# THE COLLECTIVE

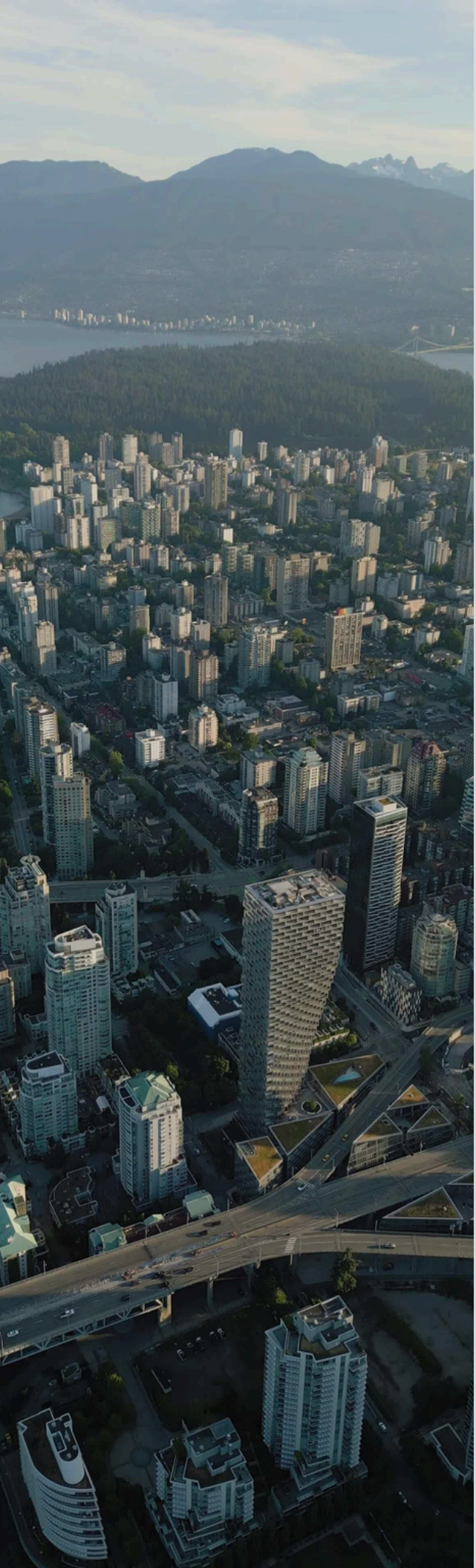
REAL ESTATE TEAM

the COLLECTIVE

REAL ESTATE TEAM



# RICHMOND MARKET REPORT



# Table of Content


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


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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.



REALTOR® Report

AResearchToolProvidedbytheRealEstate Board of Greater Vancouver

# Richmond

## September 2026

### Detached Properties

| Activity Snapshot | September 2026 | September 2025 | One-Year Change | August 2026 | August 2025 | One-Year Change |
|---|---|---|---|---|---|---|
| Total Active Listings | **636** | 706 | - 9.9% | **667** | 695 | - 4.0% |
| Sales | **65** | 55 | + 18.2% | **49** | 58 | - 15.5% |
| Days on Market Average | **64** | 50 | + 28.0% | **44** | 40 | + 10.0% |
| MLS® HPI Benchmark Price | **$1,871,100** | $2,045,200 | - 8.5% | **$1,925,400** | $2,088,800 | - 7.8% |

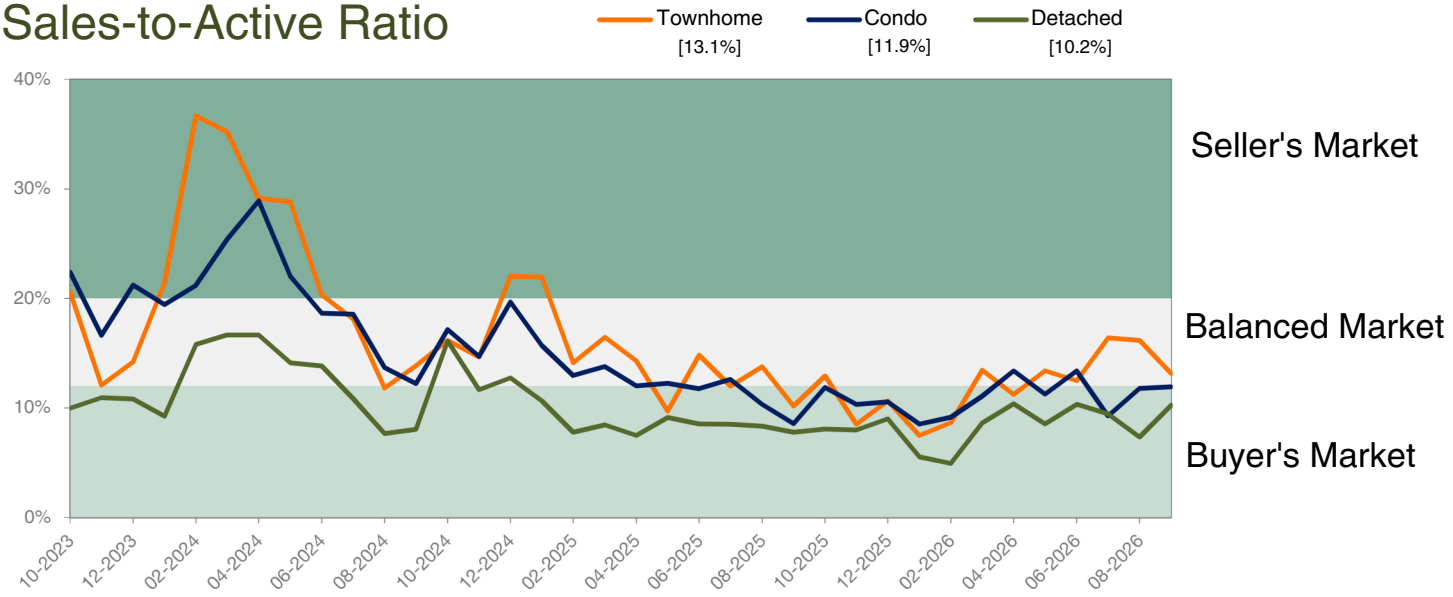
### Condos

| Activity Snapshot | September 2026 | September 2025 | One-Year Change | August 2026 | August 2025 | One-Year Change |
|---|---|---|---|---|---|---|
| Total Active Listings | **922** | 1,085 | - 15.0% | **943** | 1,046 | - 9.8% |
| Sales | **110** | 93 | + 18.3% | **111** | 108 | + 2.8% |
| Days on Market Average | **45** | 42 | + 7.1% | **52** | 49 | + 6.1% |
| MLS® HPI Benchmark Price | **$635,600** | $698,900 | - 9.1% | **$633,300** | $702,400 | - 9.8% |

### Townhomes

| Activity Snapshot | September 2026 | September 2025 | One-Year Change | August 2026 | August 2025 | One-Year Change |
|---|---|---|---|---|---|---|
| Total Active Listings | **350** | 433 | - 19.2% | **365** | 414 | - 11.8% |
| Sales | **46** | 44 | + 4.5% | **59** | 57 | + 3.5% |
| Days on Market Average | **55** | 42 | + 31.0% | **44** | 40 | + 10.0% |
| MLS® HPI Benchmark Price | **$1,025,000** | $1,049,000 | - 2.3% | **$1,022,200** | $1,065,600 | - 4.1% |

## Sales-to-Active Ratio




Current as of October 02, 2026. All data from the Real Estate Board of Greater Vancouver. Report © 2026 ShowingTime Plus, LLC. Percent changes are calculated using rounded figures.

REALTOR® Report

AResearchToolProvidedbytheRealEstate Board of Greater Vancouver

# Richmond

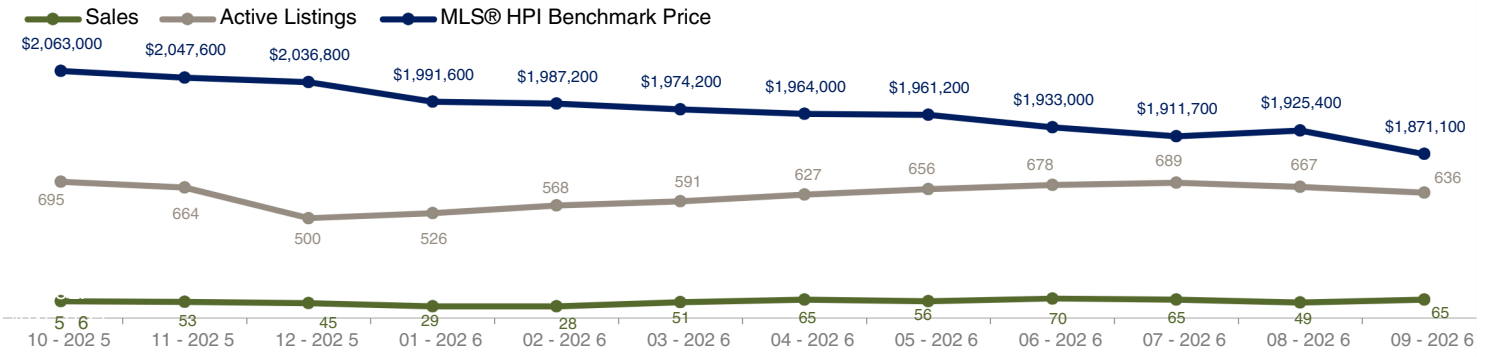
## Detached Properties Report – September 2026

| Price Range | Sales | Active Listings | Avg Days on Market |
|---|---|---|---|
| $99,999 and Below | 0 | 0 | 0 |
| $100,000 to $199,999 | 0 | 1 | 0 |
| $200,000 to $399,999 | 0 | 4 | 0 |
| $400,000 to $899,999 | 0 | 2 | 0 |
| $900,000 to $1,499,999 | 19 | 81 | 60 |
| $1,500,000 to $1,999,999 | 26 | 192 | 69 |
| $2,000,000 to $2,999,999 | 18 | 219 | 59 |
| $3,000,000 and $3,999,999 | 2 | 87 | 83 |
| $4,000,000 to $4,999,999 | 0 | 28 | 0 |
| $5,000,000 and Above | 0 | 22 | 0 |
| **TOTAL** | **65** | **636** | **64** |

| Neighbourhood | Sales | Active Listings | Benchmark Price | One-Year Change |
|---|---|---|---|---|
| Boyd Park | 2 | 13 | $1,834,900 | - 8.4% |
| Bridgeport RI | 1 | 12 | $1,454,700 | - 12.4% |
| Brighouse | 0 | 9 | $0 | -- |
| Brighouse South | 0 | 4 | $0 | -- |
| Broadmoor | 2 | 49 | $2,342,000 | - 8.1% |
| East Cambie | 2 | 21 | $1,514,600 | - 13.4% |
| East Richmond | 0 | 17 | $2,213,600 | - 12.6% |
| Garden City | 2 | 18 | $1,672,000 | - 8.1% |
| Gilmore | 0 | 14 | $0 | -- |
| Granville | 7 | 40 | $2,138,400 | - 11.3% |
| Hamilton RI | 5 | 17 | $1,201,800 | - 13.8% |
| Ironwood | 3 | 29 | $1,503,900 | - 14.0% |
| Lackner | 3 | 26 | $2,041,700 | - 7.2% |
| M cLennan | 1 | 21 | $1,997,700 | - 13.8% |
| McLennan North | 1 | 11 | $2,075,500 | - 12.8% |
| McNair | 1 | 22 | $1,577,500 | - 13.6% |
| Quilchena RI | 3 | 29 | $1,883,400 | - 10.9% |
| Riverdale RI | 3 | 37 | $2,135,400 | - 9.7% |
| Saunders | 4 | 31 | $2,029,800 | - 8.6% |
| Sea Island | 1 | 5 | $1,633,000 | - 13.9% |
| Seafair | 3 | 42 | $2,286,000 | - 7.0% |
| South Arm | 2 | 16 | $1,816,800 | - 6.9% |
| Steveston North | 4 | 35 | $1,605,100 | - 3.3% |
| Steveston South | 3 | 22 | $1,805,900 | - 2.4% |
| Steveston Village | 1 | 9 | $1,738,700 | - 2.7% |
| Terra Nova | 1 | 17 | $2,129,600 | - 11.2% |
| West Cambie | 6 | 23 | $1,498,200 | - 14.4% |
| Westwind | 2 | 8 | $1,859,500 | - 3.1% |
| Woodwards | 2 | 39 | $1,704,400 | - 7.6% |
| **TOTAL*** | **65** | **636** | **$1,871,100** | **- 8.5%** |

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

Detached Homes - Richmond




Current as of October 02, 2026. All data from the Real Estate Board of Greater Vancouver. Report © 2026 ShowingTime Plus, LLC. Percent changes are calculated using rounded figures.

REALTOR® Report

AResearchToolProvidedbytheRealEstate Board of Greater Vancouver

# Richmond

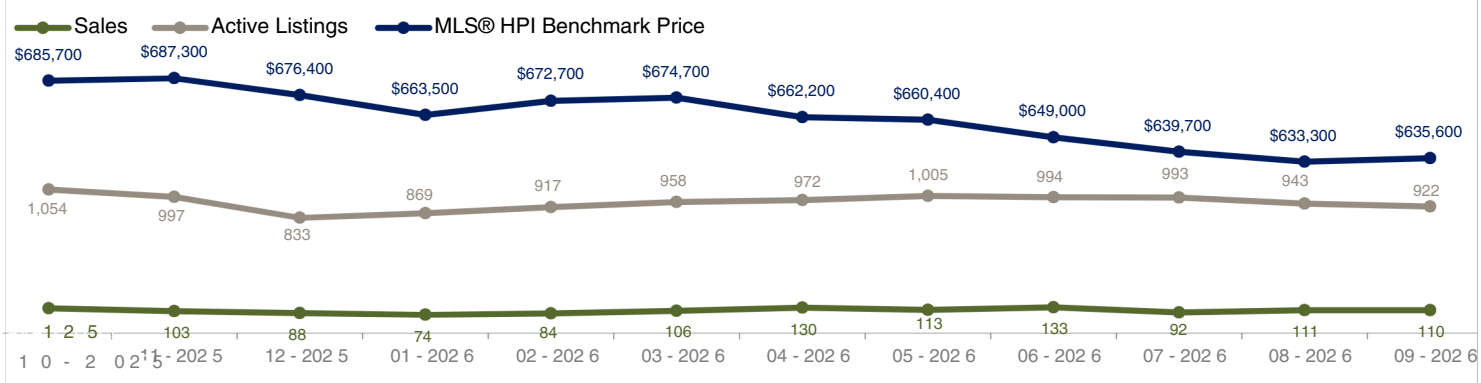
## Condo Report – September 2026

| Price Range | Sales | Active Listings | AvgDays onMarket |
|---|---|---|---|
| $99,999 and Below | 0 | 0 | 0 |
| $100,000 to $199,999 | 2 | 9 | 8 |
| $200,000 to $399,999 | 8 | 66 | 42 |
| $400,000 to $899,999 | 88 | 656 | 43 |
| $900,000 to $1,499,999 | 10 | 164 | 46 |
| $1,500,000 to $1,999,999 | 2 | 8 | 207 |
| $2,000,000 to $2,999,999 | 0 | 12 | 0 |
| $3,000,000 and $3,999,999 | 0 | 1 | 0 |
| $4,000,000 to $4,999,999 | 0 | 5 | 0 |
| $5,000,000 and Above | 0 | 1 | 0 |
| **TOTAL** | **110** | **922** | **45** |

| Neighbourhood | Sales | Active Listings | Benchmark Price | One-Year Change |
|---|---|---|---|---|
| Boyd Park | 3 | 16 | $497,700 | - 6.5% |
| Bridgeport RI | 1 | 9 | $578,000 | - 10.6% |
| Brighouse | 48 | 473 | $670,000 | - 9.7% |
| Brighouse South | 13 | 86 | $558,700 | - 8.7% |
| Broadmoor | 0 | 8 | $421,500 | - 10.2% |
| East Cambie | 0 | 1 | $425,100 | + 0.7% |
| East Richmond | 0 | 5 | $653,100 | - 8.3% |
| Garden City | 0 | 0 | $0 | -- |
| Gilmore | 0 | 0 | $0 | -- |
| Granville | 2 | 13 | $221,900 | - 9.2% |
| Hamilton RI | 5 | 16 | $700,200 | - 11.1% |
| Ironwood | 0 | 16 | $524,500 | - 10.7% |
| Lackner | 0 | 0 | $0 | -- |
| M cLennan | 0 | 0 | $0 | -- |
| McLennan North | 8 | 34 | $642,200 | - 8.5% |
| McNair | 0 | 0 | $0 | -- |
| Quilchena RI | 0 | 2 | $0 | -- |
| Riverdale RI | 2 | 16 | $537,800 | - 9.6% |
| Saunders | 1 | 1 | $0 | -- |
| Sea Island | 0 | 0 | $0 | -- |
| Seafair | 0 | 0 | $0 | -- |
| South Arm | 0 | 20 | $273,100 | - 11.6% |
| Steveston North | 1 | 2 | $458,800 | - 8.8% |
| Steveston South | 6 | 37 | $653,700 | - 12.6% |
| Steveston Village | 0 | 2 | $0 | -- |
| Terra Nova | 0 | 0 | $0 | -- |
| West Cambie | 20 | 164 | $684,800 | - 9.6% |
| Westwind | 0 | 0 | $0 | -- |
| Woodwards | 0 | 1 | $0 | -- |
| **TOTAL*** | **110** | **922** | **$635,600** | **- 9.1%** |

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

Condos - Richmond




Current as of October 02, 2026. All data from the Real Estate Board of Greater Vancouver. Report © 2026 ShowingTime Plus, LLC. Percent changes are calculated using rounded figures.

# REALTOR® Report

AResearchToolProvidedbytheRealEstate Board of Greater Vancouver

# Richmond

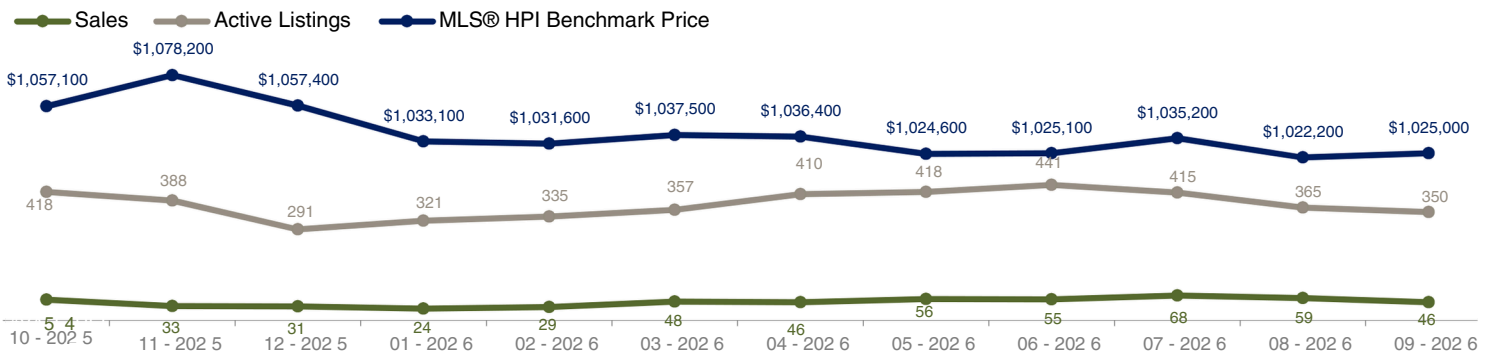
## Townhomes Report – September 2026

| Price Range | Sales | Active Listings | Days on Market |
|---|---|---|---|
| $99,999 and Below | 0 | 0 | 0 |
| $100,000 to $199,999 | 0 | 0 | 0 |
| $200,000 to $399,999 | 0 | 0 | 0 |
| $400,000 to $899,999 | 22 | 95 | 66 |
| $900,000 to $1,499,999 | 23 | 231 | 46 |
| $1,500,000 to $1,999,999 | 1 | 22 | 3 |
| $2,000,000 to $2,999,999 | 0 | 2 | 0 |
| $3,000,000 and $3,999,999 | 0 | 0 | 0 |
| $4,000,000 to $4,999,999 | 0 | 0 | 0 |
| $5,000,000 and Above | 0 | 0 | 0 |
| **TOTAL** | **46** | **350** | **55** |

| Neighbourhood | Sales | Active Listings | Benchmark Price | One-Year Change |
|---|---|---|---|---|
| Boyd Park | 0 | 7 | $765,400 | + 4.5% |
| Bridgeport RI | 0 | 13 | $978,100 | - 8.6% |
| Brighouse | 3 | 39 | $944,500 | - 4.9% |
| Brighouse South | 7 | 28 | $968,200 | + 8.5% |
| Broadmoor | 2 | 8 | $992,100 | - 9.5% |
| East Cambie | 4 | 11 | $769,600 | - 9.0% |
| East Richmond | 0 | 0 | $0 | -- |
| Garden City | 0 | 4 | $1,003,900 | - 10.5% |
| Gilmore | 1 | 0 | $0 | -- |
| Granville | 4 | 10 | $999,900 | - 3.0% |
| Hamilton RI | 2 | 38 | $786,200 | - 9.0% |
| Ironwood | 0 | 8 | $893,100 | - 10.7% |
| Lackner | 0 | 5 | $1,258,600 | + 3.1% |
| M cLennan | 0 | 0 | $0 | -- |
| McLennan North | 7 | 56 | $1,082,800 | + 0.3% |
| McNair | 0 | 4 | $0 | -- |
| Quilchena RI | 2 | 10 | $834,500 | + 4.0% |
| Riverdale RI | 0 | 8 | $1,050,400 | + 4.2% |
| Saunders | 3 | 10 | $1,040,200 | - 10.5% |
| Sea Island | 0 | 0 | $0 | -- |
| Seafair | 1 | 3 | $931,700 | + 5.6% |
| South Arm | 1 | 1 | $1,045,300 | - 11.1% |
| Steveston North | 1 | 20 | $993,200 | + 5.4% |
| Steveston South | 0 | 8 | $1,171,500 | + 4.7% |
| Steveston Village | 2 | 2 | $957,000 | + 5.8% |
| Terra Nova | 0 | 14 | $1,226,500 | + 3.6% |
| West Cambie | 4 | 24 | $1,070,500 | - 3.7% |
| Westwind | 0 | 2 | $1,052,700 | + 6.6% |
| Woodwards | 2 | 17 | $1,287,900 | - 6.2% |
| **TOTAL*** | **46** | **350** | **$1,025,000** | **- 2.3%** |

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

Townhomes - Richmond




Current as of October 02, 2026. All data from the Real Estate Board of Greater Vancouver. Report © 2026 ShowingTime Plus, LLC. Percent changes are calculated using rounded figures.

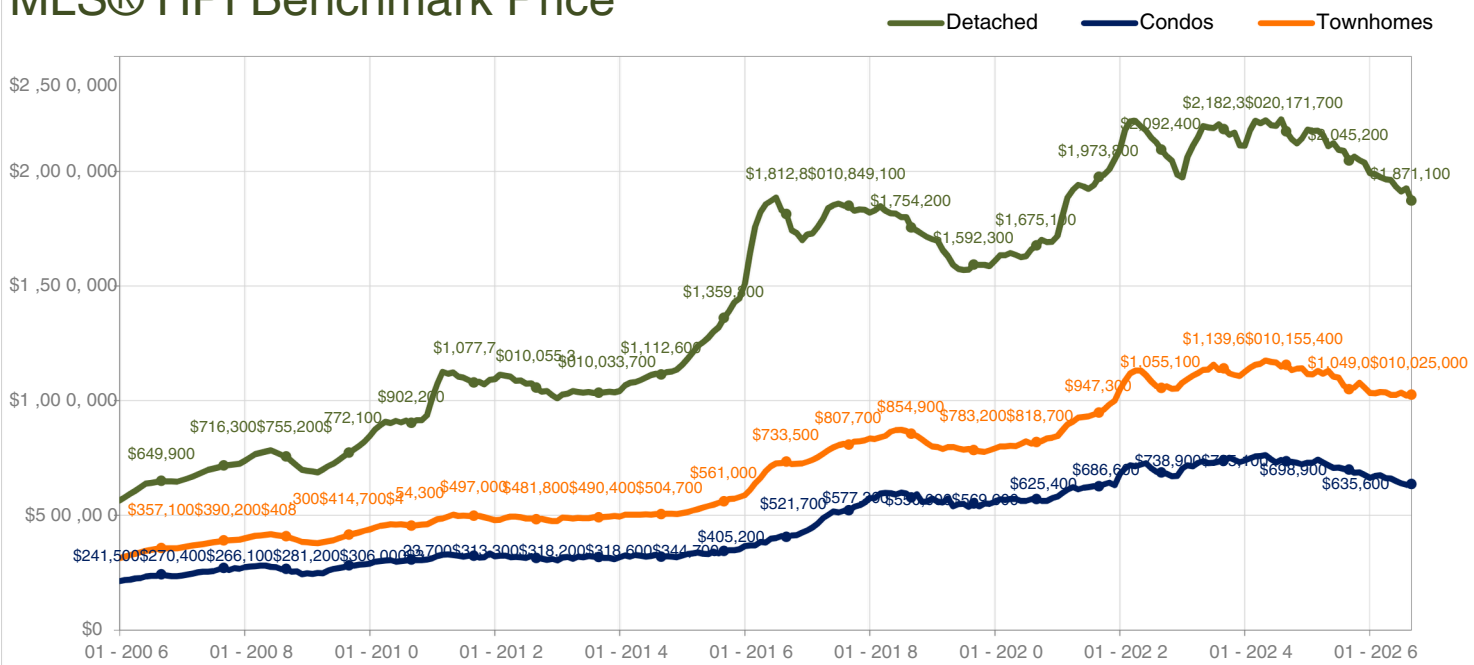
REALTOR® Report

AResearchToolProvidedbytheRealEstate Board of Greater Vancouver

# Richmond

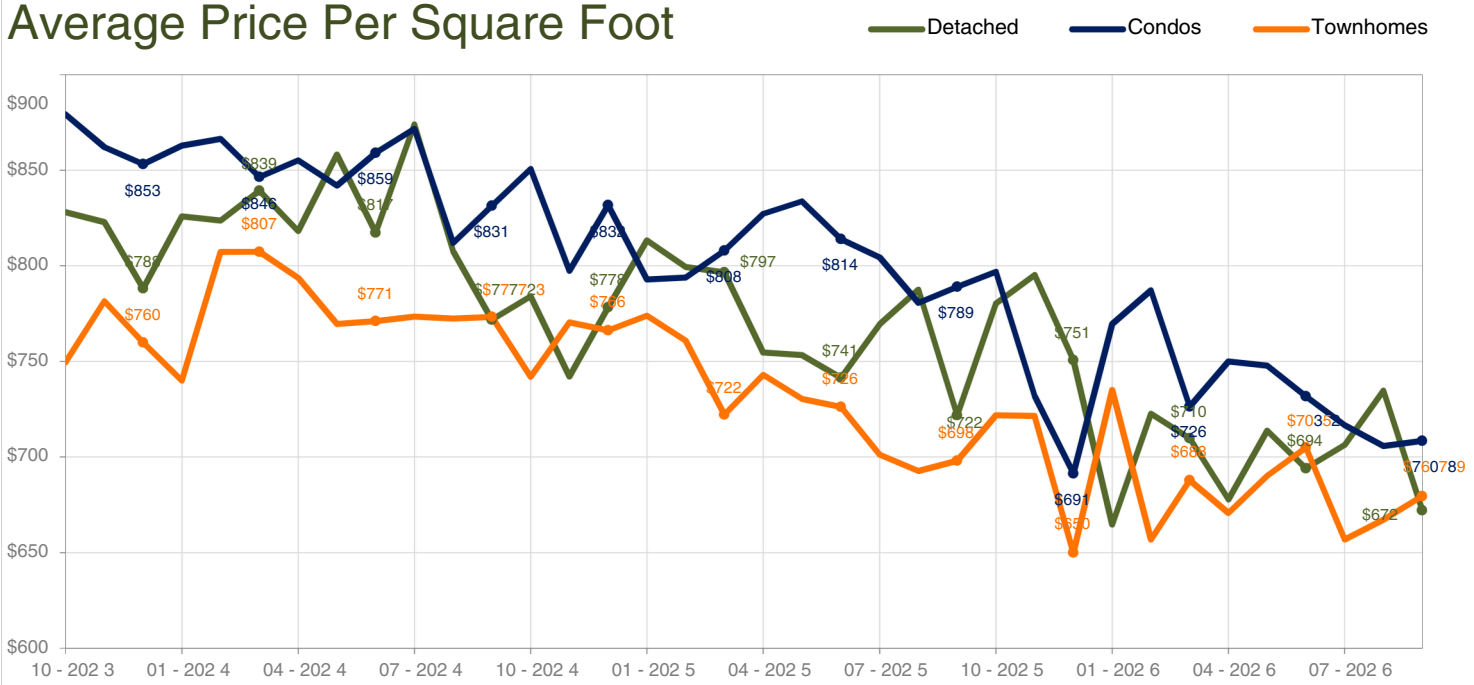
## September 2026

## 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.

Current as of October 02, 2026. All data from the Real Estate Board of Greater Vancouver. Report © 2026 ShowingTime Plus, LLC. Percent changes are calculated using rounded figures.

MY COMMITMENT TO REAL ESTATE

## 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.

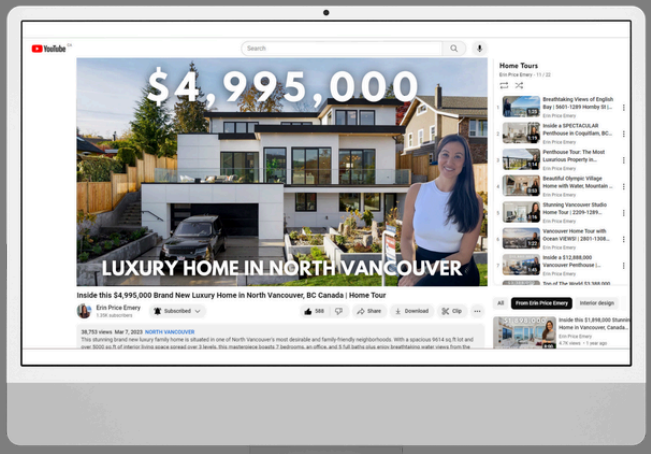
# Presales & New Development

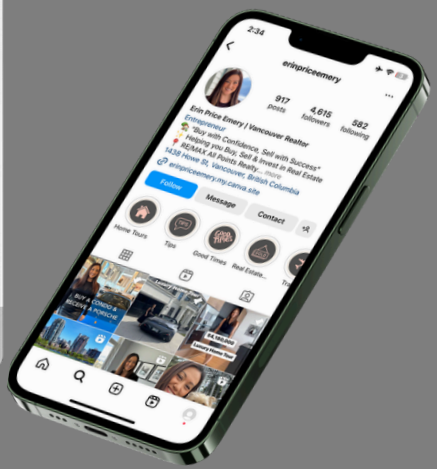
Erin Price Emery is highly experienced in presales across the Lower Mainland, bringing unparalleled expertise and connections to the table. Having built strong relationships with some of the region's top developers, Erin ensures her clients receive exclusive access, priority opportunities, and special 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.



SCAN ME

*BUYERS & SELLERS BROCHURE*







# What neighbourhood matches your lifestyle?

Choosing a home is about more than the property itself. The neighbourhood you live in can shape your daily routine, from your morning coffee to your weekend plans. Love being close to restaurants and shops? A vibrant area like Yaletown or Mount Pleasant might suit you. Prefer parks, trails and a quieter pace? Consider neighbourhoods like North Vancouver or Kerrisdale. If being close to the water is important, Kitsilano, the West End or Coal Harbour could be a great fit. For families looking for more space and community, areas of Burnaby, Richmond and Coquitlam offer plenty of options. The best neighbourhood is the one that fits how you actually want to live.





**Yaletown**



**Mount Pleasant**



**Kitsilano**



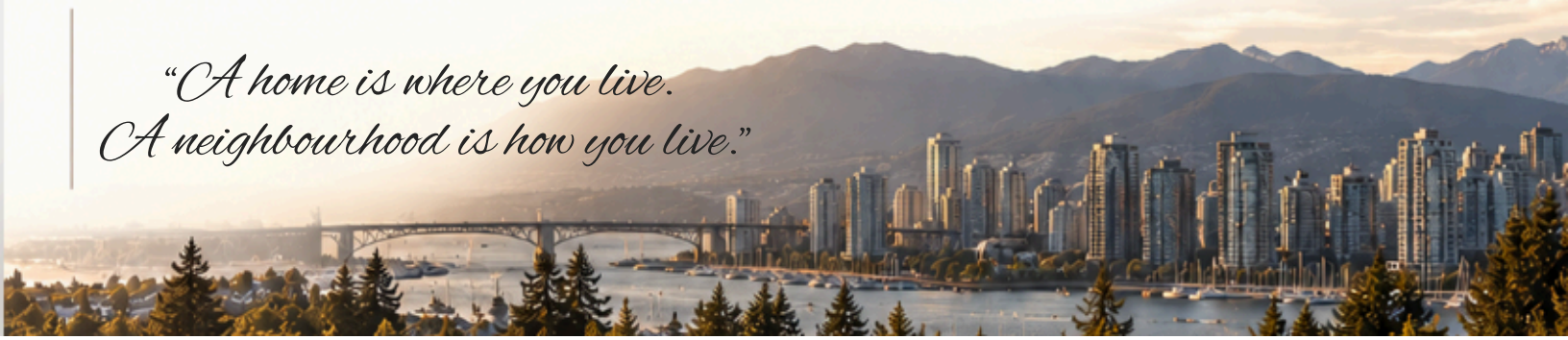
**North van**

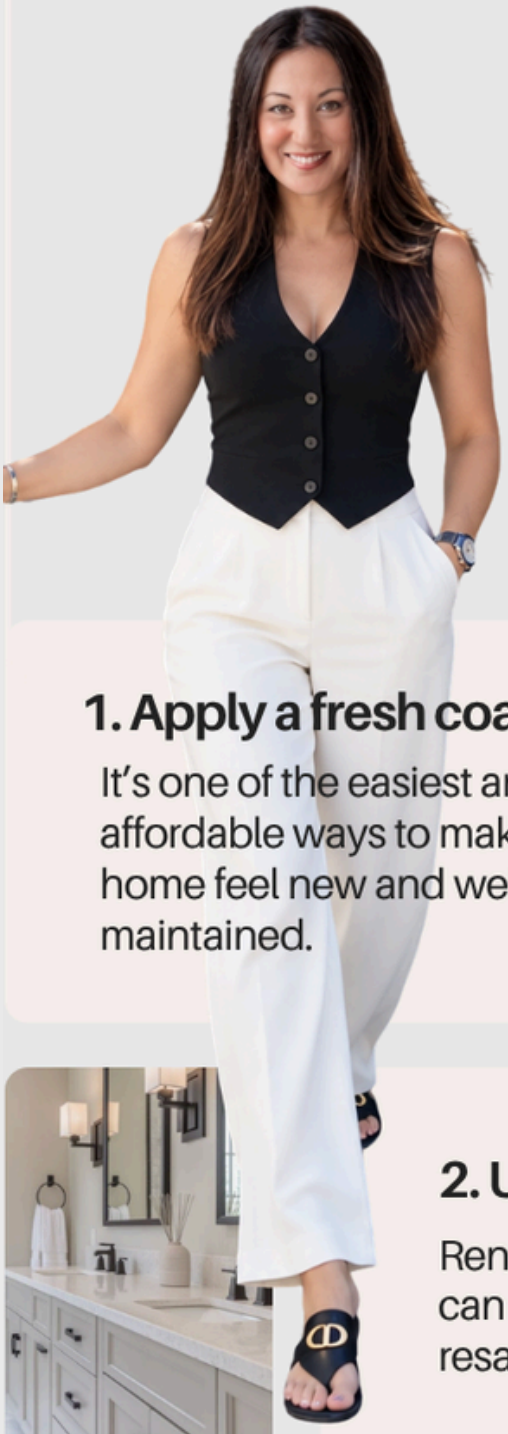


**Burnaby**



*"A home is where you live.*
*A neighbourhood is how you live."*





# HOME TIPS WITH ERIN

## HOW TO INCREASE THE PROPERTY VALUE OF YOUR HOME

### 1. Apply a fresh coat of paint

It's one of the easiest and most affordable ways to make your home feel new and well-maintained.







### 2. Upgrade key spaces

Renovating kitchens or bathrooms can significantly boost your home's resale value.





### 3. Improve energy efficiency

Installing smart thermostats or energy-efficient windows can make your home more appealing and lower utility costs.

# 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.

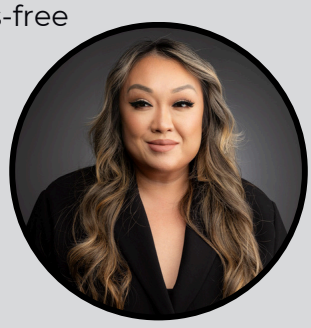


Mortgage Broker
West Mortgage Group
778-241-8191
julie@westmortgagegroup.com

## 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
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


OAKWYN REALTY

## 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.




Senior Mortgage Broker
DLC Onward Lending Group
778-968 9255
tracy@onwardlending.ca

# 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.

# FOLLOW ME ON SOCIAL MEDIA

Real Estate Tips, News, Home Tours and Fun!

@erinpriceemery

**erin@priceemery.com**

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







