

NEIGHBOURHOOD COMPARISON REPORT - WEST VANCOUVER

| AREA | YEAR | AVERAGE SALES | CHANGE | AREA | YEAR | AVERAGE SALES | CHANGE | | |
|-----------------------|------|---------------|-------------|------|------------------------------|---------------|--------|-------------|-----|
| Altamont | 2016 | 24 | \$6,446,000 | 14% | Howe Sound | 2016 | 14 | \$2,276,000 | 21% |
| | 2015 | 30 | \$5,515,000 | | | 2015 | 10 | \$1,794,000 | |
| Ambleside | 2016 | 118 | \$3,185,000 | 24% | Lions Bay | 2016 | 27 | \$1,593,000 | 10% |
| | 2015 | 149 | \$2,425,000 | | | 2015 | 32 | \$1,429,000 | |
| Bayridge | 2016 | 32 | \$3,571,000 | 25% | Panorama Village | 2016 | 2 | \$5,090,000 | -4% |
| | 2015 | 29 | \$2,667,000 | | | 2015 | 4 | \$5,285,000 | |
| British Properties | 2016 | 98 | \$4,299,000 | 24% | Park Royal | 2016 | 3 | \$2,683,000 | 8% |
| | 2015 | 178 | \$3,453,000 | | | 2015 | 3 | \$2,476,000 | |
| Canterbury | 2016 | 11 | \$5,938,000 | 14% | Queens | 2016 | 33 | \$3,753,000 | 10% |
| | 2015 | 10 | \$5,120,000 | | | 2015 | 37 | \$3,389,000 | |
| Caulfeild | 2016 | 47 | \$3,880,000 | 35% | Rockridge | 2016 | 8 | \$3,951,000 | -2% |
| | 2015 | 64 | \$2,514,000 | | | 2015 | 12 | \$4,017,000 | |
| Cedardale | 2016 | 12 | \$2,909,000 | 35% | Sentinel Hill | 2016 | 32 | \$3,130,000 | 21% |
| | 2015 | 18 | \$1,895,000 | | | 2015 | 45 | \$2,473,000 | |
| Chartwell | 2016 | 37 | \$5,551,000 | 17% | Upper Caulfeild Caulfeild | 2016 | 17 | \$3,362,000 | 23% |
| | 2015 | 50 | \$4,595,000 | | | 2015 | 17 | \$2,599,000 | |
| Chelsea Park | 2016 | 3 | \$3,233,000 | -7% | Westbay/ Westmount | 2016 | 29 | \$4,660,000 | 27% |
| | 2015 | 5 | \$3,467,000 | | | 2015 | 49 | \$3,410,000 | |
| Cypress & Sandy Cove | 2016 | 13 | \$3,237,000 | 0% | Westhill | 2016 | 14 | \$4,201,000 | 14% |
| | 2015 | 23 | \$3,226,000 | | | 2015 | 12 | \$3,595,000 | |
| Cypress Park Est. | 2016 | 26 | \$3,546,000 | 30% | Whitby Estates | 2016 | 10 | \$6,165,000 | -4% |
| | 2015 | 28 | \$2,466,000 | | | 2015 | 24 | \$6,431,000 | |
| Dundarave | 2016 | 73 | \$3,994,000 | 19% | Whytecliff | 2016 | 6 | \$3,752,000 | 48% |
| | 2015 | 98 | \$3,236,000 | | | 2015 | 17 | \$1,941,000 | |
| Eagle Harbour | 2016 | 28 | \$2,263,000 | 4% | Waterfront | 2016 | 26 | \$7,311,000 | 22% |
| | 2015 | 32 | \$2,162,000 | | | 2015 | 26 | \$5,713,000 | |
| Eagleridge Gleneagles | 2016 | 22 | \$3,359,000 | 25% | Ambleside Apt | 2016 | 105 | \$755,000 | -7% |
| | 2015 | 24 | \$2,533,000 | | | 2015 | 88 | \$809,000 | |
| Glenmore | 2016 | 38 | \$2,638,000 | 25% | Dundarave Apt | 2016 | 49 | \$1,495,000 | 28% |
| | 2015 | 33 | \$1,976,000 | | | 2015 | 68 | \$1,077,000 | |
| Horseshoe Bay | 2016 | 23 | \$1,941,000 | 24% | West Vancouver | 2016 | 818 | \$3,659,000 | 17% |
| | 2015 | 26 | \$1,478,000 | | | 2015 | 1075 | \$3,024,000 | |

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| Blueridge | 2016 | 50 | \$1,581,000 | 25% | Lynn Valley | 2016 | 147 | \$1,546,000 | 19% |
| | 2015 | 55 | \$1,178,000 | | | 2015 | 196 | \$1,252,000 | |
| Boulevard | 2016 | 59 | \$1,720,000 | 12% | Norgate | 2016 | 29 | \$1,399,000 | 36% |
| | 2015 | 66 | \$1,513,000 | | | 2015 | 18 | \$902,000 | |
| Braemar | 2016 | 7 | \$2,125,000 | 13% | Northlands | 2016 | 6 | \$1,881,000 | 9% |
| | 2015 | 13 | \$1,857,000 | | | 2015 | 10 | \$1,717,000 | |
| Calverhall | 2016 | 42 | \$1,457,000 | 18% | Pemberton | 2016 | 19 | \$1,549,000 | 34% |
| | 2015 | 28 | \$1,196,000 | | | 2015 | 22 | \$1,018,000 | |
| Canyon Heights | 2016 | 127 | \$2,217,000 | 22% | Pemberton Hts. | 2016 | 42 | \$1,864,000 | 25% |
| | 2015 | 166 | \$1,725,000 | | | 2015 | 34 | \$1,400,000 | |
| Capilano | 2016 | 14 | \$1,725,000 | 13% | Princess Park | 2016 | 16 | \$1,951,000 | 30% |
| | 2015 | 26 | \$1,506,000 | | | 2015 | 23 | \$1,366,000 | |
| Central Lonsdale | 2016 | 64 | \$1,776,000 | 24% | Queensbury | 2016 | 37 | \$1,535,000 | 12% |
| | 2015 | 86 | \$1,357,000 | | | 2015 | 21 | \$1,353,000 | |
| Deep Cove | 2016 | 34 | \$1,768,000 | 26% | Roche Point | 2016 | 13 | \$1,502,000 | 24% |
| | 2015 | 51 | \$1,302,000 | | | 2015 | 11 | \$1,142,000 | |
| Delbrook | 2016 | 19 | \$2,023,000 | 24% | Seymour | 2016 | 19 | \$1,453,000 | 15% |
| | 2015 | 21 | \$1,530,000 | | | 2015 | 36 | \$1,230,000 | |
| Dollarton | 2016 | 34 | \$2,448,000 | 17% | Tempe | 2016 | 12 | \$1,620,000 | 21% |
| | 2015 | 33 | \$2,021,000 | | | 2015 | 15 | \$1,284,000 | |
| Edgemont | 2016 | 74 | \$2,527,000 | 24% | Upper Delbrook | 2016 | 22 | \$2,129,000 | 19% |
| | 2015 | 103 | \$1,924,000 | | | 2015 | 58 | \$1,726,000 | |
| Forest Hills | 2016 | 23 | \$2,447,000 | 20% | Upper Lonsdale | 2016 | 145 | \$1,871,000 | 23% |
| | 2015 | 50 | \$1,961,000 | | | 2015 | 131 | \$1,435,000 | |
| Grouse Woods | 2016 | 6 | \$1,698,000 | 19% | Westlynn/ WL Terrace | 2016 | 61 | \$1,426,000 | 18% |
| | 2015 | 15 | \$1,375,000 | | | 2015 | 67 | \$1,174,000 | |
| Hamilton | 2016 | 24 | \$1,415,000 | 18% | Windsor Park | 2016 | 20 | \$1,588,000 | 28% |
| | 2015 | 22 | \$1,157,000 | | | 2015 | 19 | \$1,143,000 | |
| Indian River | 2016 | 23 | \$1,457,000 | 18% | North Vanc. Apt. | 2016 | 1745 | \$645,000 | 17% |
| | 2015 | 22 | \$1,196,000 | | | 2015 | 1856 | \$535,000 | |
| Lower Lonsdale | 2016 | 22 | \$1,589,000 | 36% | North Vancouver | 2016 | 1235 | \$1,804,000 | 20% |
| | 2015 | 30 | \$1,013,000 | | | 2015 | 1474 | \$1,445,000 | |

TOM HASSAN HAS BEEN ONE OF THE NORTH SHORE'S TOP AGENTS FOR OVER 25 YEARS.

- #1 Agent in Ambleside, Cedardale, Dundarave, Sentinel Hill and Queens. (Based on REBGV - Units Sold)
- Ambleside homeowner since 1989.
- Lifetime resident of West Vancouver.

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ROYAL LEPAGE **Sussex**
Royal LePage Sussex - Tom Hassan

WEST VANCOUVER

HOMES

TOM HASSAN
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TROPHY CHARACTER HOMES
SAVED FROM DEMOLITION**

**SOLD
TO LOCAL
WEST
VANCOUVER
RESIDENT**

**2
OFFERS**

1195 12th Street, West Vancouver

Classic West Vancouver character home built in 1923 and offered for sale for the first time since 1974. This 11,800 square foot corner lot is one of the first full-time resident homes built in Ambleside. Originally a 2 acre estate built by Major Rush, an Officer in the British Army, this 3 bedroom home is an important piece of West Vancouver's history. Meticulously maintained and renovated over the years with great integrity to the original Craftsman style architecture of the 1920s. The completely flat lot is one of the largest lots in prime Ambleside and features mature gardens, a fish pond, detached artist studio, complete privacy and views of Lions Gate Bridge. A rare opportunity to purchase one of West Vancouver's most significant character homes. Re-zone the property into 4 separate homes using the Heritage Revitalization Agreement from District of West Vancouver or re-develop the property. This one of a kind property proves that things do indeed get better with age.

FOR FURTHER INFORMATION ON THIS PROPERTY, PLEASE CALL TOM.

\$3,398,000

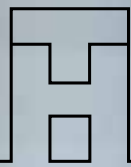
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WEST VANCOUVER

HOMES

JANUARY 2017 REAL ESTATE UPDATE

2016 was a roller coaster of a year for the residential real estate market. The year started out with out of control demand and price increases for detached houses throughout the Lower Mainland. In February and March a record 300 detached homes sold in West Vancouver; April and May was still busy with 215 homes sold but a 39% decrease; June and July dropped to 118 and November - December only 57 homes sold in West Van. Home prices peaked in April with an average 40% increase from April 2015 to April 2016.

The big news in 2016 was of course the introduction of the **Non Resident Purchase Tax of 15%** as of August 1st. The intended goal from the Provincial Government was to curb the degree of speculation in the real estate market in the Lower Mainland. There was also an introduction of non Assignment clauses for real estate contracts, an increase of the Property Purchase Tax from 2% to 3% and new mortgage restrictions. I believe the intended goal of legislation has been successful as we can see the drastic change in the volume of sales in West Vancouver.

As you can see from the arrival of your 2017 Property Assessments there is a huge increase on property values according to what your home was worth in July 2016. Many of these assessments are not in alignment with current market value and if you feel your property isn't you can appeal your assessment. If you need help please call me. **Recent home sales are already showing price corrections anywhere from 10-20%** depending on your neighbourhood, size of house and whether your home is older or brand new.

Current demand for housing in West Vancouver is still very strong. Sellers who are adjusting their prices based on the new market value (10-20% less than April 2016) are seeing strong interest and offers on their homes.

Average Price in West Vancouver in December 2016 was \$3,407,661 compared to \$3,798,055 in 2015. This is a decrease of 10%. The number of homes sold in 2016 was 834 compared to 1075 in 2015. This is a decrease of 22%. There are 288 homes listed in West Van right now compared to 309 in 2016.

What is the outlook for 2017? Call me today to get an up-to-date home evaluation. With 27 years of experience selling homes in West Vancouver, it has never been more important to choose the right Realtor to represent your real estate needs. 604-809-9777.



HAPPY NEW YEAR!

Our family wishes you a healthy and prosperous 2017.

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2205 Palmerston \$4,895,000
Brand New luxury home built by Paramax Homes. Upper Dunderave-panoramic city, water, island views. 3,750 sq.ft., 5 bedrooms, elevator, AC. Attached garage.

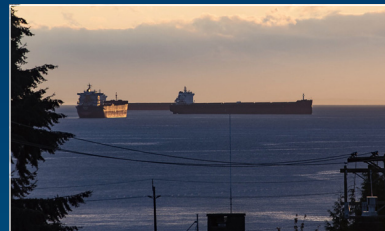
1849 22nd St. \$4,595,000
Brand new 4300 sq.ft. home built by Paramax Homes with city, bridge, water views. Ready end of March.

1465 Jefferson \$4,498,000
Brand new 3800 sq.ft. home with views built by Paramax Homes.



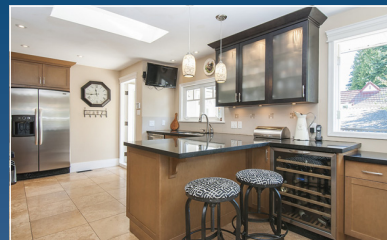
6252 St. Georges \$3,998,000
Westcoast living at its best. Craftsman style, 5,300 sq.ft. 5 bdrms, 16,177 sq.ft. lot. One of the best semi-waterfront views ever seen. Built in 2004.

308 E. 19th \$1,798,000
Prime Central Lonsdale. Great starter home. 3,200 sqft, 3 bdrm, 50x140 ft. lot.



1755 22nd Street \$3,498,000
Prime Dunderave. Ocean City Views, 4,100 sq.ft., 21 years old. 4 bedrooms + 2 bdrm suite. Walk to West Van Secondary School.

1205 Clyde Ave. \$2,988,000
Prime Lower Ambleside. 8 years old, 3,000 sq.ft., 4 bedrooms, close-in water views, 2 block walk to Ambleside beach and shopping. Shows like brand new.



1290 14th St. West Van. \$2,798,000
Hot Location in Ambleside. Renovated 4-5 bdrms, stunning new kitchen. Many recent updates including master bedroom. Walk to schools.

#102 - 3377 Capilano Cres. \$1,215,000
Canyon Views, 2 bdrms, completely renovated to perfection, level entry, 1,219 sq.ft. Complete privacy, 2 parking spots. Walk to Edgemont Village. Perfect downsizer!

#41
IN CANADA
ROYAL LEPAGE
AGENTS

INTERNATIONAL
MANDARIN
CANTONESE
ADVERTIZING

OVER
800
WEST VAN
HOMES
SOLD

25
YEARS
WEST VAN
AGENT

LPS LUXURY
PROPERTIES
SHOWCASE
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