

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

Compliments of:
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eXp Realty



July 2022

Produced & Published by SnapStats® Publishing Co.
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METRO

Downtown
Westside
Eastside
North Vancouver
West Vancouver
Richmond
Tsawwassen
Ladner

VANCOUVER

EDITION



Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	2	1	50%
300,001 – 400,000	10	1	10%
400,001 – 500,000	16	8	50%
500,001 – 600,000	50	18	36%
600,001 – 700,000	76	27	36%
700,001 – 800,000	86	20	23%
800,001 – 900,000	50	20	40%
900,001 – 1,000,000	64	10	16%
1,000,001 – 1,250,000	79	20	25%
1,250,001 – 1,500,000	91	5	5%
1,500,001 – 1,750,000	73	7	10%
1,750,001 – 2,000,000	66	3	5%
2,000,001 – 2,250,000	29	0	NA
2,250,001 – 2,500,000	24	1	4%
2,500,001 – 2,750,000	14	2	14%
2,750,001 – 3,000,000	25	1	4%
3,000,001 – 3,500,000	28	2	7%
3,500,001 – 4,000,000	24	2	8%
4,000,001 – 4,500,000	15	1	7%
4,500,001 – 5,000,000	14	1	7%
5,000,001 & Greater	57	2	4%
TOTAL*	893	152	17%

0 to 1 Bedroom	319	80	25%
2 Bedrooms	448	62	14%
3 Bedrooms	114	9	8%
4 Bedrooms & Greater	12	1	8%
TOTAL*	893	152	17%

SnapStats®	June	July	Variance
Inventory	915	893	-2%
Solds	188	152	-19%
Sale Price	\$784,000	\$810,000	3%
Sale Price SQFT	\$1,064	\$1,081	2%
Sale to List Price Ratio	98%	100%	2%
Days on Market	11	12	9%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Coal Harbour	142	12	8%
Downtown	308	67	22%
Westend	207	34	16%
Yaletown	236	39	17%
TOTAL*	893	152	17%

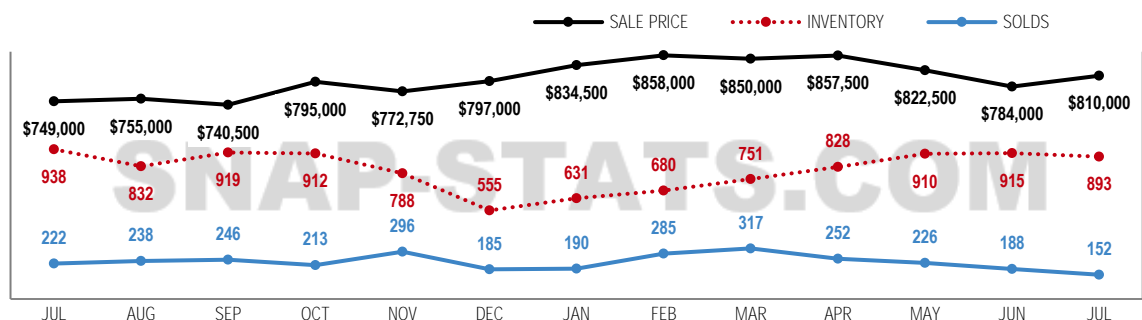
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **DOWNTOWN ATTACHED**: Balanced Market at 17% Sales Ratio average (1.7 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$400,000 to \$500,000 with average 50% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.25 mil to \$2.5 mil / \$2.75 mil to \$3 mil, Coal Harbour and minimum 3 bedroom properties
- Sellers Best Bet** Selling homes in Downtown 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 - 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	0	0	NA
1,500,001 – 1,750,000	0	0	NA
1,750,001 – 2,000,000	6	0	NA
2,000,001 – 2,250,000	8	3	38%
2,250,001 – 2,500,000	12	4	33%
2,500,001 – 2,750,000	26	1	4%
2,750,001 – 3,000,000	50	6	12%
3,000,001 – 3,500,000	60	12	20%
3,500,001 – 4,000,000	65	9	14%
4,000,001 – 4,500,000	61	1	2%
4,500,001 – 5,000,000	64	2	3%
5,000,001 – 5,500,000	45	3	7%
5,500,001 - 6,000,000	50	2	4%
6,000,001 - 6,500,000	23	1	4%
6,500,001 - 7,000,000	39	1	3%
7,000,001 - 7,500,000	9	0	NA
7,500,001 & Greater	126	2	2%
TOTAL*	644	47	7%

2 Bedrooms & Less	27	0	NA
3 to 4 Bedrooms	192	21	11%
5 to 6 Bedrooms	318	20	6%
7 Bedrooms & More	107	6	6%
TOTAL*	644	47	7%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	36	2	6%
Cambie	40	3	8%
Dunbar	80	10	13%
Fairview	1	0	NA
Falsecreek	1	0	NA
Kerrisdale	35	3	9%
Kitsilano	41	4	10%
Mackenzie Heights	20	2	10%
Marpole	53	3	6%
Mount Pleasant	3	0	NA
Oakridge	22	0	NA
Point Grey	75	7	9%
Quilchena	21	2	10%
SW Marine	18	0	NA
Shaughnessy	78	0	NA
South Cambie	7	1	14%
South Granville	68	8	12%
Southlands	30	2	7%
University	15	0	NA
TOTAL*	644	47	7%

SnapStats®	June	July	Variance
Inventory	667	644	-3%
Solds	70	47	-33%
Sale Price	\$3,393,000	\$3,460,000	2%
Sale Price SQFT	\$1,078	\$1,129	5%
Sale to List Price Ratio	97%	96%	-1%
Days on Market	18	17	-6%

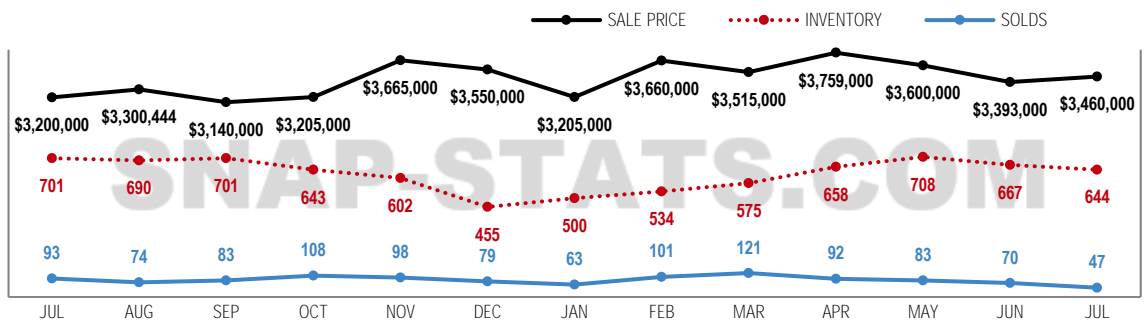
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE DETACHED**: Buyers Market at 7% Sales Ratio average (7 in 100 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band** \$2 mil to \$2.25 mil with average 38% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$4 mil to \$4.5 mil / minimum \$7.5 mil, Arbutus, Marpole, Southlands and minimum 5 bedrooms
- Sellers Best Bet** Selling homes in Dunbar, South Granville and 3 to 4 bedrooms

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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	1	1	100%
400,001 – 500,000	6	2	33%
500,001 – 600,000	18	11	61%
600,001 – 700,000	36	23	64%
700,001 – 800,000	74	22	30%
800,001 – 900,000	82	21	26%
900,001 – 1,000,000	59	17	29%
1,000,001 – 1,250,000	106	30	28%
1,250,001 – 1,500,000	115	14	12%
1,500,001 – 1,750,000	63	13	21%
1,750,001 – 2,000,000	77	3	4%
2,000,001 – 2,250,000	31	3	10%
2,250,001 – 2,500,000	26	1	4%
2,500,001 – 2,750,000	18	0	NA
2,750,001 – 3,000,000	10	1	10%
3,000,001 – 3,500,000	9	0	NA
3,500,001 – 4,000,000	8	0	NA
4,000,001 – 4,500,000	2	1	50%
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	8	0	NA
TOTAL*	750	163	22%

0 to 1 Bedroom	179	64	36%
2 Bedrooms	379	78	21%
3 Bedrooms	170	21	12%
4 Bedrooms & Greater	22	0	NA
TOTAL*	750	163	22%

SnapStats®	June	July	Variance
Inventory	763	750	-2%
Solds	186	163	-12%
Sale Price	\$969,500	\$909,000	-6%
Sale Price SQFT	\$1,055	\$1,015	-4%
Sale to List Price Ratio	100%	101%	1%
Days on Market	9	12	33%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	0	0	NA
Cambie	87	7	8%
Dunbar	12	0	NA
Fairview	65	28	43%
Falscreek	81	24	30%
Kerrisdale	36	2	6%
Kitsilano	89	29	33%
Mackenzie Heights	0	0	NA
Marpole	72	16	22%
Mount Pleasant	4	4	100%
Oakridge	29	2	7%
Point Grey	13	5	38%
Quilchena	14	2	14%
SW Marine	8	3	38%
Shaughnessy	10	1	10%
South Cambie	35	4	11%
South Granville	33	3	9%
Southlands	3	2	67%
University	159	31	19%
TOTAL*	750	163	22%

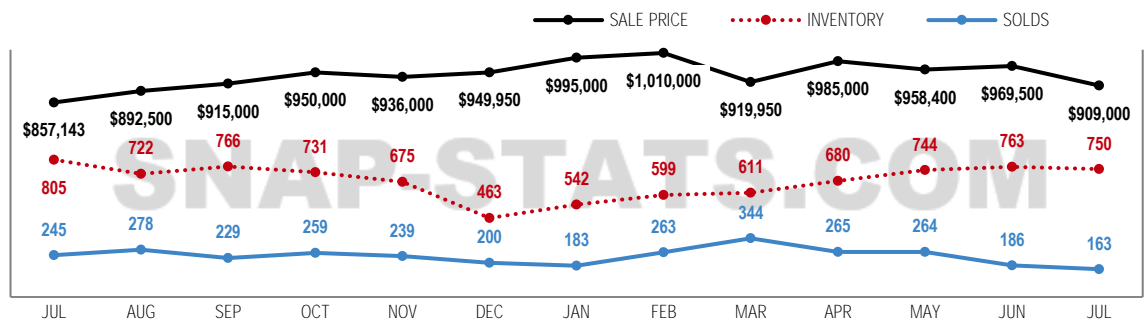
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE ATTACHED**: Sellers Market at 22% Sales Ratio average (2.2 in 10 homes selling rate)
- Homes are selling on average 1% above list price
- Most Active Price Band** \$600,000 to \$700,000 with average 64% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 mil, \$2.25 mil to \$2.5 mil, Kerrisdale and 3 bedroom properties
- Sellers Best Bet** Selling homes in Fairview, Point Grey, SW Marine and up to 1 bedroom properties

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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 800,000	0	0	NA
800,001 – 900,000	0	0	NA
900,001 – 1,000,000	0	0	NA
1,000,001 – 1,250,000	2	2	100%
1,250,001 – 1,500,000	28	7	25%
1,500,001 – 1,750,000	62	16	26%
1,750,001 – 2,000,000	111	12	11%
2,000,001 – 2,250,000	67	9	13%
2,250,001 – 2,500,000	82	2	2%
2,500,001 – 2,750,000	39	3	8%
2,750,001 – 3,000,000	62	2	3%
3,000,001 – 3,500,000	49	1	2%
3,500,001 – 4,000,000	14	0	NA
4,000,001 – 4,500,000	6	0	NA
4,500,001 – 5,000,000	2	0	NA
5,000,001 – 5,500,000	1	0	NA
5,500,001 - 6,000,000	0	0	NA
6,000,001 - 6,500,000	0	0	NA
6,500,001 - 7,000,000	0	0	NA
7,000,001 - 7,500,000	1	0	NA
7,500,001 & Greater	0	0	NA
TOTAL*	526	54	10%

2 Bedrooms & Less	29	3	10%
3 to 4 Bedrooms	176	15	9%
5 to 6 Bedrooms	242	27	11%
7 Bedrooms & More	79	9	11%
TOTAL*	526	54	10%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	0	0	NA
Collingwood	90	4	4%
Downtown	0	0	NA
Fraser	34	8	24%
Fraserview	20	3	15%
Grandview Woodland	42	4	10%
Hastings	17	0	NA
Hastings Sunrise	16	3	19%
Killarney	45	4	9%
Knight	41	7	17%
Main	22	3	14%
Mount Pleasant	10	1	10%
Renfrew Heights	51	5	10%
Renfrew	46	6	13%
South Marine	2	0	NA
South Vancouver	58	3	5%
Strathcona	6	2	33%
Victoria	26	1	4%
TOTAL*	526	54	10%

SnapStats®	June	July	Variance
Inventory	527	526	0%
Solds	76	54	-29%
Sale Price	\$1,857,500	\$1,790,000	-4%
Sale Price SQFT	\$827	\$790	-4%
Sale to List Price Ratio	100%	95%	-5%
Days on Market	10	12	20%

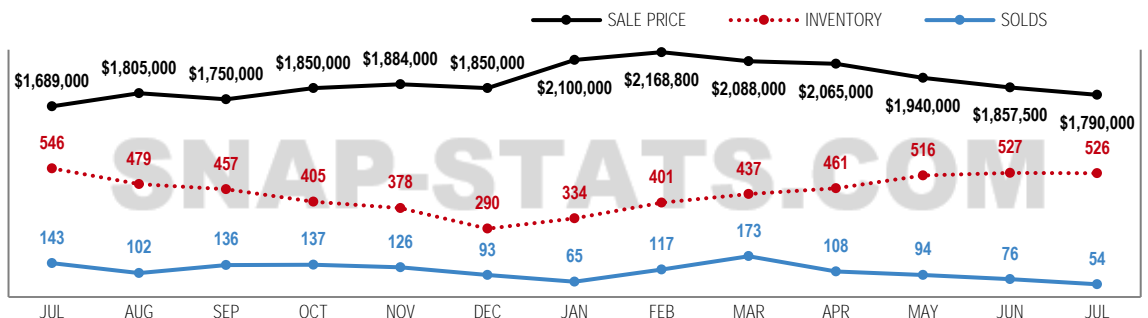
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Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE DETACHED**: Buyers Market at 10% Sales Ratio average (1 in 10 homes selling rate)
- Homes are selling on average 5% below list price
- Most Active Price Band** \$1.25 mil to \$1.75 mil with average 26% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.25 mil to \$2.5 mil / \$2.75 mil to \$3.5 mil, Collingwood, South Vancouver and Victoria
- Sellers Best Bet** Selling homes in Fraser and minimum 5 bedroom properties

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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	1	1	100%
300,001 – 400,000	10	4	40%
400,001 – 500,000	22	4	18%
500,001 – 600,000	59	20	34%
600,001 – 700,000	64	32	50%
700,001 – 800,000	70	16	23%
800,001 – 900,000	57	15	26%
900,001 – 1,000,000	62	10	16%
1,000,001 – 1,250,000	42	12	29%
1,250,001 – 1,500,000	37	8	22%
1,500,001 – 1,750,000	20	4	20%
1,750,001 – 2,000,000	8	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	1	0	NA
2,750,001 – 3,000,000	3	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	3	0	NA
TOTAL*	469	126	27%

0 to 1 Bedroom	175	50	29%
2 Bedrooms	203	56	28%
3 Bedrooms	82	16	20%
4 Bedrooms & Greater	9	4	44%
TOTAL*	469	126	27%

SnapStats®	June	July	Variance
Inventory	469	469	0%
Solds	167	126	-25%
Sale Price	\$725,000	\$717,500	-1%
Sale Price SQFT	\$884	\$886	0%
Sale to List Price Ratio	103%	99%	-4%
Days on Market	8	9	13%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	12	4	33%
Collingwood	99	22	22%
Downtown	32	7	22%
Fraser	17	5	29%
Fraserview	0	1	NA*
Grandview Woodland	34	10	29%
Hastings	18	9	50%
Hastings Sunrise	5	0	NA
Killarney	5	2	40%
Knight	15	5	33%
Main	4	2	50%
Mount Pleasant	77	33	43%
Renfrew Heights	4	1	25%
Renfrew	16	2	13%
South Marine	78	17	22%
South Vancouver	14	0	NA
Strathcona	26	5	19%
Victoria	13	1	8%
TOTAL*	469	126	27%

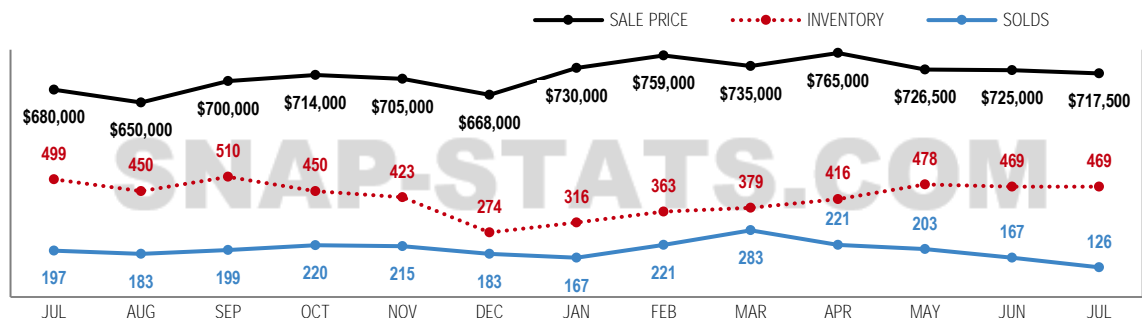
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE ATTACHED**: Sellers Market at 27% Sales Ratio average (2.7 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 50% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$900,000 to \$1 mil, Renfrew, Victoria and 3 bedroom properties
- Sellers Best Bet** Selling homes in Hastings, Mount Pleasant and minimum 4 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 - 800,000	2	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	12	5	42%
1,500,001 – 1,750,000	20	7	35%
1,750,001 – 2,000,000	33	9	27%
2,000,001 – 2,250,000	18	14	78%
2,250,001 – 2,500,000	30	3	10%
2,500,001 – 2,750,000	18	2	11%
2,750,001 – 3,000,000	24	1	4%
3,000,001 – 3,500,000	14	4	29%
3,500,001 – 4,000,000	17	0	NA
4,000,001 – 4,500,000	8	0	NA
4,500,001 – 5,000,000	6	0	NA
5,000,001 – 5,500,000	4	0	NA
5,500,001 - 6,000,000	4	0	NA
6,000,001 - 6,500,000	0	0	NA
6,500,001 - 7,000,000	0	0	NA
7,000,001 - 7,500,000	0	0	NA
7,500,001 & Greater	2	0	NA
TOTAL*	212	45	21%

2 Bedrooms & Less	8	1	13%
3 to 4 Bedrooms	116	28	24%
5 to 6 Bedrooms	70	16	23%
7 Bedrooms & More	18	0	NA
TOTAL*	212	45	21%

SnapStats®	June	July	Variance
Inventory	234	212	-9%
Solds	63	45	-29%
Sale Price	\$2,025,000	\$2,020,000	0%
Sale Price SQFT	\$782	\$764	-2%
Sale to List Price Ratio	99%	96%	-3%
Days on Market	7	10	43%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	6	1	17%
Boulevard	13	2	15%
Braemar	1	1	100%
Calverhall	2	0	NA
Canyon Heights	31	4	13%
Capilano	0	0	NA
Central Lonsdale	17	7	41%
Deep Cove	8	2	25%
Delbrook	5	0	NA
Dollarton	4	0	NA
Edgemont	13	4	31%
Forest Hills	8	1	13%
Grouse Woods	1	0	NA
Harbourside	0	0	NA
Indian Arm	2	0	NA
Indian River	5	1	20%
Lower Lonsdale	6	1	17%
Lynn Valley	9	3	33%
Lynnmour	5	0	NA
Mosquito Creek	0	0	NA
Norqate	2	0	NA
Northlands	1	0	NA
Pemberton Heights	9	2	22%
Pemberton	4	1	25%
Princess Park	1	3	300%*
Queensbury	1	0	NA
Roche Point	2	0	NA
Seymour	1	0	NA
Tempe	1	0	NA
Upper Delbrook	10	3	30%
Upper Lonsdale	27	4	15%
Westlynn	11	3	27%
Westlynn Terrace	2	1	50%
Windsor Park	0	1	NA*
Woodlands-Sunshine Cascade	4	0	NA
TOTAL*	212	45	21%

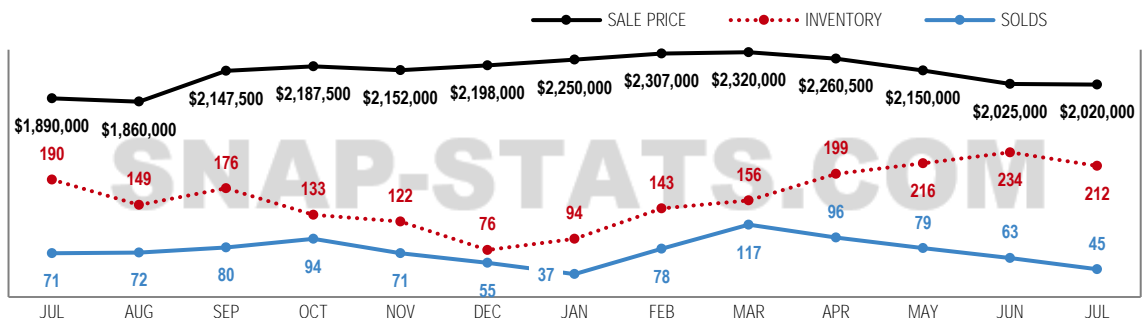
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER DETACHED**: Sellers Market at 21% Sales Ratio average (2.1 in 10 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band** \$2 mil to \$2.25 mil with average 78% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.75 mil to \$3 mil, Boulevard, Canyon Heights, Forest Hills and Upper Lonsdale
- Sellers Best Bet** Selling homes in Central Lonsdale, Edgemont, Lynn Valley, Upper Delbrook and 3 to 6 bedroom properties

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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	15	10	67%
500,001 – 600,000	25	15	60%
600,001 – 700,000	31	25	81%
700,001 – 800,000	36	11	31%
800,001 – 900,000	27	12	44%
900,001 – 1,000,000	23	13	57%
1,000,001 – 1,250,000	42	18	43%
1,250,001 – 1,500,000	44	15	34%
1,500,001 – 1,750,000	28	5	18%
1,750,001 – 2,000,000	13	0	NA
2,000,001 – 2,250,000	4	1	25%
2,250,001 – 2,500,000	7	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	3	1	33%
3,500,001 – 4,000,000	2	0	NA
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	2	0	NA
TOTAL*	307	126	41%

Bedroom	Inventory	Sales	Sales Ratio
0 to 1 Bedroom	78	37	47%
2 Bedrooms	151	69	46%
3 Bedrooms	68	15	22%
4 Bedrooms & Greater	10	5	50%
TOTAL*	307	126	41%

SnapStats®	June	July	Variance
Inventory	316	307	-3%
Solds	137	126	-8%
Sale Price	\$942,500	\$818,500	-13%
Sale Price SQFT	\$965	\$887	-8%
Sale to List Price Ratio	101%	99%	-2%
Days on Market	7	11	57%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	1	0	NA
Boulevard	0	0	NA
Braemar	0	0	NA
Calverhall	0	0	NA
Canyon Heights	1	0	NA
Capilano	7	1	14%
Central Lonsdale	53	28	53%
Deep Cove	1	1	100%
Delbrook	0	0	NA
Dollarton	0	0	NA
Edgemont	5	1	20%
Forest Hills	0	0	NA
Grouse Woods	0	0	NA
Harbourside	3	3	100%
Indian Arm	0	0	NA
Indian River	8	1	13%
Lower Lonsdale	80	36	45%
Lynn Valley	14	11	79%
Lynnmour	24	15	63%
Mosquito Creek	14	2	14%
Norqate	5	3	60%
Northlands	8	3	38%
Pemberton Heights	0	0	NA
Pemberton	52	9	17%
Princess Park	0	0	NA
Queensbury	5	1	20%
Roche Point	18	8	44%
Seymour	0	0	NA
Tempe	0	0	NA
Upper Delbrook	1	0	NA
Upper Lonsdale	5	1	20%
Westlynn	2	2	100%
Westlynn Terrace	0	0	NA
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	0	0	NA
TOTAL*	307	126	41%

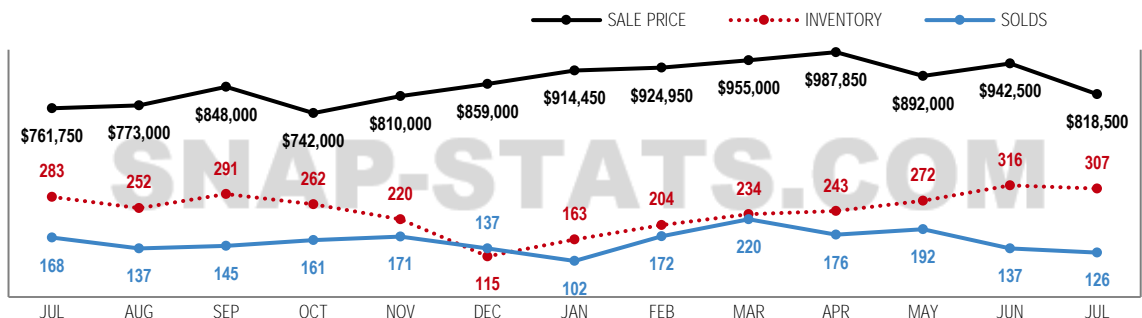
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER ATTACHED**: Sellers Market at 41% Sales Ratio average (4.1 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 81% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.5 mil to \$1.75 mil, Indian River, Mosquito Creek, Pemberton and 3 bedroom properties
- Sellers Best Bet** Selling homes in Lynn Valley, Lynnmour and minimum 4 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 - 800,000	1	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	1	0	NA
1,750,001 – 2,000,000	7	4	57%
2,000,001 – 2,250,000	4	1	25%
2,250,001 – 2,500,000	22	5	23%
2,500,001 – 2,750,000	19	1	5%
2,750,001 – 3,000,000	38	7	18%
3,000,001 – 3,500,000	39	1	3%
3,500,001 – 4,000,000	34	4	12%
4,000,001 – 4,500,000	31	0	NA
4,500,001 – 5,000,000	39	2	5%
5,000,001 – 5,500,000	15	1	7%
5,500,001 - 6,000,000	31	0	NA
6,000,001 - 6,500,000	10	1	10%
6,500,001 - 7,000,000	18	0	NA
7,000,001 - 7,500,000	7	0	NA
7,500,001 & Greater	88	2	2%
TOTAL*	404	29	7%

2 Bedrooms & Less	10	1	10%
3 to 4 Bedrooms	177	19	11%
5 to 6 Bedrooms	187	9	5%
7 Bedrooms & More	30	0	NA
TOTAL*	404	29	7%

SnapStats®	June	July	Variance
Inventory	424	404	-5%
Solds	32	29	-9%
Sale Price	\$3,063,500	\$2,880,000	-6%
Sale Price SQFT	\$870	\$865	-1%
Sale to List Price Ratio	99%	96%	-3%
Days on Market	18	16	-11%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	19	1	5%
Ambleside	44	4	9%
Bayridge	7	4	57%
British Properties	85	0	NA
Canterbury	5	0	NA
Caulfield	17	2	12%
Cedardale	2	0	NA
Chartwell	31	1	3%
Chelsea Park	3	0	NA
Cypress	8	0	NA
Cypress Park Estates	14	4	29%
Deer Ridge	0	0	NA
Dundarave	28	0	NA
Eagle Harbour	10	0	NA
Eagleridge	2	0	NA
Furry Creek	3	0	NA
Gleneagles	7	1	14%
Glenmore	13	2	15%
Horseshoe Bay	5	0	NA
Howe Sound	3	0	NA
Lions Bay	10	1	10%
Olde Caulfield	9	2	22%
Panorama Village	1	0	NA
Park Royal	3	0	NA
Porteau Cove	0	0	NA
Queens	18	0	NA
Rockridge	1	1	100%
Sandy Cove	3	0	NA
Sentinel Hill	12	2	17%
Upper Caulfield	7	3	43%
West Bay	8	0	NA
Westhill	6	0	NA
Westmount	9	0	NA
Whitby Estates	8	0	NA
Whytecliff	3	1	33%
TOTAL*	404	29	7%

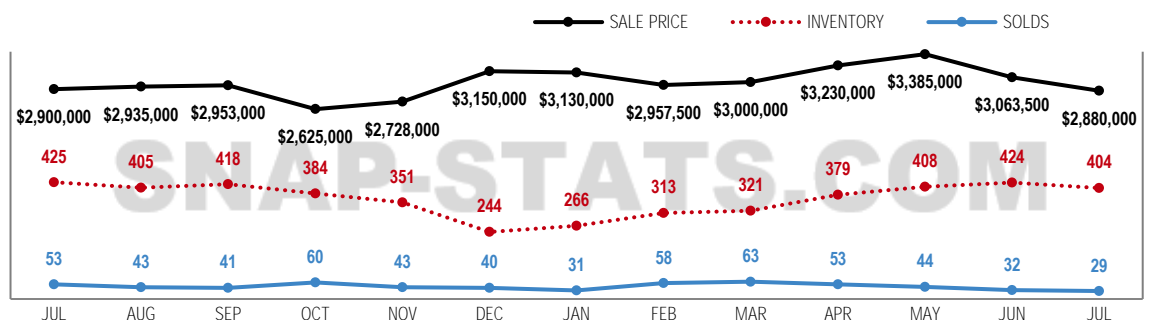
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER DETACHED**: Buyers Market at 7% Sales Ratio average (7 in 100 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band** \$2.25 mil to \$2.5 mil with average 23% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes minimum \$7.5 mil, Altamont, Chartwell and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Cypress Park Estates, Olde Caulfield and up 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	0	NA
500,001 – 600,000	2	2	100%
600,001 – 700,000	3	3	100%
700,001 – 800,000	6	1	17%
800,001 – 900,000	6	0	NA
900,001 – 1,000,000	5	0	NA
1,000,001 – 1,250,000	17	2	12%
1,250,001 – 1,500,000	15	1	7%
1,500,001 – 1,750,000	11	2	18%
1,750,001 – 2,000,000	11	2	18%
2,000,001 – 2,250,000	4	0	NA
2,250,001 – 2,500,000	3	1	33%
2,500,001 – 2,750,000	5	0	NA
2,750,001 – 3,000,000	4	0	NA
3,000,001 – 3,500,000	5	2	40%
3,500,001 – 4,000,000	3	1	33%
4,000,001 – 4,500,000	2	0	NA
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	6	0	NA
TOTAL*	111	17	15%

0 to 1 Bedroom	21	4	19%
2 Bedrooms	69	12	17%
3 Bedrooms	19	1	5%
4 Bedrooms & Greater	2	0	NA
TOTAL*	111	17	15%

SnapStats®	June	July	Variance
Inventory	112	111	-1%
Solds	25	17	-32%
Sale Price	\$1,620,000	\$1,350,000	-17%
Sale Price SQFT	\$1,209	\$1,121	-7%
Sale to List Price Ratio	98%	90%	-8%
Days on Market	16	18	13%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	0	0	NA
Ambleside	25	5	20%
Bayridge	0	0	NA
British Properties	1	0	NA
Canterbury	0	0	NA
Caulfield	0	0	NA
Cedardale	6	0	NA
Chartwell	0	0	NA
Chelsea Park	0	0	NA
Cypress	0	0	NA
Cypress Park Estates	3	0	NA
Deer Ridge	1	1	100%
Dundarave	23	6	26%
Eagle Harbour	0	0	NA
Eagleridge	0	0	NA
Furry Creek	1	0	NA
Gleneagles	0	0	NA
Glenmore	0	0	NA
Horseshoe Bay	12	0	NA
Howe Sound	2	0	NA
Lions Bay	0	0	NA
Olde Caulfield	0	0	NA
Panorama Village	10	1	10%
Park Royal	26	2	8%
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	1	2	200%*
Whytecliff	0	0	NA
TOTAL*	111	17	15%

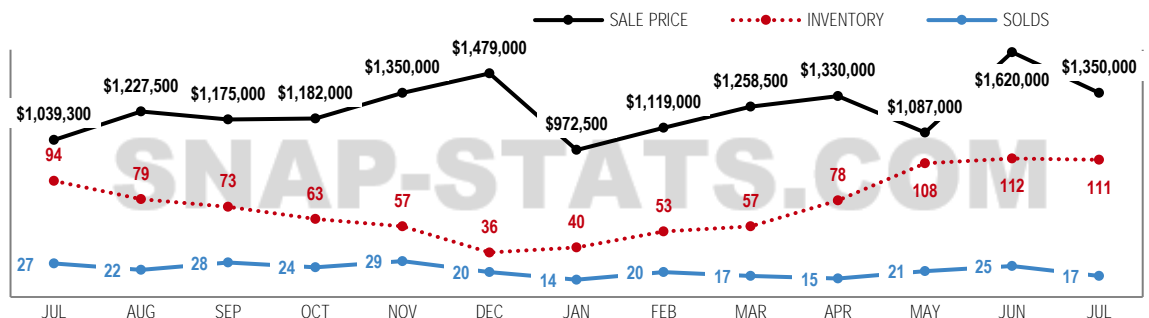
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER ATTACHED**: Balanced Market at 15% Sales Ratio average (1.5 in 10 homes selling rate)
- Homes are selling on average 10% below list price
- Most Active Price Band** \$1.5 mil to \$2 mil with average 18% Sales Ratio (Balanced market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Panorama Village, Park Royal and 3 bedroom properties
- Sellers Best Bet** Selling homes in Dundarave 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 DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 800,000	4	1	25%
800,001 - 900,000	0	0	NA
900,001 - 1,000,000	0	0	NA
1,000,001 - 1,250,000	3	0	NA
1,250,001 - 1,500,000	17	4	24%
1,500,001 - 1,750,000	44	15	34%
1,750,001 - 2,000,000	100	11	11%
2,000,001 - 2,250,000	41	1	2%
2,250,001 - 2,500,000	49	8	16%
2,500,001 - 2,750,000	32	6	19%
2,750,001 - 3,000,000	59	5	8%
3,000,001 - 3,500,000	41	3	7%
3,500,001 - 4,000,000	40	0	NA
4,000,001 - 4,500,000	15	1	7%
4,500,001 - 5,000,000	15	0	NA
5,000,001 - 5,500,000	1	0	NA
5,500,001 - 6,000,000	7	0	NA
6,000,001 - 6,500,000	2	0	NA
6,500,001 - 7,000,000	0	0	NA
7,000,001 - 7,500,000	0	0	NA
7,500,001 & Greater	5	0	NA
TOTAL*	475	55	12%

Bedrooms	Inventory	Sales	Sales Ratio
2 Bedrooms & Less	17	1	6%
3 to 4 Bedrooms	172	24	14%
5 to 6 Bedrooms	270	27	10%
7 Bedrooms & More	16	3	19%
TOTAL*	475	55	12%

SnapStats®	June	July	Variance
Inventory	484	475	-2%
Solds	70	55	-21%
Sale Price	\$2,115,000	\$1,850,000	-13%
Sale Price SQFT	\$675	\$691	2%
Sale to List Price Ratio	97%	100%	3%
Days on Market	11	10	-9%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	13	2	15%
Bridgeport	11	0	NA
Brighthouse	7	1	14%
Brighthouse South	2	0	NA
Broadmoor	51	1	2%
East Cambie	15	1	7%
East Richmond	6	0	NA
Garden City	18	2	11%
Gilmore	1	1	100%
Granville	38	4	11%
Hamilton	12	3	25%
Ironwood	16	2	13%
Lackner	22	3	14%
McLennan	8	1	13%
McLennan North	4	0	NA
McNair	17	5	29%
Quilchena	24	3	13%
Riverdale	29	1	3%
Saunders	22	0	NA
Sea Island	2	0	NA
Seafair	27	5	19%
South Arm	23	2	9%
Steveston North	26	8	31%
Steveston South	10	1	10%
Steveston Village	5	4	80%
Terra Nova	9	1	11%
West Cambie	22	1	5%
Westwind	2	0	NA
Woodwards	33	3	9%
TOTAL*	475	55	12%

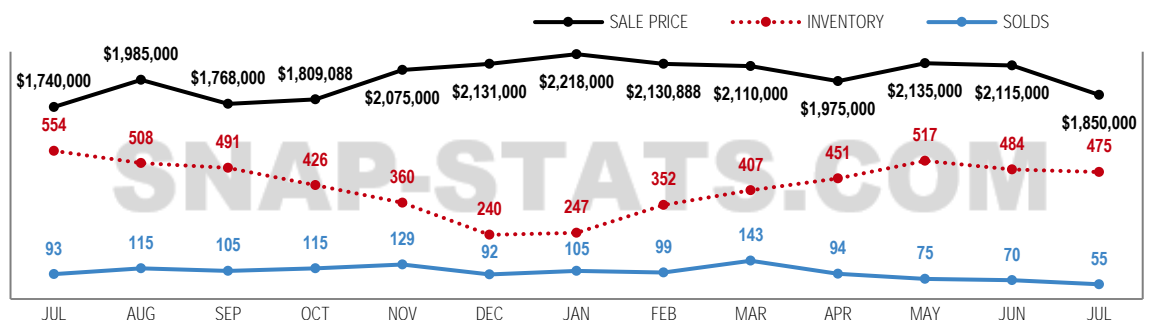
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **RICHMOND DETACHED**: Balanced Market at 12% Sales Ratio average (1.2 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$1.5 mil to \$1.75 mil with average 34% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2 mil to \$2.25 mil. Broadmoor, Riverdale, West Cambie and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Hamiton, McNair, Steveston North and minimum 7 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	11	4	36%
300,001 – 400,000	9	2	22%
400,001 – 500,000	23	17	74%
500,001 – 600,000	58	30	52%
600,001 – 700,000	93	30	32%
700,001 – 800,000	99	14	14%
800,001 – 900,000	81	20	25%
900,001 – 1,000,000	92	18	20%
1,000,001 – 1,250,000	127	20	16%
1,250,001 – 1,500,000	94	10	11%
1,500,001 – 1,750,000	35	0	NA
1,750,001 – 2,000,000	13	0	NA
2,000,001 – 2,250,000	2	1	50%
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	2	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	1	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	743	166	22%

Bedroom	Inventory	Sales	Sales Ratio
0 to 1 Bedroom	125	43	34%
2 Bedrooms	330	74	22%
3 Bedrooms	209	38	18%
4 Bedrooms & Greater	79	11	14%
TOTAL*	743	166	22%

SnapStats®	June	July	Variance
Inventory	761	743	-2%
Solds	261	166	-36%
Sale Price	\$750,000	\$705,000	-6%
Sale Price SQFT	\$747	\$751	1%
Sale to List Price Ratio	100%	101%	1%
Days on Market	11	14	27%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	4	2	50%
Bridgeport	15	1	7%
Brighthouse	273	48	18%
Brighthouse South	63	24	38%
Broadmoor	10	2	20%
East Cambie	10	2	20%
East Richmond	4	1	25%
Garden City	4	4	100%
Gilmore	0	1	NA*
Granville	12	6	50%
Hamilton	19	1	5%
Ironwood	19	4	21%
Lackner	7	0	NA
McLennan	0	0	NA
McLennan North	54	14	26%
McNair	0	0	NA
Quilchena	4	0	NA
Riverdale	11	5	45%
Saunders	1	1	100%
Sea Island	0	0	NA
Seafair	6	1	17%
South Arm	6	3	50%
Steveston North	9	2	22%
Steveston South	26	7	27%
Steveston Village	2	3	150%*
Terra Nova	5	1	20%
West Cambie	167	32	19%
Westwind	0	0	NA
Woodwards	12	1	8%
TOTAL*	743	166	22%

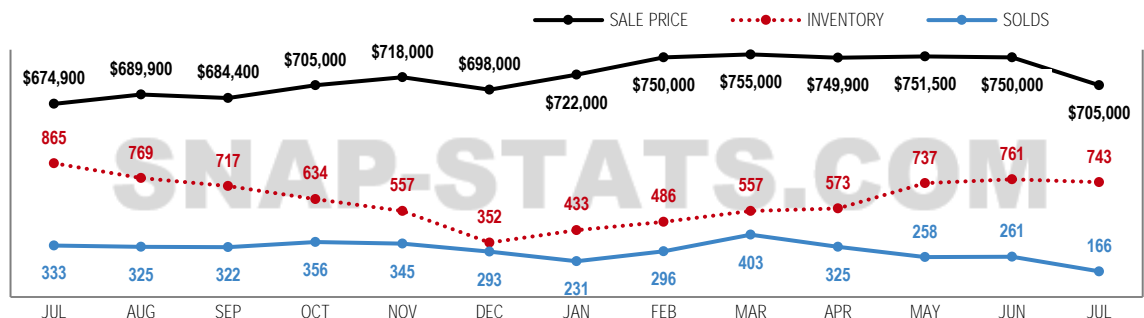
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **RICHMOND ATTACHED**: Sellers Market at 22% Sales Ratio average (2.2 in 10 homes selling rate)
- Homes are selling on average 1% above list price
- Most Active Price Band** \$400,000 to \$500,000 with average 74% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Bridgeport, Hamilton, Woodwards and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Granville, Riverdale 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 - 800,000	0	0	NA
800,001 – 900,000	0	0	NA
900,001 – 1,000,000	0	0	NA
1,000,001 – 1,250,000	2	2	100%
1,250,001 – 1,500,000	15	3	20%
1,500,001 – 1,750,000	25	5	20%
1,750,001 – 2,000,000	26	2	8%
2,000,001 – 2,250,000	6	0	NA
2,250,001 – 2,500,000	5	0	NA
2,500,001 – 2,750,000	4	1	25%
2,750,001 – 3,000,000	3	0	NA
3,000,001 – 3,500,000	2	0	NA
3,500,001 – 4,000,000	5	0	NA
4,000,001 – 4,500,000	2	0	NA
4,500,001 – 5,000,000	1	0	NA
5,000,001 – 5,500,000	0	0	NA
5,500,001 - 6,000,000	0	0	NA
6,000,001 - 6,500,000	0	0	NA
6,500,001 - 7,000,000	0	0	NA
7,000,001 - 7,500,000	0	0	NA
7,500,001 & Greater	0	0	NA
TOTAL*	96	13	14%
2 Bedrooms & Less	4	0	NA
3 to 4 Bedrooms	62	10	16%
5 to 6 Bedrooms	28	3	11%
7 Bedrooms & More	2	0	NA
TOTAL*	96	13	14%

SnapStats®	June	July	Variance
Inventory	97	96	-1%
Solds	18	13	-28%
Sale Price	\$1,645,000	\$1,540,000	-6%
Sale Price SQFT	\$600	\$653	9%
Sale to List Price Ratio	100%	91%	-9%
Days on Market	8	11	38%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	7	4	57%
Boundary Beach	12	0	NA
Cliff Drive	13	2	15%
English Bluff	16	3	19%
Pebble Hill	18	2	11%
Tsawwassen Central	20	2	10%
Tsawwassen East	5	0	NA
Tsawwassen North	5	0	NA
TOTAL*	96	13	14%

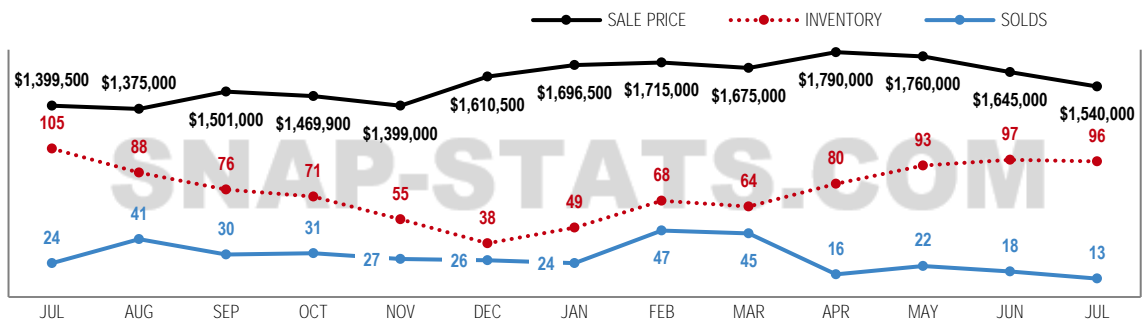
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **TSAWWASSEN DETACHED**: Balanced Market at 14% Sales Ratio average (1.4 in 10 homes selling rate)
- Homes are selling on average 9% below list price
- Most Active Price Band** \$1.25 mil to \$1.75 mil with average 20% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 mil, Pebble Hill, Tsawwassen Central and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in English Bluff 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	4	1	25%
500,001 – 600,000	4	0	NA
600,001 – 700,000	7	4	57%
700,001 – 800,000	6	2	33%
800,001 – 900,000	8	5	63%
900,001 – 1,000,000	4	0	NA
1,000,001 – 1,250,000	7	1	14%
1,250,001 – 1,500,000	7	0	NA
1,500,001 – 1,750,000	0	1	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	1	0	NA
3,500,001 – 4,000,000	0	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	48	14	29%

0 to 1 Bedroom	8	0	NA
2 Bedrooms	22	10	45%
3 Bedrooms	15	3	20%
4 Bedrooms & Greater	3	1	33%
TOTAL*	48	14	29%

SnapStats®	June	July	Variance
Inventory	56	48	-14%
Solds	23	14	-39%
Sale Price	\$705,000	\$785,000	11%
Sale Price SQFT	\$542	\$578	7%
Sale to List Price Ratio	101%	99%	-2%
Days on Market	8	13	63%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	6	3	50%
Boundary Beach	0	0	NA
Cliff Drive	4	0	NA
English Bluff	0	0	NA
Pebble Hill	0	0	NA
Tsawwassen Central	1	4	400%*
Tsawwassen East	3	1	33%
Tsawwassen North	34	6	18%
TOTAL*	48	14	29%

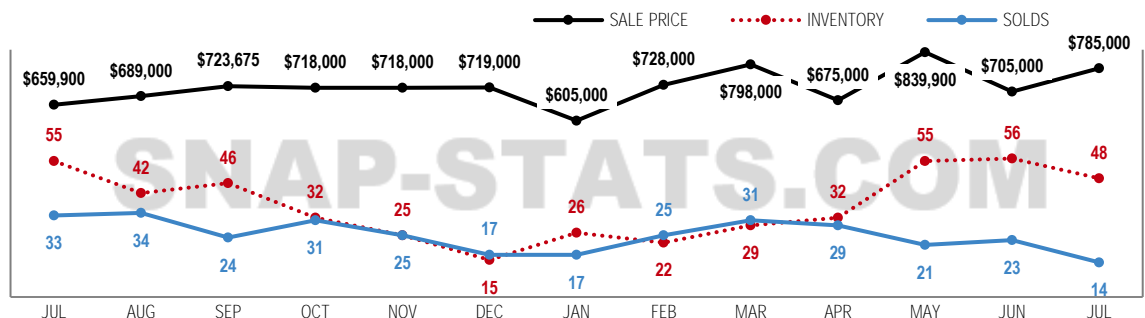
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **TSAWWASSEN ATTACHED**: Sellers Market at 29% Sales Ratio average (2.9 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$800,000 to \$900,000 with average 63% Sales Ratio (Sellers market)
- Buyers Best Bet** *Insufficient data, however homes with 3 bedrooms*
- Sellers Best Bet** Selling homes in Tsawwassen North 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 - 800,000	4	1	25%
800,001 – 900,000	1	0	NA
900,001 – 1,000,000	0	0	NA
1,000,001 – 1,250,000	8	2	25%
1,250,001 – 1,500,000	22	5	23%
1,500,001 – 1,750,000	10	1	10%
1,750,001 – 2,000,000	16	2	13%
2,000,001 – 2,250,000	4	0	NA
2,250,001 – 2,500,000	3	0	NA
2,500,001 – 2,750,000	3	0	NA
2,750,001 – 3,000,000	0	0	NA
3,000,001 – 3,500,000	1	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 – 5,500,000	1	0	NA
5,500,001 - 6,000,000	0	0	NA
6,000,001 - 6,500,000	0	0	NA
6,500,001 - 7,000,000	0	0	NA
7,000,001 - 7,500,000	0	0	NA
7,500,001 & Greater	0	0	NA
TOTAL*	75	11	15%

2 Bedrooms & Less	10	1	10%
3 to 4 Bedrooms	45	8	18%
5 to 6 Bedrooms	19	2	11%
7 Bedrooms & More	1	0	NA
TOTAL*	75	11	15%

SnapStats®	June	July	Variance
Inventory	75	75	0%
Solds	13	11	-15%
Sale Price	\$1,275,000	\$1,298,000	2%
Sale Price SQFT	\$642	\$628	-2%
Sale to List Price Ratio	98%	100%	2%
Days on Market	22	26	18%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	10	3	30%
East Delta	1	0	NA
Hawthorne	25	2	8%
Holly	10	3	30%
Ladner Elementary	11	1	9%
Ladner Rural	1	0	NA
Neilsen Grove	7	0	NA
Port Guichon	9	2	22%
Tilbury	0	0	NA
Westham Island	1	0	NA
TOTAL*	75	11	15%

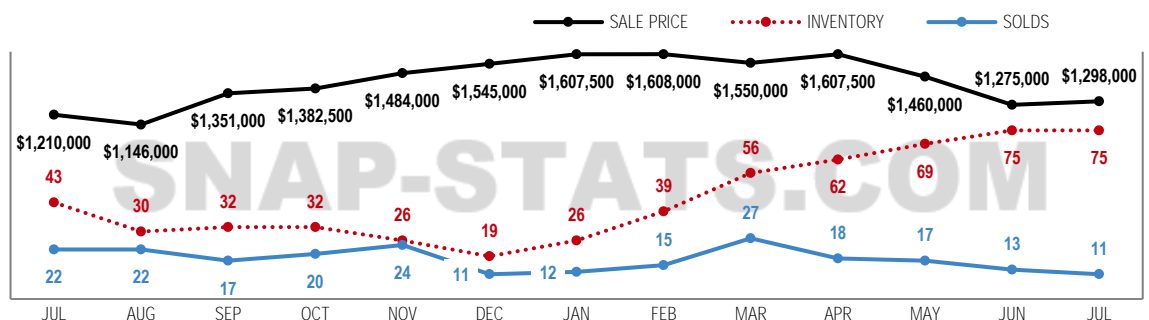
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **LADNER DETACHED**: Balanced Market at 15% Sales Ratio average (1.5 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 25% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.5 mil to \$1.75 mil, Hawthorne, Ladner Elementary and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Delta Manor, Holly 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	0	0	NA
500,001 – 600,000	1	0	NA
600,001 – 700,000	4	0	NA
700,001 – 800,000	6	0	NA
800,001 – 900,000	4	0	NA
900,001 – 1,000,000	2	1	50%
1,000,001 – 1,250,000	5	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*	22	1	5%

0 to 1 Bedroom	0	0	NA
2 Bedrooms	11	0	NA
3 Bedrooms	8	0	NA
4 Bedrooms & Greater	3	1	33%
TOTAL*	22	1	5%

SnapStats®	June	July	Variance
Inventory	20	22	10%
Solds	15	1	-93%
Sale Price	\$685,000	\$965,000	41%
Sale Price SQFT	\$646	\$574	-11%
Sale to List Price Ratio	105%	97%	-8%
Days on Market	8	27	238%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	8	1	13%
East Delta	1	0	NA
Hawthorne	0	0	NA
Holly	1	0	NA
Ladner Elementary	10	0	NA
Ladner Rural	0	0	NA
Neilsen Grove	2	0	NA
Port Guichon	0	0	NA
Tilbury	0	0	NA
Westham Island	0	0	NA
TOTAL*	22	1	5%

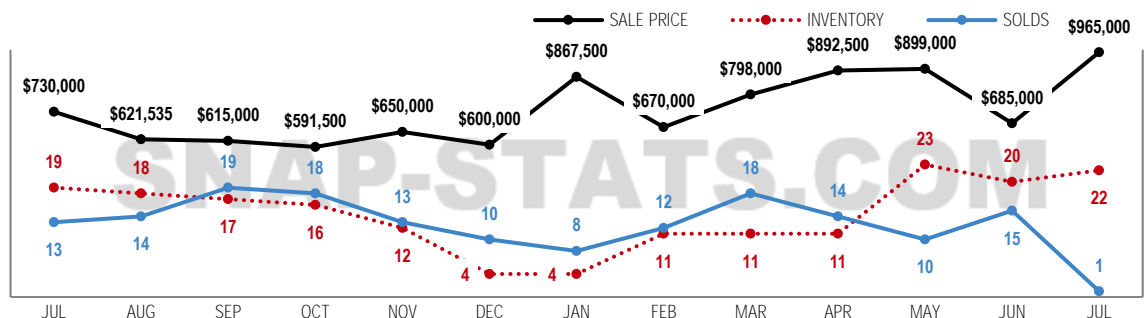
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **LADNER ATTACHED**: Buyers Market at 5% Sales Ratio average (5 in 100 homes selling rate)
- Homes are selling on average 3% 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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