

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



OCTOBER 2011

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info@snap-stats.com
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Your Complimentary Copy Includes These Areas:

1. Westside & Eastside of Vancouver
2. North & West Vancouver
3. Richmond
4. Downtown Vancouver (Attached only)



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Les Twarog

604-671-7000
mcl@6717000.com
www.6717000.com



RE/MAX Crest Realty Westside
1428 W 7th Avenue
Vancouver, BC V6H 1C1

Price Band Statistics DETACHED (Houses)

OCTOBER STATS	Inventory	Sales	Sales Ratio*
\$0 – 300,000	0	0	0.00%
300,001 – 400,000	1	0	0.00%
400,001 – 500,000	2	0	0.00%
500,001 – 600,000	2	0	0.00%
600,001 – 700,000	0	0	0.00%
700,001 – 800,000	1	0	0.00%
800,001 – 900,000	2	1	50.00%
900,001 – 1,000,000	1	1	100.00%
1,000,001 – 1,250,000	18	7	38.89%
1,250,001 – 1,500,000	44	12	27.27%
1,500,001 – 1,750,000	49	15	30.61%
1,750,001 – 2,000,000	75	15	20.00%
2,000,001 – 2,250,000	33	9	27.27%
2,250,001 – 2,500,000	64	14	21.88%
2,500,001 – 2,750,000	51	12	23.53%
2,750,001 – 3,000,000	90	10	11.11%
3,000,001 – 3,500,000	84	11	13.10%
3,500,001 – 4,000,000	79	1	1.27%
4,000,001 – 4,500,000	42	6	14.29%
4,500,001 – 5,000,000	60	1	1.67%
5,000,001 & Greater	74	2	2.70%
TOTAL	772	117	15.16%

STYLE OF HOME	Inventory	Sales	Sales Ratio*
2 Bedrooms & Less	17	5	29.41%
3 to 4 Bedrooms	264	52	19.70%
5 to 6 Bedrooms	386	52	13.47%
7 Bedrooms & More	105	8	7.62%
TOTAL	772	117	15.16%

SnapStats™	September	October	Variance
Inventory	777	772	-0.64%
Solds	104	117	12.50%
Sale Price Average (Median)	\$2,027,500	\$2,220,000	9.49%
Sale to List Price Ratio	99.2%	96.6%	-2.62%
Days on Market	12	21	75.00%

Community Statistics DETACHED (Houses)

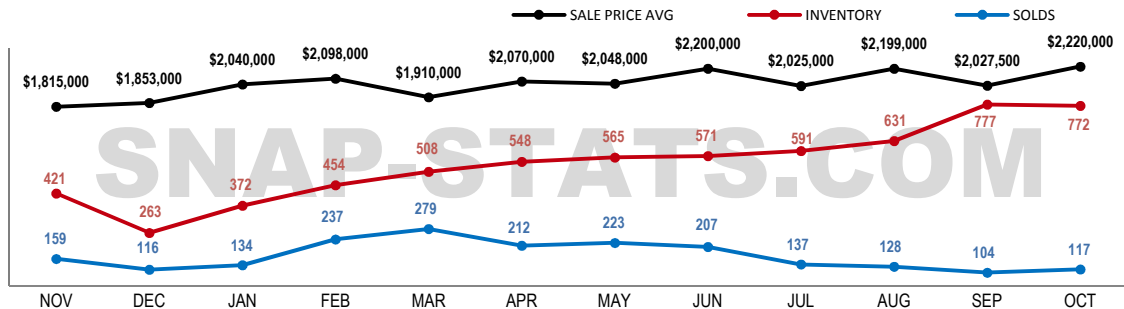
COMMUNITY STATS	Inventory	Sales	Sales Ratio*
Arbutus	52	4	7.69%
Cambie	67	9	13.43%
Dunbar	74	15	20.27%
Fairview	3	1	33.33%
Falsecreek	1	1	100.00%
Kerrisdale	39	9	23.08%
Kitsilano	49	13	26.53%
Mackenzie Heights	32	8	25.00%
Marpole	53	8	15.09%
Mount Pleasant	2	2	100.00%
Oakridge	26	3	11.54%
Point Grey	67	15	22.39%
Quilchena	29	4	13.79%
SW Marine	34	2	5.88%
Shaughnessy	84	5	5.95%
South Cambie	19	0	0.00%
South Granville	103	11	10.68%
Southlands	23	4	17.39%
University	15	3	20.00%
TOTAL	772	117	15.16%

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

SnapStats™ ▷ Summary DETACHED

- Official Market Type Westside Detached: Lower end balanced market with average 15% sales ratio
- October sales up 12.5%, average sale price increased 9% however, average days on market increased 75% (21)
- Sellers market continues with homes priced between \$1 and \$2.75 million (1 in 4 selling: 27% sales ratio average)
- Most Active Price Band: \$1.5 mil to \$2 mil with 30 sales accounting for 26% of total sales for the month
- Best typical detached neighbourhoods to sell a home: Kerrisdale, Kitsilano and Mackenzie Heights

SnapStats™ ▷ 12 Month Market Trend DETACHED



SnapStats™ ▷ Compliments of Les Twarog



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Price Band Statistics ATTACHED (Condo & TH)

OCTOBER STATS	Inventory	Sales	Sales Ratio*
\$0 – 300,000	40	12	30.00%
300,001 – 400,000	120	31	25.83%
400,001 – 500,000	150	21	14.00%
500,001 – 600,000	109	22	20.18%
600,001 – 700,000	116	13	11.21%
700,001 – 800,000	72	8	11.11%
800,001 – 900,000	60	14	23.33%
900,001 – 1,000,000	39	4	10.26%
1,000,001 – 1,250,000	55	14	25.45%
1,250,001 – 1,500,000	39	3	7.69%
1,500,001 – 1,750,000	13	1	7.69%
1,750,001 – 2,000,000	9	0	0.00%
2,000,001 – 2,250,000	4	1	25.00%
2,250,001 – 2,500,000	3	0	0.00%
2,500,001 – 2,750,000	3	1	33.33%
2,750,001 – 3,000,000	3	1	33.33%
3,000,001 – 3,500,000	3	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	1	0	0.00%
TOTAL	841	146	17.36%

STYLE OF HOME	Inventory	Sales	Sales Ratio*
0 to 1 Bedroom	287	51	17.77%
2 Bedrooms	438	77	17.58%
3 Bedrooms	97	17	17.53%
4 Bedrooms & Greater	19	1	5.26%
TOTAL	841	146	17.36%

SnapStats™	September	October	Variance
Inventory	880	841	-4.43%
Solds	165	146	-11.52%
Sale Price Average (Median)	\$545,000	\$555,000	1.83%
Sale to List Price Ratio	99.1%	98.8%	-0.30%
Days on Market	20	20	0.00%

Community Statistics ATTACHED (Condo & TH)

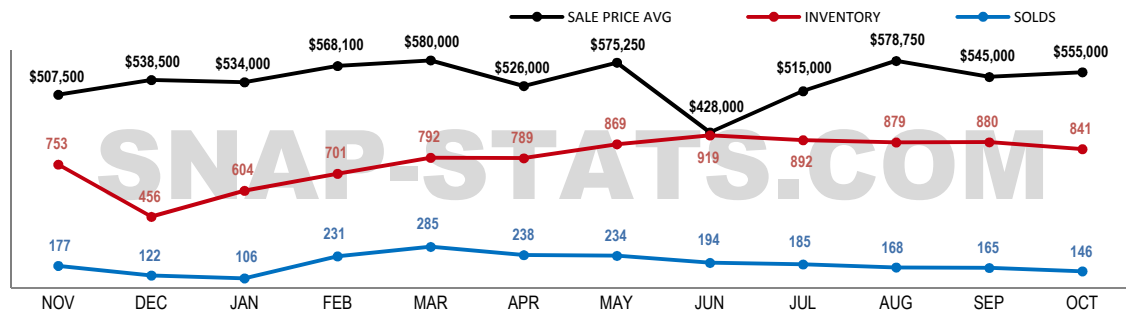
COMMUNITY STATS	Inventory	Sales	Sales Ratio*
Arbutus	0	0	0.00%
Cambie	10	2	20.00%
Dunbar	13	1	7.69%
Fairview	168	38	22.62%
Falsecreek	106	8	7.55%
Kerrisdale	54	6	11.11%
Kitsilano	156	41	26.28%
Mackenzie Heights	1	0	0.00%
Marpole	34	6	17.65%
Mount Pleasant	12	3	25.00%
Oakridge	17	4	23.53%
Point Grey	24	5	20.83%
Quilchena	41	6	14.63%
SW Marine	6	2	33.33%
Shaughnessy	6	1	16.67%
South Cambie	9	3	33.33%
South Granville	12	2	16.67%
Southlands	3	0	0.00%
University	169	18	10.65%
TOTAL	841	146	17.36%

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

SnapStats™ ▷ Summary ATTACHED

- Official Market Type Westside Attached: Balanced market with 176% sales ratio average
- Average sale price stabilized month to month but sales dropped 11% and active listings reduced 4%
- Most Active Price Band: \$0 to \$400,000 with 29% of total month's sales and 28% sales ratio (3 in 10 selling)
- Buyers market exists in price bands: \$900k to \$1 mil and \$1.25 to \$1.75 million. Sellers must price sharply and stage
- Hottest neighbourhood to sell a home: South Cambie & SW Marine but also Mount Pleasant and Kitsilano

SnapStats™ ▷ 12 Month Market Trend ATTACHED



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