

COLLECTIVE

REAL ESTATE
TEAM

THE COLLECTIVE

REAL ESTATE TEAM

RICHMOND MARKET REPORT



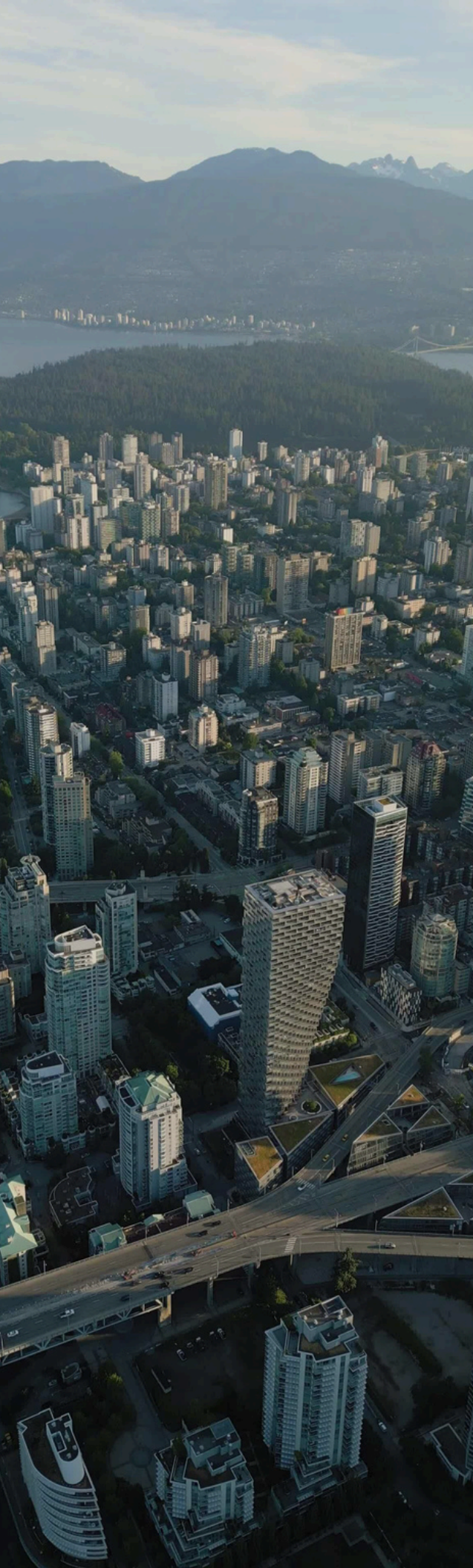


Table of Content

- 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	6	4	67%
300,001 – 400,000	15	6	40%
400,001 – 500,000	39	12	31%
500,001 – 600,000	116	28	24%
600,001 – 700,000	176	24	14%
700,001 – 800,000	146	20	14%
800,001 – 900,000	145	22	15%
900,001 – 1,000,000	103	11	11%
1,000,001 – 1,250,000	205	27	13%
1,250,001 – 1,500,000	110	13	12%
1,500,001 – 1,750,000	46	3	7%
1,750,001 – 2,000,000	11	1	9%
2,000,001 – 2,250,000	2	0	NA
2,250,001 – 2,500,000	3	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	3	0	NA
3,000,001 – 3,500,000	4	0	NA
3,500,001 – 4,000,000	2	0	NA
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	2	0	NA
TOTAL*	1136	171	15%

0 to 1 Bedroom	244	44	18%
2 Bedrooms	516	67	13%
3 Bedrooms	289	45	16%
4 Bedrooms & Greater	87	15	17%
TOTAL*	1136	171	15%

SnapStats®	February	March	Variance
Inventory	992	1136	15%
Solds	137	171	25%
Sale Price	\$752,000	\$760,000	1%
Sale Price SQFT	\$764	\$792	4%
Sale to List Price Ratio	98%	98%	0%
Days on Market	19	14	-26%

*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 CONDOS & TOWNHOMES

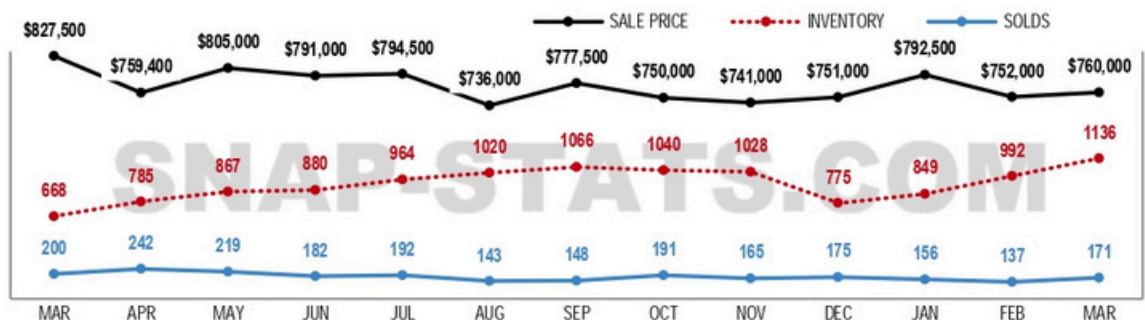
SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	10	6	60%
Bridgeport	28	2	7%
Brighthouse	456	51	11%
Brighthouse South	101	31	31%
Broadmoor	9	6	67%
East Cambie	15	4	27%
East Richmond	2	0	NA
Garden City	11	1	9%
Gilmore	0	0	NA
Granville	13	2	15%
Hamilton	31	6	19%
Ironwood	20	1	5%
Lackner	3	0	NA
McLennan	0	0	NA
McLennan North	73	15	21%
McNair	0	1	NA*
Quilchena	4	0	NA
Riverdale	16	2	13%
Saunders	9	0	NA
Sea Island	0	0	NA
Seafair	5	0	NA
South Arm	13	1	8%
Steveston North	13	1	8%
Steveston South	32	8	25%
Steveston Village	2	0	NA
Terra Nova	19	2	11%
West Cambie	235	29	12%
Westwind	1	0	NA
Woodwards	15	2	13%
TOTAL*	1136	171	15%

Market Summary

- Market Type Indicator **RICHMOND ATTACHED**: Balanced Market at 15% Sales Ratio average (1.5 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$300,000 to \$400,000 with average 40% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.5 mil to \$2 mil, Ironwood and 2 bedroom properties
- Sellers Best Bet** Selling homes in Boyd Park, Brighthouse South, Broadmoor and up to 1 bedroom properties

*With minimum inventory of 10 in most instances

13 Month Market Trend



Compliments of...

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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 800,000	2	1	50%
800,001 - 900,000	0	0	NA
900,001 - 1,000,000	1	0	NA
1,000,001 - 1,250,000	1	1	100%
1,250,001 - 1,500,000	11	2	18%
1,500,001 - 1,750,000	39	9	23%
1,750,001 - 2,000,000	80	12	15%
2,000,001 - 2,250,000	42	6	14%
2,250,001 - 2,500,000	64	1	2%
2,500,001 - 2,750,000	45	4	9%
2,750,001 - 3,000,000	55	6	11%
3,000,001 - 3,500,000	61	1	2%
3,500,001 - 4,000,000	40	1	3%
4,000,001 - 4,500,000	14	0	NA
4,500,001 - 5,000,000	12	0	NA
5,000,001 - 5,500,000	4	0	NA
5,500,001 - 6,000,000	4	0	NA
6,000,001 - 6,500,000	6	0	NA
6,500,001 - 7,000,000	0	0	NA
7,000,001 - 7,500,000	1	0	NA
7,500,001 & Greater	9	0	NA
TOTAL*	491	44	9%

2 Bedrooms & Less	16	1	6%
3 to 4 Bedrooms	146	22	15%
5 to 6 Bedrooms	288	20	7%
7 Bedrooms & More	41	1	2%
TOTAL*	491	44	9%

SnapStats®	February	March	Variance
Inventory	444	491	11%
Solds	41	44	7%
Sale Price	\$2,288,000	\$1,911,500	-16%
Sale Price SQFT	\$833	\$751	-10%
Sale to List Price Ratio	104%	96%	-8%
Days on Market	16	26	63%

*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

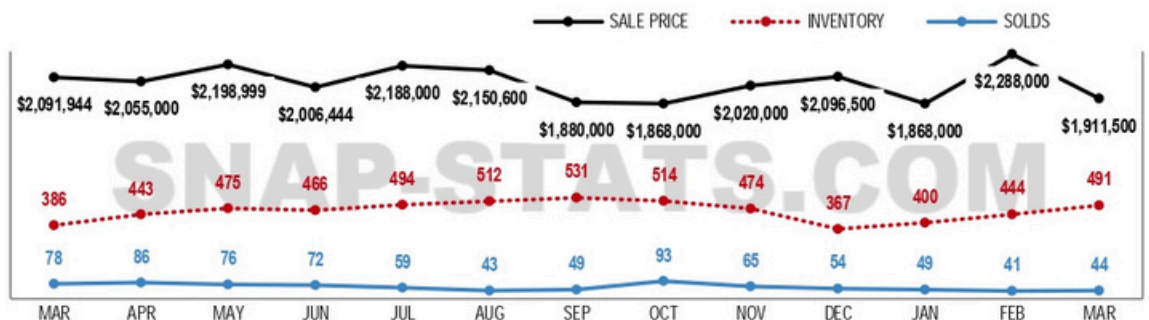
SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	14	2	14%
Bridgeport	7	2	29%
Brighthouse	6	0	NA
Brighthouse South	3	0	NA
Broadmoor	40	0	NA
East Cambie	12	2	17%
East Richmond	8	0	NA
Garden City	22	2	9%
Gilmore	4	0	NA
Granville	38	2	5%
Hamilton	18	2	11%
Ironwood	11	2	18%
Lackner	19	1	5%
McLennan	10	0	NA
McLennan North	8	0	NA
McNair	13	3	23%
Quilchena	31	4	13%
Riverdale	37	3	8%
Saunders	22	3	14%
Sea Island	4	1	25%
Seafair	33	4	12%
South Arm	9	1	11%
Steveston North	26	0	NA
Steveston South	7	2	29%
Steveston Village	11	1	9%
Terra Nova	13	0	NA
West Cambie	25	2	8%
Westwind	10	3	30%
Woodwards	30	2	7%
TOTAL*	491	44	9%

Market Summary

- Market Type Indicator RICHMOND DETACHED: Buyers Market at 9% Sales Ratio average (9 in 100 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band** \$1.5 mil to \$1.75 mil with average 23% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.25 mil to \$2.5 mil / \$3 mil to \$4 mil, Granville, Lackner and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Westwind and 3 to 4 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Richmond

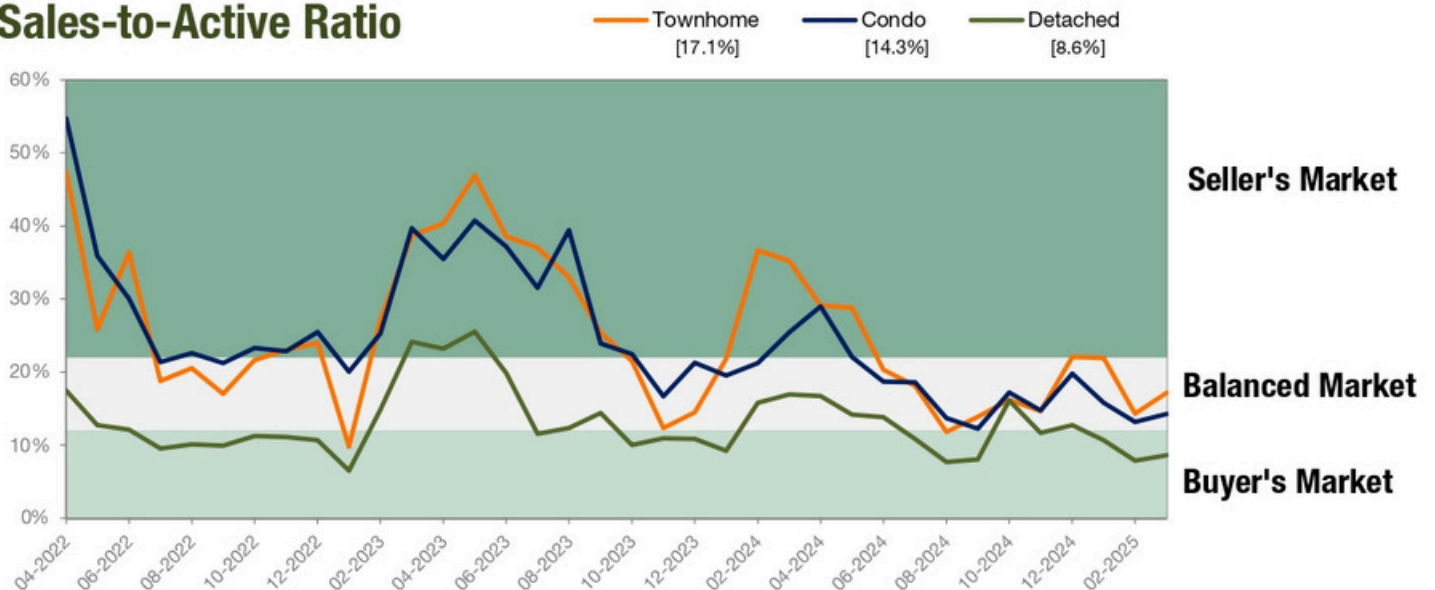
March 2025

Detached Properties	March			February		
Activity Snapshot	2025	2024	One-Year Change	2025	2024	One-Year Change
Total Active Listings	546	455	+ 20.0%	510	437	+ 16.7%
Sales	47	77	- 39.0%	40	69	- 42.0%
Days on Market Average	38	43	- 11.6%	27	56	- 51.8%
MLS® HPI Benchmark Price	\$2,171,100	\$2,217,900	- 2.1%	\$2,168,600	\$2,177,000	- 0.4%

Condos	March			February		
Activity Snapshot	2025	2024	One-Year Change	2025	2024	One-Year Change
Total Active Listings	856	558	+ 53.4%	745	504	+ 47.8%
Sales	122	142	- 14.1%	98	107	- 8.4%
Days on Market Average	28	31	- 9.7%	42	36	+ 16.7%
MLS® HPI Benchmark Price	\$745,400	\$759,600	- 1.9%	\$731,700	\$750,400	- 2.5%

Townhomes	March			February		
Activity Snapshot	2025	2024	One-Year Change	2025	2024	One-Year Change
Total Active Listings	286	162	+ 76.5%	273	150	+ 82.0%
Sales	49	57	- 14.0%	39	55	- 29.1%
Days on Market Average	28	30	- 6.7%	39	45	- 13.3%
MLS® HPI Benchmark Price	\$1,124,100	\$1,151,200	- 2.4%	\$1,108,400	\$1,138,300	- 2.6%

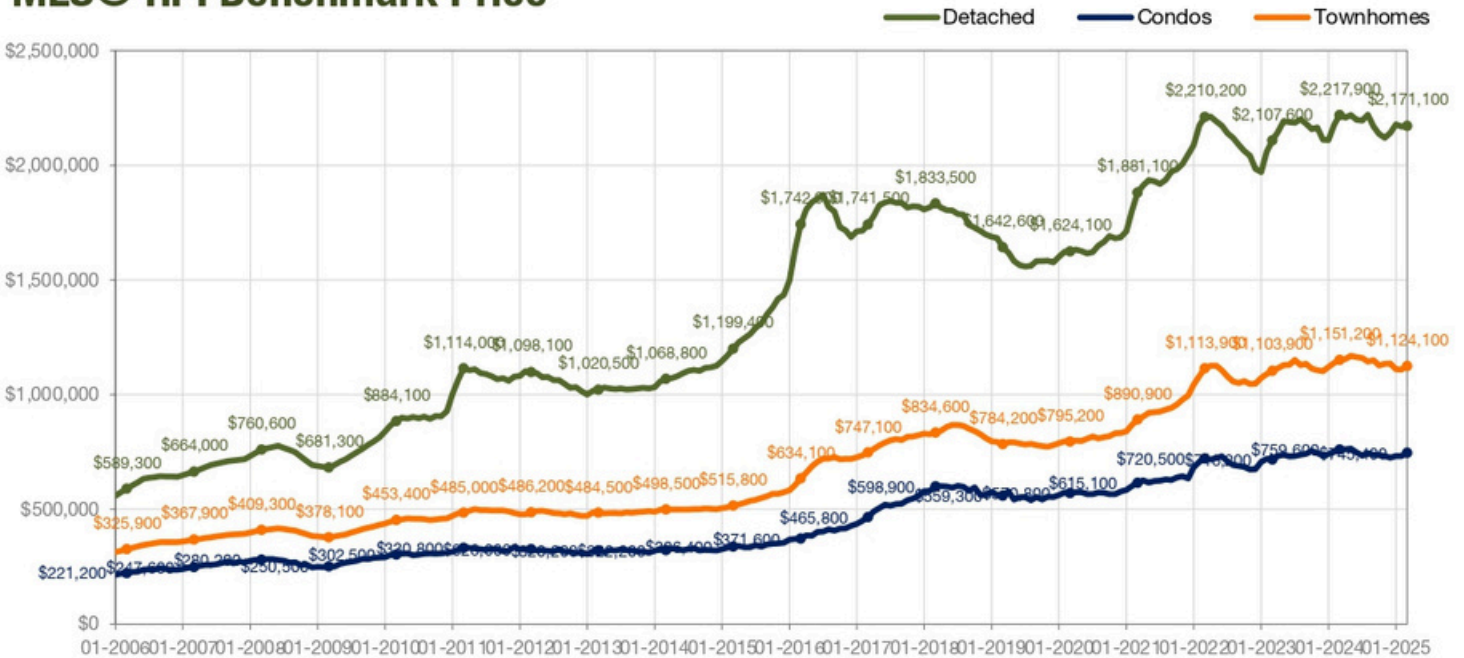
Sales-to-Active Ratio



Richmond

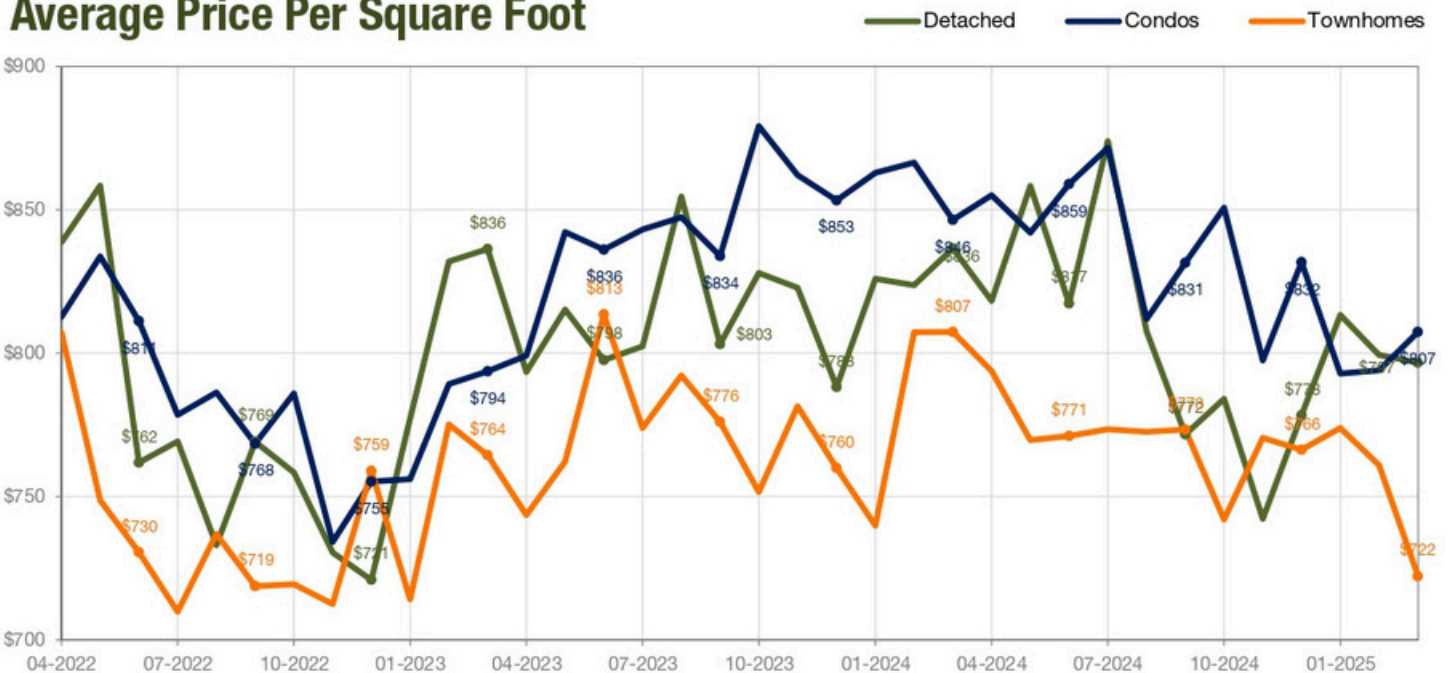
March 2025

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

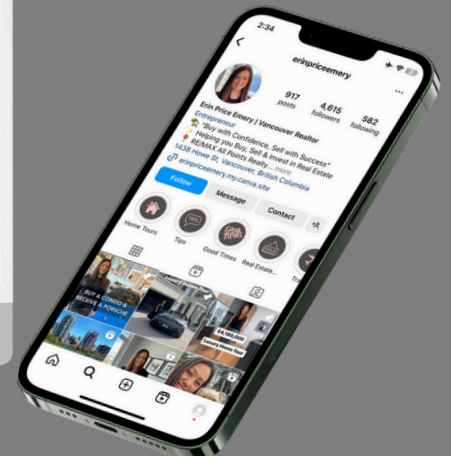
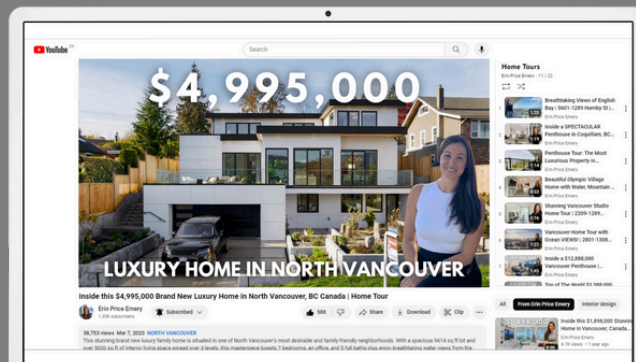
Erin's track record speaks for itself. Having sold over \$50 million in real estate through strategic social media marketing in just under two years alone, she is recognized as a true game-changer in the industry. Her innovative approach to digital marketing and her dedication to showcasing properties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



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

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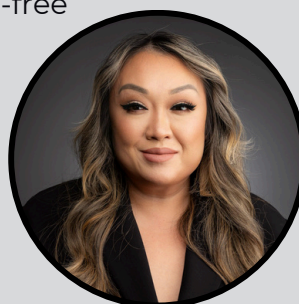
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OAKWYN REALTY

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.



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PARVEEN SANDHU

As a seasoned Licensed Real Estate Agent specializing in the dynamic markets of Greater Vancouver and the Fraser Valley, I bring over 16 years of expertise to every transaction. With a comprehensive background in banking and finance, I offer invaluable guidance and insight, empowering my clients to make informed decisions and navigate their real estate journey with confidence. From Presales to new construction, including properties within the ALR Agricultural Land Reserve, I have a proven track record of success in diverse real estate landscapes. Whether you're buying or selling, I am committed to delivering exceptional results tailored to your unique needs and goals. At the heart of my approach is the belief that "Home is where the heart is. I take immense pride in fostering genuine, long-lasting connections with my clients, understanding that each transaction is not just about property, but about finding the perfect place to call home. Let me be your trusted partner in achieving your real estate dreams.

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

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OAKWYNREALTY

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.

LET'S CONNECT



EXPERIENCE THE DIFFERENCE
CONTACT ME TODAY!

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