

REAL ESTATE MARKET STATISTICAL ANALYSIS

Richmond

Everything you need to know about your Real Estate Market Today!

October 2016

Edition



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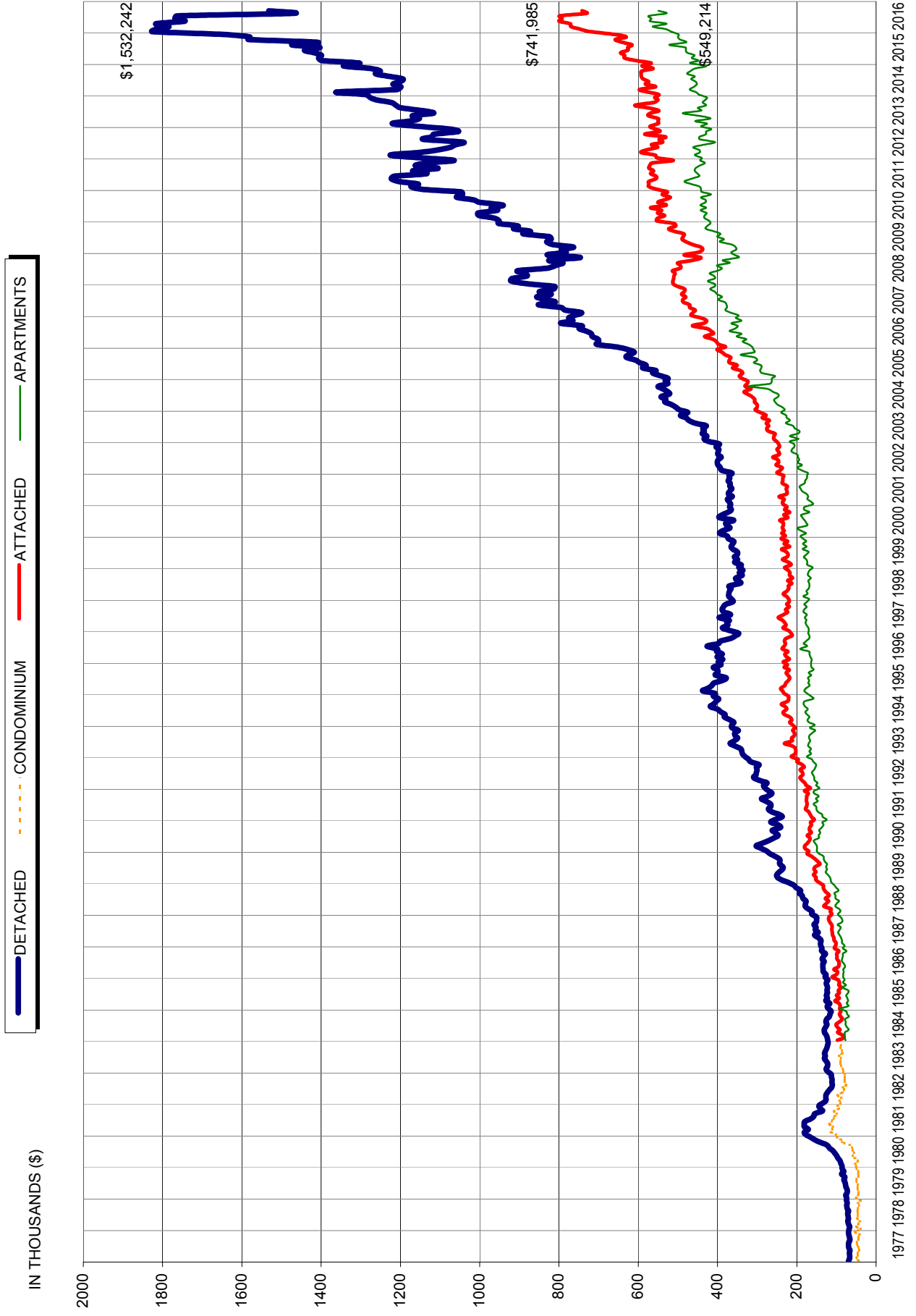


and





Residential Average Sale Prices - January 1977 to September 2016



NOTE: From 1977 - 1984 condominium averages were not separated into attached & apartment.



Richmond

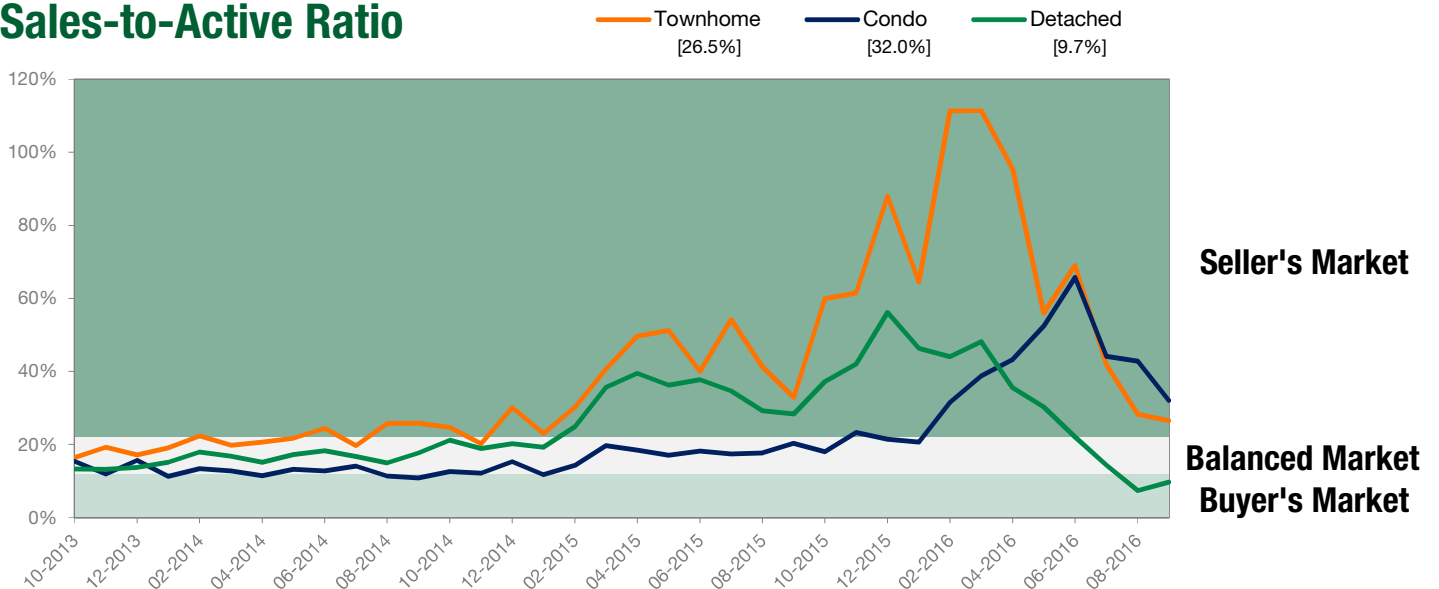
September 2016

Detached Properties	September			August		
	2016	2015	One-Year Change	2016	2015	One-Year Change
Activity Snapshot						
Total Active Listings	826	615	+ 34.3%	872	620	+ 40.6%
Sales	80	174	- 54.0%	64	181	- 64.6%
Days on Market Average	43	41	+ 4.9%	30	35	- 14.3%
MLS® HPI Benchmark Price	\$1,686,300	\$1,210,600	+ 39.3%	\$1,704,200	\$1,186,700	+ 43.6%

Condos	September			August		
	2016	2015	One-Year Change	2016	2015	One-Year Change
Activity Snapshot						
Total Active Listings	422	953	- 55.7%	442	1,015	- 56.5%
Sales	135	193	- 30.1%	189	179	+ 5.6%
Days on Market Average	30	47	- 36.2%	29	57	- 49.1%
MLS® HPI Benchmark Price	\$439,000	\$372,200	+ 17.9%	\$440,200	\$361,400	+ 21.8%

Townhomes	September			August		
	2016	2015	One-Year Change	2016	2015	One-Year Change
Activity Snapshot						
Total Active Listings	230	246	- 6.5%	241	223	+ 8.1%
Sales	61	81	- 24.7%	68	92	- 26.1%
Days on Market Average	25	30	- 16.7%	18	32	- 43.8%
MLS® HPI Benchmark Price	\$721,300	\$566,600	+ 27.3%	\$732,400	\$555,500	+ 31.8%

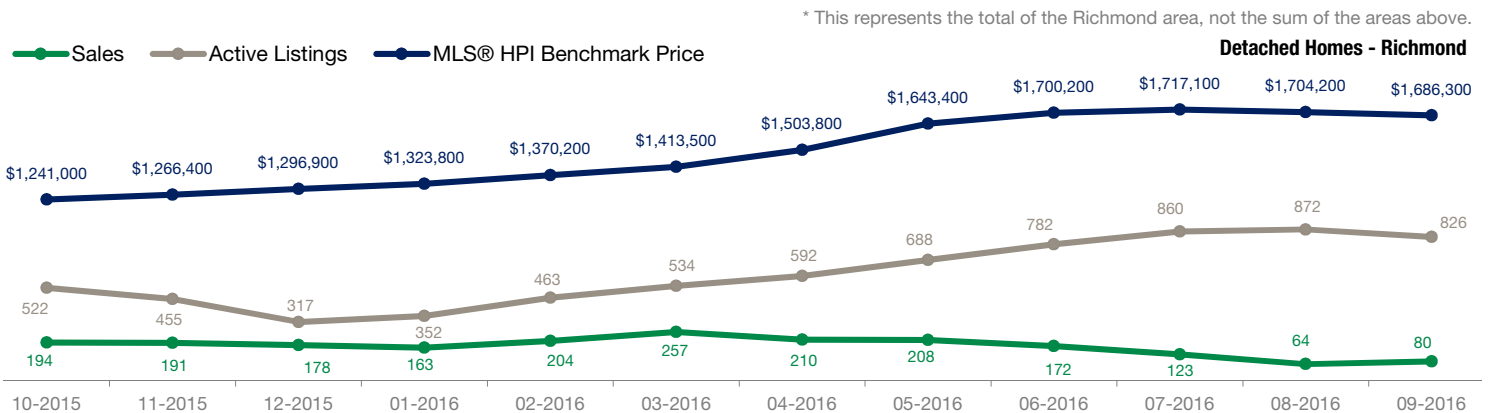
Sales-to-Active Ratio



Richmond

Detached Properties Report – September 2016

Price Range	Sales	Active Listings	Avg Days on Market	Neighbourhood	Sales	Active Listings	Benchmark Price	One-Year Change
\$99,999 and Below	1	0	130	Boyd Park	6	25	\$1,625,700	+ 37.1%
\$100,000 to \$199,999	1	3	55	Bridgeport RI	2	29	\$1,306,200	+ 36.3%
\$200,000 to \$399,999	2	1	65	Brighthouse	2	11	\$0	--
\$400,000 to \$899,999	1	13	47	Brighthouse South	0	1	\$0	--
\$900,000 to \$1,499,999	16	172	41	Broadmoor	12	58	\$2,364,400	+ 39.0%
\$1,500,000 to \$1,999,999	31	256	38	East Cambie	1	24	\$1,368,600	+ 38.2%
\$2,000,000 to \$2,999,999	22	232	42	East Richmond	1	19	\$1,816,200	+ 43.7%
\$3,000,000 and \$3,999,999	3	97	47	Garden City	5	29	\$1,606,000	+ 34.3%
\$4,000,000 to \$4,999,999	3	24	66	Gilmore	0	16	\$0	--
\$5,000,000 and Above	0	28	0	Granville	4	50	\$1,996,500	+ 34.9%
TOTAL	80	826	43	Hamilton RI	2	15	\$1,056,600	+ 32.9%
				Ironwood	0	23	\$1,311,900	+ 40.9%
				Lackner	4	38	\$1,787,700	+ 39.6%
				McLennan	1	30	\$1,707,900	+ 43.4%
				McLennan North	0	5	\$1,702,800	+ 40.2%
				McNair	4	35	\$1,434,500	+ 43.4%
				Quilchena RI	5	33	\$1,790,400	+ 36.3%
				Riverdale RI	6	43	\$1,829,100	+ 36.1%
				Saunders	3	37	\$1,656,100	+ 40.6%
				Sea Island	0	5	\$906,100	+ 27.0%
				Seafair	8	73	\$1,692,500	+ 41.6%
				South Arm	1	19	\$1,427,000	+ 39.3%
				Steveston North	3	61	\$1,388,700	+ 45.0%
				Steveston South	1	18	\$1,667,800	+ 44.6%
				Steveston Village	2	13	\$1,495,500	+ 43.0%
				Terra Nova	0	12	\$2,175,500	+ 31.4%
				West Cambie	5	33	\$1,420,400	+ 40.5%
				Westwind	0	20	\$1,767,200	+ 45.3%
				Woodwards	2	51	\$1,673,800	+ 36.3%
				TOTAL*	80	826	\$1,686,300	+ 39.3%

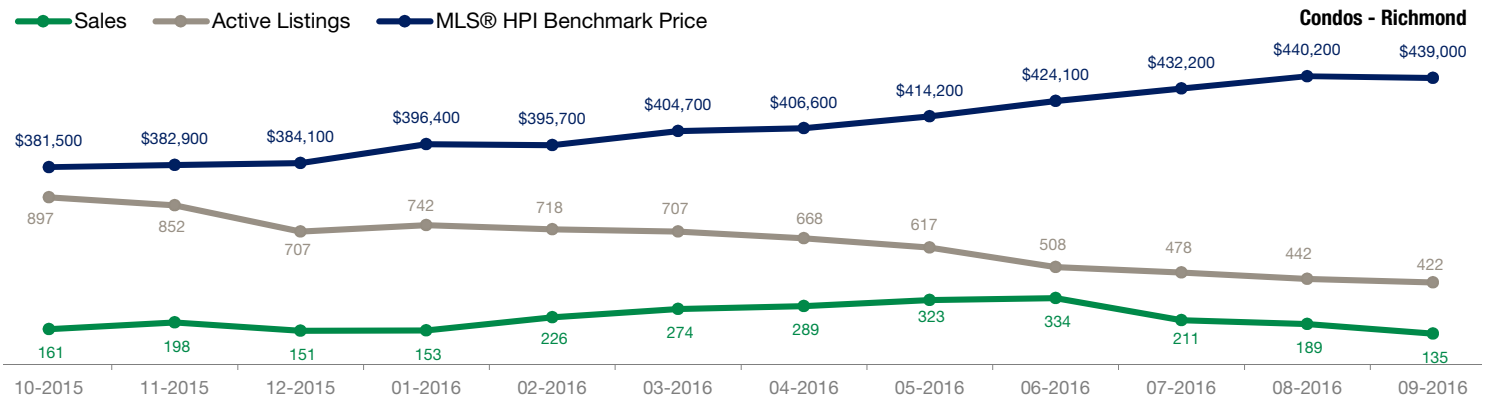


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Condo Report – September 2016

Price Range	Sales	Active Listings	Avg Days on Market	Neighbourhood	Sales	Active Listings	Benchmark Price	One-Year Change
\$99,999 and Below	0	2	0	Boyd Park	6	8	\$277,000	+ 27.0%
\$100,000 to \$199,999	6	25	47	Bridgeport RI	0	16	\$410,400	--
\$200,000 to \$399,999	66	102	24	Brighthouse	53	242	\$487,800	+ 18.8%
\$400,000 to \$899,999	59	248	33	Brighthouse South	28	40	\$388,000	+ 16.6%
\$900,000 to \$1,499,999	3	30	63	Broadmoor	1	2	\$303,000	+ 21.9%
\$1,500,000 to \$1,999,999	1	7	36	East Cambie	0	0	\$425,700	+ 42.8%
\$2,000,000 to \$2,999,999	0	4	0	East Richmond	1	6	\$462,100	+ 1.3%
\$3,000,000 and \$3,999,999	0	3	0	Garden City	0	2	\$0	--
\$4,000,000 to \$4,999,999	0	1	0	Gilmore	0	0	\$0	--
\$5,000,000 and Above	0	0	0	Granville	2	6	\$154,800	+ 38.5%
TOTAL	135	422	30	Hamilton RI	0	0	\$0	--
				Ironwood	1	1	\$354,600	+ 14.8%
				Lackner	0	0	\$0	--
				McLennan	0	0	\$0	--
				McLennan North	13	26	\$533,900	+ 15.3%
				McNair	0	0	\$0	--
				Quilchena RI	0	0	\$0	--
				Riverdale RI	4	8	\$404,200	+ 24.8%
				Saunders	2	1	\$0	--
				Sea Island	0	0	\$0	--
				Seafair	0	0	\$0	--
				South Arm	2	10	\$163,800	+ 32.0%
				Steveston North	1	2	\$297,500	+ 31.2%
				Steveston South	8	21	\$448,100	+ 18.4%
				Steveston Village	0	1	\$0	--
				Terra Nova	0	0	\$0	--
				West Cambie	13	30	\$371,900	+ 21.2%
				Westwind	0	0	\$0	--
				Woodwards	0	0	\$0	--
				TOTAL*	135	422	\$439,000	+ 17.9%

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

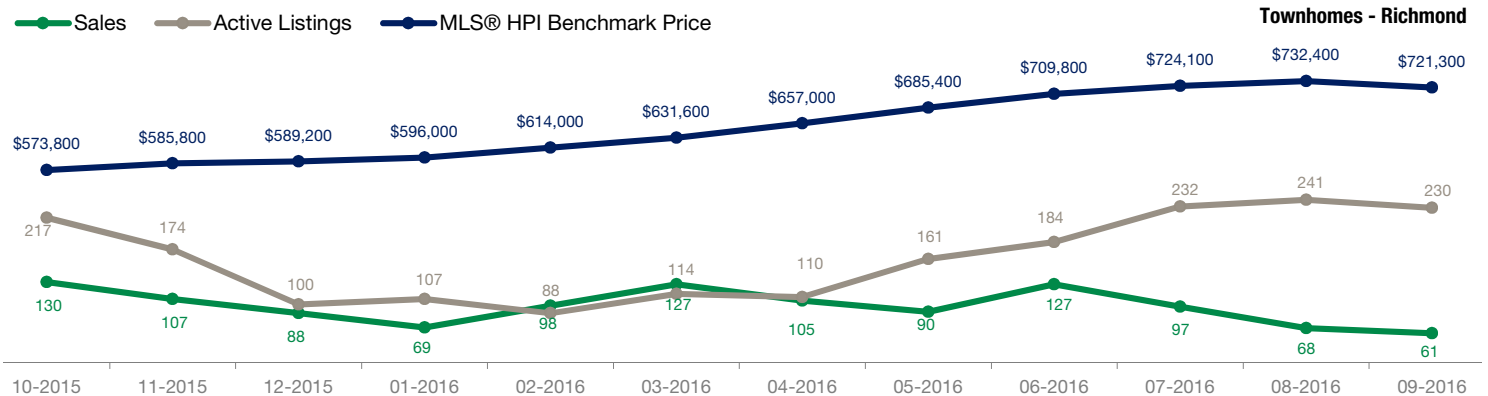


Richmond

Townhomes Report – September 2016

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	1	1	\$448,100	+ 22.7%
\$100,000 to \$199,999	0	0	0	Bridgeport RI	1	3	\$481,400	+ 28.0%
\$200,000 to \$399,999	0	2	0	Brighthouse	2	19	\$660,600	+ 37.2%
\$400,000 to \$899,999	44	181	24	Brighthouse South	6	34	\$632,100	+ 15.7%
\$900,000 to \$1,499,999	16	46	25	Broadmoor	7	8	\$867,800	+ 30.0%
\$1,500,000 to \$1,999,999	1	1	72	East Cambie	2	7	\$649,000	+ 31.2%
\$2,000,000 to \$2,999,999	0	0	0	East Richmond	0	2	\$0	--
\$3,000,000 and \$3,999,999	0	0	0	Garden City	1	6	\$832,200	+ 29.0%
\$4,000,000 to \$4,999,999	0	0	0	Gilmore	0	0	\$0	--
\$5,000,000 and Above	0	0	0	Granville	0	7	\$630,200	+ 29.9%
TOTAL	61	230	25	Hamilton RI	2	12	\$576,000	+ 28.6%
				Ironwood	0	6	\$695,900	+ 27.2%
				Lackner	0	4	\$863,300	+ 27.3%
				McLennan	0	0	\$0	--
				McLennan North	15	41	\$790,500	+ 27.5%
				McNair	2	0	\$0	--
				Quilchena RI	1	0	\$604,000	+ 26.3%
				Riverdale RI	1	3	\$784,700	+ 30.9%
				Saunders	0	13	\$575,900	+ 27.6%
				Sea Island	0	0	\$0	--
				Seafair	2	1	\$907,900	+ 28.1%
				South Arm	0	2	\$600,300	+ 29.0%
				Steveston North	2	4	\$604,600	+ 27.8%
				Steveston South	4	6	\$852,600	+ 27.3%
				Steveston Village	2	5	\$816,600	+ 31.7%
				Terra Nova	0	6	\$887,200	+ 27.9%
				West Cambie	3	22	\$707,900	+ 31.5%
				Westwind	1	3	\$751,400	+ 28.6%
				Woodwards	6	15	\$720,300	+ 30.4%
				TOTAL*	61	230	\$721,300	+ 27.3%

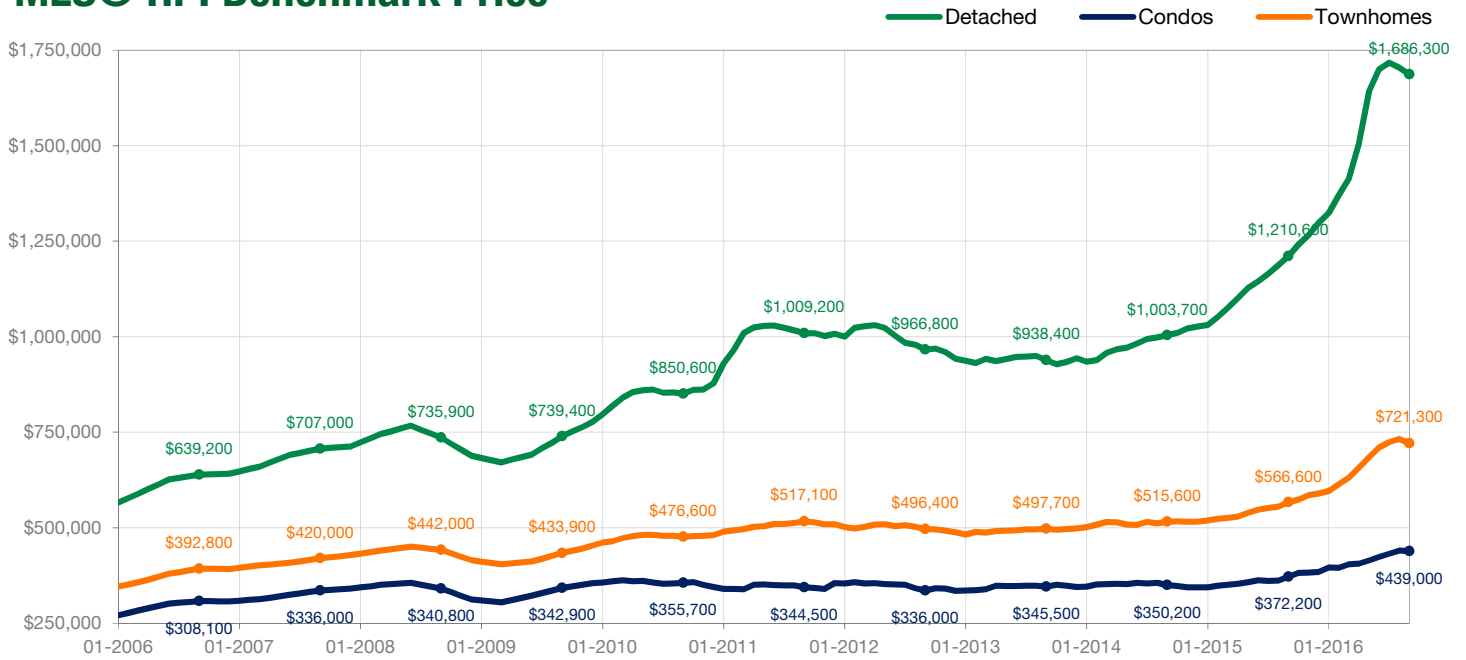
* This represents the total of the Richmond area, not the sum of the areas above.



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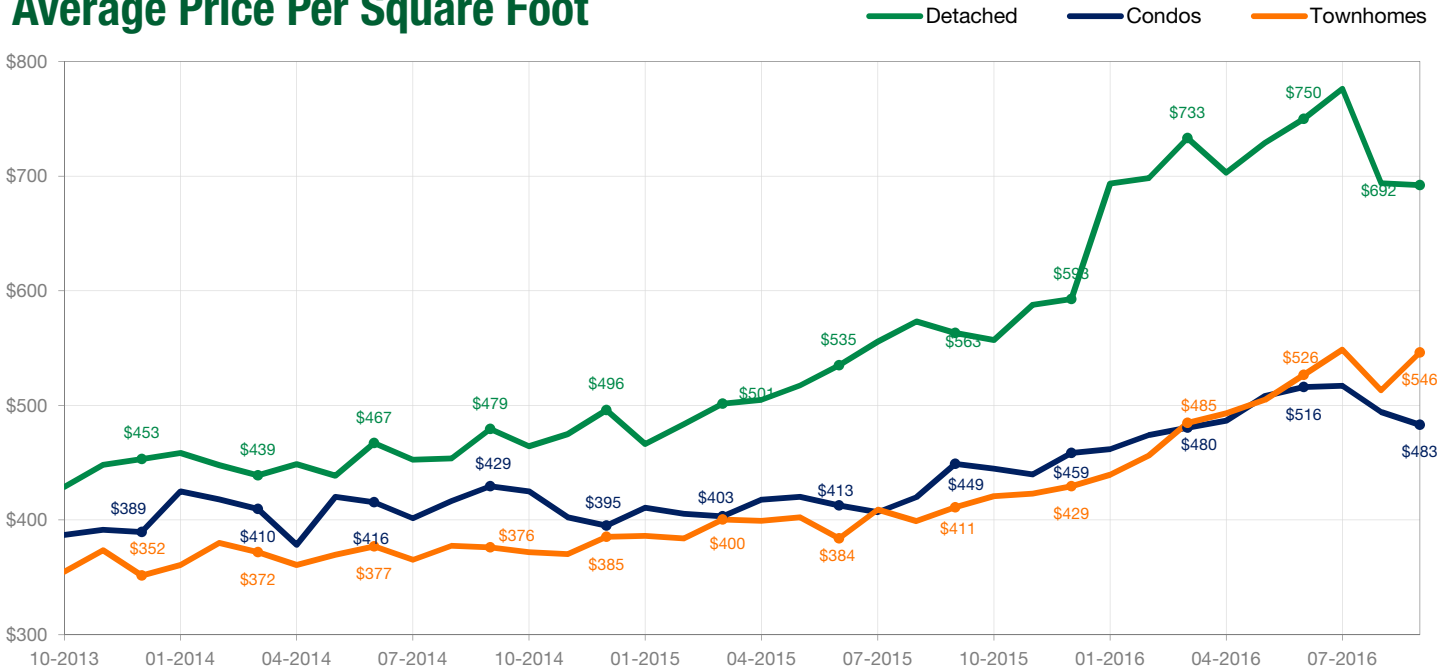
September 2016

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.

Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	4	2	50%
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	1	0	NA
600,001 – 700,000	2	0	NA
700,001 – 800,000	0	0	NA
800,001 – 900,000	1	1	100%
900,001 – 1,000,000	13	0	NA
1,000,001 – 1,250,000	28	5	18%
1,250,001 – 1,500,000	117	11	9%
1,500,001 – 1,750,000	109	19	17%
1,750,001 – 2,000,000	122	13	11%
2,000,001 – 2,250,000	38	3	8%
2,250,001 – 2,500,000	67	7	10%
2,500,001 – 2,750,000	43	5	12%
2,750,001 – 3,000,000	64	5	8%
3,000,001 – 3,500,000	45	2	4%
3,500,001 – 4,000,000	35	2	6%
4,000,001 – 4,500,000	7	2	29%
4,500,001 – 5,000,000	12	0	NA
5,000,001 & Greater	16	0	NA
TOTAL	724	77	11%

2 Bedrooms & Less	22	1	5%
3 to 4 Bedrooms	334	41	12%
5 to 6 Bedrooms	331	31	9%
7 Bedrooms & More	37	4	11%
TOTAL	724	77	11%

SnapStats® Median Data	August	September	Variance
Inventory	746	724	-3%
Solds	61	77	26%
Sale Price	\$1,670,000	\$1,792,500	7%
Sale Price SQFT	\$607	\$658	8%
Sale to List Price Ratio	99%	100%	1%
Days on Market	19	37	95%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio*
Boyd Park	24	6	25%
Bridgeport	26	2	8%
Brighthouse	8	2	25%
Brighthouse South	1	0	NA
Broadmoor	52	12	23%
East Cambie	23	1	4%
East Richmond	9	1	11%
Garden City	27	5	19%
Gilmore	7	0	NA
Granville	47	3	6%
Hamilton	14	2	14%
Ironwood	21	0	NA
Lackner	34	4	12%
McLennan	19	1	5%
McLennan North	4	0	NA
McNair	31	4	13%
Quilchena	30	5	17%
Riverdale	36	6	17%
Saunders	32	3	9%
Sea Island	5	0	NA
Seafair	67	8	12%
South Arm	19	1	5%
Steveston North	54	3	6%
Steveston South	16	1	6%
Steveston Village	11	2	18%
Terra Nova	11	0	NA
West Cambie	32	3	9%
Westwind	19	0	NA
Woodwards	45	2	4%
TOTAL	724	77	11%

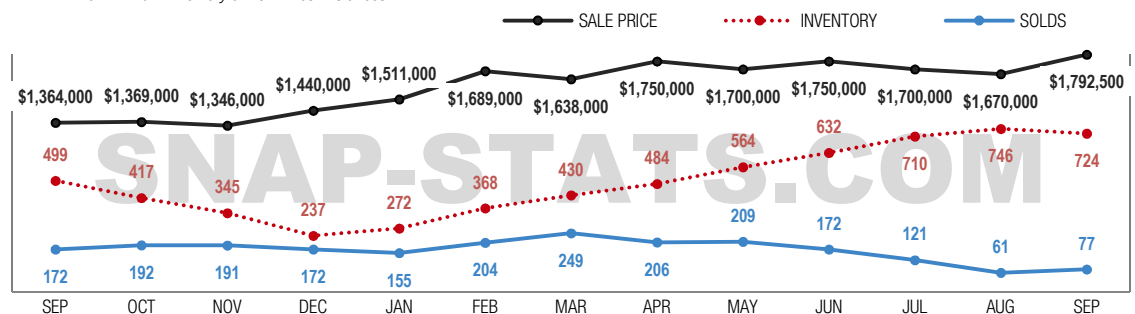
*Sales Ratio is the 'Sales-to-Active Listing' ratio (inventory) and current market speed (higher is faster.) If >100% MLS® data on October 3 reported previous month's sales exceeded current inventory count.

Market Summary

- Official Market Type **RICHMOND DETACHED**: Buyers market at 11% Sales Ratio average (1.1 in 10 homes selling rate)
- Homes are selling on average at list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 18% Sales Ratio (Balanced market)
- Buyers Best Bet** Homes between \$3 mil to \$3.5 mil, E Cambie, Granville, McLennan, South Arm, Steveston N & S and Woodwards
- Sellers Best Bet** Selling homes in Boyd Park, Brighthouse, Broadmoor and 3 to 4 bedroom properties

** With a minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	67	37	55%
300,001 – 400,000	48	35	73%
400,001 – 500,000	75	30	40%
500,001 – 600,000	86	23	27%
600,001 – 700,000	86	19	22%
700,001 – 800,000	69	21	30%
800,001 – 900,000	54	12	22%
900,001 – 1,000,000	40	9	23%
1,000,001 – 1,250,000	15	2	13%
1,250,001 – 1,500,000	16	6	38%
1,500,001 – 1,750,000	6	2	33%
1,750,001 – 2,000,000	0	0	NA
2,000,001 – 2,250,000	2	0	NA
2,250,001 – 2,500,000	1	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	1	0	NA
3,000,001 – 3,500,000	1	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	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL	570	196	34%

0 to 1 Bedroom	105	57	54%
2 Bedrooms	228	72	32%
3 Bedrooms	181	47	26%
4 Bedrooms & Greater	56	20	36%
TOTAL	570	196	34%

SnapStats® Median Data	August	September	Variance
Inventory	571	570	NA
Solds	259	196	-24%
Sale Price	\$478,000	\$492,950	3%
Sale Price SQFT	\$503	\$509	1%
Sale to List Price Ratio	100%	99%	-1%
Days on Market	12	15	25%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio*
Boyd Park	8	7	88%
Bridgeport	18	1	6%
Brighthouse	212	55	26%
Brighthouse South	70	34	49%
Broadmoor	10	8	80%
East Cambie	7	2	29%
East Richmond	4	1	25%
Garden City	8	1	13%
Gilmore	0	0	NA
Granville	13	2	15%
Hamilton	12	2	17%
Ironwood	7	1	14%
Lackner	4	0	NA
McLennan	0	0	NA
McLennan North	60	28	47%
McNair	0	2	NA
Quilchena	0	1	NA*
Riverdale	10	5	50%
Saunders	11	2	18%
Sea Island	0	0	NA
Seafair	0	2	NA*
South Arm	11	2	18%
Steveston North	5	3	60%
Steveston South	25	12	48%
Steveston Village	6	2	33%
Terra Nova	6	0	NA
West Cambie	46	16	35%
Westwind	3	1	33%
Woodwards	14	6	43%
TOTAL	570	196	34%

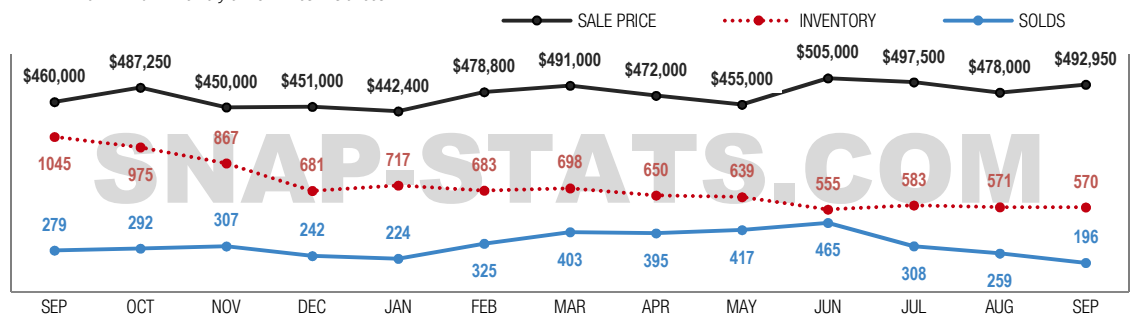
*Sales Ratio is the 'Sales-to-Active Listing' ratio (inventory) and current market speed (higher is faster.) If >100% MLS® data on October 3 reported previous month's sales exceeded current inventory count.

Market Summary

- Official Market Type **RICHMOND ATTACHED:** Sellers market at 34% Sales Ratio average (3.4 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$300,000 to \$400,000 with average 73% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1 mil to \$1.25 mil, Bridgeport, Granville, Hamilton, Saunders, South Arm and 3 bedrooms
- Sellers Best Bet** Selling homes in Boyd Park, Broadmoor and up to 1 bedroom properties

** With a minimum inventory of 10 in most instances

13 Month Market Trend



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