

BURNABY & NEW WEST

BURNABY & NEW WEST'S MONTHLY RESIDENTIAL REAL ESTATE ANALYSIS

JUL, AUG & SEP 2017

Detached

UNIT SALES:

Q3 2017: **236**

Q2 2017: **413**

Q1 2017: **261**

INVENTORY GOING INTO Q3:

Q3 2017: **758**

Q3 2016: **699**

8% INCREASE vs. Q3 2016

UPPER
DEER LAKE

HPI BENCHMARK PRICE:

\$1,856,500

1% INCREASE vs. Sep 2016

PRICES ARE INCREASING

Townhome

UNIT SALES:

Q3 2017: **200**

Q2 2017: **262**

Q1 2017: **150**

INVENTORY GOING INTO Q3:

Q3 2017: **291**

Q3 2016: **243**

20% INCREASE vs. Q3 2016

AVERAGE

SOLD PRICE IN SEP:

\$699,880

3% INCREASE vs. Aug 2017

Condos

UNIT SALES:

Q3 2017: **775**

Q2 2017: **1,181**

Q1 2017: **935**

INVENTORY GOING INTO Q3:

Q3 2017: **1,261**

Q3 2016: **1,171**

8% INCREASE vs. Q3 2016

METROTOWN

HPI BENCHMARK PRICE:

\$661,000

7% INCREASE vs. Jun 2017

PRICES ARE INCREASING



Understand what you really want to buy



I was talking to a mature client this week on the front porch of his pleasant Kitsilano house. He is considering downsizing to a condominium and said his son is hoping to buy his first home in Vancouver. But he was

concerned that he “wouldn’t fit” into a condo after 25 years of living in the same house.

He also wants to help his son and daughter-in-law with their purchase, but wondered if they may be better off in the long run if they bought a detached house in the suburbs than a condo in the city.

There are serious decisions to make in this housing market, and perhaps the most important is “what type of housing should I buy?”

It may fly in the face of the current condo-at-any-cost trend across Metro Vancouver, but I believe people looking to purchase a principal residence should buy only what they are comfortable with and, if they can’t find that, they should buy only for investment.

There are more options in today’s marketplace than most imagine. For instance, my Kitsilano client could use his home’s equity to build a laneway house on the same lot. He could then sell the strata laneway house to his son while he continued to live in the main house, or sell the laneway house to help his son buy a townhouse.

More cost-conscious first-time buyers could buy a low-cost condominium – you can still purchase for less than \$400,000 – and rent it out for two or three years to gain appreciation and leverage for the home they really want. Since 2014, the typical condo in Metro Vancouver has increased in value by 64%.

The real question today is not whether you should buy a home, but will you be happy living there?

Condominium and townhouse sales are setting records this year, outselling detached houses by a wide margin, and condos have seen higher price appreciation than houses over the past year. But detached houses traditionally retain their value long-term better than strata units because of the inherent land value. Detached houses also provide more flexibility in adding value.

Some prefer the lock-and-leave freedom of a condo: others will chaff at the strata rules, monthly strata fees and lack of a private yard or garden. For many, a townhouse is an ideal compromise, combining outdoor living space and less regulations but with the convenience

of professional maintenance.

Fortunately, in Metro Vancouver it is hard to make a financial mistake in a housing market that continues to post steady appreciation of all property types in one of the most livable cities on the planet.

At Faith Wilson Group, we make the buying decision easy with our exclusive Peace of Mind Guarantee for buyers.

So, what should you buy? Buy where you will be happy and the rest of itself.

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 October 01 2017 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.

RBC mortgage solutions for the self-employed

Things are a whole lot easier!

We believe that financing your new home or leveraging the equity in your existing home should be easy.

And we recognize that self-employed individuals have not only different borrowing needs, but often difficulty

obtaining traditional financing. That's why we offer special mortgage solutions for self-employed individuals.

A standard mortgage: If your most recent Notice of Assessment shows sufficient

income to qualify, you can borrow up to 80% of the purchase price or value of the property with no default insurance, or up to 95% with default insurance.

The RBC Self-Employed Mortgage™: If you need to access additional income from your business in order to qualify, and you have a good credit history, you may still be able to finance up to 80% of the appraised value of your home if you're refinancing, and 90% of the home if you're purchasing, using our Self-Employed Mortgage.*

As an entrepreneur, this option allows you to customize your mortgage financing so you can purchase a home, refinance an

existing mortgage or leverage the equity in your current home, quickly and easily.

Your most recent Notice of Assessment and documentation to confirm your self-employed status may be sufficient to support your application; however, additional documentation may be required, based on the structure of the application. Contact us for a complete list of other documents that can be used.

In addition, the RBC Homeline Plan® product gives you flexible access to credit by allowing you to manage your mortgage and personal credit under one plan.

Whether you need to borrow a little or a lot, we have an option that can suit your situation. For more information on customizing a mortgage for your needs, or to apply:

- Visit your local RBC® branch
- Locate a mobile mortgage specialist online at www.rbcroyalbank.com/mortgages
- Call 1-877-769-2570 today!



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Real Estate Stats 101: Understanding Market Types

Buyer's Market, Seller's Market, or Balanced Market? How to tell.

We use a statistical measure that compares the number of unit sales with the number of new listings added within the same period. This measure is called the Sales-to-New-Listings Ratio. This ratio allows us to gauge whether the market is shifting in favour of Buyers or Sellers, or if it is in a more balanced state.

What is the Sales-to-New-Listings Ratio? How is it calculated?

This ratio is simply the total unit sales within a given time period divided by the total number of new listings added to the market within the same time period. The calculation is as follows:

$$\frac{\text{Unit Sales}}{\text{New Listings Added}} \times 100 = \text{Sales-to-New-Listings Ratio (\%)}$$

This calculation will provide a percentage output that is used to identify the type of real estate market. The Canadian Real Estate Association (CREA) has identified three key market types. They are as follows:

BUYER'S MARKET

Ratio of 0% - 40%

The CREA defines a sales-to-new-listings ratio of less than forty percent as a Buyer's Market.

A Buyer's Market is characterized by the supply of new listings outpacing the demand from buyers in the market and can result in more situations with offers below the asking price and more days on market for new listings.

BALANCED MARKET

Ratio of 40% - 60%

The CREA defines a sales-to-new-listings ratio of between forty and sixty percent as a Balanced Market.

In a Balanced Market, for each listing that is sold, approximately 2 new listings are added to the market. This is considered to be a comfortable range which should lead to steadier price trends and more stable levels of sales activity.

SELLER'S MARKET

Ratio of 60% - 100%

The CREA defines a sales-to-new-listings ratio of more than sixty percent as a Seller's Market.

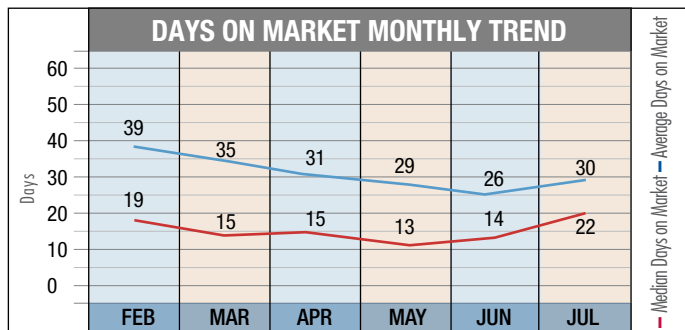
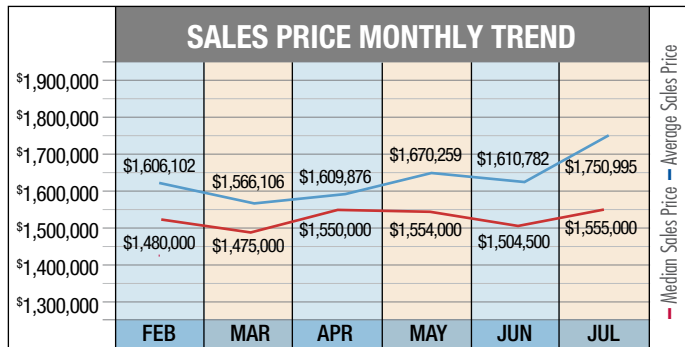
This type of market occurs when buyer demand is outpacing the addition of new listings. A Seller's Market is typically characterized by multiple buyer offers, fewer days on market and sold prices that are above the asking price.

While these indicators provide valuable insight on listing and sales activity, no statistical measure can predict or guarantee specific results for your home buying or selling needs. We encourage you to read through our analysis to learn more about what's happening with the property type(s), price point(s) and neighbourhood(s) that interest you most.

When you're ready to discuss a buying or selling strategy, please feel free to connect with our team. We're here to help you achieve your goals!

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	156	-14.3%
June	150	124	-17.3%
July	100	75	-25.0%
Totals	1083	701	-35.3%

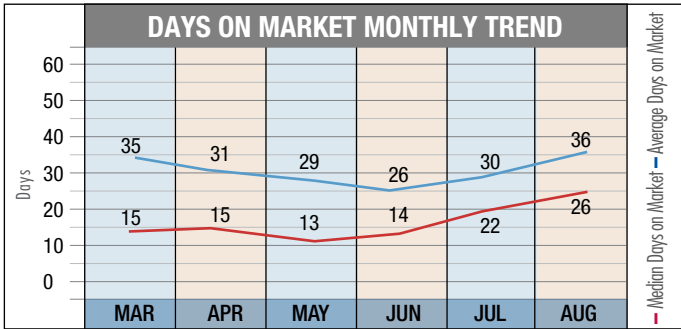
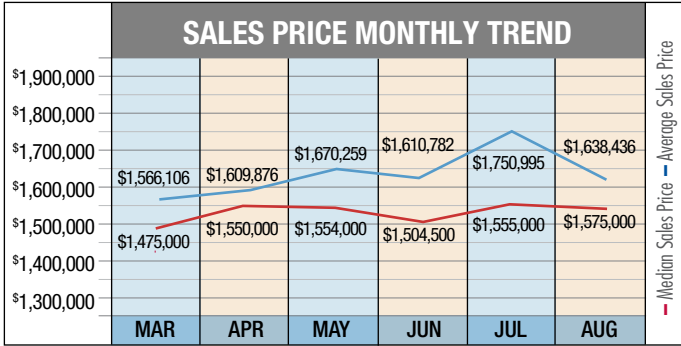
Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 - 1,000,000	6	4	67%
1,000,001 - 1,100,000	5	1	20%
1,100,001 - 1,200,000	6	5	83%
1,200,001 - 1,300,000	15	8	53%
1,300,001 - 1,400,000	17	4	24%
1,400,001 - 1,500,000	19	8	42%
1,500,001 - 1,600,000	25	13	52%
1,600,001 - 1,700,000	26	4	15%
1,700,001 - 1,800,000	17	6	35%
1,800,001 - 1,900,000	20	3	15%
1,900,001 - 2,000,000	9	4	44%
2,000,001 - 2,250,000	22	5	23%
2,250,001 - 2,500,000	23	3	13%
2,500,001 - 2,750,000	14	0	0%
2,750,001 - 3,000,000	14	1	7%
3,000,001 +	11	6	55%
Totals	249	75	30%

THE REAL NEIGHBOURHOOD RESULTS: JULY 2017

MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			1 Month	3 Months
VBN				
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
Burnaby North	23	\$1,585,500	0.72	3.79
VBS				
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	2	\$1,408,500	0.32	5.41
Metrotown	2	\$1,981,500	0.39	5.87
South Slope	7	\$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
Burnaby South	28	\$1,718,600	-0.12	5.35
VBE				
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
Burnaby East	8	\$1,286,100	2.06	7.19
VNW				
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	2	\$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	3	\$1,251,900	1.57	5.16
New Westminster	14	\$1,151,300	2.32	6.65

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	75	-25.0%
August	52	81	55.8%
Totals	917	703	-23.3%

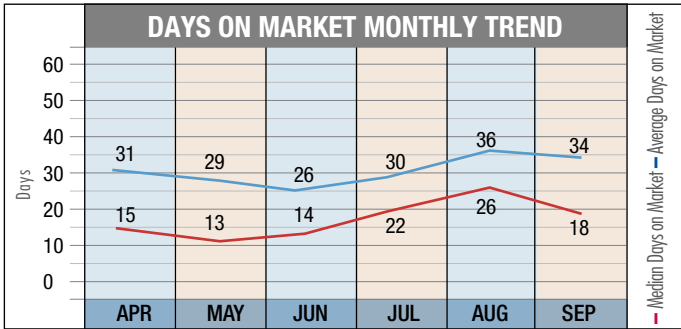
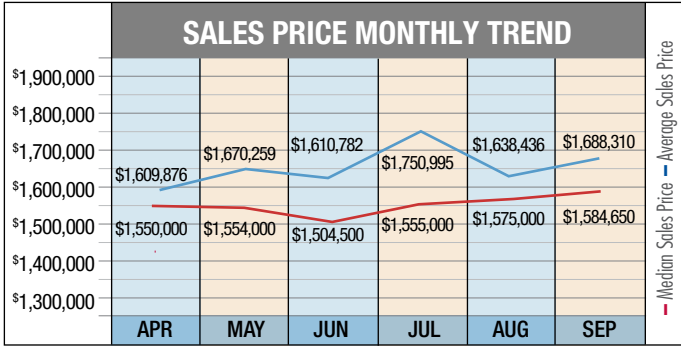
LISTING AND SALES ACTIVITY BY PRICE SEGMENT			
Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 - 1,000,000	7	4	57%
1,000,001 - 1,100,000	7	6	86%
1,100,001 - 1,200,000	7	7	100%
1,200,001 - 1,300,000	13	8	62%
1,300,001 - 1,400,000	11	2	18%
1,400,001 - 1,500,000	23	9	39%
1,500,001 - 1,600,000	13	8	62%
1,600,001 - 1,700,000	12	9	75%
1,700,001 - 1,800,000	10	6	60%
1,800,001 - 1,900,000	14	5	36%
1,900,001 - 2,000,000	13	5	38%
2,000,001 - 2,250,000	18	1	6%
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%
Totals	197	81	41%

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
VBN				
Brentwood Park	2	\$1,544,400	-0.28	0.81
Capitol Hill BN	5	\$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	2	\$1,783,600	1.15	1.83
Willingdon Heights	2	\$1,418,700	0.73	1.34
Burnaby North	26	\$1,593,200	0.49	1.92
VBS				
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	3	\$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	2	\$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
Burnaby South	26	\$1,717,600	-0.06	2.08
VBE				
East Burnaby	4	\$1,220,700	3.28	7.26
Edmonds BE	2	\$1,331,500	0.89	6.08
The Crest	3	\$1,514,100	3.4	6.8
Burnaby East	9	\$1,286,100	2.06	7.19
VNW				
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
New Westminster	20	\$1,176,600	2.19	5.88

SEPTEMBER - SINGLE FAMILY DETACHED HOMES

THE REAL BURNABY & NEW WEST RESULTS: SEP 2017



	2016	2017	CHANGE
April	205	133	-35.1%
May	182	156	-14.3%
June	150	124	-17.3%
July	100	75	-25.0%
August	52	81	55.8%
September	80	80	0%
Totals	769	649	-15.6%

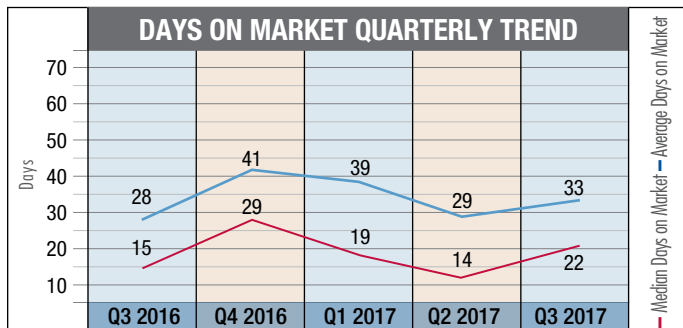
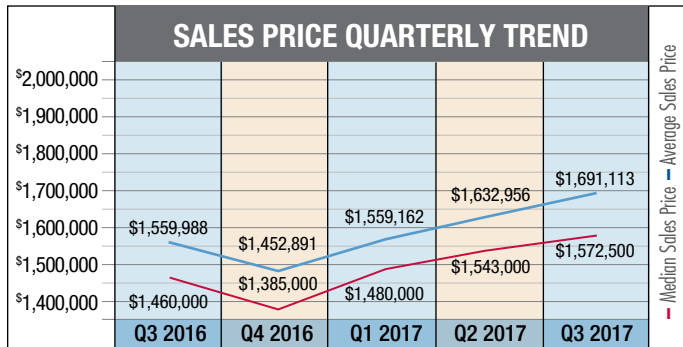
Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 - 1,000,000	6	4	67%
1,000,001 - 1,100,000	11	4	36%
1,100,001 - 1,200,000	5	6	120%
1,200,001 - 1,300,000	15	5	33%
1,300,001 - 1,400,000	26	11	42%
1,400,001 - 1,500,000	24	6	25%
1,500,001 - 1,600,000	20	6	30%
1,600,001 - 1,700,000	22	6	27%
1,700,001 - 1,800,000	24	4	17%
1,800,001 - 1,900,000	17	2	12%
1,900,001 - 2,000,000	35	7	20%
2,000,001 - 2,250,000	31	9	29%
2,250,001 - 2,500,000	28	4	14%
2,500,001 - 2,750,000	18	2	11%
2,750,001 - 3,000,000	13	3	23%
3,000,001 +	17	1	6%
Totals	312	80	26%

THE REAL NEIGHBOURHOOD RESULTS: SEP 2017

MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			1 Month	3 Months
VBN				
Brentwood Park	1	\$1,553,000	0.56	0.68
Capitol Hill BN	5	\$1,531,900	0.68	2.33
Central BN	1	\$1,366,400	1.43	0.71
Government Road	0	\$1,891,900	-0.81	0.92
Montecito	5	\$1,639,900	0.1	1.53
Parkcrest	1	\$1,581,400	0.3	0.9
Simon Fraser Univer.	0	\$1,815,400	-1.22	1.66
Sperling-Duthie	2	\$1,647,500	-0.32	1.03
Sullivan Heights	0	\$1,279,000	0.94	-0.59
Vancouver Heights	5	\$1,533,200	0.51	2.6
Westridge BN	0	\$1,784,800	0.07	0.74
Willingdon Heights	3	\$1,423,000	0.3	1.27
Burnaby North	23	\$1,596,300	0.19	1.41
VBS				
Buckingham Heights	0	\$2,441,200	1.4	1.55
Burnaby Hospital	4	\$1,633,300	1.04	0.86
Burnaby Lake	4	\$1,493,300	-0.67	2.36
Central Park BS	0	\$1,547,100	0.67	2.43
Deer Lake	0	\$2,514,800	2.85	2.4
Deer Lake Place	2	\$1,801,800	2.53	1.84
Forest Glen BS	2	\$1,804,500	0.42	0.24
Garden Village	2	\$1,656,100	2.32	0.74
Greentree Village	0	\$1,091,300	-0.94	-0.7
Highgate	4	\$1,394,100	-0.45	-0.7
Metrotown	3	\$1,965,800	0.17	-0.41
South Slope	6	\$1,686,300	-0.54	-1.01
Suncrest	0	\$1,357,100	3.19	0.69
Upper Deer Lake	3	\$1,856,500	1.94	1.97
Burnaby South	30	\$1,728,600	0.64	0.46
VBE				
East Burnaby	3	\$1,178,100	-3.49	1.51
Edmonds BE	2	\$1,296,900	-2.6	0.89
The Crest	0	\$1,453,700	-3.99	1.59
Burnaby East	5	\$1,275,000	-3.49	1.17
VNW				
Connaught Heights	1	\$1,029,300	-3.11	0.48
Fraserview NW	1	\$1,295,100	-5.48	-2.12
GlenBrooke North	1	\$1,126,200	-5.26	1.4
Moody Park	2	\$1,120,000	-4.8	0.92
Queens Park	1	\$1,358,200	-5.7	-1.62
Queensborough	5	\$1,066,100	0.83	2.84
Sapperton	2	\$976,100	-5.46	1.09
The Heights NW	4	\$1,171,000	-4.52	1.68
Uptown NW	0	\$945,000	-5.19	0.35
West End NW	3	\$1,239,700	-1.82	0.59
New Westminster	20	\$1,138,500	-3.24	1.18

Q3 - SINGLE FAMILY DETACHED HOMES

THE REAL BURNABY & NEW WEST RESULTS: Q3 2017



Unit Sales (by Quarter)	QUARTER	2016	2017	Change (%)
	Q1	577	261	-56.5%
Q2	537	413	-23.1%	
Q3	232	236	1.72%	
Q4				
Year-to-Date Totals		1,346	910	-32.4%

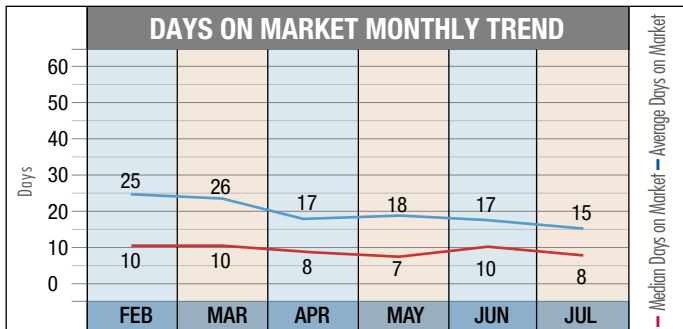
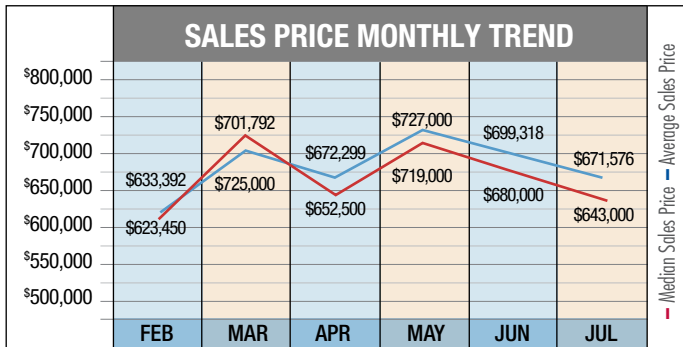
Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 - 1,000,000	19	12	63%
1,000,001 - 1,100,000	23	11	48%
1,100,001 - 1,200,000	18	18	100%
1,200,001 - 1,300,000	43	21	49%
1,300,001 - 1,400,000	54	17	31%
1,400,001 - 1,500,000	66	23	35%
1,500,001 - 1,600,000	58	27	47%
1,600,001 - 1,700,000	60	19	32%
1,700,001 - 1,800,000	51	16	31%
1,800,001 - 1,900,000	51	10	20%
1,900,001 - 2,000,000	57	16	28%
2,000,001 - 2,250,000	71	15	21%
2,250,001 - 2,500,000	68	12	18%
2,500,001 - 2,750,000	37	6	16%
2,750,001 - 3,000,000	41	4	10%
3,000,001 +	41	9	22%
Totals	758	236	31%

THE REAL NEIGHBOURHOOD RESULTS: Q3 2017

MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			1 Month	3 Months
VBN				
Brentwood Park	6	\$1,553,000	0.68	1.12
Capitol Hill BN	16	\$1,531,900	2.33	4.59
Central BN	1	\$1,366,400	0.71	3.63
Government Road	5	\$1,891,900	0.92	-2.29
Montecito	13	\$1,639,900	1.53	1.05
Parkcrest	8	\$1,581,400	0.9	2.67
Simon Fraser Univer.	1	\$1,815,400	1.66	0.27
Sperling-Duthie	5	\$1,647,500	1.03	0.77
Sullivan Heights	1	\$1,279,000	-0.59	3.32
Vancouver Heights	8	\$1,533,200	2.6	4.6
Westridge BN	3	\$1,784,800	0.74	2.08
Willingdon Heights	5	\$1,423,000	1.27	0.86
Burnaby North	72	\$1,596,300	1.41	2.02
VBS				
Buckingham Heights	3	\$2,441,200	1.55	6.96
Burnaby Hospital	10	\$1,633,300	0.86	2.74
Burnaby Lake	10	\$1,493,300	2.36	1.38
Central Park BS	2	\$1,547,100	2.43	1.73
Deer Lake	2	\$2,514,800	2.4	6.94
Deer Lake Place	5	\$1,801,800	1.84	3.25
Forest Glen BS	8	\$1,804,500	0.24	1.32
Garden Village	3	\$1,656,100	0.74	2.83
Greentree Village	1	\$1,091,300	-0.7	5
Highgate	8	\$1,394,100	-0.7	0.29
Metrotown	8	\$1,965,800	-0.41	4.42
South Slope	15	\$1,686,300	-1.01	0.91
Suncrest	3	\$1,357,100	0.69	0.95
Upper Deer Lake	6	\$1,856,500	1.97	3.96
Burnaby South	84	\$1,728,600	0.46	2.32
VBE				
East Burnaby	12	\$1,178,100	1.51	3.71
Edmonds BE	4	\$1,296,900	0.89	7.33
The Crest	6	\$1,453,700	1.59	1.78
Burnaby East	22	\$1,275,000	1.17	3.79
VNW				
Connaught Heights	2	\$1,029,300	0.48	4.6
Fraserview NW	1	\$1,295,100	-2.12	-2.82
GlenBrooke North	2	\$1,126,200	1.4	2.84
Moody Park	2	\$1,120,000	0.92	3.24
Queens Park	4	\$1,358,200	-1.62	-1.62
Queensborough	13	\$1,066,100	2.84	14.81
Sapperton	4	\$976,100	1.09	3.91
The Heights NW	13	\$1,171,000	1.68	4.57
Uptown NW	2	\$945,000	0.35	2.89
West End NW	11	\$1,239,700	0.59	6.08
New Westminster	54	\$1,138,500	1.18	6.13

JULY - TOWNHOUSES

THE REAL BURNABY & NEW WEST RESULTS: JULY 2017



Month	2016	2017	CHANGE
February	76	50	-34.2%
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%
Totals	484	436	-9.9%

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	26	13	50%
700,001 - 800,000	19	11	58%
800,001 - 900,000	13	7	54%
900,001 - 1,000,000	10	4	40%
1,000,001 +	7	3	43%
Totals	113	58	51%

THE REAL NEIGHBOURHOOD RESULTS: JULY 2017

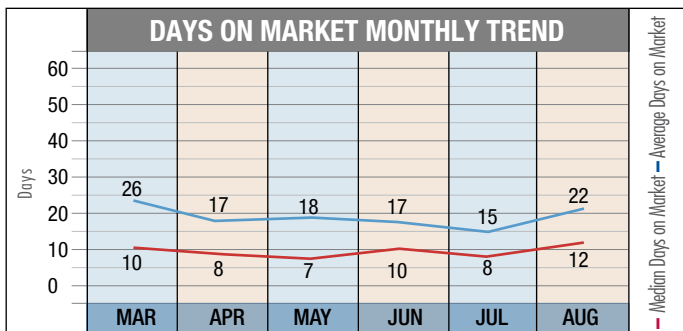
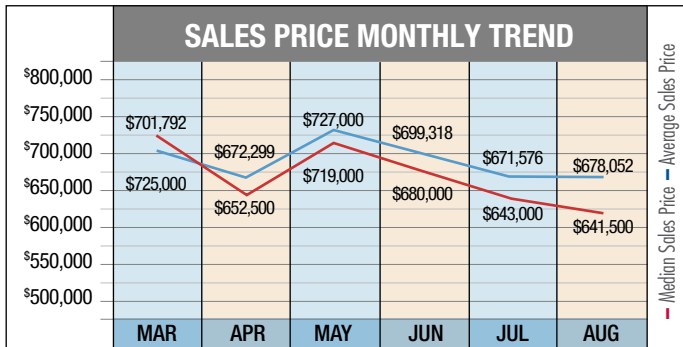
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			1 Month	3 Months
VBN				
Brentwood Park	2	\$822,100	4.01	8.14
Capitol Hill BN	1	\$702,500	0.57	6.45
Central BN	2	\$803,700	2.18	7.60
Forest Hills BN	2	\$718,900	-0.46	5.67
Government Road	0	\$746,100	-0.04	3.71
Montecito	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
Burnaby North	10	\$689,300	0.19	6.19
VBS				
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
Burnaby South	18	\$755,400	1.56	7.17
VBE				
Edmonds BE	8	\$515,200	1.15	7.66
The Crest	3	\$877,200	0.00	1.72
Burnaby East	11	\$614,300	0.49	5.19
VNW				
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
New Westminster	11	\$646,600	0.95	4.58

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



	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	82	115.8%
Totals	446	468	4.9%

Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 - 250,000	1	0	0%
250,001 - 275,000	0	1	#DIV/0!
275,001 - 300,000	1	0	0%
300,001 - 325,000	0	0	#DIV/0!
325,001 - 350,000	0	1	#DIV/0!
350,001 - 375,000	2	0	0%
375,001 - 400,000	1	0	0%
400,001 - 425,000	0	0	#DIV/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	10	67%
800,001 - 900,000	7	6	86%
900,001 - 1,000,000	2	5	250%
1,000,001 +	8	6	75%
Totals	82	82	100%

THE REAL NEIGHBOURHOOD RESULTS: AUG 2017

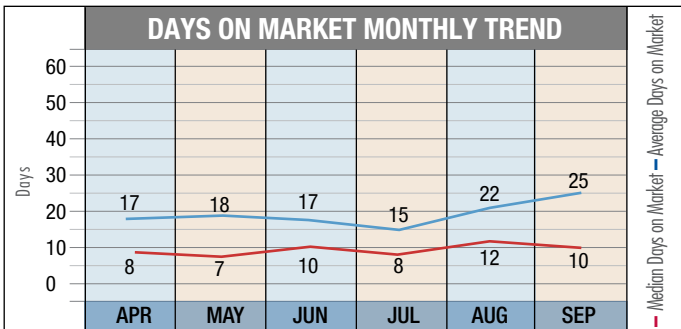
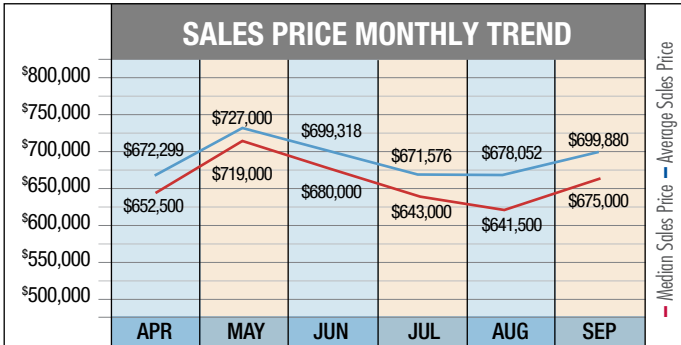
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			1 Month	3 Months
VBN				
Brentwood Park	2	\$832,800	1.3	5.62
Capitol Hill BN	0	\$706,500	0.57	3.55
Central BN	4	\$811,100	0.92	6.07
Forest Hills BN	7	\$726,400	1.04	2.55
Government Road	2	\$767,200	2.83	5.23
Montecito	4	\$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
Burnaby North	26	\$697,900	1.24	3.46
VBS				
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
Burnaby South	22	\$772,800	2.31	4.84
VBE				
Edmonds BE	9	\$531,600	3.18	3.72
The Crest	1	\$890,700	1.54	2.88
Burnaby East	10	\$629,700	2.51	3.24
VNW				
Fraserview NW	1	\$757,100	1.89	3.64
GlenBrooke North	0	\$519,200	1.62	7.8
Queensborough	10	\$729,700	-0.48	0.56
Uptown NW	7	\$552,900	2.48	5.62
New Westminster	18	\$652,700	0.94	3.16

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.

SEPTEMBER - TOWNHOUSES

THE REAL BURNABY & NEW WEST RESULTS: SEP 2017



Month	2016	2017	CHANGE
April	80	68	-15.0%
May	99	105	6.1%
June	90	89	-1.1%
July	65	58	-10.8%
August	38	82	115.8%
September	36	60	66.7%
Totals	408	462	13.2%

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	0	0	0%
300,001 - 325,000	1	0	0%
325,001 - 350,000	0	0	0%
350,001 - 375,000	0	0	0%
375,001 - 400,000	0	0	0%
400,001 - 425,000	1	1	100%
425,001 - 450,000	1	1	100%
450,001 - 500,000	5	3	60%
500,001 - 600,000	21	15	71%
600,001 - 700,000	25	15	60%
700,001 - 800,000	14	10	71%
800,001 - 900,000	12	7	58%
900,001 - 1,000,000	10	5	50%
1,000,001 +	6	3	50%
Totals	96	60	63%

THE REAL NEIGHBOURHOOD RESULTS: SEP 2017

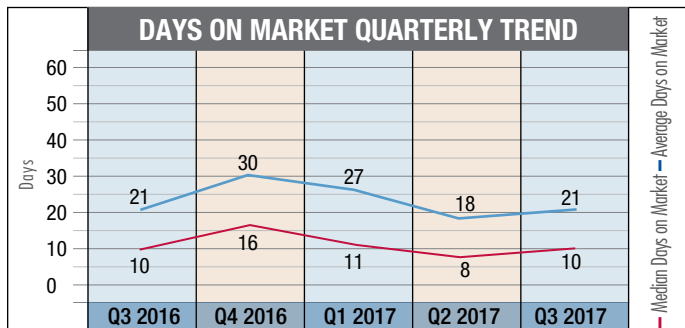
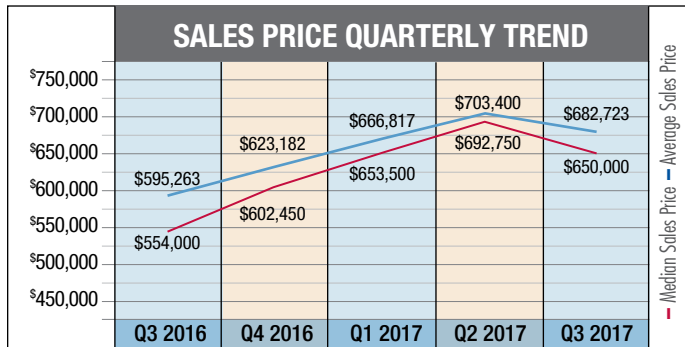
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			1 Month	3 Months
VBN				
Brentwood Park	2	\$793,900	-4.67	0.44
Capitol Hill BN	0	\$682,000	-3.46	-2.36
Central BN	4	\$784,200	-3.32	-0.3
Forest Hills BN	4	\$739,800	1.83	2.42
Government Road	3	\$798,200	4.05	6.95
Montecito	1	\$571,600	1.38	3.23
Simon Fraser Hills	3	\$603,400	3.67	1.27
Simon Fraser Univer.	2	\$708,400	1.48	3.13
Sullivan Heights	2	\$806,200	0.98	3.17
Vancouver Heights	1	\$766,700	-4.65	-1.54
Willingdon Heights	4	\$803,000	-5.26	-1.71
Burnaby North	26	\$701,900	0.58	2.02
VBS				
Burnaby Hospital	0	\$760,600	-4.65	-1.71
Central Park BS	3	\$850,700	-4.61	-1.61
Forest Glen BS	3	\$872,700	-4.78	-0.97
Greentree Village	1	\$803,100	-5.31	0.07
Highgate	2	\$529,000	1.53	5.06
Metrotown	4	\$704,900	-5.14	-1.22
South Slope	0	\$810,000	-4.68	0.78
Burnaby South	13	\$747,800	-3.23	0.55
VBE				
Edmonds BE	5	\$532,600	0.18	4.56
The Crest	2	\$916,300	2.88	4.46
Burnaby East	7	\$636,700	1.12	4.16
VNW				
Fraserview NW	4	\$779,900	3.01	5.66
GlenBrooke North	1	\$537,800	3.58	10.35
Queensborough	4	\$743,100	1.83	1.72
Uptown NW	3	\$566,300	2.42	5.48
New Westminster	12	\$668,400	2.4	4.34

FAITH'S KEY INSIGHTS:

- In September 96 new listings were added to the Burnaby-New Westminster townhouse market, 18 of them in the Royal City, but townhouse sales soared 66.7% above September 2016, to 60 transactions. The intense demand drove September's sales-to-new-listing ratio to 63%, with the sales ratio hitting 100% at lower price levels. Typical new listings sold within 10 days. Some buyers are eager right now because they fear that, when the tough new federal mortgage stress test rolls, out even those with excellent credit may not qualify for a new mortgage on the townhouse they want. Our team includes a full-time mortgage professional who can provide advice to both buyers and sellers dealing with this latest mortgage stress, and what it could mean.

Q3 - TOWNHOMES

THE REAL BURNABY & NEW WEST RESULTS: Q3 2017



Unit Sales (by Quarter)	QUARTER	2016	2017	Change (%)
	Q1	200	150	-25%
Q2	269	262	-2.6%	
Q3	139	200	43.9%	
Q4				
Year-to-Date Totals		608	612	0.7%

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	2	0	0%
300,001 - 325,000	1	0	0%
325,001 - 350,000	1	1	100%
350,001 - 375,000	3	2	67%
375,001 - 400,000	1	2	200%
400,001 - 425,000	1	1	100%
425,001 - 450,000	11	7	64%
450,001 - 500,000	25	15	60%
500,001 - 600,000	54	44	81%
600,001 - 700,000	68	50	74%
700,001 - 800,000	48	31	65%
800,001 - 900,000	32	20	63%
900,001 - 1,000,000	22	14	64%
1,000,001 +	21	12	57%
Totals	291	200	69%

THE REAL NEIGHBOURHOOD RESULTS: Q3 2017

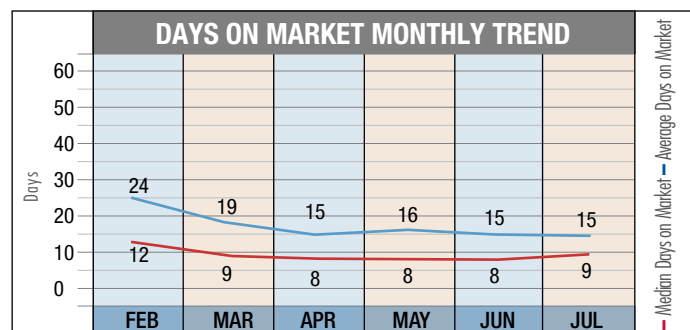
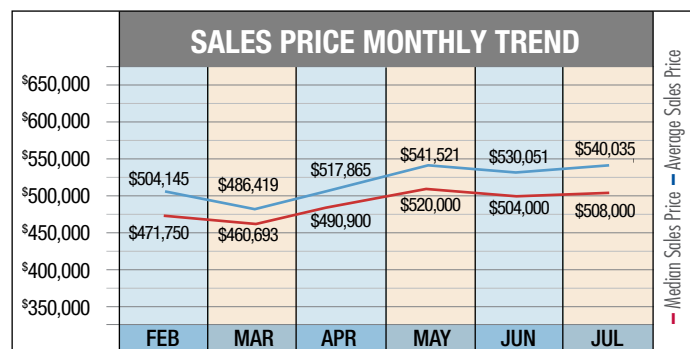
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			1 Month	3 Months
VBN				
Brentwood Park	6	\$793,900	0.44	14.4
Capitol Hill BN	1	\$682,000	-2.36	10.37
Central BN	10	\$784,200	-0.3	11.1
Forest Hills BN	13	\$739,800	2.42	14.53
Government Road	5	\$798,200	6.95	25.47
Montecito	6	\$571,600	3.23	17.24
Simon Fraser Hills	8	\$603,400	1.27	17.07
Simon Fraser Univer.	4	\$708,400	3.13	16.71
Sullivan Heights	2	\$806,200	3.17	15.91
Vancouver Heights	1	\$766,700	-1.54	14.63
Willingdon Heights	6	\$803,000	-1.71	10.94
Burnaby North	62	\$701,900	2.02	16.19
VBS				
Burnaby Hospital	1	\$760,600	-1.71	14.48
Central Park BS	11	\$850,700	-1.61	11.45
Forest Glen BS	10	\$872,700	-0.97	13.45
Greentree Village	3	\$803,100	0.07	13.43
Highgate	9	\$529,000	5.06	25.55
Metrotown	11	\$704,900	-1.22	11.27
South Slope	8	\$810,000	0.78	12.08
Burnaby South	53	\$747,800	0.55	13.98
VBE				
Edmonds BE	22	\$532,600	4.56	22.28
The Crest	6	\$916,300	4.46	21.23
Burnaby East	28	\$636,700	4.16	22.37
VNW				
Fraserview NW	5	\$779,900	5.66	22.89
GlenBrooke North	2	\$537,800	10.35	21.76
Queensborough	21	\$743,100	1.72	16.41
Uptown NW	13	\$566,300	5.48	21.03
New Westminster	41	\$668,400	4.34	20.25

FAITH'S KEY INSIGHTS:

- The average price for a townhouse in both North Vancouver and Vancouver's Westside reached \$1 million in Q3 and it was north of \$820,000 in East Vancouver and Richmond, but it was \$682,000 in Burnaby-New Westminster. In Q3, 102 townhouses were listed locally for \$600,000 or less and 48 of these were offered below \$500,000. No surprise, then, that townhouse sales soared 43.9% in Q3 from Q3 2016, or that the typical new listing sold within 10 days. Burnaby-New Westminster is now attracting townhouse buyers from across the Metro region, drawn by the inherent value in two of the fastest-growing and most livable regions in B.C. With a tight inventory and such broad demand, Burnaby-New Westminster townhouse values are poised to increase.

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	402	-1.7%
May	417	429	2.9%
June	388	350	-9.8%
July	334	320	-4.2%
Totals	2319	2077	-10.4%

Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 – 250,000	9	4	44%
250,001 – 275,000	1	3	300%
275,001 – 300,000	11	6	55%
300,001 – 325,000	4	5	125%
325,001 – 350,000	18	16	89%
350,001 – 375,000	15	16	107%
375,001 – 400,000	31	12	39%
400,001 – 425,000	10	20	200%
425,001 – 450,000	41	26	63%
450,001 – 500,000	62	48	77%
500,001 – 600,000	88	70	80%
600,001 – 700,000	70	50	71%
700,000 – 800,000	40	25	63%
800,001 – 900,000	21	7	33%
900,001 – 1,000,000	11	3	27%
1,000,001 +	10	9	90%
Totals	442	320	72%

THE REAL NEIGHBOURHOOD RESULTS: JULY 2017

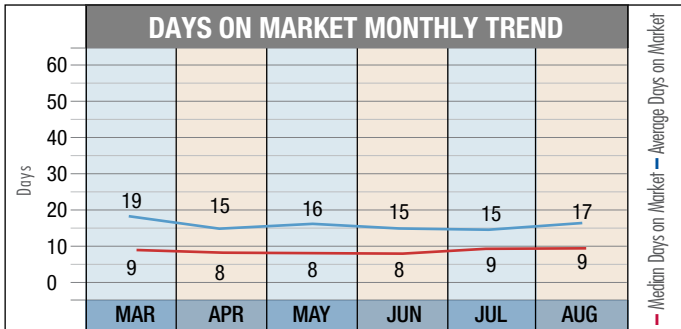
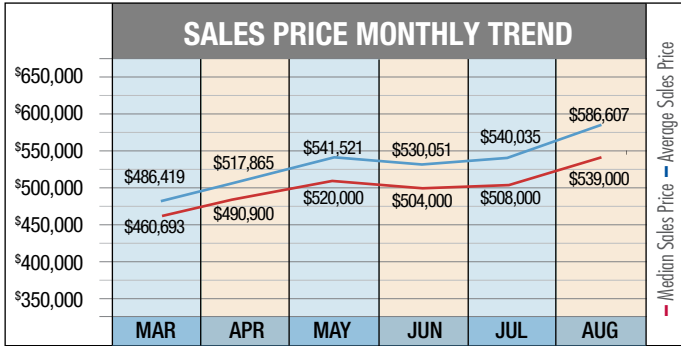
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			1 Month	3 Months
VBN				
Brentwood Park	31	\$726,800	1.18	3.84
Capitol Hill BN	3	\$357,400	3.19	4.78
Cariboo	3	\$366,300	-2.59	3.41
Central BN	6	\$451,200	0.50	5.96
Government Road	8	\$418,400	-1.92	4.21
Simon Fraser Hills	1	\$332,100	2.82	9.24
Simon Fraser Univer.	19	\$564,100	1.82	8.09
Sullivan Heights	14	\$327,700	3.18	8.74
Vancouver Heights	2	\$553,900	2.55	3.55
Willingdon Heights	3	\$471,300	2.82	4.79
Burnaby North	90	\$550,900	1.12	5.09
VBS				
Burnaby Hospital	0	\$552,800	2.54	5.11
Central Park BS	8	\$666,900	6.12	10.37
Forest Glen BS	7	\$715,800	6.12	10.58
Highgate	18	\$595,300	4.54	8.83
Metrotown	47	\$632,100	2.00	5.98
Oaklands	0	\$616,100	1.89	6.04
South Slope	17	\$633,600	2.21	4.56
Burnaby South	98	\$637,800	3.27	7.11
VBE				
Edmonds BE	5	\$647,500	7.15	15.13
Burnaby East	5	\$647,400	7.15	15.13
VNW				
Downtown NW	35	\$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	20	\$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	31	\$405,200	7.78	12.84
West End NW	0	\$284,400	6.27	14.91
New Westminster	126	\$467,000	5.93	13.13

FAITH'S KEY INSIGHTS:

- Burnaby-New Westminster condo apartment sales surged 14.6% in September from a year earlier as sales hit 275 units, with two neighbourhoods setting the pace. Burnaby's Metrotown posted 44 sales, with a benchmark condo price up 2.33% from August to \$661,000. The New West Quay reported 31 sales, with condo prices at \$607,900. Yet 48 buyers purchased a condo for less than \$400,000 in Burnaby-New Westminster in September and 14 of these paid \$350,000 or less. This is very active market that is rewarding savvy buyers.

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	429	2.9%
June	388	350	-9.8%
July	334	320	-4.2%
August	269	340	26.4%
Totals	2240	2165	-3.3%

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	18	164%
375,001 – 400,000	36	15	42%
400,001 – 425,000	12	18	150%
425,001 – 450,000	35	24	69%
450,001 – 500,000	61	46	75%
500,001 – 600,000	74	75	101%
600,001 – 700,000	52	49	94%
700,000 – 800,000	21	30	143%
800,001 – 900,000	23	18	78%
900,001 – 1,000,000	16	14	88%
1,000,001 +	21	14	67%
Totals	393	340	87%

THE REAL NEIGHBOURHOOD RESULTS: AUG 2017

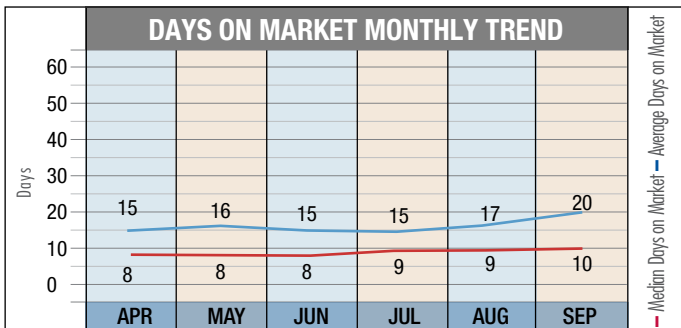
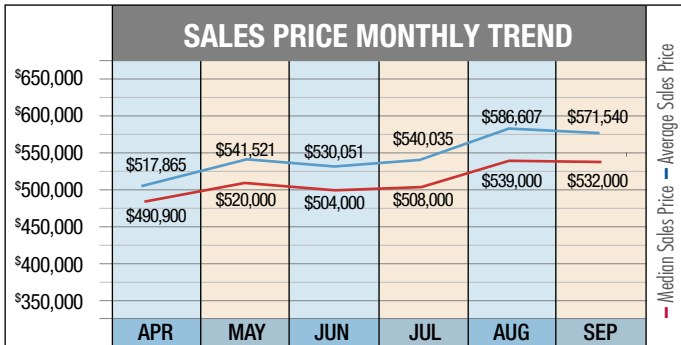
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			1 Month	3 Months
VBN				
Brentwood Park	38	\$747,400	2.83	5.41
Capitol Hill BN	4	\$373,900	4.61	8.98
Cariboo	7	\$374,100	2.14	2.63
Central BN	4	\$468,300	3.79	6.81
Government Road	10	\$428,600	2.44	4.02
Simon Fraser Hills	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
Burnaby North	89	\$565,900	2.72	6.1
VBS				
Burnaby Hospital	1	\$577,300	4.43	7.79
Central Park BS	7	\$670,300	0.51	10.04
Forest Glen BS	11	\$727,000	1.56	11.17
Highgate	20	\$599,700	0.74	7.15
Metrotown	69	\$645,900	2.19	4.28
Oaklands	1	\$637,600	3.49	8.48
South Slope	13	\$635,700	0.33	4.1
Burnaby South	122	\$647,300	1.48	6
VBE				
Edmonds BE	12	\$667,800	3.13	12.42
Burnaby East	12	\$667,700	3.13	12.42
VNW				
Downtown NW	31	\$464,400	2.03	13.15
Fraserview NW	10	\$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	30	\$418,300	3.24	11.5
West End NW	0	\$295,700	3.98	12.73
New Westminster	114	\$480,000	2.78	11.08

FAITH'S KEY INSIGHTS:

- New Westminster reported 344 condominium apartment sales in Q3, amazing for one of the smallest Metro municipalities. Prices and SkyTrain were likely key reasons. At a benchmark of \$488,400, Royal City condo prices are still about the lowest in Metro, even though prices rose 10.7% from Q2. Burnaby posted more than 580 sales in Q3, with benchmark prices ranging from \$576,000 in the north to \$682,000 in East Burnaby, where prices increased nearly 13% from three months earlier. Solid South Burnaby had 308 sales, at a benchmark of \$682,500.

SEPTEMBER - APARTMENTS / CONDOS

THE REAL BURNABY & NEW WEST RESULTS: SEP 2017



UNIT SALES (BY MONTH)	2016	2017	CHANGE
April	409	402	-1.7%
May	417	429	2.9%
June	388	350	-9.8%
July	334	320	-4.2%
August	269	340	26.4%
September	240	275	14.6%
Totals	2,057	2,116	2.9%

LISTING AND SALES ACTIVITY BY PRICE SEGMENT			
Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 – 250,000	4	0	0%
250,001 – 275,000	2	1	50%
275,001 – 300,000	10	3	30%
300,001 – 325,000	9	6	67%
325,001 – 350,000	9	14	156%
350,001 – 375,000	13	9	69%
375,001 – 400,000	21	15	71%
400,001 – 425,000	8	9	113%
425,001 – 450,000	30	21	70%
450,001 – 500,000	59	41	69%
500,001 – 600,000	88	56	64%
600,001 – 700,000	69	47	68%
700,000 – 800,000	41	21	51%
800,001 – 900,000	23	16	70%
900,001 – 1,000,000	20	10	50%
1,000,001 +	20	6	30%
Totals	426	275	65%

THE REAL NEIGHBOURHOOD RESULTS: SEP 2017

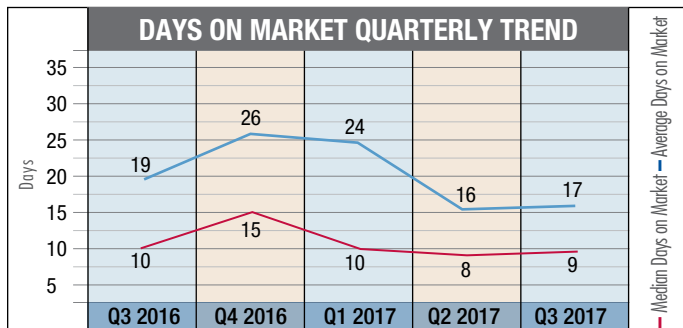
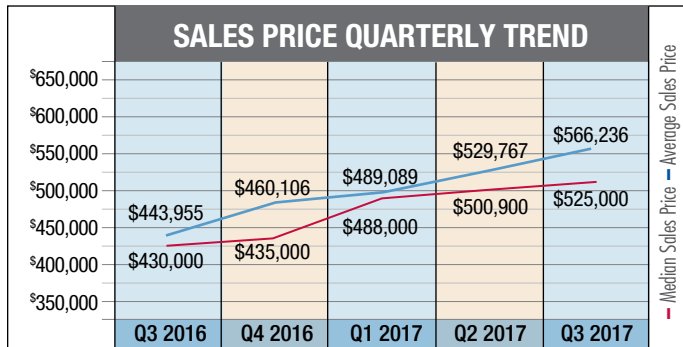
SALES AND BENCHMARK PRICES BY NEIGHBOURHOOD			BENCHMARK PRICE CHANGE (%)	
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	1 Month	3 Months
VBN				
Brentwood Park	21	\$756,700	1.25	5.34
Capitol Hill BN	1	\$382,400	2.29	10.41
Cariboo	7	\$381,800	2.06	1.54
Central BN	3	\$464,500	-0.81	3.46
Government Road	7	\$436,800	1.91	2.39
Simon Fraser Hills	3	\$353,300	3.88	9.38
Simon Fraser Univer.	17	\$591,500	3.43	6.78
Sullivan Heights	9	\$347,600	3.09	9.45
Vancouver Heights	4	\$593,600	3.4	9.91
Willingdon Heights	0	\$516,400	1.77	12.64
Burnaby North	73	\$576,700	1.9	5.85
VBS				
Burnaby Hospital	0	\$586,100	1.54	8.72
Central Park BS	4	\$700,400	4.5	11.46
Forest Glen BS	9	\$749,400	3.08	11.1
Highgate	18	\$617,600	2.97	8.44
Metrotown	44	\$661,000	2.34	6.67
Oaklands	1	\$637,900	0.04	5.49
South Slope	12	\$647,600	1.86	4.46
Burnaby South	88	\$664,500	2.65	7.58
VBE				
Edmonds BE	8	\$682,600	2.21	12.95
Burnaby East	8	\$682,500	2.21	12.95
VNW				
Downtown NW	17	\$463,000	-0.29	9
Fraserview NW	16	\$561,400	1.83	13.47
GlenBrooke North	3	\$483,100	0.87	10.94
Quay	31	\$607,600	2.38	7.35
Queensborough	3	\$593,500	1.3	5.92
Sapperton	11	\$375,700	2.56	9.54
Uptown NW	23	\$436,300	4.3	16.05
West End NW	0	\$298,400	0.9	11.49
New Westminster	104	\$488,400	1.75	10.78

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.

Q3 - APARTMENTS / CONDOS

THE REAL BURNABY & NEW WEST RESULTS: Q3 2017



YEAR-TO-DATE UNIT SALES (BY QUARTER)

Unit Sales (by Quarter)	QUARTER	2016	2017	Change (%)
	Q1	1,067	775	-27.4%
Q2	1,214	1,181	-2.7%	
Q3	843	935	10.9%	
Q4				
Year-to-Date Totals		3,124	2,891	-7.5%

LISTING AND SALES ACTIVITY BY PRICE SEGMENT

Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 – 250,000	15	8	53%
250,001 – 275,000	4	4	100%
275,001 – 300,000	33	12	36%
300,001 – 325,000	17	14	82%
325,001 – 350,000	39	39	100%
350,001 – 375,000	39	43	110%
375,001 – 400,000	88	42	48%
400,001 – 425,000	30	47	157%
425,001 – 450,000	106	71	67%
450,001 – 500,000	182	135	74%
500,001 – 600,000	250	201	80%
600,001 – 700,000	191	146	76%
700,001 – 800,000	102	76	75%
800,001 – 900,000	67	41	61%
900,001 – 1,000,000	47	27	57%
1,000,001 +	51	29	57%
Totals	1,261	935	74%

THE REAL NEIGHBOURHOOD RESULTS: Q3 2017

MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			1 Month	3 Months
VBN				
Brentwood Park	90	\$756,700	5.34	22.97
Capitol Hill BN	8	\$382,400	10.41	25.45
Cariboo	17	\$381,800	1.54	17.99
Central BN	13	\$464,500	3.46	19.91
Government Road	25	\$436,800	2.39	20.54
Simon Fraser Hills	5	\$353,300	9.38	35.03
Simon Fraser Univer	48	\$591,500	6.78	30.84
Sullivan Heights	29	\$347,600	9.45	36.72
Vancouver Heights	9	\$593,600	9.91	24.36
Willingdon Heights	6	\$516,400	12.64	27.81
Burnaby North	252	\$576,700	5.85	24.85
VBS				
Burnaby Hospital	1	\$586,100	8.72	21.71
Central Park BS	19	\$700,400	11.46	23.47
Forest Glen BS	27	\$749,400	11.1	23.39
Highgate	56	\$617,600	8.44	24.68
Metrotown	160	\$661,000	6.67	26.42
Oaklands	2	\$647,600	4.46	23.26
Burnaby South	308	\$664,500	7.58	25.02
VBE				
Edmonds BE	25	\$682,600	12.95	28.52
Burnaby East	25	\$682,500	12.95	28.52
VNW				
Downtown NW	83	\$463,000	9	29.79
Fraserview NW	41	\$561,400	13.47	28.57
GlenBrooke North	13	\$483,100	10.94	27.7
Quay	72	\$607,600	7.35	17.13
Queensborough	16	\$593,500	5.92	24.33
Sapperton	32	\$375,700	9.54	46.47
Uptown NW	84	\$436,300	16.05	29.63
West End NW	0	\$298,400	11.49	24.27
New Westminster	344	\$488,400	10.78	26.49

FAITH'S KEY INSIGHTS:

- It is amazing that 1,167 condominium apartments sold in Burnaby-New Westminster in Q2, including 416 in New Westminster, which posted higher condo sales than North, South or East Burnaby. Aside from its riverfront and historic ambience, price may have played a role in New Westminster's sales: the benchmark condo price is \$440,900, lower than in any Burnaby region. The single most active neighbourhoods for Q2 buyers were both in Burnaby: Brentwood, with 137 sales; and Metrotown, where 170 buyers paid a benchmark price of \$619,700.

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



FAITH WILSON
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