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**VIVID**

REAL ESTATE

*By Amir Joharifard*

# Market Update

March 2018

# Areas

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**GREATER VANCOUVER**  
**DOWNTOWN VANCOUVER**

**VANCOUVER WESTSIDE**  
**VANCOUVER EASTSIDE**

**NORTH VANCOUVER**  
**WEST VANCOUVER**

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# Greater Vancouver

March 2018



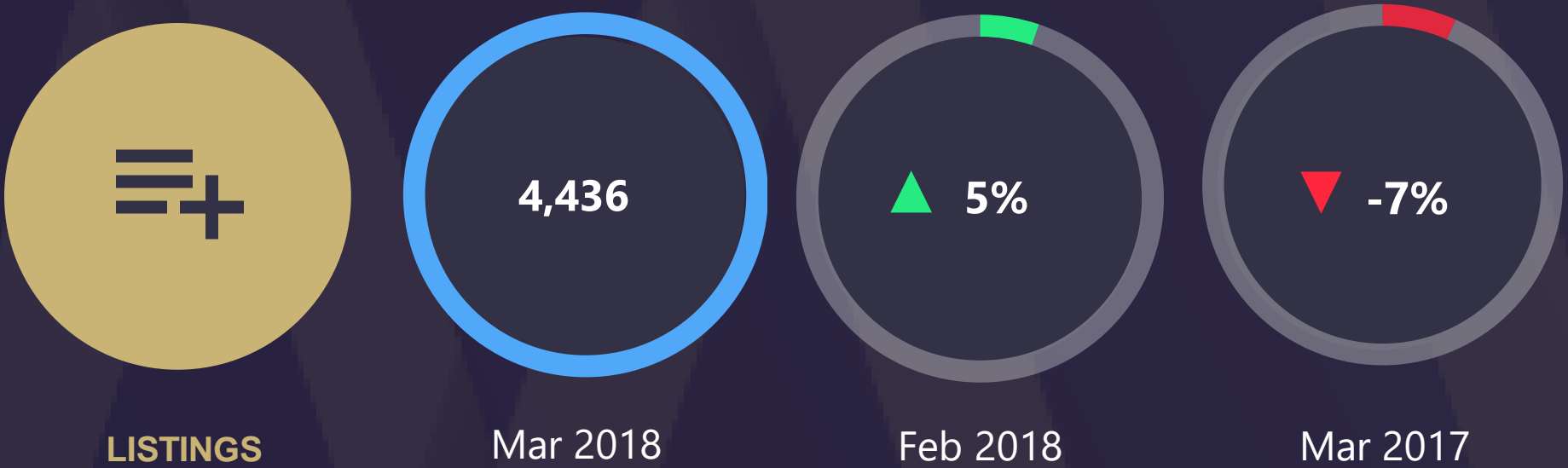
# GREATER VANCOUVER

March 2018

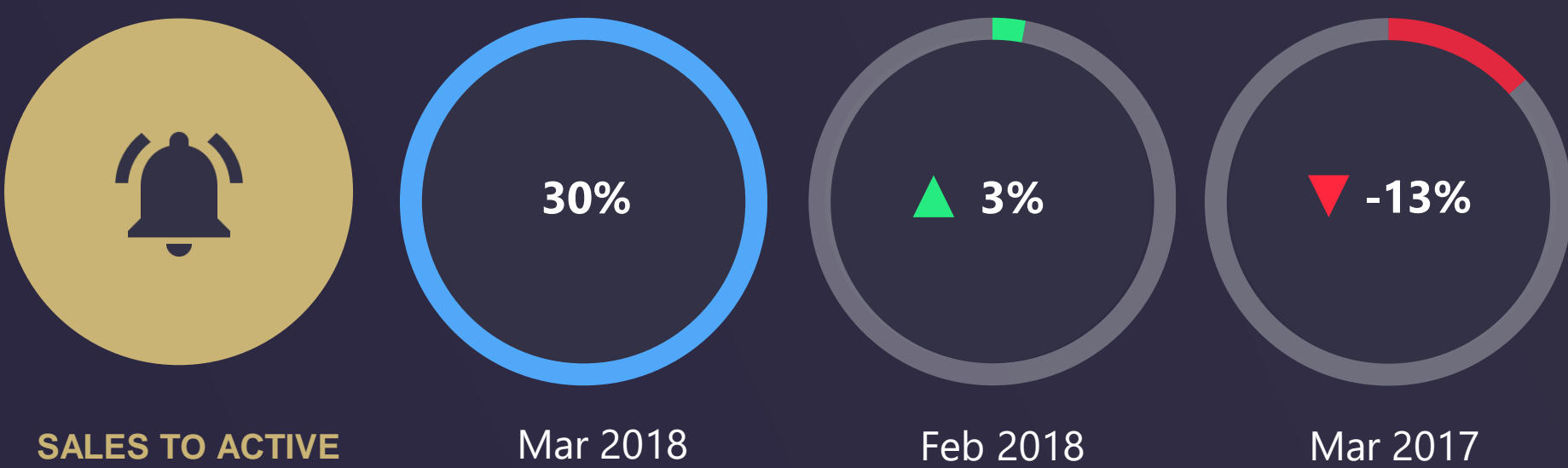


Detached and Attached Homes

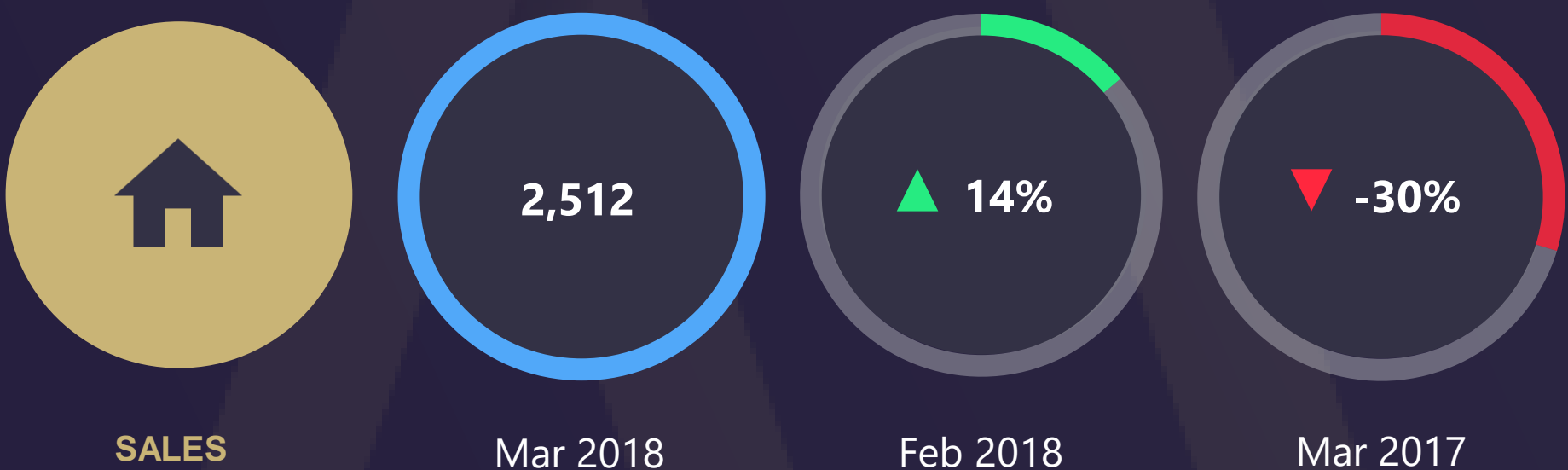
CURRENT UP DOWN



In Greater Vancouver, the number of new listings for residential properties in March 2018 was 4,436, a 5% increase compared to February 2018, when 4,217 homes were listed, and a 7% decrease from the 4,752 properties listed last March.



In Greater Vancouver, the sales-to-active listings ratio for residential properties for March 2018 was 30%, a 3% increase compared to February 2018, when the ratio was 27%, and a 13% decrease from the 43% ratio last March.



The number of residential properties sold in Greater Vancouver in March 2018 was 2,512, a 14% increase compared to February 2018, when 2,205 homes were sold, and a 30% decrease from the 3,575 properties sold last March.

## 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.

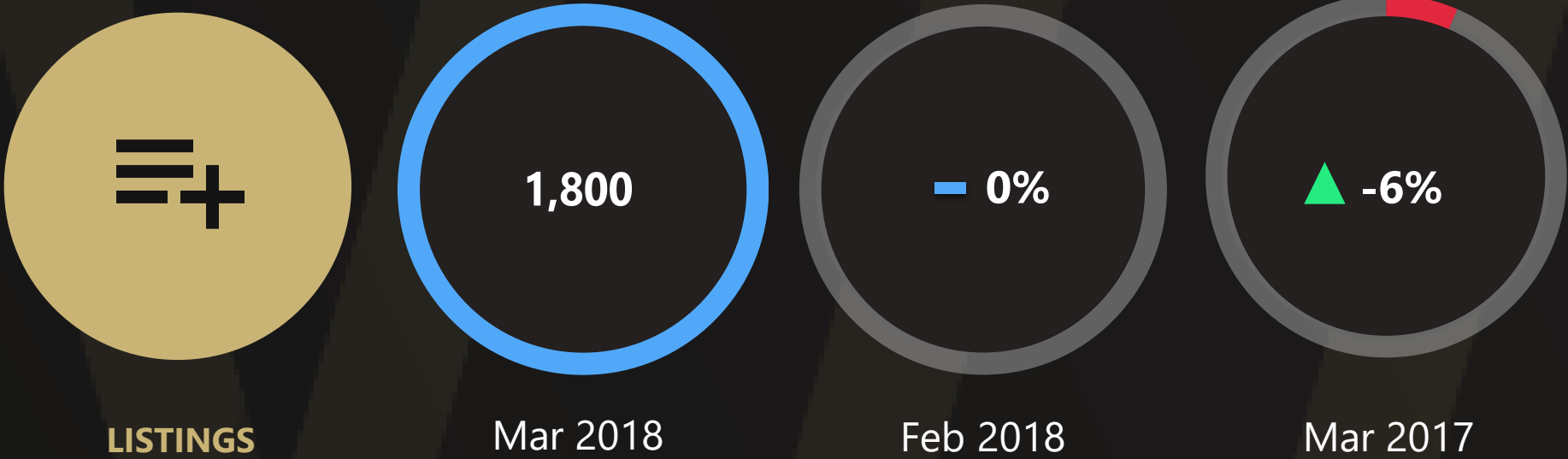
# GREATER VANCOUVER

March 2018

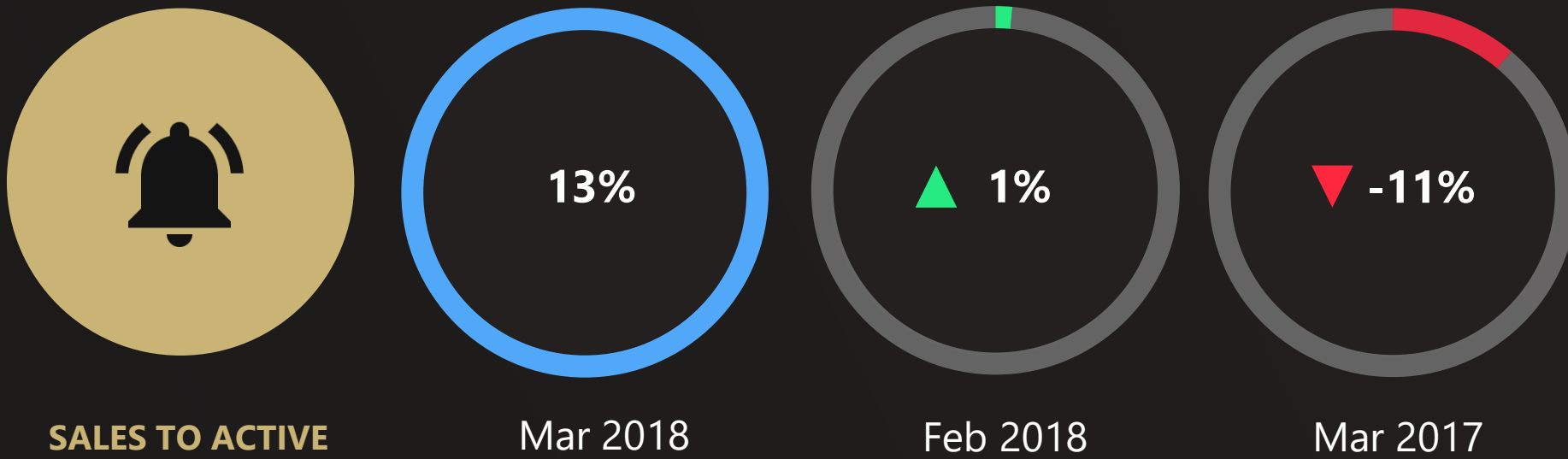


Detached and Houses

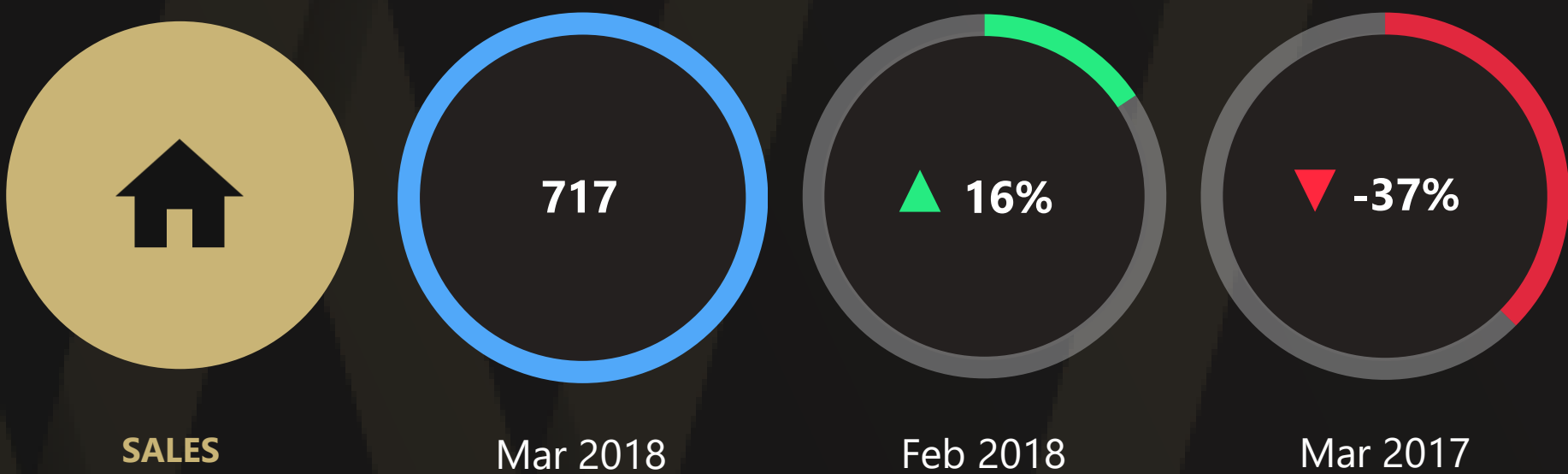
CURRENT UP DOWN



In Greater Vancouver, the number of new listings for detached properties in March 2018 was 1,800 with insignificant changes compared to February 2018, when 1,806 homes were listed, and a 6% decrease from the 1,924 properties listed last March.



In Greater Vancouver, the sales-to-active listings ratio for detached properties for March 2018 was 13%, a 1% increase compared to February 2018, when the ratio was 12%, and a 11% decrease from the 25% ratio last March.



The number of houses sold in Greater Vancouver in March 2018 was 1,146, a 16% increase compared to February 2018, when 620 homes were sold, and a 37% decrease from the 1,146 properties sold last March.

## Facts

The Average days on Market for Greater Vancouver detached properties in March 2018 was 40 days, a 9% decrease in comparison to 44 days in February 2018. The average price per square foot for Greater Vancouver detached properties in March 2018 was \$641, a 3% decrease in comparison to \$664 per square foot in February 2018.



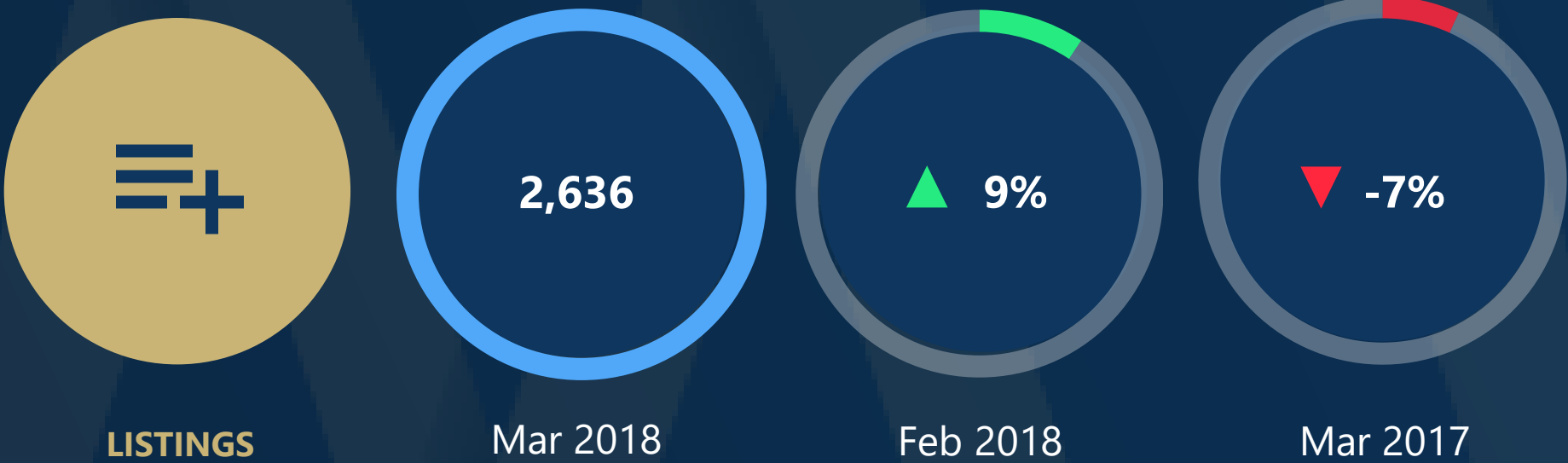
# GREATER VANCOUVER

March 2018

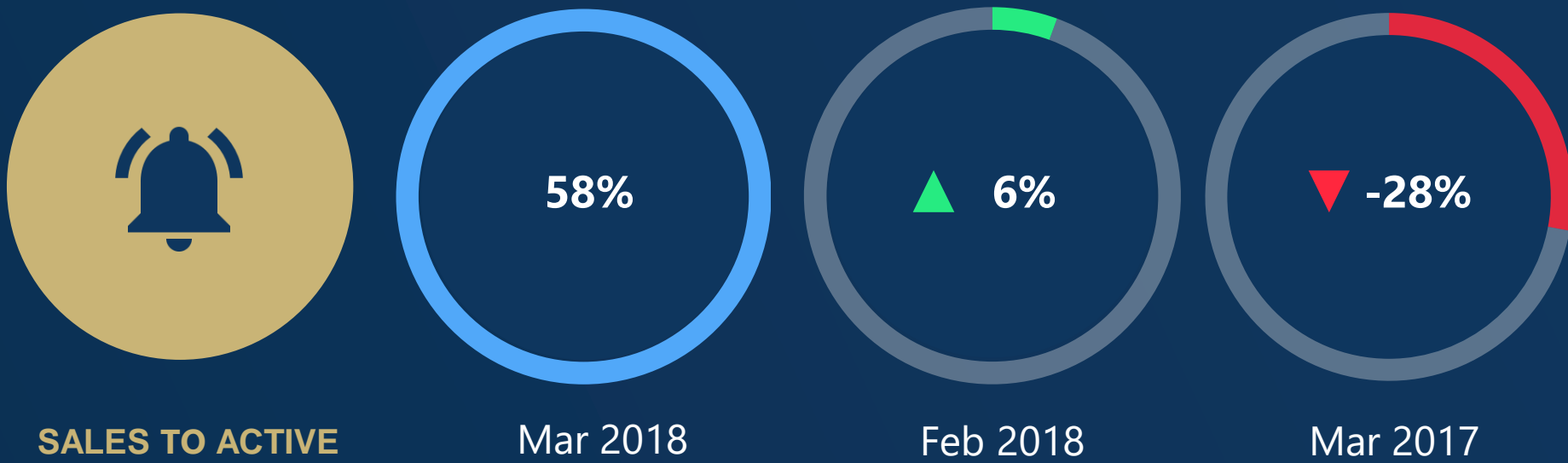


## Condos and Townhouses

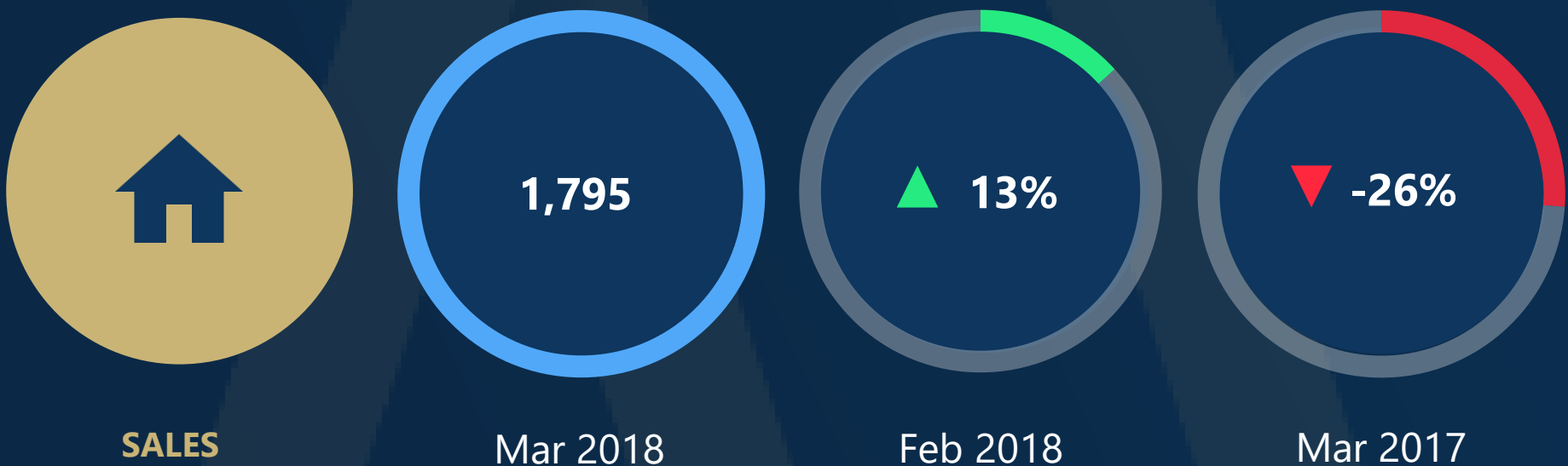
CURRENT UP DOWN



In Greater Vancouver, the number of new listings for attached properties in March 2018 was 2,636, a 9% increase compared to February 2018, when 2,411 homes were listed, and a 7% decrease from the 2,828 properties listed last March.



In Greater Vancouver, the sales-to-active listings ratio condos and townhouse in March 2018 was 58%, a 6% increase compared to February 2018, when the ratio was 52%, and a 28% decrease from the 86% ratio last March.



The number of condos and townhouses sold in Greater Vancouver condos in March 2018 was 1,795, a 13% increase compared to February 2018, when 1,585 homes were sold, and a 26% decrease from the 2,429 properties sold last March.

## Facts

The average days on the market for Greater Vancouver condos in March 2018 was 18 days, while for townhouses it was 22 days. The average price per square foot for Greater Vancouver condos was \$837 in March 2018, whereas for townhouses it was \$642 per square foot.

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# Downtown Vancouver

March 2018



# DOWNTOWN VANCOUVER

March 2018



## Condos and Townhouses

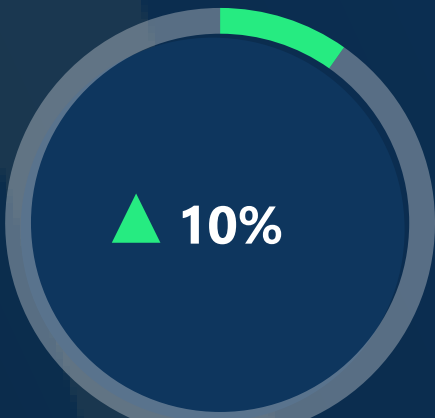
CURRENT UP DOWN



### LISTINGS



Mar 2018



Feb 2018

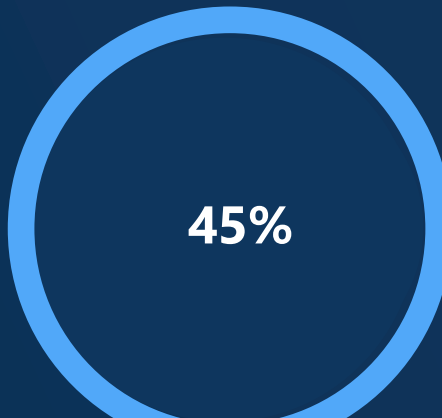


Mar 2017

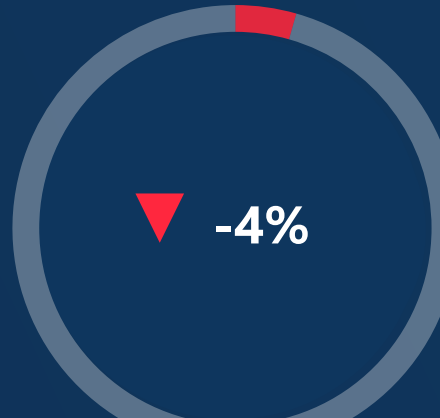
In Downtown Vancouver, the number of new listings for condo and townhouses in March 2018 was 415, a 10% increase compared to February 2018, when 415 homes were listed, and a 15% increase from the 362 properties listed last March.



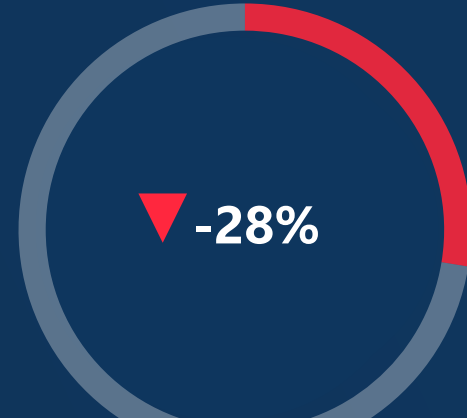
### SALES TO ACTIVE



Mar 2018



Feb 2018



Mar 2017

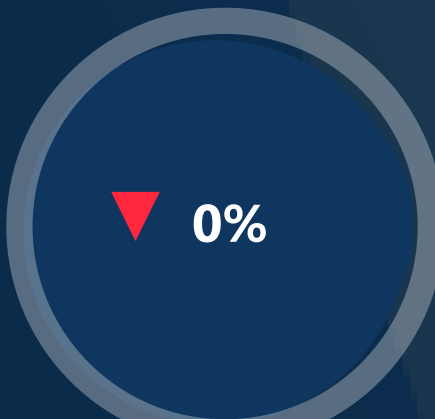
In Downtown Vancouver, the sales-to-active listings ratio for condos and townhouses for March 2018 was 45%, a 4% decrease compared to February 2018, when the ratio was 49%, and a 28% decrease from the 73% ratio last March.



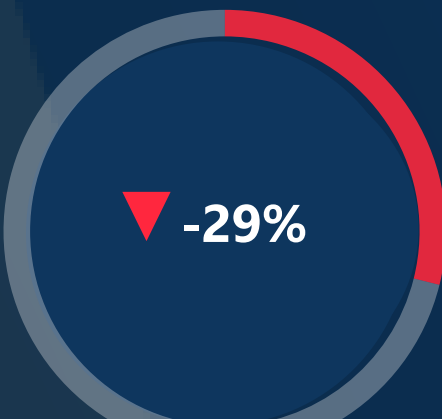
### SALES



Mar 2018



Feb 2018



Mar 2017

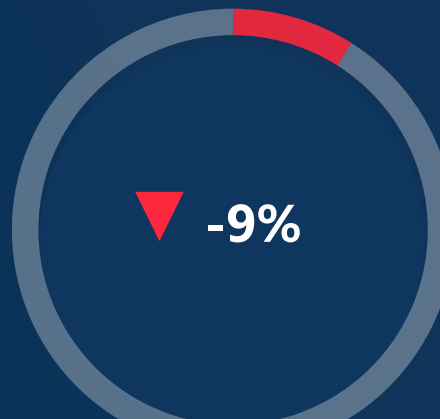
The number of condos and townhouses sold in Downtown Vancouver in March 2018 was 187, a 0% increase compared to February 2018, when 187 homes were sold, and a 29% decrease from the 263 properties sold last March.



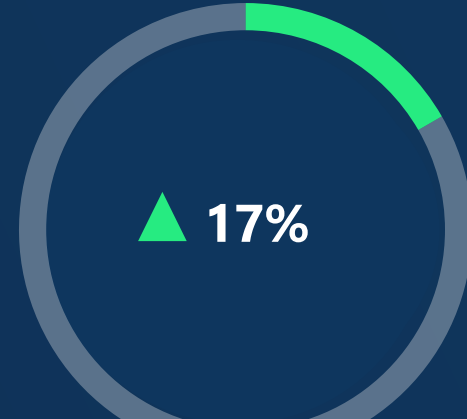
### PRICE



Mar 2018



Feb 2018



Mar 2017

In Downtown Vancouver, the median sale price for condos and townhouses in March 2018 was \$840K, a 9% decrease compared to February 2018, when the median sale price was \$923K, and a 17% increase from the \$720K median sale price from last March.



# Market Type

## DOWNTOWN VANCOUVER

 Condos and Townhouses

Seller Market

Buyer Market

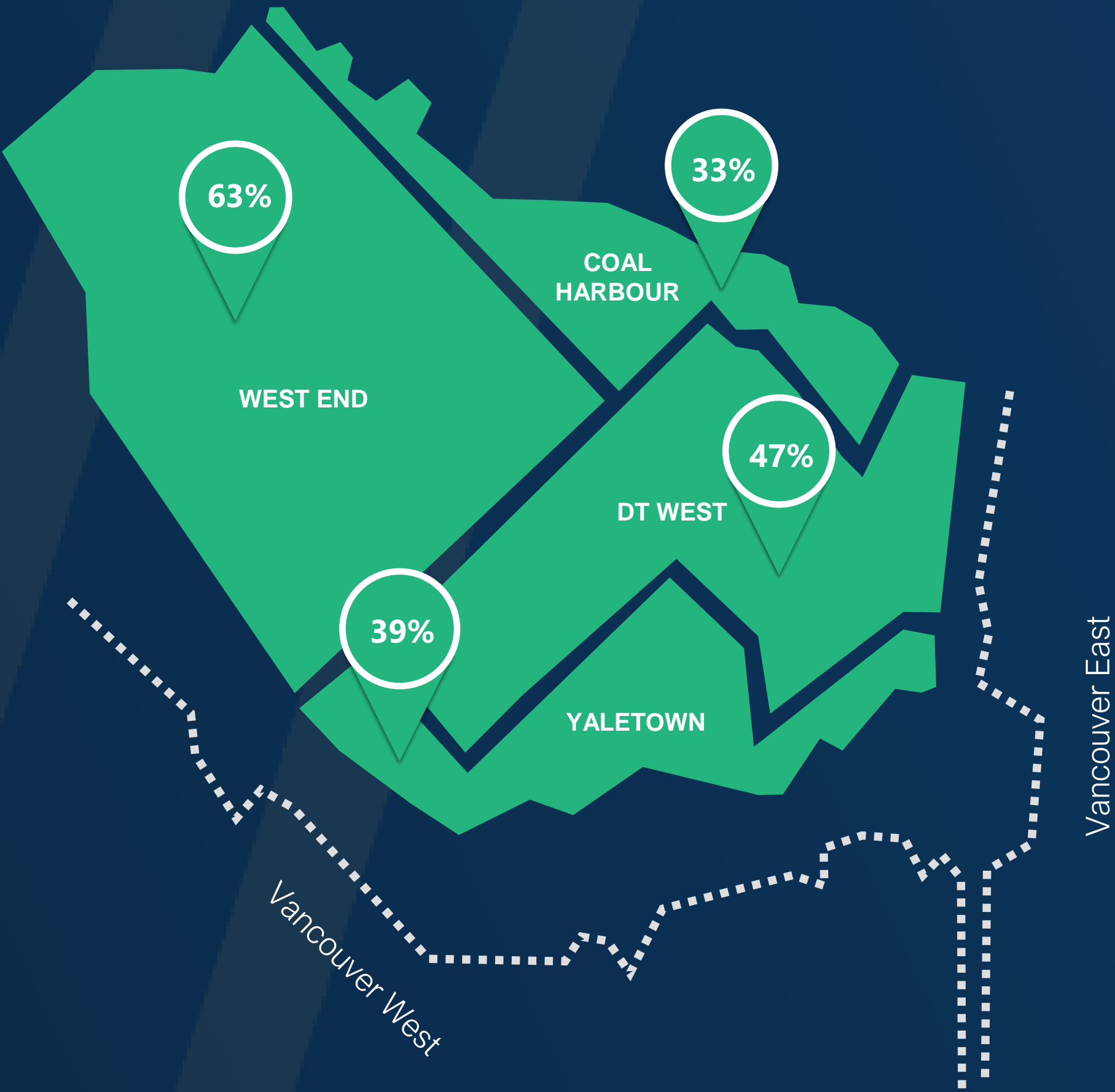
N/A\*

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.

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# Vancouver Westside

March 2018



# VANCOUVER WESTSIDE

March 2018



Detached and Houses



CURRENT



UP



DOWN

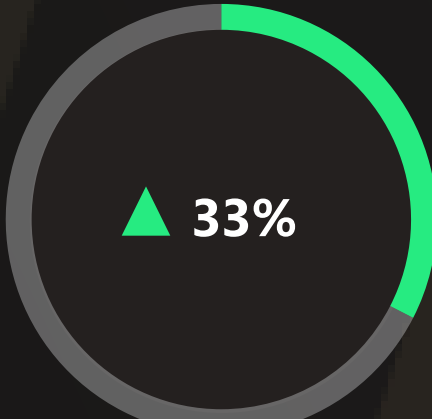


LISTINGS



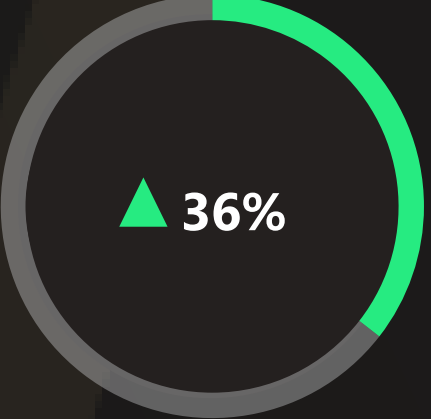
721

Mar 2018



▲ 33%

Feb 2018



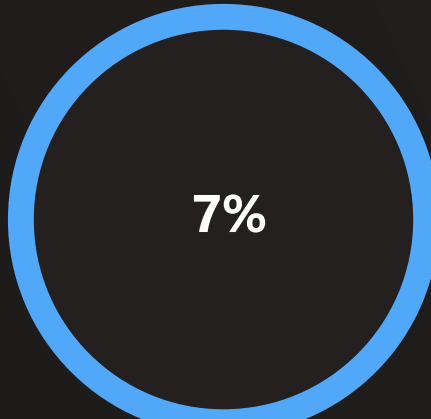
▲ 36%

Mar 2017

In Vancouver West, the number of new listings for detached properties in March 2018 was 721, a 33% increase compared to February 2018, when 544 homes were listed, and a 36% increase from the 532 properties listed last March.

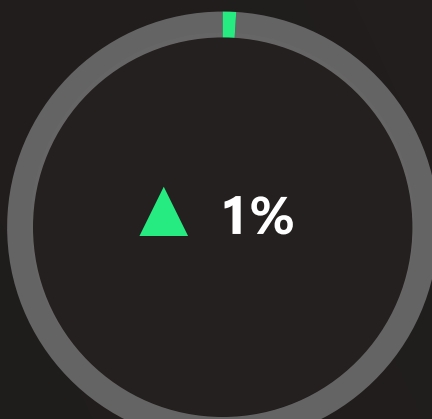


SALES TO ACTIVE



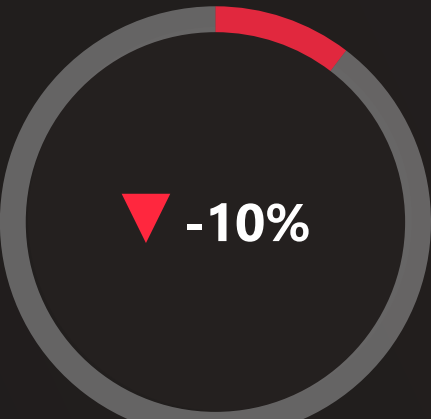
7%

Mar 2018



▲ 1%

Feb 2018



▼ -10%

Mar 2017

In Vancouver West, the sales-to-active listings ratio for houses for March 2018 was 7%, a 1% increase compared to February 2018, when the ratio was 7%, and a 10% decrease from the 18% ratio last March.

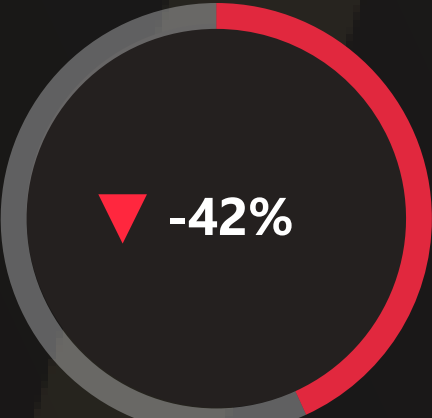


SALES



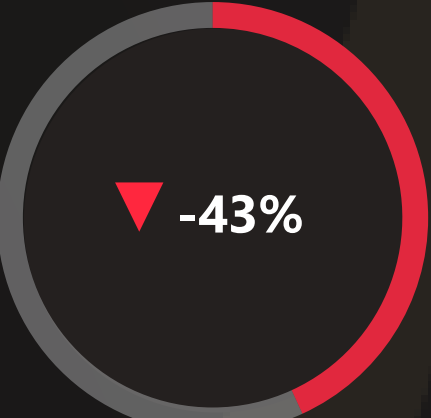
54

Mar 2018



▼ -42%

Feb 2018



▼ -43%

Mar 2017

The number of houses sold in Vancouver West in March 2018 was 54, a 42% decrease compared to February 2018, when 93 homes were sold, and a 43% decrease from the 95 properties sold last March.

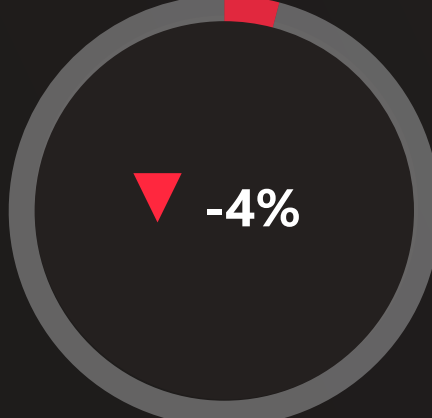


PRICE



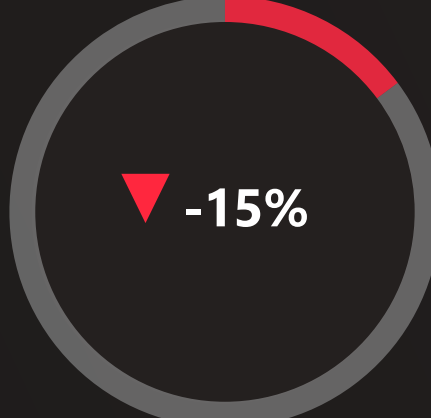
\$2.98M

Mar 2018



▼ -4%

Feb 2018



▼ -15%

Mar 2017

In Vancouver West, the median sale price for houses in March 2018 was \$2.982M, a 4% decrease compared to February 2018, when the median sale price was \$3.11M, and a 15% decrease from the \$3.5M median sale price from last March.

# Market Type

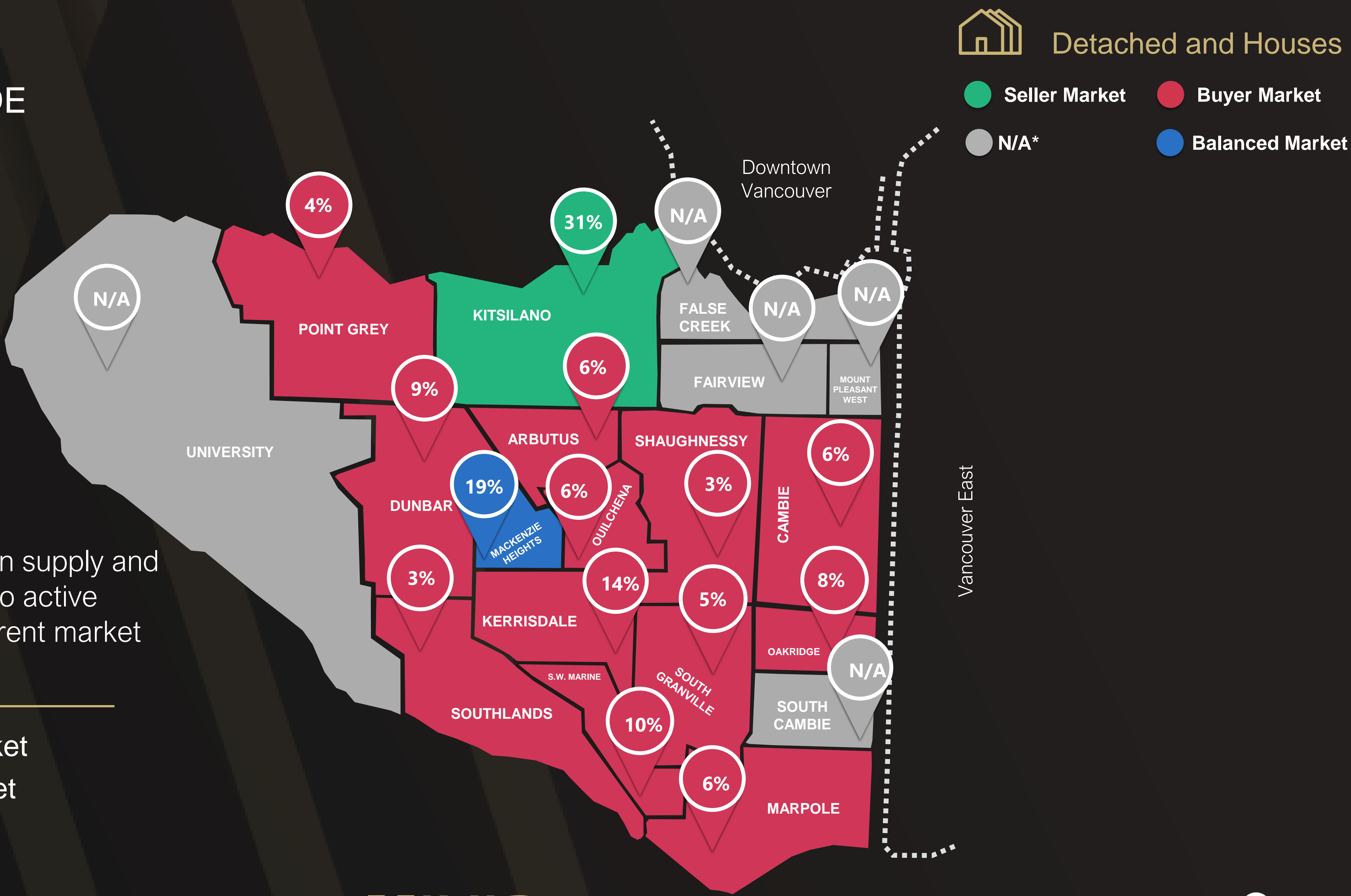
## VANCOUVER WESTSIDE

### 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

March 2018



## Condos and Townhouses

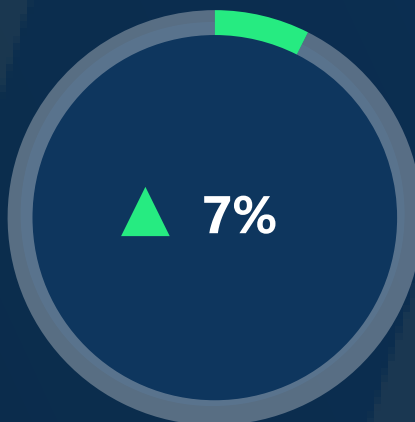
● CURRENT ● UP ● DOWN



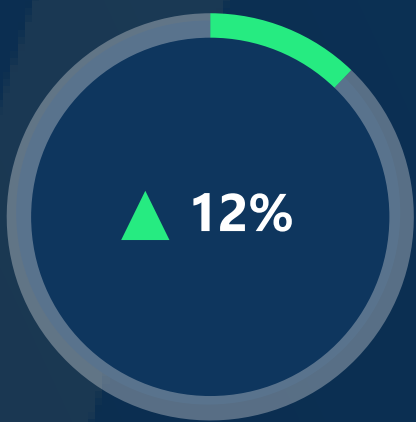
### LISTINGS



Mar 2018



Feb 2018

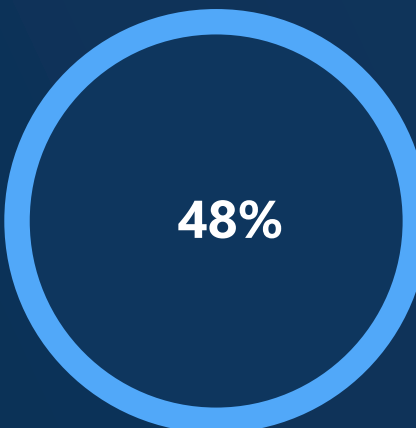


Mar 2017

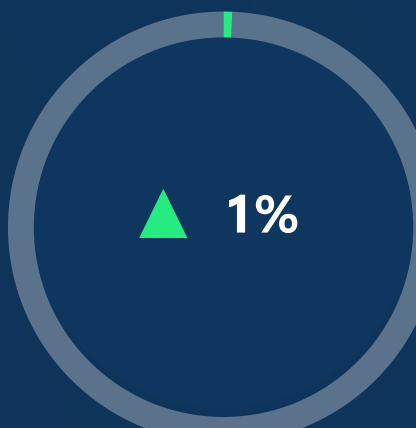
In Vancouver West, the number of new listings for condos and townhouses in March 2018 was 405, a 7% increase compared to February 2018, when 377 homes were listed, and a 12% increase from the 361 properties listed last March.



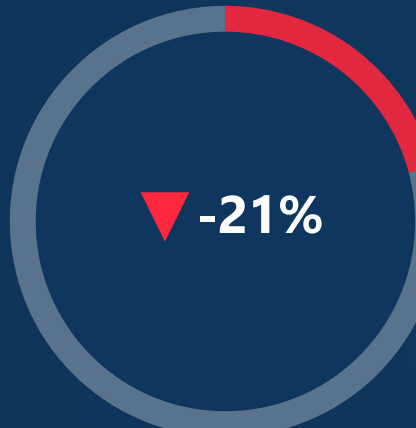
### SALES TO ACTIVE



Mar 2018



Feb 2018



Mar 2017

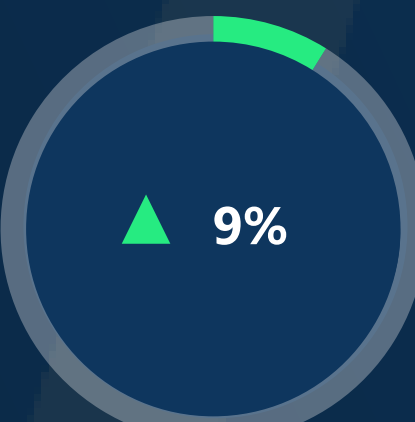
In Vancouver West, the sales-to-active listings ratio for condo and townhouses for March 2018 was 48%, a 1% increase compared to February 2018, when the ratio was 48%, and a 21% decrease from the 69% ratio last March.



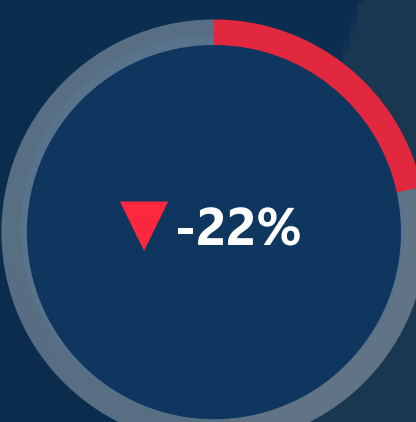
### SALES



Mar 2018



Feb 2018



Mar 2017

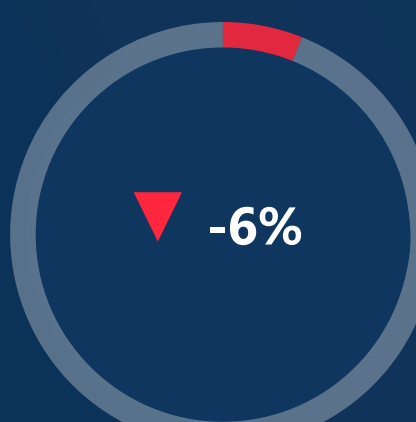
The number of condos and townhouses sold in Vancouver West in March 2018 was 196, a 9% increase compared to February 2018, when 180 homes were sold, and a 22% decrease from the 250 properties sold last March.



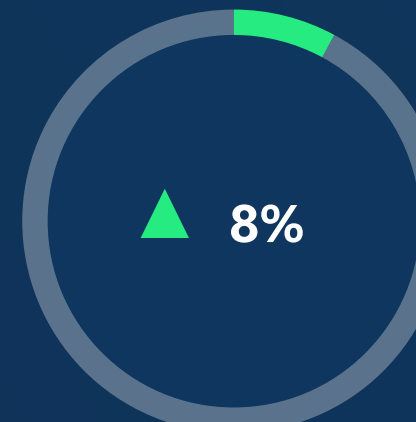
### PRICE



Mar 2018



Feb 2018



Mar 2017

In Vancouver West, the median sale price for condos and townhouses in March 2018 was \$836K, a 6% decrease compared to February 2018, when the median sale price was \$890K, and a 8% increase from the \$775K median sale price from last March.

# Market Type

## VANCOUVER WESTSIDE

### 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.

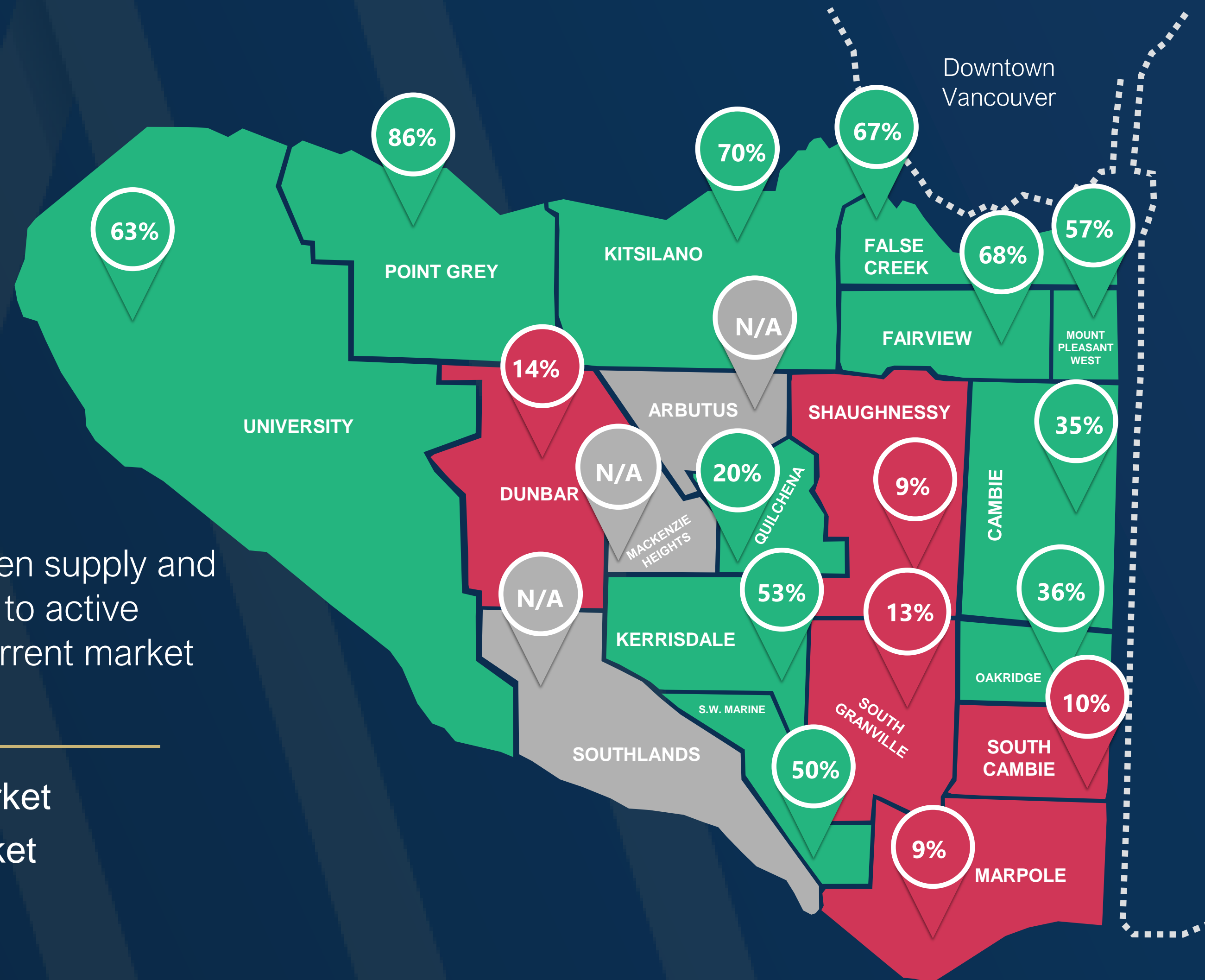
- 21% & Greater Sellers Market
- 15% to 20% Balanced Market
- 14% & Less Buyer Market

\* 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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# Vancouver Eastside

March 2018





# VANCOUVER EASTSIDE

March 2018



Detached and Houses

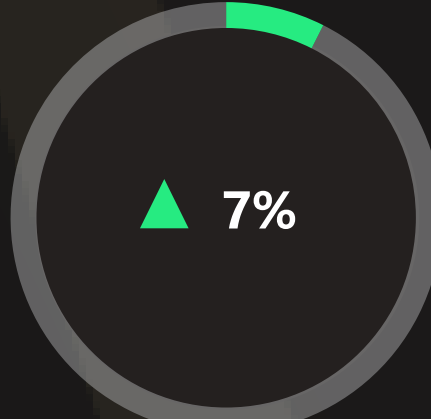
CURRENT UP DOWN



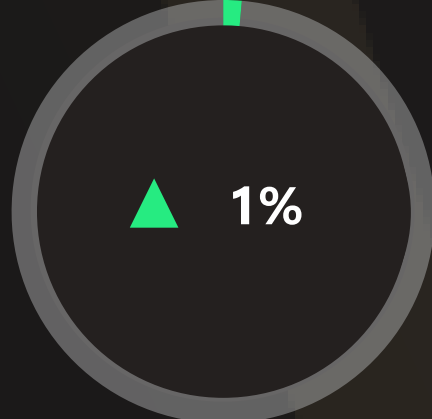
LISTINGS



Mar 2018



Feb 2018

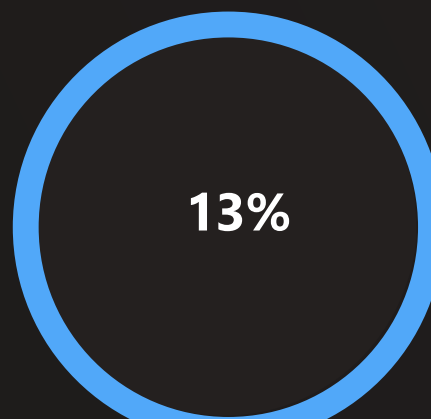


Mar 2017

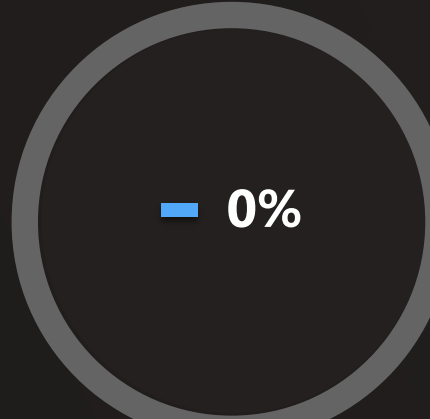
In Vancouver East, the number of new listings for detached properties in March 2018 was 650, a 7% increase compared to February 2018, when 605 homes were listed, and a 1% increase from the 641 properties listed last March.



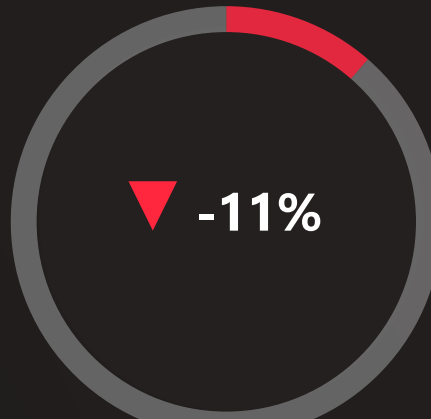
SALES TO ACTIVE



Mar 2018



Feb 2018

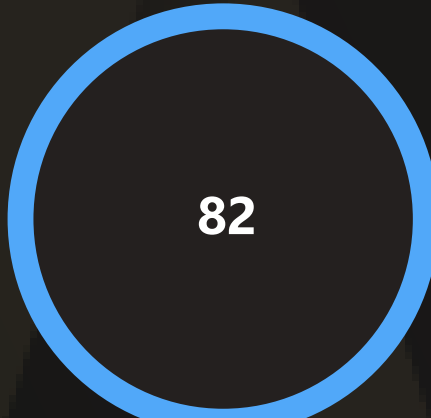


Mar 2017

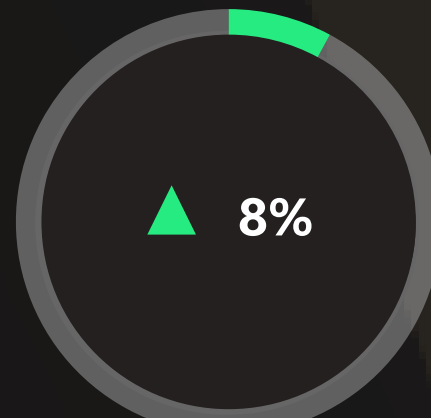
In Vancouver East, the sales to active ratio for houses for March 2018 was 13%, no changes compared to February 2018, and a 11% decrease from the 24% ratio last March.



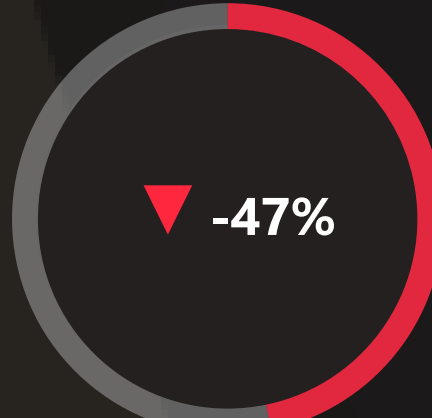
SALES



Mar 2018



Feb 2018



Mar 2017

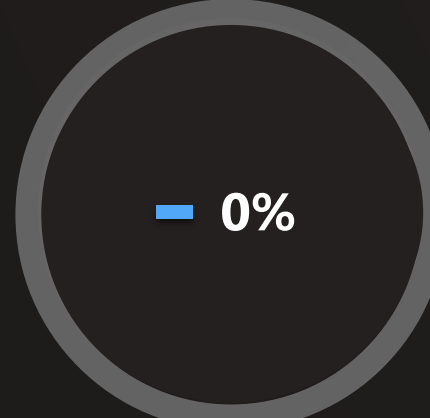
The number of houses sold in Vancouver East in March 2018 was 82, a 8% increase compared to February 2018, when 76 homes were sold, and a 47% decrease from the 154 properties sold last March.



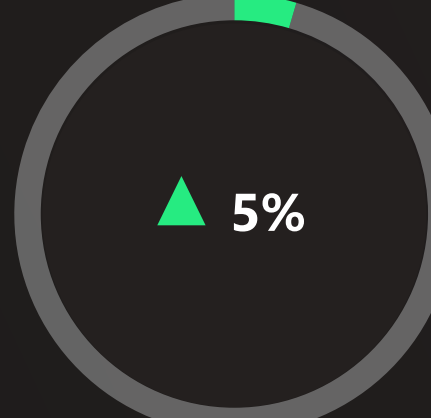
PRICE



Mar 2018



Feb 2018



Mar 2017

In Vancouver East, the median sale price for houses in March 2018 was \$1.61M, with no significant changes compared to February 2018, when the median sale price was \$1.604M, and a 5% increase from the \$1.54M median sale price from last March.



# Market Type

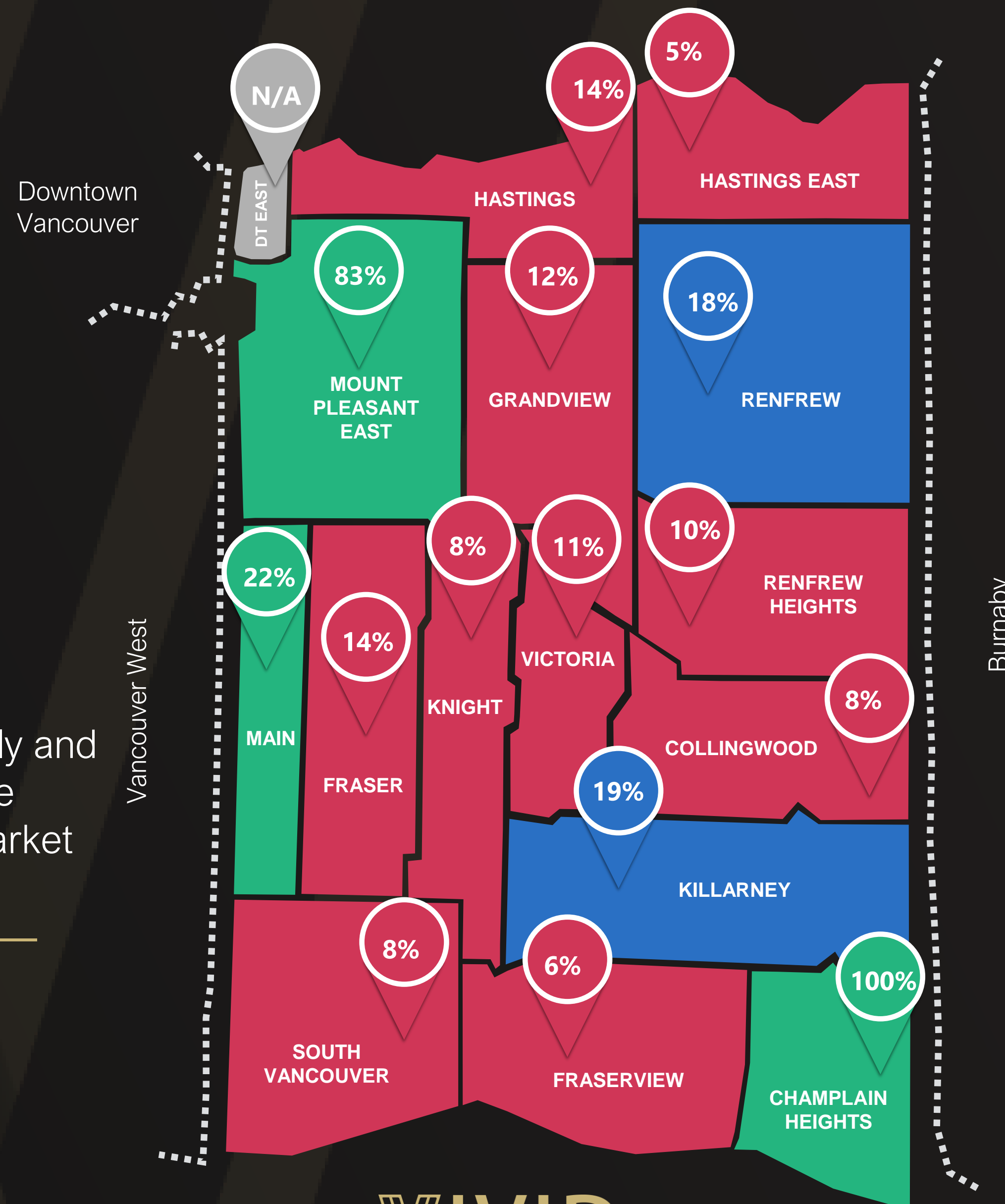
## VANCOUVER WESTSIDE

### 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

March 2018



## Condos and Townhouses

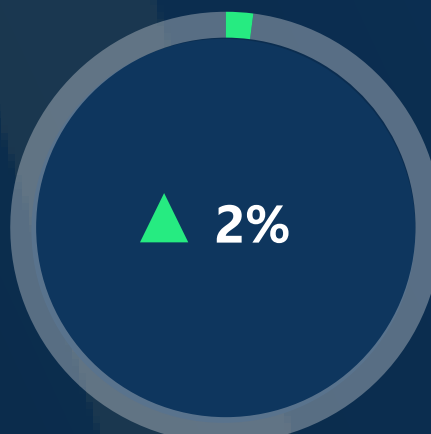
● CURRENT ● UP ● DOWN



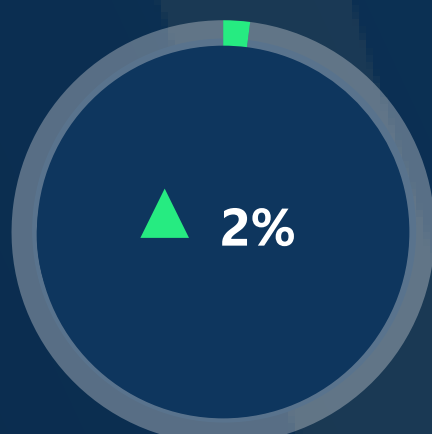
### LISTINGS



Mar 2018



Feb 2018

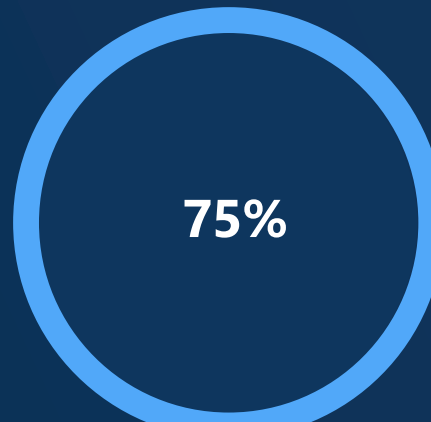


Mar 2017

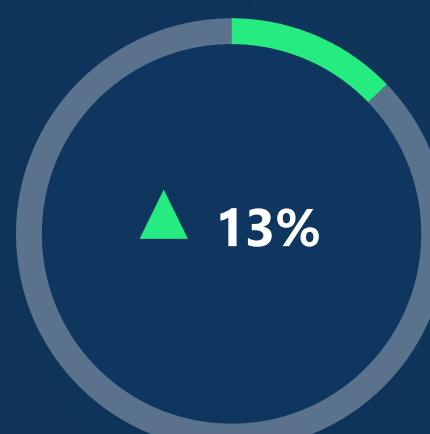
In Vancouver East, the number of new listings for condos and townhouses in March 2018 was 250, a 2% increase compared to February 2018, when 245 homes were listed, and a 2% increase from the 245 properties listed last March.



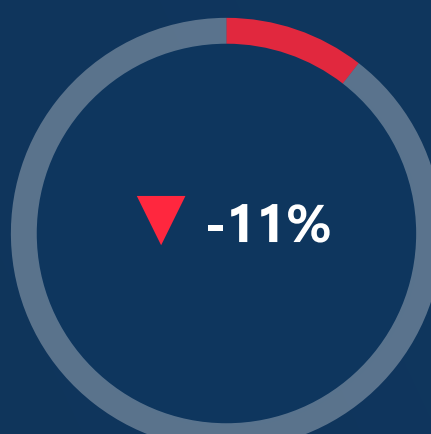
### SALES TO ACTIVE



Mar 2018



Feb 2018



Mar 2017

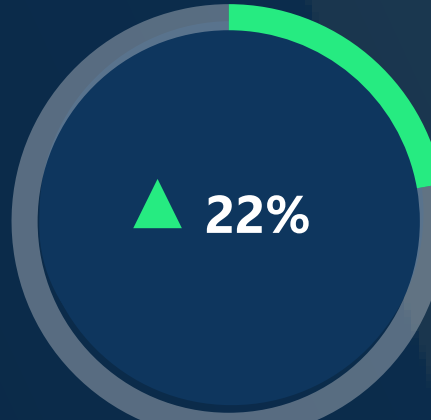
In Vancouver East, the sales-to-active listings ratio for condo and townhouses for March 2018 was 75%, a 13% increase compared to February 2018, when the ratio was 62%, and a 11% decrease from the 85% ratio last March.



### SALES



Mar 2018



Feb 2018



Mar 2017

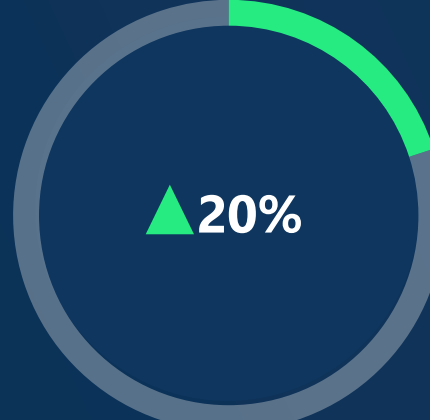
The number of condos and townhouses sold in Vancouver East in March 2018 was 187 , a 22% increase compared to February 2018, when 153 homes were sold, and a 11% decrease from the 209 properties sold last March.



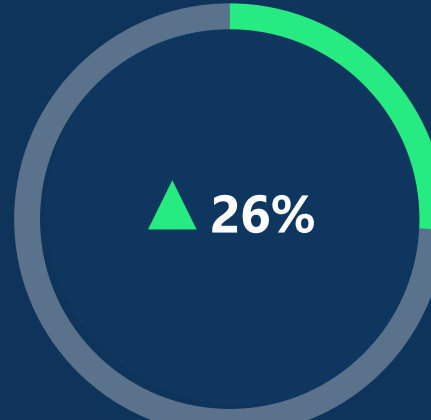
### PRICE



Mar 2018



Feb 2018



Mar 2017

In Vancouver East, the median sale price for condos and townhouses in March 2018 was \$678K, a 20% increase compared to February 2018, when the median sale price was \$565K, and a 26% increase from the \$539K median sale price from last March.

# Market Type

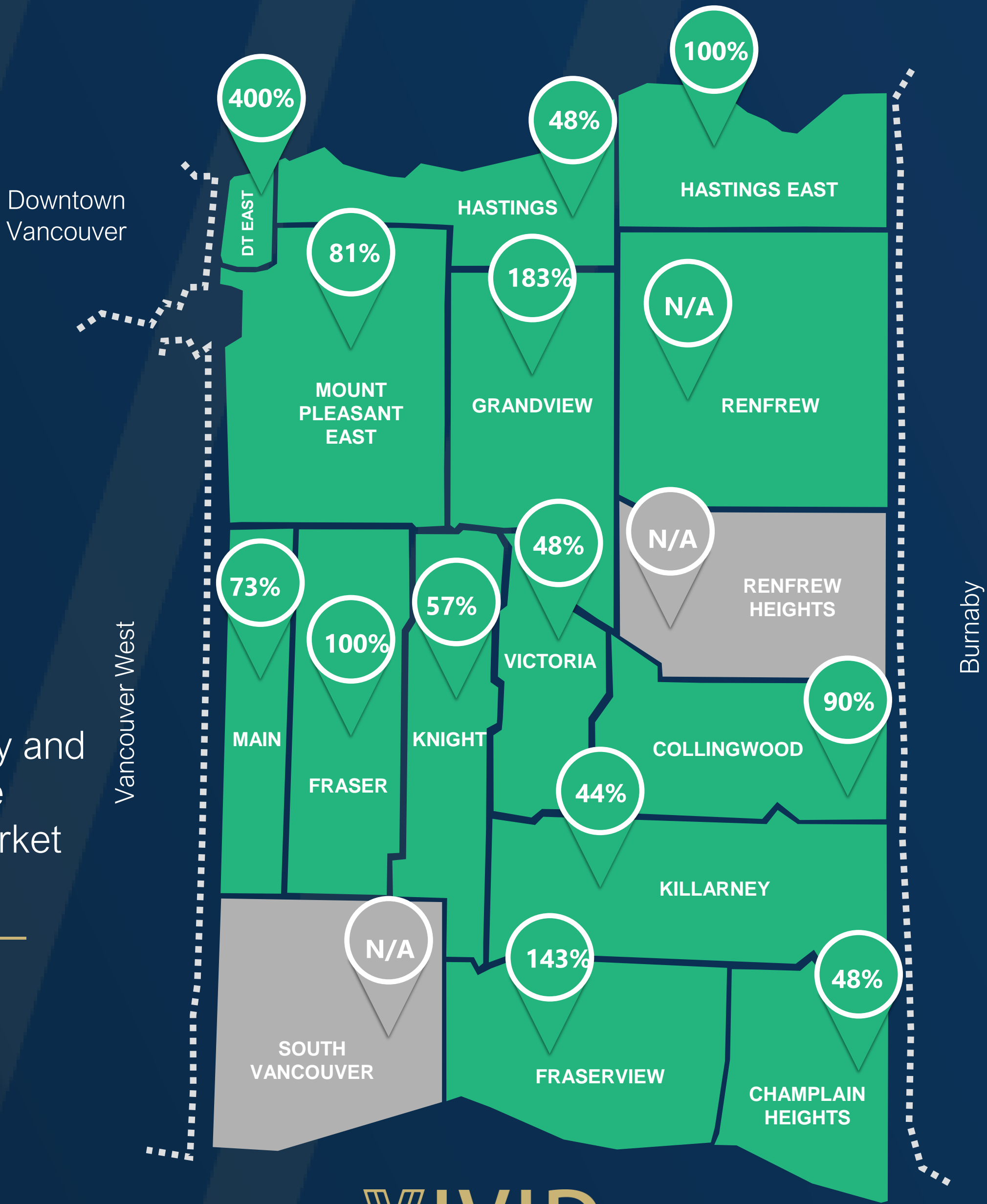
## VANCOUVER EASTSIDE

### Sales Ratio

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- 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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EFFECTIVE.

# North Vancouver

March 2018





# NORTH VANCOUVER

March 2018



Detached and Houses

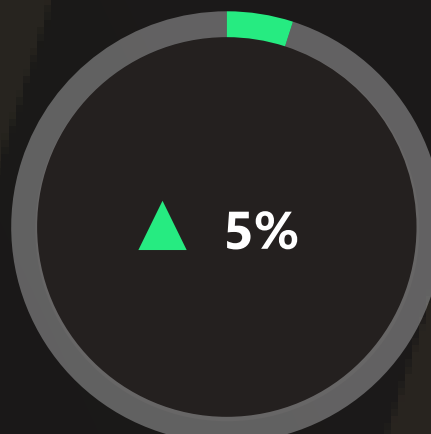
CURRENT UP DOWN



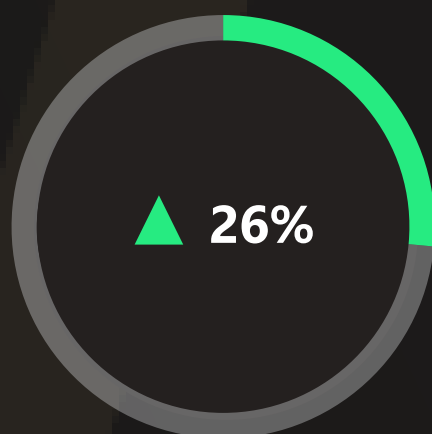
LISTINGS



Mar 2018



Feb 2018

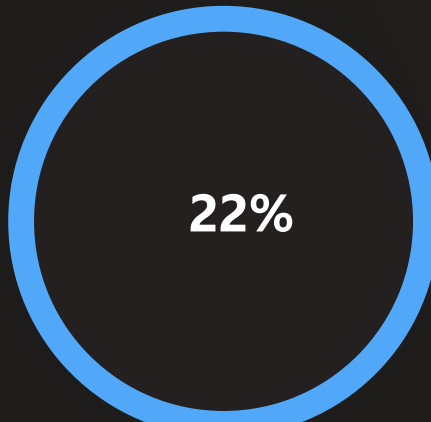


Mar 2017

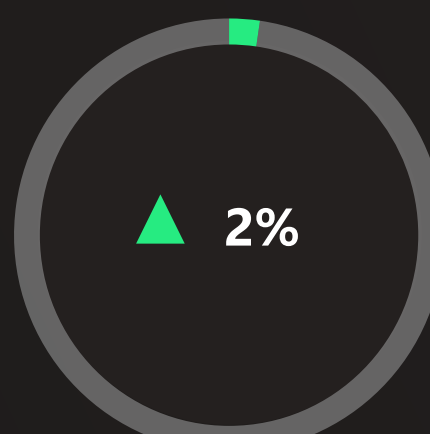
In North Vancouver, the number of new listings for detached properties in March 2018 was 296, a 5% increase compared to February 2018, when 282 homes were listed, and a 26% increase from the 234 properties listed last March.



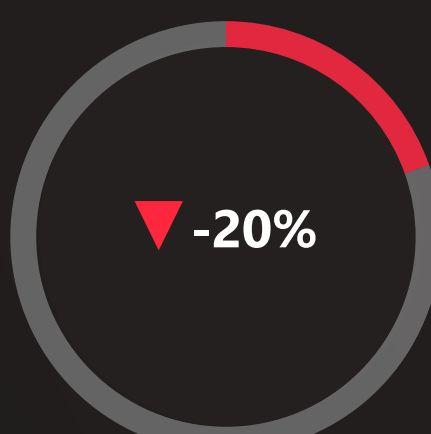
SALES TO ACTIVE



Mar 2018



Feb 2018



Mar 2017

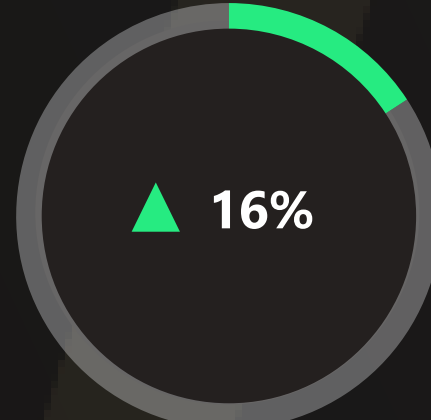
In North Vancouver, the sales to active ratio for houses for March 2018 was 22%, a 2% increase compared to February 2018, when the ratio was 20%, and a 20% decrease from the 42% ratio last March.



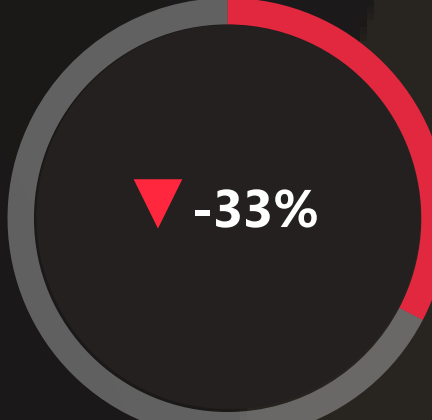
SALES



Mar 2018



Feb 2018

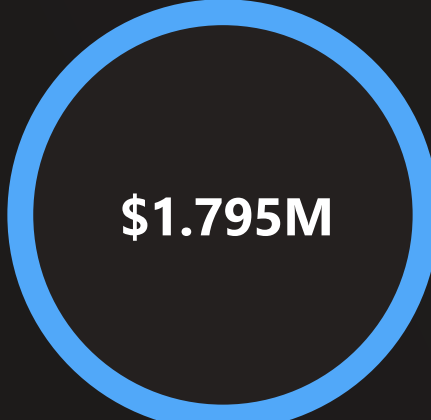


Mar 2017

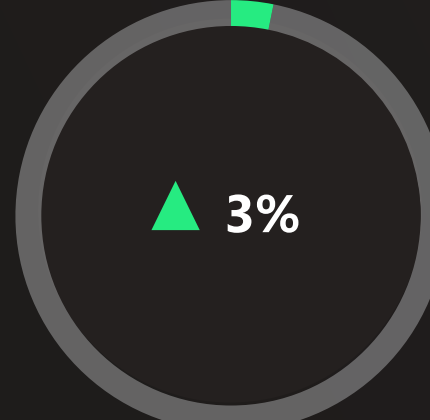
The number of houses sold in North Vancouver in March 2018 was 66, a 16% increase compared to February 2018, when 57 homes were sold, and a 33% decrease from the 98 properties sold last March.



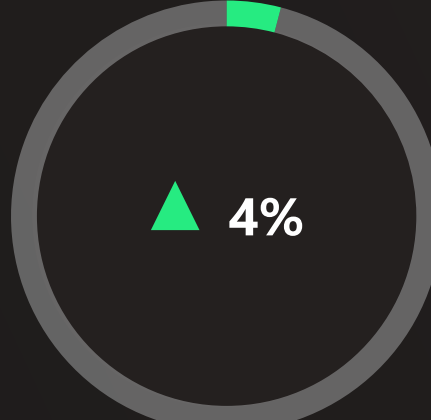
PRICE



Mar 2018



Feb 2018



Mar 2017

In North Vancouver, the median sale price for houses in March 2018 was \$1.795M, a 3% increase compared to February 2018, when the median sale price was \$1.74M, and a 4% increase from the \$1.725M median sale price from last March.

# NORTH VANCOUVER

March 2018



## Condos and Townhouses

CURRENT UP DOWN



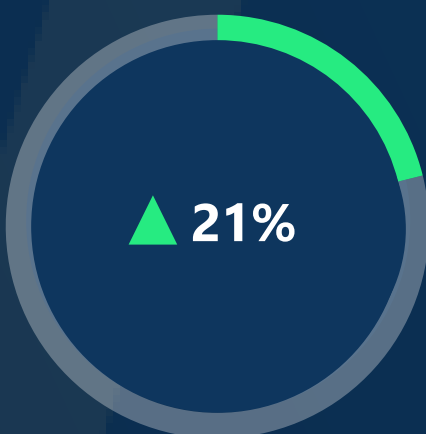
### LISTINGS



Mar 2018



Feb 2018

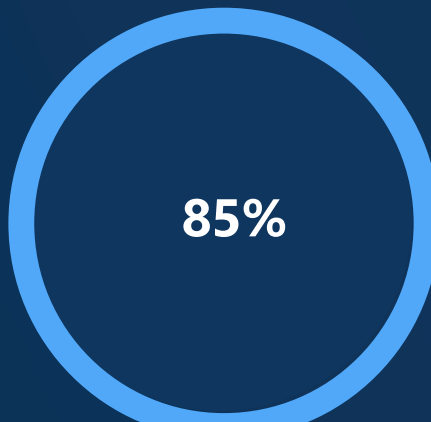


Mar 2017

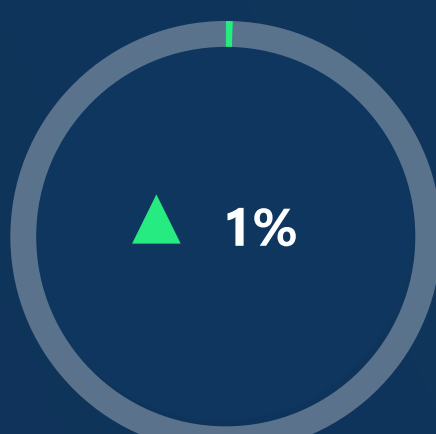
In North Vancouver, the number of new listings for condos and townhouses in March 2018 was 172, a 2% decrease compared to February 2018, when 176 homes were listed, and a 21% increase from the 142 properties listed last March.



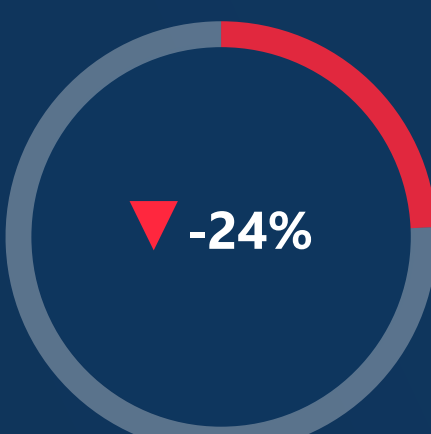
### SALES TO ACTIVE



Mar 2018



Feb 2018



Mar 2017

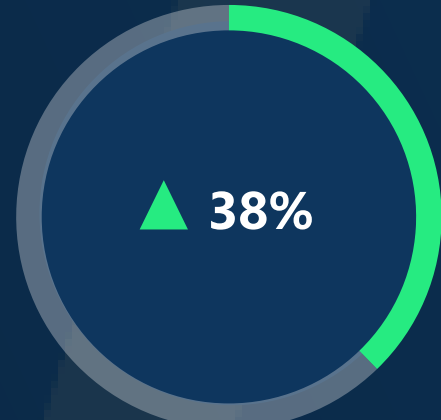
In North Vancouver, the sales-to-active listings ratio for condo and townhouses for March 2018 was 85%, a 1% increase compared to February 2018, when the ratio was 84%, and a 24% decrease from the 109% ratio last March.



### SALES



Mar 2018



Feb 2018



Mar 2017

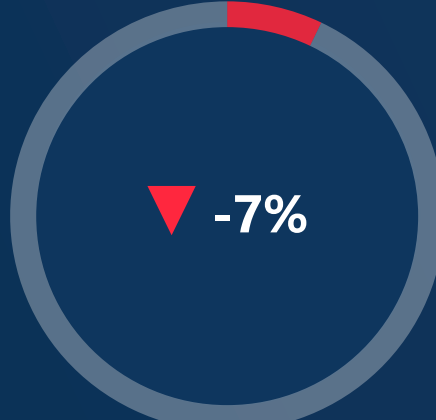
The number of condos and townhouses sold in North Vancouver in March 2018 was 146 , a 38% increase compared to February 2018, when 106 homes were sold, and a 6% decrease from the 155 properties sold last March.



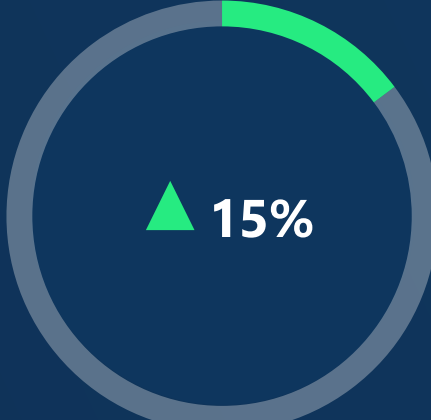
### PRICE



Mar 2018



Feb 2018



Mar 2017

In North Vancouver, the median sale price for condos and townhouses in March 2018 was \$715K, a 7% decrease compared to February 2018, when the median sale price was \$770K, and a 15% increase from the \$623K median sale price from last March.

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# West Vancouver

March 2018



# WEST VANCOUVER

March 2018



Detached and Houses

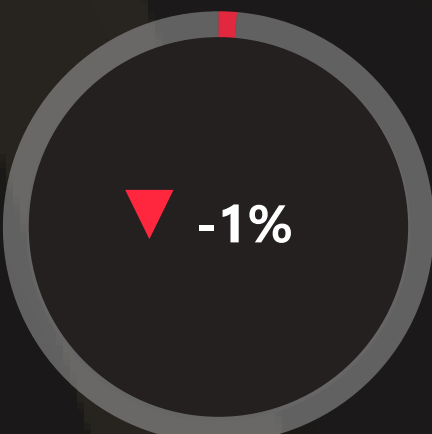
CURRENT UP DOWN



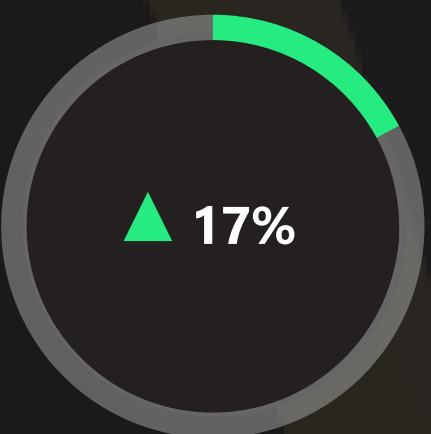
LISTINGS



Mar 2018



Feb 2018

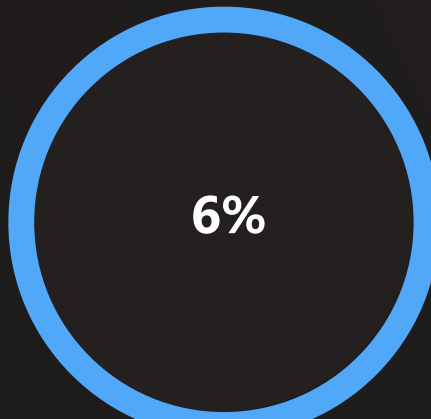


Mar 2017

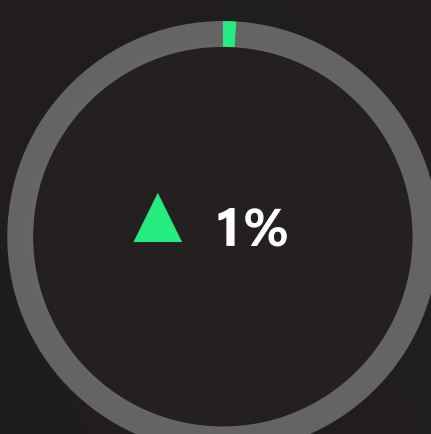
In West Vancouver houses, the number of new listings for residential properties in March 2018 was 431, a 1% decrease compared to February 2018, when 437 homes were listed, and a 17% increase from the 368 properties listed last March.



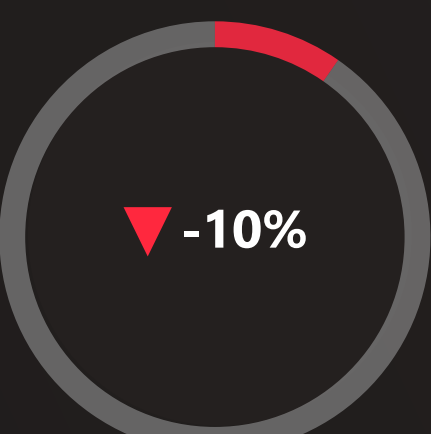
SALES TO ACTIVE



Mar 2018



Feb 2018



Mar 2017

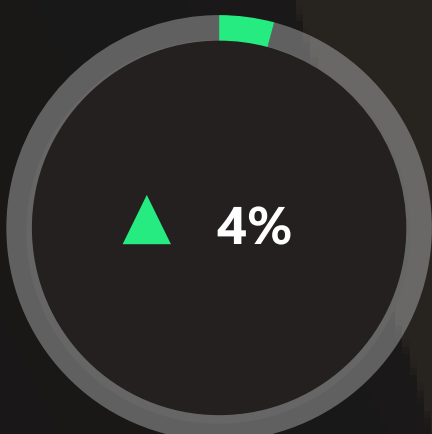
In West Vancouver, the sales to active ratio for houses for March 2018 was 6%, a 1% increase compared to February 2018, when the ratio was 10%, and a 10% decrease from the 15% ratio last March.



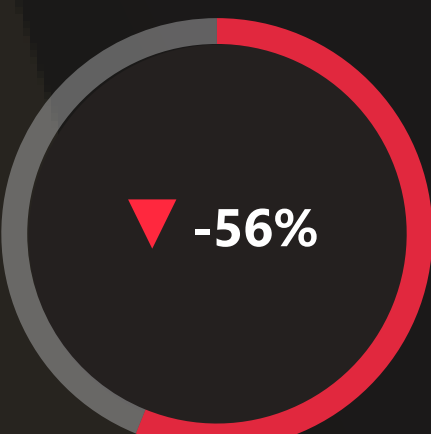
SALES



Mar 2018



Feb 2018



Mar 2017

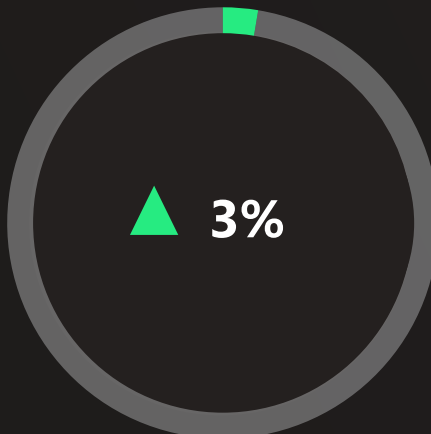
The number of houses sold in West Vancouver in March 2018 was 25, a 4% increase compared to February 2018, when 24 homes were sold, and a 56% decrease from the 57 properties sold last March.



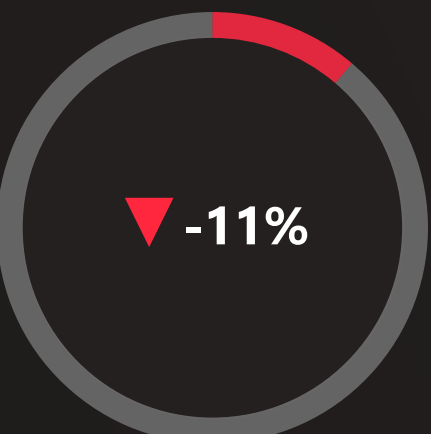
PRICE



Mar 2018



Feb 2018



Mar 2017

In West Vancouver, the median sale price for houses in March 2018 was \$2.93M, a 3% increase compared to February 2018, when the median sale price was \$2.855M, and a 11% decrease from the \$3.3M median sale price from last March.



# WEST VANCOUVER

March 2018



Condos and Townhouses

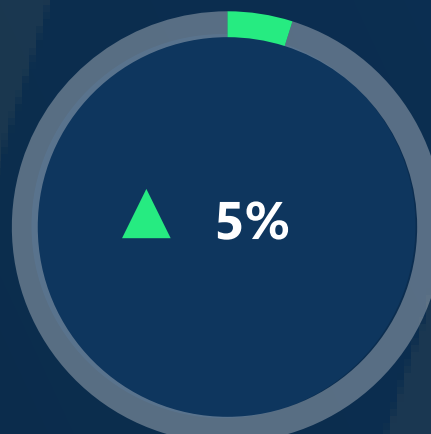
CURRENT UP DOWN



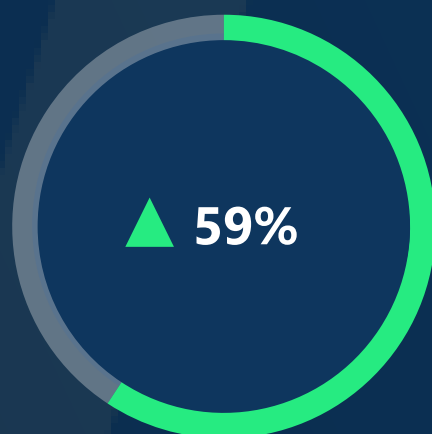
LISTINGS



Mar 2018



Feb 2018

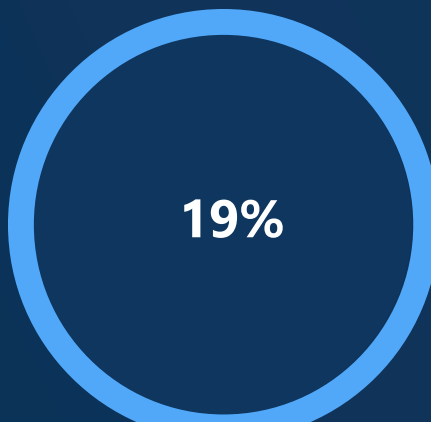


Mar 2017

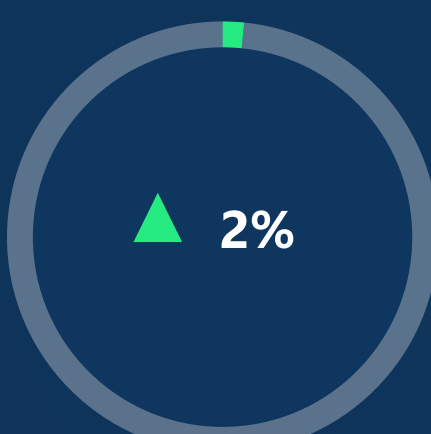
In West Vancouver, the number of new listings for condos and townhouses in March 2018 was 86, a 5% increase compared to February 2018, when 82 homes were listed, and a 59% increase from the 54 properties listed last March.



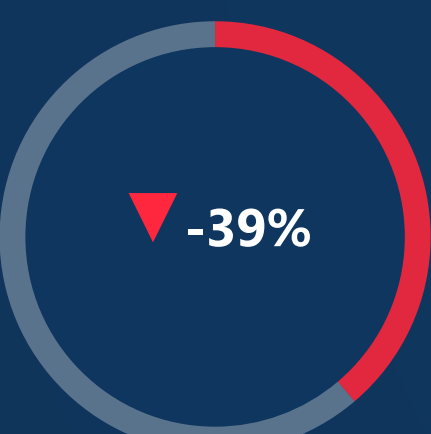
SALES TO ACTIVE



Mar 2018



Feb 2018



Mar 2017

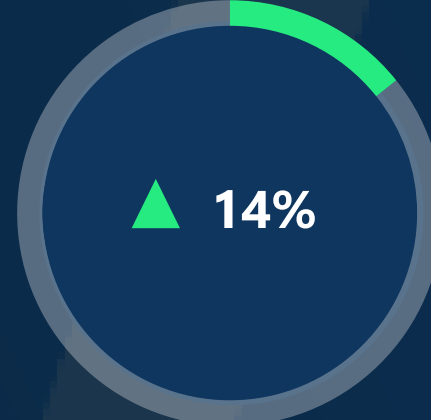
In West Vancouver, the sales-to-active listings ratio for condos and townhouses for March 2018 was 19%, a 2% increase compared to February 2018, when the ratio was 17%, and a 39% decrease from the 57% ratio last March.



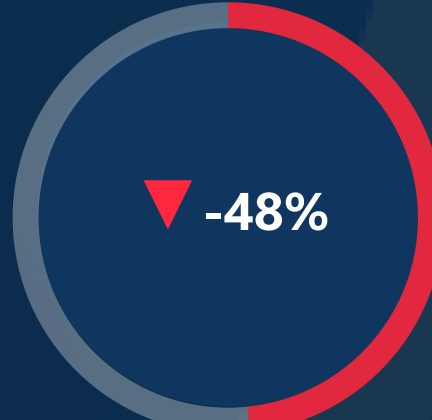
SALES



Mar 2018



Feb 2018



Mar 2017

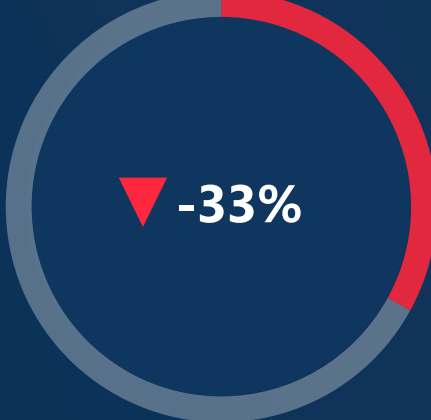
The number of condos and townhouses sold in West Vancouver in March 2018 was 16 , a 14% increase compared to February 2018, when 14 homes were sold, and a 48% decrease from the 31 properties sold last March.



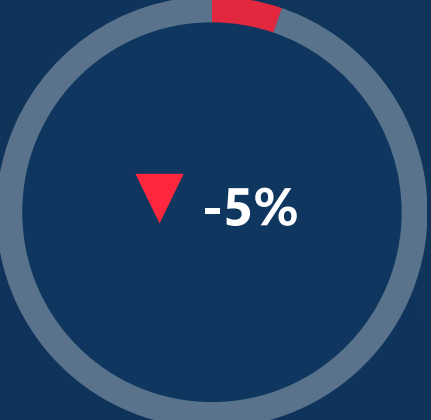
PRICE



Mar 2018



Feb 2018



Mar 2017

In West Vancouver, the median sale price for condos and townhouses in March 2018 was \$938K, a 33% decrease compared to February 2018, when the median sale price was \$1.4m, and a 5% decrease from the \$990K median sale price from last March.

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*By Amir Joharifard*

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Cell: 778-885-5076

Email: [vivid@vividrealestate.ca](mailto:vivid@vividrealestate.ca)

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