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VIVID

REAL ESTATE

By Amir Joharifard

Market Update

October 2020

Areas

GREATER VANCOUVER
DOWNTOWN VANCOUVER

VANCOUVER WESTSIDE
VANCOUVER EASTSIDE

NORTH VANCOUVER
WEST VANCOUVER

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Greater Vancouver

October 2020

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21 CENTURY 21.
In Town Realty

GREATER VANCOUVER

October, 2020



Detached and Attached Homes

● CURRENT ● UP ● DOWN



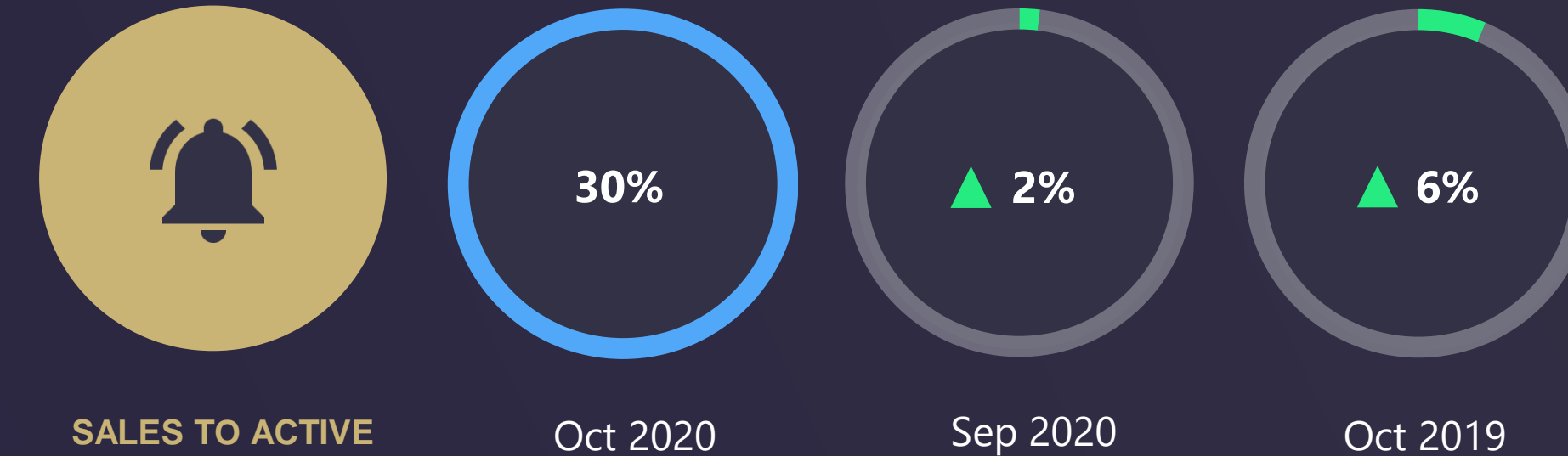
LISTINGS

Oct 2020

Sep 2020

Oct 2019

In Greater Vancouver, the number of new listings for residential properties in October 2020 was 5,560, a 13% decrease compared to September 2020, when 6,391 homes were listed, and a 37% increase from the 4,067 properties listed last October.



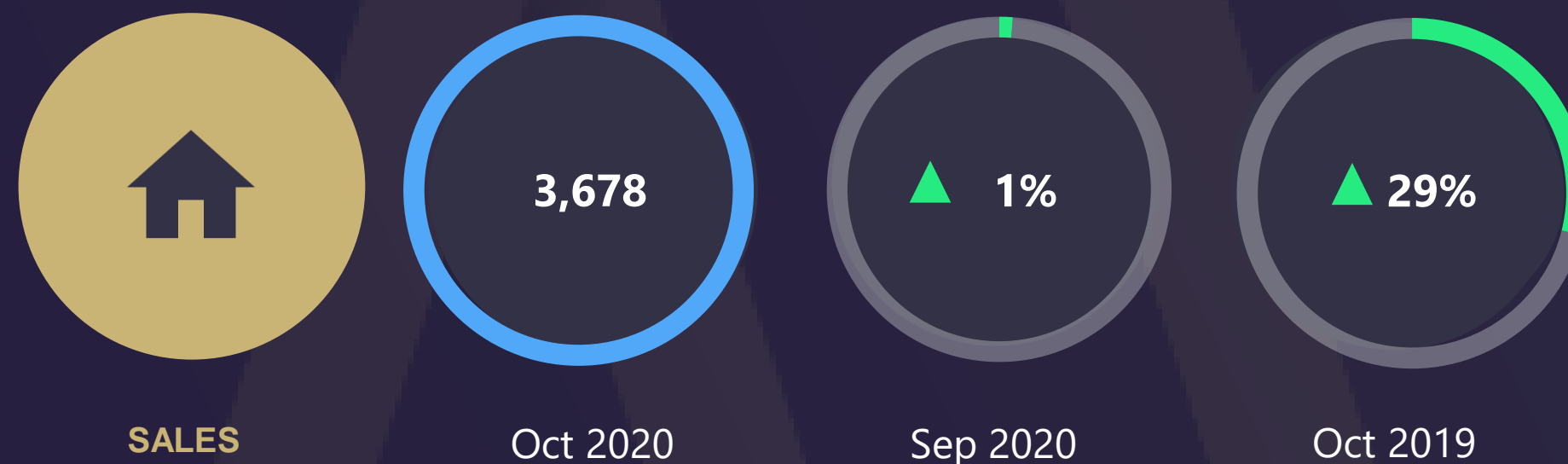
SALES TO ACTIVE

Oct 2020

Sep 2020

Oct 2019

In Greater Vancouver, the sales-to-active listings ratio for residential properties for October 2020 was 30%, a 2% increase compared to September 2020, when the ratio was 28%, and a 6% increase from the 23% ratio last October.



SALES

Oct 2020

Sep 2020

Oct 2019

The number of residential properties sold in Greater Vancouver in October 2020 was 3,678, a 1% increase compared to September 2020, when 3,632 homes were sold, and a 29% increase from the 2,854 properties sold last October.

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

October, 2020



Detached and Houses

● CURRENT ● UP ● DOWN



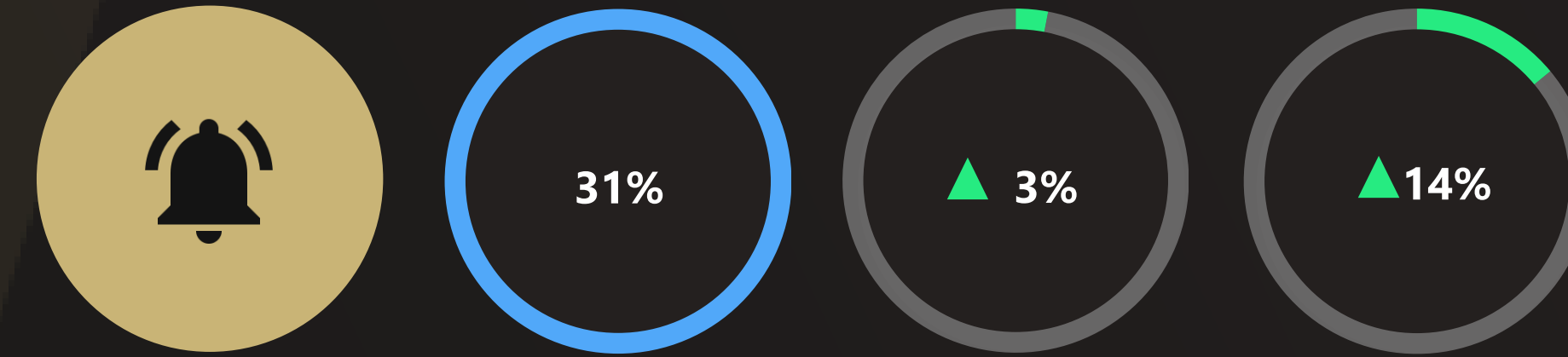
LISTINGS

Oct 2020

Sep 2020

Oct 2019

In Greater Vancouver, the number of new listings for detached properties in October 2020 was 1,721 a 15% decrease compared to September 2020, when 2,016 homes were listed, and a 24% increase from the 1,392 properties listed last October.



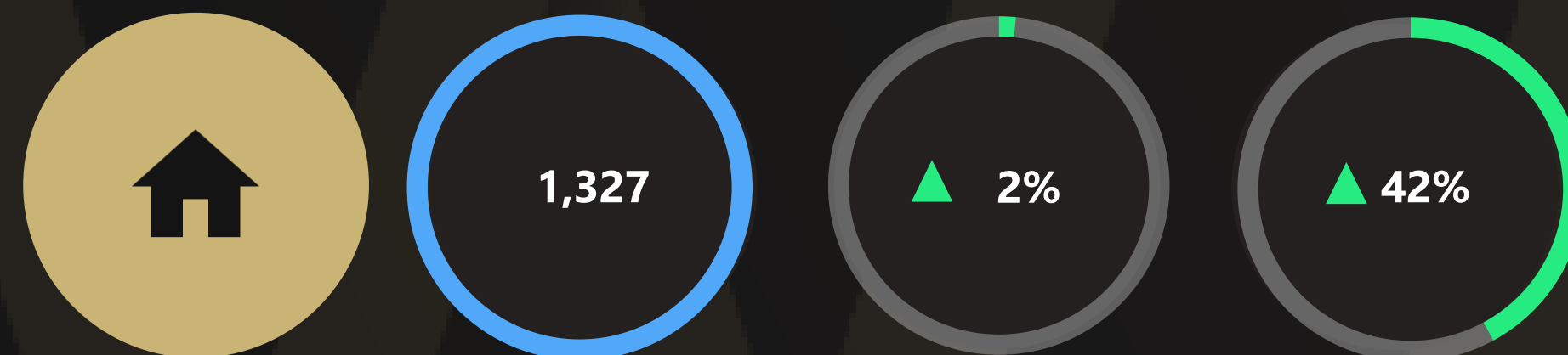
SALES TO ACTIVE

Oct 2020

Sep 2020

Oct 2019

In Greater Vancouver, the sales-to-active listings ratio for detached properties for October 2020 was 31%, a 3% increase compared to September 2020, when the ratio was 28%, and a 14% increase from the 17% ratio last October.



SALES

Oct 2020

Sep 2020

Oct 2019

The number of houses sold in Greater Vancouver in October 2020 was 1,327, a 2% increase compared to September 2020, when 1,306 homes were sold, and a 42% increase from the 934 properties sold last October.

Facts

The Average days on Market for Greater Vancouver detached properties in October 2020 was 38 days, a 5% decrease in comparison to 40 days in September. The average price per square foot for Greater Vancouver detached properties in October 2020 was \$631, and no significant changes in comparison to \$632 per square foot in September 2020.

GREATER VANCOUVER

October, 2020

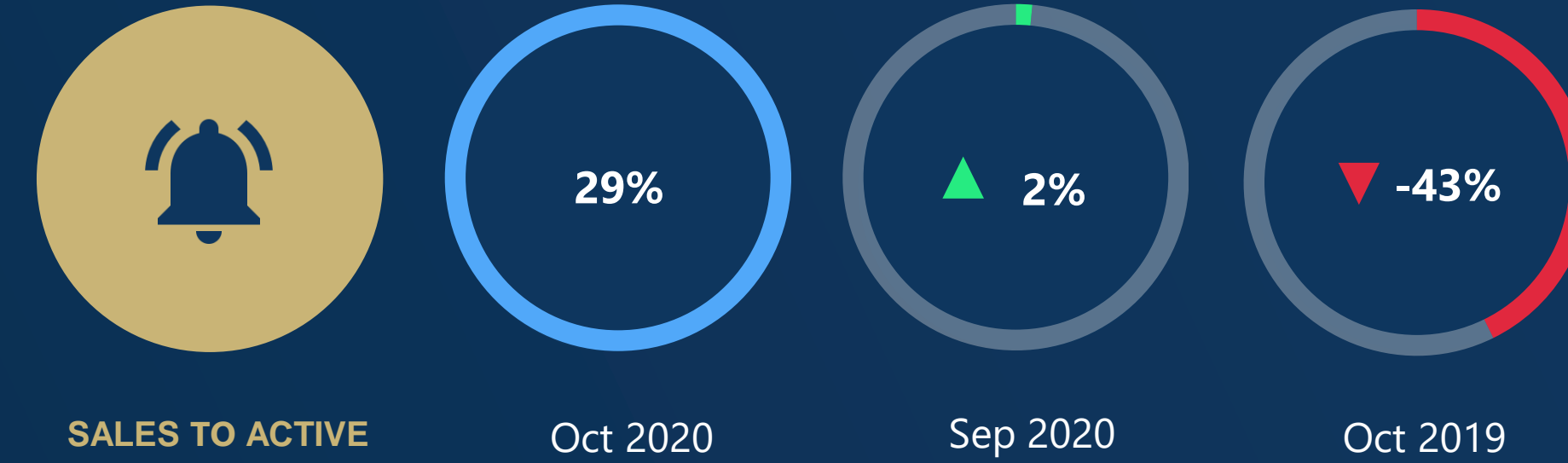


Condos and Townhouses

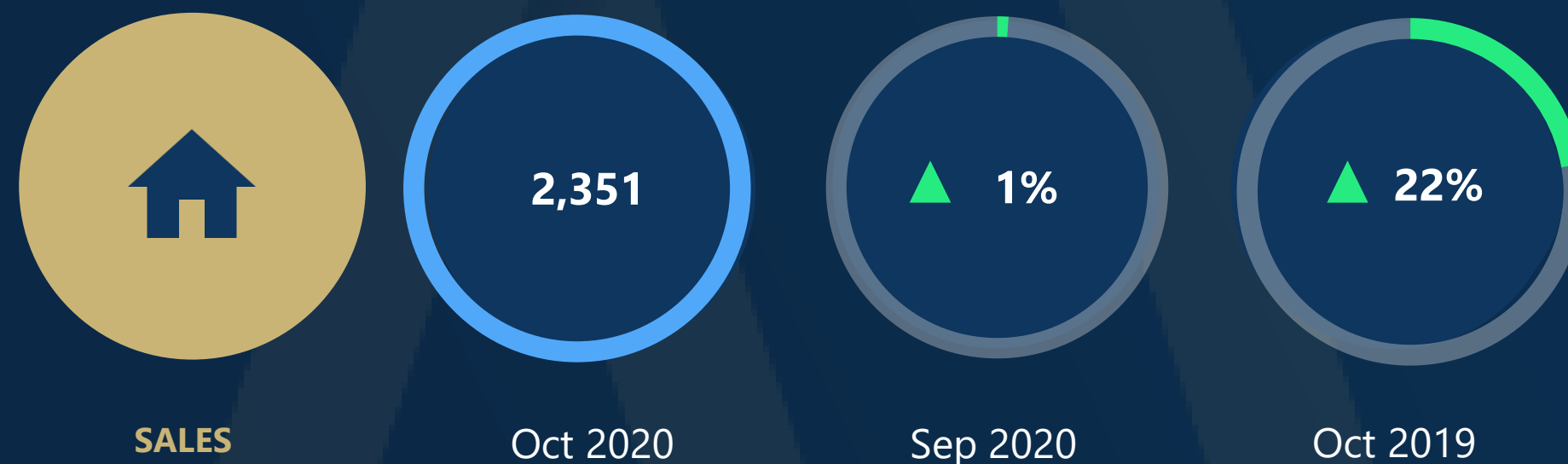
● CURRENT ● UP ● DOWN



In Greater Vancouver, the number of new listings for condos and townhouses in October 2020 was 3,839, a 12% decrease compared to September 2020, when 4,375 homes were listed, and a 44% increase from the 2,675 properties listed last October.



In Greater Vancouver, the sales-to-active listings ratio condos and townhouse in October 2020 was 29%, a 2% increase compared to September 2020, when the ratio was 28%, and a 43% decrease from the 72% ratio last October.



The number of condos and townhouses sold in Greater Vancouver condos in October 2020 was 2351, a 1% increase compared to September 2020, when 2326 homes were sold, and a 22% increase from the 1920 properties sold last October.

Facts

The average days on the market for Greater Vancouver condos in October 2020 was 32 days, while for townhouses it was 29 days. The average price per square foot for Greater Vancouver condos was \$777 in October 2020, whereas for townhouses it was \$610 per square foot.

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Downtown Vancouver

October 2020

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DOWNTOWN VANCOUVER

October, 2020

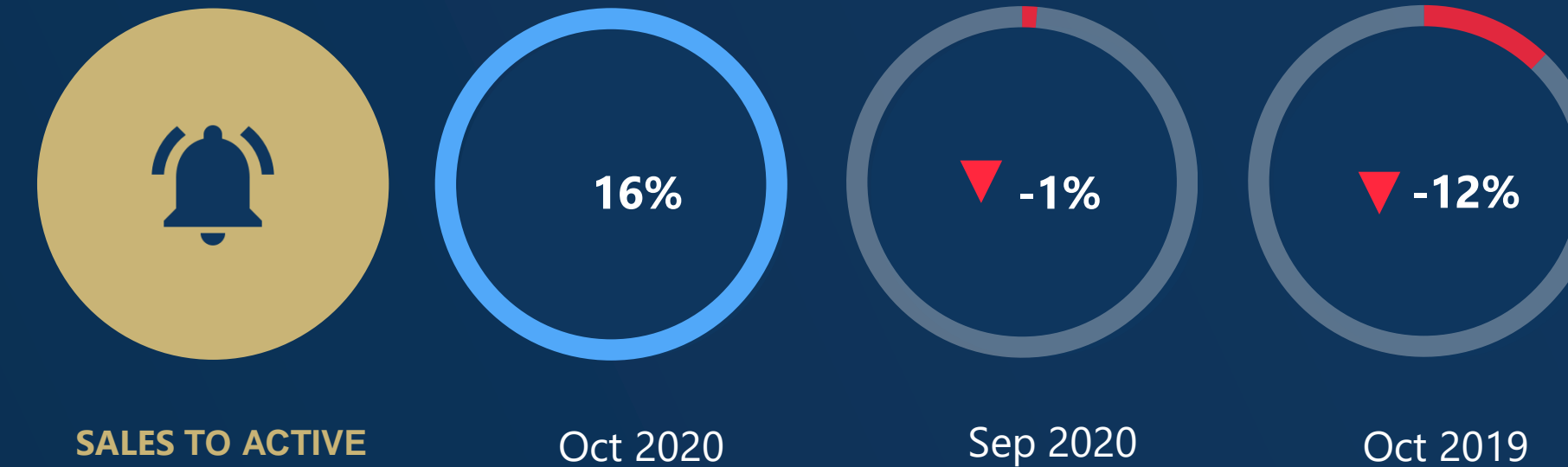


Condos and Townhouses

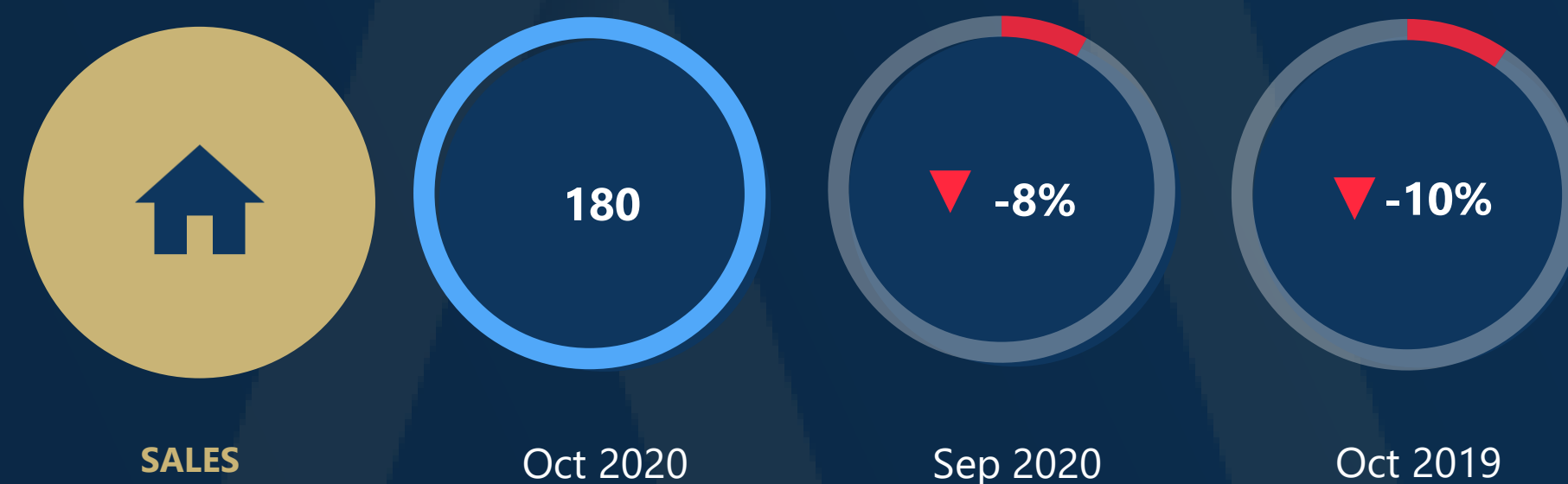
● CURRENT ● UP ● DOWN



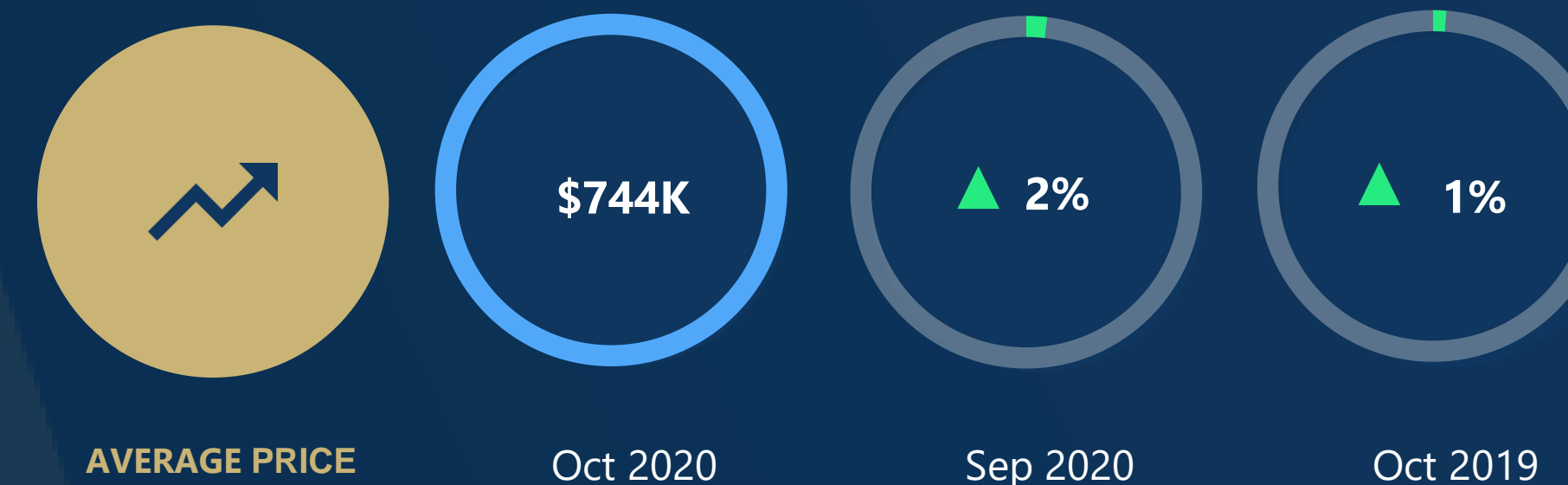
In Downtown Vancouver, the number of new listings for condo and townhouses in October 2020 was 1,152, no changes compared to September 2020, when 1,152 homes were listed, and a 61% increase from the 716 properties listed last October.



In Downtown Vancouver, the sales-to-active listings ratio for condos and townhouses for October 2020 was 16%, a 1% decrease compared to September 2020, when the ratio was 17%, and a 12% decrease from the 28% ratio last October.



The number of condos and townhouses sold in Downtown Vancouver in October 2020 was 180, a -8% decrease compared to September 2020, when 196 homes were sold, and a 10% decrease from the 199 properties sold last October.



In Downtown Vancouver, the average sale price for condos and townhouses in October 2020 was \$744K, a 2% increase compared to September 2020, when the average sale price was \$730K, and a 1% increase from the \$735K average sale price from last October.

Market Type

DOWNTOWN VANCOUVER

October, 2020



Condos and Townhouses



Seller Market



Buyer Market



N/A*



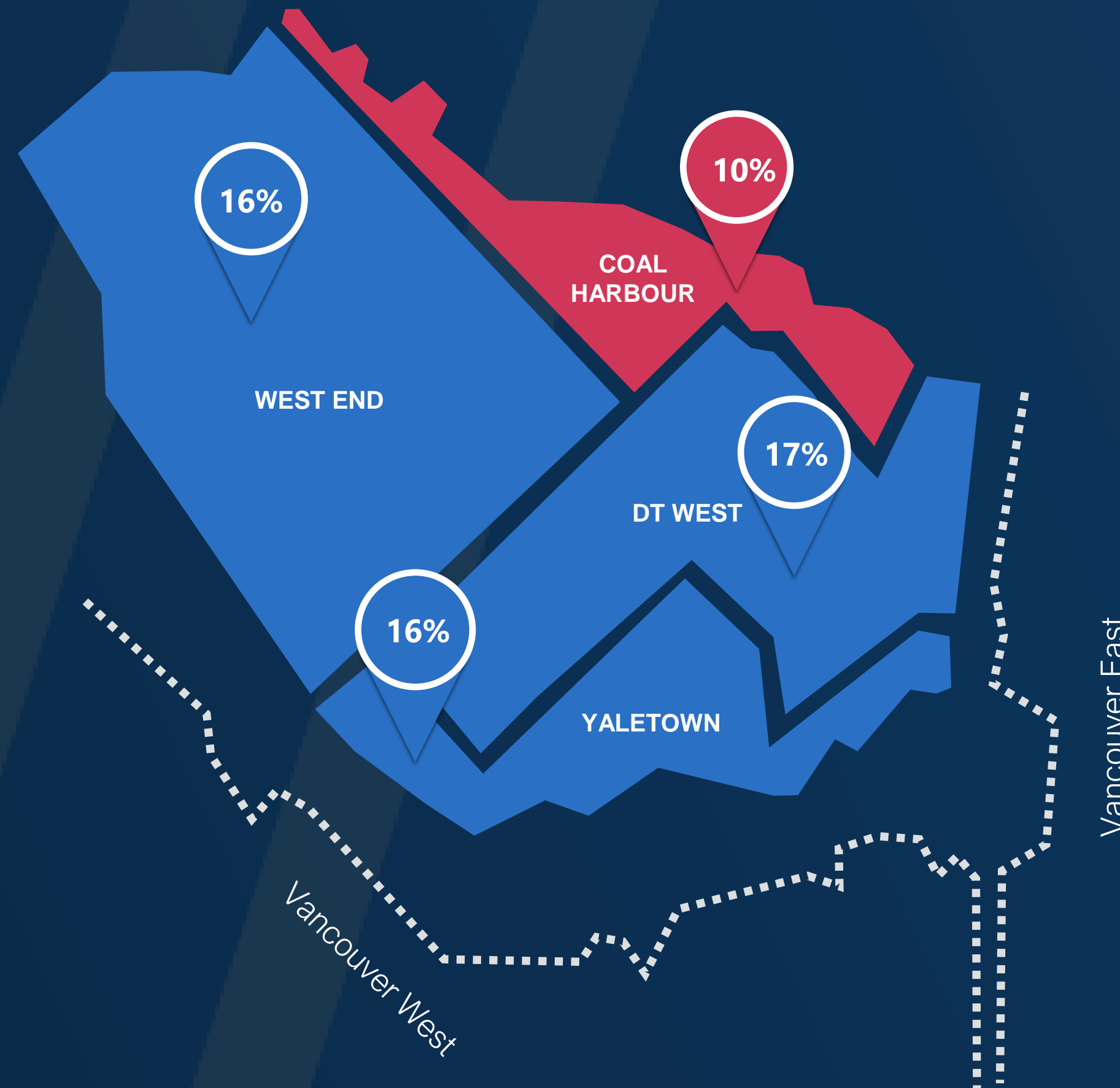
Balanced Market

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

October 2020

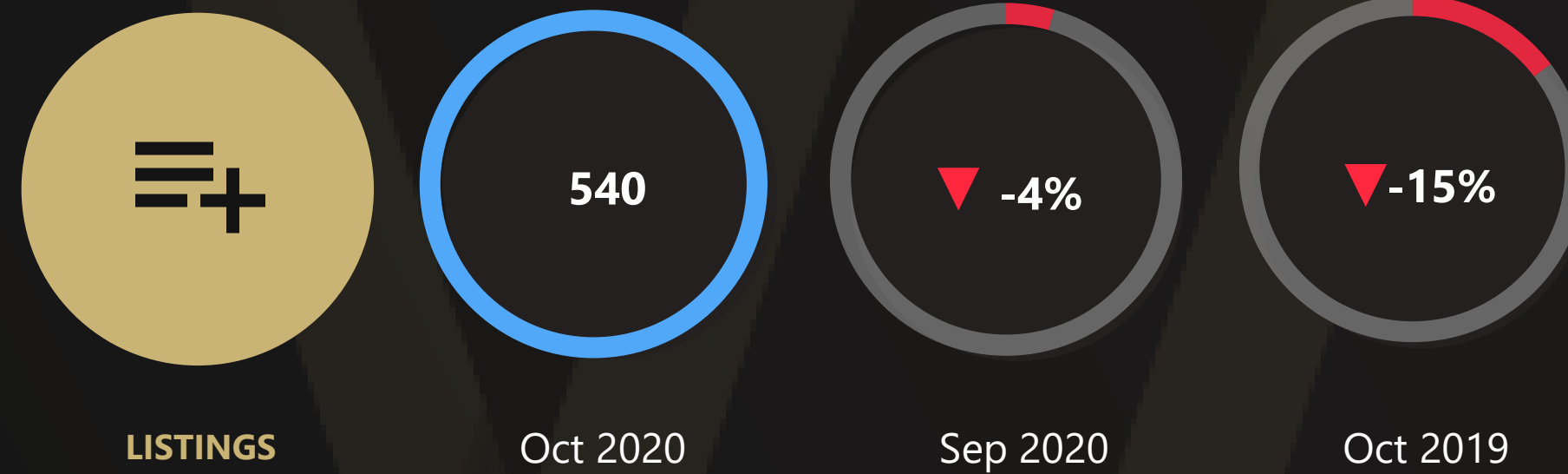
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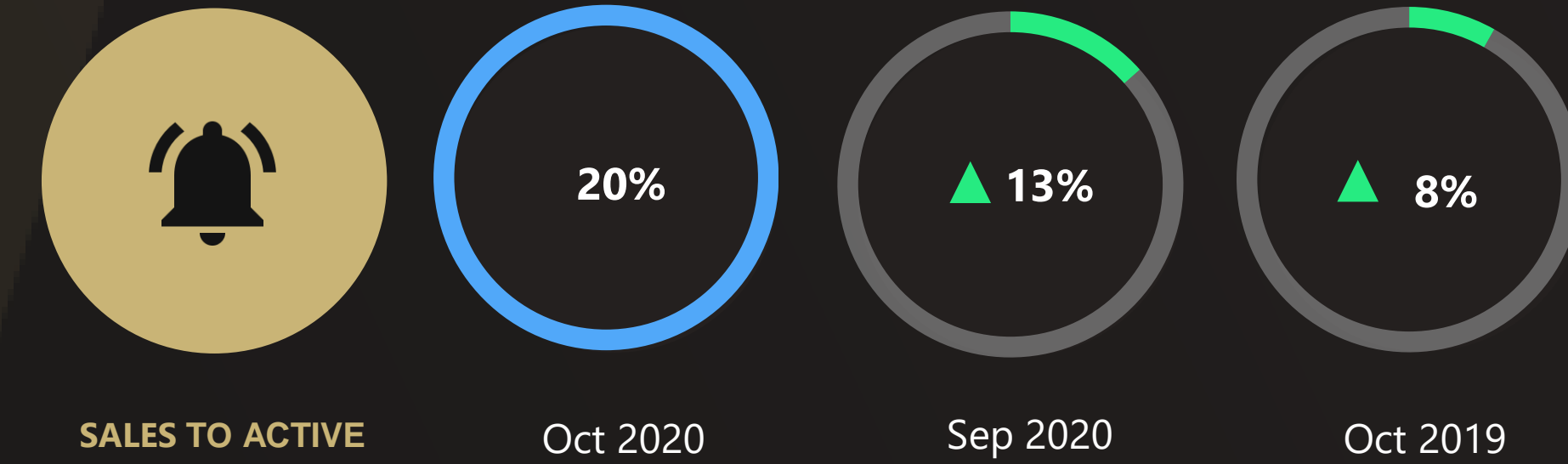
VANCOUVER WESTSIDE

October, 2020

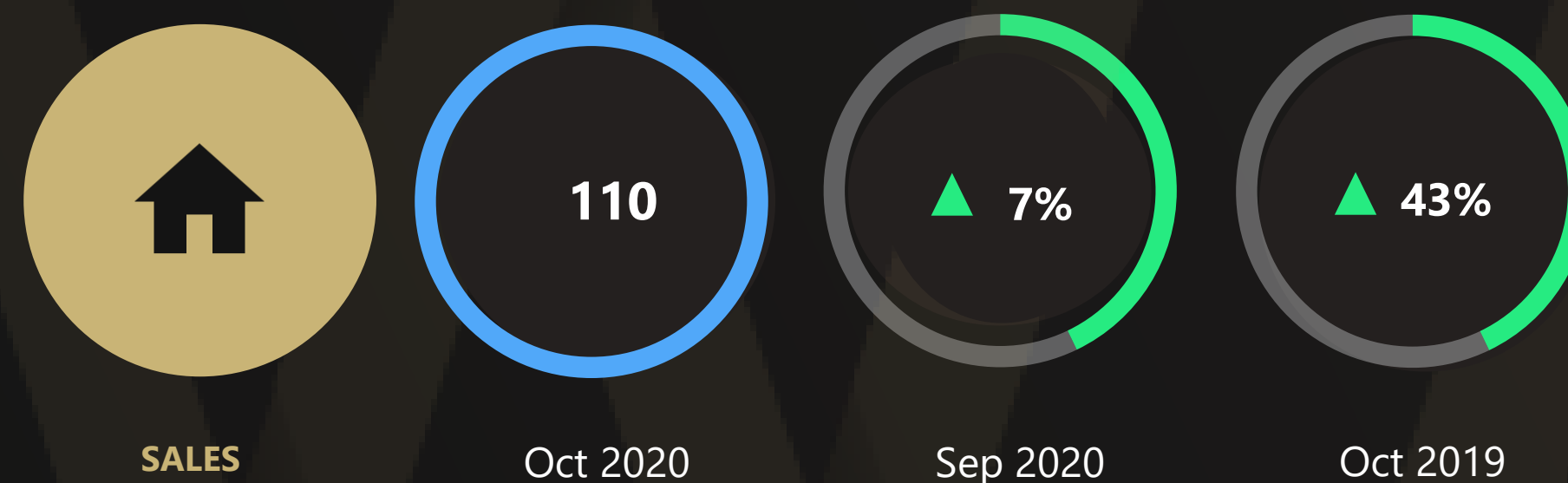
 Detached and Houses
● CURRENT ● UP ● DOWN



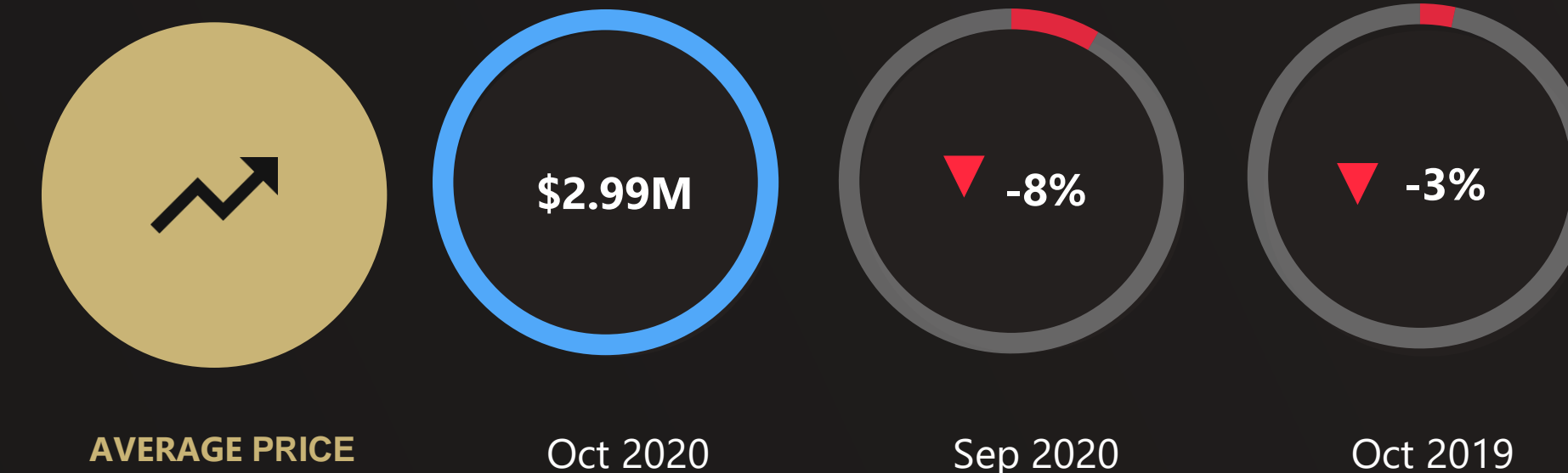
In Vancouver West, the number of new listings for detached properties in October 2020 was 540, a 4% decrease compared to September 2020, when 565 homes were listed, and a 15% decrease from the 633 properties listed last October.



In Vancouver West, the sales-to-active listings ratio for houses for October 2020 was 20%, a 13% increase compared to September 2020, when the ratio was 7%, and a 13% increase from the 12% ratio last October.



The number of houses sold in Vancouver West in October 2020 was 110, a 7% increase compared to September 2020, when 103 homes were sold, and a 43% increase from the 77 properties sold last October.



In Vancouver West, the average sale price for houses in October 2020 was \$2.986M, an 8% decrease compared to September 2020, when the average sale price was \$3.26M, and a 3% decrease from the \$3.088M average sale price from last October.

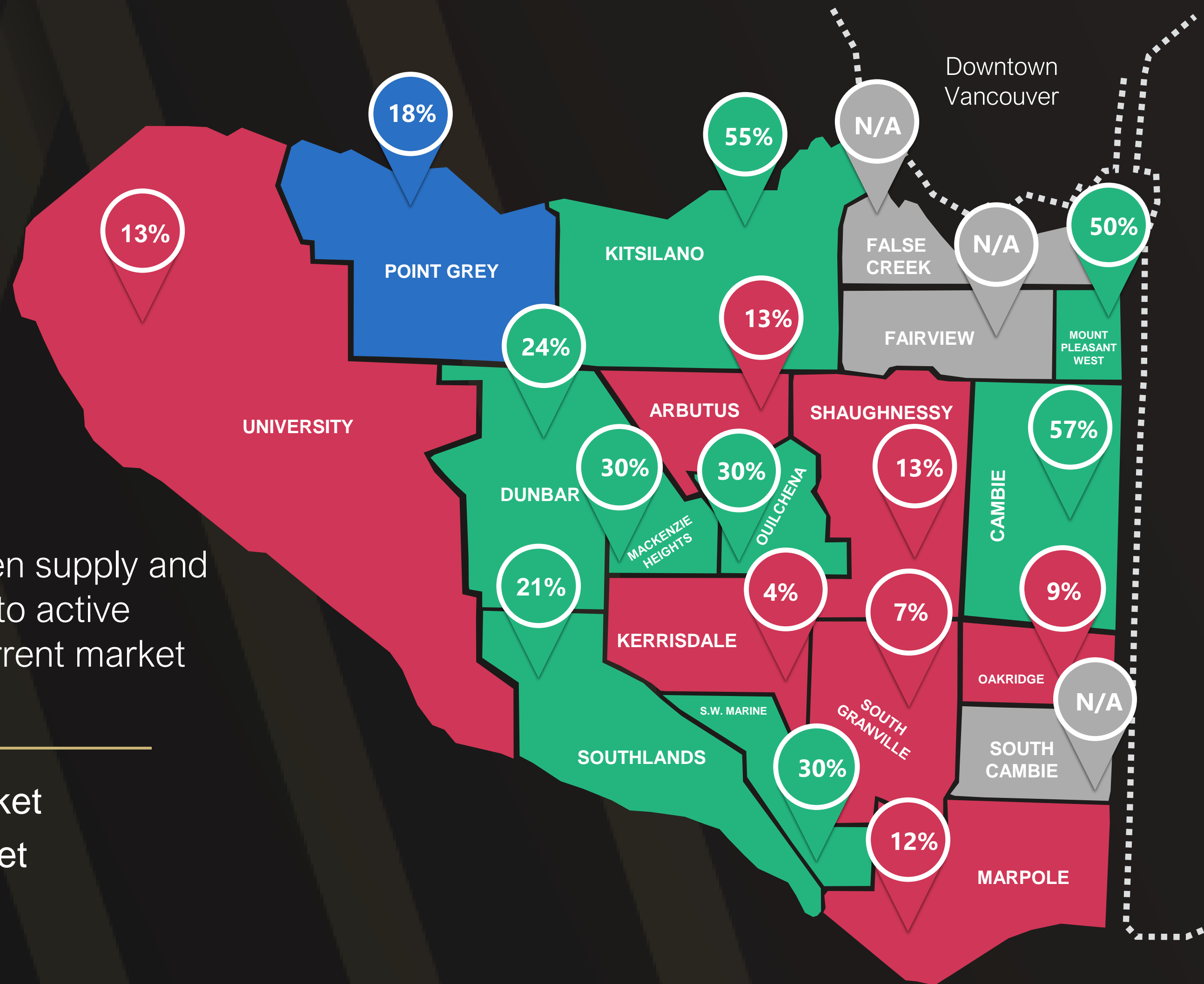
Market Type

VANCOUVER WESTSIDE

October, 2020

 Detached and Houses

● 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

October, 2020



Condos and Townhouses

● CURRENT ● UP ● DOWN



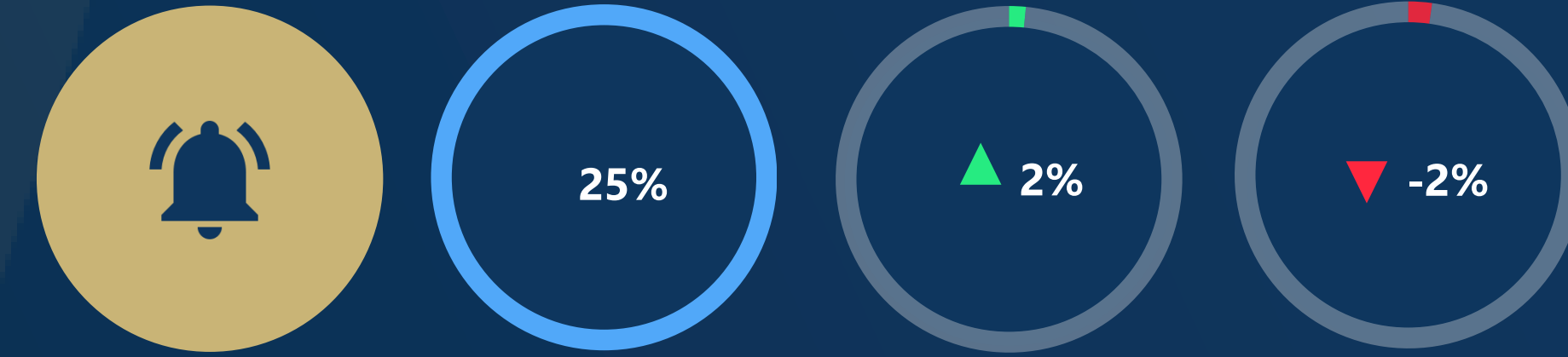
LISTINGS

Oct 2020

Sep 2020

Oct 2019

In Vancouver West, the number of new listings for condos and townhouses in October 2020 was 976, a 3% decrease compared to September 2020, when 1,003 homes were listed, and a 20% increase from the 810 properties listed last October.



SALES TO ACTIVE

Oct 2020

Sep 2020

Oct 2019

In Vancouver West, the sales-to-active listings ratio for houses for October 2020 was 25%, a 2% increase compare to Septemeber 2020, when the ratio was 23%, and a 2% decrease from the 27% ratio last October.



SALES

Oct 2020

Sep 2020

Oct 2019

The number of condos and townhouses sold in Vancouver West in October 2020 was 240, a 4% increase compared to September 2020, when 231 homes were sold, and a 11% increase from the 217 properties sold last October.



AVERAGE PRICE

Oct 2020

Sep 2020

Oct 2019

In Vancouver West, the average sale price for condos and townhouses in October 2020 was \$862K, a 4% increase compared to September 2020, when the average sale price was \$826K, and a 3% increase from the \$837K average sale price from last October.

Market Type

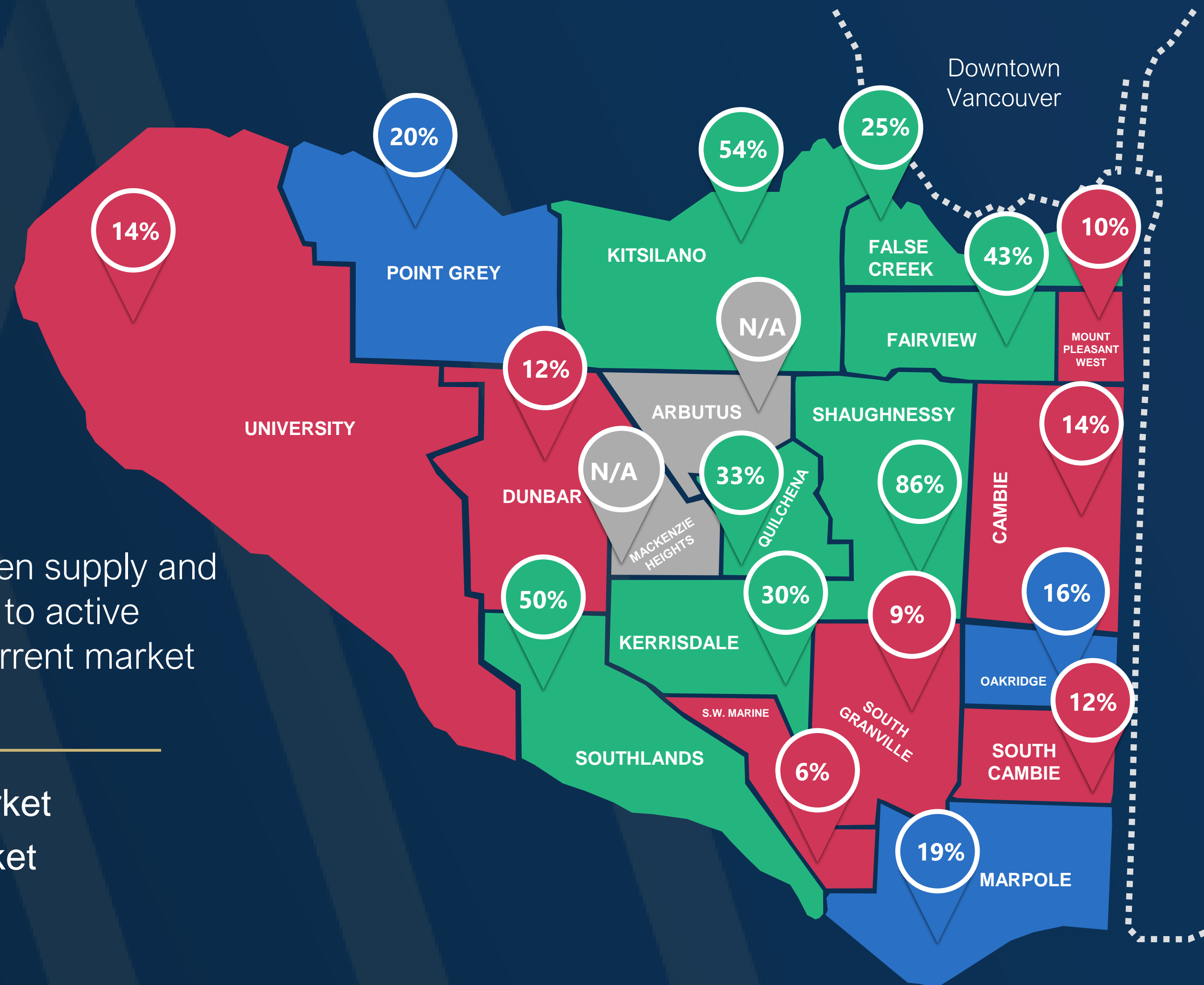
VANCOUVER WESTSIDE

October, 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

October 2020

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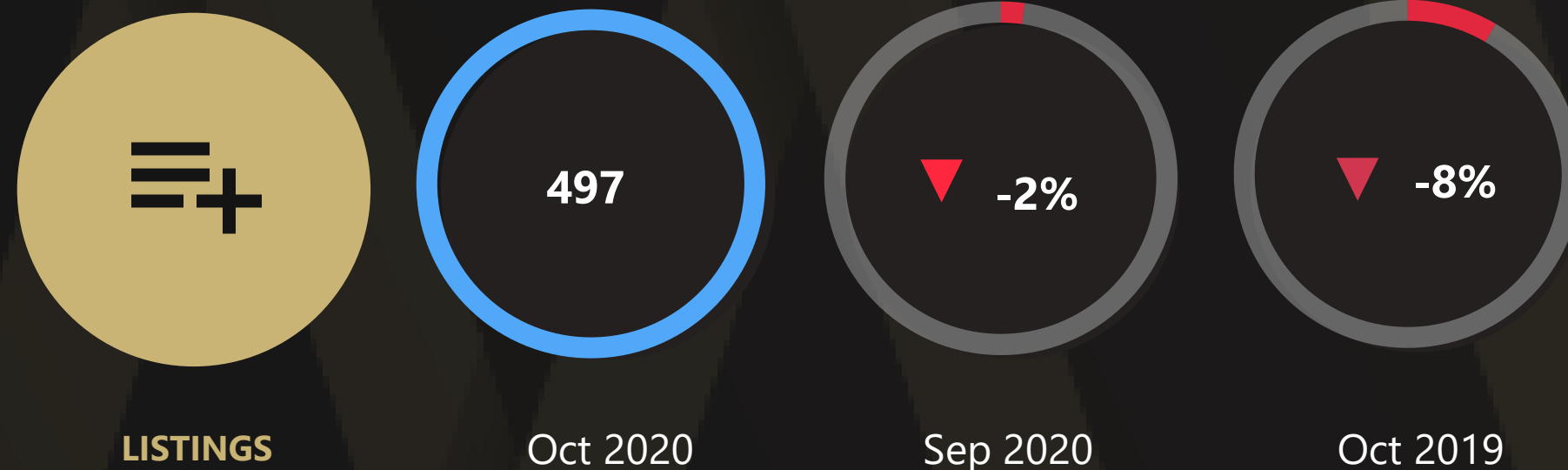
VANCOUVER EASTSIDE

October, 2020

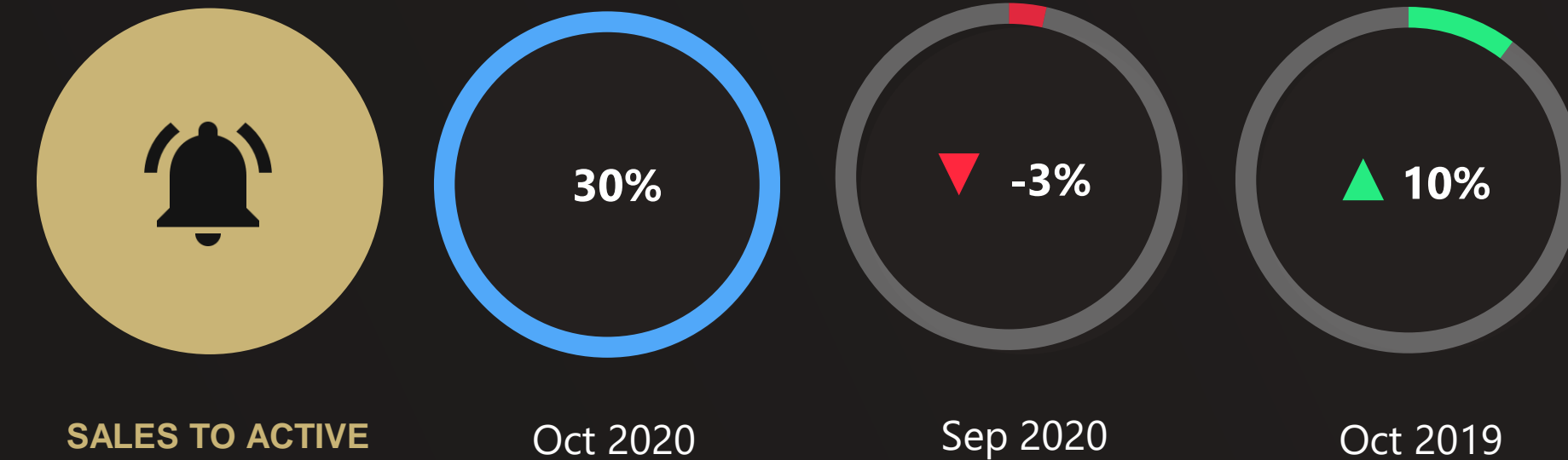


Detached and Houses

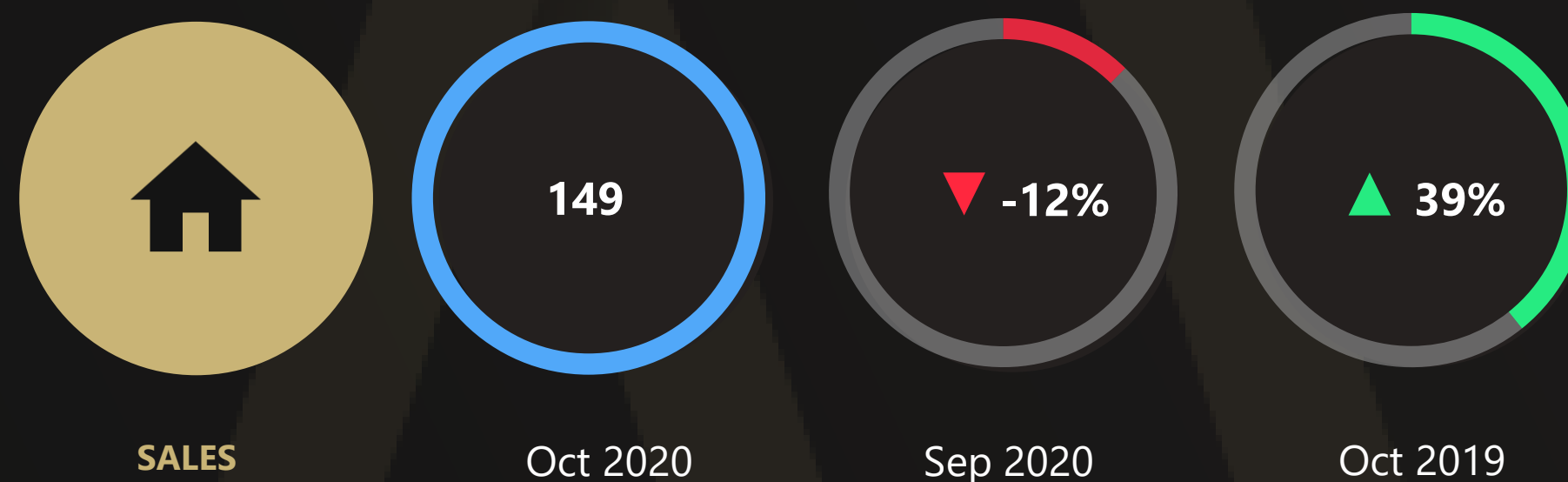
● CURRENT ● UP ● DOWN



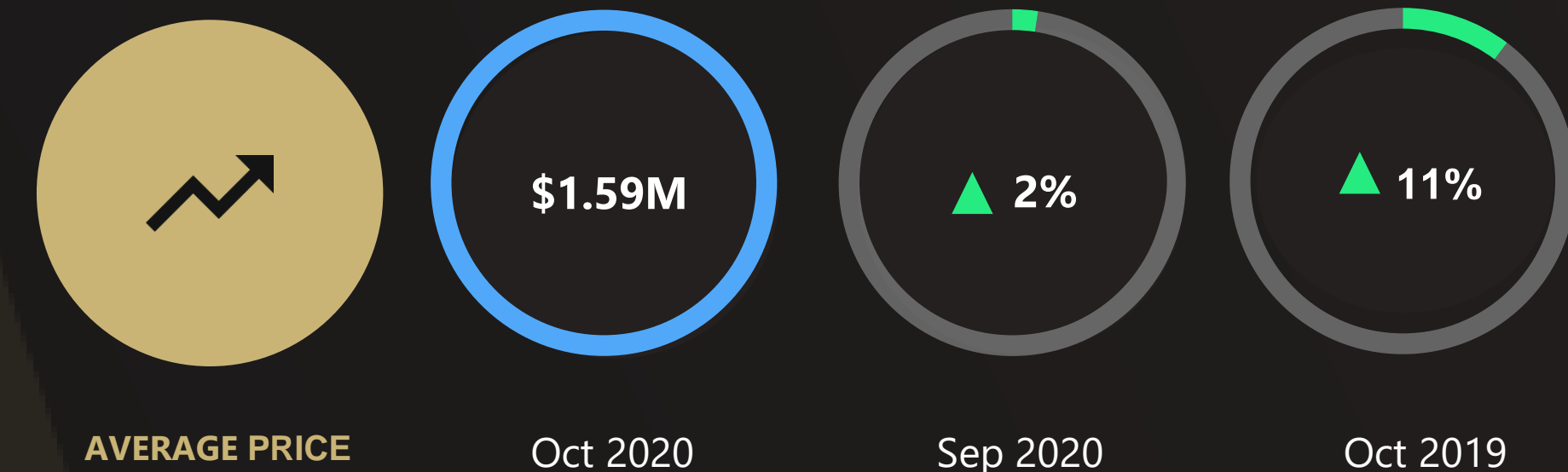
In Vancouver East, the number of new listings for detached properties in October 2020 was 497, a 2% decrease compared to September 2020, when 508 homes were listed, and a 8% decrease from the 543 properties listed last October.



In Vancouver East, the sales to active ratio for houses for October 2020 was 30%, a 3% decrease compared to September 2020, when the ratio was 33%, and a 10% increase from the 30% ratio last October.



The number of houses sold in Vancouver East in October 2020 was 149, a 12% decrease compared to September 2020, when 170 homes were sold, and a 39% increase from the 107 properties sold last October.



In Vancouver East, the average sale price for houses in October 2020 was \$1.59M, a 2% increase compared to September 2020, when the average sale price was \$1.553M, and a 11% increase from the \$1.43M average sale price from last October.

Market Type

VANCOUVER EASTSIDE

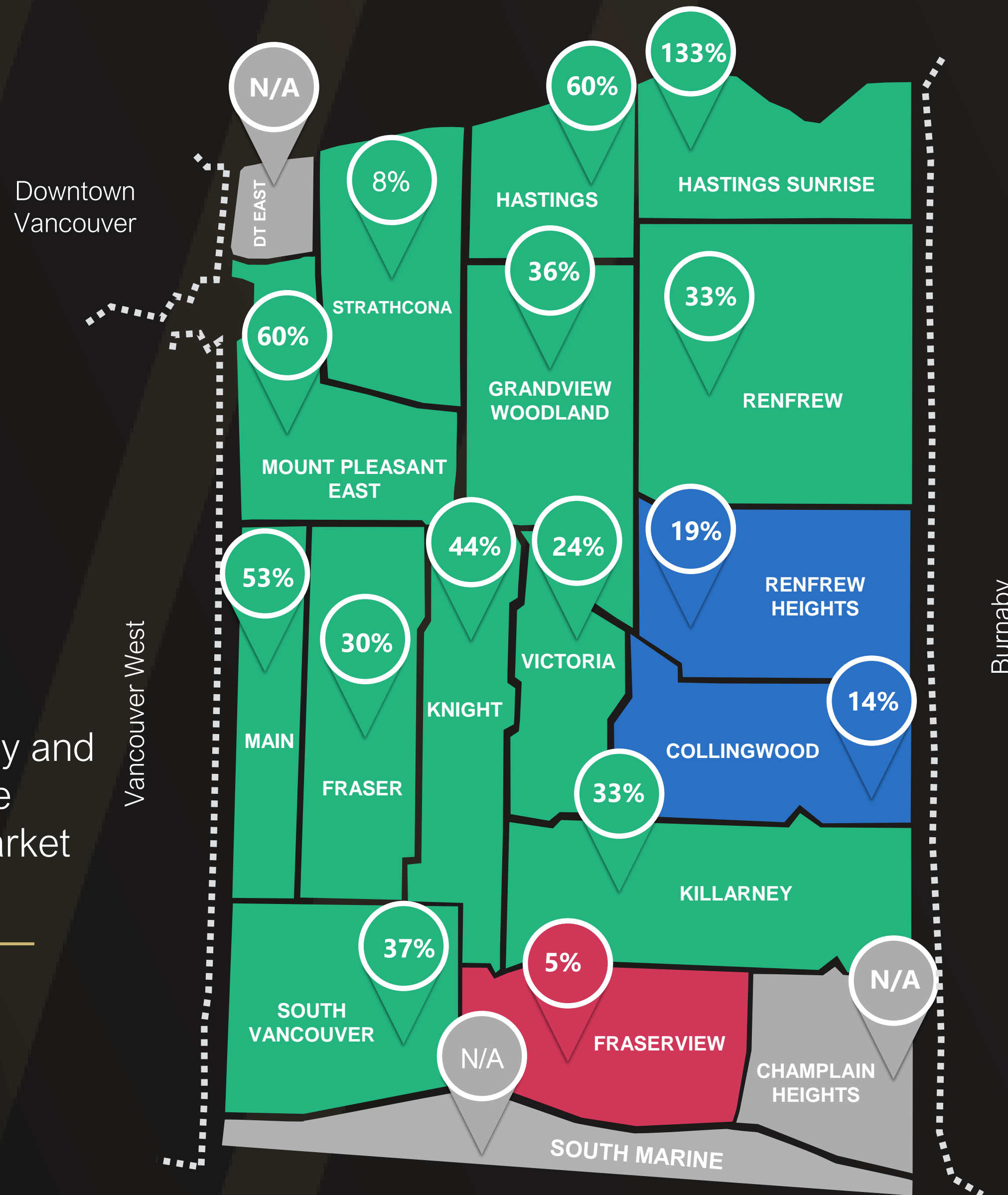
October, 2020

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

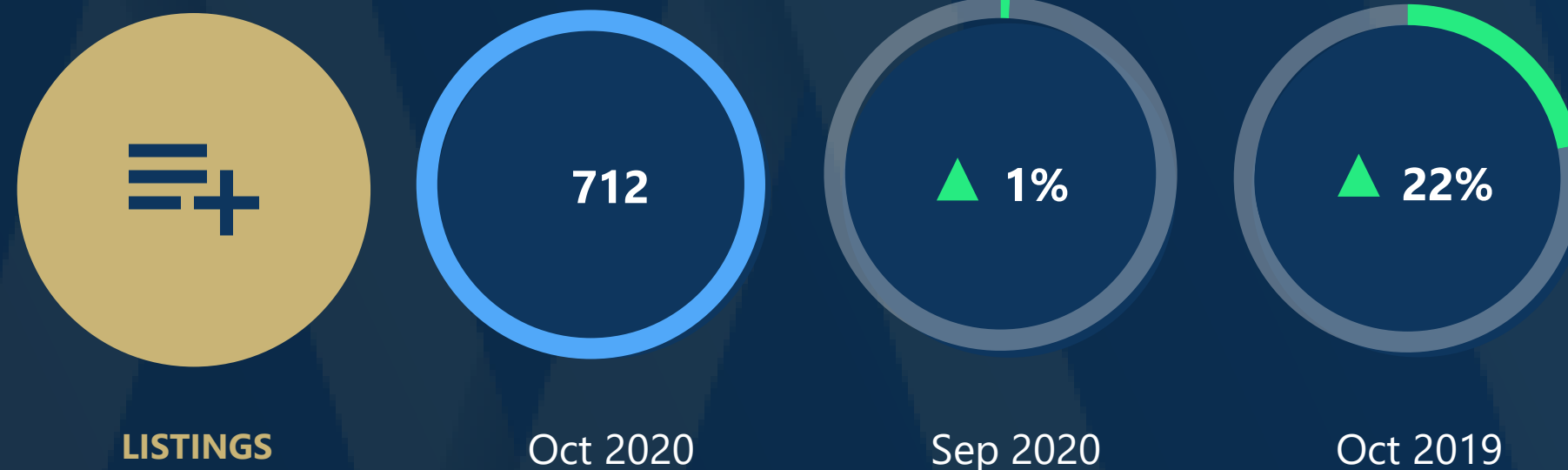
VANCOUVER EASTSIDE

October, 2020



Condos and Townhouses

● CURRENT ● UP ● DOWN



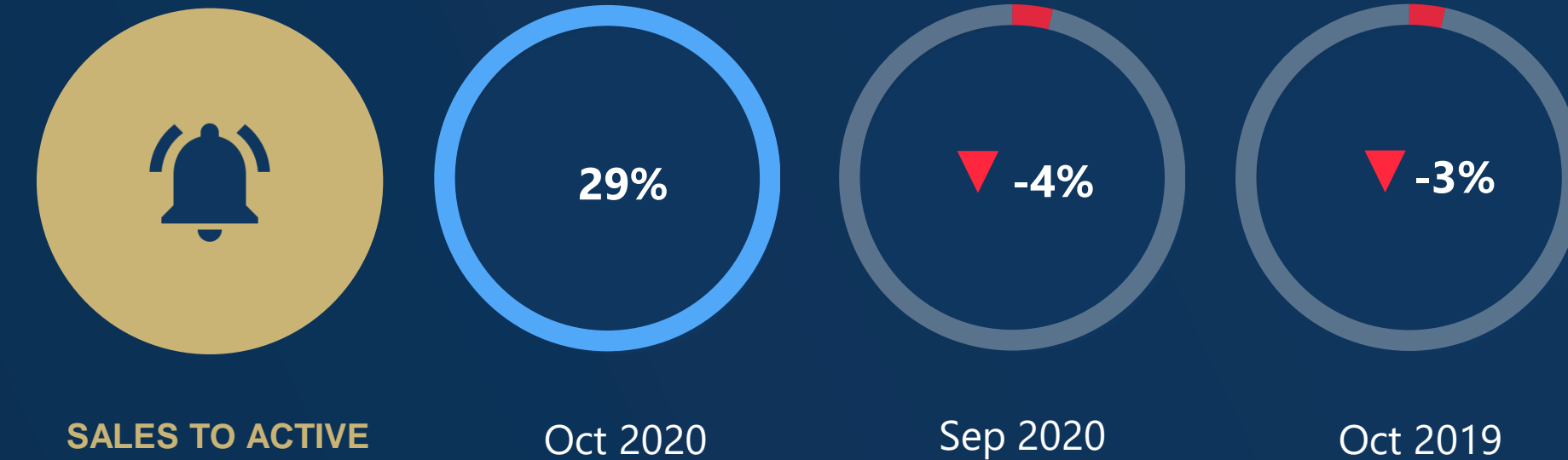
LISTINGS

Oct 2020

Sep 2020

Oct 2019

In Vancouver East, the number of new listings for condos and townhouses in October 2020 was 712, a 1% increase compared to September 2020, when 706 homes were listed, and a 22% increase from the 584 properties listed last October.



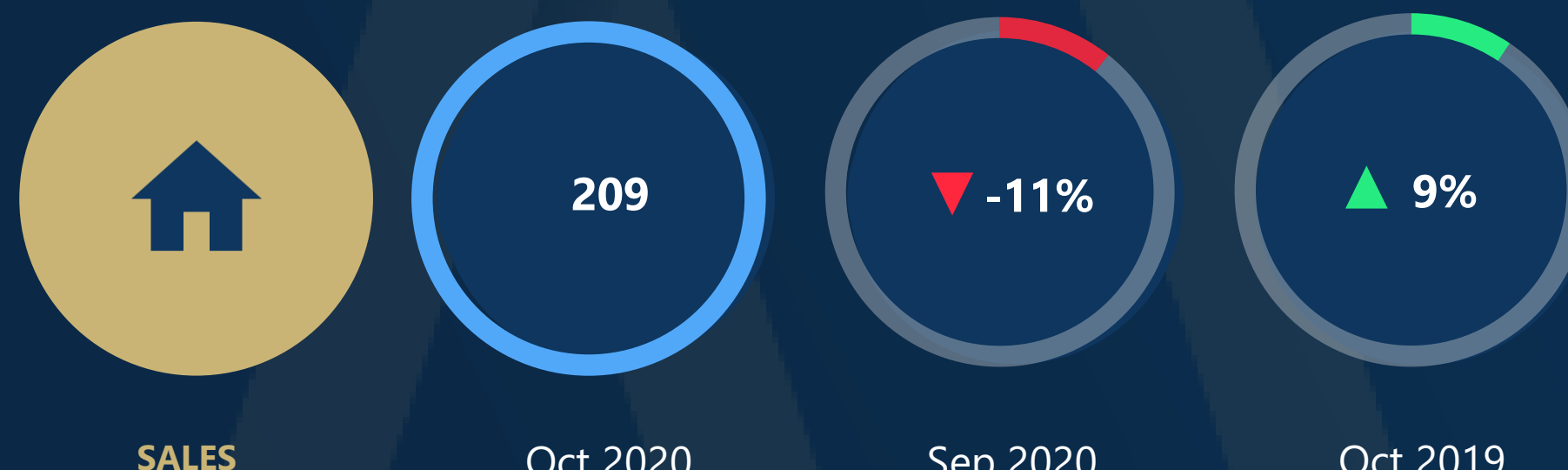
SALES TO ACTIVE

Oct 2020

Sep 2020

Oct 2019

In Vancouver East, the sales to active ratio for houses for October 2020 was 30%, a 4% decrease compared to September 2020, when the ratio was 33%, and a 3% decrease from the 33% ratio last October.



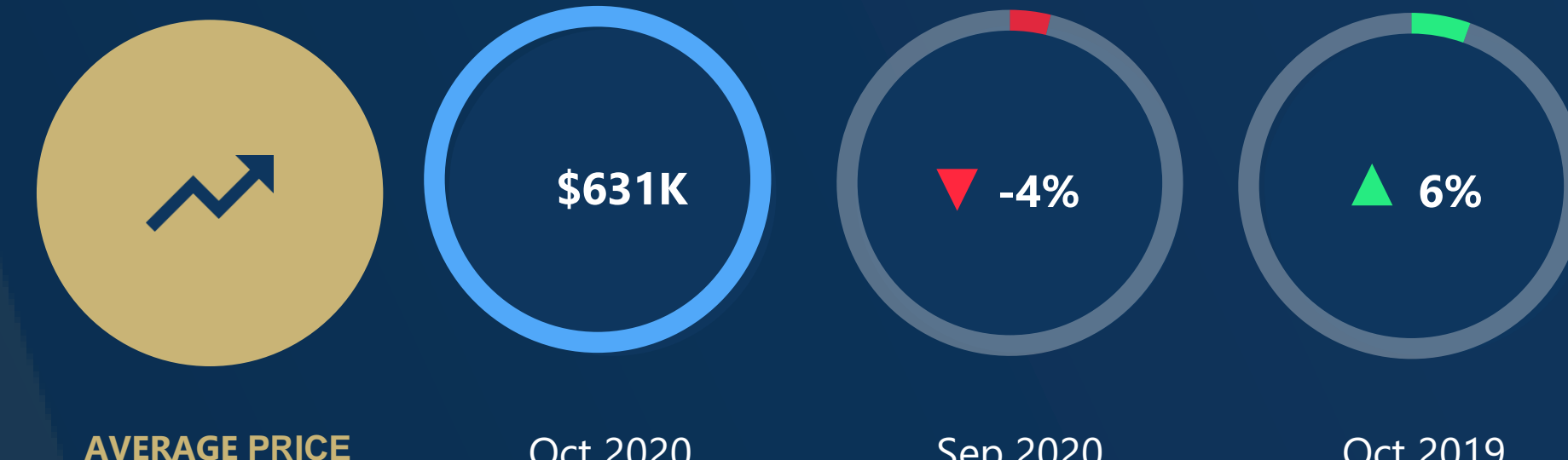
SALES

Oct 2020

Sep 2020

Oct 2019

The number of condos and townhouses sold in Vancouver East in October 2020 was 209, a 11% decrease compared to September 2020, when 234 homes were sold, and a 9% increase from the 191 properties sold last October.



AVERAGE PRICE

Oct 2020

Sep 2020

Oct 2019

In Vancouver East, the average sale price for condos and townhouses in October 2020 was \$631K, a 4% decrease compared to September 2020, when the average sale price was \$666K, and a 6% increase from the \$598K average sale price from last October.

Market Type

VANCOUVER EASTSIDE

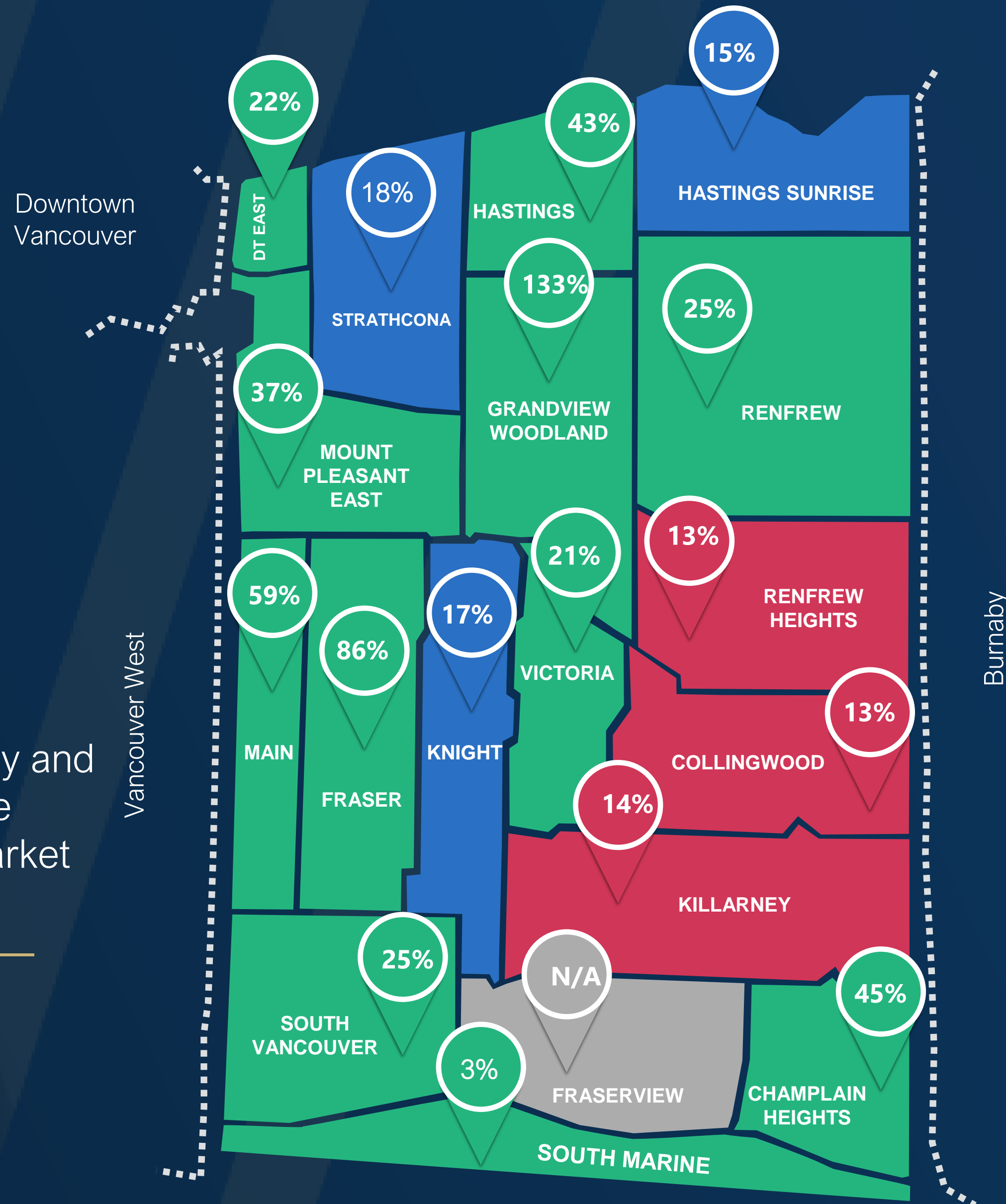
October, 2020

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

October 2020

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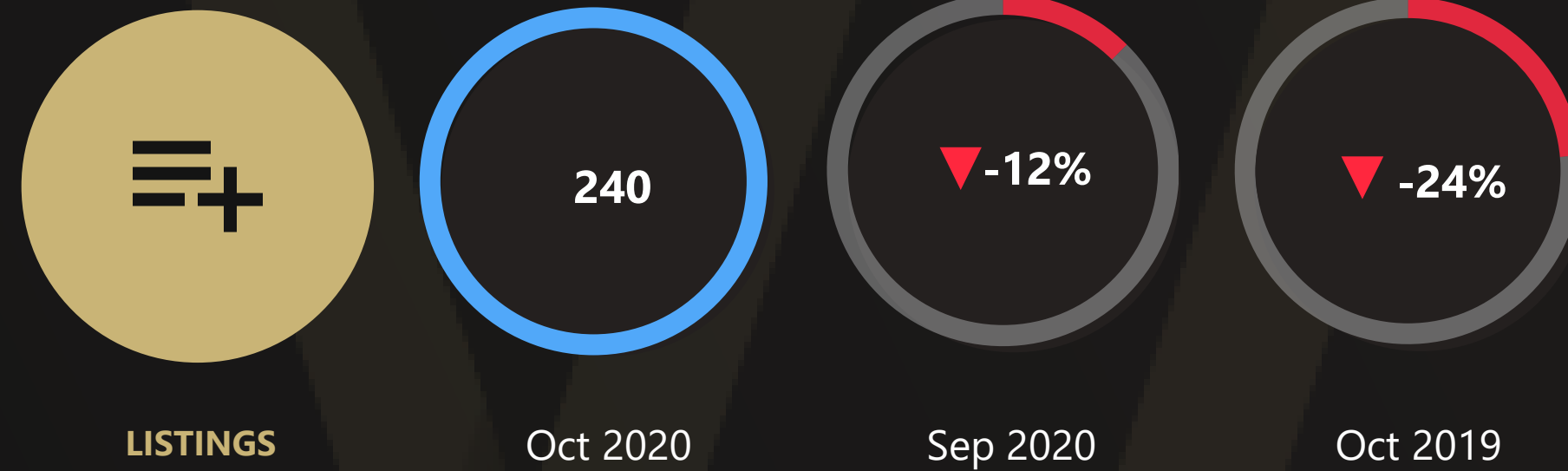
NORTH VANCOUVER

October, 2020



Detached and Houses

● CURRENT ● UP ● DOWN



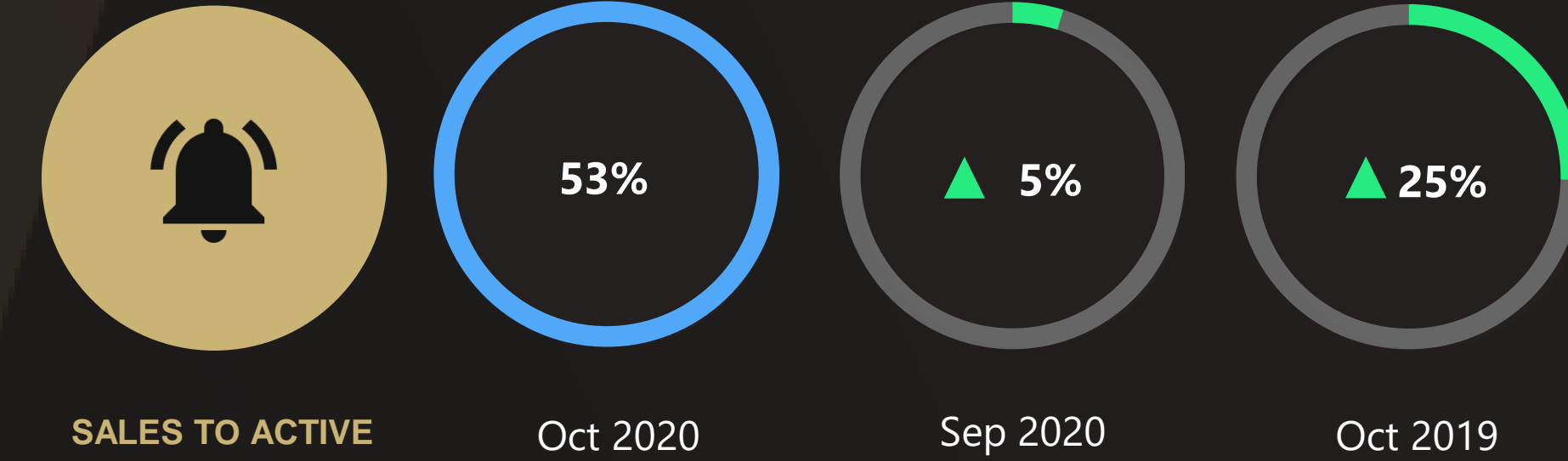
LISTINGS

Oct 2020

Sep 2020

Oct 2019

In North Vancouver, the number of new listings for detached properties in October 2020 was 240, a 12% decrease compared to September 2020, when 274 homes were listed, and a 24% decrease from the 314 properties listed last October.



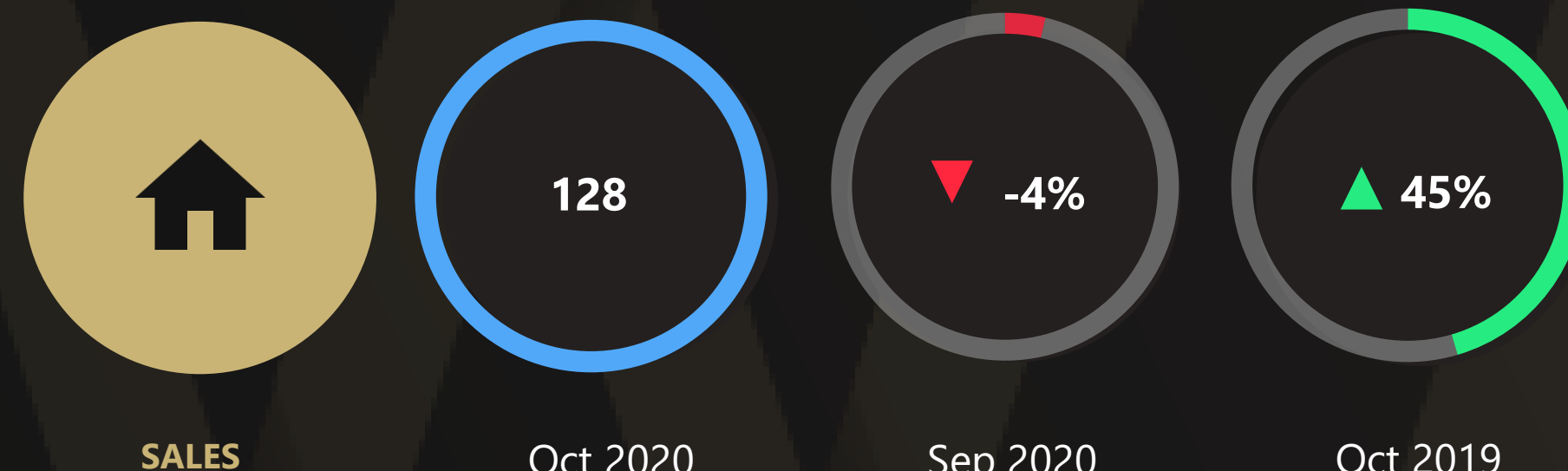
SALES TO ACTIVE

Oct 2020

Sep 2020

Oct 2019

In North Vancouver, the sales to active ratio for houses for October 2020 was 53%, a 5% increase compared to September 2020, when the ratio was 49%, and a 25% increase from the 28% ratio last October.



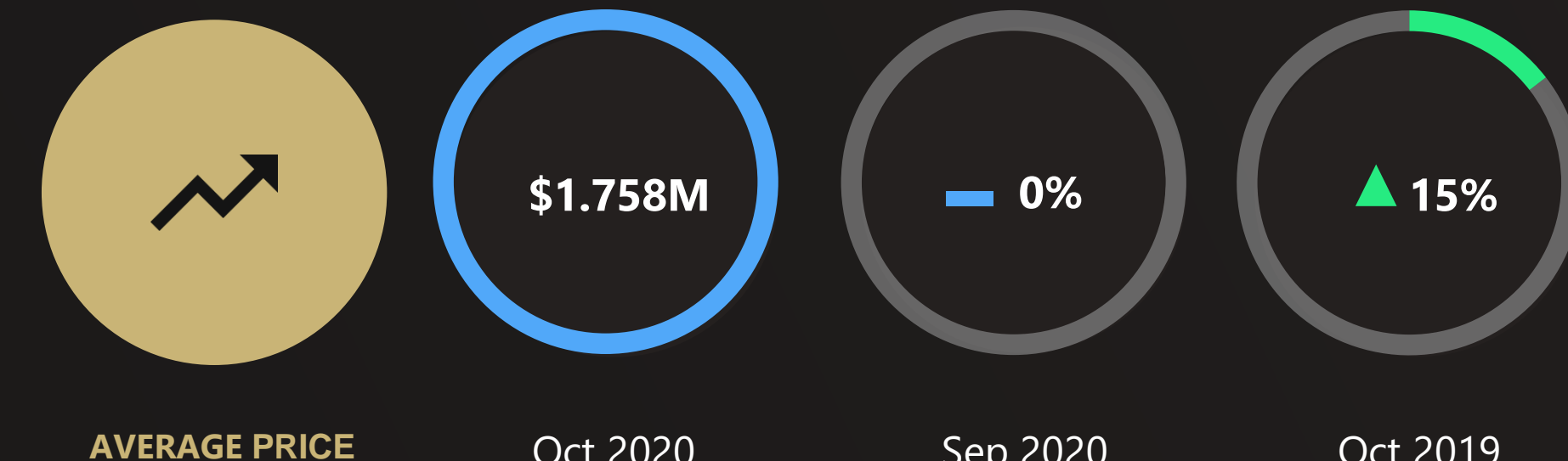
SALES

Oct 2020

Sep 2020

Oct 2019

The number of houses sold in North Vancouver in October 2020 was 128, a 4% decrease compared to September 2020, when 133 homes were sold, and a 45% increase from the 88 properties sold last October.



AVERAGE PRICE

Oct 2020

Sep 2020

Oct 2019

In North Vancouver, the average sale price for houses in October 2020 was \$1.758M, no significant changes compared to September 2020, when the average sale price was \$1.75M, and a 15% increase from the \$1.535M average sale price from last October.

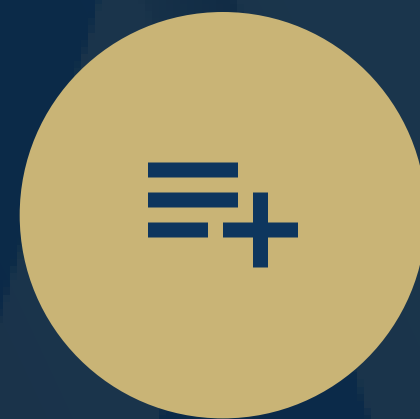
NORTH VANCOUVER

October, 2020



Condos and Townhouses

● CURRENT ● UP ● DOWN



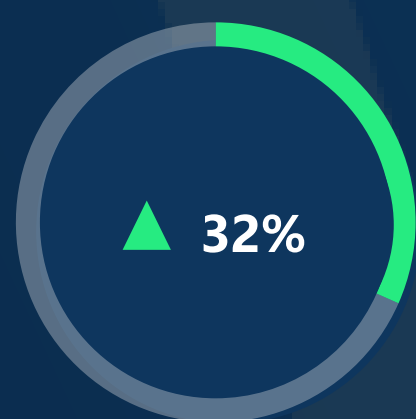
LISTINGS



Oct 2020



Sep 2020

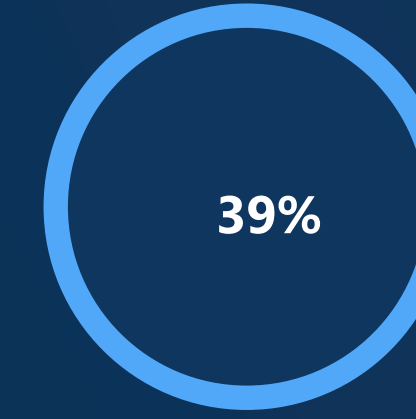


Oct 2019

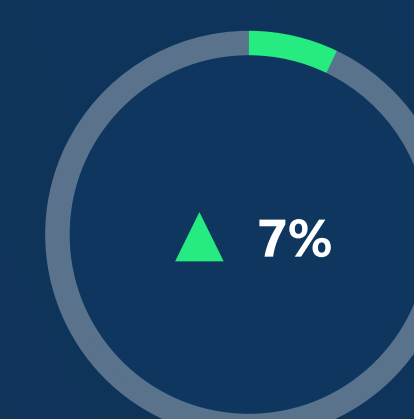
In North Vancouver, the number of new listings for condos and townhouses in October 2020 was 516, a 11% decrease compared to September 2020, when 579 homes were listed, and a 32% increase from the 392 properties listed last October.



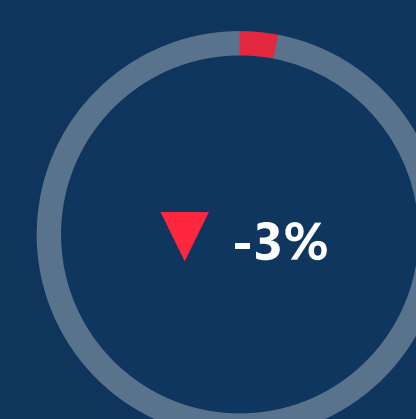
SALES TO ACTIVE



Oct 2020



Sep 2020



Oct 2019

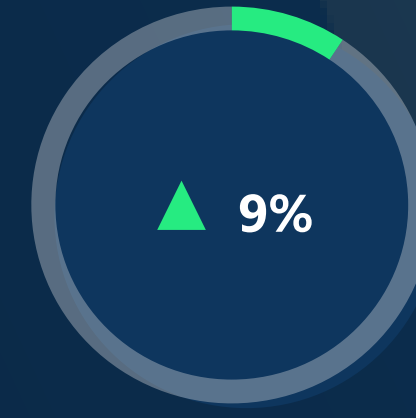
In North Vancouver, the sales-to-active listings ratio for condo and townhouses for October 2020 was 39%, a 7% increase compared to September 2020, when the ratio was 31%, and a 3% decrease from the 42% ratio last October.



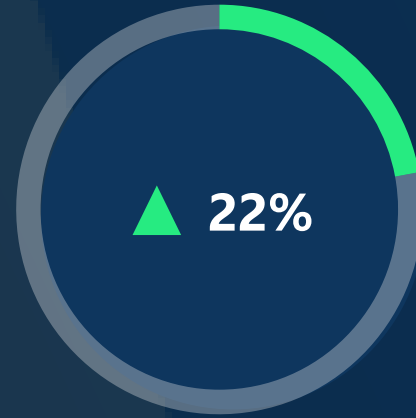
SALES



Oct 2020



Sep 2020



Oct 2019

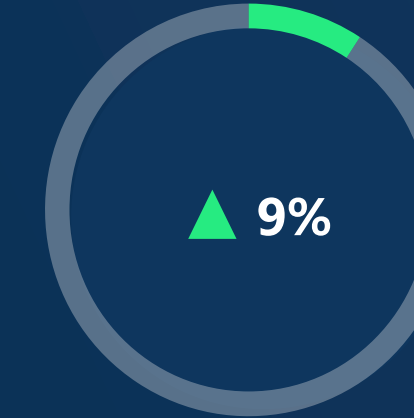
The number of condos and townhouses sold in North Vancouver in October 2020 was 199, a 9% increase compared to September 2020, when 182 homes were sold, and a 22% increase from the 163 properties sold last October.



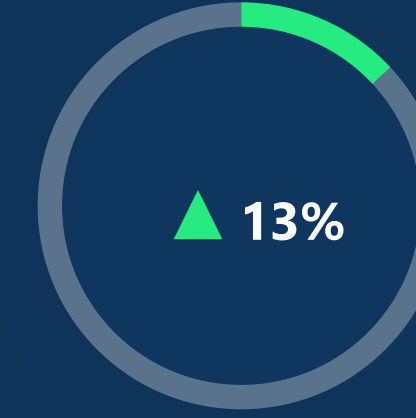
AVERAGE PRICE



Oct 2020



Sep 2020



Oct 2019

In North Vancouver, the average sale price for condos and townhouses in October 2020 was \$795K, a 9% increase compared to September 2020, when the average sale price was \$728K, and a 13% increase from the \$703K average sale price from last October.

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West Vancouver

October 2020

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WEST VANCOUVER

October, 2020



Detached and Houses

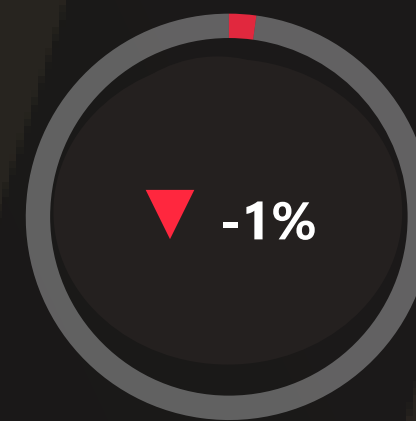
● CURRENT ● UP ● DOWN



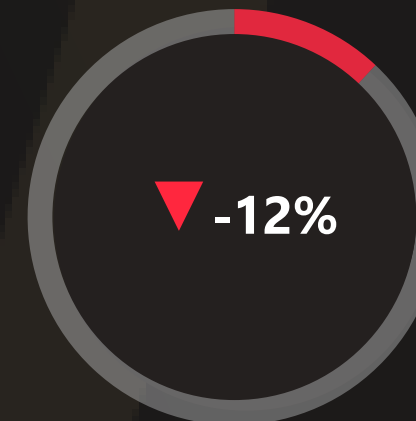
LISTINGS



Oct 2020



Sep 2020

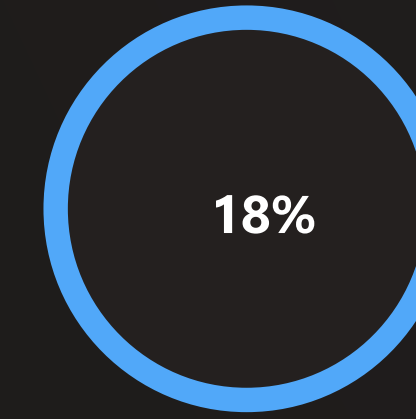


Oct 2019

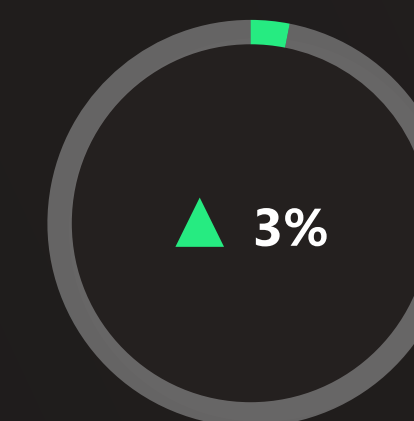
In West Vancouver houses, the number of new listings for residential properties in October 2020 was 412, a 1% decrease compared to September 2020, when 417 homes were listed, and a 12% decrease from the 468 properties listed last October.



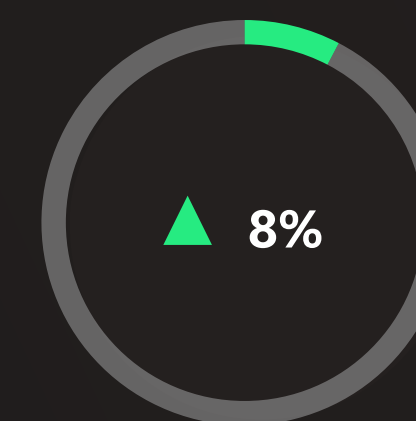
SALES TO ACTIVE



Oct 2020



Sep 2020



Oct 2019

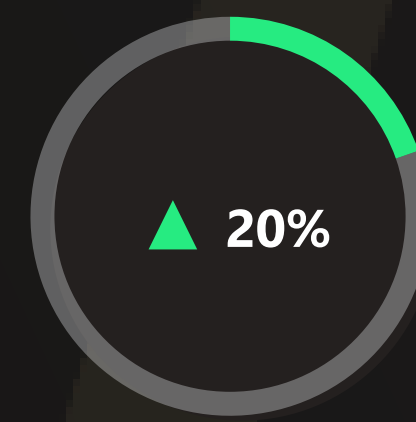
In West Vancouver, the sales to active ratio for houses for October 2020 was 18%, a 3% increase compared to September 2020, when the ratio was 15%, and a 8% increase from the 10% ratio last October.



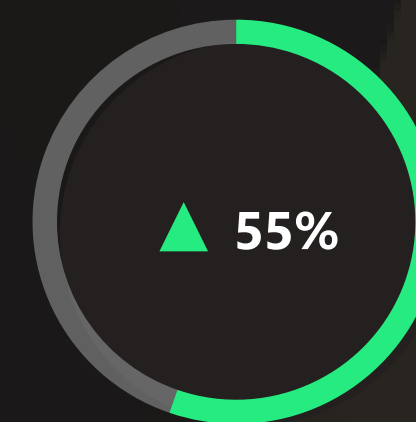
SALES



Oct 2020



Sep 2020

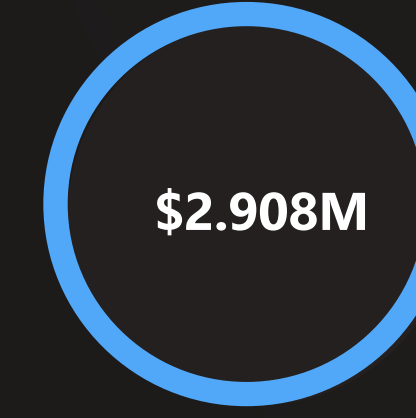


Oct 2019

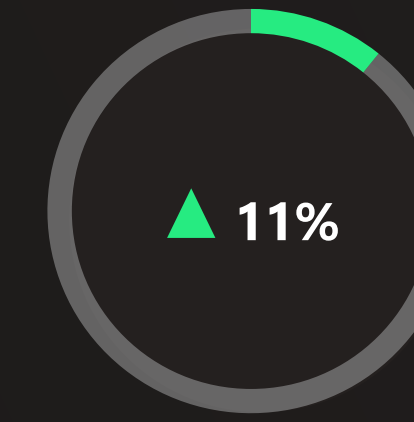
The number of houses sold in West Vancouver in October 2020 was 73, a 20% increase compared to September 2020, when 61 homes were sold, and a 55% increase from the 47 properties sold last October.



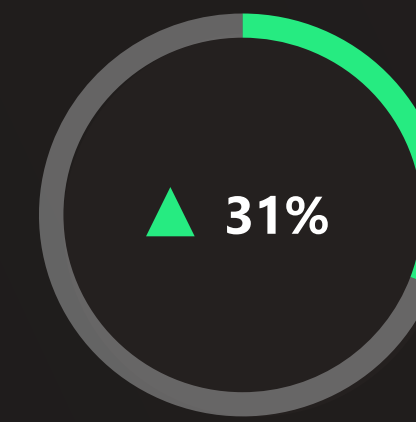
AVERAGE PRICE



Oct 2020



Sep 2020



Oct 2019

In West Vancouver, the average sale price for houses in October 2020 was \$2.908M, a 11% increase compared to September 2020, when the average sale price was \$2.625M, and a 31% increase from the \$2.225M average sale price from last October.

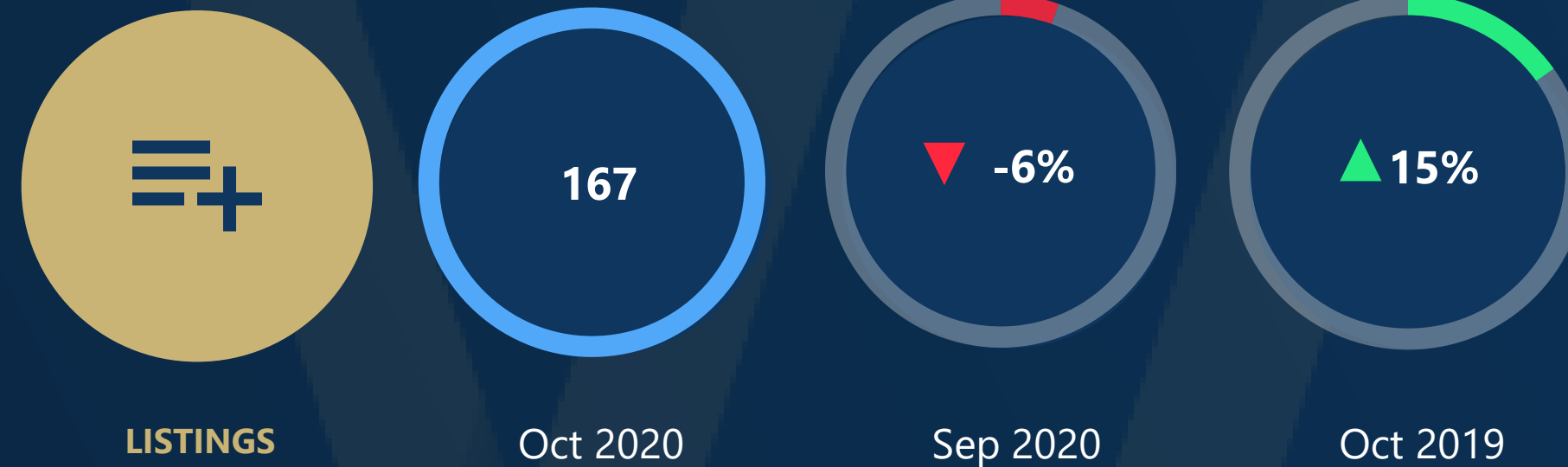
WEST VANCOUVER

October, 2020

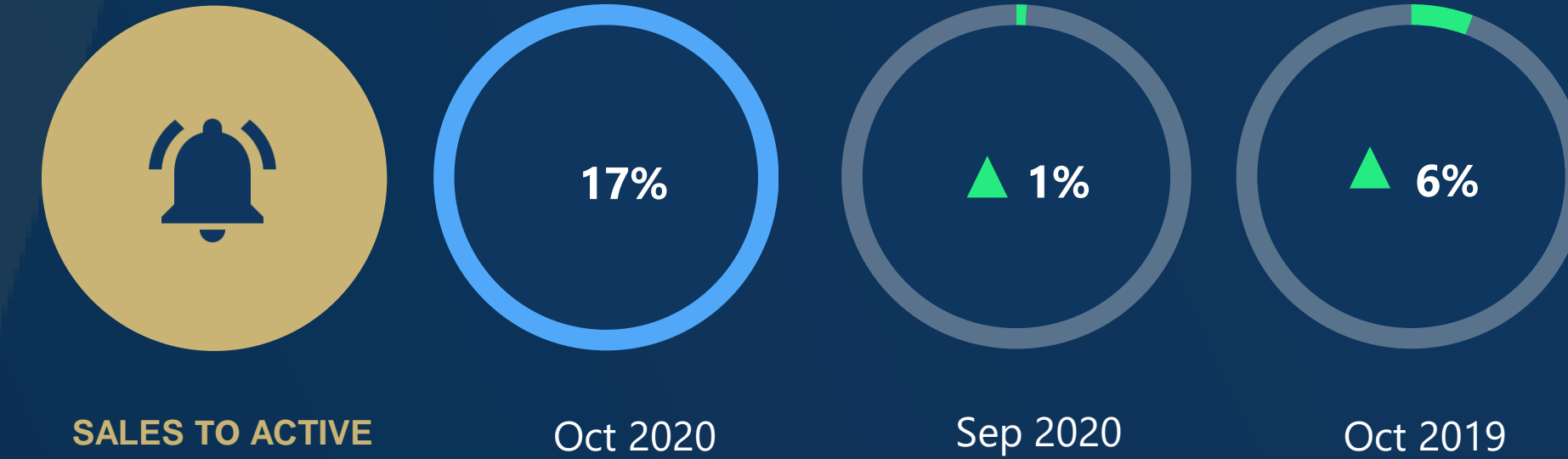


Condos and Townhouses

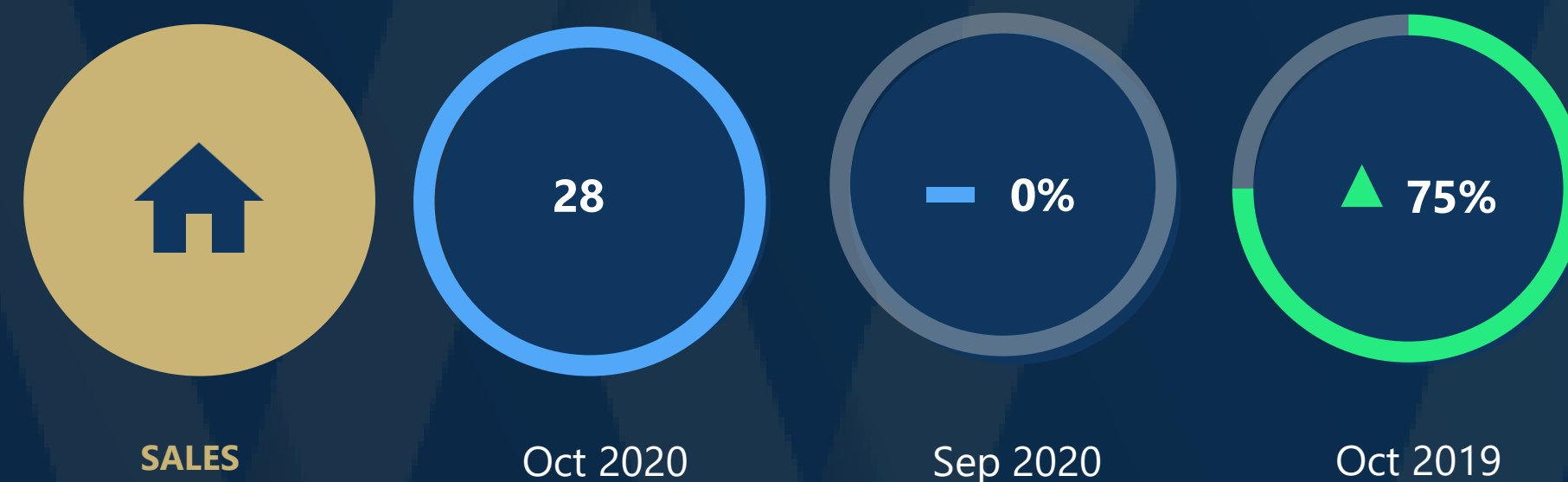
● CURRENT ● UP ● DOWN



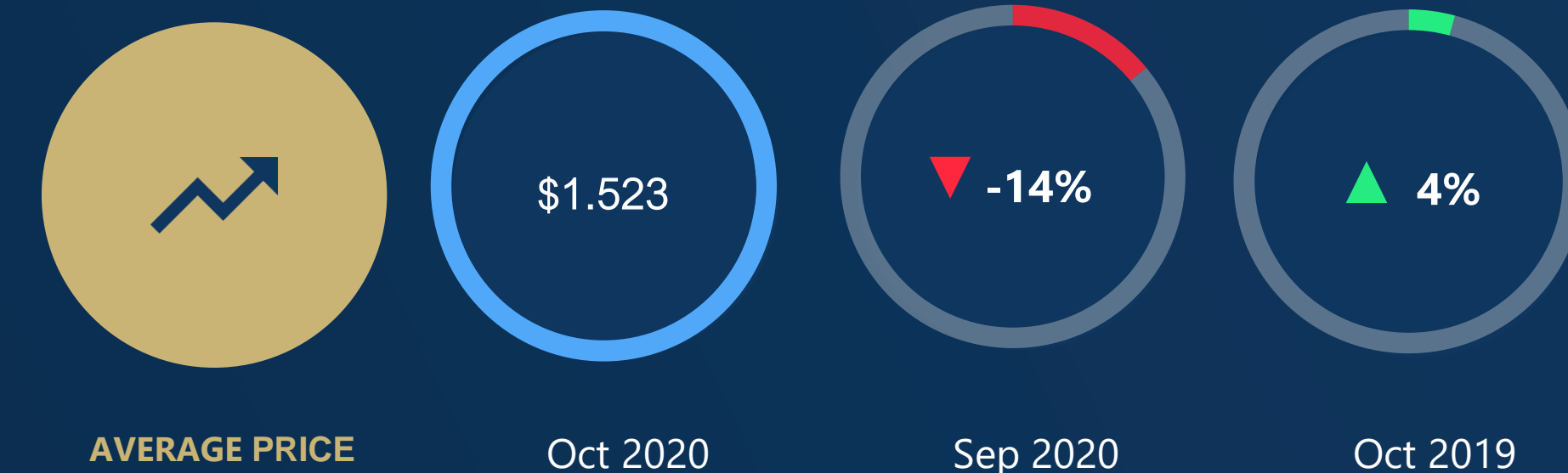
In West Vancouver, the number of new listings for condos and townhouses in October 2020 was 167, a 6% decrease compared to September 2020, when 177 homes were listed, and a 15% increase from the 145 properties listed last October.



In West Vancouver, the sales-to-active listings ratio for condos and townhouses for October 2020 was 17%, a 1% increase compared to September 2020, when the ratio was 16%, and a 6% increase from the 11% ratio last October.



The number of condos and townhouses sold in West Vancouver in October 2020 was 28, no significant changes to September 2020, when 28 homes were sold, and a 75% increase from the 16 properties sold last October.



In West Vancouver, the average sale price for condos and townhouses in October 2020 was \$1.171M, a 14% decrease compared to September 2020, when the average sale price was \$1.363M, and a 4% increase from the \$1.123M average sale price from last October.

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