

BUYER COMPARATIVE MARKET ANALYSIS

3628 McKay Drive

West Cambie, Richmond / The Oaks



ESTIMATED MARKET VALUE

\$1,530,000

\$612/SF | 6.25% below BC Assessment

2026 BC Assessment: \$1,632,000

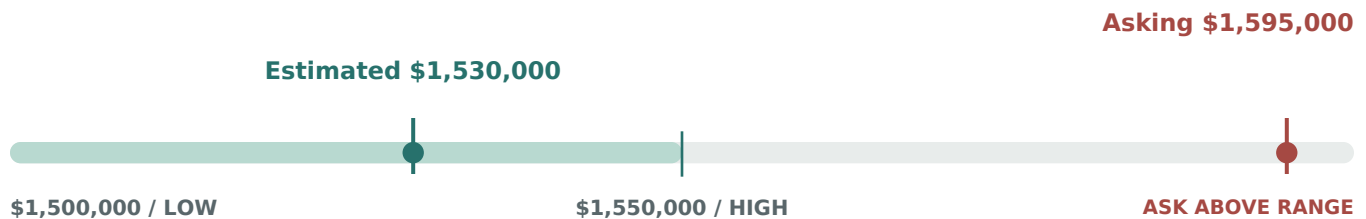
CURRENT ASKING PRICE

\$1,595,000

\$638/SF | 2.27% below BC Assessment

\$65,000 above estimated value

ESTIMATED MARKET VALUE RANGE



The asking price is \$65,000 (4.2%) above the \$1,530,000 estimate and \$45,000 above the top of the \$1,500,000-\$1,550,000 range. The estimate sits 60% of the way from low to high.

BUYER COMPARATIVE MARKET ANALYSIS

Property details

HOME

2,500 SF

LOT

4,364 SF

LAYOUT

5 beds / 2.5 baths

BUILT

1993



Well-maintained home with exterior updates

The home is well maintained, with an updated roof and recent exterior painting. Features include radiant hot-water heat, a double side-by-side garage and a west rear yard. The main floor has a bedroom and powder room. There is no air conditioning. Overall condition is better than 4491 Carter Drive, which is likely to require extensive renovations.



Interior-street position

The home does not directly front Cambie Road. Map geometry places Cambie Road about 110 m away and Highway 99 about 500 m away, measured to road centrelines. These are approximate distances, not noise measurements.

Same-street comparables share much of this setting. No separate blanket road discount is added. Direct highway/arterial frontage or a driveway-facing position is considered where relevant to each comparable.

2026 BC Assessment: \$1,632,000 (\$1,301,000 land + \$331,000 improvements). Estimated value: \$612/SF and 6.25% below assessment. Current ask: \$638/SF and 2.27% below assessment.

[View subject listing](#)

[Map: OpenStreetMap contributors](#)

BUYER COMPARATIVE MARKET ANALYSIS

Closest comparable sales

Similar-era homes with closely matched living area and lot size. All three are verified closed sales in the supplied Paragon report.



CLOSED SALE

2026-05-04

[View supplied sales](#)

MOST DIRECT / SAME STREET

3555 McKay Drive

\$1,540,500 \$645/SF | -1.2% vs assessment

4 beds / 3 baths | 2,388 SF | 4,131 SF lot | 1990

BC Assessment \$1,560,000 | 4 DOM | R3118152

112 SF smaller and a slightly smaller lot. Fresh paint and flooring; near-new tankless heating. Similar two-storey layout with 2 full baths plus a powder room.



CLOSED SALE

2026-03-18

[View supplied sales](#)

MOST DIRECT / SIZE & LOT MATCH

3606 McKay Drive

\$1,553,000 \$611/SF | -2.0% vs assessment

4 beds / 3 baths | 2,541 SF | 4,360 SF lot | 1990

BC Assessment \$1,585,000 | 7 DOM | R3099047

Almost the same home and lot size; 3 full baths and a newer roof. Older March evidence. Four bedrooms in the room schedule; marketing text says five. Photo shows the interior.



CLOSED SALE

2026-06-01

[View supplied sales](#)

MOST DIRECT / NEARBY CUL-DE-SAC

3638 Kilby Court

\$1,605,000 \$671/SF | -3.5% vs assessment

4 beds / 3 baths | 2,392 SF | 4,359 SF lot | 1990

BC Assessment \$1,664,000 | 84 DOM | R3097912

Similar lot and 108 SF smaller. Three full baths, bathrooms updated in 2021, and air conditioning/furnace in 2022 support its upper-end result.

BUYER COMPARATIVE MARKET ANALYSIS

Other comparable sales

These properties differ in size, condition or driveway exposure and provide secondary price comparisons.



PENDING SALE

2026-09-19

[View supplied sales](#)

CONTEXT / DRIVEWAY EXPOSURE

3591 Cunningham Drive

\$1,450,000 \$409/SF | -13.9% vs assessment

7 beds / 4 baths | 3,548 SF | 5,077 SF lot | 1990

BC Assessment \$1,685,000 | 40 DOM | R3154324

42% larger than the subject, naturally lowering \$/SF. David identifies an approaching driveway facing the home, a T-junction-like buyer concern. No verified court-sale or distress evidence.



CLOSED SALE

2026-04-08

[View supplied sales](#)

CONTEXT / LARGER HOUSE & LOT

4220 Hall Place

\$1,650,000 \$557/SF | -6.8% vs assessment

5 beds / 3 baths | 2,963 SF | 5,404 SF lot | 1992

BC Assessment \$1,771,000 | 43 DOM | R3093242

463 SF more living space and a 1,040 SF larger lot. Maintained home on a quiet street, with 3 full baths. A useful upper price reference, with a clear size advantage.



CLOSED SALE

2026-05-16

[View supplied sales](#)

CONTEXT / LARGER & UPDATED

3831 Cunningham Drive

\$1,680,000 \$596/SF | +3.6% vs assessment

6 beds / 3 baths | 2,818 SF | 4,684 SF lot | 1990

BC Assessment \$1,621,000 | 5 DOM | R3122327

318 SF larger with an extra bedroom and 3 full baths. Renovations reported in 2017, roof in 2022 and hot-water equipment updates. Higher utility than the subject.

BUYER COMPARATIVE MARKET ANALYSIS

Additional comparable sales

Additional sales checked against public property records. These are reported-sold records; closing status was not independently confirmed.



REPORTED SOLD

2026-09-11

ADDED / RECENT UPPER REFERENCE

3611 Kilby Court

\$1,790,000

\$594/SF | +0.7% vs assessment

6 beds / 4 baths | 3,013 SF | 5,533 SF lot | 1990

BC Assessment \$1,777,000 | 79 DOM | R3139804

September evidence, but 21% more living area and 27% more land. Six bedrooms, 4 full baths and reported window, roof, kitchen and bathroom updates within about six years.



REPORTED SOLD

2026-03-10

Listing reference

ADDED / COURT SALE

4000 Fisher Drive

\$1,560,000

\$462/SF | -9.5% vs assessment

7 beds / 5 baths | 3,375 SF | 6,220 SF lot | 1991

BC Assessment \$1,724,000 | 40 DOM | R3084565

Court-sale conditions are documented. Substantially larger home and lot, with 4 full baths plus a half bath. Contract date precedes the advertised April court hearing; retained as secondary evidence.



REPORTED SOLD

2026-08-22

ADDED / DIFFERENT LAND & EXPOSURE

9335 Patterson Road

\$1,405,000

\$490/SF | -23.0% vs assessment

4 beds / 3 baths | 2,866 SF | 9,634 SF lot | 1985

BC Assessment \$1,824,000 | 66 DOM | R3136344

A lot over twice the subject size, an older home and proximity to highway ramps. Marketed for redevelopment potential, without verified entitlement. Its low assessment ratio is not a direct subject benchmark.

BUYER COMPARATIVE MARKET ANALYSIS

Active listings

These are independently researched actives. The supplied active-listing URL requires a signed-in Paragon session and does not expose a shareable selection. Asking prices are not sale results.



10288 Hall Avenue

\$1,588,000 \$612/SF / -3.9%

2,593 SF / 4,553 SF lot / 5 bd / 3 ba

93 SF larger with a slightly larger lot. Main-floor bedroom and full bath; tankless system installed in 2024 and plumbing updates. A useful current asking-price comparison.

[View REALTOR.ca listing](#)



4491 Carter Drive

\$1,499,900 \$550/SF / -11.5%

2,729 SF / 4,843 SF lot / 6 bd / 3 ba

229 SF larger with a larger lot, but in poor condition and likely to require extensive renovations. The subject is better maintained. Its lower asking price reflects a different condition level.

[View REALTOR.ca listing](#)



9311 Cunningham Place

\$1,399,000 \$515/SF / -13.5%

2,718 SF / 4,642 SF lot / 5 bd / 4 ba

Advertised an October 14 offer deadline; no subsequent sale was verified. Five bedrooms in structured data versus six in marketing. Asking price alone is not a settled market result.

[View REALTOR.ca listing](#)



3830 McKay Drive

\$1,459,000 \$519/SF / -10.1%

2,811 SF / 5,137 SF lot / 5 bd / 3 ba

Same street but a larger home and lot, offered under court-sale conditions. Five bedrooms in structured data versus six in marketing. Keep separate from conventional asking-price evidence.

[View REALTOR.ca listing](#)

BUYER COMPARATIVE MARKET ANALYSIS

Comparable data

SALES & PENDING CONTRACTS

Price is contract price. Assessment values are from the 2026 roll.

Address	Price	\$/SF	Home SF	Assessment	vs BC	Lot SF
3555 McKay Dr	\$1,540,500	\$645	2,388	\$1,560,000	-1.2%	4,131
3606 McKay Dr	\$1,553,000	\$611	2,541	\$1,585,000	-2.0%	4,360
3638 Kilby Ct	\$1,605,000	\$671	2,392	\$1,664,000	-3.5%	4,359
3591 Cunning. Dr	\$1,450,000	\$409	3,548	\$1,685,000	-13.9%	5,077
4220 Hall Pl	\$1,650,000	\$557	2,963	\$1,771,000	-6.8%	5,404
3831 Cunning. Dr	\$1,680,000	\$596	2,818	\$1,621,000	+3.6%	4,684
3611 Kilby Ct	\$1,790,000	\$594	3,013	\$1,777,000	+0.7%	5,533
4000 Fisher Dr	\$1,560,000	\$462	3,375	\$1,724,000	-9.5%	6,220
9335 Patterson Rd	\$1,405,000	\$490	2,866	\$1,824,000	-23.0%	9,634

3591 Cunningham is pending. 3611 Kilby, 4000 Fisher and 9335 Patterson are reported sold. The remaining five sales are closed in the supplied report. Green rows identify the closest comparables.

ACTIVE ASKING PRICES

Address	Price	\$/SF	Home SF	Assessment	vs BC	Lot SF
10288 Hall Ave	\$1,588,000	\$612	2,593	\$1,652,000	-3.9%	4,553
4491 Carter Dr	\$1,499,900	\$550	2,729	\$1,695,000	-11.5%	4,843
9311 Cunning. Pl	\$1,399,000	\$515	2,718	\$1,617,000	-13.5%	4,642
3830 McKay Dr	\$1,459,000	\$519	2,811	\$1,623,000	-10.1%	5,137

BUYER COMPARATIVE MARKET ANALYSIS

Comparable averages

Sample	Avg. price	Avg. \$/SF	Avg. vs BC
All sales / pending (9)	\$1,581,500	\$560	-6.2%
Without 3 distinct cases (6)	\$1,636,417	\$612	-1.5%
Closest closed sales (3)	\$1,566,167	\$642	-2.3%
All active asking prices (4)	\$1,486,475	\$549	-9.7%
Conventional active subset (2)	\$1,543,950	\$581	-7.7%

Comparison samples

The six-sale comparison excludes 3591 Cunningham (much larger home and driveway-facing concern), 4000 Fisher (court sale and much larger home/lot) and 9335 Patterson (older home, very large lot and highway-ramp proximity). Their prices remain visible. The conventional active subset excludes the court listing at 3830 McKay and the offer-date listing at 9311 Cunningham.

Valuation summary: \$1,530,000

The closest sales average \$1,566,167. Mechanical cross-checks imply about \$1,606,000 using their average \$/SF and \$1,595,000 using their average assessment relationship. Those are upper reference points, not the concluded value.

Our estimate is \$1.53M within a \$1.50M-\$1.55M range. The subject is well maintained, with an updated roof and exterior painting, but no A/C. The same-street sales around \$1.54M-\$1.55M are the closest references; Kilby has A/C and updated bathrooms. Carter asks \$1.4999M but is in poor condition and likely needs extensive renovations. Its asking price is not a like-for-like condition benchmark. No fixed renovation allowance has been assumed.

Averages are unweighted means of each property's price, individual \$/SF and individual percentage above/below assessment. Active and sold/pending samples are kept separate. Larger homes generally produce lower \$/SF. No fixed time, road or renovation dollar adjustment is asserted.

BUYER COMPARATIVE MARKET ANALYSIS

Buyer property transfer tax

Estimated general BC Property Transfer Tax (PTT), assuming the purchase price is fair market value, a full-interest transfer and no exemption or additional foreign-buyer tax.

Low end	\$1,500,000	\$28,000
Estimated value	\$1,530,000	\$28,600
Current asking price	\$1,595,000	\$29,900
High end	\$1,550,000	\$29,000

At these values, general PTT is 1% on the first \$200,000 and 2% on the balance. First-time-buyer relief is outside this price range; the newly built home exemption does not apply to this 1993 resale. An additional 20% tax can apply to the taxable ownership share of certain foreign buyers in Richmond. Eligibility and tax treatment depend on the transfer circumstances and rules at registration.

[BC government: calculation examples](#)

[Property Transfer Tax Act](#)

Sources & scope

Prepared October 17, 2026. The six supplied transactions use the Paragon sales report; dates shown are contract dates. Supplemental sale prices, 2026 assessment figures and listing details were cross-checked through public property records and listing pages. Subject and Carter condition details reflect our property review. Active days are elapsed calendar days for the current listing; sale DOM is reported listing time.

Assessment is a dated tax benchmark, not current market value. This comparative market analysis is an estimate, not a formal appraisal. Unconfirmed features and material data conflicts are identified in the report. PTT is not a full closing-cost estimate; your conveyancer can confirm the applicable tax.

We can discuss the offer strategy separately.

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