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MORE SUPPLY AND LESS DEMAND SEEN ACROSS METRO VANCOUVER HOUSING MARKET

The supply of homes for sale continued to increase across the Metro Vancouver* housing market in September while home buyer demand remained below typical levels for this time of year.

The Real Estate Board of Greater Vancouver (REBGV) reports that residential property sales in the region totalled 1,595 in September 2018, a 43.5 per cent decrease from the 2,821 sales recorded in September 2017, and a 17.3 per cent decrease compared to August 2018 when 1,929 homes sold.


Last month's sales were 36.1 per cent below the 10-year September sales average.

"Fewer home sales are allowing listings to accumulate and prices to ease across the Metro Vancouver housing market," Ashley Smith, REBGV president-elect said. "There's more selection for home buyers to choose from today. Since spring, home listing totals have risen to levels we haven't seen in our market in four years."

There were 5,279 detached, attached and apartment properties newly listed for sale on the Multiple Listing Service® (MLS®) in Metro Vancouver in September 2018. This represents a 1.8 per cent decrease compared to the 5,375 homes listed in September 2017 and a 36 per cent increase compared to August 2018 when 3,881 homes were listed.

The total number of properties currently listed for sale on the MLS® system in Metro Vancouver is 13,084, a 38.2 per cent increase compared to September 2017 (9,466) and a 10.7 per cent increase compared to August 2018 (11,824).

For all property types, the sales-to-active listings ratio for September 2018 is 12.2 per cent. By property type, the ratio is 7.8 per cent for detached homes, 14 per cent for townhomes, and 17.6 per cent for condominiums. Generally, analysts say that downward pressure on home prices occurs when the ratio dips below the 12 per cent mark for a sustained period, while home prices often experience upward pressure when it surpasses 20 per cent over several months.

| | | MLS® SALES Facts | | | | | | | | | | | | | | | | | |
|----------------|----------------------|---|-------------|---------------|----------------|--------------------------|-----------------|-----------------|----------------|---------------------|-------------|----------|----------------|----------------|----------------|---------------------------|--------------------|--------|--|
| | |  | | | | | | | | | | | | | | | | | |
| | | September 2018 | | | | | | | | | | | | | | | | | |
| | | Burnaby | Coquitlam | Delta - South | Islands - Gulf | Maple Ridge/Pitt Meadows | New Westminster | North Vancouver | Port Coquitlam | Port Moody/Belcarra | Richmond | Squamish | Sunshine Coast | Vancouver East | Vancouver West | West Vancouver/Howe Sound | Whistler/Pemberton | TOTALS | |
| September 2018 | Number of Sales | Detached 39 | 49 | 24 | 6 | 46 | 14 | 41 | 23 | 9 | 62 | 11 | 37 | 72 | 38 | 25 | 12 | 508 | |
| | | Attached 36 | 26 | 14 | 0 | 26 | 3 | 21 | 14 | 8 | 36 | 3 | 5 | 27 | 33 | 2 | 21 | 275 | |
| | | Apartment 100 | 55 | 17 | 0 | 30 | 64 | 35 | 17 | 17 | 96 | 8 | 3 | 95 | 208 | 7 | 21 | 812 | |
| September 2018 | Median Selling Price | Detached \$1,747,500 | \$1,230,000 | \$1,025,000 | n/a | \$810,000 | n/a | \$1,690,000 | \$1,025,000 | n/a | \$1,539,989 | n/a | \$660,000 | \$1,550,000 | \$2,900,000 | \$2,750,000 | n/a | n/a | |
| | | Attached \$784,000 | \$887,950 | n/a | n/a | \$548,050 | n/a | \$1,020,000 | n/a | n/a | \$882,500 | n/a | n/a | \$950,000 | \$1,332,000 | n/a | \$1,152,000 | n/a | |
| | | Apartment \$582,500 | \$549,000 | n/a | n/a | \$383,500 | \$509,000 | \$597,000 | \$450,000 | n/a | \$556,000 | n/a | n/a | \$592,000 | \$790,000 | n/a | \$456,500 | n/a | |

This communication is not intended to cause or induce breach of any existing agency agreement. Listing and sales data is from the Real Estate Board of Greater Vancouver MLS®



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“Metro Vancouver’s housing market has changed pace compared to the last few years. Our townhome and apartment markets are sitting in balanced market territory and our detached home market remains in a clear buyers’ market,” Smith said. “It’s important for both home buyers and sellers to work with their Realtor to understand what these trends means to them.”

MARKET HIGHLIGHTS / SEPTEMBER 2018

DETACHED



\$1,540,900

BENCHMARK PRICE

6,504

ACTIVE LISTINGS

508

SALES

53

AVG. DAYS ON MARKET

The MLS® Home Price Index composite benchmark price for all residential properties in Metro Vancouver is currently \$1,070,600. This represents a 2.2 per cent increase over September 2017 and a 3.1 per cent decrease over the last three months.

TOWNHOUSE



\$837,600

BENCHMARK PRICE

1,963

ACTIVE LISTINGS

275

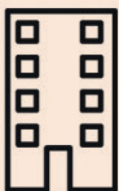
SALES

33

AVG. DAYS ON MARKET

Sales of detached properties in September 2018 reached 508, a 40.4 per cent decrease from the 852 detached sales recorded in September 2017. The benchmark price for detached properties is \$1,540,900. This represents a 4.5 per cent decrease from September 2017 and a 3.4 per cent decrease over the last three months.

APARTMENT



\$687,300

BENCHMARK PRICE

4,617

ACTIVE LISTINGS

812

SALES

32

AVG. DAYS ON MARKET

Sales of apartment properties reached 812 in September 2018, a 44 per cent decrease compared to the 1,451 sales in September 2017. The benchmark price of an apartment property is \$687,300. This represents a 7.4 per cent increase from September 2017 and a 3.1 per cent decrease over the last three months.

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