

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



MARCH 2012

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SnapStats™ VANCOUVER DOWNTOWN MARCH 2012

Price Band Statistics ATTACHED (Condo & TH)

MARCH STATS	Inventory	Sales	Sales Ratio*
\$0 – 300,000	57	21	36.84%
300,001 – 400,000	147	63	42.86%
400,001 – 500,000	185	60	32.43%
500,001 – 600,000	167	37	22.16%
600,001 – 700,000	108	31	28.70%
700,001 – 800,000	79	16	20.25%
800,001 – 900,000	62	7	11.29%
900,001 – 1,000,000	45	4	8.89%
1,000,001 – 1,250,000	68	13	19.12%
1,250,001 – 1,500,000	53	9	16.98%
1,500,001 – 1,750,000	28	3	10.71%
1,750,001 – 2,000,000	23	3	13.04%
2,000,001 – 2,250,000	16	2	12.50%
2,250,001 – 2,500,000	11	0	0.00%
2,500,001 – 2,750,000	12	1	8.33%
2,750,001 – 3,000,000	13	2	15.38%
3,000,001 – 3,500,000	12	0	0.00%
3,500,001 – 4,000,000	19	1	5.26%
4,000,001 – 4,500,000	9	0	0.00%
4,500,001 – 5,000,000	10	0	0.00%
5,000,001 & Greater	19	1	5.26%
TOTAL	1143	274	23.97%

STYLE OF HOME	Inventory	Sales	Sales Ratio*
0 to 1 Bedroom	444	134	30.18%
2 Bedrooms	588	129	21.94%
3 Bedrooms	103	11	10.68%
4 Bedrooms & Greater	8	0	0.00%
TOTAL	1143	274	23.97%

SnapStats™	February	March	Variance
Inventory	1150	1143	-0.61%
Solds	197	274	39.09%
Sale Price Average (Median)	\$500,000	\$492,000	-1.60%
Sale to List Price Ratio	96.3%	98.5%	2.28%
Days on Market	21	28	33.33%

Community Statistics ATTACHED (Condo & TH)

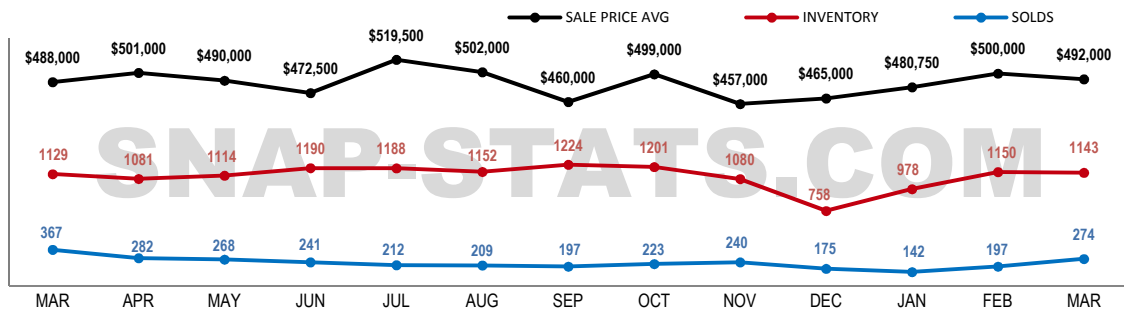
COMMUNITY STATS	Inventory	Sales	Sales Ratio*
Coal Harbour	206	30	14.56%
Downtown	435	106	24.37%
Westend	216	54	25.00%
Yaletown	286	84	29.37%
TOTAL	1143	274	23.97%

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

SnapStats™ ▷ Summary ATTACHED

- Official Market Type Downtown: Sellers market with a 24% Sales Ratio translating to 1 in 4 homes selling
- Downtown is hot! Sales up 39% and Buyers paid 1.5% off list price on average keeping prices virtually unchanged
- Most Active Price Band +/- \$1 mil: \$300,000 to \$400,000 with 2 in 5 homes selling; \$1 to \$1.25 mil with 1 in 5 homes selling
- Buyers Best Bet under \$1 mil: Coal Harbour homes between \$800,000 - \$1 mil with 1 in 10 homes listed selling
- Hottest Neighbourhood: Yaletown with 3 in 10 homes selling

SnapStats™ ▷ 13 Month Market Trend ATTACHED



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Price Band Statistics DETACHED (HOUSES)

MARCH STATS	Inventory	Sales	Sales Ratio*
\$0 – 300,000	0	0	0.00%
300,001 – 400,000	1	1	100.00%
400,001 – 500,000	0	0	0.00%
500,001 – 600,000	0	0	0.00%
600,001 – 700,000	0	0	0.00%
700,001 – 800,000	0	0	0.00%
800,001 – 900,000	2	2	100.00%
900,001 – 1,000,000	2	2	100.00%
1,000,001 – 1,250,000	9	9	100.00%
1,250,001 – 1,500,000	43	19	44.19%
1,500,001 – 1,750,000	56	16	28.57%
1,750,001 – 2,000,000	78	21	26.92%
2,000,001 – 2,250,000	49	18	36.73%
2,250,001 – 2,500,000	77	13	16.88%
2,500,001 – 2,750,000	62	9	14.52%
2,750,001 – 3,000,000	69	13	18.84%
3,000,001 – 3,500,000	86	11	12.79%
3,500,001 – 4,000,000	98	5	5.10%
4,000,001 – 4,500,000	47	4	8.51%
4,500,001 – 5,000,000	51	1	1.96%
5,000,001 & Greater	67	6	8.96%
TOTAL	797	150	18.82%

STYLE OF HOME	Inventory	Sales	Sales Ratio*
2 Bedrooms & Less	15	8	53.33%
3 to 4 Bedrooms	244	68	27.87%
5 to 6 Bedrooms	422	59	13.98%
7 Bedrooms & More	116	15	12.93%
TOTAL	797	150	18.82%

SnapStats™	February	March	Variance
Inventory	759	797	5.01%
Solds	176	150	-14.77%
Sale Price Average (Median)	\$2,292,832	\$2,055,000	-10.37%
Sale to List Price Ratio	97.5%	98.9%	1.44%
Days on Market	12	17	41.67%

Community Statistics DETACHED (HOUSES)

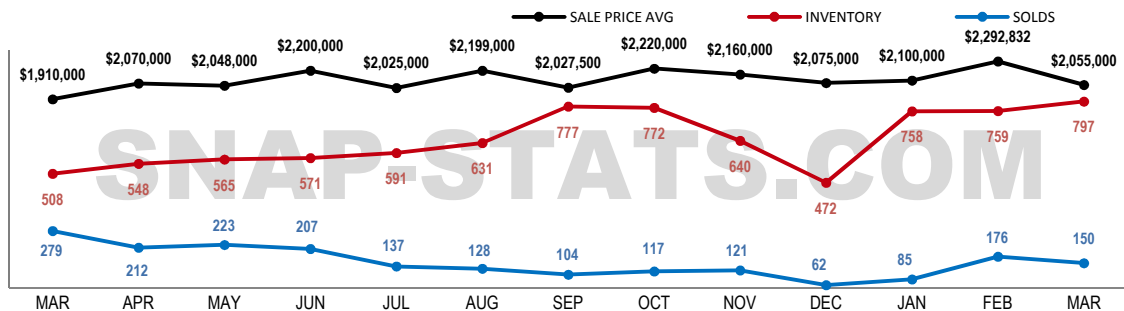
COMMUNITY STATS	Inventory	Sales	Sales Ratio*
Arbutus	57	10	17.54%
Cambie	62	13	20.97%
Dunbar	84	25	29.76%
Fairview	1	1	100.00%
Falsecreek	0	0	0.00%
Kerrisdale	48	13	27.08%
Kitsilano	53	17	32.08%
Mackenzie Heights	40	5	12.50%
Marpole	49	11	22.45%
Mount Pleasant	4	0	0.00%
Oakridge	19	2	10.53%
Point Grey	68	11	16.18%
Quilchena	26	4	15.38%
SW Marine	35	2	5.71%
Shaughnessy	81	7	8.64%
South Cambie	20	0	0.00%
South Granville	112	16	14.29%
Southlands	26	8	30.77%
University	12	5	41.67%
TOTAL	797	150	18.82%

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

SnapStats™ ▷ Summary DETACHED

- Official Market Type Westside Detached: Balanced market with average 19% sales ratio (2 in 5 selling)
- Westside is feeling a spring chill. Sales & average sale price take a breather as Buyers also catch their breath slowing things
- Most Active Price Band: \$1.25 to \$1.5 mil (almost 50/50 selling); \$2 to \$2.25 mil (3.5 in 10 selling)
- Buyers Best Bet: Homes in Oakridge, SW Marine and Shaughnessy valued \$3.5 mil and greater
- Sellers Best Bet: Homes to sell in Dunbar, Kitsilano, Southlands and University

SnapStats™ ▷ 13 Month Market Trend DETACHED



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Price Band Statistics ATTACHED (Condo & TH)

MARCH STATS	Inventory	Sales	Sales Ratio*
\$0 – 300,000	36	5	13.89%
300,001 – 400,000	116	34	29.31%
400,001 – 500,000	140	37	26.43%
500,001 – 600,000	124	13	10.48%
600,001 – 700,000	126	28	22.22%
700,001 – 800,000	81	20	24.69%
800,001 – 900,000	67	9	13.43%
900,001 – 1,000,000	48	9	18.75%
1,000,001 – 1,250,000	60	9	15.00%
1,250,001 – 1,500,000	52	8	15.38%
1,500,001 – 1,750,000	14	2	14.29%
1,750,001 – 2,000,000	10	1	10.00%
2,000,001 – 2,250,000	3	1	33.33%
2,250,001 – 2,500,000	5	0	0.00%
2,500,001 – 2,750,000	1	1	100.00%
2,750,001 – 3,000,000	3	1	33.33%
3,000,001 – 3,500,000	1	0	0.00%
3,500,001 – 4,000,000	1	0	0.00%
4,000,001 – 4,500,000	0	0	0.00%
4,500,001 – 5,000,000	0	0	0.00%
5,000,001 & Greater	1	0	0.00%
TOTAL	889	178	20.02%

STYLE OF HOME	Inventory	Sales	Sales Ratio*
0 to 1 Bedroom	294	61	20.75%
2 Bedrooms	460	92	20.00%
3 Bedrooms	119	23	19.33%
4 Bedrooms & Greater	16	2	12.50%
TOTAL	889	178	20.02%

SnapStats™	February	March	Variance
Inventory	821	889	8.28%
Solds	170	178	4.71%
Sale Price Average (Median)	\$541,500	\$600,900	10.97%
Sale to List Price Ratio	98.4%	100.3%	1.93%
Days on Market	19	17	-10.53%

Community Statistics ATTACHED (Condo & TH)

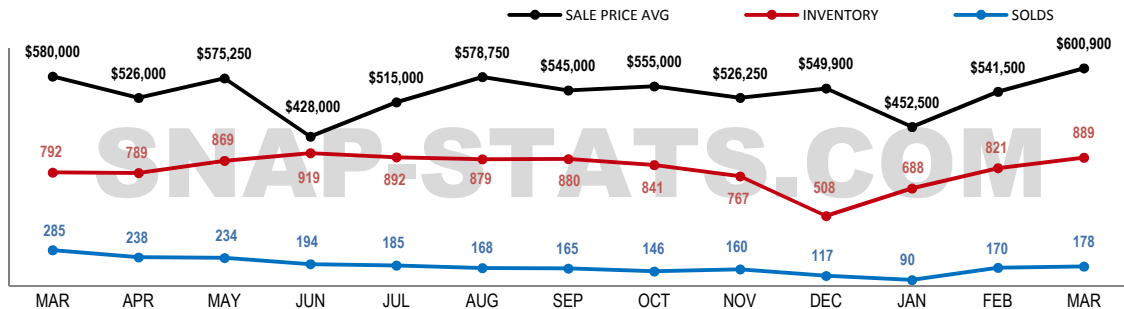
COMMUNITY STATS	Inventory	Sales	Sales Ratio*
Arbutus	1	0	0.00%
Cambie	13	1	7.69%
Dunbar	13	3	23.08%
Fairview	182	41	22.53%
Falsecreek	101	23	22.77%
Kerrisdale	48	8	16.67%
Kitsilano	152	50	32.89%
Mackenzie Heights	0	0	0.00%
Marpole	22	7	31.82%
Mount Pleasant	15	4	26.67%
Oakridge	24	5	20.83%
Point Grey	23	7	30.43%
Quilchena	55	0	0.00%
SW Marine	7	2	28.57%
Shaughnessy	8	1	12.50%
South Cambie	12	2	16.67%
South Granville	10	2	20.00%
Southlands	1	1	100.00%
University	202	21	10.40%
TOTAL	889	178	20.02%

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

SnapStats™ ▷ Summary ATTACHED

- Official Market Type Westside Attached: Balanced market continues with 2 in 10 homes selling
- Buyers are making Sellers dreams come true paying on average 11% more than February and above list price (100.3%)
- Most Active Price Band +/- \$1 mil: \$300,000 to \$500,000 (3 in 10 sell); \$2 to \$2.25 mil and \$2.75 to \$3 mil (1 in 3 sell)
- Buyers Best Bet: Real estate between \$500,000 to \$600,000 and \$1.75 to \$2 mil in Cambie, Shaughnessy & University
- Sellers Best Bet: Real estate to sell in Kitsilano, Marpole and Point Grey

SnapStats™ ▷ 13 Month Market Trend ATTACHED



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Price Band Statistics DETACHED (HOUSES)

MARCH STATS	Inventory	Sales	Sales Ratio*
\$0 – 300,000	0	0	0.00%
300,001 – 400,000	0	0	0.00%
400,001 – 500,000	0	0	0.00%
500,001 – 600,000	2	1	50.00%
600,001 – 700,000	18	13	72.22%
700,001 – 800,000	97	24	24.74%
800,001 – 900,000	75	33	44.00%
900,001 – 1,000,000	58	44	75.86%
1,000,001 – 1,250,000	99	28	28.28%
1,250,001 – 1,500,000	74	10	13.51%
1,500,001 – 1,750,000	25	3	12.00%
1,750,001 – 2,000,000	14	1	7.14%
2,000,001 – 2,250,000	4	0	0.00%
2,250,001 – 2,500,000	1	0	0.00%
2,500,001 – 2,750,000	0	0	0.00%
2,750,001 – 3,000,000	0	0	0.00%
3,000,001 – 3,500,000	0	0	0.00%
3,500,001 – 4,000,000	0	0	0.00%
4,000,001 – 4,500,000	0	0	0.00%
4,500,001 – 5,000,000	0	0	0.00%
5,000,001 & Greater	0	0	0.00%
TOTAL	467	157	33.62%

STYLE OF HOME	Inventory	Sales	Sales Ratio*
2 Bedrooms & Less	21	13	61.90%
3 to 4 Bedrooms	122	64	52.46%
5 to 6 Bedrooms	209	65	31.10%
7 Bedrooms & More	115	15	13.04%
TOTAL	467	157	33.62%

SnapStats™	February	March	Variance
Inventory	454	467	2.86%
Solds	125	157	25.60%
Sale Price Average (Median)	\$860,000	\$916,500	6.57%
Sale to List Price Ratio	98.2%	100.9%	2.75%
Days on Market	17	10	-41.18%

Community Statistics DETACHED (HOUSES)

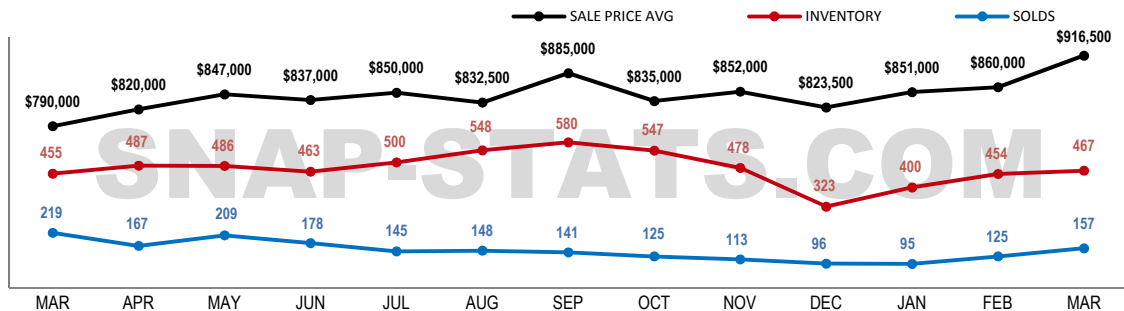
COMMUNITY STATS	Inventory	Sales	Sales Ratio*
Champlain Heights	0	0	0.00%
Collingwood	61	7	11.48%
Downtown	0	0	0.00%
Fraser	26	20	76.92%
Fraserview	42	6	14.29%
Grandview	20	13	65.00%
Hastings	4	1	25.00%
Hastings East	17	7	41.18%
Kilarney	60	16	26.67%
Knight	50	12	24.00%
Main	21	9	42.86%
Mt Pleasant	17	10	58.82%
Renfrew Heights	40	18	45.00%
Renfrew	40	21	52.50%
South Vancouver	40	12	30.00%
Victoria	29	5	17.24%
TOTAL	467	157	33.62%

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

SnapStats™ ▷ Summary DETACHED

- Official Market Type Eastside Detached: Sellers market at 34% sales ratio average (3 in 10 homes sell)
- Up, up and away is the theme song for Eastside DET: Sales +26%, Average Price +6.5% & Buyers paying more than list price
- Most Active Price Band: \$600,000 to \$700,000 and \$900,000 to \$1 mil with 3 in 4 homes selling (Perfect time to sell)
- Buyers Best Bet: Real estate \$1.5 mil and up in Collingwood, Fraserview and Victoria
- Sellers Best Bet: Real estate to sell in Fraser, Grandview, Mt Pleasant and Renfrew

SnapStats™ ▷ 13 Month Market Trend DETACHED



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Price Band Statistics ATTACHED (Condo & TH)

MARCH STATS	Inventory	Sales	Sales Ratio*
\$0 – 300,000	146	31	21.23%
300,001 – 400,000	206	62	30.10%
400,001 – 500,000	126	41	32.54%
500,001 – 600,000	54	18	33.33%
600,001 – 700,000	35	9	25.71%
700,001 – 800,000	27	4	14.81%
800,001 – 900,000	6	0	0.00%
900,001 – 1,000,000	5	0	0.00%
1,000,001 – 1,250,000	5	0	0.00%
1,250,001 – 1,500,000	4	0	0.00%
1,500,001 – 1,750,000	2	0	0.00%
1,750,001 – 2,000,000	0	0	0.00%
2,000,001 – 2,250,000	0	0	0.00%
2,250,001 – 2,500,000	0	0	0.00%
2,500,001 – 2,750,000	0	0	0.00%
2,750,001 – 3,000,000	0	0	0.00%
3,000,001 – 3,500,000	0	0	0.00%
3,500,001 – 4,000,000	0	0	0.00%
4,000,001 – 4,500,000	0	0	0.00%
4,500,001 – 5,000,000	0	0	0.00%
5,000,001 & Greater	0	0	0.00%
TOTAL	616	165	26.79%

STYLE OF HOME	Inventory	Sales	Sales Ratio*
0 to 1 Bedroom	298	69	23.15%
2 Bedrooms	257	80	31.13%
3 Bedrooms	53	16	30.19%
4 Bedrooms & Greater	8	0	0.00%
TOTAL	616	165	26.79%

SnapStats™	February	March	Variance
Inventory	543	616	13.44%
Solds	127	165	29.92%
Sale Price Average (Median)	\$372,000	\$389,900	4.81%
Sale to List Price Ratio	99.2%	100.0%	0.81%
Days on Market	23	15	-34.78%

Community Statistics ATTACHED (Condo & TH)

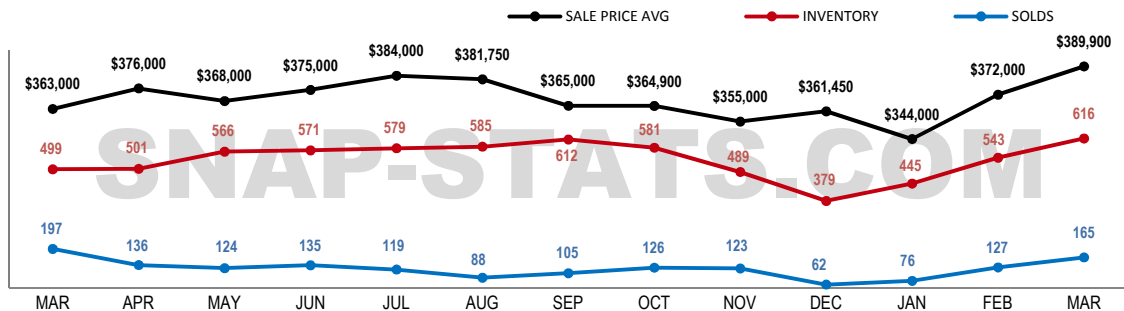
COMMUNITY STATS	Inventory	Sales	Sales Ratio*
Champlain Heights	24	6	25.00%
Collingwood	117	20	17.09%
Downtown	16	7	43.75%
Fraser	26	8	30.77%
Fraserview	37	13	35.14%
Grandview	32	12	37.50%
Hastings	40	15	37.50%
Hastings East	16	2	12.50%
Kilarney	13	3	23.08%
Knight	27	9	33.33%
Main	14	10	71.43%
Mt Pleasant	207	51	24.64%
Renfrew Heights	0	0	0.00%
Renfrew	17	2	11.76%
South Vancouver	1	0	0.00%
Victoria	29	7	24.14%
TOTAL	616	165	26.79%

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

SnapStats™ ▷ Summary ATTACHED

- Official Market Type Eastside Attached: Sellers market at 27% sales ratio average (3 in 10 homes selling)
- Sales are up 30% with an injection of 13% more listings. Buyers are fast and furious paying full list price on average
- Most Active Price Band: \$400,000 to \$600,000 and with average 1 in 3 homes selling
- Buyers Best Bet: Real estate \$700,000 to \$800,000 in Hastings East and Renfrew
- Sellers Best Bet: Real estate to sell in Downtown, Fraserview, Grandview, Hastings and Main

SnapStats™ ▷ 13 Month Market Trend ATTACHED



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Price Band Statistics DETACHED (HOUSES)

MARCH STATS	Inventory	Sales	Sales Ratio*
\$0 - 300,000	0	0	0.00%
300,001 - 400,000	0	0	0.00%
400,001 - 500,000	1	0	0.00%
500,001 - 600,000	6	0	0.00%
600,001 - 700,000	12	0	0.00%
700,001 - 800,000	18	14	77.78%
800,001 - 900,000	32	26	81.25%
900,001 - 1,000,000	33	16	48.48%
1,000,001 - 1,250,000	54	28	51.85%
1,250,001 - 1,500,000	52	22	42.31%
1,500,001 - 1,750,000	18	7	38.89%
1,750,001 - 2,000,000	14	5	35.71%
2,000,001 - 2,250,000	4	2	50.00%
2,250,001 - 2,500,000	13	0	0.00%
2,500,001 - 2,750,000	1	0	0.00%
2,750,001 - 3,000,000	3	0	0.00%
3,000,001 - 3,500,000	1	0	0.00%
3,500,001 - 4,000,000	3	0	0.00%
4,000,001 - 4,500,000	0	0	0.00%
4,500,001 - 5,000,000	0	0	0.00%
5,000,001 & Greater	5	0	0.00%
TOTAL	270	120	44.44%

STYLE OF HOME	Inventory	Sales	Sales Ratio*
2 Bedrooms & Less	16	6	37.50%
3 to 4 Bedrooms	133	65	48.87%
5 to 6 Bedrooms	101	46	45.54%
7 Bedrooms & More	20	3	15.00%
TOTAL	270	120	44.44%

SnapStats™	February	March	Variance
Inventory	250	270	8.00%
Solds	103	120	16.50%
Sale Price Average (Median)	\$1,002,000	\$1,035,250	3.32%
Sale to List Price Ratio	101.3%	98.6%	-2.67%
Days on Market	14	11	-21.43%

Community Statistics DETACHED (HOUSES)

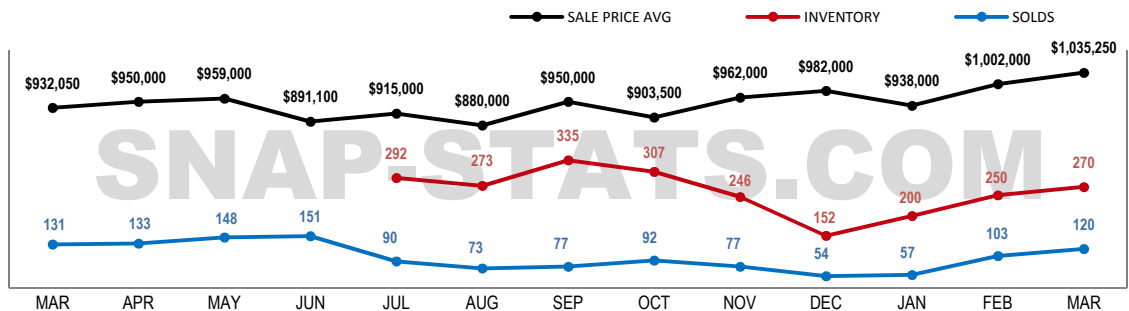
COMMUNITY STATS	Inventory	Sales	Sales Ratio*
Blueridge	6	6	100.00%
Boulevard	6	0	0.00%
Braemar	3	1	33.33%
Calverhall	6	1	16.67%
Canyon Heights	28	14	50.00%
Capilano Highlands	10	4	40.00%
Capilano	5	1	20.00%
Central Lonsdale	11	6	54.55%
Deep Cove	20	3	15.00%
Delbrook	5	0	0.00%
Dollarton	8	5	62.50%
Forest Hills	7	7	100.00%
Grouse Woods	8	1	12.50%
Hamilton	6	2	33.33%
Hamilton Heights	1	1	100.00%
Indian Arm	6	0	0.00%
Indian River	5	2	40.00%
Lower Lonsdale	5	0	0.00%
Lynn Valley	18	17	94.44%
Lynnmoor	2	0	0.00%
Norgate	5	2	40.00%
Northlands	3	2	66.67%
Pemberton Heights	13	4	30.77%
Pemberton	8	4	50.00%
Princess Park	2	2	100.00%
Queensbury	4	0	0.00%
Roche Point	5	1	20.00%
Seymour	8	2	25.00%
Tempe	2	2	100.00%
Upper Delbrook	11	7	63.64%
Upper Lonsdale	20	18	90.00%
Westlynn	13	2	15.38%
Westlynn Terrace	5	0	0.00%
Windsor Park	3	3	100.00%
Woodlands-Sunshine Cascade	2	0	0.00%
TOTAL	270	120	44.44%

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

SnapStats™ ▷ Summary DETACHED

- Official Market Type North Vancouver Detached: Sellers market with 44% Sales Ratio average (4 in 10 selling)
- A moderate inventory injection of 8% helped increase sales 16% and sale prices 3%. Sellers netting 1.4% below sticker price
- Most Active Price Band: \$700,000 to \$900,000 with an average 8 out of 10 homes listed selling (time to sell)
- Buyers Best Bet: Property between \$600,000 to \$700,000 and \$2.25 to \$2.5 mil in Deep Cove, Grouse Woods, and Westlynn
- Sellers Best Bet: Selling homes in Blueridge, Central and Upper Lonsdale, Forest Hills, Lynn Valley and Upper Delbrook

SnapStats™ ▷ 13 Month Market Trend DETACHED



No data available pre July 2011

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Price Band Statistics ATTACHED (Condo & TH)

MARCH STATS	Inventory	Sales	Sales Ratio*
\$0 – 300,000	76	17	22.37%
300,001 – 400,000	150	32	21.33%
400,001 – 500,000	88	25	28.41%
500,001 – 600,000	63	22	34.92%
600,001 – 700,000	52	12	23.08%
700,001 – 800,000	25	11	44.00%
800,001 – 900,000	19	3	15.79%
900,001 – 1,000,000	11	2	18.18%
1,000,001 – 1,250,000	5	1	20.00%
1,250,001 – 1,500,000	3	0	0.00%
1,500,001 – 1,750,000	4	0	0.00%
1,750,001 – 2,000,000	2	0	0.00%
2,000,001 – 2,250,000	0	0	0.00%
2,250,001 – 2,500,000	2	0	0.00%
2,500,001 – 2,750,000	1	0	0.00%
2,750,001 – 3,000,000	0	0	0.00%
3,000,001 – 3,500,000	0	0	0.00%
3,500,001 – 4,000,000	0	0	0.00%
4,000,001 – 4,500,000	0	0	0.00%
4,500,001 – 5,000,000	0	0	0.00%
5,000,001 & Greater	0	0	0.00%
TOTAL	501	125	24.95%

STYLE OF HOME	Inventory	Sales	Sales Ratio*
0 to 1 Bedroom	175	38	21.71%
2 Bedrooms	254	55	21.65%
3 Bedrooms	63	24	38.10%
4 Bedrooms & Greater	9	8	88.89%
TOTAL	501	125	24.95%

SnapStats™	February	March	Variance
Inventory	500	501	0.20%
Solds	102	125	22.55%
Sale Price Average (Median)	\$395,000	\$465,000	17.72%
Sale to List Price Ratio	98.8%	97.9%	-0.91%
Days on Market	23	18	-21.74%

Community Statistics ATTACHED (Condo & TH)

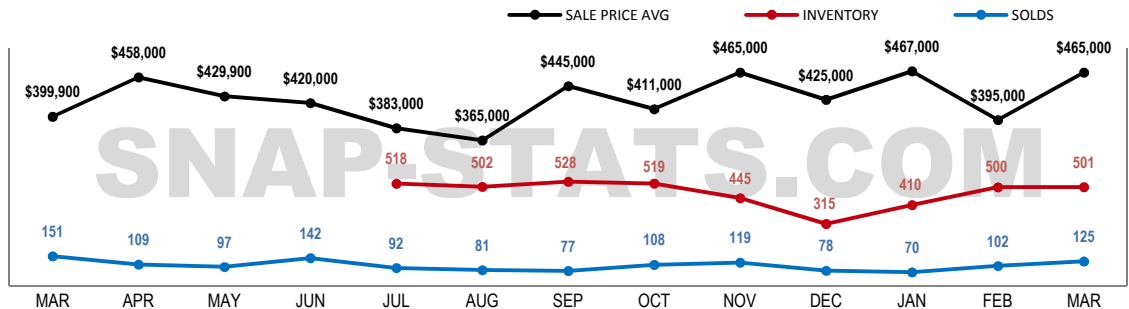
COMMUNITY STATS	Inventory	Sales	Sales Ratio*
Blueridge	1	1	100.00%
Boulevard	0	0	0.00%
Braemer	0	0	0.00%
Calverhall	0	0	0.00%
Canyon Heights	1	0	0.00%
Capilano Highlands	3	3	100.00%
Capilano	3	1	33.33%
Central Lonsdale	125	24	19.20%
Deep Cove	4	0	0.00%
Delbrook	3	2	66.67%
Dollarton	0	0	0.00%
Forest Hills	0	0	0.00%
Grouse Woods	1	1	100.00%
Hamilton	28	9	32.14%
Hamilton Heights	0	0	0.00%
Indian Arm	0	0	0.00%
Indian River	6	2	33.33%
Lower Lonsdale	164	31	18.90%
Lynn Valley	20	7	35.00%
Lynnmour	17	2	11.76%
Norgate	14	4	28.57%
Northlands	8	8	100.00%
Pemberton Heights	3	2	66.67%
Pemberton	26	5	19.23%
Princess Park	0	0	0.00%
Queensbury	0	0	0.00%
Roche Point	38	13	34.21%
Seymour	19	0	0.00%
Tempe	0	0	0.00%
Upper Delbrook	1	0	0.00%
Upper Lonsdale	11	7	63.64%
Westlynn	2	2	100.00%
Westlynn Terrace	0	0	0.00%
Windsor Park	3	1	33.33%
Woodlands-Sunshine Cascade	0	0	0.00%
TOTAL	501	125	24.95%

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

SnapStats™ ▷ Summary ATTACHED

- Official Market Type North Vancouver Attached: Sellers market at 25% (1 in 4 homes selling)
- Buyers pushed prices 18% higher and bought 23% of old inventory (no new listings). Sellers netting average 2.1% off list price
- Most Active Price Band: \$700,000 to \$800,000 with a 44% Sales ratio (4 in 10 homes sell)
- Buyers Best Bet: Homes between \$800,000 to \$900,000 in Lynnmour
- Sellers Best Bet: Real Estate in Hamilton, Lynn Valley, Roche Point and Upper Lonsdale

SnapStats™ ▷ 13 Month Market Trend ATTACHED



No data available pre July 2011

SnapStats™ ▷ Compliments of Bo Park

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Price Band Statistics DETACHED (HOUSES)

MARCH STATS	Inventory	Sales	Sales Ratio*
\$0 – 300,000	0	0	0.00%
300,001 – 400,000	0	0	0.00%
400,001 – 500,000	0	0	0.00%
500,001 – 600,000	0	0	0.00%
600,001 – 700,000	1	0	0.00%
700,001 – 800,000	3	0	0.00%
800,001 – 900,000	3	2	66.67%
900,001 – 1,000,000	11	0	0.00%
1,000,001 – 1,250,000	19	6	31.58%
1,250,001 – 1,500,000	36	15	41.67%
1,500,001 – 1,750,000	39	11	28.21%
1,750,001 – 2,000,000	36	9	25.00%
2,000,001 – 2,250,000	10	7	70.00%
2,250,001 – 2,500,000	25	4	16.00%
2,500,001 – 2,750,000	21	3	14.29%
2,750,001 – 3,000,000	30	1	3.33%
3,000,001 – 3,500,000	36	6	16.67%
3,500,001 – 4,000,000	27	5	18.52%
4,000,001 – 4,500,000	23	3	13.04%
4,500,001 – 5,000,000	22	3	13.64%
5,000,001 & Greater	62	3	4.84%
TOTAL	404	78	19.31%

STYLE OF HOME	Inventory	Sales	Sales Ratio*
2 Bedrooms & Less	14	6	42.86%
3 to 4 Bedrooms	213	45	21.13%
5 to 6 Bedrooms	164	25	15.24%
7 Bedrooms & More	13	2	15.38%
TOTAL	404	78	19.31%

SnapStats™	February	March	Variance
Inventory	384	404	5.21%
Solds	65	78	20.00%
Sale Price Average (Median)	\$2,000,000	\$1,855,000	-7.25%
Sale to List Price Ratio	95.4%	96.0%	0.63%
Days on Market	20	20	0.00%

Community Statistics DETACHED (HOUSES)

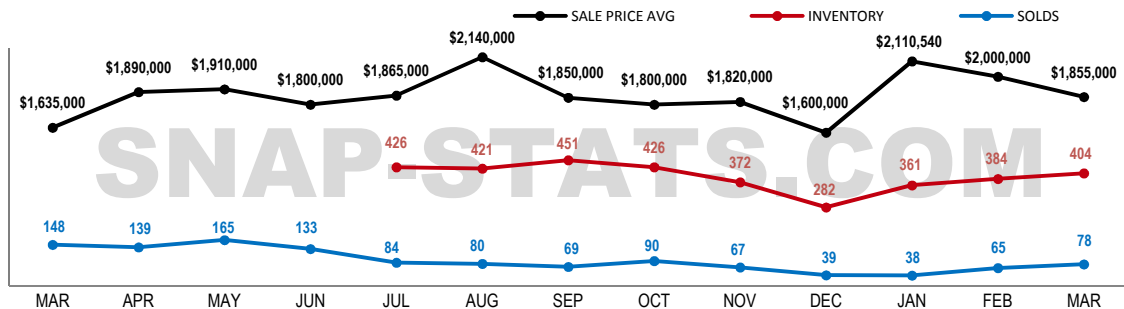
COMMUNITY STATS	Inventory	Sales	Sales Ratio*
Altamont	20	0	0.00%
Ambleside	36	14	38.89%
Bayridge	4	4	100.00%
British Properties	61	13	21.31%
Canterbury	6	0	0.00%
Caulfield	29	6	20.69%
Cedardale	8	1	12.50%
Chartwell	13	2	15.38%
Chelsea Park	4	0	0.00%
Cypress	7	1	14.29%
Cypress Park Estates	10	1	10.00%
Deer Ridge	0	0	0.00%
Dundarave	23	6	26.09%
Eagle Harbour	21	1	4.76%
Eagleridge	7	0	0.00%
Furry Creek	15	0	0.00%
Gleneagles	14	1	7.14%
Glenmore	14	1	7.14%
Horseshoe Bay	8	2	25.00%
Howe Sound	7	2	28.57%
Lions Bay	16	2	12.50%
Old Caulfield	5	0	0.00%
Panorama Village	1	0	0.00%
Park Royal	1	1	100.00%
Porteau Cove	0	0	0.00%
Queens	15	4	26.67%
Rockridge	3	0	0.00%
Sandy Cove	3	2	66.67%
Sentinel Hill	9	1	11.11%
Upper Caulfield	3	3	100.00%
West Bay	10	1	10.00%
Westhill	7	0	0.00%
Westmount	9	5	55.56%
Whitby Estates	6	4	66.67%
Whytecliff	9	0	0.00%
TOTAL	404	78	19.31%

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

SnapStats™ ▷ Summary DETACHED

- Official Market Type West Vancouver Detached: Balanced market with 19% Sales Ratio average (2 in 10 selling)
- Buyers make demands on small injection of new inventory (+5%) with 20% more sales, but drive average sale price down 7%
- Most Active Price Band +/- \$2 mil: \$1.25 to \$1.5 mil with 42% Sales Ratio (2 in 5 sell); \$2 to \$2.25 mil (7 in 10 selling)
- Buyers Best Bet: Homes between \$2.75 to \$3.0 mil and \$5 mil plus in Eagle Harbour, Gleneagles and Glenmore
- Sellers Best Bet: Selling homes in Ambleside, Bayridge, Sandy Cove, Upper Caulfield and Whitby Estates

SnapStats™ ▷ 13 Month Market Trend DETACHED



No data available pre July 2011

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Price Band Statistics ATTACHED (Condo & TH)

MARCH STATS	Inventory	Sales	Sales Ratio*
\$0 – 300,000	4	3	75.00%
300,001 – 400,000	9	1	11.11%
400,001 – 500,000	7	1	14.29%
500,001 – 600,000	13	1	7.69%
600,001 – 700,000	10	2	20.00%
700,001 – 800,000	16	2	12.50%
800,001 – 900,000	12	1	8.33%
900,001 – 1,000,000	11	2	18.18%
1,000,001 – 1,250,000	11	2	18.18%
1,250,001 – 1,500,000	11	3	27.27%
1,500,001 – 1,750,000	15	4	26.67%
1,750,001 – 2,000,000	0	0	0.00%
2,000,001 – 2,250,000	2	0	0.00%
2,250,001 – 2,500,000	6	1	16.67%
2,500,001 – 2,750,000	3	1	33.33%
2,750,001 – 3,000,000	0	0	0.00%
3,000,001 – 3,500,000	5	0	0.00%
3,500,001 – 4,000,000	1	1	100.00%
4,000,001 – 4,500,000	2	0	0.00%
4,500,001 – 5,000,000	0	0	0.00%
5,000,001 & Greater	3	0	0.00%
TOTAL	141	25	17.73%

STYLE OF HOME	Inventory	Sales	Sales Ratio*
0 to 1 Bedroom	27	4	14.81%
2 Bedrooms	82	15	18.29%
3 Bedrooms	30	6	20.00%
4 Bedrooms & Greater	2	0	0.00%
TOTAL	141	25	17.73%

SnapStats™	February	March	Variance
Inventory	125	141	12.80%
Solds	25	25	0.00%
Sale Price Average (Median)	\$718,450	\$967,000	34.60%
Sale to List Price Ratio	97.2%	96.9%	-0.31%
Days on Market	24	49	104.17%

Community Statistics ATTACHED (Condo & TH)

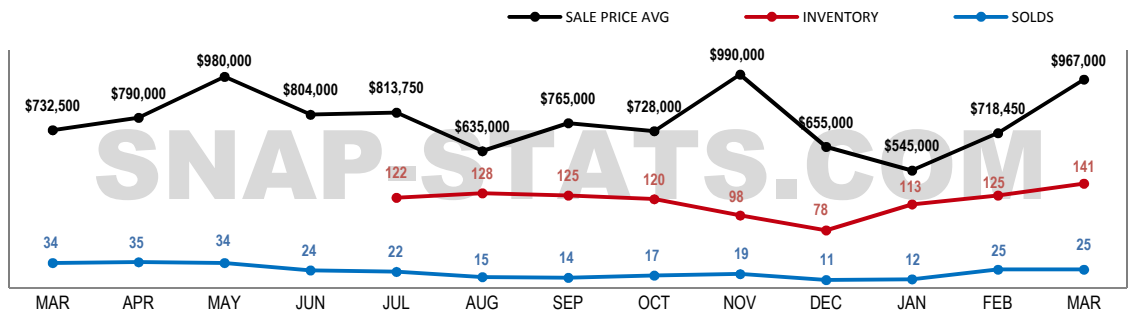
COMMUNITY STATS	Inventory	Sales	Sales Ratio*
Altamont	0	0	0.00%
Ambleside	37	9	24.32%
Bayridge	0	0	0.00%
British Properties	0	0	0.00%
Canterbury	0	0	0.00%
Caulfield	0	0	0.00%
Cedardale	5	1	20.00%
Chartwell	0	0	0.00%
Chelsea Park	1	0	0.00%
Cypress	0	0	0.00%
Cypress Park Estates	6	1	16.67%
Deer Ridge	3	1	33.33%
Dundarave	26	2	7.69%
Eagle Harbour	0	0	0.00%
Eagleridge	0	0	0.00%
Furry Creek	2	0	0.00%
Gleneagles	0	0	0.00%
Glenmore	2	0	0.00%
Horseshoe Bay	1	0	0.00%
Howe Sound	8	1	12.50%
Lions Bay	1	0	0.00%
Old Caulfield	2	0	0.00%
Panorama Village	9	3	33.33%
Park Royal	17	4	23.53%
Porteau Cove	0	0	0.00%
Queens	0	0	0.00%
Rockridge	0	0	0.00%
Sandy Cove	0	0	0.00%
Sentinel Hill	8	0	0.00%
Upper Caulfield	0	0	0.00%
West Bay	0	0	0.00%
Westhill	0	0	0.00%
Westmount	0	0	0.00%
Whitby Estates	13	3	23.08%
Whytecliff	0	0	0.00%
TOTAL	141	25	17.73%

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

SnapStats™ ▷ Summary ATTACHED

- Official Market Type West Vancouver Attached: Balanced market with 18% Sales Ratio average (2 in 10 homes sell)
- Buyers have slowed their shopping down buying the same amount of homes as February and increasing sale price +34%
- Most Active Price Band: \$0 to \$300,000 with 3 out of 4 homes selling
- Buyers Best Bet: Homes between \$500,000 to \$600,000 and \$800,000 to \$900,000 in Dundarave
- Sellers Best Bet: Properties in Ambleside, Panorama Village, Park Royal and Whitby Estates

SnapStats™ ▷ 13 Month Market Trend ATTACHED



No data available pre July 2011

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Price Band Statistics DETACHED (HOUSES)

MARCH STATS	Inventory	Sales	Sales Ratio*
\$0 – 300,000	2	0	0.00%
300,001 – 400,000	3	0	0.00%
400,001 – 500,000	0	0	0.00%
500,001 – 600,000	8	0	0.00%
600,001 – 700,000	24	7	29.17%
700,001 – 800,000	52	16	30.77%
800,001 – 900,000	94	19	20.21%
900,001 – 1,000,000	118	14	11.86%
1,000,001 – 1,250,000	167	20	11.98%
1,250,001 – 1,500,000	148	8	5.41%
1,500,001 – 1,750,000	89	8	8.99%
1,750,001 – 2,000,000	82	2	2.44%
2,000,001 – 2,250,000	29	5	17.24%
2,250,001 – 2,500,000	44	1	2.27%
2,500,001 – 2,750,000	16	0	0.00%
2,750,001 – 3,000,000	13	2	15.38%
3,000,001 – 3,500,000	9	0	0.00%
3,500,001 – 4,000,000	4	0	0.00%
4,000,001 – 4,500,000	0	0	0.00%
4,500,001 – 5,000,000	0	0	0.00%
5,000,001 & Greater	2	0	0.00%
TOTAL	904	102	11.28%

STYLE OF HOME	Inventory	Sales	Sales Ratio*
2 Bedrooms & Less	23	3	13.04%
3 to 4 Bedrooms	405	59	14.57%
5 to 6 Bedrooms	435	37	8.51%
7 Bedrooms & More	41	3	7.32%
TOTAL	904	102	11.28%

SnapStats™	February	March	Variance
Inventory	846	904	6.86%
Solds	119	102	-14.29%
Sale Price Average (Median)	\$1,020,000	\$940,500	-7.79%
Sale to List Price Ratio	97.1%	97.1%	0.00%
Days on Market	24	30	25.00%

Community Statistics DETACHED (HOUSES)

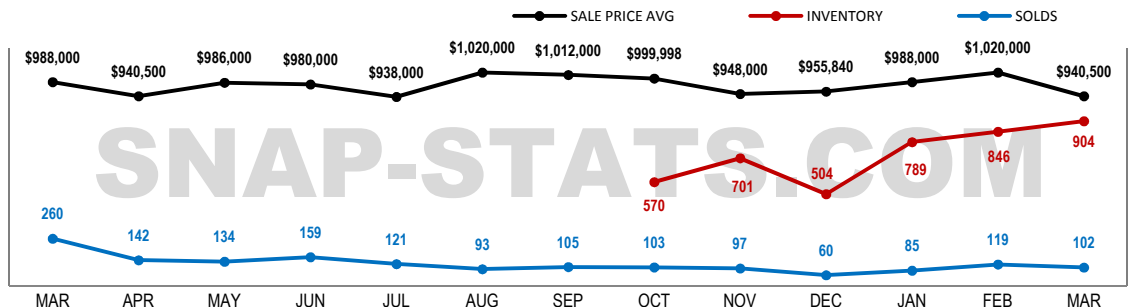
COMMUNITY STATS	Inventory	Sales	Sales Ratio*
Boyd Park	21	1	4.76%
Bridgeport	13	2	15.38%
Brighthouse	2	0	0.00%
Brighthouse South	2	0	0.00%
Broadmoor	66	5	7.58%
East Cambie	40	5	12.50%
East Richmond	5	0	0.00%
Garden City	39	3	7.69%
Gilmore	3	0	0.00%
Granville	69	7	10.14%
Hamilton	30	3	10.00%
Ironwood	35	3	8.57%
Lackner	49	10	20.41%
McLennan	11	1	9.09%
McLennan North	9	0	0.00%
McNair	33	4	12.12%
Quilchena	37	1	2.70%
Riverdale	62	7	11.29%
Saunders	50	5	10.00%
Sea Island	4	1	25.00%
Seafair	66	9	13.64%
South Arm	24	5	20.83%
Steveston North	40	7	17.50%
Steveston South	24	6	25.00%
Steveston Village	16	8	50.00%
Terra Nova	39	2	5.13%
West Cambie	41	6	14.63%
Westwind	13	1	7.69%
Woodwards	61	0	0.00%
TOTAL	904	102	11.28%

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

SnapStats™ ▷ Summary DETACHED

- Official Market Type Richmond Detached: Buyers market with 11% Sales Ratio (1 in 10 homes sell)
- Sales slightly lower than February (-14%) and Buyers negotiating 8% lower sale price but giving Sellers 3% of sticker price
- Most Active Price Band: \$600,000 to \$800,000 with 30% Sales ratio (3 in 10 selling)
- Buyers Best Bet: Homes \$1.25 to \$2 mil and \$2.25 to \$2.5 mil located in Boyd Park, Quilchena and Terra Nova
- Sellers Best Bet: Selling homes in Steveston Village

SnapStats™ ▷ 13 Month Market Trend DETACHED



No data available pre October 2011

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Price Band Statistics ATTACHED (Condo & TH)

MARCH STATS	Inventory	Sales	Sales Ratio*
\$0 – 300,000	291	35	12.03%
300,001 – 400,000	286	55	19.23%
400,001 – 500,000	300	46	15.33%
500,001 – 600,000	230	42	18.26%
600,001 – 700,000	114	19	16.67%
700,001 – 800,000	31	4	12.90%
800,001 – 900,000	16	4	25.00%
900,001 – 1,000,000	6	0	0.00%
1,000,001 – 1,250,000	11	0	0.00%
1,250,001 – 1,500,000	3	0	0.00%
1,500,001 – 1,750,000	0	0	0.00%
1,750,001 – 2,000,000	0	0	0.00%
2,000,001 – 2,250,000	0	0	0.00%
2,250,001 – 2,500,000	0	0	0.00%
2,500,001 – 2,750,000	0	0	0.00%
2,750,001 – 3,000,000	0	0	0.00%
3,000,001 – 3,500,000	0	0	0.00%
3,500,001 – 4,000,000	0	0	0.00%
4,000,001 – 4,500,000	0	0	0.00%
4,500,001 – 5,000,000	0	0	0.00%
5,000,001 & Greater	0	0	0.00%
TOTAL	1288	205	15.92%

STYLE OF HOME	Inventory	Sales	Sales Ratio*
0 to 1 Bedroom	272	35	12.87%
2 Bedrooms	600	81	13.50%
3 Bedrooms	353	68	19.26%
4 Bedrooms & Greater	63	21	33.33%
TOTAL	1288	205	15.92%

SnapStats™	February	March	Variance
Inventory	1196	1288	7.69%
Solds	206	205	-0.49%
Sale Price Average (Median)	\$399,850	\$429,900	7.52%
Sale to List Price Ratio	98.0%	97.7%	-0.31%
Days on Market	27	34	25.93%

Community Statistics ATTACHED (Condo & TH)

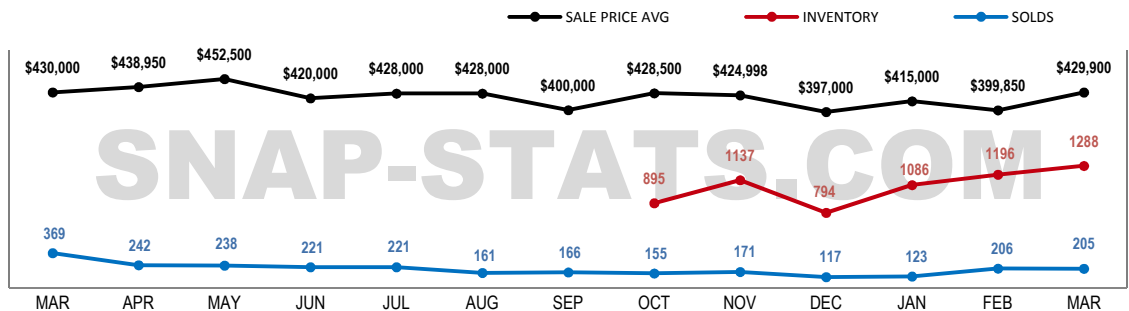
COMMUNITY STATS	Inventory	Sales	Sales Ratio*
Boyd Park	29	5	17.24%
Bridgeport	7	0	0.00%
Brighthouse	415	47	11.33%
Brighthouse South	202	32	15.84%
Broadmoor	15	4	26.67%
East Cambie	14	2	14.29%
East Richmond	16	2	12.50%
Garden City	15	2	13.33%
Gilmore	0	0	0.00%
Granville	20	2	10.00%
Hamilton	14	4	28.57%
Ironwood	30	5	16.67%
Lackner	7	1	14.29%
McLennan	1	0	0.00%
McLennan North	148	37	25.00%
McNair	6	2	33.33%
Quilchena	7	0	0.00%
Riverdale	44	6	13.64%
Saunders	25	4	16.00%
Sea Island	0	0	0.00%
Seafair	8	1	12.50%
South Arm	32	5	15.63%
Steveston North	17	4	23.53%
Steveston South	71	16	22.54%
Steveston Village	10	0	0.00%
Terra Nova	19	5	26.32%
West Cambie	100	17	17.00%
Westwind	3	0	0.00%
Woodwards	13	2	15.38%
TOTAL	1288	205	15.92%

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

SnapStats™ ▷ Summary ATTACHED

- Official Market Type Richmond Attached: Balanced market with 16% Sales Ratio average (2 in 10 sell)
- Buyers paid Sellers 7.5% more on average March over February and 2.3% below sticker price. Days on market increases
- Most Active Price Band: Homes from \$800,000 to \$900,000 with 1 in 4 selling
- Buyers Best Bet: Homes \$0 to \$300,000 and \$700,000 to \$800,000 located in Brighthouse, East Richmond and Granville
- Sellers Best Bet: Selling homes located in Broadmoor, Hamilton, McNair and Terra Nova

SnapStats™ ▷ 13 Month Market Trend ATTACHED



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