

# BURNABY & NEW WEST

BURNABY & NEW WEST'S MONTHLY RESIDENTIAL REAL ESTATE ANALYSIS

JAN & FEB 2017

Detached

February  
New Listings: **171**

**48%**

**DECREASE**  
vs. Feb of 2016

**AVERAGE**  
Days on Market

**35**

**35% DECREASE**  
vs. Jan 2017

February 2017  
Average Sold Price:

**5.2%**

**UNDER** asking price.

Townhome

February  
New Listings: **66**

**26%**

**DECREASE**  
vs. Feb of 2016

**AVERAGE**  
Days on Market

**19**

**40% DECREASE**  
vs. Jan 2017

**AVERAGE**  
SOLD PRICE IN FEB:

**\$605,972**

**7% DECREASE** vs. Jan 2017

Condos

February  
New Listings: **309**

**27%**

**INCREASE**  
vs. Feb of 2016

**186**

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

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

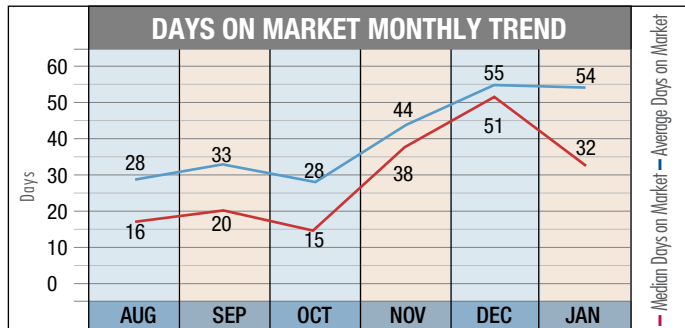
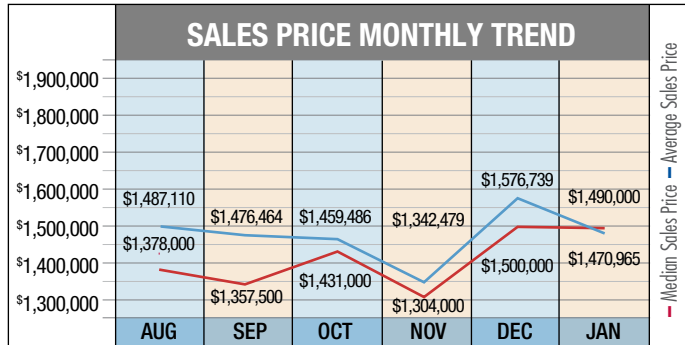
**\$548**

**23%**

**INCREASE**  
vs. Feb of 2016

# JANUARY - SINGLE FAMILY DETACHED HOMES

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



UNIT SALES (BY MONTH)	2016	2017	CHANGE
January	131	54	-58.8%
February			
March			
April			
May			
June			
Totals	131	54	-58.8%

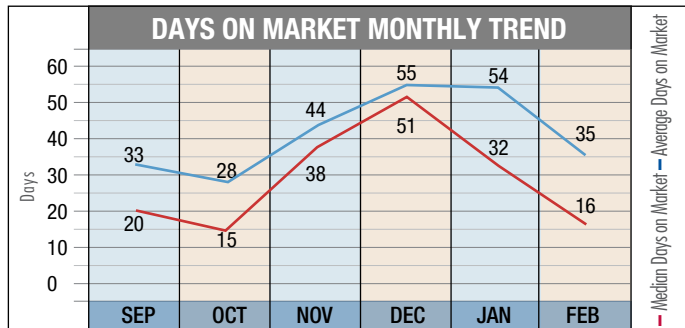
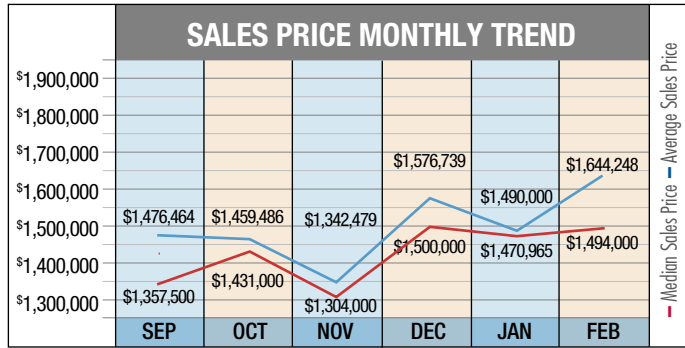
LISTING AND SALES ACTIVITY BY PRICE SEGMENT			
Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 - 1,000,000	10	5	50%
1,000,001 - 1,100,000	5	5	100%
1,100,001 - 1,200,000	8	5	63%
1,200,001 - 1,300,000	9	4	44%
1,300,001 - 1,400,000	8	5	63%
1,400,001 - 1,500,000	11	6	55%
1,500,001 - 1,600,000	11	9	82%
1,600,001 - 1,700,000	15	6	40%
1,700,001 - 1,800,000	20	0	0%
1,800,001 - 1,900,000	6	2	33%
1,900,001 - 2,000,000	18	1	6%
2,000,001 - 2,250,000	10	3	30%
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%
<b>Totals</b>	<b>199</b>	<b>54</b>	<b>27%</b>

## 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
<b>VBN</b>				
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
<b>Burnaby North</b>	<b>21</b>	<b>\$1,480,500</b>	<b>-0.59</b>	<b>-4.44</b>
<b>VBS</b>				
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	1	\$1,289,200	1.63	-1.75
Upper Deer Lake	1	\$1,730,500	0.71	-0.13
<b>Burnaby South</b>	<b>18</b>	<b>\$1,635,100</b>	<b>0.84</b>	<b>-1.32</b>
<b>VBE</b>				
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
<b>Burnaby East</b>	<b>5</b>	<b>\$1,150,600</b>	<b>-1.23</b>	<b>-2.57</b>
<b>VNW</b>				
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
<b>New Westminster</b>	<b>9</b>	<b>\$1,023,900</b>	<b>-1.13</b>	<b>-2.12</b>

# FEBRUARY - SINGLE FAMILY DETACHED HOMES

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



UNIT SALES (BY MONTH)	2016	2017	CHANGE
January	131	54	-58.8%
February	218	62	-71.6%
March			
April			
May			
June			
<b>Totals</b>	<b>349</b>	<b>116</b>	<b>-66.8%</b>

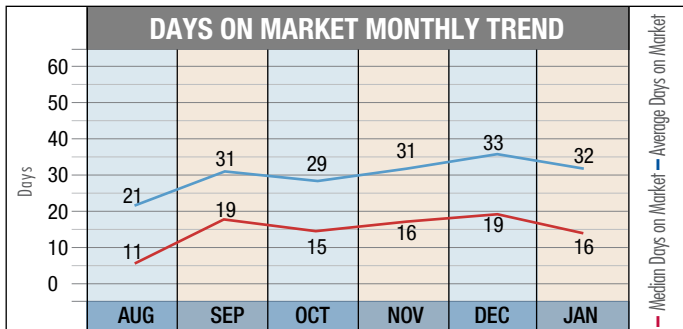
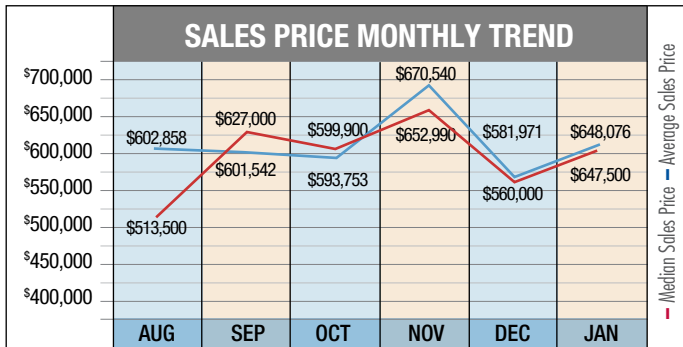
LISTING AND SALES ACTIVITY BY PRICE SEGMENT			
Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 - 1,000,000	7	4	57%
1,000,001 - 1,100,000	4	2	50%
1,100,001 - 1,200,000	11	5	45%
1,200,001 - 1,300,000	10	4	40%
1,300,001 - 1,400,000	14	8	57%
1,400,001 - 1,500,000	16	10	63%
1,500,001 - 1,600,000	17	6	35%
1,600,001 - 1,700,000	16	6	38%
1,700,001 - 1,800,000	12	3	25%
1,800,001 - 1,900,000	10	1	10%
1,900,001 - 2,000,000	8	2	25%
2,000,001 - 2,250,000	9	3	33%
2,250,001 - 2,500,000	11	1	9%
2,500,001 - 2,750,000	6	3	50%
2,750,001 - 3,000,000	13	3	23%
3,000,001 +	7	1	14%
<b>Totals</b>	<b>171</b>	<b>62</b>	<b>36%</b>

## 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
<b>VBN</b>				
Brentwood Park	3	\$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	3	\$1,330,100	-1.15	-2.71
<b>Burnaby North</b>	<b>27</b>	<b>\$1,499,600</b>	<b>1.29</b>	<b>-1.39</b>
<b>VBS</b>				
Buckingham Heights	3	\$2,333,900	4.34	6.33
Burnaby Hospital	2	\$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	3	\$1,599,200	-1.53	-2.56
Suncrest	0	\$1,239,300	-3.87	-4.91
Upper Deer Lake	3	\$1,749,800	1.12	1.38
<b>Burnaby South</b>	<b>19</b>	<b>\$1,636,100</b>	<b>0.06</b>	<b>-0.32</b>
<b>VBE</b>				
East Burnaby	2	\$1,066,300	0.75	-1.39
Edmonds BE	2	\$1,180,900	0.11	0.07
The Crest	0	\$1,324,900	1.75	-1.11
<b>Burnaby East</b>	<b>4</b>	<b>\$1,160,500</b>	<b>0.86</b>	<b>-0.95</b>
<b>VNW</b>				
Connaught Heights	0	\$951,400	-1.28	-1.92
Fraserview NW	0	\$1,243,800	1.86	-1.55
GlenBrooke NW	1	\$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	5	\$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
<b>New Westminster</b>	<b>10</b>	<b>\$1,026,700</b>	<b>0.28</b>	<b>0.00</b>

# JANUARY - TOWNHOUSES

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



Month	2016	2017	CHANGE
January	50	34	-32.0%
February			
March			
April			
May			
June			
Totals	50	34	-32.0%

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%
<b>Totals</b>	<b>63</b>	<b>34</b>	<b>54%</b>

## THE REAL NEIGHBOURHOOD RESULTS: JAN 2017

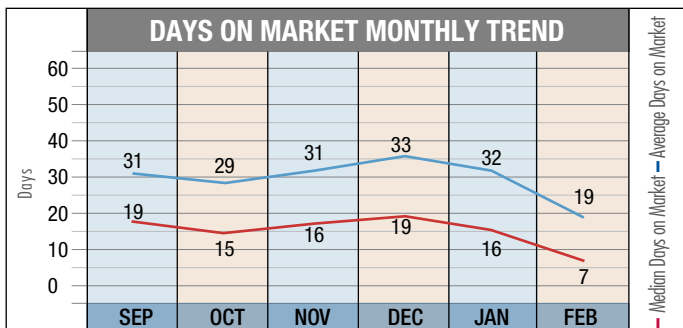
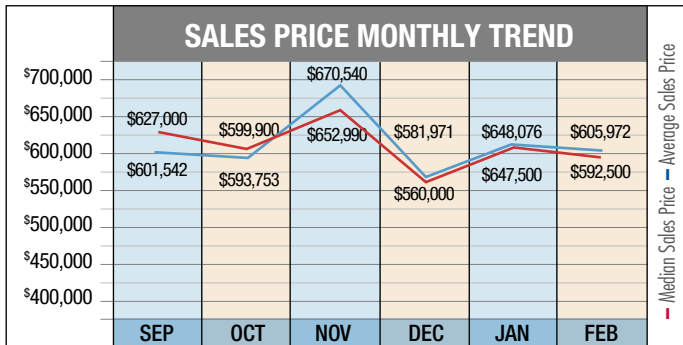
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			1 Month	3 Months
<b>VBN</b>				
Brentwood Park	1	\$710,500	0.93	1.61
Capitol Hill BN	0	\$647,000	0.91	0.91
Central BN	1	\$778,500	0.93	0.78
Forest Hills BN	2	\$484,500	0.87	0.58
Government Road	1	\$509,000	-0.65	1.69
Montecito	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
<b>Burnaby North</b>	<b>12</b>	<b>\$523,400</b>	<b>0.57</b>	<b>0.77</b>
<b>VBS</b>				
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
<b>Burnaby South</b>	<b>8</b>	<b>\$575,200</b>	<b>1.13</b>	<b>1.13</b>
<b>VBE</b>				
Edmonds BE	4	\$461,700	1.61	2.16
The Crest	0	\$745,800	-0.63	0.74
<b>Burnaby East</b>	<b>4</b>	<b>\$540,300</b>	<b>0.94</b>	<b>1.89</b>
<b>VNW</b>				
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
<b>New Westminster</b>	<b>5</b>	<b>\$535,600</b>	<b>-0.35</b>	<b>3.50</b>

## 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



UNIT SALES (BY MONTH)	2016	2017	CHANGE
January	50	34	-32.0%
February	76	36	-52.6%
March			
April			
May			
June			
<b>Totals</b>	<b>126</b>	<b>70</b>	<b>-44.4%</b>

LISTING AND SALES ACTIVITY BY PRICE SEGMENT			
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	1	50%
375,001 - 400,000	3	1	33%
400,001 - 425,000	0	1	-
425,001 - 450,000	4	3	75%
450,001 - 500,000	6	2	33%
500,001 - 600,000	18	9	50%
600,001 - 700,000	8	10	125%
700,001 - 800,000	8	3	38%
800,001 - 900,000	6	3	50%
900,001 - 1,000,000	4	0	0%
1,000,001 +	5	1	20%
<b>Totals</b>	<b>66</b>	<b>36</b>	<b>55%</b>

## THE REAL NEIGHBOURHOOD RESULTS: FEB 2017

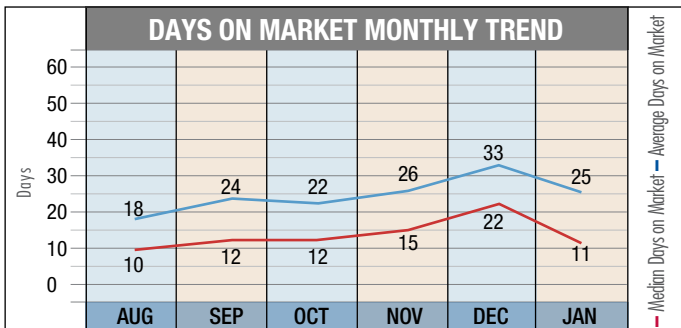
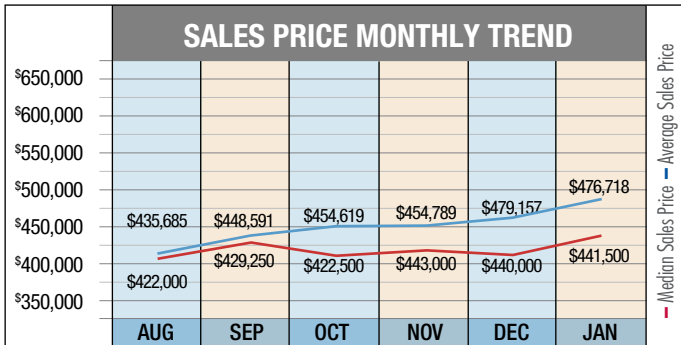
SALES AND BENCHMARK PRICES BY NEIGHBOURHOOD			BENCHMARK PRICE CHANGE (%)	
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	1 Month	3 Months
<b>VBN</b>				
Brentwood Park	0	\$722,700	1.71	-0.17
Capitol Hill BN	0	\$655,000	1.24	-0.14
Central BN	1	\$774,300	-0.53	-1.30
Forest Hills BN	2	\$506,100	4.46	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
<b>Burnaby North</b>	<b>11</b>	<b>\$539,500</b>	<b>3.07</b>	<b>0.65</b>
<b>VBS</b>				
Burnaby Hospital	0	\$628,700	2.67	3.81
Central Park BS	2	\$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	1	\$613,400	1.21	0.79
South Slope	1	\$649,400	1.60	1.92
<b>Burnaby South</b>	<b>5</b>	<b>\$579,100</b>	<b>0.68</b>	<b>0.87</b>
<b>VBE</b>				
Edmonds BE	4	\$453,400	-1.80	-0.05
The Crest	1	\$762,200	2.20	4.14
<b>Burnaby East</b>	<b>5</b>	<b>\$538,100</b>	<b>-0.41</b>	<b>1.53</b>
<b>VNW</b>				
Fraserview NW	1	\$549,400	2.19	4.70
GlenBrooke North	2	\$488,300	3.68	7.28
Queensborough	10	\$637,300	0.77	6.86
Uptown NW	0	\$426,500	1.57	3.37
<b>New Westminster</b>	<b>13</b>	<b>\$545,500</b>	<b>1.84</b>	<b>6.17</b>

## 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.

# JANUARY - APARTMENTS/CONDOS

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



UNIT SALES (BY MONTH)	2016	2017	CHANGE
January	296	206	-30.4%
February			
March			
April			
May			
June			
Totals	296	206	-30.4%

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	15	71%
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	21	66%
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%
<b>Totals</b>	<b>306</b>	<b>206</b>	<b>67%</b>

## THE REAL NEIGHBOURHOOD RESULTS: JAN 2017

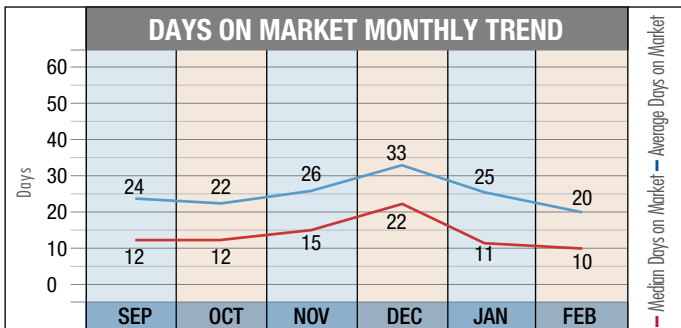
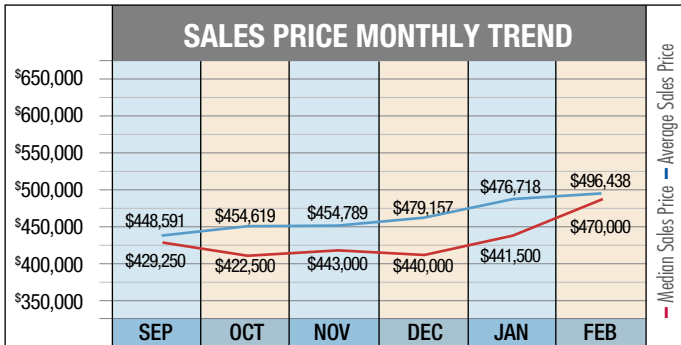
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			1 Month	3 Months
<b>VBN</b>				
Brentwood Park	31	\$636,800	2.23	4.98
Capitol Hill BN	5	\$323,100	1.08	2.08
Cariboo	4	\$342,200	0.85	2.36
Central BN	1	\$410,500	1.10	1.23
Government Road	5	\$404,500	0.81	2.53
Montecito	0	\$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
<b>Burnaby North</b>	<b>67</b>	<b>\$490,800</b>	<b>1.57</b>	<b>4.96</b>
<b>VBS</b>				
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
<b>Burnaby South</b>	<b>63</b>	<b>\$551,200</b>	<b>1.75</b>	<b>3.95</b>
<b>VBE</b>				
Edmonds BE	5	\$533,500	0.85	1.35
<b>Burnaby East</b>	<b>5</b>	<b>\$533,400</b>	<b>0.85</b>	<b>1.35</b>
<b>VNW</b>				
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	7	\$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
<b>New Westminster</b>	<b>69</b>	<b>\$387,000</b>	<b>1.66</b>	<b>2.70</b>

## 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



UNIT SALES (BY MONTH)	2016	2017	CHANGE
January	296	206	-30.4%
February	348	195	-44.0%
March			
April			
May			
June			
<b>Totals</b>	<b>644</b>	<b>401</b>	<b>-37.7%</b>

LISTING AND SALES ACTIVITY BY PRICE SEGMENT			
Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 – 250,000	16	12	75%
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	7	117%
375,001 – 400,000	25	10	40%
400,001 – 425,000	17	21	124%
425,001 – 450,000	13	10	77%
450,001 – 500,000	41	28	68%
500,001 – 600,000	59	39	66%
600,001 – 700,000	38	21	55%
700,000 – 800,000	22	11	50%
800,001 – 900,000	11	3	27%
900,001 – 1,000,000	6	2	33%
1,000,001 +	11	5	45%
<b>Totals</b>	<b>309</b>	<b>195</b>	<b>63%</b>

## 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
<b>VBN</b>				
Brentwood Park	25	\$667,000	4.74	7.97
Capitol Hill BN	0	\$337,000	4.28	7.57
Cariboo	3	\$340,000	-0.66	2.13
Central BN	5	\$419,400	2.19	2.57
Government Road	6	\$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.	12	\$497,800	0.50	4.75
Sullivan Heights	8	\$281,800	0.05	4.42
Vancouver Heights	0	\$519,300	2.92	3.18
Willingdon Heights	0	\$431,800	1.29	1.24
<b>Burnaby North</b>	<b>60</b>	<b>\$503,600</b>	<b>2.60</b>	<b>5.76</b>
<b>VBS</b>				
Burnaby Hospital	0	\$513,200	2.84	2.64
Central Park BS	6	\$565,800	1.02	-0.15
Forest Glen BS	7	\$612,700	1.82	0.66
Highgate	8	\$510,400	0.72	1.75
Metrotown	26	\$568,900	3.00	12.32
Oaklands	0	\$572,000	1.99	1.69
South Slope	5	\$555,100	0.33	2.63
<b>Burnaby South</b>	<b>52</b>	<b>\$561,600</b>	<b>1.90</b>	<b>6.47</b>
<b>VBE</b>				
Edmonds BE	5	\$545,300	2.22	1.12
<b>Burnaby East</b>	<b>5</b>	<b>\$545,200</b>	<b>2.22</b>	<b>1.12</b>
<b>VNW</b>				
Downtown NW	20	\$370,800	2.85	4.29
Fraserview NW	12	\$433,400	0.99	-0.18
GlenBrooke North	2	\$386,200	1.99	1.20
Quay	12	\$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	17	\$348,600	1.23	6.65
West End NW	0	\$237,900	1.55	1.37
<b>New Westminster</b>	<b>74</b>	<b>\$392,400</b>	<b>1.41</b>	<b>3.28</b>

## 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.

# 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