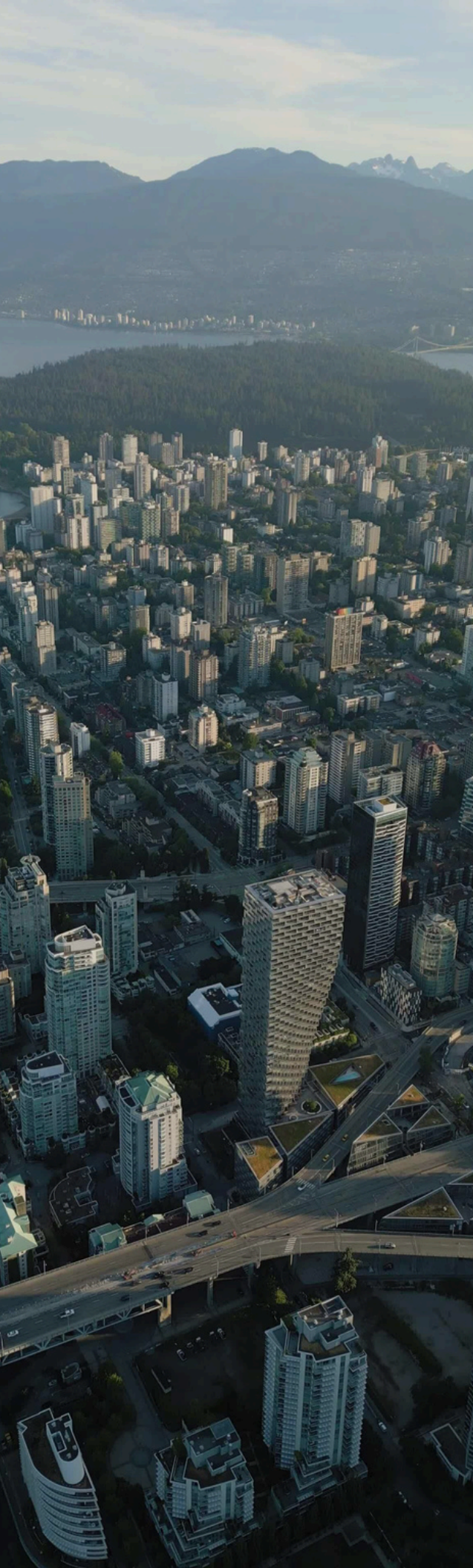




**T H E C O L L E C T I V E**  
**R E A L E S T A T E T E A M**



**BURNABY**  
**MARKET REPORT**



# Table of Content

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- UNDERSTANDING THE MARKET
- STATS CENTRE REPORTS BURNABY
- BURNABY DETACHED
- BURNABY - CONDO & TOWNHOUSE
- BUYING & SELLING
- THE COLLECTIVE REAL ESTATE TEAM



# 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.





# Burnaby South

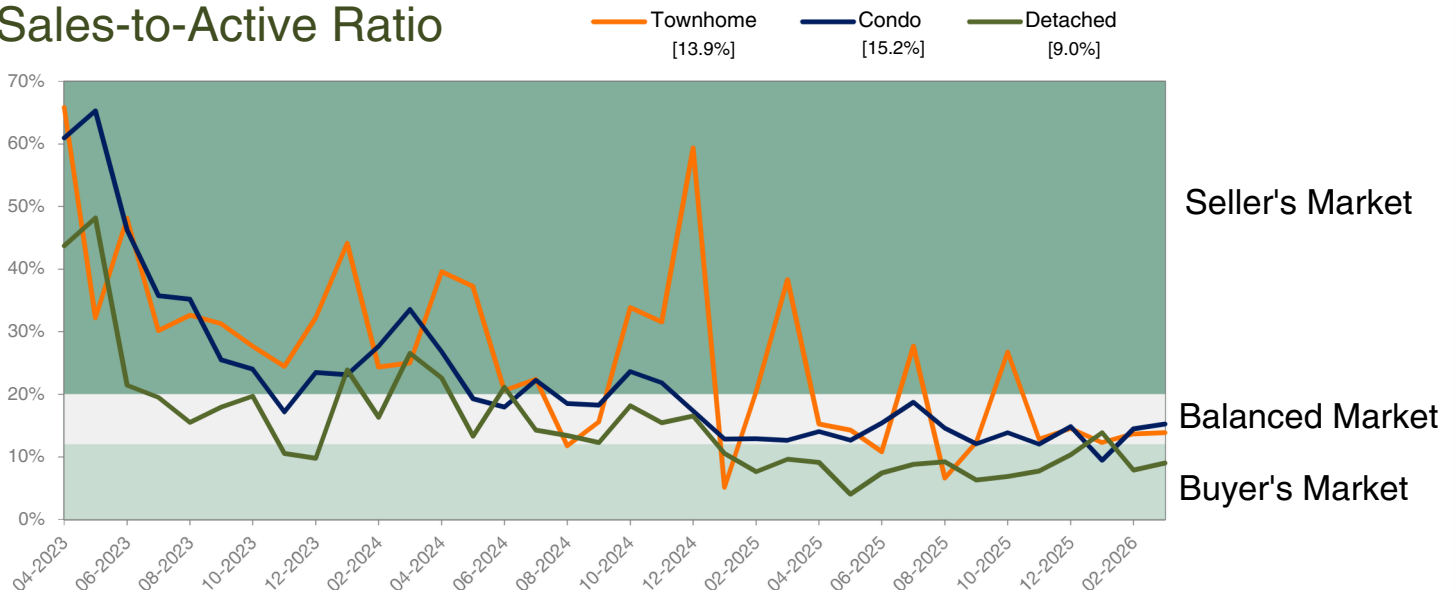
## March 2026

Detached Properties	March			February		
Activity Snapshot	2026	2025	One-Year Change	2026	2025	One-Year Change
Total Active Listings						
Sales	167	166	+ 0.6%	152	144	+ 5.6%
Days on Market Average	15	16	- 6.3%	12	11	+ 9.1%
MLS® HPI Benchmark Price	36	33	+ 9.1%	80	29	+ 175.9%
	\$1,988,700	\$2,216,000	- 10.3%	\$1,988,400	\$2,211,200	- 10.1%

Condos	March			February		
Activity Snapshot	2026	2025	One-Year Change	2026	2025	One-Year Change
Total Active Listings						
Sales	420	427	- 1.6%	394	404	- 2.5%
Days on Market Average	64	54	+ 18.5%	57	52	+ 9.6%
MLS® HPI Benchmark Price	46	42	+ 9.5%	46	43	+ 7.0%
	\$764,900	\$828,900	- 7.7%	\$768,500	\$829,400	- 7.3%

Townhomes	March			February		
Activity Snapshot	2026	2025	One-Year Change	2026	2025	One-Year Change
Total Active Listings						
Sales	72	47	+ 53.2%	66	44	+ 50.0%
Days on Market Average	10	18	- 44.4%	9	9	0.0%
MLS® HPI Benchmark Price	21	13	+ 61.5%	24	47	- 48.9%
	\$963,200	\$1,015,600	- 5.2%	\$967,200	\$1,039,200	- 6.9%

## Sales-to-Active Ratio





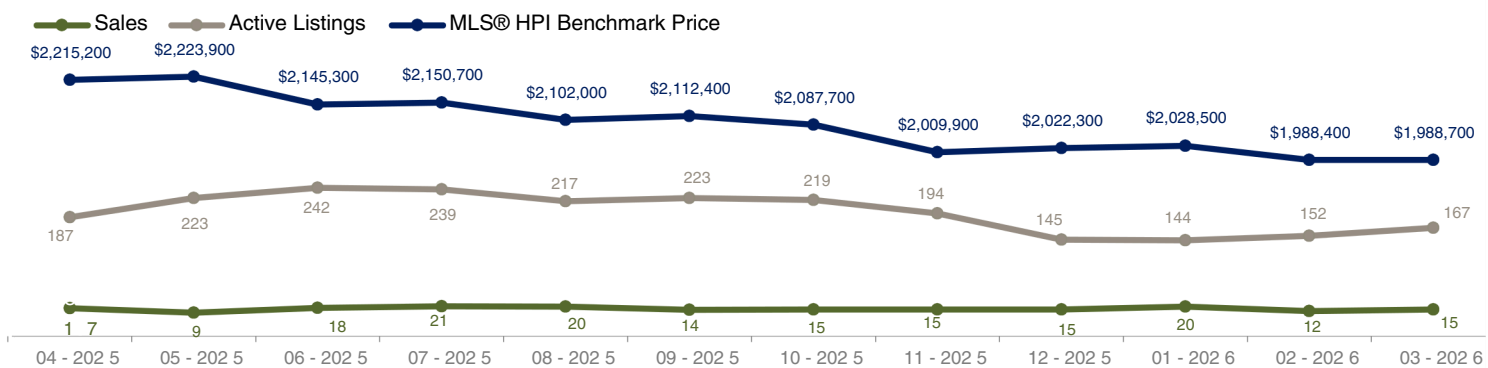
# Burnaby South

## Detached Properties Report – March 2026

Price Range	Sales	Active Listings	Avg Days on Market	Neighbourhood	Sales	Active Listings	Benchmark Price	One-Year Change
\$99,999 and Below	0	0	0	Big Bend	0	3	\$0	--
\$100,000 to \$199,999	0	0	0	Buckingham Heights	0	8	\$2,547,200	- 7.8%
\$200,000 to \$399,999	0	0	0	Burnaby Hospital	0	9	\$1,997,800	- 8.5%
\$400,000 to \$899,999	0	0	0	Burnaby Lake	1	22	\$1,929,700	- 10.0%
\$900,000 to \$1,499,999	3	8	25	Central Park BS	0	11	\$1,921,900	- 6.5%
\$1,500,000 to \$1,999,999	7	57	59	Deer Lake	0	6	\$2,869,800	- 7.9%
\$2,000,000 to \$2,999,999	4	74	11	Deer Lake Place	1	6	\$2,054,400	- 8.0%
\$3,000,000 and \$3,999,999	1	23	9	Forest Glen BS	2	23	\$2,036,300	- 9.1%
\$4,000,000 to \$4,999,999	0	3	0	Garden Village	0	5	\$1,823,800	- 10.9%
\$5,000,000 and Above	0	2	0	Greentree Village	1	1	\$0	--
<b>TOTAL</b>	<b>15</b>	<b>167</b>	<b>36</b>	Highgate	2	9	\$1,791,900	- 14.0%
				M etrotown	0	11	\$1,918,000	- 12.9%
				Oaklands	0	0	\$0	--
				South Slope	3	33	\$1,853,400	- 13.6%
				Suncrest	4	9	\$1,697,100	- 12.2%
				Upper Deer Lake	1	11	\$2,183,800	- 6.6%
				<b>TOTAL*</b>	<b>15</b>	<b>167</b>	<b>\$1,988,700</b>	<b>- 10.3%</b>

\* This represents the total of the Burnaby South area, not the sum of the areas above

Detached Homes - Burnaby South



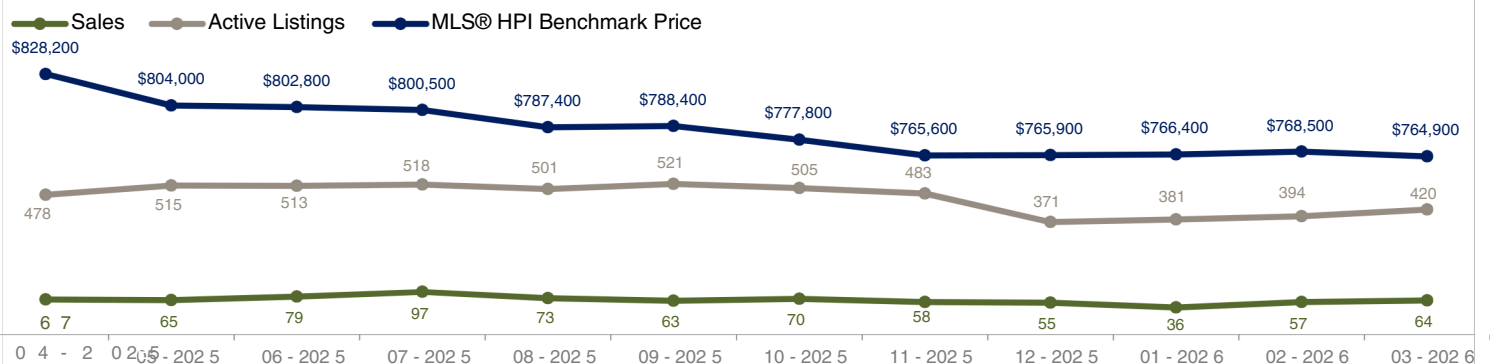
Current as of April 02, 2026. All data from the Real Estate Board of Greater Vancouver. Report © 2026 ShowingTime Plus, LLC. Percent changes are calculated using rounded figures.

# Burnaby South

## Condo Report – March 2026

Price Range	Sales	Active Listings	AvgDays onMarket	Neighbourhood	Sales	Active Listings	Benchmark Price	One-Year Change
\$99,999 and Below	0	0	0	Big Bend	0	0	\$0	--
\$100,000 to \$199,999	0	0	0	Buckingham Heights	0	0	\$0	--
\$200,000 to \$399,999	1	5	29	Burnaby Hospital	0	7	\$581,700	- 7.1%
\$400,000 to \$899,999	53	321	44	Burnaby Lake	0	0	\$0	--
\$900,000 to \$1,499,999	9	85	64	Central Park BS	2	17	\$572,700	- 14.0%
\$1,500,000 to \$1,999,999	1	6	6	Deer Lake	0	0	\$0	--
\$2,000,000 to \$2,999,999	0	2	0	Deer Lake Place	0	0	\$0	--
\$3,000,000 and \$3,999,999	0	1	0	Forest Glen BS	2	40	\$714,200	- 12.9%
\$4,000,000 to \$4,999,999	0	0	0	Garden Village	0	0	\$0	--
\$5,000,000 and Above	0	0	0	Greentree Village	0	0	\$0	--
<b>TOTAL</b>	<b>64</b>	<b>420</b>	<b>46</b>	Highgate	12	53	\$674,700	- 10.7%
				M etrotown	41	271	\$818,700	- 7.2%
				Oaklands	0	2	\$676,100	- 8.3%
				South Slope	7	29	\$663,700	- 6.3%
				Suncrest	0	0	\$0	--
				Upper Deer Lake	0	1	\$0	--
				<b>TOTAL*</b>	<b>64</b>	<b>420</b>	<b>\$764,900</b>	<b>- 7.7%</b>

\* This represents the total of the Burnaby South area, not the sum of the areas above

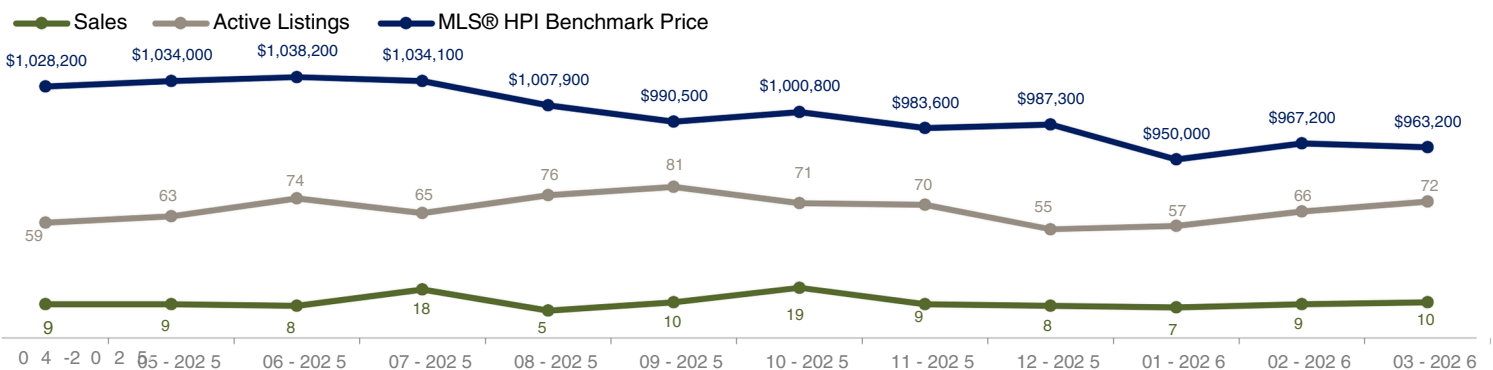


# Burnaby South

## Townhomes Report – March 2026

Price Range	Sales	Active Listings	Days on Market	Neighbourhood	Sales	Active Listings	Benchmark Price	One-Year Change
\$99,999 and Below	0	0	0	Big Bend	0	2	\$0	--
\$100,000 to \$199,999	0	0	0	Buckingham Heights	0	0	\$0	--
\$200,000 to \$399,999	0	0	0	Burnaby Hospital	0	2	\$894,600	- 2.9%
\$400,000 to \$899,999	2	21	29	Burnaby Lake	1	3	\$1,142,200	- 1.4%
\$900,000 to \$1,499,999	8	48	19	Central Park BS	1	5	\$923,900	- 5.6%
\$1,500,000 to \$1,999,999	0	3	0	Deer Lake	0	1	\$0	--
\$2,000,000 to \$2,999,999	0	0	0	Deer Lake Place	0	0	\$0	--
\$3,000,000 and \$3,999,999	0	0	0	Forest Glen BS	0	5	\$881,500	- 6.3%
\$4,000,000 to \$4,999,999	0	0	0	Garden Village	0	0	\$0	--
\$5,000,000 and Above	0	0	0	Greentree Village	3	4	\$873,700	- 6.2%
<b>TOTAL</b>	<b>10</b>	<b>72</b>	<b>21</b>	Highgate	1	13	\$785,500	- 12.1%
				M etrotown	4	27	\$983,200	- 2.9%
				Oaklands	0	2	\$1,381,300	- 3.0%
				South Slope	0	8	\$988,600	- 4.6%
				Suncrest	0	0	\$0	--
				Upper Deer Lake	0	0	\$0	--
				<b>TOTAL*</b>	<b>10</b>	<b>72</b>	<b>\$963,200</b>	<b>- 5.2%</b>

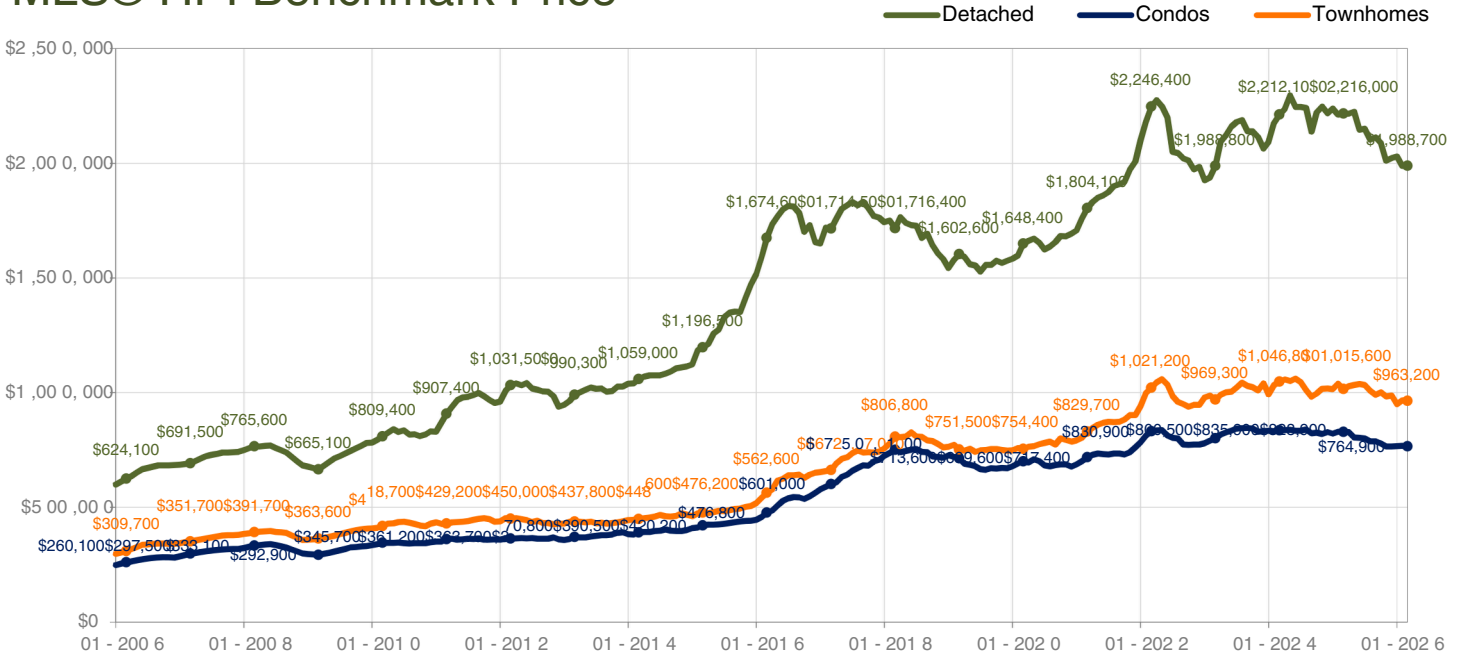
\* This represents the total of the Burnaby South area, not the sum of the areas shown.



# Burnaby South

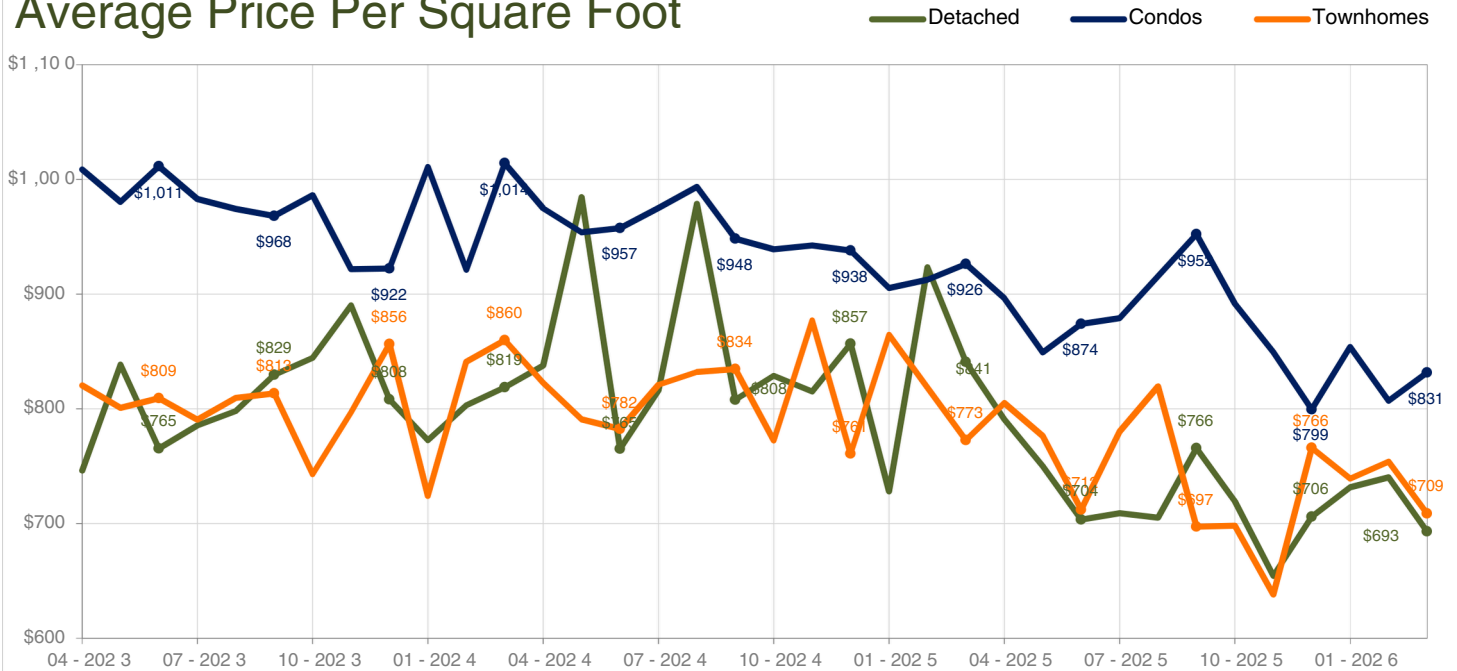
## March 2026

### 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

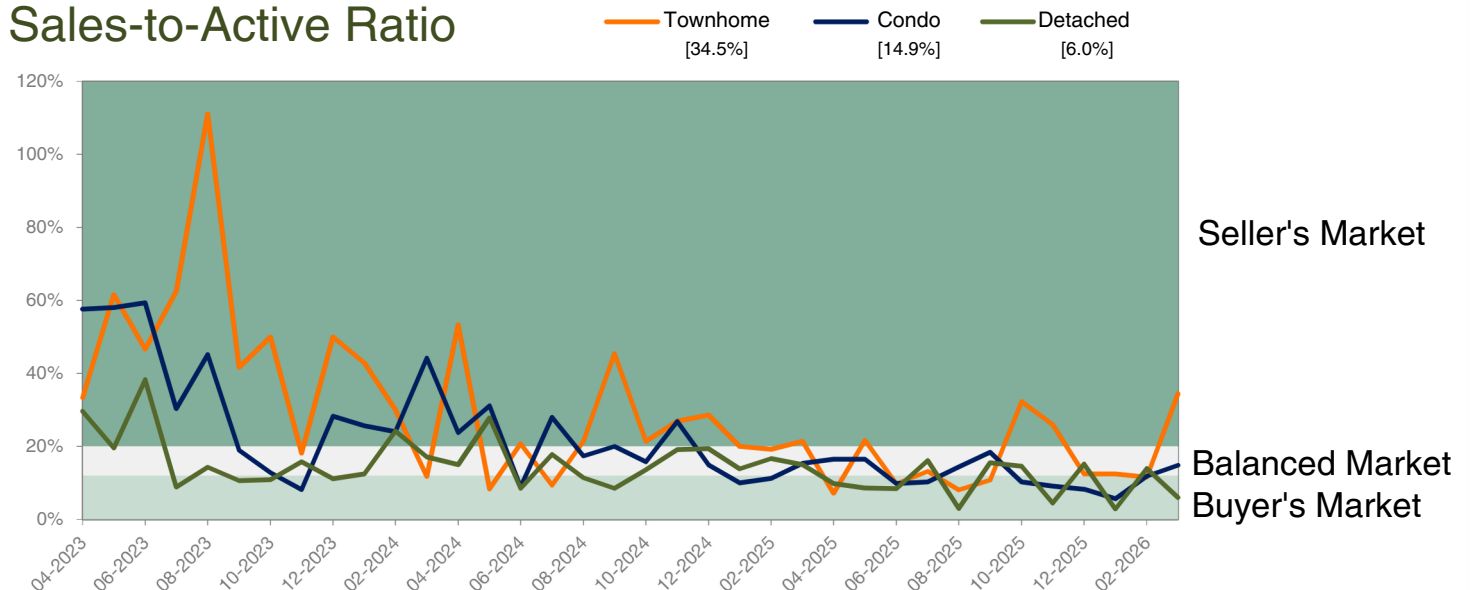
## March 2026

Detached Properties	March			February		
Activity Snapshot	2026	2025	One-Year Change	2026	2025	One-Year Change
Total Active Listings						
Sales	50	40	+ 25.0%	43	36	+ 19.4%
Days on Market Average	3	6	- 50.0%	6	6	0.0%
MLS® HPI Benchmark Price	18	13	+ 38.5%	50	12	+ 316.7%
	\$1,815,900	\$1,977,300	- 8.2%	\$1,814,000	\$1,974,200	- 8.1%

Condos	March			February		
Activity Snapshot	2026	2025	One-Year Change	2026	2025	One-Year Change
Total Active Listings						
Sales	74	91	- 18.7%	76	80	- 5.0%
Days on Market Average	11	14	- 21.4%	9	9	0.0%
MLS® HPI Benchmark Price	56	31	+ 80.6%	38	36	+ 5.6%
	\$722,500	\$785,100	- 8.0%	\$721,900	\$775,400	- 6.9%

Townhomes	March			February		
Activity Snapshot	2026	2025	One-Year Change	2026	2025	One-Year Change
Total Active Listings						
Sales	29	28	+ 3.6%	26	26	0.0%
Days on Market Average	10	6	+ 66.7%	3	5	- 40.0%
MLS® HPI Benchmark Price	47	21	+ 123.8%	52	56	- 7.1%
	\$844,100	\$909,900	- 7.2%	\$826,800	\$902,200	- 8.4%

## Sales-to-Active Ratio



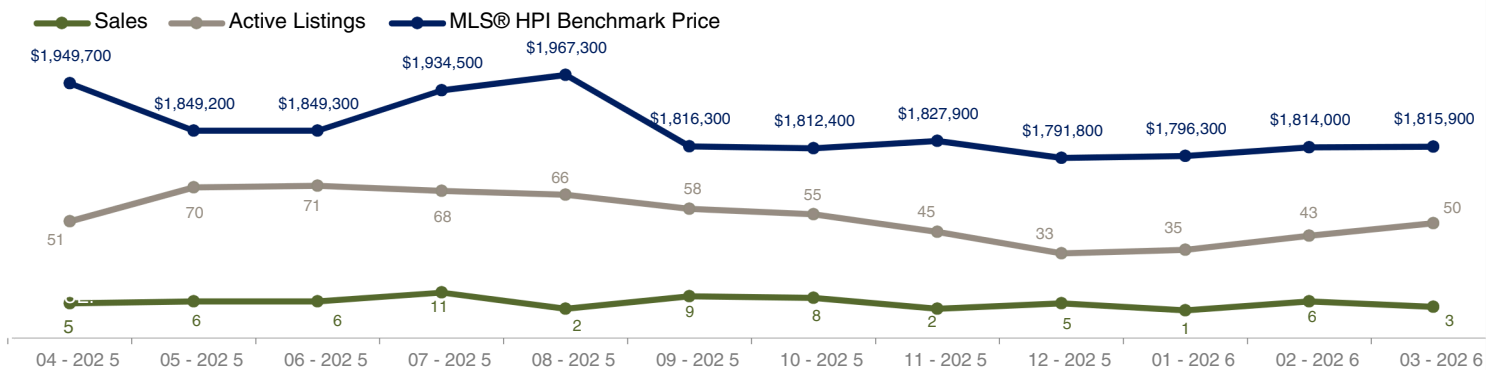
# Burnaby East

## Detached Properties Report – March 2026

Price Range	Sales	Active Listings	Avg Days on Market	Neighbourhood	Sales	Active Listings	Benchmark Price	One-Year Change
\$99,999 and Below	0	0	0	East Burnaby	1	22	\$1,840,800	- 8.2%
\$100,000 to \$199,999	0	0	0	Edmonds BE	0	13	\$1,620,000	- 13.0%
\$200,000 to \$399,999	0	0	0	The Crest	2	15	\$1,847,300	- 6.2%
\$400,000 to \$899,999	0	1	0	<b>TOTAL*</b>	<b>3</b>	<b>50</b>	<b>\$1,815,900</b>	<b>- 8.2%</b>
\$900,000 to \$1,499,999	0	9	0					
\$1,500,000 to \$1,999,999	2	15	14					
\$2,000,000 to \$2,999,999	1	21	26					
\$3,000,000 and \$3,999,999	0	4	0					
\$4,000,000 to \$4,999,999	0	0	0					
\$5,000,000 and Above	0	0	0					
<b>TOTAL</b>	<b>3</b>	<b>50</b>	<b>18</b>					

\* This represents the total of the Burnaby East area, not the sum of the areas above.

Detached Homes - Burnaby East



Current as of April 02, 2026. All data from the Real Estate Board of Greater Vancouver. Report © 2026 ShowingTime Plus, LLC. Percent changes are calculated using rounded figures.

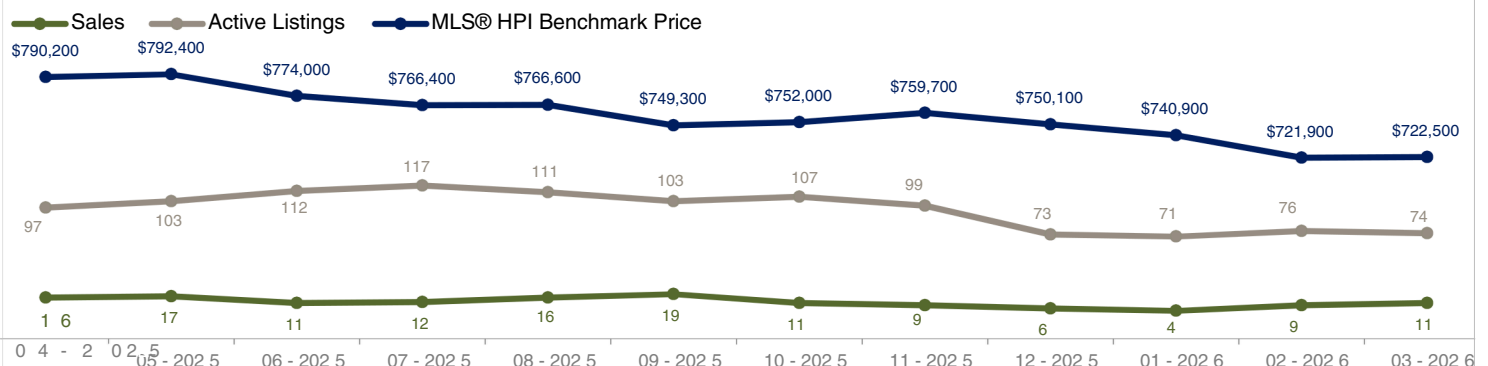


# Burnaby East

## Condo Report – March 2026

Price Range	Sales	Active Listings	AvgDays onMarket	Neighbourhood	Sales	Active Listings	Benchmark Price	One-Year Change
\$99,999 and Below	0	0	0	East Burnaby	0	1	\$587,900	- 9.4%
\$100,000 to \$199,999	0	0	0	Edmonds BE	11	73	\$724,300	- 8.1%
\$200,000 to \$399,999	0	0	0	The Crest	0	0	\$0	--
\$400,000 to \$899,999	9	65	56	<b>TOTAL*</b>	<b>11</b>	<b>74</b>	<b>\$722,500</b>	<b>- 8.0%</b>
\$900,000 to \$1,499,999	2	9	59					
\$1,500,000 to \$1,999,999	0	0	0					
\$2,000,000 to \$2,999,999	0	0	0					
\$3,000,000 and \$3,999,999	0	0	0					
\$4,000,000 to \$4,999,999	0	0	0					
\$5,000,000 and Above	0	0	0					
<b>TOTAL</b>	<b>11</b>	<b>74</b>	<b>56</b>					

\* This represents the total of the Burnaby East area, not the sum of the areas above.





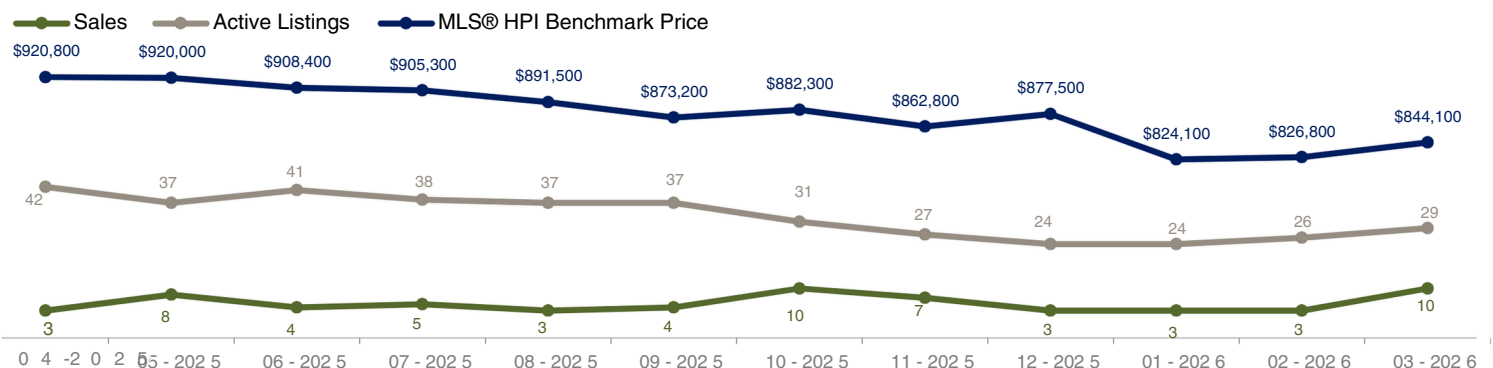
# Burnaby East

## Townhomes Report – March 2026

Price Range	Sales	Active Listings	Days on Market
\$99,999 and Below	0	0	0
\$100,000 to \$199,999	0	0	0
\$200,000 to \$399,999	0	0	0
\$400,000 to \$899,999	4	16	68
\$900,000 to \$1,499,999	6	13	33
\$1,500,000 to \$1,999,999	0	0	0
\$2,000,000 to \$2,999,999	0	0	0
\$3,000,000 and \$3,999,999	0	0	0
\$4,000,000 to \$4,999,999	0	0	0
\$5,000,000 and Above	0	0	0
<b>TOTAL</b>	<b>10</b>	<b>29</b>	<b>47</b>

Neighbourhood	Sales	Active Listings	Benchmark Price	One-Year Change
East Burnaby	0	1	\$0	--
Edmonds BE	5	24	\$707,400	- 12.0%
The Crest	5	4	\$1,104,500	- 0.9%
<b>TOTAL*</b>	<b>10</b>	<b>29</b>	<b>\$844,100</b>	<b>- 7.2%</b>

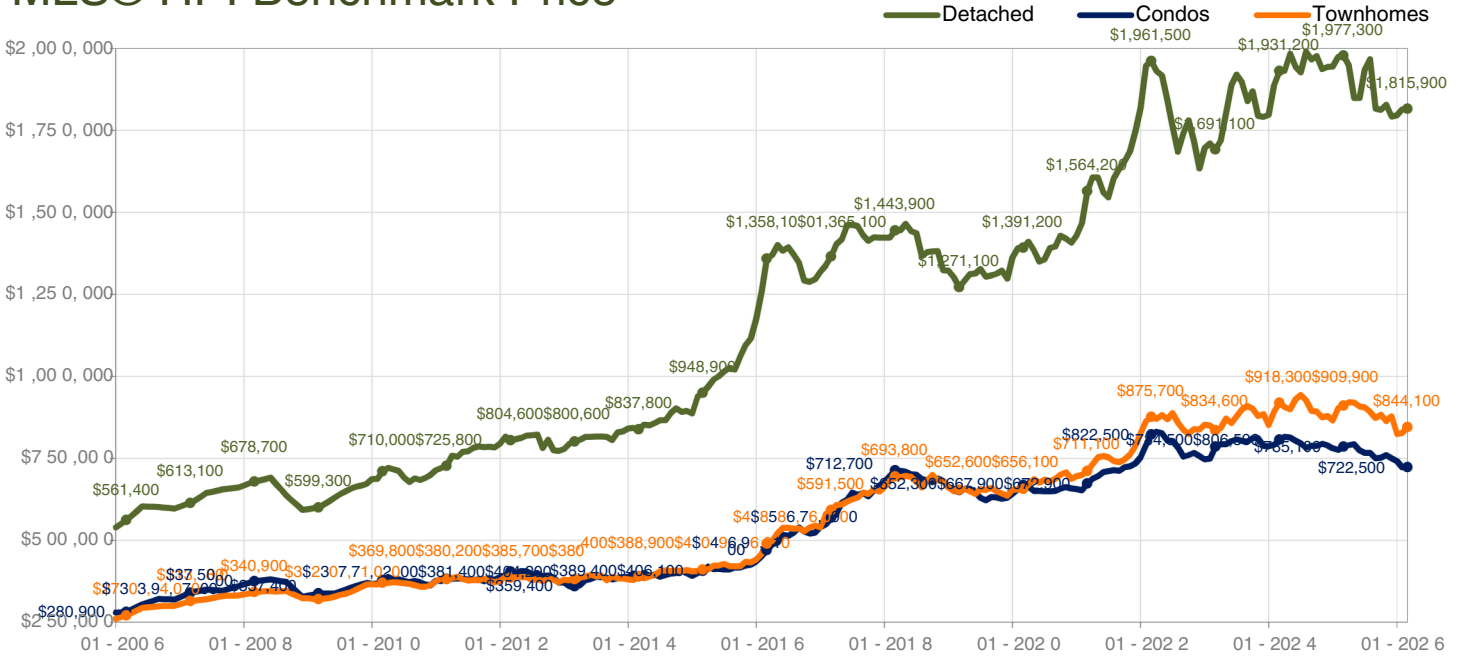
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# Burnaby East

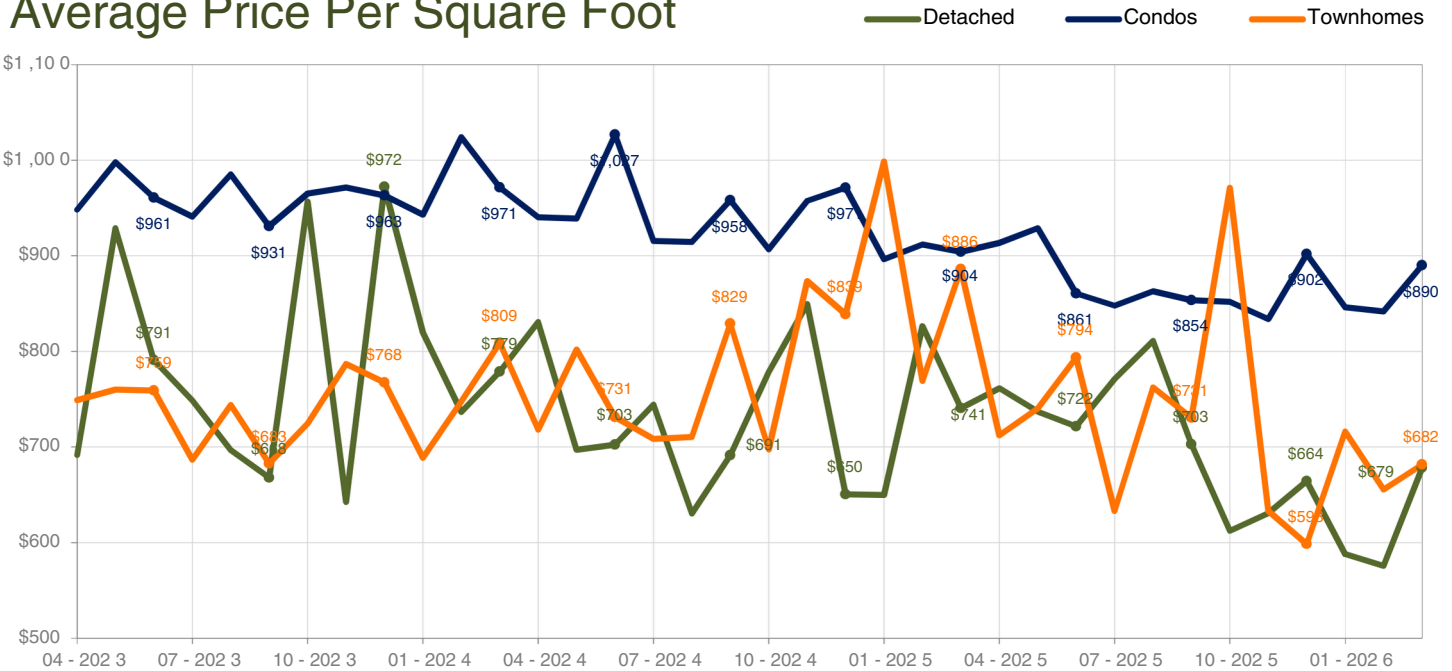
## March 2026

### 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 North

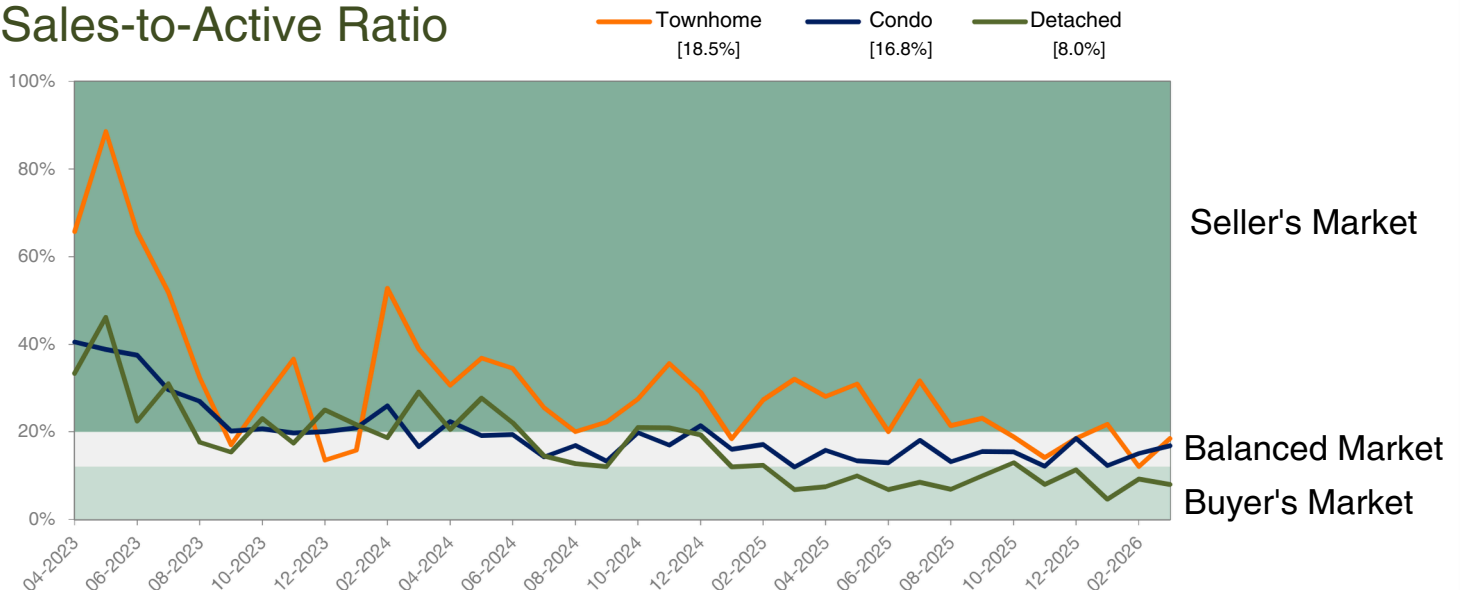
## March 2026

Detached Properties	March			February		
Activity Snapshot	2026	2025	One-Year Change	2026	2025	One-Year Change
Total Active Listings						
Sales	201	177	+ 13.6%	196	146	+ 34.2%
Days on Market Average	16	12	+ 33.3%	18	18	0.0%
MLS® HPI Benchmark Price	34	10	+ 240.0%	43	44	- 2.3%
	\$1,922,100	\$2,118,900	- 9.3%	\$1,878,100	\$2,116,400	- 11.3%

Condos	March			February		
Activity Snapshot	2026	2025	One-Year Change	2026	2025	One-Year Change
Total Active Listings						
Sales	494	644	- 23.3%	479	550	- 12.9%
Days on Market Average	83	77	+ 7.8%	72	94	- 23.4%
MLS® HPI Benchmark Price	46	32	+ 43.8%	50	33	+ 51.5%
	\$687,800	\$758,300	- 9.3%	\$689,600	\$746,800	- 7.7%

Townhomes	March			February		
Activity Snapshot	2026	2025	One-Year Change	2026	2025	One-Year Change
Total Active Listings						
Sales	65	50	+ 30.0%	58	44	+ 31.8%
Days on Market Average	12	16	- 25.0%	7	12	- 41.7%
MLS® HPI Benchmark Price	24	38	- 36.8%	26	12	+ 116.7%
	\$931,500	\$914,800	+ 1.8%	\$928,100	\$922,000	+ 0.7%

## Sales-to-Active Ratio





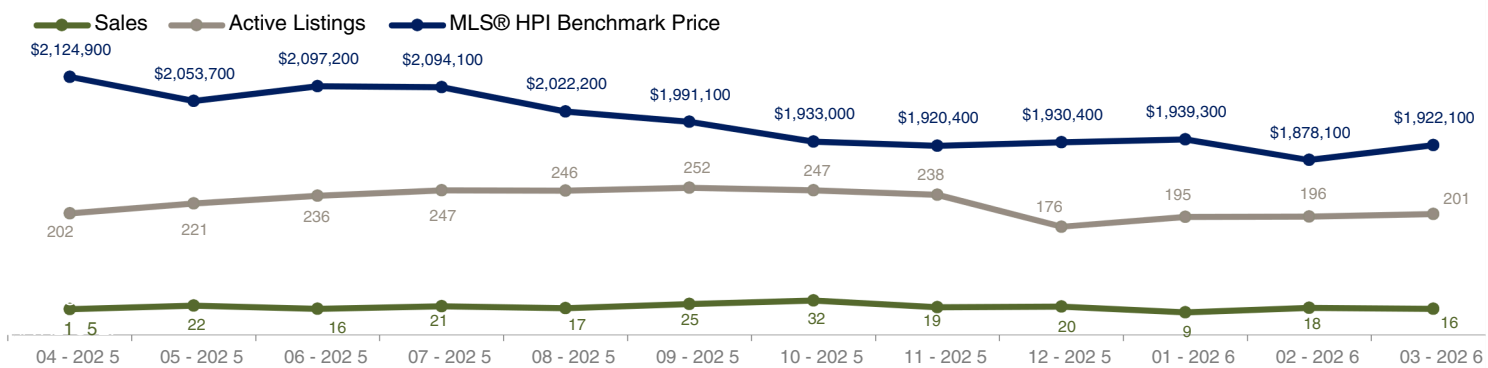
# Burnaby North

## Detached Properties Report – March 2026

Price Range	Sales	Active Listings	Avg Days on Market	Neighbourhood	Sales	Active Listings	Benchmark Price	One-Year Change
\$99,999 and Below	0	0	0	Brentwood Park	0	19	\$1,931,900	- 10.3%
\$100,000 to \$199,999	0	0	0	Capitol Hill BN	2	33	\$1,881,700	- 6.1%
\$200,000 to \$399,999	0	0	0	Cariboo	0	0	\$0	--
\$400,000 to \$899,999	0	4	0	Central BN	0	11	\$1,689,700	- 10.7%
\$900,000 to \$1,499,999	1	10	22	Forest Hills BN	1	1	\$0	--
\$1,500,000 to \$1,999,999	6	64	14	Government Road	2	22	\$2,058,900	- 11.4%
\$2,000,000 to \$2,999,999	8	67	53	Lake City Industrial	0	0	\$0	--
\$3,000,000 and \$3,999,999	1	31	7	M ontecito	2	11	\$1,890,200	- 11.5%
\$4,000,000 to \$4,999,999	0	14	0	Oakdale	1	1	\$0	--
\$5,000,000 and Above	0	11	0	Parkcrest	2	30	\$1,950,500	- 10.1%
<b>TOTAL</b>	<b>16</b>	<b>201</b>	<b>34</b>	Simon Fraser Hills	0	1	\$0	--
				Simon Fraser Univer.	0	4	\$2,030,700	- 12.4%
				Sperling-Duthie	2	22	\$1,845,500	- 11.9%
				Sullivan Heights	0	5	\$0	--
				Vancouver Heights	2	13	\$2,035,300	- 5.2%
				Westridge BN	0	14	\$2,021,200	- 11.8%
				Willingdon Heights	2	14	\$1,888,000	- 7.2%
				<b>TOTAL*</b>	<b>16</b>	<b>201</b>	<b>\$1,922,100</b>	<b>- 9.3%</b>

\* This represents the total of the Burnaby North area, not the sum of the areas above

Detached Homes - Burnaby North



Current as of April 02, 2026. All data from the Real Estate Board of Greater Vancouver. Report © 2026 ShowingTime Plus, LLC. Percent changes are calculated using rounded figures.

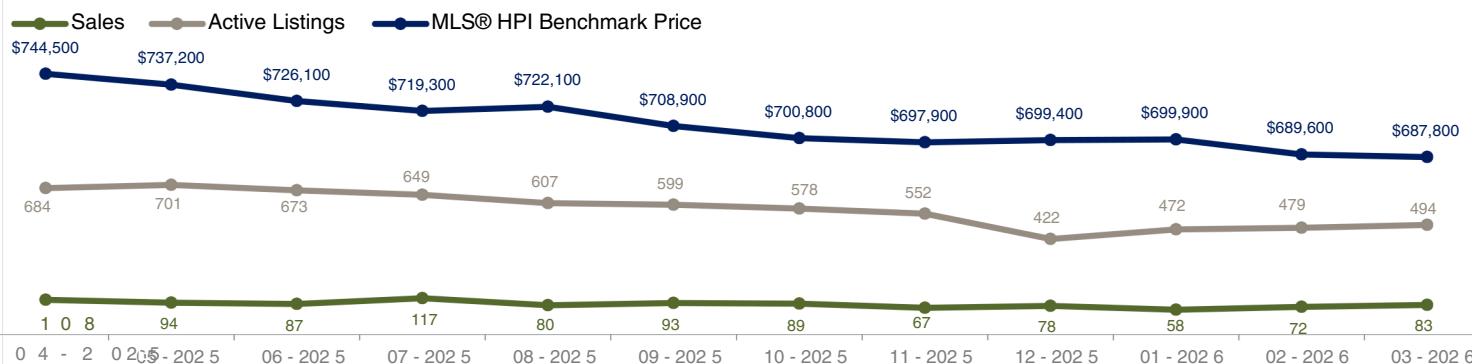


# Burnaby North

## Condo Report – March 2026

Price Range	Sales	Active Listings	AvgDays onMarket	Neighbourhood	Sales	Active Listings	Benchmark Price	One-Year Change
\$99,999 and Below	0	0	0	Brentwood Park	47	301	\$758,700	- 9.7%
\$100,000 to \$199,999	0	0	0	Capitol Hill BN	3	13	\$523,200	- 5.6%
\$200,000 to \$399,999	2	17	85	Cariboo	3	11	\$488,600	- 8.6%
\$400,000 to \$899,999	67	386	41	Central BN	1	3	\$696,800	- 8.6%
\$900,000 to \$1,499,999	14	75	67	Forest Hills BN	0	0	\$0	--
\$1,500,000 to \$1,999,999	0	10	0	Government Road	2	24	\$530,300	- 8.5%
\$2,000,000 to \$2,999,999	0	3	0	Lake City Industrial	0	0	\$0	--
\$3,000,000 and \$3,999,999	0	3	0	M ontecito	0	0	\$0	--
\$4,000,000 to \$4,999,999	0	0	0	Oakdale	0	0	\$0	--
\$5,000,000 and Above	0	0	0	Parkcrest	0	0	\$767,100	- 7.6%
<b>TOTAL</b>	<b>83</b>	<b>494</b>	<b>46</b>	Simon Fraser Hills	0	5	\$431,100	- 12.6%
				Simon Fraser Univer.	14	67	\$584,500	- 10.4%
				Sperling-Duthie	0	1	\$0	--
				Sullivan Heights	11	58	\$602,800	- 10.2%
				Vancouver Heights	2	10	\$757,200	- 6.4%
				Westridge BN	0	0	\$0	--
				Willingdon Heights	0	1	\$591,300	- 7.1%
				<b>TOTAL*</b>	<b>83</b>	<b>494</b>	<b>\$687,800</b>	<b>- 9.3%</b>

\* This represents the total of the Burnaby North area, not the sum of the areas above

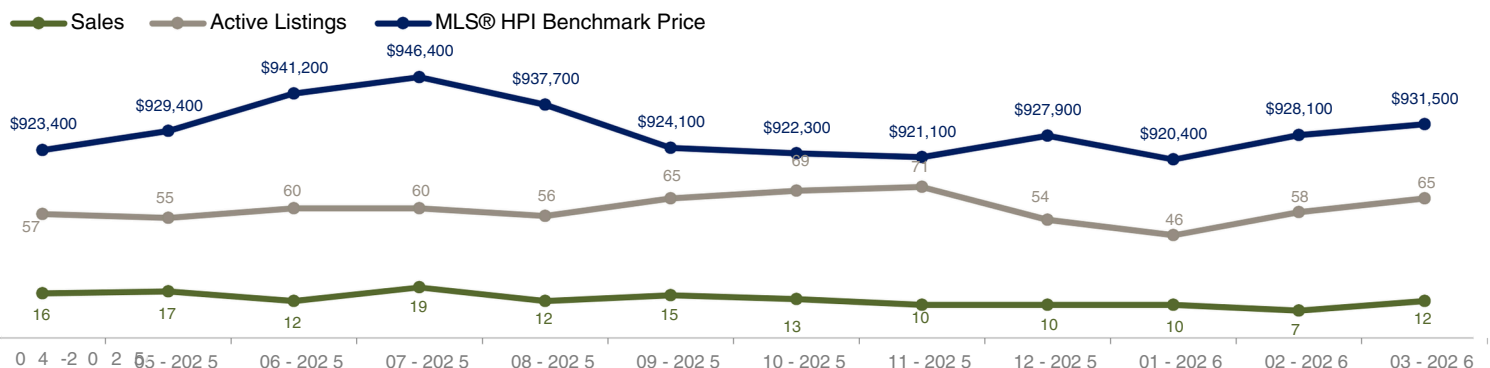


# Burnaby North

## Townhomes Report – March 2026

Price Range	Sales	Active Listings	Days on Market	Neighbourhood	Sales	Active Listings	Benchmark Price	One-Year Change
\$99,999 and Below	0	0	0	Brentwood Park	5	13	\$1,053,500	- 3.1%
\$100,000 to \$199,999	0	0	0	Capitol Hill BN	0	2	\$767,900	- 4.7%
\$200,000 to \$399,999	0	0	0	Cariboo	0	0	\$0	--
\$400,000 to \$899,999	4	27	21	Central BN	0	4	\$867,100	- 4.3%
\$900,000 to \$1,499,999	8	32	26	Forest Hills BN	2	4	\$1,076,500	+ 5.9%
\$1,500,000 to \$1,999,999	0	5	0	Government Road	0	3	\$1,021,400	- 3.3%
\$2,000,000 to \$2,999,999	0	0	0	Lake City Industrial	0	0	\$0	--
\$3,000,000 and \$3,999,999	0	1	0	M ontecito	1	5	\$834,400	+ 6.7%
\$4,000,000 to \$4,999,999	0	0	0	Oakdale	0	0	\$0	--
\$5,000,000 and Above	0	0	0	Parkcrest	0	1	\$0	--
<b>TOTAL</b>	<b>12</b>	<b>65</b>	<b>24</b>	Simon Fraser Hills	2	5	\$844,300	+ 2.6%
				Simon Fraser Univer.	1	10	\$838,600	+ 4.1%
				Sperling-Duthie	0	2	\$0	--
				Sullivan Heights	0	5	\$880,200	+ 4.4%
				Vancouver Heights	0	2	\$916,200	- 5.0%
				Westridge BN	0	2	\$779,100	+ 3.6%
				Willingdon Heights	1	7	\$900,400	- 3.9%
				<b>TOTAL*</b>	<b>12</b>	<b>65</b>	<b>\$931,500</b>	<b>+ 1.8%</b>

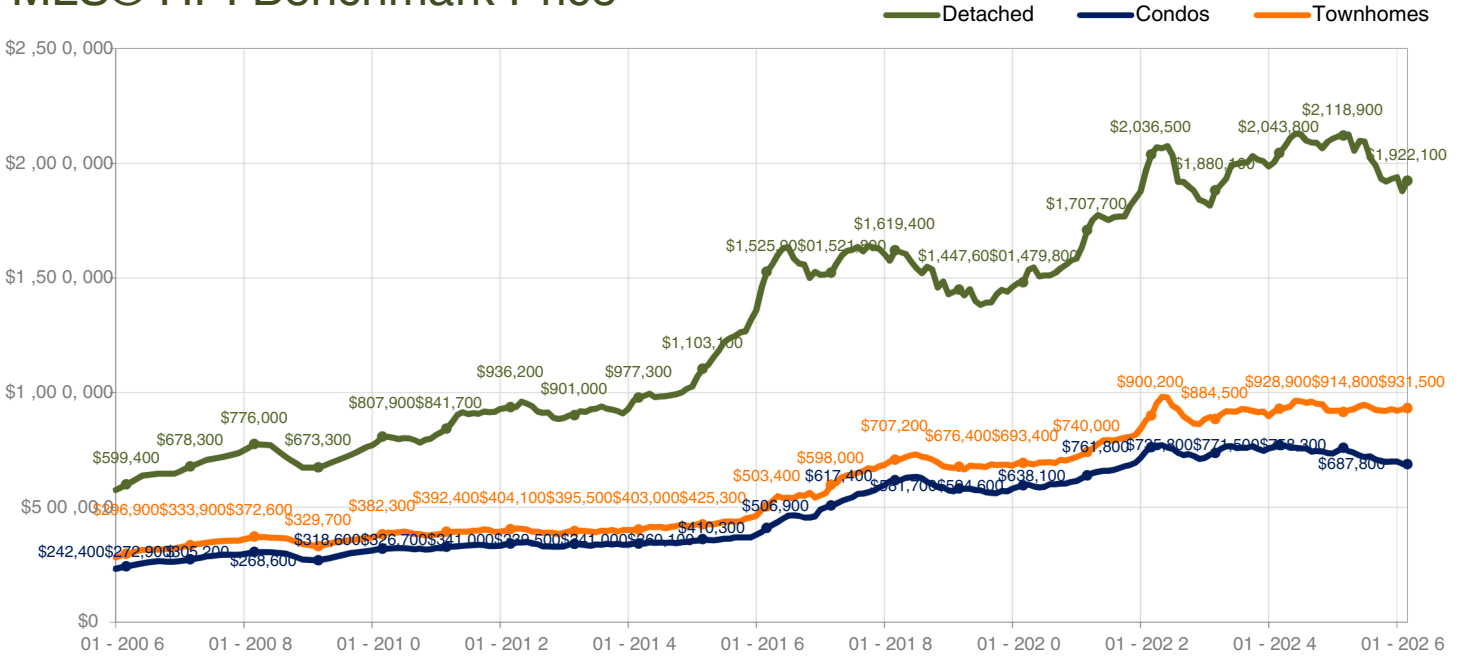
\* This represents the total of the Burnaby North area, not the sum of the areas above.



# Burnaby North

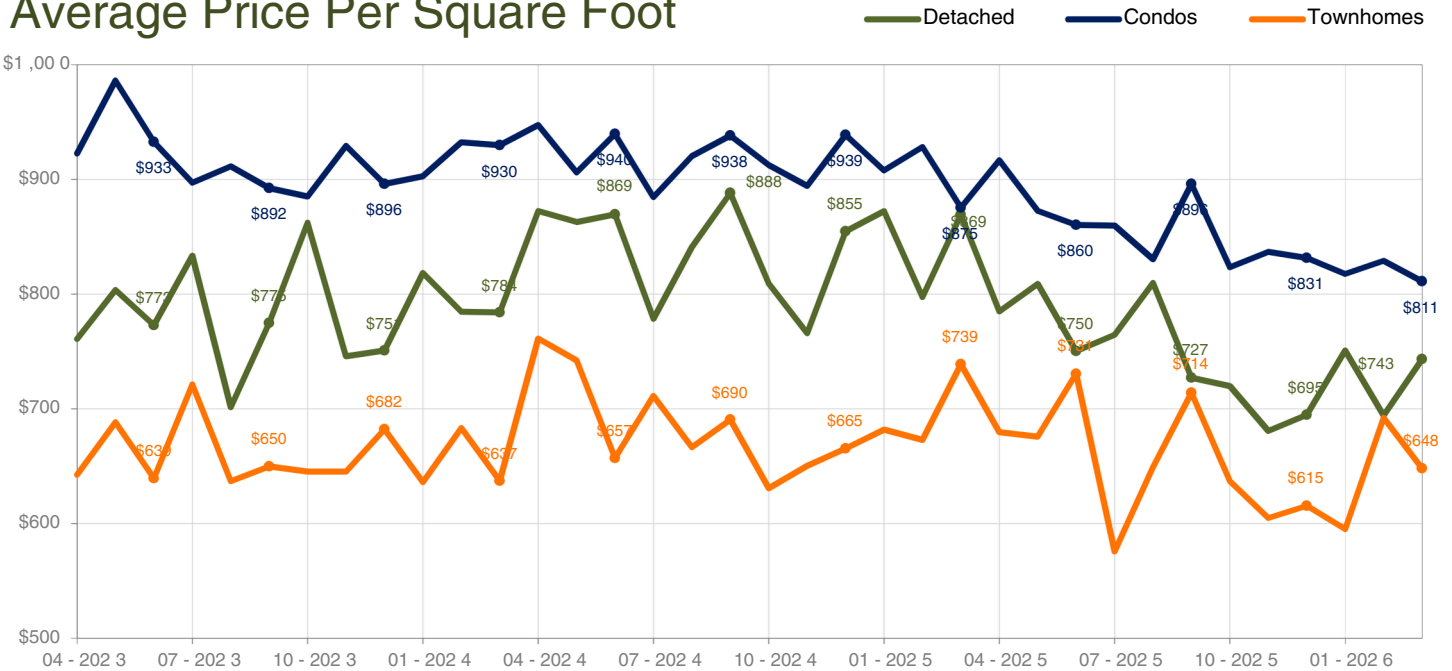
## March 2026

### 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.

## 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.



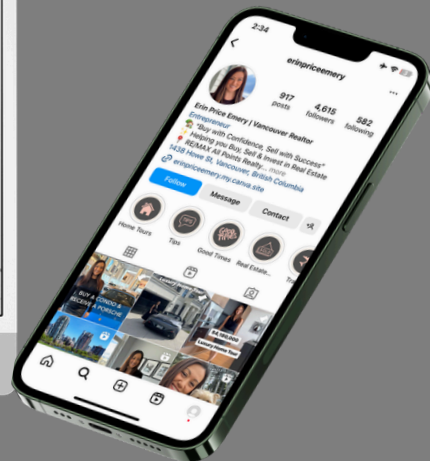
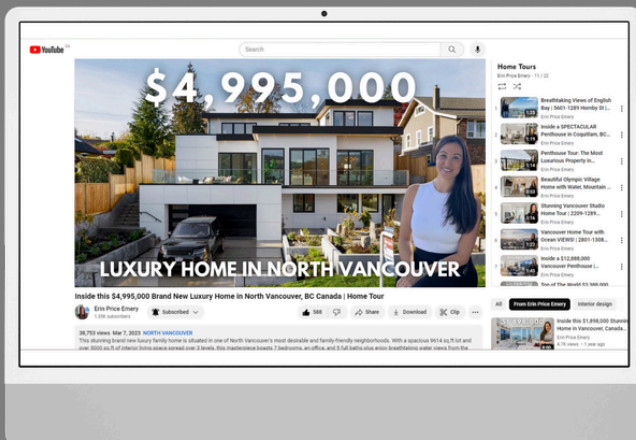


# Selling with Erin

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.



TIPS WITH TRACY

# BANK OF CANADA HOLDS RATES: WHAT IT MEANS RIGHT NOW

The Bank of Canada held its policy rate at 2.25%, a level considered neutral, meaning it's not actively slowing or stimulating the economy. Inflation sits just under 2%, right on target. However, global pressures like the Middle East conflict are pushing up energy costs and disrupting supply chains, while Canada's economy shows signs of slowing through weaker job growth, slightly rising unemployment, and softer exports.

**Tracy Le**  
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Even without a rate change, market rates are shifting. Bond yields are rising, pushing fixed mortgage rates higher, while variable rates remain steady for now. Meanwhile, home prices have dropped significantly, about 20% from peak and 30% when adjusted for inflation, creating a rare opportunity. This isn't a panic market but a strategic one, where informed decisions matter most amid uncertainty around global events, trade dynamics, and the future path of inflation.



## 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](mailto: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

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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](mailto:connect@tiasellshomes.com)



OAKWYNREALTY

## 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.



Senior Mortgage Broker  
DLC Onward Lending Group  
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# THE COLLECTIVE REAL ESTATE TEAM

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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!

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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

