

# BURNABY & NEW WEST

BURNABY & NEW WEST'S MONTHLY RESIDENTIAL REAL ESTATE ANALYSIS

JUL & AUG 2017

Detached

August New Listings: **197**

**4%**

**DECREASE**  
vs. Aug 2016

**AVERAGE**  
Days on Market

**36**

**24% INCREASE**  
vs. Jul 2017

**BURNABY SOUTH**  
HPI BENCHMARK PRICE:  
**\$1,717,600**

**0.98% INCREASE** vs. Aug 2016  
**PRICES ARE INCREASING**

Townhome

August New Listings: **82**

**17%**

**INCREASE**  
vs. Aug 2016

**AVERAGE**  
Days on Market

**21**

**40% INCREASE**  
vs. Jul 2017

**AVERAGE SOLD PRICE**

**\$549** Per Sq.Ft.

**32%**

**INCREASE**  
vs. Aug 2016

Condos

August New Listings: **393**

**3%**

**INCREASE**  
vs. Aug 2016

**319**

New Listings for  
**\$750,000**  
or **LESS** in Aug 2017.

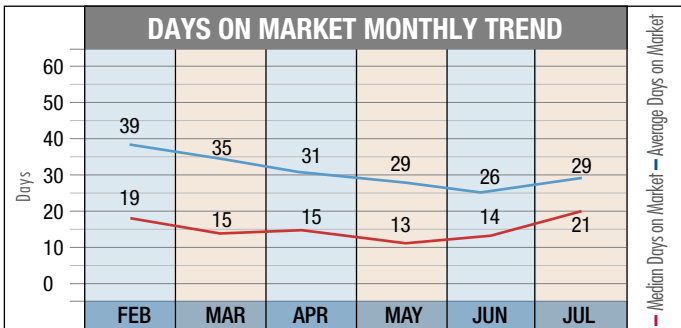
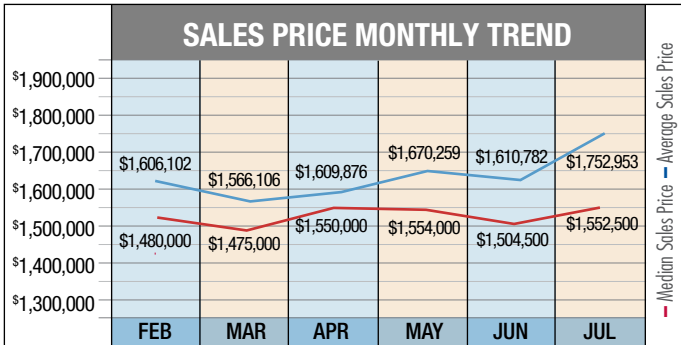
**1 Bed / 1 Bath** Median Sold  
**\$680** Price Per Sq.Ft.

**36%**

**INCREASE**  
since Jul 2016

# JULY - SINGLE FAMILY DETACHED HOMES

## THE REAL BURNABY & NEW WEST RESULTS: JULY 2017



	2016	2017	CHANGE
February	218	79	-63.8%
March	228	134	-41.2%
April	205	133	-35.1%
May	182	155	-14.8%
June	150	123	-18.0%
July	100	67	-33.0%
<b>Totals</b>	<b>1114</b>	<b>675</b>	<b>-39.4%</b>

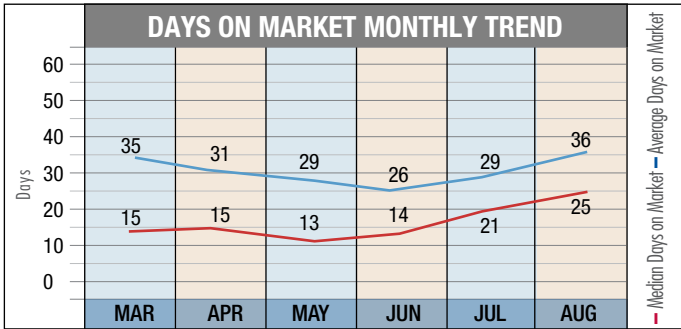
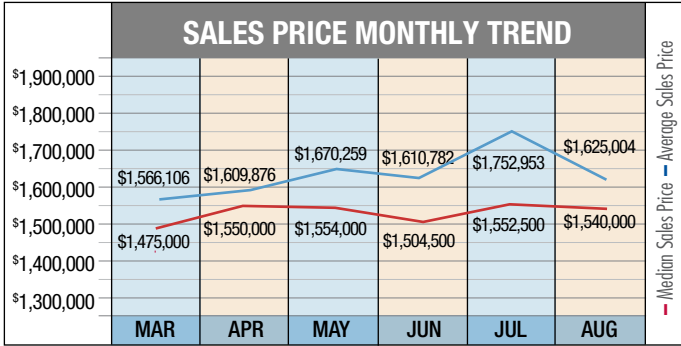
Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 - 1,000,000	6	4	67%
1,000,001 - 1,100,000	5	1	20%
1,100,001 - 1,200,000	5	4	80%
1,200,001 - 1,300,000	13	8	62%
1,300,001 - 1,400,000	18	4	22%
1,400,001 - 1,500,000	16	7	44%
1,500,001 - 1,600,000	24	11	46%
1,600,001 - 1,700,000	27	4	15%
1,700,001 - 1,800,000	17	6	35%
1,800,001 - 1,900,000	19	3	16%
1,900,001 - 2,000,000	11	4	36%
2,000,001 - 2,250,000	24	5	21%
2,250,001 - 2,500,000	23	1	4%
2,500,001 - 2,750,000	14	0	0%
2,750,001 - 3,000,000	14	1	7%
3,000,001 +	12	4	33%
<b>Totals</b>	<b>248</b>	<b>67</b>	<b>27%</b>

## THE REAL NEIGHBOURHOOD RESULTS: JULY 2017

MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			1 Month	3 Months
<b>VBN</b>				
Brentwood Park	3	\$1,548,700	0.4	3.22
Capitol Hill BN	6	\$1,489,700	-0.49	4.29
Central BN	0	\$1,355,900	-0.07	4.58
Government Road	4	\$1,938,000	3.38	3.96
Montecito	2	\$1,647,000	1.98	4.25
Parkcrest	4	\$1,571,000	0.23	3.36
Simon Fraser Univer.	0	\$1,808,800	1.29	3.56
Sperling Duthie	0	\$1,660,200	1.81	4.75
Sullivan Heights	1	\$1,278,100	-0.66	5.09
Vancouver Heights	2	\$1,490,500	-0.26	3.68
Westridge BN	1	\$1,763,400	-0.47	2.49
Willingdon Heights	0	\$1,408,400	0.23	2.04
<b>Burnaby North</b>	<b>23</b>	<b>\$1,585,500</b>	<b>0.72</b>	<b>3.79</b>
<b>VBS</b>				
Buckingham Heights	2	\$2,405,400	0.06	5.08
Burnaby Hospital	3	\$1,603,600	-0.98	4.89
Burnaby Lake	4	\$1,495,300	2.50	4.84
Central Park BS	0	\$1,516,500	0.41	4.99
Deer Lake	0	\$2,446,600	-0.38	6.72
Deer Lake Place	1	\$1,757,400	-0.67	4.51
Forest Glen BS	3	\$1,801,900	0.09	6.02
Garden Village	0	\$1,627,400	-1.00	5.42
Gardentree Village	0	\$1,121,700	2.07	11.48
Highgate	0	\$1,408,500	0.32	5.41
Metrotown	2	\$1,981,500	0.39	5.87
South Slope	6	\$1,695,000	-0.51	5.19
Suncrest	2	\$1,323,100	-1.83	6.73
Upper Deer Lake	2	\$1,811,200	-0.52	4.96
<b>Burnaby South</b>	<b>25</b>	<b>\$1,718,600</b>	<b>-0.12</b>	<b>5.35</b>
<b>VBE</b>				
East Burnaby	5	\$1,181,900	1.83	7.11
Edmonds BE	0	\$1,319,700	2.66	8.65
The Crest	3	\$1,464,300	2.33	6.80
<b>Burnaby East</b>	<b>8</b>	<b>\$1,286,100</b>	<b>2.06</b>	<b>7.19</b>
<b>VNW</b>				
Connaught Heights	0	\$1,054,200	2.91	6.64
Fraserview NW	0	\$1,328,500	0.40	3.38
GlenBrooke NW	0	\$1,143,400	2.94	7.49
Moody Park	0	\$1,141,200	2.84	6.69
Queens Park	1	\$1,397,900	1.26	3.95
Queensborough	3	\$1,059,800	2.23	5.89
Sapperton	1	\$987,300	2.25	7.18
The Heights NW	5	\$1,183,600	2.77	8.63
Uptown NW	0	\$967,200	2.71	7.14
West End NW	2	\$1,251,900	1.57	5.16
<b>New Westminster</b>	<b>12</b>	<b>\$1,151,300</b>	<b>2.32</b>	<b>6.65</b>

# AUGUST - SINGLE FAMILY DETACHED HOMES

## THE REAL BURNABY & NEW WEST RESULTS: AUG 2017



UNIT SALES (BY MONTH)	2016	2017	CHANGE
March	228	134	-41.2%
April	205	133	-35.1%
May	182	156	-14.3%
June	150	124	-17.3%
July	100	74	-26.0%
August	52	75	44.2%
Totals	917	696	-24.1%

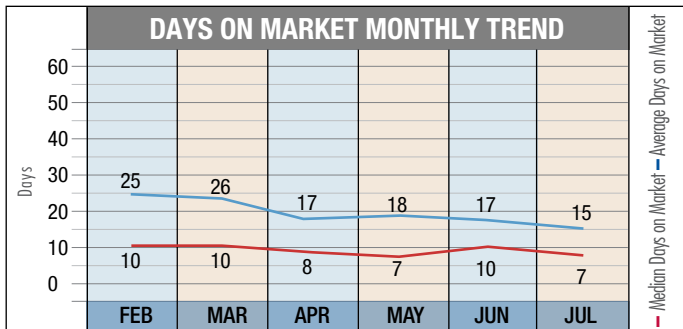
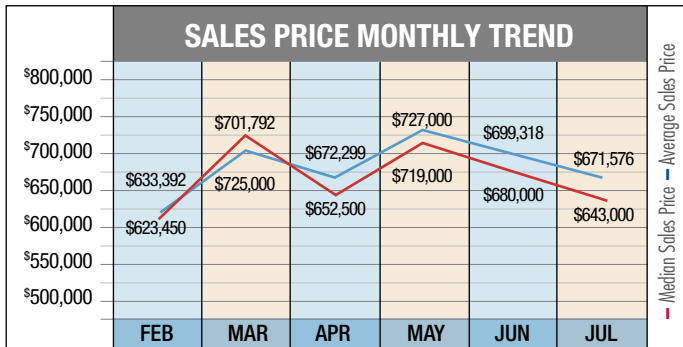
LISTING AND SALES ACTIVITY BY PRICE SEGMENT			
Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 - 1,000,000	7	4	57%
1,000,001 - 1,100,000	7	6	86%
1,100,001 - 1,200,000	7	7	100%
1,200,001 - 1,300,000	13	8	62%
1,300,001 - 1,400,000	9	2	22%
1,400,001 - 1,500,000	23	9	39%
1,500,001 - 1,600,000	14	8	57%
1,600,001 - 1,700,000	13	8	62%
1,700,001 - 1,800,000	8	3	38%
1,800,001 - 1,900,000	15	4	27%
1,900,001 - 2,000,000	14	5	36%
2,000,001 - 2,250,000	18	0	0%
2,250,001 - 2,500,000	17	5	29%
2,500,001 - 2,750,000	5	4	80%
2,750,001 - 3,000,000	14	0	0%
3,000,001 +	13	2	15%
<b>Totals</b>	<b>197</b>	<b>75</b>	<b>38%</b>

## THE REAL NEIGHBOURHOOD RESULTS: AUG 2017

SALES AND BENCHMARK PRICES BY NEIGHBOURHOOD			BENCHMARK PRICE CHANGE (%)	
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	1 Month	3 Months
<b>VBN</b>				
Brentwood Park	2	\$1,544,400	-0.28	0.81
Capitol Hill BN	4	\$1,521,600	2.14	3.71
Central BN	0	\$1,347,100	-0.64	1.21
Government Road	1	\$1,907,200	-1.59	-0.42
Montecito	6	\$1,638,200	-0.53	0.61
Parkcrest	3	\$1,576,800	0.36	1.88
Simon Fraser Univer.	1	\$1,837,800	1.6	1.84
Sperling-Duthie	3	\$1,652,800	-0.44	2.12
Sullivan Heights	0	\$1,267,100	-0.86	1.91
Vancouver Heights	1	\$1,525,500	2.34	3.73
Westridge BN	1	\$1,783,600	1.15	1.83
Willingdon Heights	2	\$1,418,700	0.73	1.34
<b>Burnaby North</b>	<b>24</b>	<b>\$1,593,200</b>	<b>0.49</b>	<b>1.92</b>
<b>VBS</b>				
Buckingham Heights	1	\$2,407,500	0.09	3.64
Burnaby Hospital	3	\$1,616,400	0.8	2.25
Burnaby Lake	2	\$1,503,400	0.54	2.85
Central Park BS	2	\$1,536,700	1.34	2.74
Deer Lake	2	\$2,445,200	-0.06	1.32
Deer Lake Place	2	\$1,757,400	0	2.93
Forest Glen BS	2	\$1,797,000	-0.27	0.81
Garden Village	1	\$1,618,500	-0.55	1.53
Greentree Village	1	\$1,101,700	-1.79	3.73
Highgate	1	\$1,400,400	-0.57	2.73
Metrotown	3	\$1,962,500	-0.96	1.49
South Slope	2	\$1,695,500	0.03	2.83
Suncrest	1	\$1,315,200	-0.6	1.67
Upper Deer Lake	1	\$1,821,100	0.55	1.35
<b>Burnaby South</b>	<b>24</b>	<b>\$1,717,600</b>	<b>-0.06</b>	<b>2.08</b>
<b>VBE</b>				
East Burnaby	4	\$1,220,700	3.28	7.26
Edmonds BE	1	\$1,331,500	0.89	6.08
The Crest	2	\$1,514,100	3.4	6.8
<b>Burnaby East</b>	<b>7</b>	<b>\$1,286,100</b>	<b>2.06</b>	<b>7.19</b>
<b>VNW</b>				
Connaught Heights	1	\$1,062,300	0.77	6.06
Fraserview NW	0	\$1,370,300	3.15	5.59
GlenBrooke North	1	\$1,188,700	3.97	8.87
Moody Park	0	\$1,176,400	3.08	7.19
Queens Park	1	\$1,440,400	3.04	5.96
Queensborough	5	\$1,057,300	-0.23	0.37
Sapperton	1	\$1,032,500	4.57	8.02
The Heights NW	4	\$1,226,400	3.62	8.46
Uptown NW	2	\$996,700	3.05	7.37
West End NW	5	\$1,262,800	0.87	7.2
<b>New Westminster</b>	<b>20</b>	<b>\$1,176,600</b>	<b>2.19</b>	<b>5.88</b>

# JULY - TOWNHOUSES

## THE REAL BURNABY & NEW WEST RESULTS: JULY 2017



	2016	2017	CHANGE
January	50	34	-32.0%
February	76	50	-34.2%
March	74	66	-10.8%
April	80	67	-16.3%
May	99	105	6.1%
June	90	88	-2.2%
Totals	469	410	-12.5%

Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 - 250,000	0	0	0%
250,001 - 275,000	0	0	0%
275,001 - 300,000	1	0	0%
300,001 - 325,000	0	0	0%
325,001 - 350,000	1	0	0%
350,001 - 375,000	1	2	200%
375,001 - 400,000	0	2	0%
400,001 - 425,000	0	0	0%
425,001 - 450,000	5	4	80%
450,001 - 500,000	12	5	42%
500,001 - 600,000	18	7	39%
600,001 - 700,000	25	12	48%
700,001 - 800,000	19	11	58%
800,001 - 900,000	13	7	54%
900,001 - 1,000,000	11	4	36%
1,000,001 +	7	3	43%
<b>Totals</b>	<b>113</b>	<b>57</b>	<b>50%</b>

## THE REAL NEIGHBOURHOOD RESULTS: JULY 2017

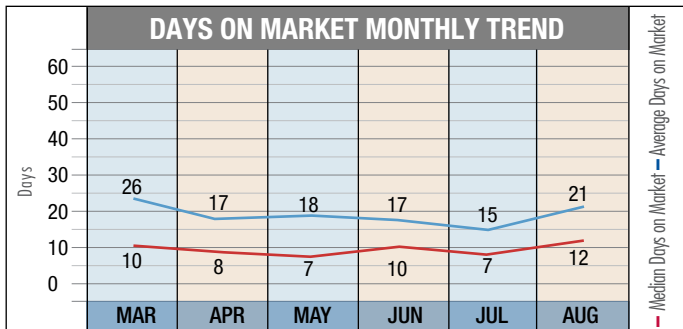
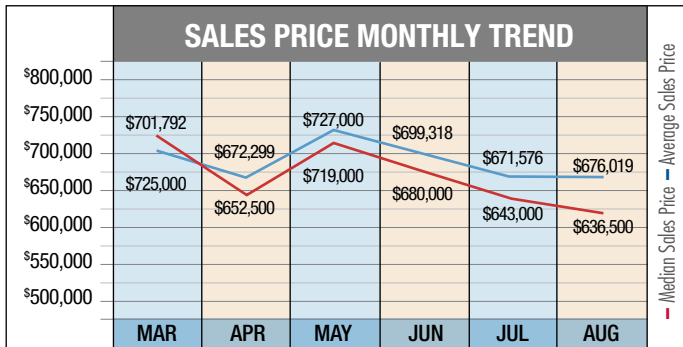
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			1 Month	3 Months
<b>VBN</b>				
Brentwood Park	2	\$822,100	4.01	8.14
Capitol Hill BN	1	\$702,500	0.57	6.45
Central BN	2	\$803,700	2.18	7.60
Forest Hills BN	2	\$718,900	-0.46	5.67
Government Road	0	\$746,100	-0.04	3.71
Montecito	1	\$559,900	1.11	7.70
Simon Fraser Hills	1	\$580,700	-2.55	5.20
Simon Fraser Univer.	1	\$686,100	-0.12	7.68
Sullivan Heights	0	\$781,700	0.04	7.48
Vancouver Heights	0	\$787,600	1.15	4.36
Willingdon Heights	0	\$576,700	-1.23	4.05
<b>Burnaby North</b>	<b>10</b>	<b>\$689,300</b>	<b>0.19</b>	<b>6.19</b>
<b>VBS</b>				
Burnaby Hospital	1	\$787,900	1.82	9.97
Central Park BS	4	\$762,900	0.52	0.32
Forest Glen BS	3	\$865,300	0.07	5.86
Greentree Village	1	\$901,600	2.30	8.02
Highgate	3	\$820,000	2.18	7.98
Metrotown	2	\$509,900	1.28	10.24
South Slope	4	\$726,700	1.85	6.20
<b>Burnaby South</b>	<b>18</b>	<b>\$755,400</b>	<b>1.56</b>	<b>7.17</b>
<b>VBE</b>				
Edmonds BE	8	\$515,200	1.15	7.66
The Crest	3	\$877,200	0.00	1.72
<b>Burnaby East</b>	<b>11</b>	<b>\$614,300</b>	<b>0.49</b>	<b>5.19</b>
<b>VNW</b>				
Fraserview NW	0	\$575,100	0.13	1.62
GlenBrooke North	1	\$743,100	0.67	4.39
Queensborough	7	\$510,900	4.84	3.86
Uptown NW	3	\$733,300	0.37	5.70
<b>New Westminster</b>	<b>11</b>	<b>\$646,600</b>	<b>0.95</b>	<b>4.58</b>

## FAITH'S KEY INSIGHTS:

- I strolled the New Westminster waterfront recently and was again wowed by the Quay and the incredible selection of townhouses facing the Fraser River waterfront. It is not surprising that New Westminster posted more townhouse sales in July than even bustling North Burnaby. What is surprising is that the Royal City, at a benchmark price of \$646,600, has among the lowest townhouse prices in the New Westminster-Burnaby region, second only to Burnaby East, where the benchmark price is \$614,500.
- Despite a slight increase in new listings – a total of 113 in July – the townhouse market was fairly balanced, with the 57 sales creating a sales-to-new-listing ratio of 50%. Benchmark prices were up less than 1 per cent from a month earlier.

# AUGUST - TOWNHOUSES

## THE REAL BURNABY & NEW WEST RESULTS: AUG 2017



UNIT SALES (BY MONTH)	2016	2017	CHANGE
March	74	66	-10.8%
April	80	68	-15.0%
May	99	105	6.1%
June	90	89	-1.1%
July	65	58	-10.8%
August	38	80	110.5%
Totals	446	466	4.5%

LISTING AND SALES ACTIVITY BY PRICE SEGMENT			
Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 - 250,000	1	0	0%
250,001 - 275,000	0	1	0%
275,001 - 300,000	1	0	0%
300,001 - 325,000	0	0	0%
325,001 - 350,000	0	1	0%
350,001 - 375,000	1	0	0%
375,001 - 400,000	2	0	0%
400,001 - 425,000	0	0	0%
425,001 - 450,000	5	2	40%
450,001 - 500,000	8	7	88%
500,001 - 600,000	15	22	147%
600,001 - 700,000	17	22	129%
700,001 - 800,000	15	8	53%
800,001 - 900,000	7	6	86%
900,001 - 1,000,000	2	5	250%
1,000,001 +	8	6	75%
<b>Totals</b>	<b>82</b>	<b>80</b>	<b>98%</b>

## THE REAL NEIGHBOURHOOD RESULTS: AUG 2017

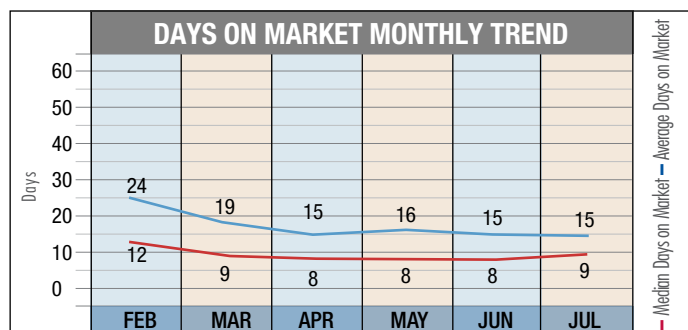
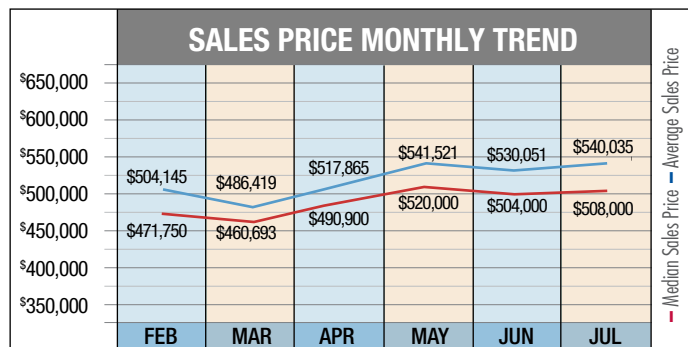
SALES AND BENCHMARK PRICES BY NEIGHBOURHOOD			BENCHMARK PRICE CHANGE (%)	
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	1 Month	3 Months
<b>VBN</b>				
Brentwood Park	2	\$832,800	1.3	5.62
Capitol Hill BN	0	\$706,500	0.57	3.55
Central BN	4	\$811,100	0.92	6.07
Forest Hills BN	7	\$726,400	1.04	2.55
Government Road	2	\$767,200	2.83	5.23
Montecito	4	\$563,900	0.71	1.27
Simon Fraser Hills	4	\$582,100	0.24	1.82
Simon Fraser Univer.	1	\$698,100	1.75	3.14
Sullivan Heights	0	\$798,300	2.13	1.62
Vancouver Heights	0	\$804,100	2.09	7.73
Willingdon Heights	2	\$847,600	1.75	5.74
<b>Burnaby North</b>	<b>26</b>	<b>\$697,900</b>	<b>1.24</b>	<b>3.46</b>
<b>VBS</b>				
Burnaby Hospital	0	\$797,800	1.25	5.86
Central Park BS	4	\$891,800	3.07	6.41
Forest Glen BS	4	\$916,500	1.65	5.21
Greentree Village	1	\$848,100	3.42	7.05
Highgate	4	\$521,000	2.17	2.74
Metrotown	5	\$743,100	2.25	5.78
South Slope	4	\$849,800	2.34	5.85
<b>Burnaby South</b>	<b>22</b>	<b>\$772,800</b>	<b>2.31</b>	<b>4.84</b>
<b>VBE</b>				
Edmonds BE	9	\$531,600	3.18	3.72
The Crest	1	\$890,700	1.54	2.88
<b>Burnaby East</b>	<b>10</b>	<b>\$629,700</b>	<b>2.51</b>	<b>3.24</b>
<b>VNW</b>				
Fraserview NW	1	\$757,100	1.89	3.64
GlenBrooke North	0	\$519,200	1.62	7.8
Queensborough	8	\$729,700	-0.48	0.56
Uptown NW	7	\$552,900	2.48	5.62
<b>New Westminster</b>	<b>16</b>	<b>\$652,700</b>	<b>0.94</b>	<b>3.16</b>

## FAITH'S KEY INSIGHTS:

- Sales of townhouses in Burnaby-New Westminster posted the highest increase of any property type in Metro Vancouver area in August: a startling 110% increase as 80 townhouses were snapped up. The typical new listing was on the market for only 12 days before it sold and the sales-to-new-listing ratio was a scorching 98%.
- Townhouse sales were active right across the two municipalities, but especially pronounced in Burnaby North, where 26 townhouses sold for a benchmark price of \$697,900. New Westminster tallied 16 sales, mostly in Queensborough, as benchmark prices increased a modest 0.94% from July to \$652,700. The most popular price point for buyers was from \$500,000 to \$700,000, but 6 buyers purchased a townhouse for \$1 million or more.

# JULY - APARTMENTS/CONDOS

## THE REAL BURNABY & NEW WEST RESULTS: JULY 2017



	2016	2017	CHANGE
February	348	252	-27.6%
March	423	324	-23.4%
April	409	400	-2.2%
May	417	428	2.6%
June	388	347	-10.6%
July	334	304	-9.0%
Totals	2,319	2,055	-11.4%

Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 – 250,000	9	3	33%
250,001 – 275,000	1	3	300%
275,001 – 300,000	11	5	45%
300,001 – 325,000	4	5	125%
325,001 – 350,000	19	16	84%
350,001 – 375,000	13	16	123%
375,001 – 400,000	33	12	36%
400,001 – 425,000	9	17	189%
425,001 – 450,000	40	25	63%
450,001 – 500,000	64	46	72%
500,001 – 600,000	85	67	79%
600,001 – 700,000	72	47	65%
700,000 – 800,000	40	24	60%
800,001 – 900,000	21	7	33%
900,001 – 1,000,000	11	2	18%
1,000,001 +	10	9	90%
<b>Totals</b>	<b>442</b>	<b>304</b>	<b>69%</b>

## THE REAL NEIGHBOURHOOD RESULTS: JULY 2017

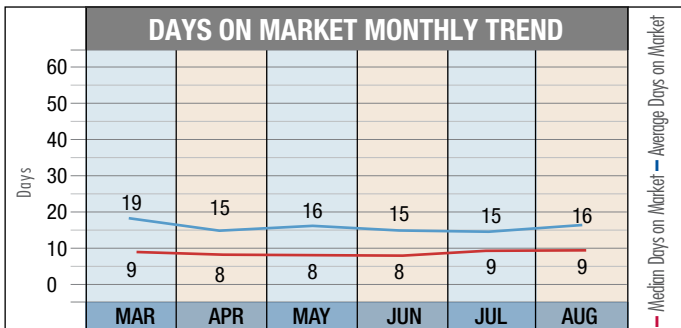
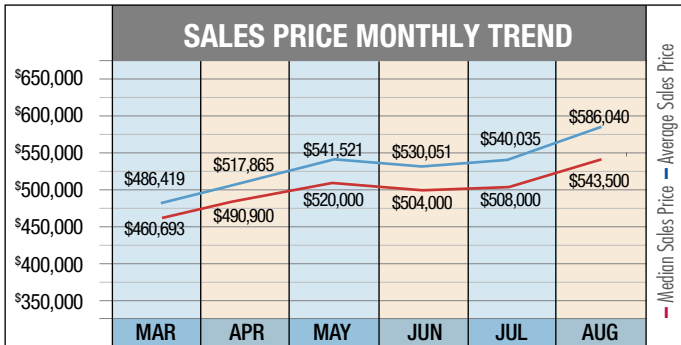
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			1 Month	3 Months
<b>VBN</b>				
Brentwood Park	29	\$726,800	1.18	3.84
Capitol Hill BN	3	\$357,400	3.19	4.78
Cariboo	3	\$366,300	-2.59	3.41
Central BN	6	\$451,200	0.50	5.96
Government Road	8	\$418,400	-1.92	4.21
Simon Fraser Hills	1	\$332,100	2.82	9.24
Simon Fraser Univer.	18	\$564,100	1.82	8.09
Sullivan Heights	13	\$327,700	3.18	8.74
Vancouver Heights	2	\$553,900	2.55	3.55
Willingdon Heights	3	\$471,300	2.82	4.79
<b>Burnaby North</b>	<b>86</b>	<b>\$550,900</b>	<b>1.12</b>	<b>5.09</b>
<b>VBS</b>				
Burnaby Hospital	0	\$552,800	2.54	5.11
Central Park BS	7	\$666,900	6.12	10.37
Forest Glen BS	7	\$715,800	6.12	10.58
Highgate	17	\$595,300	4.54	8.83
Metrotown	46	\$632,100	2.00	5.98
Oaklands	0	\$616,100	1.89	6.04
South Slope	17	\$633,600	2.21	4.56
<b>Burnaby South</b>	<b>94</b>	<b>\$637,800</b>	<b>3.27</b>	<b>7.11</b>
<b>VBE</b>				
Edmonds BE	4	\$647,500	7.15	15.13
<b>Burnaby East</b>	<b>4</b>	<b>\$647,400</b>	<b>7.15</b>	<b>15.13</b>
<b>VNW</b>				
Downtown NW	33	\$455,200	7.15	14.57
Fraserview NW	15	\$531,400	7.40	16.23
GlenBrooke North	6	\$468,000	7.47	16.96
Quay	17	\$578,800	2.25	10.99
Queens Park	2	\$569,000	1.54	8.23
Queensborough	3	\$352,400	2.73	14.64
Sapperton	14	\$431,500	-2.25	3.57
Uptown NW	29	\$405,200	7.78	12.84
West End NW	0	\$284,400	6.27	14.91
<b>New Westminster</b>	<b>119</b>	<b>\$467,000</b>	<b>5.93</b>	<b>13.13</b>

## FAITH'S KEY INSIGHTS:

- With more than 10 sales every day during July and the typical new listing selling within 9 days, the Burnaby-New Westminster condominium apartment market is one of the strongest in the Lower Mainland. At a 69% sales-to-new-listing ratio, this is a seller's market. The benchmark price increased an average of 3% from a month earlier, led by Burnaby East with a 7.1% surge to \$647,500. New Westminster posted both the lowest benchmark price - \$467,500 – and the highest sales – 119 – in the region during July.

# AUGUST - APARTMENTS / CONDOS

## THE REAL BURNABY & NEW WEST RESULTS: AUG 2017



	2016	2017	CHANGE
March	423	324	-23.4%
April	409	402	-1.7%
May	417	428	2.6%
June	388	349	-10.1%
July	334	320	-4.2%
August	269	334	24.2%
Totals	2,240	2,157	-3.7%

Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 – 250,000	2	4	200%
250,001 – 275,000	1	0	0%
275,001 – 300,000	12	3	25%
300,001 – 325,000	4	3	75%
325,001 – 350,000	12	9	75%
350,001 – 375,000	11	17	155%
375,001 – 400,000	36	15	42%
400,001 – 425,000	12	17	142%
425,001 – 450,000	35	22	63%
450,001 – 500,000	61	45	74%
500,001 – 600,000	74	75	101%
600,001 – 700,000	51	49	96%
700,000 – 800,000	22	30	136%
800,001 – 900,000	23	18	78%
900,001 – 1,000,000	16	14	88%
1,000,001 +	21	13	62%
<b>Totals</b>	<b>393</b>	<b>334</b>	<b>85%</b>

## THE REAL NEIGHBOURHOOD RESULTS: AUG 2017

MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			1 Month	3 Months
<b>VBN</b>				
Brentwood Park	38	\$747,400	2.83	5.41
Capitol Hill BN	4	\$373,900	4.61	8.98
Cariboo	7	\$374,100	2.14	2.63
Central BN	4	\$468,300	3.79	6.81
Government Road	10	\$428,600	2.44	4.02
Simon Fraser Hills	1	\$340,100	2.41	8.62
Simon Fraser Univer.	12	\$571,900	1.39	6.93
Sullivan Heights	6	\$337,200	2.9	8.95
Vancouver Heights	3	\$574,100	3.66	9.07
Willingdon Heights	3	\$507,400	7.64	11.48
<b>Burnaby North</b>	<b>88</b>	<b>\$565,900</b>	<b>2.72</b>	<b>6.1</b>
<b>VBS</b>				
Burnaby Hospital	1	\$577,300	4.43	7.79
Central Park BS	7	\$670,300	0.51	10.04
Forest Glen BS	10	\$727,000	1.56	11.17
Highgate	20	\$599,700	0.74	7.15
Metrotown	68	\$645,900	2.19	4.28
Oaklands	1	\$637,600	3.49	8.48
South Slope	13	\$635,700	0.33	4.1
<b>Burnaby South</b>	<b>120</b>	<b>\$647,300</b>	<b>1.48</b>	<b>6</b>
<b>VBE</b>				
Edmonds BE	12	\$667,800	3.13	12.42
<b>Burnaby East</b>	<b>12</b>	<b>\$667,700</b>	<b>3.13</b>	<b>12.42</b>
<b>VNW</b>				
Downtown NW	30	\$464,400	2.03	13.15
Fraserview NW	9	\$551,400	3.76	13.75
GlenBrooke North	4	\$478,900	2.33	12.97
Quay	21	\$593,500	2.55	6.98
Queensborough	10	\$585,900	2.97	8.1
Sapperton	7	\$366,300	3.96	10.08
Uptown NW	28	\$418,300	3.24	11.5
West End NW	0	\$295,700	3.98	12.73
<b>New Westminster</b>	<b>110</b>	<b>\$480,000</b>	<b>2.78</b>	<b>11.08</b>

### FAITH'S KEY INSIGHTS:

- Burnaby-New Westminster posted a 24.2% sales increase and an average 21% price increase in August compared to August 2016 as the condominium apartment market dominated the housing market in both cities. In August, a total of 334 condos sold, with New Westminster posting the lowest benchmark price, at \$480,000, and Burnaby South the highest, at \$667,300.
- With a rush of new projects coming to the market – including in SkyTrain-linked Brentwood, Lougheed and the Westminster Quay – Burnaby and New Westminster are now Metro's hottest condominium destination.

# 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*



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