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Condominium sales drive August activity

Competition for condominiums and townhomes pushed Metro Vancouver* home sales above typical levels in August.

The Real Estate Board of Greater Vancouver (REBGV) reports that residential property sales in the region totalled 3,043 in August 2017, a 22.3 per cent increase from the 2,489 sales recorded in August 2016, and a 2.8 per cent increase compared to July 2017 when 2,960 homes sold.

Last month's sales were 19.6 per cent above the 10-year August sales average.

"First-time home buyers have led a surge this summer in demand in our condominium and townhome markets," Jill Oudil, REBGV president said. "Homes priced between \$350,000 and \$750,000 have been subject to intense competition and multiple offers across the region."

There were 4,245 detached, attached and apartment properties newly listed for sale on the Multiple Listing Service® (MLS®) in Metro Vancouver in August 2017. This represents a 1.1 per cent decrease compared to the 4,293 homes listed in August 2016 and a 19.2 per cent decrease compared to July 2017 when 5,256 homes were listed.

The total number of properties currently listed for sale on the MLS® system in Metro Vancouver is 8,807, a 3.5 per cent increase compared to August 2016 (8,506) and a 4.2 per cent decrease compared to July 2017 (9,194).

For all property types, the sales-to-active listings ratio for August 2017 is 34.6 per cent. By property type, the ratio is 16.3 per cent for detached homes, 44.8 per cent for townhomes, and 76.3 per cent for condominiums.

Generally, analysts say that downward pressure on home prices occurs

when the ratio dips below 12 per cent for a sustained period, while home prices often experience upward pressure when it surpasses 20 per cent over several months.

"Conditions in our detached home market are distinct today from the dynamic in our condominium and townhome markets," Oudil said. "Detached homes have entered a balanced market. This means there's less upward pressure on prices and that buyers have more selection to choose from and more time to make their decisions."

The MLS® Home Price Index composite benchmark price for all residential properties in Metro Vancouver is currently \$1,029,700. This represents a 9.4 per cent increase over August 2016 and a one per cent increase compared to July 2017.

Sales of detached properties in August 2017 reached 901, a 26 per cent increase from the 715 detached sales recorded in August 2016. The benchmark price for detached properties is \$1,615,100. This represents a 2.2 per cent increase from August 2016 and a 0.2 per cent increase compared to July 2017.

Sales of apartment properties reached 1,613 in August 2017, a 20.1 per cent increase compared to the 1,343 sales in August 2016. The benchmark price of an apartment property is \$626,800. This represents a 19.4 per cent increase from August 2016 and a 1.7 per cent increase compared to July 2017.

Attached property sales in August 2017 totalled 529, a 22.7 per cent increase compared to the 431 sales in August 2016. The benchmark price of an attached unit is \$778,300. This represents a 12.8 per cent increase from August 2016 and a 1.9 per cent increase compared to July 2017.

August 2017		MLS® SALES Facts																
		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
August 2017	Number of Sales	65	82	53	8	139	19	75	48	13	89	32	63	114	52	30	19	901
	Detached	65	82	53	8	139	19	75	48	13	89	32	63	114	52	30	19	901
	Attached	68	39	8	0	54	16	31	21	21	123	15	15	31	56	0	31	529
	Apartment	229	126	18	0	46	134	111	44	33	242	18	14	142	406	19	31	1,613
	Median Selling Price	\$1,588,000	\$1,260,000	\$1,150,000	n/a	\$817,500	n/a	\$1,850,000	\$948,500	n/a	\$1,577,000	\$916,500	\$550,000	\$1,555,000	\$3,685,000	\$3,250,000	n/a	n/a
	Attached	\$750,000	\$726,000	n/a	n/a	\$502,450	n/a	\$955,000	\$650,000	\$677,000	\$896,900	n/a	n/a	\$955,000	\$1,282,500	n/a	\$800,000	n/a
	Apartment	\$565,000	\$496,000	n/a	n/a	\$315,000	\$484,000	\$636,500	\$403,000	\$599,000	\$528,800	n/a	n/a	\$575,000	\$760,000	n/a	\$459,750	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®