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VIVID

REAL ESTATE

By Amir Joharifard

Market Update

January 2020

Areas

GREATER VANCOUVER
DOWNTOWN VANCOUVER

VANCOUVER WESTSIDE
VANCOUVER EASTSIDE

NORTH VANCOUVER
WEST VANCOUVER

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Greater Vancouver

January 2020

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By Amin Sabarwal

21 CENTURY 21.
In Town Realty

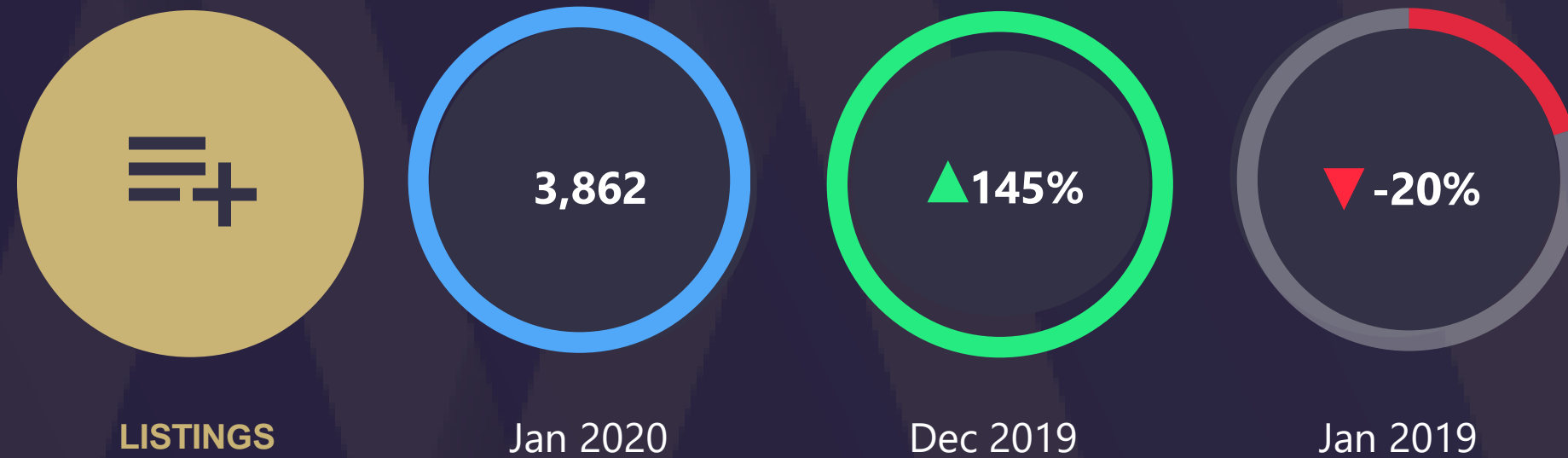
GREATER VANCOUVER

January, 2020

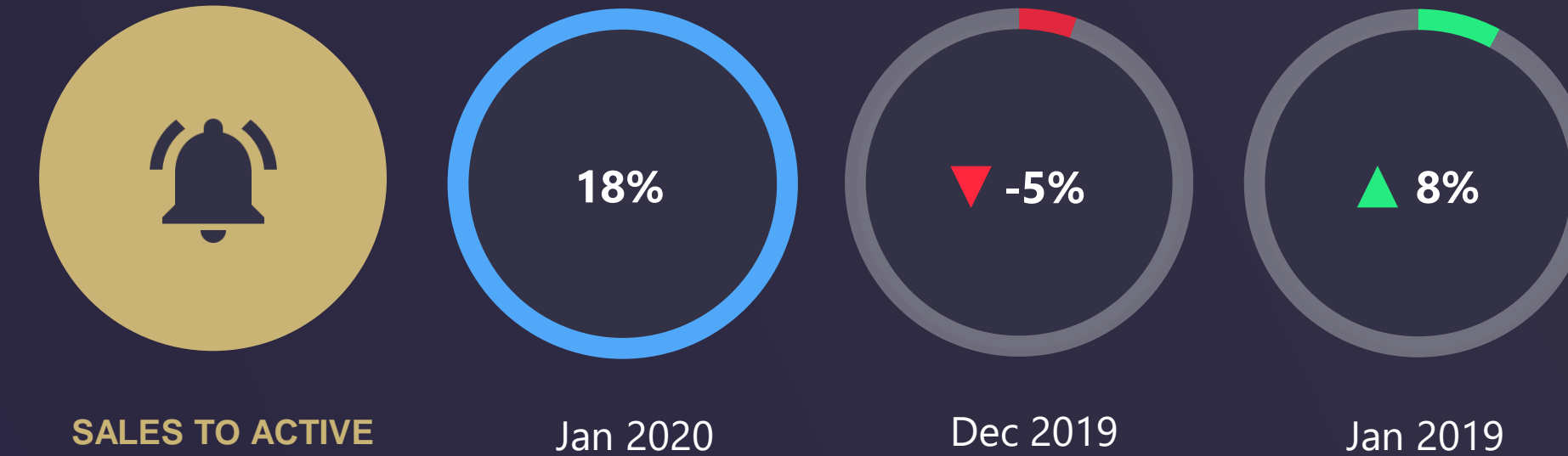


Detached and Attached Homes

● CURRENT ● UP ● DOWN



In Greater Vancouver, the number of new listings for residential properties in January 2020 was 3,862, a 145% increase compared to December 2019, when 1,578 homes were listed, and a 20% decrease from the 4,844 properties listed last January.



In Greater Vancouver, the sales-to-active listings ratio for residential properties for January 2020 was 18%, a 5% decrease compared to December 2019, when the ratio was 23%, and a 8% increase from the 10% ratio last December.



The number of residential properties sold in Greater Vancouver in January 2020 was 1,565, a 22% decrease compared to December 2019, when 2,012 homes were sold, and a 42% increase from the 1,100 properties sold last January.

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

January, 2020



Detached and Houses

● CURRENT ● UP ● DOWN



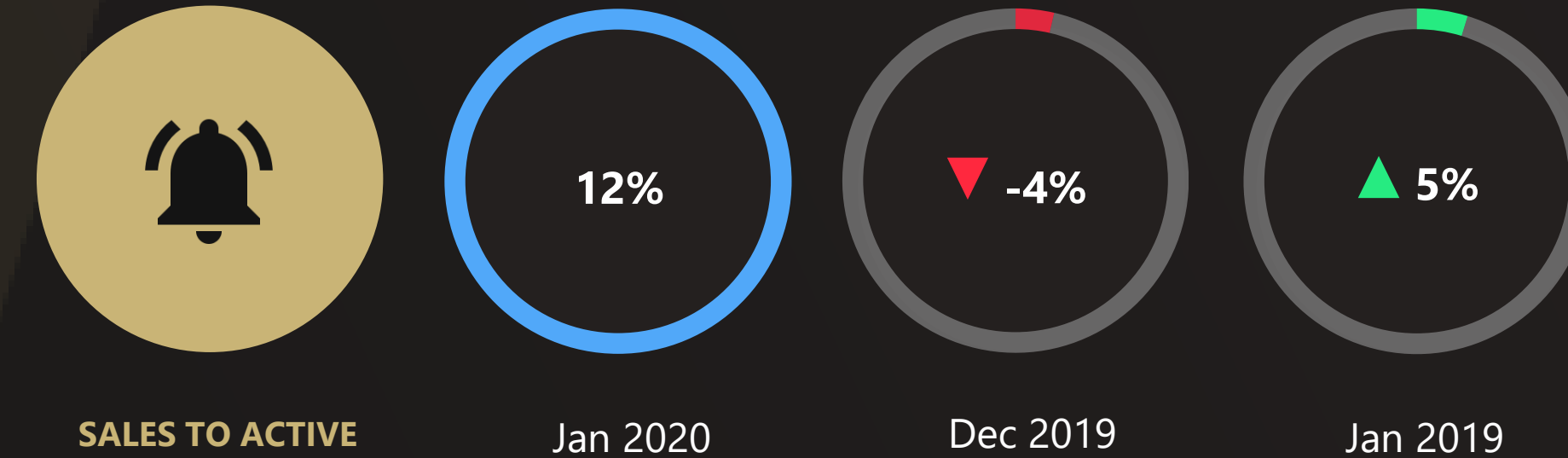
LISTINGS

Jan 2020

Dec 2019

Jan 2019

In Greater Vancouver, the number of new listings for detached properties in January 2020 was 1,328 a 154% increase compared to December 2019, when 522 homes were listed, and a 28% decrease from the 1,843 properties listed last January.



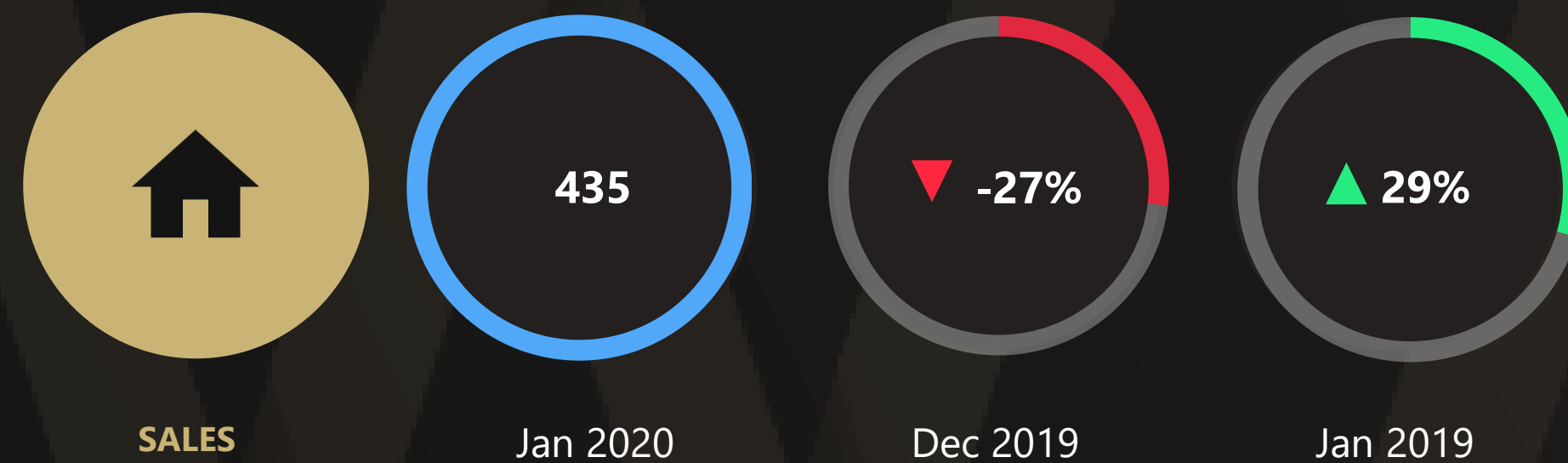
SALES TO ACTIVE

Jan 2020

Dec 2019

Jan 2019

In Greater Vancouver, the sales-to-active listings ratio for detached properties for January 2019 was 12%, a 4% increase compared to December 2019, when the ratio was 15%, and a 5% increase from the 7% ratio last January.



SALES

Jan 2020

Dec 2019

Jan 2019

The number of houses sold in Greater Vancouver in January 2020 was 435, a 27% decrease compared to December 2019, when 595 homes were sold, and a 29% increase from the 336 properties sold last January.

Facts

The Average days on Market for Greater Vancouver detached properties in January 2020 was 69 days, a 6% increase in comparison to 65 days in December. The average price per square foot for Greater Vancouver detached properties in January 2020 was \$674, a 7% increase in comparison to \$ 625 per square foot in December 2019.

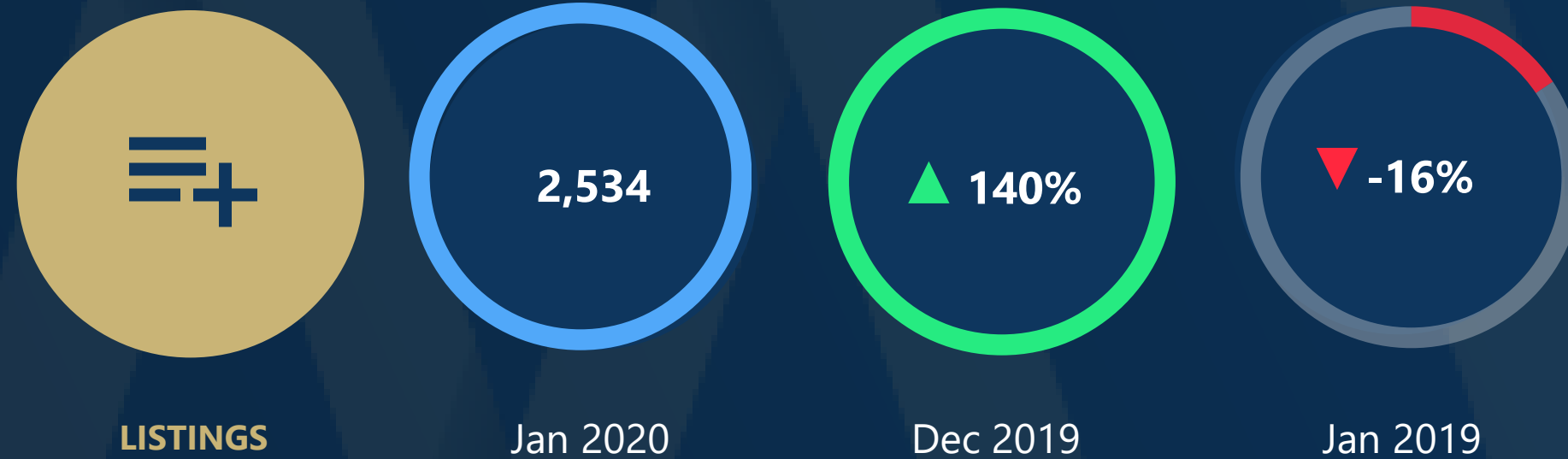
GREATER VANCOUVER

January, 2020

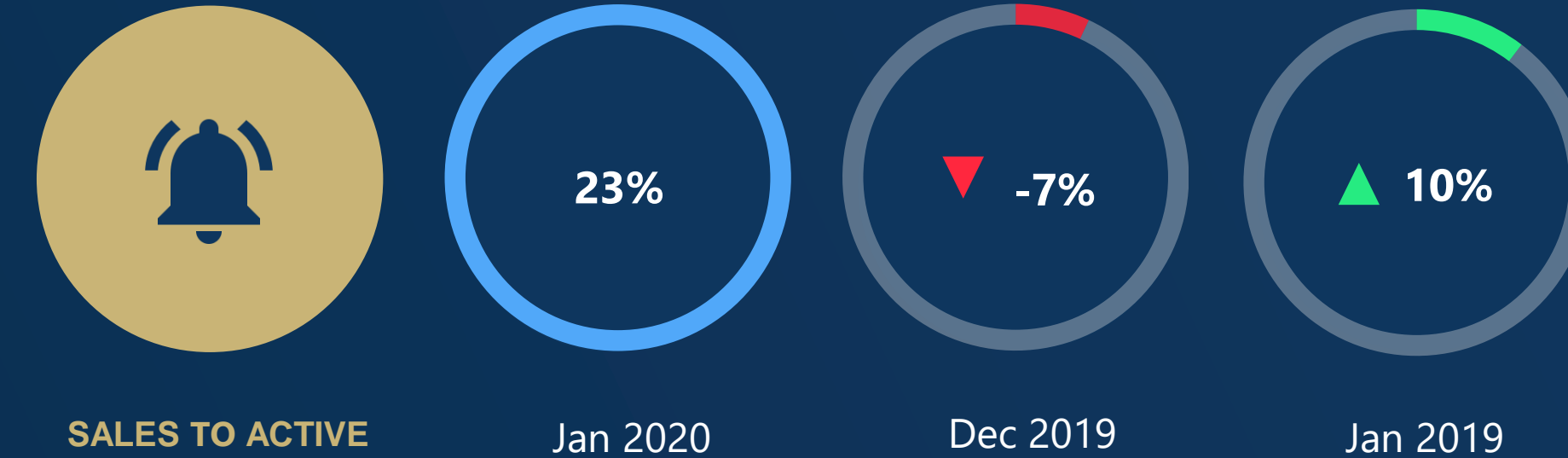


Condos and Townhouses

● CURRENT ● UP ● DOWN



In Greater Vancouver, the number of new listings for condos and townhouses in January 2020 was 2,534, a 140% increase compared to December 2019, when 1,056 homes were listed, and a 16% decrease from the 3,001 properties listed last January.



In Greater Vancouver, the sales-to-active listings ratio condos and townhouse in January 2020 was 23%, a 7% decrease compared to December 2019, when the ratio was 30%, and a 10% increase from the 13% ratio last January.



The number of condos and townhouses sold in Greater Vancouver condos in January 2020 was 1,130, a -20% decrease compared to December 2019, when 1,417 homes were listed, and a 48% increase from the 764 properties listed last January.

Facts

The average days on the market for Greater Vancouver condos in January 2020 was 43 days, while for townhouses it was 58 days. The average price per square foot for Greater Vancouver condos was \$784 in January 2020, whereas for townhouses it was \$587 per square foot.

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Downtown Vancouver

January 2020

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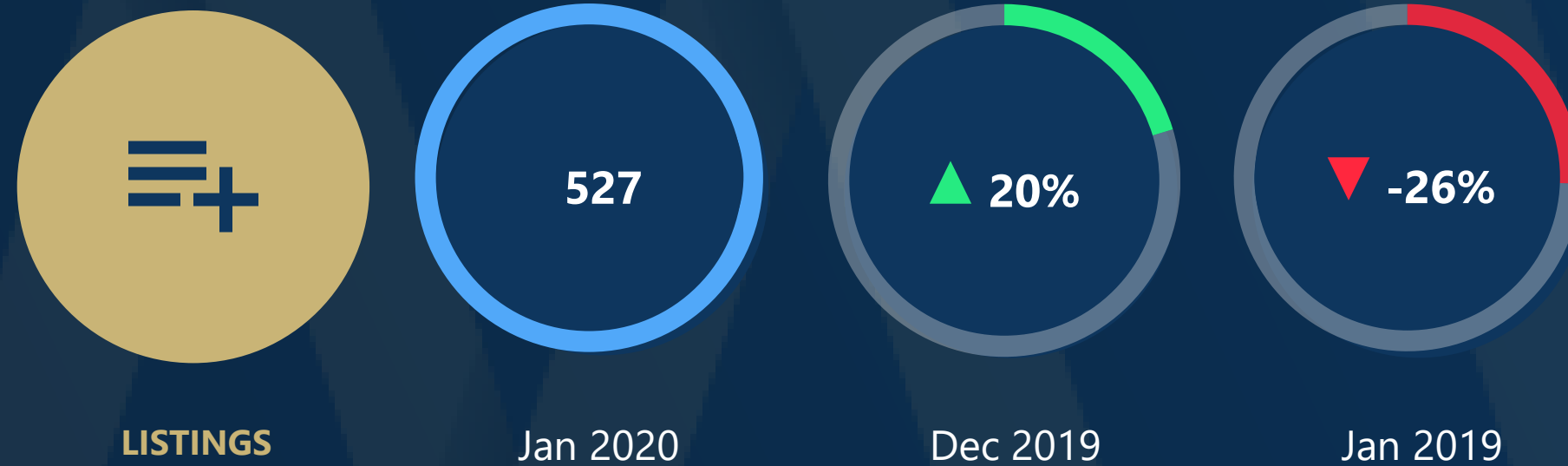
DOWNTOWN VANCOUVER

January, 2020



Condos and Townhouses

● CURRENT ● UP ● DOWN



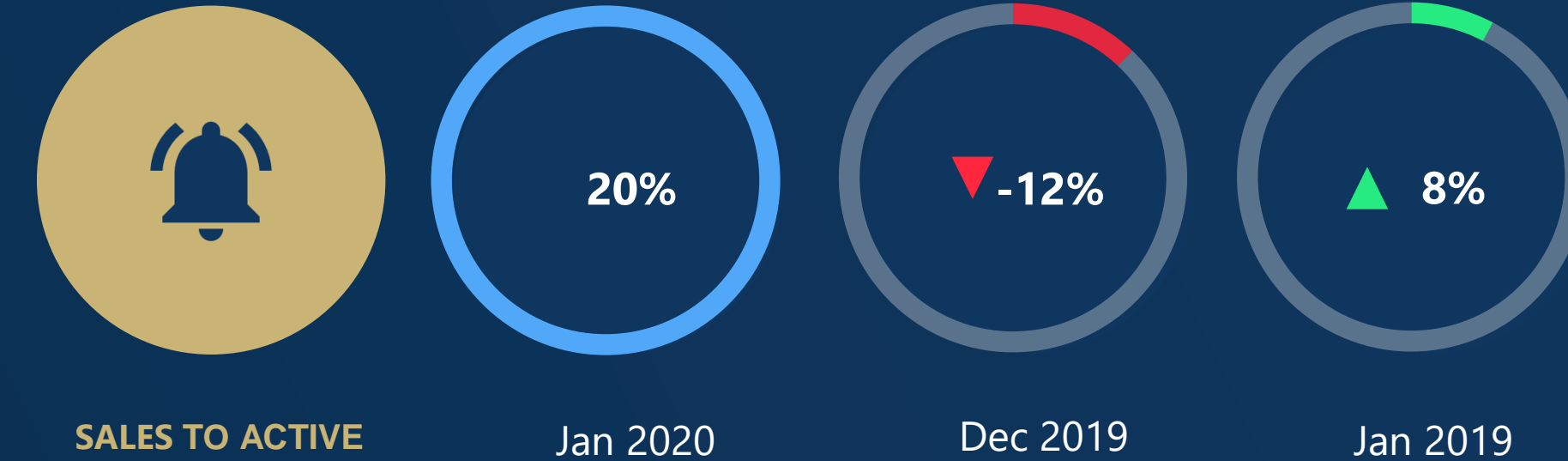
LISTINGS

Jan 2020

Dec 2019

Jan 2019

In Downtown Vancouver, the number of new listings for condo and townhouses in January 2020 was 527, a 20% increase compared to December 2019, when 527 homes were listed, and a 26% decrease from the 708 properties listed last January.



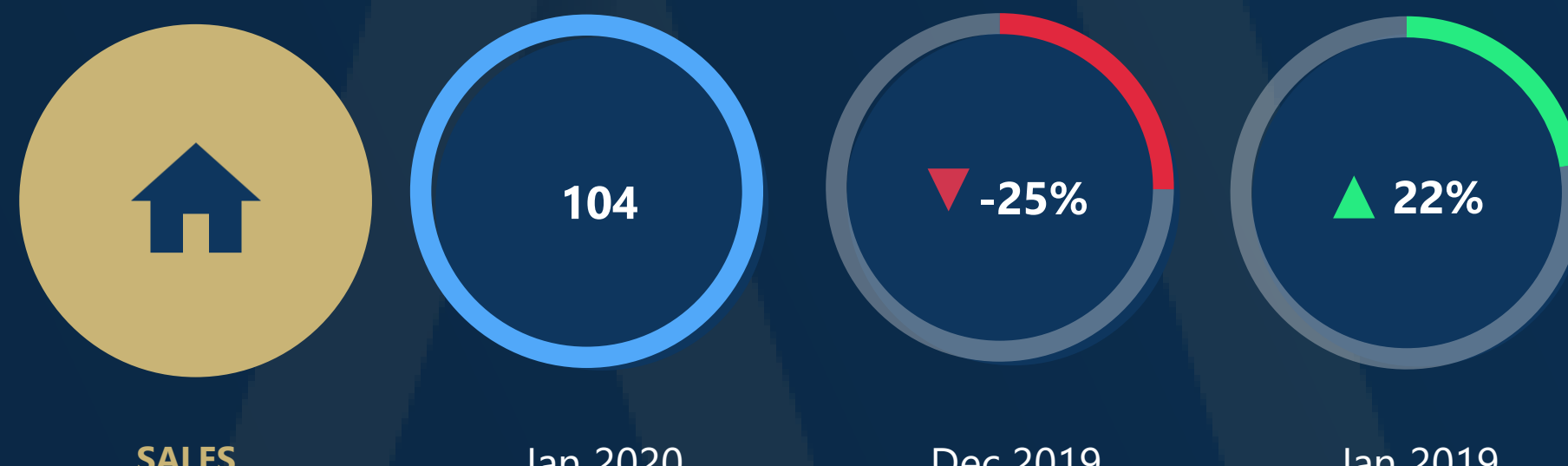
SALES TO ACTIVE

Jan 2020

Dec 2019

Jan 2019

In Downtown Vancouver, the sales-to-active listings ratio for condos and townhouses for January 2020 was 20%, a 12% decrease compared to December 2019, when the ratio was 32%, and a 8% increase from the 12% ratio last January.



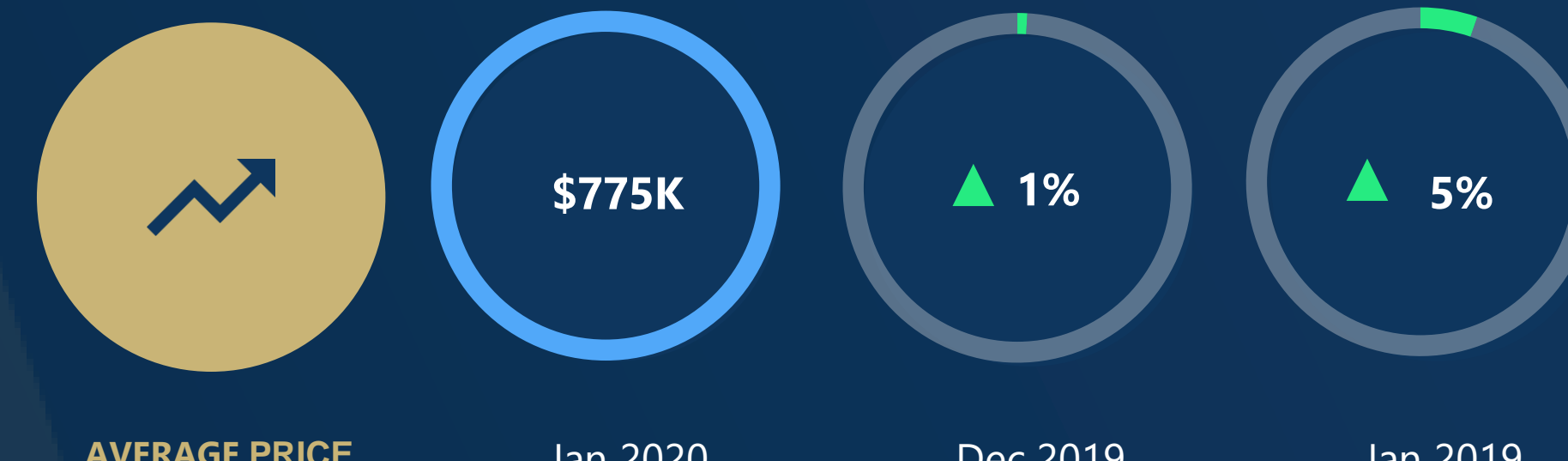
SALES

Jan 2020

Dec 2019

Jan 2019

The number of condos and townhouses sold in Downtown Vancouver in January 2020 was 104, a -25% decrease compared to December 2019, when 139 homes were sold, and a 22% increase from the 85 properties sold last January.



AVERAGE PRICE

Jan 2020

Dec 2019

Jan 2019

In Downtown Vancouver, the average sale price for condos and townhouses in January 2020 was \$775K, a 1% increase compared to December 2019, when the average sale price was \$768K, and a 5% increase from the \$736K average sale price from last January.

Market Type

DOWNTOWN VANCOUVER

January, 2020



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


January 2020

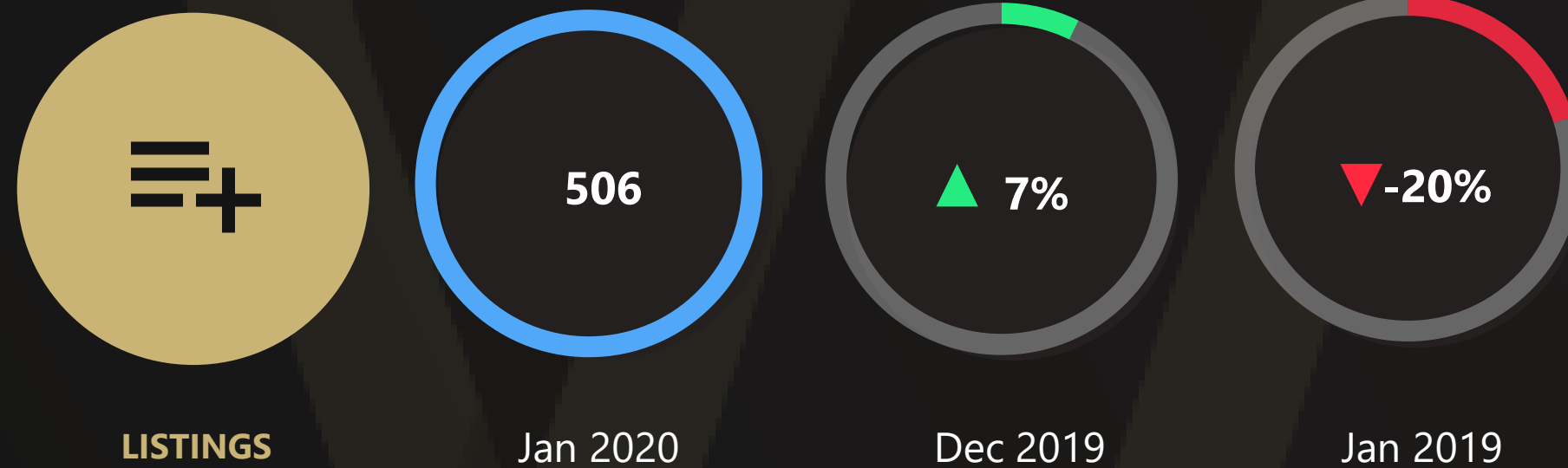
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VANCOUVER WESTSIDE

January, 2020

 Detached and Houses
● CURRENT ● UP ● DOWN



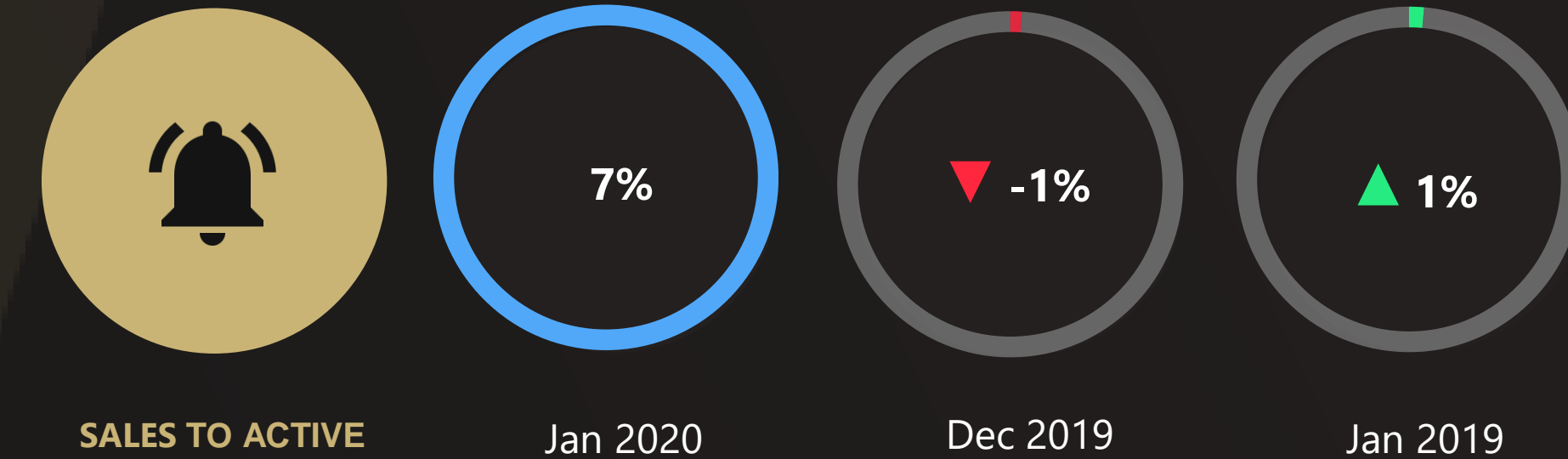
LISTINGS

Jan 2020

Dec 2019

Jan 2019

In Vancouver West, the number of new listings for detached properties in January 2020 was 506, a 7% increase compared to December 2019, when 472 homes were listed, and a 20% decrease from the 634 properties listed last January.



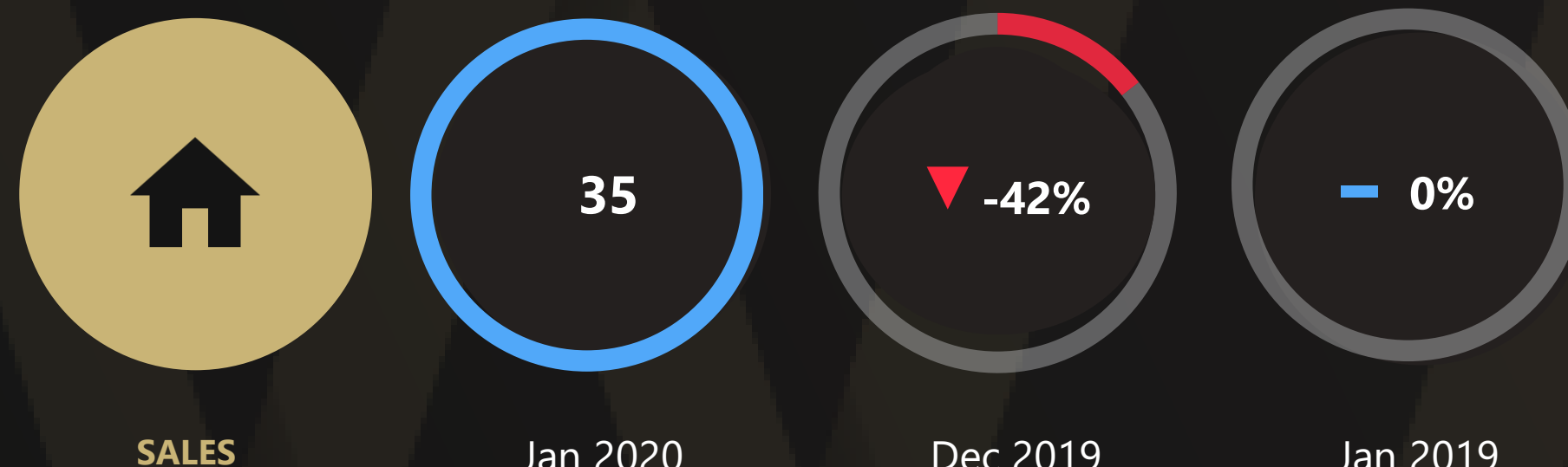
SALES TO ACTIVE

Jan 2020

Dec 2019

Jan 2019

In Vancouver West, the sales-to-active listings ratio for houses for January 2020 was 7%, a 1% decrease compared to December 2019, when the ratio was 8%, and a 1% increase from the 6% ratio last January.



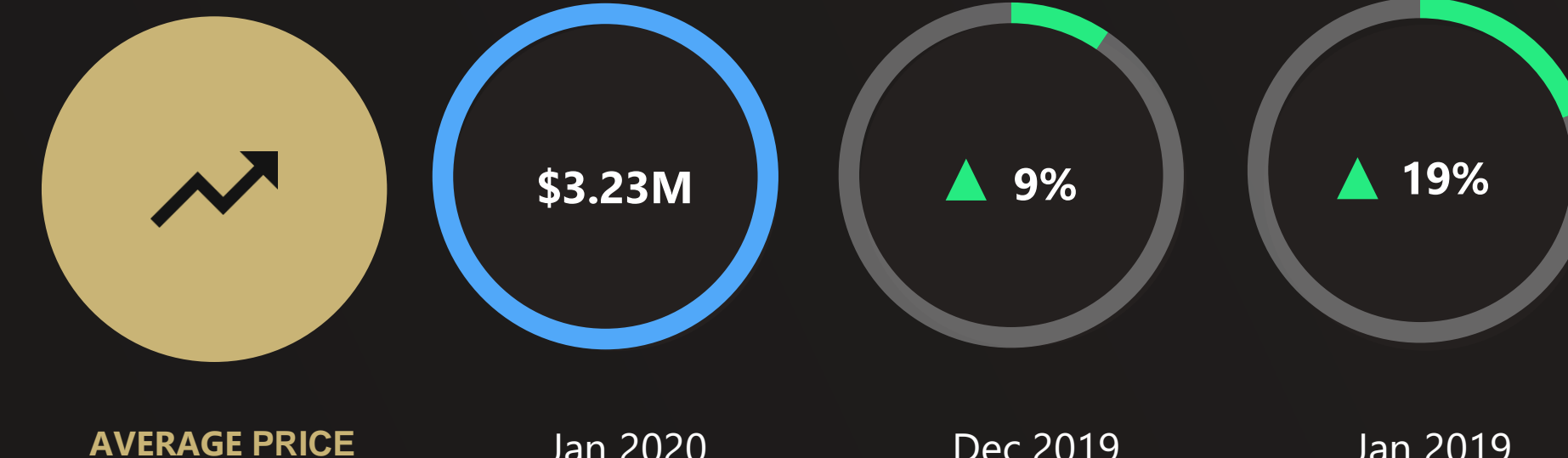
SALES

Jan 2020

Dec 2019

Jan 2019

The number of houses sold in Vancouver West in January 2020 was 35, a 42% decrease compared to December 2019, when 60 homes were sold, and no changes from last January.



AVERAGE PRICE

Jan 2020

Dec 2019

Jan 2019

In Vancouver West, the average sale price for houses in January 2020 was \$3.23M, a 9% increase compared to December 2019, when the average sale price was \$2.95M, and a 19% increase from the \$2.705M average sale price from last January.

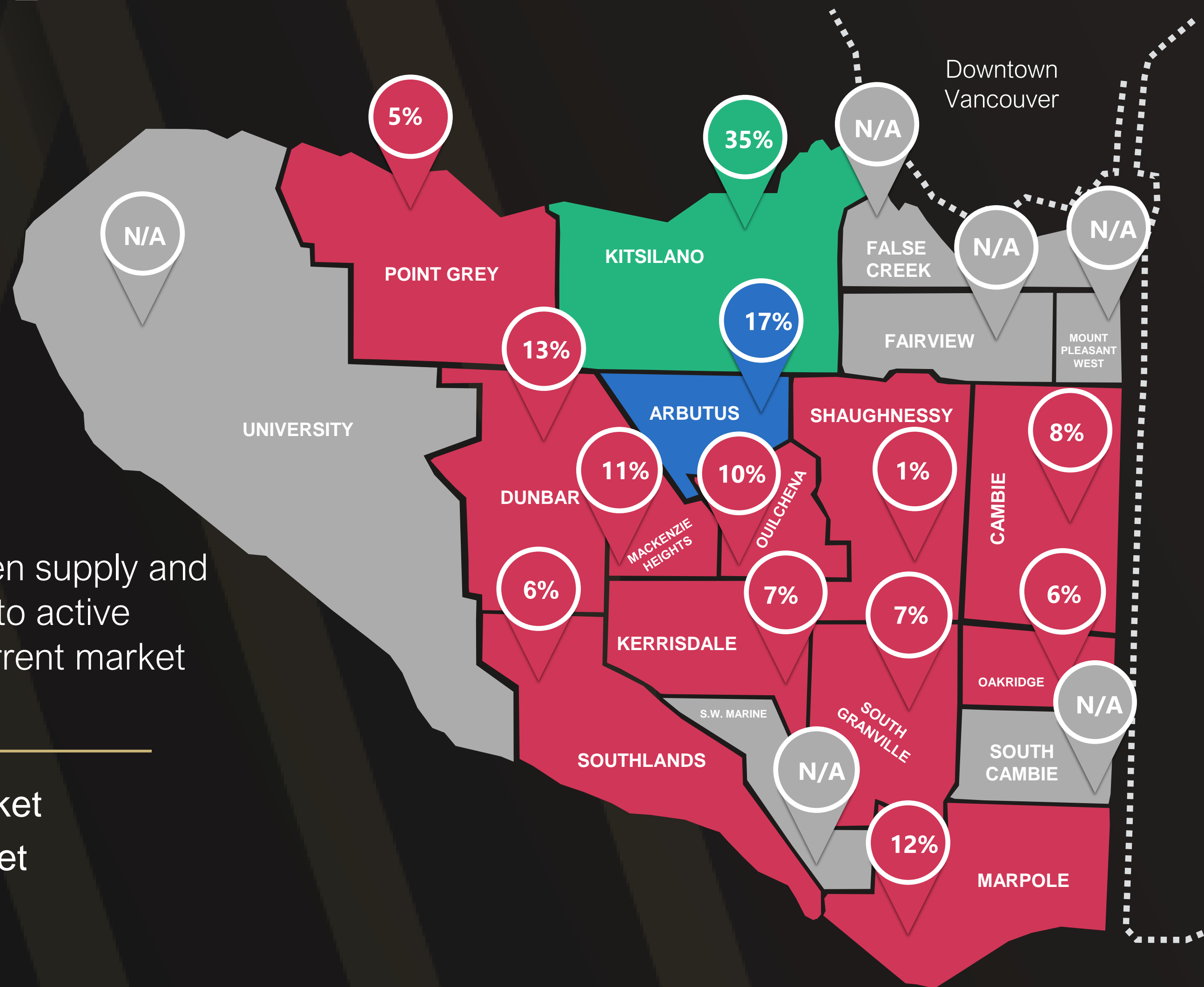
Market Type

VANCOUVER WESTSIDE

January, 2020



- 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.

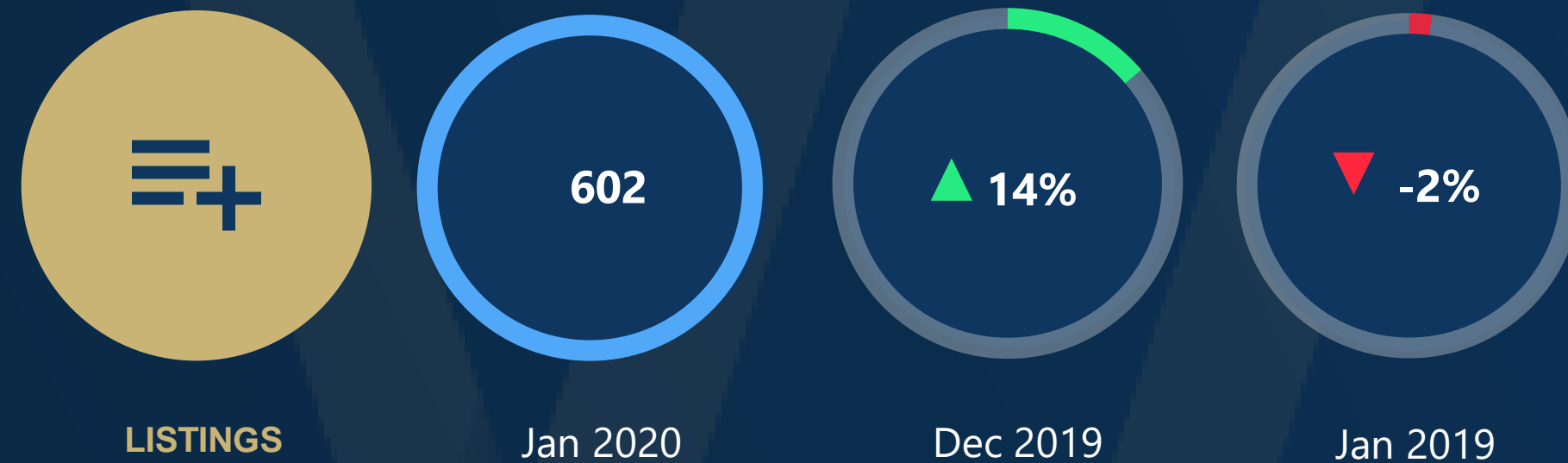
VANCOUVER WESTSIDE

January, 2020

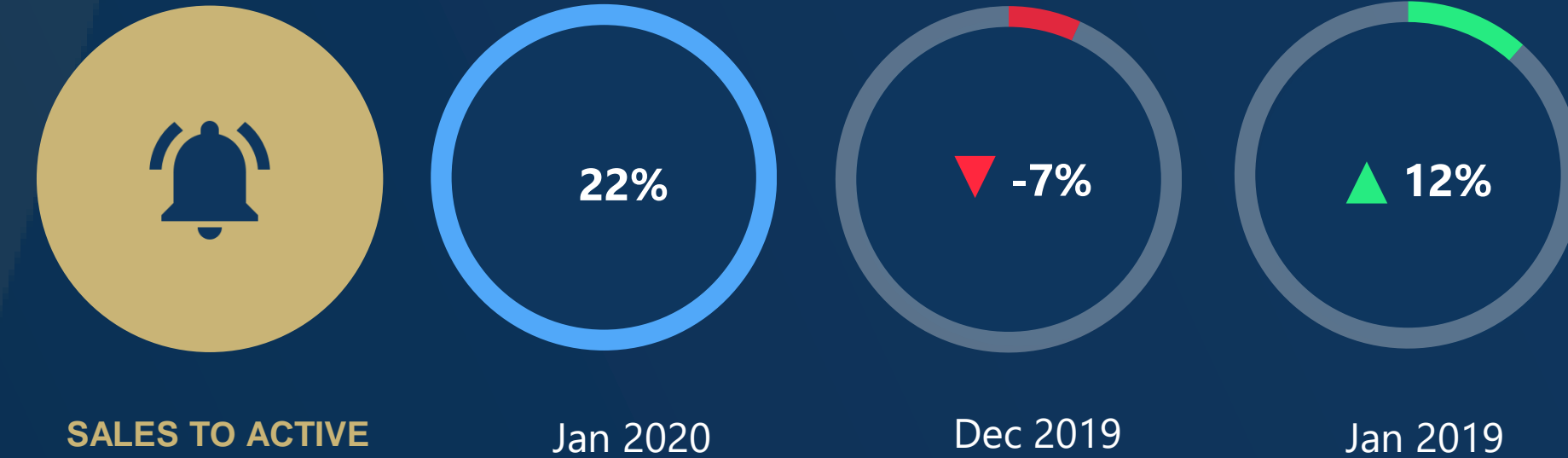


Condos and Townhouses

● CURRENT ● UP ● DOWN



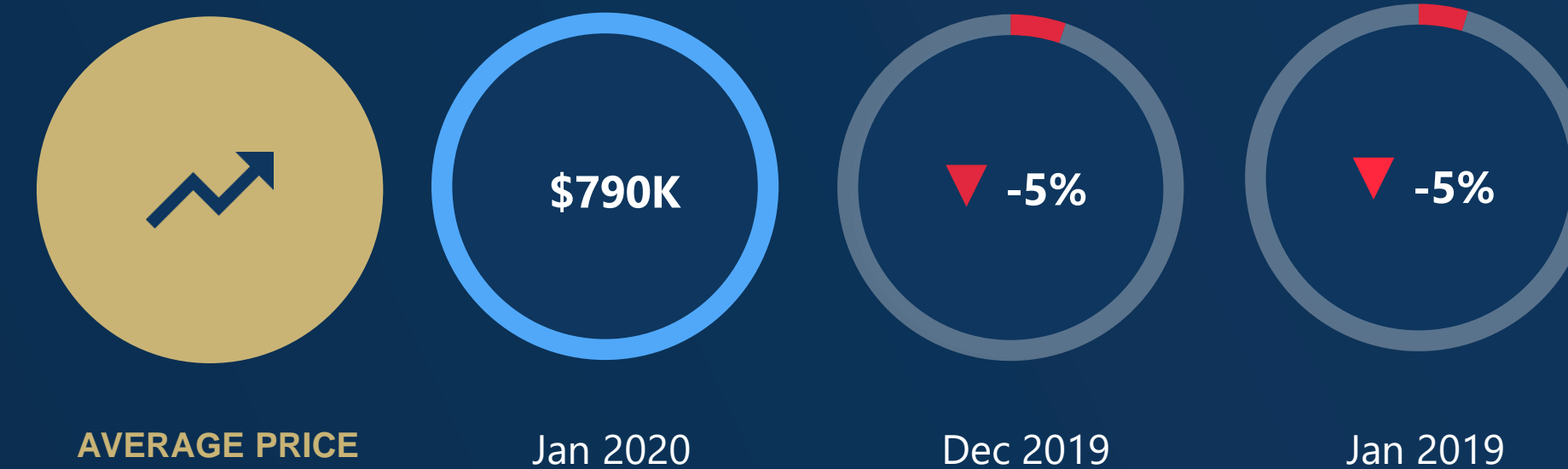
In Vancouver West, the number of new listings for condos and townhouses in January 2020 was 602, a 14% increase compared to December 2019, when 529 homes were listed, and a 2% decrease from the 615 properties listed last January.



In Vancouver West, the sales-to-active listings ratio for condo and townhouses for January 2020 was 22%, a 7% decrease compared to December 2019, when the ratio was 29%, and a 12% increase from the 10% ratio last January.



The number of condos and townhouses sold in Vancouver West in January 2020 was 131, a 13% decrease compared to December 2019, when 151 homes were sold, and a 108% increase from the 63 properties sold last January.



In Vancouver West, the average sale price for condos and townhouses in January 2020 was \$790K, a 5% decrease compared to December 2019, when the average sale price was \$833K, and a 5% decrease from the \$828K average sale price from last January.

Market Type

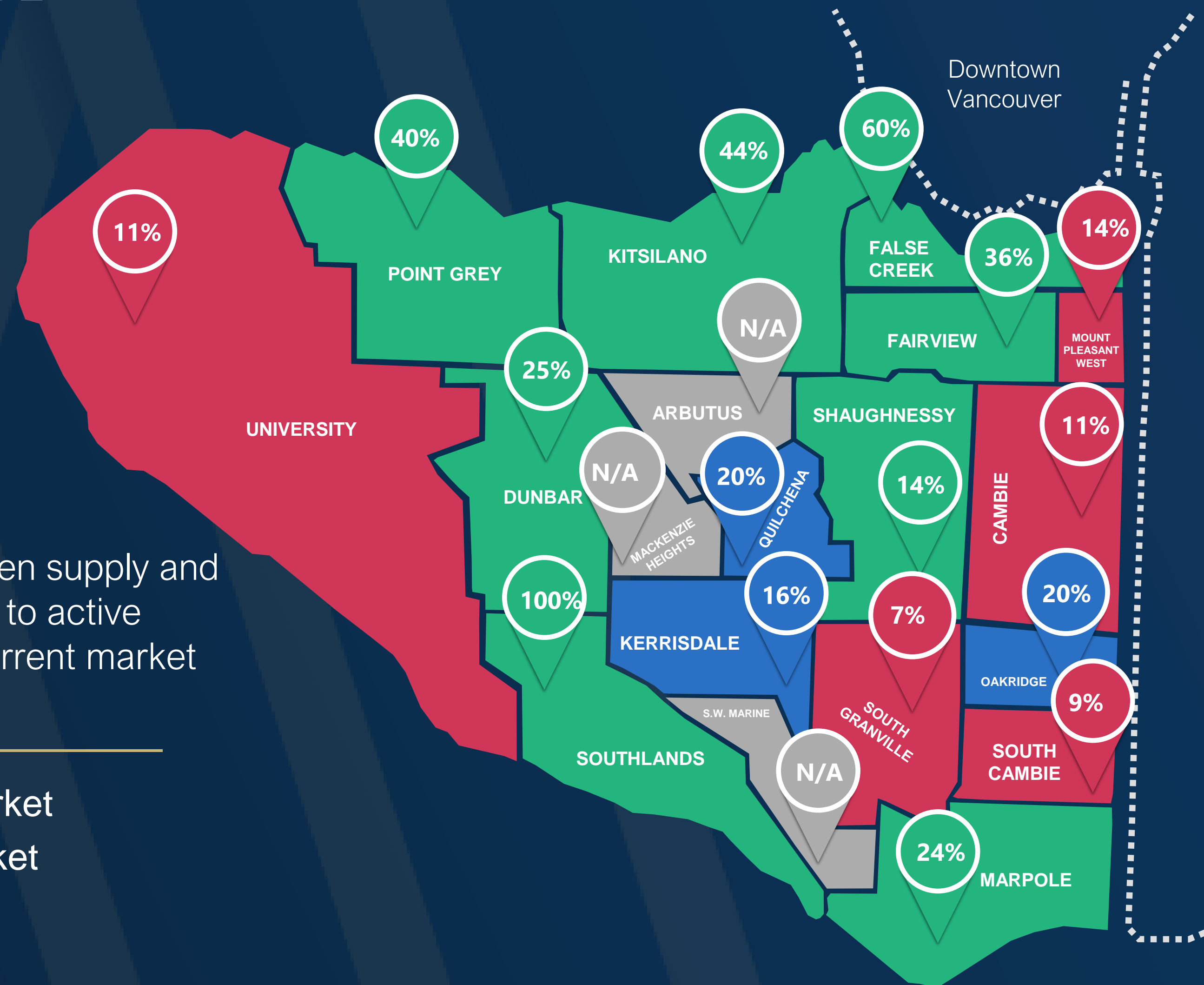
VANCOUVER WESTSIDE

January, 2020



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

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VANCOUVER EASTSIDE

January, 2020



Detached and Houses

● CURRENT ● UP ● DOWN

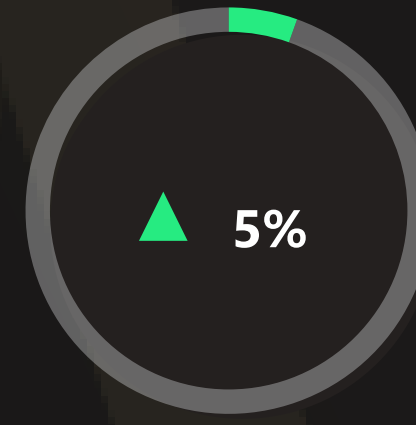


LISTINGS



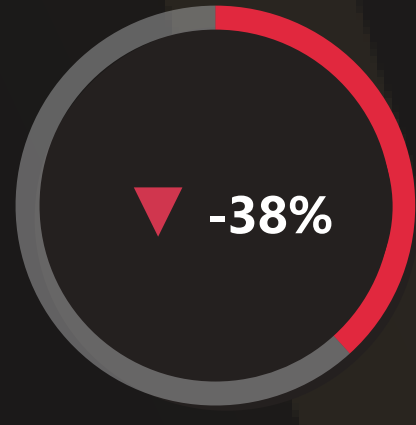
347

Jan 2020



▲ 5%

Dec 2019



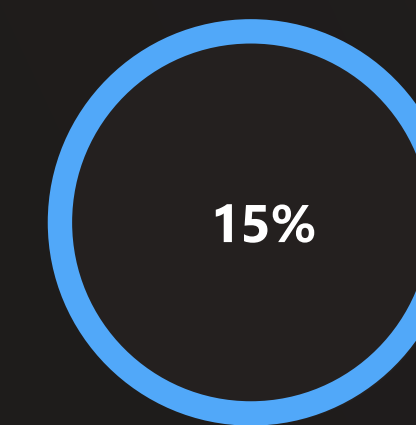
▼ -38%

Jan 2019

In Vancouver East, the number of new listings for detached properties in January 2020 was 347, a 5% increase compared to December 2019, when 329 homes were listed, and a 38% decrease from the 562 properties listed last January.

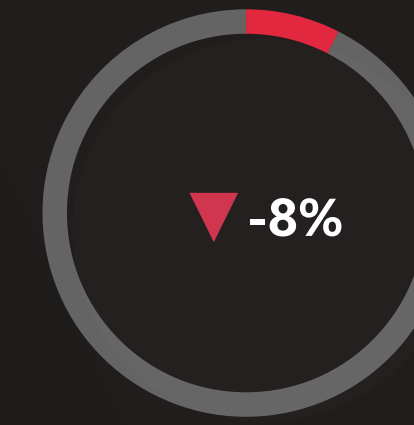


SALES TO ACTIVE



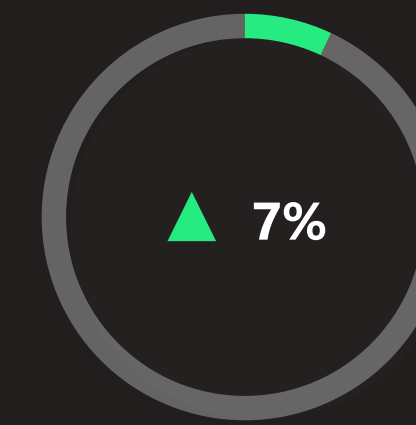
15%

Jan 2020



▼ -8%

Dec 2019



▲ 7%

Jan 2019

In Vancouver East, the sales to active ratio for houses for January 2020 was 15%, a 8% decrease compared to December 2019, when the ratio was 22%, and a 7% increase from the 8% ratio last January.

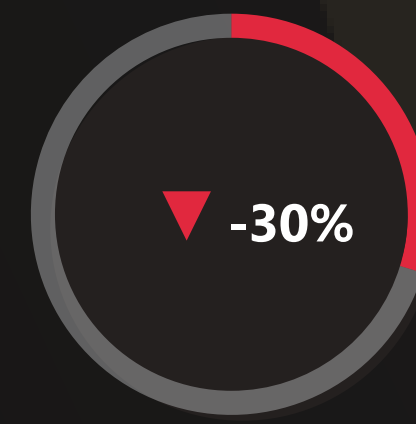


SALES



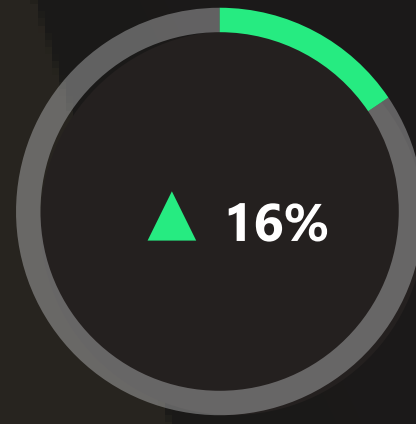
52

Jan 2020



▼ -30%

Dec 2019



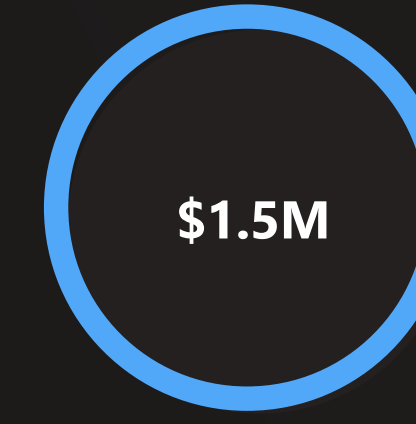
▲ 16%

Jan 2019

The number of houses sold in Vancouver East in January 2020 was 52, a 30% decrease compared to December 2019, when 74 homes were sold, and a 16% increase from the 45 properties sold last January.

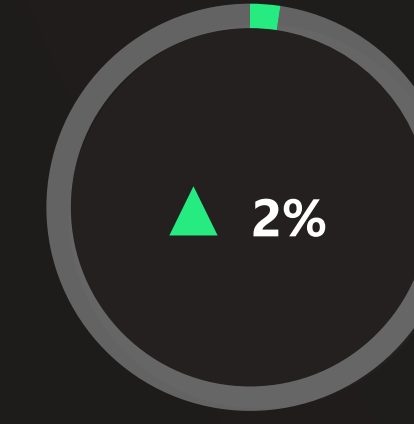


AVERAGE PRICE



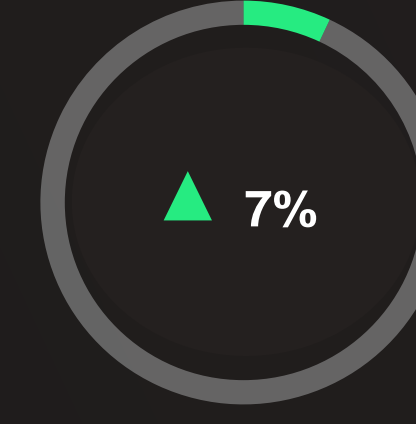
\$1.5M

Jan 2020



▲ 2%

Dec 2019



▲ 7%

Jan 2019

In Vancouver East, the average sale price for houses in January 2020 was \$1.5M, a 2% increase compared to December 2019, when the average sale price was \$1.465M, and a 7% increase from the \$1.4M average sale price from last January.

Market Type

VANCOUVER WESTSIDE

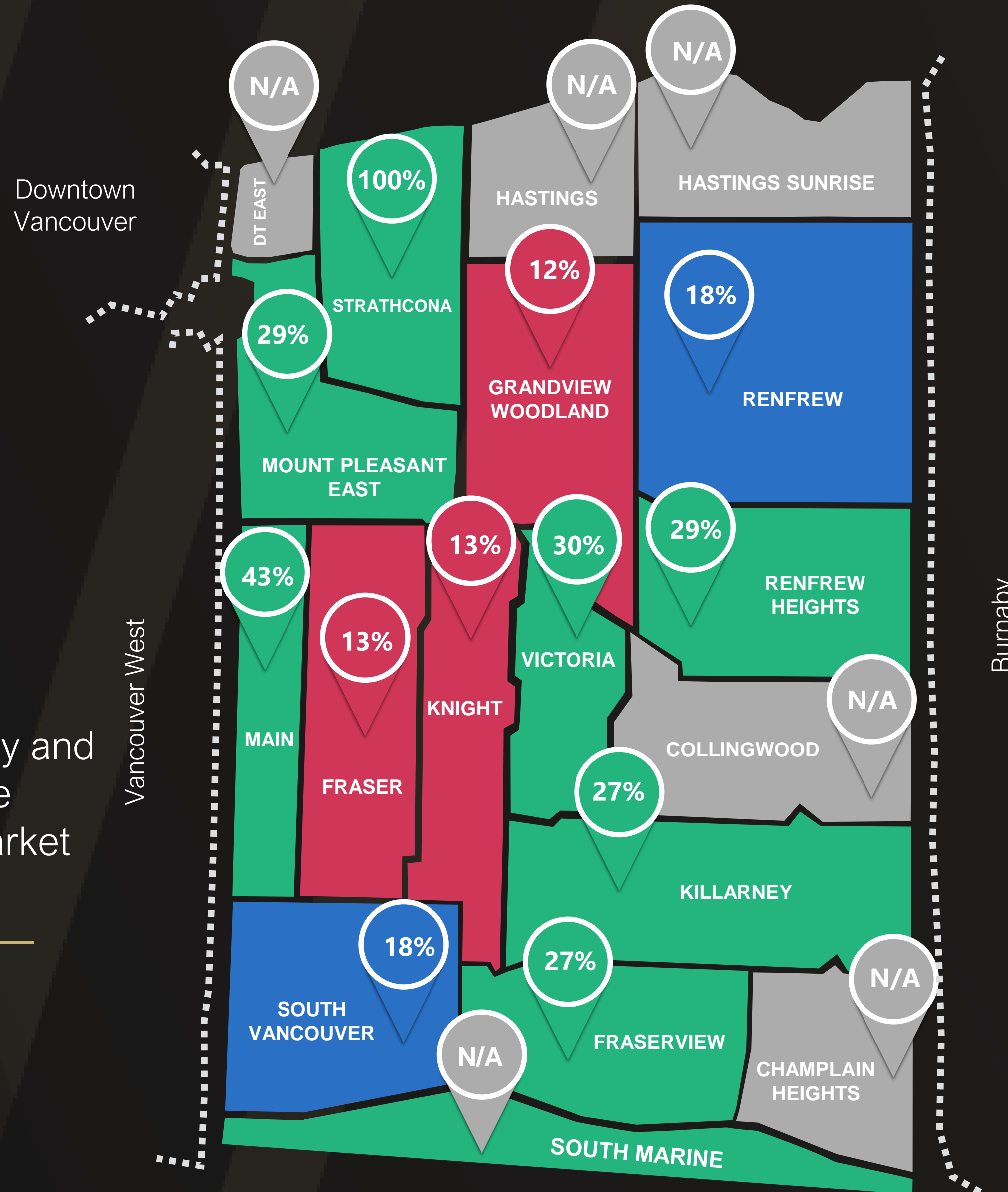
January, 2020

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

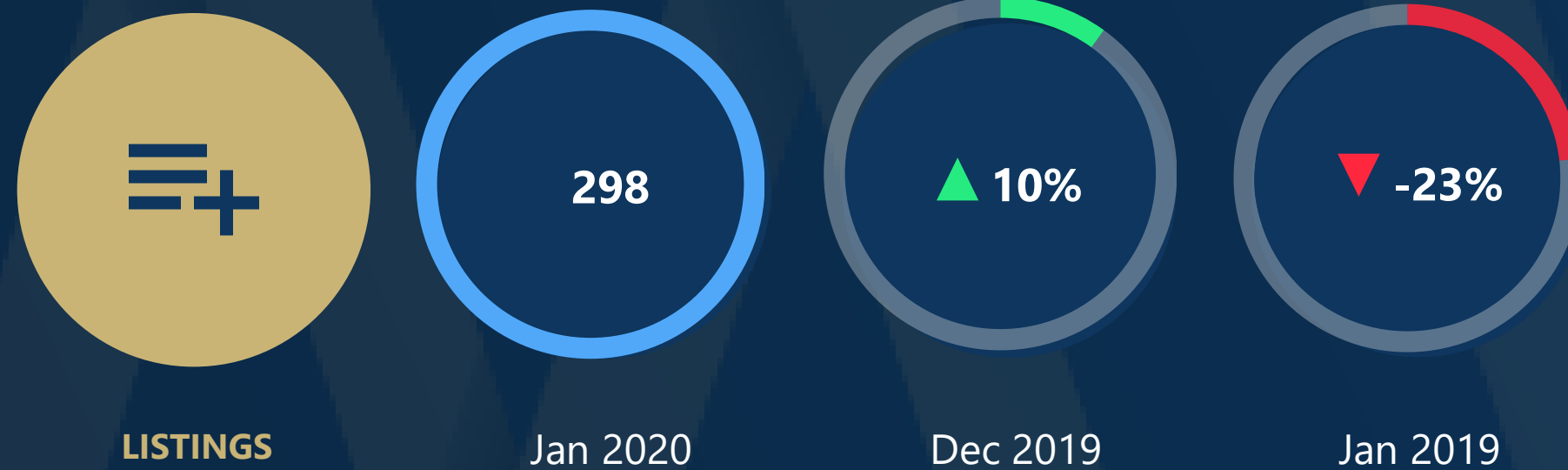
VANCOUVER EASTSIDE

January, 2020

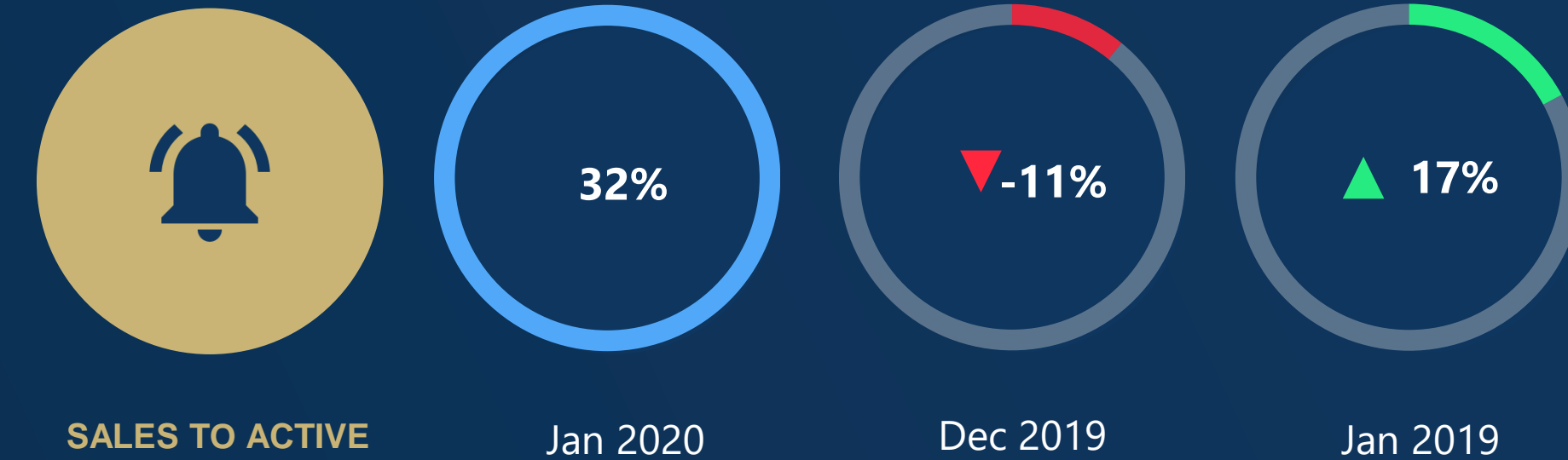


Condos and Townhouses

● CURRENT ● UP ● DOWN



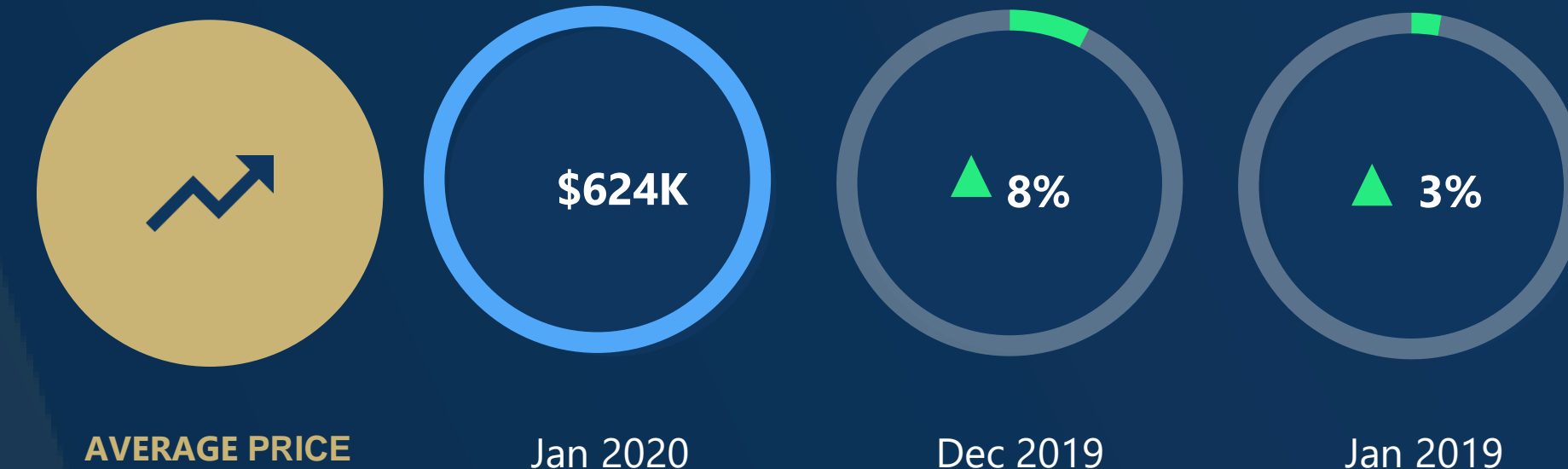
In Vancouver East, the number of new listings for condos and townhouses in January 2020 was 298, a 10% increase compared to December 2019, when 271 homes were listed, and a 23% decrease from the 388 properties listed last January.



In Vancouver East, the sales-to-active listings ratio for condo and townhouses for January 2020 was 32%, a 11% decrease compared to December 2019, when the ratio was 42%, and a 17% increase from the 14% ratio last January.



The number of condos and townhouses sold in Vancouver East in January 2020 was 94, a 18% decrease compared to December 2019, when 115 homes were sold, and a 68% increase from the 56 properties sold last January.



In Vancouver East, the average sale price for condos and townhouses in January 2020 was \$624K, an 8% increase compared to December 2019, when the average sale price was \$580K, and a 3% increase from the \$607K average sale price from last January.

Market Type

VANCOUVER EASTSIDE

January, 2020

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.

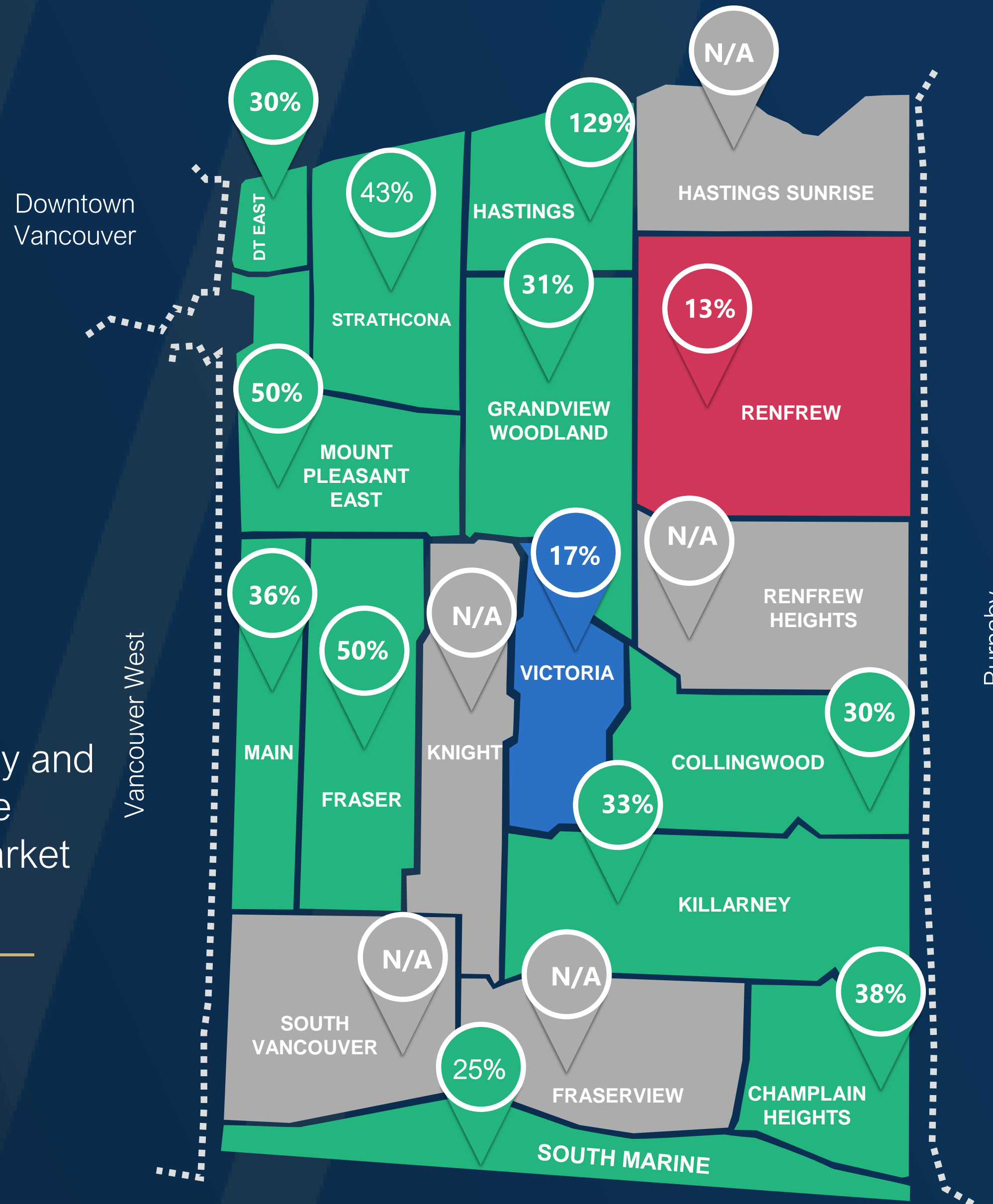
- 21% & Greater Sellers Market
- 15% to 20% Balanced Market
- 14% & Less Buyer Market

* 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

January 2020

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NORTH VANCOUVER

January, 2020



Detached and Houses

● CURRENT ● UP ● DOWN



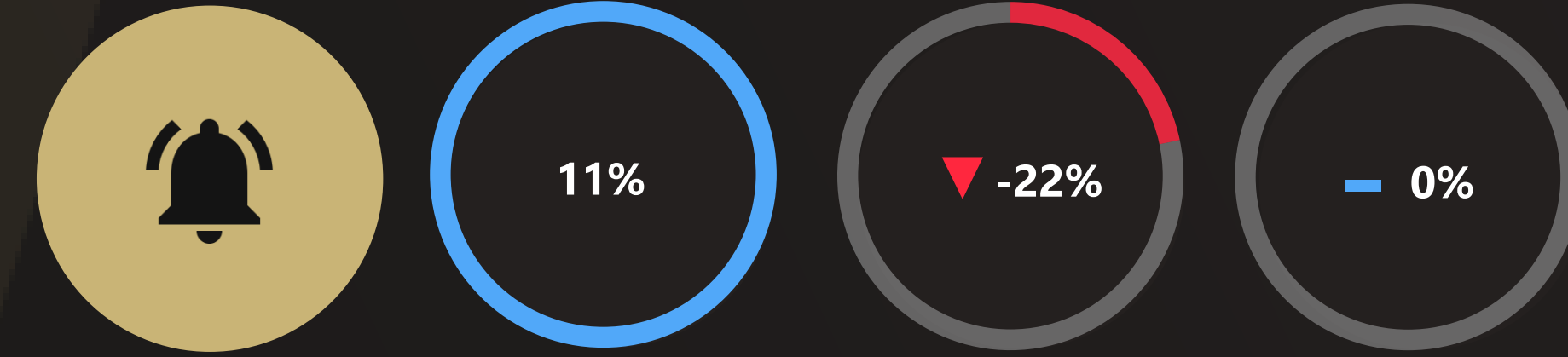
LISTINGS

Jan 2020

Dec 2019

Jan 2019

In North Vancouver, the number of new listings for detached properties in January 2020 was 217, a 29% increase compared to December 2019, when 168 homes were listed, and a 29% decrease from the 306 properties listed last January.



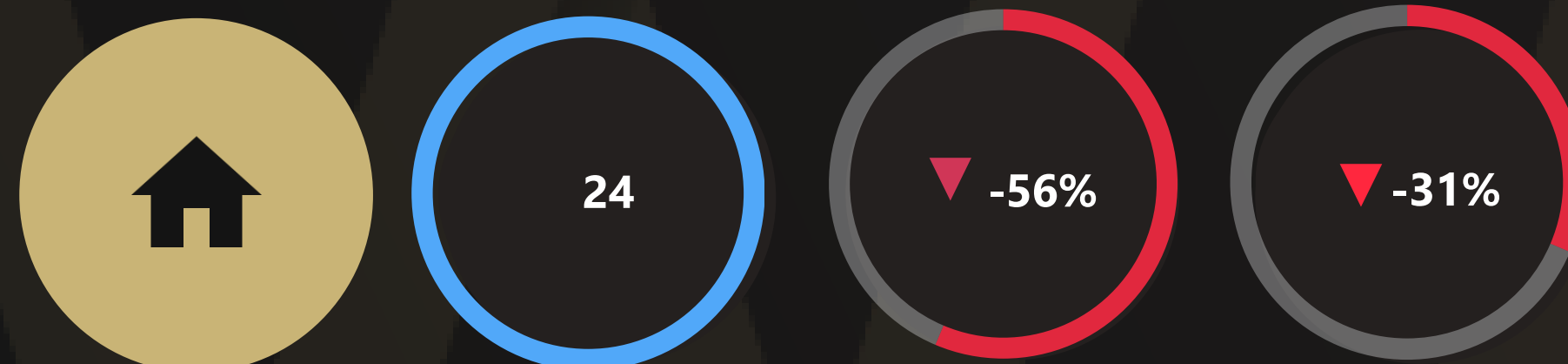
SALES TO ACTIVE

Jan 2020

Dec 2019

Jan 2019

In North Vancouver, the sales to active ratio for houses for January 2020 was 11%, a 22% decrease compared to December 2019, when the ratio was 33%, and no changes from last January.



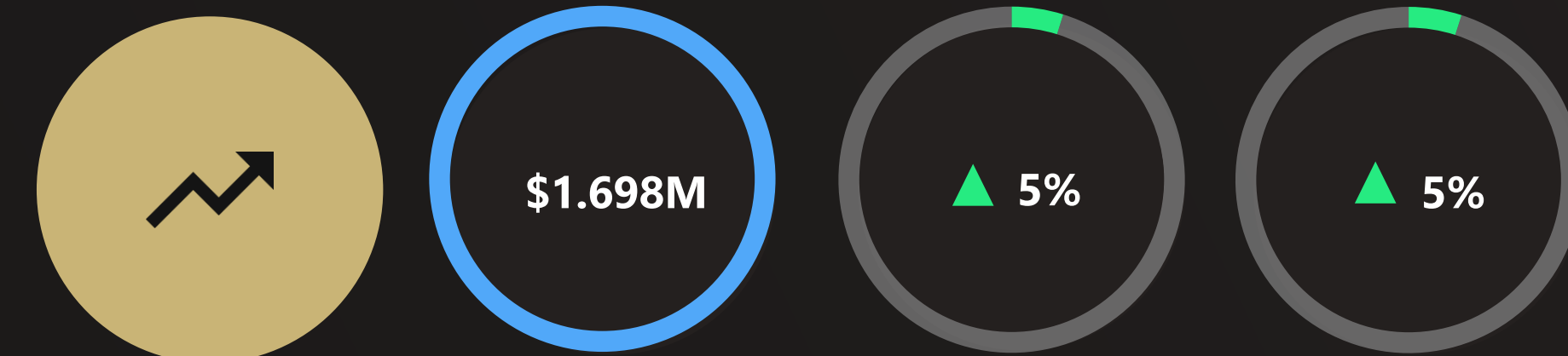
SALES

Jan 2020

Dec 2019

Jan 2019

The number of houses sold in North Vancouver in January 2020 was 24, a 56% decrease compared to December 2019, when 55 homes were sold, and a 31% decrease from the 35 properties sold last January.



AVERAGE PRICE

Jan 2020

Dec 2019

Jan 2019

In North Vancouver, the average sale price for houses in January 2020 was \$1.698M, a 5% increase compared to December 2019, when the average sale price was \$1.62M, and a 5% increase from the \$1.618M average sale price from last January.

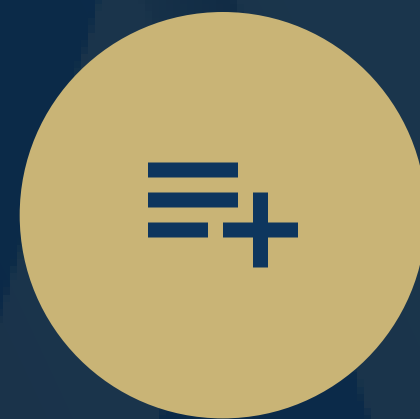
NORTH VANCOUVER

January, 2020



Condos and Townhouses

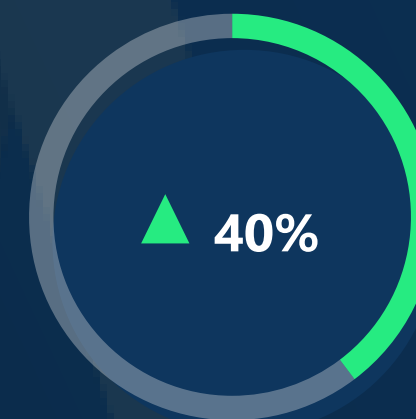
● CURRENT ● UP ● DOWN



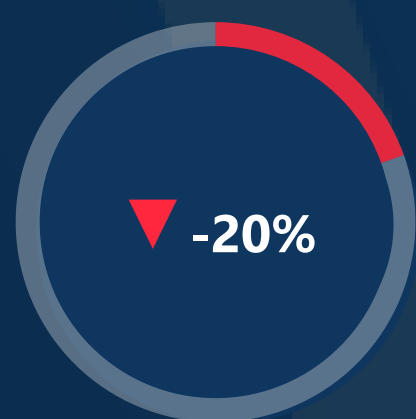
LISTINGS



Jan 2020



Dec 2019

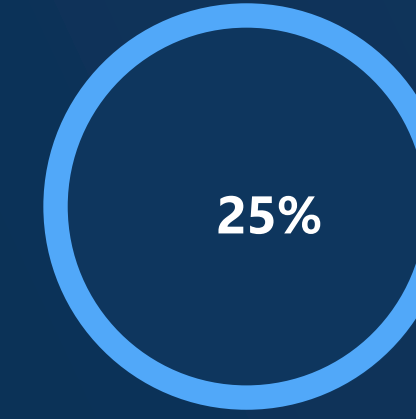


Jan 2019

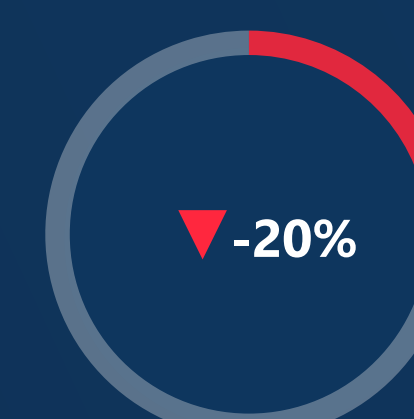
In North Vancouver, the number of new listings for condos and townhouses in January 2020 was 292, a 40% increase compared to December 2019, when 209 homes were listed, and a 20% decrease from the 363 properties listed last January.



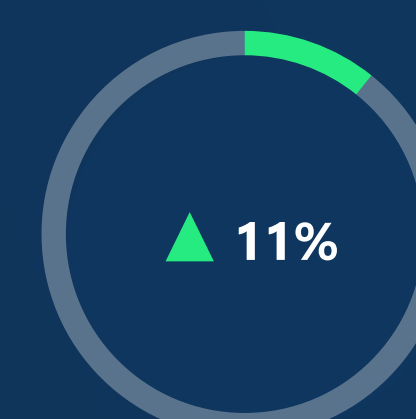
SALES TO ACTIVE



Jan 2020



Dec 2019



Jan 2019

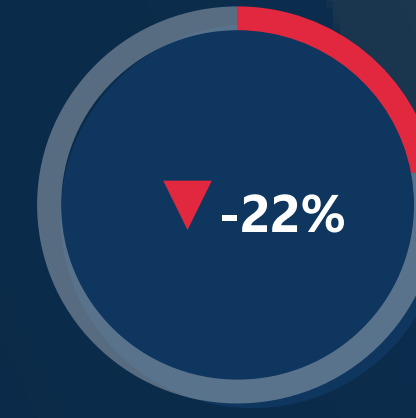
In North Vancouver, the sales-to-active listings ratio for condo and townhouses for January 2020 was 25%, a 20% decrease compared to December 2019, when the ratio was 45%, and a 11% increase from the 15% ratio last January.



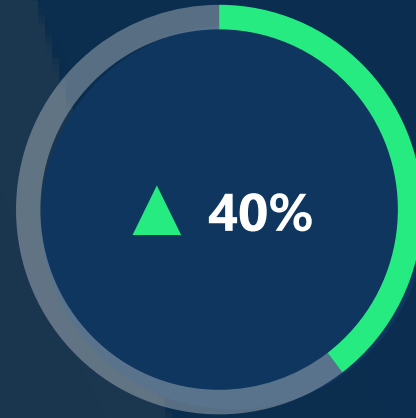
SALES



Jan 2020



Dec 2019



Jan 2019

The number of condos and townhouses sold in North Vancouver in January 2020 was 74, a 22% decrease compared to December 2019, when 95 homes were sold, and a 40% increase from the 53 properties sold last January.



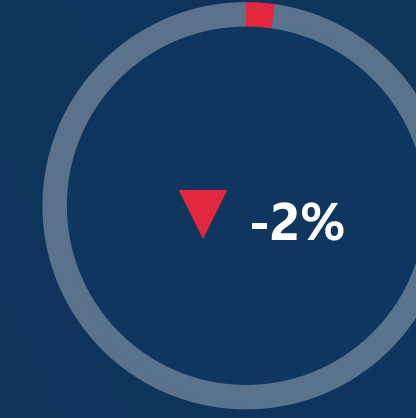
AVERAGE PRICE



Jan 2020



Dec 2019



Jan 2019

In North Vancouver, the average sale price for condos and townhouses in January 2020 was \$605K, a 17% decrease compared to December 2019, when the average sale price was \$733K, and a 2% decrease from the \$619K average sale price from last January.

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West Vancouver

January 2020

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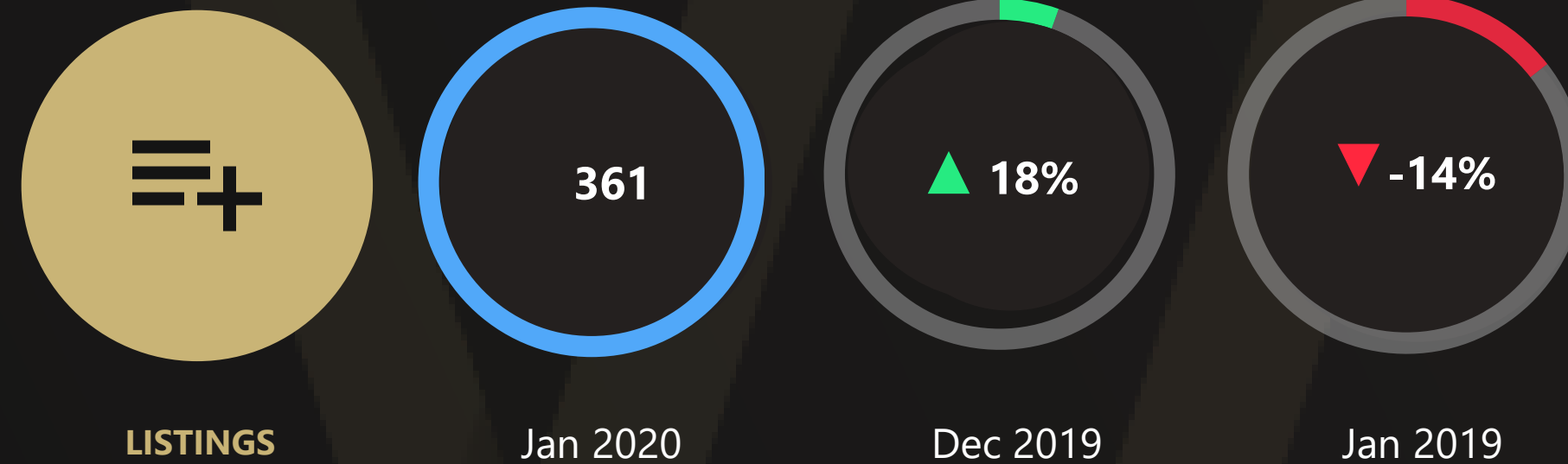
WEST VANCOUVER

January, 2020

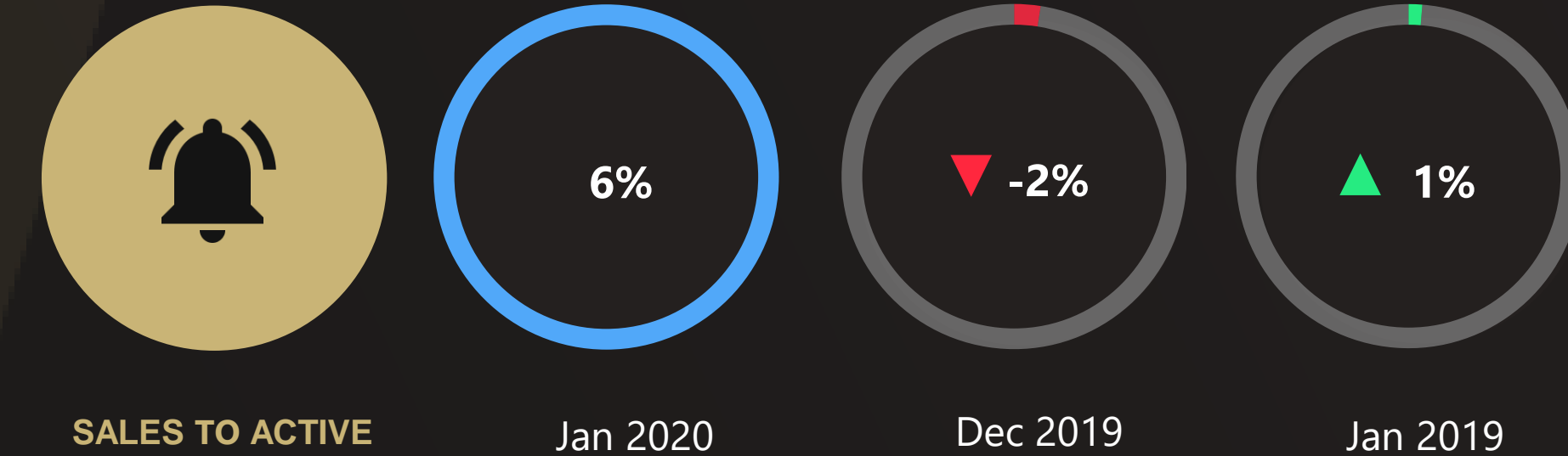


Detached and Houses

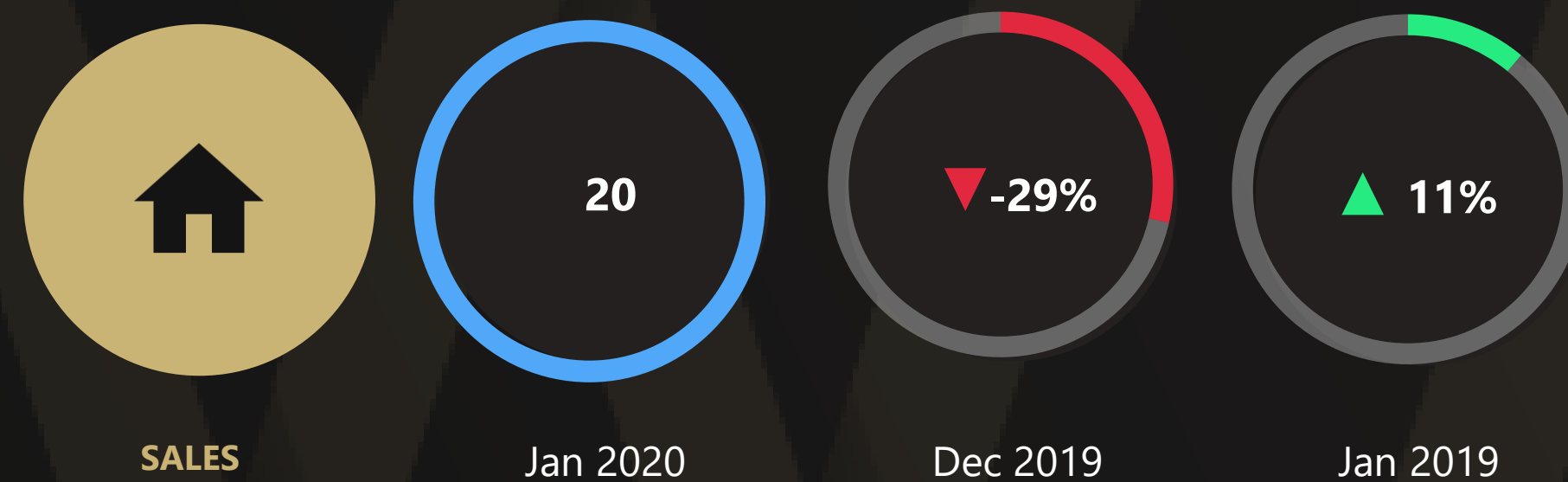
● CURRENT ● UP ● DOWN



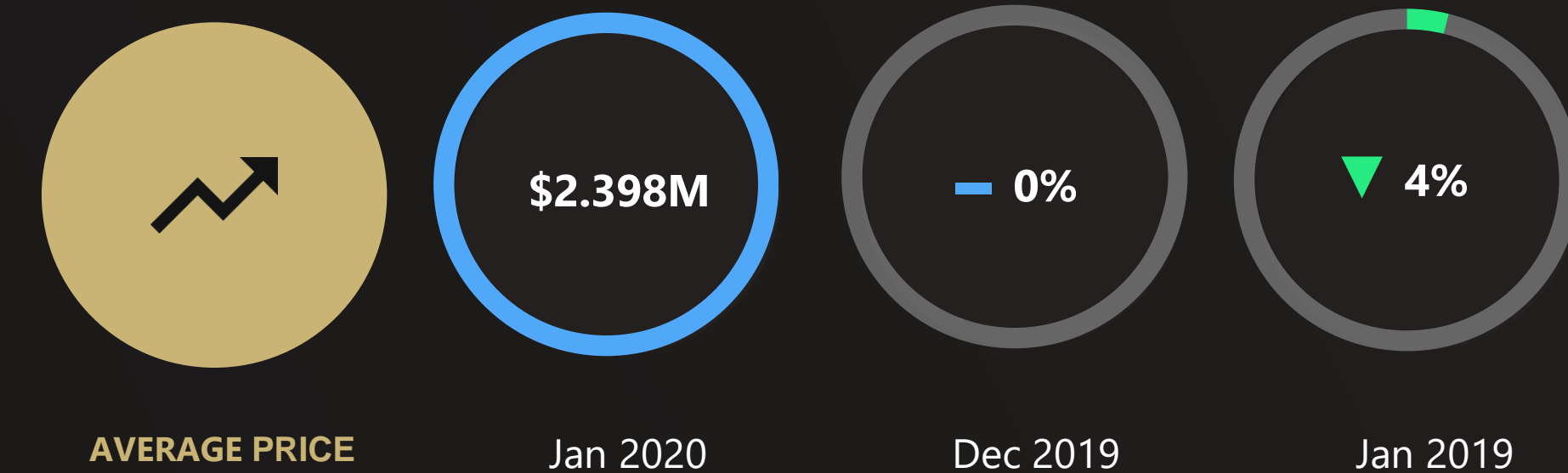
In West Vancouver houses, the number of new listings for residential properties in January 2020 was 361, a 18% increase compared to December 2019, when 305 homes were listed, and a 14% decrease from the 422 properties listed last January.



In West Vancouver, the sales to active ratio for houses for January 2020 was 6%, a 2% decrease compared to December 2019, when the ratio was 8%, and a 1% increase from the 4% ratio last January.



The number of houses sold in West Vancouver in January 2020 was 20, a 29% decrease compared to December 2019, when 28 homes were sold, and a 11% increase from the 18 properties sold last January.



In West Vancouver, the average sale price for houses in January 2020 was \$2.398M, no changes compared to December 2019, and a 4% increase from the \$2.308M average sale price from last January.

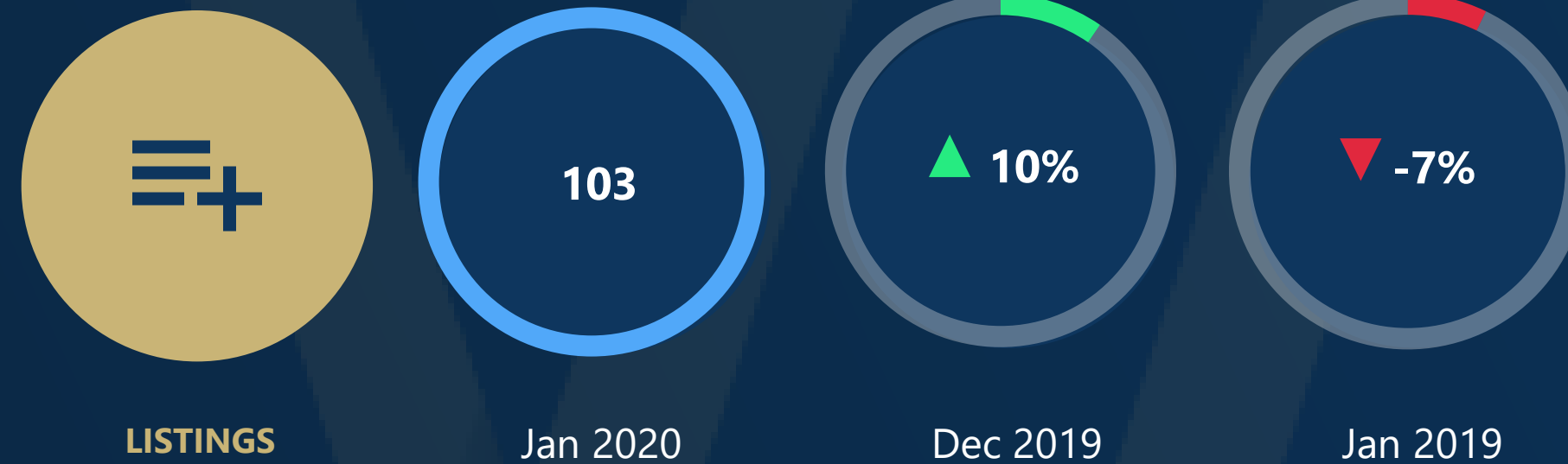
WEST VANCOUVER

January, 2020



Condos and Townhouses

● CURRENT ● UP ● DOWN



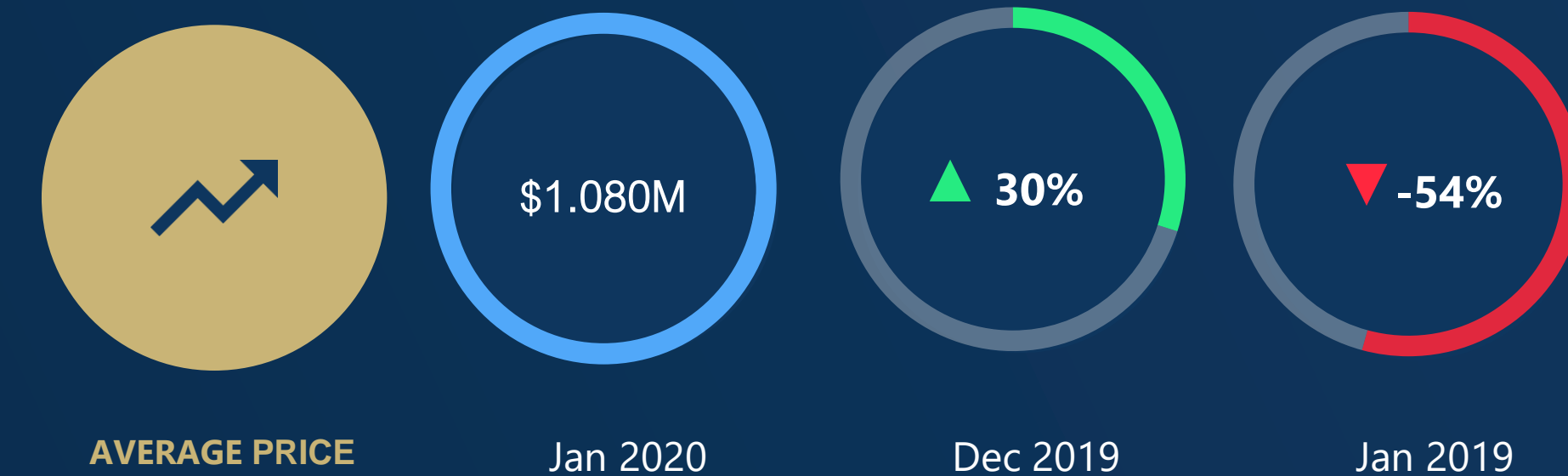
In West Vancouver, the number of new listings for condos and townhouses in January 2020 was 103, a 10% increase compared to December 2019, when 94 homes were listed, and a 7% decrease from the 111 properties listed last January.



In West Vancouver, the sales-to-active listings ratio for condos and townhouses for January 2020 was 8%, a 9% decrease compared to December 2019, when the ratio was 17%, and a 1% increase from the 7% ratio last January.



The number of houses sold in West Vancouver in January 2020 was 8, a 50% decrease compared to December 2019, when 16 homes were sold, and no changes from last January.



In West Vancouver, the average sale price for condos and townhouses in January 2020 was \$1.08M, a 30% increase compared to December 2019, when the average sale price was \$1.403M, and a 54% decrease from the \$3.069M average sale price from last January.

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By Amir Joharifard

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