

October 2012 Report

Bill de Mooy 604-274-2222



OCTOBER 2012

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Compliments of:

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Price Band Statistics ATTACHED (Condo & TH)

	Inventory	Sales	Sales Ratio*
\$0 – 300,000	64	19	29.69%
300,001 – 400,000	172	37	21.51%
400,001 – 500,000	219	34	15.53%
500,001 – 600,000	158	24	15.19%
600,001 – 700,000	106	12	11.32%
700,001 – 800,000	69	13	18.84%
800,001 – 900,000	68	10	14.71%
900,001 – 1,000,000	45	4	8.89%
1,000,001 – 1,250,000	64	6	9.38%
1,250,001 – 1,500,000	45	2	4.44%
1,500,001 – 1,750,000	31	5	16.13%
1,750,001 – 2,000,000	21	1	4.76%
2,000,001 – 2,250,000	17	0	NA
2,250,001 – 2,500,000	12	2	16.67%
2,500,001 – 2,750,000	5	0	NA
2,750,001 – 3,000,000	14	1	NA
3,000,001 – 3,500,000	14	0	NA
3,500,001 – 4,000,000	11	1	9.09%
4,000,001 – 4,500,000	12	0	NA
4,500,001 – 5,000,000	5	0	NA
5,000,001 & Greater	22	0	NA
TOTAL	1174	171	14.57%

STYLE OF HOME	Inventory	Sales	Sales Ratio*
0 to 1 Bedroom	485	87	17.94%
2 Bedrooms	578	74	12.80%
3 Bedrooms	103	10	9.71%
4 Bedrooms & Greater	8	0	NA
TOTAL	1174	171	14.57%

SnapStats™	September	October	Variance
Inventory	1200	1174	-2.17%
Solds	146	171	17.12%
Sale Price Average (Median)	\$502,500	\$480,000	-4.48%
Sale to List Price Ratio	95.7%	96%	0.31%
Days on Market	41	30	-26.83%

Community Statistics ATTACHED (Condo & TH)

	Inventory	Sales	Sales Ratio*
Coal Harbour	192	21	10.94%
Downtown	444	71	15.99%
Westend	255	30	11.76%
Yaletown	283	49	17.31%
TOTAL	1174	171	14.57%

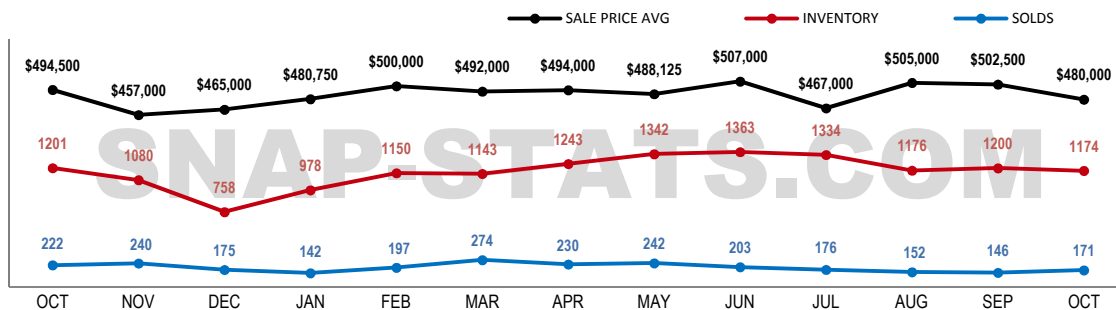
*Sales to Active Listing Ratio (The percent of homes selling)

SnapStats™ ▷ Summary ATTACHED

- Official Market Type Downtown: Balanced market at 15% Sales Ratio average (14% is Buyers market)
- Homes are selling on average 4% below list price
- Most Active Price Band* +/- \$1 mil: \$0 to \$400,000 (Sellers Market); \$1.5 mil to \$1.75 mil (Balanced market)
- Buyers Best Bet* under \$1 mil: Homes \$900,000 to \$1 mil (9 out of 100 homes selling) and Coal Harbour
- Sellers Best Bet*: Selling a home in Yaletown, and up to 1 bedroom properties

* With a minimum inventory of 10 where possible

SnapStats™ ▷ 13 Month Market Trend ATTACHED



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Price Band Statistics DETACHED (HOUSES)

	Inventory	Sales	Sales Ratio*
\$0 - 300,000	0	0	NA
300,001 - 400,000	0	0	NA
400,001 - 500,000	0	0	NA
500,001 - 600,000	0	0	NA
600,001 - 700,000	0	0	NA
700,001 - 800,000	1	0	NA
800,001 - 900,000	1	1	100.00%
900,001 - 1,000,000	3	1	33.33%
1,000,001 - 1,250,000	25	4	16.00%
1,250,001 - 1,500,000	62	13	20.97%
1,500,001 - 1,750,000	71	17	23.94%
1,750,001 - 2,000,000	81	7	8.64%
2,000,001 - 2,250,000	58	13	22.41%
2,250,001 - 2,500,000	99	9	9.09%
2,500,001 - 2,750,000	73	7	9.59%
2,750,001 - 3,000,000	81	6	7.41%
3,000,001 - 3,500,000	87	9	10.34%
3,500,001 - 4,000,000	90	4	4.44%
4,000,001 - 4,500,000	36	3	8.33%
4,500,001 - 5,000,000	32	1	3.13%
5,000,001 & Greater	82	5	6.10%
TOTAL	882	100	11.34%

STYLE OF HOME	Inventory	Sales	Sales Ratio*
2 Bedrooms & Less	21	2	9.52%
3 to 4 Bedrooms	296	41	13.85%
5 to 6 Bedrooms	443	48	10.84%
7 Bedrooms & More	122	9	7.38%
TOTAL	882	100	11.34%

SnapStats™	September	October	Variance
Inventory	963	882	-8.41%
Solds	84	100	19.05%
Sale Price Average (Median)	\$2,035,000	\$2,171,500	6.71%
Sale to List Price Ratio	97.4%	94.9%	-2.57%
Days on Market	23	35	52.17%

Community Statistics DETACHED (HOUSES)

	Inventory	Sales	Sales Ratio*
Arbutus	51	11	21.57%
Cambie	67	6	8.96%
Dunbar	93	20	21.51%
Fairview	1	0	NA
Falsecreek	0	0	NA
Kerrisdale	56	6	10.71%
Kitsilano	54	5	9.26%
Mackenzie Heights	38	8	21.05%
Marpole	65	3	4.62%
Mount Pleasant	2	0	NA
Oakridge	36	4	11.11%
Point Grey	90	12	13.33%
Quilchena	33	2	6.06%
SW Marine	39	2	5.13%
Shaughnessy	73	4	5.48%
South Cambie	21	1	4.76%
South Granville	113	6	5.31%
Southlands	34	6	17.65%
University	16	4	25.00%
TOTAL	882	100	11.34%

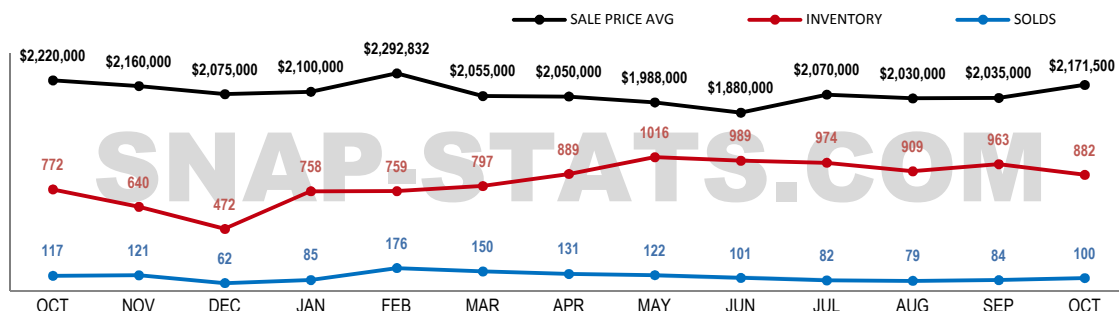
*Sales to Active Listing Ratio (The percent of homes selling)

SnapStats™ Summary DETACHED

- Official Market Type Westside Detached: Buyers market at 11% Sales Ratio average (1.1 in 10 homes selling)
- Homes are selling on average 5% below list price
- Most Active Price Band* +/- \$2 mil: \$1.25 mil to \$1.75 mil (Sellers market); \$2 mil to \$2.25 mil (Sellers market)
- Buyers Best Bet* +/- \$2 mil: Homes \$1.75 mil to \$2 mil; \$4.5 to \$5 mil, Marpole, SW Marine, and South Cambie
- Sellers Best Bet*: Homes to sell in Arbutus, Dunbar, Mackenzie Heights, University and 3 to 4 bedroom properties

* With a minimum inventory of 10 where possible

SnapStats™ 13 Month Market Trend DETACHED



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Price Band Statistics ATTACHED (Condo & TH)

	Inventory	Sales	Sales Ratio*
\$0 – 300,000	48	7	14.58%
300,001 – 400,000	176	29	16.48%
400,001 – 500,000	193	18	9.33%
500,001 – 600,000	156	27	17.31%
600,001 – 700,000	132	16	12.12%
700,001 – 800,000	82	3	3.66%
800,001 – 900,000	99	10	10.10%
900,001 – 1,000,000	55	5	9.09%
1,000,001 – 1,250,000	69	9	13.04%
1,250,001 – 1,500,000	55	8	14.55%
1,500,001 – 1,750,000	14	1	7.14%
1,750,001 – 2,000,000	9	0	NA
2,000,001 – 2,250,000	5	0	NA
2,250,001 – 2,500,000	4	0	NA
2,500,001 – 2,750,000	4	0	NA
2,750,001 – 3,000,000	2	0	NA
3,000,001 – 3,500,000	1	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	1	0	NA
5,000,001 & Greater	3	0	NA
TOTAL	1110	133	11.98%

STYLE OF HOME	Inventory	Sales	Sales Ratio*
0 to 1 Bedroom	359	45	12.53%
2 Bedrooms	589	65	11.04%
3 Bedrooms	141	19	13.48%
4 Bedrooms & Greater	21	4	19.05%
TOTAL	1110	133	11.98%

SnapStats™	September	October	Variance
Inventory	1088	1110	2.02%
Solds	96	133	38.54%
Sale Price Average (Median)	\$495,000	\$560,000	13.13%
Sale to List Price Ratio	94.9%	95.2%	0.32%
Days on Market	33	29	-12.12%

Community Statistics ATTACHED (Condo & TH)

	Inventory	Sales	Sales Ratio*
Arbutus	0	0	NA
Cambie	22	1	4.55%
Dunbar	12	2	16.67%
Fairview	236	24	10.17%
Falsecreek	143	17	11.89%
Kerrisdale	52	3	5.77%
Kitsilano	226	39	17.26%
Mackenzie Heights	1	1	100.00%
Marpole	33	4	12.12%
Mount Pleasant	24	3	12.50%
Oakridge	32	3	9.38%
Point Grey	22	5	22.73%
Quilchena	42	5	11.90%
SW Marine	6	0	NA
Shaughnessy	12	1	8.33%
South Cambie	17	5	29.41%
South Granville	25	1	4.00%
Southlands	7	0	NA
University	198	19	9.60%
TOTAL	1110	133	11.98%

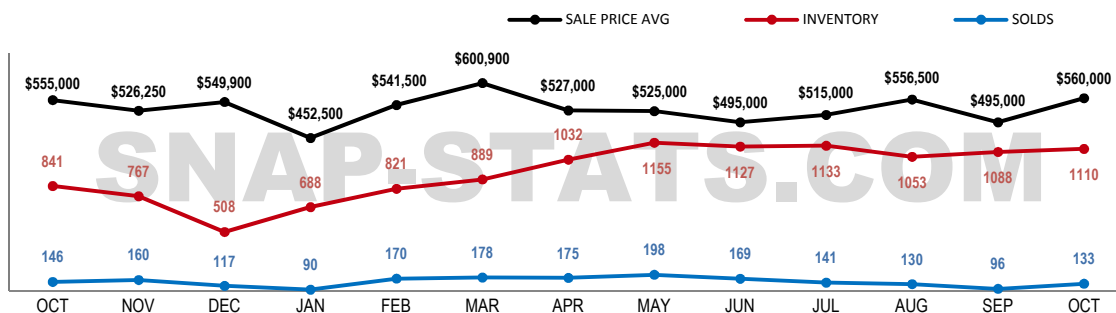
*Sales to Active Listing Ratio (The percent of homes selling)

SnapStats™ ▷ Summary ATTACHED

- Official Market Type Westside Attached: Buyers market at 12% Sales Ratio average (1.2 in 10 homes selling)
- Homes are selling on average 5% below list price
- Most Active Price Band*: \$500,000 to \$600,000 with an average 17% Sales Ratio (Balanced market)
- Buyers Best Bet*: Real estate between \$700,000 to \$800,000, Cambie, South Granville and 2 bedroom properties
- Sellers Best Bet*: Real estate to sell in Point Grey, South Cambie and minimum 4 bedroom properties

* With a minimum inventory of 10 where possible

SnapStats™ ▷ 13 Month Market Trend ATTACHED



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Price Band Statistics DETACHED (HOUSES)

	Inventory	Sales	Sales Ratio*
\$0 - 300,000	1	0	NA
300,001 - 400,000	0	0	NA
400,001 - 500,000	0	0	NA
500,001 - 600,000	4	2	50.00%
600,001 - 700,000	39	13	33.33%
700,001 - 800,000	85	25	29.41%
800,001 - 900,000	121	24	19.83%
900,001 - 1,000,000	89	7	7.87%
1,000,001 - 1,250,000	139	15	10.79%
1,250,001 - 1,500,000	105	5	4.76%
1,500,001 - 1,750,000	30	1	3.33%
1,750,001 - 2,000,000	24	0	NA
2,000,001 - 2,250,000	7	0	NA
2,250,001 - 2,500,000	4	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	648	92	14.20%

STYLE OF HOME	Inventory	Sales	Sales Ratio*
2 Bedrooms & Less	31	8	25.81%
3 to 4 Bedrooms	170	41	24.12%
5 to 6 Bedrooms	316	33	10.44%
7 Bedrooms & More	131	10	7.63%
TOTAL	648	92	14.20%

SnapStats™	September	October	Variance
Inventory	704	648	-7.95%
Solds	74	92	24.32%
Sale Price Average (Median)	\$862,500	\$822,500	-4.64%
Sale to List Price Ratio	96.5%	96.9%	0.41%
Days on Market	21	23	9.52%

Community Statistics DETACHED (HOUSES)

	Inventory	Sales	Sales Ratio*
Champlain Heights	4	0	NA
Collingwood	67	7	10.45%
Downtown	0	0	NA
Fraser	42	11	26.19%
Fraserview	60	3	5.00%
Grandview	26	6	23.08%
Hastings	4	1	25.00%
Hastings East	23	4	17.39%
Killarney	84	13	15.48%
Knight	58	5	8.62%
Main	35	5	14.29%
Mt Pleasant	16	2	12.50%
Renfrew Heights	40	7	17.50%
Renfrew	69	12	17.39%
South Vancouver	90	11	12.22%
Victoria	30	5	16.67%
TOTAL	648	92	14.20%

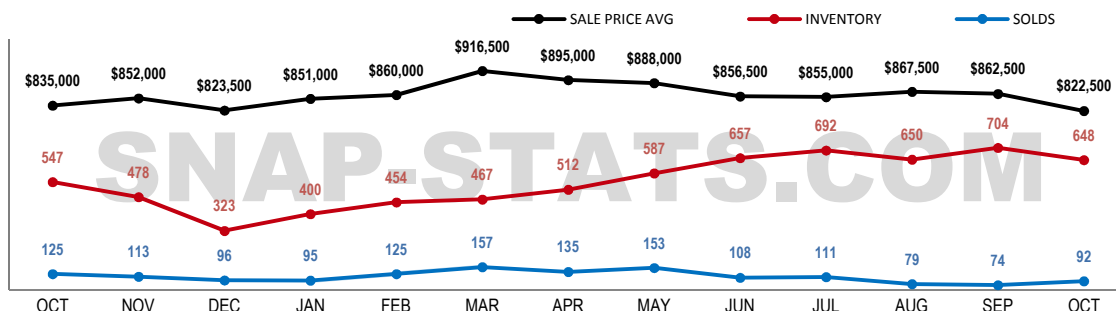
*Sales to Active Listing Ratio (The percent of homes selling)

SnapStats™ ▷ Summary DETACHED

- Official Market Type Eastside Detached: Buyers market at 14% Sales Ratio average (1.4 in 10 homes selling)
- Homes are selling on average 3% below list price
- Most Active Price Band*: \$600,000 to \$800,000 with 31% Sales Ratio average (Sellers market)
- Buyers Best Bet*: Real estate between \$1.25 to \$1.75 mil, Fraserview, Knight and minimum 5 bedroom properties
- Sellers Best Bet*: Real estate in Fraser, Grandview and up to 4 bedroom properties

* With a minimum inventory of 10 where possible

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Price Band Statistics ATTACHED (Condo & TH)

	Inventory	Sales	Sales Ratio*
\$0 – 300,000	187	30	16.04%
300,001 – 400,000	200	23	11.50%
400,001 – 500,000	106	16	15.09%
500,001 – 600,000	78	9	11.54%
600,001 – 700,000	39	4	10.26%
700,001 – 800,000	26	2	7.69%
800,001 – 900,000	13	1	7.69%
900,001 – 1,000,000	4	0	NA
1,000,001 – 1,250,000	7	0	NA
1,250,001 – 1,500,000	3	0	NA
1,500,001 – 1,750,000	3	0	NA
1,750,001 – 2,000,000	2	0	NA
2,000,001 – 2,250,000	0	0	NA
2,250,001 – 2,500,000	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	668	85	12.72%

STYLE OF HOME	Inventory	Sales	Sales Ratio*
0 to 1 Bedroom	308	50	16.23%
2 Bedrooms	265	23	8.68%
3 Bedrooms	80	12	15.00%
4 Bedrooms & Greater	15	0	NA
TOTAL	668	85	12.72%

SnapStats™	September	October	Variance
Inventory	675	668	-1.04%
Solds	88	85	-3.41%
Sale Price Average (Median)	\$381,950	\$345,000	-9.67%
Sale to List Price Ratio	98.7%	99.1%	0.41%
Days on Market	31	22	-29.03%

Community Statistics ATTACHED (Condo & TH)

	Inventory	Sales	Sales Ratio*
Champlain Heights	22	8	36.36%
Collingwood	118	9	7.63%
Downtown	24	3	12.50%
Fraser	21	5	23.81%
Fraserview	37	5	13.51%
Grandview	35	9	25.71%
Hastings	72	9	12.50%
Hastings East	15	0	NA
Killarney	23	0	NA
Knight	22	0	NA
Main	17	0	NA
Mt Pleasant	195	33	16.92%
Renfrew Heights	0	0	NA
Renfrew	26	3	11.54%
South Vancouver	3	0	NA
Victoria	38	1	2.63%
TOTAL	668	85	12.72%

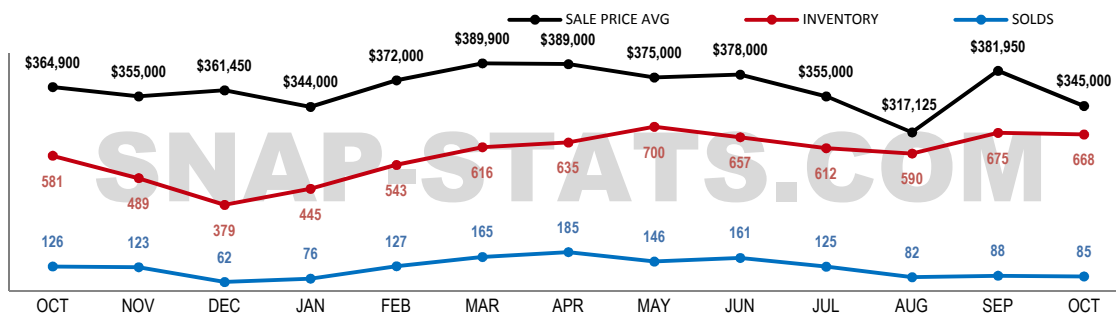
*Sales to Active Listing Ratio (The percent of homes selling)

SnapStats™ Summary ATTACHED

- Official Market Type Eastside Attached: Buyers market at 13% Sales Ratio average (1.3 in 10 homes selling)
- Homes are selling on average 1% below list price
- Most Active Price Band*: \$0 to \$300,000 with an average Sales Ratio of 16% (Balanced market)
- Buyers Best Bet*: Real estate between \$700,000 to \$900,000, Collingwood, Victoria and 2 bedroom properties
- Sellers Best Bet*: Real estate to sell in Champlain Heights, Fraser, Grandview and up to 1 bedroom properties

* With a minimum inventory of 10 where possible

SnapStats™ 13 Month Market Trend ATTACHED



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Price Band Statistics DETACHED (HOUSES)

	Inventory	Sales	Sales Ratio*
\$0 – 300,000	2	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	6	1	16.67%
600,001 – 700,000	10	3	30.00%
700,001 – 800,000	46	13	28.26%
800,001 – 900,000	64	20	31.25%
900,001 – 1,000,000	52	11	21.15%
1,000,001 – 1,250,000	83	14	16.87%
1,250,001 – 1,500,000	58	6	10.34%
1,500,001 – 1,750,000	39	3	7.69%
1,750,001 – 2,000,000	23	2	8.70%
2,000,001 – 2,250,000	13	3	23.08%
2,250,001 – 2,500,000	10	2	20.00%
2,500,001 – 2,750,000	9	0	NA
2,750,001 – 3,000,000	5	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	6	0	NA
TOTAL	426	78	18.31%

STYLE OF HOME	Inventory	Sales	Sales Ratio*
2 Bedrooms & Less	21	1	4.76%
3 to 4 Bedrooms	227	55	24.23%
5 to 6 Bedrooms	159	21	13.21%
7 Bedrooms & More	19	1	5.26%
TOTAL	426	78	18.31%

SnapStats™	September	October	Variance
Inventory	460	426	-7.39%
Solds	45	78	73.33%
Sale Price Average (Median)	\$975,000	\$918,500	-5.79%
Sale to List Price Ratio	97.7%	96.8%	-0.92%
Days on Market	22	29	31.82%

Community Statistics DETACHED (HOUSES)

	Inventory	Sales	Sales Ratio*
Bluebridge	16	5	31.25%
Boulevard	11	2	18.18%
Braemar	7	1	14.29%
Calverhall	7	2	28.57%
Canyon Heights	52	11	21.15%
Capilano Highlands	20	6	30.00%
Capilano	6	2	33.33%
Central Lonsdale	28	4	14.29%
Deep Cove	25	4	16.00%
Delbrook	4	0	NA
Dollarton	11	0	NA
Forest Hills	15	2	13.33%
Grouse Woods	8	0	NA
Hamilton	11	2	18.18%
Hamilton Heights	1	1	100.00%
Indian Arm	4	0	NA
Indian River	8	0	NA
Lower Lonsdale	14	1	7.14%
Lynn Valley	40	10	25.00%
Lynn timer	7	1	14.29%
Norgate	3	2	66.67%
Northlands	2	0	NA
Pemberton Heights	10	0	NA
Pemberton	4	4	100.00%
Princess Park	5	0	NA
Queensbury	8	0	NA
Roche Point	5	0	NA
Seymour	10	1	10.00%
Tempe	1	0	NA
Upper Delbrook	14	3	21.43%
Upper Lonsdale	40	6	15.00%
Westlynn	18	4	22.22%
Westlynn Terrace	3	2	66.67%
Windsor Park	5	2	40.00%
Woodlands-Sunshine Cascade	3	0	NA
TOTAL	426	78	18.31%

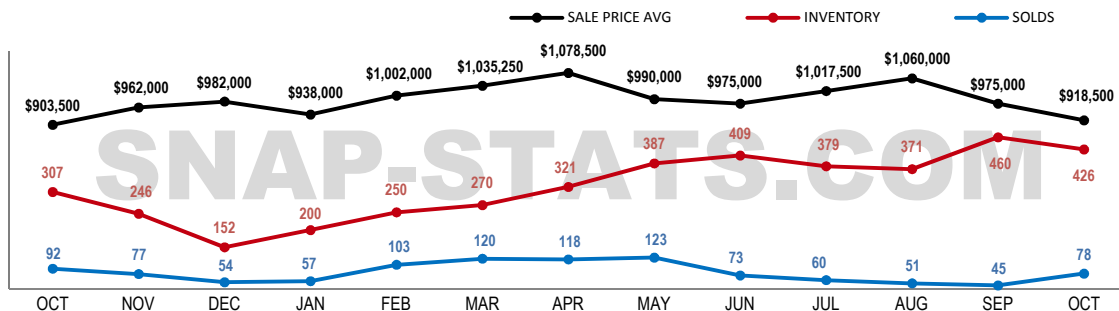
*Sales to Active Listing Ratio (The percent of homes selling)

SnapStats™ ▷ Summary DETACHED

- Official Market Type North Vancouver Detached: Balanced market at 18% Sales Ratio average (1.8 in 10 homes sell)
- Homes are selling on average 3% below list price
- Most Active Price Band*: \$600,000 to \$900,000 with an average 30% Sales Ratio (strong Sellers market)
- Buyers Best Bet*: Real estate between \$1.5 mil and \$2 mil, Lower Lonsdale and maximum 2 bedroom properties
- Sellers Best Bet*: Selling homes in Bluebridge, Capilano Highlands, Lynn Valley and 3 to 4 bedroom properties

* With a minimum inventory of 10 where possible

SnapStats™ ▷ 13 Month Market Trend DETACHED



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Price Band Statistics ATTACHED (Condo & TH)

	Inventory	Sales	Sales Ratio*
\$0 – 300,000	101	10	9.90%
300,001 – 400,000	158	19	12.03%
400,001 – 500,000	95	18	18.95%
500,001 – 600,000	89	17	19.10%
600,001 – 700,000	52	10	19.23%
700,001 – 800,000	55	2	3.64%
800,001 – 900,000	21	0	NA
900,001 – 1,000,000	11	1	9.09%
1,000,001 – 1,250,000	3	1	33.33%
1,250,001 – 1,500,000	3	0	NA
1,500,001 – 1,750,000	3	0	NA
1,750,001 – 2,000,000	2	0	NA
2,000,001 – 2,250,000	1	1	100.00%
2,250,001 – 2,500,000	1	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	0	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	0	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL	595	79	13.28%

STYLE OF HOME	Inventory	Sales	Sales Ratio*
0 to 1 Bedroom	191	13	6.81%
2 Bedrooms	285	48	16.84%
3 Bedrooms	99	16	16.16%
4 Bedrooms & Greater	20	2	10.00%
TOTAL	595	79	13.28%

SnapStats™	September	October	Variance
Inventory	605	595	-1.65%
Solds	54	79	46.30%
Sale Price Average (Median)	\$410,000	\$455,000	10.98%
Sale to List Price Ratio	95.6%	97%	1.46%
Days on Market	41	30	-26.83%

Community Statistics ATTACHED (Condo & TH)

	Inventory	Sales	Sales Ratio*
Bluebridge	0	0	NA
Boulevard	0	0	NA
Braemar	0	0	NA
Calverhall	0	0	NA
Canyon Heights	2	1	50.00%
Capilano Highlands	4	0	NA
Capilano	6	1	16.67%
Central Lonsdale	138	18	13.04%
Deep Cove	7	0	NA
Delbrook	4	0	NA
Dollarton	1	1	100.00%
Forest Hills	0	0	NA
Grouse Woods	1	1	100.00%
Hamilton	26	2	7.69%
Hamilton Heights	0	0	NA
Indian Arm	0	0	NA
Indian River	10	1	10.00%
Lower Lonsdale	187	19	10.16%
Lynn Valley	43	11	25.58%
Lynn timer	25	1	4.00%
Norgate	23	1	4.35%
Northlands	12	6	50.00%
Pemberton Heights	1	0	NA
Pemberton	29	3	10.34%
Princess Park	0	0	NA
Queensbury	0	0	NA
Roche Point	52	4	7.69%
Seymour	5	2	40.00%
Tempe	0	0	NA
Upper Delbrook	0	0	NA
Upper Lonsdale	15	5	33.33%
Westlynn	4	2	50.00%
Westlynn Terrace	0	0	NA
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	0	0	NA
TOTAL	595	79	13.28%

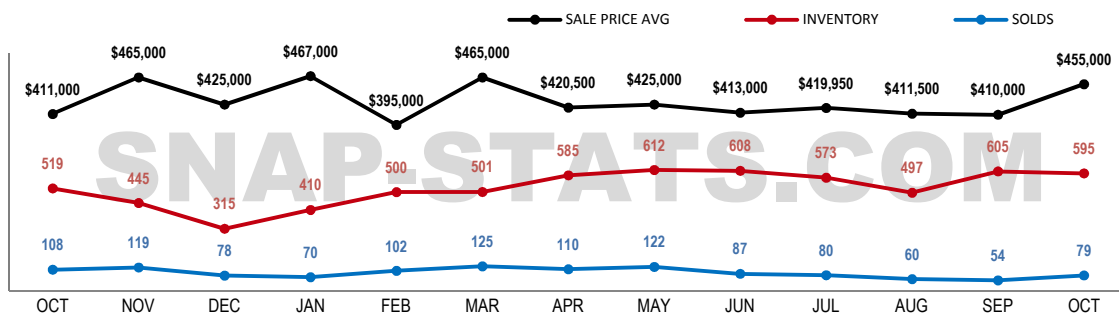
*Sales to Active Listing Ratio (The percent of homes selling)

SnapStats™ Summary ATTACHED

- Official Market Type North Van Attached: Buyers market at 13% Sales Ratio average (1.3 in 10 homes selling)
- Homes are selling on average 3% below list price
- Most Active Price Band*: \$400,000 to \$700,000 with an average 19% Sales Ratio (Balanced market)
- Buyers Best Bet*: Real estate between \$700,000 to \$800,000, Lynn timer and Norgate and up to 1 bedroom properties
- Sellers Best Bet*: Selling homes in Northlands, Upper Lonsdale (both Seller markets) and 2 to 3 bedroom properties

* With a minimum inventory of 10 where possible

SnapStats™ 13 Month Market Trend ATTACHED



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Price Band Statistics DETACHED (HOUSES)

	Inventory	Sales	Sales Ratio*
\$0 - 300,000	1	0	NA
300,001 - 400,000	0	0	NA
400,001 - 500,000	0	0	NA
500,001 - 600,000	0	0	NA
600,001 - 700,000	2	2	100.00%
700,001 - 800,000	5	0	NA
800,001 - 900,000	10	0	NA
900,001 - 1,000,000	9	1	11.11%
1,000,001 - 1,250,000	32	5	15.63%
1,250,001 - 1,500,000	53	10	18.87%
1,500,001 - 1,750,000	43	5	11.63%
1,750,001 - 2,000,000	51	4	7.84%
2,000,001 - 2,250,000	20	2	10.00%
2,250,001 - 2,500,000	33	4	12.12%
2,500,001 - 2,750,000	29	4	13.79%
2,750,001 - 3,000,000	47	3	6.38%
3,000,001 - 3,500,000	29	2	6.90%
3,500,001 - 4,000,000	40	1	2.50%
4,000,001 - 4,500,000	15	2	13.33%
4,500,001 - 5,000,000	19	0	NA
5,000,001 & Greater	73	4	5.48%
TOTAL	511	49	9.59%

STYLE OF HOME	Inventory	Sales	Sales Ratio*
2 Bedrooms & Less	23	2	8.70%
3 to 4 Bedrooms	280	29	10.36%
5 to 6 Bedrooms	190	17	8.95%
7 Bedrooms & More	18	1	5.56%
TOTAL	511	49	9.59%

SnapStats™	September	October	Variance
Inventory	531	511	-3.77%
Solds	41	49	19.51%
Sale Price Average (Median)	\$1,838,000	\$1,765,000	-3.97%
Sale to List Price Ratio	96.7%	90.1%	-6.83%
Days on Market	41	38	-7.32%

Community Statistics DETACHED (HOUSES)

	Inventory	Sales	Sales Ratio*
Altamont	20	0	NA
Ambleside	62	7	11.29%
Bayridge	8	1	12.50%
British Properties	74	10	13.51%
Canterbury	12	1	8.33%
Caulfield	41	1	2.44%
Cedardale	10	2	20.00%
Chartwell	26	1	3.85%
Chelsea Park	1	0	NA
Cypress	5	1	20.00%
Cypress Park Estates	7	3	42.86%
Deer Ridge	0	0	NA
Dundarave	27	2	7.41%
Eagle Harbour	25	3	12.00%
Eagleridge	4	2	50.00%
Furry Creek	10	0	NA
Gleneagles	18	1	5.56%
Glenmore	14	2	14.29%
Horseshoe Bay	6	2	33.33%
Howe Sound	10	0	NA
Lions Bay	22	1	4.55%
Old Caulfield	6	2	33.33%
Panorama Village	0	0	NA
Park Royal	1	0	NA
Porteau Cove	0	0	NA
Queens	15	1	6.67%
Rockridge	6	0	NA
Sandy Cove	4	1	25.00%
Sentinel Hill	13	2	15.38%
Upper Caulfield	11	0	NA
West Bay	14	0	NA
Westhill	9	0	NA
Westmount	8	0	NA
Whitby Estates	13	1	7.69%
Whytecliff	9	2	22.22%
TOTAL	511	49	9.59%

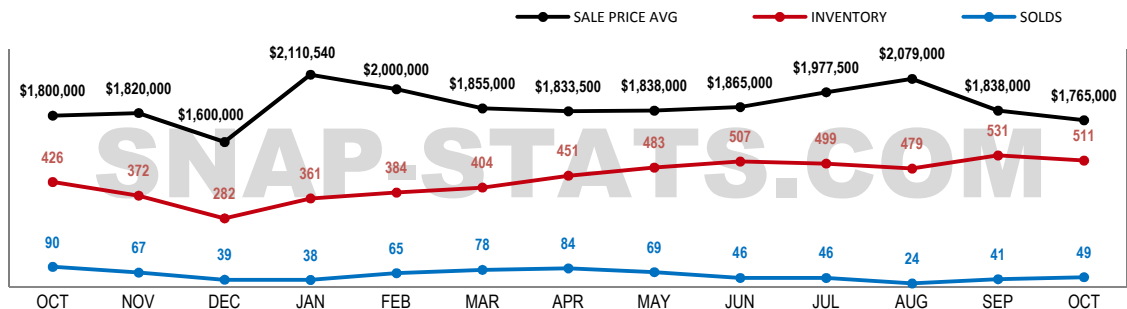
*Sales to Active Listing Ratio (The percent of homes selling)

SnapStats™ ▷ Summary DETACHED

- Official Market Type West Vancouver Detached: Buyers market at 10% Sales Ratio average (1 in 10 homes selling)
- Homes are selling on average 10% below list price
- Most Active Price Band*: \$1 mil to \$1.5 mil with 17% average Sales Ratio (Balanced market)
- Buyers Best Bet*: Homes \$3.5 to \$4 mil, Caulfield, Chartwell, and minimum 7 bedroom properties
- Sellers Best Bet*: Selling homes in Cedardale, Whytecliff and 3 to 4 bedroom properties

* With a minimum inventory of 10 where possible

SnapStats™ ▷ 13 Month Market Trend DETACHED



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Price Band Statistics ATTACHED (Condo & TH)

	Inventory	Sales	Sales Ratio*
\$0 – 300,000	3	2	66.67%
300,001 – 400,000	9	1	11.11%
400,001 – 500,000	10	2	20.00%
500,001 – 600,000	20	1	5.00%
600,001 – 700,000	15	1	6.67%
700,001 – 800,000	16	2	12.50%
800,001 – 900,000	18	1	5.56%
900,001 – 1,000,000	20	0	NA
1,000,001 – 1,250,000	14	1	7.14%
1,250,001 – 1,500,000	22	2	9.09%
1,500,001 – 1,750,000	12	0	NA
1,750,001 – 2,000,000	4	0	NA
2,000,001 – 2,250,000	2	0	NA
2,250,001 – 2,500,000	3	0	NA
2,500,001 – 2,750,000	1	0	NA
2,750,001 – 3,000,000	0	0	NA
3,000,001 – 3,500,000	4	0	NA
3,500,001 – 4,000,000	1	0	NA
4,000,001 – 4,500,000	2	0	NA
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	2	0	NA
TOTAL	179	13	7.26%

STYLE OF HOME	Inventory	Sales	Sales Ratio*
0 to 1 Bedroom	24	5	20.83%
2 Bedrooms	108	8	7.41%
3 Bedrooms	43	0	NA
4 Bedrooms & Greater	4	0	NA
TOTAL	179	13	7.26%

SnapStats™	September	October	Variance
Inventory	160	179	11.88%
Solds	13	13	NA
Sale Price Average (Median)	\$725,000	\$675,000	-6.90%
Sale to List Price Ratio	98.1%	96.4%	-1.73%
Days on Market	76	34	-55.26%

Community Statistics ATTACHED (Condo & TH)

	Inventory	Sales	Sales Ratio*
Altamont	0	0	NA
Ambleside	47	4	8.51%
Bayridge	0	0	NA
British Properties	0	0	NA
Canterbury	0	0	NA
Caulfield	0	0	NA
Cedardale	9	0	NA
Chartwell	0	0	NA
Chelsea Park	2	0	NA
Cypress	0	0	NA
Cypress Park Estates	6	0	NA
Deer Ridge	6	1	16.67%
Dundarave	29	7	24.14%
Eagle Harbour	0	0	NA
Eagleridge	0	0	NA
Furry Creek	8	0	NA
Gleneagles	0	0	NA
Glenmore	1	0	NA
Horseshoe Bay	1	0	NA
Howe Sound	8	0	NA
Lions Bay	1	0	NA
Old Caulfield	1	0	NA
Panorama Village	23	0	NA
Park Royal	17	0	NA
Porteau Cove	0	0	NA
Queens	0	0	NA
Rockridge	0	0	NA
Sandy Cove	0	0	NA
Sentinel Hill	6	0	NA
Upper Caulfield	2	0	NA
West Bay	0	0	NA
Westhill	0	0	NA
Westmount	0	0	NA
Whitby Estates	12	1	8.33%
Whytecliff	0	0	NA
TOTAL	179	13	7.26%

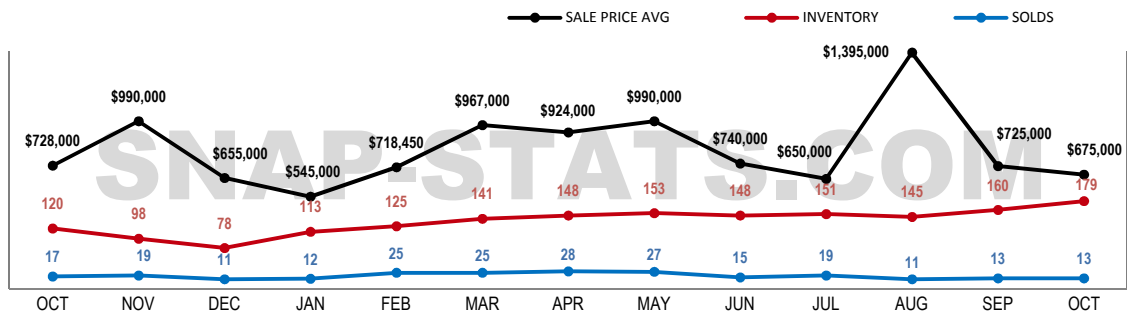
*Sales to Active Listing Ratio (The percent of homes selling)

SnapStats™ Summary ATTACHED

- Official Market Type West Vancouver Attached: Buyers market at 7% Sales Ratio average (7 in 100 homes selling)
- Homes are selling on average 4% below list price
- Most Active Price Band*: \$400,000 to \$500,000 with an average Sales Ratio of 20% (Balanced market)
- Buyers Best Bet*: Homes between \$500,000 to \$600,000, Ambleside, Whitby Estates and 2 bedroom properties
- Sellers Best Bet*: Homes to sell in Dundarave and up to 1 bedroom properties

*With a minimum inventory of 10 where possible

SnapStats™ 13 Month Market Trend ATTACHED



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Price Band Statistics DETACHED (HOUSES)

	Inventory	Sales	Sales Ratio*
\$0 - 300,000	4	0	NA
300,001 - 400,000	1	0	NA
400,001 - 500,000	1	0	NA
500,001 - 600,000	5	0	NA
600,001 - 700,000	29	7	24.14%
700,001 - 800,000	85	8	9.41%
800,001 - 900,000	115	15	13.04%
900,001 - 1,000,000	127	5	3.94%
1,000,001 - 1,250,000	143	18	12.59%
1,250,001 - 1,500,000	143	8	5.59%
1,500,001 - 1,750,000	88	3	3.41%
1,750,001 - 2,000,000	82	4	4.88%
2,000,001 - 2,250,000	32	5	15.63%
2,250,001 - 2,500,000	36	1	2.78%
2,500,001 - 2,750,000	19	0	NA
2,750,001 - 3,000,000	16	2	12.50%
3,000,001 - 3,500,000	5	0	NA
3,500,001 - 4,000,000	6	0	NA
4,000,001 - 4,500,000	3	0	NA
4,500,001 - 5,000,000	1	0	NA
5,000,001 & Greater	2	0	NA
TOTAL	943	76	8.06%

STYLE OF HOME	Inventory	Sales	Sales Ratio*
2 Bedrooms & Less	29	1	3.45%
3 to 4 Bedrooms	410	32	7.80%
5 to 6 Bedrooms	463	39	8.42%
7 Bedrooms & More	41	4	9.76%
TOTAL	943	76	8.06%

SnapStats™	September	October	Variance
Inventory	1046	943	-9.85%
Solds	53	76	43.40%
Sale Price Average (Median)	\$918,800	\$1,049,444	14.22%
Sale to List Price Ratio	93.0%	96%	3.23%
Days on Market	46	57	23.91%

Community Statistics DETACHED (HOUSES)

	Inventory	Sales	Sales Ratio*
Boyd Park	21	2	9.52%
Bridgeport	17	1	5.88%
Brighthouse	2	0	NA
Brighthouse South	1	0	NA
Broadmoor	79	3	3.80%
East Cambie	40	6	15.00%
East Richmond	7	1	14.29%
Garden City	42	6	14.29%
Gilmore	3	0	NA
Granville	63	8	12.70%
Hamilton	28	2	7.14%
Ironwood	27	4	14.81%
Lackner	44	3	6.82%
McLennan	18	2	11.11%
McLennan North	11	2	18.18%
McNair	27	2	7.41%
Quilchena	40	3	7.50%
Riverdale	62	3	4.84%
Saunders	41	1	2.44%
Sea Island	4	0	NA
Seafair	70	6	8.57%
South Arm	27	2	7.41%
Steveston North	64	3	4.69%
Steveston South	21	2	9.52%
Steveston Village	20	3	15.00%
Terra Nova	47	2	4.26%
West Cambie	50	5	10.00%
Westwind	17	0	NA
Woodwards	50	4	8.00%
TOTAL	943	76	8.06%

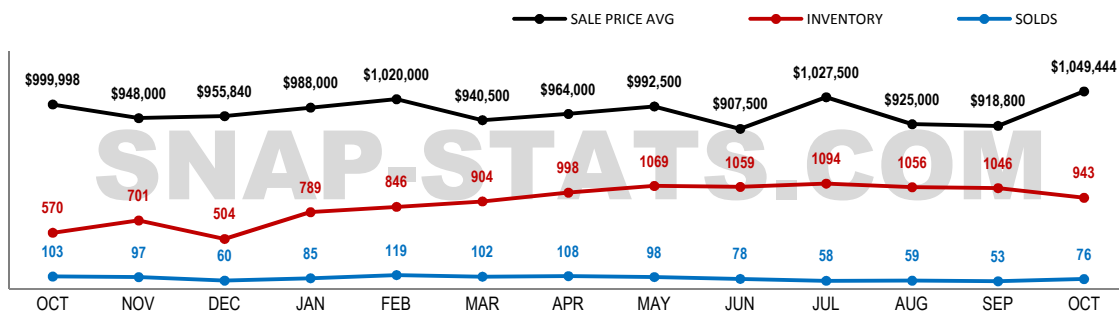
*Sales to Active Listing Ratio (The percent of homes selling)

SnapStats™ Summary DETACHED

- Official Market Type Richmond Detached: Buyers market at 8% Sales Ratio average (8 in 100 homes sell)
- Homes are selling on average 4% below list price
- Most Active Price Band*: \$600,000 to \$700,000 with an average 24% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes \$2.25 to \$2.5 mil, Saunders, Steveston North, Terra Nova and up to 2 bedroom properties
- Sellers Best Bet*: Selling homes in East Cambie, McLennan North, Steveston Village and minimum 7 bedroom properties

*With a minimum inventory of 10 where possible

SnapStats™ 13 Month Market Trend DETACHED



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Price Band Statistics ATTACHED (Condo & TH)

	Inventory	Sales	Sales Ratio*
\$0 – 300,000	303	31	10.23%
300,001 – 400,000	301	42	13.95%
400,001 – 500,000	296	33	11.15%
500,001 – 600,000	217	24	11.06%
600,001 – 700,000	92	12	13.04%
700,001 – 800,000	36	3	8.33%
800,001 – 900,000	19	2	10.53%
900,001 – 1,000,000	3	0	NA
1,000,001-1,250,000	6	0	NA
1,250,001 – 1,500,000	2	0	NA
1,500,001 – 1,750,000	0	0	NA
1,750,001 – 2,000,000	0	0	NA
2,000,001 – 2,250,000	0	0	NA
2,250,001 – 2,500,000	0	0	NA
2,500,001 – 2,750,000	1	0	NA
2,750,001 – 3,000,000	0	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	0	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL	1276	147	11.52%

STYLE OF HOME	Inventory	Sales	Sales Ratio*
0 to 1 Bedroom	285	24	8.42%
2 Bedrooms	561	63	11.23%
3 Bedrooms	363	54	14.88%
4 Bedrooms & Greater	67	6	8.96%
TOTAL	1276	147	11.52%

SnapStats™	September	October	Variance
Inventory	1363	1276	-6.38%
Solds	118	147	24.58%
Sale Price Average (Median)	\$395,000	\$408,000	3.29%
Sale to List Price Ratio	97.9%	96%	-1.94%
Days on Market	36	43	19.44%

Community Statistics ATTACHED (Condo & TH)

	Inventory	Sales	Sales Ratio*
Boyd Park	36	3	8.33%
Bridgeport	3	0	NA
Brighthouse	383	38	9.92%
Brighthouse South	239	21	8.79%
Broadmoor	13	2	15.38%
East Cambie	13	5	38.46%
East Richmond	8	0	NA
Garden City	12	3	25.00%
Gilmore	0	0	NA
Granville	17	3	17.65%
Hamilton	13	2	15.38%
Ironwood	17	1	5.88%
Lackner	1	0	NA
McLennan	1	0	NA
McLennan North	164	16	9.76%
McNair	15	0	NA
Quilchena	8	0	NA
Riverdale	37	6	16.22%
Saunders	25	2	8.00%
Sea Island	0	0	NA
Seafair	5	2	40.00%
South Arm	27	8	29.63%
Steveston North	15	4	26.67%
Steveston South	84	13	15.48%
Steveston Village	6	5	83.33%
Terra Nova	23	4	17.39%
West Cambie	93	7	7.53%
Westwind	4	1	25.00%
Woodwards	14	1	7.14%
TOTAL	1276	147	11.52%

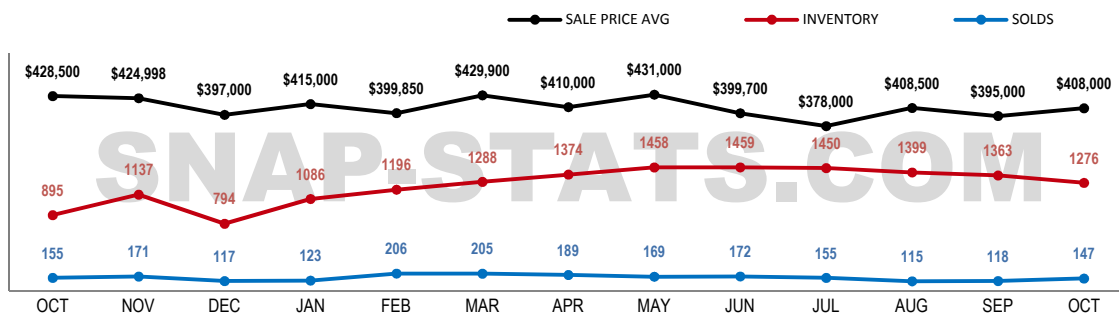
*Sales to Active Listing Ratio (The percent of homes selling)

SnapStats™ ▷ Summary ATTACHED

- Official Market Type Richmond Attached: Buyers market at 12% Sales Ratio average (1.2 in 10 homes selling)
- Homes are selling on average 4% below list price
- Most Active Price Band*: Homes from \$300,000 to \$400,000 with an average 14% Sales Ratio (Buyers market)
- Buyers Best Bet*: Homes \$700,000 to \$800,000, Ironwood, West Cambie, Woodward and up to 1 bedroom properties
- Sellers Best Bet*: Selling homes in East Cambie, Garden City, South Arm, Steveston North and 3 bedroom properties

* With a minimum inventory of 10 where possible

SnapStats™ ▷ 13 Month Market Trend ATTACHED



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