

NEIGHBOURHOOD COMPARISON REPORT - WEST VANCOUVER									
AREA	YEAR	AVERAGE	SALES	CHANGE	AREA	YEAR	AVERAGE	SALES	CHANGE
Altamont	2018	4	\$4,075,000	-46%	Horseshoe Bay	2018	6	\$2,156,000	27%
	2017	6	\$7,580,000			2017	11	\$1,574,000	
Ambleside	2018	32	\$3,076,000	-5%	Howe Sound	2018	2	\$2,902,000	41%
	2017	47	\$3,252,000			2017	9	\$1,702,000	
Bayridge	2018	4	\$3,367,000	-24%	Lions Bay	2018	11	\$1,543,000	-17%
	2017	8	\$4,426,000			2017	21	\$1,858,000	
British Properties	2018	25	\$4,396,000	-10%	Queens	2018	8	\$3,874,000	-10%
	2017	34	\$4,868,000			2017	11	\$4,319,000	
Caulfeild	2018	14	\$3,000,000	-11%	Rockridge	2018	3	\$4,076,000	-41%
	2017	28	\$3,372,000			2017	1	\$6,925,000	
Cedardale	2018	10	\$2,582,000	11%	Sentinel Hill	2018	6	\$2,566,000	-17%
	2017	3	\$2,287,000			2017	16	\$3,092,000	
Chartwell	2018	6	\$5,610,000	-11%	Upper Caulfeild	2018	4	\$2,645,000	-19%
	2017	13	\$6,306,000			2017	3	\$3,275,000	
Chelsea Park	2018	2	\$2,955,000	26%	Westbay/ Westmount	2018	15	\$3,528,000	-15%
	2017	1	\$2,200,000			2017	21	\$4,174,000	
Cypress & Sandy Cove	2018	5	\$4,090,000	7%	Westhill	2018	2	\$4,225,000	15%
	2017	7	\$3,797,000			2017	5	\$3,606,000	
Cypress Park Est.	2018	5	\$2,349,000	-34%	Whytecliff	2018	2	\$1,900,000	-5%
	2017	10	\$3,534,000			2017	3	\$2,001,000	
Dundarave	2018	22	\$3,510,000	-6%	Waterfront	2018	5	\$6,416,000	8%
	2017	37	\$3,749,000			2017	7	\$5,872,000	
Eagle Harbour	2018	13	\$1,931,000	-11%	Ambleside Apt	2018	54	\$1,193,000	18%
	2017	27	\$2,167,000			2017	68	\$982,000	
Eagleridge Gleneagles	2018	9	\$3,059,000	10%	Dundarave Apt	2018	30	\$1,635,000	5%
	2017	15	\$2,760,000			2017	33	\$1,561,000	
Glenmore	2018	5	\$2,752,000	-20%	West Vancouver	2018	221	\$3,188,000	-12%
	2017	9	\$3,456,000			2017	385	\$3,619,000	

NEIGHBOURHOOD COMPARISON REPORT - NORTH VANCOUVER									
AREA	YEAR	AVERAGE	SALES	CHANGE	AREA	YEAR	AVERAGE	SALES	CHANGE
Blueridge	2018	27	\$1,607,000	-1%	Lynn Valley	2018	67	\$1,740,000	4%
	2017	33	\$1,627,000			2017	93	\$1,669,000	
Boulevard	2018	26	\$1,737,000	-10%	Norgate	2018	3	\$1,355,000	7%
	2017	44	\$1,931,000			2017	10	\$1,257,000	
Braemar	2018	1	\$2,425,000	9%	Lynnmore	2018	2	\$1,254,000	1%
	2017	4	\$2,206,000			2017	2	\$1,247,000	
Calverhall	2018	12	\$1,516,000	-16%	Pemberton	2018	10	\$1,485,000	10%
	2017	16	\$1,795,000			2017	9	\$1,330,000	
Canyon Heights	2018	42	\$2,147,000	0%	Pemberton Hts.	2018	17	\$1,867,000	-3%
	2017	82	\$2,154,000			2017	27	\$1,931,000	
Capilano	2018	5	\$2,325,000	0%	Princess Park	2018	5	\$1,846,000	-9%
	2017	8	\$2,333,000			2017	10	\$2,028,000	
Central Lonsdale	2018	26	\$1,747,000	-3%	Queensbury	2018	6	\$1,641,000	-8%
	2017	38	\$1,807,000			2017	17	\$1,790,000	
Deep Cove	2018	19	\$1,889,000	-2%	Roche Point	2018	7	\$1,478,000	0%
	2017	15	\$1,933,000			2017	9	\$1,474,000	
Delbrook	2018	9	\$1,879,000	-9%	Seymour	2018	9	\$2,029,000	26%
	2017	10	\$2,056,000			2017	12	\$1,492,000	
Dollarton	2018	9	\$2,469,000	-8%	Tempe	2018	3	\$1,798,000	5%
	2017	24	\$2,678,000			2017	5	\$1,706,000	
Edgemont	2018	26	\$2,547,000	-4%	Upper Delbrook	2018	15	\$2,166,000	1%
	2017	49	\$2,656,000			2017	26	\$2,151,000	
Forest Hills	2018	13	\$2,715,000	-5%	Upper Lonsdale	2018	50	\$1,969,000	5%
	2017	25	\$2,868,000			2017	70	\$1,869,000	
Grouse Woods	2018	7	\$1,788,000	-6%	Westlynn/ WL Terrace	2018	26	\$1,631,000	-2%
	2017	8	\$1,898,000			2017	40	\$1,668,000	
Hamilton	2018	13	\$1,659,000	12%	Windsor Park	2018	9	\$1,633,000	16%
	2017	18	\$1,452,000			2017	9	\$1,366,000	
Indian River	2018	6	\$1,350,000	-17%	North Vanc. Apt.	2018	956	\$813,000	7%
	2017	13	\$1,625,000			2017	1138	\$754,000	
Lower Lonsdale	2018	9	\$1,220,000	-30%	North Vancouver	2018	486	\$1,870,000	-3%
	2017	12	\$1,735,000			2017	753	\$1,932,000	



TOM HASSAN
Integrity. Every Step of the way.

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28 YEARS WEST VAN AGENT
850 OVER WEST VAN HOMES SOLD

MARKET TRENDS SEPTEMBER 2018

Welcome back from an amazing summer! I hope you and your family enjoyed the perfect weather and have created some great adventures and memories. I managed to get away with my son Jake (11) for a Father Son fishing trip on the top of Vancouver Island and my wife Genevieve and our oldest son Julian (12) went on a Karate trip to Tokyo. Ryan (8) learned to wake board and waterski on one ski.

As predicted the real estate markets Bull-Run ended shortly after the summer of 2017. So far in 2018 we have seen price corrections throughout the Lower Mainland with detached homes being the primary target. We are now starting to see apartment prices adjust as well. The primary reason being new government policies (non-resident, speculation and property purchase taxes) and mortgage stress test rules and rate increases. The biggest decreases are luxury homes over \$4M and building lots but we are seeing price adjustments throughout North and West Vancouver.

Average Detached Price in West Vancouver as of September 2018 is \$3,176,000 compared to \$3,603,000 in 2017. **A decrease of 11%**. 227 homes have sold in 2018 compared to 378 in 2017, a **decrease of 39%**. There are 560 homes listed right now compared to 481 in 2017, **an increase of 16%**. **Average Condo Price in West Van** in April 2018 is \$1,447,000 compared to \$1,345,000 in 2017. **A 7% increase.**

Average Price in North Vancouver as of September 2018 is \$1,873,000 compared to \$1,927,000 in 2017. **An decrease of 2%**. 484 Homes have sold in 2018 compared to 747 in 2017, a **decrease of 35%**. There are 386 homes listed right now compared to 285 in 2017, **an increase of 35%**. **Average Condo Price in North Van** in April 2018 is \$726,000 compared to \$651,000 in 2017. **A 11% increase.**

Average Price in Vancouver West as of September 2018 is \$3,670,000 compared to \$3,922,000 in 2017. **A decrease of 6%**. 507 homes sold in 2018 compared to 758 in 2017, a **decrease of 33%**. There are 765 homes listed right now compared to 739 in 2017, **an increase of 3%**. **Average Condo Price in Vancouver** in April is \$1,031,000 compared to \$931,000 in 2017. **A 10% increase.**

In a changing real estate market it is more important than ever to get advice from a Realtor who has experience selling and buying in challenging times. We haven't seen buying opportunities on the North Shore like we have right now for almost 10 years.

For an up-to-date evaluation of your home please feel free to contact me. As always, I thank you for all your past and future referrals. It is always a great compliment to be able to help your family and friends with their real estate needs.

Sincerely,  **www.tomhassan.com 604.809.9777**



TOM HASSAN
Team Leader & Founder



GENEVIEVE HASSAN
Listing Specialist



SUSANNA SUN
International Marketing Manager
(Unlicensed Assistant)

ROYAL LEPAGE
Sussex - Tom Hassan

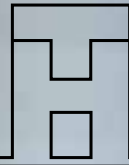
TOM HASSAN
Integrity. Every Step of the Way.
604.809.9777
TOM HASSAN.COM

Choosing a REALTOR® who **specializes in your neighbourhood** provides a definite competitive advantage when buying or selling real estate. My goal is to attain the highest sale price for your home. Whether buying or selling, I commit to providing the highest level of customer service and integrity.

This communication is not intended to cause or induce breach of an existing agency agreement.

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Sussex
Royal LePage Sussex - Tom Hassan

国语 **604.921.1166**



SOLD BY TOM IN 2018

SOLD BY TOM in 2018

2358 Orchard Lane	\$6,100,000
2342 Westhill	\$4,330,000
4488 14 th	\$4,150,000
720 Eyremount	\$4,350,000
1324 25 th	\$4,000,000
1849 22 nd	\$3,900,000
6635 Madrona	\$3,425,000
5406 Meadfeild	\$2,798,000
1185 13 th	\$2,600,000
1425 28 th	\$2,550,000
5880 Falcon	\$2,250,000
1253 Keith	\$2,120,000
550 Crestwood	\$2,049,000
2246 Bellevue	\$1,340,000
Sakinaw Lake Cabin	\$1,100,000
365 1 st	\$602,000
2024 Fullerton	\$487,000
9262 University	\$425,000
Sakinaw Lake Lot	\$330,000

LIST YOUR HOME WITH TOM EXPERIENCE + RESULTS

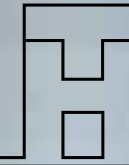
Call Tom for an up-to-date
Home Evaluation 604-809-9777

In challenging real estate markets it has never
been more important to get the advice from a
Realtor with a proven track record.

VINSON HOUSE COTTAGES

A Collection of Four Unique Homes
In Ambleside Village
Marketed by Tom Hassan

Situated on a large secluded lot in the 1400 block Gordon Avenue, within walking distance of the amenities of Ambleside Village, this collection of homes includes a restored Vinson House, a single-level Garden Suite and two new detached cottages. Vinson House Cottages combine the charm and neighbourliness of yesteryear with the modern conveniences of today. We invite you to take a closer look. Vinson House Cottages derives its name from a restored Vinson House combined with a single-level Garden Suite and two new cottages. The Laneway Cottage is located at the rear of the property, while the Garden Cottage is set within the front garden. Each of the homes has its own private garage and private and shared outdoor spaces and gardens. The four homes comprise a single strata titled development.



JUST LISTED BY TOM HASSAN



1178 Esquimalt Ave.

This Georgie Award winning almost new 4 bedroom home features one of the most panoramic unobstructed views in Lower Ambleside. This 3,043 sq.ft. 3 level home features an oversized sundeck, vaulted ceilings, air-conditioning and amazing quality finishings throughout.

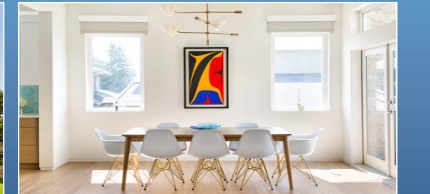
\$3,588,000



1252 Duncan St.

Stylish Contemporary brand new home in the heart of Ambleside. You will love the style of this home... This home features 3 levels. Main floor is open plan concept with top of the line gourmet kitchen with oversized pantry, top appliances overlooking private yard. Upstairs: 4 bedrooms all ensuite with four seasons style bathroom ensuite in master suite and upstairs laundry room. Down: media room and newly registered self-contained 2 bedroom suite.

\$4,198,000



1007 Prospect Ave, North Van.

Canyon Heights simple perfection. Completely re-built and effectively 11 year old 5 bedrooms on 9200 sq.ft. lot. Open family plan living, dining, gourmet kitchen w/ huge eating granite island connecting to covered sundeck overlooking private soccer field sized fenced sunny backyard. 1 bedroom legal suite.

\$2,135,000



5686 Keith Road

Calling all Families! This Eagle Harbour 3 bedroom home is located on a quiet cul-de-sac across the street from one of the best family parks in West Vancouver-Park Verdun. Enjoy tennis and street hockey courts, playground, trails and 1 block to Eagle Harbour Elementary School.

\$1,698,000



Vinson House

The Vinson House has been completely re-built and effectively brand new. One of West Van's most remarkable heritage homes has been restored. This 3 bdrm Shaughnessy style character home originally built in 1913 can be yours. Located on one of Amblesides most coveted streets. Walk to seawall, village. A must see!

\$3,189,000



1419 Gordon Ave. Garden Cottage

Brand new detached 2, 560 sq.ft. 3 bedroom home at Vinson House cottages development with frontage on Gordon Ave. Quality throughout with high end appliances. This 3 level home features a communal garden and within walking distance of Ambleside beach and village.

\$2,798,000



Sakinaw Lake Cabin

Paradise Found! 1st time offered in 35 years 4.4 acre waterfront 3 bdrm cabin w/ 578 ft of water frontage and all day sunshine. Located in one of the most desired locations on the lake. Completely flat and includes guest cottage and crown land island for added privacy. Water access cabin 5 minute boat ride from boat launch and 3 hours from West Van. One of the warmest lakes in Canada 26 celcius. Child safe swimming bay shared w/ only 4 properties. A family legacy to enjoy for years!

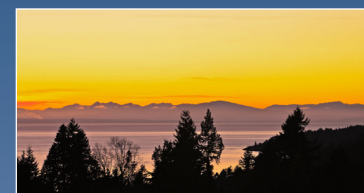
\$879,000



1421 Gordon Ave. Laneway Cottage

Brand new 3 bedroom detached house at Vinson House Development with attached garage. Quality finishing throughout, 3 levels. Excellent alternative to apartment living within blocks of Ambleside Beach and village. A must see.

\$2,598,000



2750 Rosebery Avenue

\$3,388,000



Monte Bre Crescent

\$2,695,000

