

SnapStats™

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



DECEMBER 2011

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www.snap-stats.com

Compliments of Your RE/MAX Crest Realty Westside Agent in Affiliation with SnapStats™



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SnapStats™ VANCOUVER DOWNTOWN DECEMBER 2011

Price Band Statistics ATTACHED (Condo & TH)

DECEMBER STATS	Inventory	Sales	Sales Ratio*
\$0 – 300,000	34	10	29.41%
300,001 – 400,000	95	44	46.32%
400,001 – 500,000	116	49	42.24%
500,001 – 600,000	91	27	29.67%
600,001 – 700,000	61	8	13.11%
700,001 – 800,000	59	18	30.51%
800,001 – 900,000	40	3	7.50%
900,001 – 1,000,000	36	2	5.56%
1,000,001 – 1,250,000	40	4	10.00%
1,250,001 – 1,500,000	46	2	4.35%
1,500,001 – 1,750,000	25	3	12.00%
1,750,001 – 2,000,000	13	1	7.69%
2,000,001 – 2,250,000	10	1	10.00%
2,250,001 – 2,500,000	15	0	0.00%
2,500,001 – 2,750,000	9	0	0.00%
2,750,001 – 3,000,000	10	0	0.00%
3,000,001 – 3,500,000	12	0	0.00%
3,500,001 – 4,000,000	9	0	0.00%
4,000,001 – 4,500,000	10	0	0.00%
4,500,001 – 5,000,000	9	1	11.11%
5,000,001 & Greater	18	2	11.11%
TOTAL	758	175	23.09%

STYLE OF HOME	Inventory	Sales	Sales Ratio*
0 to 1 Bedroom	266	102	38.35%
2 Bedrooms	415	66	15.90%
3 Bedrooms	68	6	8.82%
4 Bedrooms & Greater	9	1	11.11%
TOTAL	758	175	23.09%

SnapStats™	November	December	Variance
Inventory	1080	758	-29.81%
Solds	240	175	-27.08%
Sale Price Average (Median)	\$457,000	\$465,000	1.75%
Sale to List Price Ratio	97.4%	95.9%	-1.54%
Days on Market Average	39	35	-10.26%

Community Statistics ATTACHED (Condo & TH)

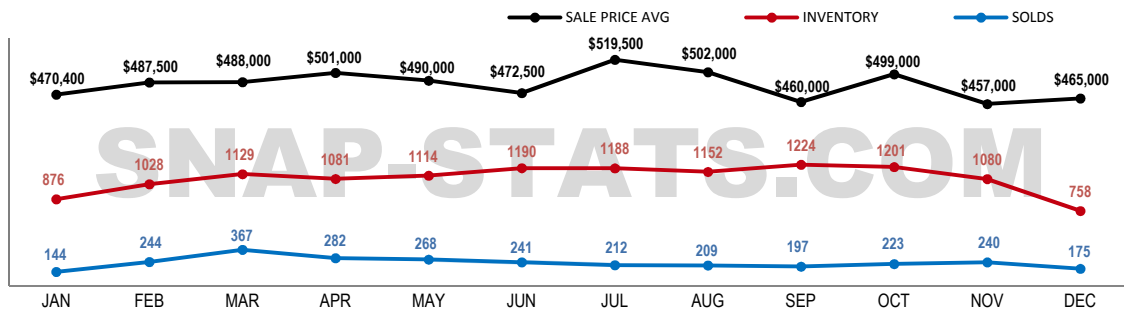
COMMUNITY STATS	Inventory	Sales	Sales Ratio*
Coal Harbour	140	16	11.43%
Downtown	319	71	22.26%
Westend	135	33	24.44%
Yaletown	164	55	33.54%
TOTAL	758	175	23.09%

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

SnapStats™ ▷ Summary ATTACHED

- Official Market Type Downtown: Sellers Market with a 23% Sale Ratio translating to 1 in 4 homes selling
- During the holiday season Inventory and Sales reduce almost 30% but prices hold steady
- Most Active Price Band under \$1 million: \$300,000 to \$500,000 with half the sales and an exploding 44% Sales Ratio
- Buyers Best Bet: Coal Harbour homes between \$1.25 & \$1.5 million
- Hottest Neighbourhood: Yaletown increases again to 33% Sales Ratio (1 in 3 sell) and Downtown and Westend (1 in 4 sell)

SnapStats™ ▷ 12 Month Market Trend ATTACHED



SnapStats™ ▷ Compliments of Ken Stef



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Price Band Statistics DETACHED

DECEMBER STATS	Inventory	Sales	Sales Ratio*
\$0 – 300,000	0	0	0.00%
300,001 – 400,000	0	0	0.00%
400,001 – 500,000	2	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	1	0	0.00%
900,001 – 1,000,000	1	0	0.00%
1,000,001 – 1,250,000	10	5	50.00%
1,250,001 – 1,500,000	21	7	33.33%
1,500,001 – 1,750,000	26	9	34.62%
1,750,001 – 2,000,000	32	10	31.25%
2,000,001 – 2,250,000	22	1	4.55%
2,250,001 – 2,500,000	45	7	15.56%
2,500,001 – 2,750,000	31	9	29.03%
2,750,001 – 3,000,000	47	2	4.26%
3,000,001 – 3,500,000	55	1	1.82%
3,500,001 – 4,000,000	60	4	6.67%
4,000,001 – 4,500,000	35	1	2.86%
4,500,001 – 5,000,000	36	1	2.78%
5,000,001 & Greater	48	5	10.42%
TOTAL	472	62	13.14%

STYLE OF HOME	Inventory	Sales	Sales Ratio*
2 Bedrooms & Less	7	3	42.86%
3 to 4 Bedrooms	162	27	16.67%
5 to 6 Bedrooms	227	25	11.01%
7 Bedrooms & More	76	7	9.21%
TOTAL	472	62	13.14%

SnapStats™	November	December	Variance
Inventory	640	472	-26.25%
Solds	121	62	-48.76%
Sale Price Average (Median)	\$2,160,000	\$2,075,000	-3.94%
Sale to List Price Ratio	98.2%	94.6%	-3.67%
Days on Market Average	31	55	77.42%

Community Statistics DETACHED

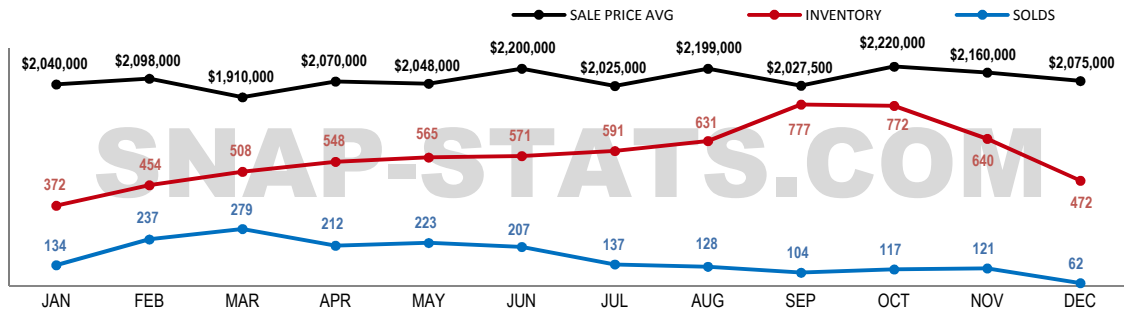
COMMUNITY STATS	Inventory	Sales	Sales Ratio*
Arbutus	33	5	15.15%
Cambie	41	6	14.63%
Dunbar	45	5	11.11%
Fairview	1	0	0.00%
Falsecreek	0	0	0.00%
Kerrisdale	22	6	27.27%
Kitsilano	26	8	30.77%
Mackenzie Heights	18	1	5.56%
Marpole	37	1	2.70%
Mount Pleasant	2	0	0.00%
Oakridge	17	4	23.53%
Point Grey	41	8	19.51%
Quilchena	12	2	16.67%
SW Marine	19	5	26.32%
Shaughnessy	59	5	8.47%
South Cambie	11	1	9.09%
South Granville	67	4	5.97%
Southlands	16	1	6.25%
University	5	0	0.00%
TOTAL	472	62	13.14%

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

SnapStats™ ▷ Summary DETACHED

- Official Market Type Westside Detached: Buyers market with average 13% sales ratio (1 in 10 selling)
- Sales cut in half month over month and inventory levels down 26% but prices hold steady
- Most Active Price Band: \$1 to \$1.25 mil (50% Sales Ratio); \$2.5 to \$2.75 mil (29% Sales Ratio)
- Buyers Best Bet: Homes in MacKenzie Heights, Marpole & South Granville valued above \$2.75 million
- Sellers Best Bet: Homes to sell in Kerrisdale, Kitsilano and SW Marine

SnapStats™ ▷ 12 Month Market Trend DETACHED



SnapStats™ ▷ Compliments of Ken Stef



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SnapStats™ VANCOUVER WESTSIDE DECEMBER 2011

Price Band Statistics ATTACHED (Condo & TH)

DECEMBER STATS	Inventory	Sales	Sales Ratio*
\$0 – 300,000	31	8	25.81%
300,001 – 400,000	71	17	23.94%
400,001 – 500,000	72	25	34.72%
500,001 – 600,000	61	17	27.87%
600,001 – 700,000	65	12	18.46%
700,001 – 800,000	53	8	15.09%
800,001 – 900,000	38	10	26.32%
900,001 – 1,000,000	25	4	16.00%
1,000,001 – 1,250,000	36	6	16.67%
1,250,001 – 1,500,000	33	4	12.12%
1,500,001 – 1,750,000	10	3	30.00%
1,750,001 – 2,000,000	2	1	50.00%
2,000,001 – 2,250,000	1	0	0.00%
2,250,001 – 2,500,000	3	2	66.67%
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	2	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	508	117	23.03%

STYLE OF HOME	Inventory	Sales	Sales Ratio*
0 to 1 Bedroom	155	44	28.39%
2 Bedrooms	282	63	22.34%
3 Bedrooms	60	8	13.33%
4 Bedrooms & Greater	11	2	18.18%
TOTAL	508	117	23.03%

SnapStats™	November	December	Variance
Inventory	767	508	-33.77%
Solds	160	117	-26.88%
Sale Price Average (Median)	\$526,250	\$549,900	4.49%
Sale to List Price Ratio	99.0%	96.5%	-2.53%
Days on Market Average	32	42	31.25%

Community Statistics ATTACHED (Condo & TH)

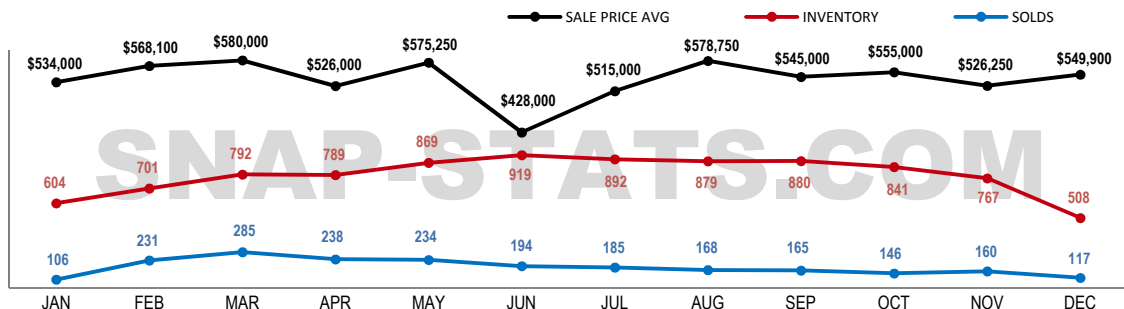
COMMUNITY STATS	Inventory	Sales	Sales Ratio*
Arbutus	0	0	0.00%
Cambie	7	2	28.57%
Dunbar	9	1	11.11%
Fairview	100	24	24.00%
Falsecreek	53	19	35.85%
Kerrisdale	37	8	21.62%
Kitsilano	80	27	33.75%
Mackenzie Heights	0	0	0.00%
Marpole	25	3	12.00%
Mount Pleasant	6	6	100.00%
Oakridge	24	0	0.00%
Point Grey	11	0	0.00%
Quilchena	32	4	12.50%
SW Marine	4	1	25.00%
Shaughnessy	1	1	100.00%
South Cambie	7	3	42.86%
South Granville	7	0	0.00%
Southlands	1	0	0.00%
University	104	18	17.31%
TOTAL	508	117	23.03%

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

SnapStats™ ▷ Summary ATTACHED

- Official Market Type Westside Attached: Sellers market at 23% Sales Ratio (1 in 4 selling)
- Inventory cut by a third and number of sales reduce 27% month over month but prices increase 4%
- Most Active Price Band +/- \$1 Mil: \$400,000 to \$500,000 (1 in 3 selling) and \$2.25 to \$2.5 mil with whopping 67% Sales Ratio
- Buyers Best Bet: Real estate between \$900,000 to \$1.5 mil in Dunbar and Marpole
- Sellers Best Bet: Real estate to sell in Mount Pleasant (hot, hot, hot) and Shaughnessy

SnapStats™ ▷ 12 Month Market Trend ATTACHED



SnapStats™ ▷ Compliments of Ken Stef



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Price Band Statistics DETACHED

DECEMBER 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	5	1	20.00%
600,001 – 700,000	15	15	100.00%
700,001 – 800,000	59	27	45.76%
800,001 – 900,000	61	19	31.15%
900,001 – 1,000,000	51	15	29.41%
1,000,001 – 1,250,000	64	15	23.44%
1,250,001 – 1,500,000	45	3	6.67%
1,500,001 – 1,750,000	13	0	0.00%
1,750,001 – 2,000,000	7	0	0.00%
2,000,001 – 2,250,000	2	1	50.00%
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	323	96	29.72%

STYLE OF HOME	Inventory	Sales	Sales Ratio*
2 Bedrooms & Less	24	7	29.17%
3 to 4 Bedrooms	74	21	28.38%
5 to 6 Bedrooms	164	58	35.37%
7 Bedrooms & More	61	10	16.39%
TOTAL	323	96	29.72%

SnapStats™	November	December	Variance
Inventory	478	323	-32.43%
Solds	113	96	-15.04%
Sale Price Average (Median)	\$852,000	\$823,500	-3.35%
Sale to List Price Ratio	100.2%	97.1%	-3.09%
Days on Market Average	20	35	75.00%

Community Statistics DETACHED

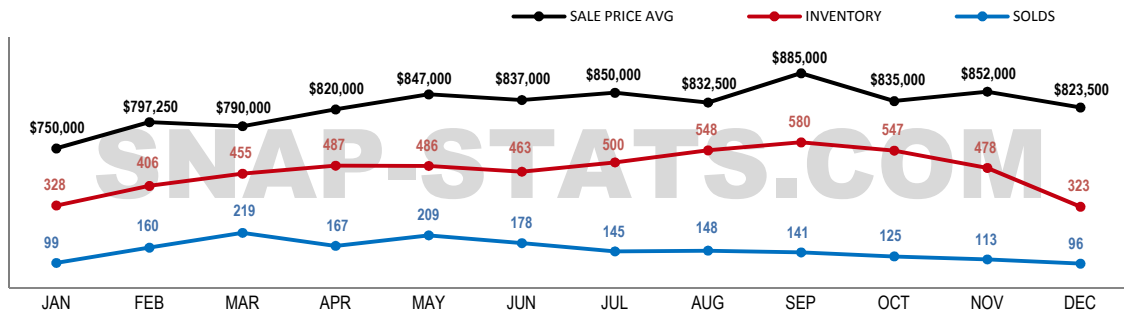
COMMUNITY STATS	Inventory	Sales	Sales Ratio*
Champlain Heights	1	1	100.00%
Collingwood	40	8	20.00%
Downtown	0	0	0.00%
Fraser	12	5	41.67%
Fraserview	27	5	18.52%
Grandview	13	4	30.77%
Hastings	9	3	33.33%
Hastings East	15	4	26.67%
Kilarney	50	14	28.00%
Knight	29	8	27.59%
Main	12	3	25.00%
Mt Pleasant	7	6	85.71%
Renfrew Heights	29	13	44.83%
Renfrew	31	10	32.26%
South Vancouver	32	9	28.13%
Victoria	16	3	18.75%
TOTAL	323	96	29.72%

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

SnapStats™ ▷ Summary DETACHED

- Official Market Type Eastside Detached: Strong sellers market at 30% sales ratio average (1 in 3 sell)
- Prices holding ground even with 1/3 less inventory and a 15% drop in sales activity
- Most Active Price Band +/- \$2 mil: \$600,000 (hot, hot, hot) to \$800,000 and \$2.0 to \$2.25 million (1 in 2 selling)
- Buyers Best Bet: Real estate between \$1.25 to \$1.5 million in Fraserview & Victoria
- Sellers Best Bet: Real estate to sell in Champlain Heights and Mt Pleasant (6 out of 7 listings sold)

SnapStats™ ▷ 12 Month Market Trend DETACHED



SnapStats™ ▷ Compliments of Ken Stef



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SnapStats™ VANCOUVER EASTSIDE DECEMBER 2011

Price Band Statistics ATTACHED (Condo & TH)

DECEMBER STATS	Inventory	Sales	Sales Ratio*
\$0 – 300,000	91	22	24.18%
300,001 – 400,000	162	19	11.73%
400,001 – 500,000	49	10	20.41%
500,001 – 600,000	35	4	11.43%
600,001 – 700,000	12	3	25.00%
700,001 – 800,000	14	1	7.14%
800,001 – 900,000	4	1	25.00%
900,001 – 1,000,000	2	2	100.00%
1,000,001 – 1,250,000	5	0	0.00%
1,250,001 – 1,500,000	3	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	379	62	16.36%

STYLE OF HOME	Inventory	Sales	Sales Ratio*
0 to 1 Bedroom	169	28	16.57%
2 Bedrooms	168	27	16.07%
3 Bedrooms	36	7	19.44%
4 Bedrooms & Greater	6	0	0.00%
TOTAL	379	62	16.36%

SnapStats™	November	December	Variance
Inventory	489	379	-22.49%
Solds	123	62	-49.59%
Sale Price Average (Median)	\$355,000	\$361,450	1.82%
Sale to List Price Ratio	98.9%	97.9%	-1.01%
Days on Market Average	39	33	-15.38%

Community Statistics ATTACHED (Condo & TH)

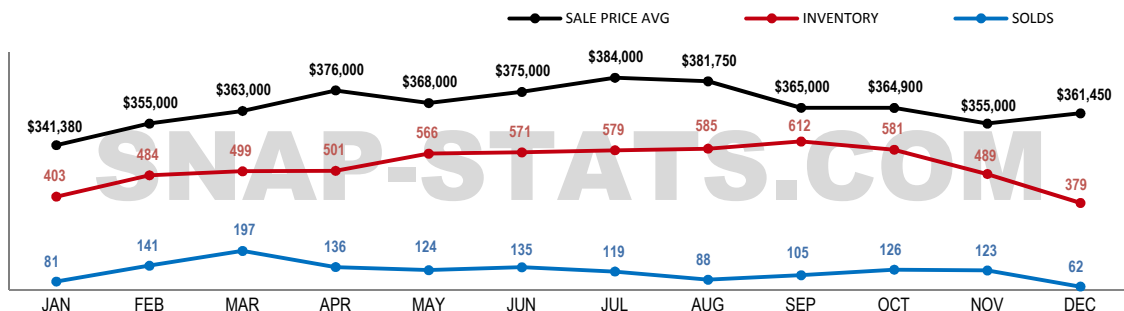
COMMUNITY STATS	Inventory	Sales	Sales Ratio*
Champlain Heights	10	3	30.00%
Collingwood	77	6	7.79%
Downtown	10	0	0.00%
Fraser	26	5	19.23%
Fraserview	31	3	9.68%
Grandview	20	5	25.00%
Hastings	32	7	21.88%
Hastings East	6	0	0.00%
Kilamey	5	2	40.00%
Knight	28	2	7.14%
Main	7	3	42.86%
Mt Pleasant	97	21	21.65%
Renfrew Heights	0	0	0.00%
Renfrew	5	4	80.00%
South Vancouver	6	0	0.00%
Victoria	19	1	5.26%
TOTAL	379	62	16.36%

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

SnapStats™ ▷ Summary ATTACHED

- Official Market Type Eastside Attached: Low end balanced market at 16% sales ratio average (1.6 in 10 selling)
- Buyers keep prices up even though sales cut in half month over month and 22% less inventory to pick from
- Most Active Price Band: \$900,000 to \$1 million with 100% Sales Ratio
- Buyers Best Bet: Real estate between \$700,000 and \$800,000 in Collingwood, Knight & Victoria
- Sellers Best Bet: Real estate to sell in Kilamey, Main and Renfrew area

SnapStats™ ▷ 12 Month Market Trend ATTACHED



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Price Band Statistics DETACHED

DECEMBER STATS	Inventory	Sales	Sales Ratio*
\$0 – 300,000	1	0	0.00%
300,001 – 400,000	0	0	0.00%
400,001 – 500,000	1	0	0.00%
500,001 – 600,000	2	2	100.00%
600,001 – 700,000	2	2	100.00%
700,001 – 800,000	18	6	33.33%
800,001 – 900,000	18	13	72.22%
900,001 – 1,000,000	12	7	58.33%
1,000,001 – 1,250,000	32	11	34.38%
1,250,001 – 1,500,000	31	8	25.81%
1,500,001 – 1,750,000	4	1	25.00%
1,750,001 – 2,000,000	9	0	0.00%
2,000,001 – 2,250,000	1	1	100.00%
2,250,001 – 2,500,000	7	2	28.57%
2,500,001 – 2,750,000	3	0	0.00%
2,750,001 – 3,000,000	3	1	33.33%
3,000,001 – 3,500,000	2	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	5	0	0.00%
TOTAL	152	54	35.53%

STYLE OF HOME	Inventory	Sales	Sales Ratio*
2 Bedrooms & Less	8	4	50.00%
3 to 4 Bedrooms	66	33	50.00%
5 to 6 Bedrooms	64	17	26.56%
7 Bedrooms & More	14	0	0.00%
TOTAL	152	54	35.53%

SnapStats™	November	December	Variance
Inventory	246	152	-38.21%
Solds	77	54	-29.87%
Sale Price Average (Median)	\$962,000	\$982,000	2.08%
Sale to List Price Ratio	96.6%	96.4%	-0.21%
Days on Market Average	26	54	107.69%

Community Statistics DETACHED

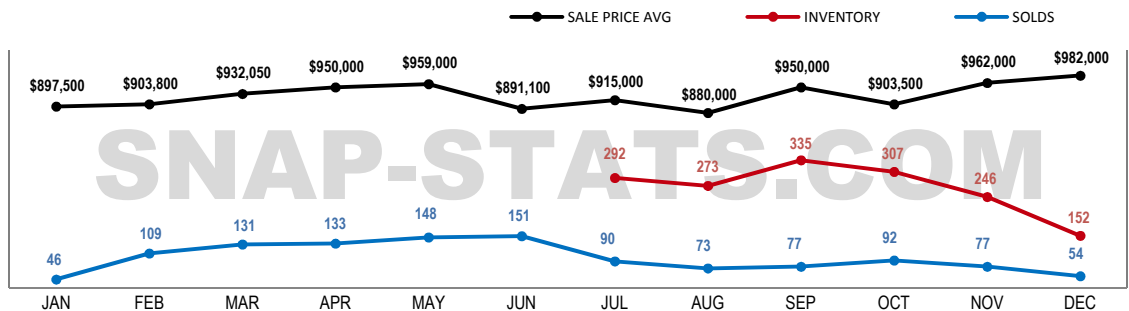
COMMUNITY STATS	Inventory	Sales	Sales Ratio*
Blueridge	10	3	30.00%
Boulevard	3	2	66.67%
Braemar	2	0	0.00%
Calverhall	7	1	14.29%
Canyon Heights	16	4	25.00%
Capilano Highlands	4	4	100.00%
Capilano	2	1	50.00%
Central Lonsdale	11	2	18.18%
Deep Cove	10	2	20.00%
Delbrook	1	0	0.00%
Dollarton	5	1	20.00%
Forest Hills	1	1	100.00%
Grouse Woods	3	2	66.67%
Hamilton	10	0	0.00%
Hamilton Heights	0	0	0.00%
Indian Arm	2	0	0.00%
Indian River	4	3	75.00%
Lower Lonsdale	0	0	0.00%
Lynn Valley	11	5	45.45%
Lynnmour	2	0	0.00%
Norgate	1	1	100.00%
Northlands	2	0	0.00%
Pemberton Heights	3	3	100.00%
Pemberton	4	2	50.00%
Princess Park	1	1	100.00%
Queensbury	4	1	25.00%
Roche Point	2	0	0.00%
Seymour	6	1	16.67%
Tempe	2	0	0.00%
Upper Delbrook	4	1	25.00%
Upper Lonsdale	13	8	61.54%
Westlynn	2	2	100.00%
Westlynn Terrace	1	1	100.00%
Windsor Park	1	0	0.00%
Woodlands-Sunshine Cascade	2	2	100.00%
TOTAL	152	54	35.53%

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

SnapStats™ ▷ Summary DETACHED

- Official Market Type North Vancouver Detached: Strong sellers market with 35% Sales Ratio average (1 in 3 sell)
- Prices stay even despite 38% less inventory and 30% seasonal sales slow down
- Most Active Price Band under a million: \$500,000 to \$1 mil average Sales Ratio 73% (3 in 4 sell) and half the month's sales
- Buyers Best Bet: Calverhall, Central Lonsdale and Seymour
- Sellers Best Bet: Selling homes in Capilano Highlands, Indian River, Pemberton Heights and Upper Lonsdale

SnapStats™ ▷ 12 Month Market Trend DETACHED



No data available pre July 2011

SnapStats™ ▷ Compliments of Ken Stef



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Price Band Statistics ATTACHED (Condo & TH)

DECEMBER STATS	Inventory	Sales	Sales Ratio*
\$0 – 300,000	36	17	47.22%
300,001 – 400,000	96	16	16.67%
400,001 – 500,000	63	17	26.98%
500,001 – 600,000	39	17	43.59%
600,001 – 700,000	33	7	21.21%
700,001 – 800,000	19	3	15.79%
800,001 – 900,000	12	1	8.33%
900,001 – 1,000,000	8	0	0.00%
1,000,001 – 1,250,000	2	0	0.00%
1,250,001 – 1,500,000	1	0	0.00%
1,500,001 – 1,750,000	2	0	0.00%
1,750,001 – 2,000,000	1	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	315	78	24.76%

STYLE OF HOME	Inventory	Sales	Sales Ratio*
0 to 1 Bedroom	101	34	33.66%
2 Bedrooms	165	32	19.39%
3 Bedrooms	41	11	26.83%
4 Bedrooms & Greater	8	1	12.50%
TOTAL	315	78	24.76%

SnapStats™	November	December	Variance
Inventory	445	315	-29.21%
Solds	119	78	-34.45%
Sale Price Average (Median)	\$465,000	\$425,000	-8.60%
Sale to List Price Ratio	99.0%	98.4%	-0.61%
Days on Market Average	44	44	0.00%

Community Statistics ATTACHED (Condo & TH)

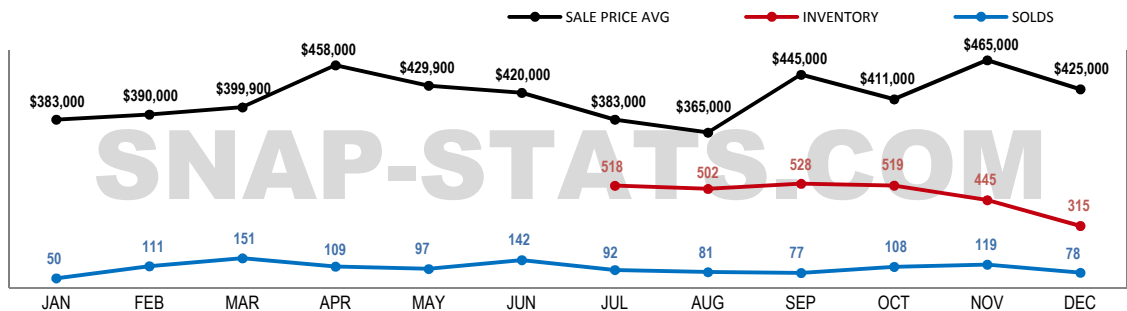
COMMUNITY STATS	Inventory	Sales	Sales Ratio*
Blueridge	1	1	100.00%
Boulevard	0	0	0.00%
Braemer	0	0	0.00%
Calverhall	0	0	0.00%
Canyon Heights	0	0	0.00%
Capilano Highlands	3	1	33.33%
Capilano	2	0	0.00%
Central Lonsdale	68	18	26.47%
Deep Cove	1	0	0.00%
Delbrook	3	0	0.00%
Dollarton	0	0	0.00%
Forest Hills	0	0	0.00%
Grouse Woods	0	0	0.00%
Hamilton	19	5	26.32%
Hamilton Heights	0	0	0.00%
Indian Arm	0	0	0.00%
Indian River	5	0	0.00%
Lower Lonsdale	86	35	40.70%
Lynn Valley	8	3	37.50%
Lynnmour	10	0	0.00%
Norgate	19	4	21.05%
Northlands	2	0	0.00%
Pemberton Heights	3	1	33.33%
Pemberton	24	3	12.50%
Princess Park	0	0	0.00%
Queensbury	0	0	0.00%
Roche Point	30	2	6.67%
Seymour	20	2	10.00%
Tempe	0	0	0.00%
Upper Delbrook	0	0	0.00%
Upper Lonsdale	9	3	33.33%
Westlynn	1	0	0.00%
Westlynn Terrace	0	0	0.00%
Windsor Park	1	0	0.00%
Woodlands-Sunshine Cascade	0	0	0.00%
TOTAL	315	78	24.76%

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

SnapStats™ ▷ Summary ATTACHED

- Official Market Type North Vancouver Attached: Sellers market with 25% Sales Ratio average (1 in 4 selling)
- North Van takes a bit of a bigger hit in average sale price (-9%) than other areas; Seasonal sale & inventory shrinkage
- Most Active Price Band: \$0 to \$300,000 and \$500,000 to \$600,000 (average Sales Ratio 45%: 1 in 2 selling)
- Buyers Best Bet: Real estate between \$800,000 and \$900,000 in Roche Point and Seymour
- Sellers Best Bet: Lower Lonsdale and Lynn Valley with 39% average Sales Ratio and half of month's sales

SnapStats™ ▷ 12 Month Market Trend ATTACHED



No data available pre July 2011

SnapStats™ ▷ Compliments of Ken Stef



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Price Band Statistics DETACHED

DECEMBER 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	2	2	100.00%
800,001 – 900,000	6	2	33.33%
900,001 – 1,000,000	8	1	12.50%
1,000,001 – 1,250,000	15	4	26.67%
1,250,001 – 1,500,000	27	8	29.63%
1,500,001 – 1,750,000	20	7	35.00%
1,750,001 – 2,000,000	15	6	40.00%
2,000,001 – 2,250,000	9	2	22.22%
2,250,001 – 2,500,000	14	1	7.14%
2,500,001 – 2,750,000	13	2	15.38%
2,750,001 – 3,000,000	17	1	5.88%
3,000,001 – 3,500,000	27	1	3.70%
3,500,001 – 4,000,000	20	0	0.00%
4,000,001 – 4,500,000	14	1	7.14%
4,500,001 – 5,000,000	16	0	0.00%
5,000,001 & Greater	58	1	1.72%
TOTAL	282	39	13.83%

STYLE OF HOME	Inventory	Sales	Sales Ratio*
2 Bedrooms & Less	11	4	36.36%
3 to 4 Bedrooms	159	21	13.21%
5 to 6 Bedrooms	103	14	13.59%
7 Bedrooms & More	9	0	0.00%
TOTAL	282	39	13.83%

SnapStats™	November	December	Variance
Inventory	372	282	-24.19%
Solds	67	39	-41.79%
Sale Price Average (Median)	\$1,820,000	\$1,600,000	-12.09%
Sale to List Price Ratio	91.9%	98.9%	7.62%
Days on Market Average	26	49	88.46%

Community Statistics DETACHED

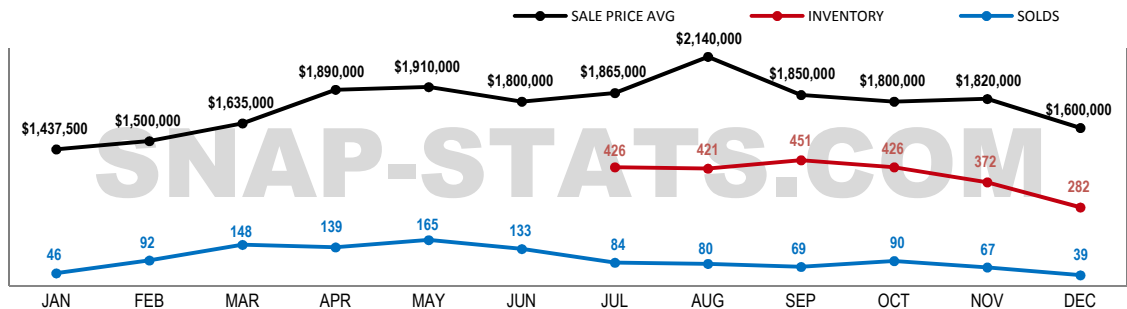
COMMUNITY STATS	Inventory	Sales	Sales Ratio*
Altamont	11	1	9.09%
Ambleside	27	4	14.81%
Bayridge	4	3	75.00%
British Properties	32	7	21.88%
Canterbury	5	0	0.00%
Caulfield	23	1	4.35%
Cedardale	3	3	100.00%
Chartwell	9	0	0.00%
Chelsea Park	2	0	0.00%
Cypress	8	0	0.00%
Cypress Park Estates	8	2	25.00%
Deer Ridge	0	0	0.00%
Dundarave	10	3	30.00%
Eagle Harbour	15	2	13.33%
Eagleridge	4	0	0.00%
Furry Creek	10	0	0.00%
Gleneagles	5	1	20.00%
Glenmore	9	2	22.22%
Horseshoe Bay	3	1	33.33%
Howe Sound	7	0	0.00%
Lions Bay	23	1	4.35%
Old Caulfield	2	0	0.00%
Panorama Village	0	0	0.00%
Park Royal	2	0	0.00%
Porteau Cove	0	0	0.00%
Queens	12	0	0.00%
Rockridge	4	0	0.00%
Sandy Cove	1	1	100.00%
Sentinel Hill	3	3	100.00%
Upper Caulfield	1	0	0.00%
West Bay	12	0	0.00%
Westhill	6	2	33.33%
Westmount	8	2	25.00%
Whitby Estates	6	0	0.00%
Whytecliff	7	0	0.00%
TOTAL	282	39	13.83%

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

SnapStats™ ▷ Summary DETACHED

- Official Market Type West Vancouver Detached: Moved to a Buyers market with 14% Sales Ratio average (1 in 10 selling)
- Homes selling on average for 12% less but inventory seasonally strong with a light 24% reduction. Buyers are braking.
- Most Active Price Band +/- \$2 mil: \$1.5 to \$2 mil with 37% Sales Ratio (1 in 3 selling). \$700,000 to \$800,000 strong as well.
- Buyers Best Bet: Homes between \$900,000 to \$1 mil and \$2.25 mil plus in Caulfield and Lions Bay
- Sellers Best Bet: Selling homes in Bayridge, Cedardale, Sentinel Hill. List it and it will sell.

SnapStats™ ▷ 12 Month Market Trend DETACHED



No data available pre July 2011

SnapStats™ ▷ Compliments of Ken Stef



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Price Band Statistics ATTACHED (Condo & TH)

DECEMBER STATS	Inventory	Sales	Sales Ratio*
\$0 – 300,000	3	0	0.00%
300,001 – 400,000	7	1	14.29%
400,001 – 500,000	7	2	28.57%
500,001 – 600,000	3	2	66.67%
600,001 – 700,000	9	1	11.11%
700,001 – 800,000	8	1	12.50%
800,001 – 900,000	6	0	0.00%
900,001 – 1,000,000	3	0	0.00%
1,000,001 – 1,250,000	6	1	16.67%
1,250,001 – 1,500,000	7	2	28.57%
1,500,001 – 1,750,000	2	1	50.00%
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	5	0	0.00%
2,500,001 – 2,750,000	2	0	0.00%
2,750,001 – 3,000,000	1	0	0.00%
3,000,001 – 3,500,000	2	0	0.00%
3,500,001 – 4,000,000	1	0	0.00%
4,000,001 – 4,500,000	1	0	0.00%
4,500,001 – 5,000,000	1	0	0.00%
5,000,001 & Greater	2	0	0.00%
TOTAL	78	11	14.10%

STYLE OF HOME	Inventory	Sales	Sales Ratio*
0 to 1 Bedroom	17	1	5.88%
2 Bedrooms	44	9	20.45%
3 Bedrooms	16	1	6.25%
4 Bedrooms & Greater	1	0	0.00%
TOTAL	78	11	14.10%

SnapStats™	November	December	Variance
Inventory	98	78	-20.41%
Solds	19	11	-42.11%
Sale Price Average (Median)	\$990,000	\$655,000	-33.84%
Sale to List Price Ratio	93.6%	93.7%	0.11%
Days on Market Average	62	33	-46.77%

Community Statistics ATTACHED (Condo & TH)

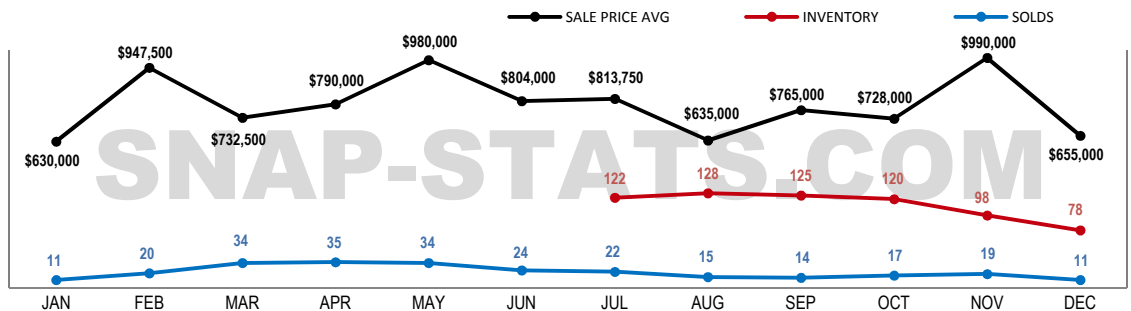
COMMUNITY STATS	Inventory	Sales	Sales Ratio*
Altamont	0	0	0.00%
Ambleside	17	5	29.41%
Bayridge	0	0	0.00%
British Properties	0	0	0.00%
Canterbury	0	0	0.00%
Caulfield	0	0	0.00%
Cedardale	4	0	0.00%
Chartwell	0	0	0.00%
Chelsea Park	1	0	0.00%
Cypress	0	0	0.00%
Cypress Park Estates	3	1	33.33%
Deer Ridge	2	0	0.00%
Dundarave	20	2	10.00%
Eagle Harbour	0	0	0.00%
Eagleridge	0	0	0.00%
Furry Creek	3	0	0.00%
Gleneagles	0	0	0.00%
Glenmore	2	0	0.00%
Horseshoe Bay	1	0	0.00%
Howe Sound	5	0	0.00%
Lions Bay	1	0	0.00%
Old Caulfield	0	0	0.00%
Panorama Village	2	0	0.00%
Park Royal	8	2	25.00%
Porteau Cove	0	0	0.00%
Queens	0	0	0.00%
Rockridge	0	0	0.00%
Sandy Cove	0	0	0.00%
Sentinel Hill	0	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	9	1	11.11%
Whytecliff	0	0	0.00%
TOTAL	78	11	14.10%

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

SnapStats™ ▷ Summary ATTACHED

- Official Market Type West Vancouver Attached: Buyers market with 14% Sales Ratio average (1 in 10 selling)
- Average sale price a colossal 34% drop but no sales above \$1.75 mil this month. Sellers are getting their list price.
- Most Active Price Band +/- \$1 mil :\$500k to \$600k and \$1.5 to \$1.75 mil with Sales Ratios above 50%
- Buyers Best Bet: Homes between \$600k to \$800k in Dundarave and Whitby Estates
- Sellers Best Bet: Selling homes in Ambleside, Cypress Park Estates and Park Royal

SnapStats™ ▷ 12 Month Market Trend ATTACHED



No data available pre July 2011

SnapStats™ ▷ Compliments of Ken Stef



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Community Statistics *DETACHED*

DECEMBER STATS	Inventory	Sales	Sales Ratio*
\$0 – 300,000	1	0	0.00%
300,001 – 400,000	0	0	0.00%
400,001 – 500,000	1	1	100.00%
500,001 – 600,000	4	1	25.00%
600,001 – 700,000	13	3	23.08%
700,001 – 800,000	35	8	22.86%
800,001 – 900,000	64	9	14.06%
900,001 – 1,000,000	63	12	19.05%
1,000,001 – 1,250,000	94	10	10.64%
1,250,001 – 1,500,000	68	9	13.24%
1,500,001 – 1,750,000	40	4	10.00%
1,750,001 – 2,000,000	47	1	2.13%
2,000,001 – 2,250,000	8	0	0.00%
2,250,001 – 2,500,000	30	1	3.33%
2,500,001 – 2,750,000	13	1	7.69%
2,750,001 – 3,000,000	11	0	0.00%
3,000,001 – 3,500,000	8	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	0	0	0.00%
TOTAL	504	60	11.90%

COMMUNITY STATS	Inventory	Sales	Sales Ratio*
Boyd Park	12	2	16.67%
Bridgeport	11	0	0.00%
Brighthouse	2	0	0.00%
Brighthouse South	2	0	0.00%
Broadmoor	24	4	16.67%
East Cambie	24	2	8.33%
East Richmond	7	0	0.00%
Garden City	18	2	11.11%
Gilmore	2	0	0.00%
Granville	53	2	3.77%
Hamilton	18	1	5.56%
Ironwood	23	0	0.00%
Lackner	34	2	5.88%
McLennan	7	1	14.29%
McLennan North	4	1	25.00%
McNair	18	4	22.22%
Quilchena	14	2	14.29%
Rivendale	32	3	9.38%
Saunders	26	3	11.54%
Sea Island	2	2	100.00%
Seafair	36	10	27.78%
South Arm	14	2	14.29%
Steveston North	29	4	13.79%
Steveston South	10	4	40.00%
Steveston Village	8	0	0.00%
Terra Nova	15	2	13.33%
West Cambie	26	0	0.00%
Westwind	4	2	50.00%
Woodwards	29	5	17.24%
TOTAL	504	60	11.90%

STYLE OF HOME	Inventory	Sales	Sales Ratio*
2 Bedrooms & Less	15	4	26.67%
3 to 4 Bedrooms	230	25	10.87%
5 to 6 Bedrooms	233	29	12.45%
7 Bedrooms & More	26	2	7.69%
TOTAL	504	60	11.90%

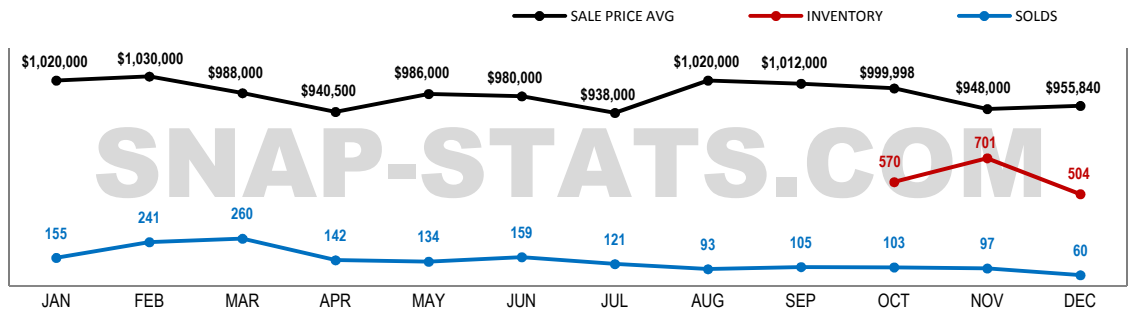
SnapStats™	November	December	Variance
Inventory	701	504	-28.10%
Solds	97	60	-38.14%
Sale Price Average (Median)	\$948,000	\$955,840	0.83%
Sale to List Price Ratio	96.0%	95.7%	-0.31%
Days on Market Average	34	46	35.29%

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

SnapStats™ ▷ Summary *DETACHED*

- Official Market Type Richmond Detached: Buyers Market with 12% Sales Ratio (1 in 10 homes sell)
- Average Sale Price unchanged month to month and Sellers getting their list price; Seasonal drops for inventory & sales activity
- Most Active Price Band: \$500,000 to \$800,000 with an average 24% Sales Ratio Average (1 in 4 homes sell)
- Buyers Best Bet: Homes \$1.75 to \$2 mil and \$2.25 to \$2.5 mil in Granville, Hamilton and Lackner
- Sellers Best Bet: Selling homes in McLennan North, Seafair, Steveston South and Westwind

SnapStats™ ▷ 12 Month Market Trend *DETACHED*



No data available pre October 2011

SnapStats™ ▷ Compliments of Ken Stef



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Price Band Statistics ATTACHED (Condo & TH)

DECEMBER STATS	Inventory	Sales	Sales Ratio*
\$0 – 300,000	177	31	17.51%
300,001 – 400,000	183	29	15.85%
400,001 – 500,000	184	34	18.48%
500,001 – 600,000	140	14	10.00%
600,001 – 700,000	75	7	9.33%
700,001 – 800,000	16	1	6.25%
800,001 – 900,000	8	1	12.50%
900,001 – 1,000,000	4	0	0.00%
1,000,001 – 1,250,000	5	0	0.00%
1,250,001 – 1,500,000	1	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	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	794	117	14.74%

STYLE OF HOME	Inventory	Sales	Sales Ratio*
0 to 1 Bedroom	170	25	14.71%
2 Bedrooms	348	57	16.38%
3 Bedrooms	243	32	13.17%
4 Bedrooms & Greater	33	3	9.09%
TOTAL	794	117	14.74%

SnapStats™	November	December	Variance
Inventory	1137	794	-30.17%
Solds	171	117	-31.58%
Sale Price Average (Median)	\$424,998	\$397,000	-6.59%
Sale to List Price Ratio	96.7%	99.3%	2.69%
Days on Market Average	48	44	-8.33%

Community Statistics ATTACHED (Condo & TH)

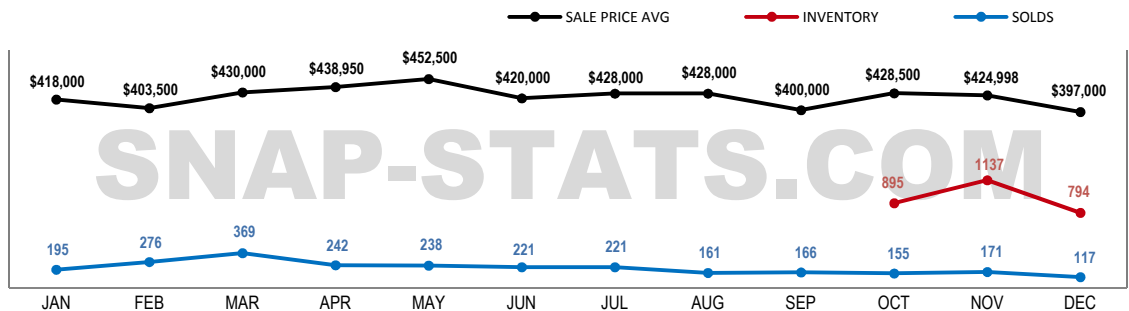
COMMUNITY STATS	Inventory	Sales	Sales Ratio*
Boyd Park	26	1	3.85%
Bridgeport	4	0	0.00%
Brighthouse	268	30	11.19%
Brighthouse South	122	25	20.49%
Broadmoor	14	1	7.14%
East Cambie	11	2	18.18%
East Richmond	6	2	33.33%
Garden City	7	6	85.71%
Gilmore	0	0	0.00%
Granville	10	5	50.00%
Hamilton	6	1	16.67%
Ironwood	22	6	27.27%
Lackner	3	0	0.00%
McLennan	1	0	0.00%
McLennan North	96	17	17.71%
McNair	4	0	0.00%
Quilchena	5	0	0.00%
Riverdale	23	3	13.04%
Saunders	7	1	14.29%
Sea Island	0	0	0.00%
Seafair	1	0	0.00%
South Arm	21	1	4.76%
Steveston North	13	2	15.38%
Steveston South	38	5	13.16%
Steveston Village	6	2	33.33%
Terra Nova	19	1	5.26%
West Cambie	53	5	9.43%
Westwind	1	0	0.00%
Woodwards	7	1	14.29%
TOTAL	794	117	14.74%

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

SnapStats™ ▷ Summary ATTACHED

- Official Market Type Richmond Attached: On the verge of a Buyers market with 15% Sales Ratio average (no change)
- Seasonal slowdown in inventory and sales but Buyers buying at same pace and holding average sale price to -6%
- Most Active Price Band: \$0 to \$500,000 with an average 17% Sales Ratio (1.7 in 10 sell reflecting a Balanced market)
- Buyers Best Bet: Homes from \$500,000 to \$800,000 in Boyd Park and South Arm
- Sellers Best Bet: Selling homes in East Richmond, Garden City (hot), Granville and Steveston Village

SnapStats™ ▷ 12 Month Market Trend ATTACHED



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SnapStats™ ▷ Compliments of Ken Stef



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