



THE COLLECTIVE

REAL ESTATE TEAM



VANCOUVER WESTSIDE MARKET REPORT

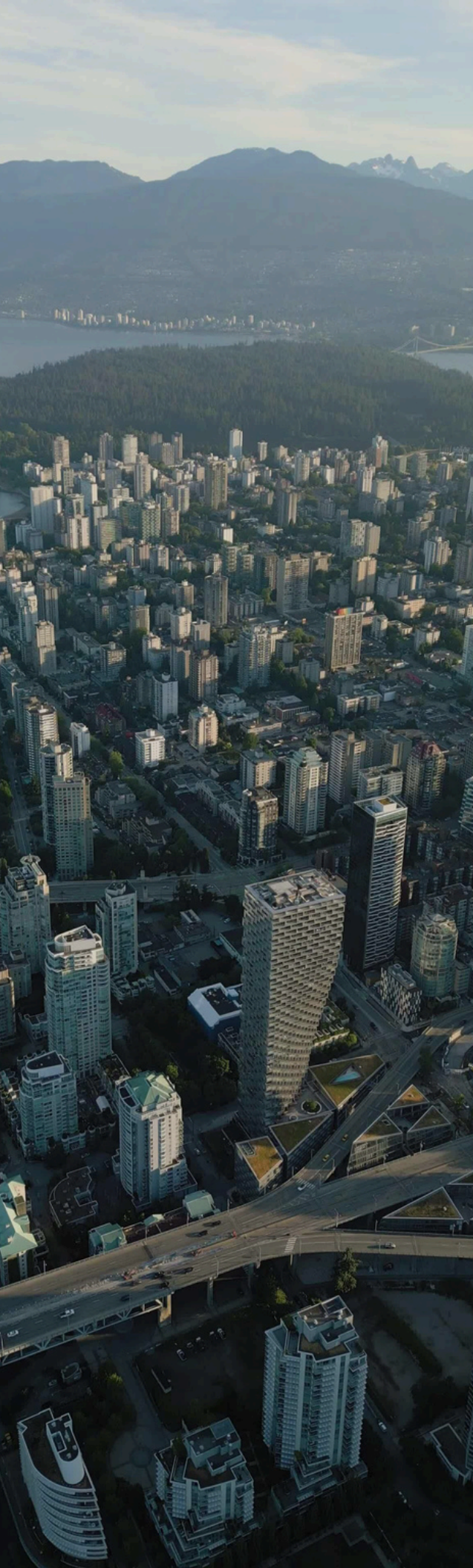


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- THE COLLECTIVE REAL ESTATE
TEAM



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 Vancouver Westside, 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	11	1	9%
300,001 – 400,000	21	0	NA
400,001 – 500,000	43	6	14%
500,001 – 600,000	104	22	21%
600,001 – 700,000	127	28	22%
700,001 – 800,000	94	14	15%
800,001 – 900,000	97	10	10%
900,001 – 1,000,000	81	9	11%
1,000,001 – 1,250,000	93	15	16%
1,250,001 – 1,500,000	111	13	12%
1,500,001 – 1,750,000	47	7	15%
1,750,001 – 2,000,000	51	5	10%
2,000,001 – 2,250,000	19	3	16%
2,250,001 – 2,500,000	26	3	12%
2,500,001 – 2,750,000	12	1	8%
2,750,001 – 3,000,000	27	0	NA
3,000,001 – 3,500,000	12	2	17%
3,500,001 – 4,000,000	20	0	NA
4,000,001 – 4,500,000	3	0	NA
4,500,001 – 5,000,000	16	0	NA
5,000,001 & Greater	34	1	3%
TOTAL*	1049	140	13%

0 to 1 Bedroom	427	60	14%
2 Bedrooms	500	71	14%
3 Bedrooms	110	9	8%
4 Bedrooms & Greater	12	0	NA
TOTAL*	1049	140	13%

SnapStats®	October	November	Variance
Inventory	1114	1049	-6%
Solds	141	140	-1%
Sale Price	\$745,000	\$797,000	7%
Sale Price SQFT	\$964	\$940	-2%
Sale to List Price Ratio	99%	98%	-1%
Days on Market	22	30	36%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Coal Harbour	149	15	10%
Downtown	407	52	13%
Westend	255	32	13%
Yaletown	238	41	17%
TOTAL*	1049	140	13%

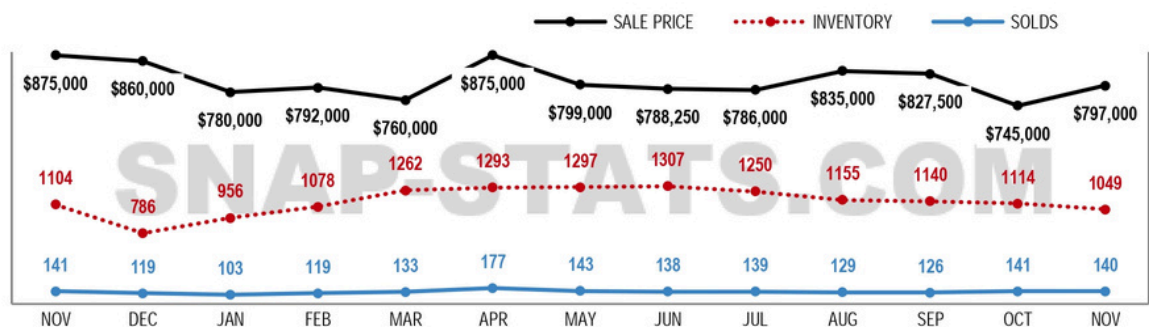
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **DOWNTOWN ATTACHED**: Balanced Market at 13% Sales Ratio average (1.3 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$600,000 to \$700,000 with average 22% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes minimum \$5 mil, Coal Harbour and 3 bedroom properties
- Sellers Best Bet** Selling homes in Yaletown and up to 2 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



Compliments of...

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Vancouver - West

November 2025

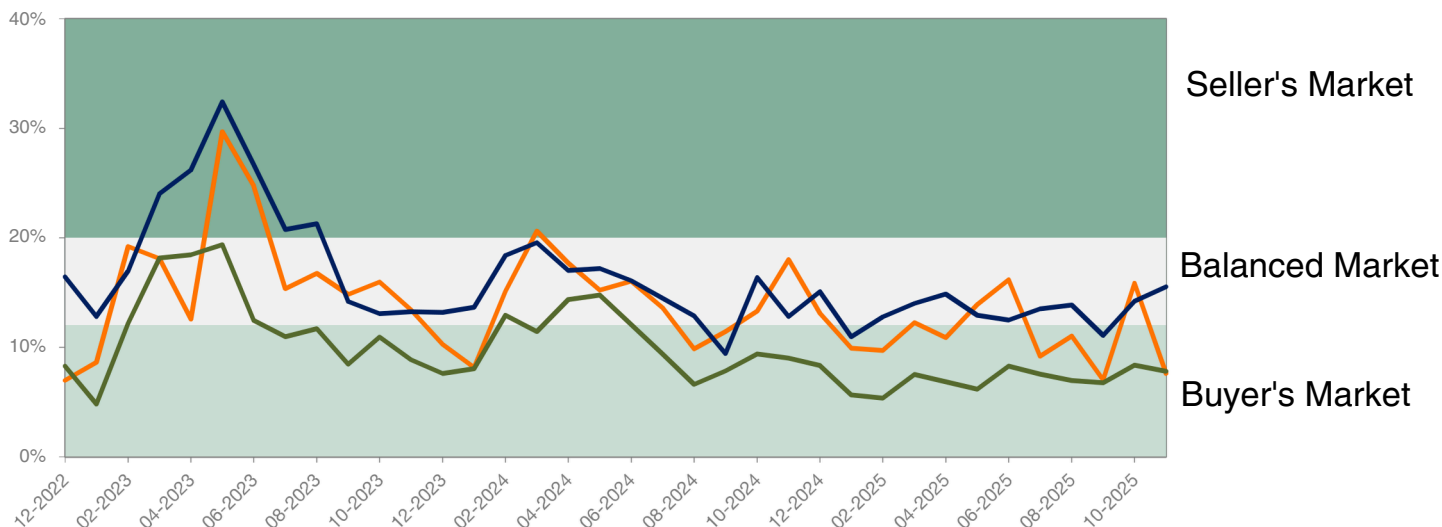
Detached Properties	November			October		
Activity Snapshot	2025	2024	One-Year Change	2025	2024	One-Year Change
Total Active Listings	755	722	+ 4.6%	826	736	+ 12.2%
Sales	59	65	- 9.2%	69	69	0.0%
Days on Market Average	51	50	+ 2.0%	42	35	+ 20.0%
MLS® HPI Benchmark Price	\$3,172,700	\$3,322,100	- 4.5%	\$3,185,200	\$3,309,100	- 3.7%

Condos	November			October		
Activity Snapshot	2025	2024	One-Year Change	2025	2024	One-Year Change
Total Active Listings	1,688	1,952	- 13.5%	1,908	2,084	- 8.4%
Sales	262	250	+ 4.8%	271	341	- 20.5%
Days on Market Average	43	38	+ 13.2%	38	36	+ 5.6%
MLS® HPI Benchmark Price	\$776,600	\$827,800	- 6.2%	\$781,400	\$831,200	- 6.0%

Townhomes	November			October		
Activity Snapshot	2025	2024	One-Year Change	2025	2024	One-Year Change
Total Active Listings	303	289	+ 4.8%	322	323	- 0.3%
Sales	23	52	- 55.8%	51	43	+ 18.6%
Days on Market Average	55	40	+ 37.5%	39	31	+ 25.8%
MLS® HPI Benchmark Price	\$1,366,600	\$1,516,000	- 9.9%	\$1,362,800	\$1,449,500	- 6.0%

Sales-to-Active Ratio

— Townhome [7.6%]
— Condo [15.5%]
— Detached [7.8%]



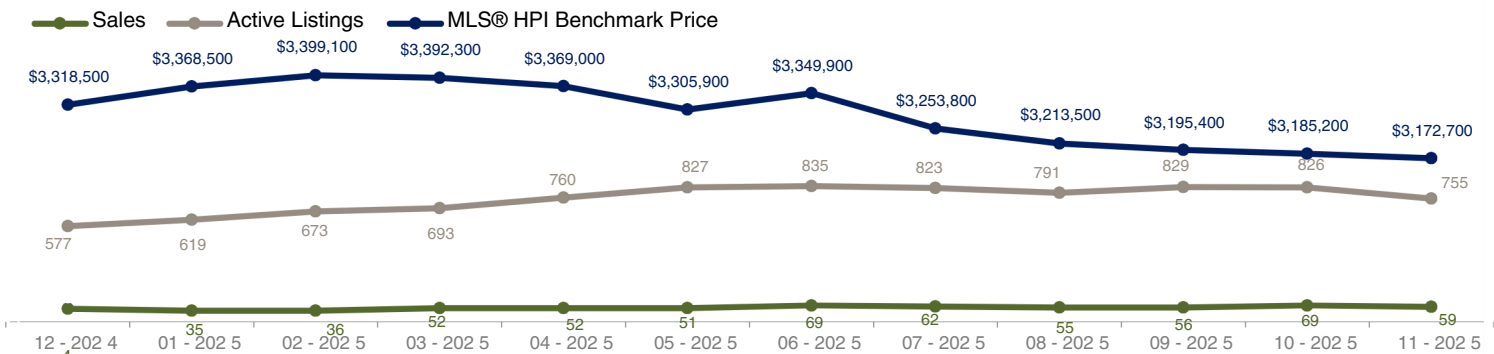


Vancouver - West

Detached Properties Report – November 2025

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	Arbutus	5	40	\$3,375,800	- 3.5%
\$100,000 to \$199,999	0	0	0	Cambie	3	45	\$2,685,100	- 1.4%
\$200,000 to \$399,999	0	0	0	Coal Harbour	0	0	\$0	--
\$400,000 to \$899,999	1	0	122	Downtown VW	0	0	\$0	--
\$900,000 to \$1,499,999	1	8	69	Dunbar	8	107	\$2,895,600	- 3.0%
\$1,500,000 to \$1,999,999	2	15	57	Fairview VW	0	2	\$0	--
\$2,000,000 to \$2,999,999	19	141	41	False Creek	0	0	\$0	--
\$3,000,000 and \$3,999,999	21	189	53	Kerrisdale	6	49	\$3,437,900	- 7.8%
\$4,000,000 to \$4,999,999	6	135	52	Kitsilano	10	39	\$2,688,000	- 2.9%
\$5,000,000 and Above	9	267	56	MacKenzie Heights	6	16	\$3,755,600	- 6.7%
TOTAL	59	755	51	Marpole	1	42	\$2,192,500	- 5.0%
				Mount Pleasant VW	1	12	\$2,354,600	+ 2.6%
				Oakridge VW	2	12	\$3,401,300	- 2.8%
				Point Grey	4	87	\$2,842,700	- 5.6%
				Quilchena	1	31	\$3,652,900	- 7.2%
				S.W. Marine	2	20	\$3,101,500	- 1.9%
				Shaughnessy	4	89	\$4,593,400	- 2.0%
				South Cambie	1	16	\$4,212,900	- 5.0%
				South Granville	2	88	\$4,085,000	- 6.9%
				Southlands	1	32	\$3,445,800	- 1.3%
				University VW	2	25	\$2,236,800	- 13.0%
				West End VW	0	3	\$0	--
				Yaletown	0	0	\$0	--
				TOTAL*	59	755	\$3,172,700	- 4.5%

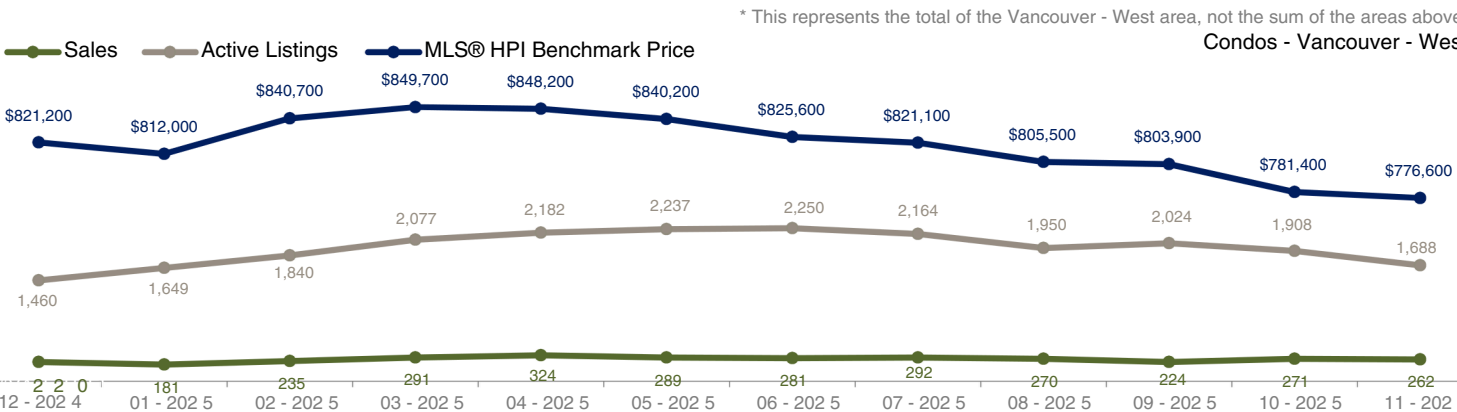
* This represents the total of the Vancouver - West area, not the sum of the areas above.
Detached Homes - Vancouver - West



Vancouver - West

Condo Report – November 2025

Price Range			Sales	Active Listings	AvgDays onMarket	Neighbourhood	Sales	Active Listings	Benchmark Price	One-Year Change
\$99,999 and Below			0	0	0	Arbutus	0	0	\$0	--
\$100,000 to \$199,999			0	0	0	Cambie	11	82	\$1,008,900	- 8.1%
\$200,000 to \$399,999			2	32	79	Coal Harbour	15	140	\$1,132,300	- 5.0%
\$400,000 to \$899,999			152	766	39	Downtown VW	51	392	\$633,000	- 7.9%
\$900,000 to \$1,499,999			77	524	35	Dunbar	1	14	\$953,300	- 12.3%
\$1,500,000 to \$1,999,999			17	167	63	Fairview VW	20	78	\$760,700	- 5.9%
\$2,000,000 to \$2,999,999			11	115	75	False Creek	15	86	\$817,300	- 5.5%
\$3,000,000 and \$3,999,999			2	31	124	Kerrisdale	4	31	\$984,800	- 14.0%
\$4,000,000 to \$4,999,999			0	19	0	Kitsilano	34	57	\$724,400	- 3.9%
\$5,000,000 and Above			1	34	431	MacKenzie Heights	0	0	\$0	--
TOTAL			262	1,688	43	Marpole	11	77	\$690,100	- 9.9%
						Mount Pleasant VW	1	3	\$736,400	- 5.6%
						Oakridge VW	2	34	\$994,700	- 9.1%
						Point Grey	4	16	\$735,600	- 16.9%
						Quilchena	1	12	\$1,090,900	- 14.6%
						S.W. Marine	3	14	\$786,000	- 15.4%
						Shaughnessy	0	4	\$1,003,500	- 17.1%
						South Cambie	3	47	\$1,021,900	- 8.5%
						South Granville	1	13	\$1,067,800	- 6.9%
						Southlands	0	2	\$893,300	- 12.3%
						University VW	13	116	\$970,700	- 8.5%
						West End VW	31	249	\$628,900	- 2.5%
						Yaletown	41	221	\$771,300	- 2.3%
						TOTAL*	262	1,688	\$776,600	- 6.2%

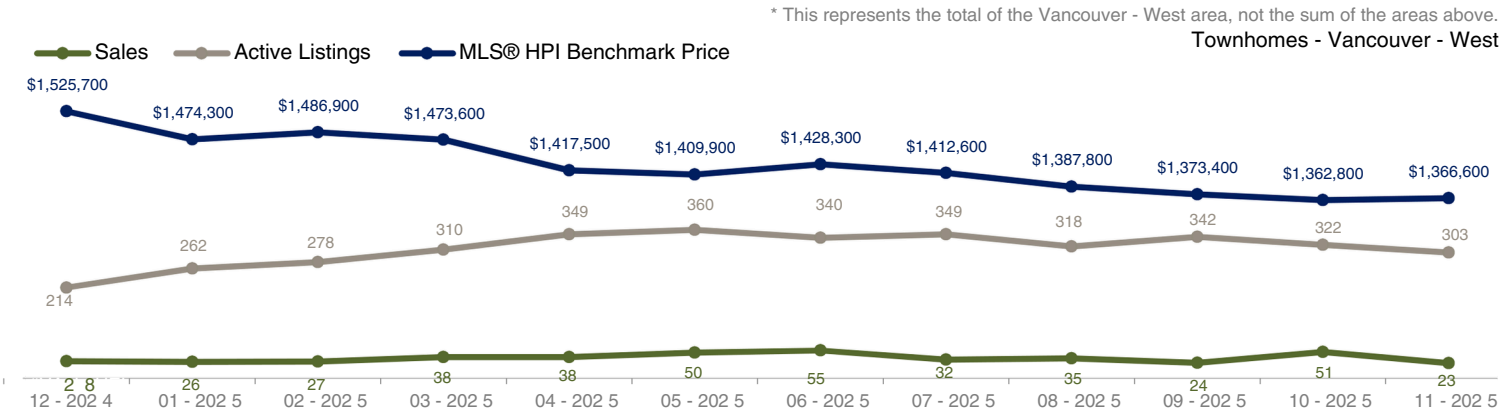




Vancouver - West

Townhomes Report – November 2025

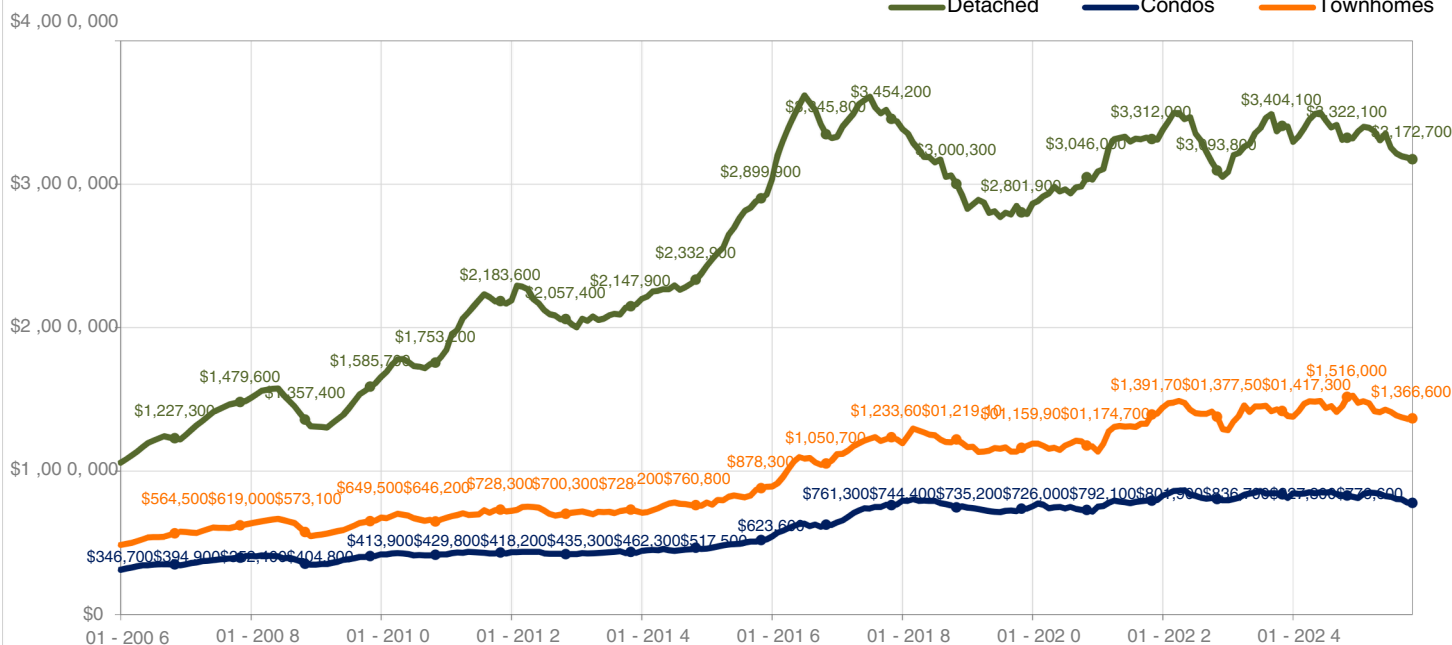
Price Range	Sales	Active Listings	Days on Market	Neighbourhood	Sales	Active Listings	Benchmark Price	One-Year Change
\$99,999 and Below	0	0	0	Arbutus Cambie	0	1	\$0	--
\$100,000 to \$199,999	0	0	0	Coal Harbour	4	59	\$1,734,700	- 6.1%
\$200,000 to \$399,999	0	0	0	Downtown VW	0	8	\$1,444,200	- 15.6%
\$400,000 to \$899,999	2	30	26	Dunbar Fairview	1	16	\$1,010,600	- 16.7%
\$900,000 to \$1,499,999	8	86	38	VW False Creek	0	3	\$0	--
\$1,500,000 to \$1,999,999	9	118	91	Kerrisdale Kitsilano	4	29	\$1,006,500	- 4.1%
\$2,000,000 to \$2,999,999	4	54	24	MacKenzie Heights	1	12	\$1,115,900	- 17.8%
\$3,000,000 and \$3,999,999	0	9	0	M arpole Mount	0	8	\$1,658,000	- 6.0%
\$4,000,000 to \$4,999,999	0	3	0	Pleasant VW	3	27	\$1,238,800	- 12.8%
\$5,000,000 and Above	0	3	0	Oakridge VW Point	0	3	\$0	--
TOTAL	23	303	55	Grey Quilchena	1	15	\$1,550,700	- 8.4%
				S.W. Marine	1	3	\$1,110,000	- 16.7%
				Shaughnessy South	0	16	\$1,638,400	- 4.8%
				Cambie South	1	1	\$1,288,900	- 9.5%
				Granville	1	3	\$1,481,100	- 9.7%
				Southlands	1	4	\$0	--
				University VW West	2	7	\$1,904,500	- 8.1%
				End VW Yaletown	0	26	\$1,518,800	- 7.8%
					2	30	\$1,522,000	- 12.5%
					0	1	\$0	--
					0	15	\$1,724,300	- 7.2%
					1	4	\$1,031,700	- 15.3%
					0	12	\$1,542,600	- 13.4%
				TOTAL*	23	303	\$1,366,600	- 9.9%



Vancouver - West

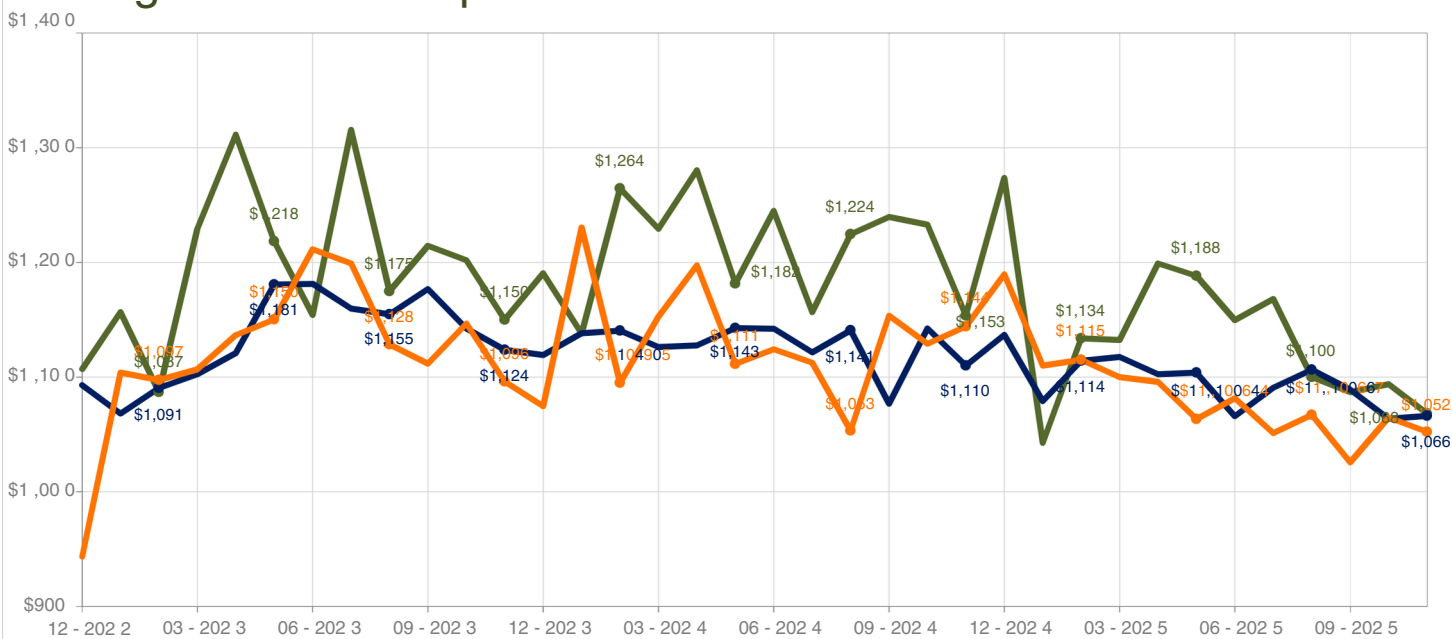
November 2025

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.



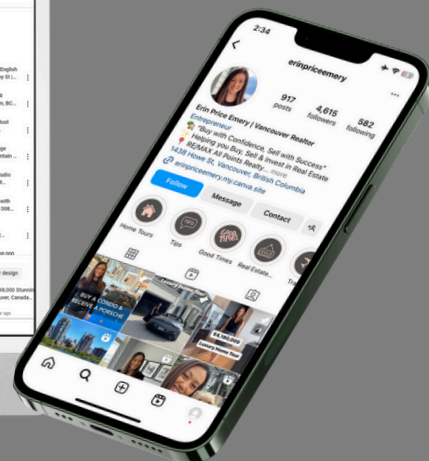
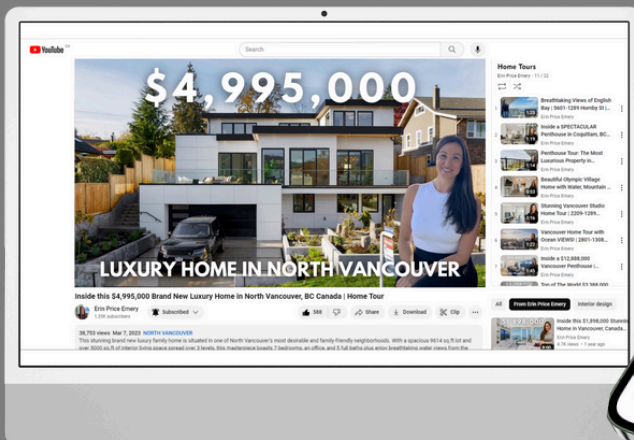


Selling with Erin

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.



WHY THE BANK OF CANADA HELD ITS OVERNIGHT RATE IN 2025

In its December 10, 2025 decision, the Bank of Canada (BoC) left the target overnight rate unchanged at 2.25%, ending its series of rate cuts for the year and signaling a likely pause in monetary policy adjustments. This decision was widely expected by economists and financial markets.

There were several key reasons for this choice:

1. Inflation Near Target:

Inflation in Canada has largely settled near the Bank's 2% target, with core inflation modestly above that level but not threatening to accelerate sharply. This indicates that price pressures are manageable and do not currently demand further easing or tightening.

2. Economic Resilience:

Recent economic data show surprising resilience. For example, Canada's GDP grew at an annualized rate of 2.6% in the third quarter of 2025, and the job market has shown strength, with notable job gains. This robustness reduces the need for additional stimulus via lower rates.

3. Uncertainty from External Risks:

Despite positive domestic signals, risks remain especially from U.S. trade tensions and tariffs that could dampen export demand and introduce volatility. The BoC's cautious stance reflects the need to balance these external headwinds without overreacting.

4. Monetary Policy Sequence:

The Bank had already cut rates four times in 2025, lowering the policy rate from 3.00% to 2.25%. With this easing largely in place, officials likely judged that the current level was "about right" for the present economic backdrop, making further moves unnecessary at this moment.



Julie
Tran

What This Means for Canada Through the End of 2025

The decision to hold the overnight rate has several important implications:

1. Stability for Borrowing Costs

With the overnight rate unchanged, mortgage and loan rates tied to the Bank's policy, especially variable-rate products priced off the prime rate are likely to remain relatively stable in the short term. This can provide predictability for households and businesses planning borrowing or refinancing.

2. A Pause in Rate Cuts

The BoC's pause suggests that the active phase of rate cuts in 2025 is essentially over. Unless economic conditions shift markedly (for example, inflation undershoots significantly or growth softens sharply), policymakers appear content to wait and watch in early 2026 rather than adjust rates again immediately.

3. Cautious Monetary Policy Ahead

The central bank continues to monitor data closely. Should inflation re-accelerate or the economy overheat, there is theoretical room for a future rate increase, though most immediate market expectations lean toward stability. Conversely, if downside risks intensify, further cuts couldn't be ruled out but those are not the baseline assumption.

4. Broader Economic Confidence

Leaving rates unchanged amid stronger economic indicators reinforces confidence that Canada's economy can hold its own despite global headwinds. It signals that monetary policy has moved from an expansionary phase back toward a more neutral stance, in line with the Bank's inflation-targeting mandate.

In summary, the decision to hold the overnight rate reflects a balance between stable inflation, resilient growth, and lingering risks from external pressures. Through the end of 2025, this approach supports economic predictability while keeping the Bank of Canada positioned to respond if conditions change significantly.



Tracy
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JULIE TRAN

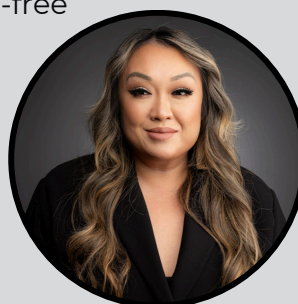
Leveraging her mortgage-planning expertise, Julie has helped hundreds of clients realize their goals of home-ownership, funding over \$700 million in real estate financing. Having spent more than a decade working as a mortgage specialist at one of Canada's leading banks, Julie has accumulated extensive 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



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.



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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

