



THE COLLECTIVE

REAL ESTATE TEAM



BURNABY MARKET REPORT

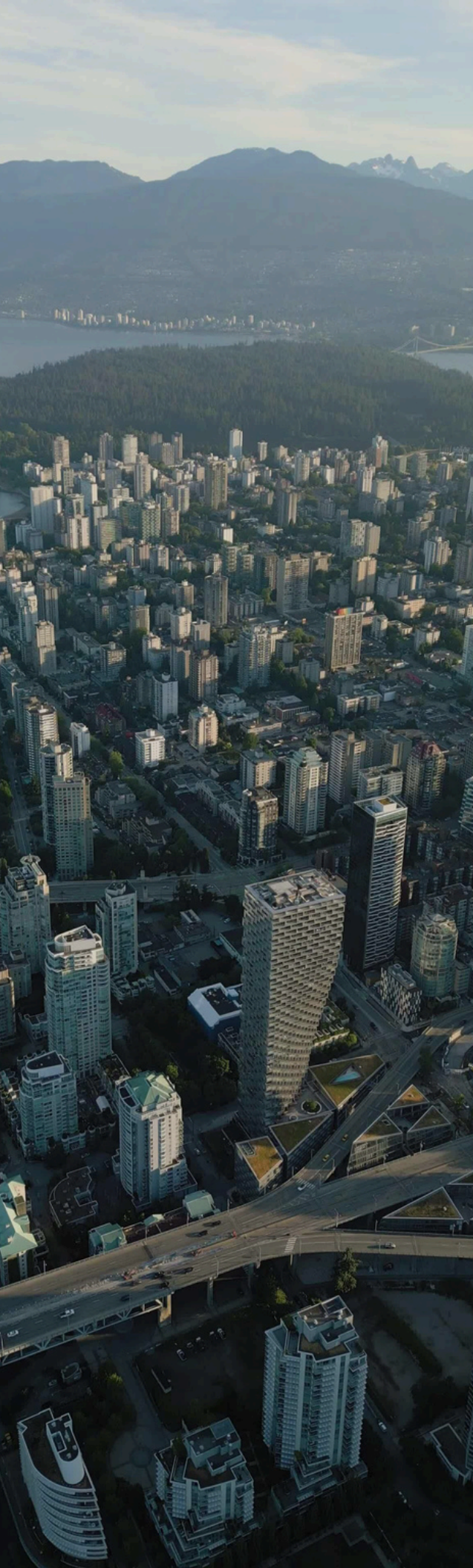


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WHY UNDERSTANDING The Real Estate Market Matters

Understanding the real estate market is crucial for anyone involved in buying, selling, or investing in property. The market fluctuates based on a variety of factors such as interest rates, supply and demand, economic trends, and local conditions. Having a solid grasp of these dynamics allows you to make informed decisions, whether you're navigating a competitive buyer's market or preparing to sell your property at its peak value. By staying updated on market trends, like those in Burnaby, you can better predict price movements, identify investment opportunities, and minimize risks, ensuring your real estate decisions align with current market conditions and future forecasts.



Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 100,000	0	0	NA
100,001 – 200,000	0	0	NA
200,001 – 300,000	0	0	NA
300,001 – 400,000	15	3	20%
400,001 – 500,000	71	13	18%
500,001 – 600,000	185	35	19%
600,001 – 700,000	216	46	21%
700,001 – 800,000	188	48	26%
800,001 – 900,000	207	30	14%
900,001 – 1,000,000	146	10	7%
1,000,001 – 1,250,000	149	18	12%
1,250,001 – 1,500,000	55	7	13%
1,500,001 – 1,750,000	26	1	4%
1,750,001 – 2,000,000	5	1	20%
2,000,001 – 2,250,000	1	0	NA
2,250,001 – 2,500,000	1	0	NA
2,500,001 – 2,750,000	1	0	NA
2,750,001 – 3,000,000	2	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	0	0	NA
4,000,001 & Greater	0	0	NA
TOTAL*	1268	212	17%

0 to 1 Bedroom	319	54	17%
2 Bedrooms	722	114	16%
3 Bedrooms	205	36	18%
4 Bedrooms & Greater	22	8	36%
TOTAL*	1268	212	17%

SnapStats®	September	October	Variance
Inventory	1310	1268	-3%
Solds	204	212	4%
Sale Price	\$720,750	\$720,000	0%
Sale Price SQFT	\$856	\$823	-4%
Sale to List Price Ratio	98%	99%	1%
Days on Market	30	22	-27%

*Sales Ratio suggests market type and speed (ie Balanced 12-20%) Refer to YTD reports for sustained periods. If >100% MI St® data reported previous month's sales exceeded current inventory count.

Community CONDOS & TOWNHOMES

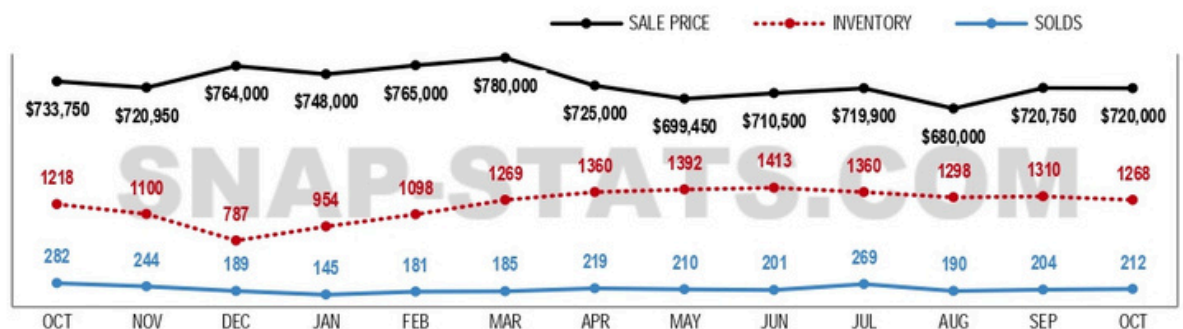
SnapStats®	Inventory	Sales	Sales Ratio
Biq Bend	2	3	150%*
Brentwood Park	343	48	14%
Buckingham Heights	0	0	NA
Burnaby Hospital	5	4	80%
Burnaby Lake	4	2	50%
Cariboo	16	3	19%
Capitol Hill	15	2	13%
Central	7	3	43%
Central Park	19	3	16%
Deer Lake	0	0	NA
Deer Lake Place	0	0	NA
East Burnaby	6	2	33%
Edmonds	120	16	13%
Forest Glen	39	6	15%
Forest Hills	11	1	9%
Garden Village	0	0	NA
Government Road	21	12	57%
Greentree Village	3	1	33%
Highgate	58	16	28%
Metrotown	357	43	12%
Montecito	9	3	33%
Oakdale	0	0	NA
Oaklands	6	3	50%
Parkcrest	0	0	NA
Simon Fraser Hills	6	3	50%
Simon Fraser University SFU	88	10	11%
South Slope	48	7	15%
Sperling-Duthie	2	0	NA
Sullivan Heights	58	13	22%
Suncrest	0	0	NA
The Crest	7	3	43%
Upper Deer Lake	1	1	100%
Vancouver Heights	7	2	29%
Westridge	3	0	NA
Willingdon Heights	7	2	29%
TOTAL*	1268	212	17%

Market Summary

- Market Type Indicator **BURNABY ATTACHED**: Balanced Market at 17% Sales Ratio average (1.7 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$700,000 to \$800,000 with average 26% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.5 mil to \$1.75 mil, Capitol Hill, Edmonds, Forest Hills, Metrotown, SFU and up to 3 bedrooms
- Sellers Best Bet** Selling homes in Government Road, Montecito and minimum 4 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



Compliments of...

Erin Price Emery
Oakwyn Realty
604 767 7725

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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 700,000	0	0	NA
700,001 - 800,000	0	0	NA
800,001 - 900,000	0	0	NA
900,001 - 1,000,000	0	1	NA*
1,000,001 - 1,250,000	1	2	200%*
1,250,001 - 1,500,000	9	4	44%
1,500,001 - 1,750,000	39	11	28%
1,750,001 - 2,000,000	85	16	19%
2,000,001 - 2,250,000	56	5	9%
2,250,001 - 2,500,000	51	9	18%
2,500,001 - 2,750,000	35	1	3%
2,750,001 - 3,000,000	46	0	NA
3,000,001 - 3,500,000	46	3	7%
3,500,001 - 4,000,000	38	0	NA
4,000,001 - 4,500,000	13	0	NA
4,500,001 - 5,000,000	16	0	NA
5,000,001 - 5,500,000	7	1	14%
5,500,001 - 6,000,000	7	0	NA
6,000,001 - 6,500,000	1	0	NA
6,500,001 - 7,000,000	3	0	NA
7,000,001 & Greater	4	0	NA
TOTAL*	457	53	12%

2 Bedrooms & Less	7	3	43%
3 to 4 Bedrooms	146	18	12%
5 to 6 Bedrooms	192	23	12%
7 Bedrooms & More	112	9	8%
TOTAL*	457	53	12%

SnapStats®	September	October	Variance
Inventory	472	457	-3%
Solds	48	53	10%
Sale Price	\$1,987,500	\$1,878,000	-6%
Sale Price SQFT	\$708	\$688	-3%
Sale to List Price Ratio	93%	98%	5%
Days on Market	29	31	7%

*Sales Ratio suggests market type and speed (ie Balanced 12-20%) Refer to YTD reports for sustained periods. If >100% MI St® data reported previous month's sales exceeded current inventory count.

Community DETACHED HOUSES

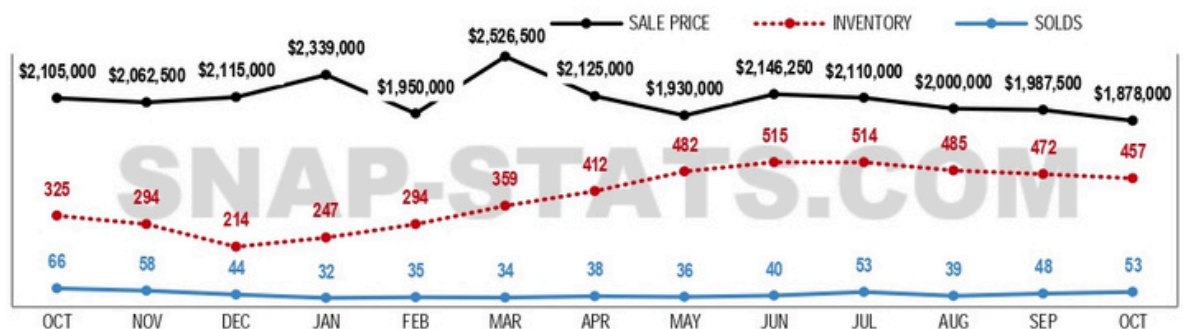
SnapStats®	Inventory	Sales	Sales Ratio
Biq Bend	5	1	20%
Brentwood Park	27	0	NA
Buckingham Heights	9	0	NA
Burnaby Hospital	14	0	NA
Burnaby Lake	18	0	NA
Cariboo	0	0	NA
Capitol Hill	30	3	10%
Central	6	3	50%
Central Park	16	0	NA
Deer Lake	6	1	17%
Deer Lake Place	10	1	10%
East Burnaby	19	2	11%
Edmonds	13	2	15%
Forest Glen	16	1	6%
Forest Hills	3	0	NA
Garden Village	8	0	NA
Government Road	28	1	4%
Greentree Village	4	0	NA
Highgate	13	2	15%
Metrotown	12	3	25%
Montecito	13	2	15%
Oakdale	3	1	33%
Oaklands	0	0	NA
Parkcrest	36	6	17%
Simon Fraser Hills	0	0	NA
Simon Fraser University SFU	9	2	22%
South Slope	41	5	12%
Sperling-Duthie	14	1	7%
Sullivan Heights	2	0	NA
Suncrest	2	0	NA
The Crest	16	4	25%
Upper Deer Lake	16	1	6%
Vancouver Heights	18	3	17%
Westridge	9	2	22%
Willington Heights	21	6	29%
TOTAL*	457	53	12%

Market Summary

- Market Type Indicator **BURNABY DETACHED**: Balanced Market at 12% Sales Ratio average (1.2 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$1.25 mil to \$1.5 mil with average 44% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.5 mil to \$2.75 mil, Forest Glen, Government Road, Sperling-Duthie and Upper Deer Lake
- Sellers Best Bet** Selling homes in Metrotown, The Crest, Willington Heights and 3 to 6 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Burnaby South

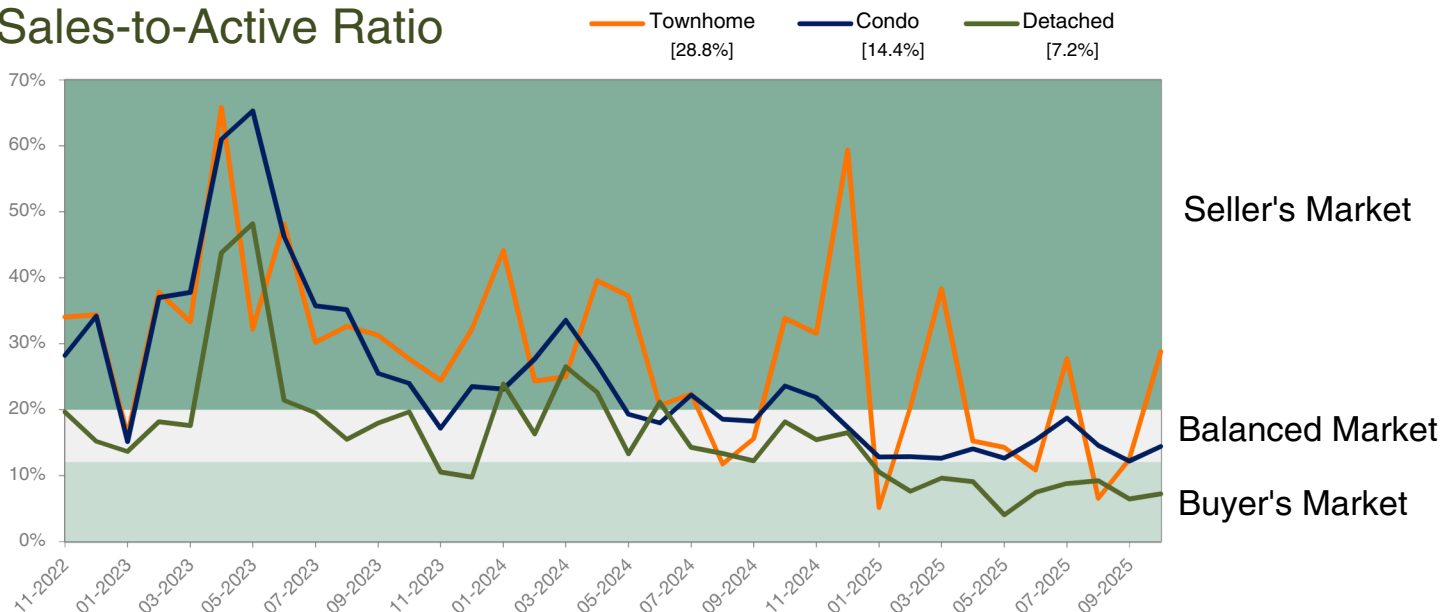
October 2025

Detached Properties	October			September		
Activity Snapshot	2025	2024	One-Year Change	2025	2024	One-Year Change
Total Active Listings	207	154	+ 34.4%	217	155	+ 40.0%
Sales	15	28	- 46.4%	14	19	- 26.3%
Days on Market Average	51	30	+ 70.0%	44	31	+ 41.9%
MLS® HPI Benchmark Price	\$2,115,400	\$2,241,800	- 5.6%	\$2,143,800	\$2,154,400	- 0.5%

Condos	October			September		
Activity Snapshot	2025	2024	One-Year Change	2025	2024	One-Year Change
Total Active Listings	485	453	+ 7.1%	516	455	+ 13.4%
Sales	70	107	- 34.6%	63	83	- 24.1%
Days on Market Average	39	28	+ 39.3%	50	28	+ 78.6%
MLS® HPI Benchmark Price	\$792,500	\$833,500	- 4.9%	\$801,400	\$831,800	- 3.7%

Townhomes	October			September		
Activity Snapshot	2025	2024	One-Year Change	2025	2024	One-Year Change
Total Active Listings	66	65	+ 1.5%	80	77	+ 3.9%
Sales	19	22	- 13.6%	10	12	- 16.7%
Days on Market Average	58	22	+ 163.6%	33	22	+ 50.0%
MLS® HPI Benchmark Price	\$1,045,500	\$1,035,000	+ 1.0%	\$1,044,700	\$1,021,600	+ 2.3%

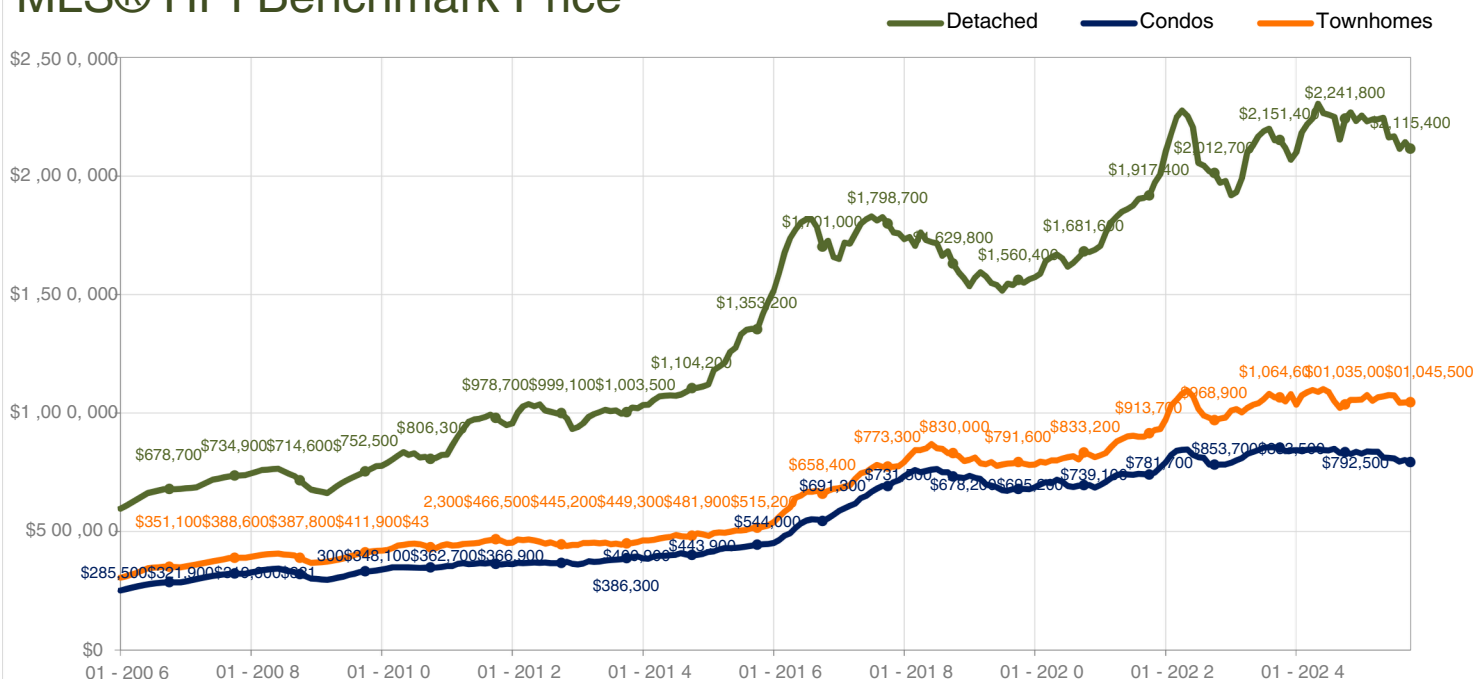
Sales-to-Active Ratio



Burnaby South

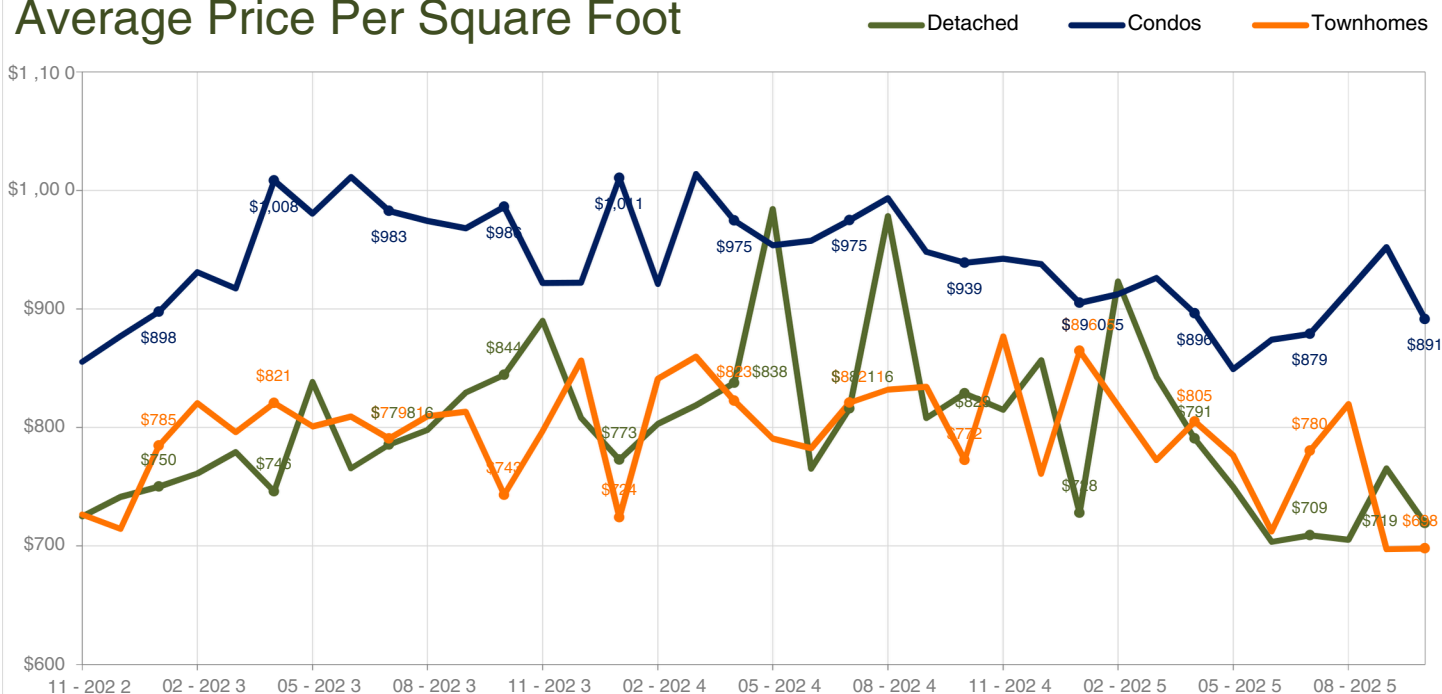
October 2025

MLS® HPI Benchmark Price



Note: \$0 means that there is no sales activity, not \$0 as an MLS® HPI Benchmark Price.

Average Price Per Square Foot



Note: \$0 means that there is no sales activity, not \$0 as an Average Price Per Square Foot.



Burnaby East

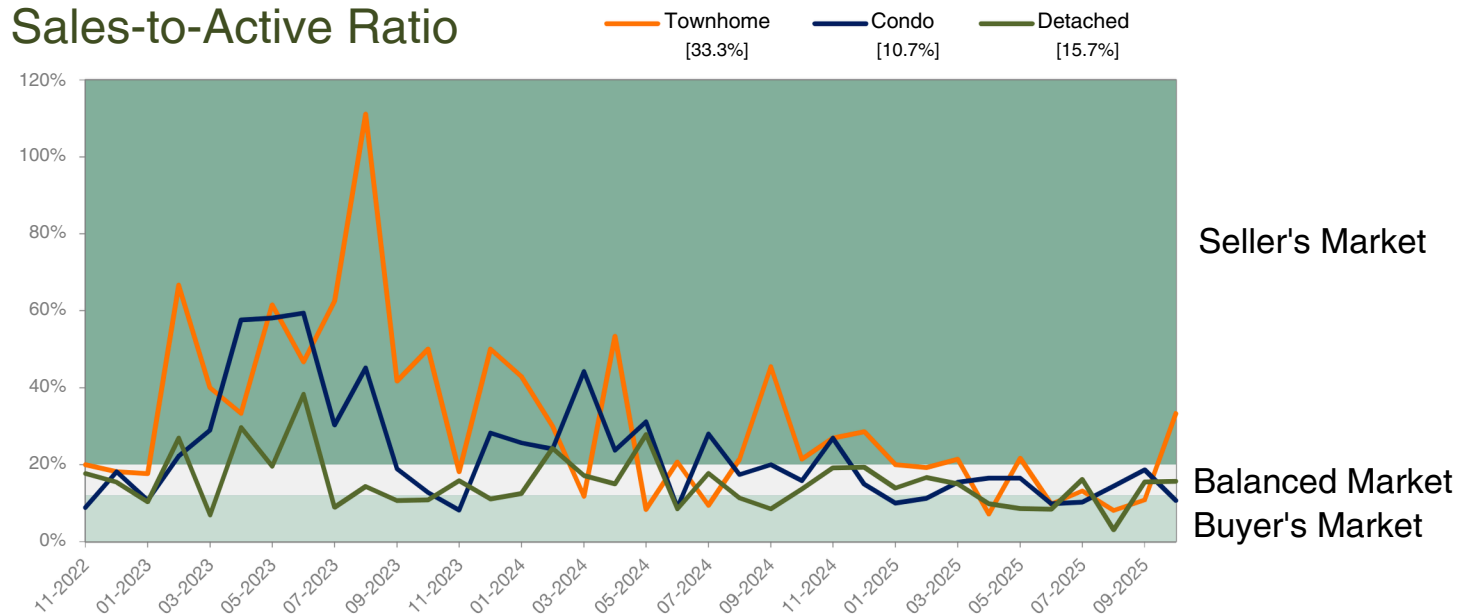
October 2025

Detached Properties	October			September		
Activity Snapshot	2025	2024	One-Year Change	2025	2024	One-Year Change
Total Active Listings	51	44	+ 15.9%	58	47	+ 23.4%
Sales	8	6	+ 33.3%	9	4	+ 125.0%
Days on Market Average	50	25	+ 100.0%	44	32	+ 37.5%
MLS® HPI Benchmark Price	\$1,809,400	\$1,995,600	- 9.3%	\$1,877,400	\$1,982,200	- 5.3%

Condos	October			September		
Activity Snapshot	2025	2024	One-Year Change	2025	2024	One-Year Change
Total Active Listings	103	76	+ 35.5%	102	75	+ 36.0%
Sales	11	12	- 8.3%	19	15	+ 26.7%
Days on Market Average	54	26	+ 107.7%	51	43	+ 18.6%
MLS® HPI Benchmark Price	\$753,000	\$787,200	- 4.3%	\$750,800	\$786,800	- 4.6%

Townhomes	October			September		
Activity Snapshot	2025	2024	One-Year Change	2025	2024	One-Year Change
Total Active Listings	30	28	+ 7.1%	37	22	+ 68.2%
Sales	10	6	+ 66.7%	4	10	- 60.0%
Days on Market Average	39	62	- 37.1%	31	32	- 3.1%
MLS® HPI Benchmark Price	\$870,200	\$897,100	- 3.0%	\$898,700	\$898,800	- 0.0%

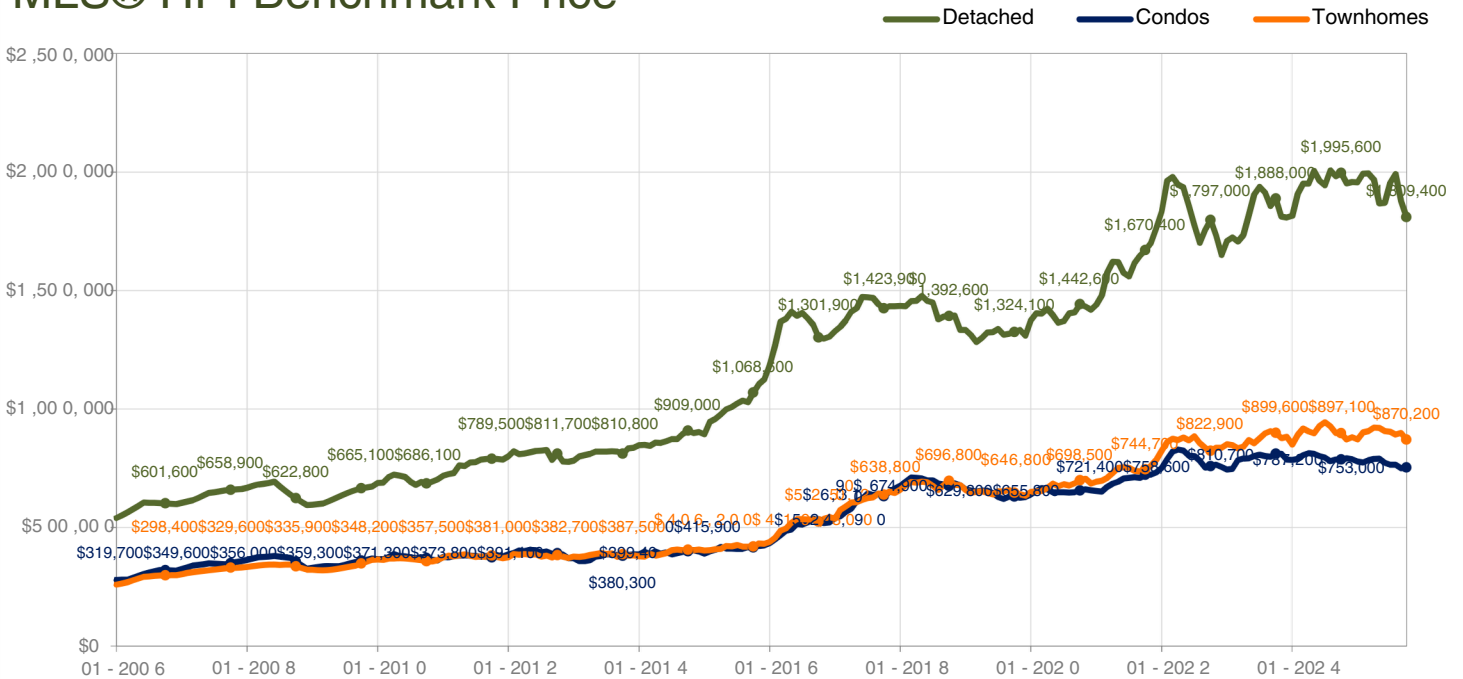
Sales-to-Active Ratio



Burnaby East

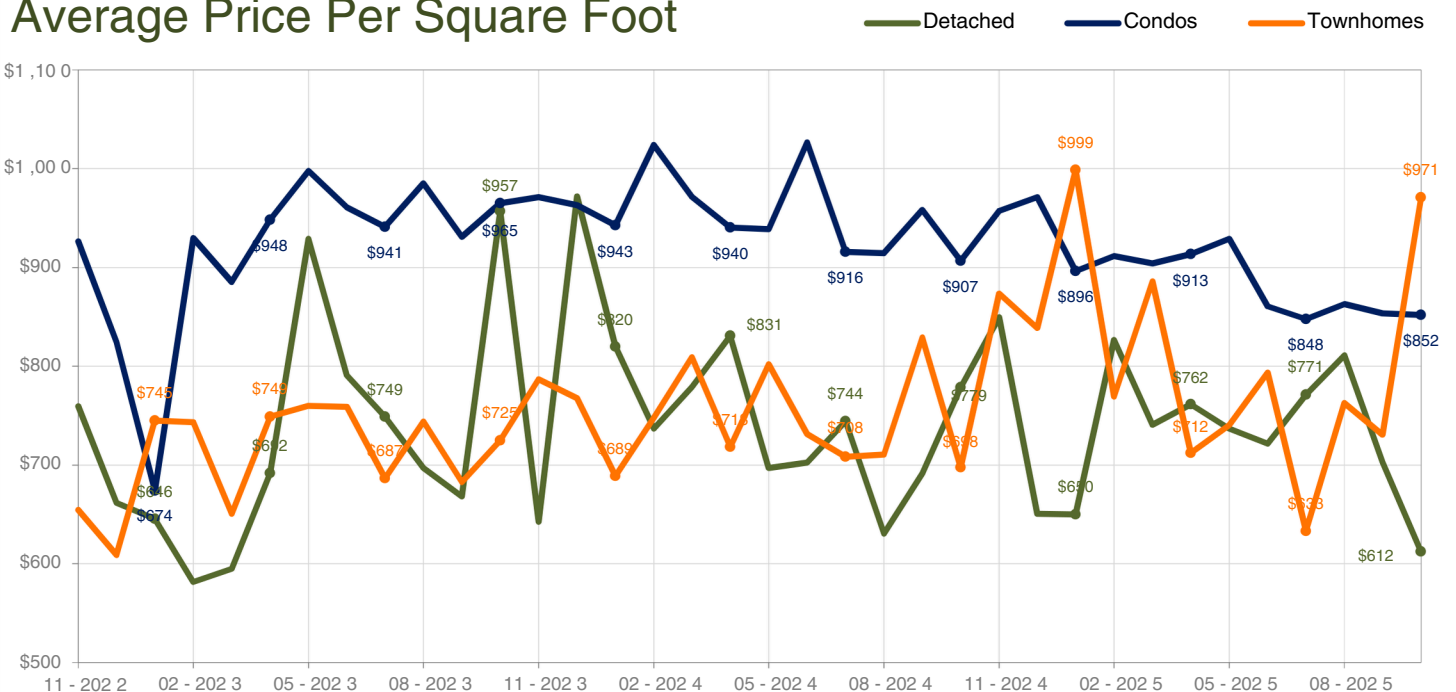
October 2025

MLS® HPI Benchmark Price



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Average Price Per Square Foot



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Burnaby North

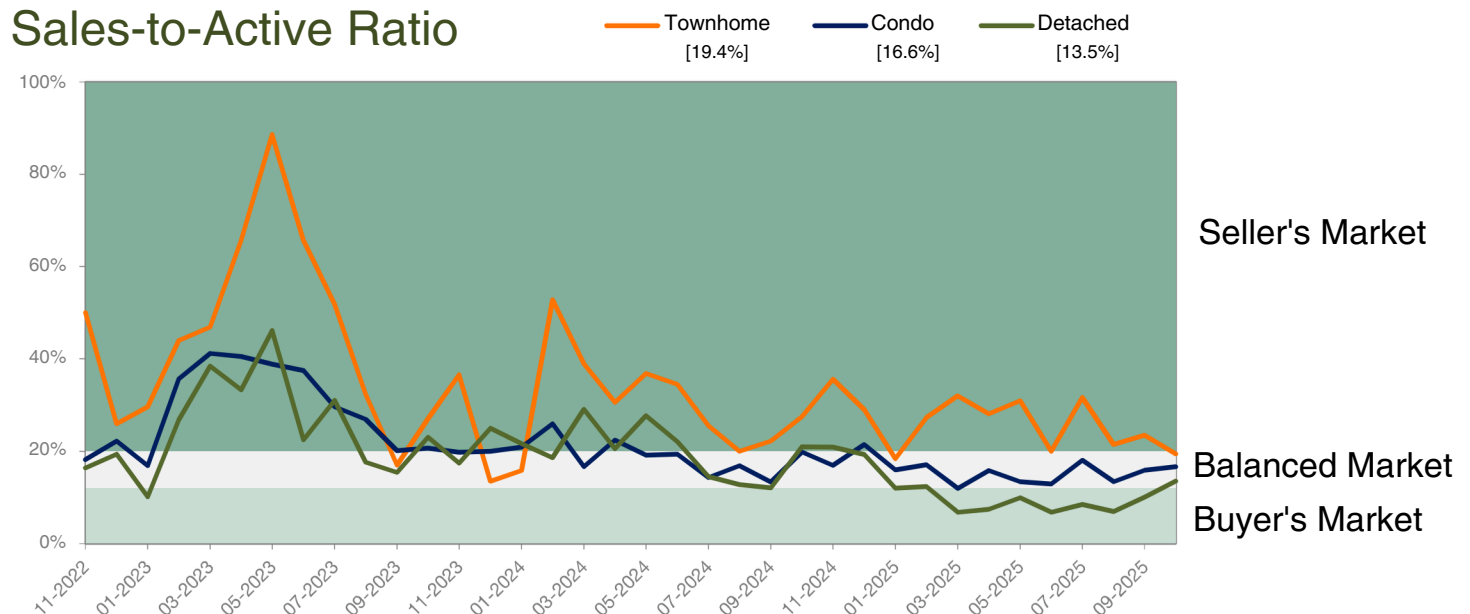
October 2025

Detached Properties	October			September		
Activity Snapshot	2025	2024	One-Year Change	2025	2024	One-Year Change
Total Active Listings	237	148	+ 60.1%	249	166	+ 50.0%
Sales	32	31	+ 3.2%	25	20	+ 25.0%
Days on Market Average	38	34	+ 11.8%	48	20	+ 140.0%
MLS® HPI Benchmark Price	\$1,981,900	\$2,130,700	- 7.0%	\$2,032,800	\$2,133,300	- 4.7%

Condos	October			September		
Activity Snapshot	2025	2024	One-Year Change	2025	2024	One-Year Change
Total Active Listings	535	610	- 12.3%	584	647	- 9.7%
Sales	89	121	- 26.4%	93	86	+ 8.1%
Days on Market Average	29	32	- 9.4%	48	34	+ 41.2%
MLS® HPI Benchmark Price	\$707,900	\$745,000	- 5.0%	\$715,400	\$742,900	- 3.7%

Townhomes	October			September		
Activity Snapshot	2025	2024	One-Year Change	2025	2024	One-Year Change
Total Active Listings	67	51	+ 31.4%	64	54	+ 18.5%
Sales	13	14	- 7.1%	15	12	+ 25.0%
Days on Market Average	9	38	- 76.3%	34	16	+ 112.5%
MLS® HPI Benchmark Price	\$912,300	\$941,200	- 3.1%	\$923,500	\$950,700	- 2.9%

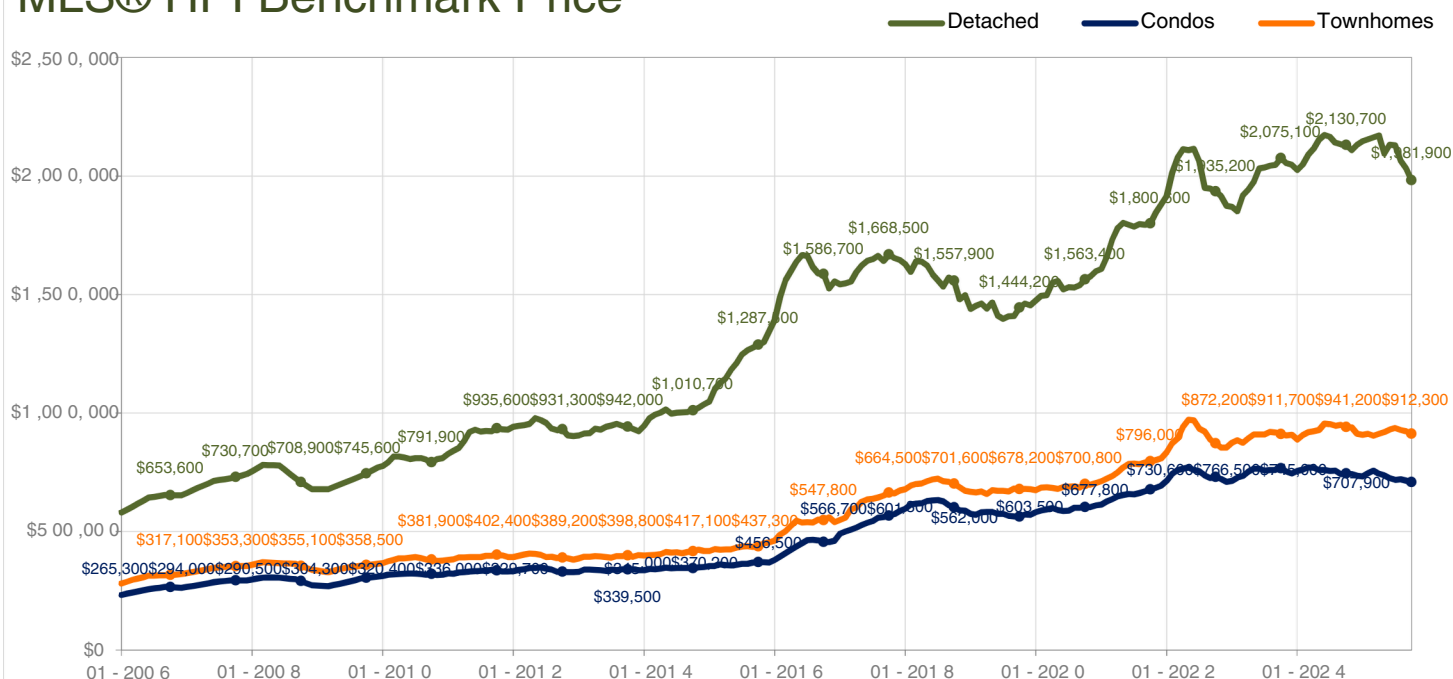
Sales-to-Active Ratio



Burnaby North

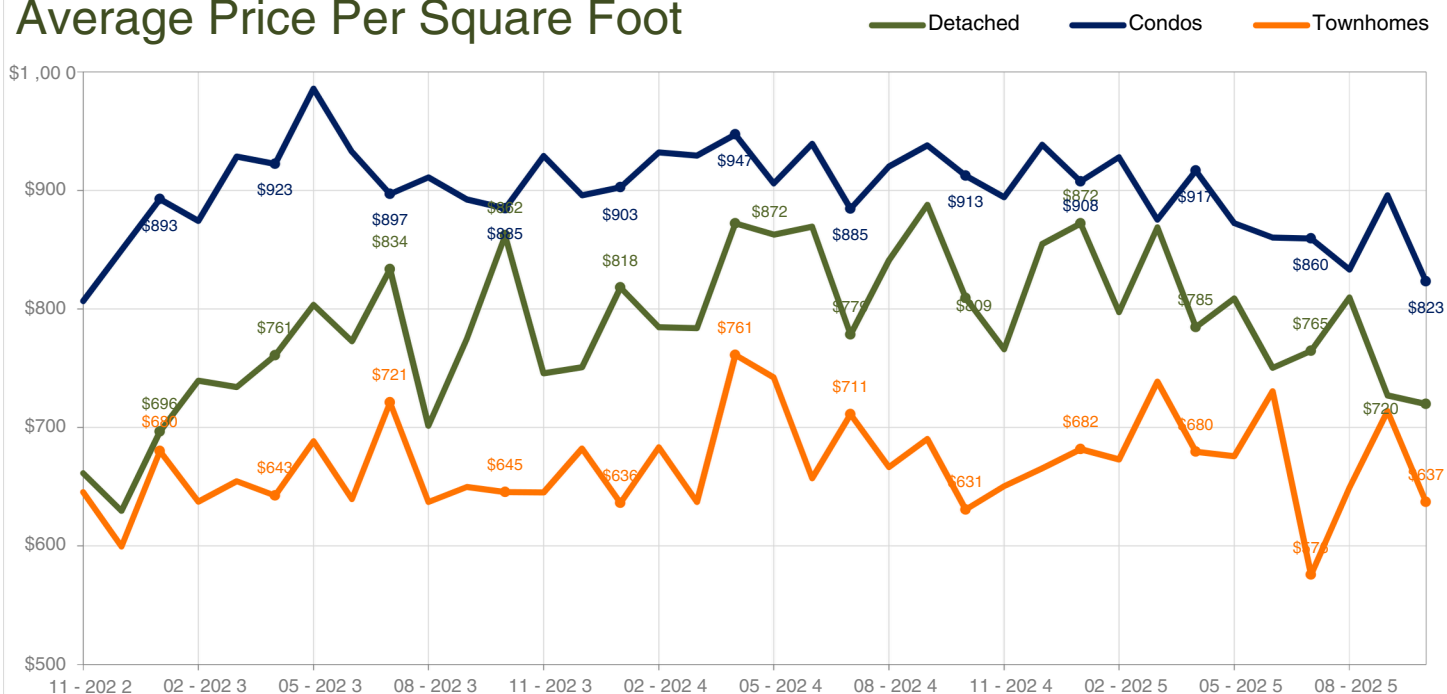
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MLS® HPI Benchmark Price



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Average Price Per Square Foot



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MEET ERIN PRICE EMERY



My Highlights

- Top 1% agent at Oakwyn Realty
- Top 10% agent of the Real Estate Board of Greater Vancouver
- Over 15 years of Real Estate experience
- Ranked top 100 BC Real Estate Agents On Social Media
- Medallion Club member
- Member of Real Estate Board of Greater Vancouver REALTORS®
- Member of British Columbia Real Estate Association
- Member of The Canadian Real Estate Association
- Blockwatch Captain
- Long-term Strata Council member
- Community Volunteer

Erin Price Emery, Founder of The Collective Real Estate Team, is more than just a real estate agent—she's a visionary leader with over a decade of experience. Known for her business acumen, negotiation expertise, and personalized approach, Erin is dedicated to putting her clients' needs first. With a foundation built on transparency, honesty, and a relentless work ethic, she ensures every real estate journey is seamless and successful.

Buying with Erin

As a dedicated real estate professional, I am deeply passionate about helping clients navigate the complex process of buying a home. Whether you are a first-time homebuyer or a seasoned investor, I provide the utmost care and precise guidance tailored to your unique needs. Known for my trustworthiness, accountability, and attention to detail, I manage all aspects of the home-buying process efficiently, making it as seamless and stress-free as possible. Clients appreciate my helpful nature and commitment to their satisfaction, knowing they can count on me to support their interests and help them achieve their real estate goals.



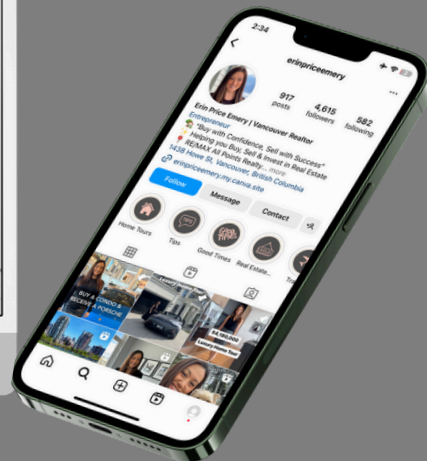
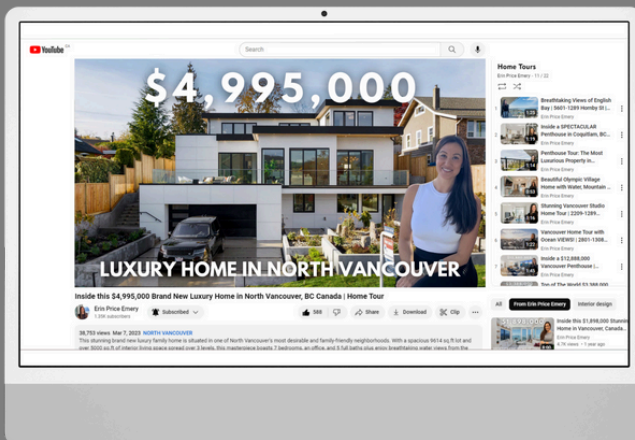


Selling with Erin

Erin's track record speaks for itself. Having sold over \$50 million in real estate through strategic social media marketing in just under two years alone, she is recognized as a true game-changer in the industry. Her innovative approach to digital marketing and her dedication to showcasing properties through high-quality video content have set her apart as the go-to realtor for those looking to buy or sell luxury homes in Vancouver. Whether it's a multi-million-dollar penthouse or a family home in one of Vancouver's top neighborhoods, Erin knows how to get results.

Presales & New Development

Erin Price Emery is highly experienced in presales across the Lower Mainland, bringing unparalleled expertise and connections to the table. Having built strong relationships with some of the region's top developers, Erin ensures her clients receive exclusive access, priority opportunities, and special treatment in highly sought-after developments. As a trusted real estate agent to her investor clients, Erin goes above and beyond, offering her personal attention and years of experience to ensure their goals are met. With her in-depth knowledge of the presale process from start to finish, Erin expertly guides her clients every step of the way, making what can be a complex journey feel seamless and stress-free.



5 WORST MISTAKES TO AVOID BEFORE APPLYING FOR A MORTGAGE

Worst Mistakes to Avoid Before Applying for a Mortgage Buying a home is one of the biggest financial decisions you'll ever make — and getting approved for a mortgage is a critical part of that journey. But even if you have great income and savings, a few missteps before applying can cost you your approval.

1. Racking Up New Debt

New car? Designer furniture on credit? Big mistake. New debt increases your debt-to-income ratio — and that's a red flag for your approval.

2. Switching Jobs or Becoming Self-Employed

Unless it's your dream job, hold off. Lenders want income stability. Changing jobs or becoming self-employed mid-process can delay or deny your approval.



Tracy
Le



Julie
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3. Closing Old Credit Cards

Even if you don't use them, keep those cards open. Closing accounts can hurt your credit utilization and reduce your credit score.

4. Making Large Bank Deposits Without a Paper Trail

Gifted down payment from mom? Amazing — but document it. Unexplained large deposits = major lender red flags.

5. Skipping the Pre-Approval

House hunting without a pre-approval is like shopping without knowing your budget. You'll waste time, miss out on opportunities — or worse, fall in love with a home you can't afford.

Your mortgage approval isn't just about your income or savings — it's about consistency, preparation, and smart financial moves. Avoid these common mistakes, and you'll be one step closer to getting that "Approved" stamp on your dream home.

JULIE TRAN

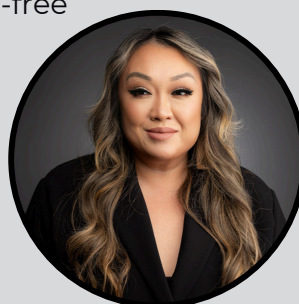
Leveraging her mortgage-planning expertise, Julie has helped hundreds of clients realize their goals of home-ownership, funding over \$700 million in real estate financing. Having spent more than a decade working as a mortgage specialist at one of Canada's leading banks, Julie has accumulated extensive experience in the financial industry. Julie specializes in multi-family residential mortgages, addressing the growing demand within the real estate sector for more multi-family housing solutions. With a deep understanding of the missing middle housing crisis, she is committed to making a significant impact by facilitating the development of affordable housing options. This combination of experience, passion and vision led her to create The West Mortgage Group to best serve her clients and the industry with class and integrity.



Mortgage Broker
West Mortgage Group
778-241-8191
· julie@westmortgagegroup.com

TIANNA TRAN

With over a decade of experience in client relations, Tianna has built a strong reputation for reliability, exceptional service, and a dedication to exceeding client expectations. Transitioning from a successful career as a makeup artist, she brings the same passion and attention to detail to her new role in real estate. Known for her trustworthiness and keen eye for detail, Tianna works diligently to help individuals and families find the perfect home, always keeping their unique needs and lifestyle in mind. Whether helping a first-time homebuyer, navigating the complexities of the market, or ensuring a smooth selling process, Tianna is committed to providing a high level of service and making the real estate experience as stress-free and enjoyable as possible. Her goal is to guide clients through every step with professionalism, compassion, and a focus on achieving the best possible outcome.



TIANNA TRAN

Real Estate Agent
778-242-8726
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thecollectivevancouver.com



OAKWYN REALTY

TIA HAUGHIAN

Tia is a dedicated real estate professional with deep roots in Vancouver, providing her with an insider's perspective on the local market and community. With a Bachelor's degree in Business Administration, she brings a strong foundation in marketing, business strategy, and the financial aspects of real estate, helping clients make informed, smart decisions. Passionate about real estate, Tia goes above and beyond to ensure every transaction is smooth, stress-free, and tailored to her clients' needs. Her fresh perspective, enthusiasm, and commitment to staying ahead of trends set her apart, offering a modern approach to real estate. When not working, Tia enjoys traveling, cheering on the Canucks, and exploring new foods. With her friendly personality and dedication, Tia is excited to help you on your real estate journey and make your next move a success.



TIA HAUGHIAN

Real Estate Agent

604-318-6282

connect@tiasellshomes.com



OAKWYN REALTY

TRACY LE

With over 15 years of experience in the mortgage industry, Tracy is committed to helping individuals and families turn their homeownership dreams into reality. As a Senior Mortgage Advisor at Onward Lending Group, she specializes in crafting personalized mortgage solutions that cater to a wide range of clients, from first-time buyers navigating the complexities of purchasing their first home to seasoned homeowners looking to refinance, and investors seeking to expand their real estate portfolios. Tracy's approach is built on professionalism, transparency, and a deep sense of care. She takes the time to thoroughly understand her clients' unique financial situations and long-term goals, ensuring that every mortgage solution is tailored to their specific needs.



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THE COLLECTIVE REAL ESTATE TEAM



At The Collective Real Estate Team, we are more than just a group of real estate professionals – we are a passionate, driven, and dynamic team dedicated to helping clients achieve their real estate goals.

We bring together years of combined expertise in the local market, specializing in everything from Luxury Properties to Presales. Our team is built on a foundation of collaboration, innovation, and a shared commitment to excellence.

We understand that buying or selling a home is one of the most significant decisions in life, and we are here to make that journey seamless, successful, and even enjoyable. At The Collective Real Estate Team, we believe in making real estate personal. We pride ourselves on our ability to connect with clients on a deeper level, offering tailored advice and solutions that fit their unique circumstances. With a reputation for professionalism, passion, and success, we're here to guide you through every step of your real estate journey. When you work with us, you're not just hiring a team – you're gaining trusted partners committed to your success. Let's make your real estate dreams a reality, together.

FOLLOW ME ON SOCIAL MEDIA

Real Estate Tips, News, Home Tours and Fun!

@erinpriceemery

✉ erin@priceemery.com

WELL-ESTABLISHED SOCIAL MEDIA
PRESENCE ON INSTAGRAM, TIKTOK,
FACEBOOK & YOUTUBE

Top 100 British Columbia Real Estate Agents On Social Media

FEBRUARY 6, 2023

Official Rank of British Columbia's Top Agents on Social Media

PropertySpark does not accept payments or incentives for being on our top lists. Our researchers go through thousands of agents by searching hashtags, review sites, social media profiles and real estate portals. Then we rank agents based on our proprietary algorithm that takes into consideration multiple variables as seen below:

Instagram Followers
Instagram Average
Per Post Engagement

