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EFFECTIVE.



**VIVID**

REAL ESTATE

*By Amir Joharifard*

# Market Update

September 2017

# Areas

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

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

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

SIMPLE.  
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# Greater Vancouver

September 2017

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

**Century 21**  
IN TOWN REALTY

# GREATER VANCOUVER

September, 2017



Detached and Attached Homes

● CURRENT ● UP ● DOWN



NEW LISTINGS

Sep 2017

Aug 2017

Sep 2016

In Greater Vancouver, the number of new listings for residential properties in September 2017 was 5,364, a 27% increase compared to August 2017, when 4,234 homes were listed, and a 12% increase from the 4,785 properties listed last September.



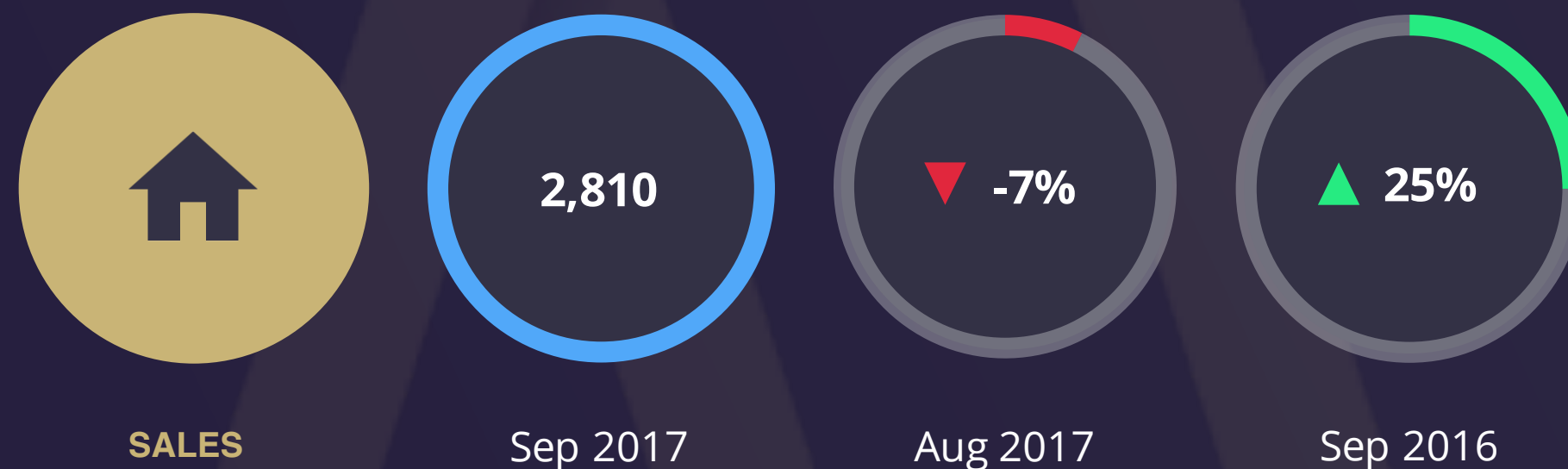
SALES TO ACTIVE

Sep 2017

Aug 2017

Sep 2016

In Greater Vancouver, the sales-to-active listings ratio for residential properties for September 2017 was 30%, a 3% decrease compared to August 2017, when the ratio was 33%, and a 9% increase from the 21% ratio last September.



SALES

Sep 2017

Aug 2017

Sep 2016

The number of residential properties sold in Greater Vancouver in September 2017 was 2,810, a 7% decrease compared to August 2017, when 3,035 homes were sold, and a 25% increase from the 2,248 properties sold last September.

## 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.

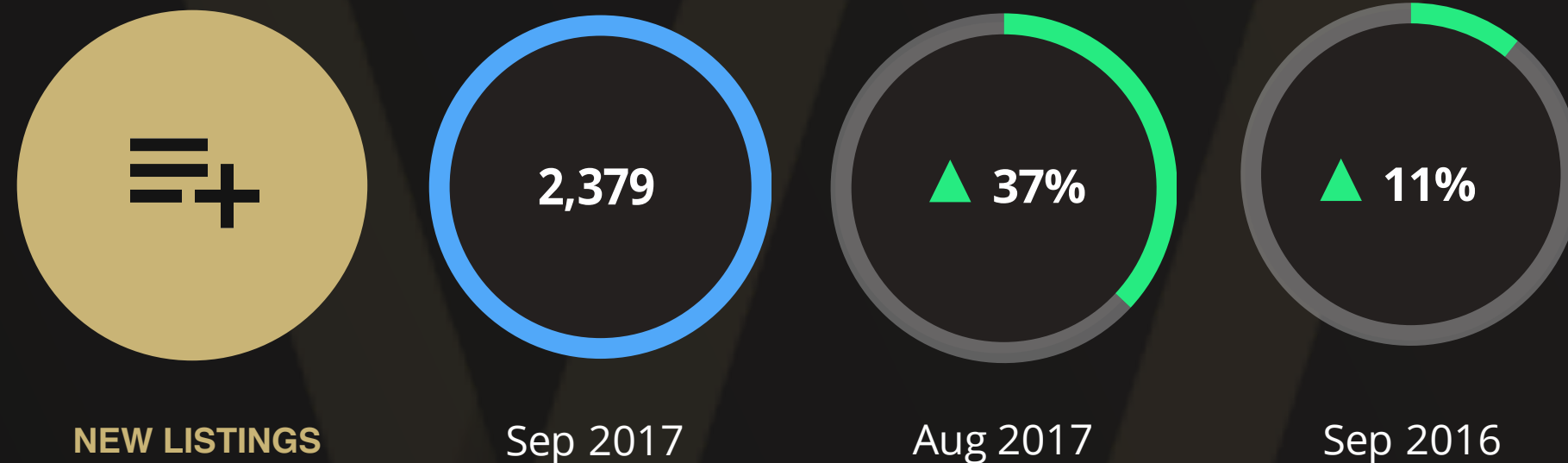
# GREATER VANCOUVER

September, 2017



Detached and Houses

● CURRENT ● UP ● DOWN



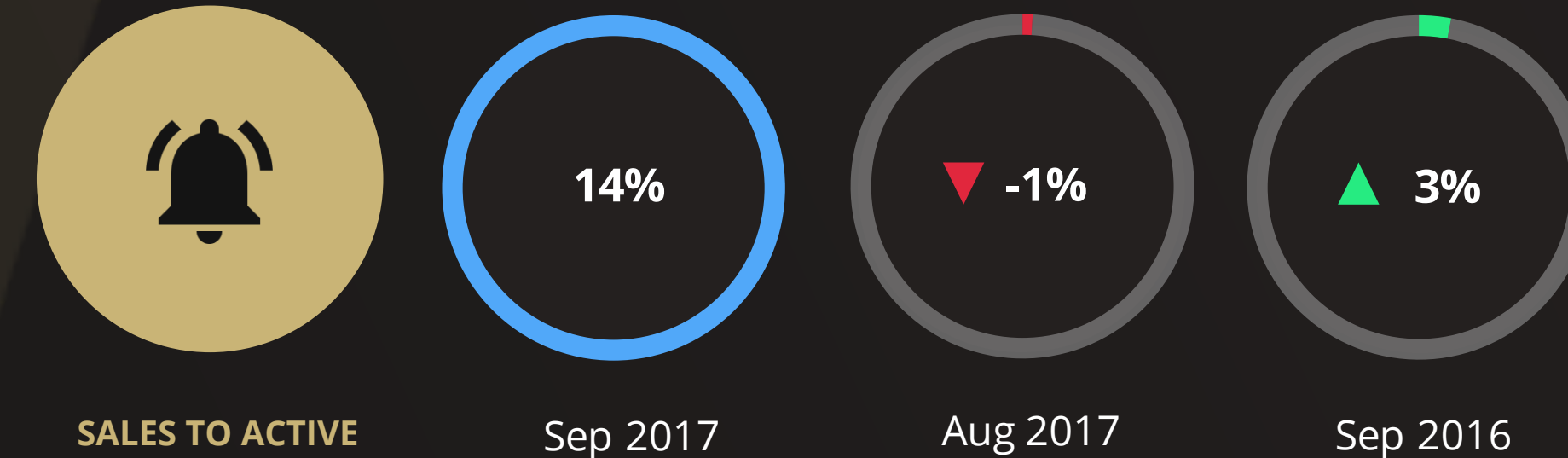
NEW LISTINGS

Sep 2017

Aug 2017

Sep 2016

In Greater Vancouver, the number of new listings for detached properties in September 2017 was 2,379 a 37% increase compared to August 2017, when 1,737 homes were listed, and a 11% increase from the 2,147 properties listed last September.



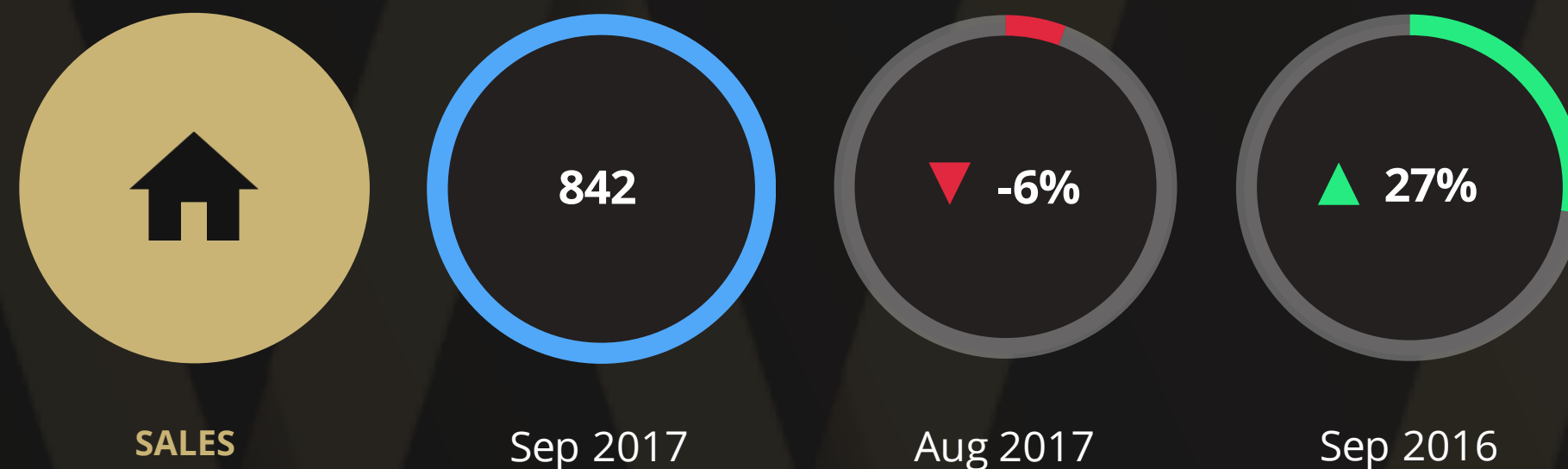
SALES TO ACTIVE

Sep 2017

Aug 2017

Sep 2016

In Greater Vancouver, the sales-to-active listings ratio for detached properties for September 2017 was 14%, a 1% increase compared to August 2017, when the ratio was 15%, and a 3% increase from the 11% ratio last September.



SALES

Sep 2017

Aug 2017

Sep 2016

The number of houses sold in Greater Vancouver in September 2017 was 661, a 6% decrease compared to August 2017, when 893 homes were sold, and a 27% increase from the 661 properties sold last September.

## Facts

The Average days on Market for Greater Vancouver detached properties in September 2017 was 42days, a 16% decrease in comparison to 58 days in August 2017. The average price per square foot for Greater Vancouver detached properties in September 2017 was \$653, a 2% increase in comparison to \$641per square foot in August 2017.

# GREATER VANCOUVER

September, 2017



Condos and Townhouses

● CURRENT ● UP ● DOWN



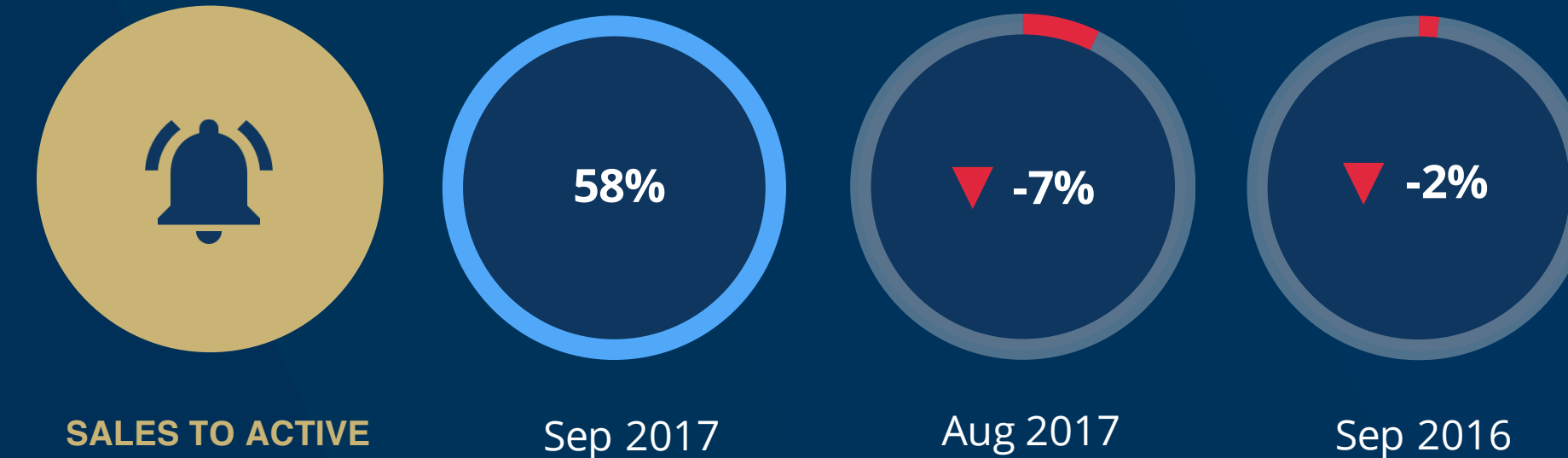
NEW LISTINGS

Sep 2017

Aug 2017

Sep 2016

In Greater Vancouver, the number of new listings for attached properties in September 2017 was 2,985, a 20% increase compared to August 2017, when 2,497 homes were listed, and a 13% increase from the 2,638 properties listed last September.



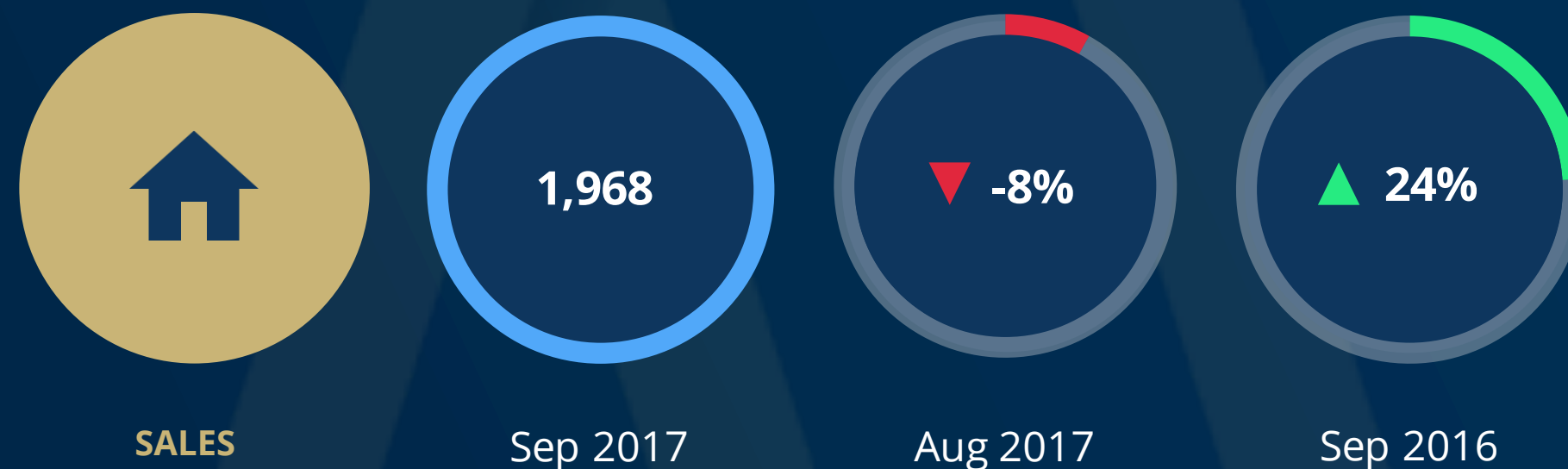
SALES TO ACTIVE

Sep 2017

Aug 2017

Sep 2016

In Greater Vancouver, the sales-to-active listings ratio condos and townhouse in September 2017 was 58%, a 7% decrease compared to August 2017, when the ratio was 66%, and a 2% decrease from the 60% ratio last September.



SALES

Sep 2017

Aug 2017

Sep 2016

The number of condos and townhouses sold in Greater Vancouver condos in September 2017 was 1,968, a 8% decrease compared to August 2017, when 2,142 homes were sold, and a 24% increase from the 1,587 properties sold last September.

## Facts

The average days on the market for Greater Vancouver condos in September 2017 was 22 days, while for townhouses it was 24 days. The average price per square foot for Greater Vancouver condos was \$781 in January 2017, whereas for townhouses it was \$605 per square foot.

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# Downtown Vancouver

September 2017

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

**Century 21**  
IN TOWN REALTY

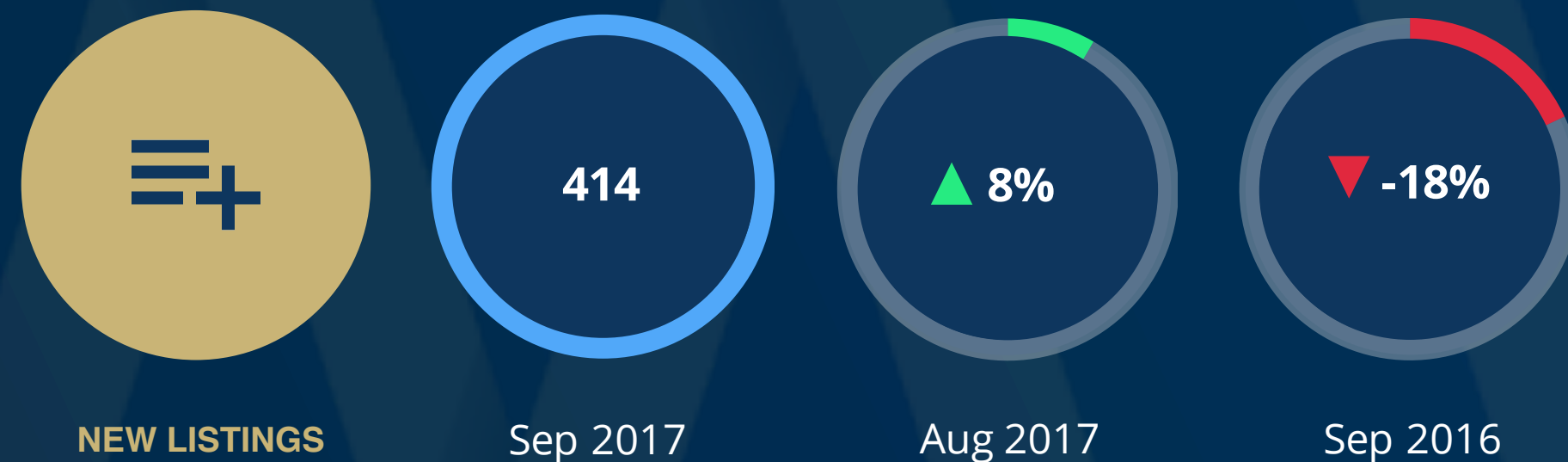
# DOWNTOWN VANCOUVER

September, 2017



Condos and Townhouses

● CURRENT ● UP ● DOWN



NEW LISTINGS

Sep 2017

Aug 2017

Sep 2016

In Downtown Vancouver, the number of new listings for condo and townhouses in September 2017 was 414, a 8% increase compared to August 2017, when 414 homes were listed, and a 18% decrease from the 505 properties listed last September.



SALES TO ACTIVE

Sep 2017

Aug 2017

Sep 2016

In Downtown Vancouver, the sales-to-active listings ratio for condos and townhouses for September 2017 was 61%, a 5% decrease compared to August 2017, when the ratio was 66%, and a 24% increase from the 37% ratio last September.



SALES

Sep 2017

Aug 2017

Sep 2016

The number of condos and townhouse sold in Downtown Vancouver in September 2017 was 252, the same number as August, and a 35% increase from 187 properties sold last September.



AVERAGE PRICE

Sep 2017

Aug 2017

Sep 2016

In Downtown Vancouver, the average sale price for condos and townhouses in September 2017 was \$787K, a 3% decrease compared to August 2017, when the average sale price was \$811K, and a 24% increase from the \$635K average sale price from last September.



# 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

September 2017

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

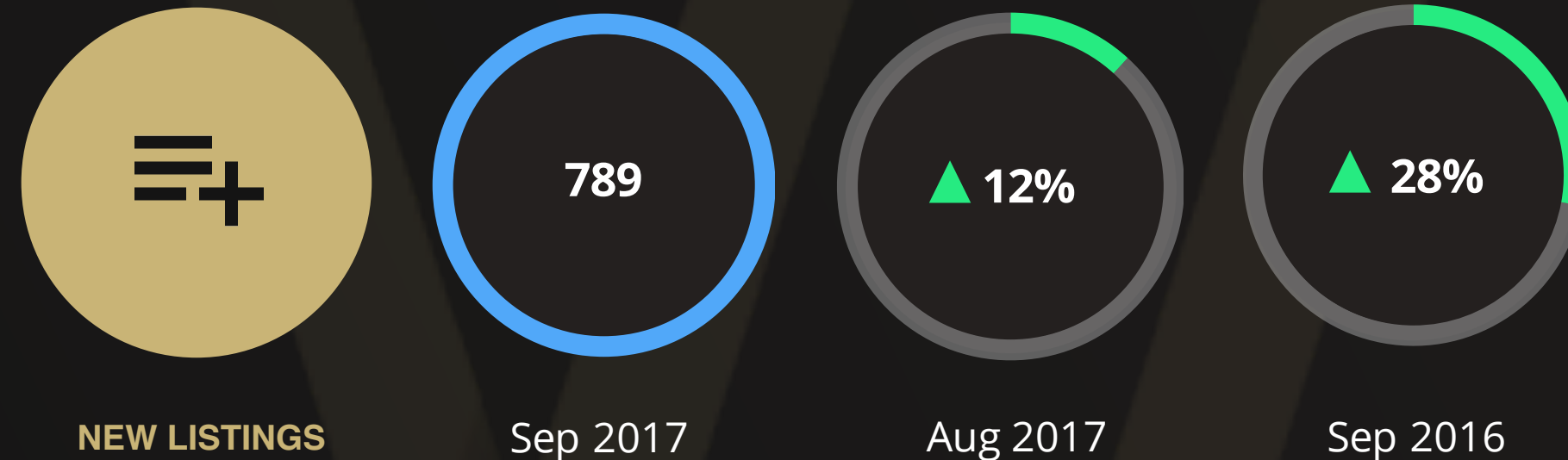
**Century 21**  
IN TOWN REALTY

# VANCOUVER WESTSIDE

September, 2017

 Detached and Houses

 CURRENT  UP  DOWN



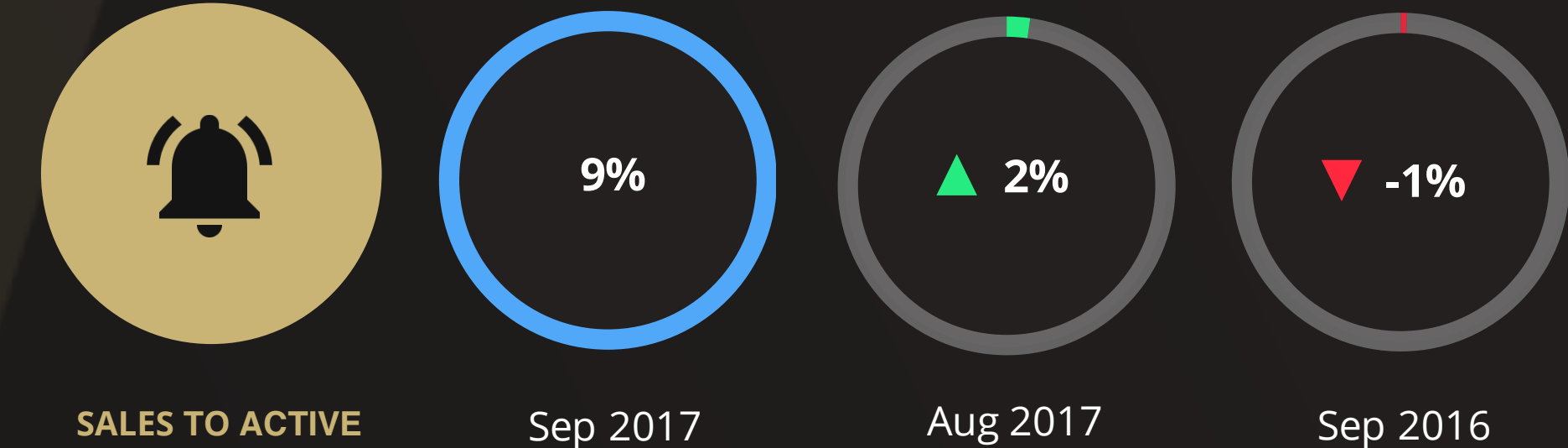
NEW LISTINGS

Sep 2017

Aug 2017

Sep 2016

In Vancouver West, the number of new listings for detached properties in September 2017 was 789, a 12% increase compared to August 2017, when 706 homes were listed, and a 28% increase from the 617 properties listed last September.



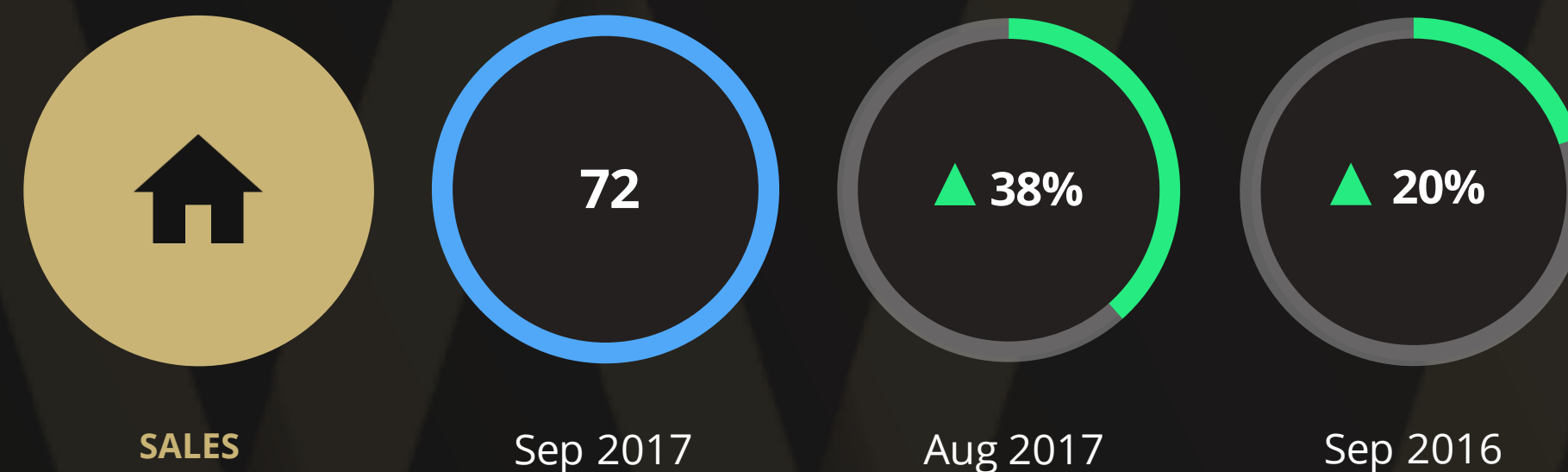
SALES TO ACTIVE

Sep 2017

Aug 2017

Sep 2016

In Vancouver West, the sales-to-active listings ratio for houses for September 2017 was 9%, a 2% increase compared to August 2017, when the ratio was 7%, and a 1% decrease from the 10% ratio last September.



SALES

Sep 2017

Aug 2017

Sep 2016

The number of houses sold in Vancouver West in September 2017 was 72, a 38% increase compared to August 2017, when 52 homes were sold, and a 20% increase from the 60 properties sold last September.



AVERAGE PRICE

Sep 2017

Aug 2017

Sep 2016




In Vancouver West, the average sale price for houses in September 2017 was \$3.663M, a 1% decrease compared to August 2017, when the average sale price was \$3.685M, and a 23% increase from the \$2.99M average sale price from last September.

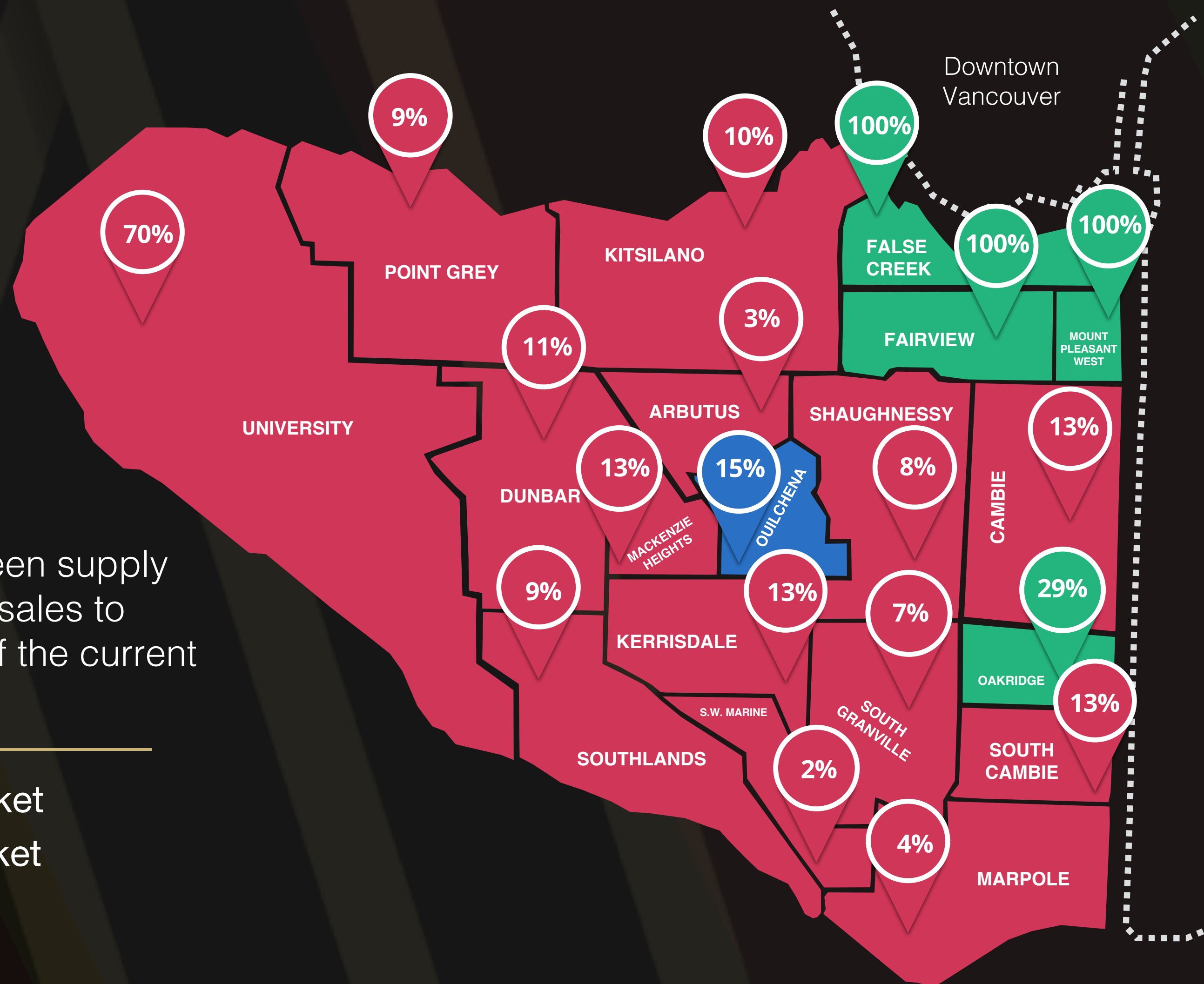
# Market Type

## VANCOUVER WESTSIDE

September, 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.

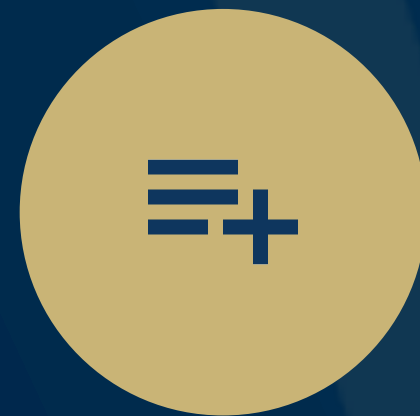
# VANCOUVER WESTSIDE

September, 2017



Condos and Townhouses

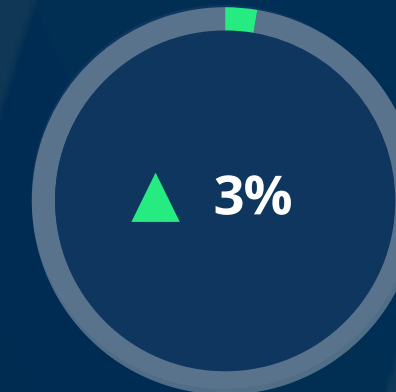
● CURRENT ● UP ● DOWN



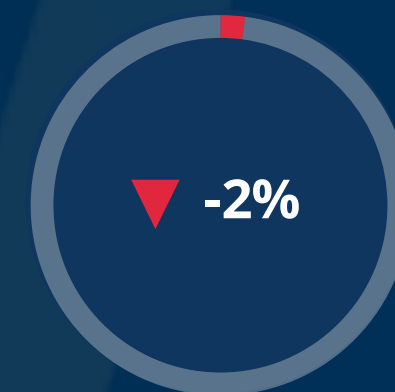
NEW LISTINGS



Sep 2017



Aug 2017



Sep 2016

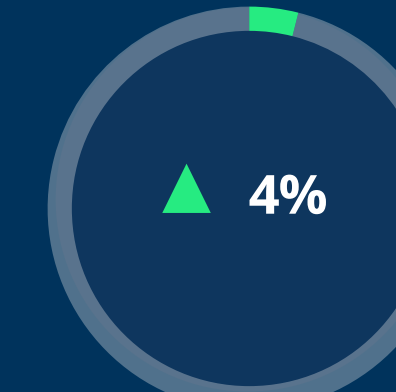
In Vancouver West, the number of new listings for condos and townhouses in September 2017 was 424, a 3% increase compared to August 2017, when 413 homes were listed, and a 2% decrease from the 433 properties listed last September.



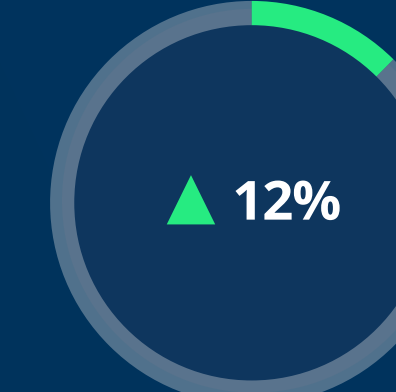
SALES TO ACTIVE



Sep 2017



Aug 2017



Sep 2016

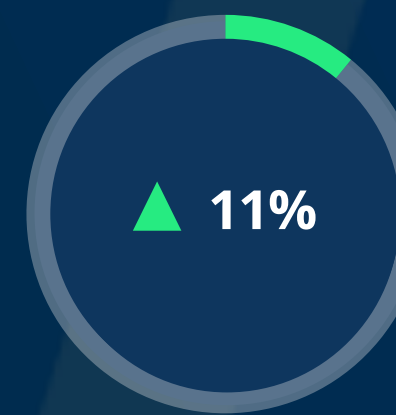
In Vancouver West, the sales-to-active listings ratio for condo and townhouses for September 2017 was 53%, a 4% increase compared to August 2017, when the ratio was 49%, and a 12% increase from the 40% ratio last September.



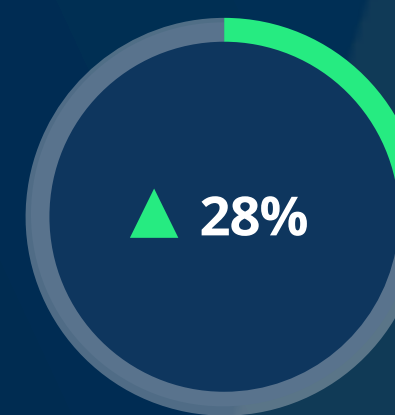
SALES



Sep 2017



Aug 2017



Sep 2016

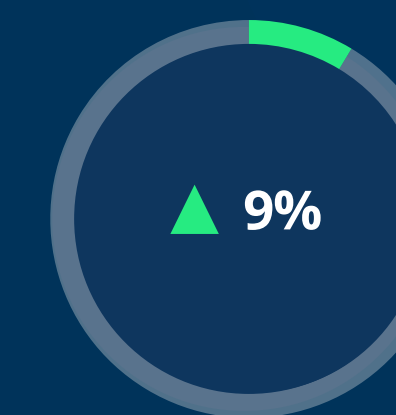
The number of condos and townhouses sold in Vancouver West in September 2017 was 224, a 11% increase compared to August 2017, when 202 homes were sold, and a 28% increase from the 175 properties sold last September.



AVERAGE PRICE



Sep 2017



Aug 2017



Sep 2016

In Vancouver West, the average sale price for condos and townhouses in September 2017 was \$867K, a 9% increase compared to August 2017, when the average sale price was \$798K, and a 30% increase from the \$665K average sale price from last September.

# Market Type

## VANCOUVER WESTSIDE

September, 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

September 2017

**VIVID**  
REAL ESTATE  
*By Amin Lakhanjani*

**Century 21**  
IN TOWN REALTY

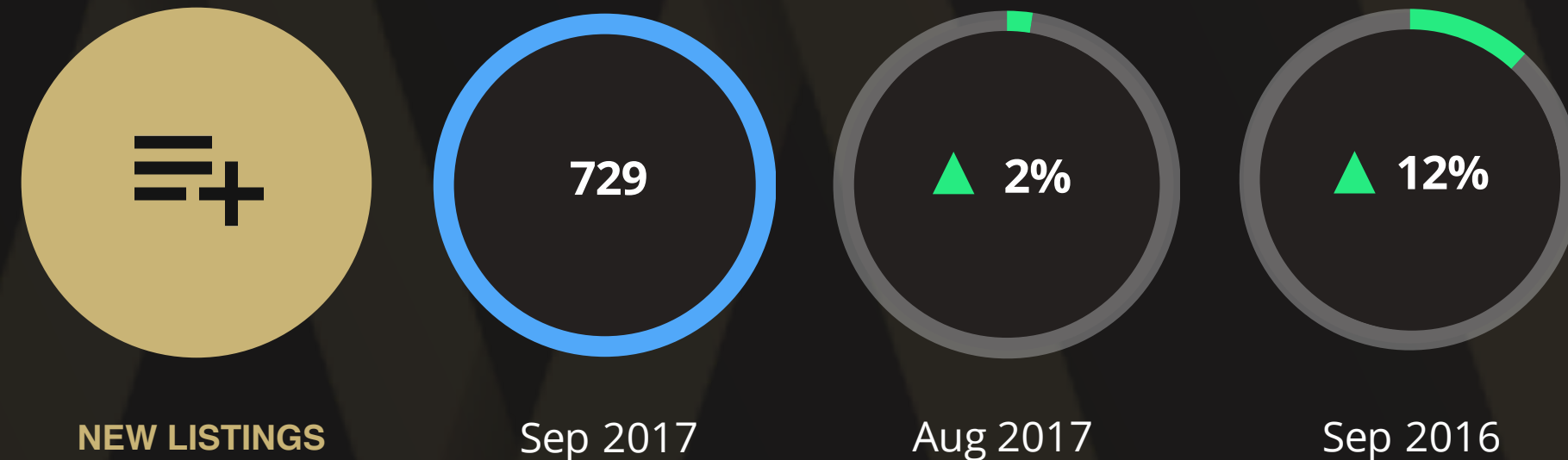
# VANCOUVER EASTSIDE

September, 2017



Detached and Houses

● CURRENT ● UP ● DOWN



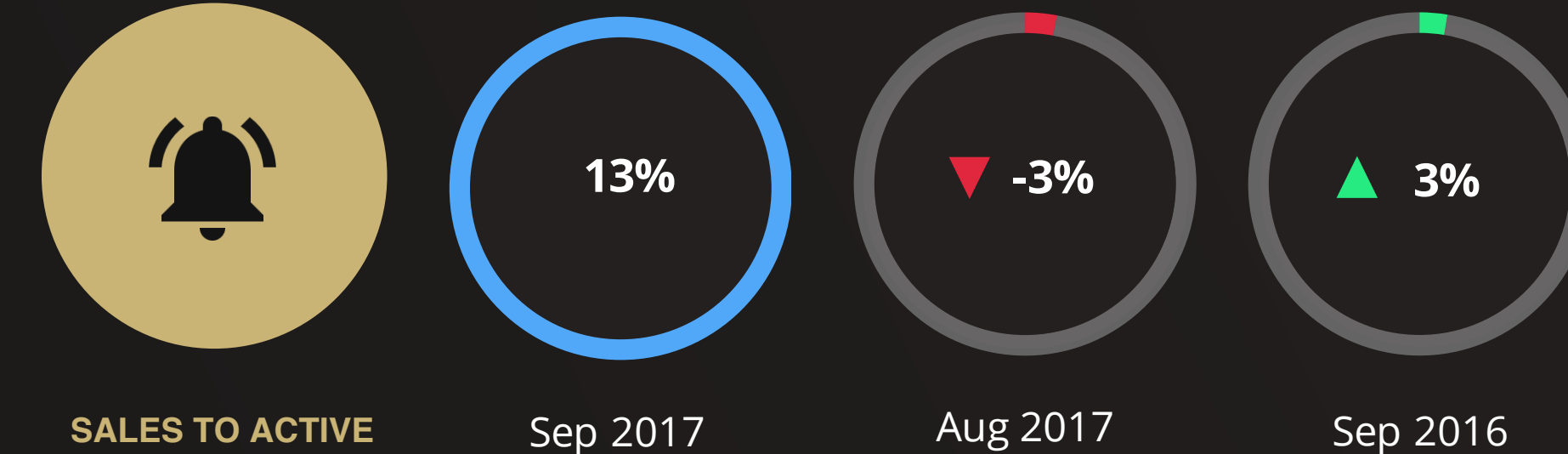
NEW LISTINGS

Sep 2017

Aug 2017

Sep 2016

In Vancouver East, the number of new listings for detached properties in September 2017 was 729, a 2% increase compared to August 2017, when 712 homes were listed, and a 12% increase from the 652 properties listed last September.



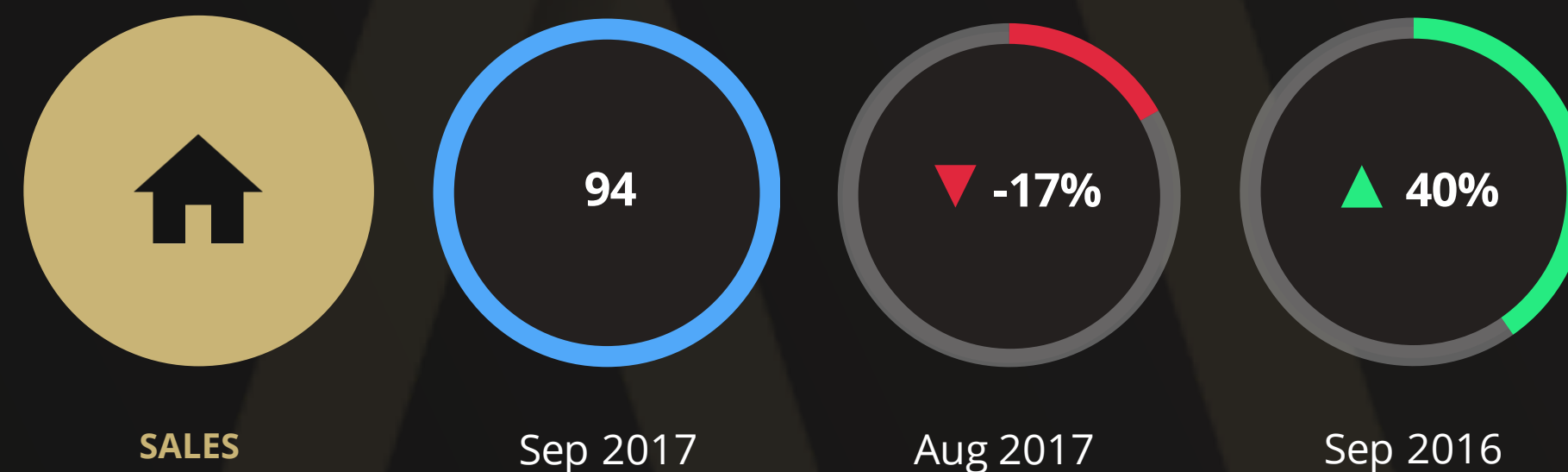
SALES TO ACTIVE

Sep 2017

Aug 2017

Sep 2016

In Vancouver East, the sales to active ratio for houses for September 2017 was 13%, a 3% decrease compared to August 2017, when the ratio was 16%, and a 3% increase from the 10% ratio last September.



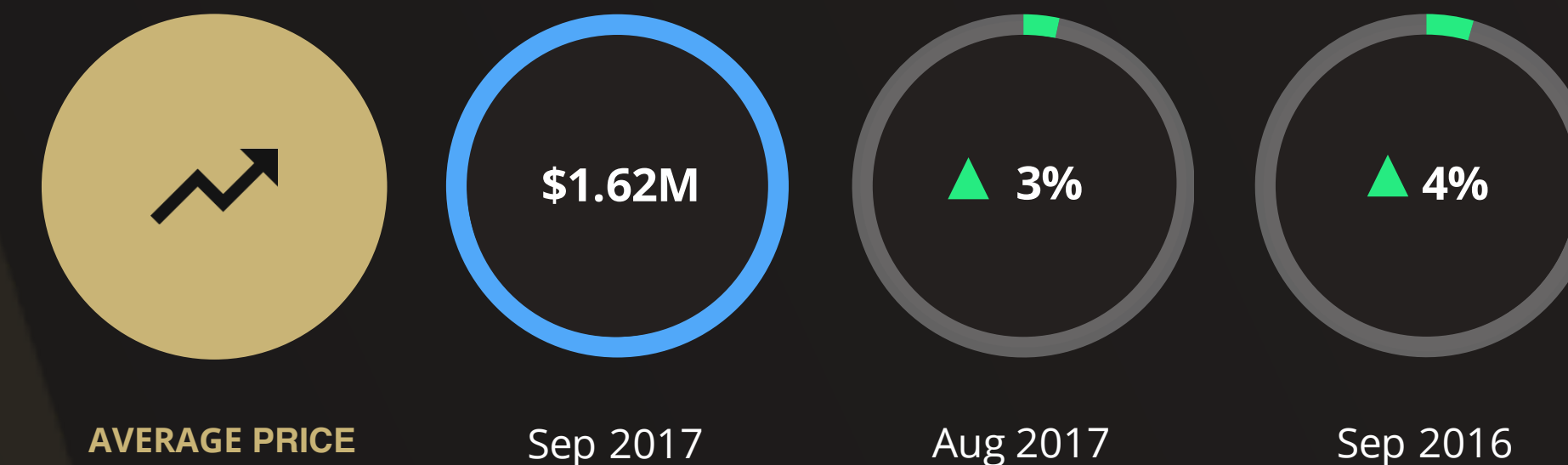
SALES

Sep 2017

Aug 2017

Sep 2016

The number of houses sold in Vancouver East in September 2017 was 94, a 17% decrease compared to August 2017, when 113 homes were sold, and a 40% increase from the 67 properties sold last September.



AVERAGE PRICE

Sep 2017

Aug 2017

Sep 2016

In Vancouver East, the average sale price for houses in September 2017 was \$1.615M, a 3% increase compared to August 2017, when the average sale price was \$1.562M, and a 4% increase from the \$1.546M average sale price from last September.



# Market Type

## VANCOUVER WESTSIDE

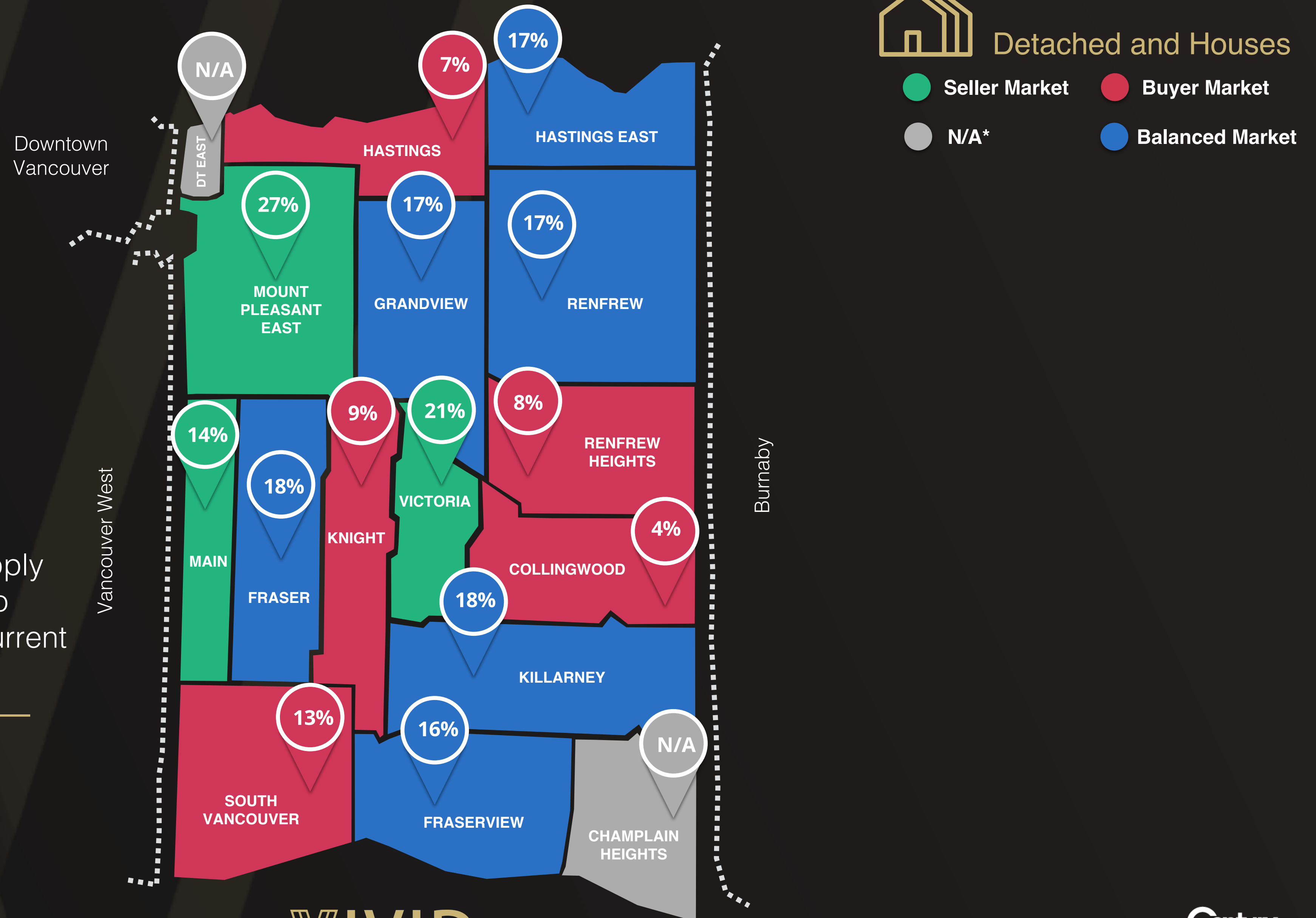
September, 2017

### 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

September, 2017



Condos and Townhouses

● CURRENT ● UP ● DOWN



NEW LISTINGS

Sep 2017

Aug 2017

Sep 2016

In Vancouver East, the number of new listings for condos and townhouses in September 2017 was 223, a 12% increase compared to August 2017, when 199 homes were listed, and a 10% decrease from the 247 properties listed last September.



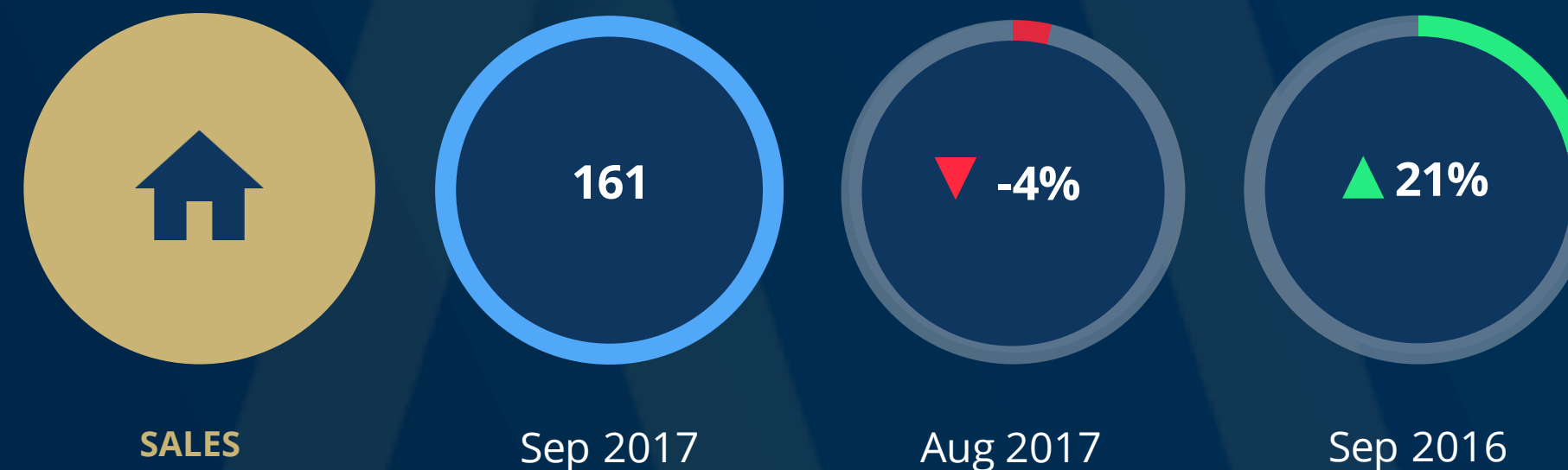
SALES TO ACTIVE

Sep 2017

Aug 2017

Sep 2016

In Vancouver East, the sales-to-active listings ratio for condo and townhouses for September 2017 was 72%, a 12% decrease compared to August 2017, when the ratio was 84%, and a 18% increase from the 54% ratio last September.



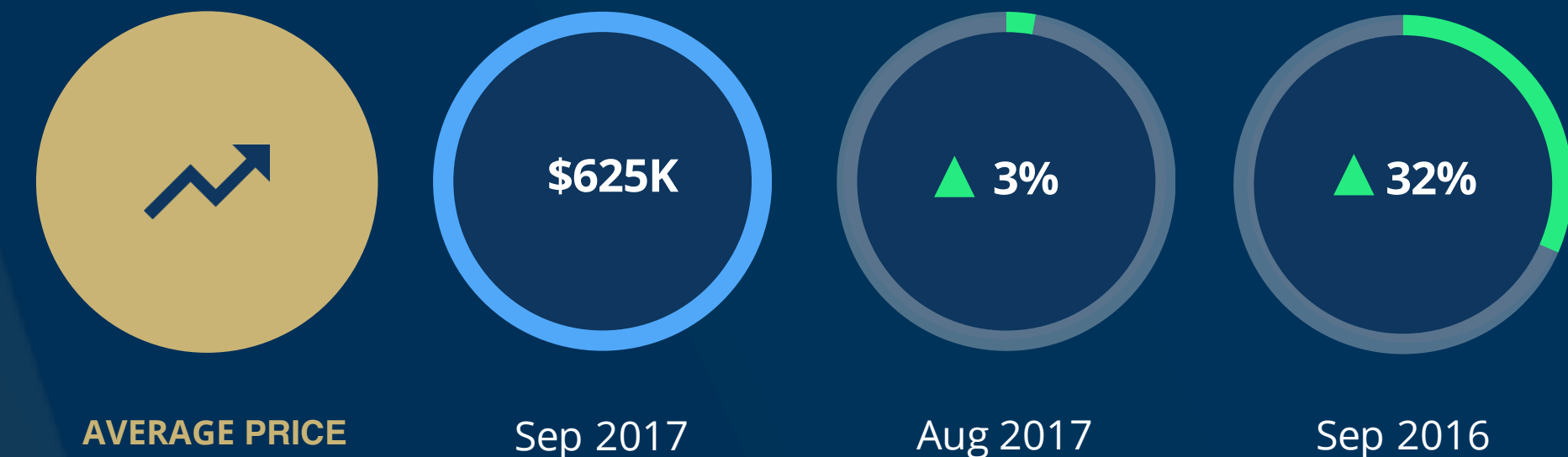
SALES

Sep 2017

Aug 2017

Sep 2016

The number of condos and townhouses sold in Vancouver East in September 2017 was 161, a 4% decrease compared to August 2017, when 167 homes were sold, and a 21% increase from the 133 properties sold last September.



AVERAGE PRICE

Sep 2017

Aug 2017

Sep 2016

In Vancouver East, the average sale price for condos and townhouses in September 2017 was \$625K, a 3% increase compared to August 2017, when the average sale price was \$608K, and a 32% increase from the \$475K average sale price from last September.

# Market Type

## VANCOUVER EASTSIDE

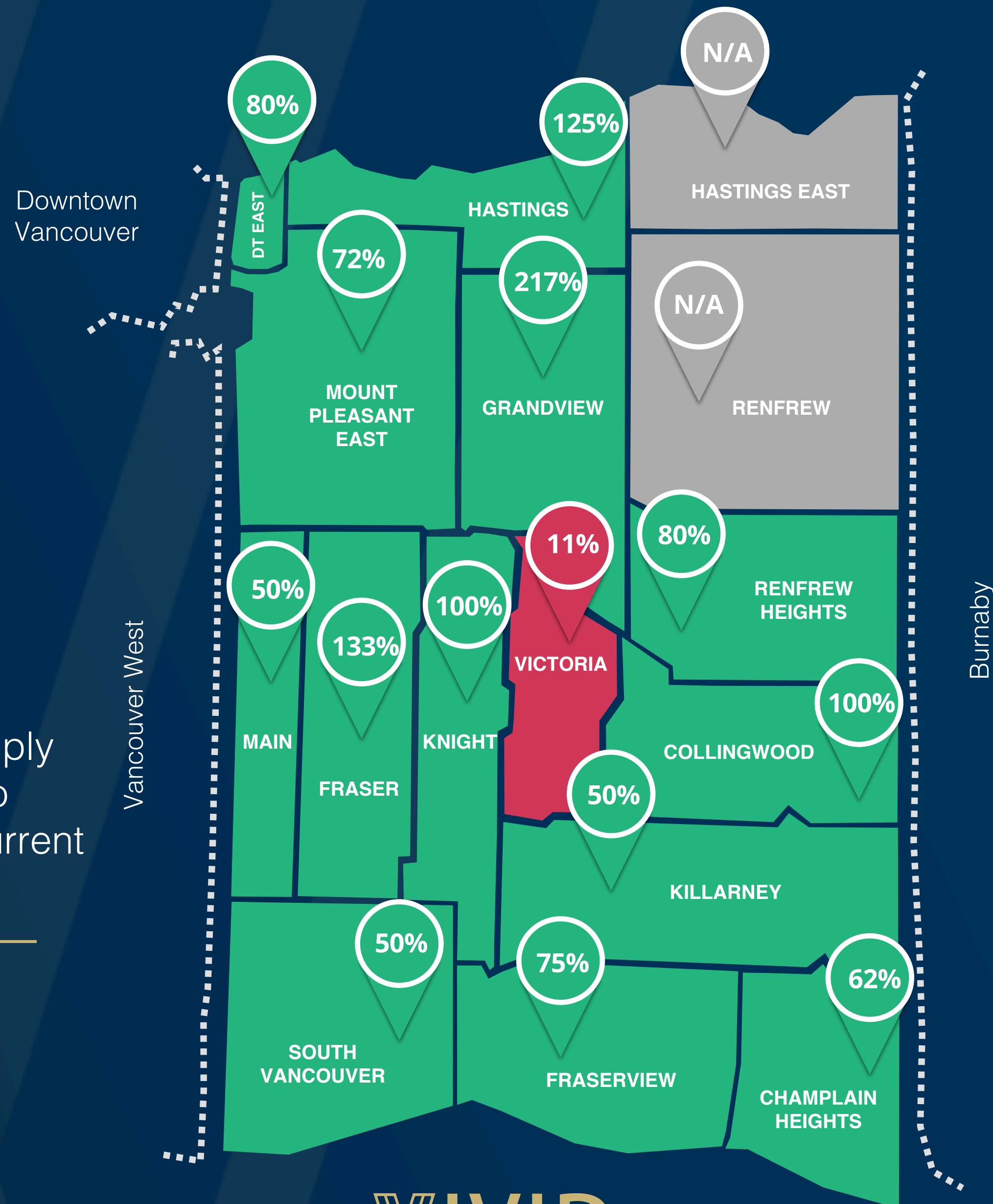
September, 2017

### 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

September 2017

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

**Century 21**  
IN TOWN REALTY

# NORTH VANCOUVER

September, 2017



Detached and Houses

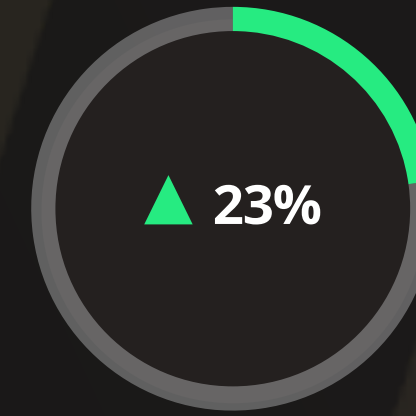
● CURRENT ● UP ● DOWN



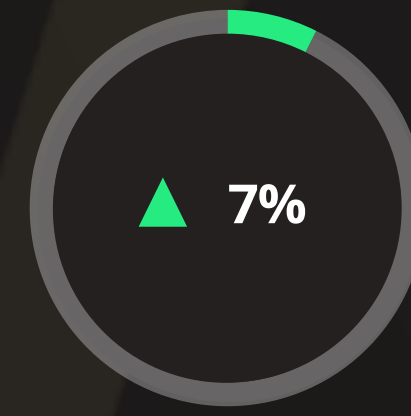
NEW LISTINGS



Sep 2017



Aug 2017

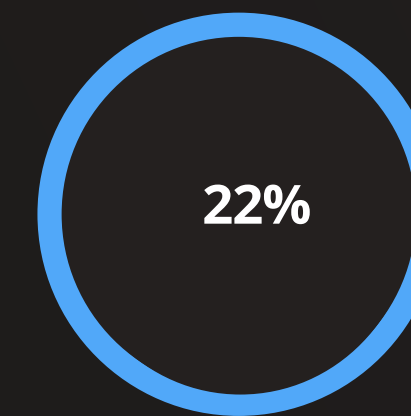


Sep 2016

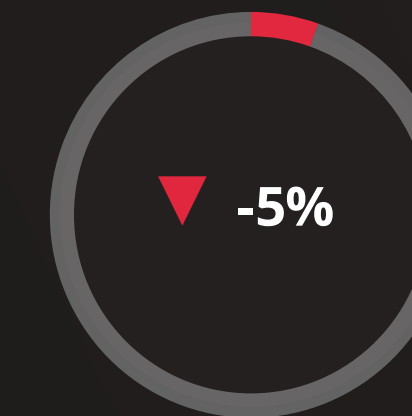
In North Vancouver, the number of new listings for detached properties in September 2017 was 334, a 23% increase compared to August 2017, when 272 homes were listed, and a 7% increase from the 311 properties listed last September.



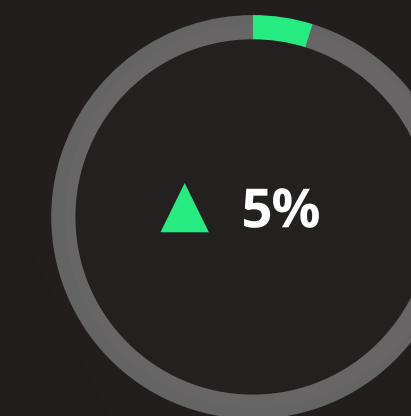
SALES TO ACTIVE



Sep 2017



Aug 2017

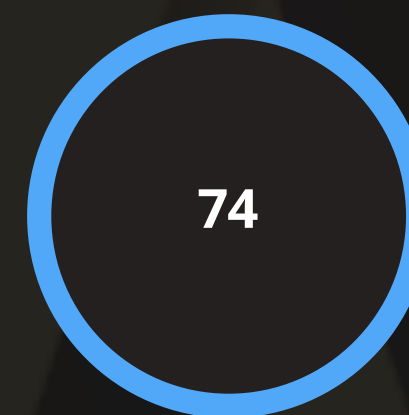


Sep 2016

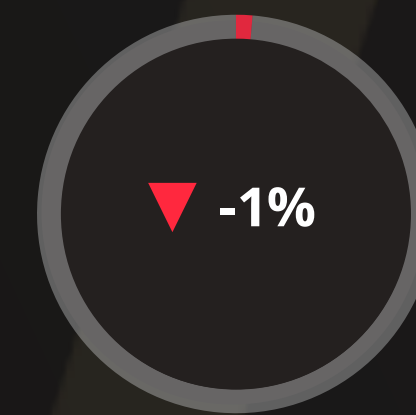
In North Vancouver, the sales to active ratio for houses for September 2017 was 22%, a 5% decrease compared to August 2017, when the ratio was 28%, and a 5% increase from the 17% ratio last September.



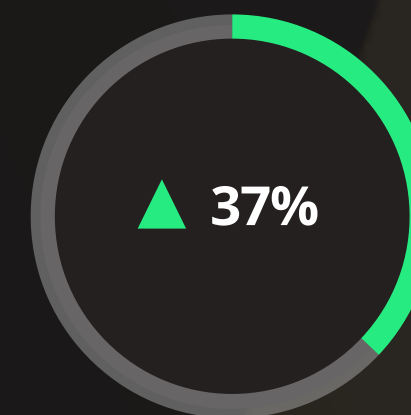
SALES



Sep 2017

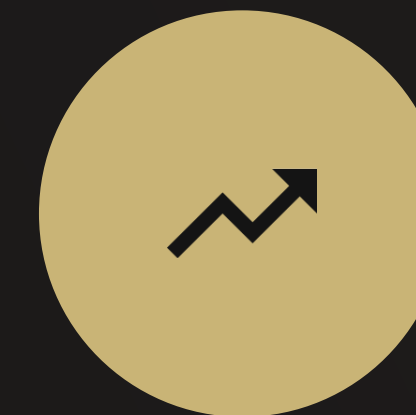


Aug 2017

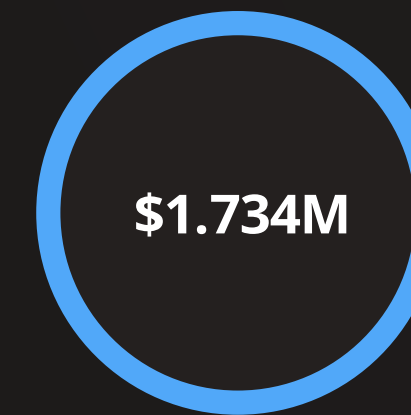


Sep 2016

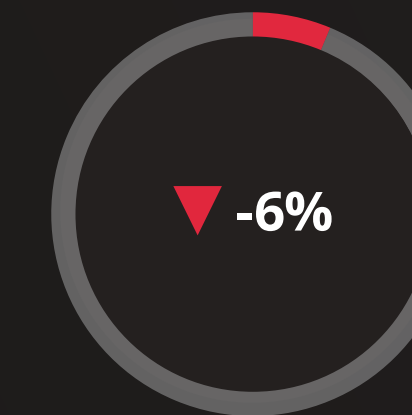
The number of houses sold in North Vancouver in September 2017 was 74, a 1% decrease compared to August 2017, when 75 homes were sold, and a 37% increase from the 54 properties sold last September.



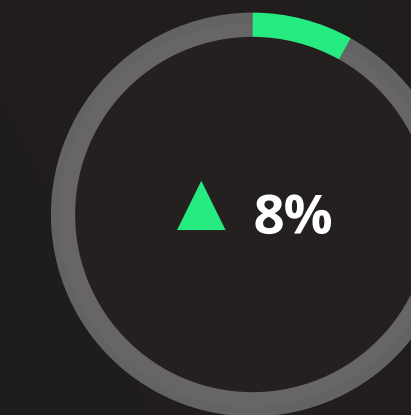
AVERAGE PRICE



Sep 2017



Aug 2017



Sep 2016

In North Vancouver, the average sale price for houses in September 2017 was \$1.734M, a 6% decrease compared to August 2017, when the average sale price was \$1.85M, and an 8% increase from the \$1.604M average sale price from last September.

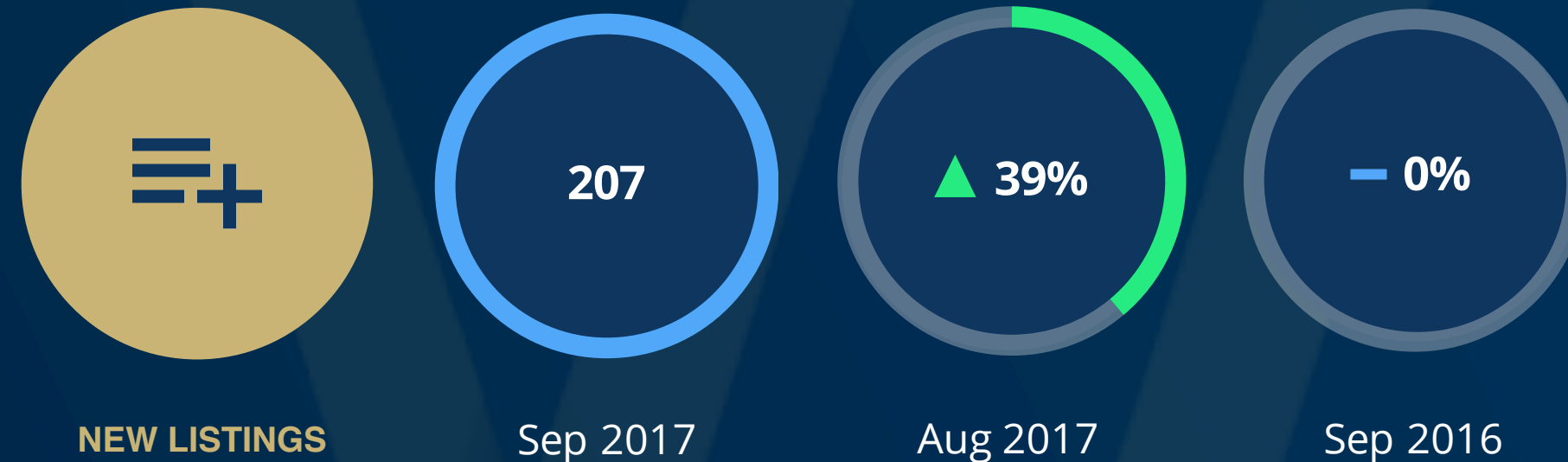
# NORTH VANCOUVER

September, 2017

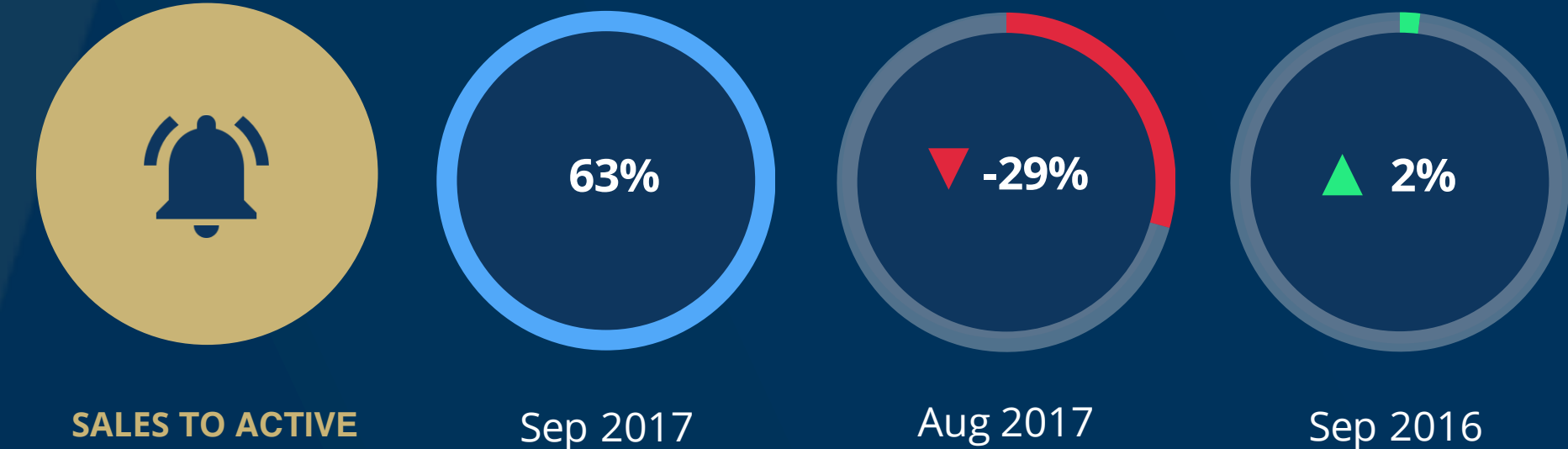


Condos and Townhouses

● CURRENT ● UP ● DOWN



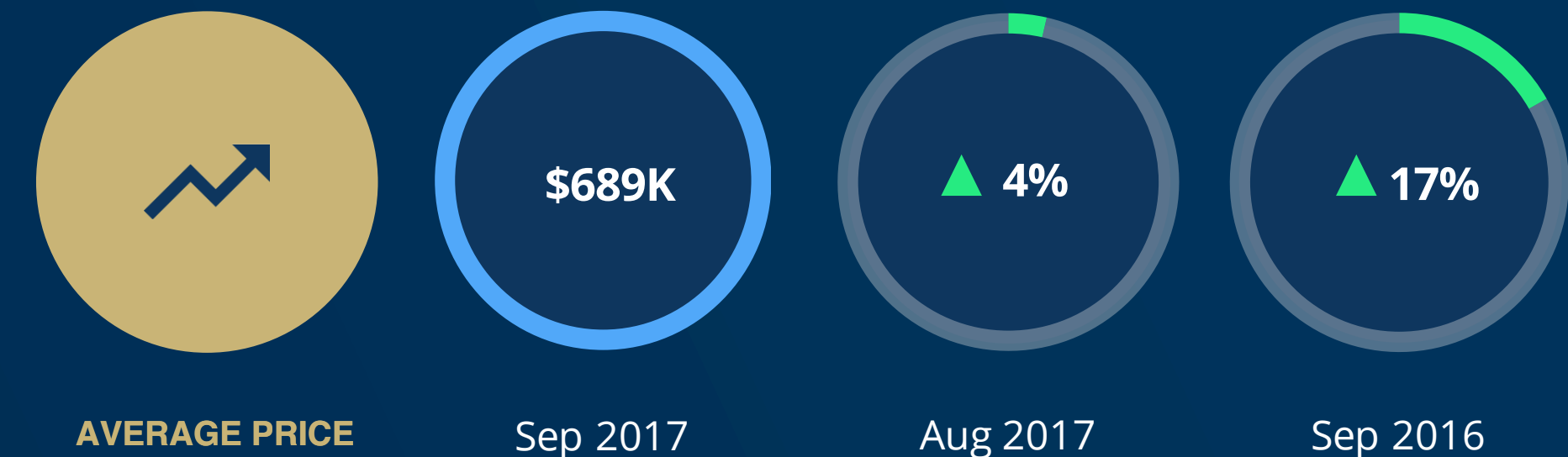
In North Vancouver, the number of new listings for condos and townhouses in September 2017 was 207, a 39% increase compared to August 2017, when 149 homes were listed, and no changes since last September.



In North Vancouver, the sales-to-active listings ratio for condo and townhouses for September 2017 was 63%, a 29% decrease compared to August 2017, when the ratio was 93%, and a 2% increase from the 61% ratio last September.



The number of condos and townhouses sold in North Vancouver in September 2017 was 131, a 5% decrease compared to August 2017, when 138 homes were sold, and a 3% increase from the 127 properties sold last September.



In North Vancouver, the average sale price for condos and townhouses in September 2017 was \$689K, a 4% increase compared to August 2017, when the average sale price was \$665K, and a 17% increase from the \$590K average sale price from last September.

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# West Vancouver

September 2017

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

**Century 21**  
IN TOWN REALTY

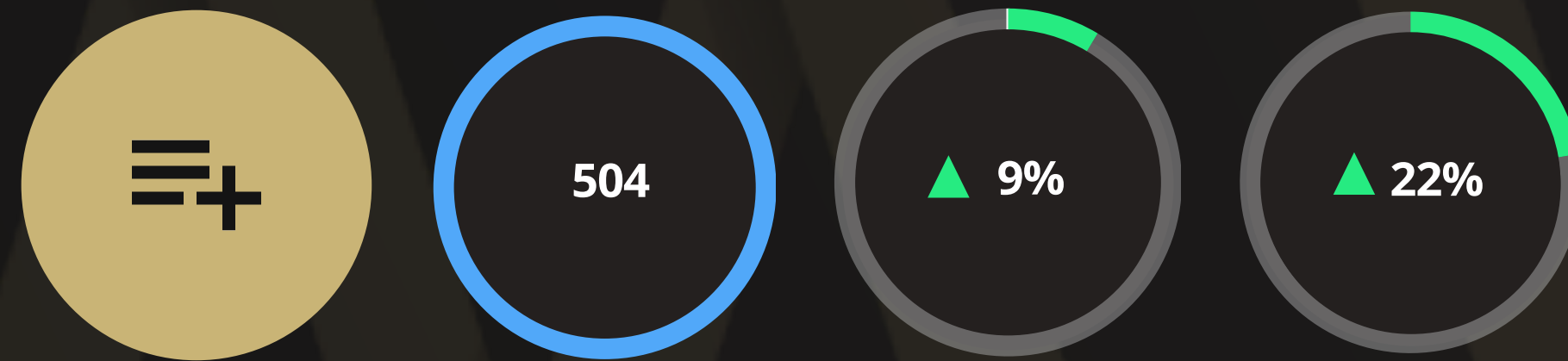
# WEST VANCOUVER

September, 2017



Detached and Houses

● CURRENT ● UP ● DOWN



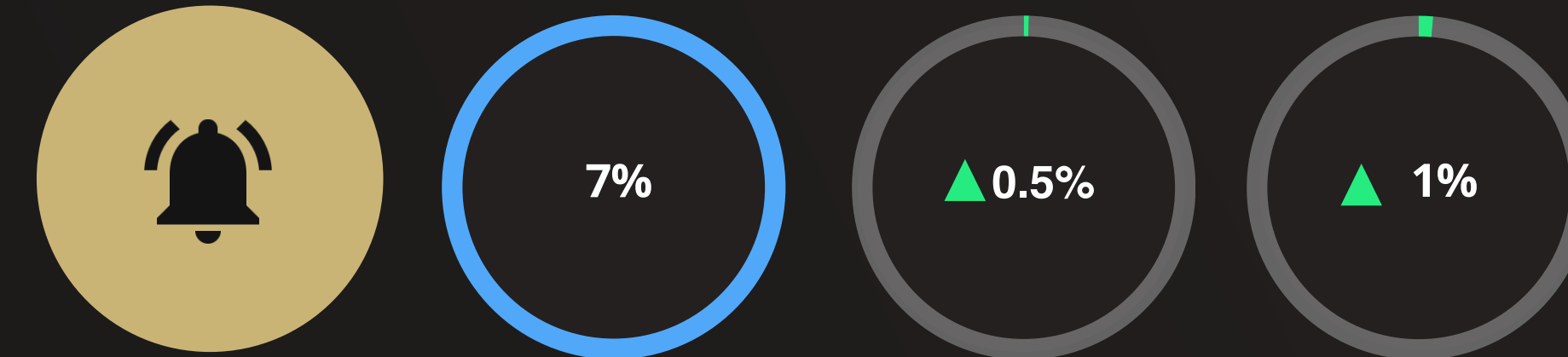
NEW LISTINGS

Sep 2017

Aug 2017

Sep 2016

In West Vancouver houses, the number of new listings for residential properties in September 2017 was 504, a 9% increase compared to August 2017, when 464 homes were listed, and a 22% increase from the 412 properties listed last September.



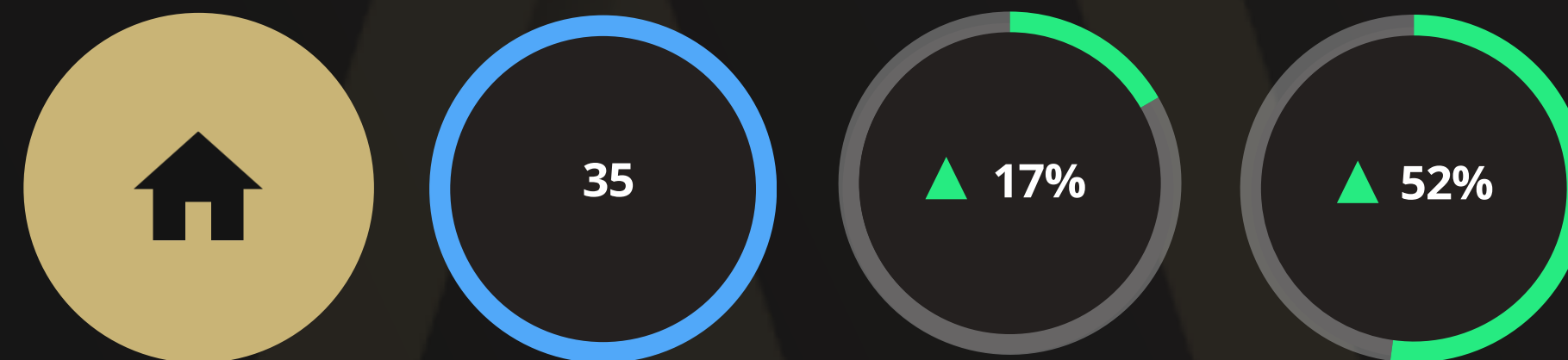
SALES TO ACTIVE

Sep 2017

Aug 2017

Sep 2016

In West Vancouver, the sales to active ratio for houses for September 2017 was 7%, a 0.5% increase compared to August 2017, when the ratio was 6%, and a 1% increase from the 6% ratio last September.



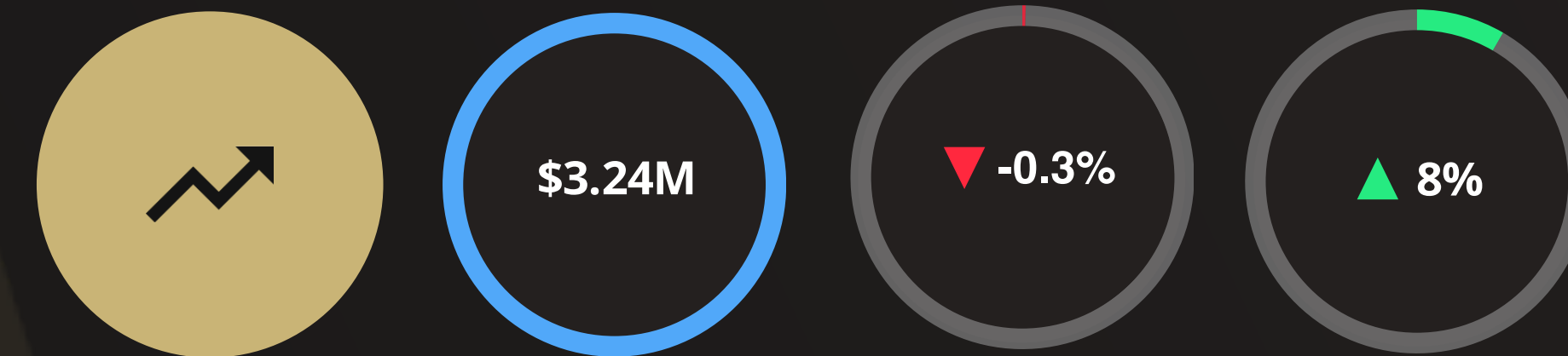
SALES

Sep 2017

Aug 2017

Sep 2016

The number of houses sold in West Vancouver in September 2017 was 35, a 17% increase compared to August 2017, when 30 homes were sold, and a 52% increase from the 23 properties sold last September.



AVERAGE PRICE

Sep 2017

Aug 2017

Sep 2016

In West Vancouver, the average sale price for houses in September 2017 was \$3.24M, a 0.3% decrease compared to August 2017, when the average sale price was \$3.25M, and an 8% increase from the \$2.99M average sale price from last September.



# WEST VANCOUVER

September, 2017



Condos and Townhouses

● CURRENT ● UP ● DOWN



NEW LISTINGS

Sep 2017

Aug 2017

Sep 2016

In West Vancouver, the number of new listings for condos and townhouses in September 2017 was 65, a 14% increase compared to August 2017, when 57 homes were listed, and a 10% increase from the 59 properties listed last September.



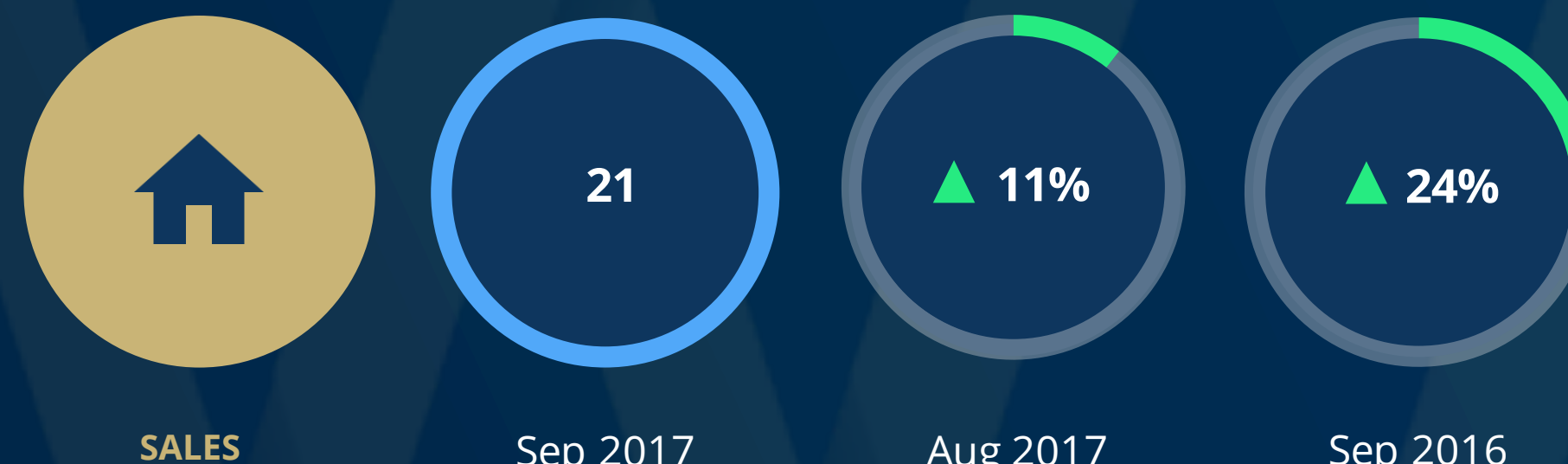
SALES TO ACTIVE

Sep 2017

Aug 2017

Sep 2016

In West Vancouver, the sales-to-active listings ratio for condos and townhouses for September 2017 was 32%, a 1% decrease compared to August 2017, when the ratio was 33%, and a 3% increase from the 29% ratio last September.



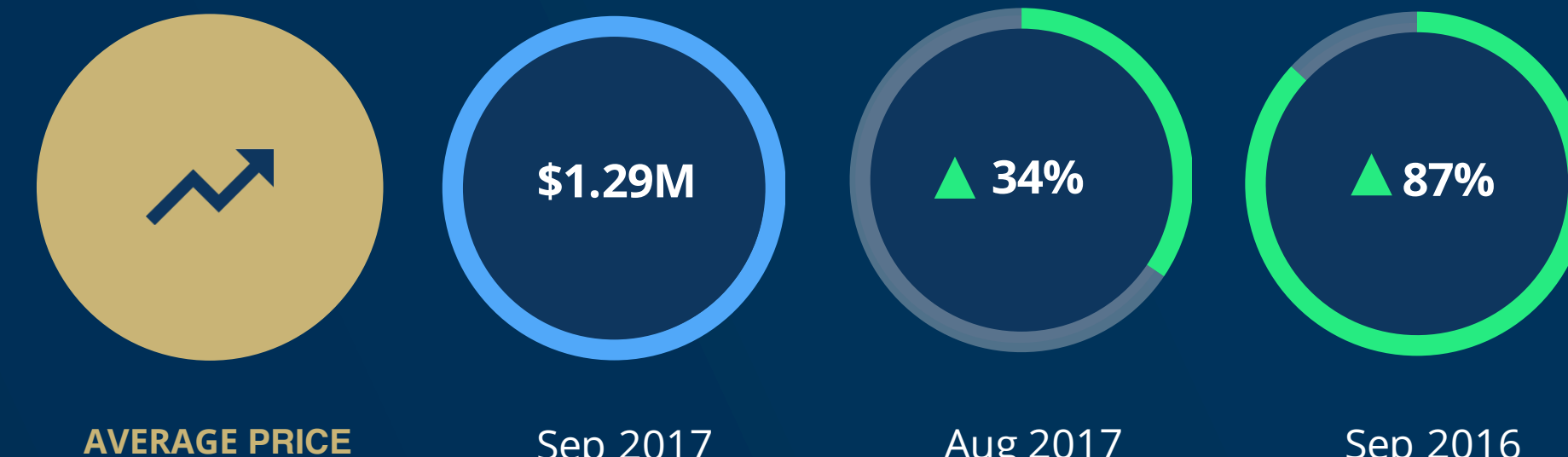
SALES

Sep 2017

Aug 2017

Sep 2016

The number of condos and townhouses sold in West Vancouver in September 2017 was 21, a 11% increase compared to August 2017, when 19 homes were sold, and a 24% increase from the 17 properties sold last September.



AVERAGE PRICE

Sep 2017

Aug 2017

Sep 2016

In West Vancouver, the average sale price for condos and townhouses in September 2017 was \$1288K, a 34% increase compared to August 2017, when the average sale price was \$958K, and a 87% increase from the \$689K average sale price from last September.

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*By Amir Joharifard*

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