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REAL ESTATE

*By Amir Joharifard*

# Market Update

July 2018

# Areas

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**GREATER VANCOUVER**  
**DOWNTOWN VANCOUVER**

**VANCOUVER WESTSIDE**  
**VANCOUVER EASTSIDE**

**NORTH VANCOUVER**  
**WEST VANCOUVER**

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# Greater Vancouver

July 2018



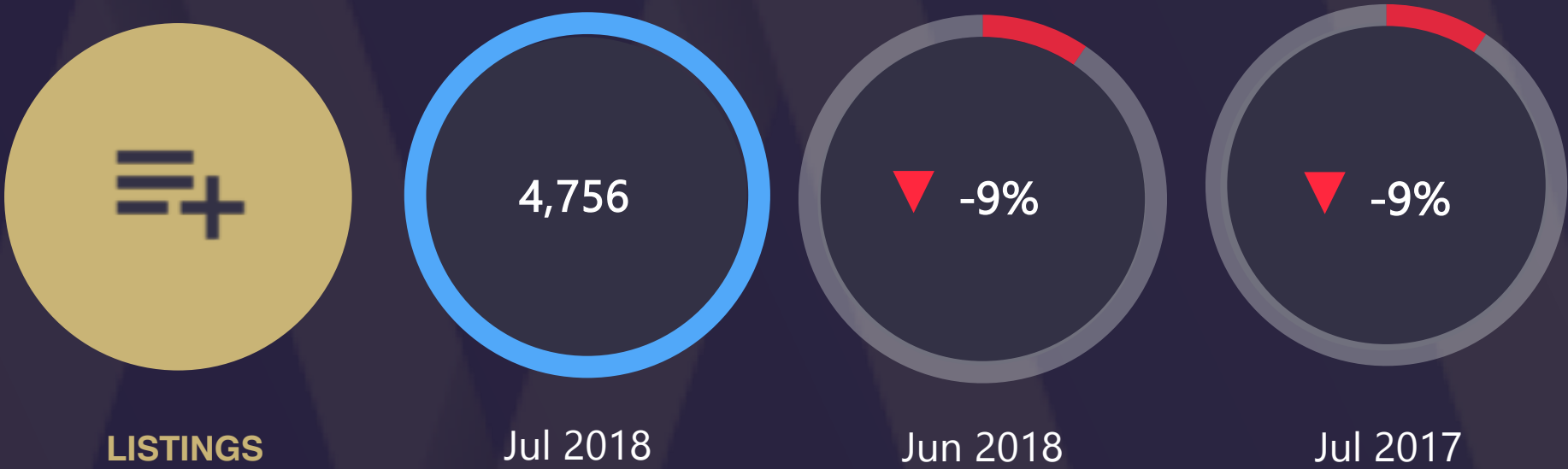
# GREATER VANCOUVER

July 2018

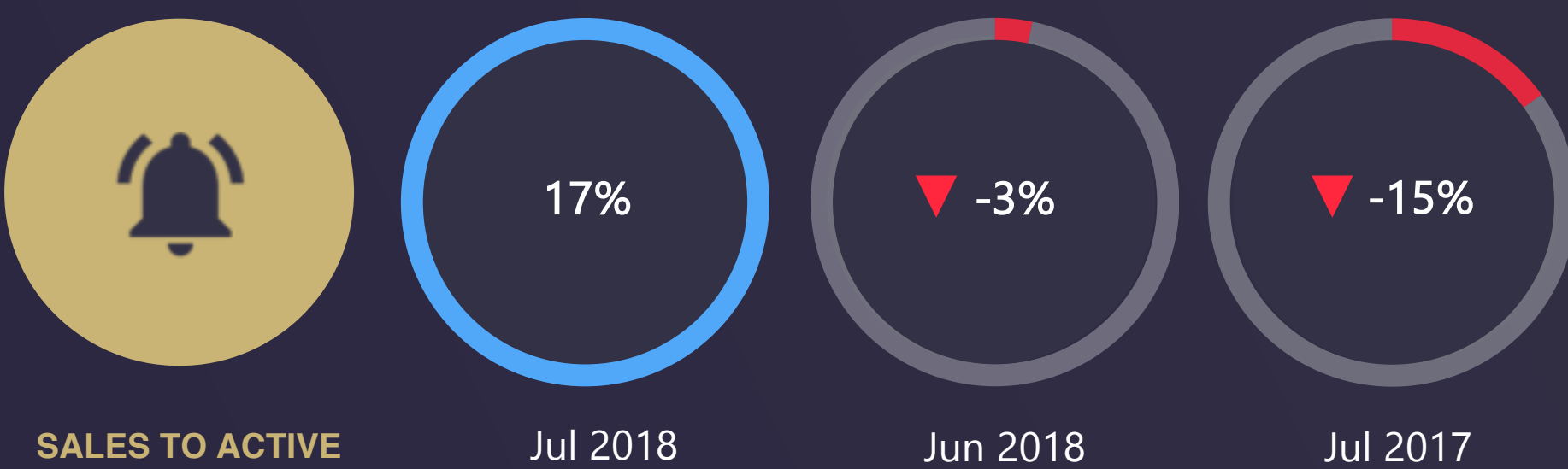


Detached and Attached Homes

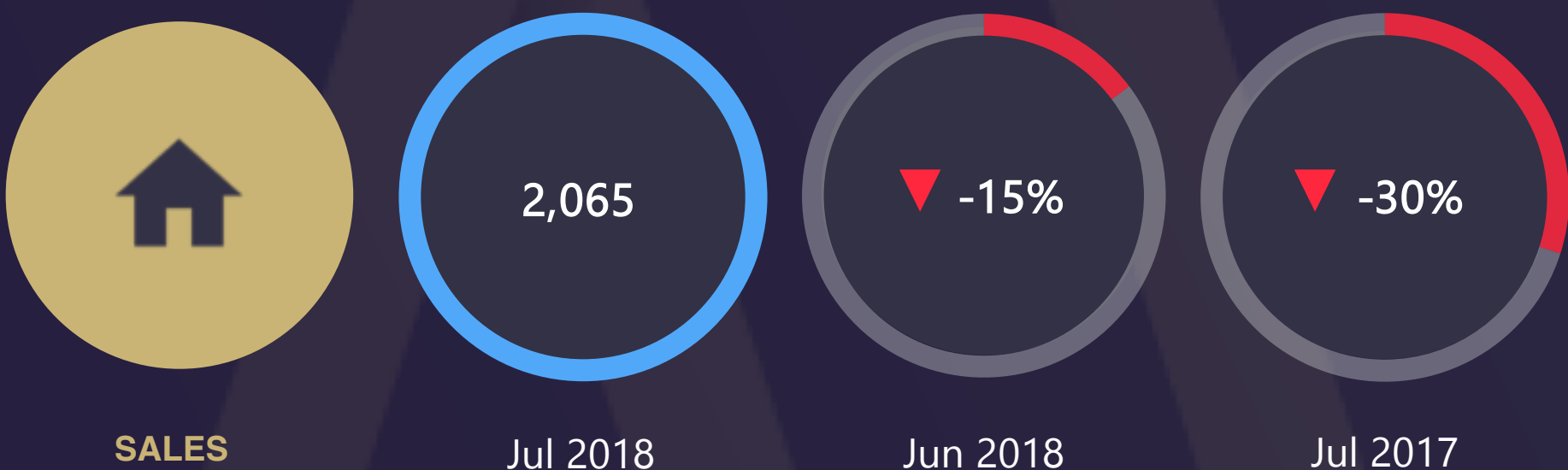
CURRENT UP DOWN



In Greater Vancouver, the number of new listings for residential properties in July 2018 was 4,756, a 9% decrease compared to June 2018, when 5,253 homes were listed, and a 9% decrease from the 5,243 properties listed last July.



In Greater Vancouver, the sales-to-active listings ratio for residential properties for July 2018 was 17%, a 3% decrease compared to June 2018, when the ratio was 20%, and a 15% decrease from the 32% ratio last July.



The number of residential properties sold in Greater Vancouver in July 2018 was 2,065, a 15% decrease compared to June 2018, when 2,422 homes were sold, and a 30% decrease from the 2,947 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.

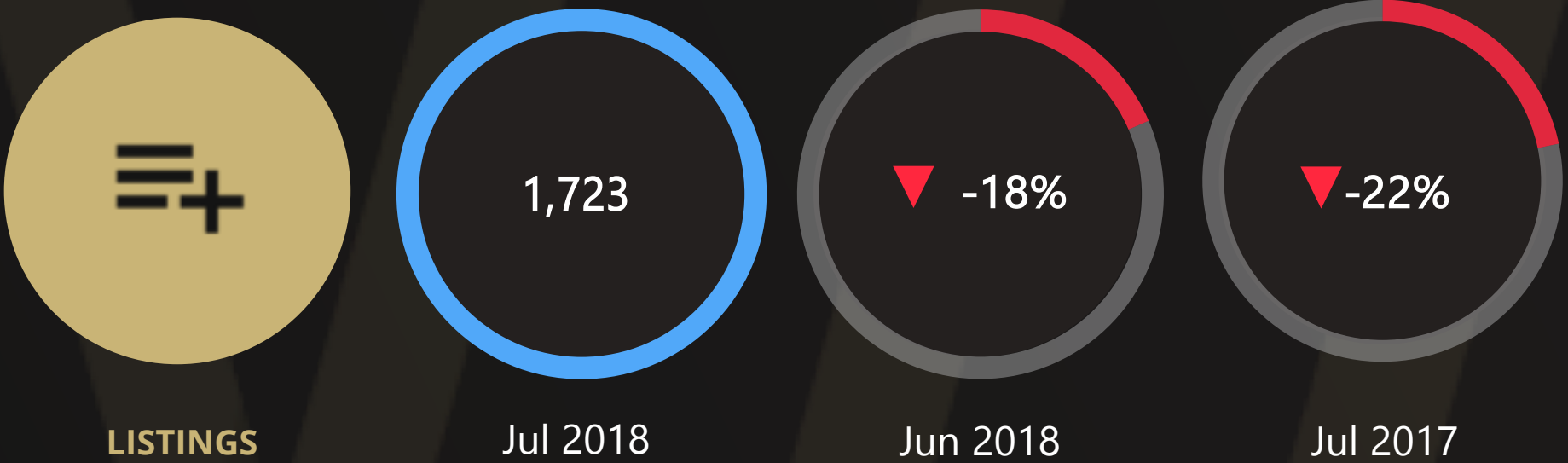


# GREATER VANCOUVER

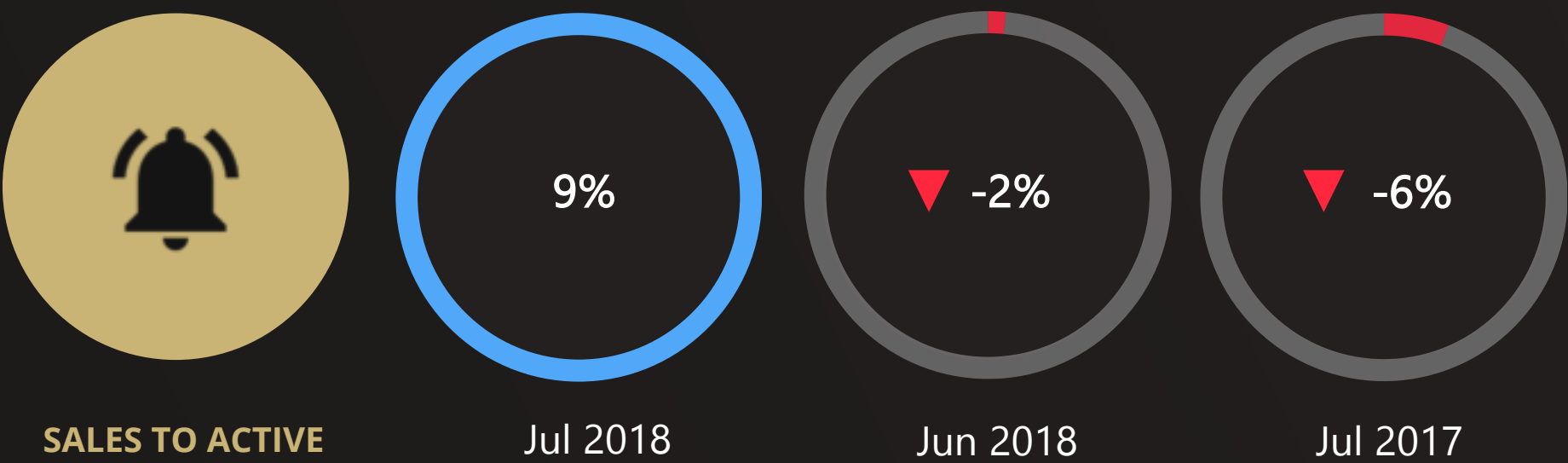
July 2018

 Detached and Houses

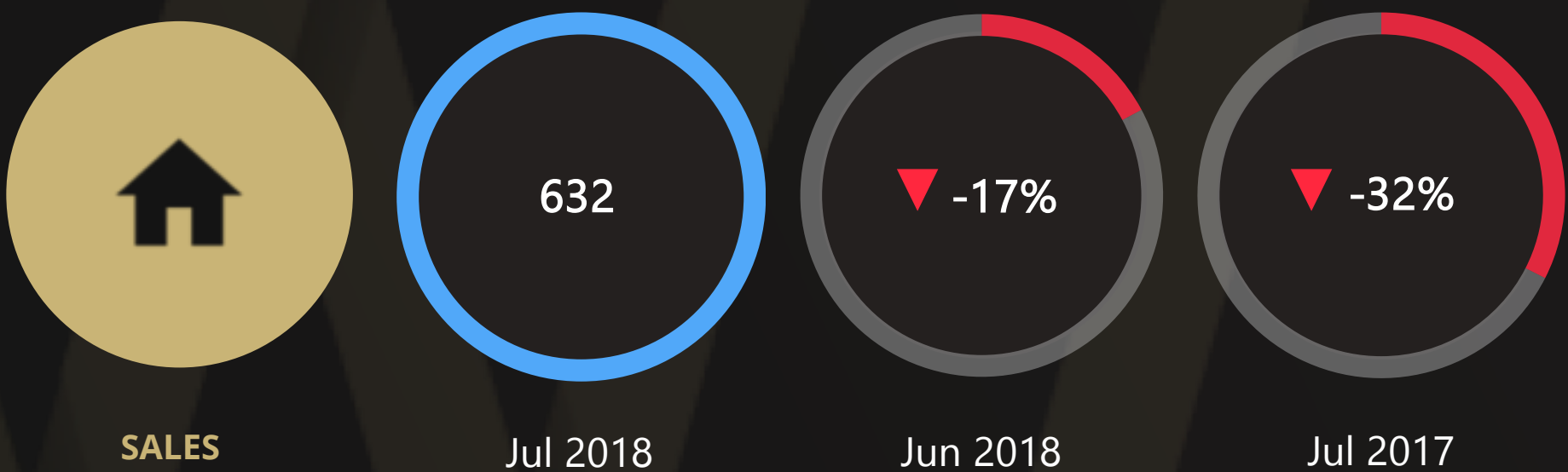
 CURRENT  UP  DOWN



In Greater Vancouver, the number of new listings for detached properties in July 2017 was 1,723 a 18% decrease compared to June 2018, when 2,114 homes were listed, and a 22% decrease from the 2,201 properties listed last July.



In Greater Vancouver, the sales-to-active listings ratio for detached properties for July 2018 was 9%, a 2% increase compared to June 2018, when the ratio was 11%, and a 6% decrease from the 15% ratio last July.



The number of houses sold in Greater Vancouver in July 2018 was 936, a 17% decrease compared to June 2018, when 763 homes were sold, and a 32% decrease from the 936 properties sold last July.

## Facts

The Average days on Market for Greater Vancouver detached properties in July 2018 was 47 days, a 27% increase in comparison to 37 days in June 2018. The average price per square foot for Greater Vancouver detached properties in July 2018 was \$645, a 5% decrease in comparison to \$676 per square foot in June 2018.

# GREATER VANCOUVER

July 2018



## Condos and Townhouses

CURRENT UP DOWN



In Greater Vancouver, the number of new listings for attached properties in July 2018 was 3,033, a 3% decrease compared to June 2018, when 3,139 homes were listed, and no changes from properties listed last July.



In Greater Vancouver, the sales-to-active listings ratio condos and townhouse in July 2018 was 27%, a 5% decrease compared to June 2018, when the ratio was 31%, and a 40% decrease from the 66% ratio last July.



The number of condos and townhouses sold in Greater Vancouver condos in July 2018 was 1,433, a 14% decrease compared to June 2018, when 1,659 homes were sold, and a 29% decrease from the 2,011 properties sold last July.

## Facts

The average days on the market for Greater Vancouver condos in July 2018 was 24 days, while for townhouses it was 27 days. The average price per square foot for Greater Vancouver condos was \$819 in July 2018, whereas for townhouses it was \$623 per square foot.

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# Downtown Vancouver

July 2018





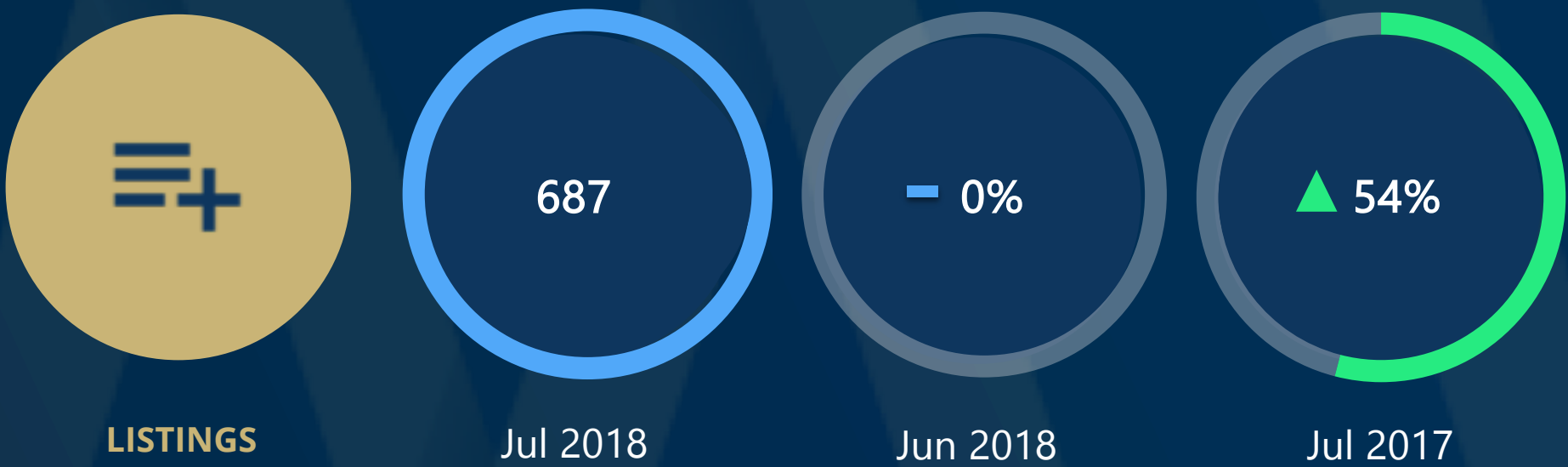
# DOWNTOWN VANCOUVER

July 2018

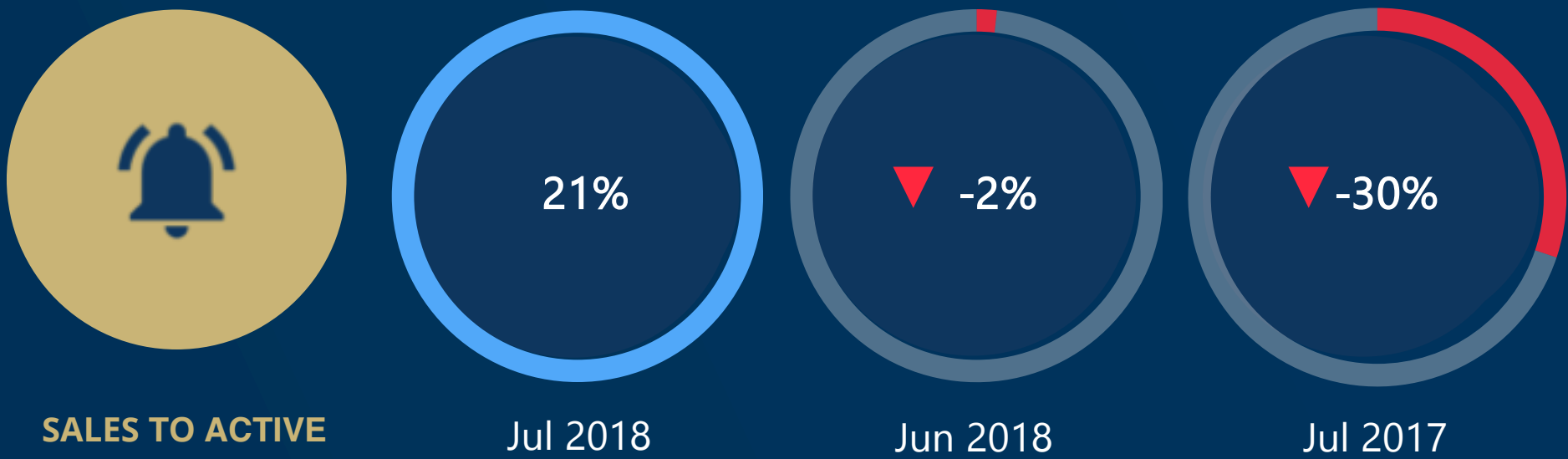


## Condos and Townhouses

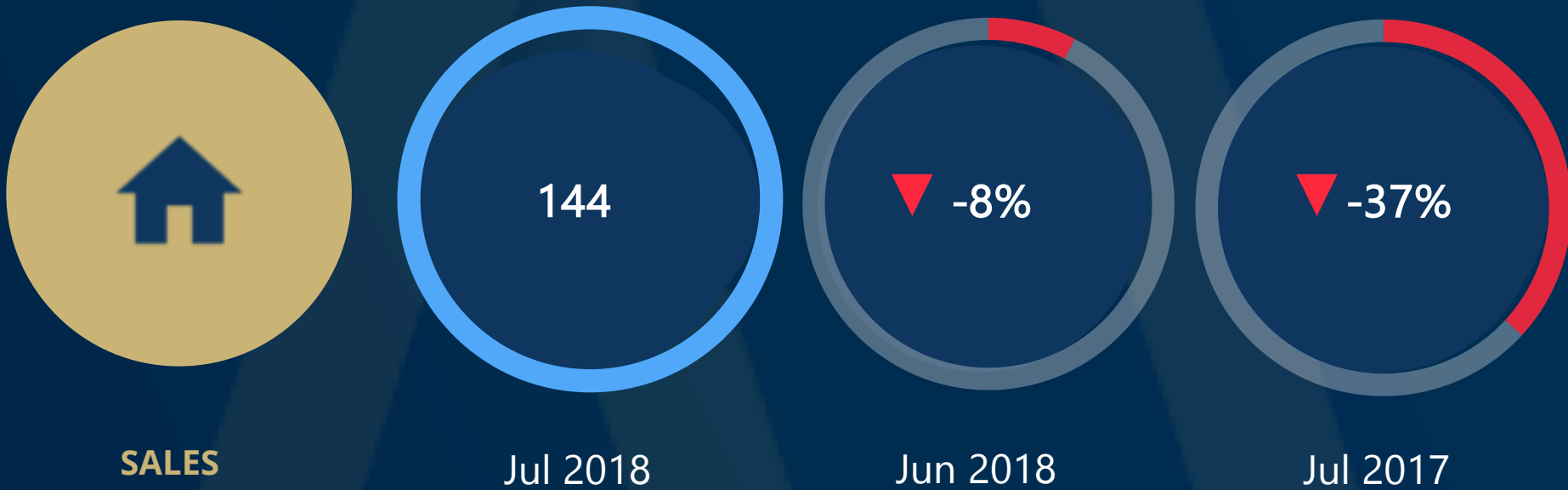
CURRENT UP DOWN



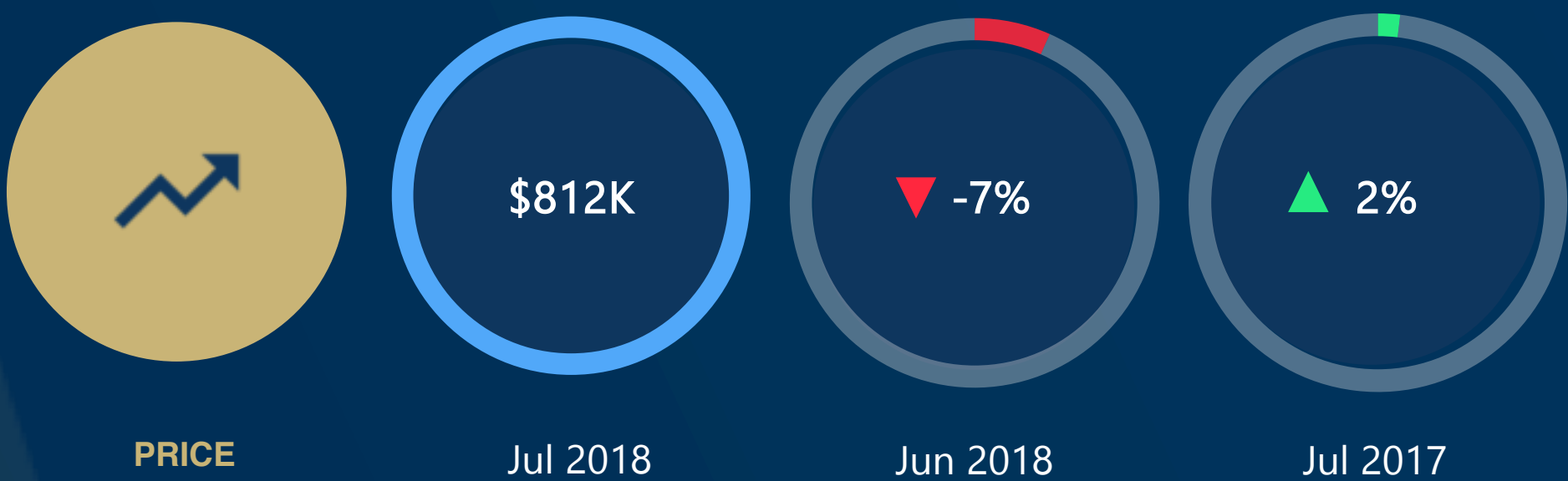
In Downtown Vancouver, the number of new listings for condo and townhouses in July 2018 was 687, no changes compared to June 2018, when 687 homes were listed, and a 54% increase from the 446 properties listed last July.



In Downtown Vancouver, the sales-to-active listings ratio for condos and townhouses for July 2018 was 21%, a 2% decrease compared to June 2018, when the ratio was 23%, and a 30% decrease from the 51% ratio last July.



The number of condos and townhouses sold in Downtown Vancouver in July 2018 was 144, a 8% decrease compared to June 2018, when 156 homes were sold, and a 37% decrease from the 228 properties sold last July.



In Downtown Vancouver, the median sale price for condos and townhouses in July 2018 was \$812K, a 7% decrease compared to June 2018, when the median sale price was \$860K, and a 2% increase from the \$797K median sale price from last July.



# Market Type

## DOWNTOWN VANCOUVER



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

July 2018



# VANCOUVER WESTSIDE

July 2018

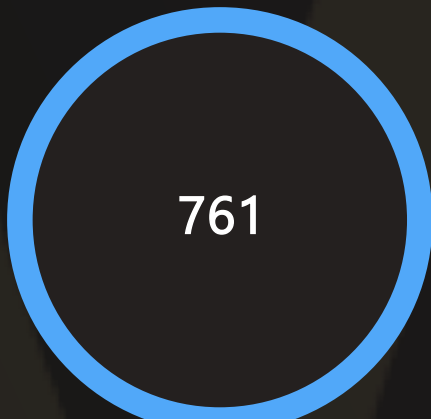


Detached and Houses

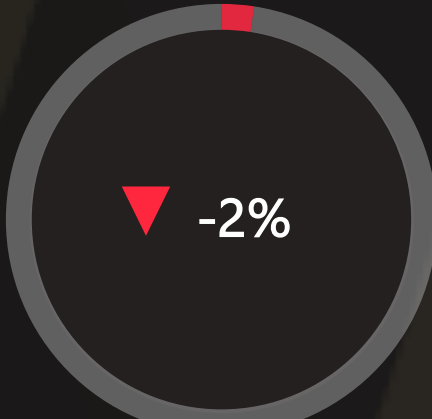
CURRENT UP DOWN



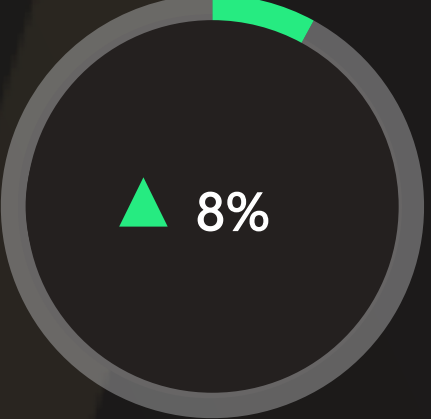
LISTINGS



Jul 2018



Jun 2018

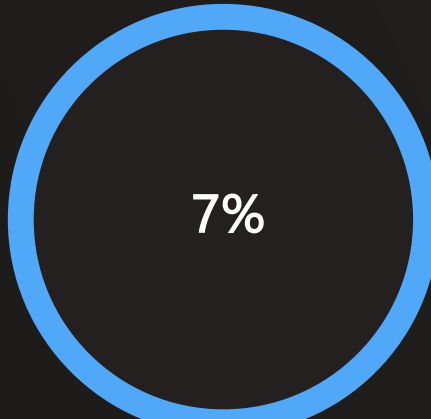


Jul 2017

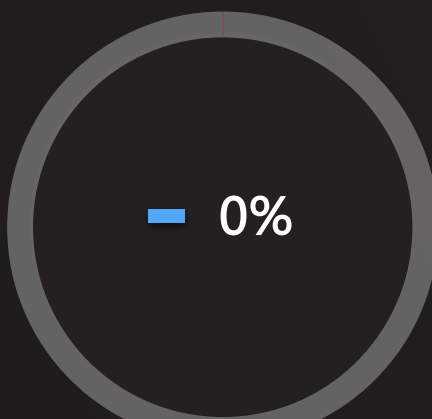
In Vancouver West, the number of new listings for detached properties in July 2018 was 761, a 2% decrease compared to June 2018, when 780 homes were listed, and a 8% increase from the 705 properties listed last July.



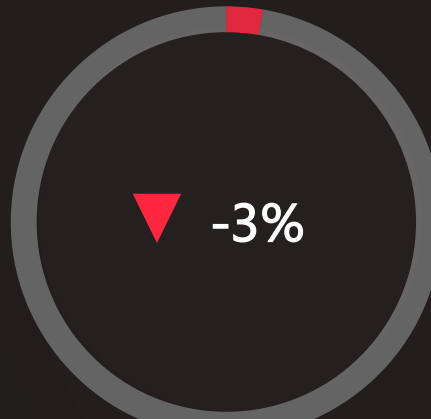
SALES TO ACTIVE



Jul 2018



Jun 2018



Jul 2017

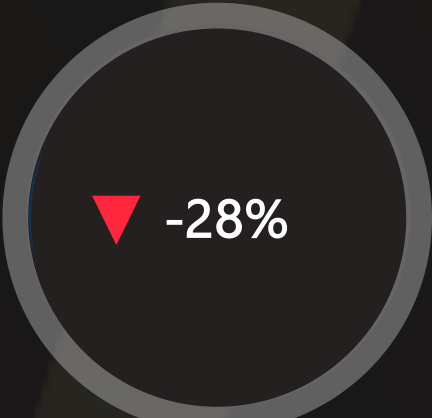
In Vancouver West, the sales-to-active listings ratio for houses for July 2018 was 7%, no changes compared to June 2018, when the ratio was 8%, and a 3% decrease from the 10% ratio last July.



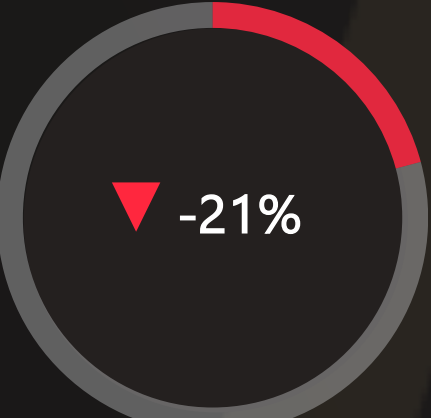
SALES



Jul 2018



Jun 2018



Jul 2017

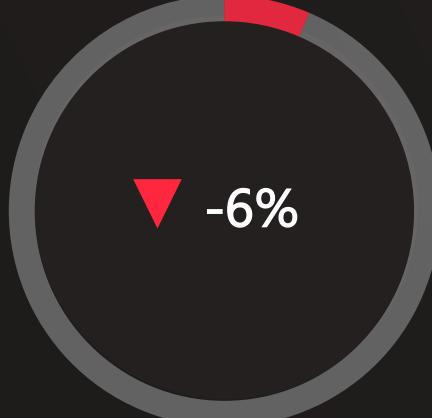
The number of houses sold in Vancouver West in July 2018 was 57, a 28% decrease compared to June 2018, when 79 homes were sold, and a 21% decrease from the 72 properties sold last July.



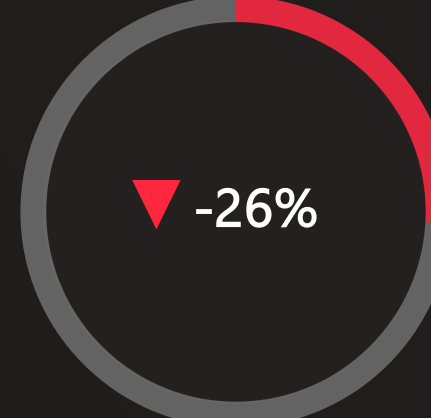
PRICE



Jul 2018



Jun 2018



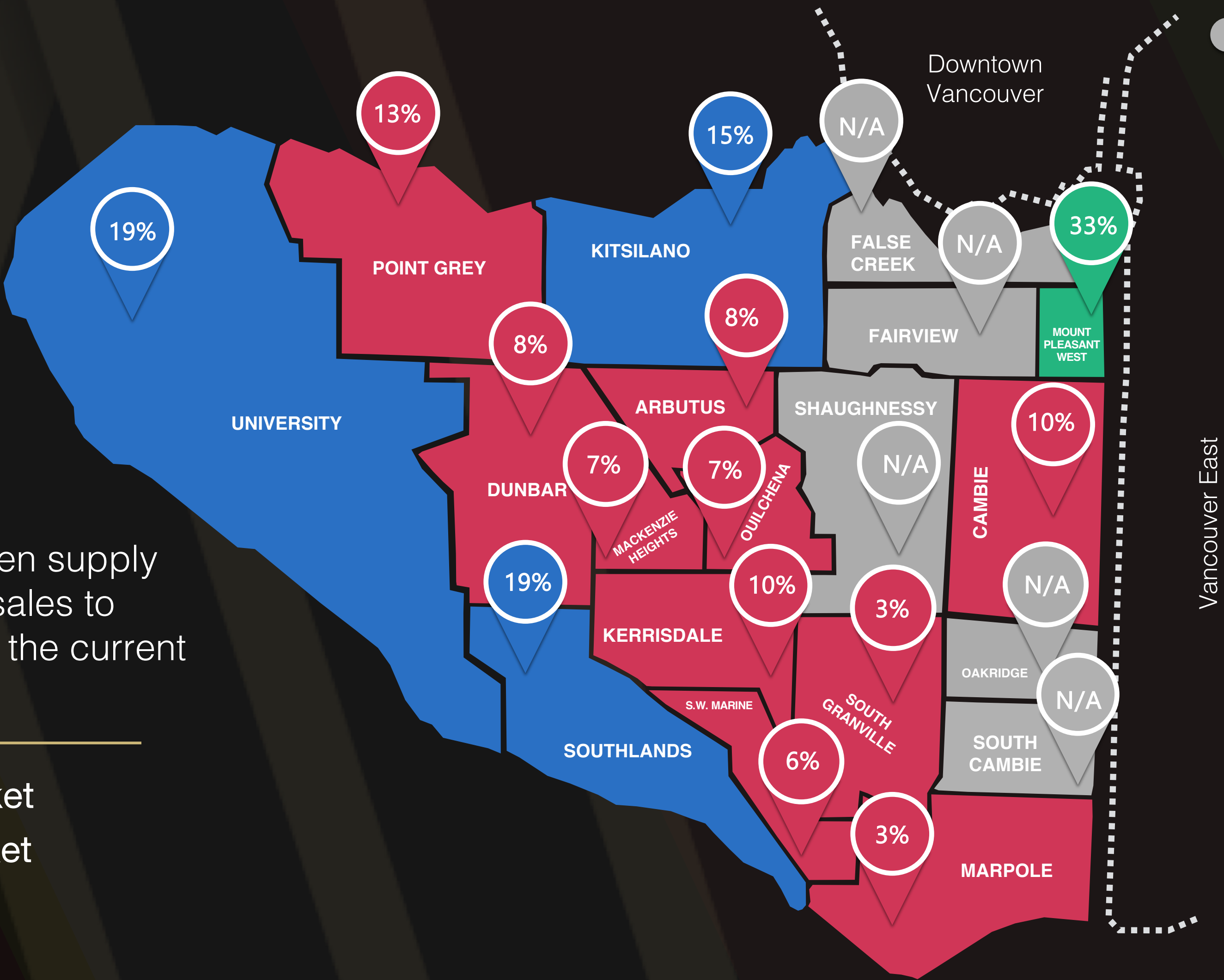
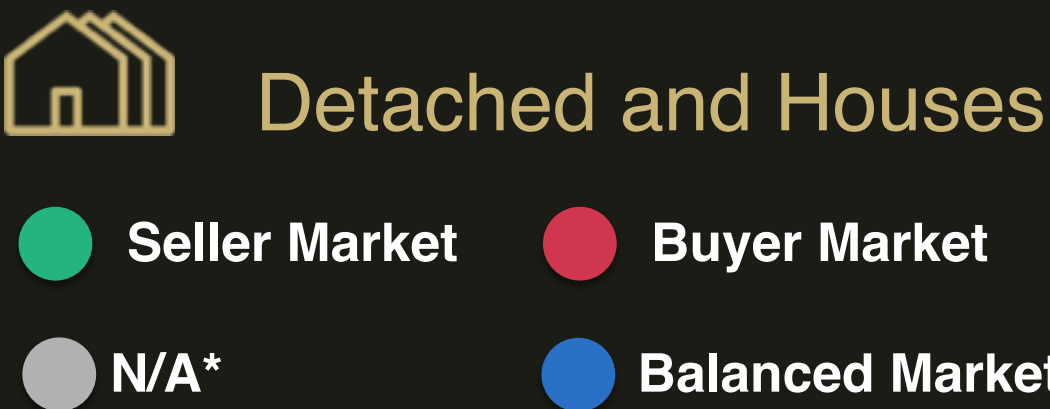
Jul 2017

In Vancouver West, the median sale price for houses in July 2018 was \$2.805M, a 6% decrease compared to June 2018, when the median sale price was \$2.998M, and a 26% decrease from the \$3.783M median sale price from last July.



# Market Type

## VANCOUVER WESTSIDE



## 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 2018



## Condos and Townhouses

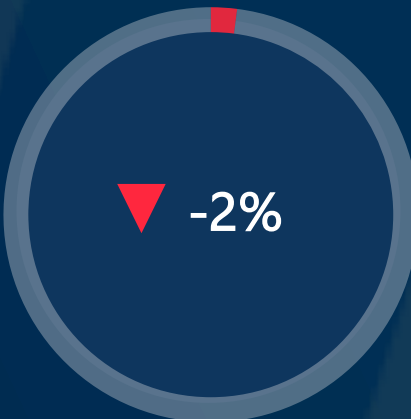
CURRENT UP DOWN



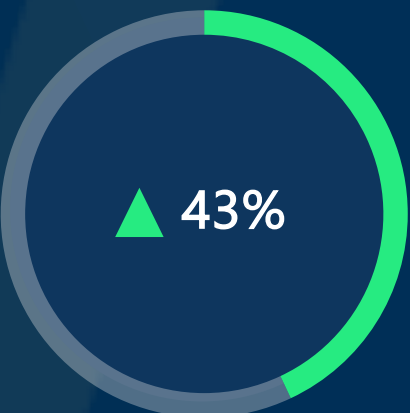
### LISTINGS



Jul 2018



Jun 2018

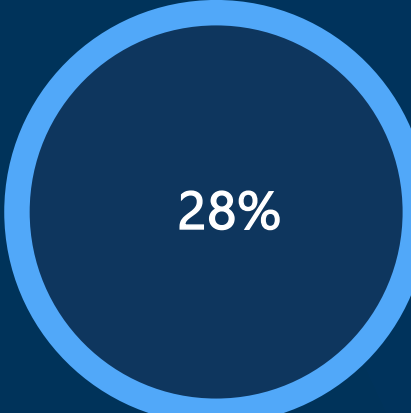


Jul 2017

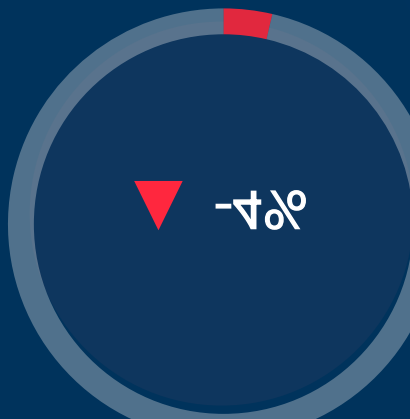
In Vancouver West, the number of new listings for condos and townhouses in July 2018 was 675, a 2% decrease compared to June 2018, when 689 homes were listed, and a 43% increase from the 472 properties listed last July.



### SALES TO ACTIVE



Jul 2018



Jun 2018



Jul 2017

In Vancouver West, the sales-to-active listings ratio for condo and townhouses for July 2018 was 28%, a 4% decrease compared to June 2018, when the ratio was 32%, and a 16% decrease from the 44% ratio last July.



### SALES



Jul 2018



Jun 2018



Jul 2017

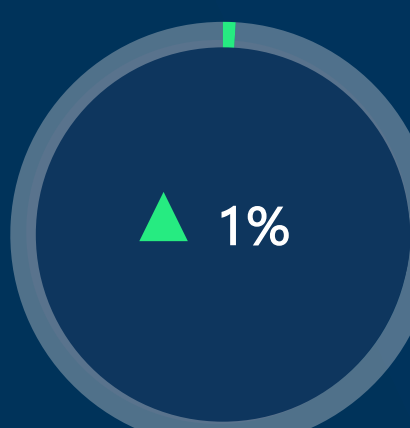
The number of condos and townhouses sold in Vancouver West in July 2018 was 190, a 13% decrease compared to June 2018, when 219 homes were sold, and a 10% decrease from the 210 properties sold last July.



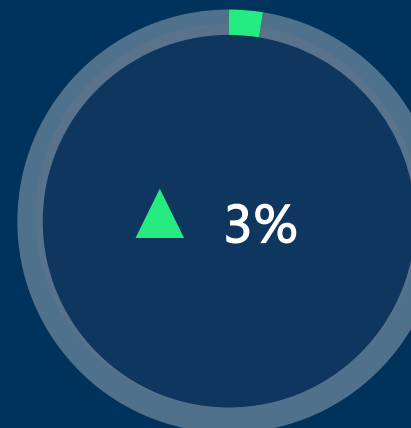
### PRICE



Jul 2018



Jun 2018



Jul 2017

In Vancouver West, the median sale price for condos and townhouses in July 2018 was \$836K, a 1% increase compared to June 2018, when the median sale price was \$828K, and a 3% increase from the \$815K median sale price from last July.

# Market Type

## VANCOUVER WESTSIDE

### Sales Ratio

To understand the ratio between supply and demand, we also look at sales to active ratio for an indication of the current market type.

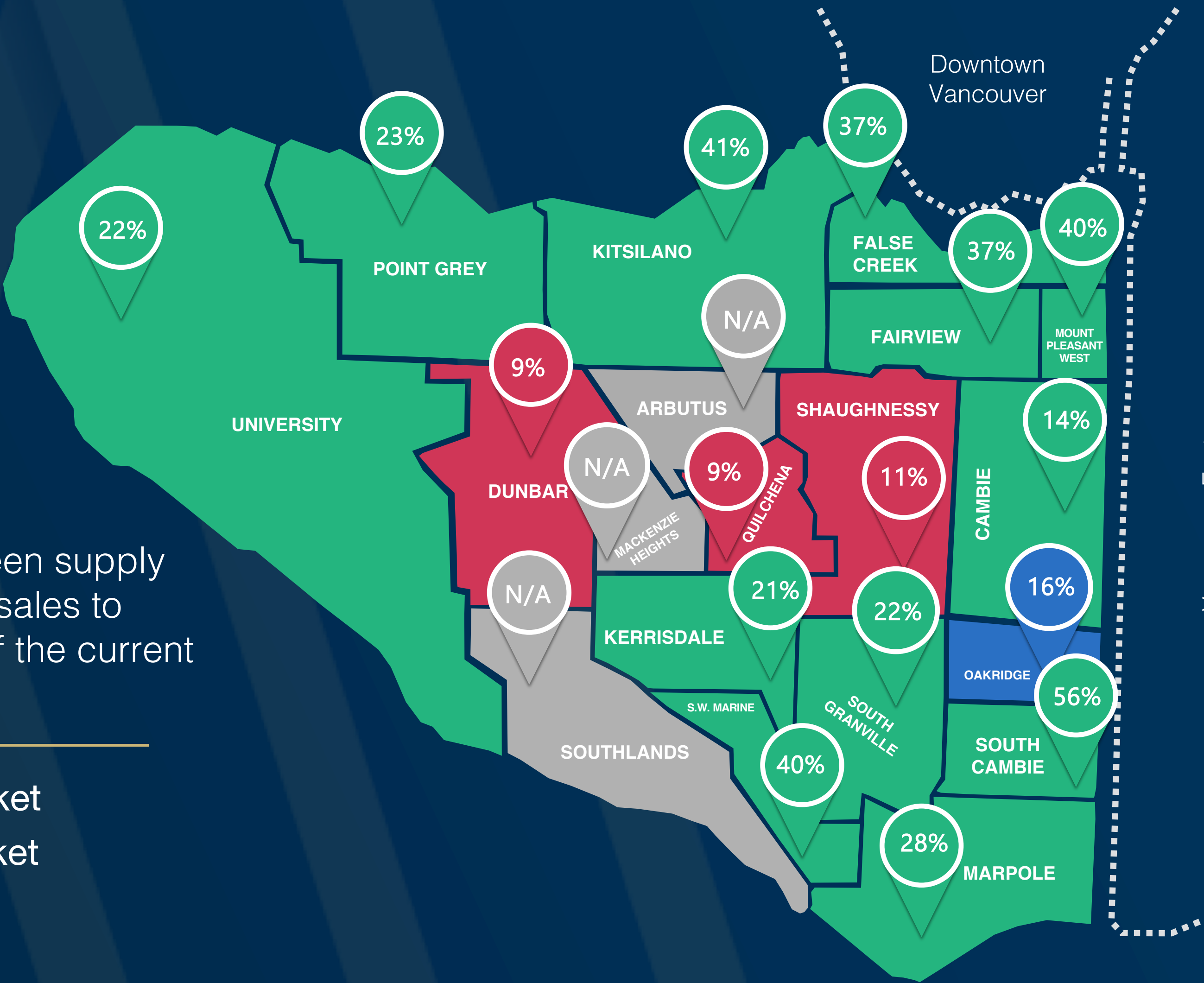
- 21% & Greater Sellers Market
- 15% to 20% Balanced Market
- 14% & Less Buyer Market

\* There isn't enough data to determine the market type.



Condos and Townhouses

- Seller Market
- Buyer Market
- N/A\*
- Balanced Market



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# Vancouver Eastside

July 2018





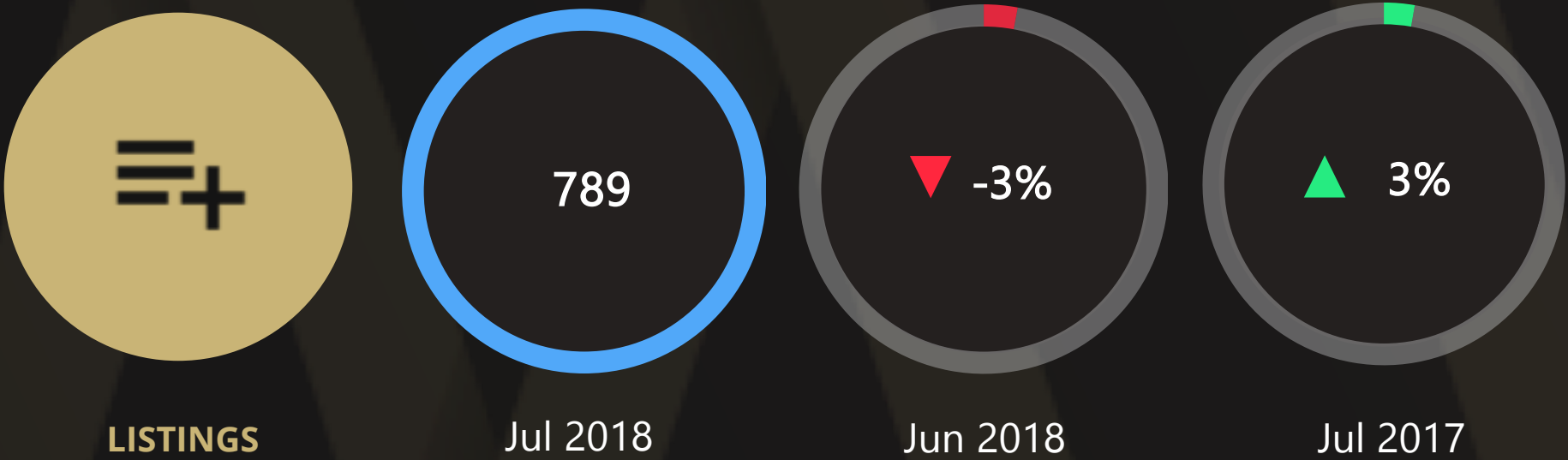
# VANCOUVER EASTSIDE

July 2018

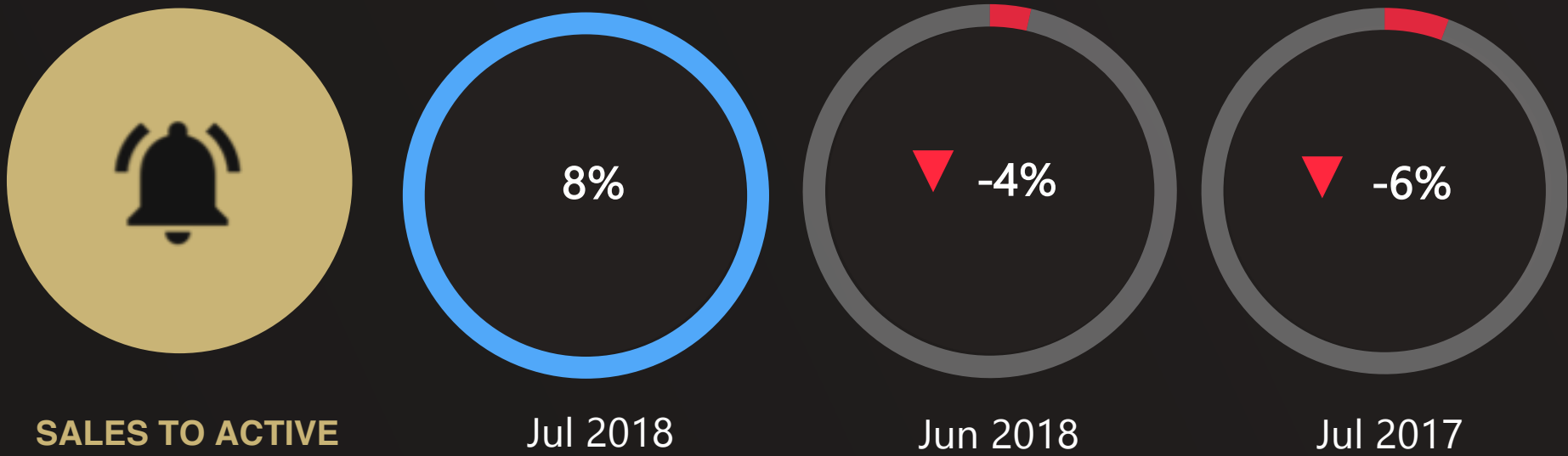


Detached and Houses

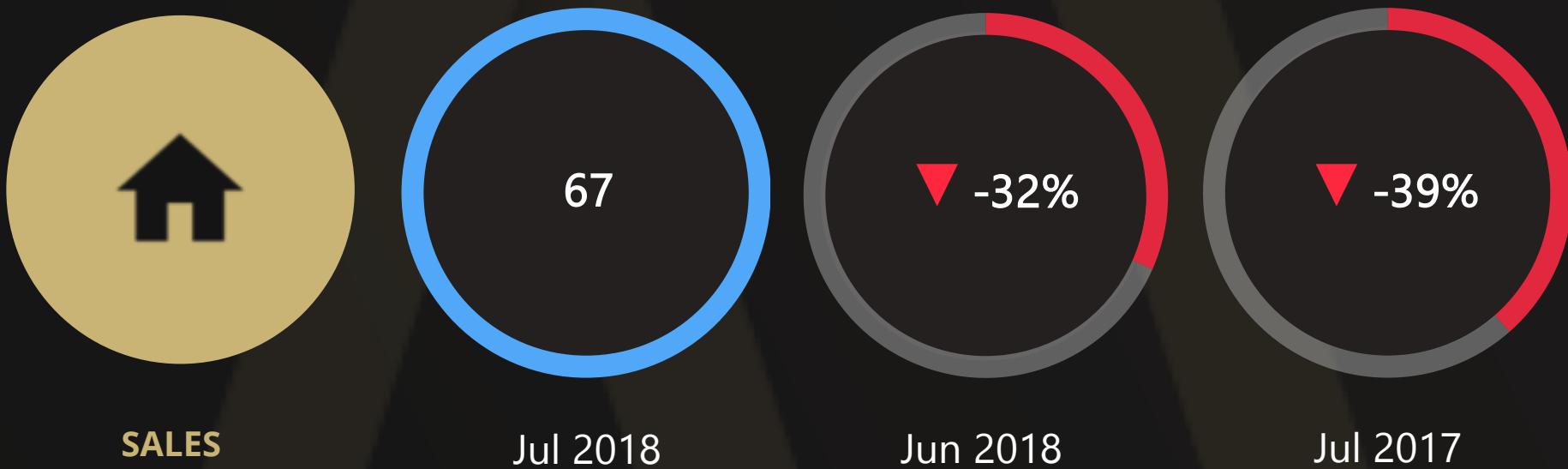
CURRENT UP DOWN



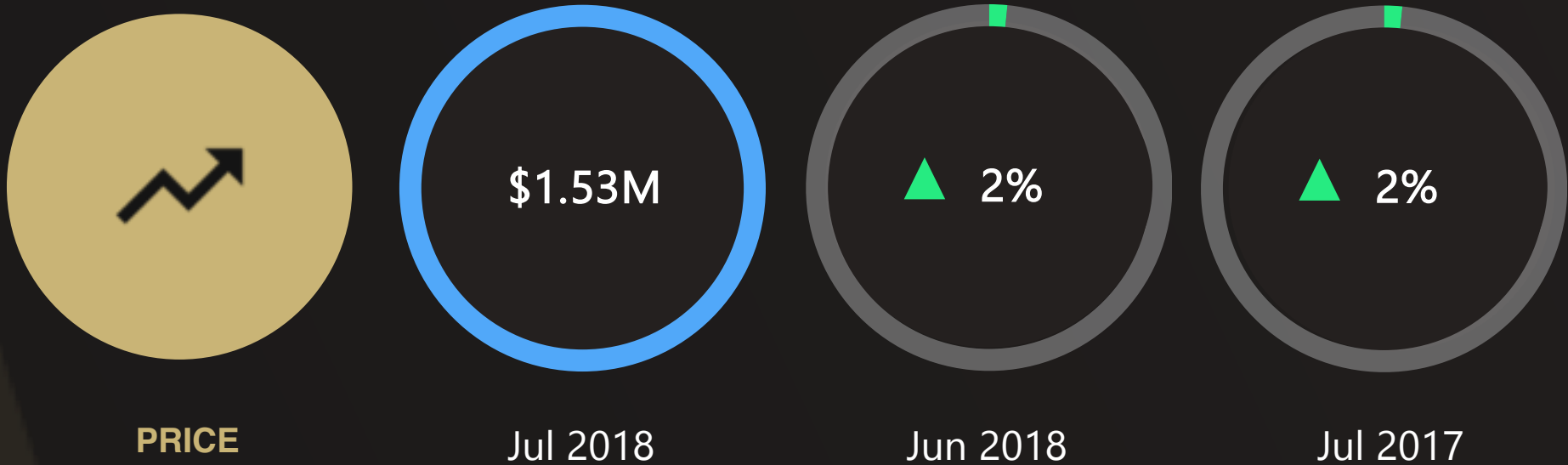
In Vancouver East, the number of new listings for detached properties in July 2018 was 789, a 3% decrease compared to June 2018, when 813 homes were listed, and a 3% increase from the 768 properties listed last July.



In Vancouver East, the sales to active ratio for houses for July 2017 was 8%, a 4% decrease compared to June 2018, when the ratio was 12%, and a 6% decrease from the 14% ratio last July.



The number of houses sold in Vancouver East in July 2018 was 67, a 32% decrease compared to June 2018, when 98 homes were sold, and a 39% decrease from the 109 properties sold last July.



In Vancouver East, the average sale price for houses in July 2017 was \$1.528M, a 2% increase compared to June 2018, when the average sale price was \$1.504M, and a 3% decrease from the \$1.58M average sale price from last July.



# Market Type

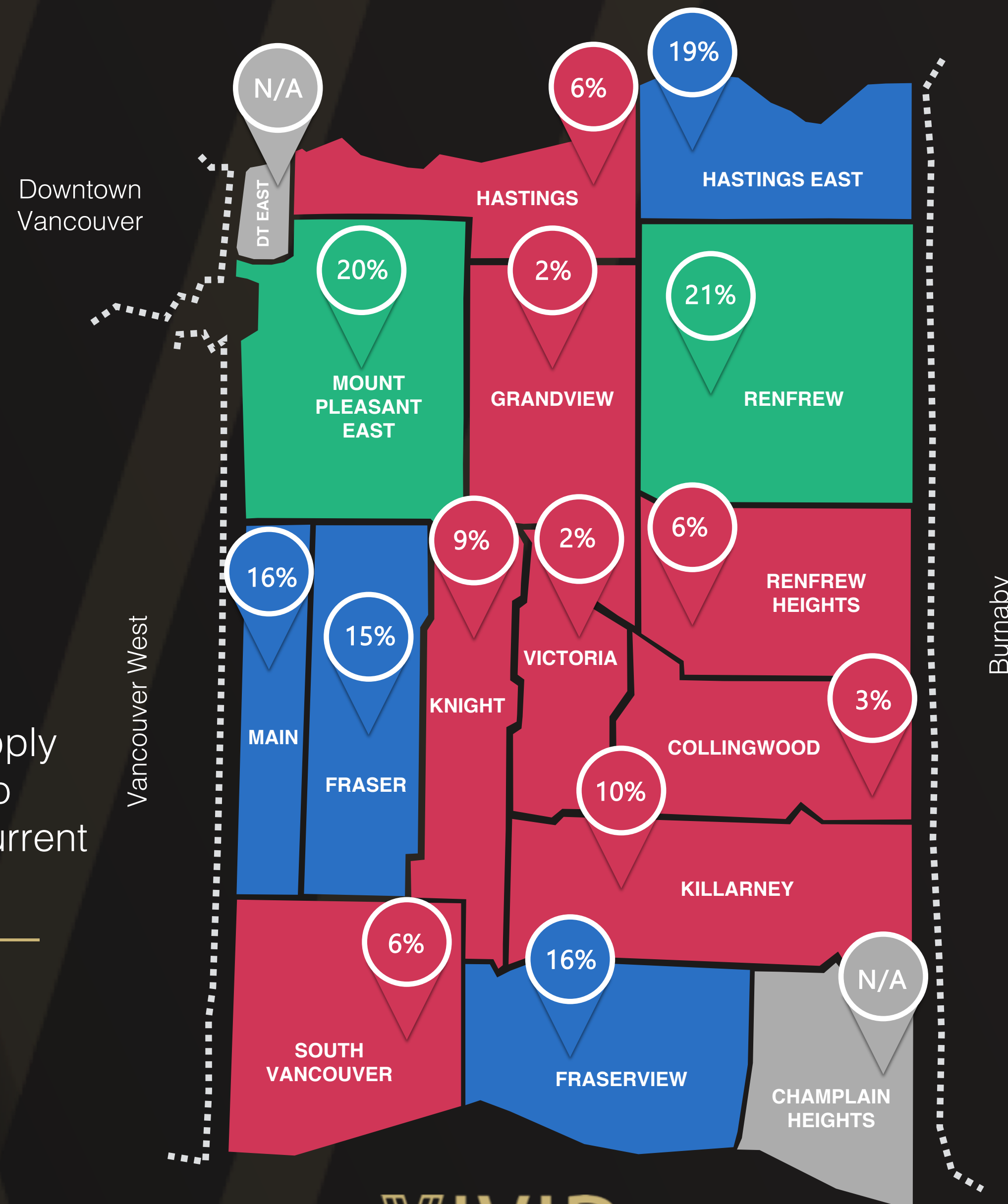
## VANCOUVER WESTSIDE

### 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 2018



## Condos and Townhouses

CURRENT UP DOWN



In Vancouver East, the number of new listings for condos and townhouses in July 2018 was 467, a 11% increase compared to June 2018, when 419 homes were listed, and a 108% increase from the 225 properties listed last July.



In Vancouver East, the sales-to-active listings ratio for condo and townhouses for July 2018 was 33%, a 8% decrease compared to June 2018, when the ratio was 41%, and a 48% decrease from the 81% ratio last July.



The number of condos and townhouses sold in Vancouver East in July 2018 was 155 , a 9% decrease compared to June 2018, when 171 homes were sold, and a 15% decrease from the 183 properties sold last July.



In Vancouver East, the median sale price for condos and townhouses in July 2018 was \$656K, a 6% increase compared to June 2018, when the median sale price was \$617K, and a 16% increase from the \$565K median sale price from last July.



# Market Type

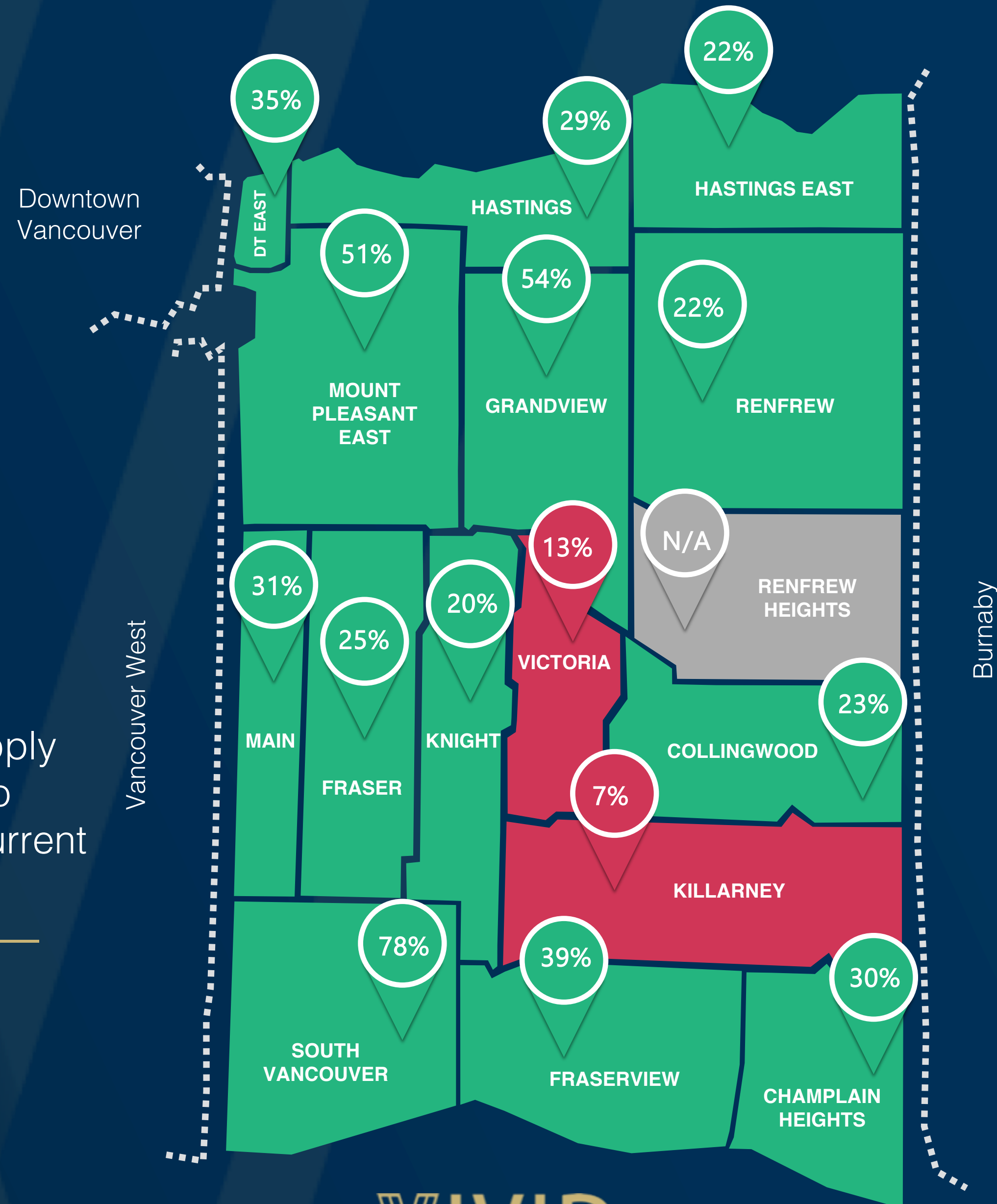
## VANCOUVER EASTSIDE

### 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 2018





# NORTH VANCOUVER

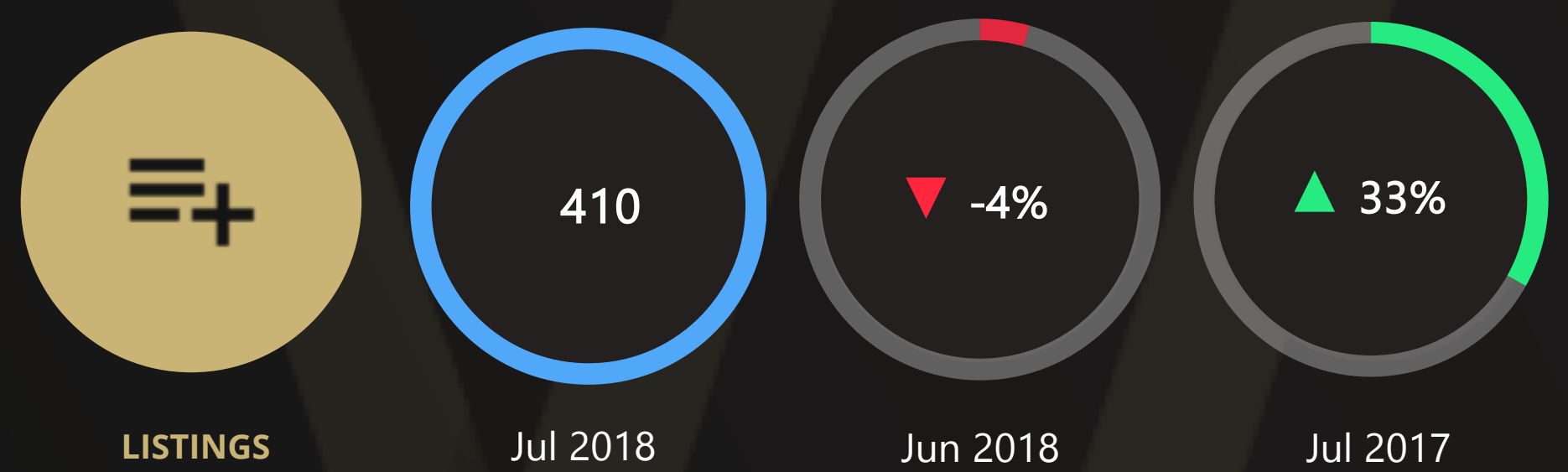
July 2018

 Detached and Houses

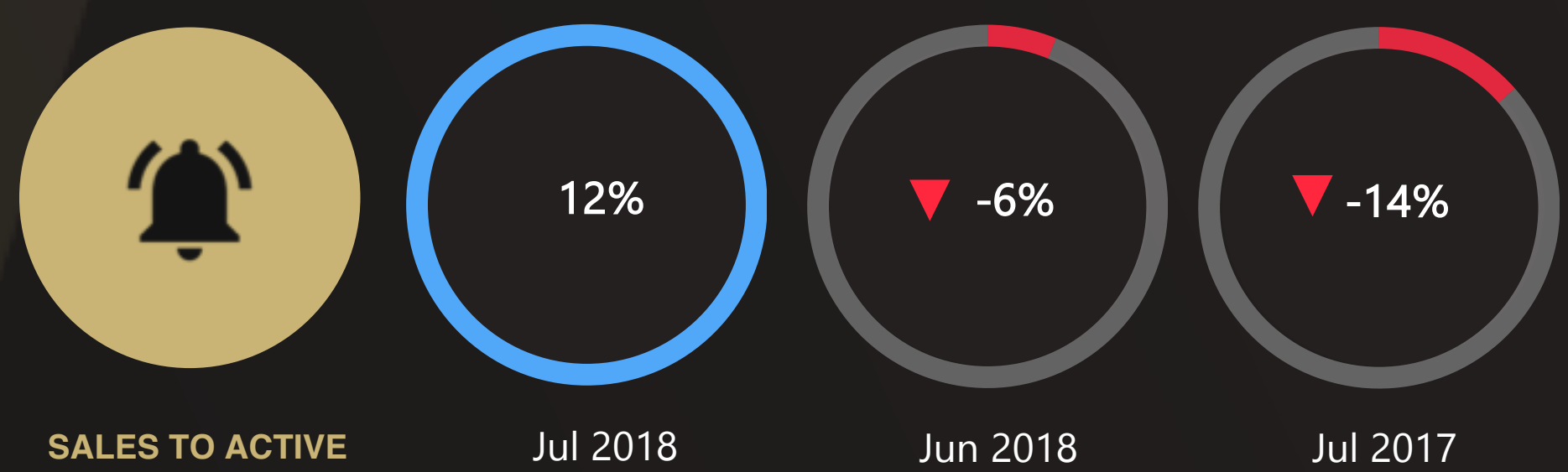
CURRENT

UP

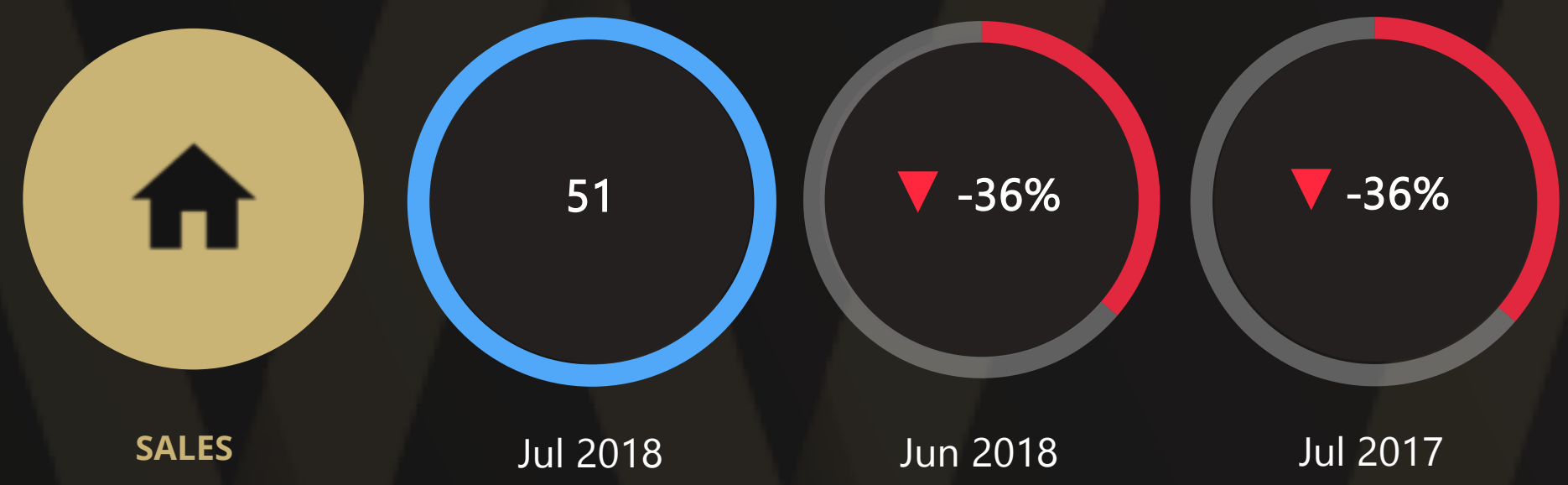
DOWN



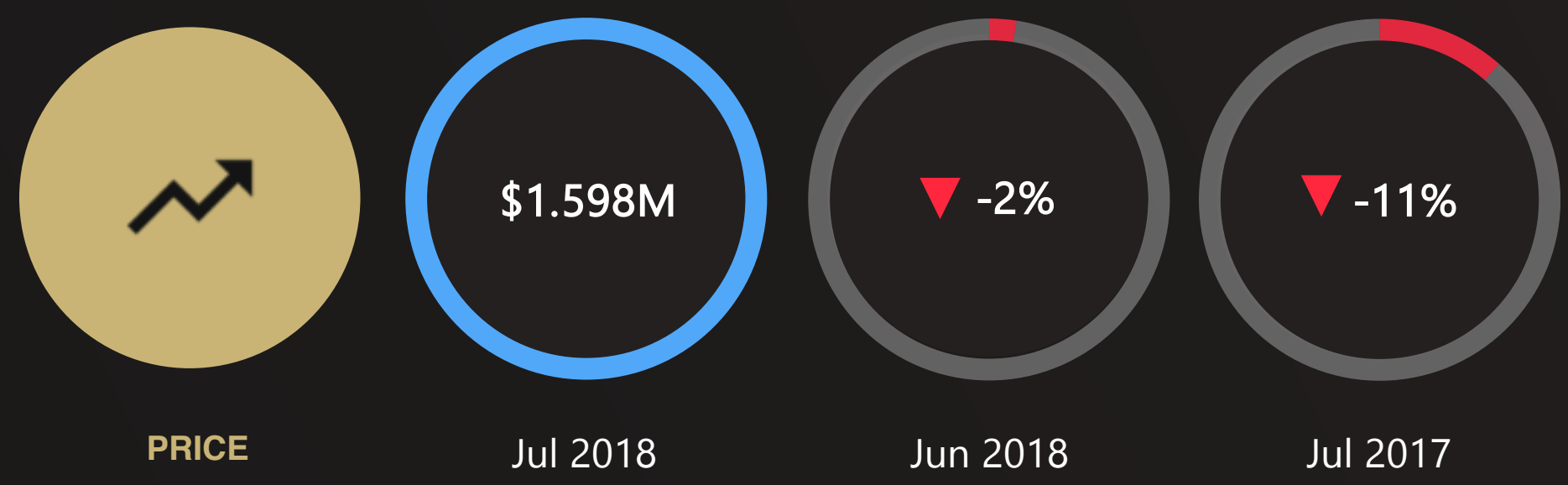
In North Vancouver, the number of new listings for detached properties in July 2018 was 410, a 4% decrease compared to June 2018, when 429 homes were listed, and a 33% increase from the 308 properties listed last July.



In North Vancouver, the sales to active ratio for houses for July 2018 was 12%, a 6% decrease compared to June 2018, when the ratio was 19%, and a 14% decrease from the 26% ratio last July.



The number of houses sold in North Vancouver in July 2018 was 51, a 36% decrease compared to June 2018, when 80 homes were sold, and a 36% decrease from the 80 properties sold last July.



In North Vancouver, the median sale price for houses in July 2018 was \$1.598M, a 2% decrease compared to June 2018, when the median sale price was \$1.638M, and a 11% decrease from the \$1.805M median sale price from last July.

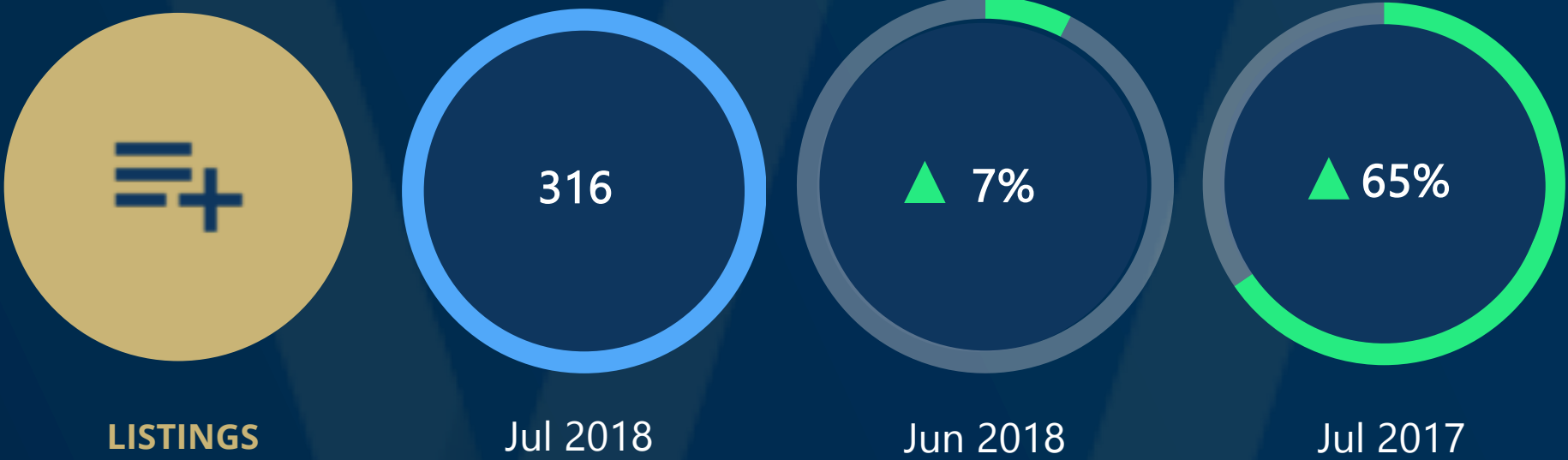
# NORTH VANCOUVER

July 2018



## Condos and Townhouses

CURRENT UP DOWN



In North Vancouver, the number of new listings for condos and townhouses in July 2018 was 316, a 7% increase compared to June 2018, when 294 homes were listed, and a 65% increase from the 191 properties listed last July.



In North Vancouver, the sales-to-active listings ratio for condo and townhouses for July 2018 was 30%, a 9% decrease compared to June 2018, when the ratio was 39%, and a 31% decrease from the 61% ratio last July.



The number of condos and townhouses sold in North Vancouver in July 2018 was 95 , a 17% decrease compared to June 2018, when 114 homes were sold, and a 18% decrease from the 116 properties sold last July.



In North Vancouver, the median sale price for condos and townhouses in July 2018 was \$712K, a 4% decrease compared to June 2018, when the median sale price was \$740K, and a 3% decrease from the \$733K median sale price from last July.

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# West Vancouver

July 2018





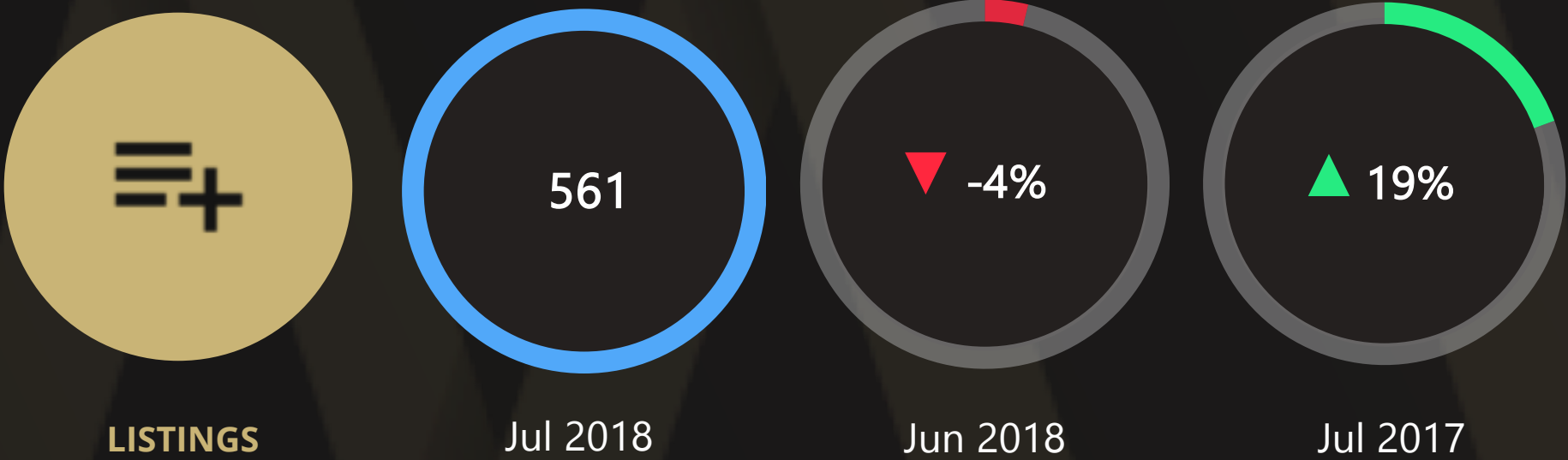
# WEST VANCOUVER

July 2018

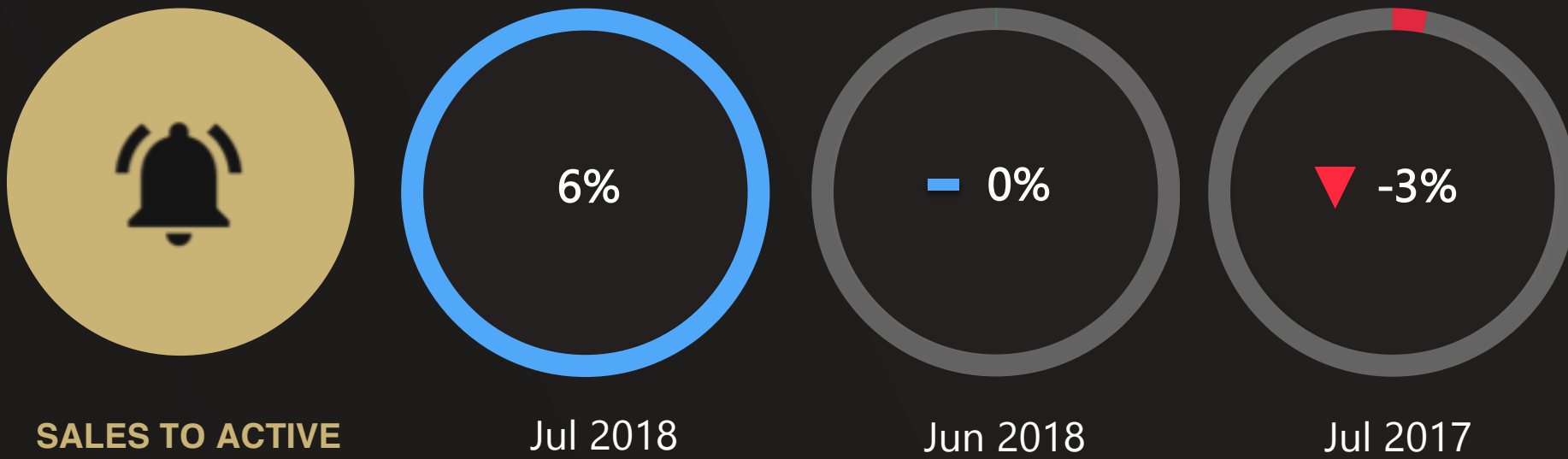


Detached and Houses

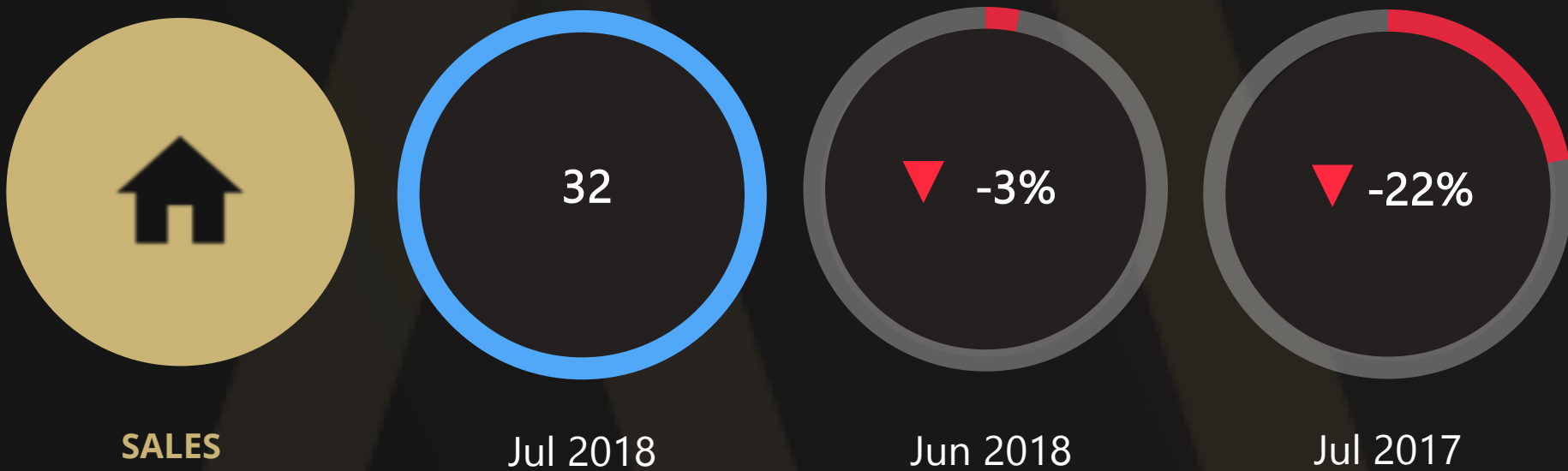
CURRENT UP DOWN



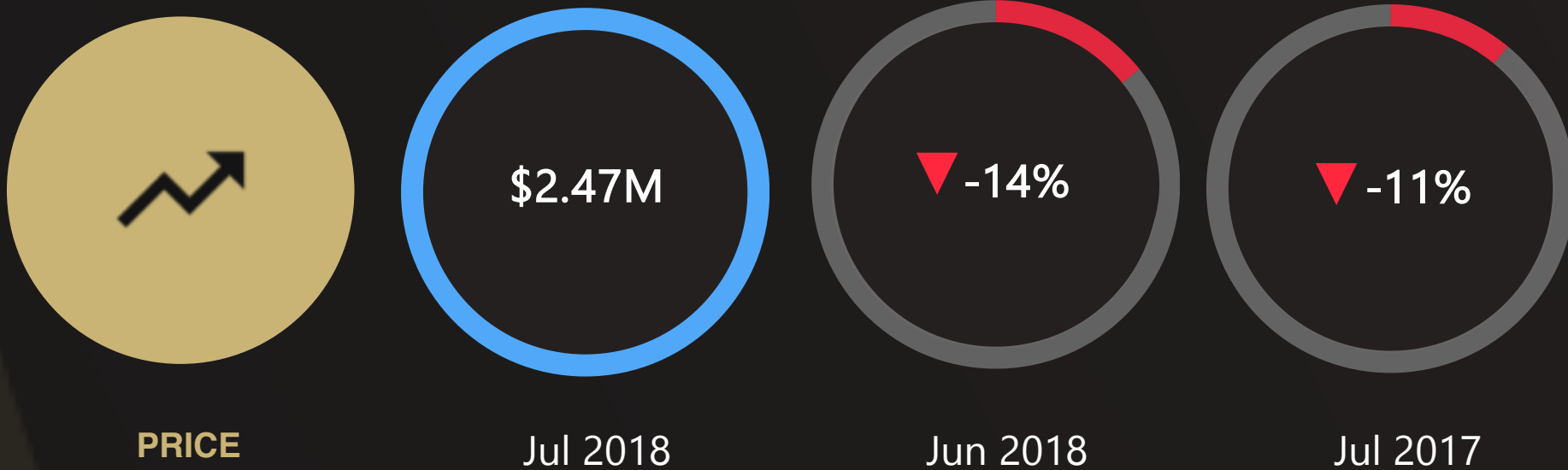
In West Vancouver houses, the number of new listings for residential properties in July 2018 was 561, a 4% decrease compared to June 2018, when 583 homes were listed, and a 19% increase from the 470 properties listed last July.



In West Vancouver, the sales to active ratio for houses for July 2018 was 6%, no changes compared to June 2018, when the ratio was 6%, and a 3% decrease from the 9% ratio last July.



The number of houses sold in West Vancouver in July 2018 was 32, a 3% decrease compared to June 2018, when 33 homes were sold, and a 22% decrease from the 41 properties sold last July.



In West Vancouver, the median sale price for houses in July 2018 was \$2.47M, a 14% decrease compared to June 2018, when the median sale price was \$2.88M, and a 11% decrease from the \$2.775M median sale price from last July.

# WEST VANCOUVER

July 2018

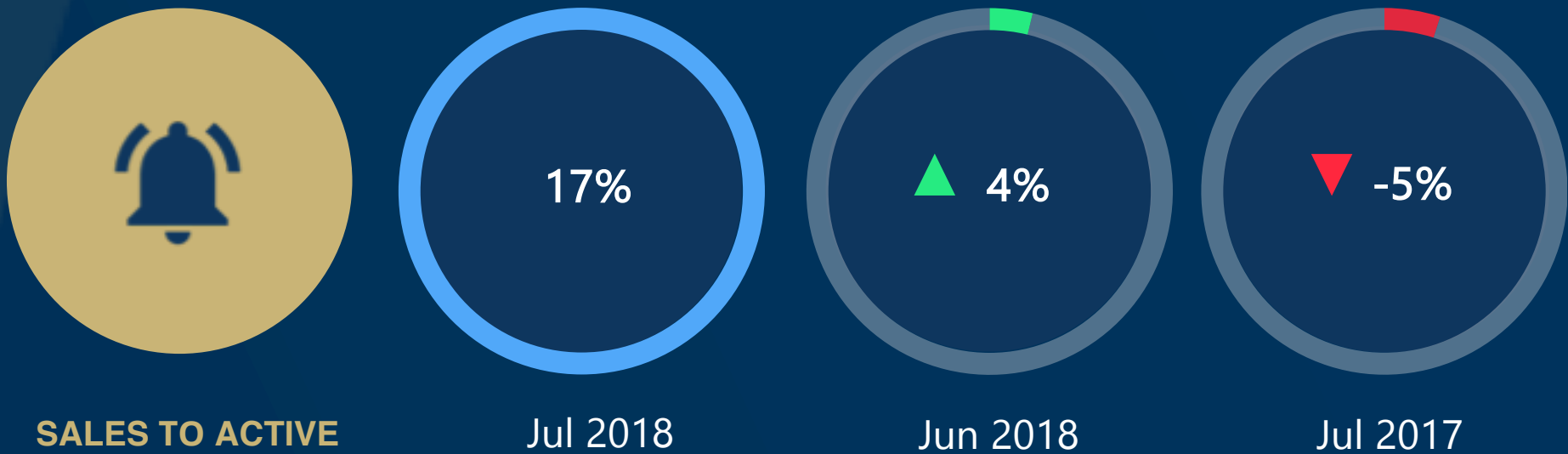


## Condos and Townhouses

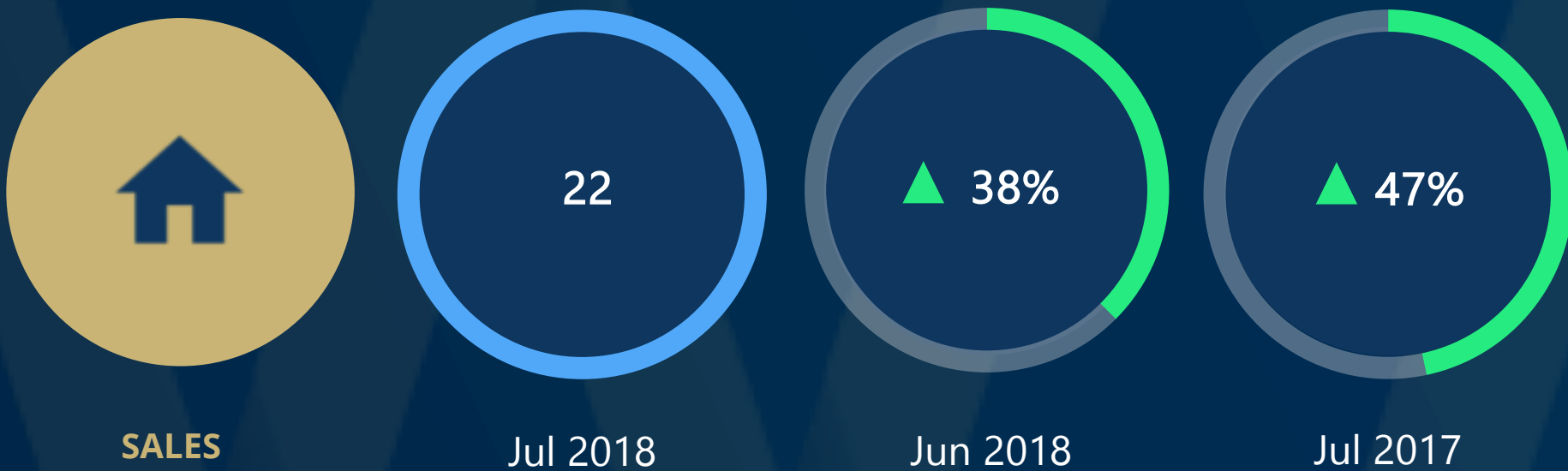
CURRENT UP DOWN



In West Vancouver, the number of new listings for condos and townhouses in July 2018 was 126, a 8% increase compared to June 2018, when 117 homes were listed, and a 88% increase from the 67 properties listed last July.



In West Vancouver, the sales-to-active listings ratio for condos and townhouses for July 2018 was 17%, a 4% increase compared to June 2018, when the ratio was 14%, and a 5% decrease from the 22% ratio last July.



The number of condos and townhouses sold in West Vancouver in July 2018 was 22 , a 38% increase compared to June 2018, when 16 homes were sold, and a 47% increase from the 15 properties sold last July.



In West Vancouver, the average sale price for condos and townhouses in July 2018 was \$1.298M, a 12% increase compared to June 2018, when the average sale price was \$1.163M, and a 1% increase from the \$1.288M average sale price from last July.

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