

Compliments of:
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METRO VANCOUVER

E D I T I O N

Downtown
Westside
Eastside
North Vancouver
West Vancouver
Richmond
Tsawwassen
Ladner

Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 300,000	11	4	36%
300,001 - 400,000	20	5	25%
400,001 - 500,000	56	13	23%
500,001 - 600,000	115	16	14%
600,001 - 700,000	117	17	15%
700,001 - 800,000	93	11	12%
800,001 - 900,000	63	9	14%
900,001 - 1,000,000	79	13	16%
1,000,001 - 1,250,000	94	20	21%
1,250,001 - 1,500,000	85	13	15%
1,500,001 - 1,750,000	52	7	13%
1,750,001 - 2,000,000	49	6	12%
2,000,001 - 2,250,000	16	4	25%
2,250,001 - 2,500,000	29	1	3%
2,500,001 - 2,750,000	9	0	NA
2,750,001 - 3,000,000	17	0	NA
3,000,001 - 3,500,000	15	2	13%
3,500,001 - 4,000,000	11	1	9%
4,000,001 - 4,500,000	6	1	17%
4,500,001 - 5,000,000	6	0	NA
5,000,001 & Greater	32	0	NA
TOTAL*	975	143	15%

0 to 1 Bedroom	427	60	14%
2 Bedrooms	437	71	16%
3 Bedrooms	99	11	11%
4 Bedrooms & Greater	12	1	8%
TOTAL*	975	143	15%

SnapStats®	May	June	Variance
Inventory	1033	975	-6%
Solds	120	143	19%
Sale Price	\$787,500	\$890,000	13%
Sale Price SQFT	\$957	\$1,024	7%
Sale to List Price Ratio	97%	99%	2%
Days on Market	22	28	27%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Coal Harbour	100	18	18%
Downtown	376	37	10%
Westend	268	41	15%
Yaletown	231	47	20%
TOTAL*	975	143	15%

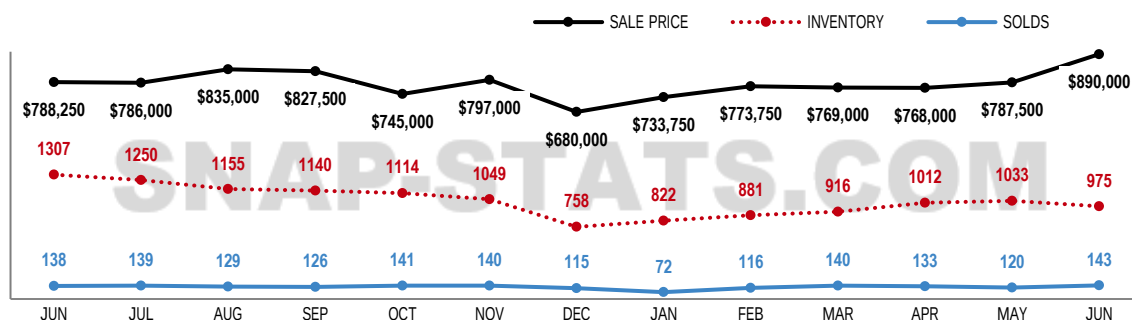
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **DOWNTOWN ATTACHED**: Balanced Market at 15% Sales Ratio average (1.5 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$0 to \$300,000 with average 36% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.25 mil to \$2.5 mil, Downtown and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Yaletown 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	0	0	NA
800,001 - 900,000	0	0	NA
900,001 - 1,000,000	0	0	NA
1,000,001 - 1,250,000	1	0	NA
1,250,001 - 1,500,000	4	0	NA
1,500,001 - 1,750,000	5	2	40%
1,750,001 - 2,000,000	21	4	19%
2,000,001 - 2,250,000	24	9	38%
2,250,001 - 2,500,000	48	5	10%
2,500,001 - 2,750,000	32	4	13%
2,750,001 - 3,000,000	79	11	14%
3,000,001 - 3,500,000	70	18	26%
3,500,001 - 4,000,000	98	12	12%
4,000,001 - 4,500,000	57	6	11%
4,500,001 - 5,000,000	51	3	6%
5,000,001 - 5,500,000	32	1	3%
5,500,001 - 6,000,000	30	0	NA
6,000,001 - 6,500,000	20	1	5%
6,500,001 - 7,000,000	23	0	NA
7,000,001 - 7,500,000	9	0	NA
7,500,001 & Greater	91	2	2%
TOTAL*	695	78	11%

2 Bedrooms & Less	15	1	7%
3 to 4 Bedrooms	205	30	15%
5 to 6 Bedrooms	357	44	12%
7 Bedrooms & More	118	3	3%
TOTAL*	695	78	11%

SnapStats®	May	June	Variance
Inventory	707	695	-2%
Solds	78	78	0%
Sale Price	\$2,829,500	\$3,075,000	9%
Sale Price SQFT	\$932	\$998	7%
Sale to List Price Ratio	94%	97%	3%
Days on Market	19	19	0%

*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

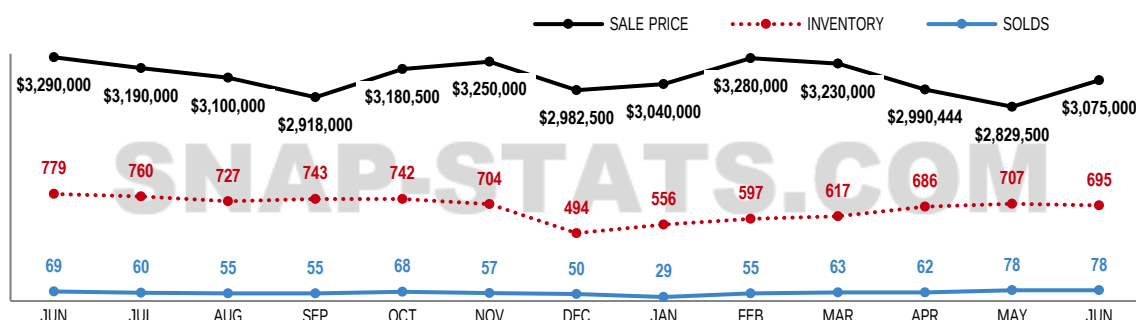
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	31	6	19%
Cambie	47	6	13%
Dunbar	85	13	15%
Fairview	3	0	NA
Falsecreek	1	0	NA
Kerrisdale	31	7	23%
Kitsilano	44	9	20%
Mackenzie Heights	26	5	19%
Marpole	40	0	NA
Mount Pleasant	3	1	33%
Oakridge	22	1	5%
Point Grey	102	9	9%
Quilchena	27	2	7%
SW Marine	17	0	NA
Shaughnessy	72	7	10%
South Cambie	16	0	NA
South Granville	83	7	8%
Southlands	18	4	22%
University	27	1	4%
TOTAL*	695	78	11%

Market Summary

- Market Type Indicator **WESTSIDE DETACHED**: Buyers Market at 11% Sales Ratio average (1.1 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$2 mil to \$2.25 mil with average 38% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes minimum \$7.5 mil, Oakridge, University and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Kerrisdale, Southlands and 3 to 4 bedroom properties

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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 300,000	1	0	NA
300,001 - 400,000	7	2	29%
400,001 - 500,000	42	5	12%
500,001 - 600,000	57	14	25%
600,001 - 700,000	94	23	24%
700,001 - 800,000	121	24	20%
800,001 - 900,000	92	15	16%
900,001 - 1,000,000	77	16	21%
1,000,001 - 1,250,000	158	31	20%
1,250,001 - 1,500,000	139	18	13%
1,500,001 - 1,750,000	105	15	14%
1,750,001 - 2,000,000	77	7	9%
2,000,001 - 2,250,000	28	5	18%
2,250,001 - 2,500,000	25	0	NA
2,500,001 - 2,750,000	12	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	3	0	NA
4,000,001 - 4,500,000	0	0	NA
4,500,001 - 5,000,000	1	0	NA
5,000,001 & Greater	4	1	25%
TOTAL*	1062	177	17%

0 to 1 Bedroom	325	63	19%
2 Bedrooms	452	78	17%
3 Bedrooms	241	31	13%
4 Bedrooms & Greater	44	5	11%
TOTAL*	1062	177	17%

SnapStats®	May	June	Variance
Inventory	1062	1062	0%
Solds	198	177	-11%
Sale Price	\$922,500	\$938,000	2%
Sale Price SQFT	\$951	\$1,011	6%
Sale to List Price Ratio	97%	95%	-2%
Days on Market	16	16	0%

*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

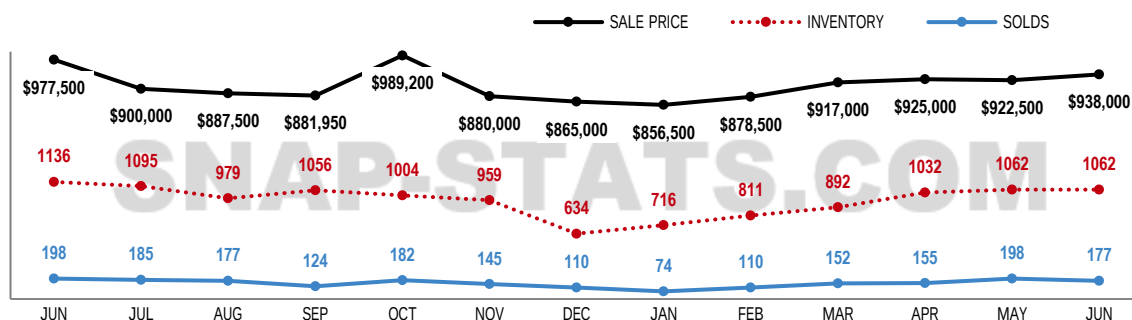
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	5	0	NA
Cambie	134	10	7%
Dunbar	24	3	13%
Fairview	85	38	45%
Falsecreek	102	12	12%
Kerrisdale	45	3	7%
Kitsilano	125	53	42%
Mackenzie Heights	1	0	NA
Marpole	105	11	10%
Mount Pleasant	8	4	50%
Oakridge	55	3	5%
Point Grey	17	4	24%
Quilchena	24	3	13%
SW Marine	17	1	6%
Shaughnessy	13	0	NA
South Cambie	73	3	4%
South Granville	43	2	5%
Southlands	4	1	25%
University	182	26	14%
TOTAL*	1062	177	17%

Market Summary

- Market Type Indicator **WESTSIDE ATTACHED**: 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** \$500,000 to \$700,000 with average 25% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 mil, Oakridge, South Cambie, South Granville and 4 plus bedrooms
- Sellers Best Bet** Selling homes in Fairview, Kitsilano, Mount Pleasant and up to 1 bedroom properties

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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	4	2	50%
1,000,001 - 1,250,000	13	7	54%
1,250,001 - 1,500,000	97	19	20%
1,500,001 - 1,750,000	119	26	22%
1,750,001 - 2,000,000	148	16	11%
2,000,001 - 2,250,000	45	13	29%
2,250,001 - 2,500,000	67	5	7%
2,500,001 - 2,750,000	29	2	7%
2,750,001 - 3,000,000	50	3	6%
3,000,001 - 3,500,000	37	2	5%
3,500,001 - 4,000,000	36	0	NA
4,000,001 - 4,500,000	1	0	NA
4,500,001 - 5,000,000	4	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	1	0	NA
TOTAL*	653	95	15%

2 Bedrooms & Less	32	5	16%
3 to 4 Bedrooms	202	31	15%
5 to 6 Bedrooms	286	48	17%
7 Bedrooms & More	133	11	8%
TOTAL*	653	95	15%

SnapStats®	May	June	Variance
Inventory	645	653	1%
Solds	89	95	7%
Sale Price	\$1,760,000	\$1,700,000	-3%
Sale Price SQFT	\$742	\$741	0%
Sale to List Price Ratio	98%	98%	0%
Days on Market	15	14	-7%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	1	1	100%
Collingwood	74	5	7%
Downtown	0	0	NA
Fraser	44	8	18%
Fraserview	43	4	9%
Grandview Woodland	43	7	16%
Hastings	11	2	18%
Hastings Sunrise	27	2	7%
Killarney	51	10	20%
Knight	56	7	13%
Main	30	5	17%
Mount Pleasant	12	2	17%
Renfrew Heights	79	8	10%
Renfrew	71	11	15%
South Marine	3	0	NA
South Vancouver	73	11	15%
Strathcona	4	3	75%
Victoria	31	9	29%
TOTAL*	653	95	15%

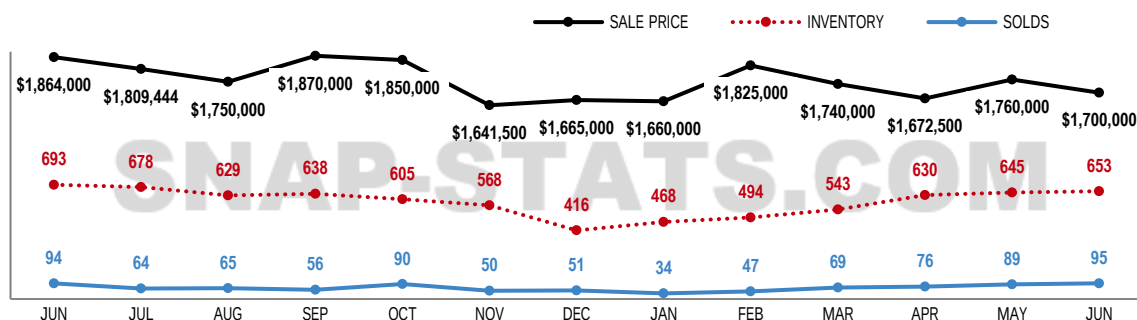
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **EASTSIDE DETACHED**: Balanced Market at 15% Sales Ratio average (1.5 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 54% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.25 mil to \$2.5 mil, Collingwood, Fraserview, Hastings Sunrise and 7 plus bedrooms
- Sellers Best Bet** Selling homes in Victoria and up to 6 bedroom properties

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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 300,000	1	2	200%*
300,001 - 400,000	25	5	20%
400,001 - 500,000	83	16	19%
500,001 - 600,000	145	22	15%
600,001 - 700,000	114	23	20%
700,001 - 800,000	112	22	20%
800,001 - 900,000	65	10	15%
900,001 - 1,000,000	56	11	20%
1,000,001 - 1,250,000	87	16	18%
1,250,001 - 1,500,000	51	9	18%
1,500,001 - 1,750,000	18	2	11%
1,750,001 - 2,000,000	4	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	1	NA*
2,750,001 - 3,000,000	2	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*	767	139	18%

0 to 1 Bedroom	317	49	15%
2 Bedrooms	294	65	22%
3 Bedrooms	127	18	14%
4 Bedrooms & Greater	29	7	24%
TOTAL*	767	139	18%

SnapStats®	May	June	Variance
Inventory	751	767	2%
Solds	139	139	0%
Sale Price	\$699,000	\$710,000	2%
Sale Price SQFT	\$837	\$856	2%
Sale to List Price Ratio	100%	97%	-3%
Days on Market	18	24	33%

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Community CONDOS & TOWNHOMES

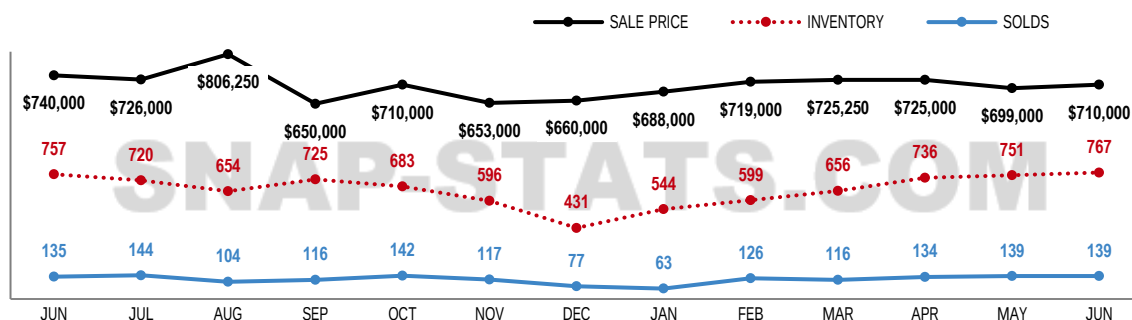
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	23	3	13%
Collingwood	130	22	17%
Downtown	38	6	16%
Fraser	29	6	21%
Fraserview	3	0	NA
Grandview Woodland	78	16	21%
Hastings	46	11	24%
Hastings Sunrise	8	0	NA
Killarney	14	3	21%
Knight	15	4	27%
Main	23	7	30%
Mount Pleasant	133	32	24%
Renfrew Heights	7	1	14%
Renfrew	13	0	NA
South Marine	121	19	16%
South Vancouver	15	0	NA
Strathcona	42	4	10%
Victoria	29	5	17%
TOTAL*	767	139	18%

Market Summary

- Market Type Indicator **EASTSIDE ATTACHED**: Balanced Market at 18% Sales Ratio average (1.8 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$300k-\$400k / \$600k-\$800k / \$900k-\$1 mil with average 20% Sales Ratio (Balanced market)
- Buyers Best Bet** Homes between \$1.5 mil to \$1.75 mil, Champlain Heights, Strathcona and 3 bedroom properties
- Sellers Best Bet** Selling homes in Hastings, Knight, Main, 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	3	0	NA
800,001 - 900,000	4	0	NA
900,001 - 1,000,000	1	0	NA
1,000,001 - 1,250,000	3	3	100%
1,250,001 - 1,500,000	15	2	13%
1,500,001 - 1,750,000	42	12	29%
1,750,001 - 2,000,000	67	24	36%
2,000,001 - 2,250,000	41	17	41%
2,250,001 - 2,500,000	40	7	18%
2,500,001 - 2,750,000	32	6	19%
2,750,001 - 3,000,000	37	6	16%
3,000,001 - 3,500,000	29	3	10%
3,500,001 - 4,000,000	27	4	15%
4,000,001 - 4,500,000	11	1	9%
4,500,001 - 5,000,000	5	1	20%
5,000,001 - 5,500,000	3	0	NA
5,500,001 - 6,000,000	0	0	NA
6,000,001 - 6,500,000	1	0	NA
6,500,001 - 7,000,000	2	0	NA
7,000,001 - 7,500,000	0	0	NA
7,500,001 & Greater	5	0	NA
TOTAL*	368	86	23%

2 Bedrooms & Less	21	4	19%
3 to 4 Bedrooms	176	35	20%
5 to 6 Bedrooms	140	42	30%
7 Bedrooms & More	31	5	16%
TOTAL*	368	86	23%

SnapStats®	May	June	Variance
Inventory	408	368	-10%
Solds	72	86	19%
Sale Price	\$1,943,750	\$2,032,500	5%
Sale Price SQFT	\$747	\$763	2%
Sale to List Price Ratio	96%	97%	1%
Days on Market	15	10	-33%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	12	3	25%
Boulevard	8	4	50%
Braemar	3	1	33%
Calverhall	6	7	117%*
Canyon Heights	39	8	21%
Capilano	2	0	NA
Central Lonsdale	31	5	16%
Deep Cove	21	5	24%
Delbrook	1	1	100%
Dollarton	12	3	25%
Edgemont	14	2	14%
Forest Hills	14	1	7%
Grouse Woods	3	1	33%
Harbourside	0	0	NA
Indian Arm	3	0	NA
Indian River	4	5	125%*
Lower Lonsdale	18	1	6%
Lynn Valley	34	10	29%
Lynn timer	8	0	NA
Mosquito Creek	5	0	NA
Norgate	4	0	NA
Northlands	1	2	200%*
Pemberton Heights	7	2	29%
Pemberton	4	2	50%
Princess Park	5	5	100%
Queensbury	9	1	11%
Roche Point	5	0	NA
Seymour	10	1	10%
Tempe	0	0	NA
Upper Delbrook	13	1	8%
Upper Lonsdale	45	9	20%
Westlynn	17	4	24%
Westlynn Terrace	3	0	NA
Windsor Park	4	2	50%
Woodlands-Sunshine Cascade	3	0	NA
TOTAL*	368	86	23%

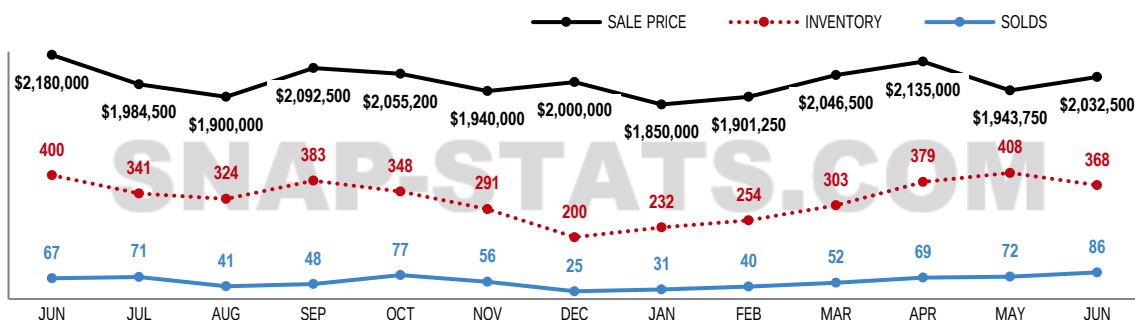
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER DETACHED**: Sellers Market at 23% Sales Ratio average (2.3 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$2 mil to \$2.25 mil with average 41% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$4 mil to \$4.5 mil, Forest Hills, Lower Lonsdale, Upper Delbrook and minimum 7 bedrooms
- Sellers Best Bet** Selling homes in Blueridge, Boulevard, Deep Cove, Dollarton, Lynn Valley, Westlynn and 5 to 6 bedrooms

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SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 300,000	0	0	NA
300,001 - 400,000	9	1	11%
400,001 - 500,000	29	9	31%
500,001 - 600,000	59	13	22%
600,001 - 700,000	73	16	22%
700,001 - 800,000	75	15	20%
800,001 - 900,000	53	11	21%
900,001 - 1,000,000	52	17	33%
1,000,001 - 1,250,000	86	25	29%
1,250,001 - 1,500,000	106	14	13%
1,500,001 - 1,750,000	36	2	6%
1,750,001 - 2,000,000	22	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	1	100%
3,000,001 - 3,500,000	2	0	NA
3,500,001 - 4,000,000	0	0	NA
4,000,001 - 4,500,000	0	0	NA
4,500,001 - 5,000,000	0	0	NA
5,000,001 & Greater	1	0	NA
TOTAL*	608	124	20%

0 to 1 Bedroom	169	34	20%
2 Bedrooms	295	60	20%
3 Bedrooms	112	26	23%
4 Bedrooms & Greater	32	4	13%
TOTAL*	608	124	20%

SnapStats®	May	June	Variance
Inventory	635	608	-4%
Solds	140	124	-11%
Sale Price	\$845,000	\$872,500	3%
Sale Price SQFT	\$842	\$859	2%
Sale to List Price Ratio	96%	98%	2%
Days on Market	19	16	-16%

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	4	0	NA
Central Lonsdale	122	24	20%
Deep Cove	1	1	100%
Delbrook	2	0	NA
Dollarton	0	0	NA
Edgemont	11	1	9%
Forest Hills	0	0	NA
Grouse Woods	2	0	NA
Harbourside	16	3	19%
Indian Arm	0	0	NA
Indian River	6	2	33%
Lower Lonsdale	159	37	23%
Lynn Valley	47	13	28%
Lynnmour	58	12	21%
Mosquito Creek	18	2	11%
Norgate	9	0	NA
Northlands	12	2	17%
Pemberton Heights	0	0	NA
Pemberton	70	9	13%
Princess Park	0	0	NA
Queensbury	8	1	13%
Roche Point	44	10	23%
Seymour	4	2	50%
Tempe	0	0	NA
Upper Delbrook	0	0	NA
Upper Lonsdale	9	2	22%
Westlynn	4	3	75%
Westlynn Terrace	0	0	NA
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	0	0	NA
TOTAL*	608	124	20%

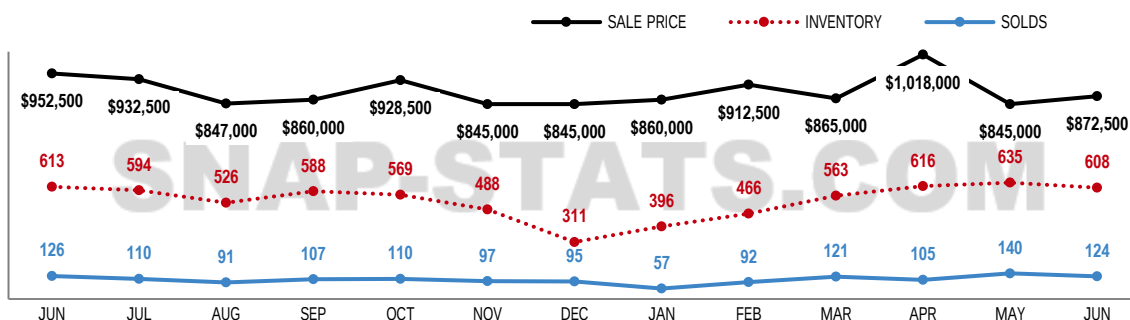
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER ATTACHED**: Balanced Market at 20% Sales Ratio average (2 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$900,000 to \$1 mil with average 33% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.5 mil to \$1.75 mil, Edgemont and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Lynn Valley and up to 3 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	1	0	NA
900,001 - 1,000,000	0	0	NA
1,000,001 - 1,250,000	0	0	NA
1,250,001 - 1,500,000	2	0	NA
1,500,001 - 1,750,000	4	4	100%
1,750,001 - 2,000,000	22	3	14%
2,000,001 - 2,250,000	21	7	33%
2,250,001 - 2,500,000	44	2	5%
2,500,001 - 2,750,000	30	3	10%
2,750,001 - 3,000,000	52	4	8%
3,000,001 - 3,500,000	46	3	7%
3,500,001 - 4,000,000	50	6	12%
4,000,001 - 4,500,000	27	0	NA
4,500,001 - 5,000,000	30	0	NA
5,000,001 - 5,500,000	14	2	14%
5,500,001 - 6,000,000	28	3	11%
6,000,001 - 6,500,000	16	0	NA
6,500,001 - 7,000,000	6	1	17%
7,000,001 - 7,500,000	8	0	NA
7,500,001 & Greater	78	0	NA
TOTAL*	479	38	8%

2 Bedrooms & Less	14	0	NA
3 to 4 Bedrooms	197	14	7%
5 to 6 Bedrooms	224	24	11%
7 Bedrooms & More	44	0	NA
TOTAL*	479	38	8%

SnapStats®	May	June	Variance
Inventory	483	479	-1%
Solds	31	38	23%
Sale Price	\$2,750,000	\$2,750,000	0%
Sale Price SQFT	\$823	\$678	-18%
Sale to List Price Ratio	95%	92%	-3%
Days on Market	22	32	45%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	19	3	16%
Ambleside	40	10	25%
Bayridge	14	1	7%
British Properties	74	4	5%
Canterbury	7	0	NA
Caulfield	23	2	9%
Cedardale	13	0	NA
Chartwell	29	2	7%
Chelsea Park	5	0	NA
Cypress	6	0	NA
Cypress Park Estates	24	2	8%
Deer Ridge	0	0	NA
Dundarave	37	4	11%
Eagle Harbour	16	1	6%
Eagleridge	3	0	NA
Furry Creek	7	0	NA
Gleneagles	13	1	8%
Glenmore	15	1	7%
Horseshoe Bay	8	1	13%
Howe Sound	5	0	NA
Lions Bay	20	0	NA
Olde Caulfield	4	0	NA
Panorama Village	2	0	NA
Park Royal	5	0	NA
Porteau Cove	0	0	NA
Queens	18	0	NA
Rockridge	4	1	25%
Sandy Cove	2	1	50%
Sentinel Hill	18	2	11%
Upper Caulfield	4	0	NA
West Bay	14	0	NA
Westhill	6	0	NA
Westmount	10	2	20%
Whitby Estates	8	0	NA
Whytecliff	6	0	NA
TOTAL*	479	38	8%

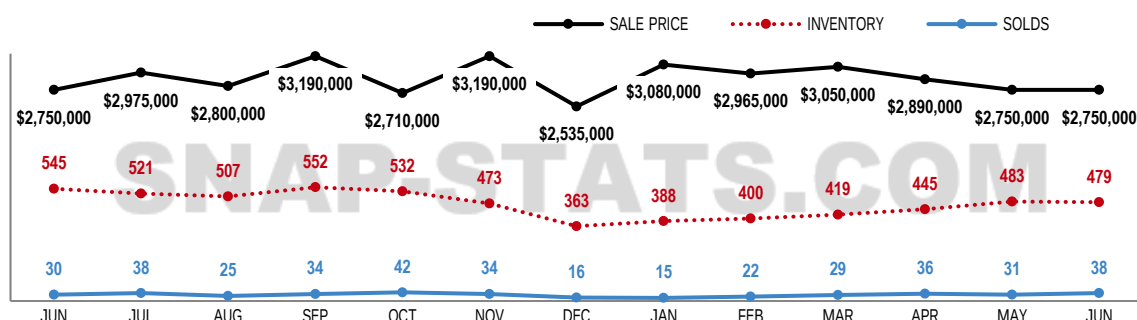
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER DETACHED**: Buyers Market at 8% Sales Ratio average (8 in 100 homes selling rate)
- Homes are selling on average 8% below list price
- Most Active Price Band** \$2 mil to \$2.25 mil with average 33% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.25 mil to \$2.5 mil, Bayridge, British Properties, Chartwell, Eagle Harbour and Glenmore
- Sellers Best Bet** Selling homes in Ambleside, Westmount and 5 to 6 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	3	0	NA
400,001 - 500,000	1	1	100%
500,001 - 600,000	4	0	NA
600,001 - 700,000	11	0	NA
700,001 - 800,000	4	3	75%
800,001 - 900,000	12	2	17%
900,001 - 1,000,000	7	0	NA
1,000,001 - 1,250,000	19	1	5%
1,250,001 - 1,500,000	28	2	7%
1,500,001 - 1,750,000	16	3	19%
1,750,001 - 2,000,000	16	4	25%
2,000,001 - 2,250,000	7	0	NA
2,250,001 - 2,500,000	6	1	17%
2,500,001 - 2,750,000	12	1	8%
2,750,001 - 3,000,000	11	1	9%
3,000,001 - 3,500,000	2	0	NA
3,500,001 - 4,000,000	3	0	NA
4,000,001 - 4,500,000	3	0	NA
4,500,001 - 5,000,000	1	0	NA
5,000,001 & Greater	7	1	14%
TOTAL*	173	20	12%

0 to 1 Bedroom	35	2	6%
2 Bedrooms	93	10	11%
3 Bedrooms	45	5	11%
4 Bedrooms & Greater	0	3	NA*
TOTAL*	173	20	12%

SnapStats®	May	June	Variance
Inventory	175	173	-1%
Solds	13	20	54%
Sale Price	\$865,000	\$1,555,000	80%
Sale Price SQFT	\$832	\$1,217	46%
Sale to List Price Ratio	91%	95%	4%
Days on Market	24	29	21%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	0	0	NA
Ambleside	41	7	17%
Bayridge	0	0	NA
British Properties	0	0	NA
Canterbury	0	0	NA
Caulfield	0	0	NA
Cedardale	2	0	NA
Chartwell	0	0	NA
Chelsea Park	0	0	NA
Cypress	0	0	NA
Cypress Park Estates	29	1	3%
Deer Ridge	1	1	100%
Dundarave	23	6	26%
Eagle Harbour	0	0	NA
Eagleridge	0	0	NA
Furry Creek	5	0	NA
Gleneagles	0	0	NA
Glenmore	1	0	NA
Horseshoe Bay	18	0	NA
Howe Sound	3	1	33%
Lions Bay	1	0	NA
Olde Caulfield	1	0	NA
Panorama Village	8	1	13%
Park Royal	29	3	10%
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	4	0	NA
West Bay	0	0	NA
Westhill	0	0	NA
Westmount	0	0	NA
Whitby Estates	7	0	NA
Whytecliff	0	0	NA
TOTAL*	173	20	12%

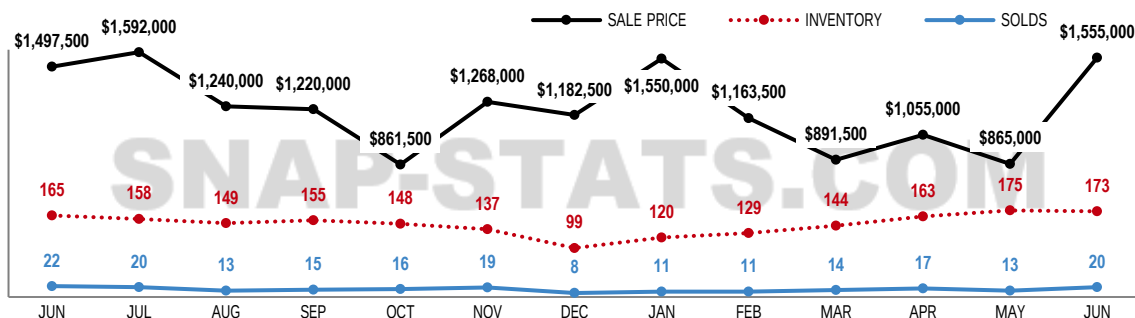
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER ATTACHED**: Balanced Market at 12% Sales Ratio average (1.2 in 10 homes selling rate)
- Homes are selling on average 5% below list price
- Most Active Price Band** \$1.75 mil to \$2 mil with average 25% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1 mil to \$1.25 mil, Cypress Park Estates and up to 1 bedroom properties
- Sellers Best Bet** Selling homes in Dundarave and 2 to 3 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	8	0	NA
800,001 - 900,000	1	0	NA
900,001 - 1,000,000	1	0	NA
1,000,001 - 1,250,000	15	3	20%
1,250,001 - 1,500,000	59	17	29%
1,500,001 - 1,750,000	86	18	21%
1,750,001 - 2,000,000	109	13	12%
2,000,001 - 2,250,000	31	6	19%
2,250,001 - 2,500,000	53	5	9%
2,500,001 - 2,750,000	49	1	2%
2,750,001 - 3,000,000	64	0	NA
3,000,001 - 3,500,000	46	5	11%
3,500,001 - 4,000,000	36	1	3%
4,000,001 - 4,500,000	13	0	NA
4,500,001 - 5,000,000	11	0	NA
5,000,001 - 5,500,000	6	0	NA
5,500,001 - 6,000,000	2	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	1	0	NA
7,500,001 & Greater	3	0	NA
TOTAL*	596	69	12%

2 Bedrooms & Less	15	1	7%
3 to 4 Bedrooms	192	37	19%
5 to 6 Bedrooms	347	30	9%
7 Bedrooms & More	42	1	2%
TOTAL*	596	69	12%

SnapStats®	May	June	Variance
Inventory	599	596	-1%
Solds	54	69	28%
Sale Price	\$1,680,000	\$1,715,000	2%
Sale Price SQFT	\$679	\$665	-2%
Sale to List Price Ratio	95%	93%	-2%
Days on Market	27	30	11%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	19	1	5%
Bridgeport	8	0	NA
Brighthouse	8	0	NA
Brighthouse South	5	0	NA
Broadmoor	42	5	12%
East Cambie	20	4	20%
East Richmond	4	0	NA
Garden City	17	2	12%
Gilmore	5	0	NA
Granville	43	5	12%
Hamilton	21	1	5%
Ironwood	31	5	16%
Lackner	20	0	NA
McLennan	8	0	NA
McLennan North	9	2	22%
McNair	27	1	4%
Quilchena	31	2	6%
Riverdale	38	3	8%
Saunders	31	3	10%
Sea Island	8	0	NA
Seafair	37	8	22%
South Arm	16	4	25%
Steveston North	22	4	18%
Steveston South	28	7	25%
Steveston Village	15	1	7%
Terra Nova	17	2	12%
West Cambie	28	5	18%
Westwind	6	1	17%
Woodwards	32	3	9%
TOTAL*	596	69	12%

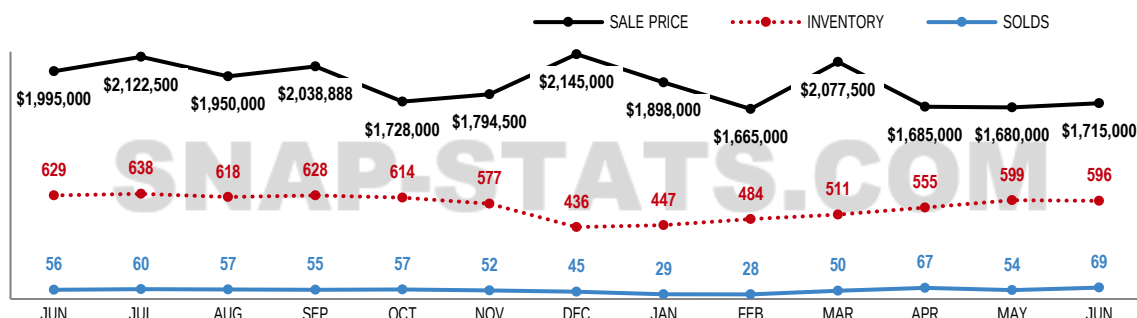
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

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 7% below list price
- Most Active Price Band** \$1.25 mil to \$1.5 mil with average 29% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.5 mil to \$2.75 mil, Boyd Park, Hamilton, McNair, Quilchena, Riverdale and Steveston Village
- Sellers Best Bet** Selling homes in McLennan North, Seafair, South Arm, Steveston South 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	6	23%
300,001 - 400,000	48	8	17%
400,001 - 500,000	131	18	14%
500,001 - 600,000	182	33	18%
600,001 - 700,000	186	33	18%
700,001 - 800,000	157	24	15%
800,001 - 900,000	127	19	15%
900,001 - 1,000,000	125	17	14%
1,000,001 - 1,250,000	178	21	12%
1,250,001 - 1,500,000	123	9	7%
1,500,001 - 1,750,000	27	1	4%
1,750,001 - 2,000,000	8	0	NA
2,000,001 - 2,250,000	3	0	NA
2,250,001 - 2,500,000	4	1	25%
2,500,001 - 2,750,000	0	0	NA
2,750,001 - 3,000,000	8	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	3	0	NA
4,500,001 - 5,000,000	2	0	NA
5,000,001 & Greater	1	0	NA
TOTAL*	1342	190	14%

0 to 1 Bedroom	270	38	14%
2 Bedrooms	558	85	15%
3 Bedrooms	402	57	14%
4 Bedrooms & Greater	112	10	9%
TOTAL*	1342	190	14%

SnapStats®	May	June	Variance
Inventory	1374	1342	-2%
Solds	169	190	12%
Sale Price	\$748,800	\$682,500	-9%
Sale Price SQFT	\$741	\$697	-6%
Sale to List Price Ratio	97%	96%	-1%
Days on Market	29	23	-21%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	17	2	12%
Bridgeport	30	6	20%
Brighthouse	507	60	12%
Brighthouse South	146	16	11%
Broadmoor	18	2	11%
East Cambie	16	3	19%
East Richmond	3	0	NA
Garden City	7	1	14%
Gilmore	0	0	NA
Granville	29	3	10%
Hamilton	58	9	16%
Ironwood	22	5	23%
Lackner	6	1	17%
McLennan	0	0	NA
McLennan North	97	18	19%
McNair	5	0	NA
Quilchena	11	4	36%
Riverdale	17	1	6%
Saunders	24	2	8%
Sea Island	0	0	NA
Seafair	2	0	NA
South Arm	22	4	18%
Steveston North	27	1	4%
Steveston South	44	13	30%
Steveston Village	10	0	NA
Terra Nova	10	2	20%
West Cambie	191	36	19%
Westwind	2	1	50%
Woodwards	21	0	NA
TOTAL*	1342	190	14%

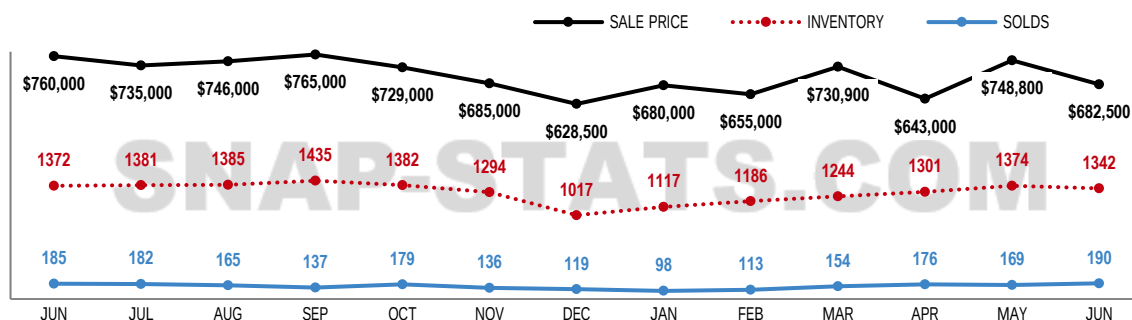
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **RICHMOND ATTACHED**: Balanced Market at 14% Sales Ratio average (1.4 in 10 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band** \$0 to \$300,000 with average 23% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.5 mil to \$1.75 mil, Riverdale, Saunders, Steveston North and minimum 4 bedrooms
- Sellers Best Bet** Selling homes in Quilchena, Steveston South and up to 3 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	2	3	150%*
1,000,001 - 1,250,000	10	5	50%
1,250,001 - 1,500,000	49	4	8%
1,500,001 - 1,750,000	31	5	16%
1,750,001 - 2,000,000	24	1	4%
2,000,001 - 2,250,000	10	1	10%
2,250,001 - 2,500,000	12	1	8%
2,500,001 - 2,750,000	3	1	33%
2,750,001 - 3,000,000	26	0	NA
3,000,001 - 3,500,000	6	1	17%
3,500,001 - 4,000,000	2	0	NA
4,000,001 - 4,500,000	1	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	1	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*	178	22	12%
2 Bedrooms & Less	9	0	NA
3 to 4 Bedrooms	114	15	13%
5 to 6 Bedrooms	49	6	12%
7 Bedrooms & More	6	1	17%
TOTAL*	178	22	12%

SnapStats®	May	June	Variance
Inventory	176	178	1%
Solds	15	22	47%
Sale Price	\$1,660,000	\$1,490,000	-10%
Sale Price SQFT	\$665	\$653	-2%
Sale to List Price Ratio	98%	96%	-2%
Days on Market	33	22	-33%

*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

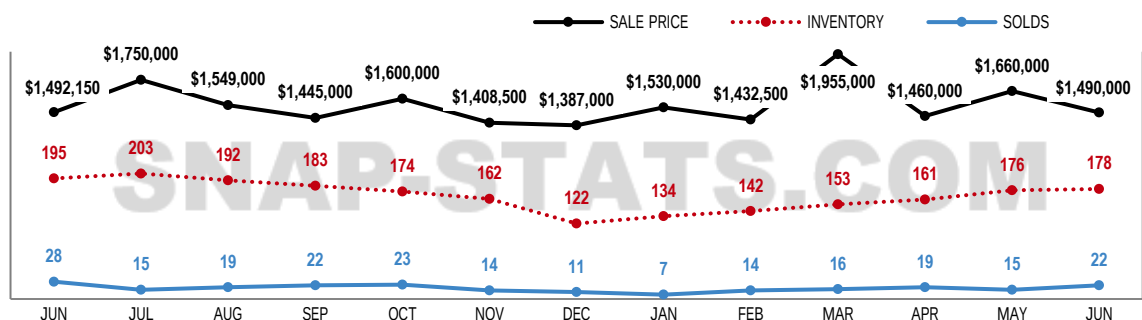
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	22	4	18%
Boundary Beach	6	4	67%
Cliff Drive	44	2	5%
English Bluff	18	1	6%
Pebble Hill	23	2	9%
Tsawwassen Central	32	7	22%
Tsawwassen East	17	1	6%
Tsawwassen North	16	1	6%
TOTAL*	178	22	12%

Market Summary

- Market Type Indicator **TSAWWASSEN DETACHED**: Balanced Market at 12% Sales Ratio average (1.2 in 10 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 50% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 mil, Cliff Drive, English Bluff, Pebble Hill and Tsawwassen East / North
- Sellers Best Bet** Selling homes in Beach Grove, Tsawwassen Central and 3 to 6 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	6	0	NA
400,001 - 500,000	14	1	7%
500,001 - 600,000	27	6	22%
600,001 - 700,000	33	4	12%
700,001 - 800,000	18	0	NA
800,001 - 900,000	15	3	20%
900,001 - 1,000,000	8	2	25%
1,000,001 - 1,250,000	13	3	23%
1,250,001 - 1,500,000	2	1	50%
1,500,001 - 1,750,000	0	0	NA
1,750,001 - 2,000,000	0	0	NA
2,000,001 - 2,250,000	1	0	NA
2,250,001 - 2,500,000	0	0	NA
2,500,001 - 2,750,000	0	0	NA
2,750,001 - 3,000,000	0	1	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*	137	21	15%

0 to 1 Bedroom	24	0	NA
2 Bedrooms	75	13	17%
3 Bedrooms	29	8	28%
4 Bedrooms & Greater	9	0	NA
TOTAL*	137	21	15%

SnapStats®	May	June	Variance
Inventory	137	137	0%
Solds	15	21	40%
Sale Price	\$600,000	\$675,000	13%
Sale Price SQFT	\$583	\$502	-14%
Sale to List Price Ratio	99%	97%	-2%
Days on Market	40	26	-35%

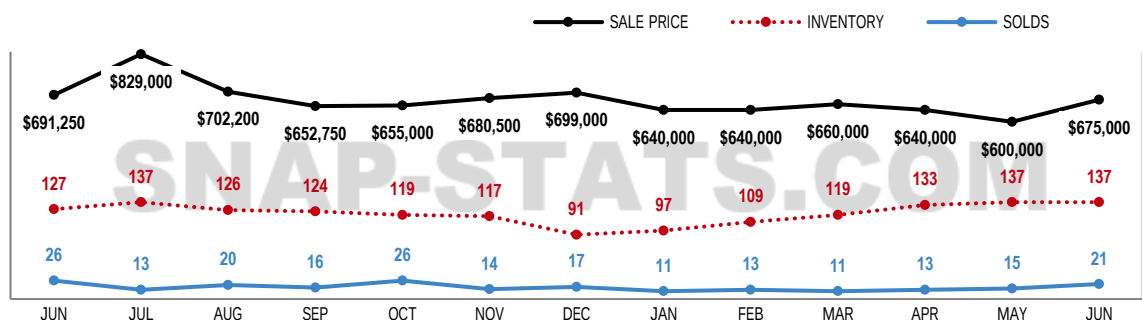
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **TSAWWASSEN ATTACHED**: Balanced Market at 15% Sales Ratio average (1.5 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$900,000 to \$1 mil with average 25% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$400,000 to \$500,000, Tsawwassen North and 2 bedroom properties
- Sellers Best Bet** Selling homes in Beach Grove, Boundary Beach and 3 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	9	0	NA
800,001 - 900,000	1	0	NA
900,001 - 1,000,000	0	0	NA
1,000,001 - 1,250,000	16	4	25%
1,250,001 - 1,500,000	28	1	4%
1,500,001 - 1,750,000	18	4	22%
1,750,001 - 2,000,000	9	2	22%
2,000,001 - 2,250,000	1	2	200%*
2,250,001 - 2,500,000	3	1	33%
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	1	0	NA
4,000,001 - 4,500,000	0	0	NA
4,500,001 - 5,000,000	0	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	1	0	NA
TOTAL*	87	14	16%

2 Bedrooms & Less	11	0	NA
3 to 4 Bedrooms	53	10	19%
5 to 6 Bedrooms	23	4	17%
7 Bedrooms & More	0	0	NA
TOTAL*	87	14	16%

SnapStats®	May	June	Variance
Inventory	88	87	-1%
Solds	16	14	-13%
Sale Price	\$1,356,500	\$1,653,000	22%
Sale Price SQFT	\$675	\$641	-5%
Sale to List Price Ratio	97%	99%	2%
Days on Market	22	15	-32%

*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

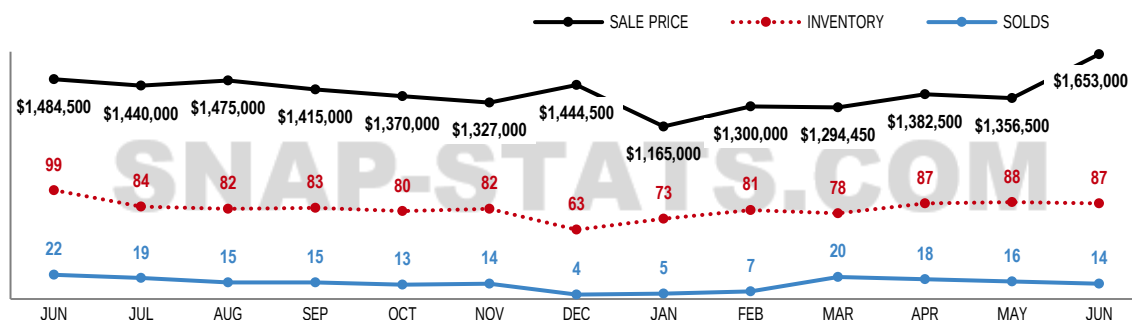
SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	15	1	7%
East Delta	2	0	NA
Hawthorne	20	4	20%
Holly	18	4	22%
Ladner Elementary	10	3	30%
Ladner Rural	6	0	NA
Neilsen Grove	5	2	40%
Port Guichon	8	0	NA
Tilbury	0	0	NA
Westham Island	3	0	NA
TOTAL*	87	14	16%

Market Summary

- Market Type Indicator **LADNER DETACHED**: Balanced Market at 16% Sales Ratio average (1.6 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 25% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Delta Manor and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Ladner Elementary 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	1	NA*
400,001 - 500,000	8	3	38%
500,001 - 600,000	6	0	NA
600,001 - 700,000	9	1	11%
700,001 - 800,000	7	0	NA
800,001 - 900,000	14	0	NA
900,001 - 1,000,000	12	2	17%
1,000,001 - 1,250,000	9	1	11%
1,250,001 - 1,500,000	6	1	17%
1,500,001 - 1,750,000	0	0	NA
1,750,001 - 2,000,000	0	0	NA
2,000,001 - 2,250,000	1	0	NA
2,250,001 - 2,500,000	0	0	NA
2,500,001 - 2,750,000	0	0	NA
2,750,001 - 3,000,000	0	0	NA
3,000,001 - 3,500,000	0	0	NA
3,500,001 - 4,000,000	0	0	NA
4,000,001 - 4,500,000	0	0	NA
4,500,001 - 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	72	9	13%

0 to 1 Bedroom	6	2	33%
2 Bedrooms	28	4	14%
3 Bedrooms	21	3	14%
4 Bedrooms & Greater	17	0	NA
TOTAL*	72	9	13%

SnapStats®	May	June	Variance
Inventory	74	72	-3%
Solds	10	9	-10%
Sale Price	\$851,250	\$655,000	-23%
Sale Price SQFT	\$620	\$540	-13%
Sale to List Price Ratio	98%	98%	0%
Days on Market	33	65	97%

*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

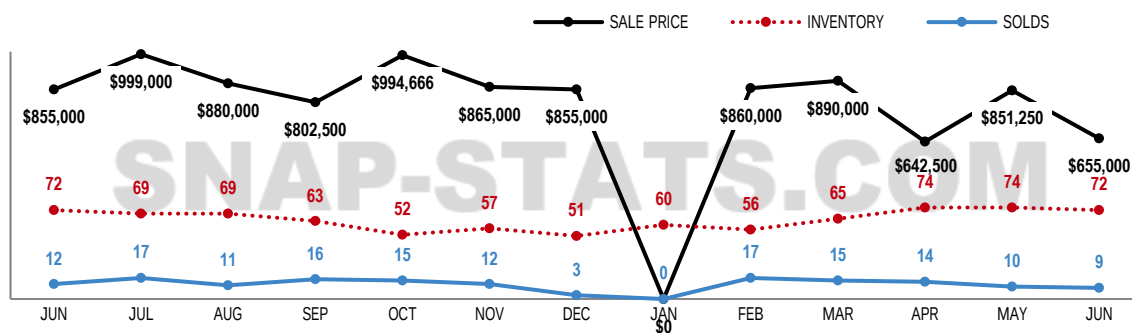
SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	10	3	30%
East Delta	1	0	NA
Hawthorne	13	0	NA
Holly	8	0	NA
Ladner Elementary	20	3	15%
Ladner Rural	0	0	NA
Neilsen Grove	20	3	15%
Port Guichon	0	0	NA
Tilbury	0	0	NA
Westham Island	0	0	NA
TOTAL*	72	9	13%

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** \$400,000 to \$500,000 with average 38% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$600,000 to \$700,000 / \$1 mil to \$1.25 mil, Ladner Elementary and Neilsen Grove
- Sellers Best Bet** Selling homes in Delta Manor and 2 to 3 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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