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INNOVATIVE.  
EFFECTIVE.



**VIVID**

REAL ESTATE

*By Amir Joharifard*

# Market Update

September 2020

# Areas

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

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

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

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# Greater Vancouver

September 2020

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*By Amin Sabarwal*

**21** CENTURY 21.  
In Town Realty

# GREATER VANCOUVER

September, 2020

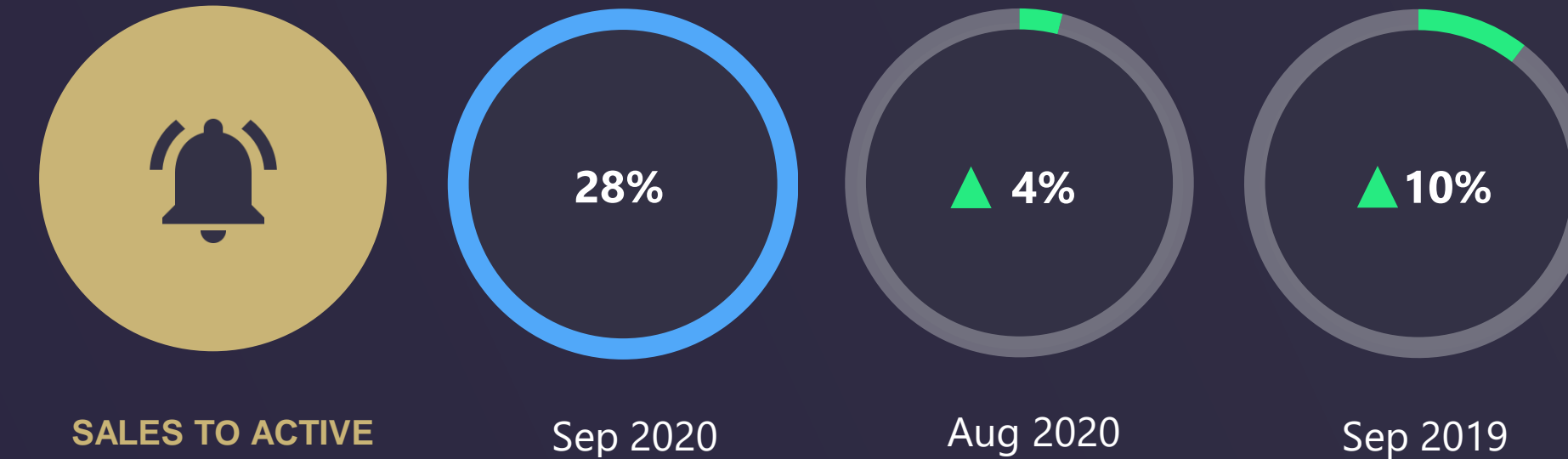


Detached and Attached Homes

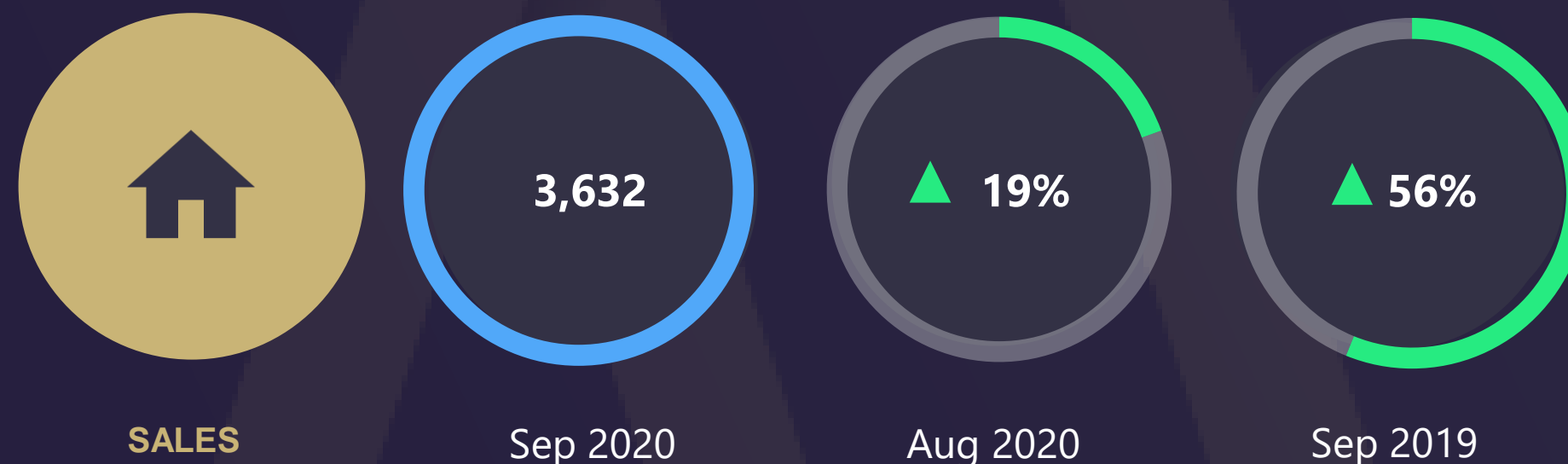
● CURRENT ● UP ● DOWN



In Greater Vancouver, the number of new listings for residential properties in September 2020 was 6,391, a 10% increase compared to August 2020, when 5,801 homes were listed, and a 32% increase from the 4,856 properties listed last September.



In Greater Vancouver, the sales-to-active listings ratio for residential properties for September 2020 was 28%, a 4% increase compared to August 2020, when the ratio was 24%, and a 10% increase from the 17% ratio last September.



The number of residential properties sold in Greater Vancouver in September 2020 was 3,632, a 19% increase compared to August 2020, when 3,040 homes were sold, and a 56% increase from the 2,326 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.

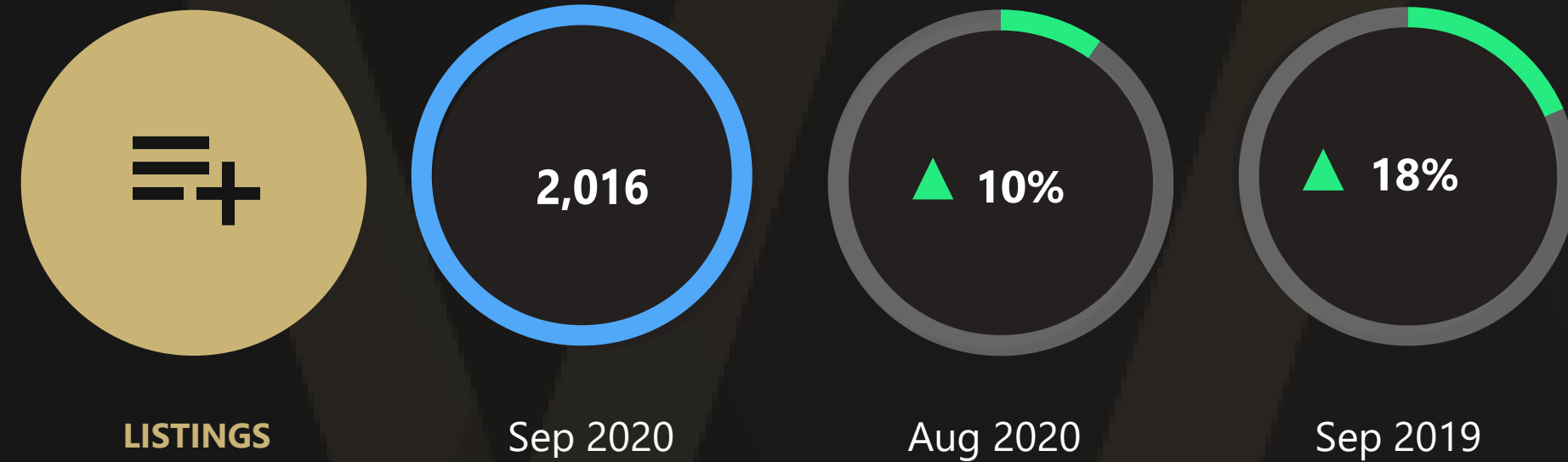
# GREATER VANCOUVER

September, 2020

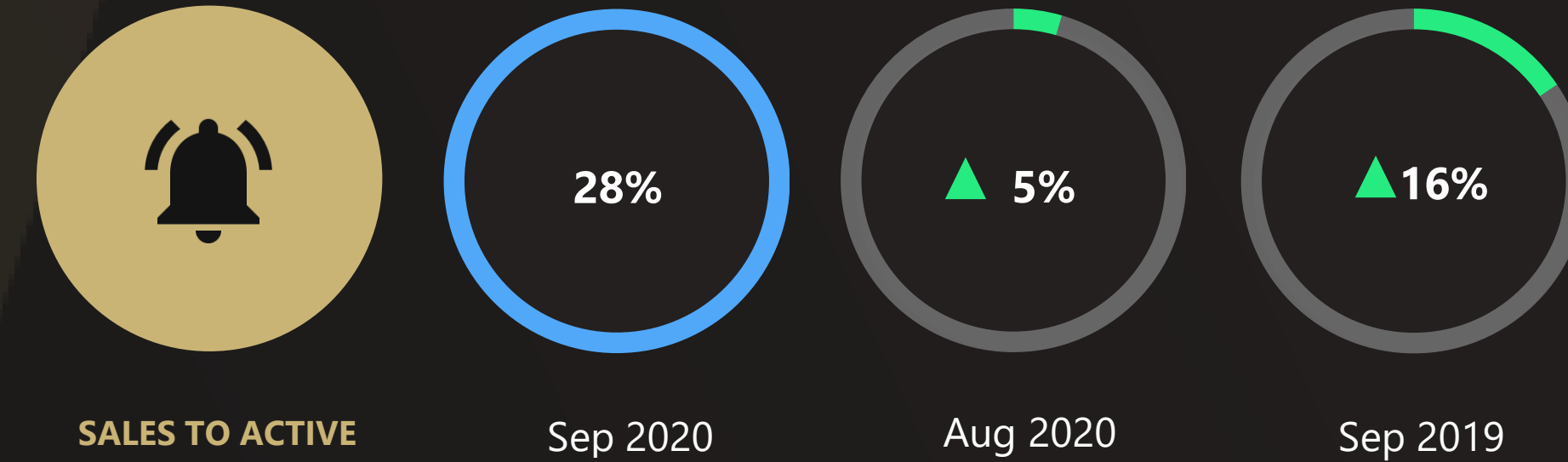


Detached and Houses

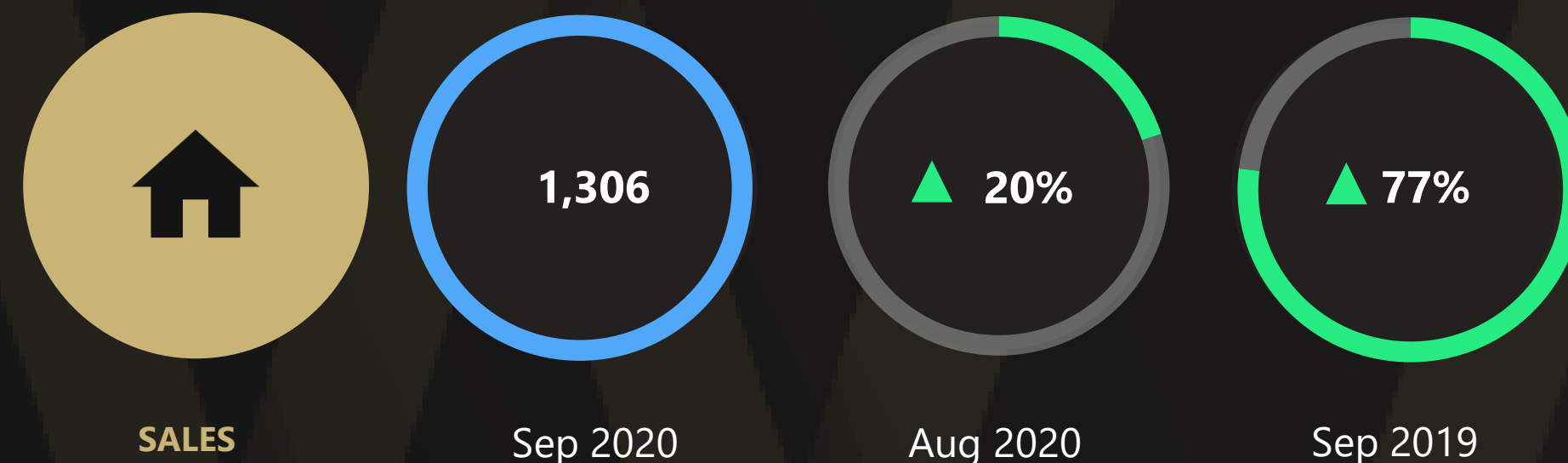
● CURRENT ● UP ● DOWN



In Greater Vancouver, the number of new listings for detached properties in September 2020 was 2,016 a 10% increase compared to August 2020, when 1,837 homes were listed, and a 18% increase from the 1,702 properties listed last September.



In Greater Vancouver, the sales-to-active listings ratio for detached properties for September 2020 was 28%, a 5% increase compared to August 2020, when the ratio was 23%, and a 16% increase from the 12% ratio last September.



The number of houses sold in Greater Vancouver in September 2020 was 1,306, a 20% increase compared to August 2020, when 1,088 homes were sold, and a 77% increase from the 738 properties sold last September.

## Facts

The Average days on Market for Greater Vancouver detached properties in September 2020 was 40 days, a 5% increase in comparison to 38 days in August. The average price per square foot for Greater Vancouver detached properties in September 2020 was \$631, a 4% increase in comparison to \$ 608 per square foot in August 2020.

# GREATER VANCOUVER

September, 2020



Condos and Townhouses

● CURRENT ● UP ● DOWN



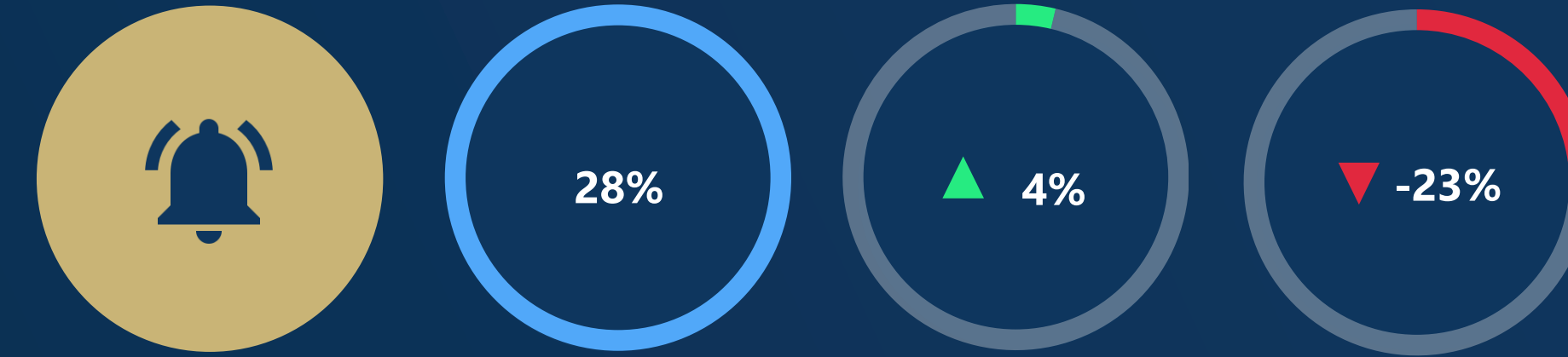
LISTINGS

Sep 2020

Aug 2020

Sep 2019

In Greater Vancouver, the number of new listings for condos and townhouses in September 2020 was 4,375, a 10% increase compared to August 2020, when 3,964 homes were listed, and a 39% increase from the 3,154 properties listed last September.



SALES TO ACTIVE

Sep 2020

Aug 2020

Sep 2019

In Greater Vancouver, the sales-to-active listings ratio for condos and townhouses in September 2020 was 28%, a 4% increase compared to August 2020, when the ratio was 24%, and a 23% decrease from the 50% ratio last September.



SALES

Sep 2020

Aug 2020

Sep 2019

The number of condos and townhouses sold in Greater Vancouver in September 2020 was 2,326, a 19% increase compared to August 2020, when 1,952 homes were sold, and a 46% increase from the 1,588 properties sold last September.

## Facts

The average days on the market for Greater Vancouver condos in September 2020 was 32 days, while for townhouses it was 33 days. The average price per square foot for Greater Vancouver condos was \$800 in September 2020, whereas for townhouses it was \$592 per square foot.

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# Downtown Vancouver

September 2020

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*By Amin Sabarwal*

**21** CENTURY 21.  
In Town Realty

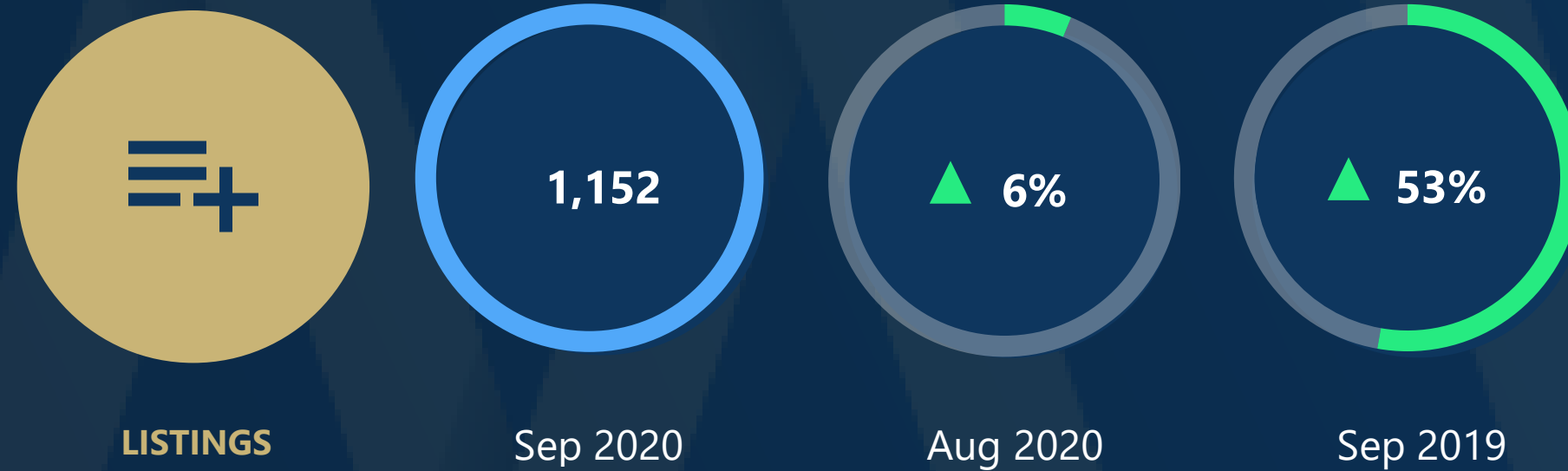
# DOWNTOWN VANCOUVER

September, 2020



Condos and Townhouses

● CURRENT ● UP ● DOWN



In Downtown Vancouver, the number of new listings for condo and townhouses in September 2020 was 1,152, a 6% increase compared to August 2020, when 1,100 homes were listed, and a 53% increase from the 754 properties listed last September.



In Downtown Vancouver, the sales-to-active listings ratio for condos and townhouses for September 2020 was 17%, a 1% increase compared to August 2020, when the ratio was 16%, and a 6% decrease from the 23% ratio last September.



The number of condos and townhouses sold in Downtown Vancouver in September 2020 was 196, a 12% increase compared to August 2020, when 175 homes were sold, and a 15% increase from the 170 properties sold last September.



In Downtown Vancouver, the average sale price for condos and townhouses in September 2020 was \$730K, a 10% decrease compared to August 2020, when the average sale price was \$815K, and a 14% decrease from the \$845K average sale price from last September.



# Market Type

## DOWNTOWN VANCOUVER

September, 2020



Condos and Townhouses



Seller Market



Buyer Market



N/A\*



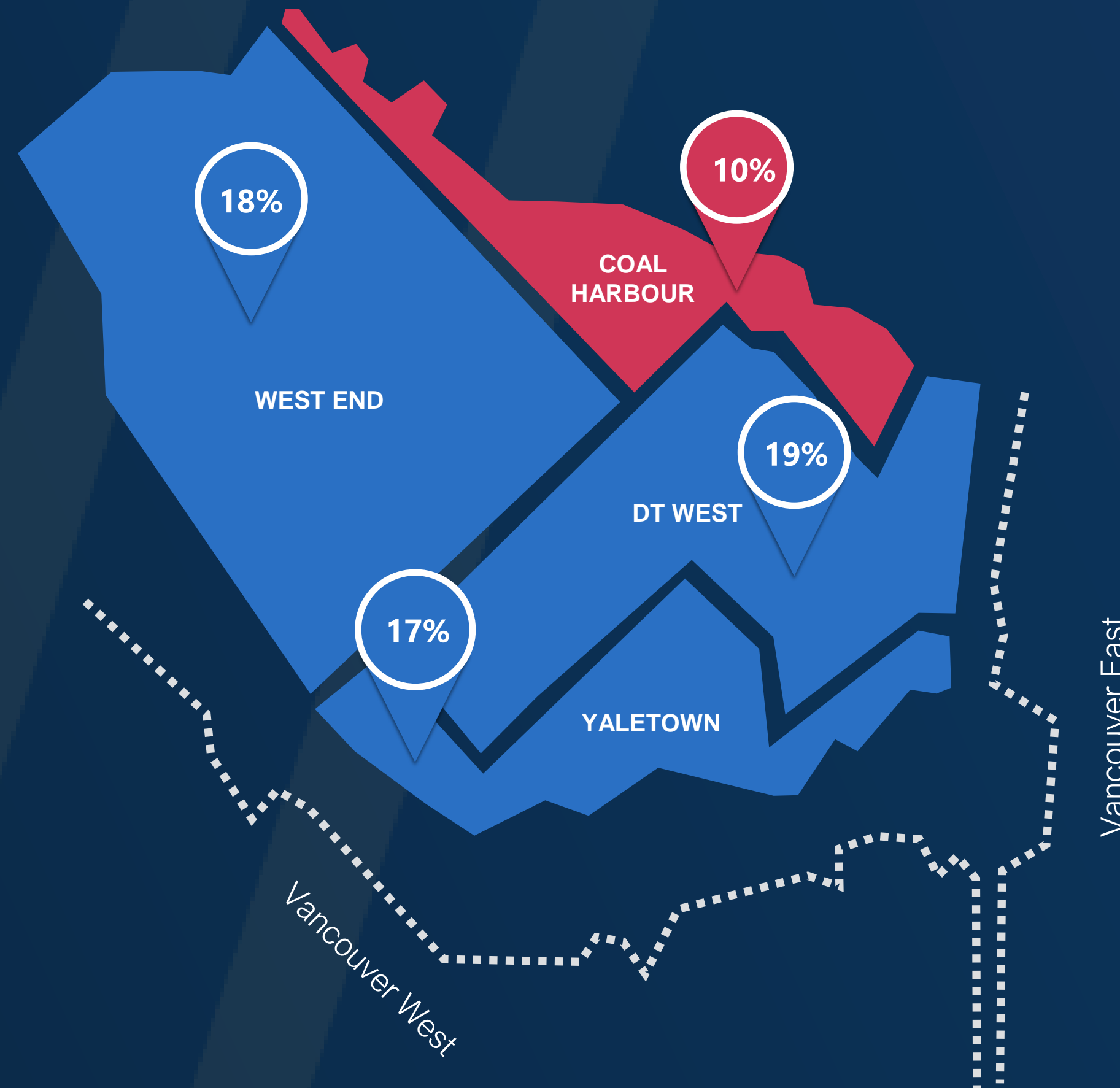
Balanced Market

## 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

September 2020

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**21** CENTURY 21.  
In Town Realty

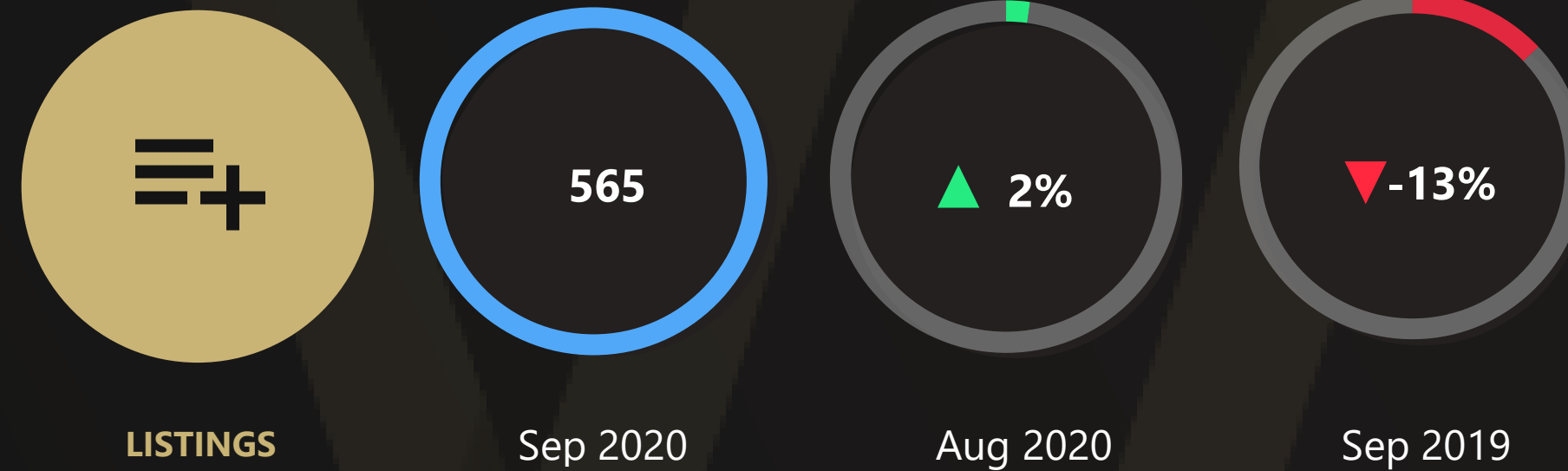
# VANCOUVER WESTSIDE

September, 2020



Detached and Houses

● CURRENT ● UP ● DOWN



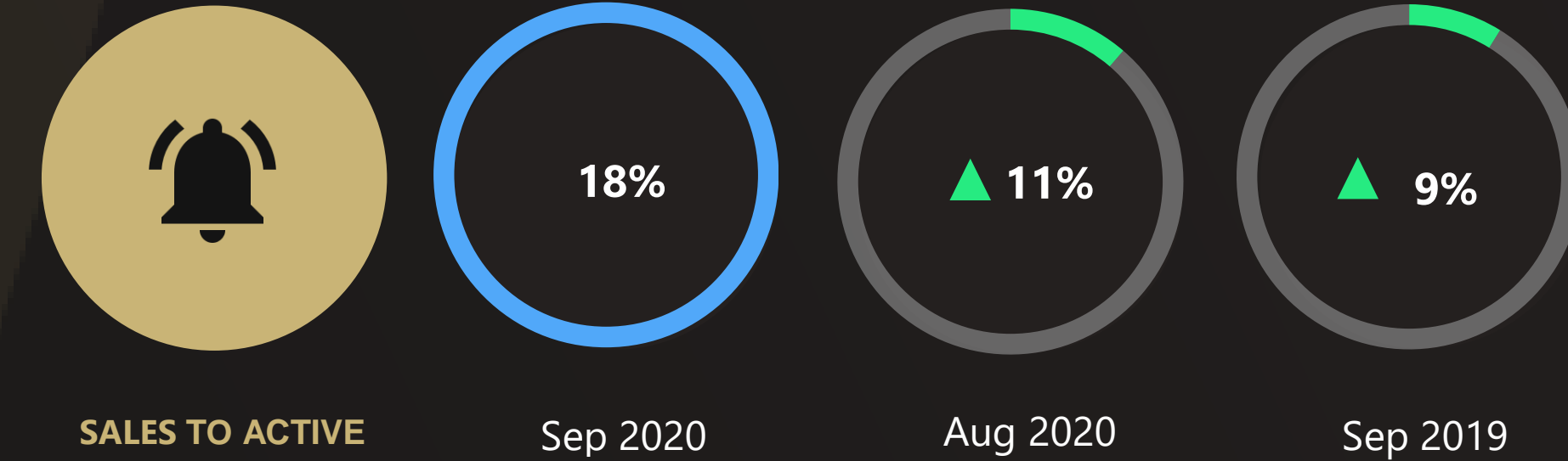
LISTINGS

Sep 2020

Aug 2020

Sep 2019

In Vancouver West, the number of new listings for detached properties in September 2020 was 565, a 2% increase compared to August 2020, when 553 homes were listed, and a 13% decrease from the 649 properties listed last September.



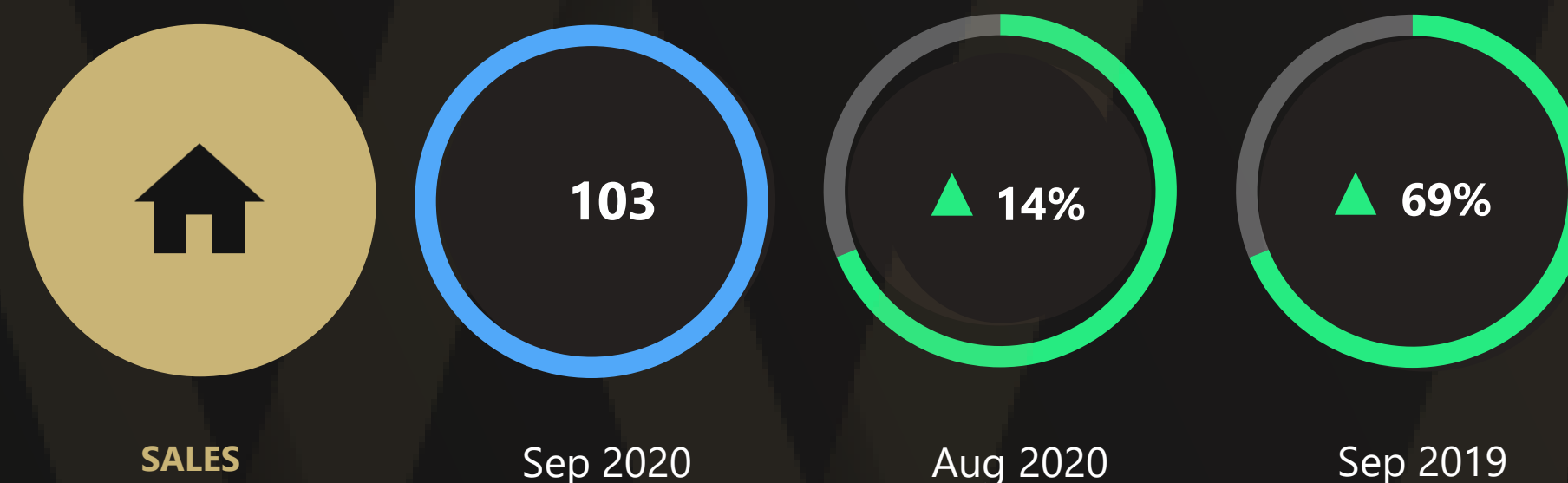
SALES TO ACTIVE

Sep 2020

Aug 2020

Sep 2019

In Vancouver West, the sales-to-active listings ratio for houses for september 2020 was 18%, a 11% increase compared to August 2020, when the ratio was 7%, and a 9% increase from the 9% ratio last August.



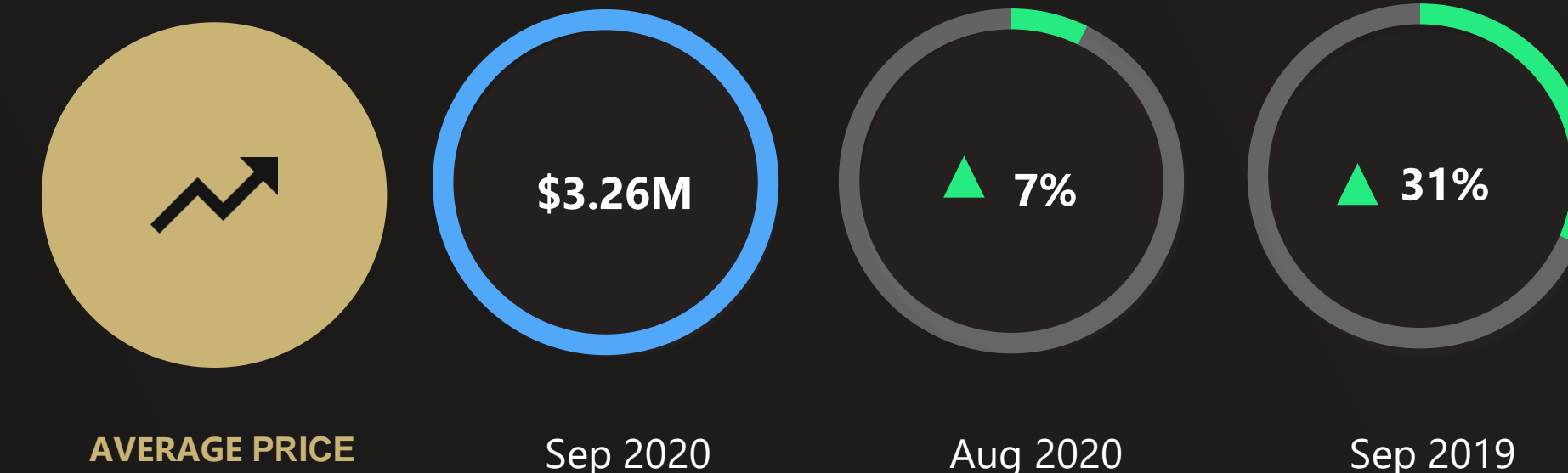
SALES

Sep 2020

Aug 2020

Sep 2019

The number of houses sold in Vancouver West in September 2020 was 103, a 14% increase compared to August 2020, when 90 homes were sold, and a 69% increase from the 61 properties sold last September.



AVERAGE PRICE

Sep 2020

Aug 2020

Sep 2019

In Vancouver West, the average sale price for houses in September 2020 was \$3.26M, a 7% increase compared to August 2020, when the average sale price was \$3.04M, and a 31% increase from the \$2.48M average sale price from last September.

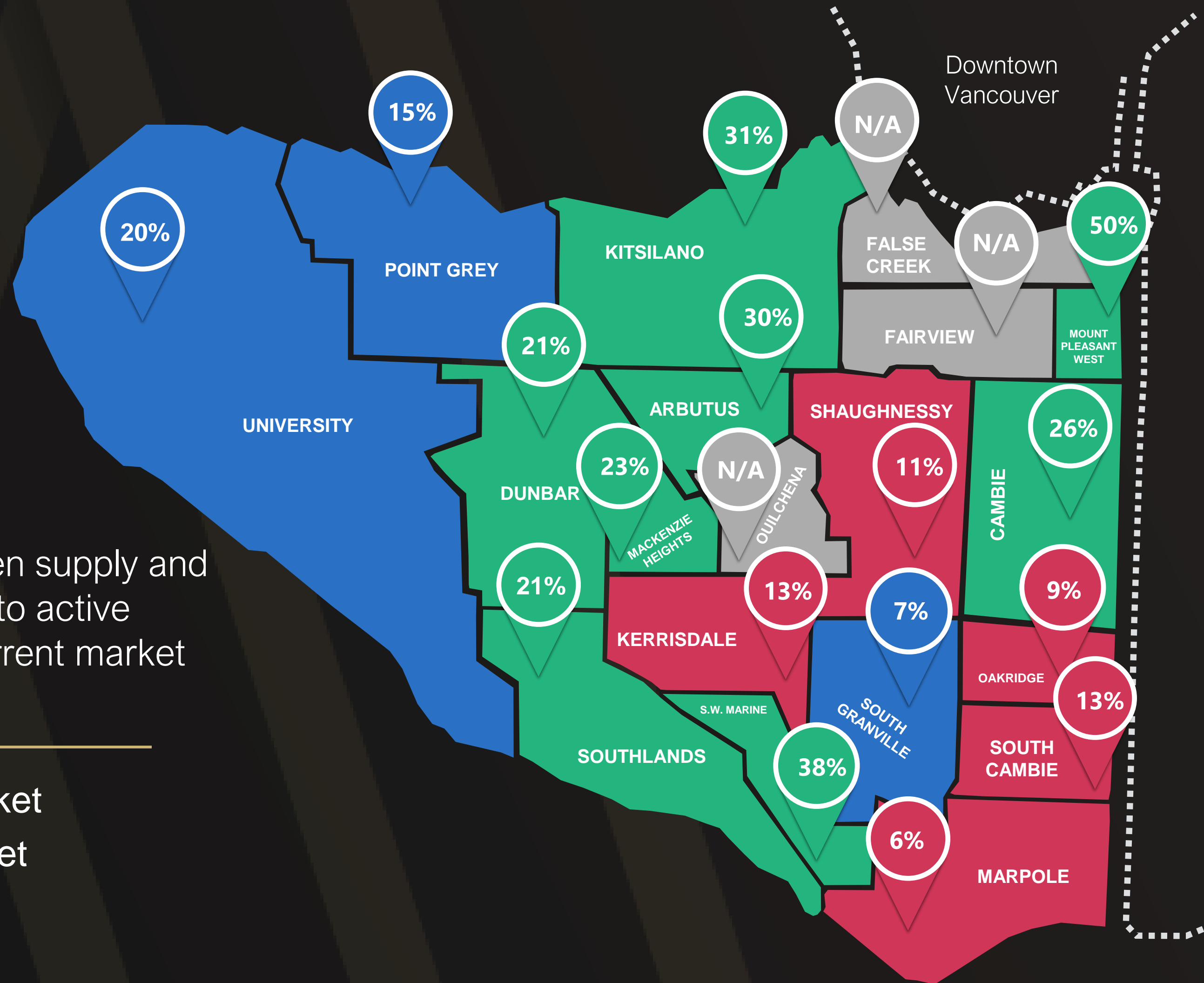
# Market Type

## VANCOUVER WESTSIDE

September, 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

September, 2020

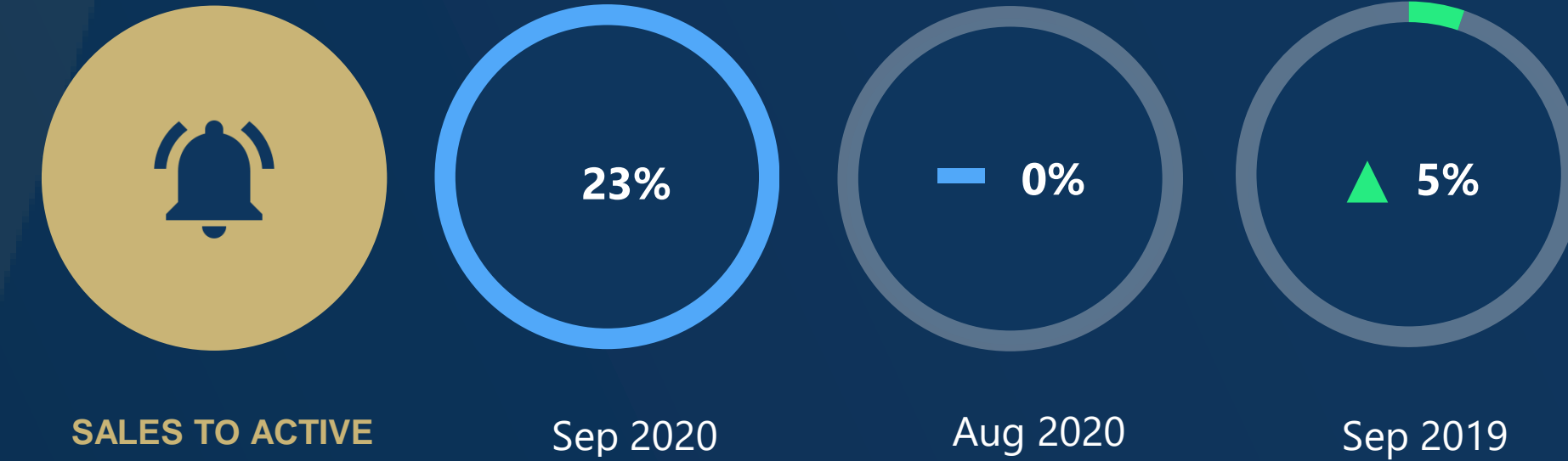


Condos and Townhouses

● CURRENT ● UP ● DOWN



In Vancouver West, the number of new listings for condos and townhouses in September 2020 was 1,003, a 10% increase compared to August 2020, when 914 homes were listed, and a 12% increase from the 898 properties listed last September.



In Vancouver West, the sales-to-active listings ratio for houses for September 2020 was 23%, no changes compared to August 2020, when the ratio was 23%, and a 5% increase from the 18% ratio last September.



The number of condos and townhouses sold in Vancouver West in September 2020 was 231, a 9% increase compared to August 2020, when 211 homes were sold, and a 44% increase from the 160 properties sold last September.



In Vancouver West, the average sale price for condos and townhouses in September 2020 was \$826K, no changes compared to August 2020, when the average sale price was \$826K, and a 3% increase from the \$802K average sale price from last September.



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# Vancouver Eastside

September 2020

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In Town Realty

# VANCOUVER EASTSIDE

September, 2020

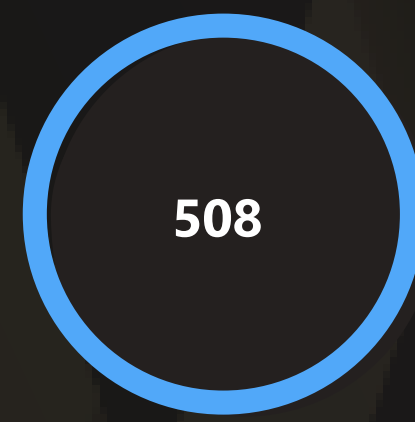


Detached and Houses

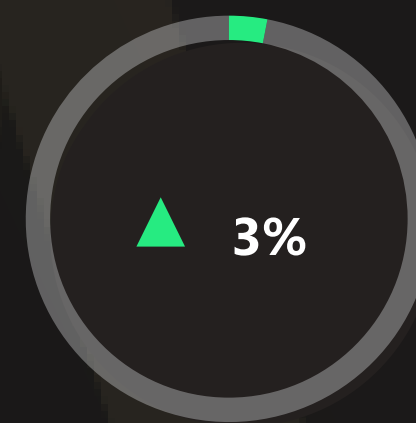
● CURRENT ● UP ● DOWN



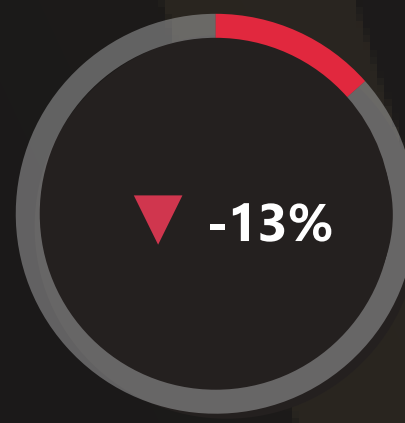
LISTINGS



Sep 2020



Aug 2020

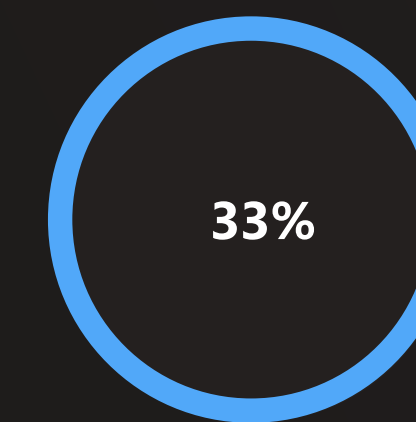


Sep 2019

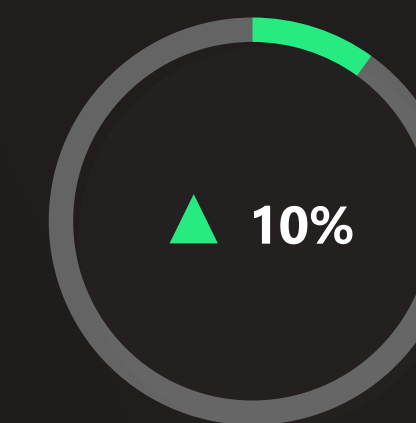
In Vancouver East, the number of new listings for detached properties in September 2020 was 508, a 3% increase compared to August 2020, when 493 homes were listed, and a 13% decrease from the 587 properties listed last September.



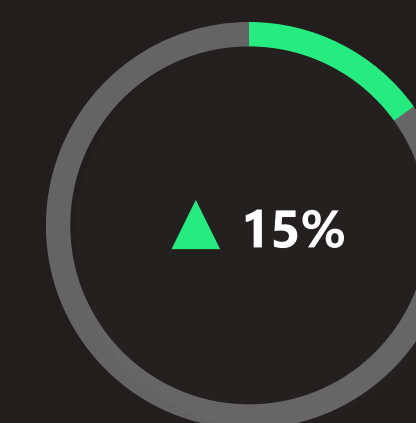
SALES TO ACTIVE



Sep 2020



Aug 2020

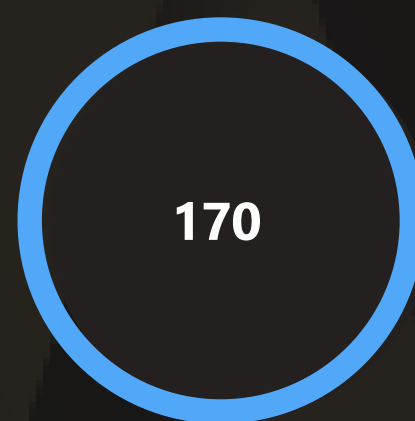


Sep 2019

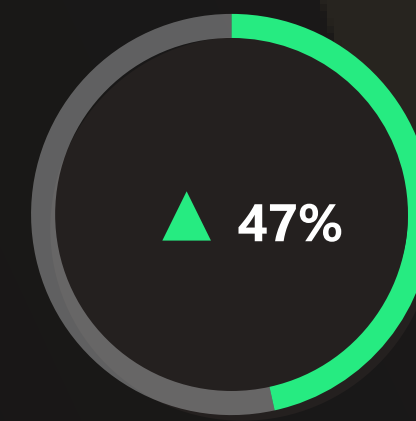
In Vancouver East, the sales to active ratio for houses for September 2020 was 24%, a 10% decrease compared to August 2020, when the ratio was 24%, and a 15% increase from the 18% ratio last September.



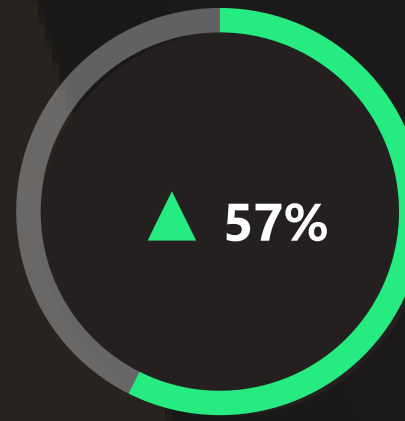
SALES



Sep 2020

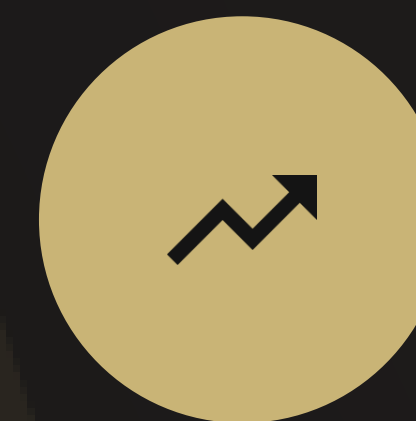


Aug 2020

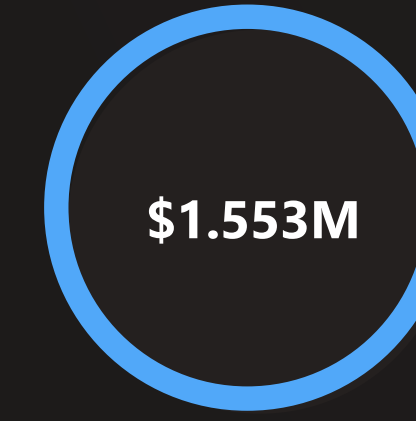


Sep 2019

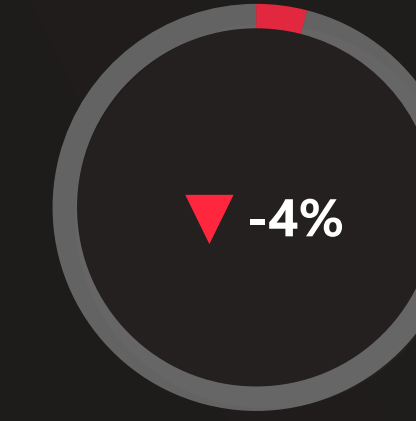
The number of houses sold in Vancouver East in September 2020 was 170, a 47% increase compared to August 2020, when 116 homes were sold, and a 57% increase from the 108 properties sold last September.



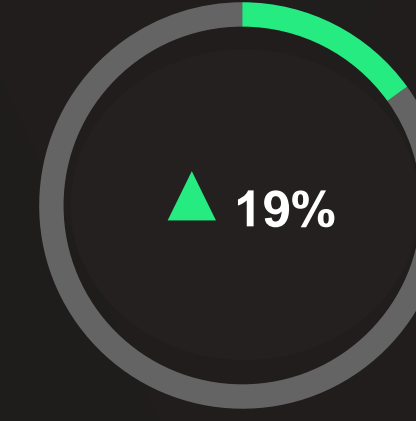
AVERAGE PRICE



Sep 2020



Aug 2020



Sep 2019

In Vancouver East, the average sale price for houses in September 2020 was \$1.553M, a 4% decrease compared to August 2020, when the average sale price was \$1.618M, and a 11% increase from the \$1.4M average sale price from last September.



# Market Type

## VANCOUVER EASTSIDE

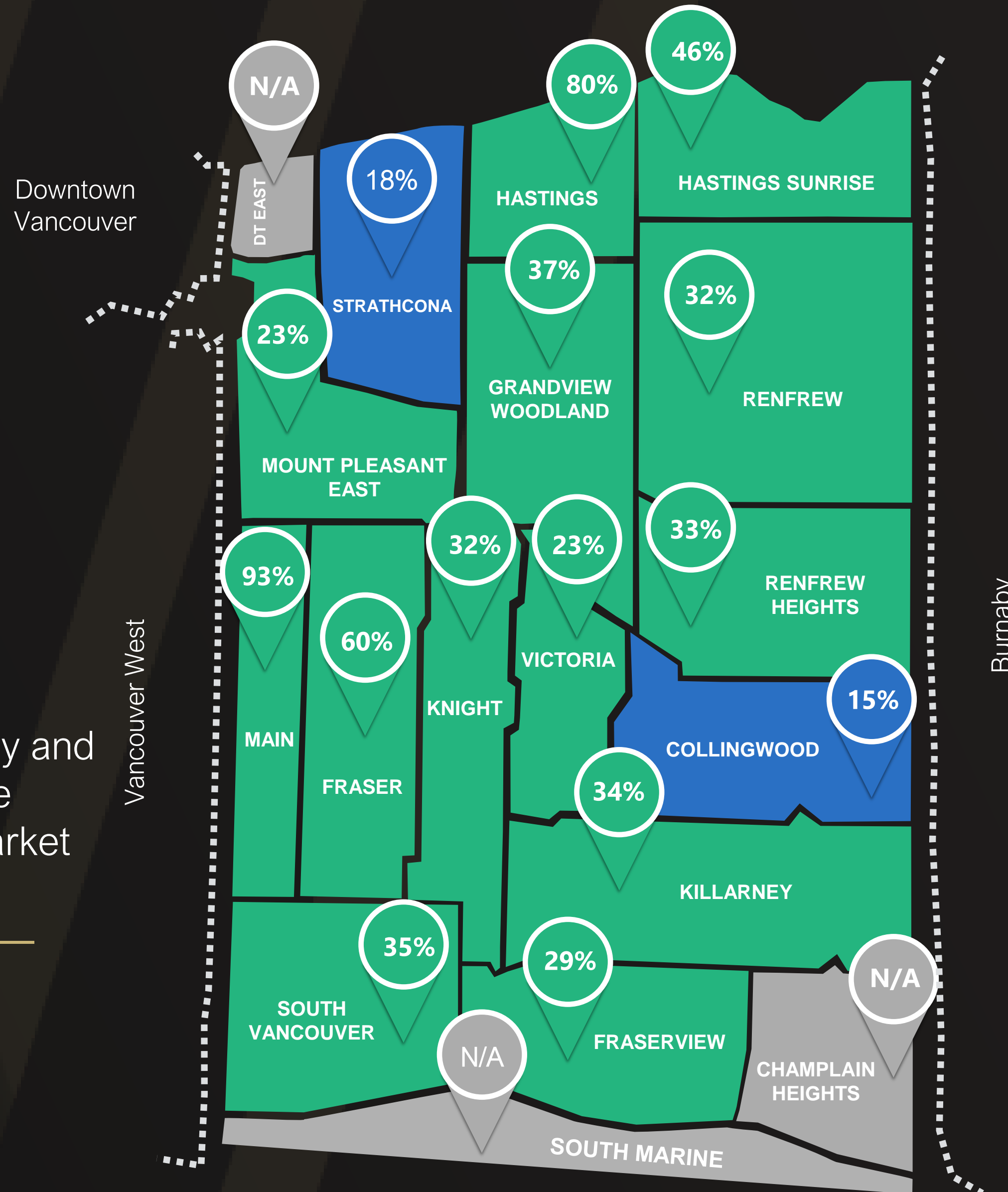
September, 2020

### 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

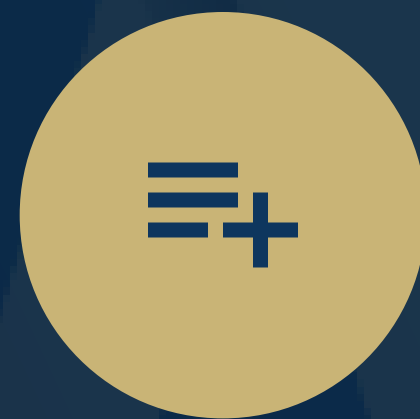
# VANCOUVER EASTSIDE

September, 2020



Condos and Townhouses

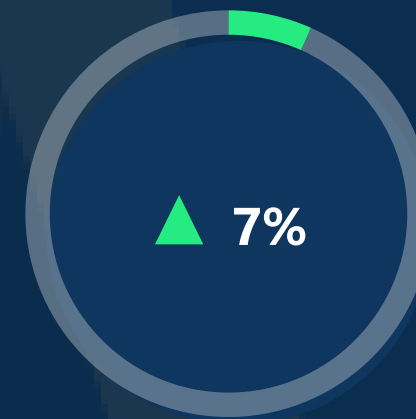
● CURRENT ● UP ● DOWN



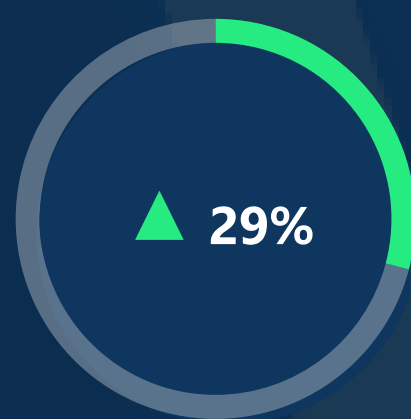
LISTINGS



Sep 2020



Aug 2020

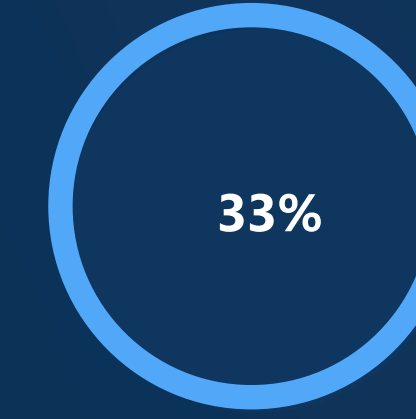


Sep 2019

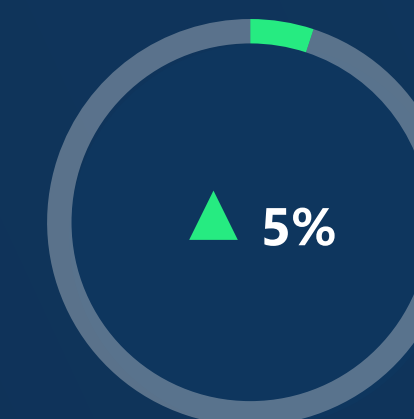
In Vancouver East, the number of new listings for condos and townhouses in September 2020 was 706, a 7% increase compared to August 2020, when 662 homes were listed, and a 29% increase from the 547 properties listed last September.



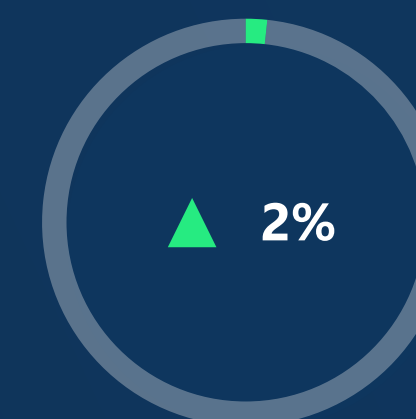
SALES TO ACTIVE



Sep 2020



Aug 2020



Sep 2019

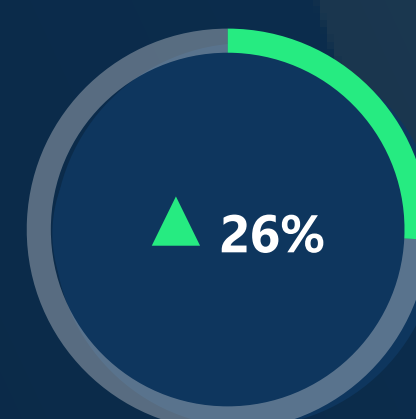
In Vancouver East, the sales to active ratio for houses for September 2020 was 33%, an 5% increase compared to August 2020, when the ratio was 28%, and a 2% decrease from the 31% ratio last September.



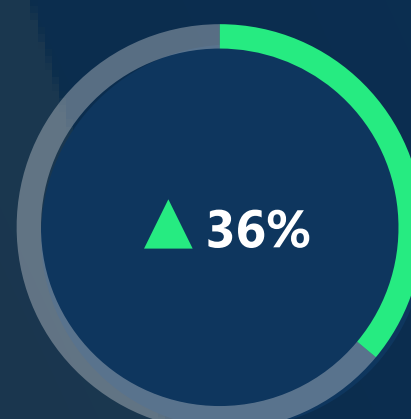
SALES



Sep 2020



Aug 2020



Sep 2019

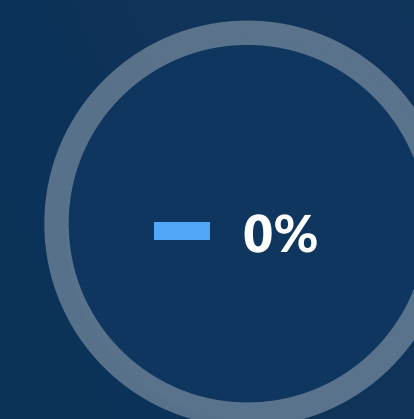
The number of condos and townhouses sold in Vancouver East in September 2020 was 234, a 26% increase compared to August 2020, when 186 homes were sold, and a 36% increase from the 172 properties sold last September.



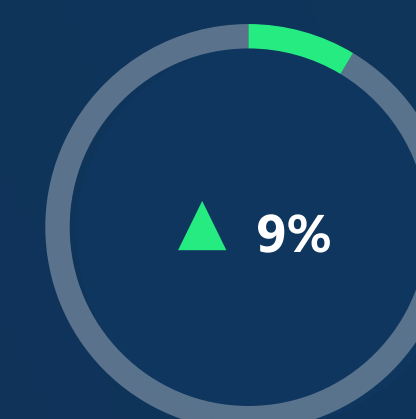
AVERAGE PRICE



Sep 2020



Aug 2020



Sep 2019

In Vancouver East, the average sale price for condos and townhouses in September 2020 was \$656K, no changes compared to August 2020, when the average sale price was \$655K, and a 9% increase from the \$604K average sale price from last September.

# Market Type

## VANCOUVER EASTSIDE

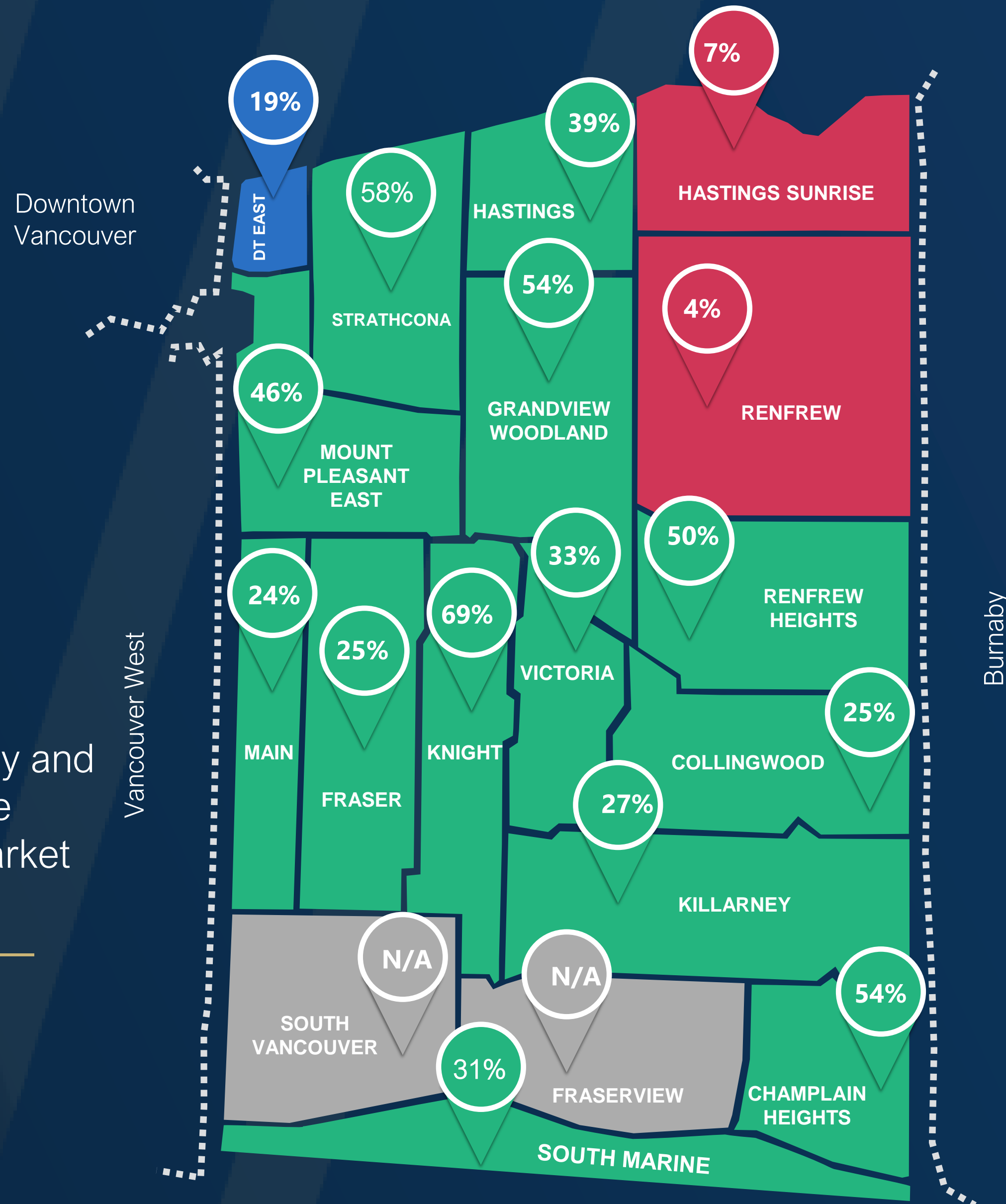
September, 2020

### 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

September 2020

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*By Amin Saharvand*

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In Town Realty

# NORTH VANCOUVER

September, 2020



Detached and Houses

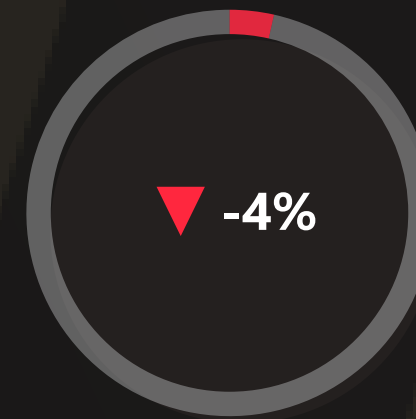
● CURRENT ● UP ● DOWN



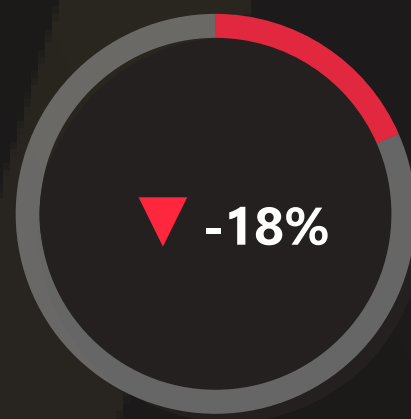
LISTINGS



Sep 2020



Aug 2020

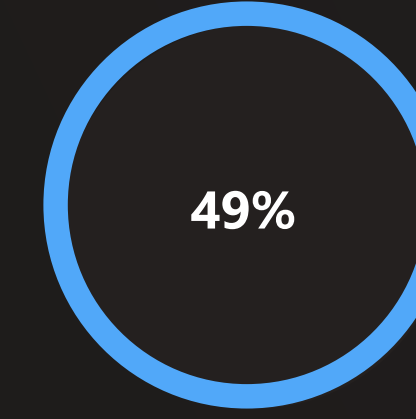


Sep 2019

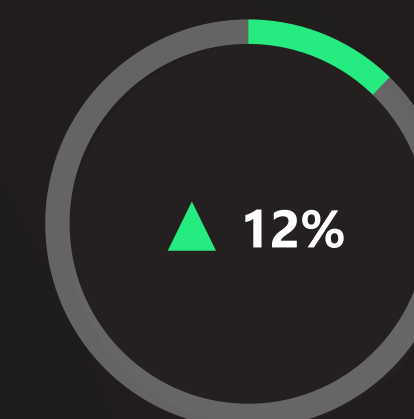
In North Vancouver, the number of new listings for detached properties in September 2020 was 274, a 4% decrease compared to August 2020, when 284 homes were listed, and a 18% decrease from the 336 properties listed last September.



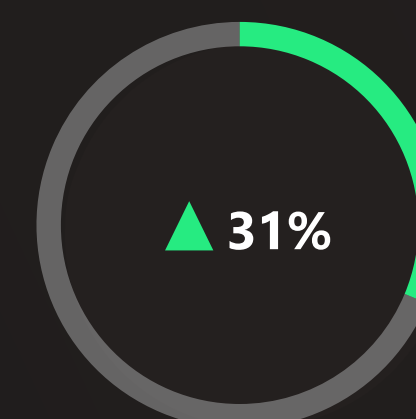
SALES TO ACTIVE



Sep 2020



Aug 2020

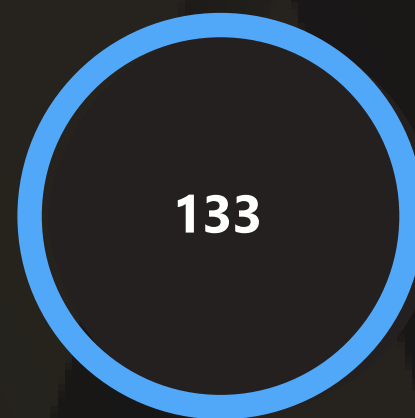


Sep 2019

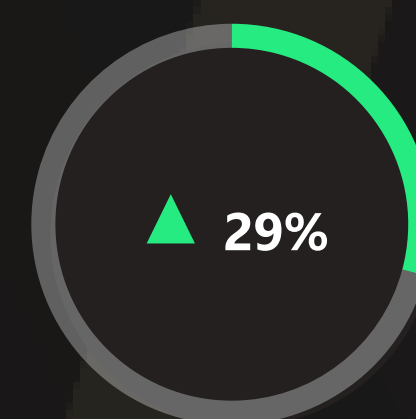
In North Vancouver, the sales to active ratio for houses for September 2020 was 49%, a 12% increase compared to August 2020, when the ratio was 36%, and a 31% increase from the 17% ratio last September.



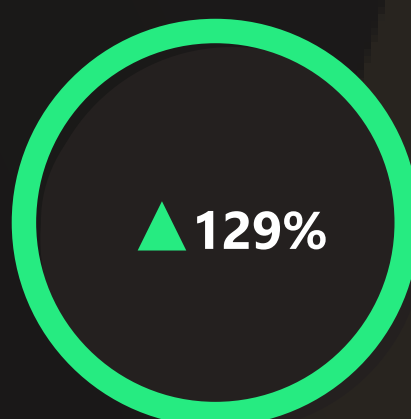
SALES



Sep 2020



Aug 2020

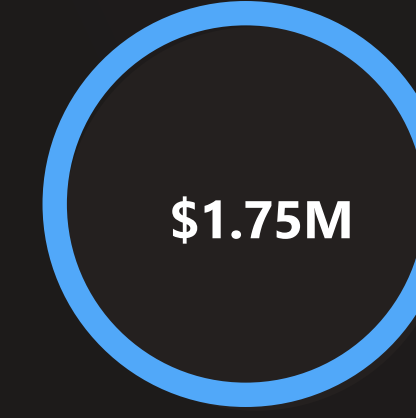


Sep 2019

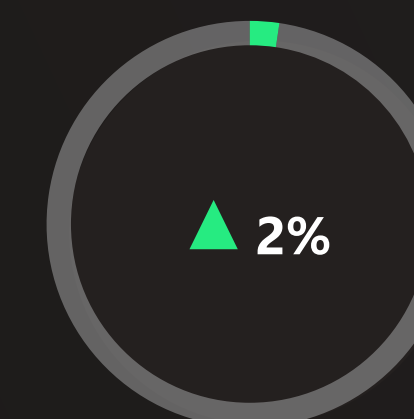
The number of houses sold in North Vancouver in September 2020 was 133, a 29% increase compared to August 2020, when 103 homes were sold, and a 129% increase from the 58 properties sold last September.



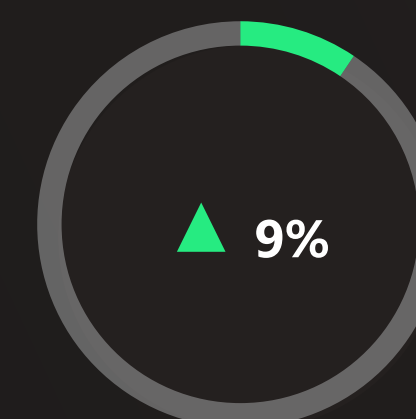
AVERAGE PRICE



Sep 2020



Aug 2020



Sep 2019

In North Vancouver, the average sale price for houses in September 2020 was \$1.75M, a 2% increase compared to August 2020, when the average sale price was \$1.71M, and a 9% increase from the \$1.599M average sale price from last September.

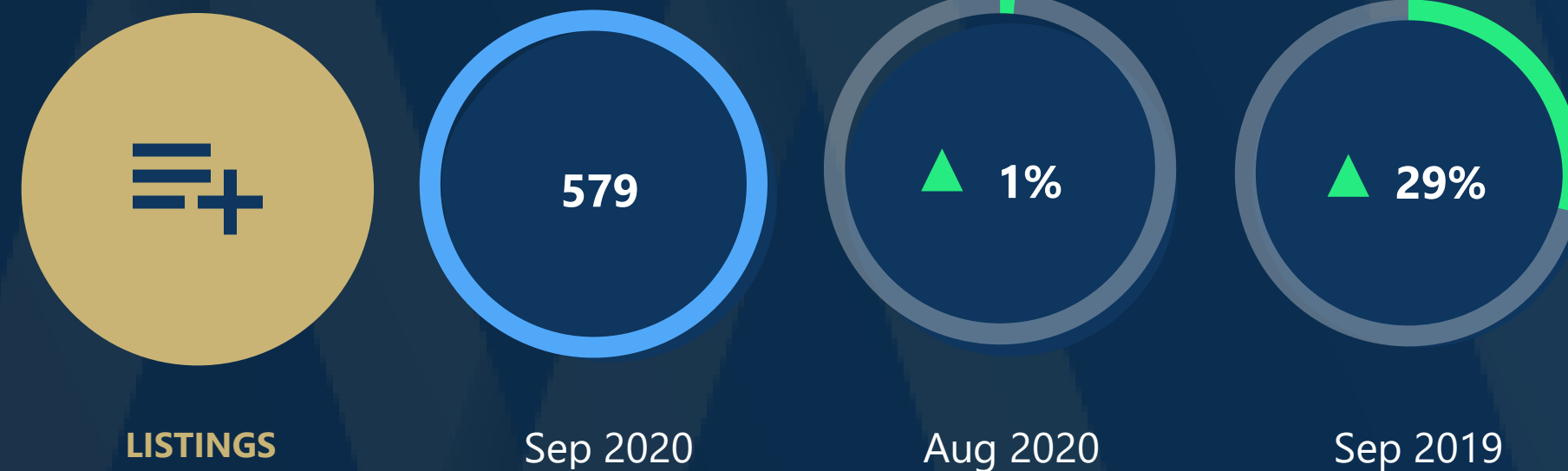
# NORTH VANCOUVER

September, 2020

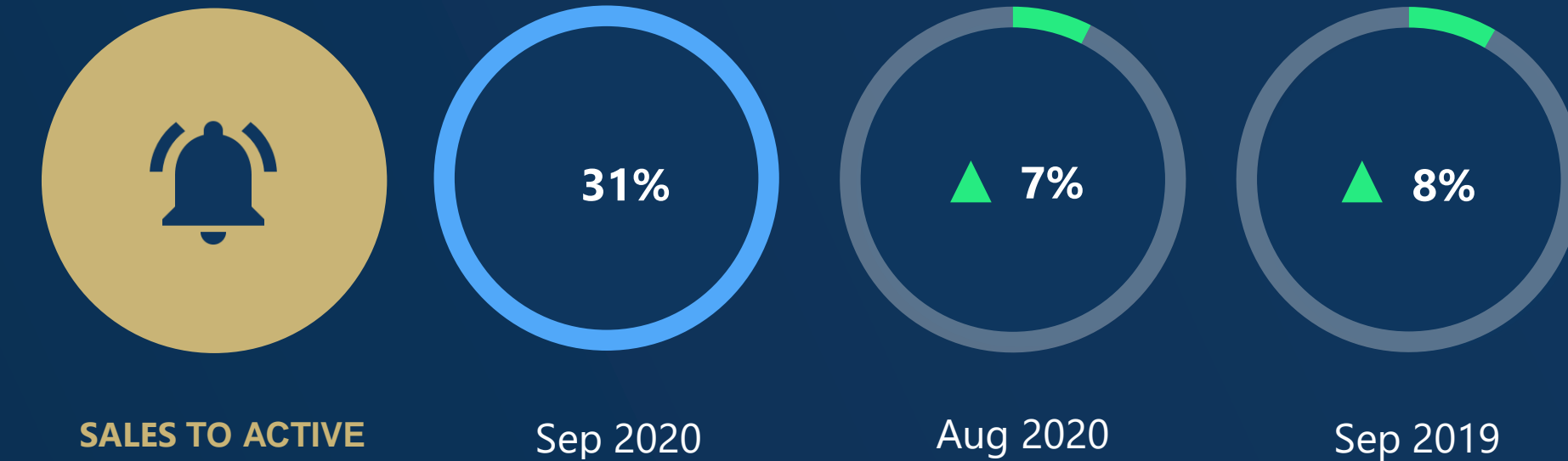


Condos and Townhouses

● CURRENT ● UP ● DOWN



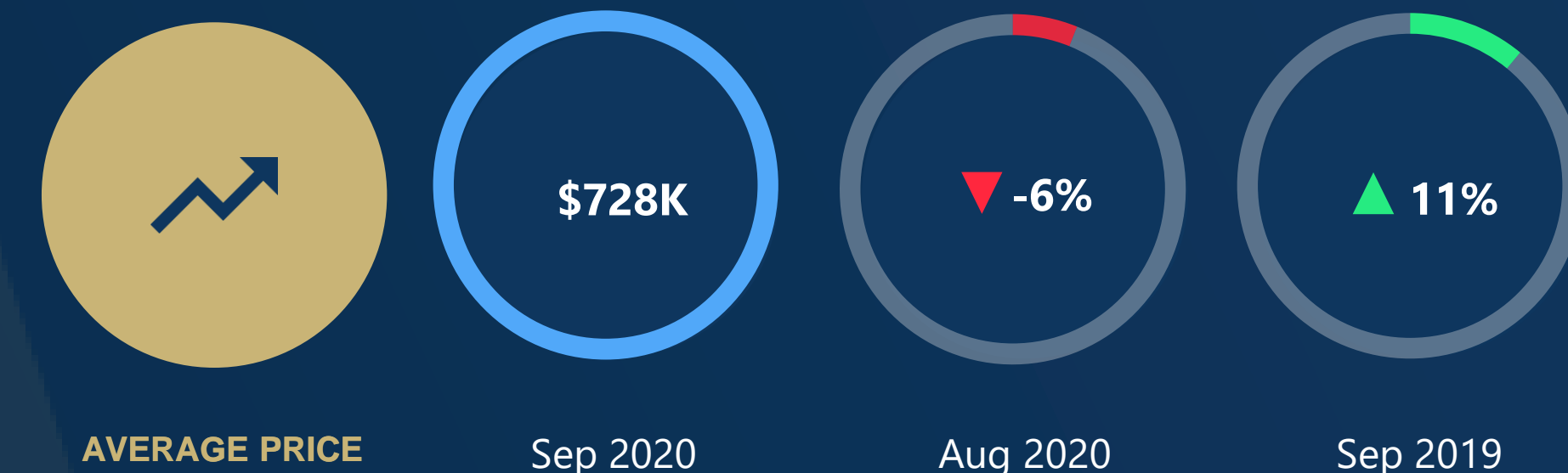
In North Vancouver, the number of new listings for condos and townhouses in September 2020 was 579, a 1% increase compared to August 2020, when 571 homes were listed, and a 29% increase from the 450 properties listed last September.



In North Vancouver, the sales-to-active listings ratio for condo and townhouses for September 2020 was 31%, a 7% increase compared to August 2020, when the ratio was 24%, and a 8% increase from the 23% ratio last September.



The number of condos and townhouses sold in North Vancouver in September 2020 was 182, a 33% increase compared to August 2020, when 137 homes were sold, and a 75% increase from the 104 properties sold last September.



In North Vancouver, the average sale price for condos and townhouses in September 2020 was \$728K, a 6% decrease compared to August 2020, when the average sale price was \$775K, and a 11% increase from the \$656K average sale price from last September.

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# West Vancouver

September 2020

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*By Amin Saharvand*

**21** CENTURY 21.  
In Town Realty

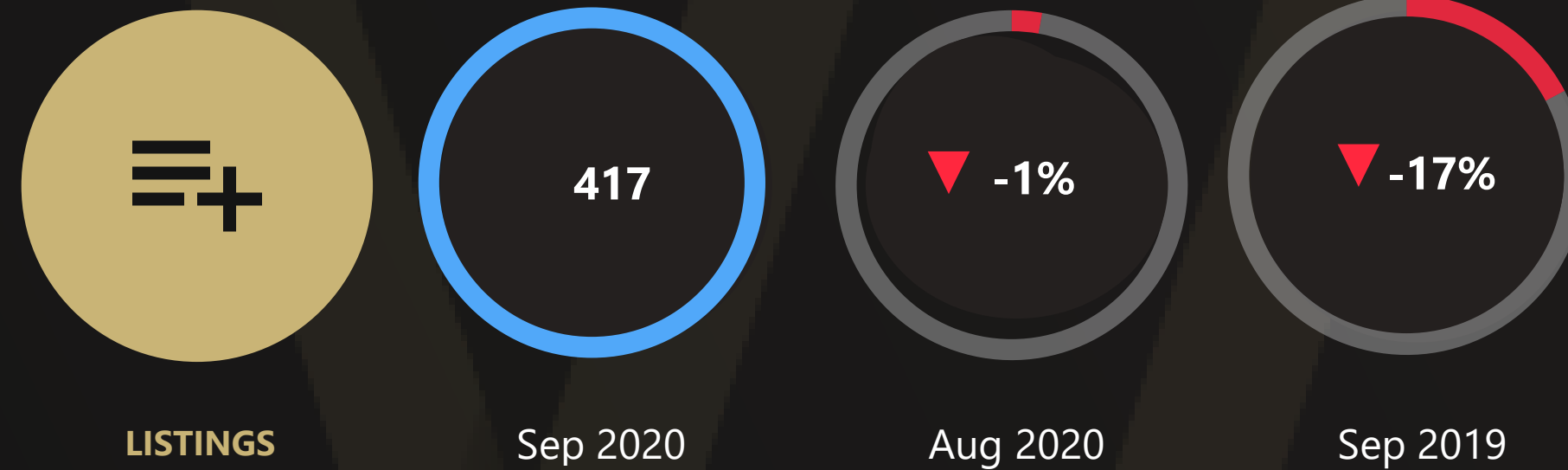
# WEST VANCOUVER

September, 2020



Detached and Houses

● CURRENT ● UP ● DOWN



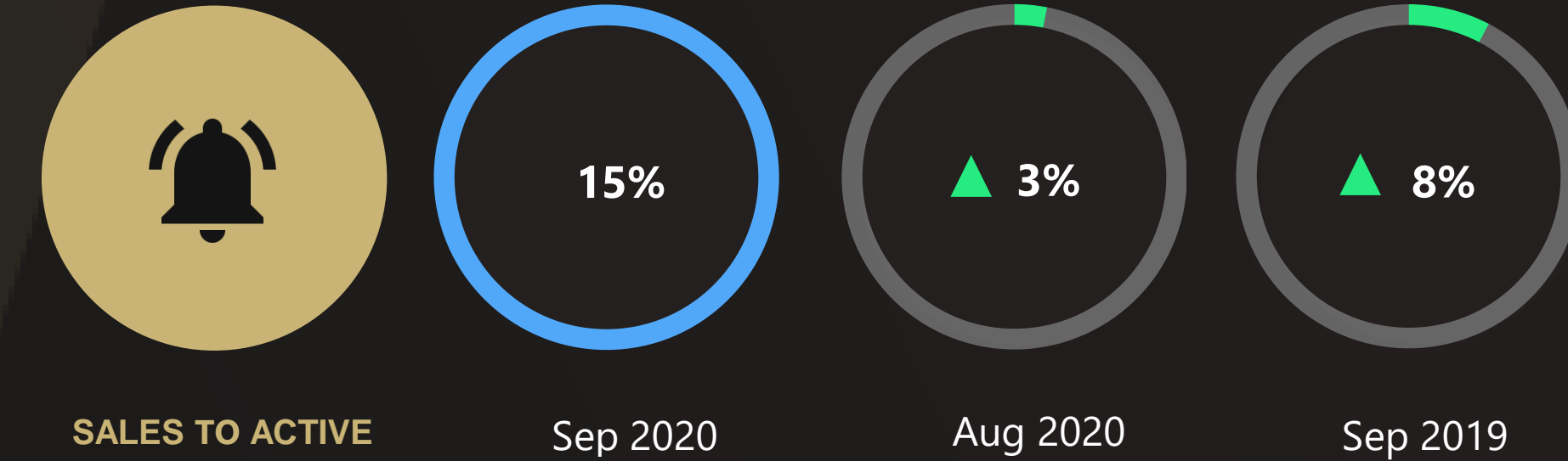
LISTINGS

Sep 2020

Aug 2020

Sep 2019

In West Vancouver houses, the number of new listings for residential properties in September 2020 was 417, a 1% decrease compared to August 2020, when 423 homes were listed, and a 17% decrease from the 504 properties listed last September.



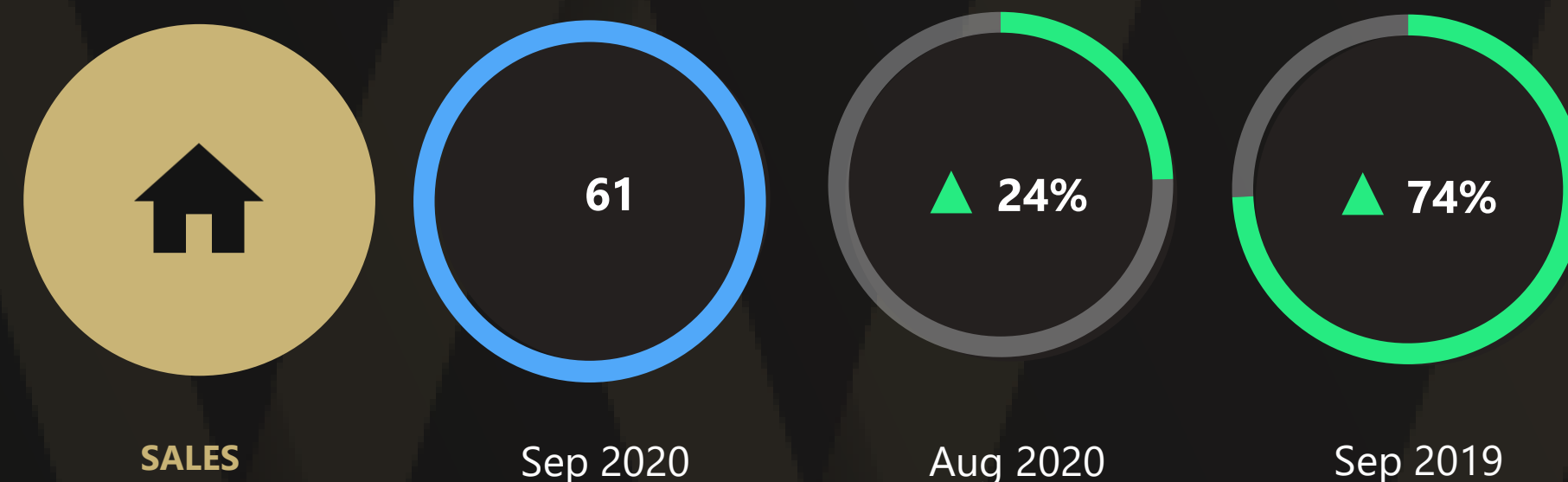
SALES TO ACTIVE

Sep 2020

Aug 2020

Sep 2019

In West Vancouver, the sales to active ratio for houses for September 2020 was 15%, a 3% increase compared to August 2020, when the ratio was 12%, and a 8% increase from the 7% ratio last September.



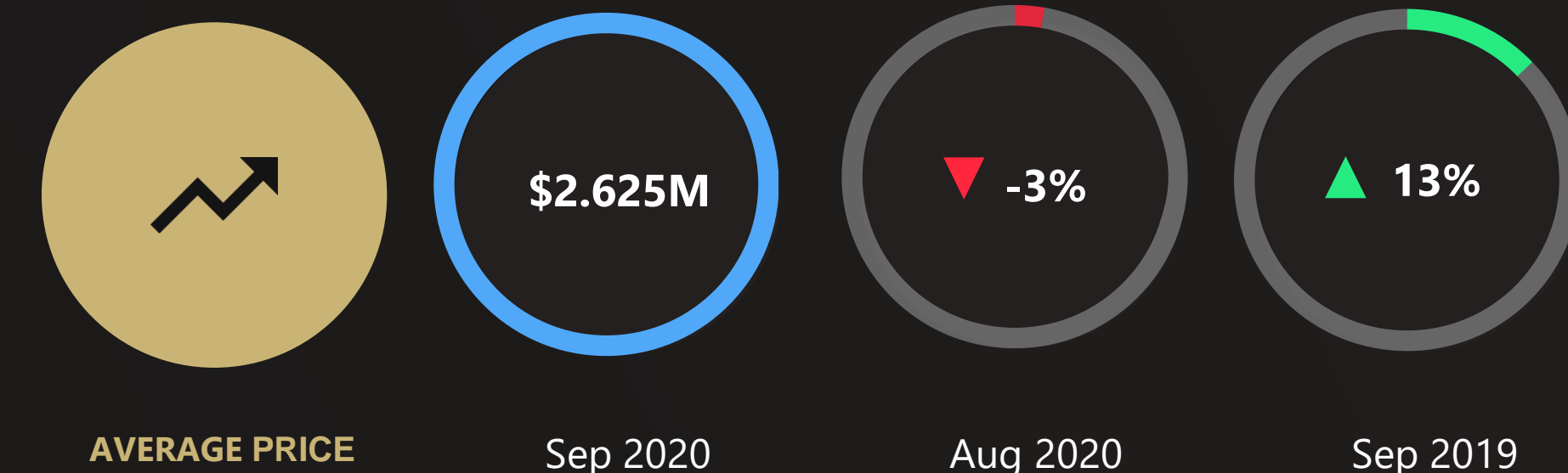
SALES

Sep 2020

Aug 2020

Sep 2019

The number of houses sold in West Vancouver in September 2020 was 61, a 24% increase compared to August 2020, when 49 homes were sold, and a 74% increase from the 35 properties sold last September.



AVERAGE PRICE

Sep 2020

Aug 2020

Sep 2019

In West Vancouver, the average sale price for houses in September 2020 was \$2.625M, a 3% decrease compared to August 2020, when the average sale price was \$2.7M, and a 13% increase from the \$2.325M average sale price from last September.



# WEST VANCOUVER

September, 2020



Condos and Townhouses

CURRENT UP DOWN



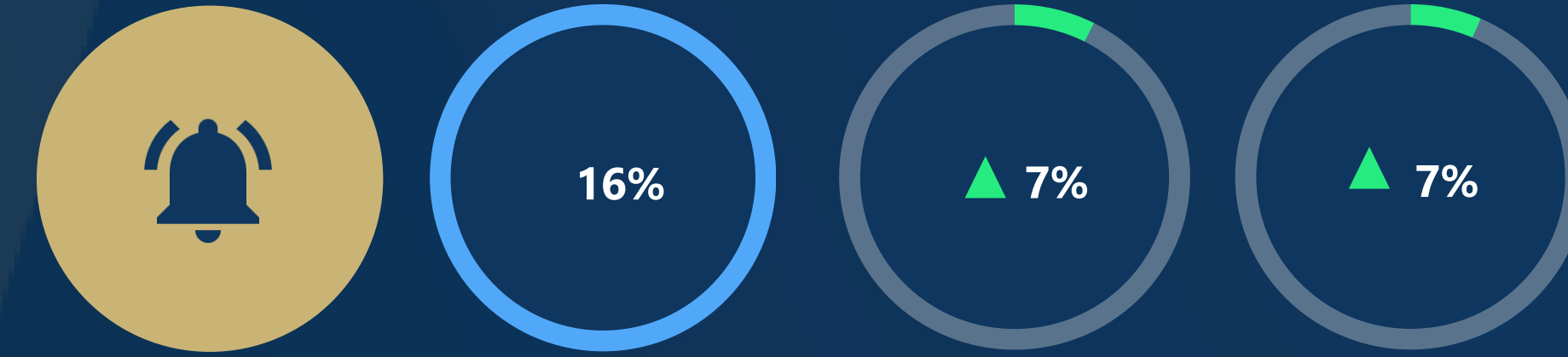
LISTINGS

Sep 2020

Aug 2020

Sep 2019

In West Vancouver, the number of new listings for condos and townhouses in September 2020 was 177, a 2% decrease compared to August 2020, when 180 homes were listed, and a 17% increase from the 151 properties listed last September.



SALES TO ACTIVE

Sep 2020

Aug 2020

Sep 2019

In West Vancouver, the sales-to-active listings ratio for condos and townhouses for September 2020 was 16%, a 7% increase compared to August 2020, when the ratio was 8%, and a 7% increase from the 9% ratio last September.



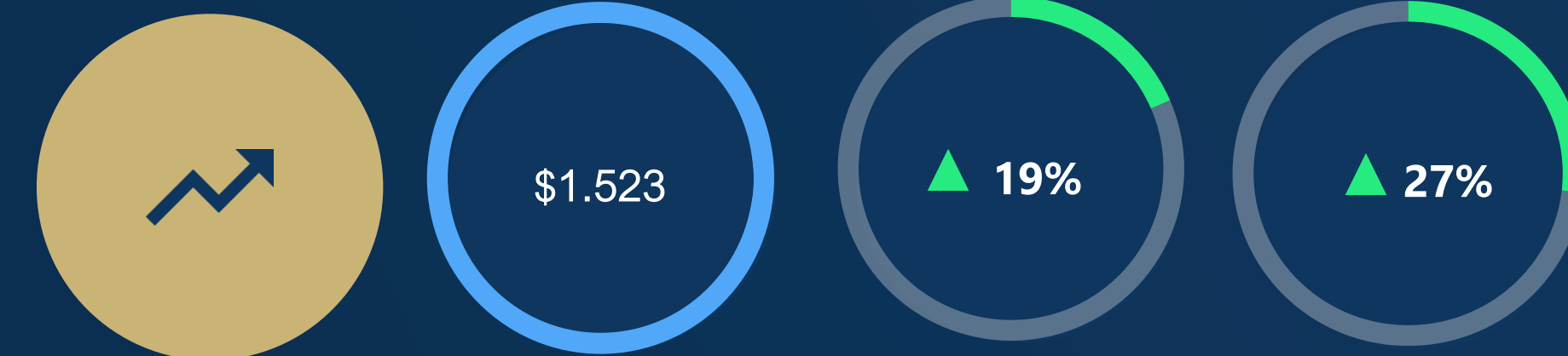
SALES

Sep 2020

Aug 2020

Sep 2019

The number of condos and townhouses sold in West Vancouver in September 2020 was 28, a 87% increase compared to August 2020, when 15 homes were sold, and a 100% increase from the 14 properties sold last September.



AVERAGE PRICE

Sep 2020

Aug 2020

Sep 2019

In West Vancouver, the average sale price for condos and townhouses in September 2020 was \$1.363M, a 19% increase compared to August 2020, when the average sale price was \$1.15M, and a 27% increase from the \$1.075M average sale price from last September.

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*By Amir Joharifard*

# Contact us today

to see whether you should  
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**AMIR JOHARIFARD**

Cell: 778-885-5076

Email: [vivid@vividrealestate.ca](mailto:vivid@vividrealestate.ca)

Website: [vividrealestate.ca](http://vividrealestate.ca)