

COLLECTIVE

REAL ESTATE
TEAM

T H E C O L L E C T I V E

R E A L E S T A T E T E A M

RICHMOND MARKET REPORT



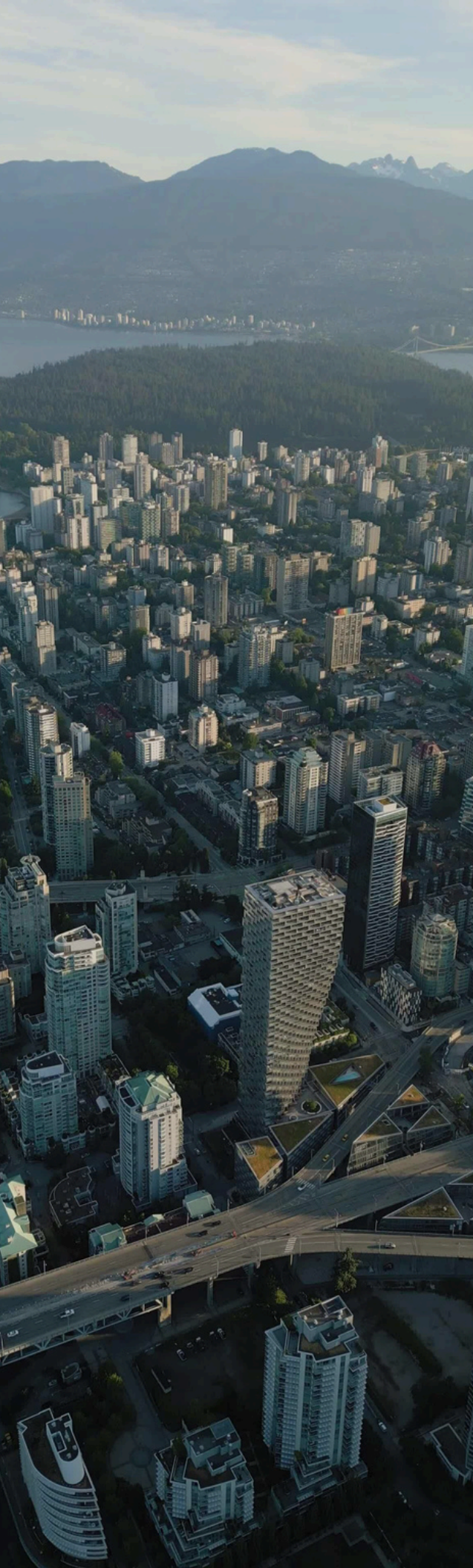


Table of Content

- UNDERSTANDING THE MARKET
- STATS CENTRE REPORTS COQUITLAM
- COQUITLAM ATTACHED - CONDO & TOWNHOUSE
- COQUITLAM DETACHED
- BUYING & SELLING
- THE COLLECTIVE REAL ESTATE TEAM



WHY UNDERSTANDING

The Real Estate Market Matters

Understanding the real estate market is crucial for anyone involved in buying, selling, or investing in property. The market fluctuates based on a variety of factors such as interest rates, supply and demand, economic trends, and local conditions. Having a solid grasp of these dynamics allows you to make informed decisions, whether you're navigating a competitive buyer's market or preparing to sell your property at its peak value. By staying updated on market trends, like those in Richmond, you can better predict price movements, identify investment opportunities, and minimize risks, ensuring your real estate decisions align with current market conditions and future forecasts.



Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	9	1	11%
300,001 – 400,000	15	2	13%
400,001 – 500,000	44	12	27%
500,001 – 600,000	127	21	17%
600,001 – 700,000	178	37	21%
700,001 – 800,000	179	16	9%
800,001 – 900,000	163	26	16%
900,001 – 1,000,000	110	16	15%
1,000,001 – 1,250,000	225	23	10%
1,250,001 – 1,500,000	122	11	9%
1,500,001 – 1,750,000	50	1	2%
1,750,001 – 2,000,000	13	0	NA
2,000,001 – 2,250,000	3	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	4	0	NA
3,000,001 – 3,500,000	5	0	NA
3,500,001 – 4,000,000	2	0	NA
4,000,001 – 4,500,000	2	0	NA
4,500,001 – 5,000,000	2	0	NA
5,000,001 & Greater	1	0	NA
TOTAL*	1258	166	13%

0 to 1 Bedroom	261	41	16%
2 Bedrooms	568	75	13%
3 Bedrooms	323	40	12%
4 Bedrooms & Greater	106	10	9%
TOTAL*	1258	166	13%

SnapStats®	March	April	Variance
Inventory	1136	1258	11%
Solds	171	166	-3%
Sale Price	\$760,000	\$754,250	-1%
Sale Price SQFT	\$792	\$778	-2%
Sale to List Price Ratio	98%	99%	1%
Days on Market	14	19	36%

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

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	13	3	23%
Bridgeport	33	1	3%
Brighthouse	490	52	11%
Brighthouse South	108	22	20%
Broadmoor	10	1	10%
East Cambie	17	1	6%
East Richmond	2	0	NA
Garden City	10	3	30%
Gilmore	0	0	NA
Granville	19	1	5%
Hamilton	37	2	5%
Ironwood	17	5	29%
Lackner	6	2	33%
McLennan	0	0	NA
McLennan North	76	13	17%
McNair	2	0	NA
Quilchena	4	2	50%
Riverdale	21	2	10%
Saunders	14	2	14%
Sea Island	0	0	NA
Seafair	6	0	NA
South Arm	10	3	30%
Steveston North	8	4	50%
Steveston South	43	10	23%
Steveston Village	4	0	NA
Terra Nova	19	3	16%
West Cambie	262	33	13%
Westwind	2	0	NA
Woodwards	25	1	4%
TOTAL*	1258	166	13%

Market Summary

- Market Type Indicator **RICHMOND ATTACHED**: Balanced Market at 13% Sales Ratio average (1.3 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$400,000 to \$500,000 with average 27% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.5 mil to \$1.75 mil, Bridgeport, East Cambie, Granville, Hamilton and Woodward
- Sellers Best Bet** Selling homes in Garden City, South Arm, Steveston North and up to 1 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



Compliments of...

Erin Price Emery
Oakwyn Realty
604 767 7725

erinpriceemery.ca
erin@priceemery.com



Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 800,000	2	0	NA
800,001 - 900,000	0	0	NA
900,001 - 1,000,000	1	1	100%
1,000,001 - 1,250,000	0	0	NA
1,250,001 - 1,500,000	14	5	36%
1,500,001 - 1,750,000	45	11	24%
1,750,001 - 2,000,000	106	4	4%
2,000,001 - 2,250,000	62	6	10%
2,250,001 - 2,500,000	72	8	11%
2,500,001 - 2,750,000	48	3	6%
2,750,001 - 3,000,000	63	1	2%
3,000,001 - 3,500,000	68	5	7%
3,500,001 - 4,000,000	33	1	3%
4,000,001 - 4,500,000	13	1	8%
4,500,001 - 5,000,000	14	0	NA
5,000,001 - 5,500,000	5	0	NA
5,500,001 - 6,000,000	3	0	NA
6,000,001 - 6,500,000	5	0	NA
6,500,001 - 7,000,000	0	0	NA
7,000,001 - 7,500,000	1	0	NA
7,500,001 & Greater	8	0	NA
TOTAL*	563	46	8%

2 Bedrooms & Less	17	1	6%
3 to 4 Bedrooms	195	15	8%
5 to 6 Bedrooms	310	28	9%
7 Bedrooms & More	41	2	5%
TOTAL*	563	46	8%

SnapStats®	March	April	Variance
Inventory	491	563	15%
Solds	44	46	5%
Sale Price	\$1,911,500	\$2,090,000	9%
Sale Price SQFT	\$751	\$747	-1%
Sale to List Price Ratio	96%	97%	1%
Days on Market	26	24	-8%

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

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	15	1	7%
Bridgeport	9	0	NA
Brighthouse	7	0	NA
Brighthouse South	4	0	NA
Broadmoor	45	5	11%
East Cambie	15	0	NA
East Richmond	7	1	14%
Garden City	25	2	8%
Gilmore	4	0	NA
Granville	40	1	3%
Hamilton	20	2	10%
Ironwood	18	1	6%
Lackner	20	4	20%
McLennan	10	0	NA
McLennan North	8	0	NA
McNair	25	1	4%
Quilchena	37	1	3%
Riverdale	39	4	10%
Saunders	23	5	22%
Sea Island	3	1	33%
Seafair	29	5	17%
South Arm	18	0	NA
Steveston North	31	2	6%
Steveston South	13	1	8%
Steveston Village	11	2	18%
Terra Nova	18	1	6%
West Cambie	23	2	9%
Westwind	13	0	NA
Woodwards	33	4	12%
TOTAL*	563	46	8%

Market Summary

- Market Type Indicator **RICHMOND DETACHED**: Buyers Market at 8% Sales Ratio average (8 in 100 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$1.25 mil to \$1.5 mil with average 36% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.75 mil to \$3 mil, Granville, McNair, Quilchena and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Lackner, Saunders and 5 to 6 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



Compliments of...

Erin Price Emery
Oakwyn Realty
604 767 7725

erinpriceemery.ca
erin@priceemery.com



Richmond

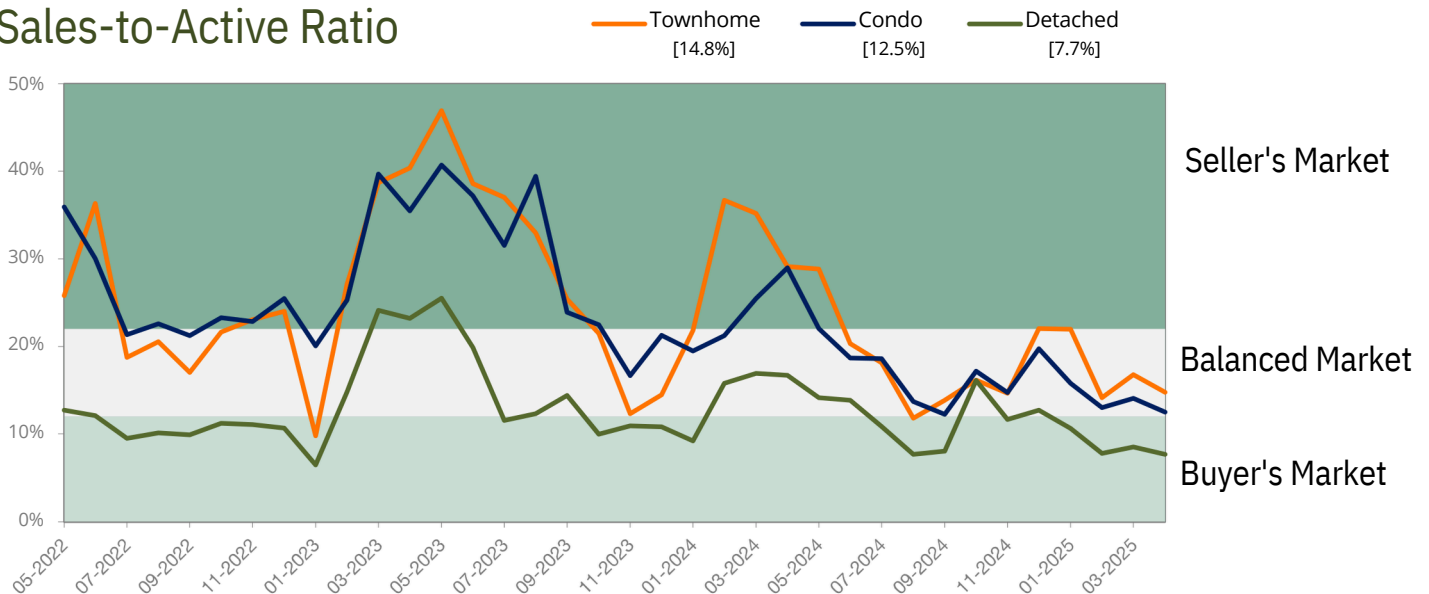
April 2025

Detached Properties	April			March		
Activity Snapshot	2025	2024	One-Year Change	2025	2024	One-Year Change
Total Active Listings	612	515	+ 18.8%	552	455	+ 21.3%
Sales	47	86	- 45.3%	47	77	- 39.0%
Days on Market Average	38	35	+ 8.6%	38	43	- 11.6%
MLS® HPI Benchmark Price	\$2,155,200	\$2,206,800	- 2.3%	\$2,171,100	\$2,217,900	- 2.1%

Condos	April			March		
Activity Snapshot	2025	2024	One-Year Change	2025	2024	One-Year Change
Total Active Listings	935	625	+ 49.6%	868	558	+ 55.6%
Sales	117	181	- 35.4%	122	142	- 14.1%
Days on Market Average	30	24	+ 25.0%	28	31	- 9.7%
MLS® HPI Benchmark Price	\$732,500	\$761,100	- 3.8%	\$745,400	\$759,600	- 1.9%

Townhomes	April			March		
Activity Snapshot	2025	2024	One-Year Change	2025	2024	One-Year Change
Total Active Listings	332	206	+ 61.2%	292	162	+ 80.2%
Sales	49	60	- 18.3%	49	57	- 14.0%
Days on Market Average	28	19	+ 47.4%	28	30	- 6.7%
MLS® HPI Benchmark Price	\$1,110,300	\$1,154,700	- 3.8%	\$1,124,100	\$1,151,200	- 2.4%

Sales-to-Active Ratio

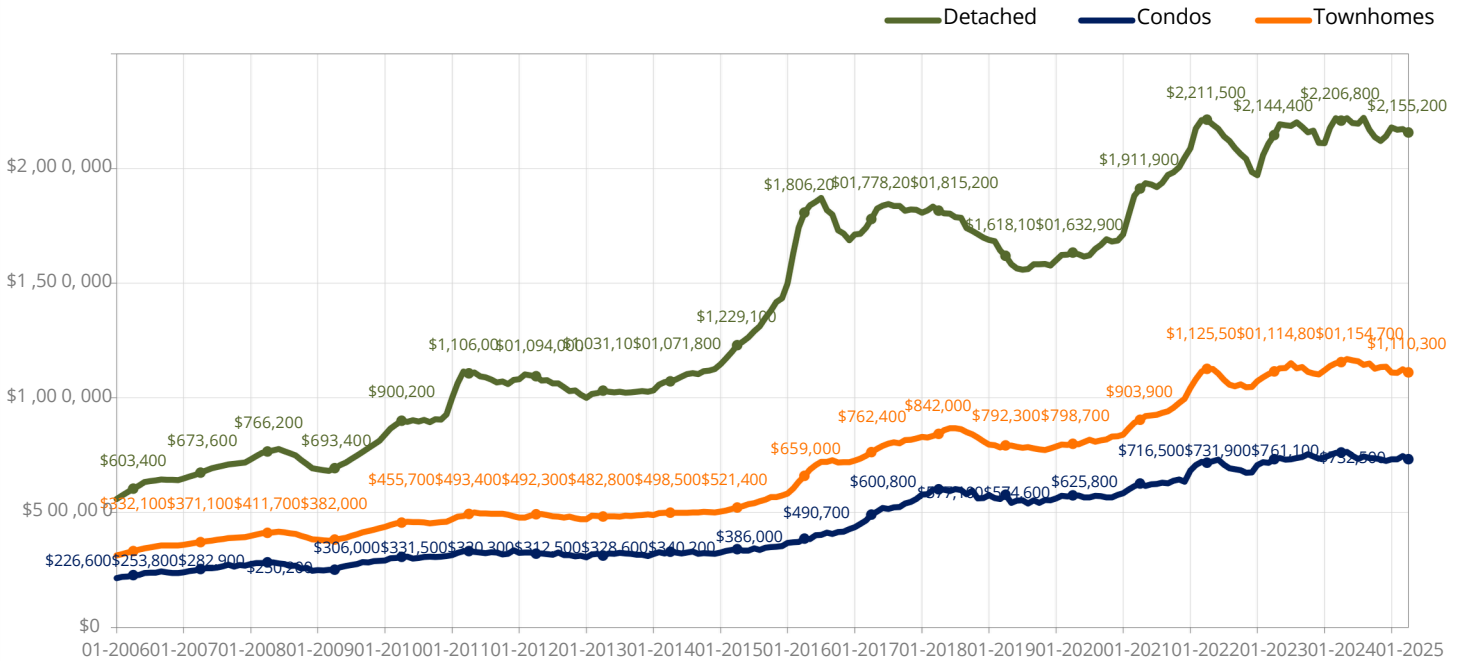


Richmond

April 2025

MLS® HPI Benchmark Price

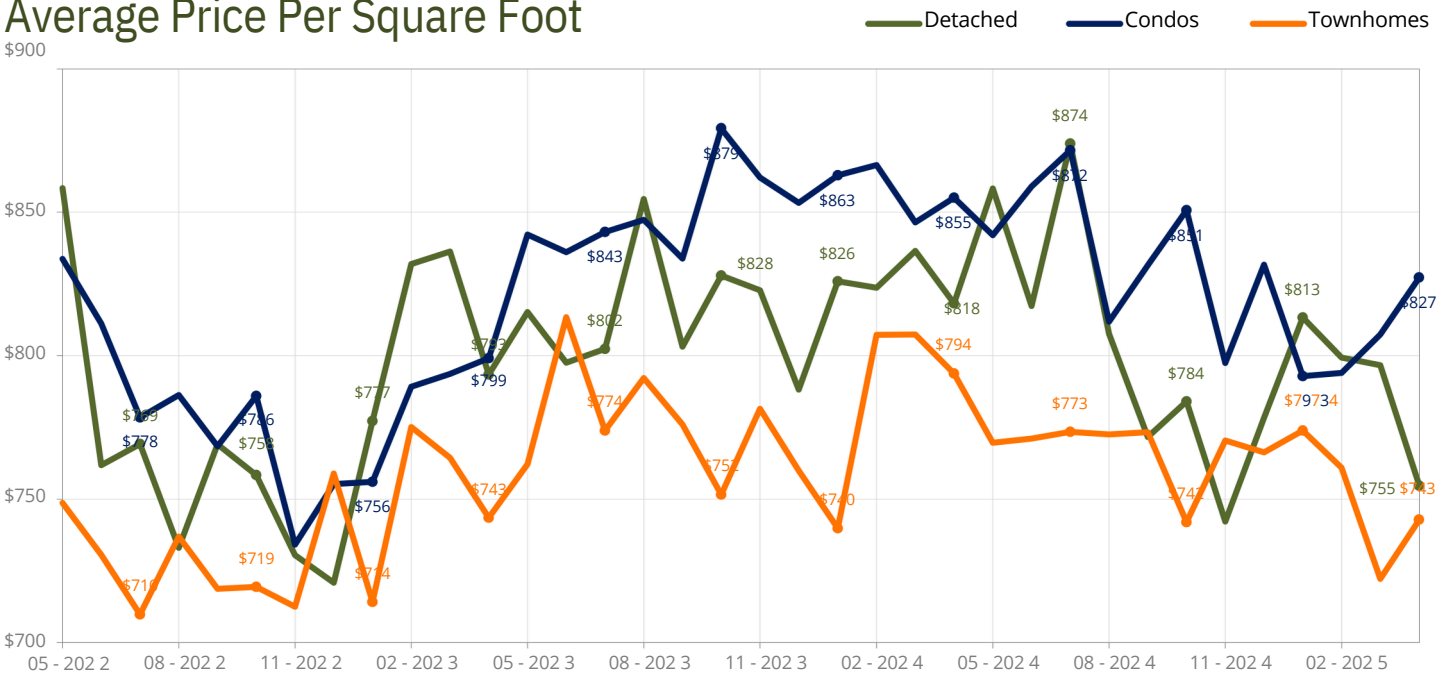
\$2,500,000



Note: \$0 means that there is no sales activity, not \$0 as an MLS® HPI Benchmark Price.

Average Price Per Square Foot

\$900



Note: \$0 means that there is no sales activity, not \$0 as an Average Price Per Square Foot.

MEET ERIN PRICE EMERY



My Highlights

- Top 1% agent at Oakwyn Realty
- Top 10% agent of the Real Estate Board of Greater Vancouver
- Over 15 years of Real Estate experience
- Ranked top 100 BC Real Estate Agents On Social Media
- Medallion Club member
- Member of Real Estate Board of Greater Vancouver REALTORS®
- Member of British Columbia Real Estate Association
- Member of The Canadian Real Estate Association
- Blockwatch Captain
- Long-term Strata Council member
- Community Volunteer

Erin Price Emery, Founder of The Collective Real Estate Team, is more than just a real estate agent—she's a visionary leader with over a decade of experience. Known for her business acumen, negotiation expertise, and personalized approach, Erin is dedicated to putting her clients' needs first. With a foundation built on transparency, honesty, and a relentless work ethic, she ensures every real estate journey is seamless and successful.

Buying with Erin

As a dedicated real estate professional, I am deeply passionate about helping clients navigate the complex process of buying a home. Whether you are a first-time homebuyer or a seasoned investor, I provide the utmost care and precise guidance tailored to your unique needs. Known for my trustworthiness, accountability, and attention to detail, I manage all aspects of the home-buying process efficiently, making it as seamless and stress-free as possible. Clients appreciate my helpful nature and commitment to their satisfaction, knowing they can count on me to support their interests and help them achieve their real estate goals.





Selling with Erin

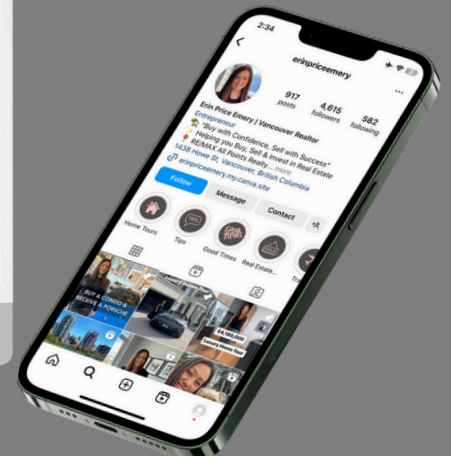
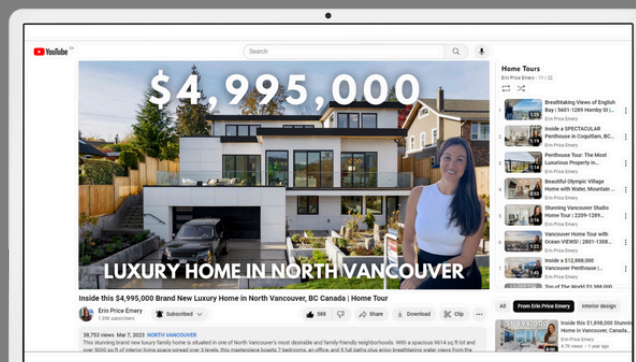
Erin's track record speaks for itself. Having sold over \$50 million in real estate through strategic social media marketing in just under two years alone, she is recognized as a true game-changer in the industry. Her innovative approach to digital marketing and her dedication to showcasing properties through high-quality video content have set her apart as the go-to realtor for those looking to buy or sell luxury homes in Vancouver. Whether it's a multi-million-dollar penthouse or a family home in one of Vancouver's top neighborhoods, Erin knows how to get results.

Presales & New Development

Erin Price Emery is highly experienced in presales across the Lower Mainland, bringing unparalleled expertise and connections to the table. Having built strong relationships with some of the region's top developers, Erin ensures her clients receive exclusive access, priority opportunities, and special treatment in highly sought-after developments. As a trusted real estate agent to her investor clients, Erin goes above and beyond, offering her personal attention and years of experience to ensure their goals are met. With her in-depth knowledge of the presale process from start to finish, Erin expertly guides her clients every step of the way, making what can be a complex journey feel seamless and stress-free.



BUYERS & SELLERS
BROCHURE





ANGIE ELHALHULI

With a strong foundation in sales and client relations, I am dedicated to turning your real estate dreams into reality with passion, integrity, and commitment. Raised in the South Surrey/White Rock area and now living in Downtown Vancouver, I have a deep appreciation for the city's natural beauty, dynamic urban core, world-class dining, and outdoor adventures. Before entering real estate, I led a team of sales associates and gained valuable leadership and client relations experience. Over the past decade, I worked as an insurance broker, building a loyal client base through integrity and a strong industry understanding. I approach every client relationship with the care and commitment I would offer to family, aiming to exceed expectations and deliver exceptional service. Whether buying, selling, or investing, I am dedicated to helping clients navigate their real estate journey with confidence and ease. Real estate is not just my profession; it's my passion, and I am here to be your trusted partner in every step of the process.



ANGIE ELHALHULI

Real Estate Agent

604-347-7095

angie.elhalhuli@gmail.com

angie.listitvancouver.com

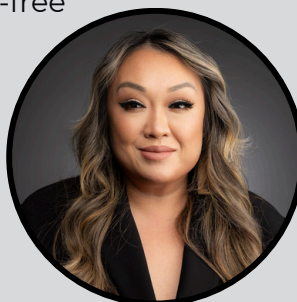
thecollectivevancouver.com



OAKWYN REALTY

TIANNA TRAN

With over a decade of experience in client relations, Tianna has built a strong reputation for reliability, exceptional service, and a dedication to exceeding client expectations. Transitioning from a successful career as a makeup artist, she brings the same passion and attention to detail to her new role in real estate. Known for her trustworthiness and keen eye for detail, Tianna works diligently to help individuals and families find the perfect home, always keeping their unique needs and lifestyle in mind. Whether helping a first-time homebuyer, navigating the complexities of the market, or ensuring a smooth selling process, Tianna is committed to providing a high level of service and making the real estate experience as stress-free and enjoyable as possible. Her goal is to guide clients through every step with professionalism, compassion, and a focus on achieving the best possible outcome.



TIANNA TRAN

Real Estate Agent

778-242-8726

tiannatranrealty@gmail.com

tiannatranrealty.com

thecollectivevancouver.com



OAKWYN REALTY

TIA HAUGHIAN

Tia is a dedicated real estate professional with deep roots in Vancouver, providing her with an insider's perspective on the local market and community. With a Bachelor's degree in Business Administration, she brings a strong foundation in marketing, business strategy, and the financial aspects of real estate, helping clients make informed, smart decisions. Passionate about real estate, Tia goes above and beyond to ensure every transaction is smooth, stress-free, and tailored to her clients' needs. Her fresh perspective, enthusiasm, and commitment to staying ahead of trends set her apart, offering a modern approach to real estate. When not working, Tia enjoys traveling, cheering on the Canucks, and exploring new foods. With her friendly personality and dedication, Tia is excited to help you on your real estate journey and make your next move a success.



TIA HAUGHIAN

Real Estate Agent

604-318-6282

connect@tiasellshomes.com

thecollectivevancouver.com



OAKWYNREALTY

VISIT US

THECOLLECTIVEVANCOUVER.COM

EXPERIENCE THE DIFFERENCE
CONTACT ME TODAY!

ERIN PRICE EMERY

Real Estate Agent

604-767-7725 | erin@priceemery.com

erinpriceemery.ca | listitvancouver.com



OAKWYNREALTY

LET'S CONNECT



THE COLLECTIVE REAL ESTATE TEAM



At The Collective Real Estate Team, we are more than just a group of real estate professionals – we are a passionate, driven, and dynamic team dedicated to helping clients achieve their real estate goals.

We bring together years of combined expertise in the local market, specializing in everything from Luxury Properties to Presales. Our team is built on a foundation of collaboration, innovation, and a shared commitment to excellence.

We understand that buying or selling a home is one of the most significant decisions in life, and we are here to make that journey seamless, successful, and even enjoyable. At The Collective Real Estate Team, we believe in making real estate personal. We pride ourselves on our ability to connect with clients on a deeper level, offering tailored advice and solutions that fit their unique circumstances. With a reputation for professionalism, passion, and success, we're here to guide you through every step of your real estate journey. When you work with us, you're not just hiring a team – you're gaining trusted partners committed to your success. Let's make your real estate dreams a reality, together.