

# BURNABY & NEW WEST

BURNABY & NEW WEST'S MONTHLY RESIDENTIAL REAL ESTATE ANALYSIS

OCT & NOV 2017

Detached

November  
New Listings: **194**

**66%**

**INCREASE**  
vs. Nov of 2016

**AVERAGE**  
Days on Market

**34**

**NO CHANGE**  
vs. Oct 2017

**SULLIVAN  
HEIGHTS**

HPI BENCHMARK PRICE:

**\$1,240,800**

**2% DECREASE** vs. Aug 2016  
**PRICES ARE DECREASING**

Townhome

November  
New Listings: **68**

**26%**

**INCREASE**  
vs. Nov of 2016

**STRATA  
MAINTENANCE FEE:**

**\$273**

**2% DECREASE**  
vs. Oct 2017

**HIGHGATE**

HPI BENCHMARK PRICE:

**\$540,100**

**4% INCREASE** vs. Aug 2016  
**PRICES ARE INCREASING**

Condos

November  
New Listings: **364**

**36%**

**INCREASE**  
vs. Nov of 2016

**283**

New Listings for  
**\$700,000**  
or **LESS** in Nov 2017.

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

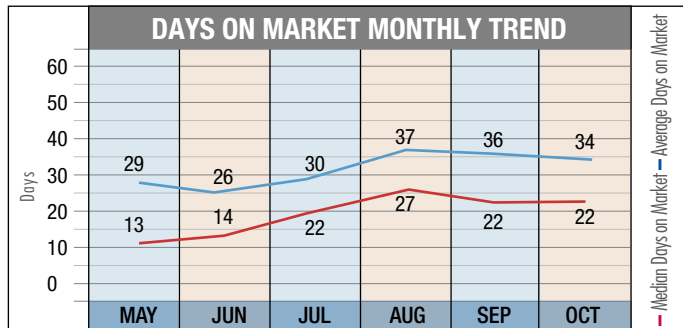
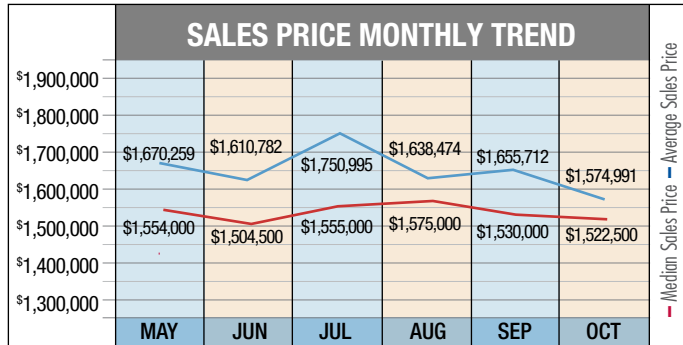
**\$687**

**36%**

**INCREASE**  
vs. Nov of 2016

# OCTOBER - SINGLE FAMILY DETACHED HOMES

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



|           | 2016 | 2017 | CHANGE |
|-----------|------|------|--------|
| May       | 182  | 156  | -14.3% |
| June      | 150  | 124  | -17.3% |
| July      | 100  | 75   | -25.0% |
| August    | 52   | 83   | 59.6%  |
| September | 80   | 94   | 17.5%  |
| October   | 59   | 100  | 69.5%  |
| Totals    | 623  | 632  | 1.4%   |

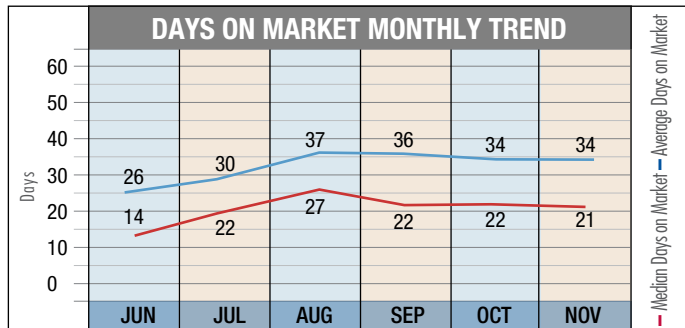
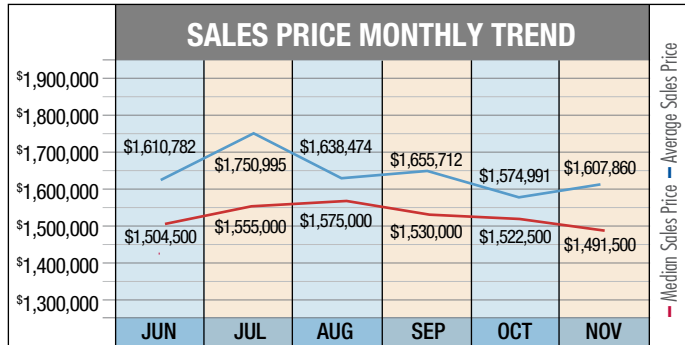
| Price Segment (\$)    | New Listings Added | Unit Sales | Sales-to-New-Listings Ratio |
|-----------------------|--------------------|------------|-----------------------------|
| 0 - 1,000,000         | 13                 | 2          | 15%                         |
| 1,000,001 - 1,100,000 | 5                  | 6          | 120%                        |
| 1,100,001 - 1,200,000 | 5                  | 7          | 140%                        |
| 1,200,001 - 1,300,000 | 17                 | 9          | 53%                         |
| 1,300,001 - 1,400,000 | 18                 | 13         | 72%                         |
| 1,400,001 - 1,500,000 | 18                 | 11         | 61%                         |
| 1,500,001 - 1,600,000 | 14                 | 13         | 93%                         |
| 1,600,001 - 1,700,000 | 12                 | 12         | 100%                        |
| 1,700,001 - 1,800,000 | 15                 | 4          | 27%                         |
| 1,800,001 - 1,900,000 | 15                 | 4          | 27%                         |
| 1,900,001 - 2,000,000 | 10                 | 6          | 60%                         |
| 2,000,001 - 2,250,000 | 18                 | 6          | 33%                         |
| 2,250,001 - 2,500,000 | 21                 | 6          | 29%                         |
| 2,500,001 - 2,750,000 | 12                 | 0          | 0%                          |
| 2,750,001 - 3,000,000 | 15                 | 1          | 7%                          |
| 3,000,001 +           | 12                 | 0          | 0%                          |
| <b>Totals</b>         | <b>220</b>         | <b>100</b> | <b>45%</b>                  |

## THE REAL NEIGHBOURHOOD RESULTS: OCT 2017

| MLS® Neighbourhood     | Unit Sales | HPI Benchmark Price | BENCHMARK PRICE CHANGE (%) |              |
|------------------------|------------|---------------------|----------------------------|--------------|
|                        |            |                     | 1 Month                    | 3 Months     |
| <b>VBN</b>             |            |                     |                            |              |
| Brentwood Park         | 1          | \$1,516,600         | -2.34                      | -2.07        |
| Capitol Hill BN        | 8          | \$1,508,900         | -1.51                      | 1.28         |
| Central BN             | 1          | \$1,356,800         | -0.71                      | 0.07         |
| Government Road        | 2          | \$1,910,300         | 0.97                       | -1.43        |
| Montecito              | 0          | \$1,624,500         | -0.91                      | -1.37        |
| Parkcrest              | 4          | \$1,549,200         | -2.04                      | -1.39        |
| Simon Fraser Univer.   | 1          | \$1,787,600         | -1.53                      | -1.17        |
| Sperling-Duthie        | 0          | \$1,625,400         | -1.37                      | -2.09        |
| Sullivan Heights       | 3          | \$1,254,000         | -1.96                      | -1.89        |
| Vancouver Heights      | 9          | \$1,518,700         | -0.98                      | 1.89         |
| Westridge BN           | 0          | \$1,754,500         | -1.7                       | -0.51        |
| Willingdon Heights     | 6          | \$1,421,100         | -0.13                      | 0.9          |
| <b>Burnaby North</b>   | <b>35</b>  | <b>\$1,577,700</b>  | <b>-1.17</b>               | <b>-0.49</b> |
| <b>VBS</b>             |            |                     |                            |              |
| Buckingham Heights     | 1          | \$2,492,100         | 2.09                       | 3.6          |
| Burnaby Hospital       | 3          | \$1,626,800         | -0.39                      | 1.45         |
| Burnaby Lake           | 5          | \$1,483,100         | -0.68                      | -0.81        |
| Central Park BS        | 2          | \$1,523,500         | -1.55                      | 0.47         |
| Deer Lake              | 0          | \$2,485,000         | -1.19                      | 1.57         |
| Deer Lake Place        | 2          | \$1,795,700         | -0.34                      | 2.17         |
| Forest Glen BS         | 4          | \$1,818,400         | 0.77                       | 0.92         |
| Garden Village         | 2          | \$1,639,600         | -0.99                      | 0.75         |
| Greentree Village      | 1          | \$1,135,600         | 4.06                       | 1.24         |
| Highgate               | 3          | \$1,369,900         | -1.74                      | -2.74        |
| Metrotown              | 4          | \$1,904,800         | -3.1                       | -3.87        |
| South Slope            | 5          | \$1,648,400         | -2.25                      | -2.75        |
| Suncrest               | 3          | \$1,305,900         | -3.77                      | -1.3         |
| Upper Deer Lake        | 5          | \$1,836,000         | -1.1                       | 1.37         |
| <b>Burnaby South</b>   | <b>40</b>  | <b>\$1,705,100</b>  | <b>-1.36</b>               | <b>-0.79</b> |
| <b>VBE</b>             |            |                     |                            |              |
| East Burnaby           | 2          | \$1,158,500         | -1.66                      | -1.98        |
| Edmonds BE             | 0          | \$1,287,600         | -0.72                      | -2.43        |
| The Crest              | 1          | \$1,430,900         | -1.57                      | -2.28        |
| <b>Burnaby East</b>    | <b>3</b>   | <b>\$1,257,500</b>  | <b>-1.37</b>               | <b>-2.23</b> |
| <b>VNW</b>             |            |                     |                            |              |
| Connaught Heights      | 0          | \$1,008,600         | -2.01                      | -4.33        |
| Fraserview NW          | 0          | \$1,289,800         | -0.41                      | -2.91        |
| GlenBrooke North       | 2          | \$1,125,400         | -0.07                      | -1.57        |
| Moody Park             | 1          | \$1,112,600         | -0.66                      | -2.51        |
| Queens Park            | 1          | \$1,348,700         | -0.7                       | -3.52        |
| Queensborough          | 8          | \$1,073,100         | 0.66                       | 1.26         |
| Sapperton              | 0          | \$982,800           | 0.68                       | -0.46        |
| The Heights NW         | 5          | \$1,162,200         | -0.75                      | -1.81        |
| Uptown NW              | 0          | \$938,800           | -0.65                      | -2.94        |
| West End NW            | 4          | \$1,206,600         | -2.67                      | -3.61        |
| <b>New Westminster</b> | <b>21</b>  | <b>\$1,132,500</b>  | <b>-0.53</b>               | <b>-1.64</b> |

# NOVEMBER - SINGLE FAMILY DETACHED HOMES

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



|           | 2016 | 2017 | CHANGE |
|-----------|------|------|--------|
| June      | 150  | 124  | -17.3% |
| July      | 100  | 75   | -25.0% |
| August    | 52   | 83   | 59.6%  |
| September | 80   | 94   | 17.5%  |
| October   | 59   | 100  | 69.5%  |
| November  | 54   | 68   | 25.9%  |
| Totals    | 495  | 544  | 9.9%   |

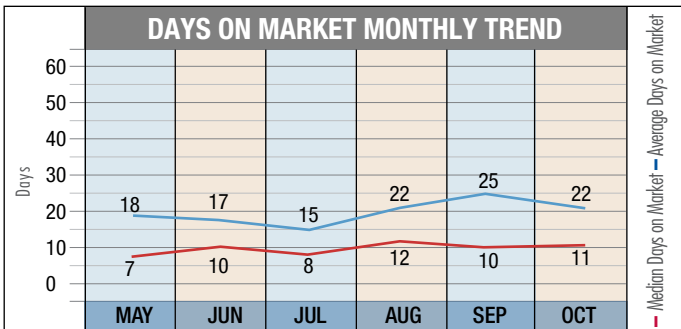
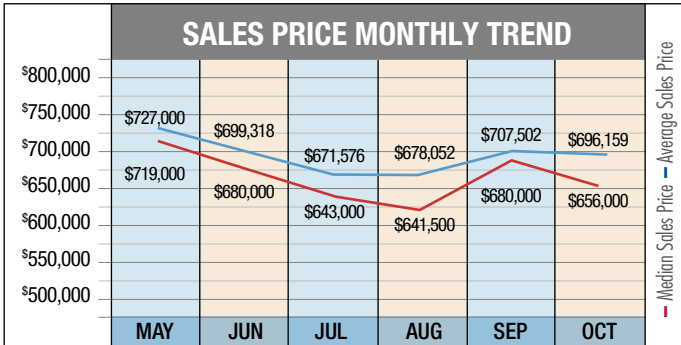
| Price Segment (\$)    | New Listings Added | Unit Sales | Sales-to-New-Listings Ratio |
|-----------------------|--------------------|------------|-----------------------------|
| 0 - 1,000,000         | 1                  | 3          | 300%                        |
| 1,000,001 - 1,100,000 | 3                  | 2          | 67%                         |
| 1,100,001 - 1,200,000 | 3                  | 4          | 133%                        |
| 1,200,001 - 1,300,000 | 14                 | 7          | 50%                         |
| 1,300,001 - 1,400,000 | 20                 | 11         | 55%                         |
| 1,400,001 - 1,500,000 | 11                 | 8          | 73%                         |
| 1,500,001 - 1,600,000 | 16                 | 7          | 44%                         |
| 1,600,001 - 1,700,000 | 15                 | 5          | 33%                         |
| 1,700,001 - 1,800,000 | 11                 | 1          | 9%                          |
| 1,800,001 - 1,900,000 | 11                 | 3          | 27%                         |
| 1,900,001 - 2,000,000 | 10                 | 3          | 30%                         |
| 2,000,001 - 2,250,000 | 23                 | 6          | 26%                         |
| 2,250,001 - 2,500,000 | 23                 | 5          | 22%                         |
| 2,500,001 - 2,750,000 | 13                 | 3          | 23%                         |
| 2,750,001 - 3,000,000 | 10                 | 0          | 0%                          |
| 3,000,001 +           | 10                 | 0          | 0%                          |
| <b>Totals</b>         | <b>194</b>         | <b>68</b>  | <b>35%</b>                  |

## THE REAL NEIGHBOURHOOD RESULTS: NOV 2017

| MLS® Neighbourhood     | Unit Sales | HPI Benchmark Price | BENCHMARK PRICE CHANGE (%) |              |
|------------------------|------------|---------------------|----------------------------|--------------|
|                        |            |                     | 1 Month                    | 3 Months     |
| <b>VBN</b>             |            |                     |                            |              |
| Brentwood Park         | 3          | \$1,518,000         | 0.09                       | -1.7         |
| Capitol Hill BN        | 3          | \$1,480,900         | -1.85                      | -2.68        |
| Central BN             | 0          | \$1,327,300         | -2.17                      | -1.47        |
| Government Road        | 4          | \$1,891,300         | -1                         | -0.84        |
| Montecito              | 1          | \$1,610,700         | -0.85                      | -1.68        |
| Parkcrest              | 4          | \$1,553,300         | 0.27                       | -1.49        |
| Simon Fraser Univer.   | 0          | \$1,783,400         | -0.24                      | -2.96        |
| Sperling-Duthie        | 1          | \$1,624,400         | -0.06                      | -1.72        |
| Sullivan Heights       | 0          | \$1,240,800         | -1.05                      | -2.07        |
| Vancouver Heights      | 4          | \$1,493,000         | -1.69                      | -2.13        |
| Westridge BN           | 0          | \$1,750,300         | -0.24                      | -1.87        |
| Willingdon Heights     | 3          | \$1,404,200         | -1.19                      | -1.03        |
| <b>Burnaby North</b>   | <b>23</b>  | <b>\$1,564,300</b>  | <b>-0.85</b>               | <b>-1.82</b> |
| <b>VBS</b>             |            |                     |                            |              |
| Buckingham Heights     | 0          | \$2,443,900         | -1.93                      | 1.51         |
| Burnaby Hospital       | 2          | \$1,591,700         | -2.16                      | -1.53        |
| Burnaby Lake           | 2          | \$1,481,600         | -0.1                       | -1.45        |
| Central Park BS        | 3          | \$1,510,800         | -0.83                      | -1.69        |
| Deer Lake              | 0          | \$2,482,100         | -0.11                      | 1.51         |
| Deer Lake Place        | 1          | \$1,757,400         | -2.13                      | 0            |
| Forest Glen BS         | 2          | \$1,791,100         | -1.5                       | -0.33        |
| Garden Village         | 1          | \$1,576,700         | -3.84                      | -2.58        |
| Greentree Village      | 0          | \$1,169,100         | 2.95                       | 6.12         |
| Highgate               | 6          | \$1,357,300         | -0.92                      | -3.08        |
| Metrotown              | 0          | \$1,918,400         | 0.71                       | -2.25        |
| South Slope            | 4          | \$1,641,300         | -0.43                      | -3.2         |
| Suncrest               | 3          | \$1,268,900         | -2.84                      | -3.52        |
| Upper Deer Lake        | 2          | \$1,801,800         | -1.87                      | -1.06        |
| <b>Burnaby South</b>   | <b>26</b>  | <b>\$1,686,300</b>  | <b>-1.1</b>                | <b>-1.82</b> |
| <b>VBE</b>             |            |                     |                            |              |
| East Burnaby           | 5          | \$1,167,300         | 0.76                       | -4.37        |
| Edmonds BE             | 2          | \$1,291,900         | 0.33                       | -2.98        |
| The Crest              | 1          | \$1,445,200         | 1                          | -4.55        |
| <b>Burnaby East</b>    | <b>8</b>   | <b>\$1,266,500</b>  | <b>0.71</b>                | <b>-4.13</b> |
| <b>VNW</b>             |            |                     |                            |              |
| Connaught Heights      | 0          | \$1,019,500         | 1.08                       | -4.03        |
| Fraserview NW          | 0          | \$1,320,000         | 2.34                       | -3.67        |
| GlenBrooke North       | 1          | \$1,132,700         | 0.65                       | -4.71        |
| Moody Park             | 0          | \$1,130,600         | 1.62                       | -3.89        |
| Queens Park            | 0          | \$1,368,900         | 1.49                       | -4.97        |
| Queensborough          | 2          | \$1,075,200         | 0.2                        | 1.69         |
| Sapperton              | 0          | \$969,500           | -1.35                      | -6.1         |
| The Heights NW         | 5          | \$1,162,200         | 0                          | -5.23        |
| Uptown NW              | 0          | \$938,800           | 0                          | -5.81        |
| West End NW            | 3          | \$1,235,300         | 2.38                       | -2.18        |
| <b>New Westminster</b> | <b>11</b>  | <b>\$1,140,100</b>  | <b>0.67</b>                | <b>-3.1</b>  |

# OCTOBER - TOWNHOUSES

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



| UNIT SALES (BY MONTH) | 2016 | 2017 | CHANGE |
|-----------------------|------|------|--------|
| May                   | 99   | 105  | 6.1%   |
| June                  | 90   | 89   | -1.1%  |
| July                  | 65   | 58   | -10.8% |
| August                | 38   | 82   | 115.8% |
| September             | 36   | 63   | 75.0%  |
| October               | 47   | 71   | 51.1%  |
| Totals                | 375  | 468  | 24.8%  |

| LISTING AND SALES ACTIVITY BY PRICE SEGMENT |                    |            |                             |
|---|--------------------|------------|-----------------------------|
| 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                           | 0                  | 0          | 0%                          |
| 325,001 - 350,000                           | 0                  | 1          | 0%                          |
| 350,001 - 375,000                           | 0                  | 0          | 0%                          |
| 375,001 - 400,000                           | 1                  | 0          | 0%                          |
| 400,001 - 425,000                           | 4                  | 1          | 25%                         |
| 425,001 - 450,000                           | 2                  | 4          | 200%                        |
| 450,001 - 500,000                           | 3                  | 2          | 67%                         |
| 500,001 - 600,000                           | 16                 | 16         | 100%                        |
| 600,001 - 700,000                           | 12                 | 18         | 150%                        |
| 700,001 - 800,000                           | 19                 | 13         | 68%                         |
| 800,001 - 900,000                           | 10                 | 6          | 60%                         |
| 900,001 - 1,000,000                         | 4                  | 4          | 100%                        |
| 1,000,001 +                                 | 6                  | 6          | 100%                        |
| <b>Totals</b>                               | <b>77</b>          | <b>71</b>  | <b>92%</b>                  |

## THE REAL NEIGHBOURHOOD RESULTS: OCT 2017

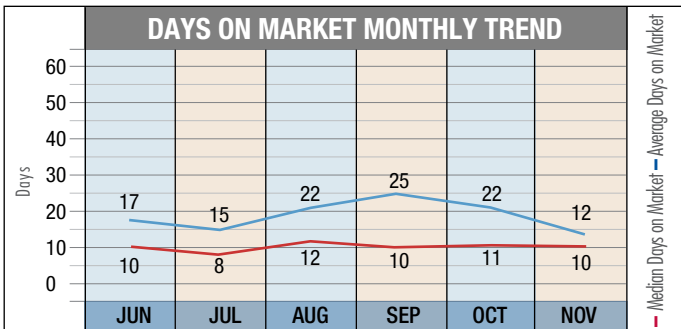
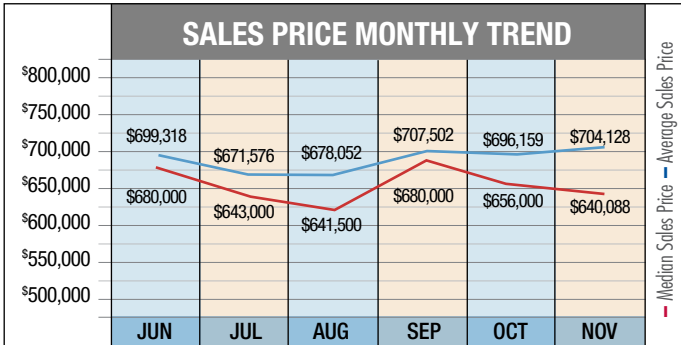
| MLS® Neighbourhood     | Unit Sales | HPI Benchmark Price | BENCHMARK PRICE CHANGE (%) |             |
|------------------------|------------|---------------------|----------------------------|-------------|
|                        |            |                     | 1 Month                    | 3 Months    |
| <b>VBN</b>             |            |                     |                            |             |
| Brentwood Park         | 4          | \$804,000           | 1.27                       | -2.21       |
| Capitol Hill BN        | 2          | \$698,000           | 2.34                       | -0.64       |
| Central BN             | 0          | \$804,600           | 2.6                        | 0.11        |
| Forest Hills BN        | 7          | \$754,800           | 2.03                       | 4.98        |
| Government Road        | 1          | \$819,900           | 2.72                       | 9.9         |
| Montecito              | 0          | \$589,100           | 3.05                       | 5.21        |
| Simon Fraser Hills     | 4          | \$615,800           | 2.04                       | 6.04        |
| Simon Fraser Univer.   | 0          | \$718,200           | 1.38                       | 4.68        |
| Sullivan Heights       | 1          | \$822,800           | 2.06                       | 5.26        |
| Vancouver Heights      | 0          | \$782,100           | 2                          | -0.71       |
| Willingdon Heights     | 3          | \$823,600           | 2.56                       | -1.13       |
| <b>Burnaby North</b>   | <b>22</b>  | <b>\$718,800</b>    | <b>2.4</b>                 | <b>4.28</b> |
| <b>VBS</b>             |            |                     |                            |             |
| Burnaby Hospital       | 1          | \$773,900           | 1.74                       | -1.79       |
| Central Park BS        | 2          | \$868,300           | 2.07                       | 0.36        |
| Forest Glen BS         | 3          | \$892,400           | 2.25                       | -1.02       |
| Greentree Village      | 2          | \$820,800           | 2.22                       | 0.1         |
| Highgate               | 5          | \$533,600           | 0.88                       | 4.65        |
| Metrotown              | 5          | \$723,300           | 2.62                       | -0.47       |
| South Slope            | 2          | \$824,100           | 1.73                       | -0.76       |
| <b>Burnaby South</b>   | <b>20</b>  | <b>\$762,300</b>    | <b>1.94</b>                | <b>0.92</b> |
| <b>VBE</b>             |            |                     |                            |             |
| Edmonds BE             | 9          | \$537,700           | 0.96                       | 4.36        |
| The Crest              | 1          | \$946,300           | 3.27                       | 7.88        |
| <b>Burnaby East</b>    | <b>10</b>  | <b>\$647,000</b>    | <b>1.66</b>                | <b>5.33</b> |
| <b>VNW</b>             |            |                     |                            |             |
| Fraserview NW          | 1          | \$802,200           | 2.85                       | 7.95        |
| GlenBrooke North       | 3          | \$552,900           | 2.8                        | 8.21        |
| Queensborough          | 6          | \$746,900           | 0.51                       | 1.86        |
| Uptown NW              | 3          | \$579,500           | 2.33                       | 7.41        |
| <b>New Westminster</b> | <b>13</b>  | <b>\$678,800</b>    | <b>1.55</b>                | <b>4.97</b> |

### FAITH'S KEY INSIGHTS:

- Townhouse sales and listings in Burnaby-New Westminster were in step during October, in that nearly every new listing sold, and quickly. But, with 77 new listings and 71 sales, this is not a balanced market. It is very much a seller's advantage, as many buyers wish to purchase before rigid new mortgage regulations coming in January make it harder to qualify at the price they want to pay. October benchmark prices for townhouses were up around 2% from September across Burnaby-New Westminster, another indication of the extreme demand that drove sales up 51% from the same month a year earlier. The message to potential townhouse sellers is clear: now is the prime time to be listing.

# NOVEMBER - TOWNHOUSES

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



|           | 2016 | 2017 | CHANGE |
|-----------|------|------|--------|
| June      | 90   | 89   | -1.1%  |
| July      | 65   | 58   | -10.8% |
| August    | 38   | 82   | 115.8% |
| September | 36   | 63   | 75.0%  |
| October   | 47   | 71   | 51.1%  |
| November  | 44   | 35   | -20.5% |
| Totals    | 320  | 398  | 24.4%  |

| 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                  | 1          | 0%                          |
| 400,001 - 425,000   | 0                  | 1          | 0%                          |
| 425,001 - 450,000   | 0                  | 1          | 0%                          |
| 450,001 - 500,000   | 3                  | 0          | 0%                          |
| 500,001 - 600,000   | 17                 | 7          | 41%                         |
| 600,001 - 700,000   | 12                 | 11         | 92%                         |
| 700,001 - 800,000   | 15                 | 5          | 33%                         |
| 800,001 - 900,000   | 7                  | 3          | 43%                         |
| 900,001 - 1,000,000 | 6                  | 2          | 33%                         |
| 1,000,001 +         | 7                  | 4          | 57%                         |
| <b>Totals</b>       | <b>68</b>          | <b>35</b>  | <b>51%</b>                  |

## THE REAL NEIGHBOURHOOD RESULTS: NOV 2017

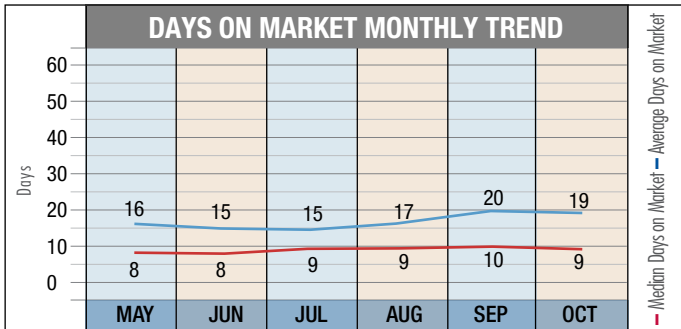
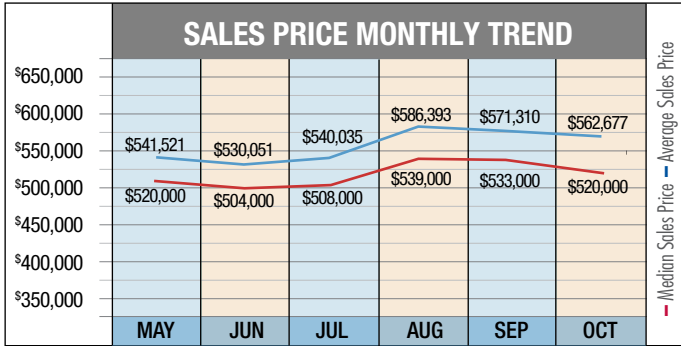
| MLS® Neighbourhood     | Unit Sales | HPI Benchmark Price | BENCHMARK PRICE CHANGE (%) |              |
|------------------------|------------|---------------------|----------------------------|--------------|
|                        |            |                     | 1 Month                    | 3 Months     |
| <b>VBN</b>             |            |                     |                            |              |
| Brentwood Park         | 0          | \$807,400           | 0.43                       | -3.04        |
| Capitol Hill BN        | 1          | \$693,700           | -0.61                      | -1.81        |
| Central BN             | 1          | \$786,000           | -2.31                      | -3.1         |
| Forest Hills BN        | 3          | \$750,900           | -0.52                      | 3.36         |
| Government Road        | 1          | \$791,500           | -3.47                      | 3.17         |
| Montecito              | 2          | \$587,200           | -0.32                      | 4.13         |
| Simon Fraser Hills     | 1          | \$608,600           | -1.16                      | 4.56         |
| Simon Fraser Univer.   | 0          | \$720,200           | 0.27                       | 3.16         |
| Sullivan Heights       | 0          | \$834,300           | 1.4                        | 4.51         |
| Vancouver Heights      | 1          | \$765,600           | -2.1                       | -4.79        |
| Willingdon Heights     | 1          | \$818,500           | -0.62                      | -3.44        |
| <b>Burnaby North</b>   | <b>11</b>  | <b>\$711,600</b>    | <b>-1.01</b>               | <b>1.96</b>  |
| <b>VBS</b>             |            |                     |                            |              |
| Burnaby Hospital       | 1          | \$762,100           | -1.53                      | -4.48        |
| Central Park BS        | 2          | \$866,500           | -0.21                      | -2.84        |
| Forest Glen BS         | 1          | \$887,900           | -0.5                       | -3.12        |
| Greentree Village      | 0          | \$834,500           | 1.66                       | -1.61        |
| Highgate               | 3          | \$540,100           | 1.21                       | 3.66         |
| Metrotown              | 2          | \$717,500           | -0.8                       | -3.44        |
| South Slope            | 2          | \$814,800           | -1.12                      | -4.12        |
| <b>Burnaby South</b>   | <b>11</b>  | <b>\$760,300</b>    | <b>-0.27</b>               | <b>-1.62</b> |
| <b>VBE</b>             |            |                     |                            |              |
| Edmonds BE             | 4          | \$549,400           | 2.18                       | 3.36         |
| The Crest              | 2          | \$945,700           | -0.07                      | 6.17         |
| <b>Burnaby East</b>    | <b>6</b>   | <b>\$655,700</b>    | <b>1.34</b>                | <b>4.13</b>  |
| <b>VNW</b>             |            |                     |                            |              |
| Fraserview NW          | 1          | \$798,400           | -0.47                      | 5.44         |
| Glen Brooke North      | 1          | \$555,300           | 0.43                       | 6.94         |
| Queensborough          | 1          | \$758,100           | 1.5                        | 3.89         |
| Uptown NW              | 1          | \$578,800           | -0.11                      | 4.69         |
| <b>New Westminster</b> | <b>4</b>   | <b>\$682,300</b>    | <b>0.52</b>                | <b>4.53</b>  |

## FAITH'S KEY INSIGHTS:

- Burnaby and New Westminster flow from the Burrard Inlet to the Fraser River. And in that entire expanse there were only 68 new listings for townhouses in November, the lowest level since January. Likely due to the low inventory, townhouse sales were down 20% in November from the same month last year, to 35. The sales-to-listing ratio was a startling 84%, a clear advantage to sellers. The benchmark prices were virtually unchanged from a month earlier – at \$711,800 in North Burnaby, \$760,300 in Burnaby South, \$655,700 in Burnaby East and \$682,300 in New Westminster. If you plan to sell a townhouse now could be an excellent opportunity to list. Many buyers want to close before mortgage regulations tighten January 1.

# OCTOBER - APARTMENTS / CONDOS

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



| UNIT SALES (BY MONTH) | 2016 | 2017 | CHANGE |
|-----------------------|------|------|--------|
| May                   | 417  | 429  | 2.9%   |
| June                  | 388  | 350  | -9.8%  |
| July                  | 334  | 320  | -4.2%  |
| August                | 269  | 342  | 27.1%  |
| September             | 240  | 283  | 17.9%  |
| October               | 246  | 349  | 41.9%  |
| Totals                | 1894 | 2073 | 9.5%   |

| LISTING AND SALES ACTIVITY BY PRICE SEGMENT |                    |            |                             |
|---|--------------------|------------|-----------------------------|
| Price Segment (\$)                          | New Listings Added | Unit Sales | Sales-to-New-Listings Ratio |
| 0 – 250,000                                 | 3                  | 2          | 67%                         |
| 250,001 – 275,000                           | 4                  | 4          | 100%                        |
| 275,001 – 300,000                           | 8                  | 6          | 75%                         |
| 300,001 – 325,000                           | 1                  | 8          | 800%                        |
| 325,001 – 350,000                           | 8                  | 7          | 88%                         |
| 350,001 – 375,000                           | 16                 | 12         | 75%                         |
| 375,001 – 400,000                           | 17                 | 18         | 106%                        |
| 400,001 – 425,000                           | 14                 | 18         | 129%                        |
| 425,001 – 450,000                           | 26                 | 14         | 54%                         |
| 450,001 – 500,000                           | 60                 | 63         | 105%                        |
| 500,001 – 600,000                           | 75                 | 76         | 101%                        |
| 600,001 – 700,000                           | 51                 | 54         | 106%                        |
| 700,000 – 800,000                           | 35                 | 32         | 91%                         |
| 800,001 – 900,000                           | 16                 | 15         | 94%                         |
| 900,001 – 1,000,000                         | 12                 | 15         | 125%                        |
| 1,000,001 +                                 | 5                  | 5          | 100%                        |
| <b>Totals</b>                               | <b>351</b>         | <b>349</b> | <b>99%</b>                  |

## THE REAL NEIGHBOURHOOD RESULTS: OCT 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                              | 41         | \$763,400           | 0.88                       | 5.03        |
| Capitol Hill BN                             | 3          | \$385,600           | 0.82                       | 7.88        |
| Cariboo                                     | 2          | \$393,900           | 3.16                       | 7.54        |
| Central BN                                  | 3          | \$475,300           | 2.34                       | 5.35        |
| Government Road                             | 12         | \$448,300           | 2.64                       | 7.15        |
| Simon Fraser Hills                          | 2          | \$363,900           | 3.02                       | 9.59        |
| Simon Fraser Univer.                        | 12         | \$604,600           | 2.2                        | 7.18        |
| Sullivan Heights                            | 12         | \$361,900           | 4.14                       | 10.46       |
| Vancouver Heights                           | 4          | \$592,600           | -0.17                      | 7           |
| Willingdon Heights                          | 2          | \$526,300           | 1.93                       | 11.67       |
| <b>Burnaby North</b>                        | <b>93</b>  | <b>\$587,200</b>    | <b>1.83</b>                | <b>6.59</b> |
| <b>VBS</b>                                  |            |                     |                            |             |
| Burnaby Hospital                            | 0          | \$596,700           | 1.8                        | 7.94        |
| Central Park BS                             | 8          | \$685,100           | -2.18                      | 2.74        |
| Forest Glen BS                              | 8          | \$730,800           | -2.49                      | 2.08        |
| Highgate                                    | 29         | \$623,200           | 0.91                       | 4.67        |
| Metrotown                                   | 50         | \$660,300           | -0.11                      | 4.47        |
| Oaklands                                    | 0          | \$650,200           | 1.92                       | 5.52        |
| South Slope                                 | 15         | \$663,600           | 2.48                       | 4.74        |
| <b>Burnaby South</b>                        | <b>110</b> | <b>\$664,200</b>    | <b>-0.04</b>               | <b>4.14</b> |
| <b>VBE</b>                                  |            |                     |                            |             |
| Edmonds BE                                  | 9          | \$661,200           | -3.13                      | 2.12        |
| <b>Burnaby East</b>                         | <b>9</b>   | <b>\$661,100</b>    | <b>-3.13</b>               | <b>2.12</b> |
| <b>VNW</b>                                  |            |                     |                            |             |
| Downtown NW                                 | 38         | \$470,700           | 1.67                       | 3.42        |
| Fraserview NW                               | 13         | \$544,600           | -3                         | 2.48        |
| GlenBrooke North                            | 5          | \$475,100           | -1.64                      | 1.53        |
| Quay  | 19         | \$617,900           | 1.69                       | 6.77        |
| Queensborough                               | 6          | \$592,400           | -0.18                      | 4.12        |
| Sapperton                                   | 9          | \$384,300           | 2.27                       | 9.05        |
| Uptown NW                                   | 43         | \$438,200           | 0.43                       | 8.14        |
| West End NW                                 | 0          | \$290,400           | -2.67                      | 2.11        |
| <b>New Westminster</b>                      | <b>133</b> | <b>\$490,900</b>    | <b>0.47</b>                | <b>5.11</b> |

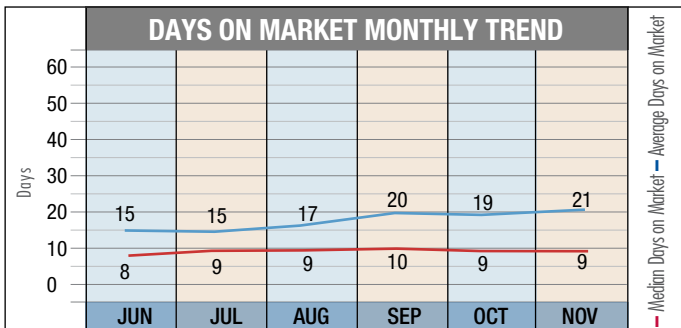
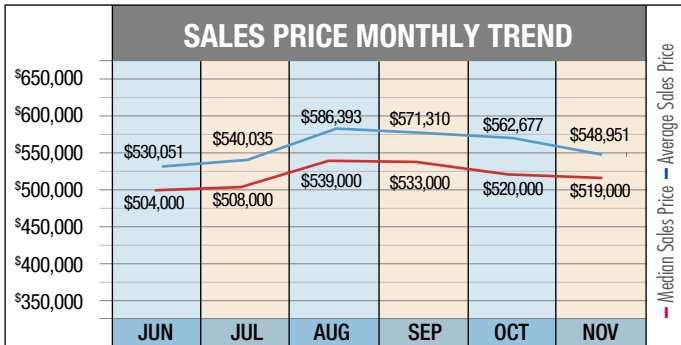
## FAITH'S KEY INSIGHTS:

- It is hard to imagine a more active condo market. With October sales up 42% from the same month last year, to 349, condo apartment transactions were the highest in six months. The sales-to-new-listing ratio was a startling 99%, even with 351 new listings added, and the typical new listing sold within a median of 9 days. The average condo price in the region is above 562,677, up \$24,000 from May. Yet we believe sales and prices will ramp even higher this year.



# NOVEMBER - APARTMENTS / CONDOS

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



| UNIT SALES (BY MONTH) | 2016 | 2017 | CHANGE |
|-----------------------|------|------|--------|
| June                  | 388  | 350  | -9.8%  |
| July                  | 334  | 320  | -4.2%  |
| August                | 269  | 342  | 27.1%  |
| September             | 240  | 283  | 17.9%  |
| October               | 246  | 349  | 41.9%  |
| November              | 237  | 256  | 8.0%   |
| Totals                | 1714 | 1900 | 10.9%  |

| LISTING AND SALES ACTIVITY BY PRICE SEGMENT |                    |            |                             |
|---|--------------------|------------|-----------------------------|
| Price Segment (\$)                          | New Listings Added | Unit Sales | Sales-to-New-Listings Ratio |
| 0 – 250,000                                 | 3                  | 0          | 0%                          |
| 250,001 – 275,000                           | 1                  | 0          | 0%                          |
| 275,001 – 300,000                           | 4                  | 0          | 0%                          |
| 300,001 – 325,000                           | 9                  | 4          | 44%                         |
| 325,001 – 350,000                           | 16                 | 10         | 63%                         |
| 350,001 – 375,000                           | 13                 | 11         | 85%                         |
| 375,001 – 400,000                           | 28                 | 7          | 25%                         |
| 400,001 – 425,000                           | 13                 | 24         | 185%                        |
| 425,001 – 450,000                           | 25                 | 22         | 88%                         |
| 450,001 – 500,000                           | 46                 | 36         | 78%                         |
| 500,001 – 600,000                           | 81                 | 70         | 86%                         |
| 600,001 – 700,000                           | 49                 | 39         | 80%                         |
| 700,000 – 800,000                           | 24                 | 17         | 71%                         |
| 800,001 – 900,000                           | 27                 | 8          | 30%                         |
| 900,001 – 1,000,000                         | 10                 | 2          | 20%                         |
| 1,000,001 +                                 | 15                 | 6          | 40%                         |
| <b>Totals</b>                               | <b>364</b>         | <b>256</b> | <b>70%</b>                  |

## THE REAL NEIGHBOURHOOD RESULTS: NOV 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                              | 28         | \$772,100           | 1.15                       | 3.31        |
| Capitol Hill BN                             | 2          | \$400,100           | 3.76                       | 7           |
| Cariboo                                     | 7          | \$409,100           | 3.86                       | 9.35        |
| Central BN                                  | 6          | \$494,800           | 4.1                        | 5.67        |
| Government Road                             | 10         | \$455,700           | 1.64                       | 6.32        |
| Simon Fraser Hills                          | 1          | \$363,000           | -0.26                      | 6.74        |
| Simon Fraser Univer.                        | 9          | \$605,000           | 0.08                       | 5.79        |
| Sullivan Heights                            | 10         | \$360,900           | -0.3                       | 7.04        |
| Vancouver Heights                           | 2          | \$612,100           | 3.29                       | 6.62        |
| Willingdon Heights                          | 3          | \$528,500           | 0.41                       | 4.17        |
| <b>Burnaby North</b>                        | <b>78</b>  | <b>\$594,500</b>    | <b>1.24</b>                | <b>5.05</b> |
| <b>VBS</b>                                  |            |                     |                            |             |
| Burnaby Hospital                            | 3          | \$618,000           | 3.58                       | 7.06        |
| Central Park BS                             | 3          | \$711,900           | 3.91                       | 6.21        |
| Forest Glen BS                              | 2          | \$764,900           | 4.67                       | 5.21        |
| Highgate                                    | 21         | \$634,100           | 1.76                       | 5.74        |
| Metrotown                                   | 37         | \$661,000           | 0.11                       | 2.34        |
| Oaklands                                    | 1          | \$672,700           | 3.48                       | 5.51        |
| South Slope                                 | 7          | \$675,500           | 1.79                       | 6.26        |
| <b>Burnaby South</b>                        | <b>74</b>  | <b>\$674,200</b>    | <b>1.5</b>                 | <b>4.16</b> |
| <b>VBE</b>                                  |            |                     |                            |             |
| Edmonds BE                                  | 6          | \$668,900           | 1.16                       | 0.16        |
| <b>Burnaby East</b>                         | <b>6</b>   | <b>\$668,800</b>    | <b>1.16</b>                | <b>0.16</b> |
| <b>VNW</b>                                  |            |                     |                            |             |
| Downtown NW                                 | 17         | \$471,700           | 0.19                       | 1.56        |
| Fraserview NW                               | 12         | \$555,200           | 1.96                       | 0.7         |
| GlenBrooke North                            | 4          | \$481,300           | 1.29                       | 0.5         |
| Quay  | 22         | \$621,100           | 0.51                       | 4.64        |
| Sapperton                                   | 5          | \$391,800           | 1.95                       | 6.94        |
| The Heights NW                              | 5          | \$481,100           | 3.64                       | 7.78        |
| Uptown NW                                   | 31         | \$438,300           | 0.04                       | 4.78        |
| West End NW                                 | 0          | \$300,300           | 3.42                       | 1.56        |
| <b>New Westminster</b>                      | <b>96</b>  | <b>\$493,900</b>    | <b>0.61</b>                | <b>2.89</b> |

### FAITH'S KEY INSIGHTS:

- Condominium apartment sales were up 8% in November from November 2016 as Burnaby-New Westminster continued as one of the top condo markets in Metro Vancouver. In November, 256 condos sold and the typical new listing was purchased in a median of just 9 days. The overall benchmark price is rising, up 3% from three months ago to \$607,000. We expect condominium apartment sales and prices to increase as we move towards year-end. With more than 9 sales every day during November, the momentum is building.

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