

## Price Band & Bedroom DETACHED HOUSES

| SnapStats®            | Inventory | Sales | Sales Ratio |
|-----------------------|-----------|-------|-------------|
| \$0 - 800,000         | 4         | 0     | NA          |
| 800,001 - 900,000     | 1         | 0     | NA          |
| 900,001 - 1,000,000   | 1         | 1     | 100%        |
| 1,000,001 - 1,250,000 | 12        | 2     | 17%         |
| 1,250,001 - 1,500,000 | 12        | 6     | 50%         |
| 1,500,001 - 1,750,000 | 6         | 2     | 33%         |
| 1,750,001 - 2,000,000 | 8         | 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 | 2         | 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 - 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   | 0         | 0     | NA          |
| TOTAL*                | 55        | 11    | 20%         |

|                   |    |    |     |
|-------------------|----|----|-----|
| 2 Bedrooms & Less | 10 | 1  | 10% |
| 3 to 4 Bedrooms   | 33 | 6  | 18% |
| 5 to 6 Bedrooms   | 12 | 3  | 25% |
| 7 Bedrooms & More | 0  | 1  | NA* |
| TOTAL*            | 55 | 11 | 20% |

| SnapStats®               | September   | October     | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory                | 47          | 55          | 17%      |
| Solds                    | 17          | 11          | -35%     |
| Sale Price               | \$1,368,888 | \$1,365,000 | 0%       |
| Sale Price SQFT          | \$589       | \$633       | 8%       |
| Sale to List Price Ratio | 94%         | 98%         | 4%       |
| Days on Market           | 19          | 34          | 79%      |

\*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

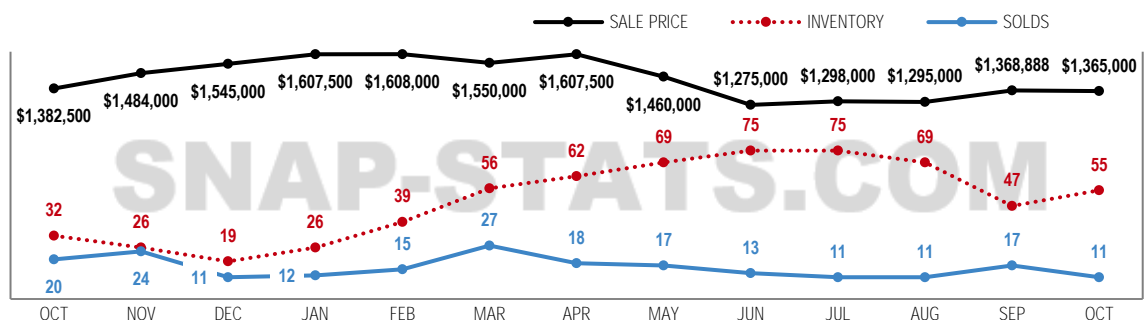
| SnapStats®        | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Annacis Island    | 0         | 0     | NA          |
| Delta Manor       | 8         | 1     | 13%         |
| East Delta        | 0         | 0     | NA          |
| Hawthorne         | 21        | 2     | 10%         |
| Holly             | 7         | 3     | 43%         |
| Ladner Elementary | 5         | 3     | 60%         |
| Ladner Rural      | 2         | 0     | NA          |
| Neilsen Grove     | 2         | 1     | 50%         |
| Port Guichon      | 8         | 1     | 13%         |
| Tilbury           | 0         | 0     | NA          |
| Westham Island    | 2         | 0     | NA          |
| TOTAL*            | 55        | 11    | 20%         |

## Market Summary

- Market Type Indicator **LADNER DETACHED**: 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\*\* \$1.25 mil to \$1.5 mil with average 50% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1 mil to \$1.25 mil, Hawthorne and up to 2 bedroom properties
- Sellers Best Bet\*\* Selling homes in Delta Manor, Port Guichon and 5 to 6 bedroom properties

\*\*With minimum inventory of 10 in most instances

## 13 Month Market Trend



## Compliments of...

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