



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



R I C H M O N D M A R K E T
R E P O R T

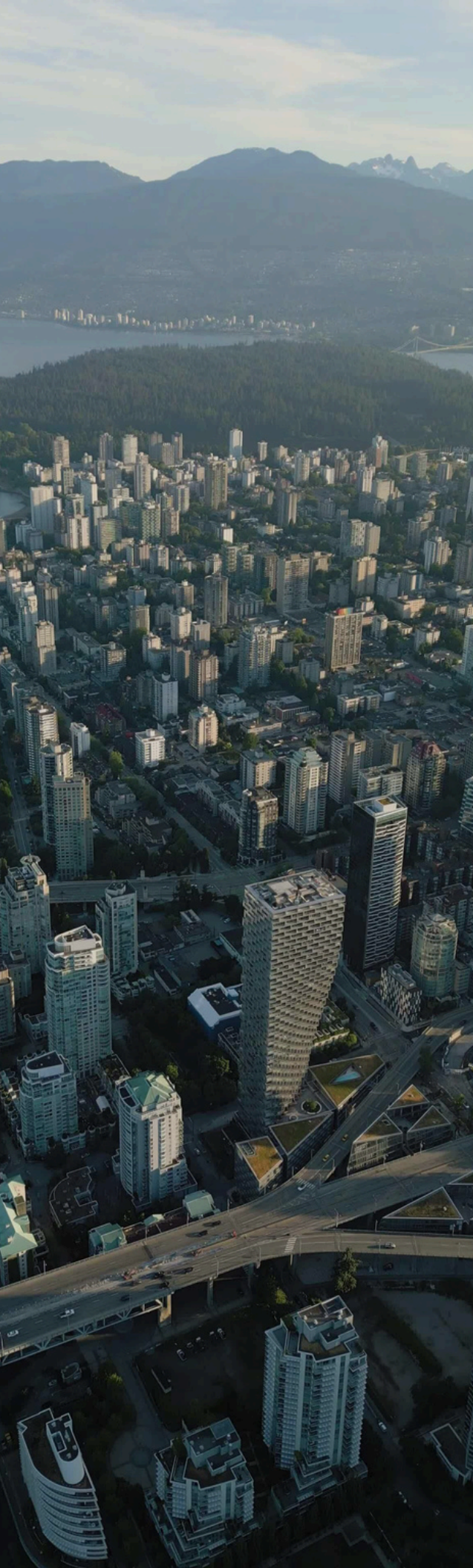


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WHY UNDERSTANDING The Real Estate Market Matters

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.





Richmond

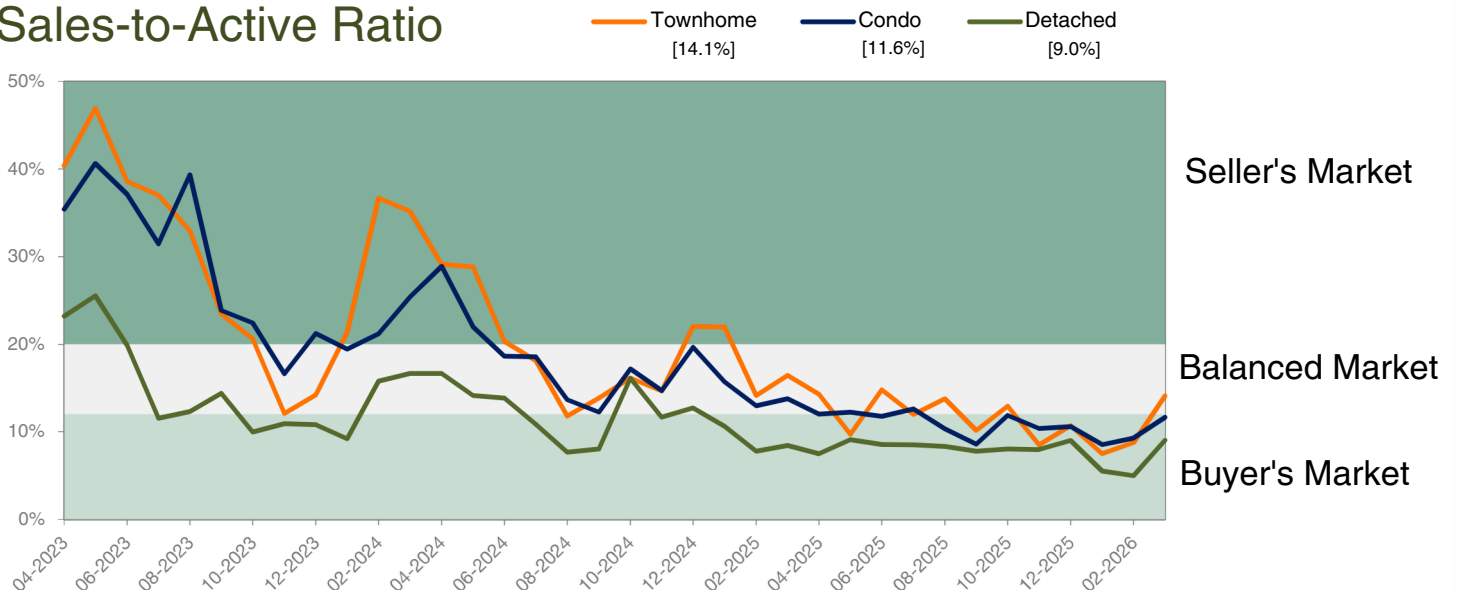
March 2026

Detached Properties	March			February		
Activity Snapshot	2026	2025	One-Year Change	2026	2025	One-Year Change
Total Active Listings						
Sales	576	556	+ 3.6%	561	514	+ 9.1%
Days on Market Average	52	47	+ 10.6%	28	40	- 30.0%
MLS® HPI Benchmark Price	64	38	+ 68.4%	41	27	+ 51.9%
	\$1,974,200	\$2,177,000	- 9.3%	\$1,987,200	\$2,174,900	- 8.6%

Condos	March			February		
Activity Snapshot	2026	2025	One-Year Change	2026	2025	One-Year Change
Total Active Listings						
Sales	910	886	+ 2.7%	904	756	+ 19.6%
Days on Market Average	106	122	- 13.1%	84	98	- 14.3%
MLS® HPI Benchmark Price	34	28	+ 21.4%	42	42	0.0%
	\$674,700	\$743,000	- 9.2%	\$672,700	\$729,000	- 7.7%

Townhomes	March			February		
Activity Snapshot	2026	2025	One-Year Change	2026	2025	One-Year Change
Total Active Listings						
Sales	340	298	+ 14.1%	331	276	+ 19.9%
Days on Market Average	48	49	- 2.0%	29	39	- 25.6%
MLS® HPI Benchmark Price	49	28	+ 75.0%	60	39	+ 53.8%
	\$1,037,500	\$1,130,300	- 8.2%	\$1,031,600	\$1,114,400	- 7.4%

Sales-to-Active Ratio



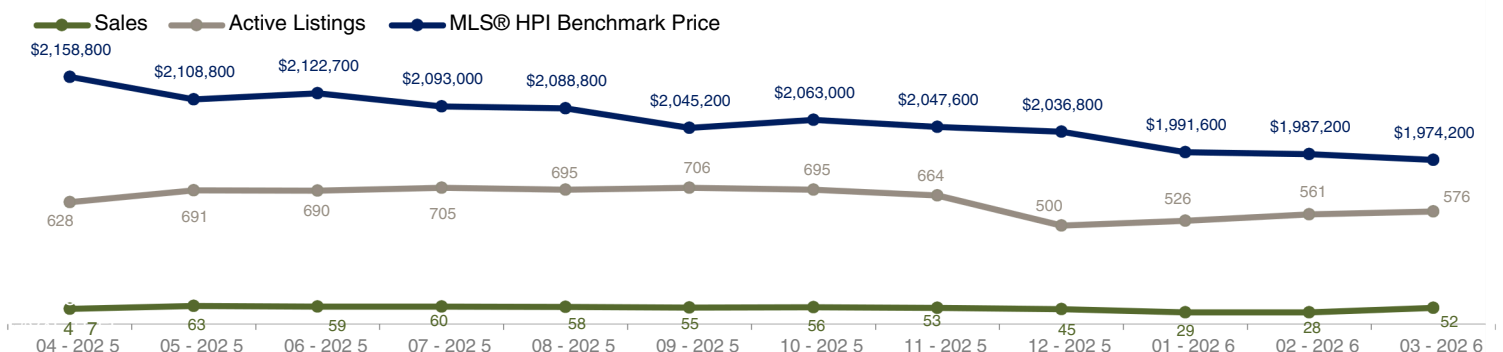
Richmond

Detached Properties Report – March 2026

Price Range	Sales	Active Listings	Avg Days on Market	Neighbourhood	Sales	Active Listings	Benchmark Price	One-Year Change
\$99,999 and Below	0	0	0	Boyd Park	2	15	\$1,999,500	- 7.1%
\$100,000 to \$199,999	0	2	0	Bridgeport RI	0	5	\$1,643,700	- 15.4%
\$200,000 to \$399,999	0	4	0	Brighouse	0	5	\$0	--
\$400,000 to \$899,999	1	3	50	Brighouse South	0	7	\$0	--
\$900,000 to \$1,499,999	11	61	40	Broadmoor	2	39	\$2,425,800	- 10.9%
\$1,500,000 to \$1,999,999	13	183	51	East Cambie	0	20	\$1,718,200	- 16.4%
\$2,000,000 to \$2,999,999	22	190	79	East Richmond	2	12	\$2,350,500	- 3.1%
\$3,000,000 and \$3,999,999	5	89	87	Garden City	8	22	\$1,732,100	- 11.3%
\$4,000,000 to \$4,999,999	0	23	0	Gilmore	0	13	\$0	--
\$5,000,000 and Above	0	21	0	Granville	4	38	\$2,309,100	- 8.9%
TOTAL	52	576	64	Hamilton RI	2	19	\$1,266,100	- 7.8%
				Ironwood	0	24	\$1,572,300	- 8.7%
				Lackner	2	19	\$2,211,300	- 6.7%
				M cLennan	0	13	\$2,095,000	- 7.5%
				McLennan North	1	9	\$2,400,000	- 15.6%
				McNair	4	19	\$1,648,900	- 8.6%
				Quilchena RI	3	36	\$2,021,900	- 9.0%
				Riverdale RI	3	35	\$2,292,700	- 7.1%
				Saunders	1	27	\$2,135,900	- 10.5%
				Sea Island	0	6	\$1,668,900	- 17.2%
				Seafair	2	28	\$2,471,600	- 6.6%
				South Arm	2	22	\$1,854,700	- 11.8%
				Steveston North	1	26	\$1,574,700	- 11.2%
				Steveston South	2	27	\$1,795,900	- 8.8%
				Steveston Village	1	13	\$1,712,800	- 10.0%
				Terra Nova	4	14	\$2,307,200	- 7.1%
				West Cambie	0	27	\$1,730,300	- 15.7%
				Westwind	1	11	\$1,845,600	- 9.7%
				Woodwards	5	25	\$1,750,700	- 11.8%
				TOTAL*	52	576	\$1,974,200	- 9.3%

* This represents the total of the Richmond area, not the sum of the areas above

Detached Homes - Richmond



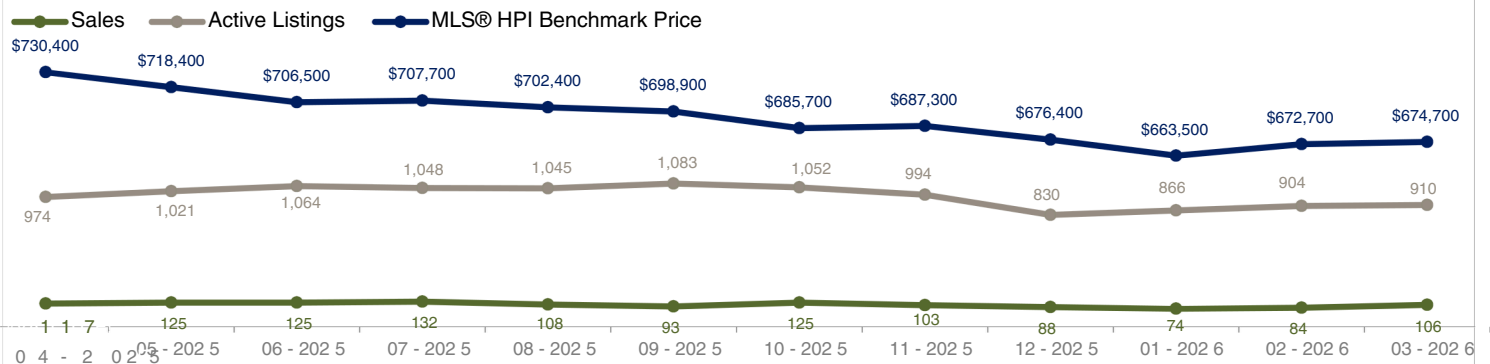
Richmond

Condo Report – March 2026

Price Range	Sales	Active Listings	AvgDays onMarket	Neighbourhood	Sales	Active Listings	Benchmark Price	One-Year Change
\$99,999 and Below	0	0	0	Boyd Park	1	13	\$559,200	- 7.0%
\$100,000 to \$199,999	1	4	27	Bridgeport RI	1	9	\$622,800	- 9.8%
\$200,000 to \$399,999	6	58	46	Brighthouse	47	469	\$708,900	- 10.0%
\$400,000 to \$899,999	93	644	32	Brighthouse South	9	95	\$602,300	- 8.0%
\$900,000 to \$1,499,999	6	172	45	Broadmoor	3	4	\$442,600	- 11.8%
\$1,500,000 to \$1,999,999	0	10	0	East Cambie	2	3	\$448,200	- 11.7%
\$2,000,000 to \$2,999,999	0	14	0	East Richmond	0	2	\$679,300	- 12.3%
\$3,000,000 and \$3,999,999	0	4	0	Garden City	0	1	\$0	--
\$4,000,000 to \$4,999,999	0	3	0	Gilmore	0	0	\$0	--
\$5,000,000 and Above	0	1	0	Granville	1	14	\$230,500	- 13.0%
TOTAL	106	910	34	Hamilton RI	3	16	\$756,400	- 10.2%
				Ironwood	4	16	\$564,100	- 10.2%
				Lackner	0	0	\$0	--
				M cLennan	0	0	\$0	--
				McLennan North	3	32	\$663,800	- 11.4%
				McNair	0	0	\$0	--
				Quilchena RI	0	3	\$0	--
				Riverdale RI	0	11	\$613,300	- 9.9%
				Saunders	0	1	\$0	--
				Sea Island	0	0	\$0	--
				Seafair	0	0	\$0	--
				South Arm	0	18	\$293,900	- 10.0%
				Steveston North	1	2	\$522,800	- 8.9%
				Steveston South	6	32	\$711,900	- 7.8%
				Steveston Village	0	1	\$0	--
				Terra Nova	0	0	\$0	--
				West Cambie	25	168	\$728,500	- 10.3%
				Westwind	0	0	\$0	--
				Woodwards	0	0	\$0	--
				TOTAL*	106	910	\$674,700	- 9.2%

* This represents the total of the Richmond area, not the sum of the areas above

Condos - Richmond

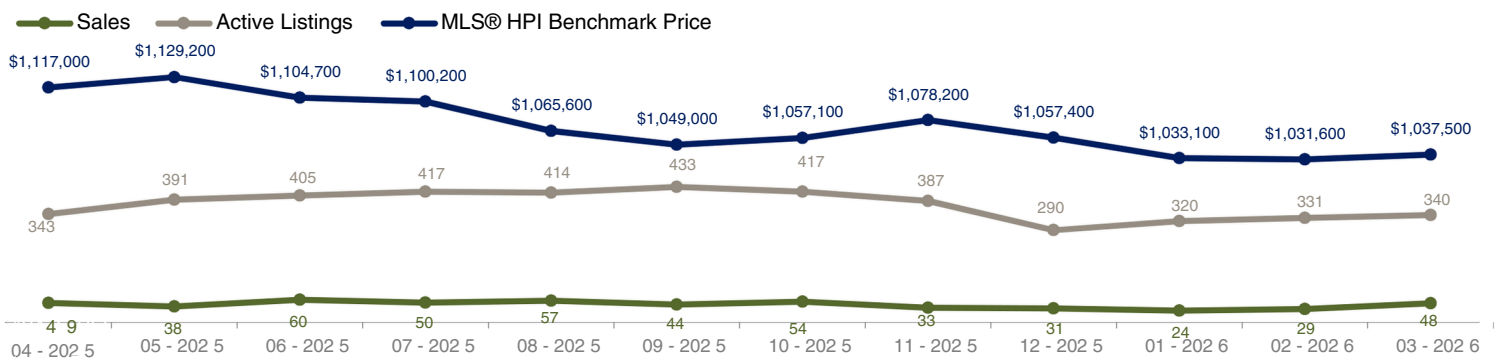


Richmond

Townhomes Report – March 2026

Price Range	Sales	Active Listings	Days on Market	Neighbourhood	Sales	Active Listings	Benchmark Price	One-Year Change
\$99,999 and Below	0	0	0	Boyd Park	0	2	\$745,600	- 4.1%
\$100,000 to \$199,999	0	0	0	Bridgeport RI	3	14	\$1,025,300	- 5.9%
\$200,000 to \$399,999	0	0	0	Brighthouse	0	28	\$979,900	- 9.7%
\$400,000 to \$899,999	12	66	50	Brighthouse South	5	30	\$947,200	- 13.5%
\$900,000 to \$1,499,999	35	249	49	Broadmoor	2	6	\$1,013,100	- 9.5%
\$1,500,000 to \$1,999,999	1	24	7	East Cambie	2	7	\$800,900	- 6.1%
\$2,000,000 to \$2,999,999	0	1	0	East Richmond	0	0	\$0	--
\$3,000,000 and \$3,999,999	0	0	0	Garden City	2	5	\$1,034,300	- 9.0%
\$4,000,000 to \$4,999,999	0	0	0	Gilmore	0	0	\$0	--
\$5,000,000 and Above	0	0	0	Granville	2	5	\$1,018,900	- 10.0%
TOTAL	48	340	49	Hamilton RI	0	33	\$824,200	- 6.4%
				Ironwood	3	10	\$915,300	- 13.9%
				Lackner	0	5	\$1,226,000	- 7.7%
				M cLennan	0	0	\$0	--
				McLennan North	10	61	\$1,115,800	- 7.9%
				McNair	0	3	\$0	--
				Quilchena RI	1	9	\$809,100	- 6.4%
				Riverdale RI	2	4	\$994,800	- 8.5%
				Saunders	0	16	\$1,068,800	- 8.8%
				Sea Island	0	0	\$0	--
				Seafair	0	2	\$896,000	- 5.9%
				South Arm	0	4	\$1,092,100	- 8.5%
				Steveston North	1	20	\$964,800	- 3.6%
				Steveston South	5	10	\$1,131,400	- 6.6%
				Steveston Village	0	5	\$917,600	- 5.5%
				Terra Nova	3	13	\$1,189,400	- 6.4%
				West Cambie	5	34	\$1,106,600	- 8.6%
				Westwind	1	2	\$1,011,100	- 4.1%
				Woodwards	1	12	\$1,285,900	- 5.6%
				TOTAL*	48	340	\$1,037,500	- 8.2%

* This represents the total of the Richmond area, not the sum of the areas above

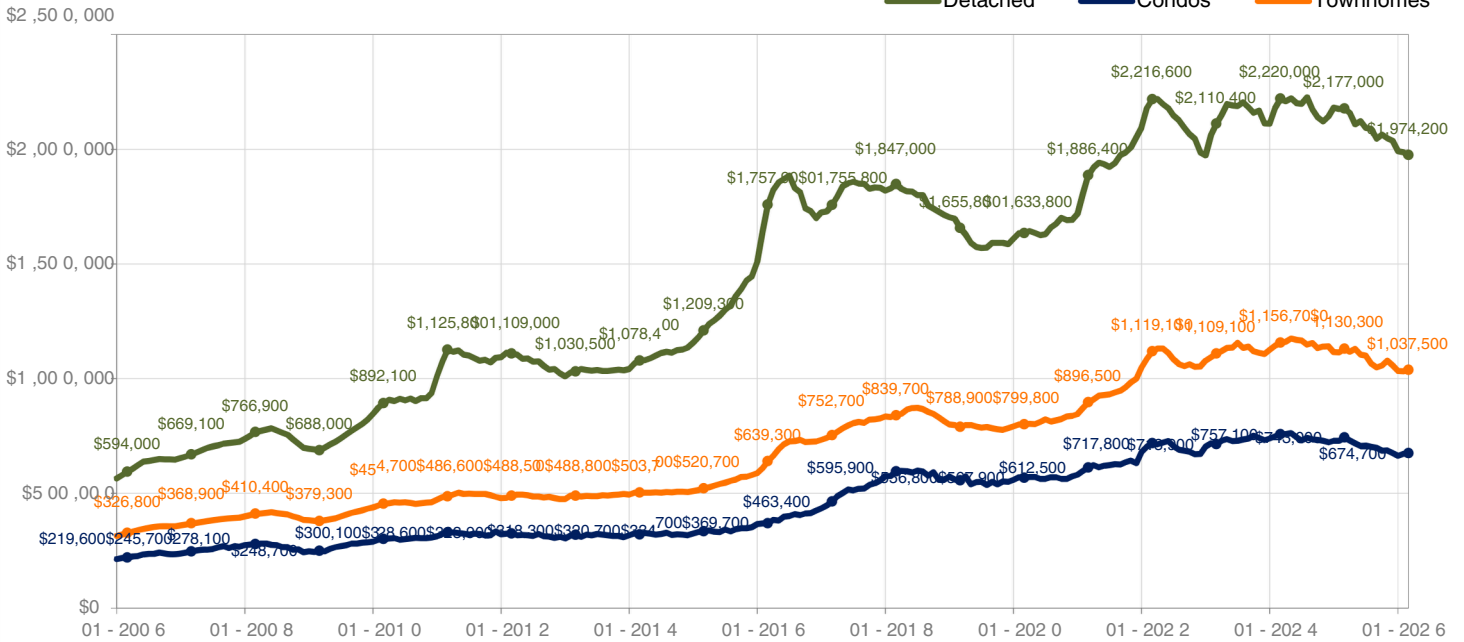




Richmond

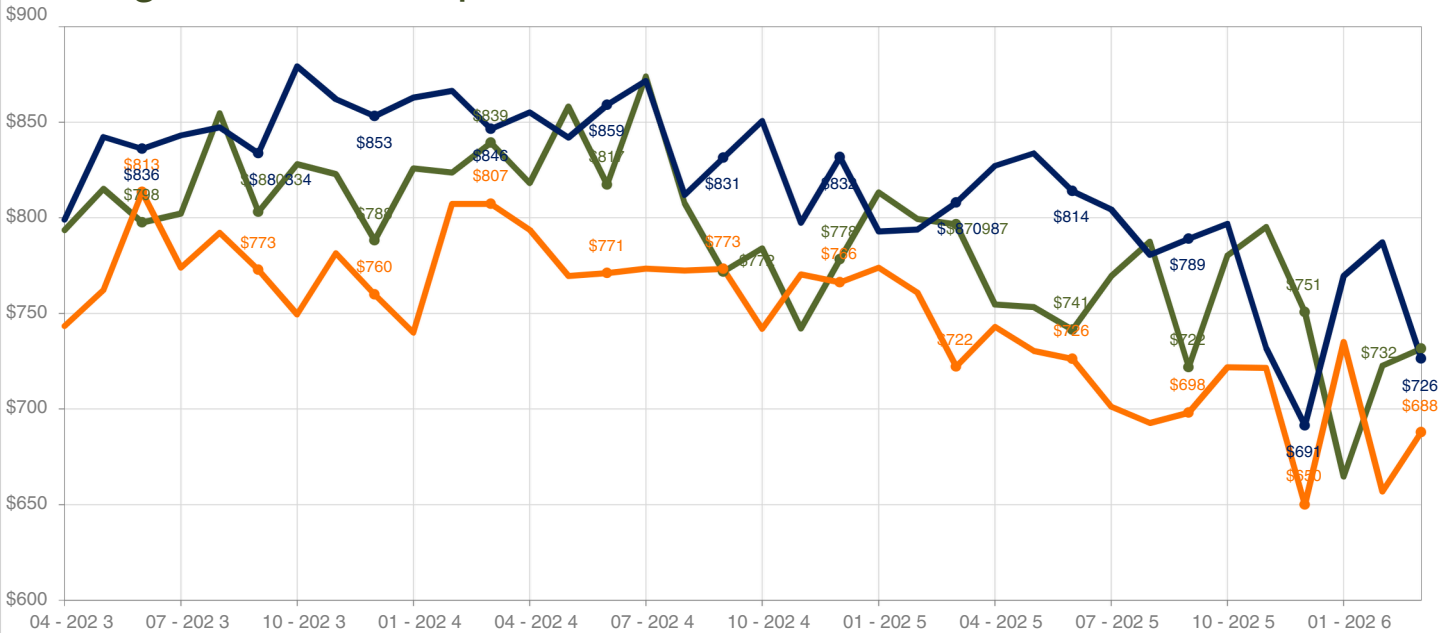
March 2026

MLS® HPI Benchmark Price



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

Average Price Per Square Foot



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

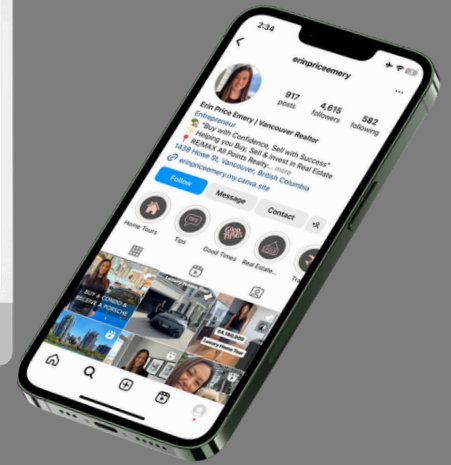
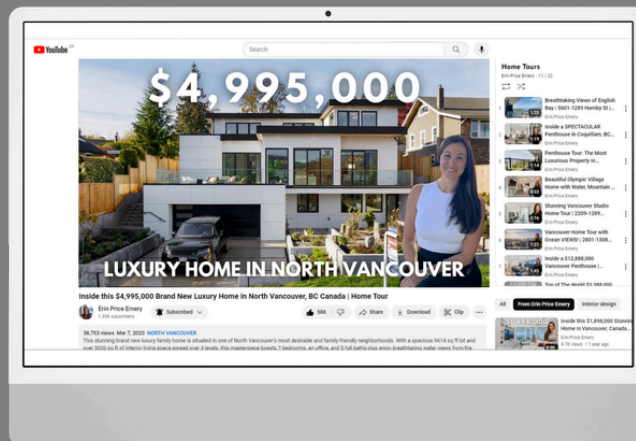
Erin's track record speaks for itself. Having sold over \$50 million in real estate through strategic social media marketing in just under two years alone, she is recognized as a true game-changer in the industry. Her innovative approach to digital marketing and her dedication to showcasing properties 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



TIPS WITH TRACY

BANK OF CANADA HOLDS RATES: WHAT IT MEANS RIGHT NOW

The Bank of Canada held its policy rate at 2.25%, a level considered neutral, meaning it's not actively slowing or stimulating the economy. Inflation sits just under 2%, right on target. However, global pressures like the Middle East conflict are pushing up energy costs and disrupting supply chains, while Canada's economy shows signs of slowing through weaker job growth, slightly rising unemployment, and softer exports.

Tracy Le
Mortgage Broker
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Even without a rate change, market rates are shifting. Bond yields are rising, pushing fixed mortgage rates higher, while variable rates remain steady for now. Meanwhile, home prices have dropped significantly, about 20% from peak and 30% when adjusted for inflation, creating a rare opportunity. This isn't a panic market but a strategic one, where informed decisions matter most amid uncertainty around global events, trade dynamics, and the future path of inflation.



JULIE TRAN

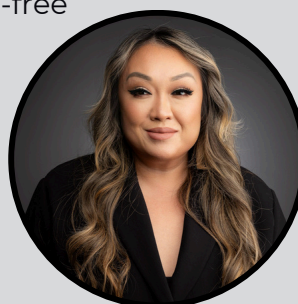
Leveraging her mortgage-planning expertise, Julie has helped hundreds of clients realize their goals of home-ownership, funding over \$700 million in real estate financing. Having spent more than a decade working as a mortgage specialist at one of Canada's leading banks, Julie has accumulated extensive experience in the financial industry. Julie specializes in multi-family residential mortgages, addressing the growing demand within the real estate sector for more multi-family housing solutions. With a deep understanding of the missing middle housing crisis, she is committed to making a significant impact by facilitating the development of affordable housing options. This combination of experience, passion and vision led her to create The West Mortgage Group to best serve her clients and the industry with class and integrity.



Mortgage Broker
West Mortgage Group
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· julie@westmortgagegroup.com

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

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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



OAKWYNREALTY

TRACY LE

With over 15 years of experience in the mortgage industry, Tracy is committed to helping individuals and families turn their homeownership dreams into reality. As a Senior Mortgage Advisor at Onward Lending Group, she specializes in crafting personalized mortgage solutions that cater to a wide range of clients, from first-time buyers navigating the complexities of purchasing their first home to seasoned homeowners looking to refinance, and investors seeking to expand their real estate portfolios. Tracy's approach is built on professionalism, transparency, and a deep sense of care. She takes the time to thoroughly understand her clients' unique financial situations and long-term goals, ensuring that every mortgage solution is tailored to their specific needs.



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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.

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Real Estate Tips, News, Home Tours and Fun!

@erinpriceemery

✉ erin@priceemery.com

WELL-ESTABLISHED SOCIAL MEDIA PRESENCE ON INSTAGRAM, TIKTOK, FACEBOOK & YOUTUBE



Top 100 British Columbia Real Estate Agents On Social Media

FEBRUARY 6, 2023

Official Rank of British Columbia's Top Agents on Social Media

PropertySpark does not accept payments or incentives for being on our top lists. Our researchers go through thousands of agents by searching hashtags, review sites, social media profiles and real estate portals. Then we rank agents based on our proprietary algorithm that takes into consideration multiple variables as seen below:

Instagram Followers
Instagram Average
Per Post Engagement

