

SIMPLE.  
INNOVATIVE.  
EFFECTIVE.



**VIVID**

REAL ESTATE

*By Amir Joharifard*

# Market Update

July 2017

# Areas

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**GREATER VANCOUVER**  
**DOWNTOWN VANCOUVER**

**VANCOUVER WESTSIDE**  
**VANCOUVER EASTSIDE**

**NORTH VANCOUVER**  
**WEST VANCOUVER**

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# Greater Vancouver

July 2017

**VIVID**  
REAL ESTATE  
*By Amin Sabarwal*

**Century 21**  
IN TOWN REALTY

# GREATER VANCOUVER

July, 2017

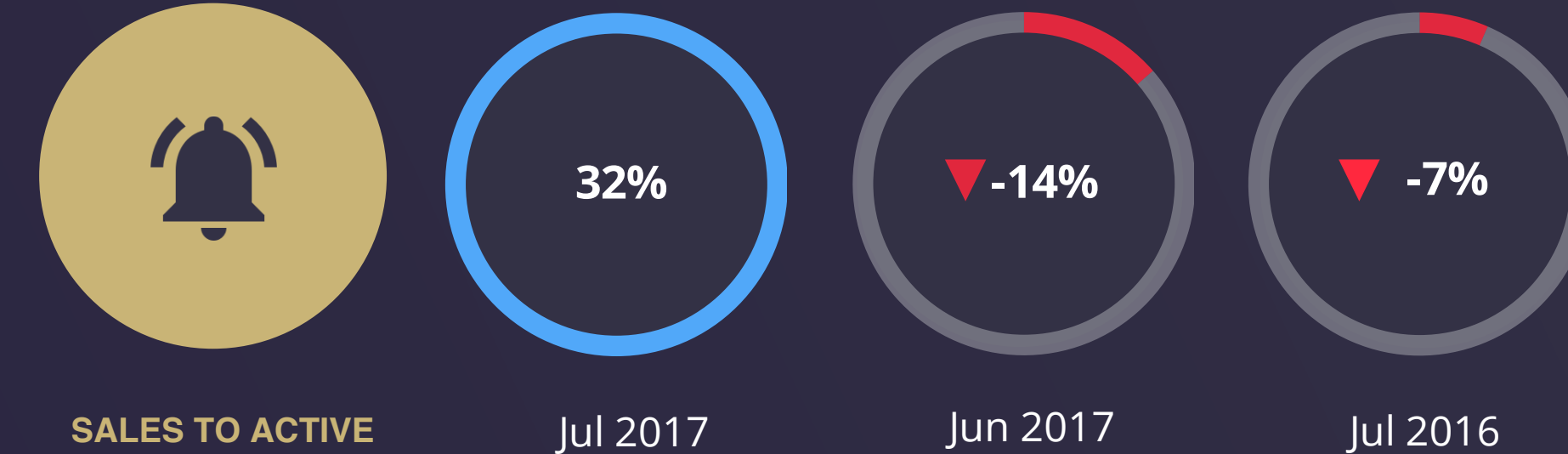


Detached and Attached Homes

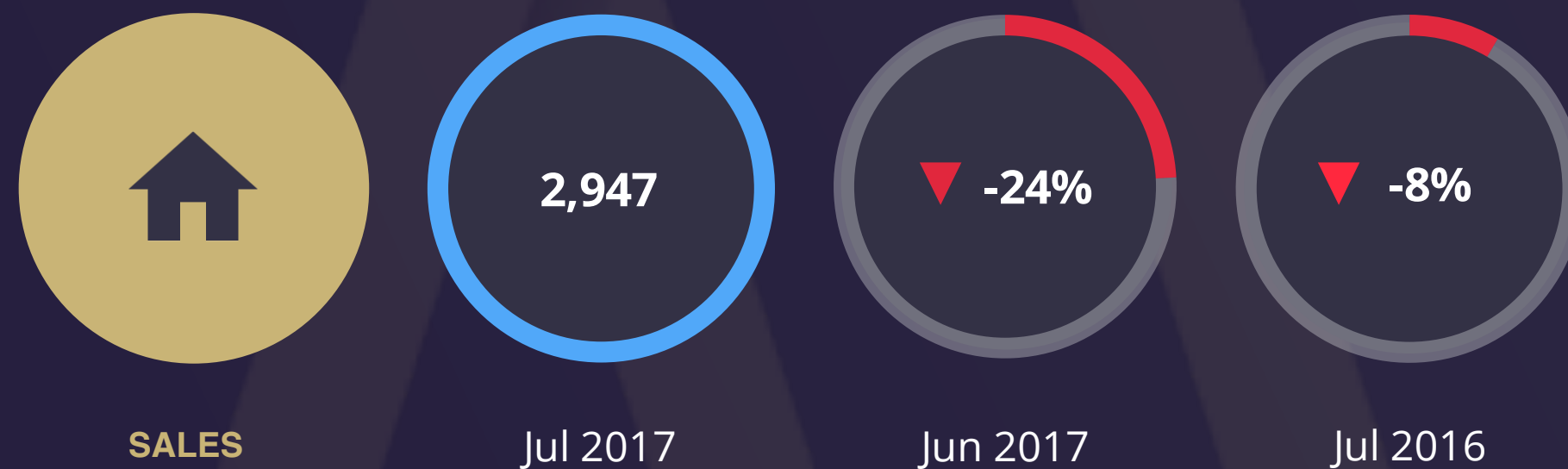
● CURRENT ● UP ● DOWN



In Greater Vancouver, the number of new listings for residential properties in July 2017 was 5,243, a 8% decrease compared to June 2017, when 5,701 homes were listed, and a 0.3% increase from the 5,226 properties listed last July.



In Greater Vancouver, the sales-to-active listings ratio for residential properties for July 2017 was 32%, a 14% decrease compared to June 2017, when the ratio was 46%, and a 7% decrease from the 39% ratio last July.



The number of residential properties sold in Greater Vancouver in July 2017 was 2,947, a 24% decrease compared to June 2017, when 3,885 homes were sold, and a 8% decrease from the 3,220 properties sold last July.

## 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.



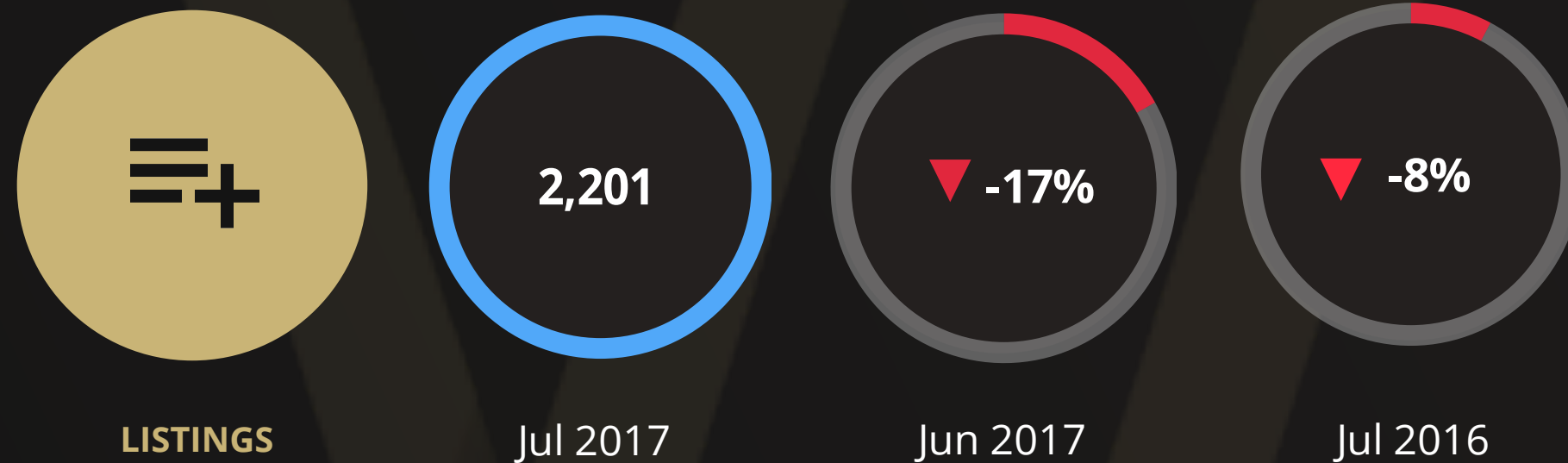
# GREATER VANCOUVER

July, 2017

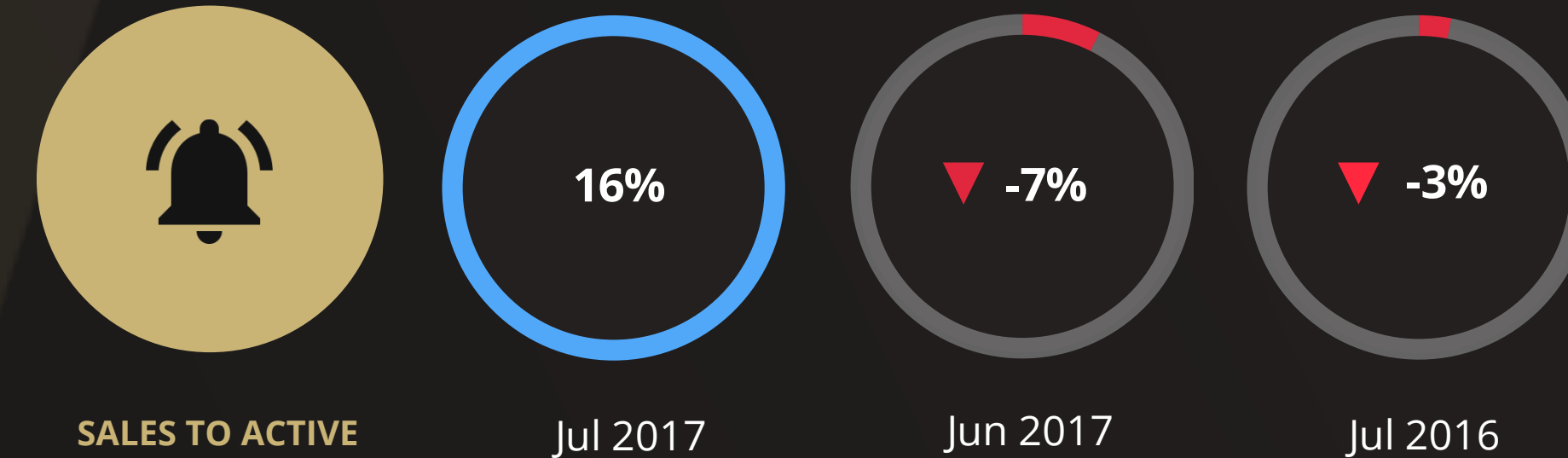


Detached and Houses

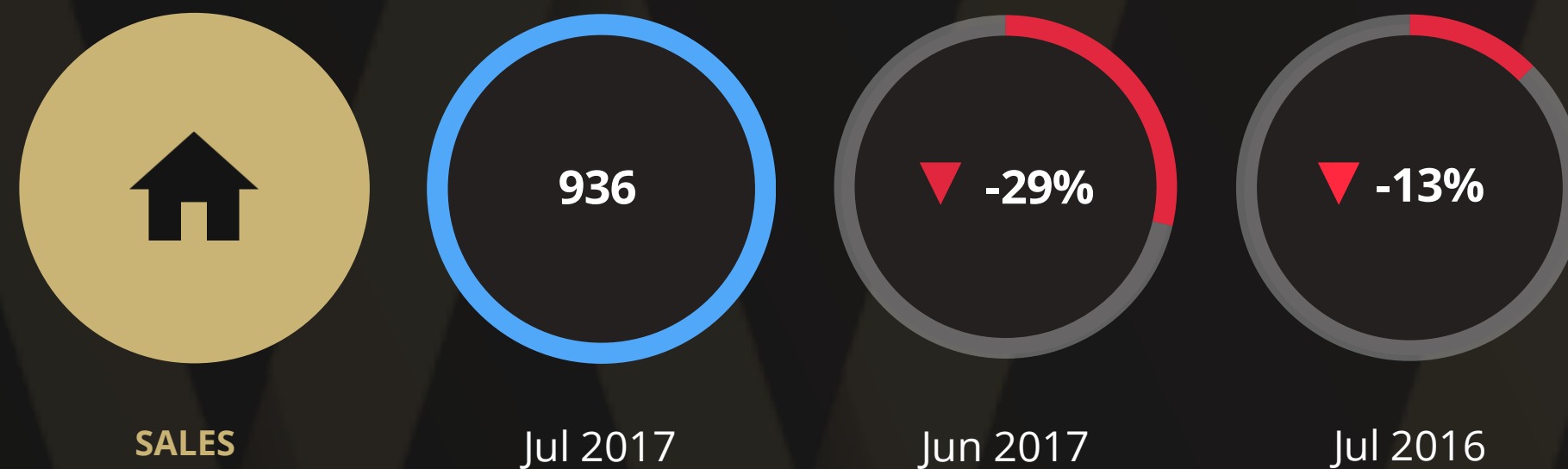
● CURRENT ● UP ● DOWN



In Greater Vancouver, the number of new listings for detached properties in July 2017 was 2,201 a 17% decrease compared to June 2017, when 2,647 homes were listed, and a 8% decrease from the 2,386 properties listed last July.



In Greater Vancouver, the sales-to-active listings ratio for detached properties for July 2017 was 16%, a 7% increase compared to June 2017, when the ratio was 23%, and a 3% decrease from the 19% ratio last July.



The number of houses sold in Greater Vancouver in July 2017 was 1,071, a 29% decrease compared to June 2017, when 1,312 homes were sold, and a 13% decrease from the 1,071 properties sold last July.

## Facts

The Average days on Market for Greater Vancouver detached properties in July 2017 was 35 days, a 17% Increase in comparison to 30 days in June 2017. The average price per square foot for Greater Vancouver detached properties in July 2017 was \$642, a 4% decrease in comparison to \$667 per square foot in June 2017.

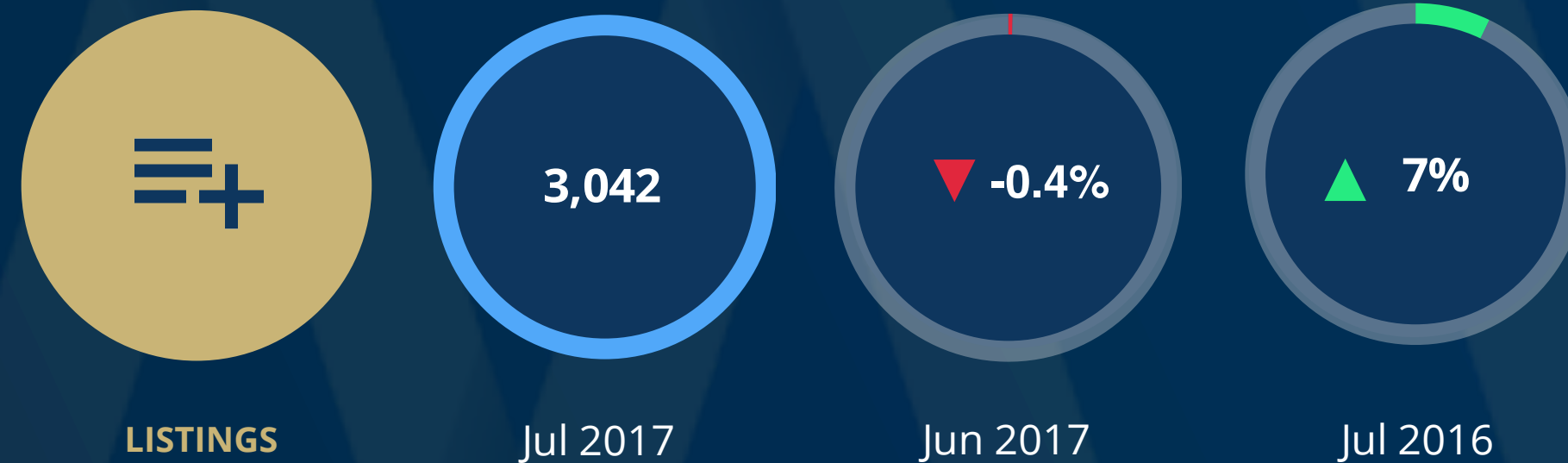
# GREATER VANCOUVER

July, 2017



Condos and Townhouses

● CURRENT ● UP ● DOWN



LISTINGS

Jul 2017

Jun 2017

Jul 2016

In Greater Vancouver, the number of new listings for attached properties in July 2017 was 3,042, a 0.4% decrease compared to June 2017, when 3,054 homes were listed, and a 7% increase from the 2,840 properties listed last July.



SALES TO ACTIVE

Jul 2017

Jun 2017

Jul 2016

In Greater Vancouver, the sales-to-active listings ratio condos and townhouse in July 2017 was 60%, a 24% decrease compared to June 2017, when the ratio was 84%, and a 15% decrease from the 76% ratio last July.



SALES

Jul 2017

Jun 2017

Jul 2016

The number of condos and townhouses sold in Greater Vancouver condos in July 2017 was 2,011, a 22% decrease compared to June 2017, when 2,573 homes were sold, and a 6% decrease from the 2,149 properties sold last July.

## Facts

The average days on the market for Greater Vancouver condos in July 2017 was 17 days, while for townhouses it was 20 days. The average price per square foot for Greater Vancouver condos was \$753 in July 2017, where as for townhouses it was \$576 per square foot.

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# Downtown Vancouver

July 2017

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**Century 21**  
IN TOWN REALTY



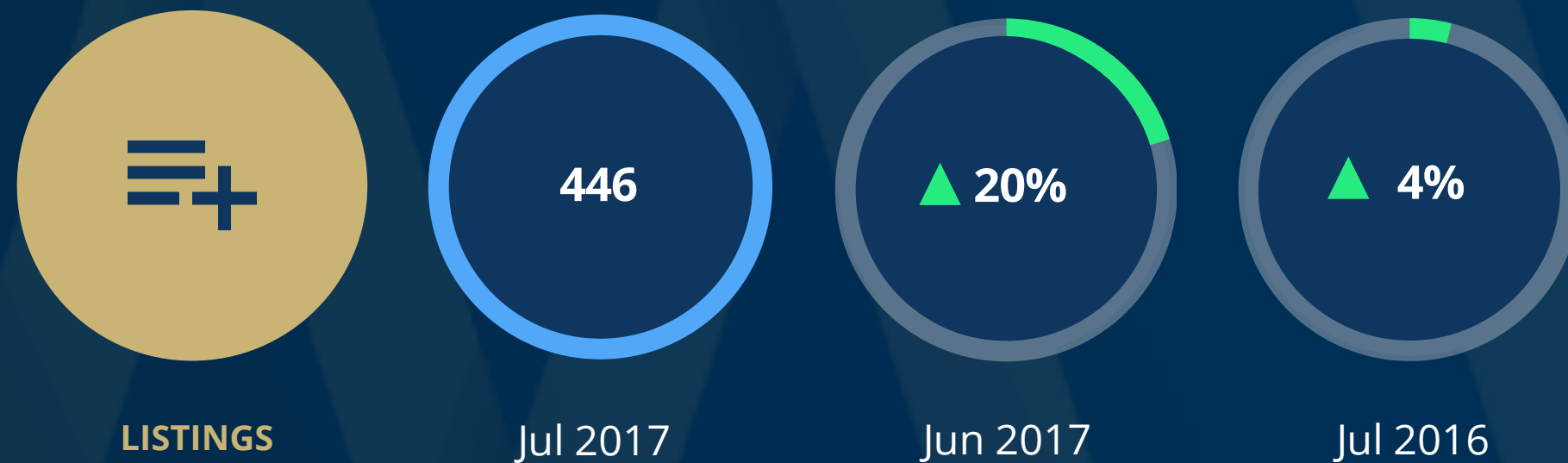
# DOWNTOWN VANCOUVER

July, 2017



Condos and Townhouses

● CURRENT ● UP ● DOWN



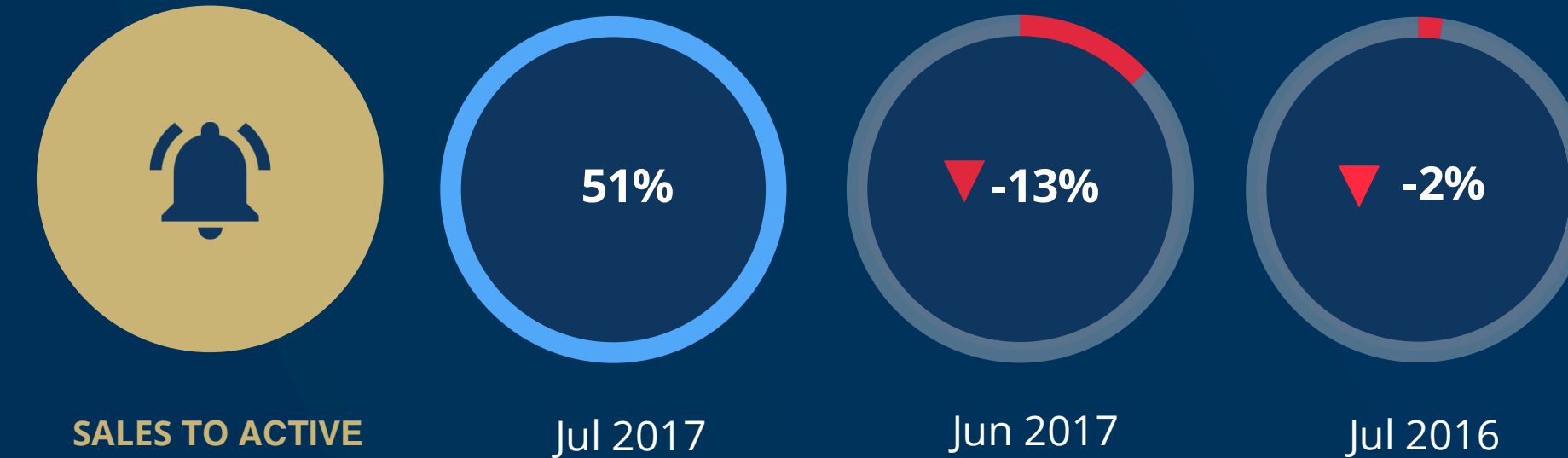
LISTINGS

Jul 2017

Jun 2017

Jul 2016

In Downtown Vancouver, the number of new listings for condo and townhouses in July 2017 was 446, a 20% increase compared to June 2017, when 372 homes were listed, and a 4% increase from the 429 properties listed last July.



SALES TO ACTIVE

Jul 2017

Jun 2017

Jul 2016

In Downtown Vancouver, the sales-to-active listings ratio for condos and townhouses for July 2017 was 51%, a 13% decrease compared to June 2017, when the ratio was 64%, and a 2% decrease from the 53% ratio last July.



SALES

Jul 2017

Jun 2017

Jul 2016

The number of condos and townhouses sold in Downtown Vancouver in July 2017 was 228, a 4% decrease compared to June 2017, when 238 homes were sold, and a 0.4% decrease from the 229 properties sold last July.



AVERAGE PRICE

Jul 2017

Jun 2017

Jul 2016

In Downtown Vancouver, the average sale price for condos and townhouses in July 2017 was \$797K, a 3% decrease compared to June 2017, when the average sale price was \$825K, and a 16% increase from the \$690K average sale price from last July.



# 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

July 2017

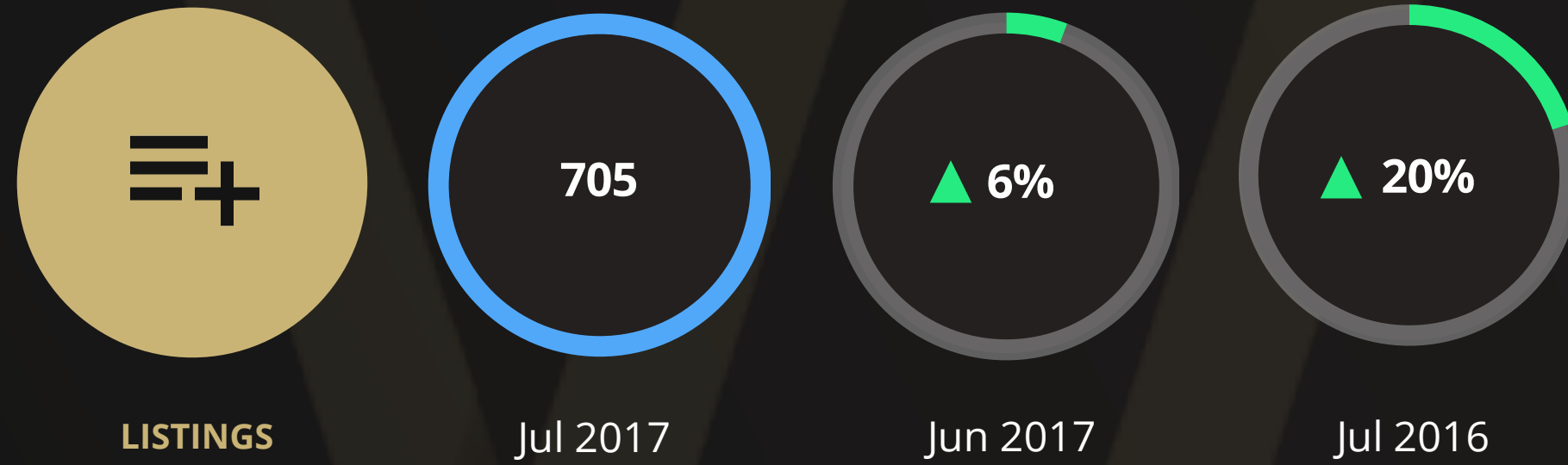
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*By Amin Sabzevari*

Century 21  
IN TOWN REALTY

# VANCOUVER WESTSIDE

July, 2017

 Detached and Houses  
● CURRENT ● UP ● DOWN



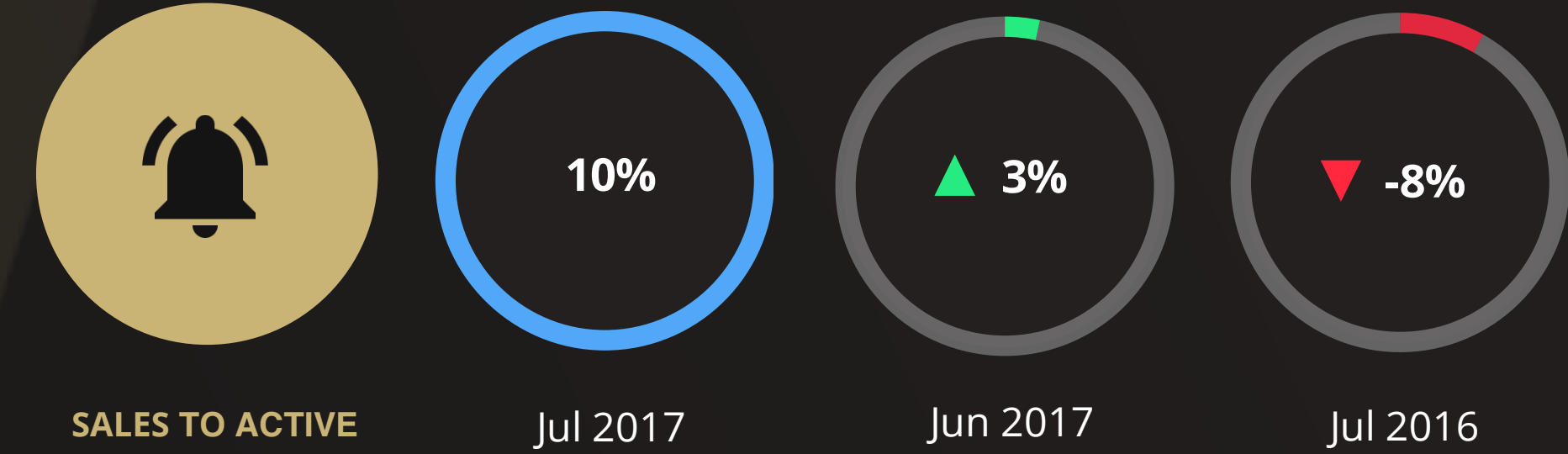
LISTINGS

Jul 2017

Jun 2017

Jul 2016

In Vancouver West, the number of new listings for detached properties in July 2017 was 705, a 6% increase compared to June 2017, when 667 homes were listed, and a 20% increase from the 587 properties listed last July.



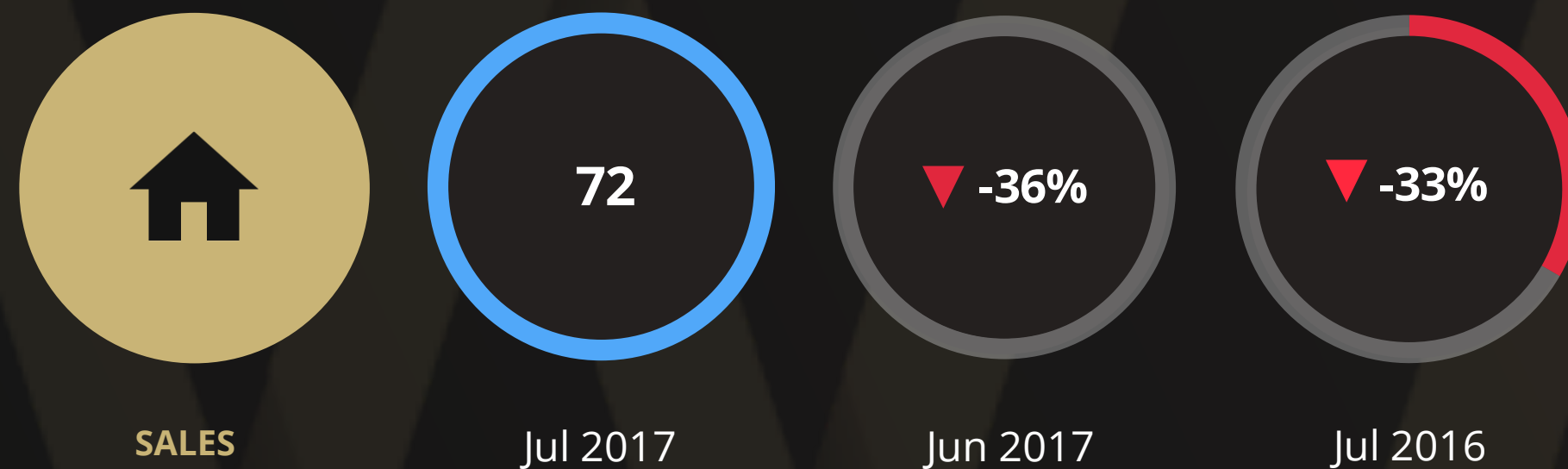
SALES TO ACTIVE

Jul 2017

Jun 2017

Jul 2016

In Vancouver West, the sales-to-active listings ratio for houses for July 2017 was 10%, a 3% increase compared to June 2017, when the ratio was 7%, and a 8% decrease from the 18% ratio last July.



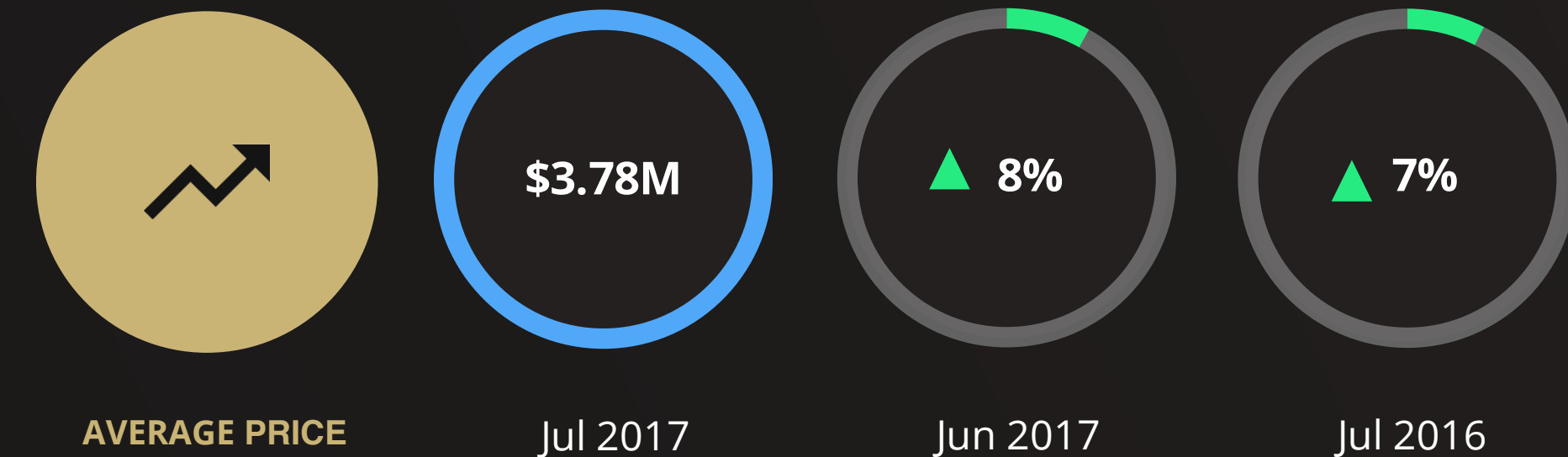
SALES

Jul 2017

Jun 2017

Jul 2016

The number of houses sold in Vancouver West in July 2017 was 72, a 36% decrease compared to June 2017, when 113 homes were sold, and a 33% decrease from the 108 properties sold last July.



AVERAGE PRICE

Jul 2017

Jun 2017

Jul 2016

In Vancouver West, the average sale price for houses in July 2017 was \$3.783M, an 8% increase compared to June 2017, when the average sale price was \$3.5M, and a 7% increase from the \$3.52M average sale price from last July.



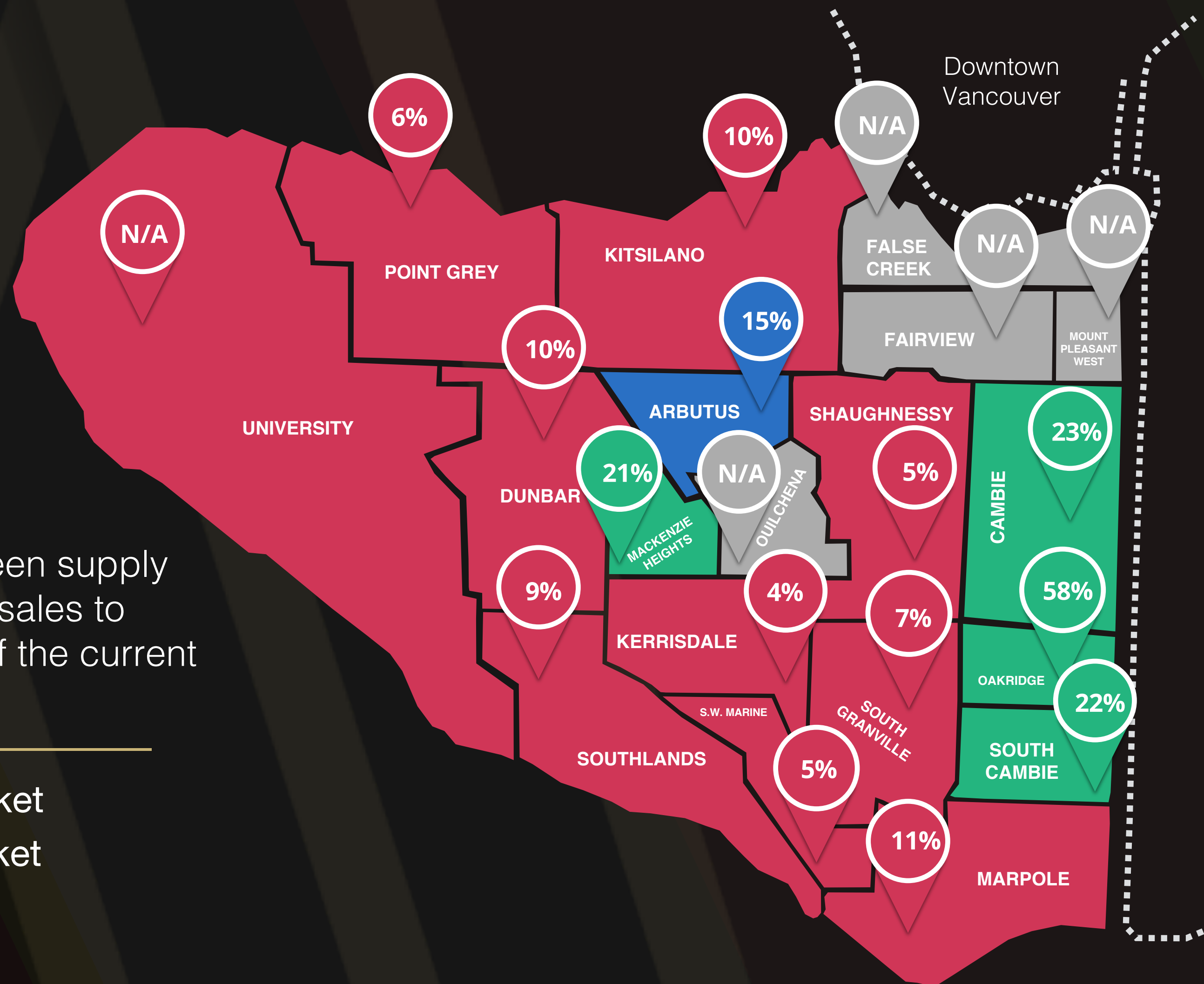
# Market Type

## VANCOUVER WESTSIDE

July, 2017

 Detached and Houses

● 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.

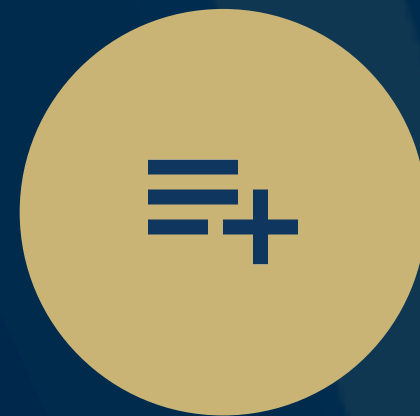
# VANCOUVER WESTSIDE

July, 2017

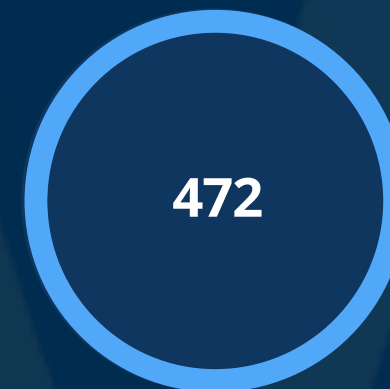


Condos and Townhouses

● CURRENT ● UP ● DOWN



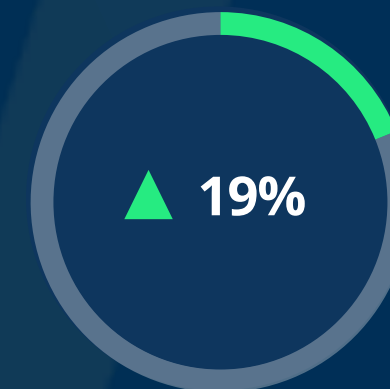
LISTINGS



Jul 2017



Jun 2017

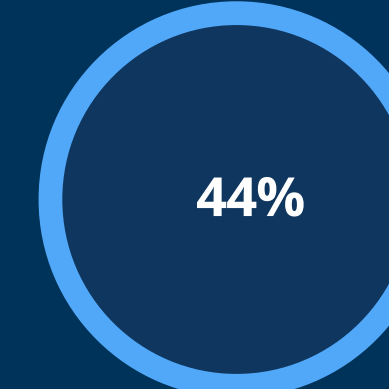


Jul 2016

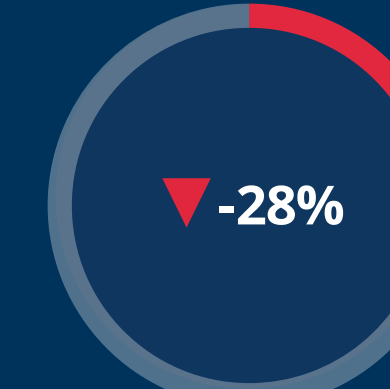
In Vancouver West, the number of new listings for condos and townhouses in July 2017 was 472, a 20% increase compared to June 2017, when 392 homes were listed, and a 19% increase from the 397 properties listed last July.



SALES TO ACTIVE



Jul 2017



Jun 2017

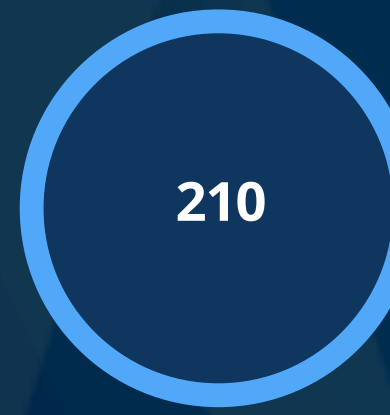


Jul 2016

In Vancouver West, the sales-to-active listings ratio for condo and townhouses for July 2017 was 44%, a 28% decrease compared to June 2017, when the ratio was 73%, and a 19% decrease from the 64% ratio last July.



SALES



Jul 2017

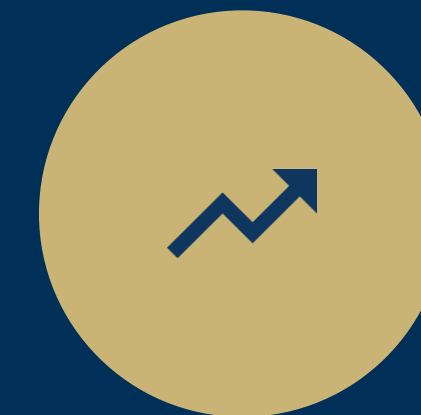


Jun 2017



Jul 2016

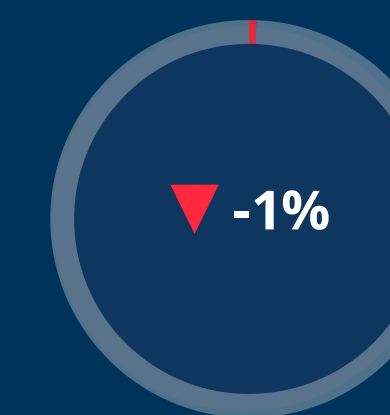
The number of condos and townhouses sold in Vancouver West in July 2017 was 210, a 26% decrease compared to June 2017, when 285 homes were sold, and a 17% decrease from the 254 properties sold last July.



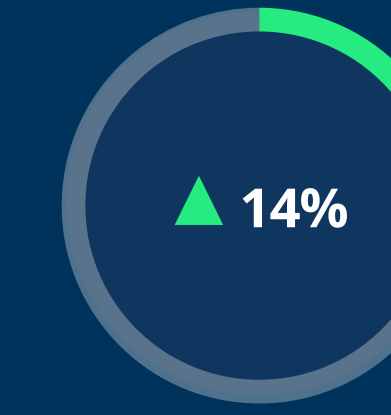
AVERAGE PRICE



Jul 2017



Jun 2017



Jul 2016

In Vancouver West, the average sale price for condos and townhouses in July 2017 was \$815K, a 1% decrease compared to June 2017, when the average sale price was \$820K, and a 14% increase from the \$715K average sale price from last July.

# Market Type

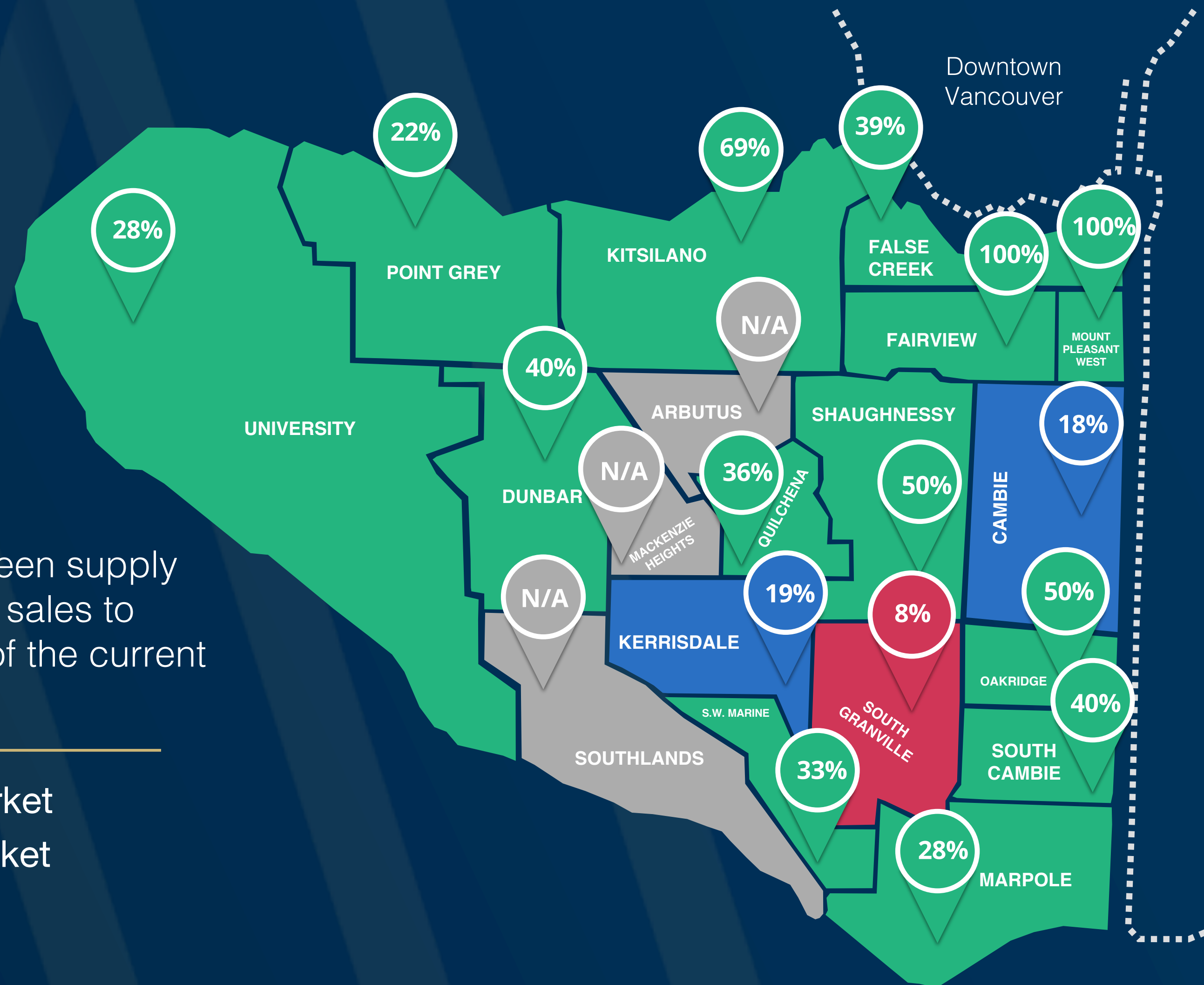
## VANCOUVER WESTSIDE

July, 2017



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 Eastside

July 2017

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REAL ESTATE  
*By Amin Lakhanif*

**Century 21**  
IN TOWN REALTY

# VANCOUVER EASTSIDE

July, 2017



Detached and Houses

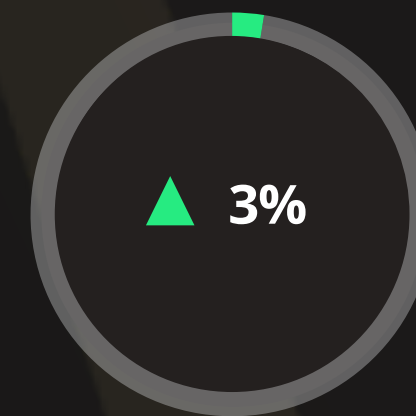
● CURRENT ● UP ● DOWN



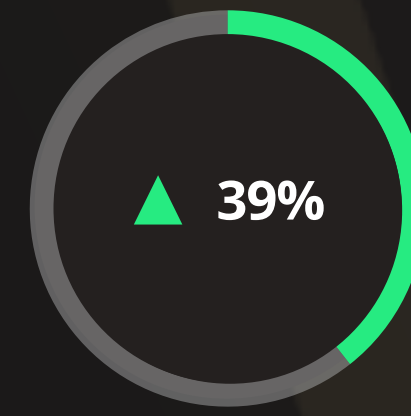
LISTINGS



Jul 2017



Jun 2017

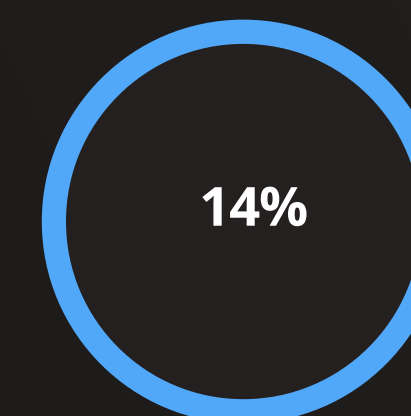


Jul 2016

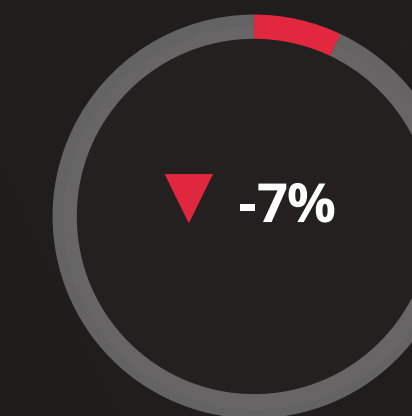
In Vancouver East, the number of new listings for detached properties in July 2017 was 768, a 3% increase compared to June 2017, when 749 homes were listed, and a 39% increase from the 551 properties listed last July.



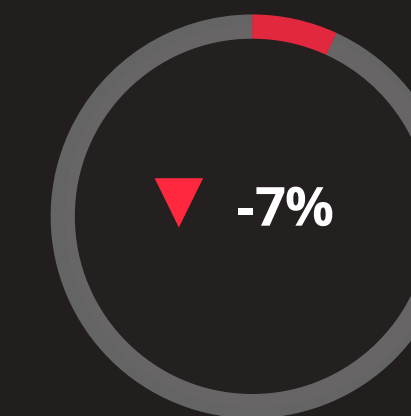
SALES TO ACTIVE



Jul 2017



Jun 2017

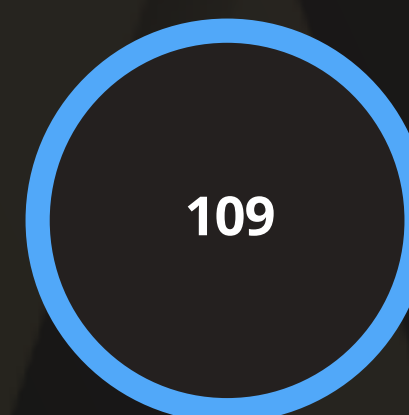


Jul 2016

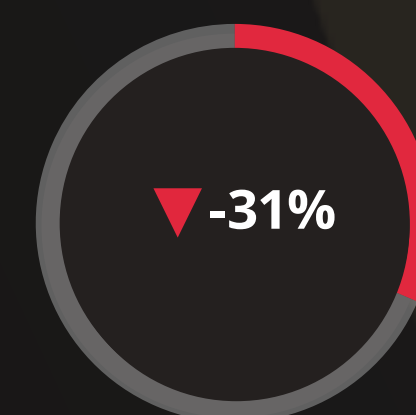
In Vancouver East, the sales to active ratio for houses for July 2017 was 14%, a 7% decrease compared to June 2017, when the ratio was 21%, and a 7% decrease from the 21% ratio last July.



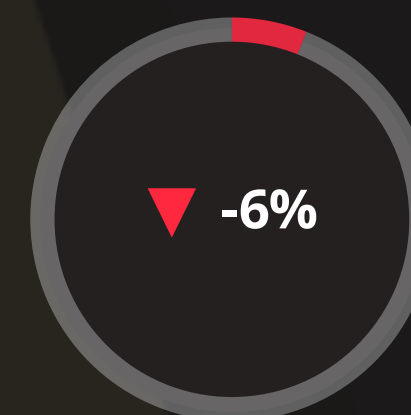
SALES



Jul 2017



Jun 2017

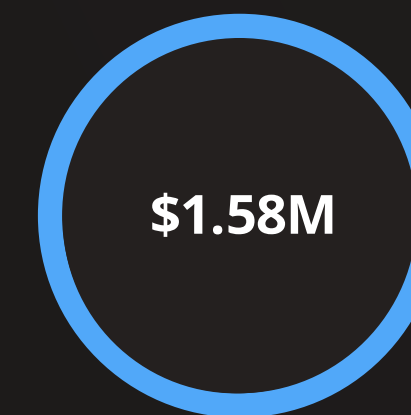


Jul 2016

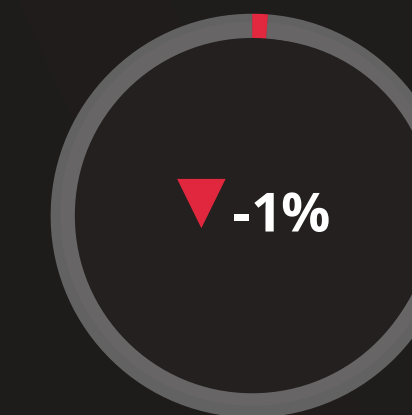
The number of houses sold in Vancouver East in July 2017 was 109, a 31% decrease compared to June 2017, when 159 homes were sold, and a 6% decrease from the 116 properties sold last July.



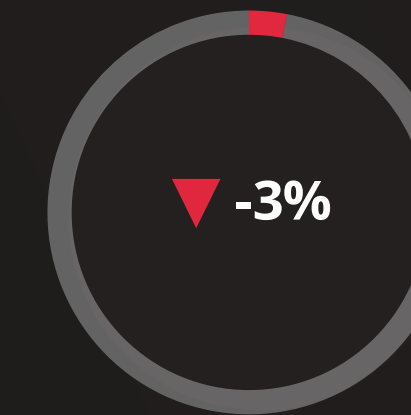
AVERAGE PRICE



Jul 2017



Jun 2017



Jul 2016

In Vancouver East, the average sale price for houses in July 2017 was \$1.58M, a 1% decrease compared to June 2017, when the average sale price was \$1.6M, and a 3% decrease from the \$1.622M average sale price from last July.

# Market Type

## VANCOUVER WESTSIDE

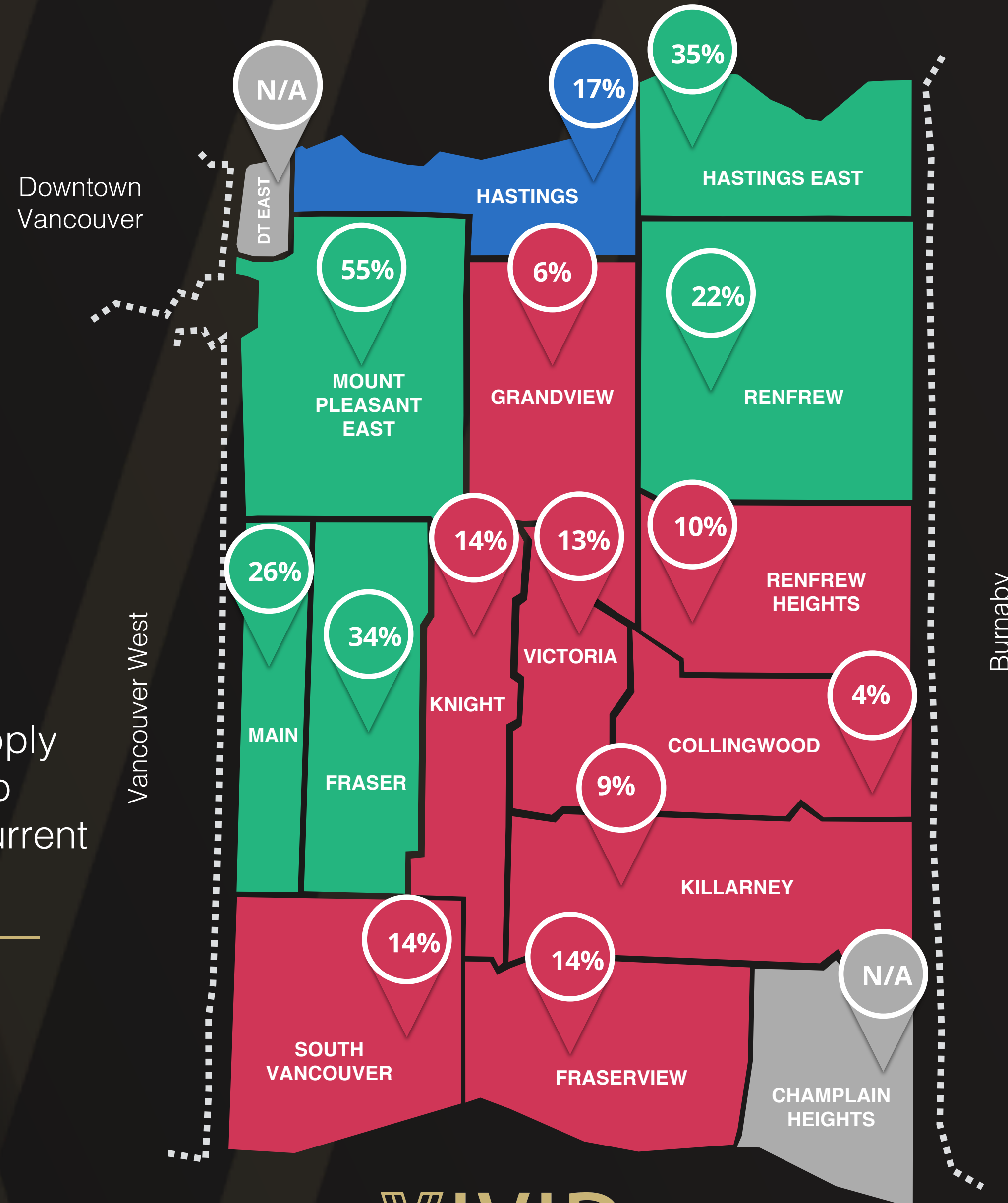
July, 2017

### 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



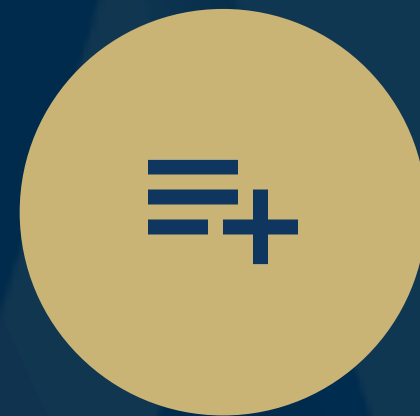
# VANCOUVER EASTSIDE

July, 2017



Condos and Townhouses

● CURRENT ● UP ● DOWN



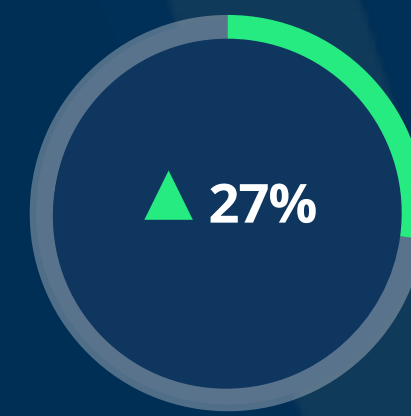
LISTINGS



Jul 2017



Jun 2017

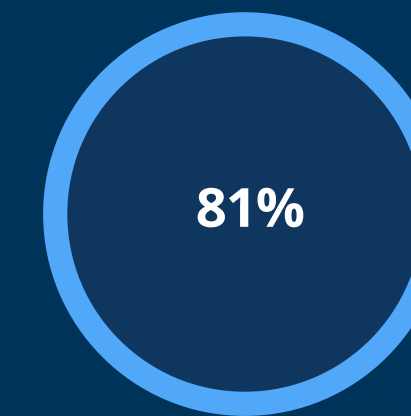


Jul 2016

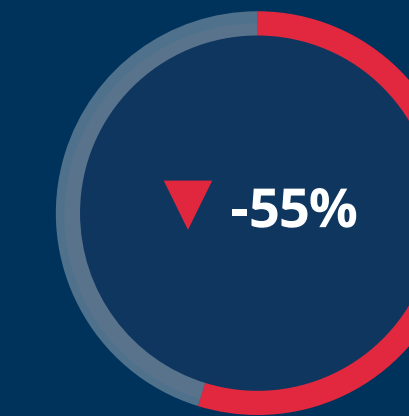
In Vancouver East, the number of new listings for condos and townhouses in July 2017 was 225, a 10% increase compared to June 2017, when 205 homes were listed, and a 27% increase from the 177 properties listed last July.



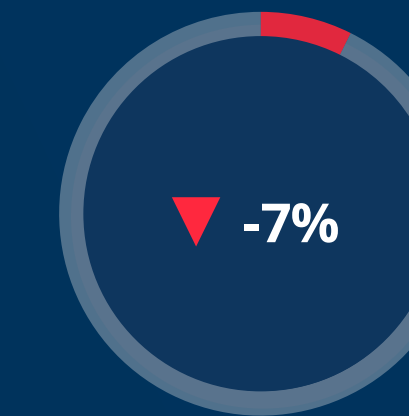
SALES TO ACTIVE



Jul 2017



Jun 2017

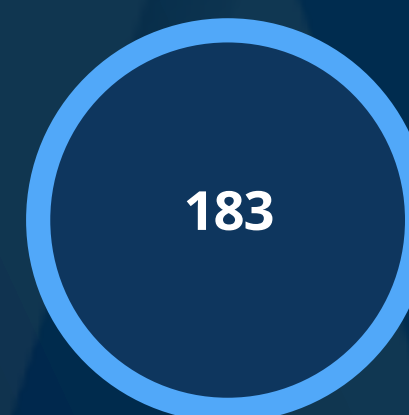


Jul 2016

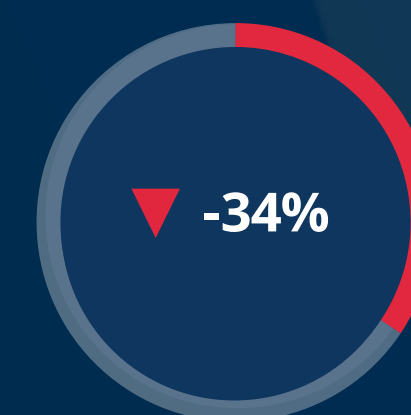
In Vancouver East, the sales-to-active listings ratio for condo and townhouses for July 2017 was 81%, a 55% decrease compared to June 2017, when the ratio was 136%, and a 7% decrease from the 89% ratio last July.



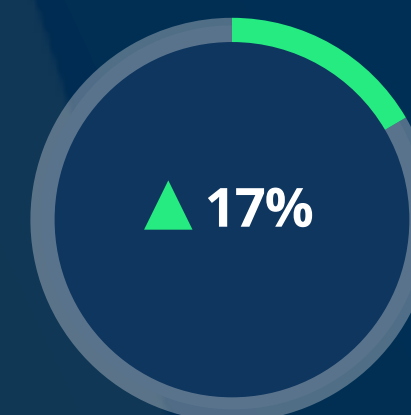
SALES



Jul 2017



Jun 2017



Jul 2016

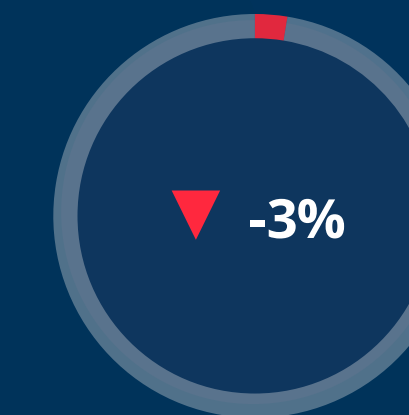
The number of condos and townhouses sold in Vancouver East in July 2017 was 183, a 34% decrease compared to June 2017, when 279 homes were sold, and a 17% increase from the 157 properties sold last July.



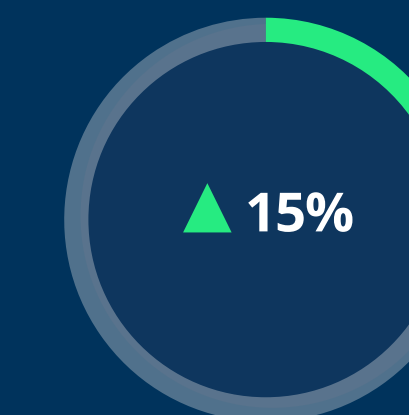
AVERAGE PRICE



Jul 2017



Jun 2017



Jul 2016

In Vancouver East, the average sale price for condos and townhouses in July 2017 was \$565K, a 3% decrease compared to June 2017, when the average sale price was \$580K, and a 15% increase from the \$490K average sale price from last July.

# Market Type

## VANCOUVER EASTSIDE

July, 2017

### Sales Ratio

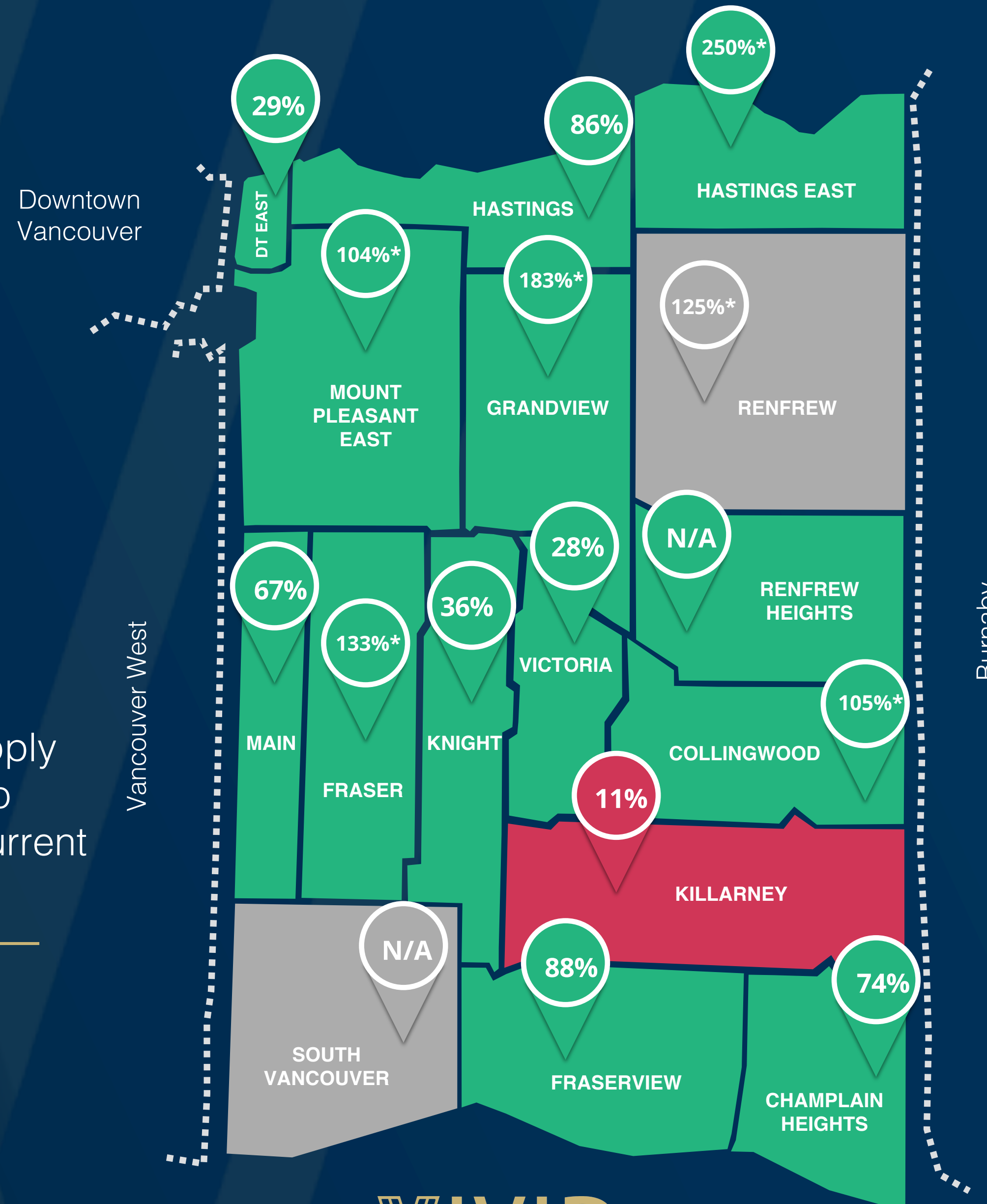
To understand the ratio between supply and demand, we also look at sales to active ratio for an indication of the current market type.

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



Condos and Townhouses

- Seller Market
- Buyer Market
- N/A\*\*
- Balanced Market



\* If >100% MLS® data reported previous month's sales exceeded current inventory.  
\*\* There isn't enough data to determine the market type.

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# North Vancouver

July 2017

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REAL ESTATE  
*By Amin Sabourian*

**Century 21**  
IN TOWN REALTY



# NORTH VANCOUVER

July, 2017

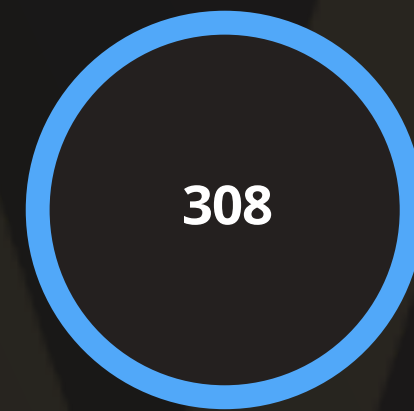


Detached and Houses

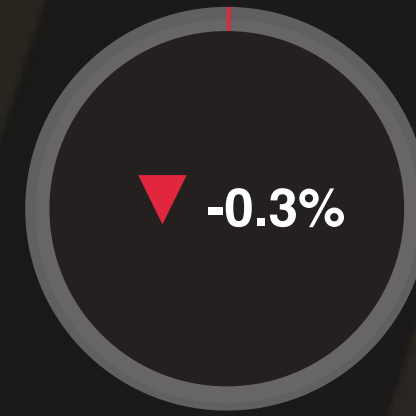
● CURRENT ● UP ● DOWN



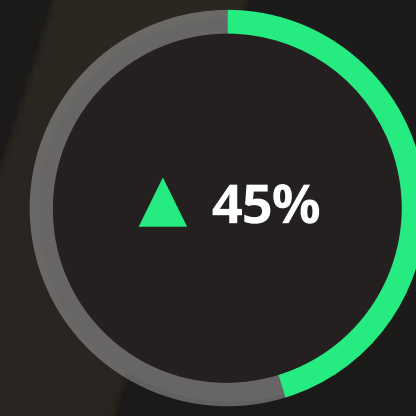
LISTINGS



Jul 2017



Jun 2017

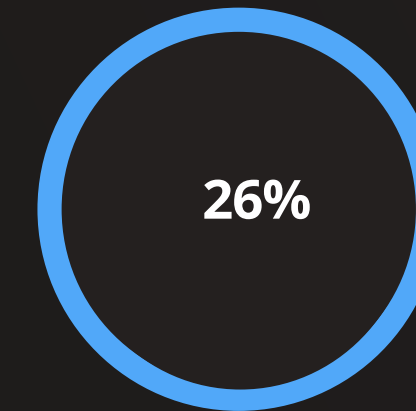


Jul 2016

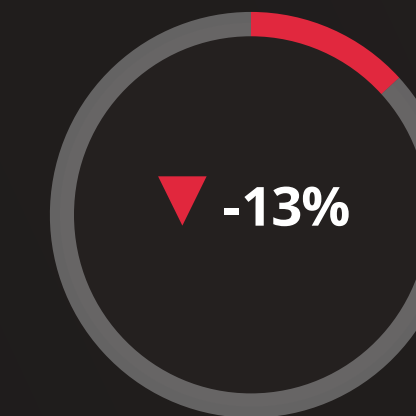
In North Vancouver, the number of new listings for detached properties in July 2017 was 308, a 0.3% decrease compared to June 2017, when 309 homes were listed, and a 45% increase from the 212 properties listed last July.



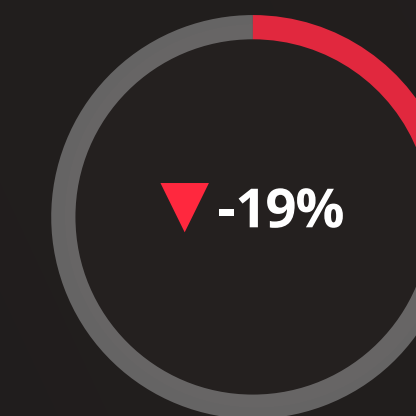
SALES TO ACTIVE



Jul 2017



Jun 2017



Jul 2016

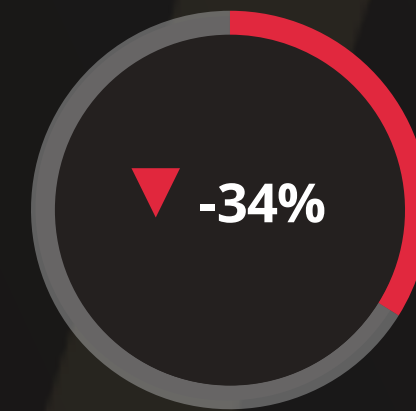
In North Vancouver, the sales to active ratio for houses for July 2017 was 26%, a 13% decrease compared to June 2017, when the ratio was 39%, and a 19% decrease from the 45% ratio last July.



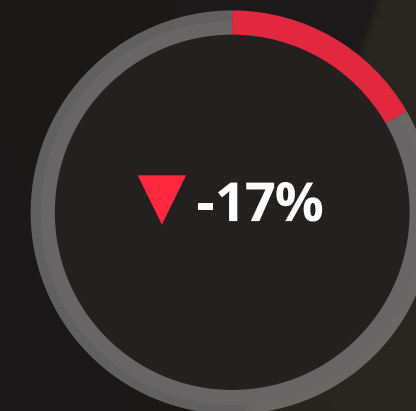
SALES



Jul 2017

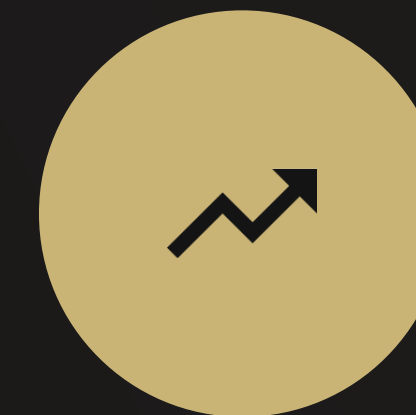


Jun 2017

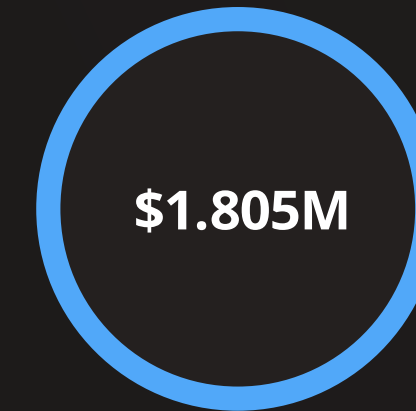


Jul 2016

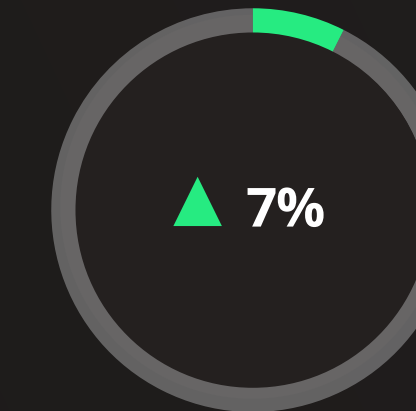
The number of houses sold in North Vancouver in July 2017 was 80, a 34% decrease compared to June 2017, when 121 homes were sold, and a 17% decrease from the 96 properties sold last July.



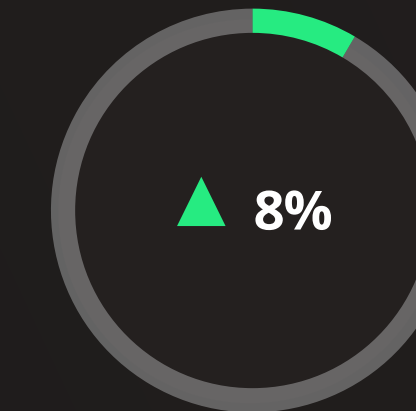
AVERAGE PRICE



Jul 2017



Jun 2017



Jul 2016

In North Vancouver, the average sale price for houses in July 2017 was \$1.805M, a 7% increase compared to June 2017, when the average sale price was \$1.68M, and an 8% increase from the \$1.664M average sale price from last July.

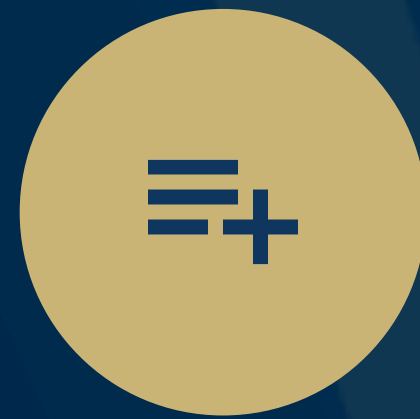
# NORTH VANCOUVER

July, 2017



Condos and Townhouses

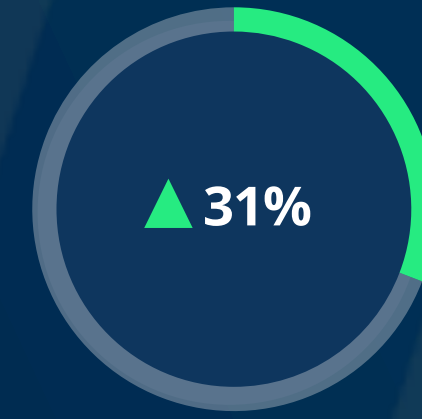
● CURRENT ● UP ● DOWN



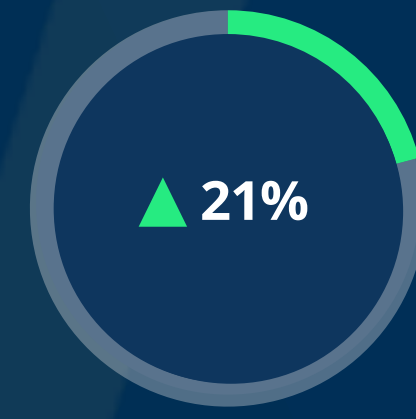
LISTINGS



Jul 2017



Jun 2017

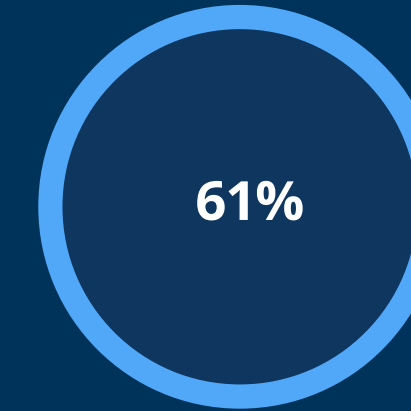


Jul 2016

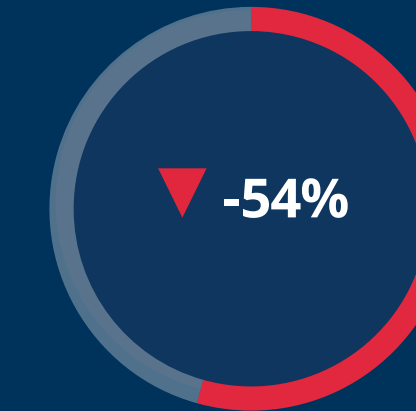
In North Vancouver, the number of new listings for condos and townhouses in July 2017 was 191, a 31% increase compared to June 2017, when 146 homes were listed, and a 21% increase from the 158 properties listed last July.



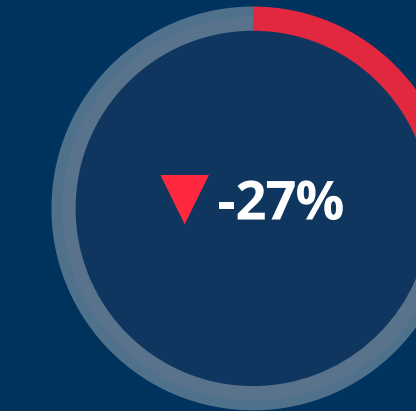
SALES TO ACTIVE



Jul 2017



Jun 2017



Jul 2016

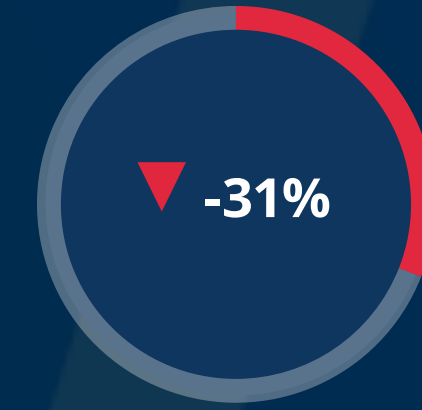
In North Vancouver, the sales-to-active listings ratio for condo and townhouses for July 2017 was 61%, a 54% decrease compared to June 2017, when the ratio was 115%, and a 27% decrease from the 88% ratio last July.



SALES



Jul 2017



Jun 2017



Jul 2016

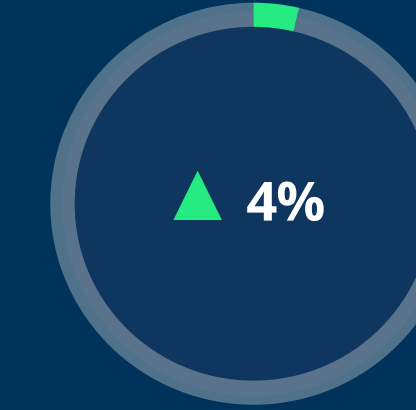
The number of condos and townhouses sold in North Vancouver in July 2017 was 116, a 31% decrease compared to June 2017, when 168 homes were sold, and a 17% decrease from the 139 properties sold last July.



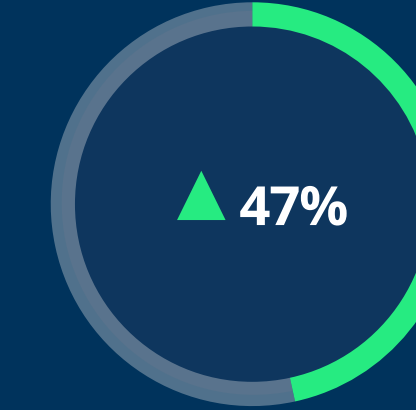
AVERAGE PRICE



Jul 2017



Jun 2017



Jul 2016

In North Vancouver, the average sale price for condos and townhouses in July 2017 was \$733K, a 4% increase compared to June 2017, when the average sale price was \$707.448K, and a 47% increase from the \$500K average sale price from last July.

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# West Vancouver

July 2017

**VIVID**  
REAL ESTATE  
*By Amin Saharvand*

**Century 21**  
IN TOWN REALTY



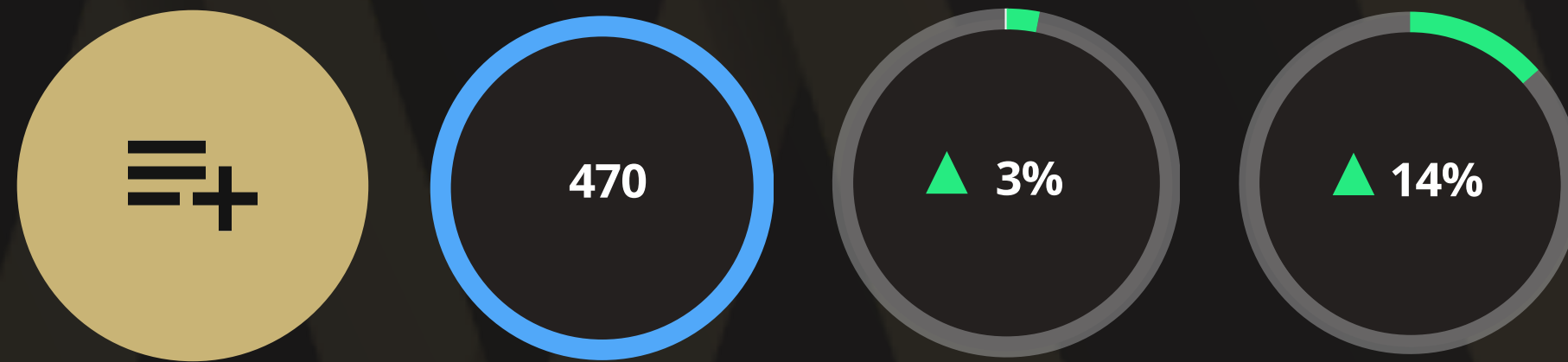
# WEST VANCOUVER

July, 2017



Detached and Houses

● CURRENT ● UP ● DOWN



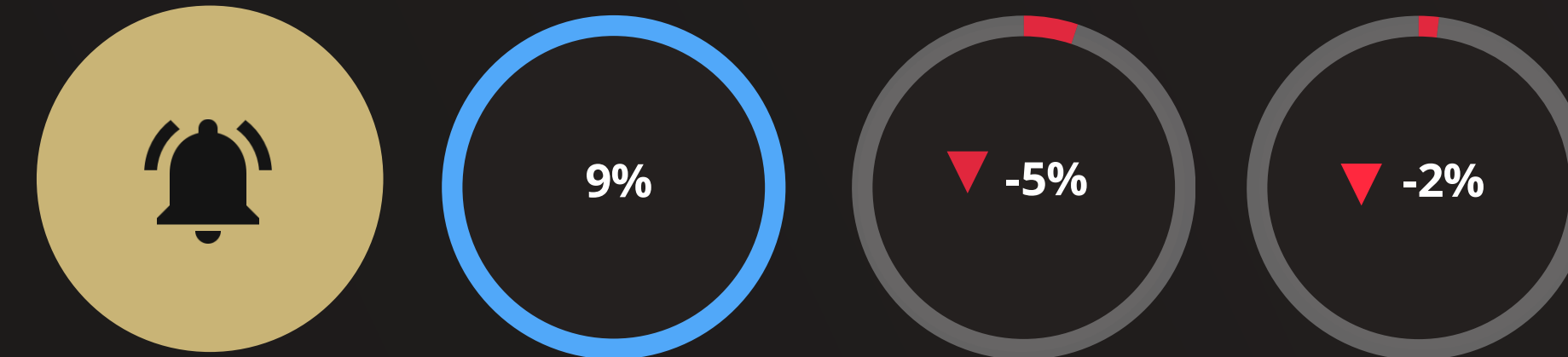
LISTINGS

Jul 2017

Jun 2017

Jul 2016

In West Vancouver houses, the number of new listings for residential properties in July 2017 was 470, a 3% increase compared to June 2017, when 456 homes were listed, and a 14% increase from the 414 properties listed last July.



SALES TO ACTIVE

Jul 2017

Jun 2017

Jul 2016

In West Vancouver, the sales to active ratio for houses for July 2017 was 9%, a 5% decrease compared to June 2017, when the ratio was 14%, and a 2% decrease from the 11% ratio last July.



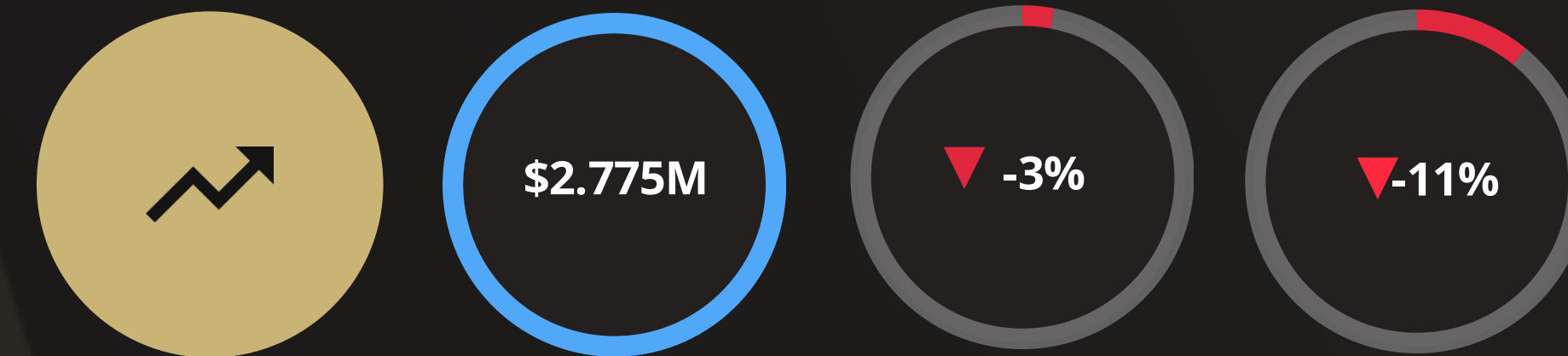
SALES

Jul 2017

Jun 2017

Jul 2016

The number of houses sold in West Vancouver in July 2017 was 41, a 35% decrease compared to June 2017, when 63 homes were sold, and a 7% decrease from the 44 properties sold last July.



AVERAGE PRICE

Jul 2017

Jun 2017

Jul 2016

In West Vancouver, the average sale price for houses in July 2017 was \$2.775M, a 3% decrease compared to June 2017, when the average sale price was \$2.86M, and a 11% decrease from the \$3.115M average sale price from last July.

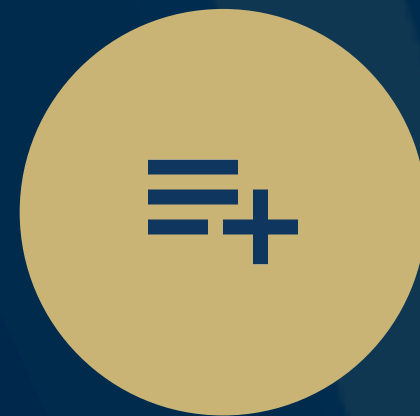
# WEST VANCOUVER

July, 2017



Condos and Townhouses

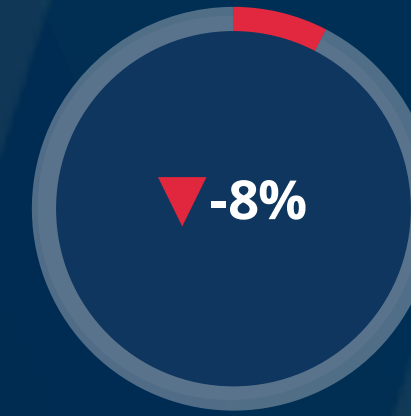
● CURRENT ● UP ● DOWN



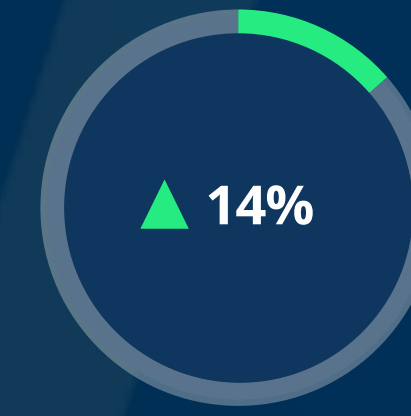
LISTINGS



Jul 2017



Jun 2017

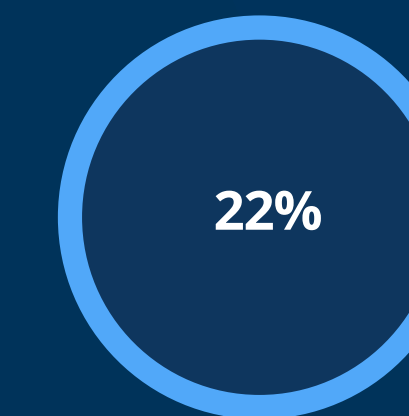


Jul 2016

In West Vancouver, the number of new listings for condos and townhouses in July 2017 was 67, a 8% decrease compared to June 2017, when 73 homes were listed, and a 14% increase from the 59 properties listed last July.



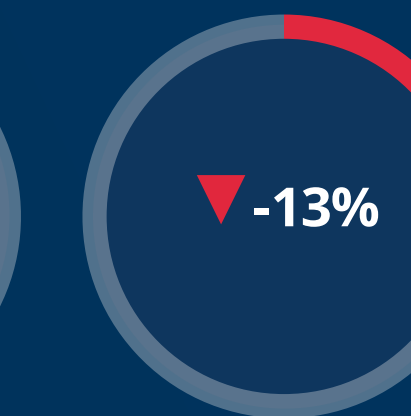
SALES TO ACTIVE



Jul 2017



Jun 2017



Jul 2016

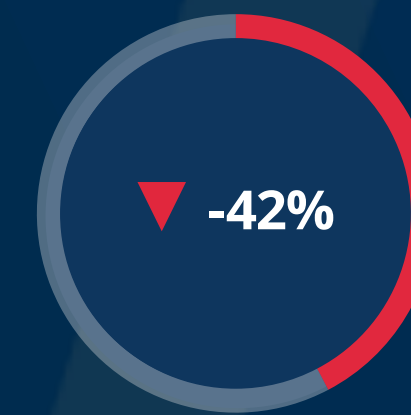
In West Vancouver, the sales-to-active listings ratio for condos and townhouses for July 2017 was 22%, a 13% decrease compared to June 2017, when the ratio was 36%, and a 13% decrease from the 36% ratio last July.



SALES



Jul 2017



Jun 2017



Jul 2016

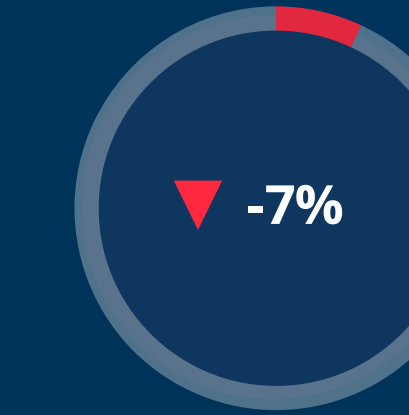
The number of condos and townhouses sold in West Vancouver in July 2017 was 15, a 42% decrease compared to June 2017, when 26 homes were sold, and a 29% decrease from the 21 properties sold last July.



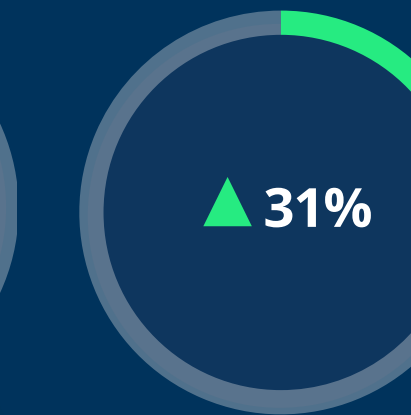
AVERAGE PRICE



Jul 2017



Jun 2017



Jul 2016

In West Vancouver, the average sale price for condos and townhouses in July 2017 was \$1.288K, a 7% decrease compared to June 2017, when the average sale price was \$1.384K, and a 31% increase from the \$0.98K average sale price from last July.

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*By Amir Joharifard*

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