



October 2019

...giving you the market advantage

## Real Estate Tracker



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Community Expert



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Administrator

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**Thinking of  
BUYING or SELLING?**

**The Fall Market  
has begun!**

**Things are moving!  
Call TODAY for your  
up-to-date evaluation!**

**Nic 604.818.8145**



## Increased demand helps housing market reach balanced territory

Home buyer demand has returned to more historically typical levels in Metro Vancouver over the last three months.

The Real Estate Board of Greater Vancouver (REBGV) reports that residential home sales in the region totalled 2,333 in September 2019, a 46.3 per cent increase from the 1,595 sales recorded in September 2018, and a 4.6 per cent increase from the 2,231 homes sold in August 2019.

Last month's sales were 1.7 per cent below the 10-year September sales average.

"We're seeing more balanced housing market conditions over the last three months compared to what we saw at this time last year," Ashley Smith, REBGV president said. "Home buyers are more willing to make offers today, particularly in the townhome and apartment markets."

There were 4,866 detached, attached and apartment properties newly listed for sale on the Multiple Listing Service® (MLS®) in Metro Vancouver in September 2019. This represents a 7.8 per cent decrease compared to the 5,279 homes listed in September 2018 and a 29.9 per cent increase compared to August 2019 when 3,747 homes were listed.

The total number of homes currently listed for sale on the MLS® system in Metro Vancouver is 13,439, a 2.7 per cent increase compared to September 2018 (13,084) and a 0.3 per cent increase compared to August 2019 (13,396).

For all property types, the sales-to-active listings ratio for September 2019 is 17.4 per cent. By property type, the ratio is 12.7 per cent for detached homes, 18.9 per cent for townhomes, and 21.9 per cent for apartments.

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.

"This is a more comfortable market for people on both sides of a real estate transaction," said Smith. "Home sale and listing activity were both at typical levels for our region in September."

The MLS® Home Price Index composite benchmark price for all residential homes in Metro Vancouver is currently \$990,600. This represents a 7.3 per cent decrease over September 2018 and a 0.3 per cent decrease compared to August 2019.

Sales of detached homes in September 2019 reached 745, a 46.7 per cent increase from the 508 detached sales recorded in September 2018. The benchmark price for a detached home is \$1,406,200. This represents an 8.6 per cent decrease from September 2018 and is virtually unchanged compared to August 2019.

Sales of apartment homes reached 1,166 in September 2019, a 43.6 per cent increase compared to the 812 sales in September 2018. The benchmark price of an apartment property is \$651,500. This represents a 6.5 per cent decrease from September 2018 and a 0.4 per cent decrease compared to August 2019.

Attached home sales in September 2019 totalled 422, a 53.5 per cent increase compared to the 275 sales in September 2018. The benchmark price of an attached home is \$767,500. This represents a 7.2 per cent decrease from September 2018 and a 0.6 per cent decrease compared to August 2019.

**Dominelli Group**

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**\$3,600,000.00**  
**702 Delestre Ave, Coquitlam**

Excellent Investment for Developer or Investor to hold. Sold as possible Land Assembly. 704-702, 700, 701, 703 Delestre Ave. Designated In OCP 6-8 stories Medium Density Apartment. Conveniently located close to the new Evergreen Line at Loughheed Skytrain Station, and future site of a redeveloped Loughheed Town Centre. With an abundance of restaurants, several parks, and shopping on North Road plus Cariboo Centre, coupled with the city's transit network, any future development here would offer residents comfort and accessibility. Easy access to the downtown core, and Brentwood Town Centre via Skytrain. Act Now!



**\$474,000.00**  
**#417—12283 224 Street, Maple Ridge**

\*TOP FLOOR, \*CORNER UNIT featuring AMAZING VIEWS @ The Max! Bright spacious 1,033 sq.ft. 2 bdrm, 2 bath unit with an entertaining covered deck offers outstanding Golden Ears Mountain views! The living/dining rooms feature 13' high vaulted ceilings. Huge Kitchen featuring shaker cabinets, b/i microwave, SS appliances, granite countertops & a large island. Large bedrooms with the Master featuring an ensuite. Great location ~ walking distance to schools, recreation, transit & downtown Maple Ridge. Ideal for 1st time home buyers or investors ~ rentals are allowed. 2 prkg stalls & 1 storage locker. Pet friendly, well managed pro-active strata. Priced \$30,000 under assessed value!

### 27 Quick & Easy Fix Ups To Sell Your Home Fast and For Top \$\$

To assist home sellers a new industry report has been released that tackles the important issues you need to know to make your home competitive in today's tough, aggressive marketplace.

Through these 27 tips you will discover how to protect and capitalize on your most important investment, be in control of your situation, and make the best profit possible.

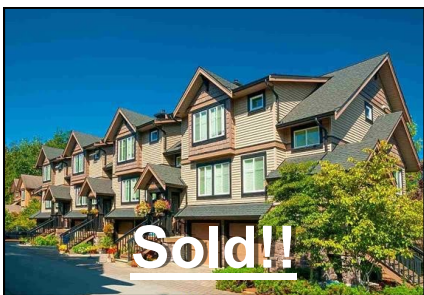
To order your **FREE** copy of this report, call my toll free number anytime, 24 hours a day, 7 days a week.

**1-866-801-SOLD (7653)**



**\$869,888.00**  
**#510 2950 Panorama Dr, Coquitlam**

'Cascade' by Liberty Homes! Executive luxury mid-rise concrete condo living on Westwood Plateau! This fabulous 2 bed+den, 2 bath home boasts over 1,250 sq.ft. of spacious West Coast living on the private greenbelt. Bright, open, well appointed, big windows featuring 10 ft ceilings. Entertaining kitchen, granite countertops, breakfast bar & s/s appliances. HUGE Den w/French doors. HUGE Master w/deluxe ensuite. 2 parking stalls. Fabulous neighbourhood & beautiful grounds close to transit, shopping, schools, Skytrain & LaFrance Lake!



**#27 22206 124 Ave, Maple Ridge**

Well maintained and one of the nicest complexes in the city, high end GREEN CONSTRUCTION, the WEST SIDE LOCATION is within walking distance to town, shopping, parks, schools, restaurants, and transit. 3 BDRMS/3 bath home with MANY UPDATES including fireplace surround and built-ins finished with reclaimed wood from a 150 yr old barn in Delta, black SS appliances, cork flooring, granite countertops, and outdoor HOT TUB. Enjoy MOUNTAIN VIEWS from the covered deck with gas hookup for your BBQ. Private fenced backyard, and s/b/s double garage – a rare find in a townhome these days. Close to elementary and high schools. Quiet complex with 29 units and reasonable maintenance fees, close proximity to Golden Ears bridge, and Port Haney station.

**INGRAM**  
Mortgage Team



Jeff, Jacklyn & Mark - The Ingram Mortgage Team

**For all your Mortgage & financing needs!**  
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Call 604.644.1413

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