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EFFECTIVE.



**VIVID**

REAL ESTATE

*By Amir Joharifard*

# Market Update

June 2017

# Areas

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

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

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

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# Greater Vancouver

June 2017

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*By Amin Sabarwal*

**Century 21**  
IN TOWN REALTY

# GREATER VANCOUVER

June 2017



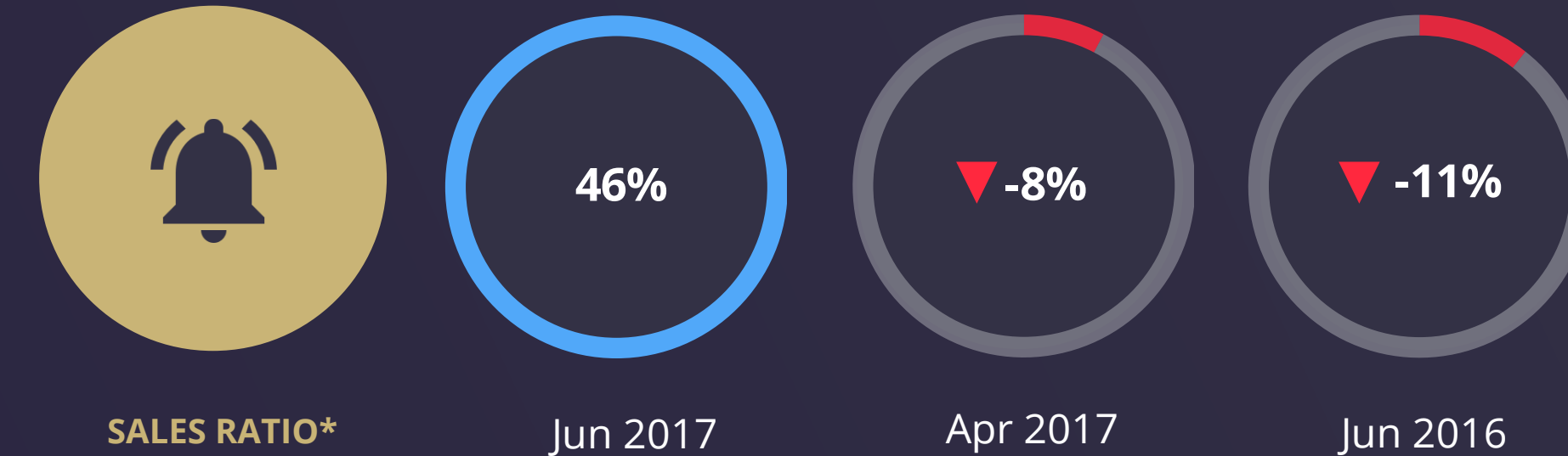
Detached and Attached Homes

● CURRENT ● UP ● DOWN



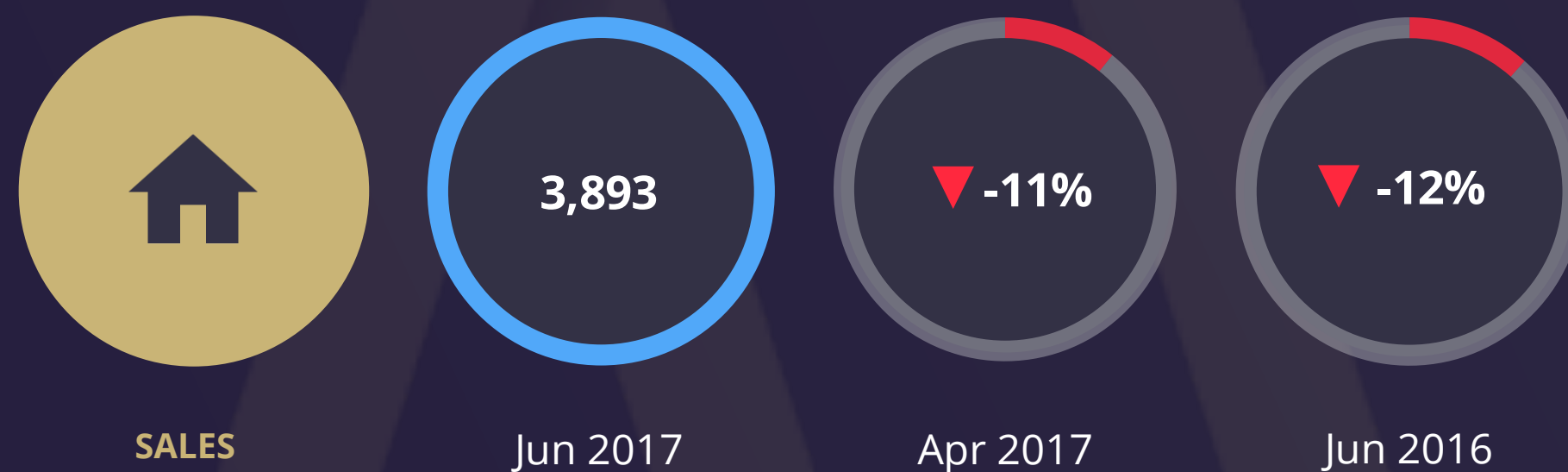
NEW LISTINGS

In Greater Vancouver, the number of new listings for residential properties in June 2017 was 5,721, a 5% decrease compared to May 2017, when 6,044 homes were listed, and a 3% decrease from the 5,875 properties listed last June.



SALES RATIO\*

In Greater Vancouver, the sales-to-active listings ratio for residential properties for June 2017 was 46%, a 8% decrease compared to May 2017, when the ratio was 53%, and a 11% decrease from the 56% ratio last June.



SALES

The number of residential properties sold in Greater Vancouver in June 2017 was 3,893, a 11% decrease compared to May 2017, when 4,362 homes were sold, and a 12% decrease from the 4,400 properties sold last June.

## 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.

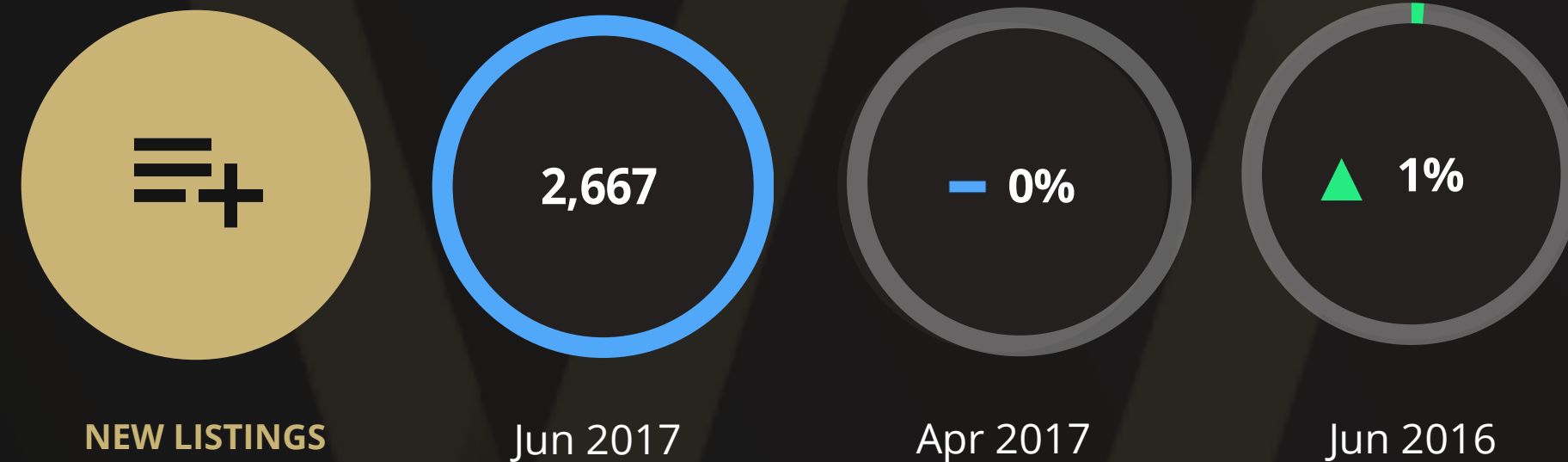
Sales ratio also indicates the ratio between supply and demand, which provide us with the market types. In a buyers' market, the ratio is between 0% and 14%; a balanced market ratio is 15% to 20%; and a sellers' market ratio is 21% plus.

\* Sales Ratio stands for sales-to-active listings ratio.

# GREATER VANCOUVER

June 2017

 Detached and Houses  
● CURRENT ● UP ● DOWN



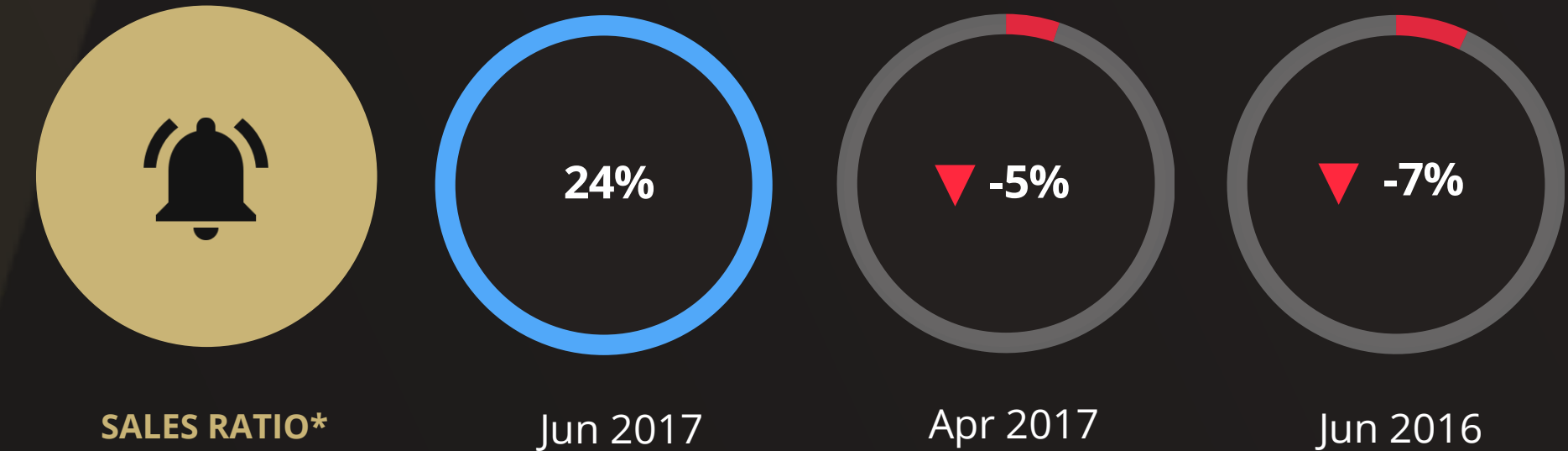
NEW LISTINGS

Jun 2017

Apr 2017

Jun 2016

In Greater Vancouver, the number of new listings for detached properties in June 2017 was 2,667 a 0.3% decrease compared to May 2017, when 2,675 homes were listed, and a 1% increase from the 2,635 properties listed last June.



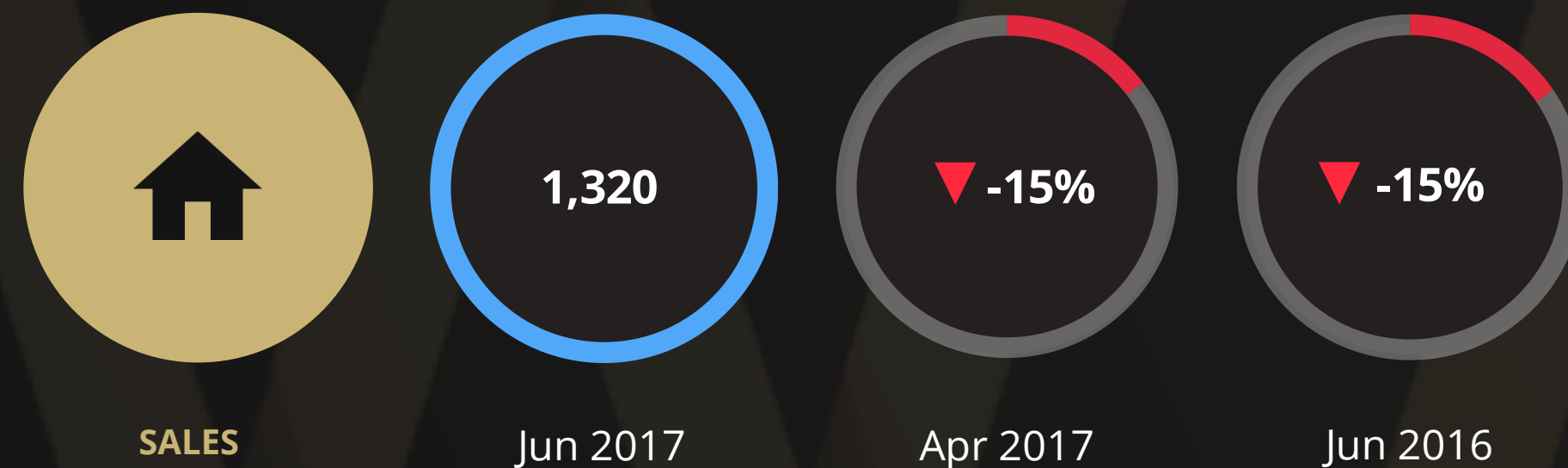
SALES RATIO\*

Jun 2017

Apr 2017

Jun 2016

In Greater Vancouver, the sales-to-active listings ratio for detached properties for June 2017 was 24%, a 5% increase compared to May 2017, when the ratio was 29%, and a 7% decrease from the 31% ratio last June.



SALES

Jun 2017

Apr 2017

Jun 2016

The number of houses sold in Greater Vancouver in June 2017 was 1,562, a 15% decrease compared to May 2017, when 1,546 homes were sold, and a 15% decrease from the 1,562 properties sold last June.

## Facts

The average days on Market for Greater Vancouver detached properties in June 2017 was 30 days, a 25% decrease in comparison to 33 days in May 2017. The average price per square foot for Greater Vancouver detached properties in June 2017 was \$667, a 5% decrease in comparison to \$702 per square foot in May 2017.

\* Sales Ratio stands for sales-to-active listings ratio.

# GREATER VANCOUVER

June 2017



Condos and Townhouses

● CURRENT ● UP ● DOWN



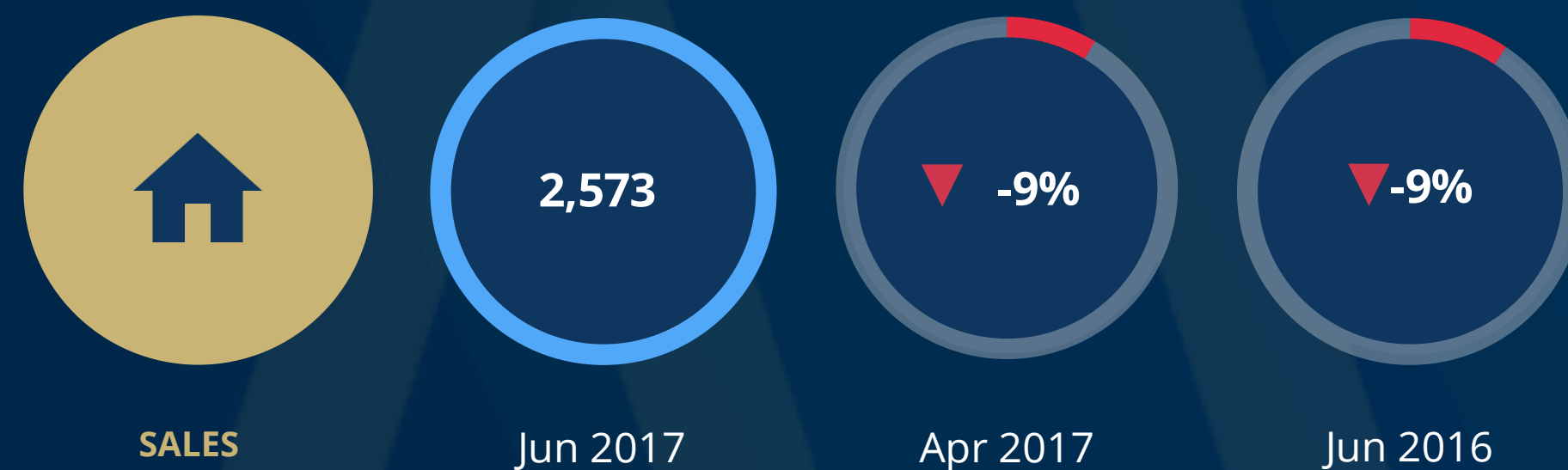
NEW LISTINGS

In Greater Vancouver, the number of new listings for attached properties in June 2017 was 3,054, a 9% decrease compared to May 2017, when 3,369 homes were listed, and a 6% decrease from the 3,240 properties listed last June.



SALES RATIO\*

In Greater Vancouver, the sales-to-active listings ratio condos and townhouse in June 2017 was 88%, a 1% decrease compared to May 2017, when the ratio was 89%, and a 1% increase from the 88% ratio last June.



SALES

The number of condos and townhouses sold in Greater Vancouver condos in June 2017 was 2,573, a 9% decrease compared to May 2017, when 2,816 homes were sold, and a 9% decrease from the 2,838 properties sold last June.

## Facts

The average days on the market for Greater Vancouver condos in June 2017 was 17 days, while for townhouses it was 21 days. The average price per square foot for Greater Vancouver condos was \$745 in June 2017, whereas for townhouses it was \$573 per square foot.

\* Sales Ratio stands for sales-to-active listings ratio.

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# Downtown Vancouver

June 2017

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REAL ESTATE  
*By Amin Sabarwal*

**Century 21**  
IN TOWN REALTY

# DOWNTOWN VANCOUVER

June 2017



Condos and Townhouses

● CURRENT ● UP ● DOWN



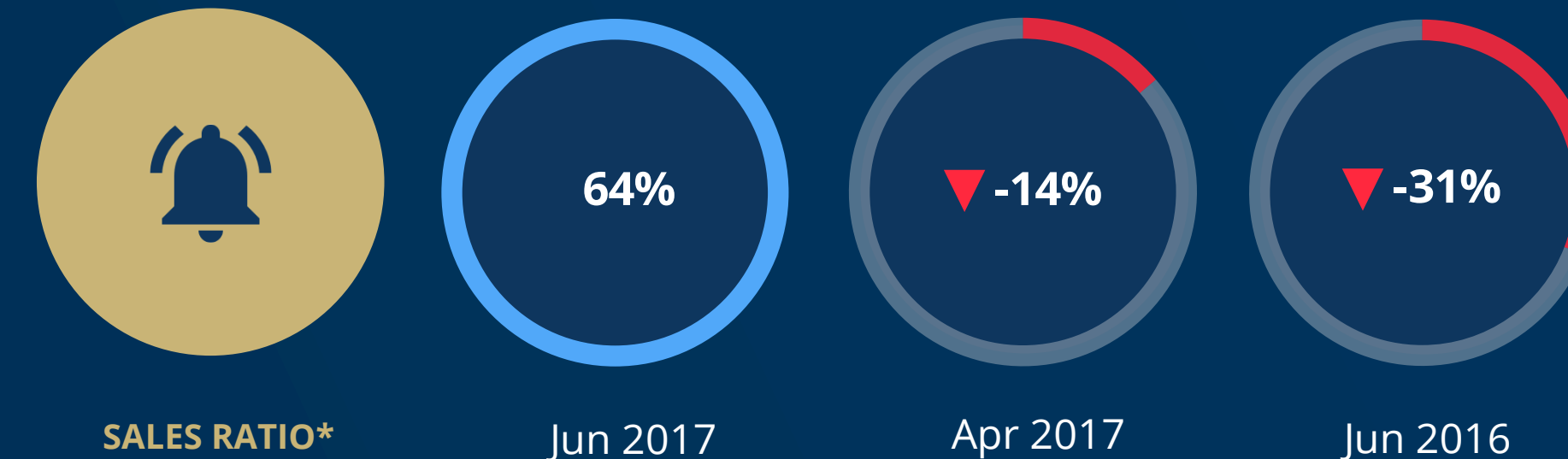
NEW LISTINGS

Jun 2017

Apr 2017

Jun 2016

In Downtown Vancouver, the number of new listings for condo and townhouses in June 2017 was 371, a 3% increase compared to May 2017, when 371 homes were listed, and a 4% increase from the 357 properties listed last June.



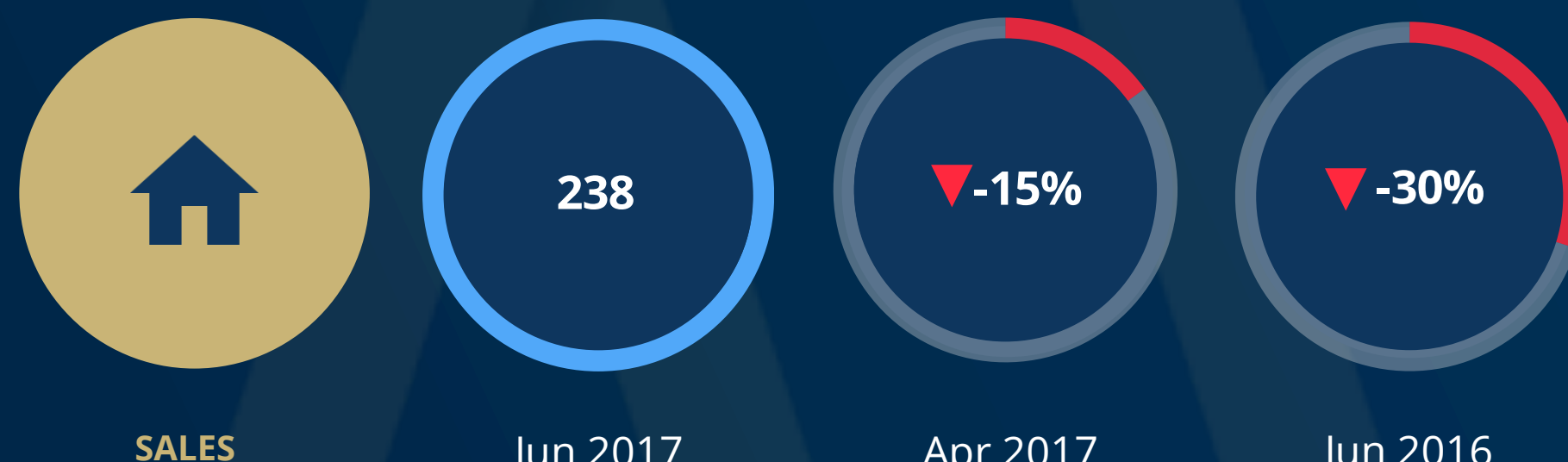
SALES RATIO\*

Jun 2017

Apr 2017

Jun 2016

In Downtown Vancouver, the sales-to-active listings ratio for condos and townhouses for June 2017 was 64%, a 14% decrease compared to May 2017, when the ratio was 78%, and a 31% decrease from the 95% ratio last June.



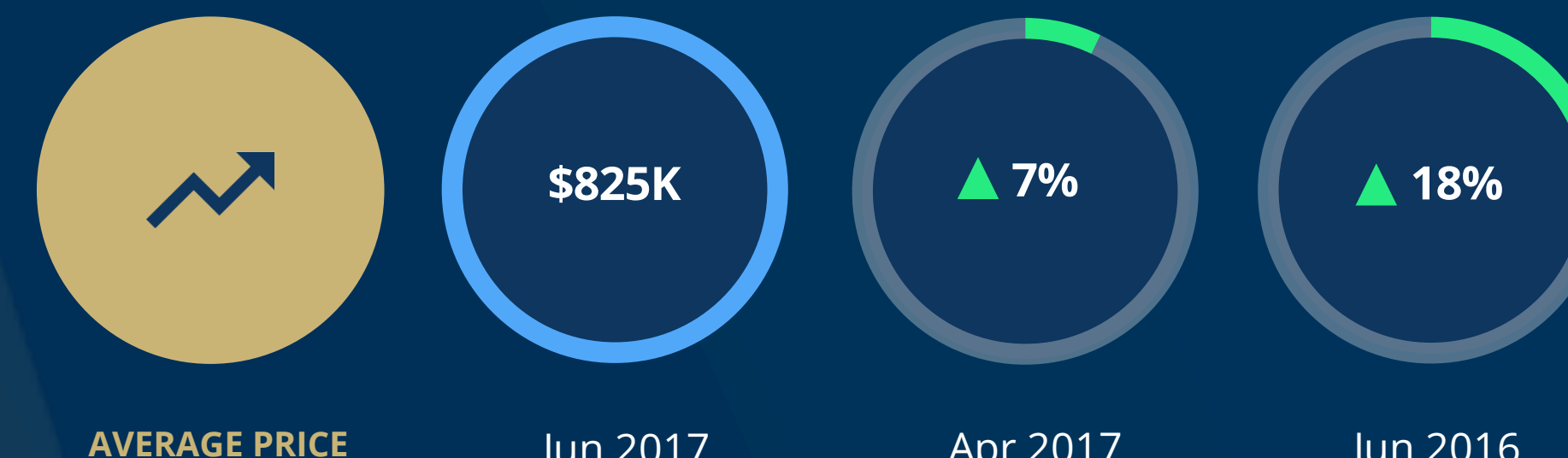
SALES

Jun 2017

Apr 2017

Jun 2016

The number of condos and townhouses sold in Downtown Vancouver in June 2017 was 238, a 15% decrease compared to May 2017, when 280 homes were sold, and a 30% decrease from the 339 properties sold last June.



AVERAGE PRICE

Jun 2017

Apr 2017

Jun 2016

In Downtown Vancouver, the average sale price for condos and townhouses in June 2017 was \$825K, a 7% increase compared to May 2017, when the average sale price was \$770K, and a 18% increase from the \$699K average sale price from last June.

\* Sales Ratio stands for sales-to-active listings ratio.



# 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.

\*\* Sales Ratio stands for sales-to-active listings ratio.

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# Vancouver Westside

June 2017

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*By Amin Sabzevari*

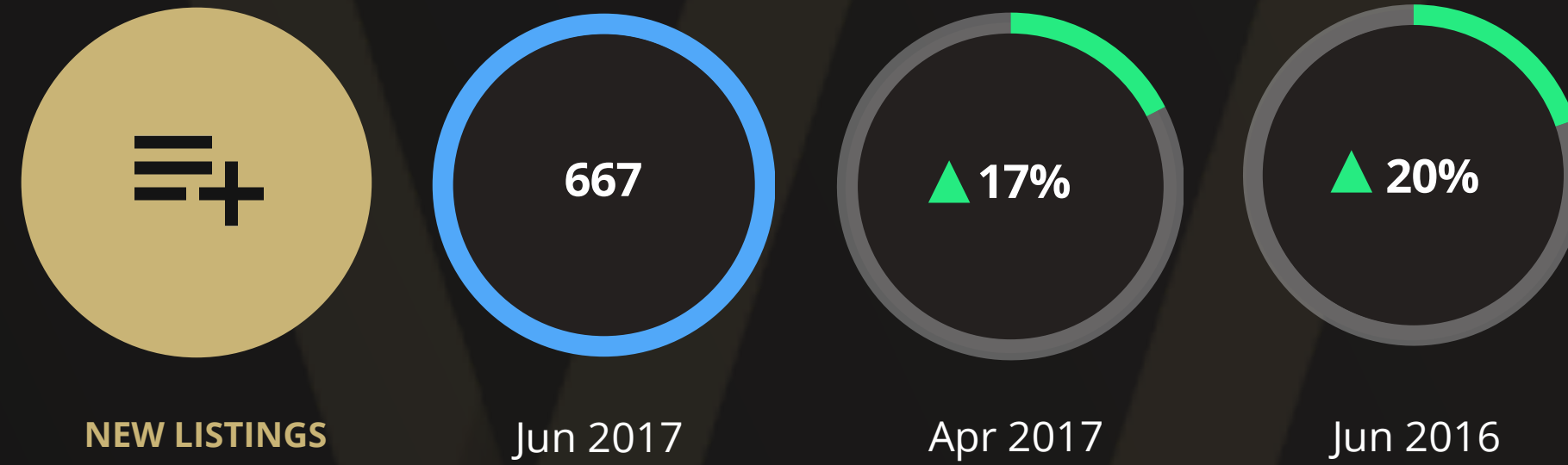
**Century 21**  
IN TOWN REALTY

# VANCOUVER WESTSIDE

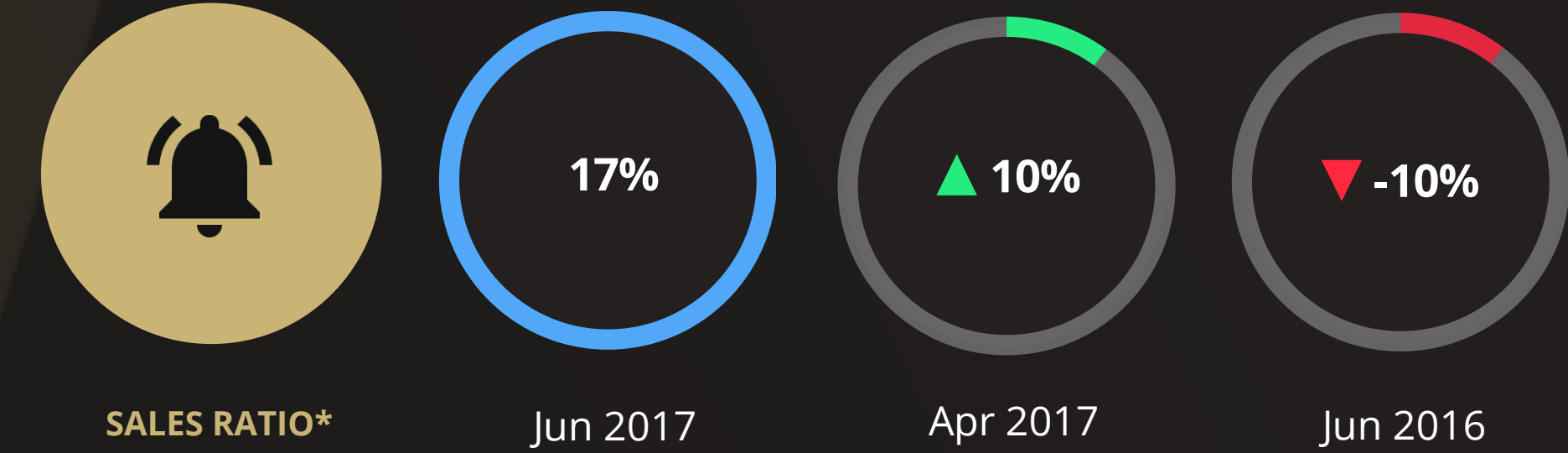
June 2017

 Detached and Houses

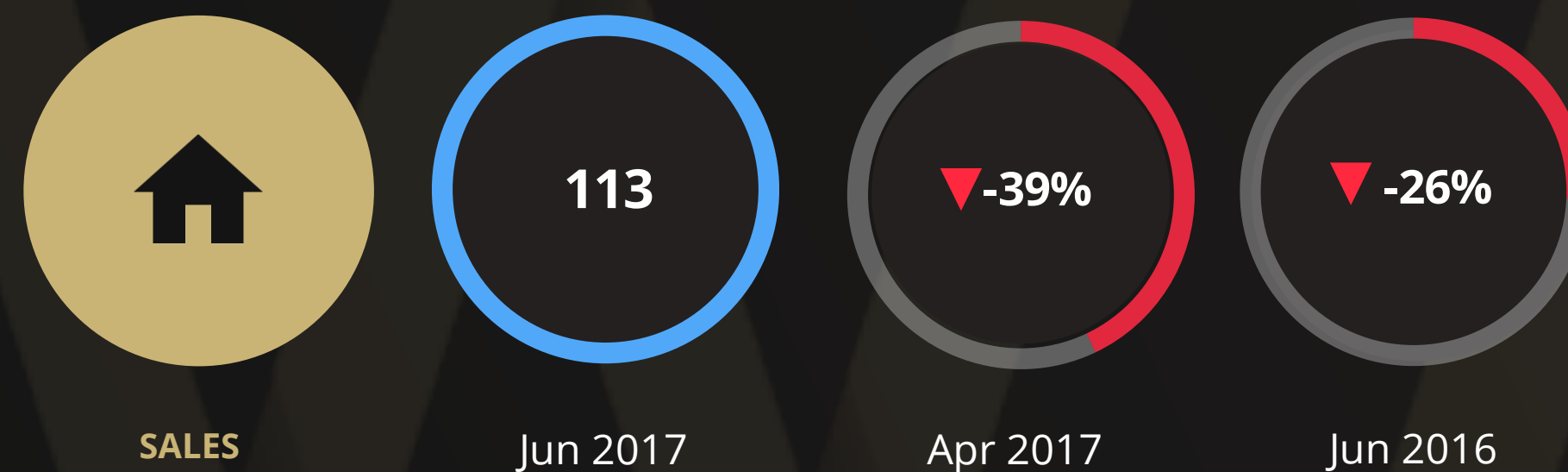
● CURRENT ● UP ● DOWN



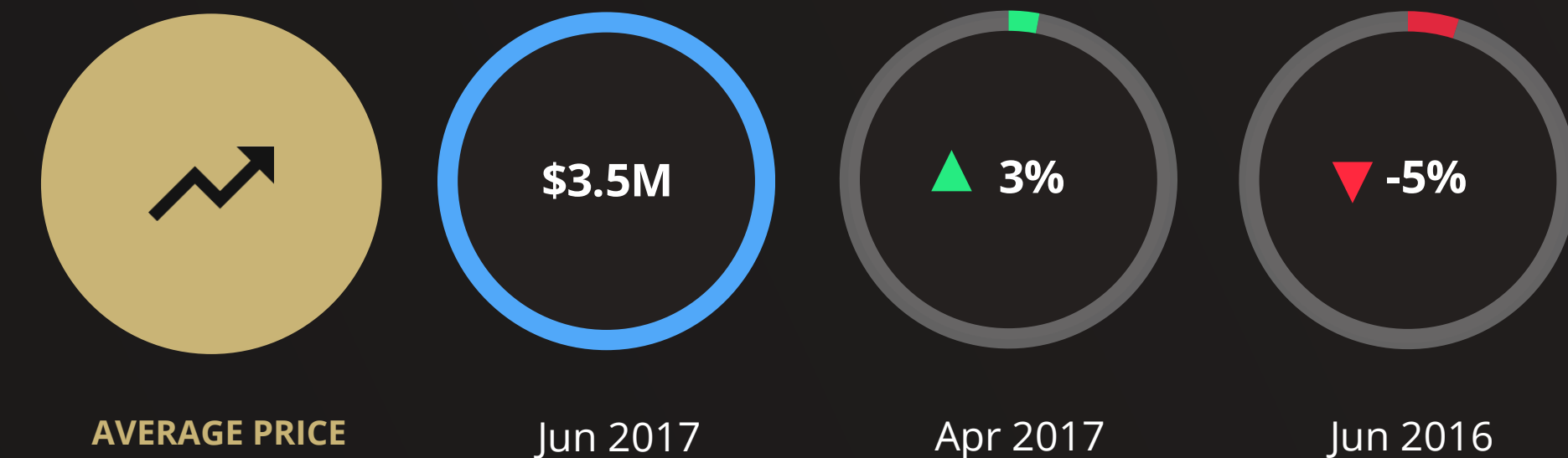
In Vancouver West, the number of new listings for detached properties in June 2017 was 667, a 17% increase compared to May 2017, when 568 homes were listed, and a 20% increase from the 557 properties listed last June.



In Vancouver West, the sales-to-active listings ratio for houses for June 2017 was 17%, a 10% increase compared to May 2017, when the ratio was 7%, and a 10% decrease from the 27% ratio last June.



The number of houses sold in Vancouver West in June 2017 was 113, a 39% decrease compared to May 2017, when 185 homes were sold, and a 26% decrease from the 152 properties sold last June.



In Vancouver West, the average sale price for houses in June 2017 was \$3.5M, a 3% increase compared to May 2017, when the average sale price was \$3.4M, and a 5% decrease from the \$3.68M average sale price from last June.





\* Sales Ratio stands for sales-to-active listings ratio.

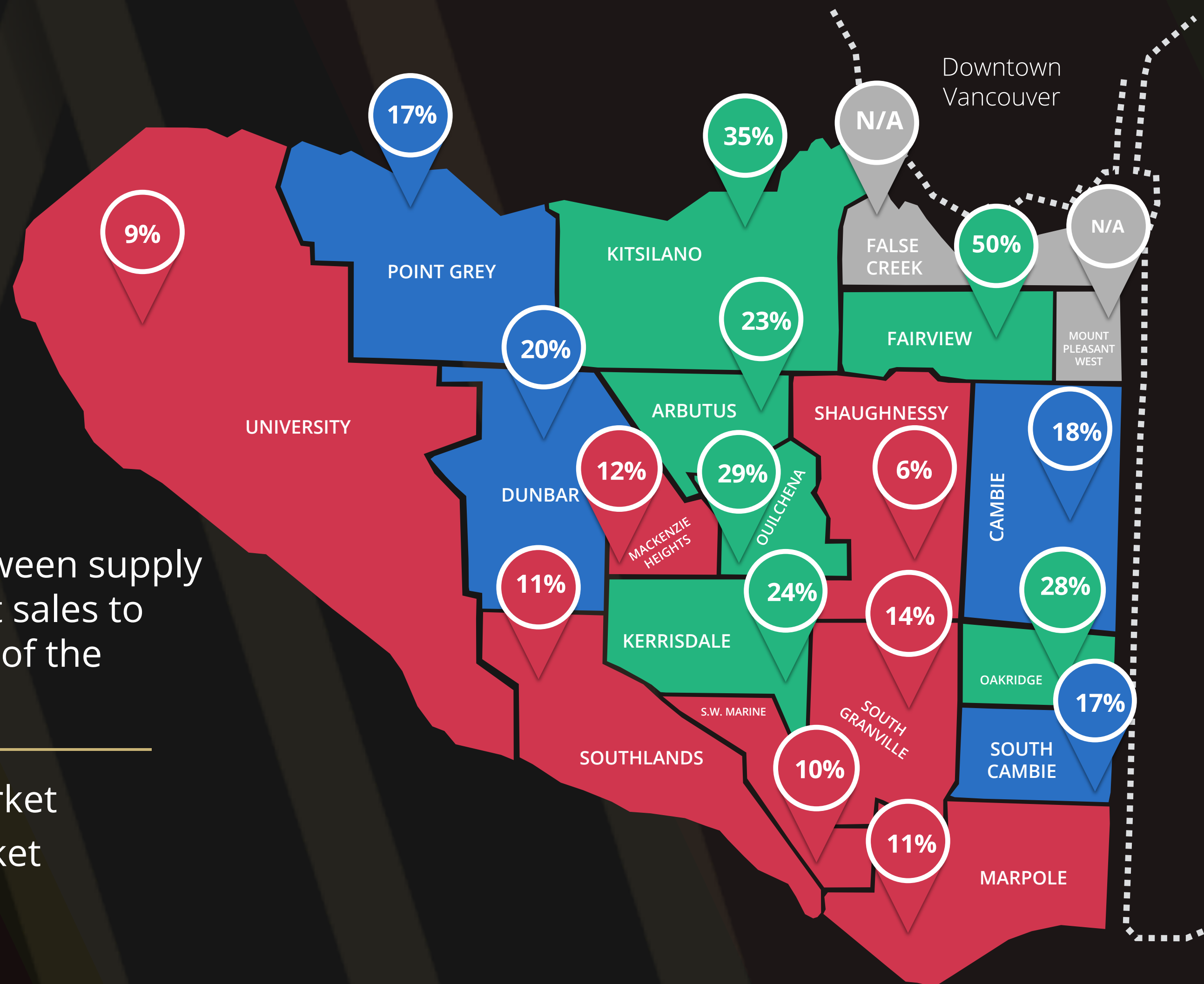
# Market Type

## VANCOUVER WESTSIDE

June 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.

\*\* Sales Ratio stands for sales-to-active listings ratio.

# VANCOUVER WESTSIDE

June 2017



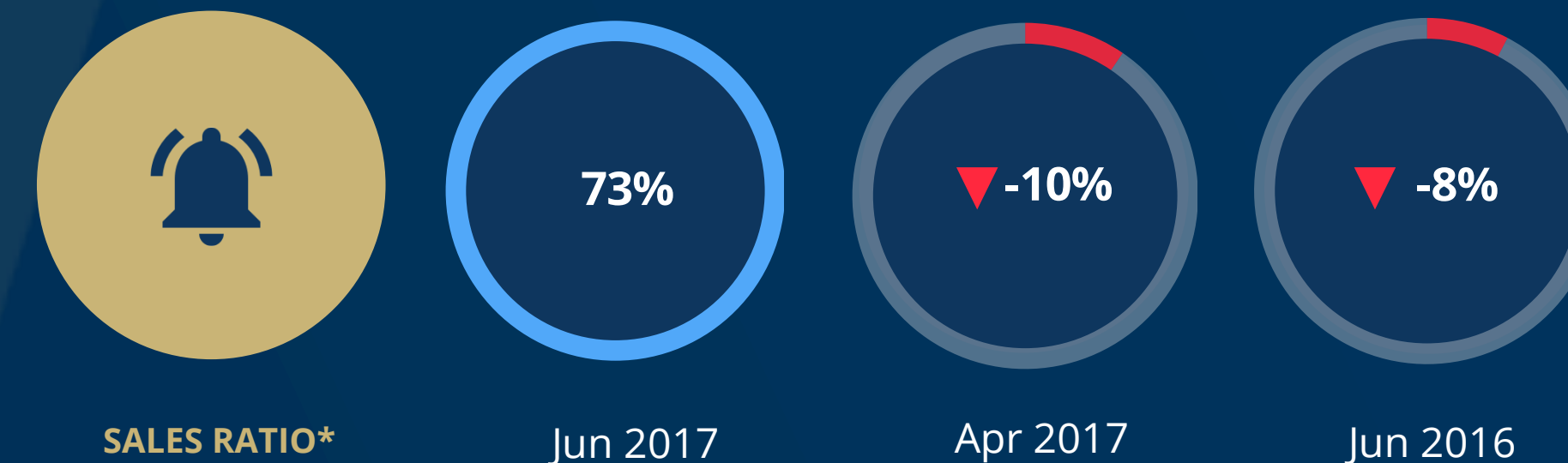
Condos and Townhouses

● CURRENT ● UP ● DOWN



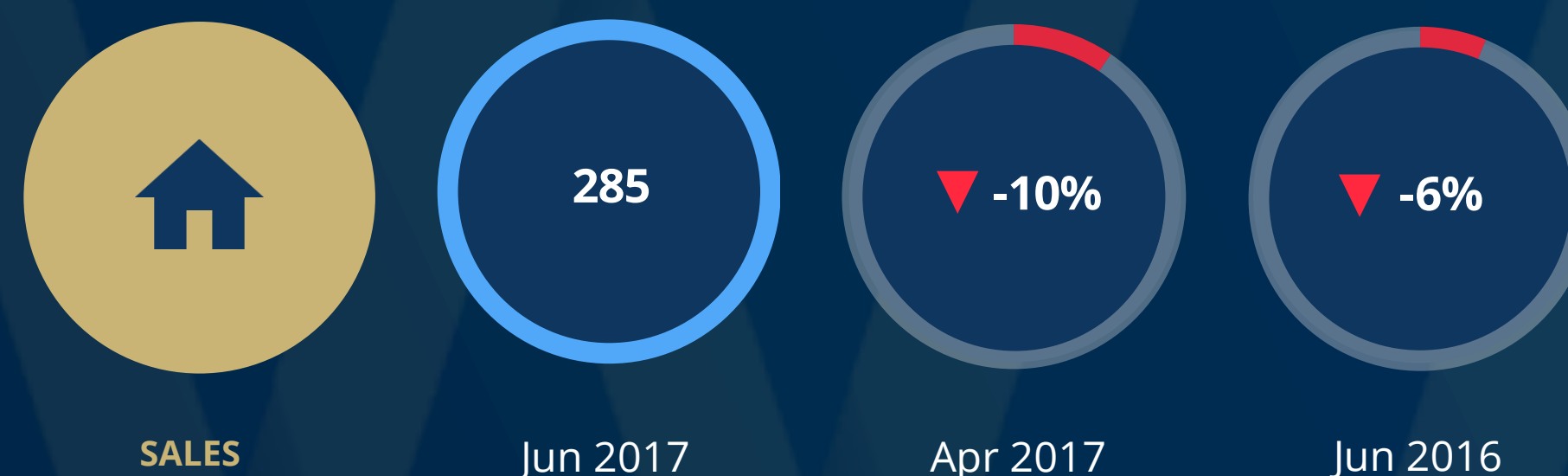
NEW LISTINGS

In Vancouver West, the number of new listings for condos and townhouses in June 2017 was 392, a 2% increase compared to May 2017, when 383 homes were listed, and a 4% increase from the 378 properties listed last June.



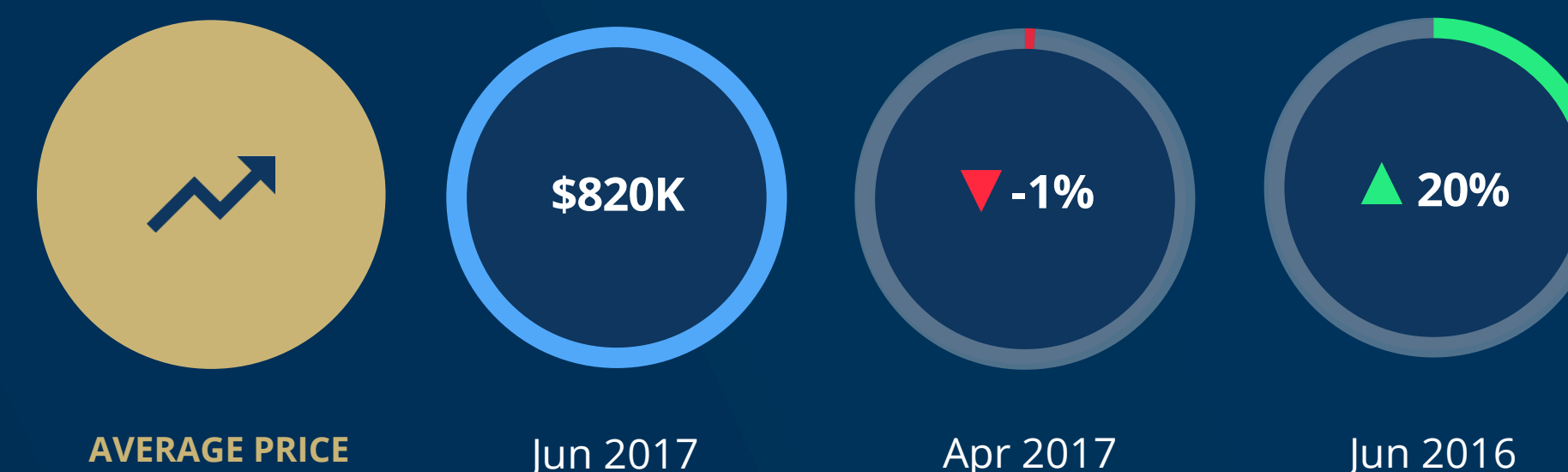
SALES RATIO\*

In Vancouver West, the sales-to-active listings ratio for condo and townhouses for June 2017 was 73%, a 10% decrease compared to May 2017, when the ratio was 82%, and a 8% decrease from the 80% ratio last June.



SALES

The number of condos and townhouses sold in Vancouver West in June 2017 was 285, a 10% decrease compared to May 2017, when 315 homes were sold, and a 6% decrease from the 304 properties sold last June.



AVERAGE PRICE

In Vancouver West, the average sale price for condos and townhouses in June 2017 was \$820K, a 1% decrease compared to May 2017, when the average sale price was \$828K, and a 20% increase from the \$685K average sale price from last June.

\* Sales Ratio stands for sales-to-active listings ratio.

# Market Type

## VANCOUVER WESTSIDE

June 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.

\*\* If >100% MLS® data reported previous month's sales exceeded current inventory.

\*\*\* Sales Ratio stands for sales-to-active listings ratio.

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# Vancouver Eastside

June 2017

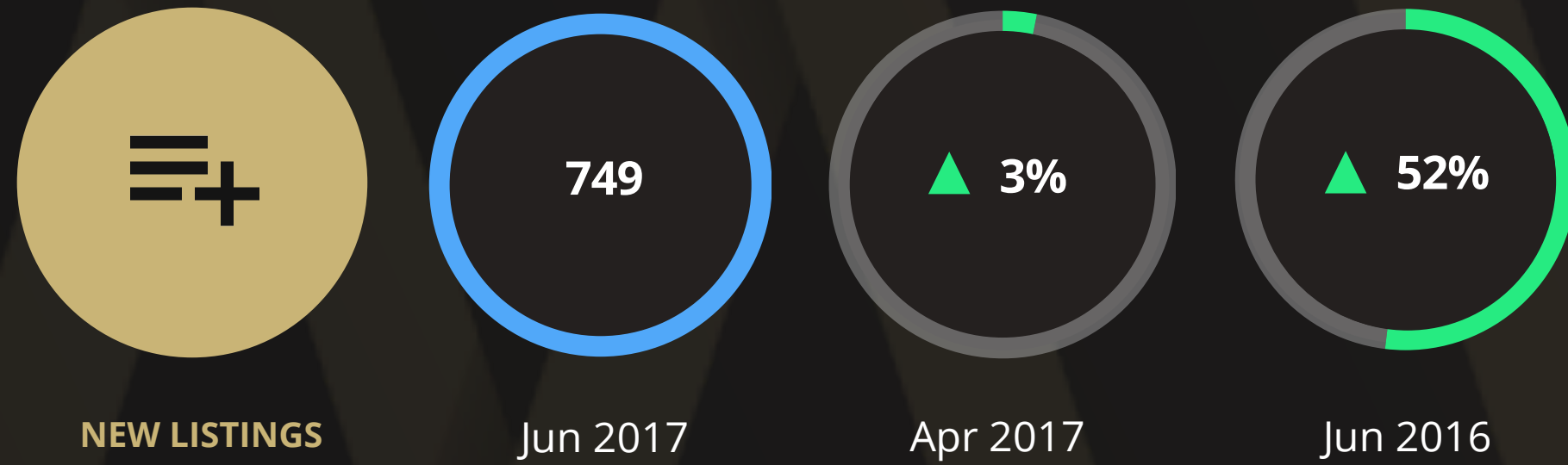
**VIVID**  
REAL ESTATE  
*By Amin Lakhanif*

**Century 21**  
IN TOWN REALTY

# VANCOUVER EASTSIDE

June 2017

 Detached and Houses  
● CURRENT ● UP ● DOWN



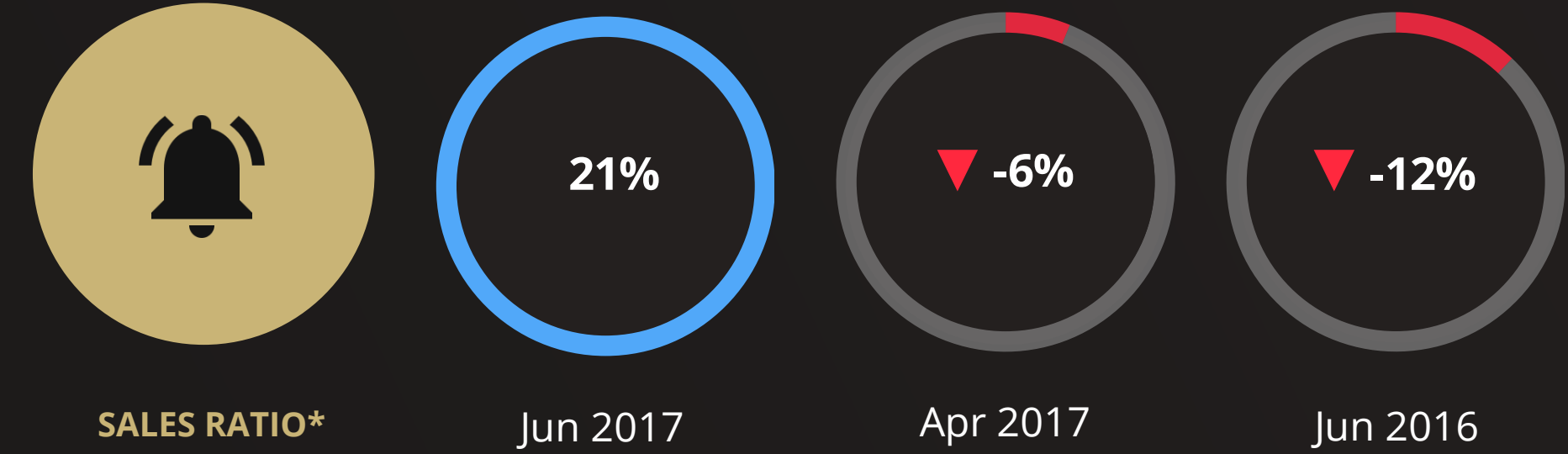
NEW LISTINGS

Jun 2017

Apr 2017

Jun 2016

In Vancouver East, the number of new listings for detached properties in June 2017 was 749, a 3% increase compared to May 2017, when 726 homes were listed, and a 52% increase from the 493 properties listed last June.



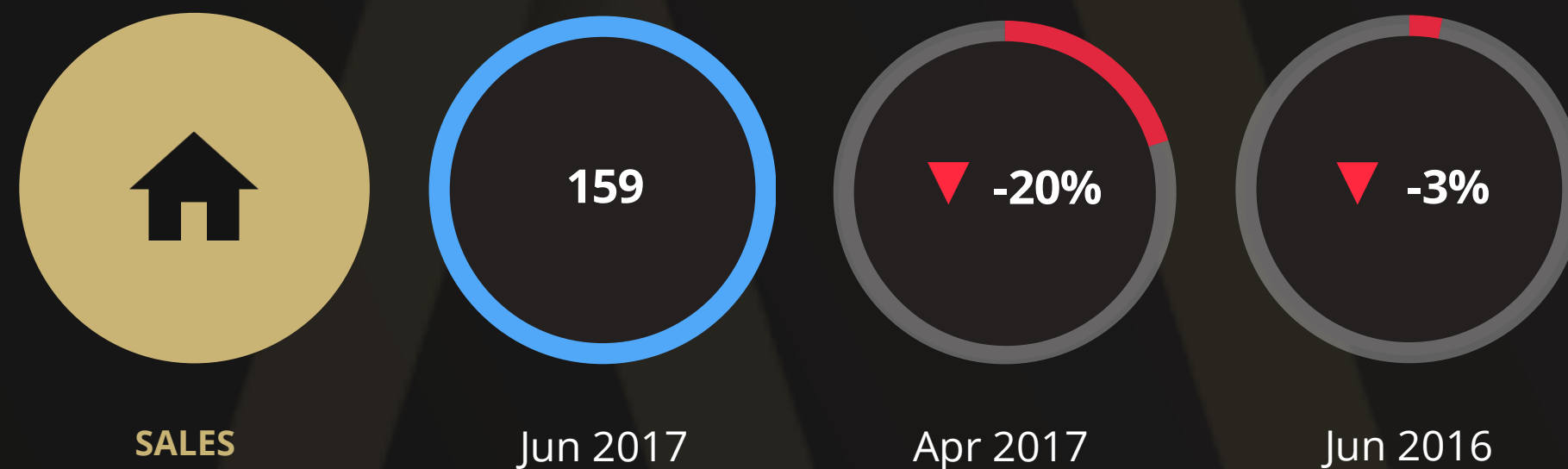
SALES RATIO\*

Jun 2017

Apr 2017

Jun 2016

In Vancouver East, the sales to active ratio for houses for June 2017 was 21%, a 6% decrease compared to May 2017, when the ratio was 27%, and a 12% decrease from the 33% ratio last June.



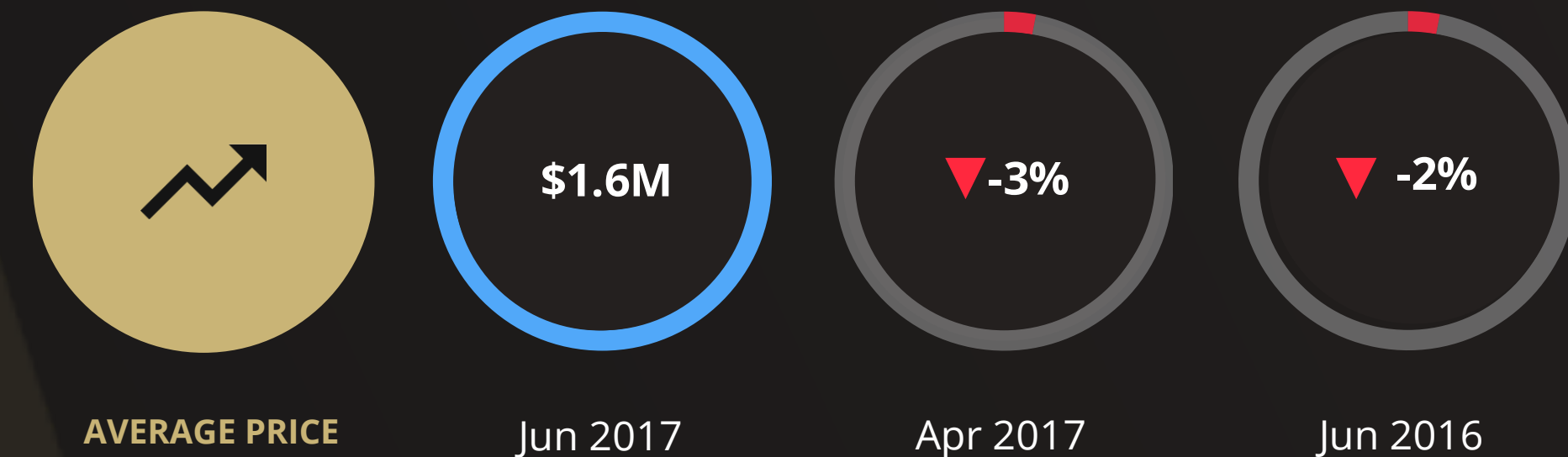
SALES

Jun 2017

Apr 2017

Jun 2016

The number of houses sold in Vancouver East in June 2017 was 159, a 20% decrease compared to May 2017, when 199 homes were sold, and a 3% decrease from the 164 properties sold last June.



AVERAGE PRICE

Jun 2017

Apr 2017

Jun 2016

In Vancouver East, the average sale price for houses in June 2017 was \$1.6M, a 3% decrease compared to May 2017, when the average sale price was \$1.65M, and a 2% decrease from the \$1.63M average sale price from last June.

\* Sales Ratio stands for sales-to-active listings ratio.



# Market Type

## VANCOUVER EASTSIDE

June 2017

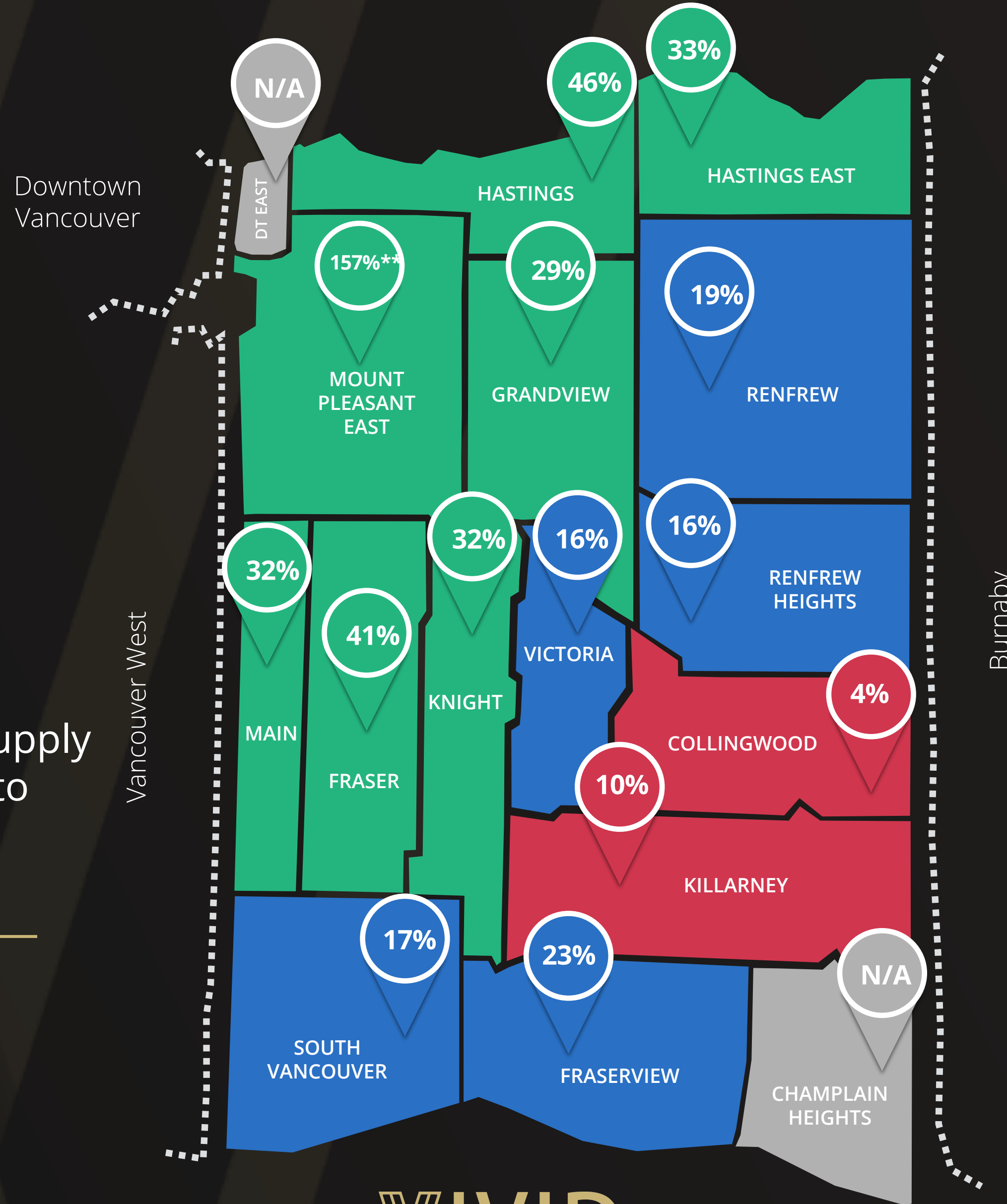
### Sales Ratio\*\*

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.

\*\* Sales Ratio stands for sales-to-active listings ratio.



Detached and Houses

● Seller Market

● Buyer Market

● N/A\*

● Balanced Market

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By Amin Sabarwal

Century 21  
IN TOWN REALTY

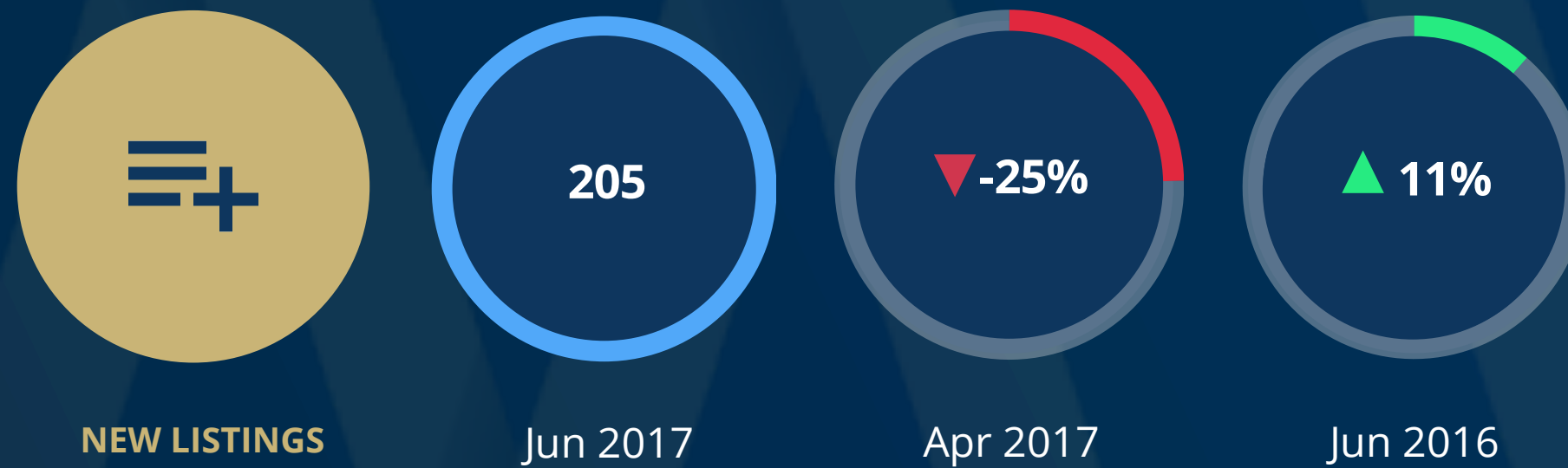
# VANCOUVER EASTSIDE

June 2017



Condos and Townhouses

● CURRENT ● UP ● DOWN



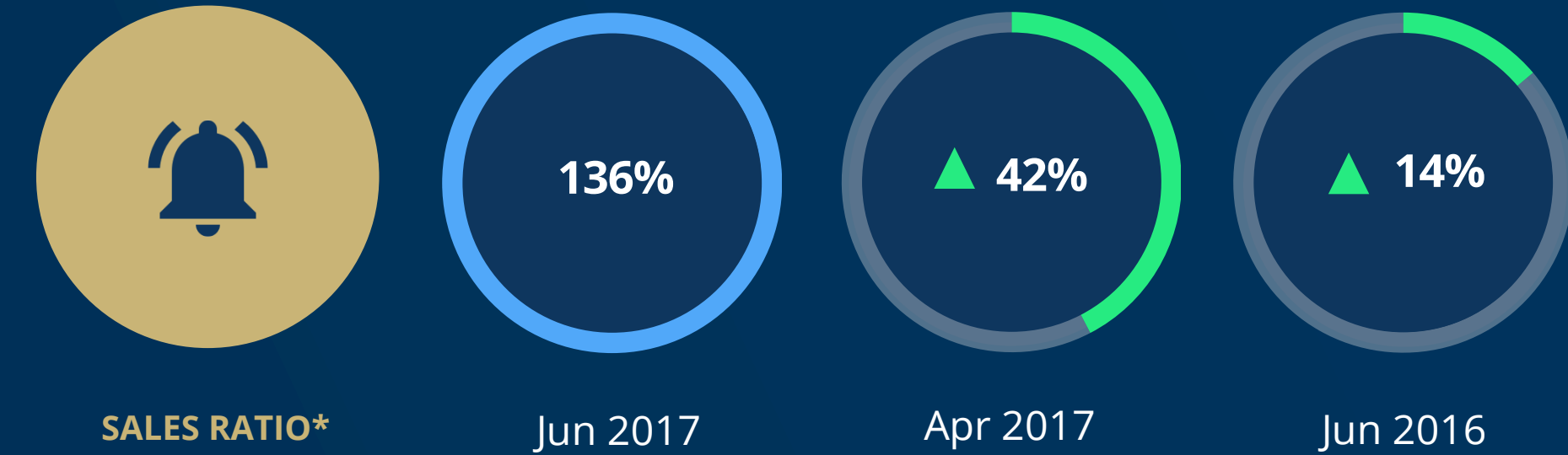
NEW LISTINGS

Jun 2017

Apr 2017

Jun 2016

In Vancouver East, the number of new listings for condos and townhouses in June 2017 was 205, a 25% decrease compared to May 2017, when 272 homes were listed, and a 11% increase from the 184 properties listed last June.



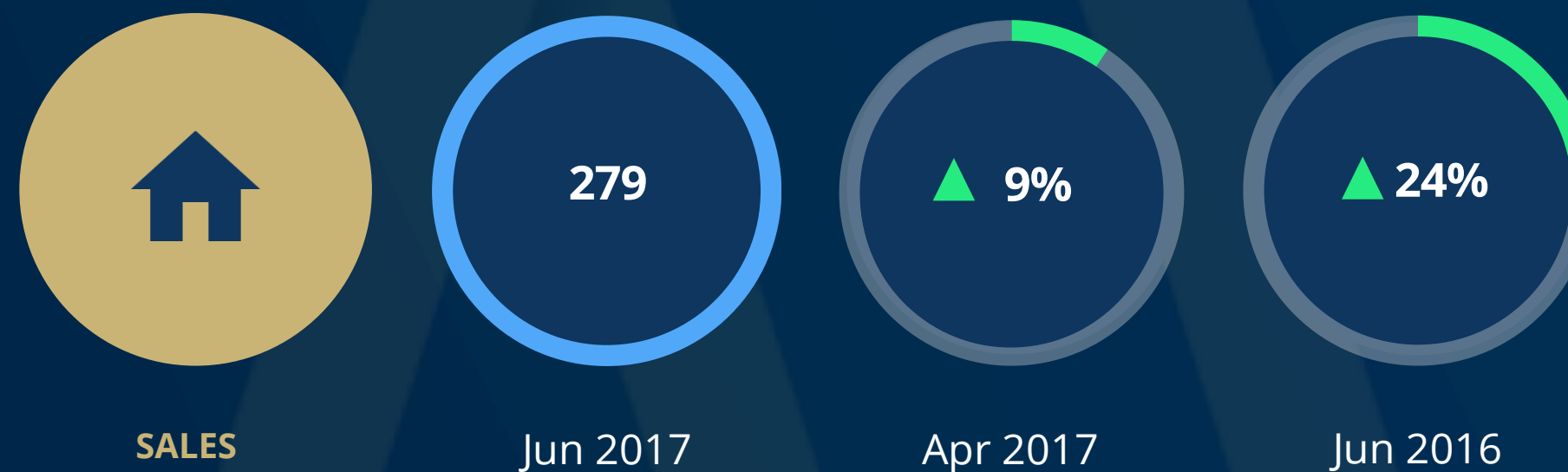
SALES RATIO\*

Jun 2017

Apr 2017

Jun 2016

In Vancouver East, the sales-to-active listings ratio for condo and townhouses for June 2017 was 136%, a 42% increase compared to May 2017, when the ratio was 94%, and a 14% increase from the 122% ratio last June.



SALES

Jun 2017

Apr 2017

Jun 2016

The number of condos and townhouses sold in Vancouver East in June 2017 was 279, a 9% increase compared to May 2017, when 255 homes were sold, and a 24% increase from the 225 properties sold last June.



AVERAGE PRICE

Jun 2017

Apr 2017

Jun 2016

In Vancouver East, the average sale price for condos and townhouses in June 2017 was \$580K, a 1% decrease compared to May 2017, when the average sale price was \$585K, and a 12% increase from the \$520K average sale price from last June.

\* Sales Ratio stands for sales-to-active listings ratio.

# Market Type

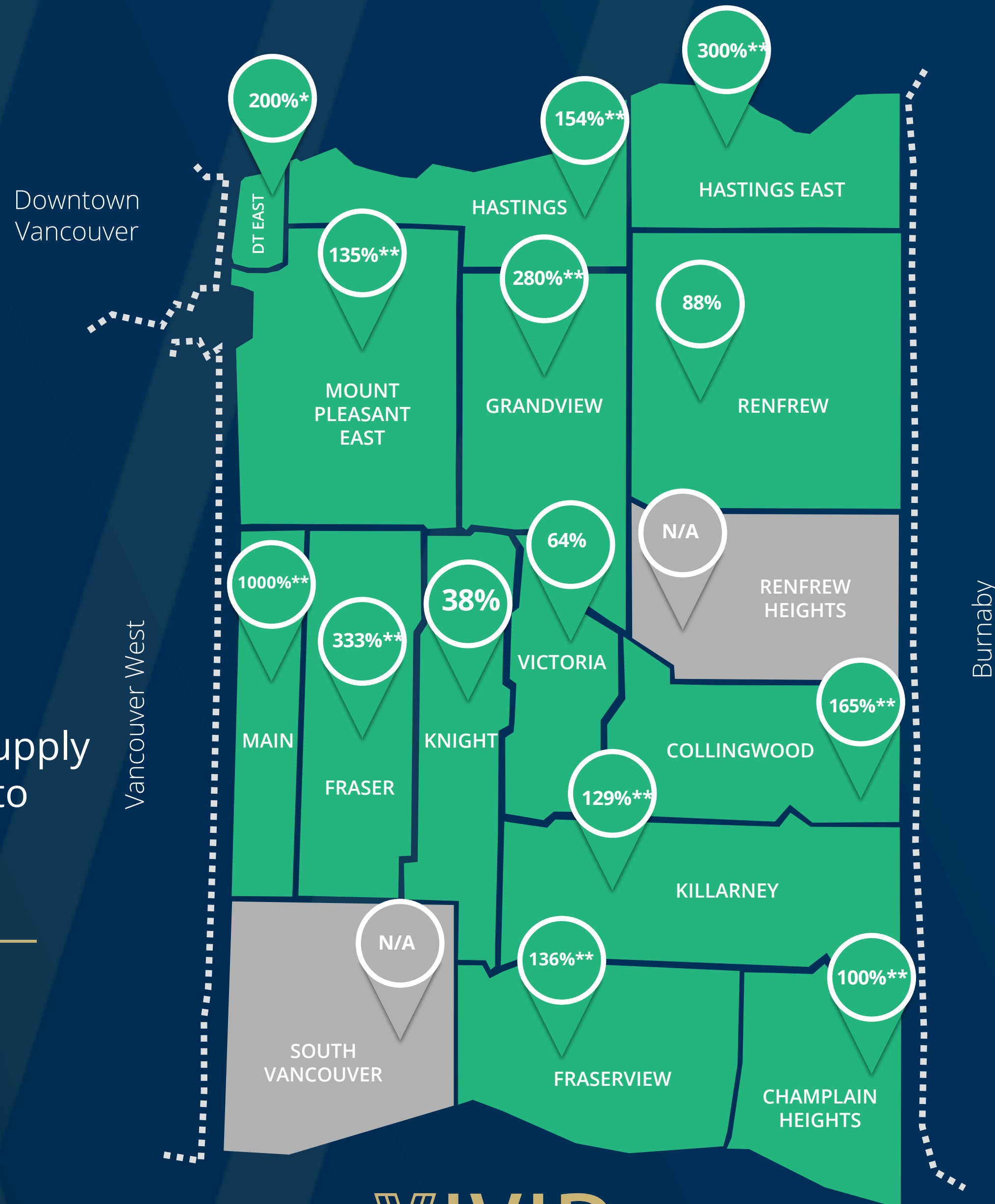
## VANCOUVER EASTSIDE

June 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

\* There isn't enough data to determine the market type.  
 \*\* If >100% MLS® data reported previous month's sales exceeded current inventory.  
 \*\*\* Sales Ratio stands for sales-to-active listings ratio.

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# North Vancouver

June 2017

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REAL ESTATE  
*By Amin Sabarwal*

**Century 21**  
IN TOWN REALTY

# NORTH VANCOUVER

June 2017

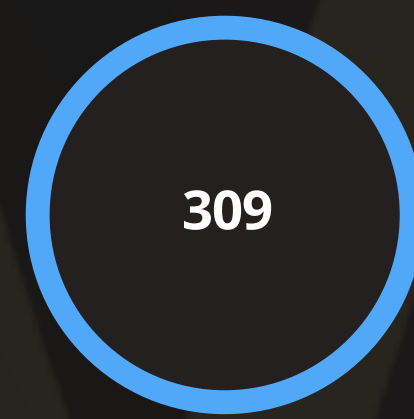


Detached and Houses

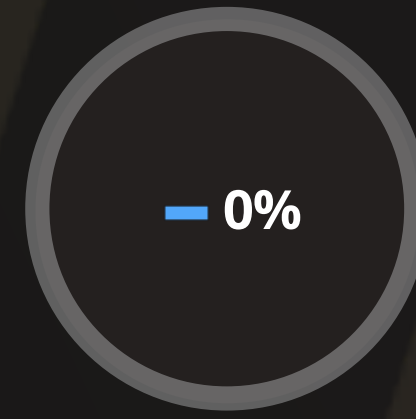
● CURRENT ● UP ● DOWN



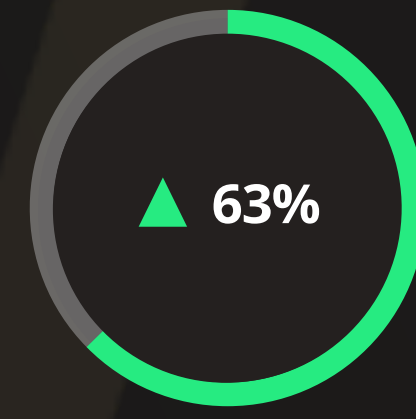
NEW LISTINGS



Jun 2017



Apr 2017

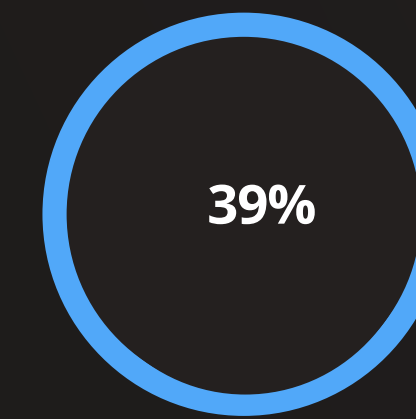


Jun 2016

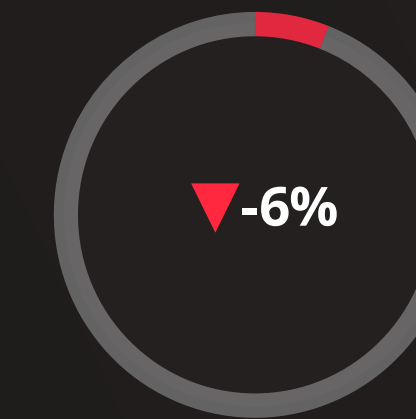
In North Vancouver, the number of new listings for detached properties in June 2017 was 309, a 0.3% increase compared to May 2017, when 308 homes were listed, and a 63% increase from the 190 properties listed last June.



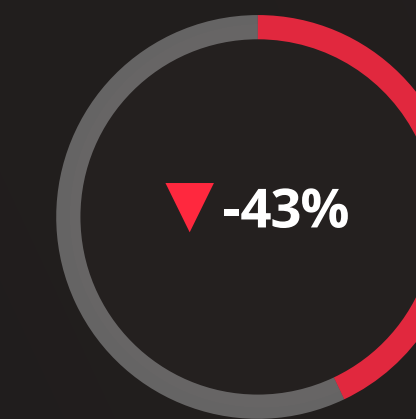
SALES RATIO\*



Jun 2017



Apr 2017

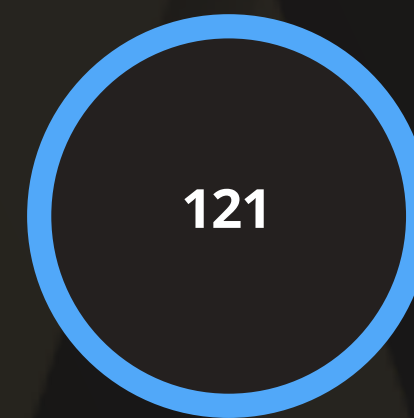


Jun 2016

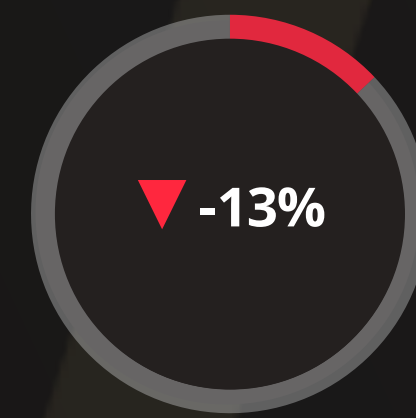
In North Vancouver, the sales to active ratio for houses for June 2017 was 39%, a 6% decrease compared to May 2017, when the ratio was 45%, and a 43% decrease from the 82% ratio last June.



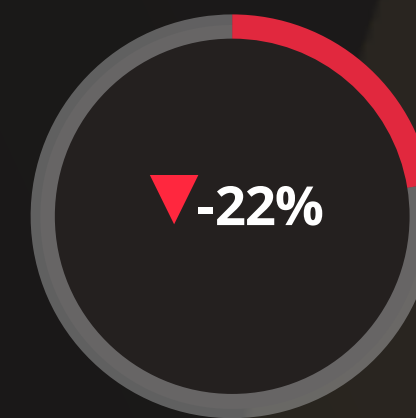
SALES



Jun 2017

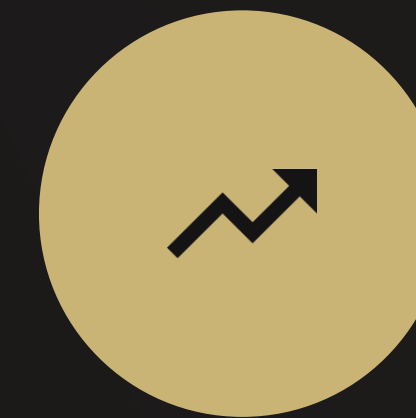


Apr 2017

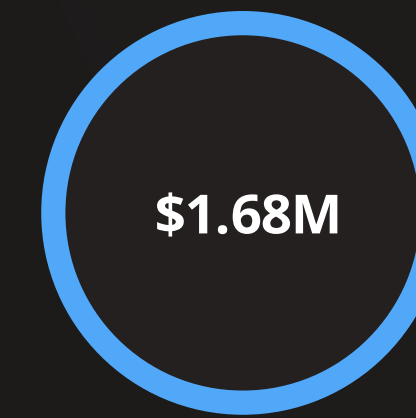


Jun 2016

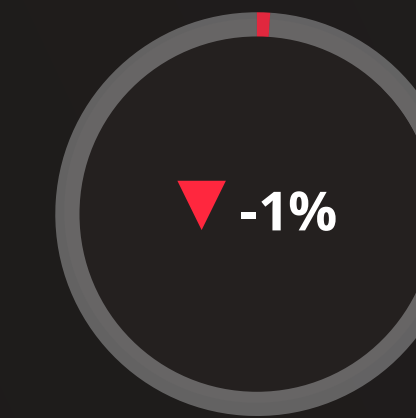
The number of houses sold in North Vancouver in June 2017 was 121, a 13% decrease compared to May 2017, when 139 homes were sold, and a 22% decrease from the 156 properties sold last June.



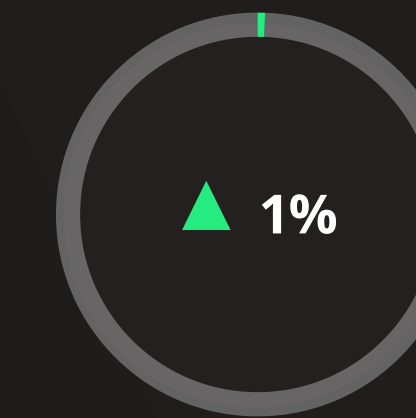
AVERAGE PRICE



Jun 2017



Apr 2017



Jun 2016

In North Vancouver, the average sale price for houses in June 2017 was \$1.68M, a 1% decrease compared to May 2017, when the average sale price was \$1.698M, and a 1% increase from the \$1.67M average sale price from last June.

\* Sales Ratio stands for sales-to-active listings ratio.

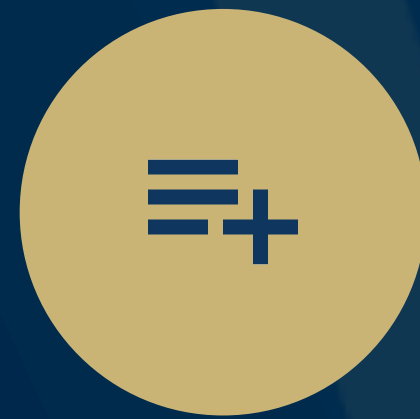
# NORTH VANCOUVER

June 2017



Condos and Townhouses

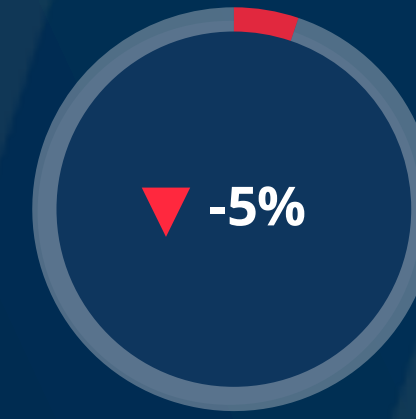
● CURRENT ● UP ● DOWN



NEW LISTINGS



Jun 2017



Apr 2017

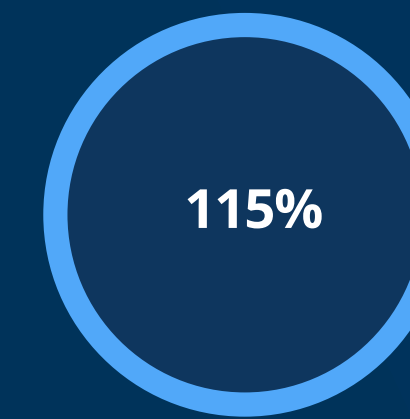


Jun 2016

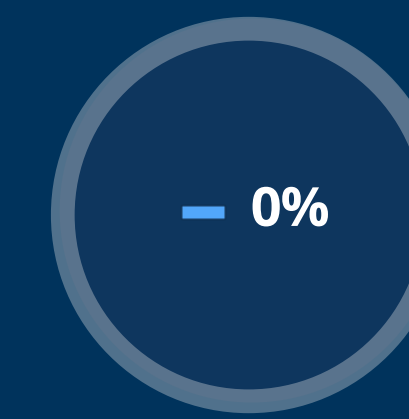
In North Vancouver, the number of new listings for condos and townhouses in June 2017 was 146, a 5% decrease compared to May 2017, when 154 homes were listed, and a 11% decrease from the 164 properties listed last June.



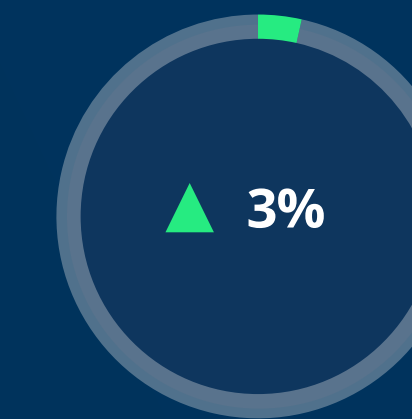
SALES RATIO\*



Jun 2017



Apr 2017

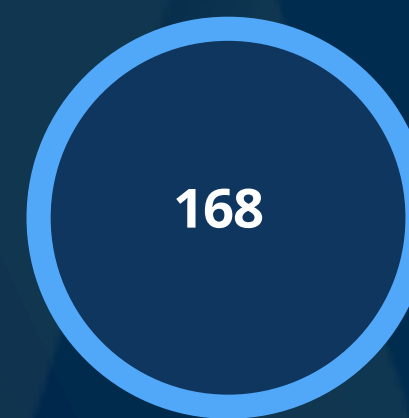


Jun 2016

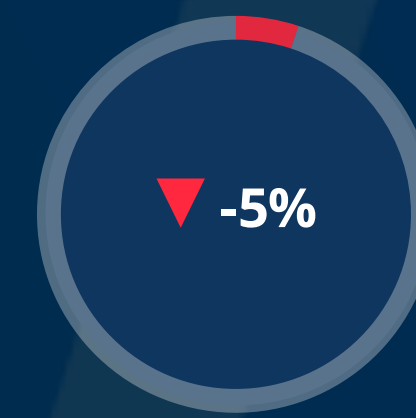
In North Vancouver, the sales-to-active listings ratio for condo and townhouses for June 2017 was 115%, a 0.1% increase compared to May 2017, when the ratio was 115%, and a 3% increase from the 112% ratio last June.



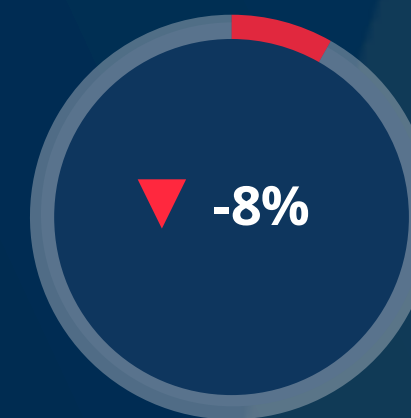
SALES



Jun 2017



Apr 2017



Jun 2016

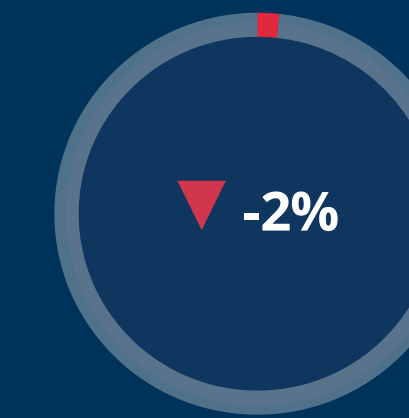
The number of condos and townhouses sold in North Vancouver in June 2017 was 168, a 5% decrease compared to May 2017, when 177 homes were sold, and a 8% decrease from the 183 properties sold last June.



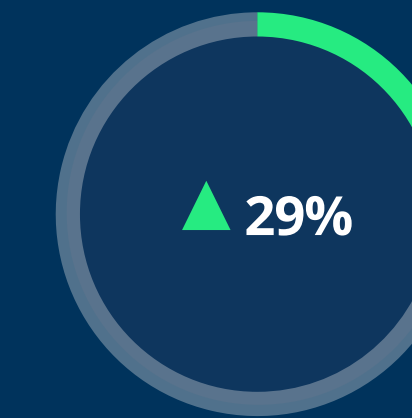
AVERAGE PRICE



Jun 2017



Apr 2017



Jun 2016

In North Vancouver, the average sale price for condos and townhouses in June 2017 was \$707.448K, a 2% decrease compared to May 2017, when the average sale price was \$720K, and a 29% increase from the \$550K average sale price from last June.

\* Sales Ratio stands for sales-to-active listings ratio.

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# West Vancouver

June 2017

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

**Century 21**  
IN TOWN REALTY

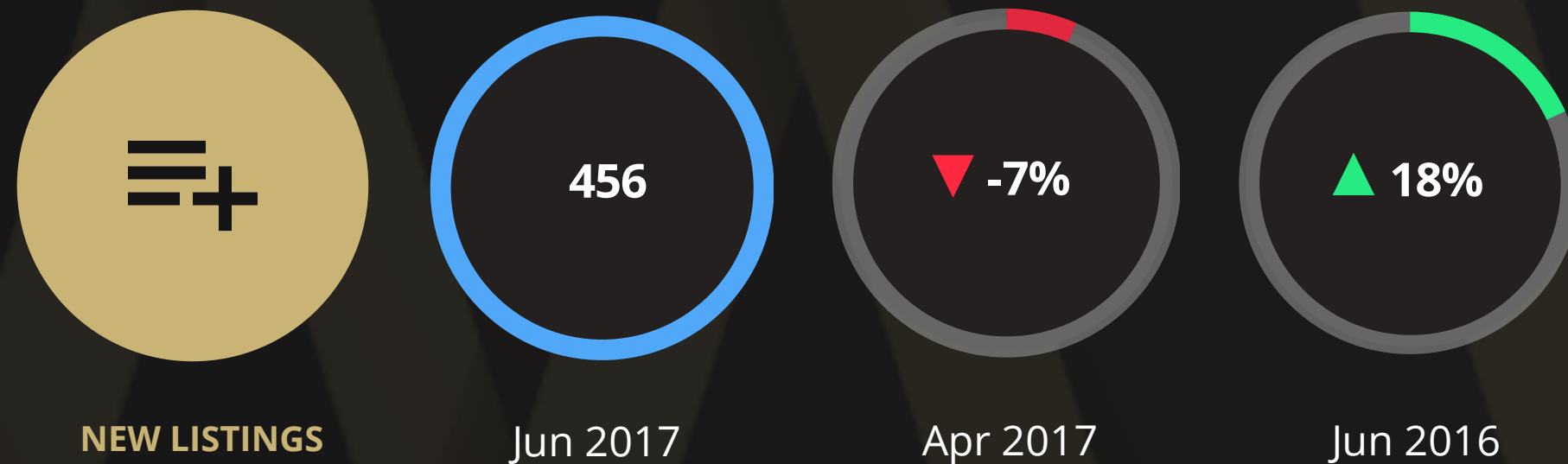
# WEST VANCOUVER

June 2017



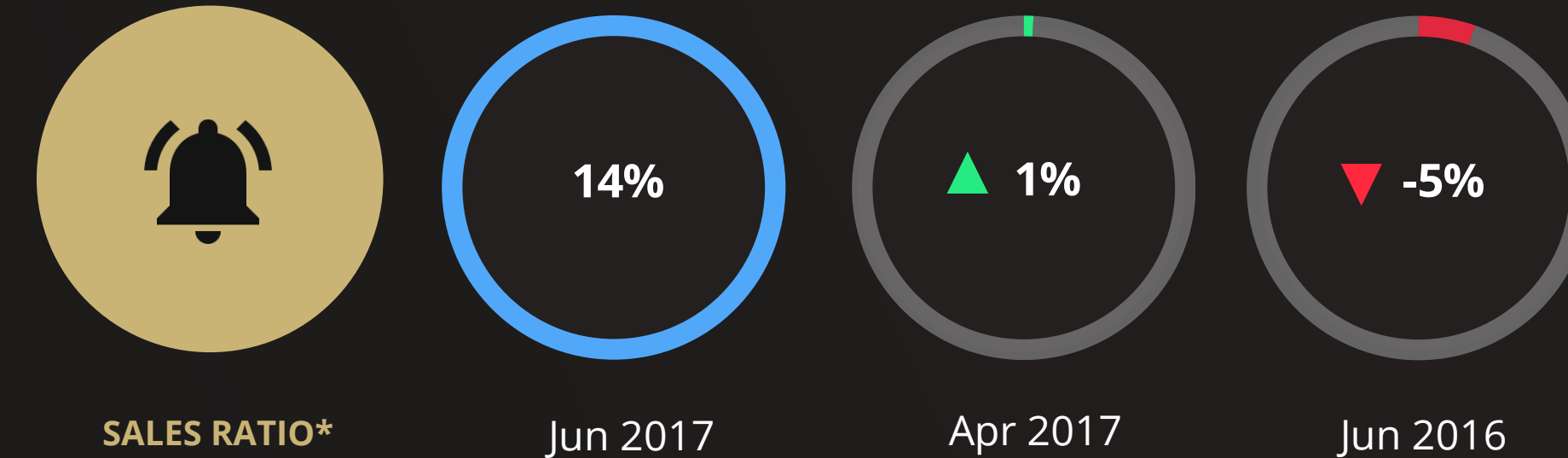
Detached and Houses

● CURRENT ● UP ● DOWN



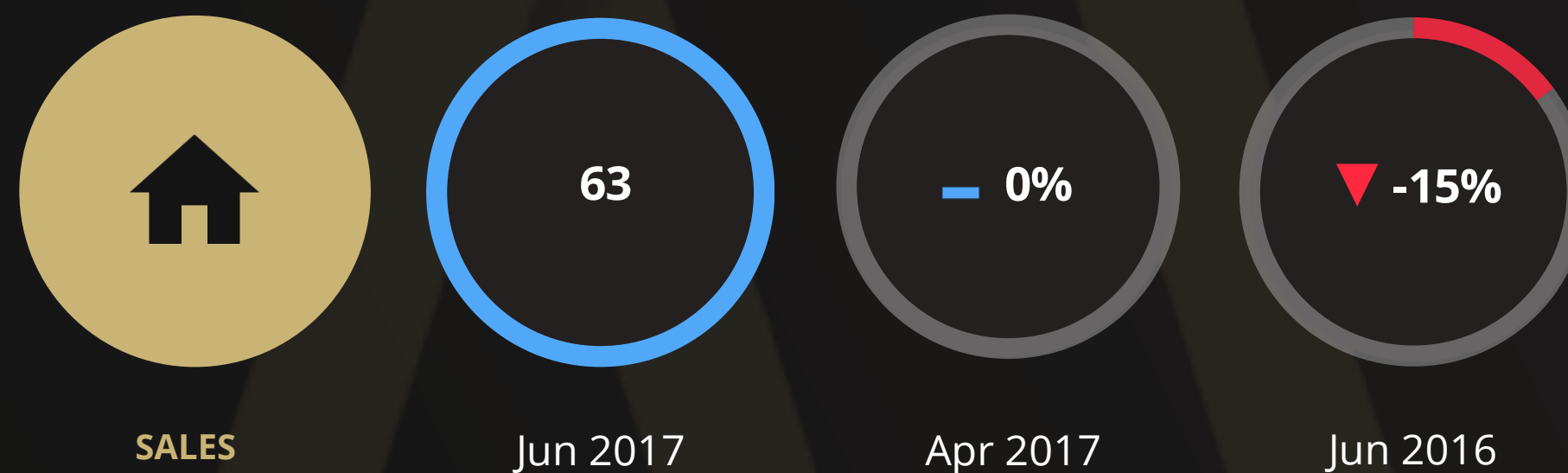
NEW LISTINGS

In West Vancouver houses, the number of new listings for residential properties in June 2017 was 456, a 7% decrease compared to May 2017, when 488 homes were listed, and a 18% increase from the 386 properties listed last June.



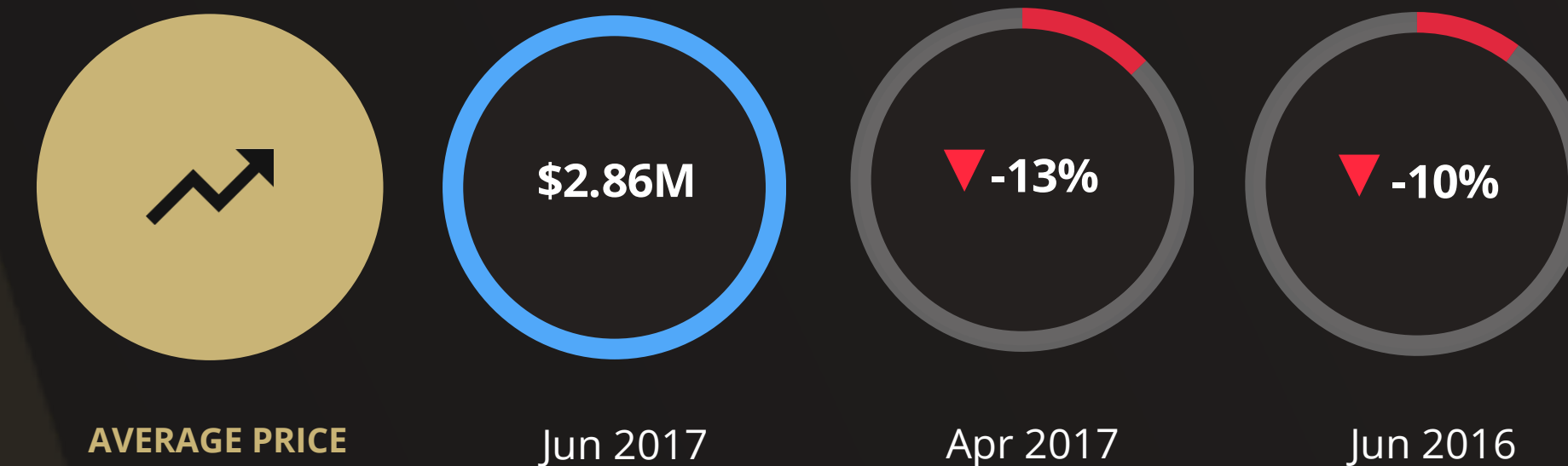
SALES RATIO\*

In West Vancouver, the sales to active ratio for houses for June 2017 was 14%, a 1% increase compared to May 2017, when the ratio was 13%, and a 5% decrease from the 19% ratio last June.



SALES

The number of houses sold in West Vancouver in June 2017 was 63, which is the same number sold in comparison to May, and a 15% decrease from the 74 properties sold last June.



AVERAGE PRICE

In West Vancouver, the average sale price for houses in June 2017 was \$2.86M, a 13% decrease compared to May 2017, when the average sale price was \$3.28M, and a 10% decrease from the \$3.18M average sale price from last June.

\* Sales Ratio stands for sales-to-active listings ratio.



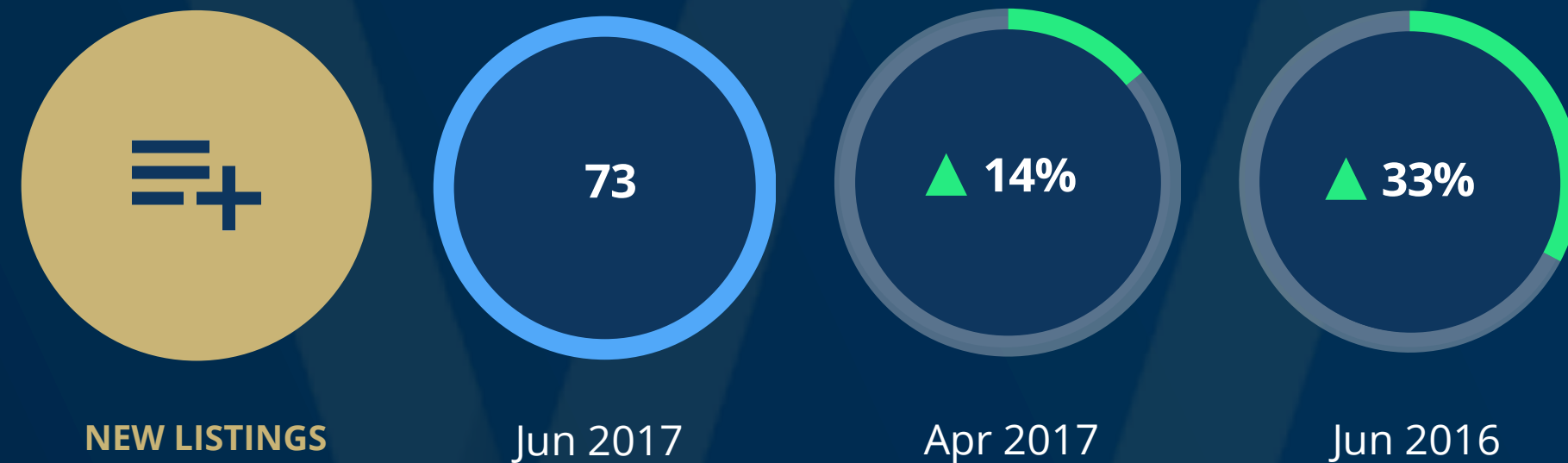
# WEST VANCOUVER

June 2017



Condos and Townhouses

● CURRENT ● UP ● DOWN



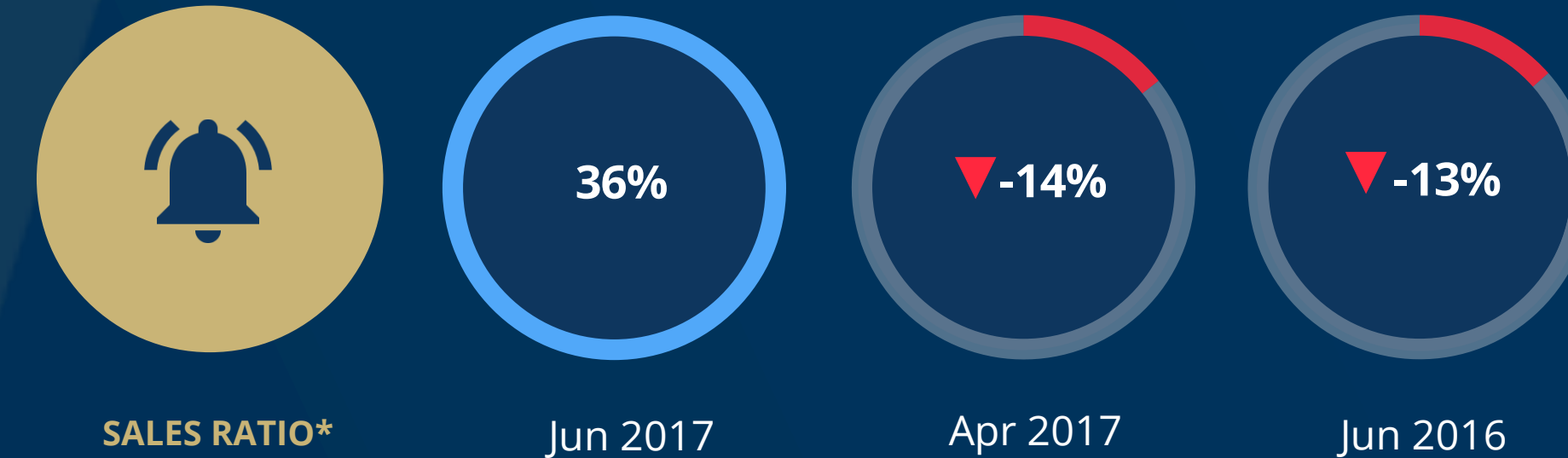
NEW LISTINGS

Jun 2017

Apr 2017

Jun 2016

In West Vancouver, the number of new listings for condos and townhouses in June 2017 was 73, a 14% increase compared to May 2017, when 64 homes were listed, and a 33% increase from the 55 properties listed last June.



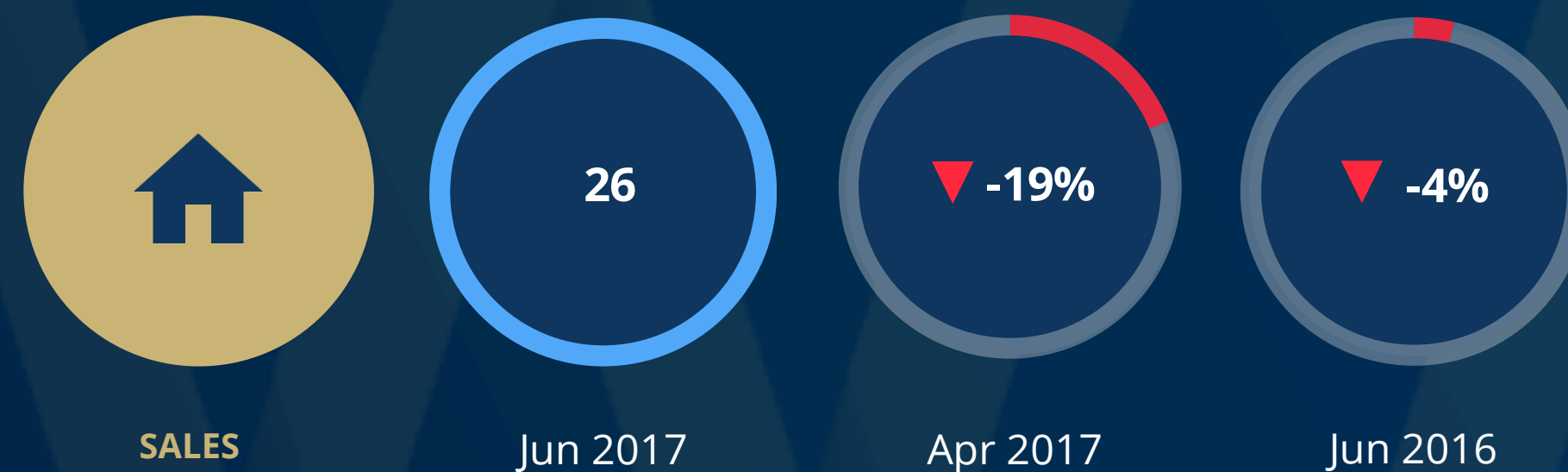
SALES RATIO\*

Jun 2017

Apr 2017

Jun 2016

In West Vancouver, the sales-to-active listings ratio for condos and townhouses for June 2017 was 36%, a 14% decrease compared to May 2017, when the ratio was 50%, and a 13% decrease from the 49% ratio last June.



SALES

Jun 2017

Apr 2017

Jun 2016

The number of condos and townhouses sold in West Vancouver in June 2017 was 26, a 19% decrease compared to May 2017, when 32 homes were sold, and a 4% decrease from the 27 properties sold last June.



AVERAGE PRICE

Jun 2017

Apr 2017

Jun 2016

In West Vancouver, the average sale price for condos and townhouses in June 2017 was \$1.384K, a 17% increase compared to May 2017, when the average sale price was \$1.184K, and a 32% increase from the \$1.052K average sale price from last June.

\* Sales Ratio stands for sales-to-active listings ratio.

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REAL ESTATE

*By Amir Joharifard*

# Contact us today

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