

NEIGHBOURHOOD COMPARISON REPORT - WEST VANCOUVER

AREA	YEAR	AVERAGE	SALES	CHANGE	AREA	YEAR	AVERAGE	SALES	CHANGE
Altamont	2015	30	\$5,515,000	15% ▲	Howe Sound	2015	10	\$1,794,000	-20% ▼
	2014	30	\$4,698,000			2014	8	\$2,240,000	
Ambleside	2015	146	\$2,417,000	15% ▲	Lions Bay	2015	33	\$1,428,000	26% ▲
	2014	111	\$2,050,000			2014	24	\$1,057,000	
Bayridge	2015	29	\$2,667,000	35% ▲	Panorama Village	2015	4	\$5,285,000	17% ▲
	2014	26	\$1,738,000			2014	3	\$4,408,000	
British Properties	2015	175	\$3,402,000	14% ▲	Park Royal	2015	3	\$2,476,000	31% ▲
	2014	127	\$2,931,000			2014	2	\$1,710,000	
Canterbury	2015	10	\$5,120,000	9% ▲	Queens	2015	35	\$3,333,000	22% ▲
	2014	8	\$4,676,000			2014	27	\$2,586,000	
Caulfeild	2015	64	\$2,514,000	19% ▲	Rockridge	2015	12	\$4,017,000	8% ▲
	2014	54	\$2,048,000			2014	9	\$3,685,000	
Cedardale	2015	16	\$1,869,000	-9% ▼	Sentinel Hill	2015	43	\$2,320,000	19% ▲
	2014	13	\$2,063,000			2014	34	\$1,880,000	
Chartwell	2015	49	\$4,567,000	19% ▲	Upper Caulfeild	2015	16	\$2,533,000	22% ▲
	2014	38	\$3,707,000		Caulfeild	2014	10	\$1,973,000	
Chelsea Park	2015	4	\$3,658,000	14% ▲	Westbay/ Westmount	2015	43	\$2,443,000	22% ▲
	2014	7	\$3,145,000			2014	32	\$1,899,000	
Cypress & Sandy Cove	2015	23	\$3,226,000	12% ▲	Westhill	2015	12	\$3,595,000	12% ▲
	2014	16	\$2,847,000			2014	9	\$3,172,000	
Cypress Park Est.	2015	23	\$2,297,000	23% ▲	Whitby Estates	2015	28	\$5,988,000	12% ▲
	2014	18	\$1,769,000			2014	13	\$5,247,000	
Dundarave	2015	98	\$3,216,000	16% ▲	Whytecliff	2015	17	\$1,941,000	-24% ▼
	2014	80	\$2,713,000			2014	8	\$2,559,000	
Eagle Harbour	2015	32	\$2,162,000	33% ▲	Waterfront	2015	27	\$5,156,000	7% ▲
	2014	34	\$1,457,000			2014	29	\$4,774,000	
Eagleridge Gleneagles	2015	23	\$2,176,000	-16% ▼	Ambleside Apt	2015	86	\$790,000	3% ▲
	2014	26	\$2,593,000			2014	77	\$764,000	
Glenmore	2015	31	\$1,939,000	19% ▲	Dundarave Apt	2015	67	\$1,081,000	-16% ▼
	2014	20	\$1,575,000			2014	73	\$1,282,000	
Horseshoe Bay	2015	26	\$1,478,000	12% ▲	West Vancouver	2015	1058	\$3,001,000	15% ▲
	2014	12	\$1,295,000			2014	827	\$2,549,000	

NEIGHBOURHOOD COMPARISON REPORT - NORTH VANCOUVER

AREA	YEAR	AVERAGE	SALES	CHANGE	AREA	YEAR	AVERAGE	SALES	CHANGE
Blueridge	2015	55	\$1,178,000	15% ▲	Lynn Valley	2015	195	\$1,249,000	18% ▲
	2014	55	\$1,007,000			2014	157	\$1,020,000	
Boulevard	2015	66	\$1,513,000	13% ▲	Norgate	2015	18	\$902,000	14% ▲
	2014	45	\$1,309,000			2014	21	\$778,000	
Braemar	2015	13	\$1,857,000	8% ▲	Northlands	2015	10	\$1,717,000	20% ▲
	2014	7	\$1,717,000			2014	7	\$1,373,000	
Calverhall	2015	28	\$1,196,000	20% ▲	Pemberton	2015	22	\$1,018,000	14% ▲
	2014	25	\$962,000			2014	33	\$879,000	
Canyon Heights	2015	165	\$1,719,000	19% ▲	Pemberton Hts.	2015	34	\$1,400,000	4% ▲
	2014	134	\$1,384,000			2014	40	\$1,339,000	
Capilano	2015	26	\$1,506,000	18% ▲	Princess Park	2015	23	\$1,366,000	16% ▲
	2014	16	\$1,238,000			2014	30	\$1,154,000	
Central Lonsdale	2015	86	\$1,357,000	18% ▲	Queensbury	2015	21	\$1,353,000	20% ▲
	2014	69	\$1,106,000			2014	17	\$1,082,000	
Deep Cove	2015	51	\$1,302,000	2% ▲	Roche Point	2015	11	\$1,142,000	4% ▲
	2014	47	\$1,275,000			2014	15	\$1,100,000	
Delbrook	2015	21	\$1,530,000	16% ▲	Seymour	2015	37	\$1,235,000	6% ▲
	2014	21	\$1,279,000			2014	15	\$1,164,000	
Dollarton	2015	33	\$2,021,000	29% ▲	Tempe	2015	15	\$1,284,000	9% ▲
	2014	29	\$1,436,000			2014	13	\$1,174,000	
Edgemont	2015	101	\$1,920,000	12% ▲	Upper Delbrook	2015	58	\$1,726,000	19% ▲
	2014	69	\$1,687,000			2014	36	\$1,400,000	
Forest Hills	2015	49	\$1,941,000	16% ▲	Upper Lonsdale	2015	132	\$1,437,000	17% ▲
	2014	45	\$1,621,000			2014	125	\$1,186,000	
Grouse Woods	2015	15	\$1,375,000	21% ▲	Westlynn/ WL Terrace	2015	67	\$1,174,000	19% ▲
	2014	19	\$1,086,000			2014	64	\$947,000	
Hamilton	2015	21	\$1,157,000	12% ▲	Windsor Park	2015	19	\$1,143,000	16% ▲
	2014	21	\$1,016,000			2014	18	\$962,000	
Indian River	2015	22	\$1,196,000	23% ▲	North Vanc. Apt.	2015	1838	\$534,000	7% ▲
	2014	15	\$918,000			2014	1308	\$499,000	
Lower Lonsdale	2015	29	\$1,020,000	6% ▲	North Vancouver	2015	1468	\$1,442,000	17% ▲
	2014	14	\$957,000			2014	1241	\$1,199,000	

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.

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



TOM HASSAN

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TOM HASSAN
汤姆·哈森
西温哥华房地产

ROYAL LEPAGE
Sussex

25 YEARS
WEST VAN
AGENT

OVER 750
WEST VAN
HOMES
SOLD

MARKET TRENDS JANUARY 2016

Happy New Year! I hope you enjoyed quality time over the holiday season and best wishes to you and your family in 2016! Vancouver Real Estate set a new record. In 2015, Vancouver recorded the highest annual total number of homes sold in history and 33.6% more homes sold than in 2014. Price increases throughout the Lower Mainland were up 14-24 percent depending on the type of property and neighbourhood.

By now you should have received your 2016 BC Assessment. The increases are significant **10-35%! The average 2016 Assessment increase in West Vancouver is 19%.** You can appeal your assessment but must do so before the end of January. Feel free to contact me if you have any questions on the process.

Average Price in West Vancouver in 2015 is \$3,000,000 compared to \$2,549,000 in 2014. **An increase of 15%.** 1058 homes have sold in 2015 compared to 827 in 2014. **An increase of 15%.** There are 272 homes listed right now compared to 392 in 2014, which **is a decrease of 30%.** A record number of homes sold in West Vancouver in 2015 and inventory at an all-time low means you may get top dollar for your property in 2016.

Average Price in North Vancouver in 2015 is \$1,445,000 compared to \$1,193,000 in 2014. **An increase of 21%.** 1481 homes sold in 2015 compared to 1235 in 2014. **An increase of 19%.** 83 homes are listed right now compared to 165 in 2014 which **is a decrease of 49%.** This record low inventory in North Van is driving prices UP in almost every neighbourhood.

Average Price in Vancouver West in 2015 is \$3,224,000 compared to \$2,779,000 in 2014. **An increase of 16%.** 2031 homes sold in 2015 compared to 1783 in 2014. **An increase of 13%.**

2015 was also a personal record year for my sales production. I finished the year at #4 for all Royal Le Page agents on the North Shore, #7 in British Columbia and #41 in Canada. Whether buying or selling, I commit to providing the highest level of customer service and integrity.

With so many changes with house values and assessment, this is the perfect time to get an up-to-date home evaluation. I would be pleased to offer you a no obligation and confidential summary report.

If you require any additional information, feel free to contact me.

Sincerely,

Tom

www.tomhassan.com

604.809.9777



TOM HASSAN
Team Leader & Founder



GENEVIEVE HASSAN
Listing Specialist

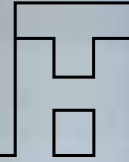


SUSANNA SUN
International Marketing Manager
(Unlicensed Assistant)

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Sussex -
Tom Hassan

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SOLD BY TOM

50 HOMES SOLD IN 2015

4369 Erwin Dr.	\$9,550,000*
1849 22nd St.	\$5,380,000*
2291 Orchard Ln.	\$5,288,000*
2550 Queens Ave.	\$4,595,000*
1620 Chippendale Rd.	\$4,480,000
1441 Chartwell Dr.	\$4,288,000
2548 Ottawa Ave.	\$3,698,000*
2342 Westhill Dr.	\$3,365,000
1198 Esquimalt Ave.	\$3,298,000*
2342 Westhill Dr.	\$3,288,000
1188 Esquimalt Ave.	\$3,150,000
2387 Kings Ave.	\$2,685,000
2740 Rosebery Ave.	\$2,598,000
504 Eastcot Rd.	\$2,580,000
1768 Inglewood Ave.	\$2,488,000
360 Moyne Dr.	\$2,485,000
1582 Rena Cres.	\$2,460,000
1429 20th St.	\$2,398,000
1255 Esquimalt Ave.	\$2,398,000
510 Newdale Pl.	\$2,388,000
5381 Westhaven Wd.	\$2,298,000
286 Stevens Dr.	\$2,288,000
970 11th St.	\$2,198,000
1777 Mathers Ave.	\$2,198,000
1775 Haywood Ave.	\$2,186,000
510 Newdale Pl.	\$2,098,000
4646 Piccadilly N.	\$1,998,000
1325 Ottaburn Rd.	\$1,985,000
1342 Fulton Ave.	\$1,950,000
6465 Wellington Ave.	\$1,895,000
818 Younette Dr.	\$1,780,000
415 E. 11th St. N. Van.	\$1,768,000
4695 Piccadilly N.	\$1,699,000
1356 Fulton Ave.	\$1,685,000
2358 Marine Dr.	\$1,600,000
910 Kings Ave.	\$1,599,000
715 Crystal Ct. N. Van.	\$1,599,000
7-2555 Skilift Rd.	\$1,590,000
5256 Malaspina Pl. N. Van.	\$1,388,000
1858 Bellevue Ave.	\$1,210,000
458 E. 11th St. N. Van.	\$1,149,000
5857 Marine Dr.	\$998,000
1002-1288 Alberni St. Van.	\$725,000

*Record Prices!

LIST YOUR HOME WITH TOM EXPERIENCE + RESULTS

25

YEARS
WEST VAN
AGENT

50

YEARS
WEST VAN
RESIDENT

OVER
800
WEST VAN
HOMES
SOLD

#4

IN WEST VAN.
ROYAL LEPAGE
AGENTS

#7

IN BC
ROYAL LEPAGE
AGENTS

#41

IN CANADA
ROYAL LEPAGE
AGENTS

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LPS LUXURY
PROPERTIES
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BEIJING

INTERNATIONAL
MANDARIN
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ADVERTIZING

"Tom has proved himself to be both a knowledgeable and tough negotiator whose honesty and integrity I have grown to trust and appreciate"

Jim Pattison, CEO, The Jim Pattison Group

FAMILY UPDATE



Happy
New Year!
...from the
Hassan Family



2016 BC ASSESSMENTS SUMMARY

Neighbourhood	2015-2016 Average Percentage Change	Average Assessed Value in 2016	Average Assessed Value in 2015	2015-2016 Average Value Change
Park Royal	23.3%	\$ 2,005,000.00	\$ 1,632,000.00	\$ 373,000.00
Ambleside	22.5%	\$ 2,337,000.00	\$ 1,914,000.00	\$ 423,000.00
Sentinel Hill	19.2%	\$ 2,067,000.00	\$ 1,746,000.00	\$ 320,890.00
Cedardale	22.5%	\$ 1,826,000.00	\$ 1,493,000.00	\$ 333,000.00
Dundarave	25.7%	\$ 3,039,000.00	\$ 2,449,000.00	\$ 590,748.00
Queens	23.2%	\$ 3,180,000.00	\$ 2,581,000.00	\$ 598,000.00
Altamont	17.8%	\$ 4,654,000.00	\$ 4,070,000.00	\$ 583,987.00
Westmount	16.6%	\$ 3,161,000.00	\$ 2,747,000.00	\$ 414,000.00
Sandy Cove	20.1%	\$ 3,689,000.00	\$ 3,128,000.00	\$ 560,000.00
Bayridge	29.1%	\$ 2,378,000.00	\$ 1,859,000.00	\$ 518,821.00
Cypress	20.9%	\$ 3,900,000.00	\$ 3,314,000.00	\$ 585,000.00
Rockridge	16.1%	\$ 3,652,000.00	\$ 2,658,000.00	\$ 393,000.00
Caulfeild	16.5%	\$ 2,345,000.00	\$ 2,009,000.00	\$ 336,000.00
Olde Caulfeild	10.7%	\$ 2,469,000.00	\$ 2,228,000.00	\$ 240,000.00
Upper Caulfeild	17.1%	\$ 2,060,000.00	\$ 1,741,000.00	\$ 319,300.00
Eagle Harbour	16.3%	\$ 1,546,000.00	\$ 1,335,000.00	\$ 211,100.00
Gleneagles	13.6%	\$ 2,552,000.00	\$ 2,236,000.00	\$ 316,000.00
Horseshoe Bay	16.5%	\$ 1,222,000.00	\$ 1,050,000.00	\$ 172,000.00
Whytecliff	16.4%	\$ 2,268,000.00	\$ 1,861,000.00	\$ 406,000.00
Chartwell	26.5%	\$ 4,120,000.00	\$ 3,280,000.00	\$ 839,705.00
British Properties	19.6%	\$ 3,156,000.00	\$ 2,680,000.00	\$ 476,000.00
Glenmore	35.3%	\$ 1,862,000.00	\$ 1,395,000.00	\$ 467,000.00
Canterbury	21.0%	\$ 5,094,000.00	\$ 4,227,000.00	\$ 866,000.00
Westhill	21.0%	\$ 3,809,000.00	\$ 3,155,000.00	\$ 653,000.00
Chelsea	6.4%	\$ 3,578,000.00	\$ 3,350,000.00	\$ 225,328.00
Cypress Park Estate	18.6%	\$ 2,520,000.00	\$ 2,131,000.00	\$ 389,000.00
Whitby Estate	21.1%	\$ 5,420,000.00	\$ 4,505,000.00	\$ 914,000.00

LISTED BY TOM HASSAN

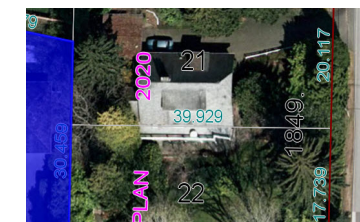


1485 Ottawa Ave.

Luxury Brand New 2-year-old Home with panoramic ocean, city and bridge view in Ambleside. Built in 2013, this 5 bedroom, 6 bathroom home is 4,069 sq.ft. and is located in West Van's most desirable location. 2-5-10 Home Warranty. Within blocks to WVan and Sentinel Secondary, Ridgeview School.



3,895,000



1849 22nd St.

Double lot - Construction to begin on 2 new luxury homes on Feb. 1st. Panoramic views of Lions Gate Bridge, city, harbour and Vancouver Island. Build yourself or with experienced local luxury home contractor Latitude Ventures. Call Tom for details.



2205 Palmerston Ave.