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VIVID

REAL ESTATE

By Amir Joharifard

Market Update

December 2017

Areas

GREATER VANCOUVER
DOWNTOWN VANCOUVER

VANCOUVER WESTSIDE
VANCOUVER EASTSIDE

NORTH VANCOUVER
WEST VANCOUVER

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Greater Vancouver

December 2017



GREATER VANCOUVER

December 2017

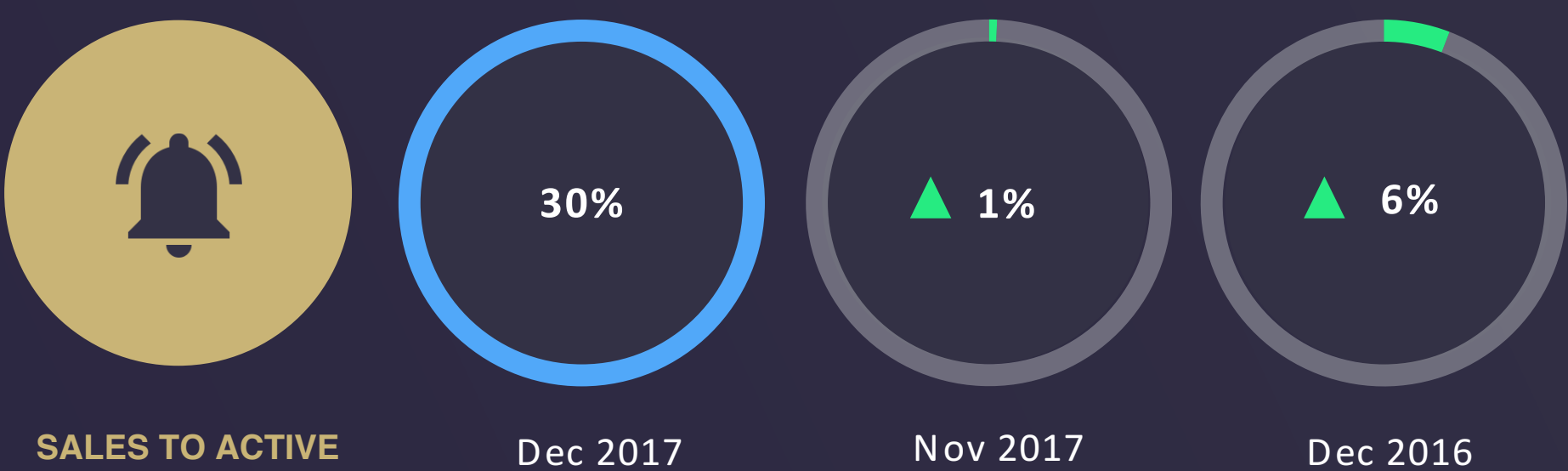


Detached and Attached Homes

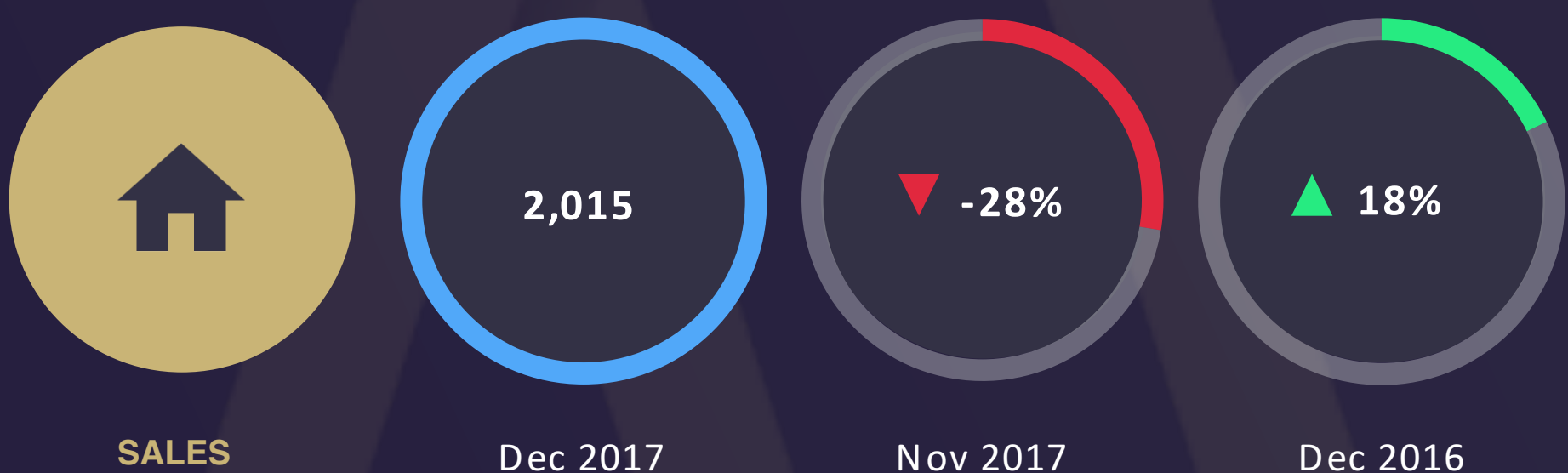
● CURRENT ● UP ● DOWN



In Greater Vancouver, the number of new listings for residential properties in December 2017 was 1,889, a 54% decrease compared to November 2017, when 4,106 homes were listed, and a 44% increase from the 1,311 properties listed last December.



In Greater Vancouver, the sales-to-active listings ratio for residential properties for December 2017 was 30%, a 1% increase compared to November 2017, when the ratio was 29%, and a 6% increase from the 24% ratio last December.



The number of residential properties sold in Greater Vancouver in December 2017 was 2,015, a 28% decrease compared to November 2017, when 2,786 homes were sold, and a 18% increase from the 1,710 properties sold last December.

What is Sale to Active?

To understand the rate at which properties are selling we look at the sales-to-active listings ratio. This ratio provides simple approach; for example:

- 10% Sales Ratio means 1 in 10 homes are selling.
- 33% Sales Ratio means 1 in 3 homes are selling.
- 50% Sales Ratio means 1 in 2 homes are selling.

Sales ratio also indicates the ratio between supply and demand, which provide us with the market types. In a buyers' market, the ratio is between 0% and 14%; a balanced market ratio is 15% to 20%; and a sellers' market ratio is 21% plus.

GREATER VANCOUVER

December 2017



Detached and Houses

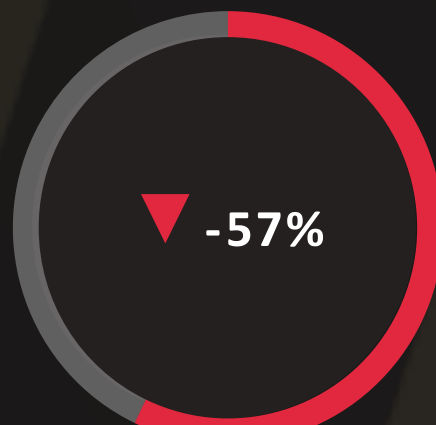
● CURRENT ● UP ● DOWN



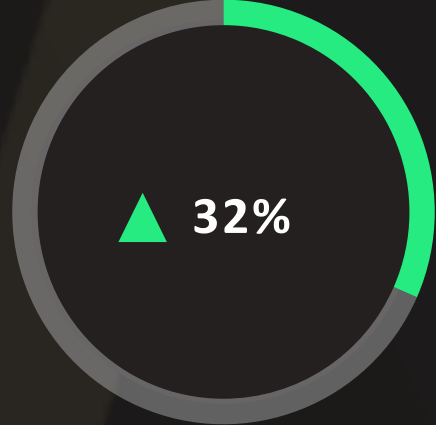
LISTINGS



Dec 2017



Nov 2017

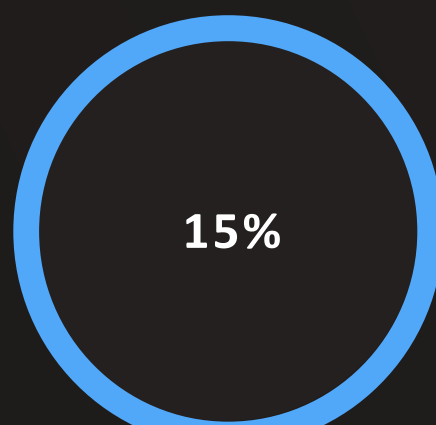


Dec 2016

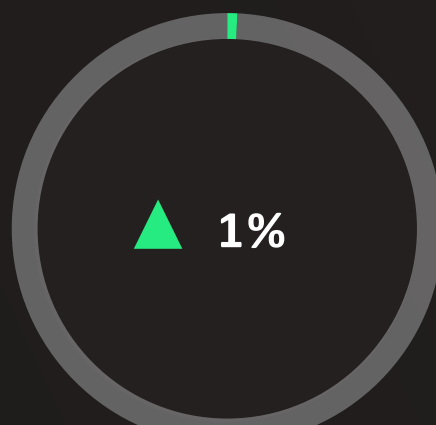
In Greater Vancouver, the number of new listings for detached properties in December 2017 was 675 a 57% decrease compared to November 2017, when 1,575 homes were listed, and a 32% increase from the 513 properties listed last December.



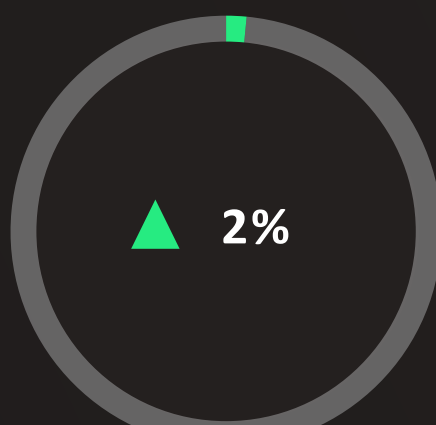
SALES TO ACTIVE



Dec 2017



Nov 2017



Dec 2016

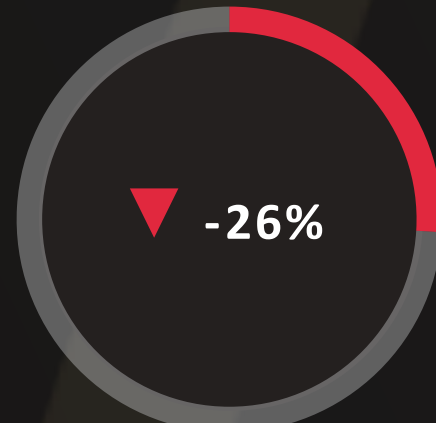
In Greater Vancouver, the sales-to-active listings ratio for detached properties for December 2017 was 15%, a 1% increase compared to November 2017, when the ratio was 14%, and a 2% increase from the 14% ratio last December.



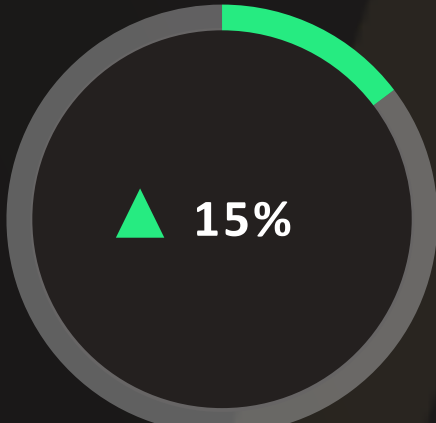
SALES



Dec 2017



Nov 2017



Dec 2016

The number of houses sold in Greater Vancouver in December 2017 was 537, a 26% decrease compared to November 2017, when 832 homes were sold, and a 15% increase from the 537 properties sold last December.

Facts

The Average days on Market for Greater Vancouver detached properties in December 2017 was 51 days, a 18% increase in comparison to 43 days in November 2017. The average price per square foot for Greater Vancouver detached properties in December 2017 was \$683, a 1% increase in comparison to \$673 per square foot in November 2017.

GREATER VANCOUVER

December 2017



Condos and Townhouses



CURRENT



UP



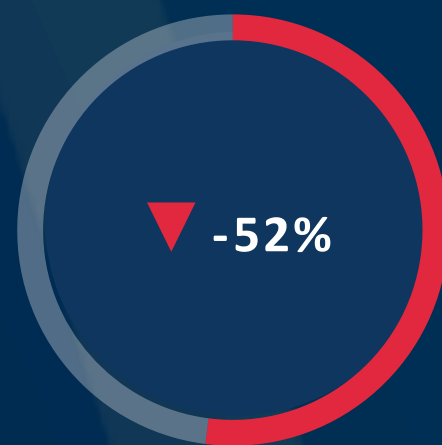
DOWN



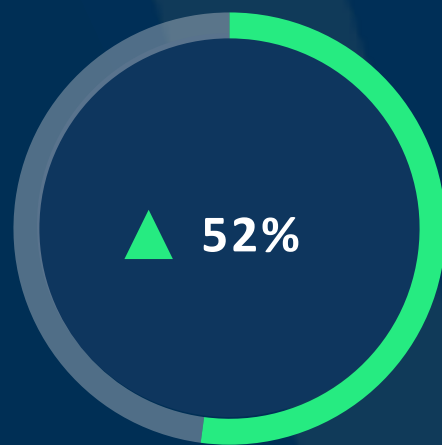
LISTINGS



Dec 2017



Nov 2017

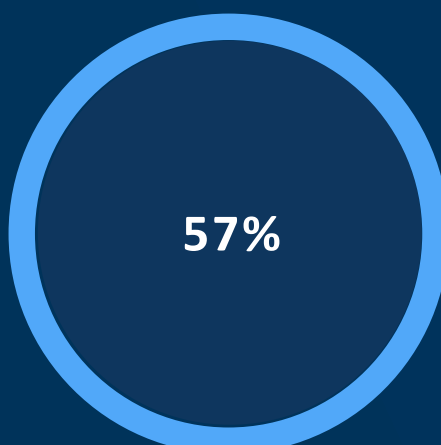


Dec 2016

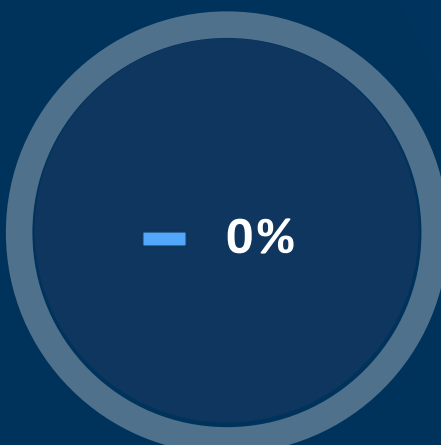
In Greater Vancouver, the number of new listings for attached properties in December 2017 was 1,214, a 52% decrease compared to November 2017, when 2,531 homes were listed, and a 52% increase from the 798 properties listed last December.



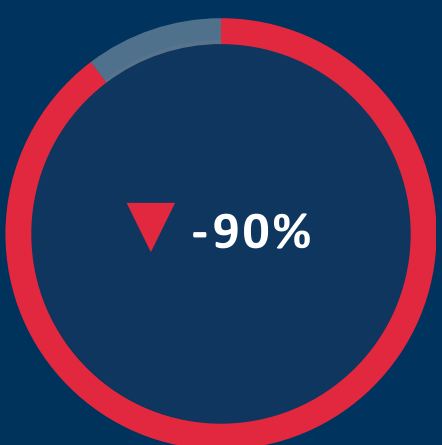
SALES TO ACTIVE



Dec 2017



Nov 2017



Dec 2016

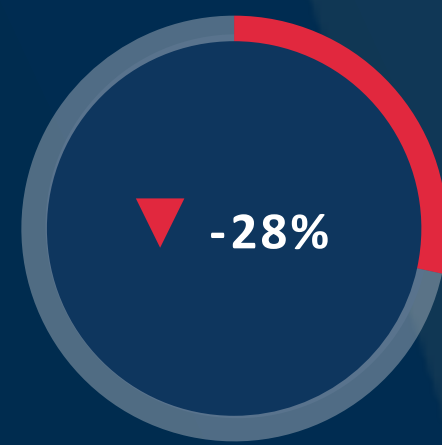
In Greater Vancouver, the sales-to-active listings ratio condos and townhouse in December 2017 was 57%, the same as November 2017, and a 90% decrease from the 147% ratio last December.



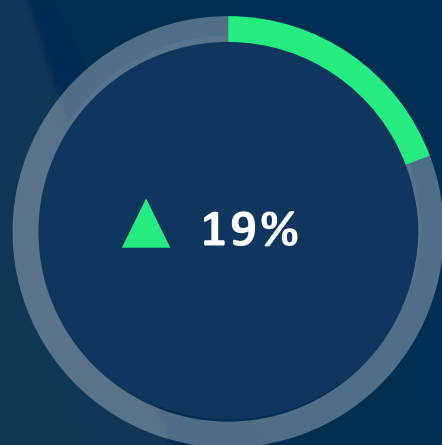
SALES



Dec 2017



Nov 2017



Dec 2016

The number of condos and townhouses sold in Greater Vancouver condos in December 2017 was 1,399, a 28% decrease compared to November 2017, when 1,954 homes were sold, and a 19% increase from the 1,173 properties sold last December.

Facts

The average days on the market for Greater Vancouver condos in December 2017 was 21 days, while for townhouses it was 24 days. The average price per square foot for Greater Vancouver condos was \$792 in December 2017, whereas for townhouses it was \$595 per square foot.

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Downtown Vancouver

December 2017



DOWNTOWN VANCOUVER

December 2017



Condos and Townhouses

CURRENT UP DOWN



LISTINGS



Dec 2017



Nov 2017

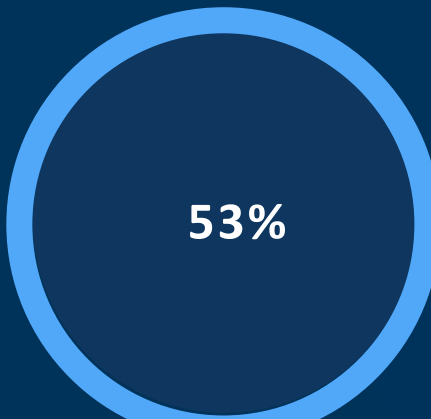


Dec 2016

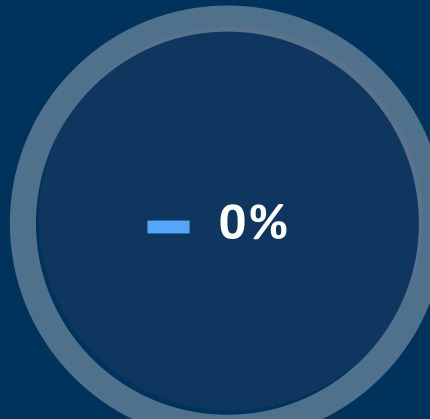
In Downtown Vancouver, the number of new listings for condo and townhouses in December 2017 was 278, a 30% decrease compared to November 2017, when 278 homes were listed, and a 6% decrease from the 296 properties listed last December.



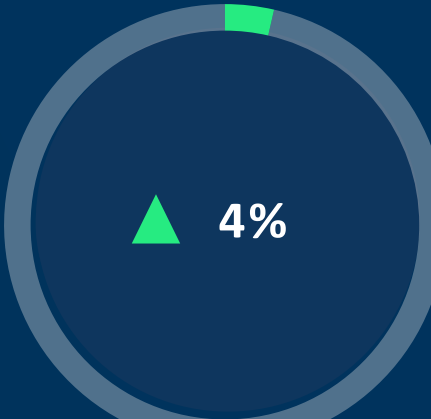
SALES TO ACTIVE



Dec 2017



Nov 2017



Dec 2016

In Downtown Vancouver, the sales-to-active listings ratio for condos and townhouses for December 2017 was 53%, the same ratio November 2017 and a 4% increase from the 50% ratio last December.



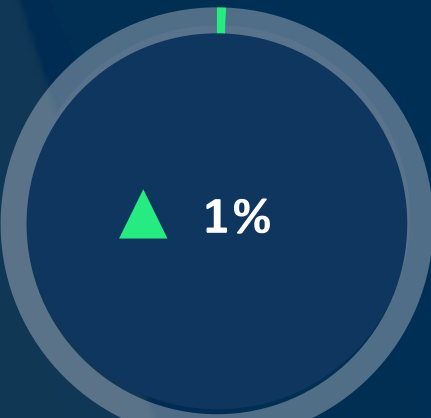
SALES



Dec 2017



Nov 2017



Dec 2016

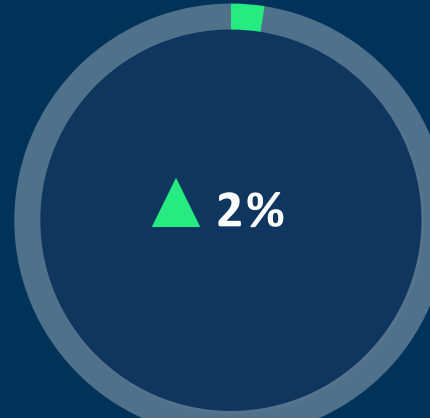
The number of condos and townhouses sold in Downtown Vancouver in December 2017 was 148, a 30% decrease compared to November 2017, when 210 homes were sold, and a 1% increase from the 147 properties sold last December.



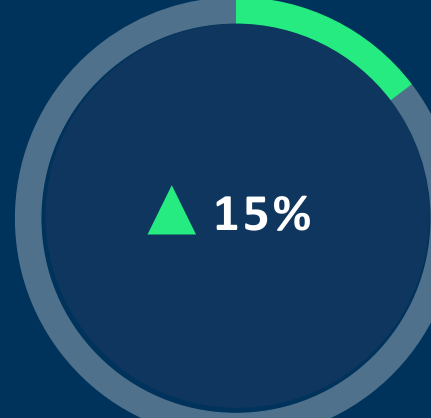
AVERAGE PRICE



Dec 2017



Nov 2017



Dec 2016

In Downtown Vancouver, the average sale price for condos and townhouses in December 2017 was \$822K, a 2% increase compared to November 2017, when the average sale price was \$802K, and a 15% increase from the \$717K average sale price from last December.

Market Type

DOWNTOWN VANCOUVER



Condos and Townhouses



Seller Market



Buyer Market



N/A*



Balanced Market

Sales Ratio

To understand the ratio between supply and demand, we also look at sales to active ratio for an indication of the current market type.

- 21% & Greater Sellers Market
- 15% to 20% Balanced Market
- 14% & Less Buyer Market

* There isn't enough data to determine the market type.



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Vancouver Westside

December 2017



VANCOUVER WESTSIDE

December 2017



Detached and Houses



CURRENT



UP



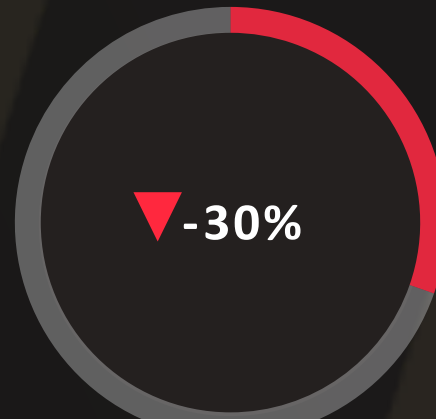
DOWN



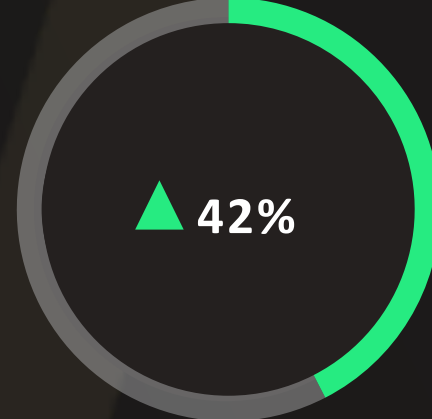
LISTINGS



Dec 2017



Nov 2017

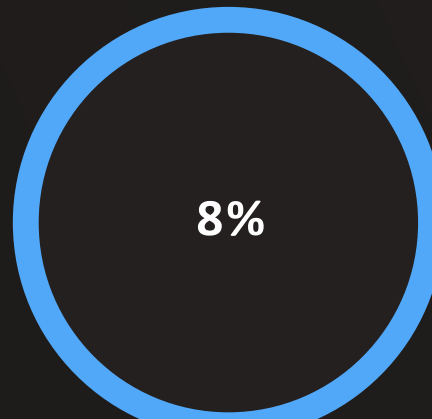


Dec 2016

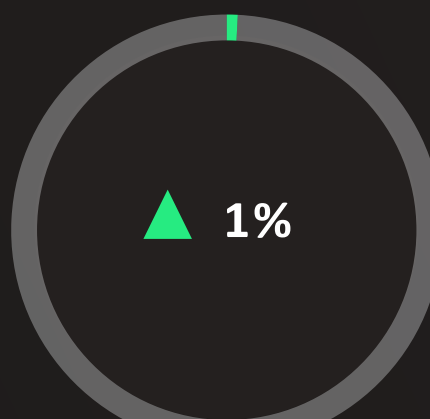
In Vancouver West, the number of new listings for detached properties in December 2017 was 480, a 30% decrease compared to November 2017, when 689 homes were listed, and a 42% increase from the 337 properties listed last December.



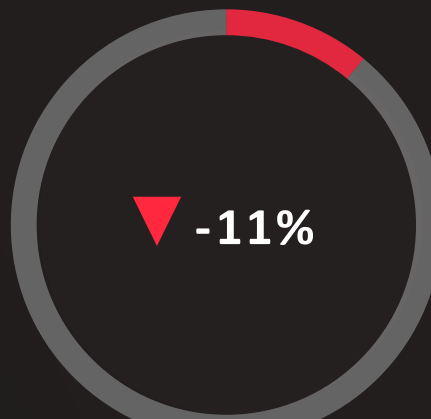
SALES TO ACTIVE



Dec 2017



Nov 2017



Dec 2016

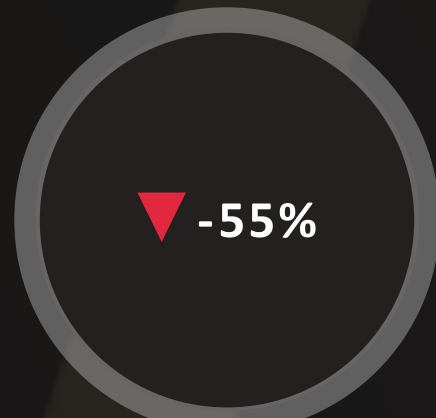
In Vancouver West, the sales-to-active listings ratio for houses for December 2017 was 8%, a 1% increase compared to November 2017, when the ratio was 7%, and a 11% decrease from the 19% ratio last December.



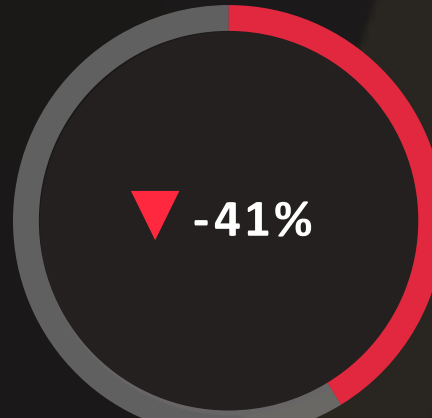
SALES



Dec 2017



Nov 2017



Dec 2016

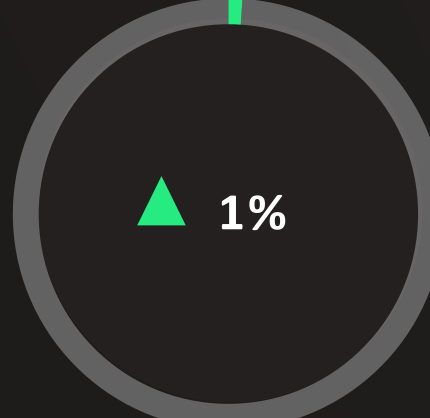
The number of houses sold in Vancouver West in December 2017 was 37, a 55% decrease compared to November 2017, when 83 homes were sold, and a 41% decrease from the 63 properties sold last December.



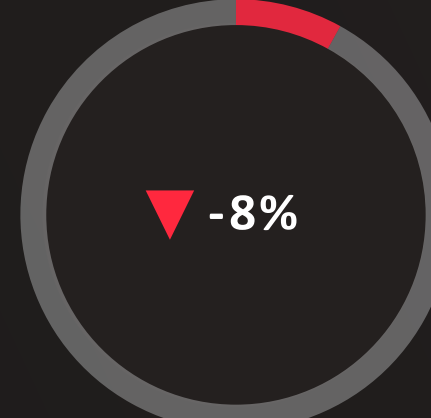
AVERAGE PRICE



Dec 2017



Nov 2017

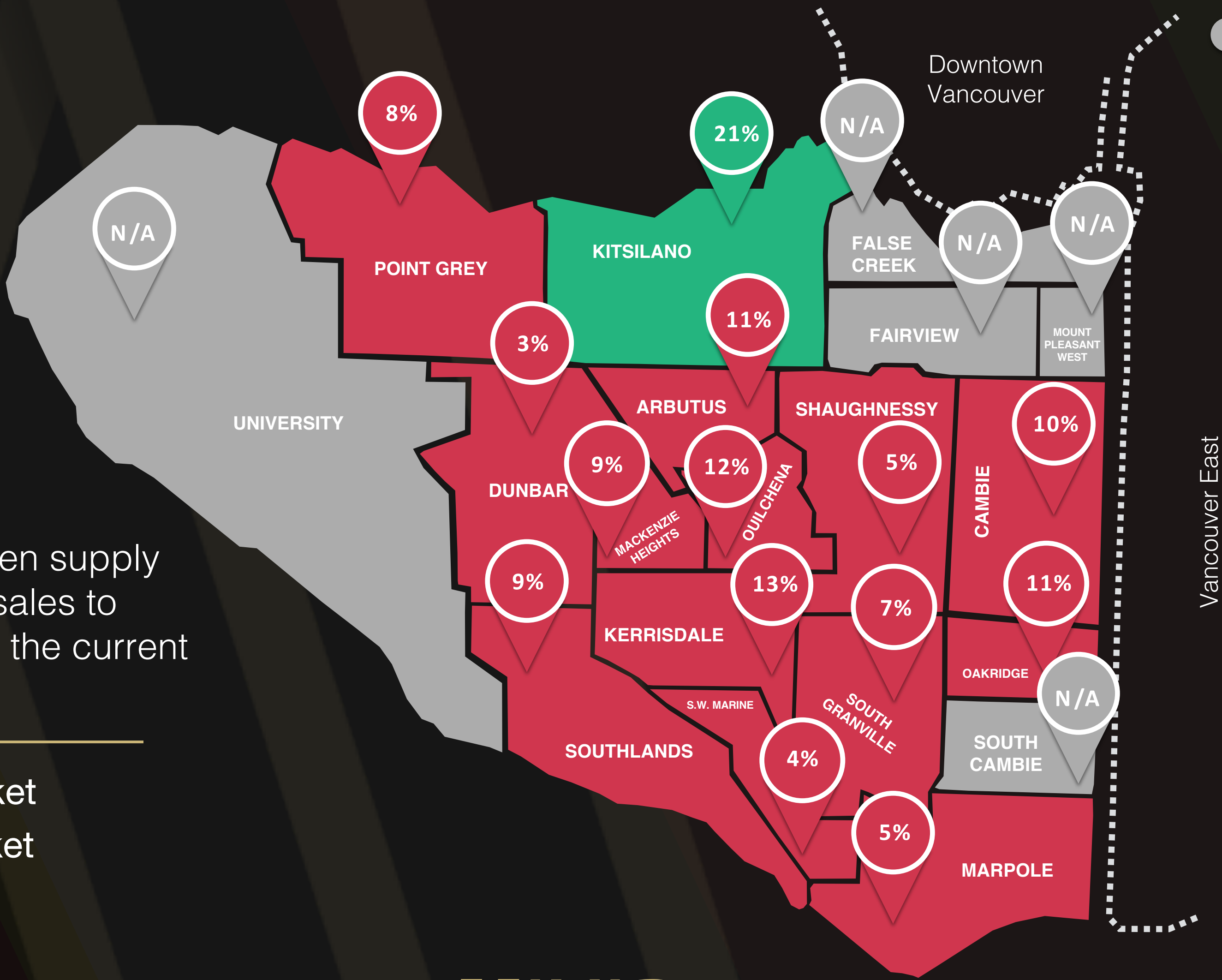
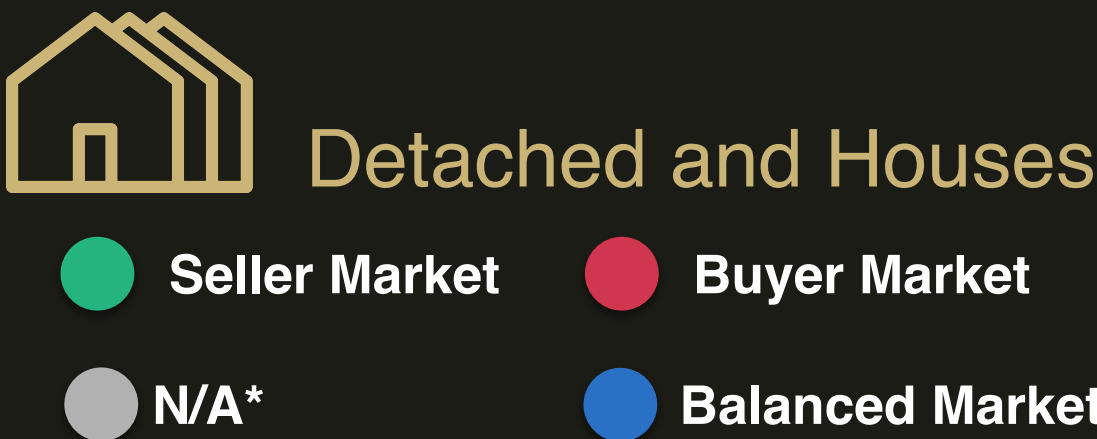


Dec 2016

In Vancouver West, the average sale price for houses in December 2017 was \$3.2M, a 1% increase compared to November 2017, when the average sale price was \$3.167M, and a 8% decrease from the \$3.48M average sale price from last December.

Market Type

VANCOUVER WESTSIDE



Sales Ratio

To understand the ratio between supply and demand, we also look at sales to active ratio for an indication of the current market type.

- 21% & Greater Sellers Market
- 15% to 20% Balanced Market
- 14% & Less Buyer Market

* There isn't enough data to determine the market type.

VANCOUVER WESTSIDE

December 2017



Condos and Townhouses

CURRENT UP DOWN



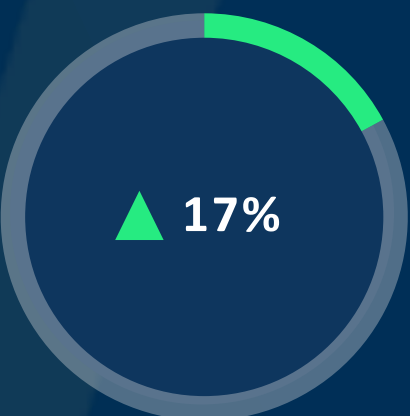
LISTINGS



Dec 2017



Nov 2017

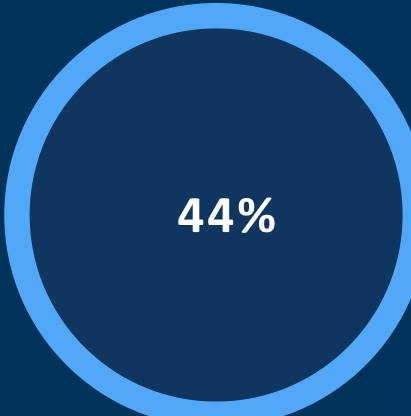


Dec 2016

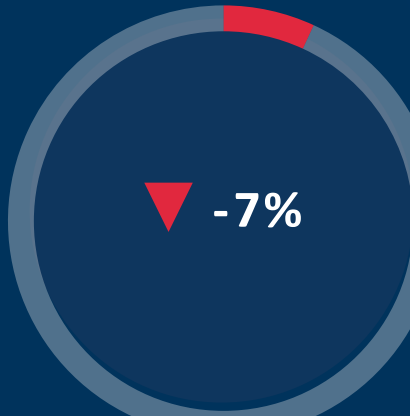
In Vancouver West, the number of new listings for condos and townhouses in December 2017 was 288, a 30% decrease compared to November 2017, when 414 homes were listed, and a 17% increase from the 246 properties listed last December.



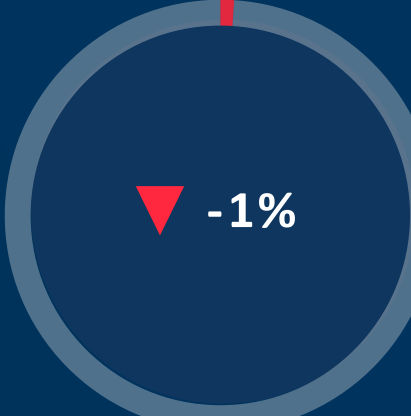
SALES TO ACTIVE



Dec 2017



Nov 2017



Dec 2016

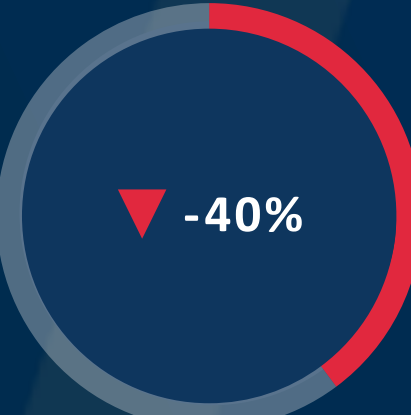
In Vancouver West, the sales-to-active listings ratio for condo and townhouses for December 2017 was 44%, a 7% decrease compared to November 2017, when the ratio was 51%, and a 1% decrease from the 45% ratio last December.



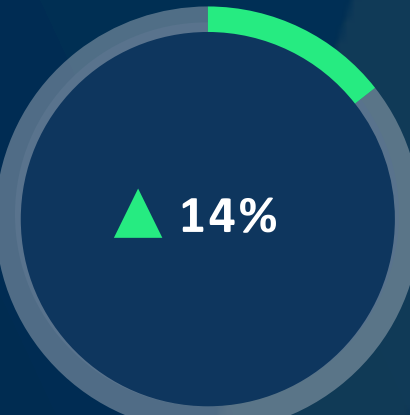
SALES



Dec 2017



Nov 2017



Dec 2016

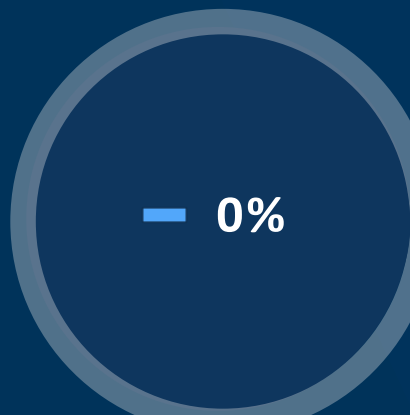
The number of condos and townhouses sold in Vancouver West in December 2017 was 127, a 40% decrease compared to November 2017, when 211 homes were sold, and a 14% increase from the 111 properties sold last December.



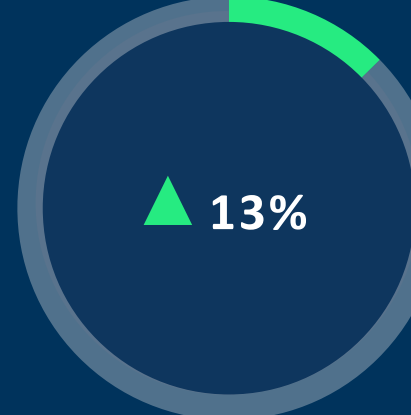
AVERAGE PRICE



Dec 2017



Nov 2017



Dec 2016

In Vancouver West, the average sale price for condos and townhouses in December 2017 was \$820K, similar to November 2017, when the average sale price was \$816K, and a 13% increase from the \$728K average sale price from last December.

Market Type

VANCOUVER WESTSIDE

Sales Ratio

To understand the ratio between supply and demand, we also look at sales to active ratio for an indication of the current market type.

- 21% & Greater Sellers Market
- 15% to 20% Balanced Market
- 14% & Less Buyer Market

* There isn't enough data to determine the market type.



Condos and Townhouses



Seller Market



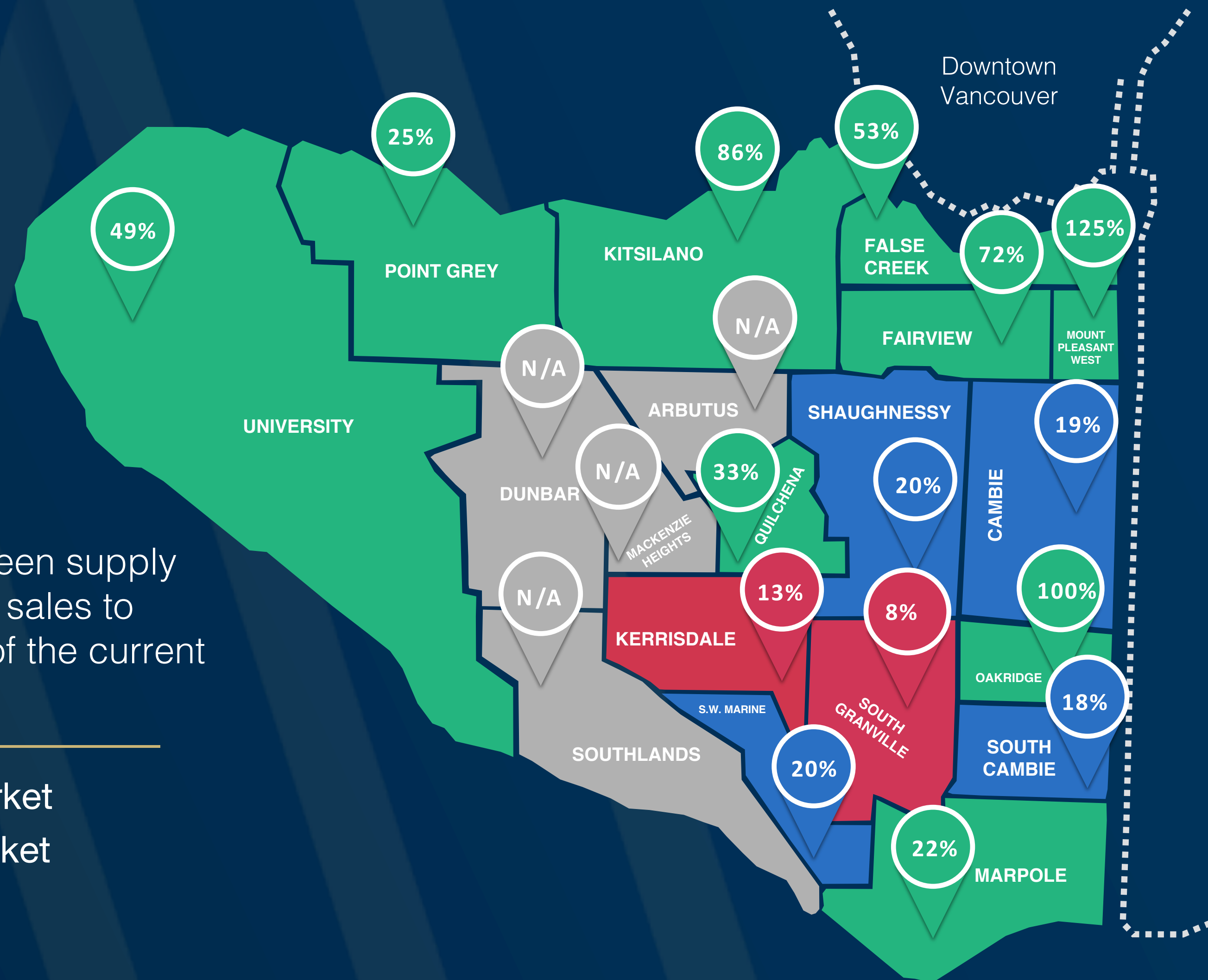
Buyer Market



N/A*



Balanced Market



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Vancouver Eastside

December 2017



VANCOUVER EASTSIDE

December 2017



Detached and Houses

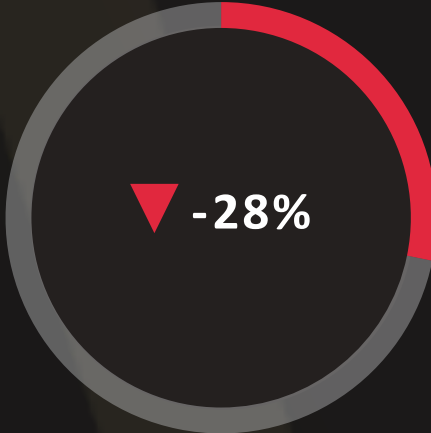
CURRENT UP DOWN



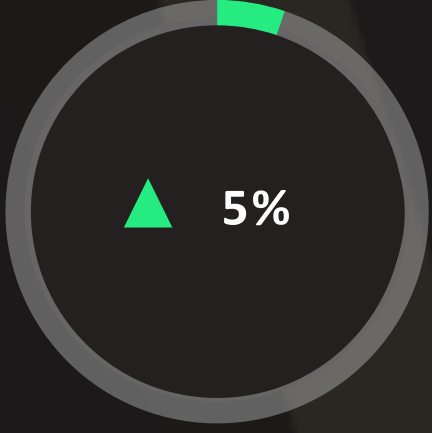
LISTINGS



Dec 2017



Nov 2017

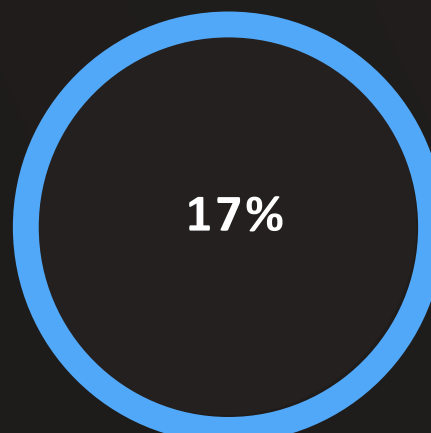


Dec 2016

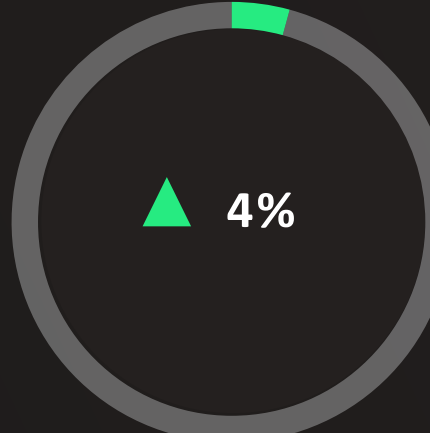
In Vancouver East, the number of new listings for detached properties in December 2017 was 527, a 28% decrease compared to November 2017, when 734 homes were listed, and a 5% increase from the 501 properties listed last December.



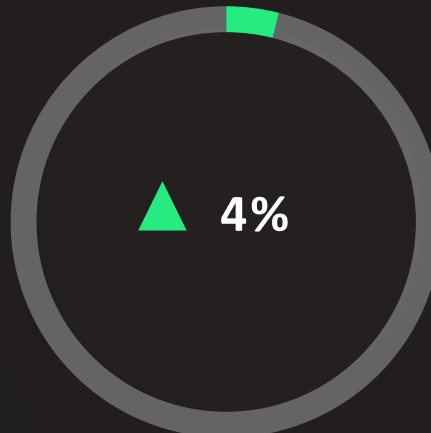
SALES TO ACTIVE



Dec 2017



Nov 2017

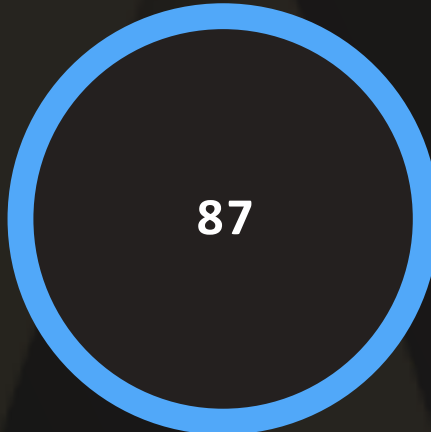


Dec 2016

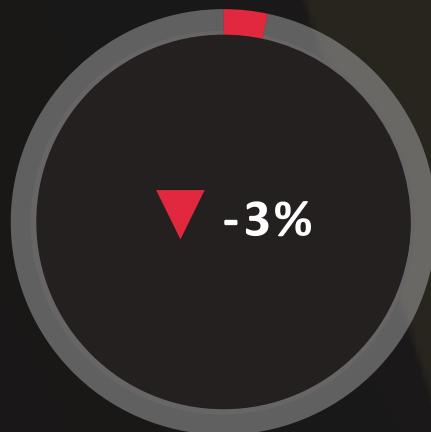
In Vancouver East, the sales to active ratio for houses for December 2017 was 17%, a 4% increase compared to November 2017, when the ratio was 12%, and a 4% increase from the 13% ratio last December.



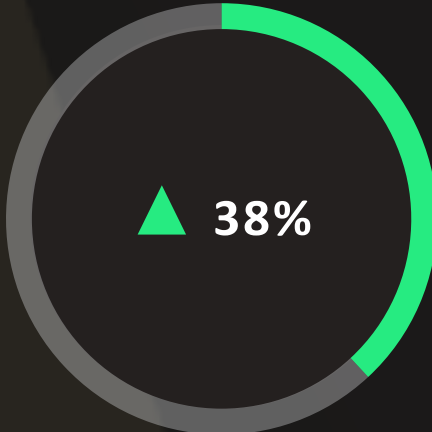
SALES



Dec 2017



Nov 2017



Dec 2016

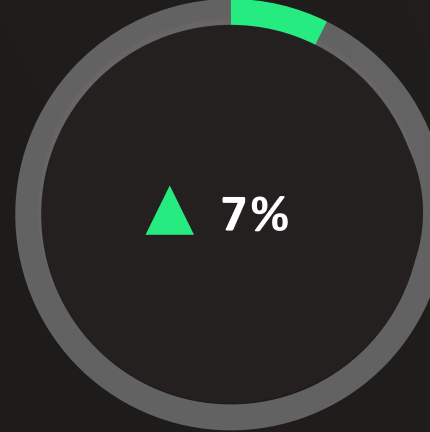
The number of houses sold in Vancouver East in December 2017 was 87, a 3% decrease compared to November 2017, when 90 homes were sold, and a 38% increase from the 63 properties sold last December.



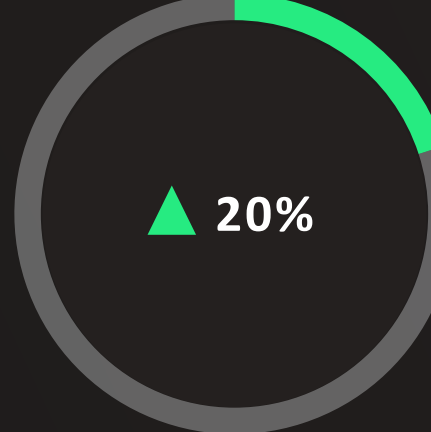
AVERAGE PRICE



Dec 2017



Nov 2017



Dec 2016

In Vancouver East, the average sale price for houses in December 2017 was \$1.65M, a 7% increase compared to November 2017, when the average sale price was \$1.537M, and a 20% increase from the \$1.375M average sale price from last December.

Market Type

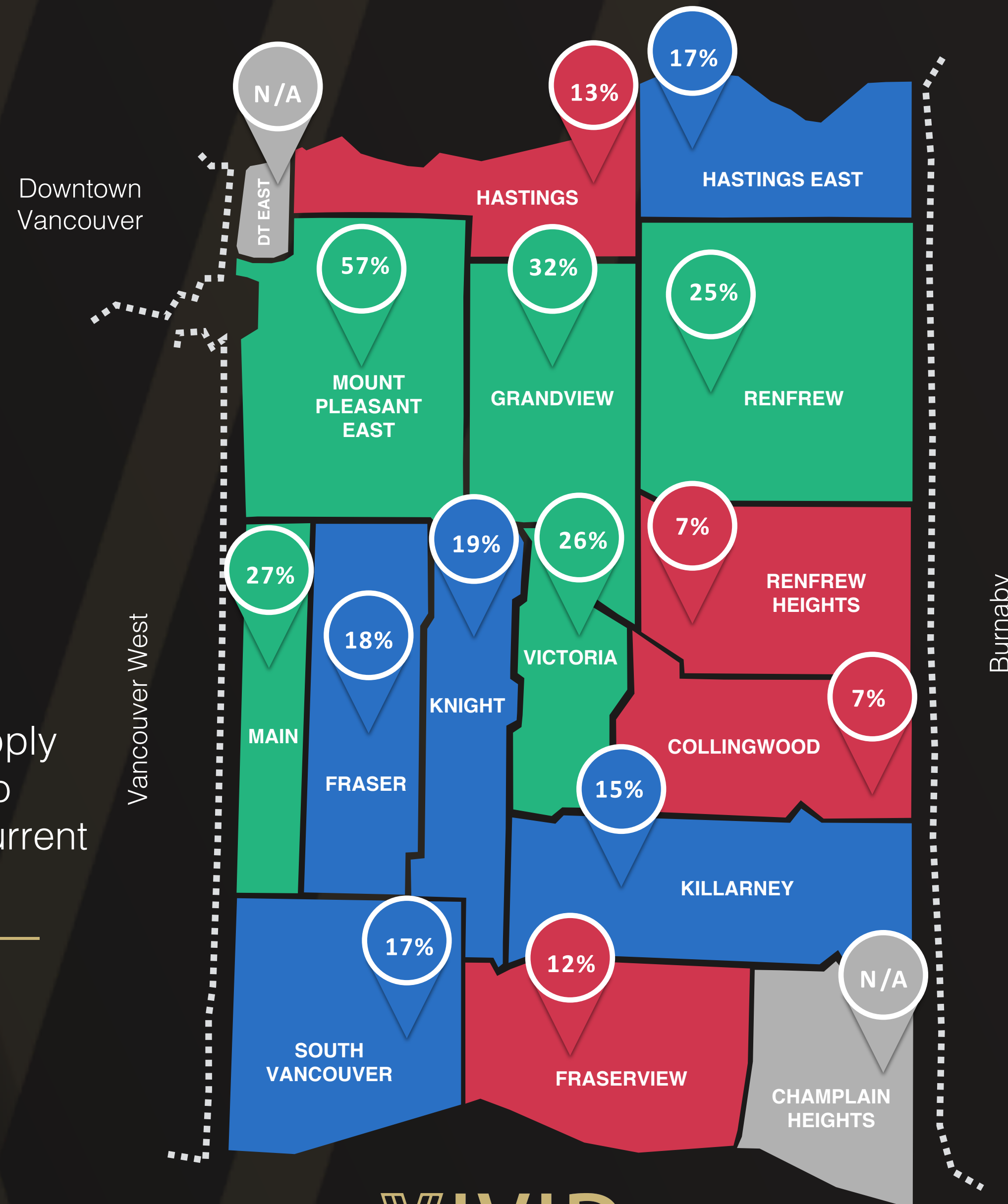
VANCOUVER WESTSIDE

Sales Ratio

To understand the ratio between supply and demand, we also look at sales to active ratio for an indication of the current market type.

- 21% & Greater Sellers Market
- 15% to 20% Balanced Market
- 14% & Less Buyer Market

* There isn't enough data to determine the market type.



Detached and Houses

● Seller Market

● Buyer Market

● N/A*

● Balanced Market

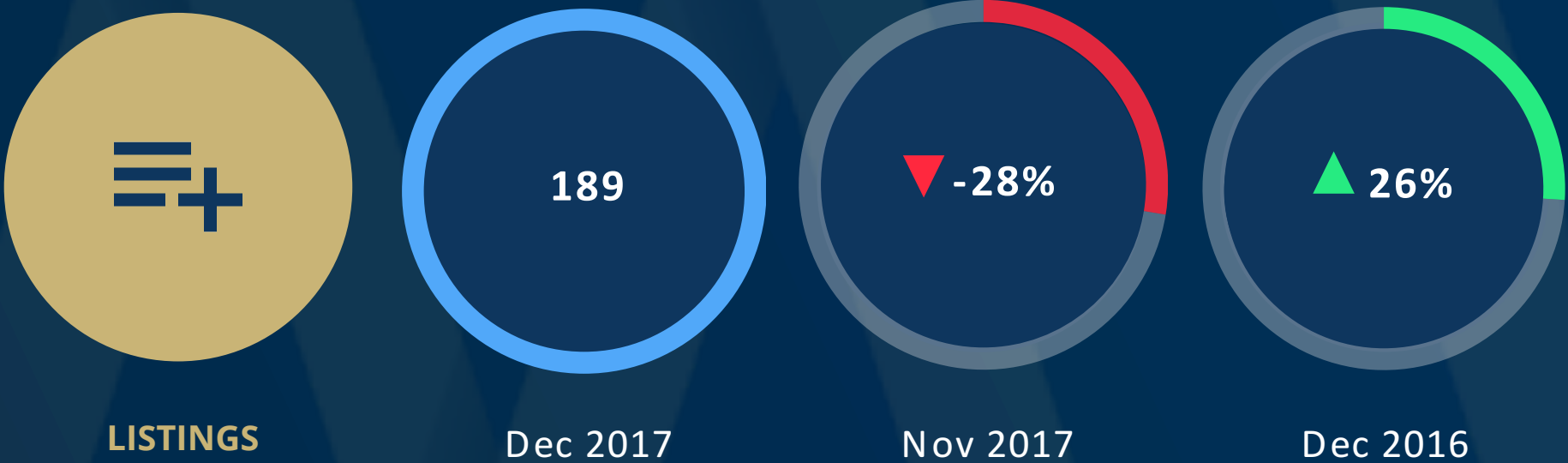
VANCOUVER EASTSIDE

December 2017

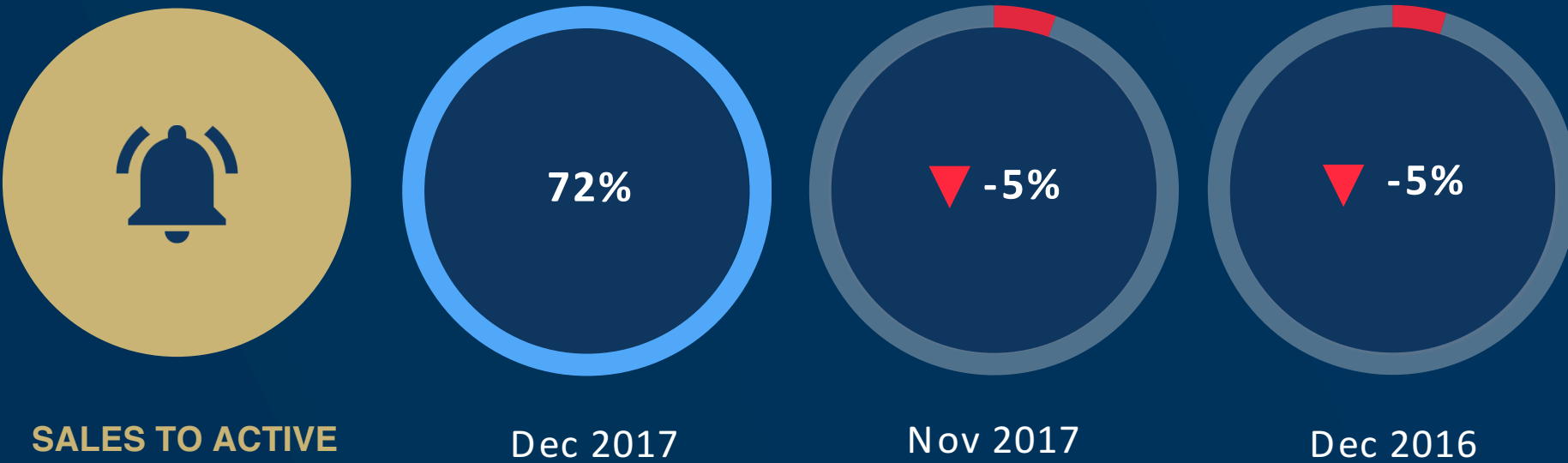


Condos and Townhouses

CURRENT UP DOWN



In Vancouver East, the number of new listings for condos and townhouses in December 2017 was 189, a 28% decrease compared to November 2017, when 261 homes were listed, and a 26% increase from the 150 properties listed last December.



In Vancouver East, the sales-to-active listings ratio for condo and townhouses for December 2017 was 72%, a 5% decrease compared to November 2017, when the ratio was 77%, and a 5% decrease from the 77% ratio last December.



The number of condos and townhouses sold in Vancouver East in December 2017 was 136, a 33% decrease compared to November 2017, when 202 homes were sold, and a 18% increase from the 115 properties sold last December.



In Vancouver East, the average sale price for condos and townhouses in December 2017 was \$636K, a 3% increase compared to November 2017, when the average sale price was \$615K, and a 24% increase from the \$512K average sale price from last December.

Market Type

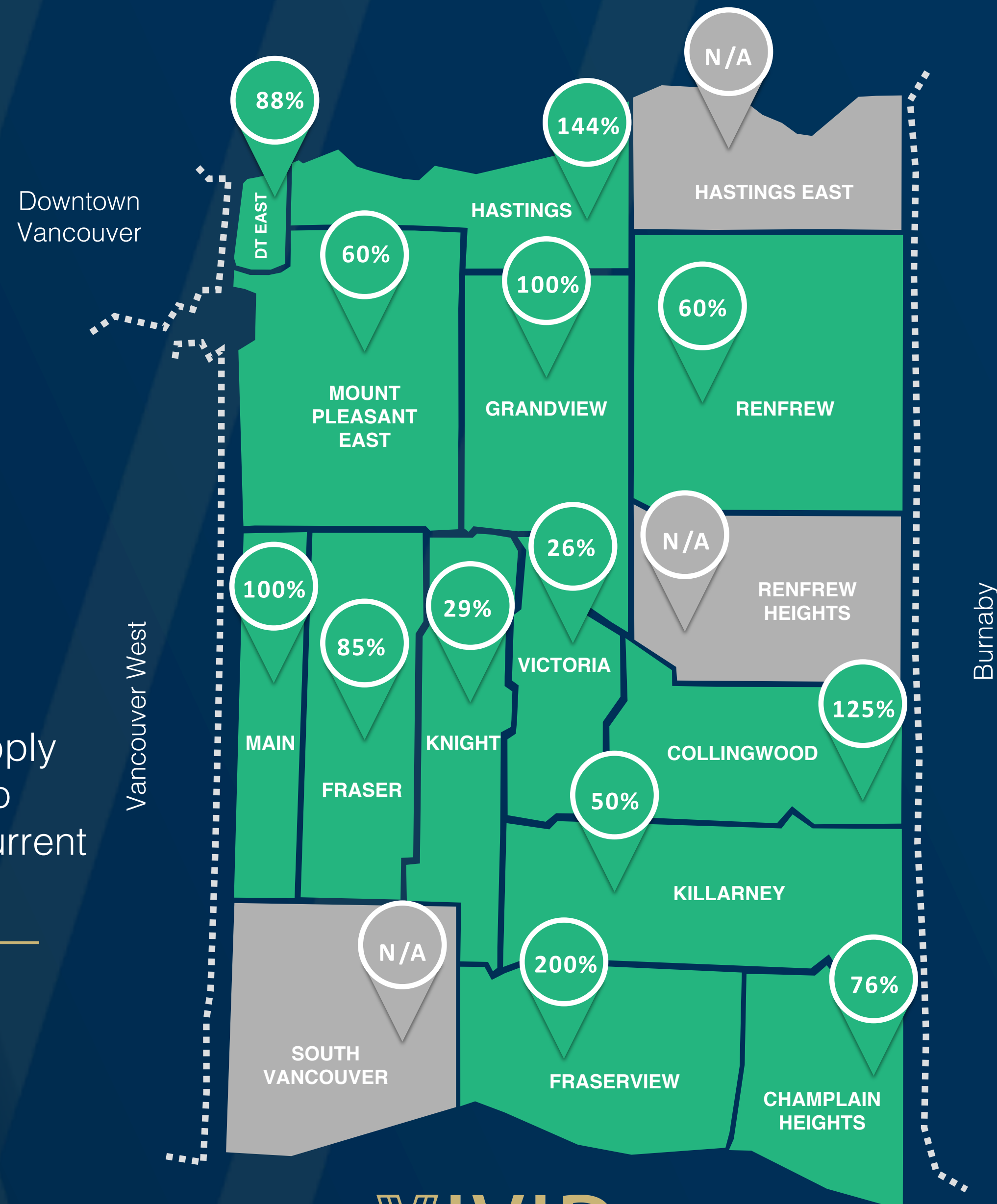
VANCOUVER EASTSIDE

Sales Ratio

To understand the ratio between supply and demand, we also look at sales to active ratio for an indication of the current market type.

- 21% & Greater Sellers Market
- 15% to 20% Balanced Market
- 14% & Less Buyer Market

** There isn't enough data to determine the market type.*



Condos and Townhouses



Seller Market



Buyer Market



N/A*



Balanced Market

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North Vancouver

December 2017

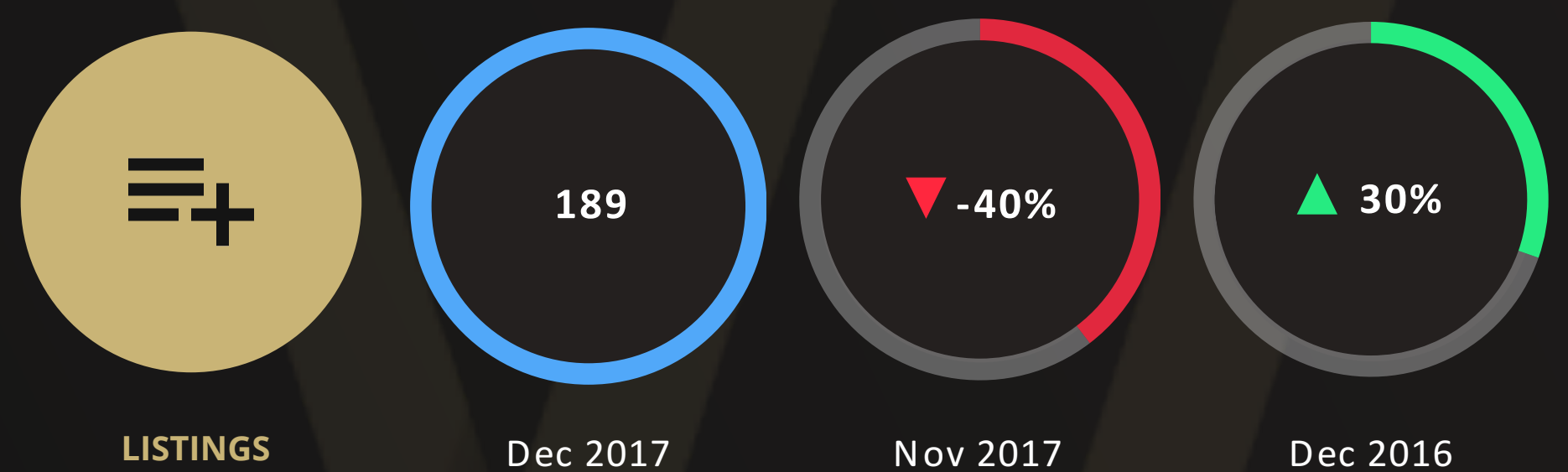


NORTH VANCOUVER

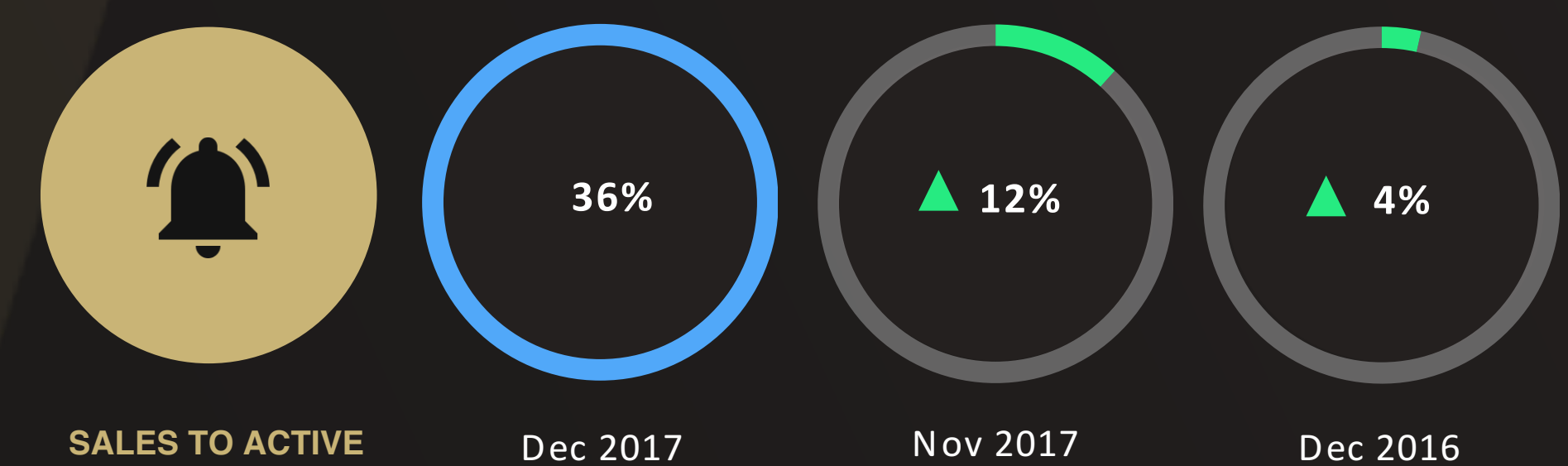
December 2017

 Detached and Houses

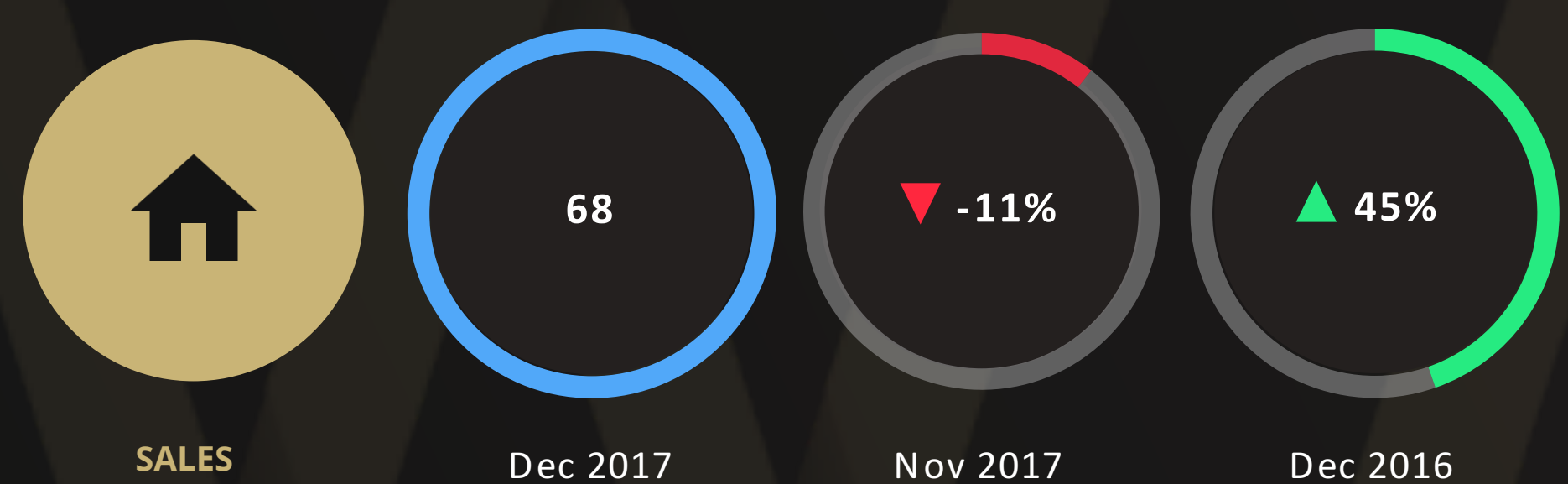
CURRENT UP DOWN



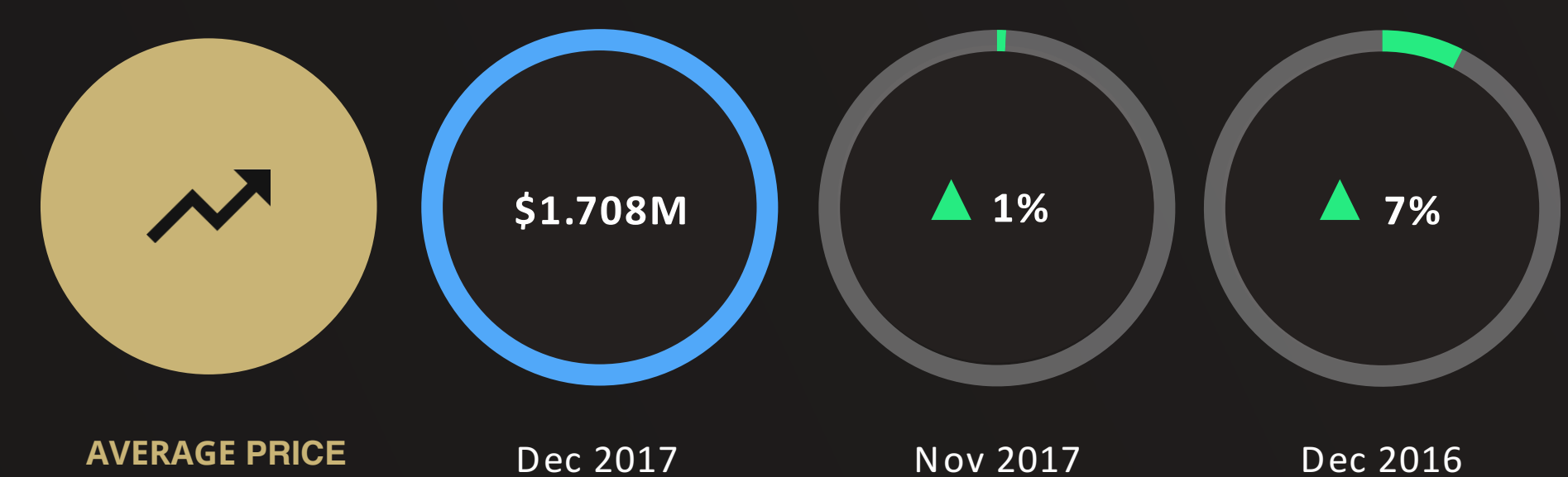
In North Vancouver, the number of new listings for detached properties in December 2017 was 189, a 40% decrease compared to November 2017, when 313 homes were listed, and a 30% increase from the 145 properties listed last December.



In North Vancouver, the sales to active ratio for houses for December 2017 was 36%, a 12% increase compared to November 2017, when the ratio was 24%, and a 4% increase from the 32% ratio last December.



The number of houses sold in North Vancouver in December 2017 was 68, a 11% decrease compared to November 2017, when 76 homes were sold, and a 45% increase from the 47 properties sold last December.



In North Vancouver, the average sale price for houses in December 2017 was \$1.708M, a 1% increase compared to November 2017, when the average sale price was \$1.694M, and a 7% increase from the \$1.59M average sale price from last December.

NORTH VANCOUVER

December 2017

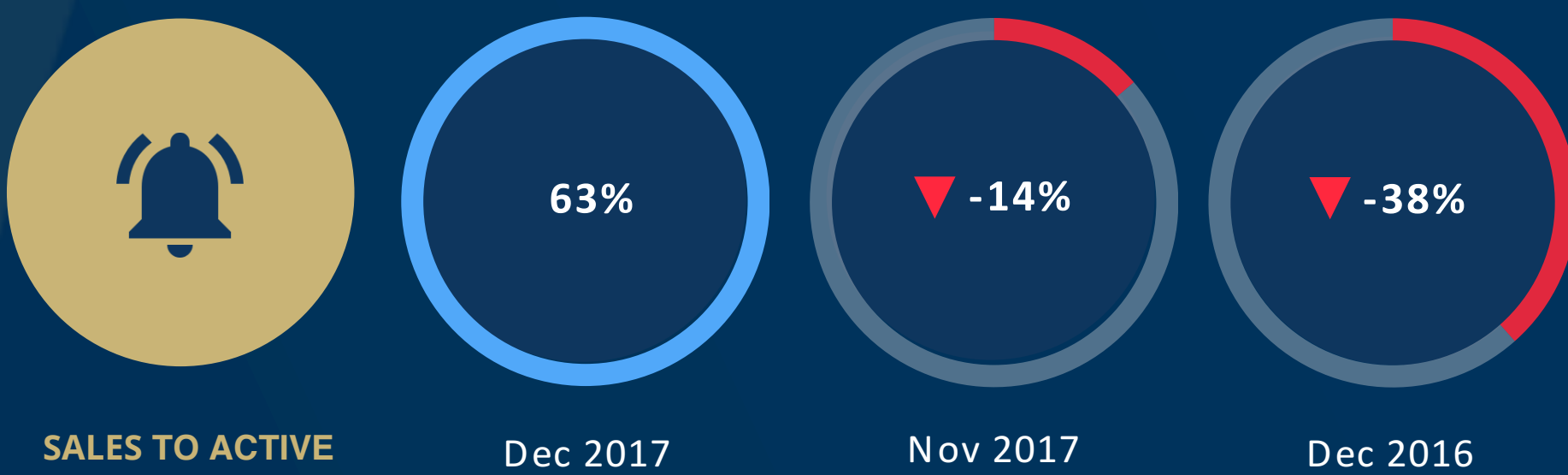


Condos and Townhouses

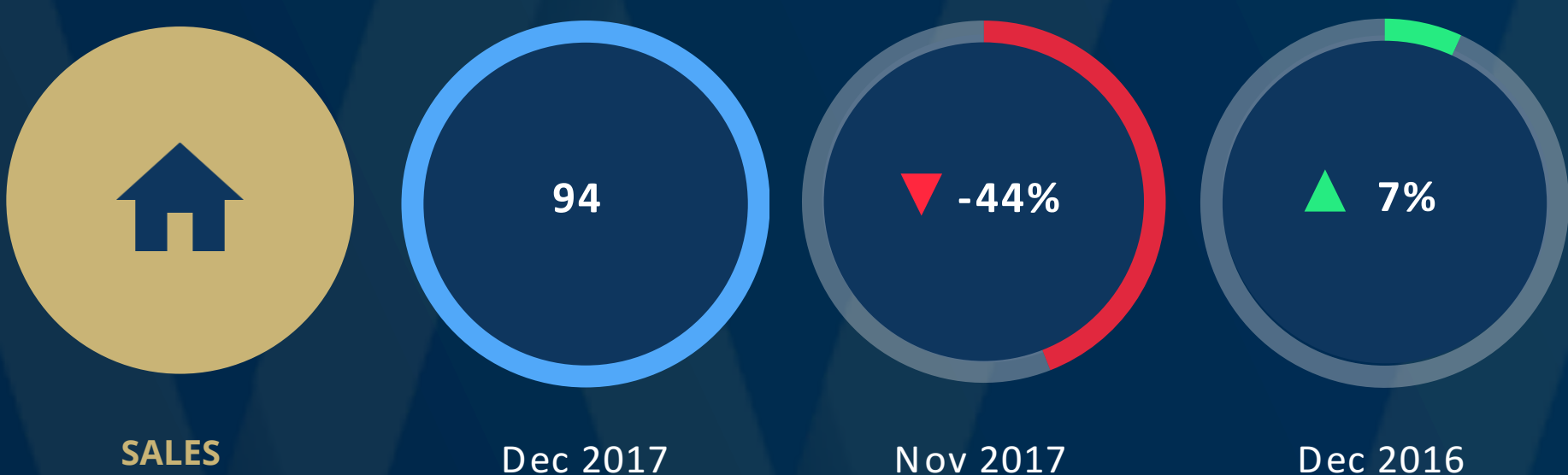
CURRENT UP DOWN



In North Vancouver, the number of new listings for condos and townhouses in December 2017 was 150, a 32% decrease compared to November 2017, when 220 homes were listed, and a 72% increase from the 87 properties listed last December.



In North Vancouver, the sales-to-active listings ratio for condo and townhouses for December 2017 was 63%, a 14% decrease compared to November 2017, when the ratio was 76%, and a 38% decrease from the 101% ratio last December.



The number of condos and townhouses sold in North Vancouver in December 2017 was 94, a 44% decrease compared to November 2017, when 168 homes were sold, and a 7% increase from the 88 properties sold last December.



In North Vancouver, the average sale price for condos and townhouses in December 2017 was \$677K, similar to November 2017, when the average sale price was \$674K, and a 9% increase from the \$620K average sale price from last December.

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West Vancouver

December 2017



WEST VANCOUVER

December 2017

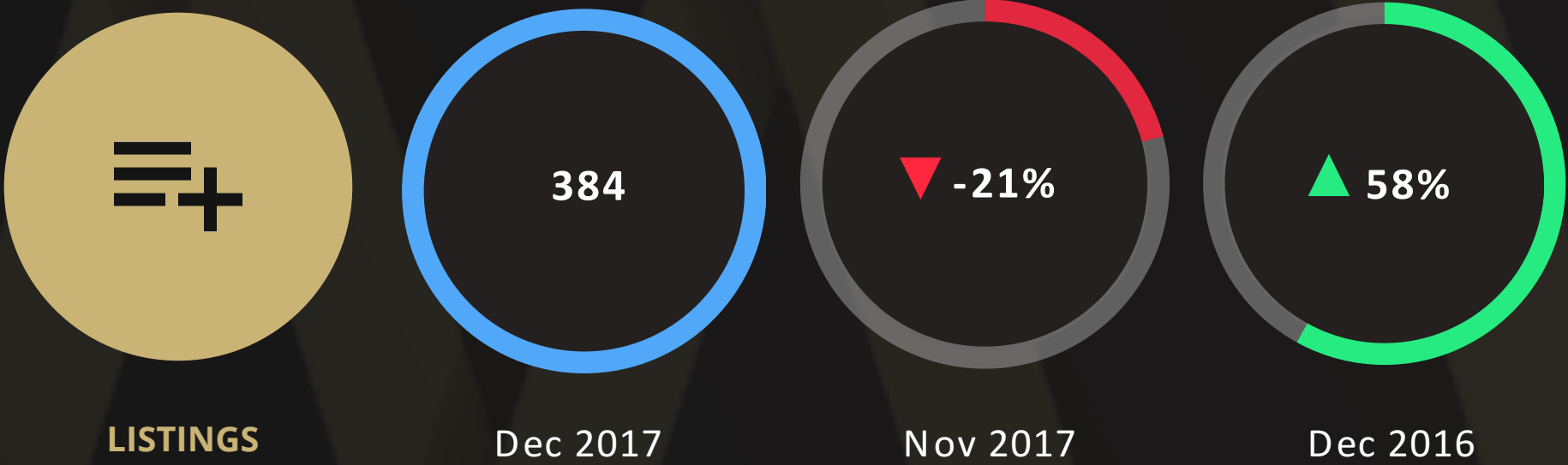


Detached and Houses

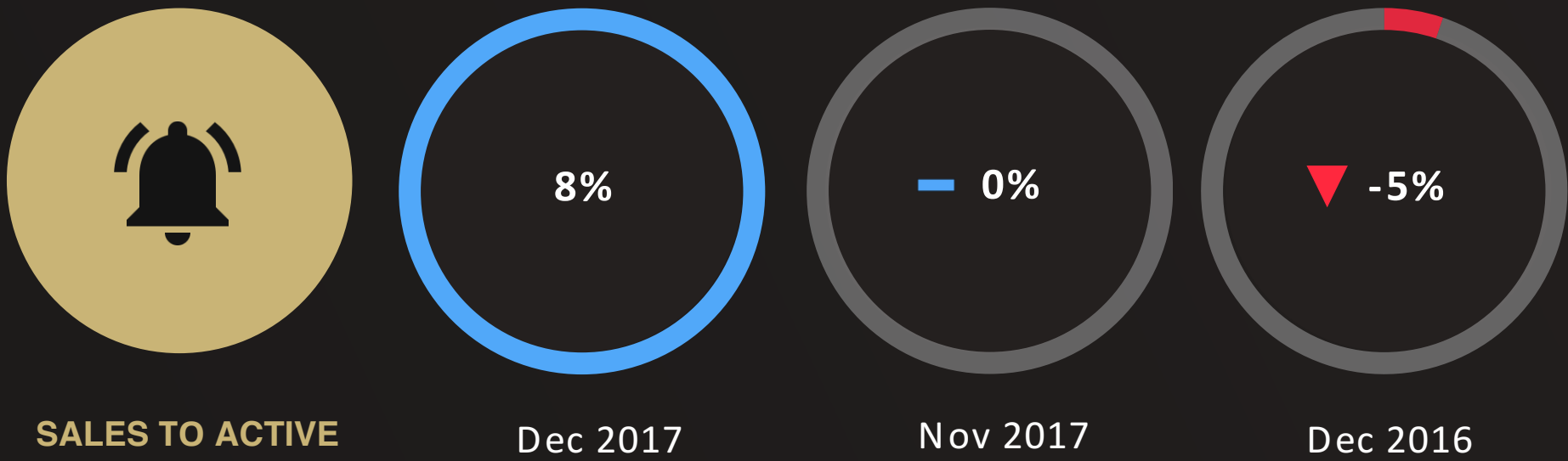
CURRENT

UP

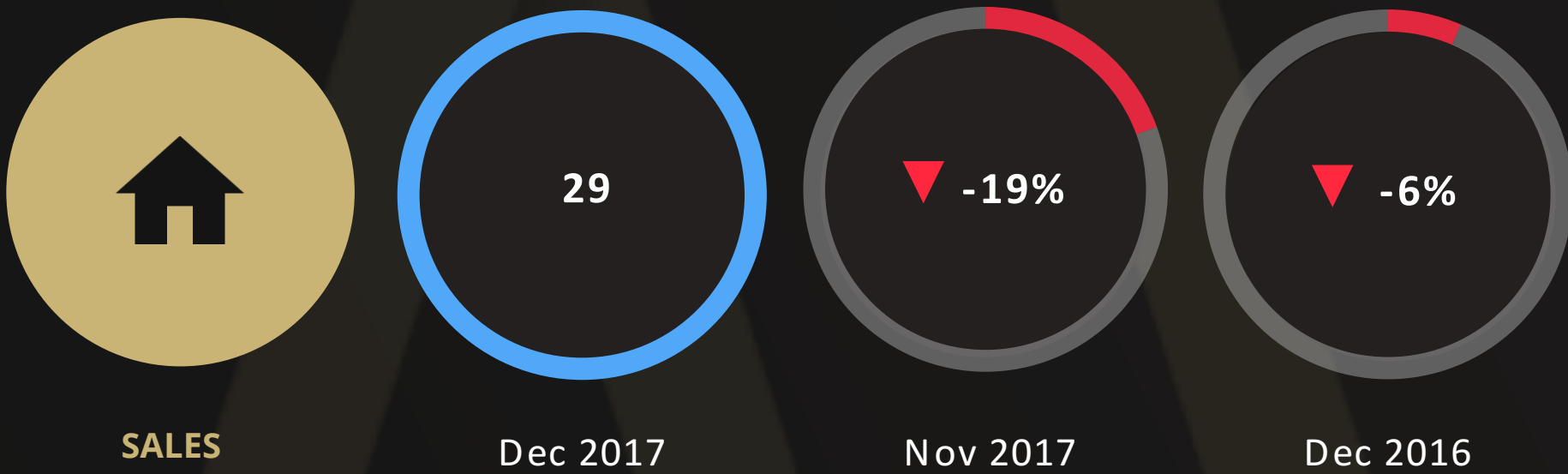
DOWN



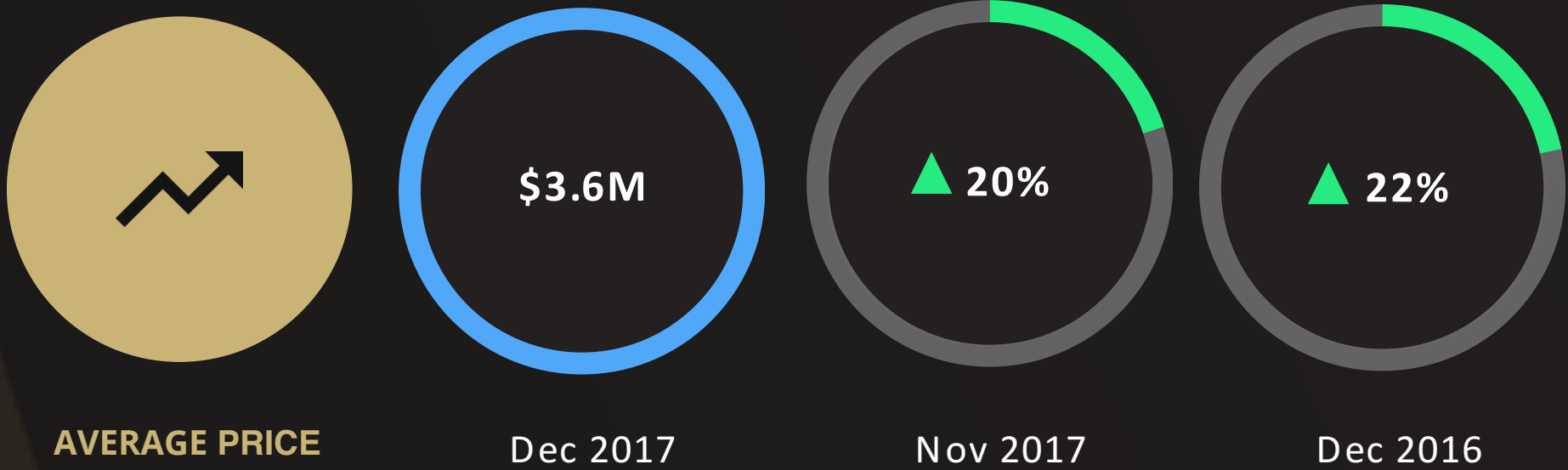
In West Vancouver houses, the number of new listings for residential properties in December 2017 was 384, a 21% decrease compared to November 2017, when 485 homes were listed, and a 58% increase from the 243 properties listed last December.



In West Vancouver, the sales to active ratio for houses for December 2017 was 8%, no changes compared to November 2017, and a 5% decrease from the 13% ratio last December.



The number of houses sold in West Vancouver in December 2017 was 29, a 19% decrease compared to November 2017, when 36 homes were sold, and a 6% decrease from the 31 properties sold last December.



In West Vancouver, the average sale price for houses in December 2017 was \$3.6M, a 20% increase compared to November 2017, when the average sale price was \$3M, and a 22% increase from the \$2.96M average sale price from last December.

WEST VANCOUVER

December 2017



Condos and Townhouses

CURRENT UP DOWN



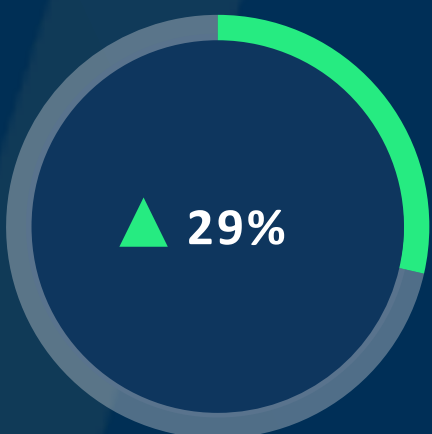
LISTINGS



Dec 2017



Nov 2017

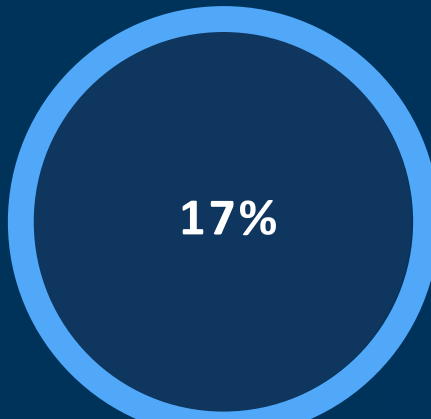


Dec 2016

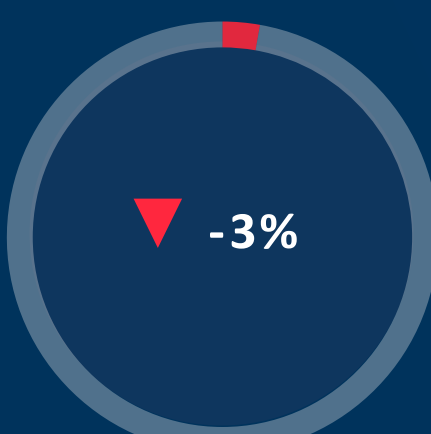
In West Vancouver, the number of new listings for condos and townhouses in December 2017 was 63, a 20% decrease compared to November 2017, when 79 homes were listed, and a 29% increase from the 49 properties listed last December.



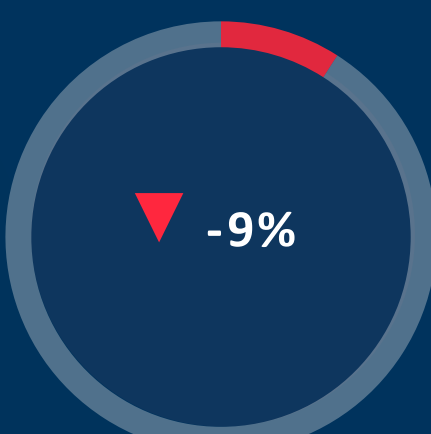
SALES TO ACTIVE



Dec 2017



Nov 2017



Dec 2016

In West Vancouver, the sales-to-active listings ratio for condos and townhouses for December 2017 was 17%, a 3% decrease compared to November 2017, when the ratio was 20%, and a 9% decrease from the 27% ratio last December.



SALES



Dec 2017



Nov 2017



Dec 2016

The number of condos and townhouses sold in West Vancouver in December 2017 was 11, a 31% decrease compared to November 2017, when 16 homes were sold, and a 15% decrease from the 13 properties sold last December.



AVERAGE PRICE



Dec 2017



Nov 2017



Dec 2016

In West Vancouver, the average sale price for condos and townhouses in December 2017 was \$1.07K, a 5% decrease compared to November 2017, when the average sale price was \$1.123K, and a 26% decrease from the \$1.45K average sale price from last December.

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