – 900,000	31	12	39%
900,001 – 1,000,000	31	13	42%
1,000,001 – 1,250,000	36	20	56%
1,250,001 – 1,500,000	25	11	44%
1,500,001 – 1,750,000	11	3	27%
1,750,001 – 2,000,000	7	0	NA
2,000,001 – 2,250,000	3	0	NA
2,250,001 – 2,500,000	1	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	3	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	2	0	NA
TOTAL*	295	128	43%

0 to 1 Bedroom	86	37	43%
2 Bedrooms	142	61	43%
3 Bedrooms	49	22	45%
4 Bedrooms & Greater	18	8	44%
TOTAL*	295	128	43%

SnapStats®	December	January	Variance
Inventory	273	295	8%
Solds	162	128	-21%
Sale Price	\$734,500	\$770,000	5%
Sale Price SQFT	\$775	\$791	2%
Sale to List Price Ratio	99%	97%	-2%
Days on Market	21	18	-14%

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

Community CONDOS & TOWNHOMES

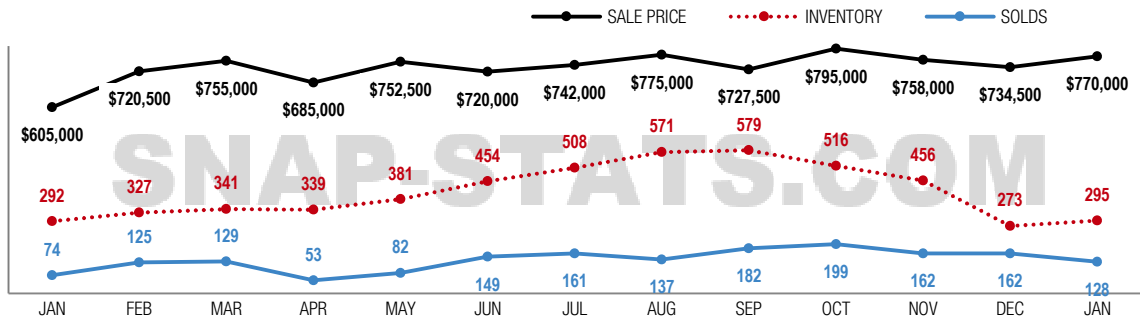
SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	1	1	100%
Boulevard	0	0	NA
Braemar	0	0	NA
Calverhall	0	0	NA
Canyon Heights	0	0	NA
Capilano	1	1	100%
Central Lonsdale	47	23	49%
Deep Cove	2	0	NA
Delbrook	0	0	NA
Dollarton	1	0	NA
Edgemont	9	0	NA
Forest Hills	0	0	NA
Grouse Woods	0	0	NA
Harbourside	8	2	25%
Indian Arm	0	0	NA
Indian River	1	0	NA
Lower Lonsdale	87	47	54%
Lynn Valley	24	12	50%
Lynn timer	19	10	53%
Mosquito Creek	5	7	140%*
Norgate	8	2	25%
Northlands	7	2	29%
Pemberton Heights	3	0	NA
Pemberton	42	9	21%
Princess Park	0	0	NA
Queensbury	6	2	33%
Roche Point	17	2	12%
Seymour	0	2	NA*
Tempe	0	0	NA
Upper Delbrook	0	1	NA*
Upper Lonsdale	5	5	100%
Westlynn	2	0	NA
Westlynn Terrace	0	0	NA
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	0	0	NA
TOTAL*	295	128	43%

Market Summary

- Market Type Indicator **NORTH VANCOUVER ATTACHED**: Sellers Market at 43% Sales Ratio average (4.3 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$700,000 to \$800,000 with average 61% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$500,000 to \$600,000 and Roche Point
- Sellers Best Bet** Selling homes in Central / Lower Lonsdale, Lynn Valley, Lynn timer and all bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



Compliments of...

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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	0	0	NA
700,001 – 800,000	0	0	NA
800,001 – 900,000	0	0	NA
900,001 – 1,000,000	0	0	NA
1,000,001 – 1,250,000	0	0	NA
1,250,001 – 1,500,000	4	0	NA
1,500,001 – 1,750,000	1	0	NA
1,750,001 – 2,000,000	15	3	20%
2,000,001 – 2,250,000	9	3	33%
2,250,001 – 2,500,000	14	0	NA
2,500,001 – 2,750,000	18	4	22%
2,750,001 – 3,000,000	24	3	13%
3,000,001 – 3,500,000	24	7	29%
3,500,001 – 4,000,000	38	0	NA
4,000,001 – 4,500,000	21	0	NA
4,500,001 – 5,000,000	27	2	7%
5,000,001 & Greater	117	7	6%
TOTAL*	312	29	9%

2 Bedrooms & Less	7	0	NA
3 to 4 Bedrooms	125	14	11%
5 to 6 Bedrooms	157	14	9%
7 Bedrooms & More	23	1	4%
TOTAL*	312	29	9%

SnapStats®	December	January	Variance
Inventory	264	312	18%
Solds	51	29	-43%
Sale Price	\$2,799,990	\$3,100,000	11%
Sale Price SQFT	\$762	\$737	-3%
Sale to List Price Ratio	94%	94%	0%
Days on Market	47	37	-21%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	17	0	NA
Ambleside	28	4	14%
Bayridge	5	1	20%
British Properties	64	6	9%
Canterbury	5	0	NA
Caulfield	19	3	16%
Cedardale	3	2	67%
Chartwell	24	1	4%
Chelsea Park	1	0	NA
Cypress	7	1	14%
Cypress Park Estates	7	0	NA
Deer Ridge	0	0	NA
Dundarave	16	2	13%
Eagle Harbour	9	1	11%
Eagleridge	0	0	NA
Furry Creek	6	0	NA
Gleneagles	7	1	14%
Glenmore	14	0	NA
Horseshoe Bay	3	0	NA
Howe Sound	4	0	NA
Lions Bay	8	1	13%
Old Caulfield	4	0	NA
Panorama Village	0	0	NA
Park Royal	3	0	NA
Porteau Cove	0	0	NA
Queens	8	0	NA
Rockridge	1	0	NA
Sandy Cove	2	0	NA
Sentinel Hill	11	2	18%
Upper Caulfield	6	1	17%
West Bay	8	1	13%
Westhill	6	0	NA
Westmount	12	1	8%
Whitby Estates	4	1	25%
Whytecliff	0	0	NA
TOTAL*	312	29	9%

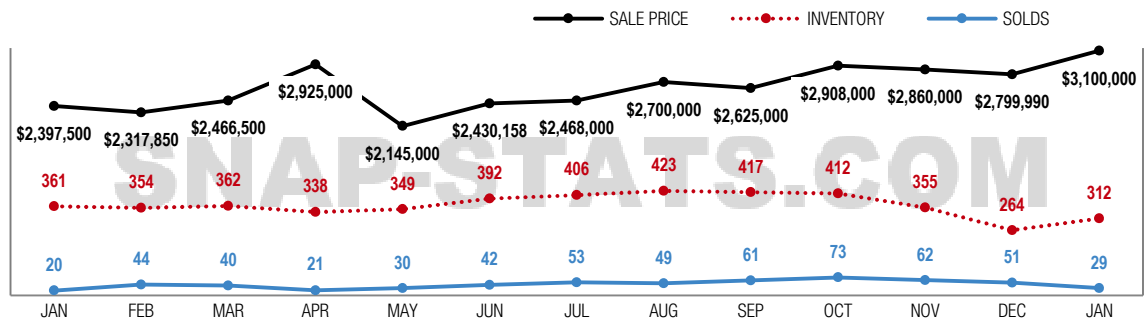
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER DETACHED**: Buyers Market at 9% Sales Ratio average (9 in 100 homes selling rate)
- Homes are selling on average 6% below list price
- Most Active Price Band** \$2 mil to \$2.25 mil with average 33% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes minimum \$4.5 mil, Chartwell and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Sentinel Hill and 3 to 4 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	2	1	50%
500,001 – 600,000	2	2	100%
600,001 – 700,000	4	2	50%
700,001 – 800,000	9	0	NA
800,001 – 900,000	6	0	NA
900,001 – 1,000,000	5	1	20%
1,000,001 – 1,250,000	10	1	10%
1,250,001 – 1,500,000	17	2	12%
1,500,001 – 1,750,000	9	3	33%
1,750,001 – 2,000,000	9	1	11%
2,000,001 – 2,250,000	4	1	25%
2,250,001 – 2,500,000	8	0	NA
2,500,001 – 2,750,000	2	0	NA
2,750,001 – 3,000,000	2	0	NA
3,000,001 – 3,500,000	6	0	NA
3,500,001 – 4,000,000	9	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	2	0	NA
5,000,001 & Greater	7	1	14%
TOTAL*	113	15	13%

0 to 1 Bedroom	21	5	24%
2 Bedrooms	61	6	10%
3 Bedrooms	28	4	14%
4 Bedrooms & Greater	3	0	NA
TOTAL*	113	15	13%

SnapStats®	December	January	Variance
Inventory	107	113	6%
Solds	23	15	-35%
Sale Price	\$1,130,000	\$1,330,000	18%
Sale Price SQFT	\$871	\$1,090	25%
Sale to List Price Ratio	97%	99%	2%
Days on Market	66	93	41%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	0	0	NA
Ambleside	36	4	11%
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	3	2	67%
Deer Ridge	3	0	NA
Dundarave	27	6	22%
Eagle Harbour	0	0	NA
Eagleridge	0	0	NA
Furry Creek	3	0	NA
Gleneagles	0	0	NA
Glenmore	0	0	NA
Horseshoe Bay	0	0	NA
Howe Sound	2	1	50%
Lions Bay	0	0	NA
Old Caulfield	0	1	NA*
Panorama Village	9	0	NA
Park Royal	19	0	NA
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	0	0	NA
West Bay	0	0	NA
Westhill	0	0	NA
Westmount	0	0	NA
Whitby Estates	7	1	14%
Whytecliff	0	0	NA
TOTAL*	113	15	13%

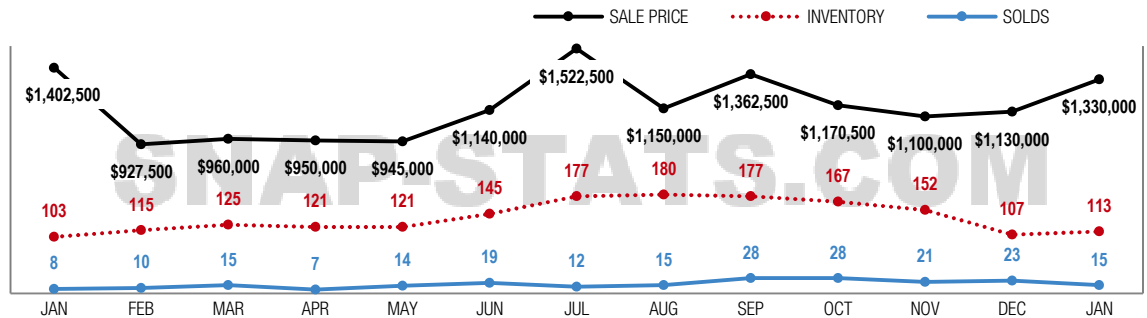
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER ATTACHED**: Balanced Market at 13% Sales Ratio average (1.3 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$1.5 mil to \$1.75 mil with average 33% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1 mil to \$1.25 mil, Ambleside and 2 bedroom properties
- Sellers Best Bet** Selling homes in Dundarave and up to 1 bedroom properties

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13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	2	0	NA
400,001 – 500,000	1	0	NA
500,001 – 600,000	1	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	1	100%
1,000,001 – 1,250,000	6	5	83%
1,250,001 – 1,500,000	42	21	50%
1,500,001 – 1,750,000	59	16	27%
1,750,001 – 2,000,000	69	9	13%
2,000,001 – 2,250,000	34	7	21%
2,250,001 – 2,500,000	56	4	7%
2,500,001 – 2,750,000	29	5	17%
2,750,001 – 3,000,000	40	1	3%
3,000,001 – 3,500,000	32	1	3%
3,500,001 – 4,000,000	22	0	NA
4,000,001 – 4,500,000	14	0	NA
4,500,001 – 5,000,000	3	0	NA
5,000,001 & Greater	10	0	NA
TOTAL*	421	70	17%

2 Bedrooms & Less	15	1	7%
3 to 4 Bedrooms	162	33	20%
5 to 6 Bedrooms	212	35	17%
7 Bedrooms & More	32	1	3%
TOTAL*	421	70	17%

SnapStats®	December	January	Variance
Inventory	403	421	4%
Solds	111	70	-37%
Sale Price	\$1,712,000	\$1,584,400	-7%
Sale Price SQFT	\$633	\$630	0%
Sale to List Price Ratio	96%	96%	0%
Days on Market	48	31	-35%

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

Community DETACHED HOUSES

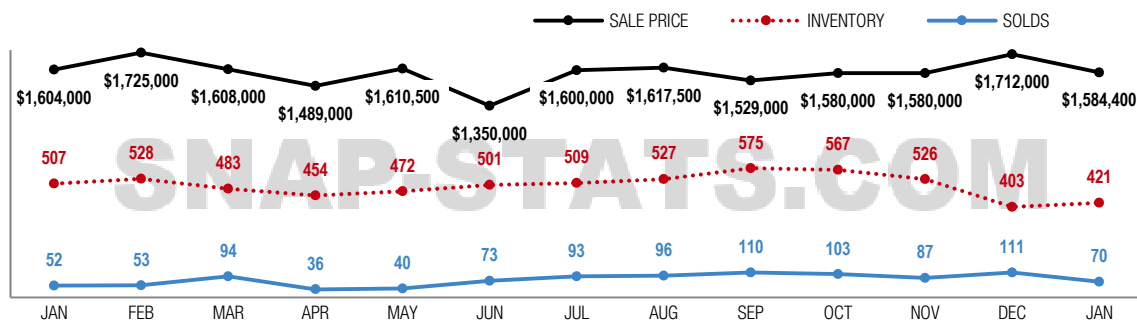
SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	9	3	33%
Bridgeport	16	2	13%
Brighthouse	5	0	NA
Brighthouse South	2	0	NA
Broadmoor	43	3	7%
East Cambie	10	6	60%
East Richmond	6	1	17%
Garden City	16	1	6%
Gilmore	3	0	NA
Granville	57	4	7%
Hamilton	9	2	22%
Ironwood	11	5	45%
Lackner	16	2	13%
McLennan	9	1	11%
McLennan North	3	0	NA
McNair	30	0	NA
Quilchena	13	3	23%
Riverdale	23	2	9%
Saunders	23	2	9%
Sea Island	2	1	50%
Seafair	25	7	28%
South Arm	9	4	44%
Steveston North	23	7	30%
Steveston South	5	2	40%
Steveston Village	4	2	50%
Terra Nova	4	1	25%
West Cambie	8	3	38%
Westwind	9	3	33%
Woodwards	28	3	11%
TOTAL*	421	70	17%

Market Summary

- Market Type Indicator **RICHMOND DETACHED**: Balanced Market at 17% Sales Ratio average (1.7 in 10 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band** \$1.25 mil to \$1.5 mil with average 50% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.75 mil to \$3.5 mil, Broadmoor, Garden City, Granville, Riverdale, Saunders and 7+ bedrooms
- Sellers Best Bet** Selling homes in East Cambie, Ironwood, South Arm and 3 to 4 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	26	2	8%
300,001 – 400,000	40	11	28%
400,001 – 500,000	65	33	51%
500,001 – 600,000	122	44	36%
600,001 – 700,000	130	33	25%
700,001 – 800,000	131	29	22%
800,001 – 900,000	98	15	15%
900,001 – 1,000,000	81	11	14%
1,000,001 – 1,250,000	83	18	22%
1,250,001 – 1,500,000	44	5	11%
1,500,001 – 1,750,000	7	0	NA
1,750,001 – 2,000,000	8	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	1	0	NA
3,000,001 – 3,500,000	3	0	NA
3,500,001 – 4,000,000	3	1	33%
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	846	202	24%

0 to 1 Bedroom	146	42	29%
2 Bedrooms	396	92	23%
3 Bedrooms	244	53	22%
4 Bedrooms & Greater	60	15	25%
TOTAL*	846	202	24%

SnapStats®	December	January	Variance
Inventory	754	846	12%
Solds	232	202	-13%
Sale Price	\$619,500	\$625,000	1%
Sale Price SQFT	\$653	\$648	-1%
Sale to List Price Ratio	97%	98%	1%
Days on Market	27	30	11%

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

Community CONDOS & TOWNHOMES

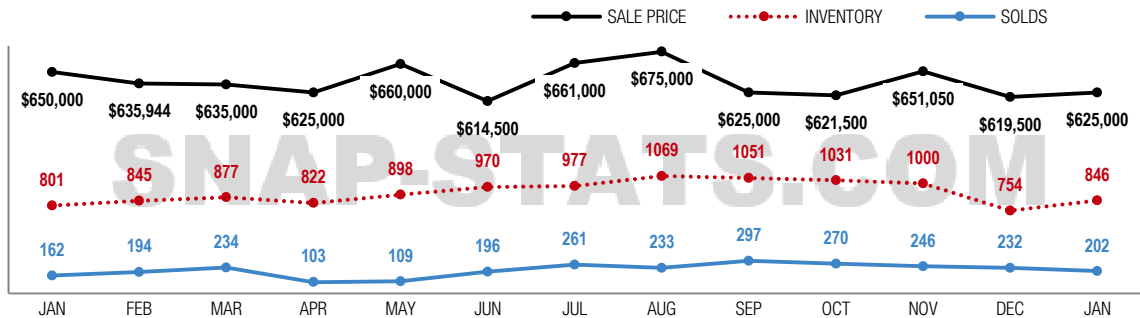
SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	7	9	129%*
Bridgeport	50	4	8%
Brighthouse	284	56	20%
Brighthouse South	69	26	38%
Broadmoor	11	5	45%
East Cambie	7	4	57%
East Richmond	4	0	NA
Garden City	5	0	NA
Gilmore	0	0	NA
Granville	20	1	5%
Hamilton	38	7	18%
Ironwood	23	5	22%
Lackner	1	1	100%
McLennan	0	0	NA
McLennan North	56	17	30%
McNair	1	2	200%*
Quilchena	0	0	NA
Riverdale	17	5	29%
Saunders	11	4	36%
Sea Island	0	0	NA
Seafair	1	1	100%
South Arm	11	2	18%
Steveston North	11	1	9%
Steveston South	16	9	56%
Steveston Village	24	1	4%
Terra Nova	6	2	33%
West Cambie	158	35	22%
Westwind	1	0	NA
Woodwards	14	5	36%
TOTAL*	846	202	24%

Market Summary

- Market Type Indicator **RICHMOND ATTACHED**: Sellers Market at 24% Sales Ratio average (2.4 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$400,000 to \$500,000 with average 51% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$0 to \$300,000, Bridgeport, Granville, Steveston North / Village and 2 to 3 bedroom properties
- Sellers Best Bet** Selling homes in Boyd Park, Broadmoor, Steveston South and up to 1 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 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	3	1	33%
1,000,001 – 1,250,000	20	11	55%
1,250,001 – 1,500,000	13	11	85%
1,500,001 – 1,750,000	12	5	42%
1,750,001 – 2,000,000	11	1	9%
2,000,001 – 2,250,000	4	0	NA
2,250,001 – 2,500,000	3	0	NA
2,500,001 – 2,750,000	2	1	50%
2,750,001 – 3,000,000	1	0	NA
3,000,001 – 3,500,000	5	0	NA
3,500,001 – 4,000,000	5	0	NA
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	81	30	37%

2 Bedrooms & Less	6	1	17%
3 to 4 Bedrooms	49	23	47%
5 to 6 Bedrooms	24	6	25%
7 Bedrooms & More	2	0	NA
TOTAL*	81	30	37%

SnapStats®	December	January	Variance
Inventory	81	81	0%
Solds	39	30	-23%
Sale Price	\$1,300,000	\$1,300,500	0%
Sale Price SQFT	\$527	\$531	1%
Sale to List Price Ratio	96%	97%	1%
Days on Market	67	36	-46%

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

Community DETACHED HOUSES

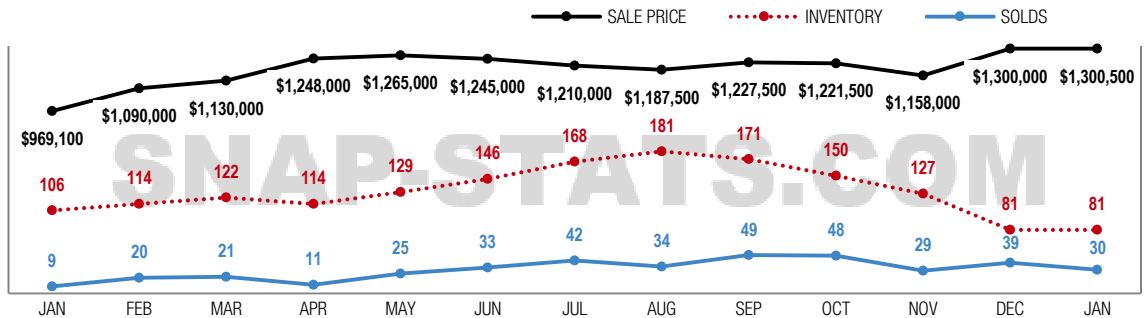
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	4	2	50%
Boundary Beach	7	2	29%
Cliff Drive	6	7	117%*
English Bluff	16	0	NA
Pebble Hill	17	6	35%
Tsawwassen Central	13	8	62%
Tsawwassen East	4	1	25%
Tsawwassen North	14	4	29%
TOTAL*	81	30	37%

Market Summary

- Market Type Indicator **TSAWWASSEN DETACHED**: Sellers Market at 37% Sales Ratio average (3.7 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$1.25 mil to \$1.5 mil with average 85% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 mil, Pebble Hill, Tsawwassen North and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Tsawwassen Central and 3 to 4 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	4	3	75%
400,001 – 500,000	14	2	14%
500,001 – 600,000	12	8	67%
600,001 – 700,000	11	2	18%
700,001 – 800,000	7	3	43%
800,001 – 900,000	7	1	14%
900,001 – 1,000,000	7	3	43%
1,000,001 – 1,250,000	5	1	20%
1,250,001 – 1,500,000	0	0	NA
1,500,001 – 1,750,000	2	1	50%
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*	69	24	35%

0 to 1 Bedroom	11	3	27%
2 Bedrooms	40	13	33%
3 Bedrooms	14	3	21%
4 Bedrooms & Greater	4	5	125%*
TOTAL*	69	24	35%

SnapStats®	December	January	Variance
Inventory	69	69	0%
Solds	34	24	-29%
Sale Price	\$598,950	\$582,450	-3%
Sale Price SQFT	\$467	\$448	-4%
Sale to List Price Ratio	99%	97%	-2%
Days on Market	45	46	2%

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

Community CONDOS & TOWNHOMES

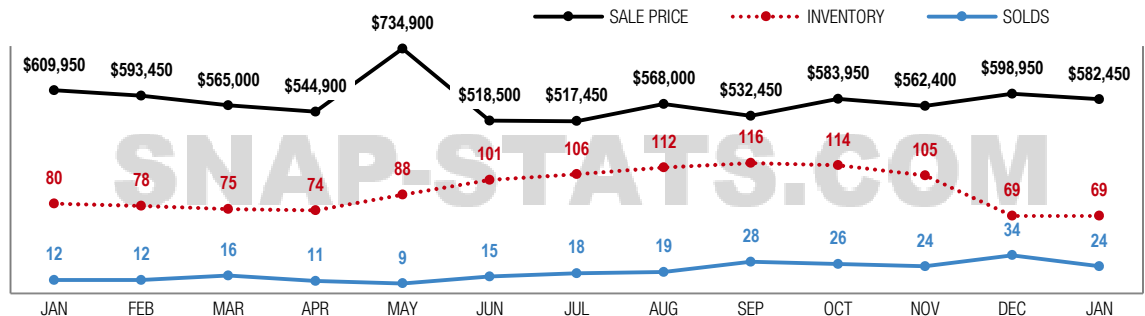
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	6	3	50%
Boundary Beach	1	3	300%*
Cliff Drive	10	4	40%
English Bluff	0	0	NA
Pebble Hill	0	0	NA
Tsawwassen Central	11	3	27%
Tsawwassen East	1	2	200%*
Tsawwassen North	40	9	23%
TOTAL*	69	24	35%

Market Summary

- Market Type Indicator **TSAWWASSEN ATTACHED**: Sellers Market at 35% Sales Ratio average (3.5 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$500,000 to \$600,000 with average 67% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$400,000 to \$500,000, Tsawwassen North and 3 bedroom properties
- Sellers Best Bet** Selling homes in Cliff Drive and 2 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	1	0	NA
400,001 – 500,000	1	0	NA
500,001 – 600,000	1	0	NA
600,001 – 700,000	0	0	NA
700,001 – 800,000	1	0	NA
800,001 – 900,000	2	1	50%
900,001 – 1,000,000	2	3	150%*
1,000,001 – 1,250,000	2	6	300%*
1,250,001 – 1,500,000	13	4	31%
1,500,001 – 1,750,000	7	0	NA
1,750,001 – 2,000,000	4	0	NA
2,000,001 – 2,250,000	2	0	NA
2,250,001 – 2,500,000	1	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	0	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	0	0	NA
4,000,001 – 4,500,000	3	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	40	14	35%

2 Bedrooms & Less	10	0	NA
3 to 4 Bedrooms	18	12	67%
5 to 6 Bedrooms	12	2	17%
7 Bedrooms & More	0	0	NA
TOTAL*	40	14	35%

SnapStats®	December	January	Variance
Inventory	36	40	11%
Solds	16	14	-13%
Sale Price	\$1,132,500	\$1,200,000	6%
Sale Price SQFT	\$512	\$585	14%
Sale to List Price Ratio	100%	103%	3%
Days on Market	8	5	-38%

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

Community DETACHED HOUSES

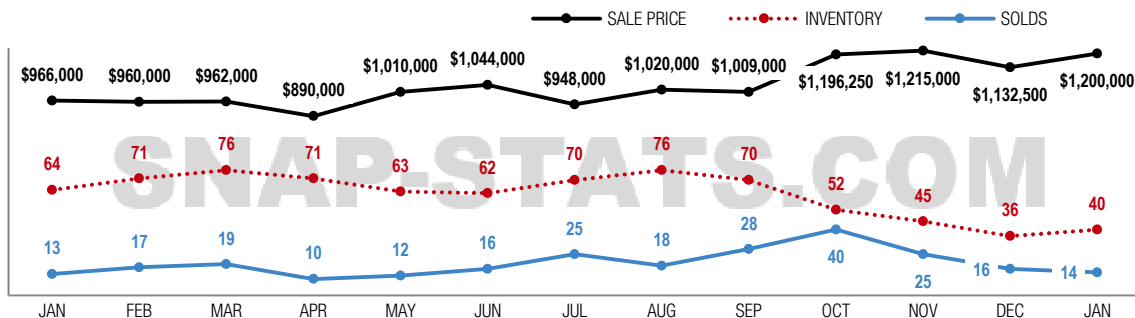
SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	3	4	133%*
East Delta	1	0	NA
Hawthorne	10	5	50%
Holly	9	3	33%
Ladner Elementary	4	0	NA
Ladner Rural	3	0	NA
Neilsen Grove	6	1	17%
Port Guichon	3	1	33%
Tilbury	0	0	NA
Westham Island	1	0	NA
TOTAL*	40	14	35%

Market Summary

- Market Type Indicator **LADNER DETACHED**: Sellers Market at 35% Sales Ratio average (3.5 in 10 homes selling rate)
- Homes are selling on average 3% above list price
- Most Active Price Band** \$1.25 mil to \$1.5 mil with average 31% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes in Holly and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Hawthorne and 3 to 4 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



Compliments of...

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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	7	1	14%
500,001 – 600,000	6	0	NA
600,001 – 700,000	5	1	20%
700,001 – 800,000	5	1	20%
800,001 – 900,000	3	1	33%
900,001 – 1,000,000	2	0	NA
1,000,001 – 1,250,000	4	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*	32	4	13%

0 to 1 Bedroom	3	0	NA
2 Bedrooms	19	3	16%
3 Bedrooms	7	1	14%
4 Bedrooms & Greater	3	0	NA
TOTAL*	32	4	13%

SnapStats®	December	January	Variance
Inventory	12	32	167%
Solds	14	4	-71%
Sale Price	\$642,500	\$720,000	12%
Sale Price SQFT	\$482	\$669	39%
Sale to List Price Ratio	187%	98%	-48%
Days on Market	11	89	709%

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

Community CONDOS & TOWNHOMES

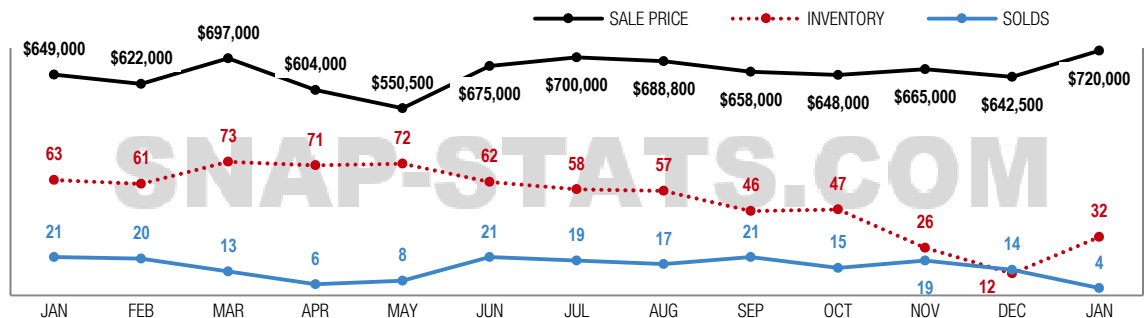
SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	5	1	20%
East Delta	0	0	NA
Hawthorne	6	0	NA
Holly	0	0	NA
Ladner Elementary	3	0	NA
Ladner Rural	0	0	NA
Neilsen Grove	17	1	6%
Port Guichon	0	0	NA
Tilbury	1	2	200%*
Westham Island	0	0	NA
TOTAL*	32	4	13%

Market Summary

- Market Type Indicator **LADNER ATTACHED**: Balanced Market at 12% Sales Ratio average (1.2 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** Insufficient data
- Buyers Best Bet** Insufficient data
- Sellers Best Bet** Insufficient data

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 100,000	0	0	NA
100,001 – 200,000	0	0	NA
200,001 – 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	1	0	NA
900,001 – 1,000,000	0	0	NA
1,000,001 – 1,250,000	5	6	120%*
1,250,001 – 1,500,000	28	19	68%
1,500,001 – 1,750,000	25	9	36%
1,750,001 – 2,000,000	34	10	29%
2,000,001 – 2,250,000	23	4	17%
2,250,001 – 2,500,000	21	5	24%
2,500,001 – 2,750,000	20	1	5%
2,750,001 – 3,000,000	15	2	13%
3,000,001 – 3,500,000	13	0	NA
3,500,001 – 4,000,000	5	0	NA
4,000,001 & Greater	8	0	NA
TOTAL*	198	56	28%

2 Bedrooms & Less	7	4	57%
3 to 4 Bedrooms	51	17	33%
5 to 6 Bedrooms	74	21	28%
7 Bedrooms & More	66	14	21%
TOTAL*	198	56	28%

SnapStats®	December	January	Variance
Inventory	189	198	5%
Solds	83	56	-33%
Sale Price	\$1,538,000	\$1,574,000	2%
Sale Price SQFT	\$614	\$618	1%
Sale to List Price Ratio	103%	98%	-5%
Days on Market	17	40	135%

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

Community DETACHED HOUSES

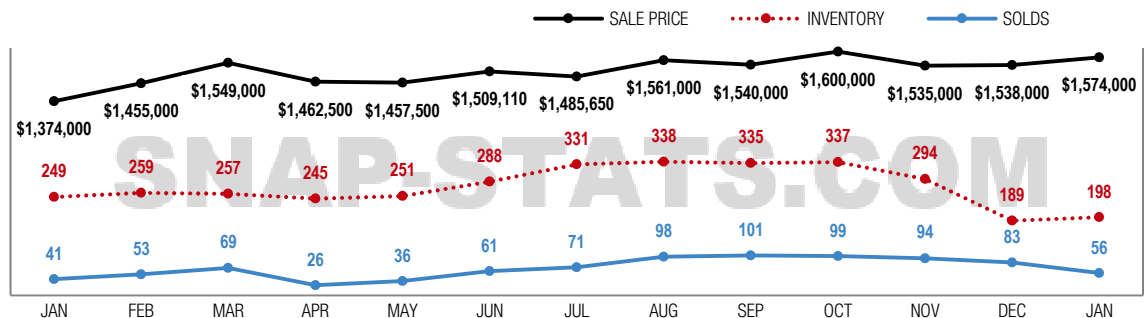
SnapStats®	Inventory	Sales	Sales Ratio
Big Bend	5	1	20%
Brentwood Park	5	3	60%
Buckingham Heights	1	0	NA
Burnaby Hospital	5	2	40%
Burnaby Lake	7	5	71%
Cariboo	0	0	NA
Capitol Hill	10	6	60%
Central	6	1	17%
Central Park	6	0	NA
Deer Lake	8	0	NA
Deer Lake Place	2	1	50%
East Burnaby	8	6	75%
Edmonds	8	0	NA
Forest Glen	10	0	NA
Forest Hills	0	0	NA
Garden Village	2	2	100%
Government Road	5	2	40%
Greentree Village	1	1	100%
Highgate	8	1	13%
Metrotown	15	3	20%
Montecito	4	2	50%
Oakdale	0	0	NA
Oaklands	0	0	NA
Parkcrest	14	1	7%
Simon Fraser Hills	0	0	NA
Simon Fraser University SFU	1	0	NA
South Slope	27	9	33%
Sperling-Duthie	5	4	80%
Sullivan Heights	0	0	NA
Suncrest	4	0	NA
The Crest	3	2	67%
Upper Deer Lake	12	1	8%
Vancouver Heights	5	2	40%
Westridge	4	0	NA
Willingdon Heights	7	1	14%
TOTAL*	198	56	28%

Market Summary

- Market Type Indicator **BURNABY DETACHED**: Sellers Market at 28% Sales Ratio average (2.8 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 68% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.5 mil to \$2.75 mil, Highgate, Parkcrest, Upper Deer Lake and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Capitol Hill, East Burnaby and 3 to 4 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 100,000	0	0	NA
100,001 – 200,000	0	0	NA
200,001 – 300,000	0	1	NA*
300,001 – 400,000	20	14	70%
400,001 – 500,000	99	42	42%
500,001 – 600,000	143	60	42%
600,001 – 700,000	150	46	31%
700,001 – 800,000	127	28	22%
800,001 – 900,000	102	22	22%
900,001 – 1,000,000	60	10	17%
1,000,001 – 1,250,000	39	7	18%
1,250,001 – 1,500,000	24	4	17%
1,500,001 – 1,750,000	7	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	1	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	1	0	NA
4,000,001 & Greater	0	0	NA
TOTAL*	777	234	30%

0 to 1 Bedroom	177	78	44%
2 Bedrooms	488	127	26%
3 Bedrooms	102	27	26%
4 Bedrooms & Greater	10	2	20%
TOTAL*	777	234	30%

SnapStats®	December	January	Variance
Inventory	719	777	8%
Solds	263	234	-11%
Sale Price	\$635,000	\$600,500	-5%
Sale Price SQFT	\$699	\$690	-1%
Sale to List Price Ratio	98%	97%	-1%
Days on Market	23	25	9%

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

Community CONDOS & TOWNHOMES

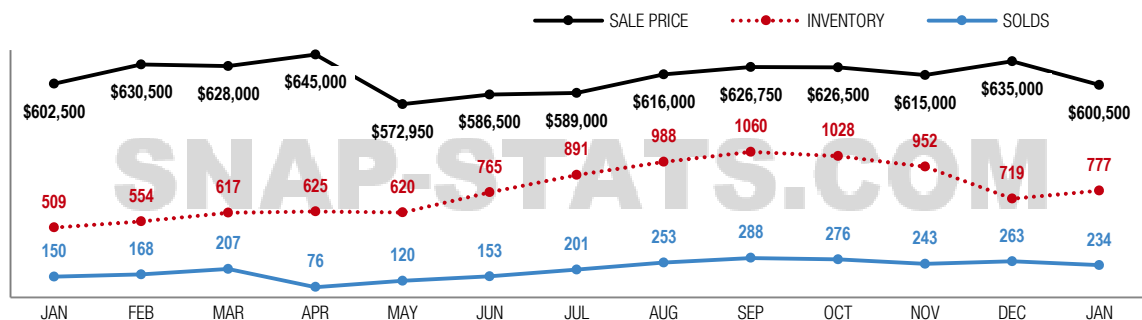
SnapStats®	Inventory	Sales	Sales Ratio
Big Bend	0	1	NA*
Brentwood Park	172	49	28%
Buckingham Heights	0	0	NA
Burnaby Hospital	4	1	25%
Burnaby Lake	2	0	NA
Cariboo	12	7	58%
Capitol Hill	4	1	25%
Central	14	5	36%
Central Park	11	8	73%
Deer Lake	0	0	NA
Deer Lake Place	0	0	NA
East Burnaby	2	0	NA
Edmonds	42	16	38%
Forest Glen	46	9	20%
Forest Hills	1	2	200%*
Garden Village	0	0	NA
Government Road	17	8	47%
Greentree Village	0	0	NA
Highgate	52	22	42%
Metrotown	220	55	25%
Montecito	1	1	100%
Oakdale	0	0	NA
Oaklands	9	2	22%
Parkcrest	0	1	NA*
Simon Fraser Hills	3	2	67%
Simon Fraser University SFU	75	16	21%
South Slope	34	9	26%
Sperling-Duthie	3	0	NA
Sullivan Heights	26	6	23%
Suncrest	0	0	NA
The Crest	1	1	100%
Upper Deer Lake	1	0	NA
Vancouver Heights	14	8	57%
Westridge	1	0	NA
Willingdon Heights	10	4	40%
TOTAL*	777	234	30%

Market Summary

- Market Type Indicator **BURNABY ATTACHED**: Sellers Market at 30% Sales Ratio average (3 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$300,000 to \$400,000 with average 70% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$900,000 to \$1.5 mil, Forest Glen, Oaklands, SFU, Sullivan Heights and minimum 4 bedrooms
- Sellers Best Bet** Selling homes in Cariboo, Central Park, Vancouver Heights and up to 1 bedrooms

**With minimum inventory of 10 in most instances

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