

TOM HASSAN
 汤姆·哈森
 西温哥华房地产

WEST VANCOUVER

OVER
750+
WEST VAN
HOMES
SOLD

50
YEARS
WEST VAN
RESIDENT

25
YEARS
WEST VAN
AGENT



TOM HASSAN
Team Leader & Founder



GENEVIEVE HASSAN
Listing Specialist



SUSANNA SUN
International Marketing Manager
(Licensed Assistant)

ROYAL LEPAGE
Sussex -
Tom Hassan

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

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ROYAL LEPAGE
Sussex

25
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WEST VAN
AGENT

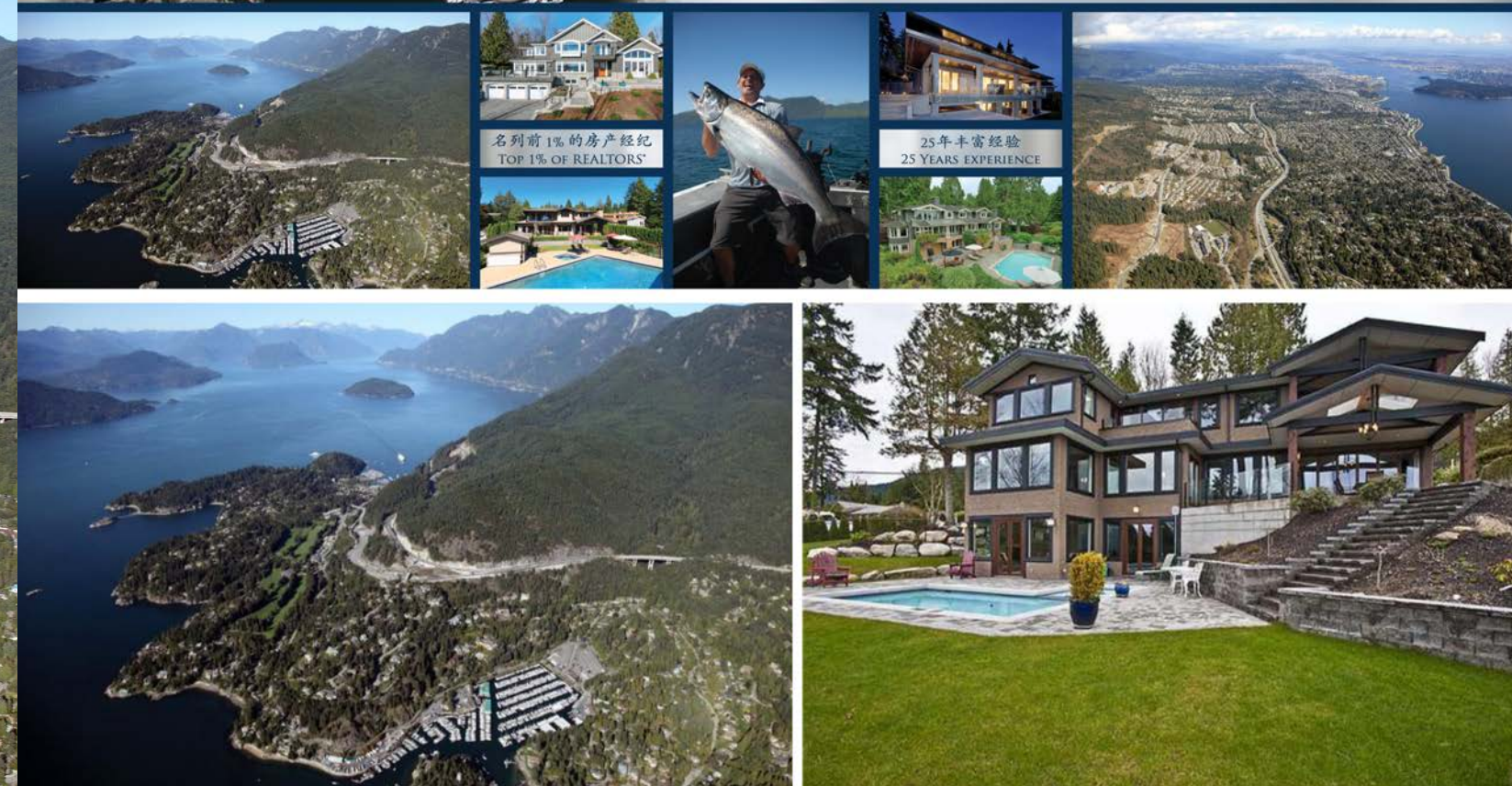
OVER
750
WEST VAN
HOMES
SOLD

MARKET TRENDS JUNE 2015



VANCOUVER

IS RANKED #1 IN NORTH AMERICA'S MOST LIVABLE CITIES. #3 IN WORLD.
CANADA'S EDUCATION SYSTEM RANKED #5 IN WORLD.



名列前 1% 的房产经纪
TOP 1% OF REALTORS*

25年丰富经验
25 YEARS EXPERIENCE



MARKET TRENDS, JUNE

I have just come back from a one week real estate convention in China. I attended the Luxury Properties Showcase in Beijing. This is one of the largest attended luxury real estate conventions of the year with 90 exhibitors including myself. My wife Genevieve, my Assistant, Susanna Sun (who is from Beijing) and I attended this show from April 24-26th. We had a large booth strategically located and had over 1,500 people visit our booth. We presented my listing inventory of West and North Vancouver homes and several high-end apartment projects throughout the Lower Mainland. I also did a formal presentation as one of the key note speakers at the convention. We had a Mandarin video produced of Vancouver with interviews with several of my clients which can be seen on my website under the SOCIAL tab of my home page (www.tomhassan.com).

Real estate price increases show no signs of stopping in 2015. We continue to see price appreciation throughout the Lower Mainland and a shortage of listing inventory which is driving up prices in almost all neighbourhoods.

Average Price in West Vancouver in 2015 is \$2,716,000 compared to \$2,446,000 in 2014. **An increase of 11%.** 364 homes have sold so far in 2015 compared to 244 at the same time in 2014. **An increase of 49%.** There are 481 homes listed right now compared to 511 in 2014, **a decrease of 5%.**

Average Price in North Vancouver in 2015 is \$1,375,000 compared to \$1,213,000 in 2014. **An increase of 13%.** 529 homes have sold so far in 2015 compared to 423 at the same time in 2014. **An increase of 25%.** There are 265 homes listed right now compared to 409 in 2014, **a decrease of 35%.**

Average Price in Vancouver West in 2015 is \$3,000,000 compared to \$2,698,000 in 2014. **An increase of 11%.** 814 homes sold so far in 2015 compared to 797 in 2014. **A 2% increase.**

Call me today for an up-to-date Market Evaluation.

www.tomhassan.com 604.809.9777

国语 604.921.1166

Sincerely,
Tom



TOM HASSAN

Integrity. Every step of the way.

ROYAL LEPAGE
Sussex

FIVE YEAR TREND CHARTS

SnapStats®
DETACHED (HOUSES)

WEST VANCOUVER

5 YEAR 2015

Neighbourhood	2010	2011	2012	2013	2014	Variance 2014 vs 2013	Variance 2014 vs 2010
Altamont	\$3,160,000	\$2,437,500	\$3,285,500	\$2,604,000	\$4,188,000	61%	33%
Ambleside	\$1,351,000	\$1,575,000	\$1,700,000	\$1,750,000	\$1,833,168	5%	36%
Bayridge	\$1,290,000	\$1,500,000	\$1,680,000	\$1,800,000	\$1,600,000	-11%	24%
British Properties	\$1,598,000	\$1,957,500	\$2,550,000	\$2,400,000	\$2,424,000	1%	52%
Canterbury	\$3,625,000	\$3,677,500	\$3,522,500	\$4,170,000	\$4,060,000	-3%	12%
Caulfield	\$1,437,500	\$1,456,000	\$1,807,500	\$1,738,500	\$1,654,500	-5%	15%
Cedardale	\$1,110,000	\$1,363,000	\$1,652,500	\$1,420,000	\$1,610,000	13%	45%
Chartwell	\$2,160,000	\$2,478,000	\$3,125,000	\$3,400,000	\$3,260,000	-4%	51%
Chelsea Park	\$2,115,000	\$2,708,000	\$1,610,000	\$1,790,000	\$3,350,000	87%	58%
Cypress	\$1,958,000	\$2,290,000	\$1,919,000	\$1,242,500	\$1,700,216	37%	-13%
Cypress Park Estates	\$1,265,000	\$1,413,500	\$1,757,500	\$1,610,000	\$1,600,000	-1%	26%
Deer Ridge	\$0	\$1,757,000	\$0	\$0	\$2,510,000	NA	NA
Dundarave	\$1,560,000	\$1,980,000	\$1,930,000	\$2,250,000	\$2,372,500	5%	52%
Eagle Harbour	\$1,141,250	\$1,240,000	\$1,265,000	\$1,093,000	\$1,220,000	12%	7%
Eagleridge	\$1,865,000	\$1,580,000	\$1,563,000	\$2,190,250	\$1,880,000	-14%	1%
Furry Creek	\$1,027,500	\$1,537,500	\$1,010,000	\$1,144,000	\$1,250,000	9%	22%
Gleneagles	\$1,100,000	\$1,697,500	\$1,980,000	\$1,675,000	\$2,175,000	30%	98%
Glenmore	\$1,007,500	\$1,150,000	\$1,176,000	\$1,250,000	\$1,479,000	18%	47%
Horseshoe Bay	\$870,000	\$954,999	\$1,099,000	\$1,040,000	\$1,206,500	16%	39%
Howe Sound	\$1,375,000	\$1,800,000	\$1,950,000	\$1,180,000	\$2,250,000	91%	64%
Lions Bay	\$985,000	\$946,000	\$1,070,000	\$854,000	\$921,250	8%	-6%
Old Caulfield	\$1,865,000	\$1,587,000	\$2,300,000	\$1,540,000	\$1,700,000	10%	-9%
Panorama Village	\$3,328,000	\$3,200,000	\$5,048,000	\$0	\$4,338,000	NA	30%
Park Royal	\$1,157,000	\$1,461,000	\$1,892,000	\$1,260,000	\$1,710,000	36%	48%
Porteau Cove	\$0	\$0	\$0	\$0	\$0	NA	NA
Queens	\$1,556,000	\$2,250,000	\$2,885,000	\$2,384,000	\$2,500,000	5%	61%
Rockridge	\$1,425,000	\$3,600,000	\$4,100,000	\$3,818,000	\$3,200,000	-16%	125%
Sandy Cove	\$1,100,000	\$3,355,000	\$1,838,000	\$1,875,000	\$2,600,000	39%	136%
Sentinel Hill	\$1,358,750	\$1,405,000	\$1,395,000	\$1,755,000	\$1,865,000	6%	37%
Upper Caulfield	\$1,575,000	\$1,549,000	\$1,921,500	\$1,922,500	\$1,820,000	-5%	16%
West Bay	\$1,662,500	\$1,900,000	\$1,852,000	\$2,679,944	\$3,650,000	36%	120%
Westhill	\$2,168,000	\$2,215,000	\$2,860,000	\$2,450,000	\$3,394,000	39%	57%
Westmount	\$1,250,000	\$2,555,000	\$2,235,000	\$2,850,000	\$2,684,800	-6%	115%
Whitby Estates	\$3,359,000	\$3,909,000	\$4,715,000	\$4,225,000	\$5,175,000	22%	54%
Whytecliff	\$927,500	\$1,150,000	\$1,250,000	\$1,602,500	\$2,050,000	28%	121%
Sale Price	\$1,485,000	\$1,775,000	\$1,882,500	\$1,927,500	\$2,110,879	10%	42%
Sale Price SQFT	\$470	\$556	\$603	\$574	\$618	8%	31%
Sale to List Price %	99%	99%	96%	94%	96%	2%	-3%
Days on Market	39	20	31	41	38	-7%	-3%
Units Sold	707	1,149	596	758	818	8%	16%

SnapStats®
DETACHED (HOUSES)

NORTH VANCOUVER

5 YEAR 2015

Neighbourhood	2010	2011	2012	2013	2014	Variance 2014 vs 2013	Variance 2014 vs 2010
Blueridge	\$920,000	\$903,000	\$889,000	\$968,000	\$983,000	2%	7%
Boulevard	\$878,000	\$890,000	\$861,000	\$975,000	\$1,202,500	23%	37%
Braemar	\$1,422,500	\$1,485,000	\$1,547,500	\$1,450,000	\$1,629,444	12%	15%
Calverhall	\$742,500	\$808,000	\$847,500	\$840,000	\$874,000	4%	18%
Canyon Heights	\$1,008,750	\$1,115,000	\$1,177,000	\$1,174,000	\$1,250,000	6%	24%
Capilano	\$865,000	\$946,250	\$1,037,500	\$1,040,000	\$1,155,000	11%	34%
Central Lonsdale	\$854,950	\$870,000	\$889,000	\$853,500	\$1,000,000	17%	17%
Deep Cove	\$820,000	\$1,066,500	\$968,400	\$978,750	\$1,020,000	4%	24%
Delbrook	\$1,009,000	\$980,000	\$1,110,000	\$1,178,000	\$1,265,000	7%	25%
Dollarton	\$867,000	\$900,800	\$1,062,000	\$990,000	\$1,162,500	17%	34%
Edgemont	\$960,100	\$1,201,500	\$1,266,500	\$1,326,000	\$1,497,500	13%	56%
Forest Hills	\$982,500	\$1,195,000	\$1,375,000	\$1,300,544	\$1,455,000	12%	48%
Grouse Woods	\$1,025,000	\$1,131,000	\$1,066,000	\$999,000	\$1,130,000	13%	10%
Hamilton	\$749,500	\$865,000	\$815,000	\$887,500	\$940,000	6%	25%
Hamilton Heights	\$709,888	\$809,000	\$892,500	\$768,000	\$185,000	-76%	-74%
Indian Arm	\$262,500	\$0	\$537,450	\$459,000	\$435,000	-5%	66%
Indian River	\$875,000	\$891,000	\$900,000	\$856,000	\$892,000	4%	2%
Lower Lonsdale	\$703,000	\$781,000	\$870,000	\$880,000	\$820,000	-7%	17%
Lynn Valley	\$800,000	\$867,000	\$885,000	\$894,500	\$927,500	4%	16%
Lynnmoor	\$644,500	\$759,000	\$817,500	\$680,000	\$728,800	7%	13%
Norgate	\$615,000	\$729,000	\$784,000	\$770,000	\$800,000	4%	30%
Northlands	\$1,195,000	\$1,620,000	\$1,650,000	\$1,287,650	\$1,305,000	1%	9%
Pemberton Heights	\$1,035,000	\$897,500	\$979,000	\$1,010,400	\$1,280,000	27%	24%
Pemberton	\$653,750	\$745,000	\$825,000	\$823,000	\$843,800	3%	29%
Princess Park	\$840,000	\$996,250	\$950,000	\$964,000	\$1,082,500	12%	29%
Queensbury	\$718,000	\$720,550	\$937,500	\$852,500	\$929,500	9%	29%
Roche Point	\$805,000	\$825,000	\$828,000	\$839,500	\$900,000	7%	12%
Seymour	\$785,000	\$854,500	\$965,000	\$843,500	\$979,300	16%	25%
Tempe	\$952,500	\$958,000	\$1,100,000	\$1,065,000	\$1,160,000	9%	22%
Upper Delbrook	\$980,000	\$1,170,000	\$1,170,000	\$1,120,000	\$1,285,900	15%	31%
Upper Lonsdale	\$944,000	\$987,000	\$1,000,000	\$937,050	\$1,100,000	17%	17%
Westlynn	\$756,500	\$775,750	\$840,000	\$805,000	\$880,000	9%	16%
Westlynn Terrace	\$802,000	\$880,000	\$926,000	\$933,000	\$1,125,000	21%	40%
Windsor Park	\$805,000	\$820,000	\$828,000	\$799,000	\$889,950	11%	11%
Woodlands-Sunshine Cascade	\$1,592,500	\$1,500,000	\$1,164,000	\$0	\$1,544,500	NA	-3%
Sale Price	\$870,000	\$930,000	\$988,000	\$970,000	\$1,107,658	14%	27%
Sale Price SQFT	\$364	\$384	\$397	\$388	\$426	10%	17%
Sale to List Price %	99%	99%	97%	99%	99%	2%	0%
Days on Market	19	17	18	24	18	-25%	-5%
Units Sold	942	1,179	919	1,085	1,236	14%	31%

NEIGHBOURHOOD COMPARISON REPORT - WEST VANCOUVER									
AREA	YEAR	AVERAGE	SALES	CHANGE	AREA	YEAR	AVERAGE	SALES	CHANGE
Altamont	2015	8	\$4,262,000	-11% ▼	Howe Sound	2015	2	\$2,177,000	-11% ▼
	2014	10	\$4,788,000			2014	4	\$2,436,000	
Ambleside	2015	53	\$2,329,000	16% ▲	Lions Bay	2015	9	\$1,569,000	37% ▲
	2014	37	\$1,958,000			2014	7	\$987,000	
Bayridge	2015	11	\$2,704,000	36% ▲	Queens	2015	16	\$3,333,000	23% ▲
	2014	10	\$1,742,000			2014	7	\$2,583,000	
British Properties	2015	63	\$3,155,000	18% ▲	Sentinel Hill	2015	17	\$2,266,000	13% ▲
	2014	41	\$2,579,000			2014	9	\$1,979,000	
Canterbury	2015	4	\$4,737,000	4% ▲	Upper Caulfeild	2015	7	\$2,170,000	2% ▲
	2014	5	\$4,552,000			2014	3	\$2,133,000	
Caulfeild	2015	18	\$2,427,000	16% ▲	Westbay/Westmount	2015	21	\$3,358,000	11% ▲
	2014	18	\$2,040,000			2014	14	\$2,999,000	
Cedardale	2015	6	\$1,662,000	13% ▲	Westhill	2015	4	\$3,292,000	1% ▲
	2014	3	\$1,448,000			2014	3	\$3,262,000	
Chartwell	2015	21	\$4,075,000	14% ▲	Whitby Estates	2015	9	\$6,814,000	11% ▲
	2014	14	\$3,515,000			2014	6	\$6,080,000	
Cypress & Sandy Cove	2015	10	\$2,627,000	-24% ▼	Whytecliff	2015	9	\$1,686,000	-44% ▼
	2014	6	\$3,460,000			2014	4	\$3,027,000	
Cypress Park Est.	2015	6	\$2,195,000	26% ▲	Waterfront	2015	5	\$5,441,000	28% ▲
	2014	7	\$1,626,000			2014	14	\$3,933,000	
Dundarave	2015	40	\$2,738,000	15% ▲	Ambleside Apt	2015	26	\$836,000	1% ▲
	2014	28	\$2,339,000			2014	22	\$827,000	
Eagle Harbour	2015	10	\$1,515,000	1% ▲	Dundarave Apt	2015	20	\$1,146,000	-18% ▼
	2014	12	\$1,501,000			2014	27	\$1,400,000	
Eagleridge Gleneagles	2015	5	\$1,578,000	-44% ▼	West Vancouver	2015	384	\$2,793,000	10% ▲
	2014	13	\$2,840,000			2014	278	\$2,510,000	
Glenmore	2015	13	\$1,884,000	0%					

NEIGHBOURHOOD COMPARISON REPORT - NORTH VANCOUVER									
AREA	YEAR	AVERAGE	SALES	CHANGE	AREA	YEAR	AVERAGE	SALES	CHANGE
Blueridge	2015	28	\$1,094,000	8% ▲	Lynn Valley	2015	83	\$1,211,000	17% ▲
	2014	19	\$1,005,000			2014	61	\$1,005,000	
Boulevard	2015	25	\$1,503,000	4% ▲	Norgate	2015	8	\$850,000	13% ▲
	2014	19	\$1,437,000			2014	9	\$743,000	
Braemar	2015	3	\$1,607,000	6% ▲	Northlands	2015	3	\$1,587,000	4% ▲
	2014	1	\$1,508,000			2014	2	\$1,527,000	
Calverhall	2015	8	\$1,007,000	9% ▲	Pemberton	2015	9	\$920,000	5% ▲
	2014	10	\$921,000			2014	11	\$872,000	
Canyon Heights	2015	68	\$1,617,000	12% ▲	Pemberton Hts.	2015	16	\$1,402,000	6% ▲
	2014	52	\$1,428,000			2014	16	\$1,315,000	
Capilano	2015	9	\$1,476,000	43% ▲	Princess Park	2015	8	\$1,259,000	23% ▲
	2014	2	\$837,000			2014	12	\$974,000	
Central Lonsdale	2015	38	\$1,228,000	8% ▲	Queensbury	2015	5	\$1,013,000	-2% ▼
	2014	32	\$1,124,000			2014	9	\$1,036,000	
Deep Cove	2051	14	\$1,254,000	-13% ▼	Roche Point	2015	2	\$930,000	-1% ▼
	2014	18	\$1,435,000			2014	5	\$939,000	
Delbrook	2015	12	\$1,515,000	24% ▲	Seymour	2015	7	\$1,287,000	24% ▲
	2014	8	\$1,155,000			2014	7	\$981,000	
Dollarton	2015	14	\$1,992,000	17% ▲	Tempe	2015	5	\$1,243,000	11% ▲
	2014	9	\$1,658,000			2014	8	\$1,106,000	
Edgemont	2015	44	\$1,748,000	-3% ▼	Upper Delbrook	2015	26	\$1,628,000	16% ▲
	2014	24	\$1,797,000			2014	16	\$1,366,000	
Forest Hills	2015	27	\$1,799,000	16% ▲	Upper Lonsdale	2015	49	\$1,259,000	5% ▲
	2014	24	\$1,504,000			2014	49	\$1,193,000	
Grouse Woods	2015	3	\$1,283,000	18% ▲	Westlynn/ WL Terrace	2015	27	\$1,073,000	15% ▲
	2014	9	\$1,049,000			2014	29	\$916,000	
Hamilton	2015	8	\$1,213,000	22% ▲	North Vanc. Apt.	2015	631	\$533,000	8% ▲
	2014	13	\$944,000			2014	453	\$493,000	
Indian River	2015	9	\$1,080,000	18% ▲	North Vancouver	2015	584	\$1,370,000	13% ▲
	2014	5	\$883,000			2014	495	\$1,191,000	
Lower Lonsdale	2015	8	\$972,000	-4% ▼					
	2014	6	\$1,013,000						

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.

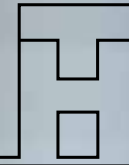
Choosing a REALTOR® who **specializes in your neighbourhood** provides a definite competitive advantage when buying or selling real estate. My goal is to attain the highest sale price for your home. Whether buying or selling, I commit to providing the highest level of customer service and integrity.

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

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

• #1 Agent in Ambleside, Cedardale, Dundarave, Sentinel Hill and Queens, 2011 (Based on REBGV- Units Sold)





SOLD BY TOM HASSAN IN 2015



2291 Orchard
\$5,288,000



1620 Chippendale
\$4,480,000



1159 Eyremount
\$4,500,000



1441 Chartwell
\$4,288,000



2342 Westhill
\$3,200,000



504 Eastcot
\$2,580,000



2387 Kings
\$2,685,000



1768 Inglewood
\$2,200,000



1777 Mathers
\$2,170,000



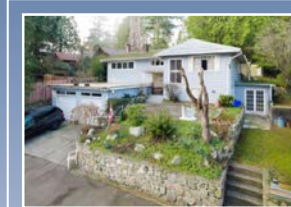
970 11th
\$2,040,000



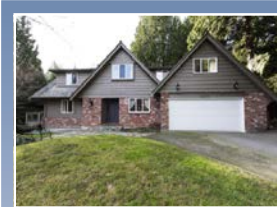
286 Stevens
\$2,288,000



4646 Piccadilly N.
\$1,998,000



6465 Wellington
\$1,895,000



4695 Piccadilly N.
\$1,689,000



818 Younette
\$1,780,000



415 E. 11th
\$1,758,000



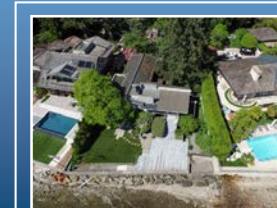
LISTED BY TOM HASSAN



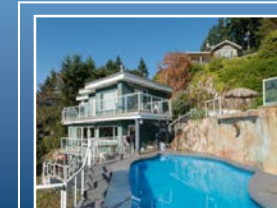
771 Westcot
\$1,888,000



910 Kings
\$1,599,000



Erwin Drive
\$9,550,000



6220 St. Goerges
\$2,299,000



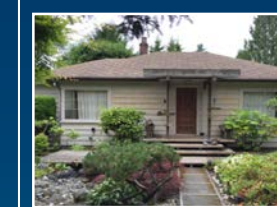
1858 Bellevue
\$1,210,000



1188 Esquimalt
\$3,150,000



1198 Esquimalt
\$3,298,000



1356 Fulton
\$1,685,000



FAMILY UPDATE



Julian (9), Jake (8), Ryan (5) Julian is playing on a field hockey team while Jake and Ryan are playing farm baseball and T-ball.