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EFFECTIVE.



**VIVID**

REAL ESTATE

*By Amir Joharifard*

# Market Update

November 2017

# Areas

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

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

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

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# Greater Vancouver

November 2017



# GREATER VANCOUVER

November, 2017



Detached and Attached Homes

● CURRENT ● UP ● DOWN



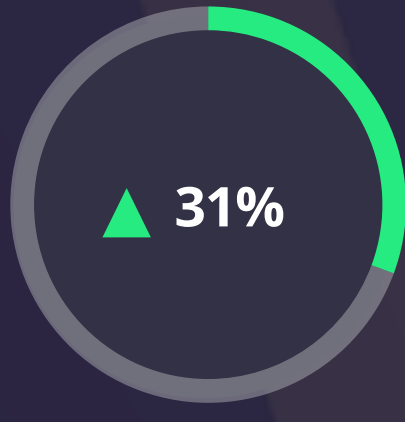
LISTINGS



Nov 2017



Oct 2017

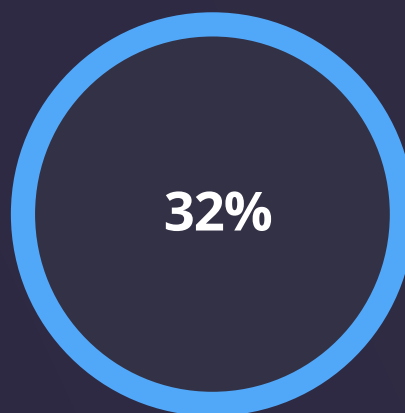


Nov 2016

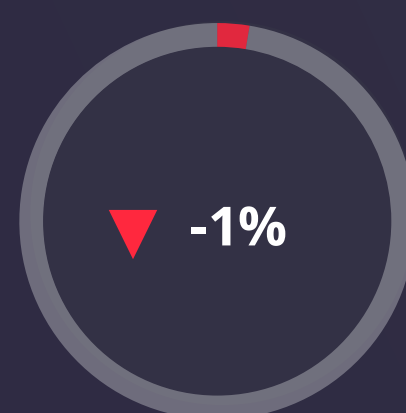
In Greater Vancouver, the number of new listings for residential properties in November 2017 was 4,106, a 9% decrease compared to October 2017, when 4,531 homes were listed, and a 31% increase from the 3,143 properties listed last November.



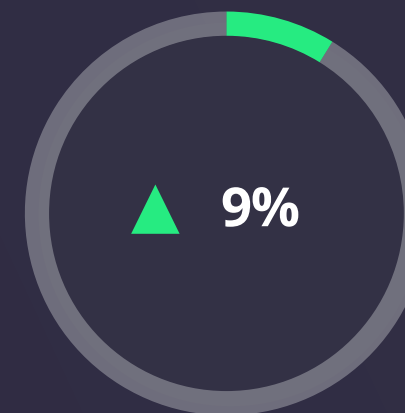
SALES TO ACTIVE



Nov 2017



Oct 2017



Nov 2016

In Greater Vancouver, the sales-to-active listings ratio for residential properties for November 2017 was 32%, a 1% decrease compared to October 2017, when the ratio was 32%, and a 9% increase from the 23% ratio last November.



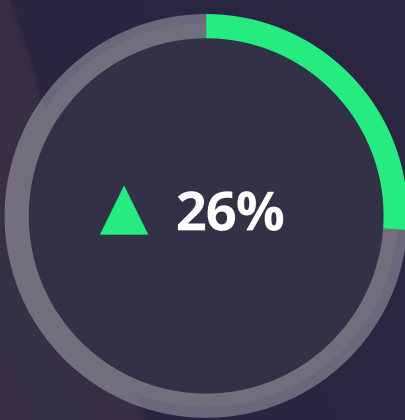
SALES



Nov 2017



Oct 2017



Nov 2016

The number of residential properties sold in Greater Vancouver in November 2017 was 2,786, an 8% decrease compared to October 2017, when 3,016 homes were sold, and a 26% increase from the 2,209 properties sold last November.

## 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

November, 2017



Detached and Houses

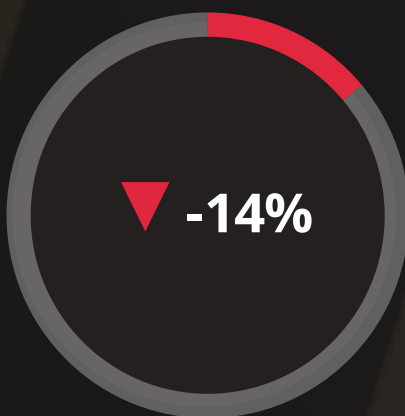
CURRENT UP DOWN



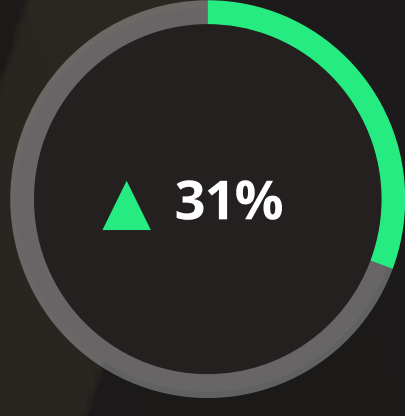
LISTINGS



Nov 2017



Oct 2017

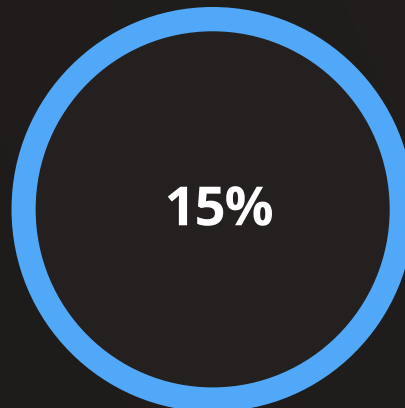


Nov 2016

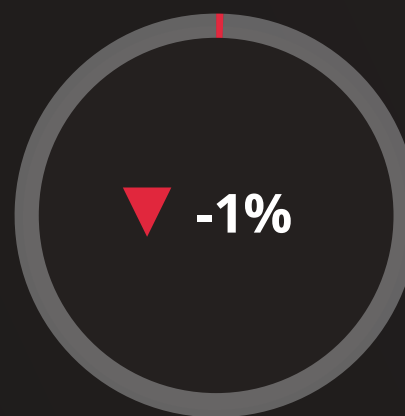
In Greater Vancouver, the number of new listings for detached properties in November 2017 was 1,575 a 14% decrease compared to October 2017, when 1,829 homes were listed, and a 31% increase from the 1,205 properties listed last November.



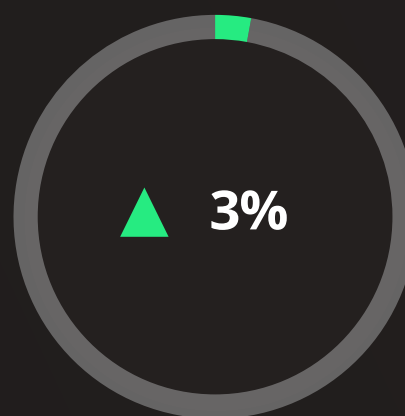
SALES TO ACTIVE



Nov 2017



Oct 2017

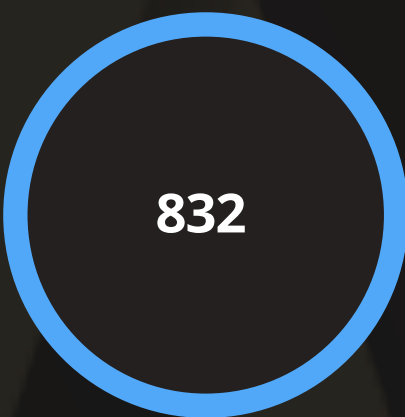


Nov 2016

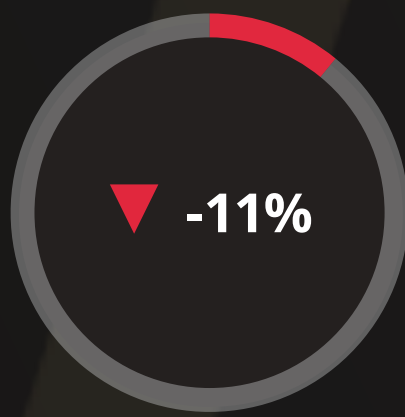
In Greater Vancouver, the sales-to-active listings ratio for detached properties for November 2017 was 15%, a 1% increase compared to October 2017, when the ratio was 14%, and a 3% increase from the 12% ratio last November.



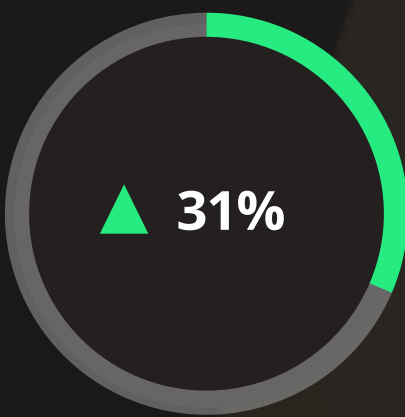
SALES



Nov 2017



Oct 2017



Nov 2016

The number of houses sold in Greater Vancouver in November 2017 was 633, a 11% decrease compared to October 2017, when 934 homes were sold, and a 31% increase from the 633 properties sold last November.

## Facts

The Average days on Market for Greater Vancouver detached properties in November 2017 was 43 days, a 5% Increase in comparison to 41 days in October 2017. The average price per square foot for Greater Vancouver detached properties in November 2017 was \$673, a 2% decrease in comparison to \$686 per square foot in October 2017.

# GREATER VANCOUVER

November, 2017



Condos and Townhouses

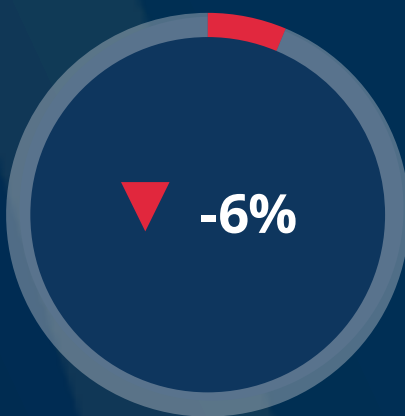
CURRENT UP DOWN



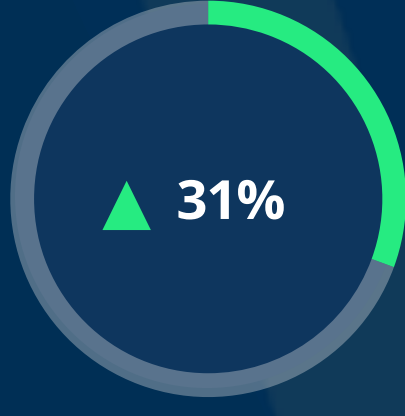
LISTINGS



Nov 2017



Oct 2017

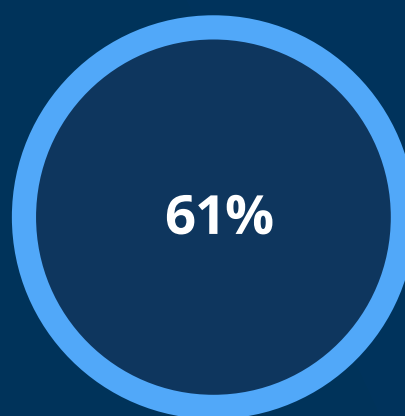


Nov 2016

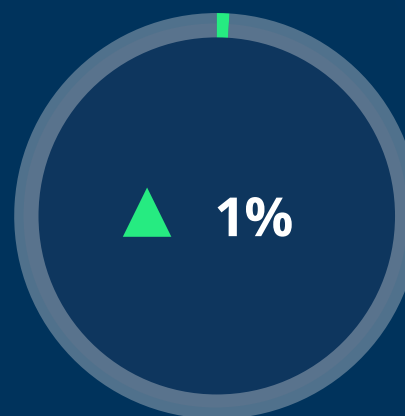
In Greater Vancouver, the number of new listings for attached properties in November 2017 was 2,531, a 6% decrease compared to October 2017, when 2,702 homes were listed, and a 31% increase from the 1,938 properties listed last November.



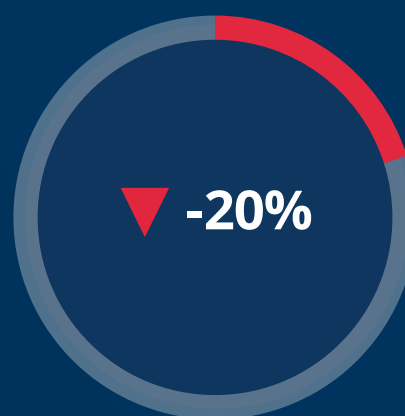
SALES TO ACTIVE



Nov 2017



Oct 2017



Nov 2016

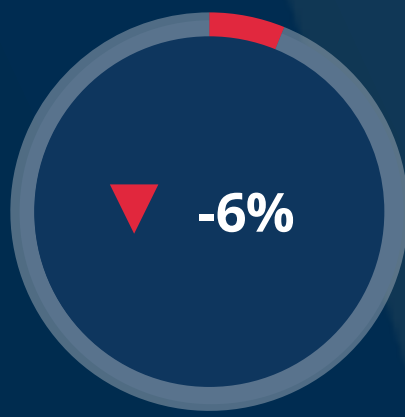
In Greater Vancouver, the sales-to-active listings ratio condos and townhouse in November 2017 was 61%, a 1% increase compared to October 2017, when the ratio was 60%, and a 20% decrease from the 81% ratio last November.



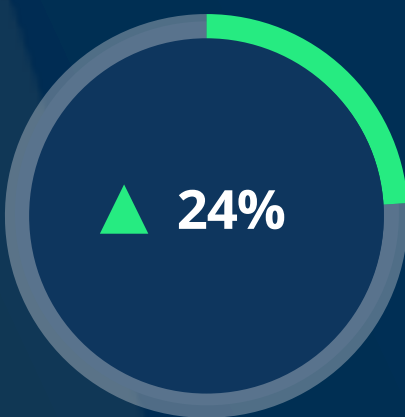
SALES



Nov 2017



Oct 2017



Nov 2016

The number of condos and townhouses sold in Greater Vancouver condos in November 2017 was 1,954, a 6% decrease compared to October 2017, when 2,082 homes were sold, and a 24% increase from the 1,576 properties sold last November.

## Facts

The average days on the market for Greater Vancouver condos in November 2017 was 20 days, while for townhouses it was 23 days. The average price per square foot for Greater Vancouver condos was \$796 in November 2017, whereas for townhouses it was \$603 per square foot.

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# Downtown Vancouver

November 2017





# DOWNTOWN VANCOUVER

November, 2017

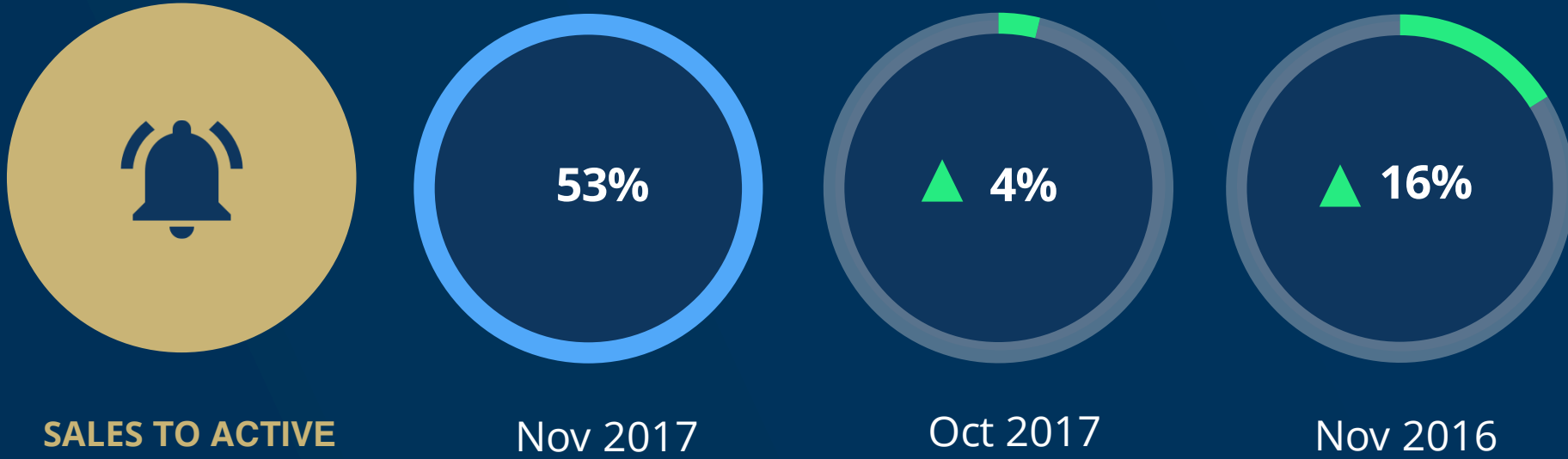


Condos and Townhouses

CURRENT  UP  DOWN



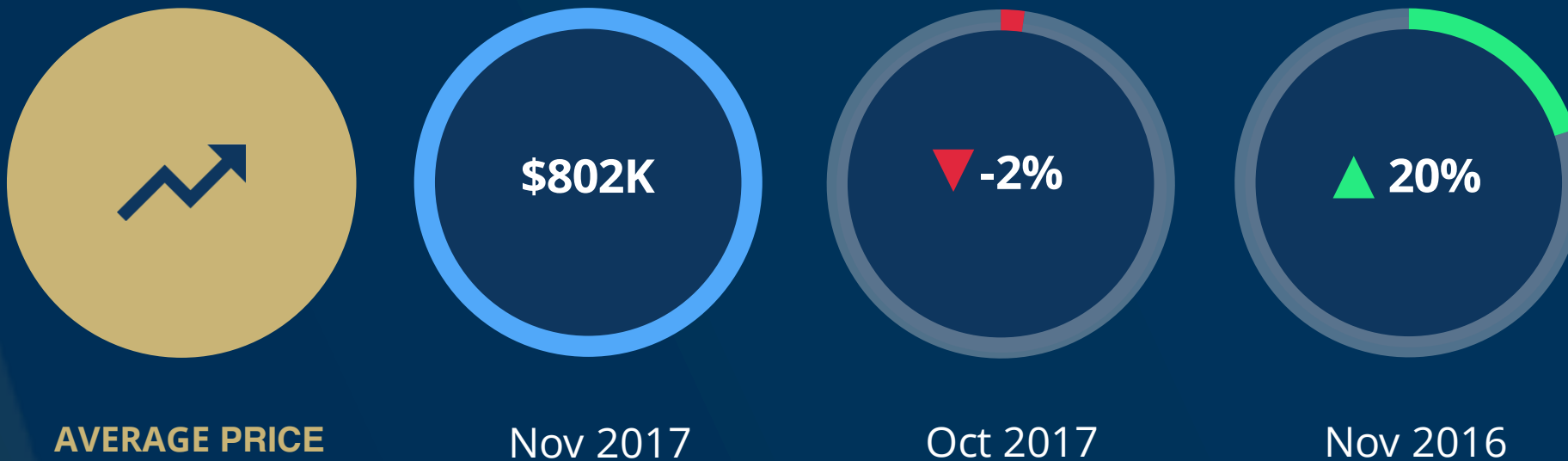
In Downtown Vancouver, the number of new listings for condo and townhouses in November 2017 was 396, a 9% decrease compared to October 2017, when 432 homes were listed, and a 16% decrease from the 469 properties listed last November.



In Downtown Vancouver, the sales-to-active listings ratio for condos and townhouses for November 2017 was 53%, a 4% increase compared to October 2017, when the ratio was 49%, and a 16% increase from the 37% ratio last November.



The number of condos and townhouses sold in Downtown Vancouver in November 2017 was 210, a 1% decrease compared to October 2017, when 213 homes were sold, and a 21% increase from the 173 properties sold last November.



In Downtown Vancouver, the average sale price for condos and townhouses in November 2017 was \$802K, a 2% decrease compared to October 2017, when the average sale price was \$820K, and a 20% increase from the \$668K average sale price from last November.



# 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

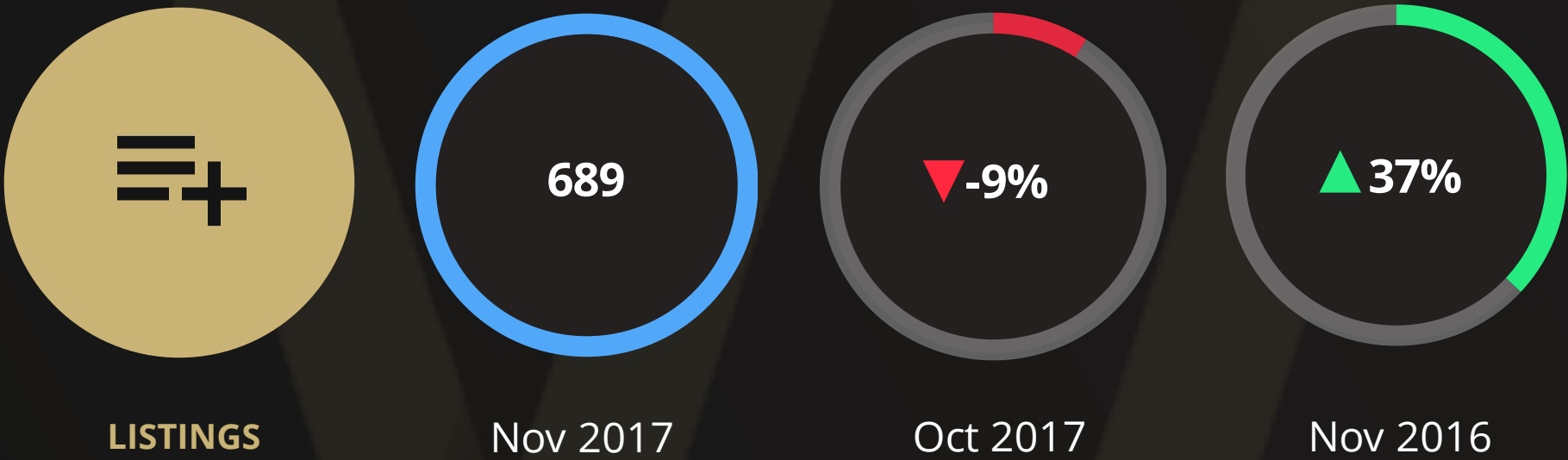
November 2017



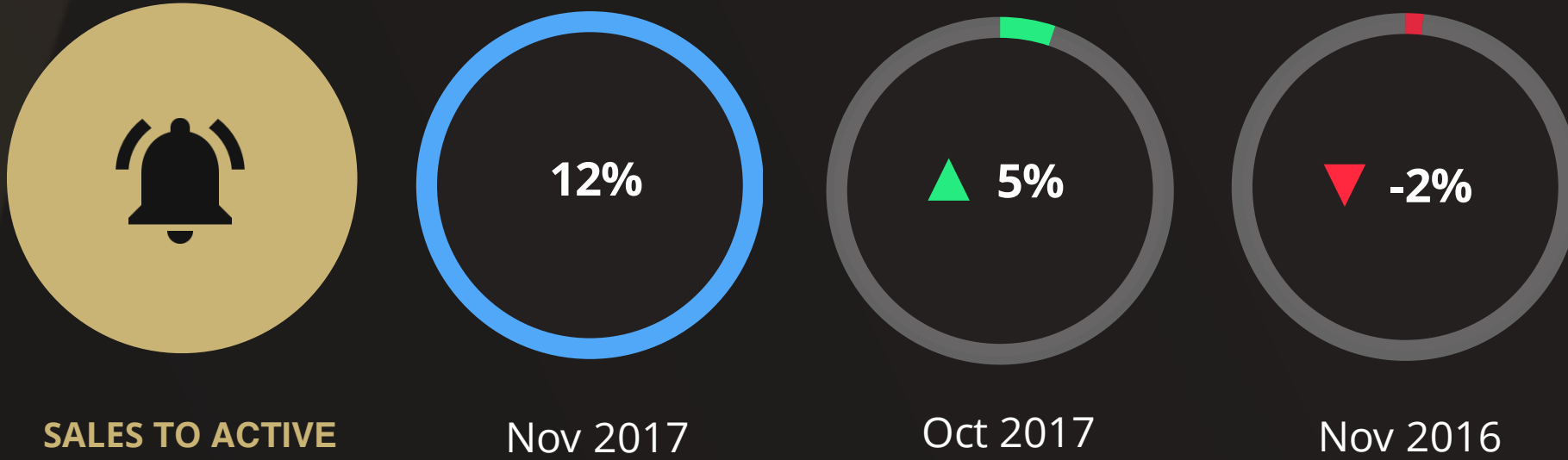
# VANCOUVER WESTSIDE

November, 2017

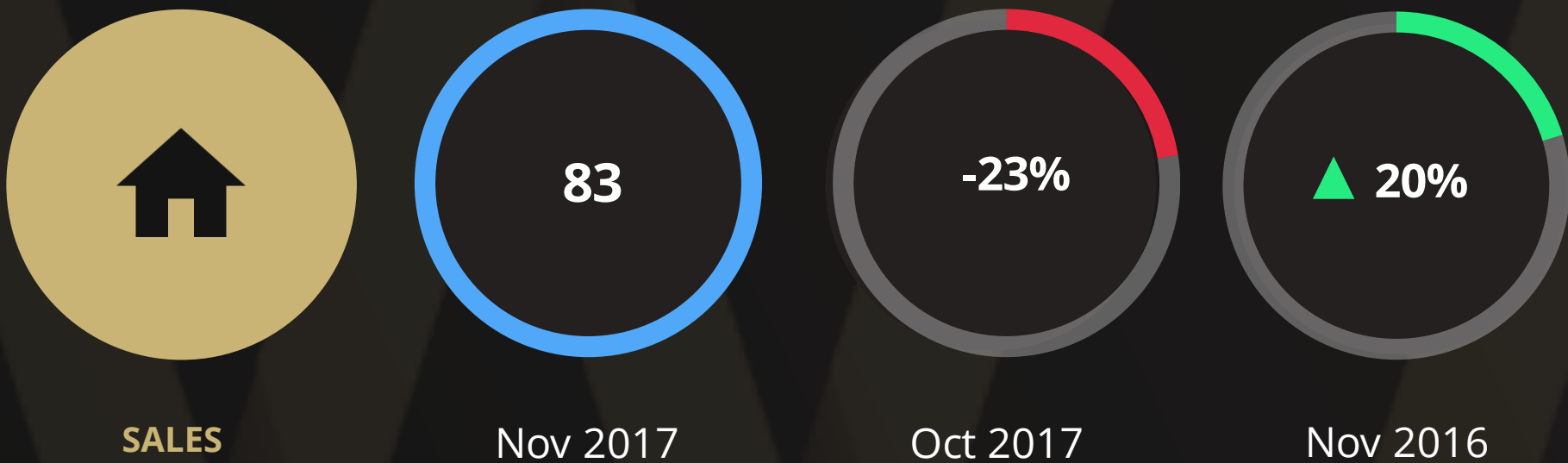
 Detached and Houses  
● CURRENT ● UP ● DOWN



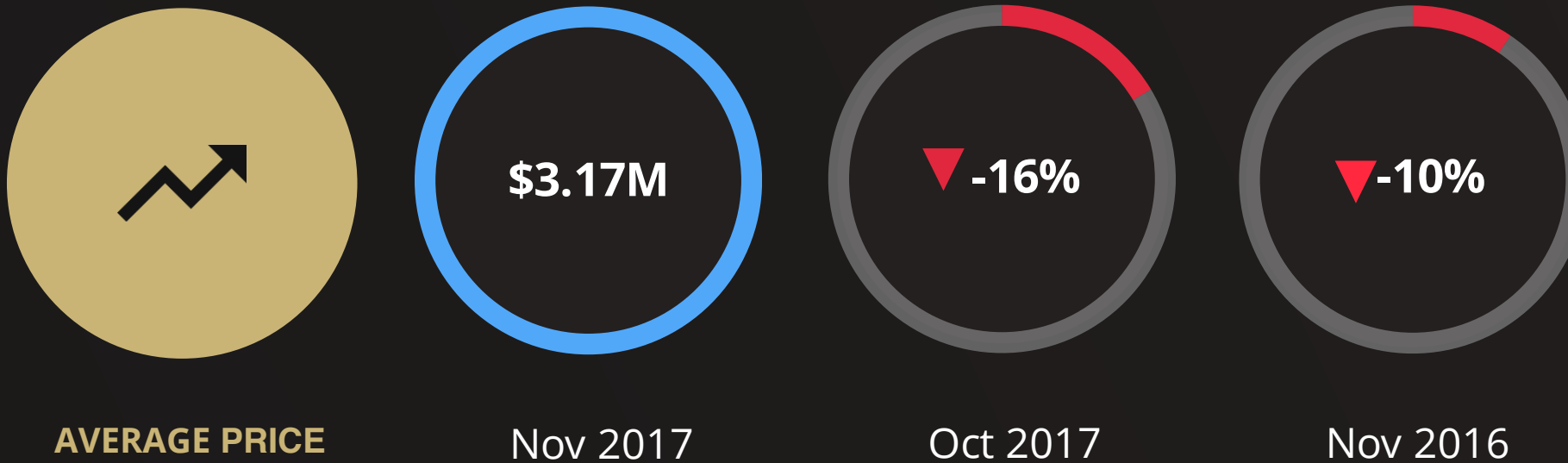
In Vancouver West, the number of new listings for detached properties in November 2017 was 689, a 9% decrease compared to October 2017, when 757 homes were listed, and a 37% increase from the 503 properties listed last November.



In Vancouver West, the sales-to-active listings ratio for houses for November 2017 was 12%, a 5% increase compared to October 2017, when the ratio was 7%, and a 2% decrease from the 14% ratio last November.



The number of houses sold in Vancouver West in November 2017 was 83, a 23% decrease compared to October 2017, when 108 homes were sold, and a 20% increase from the 69 properties sold last November.



In Vancouver West, the average sale price for houses in November 2017 was \$3.167M, a 16% decrease compared to October 2017, when the average sale price was \$3.788M, and a 10% decrease from the \$3.5M average sale price from last November.



# Market Type

## VANCOUVER WESTSIDE

November, 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.



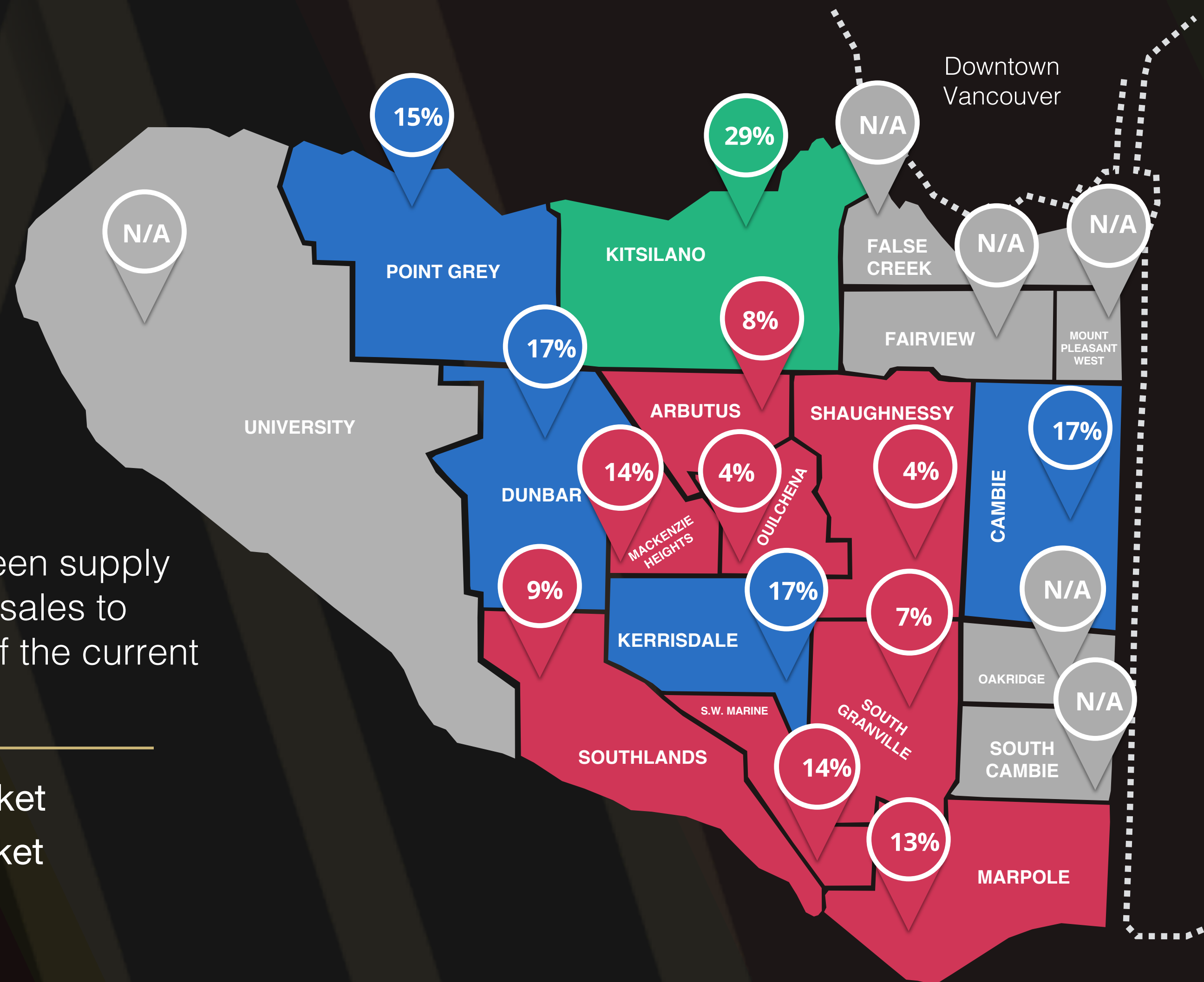
Detached and Houses

● Seller Market

● Buyer Market

● N/A\*

● Balanced Market



# VANCOUVER WESTSIDE

November, 2017



Condos and Townhouses

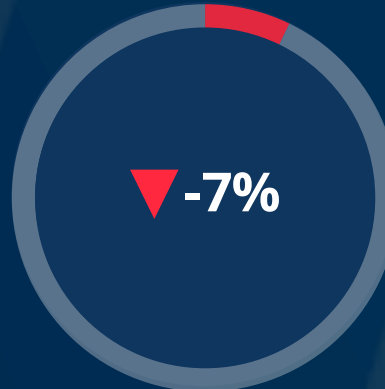
CURRENT UP DOWN



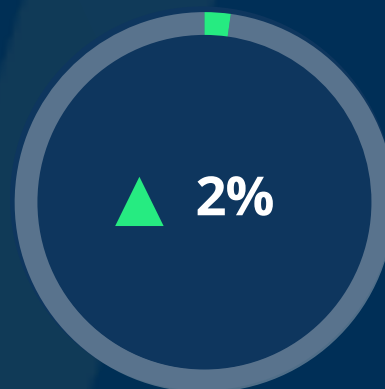
LISTINGS



Nov 2017



Oct 2017

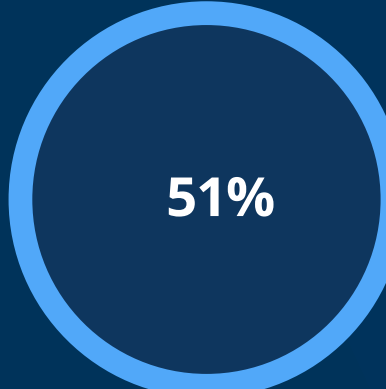


Nov 2016

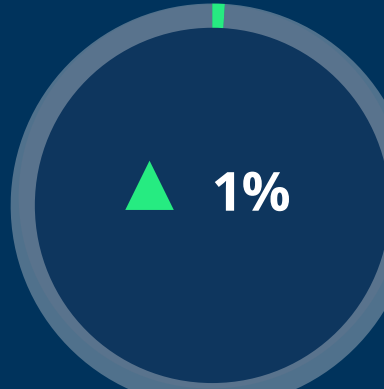
In Vancouver West, the number of new listings for condos and townhouses in November 2017 was 414, a 7% decrease compared to October 2017, when 446 homes were listed, and a 2% increase from the 405 properties listed last November.



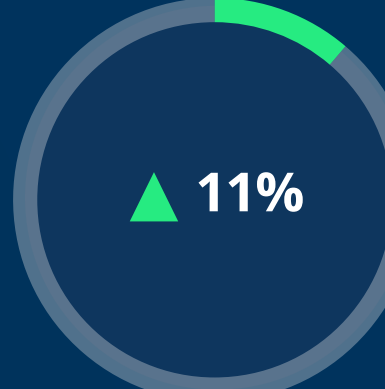
SALES TO ACTIVE



Nov 2017



Oct 2017



Nov 2016

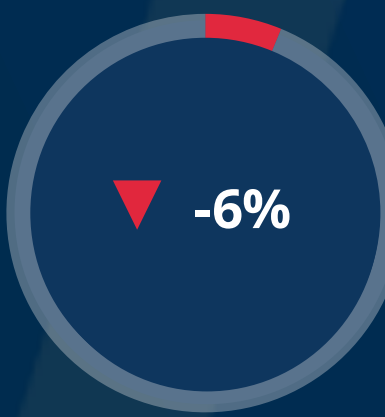
In Vancouver West, the sales-to-active listings ratio for condo and townhouses for November 2017 was 51%, a 1% increase compared to October 2017, when the ratio was 50%, and a 11% increase from the 40% ratio last November.



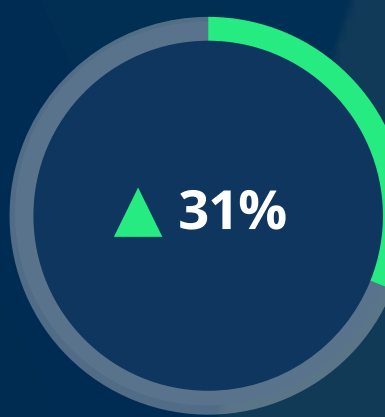
SALES



Nov 2017



Oct 2017



Nov 2016

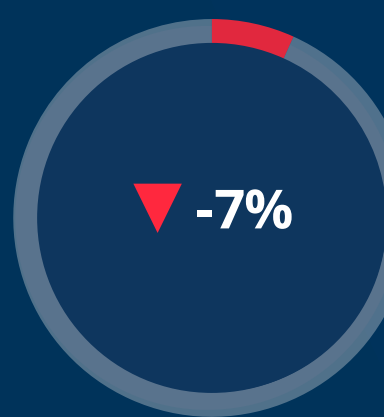
The number of condos and townhouses sold in Vancouver West in November 2017 was 211, a 6% decrease compared to October 2017, when 225 homes were sold, and a 31% increase from the 161 properties sold last November.



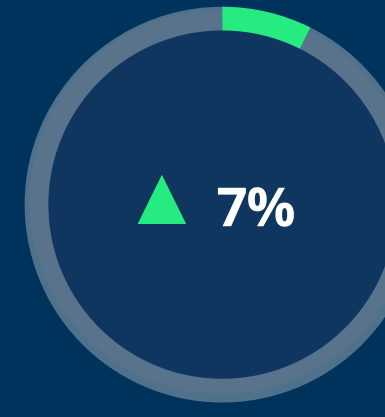
AVERAGE PRICE



Nov 2017



Oct 2017



Nov 2016

In Vancouver West, the average sale price for condos and townhouses in November 2017 was \$816K, a 7% decrease compared to October 2017, when the average sale price was \$875K, and a 7% increase from the \$760K average sale price from last November.



# Market Type

## VANCOUVER WESTSIDE

November, 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.



Condos and Townhouses

● Seller Market

● Buyer Market

● N/A\*

● Balanced Market





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# Vancouver Eastside

November 2017



# VANCOUVER EASTSIDE

November, 2017



Detached and Houses

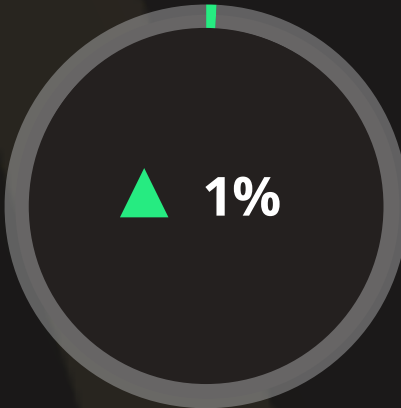
CURRENT UP DOWN



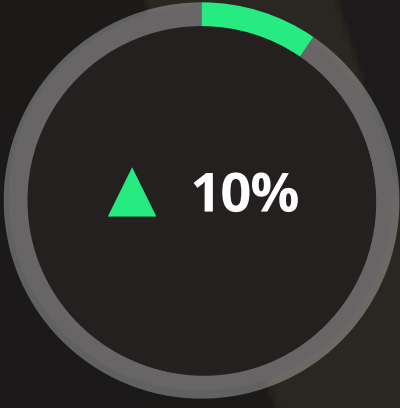
LISTINGS



Nov 2017



Oct 2017

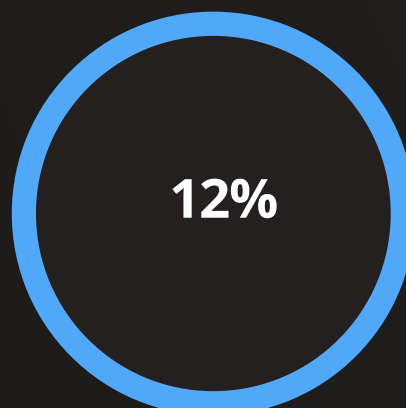


Nov 2016

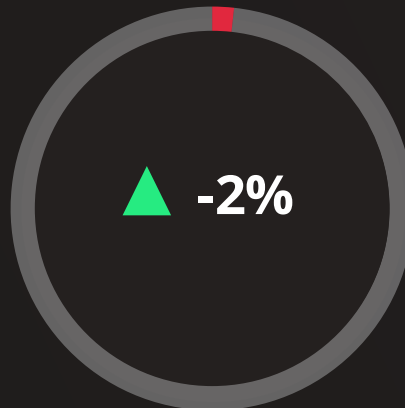
In Vancouver East, the number of new listings for detached properties in November 2017 was 734, a 1% increase compared to October 2017, when 728 homes were listed, and a 10% increase from the 670 properties listed last November.



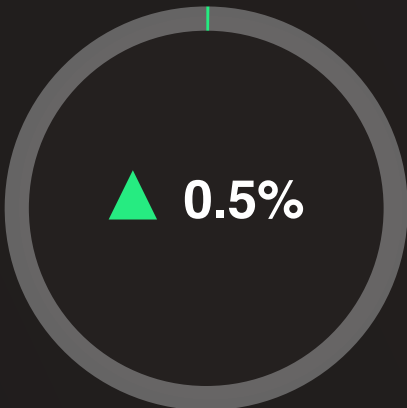
SALES TO ACTIVE



Nov 2017



Oct 2017



Nov 2016

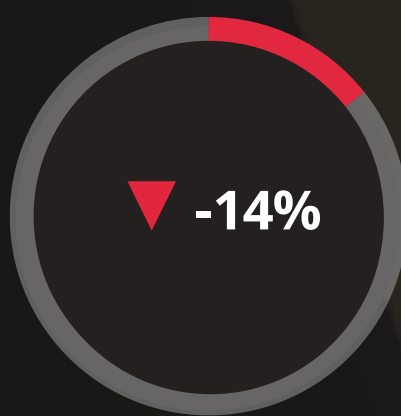
In Vancouver East, the sales to active ratio for houses for November 2017 was 12%, a 2% decrease compared to October 2017, when the ratio was 14%, and a 0.5% increase from the 12% ratio last November.



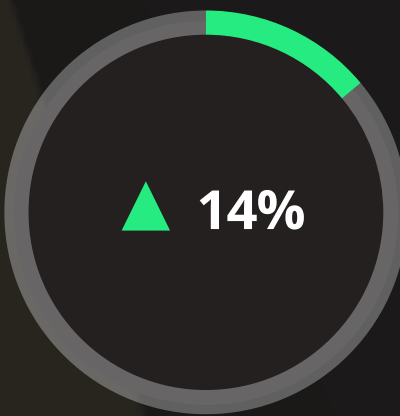
SALES



Nov 2017



Oct 2017



Nov 2016

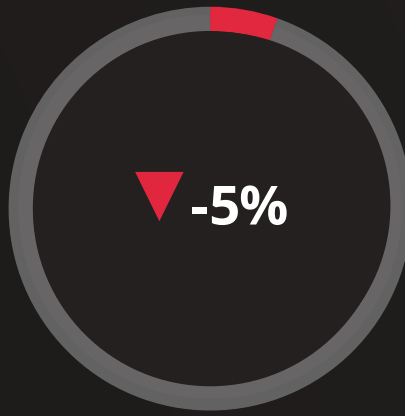
The number of houses sold in Vancouver East in November 2017 was 90, a 14% decrease compared to October 2017, when 105 homes were sold, and a 14% increase from the 79 properties sold last November.



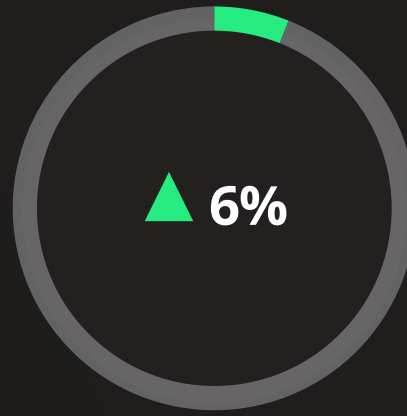
AVERAGE PRICE



Nov 2017



Oct 2017



Nov 2016

In Vancouver East, the average sale price for houses in November 2017 was \$1.537M, a 5% decrease compared to October 2017, when the average sale price was \$1.625M, and a 6% increase from the \$1.45M average sale price from last November.

# Market Type

## VANCOUVER WESTSIDE

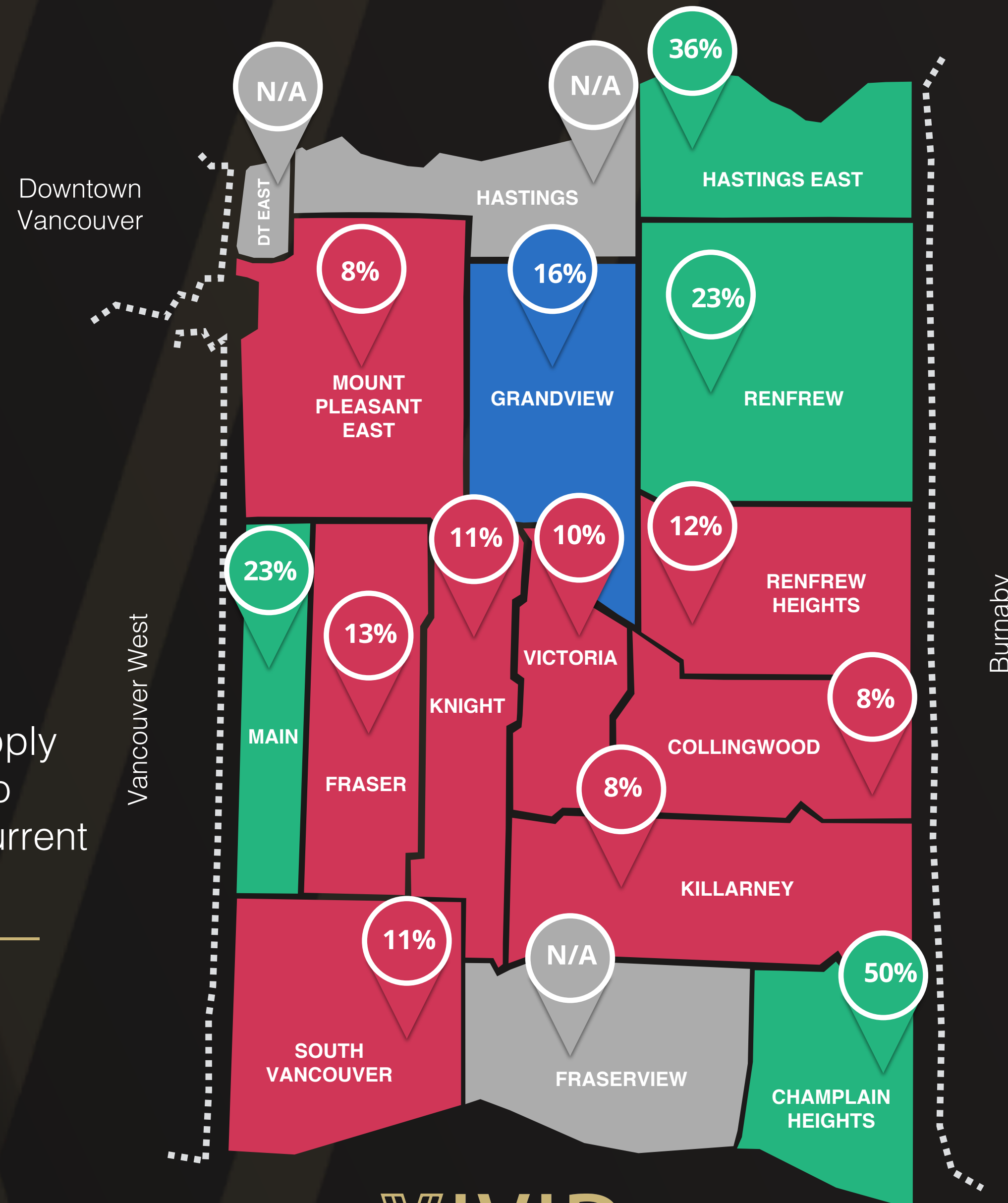
November, 2017

### 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



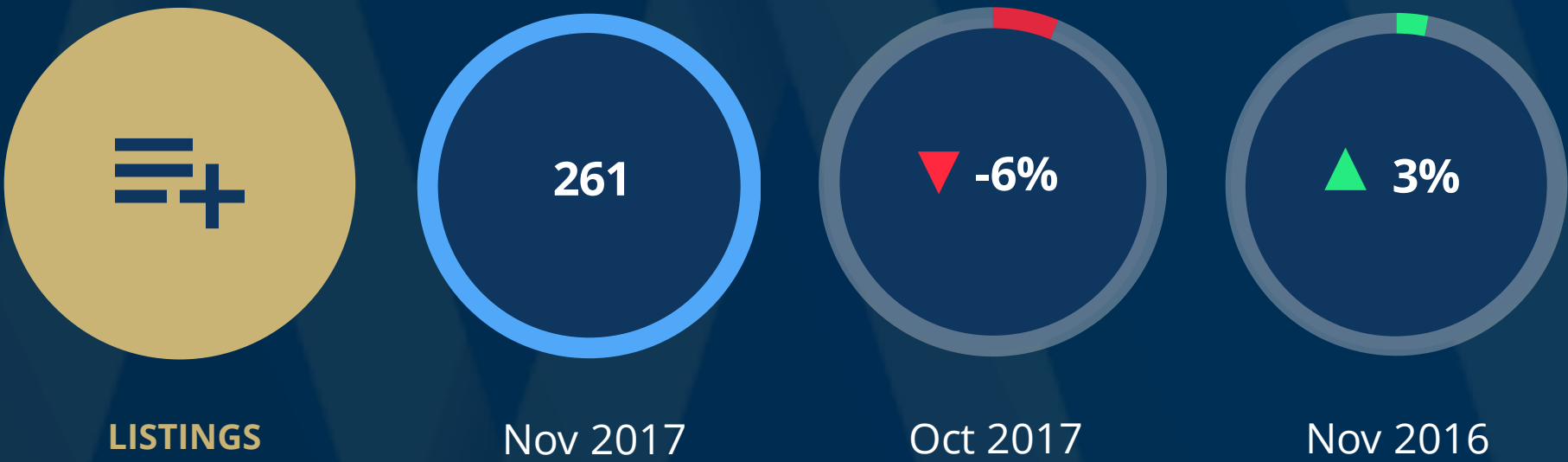
# VANCOUVER EASTSIDE

November, 2017

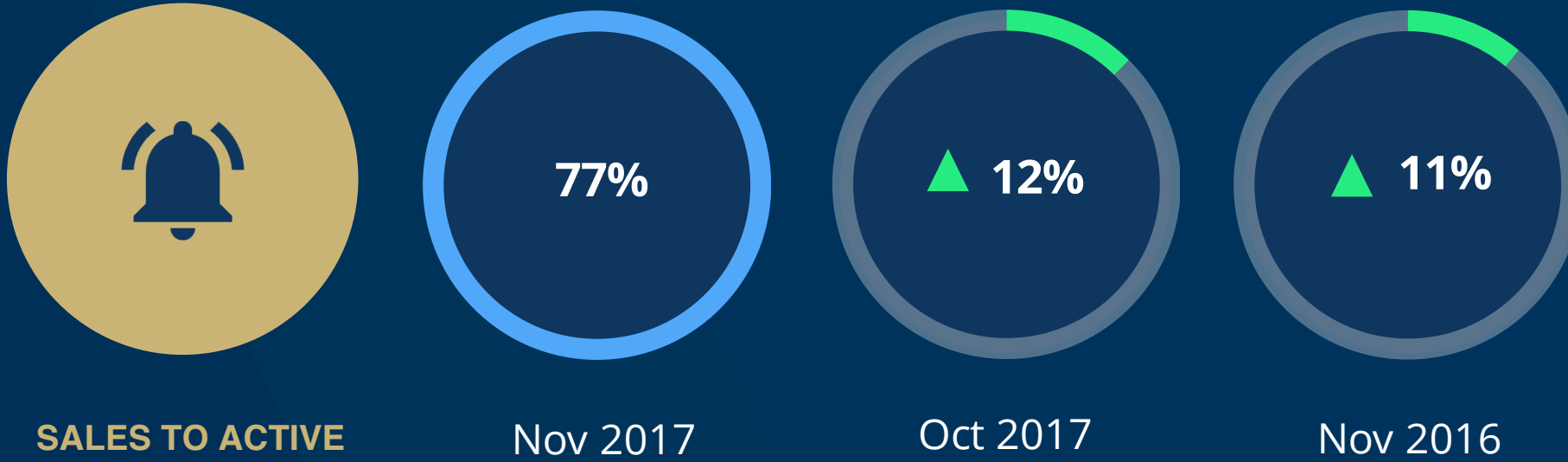


Condos and Townhouses

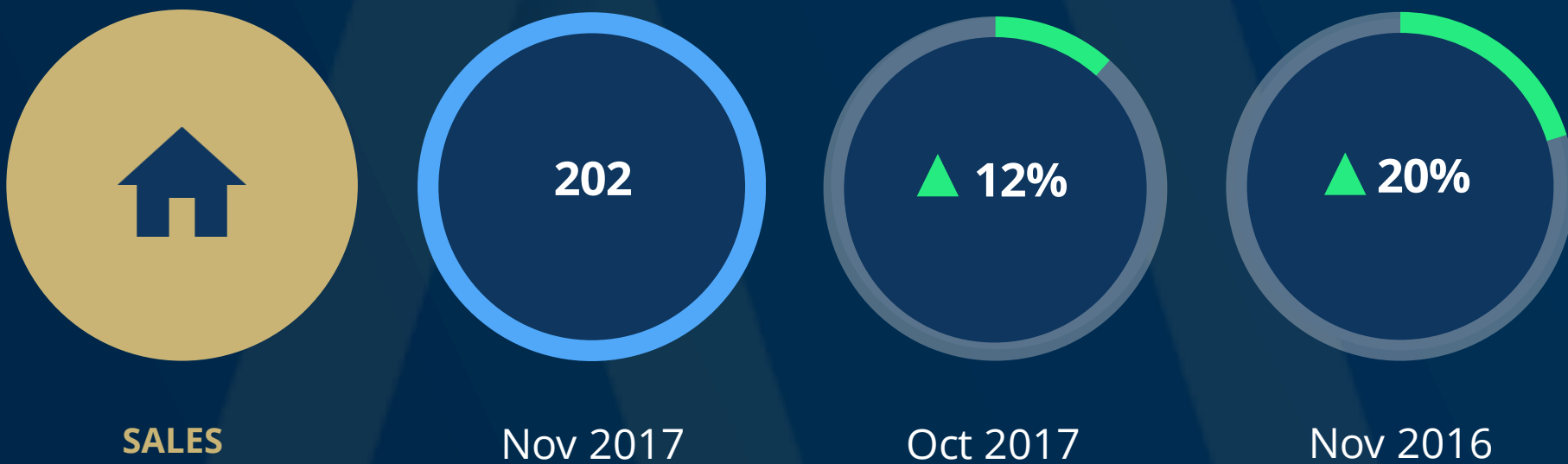
CURRENT  UP  DOWN



In Vancouver East, the number of new listings for condos and townhouses in November 2017 was 261, a 6% decrease compared to October 2017, when 278 homes were listed, and a 3% increase from the 253 properties listed last November.



In Vancouver East, the sales-to-active listings ratio for condo and townhouses for November 2017 was 77%, a 12% increase compared to October 2017, when the ratio was 65%, and a 11% increase from the 66% ratio last November.



The number of condos and townhouses sold in Vancouver East in November 2017 was 202, a 12% increase compared to October 2017, when 181 homes were sold, and a 20% increase from the 168 properties sold last November.



In Vancouver East, the average sale price for condos and townhouses in November 2017 was \$615K, a 2% decrease compared to October 2017, when the average sale price was \$628K, and a 28% increase from the \$482K average sale price from last November.

# Market Type

## VANCOUVER EASTSIDE

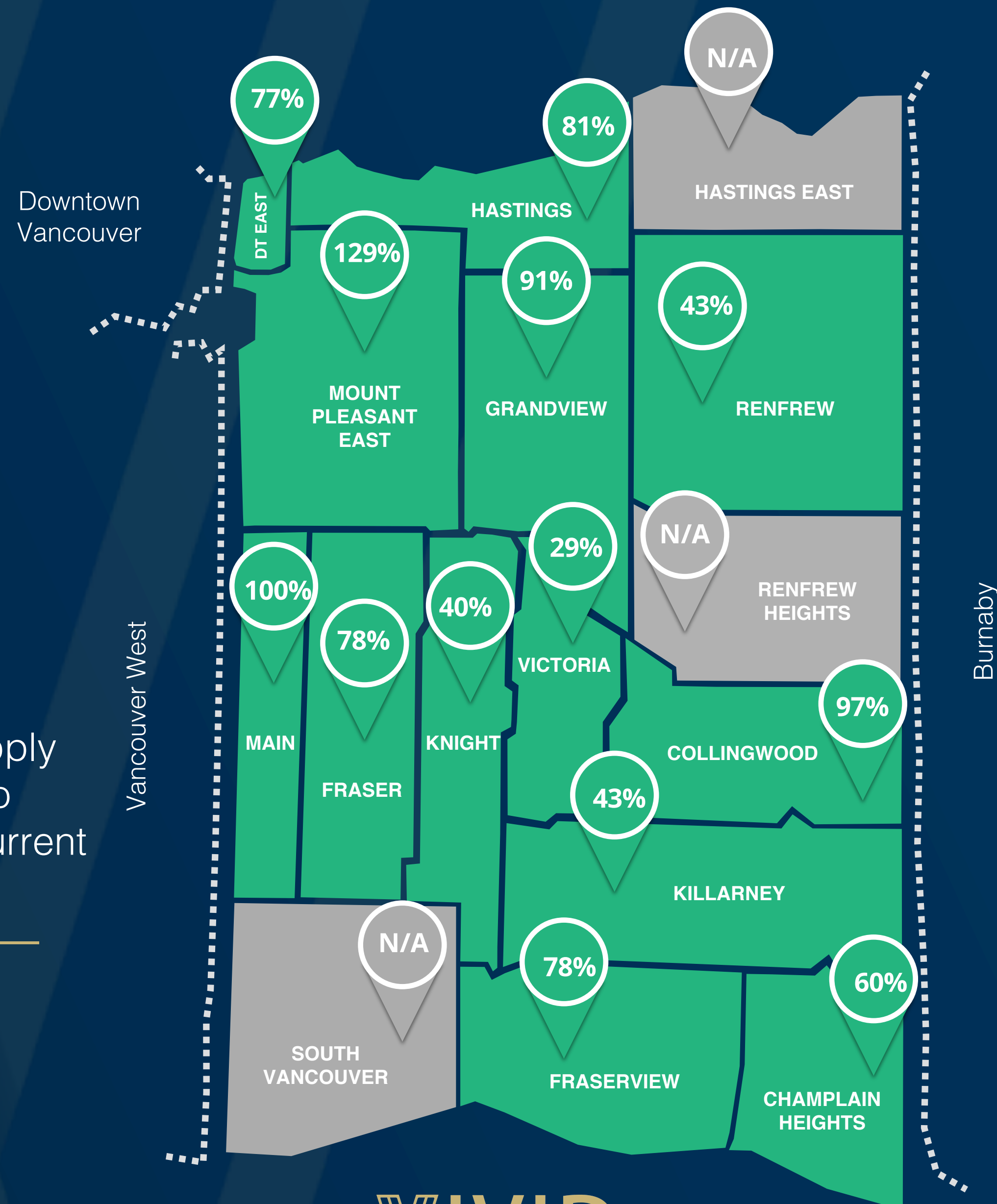
November, 2017

### Sales Ratio

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- 21% & Greater Sellers Market
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- 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

November 2017





# NORTH VANCOUVER

November, 2017



Detached and Houses

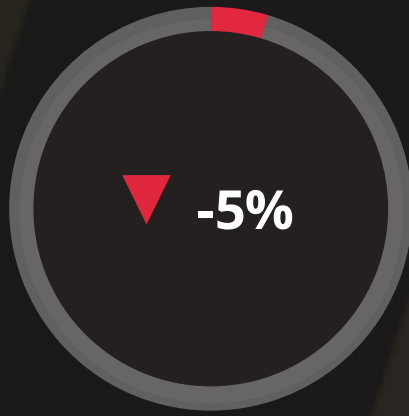
CURRENT UP DOWN



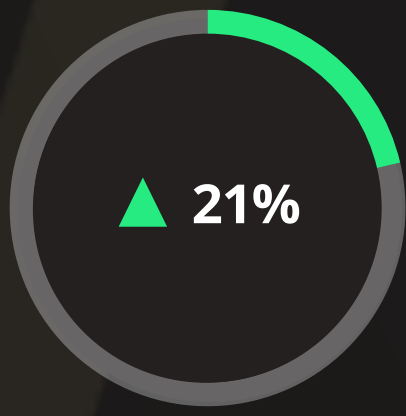
LISTINGS



Nov 2017



Oct 2017

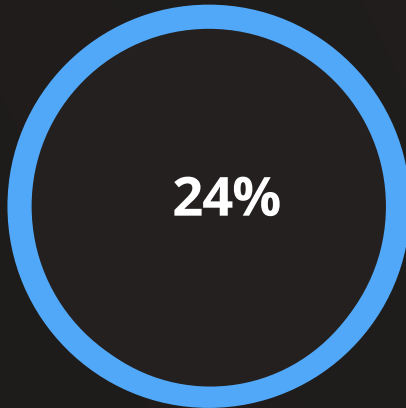


Nov 2016

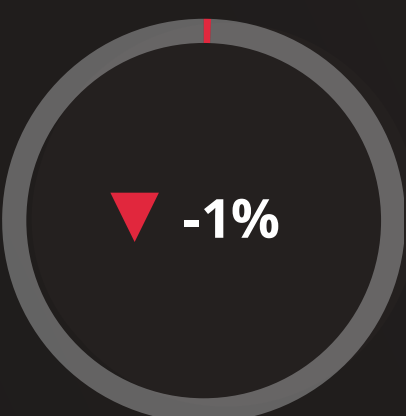
In North Vancouver, the number of new listings for detached properties in November 2017 was 313, a 5% decrease compared to October 2017, when 328 homes were listed, and a 21% increase from the 258 properties listed last November.



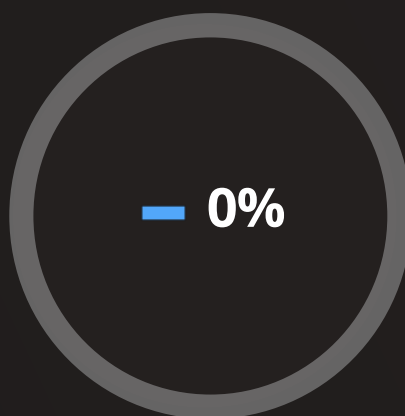
SALES TO ACTIVE



Nov 2017



Oct 2017



Nov 2016

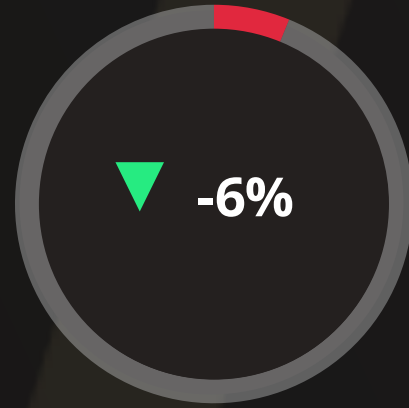
In North Vancouver, the sales to active ratio for houses for November 2017 was 24%, a 1% decrease compared to October 2017, when the ratio was 25%, and no changes last November.



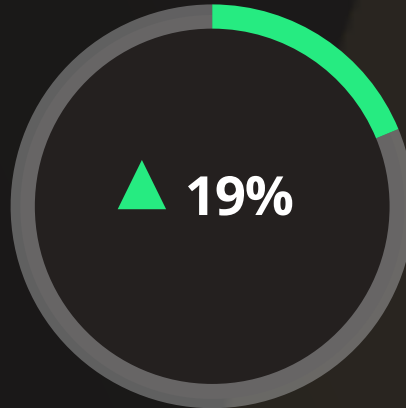
SALES



Nov 2017



Oct 2017



Nov 2016

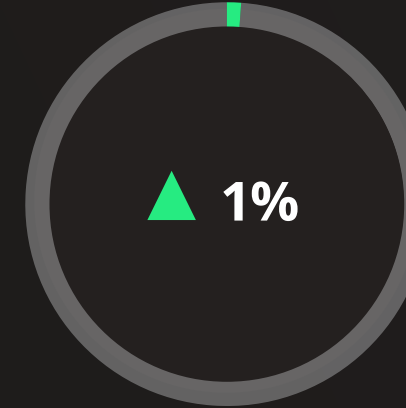
The number of houses sold in North Vancouver in November 2017 was 76, a 6% decrease compared to October 2017, when 81 homes were sold, and a 19% increase from the 64 properties sold last November.



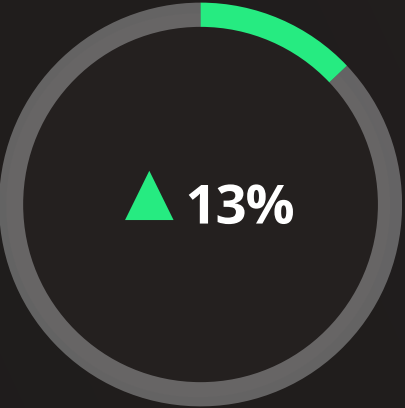
AVERAGE PRICE



Nov 2017



Oct 2017



Nov 2016

In North Vancouver, the average sale price for houses in November 2017 was \$1.694M, a 1% increase compared to October 2017, when the average sale price was \$1.675M, and a 13% increase from the \$1.5M average sale price from last November.

# NORTH VANCOUVER

November, 2017



Condos and Townhouses

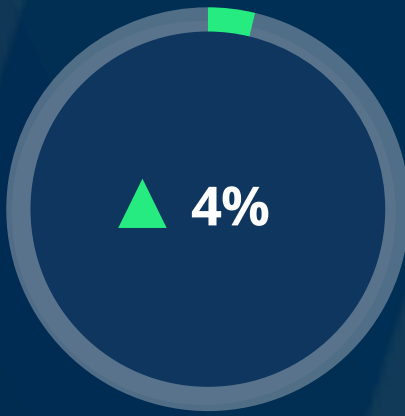
CURRENT UP DOWN



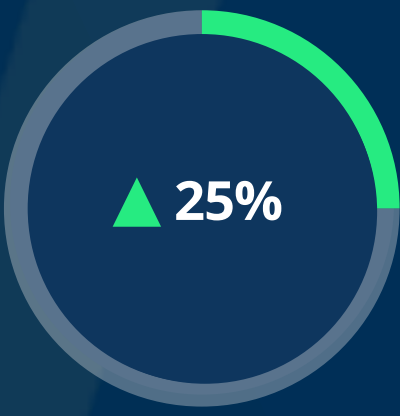
LISTINGS



Nov 2017



Oct 2017

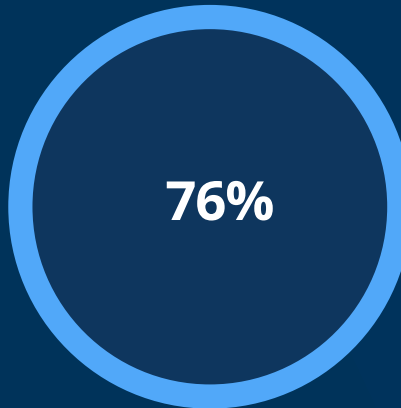


Nov 2016

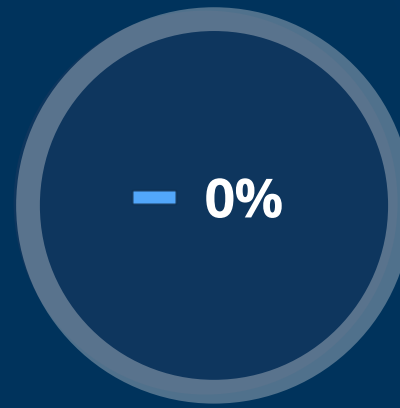
In North Vancouver, the number of new listings for condos and townhouses in November 2017 was 220, a 4% increase compared to October 2017, when 212 homes were listed, and a 25% increase from the 176 properties listed last November.



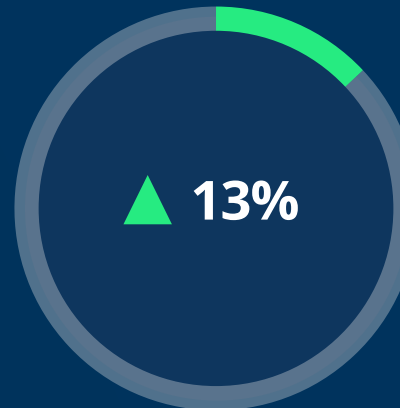
SALES TO ACTIVE



Nov 2017



Oct 2017



Nov 2016

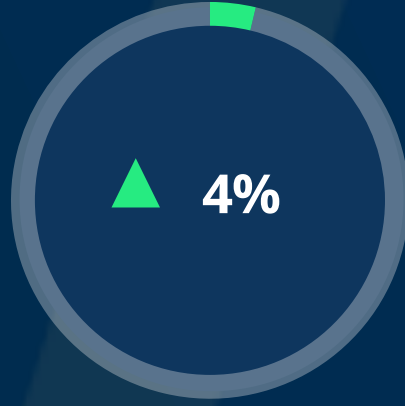
In North Vancouver, the sales-to-active listings ratio for condo and townhouses for November 2017 was 76%, no changes compared to October 2017, and a 13% increase from the 64% ratio last November.



SALES



Nov 2017



Oct 2017



Nov 2016

The number of condos and townhouses sold in North Vancouver in November 2017 was 168 , a 4% increase compared to October 2017, when 162 homes were sold, and a 50% increase from the 112 properties sold last November.



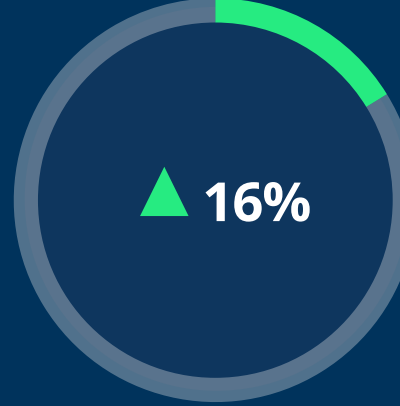
AVERAGE PRICE



Nov 2017



Oct 2017



Nov 2016

In North Vancouver, the average sale price for condos and townhouses in November 2017 was \$674K, a 10% decrease compared to October 2017, when the average sale price was \$746K, and a 16% increase from the \$580K average sale price from last November.

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# West Vancouver

November 2017



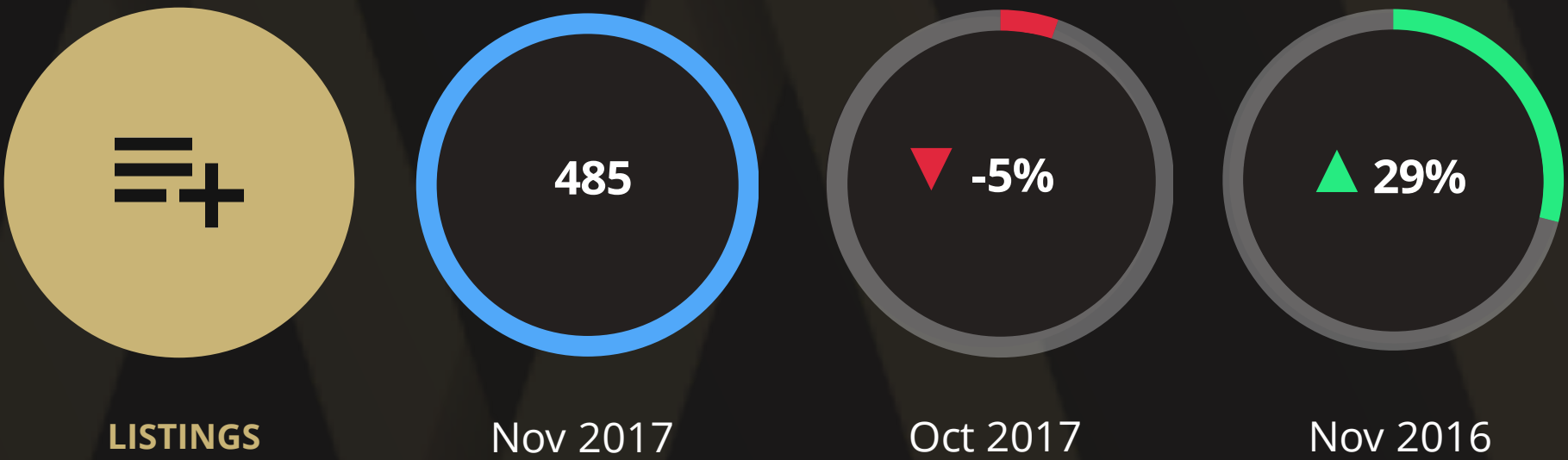


# WEST VANCOUVER

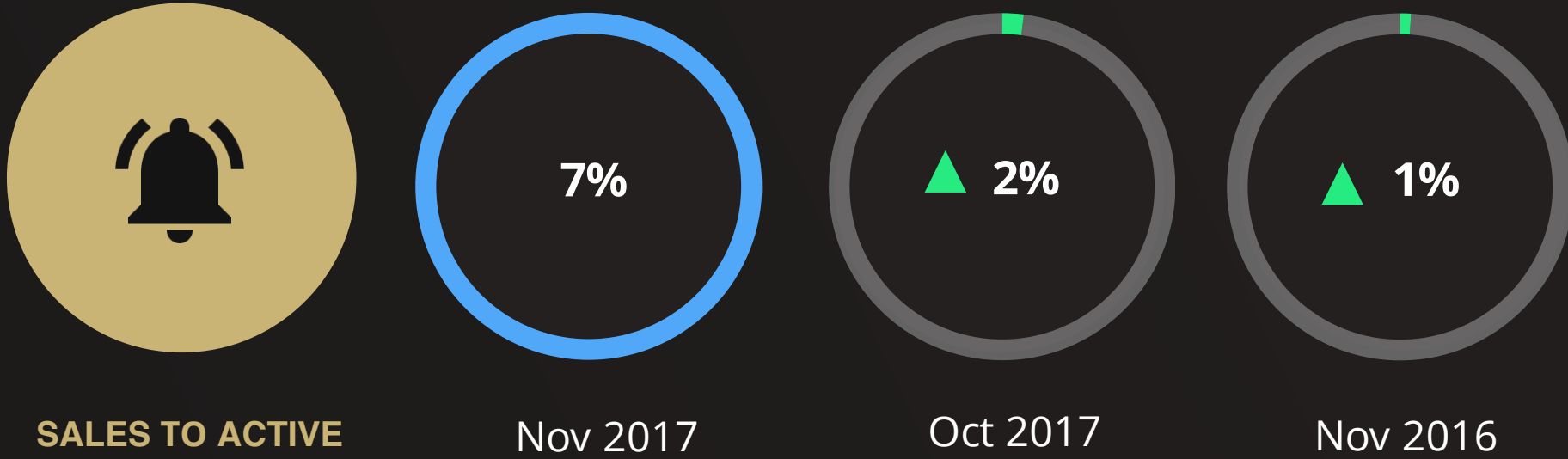
November, 2017

 Detached and Houses

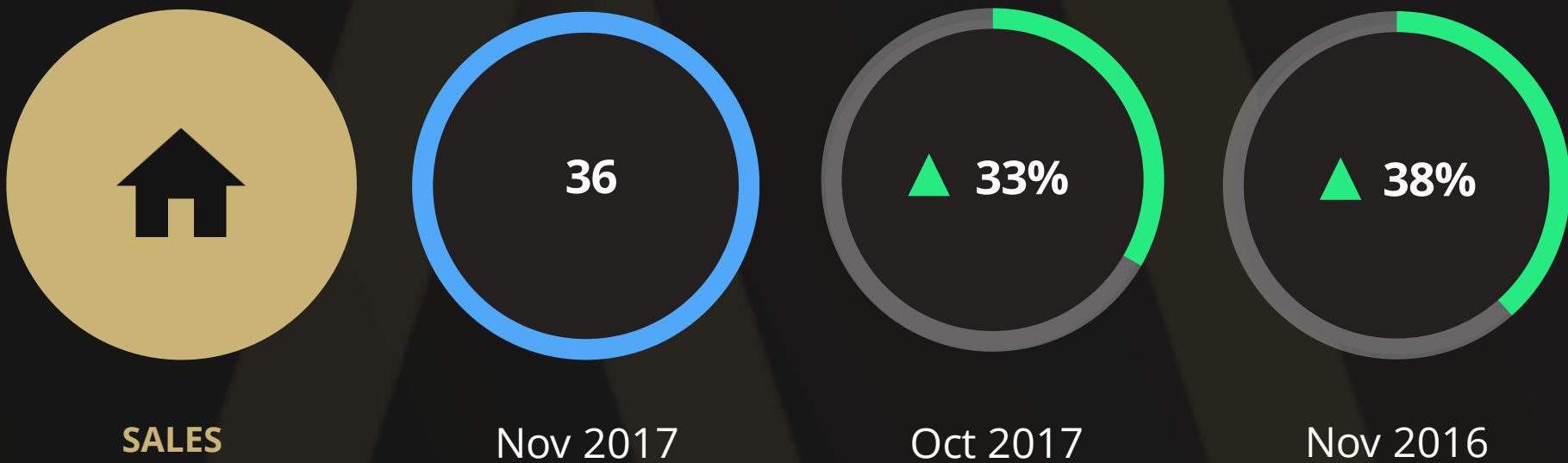
CURRENT  UP  DOWN



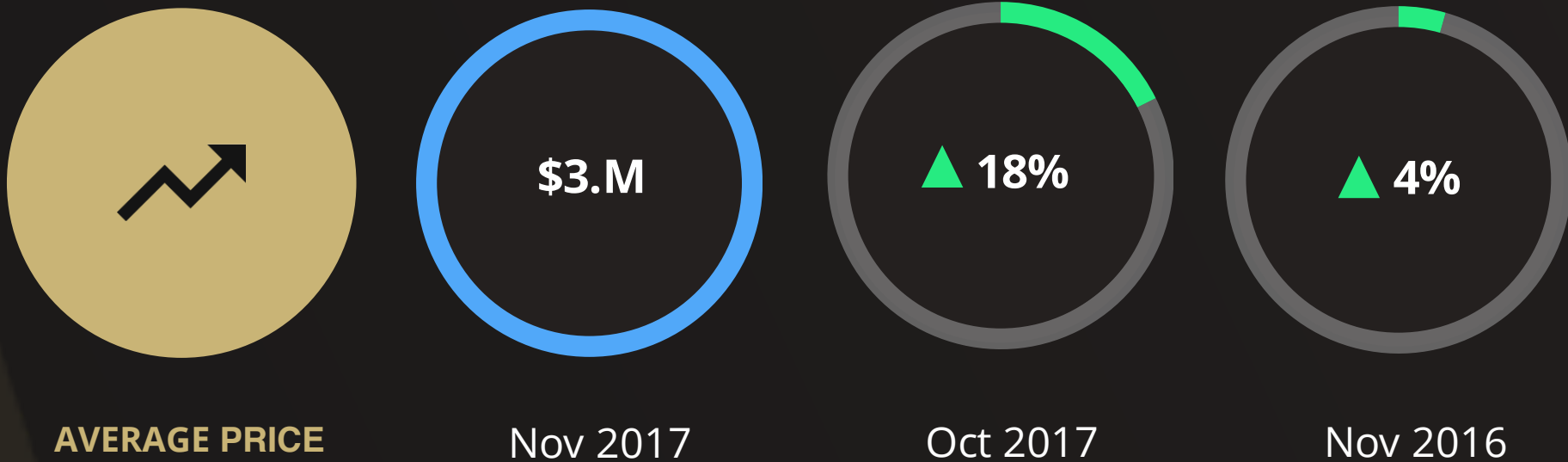
In West Vancouver houses, the number of new listings for residential properties in November 2017 was 485, a 5% decrease compared to October 2017, when 511 homes were listed, and a 29% increase from the 376 properties listed last November.



In West Vancouver, the sales to active ratio for houses for November 2017 was 7%, a 2% increase compared to October 2017, when the ratio was 5%, and a 1% increase from the 7% ratio last November.



The number of houses sold in West Vancouver in November 2017 was 36, a 33% increase compared to October 2017, when 27 homes were sold, and a 38% increase from the 26 properties sold last November.



In West Vancouver, the average sale price for houses in November 2017 was \$3M, a 18% increase compared to October 2017, when the average sale price was \$2.55M, and a 4% increase from the \$2.874M average sale price from last November.

# WEST VANCOUVER

November, 2017

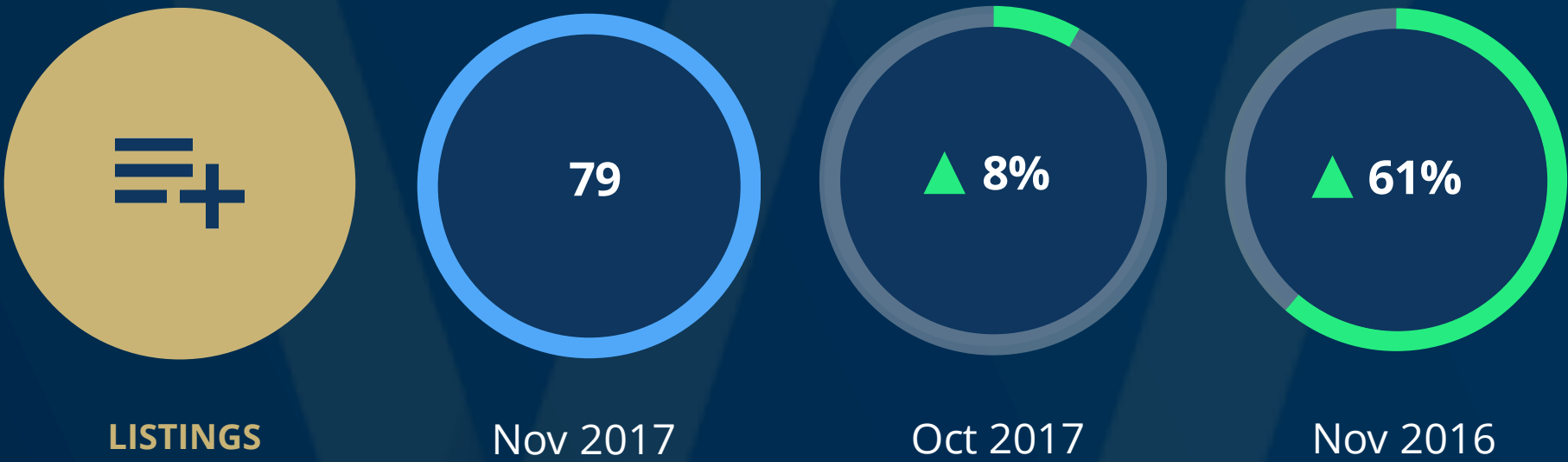


Condos and Townhouses

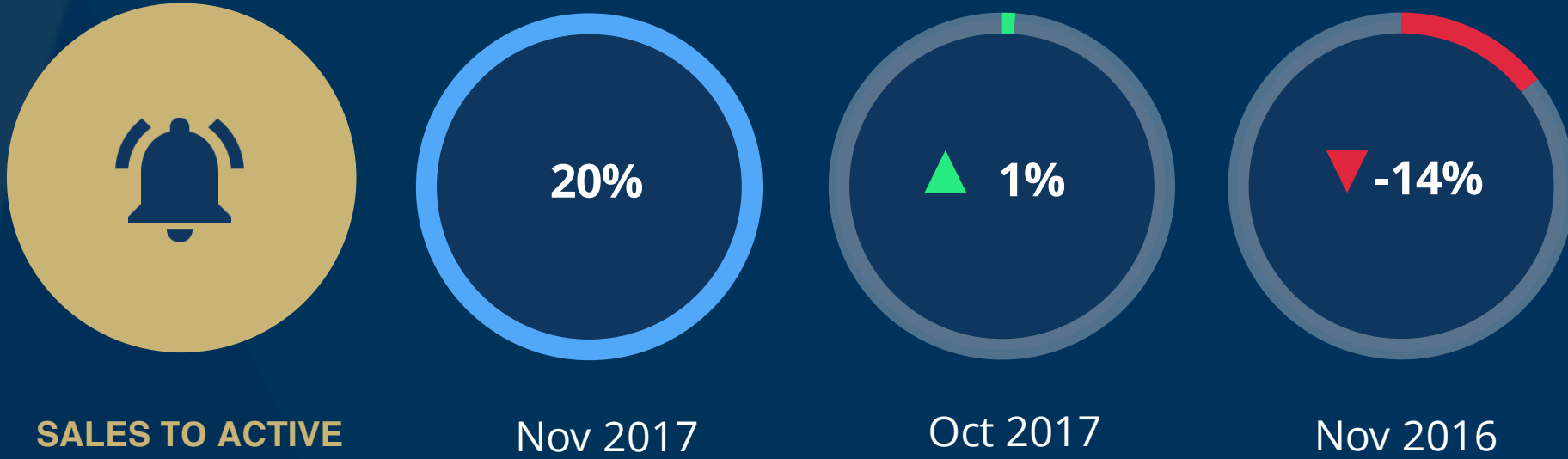
CURRENT

UP

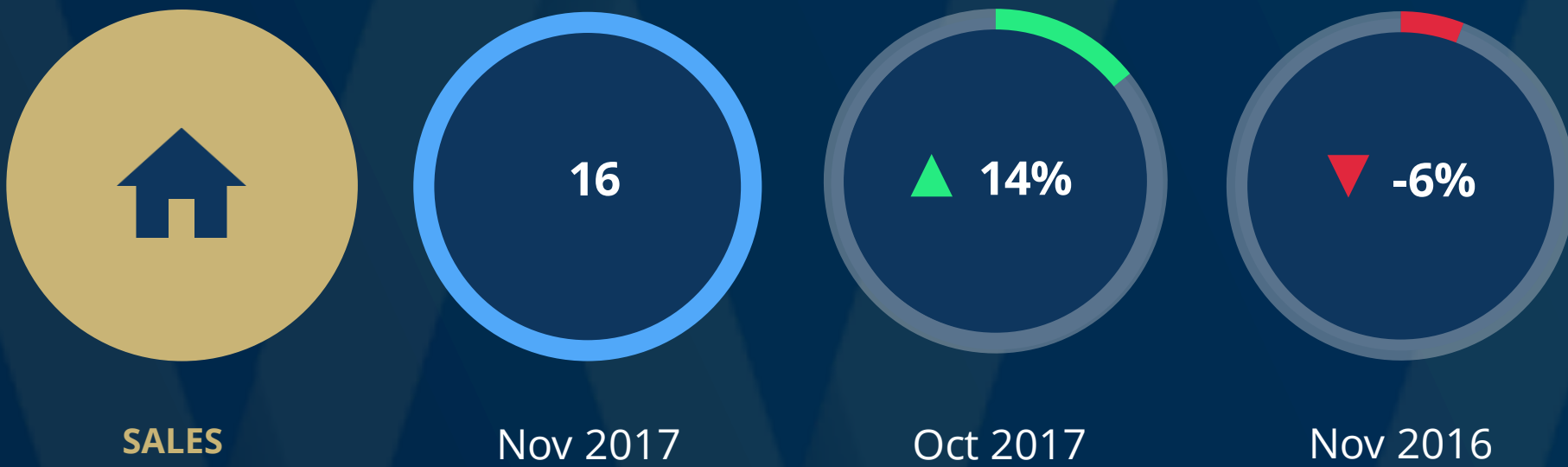
DOWN



In West Vancouver, the number of new listings for condos and townhouses in November 2017 was 79, a 8% increase compared to October 2017, when 73 homes were listed, and a 61% increase from the 49 properties listed last November.



In West Vancouver, the sales-to-active listings ratio for condos and townhouses for November 2017 was 20%, a 1% increase compared to October 2017, when the ratio was 19%, and a 14% decrease from the 35% ratio last November.



The number of condos and townhouses sold in West Vancouver in November 2017 was 16 , a 14% increase compared to October 2017, when 14 homes were sold, and a 6% decrease from the 17 properties sold last November.



In West Vancouver, the average sale price for condos and townhouses in November 2017 was \$1.123K, a 12% decrease compared to October 2017, when the average sale price was \$1.27K, and a 12% increase from the \$1K average sale price from last November.

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*By Amir Joharifard*

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