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**VIVID**

REAL ESTATE

*By Amir Joharifard*

# Market Update

October 2017

# Areas

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

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

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

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# Greater Vancouver

October 2017

**VIVID**  
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*By Amin Sabarwal*

**Century 21**  
IN TOWN REALTY

# GREATER VANCOUVER

October, 2017



Detached and Attached Homes

● CURRENT ● UP ● DOWN



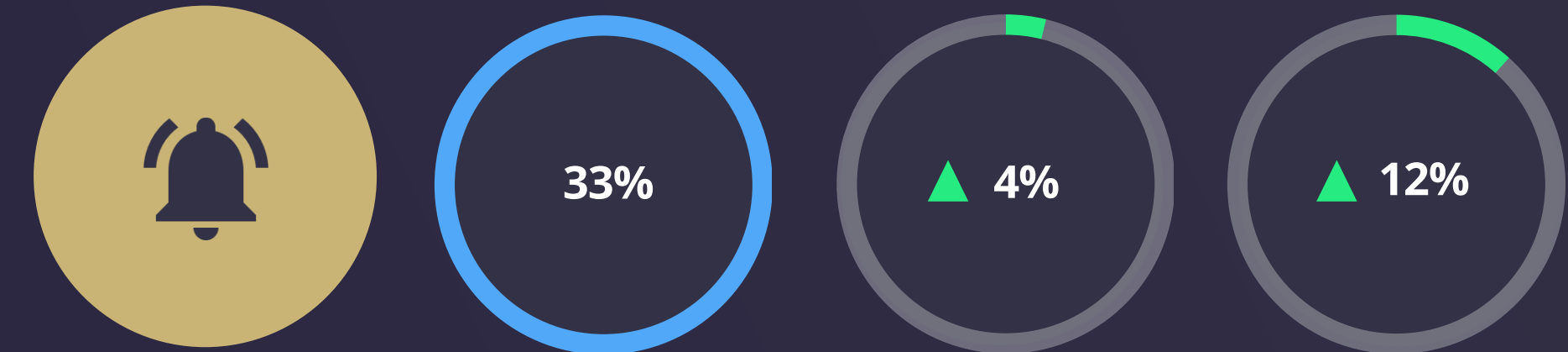
NEW LISTINGS

Oct 2017

Sep 2017

Oct 2016

In Greater Vancouver, the number of new listings for residential properties in October 2017 was 4,531, a 16% decrease compared to September 2017, when 5,364 homes were listed, and a 15% increase from the 3,947 properties listed last October.



SALES TO ACTIVE

Oct 2017

Sep 2017

Oct 2016

In Greater Vancouver, the sales-to-active listings ratio for residential properties for October 2017 was 33%, a 4% increase compared to September 2017, when the ratio was 29%, and a 12% increase from the 21% ratio last October.



SALES

Oct 2017

Sep 2017

Oct 2016

The number of residential properties sold in Greater Vancouver in October 2017 was 3,016, a 7% increase compared to September 2017, when 2,810 homes were sold, and a 35% increase from the 2,229 properties sold last October.

## 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

October, 2017



Detached and Houses

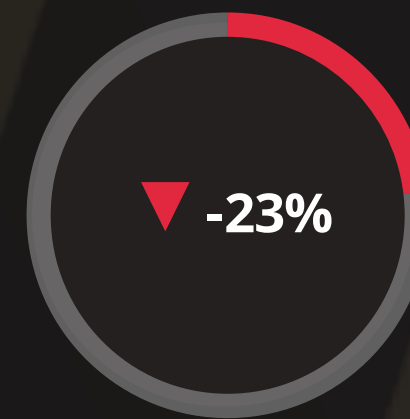
● CURRENT ● UP ● DOWN



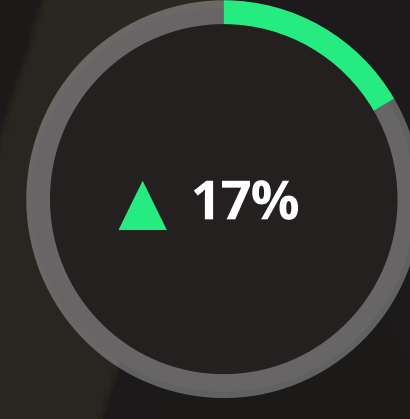
NEW LISTINGS



Oct 2017



Sep 2017

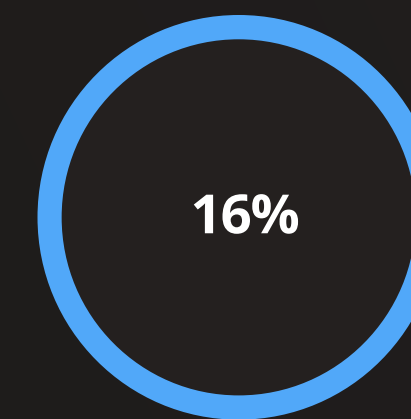


Oct 2016

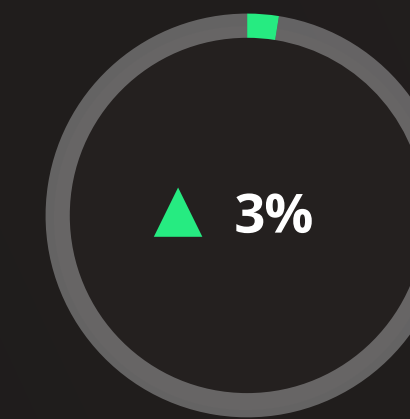
In Greater Vancouver, the number of new listings for detached properties in October 2017 was 1,829 a 23% decrease compared to September 2017, when 2,379 homes were listed, and a 17% increase from the 1,569 properties listed last October.



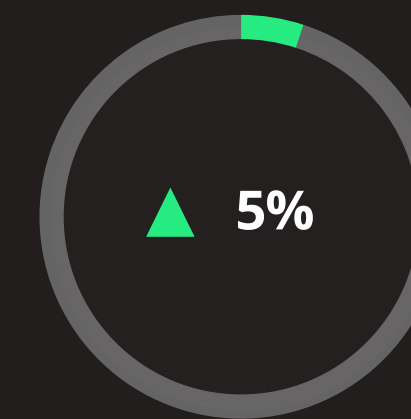
SALES TO ACTIVE



Oct 2017



Sep 2017

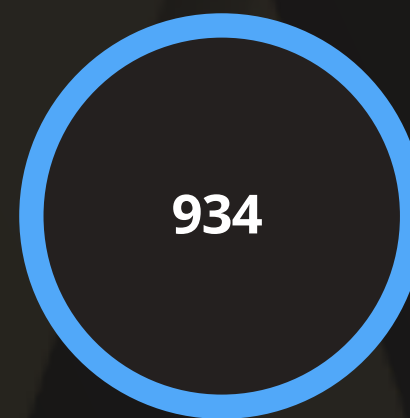


Oct 2016

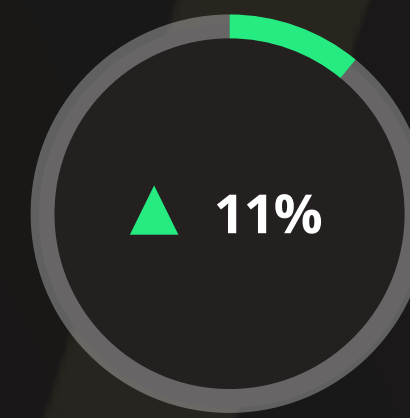
In Greater Vancouver, the sales-to-active listings ratio for detached properties for October 2017 was 16%, a 3% increase compared to September 2017, when the ratio was 13%, and a 5% increase from the 11% ratio last October.



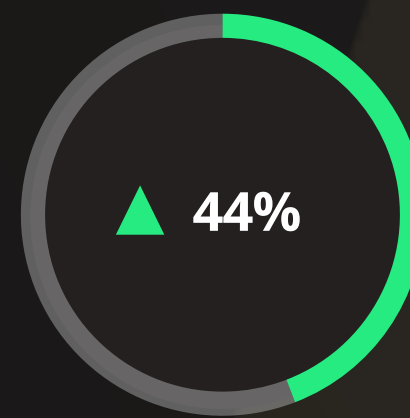
SALES



Oct 2017



Sep 2017



Oct 2016

The number of houses sold in Greater Vancouver in October 2017 was 648, a 11% increase compared to September 2017, when 842 homes were sold, and a 44% increase from the 648 properties sold last October.

## Facts

The Average days on Market for Greater Vancouver detached properties in October 2017 was 41 days, a 1% decrease in comparison to 42 days in September 2017. The average price per square foot for Greater Vancouver detached properties in October 2017 was \$686, a 5% increase in comparison to \$654 per square foot in September 2017.

# GREATER VANCOUVER

October, 2017



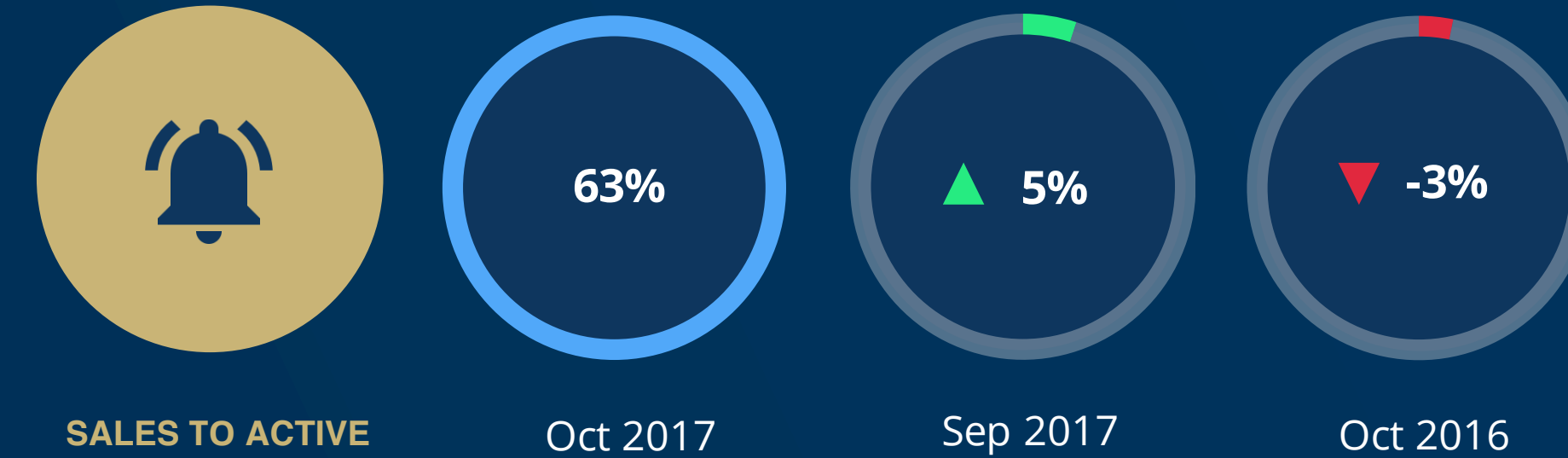
Condos and Townhouses

● CURRENT ● UP ● DOWN



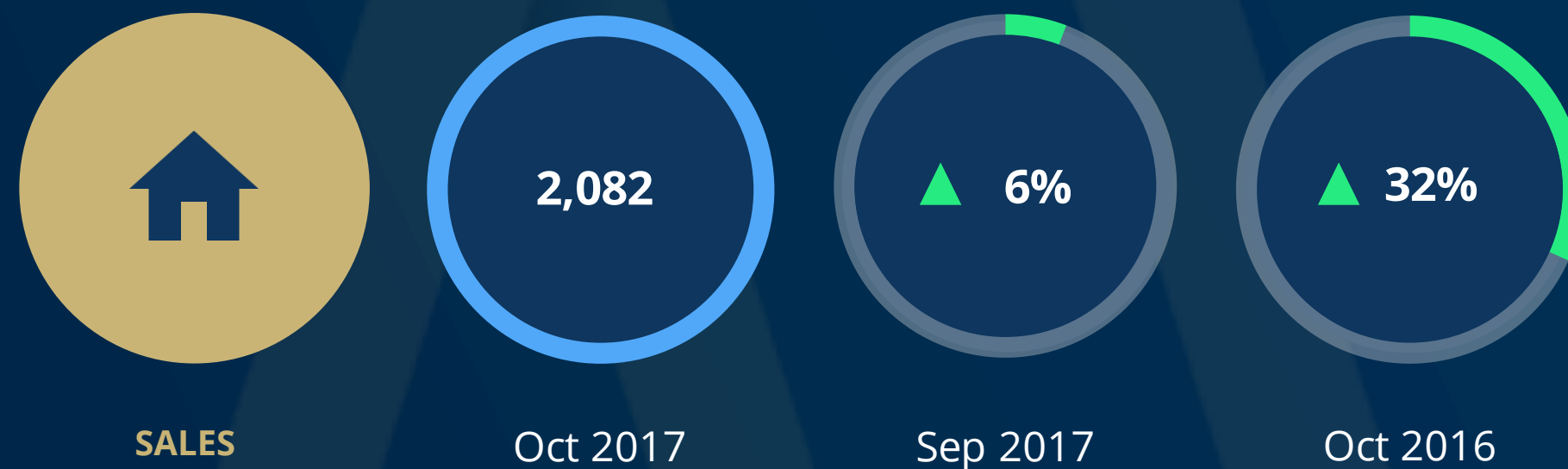
NEW LISTINGS

In Greater Vancouver, the number of new listings for attached properties in October 2017 was 2,702, a 9% decrease compared to September 2017, when 2,985 homes were listed, and a 14% increase from the 2,378 properties listed last October.



SALES TO ACTIVE

In Greater Vancouver, the sales-to-active listings ratio condos and townhouse in October 2017 was 63%, a 5% increase compared to September 2017, when the ratio was 58%, and a 3% decrease from the 66% ratio last October.



SALES

The number of condos and townhouses sold in Greater Vancouver condos in October 2017 was 2,082, a 6% increase compared to September 2017, when 1,968 homes were sold, and a 32% increase from the 1,581 properties sold last October.

## Facts

The average days on the market for Greater Vancouver condos in October 2017 was 20 days, while for townhouses it was 27 days. The average price per square foot for Greater Vancouver condos was \$781 in October 2017, whereas for townhouses it was \$605 per square foot.

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# Downtown Vancouver

October 2017

**VIVID**  
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*By Amin Sabarwal*

**Century 21**  
IN TOWN REALTY

# DOWNTOWN VANCOUVER

October, 2017



Condos and Townhouses

● CURRENT ● UP ● DOWN



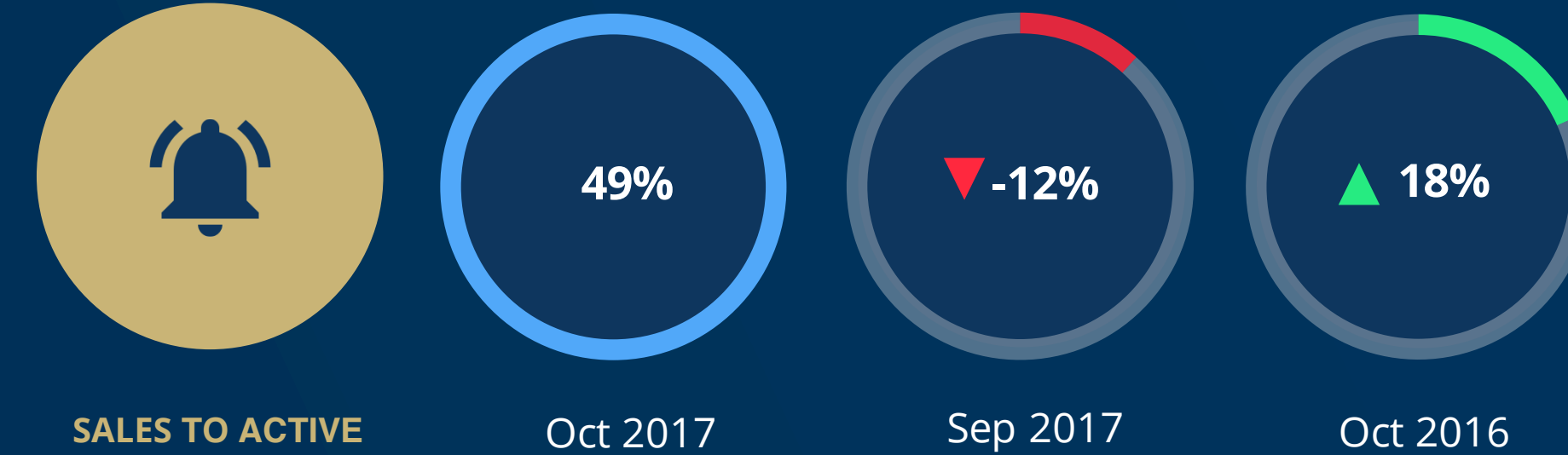
NEW LISTINGS

Oct 2017

Sep 2017

Oct 2016

In Downtown Vancouver, the number of new listings for condo and townhouses in October 2017 was 433, a 5% increase compared to September 2017, when 433 homes were listed, and a 19% decrease from the 532 properties listed last October.



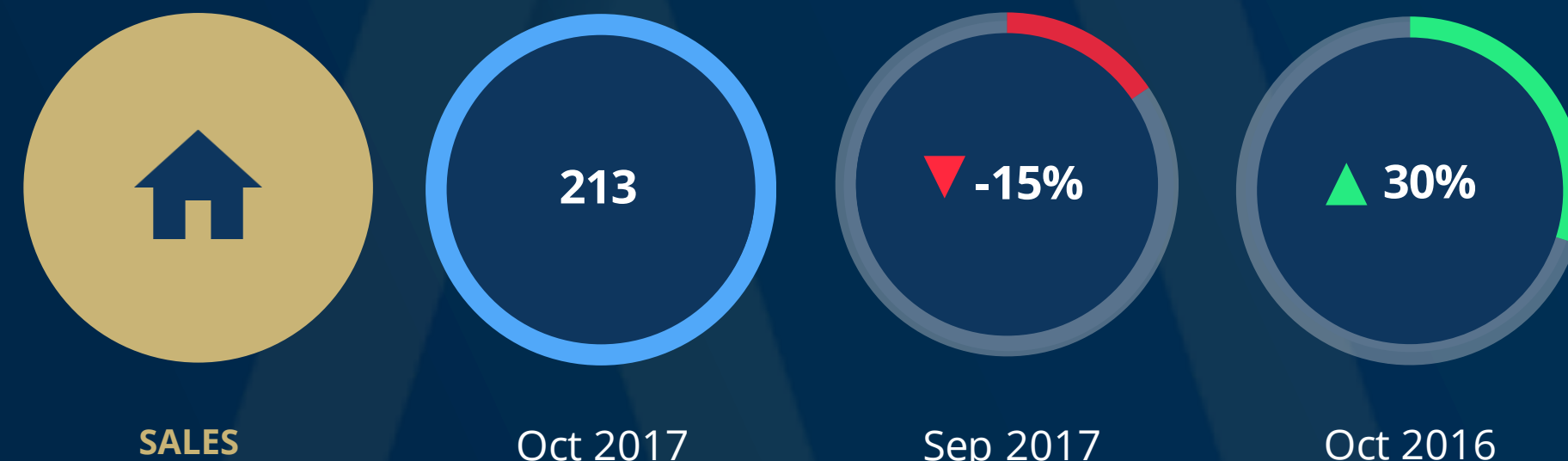
SALES TO ACTIVE

Oct 2017

Sep 2017

Oct 2016

In Downtown Vancouver, the sales-to-active listings ratio for condos and townhouses for October 2017 was 49%, a 12% decrease compared to September 2017, when the ratio was 61%, and a 18% increase from the 31% ratio last October.



SALES

Oct 2017

Sep 2017

Oct 2016

The number of condos and townhouses sold in Downtown Vancouver in October 2017 was 213, a 15% decrease compared to September 2017, when 252 homes were sold, and a 30% increase from the 164 properties sold last October.



AVERAGE PRICE

Oct 2017

Sep 2017

Oct 2016

In Downtown Vancouver, the average sale price for condos and townhouses in October 2017 was \$820K, a 4% increase compared to September 2017, when the average sale price was \$787K, and a 28% increase from the \$639K average sale price from last October.



# 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

October 2017

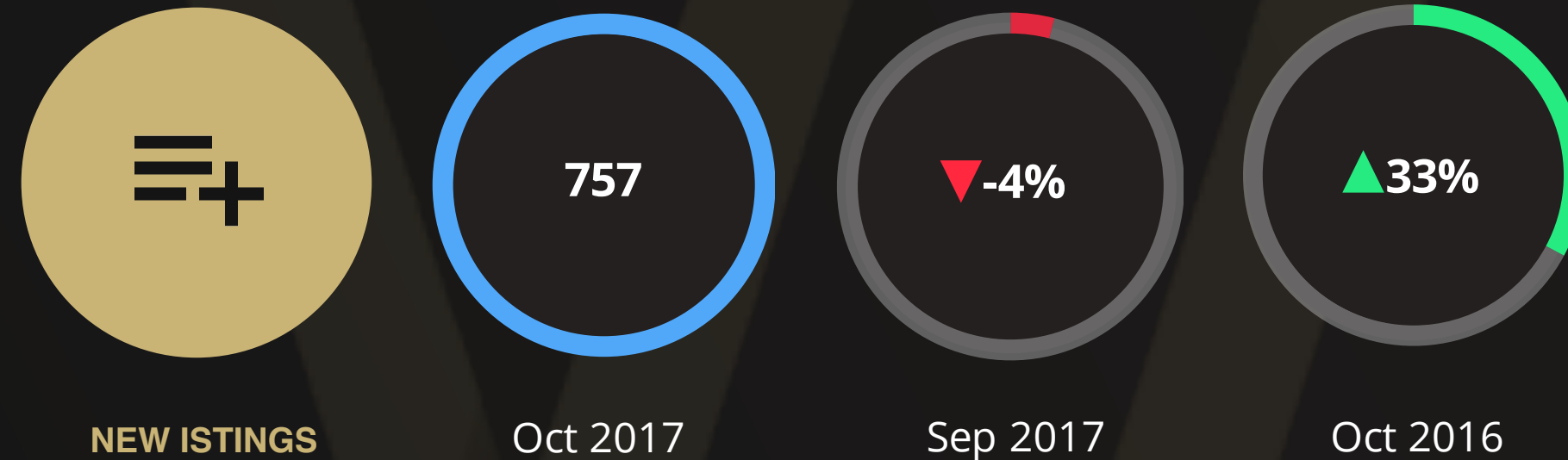
**VIVID**  
REAL ESTATE  
*By Amin Sabzevari*

**Century 21**  
IN TOWN REALTY

# VANCOUVER WESTSIDE

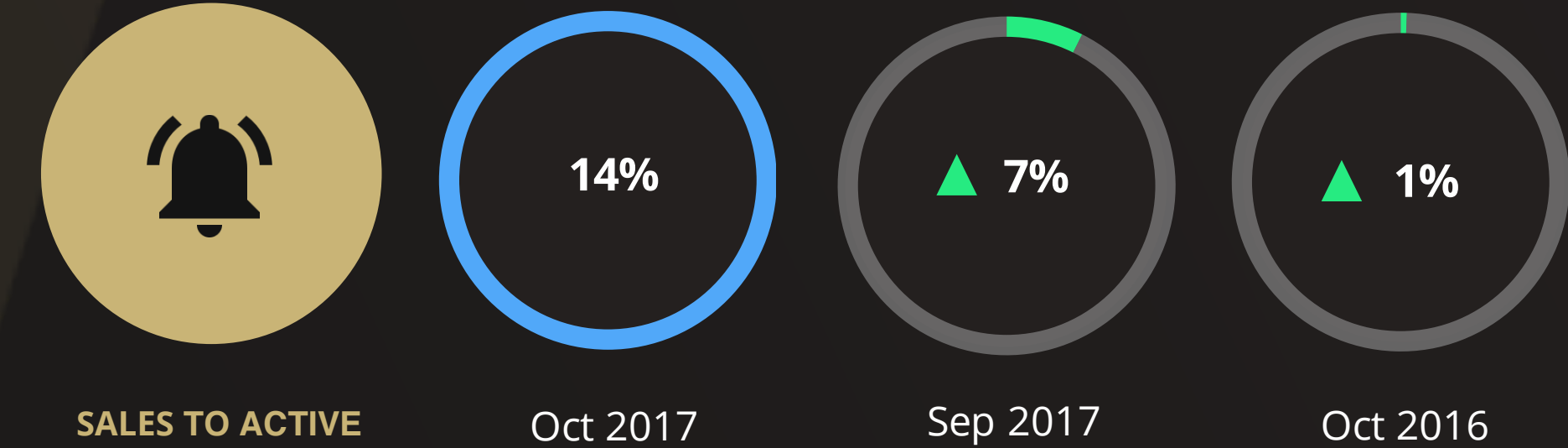
October, 2017

 Detached and Houses  
● CURRENT ● UP ● DOWN



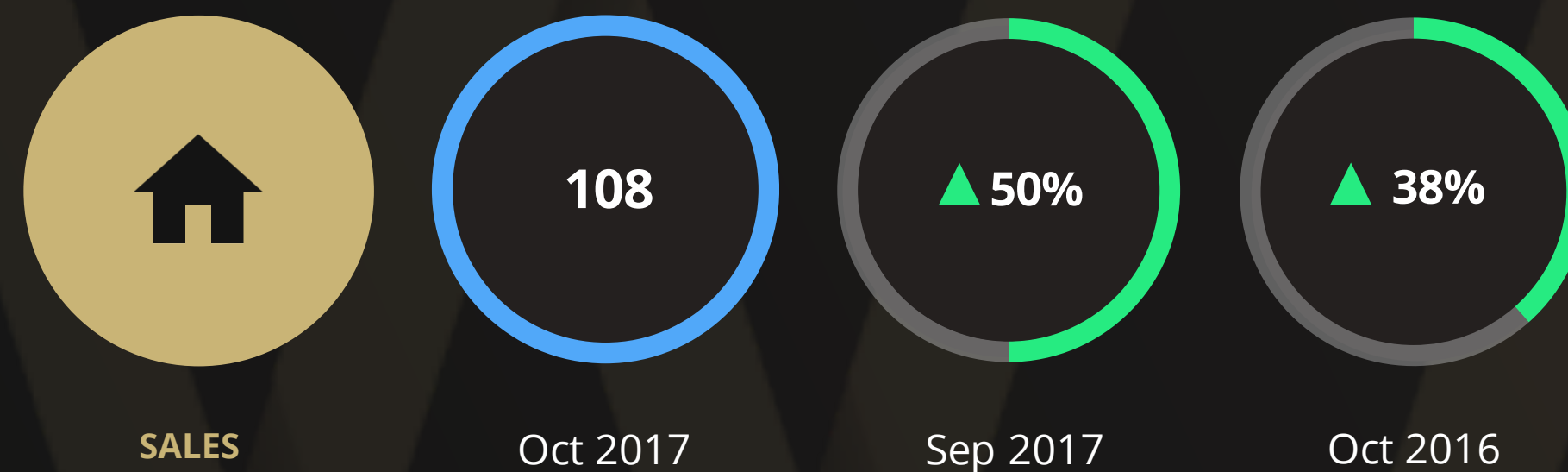
NEW LISTINGS

In Vancouver West, the number of new listings for detached properties in October 2017 was 757, a 4% decrease compared to September 2017, when 789 homes were listed, and a 33% increase from the 570 properties listed last October.



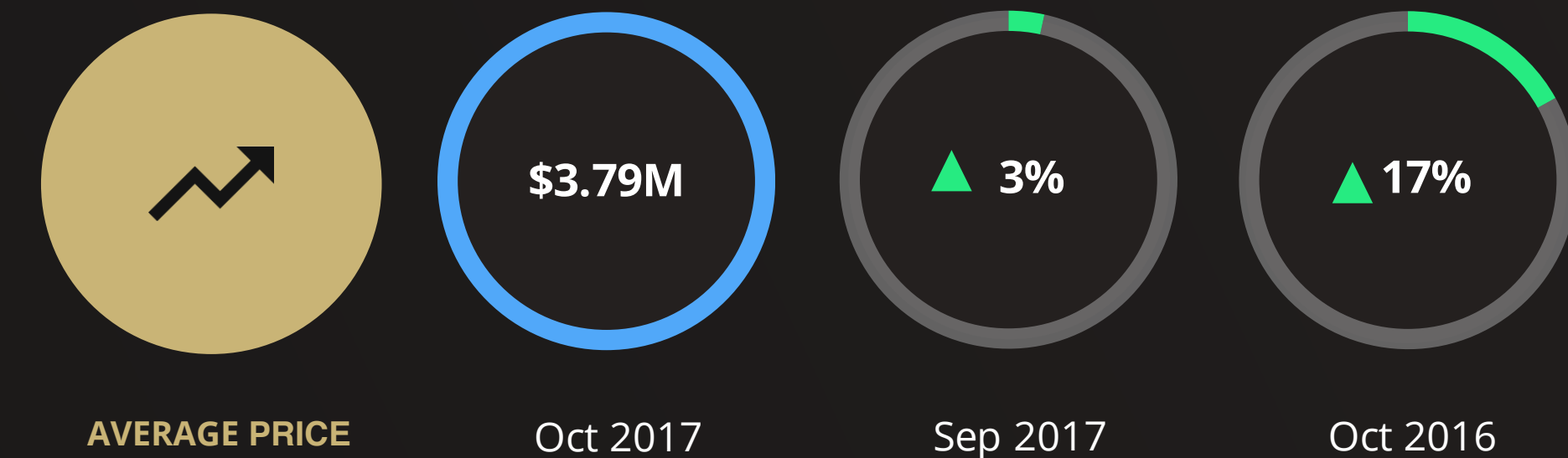
SALES TO ACTIVE

In Vancouver West, the sales-to-active listings ratio for houses for October 2017 was 14%, a 7% increase compared to September 2017, when the ratio was 7%, and a 1% increase from the 14% ratio last October.



SALES

The number of houses sold in Vancouver West in October 2017 was 108, a 50% increase compared to September 2017, when 72 homes were sold, and a 38% increase from the 78 properties sold last October.



AVERAGE PRICE

In Vancouver West, the average sale price for houses in October 2017 was \$3.788M, a 3% increase compared to September 2017, when the average sale price was \$3.663M, and a 17% increase from the \$3.24M average sale price from last October.

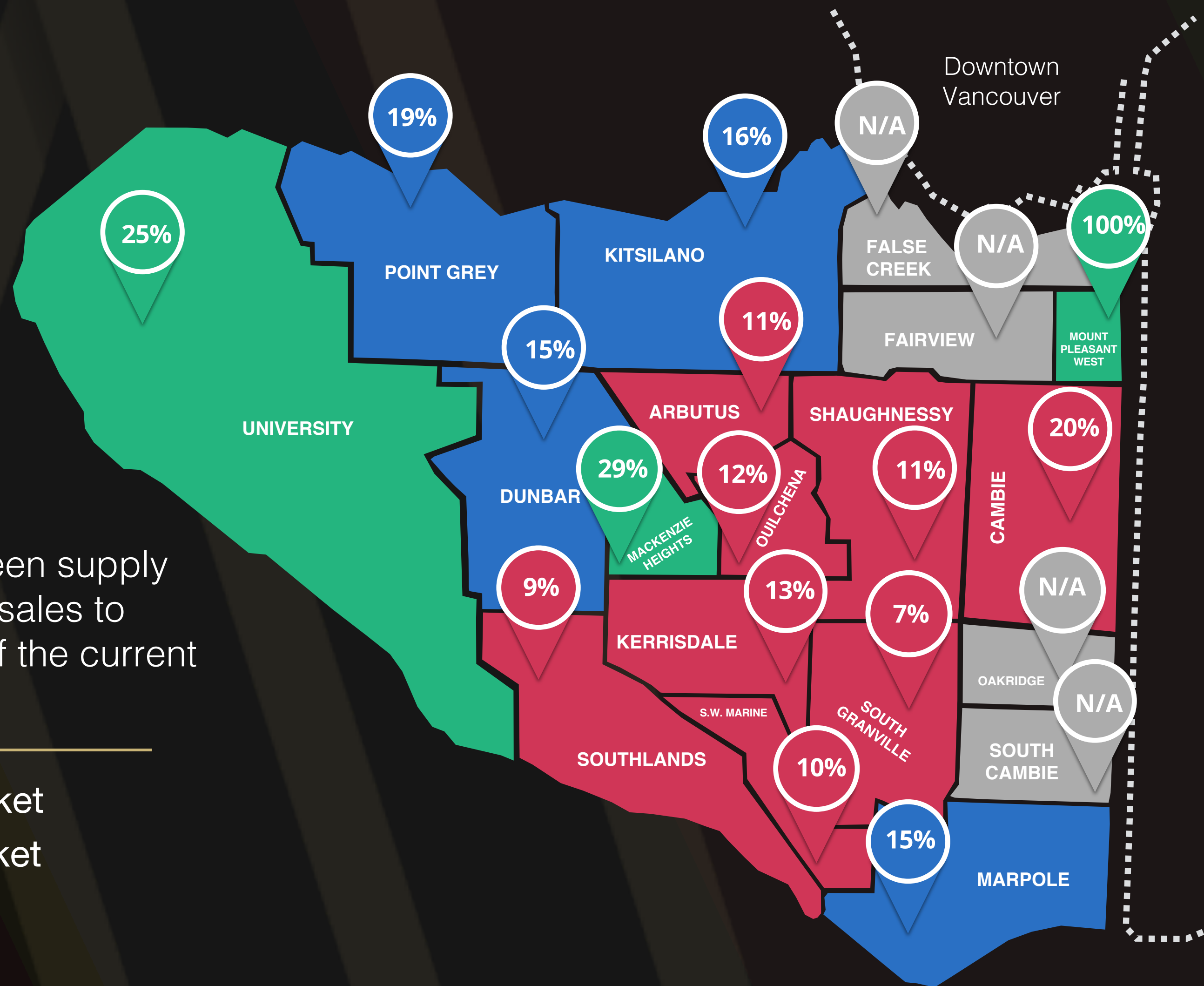
# Market Type

## VANCOUVER WESTSIDE

October, 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.

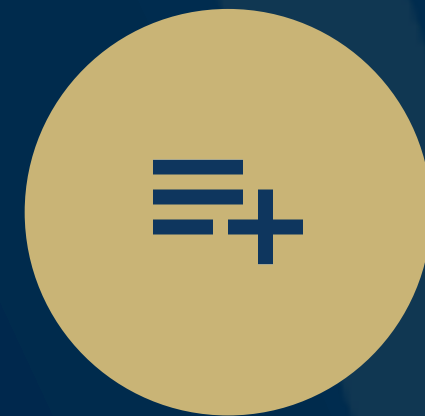
# VANCOUVER WESTSIDE

October, 2017



Condos and Townhouses

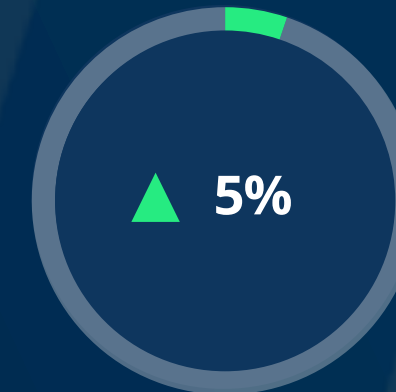
● CURRENT ● UP ● DOWN



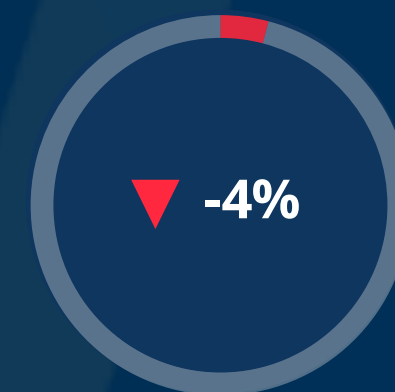
NEW LISTINGS



Oct 2017



Sep 2017

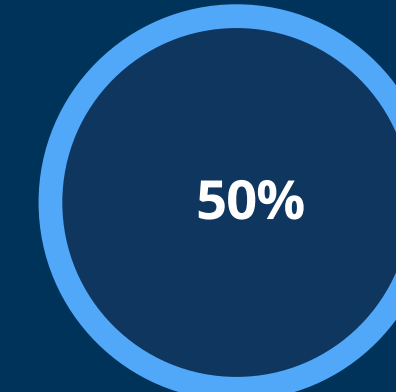


Oct 2016

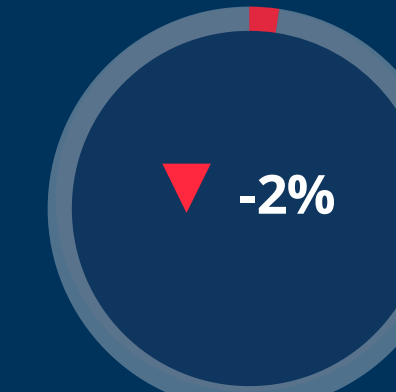
In Vancouver West, the number of new listings for condos and townhouses in October 2017 was 446, a 5% increase compared to September 2017, when 424 homes were listed, and a 4% decrease from the 465 properties listed last October.



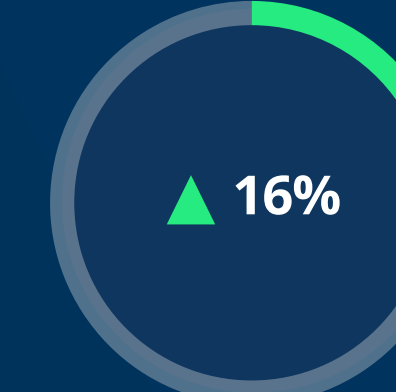
SALES TO ACTIVE



Oct 2017



Sep 2017



Oct 2016

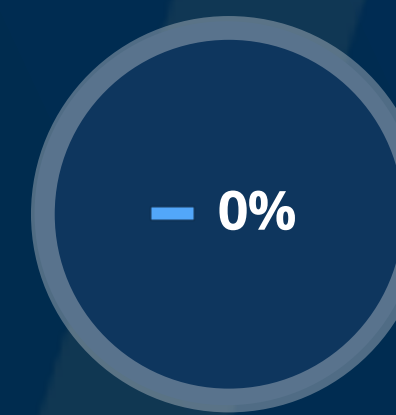
In Vancouver West, the sales-to-active listings ratio for condo and townhouses for October 2017 was 50%, a 2% decrease compared to September 2017, when the ratio was 53%, and a 16% increase from the 35% ratio last October.



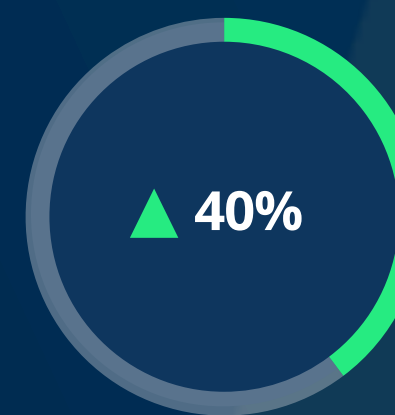
SALES



Oct 2017



Sep 2017



Oct 2016

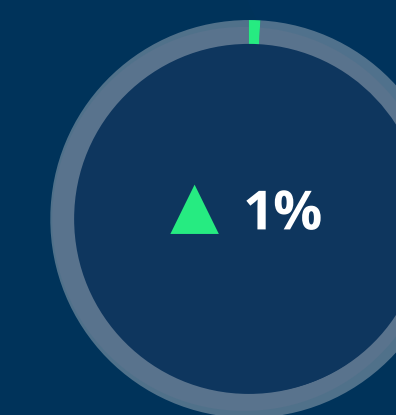
The number of condos and townhouses sold in Vancouver West in October 2017 was 225, which is similar compared to September 2017, when 224 homes were sold, and a 40% increase from the 161 properties sold last October.



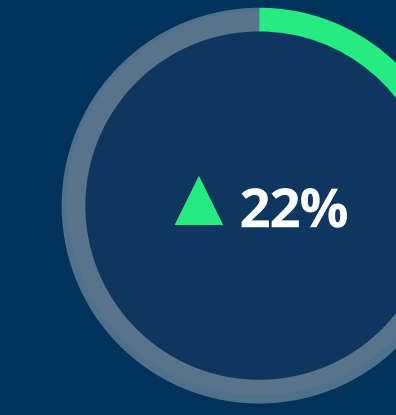
AVERAGE PRICE



Oct 2017



Sep 2017



Oct 2016

In Vancouver West, the average sale price for condos and townhouses in October 2017 was \$875K, a 1% increase compared to September 2017, when the average sale price was \$867K, and a 22% increase from the \$716K average sale price from last October.

# Market Type

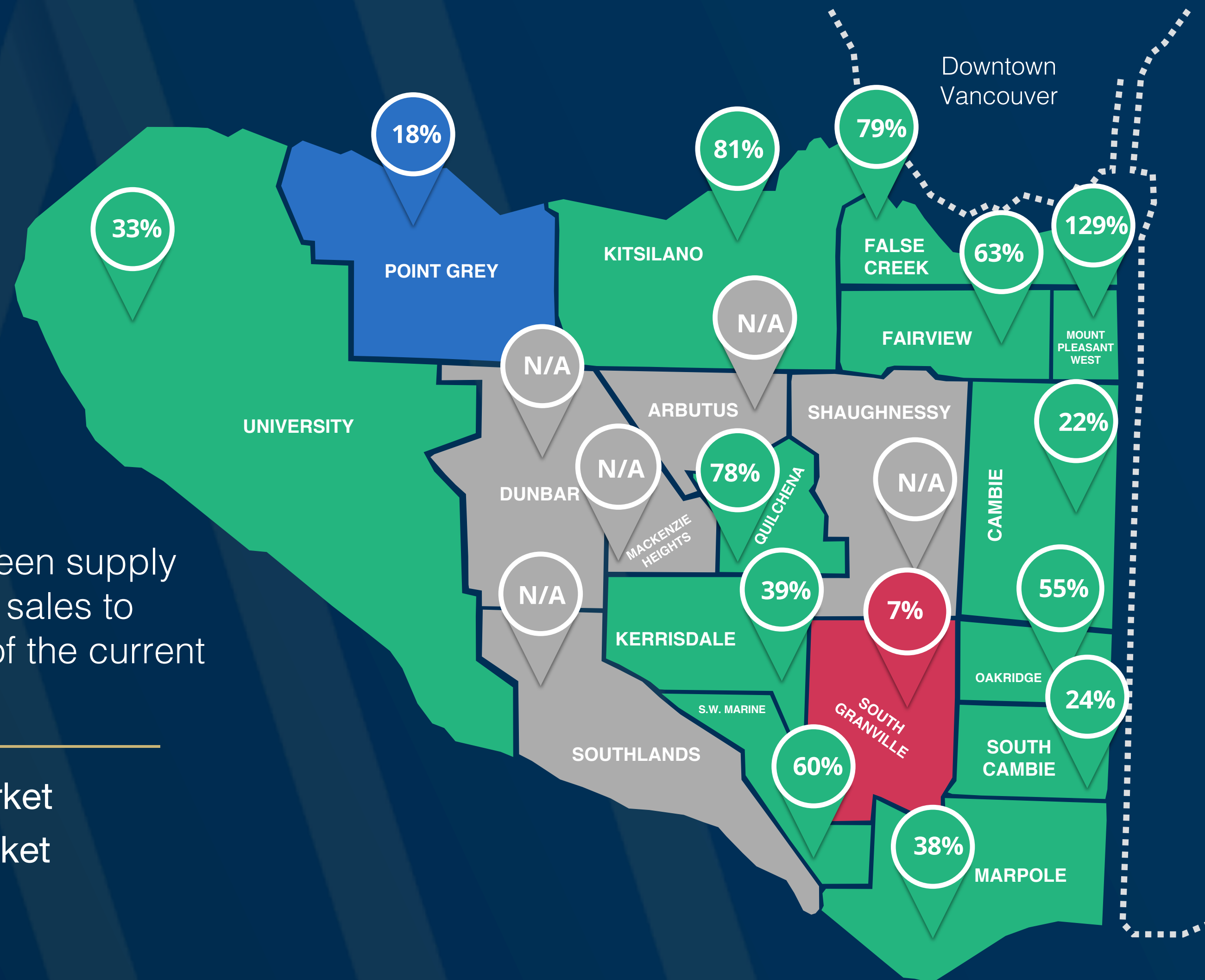
## VANCOUVER WESTSIDE

October, 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

October 2017

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REAL ESTATE  
*By Amin Lakhanif*

**Century 21**  
IN TOWN REALTY

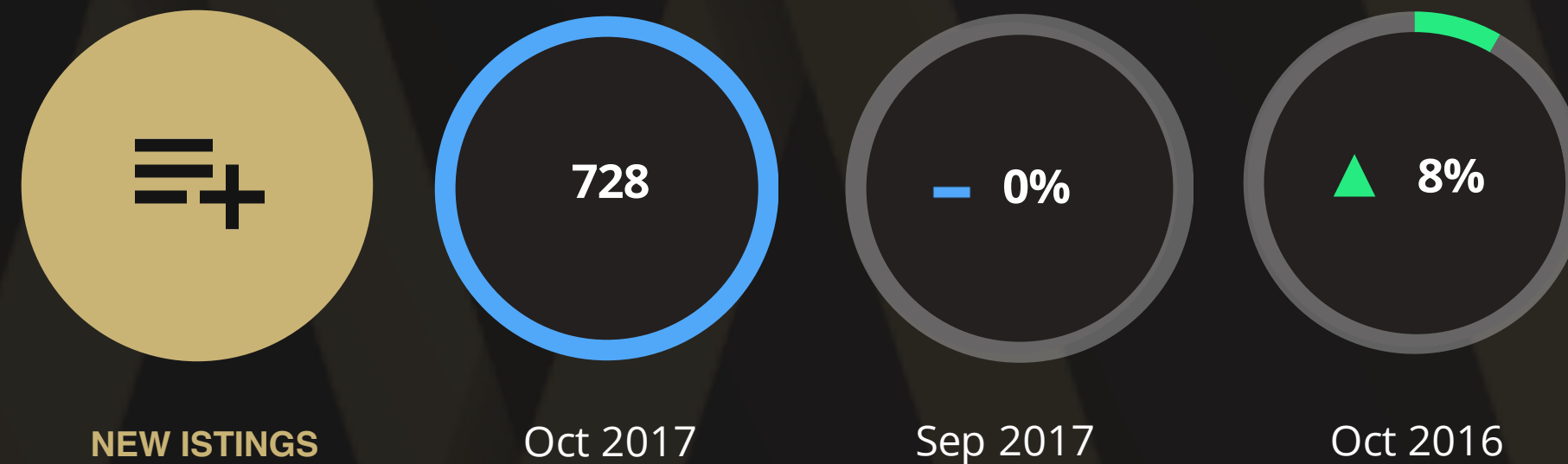
# VANCOUVER EASTSIDE

October, 2017



Detached and Houses

● CURRENT ● UP ● DOWN



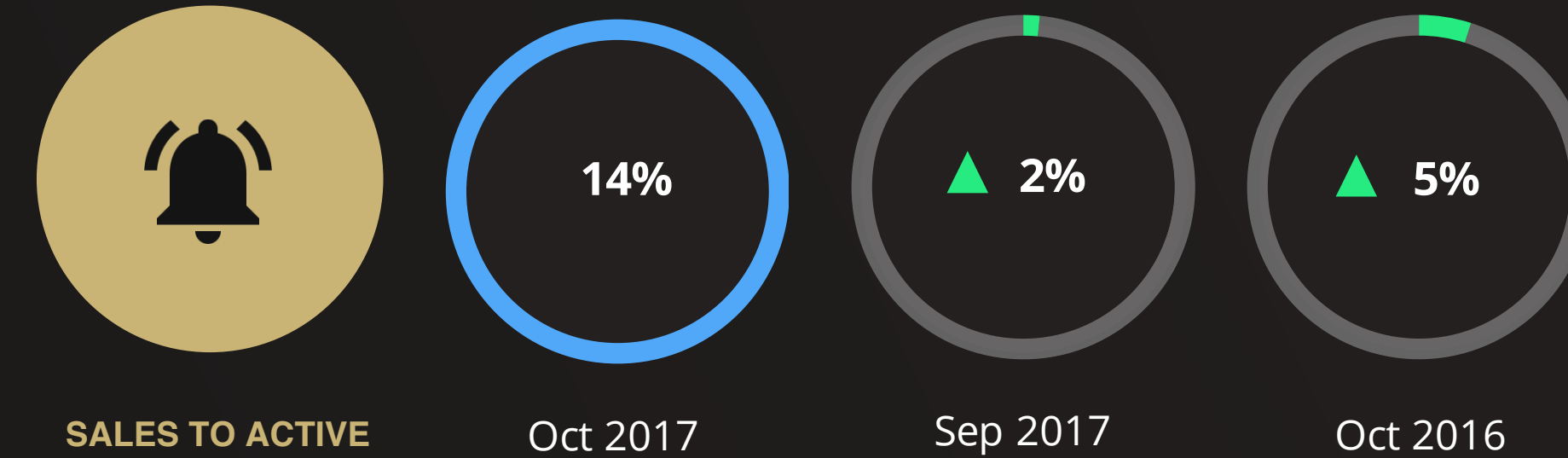
NEW LISTINGS

Oct 2017

Sep 2017

Oct 2016

In Vancouver East, the number of new listings for detached properties in October 2017 was 728, similar to September 2017, when 729 homes were listed, and an 8% increase from the 672 properties listed last October.



SALES TO ACTIVE

Oct 2017

Sep 2017

Oct 2016

In Vancouver East, the sales to active ratio for houses for October 2017 was 14%, a 2% increase compared to September 2017, when the ratio was 13%, and a 5% increase from the 10% ratio last October.



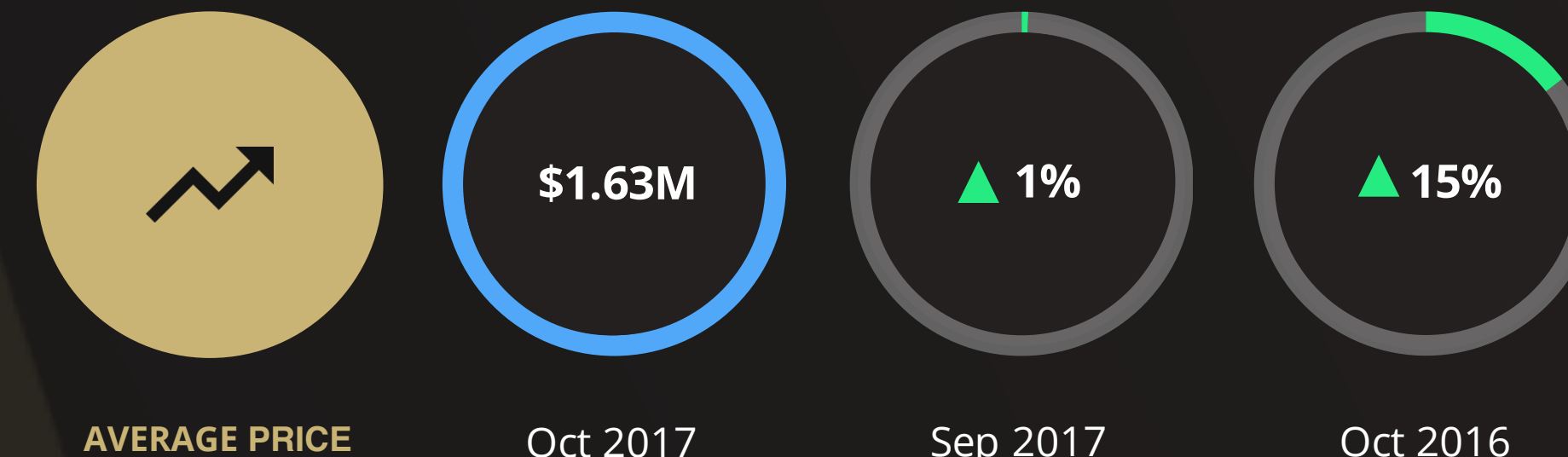
SALES

Oct 2017

Sep 2017

Oct 2016

The number of houses sold in Vancouver East in October 2017 was 105, a 12% increase compared to September 2017, when 94 homes were sold, and a 64% increase from the 64 properties sold last October.



AVERAGE PRICE

Oct 2017

Sep 2017

Oct 2016

In Vancouver East, the average sale price for houses in October 2017 was \$1.625M, a 1% increase compared to September 2017, when the average sale price was \$1.615M, and a 15% increase from the \$1.418M average sale price from last October.



# Market Type

## VANCOUVER WESTSIDE

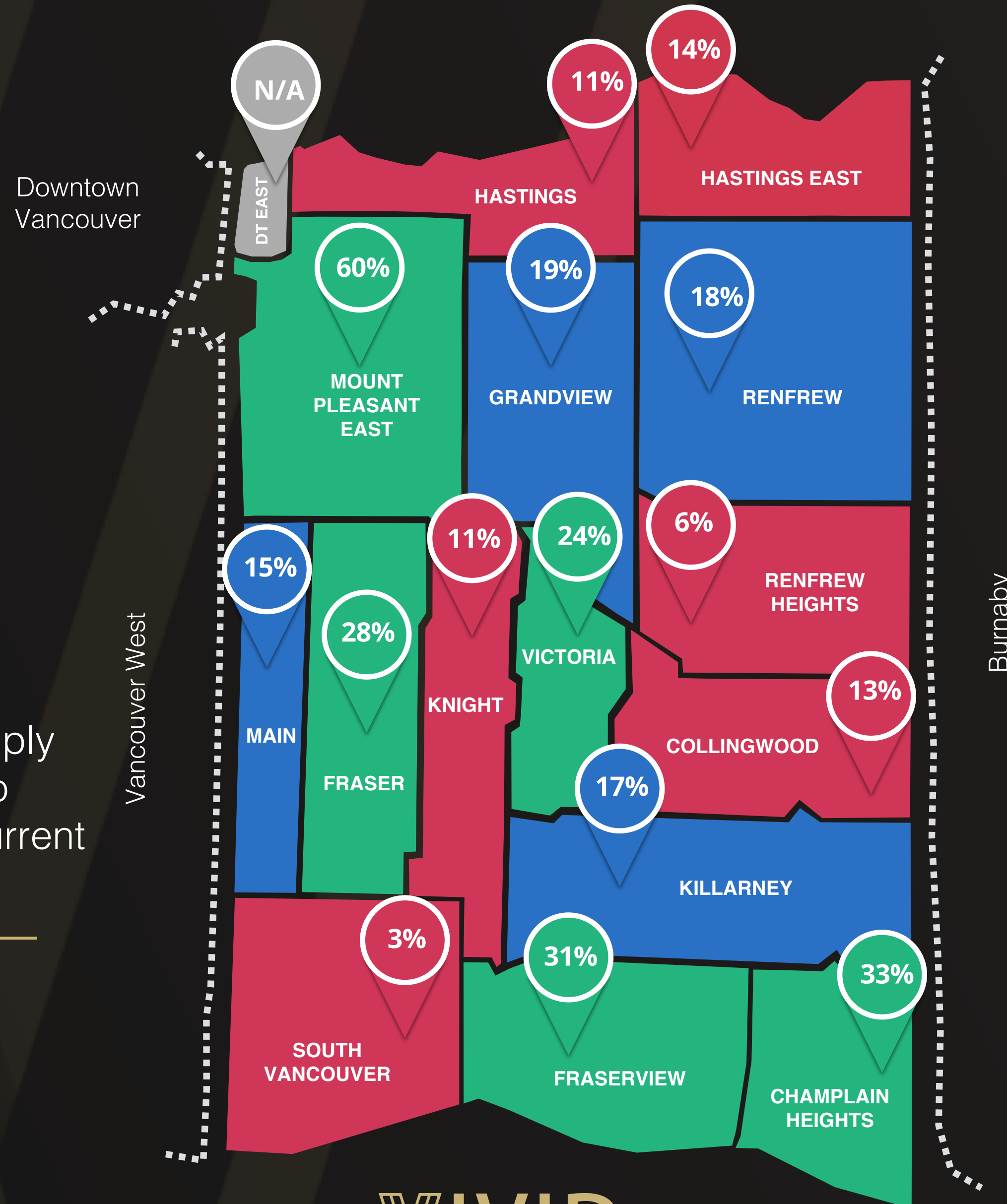
October, 2017

### 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

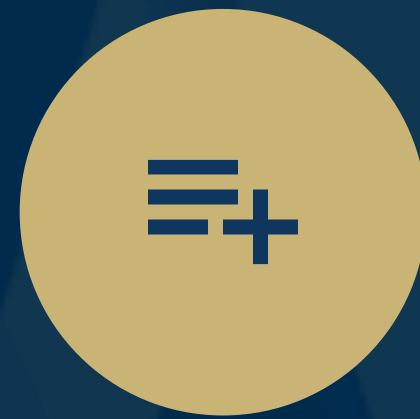
# VANCOUVER EASTSIDE

October, 2017



Condos and Townhouses

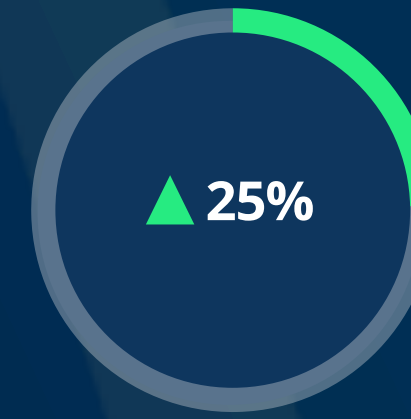
● CURRENT ● UP ● DOWN



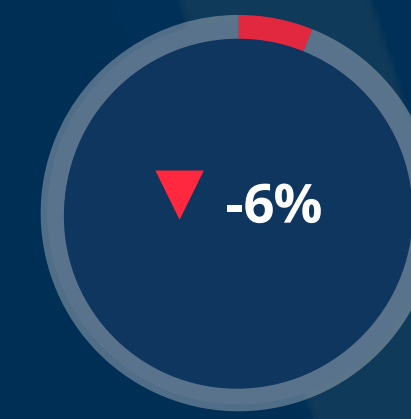
NEW LISTINGS



Oct 2017



Sep 2017

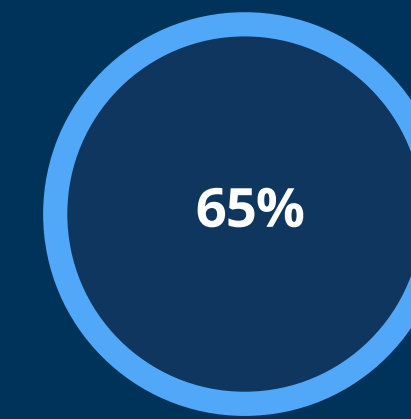


Oct 2016

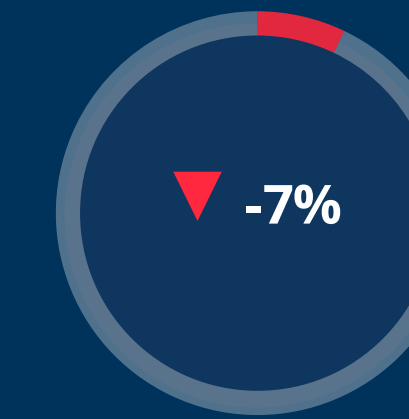
In Vancouver East, the number of new listings for condos and townhouses in October 2017 was 278, a 25% increase compared to September 2017, when 223 homes were listed, and a 6% decrease from the 296 properties listed last October.



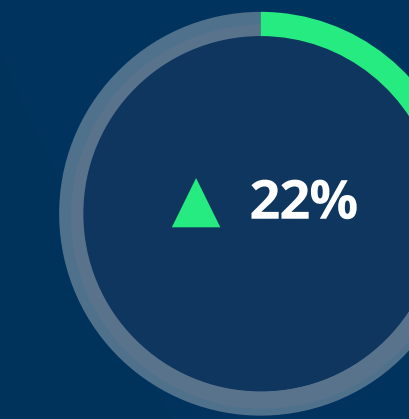
SALES TO ACTIVE



Oct 2017



Sep 2017

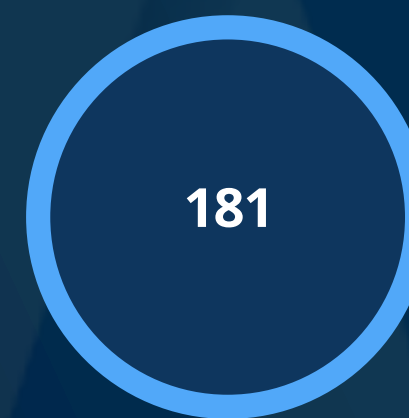


Oct 2016

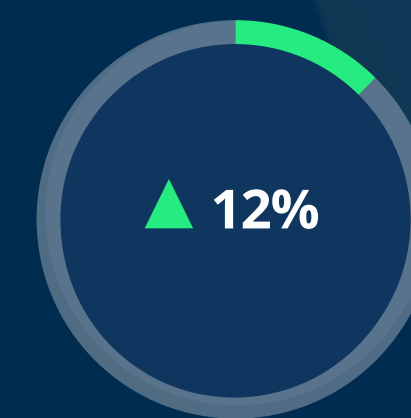
In Vancouver East, the sales-to-active listings ratio for condo and townhouses for October 2017 was 65%, a 7% decrease compared to September 2017, when the ratio was 72%, and a 22% increase from the 44% ratio last October.



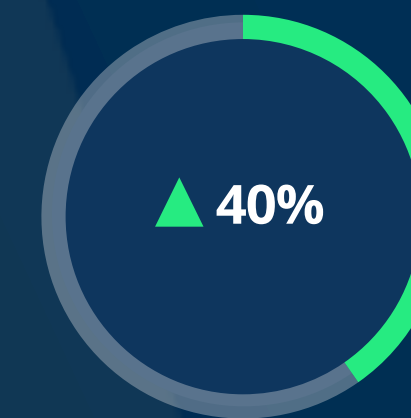
SALES



Oct 2017



Sep 2017



Oct 2016

The number of condos and townhouses sold in Vancouver East in October 2017 was 181, a 12% increase compared to September 2017, when 161 homes were sold, and a 40% increase from the 129 properties sold last October.



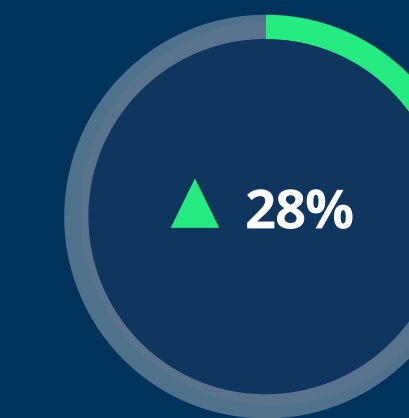
AVERAGE PRICE



Oct 2017



Sep 2017



Oct 2016

In Vancouver East, the average sale price for condos and townhouses in October 2017 was \$628K, a 0.5% increase compared to September 2017, when the average sale price was \$625K, and a 28% increase from the \$492K average sale price from last October.

# Market Type

## VANCOUVER EASTSIDE

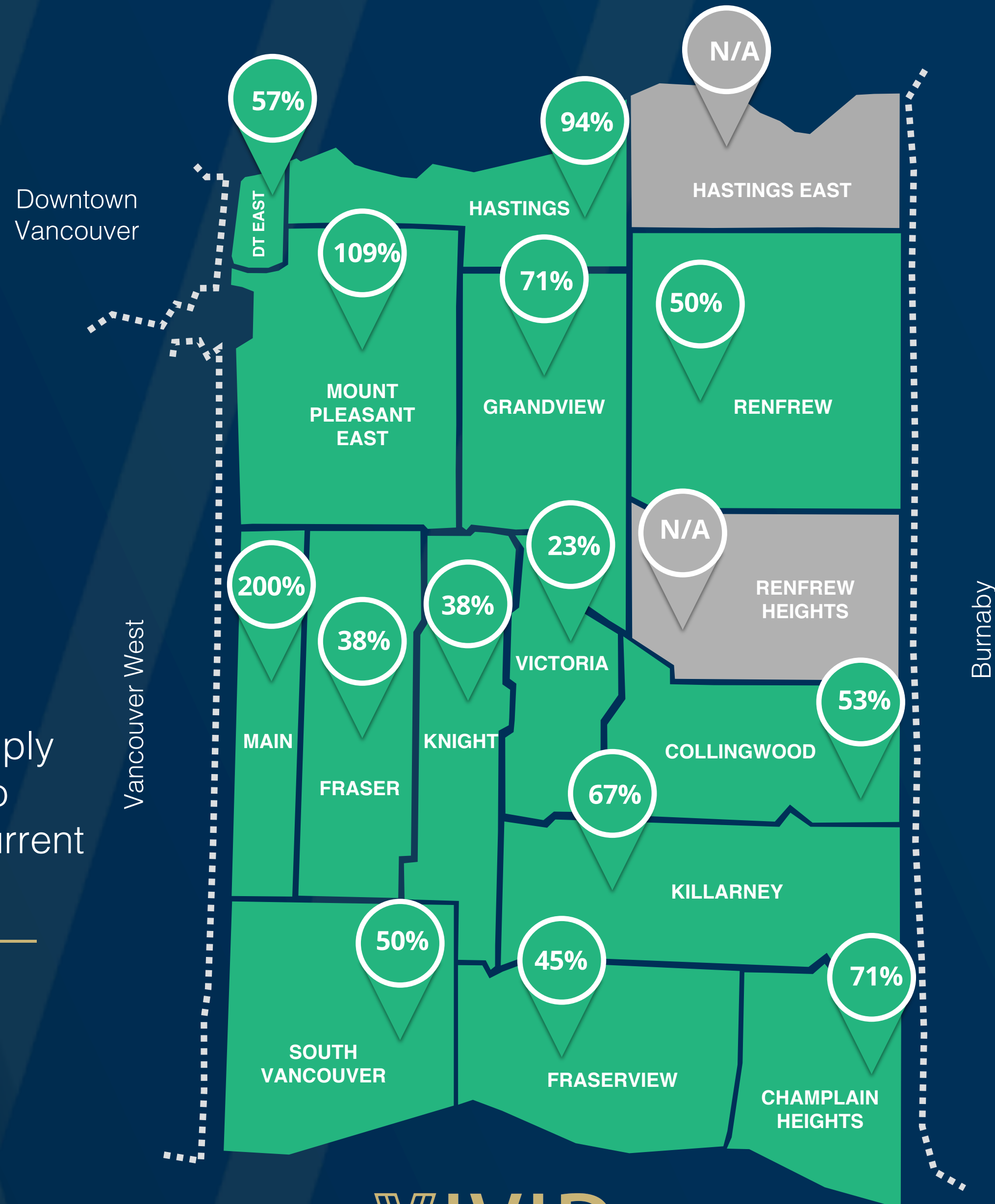
October, 2017

### 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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# North Vancouver

October 2017

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

**Century 21**  
IN TOWN REALTY

# NORTH VANCOUVER

October, 2017

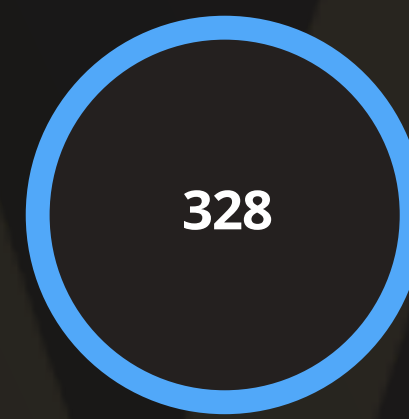


Detached and Houses

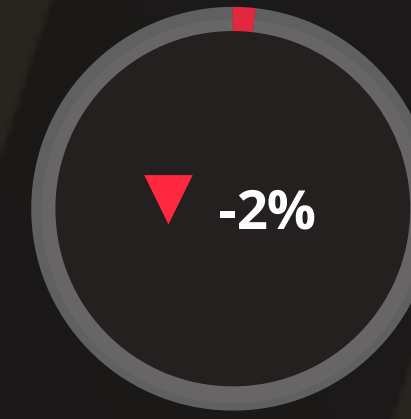
● CURRENT ● UP ● DOWN



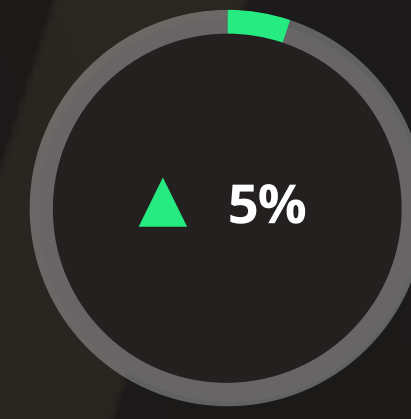
NEW LISTINGS



Oct 2017



Sep 2017

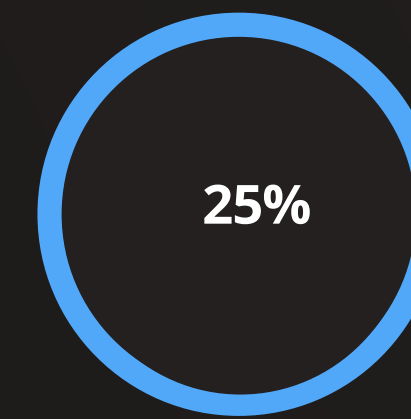


Oct 2016

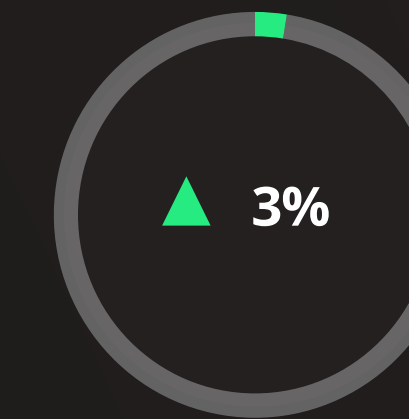
In North Vancouver, the number of new listings for detached properties in October 2017 was 328, a 2% decrease compared to September 2017, when 334 homes were listed, and a 5% increase from the 312 properties listed last October.



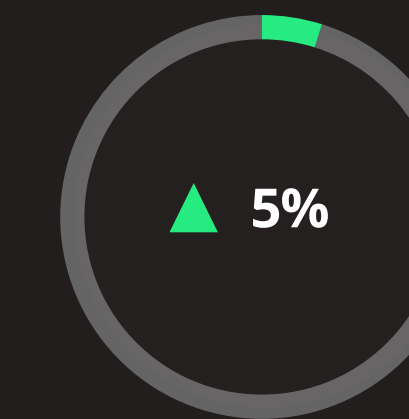
SALES TO ACTIVE



Oct 2017



Sep 2017

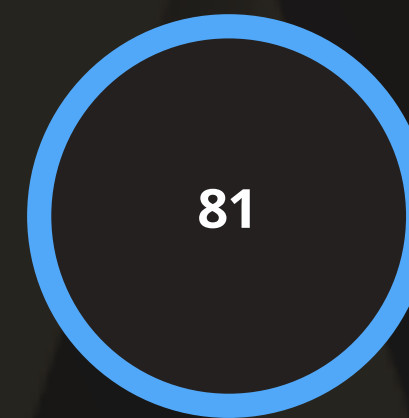


Oct 2016

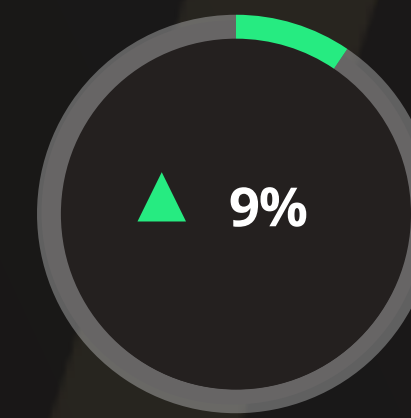
In North Vancouver, the sales to active ratio for houses for October 2017 was 25%, a 3% increase compared to September 2017, when the ratio was 22%, and a 5% increase from the 20% ratio last October.



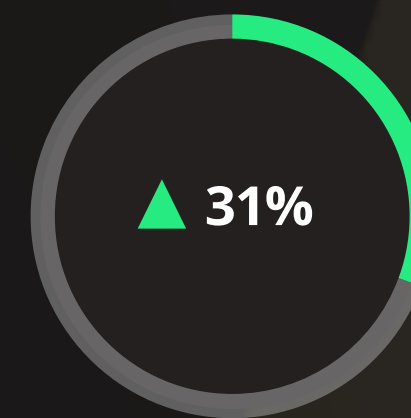
SALES



Oct 2017

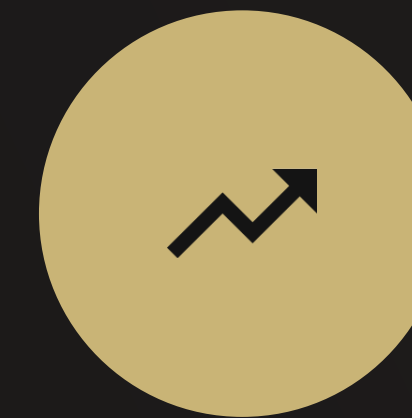


Sep 2017

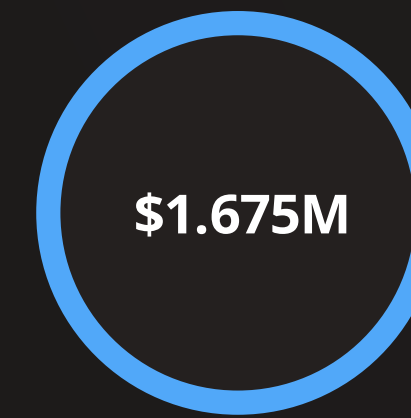


Oct 2016

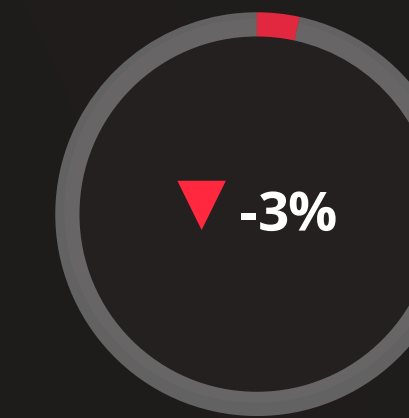
The number of houses sold in North Vancouver in October 2017 was 81, a 9% increase compared to September 2017, when 74 homes were sold, and a 31% increase from the 62 properties sold last October.



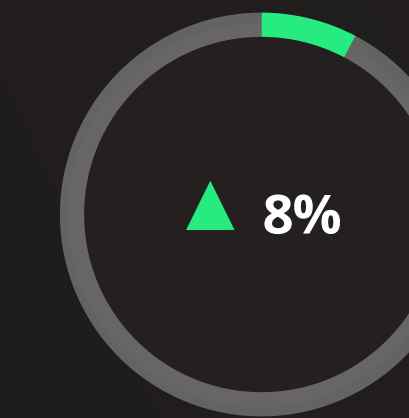
AVERAGE PRICE



Oct 2017



Sep 2017



Oct 2016

In North Vancouver, the average sale price for houses in October 2017 was \$1.675M, a 3% decrease compared to September 2017, when the average sale price was \$1.734M, and an 8% increase from the \$1.555M average sale price from last October.

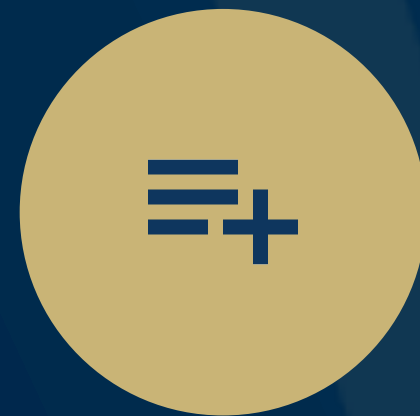
# NORTH VANCOUVER

October, 2017



Condos and Townhouses

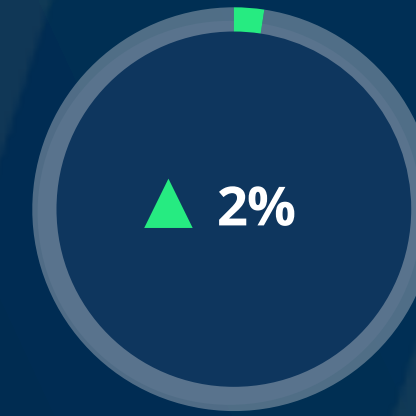
● CURRENT ● UP ● DOWN



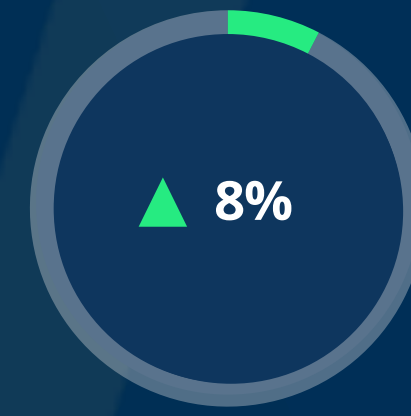
NEW LISTINGS



212  
Oct 2017



▲ 2%  
Sep 2017

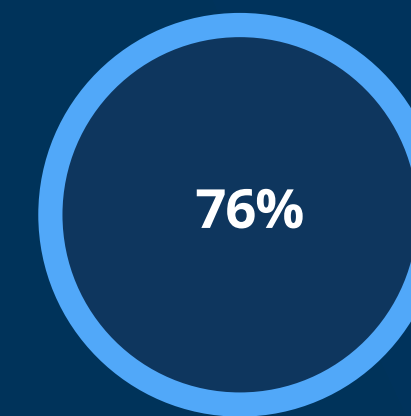


▲ 8%  
Oct 2016

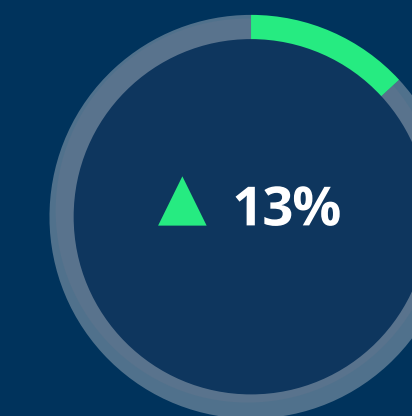
In North Vancouver, the number of new listings for condos and townhouses in October 2017 was 212, a 2% increase compared to September 2017, when 207 homes were listed, and a 8% increase from the 197 properties listed last October.



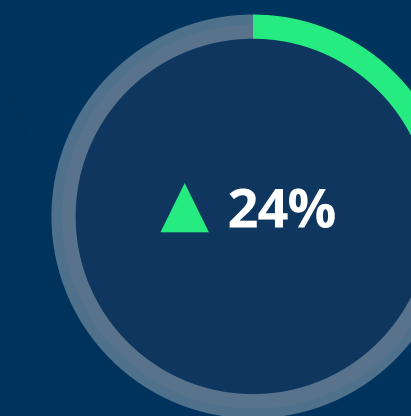
SALES TO ACTIVE



76%  
Oct 2017



▲ 13%  
Sep 2017



▲ 24%  
Oct 2016

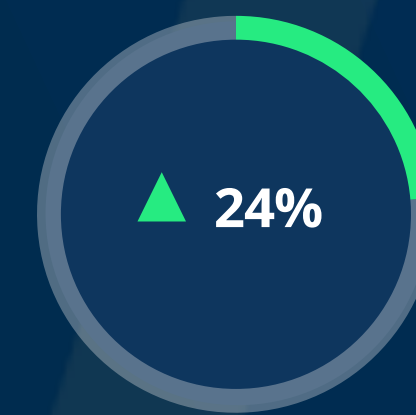
In North Vancouver, the sales-to-active listings ratio for condo and townhouses for October 2017 was 76%, a 13% increase compared to September 2017, when the ratio was 63%, and a 24% increase from the 52% ratio last October.



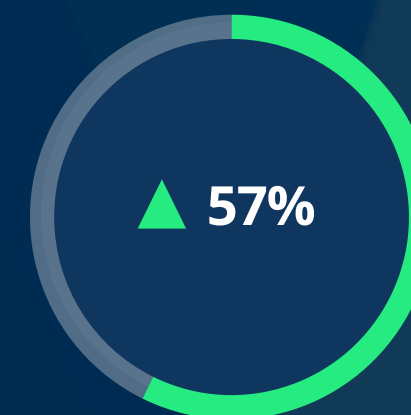
SALES



162  
Oct 2017



▲ 24%  
Sep 2017



▲ 57%  
Oct 2016

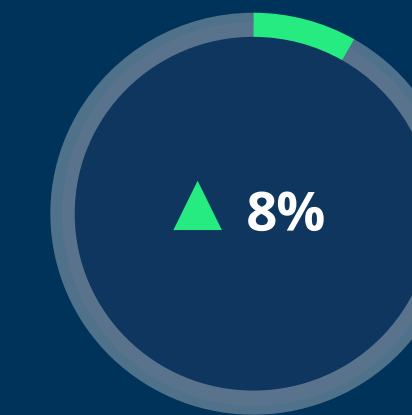
The number of condos and townhouses sold in North Vancouver in October 2017 was 162, a 24% increase compared to September 2017, when 131 homes were sold, and a 57% increase from the 103 properties sold last October.



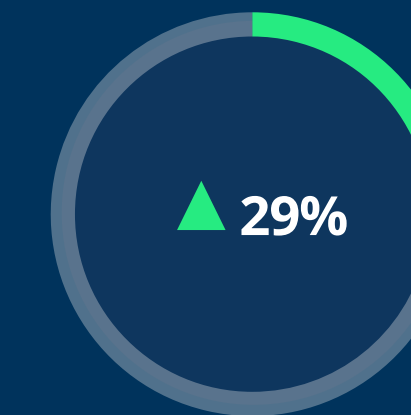
AVERAGE PRICE



\$746K  
Oct 2017



▲ 8%  
Sep 2017



▲ 29%  
Oct 2016

In North Vancouver, the average sale price for condos and townhouses in October 2017 was \$746K, a 8% increase compared to September 2017, when the average sale price was \$689K, and a 29% increase from the \$580K average sale price from last October.

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# West Vancouver

October 2017

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

**Century 21**  
IN TOWN REALTY

# WEST VANCOUVER

October, 2017



Detached and Houses

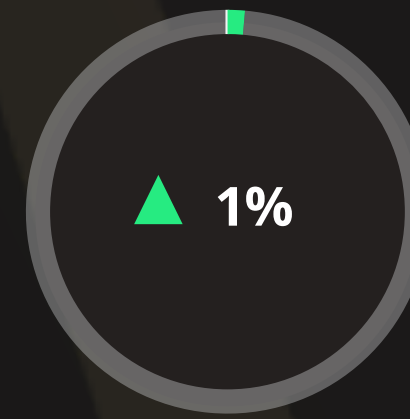
● CURRENT ● UP ● DOWN



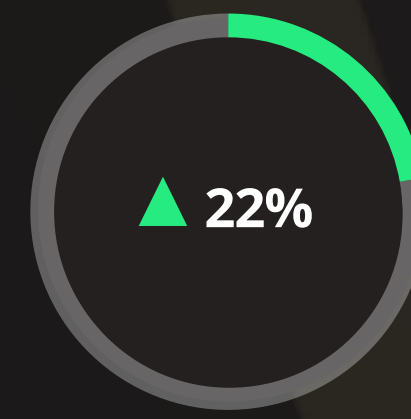
NEW LISTINGS



Oct 2017



Sep 2017

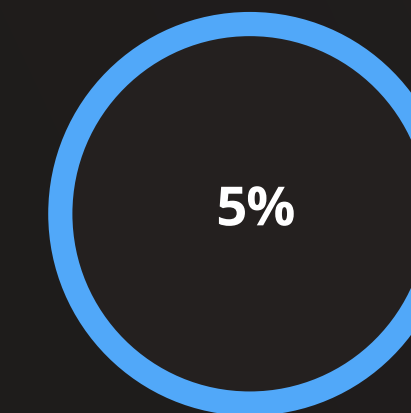


Oct 2016

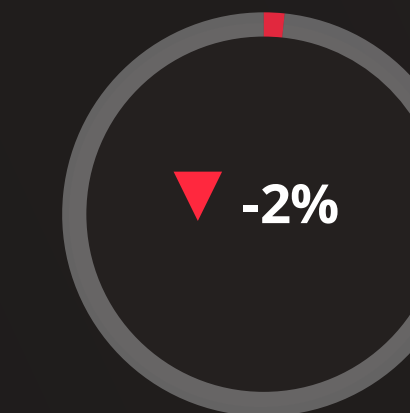
In West Vancouver houses, the number of new listings for residential properties in October 2017 was 511, a 1% increase compared to September 2017, when 504 homes were listed, and a 22% increase from the 418 properties listed last October.



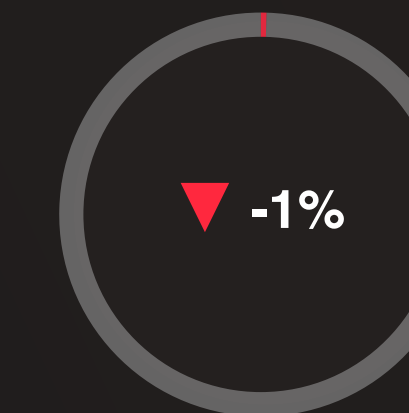
SALES TO ACTIVE



Oct 2017



Sep 2017



Oct 2016

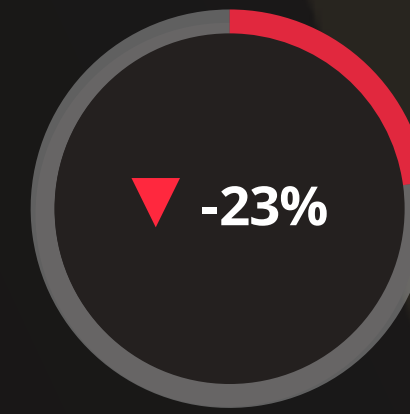
In West Vancouver, the sales to active ratio for houses for October 2017 was 5%, a 2% decrease compared to September 2017, when the ratio was 7%, and a 1% decrease from the 6% ratio last October.



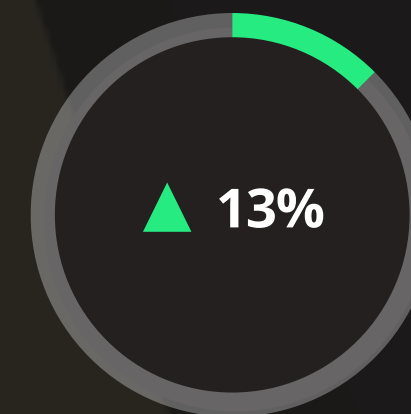
SALES



Oct 2017



Sep 2017

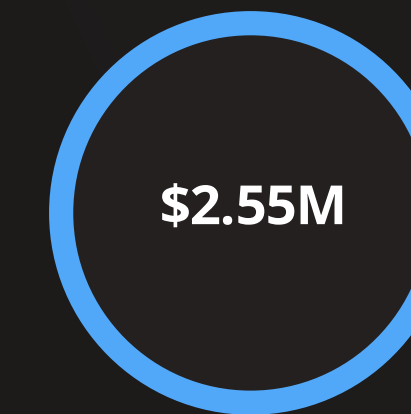


Oct 2016

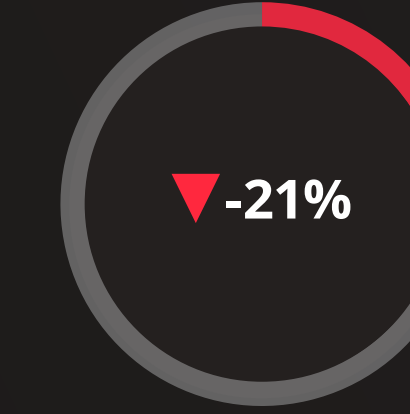
The number of houses sold in West Vancouver in October 2017 was 27, a 23% decrease compared to September 2017, when 35 homes were sold, and a 13% increase from the 24 properties sold last October.



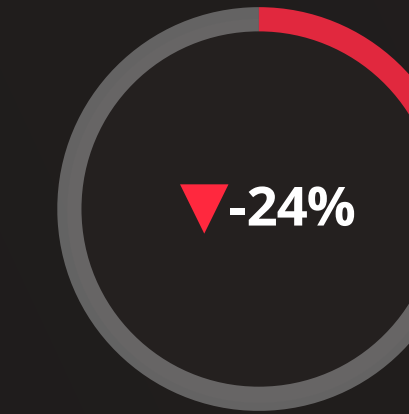
AVERAGE PRICE



Oct 2017



Sep 2017



Oct 2016

In West Vancouver, the average sale price for houses in October 2017 was \$2.55M, a 21% decrease compared to September 2017, when the average sale price was \$3.24M, and a 24% decrease from the \$3.363M average sale price from last October.



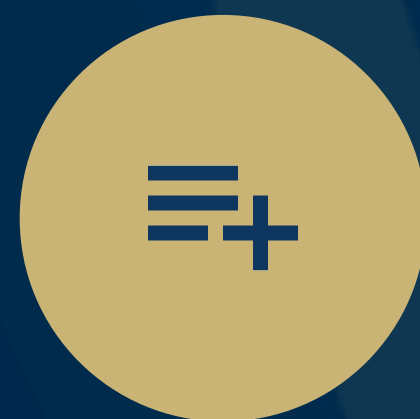
# WEST VANCOUVER

October, 2017



Condos and Townhouses

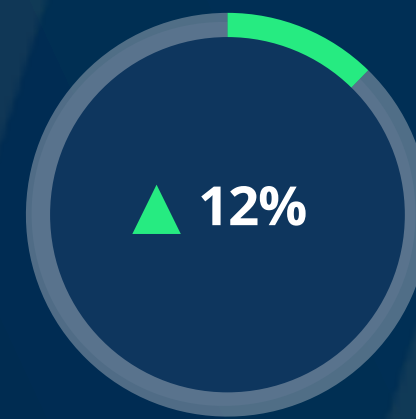
● CURRENT ● UP ● DOWN



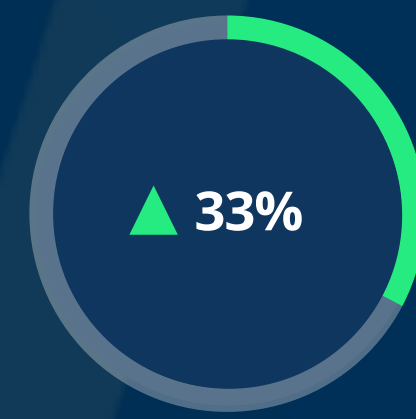
NEW LISTINGS



Oct 2017



Sep 2017

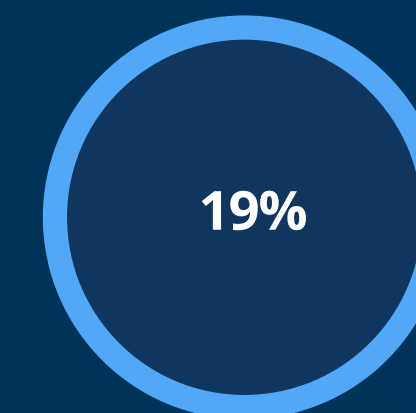


Oct 2016

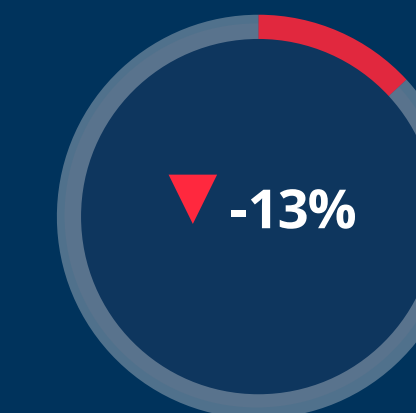
In West Vancouver, the number of new listings for condos and townhouses in October 2017 was 73, a 12% increase compared to September 2017, when 65 homes were listed, and a 33% increase from the 55 properties listed last October.



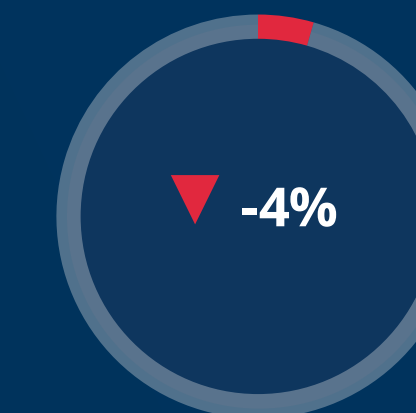
SALES TO ACTIVE



Oct 2017



Sep 2017



Oct 2016

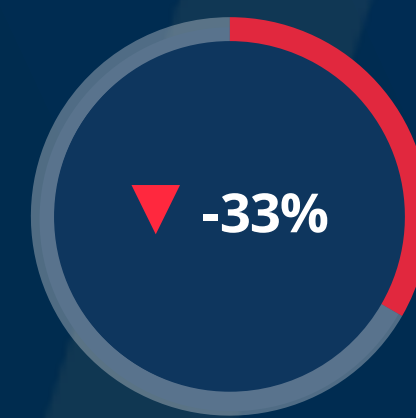
In West Vancouver, the sales-to-active listings ratio for condos and townhouses for October 2017 was 19%, a 13% decrease compared to September 2017, when the ratio was 32%, and a 4% decrease from the 24% ratio last October.



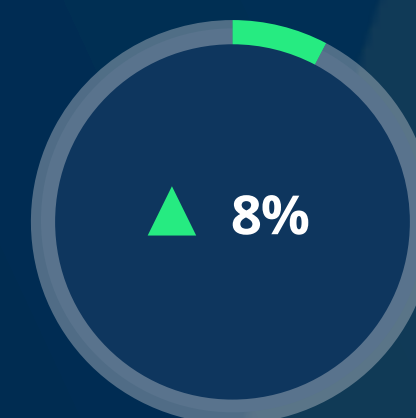
SALES



Oct 2017



Sep 2017



Oct 2016

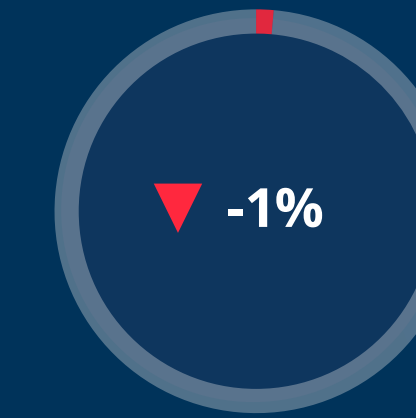
The number of condos and townhouses sold in West Vancouver in October 2017 was 14, a 33% decrease compared to September 2017, when 21 homes were sold, and a 8% increase from the 13 properties sold last October.



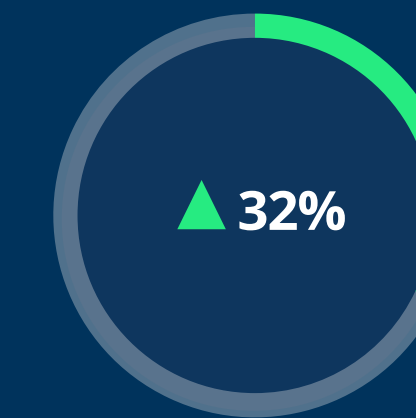
AVERAGE PRICE



Oct 2017



Sep 2017



Oct 2016

In West Vancouver, the average sale price for condos and townhouses in October 2017 was \$1.27M, a 1% decrease compared to September 2017, when the average sale price was \$1.288M, and a 32% increase from the \$0.962K average sale price from last October.

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*By Amir Joharifard*

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