

Residential Real Estate Analysis

JANUARY 2019 VS. JANUARY 2018

BURNABY & NEW WEST

DETACHED

UNIT SALES

23 ↓ -65.7%

NEW LISTINGS

190 ↓ -1%

AVE. DAYS ON MARKET

37 ↓ -43.8%

AVERAGE SALE PRICE

\$1,415,300 ↓ -9.73%



TOWNHOME

UNIT SALES

16 ↓ -69.8%

NEW LISTINGS

104 ↑ 48.60%

AVE. DAYS ON MARKET

48 ↑ 41.7%

AVERAGE SALE PRICE

\$723,900 ↓ -1.35%



CONDO

UNIT SALES

109 ↓ -49.50%

NEW LISTINGS

421 ↑ 58.90%

AVE. DAYS ON MARKET

41 ↑ 113.5%

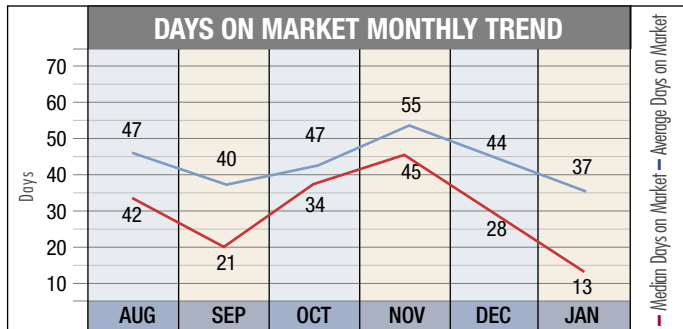
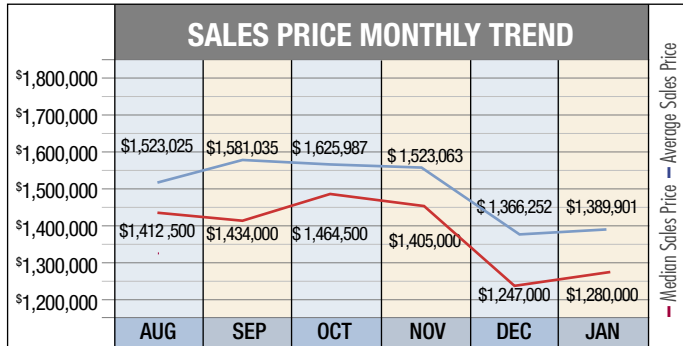
AVERAGE SALE PRICE

\$606,400 ↓ -1.93%



JANUARY - SINGLE FAMILY DETACHED HOMES

THE REAL BURNABY & NEW WEST RESULTS: JAN 2019



UNIT SALES (BY MONTH)	2018	2019	CHANGE
JAN	67	23	-65.7%
FEB			
MAR			
APR			
MAY			
JUN			
Total	67	23	-65.7%

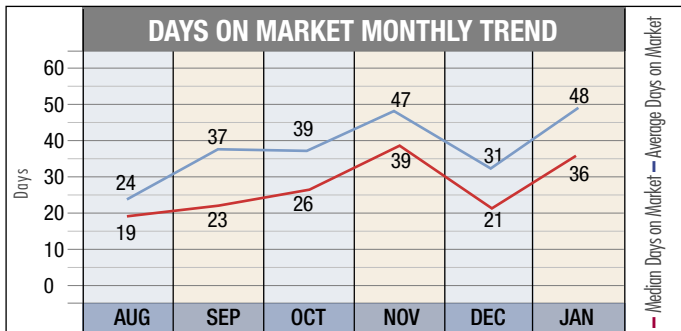
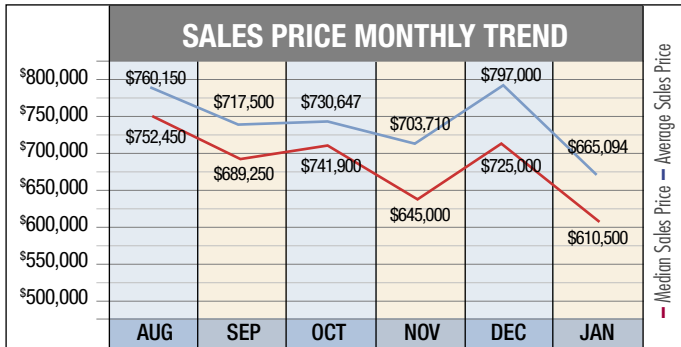
LISTING AND SALES ACTIVITY BY PRICE SEGMENT			
Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 – 1,000,000	12	4	33%
1,000,001 – 1,100,000	6	1	17%
1,100,001 – 1,200,000	7	3	43%
1,200,001 – 1,300,000	11	4	36%
1,300,001 – 1,400,000	20	2	10%
1,400,001 – 1,500,000	13	1	8%
1,500,001 – 1,600,000	22	2	9%
1,600,001 – 1,700,000	16	0	0%
1,700,001 – 1,800,000	11	2	18%
1,800,001 – 1,900,000	7	0	0%
1,900,001 – 2,000,000	5	2	40%
2,000,001 – 2,250,000	16	2	13%
2,250,001 – 2,500,000	20	0	0%
2,500,001 – 2,750,000	8	0	0%
2,750,001 – 3,000,000	5	0	0%
3,000,001 +	11	0	0%
Totals	190	23	12%

THE REAL NEIGHBOURHOOD RESULTS: JAN 2019

SALES AND BENCHMARK PRICES BY NEIGHBOURHOOD			BENCHMARK PRICE CHANGE (%)	
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	1 Month	3 Months
VBN				
Brentwood Park	1	\$1,352,400	-2.52	-6.89
Capitol Hill BN	2	\$1,362,600	-3	-3
Central BN	0	\$1,199,000	-4.71	-7.22
Government Road	0	\$1,673,700	-0.87	-4.79
Montecito	1	\$1,435,200	-1.47	-6.02
Parkcrest	1	\$1,432,600	-2.65	-4.64
Simon Fraser Univer.	1	\$1,647,400	-0.69	-2.43
Sperling-Duthie	1	\$1,438,400	-1.87	-6.83
Sullivan Heights	0	\$1,025,800	-3.2	-11.46
Vancouver Heights	0	\$1,383,700	-1.35	-2.06
Westridge BN	2	\$1,476,000	-3.24	-6.34
Willingdon Heights	1	\$1,300,000	-3.62	-5.07
Burnaby North	12	\$1,415,300	-2.32	-4.83
VBS				
Buckingham Heights	0	\$2,126,800	-3.25	-9.91
Burnaby Hospital	0	\$1,410,600	-3.32	-8.36
Burnaby Lake	0	\$1,334,000	-1.57	-4.68
Central Park BS	0	\$1,345,500	-3.02	-8.14
Deer Lake	1	\$2,093,800	-1.77	-9.32
Deer Lake Place	0	\$1,595,000	-3.11	-5.93
Forest Glen BS	0	\$1,581,800	-3.27	-7.4
Garden Village	0	\$1,383,200	-1.87	-9.63
Greentree Village	0	\$1,085,100	-1.02	-3.19
Highgate	0	\$1,299,400	-2.03	-4.24
Metrotown	0	\$1,739,900	-1.84	-6.16
South Slope	3	\$1,549,100	-1.35	-3.07
Suncrest	1	\$1,143,600	-2.52	-7.49
Upper Deer Lake	0	\$1,622,200	-3.67	-6.08
Burnaby South	5	\$1,533,700	-2.3	-5.87
VBE				
East Burnaby	1	\$1,078,800	1.57	-6.71
Edmonds BE	0	\$1,188,500	-0.88	-4.99
The Crest	0	\$1,338,200	1.04	-7.34
Burnaby East	1	\$1,167,600	1.01	-6.62
VNW				
Connaught Heights	0	\$953,500	-2.2	-3.82
Fraserview NW	0	\$1,279,200	3.47	-6.17
GlenBrooke North	3	\$1,022,400	1.21	-7.81
Moody Park	0	\$1,055,800	1.25	-7.02
Queens Park	0	\$1,331,400	2.94	-5.4
Queensborough	1	\$1,024,400	-0.98	-2.57
Sapperton	0	\$885,800	0.08	-8.56
The Heights NW	1	\$1,043,900	-0.08	-8.16
Uptown NW	0	\$862,000	-1.25	-9.13
West End NW	1	\$1,148,000	-2.03	-4.63
New Westminster	6	\$1,053,500	-0.42	-6.04

JANUARY - TOWNHOUSES

THE REAL BURNABY & NEW WEST RESULTS: JAN 2019



UNIT SALES (BY MONTH)	2018	2019	CHANGE
JAN	53	16	-69.8%
FEB			
MAR			
APR			
MAY			
JUN			
Total	53	16	-69.8%

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	0	0
350,001 - 375,000	0	0	0
375,001 - 400,000	0	0	0
400,001 - 425,000	0	0	0
425,001 - 450,000	0	0	0
450,001 - 500,000	3	1	33%
500,001 - 600,000	17	6	35%
600,001 - 700,000	12	2	17%
700,001 - 800,000	32	5	16%
800,001 - 900,000	16	1	6%
900,001 - 1,000,000	8	0	0%
1,000,001 +	16	1	6%
Totals	104	16	15%

THE REAL NEIGHBOURHOOD RESULTS: JAN 2019

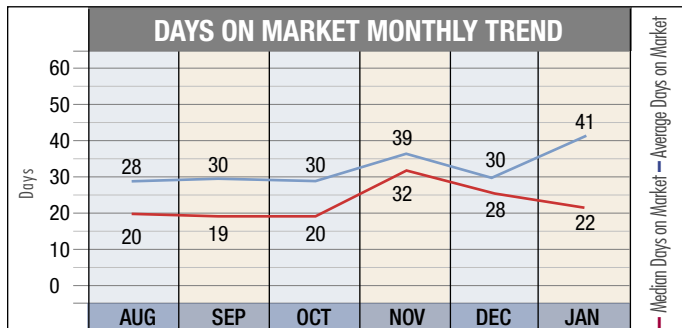
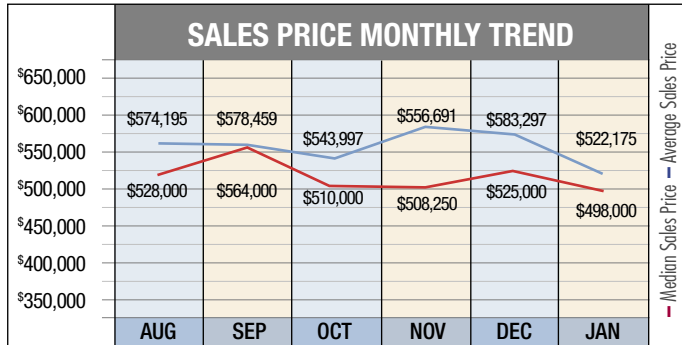
SALES AND BENCHMARK PRICES BY NEIGHBOURHOOD			BENCHMARK PRICE CHANGE (%)	
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	1 Month	3 Months
VBN				
Brentwood Park	0	\$840,200	1.25	-2.47
Capitol Hill BN	0	\$695,600	0.89	-2.46
Central BN	0	\$819,100	1.09	-2.94
Forest Hills BN	2	\$751,700	-0.07	-5.55
Government Road	1	\$849,800	-2.62	-4.42
Montecito	2	\$583,200	-1.47	-6.63
Simon Fraser Hills	1	\$610,300	1.14	-7.14
Simon Fraser Univer.	0	\$709,500	-1.55	-5.54
Sullivan Heights	0	\$812,300	-1.76	-4.14
Vancouver Heights	1	\$849,500	3.15	-1.04
Westridge BN	0	\$593,100	-1.73	-7.67
Willingdon Heights	1	\$829,300	-0.82	-3.68
Burnaby North	8	\$723,900	-0.07	-4.89
VBS				
Burnaby Hospital	1	\$794,400	2.39	-4.08
Burnaby Lake	1	\$859,700	-2.56	-4.61
Central Park BS	0	\$891,800	0.66	-2.37
Forest Glen BS	0	\$920,600	2.8	-1.83
Greentree Village	0	\$847,800	0.26	-1.61
Highgate	0	\$574,100	-2.19	-3
Metrotown	1	\$743,600	0.71	-2.29
Oaklands	0	\$1,293,000	0.2	-3.32
South Slope	1	\$848,300	0.82	-2.24
Burnaby South	4	\$792,800	0.26	-2.25
VBE				
Edmonds BE	1	\$562,900	-2.17	-5.3
The Crest	1	\$987,100	-1.94	-3.33
Burnaby East	2	\$680,300	-2.29	-4.48
VNW				
Downtown NW	1	\$648,600	-2.86	-5.36
Fraserview NW	0	\$821,700	-2.6	-4.81
GlenBrooke North	0	\$567,500	-1.67	-4.1
Queensborough	0	\$754,300	-2.78	-4.13
Uptown NW	1	\$608,200	-2.12	-3.18
New Westminster	2	\$696,200	-2.51	-4.11

FAITH'S KEY INSIGHTS:

■ Townhouse sellers need not be reminded of how much sales have slowed in the remarkably different market as we roll into 2019. The surge that began four years ago has tailed off and so here with are with only 16 townhouse sales in all of Burnaby and New Westminster in January, down nearly 70% from the same month last year. Buyers are seeing a bonanza, with the high new listings - 109 in January - and benchmark prices declining in virtually every neighbourhood. The sales to listing ratio is 34% at prices below \$600,000 and single-digits when asking prices crest \$800,000. Burnaby-New Westminster is struggling towards a balanced townhouse market and it is sellers who will decide when that arrives.

JANUARY - APARTMENTS/CONDOS

THE REAL BURNABY & NEW WEST RESULTS: JAN 2019



UNIT SALES (BY MONTH)	2018	2019	CHANGE
JAN	216	109	-49.5%
FEB			
MAR			
APR			
MAY			
JUN			
Total	216	109	-49.5%

LISTING AND SALES ACTIVITY BY PRICE SEGMENT			
Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 – 250,000	1	1	100%
250,001 – 275,000	1	1	100%
275,001 – 300,000	1	0	0%
300,001 – 325,000	1	3	300%
325,001 – 350,000	4	3	75%
350,001 – 375,000	9	6	67%
375,001 – 400,000	16	5	31%
400,001 – 425,000	10	9	90%
425,001 – 450,000	18	6	33%
450,001 – 500,000	55	21	38%
500,001 – 600,000	114	24	21%
600,001 – 700,000	80	22	28%
700,000 – 800,000	29	4	14%
800,001 – 900,000	35	3	9%
900,001 – 1,000,000	24	0	0%
1,000,001 +	23	1	4%
Totals	421	109	26%

THE REAL NEIGHBOURHOOD RESULTS: JAN 2019

SALES AND BENCHMARK PRICES BY NEIGHBOURHOOD		BENCHMARK PRICE CHANGE (%)		
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	1 Month	3 Months
VBN				
Brentwood Park	10	\$724,400	-4.69	-7.23
Capitol Hill BN	3	\$424,900	-2.16	-3.77
Cariboo	1	\$458,300	1.64	-1.35
Central BN	1	\$491,700	-2.93	-6.4
Government Road	5	\$512,200	2.48	-0.1
Simon Fraser Hills	0	\$406,000	-0.65	-0.12
Simon Fraser Univer.	3	\$647,800	-0.42	-0.83
Sullivan Heights	2	\$397,000	-0.5	-0.15
Vancouver Heights	3	\$636,100	-3.31	-4.9
Willingdon Heights	0	\$563,100	-1.91	-5.83
Burnaby North	28	\$606,400	-2.04	-3.93
VBS				
Burnaby Hospital	0	\$628,100	-0.53	-6.83
Central Park BS	4	\$720,800	3.6	-0.32
Forest Glen BS	1	\$756,600	3.2	0.21
Highgate	12	\$633,900	4.8	-2.59
Metrotown	16	\$679,400	-2.42	-2.97
Oaklands	0	\$673,800	-2.67	-5.79
South Slope	0	\$721,600	0.26	0.77
Burnaby South	33	\$687,900	0.33	-1.92
VBE				
Edmonds BE	4	\$743,900	-3.42	-2.29
Burnaby East	4	\$743,900	-3.42	-2.29
VNW				
Downtown NW	13	\$491,000	-3.76	-9.07
Fraserview NW	9	\$609,800	-3.64	-1.99
GlenBrooke North	0	\$525,500	-3.57	-2.56
Quay	5	\$634,900	-1.15	-5.18
Queens Park	0	\$588,900	-3.31	-2.04
Queensborough	1	\$621,600	-2.97	-8.83
Sapperton	0	\$447,800	-0.14	1.08
The Heights NW	2	\$531,800	3.39	-0.34
Uptown NW	14	\$485,200	-5.65	-7.67
West End NW	0	\$320,500	-2.52	-3.57
New Westminster	44	\$524,400	-3.63	-6.37

FAITH'S KEY INSIGHTS:

- There were 4 new condo listings for every buyer in January across Burnaby-New Westminster, as 421 new listings were added. There was also an unsold inventory of 1,800 new condos in 35 separate projects. January's 109 condo sales represented a sales-to-new-listing ratio of 26%, but sellers listing at \$425,000 or less were seeing sale ratios higher than 75%. The overall benchmark condo price was down about 3% from a month earlier. January's regional low was in Burnaby's Sullivan Heights at \$397,000.