

SIMPLE.
INNOVATIVE.
EFFECTIVE.



VIVID

REAL ESTATE

By Amir Ioharifard

Market Update

August 2019

Areas

GREATER VANCOUVER
DOWNTOWN VANCOUVER

VANCOUVER WESTSIDE
VANCOUVER EASTSIDE

NORTH VANCOUVER
WEST VANCOUVER

SIMPLE.
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EFFECTIVE.

Greater Vancouver

August 2019



GREATER VANCOUVER

August, 2019



Detached and Attached Homes

● CURRENT ● UP ● DOWN

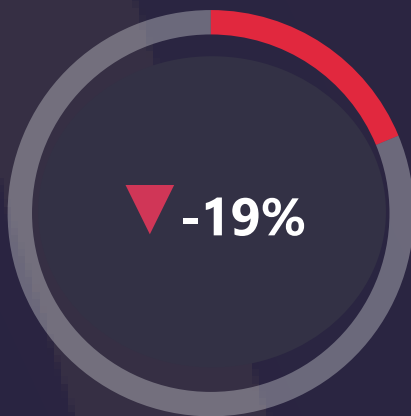


LISTINGS



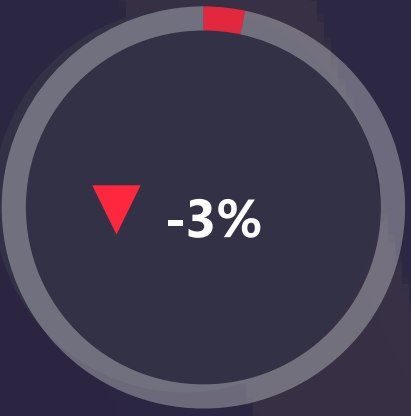
3,740

Aug 2019



-19%

Jul 2019



-3%

Aug 2018

In Greater Vancouver, the number of new listings for residential properties in August 2019 was 3,740, a 19% decrease compared to July 2019, when 4,604 homes were listed, and a 3% decrease from the 3,869 properties listed last August.

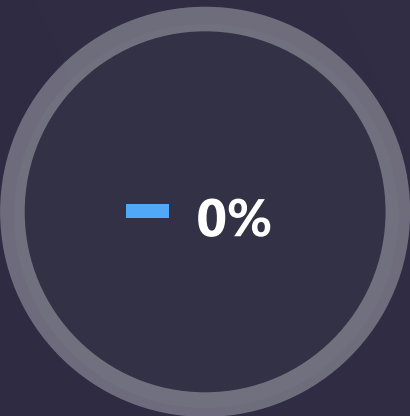


SALES TO ACTIVE



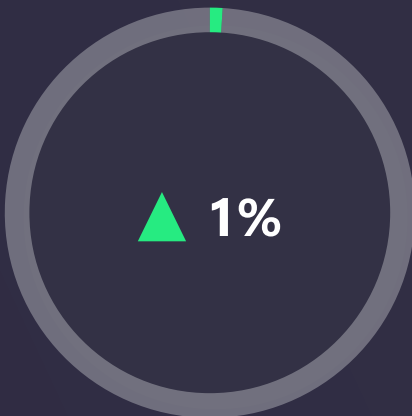
17%

Aug 2019



0%

Jul 2019



1%

Aug 2018

In Greater Vancouver, the sales-to-active listings ratio for residential properties for August 2019 was 17%, no changes compared to July 2019, when the ratio was 17%, and a 1% increase from the 16% ratio last August.



SALES



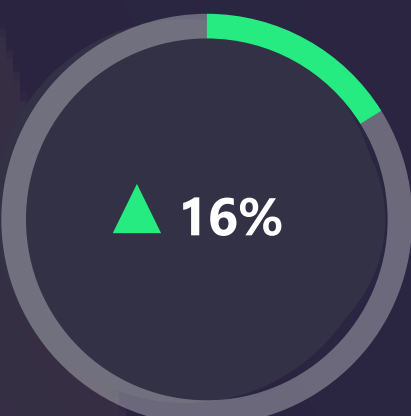
2,229

Aug 2019



-13%

Jul 2019



16%

Aug 2018

The number of residential properties sold in Greater Vancouver in August 2019 was 2,229, a 13% decrease compared to July 2019, when 2,550 homes were sold, and a 16% increase from the 1,919 properties sold last August.

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

August, 2019



Detached and Houses

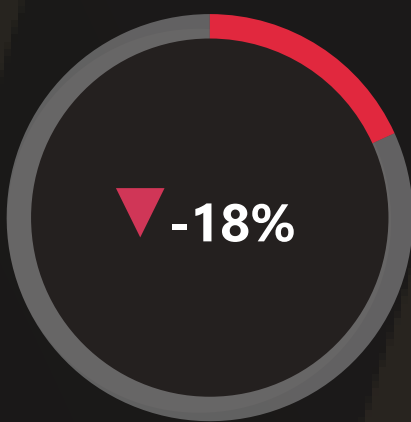
● CURRENT ● UP ● DOWN



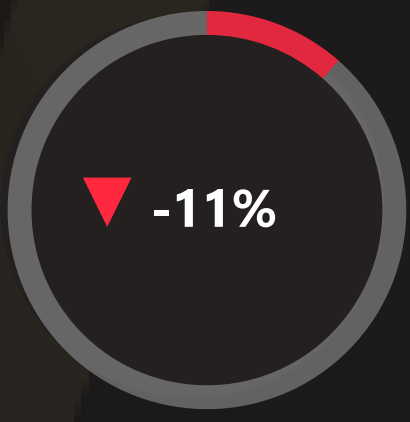
LISTINGS



Aug 2019



Jul 2019

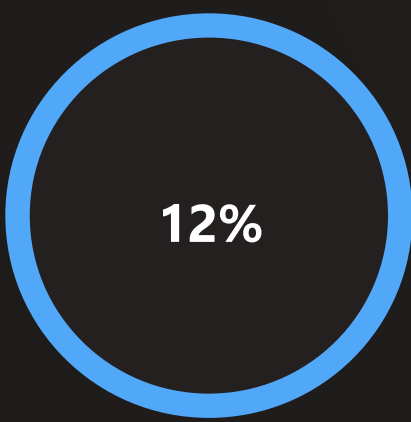


Aug 2018

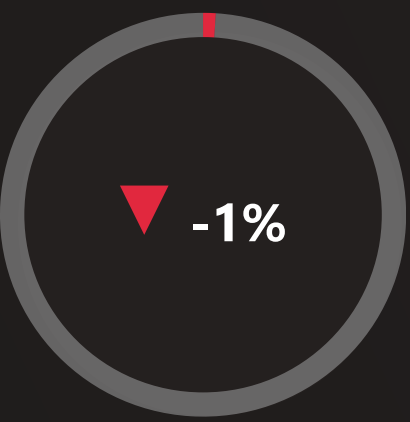
In Greater Vancouver, the number of new listings for detached properties in August 2019 was 1,295 a 18% decrease compared to July 2019, when 1,583 homes were listed, and a 11% decrease from the 1,463 properties listed last August.



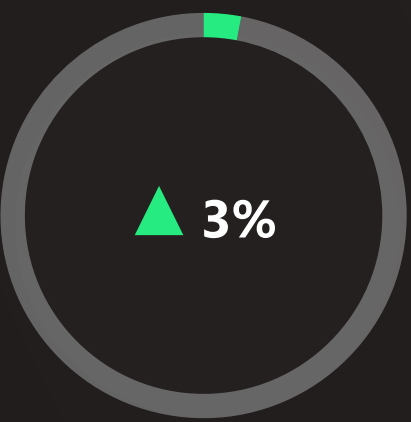
SALES TO ACTIVE



Aug 2019



Jul 2019

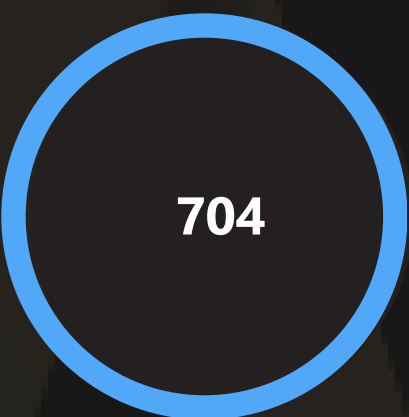


Aug 2018

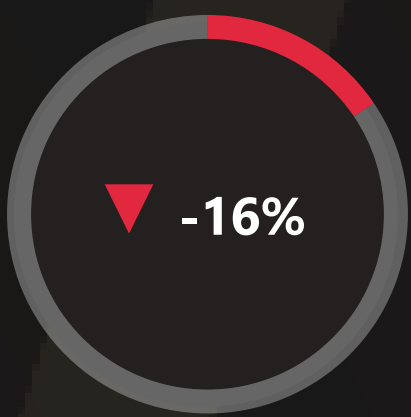
In Greater Vancouver, the sales-to-active listings ratio for detached properties for August 2019 was 12%, a 1% decrease compared to July 2019, when the ratio was 13%, and a 3% increase from the 9% ratio last August.



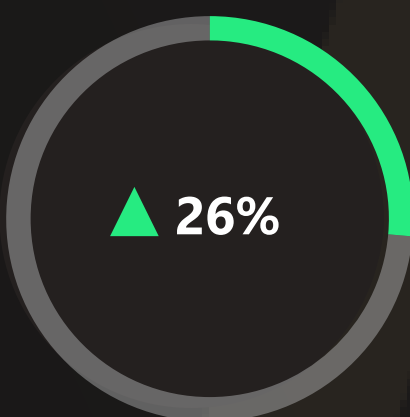
SALES



Aug 2019



Jul 2019



Aug 2018

The number of houses sold in Greater Vancouver in August 2019 was 704, a 16% decrease compared to July 2019, when 834 homes were sold, and a 26% increase from the 557 properties sold last August.

Facts

The Average days on Market for Greater Vancouver detached properties in August 2019 was 55 days, a 15% increase in comparison to July. The average price per square foot for Greater Vancouver detached properties in August 2019 was \$574, a 1% increase in comparison to \$ 571 per square foot in July 2019.

GREATER VANCOUVER

August, 2019



Condos and Townhouses

● CURRENT ● UP ● DOWN



LISTINGS



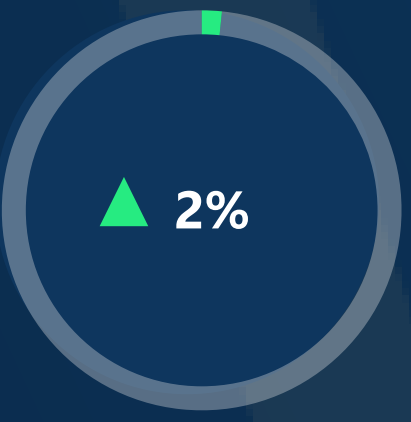
2,445

Aug 2019



-19%

Jul 2019



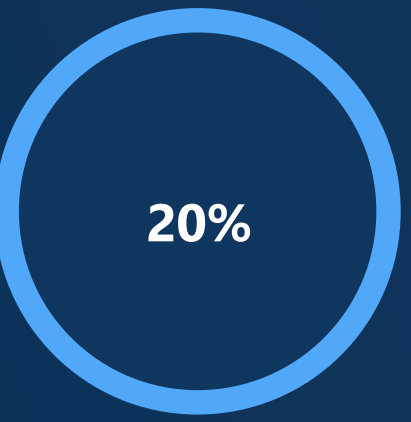
2%

Aug 2018

In Greater Vancouver, the number of new listings for condos and townhouses in August 2019 was 2,445, a 19% decrease compared to July 2019, when 3,021 homes were listed, and a 2% increase from the 2,406 properties listed last August.

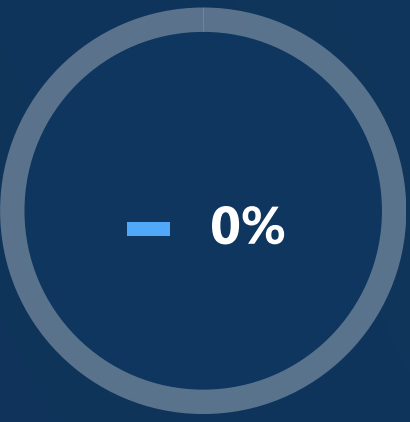


SALES TO ACTIVE



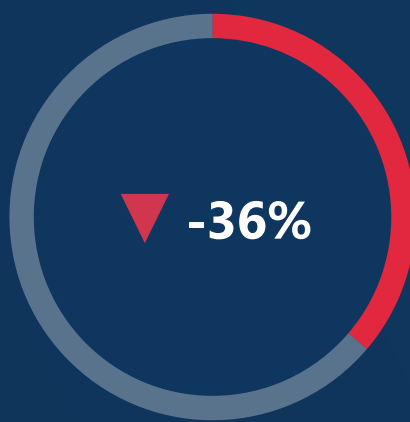
20%

Aug 2019



0%

Jul 2019



-36%

Aug 2018

In Greater Vancouver, the sales-to-active listings ratio condos and townhouse in August 2019 was 20%, no changes compared to July 2019, when the ratio was 20%, and a 36% decrease from the 57% ratio last August.



SALES



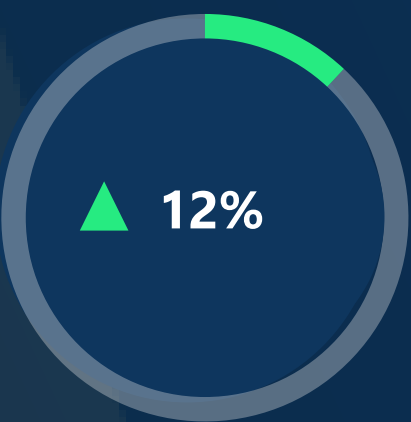
1,525

Aug 2019



-11%

Jul 2019



12%

Aug 2018

The number of condos and townhouses sold in Greater Vancouver condos in August 2019 was 1,525, an 11% decrease compared to July 2019, when 1,716 homes were sold, and a 12% increase from the 1,362 properties sold last August.

Facts

The average days on the market for Greater Vancouver condos in August 2019 was 42 days, while for townhouses it was 44 days. The average price per square foot for Greater Vancouver condos was \$772 in August 2019, whereas for townhouses it was \$564 per square foot.

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Downtown Vancouver

August 2019



DOWNTOWN VANCOUVER

August, 2019

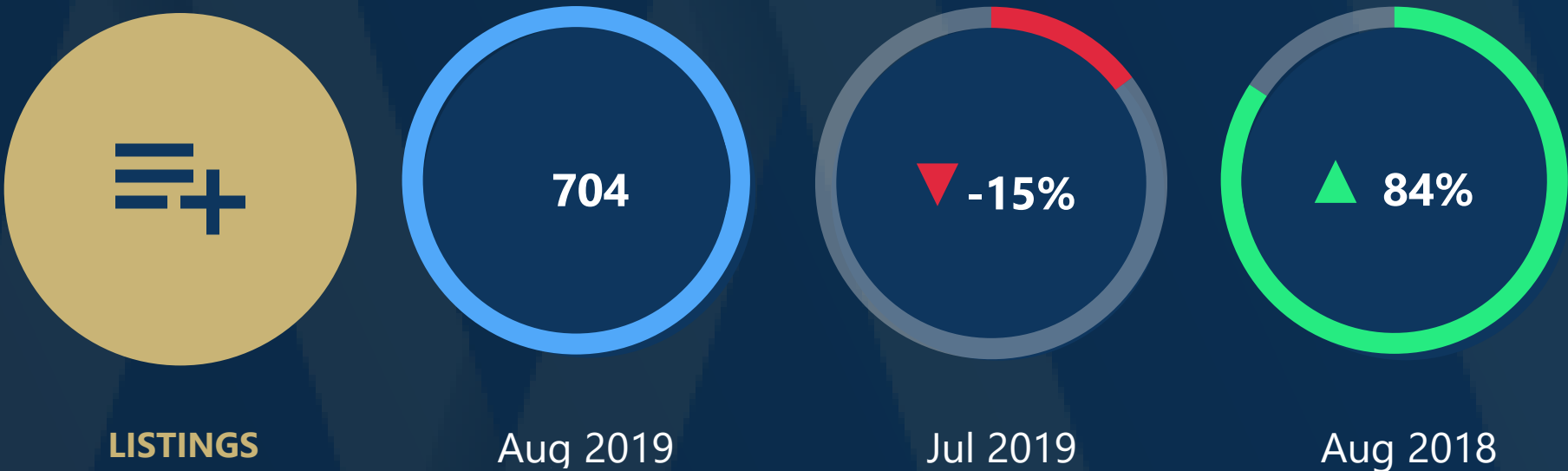


Condos and Townhouses

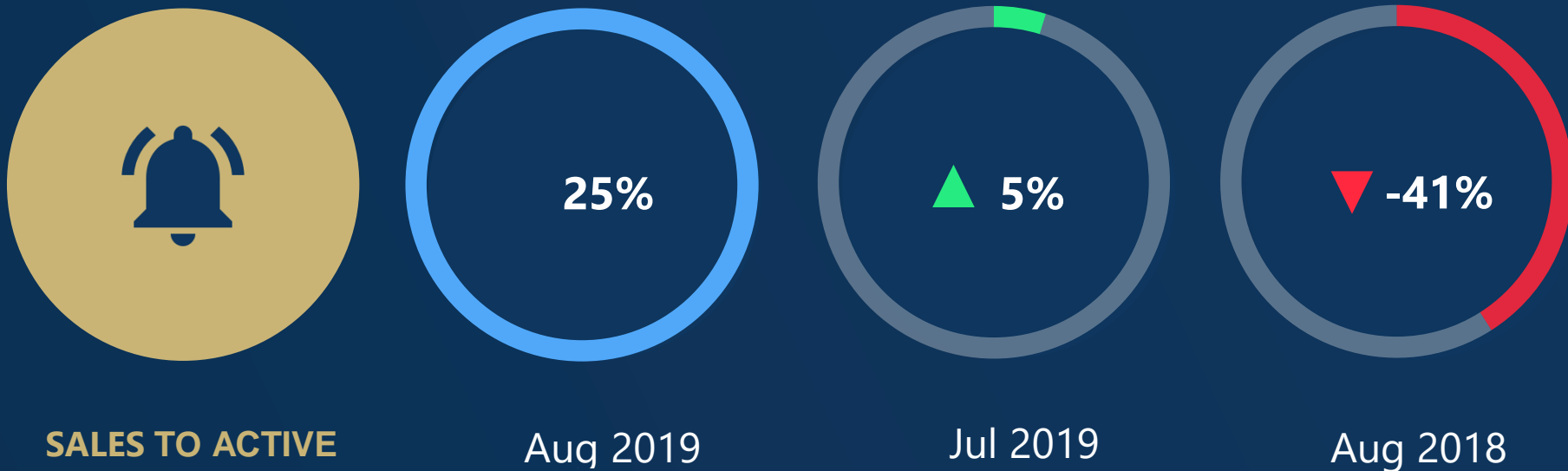
CURRENT

UP

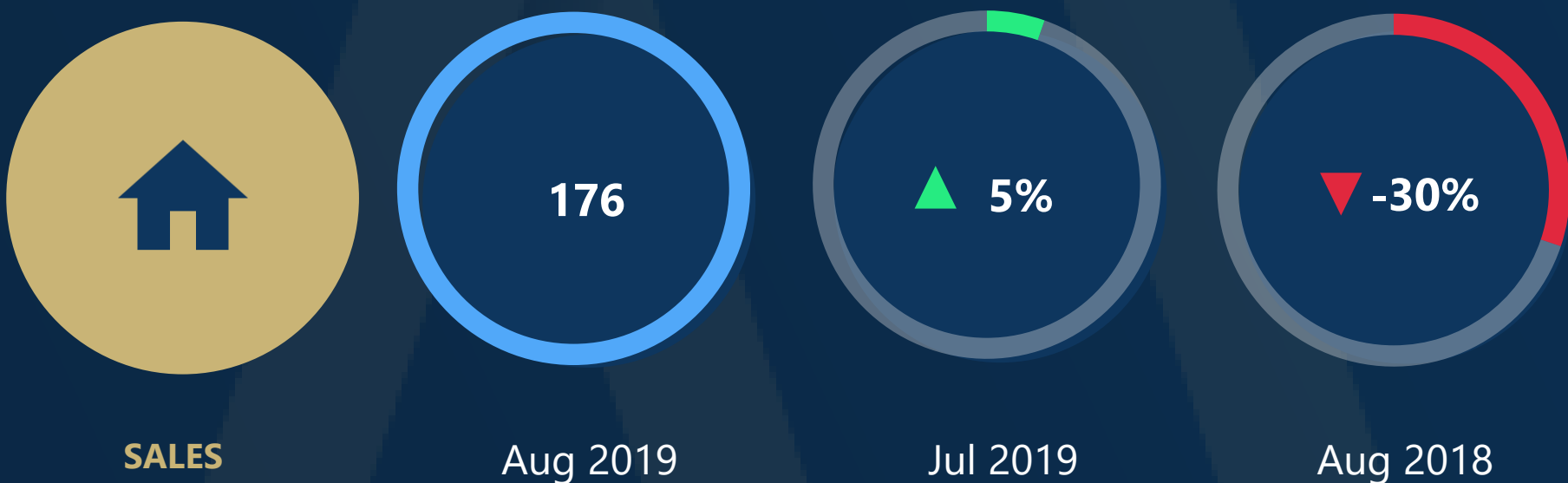
DOWN



In Downtown Vancouver, the number of new listings for condo and townhouses in August 2019 was 704, a 15% decrease compared to July 2019, when 704 homes were listed, and a 84% increase from the 382 properties listed last August.



In Downtown Vancouver, the sales-to-active listings ratio for condos and townhouses for August 2019 was 25%, a 5% increase compared to July 2019, when the ratio was 20%, and a 41% decrease from the 66% ratio last August.



The number of condos and townhouses sold in Downtown Vancouver in August 2019 was 176, a 5% increase compared to July 2019, when 167 homes were sold, and a 30% decrease from the 252 properties sold last August.



In Downtown Vancouver, the average sale price for condos and townhouses in August 2019 was \$730K, a 5% decrease compared to July 2019, when the average sale price was \$765K, and a 10% decrease from the \$811K average sale price from last August.

Market Type

DOWNTOWN VANCOUVER

August, 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

August 2019



VANCOUVER WESTSIDE

August, 2019



Detached and Houses

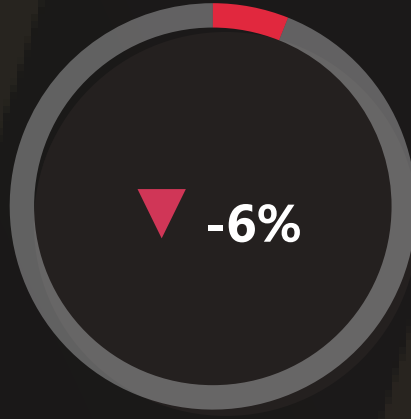
● CURRENT ● UP ● DOWN



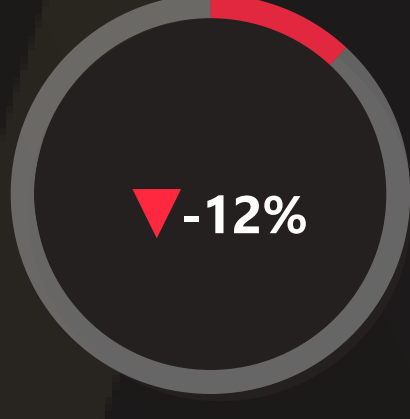
LISTINGS



Aug 2019



Jul 2019

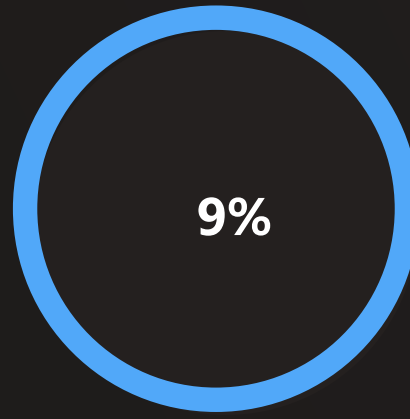


Aug 2018

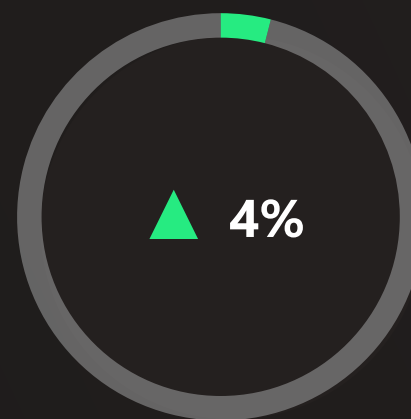
In Vancouver West, the number of new listings for detached properties in August 2019 was 622, a 6% decrease compared to July 2019, when 662 homes were listed, and a 12% decrease from the 706 properties listed last August.



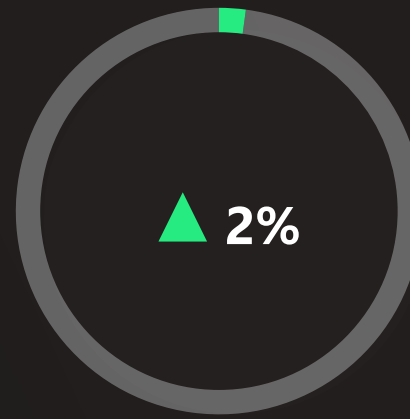
SALES TO ACTIVE



Aug 2019



Jul 2019

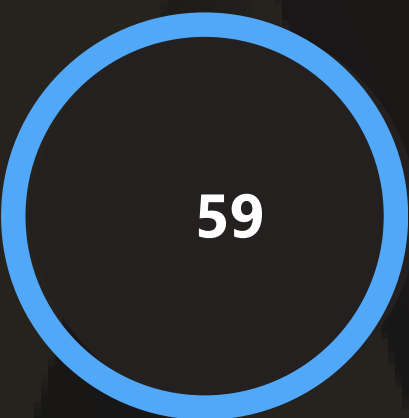


Aug 2018

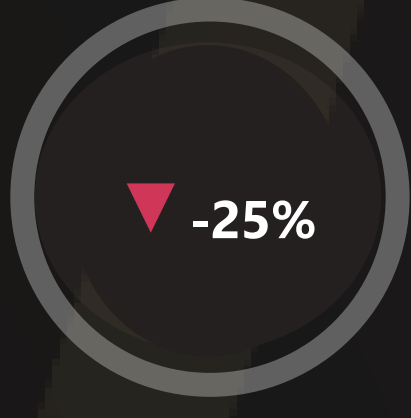
In Vancouver West, the sales-to-active listings ratio for houses for August 2019 was 9%, a 4% increase compared to July 2019, when the ratio was 6%, and a 2% increase from the 7% ratio last August.



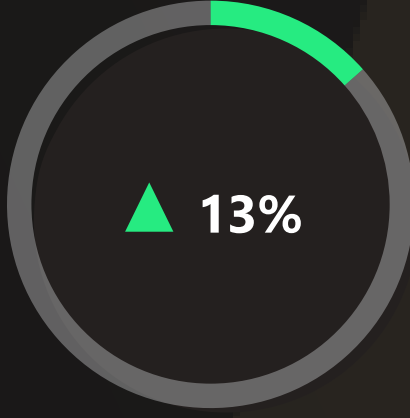
SALES



Aug 2019



Jul 2019



Aug 2018

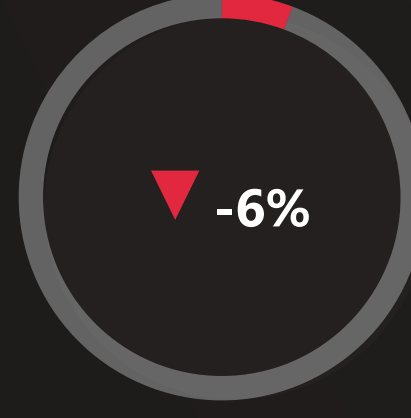
The number of houses sold in Vancouver West in August 2019 was 59, a 25% decrease compared to July 2019, when 79 homes were sold, and a 13% increase from the 52 properties sold last August.



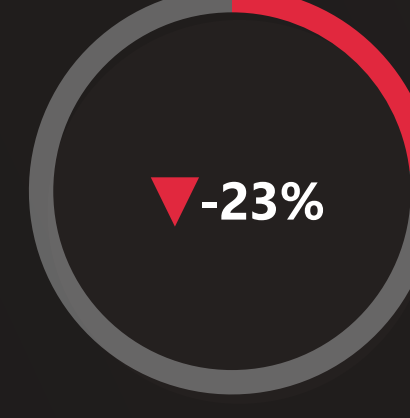
AVERAGE PRICE



Aug 2019



Jul 2019



Aug 2018

In Vancouver West, the average sale price for houses in August 2019 was \$2.83M, a 6% decrease compared to July 2019, when the average sale price was \$3M, and a 23% decrease from the \$3.685M average sale price from last August.

Market Type

VANCOUVER WESTSIDE

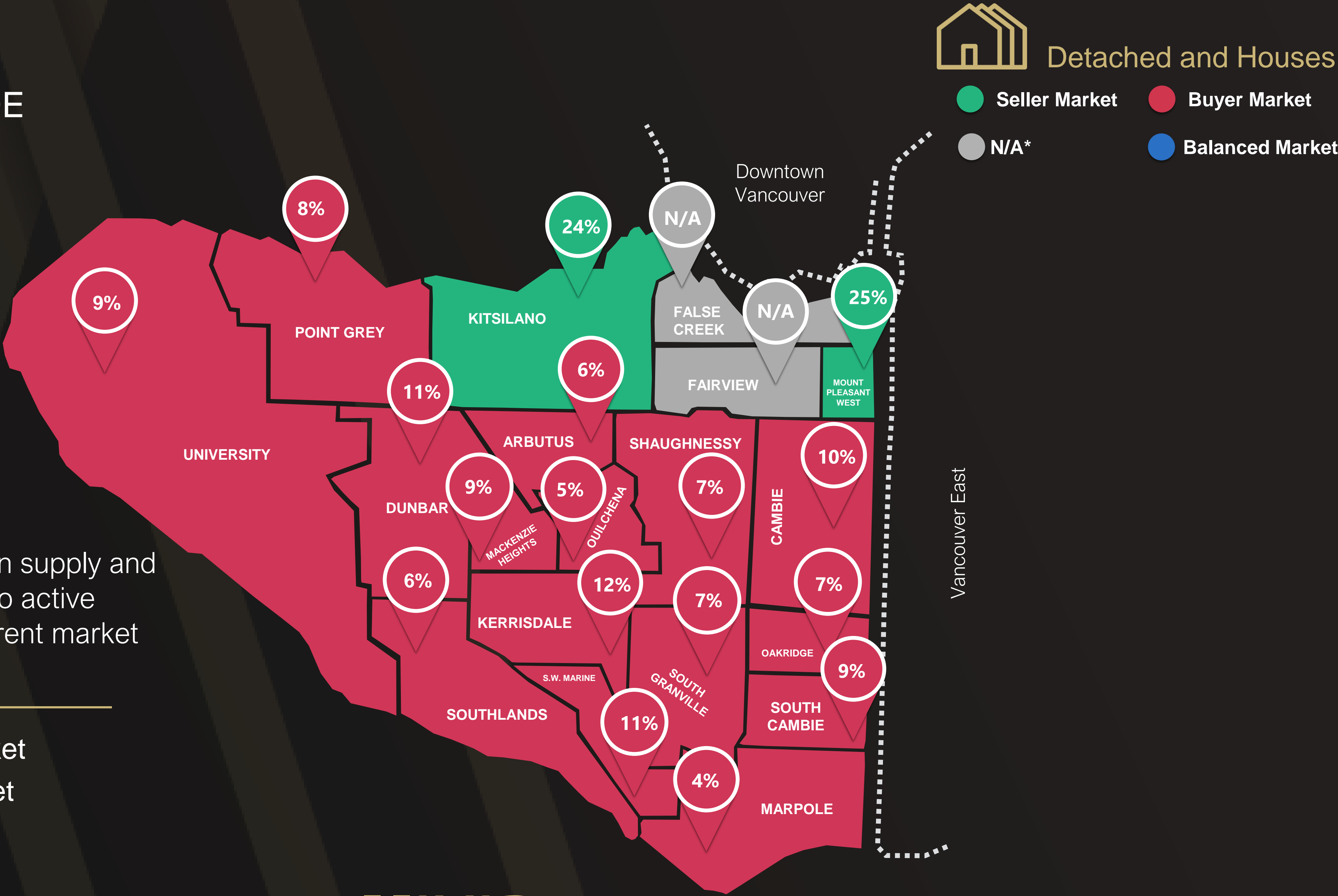
August, 2019

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.



VANCOUVER WESTSIDE

August, 2019



Condos and Townhouses

CURRENT UP DOWN



LISTINGS



Aug 2019



Jul 2019

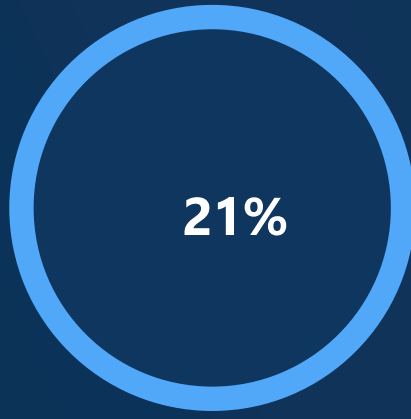


Aug 2018

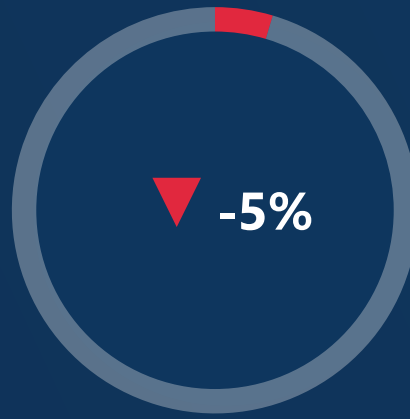
In Vancouver West, the number of new listings for condos and townhouses in August 2019 was 847, a 9% decrease compared to July 2019, when 931 homes were listed, and a 105% increase from the 413 properties listed last August.



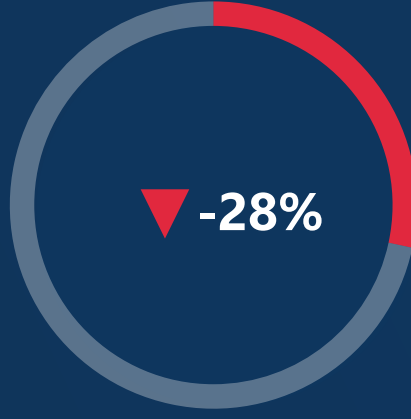
SALES TO ACTIVE



Aug 2019



Jul 2019



Aug 2018

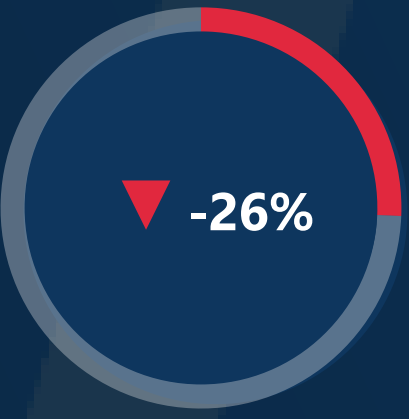
In Vancouver West, the sales-to-active listings ratio for condo and townhouses for August 2019 was 21%, a 5% decrease compared to July 2019, when the ratio was 25%, and a 28% decrease from the 49% ratio last August.



SALES



Aug 2019



Jul 2019



Aug 2018

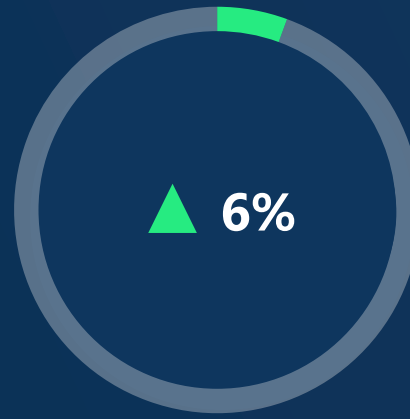
The number of condos and townhouses sold in Vancouver West in August 2019 was 174, a 26% decrease compared to July 2019, when 234 homes were sold, and a 14% decrease from the 202 properties sold last August.



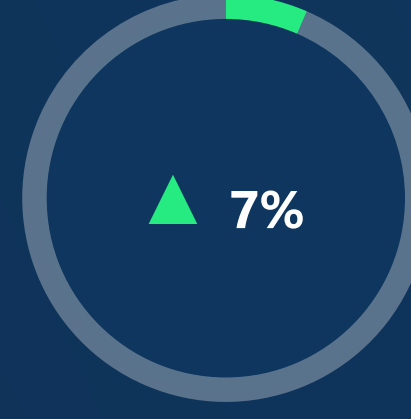
AVERAGE PRICE



Aug 2019



Jul 2019



Aug 2018

In Vancouver West, the average sale price for condos and townhouses in August 2019 was \$850K, a 6% increase compared to July 2019, when the average sale price was \$805K, and a 7% increase from the \$798K average sale price from last August.

Market Type

VANCOUVER WESTSIDE

August, 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

August 2019



VANCOUVER EASTSIDE

August, 2019



Detached and Houses

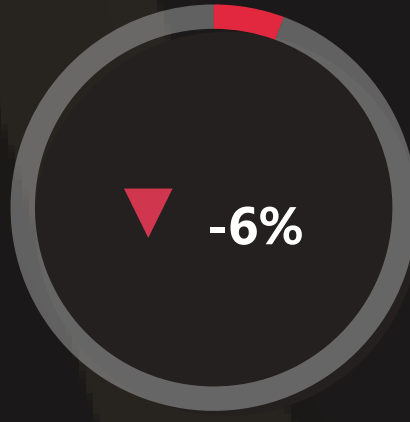
● CURRENT ● UP ● DOWN



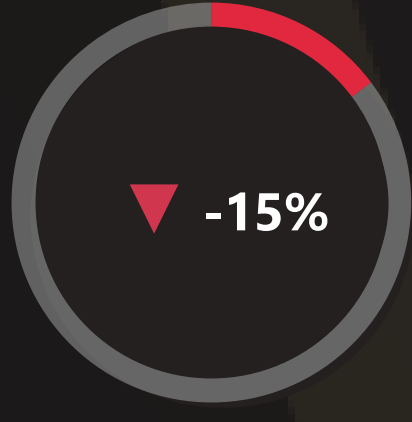
LISTINGS



Aug 2019



Jul 2019

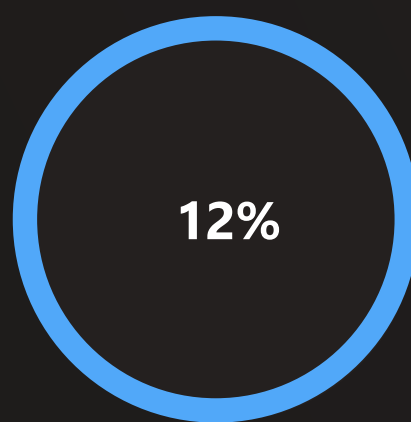


Aug 2018

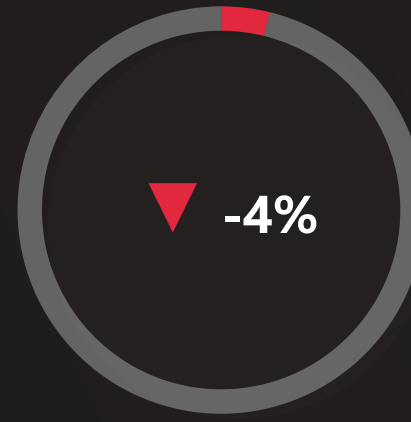
In Vancouver East, the number of new listings for detached properties in August 2019 was 607, a 6% decrease compared to July 2019, when 643 homes were listed, and a 15% decrease from the 712 properties listed last August.



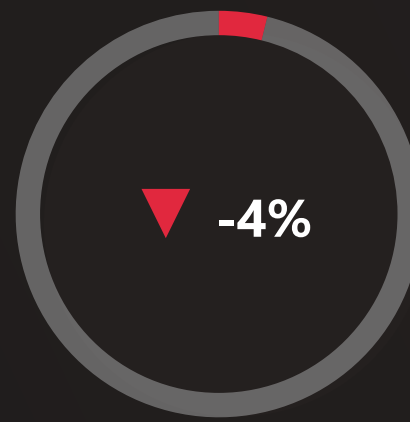
SALES TO ACTIVE



Aug 2019



Jul 2019



Aug 2018

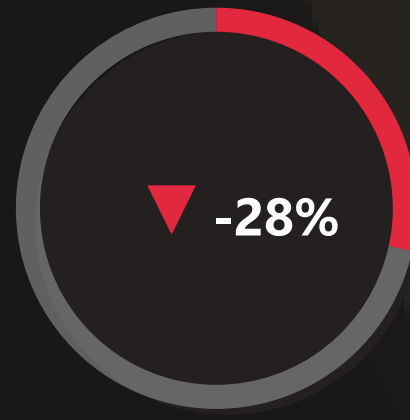
In Vancouver East, the sales to active ratio for houses for August 2019 was 12%, a 4% decrease compared to July 2019, when the ratio was 16%, and a 4% decrease from the 16% ratio last August.



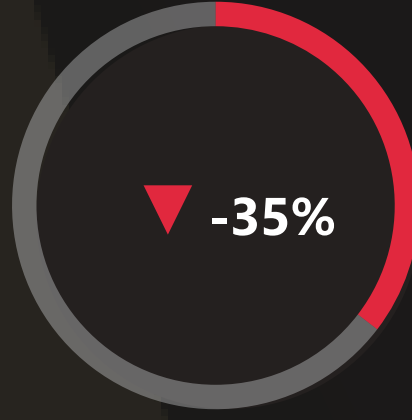
SALES



Aug 2019



Jul 2019

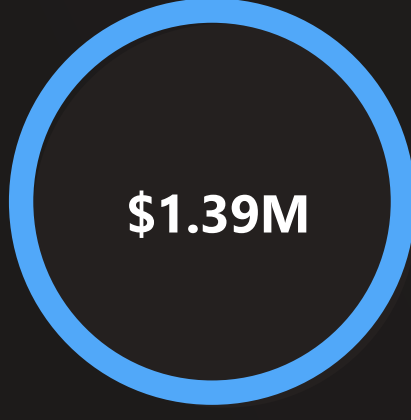


Aug 2018

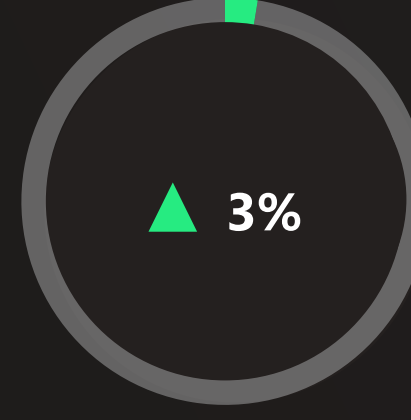
The number of houses sold in Vancouver East in August 2019 was 73, a 28% decrease compared to July 2019, when 102 homes were sold, and a 35% decrease from the 113 properties sold last August.



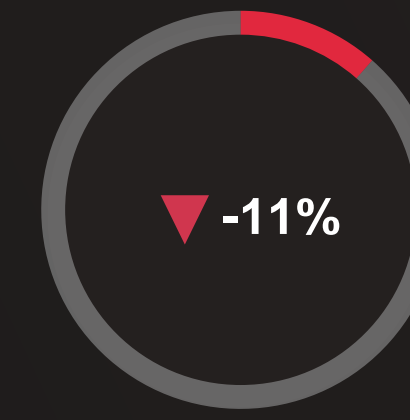
AVERAGE PRICE



Aug 2019



Jul 2019



Aug 2018

In Vancouver East, the average sale price for houses in August 2019 was \$1.39M, a 3% increase compared to July 2019, when the average sale price was \$1.355M, and a 11% decrease from the \$1.562M average sale price from last August.

Market Type

VANCOUVER WESTSIDE

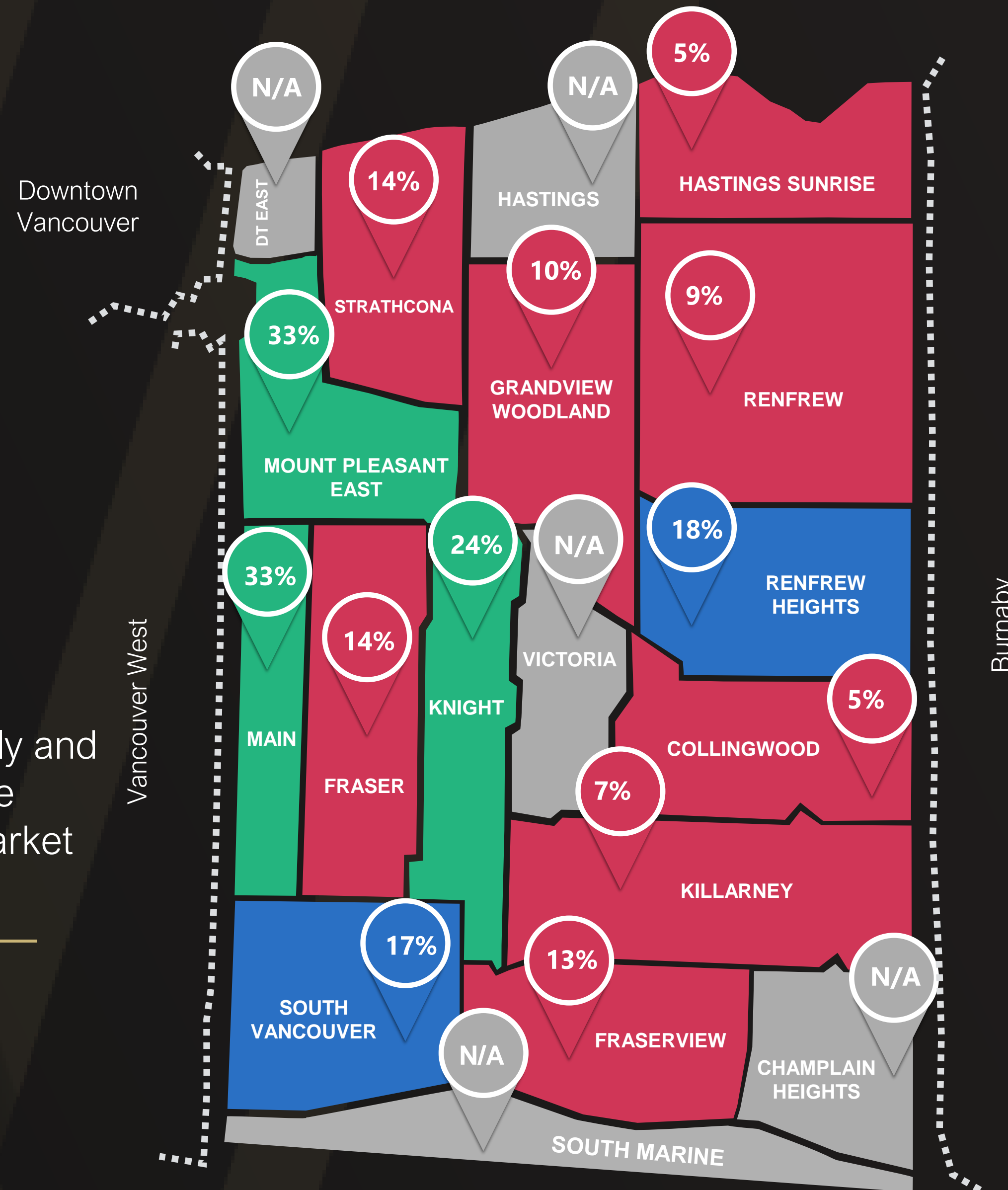
August, 2019

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

August, 2019

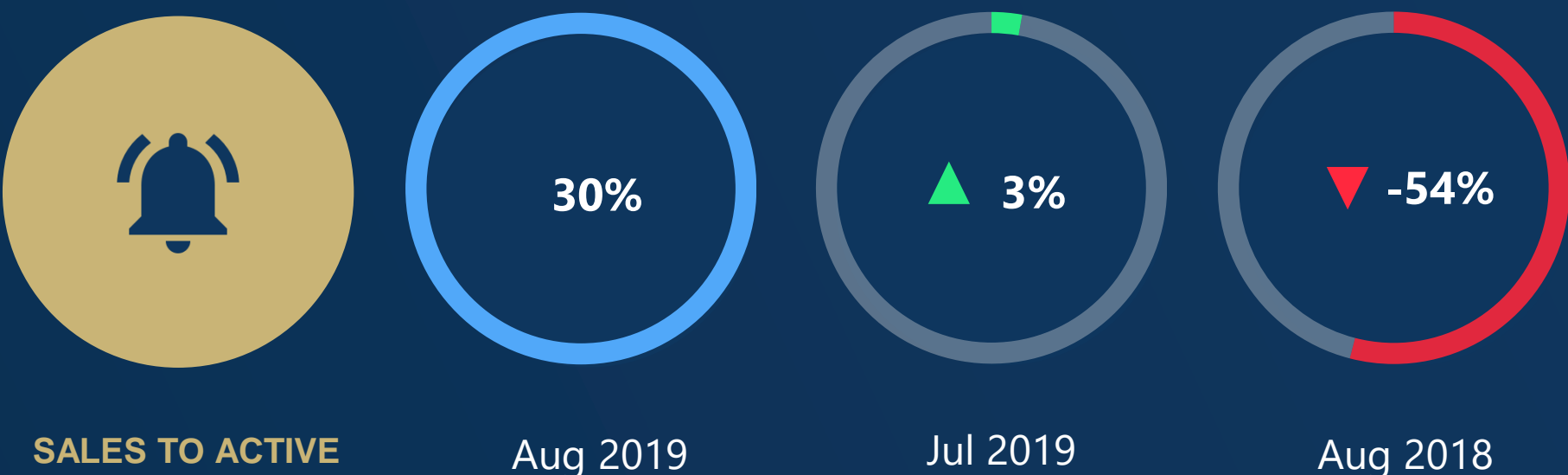


Condos and Townhouses

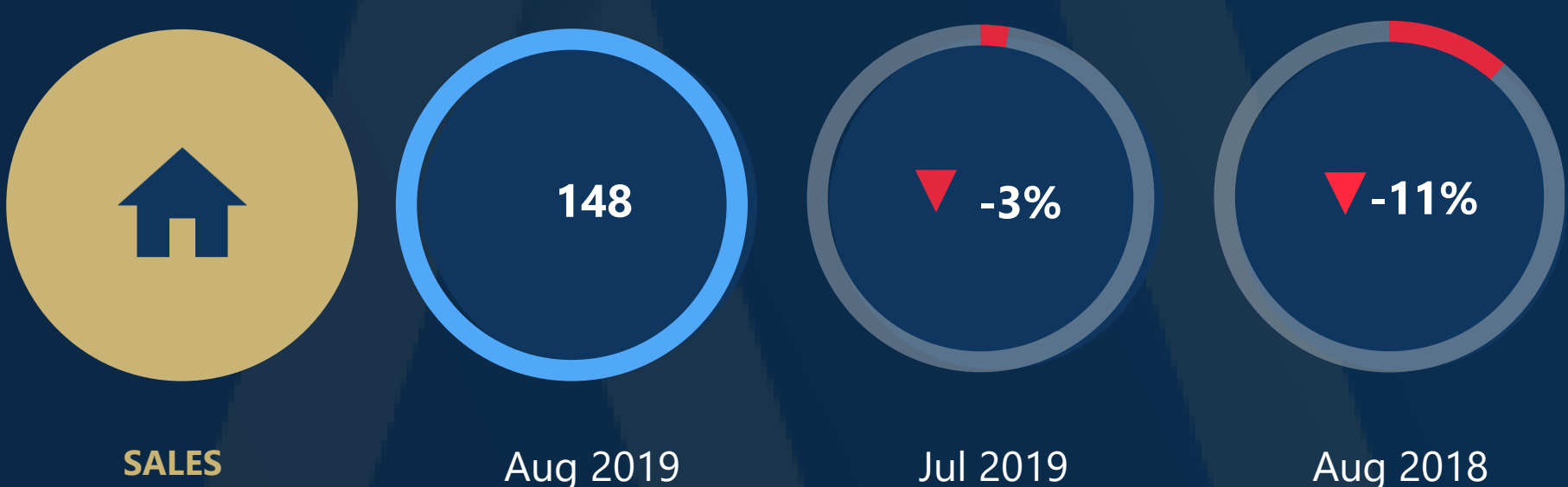
CURRENT UP DOWN



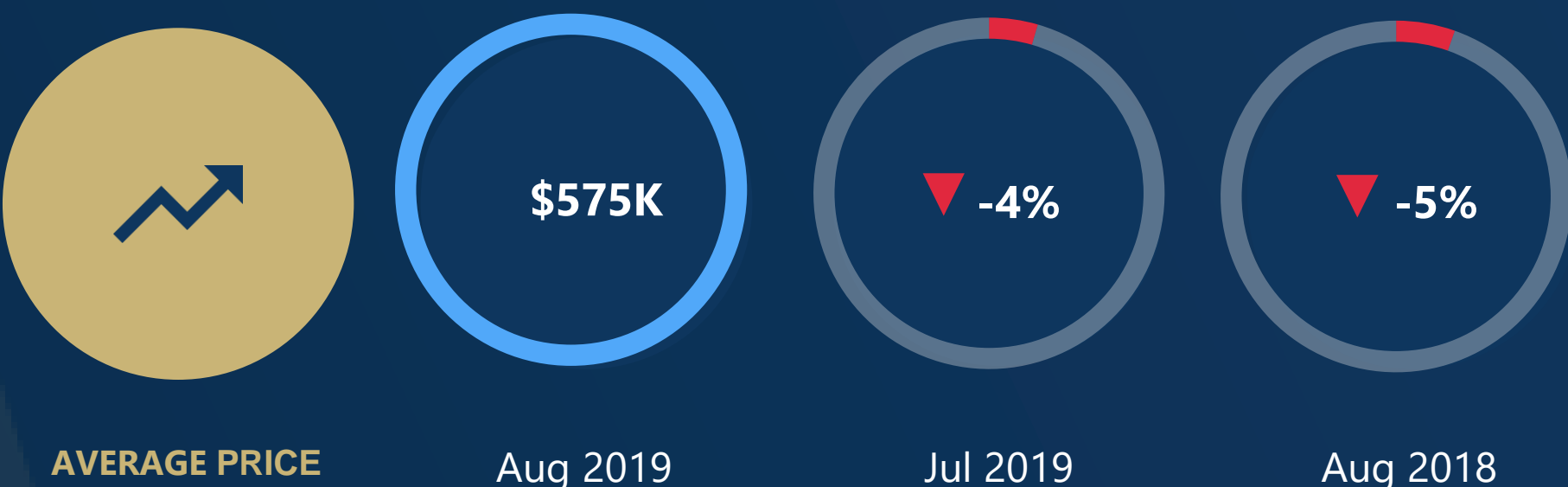
In Vancouver East, the number of new listings for condos and townhouses in August 2019 was 495, a 12% decrease compared to July 2019, when 561 homes were listed, and a 149% increase from the 199 properties listed last August.



In Vancouver East, the sales-to-active listings ratio for condo and townhouses for August 2019 was 30%, a 3% increase compared to July 2019, when the ratio was 27%, and a 54% decrease from the 84% ratio last August.



The number of condos and townhouses sold in Vancouver East in August 2019 was 148, a 3% decrease compared to July 2019, when 152 homes were sold, and a 11% decrease from the 167 properties sold last August.



In Vancouver East, the average sale price for condos and townhouses in August 2019 was \$575K, a 4% decrease compared to July 2019, when the average sale price was \$602K, and a 5% decrease from the \$608K average sale price from last August.

Market Type

VANCOUVER EASTSIDE

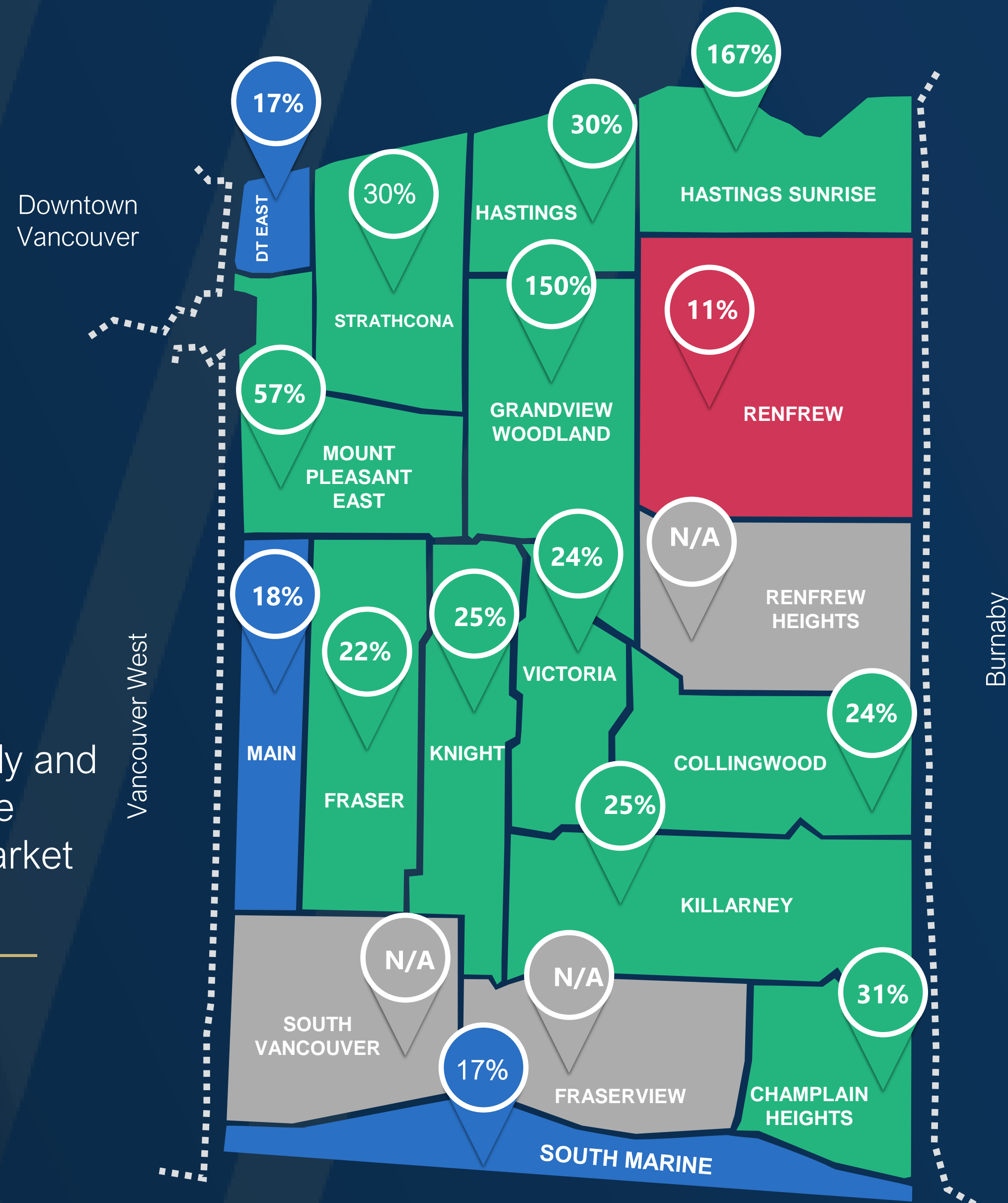
August, 2019

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

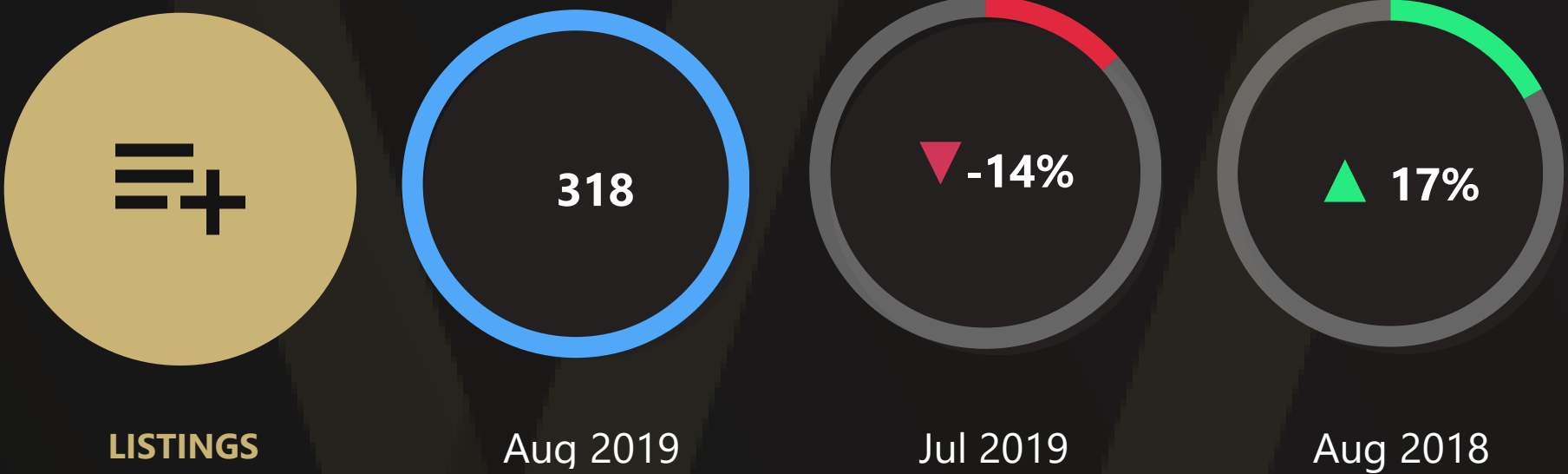
August 2019



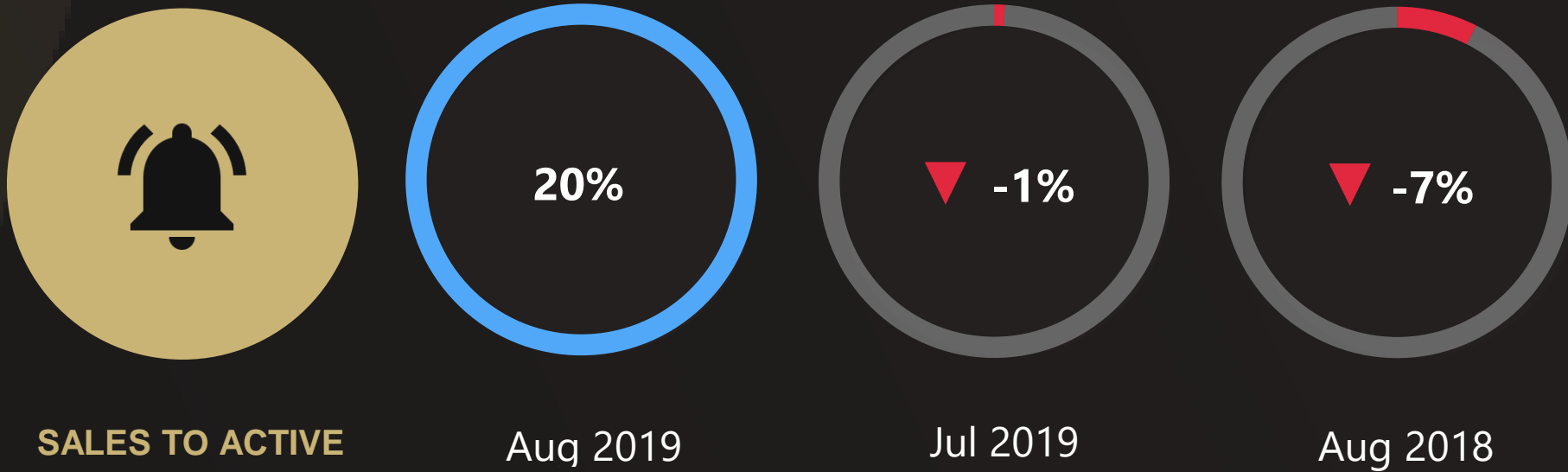
NORTH VANCOUVER

August, 2019

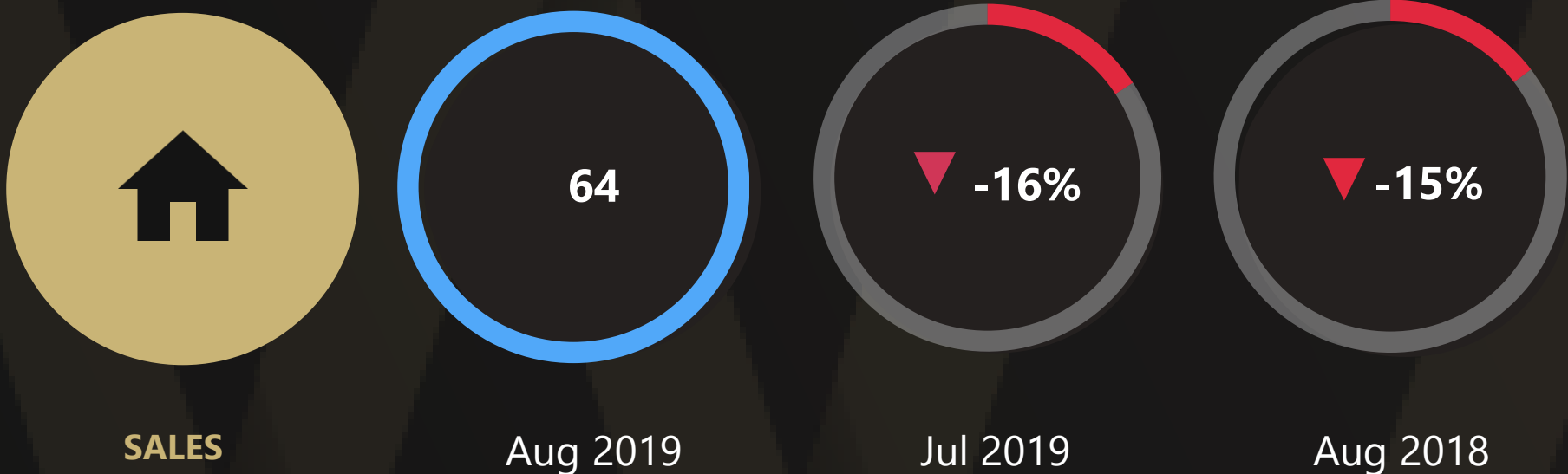
 Detached and Houses
● CURRENT ● UP ● DOWN



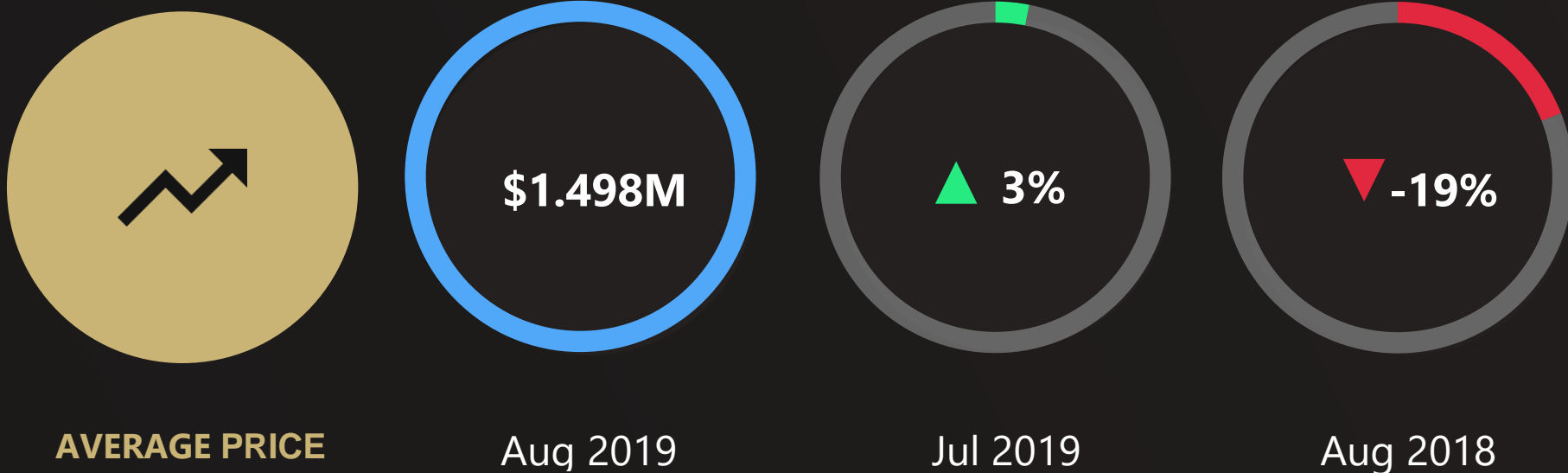
In North Vancouver, the number of new listings for detached properties in August 2019 was 318, a 14% decrease compared to July 2019, when 368 homes were listed, and a 17% increase from the 272 properties listed last August.



In North Vancouver, the sales to active ratio for houses for August 2019 was 20%, a 1% decrease compared to July 2019, when the ratio was 21%, and a 7% decrease from the 28% ratio last August.



The number of houses sold in North Vancouver in August 2019 was 64, a 16% decrease compared to July 2019, when 76 homes were sold, and a 15% decrease from the 75 properties sold last August.



In North Vancouver, the average sale price for houses in August 2019 was \$1.498M, a 3% increase compared to July 2019, when the average sale price was \$1.453M, and a 19% decrease from the \$1.85M average sale price from last August.

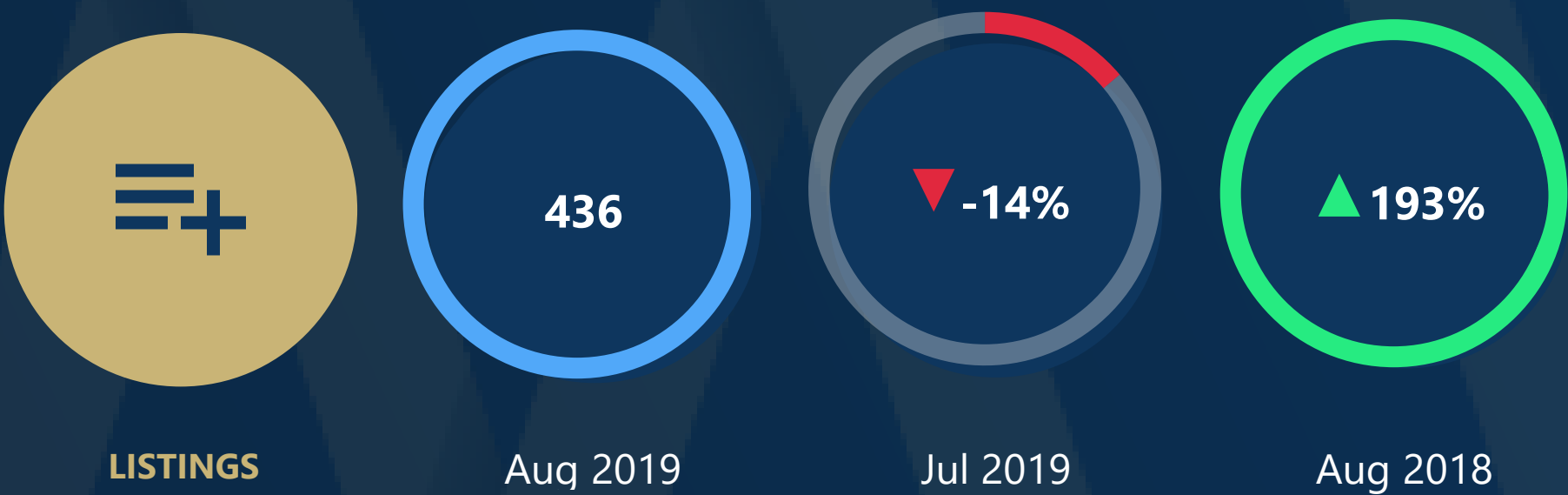
NORTH VANCOUVER

August, 2019

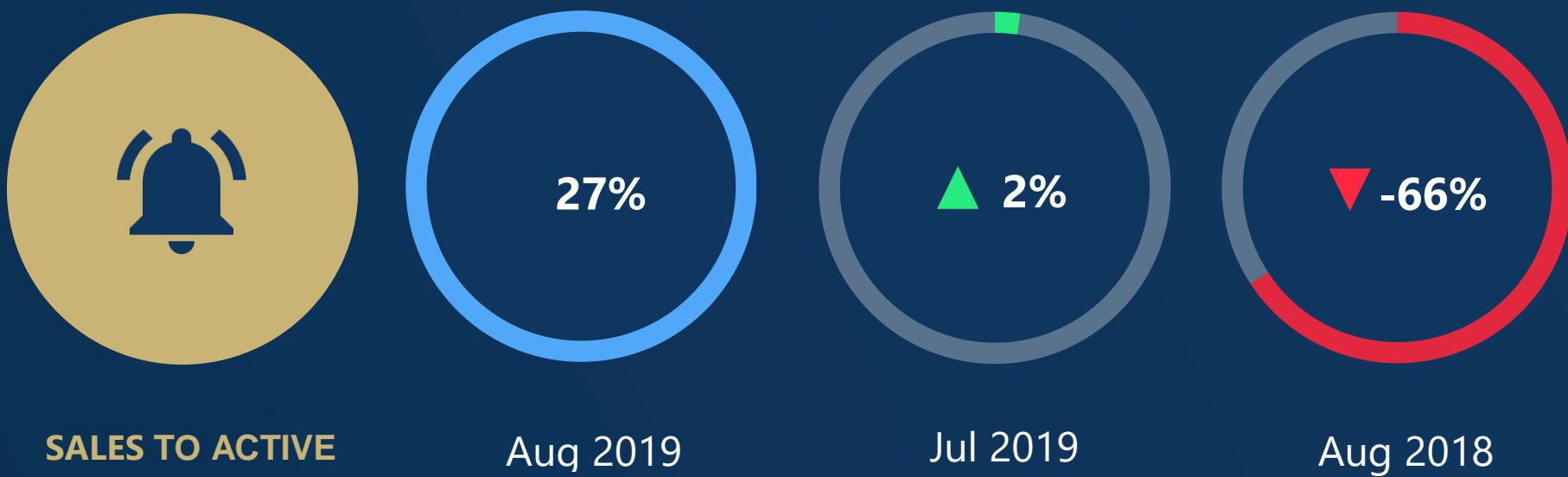


Condos and Townhouses

CURRENT UP DOWN



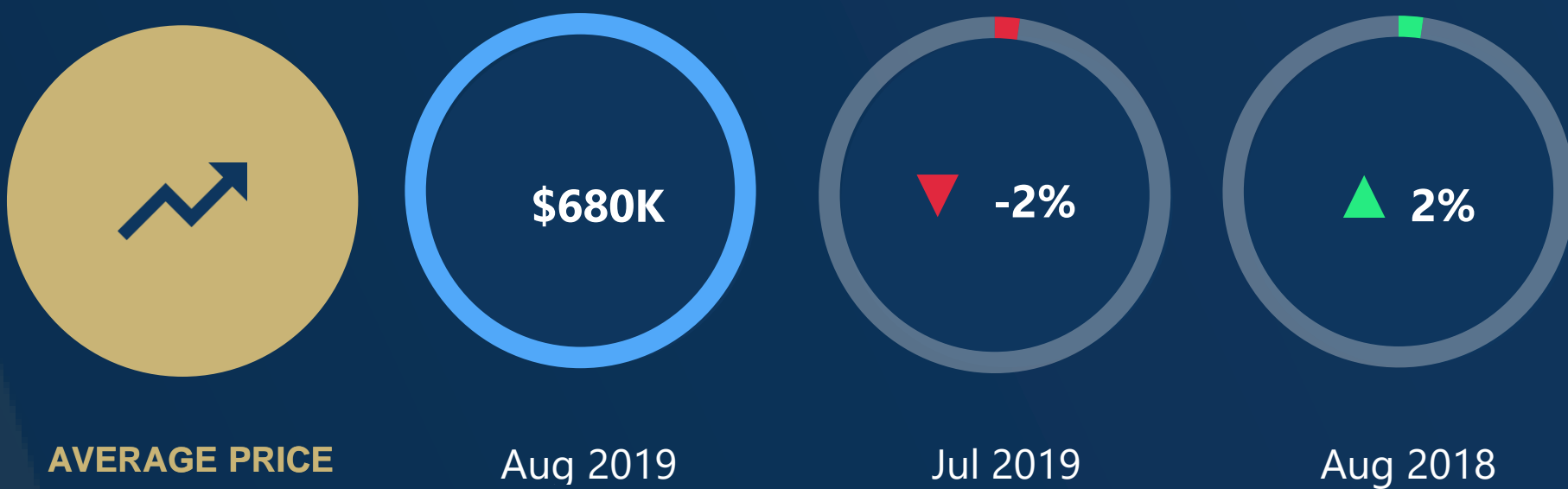
In North Vancouver, the number of new listings for condos and townhouses in August 2019 was 436, a 14% decrease compared to July 2019, when 506 homes were listed, and a 193% increase from the 149 properties listed last August.



In North Vancouver, the sales-to-active listings ratio for condo and townhouses for August 2019 was 27%, a 2% increase compared to July 2019, when the ratio was 25%, and a 66% decrease from the 93% ratio last August.



The number of condos and townhouses sold in North Vancouver in August 2019 was 117 , a 6% decrease compared to July 2019, when 124 homes were sold, and a 15% decrease from the 138 properties sold last August.



In North Vancouver, the average sale price for condos and townhouses in August 2019 was \$680K, a 2% decrease compared to July 2019, when the average sale price was \$696K, and a 2% increase from the \$665K average sale price from last August.

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West Vancouver

August 2019



WEST VANCOUVER

August, 2019



Detached and Houses



CURRENT



UP



DOWN

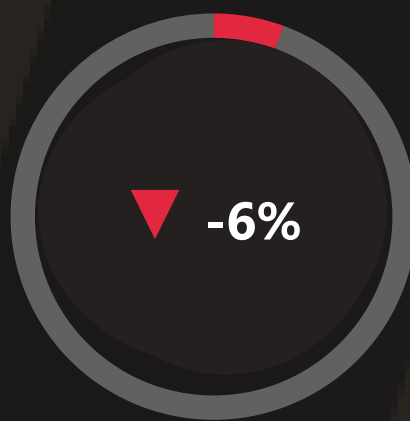


LISTINGS



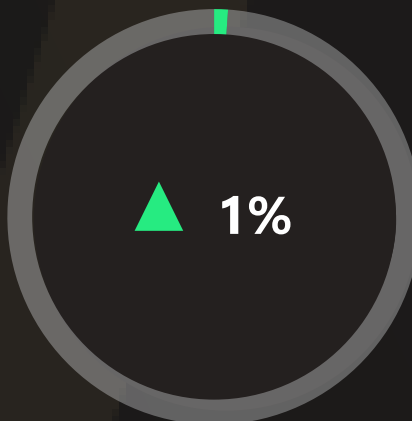
469

Aug 2019



-6%

Jul 2019



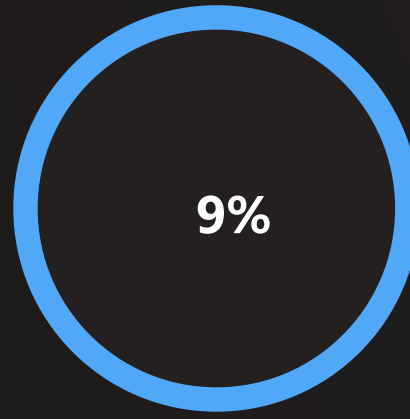
1%

Aug 2018

In West Vancouver houses, the number of new listings for residential properties in August 2019 was 469, a 6% decrease compared to July 2019, when 497 homes were listed, and a 1% increase from the 464 properties listed last August.

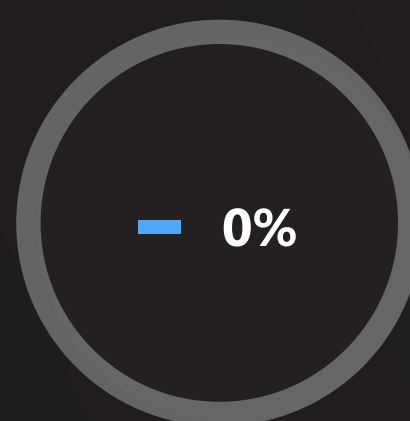


SALES TO ACTIVE



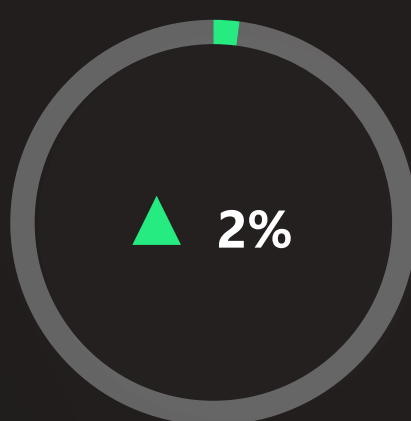
9%

Aug 2019



0%

Jul 2019



2%

Aug 2018

In West Vancouver, the sales to active ratio for houses for August 2019 was 9%, a no changes compared to July 2019, when the ratio was 8%, and a 2% increase from the 6% ratio last August.

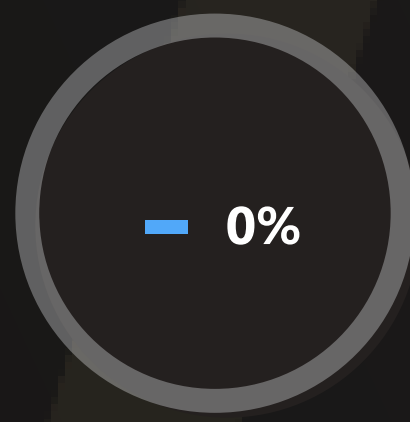


SALES



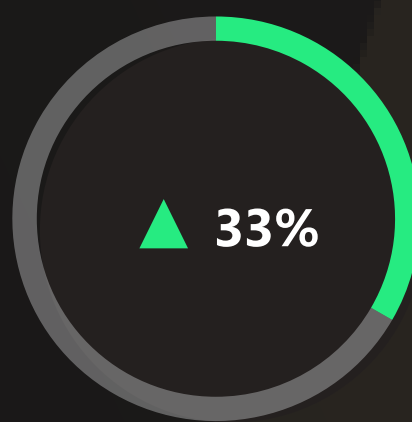
40

Aug 2019



0%

Jul 2019



33%

Aug 2018

The number of houses sold in West Vancouver in August 2019 was 40, no changes compared to July 2019, when 40 homes were sold, and a 33% increase from the 30 properties sold last August.

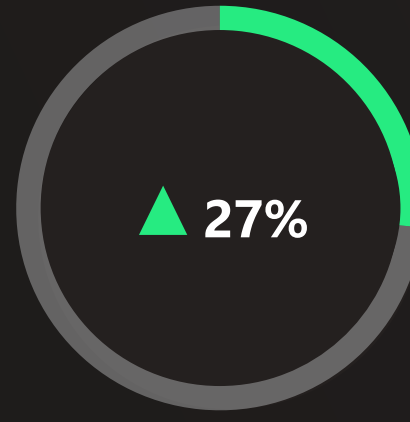


AVERAGE PRICE



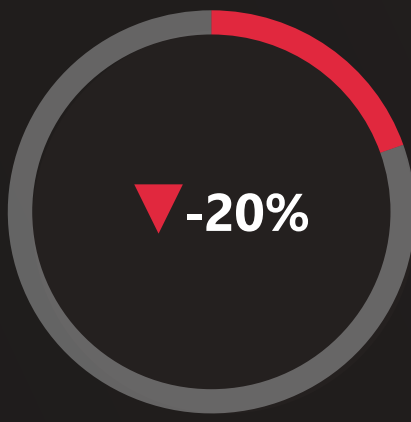
\$2.613M

Aug 2019



27%

Jul 2019



-20%

Aug 2018

In West Vancouver, the average sale price for houses in August 2019 was \$2.613M, a 27% increase compared to July 2019, when the average sale price was \$2.065M, and a 20% decrease from the \$3.25M average sale price from last August.

WEST VANCOUVER

August, 2019



Condos and Townhouses

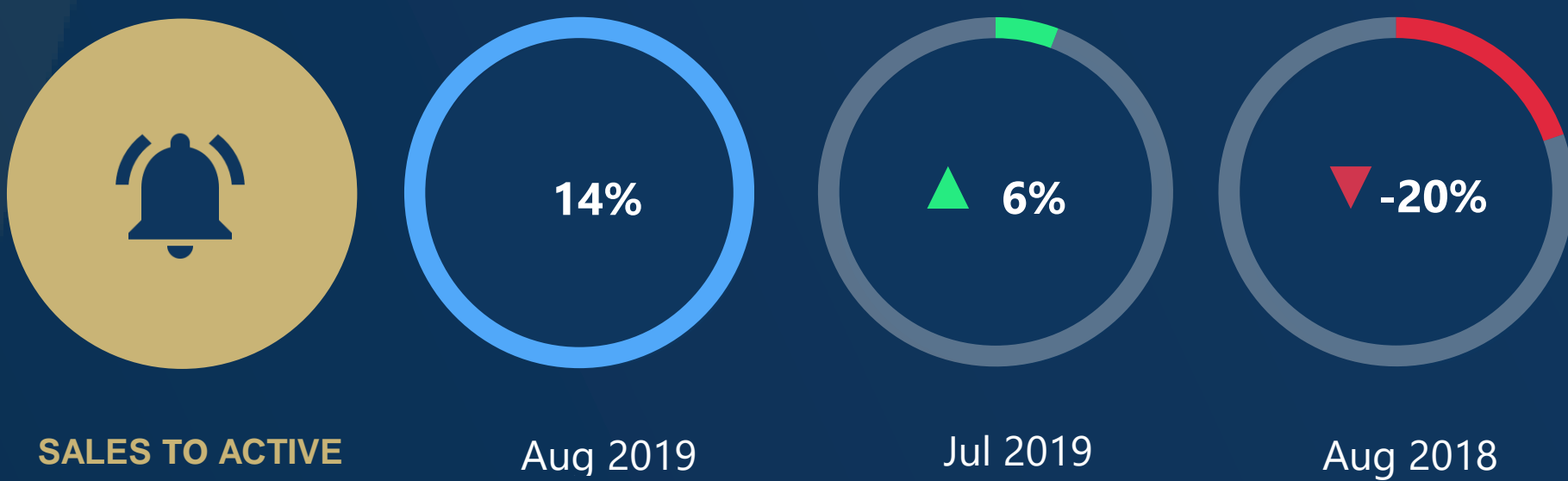
CURRENT

UP

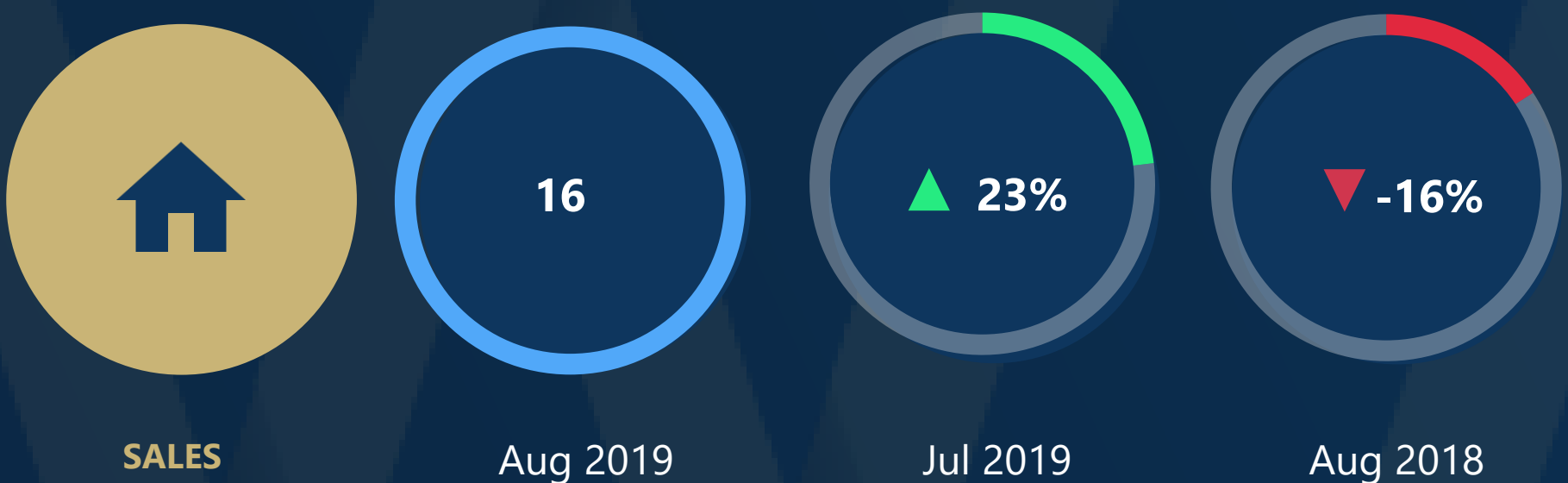
DOWN



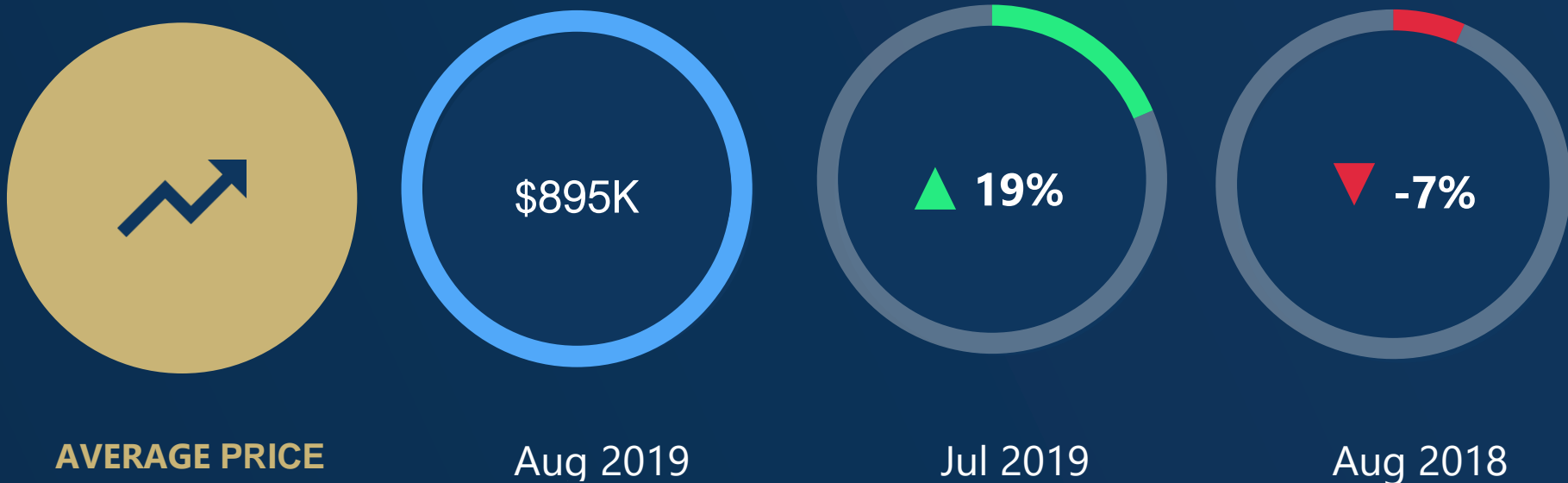
In West Vancouver, the number of new listings for condos and townhouses in August 2019 was 117, a 29% decrease compared to July 2019, when 164 homes were listed, and a 105% increase from the 57 properties listed last August.



In West Vancouver, the sales-to-active listings ratio for condos and townhouses for August 2019 was 14%, a 6% increase compared to July 2019, when the ratio was 8%, and a 20% decrease from the 33% ratio last August.



The number of condos and townhouses sold in West Vancouver in August 2019 was 16 , a 23% increase compared to July 2019, when 13 homes were sold, and a 16% decrease from the 19 properties sold last August.



In West Vancouver, the average sale price for condos and townhouses in August 2019 was \$895K, a 19% increase compared to July 2019, when the average sale price was \$755K, and a 7% decrease from the \$958K average sale price from last August.

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By Amir Joharifard

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