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VIVID

REAL ESTATE

By Amir Ioharifard

Market Update

July 2019

Areas

GREATER VANCOUVER
DOWNTOWN VANCOUVER

VANCOUVER WESTSIDE
VANCOUVER EASTSIDE

NORTH VANCOUVER
WEST VANCOUVER

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Greater Vancouver

July 2019



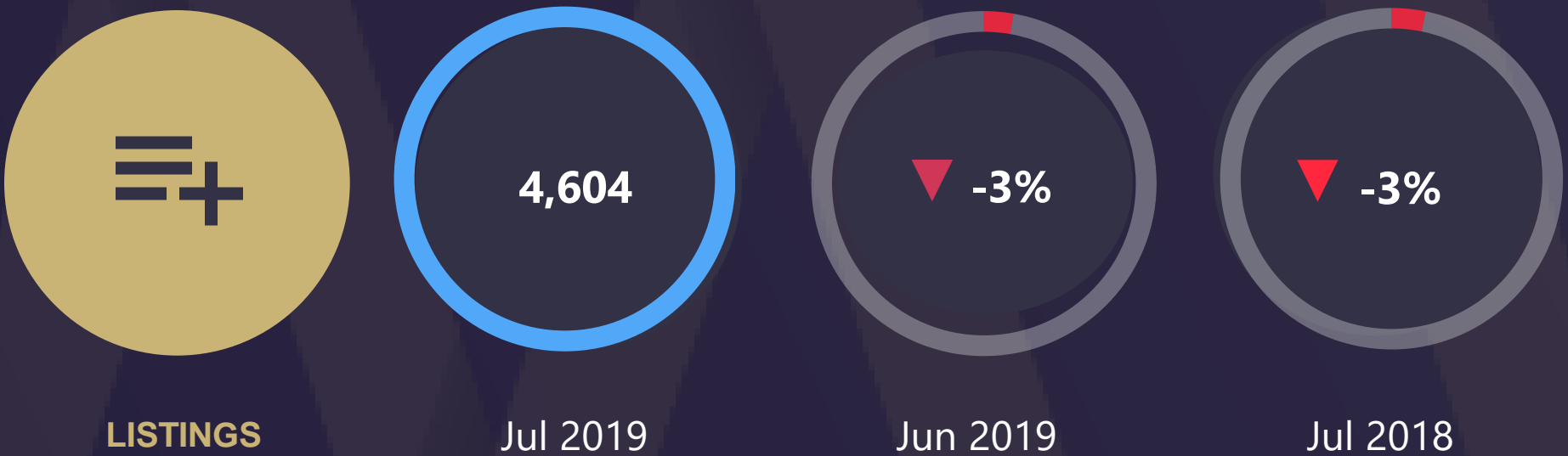
GREATER VANCOUVER

July, 2019

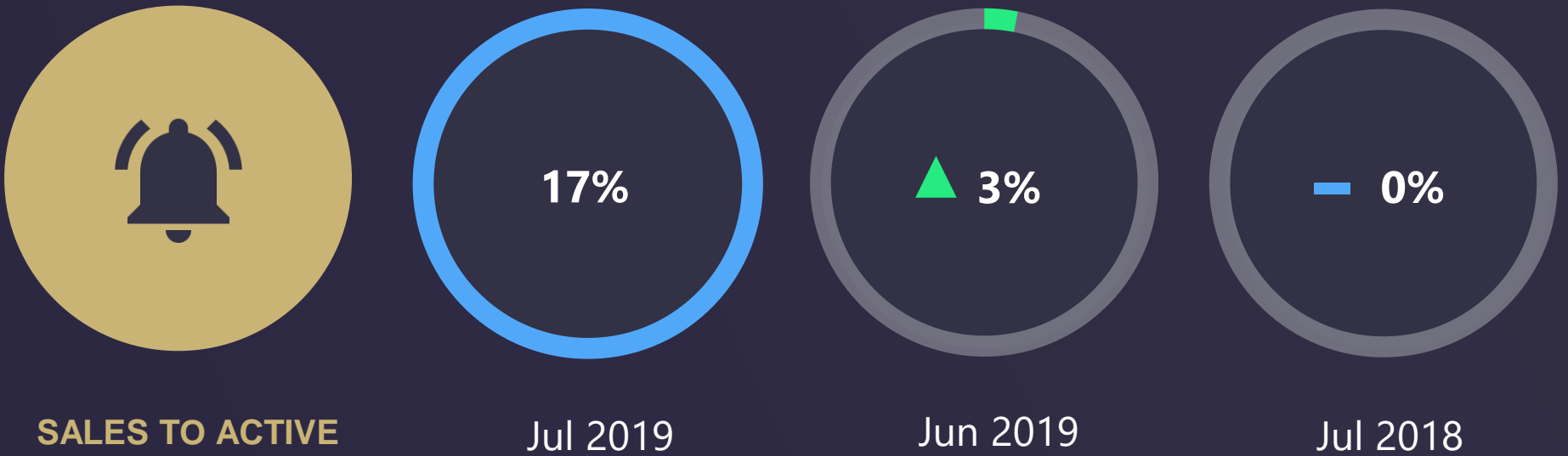


Detached and Attached Homes

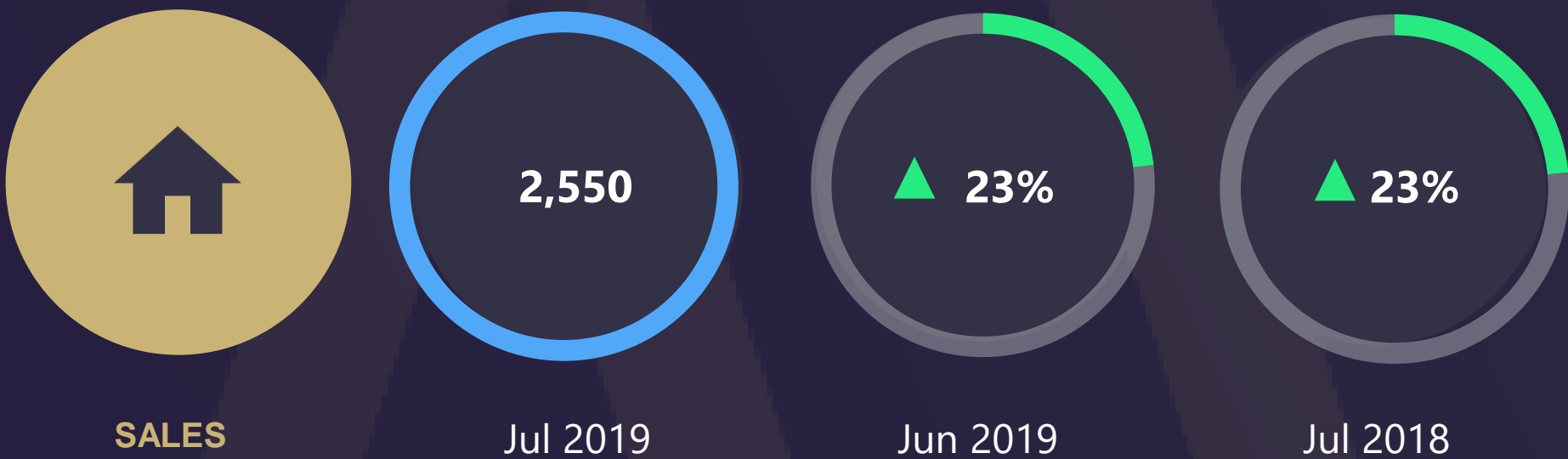
● CURRENT ● UP ● DOWN



In Greater Vancouver, the number of new listings for residential properties in July 2019 was 4,604, a 3% decrease compared to June 2019, when 4,734 homes were listed, and a 3% decrease from the 4,756 properties listed last July.



In Greater Vancouver, the sales-to-active listings ratio for residential properties for July 2019 was 17%, a 3% increase compared to June 2019, when the ratio was 14%, and no changes compared to last July.



The number of residential properties sold in Greater Vancouver in July 2019 was 2,550, a 23% increase compared to June 2019, when 2,071 homes were sold, and a 23% increase from the 2,065 properties sold last July.

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

July, 2019



Detached and Houses

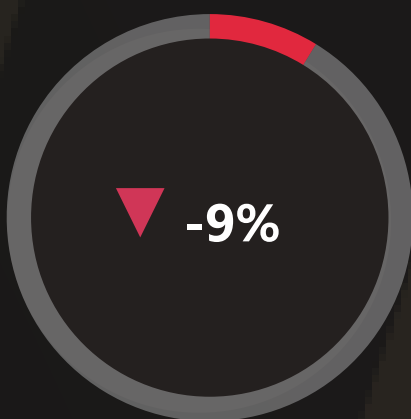
● CURRENT ● UP ● DOWN



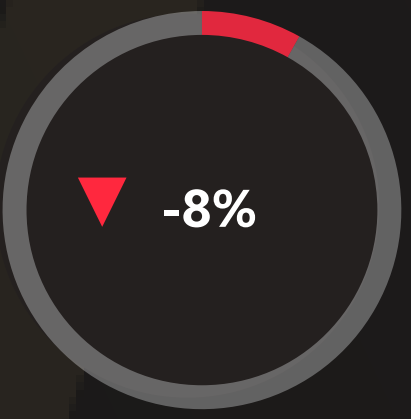
LISTINGS



Jul 2019



Jun 2019

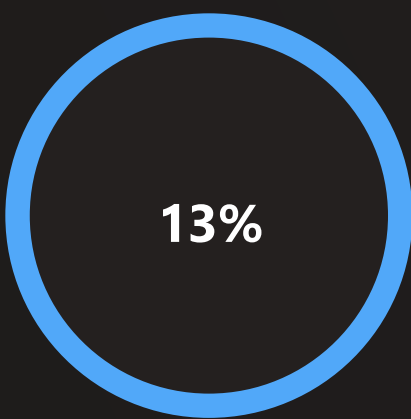


Jul 2018

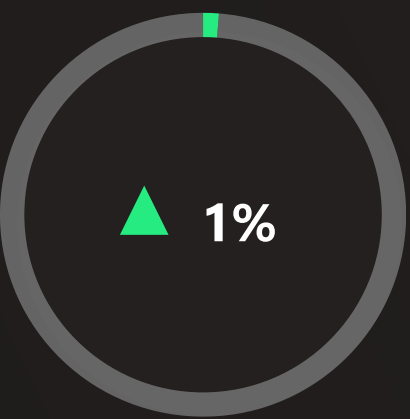
In Greater Vancouver, the number of new listings for detached properties in July 2019 was 1,583 a 9% decrease compared to June 2019, when 1,735 homes were listed, and a 8% decrease from the 1,723 properties listed last July.



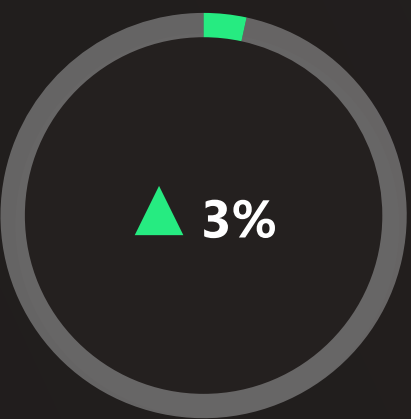
SALES TO ACTIVE



Jul 2019



Jun 2019

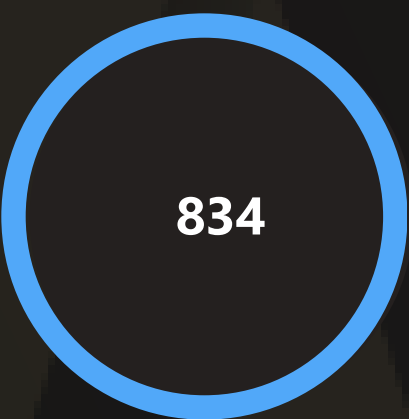


Jul 2018

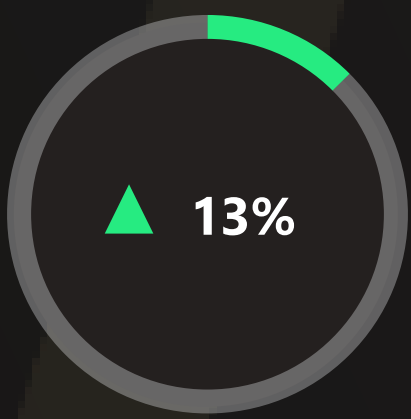
In Greater Vancouver, the sales-to-active listings ratio for detached properties for July 2017 was 13%, a 1% increase compared to June 2019, when the ratio was 12%, and a 3% increase from the 9% ratio last July.



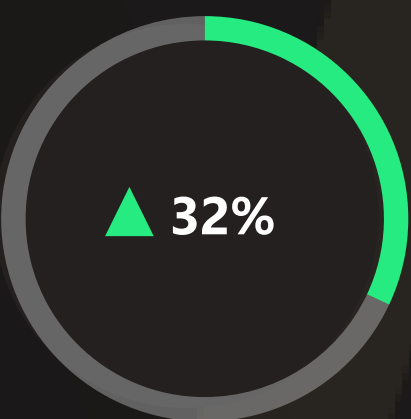
SALES



Jul 2019



Jun 2019



Jul 2018

The number of houses sold in Greater Vancouver in July 2019 was 834, a 13% increase compared to June 2019, when 741 homes were sold, and a 32% increase from the 632 properties sold last July.

Facts

The Average days on Market for Greater Vancouver detached properties in July 2019 was 48 days, no changes in comparison to June. The average price per square foot for Greater Vancouver detached properties in July 2019 was \$571, a 2% decrease in comparison to \$ 581 per square foot in June 2019.

GREATER VANCOUVER

July, 2019



Condos and Townhouses

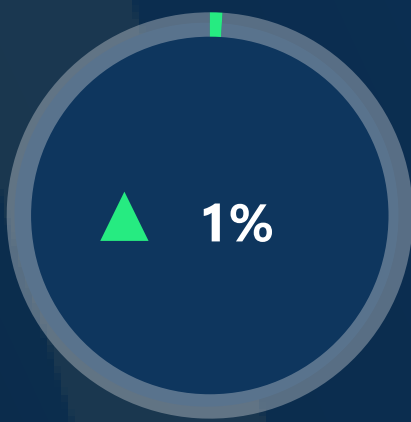
● CURRENT ● UP ● DOWN



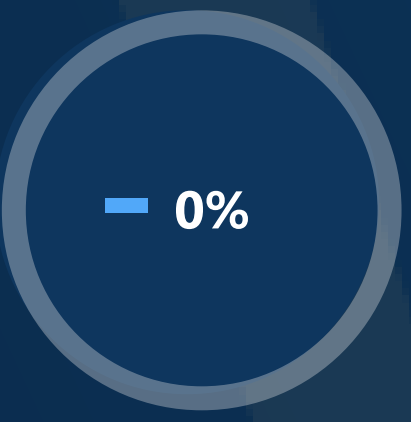
LISTINGS



Jul 2019



Jun 2019



Jul 2018

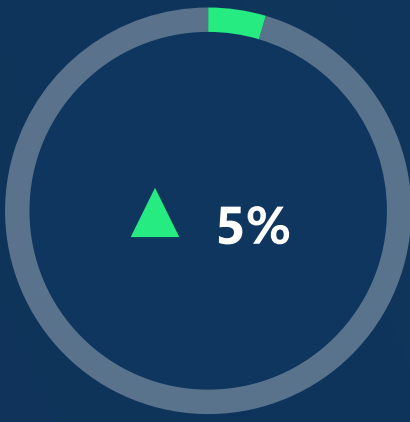
In Greater Vancouver, the number of new listings for detached properties for July 2019 was 3,021, a 1% increase compared to June 2019, when 2,999 homes were listed, and no significant changes from the 3,033 properties listed last July.



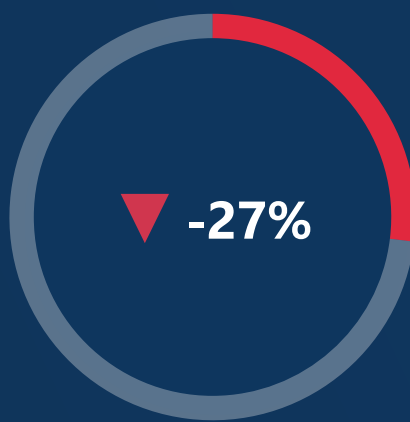
SALES TO ACTIVE



Jul 2019



Jun 2019



Jul 2018

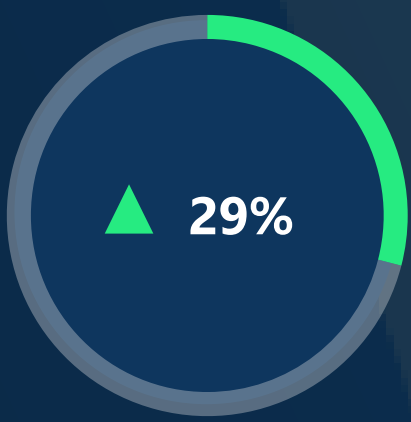
In Greater Vancouver, the sales-to-active listings ratio condos and townhouse in July 2019 was 20%, a 5% increase compared to June 2019, when the ratio was 16%, and a 27% decrease from the 47% ratio last July.



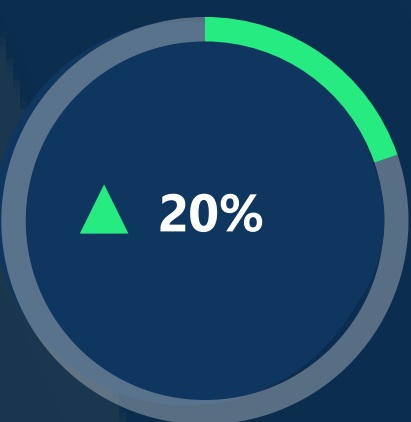
SALES



Jul 2019



Jun 2019



Jul 2018

The number of condos and townhouses sold in Greater Vancouver condos in July 2019 was 1,716, a 29% increase compared to June 2019, when 1,330 homes were sold, and a 20% increase from the 1,433 properties sold last July.

Facts

The average days on the market for Greater Vancouver condos in July 2019 was 37 days, while for townhouses it was 41 days. The average price per square foot for Greater Vancouver condos was \$764 in May 2019, whereas for townhouses it was \$556 per square foot.

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Downtown Vancouver

July 2019



DOWNTOWN VANCOUVER

July, 2019



Condos and Townhouses

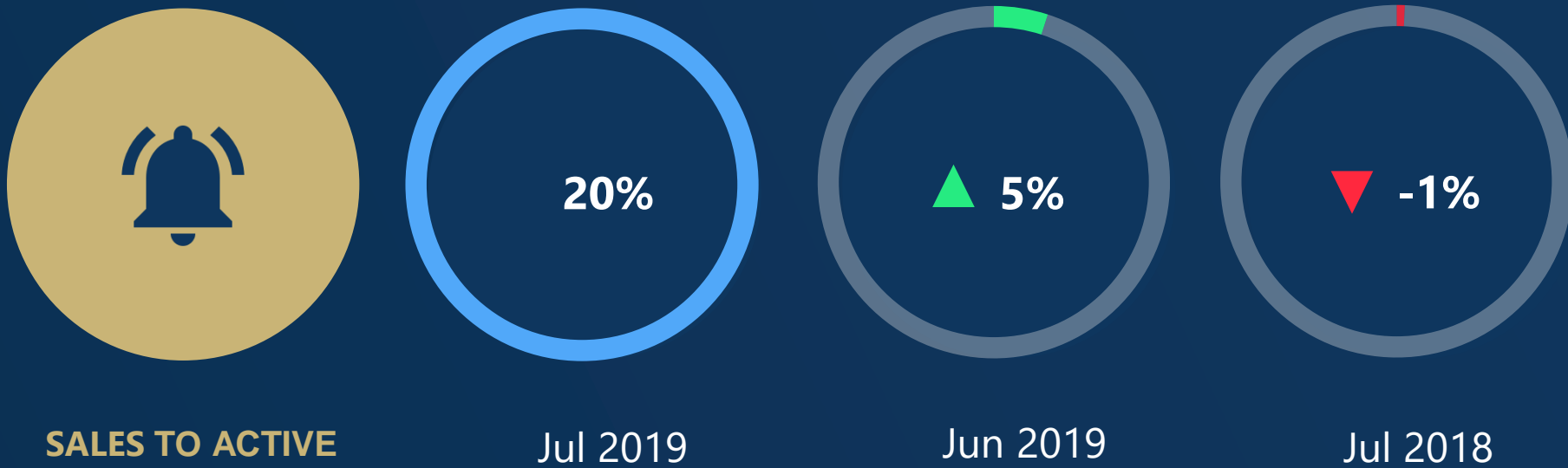
CURRENT

UP

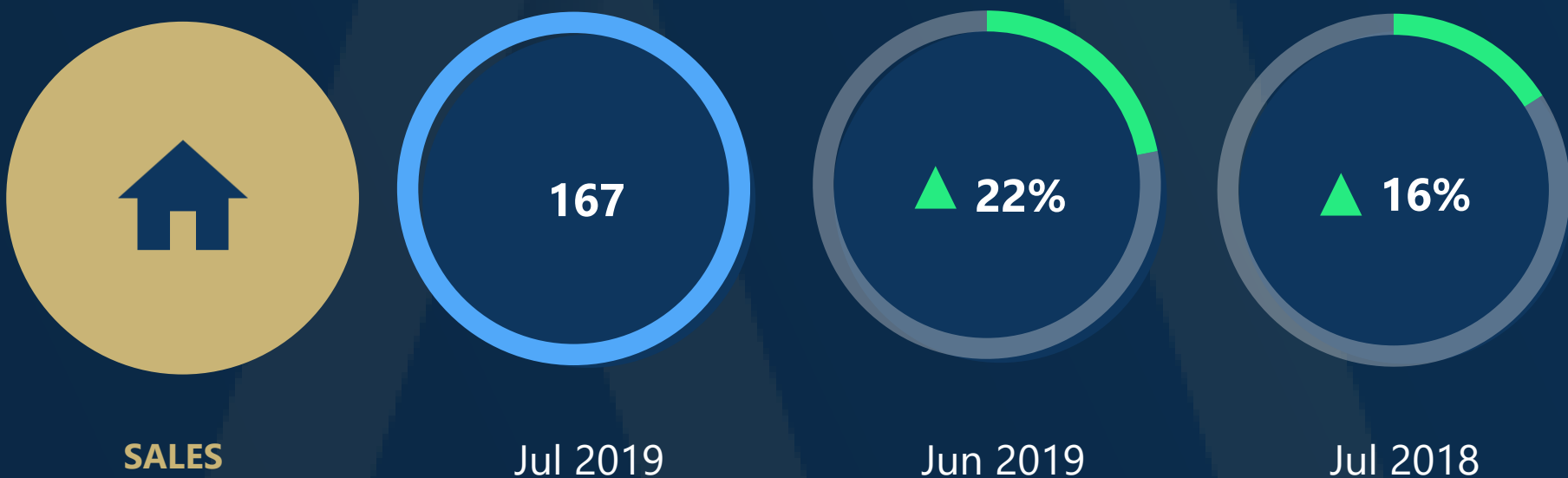
DOWN



In Downtown Vancouver, the number of new listings for condo and townhouses in July 2019 was 826, a 8% decrease compared to June 2019, when 826 homes were listed, and a 20% increase from the 687 properties listed last July.



In Downtown Vancouver, the sales-to-active listings ratio for condos and townhouses for July 2019 was 20%, a 5% increase compared to June 2019, when the ratio was 15%, and a 1% decrease from the 21% ratio last July.



The number of condos and townhouses sold in Downtown Vancouver in July 2019 was 167, a 22% increase compared to June 2019, when 137 homes were sold, and a 16% increase from the 144 properties sold last July.



In Downtown Vancouver, the average sale price for condos and townhouses in July 2019 was \$765K, a 6% increase compared to June 2019, when the average sale price was \$719K, and a 6% decrease from the \$812K average sale price from last July.

Market Type

DOWNTOWN VANCOUVER

July, 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

July 2019



VANCOUVER WESTSIDE

July, 2019



Detached and Houses

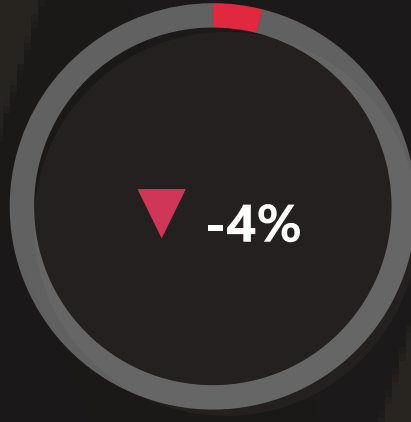
● CURRENT ● UP ● DOWN



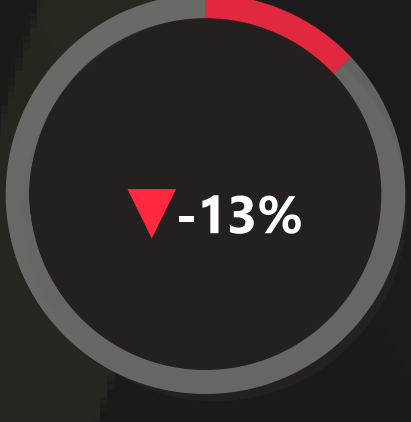
LISTINGS



Jul 2019



Jun 2019

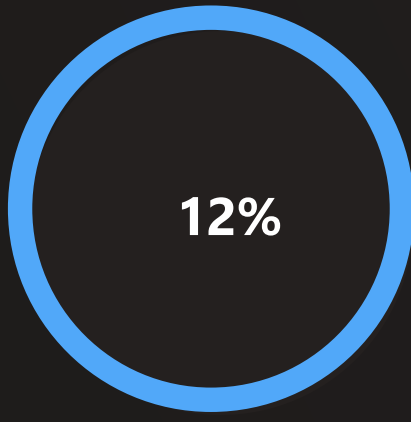


Jul 2018

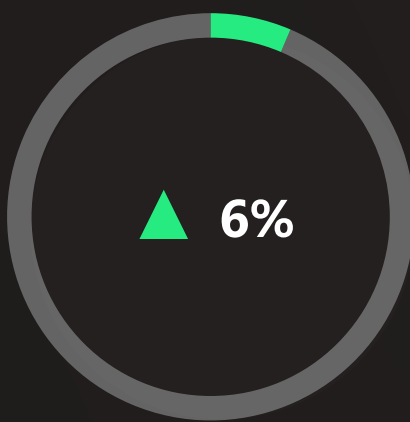
In Vancouver West, the number of new listings for detached properties in July 2019 was 662, a 4% decrease compared to June 2019, when 689 homes were listed, and a 13% decrease from the 761 properties listed last July.



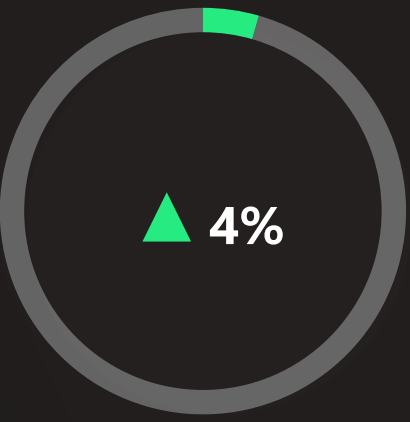
SALES TO ACTIVE



Jul 2019



Jun 2019

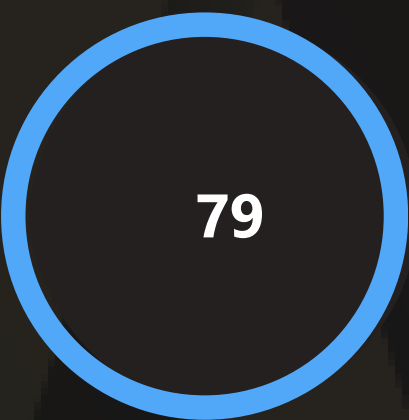


Jul 2018

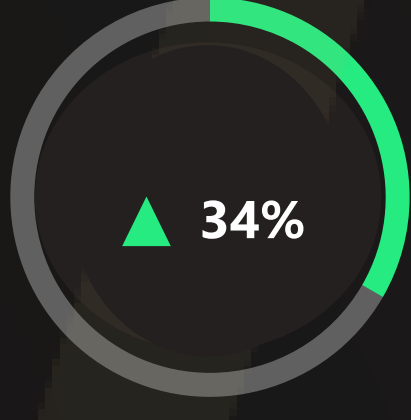
In Vancouver West, the sales-to-active listings ratio for houses for July 2019 was 12%, a 6% increase compared to June 2019, when the ratio was 6%, and a 4% increase from the 7% ratio last July.



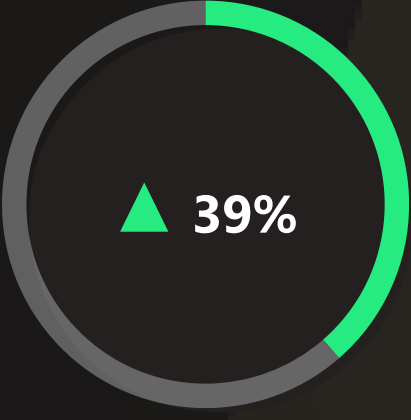
SALES



Jul 2019



Jun 2019



Jul 2018

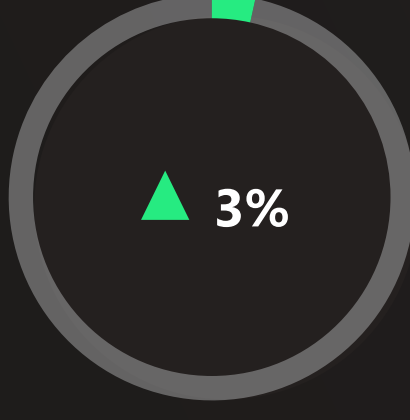
The number of houses sold in Vancouver West in July 2019 was 79, a 34% increase compared to June 2019, when 59 homes were sold, and a 39% increase from the 57 properties sold last July.



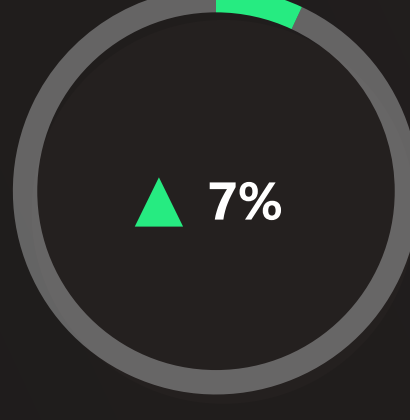
AVERAGE PRICE



Jul 2019



Jun 2019



Jul 2018

In Vancouver West, the average sale price for houses in July 2019 was \$3M, a 3% increase compared to June 2019, when the average sale price was \$2.9M, and a 7% increase from the \$2.805M average sale price from last July.

Market Type

VANCOUVER WESTSIDE

July, 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.



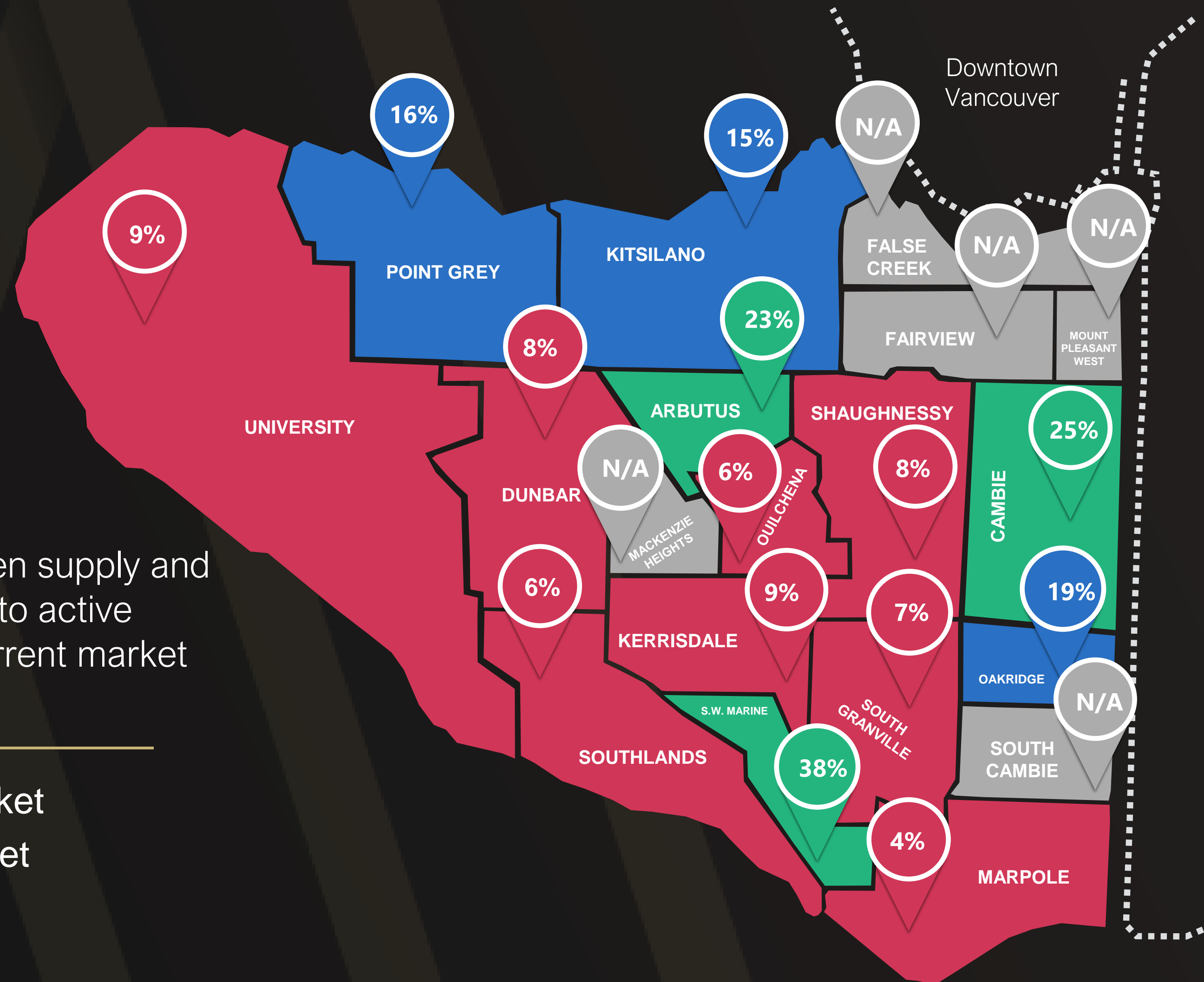
Detached and Houses

● Seller Market

● Buyer Market

● N/A*

● Balanced Market



VANCOUVER WESTSIDE

July, 2019



Condos and Townhouses

● CURRENT ● UP ● DOWN

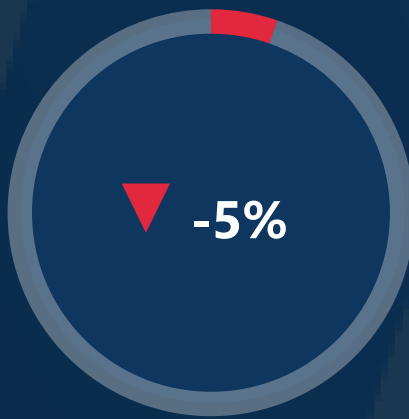


LISTINGS



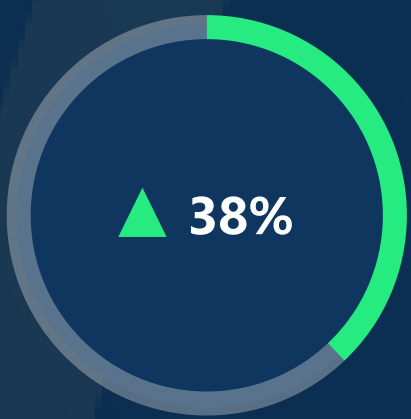
931

Jul 2019



-5%

Jun 2019



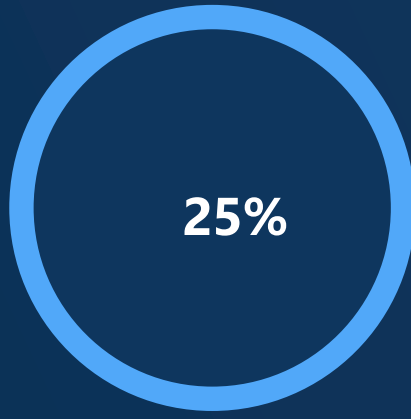
38%

Jul 2018

In Vancouver West, the number of new listings for condos and townhouses in July 2019 was 931, a 5% decrease compared to June 2019, when 983 homes were listed, and a 38% increase from the 675 properties listed last July.



SALES TO ACTIVE



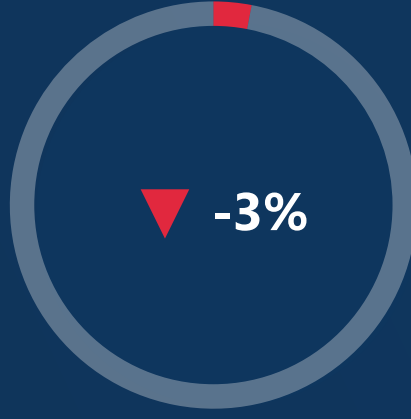
25%

Jul 2019



10%

Jun 2019



-3%

Jul 2018

In Vancouver West, the sales-to-active listings ratio for condo and townhouses for July 2019 was 25%, a 10% increase compared to June 2019, when the ratio was 15%, and a 3% decrease from the 28% ratio last July.

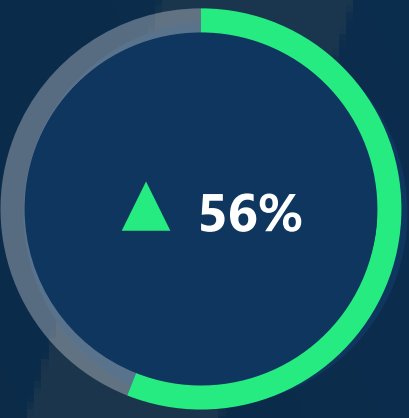


SALES



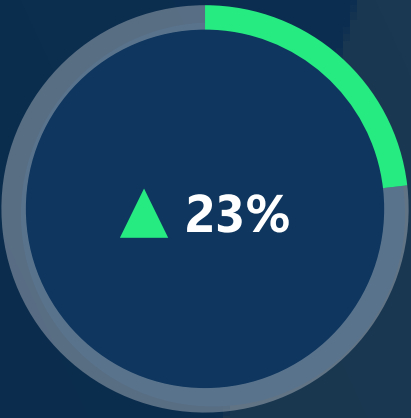
234

Jul 2019



56%

Jun 2019



23%

Jul 2018

The number of condos and townhouses sold in Vancouver West in July 2019 was 234, a 56% increase compared to June 2019, when 150 homes were sold, and a 23% increase from the 190 properties sold last July.

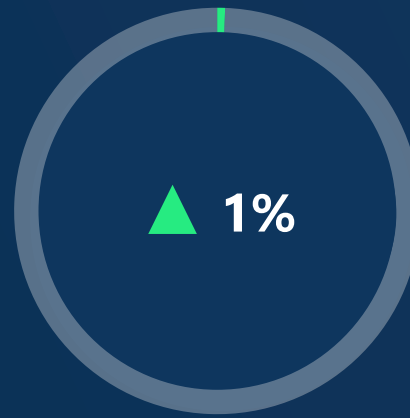


AVERAGE PRICE



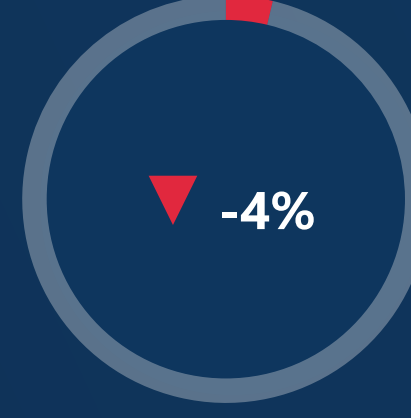
\$805K

Jul 2019



1%

Jun 2019



-4%

Jul 2018

In Vancouver West, the average sale price for condos and townhouses in July 2019 was \$805K, a 1% increase compared to June 2019, when the average sale price was \$800K, and a 4% decrease from the \$836K average sale price from last July.

Market Type

VANCOUVER WESTSIDE

July, 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.



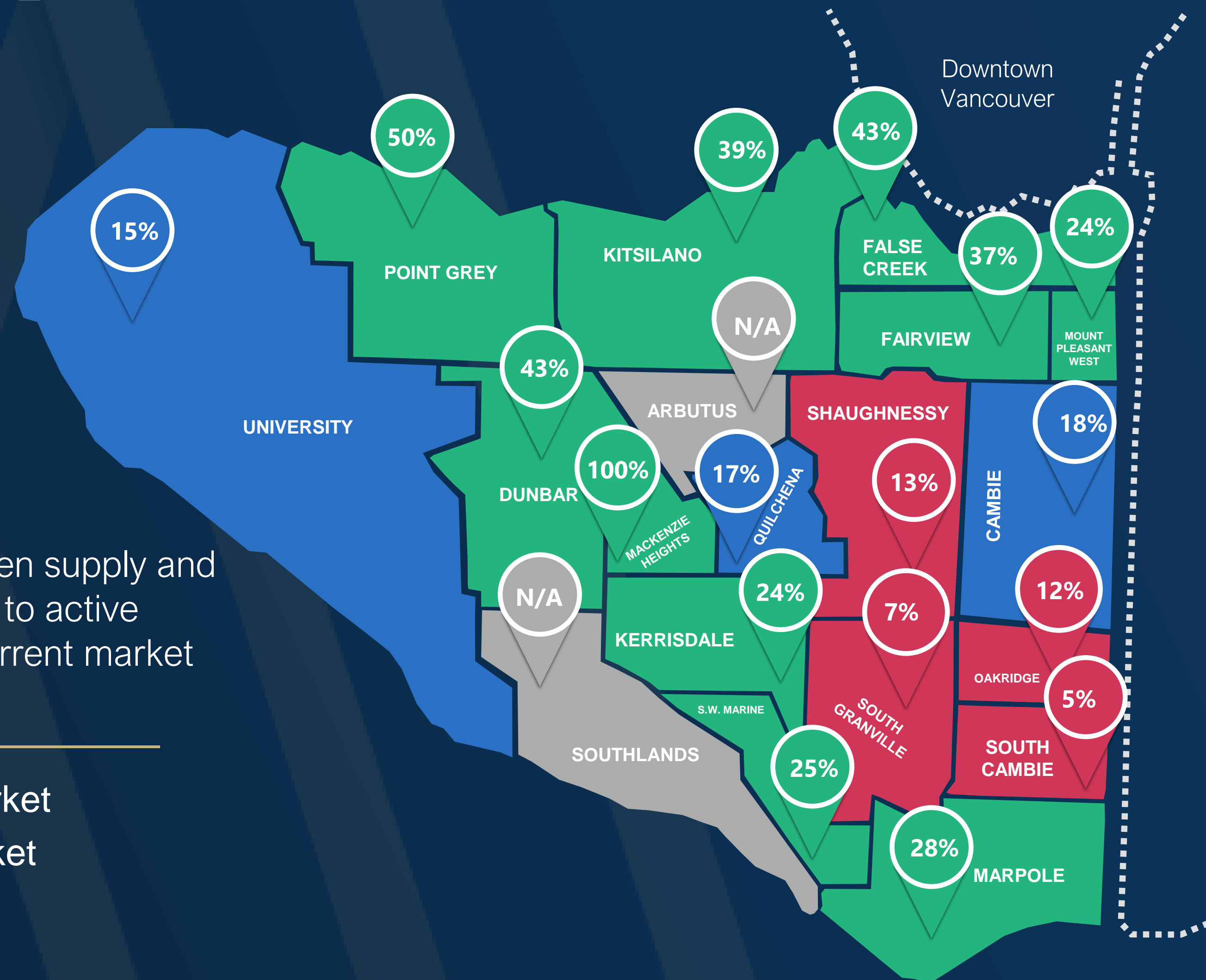
Condos and Townhouses

● Seller Market

● Buyer Market

● N/A*

● Balanced Market



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Vancouver Eastside

July 2019



VANCOUVER EASTSIDE

July, 2019



Detached and Houses

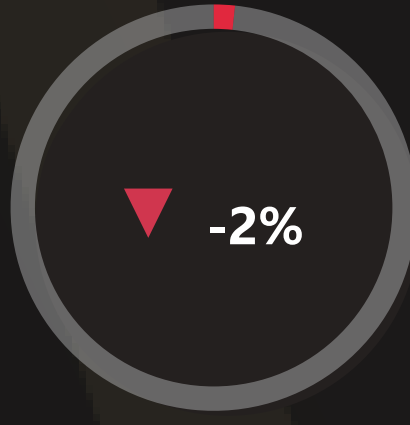
CURRENT UP DOWN



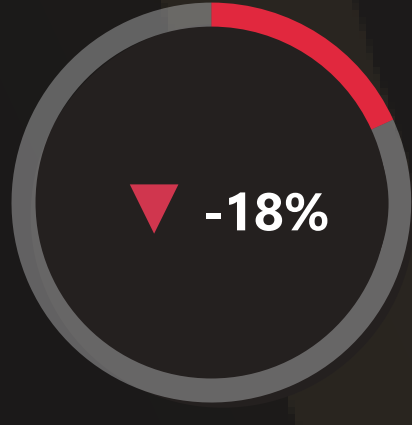
LISTINGS



Jul 2019



Jun 2019

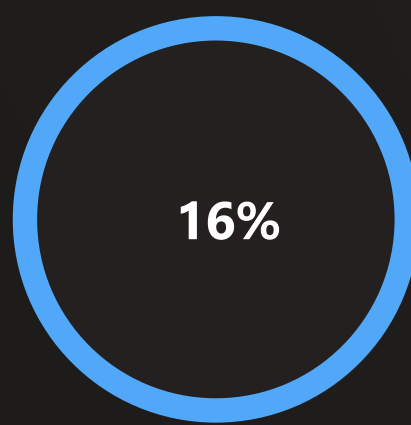


Jul 2018

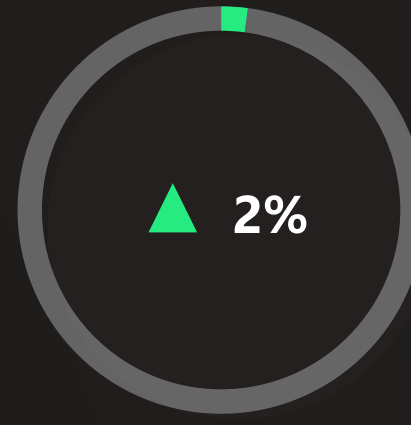
In Vancouver East, the number of new listings for detached properties in July 2019 was 643, a 2% decrease compared to June 2019, when 654 homes were listed, and a 18% decrease from the 786 properties listed last July.



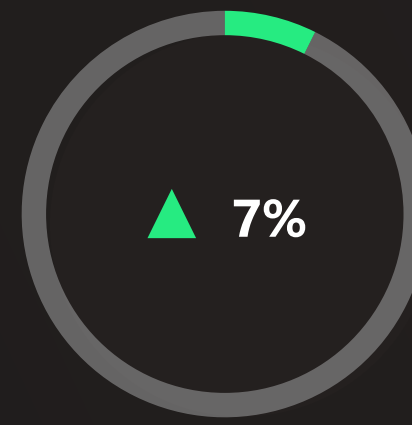
SALES TO ACTIVE



Jul 2019



Jun 2019



Jul 2018

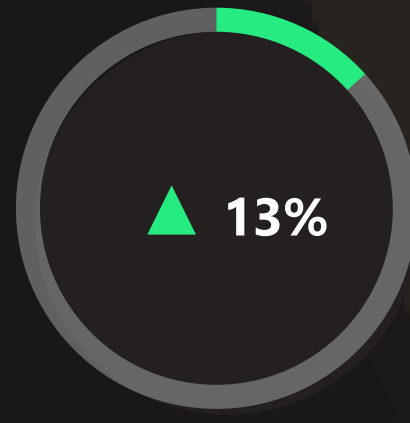
In Vancouver East, the sales to active ratio for houses for July 2019 was 16%, a 2% increase compared to June 2019, when the ratio was 14%, and a 7% increase from the 9% ratio last July.



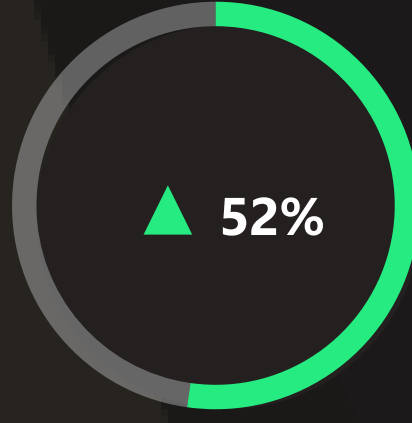
SALES



Jul 2019



Jun 2019



Jul 2018

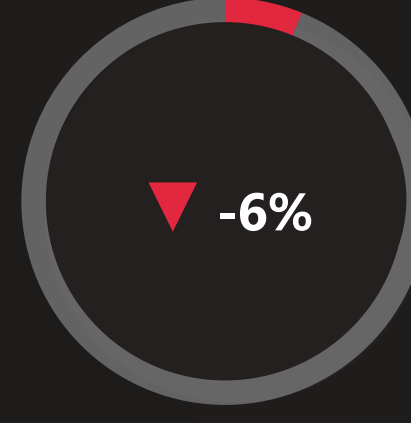
The number of houses sold in Vancouver East in July 2019 was 102, a 13% increase compared to June 2019, when 90 homes were sold, and a 52% increase from the 67 properties sold last July.



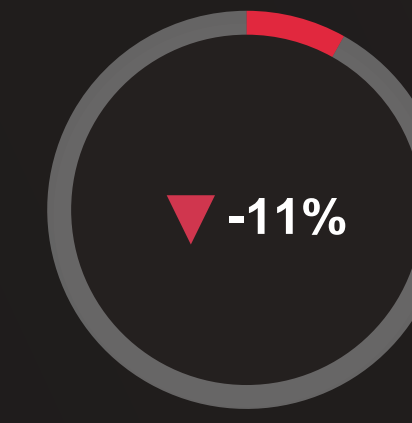
AVERAGE PRICE



Jul 2019



Jun 2019



Jul 2018

In Vancouver East, the average sale price for houses in July 2019 was \$1.355M, a 6% decrease compared to June 2019, when the average sale price was \$1.444M, and a 11% decrease from the \$1.528M average sale price from last July.

Market Type

VANCOUVER WESTSIDE

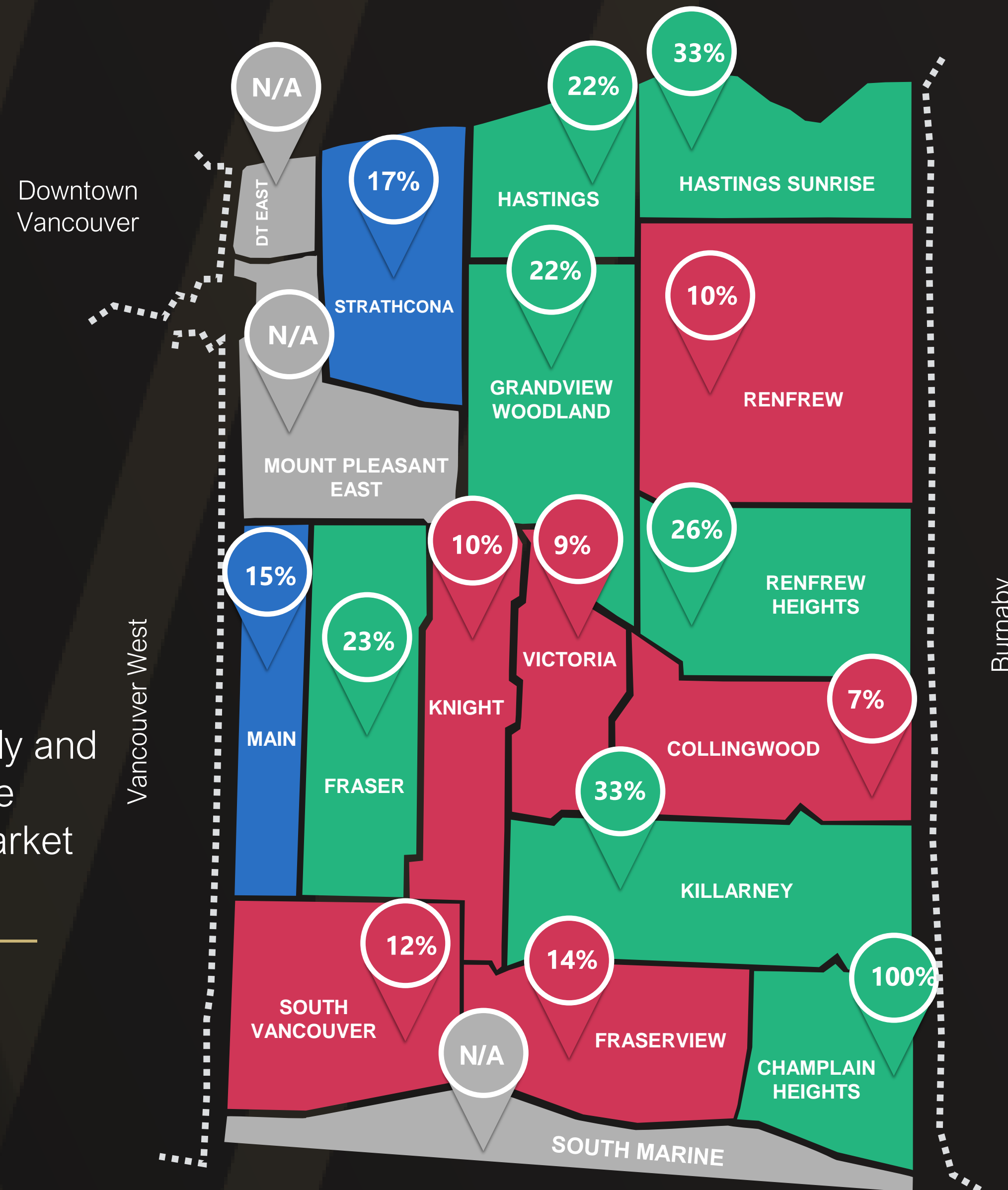
July, 2019

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

July, 2019



Condos and Townhouses

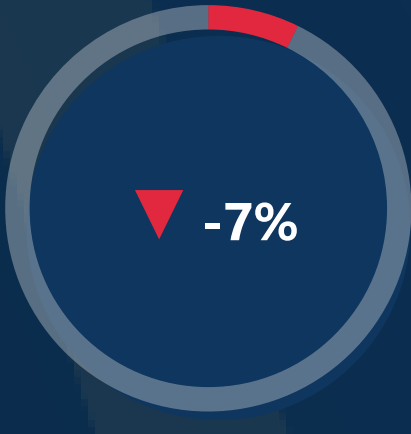
CURRENT UP DOWN



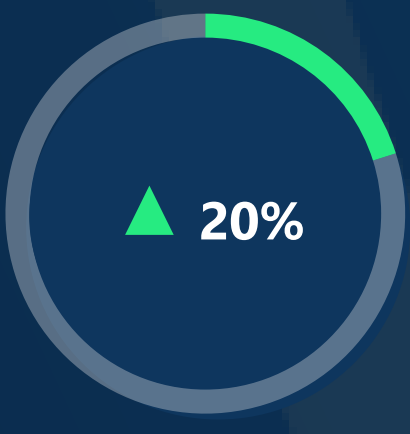
LISTINGS



Jul 2019



Jun 2019

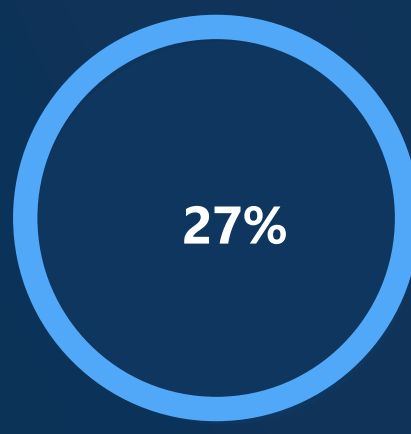


Jul 2018

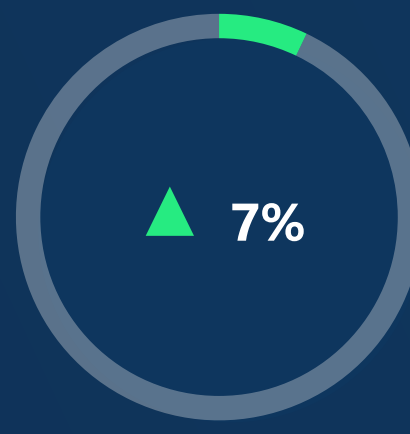
In Vancouver East, the number of new listings for condos and townhouses in July 2019 was 561, a 7% decrease compared to June 2019, when 605 homes were listed, and a 20% increase from the 467 properties listed last July.



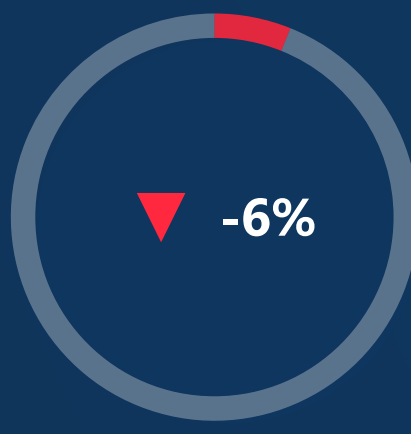
SALES TO ACTIVE



Jul 2019



Jun 2019



Jul 2018

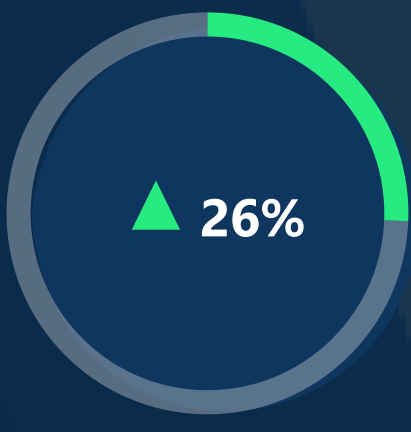
In Vancouver East, the sales-to-active listings ratio for condo and townhouses for July 2019 was 27%, a 7% increase compared to June 2019, when the ratio was 20%, and a 6% decrease from the 33% ratio last July.



SALES



Jul 2019



Jun 2019



Jul 2018

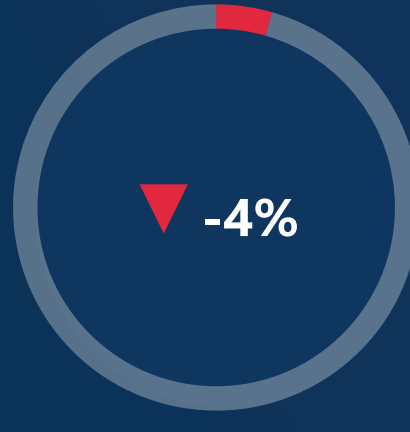
The number of condos and townhouses sold in Vancouver East in July 2019 was 152 , a 26% increase compared to June 2019, when 121 homes were sold, and a 2% decrease from the 155 properties sold last July.



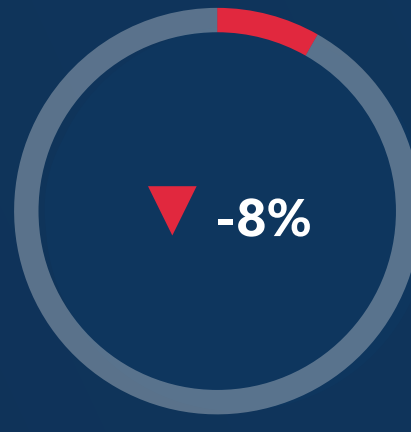
AVERAGE PRICE



Jul 2019



Jun 2019



Jul 2018

In Vancouver East, the average sale price for condos and townhouses in July 2019 was \$602K, a 4% decrease compared to June 2019, when the average sale price was \$630K, and a 8% decrease from the \$656K average sale price from last July.

Market Type

VANCOUVER EASTSIDE

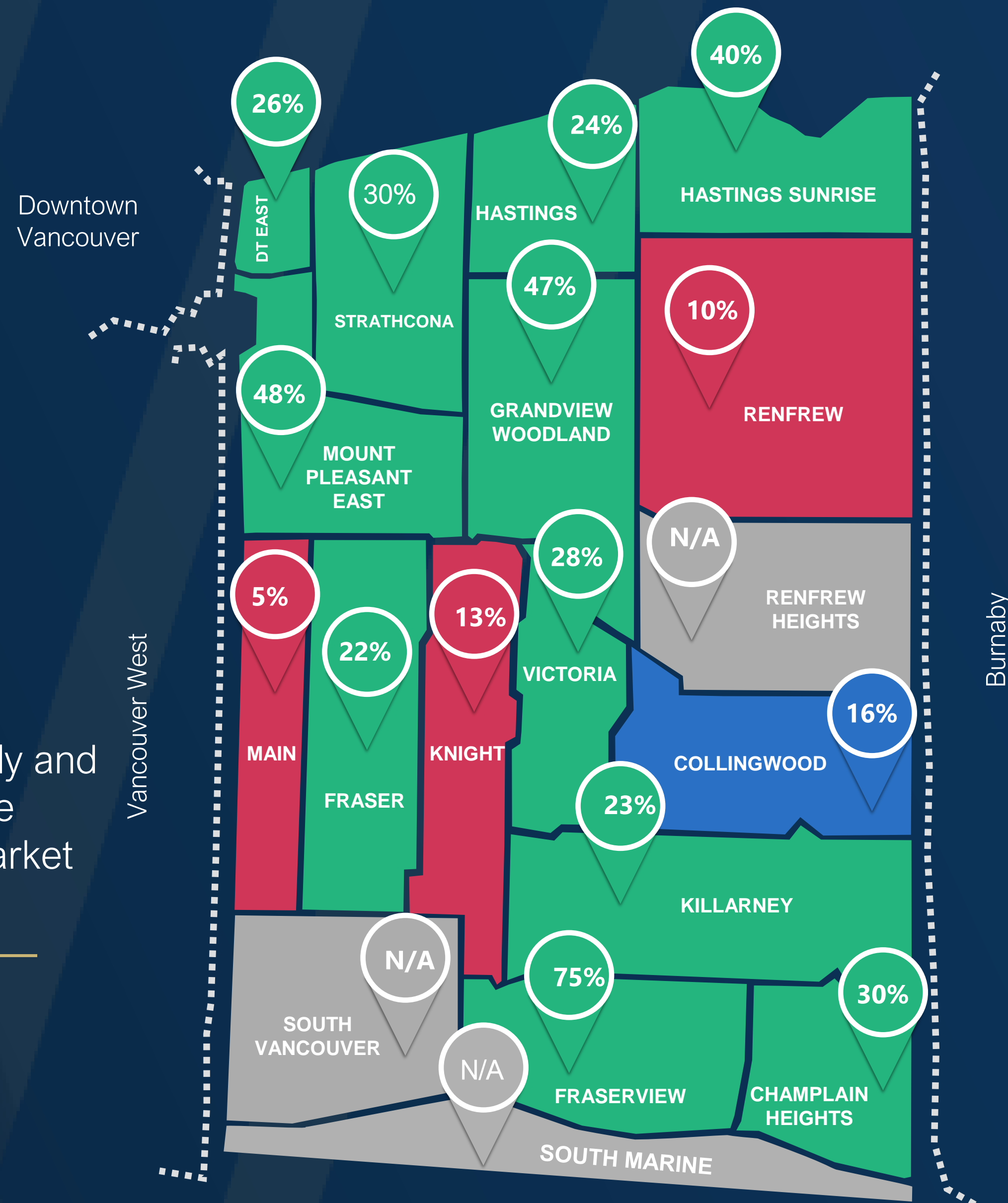
July, 2019

Sales Ratio

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- 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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EFFECTIVE.

North Vancouver

July 2019



NORTH VANCOUVER

July, 2019



Detached and Houses

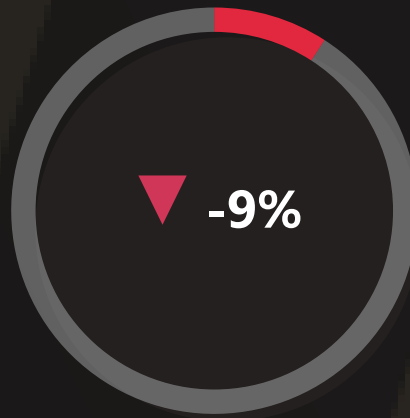
CURRENT UP DOWN



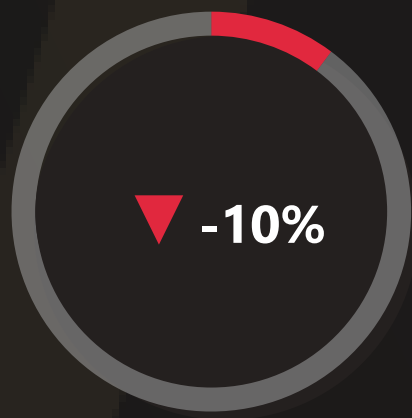
LISTINGS



Jul 2019



Jun 2019

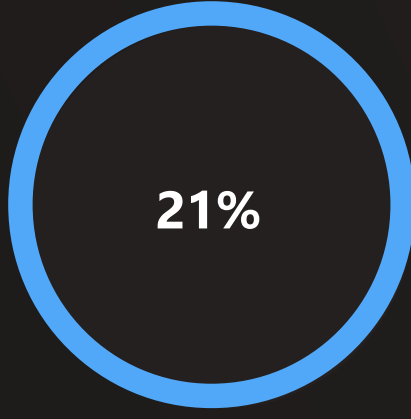


Jul 2018

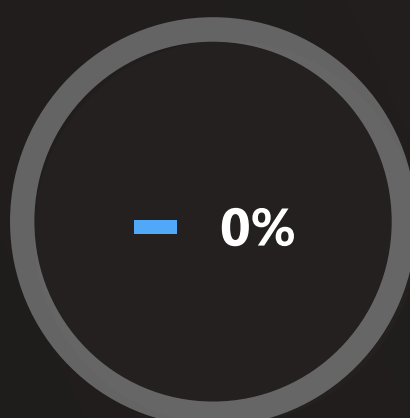
In North Vancouver, the number of new listings for detached properties in July 2019 was 368, a 9% decrease compared to June 2019, when 405 homes were listed, and a 10% decrease from the 410 properties listed last July.



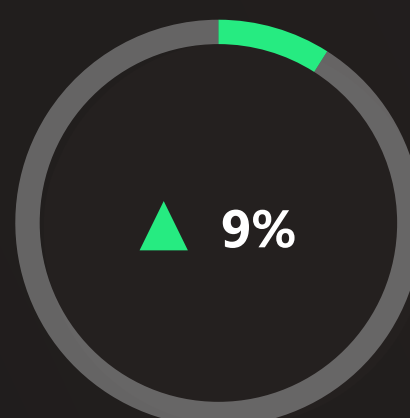
SALES TO ACTIVE



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Jun 2019

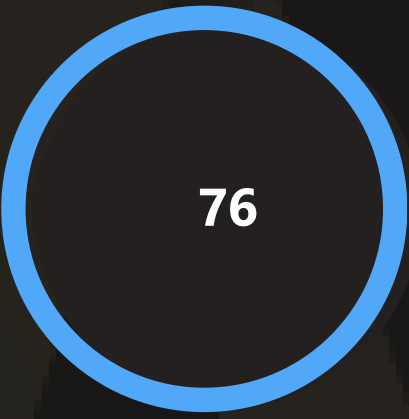


Jul 2018

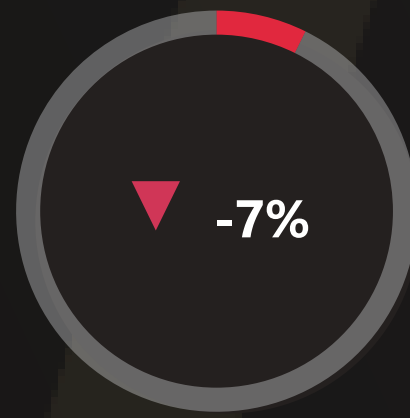
In North Vancouver, the sales to active ratio for houses for July 2019 was 21%, no changes compared to June 2019, and an 9% increase from the 12% ratio last July.



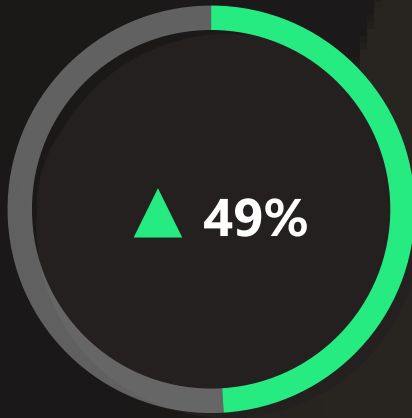
SALES



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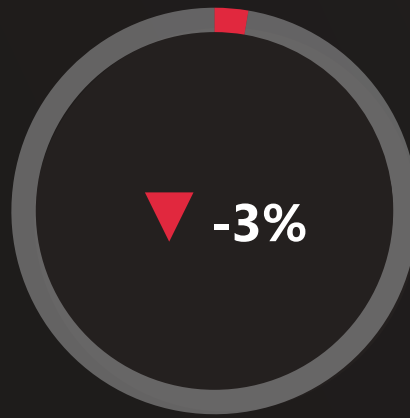
The number of houses sold in North Vancouver in July 2019 was 76, a 7% decrease compared to June 2019, when 82 homes were sold, and a 49% increase from the 51 properties sold last July.



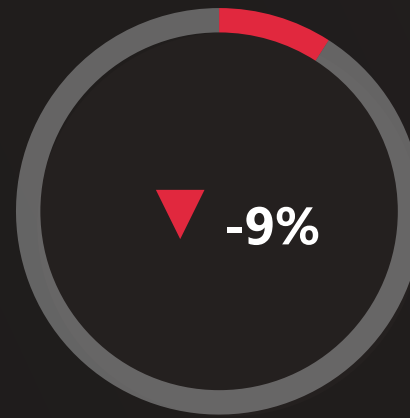
AVERAGE PRICE



Jul 2019



Jun 2019



Jul 2018

In North Vancouver, the average sale price for houses in July 2019 was \$1.453M, a 3% decrease compared to June 2019, when the average sale price was \$1.493M, and a 9% decrease from the \$1.598M average sale price from last July.

NORTH VANCOUVER

July, 2019

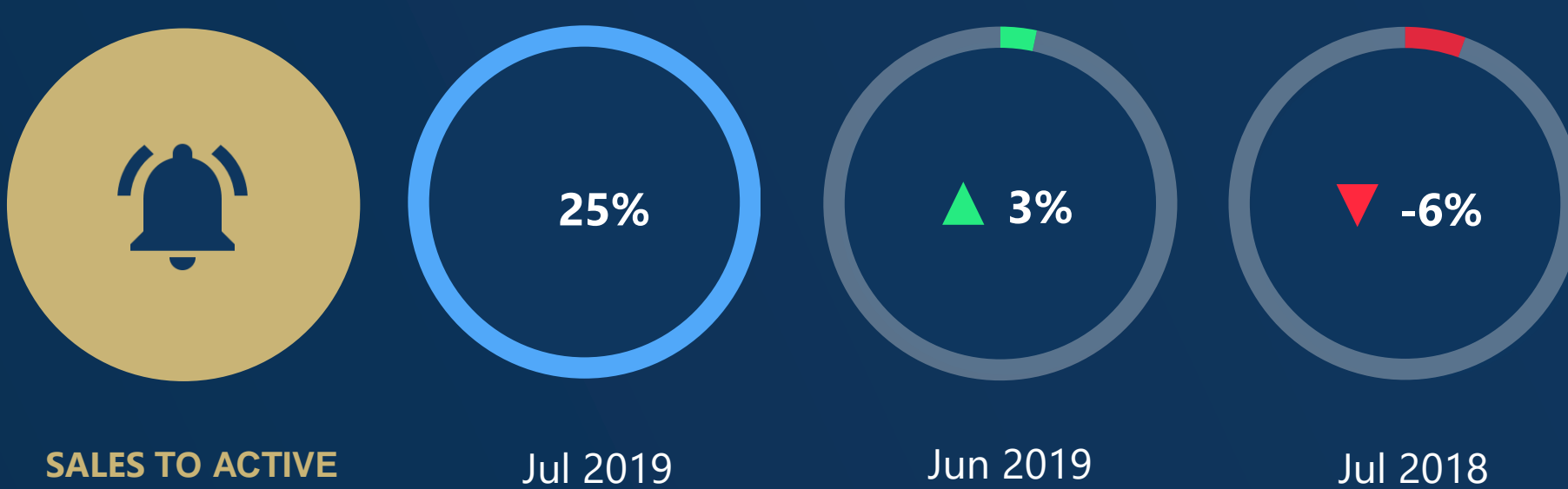


Condos and Townhouses

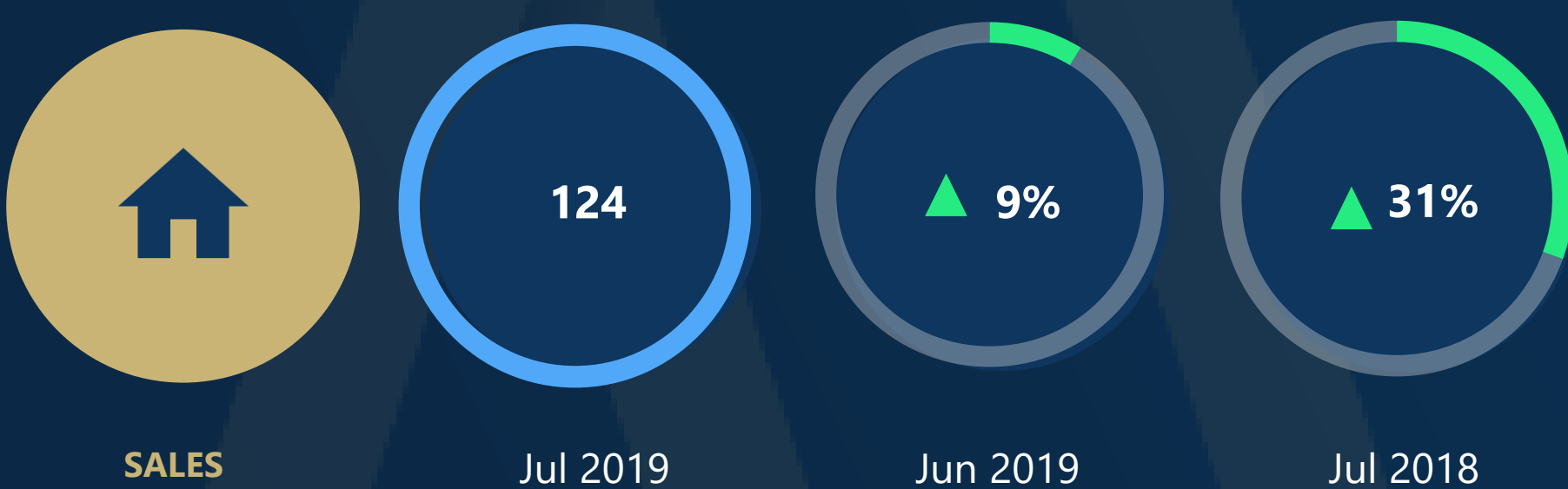
CURRENTUPDOWN



In North Vancouver, the number of new listings for condos and townhouses in July 2019 was 506, a 6% decrease compared to June 2019, when 538 homes were listed, and a 60% increase from the 316 properties listed last July.



In North Vancouver, the sales-to-active listings ratio for condo and townhouses for July 2019 was 25%, a 3% increase compared to June 2019, when the ratio was 21%, and a 6% decrease from the 30% ratio last July.



The number of condos and townhouses sold in North Vancouver in July 2019 was 124 , a 9% increase compared to June 2019, when 114 homes were sold, and a 31% increase from the 95 properties sold last July.



In North Vancouver, the average sale price for condos and townhouses in July 2019 was \$696K, a 3% increase compared to June 2019, when the average sale price was \$678K, and a 2% decrease from the \$712K average sale price from last July.

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West Vancouver

July 2019



WEST VANCOUVER

July, 2019



Detached and Houses

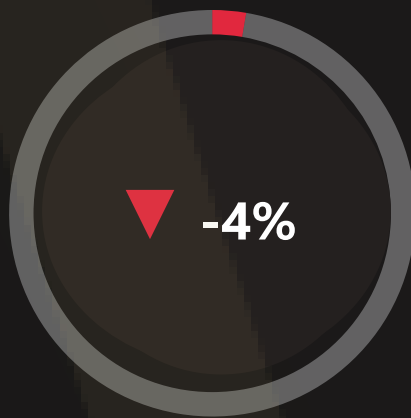
CURRENT UP DOWN



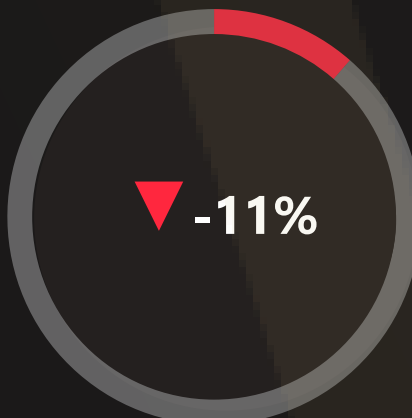
LISTINGS



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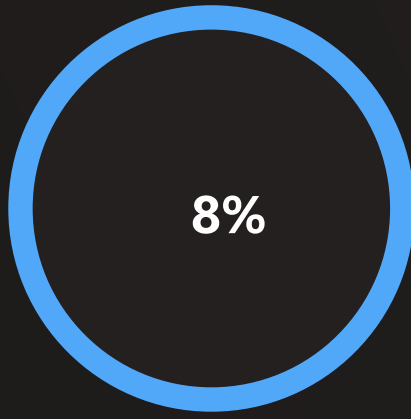


Jul 2018

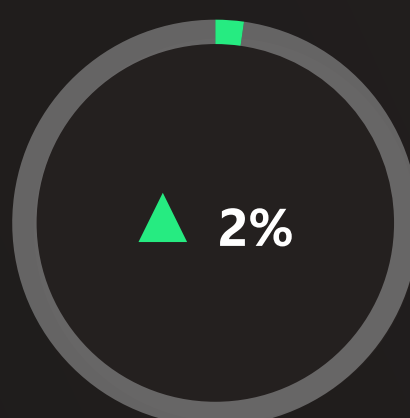
In West Vancouver houses, the number of new listings for residential properties in July 2019 was 497, a 4% decrease compared to June 2019, when 518 homes were listed, and a 11% decrease from the 561 properties listed last July.



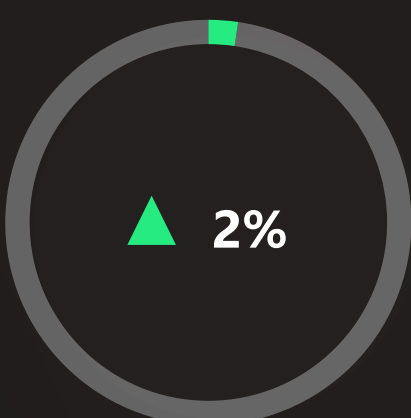
SALES TO ACTIVE



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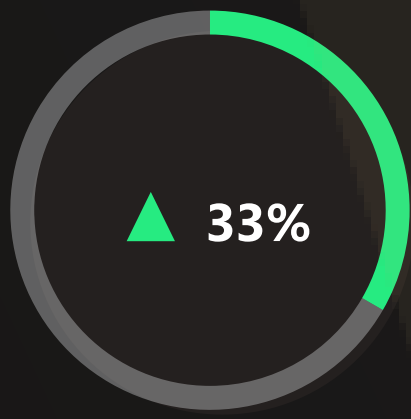
In West Vancouver, the sales to active ratio for houses for July 2019 was 8%, a 2% increase compared to June 2019, when the ratio was 6%, and a 2% increase from the 6% ratio last July.



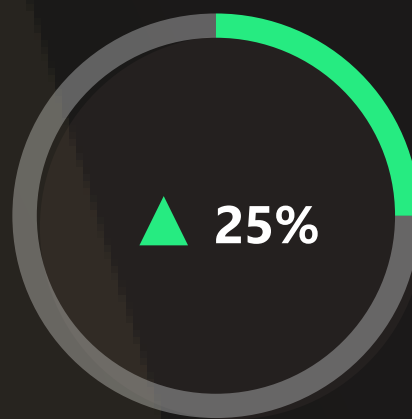
SALES



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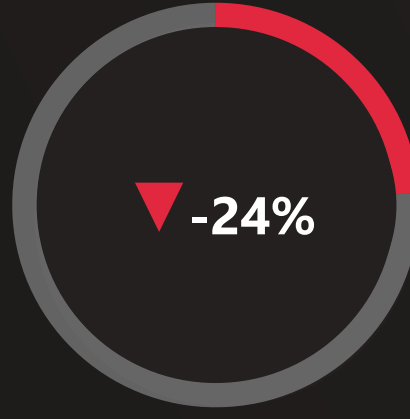
The number of houses sold in West Vancouver in July 2019 was 40, a 33% increase compared to June 2019, when 30 homes were sold, and a 25% increase from the 32 properties sold last July.



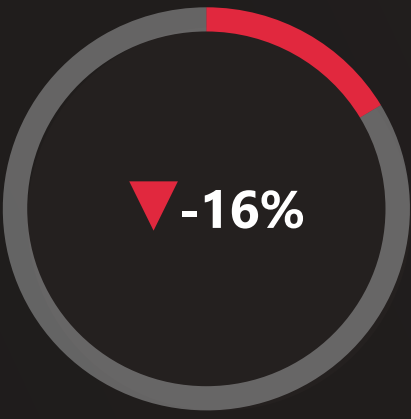
AVERAGE PRICE



Jul 2019



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In West Vancouver, the average sale price for houses in July 2019 was \$2.065M, a 24% decrease compared to June 2019, when the average sale price was \$2.719M, and a 16% decrease from the \$2.47M average sale price from last July.

WEST VANCOUVER

July, 2019



Condos and Townhouses

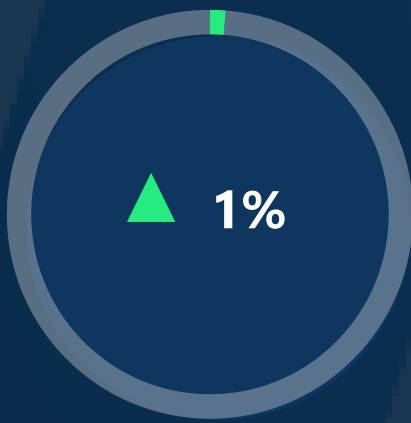
CURRENT UP DOWN



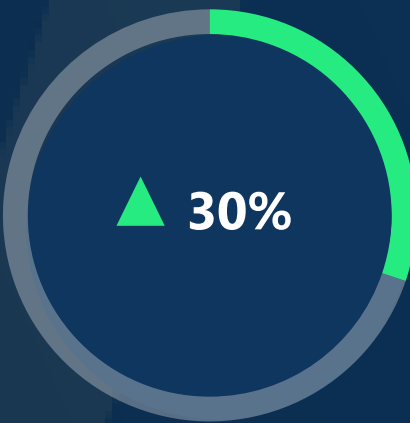
LISTINGS



Jul 2019



Jun 2019

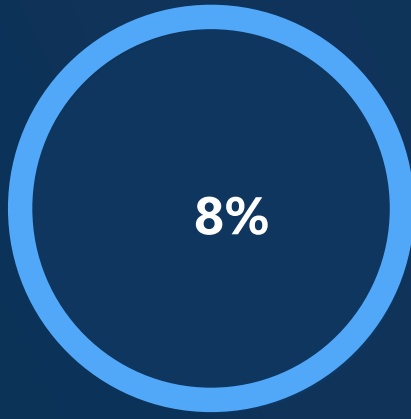


Jul 2018

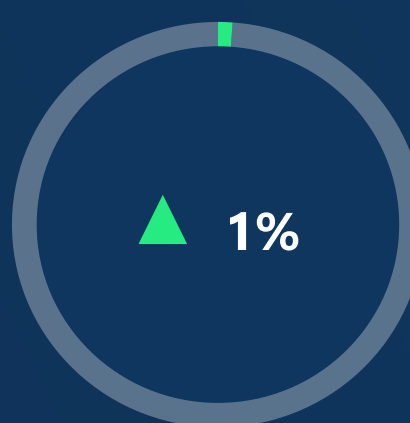
In West Vancouver, the number of new listings for condos and townhouses in July 2019 was 164, a 1% increase compared to June 2019, when 162 homes were listed, and a 30% increase from the 126 properties listed last July.



SALES TO ACTIVE



Jul 2019



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Jul 2018

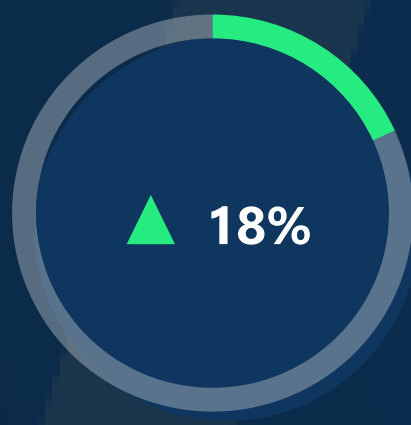
In West Vancouver, the sales-to-active listings ratio for condos and townhouses for July 2019 was 8%, a 1% increase compared to June 2019, when the ratio was 7%, and a 10% decrease from the 17% ratio last July.



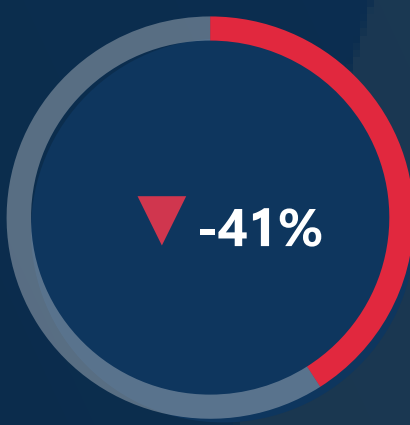
SALES



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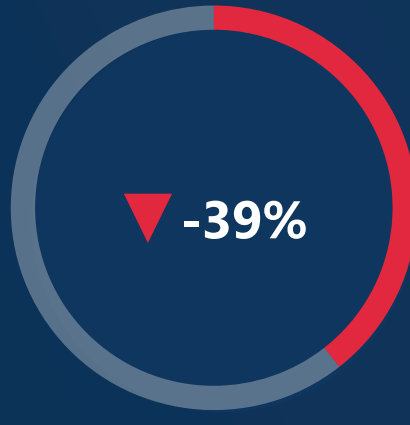
The number of condos and townhouses sold in West Vancouver in July 2019 was 13 , a 18% increase compared to June 2019, when 11 homes were sold, and a 41% decrease from the 22 properties sold last July.



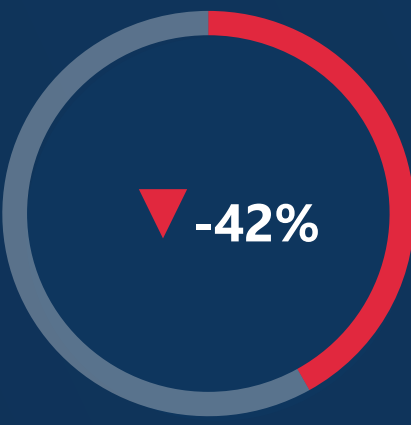
AVERAGE PRICE



Jul 2019



Jun 2019



Jul 2018

In West Vancouver, the average sale price for condos and townhouses in July 2019 was \$755K, a 39% decrease compared to June 2019, when the average sale price was \$1.246M, and a 42% decrease from the \$1.298M average sale price from last July.

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