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VIVID

REAL ESTATE

By Amir Ioharifard

Market Update

April 2017

Areas

GREATER VANCOUVER
DOWNTOWN VANCOUVER

VANCOUVER WESTSIDE
VANCOUVER EASTSIDE

NORTH VANCOUVER
WEST VANCOUVER

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Greater Vancouver

April 2017



GREATER VANCOUVER

April, 2017



Detached and Attached Homes

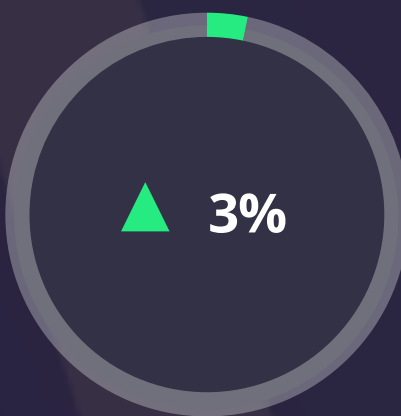
CURRENT UP DOWN



NEW LISTINGS



Apr 2017



Mar 2017

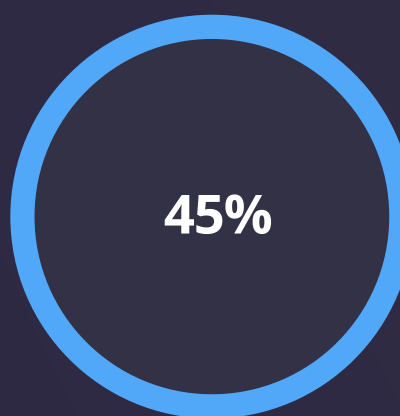


Apr 2016

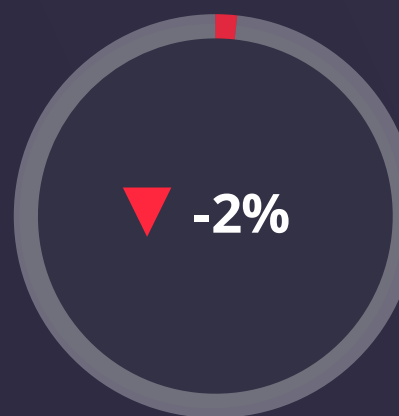
In Greater Vancouver, the number of new listings for residential properties in April 2017 was 4,907, a 3% increase compared to March 2017, when 4,752 homes were listed, and a 20% decrease from the 6,110 properties listed last April.



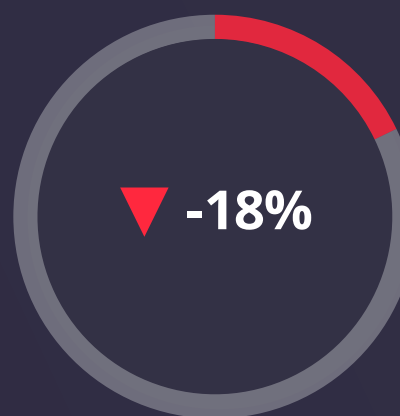
SALES RATIO*



Apr 2017



Mar 2017



Apr 2016

In Greater Vancouver, the sales-to-active listings ratio for residential properties for April 2017 was 45%, a 2% decrease compared to March 2017, when the ratio was 47%, and a 18% decrease from the 63% ratio last April.



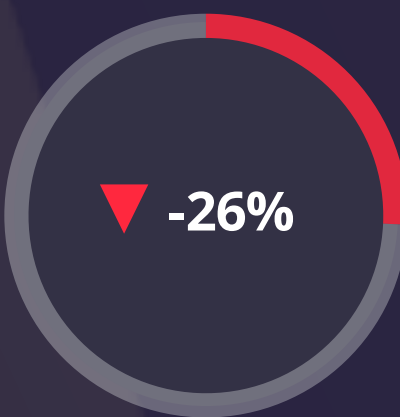
SALES



Apr 2017



Mar 2017



Apr 2016

The number of residential properties sold in Greater Vancouver in April 2017 was 3,546, a 1% decrease compared to March 2017, when 3,575 homes were sold, and a 26% decrease from the 4,774 properties sold last April.

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.

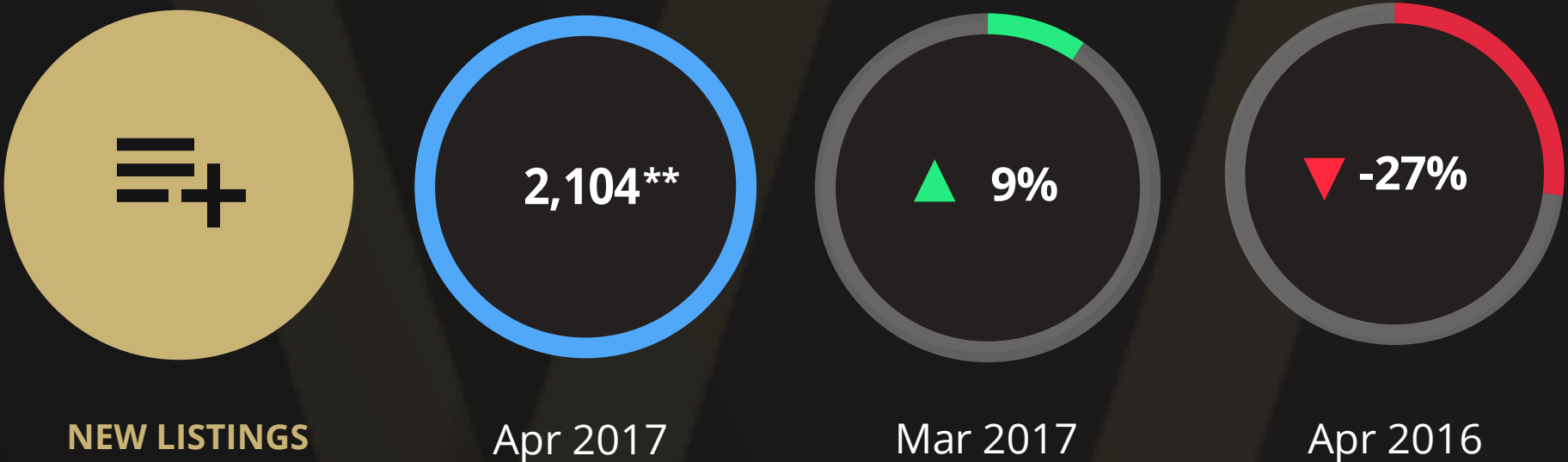
Sales ratio also indicates the ratio between supply and demand, which provide us with the market types. In a buyers' market, the ratio is between 0% and 14%; a balanced market ratio is 15% to 20%; and a sellers' market ratio is 21% plus.

* Sales Ratio stands for sales-to-active listings ratio.
** In April there were 7,813 active listings on the market, 4,907 of these were new listings, which were listed in April.

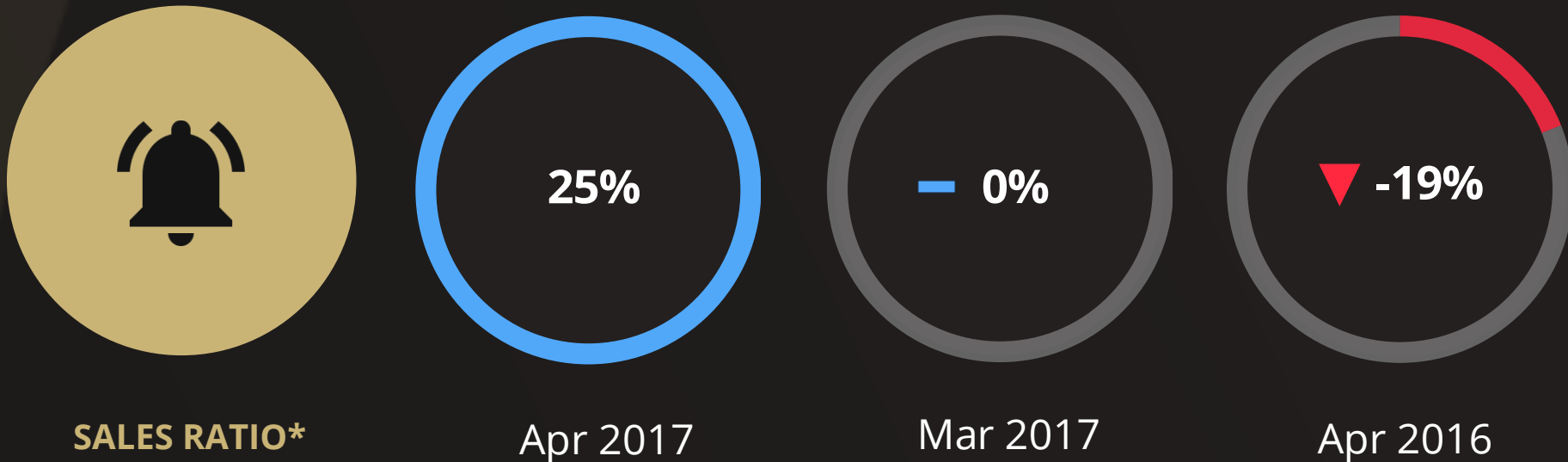
GREATER VANCOUVER

April, 2017

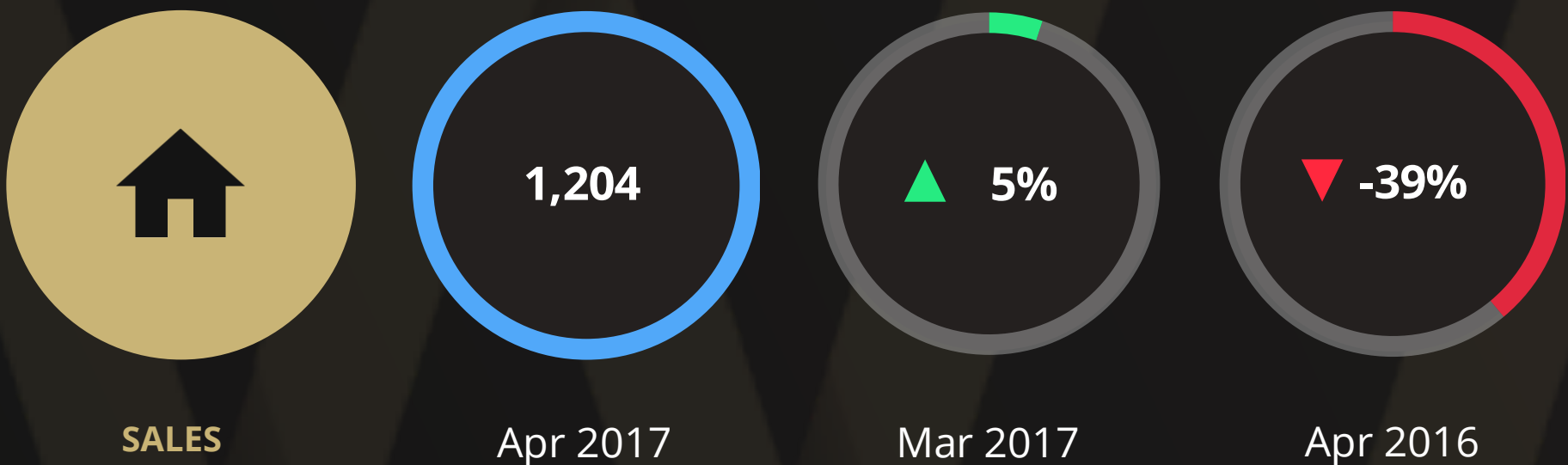
 Detached and Houses
● CURRENT ● UP ● DOWN



In Greater Vancouver, the number of new listings for detached properties in April 2017 was 2,104 a 9% increase compared to March 2017, when 1,924 homes were listed, and a 27% decrease from the 2,883 properties listed last April.



In Greater Vancouver, the Sales-to-Active listings ratio for detached properties for April 2017 was 25%, the same Ratio as in March 2017. However, there was a 19% decrease from the 44% Ratio last April.



The number of houses sold in Greater Vancouver in April 2017 was 1,972, a 5% increase compared to March 2017, when 1,146 homes were sold, and a 39% decrease from the 1,972 properties sold last April.

Facts

The average days on Market for Greater Vancouver detached properties in April 2017 was 40 days, a 13% Increase in comparison to 39 days in March 2017. The average price per square foot for Greater Vancouver detached properties in April 2017 was \$681, a 3% increase in comparison to \$660 per square foot in March 2017.

* Sales Ratio stands for sales-to-active listings ratio.
** In April there were 4,876 active listings on the market, 2,104 of these were new listings, which were listed in April.

GREATER VANCOUVER

April, 2017



Condos and Townhouses

CURRENT UP DOWN



NEW LISTINGS



2,803 **

Apr 2017



-1%

Mar 2017



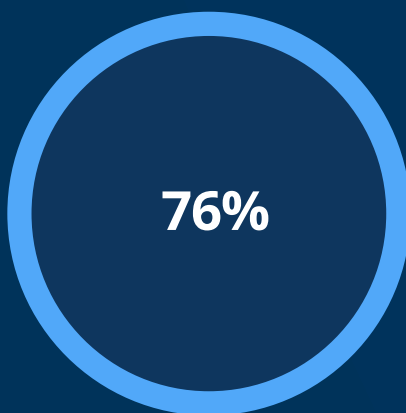
-13%

Apr 2016

In Greater Vancouver, the number of new listings for attached properties in April 2017 was 2,803, a 1% decrease compared to March 2017, when 2,828 homes were listed, and a 13% decrease from the 3,227 properties listed last April.

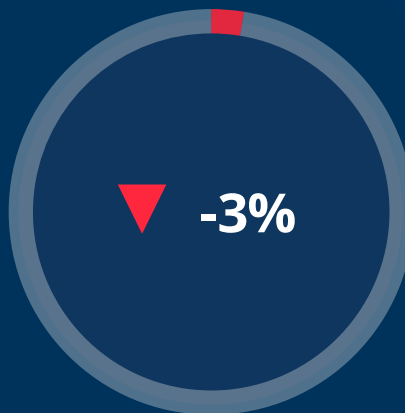


SALES RATIO*



76%

Apr 2017



-3%

Mar 2017



-10%

Apr 2016

In Greater Vancouver, the sales-to-active listings ratio condos and townhouse in April 2017 was 76%, a 3% decrease compared to March 2017, when the ratio was 79%, and a 10% decrease from the 87% ratio last April.

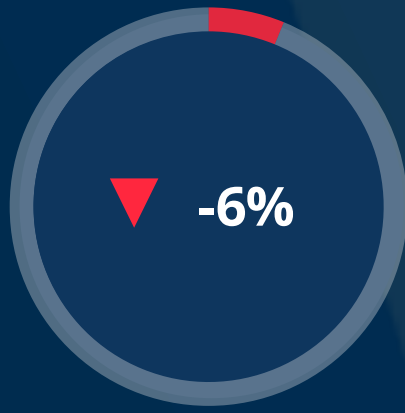


SALES



2,279

Apr 2017



-6%

Mar 2017



-19%

Apr 2016

The number of condos and townhouses sold in Greater Vancouver condos in April 2017 was 2,279, a 6% decrease compared to March 2017, when 2,429 homes were sold, and a 19% decrease from the 2,802 properties sold last April.

Facts

The average days on the market for Greater Vancouver condos in April 2017 was 19 days, while for townhouses it was 24 days. The average price per square foot for Greater Vancouver condos was \$709 in April 2017, whereas for townhouses it was \$556 per square foot.

* Sales Ratio stands for sales-to-active listings ratio.
** In April there were 2,980 active listings on the market, 2,803 of these were new listings, which were listed in April.

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Downtown Vancouver

April 2017



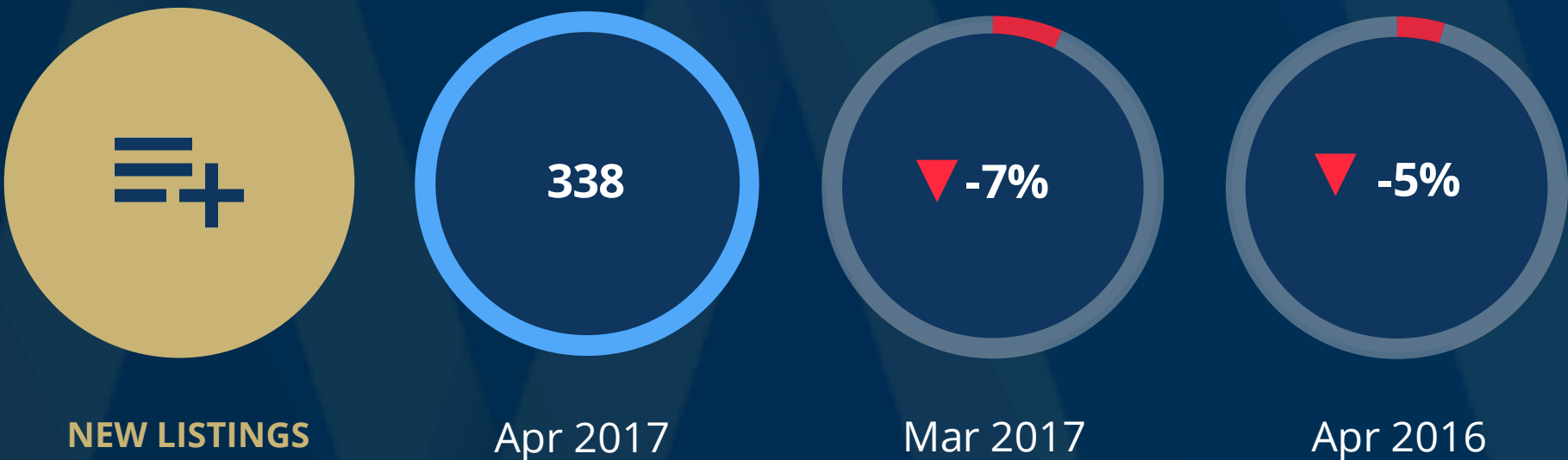
DOWNTOWN VANCOUVER

April, 2017

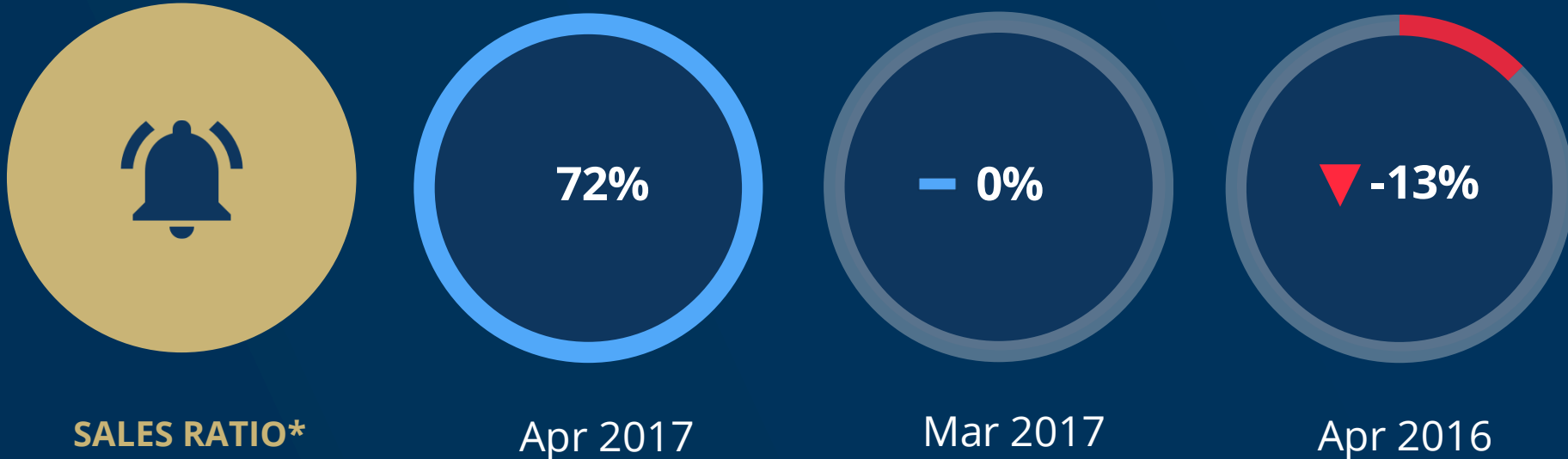


Condos and Townhouses

CURRENT UP DOWN



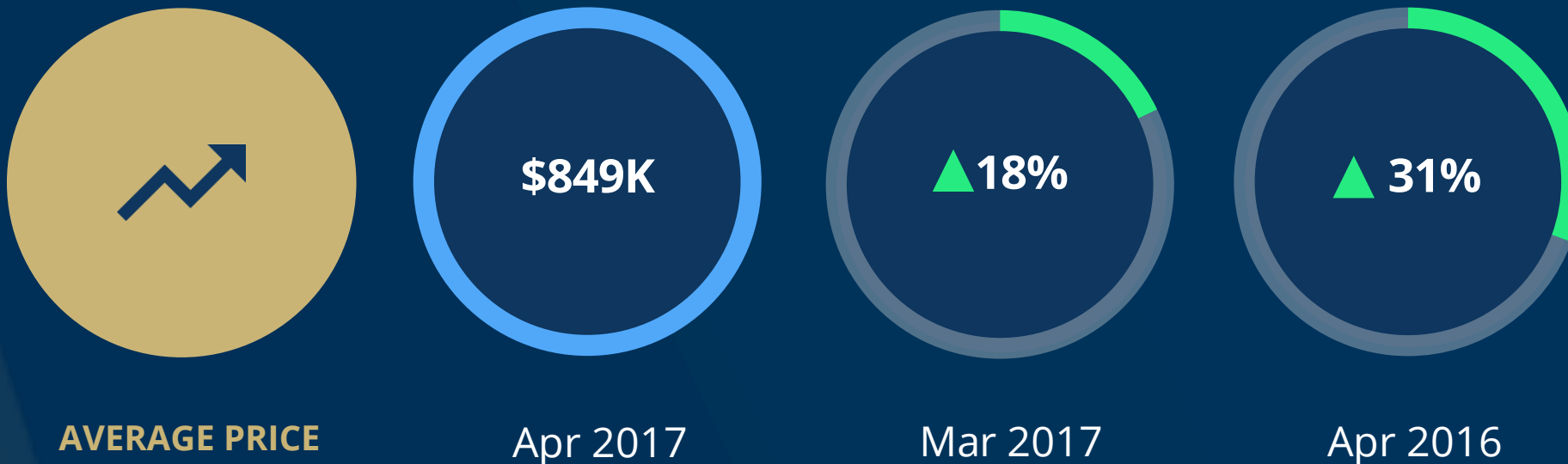
In Downtown Vancouver, the number of new listings for condo and townhouses in April 2017 was 338, a 7% decrease compared to March 2017, when 338 homes were listed, and a 5% decrease from the 354 properties listed last April.



In Downtown Vancouver, the Sales-to-Active listings ratio for Condos and Townhouse in April 2017 was 72%, the same Ratio as in March 2017. However, there was a 13% decrease from the 85% Ratio last April.



The number of condos and townhouses sold in Downtown Vancouver in April 2017 was 244, a 7% decrease compared to March 2017, when 263 homes were sold, and a 19% decrease from the 300 properties sold last April.



In Downtown Vancouver, the average sale price for condos and townhouses in April 2017 was \$849K, a 18% increase compared to March 2017, when the average sale price was \$720K, and a 31% increase from the \$650K average sale price from last April.

* Sales Ratio stands for sales-to-active listings ratio.

Market Type

DOWNTOWN VANCOUVER



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.

** Sales Ratio stands for sales-to-active listings ratio.

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Vancouver Westside

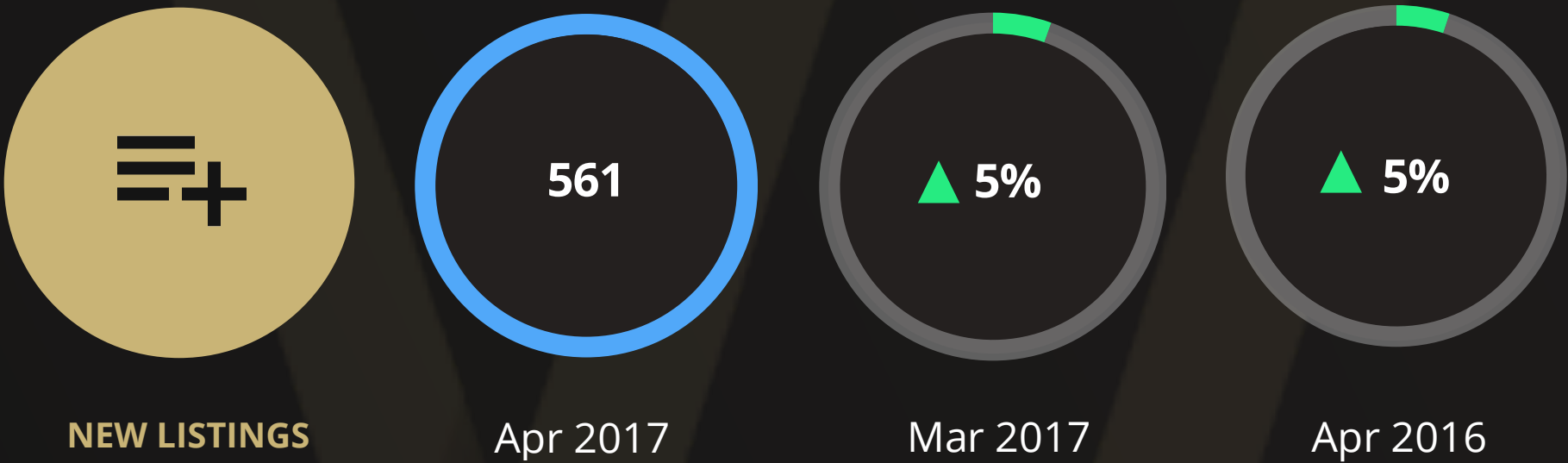
April 2017



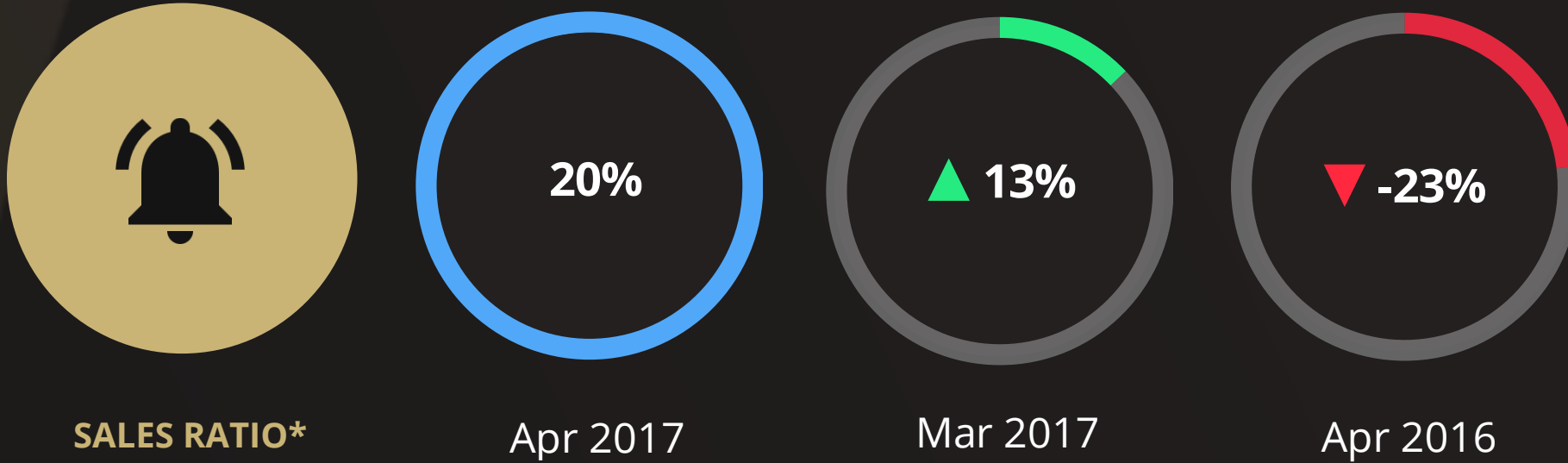
VANCOUVER WESTSIDE

April, 2017

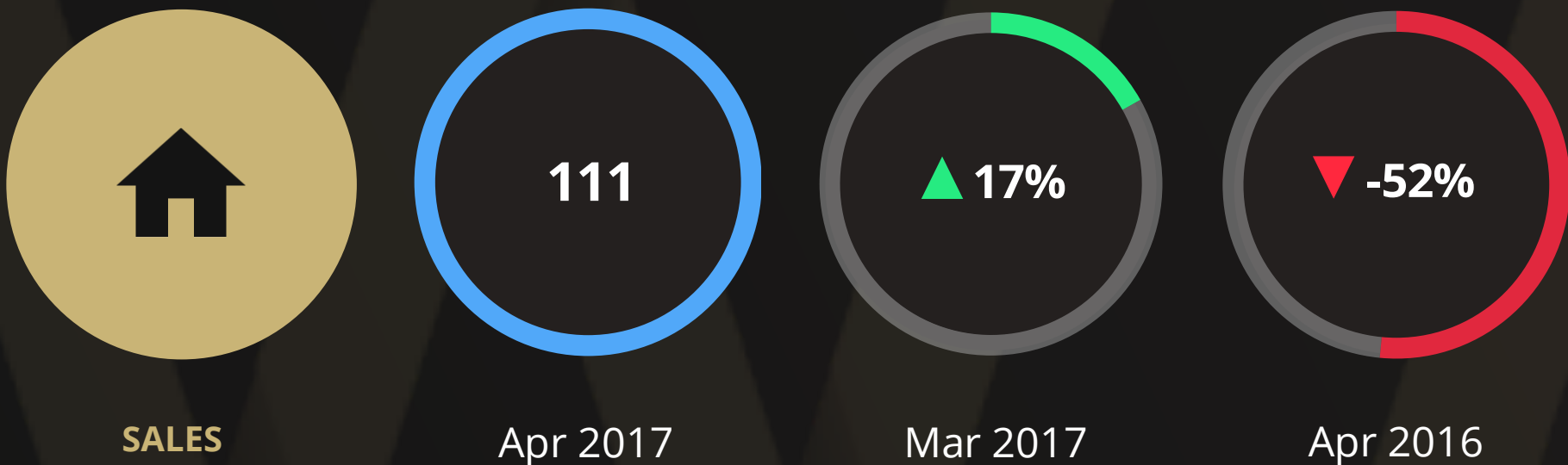
 Detached and Houses
● CURRENT ● UP ● DOWN



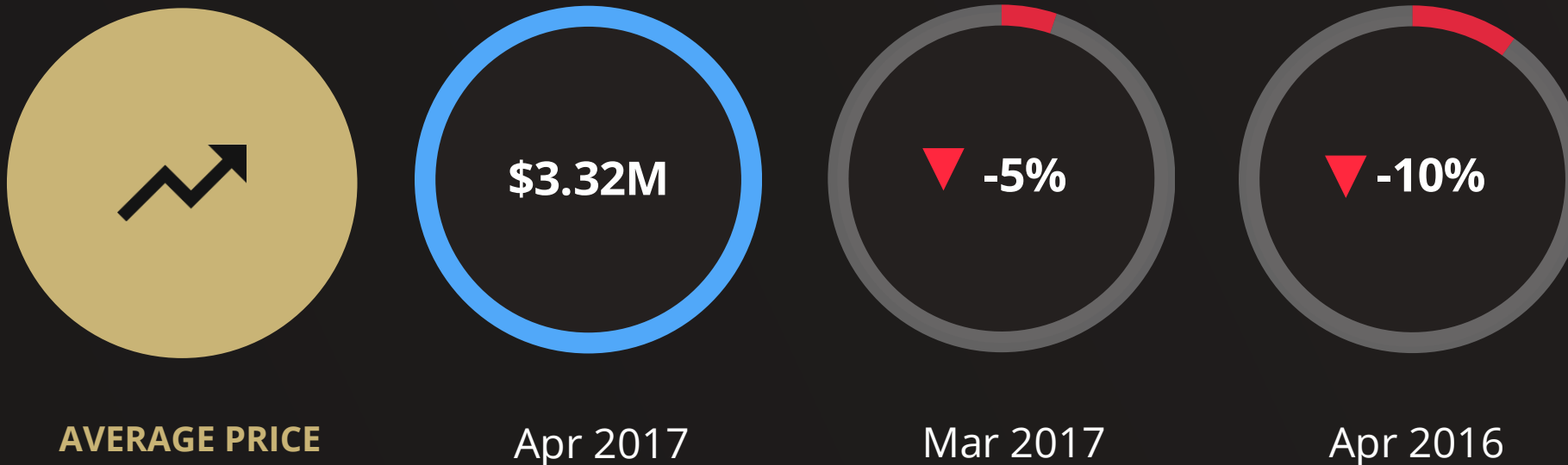
In Vancouver West, the number of new listings for detached properties in April 2017 was 561, a 5% increase compared to March 2017, when 532 homes were listed, and a 5% increase from the 534 properties listed last April.



In Vancouver West, the sales-to-active listings ratio for houses for April 2017 was 20%, a 13% increase compared to March 2017, when the ratio was 7%, and a 23% decrease from the 43% ratio last April.



The number of houses sold in Vancouver West in April 2017 was 111, a 17% increase compared to March 2017, when 95 homes were sold, and a 52% decrease from the 229 properties sold last April.



In Vancouver West, the average sale price for houses in April 2017 was \$3.32M, a 5% decrease compared to March 2017, when the average sale price was \$3.5M, and a 10% decrease from the \$3.688M average sale price from last April.

* Sales Ratio stands for sales-to-active listings ratio.

Market Type

VANCOUVER WESTSIDE

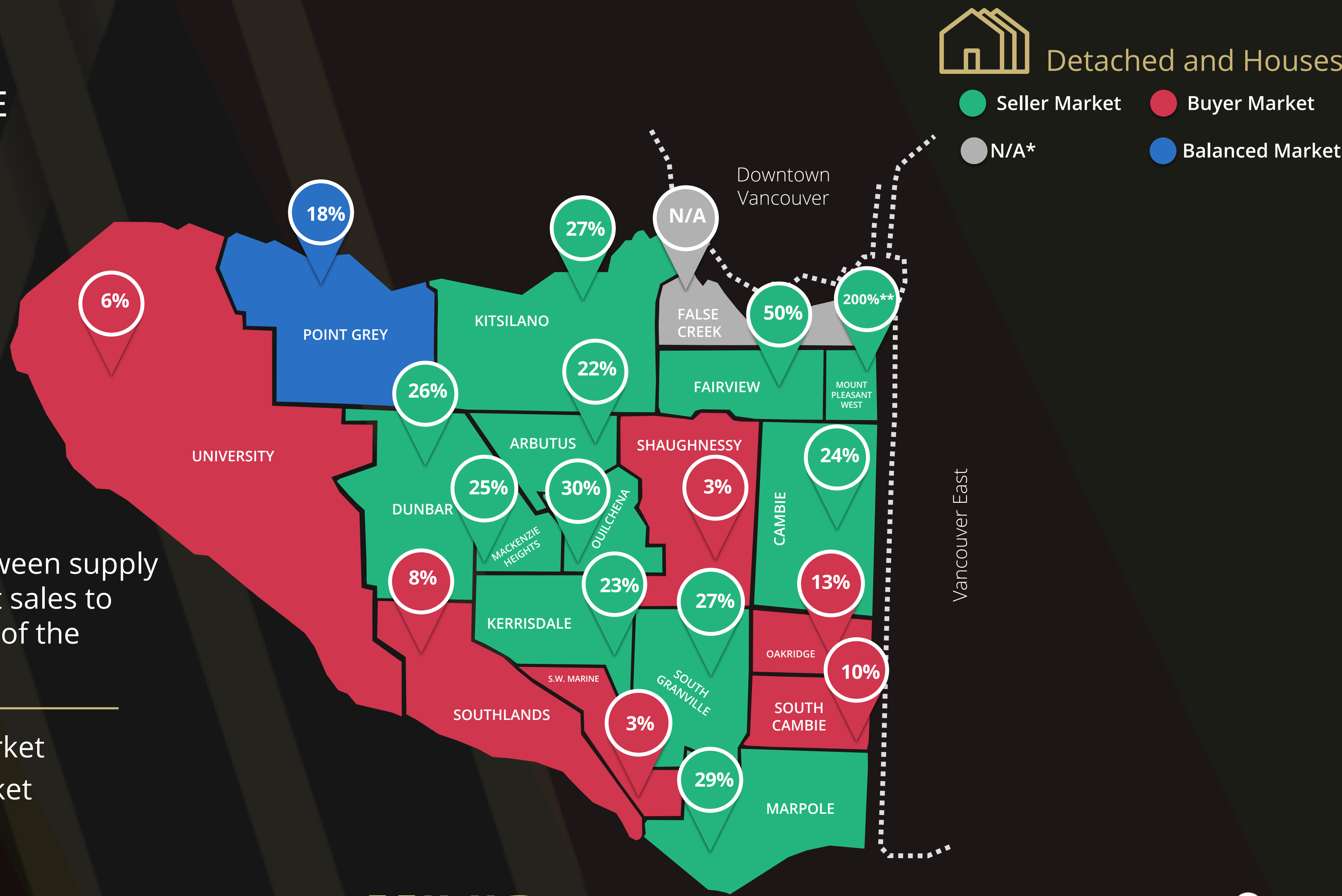
April, 2017

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.
** Sales Ratio stands for sales-to-active listings ratio.



VANCOUVER WESTSIDE

April, 2017



Condos and Townhouses

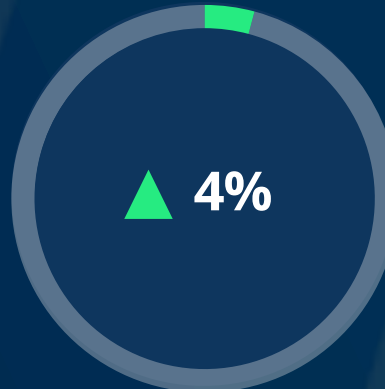
CURRENT UP DOWN



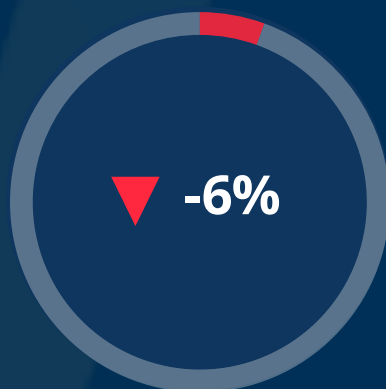
NEW LISTINGS



Apr 2017



Mar 2017

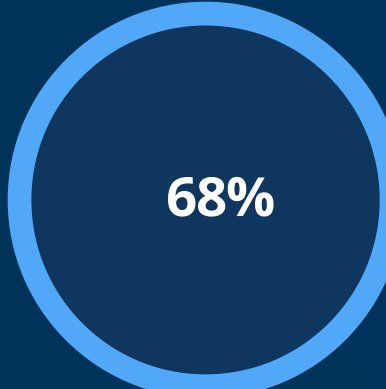


Apr 2016

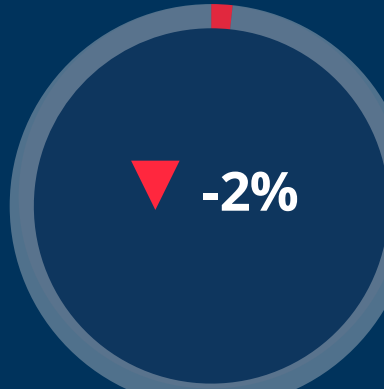
In Vancouver West, the number of new listings for condos and townhouses in April 2017 was 376, a 4% increase compared to March 2017, when 361 homes were listed, and a 6% decrease from the 398 properties listed last April.



SALES RATIO*



Apr 2017



Mar 2017



Apr 2016

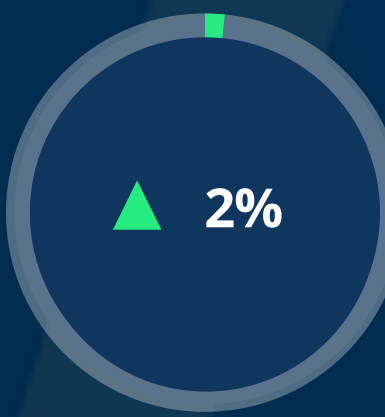
In Vancouver West, the sales-to-active listings ratio for condo and townhouses for April 2017 was 68%, a 2% decrease compared to March 2017, when the ratio was 69%, and a 17% decrease from the 84% ratio last April.



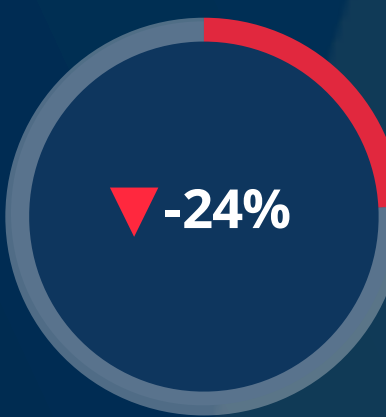
SALES



Apr 2017



Mar 2017



Apr 2016

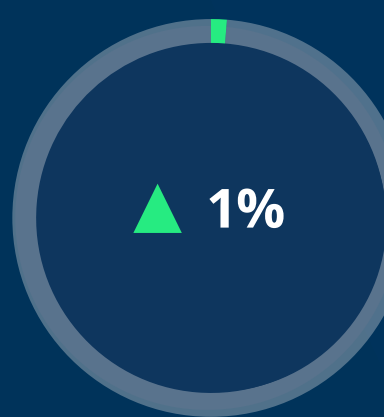
The number of condos and townhouses sold in Vancouver West in April 2017 was 254, a 2% increase compared to March 2017, when 250 homes were sold, and a 24% decrease from the 335 properties sold last April.



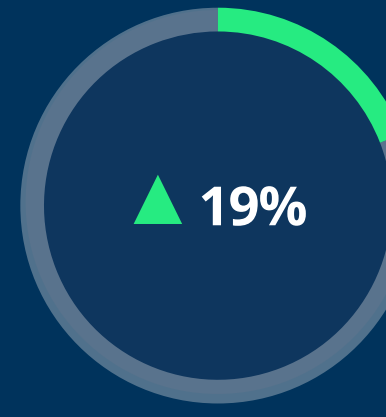
AVERAGE PRICE



Apr 2017



Mar 2017



Apr 2016

In Vancouver West, the average sale price for condos and townhouses in April 2017 was \$785K, a 1% increase compared to March 2017, when the average sale price was \$775K, and a 19% increase from the \$659K average sale price from last April.

* Sales Ratio stands for sales-to-active listings ratio.

Market Type

VANCOUVER WESTSIDE

April, 2017

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.
** If >100% MLS® data reported previous month's sales exceeded current inventory.
*** Sales Ratio stands for sales-to-active listings ratio.



Condos and Townhouses

- Seller Market
- Buyer Market
- N/A*
- Balanced Market



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Vancouver Eastside

April 2017



VANCOUVER EASTSIDE

April, 2017



Detached and Houses

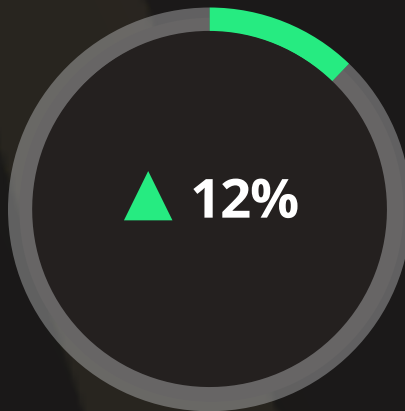
CURRENT UP DOWN



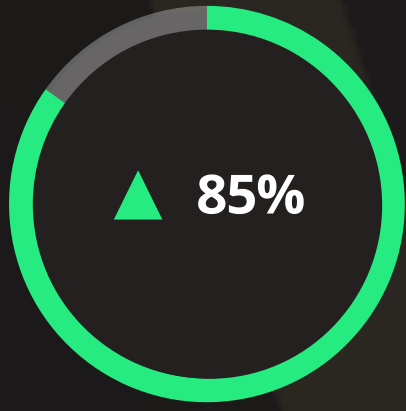
NEW LISTINGS



Apr 2017



Mar 2017

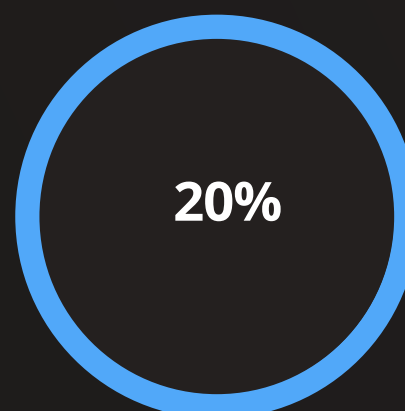


Apr 2016

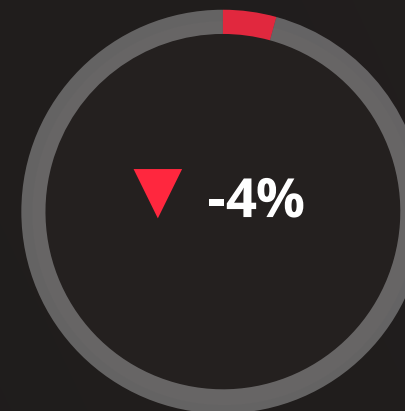
In Vancouver East, the number of new listings for detached properties in April 2017 was 719, a 12% increase compared to March 2017, when 641 homes were listed, and a 85% increase from the 389 properties listed last April.



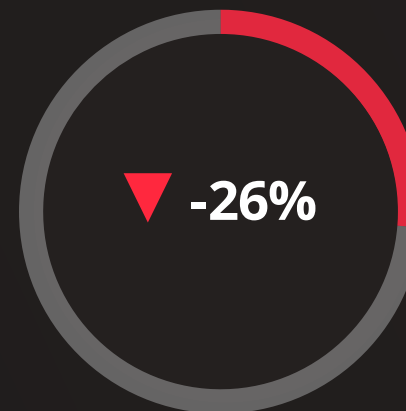
SALES RATIO*



Apr 2017



Mar 2017



Apr 2016

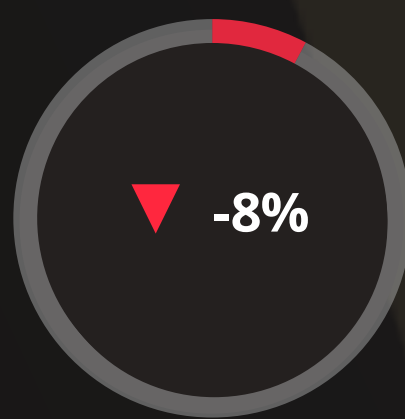
In Vancouver East, the sales to active ratio for houses for April 2017 was 20%, a 4% decrease compared to March 2017, when the ratio was 24%, and a 26% decrease from the 46% ratio last April.



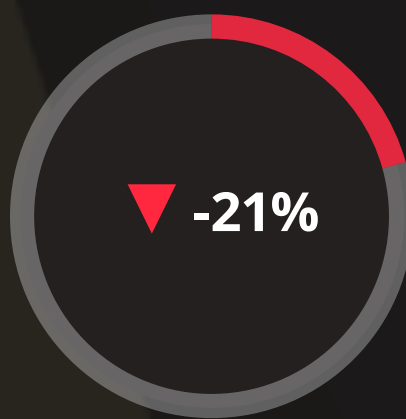
SALES



Apr 2017



Mar 2017

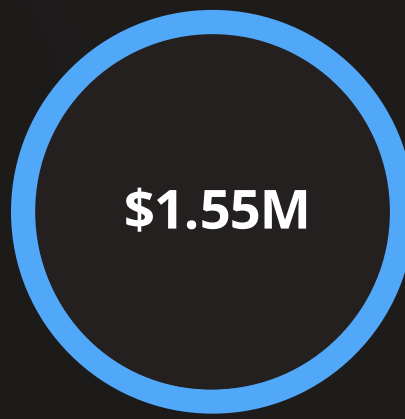


Apr 2016

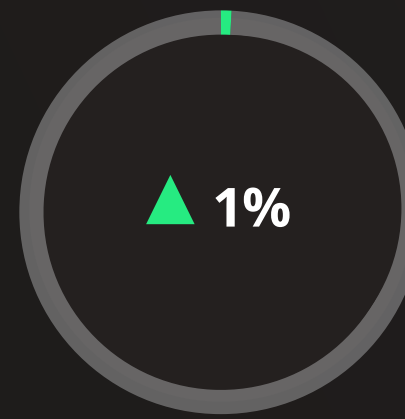
The number of houses sold in Vancouver East in April 2017 was 142, a 8% decrease compared to March 2017, when 154 homes were sold, and a 21% decrease from the 179 properties sold last April.



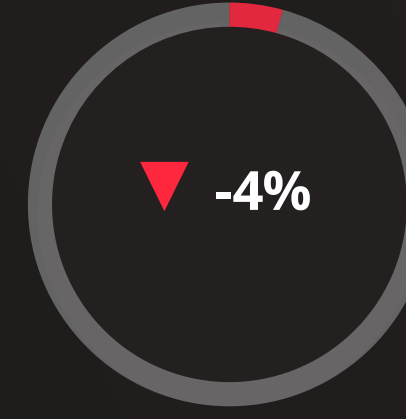
AVERAGE PRICE



Apr 2017



Mar 2017



Apr 2016

In Vancouver East, the average sale price for houses in April 2017 was \$1.553M, a 1% increase compared to March 2017, when the average sale price was \$1.54M, and a 4% decrease from the \$1.611M average sale price from last April.

* Sales Ratio stands for sales-to-active listings ratio.

Market Type

VANCOUVER EASTSIDE

April, 2017

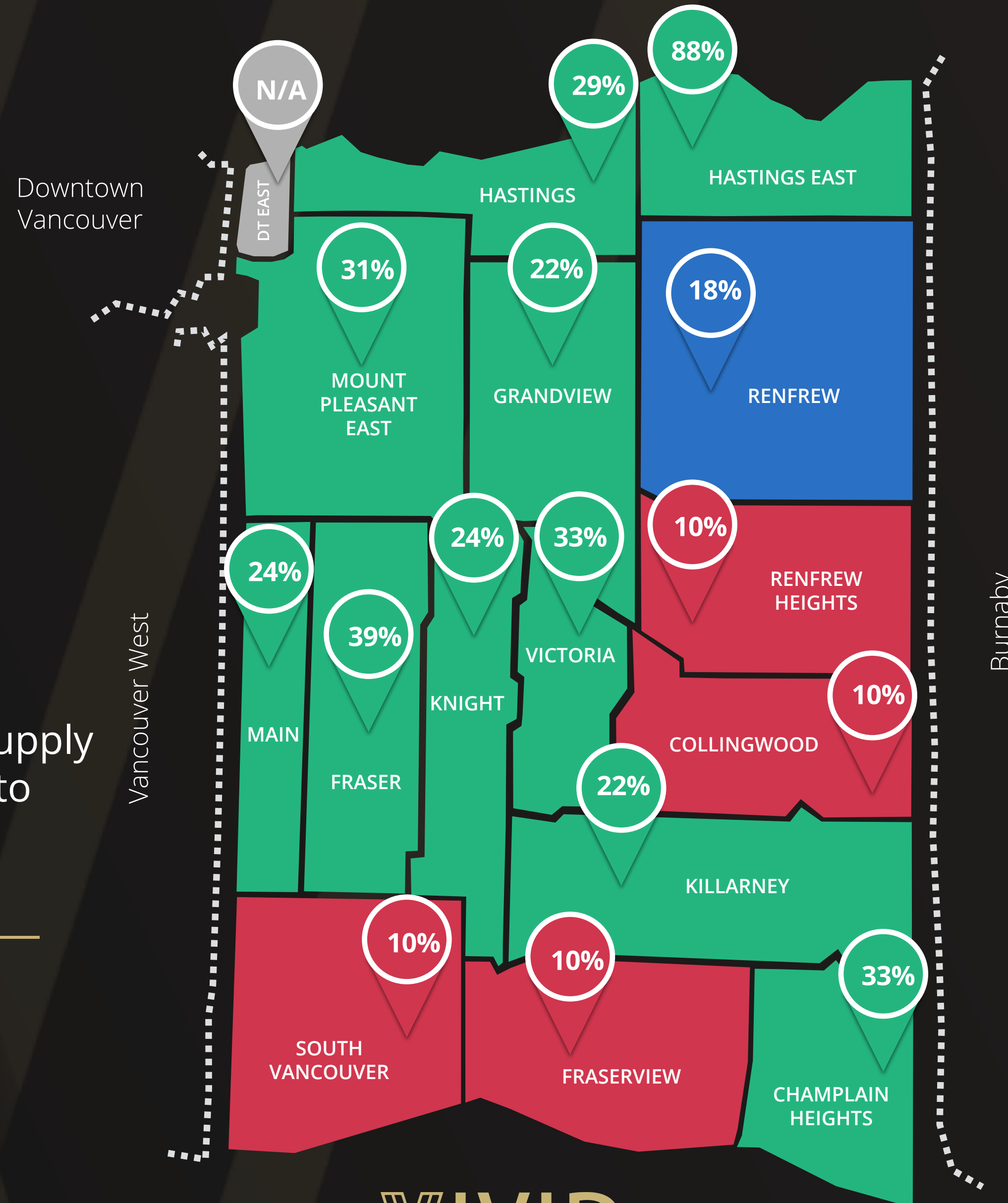
Sales Ratio**

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.

** Sales Ratio stands for sales-to-active listings ratio.



Detached and Houses

● Seller Market

● Buyer Market

● N/A*

● Balanced Market

VANCOUVER EASTSIDE

April, 2017



Condos and Townhouses

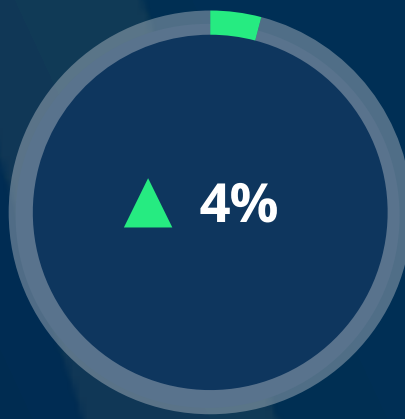
CURRENT UP DOWN



NEW LISTINGS



Apr 2017



Mar 2017

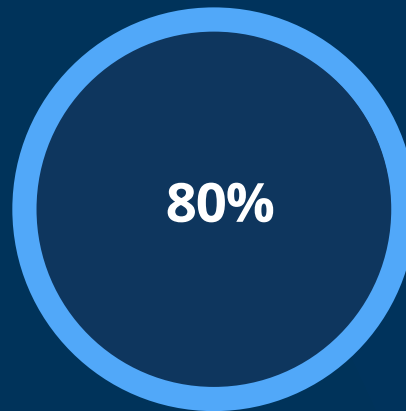


Apr 2016

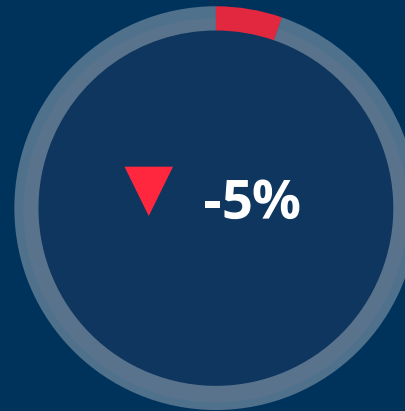
In Vancouver East, the number of new listings for condos and townhouses in April 2017 was 255, a 4% increase compared to March 2017, when 245 homes were listed, and a 36% decrease from the 398 properties listed last April.



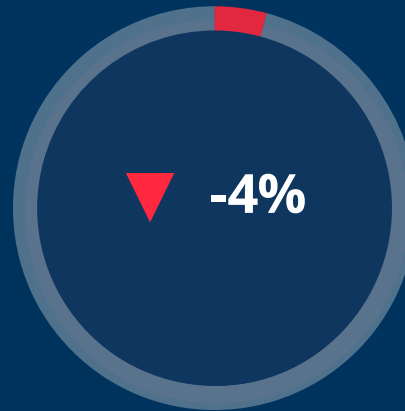
SALES RATIO*



Apr 2017



Mar 2017



Apr 2016

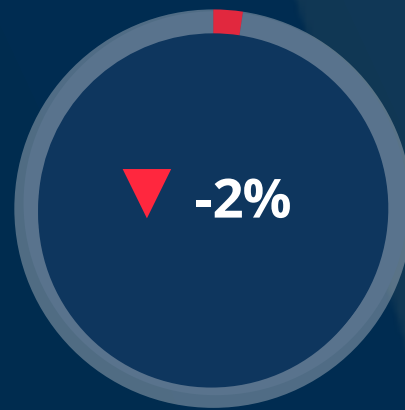
In Vancouver East, the sales-to-active listings ratio for condo and townhouses for April 2017 was 80%, a 5% decrease compared to March 2017, when the ratio was 85%, and a 4% decrease from the 84% ratio last April.



SALES



Apr 2017



Mar 2017



Apr 2016

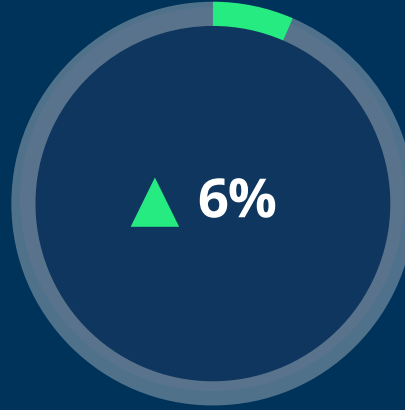
The number of condos and townhouses sold in Vancouver East in April 2017 was 204, a 2% decrease compared to March 2017, when 209 homes were sold, and a 39% decrease from the 335 properties sold last April.



AVERAGE PRICE



Apr 2017



Mar 2017



Apr 2016

In Vancouver East, the average sale price for condos and townhouses in April 2017 was \$574K, a 6% increase compared to March 2017, when the average sale price was \$539K, and a 13% decrease from the \$659K average sale price from last April.

* Sales Ratio stands for sales-to-active listings ratio.

Market Type

VANCOUVER EASTSIDE

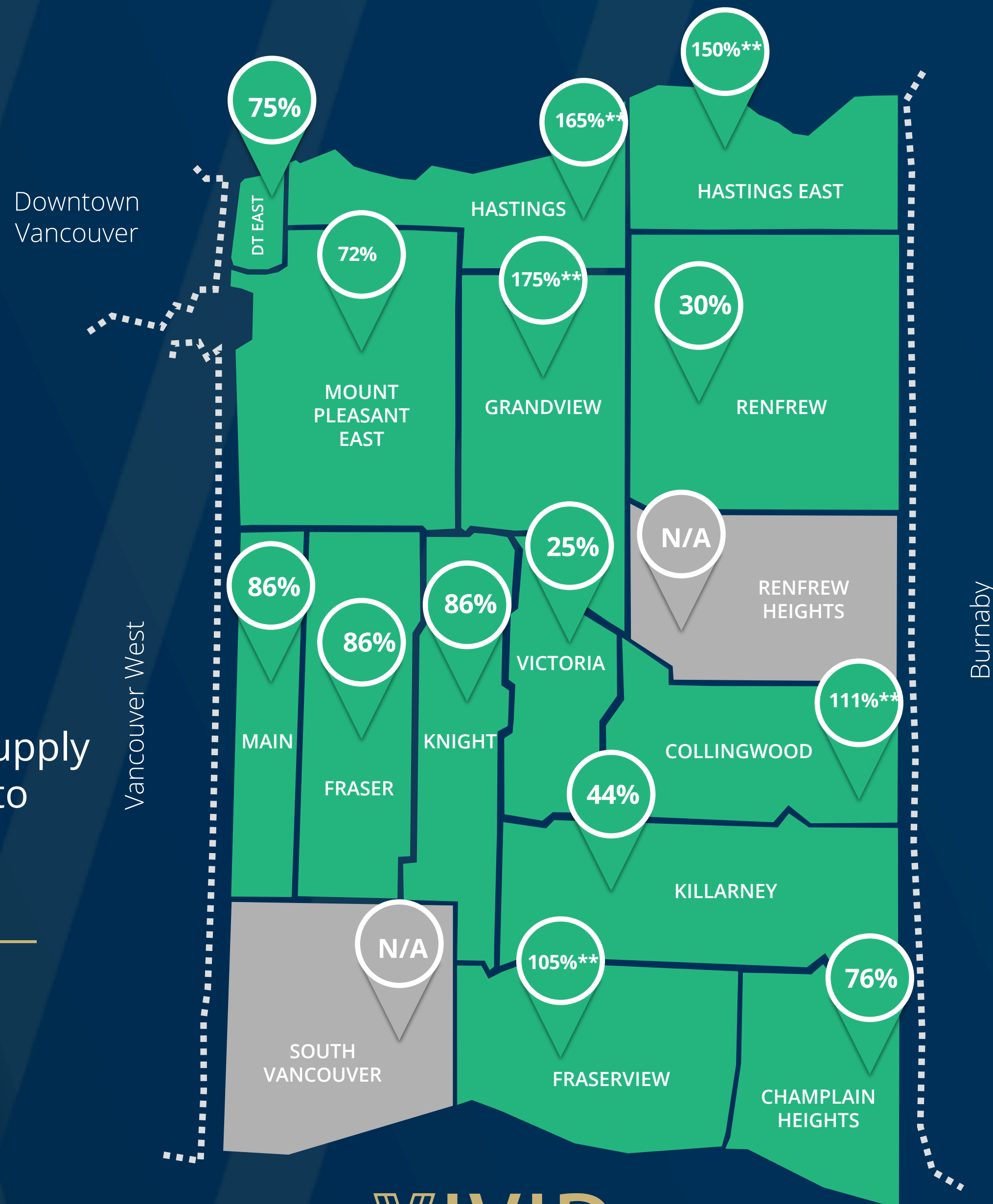
April, 2017

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.
** If >100% MLS® data reported previous month's sales exceeded current inventory.
*** Sales Ratio stands for sales-to-active listings ratio.



Condos and Townhouses

- Seller Market
- Buyer Market
- N/A*
- Balanced Market

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North Vancouver

April 2017



NORTH VANCOUVER

April, 2017

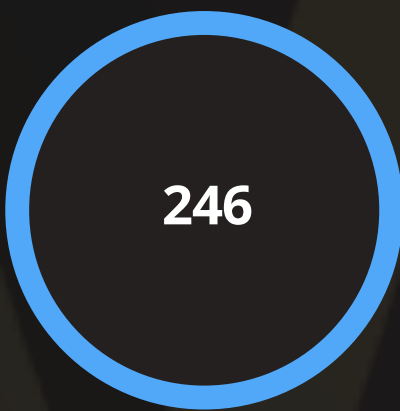


Detached and Houses

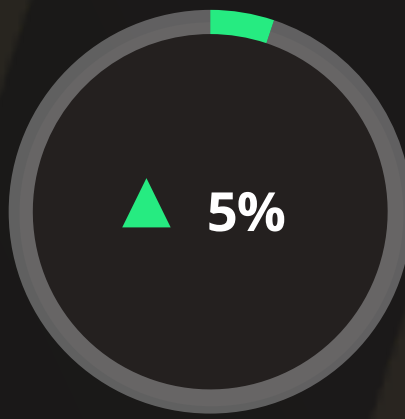
CURRENT UP DOWN



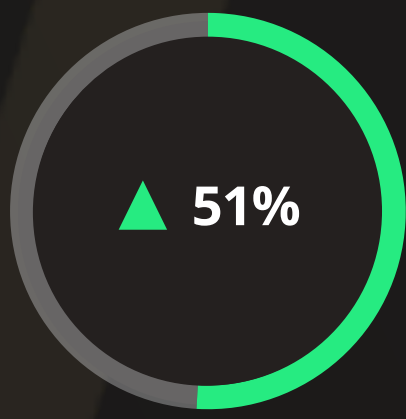
NEW LISTINGS



Apr 2017



Mar 2017

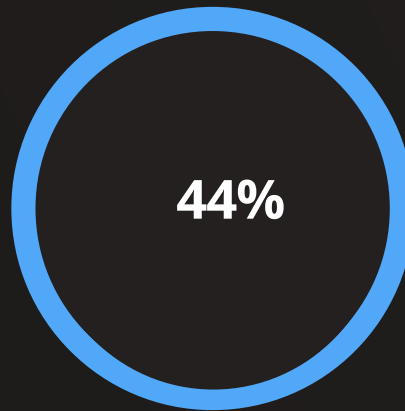


Apr 2016

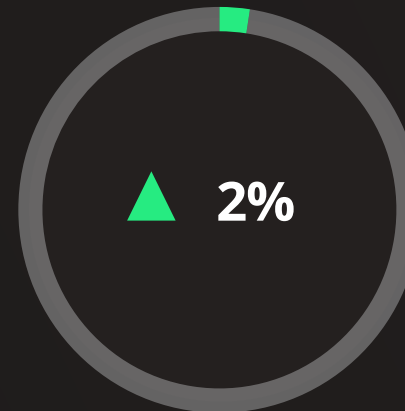
In North Vancouver, the number of new listings for detached properties in April 2017 was 246, a 5% increase compared to March 2017, when 234 homes were listed, and a 51% increase from the 163 properties listed last April.



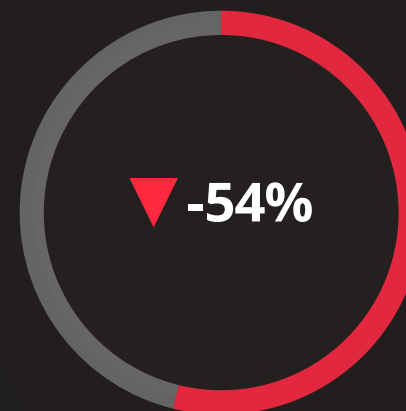
SALES RATIO*



Apr 2017



Mar 2017

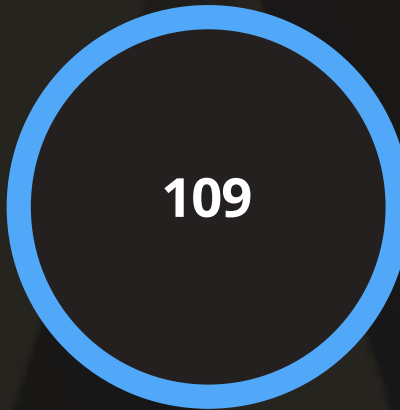


Apr 2016

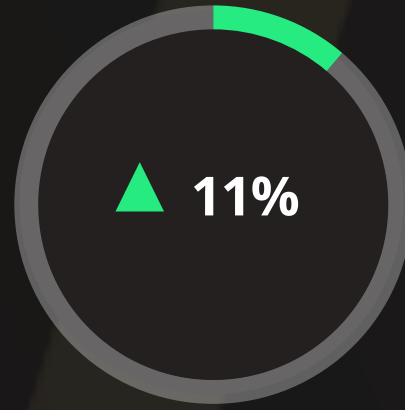
In North Vancouver, the sales to active ratio for houses for April 2017 was 44%, a 2% increase compared to March 2017, when the ratio was 42%, and a 54% decrease from the 98% ratio last April.



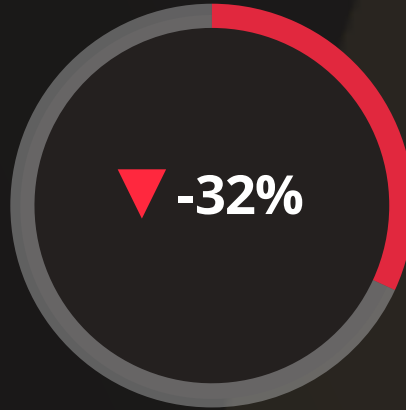
SALES



Apr 2017



Mar 2017



Apr 2016

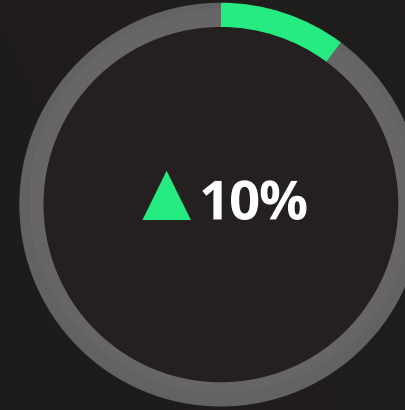
The number of houses sold in North Vancouver in April 2017 was 109, a 11% increase compared to March 2017, when 98 homes were sold, and a 32% decrease from the 160 properties sold last April.



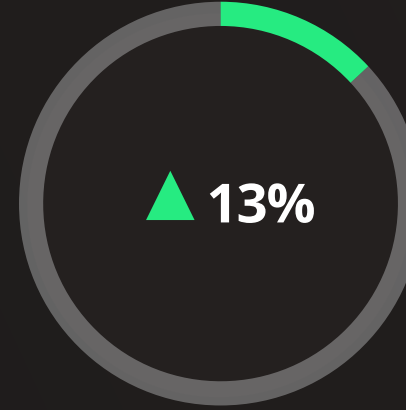
AVERAGE PRICE



Apr 2017



Mar 2017



Apr 2016

In North Vancouver, the average sale price for houses in April 2017 was \$1.9M, a 10% increase compared to March 2017, when the average sale price was \$1.725M, and a 13% increase from the \$1.68M average sale price from last April.

* Sales Ratio stands for sales-to-active listings ratio.

NORTH VANCOUVER

April, 2017



Condos and Townhouses

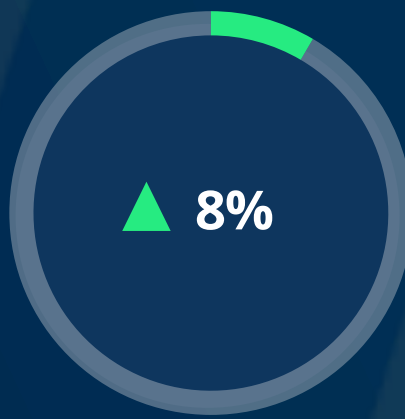
CURRENT UP DOWN



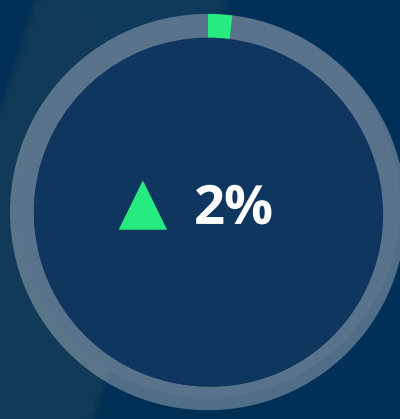
NEW LISTINGS



Apr 2017



Mar 2017



Apr 2016

In North Vancouver, the number of new listings for condos and townhouses in April 2017 was 154, a 8% increase compared to March 2017, when 142 homes were listed, and a 2% increase from the 151 properties listed last April.



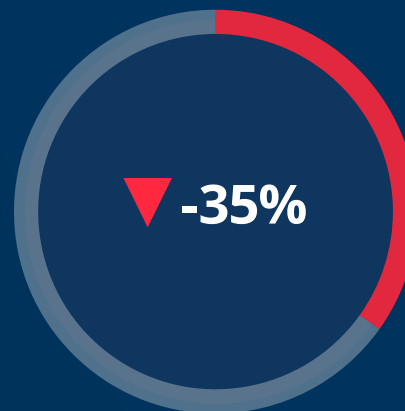
SALES RATIO*



Apr 2017



Mar 2017



Apr 2016

In North Vancouver, the sales-to-active listings ratio for condo and townhouses for April 2017 was 90%, a 20% decrease compared to March 2017, when the ratio was 109%, and a 35% decrease from the 125% ratio last April.



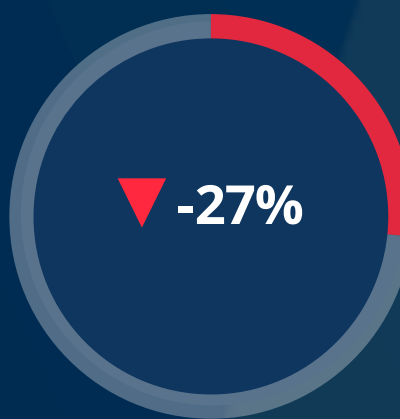
SALES



Apr 2017



Mar 2017



Apr 2016

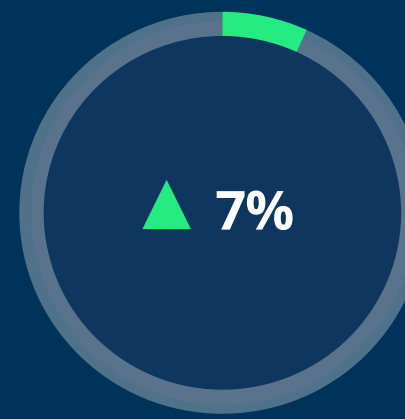
The number of condos and townhouses sold in North Vancouver in April 2017 was 138, a 11% decrease compared to March 2017, when 155 homes were sold, and a 27% decrease from the 188 properties sold last April.



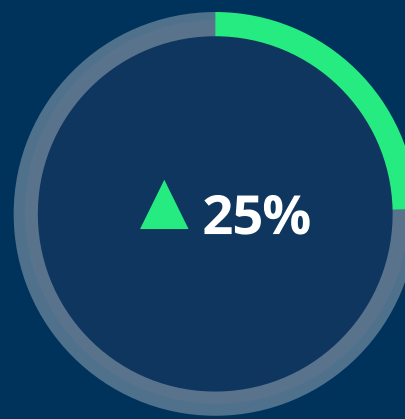
AVERAGE PRICE



Apr 2017



Mar 2017



Apr 2016

In North Vancouver, the average sale price for condos and townhouses in April 2017 was \$665.5K, a 7% increase compared to March 2017, when the average sale price was \$623K, and a 25% increase from the \$534K average sale price from last April.

* Sales Ratio stands for sales-to-active listings ratio.

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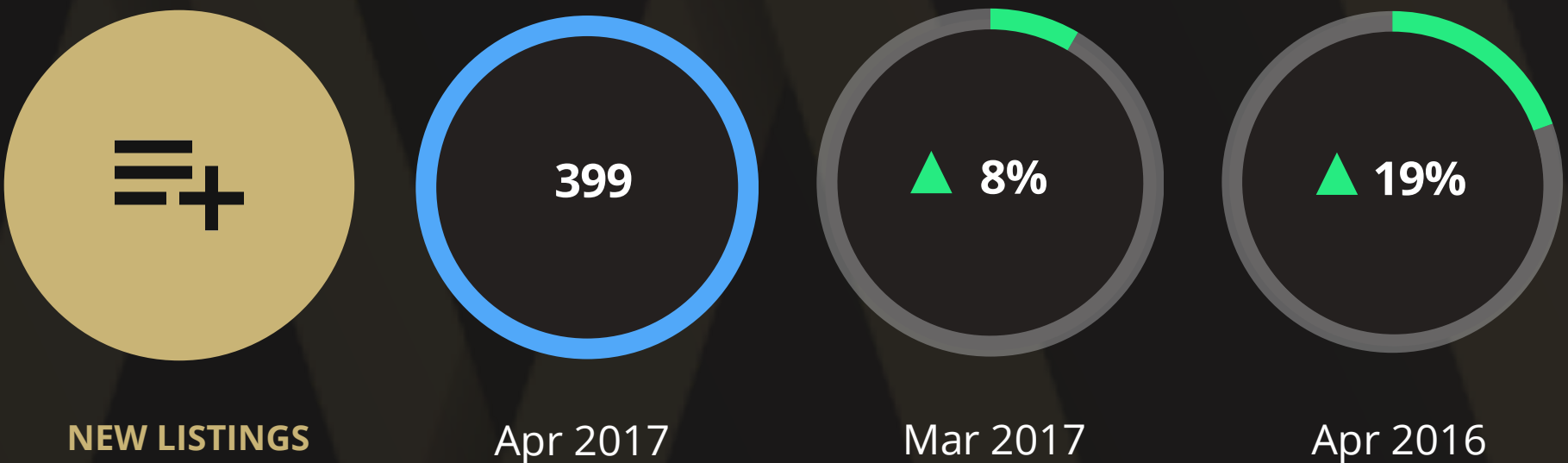
West Vancouver

April 2017

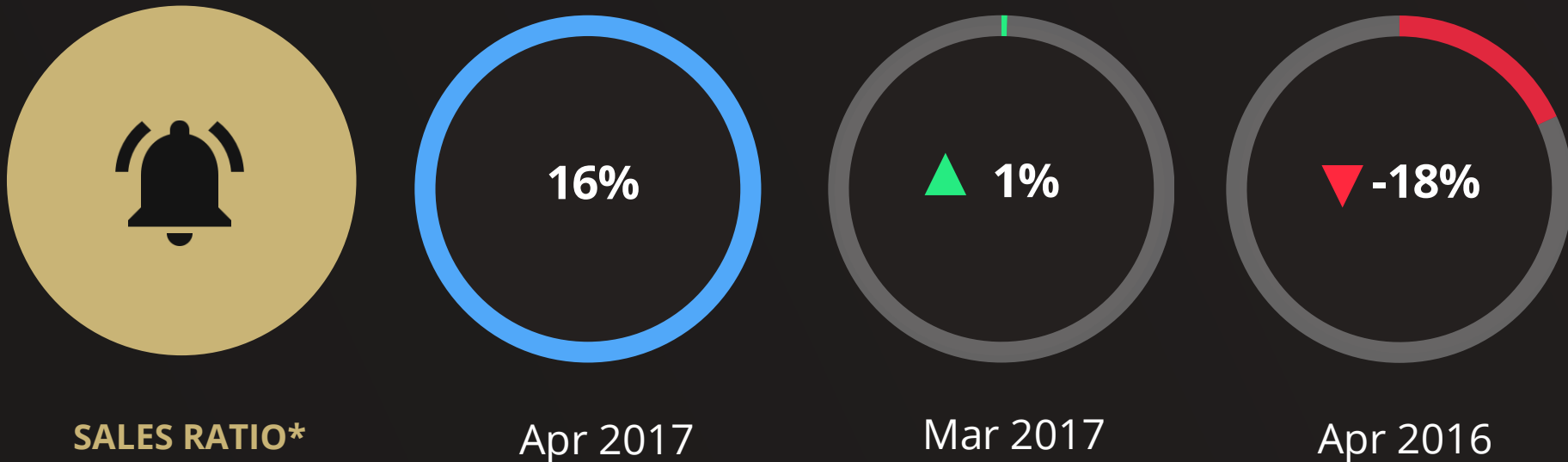


WEST VANCOUVER

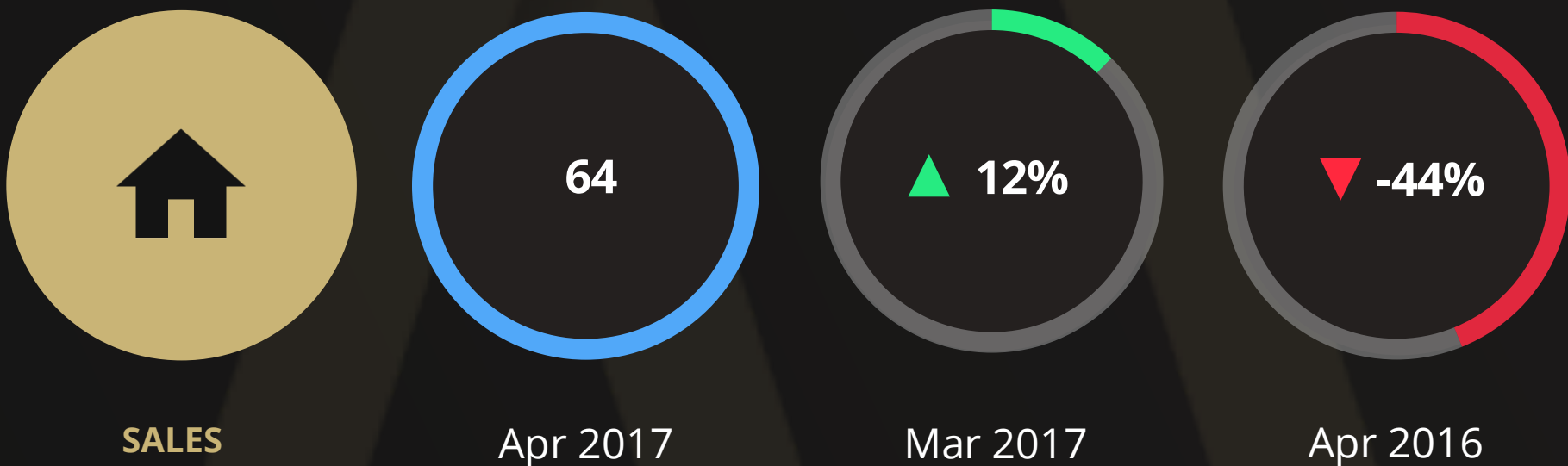
April, 2017



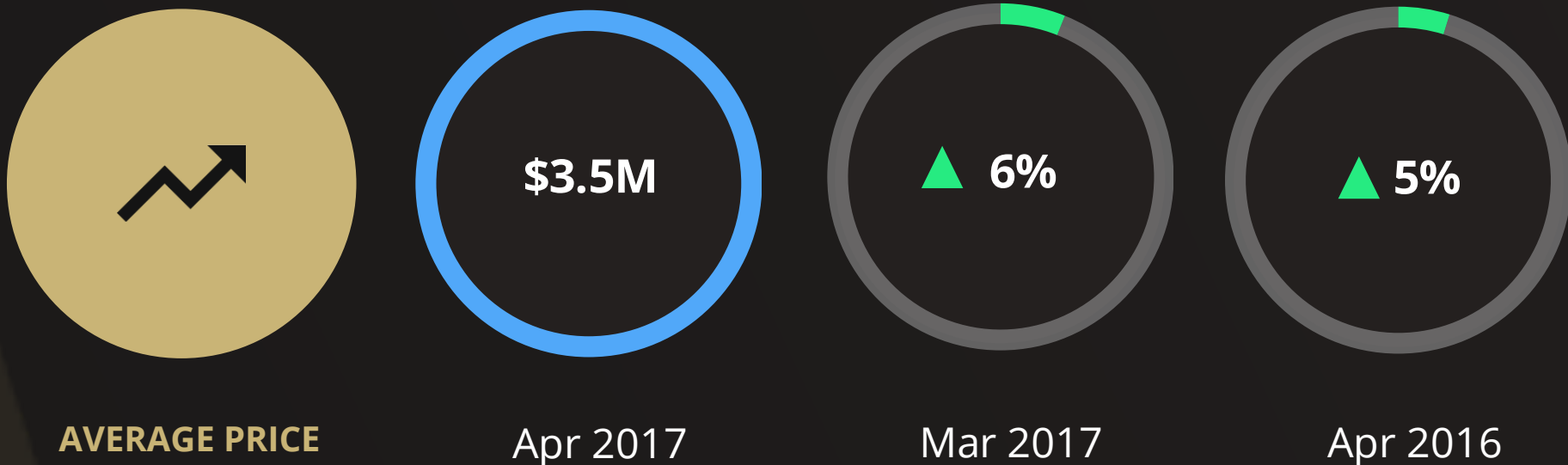
In West Vancouver houses, the number of new listings for residential properties in April 2017 was 399, a 8% increase compared to March 2017, when 368 homes were listed, and a 19% increase from the 334 properties listed last April.



In West Vancouver, the sales to active ratio for houses for April 2017 was 16%, a 1% increase compared to March 2017, when the ratio was 15%, and a 18% decrease from the 34% ratio last April.



The number of houses sold in West Vancouver in April 2017 was 64, a 12% increase compared to March 2017, when 57 homes were sold, and a 44% decrease from the 114 properties sold last April.



In West Vancouver, the average sale price for houses in April 2017 was \$3.5M, a 6% increase compared to March 2017, when the average sale price was \$3.3M, and a 5% increase from the \$3.34M average sale price from last April.

* Sales Ratio stands for sales-to-active listings ratio.

WEST VANCOUVER

April, 2017



Condos and Townhouses

CURRENT UP DOWN



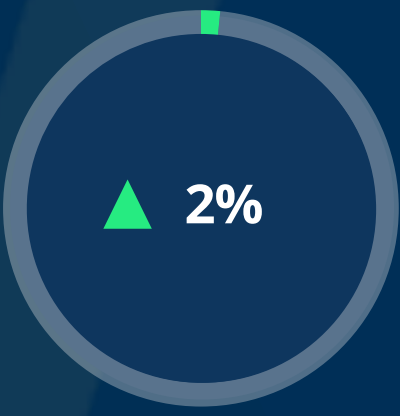
NEW LISTINGS



Apr 2017



Mar 2017

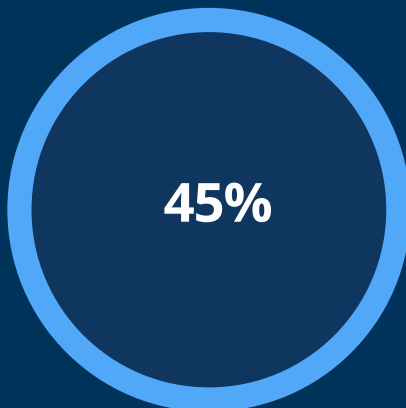


Apr 2016

In West Vancouver, the number of new listings for condos and townhouses in April 2017 was 65, a 20% increase compared to March 2017, when 54 homes were listed, and a 2% increase from the 64 properties listed last April.



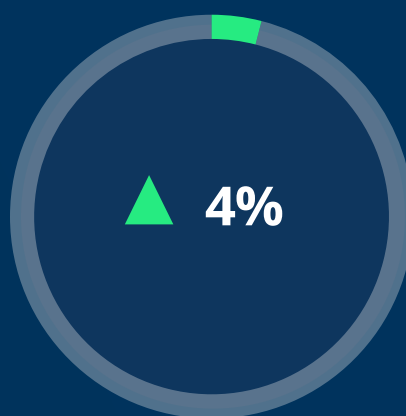
SALES RATIO*



Apr 2017



Mar 2017



Apr 2016

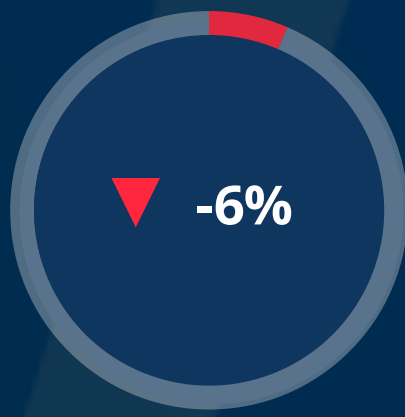
In West Vancouver, the sales-to-active listings ratio for condos and townhouses for April 2017 was 45%, a 13% decrease compared to March 2017, when the ratio was 57%, and a 4% increase from the 41% ratio last April.



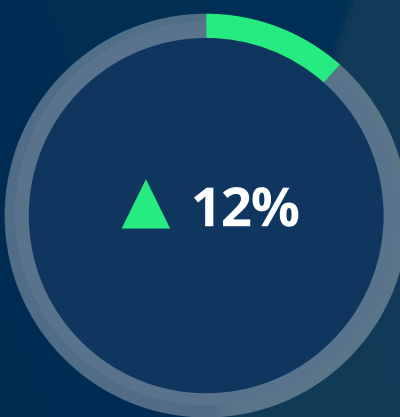
SALES



Apr 2017



Mar 2017



Apr 2016

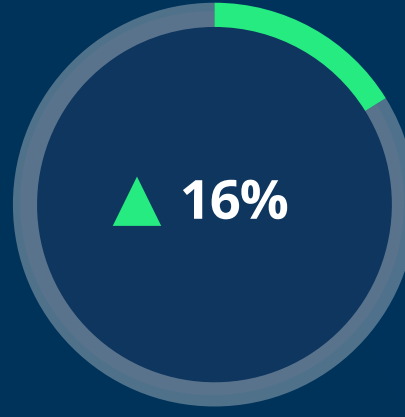
The number of condos and townhouses sold in West Vancouver in April 2017 was 29, a 6% decrease compared to March 2017, when 31 homes were sold, and a 12% increase from the 26 properties sold last April.



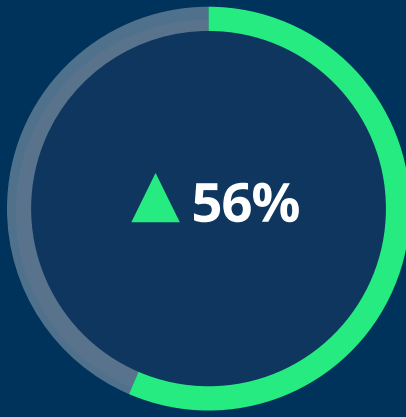
AVERAGE PRICE



Apr 2017



Mar 2017



Apr 2016

In West Vancouver, the average sale price for condos and townhouses in April 2017 was \$1150K, a 16% increase compared to March 2017, when the average sale price was \$990K, and a 56% increase from the \$735K average sale price from last April.

* Sales Ratio stands for sales-to-active listings ratio.

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