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VIVID

REAL ESTATE

By Amir Joharifard

Market Update

September 2019

Areas

GREATER VANCOUVER
DOWNTOWN VANCOUVER

VANCOUVER WESTSIDE
VANCOUVER EASTSIDE

NORTH VANCOUVER
WEST VANCOUVER

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Greater Vancouver

September 2019

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21 CENTURY 21.
In Town Realty

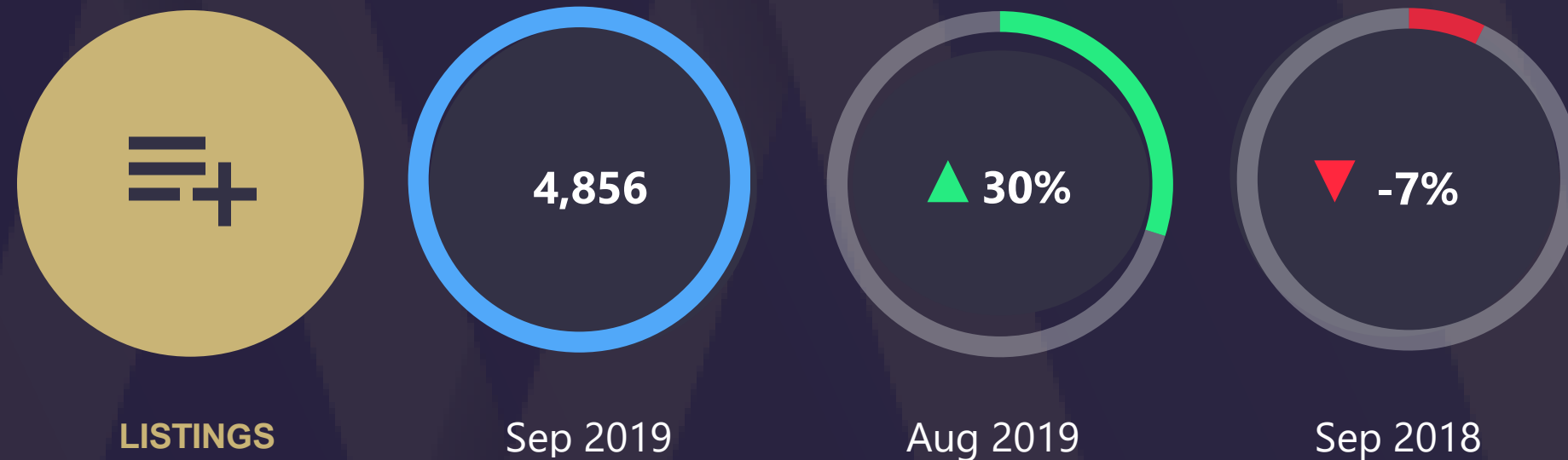
GREATER VANCOUVER

September, 2019

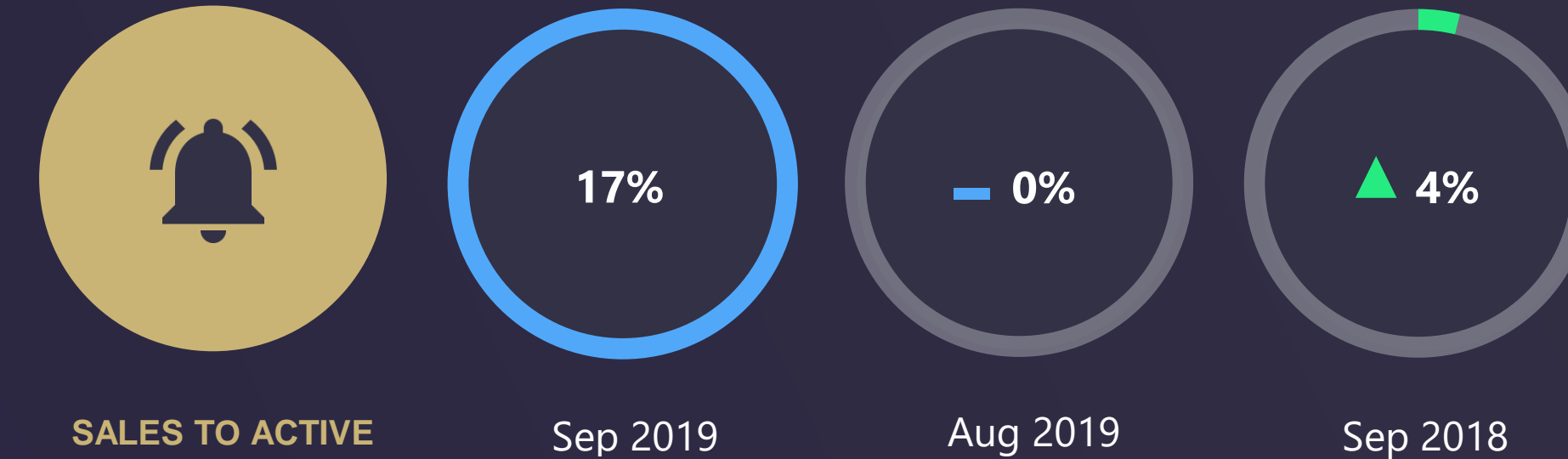


Detached and Attached Homes

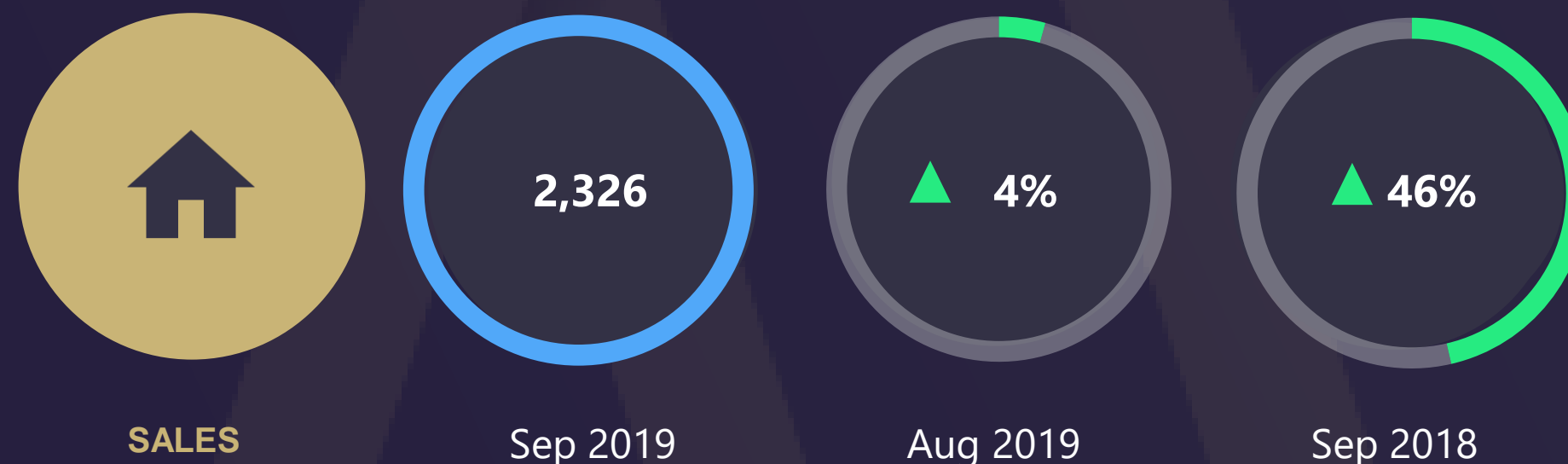
● CURRENT ● UP ● DOWN



In Greater Vancouver, the number of new listings for residential properties in September 2019 was 4,856, a 30% increase compared to August 2019, when 3,740 homes were listed, and a 7% decrease from the 5,235 properties listed last September.



In Greater Vancouver, the sales-to-active listings ratio for residential properties for September 2019 was with no changes compared August 2019 and a 4% increase from last September.



The number of residential properties sold in Greater Vancouver in September 2019 was 2,326, a 4% increase compared to August 2019, when 2,229 homes were sold, and a 46% increase from the 1,589 properties sold last September.

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.

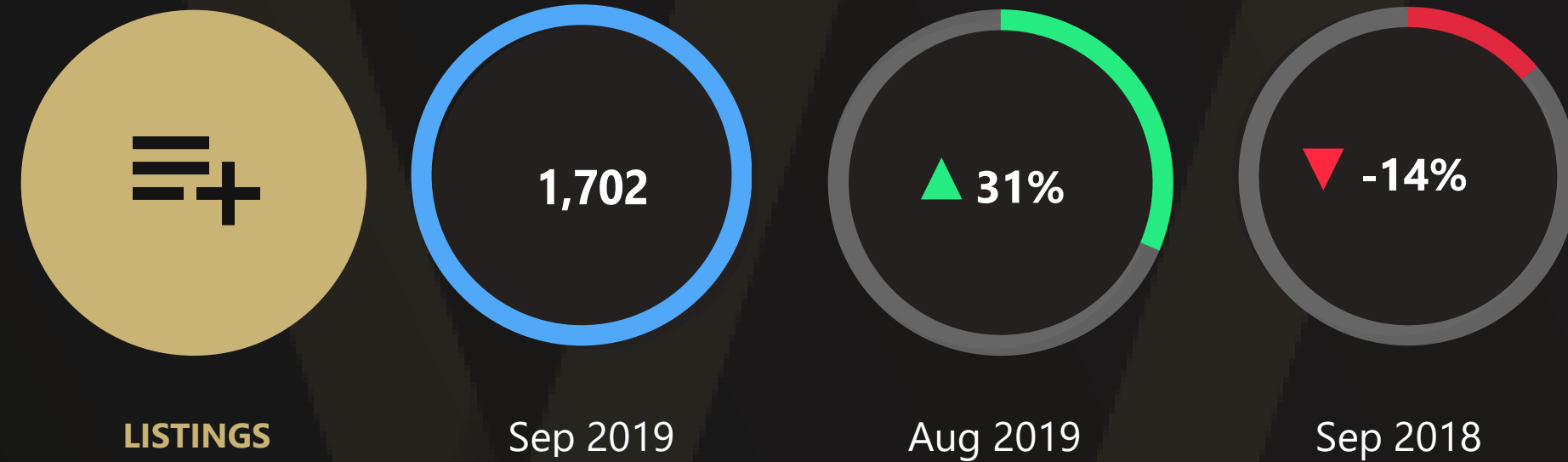
GREATER VANCOUVER

September, 2019



Detached and Houses

● CURRENT ● UP ● DOWN



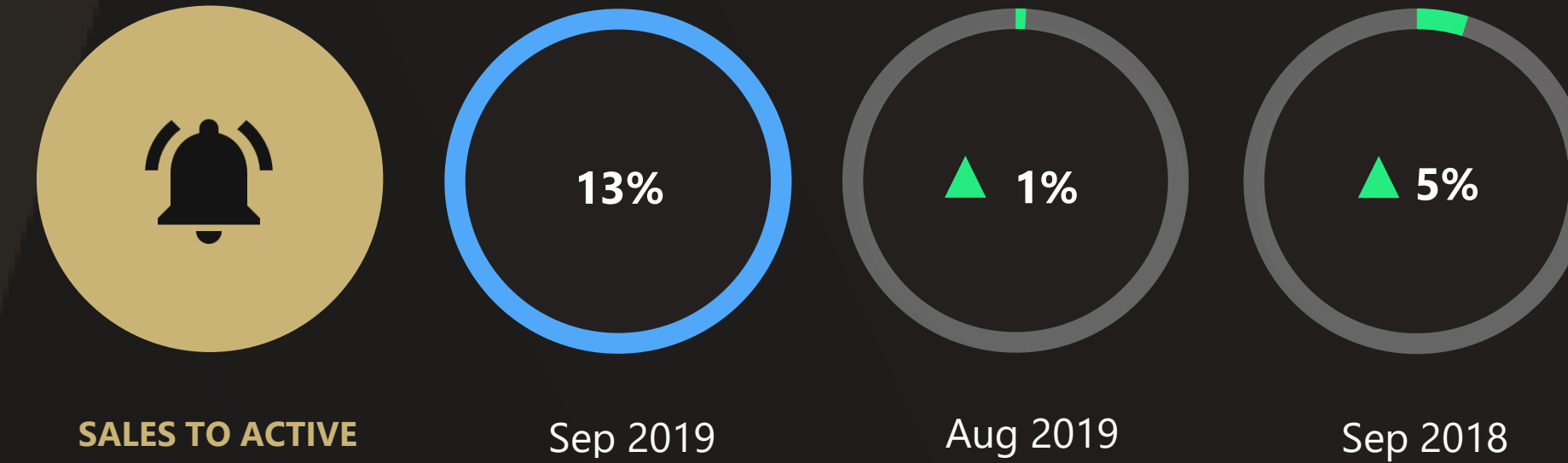
LISTINGS

Sep 2019

Aug 2019

Sep 2018

In Greater Vancouver, the number of new listings for detached properties in September 2019 was 1,702 a 31% increase compared to August 2019, when 1,295 homes were listed, and a 14% decrease from the 1,974 properties listed last September.



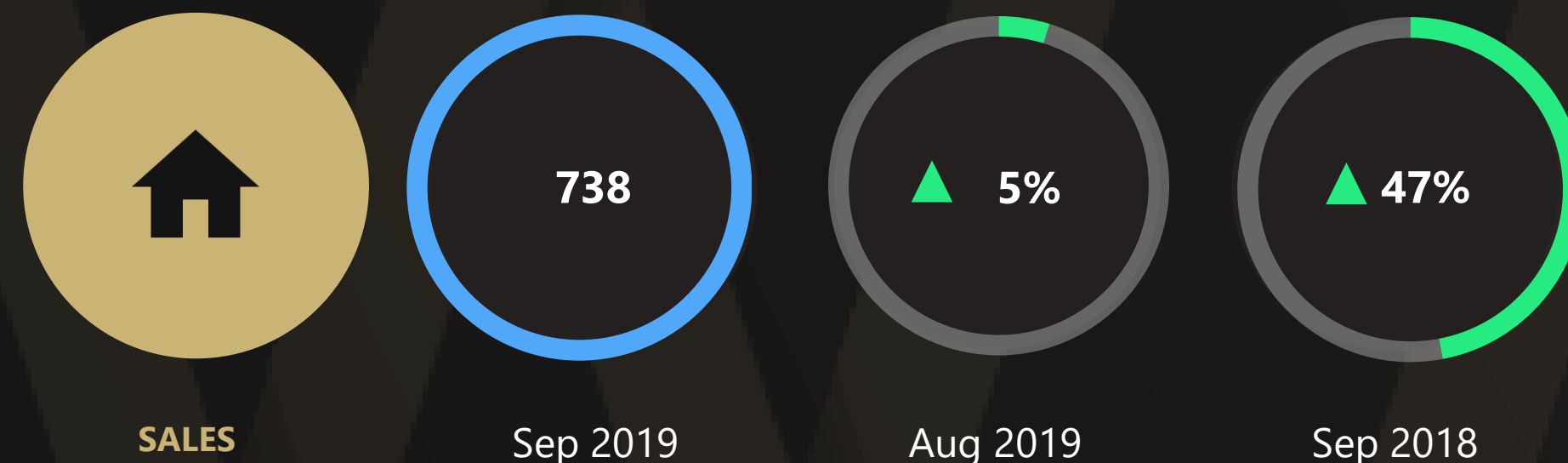
SALES TO ACTIVE

Sep 2019

Aug 2019

Sep 2018

In Greater Vancouver, the sales-to-active listings ratio for detached properties for September 2019 was 13%, a 1% increase compared to August 2019, when the ratio was 12%, and a 5% increase from the 8% ratio last September.



SALES

Sep 2019

Aug 2019

Sep 2018

The number of houses sold in Greater Vancouver in September 2019 was 738, a 5% increase compared to August 2019, when 704 homes were sold, and a 47% increase from the 502 properties sold last September.

Facts

The Average days on Market for Greater Vancouver detached properties in September 2019 was 58 days, a 6% change from 55 days in August. The average price per square foot for Greater Vancouver detached properties in September 2019 was \$581, a 1% increase in comparison to \$ 574 per square foot in August 2019.

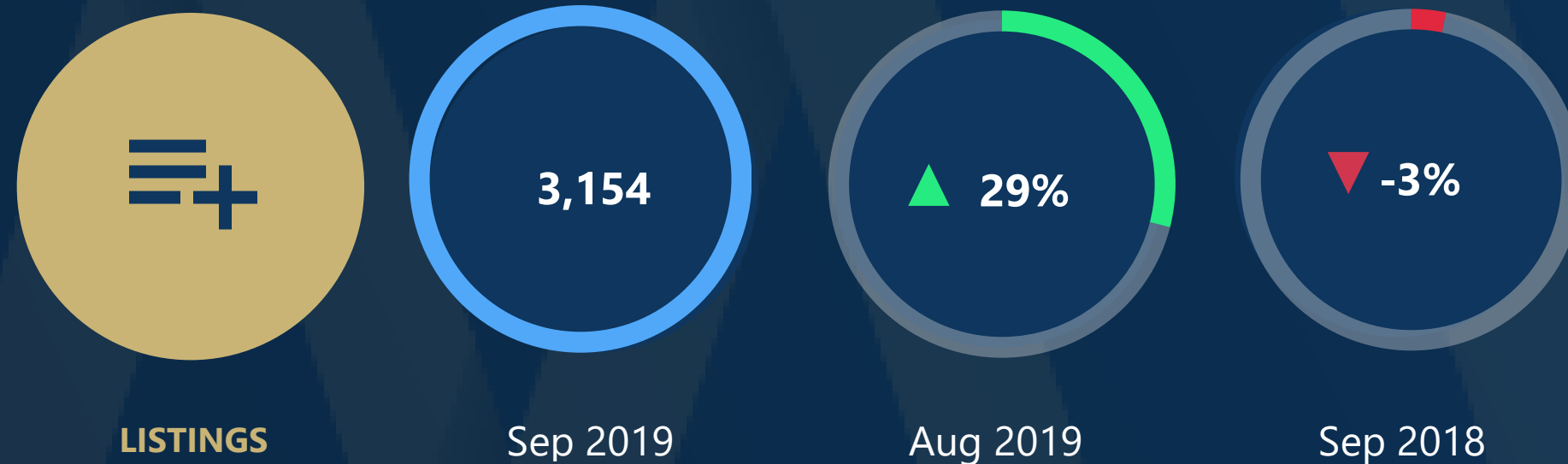
GREATER VANCOUVER

September, 2019

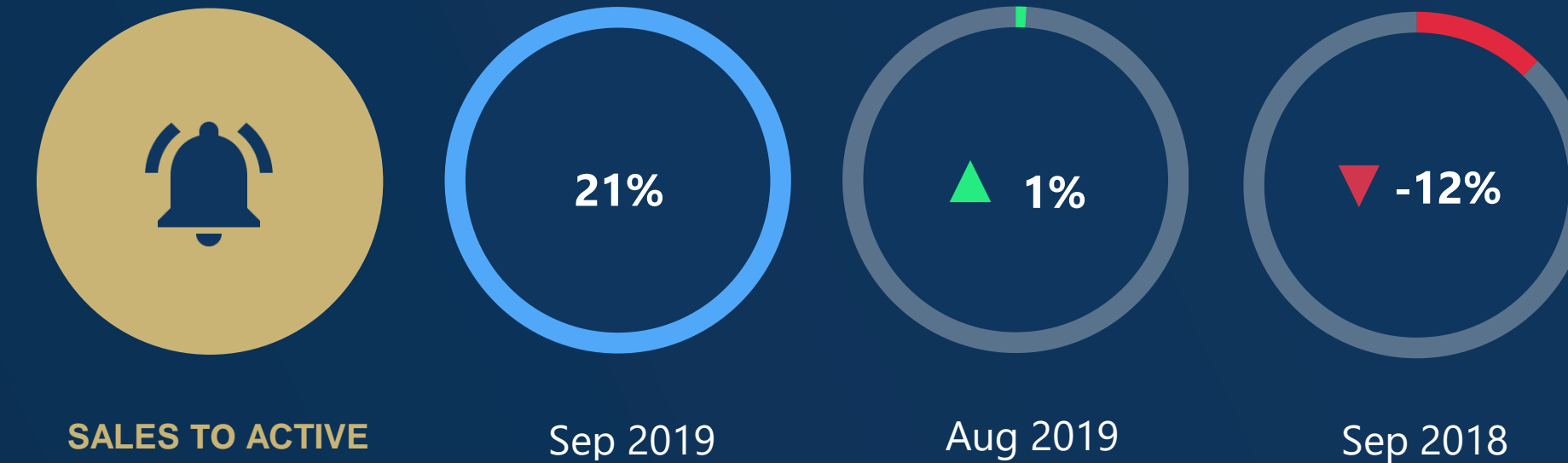


Condos and Townhouses

● CURRENT ● UP ● DOWN



In Greater Vancouver, the number of new listings for condos and townhouses in September 2019 was 3,154, a 29% increase compared to August 2019, when 2,445 homes were listed, and a 3% decrease from the 3,261 properties listed last September.



In Greater Vancouver, the sales-to-active listings ratio condos and townhouse in September 2019 was 21%, a 1% increase compared to August 2019, when the ratio was 20%, and a 12% decrease from the 33% ratio last September.



The number of condos and townhouses sold in Greater Vancouver condos in September 2019 was 1,588, a 4% increase compared to August 2019, when 1,525 homes were sold, and a 46% increase from the 1,087 properties sold last September.

Facts

The average days on the market for Greater Vancouver condos in September 2019 was 43 days, while for townhouses it was 45 days. The average price per square foot for Greater Vancouver condos was \$775 in September 2019, whereas for townhouses it was \$546 per square foot.

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Downtown Vancouver

September 2019

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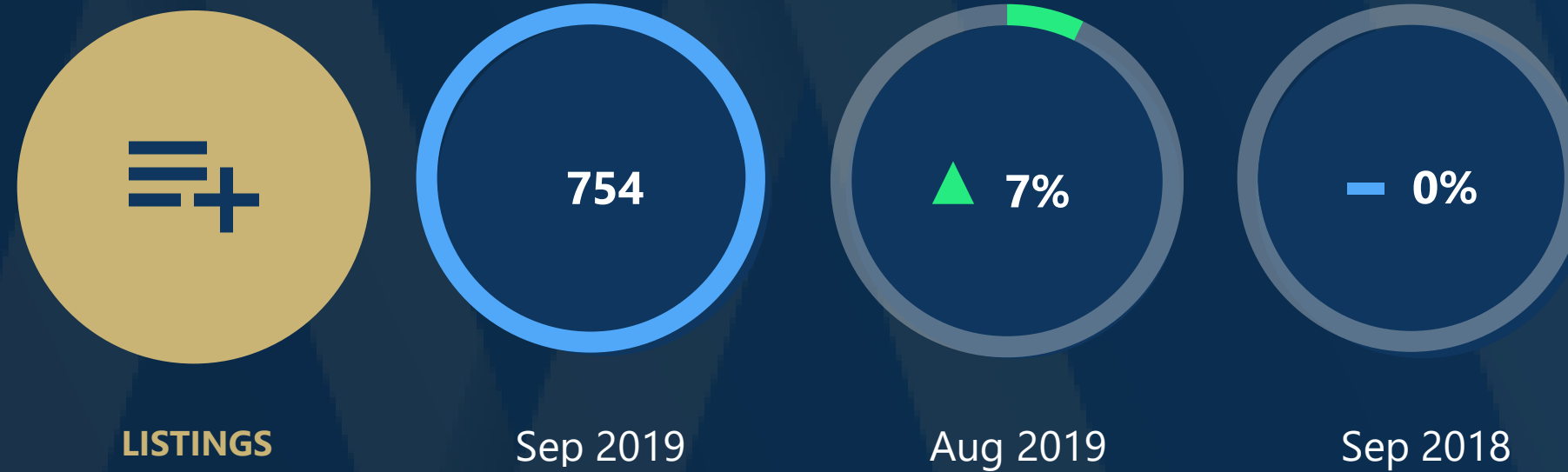
DOWNTOWN VANCOUVER

September, 2019

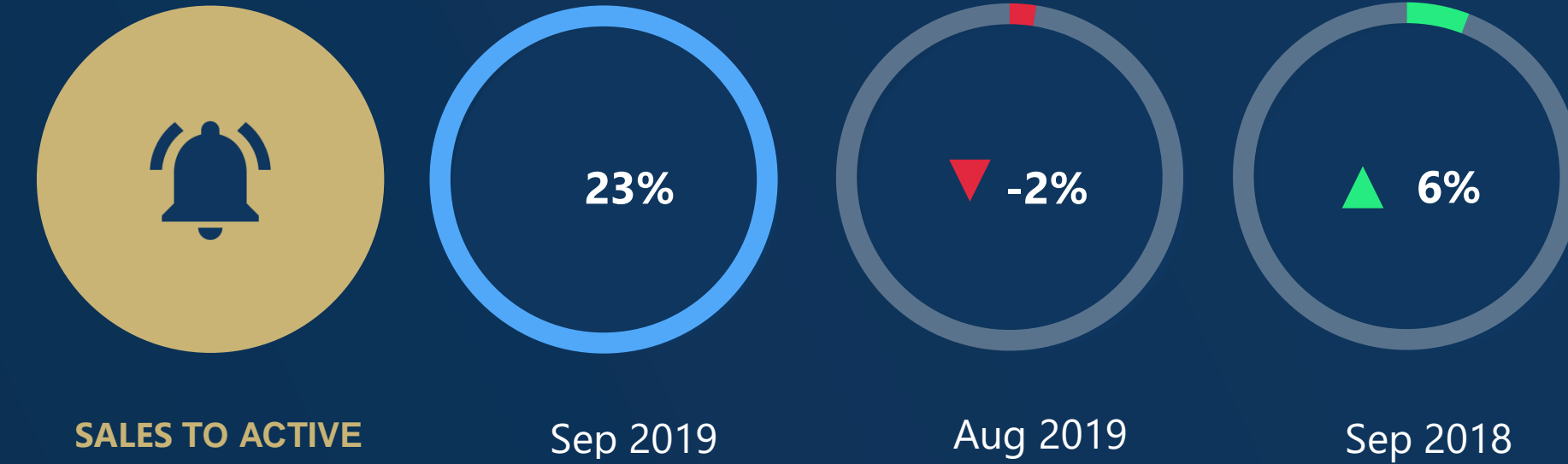


Condos and Townhouses

● CURRENT ● UP ● DOWN



In Downtown Vancouver, the number of new listings for condo and townhouses in September 2019 was 754, a 7% increase compared to August 2019, when 704 homes were listed, and no changes from last September.



In Downtown Vancouver, the sales-to-active listings ratio for condos and townhouses for September 2019 was 23%, a 2% decrease compared to August 2019, when the ratio was 25%, and a 6% increase from the 17% ratio last September.



The number of condos and townhouses sold in Downtown Vancouver in September 2019 was 170, a -3% decrease compared to August 2019, when 176 homes were sold, and a 35% increase from the 126 properties sold last September.



In Downtown Vancouver, the average sale price for condos and townhouses in September 2019 was \$845K, a 16% increase compared to August 2019, when the average sale price was \$730K, and no significant changes from last September.

Market Type

DOWNTOWN VANCOUVER

September, 2019



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

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VANCOUVER WESTSIDE

September, 2019

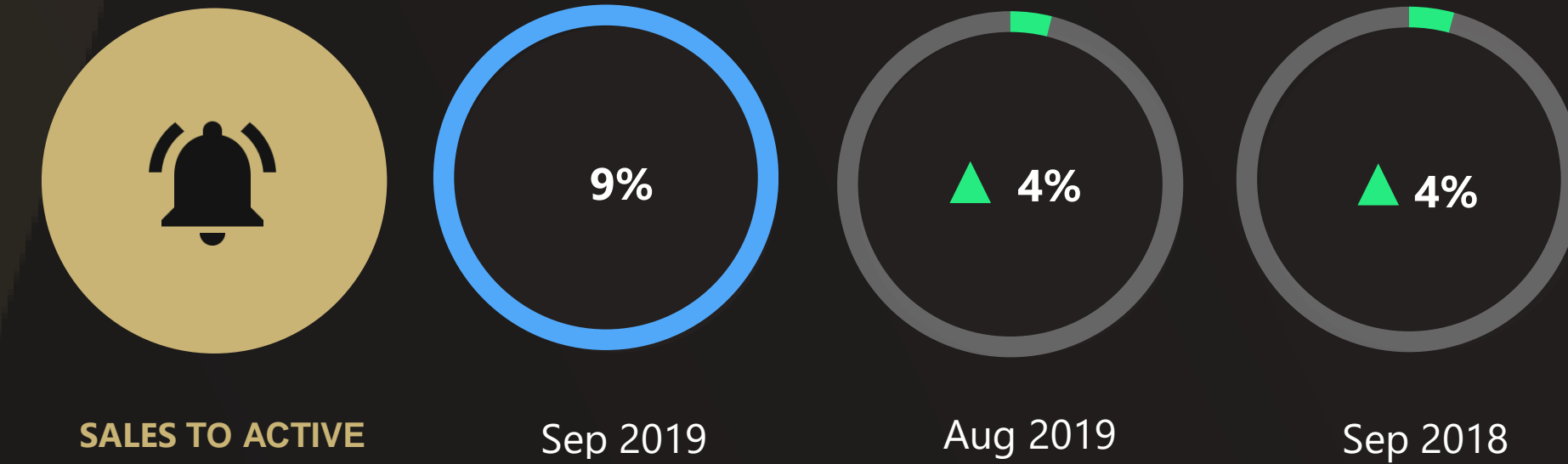


Detached and Houses

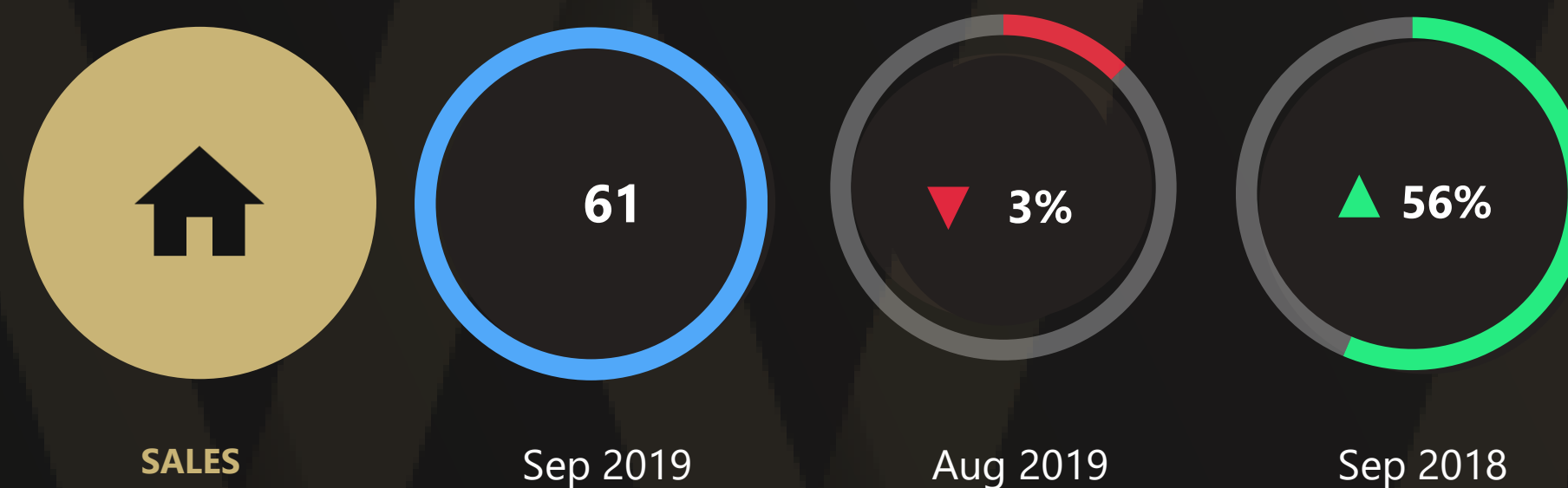
● CURRENT ● UP ● DOWN



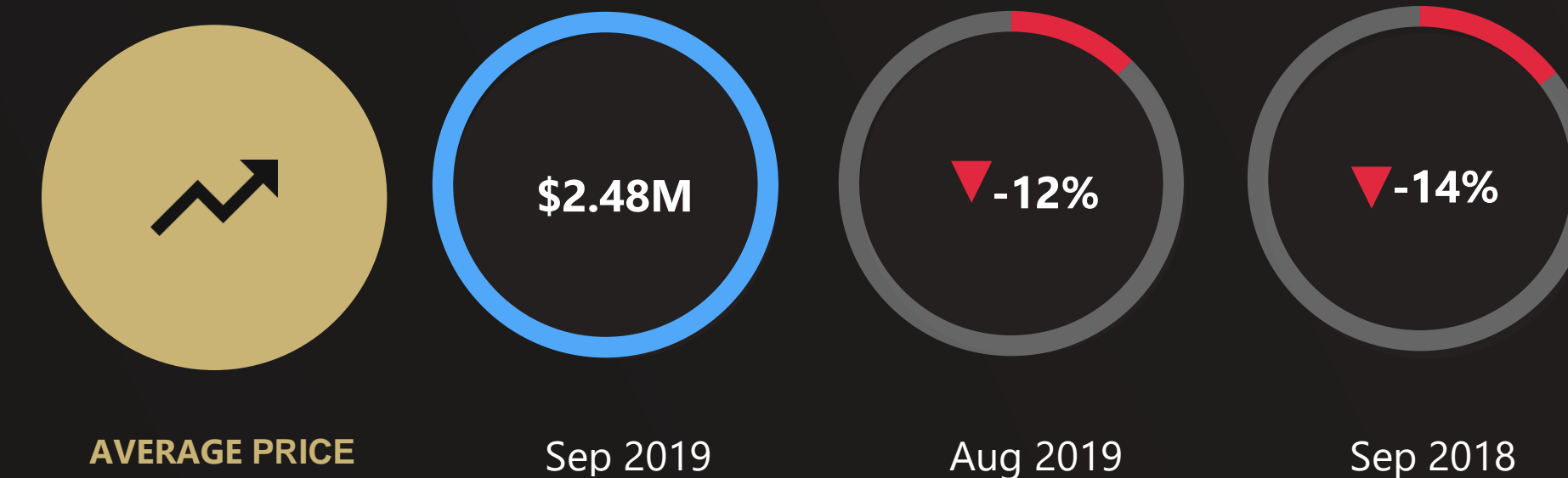
In Vancouver West, the number of new listings for detached properties in September 2019 was 649, a 4% increase compared to August 2019, when 622 homes were listed, and a 14% decrease from the 754 properties listed last September.



In Vancouver West, the sales-to-active listings ratio for houses for September 2019 was 9%, a 4% increase compared to August 2019, when the ratio was 6%, and a 4% increase from the 5% ratio last September.



The number of houses sold in Vancouver West in September 2019 was 61, a 3% increase compared to August 2019, when 59 homes were sold, and a 56% increase from the 39 properties sold last September.



In Vancouver West, the average sale price for houses in September 2019 was \$2.48M, a 12% decrease compared to August 2019, when the average sale price was \$2.83M, and a 14% decrease from the \$2.9M average sale price from last September.

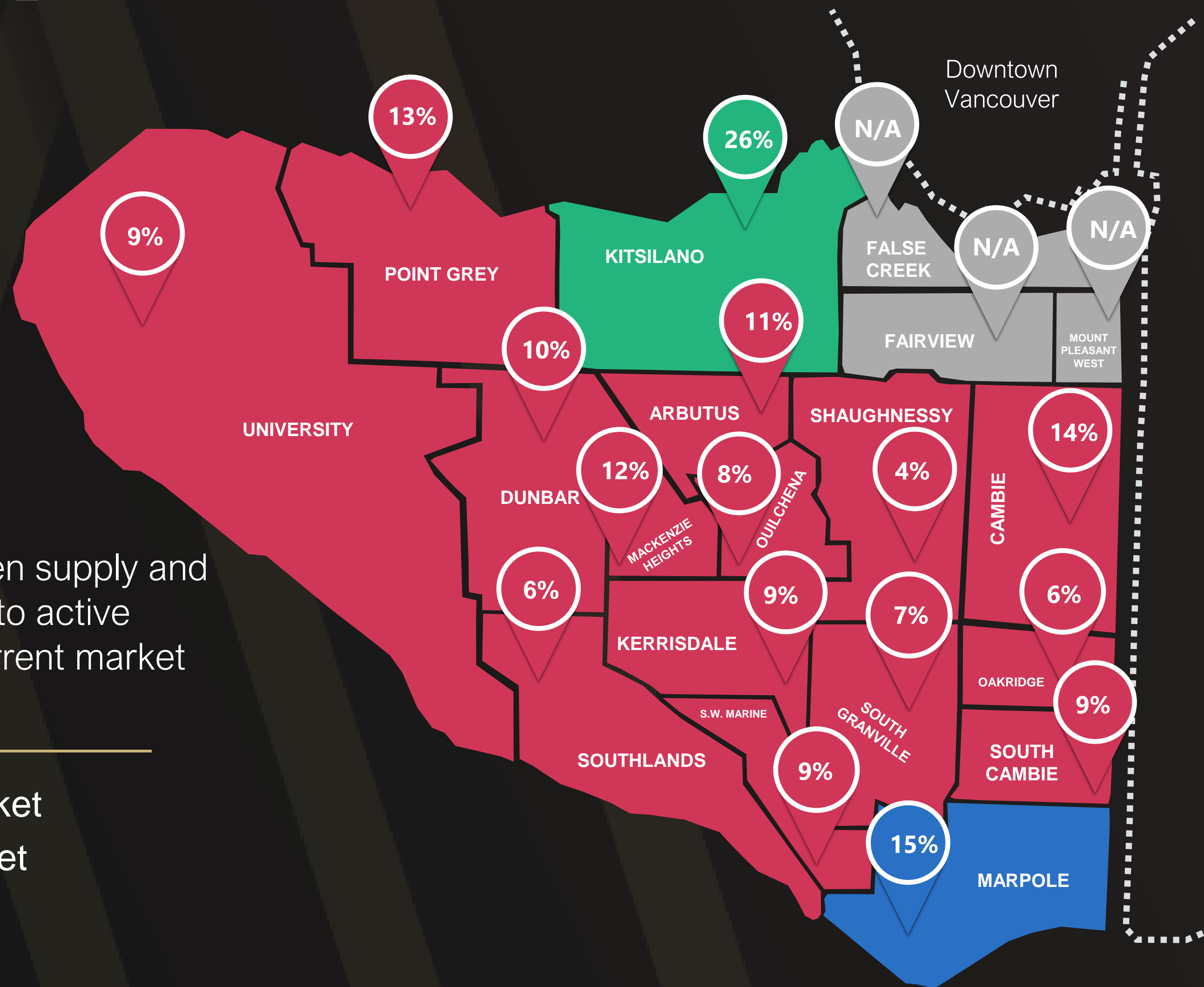
Market Type

VANCOUVER WESTSIDE

September, 2019



- 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.

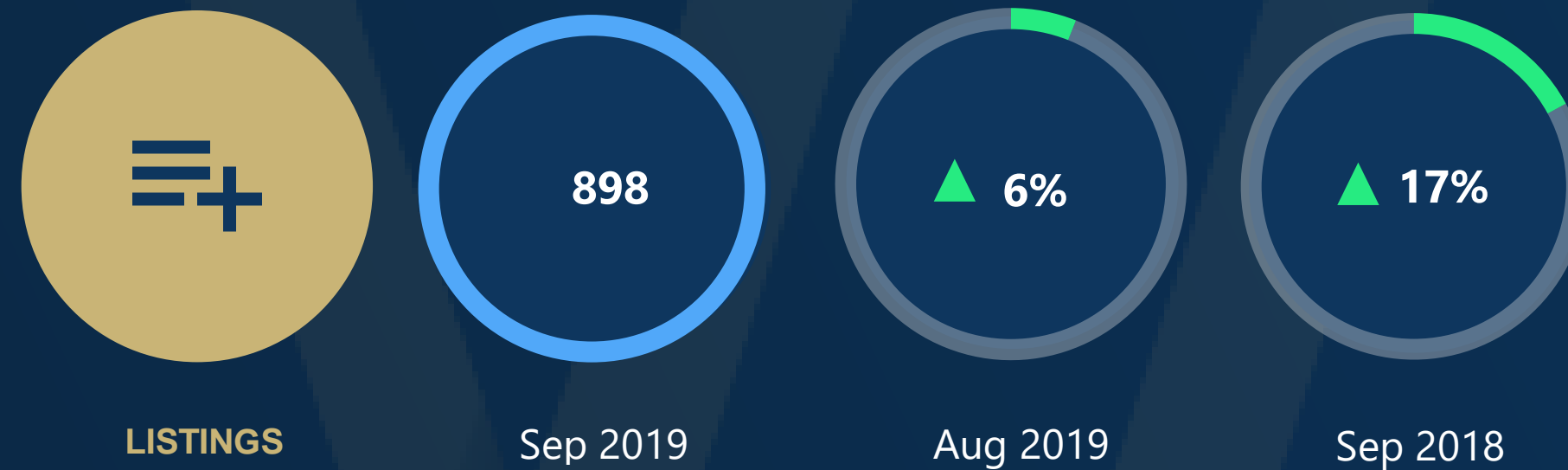
VANCOUVER WESTSIDE

September, 2019

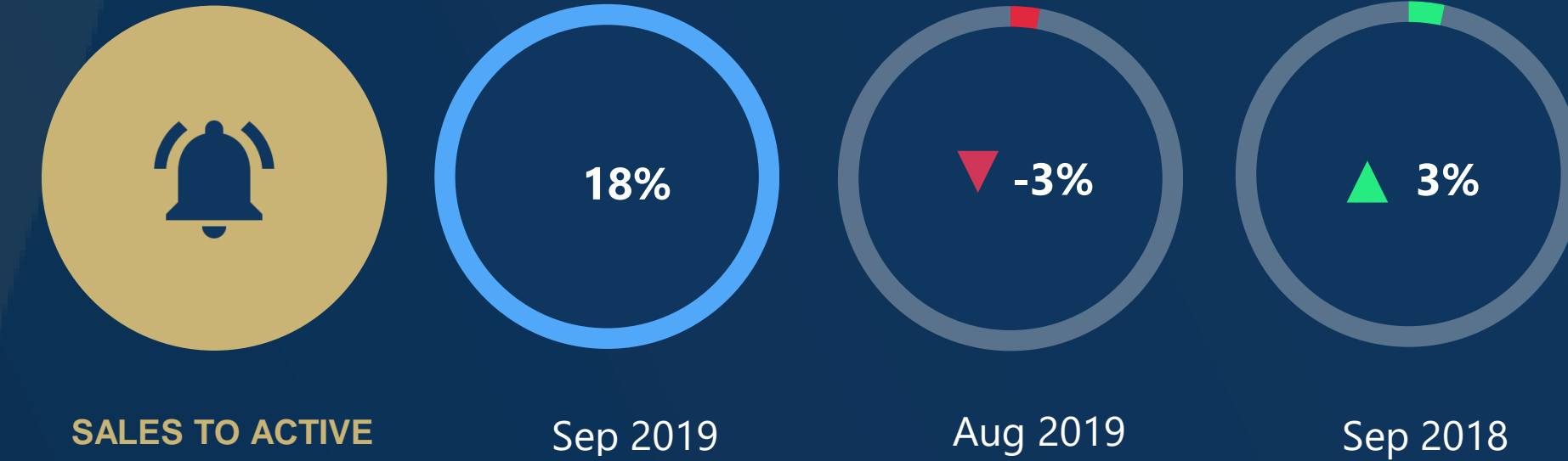


Condos and Townhouses

● CURRENT ● UP ● DOWN



In Vancouver West, the number of new listings for condos and townhouses in September 2019 was 898, a 6% increase compared to August 2019, when 847 homes were listed, and a 17% increase from the 767 properties listed last September.



In Vancouver West, the sales-to-active listings ratio for condo and townhouses for September 2019 was 18%, a 3% decrease compared to August 2019, when the ratio was 21%, and a 3% increase from the 14% ratio last September.



The number of condos and townhouses sold in Vancouver West in September 2019 was 160, a 8% decrease compared to August 2019, when 174 homes were sold, and a 44% increase from the 111 properties sold last September.



In Vancouver West, the average sale price for condos and townhouses in September 2019 was \$802K, a 6% decrease compared to August 2019, when the average sale price was \$850K, and a 7% decrease from the \$860K average sale price from last September.

Market Type

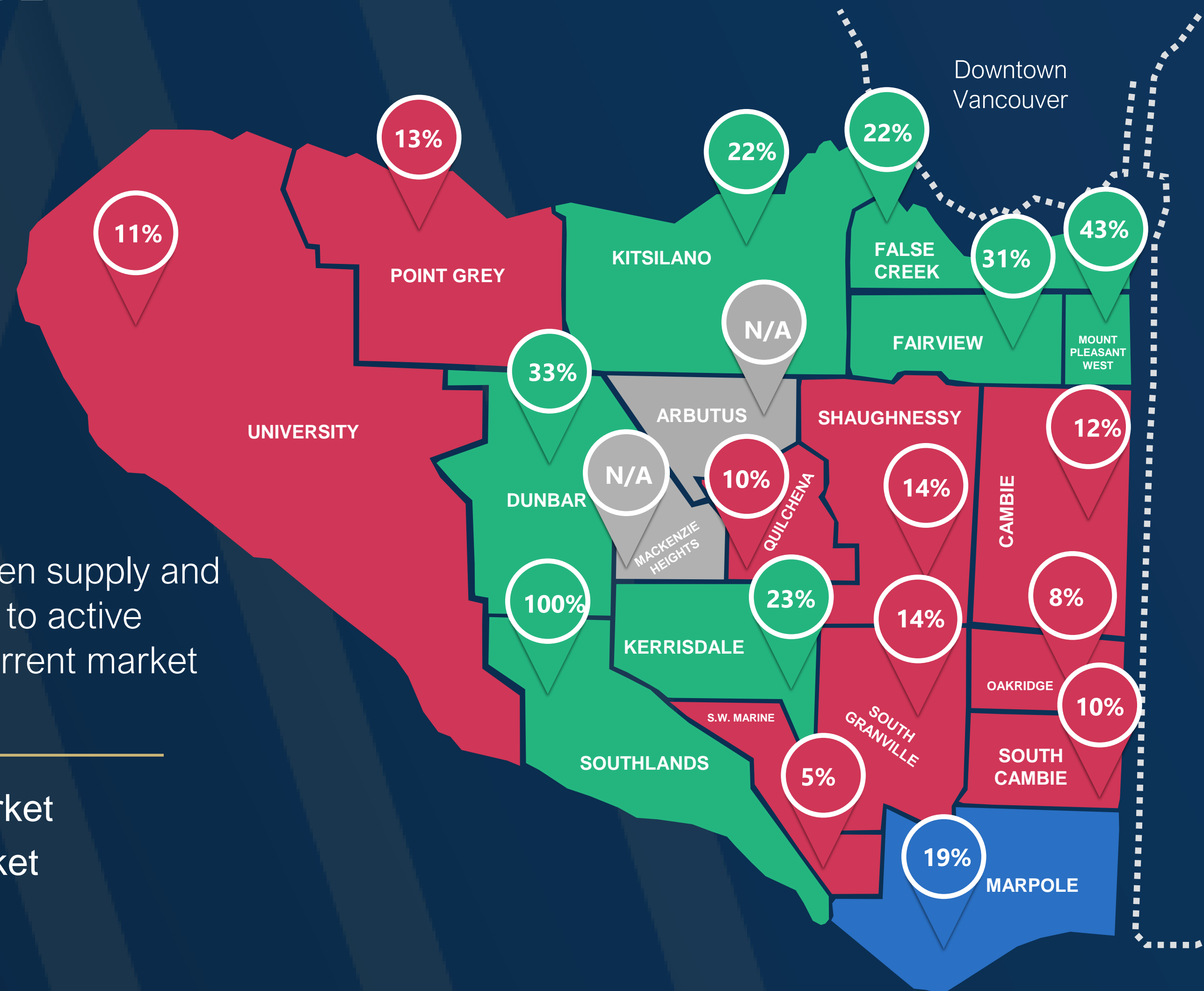
VANCOUVER WESTSIDE

September, 2019



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

September 2019

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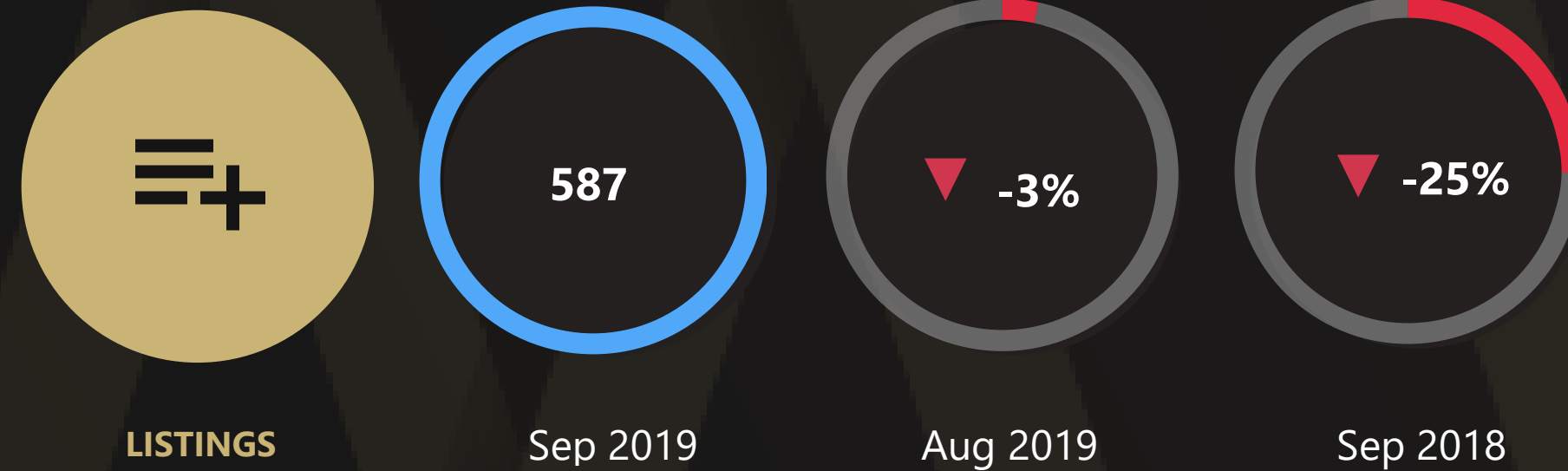
VANCOUVER EASTSIDE

September, 2019



Detached and Houses

● CURRENT ● UP ● DOWN



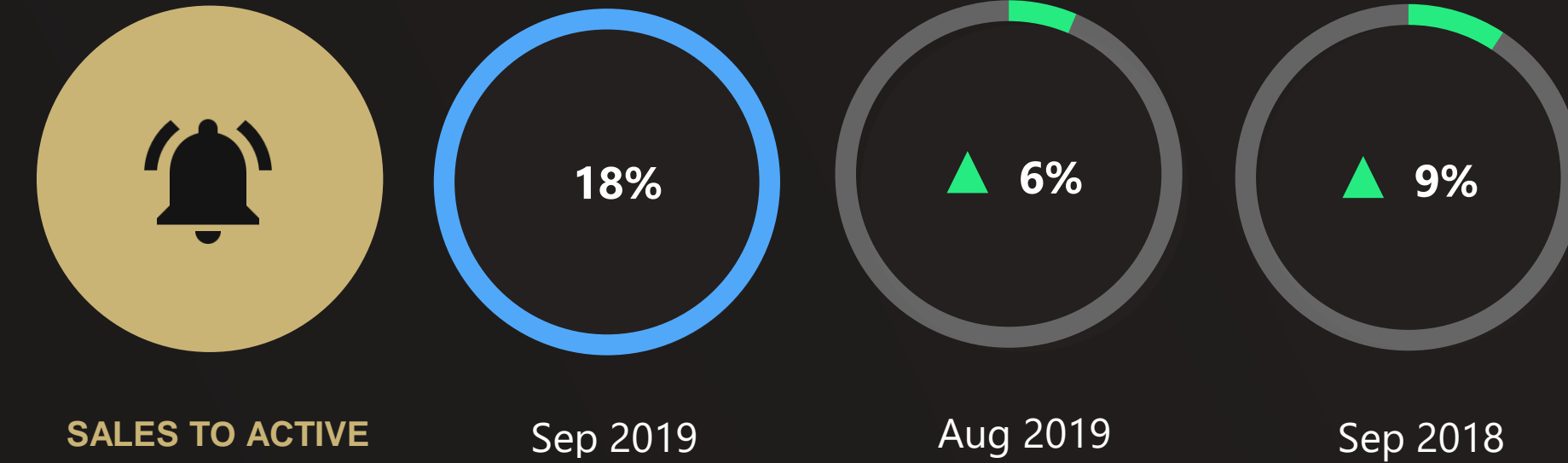
LISTINGS

Sep 2019

Aug 2019

Sep 2018

In Vancouver East, the number of new listings for detached properties in September 2019 was 587, a 3% decrease compared to August 2019, when 607 homes were listed, and a 25% decrease from the 785 properties listed last September.



SALES TO ACTIVE

Sep 2019

Aug 2019

Sep 2018

In Vancouver East, the sales to active ratio for houses for September 2019 was 18%, a 6% increase compared to August 2019, when the ratio was 12%, and a 9% increase from the 9% ratio last September.



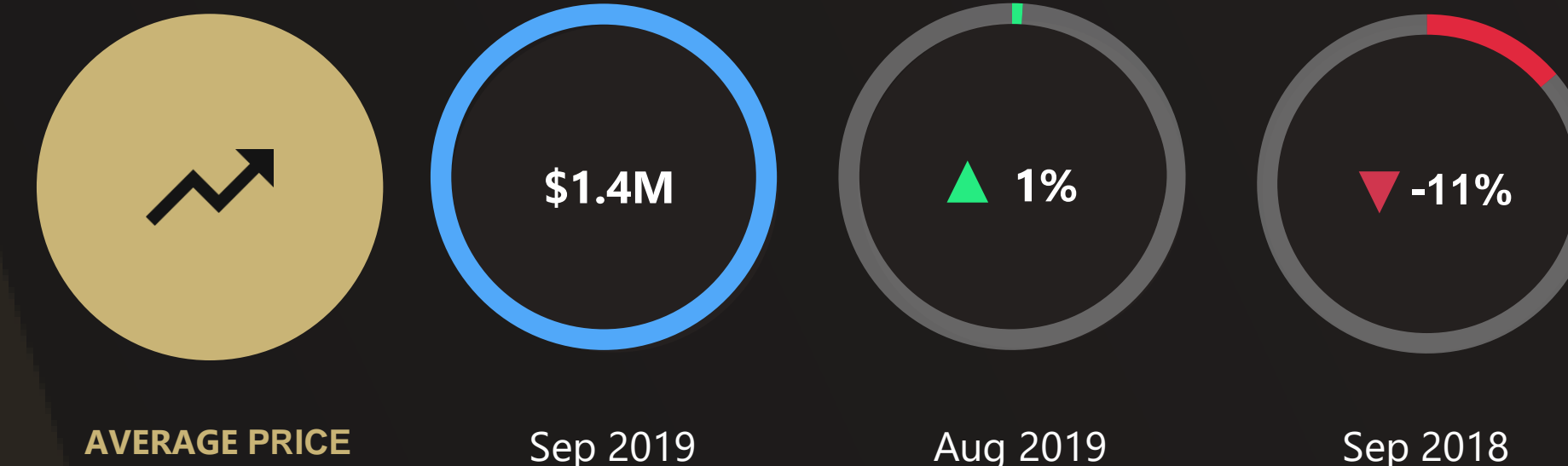
SALES

Sep 2019

Aug 2019

Sep 2018

The number of houses sold in Vancouver East in September 2019 was 108, a 48% increase compared to August 2019, when 73 homes were sold, and a 50% increase from the 72 properties sold last September.



AVERAGE PRICE

Sep 2019

Aug 2019

Sep 2018

In Vancouver East, the average sale price for houses in September 2019 was \$1.4M, a 1% increase compared to August 2019, when the average sale price was \$1.39M, and a 10% decrease from the \$1.55M average sale price from last September.

Market Type

VANCOUVER WESTSIDE

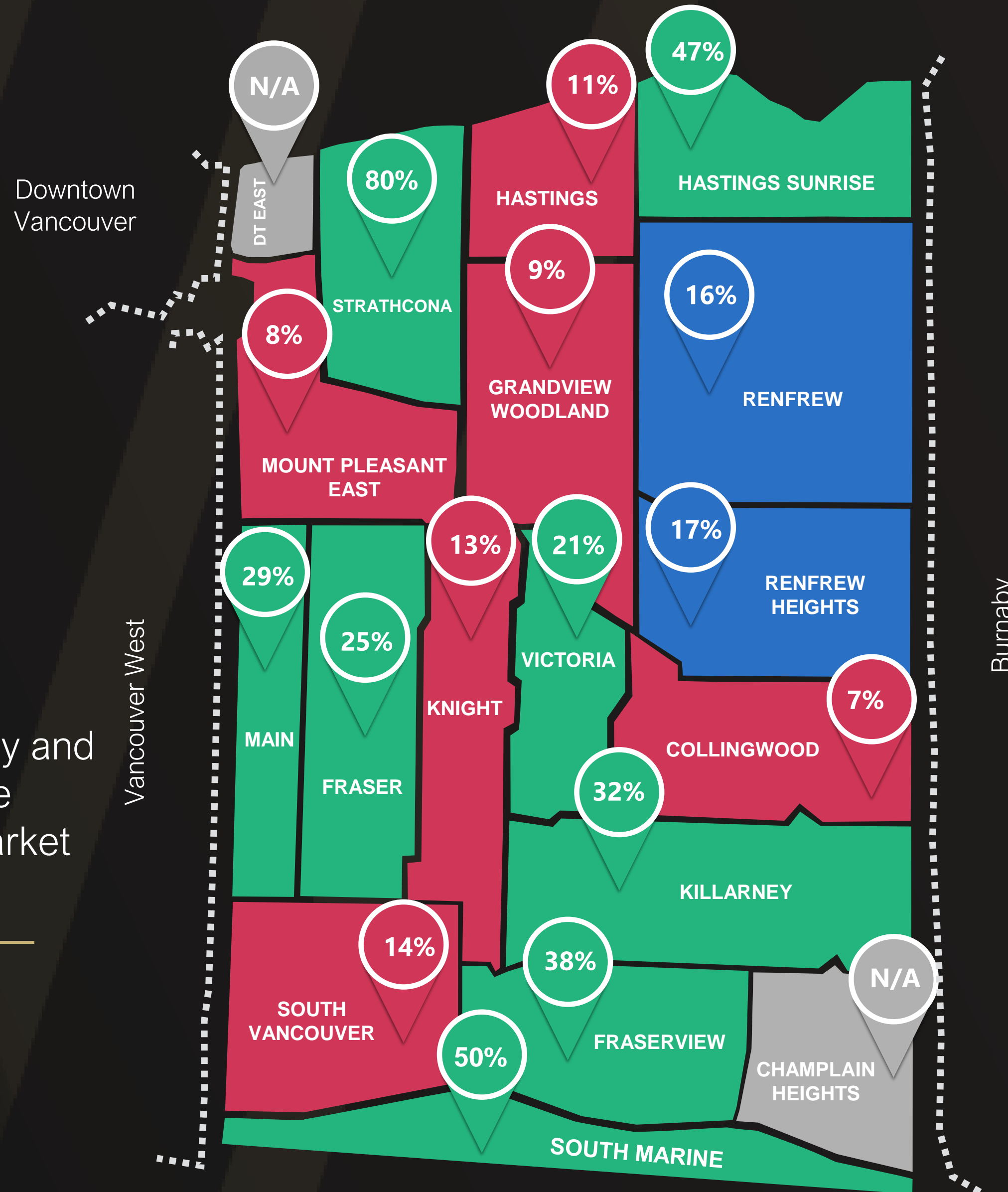
September, 2019

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

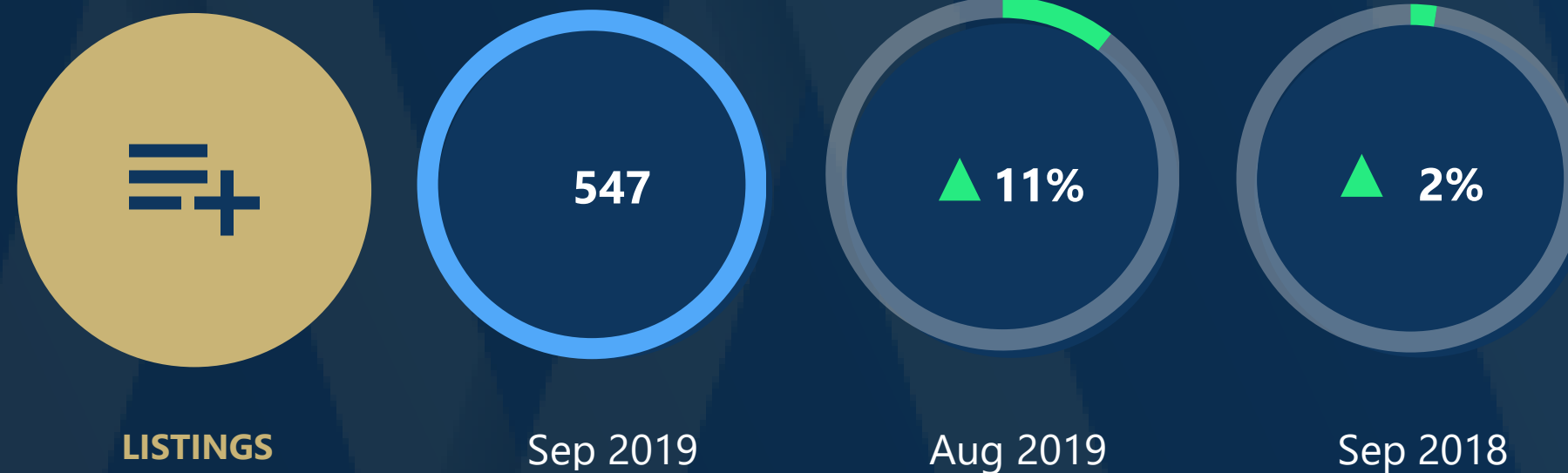
VANCOUVER EASTSIDE

September, 2019

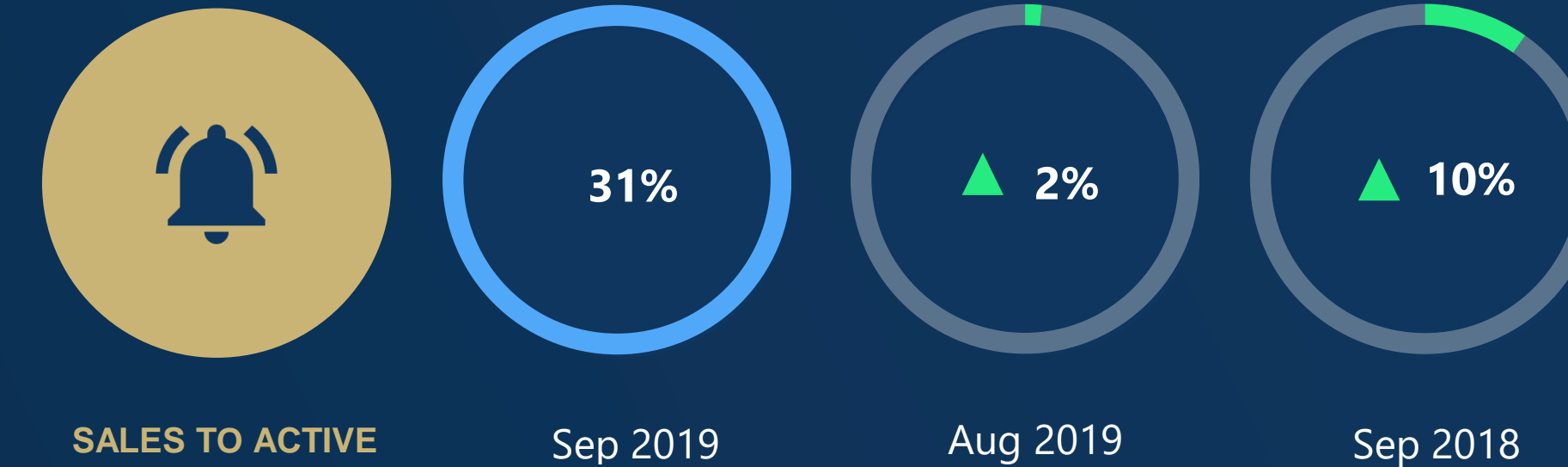


Condos and Townhouses

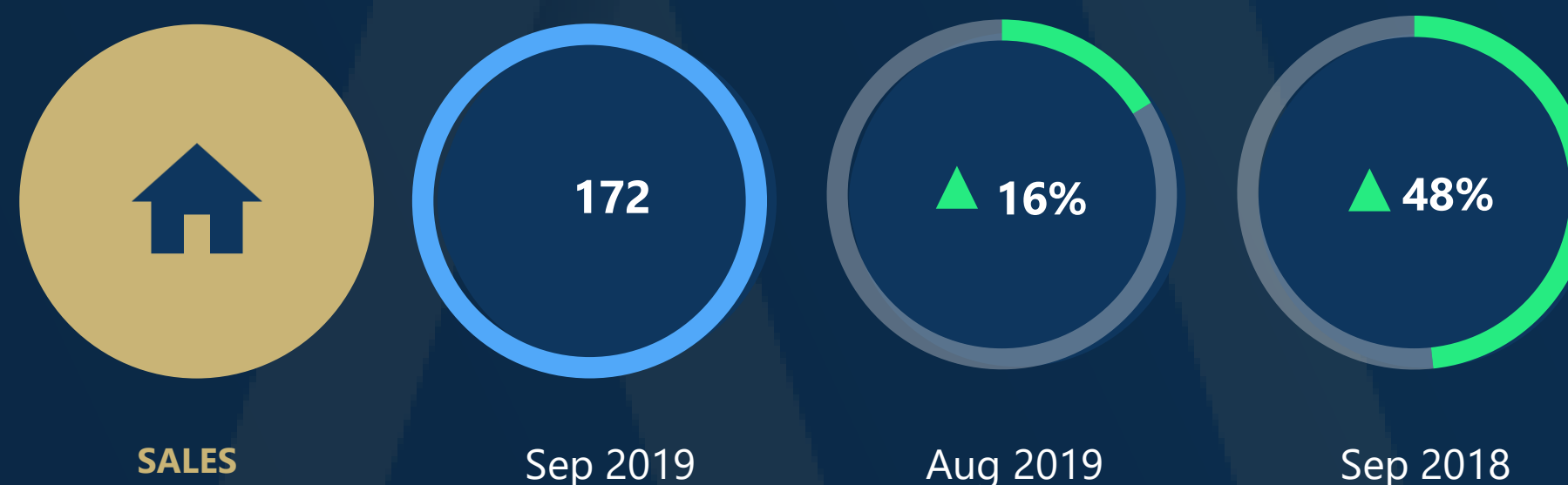
● CURRENT ● UP ● DOWN



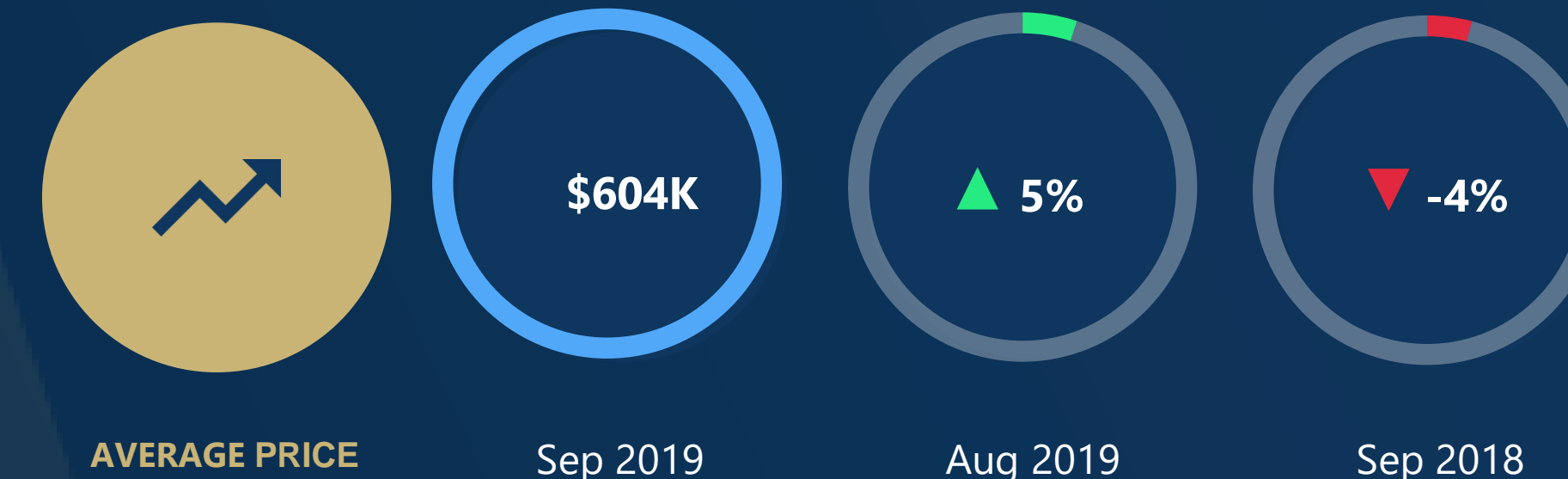
In Vancouver East, the number of new listings for condos and townhouses in September 2019 was 547, a 11% increase compared to August 2019, when 495 homes were listed, and a 2% increase from the 534 properties listed last September.



In Vancouver East, the sales-to-active listings ratio for condo and townhouses for September 2019 was 31%, a 2% increase compared to August 2019, when the ratio was 30%, and a 10% increase from the 22% ratio last September.



The number of condos and townhouses sold in Vancouver East in September 2019 was 172, a 16% increase compared to August 2019, when 148 homes were sold, and a 48% increase from the 116 properties sold last September.



In Vancouver East, the average sale price for condos and townhouses in September 2019 was \$604K, a 5% increase compared to August 2019, when the average sale price was \$575K, and a 4% decrease from the \$630K average sale price from last September.

Market Type

VANCOUVER EASTSIDE

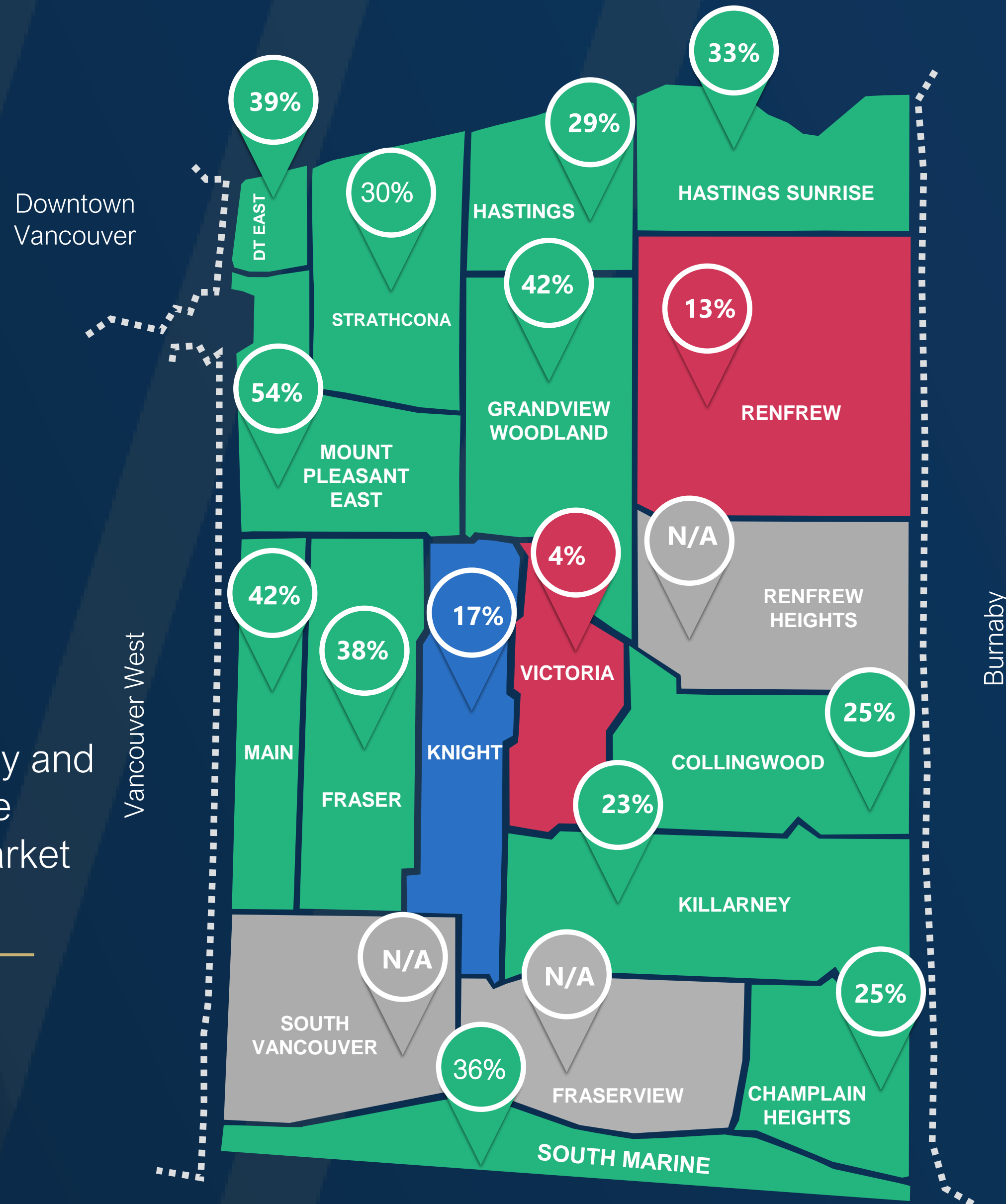
September, 2019

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

September 2019

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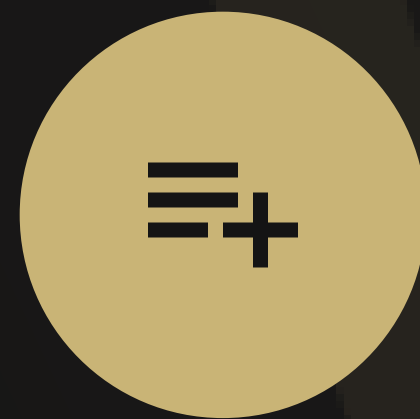
NORTH VANCOUVER

September, 2019



Detached and Houses

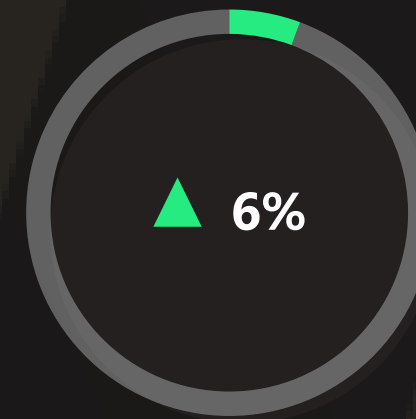
● CURRENT ● UP ● DOWN



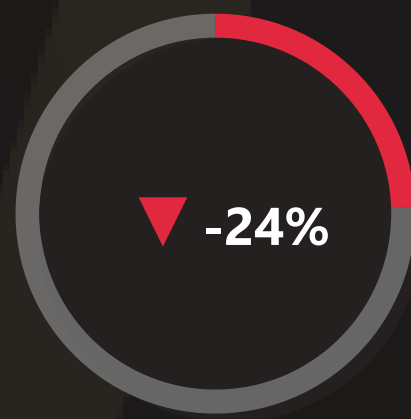
LISTINGS



Sep 2019



Aug 2019

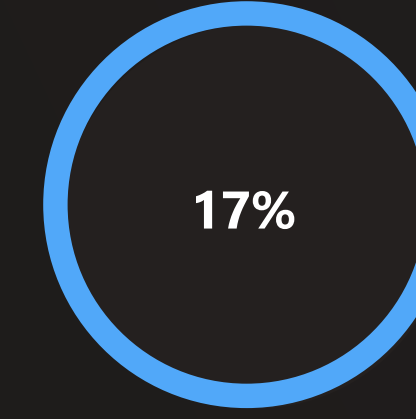


Sep 2018

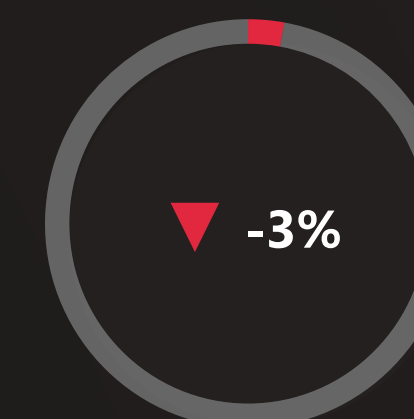
In North Vancouver, the number of new listings for detached properties in September 2019 was 336, a 6% increase compared to August 2019, when 318 homes were listed, and a 24% decrease from the 445 properties listed last September.



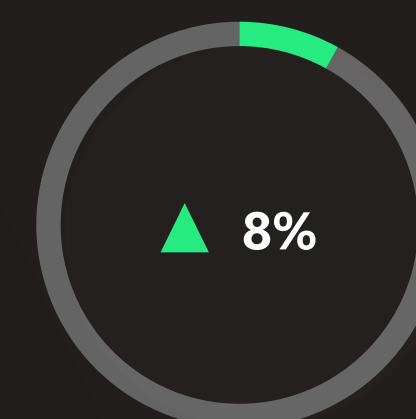
SALES TO ACTIVE



Sep 2019



Aug 2019



Sep 2018

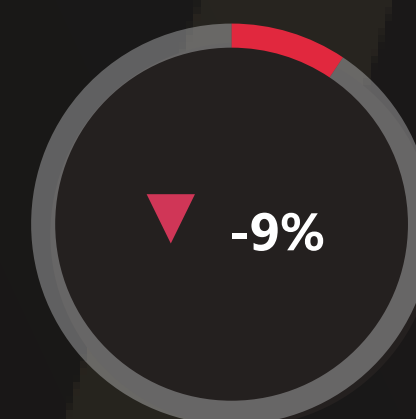
In North Vancouver, the sales to active ratio for houses for September 2019 was 17%, a 3% decrease compared to August 2019, when the ratio was 20%, and a 8% increase from the 9% ratio last September.



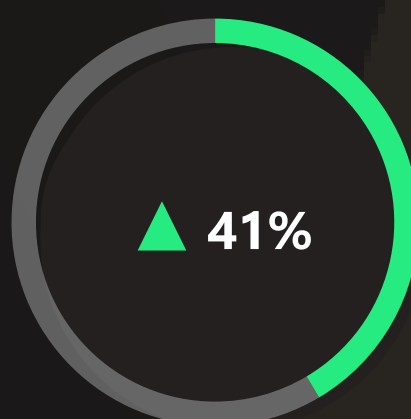
SALES



Sep 2019



Aug 2019

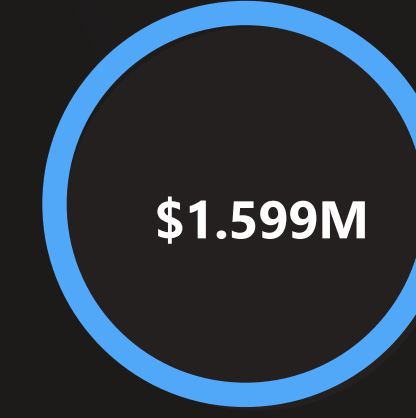


Sep 2018

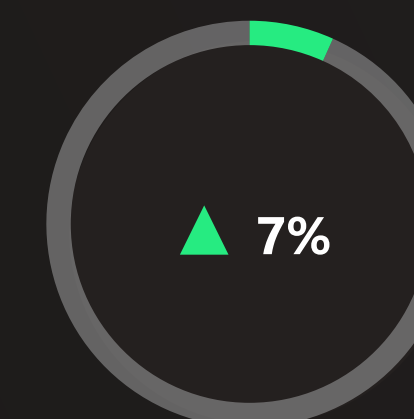
The number of houses sold in North Vancouver in September 2019 was 58, a 9% decrease compared to August 2019, when 64 homes were sold, and a 41% increase from the 41 properties sold last September.



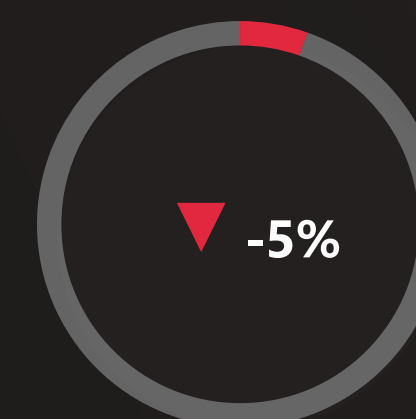
AVERAGE PRICE



Sep 2019



Aug 2019



Sep 2018

In North Vancouver, the average sale price for houses in September 2019 was \$1.599M, a 7% increase compared to August 2019, when the average sale price was \$1.498M, and a 5% decrease from the \$1.69M average sale price from last September.

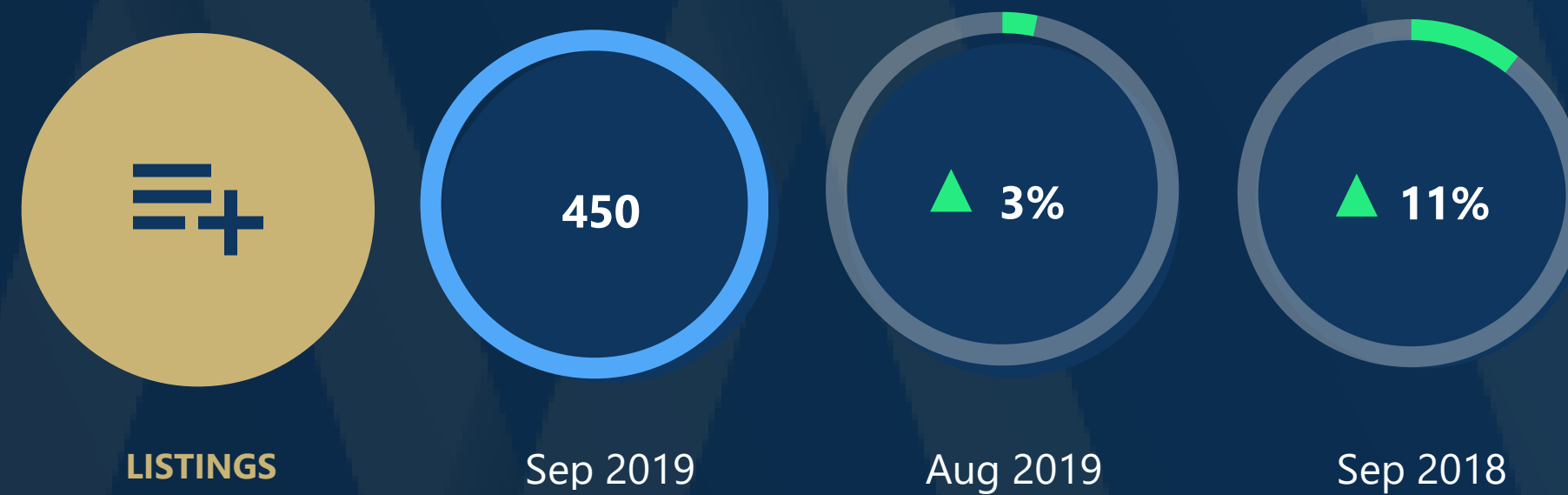
NORTH VANCOUVER

September, 2019

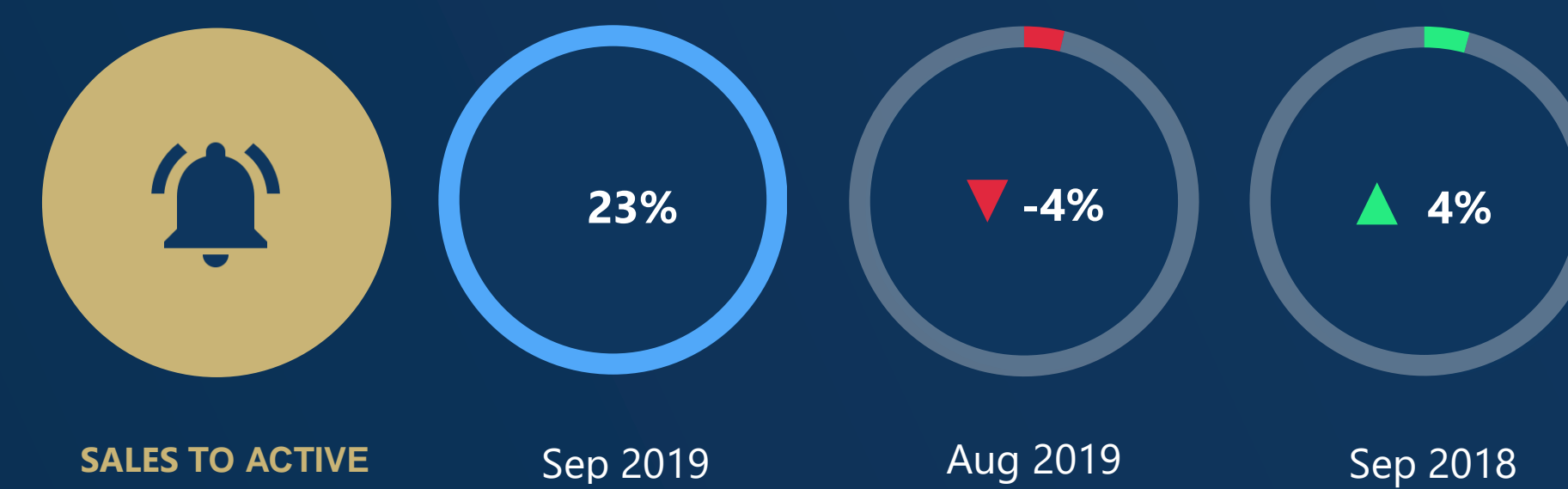


Condos and Townhouses

● CURRENT ● UP ● DOWN



In North Vancouver, the number of new listings for condos and townhouses in September 2019 was 450, a 3% increase compared to August 2019, when 436 homes were listed, and a 11% increase from the 407 properties listed last September.



In North Vancouver, the sales-to-active listings ratio for condo and townhouses for September 2019 was 23%, a 4% decrease compared to August 2019, when the ratio was 27%, and a 4% increase from the 19% ratio last September.



The number of condos and townhouses sold in North Vancouver in September 2019 was 104, a 11% decrease compared to August 2019, when 117 homes were sold, and a 35% increase from the 77 properties sold last September.



In North Vancouver, the average sale price for condos and townhouses in September 2019 was \$656K, a 4% decrease compared to August 2019, when the average sale price was \$680K, and a 3% increase from the \$640K average sale price from last September.

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West Vancouver

September 2019

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In Town Realty

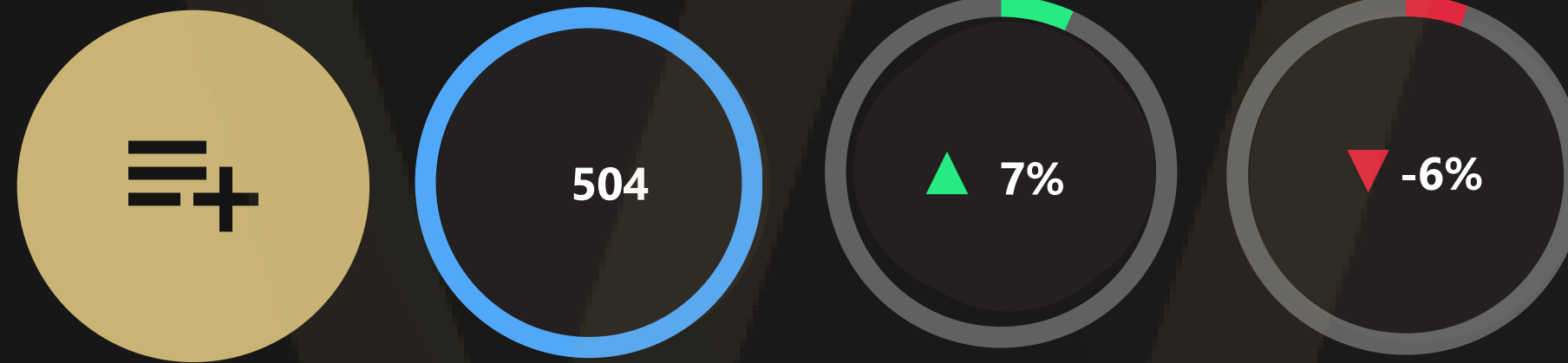
WEST VANCOUVER

September, 2019



Detached and Houses

● CURRENT ● UP ● DOWN



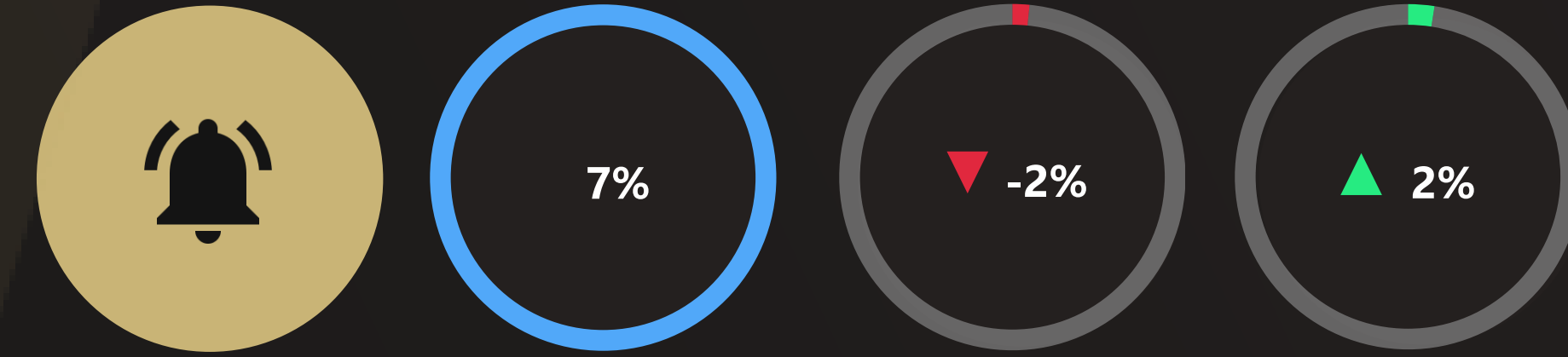
LISTINGS

Sep 2019

Aug 2019

Sep 2018

In West Vancouver houses, the number of new listings for residential properties in September 2019 was 504, a 7% increase compared to August 2019, when 469 homes were listed, and a 6% decrease from the 534 properties listed last September.



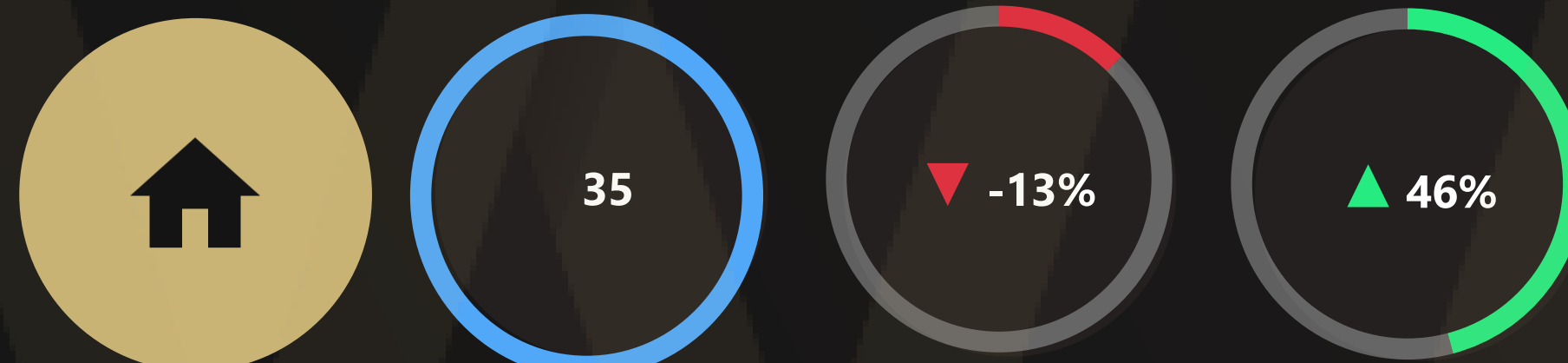
SALES TO ACTIVE

Sep 2019

Aug 2019

Sep 2018

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



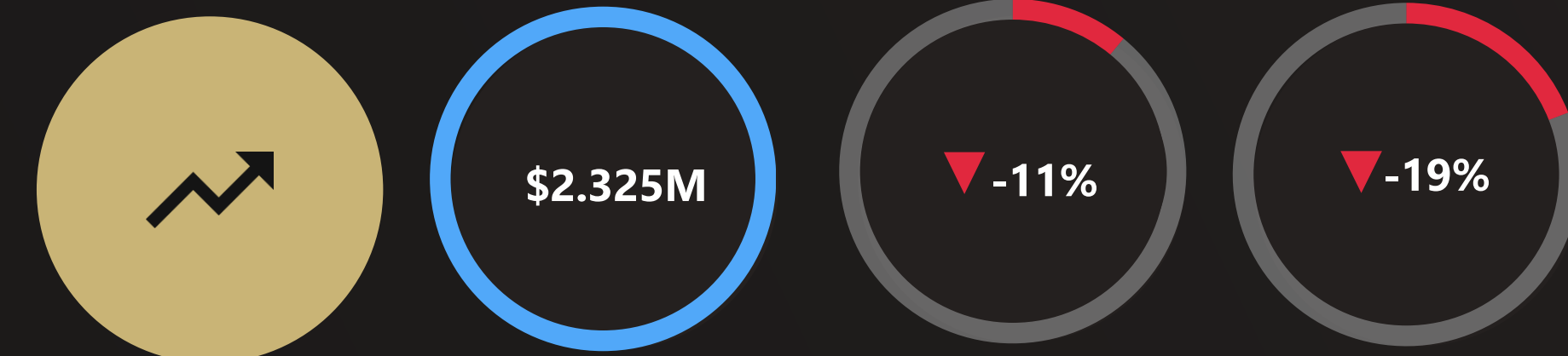
SALES

Sep 2019

Aug 2019

Sep 2018

The number of houses sold in West Vancouver in September 2019 was 35, a 13% decrease compared to August 2019, when 40 homes were sold, and a 46% increase from the 24 properties sold last September.



AVERAGE PRICE

Sep 2019

Aug 2019

Sep 2018

In West Vancouver, the average sale price for houses in September 2019 was \$2.325M, a 11% decrease compared to August 2019, when the average sale price was \$2.613M, and a 19% decrease from the \$2.875M average sale price from last September.

WEST VANCOUVER

September, 2019

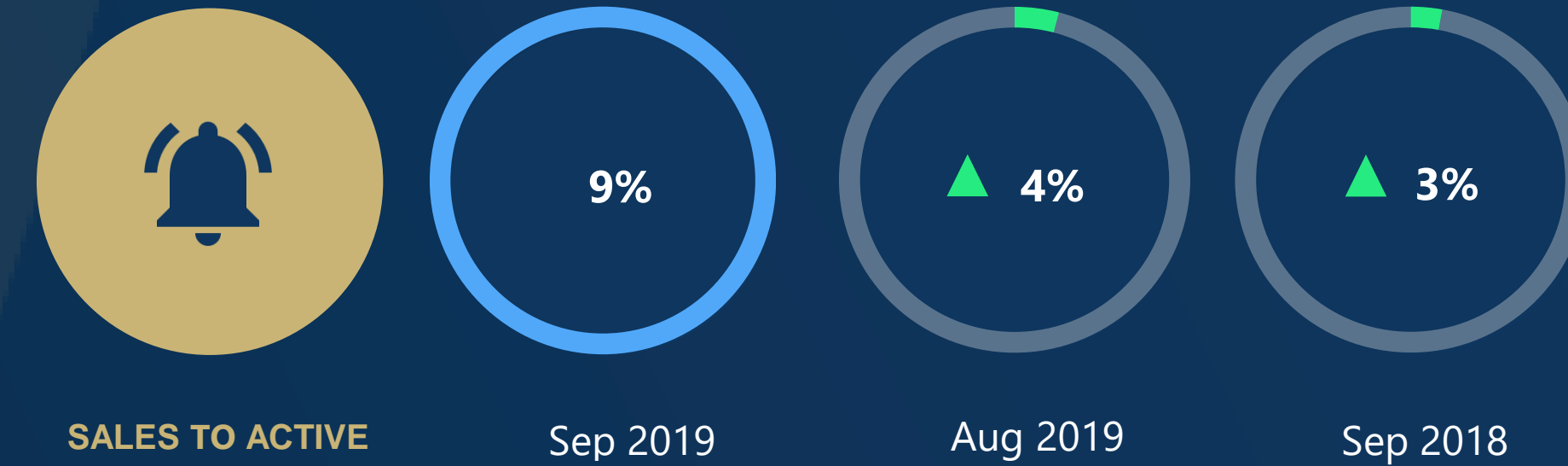


Condos and Townhouses

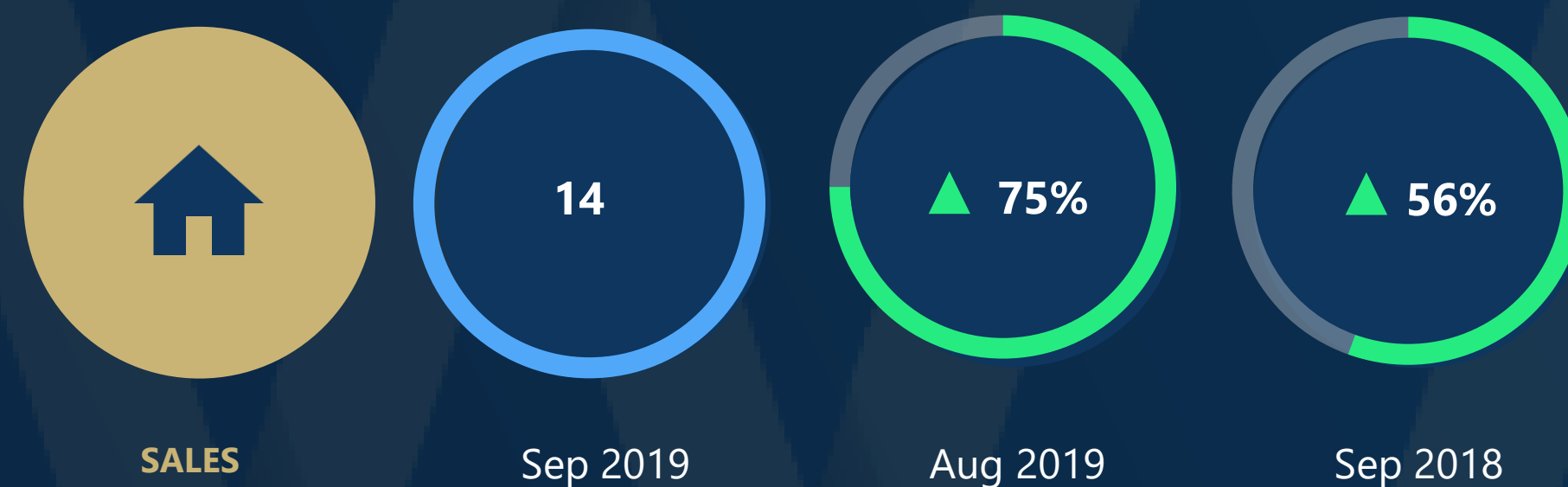
● CURRENT ● UP ● DOWN



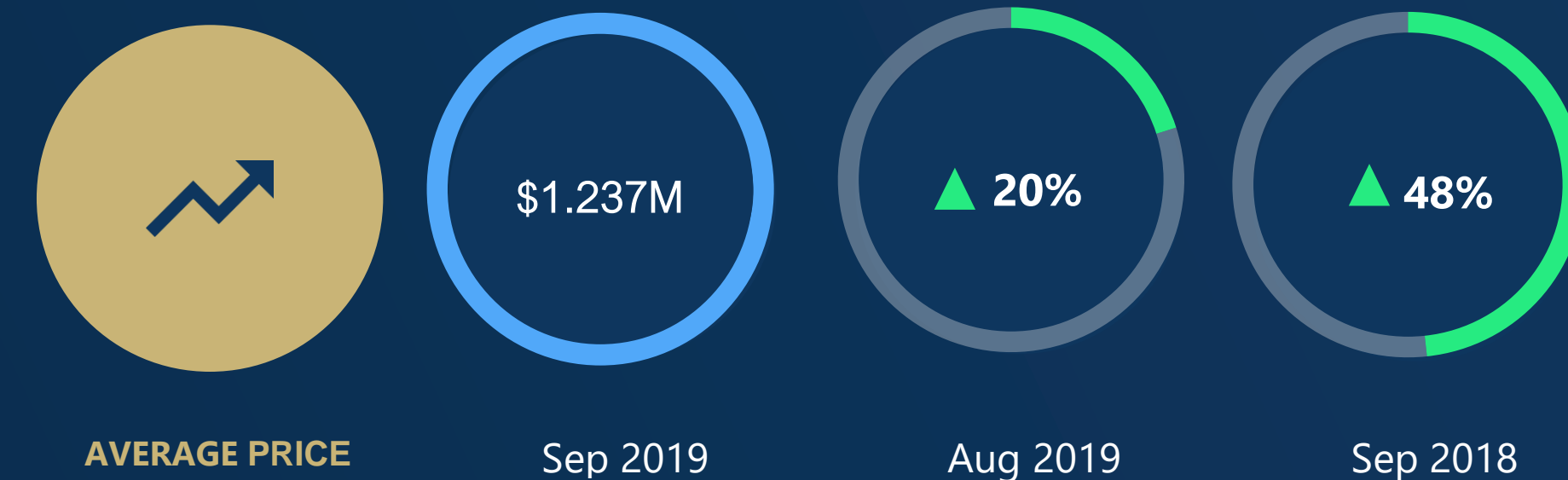
In West Vancouver, the number of new listings for condos and townhouses in September 2019 was 151, a 2% decrease compared to August 2019, when 154 homes were listed, and a 7% increase from the 141 properties listed last September.



In West Vancouver, the sales-to-active listings ratio for condos and townhouses for September 2019 was 9%, a 4% increase compared to August 2019, when the ratio was 5%, and a 3% increase from the 6% ratio last September.



The number of condos and townhouses sold in West Vancouver in September 2019 was 14, a 75% increase compared to August 2019, when 08 homes were sold, and a 56% increase from the 09 properties sold last September.



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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