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VIVID

REAL ESTATE

By Amir Ioharifard

Market Update

June 2019

Areas

GREATER VANCOUVER
DOWNTOWN VANCOUVER

VANCOUVER WESTSIDE
VANCOUVER EASTSIDE

NORTH VANCOUVER
WEST VANCOUVER

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Greater Vancouver

June 2019



GREATER VANCOUVER

June, 2019



Detached and Attached Homes

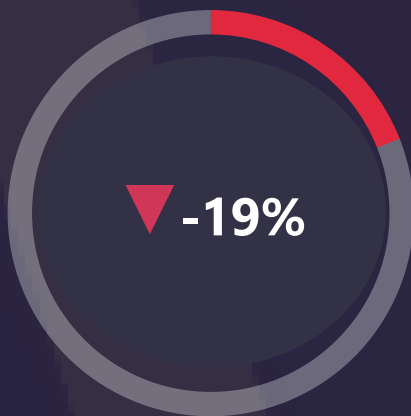
● CURRENT ● UP ● DOWN



LISTINGS



Jun 2019



May 2019

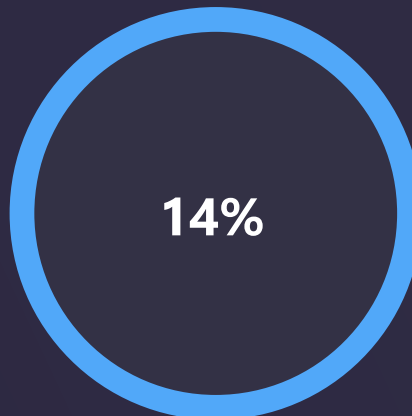


Jun 2018

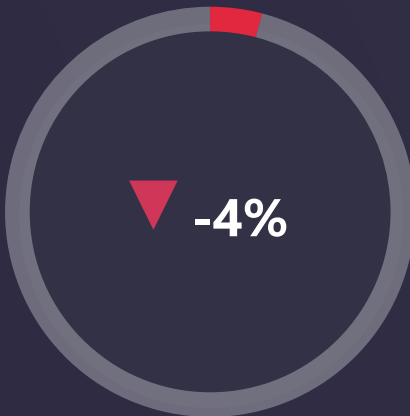
In Greater Vancouver, the number of new listings for residential properties in June 2019 was 4,734, a 19% decrease compared to May 2019, when 5,846 homes were listed, and a 10% decrease from the 5,253 properties listed last June.



SALES TO ACTIVE



Jun 2019



May 2019



Jun 2018

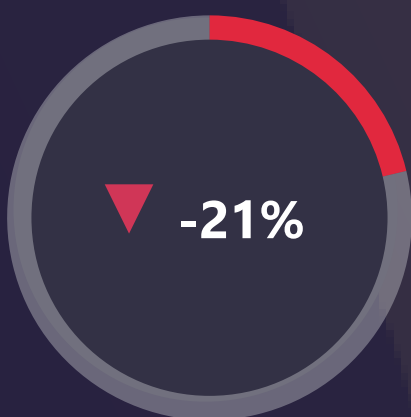
In Greater Vancouver, the sales-to-active listings ratio for residential properties for June 2019 was 14%, a -4% decrease compared to May 2019, when the ratio was 18%, and a 7% decrease from the 20% ratio last June.



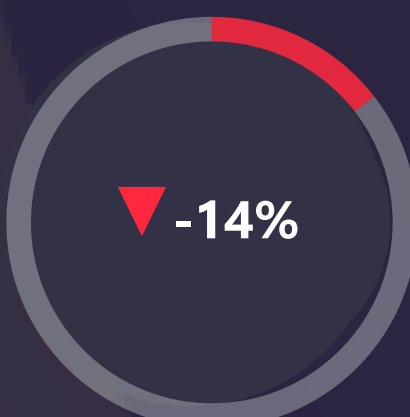
SALES



Jun 2019



May 2019



Jun 2018

The number of residential properties sold in Greater Vancouver in June 2019 was 2,071, a 21% decrease compared to May 2019, when 2,631 homes were sold, and a 14% decrease from the 2,422 properties sold last June.

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

June, 2019



Detached and Houses

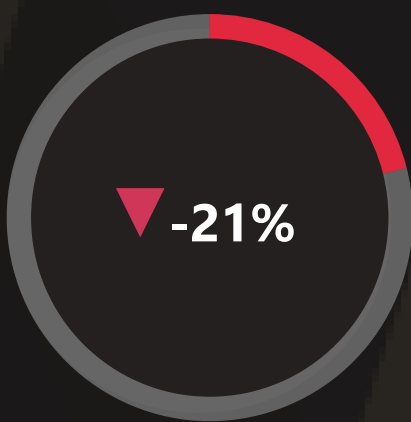
● CURRENT ● UP ● DOWN



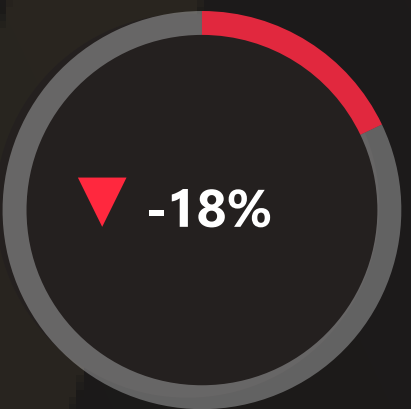
LISTINGS



Jun 2019



May 2019

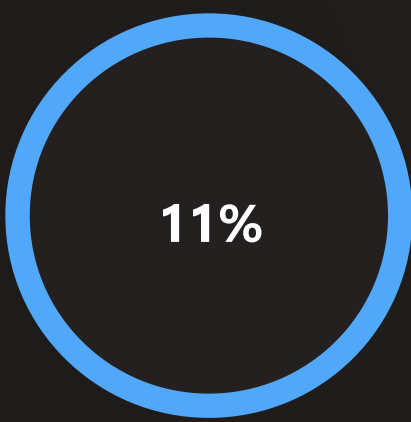


Jun 2018

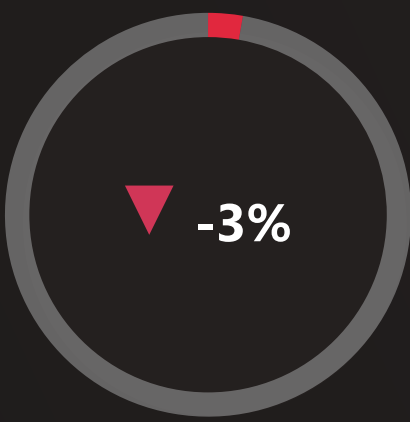
In Greater Vancouver, the number of new listings for detached properties in June 2019 was 1,735 a 21% decrease compared to May 2019, when 2,198 homes were listed, and a 18% decrease from the 2,114 properties listed last June.



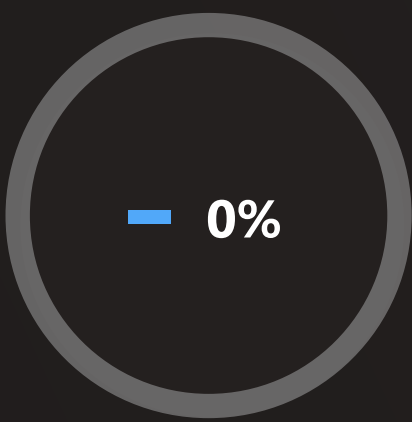
SALES TO ACTIVE



Jun 2019



May 2019



Jun 2018

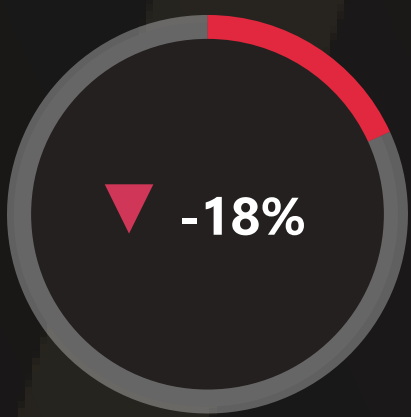
In Greater Vancouver, the sales-to-active listings ratio for detached properties for June 2019 was 11%, a 3% increase compared to May 2019, when the ratio was 14%, and no changes from last June.



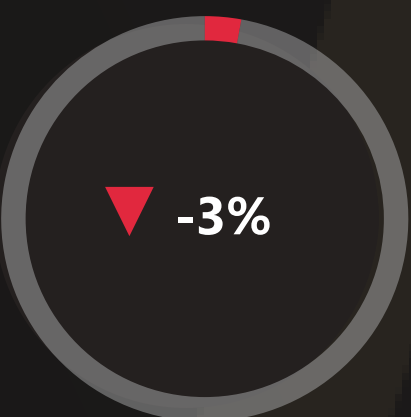
SALES



Jun 2019



May 2019



Jun 2018

The number of houses sold in Greater Vancouver in June 2019 was 741, a 18% decrease compared to May 2019, when 906 homes were sold, and a 3% decrease from the 763 properties sold last June.

Facts

The Average days on Market for Greater Vancouver detached properties in June 2019 was 48 days, a 7% increase in comparison to 45 days in May 2019. The average price per square foot for Greater Vancouver detached properties in June 2019 was \$581, a 4% increase in comparison to \$ 608 per square foot in May 2019.

GREATER VANCOUVER

June, 2019



Condos and Townhouses

● CURRENT ● UP ● DOWN



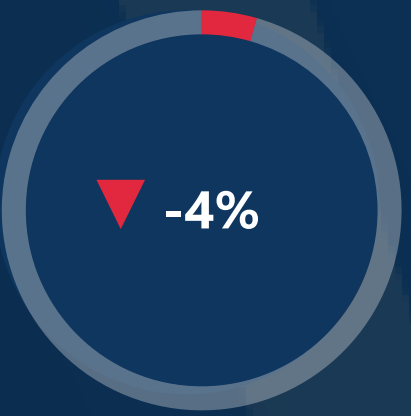
LISTINGS



Jun 2019



May 2019

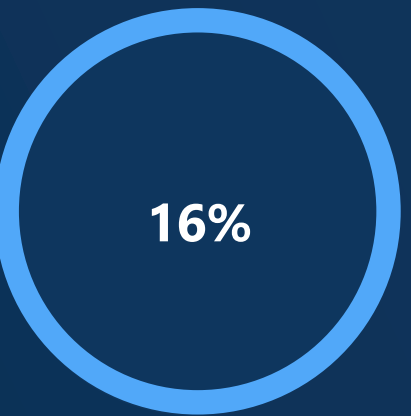


Jun 2018

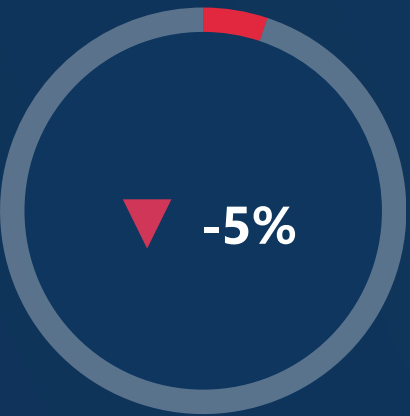
In Greater Vancouver, the number of new listings for detached properties for June C2 was 2,999, a 18% decrease compared to May 2019, when 3,648 homes were listed, and a 4% decrease from the 3,139 properties listed last June.



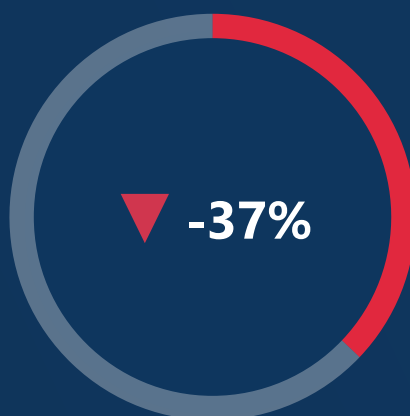
SALES TO ACTIVE



Jun 2019



May 2019



Jun 2018

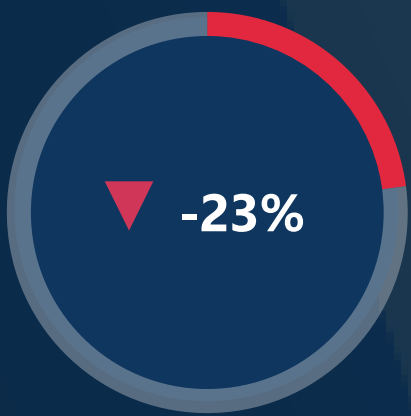
In Greater Vancouver, the sales-to-active listings ratio condos and townhouse in June 2019 was 16%, a 5% decrease compared to May 2019, when the ratio was 21%, and a 37% decrease from the 53% ratio last June.



SALES



Jun 2019



May 2019



Jun 2018

The number of condos and townhouses sold in Greater Vancouver condos in June 2019 was 1,330, a 23% decrease compared to May 2019, when 1,725 homes were sold, and a 20% decrease from the 1,659 properties sold last June.

Facts

The average days on the market for Greater Vancouver condos in June 2019 was 36 days, while for townhouses it was 34 days. The average price per square foot for Greater Vancouver condos was \$749 in May 2019, whereas for townhouses it was \$574 per square foot.

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Downtown Vancouver

June 2019



DOWNTOWN VANCOUVER

June, 2019

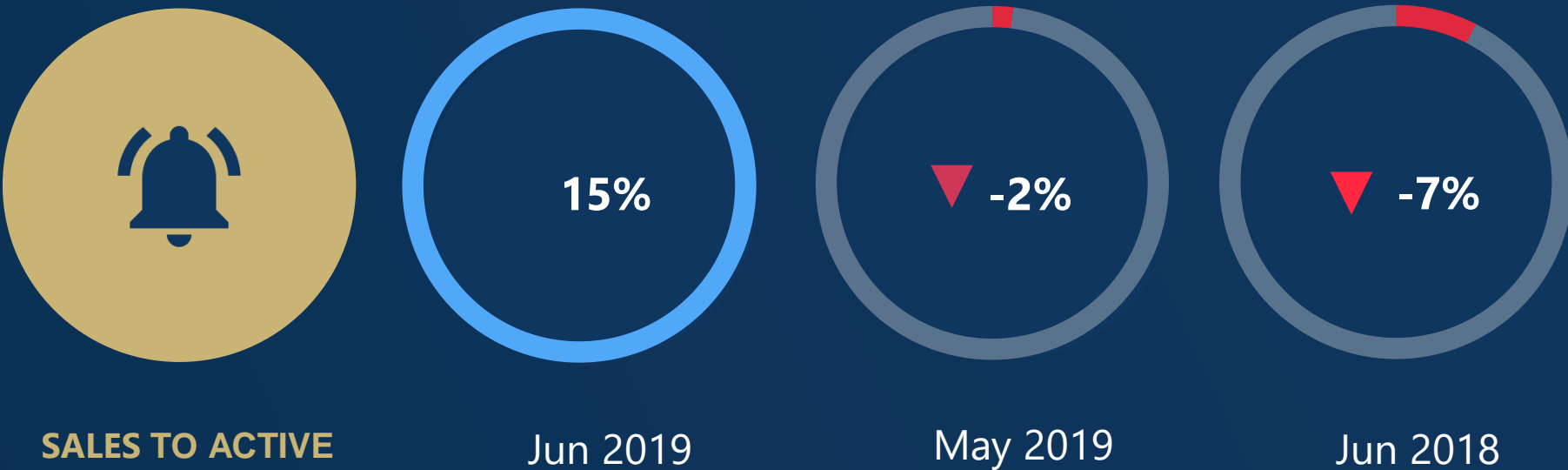


Condos and Townhouses

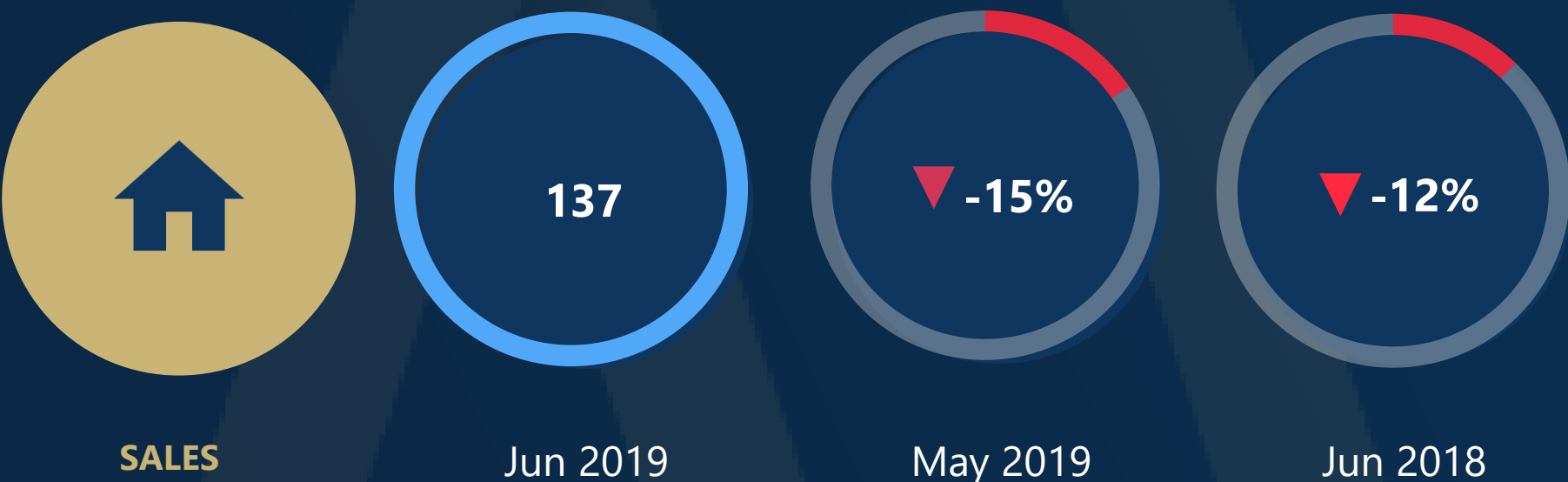
CURRENT UP DOWN



In Downtown Vancouver, the number of new listings for condo and townhouses in June 2019 was 898, a 5% decrease compared to May 2019, when 898 homes were listed, and a 31% increase from the 687 properties listed last June.



In Downtown Vancouver, the sales-to-active listings ratio for condos and townhouses for June 2019 was 15%, a 2% decrease compared to May 2019, when the ratio was 17%, and a 7% decrease from the 23% ratio last June.



The number of condos and townhouses sold in Downtown Vancouver in June 2019 was 137, a -15% decrease compared to May 2019, when 162 homes were sold, and a 12% decrease from the 156 properties sold last June.



In Downtown Vancouver, the average sale price for condos and townhouses in June 2019 was \$719K, a 4% decrease compared to May 2019, when the average sale price was \$750K, and a 17% decrease from the \$870K average sale price from last June.

Market Type

DOWNTOWN VANCOUVER

June, 2019

Sales Ratio

To understand the ratio between supply and demand, we also look at sales to active ratio for an indication of the current market type.

- 21% & Greater Sellers Market
- 15% to 20% Balanced Market
- 14% & Less Buyer Market

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



Condos and Townhouses



Seller Market



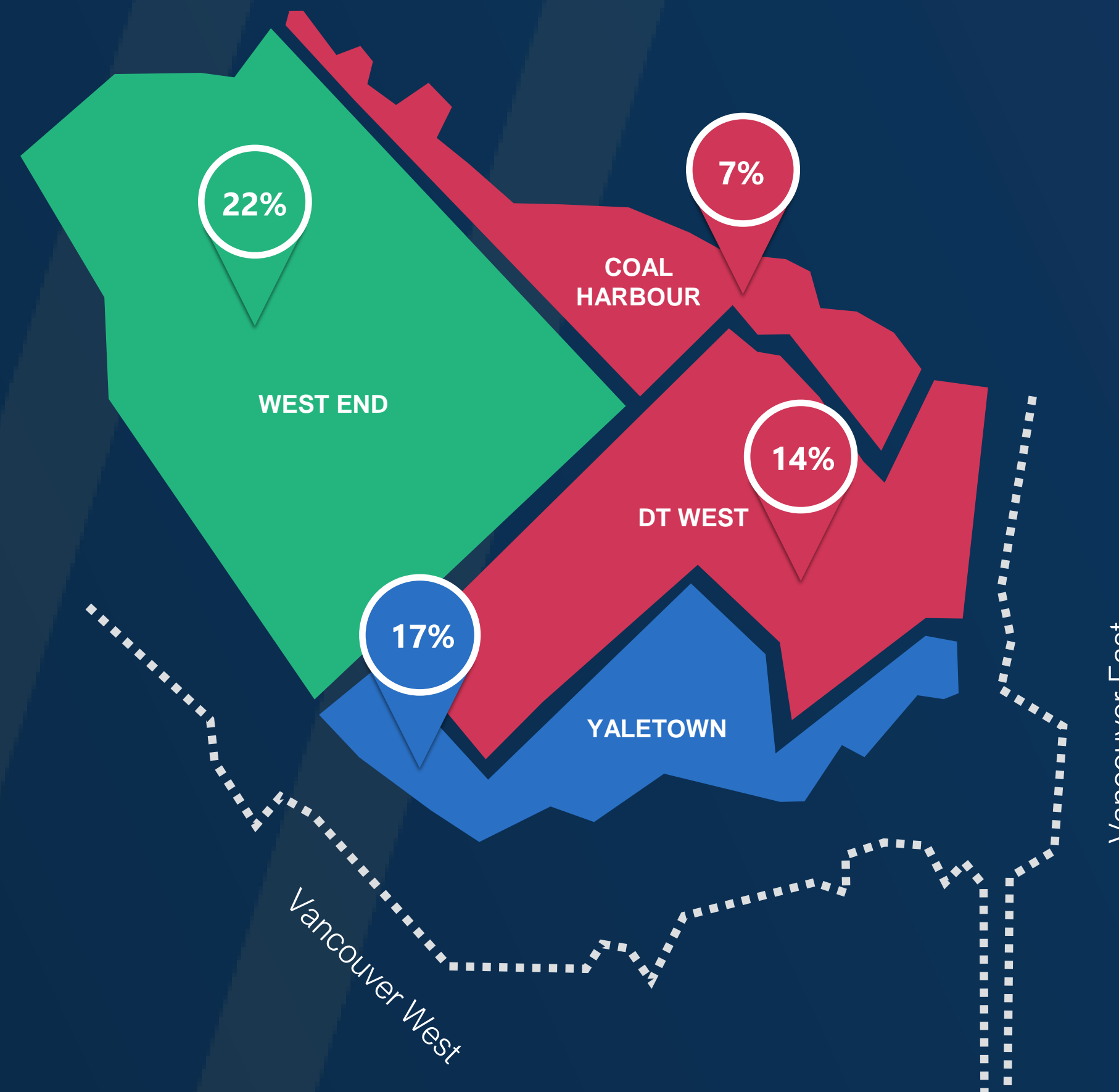
Buyer Market



N/A*



Balanced Market



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Vancouver Westside

June 2019



VANCOUVER WESTSIDE

June, 2019



Detached and Houses

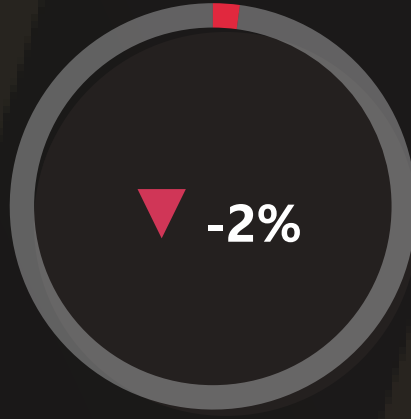
● CURRENT ● UP ● DOWN



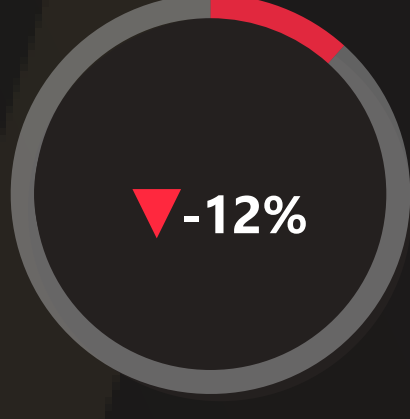
LISTINGS



Jun 2019



May 2019

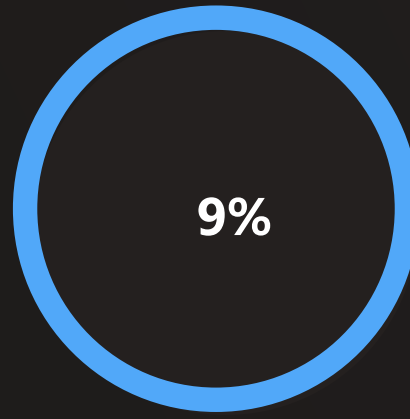


Jun 2018

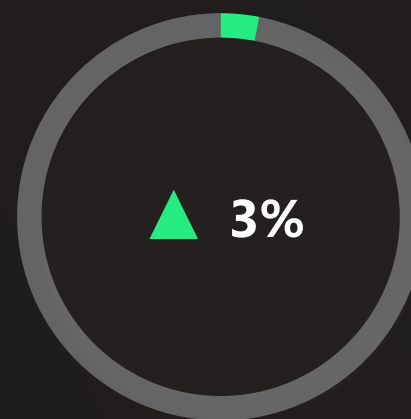
In Vancouver West, the number of new listings for detached properties in June 2019 was 689, a 2% decrease compared to May 2019, when 704 homes were listed, and a 12% decrease from the 780 properties listed last June.



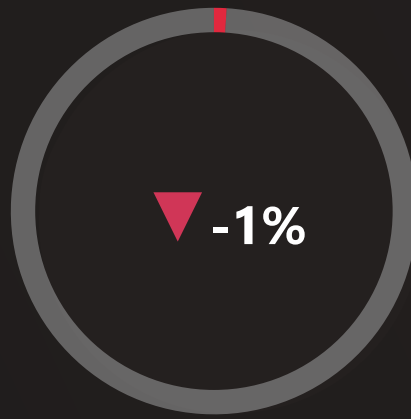
SALES TO ACTIVE



Jun 2019



May 2019

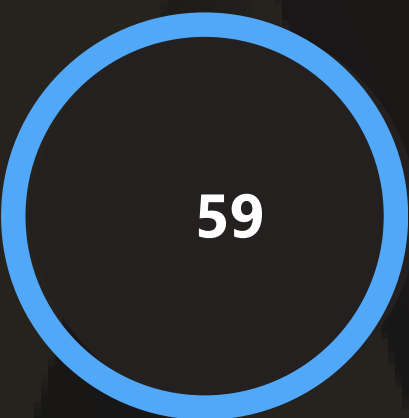


Jun 2018

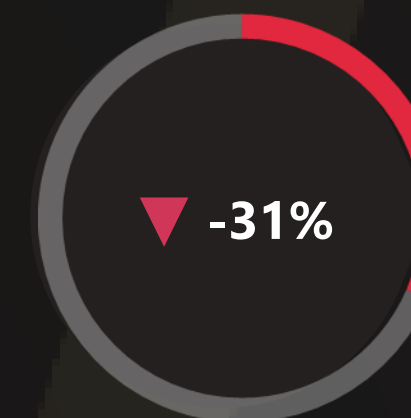
In Vancouver West, the sales-to-active listings ratio for houses for June 2019 was 9%, a 3% increase compared to May 2019, when the ratio was 6%, and a 1% decrease from the 10% ratio last June.



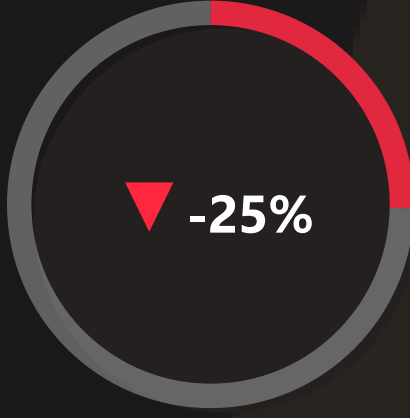
SALES



Jun 2019



May 2019



Jun 2018

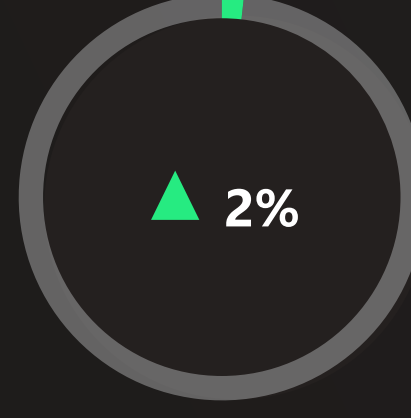
The number of houses sold in Vancouver West in June 2019 was 59, a 31% decrease compared to May 2019, when 85 homes were sold, and a 25% decrease from the 79 properties sold last June.



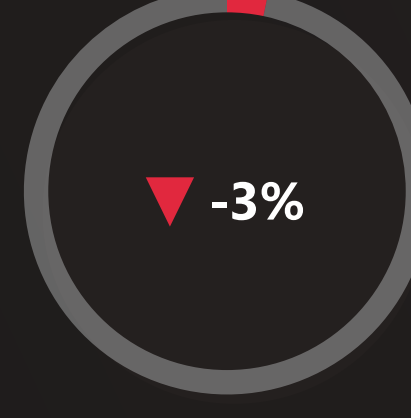
AVERAGE PRICE



Jun 2019



May 2019



Jun 2018

In Vancouver West, the average sale price for houses in June 2019 was \$2.9M, a 2% increase compared to May 2019, when the average sale price was \$2.85M, and a 3% decrease from the \$2.998M average sale price from last June.

Market Type

VANCOUVER WESTSIDE

June, 2019



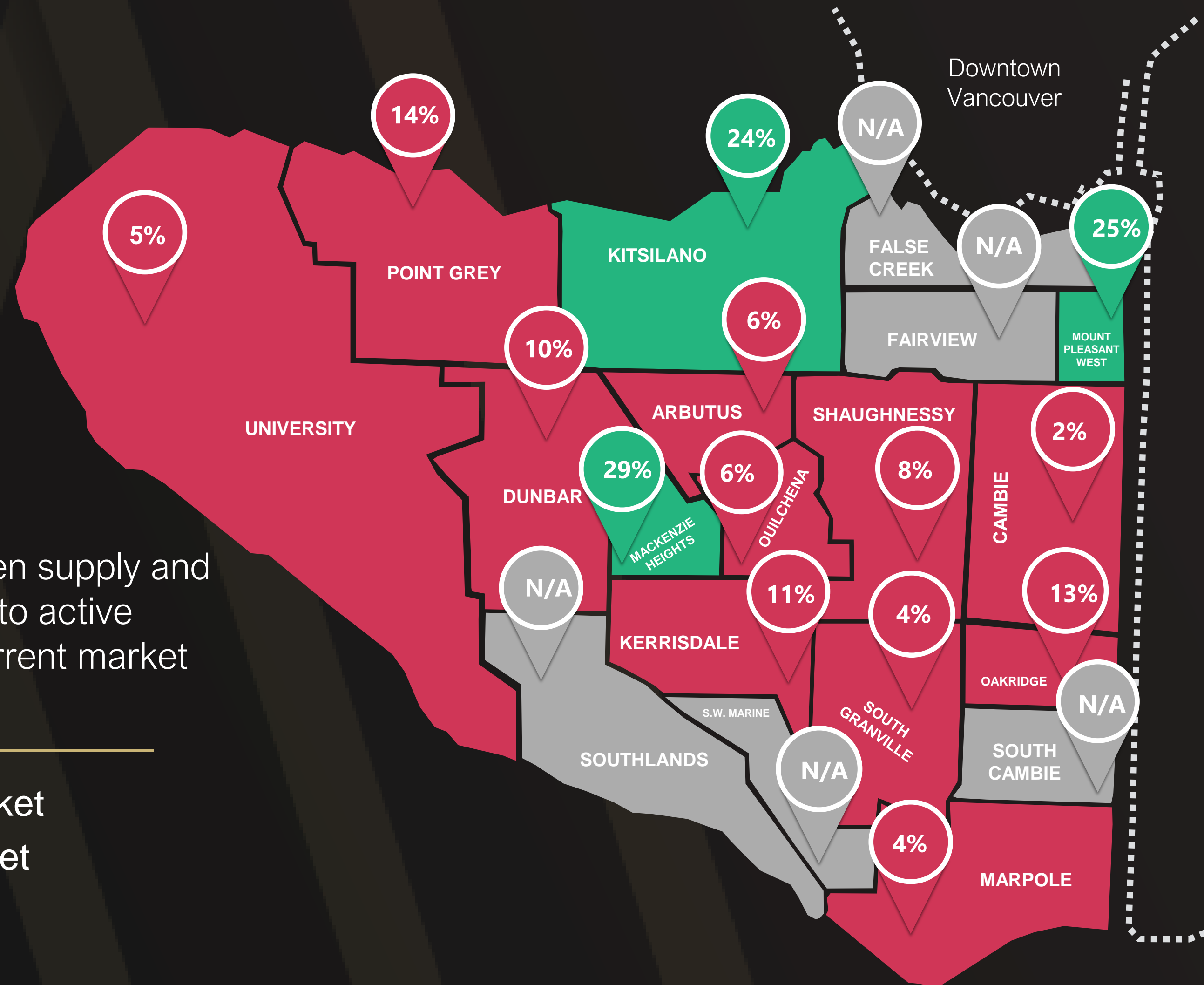
Detached and Houses

● 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

June, 2019



Condos and Townhouses

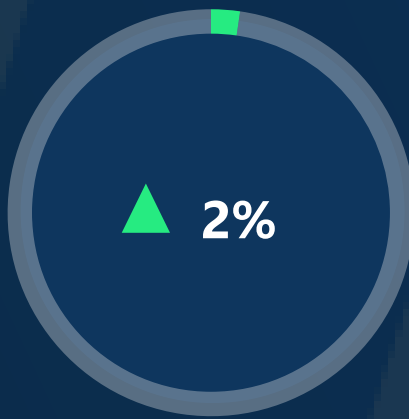
CURRENT UP DOWN



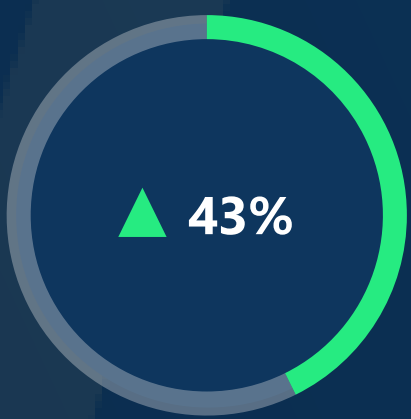
LISTINGS



Jun 2019



May 2019

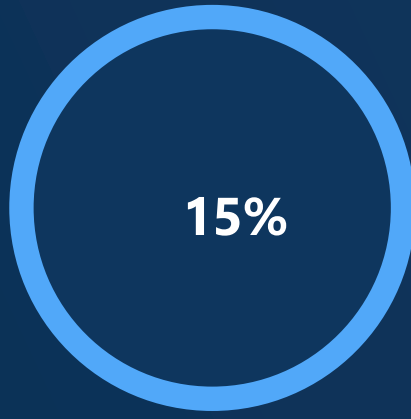


Jun 2018

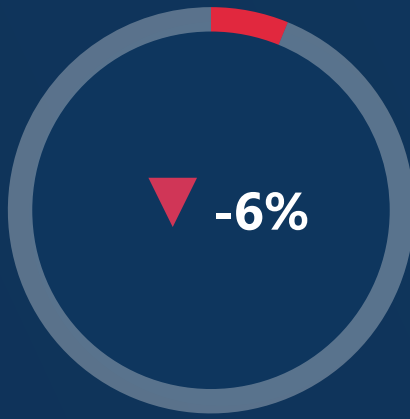
In Vancouver West, the number of new listings for condos and townhouses in June 2019 was 983, a 2% increase compared to May 2019, when 961 homes were listed, and a 43% increase from the 689 properties listed last June.



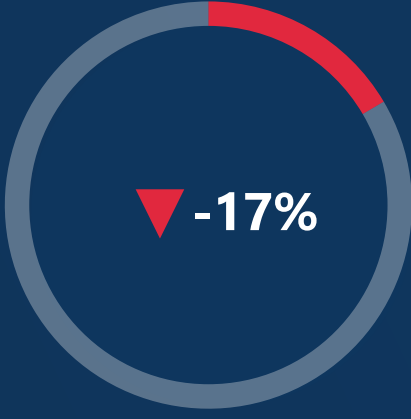
SALES TO ACTIVE



Jun 2019



May 2019



Jun 2018

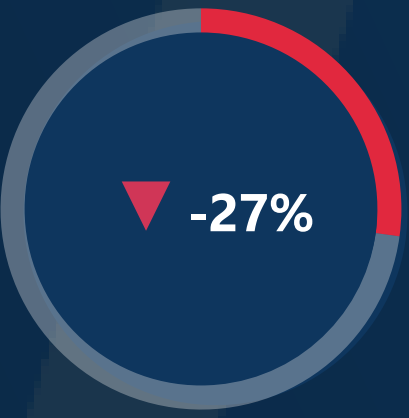
In Vancouver West, the sales-to-active listings ratio for condo and townhouses for June 2019 was 15%, a 6% decrease compared to May 2019, when the ratio was 21%, and a 17% decrease from the 32% ratio last June.



SALES



Jun 2019



May 2019



Jun 2018

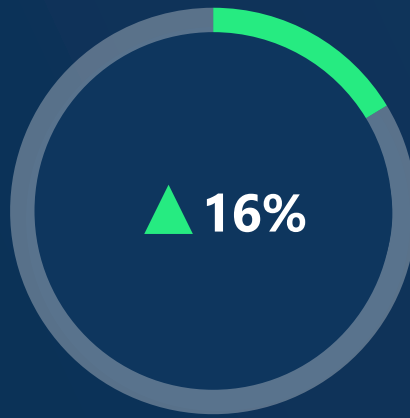
The number of condos and townhouses sold in Vancouver West in June 2019 was 150, a 27% decrease compared to May 2019, when 206 homes were sold, and a 32% decrease from the 219 properties sold last June.



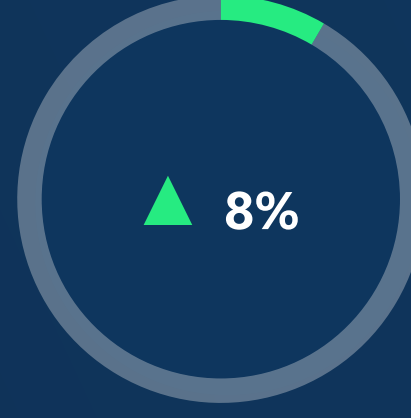
AVERAGE PRICE



Jun 2019



May 2019



Jun 2018

In Vancouver West, the average sale price for condos and townhouses in June 2019 was \$898K, a 16% increase compared to May 2019, when the average sale price was \$772K, and a 8% increase from the \$828K average sale price from last June.

Market Type

VANCOUVER WESTSIDE

June, 2019

Sales Ratio

To understand the ratio between supply and demand, we also look at sales to active ratio for an indication of the current market type.

- 21% & Greater Sellers Market
- 15% to 20% Balanced Market
- 14% & Less Buyer Market

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



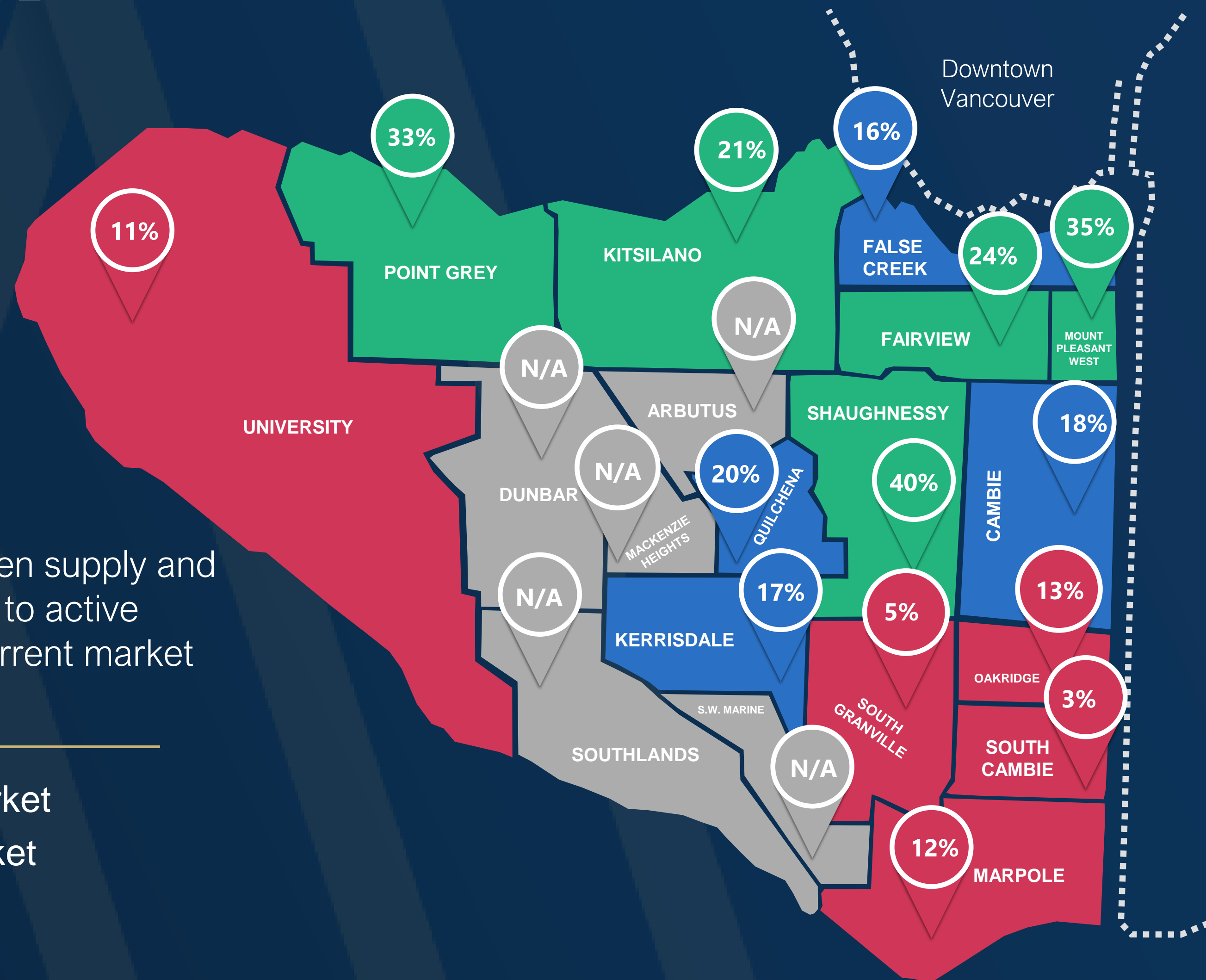
Condos and Townhouses

● Seller Market

● Buyer Market

● N/A*

● Balanced Market



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Vancouver Eastside

June 2019

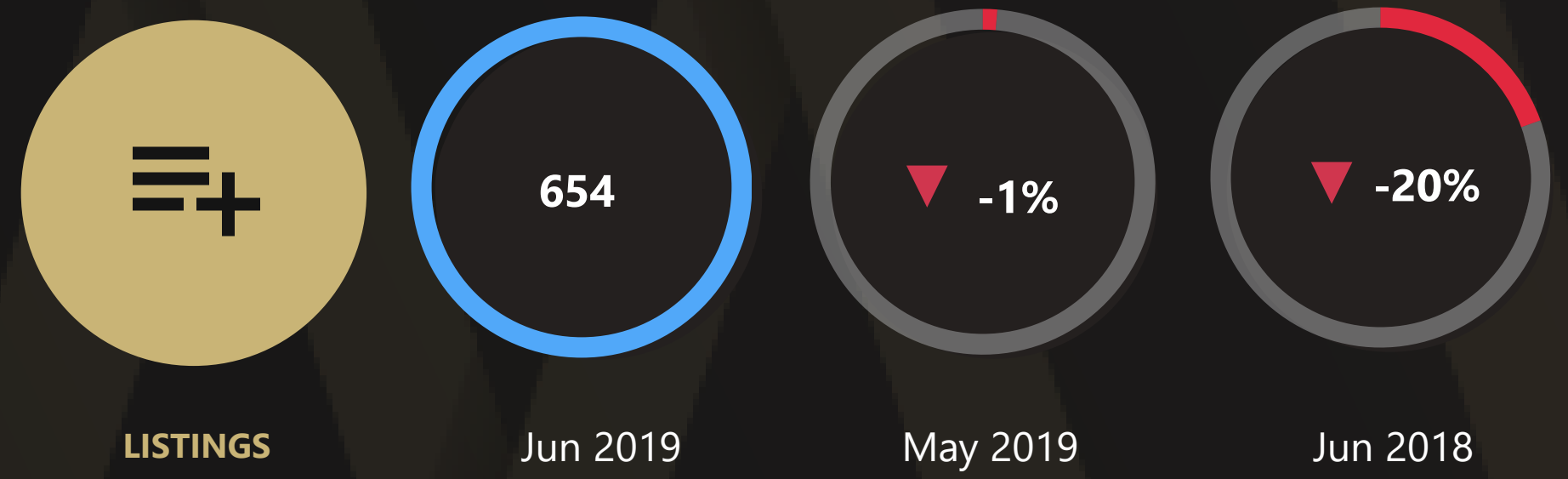


VANCOUVER EASTSIDE

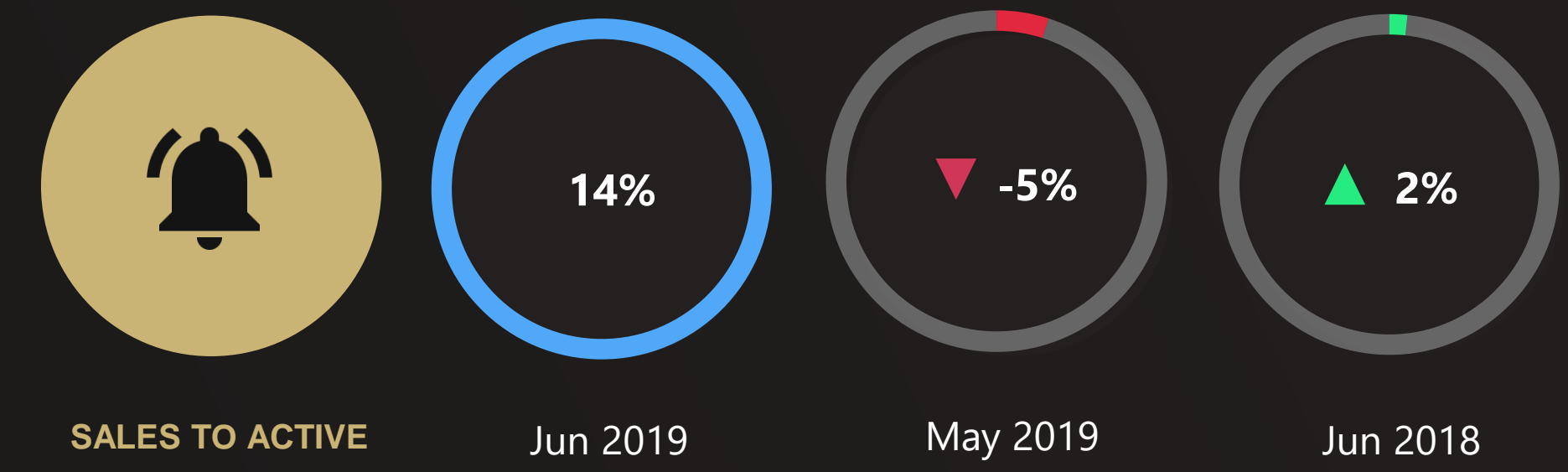
June, 2019

 Detached and Houses

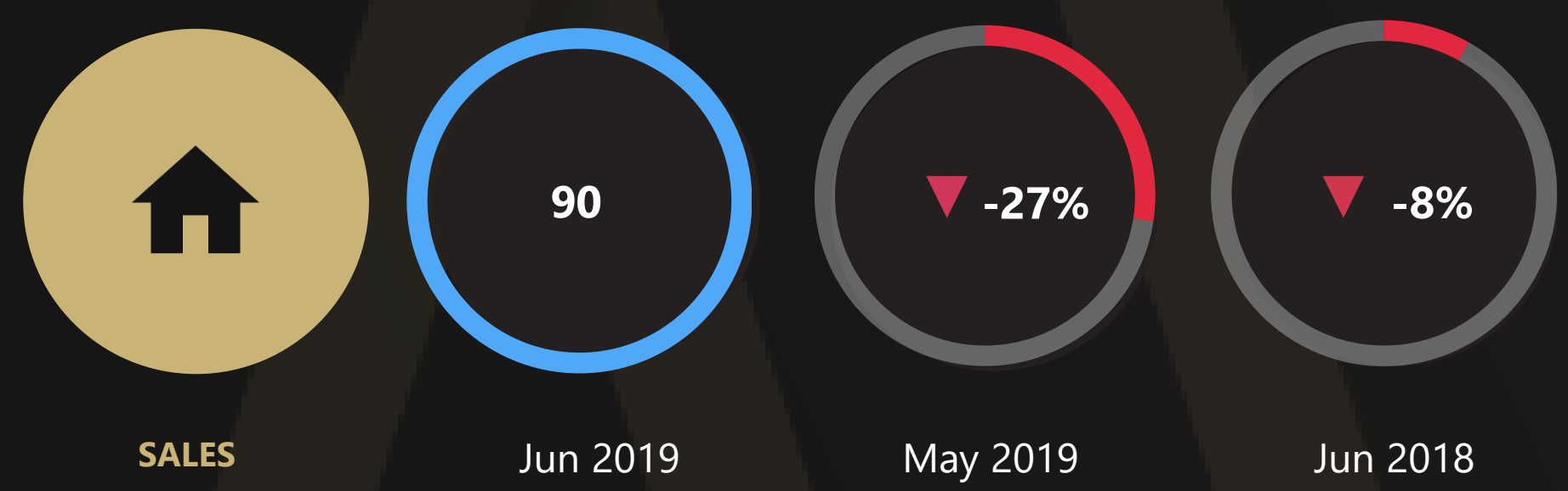
CURRENT UP DOWN



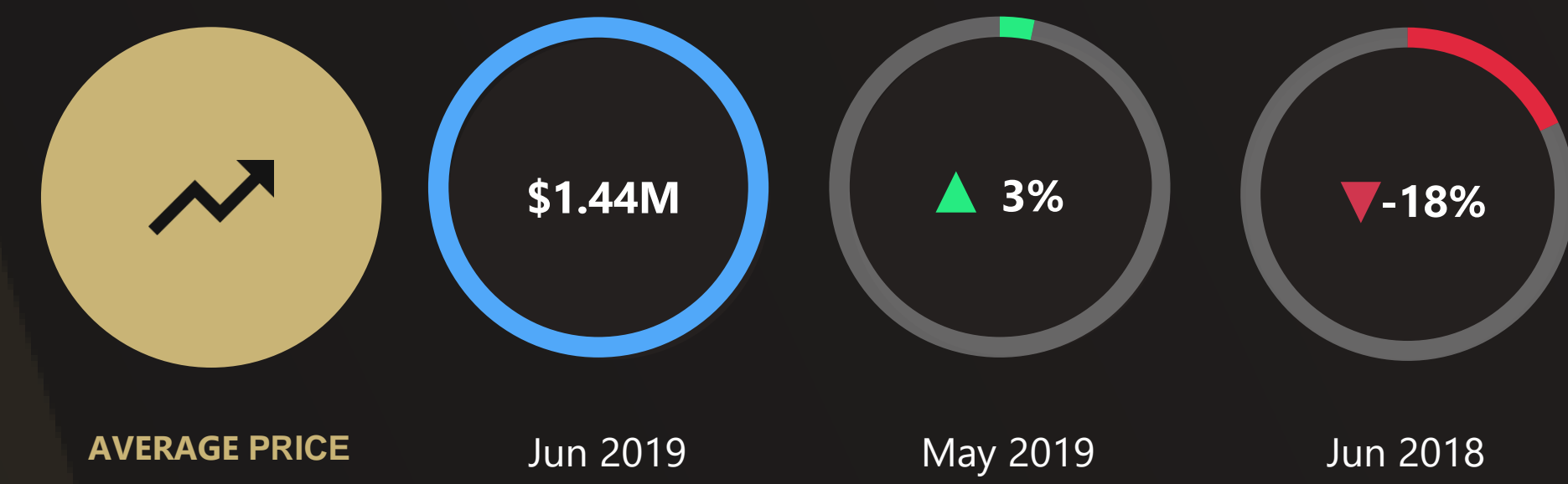
In Vancouver East, the number of new listings for detached properties in June 2019 was 654, a 1% decrease compared to May 2019, when 663 homes were listed, and a 20% decrease from the 813 properties listed last June.



In Vancouver East, the sales to active ratio for houses for June 2019 was 14%, a 5% decrease compared to May 2019, when the ratio was 19%, and a 2% increase from the 12% ratio last June.



The number of houses sold in Vancouver East in June 2019 was 90, a 27% decrease compared to May 2019, when 124 homes were sold, and a 8% decrease from the 98 properties sold last June.



In Vancouver East, the average sale price for houses in June 2019 was \$1.444M, a 3% increase compared to May 2019, when the average sale price was \$1.398M, and a 4% decrease from the \$1.504M average sale price from last June.

Market Type

VANCOUVER WESTSIDE

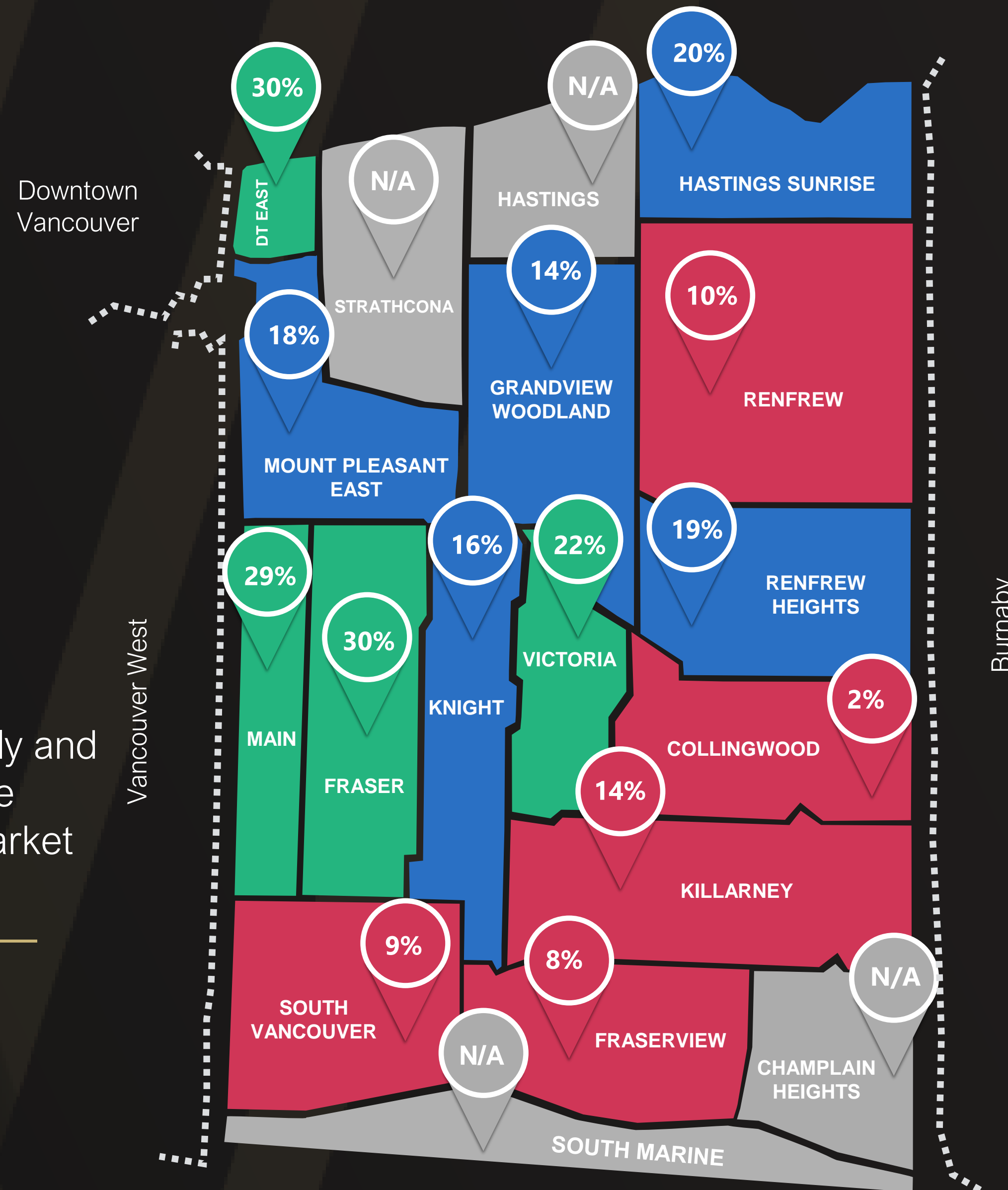
June, 2019

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

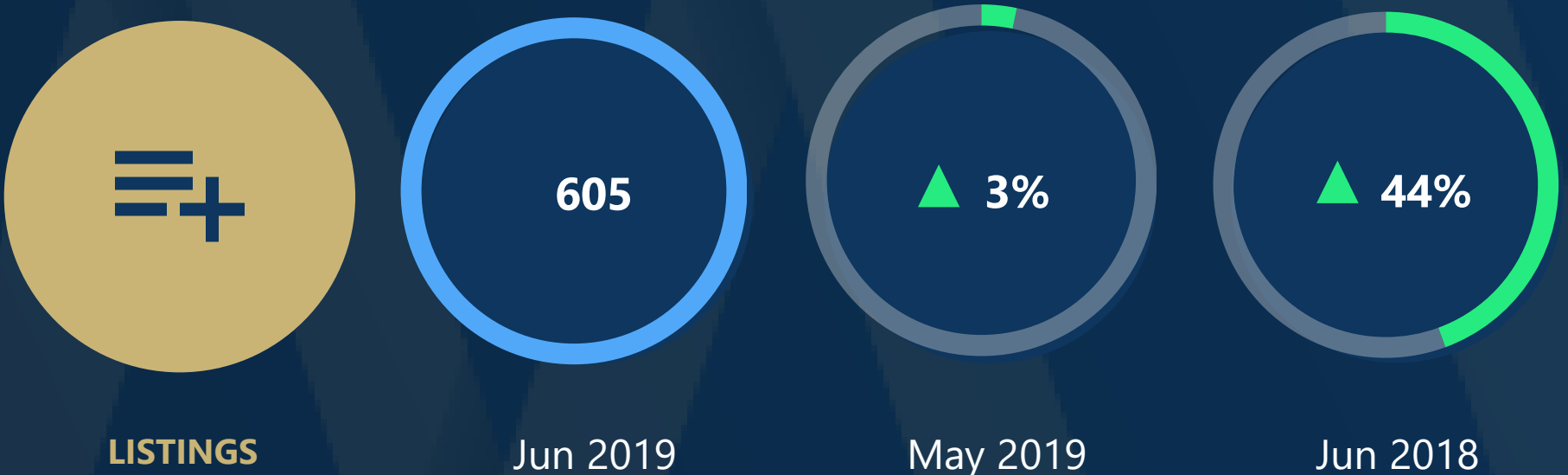
VANCOUVER EASTSIDE

June, 2019

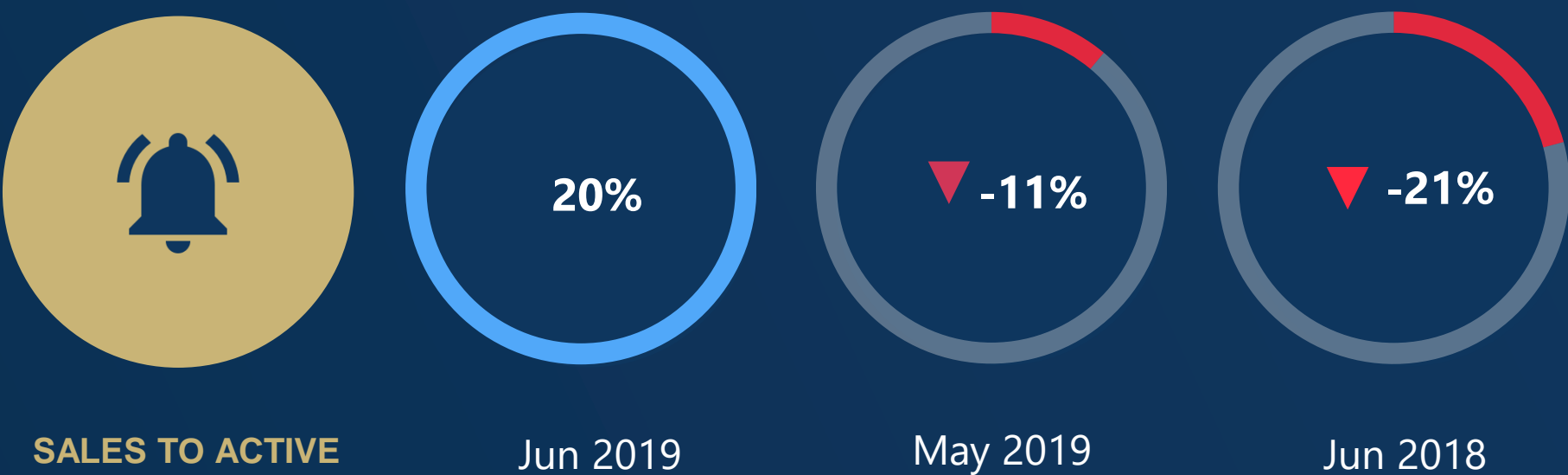


Condos and Townhouses

CURRENT UP DOWN



In Vancouver East, the number of new listings for condos and townhouses in June 2019 was 605, a 3% increase compared to May 2019, when 586 homes were listed, and a 44% increase from the 419 properties listed last June.



In Vancouver East, the sales-to-active listings ratio for condo and townhouses for June 2019 was 20%, a 11% decrease compared to May 2019, when the ratio was 31%, and a 21% decrease from the 41% ratio last June.



The number of condos and townhouses sold in Vancouver East in June 2019 was 121 , a 34% decrease compared to May 2019, when 182 homes were sold, and a 29% decrease from the 171 properties sold last June.



In Vancouver East, the average sale price for condos and townhouses in June 2019 was \$630K, a 7% increase compared to May 2019, when the average sale price was \$590K, and a 2% increase from the \$617K average sale price from last June.

Market Type

VANCOUVER EASTSIDE

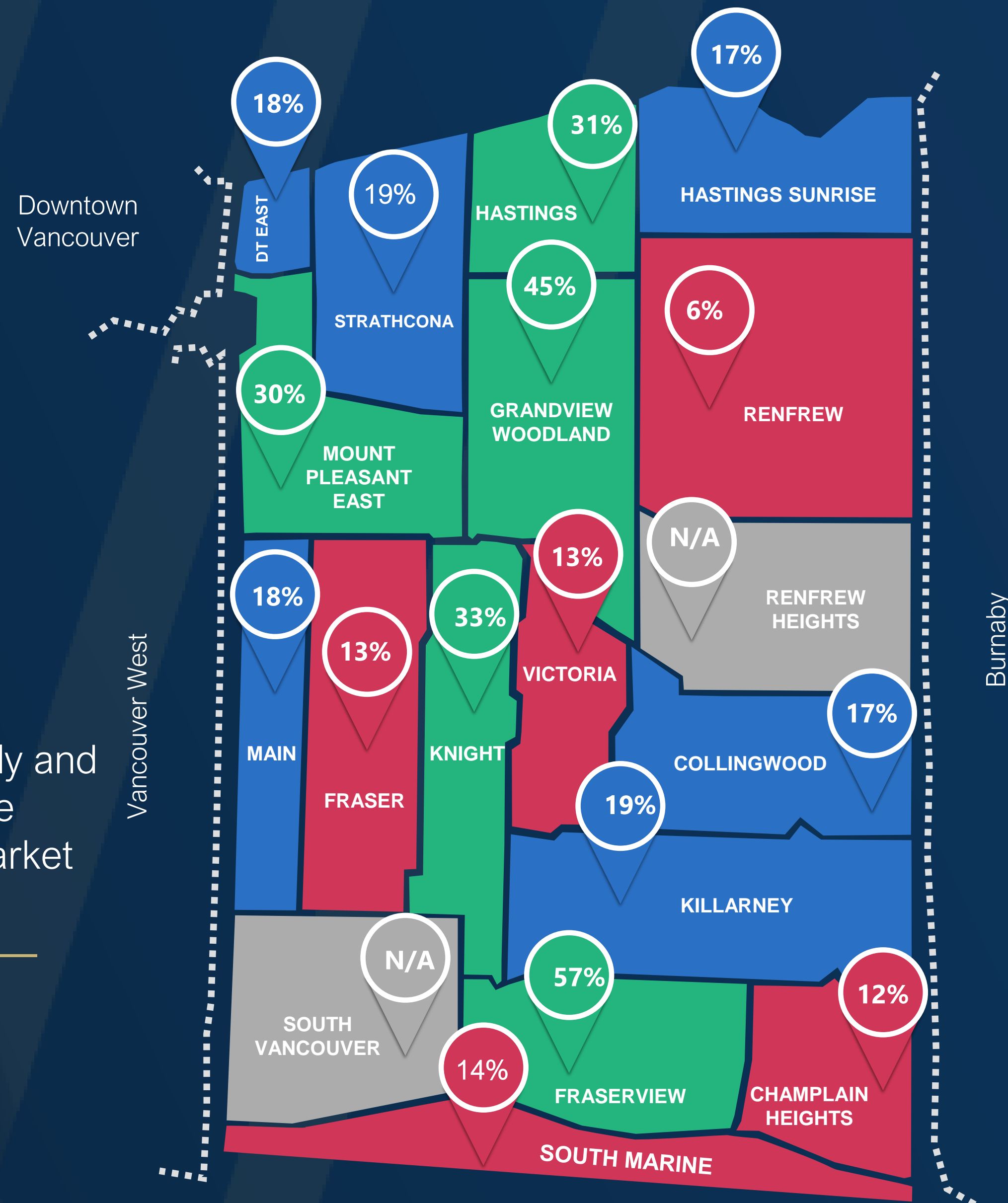
June, 2019

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

June 2019



NORTH VANCOUVER

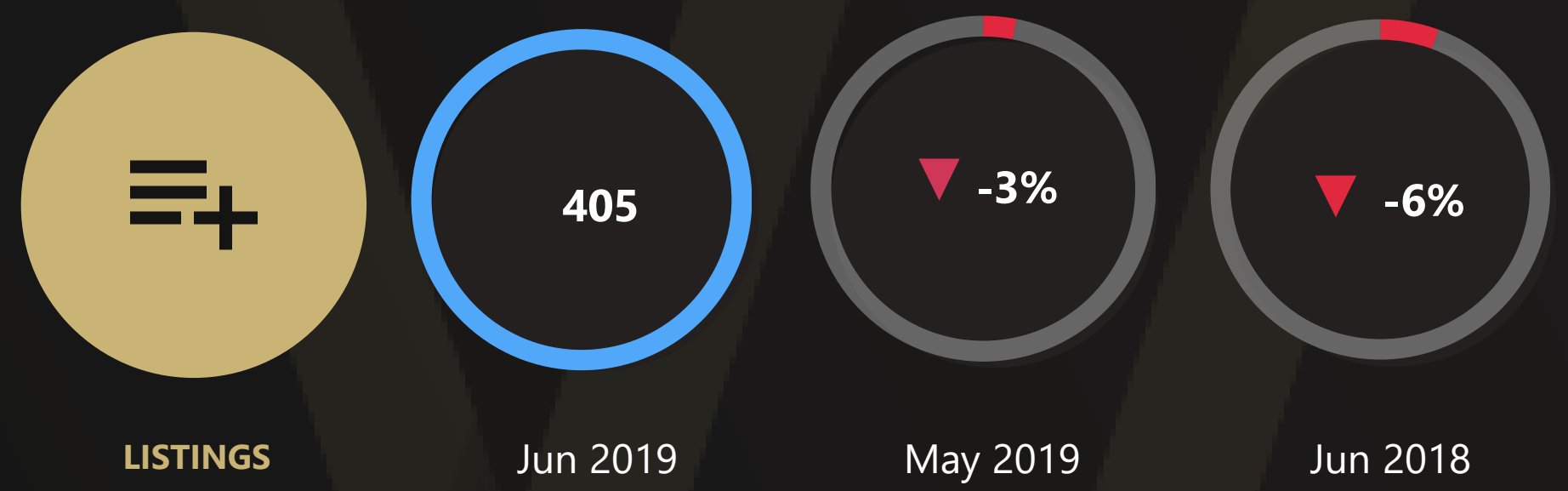
June, 2019

 Detached and Houses

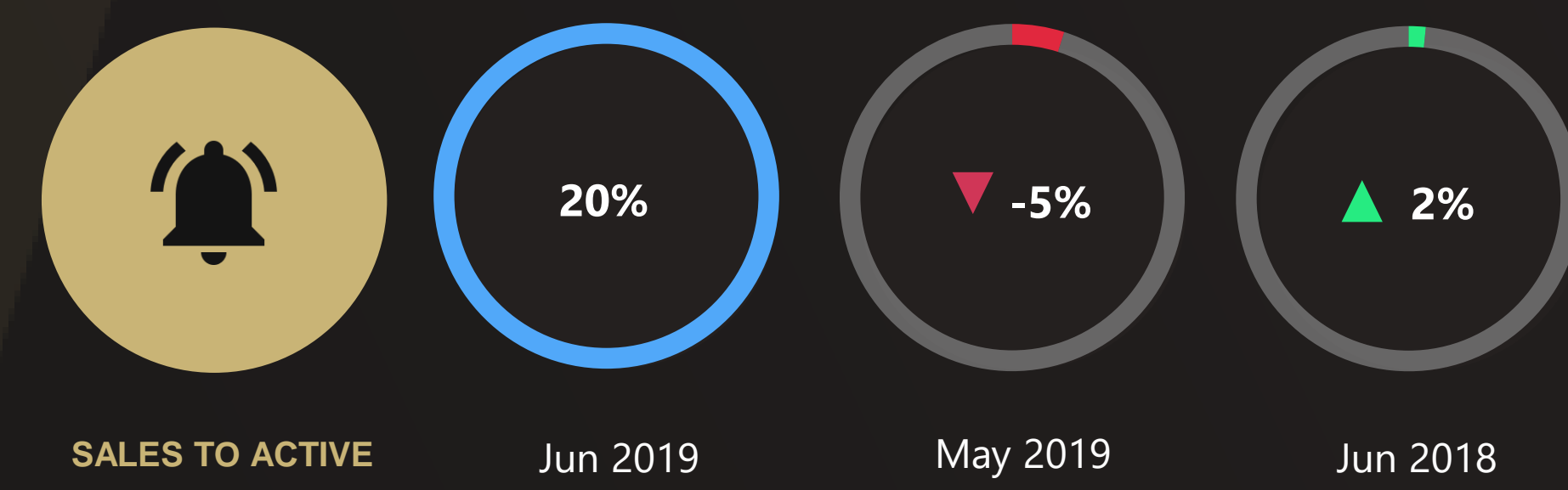
CURRENT

UP

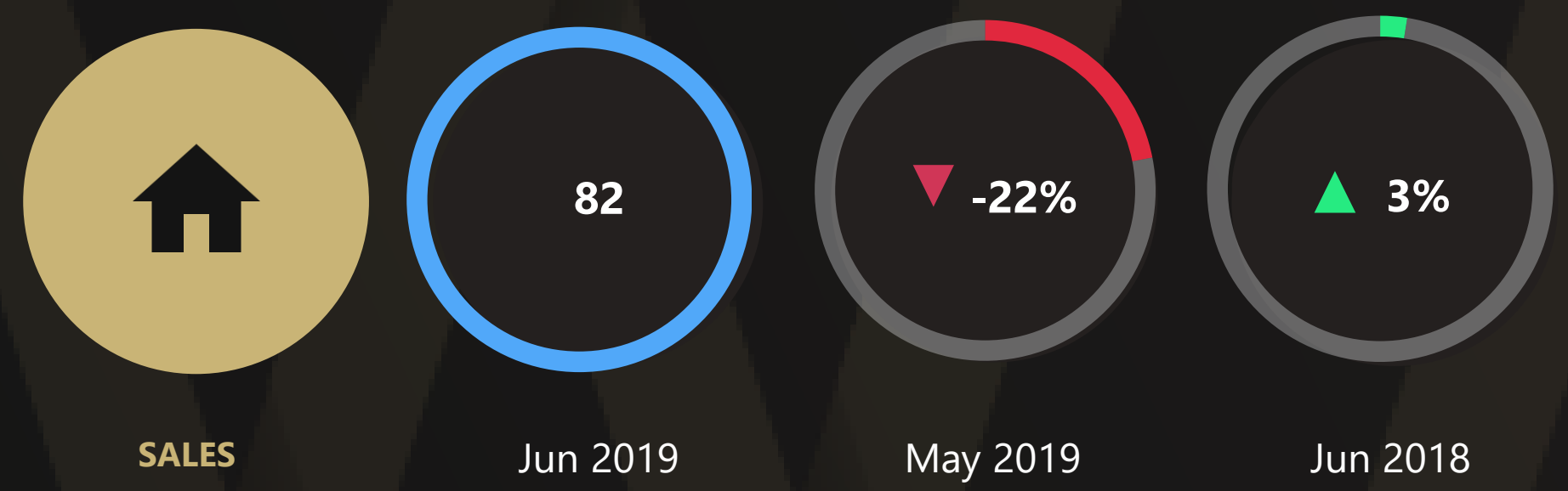
DOWN



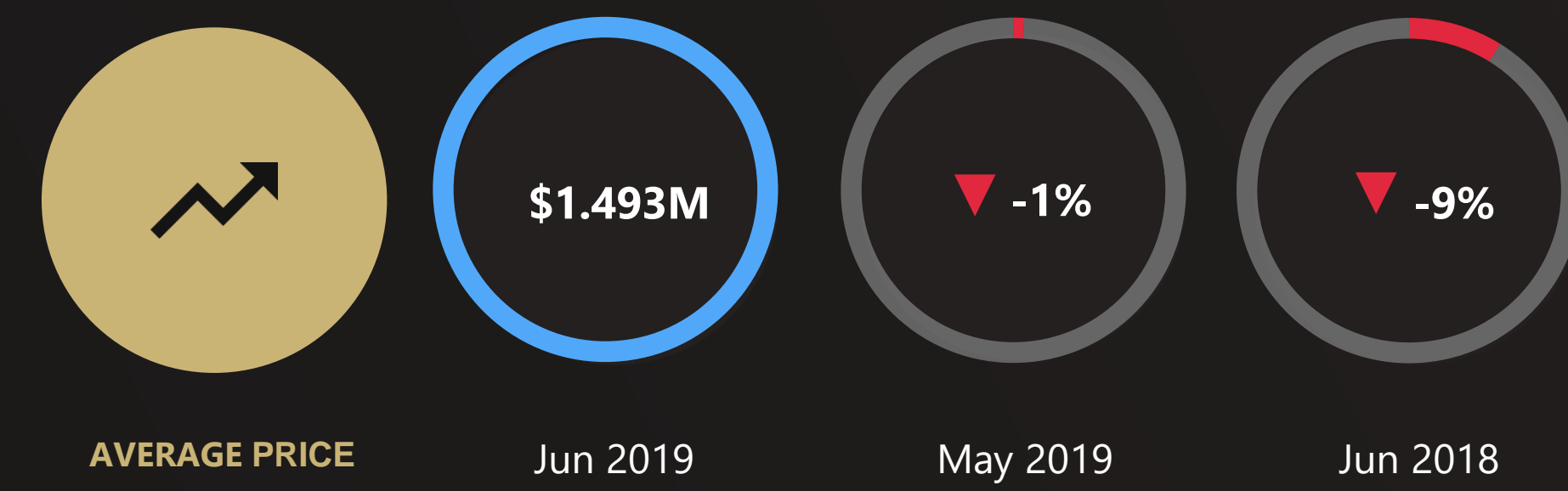
In North Vancouver, the number of new listings for detached properties in June 2019 was 405, a 3% decrease compared to May 2019, when 418 homes were listed, and a 6% decrease from the 429 properties listed last June.



In North Vancouver, the sales to active ratio for houses for June 2019 was 20%, a 5% decrease compared to May 2019, when the ratio was 25%, and a 2% increase from the 19% ratio last June.



The number of houses sold in North Vancouver in June 2019 was 82, a 22% decrease compared to May 2019, when 105 homes were sold, and a 3% increase from the 80 properties sold last June.



In North Vancouver, the average sale price for houses in June 2019 was \$1.493M, a 1% decrease compared to May 2019, when the average sale price was \$1.502M, and a 9% decrease from the \$1.638M average sale price from last June.

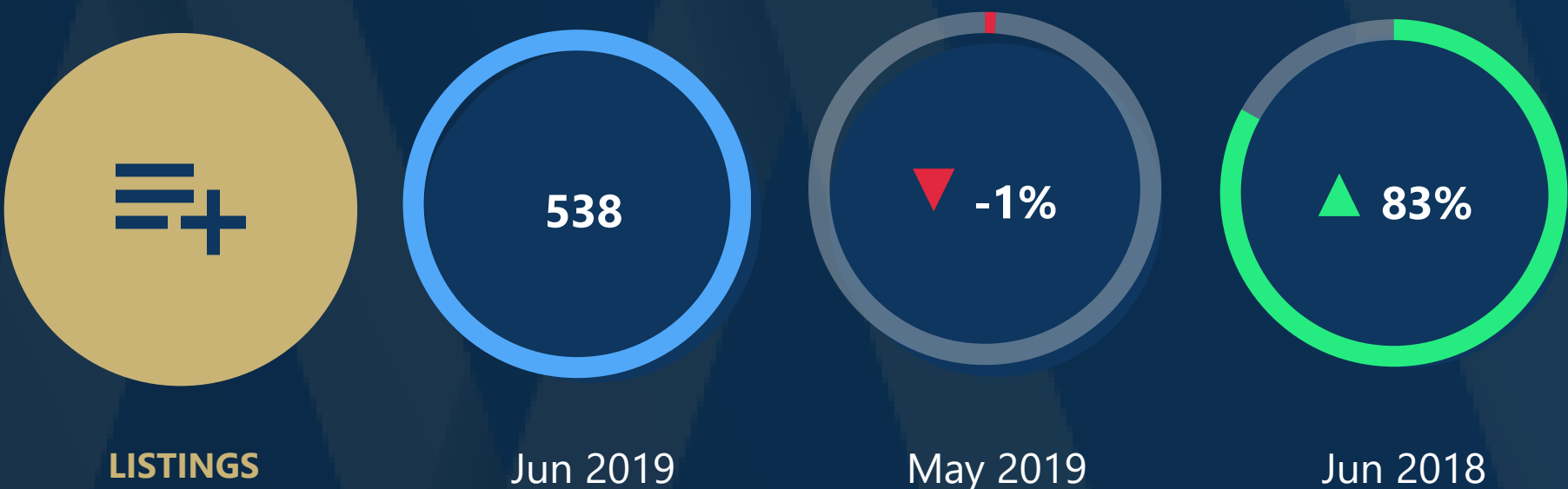
NORTH VANCOUVER

June, 2019

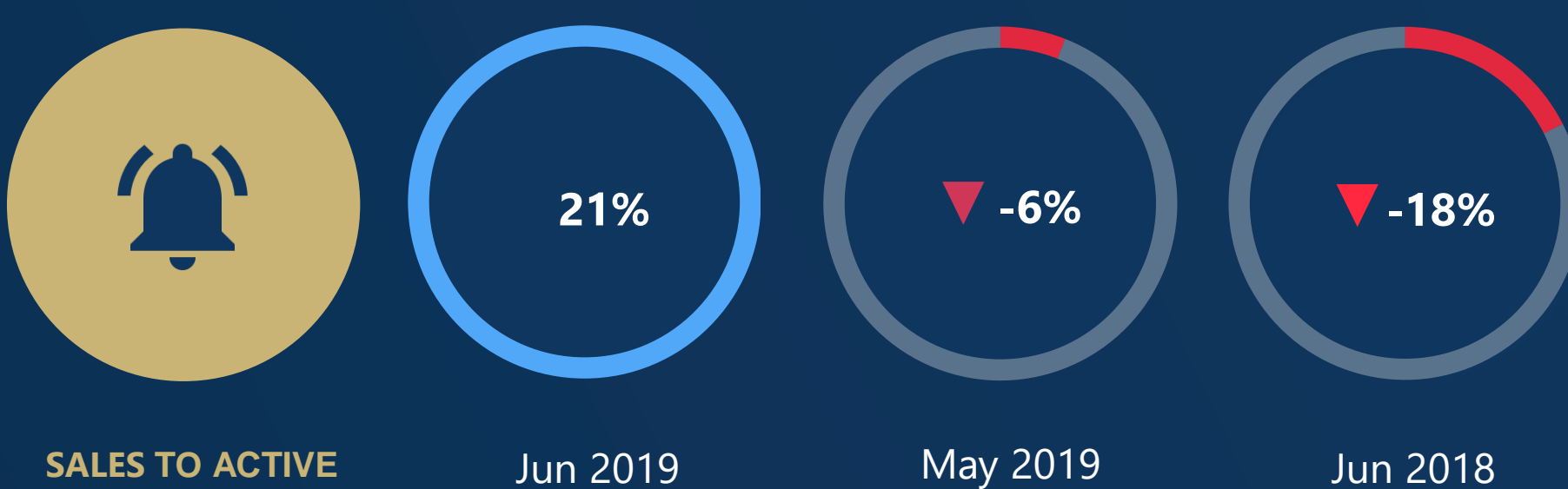


Condos and Townhouses

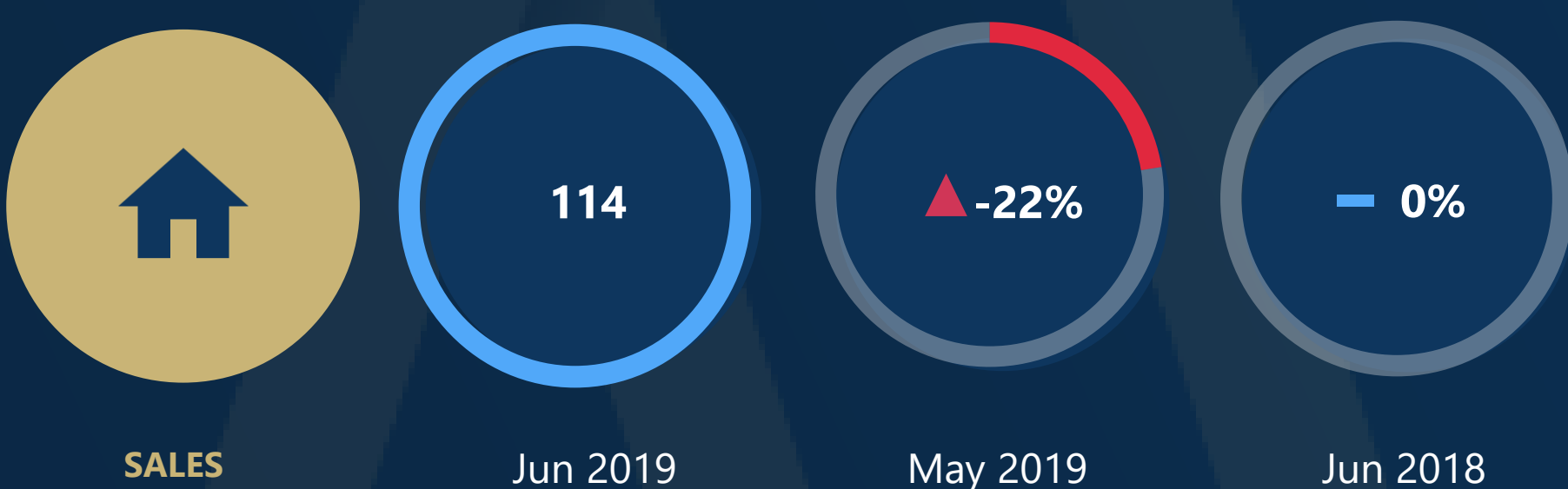
CURRENT UP DOWN



In North Vancouver, the number of new listings for condos and townhouses in June 2019 was 538, a 1% decrease compared to May 2019, when 541 homes were listed, and a 83% increase from the 294 properties listed last June.



In North Vancouver, the sales-to-active listings ratio for condo and townhouses for June 2019 was 21%, a 6% decrease compared to May 2019, when the ratio was 27%, and a 18% decrease from the 39% ratio last June.



The number of condos and townhouses sold in North Vancouver in June 2019 was 114 , a 22% decrease compared to May 2019, when 147 homes were sold, and no changes from last June.



In North Vancouver, the average sale price for condos and townhouses in June 2019 was \$678K, a 3% decrease compared to May 2019, when the average sale price was \$700K, and a 8% decrease from the \$740K average sale price from last June.

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West Vancouver

June 2019

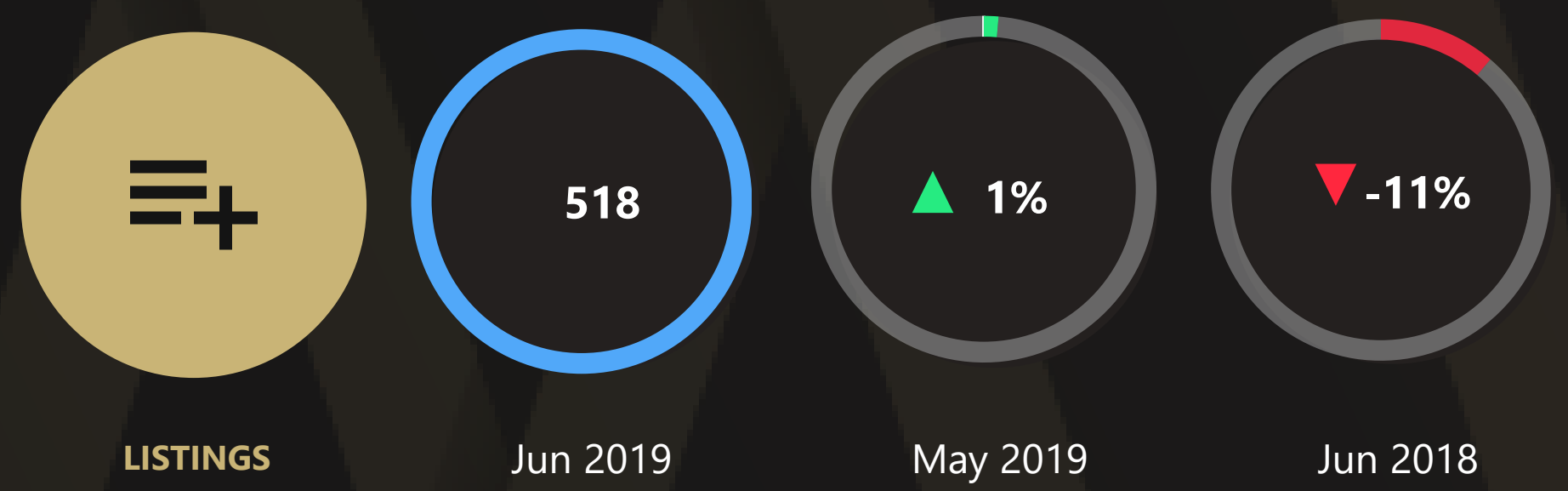


WEST VANCOUVER

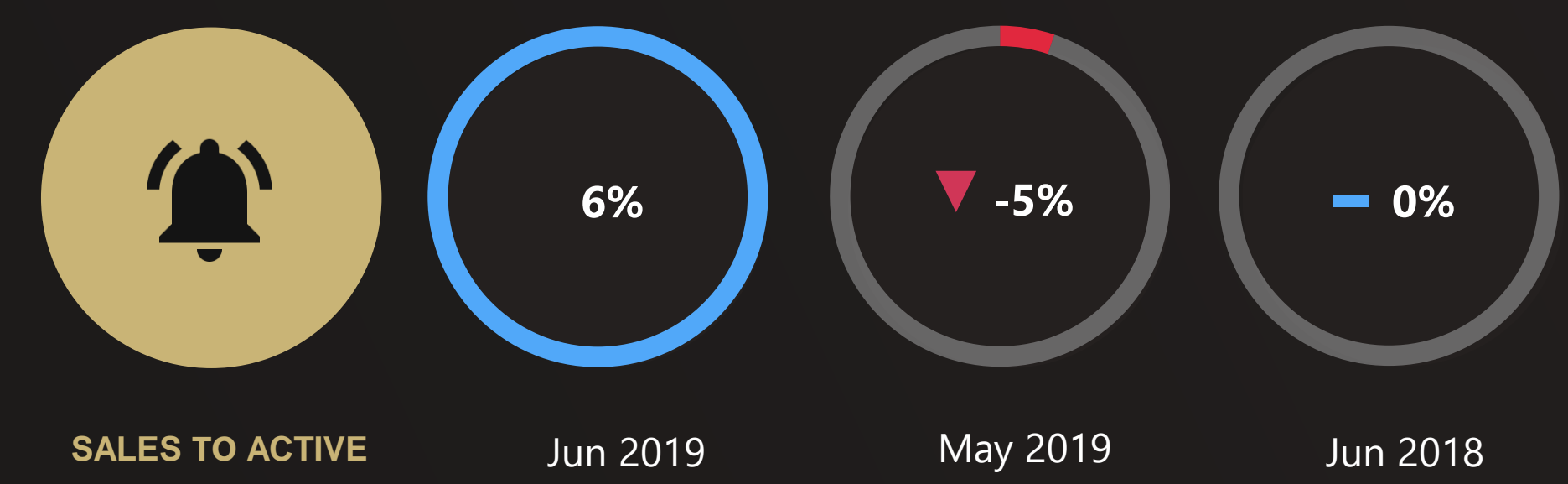
June, 2019

 Detached and Houses

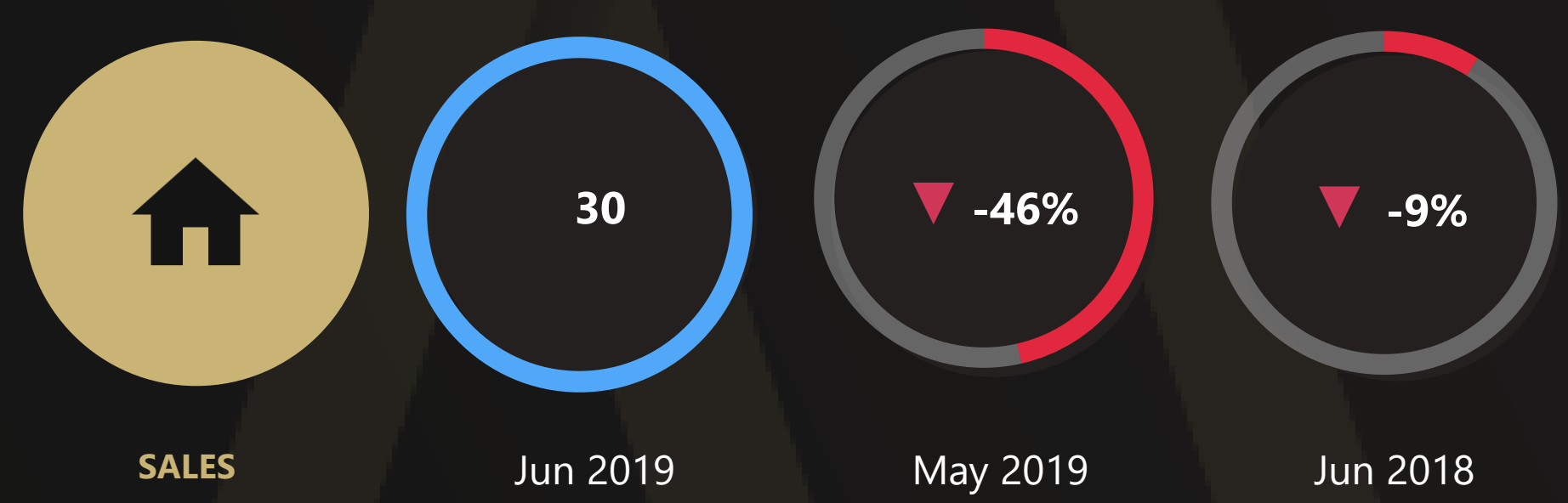
CURRENT UP DOWN



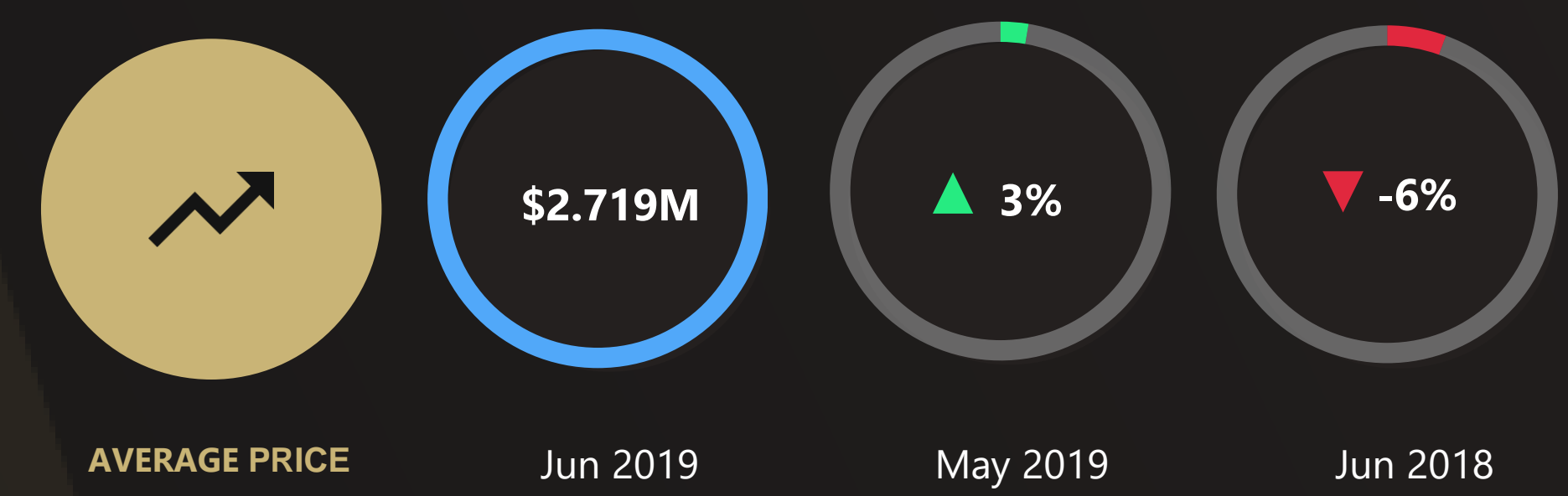
In West Vancouver houses, the number of new listings for residential properties in June 2019 was 518, a 1% increase compared to May 2019, when 511 homes were listed, and a 11% decrease from the 583 properties listed last June.



In West Vancouver, the sales to active ratio for houses for June 2019 was 6%, a 5% decrease compared to May 2019, when the ratio was 11%, and no changes from last June.



The number of houses sold in West Vancouver in June 2019 was 30, a 46% decrease compared to May 2019, when 56 homes were sold, and a 9% decrease from the 33 properties sold last June.



In West Vancouver, the average sale price for houses in June 2019 was \$2.719M, a 3% increase compared to May 2019, when the average sale price was \$2.649M, and a 6% decrease from the \$2.88M average sale price from last June.

WEST VANCOUVER

June, 2019



Condos and Townhouses

CURRENT UP DOWN



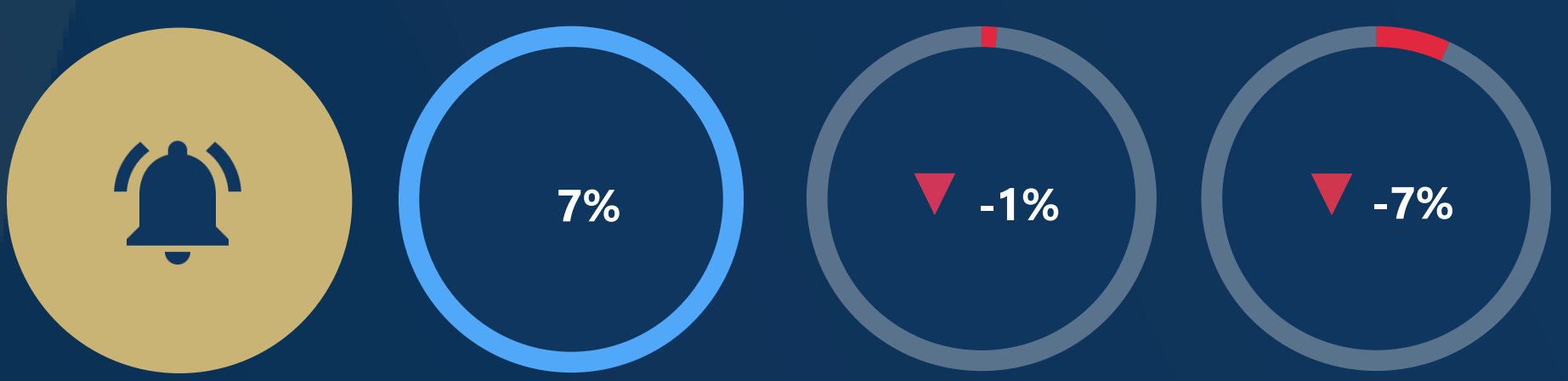
LISTINGS

Jun 2019

May 2019

Jun 2018

In West Vancouver, the number of new listings for condos and townhouses in June 2019 was 162, a 3% increase compared to May 2019, when 158 homes were listed, and a 38% increase from the 117 properties listed last June.



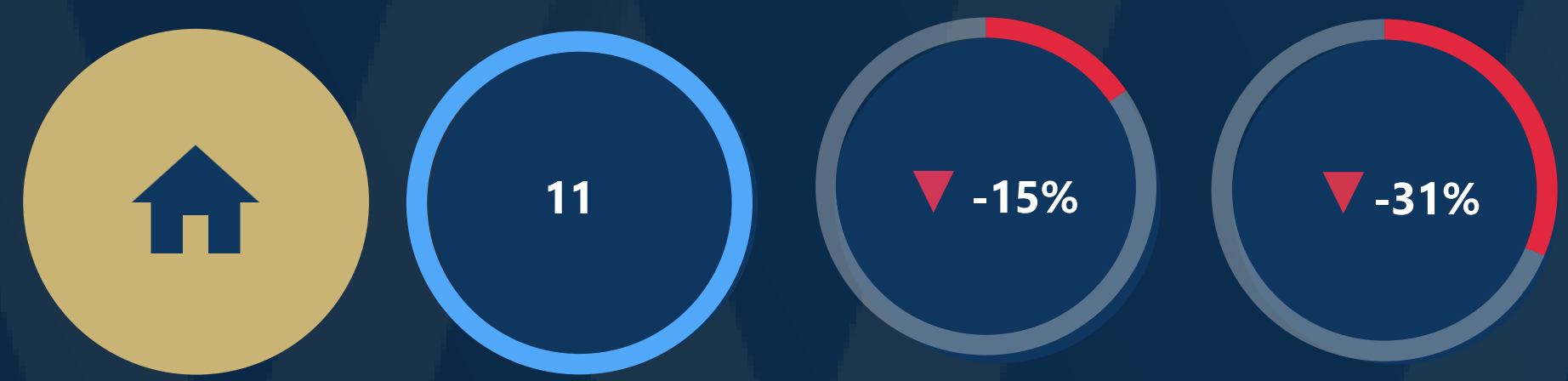
SALES TO ACTIVE

Jun 2019

May 2019

Jun 2018

In West Vancouver, the sales-to-active listings ratio for condos and townhouses for June 2019 was 7%, a 1% decrease compared to May 2019, when the ratio was 8%, and a 7% decrease from the 14% ratio last June.



SALES

Jun 2019

May 2019

Jun 2018

The number of condos and townhouses sold in West Vancouver in April 2019 was 8 , a 11% decrease compared to March 2019, when 9 homes were sold, and a 62% decrease from the 21 properties sold last April.



AVERAGE PRICE

Jun 2019

May 2019

Jun 2018

In West Vancouver, the average sale price for condos and townhouses in April 2019 was \$1.237M, a 41% increase compared to March 2019, when the average sale price was \$870K, and a 17% increase from the \$1.058M average sale price from last April.

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