

SIMPLE.  
INNOVATIVE.  
EFFECTIVE.



**VIVID**

REAL ESTATE

*By Amir Joharifard*

# Market Update

January 2017

# Areas

GREATER VANCOUVER  
DOWNTOWN VANCOUVER

VANCOUVER WESTSIDE  
VANCOUVER EASTSIDE

NORTH VANCOUVER  
WEST VANCOUVER

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# Greater Vancouver

January 2017



# GREATER VANCOUVER

January, 2017



Detached and Attached Homes

● CURRENT ● UP ● DOWN



LISTINGS

4,134

Jan 2017

▲ 215%

Dec 2016

▼ -7%

Jan 2016

In Greater Vancouver, the number of new listings for residential properties in January 2017 was 4,134, a 215% increase compared to December 2016, when 1,311 homes were listed, and a 7% decrease from the 4,435 properties listed last January



SALES TO ACTIVE

21%

Jan 2017

▼ -6%

Dec 2016

▼ -17%

Jan 2016

In Greater Vancouver, the sales to active ratio for residential property for January 2017 was 21%, a 6% decrease compared to December 2016, when the ratio was 27%, and a 17% decrease from the 38% ratio last January



SALS

1,518

Jan 2017

▼ -11%

Dec 2016

▼ -40%

Jan 2016

The number of residential properties sold in Greater Vancouver in January 2017 was 1,518, a 11% decrease compared to December 2016, when 1,710 homes were sold, and a 40% decrease from the 2,518 properties sold last January.

## What is Sale to Active?

To understand the rate at which properties are selling, and to understand the ratio between supply and demand, we look at the sales to active ratio, which indicates the market type. In a buyers' market, the ratio is between zero and 14%; a balanced market ratio is 15% to 20%; and a sellers' market ratio is 21% plus. If the ratio is greater than 100%, the MLS® data reports that the previous month's sales exceeded current inventory.



# GREATER VANCOUVER

January, 2017



Detached and Houses

● CURRENT ● UP ● DOWN

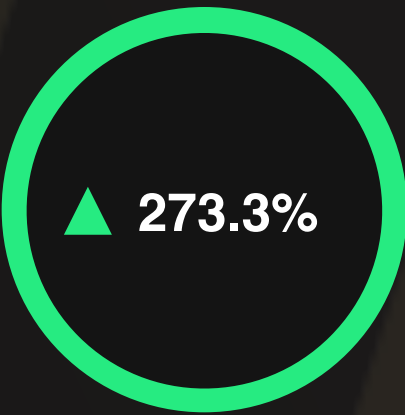


LISTINGS



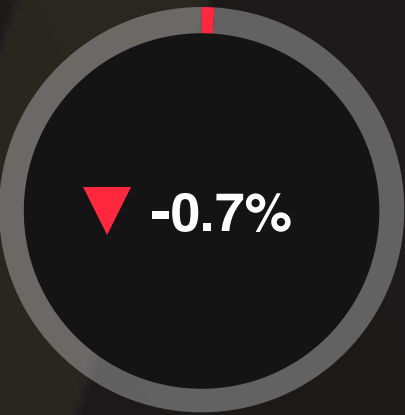
1,915

Jan 2017



▲ 273.3%

Dec 2016



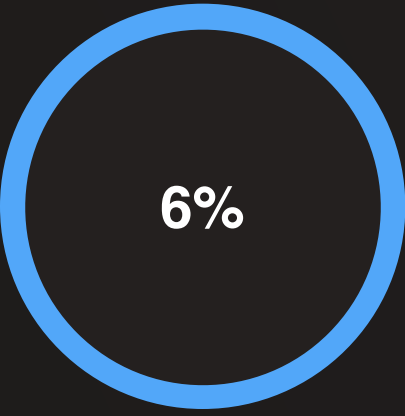
▼ -0.7%

Jan 2016

In Greater Vancouver, the number new listings for detached properties in January 2017 was 1,915, a 273.3% increase compared to December 2016, when 513 homes were listed, and a 0.7% decrease from the 1,929 properties listed last January.

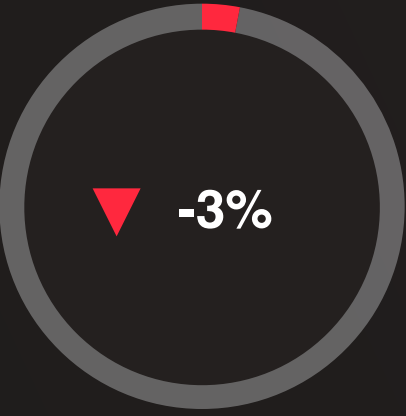


SALES TO ACTIVE



6%

Jan 2017



▼ -3%

Dec 2016



▼ -10%

Jan 2016

In Greater Vancouver, the sales to active ratio for detached properties in January 2017 was 6%, a 3% decrease compared to December 2016, when the ratio was 9%, and a 10% decrease from the 16% ratio last January.

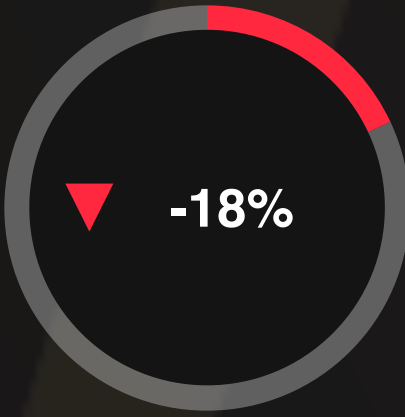


SALS



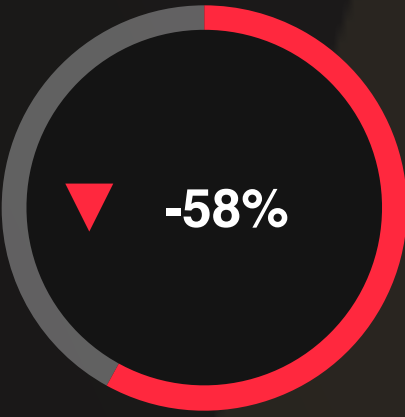
440

Jan 2017



▼ -18%

Dec 2016



▼ -58%

Jan 2016

The number detached properties sold in Greater Vancouver in Jan 2017 is 440, a 18% decrease compared to December 2016, when 547 homes were sold, and a 58 % decrease from the 1,046 properties sold last January.

## Facts

The Average days on Market for Greater Vancouver detached properties in January 2017 was 58 days, a 18% Increase in comparison to 49 days in December 2016. The average price per square foot for Greater Vancouver detached properties in January 2017 was \$606, a 4% decrease in comparison to \$628 per square foot in December 2016.

# GREATER VANCOUVER

January, 2017



Condos and Townhouses

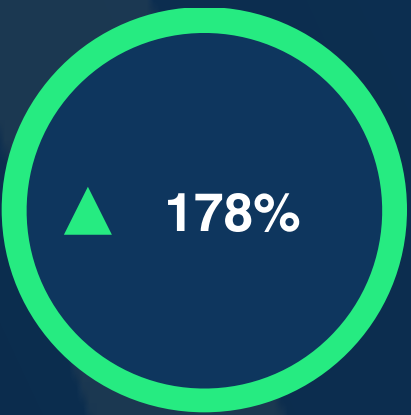
● CURRENT ● UP ● DOWN



LISTINGS



Jan 2017



Dec 2016

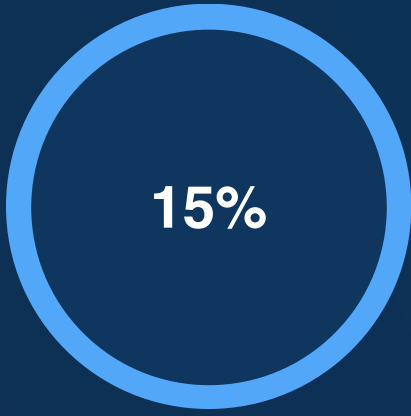


Jan 2016

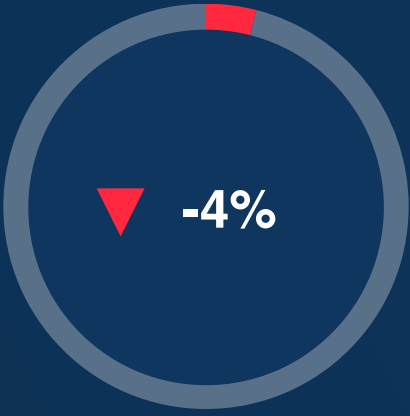
In Greater Vancouver, the number new listings for attached properties in January 2017 was 2,219, a 178% increase compared to December 2016, when 798 homes were listed, and a 12% decrease from the 2,506 properties listed last January.



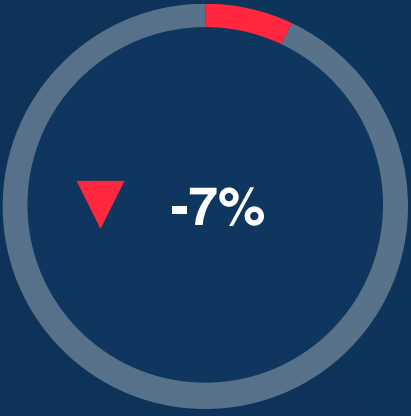
SALES TO ACTIVE



Jan 2017



Dec 2016



Jan 2016

In Greater Vancouver, the sales to active ratio for condos and townhouse in January 2017 was 15%, a 4% decrease compared to compared to December 2016, when the ratio was 19%, and a 7% decrease from the 22% ratio last January.



SALS



Jan 2017



Dec 2016



Jan 2016

The number condos and townhouses sold in Greater Vancouver in January 2017 was 1,078, a 8% decrease compared December 2016, when 1,173 homes were sold, and a 27% decrease from the 1,472 properties sold last January.

## Facts

The average days on the market for Greater Vancouver condos in January 2017 was 45 days, while for townhouses it was 38 days. The average price per square foot for Greater Vancouver condos was \$606 in January 2017, whereas for townhouses it was \$514 per square foot.

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# Downtown Vancouver

January, 2017





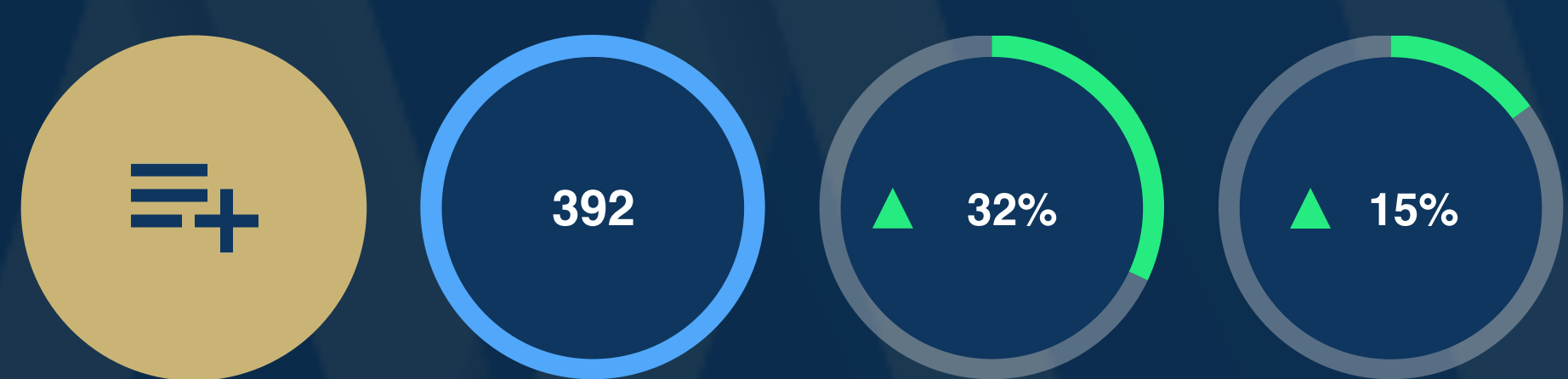
# DOWNTOWN VANCOUVER

January, 2017



Condos and Townhouses

CURRENT UP DOWN



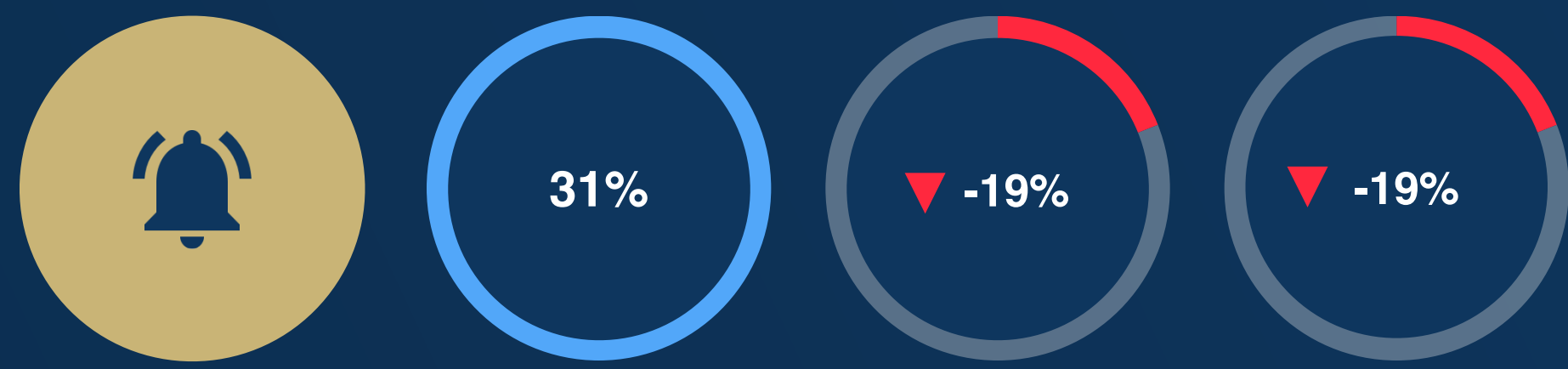
LISTING

Jan 2017

Dec 2016

Jan 2016

In Downtown Vancouver, the number new listings for attached properties in January 2017 was 392, a 32% increase compared to December 2016, when 296 homes were sold, and a 15% increase from the 341 properties sold last January.



SALES TO ACTIVE

Jan 2017

Dec 2016

Jan 2016

In Downtown Vancouver, the sales to active ratio for condos and townhouse in January 2017 was 31%, a 19% decrease compared to December 2016, when the ratio was 50%, and a 19% decrease from the 50% ratio last January.



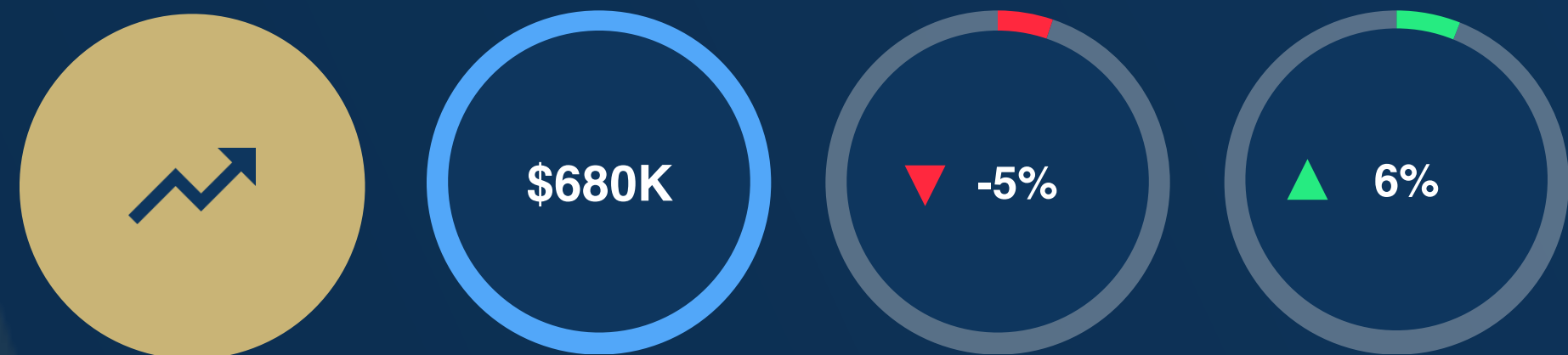
SALS

Jan 2017

Dec 2016

Jan 2016

In Downtown Vancouver, the number condos and townhouses sold in January 2017 was 121, a 18% decrease compared to December 2016, when 147 homes were sold, and a 28.4 % decrease from the 169 properties sold last January.



AVERAGE PRICE

Jan 2017

Dec 2016

Jan 2016

The average sale price for residential property in January 2017 was \$680K, a 5% decrease compared to December 2016, when the average sale price was \$717K, and a 6 % increase from the \$642K average sale price from last January.



# Market Type

## DOWNTOWN VANCOUVER

January, 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% & Grater 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 Westside

January, 2017



# VANCOUVER WESTSIDE

January, 2017

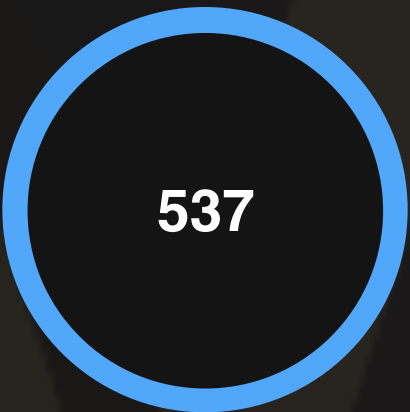


Detached and Houses

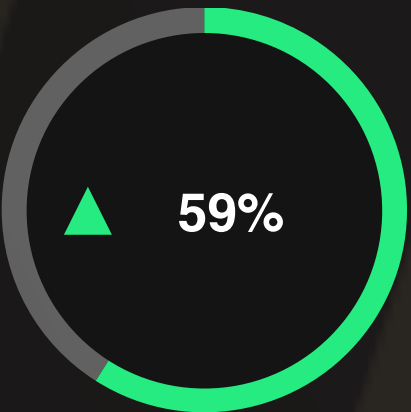
CURRENT UP DOWN



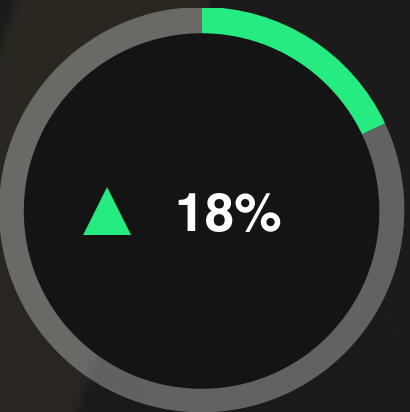
LISTINGS



Jan 2017



Dec 2016

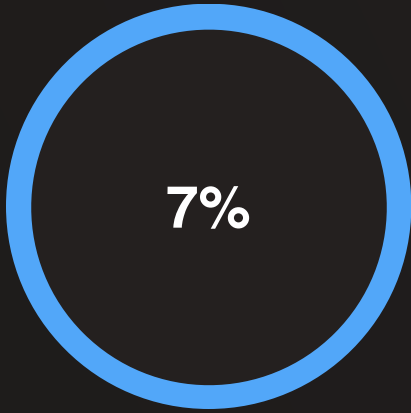


Jan 2016

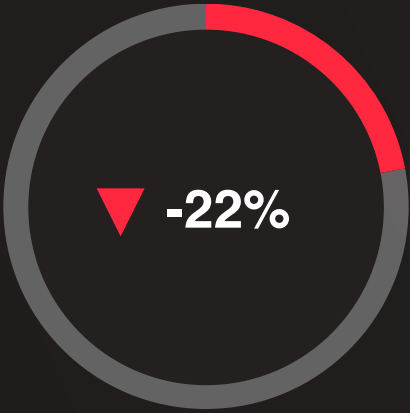
In Vancouver West, the number new listings for detached property in January 2017 was 537, a 59% increase compared to December 2016, when 337 homes were listed, and a 18% increase from the 456 properties listed last January.



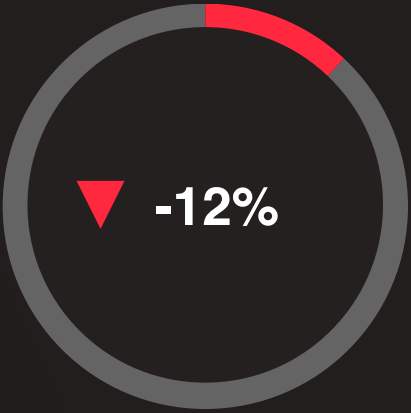
SALES TO ACTIVE



Jan 2017



Dec 2016



Jan 2016

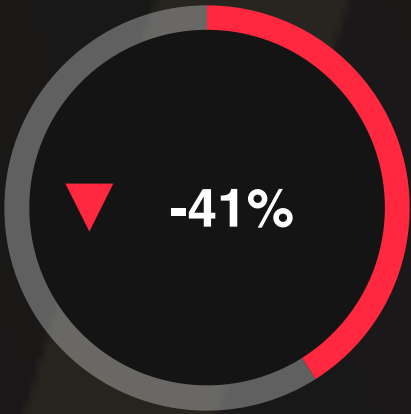
The sales to active ratio for detached property in Vancouver West for January 2017 was 7%, a 22% decrease compared to December 2016, when the ratio was 29%, and a 12% decrease from the 19% ratio last January.



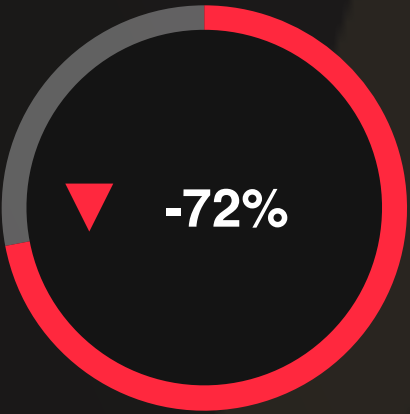
SALS



Jan 2017



Dec 2016



Jan 2016

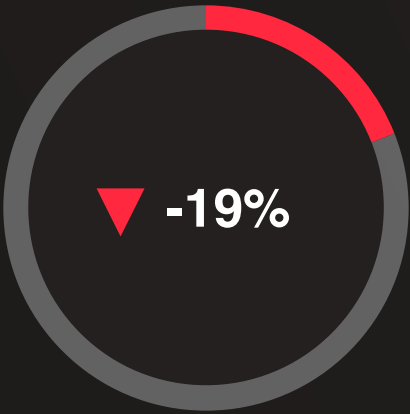
The number residential houses sold in Vancouver West for January 2017 was 37, a 41% decrease compared to December 2016, when 63 homes were sold, and a 72% decrease from the 133 properties sold last January.



AVERAGE PRICE



Jan 2017



Dec 2016



Jan 2016

The average sale price for detached properties in Vancouver West for January 2017 was \$2.82M; a 19% decrease compared to December 2016, when the average sale price was \$3.48M, and a 20 % decrease from the \$3.5M average sale price from last January.



# Market Type

## VANCOUVER WESTSIDE

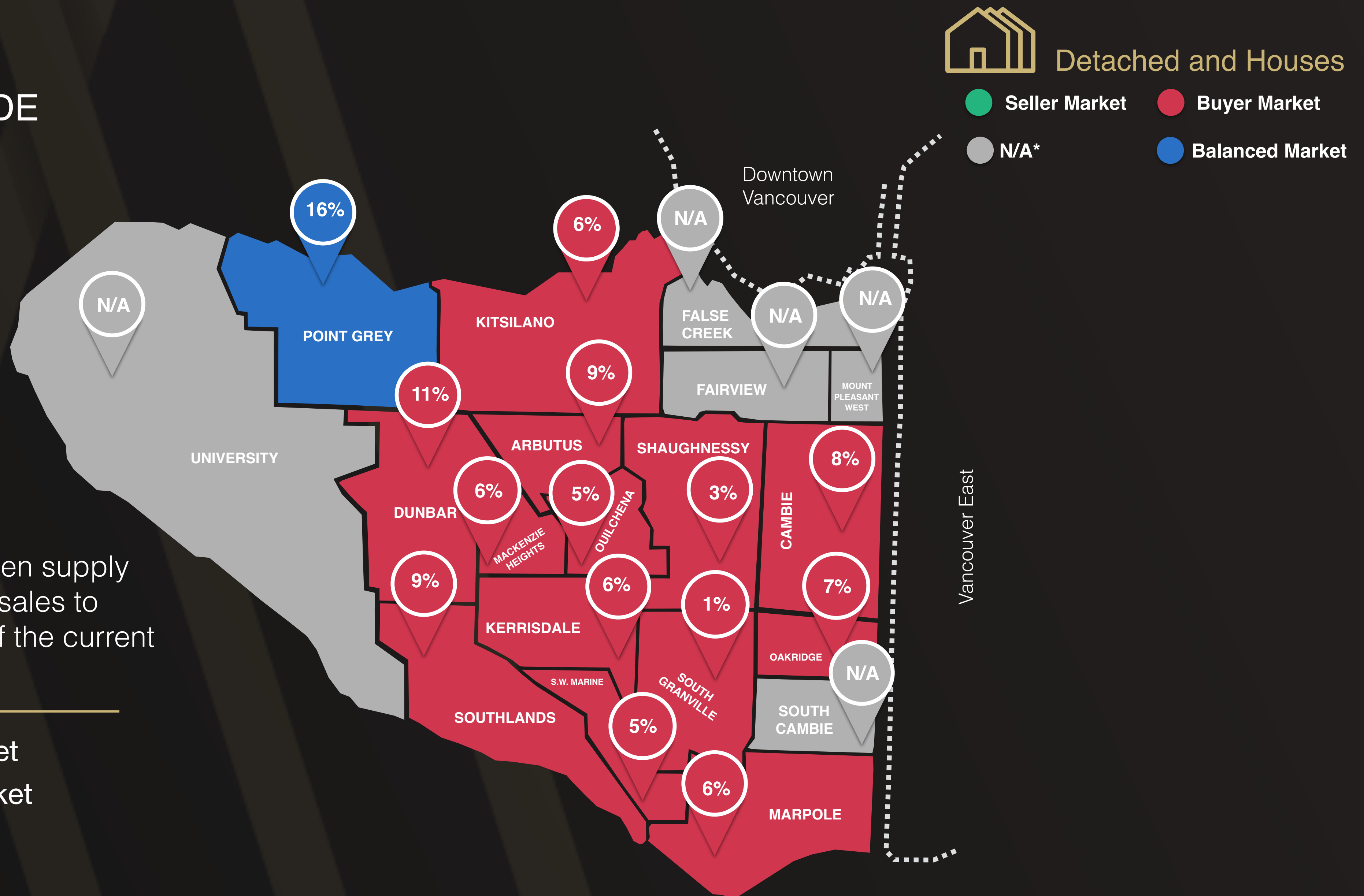
January, 2017

### 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% & Grater Sellers Market
- 15% to 20% Balanced Market
- 14% & Less Buyer Market

\* There isn't enough data to determine the market type.



# VANCOUVER WESTSIDE

January, 2017



Condos and Townhouses

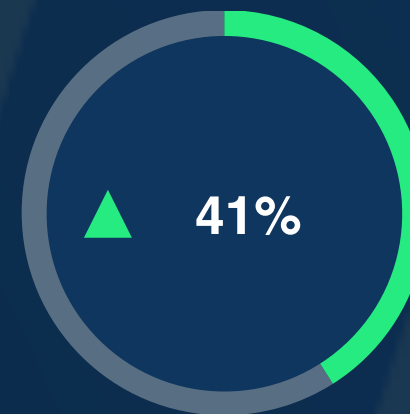
● CURRENT ● UP ● DOWN



LISTINGS



Jan 2017



Dec 2016

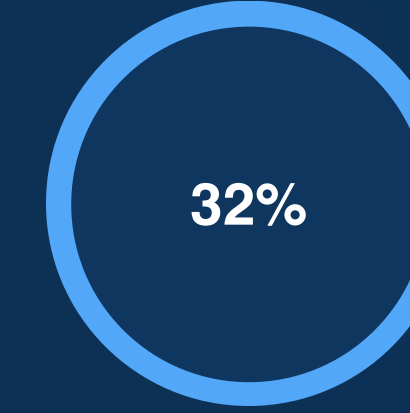


Jan 2016

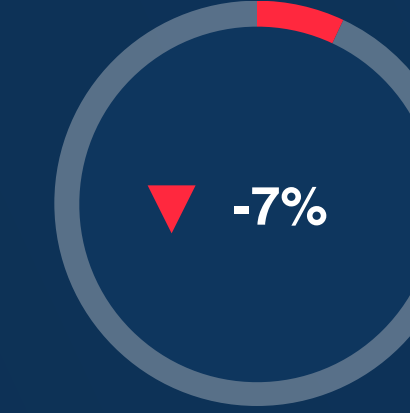
The number of new listings for condos and townhouses in Vancouver West for January 2017 was 348, a 41% increase compared to December 2016, when 246 homes were listed, and a 19% decrease from the 431 properties listed last January.



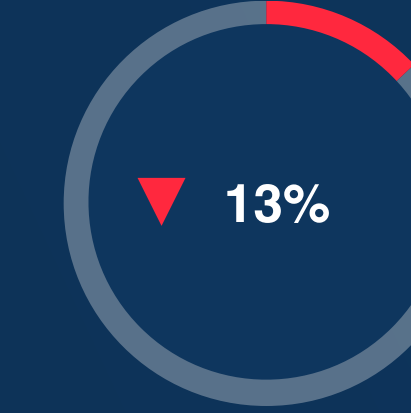
SALES TO ACTIVE



Jan 2017



Dec 2016



Jan 2016

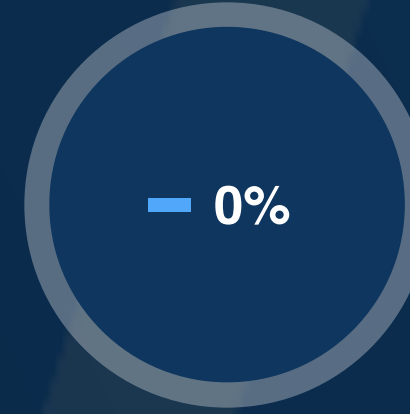
In Vancouver West, the sales to active ratio for residential property in for January 2017 was 32%, a 7% decrease compared to December 2016, when the ratio was 39%, and a 13% decrease from the 45% ratio last January.



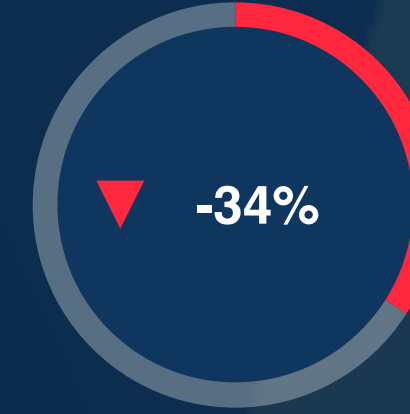
SALS



Jan 2017



Dec 2016



Jan 2016

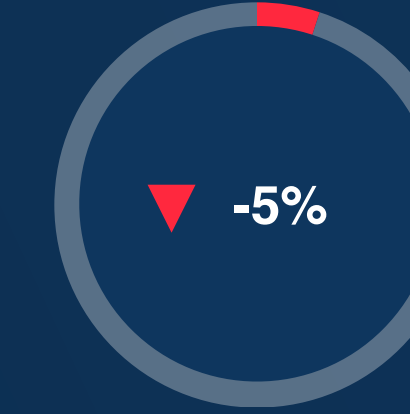
In Vancouver West, the number of condo and townhouse properties sold in January 2017 was 111, the same number of sales as in December 2016. However, there was a 34% decrease from the 169 properties sold last January.



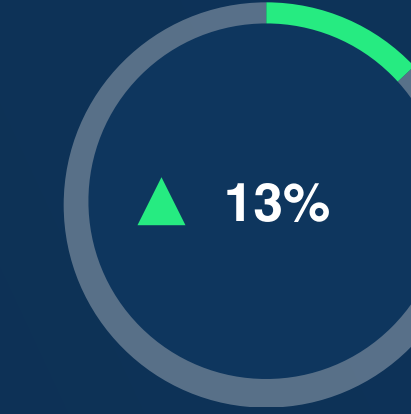
AVERAGE PRICE



Jan 2017



Dec 2016



Jan 2016

In Vancouver West, the average sale price for condos and townhouses in January 2017 was \$689K, a 5% decrease compared to December 2016, when the average sale price was \$728K, and a 13% increase from the \$608K average sale price from last January.



# Market Type

## VANCOUVER WESTSIDE

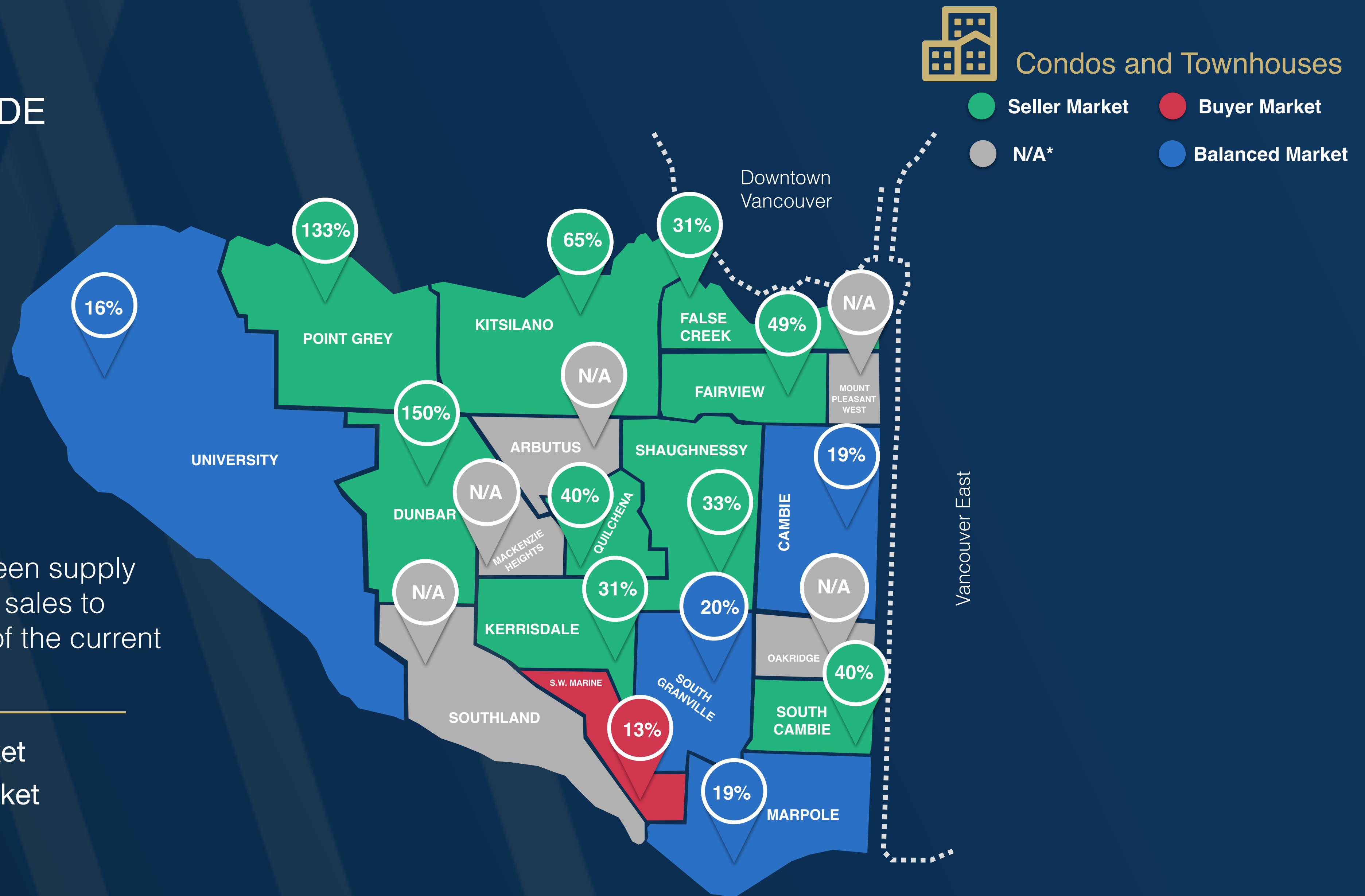
January, 2017

### 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% & Grater 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

January, 2017



# VANCOUVER EASTSIDE

January, 2017



Detached and Houses

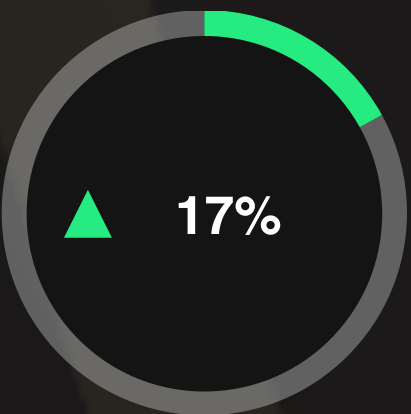
● CURRENT ● UP ● DOWN



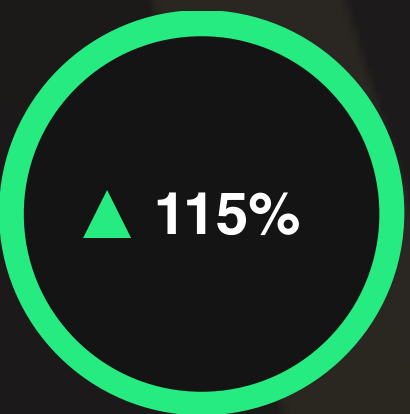
LISTINGS



Jan 2017



Dec 2016

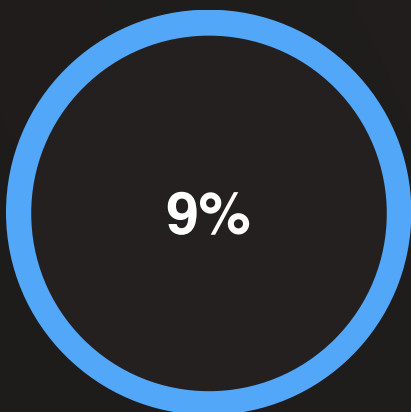


Jan 2016

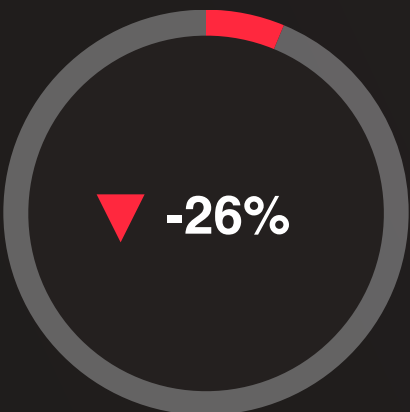
In East Vancouver, the number new listings for detached property in January 2017 was 586, a 17% increase compared to December 2016, when 501 homes were listed, and a 115% increase from the 272 properties listed last January.



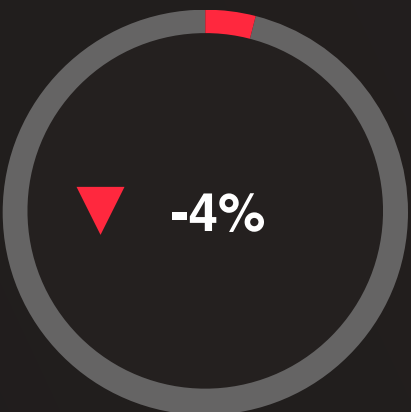
SALES TO ACTIVE



Jan 2017



Dec 2016



Jan 2016

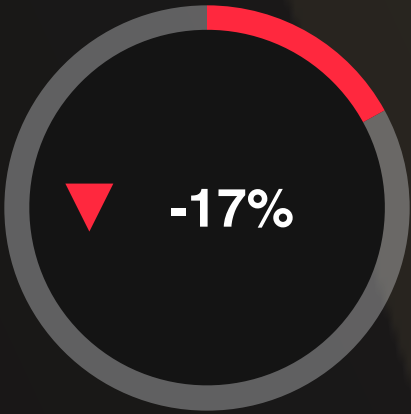
The sales to active ratio for houses in East Vancouver for January 2017 was 9%, a 26% decrease compared to December 2016, when the ratio was 35%, and a 4% decrease from the 13% ratio last January.



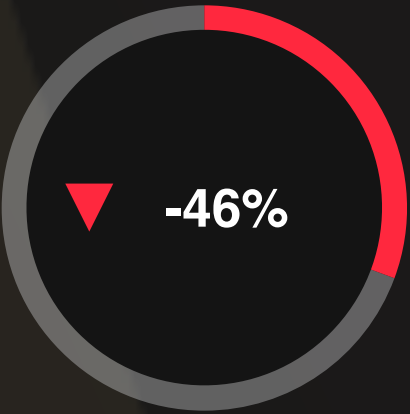
SALS



Jan 2017



Dec 2016



Jan 2016

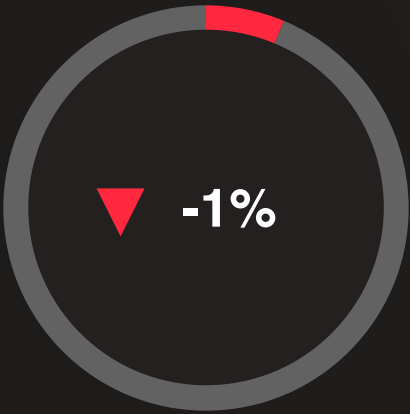
In East Vancouver, the number houses sold for January 2017 was 52, a 17% decrease compared to December 2016, when 63 homes were sold, and a 46% decrease from the 96 properties sold last January.



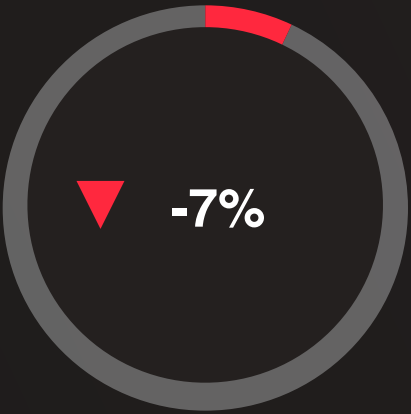
AVERAGE PRICE



Jan 2017



Dec 2016



Jan 2016

The average sale price for houses in East Vancouver for January 2017 is \$1.355M; a 1% decrease compared to December 2016, when the average sale price was \$1.375M, and a 7% decrease from the \$1.450M average sale price from last January.

# Market Type

## VANCOUVER WESTSIDE

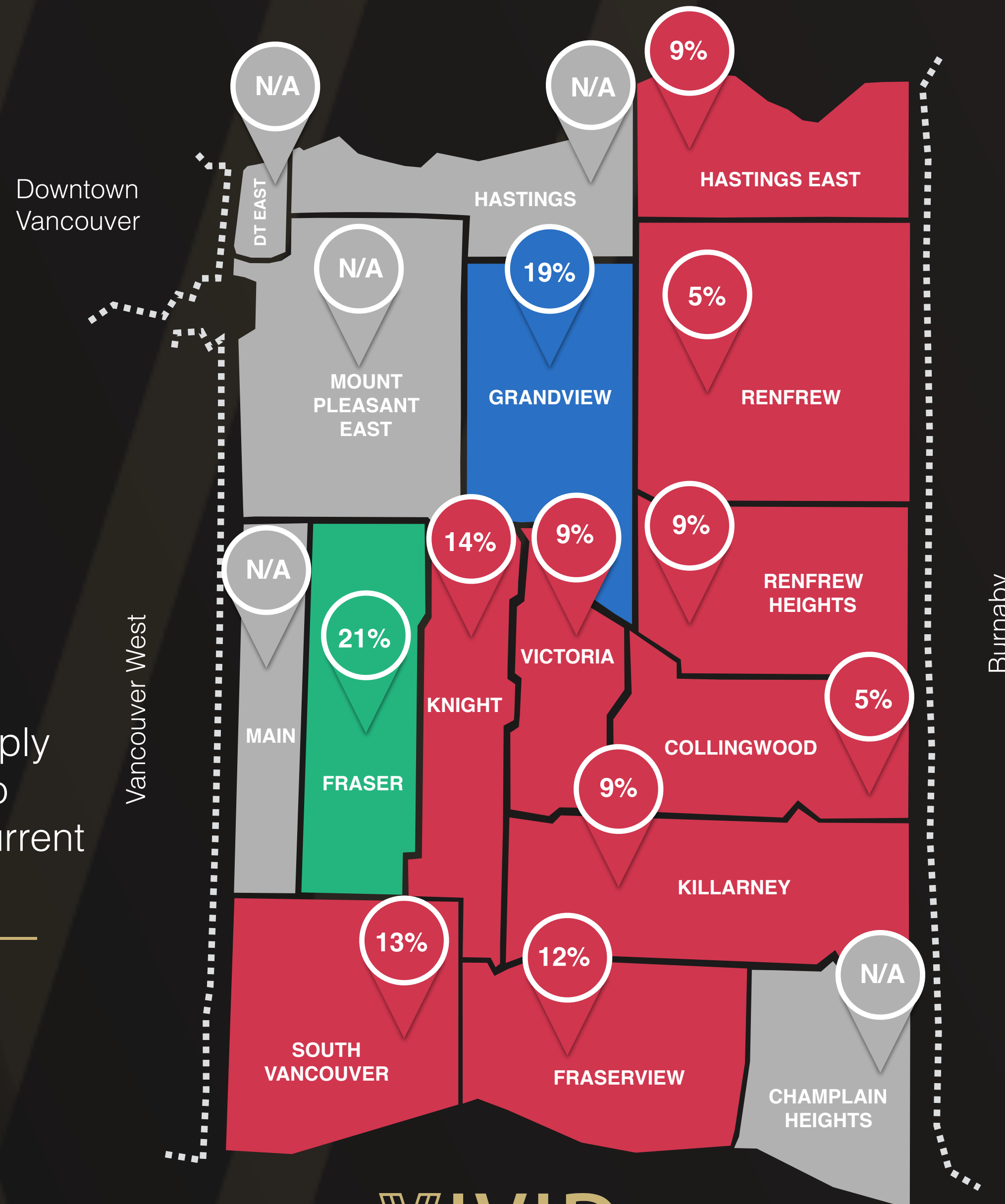
January, 2017

### 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% & Grater 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

January, 2017



Condos and Townhouses

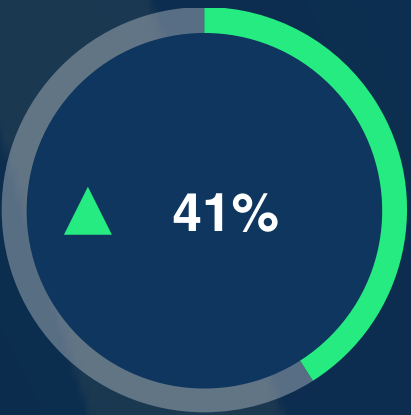
CURRENT UP DOWN



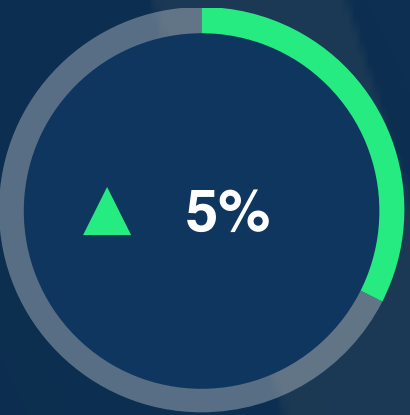
LISTINGS



Jan 2017



Dec 2016



Jan 2016

In East Vancouver, the number new listings for condos and townhouses for January 2017 was 212, a 41% increase compared to December 2016, when 150 homes were listed, and a 5% increase from the 202 properties listed last January.



SALES TO ACTIVE



Jan 2017



Dec 2016



Jan 2016

The sales to active ratio for condos and townhouses in East Vancouver for January 2017 was 40%, an 37% decrease compared to December 2016, when the ratio was 77%, and an 8% decrease from the 48% ratio last January.



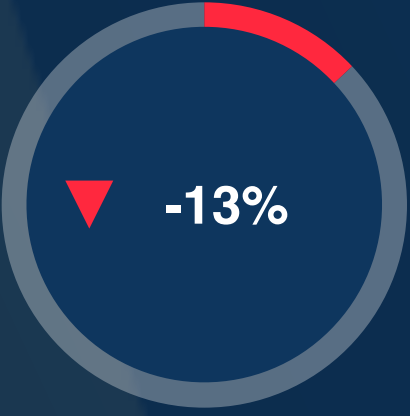
SALS



Jan 2017



Dec 2016



Jan 2016

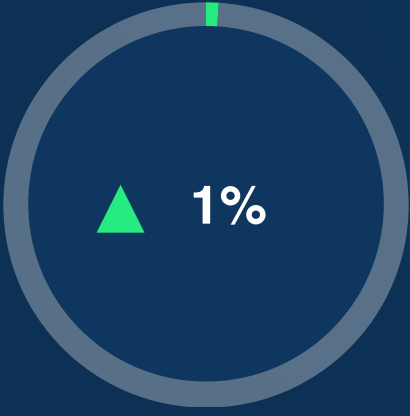
In East Vancouver, the number condos and townhouses sold for January 2017 was 85, a 26% decrease compared to December 2016, when 115 homes were sold, and a 13% decrease from the 98 properties sold last January.



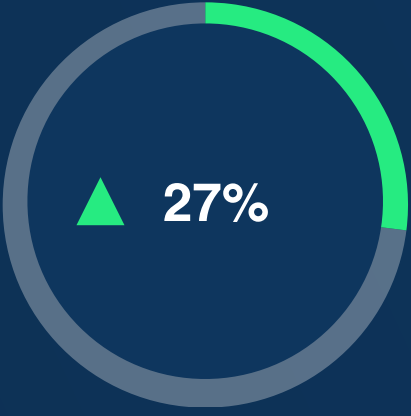
AVERAGE PRICE



Jan 2017



Dec 2016



Jan 2016

The average sale price for condos and townhouses in East Vancouver for January 2017 was \$517, a 1% increase compared to December 2016, when the average sale price was \$512K, and a 27% increase from the \$406K average sale price from last January.

# Market Type

## VANCOUVER EASTSIDE

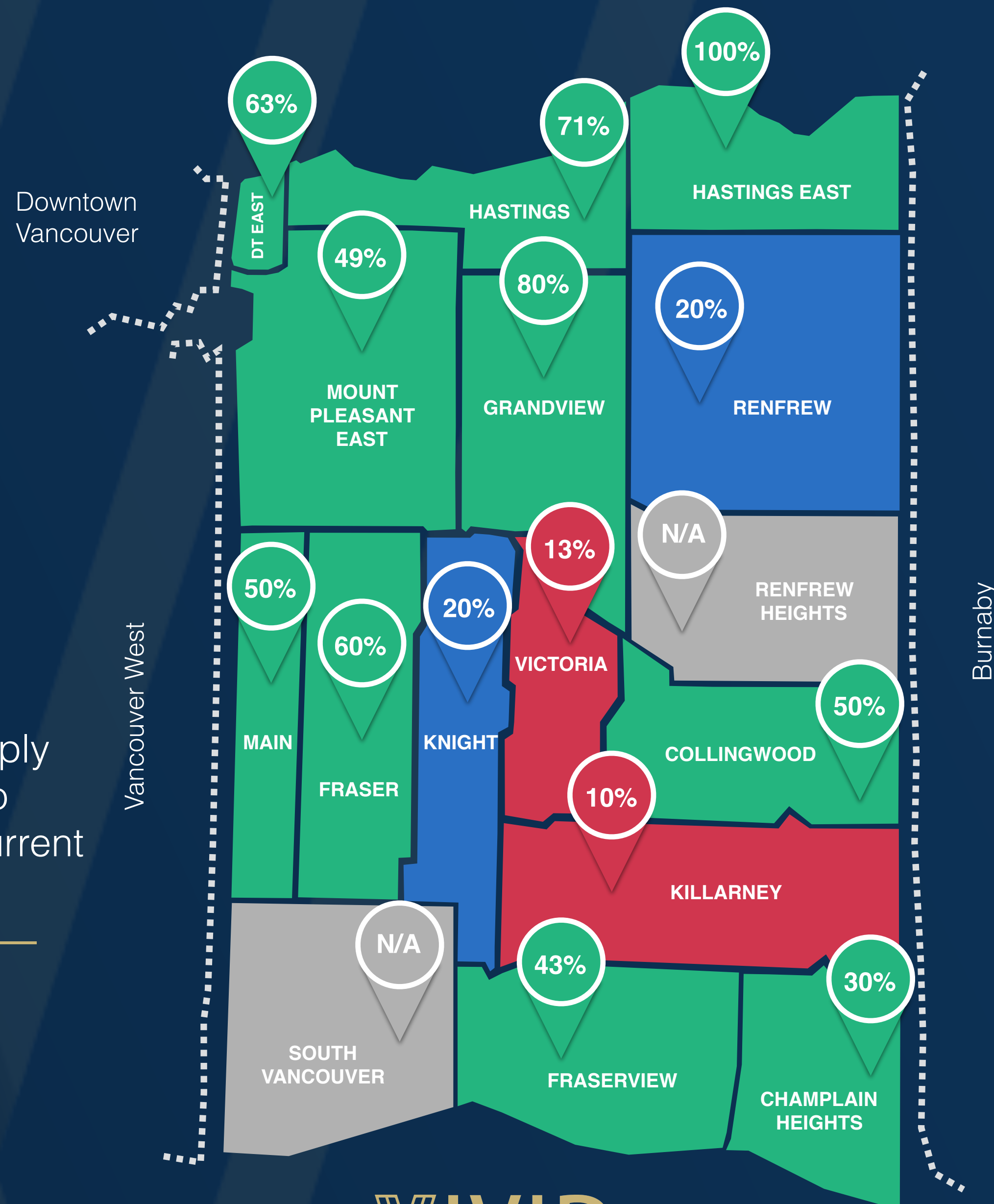
January, 2017

### 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% & Grater 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

January, 2017





# NORTH VANCOUVER

January, 2017



Detached and Houses

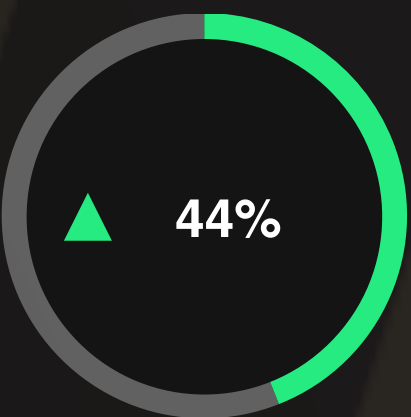
● CURRENT ● UP ● DOWN



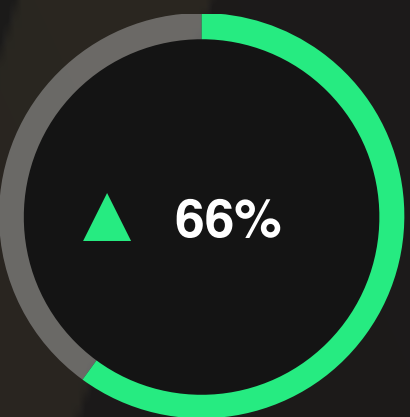
LISTINGS



Jan 2017



Dec 2016

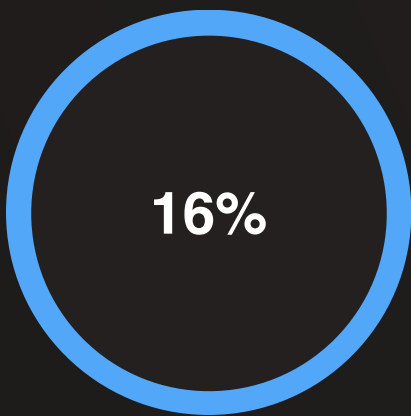


Jan 2016

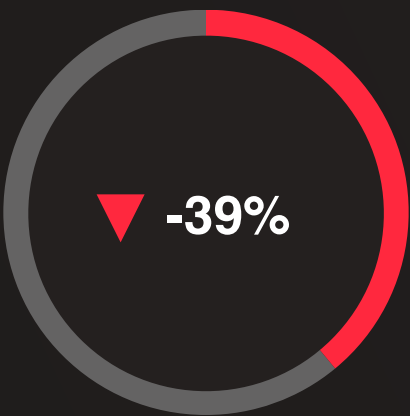
In North Vancouver, the number new listings for detached properties in January 2017 was 209, a 44% increase compared to December 2016, when 145 homes were listed, and a 66% increase from the 126 properties listed last January.



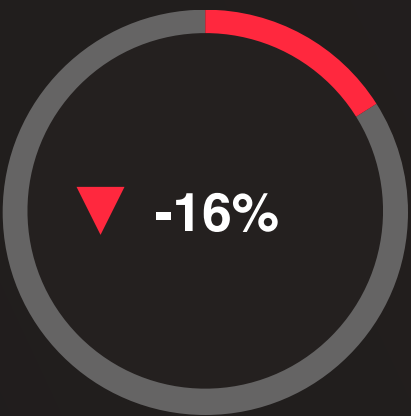
SALES TO ACTIVE



Jan 2017



Dec 2016



Jan 2016

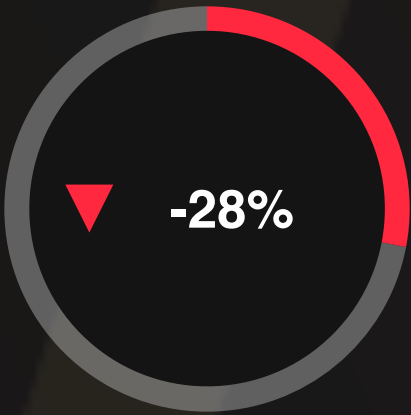
The sales to active ratio for houses in North Vancouver for January 2017 was 16%, a 39% decrease compared to December 2016, when the ratio was 55%, and a 16% decrease from the 32% ratio last January.



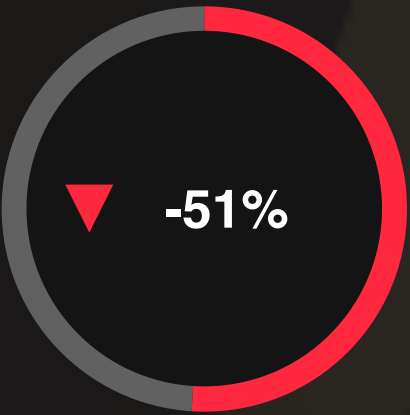
SALS



Jan 2017



Dec 2016

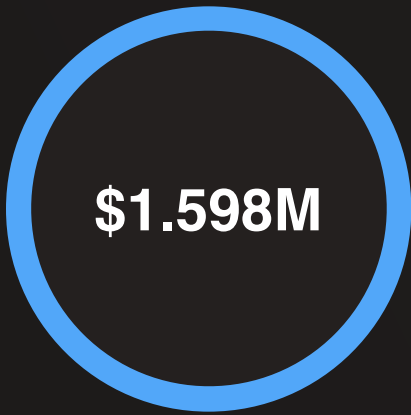


Jan 2016

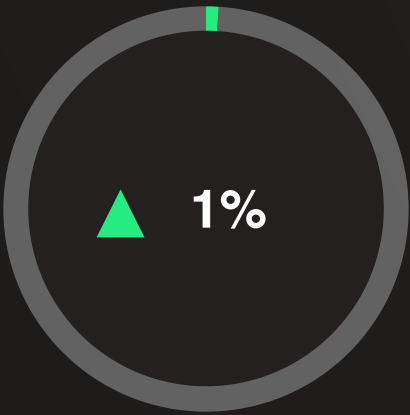
In North Vancouver, the number houses sold for January 2017 was 34, a 28% decrease compared to December 2016, when 47 homes were sold, and a 51% decrease from the 69 properties sold last January.



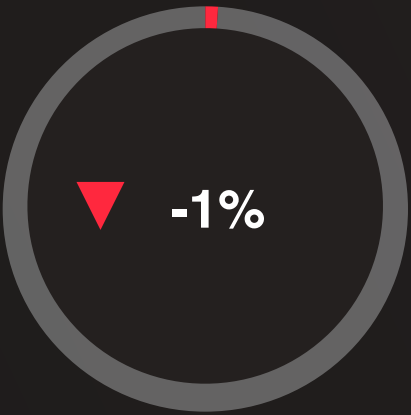
AVERAGE PRICE



Jan 2017



Dec 2016



Jan 2016

The average sale price for houses in North Vancouver for January 2017 was \$1.598, a 1% increase compared to December 2016, when the average sale price was \$1.590M, and an 1% decrease from the \$1.615M average sale price from last January.

# NORTH VANCOUVER

January, 2017



Condos and Townhouses

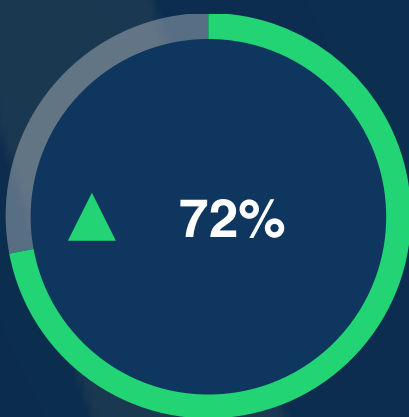
● CURRENT ● UP ● DOWN



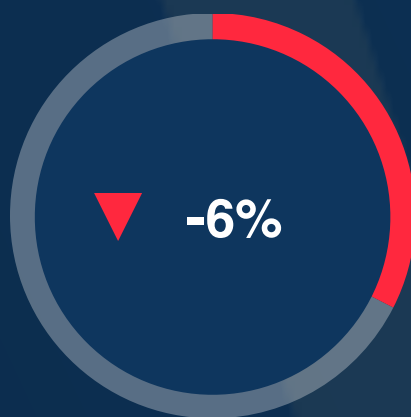
LISTINGS



Jan 2017



Dec 2016

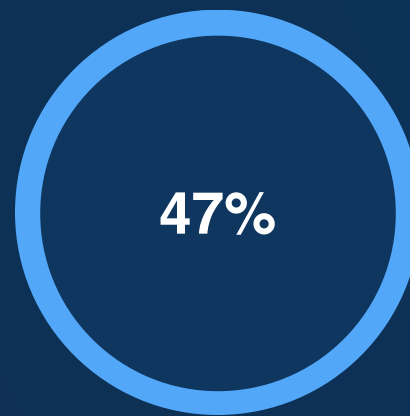


Jan 2016

In North Vancouver, the number new listings for condos and townhouses for January 2017 was 150, a 72% increase compared to December 2016, when 87 homes were listed and a 6% decrease from the 160 properties listed last January.



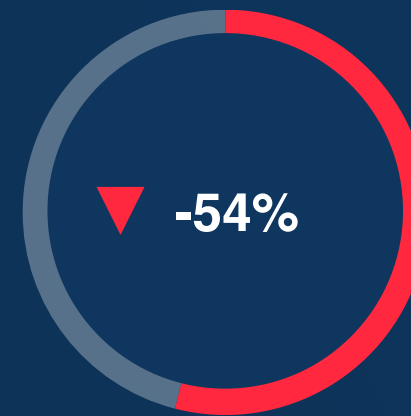
SALES TO ACTIVE



Jan 2017



Dec 2016



Jan 2016

The sales to active ratio for condos and townhouses in North Vancouver for January 2017 was 47%, a 14% decrease compared to December 2016, when the ratio was 61%, and a 54% decrease from the 101% ratio last January.



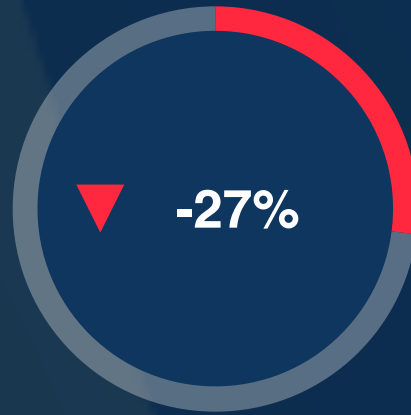
SALS



Jan 2017



Dec 2016



Jan 2016

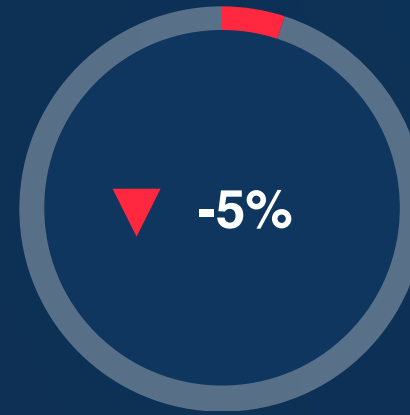
In North Vancouver, the number condos and townhouses sold for January 2017 was 71, a 19% decrease compared to December 2016, when 88 homes were sold, and a 37% decrease from the 97 properties sold last January.



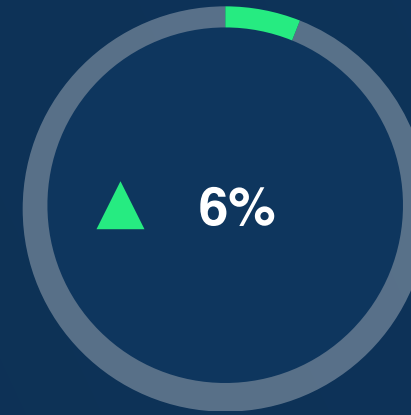
AVERAGE PRICE



Jan 2017



Dec 2016



Jan 2016

The average sale price for condos and townhouses in North Vancouver for January 2017 was \$591K, a 5% decrease compared to December 2016, when the average sale price was \$620K, and a 6% increase from the \$556k average sale price from last January.

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# West Vancouver

January, 2017





# WEST VANCOUVER

January, 2017



Detached and Houses

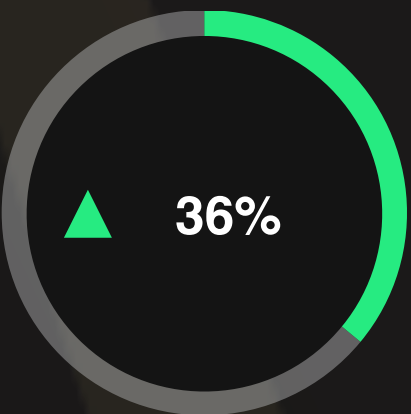
CURRENT UP DOWN



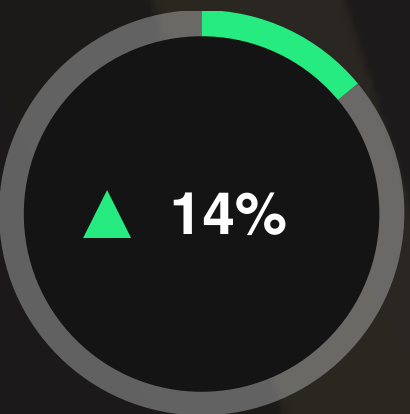
LISTINGS



Jan 2017



Dec 2016

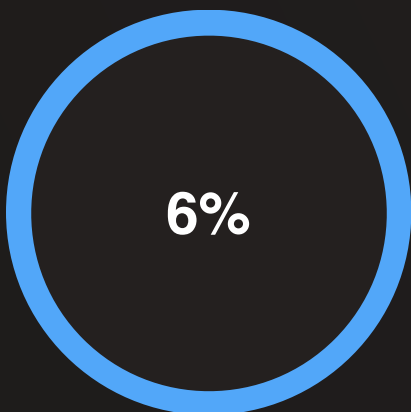


Jan 2016

In West Vancouver, the number new listings for houses in January 2017 was 330, a 36% increase compared to December 2016, when 243 homes were listed, and a 14% increase from the 290 properties listed last January.



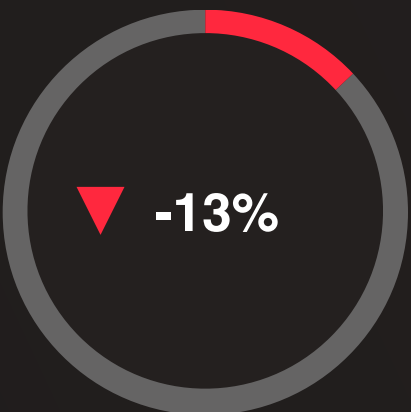
SALES TO ACTIVE



Jan 2017



Dec 2016



Jan 2016

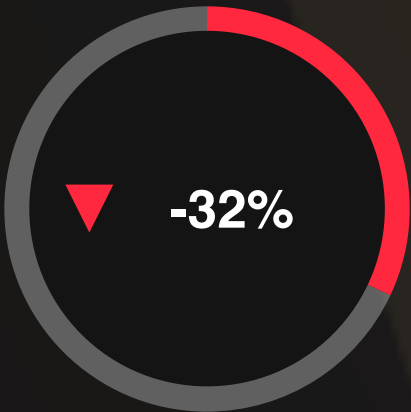
The sales to active ratio for houses in West Vancouver for January 2017 was 6%, a 22% decrease compared to last month when the ratio was 28% and a 7% decrease from the 13% ratio last January.



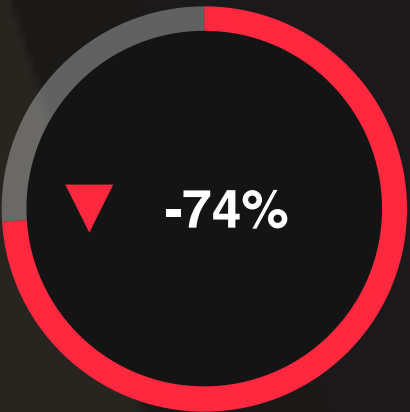
SALS



Jan 2017



Dec 2016



Jan 2016

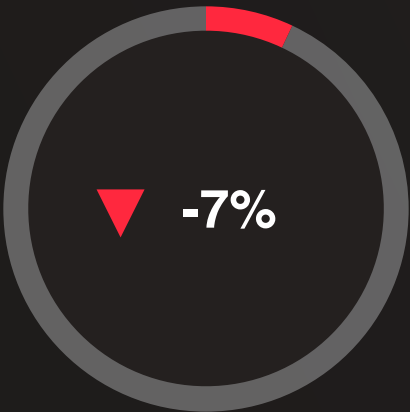
In West Vancouver the number houses sold for January 2017 was 21; a 32% decrease compared to December 2016, when 31 homes were sold, and a 74% decrease from the 82 properties sold last Januuary.



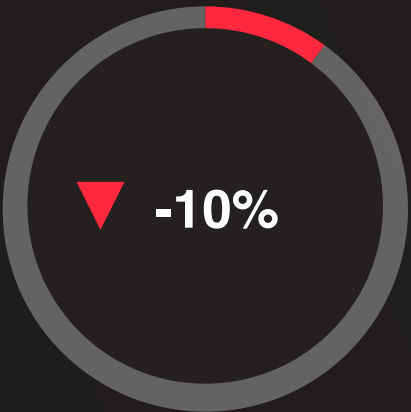
AVERAGE PRICE



Jan 2017



Dec 2016



Jan 2016

The average sale price for houses in West Vancouver for January 2017 is \$2.675M, a 7% decrease compared to December 2016, when the average sale price was \$2.960M, and a 10% decrease from the \$3.069M average sale price from last January.

# WEST VANCOUVER

January, 2017



Condos and Townhouses

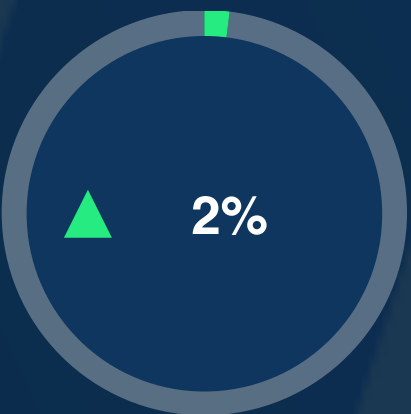
CURRENT UP DOWN



LISTINGS



Jan 2017



Dec 2016



Jan 2016

In West Vancouver, the number new listings for condos and townhouses in Jan 2017 is 50, a 2% increase compared to December 2016, when 49 homes were listed, and a 22% decrease from the 64 properties listed last January.



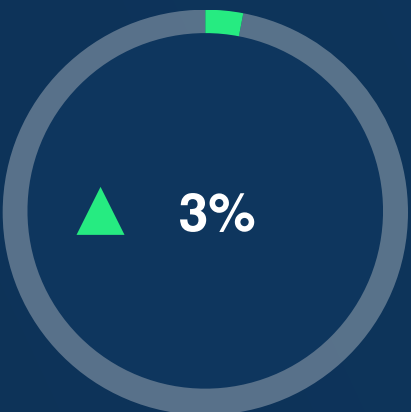
SALES TO ACTIVE



Jan 2017



Dec 2016



Jan 2016

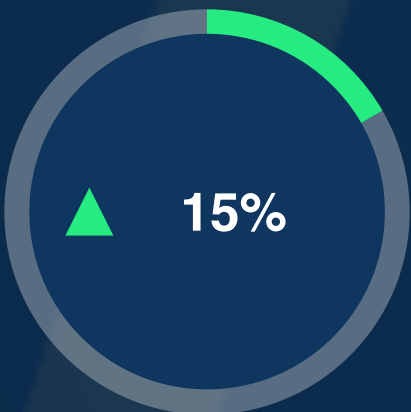
The sales to active ratio for condos and townhouses in West Vancouver for January 2017 was 30%, a 6% decrease compared to December 2016, when the ratio was 36%, and a 3% increase from the 27% ratio last January.



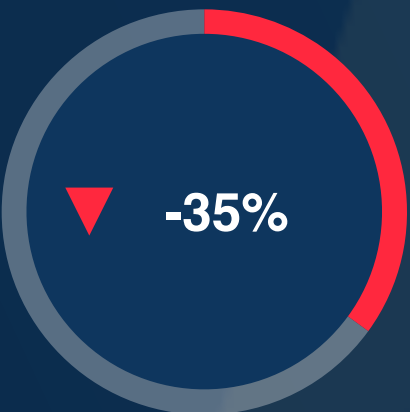
SALS



Jan 2017



Dec 2016



Jan 2016

In West Vancouver, the number condos and townhouses sold for Jan 2017 was 15, a 15% decrease compared to last month when 13 homes were sold, and a 35% decrease from the 23 properties sold last January.



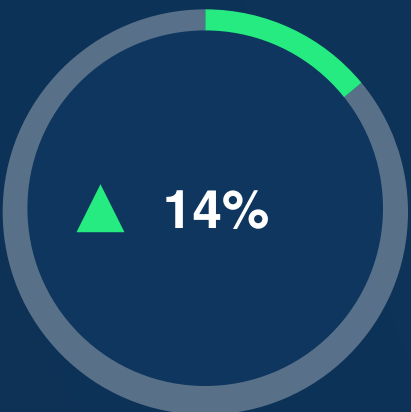
AVERAGE PRICE



Jan 2017



Dec 2016



Jan 2016

The average sale price for condos and townhouses in West Vancouver for January 2017 was \$1.195M; a 18% decrease compared to December 2016, when the average sale price was \$1.450M, and an 18% increase from the \$1.050M average sale price from last January.

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*By Amir Joharifard*

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