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EFFECTIVE.



VIVID

REAL ESTATE

By Amir Joharifard

Market Update

July 2020

Areas

GREATER VANCOUVER
DOWNTOWN VANCOUVER

VANCOUVER WESTSIDE
VANCOUVER EASTSIDE

NORTH VANCOUVER
WEST VANCOUVER

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Greater Vancouver

July 2020

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21 CENTURY 21.
In Town Realty

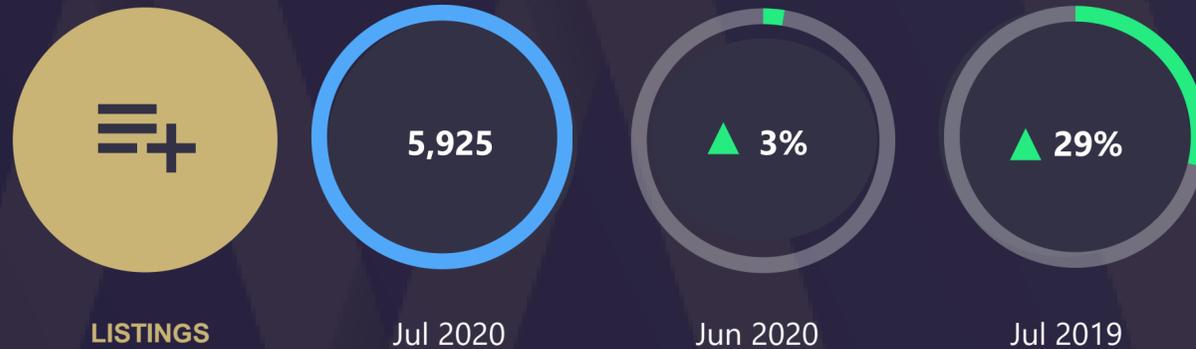
GREATER VANCOUVER

July, 2020

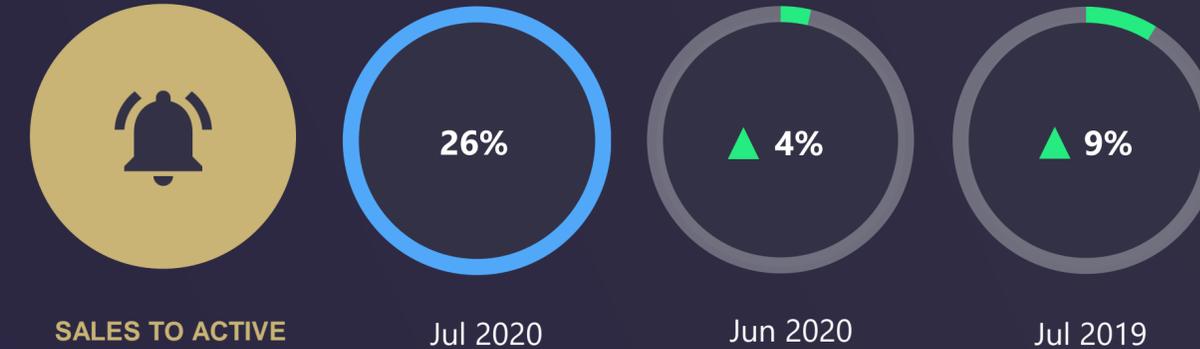


Detached and Attached Homes

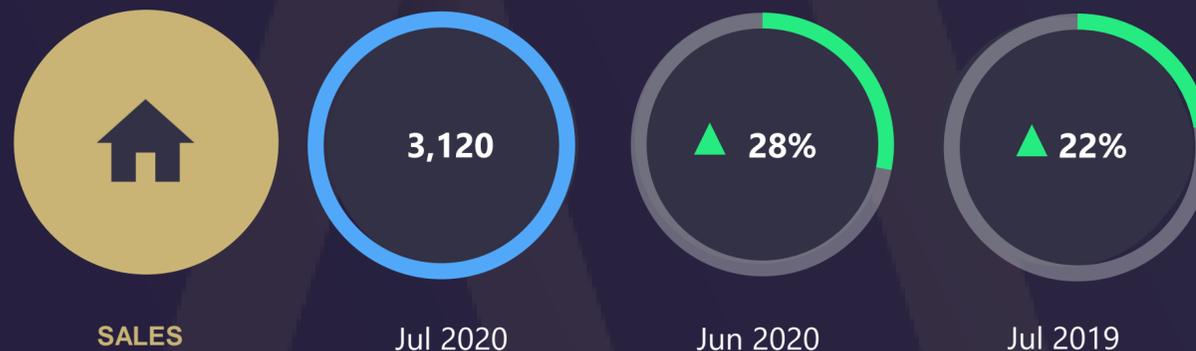
● CURRENT ● UP ● DOWN



In Greater Vancouver, the number of new listings for residential properties in July 2020 was 5,925, a 3% increase compared to June 2020, when 5,774 homes were listed, and a 29% increase from the 4,604 properties listed last July.



In Greater Vancouver, the sales-to-active listings ratio for residential properties for July 2020 was 26%, a 4% increase compared to June 2020, when the ratio was 22%, and a 9% increase from the 17% ratio last July.



The number of residential properties sold in Greater Vancouver in July 2020 was 3,120, a 28% increase compared to June 2020, when 2,435 homes were sold, and a 22% increase from the 2,550 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, 2020



Detached and Houses

● CURRENT ● UP ● DOWN



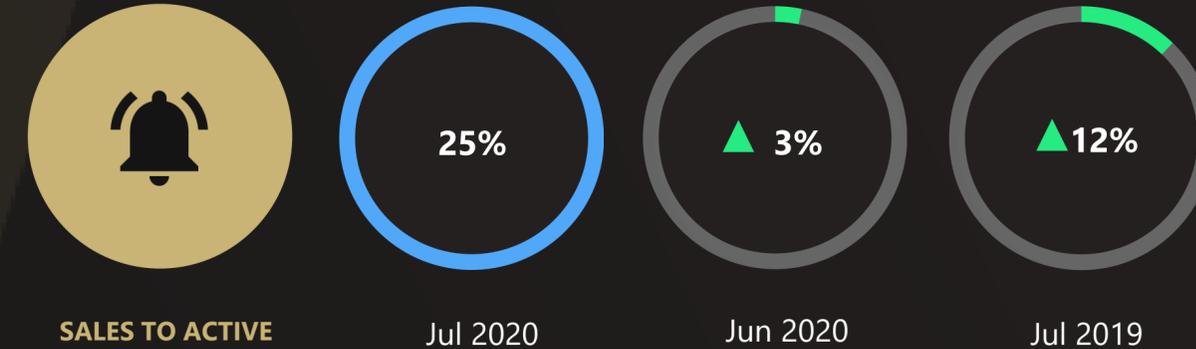
LISTINGS

Jul 2020

Jun 2020

Jul 2019

In Greater Vancouver, the number of new listings for detached properties in July 2020 was 1,905 a 1% decrease compared to June 2020, when 1,916 homes were listed, and a 20% increase from the 1,583 properties listed last July.



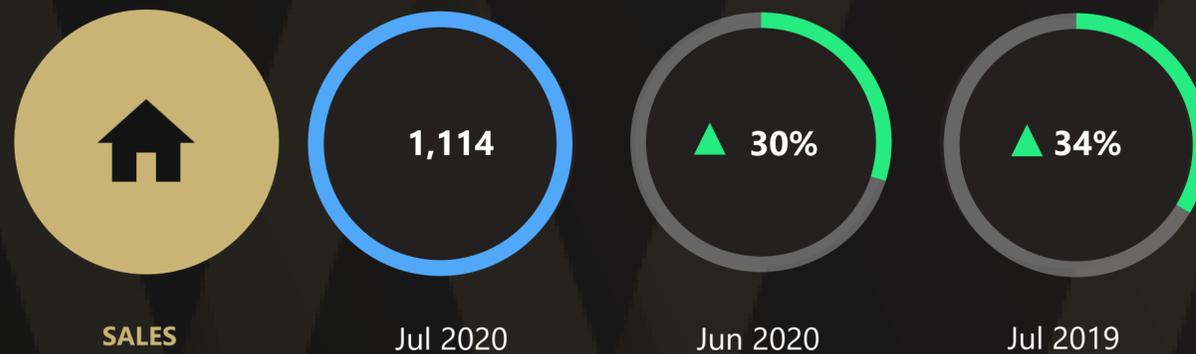
SALES TO ACTIVE

Jul 2020

Jun 2020

Jul 2019

In Greater Vancouver, the sales-to-active listings ratio for detached properties for July 2019 was 25%, a 3% increase compared to June 2020, when the ratio was 22%, and a 12% increase from the 13% ratio last July.



SALES

Jul 2020

Jun 2020

Jul 2019

The number of houses sold in Greater Vancouver in July 2020 was 1,114, a 30% increase compared to June 2020, when 858 homes were sold, and a 34% increase from the 834 properties sold last July.

Facts

The Average days on Market for Greater Vancouver detached properties in July 2020 was 41 days, a 4% decrease in comparison to 45 days in June. The average price per square foot for Greater Vancouver detached properties in July 2020 was \$603, a 1% decrease in comparison to \$ 609 per square foot in June 2020.

GREATER VANCOUVER

July, 2020



Condos and Townhouses

● CURRENT ● UP ● DOWN



LISTINGS

Jul 2020

Jun 2020

Jul 2019

In Greater Vancouver, the number of new listings for condos and townhouses in July 2020 was 4,020, a 4% increase compared to June 2020, when 3,858 homes were listed, and a 33% increase from the 3,021 properties listed last July.



SALES TO ACTIVE

Jul 2020

Jun 2020

Jul 2019

In Greater Vancouver, the sales-to-active listings ratio condos and townhouse in July 2020 was 26%, a 4% increase compared to June 2020, when the ratio was 22%, and a 30% decrease from the 57% ratio last July.



SALES

Jul 2020

Jun 2020

Jul 2019

The number of condos and townhouses sold in Greater Vancouver condos in July 2020 was 2006, a 27% increase compared to June 2020, when 1557 homes were sold, and a 17% increase from the 1716 properties sold last July.

Facts

The average days on the market for Greater Vancouver condos in July 2020 was 31 days, while for townhouses it was 33 days. The average price per square foot for Greater Vancouver condos was \$779 in July 2020, whereas for townhouses it was \$589 per square foot.

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Downtown Vancouver

July 2020

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DOWNTOWN VANCOUVER

July, 2020



Condos and Townhouses

● CURRENT ● UP ● DOWN



In Downtown Vancouver, the number of new listings for condo and townhouses in July 2020 was 963, a 16% increase compared to June 2020, when 963 homes were listed, and a 17% increase from the 826 properties listed last July.



In Downtown Vancouver, the sales-to-active listings ratio for condos and townhouses for July 2020 was 18%, a 2% increase compared to June 2020, when the ratio was 16%, and a 2% decrease from the 20% ratio last July.



The number of condos and townhouses sold in Downtown Vancouver in July 2020 was 176, a 32% increase compared to June 2020, when 133 homes were sold, and a 5% increase from the 167 properties sold last July.



In Downtown Vancouver, the average sale price for condos and townhouses in July 2020 was \$745K, no significant changes compared to June 2020, when the average sale price was \$742K, and a 3% decrease from the \$765K average sale price from last July.

Market Type

DOWNTOWN VANCOUVER

July, 2020



Condos and Townhouses

● Seller Market

● Buyer Market

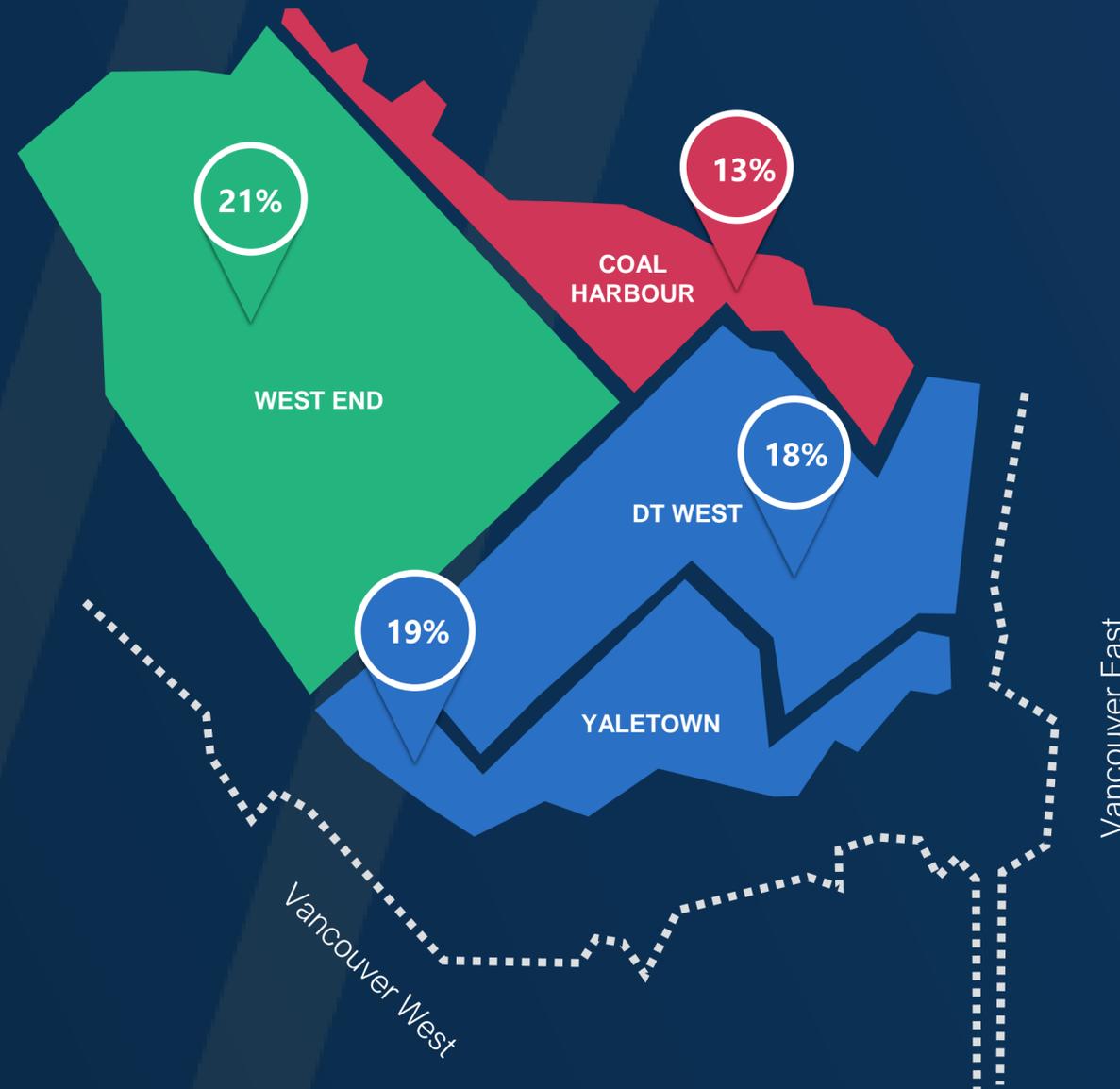
● N/A*

● 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

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VANCOUVER WESTSIDE

July, 2020

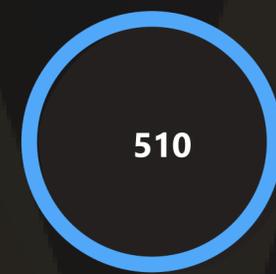


Detached and Houses

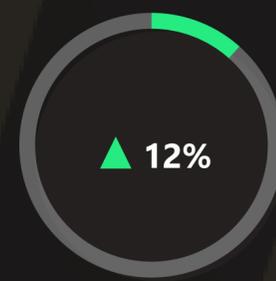
● CURRENT ● UP ● DOWN



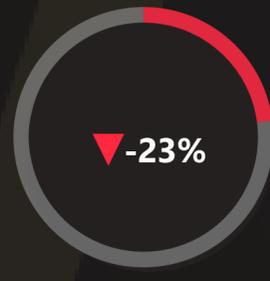
LISTINGS



Jul 2020



Jun 2020

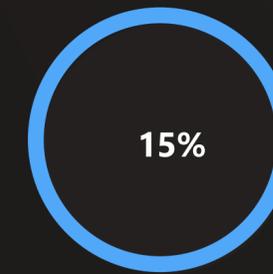


Jul 2019

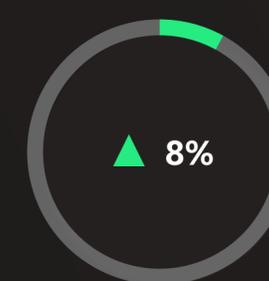
In Vancouver West, the number of new listings for detached properties in July 2020 was 510, a 12% increase compared to June 2020, when 457 homes were listed, and a 23% decrease from the 662 properties listed last July.



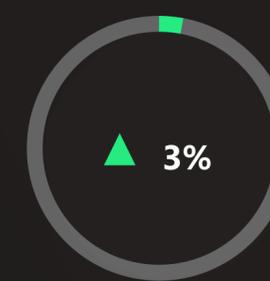
SALES TO ACTIVE



Jul 2020



Jun 2020



Jul 2019

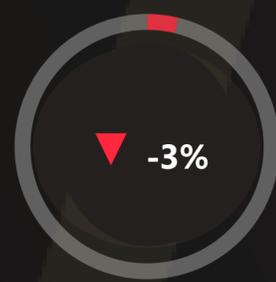
In Vancouver West, the sales-to-active listings ratio for houses for July 2020 was 15%, an 8% increase compared to June 2020, when the ratio was 7%, and a 3% increase from the 12% ratio last July.



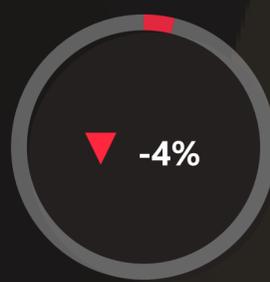
SALES



Jul 2020



Jun 2020



Jul 2019

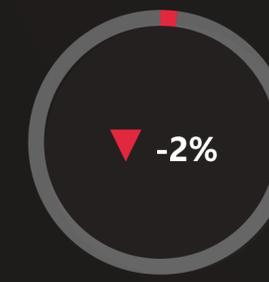
The number of houses sold in Vancouver West in July 2020 was 76, a 3% decrease compared to June 2020, when 78 homes were sold, and a 4% decrease from the 79 properties sold last July.



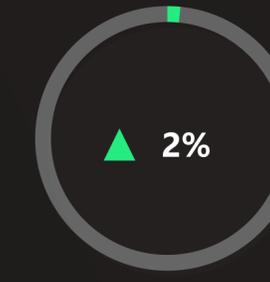
AVERAGE PRICE



Jul 2020



Jun 2020



Jul 2019

In Vancouver West, the average sale price for houses in July 2020 was \$3.048M, a 2% decrease compared to June 2020, when the average sale price was \$3.113M, and a 2% increase from the \$3M average sale price from last July.

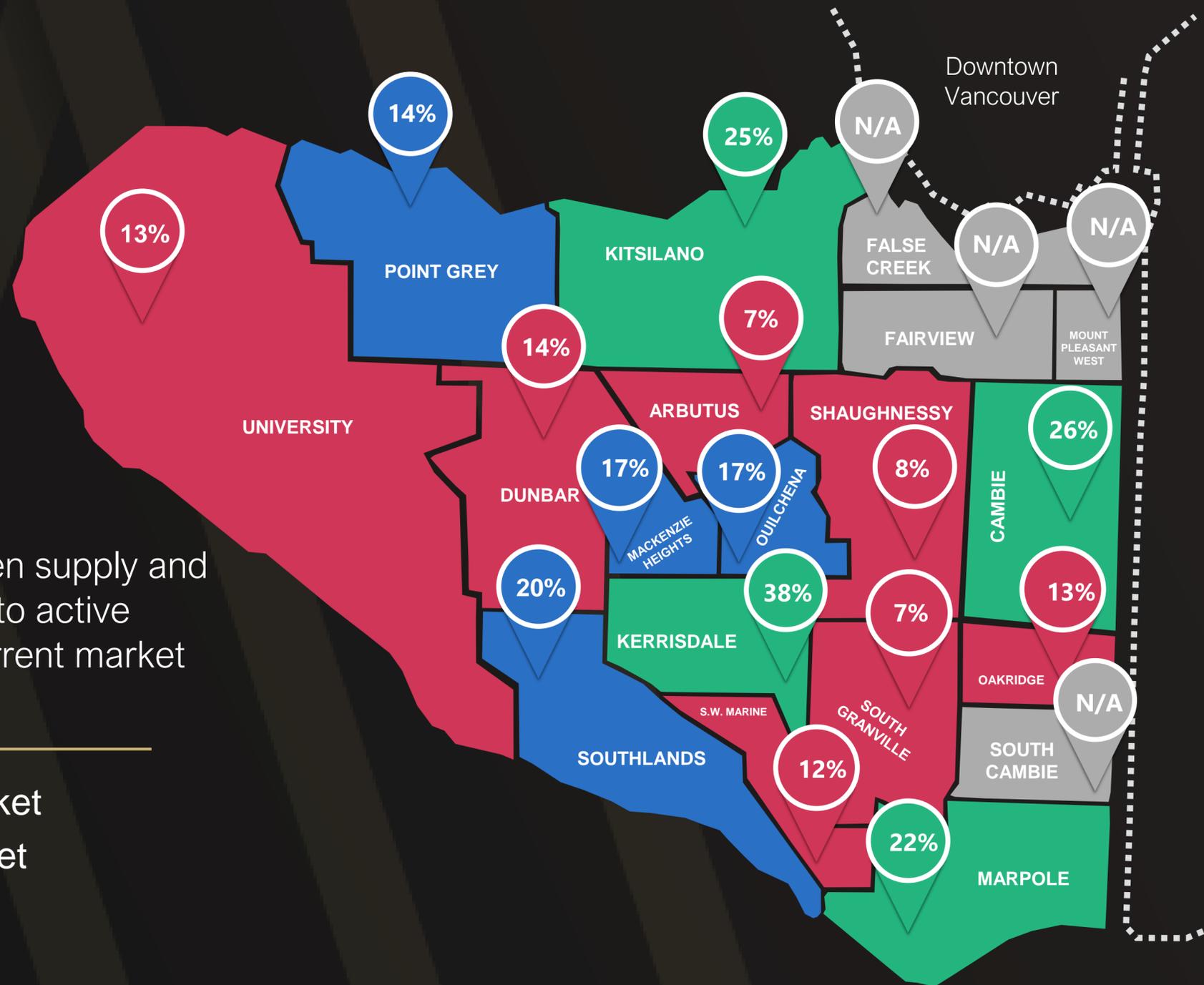
Market Type

VANCOUVER WESTSIDE

July, 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

July, 2020



Condos and Townhouses

● CURRENT ● UP ● DOWN



In Vancouver West, the number of new listings for condos and townhouses in July 2020 was 909, a 10% increase compared to June 2020, when 825 homes were listed, and a 2% decrease from the 931 properties listed last July.



In Vancouver West, the sales-to-active listings ratio for condo and townhouses for July 2020 was 23%, a 1% increase compared to June 2020, when the ratio was 22%, and a 2% decrease from the 25% ratio last July.



The number of condos and townhouses sold in Vancouver West in July 2020 was 211, a 15% increase compared to June 2020, when 183 homes were sold, and a 10% decrease from the 234 properties sold last July.



In Vancouver West, the average sale price for condos and townhouses in July 2020 was \$799K, a 5% decrease compared to June 2020, when the average sale price was \$840K, and a 1% decrease from the \$805K average sale price from last July.

Market Type

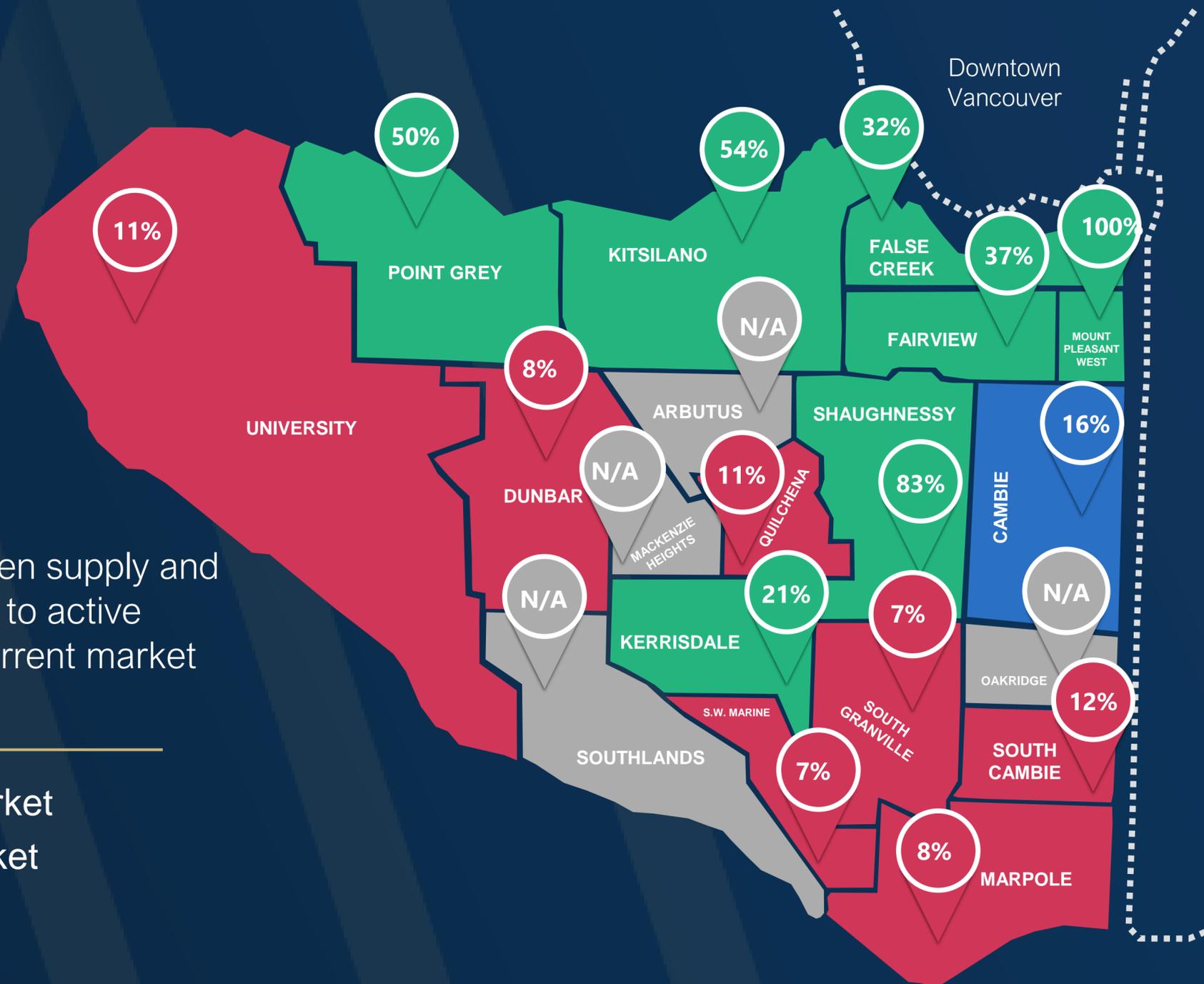
VANCOUVER WESTSIDE

July, 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

July, 2020



Detached and Houses

● CURRENT ● UP ● DOWN



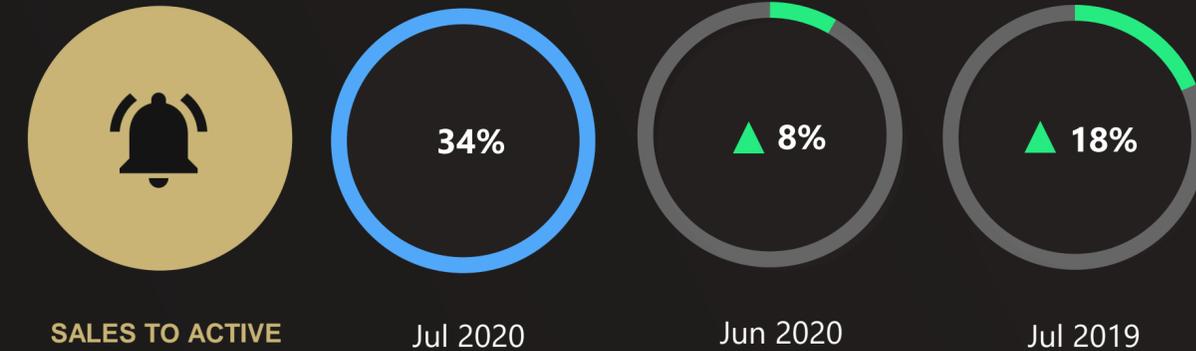
LISTINGS

Jul 2020

Jun 2020

Jul 2019

In Vancouver East, the number of new listings for detached properties in July 2020 was 405, a no significant changes compared to June 2020, when 404 homes were listed, and a 37% decrease from the 643 properties listed last July.



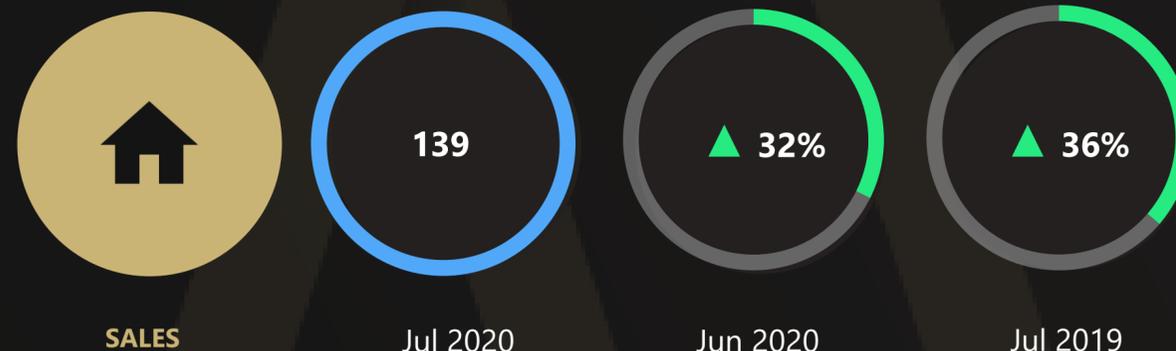
SALES TO ACTIVE

Jul 2020

Jun 2020

Jul 2019

In Vancouver East, the sales to active ratio for houses for July 2020 was 34%, a 8% increase compared to June 2020, when the ratio was 26%, and a 18% increase from the 16% ratio last July.



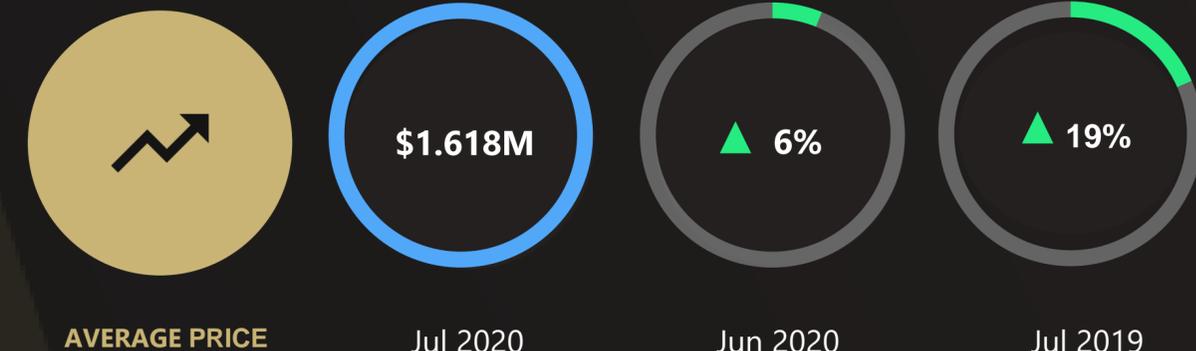
SALES

Jul 2020

Jun 2020

Jul 2019

The number of houses sold in Vancouver East in July 2020 was 139, a 32% increase compared to June 2020, when 105 homes were sold, and a 36% increase from the 102 properties sold last July.



AVERAGE PRICE

Jul 2020

Jun 2020

Jul 2019

In Vancouver East, the average sale price for houses in July 2020 was \$1.618M, a 6% increase compared to June 2020, when the average sale price was \$1.525M, and a 19% increase from the \$1.355M average sale price from last July.

Market Type

VANCOUVER EASTSIDE

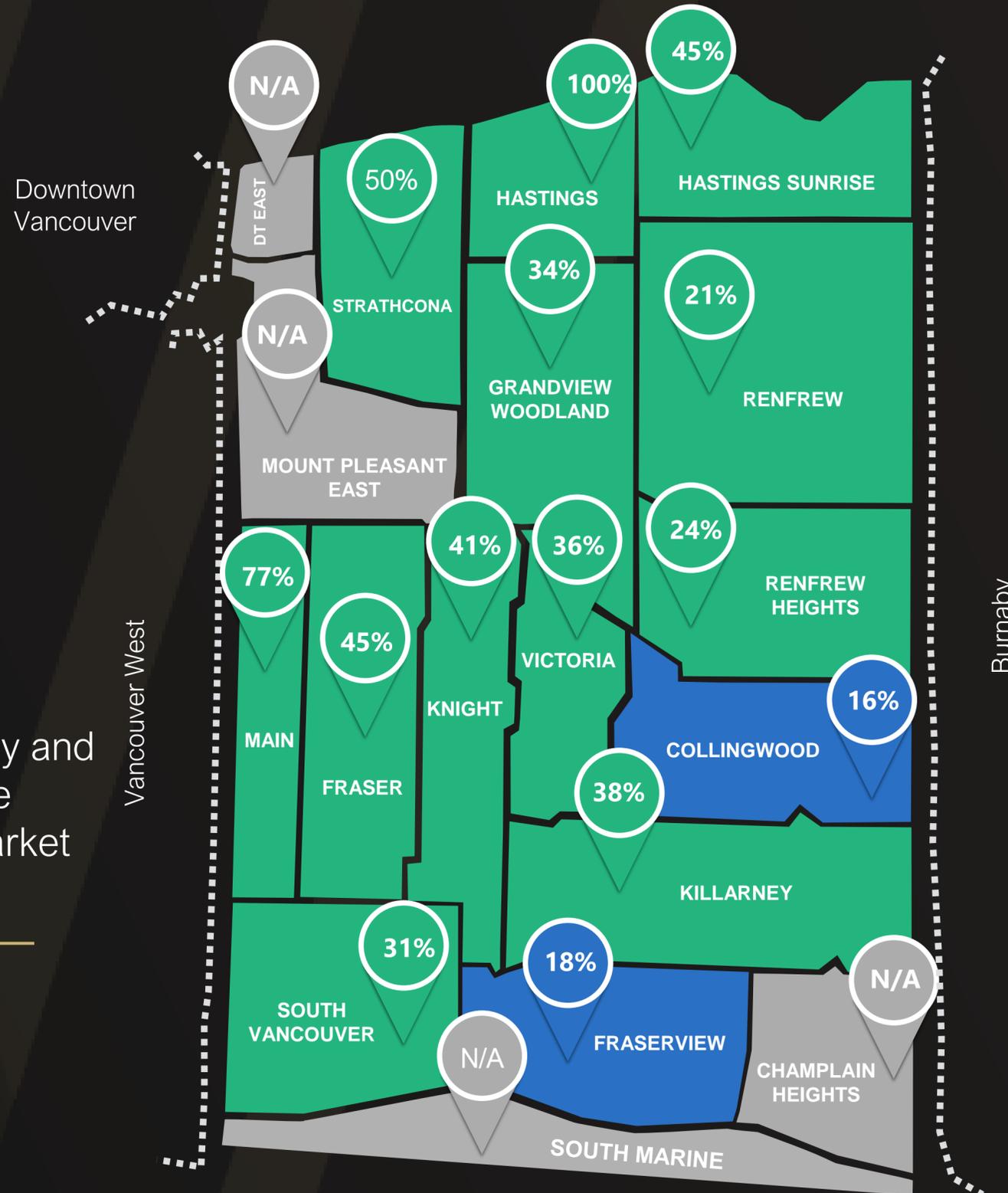
July, 2020

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

July, 2020



Condos and Townhouses

CURRENT UP DOWN



In Vancouver East, the number of new listings for condos and townhouses in July 2020 was 606, a 16% increase compared to June 2020, when 522 homes were listed, and a 8% increase from the 561 properties listed last July.



In Vancouver East, the sales to active ratio for houses for Jul 2020 was 31%, a 1% increase compared to June 2020, when the ratio was 30%, and a 3% increase from the 27% ratio last July.



The number of condos and townhouses sold in Vancouver East in July 2020 was 185, a 19% increase compared to June 2020, when 155 homes were sold, and a 22% increase from the 152 properties sold last July.



In Vancouver East, the average sale price for condos and townhouses in July 2020 was \$655K, a 1% increase compared to June 2020, when the average sale price was \$650K, and a 9% increase from the \$602K average sale price from last July.

Market Type

VANCOUVER EASTSIDE

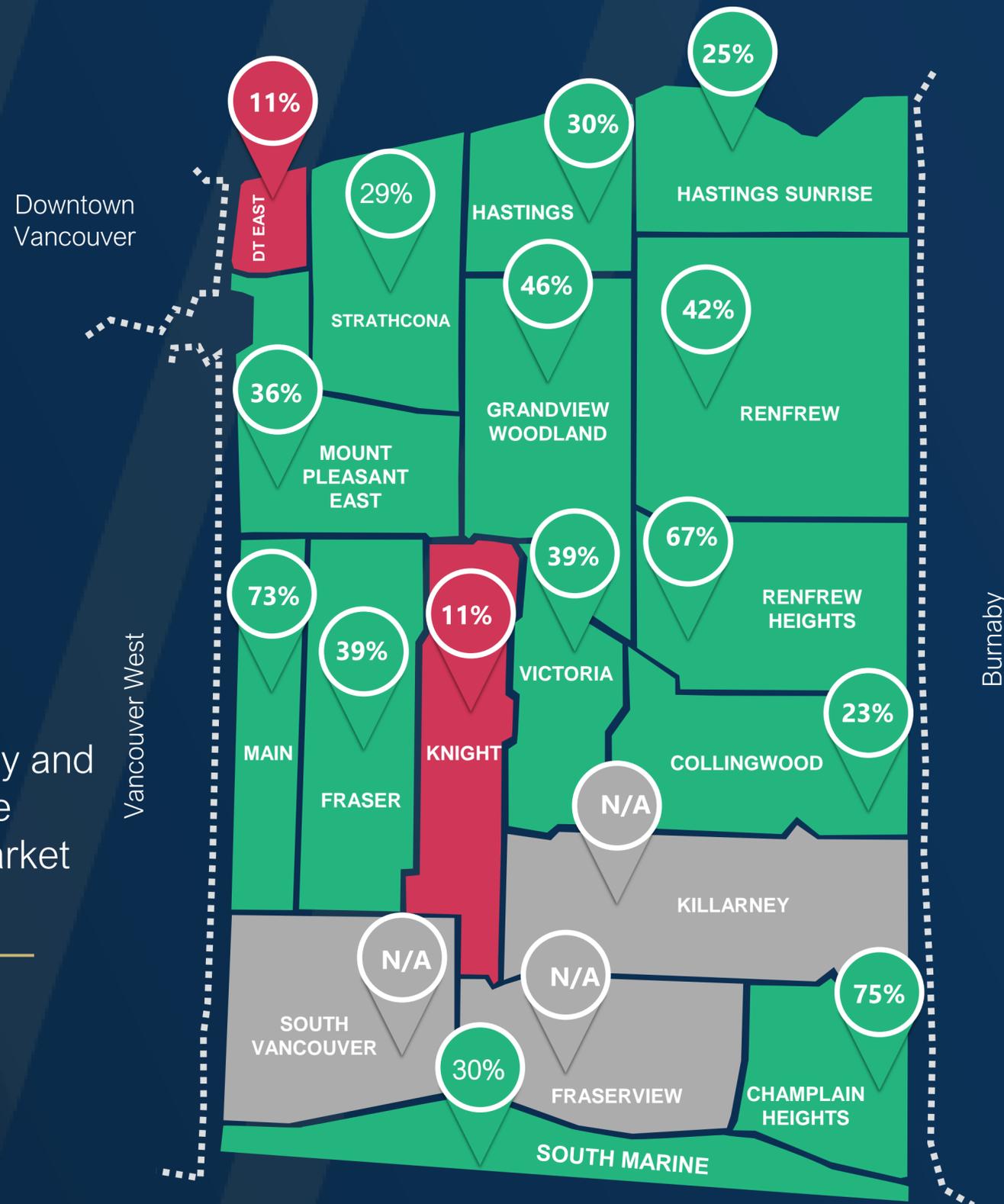
July, 2020

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

July 2020

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NORTH VANCOUVER

July, 2020

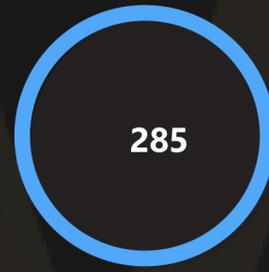


Detached and Houses

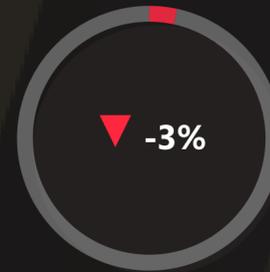
● CURRENT ● UP ● DOWN



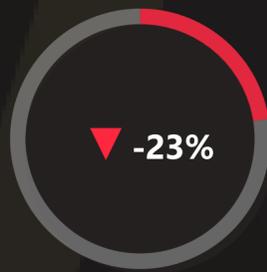
LISTINGS



Jul 2020



Jun 2020

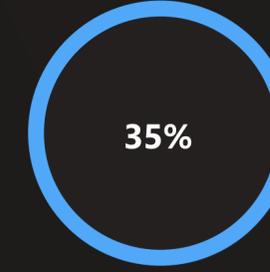


Jul 2019

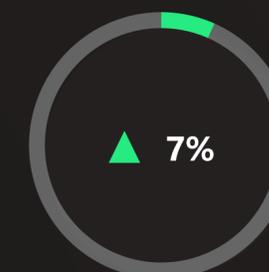
In North Vancouver, the number of new listings for detached properties in July 2020 was 285, a 3% decrease compared to June 2020, when 295 homes were listed, and a 23% decrease from the 368 properties listed last July.



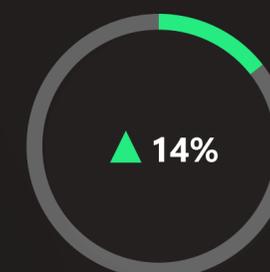
SALES TO ACTIVE



Jul 2020



Jun 2020

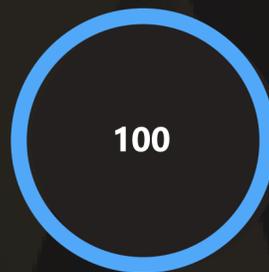


Jul 2019

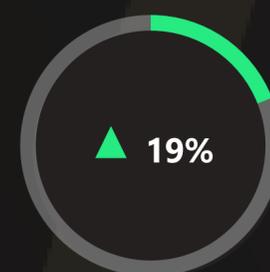
In North Vancouver, the sales to active ratio for houses for July 2020 was 35%, a 7% increase compared to June 2020, when the ratio was 28%, and a 14% increase from the 21% ratio last July.



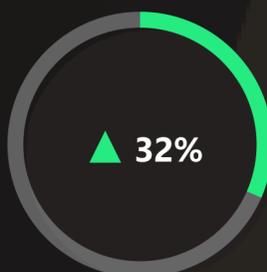
SALES



Jul 2020



Jun 2020



Jul 2019

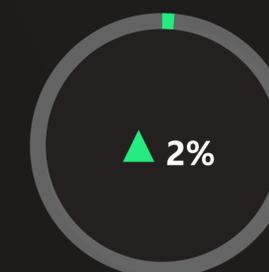
The number of houses sold in North Vancouver in July 2020 was 100, a 19% increase compared to June 2020, when 84 homes were sold, and a 32% increase from the 76 properties sold last July.



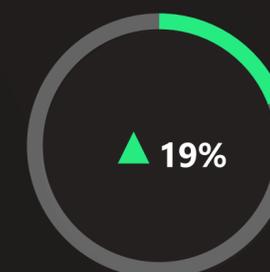
AVERAGE PRICE



Jul 2020



Jun 2020



Jul 2019

In North Vancouver, the average sale price for houses in July 2020 was \$1.733M, a 2% increase compared to June 2020, when the average sale price was \$1.707M, and a 19% increase from the \$1.453M average sale price from last July.

NORTH VANCOUVER

July, 2020



Condos and Townhouses

● CURRENT ● UP ● DOWN



LISTINGS



508

Jul 2020



▲ 12%

Jun 2020



— 0%

Jul 2019

In North Vancouver, the number of new listings for condos and townhouses in July 2020 was 508, a 12% increase compared to June 2020, when 454 homes were listed, and no significant changes from the 506 properties listed last July.

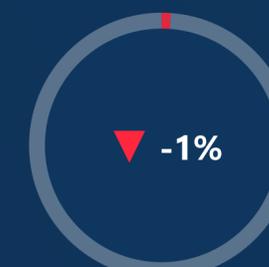


SALES TO ACTIVE



32%

Jul 2020



▼ -1%

Jun 2020



▲ 7%

Jul 2019

In North Vancouver, the sales-to-active listings ratio for condo and townhouses for July 2020 was 32%, a 1% decrease compared to June 2020, when the ratio was 33%, and a 7% increase from the 25% ratio last July.



SALES



161

Jul 2020



▲ 8%

Jun 2020



▲ 30%

Jul 2019

The number of condos and townhouses sold in North Vancouver in July 2020 was 161, a 8% increase compared to June 2020, when 149 homes were sold, and a 30% increase from the 124 properties sold last July.



AVERAGE PRICE



\$742K

Jul 2020



▲ 3%

Jun 2020



▲ 7%

Jul 2019

In North Vancouver, the average sale price for condos and townhouses in July 2020 was \$742K, a 3% increase compared to June 2020, when the average sale price was \$720K, and a 7% increase from the \$696K average sale price from last July.

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West Vancouver

July 2020

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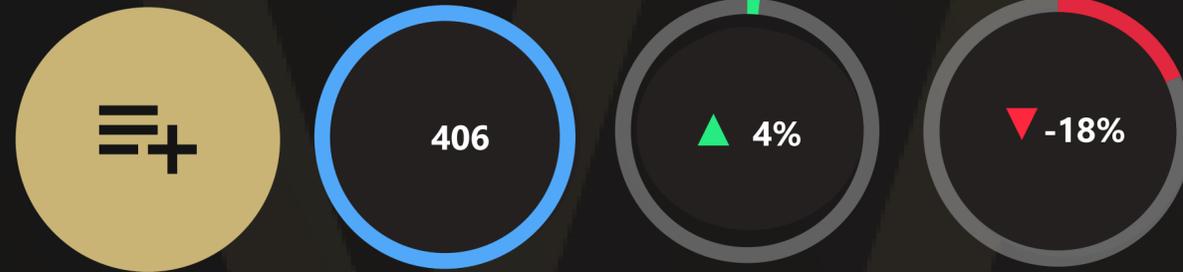
WEST VANCOUVER

July, 2020



Detached and Houses

● CURRENT ● UP ● DOWN



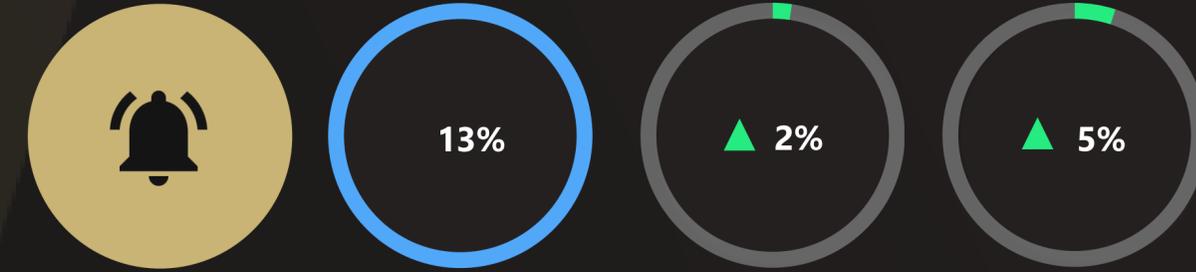
LISTINGS

Jul 2020

Jun 2020

Jul 2019

In West Vancouver houses, the number of new listings for residential properties in July 2020 was 406, a 4% increase compared to June 2020, when 392 homes were listed, and a 18% decrease from the 497 properties listed last July.



SALES TO ACTIVE

Jul 2020

Jun 2020

Jul 2019

In West Vancouver, the sales to active ratio for houses for July 2020 was 13%, a 2% increase compared to June 2020, when the ratio was 11%, and a 5% increase from the 8% ratio last July.



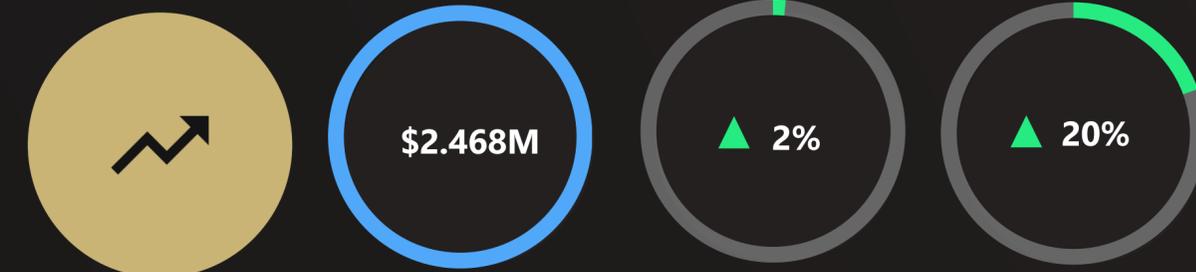
SALES

Jul 2020

Jun 2020

Jul 2019

The number of houses sold in West Vancouver in July 2020 was 53, a 26% increase compared to June 2020, when 42 homes were sold, and a 33% increase from the 40 properties sold last July.



AVERAGE PRICE

Jul 2020

Jun 2020

Jul 2019

In West Vancouver, the average sale price for houses in July 2020 was \$2.468M, a 2% increase compared to June 2020, when the average sale price was \$2.43M, and a 20% increase from the \$2.065M average sale price from last July.

WEST VANCOUVER

July, 2020



Condos and Townhouses

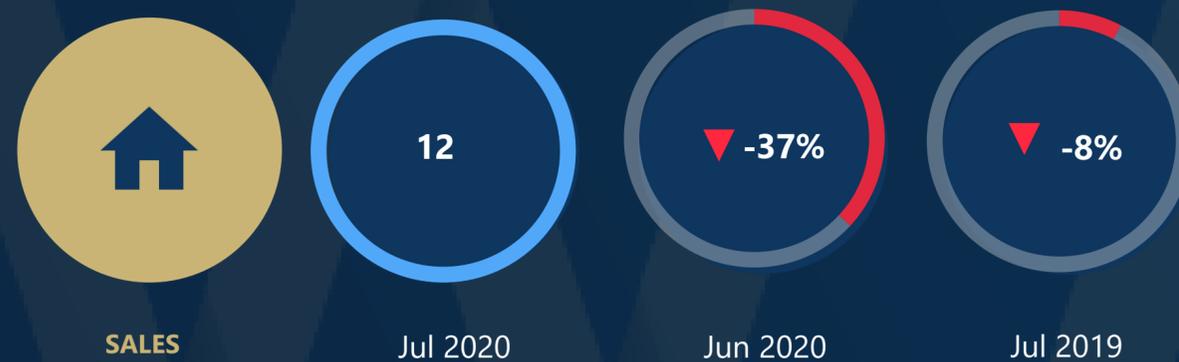
● CURRENT ● UP ● DOWN



In West Vancouver, the number of new listings for condos and townhouses in July 2020 was 177, a 22% increase compared to June 2020, when 145 homes were listed, and a 8% increase from the 164 properties listed last July.



In West Vancouver, the sales-to-active listings ratio for condos and townhouses for July 2020 was 7%, a 6% decrease compared to June 2020, when the ratio was 13%, and a 1% decrease from the 8% ratio last July.



The number of condos and townhouses sold in West Vancouver in July 2020 was 12, a 37% decrease compared to June 2020, when 19 homes were sold, and an 8% decrease from the 13 properties sold last July.



In West Vancouver, the average sale price for condos and townhouses in July 2020 was \$1.523M, a 34% increase compared to June 2020, when the average sale price was \$1.14M, and a 102% increase from the \$755K average sale price from last July.

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to see whether you should
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