

BURNABY & NEW WEST

BURNABY & NEW WEST'S MONTHLY RESIDENTIAL REAL ESTATE ANALYSIS

JAN, FEB, MAR & Q1 2017

Detached

UNIT SALES:

Q1 2017: **251**

Q4 2016: **158**

Q1 2016: **577**

INVENTORY GOING INTO Q2:

Q1 2017: **299**

Q1 2016: **346**

A BALANCED MARKET!

CAPITOL HILL
HPI BENCHMARK PRICE:

\$1,426,900

**10.28% INCREASE vs. Q1 2016
PRICES ARE INCREASING**

Townhome

UNIT SALES:

Q1 2017: **144**

Q4 2016: **108**

Q1 2016: **200**

INVENTORY GOING INTO Q2:

Q1 2017: **49**

Q1 2016: **80**

A SELLER'S MARKET!

QUEENSBOROUGH
HPI BENCHMARK PRICE:

\$651,600

**17% INCREASE vs. Q1 2016
PRICES ARE INCREASING**

Condos

UNIT SALES:

Q1 2017: **737**

Q4 2016: **620**

Q1 2016: **1,067**

INVENTORY GOING INTO Q2:

Q1 2017: **294**

Q1 2016: **398**

A SELLER'S MARKET!

BRENTWOOD PARK
HPI BENCHMARK PRICE:

\$685,100

**28% INCREASE vs. Q1 2016
PRICES ARE INCREASING**



Deciding to Buy a Resale Home or a New Home



As Metro Vancouver housing starts hit a record level this spring, many buyers are pondering which is a better buy: a resale home (listings posted on faithwilsongroup.com or through the Multiple

Listing Service (MLS)) or a brand new home, often bought with a pre-sale contract.

Both resale and new homes offer advantages and disadvantages, so the final purchase decision requires some serious thought.

Let's look first at resale homes, which are the choice of most buyers.

A resale home is often less expensive than a brand new home, but this is not always the case. In parts of East Vancouver the average price of a resale condo apartment, at \$788 per square foot, is actually higher than a new pre-sale condo, at an average of \$644 per square foot. In Richmond, the average per-square-foot price of a resale and pre-sale condo is nearly the same, while the average new pre-sale condo in Coquitlam and Port Moody costs just \$40 more per-square-foot, on average, than a resale condo.

A resale home will not be subject to GST, which is charged only on new homes. So apples to apples, you will need to add the GST to the cost of a pre-sale home before calculating the actual cost per sq. ft. Another advantage is the resale home is complete and ready for near-immediate occupancy. Therefore, if your goal is to move now and have a roof over your head, resale is the only option. You will have to pay the Property Transfer Tax, but if you are a first-time buyer purchasing for less than \$500,000, you are exempt from this tax. Note: Maintenance fees vary depending on the age of the property.

Now let's consider a new pre-sale home. (It is called pre-sale because you often are purchasing a home from plans and models, before it is actually built.) The major advantage is taking

possession of a brand new home in great condition that is protected under the mandatory BC New Home Warranty program. Also, you can request custom finishes, fixtures, paint or upgrades to make your new home quite unique. If the home is priced at \$750,000 or less, you will be exempt from the Property Transfer Tax. However, the federal GST will be charged.

Buyers, however, should be aware that pre-sale contracts are written to favour the developer, so it is wise to have your trusted real estate professional go through the contract to make sure the home is the correct size, and offers the amenities and finishing, and the construction schedule, that matches your understanding.

Investors should note that in the pre-sale condo market in particular, the selling of pre-sale contracts is possible and potentially profitable because rising land and construction values may have escalated the price from when the condo was started two or even three years earlier. Such assignment sales are not subject to the Property Transfer Tax.

Resale or presale? Calls for an intelligent decision. Faith Wilson Group provides our industry-exclusive Home Buyer Peace of Mind Guarantee to allow buyers to act with confidence, whether buying a resale or a new home.

Warmest Regards,

Faith

Discover YOUR neighbourhood's real estate market activity, trends & benchmark pricing.

Finding the right home in the right neighbourhood can be a challenge. That is why we have our exclusive Neighbourhood Profiles available for you on our web site. Each profile features:

- Information on the neighbourhood's schools, housing, recreation, shopping, restaurants, transportation and more.
- A summary of CURRENT active listings, arranged by property type and showing the number of units available and the median asking price.
- Up-to-date MLS® HPI Benchmark prices AND price changes from one month to five years - a rich resource to instantly see the price trend of the type of home you are interested in, within your specific neighbourhood.



To do so, visit FaithWilsonGroup.com and find out about Vancouver Westside, Eastside, Downtown, North Vancouver, South Surrey and Richmond neighbourhoods. With more coming soon.

The information included in this report is based on residential sales data and statistical information sourced and compiled from the Real Estate Board of Greater Vancouver's MLXchange database and the REALTOR Link® website. The information is current as of January 15 2016 and is subject to change by the REBGV. Faith Wilson Realty Group Inc., makes no guarantees as to the accuracy of the information provided and is not responsible for changes, errors or omissions to this information.

Be Prepared for Closing Costs

Expense-wise, there's more to owning a home than your monthly mortgage payment. Below are some of the one-time closing costs you may need to pay.

Down Payment. The portion of the purchase price that you furnish yourself.

Default (or High Ratio) Mortgage Insurance Premium and PST (where applicable). Your lender requires this coverage if your down payment is less than 20% of the purchase price. This premium, minus the Provincial Sales Tax (PST), can be added to your mortgage balance. The PST must be paid at closing.

Appraisal Fee (if applicable). Your bank will have hired an independent appraiser to determine the value of the property and whether it meets its lending criteria. This may or may not be required depending on the type of property being purchased.

Bridge Financing (if applicable). If your home purchase closes before the sale of your current home, you'll need to finance the cost

of the home purchase for a short period of time. Bridge financing is expensive and not recommended as a matter of course. Talk to your lender if this situation applies to you.

Interest Adjustment Costs. Most lenders expect the first mortgage payment one month after closing the purchase. If you close mid-month, however, some lenders expect the first payment, or at least the interest accrued during that time period, at the beginning of the next month, two weeks before you would normally expect. When arranging your mortgage, ask how interest is collected to the interest adjustment date.

Legal/Notarial Fees and Disbursements. You will be required to retain a lawyer or notary to act for you in the purchase and mortgaging of the property, and you will be responsible for payment of all related fees and disbursements.

Title Insurance. An insurance policy that protects you, the home owner, against challenges to the ownership of your home or from problems related to the title to your home. Talk to your lawyer or notary to see if a title insurance policy is right for you.

Land Transfer Tax (Land Registry Tax). In B.C. you will pay a tax based on a percentage of the purchase price of the property.

Property Tax/Utility Bill Adjustments. The purchase price of a resale home is always payable "subject to the usual adjustments" at closing. Meaning that any amount that the seller has already prepaid will be adjusted so that you pay the excess amount back to the seller, and vice versa.

Property Survey. Required by the financial institution for mortgage approval, and by your lawyer or notary for transfer of ownership. Ensure that this certificate reflects improvements such as decks, patios or pools. If outdated, the offer to purchase should indicate whether the seller or you will incur the necessary expense to obtain the appropriate certificate.



Lorraine Gingras

Mortgage Specialist
RBC Royal Bank
604.315.6216
lorraine.gingras@rbc.com

Attention First Time Buyers – Want to Increase Your Net Worth?

The BC HOME program offers an opportunity for a first time buyer to achieve a significant return over the next 5 years.

This opportunity could apply to all first-time buyers, whether it's you, you and your partner, your brother or your sister, your daughter or son, or your granddaughter or grandson.

Step 1. Assemble the investment: the down payment and transaction expenses. Potential sources include: Savings, RRSPs, parents, early inheritance, selling under-performing investments or non-essential "toys".

Step 2. Qualify for the mortgage – our mortgage broker Lorraine can help with that.

Step 3. Determine the level of risk you are comfortable with. Our examples assume a growth rate that is half of the actual change over the past 5 years.

Two last points to consider: you are paying yourself vs. rent for the next 60 months; capital gains on your primary residence is *TAX FREE*.

From what we see here, the numbers speak for themselves. **Call us to work out your plan.**

Scenario 1: \$425,000 Condo

Purchase Price: \$425,000 • **Your Down Payment:** 5% = \$21,250 • **Closing Costs:** ~\$1,200
BC Property Transfer Tax: \$0 for qualified 1st-time buyers, below \$450,000
Your Total Investment: \$22,450 • **BC HOME Partnership Down Payment:** 5% = \$21,250
Total Mortgage Amount (includes CMHC Premium): \$391,680

Assuming that:

- You qualify for the mortgage amount
- 2.99% 5-year mortgage, 25 years amortization
- You qualify for the HOME Program
- Maintain the mortgage for 60 months
- Sell in 60th month & pay back HOME loan in full, interest free
- Property value average annual growth = 3.55%

Your potential results:

Increase in equity: \$75,098.22
Percent increase in equity: 335% (67% per year)
Taxes due on amount: \$0 – No Capital Gains
Tax on primary residence

Scenario 2: \$750,000 Condo

Purchase Price: \$750,000 • **Your Down Payment:** 5% = \$37,500 • **Closing Costs:** ~\$1,200
BC Property Transfer Tax: \$13,000
Your Total Investment: \$51,700 • **BC HOME Partnership Down Payment:** 5% = \$37,500
Total Mortgage Amount (includes CMHC Premium): \$691,200

Assuming that:

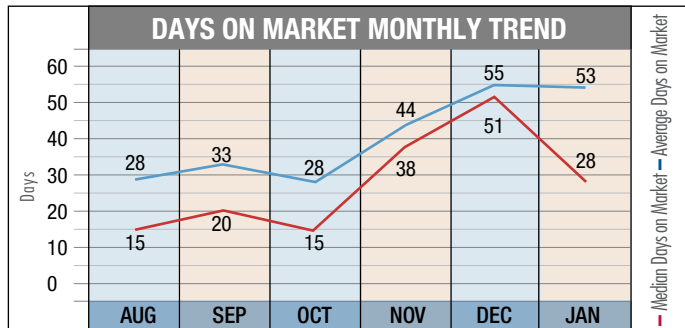
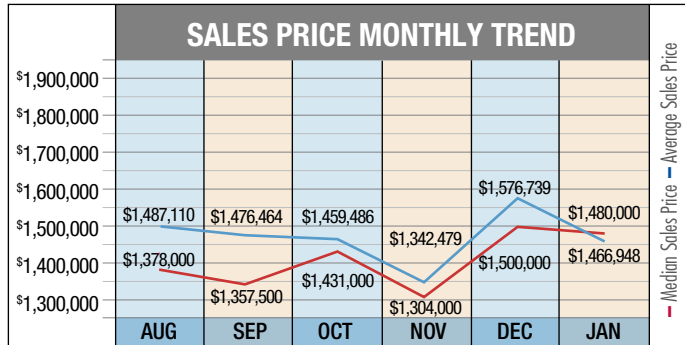
- You qualify for the mortgage amount
- 2.99% 5-year mortgage
- You qualify for the HOME Program
- Maintain the mortgage for 60 months
- Sell in 60th month & pay back HOME loan in full, interest free
- Property value annual average growth = 3.072% (half that of the past 5 years!)

Your potential results:

Increase in equity: \$154,199.04
Percent increase in equity: 298% (60% per year)
Taxes due on amount: \$0 – No Capital Gains
Tax on primary residence

JANUARY - SINGLE FAMILY DETACHED HOMES

THE REAL BURNABY & NEW WEST RESULTS: JAN 2017



UNIT SALES (BY MONTH)	2016	2017	CHANGE
January	131	55	-58.0%
February			
March			
April			
May			
June			
Totals	131	55	-58.0%

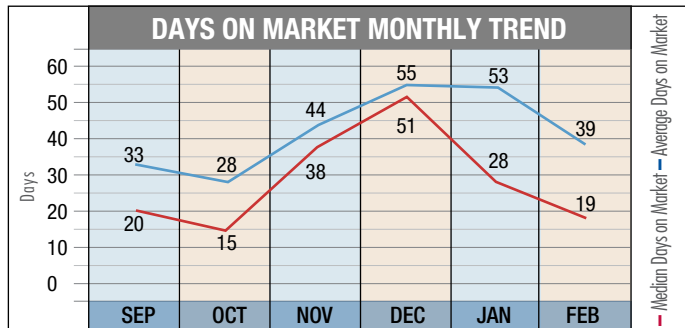
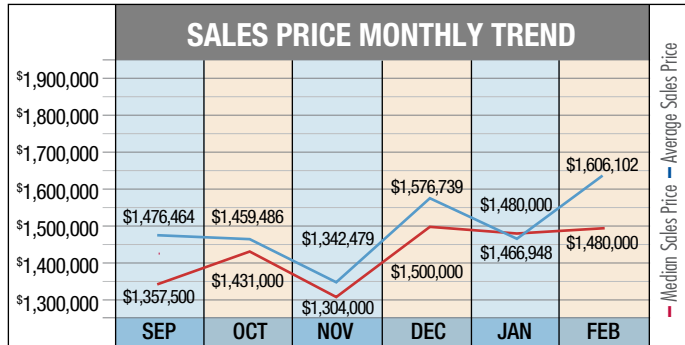
LISTING AND SALES ACTIVITY BY PRICE SEGMENT			
Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 - 1,000,000	10	5	50%
1,000,001 - 1,100,000	5	5	100%
1,100,001 - 1,200,000	9	5	56%
1,200,001 - 1,300,000	8	5	63%
1,300,001 - 1,400,000	9	5	56%
1,400,001 - 1,500,000	10	6	60%
1,500,001 - 1,600,000	12	9	75%
1,600,001 - 1,700,000	14	6	43%
1,700,001 - 1,800,000	20	0	0%
1,800,001 - 1,900,000	6	2	33%
1,900,001 - 2,000,000	17	1	6%
2,000,001 - 2,250,000	11	3	27%
2,250,001 - 2,500,000	15	3	20%
2,500,001 - 2,750,000	11	0	0%
2,750,001 - 3,000,000	21	0	0%
3,000,001 +	21	0	0%
Totals	199	55	28%

THE REAL NEIGHBOURHOOD RESULTS: JAN 2017

SALES AND BENCHMARK PRICES BY NEIGHBOURHOOD			BENCHMARK PRICE CHANGE (%)	
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	1 Month	3 Months
VBN				
Brentwood Park	0	\$1,439,500	-0.50	-4.51
Capitol Hill BN	2	\$1,400,400	-0.80	-3.48
Central BN	0	\$1,274,900	-0.11	-1.63
Government Road	2	\$1,808,900	-0.67	-6.90
Montecito	2	\$1,526,500	-0.82	-5.29
Parkcrest	3	\$1,474,200	-0.35	-2.31
Simon Fraser Univer.	0	\$1,699,400	-0.71	-6.30
Sperling-Duthie	3	\$1,528,500	-0.51	-5.57
Sullivan Heights	1	\$1,155,600	-0.69	-5.12
Vancouver Heights	4	\$1,384,700	-0.77	-5.34
Westridge BN	0	\$1,639,100	-0.65	-6.13
Willingdon Heights	4	\$1,345,500	-0.14	-2.58
Burnaby North	21	\$1,480,500	-0.59	-4.44
VBS				
Buckingham Heights	0	\$2,236,900	0.28	0.68
Burnaby Hospital	3	\$1,527,400	0.92	-0.80
Burnaby Lake	2	\$1,383,200	-0.73	-5.90
Central Park BS	1	\$1,463,700	1.20	-2.17
Deer Lake	0	\$2,304,600	0.62	1.12
Deer Lake Place	1	\$1,681,600	0.81	-0.33
Forest Glen BS	1	\$1,706,600	0.54	-0.90
Garden Village	2	\$1,550,800	1.07	-0.84
Gardentree Village	0	\$1,041,200	-0.55	2.39
Highgate	1	\$1,343,800	1.15	-2.16
Metrotown	1	\$1,862,400	1.00	-0.47
South Slope	4	\$1,624,100	1.07	-1.81
Suncrest	2	\$1,289,200	1.63	-1.75
Upper Deer Lake	1	\$1,730,500	0.71	-0.13
Burnaby South	19	\$1,635,100	0.84	-1.32
VBE				
East Burnaby	2	\$1,058,400	-1.28	-2.39
Edmonds BE	2	\$1,179,700	-0.82	-0.99
The Crest	1	\$1,302,200	-1.56	-4.28
Burnaby East	5	\$1,150,600	-1.23	-2.57
VNW				
Connaught Heights	0	\$963,700	-0.54	-2.69
Fraserview NW	1	\$1,221,000	-0.99	-4.51
GlenBrooke NW	0	\$1,032,600	-1.40	-1.90
Moody Park	3	\$1,023,900	-1.53	-1.84
Queens Park	1	\$1,279,400	-0.95	-2.30
Queensborough	1	\$908,500	-1.10	-2.75
Sapperton	2	\$875,300	-1.19	-2.15
The Heights NW	1	\$1,051,900	-1.57	-1.61
Uptown NW	0	\$864,900	-1.41	-3.18
West End NW	0	\$1,145,200	-0.42	-1.08
New Westminster	9	\$1,023,900	-1.13	-2.12

FEBRUARY - SINGLE FAMILY DETACHED HOMES

THE REAL BURNABY & NEW WEST RESULTS: FEB 2017



UNIT SALES (BY MONTH)	2016	2017	CHANGE
January	131	55	-58.0%
February	218	79	-63.8%
March			
April			
May			
June			
Totals	349	134	-61.6%

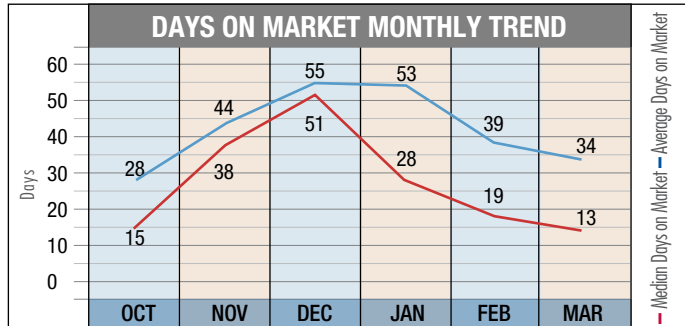
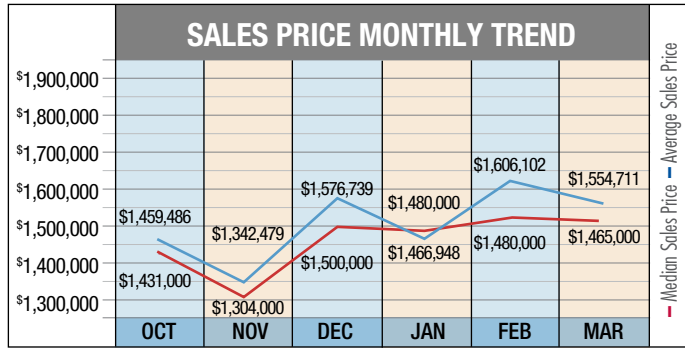
LISTING AND SALES ACTIVITY BY PRICE SEGMENT			
Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 - 1,000,000	7	6	86%
1,000,001 - 1,100,000	6	2	33%
1,100,001 - 1,200,000	9	6	67%
1,200,001 - 1,300,000	10	5	50%
1,300,001 - 1,400,000	15	9	60%
1,400,001 - 1,500,000	16	12	75%
1,500,001 - 1,600,000	18	6	33%
1,600,001 - 1,700,000	15	8	53%
1,700,001 - 1,800,000	12	3	25%
1,800,001 - 1,900,000	13	2	15%
1,900,001 - 2,000,000	7	2	29%
2,000,001 - 2,250,000	5	3	60%
2,250,001 - 2,500,000	13	1	8%
2,500,001 - 2,750,000	7	5	71%
2,750,001 - 3,000,000	12	2	17%
3,000,001 +	6	1	17%
Totals	171	73	43%

THE REAL NEIGHBOURHOOD RESULTS: FEB 2017

SALES AND BENCHMARK PRICES BY NEIGHBOURHOOD			BENCHMARK PRICE CHANGE (%)	
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	1 Month	3 Months
VBN				
Brentwood Park	4	\$1,452,900	0.93	-2.76
Capitol Hill BN	6	\$1,408,300	0.56	-1.51
Central BN	1	\$1,262,000	-1.01	-1.72
Government Road	2	\$1,830,400	1.19	-1.85
Montecito	3	\$1,569,500	2.81	0.35
Parkcrest	2	\$1,483,100	0.60	-2.30
Simon Fraser Univer.	1	\$1,769,500	4.13	2.41
Sperling-Duthie	3	\$1,573,200	2.93	-0.10
Sullivan Heights	0	\$1,195,900	3.49	-0.28
Vancouver Heights	2	\$1,398,800	1.02	-2.80
Westridge BN	1	\$1,720,000	4.94	1.83
Willingdon Heights	4	\$1,330,100	-1.15	-2.71
Burnaby North	29	\$1,499,600	1.29	-1.39
VBS				
Buckingham Heights	3	\$2,333,900	4.34	6.33
Burnaby Hospital	3	\$1,547,200	1.30	1.86
Burnaby Lake	3	\$1,427,300	3.19	-0.50
Central Park BS	1	\$1,457,600	-0.42	-0.80
Deer Lake	1	\$2,384,900	3.48	4.61
Deer Lake Place	1	\$1,709,100	1.64	2.05
Forest Glen BS	1	\$1,729,600	1.35	2.09
Garden Village	0	\$1,534,400	-1.06	-1.33
Gardentree Village	0	\$1,064,300	2.22	2.48
Highgate	0	\$1,310,600	-2.47	-3.44
Metrotown	1	\$1,840,600	-1.17	-1.49
South Slope	4	\$1,599,200	-1.53	-2.56
Suncrest	0	\$1,239,300	-3.87	-4.91
Upper Deer Lake	4	\$1,749,800	1.12	1.38
Burnaby South	22	\$1,636,100	0.06	-0.32
VBE				
East Burnaby	2	\$1,066,300	0.75	-1.39
Edmonds BE	4	\$1,180,900	0.11	0.07
The Crest	0	\$1,324,900	1.75	-1.11
Burnaby East	6	\$1,160,500	0.86	-0.95
VNW				
Connaught Heights	0	\$951,400	-1.28	-1.92
Fraserview NW	0	\$1,243,800	1.86	-1.55
GlenBrooke NW	2	\$1,041,600	0.87	0.51
Moody Park	0	\$1,037,800	1.36	1.28
Queens Park	0	\$1,334,800	4.33	2.09
Queensborough	7	\$898,700	-1.07	0.04
Sapperton	0	\$880,900	0.64	-0.44
The Heights NW	3	\$1,056,100	0.40	0.32
Uptown NW	0	\$870,000	0.59	-0.62
West End NW	1	\$1,146,000	0.07	-0.25
New Westminster	13	\$1,026,700	0.28	0.00

MARCH - SINGLE FAMILY DETACHED HOMES

THE REAL BURNABY & NEW WEST RESULTS: MAR 2017



UNIT SALES (BY MONTH)	2016	2017	CHANGE
January	131	55	-58.0%
February	218	79	-63.8%
March	228	123	-46.1%
April			
May			
June			
Totals	577	257	-55.5%

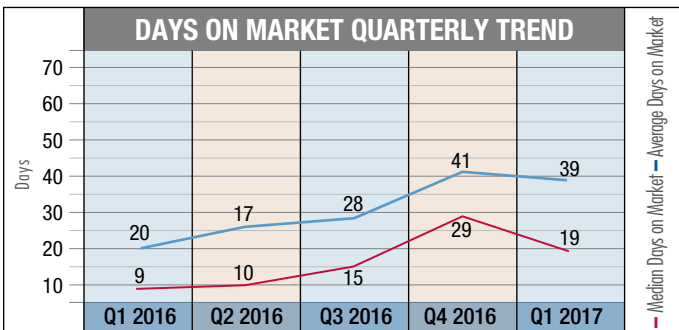
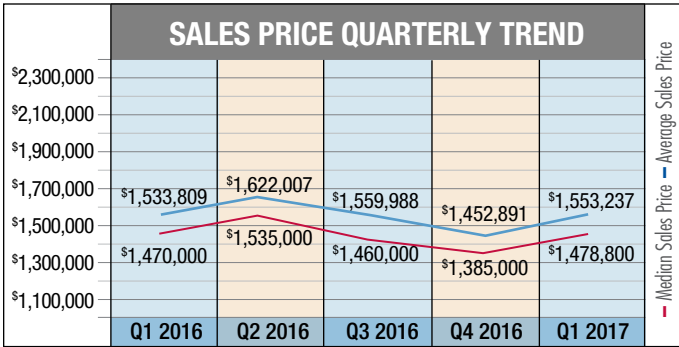
LISTING AND SALES ACTIVITY BY PRICE SEGMENT			
Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 - 1,000,000	10	8	80%
1,000,001 - 1,100,000	11	7	64%
1,100,001 - 1,200,000	12	16	133%
1,200,001 - 1,300,000	13	14	108%
1,300,001 - 1,400,000	11	13	118%
1,400,001 - 1,500,000	15	8	53%
1,500,001 - 1,600,000	27	7	26%
1,600,001 - 1,700,000	17	12	71%
1,700,001 - 1,800,000	7	11	157%
1,800,001 - 1,900,000	11	2	18%
1,900,001 - 2,000,000	4	4	100%
2,000,001 - 2,250,000	15	10	67%
2,250,001 - 2,500,000	14	6	43%
2,500,001 - 2,750,000	12	3	25%
2,750,001 - 3,000,000	13	1	8%
3,000,001 +	12	1	8%
Totals	204	123	60%

THE REAL NEIGHBOURHOOD RESULTS: MAR 2017

SALES AND BENCHMARK PRICES BY NEIGHBOURHOOD			BENCHMARK PRICE CHANGE (%)	
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	1 Month	3 Months
VBN				
Brentwood Park	1	\$1,500,300	3.26	3.71
Capitol Hill BN	8	\$1,426,900	1.32	1.08
Central BN	1	\$1,294,200	2.55	1.41
Government Road	3	\$1,842,100	0.64	1.15
Montecito	6	\$1,565,100	-0.28	1.68
Parkcrest	11	\$1,507,000	1.61	1.86
Simon Fraser Univer.	0	\$1,732,000	-2.12	1.20
Sperling-Duthie	4	\$1,583,300	0.64	3.05
Sullivan Heights	1	\$1,229,400	2.80	5.65
Vancouver Heights	4	\$1,431,800	2.36	2.61
Westridge BN	1	\$1,709,900	-0.59	3.64
Willingdon Heights	3	\$1,352,600	1.69	0.38
Burnaby North	43	\$1,518,700	1.28	1.98
VBS				
Buckingham Heights	0	\$2,272,700	-2.62	1.88
Burnaby Hospital	1	\$1,520,500	-1.73	0.46
Burnaby Lake	3	\$1,412,600	-1.03	1.38
Central Park BS	3	\$1,428,400	-2.00	-1.24
Deer Lake	1	\$2,308,200	-3.22	0.77
Deer Lake Place	2	\$1,650,100	-3.45	-1.08
Forest Glen BS	1	\$1,696,400	-1.92	-0.06
Garden Village	3	\$1,530,700	-0.24	-0.24
Gardentree Village	0	\$1,012,000	-4.92	-3.35
Highgate	2	\$1,294,900	-1.20	-2.54
Metrotown	3	\$1,830,200	-0.56	-0.74
South Slope	14	\$1,582,000	-1.08	-1.54
Suncrest	1	\$1,239,300	0.00	-2.30
Upper Deer Lake	8	\$1,718,900	-1.77	0.03
Burnaby South	42	\$1,612,100	-1.47	-0.58
VBE				
East Burnaby	8	\$1,160,500	0.00	-0.38
Edmonds BE	4	\$1,068,800	0.23	-0.31
The Crest	3	\$1,173,800	-0.61	-1.31
Burnaby East	15	\$1,323,300	-0.12	0.04
VNW				
Connaught Heights	1	\$960,900	1.00	-0.83
Fraserview NW	0	\$1,253,300	0.77	1.63
GlenBrooke NW	5	\$1,036,700	-0.47	-1.01
Moody Park	4	\$1,040,200	0.24	0.04
Queens Park	3	\$1,321,900	-0.96	2.34
Queensborough	3	\$903,100	0.48	-1.69
Sapperton	2	\$889,000	0.91	0.36
The Heights NW	3	\$1,058,600	0.24	-0.94
Uptown NW	0	\$880,900	1.26	0.41
West End NW	2	\$1,147,600	0.14	-0.21
New Westminster	23	\$1,029,500	0.27	-0.58

Q1 - SINGLE FAMILY DETACHED HOMES

THE REAL NEIGHBOURHOOD RESULTS: Q1 2017



		2016	2017	Change (%)
Unit Sales (by Quarter)	Q1	577	251	-56.5%
	Q2			
	Q3			
	Q4			
	Year-to-Date Totals	577	251	-56.5%

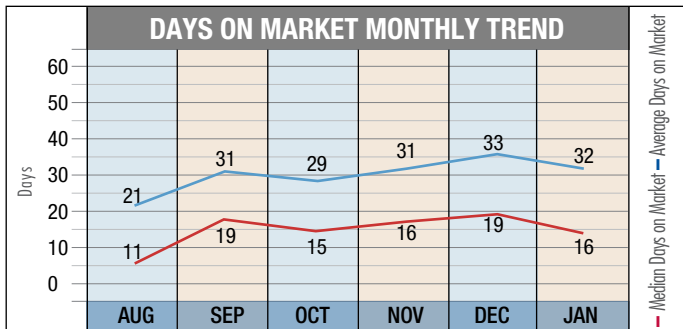
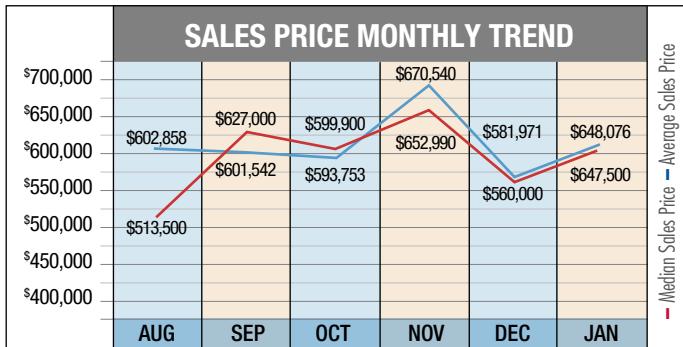
Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 - 1,000,000	27	19	70%
1,000,001 - 1,100,000	22	14	64%
1,100,001 - 1,200,000	30	27	90%
1,200,001 - 1,300,000	31	24	77%
1,300,001 - 1,400,000	35	27	77%
1,400,001 - 1,500,000	41	26	63%
1,500,001 - 1,600,000	57	22	39%
1,600,001 - 1,700,000	46	26	57%
1,700,001 - 1,800,000	39	14	36%
1,800,001 - 1,900,000	30	6	20%
1,900,001 - 2,000,000	28	7	25%
2,000,001 - 2,250,000	31	16	52%
2,250,001 - 2,500,000	42	10	24%
2,500,001 - 2,750,000	30	8	27%
2,750,001 - 3,000,000	46	3	7%
3,000,001 +	39	2	5%
Totals	574	251	44%

THE REAL NEIGHBOURHOOD RESULTS: Q1 2017

SALES AND BENCHMARK PRICES BY NEIGHBOURHOOD		BENCHMARK PRICE CHANGE (%)		
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	3 Months	1 Year
VBN				
Brentwood Park	5	\$1,500,300	3.26	13.63
Capitol Hill BN	16	\$1,426,900	1.32	10.28
Central BN	2	\$1,294,200	2.55	14.76
Government Road	7	\$1,842,100	0.64	10.47
Montecito	11	\$1,565,100	-0.28	10.96
Parkcrest	16	\$1,507,000	1.61	12.68
Simon Fraser Univer.	1	\$1,732,000	-2.12	13.73
Sperling-Duthie	10	\$1,583,300	0.64	12.89
Sullivan Heights	2	\$1,229,400	2.80	11.37
Vancouver Heights	10	\$1,431,800	2.36	9.02
Westridge BN	2	\$1,709,900	-0.59	13.46
Willingdon Heights	11	\$1,352,600	1.69	11.01
Burnaby North	93	\$1,518,700	1.28	11.63
VBS				
Buckingham Heights	3	\$2,272,700	-2.62	21.60
Burnaby Hospital	7	\$1,520,500	-1.73	15.96
Burnaby Lake	8	\$1,412,600	-1.03	10.43
Central Park BS	5	\$1,428,400	-2.00	16.12
Deer Lake	2	\$2,308,200	-3.22	18.74
Deer Lake Place	4	\$1,650,100	-3.45	14.96
Forest Glen BS	3	\$1,696,400	-1.92	16.38
Garden Village	5	\$1,530,700	-0.24	16.68
Gardentree Village	0	\$1,012,000	-4.92	20.77
Highgate	3	\$1,294,900	-1.20	12.05
Metrotown	5	\$1,830,200	-0.56	18.71
South Slope	22	\$1,582,000	-1.08	14.39
Suncrest	3	\$1,239,300	0.00	10.46
Upper Deer Lake	13	\$1,718,900	-1.77	18.11
Burnaby South	83	\$1,612,100	-1.47	15.58
VBE				
East Burnaby	12	\$1,160,500	0.00	6.18
Edmonds BE	10	\$1,068,800	0.23	4.79
The Crest	4	\$1,173,800	-0.61	13.50
Burnaby East	26	\$1,323,300	-0.12	2.63
VNW				
Connaught Heights	1	\$960,900	1.00	15.39
Fraserview NW	1	\$1,253,300	0.77	2.47
GlenBrooke NW	7	\$1,036,700	-0.47	3.09
Moody Park	7	\$1,040,200	0.24	5.43
Queens Park	4	\$1,321,900	-0.96	5.02
Queensborough	11	\$903,100	0.48	9.95
Sapperton	4	\$889,000	0.91	6.37
The Heights NW	7	\$1,058,600	0.24	5.52
Uptown NW	0	\$880,900	1.26	7.70
West End NW	3	\$1,147,600	0.14	16.20
New Westminster	45	\$1,029,500	0.27	8.27

JANUARY - TOWNHOUSES

THE REAL BURNABY & NEW WEST RESULTS: JAN 2017



UNIT SALES (BY MONTH)	2016	2017	CHANGE
January	50	34	-32.0%
February			
March			
April			
May			
June			
Totals	50	34	-32.0%

LISTING AND SALES ACTIVITY BY PRICE SEGMENT			
Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 - 250,000	1	1	100%
250,001 - 275,000	0	0	-
275,001 - 300,000	1	0	0%
300,001 - 325,000	1	1	100%
325,001 - 350,000	0	0	-
350,001 - 375,000	0	0	-
375,001 - 400,000	2	0	0%
400,001 - 425,000	1	0	0%
425,001 - 450,000	1	1	100%
450,001 - 500,000	4	5	125%
500,001 - 600,000	9	7	78%
600,001 - 700,000	16	10	63%
700,001 - 800,000	13	3	23%
800,001 - 900,000	5	2	40%
900,001 - 1,000,000	6	2	33%
1,000,001 +	3	2	67%
Totals	63	34	54%

THE REAL NEIGHBOURHOOD RESULTS: JAN 2017

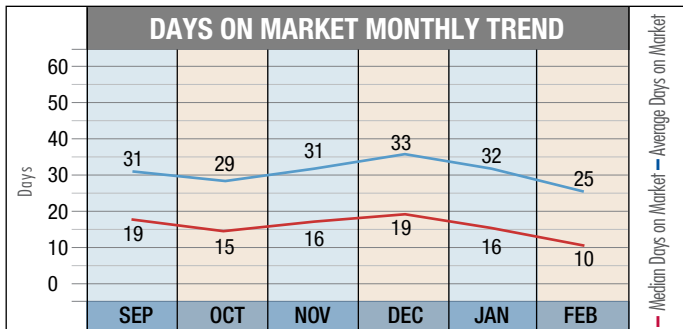
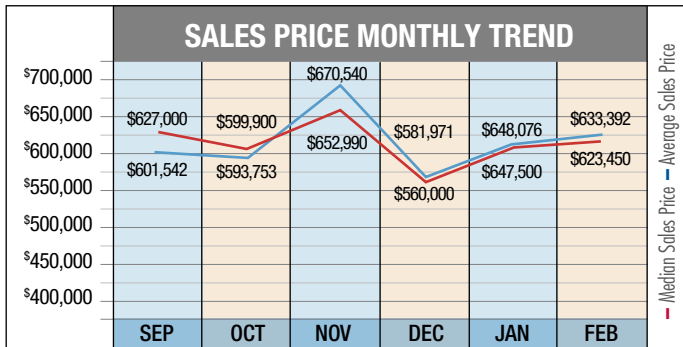
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			1 Month	3 Months
VBN				
Brentwood Park	1	\$710,500	0.93	1.61
Capitol Hill BN	0	\$647,000	0.91	0.91
Central BN	1	\$778,500	0.93	0.78
Forest Hills BN	2	\$484,500	0.87	0.58
Government Road	1	\$509,000	-0.65	1.69
Montecito	2	\$429,300	0.87	1.37
Simon Fraser Hills	3	\$389,600	0.91	0.30
Simon Fraser Univer.	1	\$491,200	0.84	-1.64
Sullivan Heights	0	\$636,700	0.85	-2.55
Vancouver Heights	1	\$656,500	0.95	4.84
Willingdon Heights	0	\$791,700	0.94	1.50
Burnaby North	12	\$523,400	0.57	0.77
VBS				
Burnaby Hospital	0	\$612,300	0.90	3.54
Central Park BS	0	\$683,900	0.91	1.94
Forest Glen BS	0	\$708,800	0.96	1.27
Greentree Village	2	\$703,300	0.92	1.54
Highgate	1	\$445,000	1.65	0.88
Metrotown	3	\$606,100	0.94	1.27
South Slope	2	\$639,100	0.94	1.26
Burnaby South	8	\$575,200	1.13	1.13
VBE				
Edmonds BE	4	\$461,700	1.61	2.16
The Crest	0	\$745,800	-0.63	0.74
Burnaby East	4	\$540,300	0.94	1.89
VNW				
Fraserview NW	0	\$537,700	-0.62	0.52
GlenBrooke North	0	\$471,000	-0.65	-0.05
Queensborough	5	\$632,400	-0.36	6.81
Uptown NW	0	\$419,900	-0.67	0.34
New Westminster	5	\$535,600	-0.35	3.50

FAITH'S KEY INSIGHTS:

- We are finally seeing more townhouse listings in Burnaby-New Westminster, with a total of 63 new listings coming onto the market in January, up from just 19 in December, though still below the 100 unit average six months earlier. The selection is welcomed by buyers in a market where a townhouse listing is selling within a median time of 14 days.
- Owners in older townhouse projects close to SkyTrain may be interested in the recent trend to windups, where strata owners band together to sell the entire building for development. The latest such sale happened recently in Coquitlam, where a developer paid \$32 million for a 58-unit townhouse complex, considered a significant increase in per unit value compared to selling them individually.

FEBRUARY - TOWNHOUSES

THE REAL BURNABY & NEW WEST RESULTS: FEB 2017



Month	2016	2017	CHANGE
January	50	34	-32.0%
February	76	50	-34.2%
March			
April			
May			
June			
Totals	126	84	-33.3%

Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 - 250,000	0	0	-
250,001 - 275,000	0	0	-
275,001 - 300,000	0	0	-
300,001 - 325,000	0	1	-
325,001 - 350,000	2	1	50%
350,001 - 375,000	2	2	100%
375,001 - 400,000	3	2	67%
400,001 - 425,000	1	1	100%
425,001 - 450,000	4	3	75%
450,001 - 500,000	5	2	40%
500,001 - 600,000	18	10	56%
600,001 - 700,000	9	14	156%
700,001 - 800,000	7	7	100%
800,001 - 900,000	6	5	83%
900,001 - 1,000,000	4	0	0%
1,000,001 +	5	2	40%
Totals	66	50	76%

THE REAL NEIGHBOURHOOD RESULTS: FEB 2017

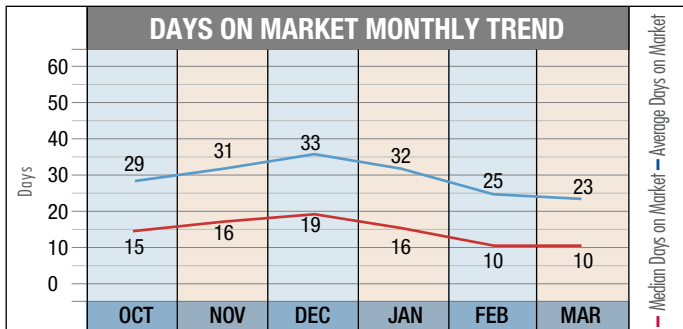
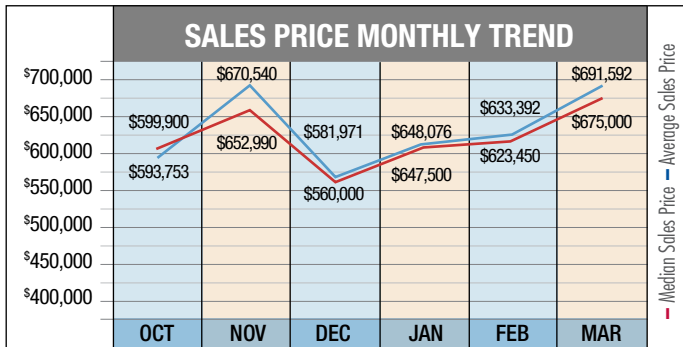
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			1 Month	3 Months
VBN				
Brentwood Park	0	\$722,700	1.71	-0.17
Capitol Hill BN	0	\$655,000	1.24	-0.14
Central BN	1	\$774,300	-0.53	-1.30
Forest Hills BN	2	\$506,100	4.46	1.26
Government Road	1	\$519,300	2.02	3.32
Montecito	3	\$447,200	4.16	1.37
Simon Fraser Hills	2	\$403,300	3.50	0.35
Simon Fraser Univer.	1	\$517,000	5.25	-1.67
Sullivan Heights	0	\$687,100	7.92	1.08
Vancouver Heights	0	\$664,700	1.26	0.98
Willingdon Heights	1	\$806,100	1.82	1.35
Burnaby North	11	\$539,500	3.07	0.65
VBS				
Burnaby Hospital	0	\$628,700	2.67	3.81
Central Park BS	3	\$689,100	0.76	0.19
Forest Glen BS	0	\$715,900	0.99	1.26
Greentree Village	0	\$715,500	1.73	1.33
Highgate	1	\$438,600	-1.45	0.12
Metrotown	2	\$613,400	1.21	0.79
South Slope	1	\$649,400	1.60	1.92
Burnaby South	7	\$579,100	0.68	0.87
VBE				
Edmonds BE	7	\$453,400	-1.80	-0.05
The Crest	3	\$762,200	2.20	4.14
Burnaby East	10	\$538,100	-0.41	1.53
VNW				
Fraserview NW	2	\$549,400	2.19	4.70
GlenBrooke North	2	\$488,300	3.68	7.28
Queensborough	12	\$637,300	0.77	6.86
Uptown NW	0	\$426,500	1.57	3.37
New Westminster	16	\$545,500	1.84	6.17

FAITH'S KEY INSIGHTS:

- The typical new townhouse listed was available for a median of just a week before it sold. That is the fastest we have seen in at least six months and reflects strong buyer demand. The benchmark townhouse price was up 3% from January in Burnaby North, 1.8% higher in New Westminster and virtually unchanged in Burnaby South and Burnaby East. Some prime listings are attracting multiple bids. If you are a townhouse owner considering selling, this is a very good time to list to catch the early uplift in the spring market.

MARCH - TOWNHOUSES

THE REAL BURNABY & NEW WEST RESULTS: MAR 2017



	2016	2017	CHANGE
January	50	34	-32.0%
February	76	50	-34.2%
March	74	60	-18.9%
April			
May			
June			
Totals	200	144	-28.0%

Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New Listings Ratio
0 – 250,000	0	0	-
250,001 – 275,000	0	0	-
275,001 – 300,000	0	0	-
300,001 – 325,000	0	0	-
325,001 – 350,000	0	0	-
350,001 – 375,000	0	0	-
375,001 – 400,000	0	0	-
400,001 – 425,000	0	0	-
425,001 – 450,000	3	0	0%
450,001 – 500,000	4	4	100%
500,001 – 600,000	19	18	95%
600,001 – 700,000	11	9	82%
700,001 – 800,000	16	13	81%
800,001 – 900,000	9	10	111%
900,001 – 1,000,000	1	5	500%
1,000,001 +	2	1	50%
Totals	65	60	92%

THE REAL NEIGHBOURHOOD RESULTS: MAR 2017

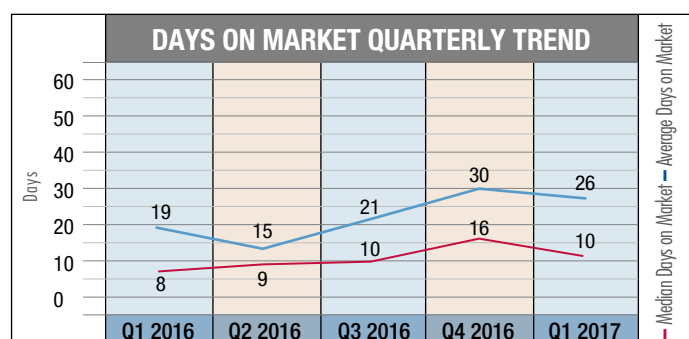
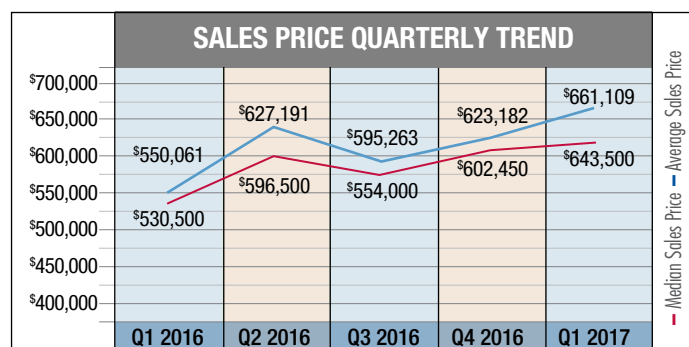
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			1 Month	3 Months
VBN				
Brentwood Park	1	\$715,800	-0.95	1.69
Capitol Hill BN	0	\$644,500	-1.60	0.53
Central BN	4	\$769,400	-0.63	-0.24
Forest Hills BN	2	\$524,500	3.63	9.20
Government Road	6	\$541,100	4.20	5.61
Montecito	1	\$472,200	5.60	10.94
Simon Fraser Hills	3	\$429,400	6.48	11.22
Simon Fraser Univer.	1	\$548,600	6.12	12.63
Sullivan Heights	0	\$717,100	4.37	13.59
Vancouver Heights	3	\$652,100	-1.90	0.27
Willingdon Heights	2	\$783,300	-2.82	-0.13
Burnaby North	23	\$556,400	3.13	6.90
VBS				
Burnaby Hospital	0	\$616,900	-1.88	1.65
Central Park BS	1	\$674,100	-2.17	-0.53
Forest Glen BS	1	\$699,400	-2.31	-0.39
Greentree Village	1	\$695,700	-2.76	-0.17
Highgate	2	\$468,200	6.75	6.94
Metrotown	1	\$604,700	-1.42	0.70
South Slope	3	\$633,700	-2.41	0.09
Burnaby South	9	\$578,300	-0.14	1.67
VBE				
Edmonds BE	5	\$479,300	5.71	5.49
The Crest	6	\$790,300	3.69	5.30
Burnaby East	11	\$565,400	5.08	5.63
VNW				
Fraserview NW	3	\$569,600	3.67	5.28
GlenBrooke North	2	\$500,300	2.45	5.54
Queensborough	8	\$651,600	2.24	2.66
Uptown NW	0	\$439,300	2.99	3.90
New Westminster	13	\$561,200	2.88	4.41

FAITH'S KEY INSIGHTS:

- We have seldom see a “fly-off-the-shelf” sales performance as that of the Burnaby-New Westminster townhouse market in March: 65 new listings added to the market and 60 sales. This is a sales success ratio of 92% and, at some price ranges, 100% of the new listing sold. Buyers swept through every price range from \$450,000-\$500,000 range (4 buyers) to more than \$800,000 (16 buyers) and from Burnaby North to New Westminster.
- Based on the number of multiple offers, the speed of sales – a median of 10 days from new listing to purchase – and the sales ratio, we believe Burnaby-New Westminster is heading into an amazing spring selling season. If you plan to list a townhouse, now is a prime time.

Q1 - TOWNHOUSES

THE REAL NEIGHBOURHOOD RESULTS: Q1 2017



	2016	2017	Change (%)
Unit Sales (by Quarter)	Q1	200	-28.0%
	Q2		
	Q3		
	Q4		
	Year-to-Date Totals	200	144

Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New Listings Ratio
0 – 250,000	1	1	100%
250,001 – 275,000	0	0	-
275,001 – 300,000	1	0	0%
300,001 – 325,000	1	2	200%
325,001 – 350,000	2	1	50%
350,001 – 375,000	2	2	100%
375,001 – 400,000	5	2	40%
400,001 – 425,000	2	1	50%
425,001 – 450,000	8	4	50%
450,001 – 500,000	13	11	85%
500,001 – 600,000	46	35	76%
600,001 – 700,000	36	33	92%
700,001 – 800,000	36	23	64%
800,001 – 900,000	20	17	85%
900,001 – 1,000,000	11	7	64%
1,000,001 +	10	5	50%
Totals	194	144	74%

THE REAL NEIGHBOURHOOD RESULTS: Q1 2017

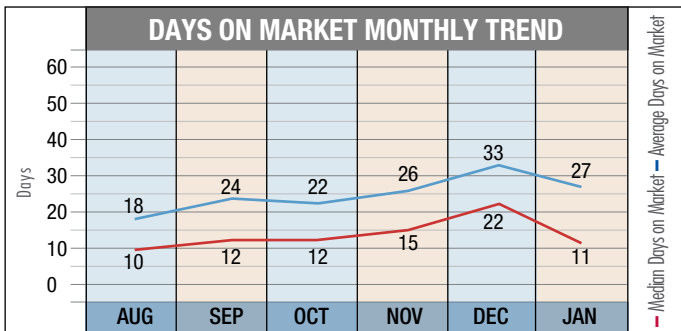
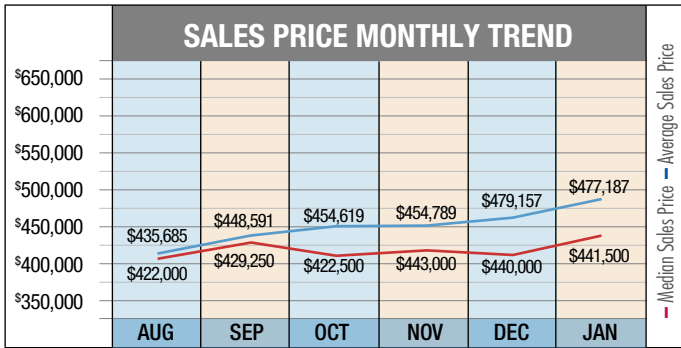
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			3 Months	1 Year
VBN				
Brentwood Park	2	\$715,800	-0.95	23.88
Capitol Hill BN	0	\$644,500	-1.60	19.61
Central BN	6	\$769,400	-0.63	18.70
Forest Hills BN	6	\$524,500	3.63	21.16
Government Road	8	\$541,100	4.20	18.62
Montecito	6	\$472,200	5.60	22.04
Simon Fraser Hills	8	\$429,400	6.48	13.79
Simon Fraser Univer.	3	\$548,600	6.12	12.83
Sullivan Heights	0	\$717,100	4.37	20.81
Vancouver Heights	4	\$652,100	-1.90	26.85
Willingdon Heights	3	\$783,300	-2.82	19.97
Burnaby North	46	\$556,400	3.13	19.05
VBS				
Burnaby Hospital	0	\$616,900	-1.88	22.75
Central Park BS	4	\$674,100	-2.17	16.94
Forest Glen BS	1	\$699,400	-2.31	20.07
Greentree Village	3	\$695,700	-2.76	19.97
Highgate	4	\$468,200	6.75	29.95
Metrotown	6	\$604,700	-1.42	19.60
South Slope	6	\$633,700	-2.41	20.19
Burnaby South	24	\$578,300	-0.14	21.49
VBE				
Edmonds BE	16	\$479,300	5.71	31.26
The Crest	9	\$790,300	3.69	19.48
Burnaby East	25	\$565,400	5.08	27.15
VNW				
Fraserview NW	5	\$569,600	3.67	14.21
GlenBrooke North	4	\$500,300	2.45	18.75
Queensborough	25	\$651,600	2.24	17.00
Uptown NW	0	\$439,300	2.99	12.36
New Westminster	34	\$561,200	2.88	15.32

FAITH'S KEY INSIGHTS:

- What a sizzling performance in Burnaby-New Westminster over the past three months: 144 townhouse sales at an average price of \$661,000 and a sales-to-new listing ratio of 74%. Sales would have been even higher if there were more listings. The highest sales were in Burnaby North, with 46 at a benchmark of \$556,400, a price 3.1% higher than in Q4 2016. The biggest price increase was seen in the Edmonds area of Burnaby East, with a 5% price surge from three months earlier and a 31% increase from a year earlier, to \$479,300. The most popular townhouse price range was \$500,000 to \$600,000, with 46 new listings and 35 sales, but townhouses sold from \$250,000 to more than \$1 million.

JANUARY - APARTMENTS/CONDOS

THE REAL BURNABY & NEW WEST RESULTS: JAN 2017



UNIT SALES (BY MONTH)	2016	2017	CHANGE
January	296	208	-29.7%
February			
March			
April			
May			
June			
Totals	296	208	-29.7%

LISTING AND SALES ACTIVITY BY PRICE SEGMENT			
Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 – 250,000	10	8	80%
250,001 – 275,000	7	6	86%
275,001 – 300,000	14	14	100%
300,001 – 325,000	9	11	122%
325,001 – 350,000	18	15	83%
350,001 – 375,000	6	8	133%
375,001 – 400,000	21	16	76%
400,001 – 425,000	16	21	131%
425,001 – 450,000	13	8	62%
450,001 – 500,000	36	22	61%
500,001 – 600,000	70	38	54%
600,001 – 700,000	32	22	69%
700,000 – 800,000	18	9	50%
800,001 – 900,000	13	6	46%
900,001 – 1,000,000	8	2	25%
1,000,001 +	15	2	13%
Totals	306	208	68%

THE REAL NEIGHBOURHOOD RESULTS: JAN 2017

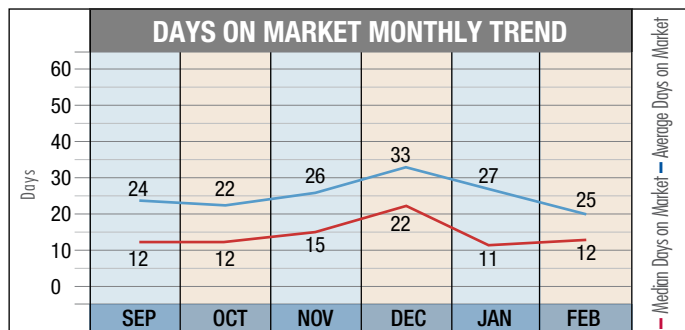
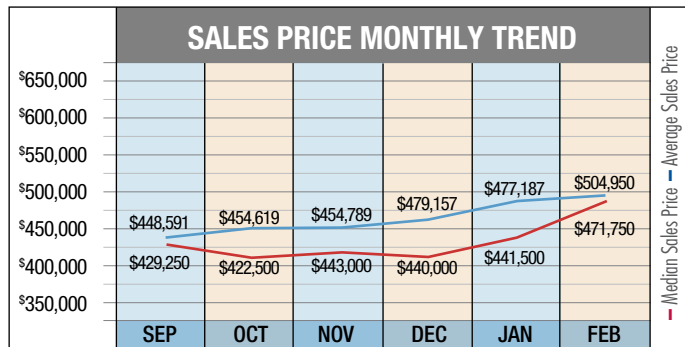
SALES AND BENCHMARK PRICES BY NEIGHBOURHOOD			BENCHMARK PRICE CHANGE (%)	
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	1 Month	3 Months
VBN				
Brentwood Park	32	\$636,800	2.23	4.98
Capitol Hill BN	5	\$323,100	1.08	2.08
Cariboo	4	\$342,200	0.85	2.36
Central BN	1	\$410,500	1.10	1.23
Government Road	5	\$404,500	0.81	2.53
Montecito	0	\$354,100	1.11	9.33
Simon Fraser Hills	0	\$285,500	1.11	8.15
Simon Fraser Univer.	3	\$495,300	1.05	7.63
Sullivan Heights	12	\$281,600	1.10	8.81
Vancouver Heights	3	\$504,600	1.10	1.51
Willingdon Heights	3	\$426,300	1.11	1.21
Burnaby North	68	\$490,800	1.57	4.96
VBS				
Burnaby Hospital	1	\$499,100	1.07	0.14
Central Park BS	5	\$560,100	0.50	-1.27
Forest Glen BS	5	\$601,800	0.53	-1.61
Highgate	14	\$506,800	1.22	4.42
Metrotown	33	\$552,400	2.57	5.83
Oaklands	1	\$560,900	1.13	0.39
South Slope	4	\$553,300	0.96	4.68
Burnaby South	63	\$551,200	1.75	3.95
VBE				
Edmonds BE	5	\$533,500	0.85	1.35
Burnaby East	5	\$533,400	0.85	1.35
VNW				
Downtown NW	13	\$360,500	0.72	0.13
Fraserview NW	12	\$429,100	0.82	0.45
GlenBrooke North	3	\$378,700	0.85	0.05
Quay	4	\$501,100	0.77	0.67
Queens Park	0	\$442,800	0.78	-0.36
Queensborough	5	\$428,000	0.60	4.87
Sapperton	8	\$279,600	1.44	4.03
Uptown NW	24	\$344,400	2.09	6.37
West End NW	1	\$234,200	0.84	-3.34
New Westminster	70	\$387,000	1.66	2.70

FAITH'S KEY INSIGHTS:

- Burnaby and New Westminster are credited with the record-level of new concrete condominiums starting in Metro Vancouver, with a total of nearly 2,000 units brought to market in the last quarter of 2016 in the two municipalities. The new supply is needed, as condo apartment sales in January averaged more than five every day. Many of these units are eligible for the BC Government's First-Time Buyer assistance program and we can provide you with the information that you need to make the right decision for you.

FEBRUARY - APARTMENTS/CONDOS

THE REAL BURNABY & NEW WEST RESULTS: FEB 2017



	2016	2017	CHANGE
January	296	208	-29.7%
February	348	293	-28.7%
March			
April			
May			
June			
Totals	644	456	-29.2%

Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 - 250,000	17	13	76%
250,001 - 275,000	3	4	133%
275,001 - 300,000	8	7	88%
300,001 - 325,000	11	7	64%
325,001 - 350,000	22	8	36%
350,001 - 375,000	6	12	200%
375,001 - 400,000	25	11	44%
400,001 - 425,000	17	25	147%
425,001 - 450,000	12	14	117%
450,001 - 500,000	44	36	82%
500,001 - 600,000	59	45	76%
600,001 - 700,000	36	28	78%
700,001 - 800,000	23	13	57%
800,001 - 900,000	11	4	36%
900,001 - 1,000,000	7	2	29%
1,000,001 +	9	7	78%
Totals	310	236	76%

THE REAL NEIGHBOURHOOD RESULTS: FEB 2017

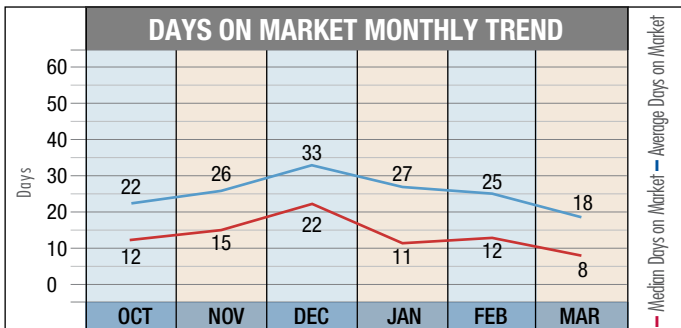
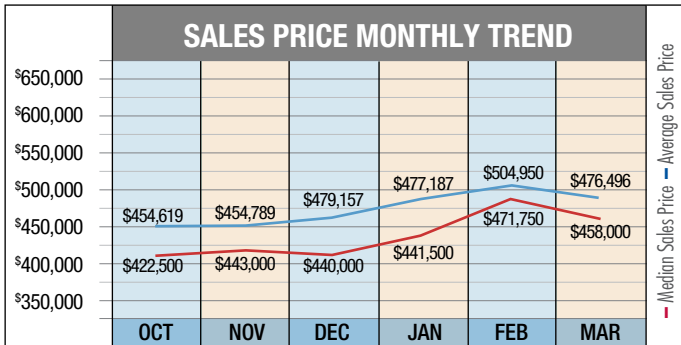
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			1 Month	3 Months
VBN				
Brentwood Park	29	\$667,000	4.74	7.97
Capitol Hill BN	0	\$337,000	4.28	7.57
Cariboo	4	\$340,000	-0.66	2.13
Central BN	5	\$419,400	2.19	2.57
Government Road	9	\$404,500	0.00	3.24
Montecito	1	\$352,600	-0.42	4.11
Simon Fraser Hills	0	\$287,800	0.82	5.22
Simon Fraser Univer.	13	\$497,800	0.50	4.75
Sullivan Heights	9	\$281,800	0.05	4.42
Vancouver Heights	1	\$519,300	2.92	3.18
Willingdon Heights	0	\$431,800	1.29	1.24
Burnaby North	71	\$503,600	2.60	5.76
VBS				
Burnaby Hospital	0	\$513,200	2.84	2.64
Central Park BS	6	\$565,800	1.02	-0.15
Forest Glen BS	8	\$612,700	1.82	0.66
Highgate	12	\$510,400	0.72	1.75
Metrotown	39	\$568,900	3.00	12.32
Oaklands	0	\$572,000	1.99	1.69
South Slope	7	\$555,100	0.33	2.63
Burnaby South	72	\$561,600	1.90	6.47
VBE				
Edmonds BE	9	\$545,300	2.22	1.12
Burnaby East	9	\$545,200	2.22	1.12
VNW				
Downtown NW	22	\$370,800	2.85	4.29
Fraserview NW	13	\$433,400	0.99	-0.18
GlenBrooke North	2	\$386,200	1.99	1.20
Quay	14	\$500,200	-0.18	-2.95
Queens Park	0	\$455,800	2.93	1.89
Queensborough	2	\$442,100	3.31	6.96
Sapperton	9	\$289,000	3.35	7.02
Uptown NW	18	\$348,600	1.23	6.65
West End NW	0	\$237,900	1.55	1.37
New Westminster	80	\$392,400	1.41	3.28

FAITH'S KEY INSIGHTS:

- First-time buyers are very active in Burnaby-New Westminster. Many of these are attracted by SkyTrain, the diversity of neighbourhoods and, of course, the affordable prices. In February, 12 buyers purchased a condo apartment for \$250,000 or less and 55 paid less than \$400,000. First buyers are also taking advantage of the B.C. government's no-interest, five-year loan incentive that will match a first-time buyer's downpayment. And all types of buyers are acting quickly: the typical new listing is selling within a medium of just 10 days.

MARCH - APARTMENTS/CONDOS

THE REAL BURNABY & NEW WEST RESULTS: MAR 2017



UNIT SALES (BY MONTH)	2016	2017	CHANGE
January	296	208	-29.7%
February	348	248	-28.7%
March	423	293	-30.7%
April			
May			
June			
Totals	1,067	749	-29.8%

LISTING AND SALES ACTIVITY BY PRICE SEGMENT			
Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 – 250,000	15	13	87%
250,001 – 275,000	10	8	80%
275,001 – 300,000	19	8	42%
300,001 – 325,000	7	13	186%
325,001 – 350,000	20	19	95%
350,001 – 375,000	15	13	87%
375,001 – 400,000	45	18	40%
400,001 – 425,000	18	19	106%
425,001 – 450,000	31	28	90%
450,001 – 500,000	52	40	77%
500,001 – 600,000	72	57	79%
600,001 – 700,000	52	33	63%
700,000 – 800,000	31	16	52%
800,001 – 900,000	13	8	62%
900,001 – 1,000,000	6	0	0%
1,000,001 +	7	0	0%
Totals	413	293	71%

THE REAL NEIGHBOURHOOD RESULTS: MAR 2017

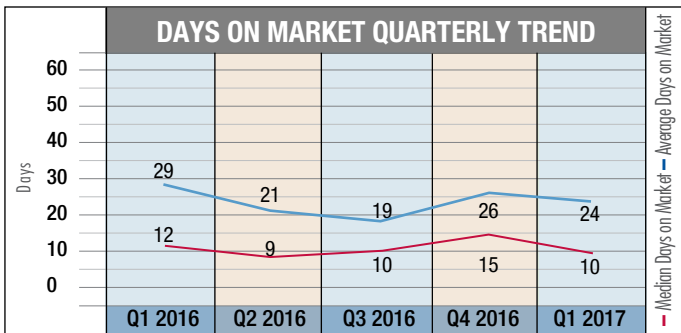
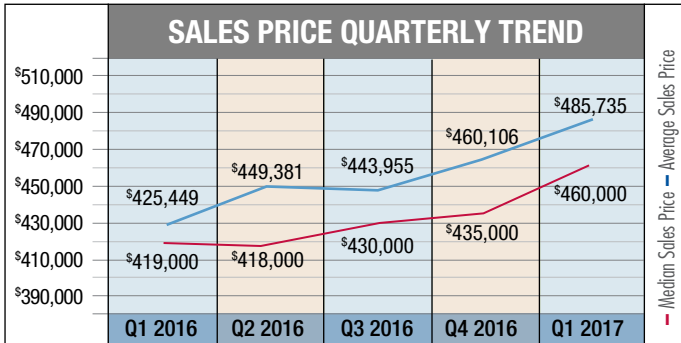
SALES AND BENCHMARK PRICES BY NEIGHBOURHOOD			BENCHMARK PRICE CHANGE (%)	
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	1 Month	3 Months
VBN				
Brentwood Park	36	\$685,100	2.72	9.99
Capitol Hill BN	1	\$326,100	-3.23	2.01
Cariboo	6	\$354,000	4.12	4.32
Central BN	4	\$412,000	-1.77	1.49
Government Road	5	\$415,800	2.78	3.62
Montecito	0	\$356,300	1.05	1.75
Simon Fraser Hills	0	\$295,500	2.67	4.67
Simon Fraser Univer.	17	\$505,900	1.63	3.20
Sullivan Heights	10	\$289,700	2.82	4.01
Vancouver Heights	2	\$503,300	-3.08	0.85
Willingdon Heights	2	\$423,000	-2.04	0.32
Burnaby North	83	\$513,300	1.93	6.22
VBS				
Burnaby Hospital	1	\$500,500	-2.48	1.36
Central Park BS	4	\$579,400	2.40	3.96
Forest Glen BS	9	\$627,900	2.48	4.90
Highgate	14	\$530,000	3.82	5.85
Metrotown	45	\$581,800	2.26	8.05
Oaklands	0	\$568,500	-0.62	2.50
South Slope	11	\$574,900	3.56	4.90
Burnaby South	84	\$577,100	2.75	6.53
VBE				
Edmonds BE	13	\$556,100	1.98	5.13
Burnaby East	13	\$556,100	1.98	5.13
VNW				
Downtown NW	29	\$386,200	4.16	7.90
Fraserview NW	14	\$443,400	2.32	4.19
GlenBrooke North	4	\$394,200	2.06	4.97
Quay	17	\$509,200	1.79	2.39
Queens Park	1	\$459,500	0.81	4.57
Queensborough	6	\$460,100	4.07	8.15
Sapperton	16	\$294,000	1.73	6.65
Uptown NW	23	\$352,800	1.21	4.59
West End NW	2	\$247,200	3.94	6.44
New Westminster	112	\$401,600	2.33	5.49

FAITH'S KEY INSIGHTS:

- Sellers alert: March condominium buyers were looking but couldn't find condos in Capital Hill and Simon Fraser neighbourhoods of Burnaby North; in the Burnaby Hospital area of Burnaby South; Queens Park and West End of New Westminster. If you own in any of these neighbourhoods and are thinking of selling, we have buyers. March saw the benchmark price of condo apartment increase from 2% to nearly 4% across Burnaby and New Westminster as 293 condos sold – the highest level in 8 months – at benchmark prices from \$248,000 to \$685,000.

Q1 - APARTMENTS / CONDOS

THE REAL NEIGHBOURHOOD RESULTS: Q1 2017



		2016	2017	Change (%)
Unit Sales (by Quarter)	Q1	1,067	737	-30.9%
	Q2			
	Q3			
	Q4			
	Year-to-Date Totals	1,067	737	-30.9%

Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 – 250,000	42	34	81%
250,001 – 275,000	20	18	90%
275,001 – 300,000	41	29	71%
300,001 – 325,000	27	31	115%
325,001 – 350,000	60	42	70%
350,001 – 375,000	27	33	122%
375,001 – 400,000	91	45	49%
400,001 – 425,000	51	65	127%
425,001 – 450,000	56	50	89%
450,001 – 500,000	132	98	74%
500,001 – 600,000	201	140	70%
600,001 – 700,000	120	83	69%
700,000 – 800,000	72	38	53%
800,001 – 900,000	37	18	49%
900,001 – 1,000,000	21	4	19%
1,000,001 +	31	9	29%
Totals	1,029	737	72%

THE REAL NEIGHBOURHOOD RESULTS: Q1 2017

MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			3 Months	1 Year
VBN				
Brentwood Park	97	\$685,100	2.72	28.28
Capitol Hill BN	6	\$326,100	-3.23	24.06
Cariboo	14	\$354,000	4.12	29.68
Central BN	10	\$412,000	-1.77	28.18
Government Road	19	\$415,800	2.78	32.41
Montecito	1	\$356,300	1.05	20.05
Simon Fraser Hills	0	\$295,500	2.67	20.86
Simon Fraser Univer.	33	\$505,900	1.63	22.46
Sullivan Heights	31	\$289,700	2.82	24.70
Vancouver Heights	6	\$503,300	-3.08	23.04
Willingdon Heights	5	\$423,000	-2.04	20.93
Burnaby North	222	\$513,300	1.93	26.68
VBS				
Burnaby Hospital	2	\$500,500	-2.48	20.22
Central Park BS	15	\$579,400	2.40	19.34
Forest Glen BS	22	\$627,900	2.48	18.93
Highgate	40	\$530,000	3.82	20.33
Metrotown	117	\$581,800	2.26	28.91
Oaklands	1	\$568,500	-0.62	20.48
South Slope	22	\$574,900	3.56	25.75
Burnaby South	219	\$577,100	2.75	24.84
VBE				
Edmonds BE	27	\$556,100	1.98	4.20
Burnaby East	27	\$556,000	1.98	4.20
VNW				
Downtown NW	64	\$386,200	4.16	21.84
Fraserview NW	39	\$443,400	2.32	14.28
GlenBrooke North	9	\$394,200	2.06	4.20
Quay	35	\$509,200	1.79	20.69
Queens Park	1	\$459,500	0.81	6.50
Queensborough	13	\$460,100	4.07	39.13
Sapperton	33	\$294,000	1.73	10.67
Uptown NW	65	\$352,800	1.21	23.47
West End NW	3	\$247,200	3.94	9.20
New Westminster	262	\$401,600	2.33	20.43

FAITH'S KEY INSIGHTS:

- New Westminster was the leading condominium apartment market in Q1, with its 262 sales eclipsing even Burnaby North (222 sales). The New Westminster benchmark price, at \$401,600, is up 5.4% from three months earlier. Prices increased from 2% to 2.7% in Burnaby's three regions, and ranged from \$513,000 in Burnaby North to \$556,000 in Burnaby East and \$577,000 in Burnaby South. With 737 sales in Q1, Burnaby and New Westminster has built strong momentum heading into the spring buying season.

14 IMPORTANT QUESTIONS

SELLERS need answered *before hiring* a real estate agent to market & sell your home!

Literally tens of thousands of dollars are riding on the agent you hire to market, present and negotiate the sale of your Vancouver home. And let's face it - in real estate, as in life - not all things are created equal. Honest answers to these questions from the agents you are interviewing will help you to decide whom to entrust to market and sell your home for top dollar with the least amount of hassle.

1 What makes you different? Why should I list with you? What unique strategies do you use?

Today, it is a much tougher and more dynamic real estate market than it was even 5 years ago. A successful agent stays up-to-speed on the complex, multi-dimensional marketing needed to reach all buyers, including mobile and internet-savvy consumers and international prospects.

2 How many properties have you marketed and sold in the last 12 months?

Did you know that only 10% of Vancouver agents sold more than 10 homes in the last 12 months? Working with top producers ensures you are receiving the benefit of their experience, resources and their proven plan to deliver a successful sale.

3 How many contracts have you negotiated in the last 10 years?

The more contracts negotiated and the more exposure to cross cultural scenarios translate into better advice which delivers better results for you.

4 Do you work solo or with a team?

There are simply too many steps in the full process for a solo agent to do a great job of everything. A team approach is the only way to ensure you receive the attention to detail and the full service and consistent coverage that you deserve.

5 How do you manage all showings across all of your listings?

Consider that taking off the basic two

weeks of holidays, stats and 1 day per week means your solo agent misses 74 days (20%) of the year to meet face to face with prospective buyers and highlight the best of your home. Does the agent have licensed property showing specialists as part of their team or do they miss opportunities to show and sell?

6 What is your pricing strategy for my home?

A realistic, market-based price point will attract the full scope of buyers and not just those looking to "steal the deal". Setting the right price requires skill, experience, plus local market trends knowledge.

7 How long, on average, does it take your listings to sell?

Ask if the agent tends to sell a home faster or slower than average and compare that answer to your goals; this is an indicator of their expertise.

8 Beyond posting my home on MLS and its related pickup sites, where will my home be marketed online?

Today, 92% of home buyers use the internet during their home buying process and nearly half of buyers look online as their first step. Does he/she have a website dedicated exclusively to showcasing their clients' homes? Does the agent's internet marketing plan assure accessibility in Chinese and optimization for mobile devices?

9 Do you provide references from past clients?

A trustworthy agent will be delighted to provide references from satisfied clients for you to review.

10 What homes have you sold in my area?

An informed agent will provide you with their performance in your neighbourhood and area.

11 Do you provide a written schedule of the services you deliver?

A set of performance promises will clearly detail what you can expect from the agent, including recourse if they don't deliver.

12 Do you provide regular, updated market evaluations on my home?

Once your home is listed, how often do you update me on relevant market activity and overview?

13 What is your marketing budget for my home so as to stand out versus comparable listings?

What percent of the agent's commission will be dedicated to the marketing budget and how does this compare?

14 What marketing media mix will you use to display my home to the widest array of potential buyers?

Successful agents use a mix of search advertising, social media plus web sites for Vancouver, China, the U.S. and other international markets, and print media.

In closing, the sale of your home is likely one of the largest financial decisions you will make. The right agent with the skills, the plans and the commitment will deliver distinctly better results.

We present these questions for your consideration in order that you make the right decision for you and your family. Please use these questions as a foundation for making the right choice for your needs.

Faith



FWG FAITH WILSON GROUP .com
604.224.5277