

# Vancouver Market Reports

Statistics, on the Web!

detached homes



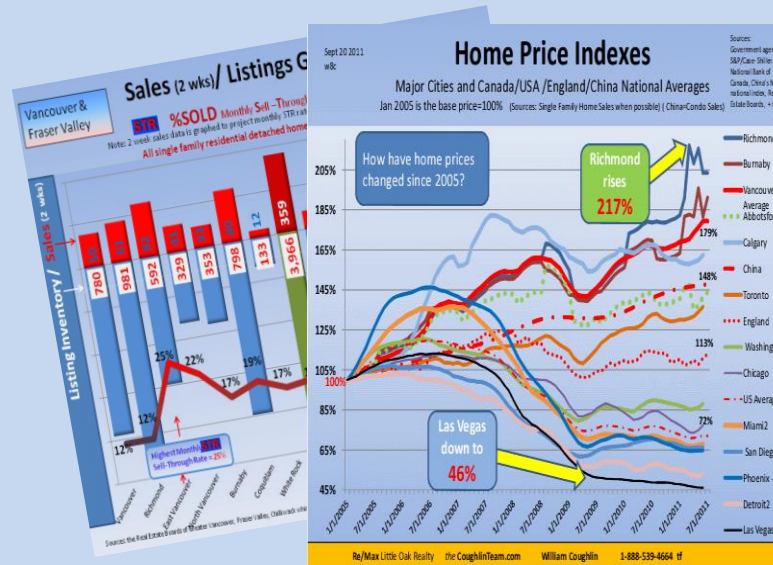
# RE/MAX

All Points Realty Group

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Market Analysis and Forecasting

## David Gering 's Market Reports



## Advanced Marketing Tools



produced for: **David Gering**  
Re/Max All Points New Westminster and Burnaby [newwestcondo.com/](http://newwestcondo.com/) [davidgering@gmail.com](mailto:davidgering@gmail.com) Cell: 778-822-0775

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# Market Reports Advanced

## Detached

- [Burnaby](#)
- [New Westminster – East Burnaby](#)

## Attached

- [Burnaby](#)
- [New Westminster – East Burnaby](#)

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Vancouver & Fraser Valley

## Sales (2 wks) / Listings Graph

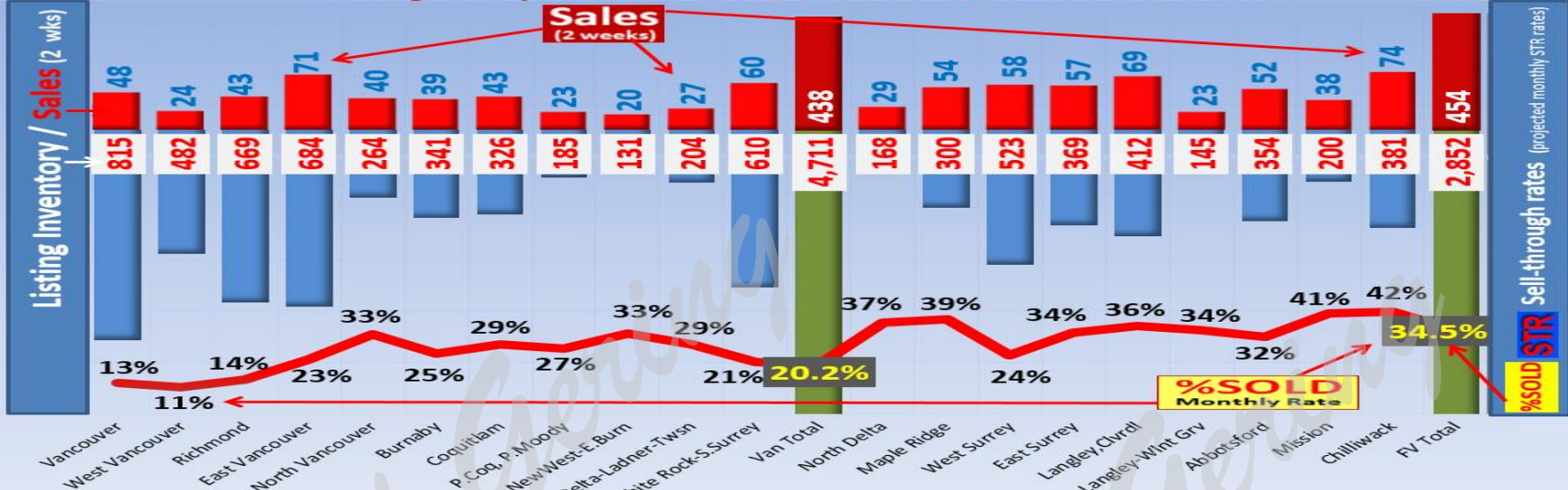
July 30 2021 (2-weeks)

**%SOLD Monthly Sell-Through Rates STR** (absorption rates) (vr3)

Note: 2-week sales data is graphed to project monthly STR rates and inventory includes the sold and expired listings.

All single family residential detached homes (excludes townhomes and condos)

2021.07.31.8:30AM b5a



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Vancouver & Fraser Valley

## Sales (2 wks) / Listings Graph

July 16 2021 (2-weeks)

**%SOLD Monthly Sell-Through Rates STR** (absorption rates) (vr3)

Note: 2-week sales data is graphed to project monthly STR rates and inventory includes the sold and expired listings.

All single family residential detached homes (excludes townhomes and condos)

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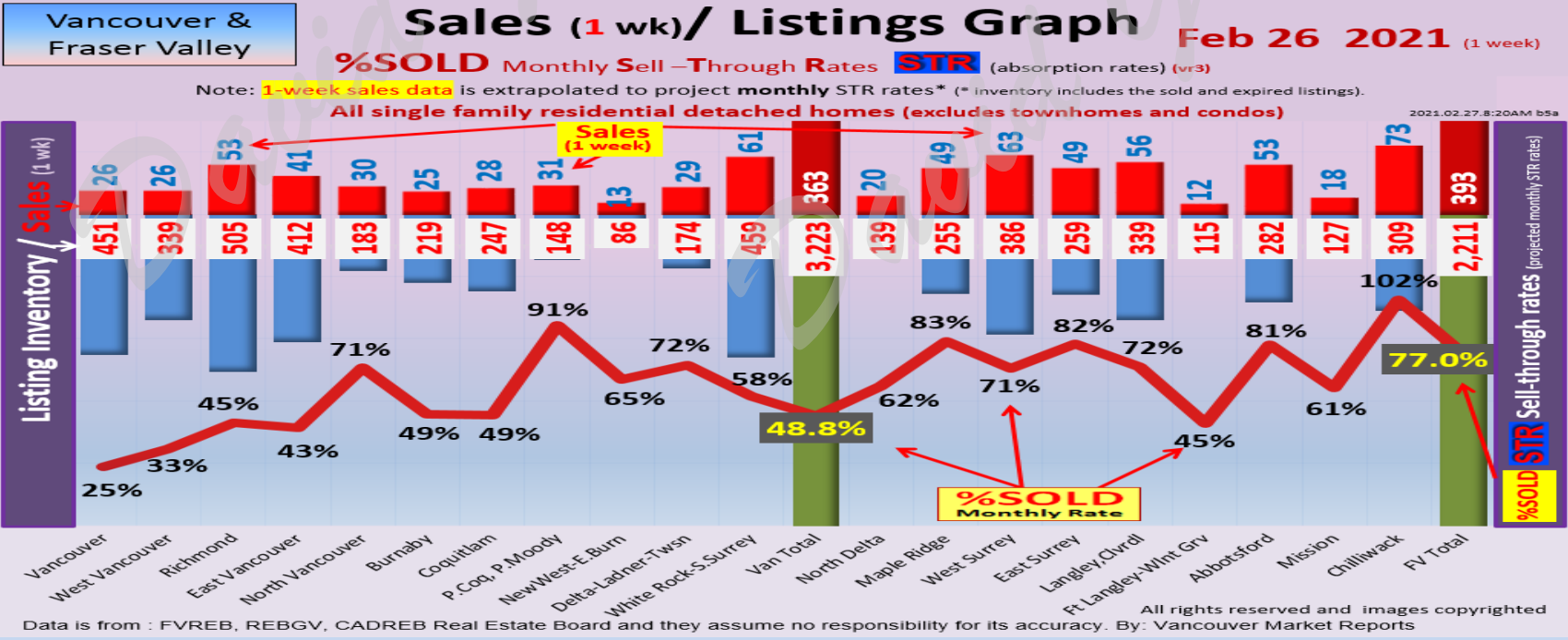
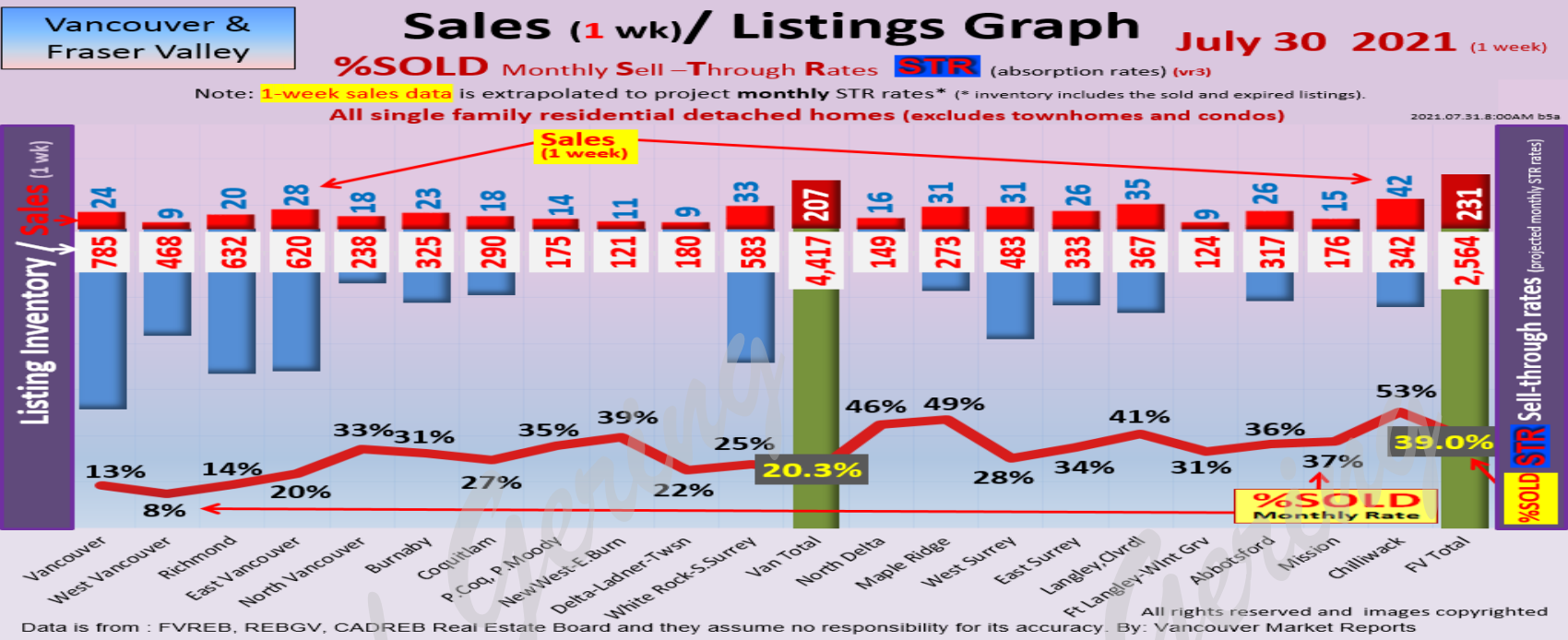
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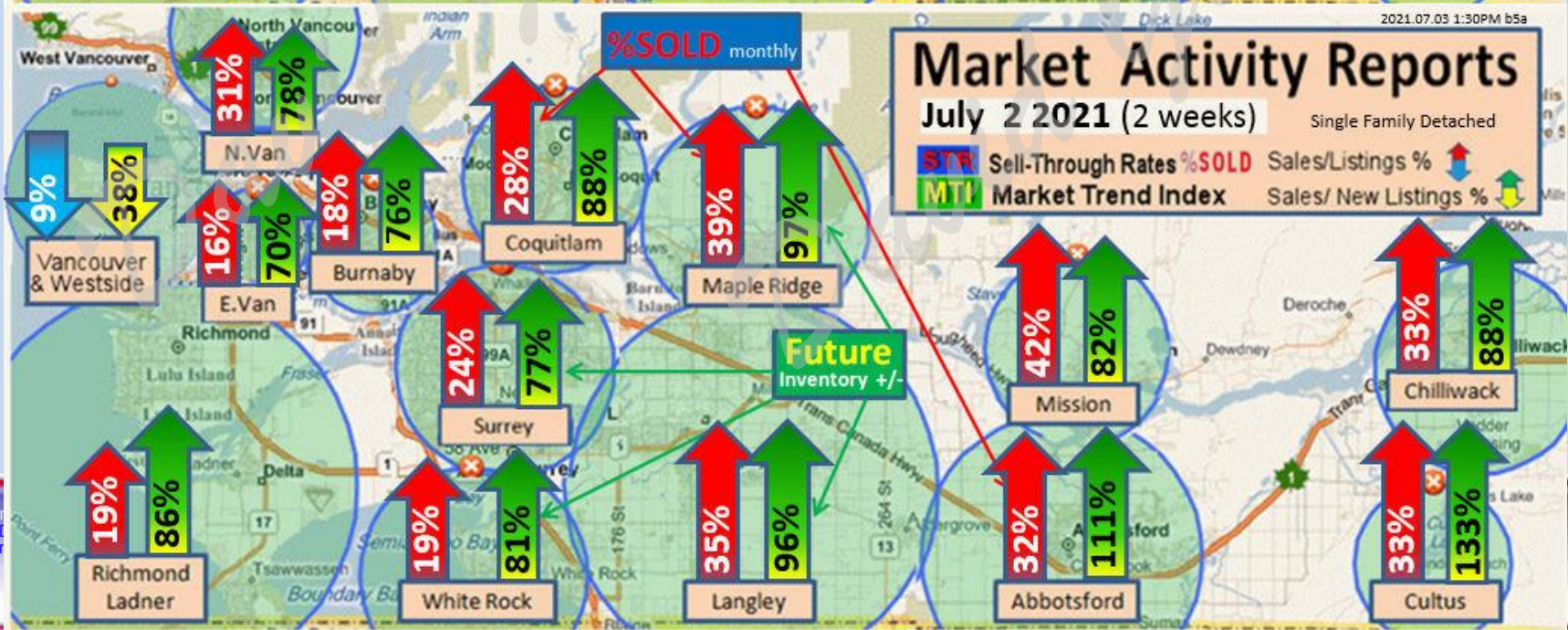
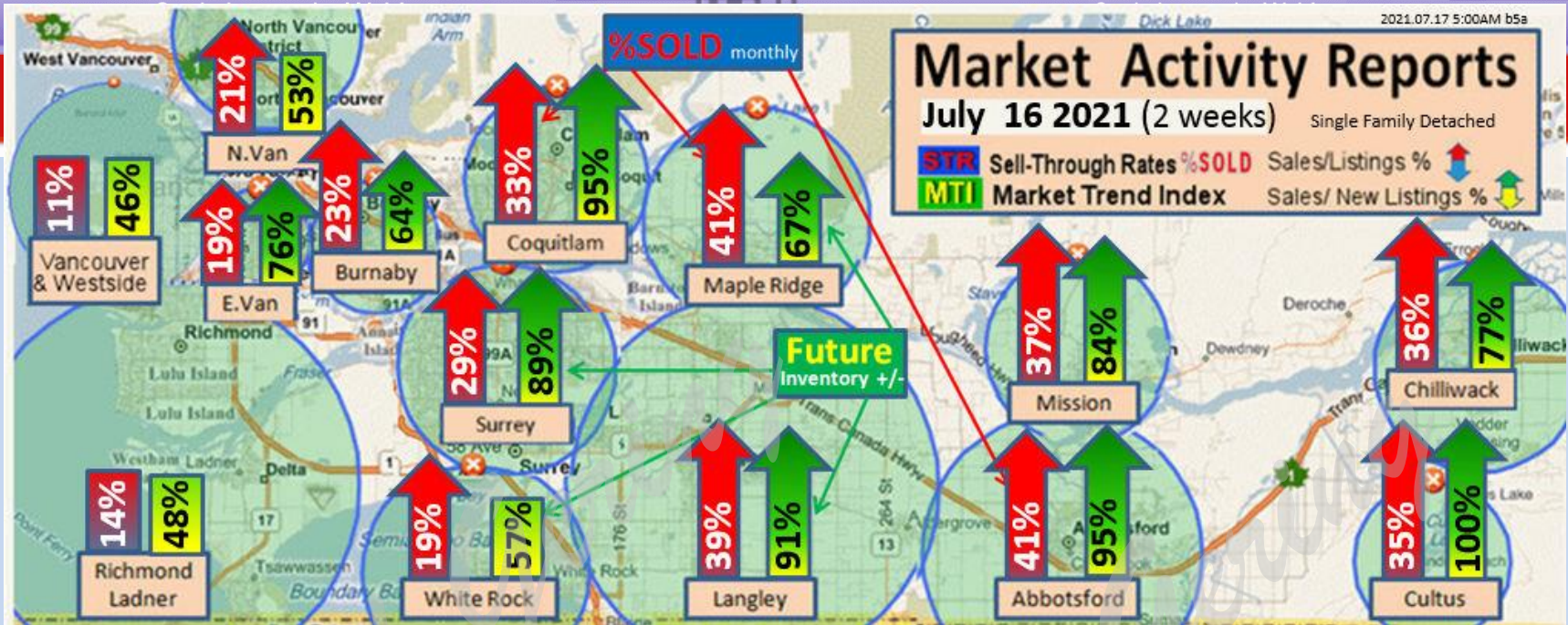
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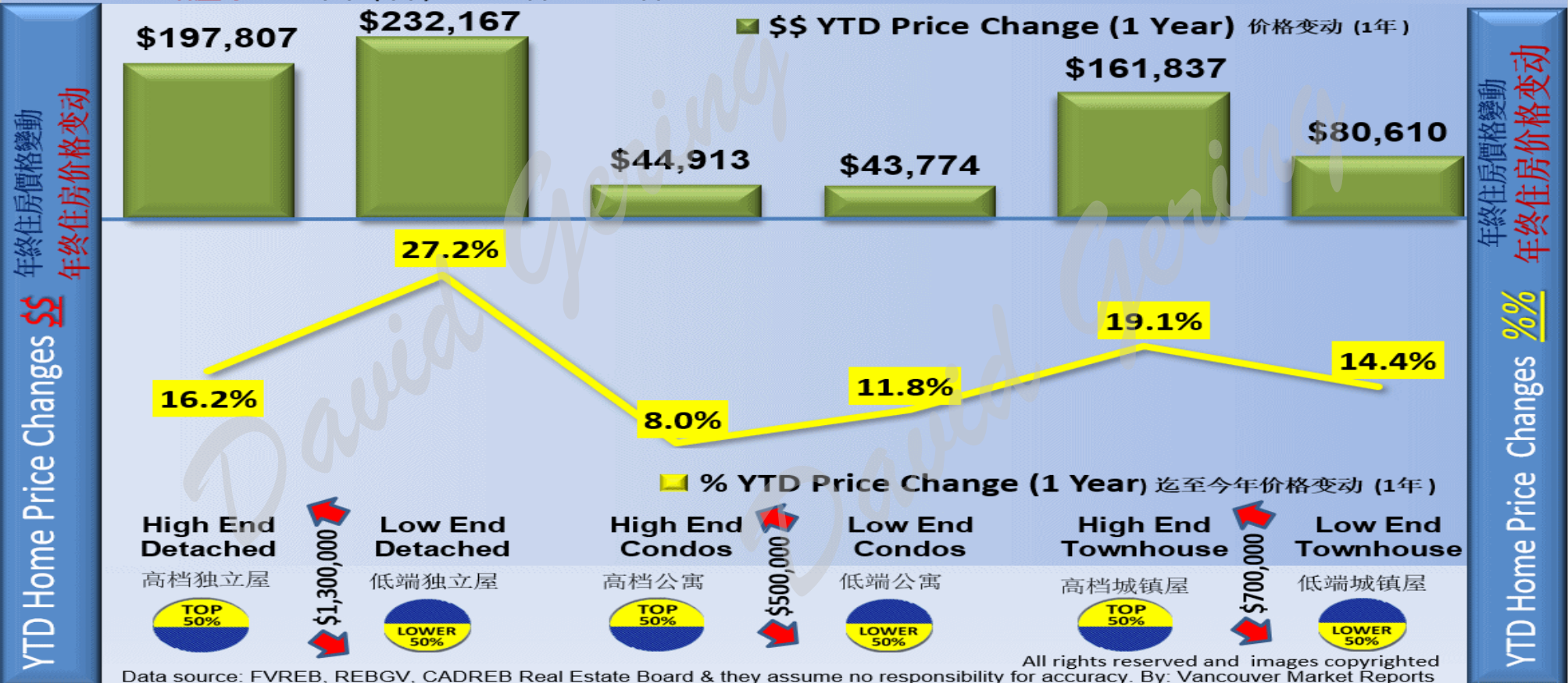
## New-West, Burnaby E. Real Estate Price Changes (\$/%)

新西,本拿比東房地產價格變動 / 新西,本拿比東 房地產價格變動

Housing Types: Year-To-Date June 2020 – June 2021 (Quarters)

房屋类型: 迄至今年 (每季) 由2020 六月至2021 六月

Powered by: Vancouver Market Reports HPI<sup>®</sup>



Data source: FVREB, REBGV, CADREB Real Estate Board & they assume no responsibility for accuracy. By: Vancouver Market Reports

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Market Analysis and Forecasting Aug 1/21 New West – East Burnaby

## Monthly Market Activity - July 2021 Single Family

### New West-East Burnaby



Aug 1 2021 **New Westminter - East Burnaby Market Update (Detached)**

**Current:** New West & E. Burnaby's Residential Detached housing is in a Seller Market with **25 %SOLD** Rate.  
(Meaning 25 homes out of 100 sold last month with an average \$10,000 Discount from Original List price)

Most Active Range: Homes between \$1.1 mill. - \$1.29 mill. have High **52.4 %SOLD** rate.

Least Active Range: Homes below \$950,000 have **0.0 %SOLD** rate.

**History:** The New West & E. Burnaby Year-To-Date Home Price Index **HPIp** (Upper 50%) shows that prices increased \$184,999.  
The New West & E. Burnaby Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices increased \$236,076.

\*The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.

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## 1. How Many Sold During the Month and at What Price Range?

New Westminster - East Burnaby List Price Ranges Statistics - July 2021 Detached

Home Price Range	Total Listings (/Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$950,000	4	0				0.0%	
\$950,001-\$1,100,000	11	4	20	103%	\$35,500	36.4%	↑
\$1,100,001-\$1,290,000	21	11	8	103%	\$32,000	52.4%	↑
\$1,290,001-\$1,400,000	29	12	8	101%	\$16,500	41.4%	↑
\$1,400,001-\$1,700,000	39	10	26	104%	\$59,100	25.6%	↑
\$1,700,001 and more	58	4	40	97%	-\$73,400	6.9%	
<b>Total Activity</b>	<b>162</b>	<b>41</b>	<b>9</b>	<b>101%</b>	<b>\$10,000</b>	<b>25%</b>	↑

## 2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Jul-20	Jun-21	Jul-21	08/01/2021	Change	
Total Listings** (A,S,T,C,X)	191	186	162		-24	↓
Active Listings (1st of the Month)	127	145	116	100	-16	↓
Solds	36	39	41		2	↑
Days on Market (DOM)	10	10	9		-1	↓
%SOLD (Sales/Listings/Mthly Rate)	28.3%	21.0%	25.3%		4.3%	↑
Upper 50% Home Price Index HPIp	\$1,224,101	\$1,401,525	\$1,409,100		\$7,575	↑
Lower 50% Home Price Index HPIp	\$850,101	\$1,089,781	\$1,086,177		-\$3,604	↓

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## What Sold in your Neighbourhood and for What Price?

New Westminster - East Burnaby Sub Area Statistics - July 2021					Detached	
Neighborhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
East Burnaby	28	7	11	100%	\$1,200	25%
The Crest BE	10	3	8	111%	\$156,000	30%
Edmonds BE	16	2	15	110%	\$159,600	13%
Connaught Heights NW	6	2	70	95%	-\$74,875	33%
Downtown NW	0	0				0%
Fraserview NW	0	0				0%
GlenBrooke North NW	10	3	4	105%	\$62,000	30%
Moody Park NW	6	5	8	103%	\$32,000	83%
North Arm NW	0	0				0%
Queensborough NW	33	7	30	97%	-\$36,000	21%
Queens Park NW	4	1	8	109%	\$136,000	25%
Sapperton NW	13	1	20	95%	-\$56,888	8%
The Heights NW	19	5	7	105%	\$75,000	26%
Uptown NW	6	0				0%
West End NW	11	5	41	98%	-\$20,000	45%
<b>Total Activity</b>	<b>162</b>	<b>41</b>	<b>9</b>	<b>101%</b>	<b>\$10,000</b>	<b>25%</b>

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## Next Months Market Forecast

**Forecast:** New Westminster- East Burnaby has an average Listing Supply; 100 homes are for sale and with the **25 %SOLD** Monthly Rate giving us a ~4 Months of Inventory. Another indicator: 5% of the Active Listings have Reduced their Price by \$36,000 on Average and \$45,100 on Median in the last month. We project New Westminster- East Burnaby Detached to be a Seller Market.

July's Real Estate Statistics show that the Buyer's market has started. 62% of the Single-Family Home Markets in Metro Vancouver had price decreases. The Average Monthly Price was down **\$17,304!** This is the 3rd biggest drop since 2018. Due to tougher mortgage qualification rules, buyer exhaustion, we are forecasting that the majority of the Metro Vancouver Markets will continue to be a Buyer's Market in the coming months.

Currently, Condos has now moved to a Buyer's Market with 53% of the Greater Vancouver (Lower Mainland) Condo Prices decreasing. The average monthly price decrease was **\$14,270**. On the other hand, 57% Townhouse Markets (10 out of 28) prices increased **\$1,100** on average. We analyze and provide 97 individual City's Home Price Indexes to supply you with the MOST ACCURATE Market Trends every Saturday. Please contact us for your own Market Value Update with an in-depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighborhood.

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Market Analysis and Forecasting Aug 1/21 New West – East Burnaby

Detached New West, E. Burnaby Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

Home Price Changes  
(Home Price Index Paired sales from 2005)

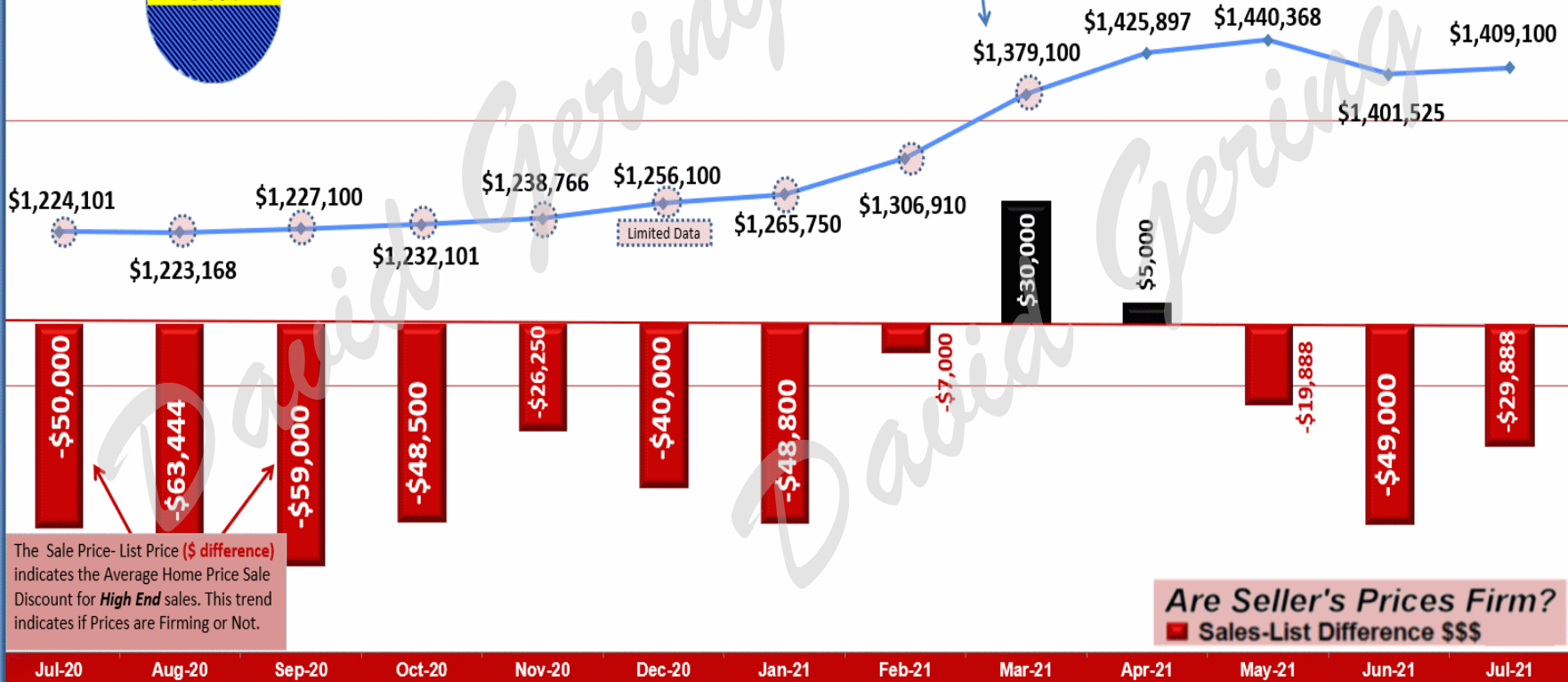
## Are Home Prices Up?

Home Price Index → HPIp (Top 50%)



Homes Over \$1,300,000

The Home Price Index HPIp is the MOST Accurate Indication of Price Changes  
(Note: Each Sale is paired to it's previous sale after 2005.)



The Sale Price- List Price (\$ difference) indicates the Average Home Price Sale Discount for High End sales. This trend indicates if Prices are Firming or Not.

Are Seller's Prices Firm?  
Sales-List Difference \$\$\$



Detached



Sales Discount \$\$  
Sale Price - Original List Price ( \$\$ difference)

\*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings \*\*includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

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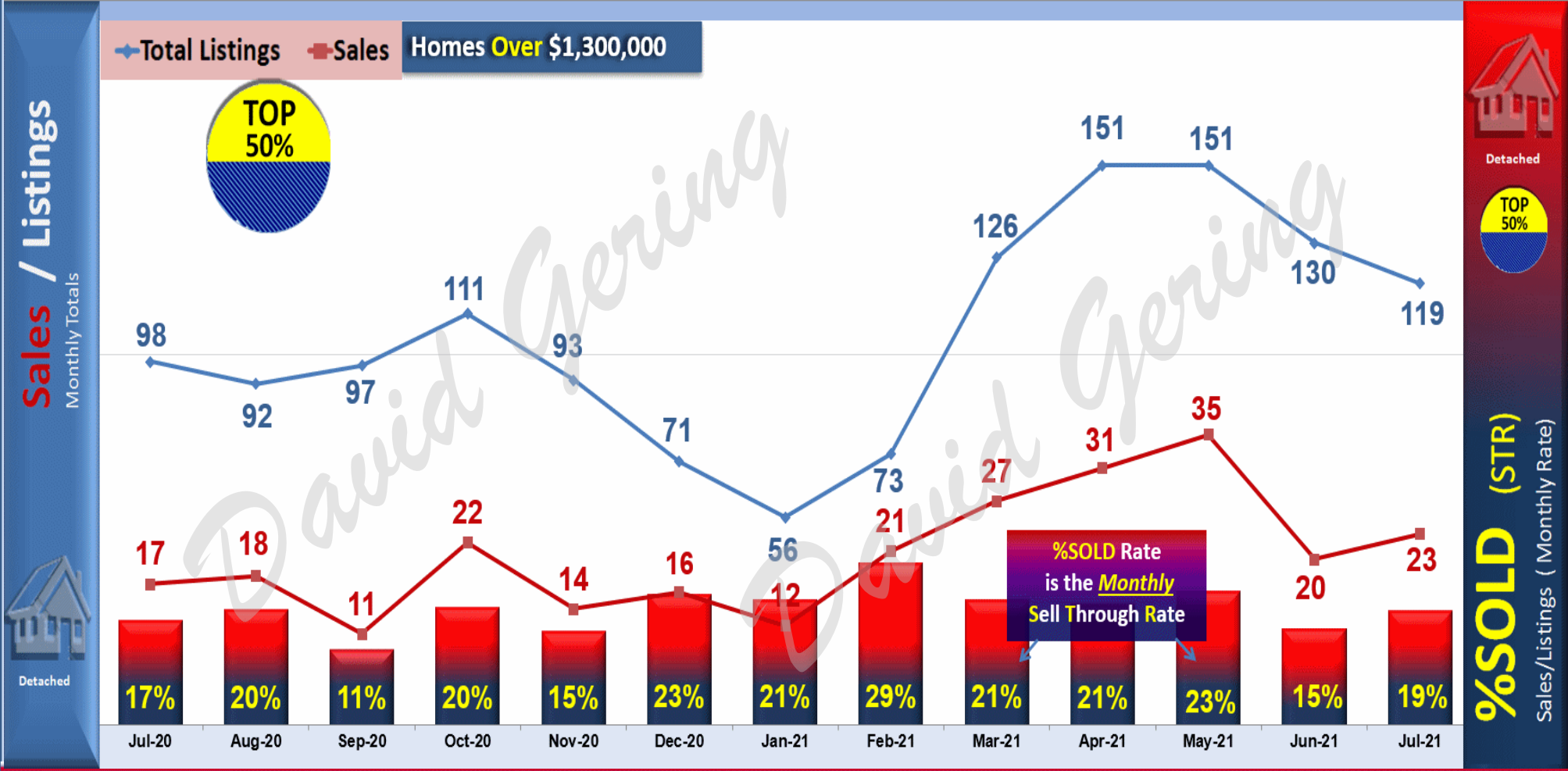
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Market Analysis and Forecasting Aug 1/21 New West – East Burnaby

Detached New West, E. Burnaby Total Listings, Sales, and %SOLD rates



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Market Analysis and Forecasting Aug 1/21 New West – East Burnaby

Detached New West, E. Burnaby Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

Home Price Changes  
(Home Price Index Paired sales from 2005)

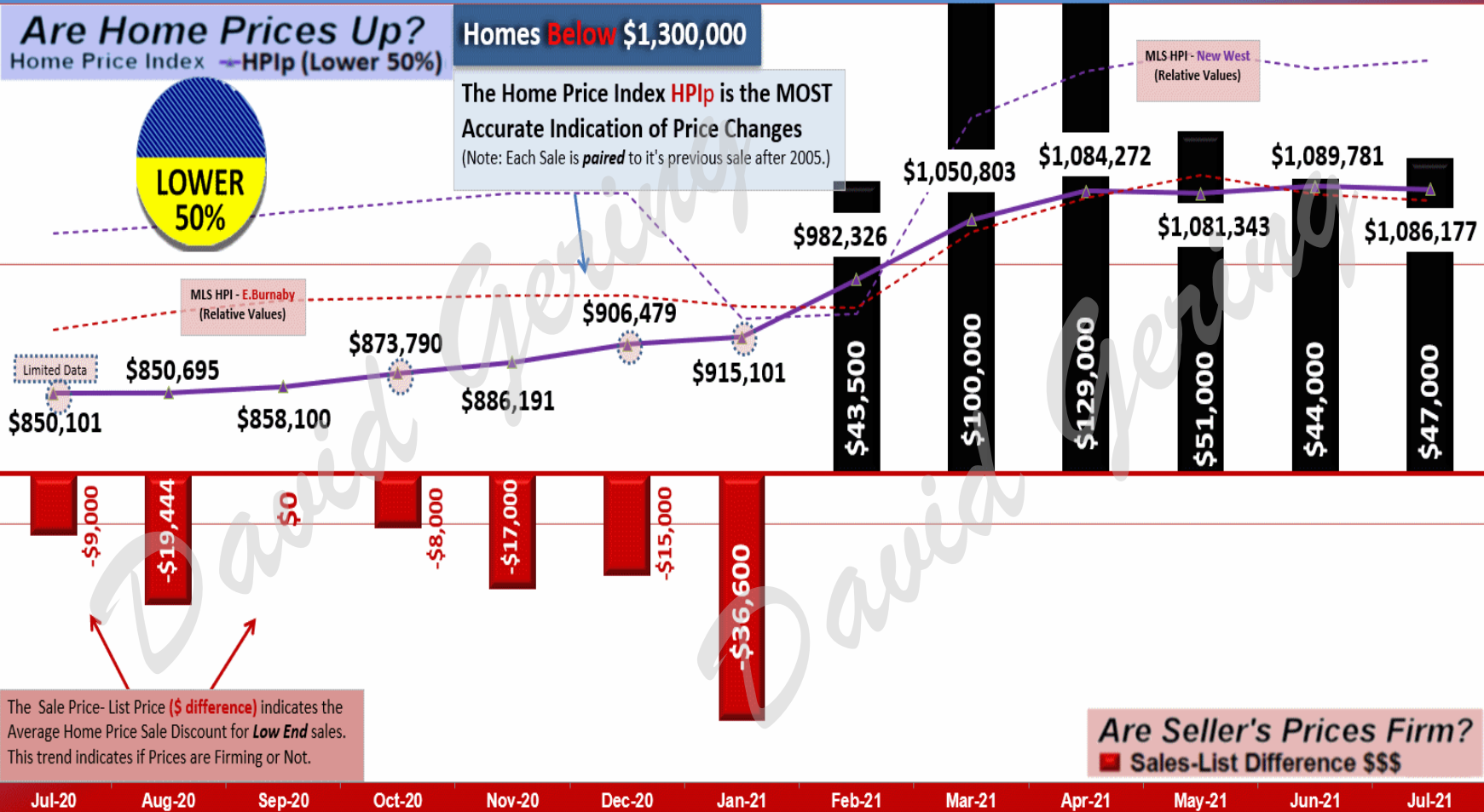
## Are Home Prices Up?

Home Price Index - HPIp (Lower 50%)



Homes Below \$1,300,000

The Home Price Index HPIp is the MOST Accurate Indication of Price Changes  
(Note: Each Sale is paired to it's previous sale after 2005.)



The Sale Price- List Price (\$ difference) indicates the Average Home Price Sale Discount for Low End sales. This trend indicates if Prices are Firming or Not.

Are Seller's Prices Firm?  
Sales-List Difference \$\$\$



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Sales Discount \$\$  
Sale Price - Original List Price (\$ difference)

\*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings \*\*includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

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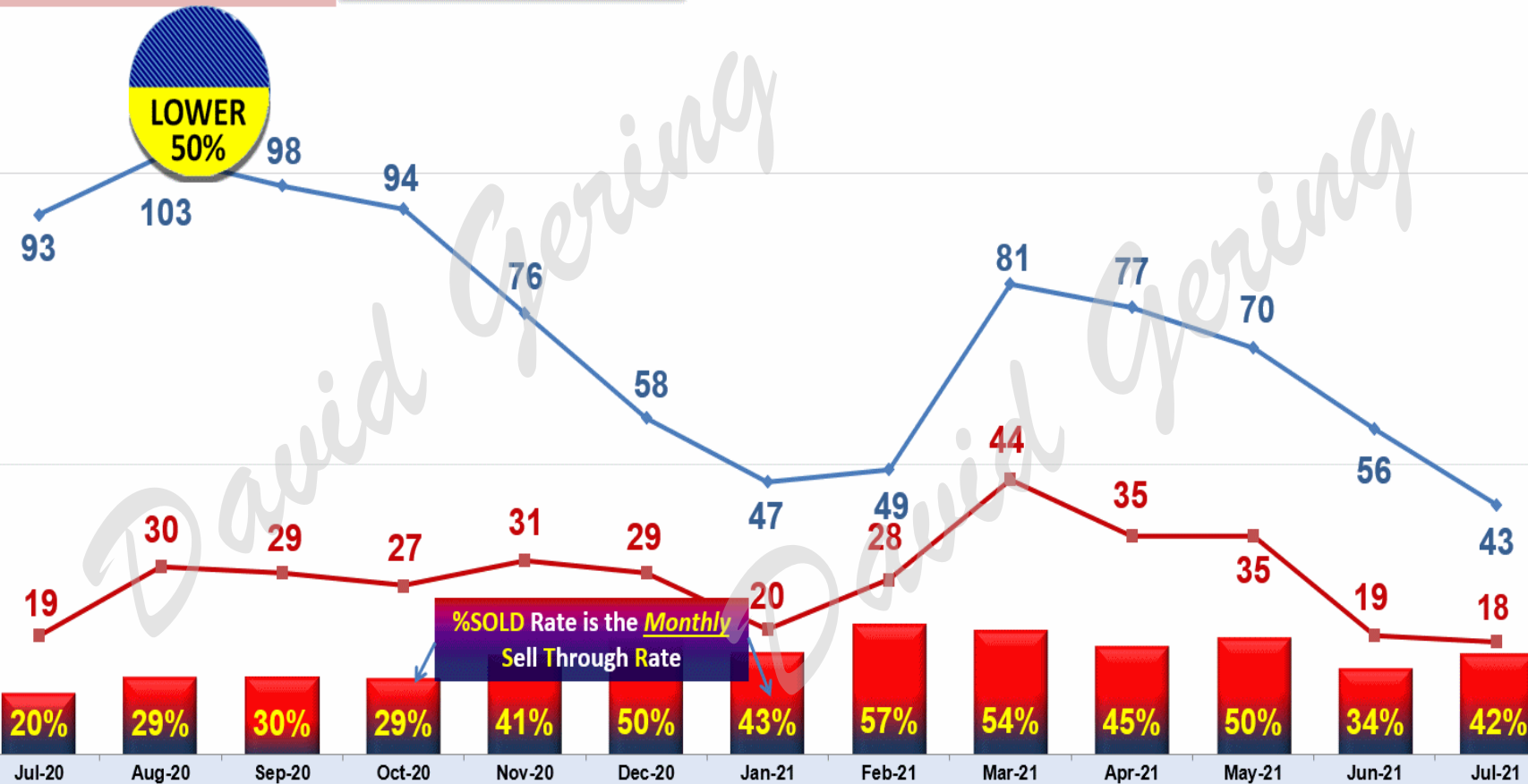
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Market Analysis and Forecasting Aug 1/21 New West – East Burnaby

Detached New West, E. Burnaby Total Listings, Sales, and %SOLD rates

← Total Listings → Sales Homes Below \$1,300,000

Sales / Listings  
Monthly Totals



Detached



%SOLD (STR)  
Sales/Listings ( Monthly Rate)

\*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings \*\*includes all listings marketed for the month. The DOM, and Sale – List Price differences are based on medians, not averages. Market Share Reports include all property types. Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

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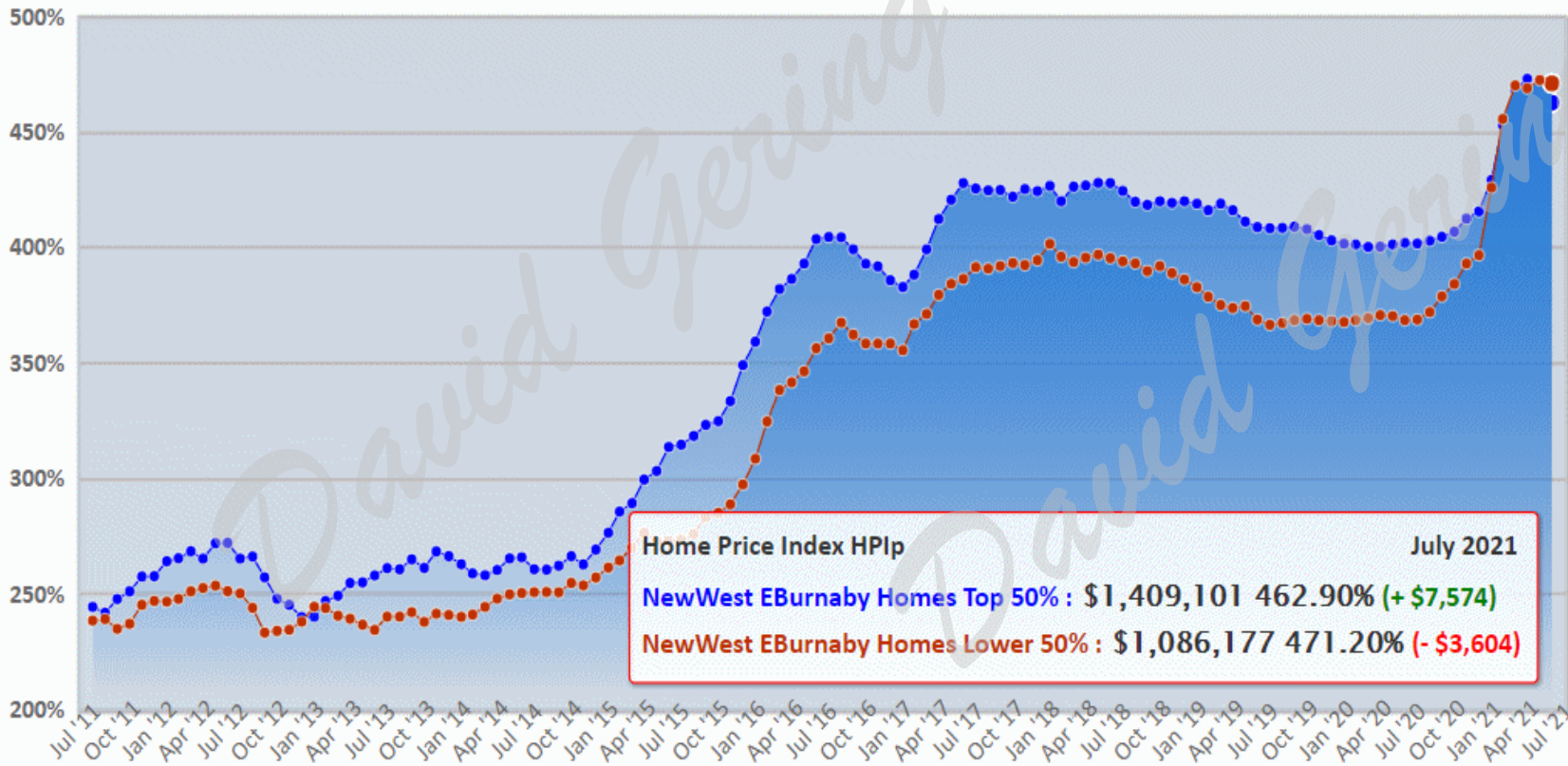
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**Market Analysis and Forecasting** Aug 1/21 New West – East Burnaby

Powered by the Greater Vancouver Market Reports HPIp



NewWest EBurnaby Homes Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-  
 NewWest EBurnaby Homes Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Monthly Home values

Date	Value
Jul 2021	% 462.90
Jun 2021	% 460.40
May 2021	% 473.20
Apr 2021	% 468.50
Mar 2021	% 453.10
Feb 2021	% 429.40
Jan 2021	% 415.80
Dec 2020	% 412.70
Nov 2020	% 407.00
Oct 2020	% 404.80
Sep 2020	% 403.10
Aug 2020	% 401.90

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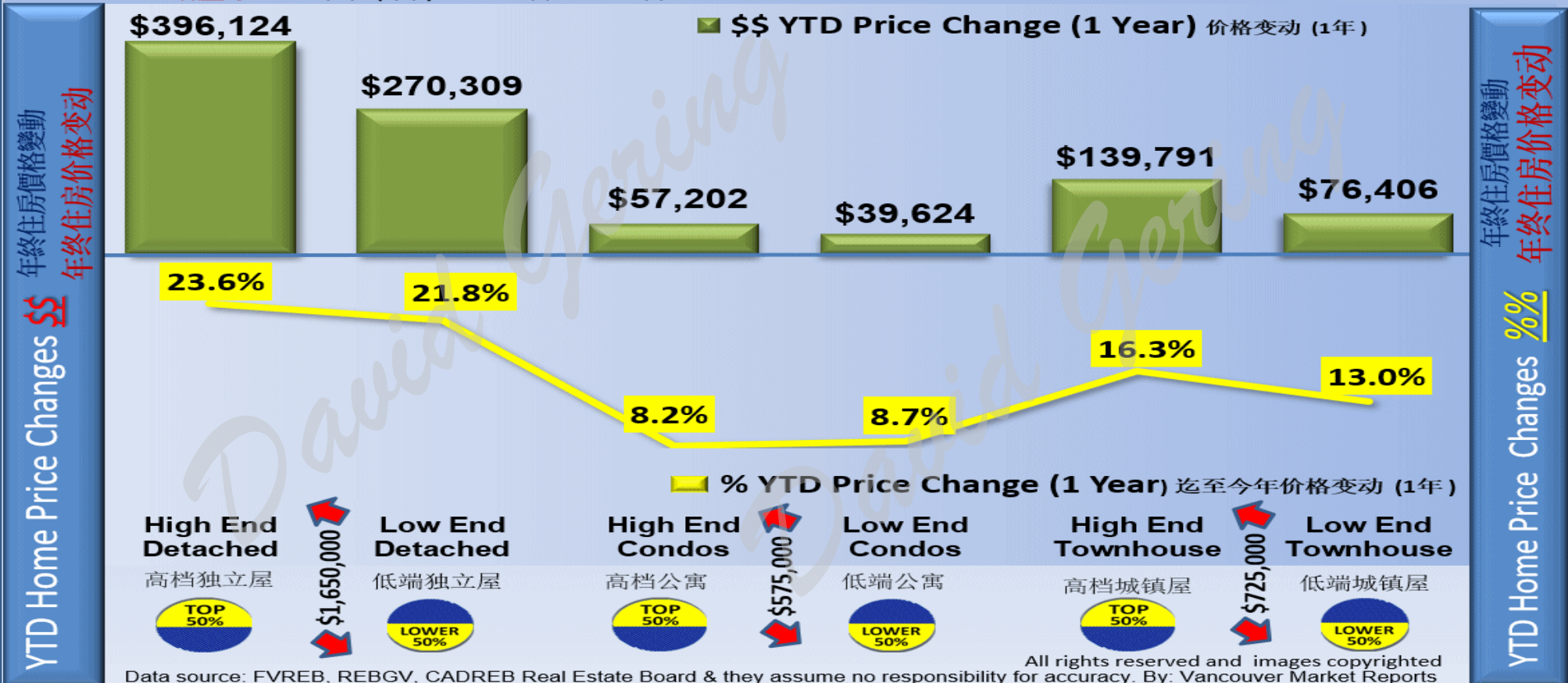
## Burnaby Real Estate Price Changes (\$/%)

本拿比房地產價格變動 / 本拿比房地產價格變動

Housing Types: Year-To-Date June 2020 – June 2021 (Quarters)

房屋类型: 迄至今年 (每季) 由2020 六月至2021 六月

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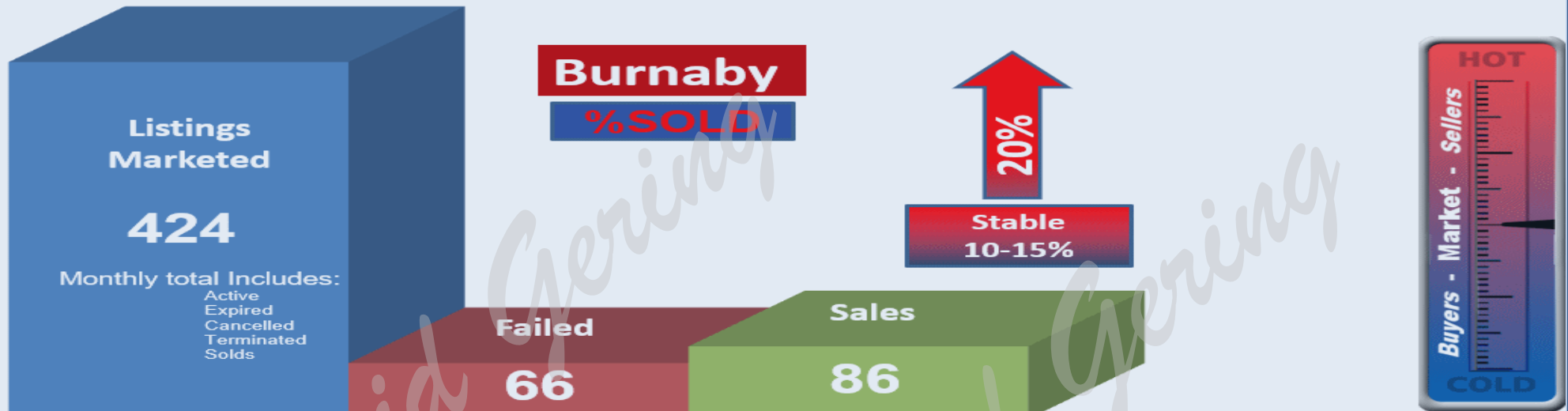
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Market Analysis and Forecasting Aug 1/21 Burnaby

## Monthly Market Activity - July 2021 - Single Family



### Aug 1 2021 Burnaby Market Update (detached)

**Current:** Burnaby's Residential Detached housing market is in a Seller Market with **20 %SOLD** rate.

(This means 20 homes out of 100 sold last month with an average \$35,000 Discount from the original price)

*Most Active Range:* Homes below \$1.5 mill. have **50.0 %SOLD** rate.

*Least Active Range:* Homes above \$2.6 mill. have **11.3 %SOLD** rate.

**History:** The Burnaby Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$359,114.  
The Burnaby Home Price Index **HPIp (Lower 50%)** Year-To-Date shows that prices increased \$296,873.

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## 1. How Many Sold During the Month and at What Price Range?

### Burnaby List Price Ranges Statistics - July 2021

Detached

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$1,300,000	8	4	6	95%	-61,500	50.0%	↑
\$1,300,001-\$1,500,000	10	5	11	102%	27,000	50.0%	↑
\$1,500,001-\$1,650,000	30	6	16	105%	77,500	20.0%	↑
\$1,650,001-\$1,800,000	89	20	14	98%	-35,000	22.5%	↑
\$1,800,001-\$2,150,000	96	22	11	100%	-5,000	22.9%	↑
\$2,150,001-\$2,600,000	85	17	62	95%	-110,000	20.0%	↑
\$2,600,001 and more	106	12	66	94%	-184,000	11.3%	↑
<b>Total Activity</b>	<b>424</b>	<b>86</b>	<b>19</b>	<b>98%</b>	<b>-\$35,000</b>	<b>20%</b>	↑

## 2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Jul-20	Jun-21	Jul-21	08/01/2021	Change	
Total Listings (A,S,T,C,X)	388	492	424		-68	↓
Active Listings (1st of the month)	252	372	329	272	-57	↓
Solds	64	92	86		-6	↓
Days on Market (DOM)	8	12	19		7	↑
%SOLD (Sales/ Listings /mnlthly rate)	16.5%	18.7%	20.3%		2%	↑
<b>(Top 50%) Home Price Index HPIp</b>	\$1,665,322	\$2,059,409	\$2,024,436		<b>-\$34,973</b>	↓
<b>(Lower 50%) Home Price Index HPIp</b>	\$1,234,802	\$1,502,407	\$1,531,675		<b>\$29,268</b>	↑

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Market Analysis and Forecasting Aug 1/21 Burnaby

Burnaby Sub areas Statistics - July 2021					Detached	
Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Brentwood Park	12	4	17	97%	-\$61,000	33%
Central BN	6	1	174	80%	-\$278,000	17%
Capitol Hill BN	32	11	21	95%	-\$84,999	34%
Forest Hills BS	3	1	88	93%	-\$154,000	33%
Government Road	16	2	54	98%	-\$54,500	13%
Montecito	16	6	27	97%	-\$56,400	38%
Oakdale	3	0				0%
Parkcrest	27	6	29	101%	\$12,300	22%
Sperling-Duthie	19	5	8	99%	-\$28,000	26%
Simon Fraser Univer.	8	3	46	94%	-\$110,000	38%
Sullivan Heights	6	1	5	99%	-\$13,800	17%
Simon Fraser Hills	0	0				0%
Vancouver Heights	13	2	11	100%	-\$14,500	15%
Willingdon Heights	16	3	7	94%	-\$145,000	19%
Westridge BN	11	1	47	110%	\$134,000	9%
Big Bend	8	0				0%
Burnaby Hospital	13	2	8	105%	\$101,000	15%
Buckingham Heights	8	1	78	91%	-\$261,500	13%
Burnaby Lake	18	4	12	104%	\$76,100	22%
Central Park BS	11	4	4	100%	\$1,000	36%
Deer Lake	17	1	67	92%	-\$270,000	6%
Deer Lake Place	8	1	12	79%	-\$552,000	13%
Forest Glen BS	18	2	16	108%	\$144,750	11%
Greentree Village	3	0				0%
Garden Village	8	1	43	104%	\$122,000	13%
Highgate	13	1	5	103%	\$53,000	8%
Metrtown	28	7	10	100%	\$5,000	25%
Suncrest	14	3	45	92%	-\$133,000	21%
South Slope	43	8	11	99%	-\$14,950	19%
Upper Deer Lake	26	5	62	98%	-\$35,000	19%
<b>Total Activity</b>	<b>424</b>	<b>86</b>	<b>19</b>	<b>98%</b>	<b>-\$35,000</b>	<b>20%</b>

\*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings \*\*includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

produced for: **David Gering**

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## Next Months Market Forecast

**Forecast:** Burnaby has a normal Listing supply; 272 homes are for sale and with the **20 %SOLD** monthly rate gives us a ~5 months of inventory. 5% of the active listings have reduced their price by \$115,650 on average or \$95,000 median. We project Burnaby to be a continued Seller market.

July's Real Estate Statistics show that the Buyer's market has started. 62% of the Single-Family Home Markets in Metro Vancouver had price decreases. The Average Monthly Price was down **\$17,304!** This is the 3rd biggest drop since 2018. Due to tougher mortgage qualification rules, buyer exhaustion, we are forecasting that the majority of the Metro Vancouver Markets will continue to be a Buyer's Market in the coming months.

Currently, Condos has now moved to a Buyer's Market with 53% of the Greater Vancouver (Lower Mainland) Condo Prices decreasing. The average monthly price decrease was **\$14,270**. On the other hand, 57% Townhouse Markets (10 out of 28) prices increased **\$1,100** on average. We analyze and provide 97 individual City's Home Price Indexes to supply you with the **MOST ACCURATE** Market Trends every Saturday. Please contact us for your own Market Value Update with an in-depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighborhood. Note: This data is from the respective Real Estate Boards: FVREB, REBGV, CADREB and they assume no responsibility for its accuracy. Copyright: vancouvermarketreports.com

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# Vancouver Market Reports

Statistics, on the Web!

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Market Analysis and Forecasting Aug 1/21 Burnaby

Detached Burnaby Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End sales)

Home Price Changes  
(Home Price Index Paired sales from 2005)



Detached



TOP 50%

Sales Discount \$\$\$  
Sale Price - Original List Price (\$ difference)

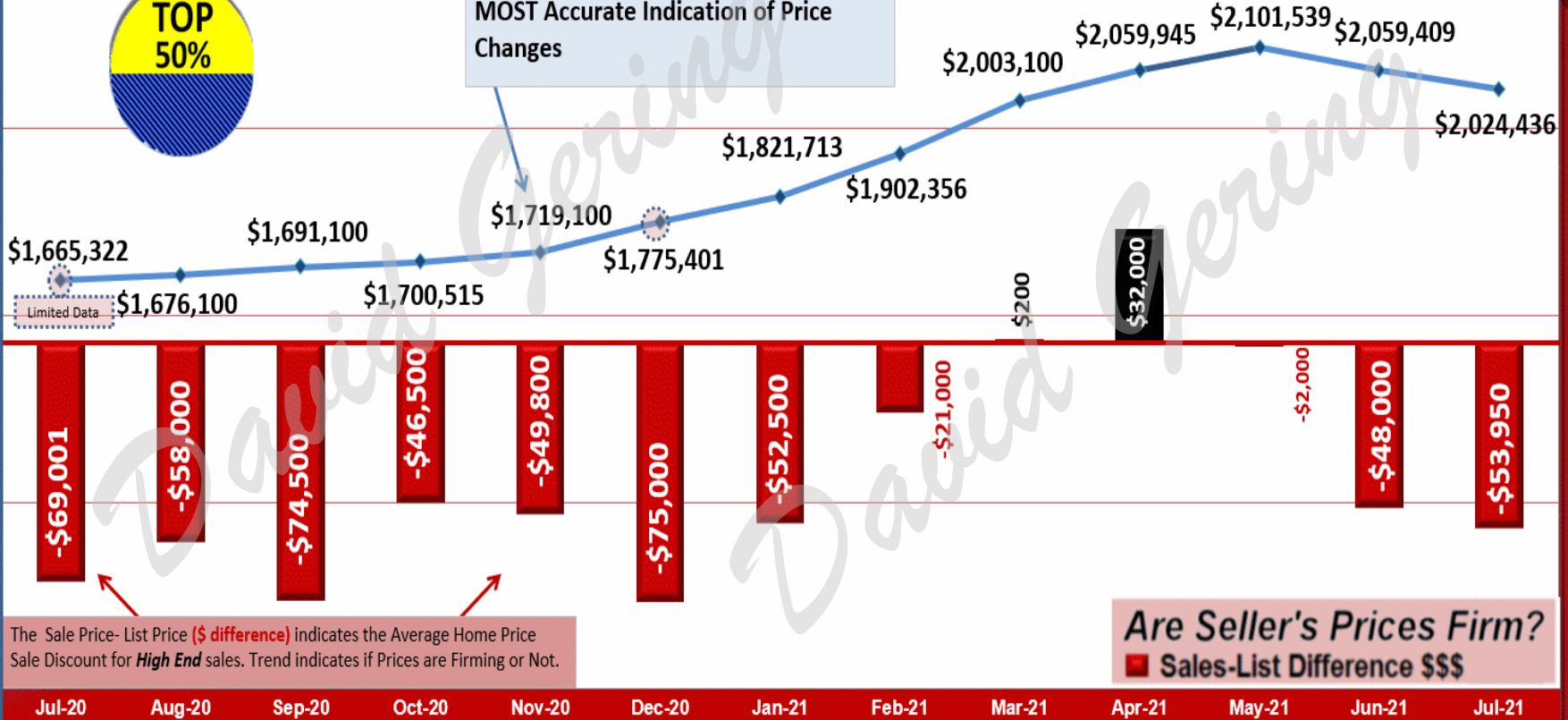
## Are Home Prices Up?

Home Price Index → HPIp (Top 50%)



### Homes Over \$1,650,000

The Home Price Index HPIp is our MOST Accurate Indication of Price Changes



The Sale Price- List Price (\$ difference) indicates the Average Home Price Sale Discount for High End sales. Trend indicates if Prices are Firming or Not.

### Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$

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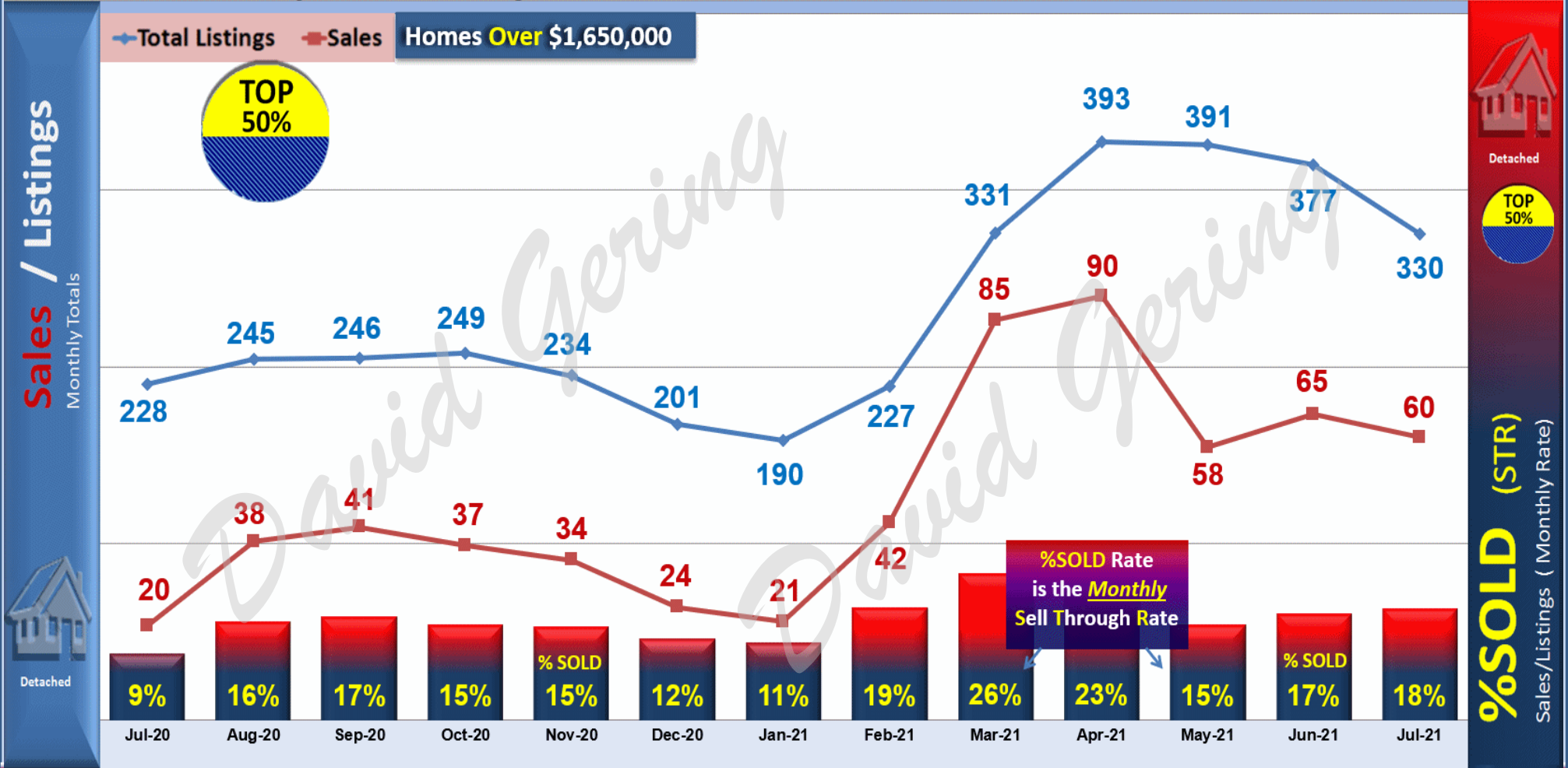
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Market Analysis and Forecasting Aug 1/21 Burnaby

Detached Burnaby Total Listings, Sales, and %SOLD rates



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Detached Burnaby Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End sales)

Home Price Changes  
(Home Price Index Paired sales from 2005)

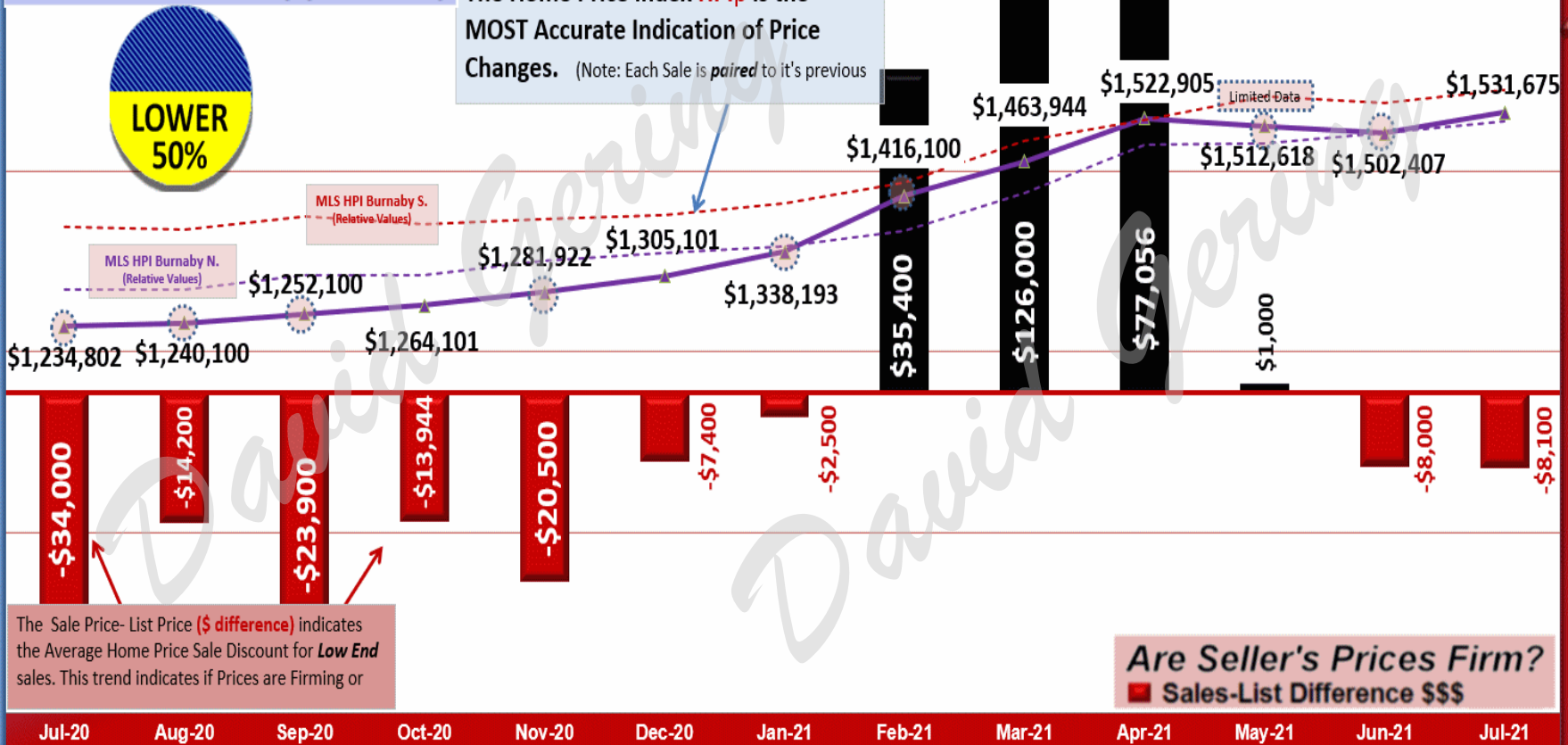
## Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)



### Homes Below \$1,650,000

The Home Price Index HPIp is the MOST Accurate Indication of Price Changes. (Note: Each Sale is paired to it's previous



The Sale Price- List Price (\$ difference) indicates the Average Home Price Sale Discount for Low End sales. This trend indicates if Prices are Firming or

### Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$



Detached



Sales Discount \$\$\$  
Sale Price - Original List Price ( \$ difference)

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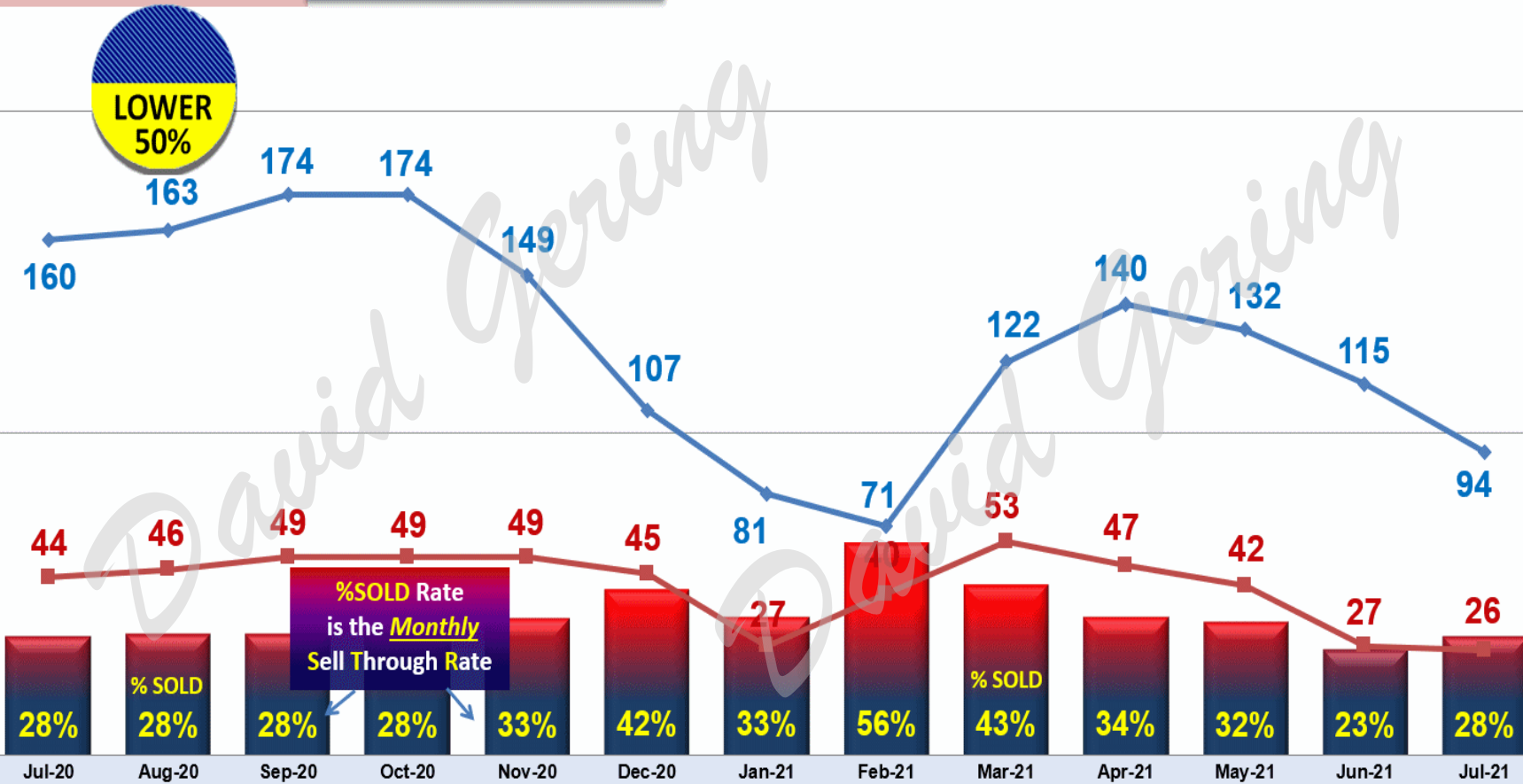
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Market Analysis and Forecasting Aug 1/21 Burnaby

Detached Burnaby Total Listings, Sales, and %SOLD rates

◆ Total Listings ■ Sales Homes Below \$1,650,000

Sales / Listings  
Monthly Totals



Detached



**%SOLD (STR)**  
Sales/Listings ( Monthly Rate)

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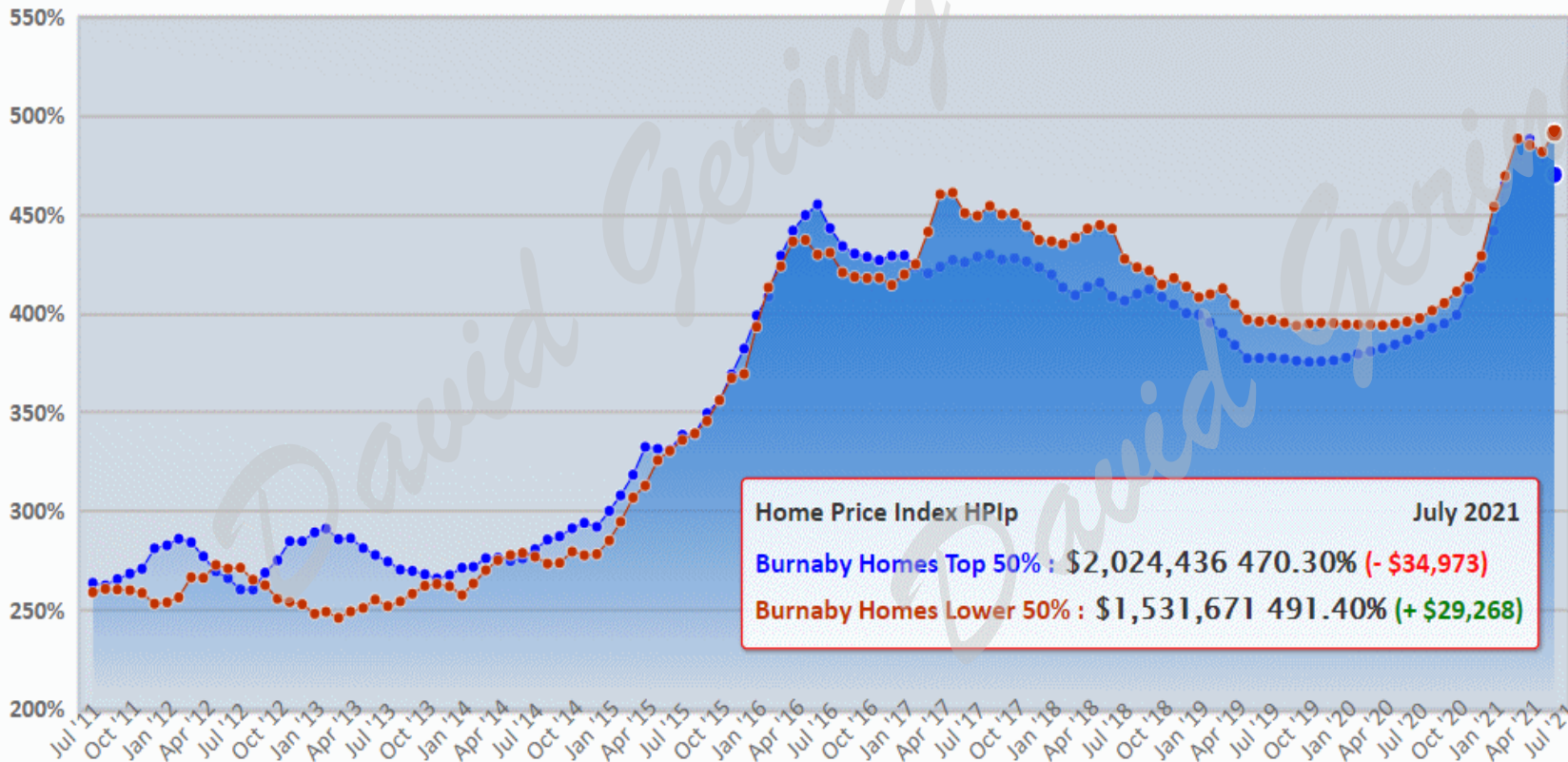
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**Market Analysis and Forecasting** Aug 1/21 Burnaby

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Burnaby Homes Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-  
 Burnaby Homes Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



**Home Price Index HPIp** July 2021  
 Burnaby Homes Top 50% : \$2,024,436 470.30% (- \$34,973)  
 Burnaby Homes Lower 50% : \$1,531,671 491.40% (+ \$29,268)

Monthly Home values

Date	Value
Jul 2021	% 470.30
Jun 2021	% 478.50
May 2021	% 488.30
Apr 2021	% 478.60
Mar 2021	% 465.40
Feb 2021	% 442.00
Jan 2021	% 423.20
Dec 2020	% 412.50
Nov 2020	% 399.40
Oct 2020	% 395.10
Sep 2020	% 392.90
Aug 2020	% 389.40

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# Vancouver Market Reports

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## Market Analysis and Forecasting Aug 1/21 New West – E. Burnaby



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### New West-East Burnaby Sub areas Statistics - July 2021 Attached

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
East Burnaby	9	3	57	97%	-\$22,900	33%
The Crest BE	5	2	25	98%	-\$20,000	40%
Edmonds BE	81	27	12	99%	-\$4,900	33%
Brunette	0	0				0%
Downtown NW	131	28	12	99%	-\$4,450	21%
Fraserview NW	46	22	9	99%	-\$3,700	48%
GlenBrooke North	14	5	4	100%	-\$900	36%
Moody Park	2	1	23	96%	-\$24,900	0%
Queensborough NW	53	18	8	100%	\$0	34%
Queens Park NW	0	0				0%
Quay NW	59	20	15	98%	-\$14,450	34%
Sapperton NW	28	9	17	99%	-\$8,000	32%
The Heights NW	1	0				0%
Uptown NW	100	26	7	100%	\$1	26%
West End NW	2	0				0%
<b>Total Activity</b>	<b>531</b>	<b>161</b>	<b>11</b>	<b>99%</b>	<b>-\$4,900</b>	<b>30%</b>

### Aug 1 2021 New West - East Burnaby Market Update Attached Townhomes/ Condos

**Current:** New West - East Burnaby's Residential Attached housing market is a Seller Market with a **30 %SOLD** Rate.

(This means 30 homes out of 100 sold with average sales-list difference of \$4,900)

**Most Active Price Range:** Attached Homes between \$480,000 - \$525,000 have **40.8 % SOLD** rate.

**Least Active Price Range:** Attached Homes between \$735,000 - \$875,000 have **22.1 %SOLD** rate.

**History:** The New West - E. Burnaby's **Condos** Year-To-Date Home Price

Index **HPIp (Upper 50%)** shows that prices increased \$48,645.

The New West - E. Burnaby's **Condos** Year-To-Date Home Price

Index **HPIp (Lower 50%)** shows that prices increased \$48,544.

The New West - E. Burnaby's **Townhouses** Year-To-Date Home Price

Index **HPIp (Upper 50%)** shows that prices increased \$177,642.

The New West - E. Burnaby's **Townhouses** Year-To-Date Home Price

Index **HPIp (Lower 50%)** shows that prices increased \$81,601.

\*The HPIp (Home Price Index) is an approximate reflection of the Average Home Price

**Analytical Methods:** The New West - E. Burnaby represents many diverse markets that makes the average or median Monthly homes sales statistics have very little value towards understanding the market changes. Currently we have split the Condos and Townhouse markets into two parts with the **New West - E. Burnaby HPIp Upper 50%** representing the higher end sales and the **New West - E. Burnaby HPIp Lower 50%** representing the lower priced homes sales. Each HPI is determined by adjusting all of the Paired Monthly Sales to produce one the Most Accurate HPI Indexes at this time.

### New West - East Burnaby List Price Ranges Statistics - July 2021 Attached

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
0-\$400,000	47	17	10	99%	-\$4,000	36.2%
\$400,001-\$480,000	32	13	18	99%	-\$4,900	40.6%
\$480,001-\$525,000	49	20	6	100%	-\$1,950	40.8%
\$525,001-\$580,000	63	19	17	98%	-\$13,000	30.2%
\$580,001-\$650,000	81	29	8	102%	\$10,100	35.8%
\$650,001-\$735,000	63	18	19	98%	-\$14,000	28.6%
\$735,001-\$875,000	86	19	8	99%	-\$4,900	22.1%
\$875,001 and more	110	26	18	99%	-\$9,000	23.6%
<b>Total Activity</b>	<b>531</b>	<b>161</b>	<b>11</b>	<b>99%</b>	<b>-\$4,900</b>	<b>30%</b>

Monthly Changes Summary	Jul-20	Jun-21	Jul-21	08/01/2021	Change
Total Listings** (A,S,T,C,X)	558	551	531		-20
Active Listings (1st of the Month)	423	334	321	330	9
Solds	150	170	161		-9
Days on Market (DOM)	14	11	11		1
% SOLD (Sales/Listings/Mthly Rate)	27%	31%	30%		-0.5%
Condos (Upper 50%) Home Price Index HPIp	\$561,076	\$616,024	\$609,721		-\$6,302
Condos (Lower 50%) Home Price Index HPIp	\$260,926	\$420,100	\$418,460		-\$1,634

David (brother to Cindy) is a 10-year residential Real Estate industry veteran and Team Cindy Gering's Buyer Specialist. David's strong work ethic, caring nature and intimate knowledge of New Westminster and Greater Vancouver area has allowed him to be a top producing Buyer's Agent for many years. He comes from 6 years of post-secondary education with a background in Biological Sciences and Music. He uses this unique blend of creativity and logic to assist his clients in making sound purchasing decisions. If you are buying, he will work hard to provide you with the best information and market data to inform and assist you so you can be a well-equipped buyer with the strongest possible negotiating position. An enthusiastic resident of New Westminster David loves to travel and spend time with friends and family.

David's market analysis has not moved to a Buyer's market market of the Greater Vancouver (Lower Mainland) Condo Prices decreasing. The average monthly price decrease was **\$14,270**. On the other hand, 57% Townhouse Markets (10 out of 28) prices increased **\$1,100** on average. We analyze and provide 97 individual City's Home Price Indexes to supply you with the MOST ACCURATE Market Trends every Saturday. Please contact us for your own Market Value Update with an in-depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighborhood. Note: For a more accurate price change for your home request a Comparative Market Analysis. Data is from: FVREB, REBGV, CADREB Real Estate Boards and they assume no responsibility for its accuracy. Copyright: vancouvermarketreports.com

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The Days-On-Market and Sale-List Price differences are based on medians, not averages. Market Share Reports include all property types.

Sources: the respective Real Estate Boards, and other sources which assume no responsibility for accuracy.

produced for: **David Gering**

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Statistics, on the Web!

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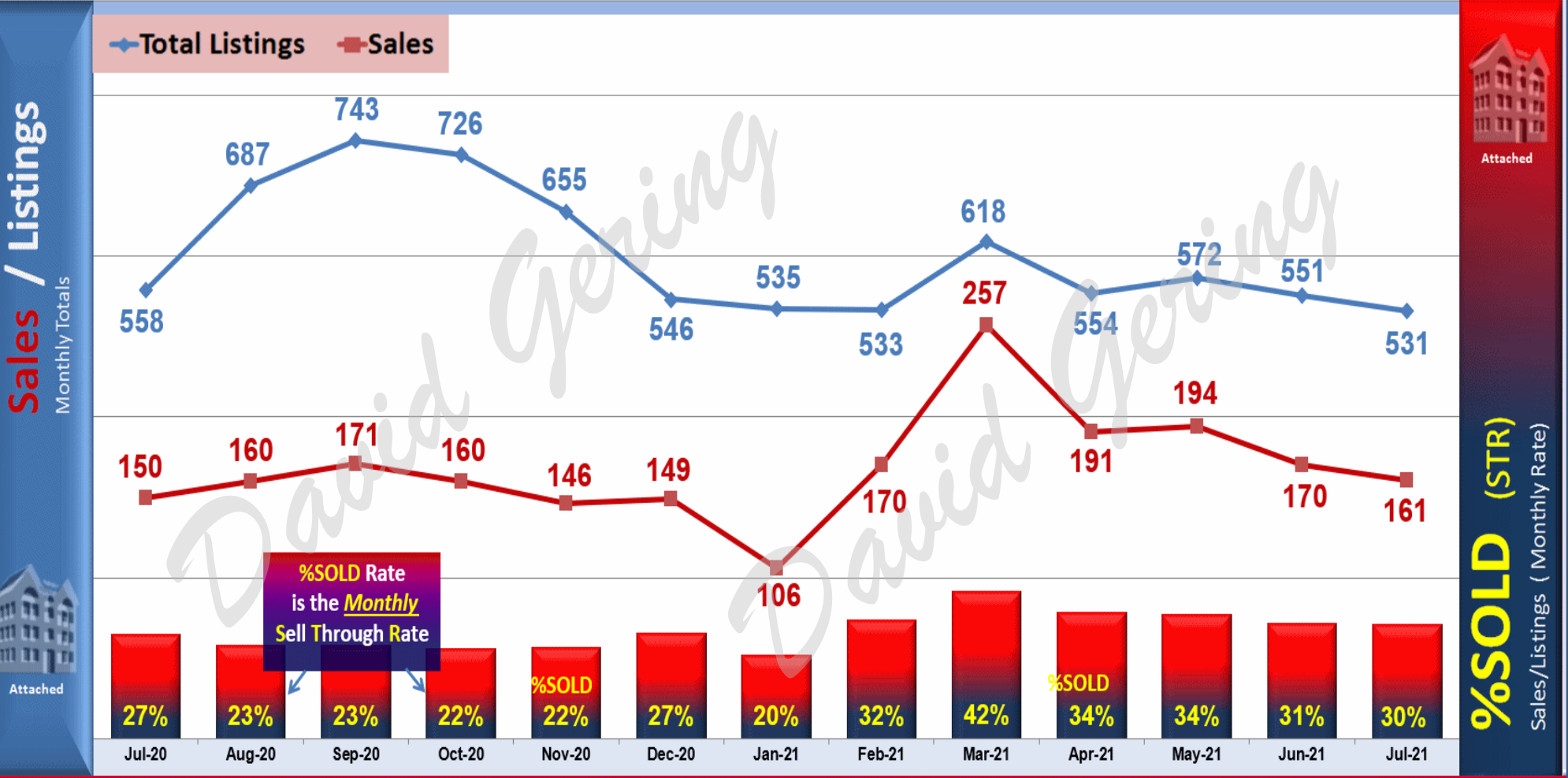
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Market Analysis and Forecasting Aug 1/21 New West – E. Burnaby

Attached Townhomes/ Condos New West, E. Burnaby Total Listings, Sales, and %SOLD rates



Sales / Listings  
Monthly Totals



Attached

%SOLD (STR)  
Sales/Listings ( Monthly Rate)

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**Market Analysis and Forecasting** Aug 1/21 New West – E. Burnaby

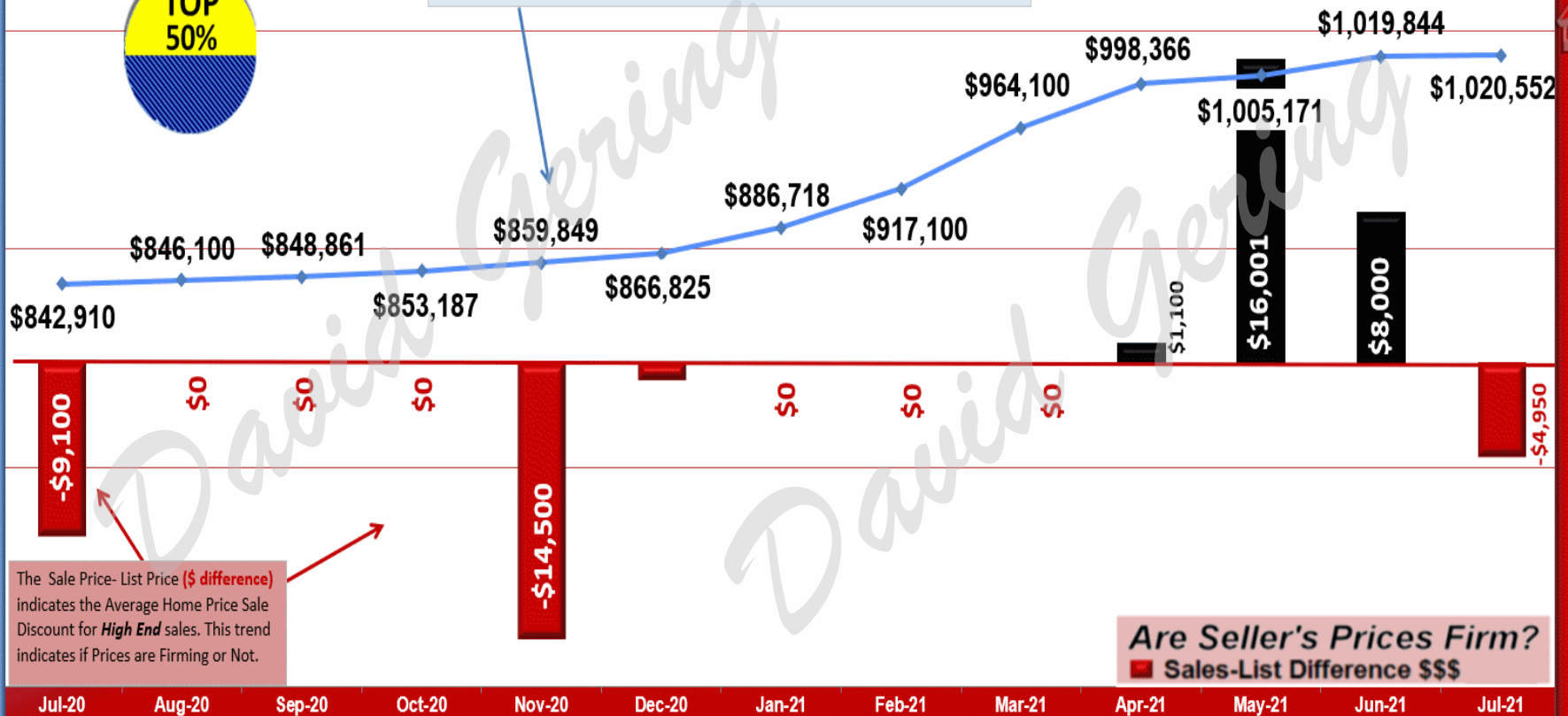
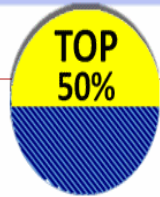
**Attached** New West, E. Burnaby **Townhouse** Home Price Index **HPI** (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

## Are Home Prices Up?

Home Price Index → **HPI (Top 50%)**

The Home Price Index **HPI** is our MOST Accurate Indication of Price Changes and is based on the **Top 50%** of the homes.

(Note: Each Sale is *paired* to its previous sale after 2005 to determine its exact price)



The Sale Price- List Price (\$ difference) indicates the Average Home Price Sale Discount for **High End** sales. This trend indicates if Prices are Firming or Not.

**Are Seller's Prices Firm?**  
Sales-List Difference \$\$\$

**Home Price Changes**  
(Home Price Index Paired sales from 2005)



Townhouses



Townhouses



**Sales Discount \$\$**  
Sale Price - Original List Price ( \$\$ difference)

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Statistics, on the Web!

attached homes



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Market Analysis and Forecasting Aug 1/21 New West – E. Burnaby

Attached New West, E. Burnaby Townhouse Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

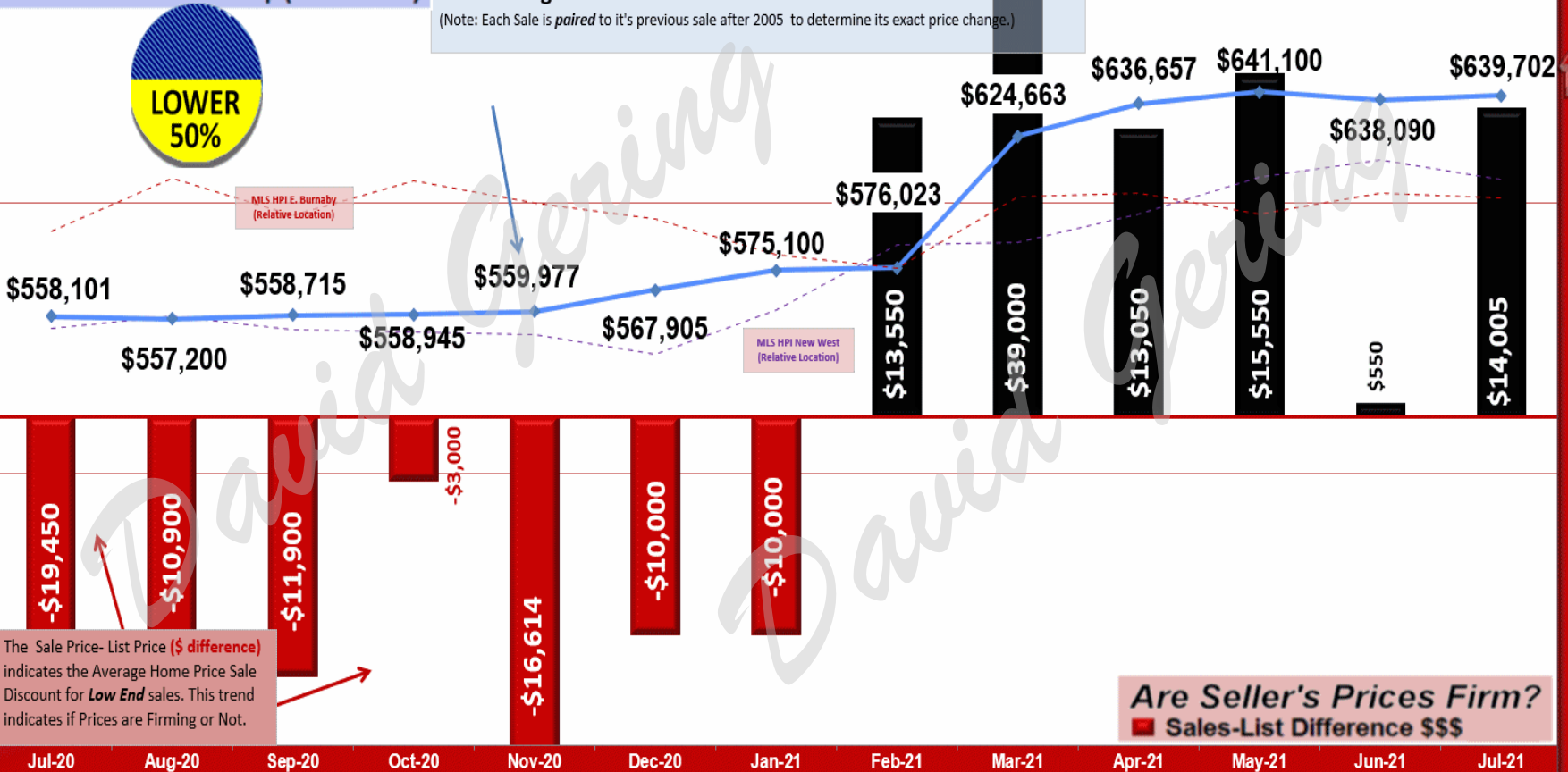
Home Price Changes  
(Home Price Index Paired sales from 2005)

## Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)

The Home Price Index HPIp is our MOST Accurate Indication of Price Changes and is based on the Lower 50% of the homes.

(Note: Each Sale is paired to it's previous sale after 2005 to determine its exact price change.)



The Sale Price- List Price (\$ difference) indicates the Average Home Price Sale Discount for **Low End** sales. This trend indicates if Prices are Firming or Not.

Are Seller's Prices Firm?  
Sales-List Difference \$\$\$

Sales Discount \$\$  
Sale Price – Original List Price ( \$\$ difference)

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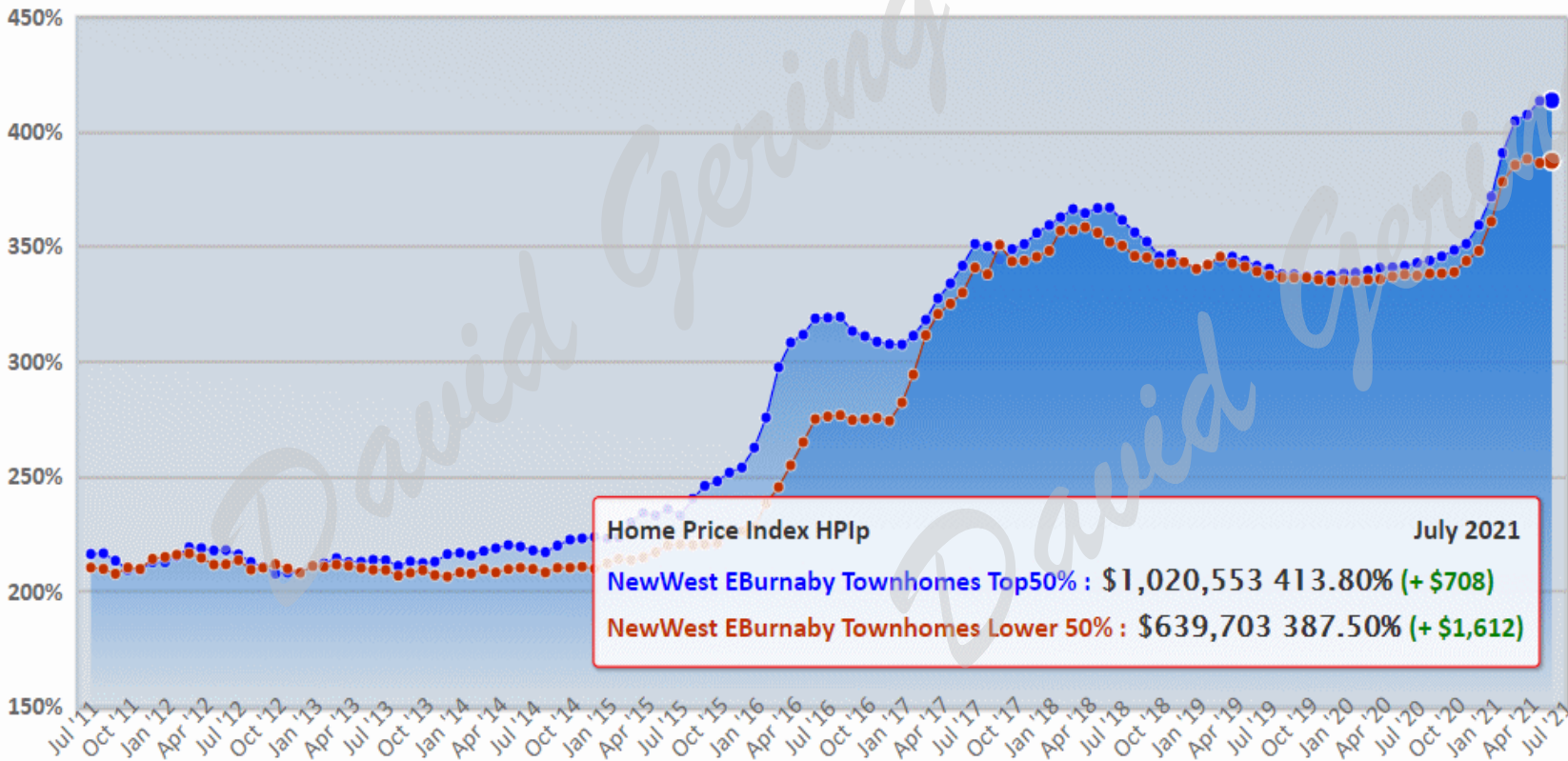
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**Market Analysis and Forecasting** Aug 1/21 New West – E. Burnaby

Powered by the Greater Vancouver Market Reports HPIp

NewWest EBurnaby Townhomes Top50% : **HPIp** Forecast+ Forecast-  
NewWest EBurnaby Townhomes Lower 50% : **HPIp** Forecast+ Forecast-



Date	Value
Jul 2021	% 413.80
Jun 2021	% 413.60
May 2021	% 407.60
Apr 2021	% 404.90
Mar 2021	% 391.00
Feb 2021	% 371.90
Jan 2021	% 359.60
Dec 2020	% 351.50
Nov 2020	% 348.70
Oct 2020	% 346.00
Sep 2020	% 344.20
Aug 2020	% 343.10

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Attached New West, E. Burnaby Condos Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

Home Price Changes  
(Home Price Index Paired sales from 2005)



Condominiums

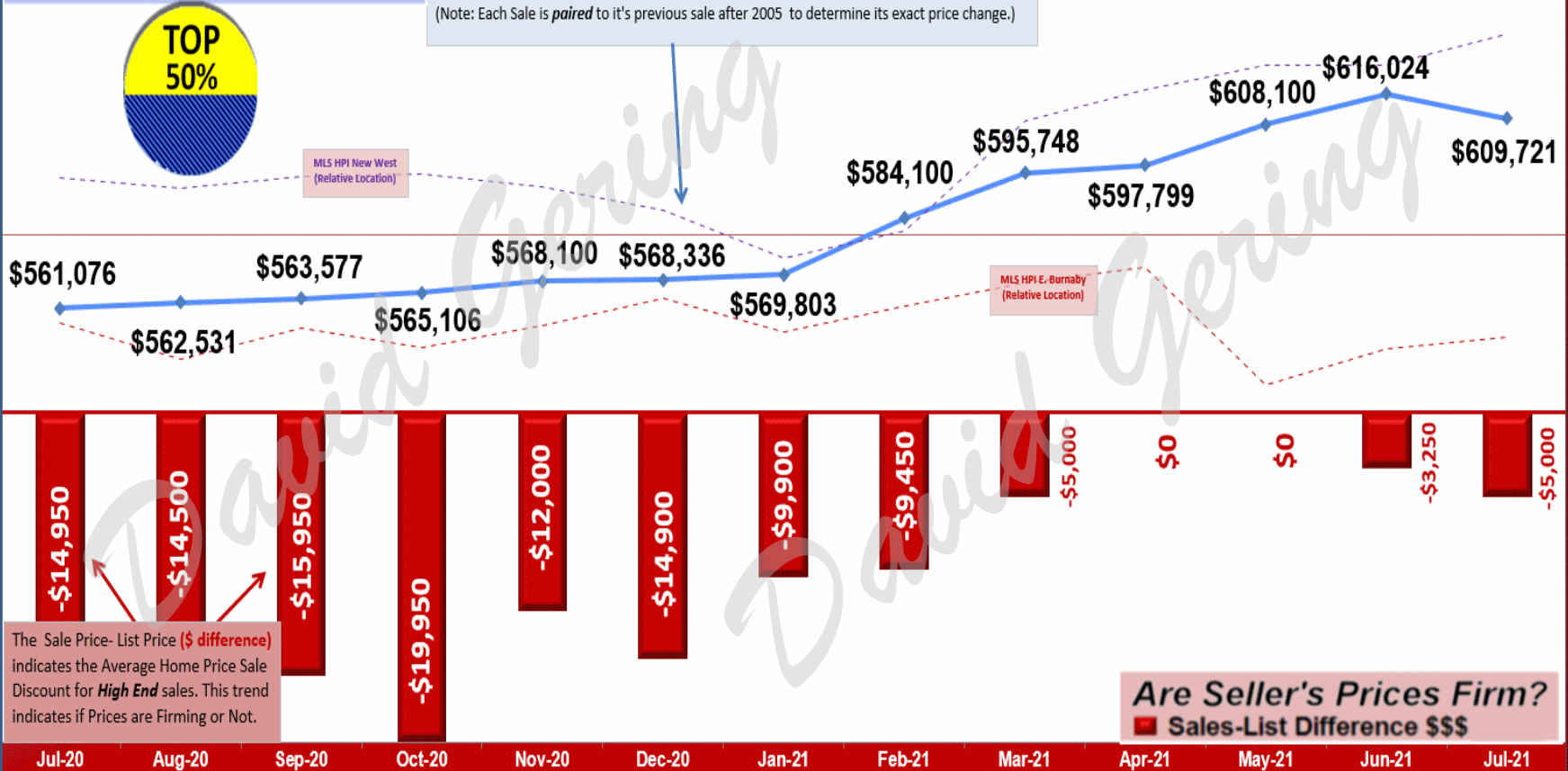
TOP 50%

Sales Discount \$\$  
Sale Price – Original List Price ( \$ difference)

## Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

The Home Price Index HPIp is our MOST Accurate Indication of Price Changes and is based on the Top 50% of the Condos.  
(Note: Each Sale is paired to it's previous sale after 2005 to determine its exact price change.)



The Sale Price- List Price (\$ difference) indicates the Average Home Price Sale Discount for High End sales. This trend indicates if Prices are Firming or Not.

Are Seller's Prices Firm?  
Sales-List Price Difference \$\$\$

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Statistics, on the Web!

attached homes



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Market Analysis and Forecasting Aug 1/21 New West – E. Burnaby

Attached New West, E. Burnaby Condos Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)



Condominiums



Sales Discount \$\$  
Sale Price – Original List Price ( \$\$ difference)

Home Price Changes  
(Home Price Index Paired sales from 2005)



Condominiums

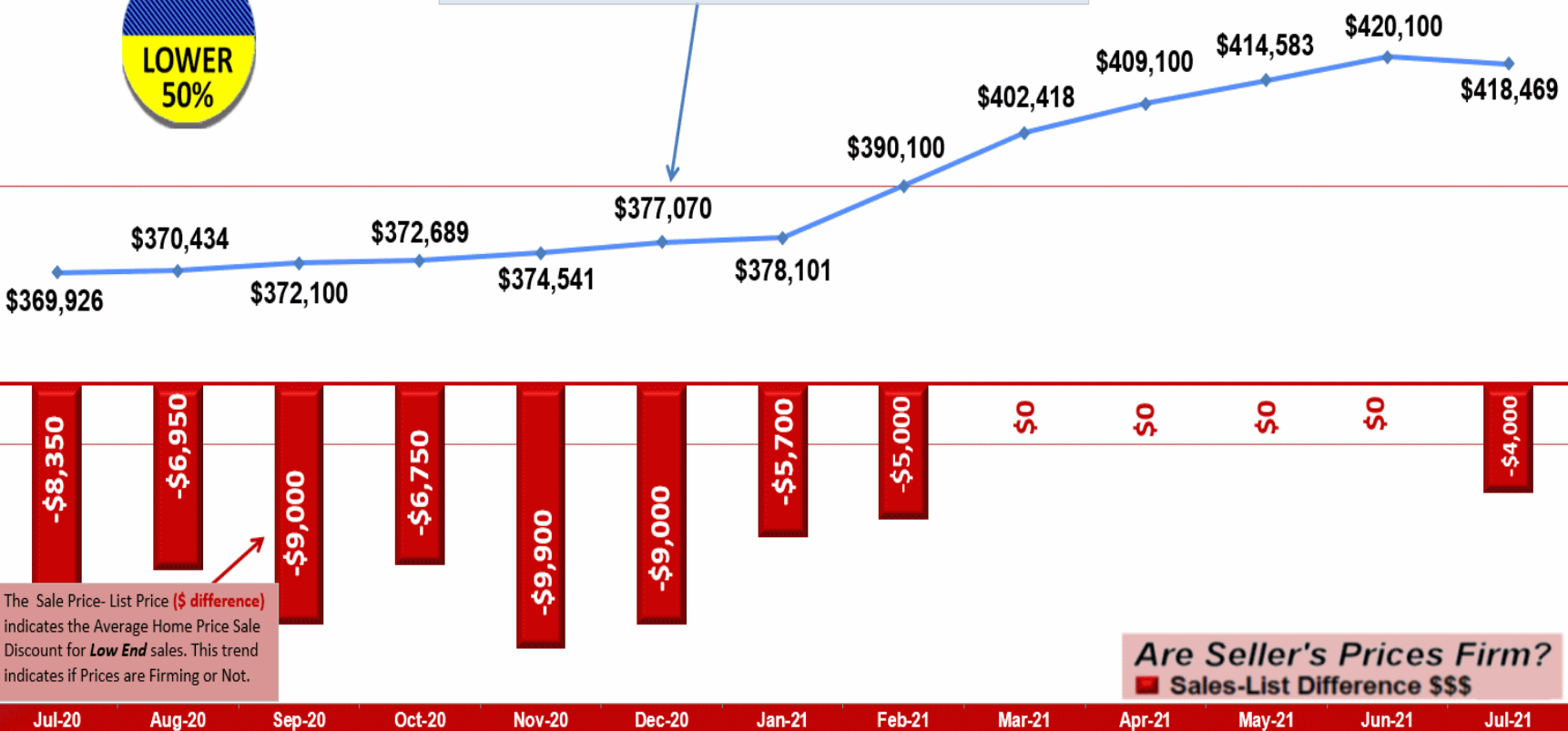
## Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)



The Home Price Index HPIp is our MOST Accurate Indication of Price Changes and is based on the Lower 50% of the homes.

(Note: Each Sale is paired to it's previous sale after 2005 to determine its exact price change.)



The Sale Price- List Price (\$ difference) indicates the Average Home Price Sale Discount for Low End sales. This trend indicates if Prices are Firming or Not.

## Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$

\*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings \*\*all marketed listings /month. The Days-On-Market and Sale-List Price differences are based on medians, not averages. Market Share Reports include all property types. Sources: the respective Real Estate Boards, and other sources which assume no responsibility for accuracy.

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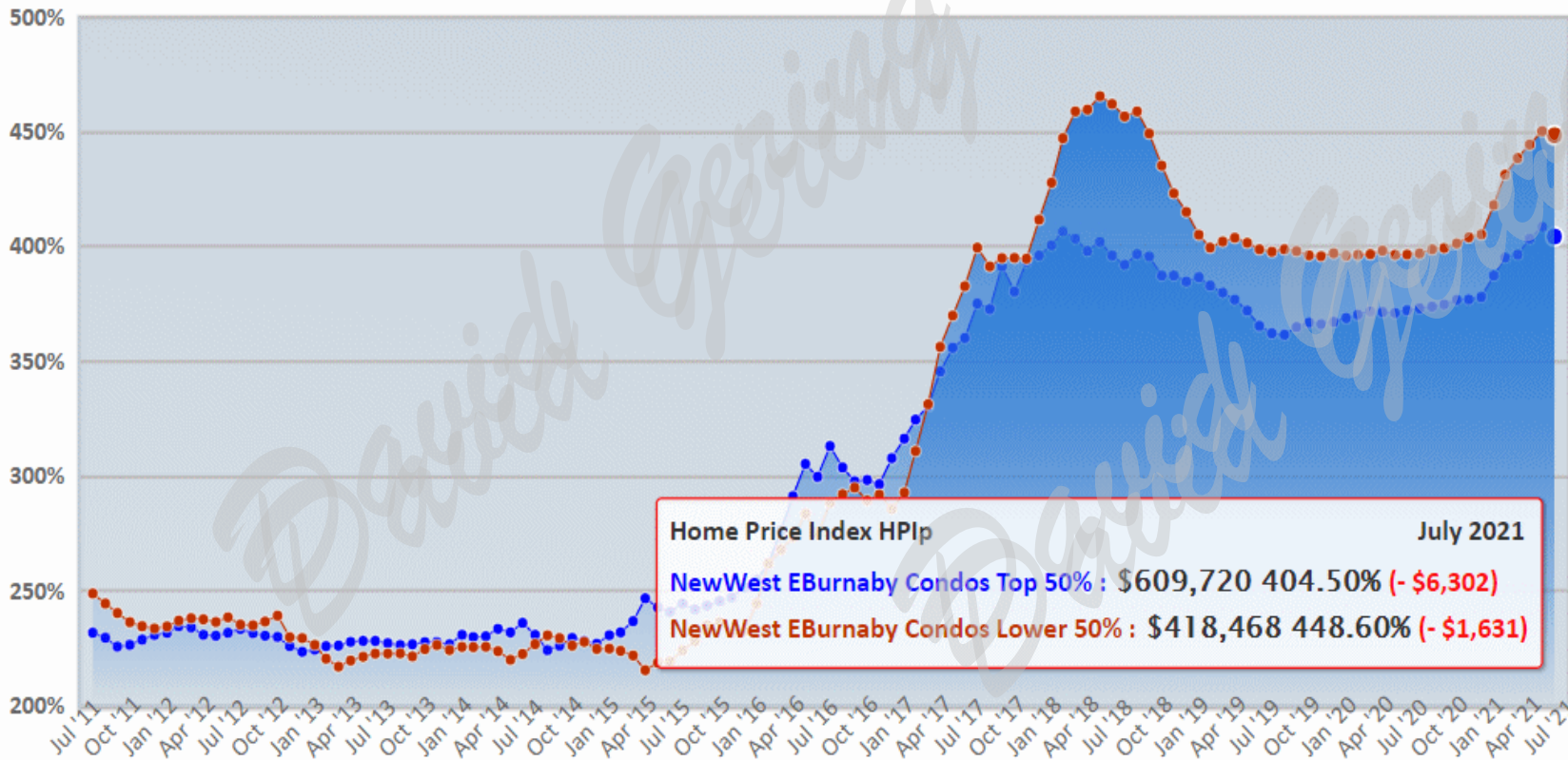
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**Market Analysis and Forecasting** Aug 1/21 New West – E. Burnaby

Powered by the Greater Vancouver Market Reports HPIp



NewWest EBurnaby Condos Top 50% : **HPIp** Forecast+ Forecast-  
 NewWest EBurnaby Condos Lower 50% : **HPIp** Forecast+ Forecast-



Monthly Home values

Date	Value
Jul 2021	% 404.50
Jun 2021	% 408.70
May 2021	% 403.50
Apr 2021	% 396.60
Mar 2021	% 395.30
Feb 2021	% 387.50
Jan 2021	% 378.10
Dec 2020	% 377.10
Nov 2020	% 376.90
Oct 2020	% 374.90
Sep 2020	% 373.90
Aug 2020	% 373.20

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## Market Analysis and Forecasting Aug 1/21 Burnaby



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### Burnaby Sub areas Statistics - July 2021

Neighbourhoods	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	% SOLD
Brentwood Park	276	61	11	99%	-\$5,000	22%
Cariboo	23	6	17	99%	-\$6,850	26%
Central BN	46	10	31	98%	-\$7,650	22%
Capitol Hill BN	9	1	16	110%	\$142,000	11%
Forest Hills BS	14	8	12	104%	\$33,100	57%
Government Road	29	14	8	99%	-\$6,450	48%
Lake City Industrial	0	0				0%
Montecito	8	1	42	99%	-\$8,000	13%
Parkcrest	6	2	2	97%	-\$13,900	33%
Sperling-Duthie	6	1	15	101%	\$18,000	17%
Simon Fraser Univer.	90	19	23	97%	-\$14,800	21%
Sullivan Heights	32	13	8	99%	-\$3,800	41%
Simon Fraser Hills	9	4	13	104%	\$24,050	44%
Vancouver Heights	16	3	19	102%	\$16,200	19%
Willingdon Heights	18	7	28	98%	-\$10,000	39%
Westridge BN	1	0				0%
Big Bend	2	0				0%
Burnaby Hospital	8	4	13	100%	-\$6,500	50%
Buckingham Heights	1	0				0%
Burnaby Lake	17	8	12	102%	\$18,050	47%
Central Park BS	47	12	7	100%	\$0	26%
Deer Lake	0	0				0%
Forest Glen BS	68	9	23	100%	\$0	13%
Greentree Village	5	2	13	100%	\$0	40%
Highgate	3	2	9	99%	-\$9,500	67%
Metrotown	95	34	13	99%	-\$8,500	36%
Oaklands	301	71	20	99%	-\$5,800	24%
Suncrest	7	2	6	97%	-\$18,900	29%
South Slope	64	14	23	100%	-\$1,500	22%
Upper Deer Lake	5	1	7	100%	-\$6,500	20%
<b>Total Activity</b>	<b>1206</b>	<b>309</b>	<b>14</b>	<b>99%</b>	<b>-\$5,000</b>	<b>26%</b>

### Attached

Monthly Changes Summary	Jul-20	Jun-21	Jul-21	08/01/2021	Change
Total Listings (A.S.T.C.X)	927	1164	1206		42
Active Listings (1st of the month)	735	799	690	774	84
Solds	168	339	309		-30
DOM	17	11	1		-10
% SOLD (Sales/ Listings /mthly rate)	18%	29%	26%		-4%
Condos (Top 50%) Home Price Index HPIp	\$691,708	\$753,101	\$755,100		\$1,999
Condos (Lower 50%) Home Price Index HPIp	\$454,504	\$495,744	\$493,515		-\$2,229
Twnhs (Top 50%) Home Price Index HPIp	\$851,196	\$998,335	\$1,001,866		\$3,531
Twnhs (Lower 50%) Home Price Index HPIp	\$586,593	\$660,101	\$652,694		-\$7,407

### Aug 1 2021 Burnaby Market Update (attached)

**Current:** Burnaby's Residential Attached housing market is in a Seller Market with a **26 % SOLD** rate and a 99% Sell/List Ratio. (This means that there is an average of 50 Discount on a sale fr the orig list price)

*Most Active Range:* Homes below \$450,000 have **41.3 % SOLD** rate.

*Least Active Range:* Homes above \$1.0 mill. have **18.9 % SOLD** rate.

### History:

The Burnaby's **Condos** Year-To-Date Home Price Index **HPIp** (Top 50%) shows that

David (brother to Cindy) is a 10-year residential Real Estate industry veteran and Team Cindy Gering's Buyer Specialist. David's strong work ethic, caring nature and intimate knowledge of New Westminister and Greater Vancouver area has allowed him to be a top producing Buyer's Agent for many years. He comes from 6 years of post-secondary education with a background in Biological Sciences and Music. He uses this unique blend of creativity and logic to assist his clients in making sound purchasing decisions. If you are buying, he will work hard to provide you with the best information and market data to inform and assist you so you can be a well-equipped buyer with the strongest possible negotiating position. An enthusiastic resident of New Westminister David loves to travel and spend time with friends and family.

July's Real Estate Statistics show that the Buyer's market has started. 62% of the Single-Family Home Markets in Metro Vancouver had price decreases. The Average Monthly Price was down **\$17,304!** This is the 3rd biggest drop since 2018. Due to tougher mortgage qualification rules, buyer exhaustion, we are forecasting that the majority of the Metro Vancouver Markets will continue to be a Buyer's Market in the coming months.

Currently, Condos has now moved to a Buyer's Market with 53% of the Greater Vancouver (Lower Mainland) Condo Prices decreasing. The average monthly price decrease was **\$14,270**. On the other hand, 57% Townhouse Markets (10 out of 28) prices increased **\$1,100** on average. We analyze and provide 97 individual City's Home Price Indexes to supply you with the MOST ACCURATE Market Trends every Saturday. Please contact us for your own Market Value Update with an in-depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighborhood.

Note\*: For a more accurate price change for your home do request a personal Comparative Market Analysis (CMA). Data is from: FVREB, REGVB, CADREB Real Estate Boards and they assume no responsibility for its accuracy Copyright: Vancouvermarketreports.com

### Burnaby List Price Ranges Statistics - July 2021

Home Price Range	Total Listings	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	% SOLD
0-\$450,000	63	26	19	99%	-\$5,500	41.3%
\$450,001-\$520,000	102	27	11	99%	-\$6,000	26.5%
\$520,001-\$595,000	121	46	11	99%	-\$5,500	38.0%
\$595,001-\$650,000	143	34	8	100%	\$0	23.8%
\$650,001-\$745,000	185	52	13	99%	-\$4,900	28.1%
\$745,001-\$840,000	136	37	19	99%	-\$4,000	27.2%
\$840,001-\$1,000,000	250	48	15	99%	-\$9,022	19.2%
\$1,000,001 and more	206	39	23	100%	-\$6,500	18.9%
<b>Total Activity</b>	<b>1206</b>	<b>309</b>	<b>14</b>	<b>99%</b>	<b>-\$5,000</b>	<b>26%</b>

\*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings \*\*all marketed listings /month.

The Days-On-Market and Sale-List Price differences are based on medians, not averages. Market Share Reports include all property types.

Sources: the respective Real Estate Boards, and other sources which assume no responsibility for accuracy.

produced for: **David Gering**

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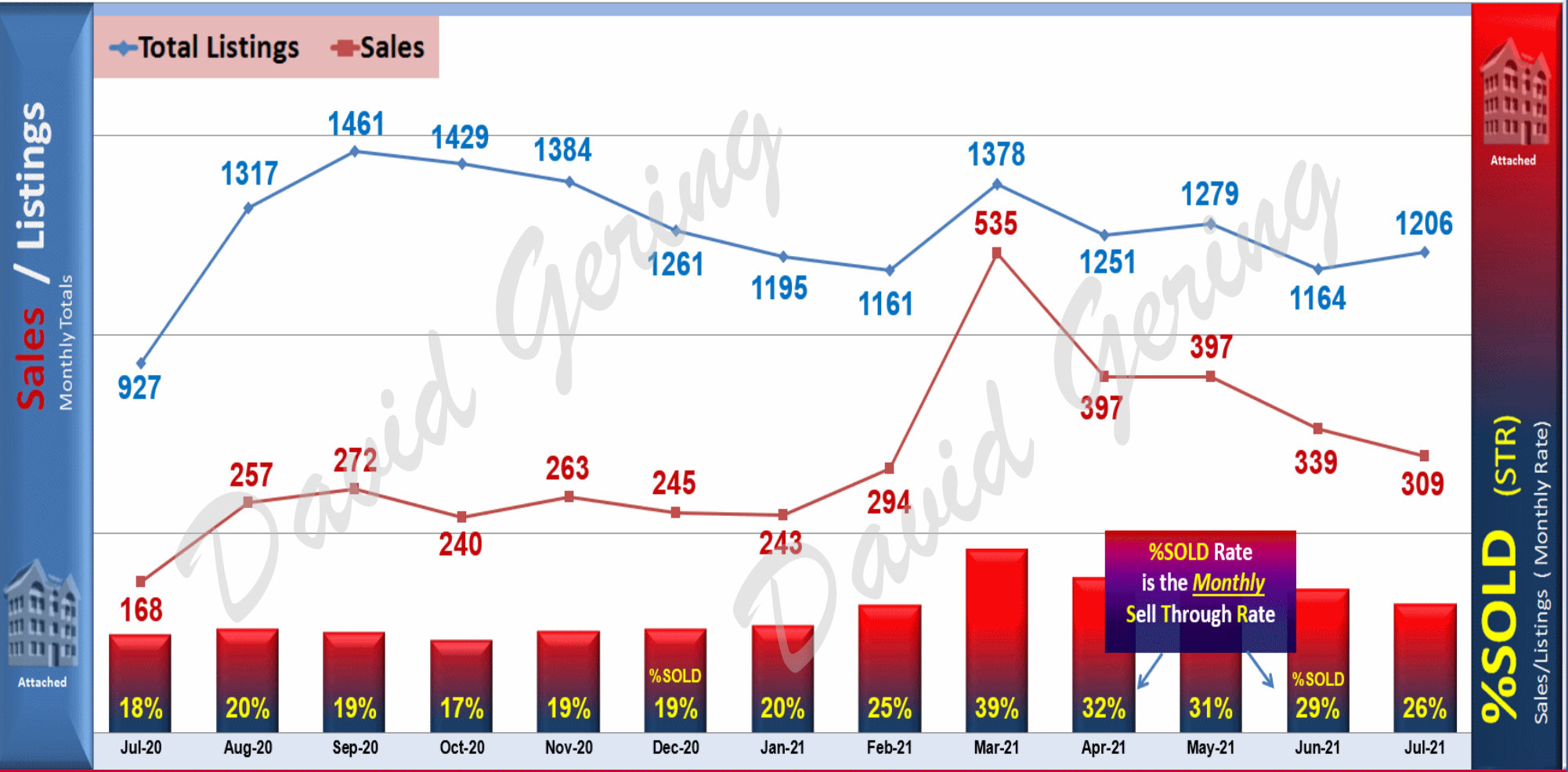
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Market Analysis and Forecasting Aug 1/21 Burnaby

Attached Townhomes/ Condos Burnaby Total Listings, Sales, and %SOLD rates



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Attached

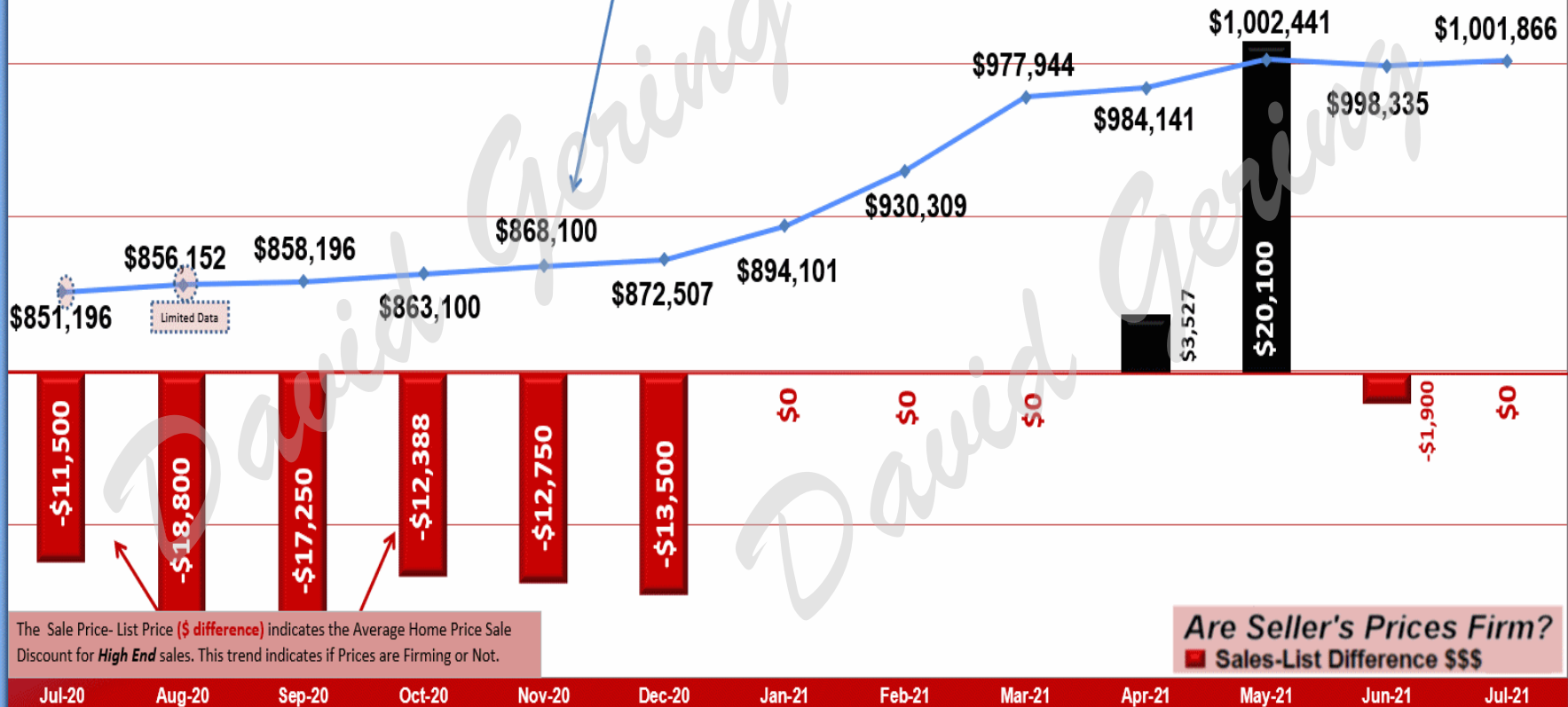
Burnaby **Townhouse** Home Price Index **HPIp (Top 50%)**, Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

## Are Home Prices Up?

Home Price Index **HPIp (Top 50%)**

The Home Price Index **HPIp** is our MOST Accurate Indication of Price Changes and is based on the **Top 50%** of the homes.

(Note: Each Sale is *paired* to it's previous sale after 2005 to determine its exact price change.)



The Sale Price- List Price (\$ difference) indicates the Average Home Price Sale Discount for **High End** sales. This trend indicates if Prices are Firming or Not.

Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$

Home Price Changes  
(Home Price Index Paired sales from 2005)



Townhouses



Townhouses



Sales Discount \$\$  
Sale Price - Original List Price ( \$ difference)

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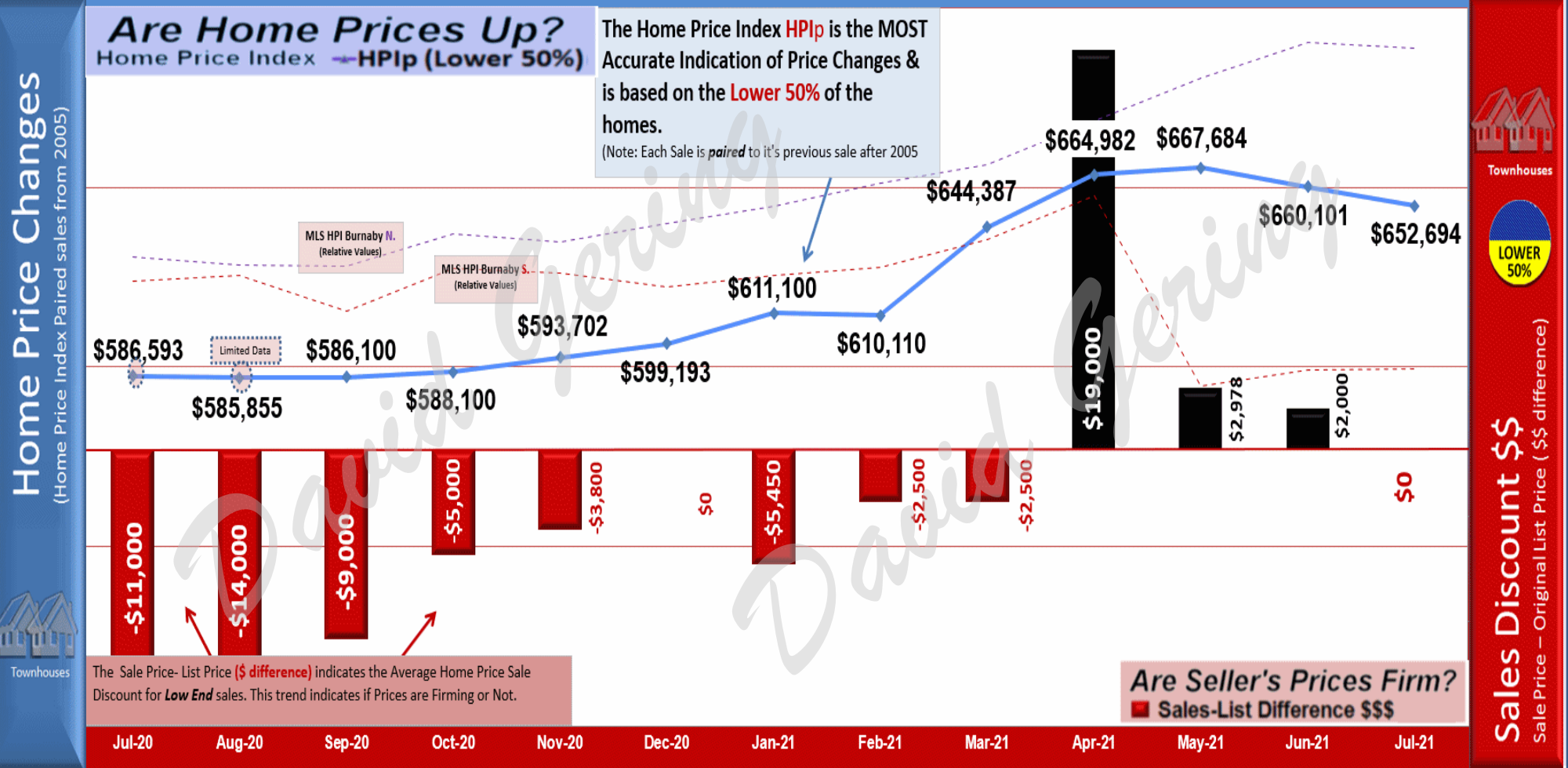
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Market Analysis and Forecasting Aug 1/21 Burnaby

Attached Burnaby Townhouse Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)



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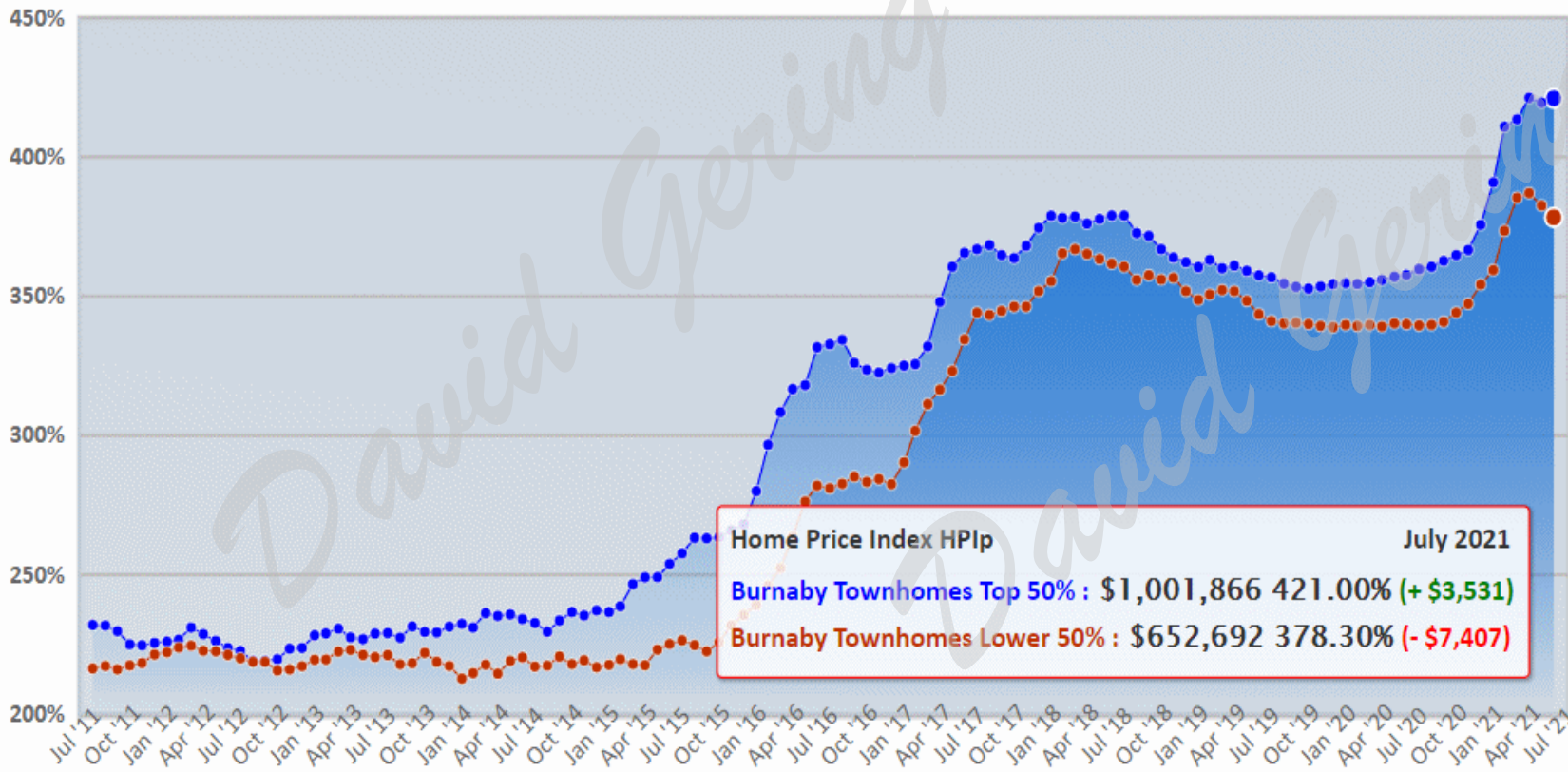
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## Market Analysis and Forecasting Aug 1/21 Burnaby

Powered by the Greater Vancouver Market Reports HPIp

Burnaby Townhomes Top 50% : **HPIp** Forecast+ Forecast-  
 Burnaby Townhomes Lower 50% : **HPIp** Forecast+ Forecast-



Date	Value
Jul 2021	% 421.00
Jun 2021	% 419.50
May 2021	% 421.20
Apr 2021	% 413.50
Mar 2021	% 410.90
Feb 2021	% 390.90
Jan 2021	% 375.70
Dec 2020	% 366.60
Nov 2020	% 364.80
Oct 2020	% 362.70
Sep 2020	% 360.60
Aug 2020	% 359.70

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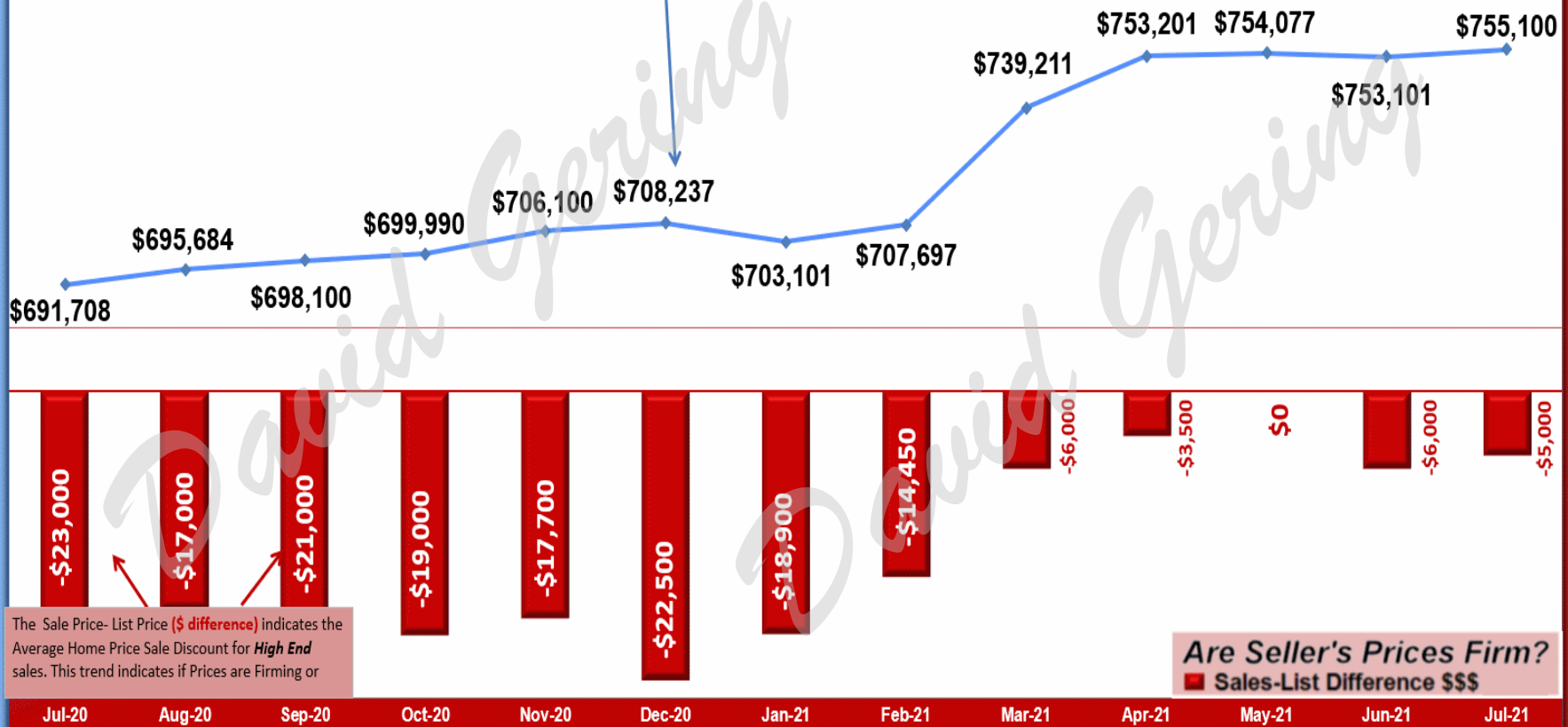
Burnaby Condos Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

## Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

The Home Price Index HPIp is our MOST Accurate Indication of Price Changes and is based on the Top 50% of the homes.

(Note: Each Sale is paired to it's previous sale after 2005 to determine its exact price)



Home Price Changes  
(Home Price Index Paired sales from 2005)



Condominiums

The Sale Price- List Price (\$ difference) indicates the Average Home Price Sale Discount for High End sales. This trend indicates if Prices are Firming or

Are Seller's Prices Firm?  
Sales-List Difference \$\$\$



Condominiums

TOP 50%

Sales Discount \$\$  
Sale Price - Original List Price (\$\$ difference)

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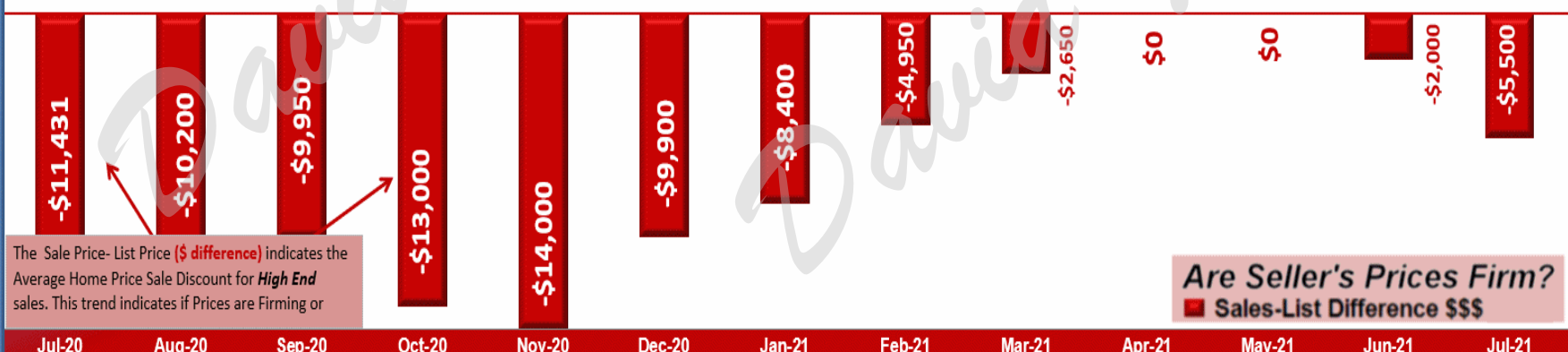
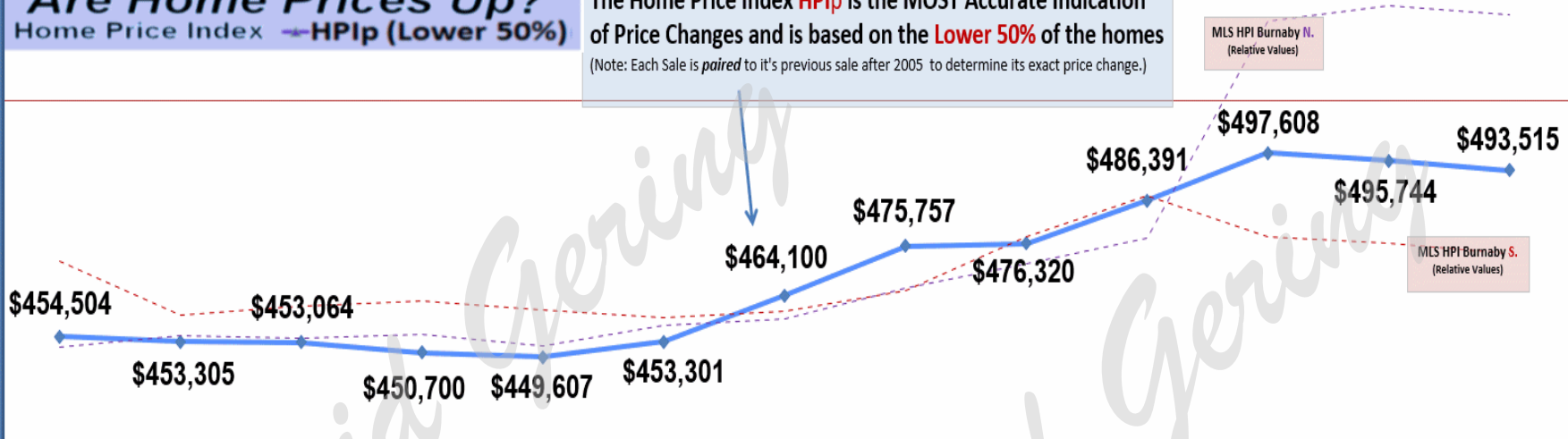
Attached

Burnaby **Condos** Home Price Index **HPIp (Lower 50%)**. Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

Home Price Changes  
(Home Price Index Paired sales from 2005)

## Are Home Prices Up? Home Price Index → HPIp (Lower 50%)

The Home Price Index **HPIp** is the MOST Accurate Indication of Price Changes and is based on the **Lower 50%** of the homes  
(Note: Each Sale is *paired* to it's previous sale after 2005 to determine its exact price change.)



The Sale Price- List Price (\$ difference) indicates the Average Home Price Sale Discount for **High End** sales. This trend indicates if Prices are Firming or

Are Seller's Prices Firm?  
Sales-List Difference \$\$\$



Condominiums

LOWER 50%

Sales Discount \$\$  
Sale Price - Original List Price (\$\$ difference)

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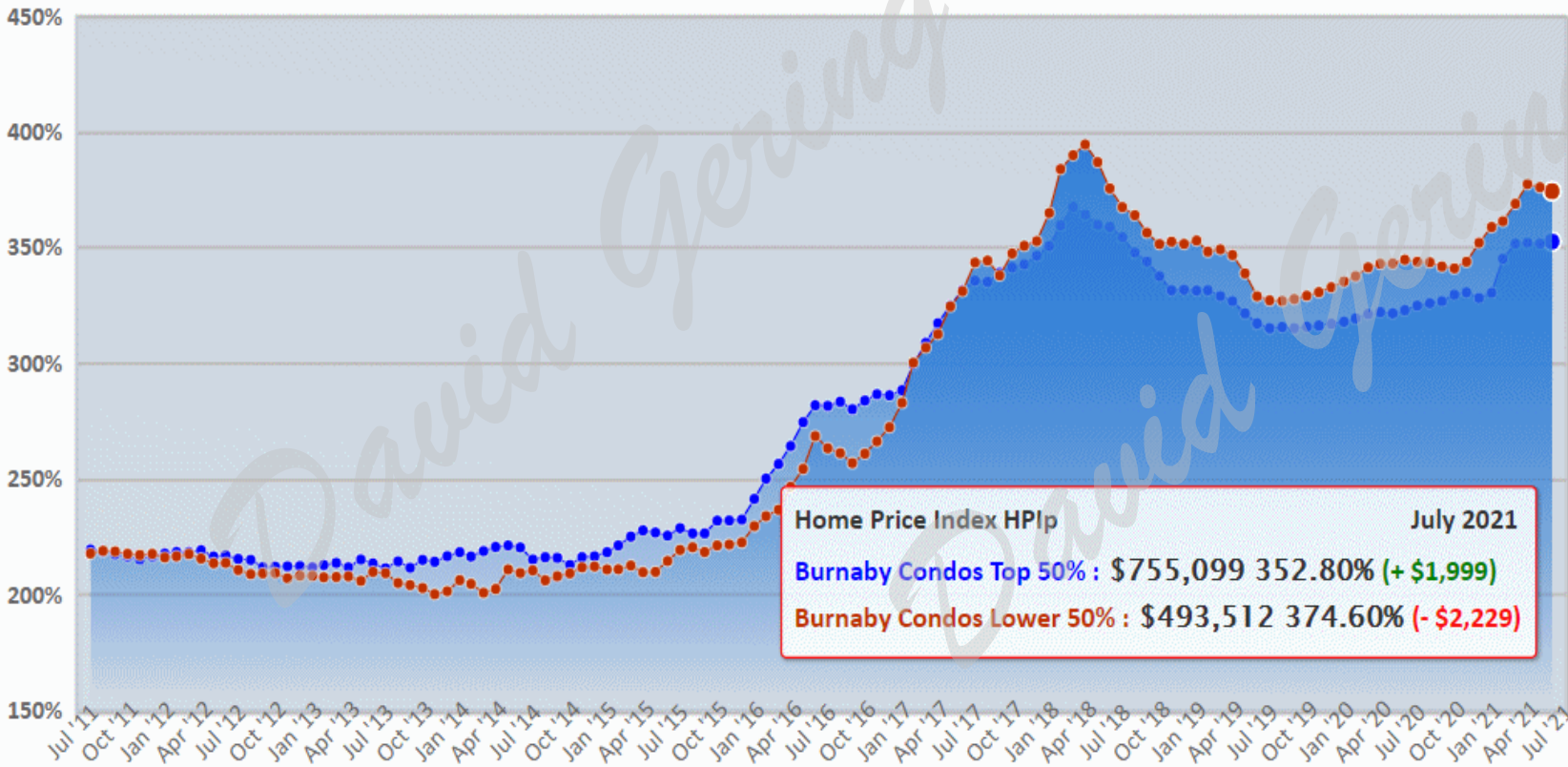
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**Market Analysis and Forecasting** Aug 1/21 **Burnaby**

Powered by the Greater Vancouver Market Reports HPIp

Burnaby Condos Top 50% : **HPIp** Forecast+ Forecast-  
 Burnaby Condos Lower 50% : **HPIp** Forecast+ Forecast-



**Home Price Index HPIp** July 2021  
 Burnaby Condos Top 50% : \$755,099 352.80% (+\$1,999)  
 Burnaby Condos Lower 50% : \$493,512 374.60% (-\$2,229)

Date	Value
Jul 2021	% 352.80
Jun 2021	% 351.90
May 2021	% 352.30
Apr 2021	% 351.90
Mar 2021	% 345.40
Feb 2021	% 330.70
Jan 2021	% 328.50
Dec 2020	% 330.90
Nov 2020	% 329.90
Oct 2020	% 327.10
Sep 2020	% 326.20
Aug 2020	% 325.10

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