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VIVID

REAL ESTATE

By Amir Ioharifard

Market Update

December 2018

Areas

GREATER VANCOUVER
DOWNTOWN VANCOUVER

VANCOUVER WESTSIDE
VANCOUVER EASTSIDE

NORTH VANCOUVER
WEST VANCOUVER

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Greater Vancouver

December 2018



GREATER VANCOUVER

December 2018



Detached and Attached Homes

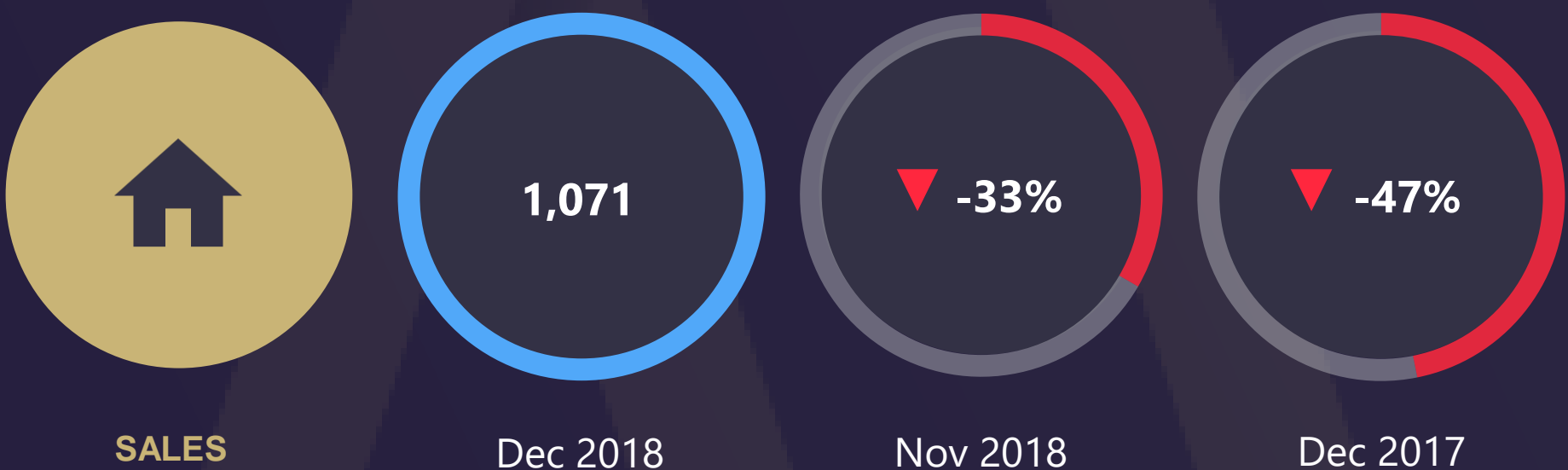
CURRENT UP DOWN



In Greater Vancouver, the R5number of new listings for residential properties in December 2018 was 1,402, a 59% decrease compared to November 2018, when 3,459 homes were listed, and a 26% decrease from the 1,889 properties listed last December.



In Greater Vancouver, the sales-to-active listings ratio for residential properties for December 2018 was 10%, a 6% decrease compared to November 2018, when the ratio was 17%, and a 20% decrease from the 30% ratio last December.



The number of residential properties sold in Greater Vancouver in December 2018 was 1,071, a 33% decrease compared to November 2018, when 1,608 homes were sold, and a 47% decrease from the 2,015 properties sold last December.

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.

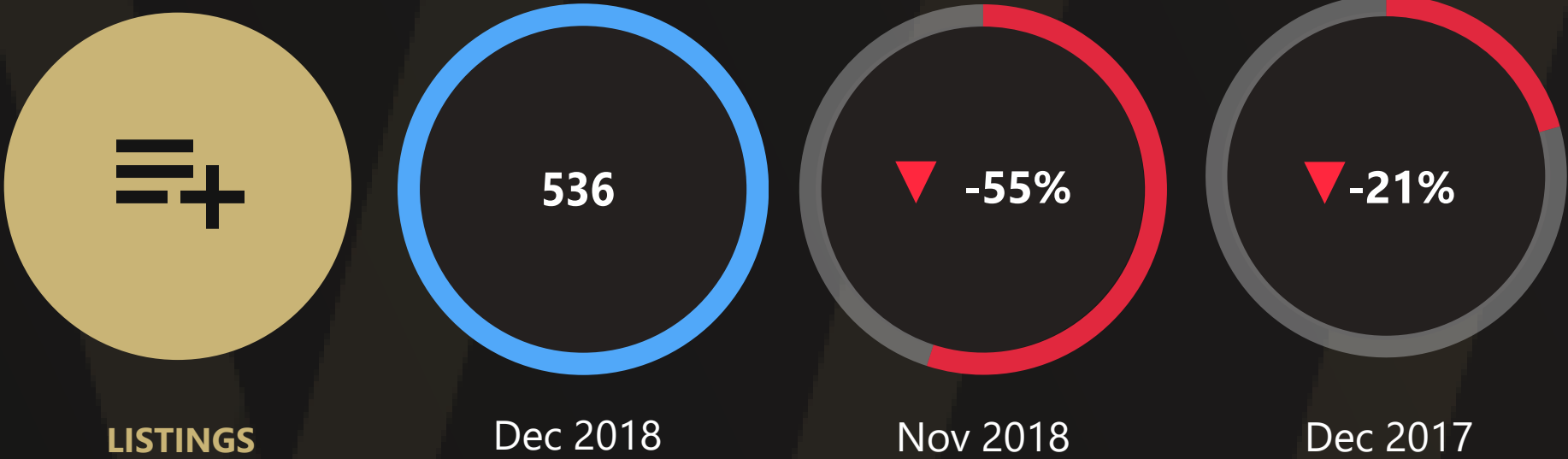
Sales ratio also indicates the ratio between supply and demand, which provide us with the market types. In a buyers' market, the ratio is between 0% and 14%; a balanced market ratio is 15% to 20%; and a sellers' market ratio is 21% plus.

GREATER VANCOUVER

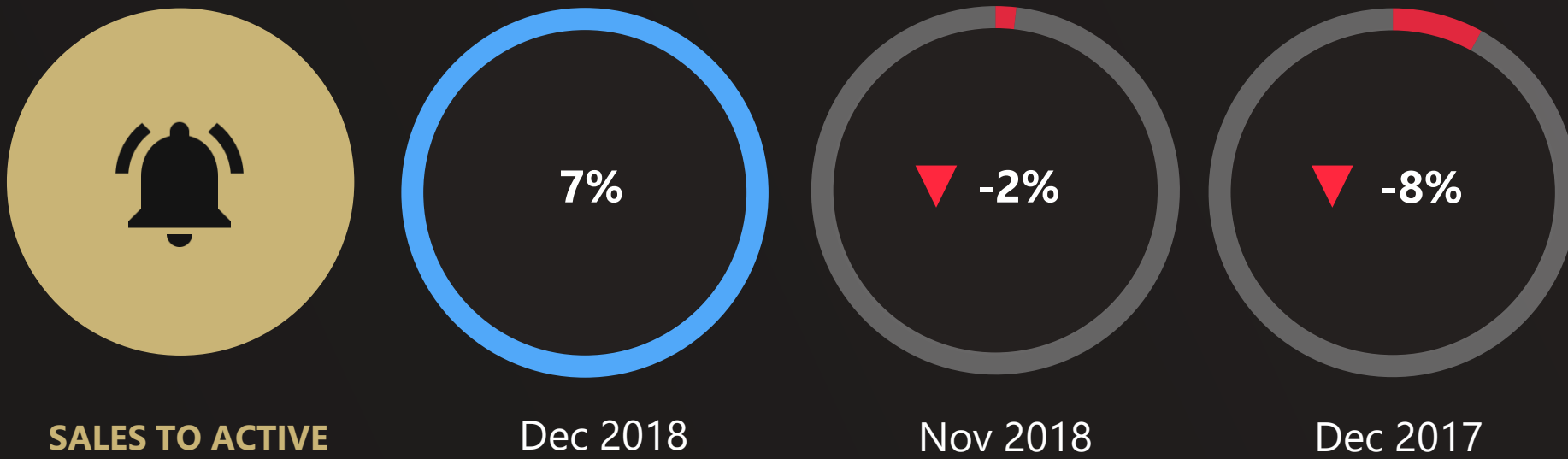
December 2018

 Detached and Houses

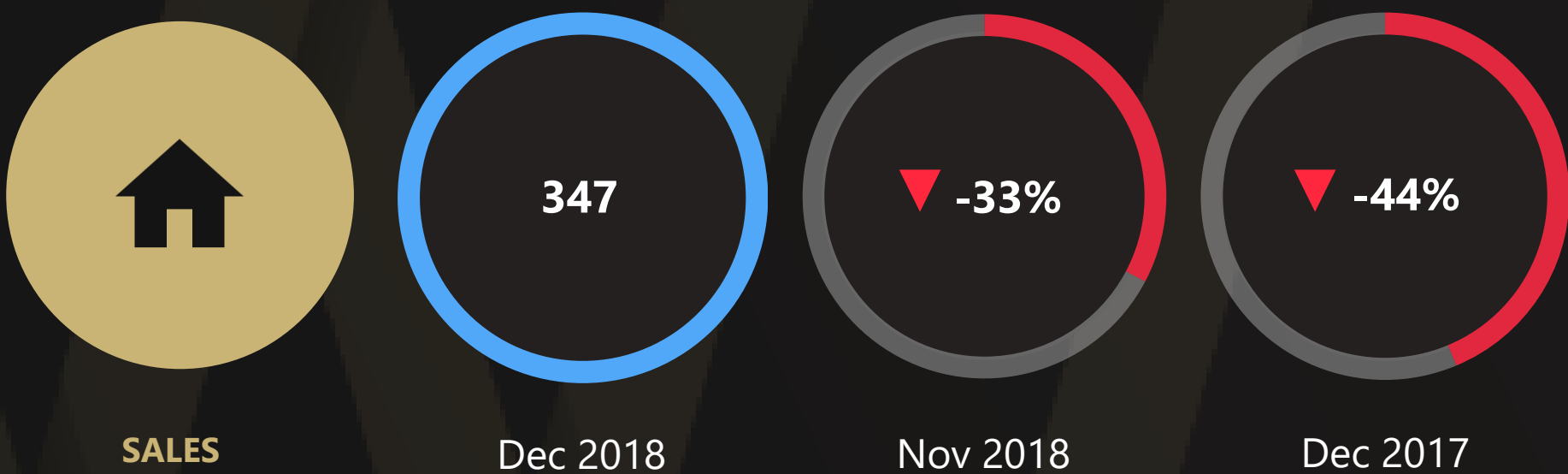
 CURRENT  UP  DOWN



In Greater Vancouver, the number of new listings for detached properties in December 2017 was 536 a 55% decrease compared to November 2018, when 1,190 homes were listed, and a 21% decrease from the 675 properties listed last December.



In Greater Vancouver, the sales-to-active listings ratio for detached properties for December 2018 was 7%, a 2% decrease compared to November 2018, when the ratio was 9%, and a 8% decrease from the 15% ratio last December.



The number of houses sold in Greater Vancouver in December 2018 was 616, a 33% decrease compared to November 2018, when 516 homes were sold, and a 44% decrease from the 616 properties sold last December.

Facts

The Average days on Market for Greater Vancouver detached properties in December 2018 was 56 days, a 2% increase in comparison to 55 days in November 2018. The average price per square foot for Greater Vancouver detached properties in December 2018 was \$612, a 1% increase in comparison to \$608 per square foot in November 2018.

GREATER VANCOUVER

December 2018

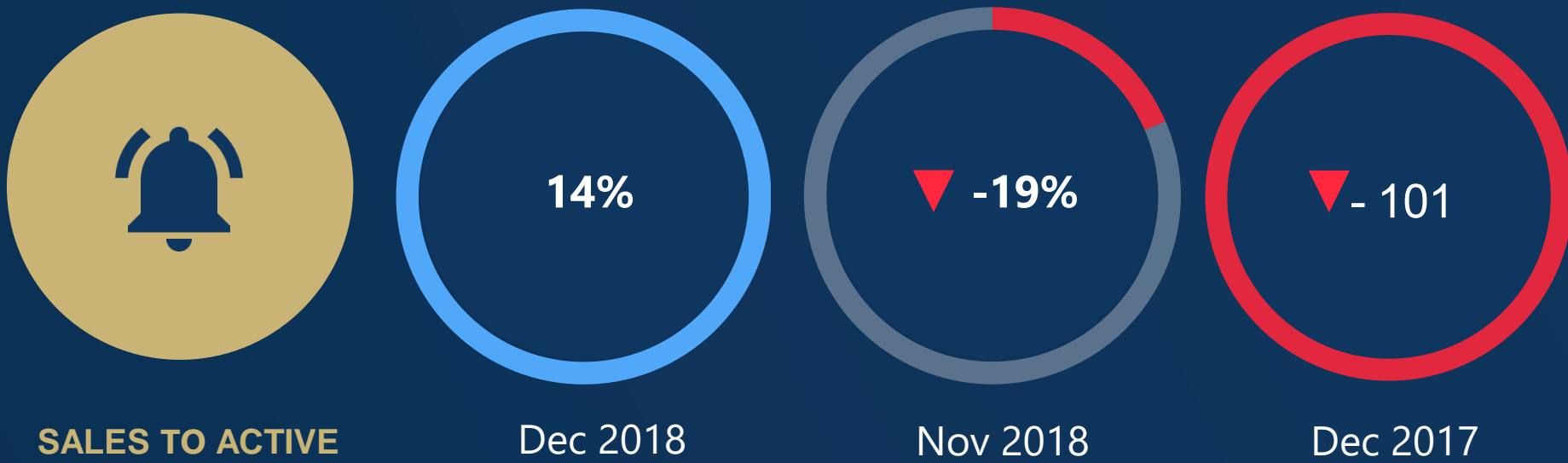


Condos and Townhouses

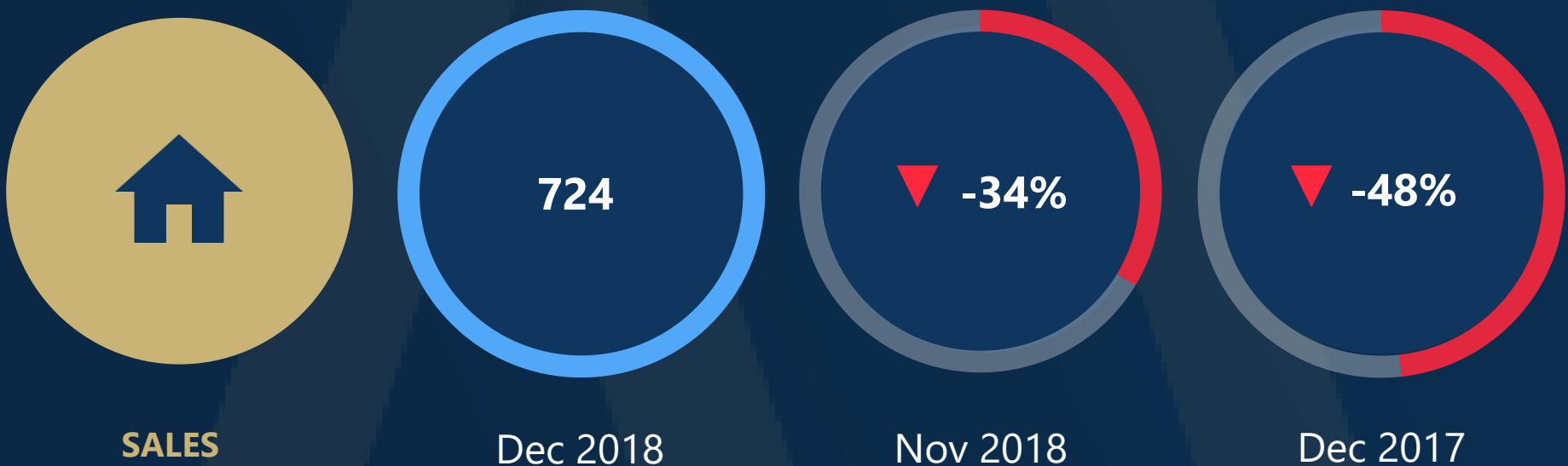
● CURRENT ● UP ● DOWN



In Greater Vancouver, the number of new listings for attached properties in December 2018 was 866, a 62% decrease compared to November 2018, when 2,269 homes were listed, and a 29% decrease from the 1,214 properties listed last December.



In Greater Vancouver, the sales-to-active listings ratio condos and townhouse in December 2018 was 14%, a 19% decrease compared to November 2018, when the ratio was 32%, and a 101% decrease from the 115% ratio last December.



The number of condos and townhouses sold in Greater Vancouver condos in December 2018 was 724, a 34% decrease compared to November 2018, when 1,092 homes were sold, and a 48% decrease from the 1,399 properties sold last December.

Facts

The average days on the market for Greater Vancouver condos in December 2018 was 41 days, while for townhouses it was 44 days. The average price per square foot for Greater Vancouver condos was \$780 in December 2018, whereas for townhouses it was \$601 per square foot.

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Downtown Vancouver

December 2018



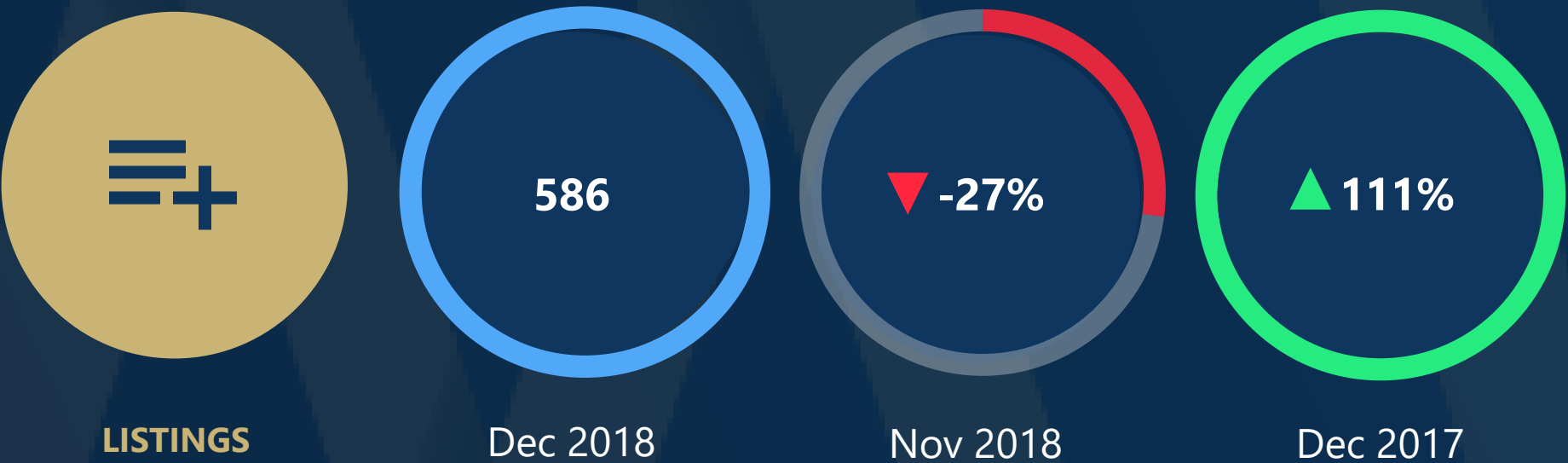
DOWNTOWN VANCOUVER

December 2018

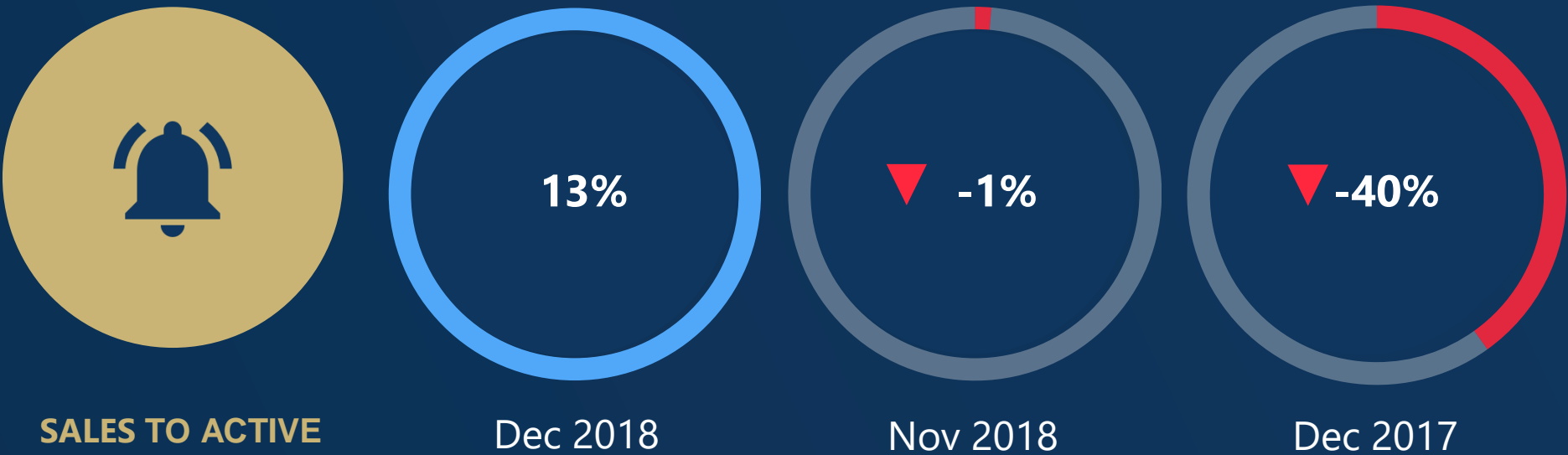


Condos and Townhouses

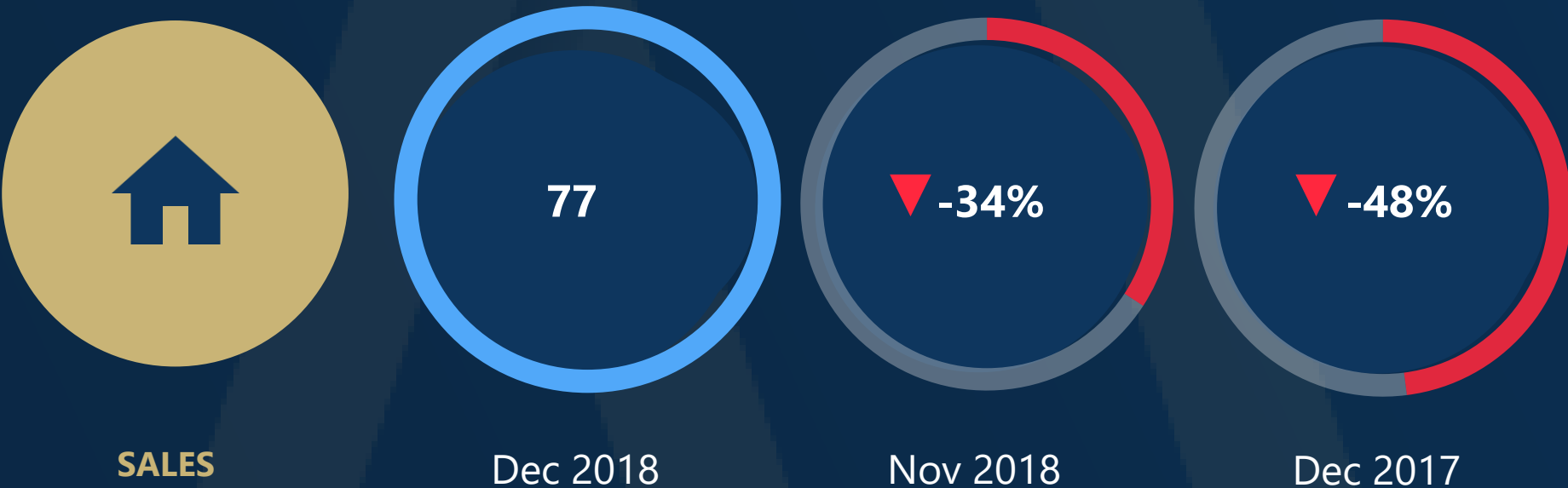
● CURRENT ● UP ● DOWN



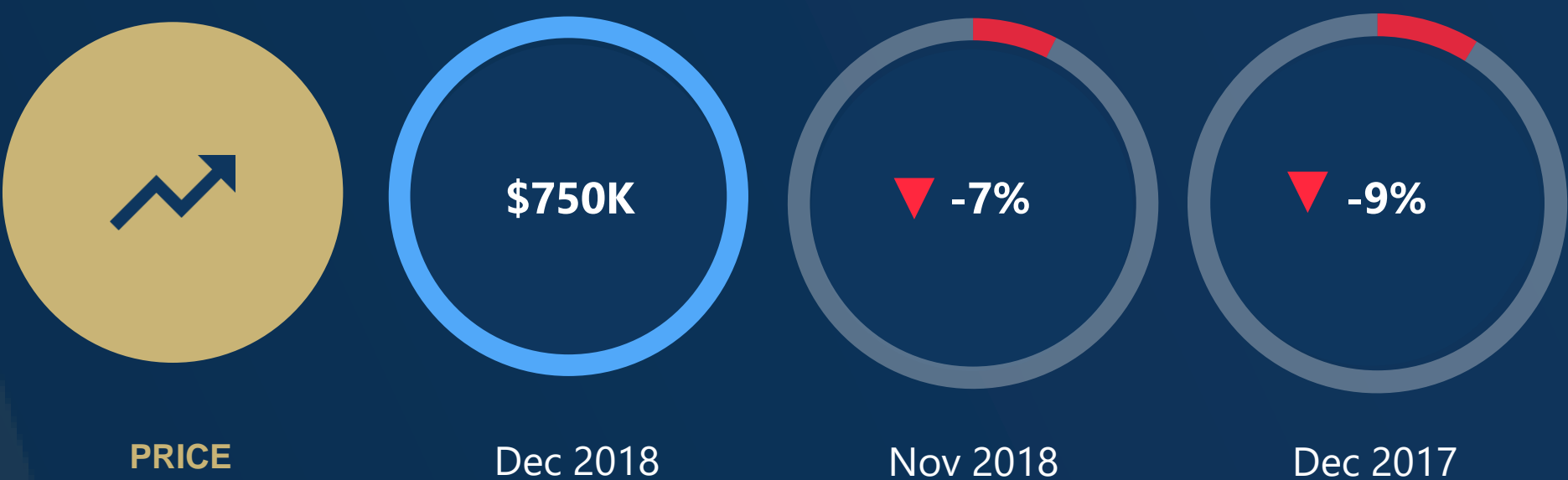
In Downtown Vancouver, the number of new listings for condo and townhouses in December 2018 was 586, a 27% decrease compared to November 2018, when 586 homes were listed, and a 111% increase from the 278 properties listed last December.



In Downtown Vancouver, the sales-to-active listings ratio for condos and townhouses for December 2018 was 13%, a 1% decrease compared to November 2018, when the ratio was 15%, and a 40% decrease from the 53% ratio last December.



The number of condos and townhouses sold in Downtown Vancouver in December 2018 was 77, a 34% decrease compared to November 2018, when 117 homes were sold, and a 48% decrease from the 148 properties sold last December.



In Downtown Vancouver, the median sale price for condos and townhouses in December 2018 was \$750K, a 7% decrease compared to November 2018, when the median sale price was \$810K, and a 9% decrease from the \$822K median sale price from last December.

Market Type

DOWNTOWN VANCOUVER



Condos and Townhouses



Seller Market



Buyer Market



N/A*

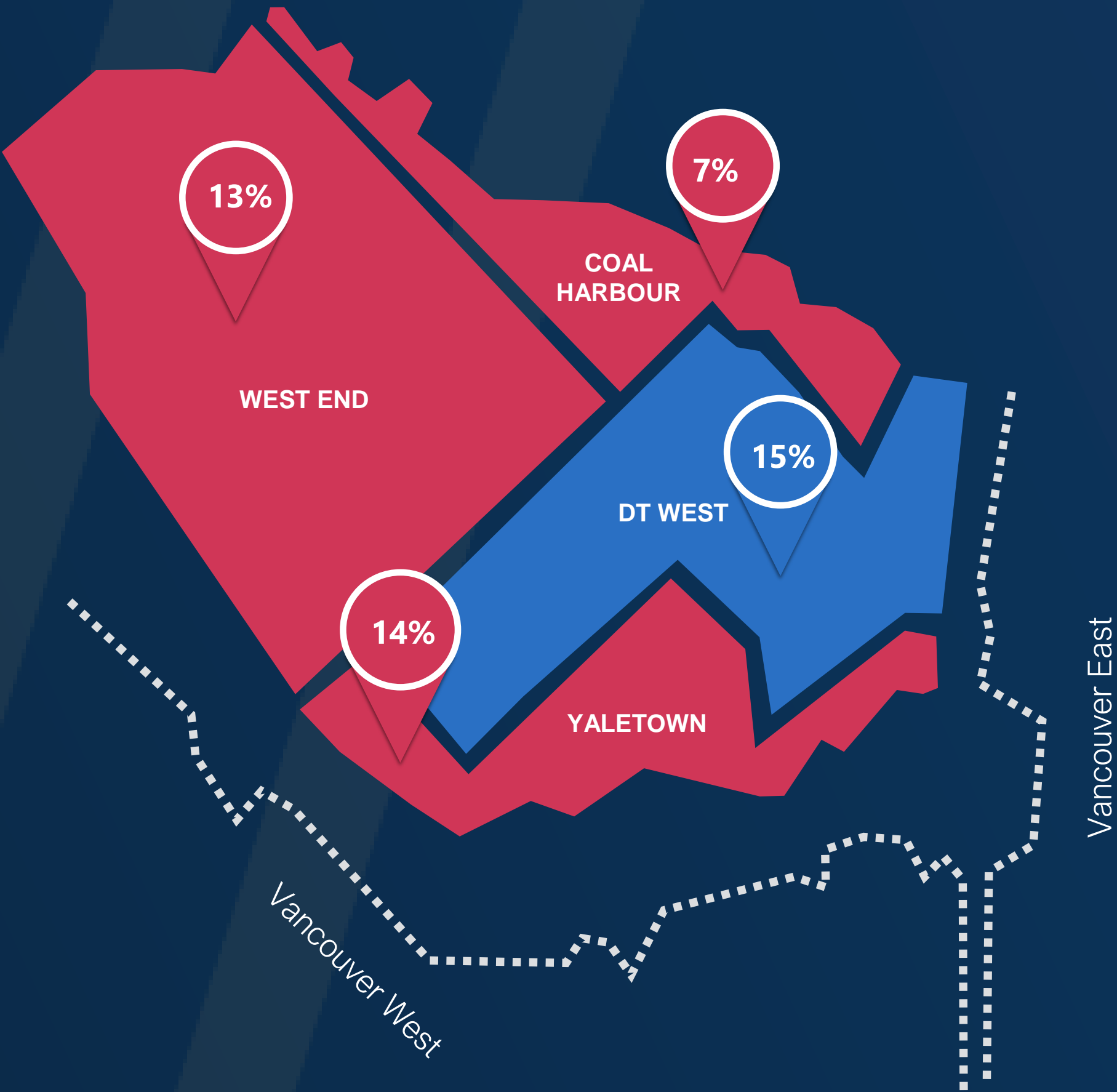


Balanced Market

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

December 2018



VANCOUVER WESTSIDE

December 2018

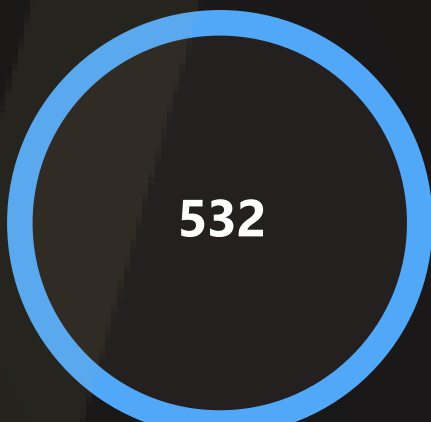


Detached and Houses

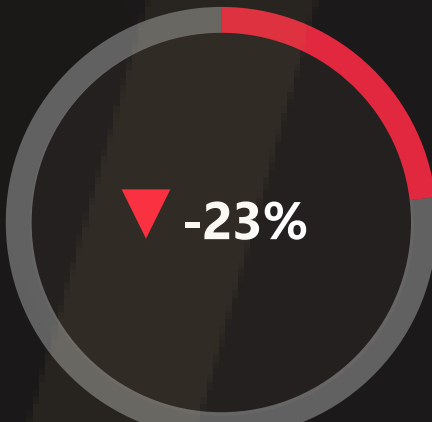
CURRENT UP DOWN



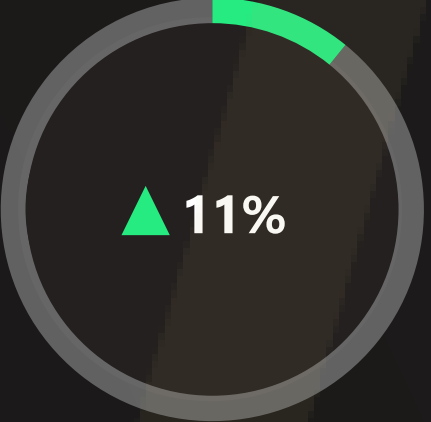
LISTINGS



Dec 2018



Nov 2018

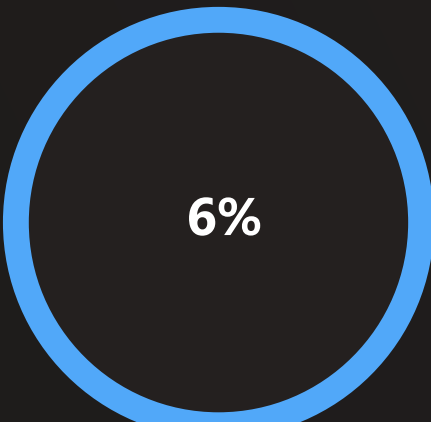


Dec 2017

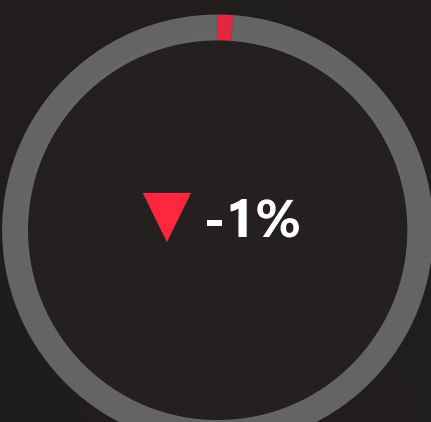
In Vancouver West, the number of new listings for detached properties in December 2018 was 532, a 23% decrease compared to November 2018, when 692 homes were listed, and a 11% increase from the 480 properties listed last December.



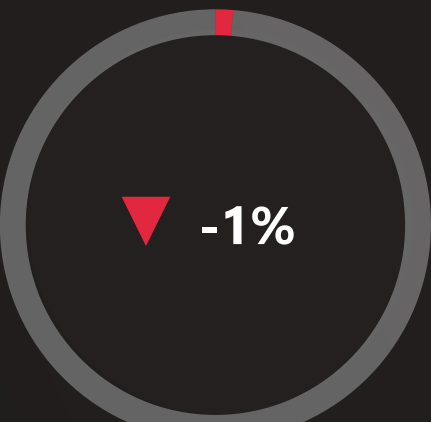
SALES TO ACTIVE



Dec 2018



Nov 2018

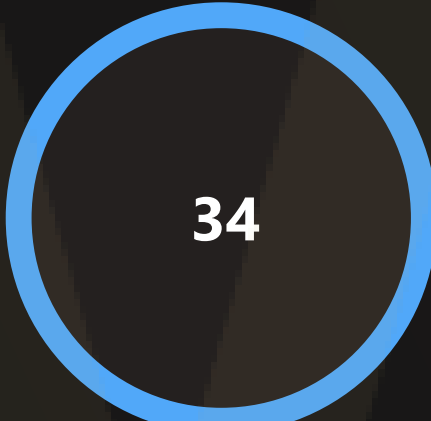


Dec 2017

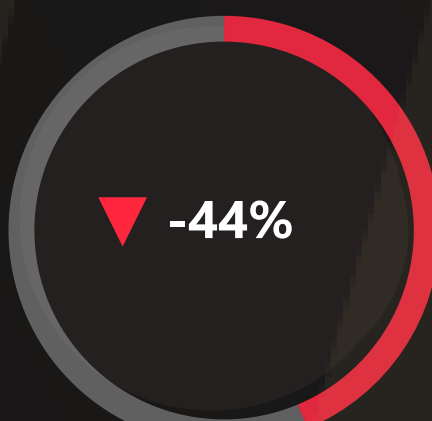
In Vancouver West, the sales-to-active listings ratio for houses for December 2018 was 6%, a 1% decrease compared to November 2018, when the ratio was 8%, and a 1% decrease from the 8% ratio last December.



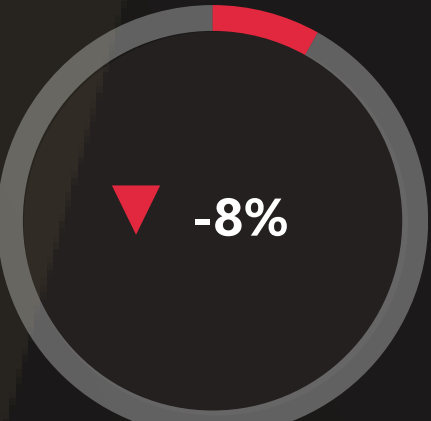
SALES



Dec 2018



Nov 2018



Dec 2017

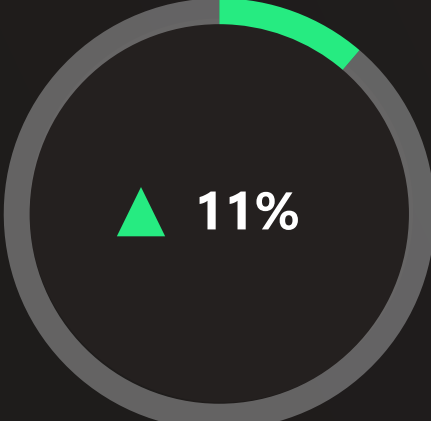
The number of houses sold in Vancouver West in December 2018 was 34, a 44% decrease compared to November 2018, when 61 homes were sold, and a 8% decrease from the 37 properties sold last December.



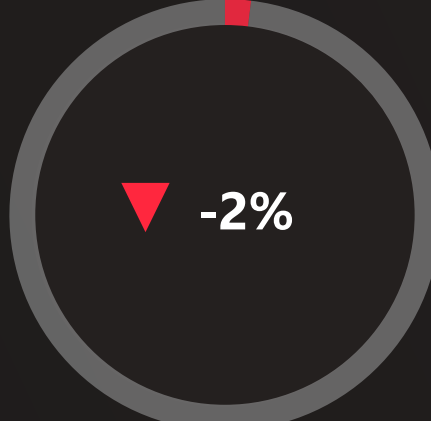
PRICE



Dec 2018



Nov 2018



Dec 2017

In Vancouver West, the median sale price for houses in December 2018 was \$3.138M, a 11% increase compared to November 2018, when the median sale price was \$2.82M, and a 2% decrease from the \$3.2M median sale price from last December.

Market Type

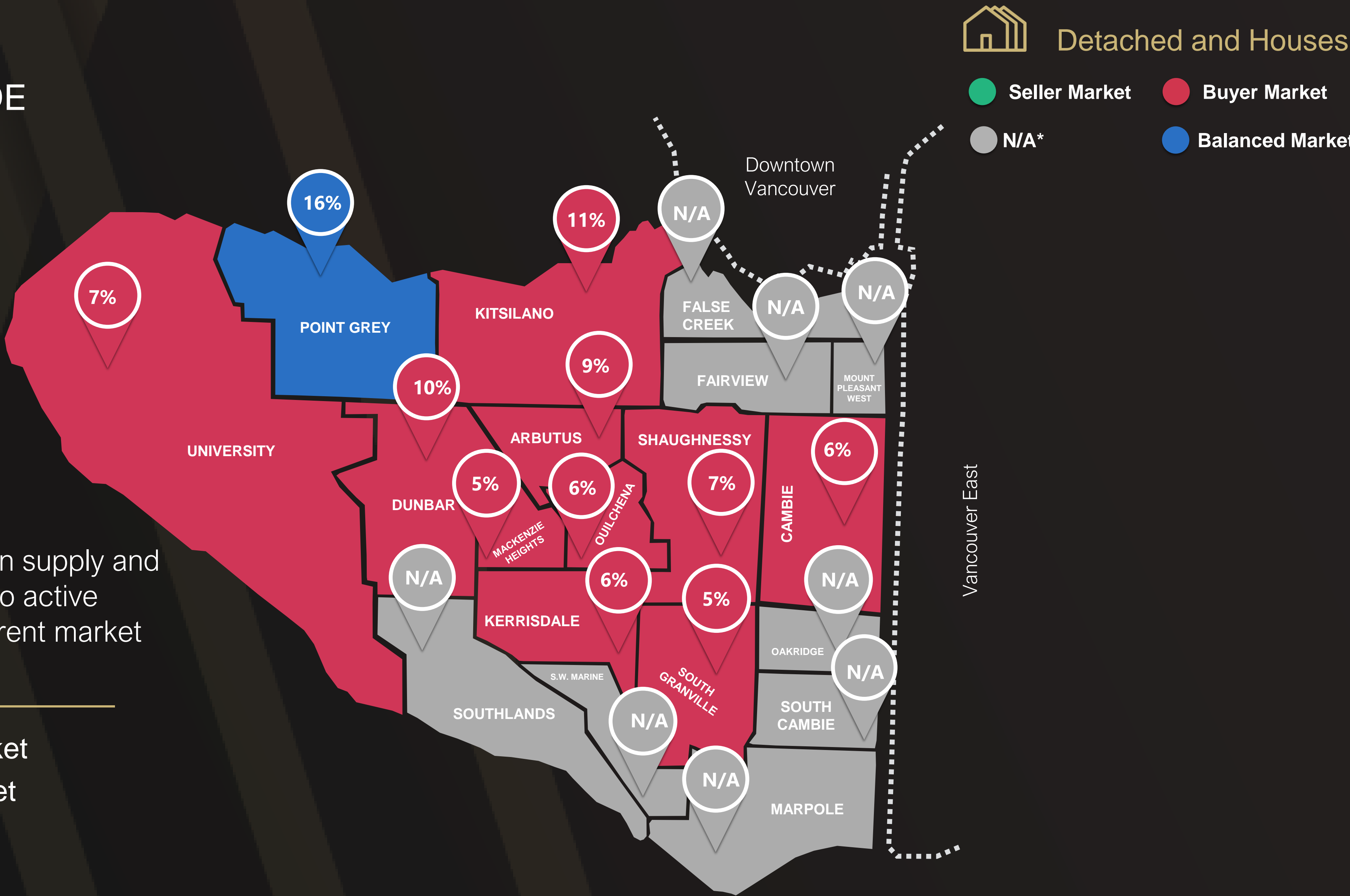
VANCOUVER WESTSIDE

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

December 2018



Condos and Townhouses

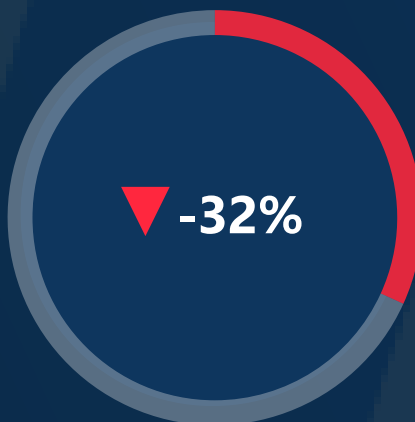
● CURRENT ● UP ● DOWN



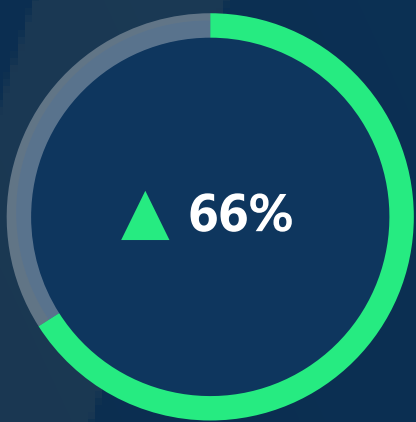
LISTINGS



Dec 2018



Nov 2018

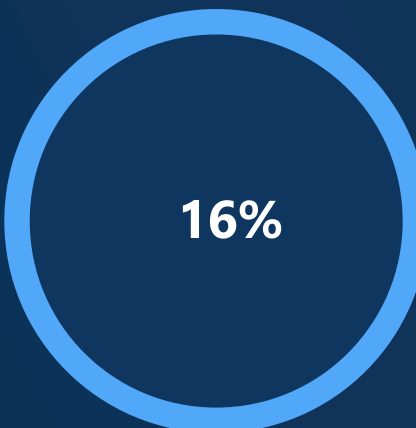


Dec 2017

In Vancouver West, the number of new listings for condos and townhouses in December 2018 was 478, a 32% decrease compared to November 2018, when 701 homes were listed, and a 66% increase from the 288 properties listed last December.



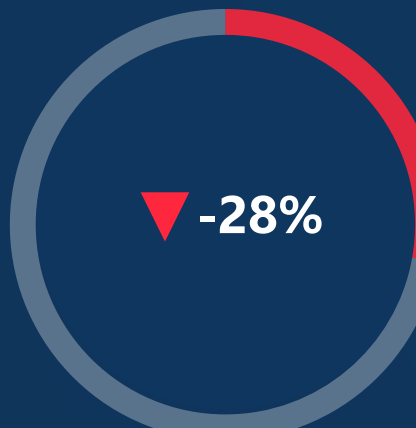
SALES TO ACTIVE



Dec 2018



Nov 2018



Dec 2017

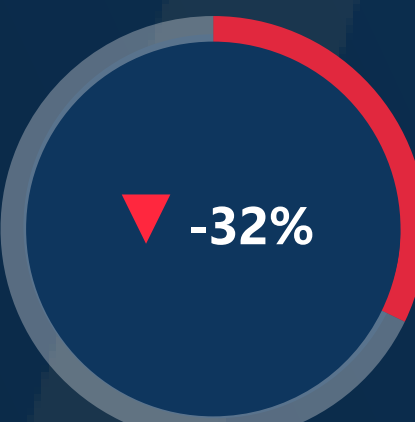
In Vancouver West, the sales-to-active listings ratio for condo and townhouses for December 2018 was 16%, no changes compared to November 2018 and a 28% decrease from the 44% ratio last December.



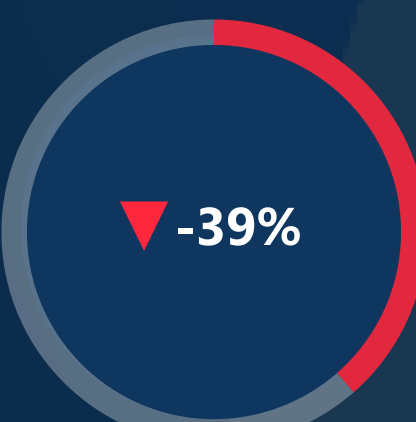
SALES



Dec 2018



Nov 2018



Dec 2017

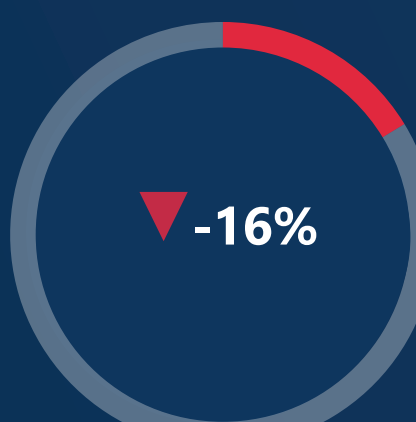
The number of condos and townhouses sold in Vancouver West in December 2018 was 78, a 32% decrease compared to November 2018, when 115 homes were sold, and a 39% decrease from the 127 properties sold last December.



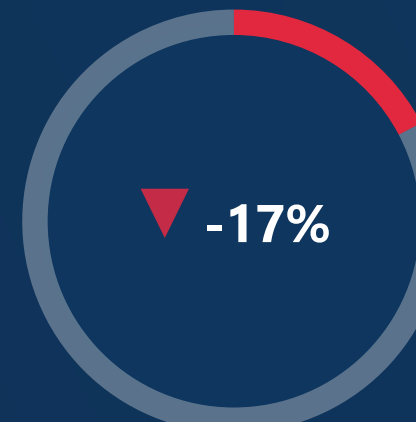
PRICE



Dec 2018



Nov 2018



Dec 2017

In Vancouver West, the median sale price for condos and townhouses in December 2018 was \$678K, a 16% decrease compared to November 2018, when the median sale price was \$810K, and a 17% decrease from the \$820K median sale price from last December.

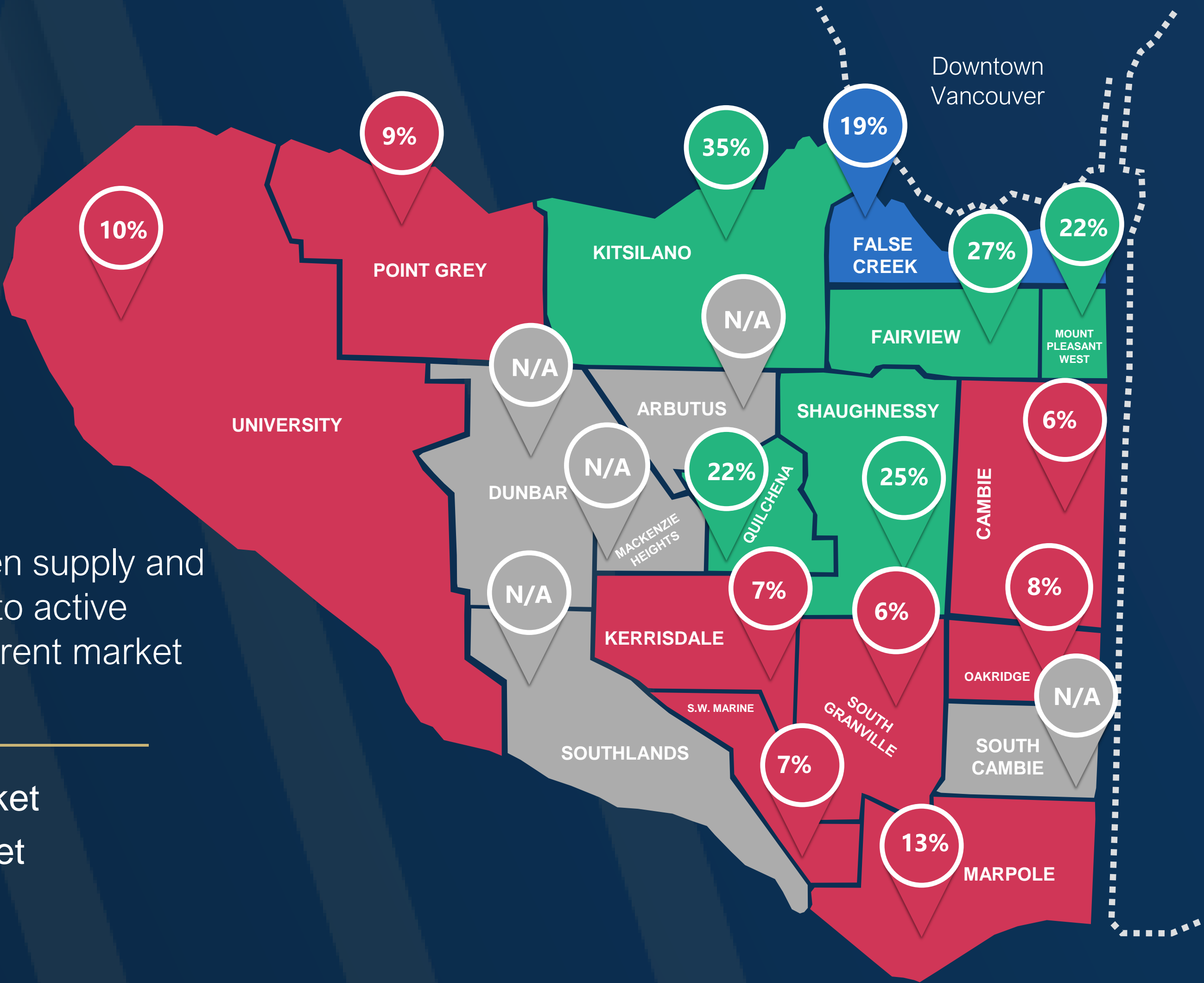
Market Type

VANCOUVER WESTSIDE



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

December 2018



VANCOUVER EASTSIDE

December 2018



Detached and Houses

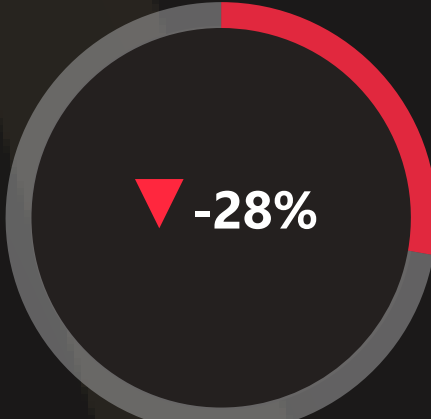
CURRENT UP DOWN



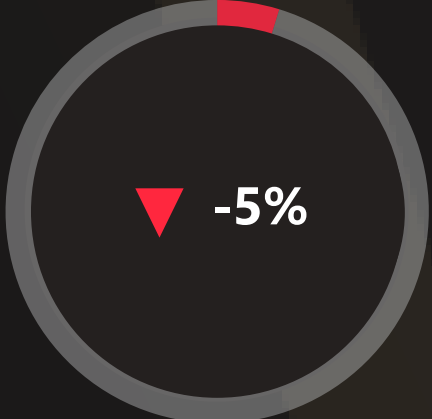
LISTINGS



Dec 2018



Nov 2018

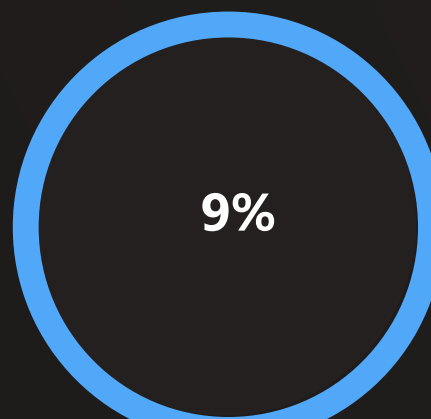


Dec 2017

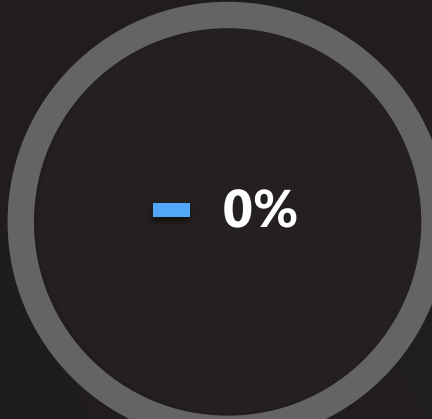
In Vancouver East, the number of new listings for detached properties in December 2018 was 502, a 28% decrease compared to November 2018, when 695 homes were listed, and a 5% decrease from the 527 properties listed last December.



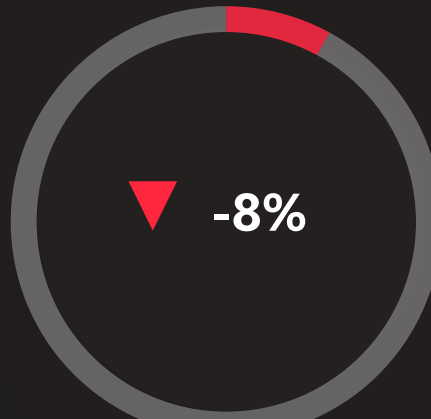
SALES TO ACTIVE



Dec 2018



Nov 2018



Dec 2017

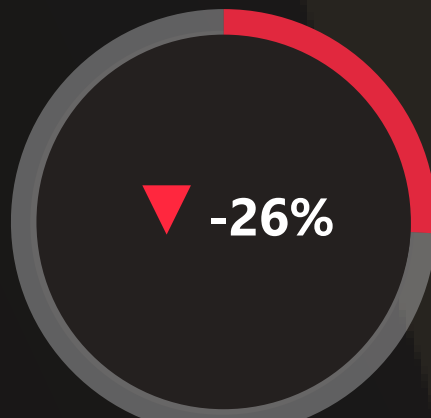
In Vancouver West, the sales-to-active listings ratio for House for December 2018 was 9%, no changes compared to November 2018 and an 8% decrease from the 17% ratio last December.



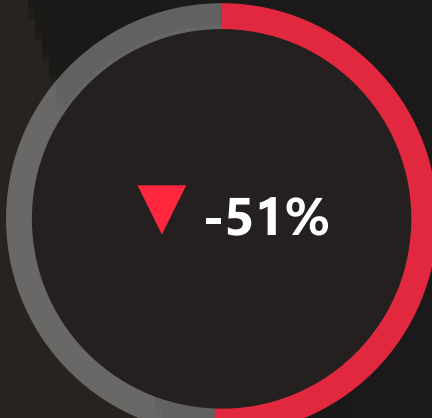
SALES



Dec 2018



Nov 2018



Dec 2017

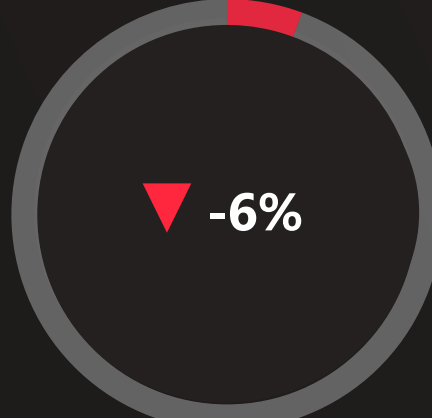
The number of houses sold in Vancouver East in December 2018 was 43, a 26% decrease compared to November 2018, when 58 homes were sold, and a 51% decrease from the 87 properties sold last December.



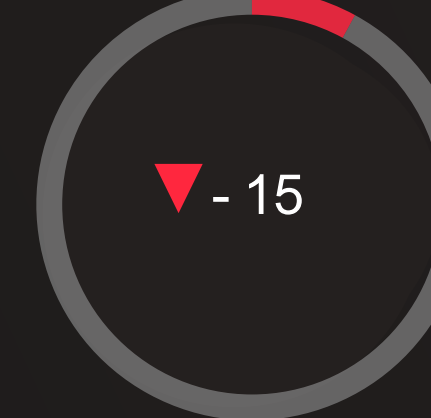
PRICE



Dec 2018



Nov 2018



Dec 2017

In Vancouver East, the average sale price for houses in December 2018 was \$1.399M, a 6% decrease compared to November 2018, when the average sale price was \$1.483M, and a 15% decrease from the \$1.65M average sale price from last December.

Market Type

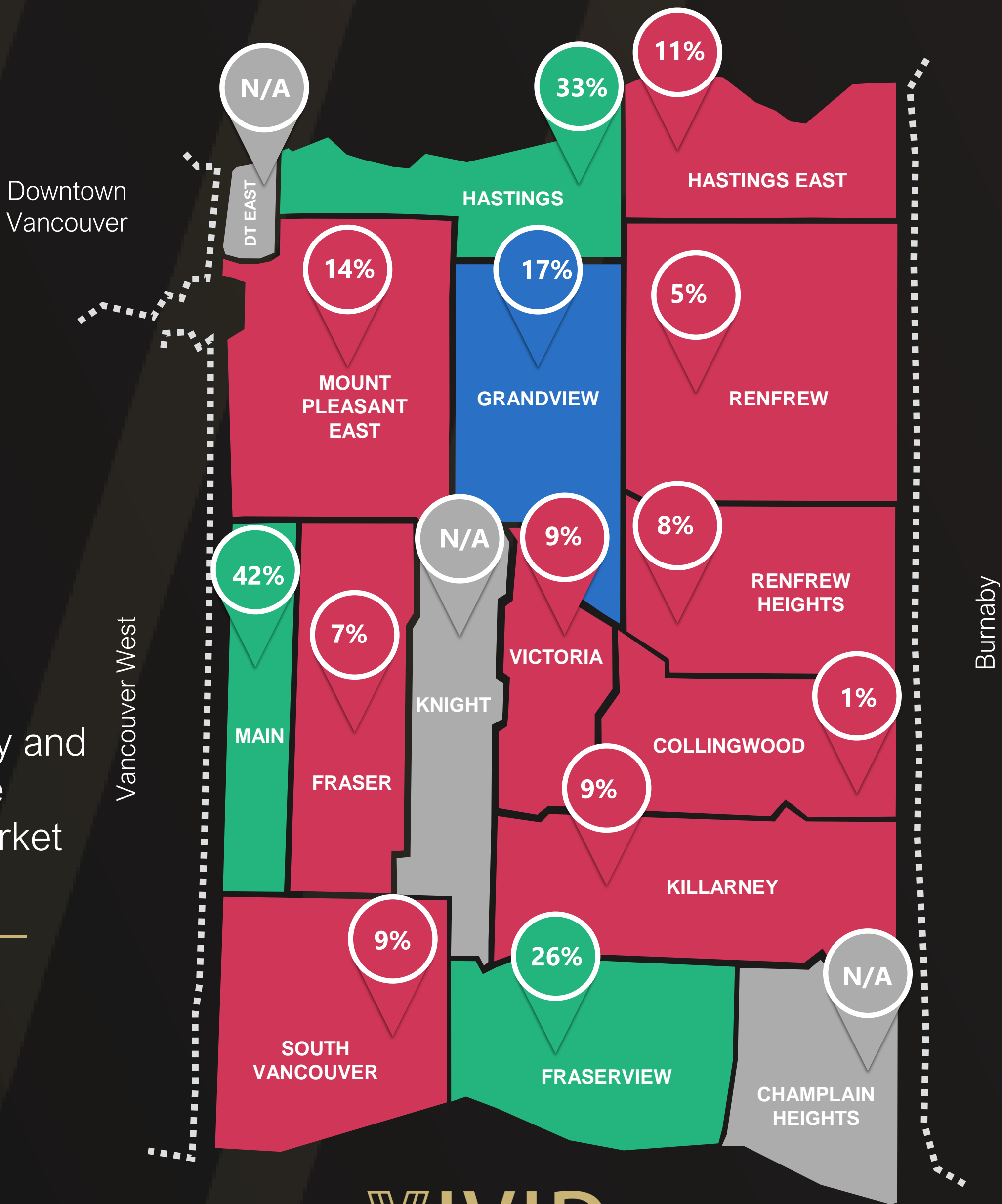
VANCOUVER EASTSIDE


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

December 2018

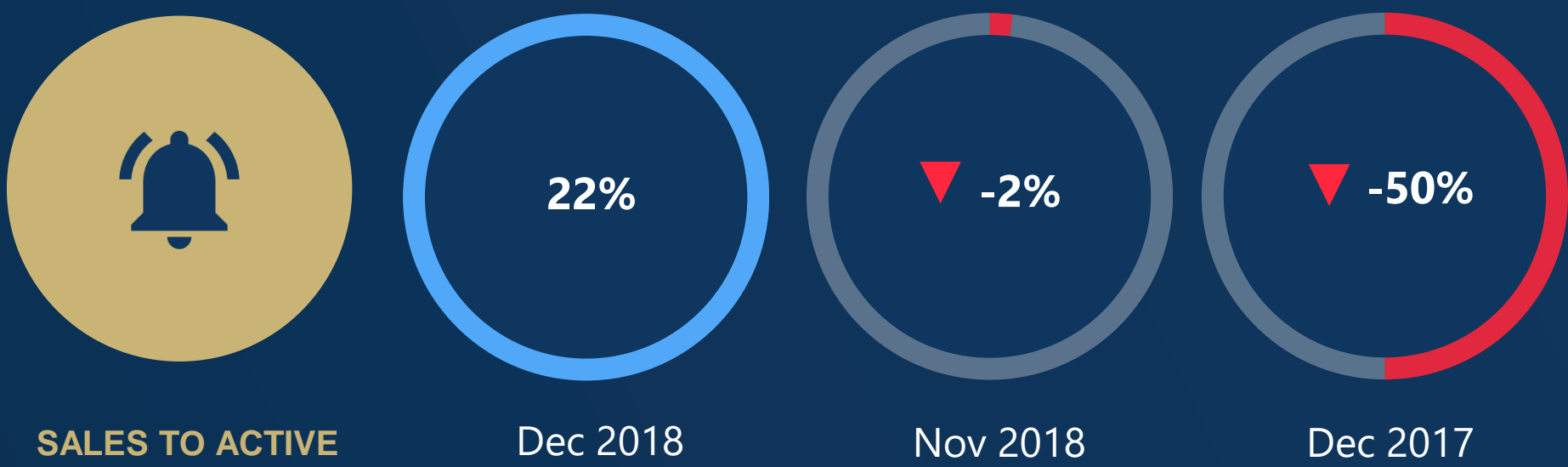


Condos and Townhouses

CURRENT UP DOWN



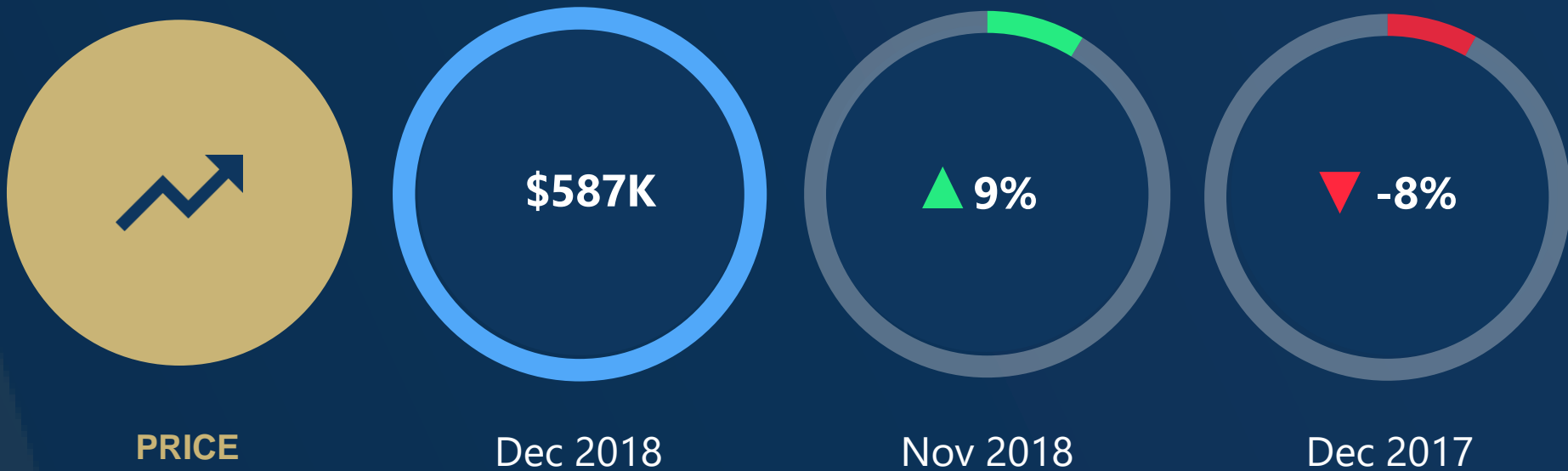
In Vancouver East, the number of new listings for condos and townhouses in December 2018 was 305, a 34% decrease compared to November 2018, when 462 homes were listed, and a 61% increase from the 189 properties listed last December.



In Vancouver East, the sales-to-active listings ratio for condo and townhouses for December 2018 was 22%, a 2% decrease compared to November 2018, when the ratio was 24%, and a 50% decrease from the 72% ratio last December.



The number of condos and townhouses sold in Vancouver East in December 2018 was 68 , a 40% decrease compared to November 2018, when 113 homes were sold, and a 50% decrease from the 136 properties sold last December.



In Vancouver East, the median sale price for condos and townhouses in December 2018 was \$587K, a 9% increase compared to November 2018, when the median sale price was \$585K, and a 8% decrease from the \$636K median sale price from last December.

Market Type

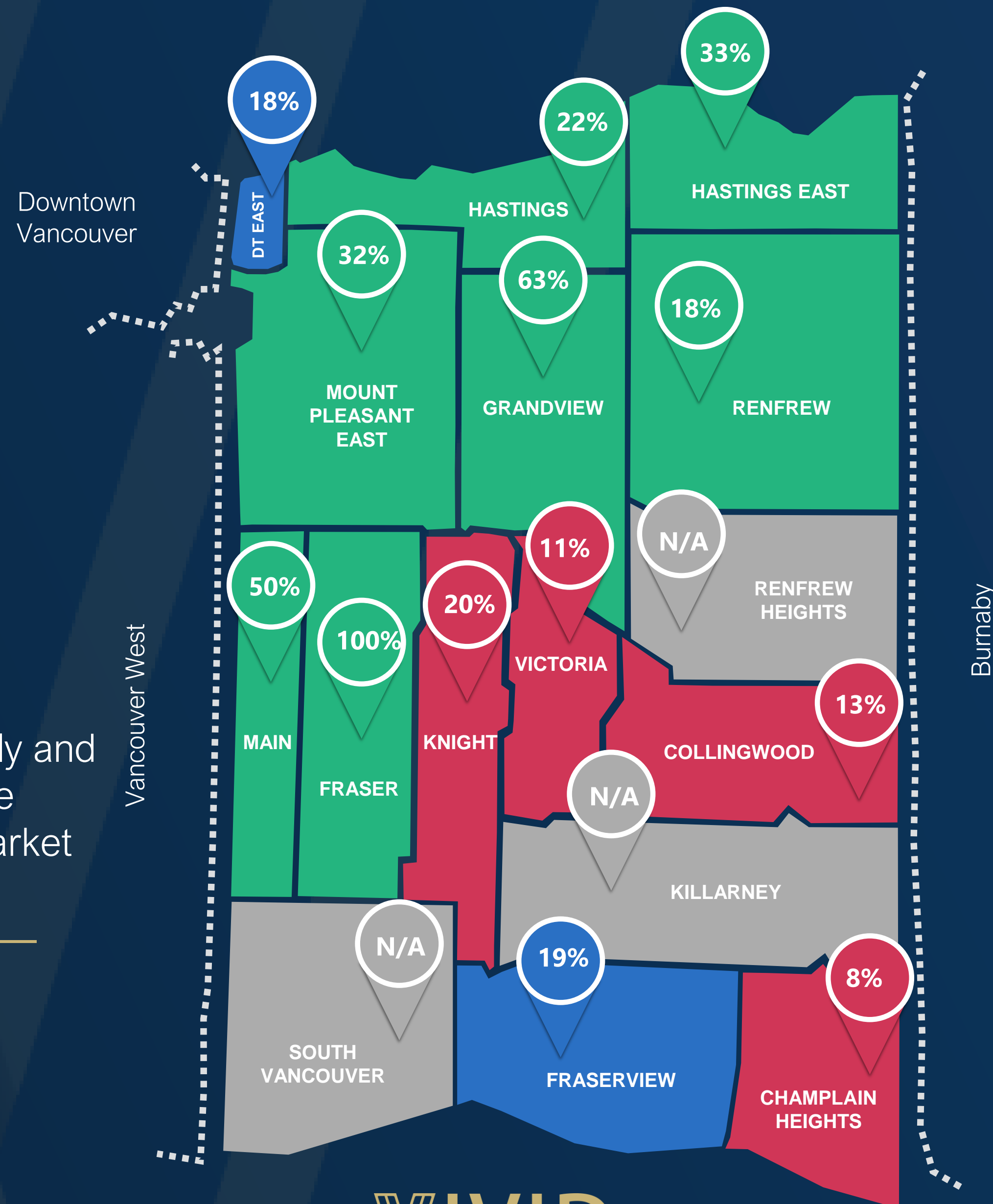
VANCOUVER EASTSIDE

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

December 2018



NORTH VANCOUVER

December 2018



Detached and Houses

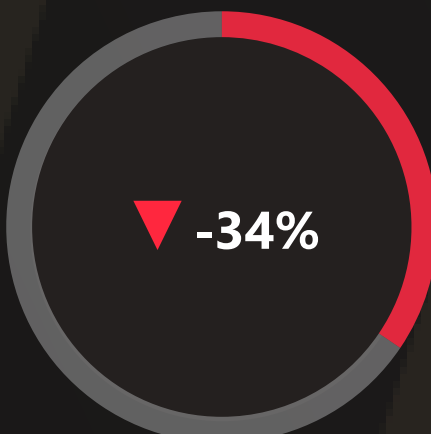
CURRENT UP DOWN



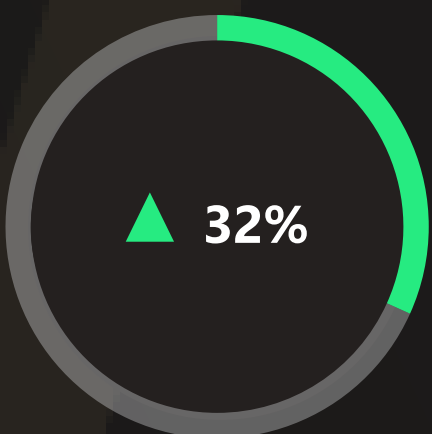
LISTINGS



Dec 2018



Nov 2018

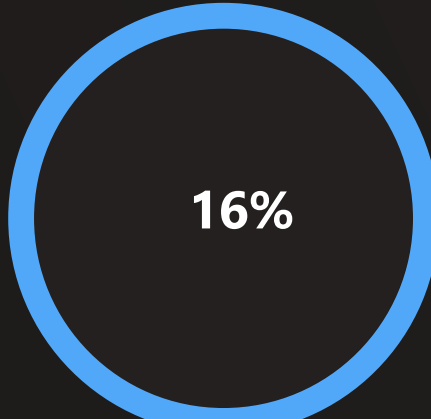


Dec 2017

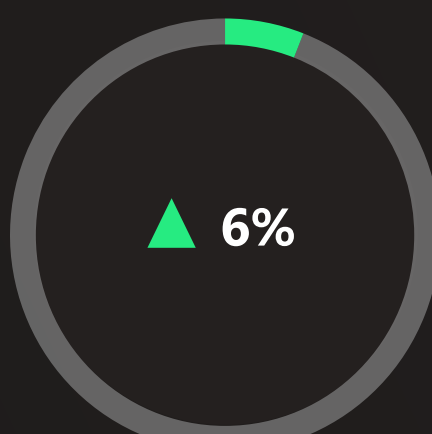
In North Vancouver, the number of new listings for detached properties in December 2018 was 249, a 34% decrease compared to November 2018, when 380 homes were listed, and a 32% increase from the 189 properties listed last December.



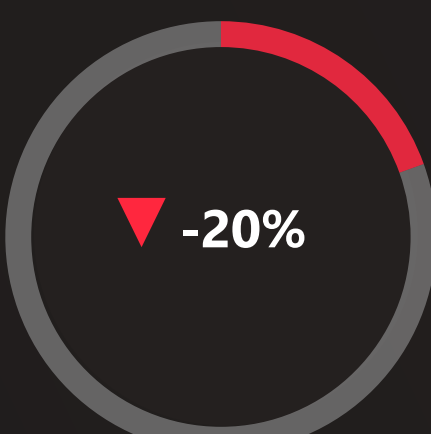
SALES TO ACTIVE



Dec 2018



Nov 2018



Dec 2017

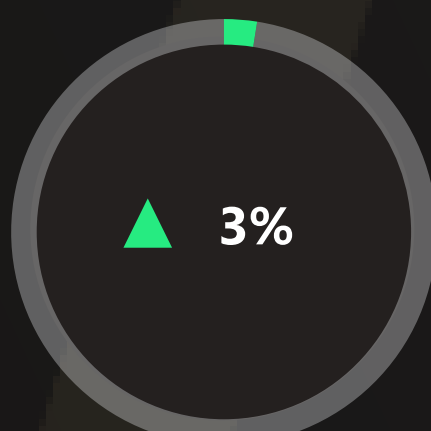
In North Vancouver, the sales to active ratio for houses for December 2018 was 16%, with 6% increase compared to November 2018 when the ratio was 10% , and a 20% decrease from the 36% ratio last September.



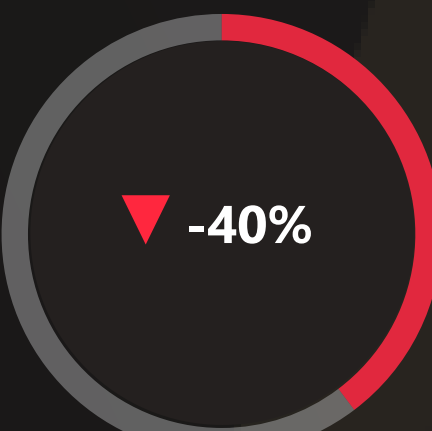
SALES



Dec 2018



Nov 2018



Dec 2017

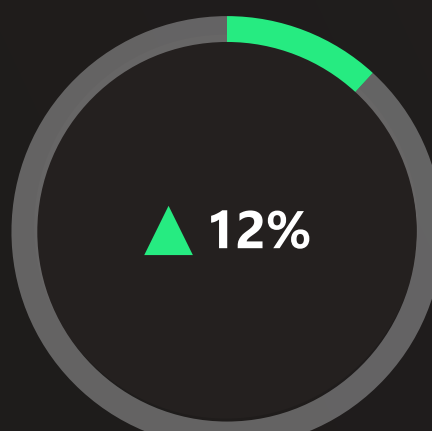
The number of houses sold in North Vancouver in December 2018 was 41, a 3% increase compared to November 2018, when 40 homes were sold, and a 40% decrease from the 68 properties sold last December.



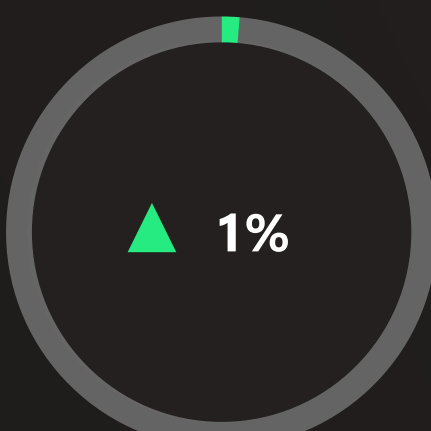
PRICE



Dec 2018



Nov 2018



Dec 2017

In North Vancouver, the median sale price for houses in December 2018 was \$1.731M, a 12% increase compared to November 2018, when the median sale price was \$1.548M, and a 1% increase from the \$1.708M median sale price from last December.

NORTH VANCOUVER

December 2018



Condos and Townhouses

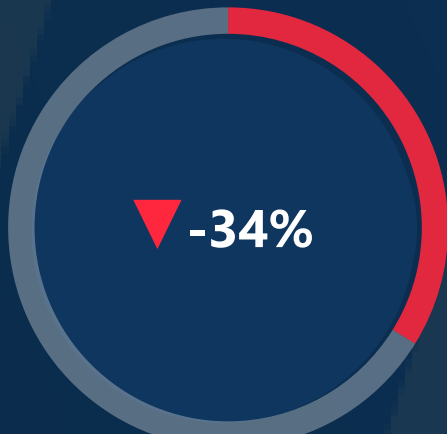
CURRENT UP DOWN



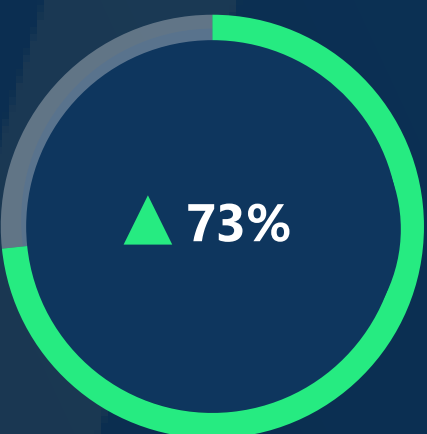
LISTINGS



Dec 2018



Nov 2018

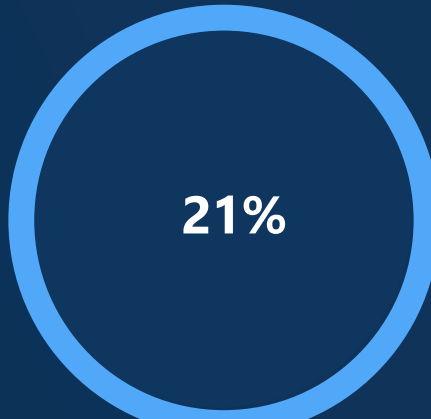


Dec 2017

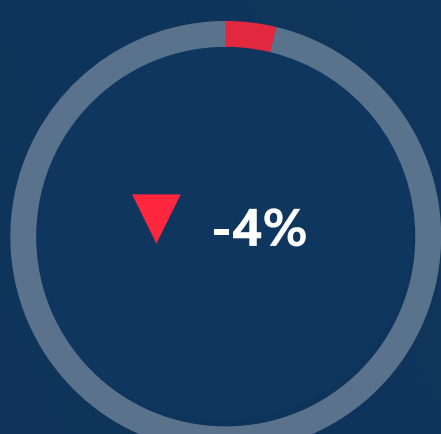
In North Vancouver, the number of new listings for condos and townhouses in December 2018 was 260, a 34% decrease compared to November 2018, when 393 homes were listed, and a 73% increase from the 150 properties listed last December.



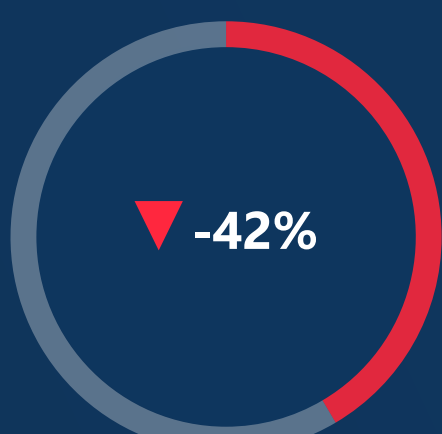
SALES TO ACTIVE



Dec 2018



Nov 2018



Dec 2017

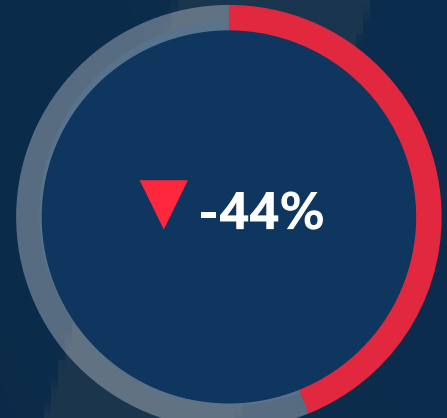
In North Vancouver, the sales-to-active listings ratio for condo and townhouses for December 2018 was 21%, a 4% decrease compared to November 2018, when the ratio was 25%, and a 42% decrease from the 63% ratio last December.



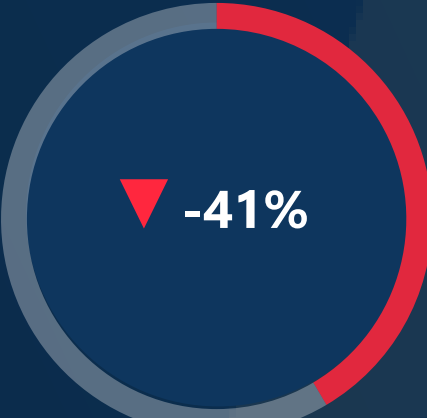
SALES



Dec 2018



Nov 2018



Dec 2017

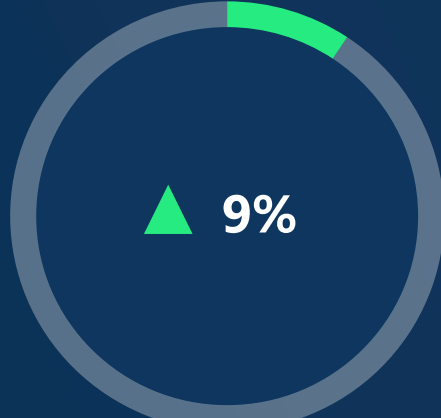
The number of condos and townhouses sold in North Vancouver in December 2018 was 55, a 44% decrease compared to November 2018, when 98 homes were sold, and a 41% decrease from the 94 properties sold last December.



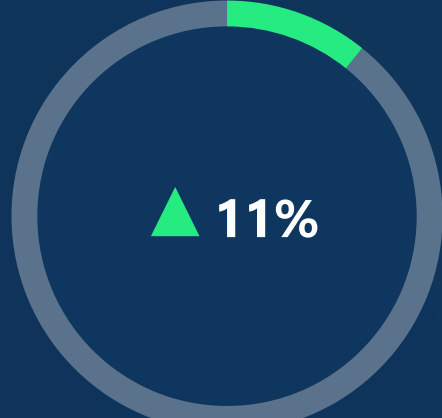
PRICE



Dec 2018



Nov 2018



Dec 2017

In North Vancouver, the median sale price for condos and townhouses in December 2018 was \$750K, a 9% increase compared to November 2018, when the median sale price was \$686K, and a 11% increase from the \$677K median sale price from last December.

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West Vancouver

December 2018



WEST VANCOUVER

December 2018



Detached and Houses

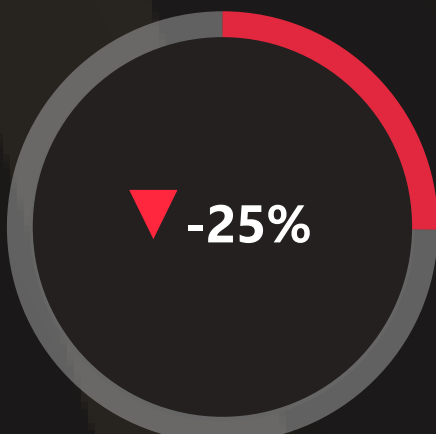
CURRENT UP DOWN



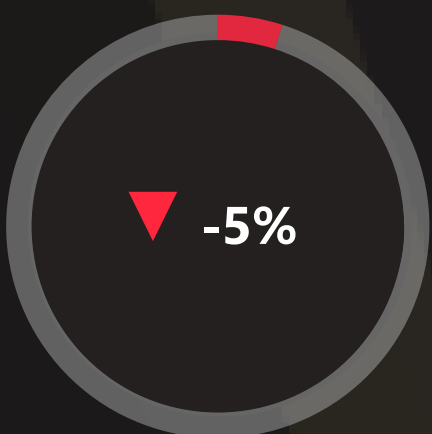
LISTINGS



Dec 2018



Nov 2018

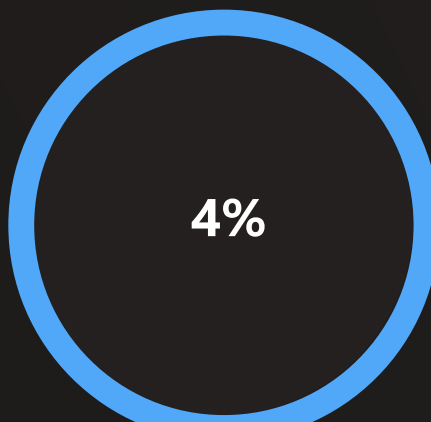


Dec 2017

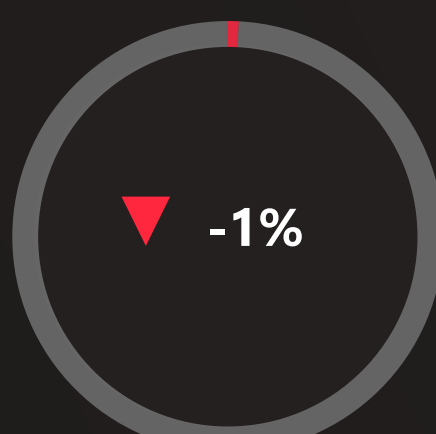
In West Vancouver houses, the number of new listings for residential properties in December 2018 was 365, a 25% decrease compared to November 2018, when 488 homes were listed, and a 5% decrease from the 384 properties listed last December.



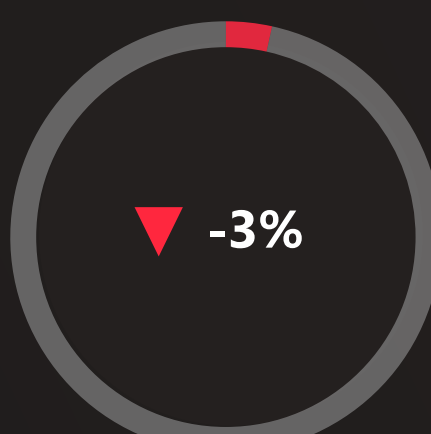
SALES TO ACTIVE



Dec 2018



Nov 2018



Dec 2017

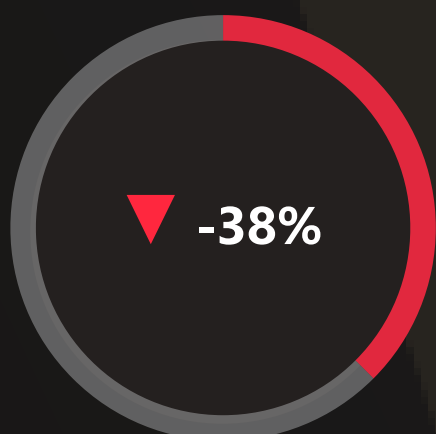
In West Vancouver, the sales to active ratio for houses for December 2018 was 4%, a 1% decrease compared to November 2018, when the ratio was 5%, and a 3% decrease from the 8% ratio last December.



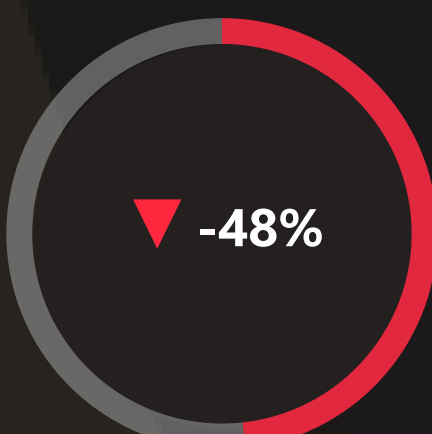
SALES



Dec 2018



Nov 2018



Dec 2017

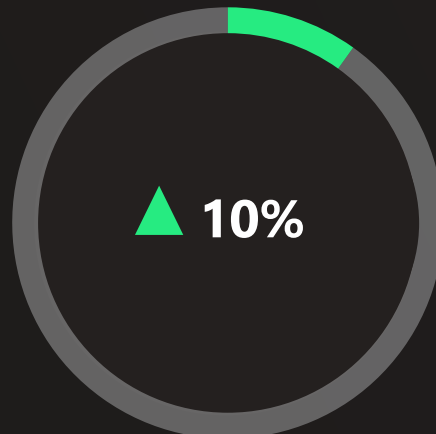
The number of houses sold in West Vancouver in December 2018 was 15, a 38% decrease compared to November 2018, when 24 homes were sold, and a 48% decrease from the 29 properties sold last December.



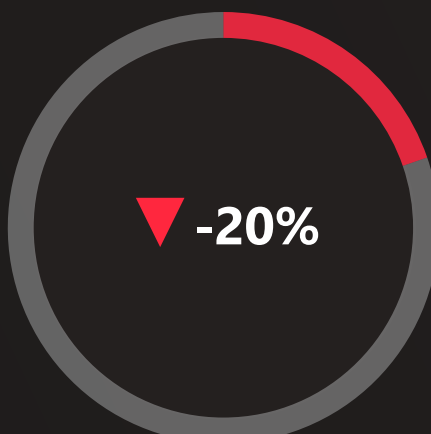
PRICE



Dec 2018



Nov 2018



Dec 2017

In West Vancouver, the median sale price for houses in December 2018 was \$2.89M, a 10% increase compared to November 2018, when the median sale price was \$2.63M, and a 20% decrease from the \$3.6M median sale price from last December.

WEST VANCOUVER

December 2018



Condos and Townhouses

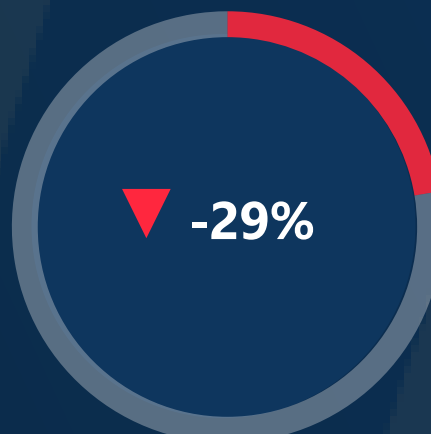
CURRENT UP DOWN



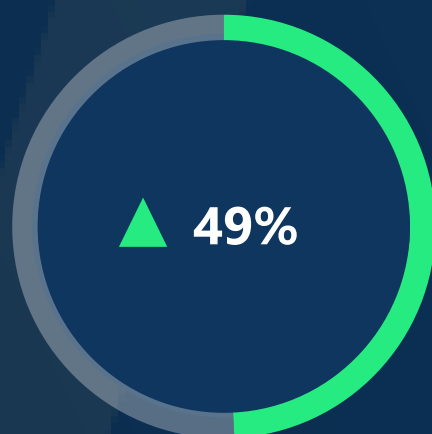
LISTINGS



Dec 2018



Nov 2018

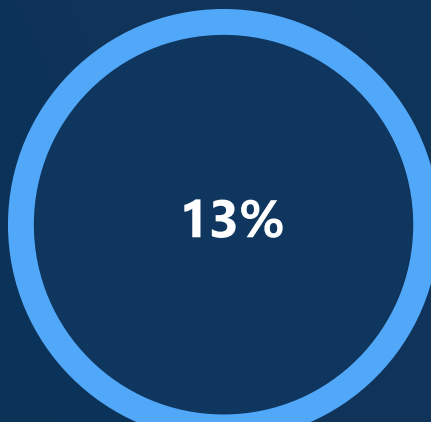


Dec 2017

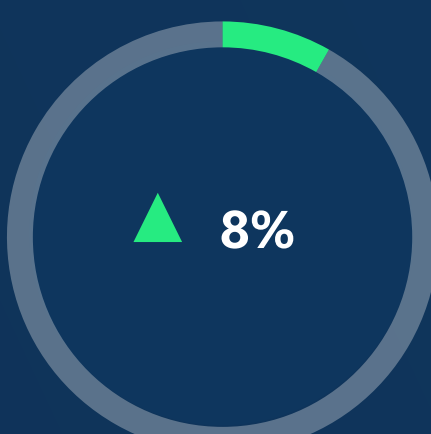
In West Vancouver, the number of new listings for condos and townhouses in December 2018 was 94, a 29% decrease compared to November 2018, when 132 homes were listed, and a 49% increase from the 63 properties listed last December.



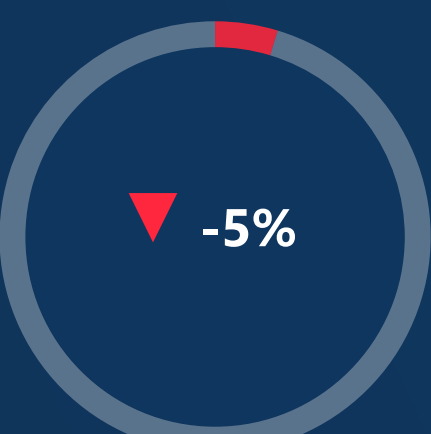
SALES TO ACTIVE



Dec 2018



Nov 2018



Dec 2017

In West Vancouver, the sales-to-active listings ratio for condos and townhouses for December 2018 was 13%, a 8% increase compared to November 2018, when the ratio was 5%, and a 5% decrease from the 17% ratio last December.



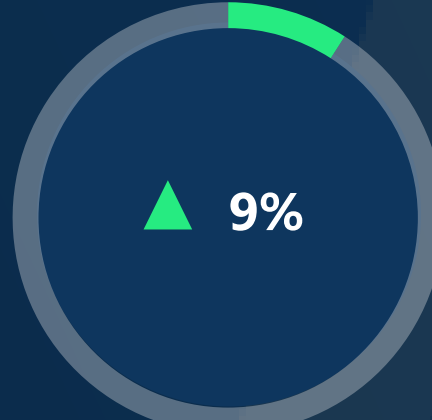
SALES



Dec 2018



Nov 2018



Dec 2017

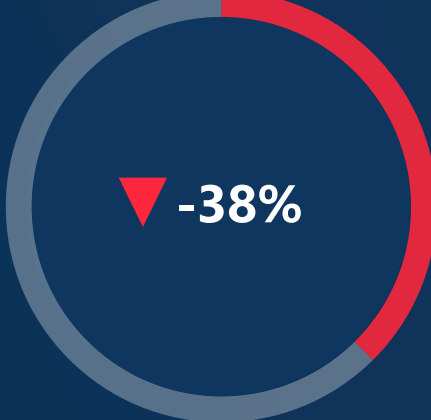
The number of condos and townhouses sold in West Vancouver in December 2018 was 12 , a 100% increase compared to November 2018, when 06 homes were sold, and a 9% increase from the 11 properties sold last December.



PRICE



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Nov 2018



Dec 2017

In West Vancouver, the average sale price for condos and townhouses in December 2018 was \$863K, a 38% decrease compared to November 2018, when the average sale price was \$1.383M, and a 19% decrease from the \$1.07M average sale price from last December.

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