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**VIVID**

REAL ESTATE

*By Amir Joharifard*

# Market Update

April 2018

# Areas

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

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

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

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# Greater Vancouver

April 2018





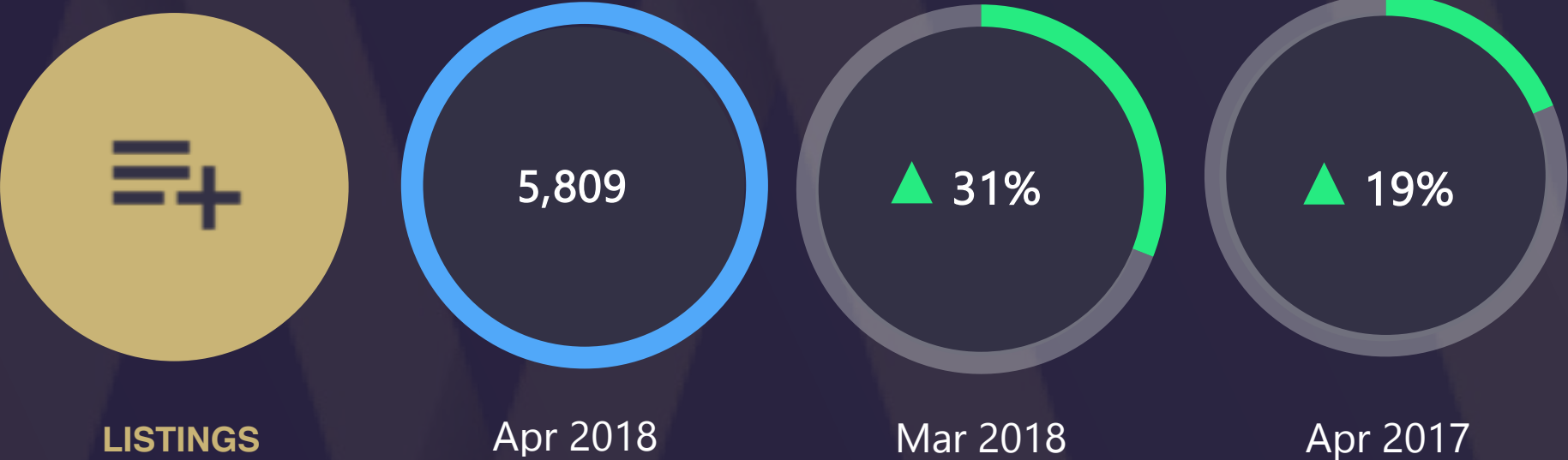
# GREATER VANCOUVER

April 2018

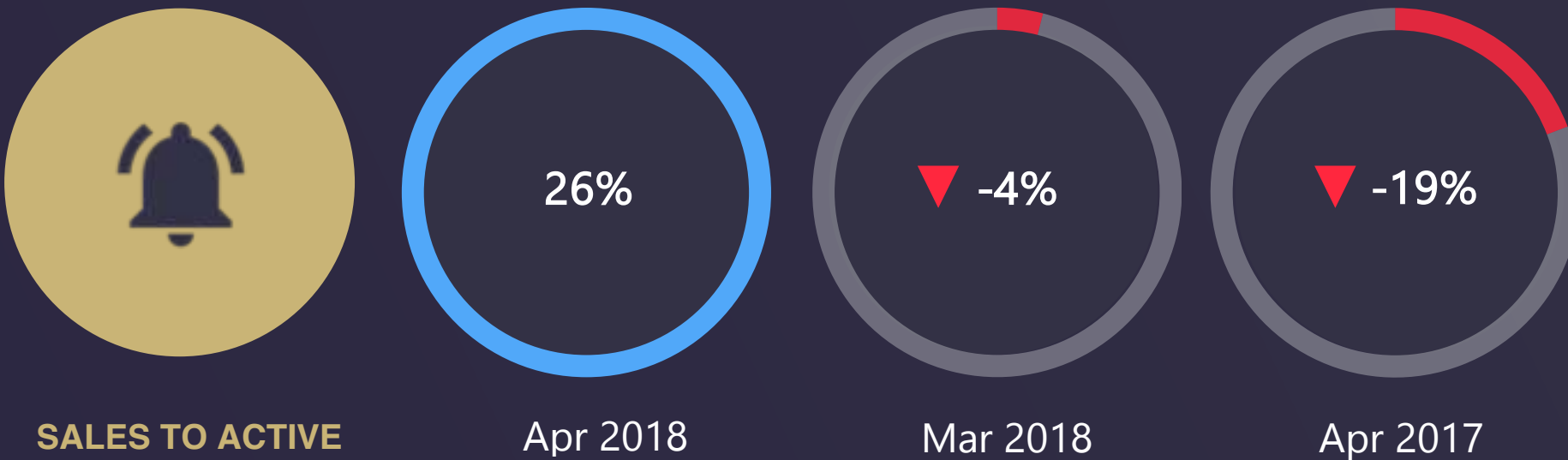


Detached and Attached Homes

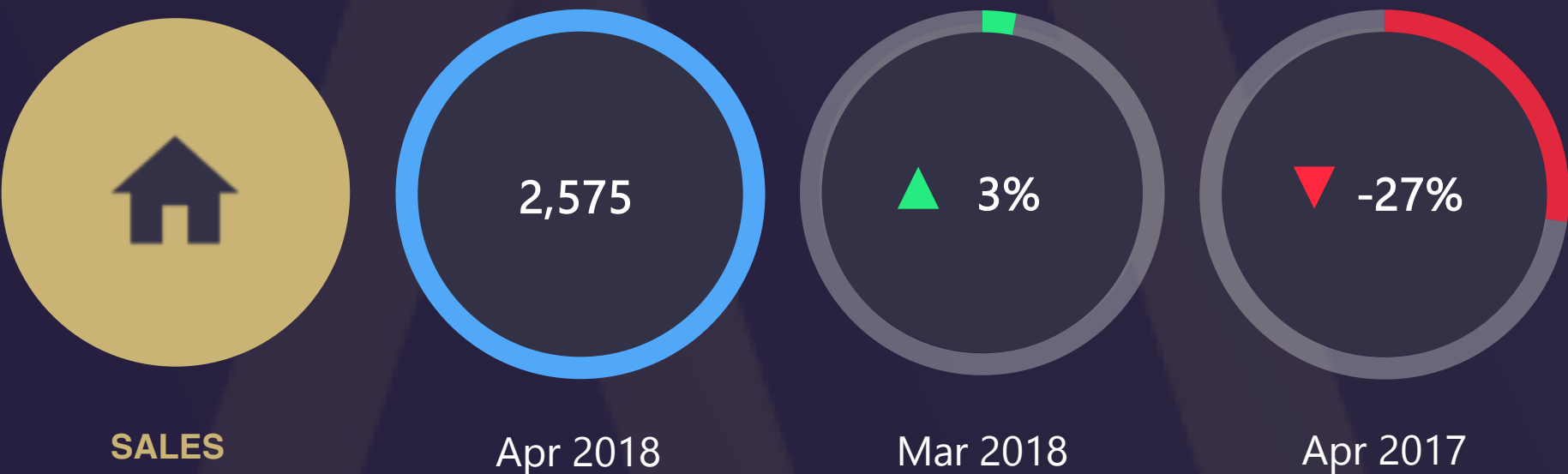
CURRENT UP DOWN



In Greater Vancouver, the number of new listings for residential properties in April 2018 was 5,809, a 31% increase compared to March 2018, when 4,436 homes were listed, and a 19% increase from the 4,894 properties listed last April.



In Greater Vancouver, the sales-to-active listings ratio for residential properties for April 2018 was 26%, a 4% decrease compared to March 2018, when the ratio was 30%, and a 19% decrease from the 45% ratio last April.



The number of residential properties sold in Greater Vancouver in April 2018 was 2,575, a 3% increase compared to March 2018, when 2,512 homes were sold, and a 27% decrease from the 3,546 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.

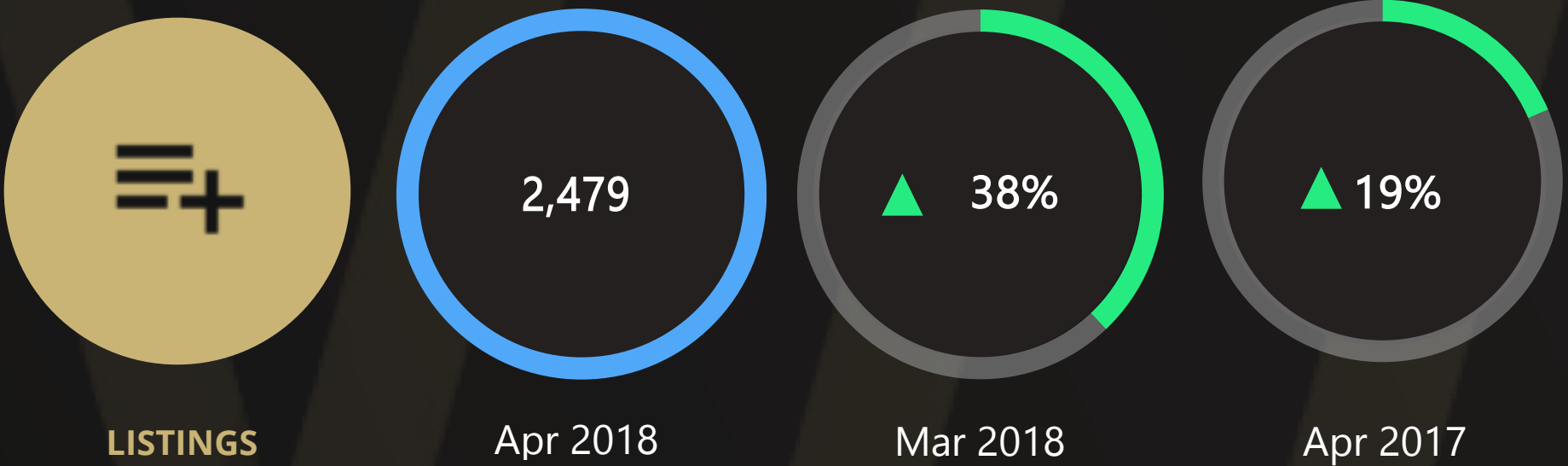
Sales ratio also indicates the ratio between supply and demand, which provide us with the market types. In a buyers' market, the ratio is between 0% and 14%; a balanced market ratio is 15% to 20%; and a sellers' market ratio is 21% plus.

# GREATER VANCOUVER

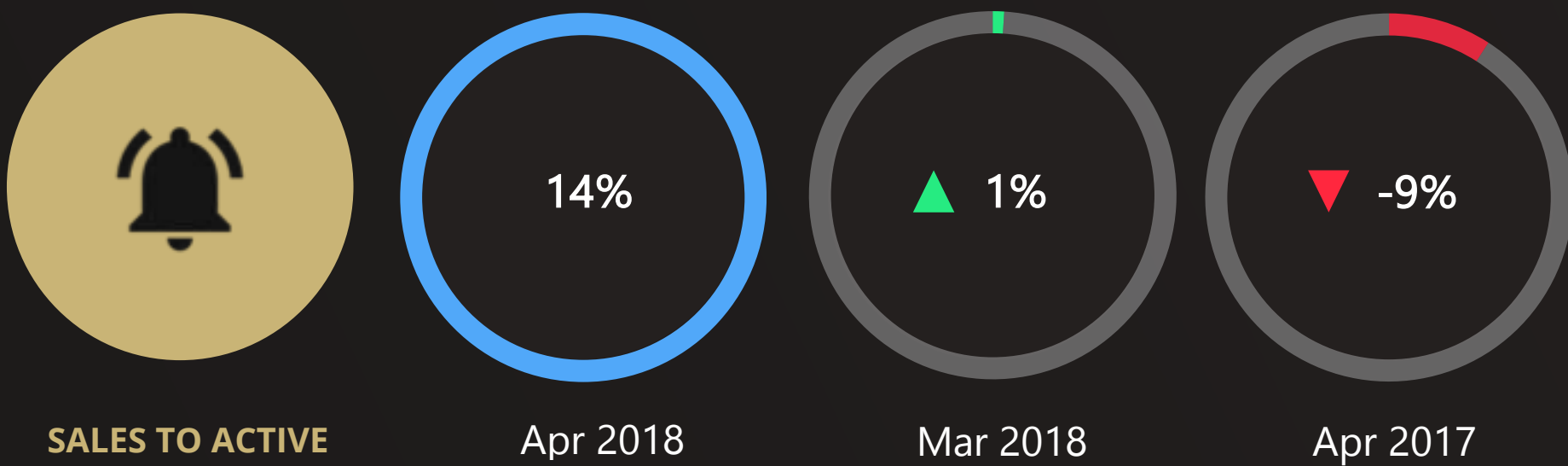
April 2018

 Detached and Houses

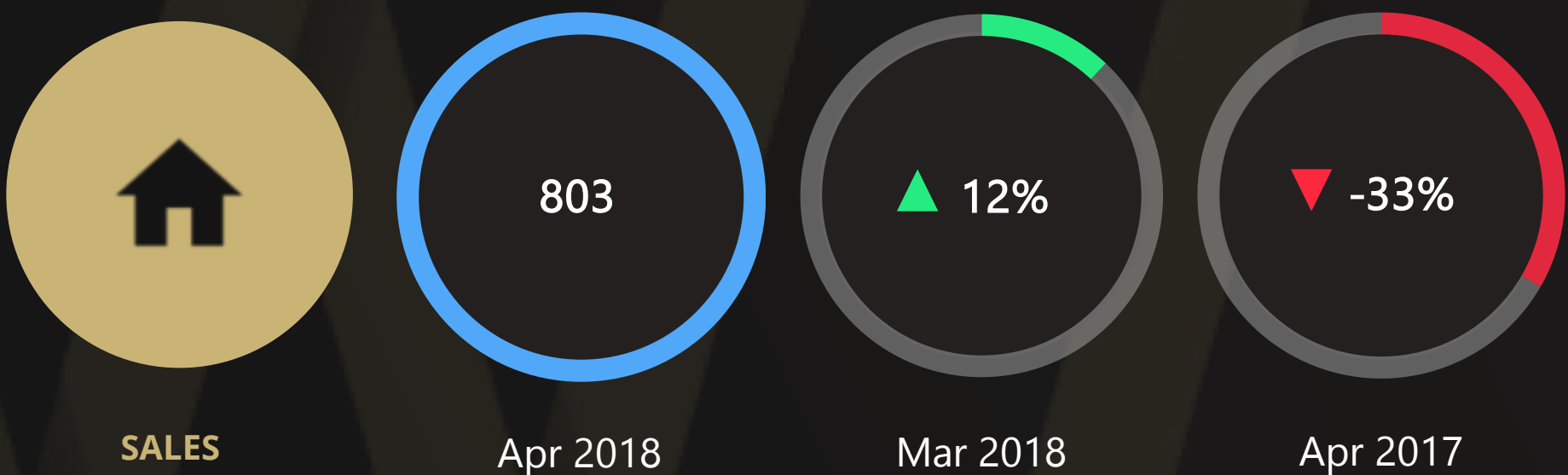
 CURRENT  UP  DOWN



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 April 2018 was 14%, a 1% increase compared to March 2018, when the ratio was 13%, and a 9% decrease from the 23% ratio last April.



The number of houses sold in Greater Vancouver in April 2018 was 1,204, a 12% increase compared to March 2018, when 717 homes were sold, and a 33% decrease from the 1,204 properties sold last April.

## Facts

The Average days on Market for Greater Vancouver detached properties in April 2018 was 37 days, a 8% decrease in comparison to 40 days in March 2018. The average price per square foot for Greater Vancouver detached properties in April 2018 was \$645, a 1% increase in comparison to \$641 per square foot in March 2018.



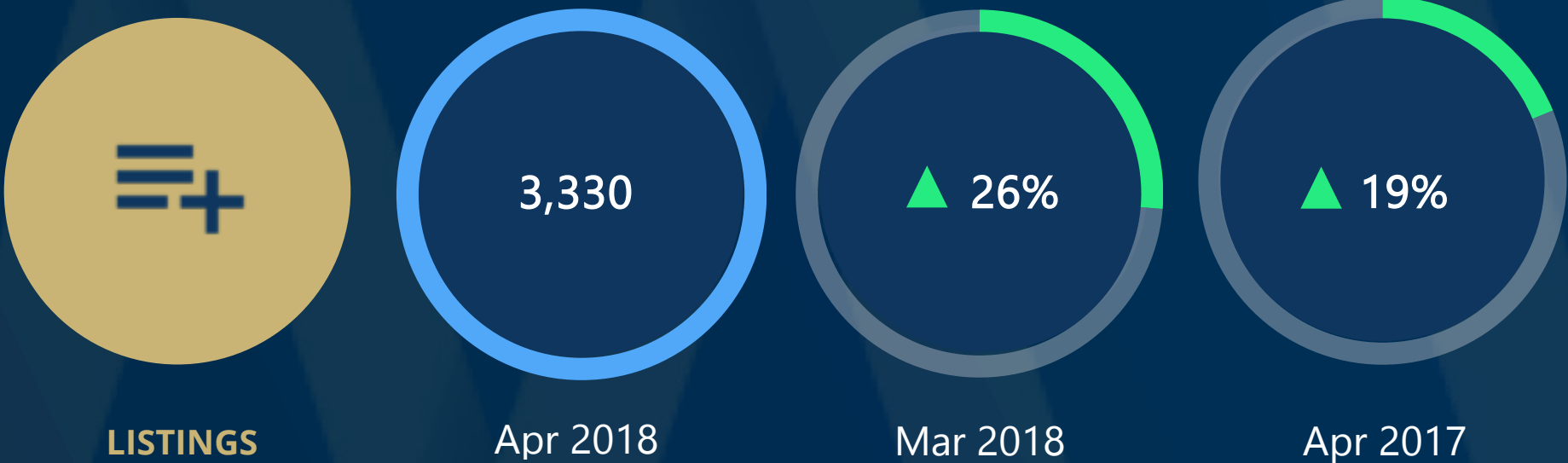
# GREATER VANCOUVER

April 2018

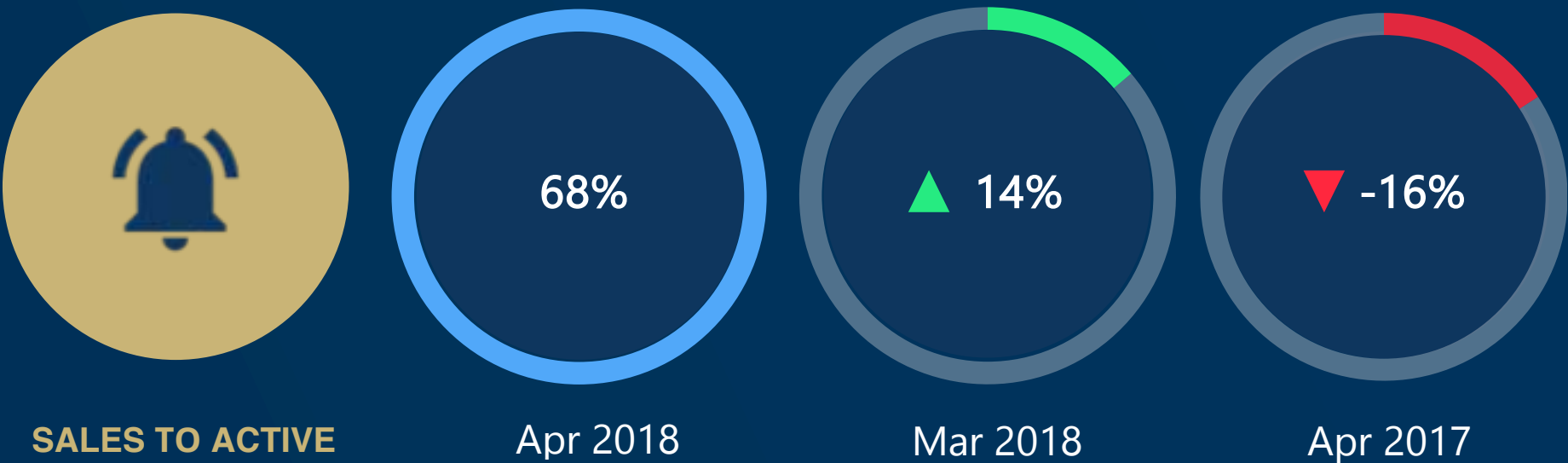


## Condos and Townhouses

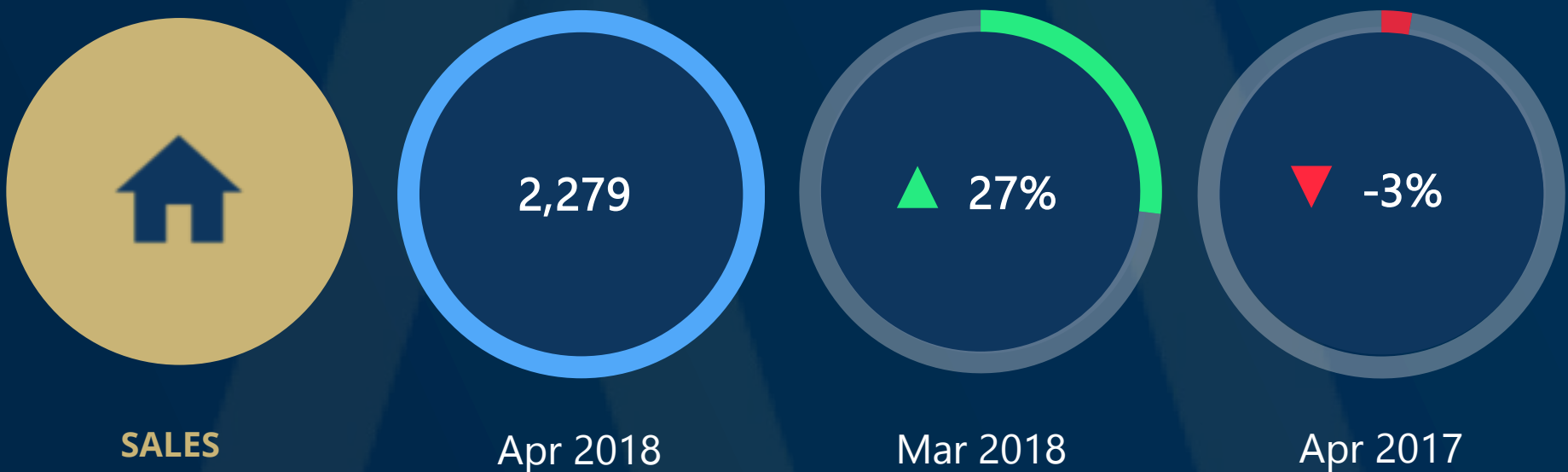
CURRENT UP DOWN



In Greater Vancouver, the number of new listings for attached properties in April 2018 was 3,330, a 26% increase compared to March 2018, when 2,636 homes were listed, and a 19% increase from the 2,803 properties listed last April.



In Greater Vancouver, the sales-to-active listings ratio condos and townhouse in April 2018 was 68%, a 14% increase compared to March 2018, when the ratio was 54%, and a 16% decrease from the 84% ratio last April.



The number of condos and townhouses sold in Greater Vancouver condos in April 2018 was 2,279, a 27% increase compared to March 2018, when 1,795 homes were sold, and a 3% decrease from the 2,342 properties sold last April.

## Facts

The average days on the market for Greater Vancouver condos in April 2018 was 19 days, while for townhouses it was 23 days. The average price per square foot for Greater Vancouver condos was \$847 in April 2018, whereas for townhouses it was \$626 per square foot.

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# Downtown Vancouver

April 2018



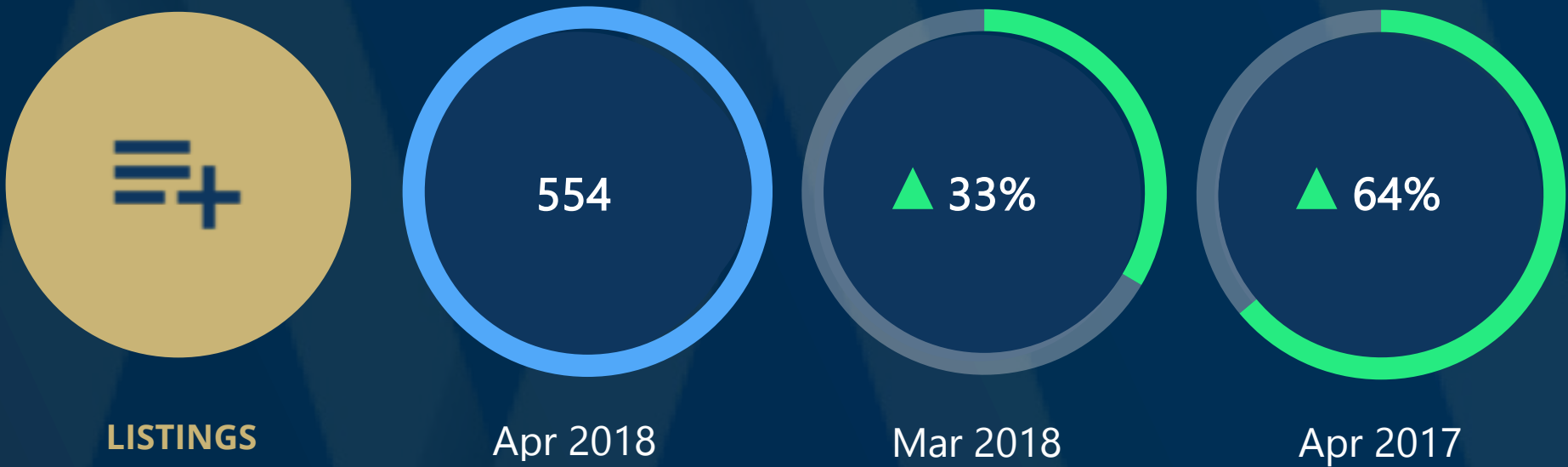
# DOWNTOWN VANCOUVER

April 2018

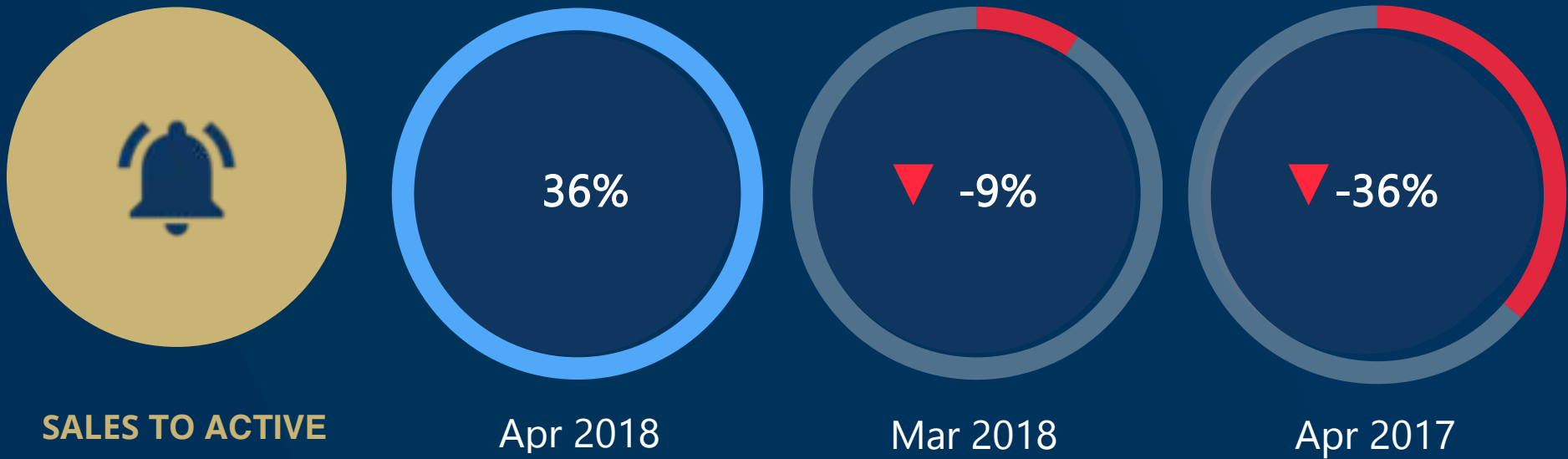


## Condos and Townhouses

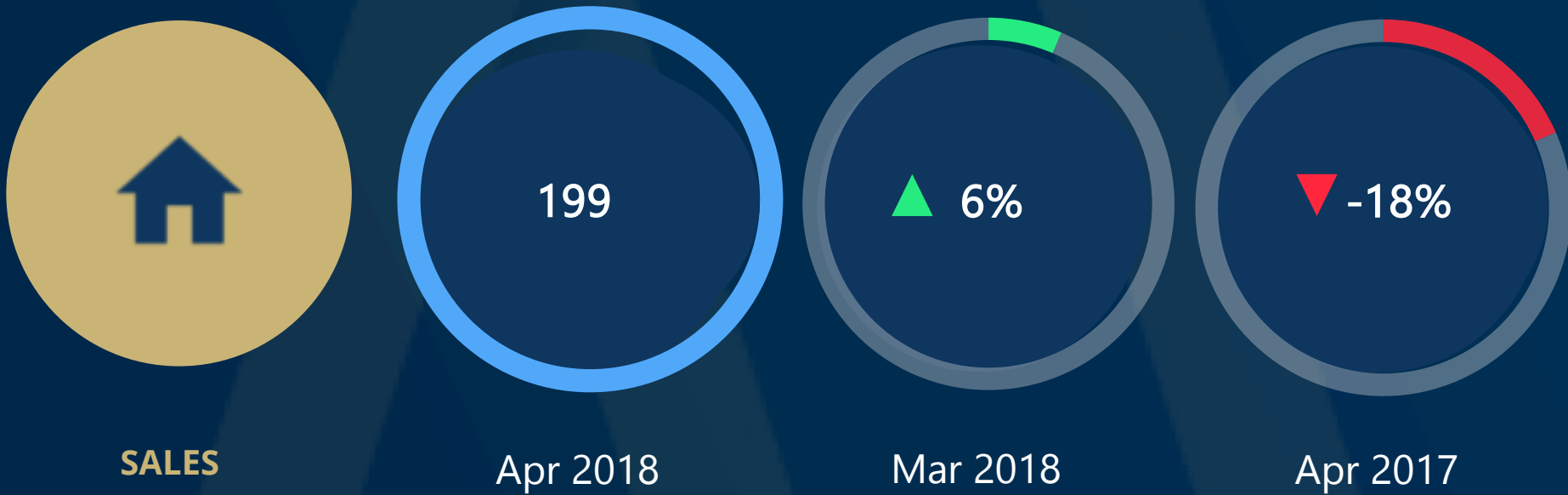
CURRENT UP DOWN



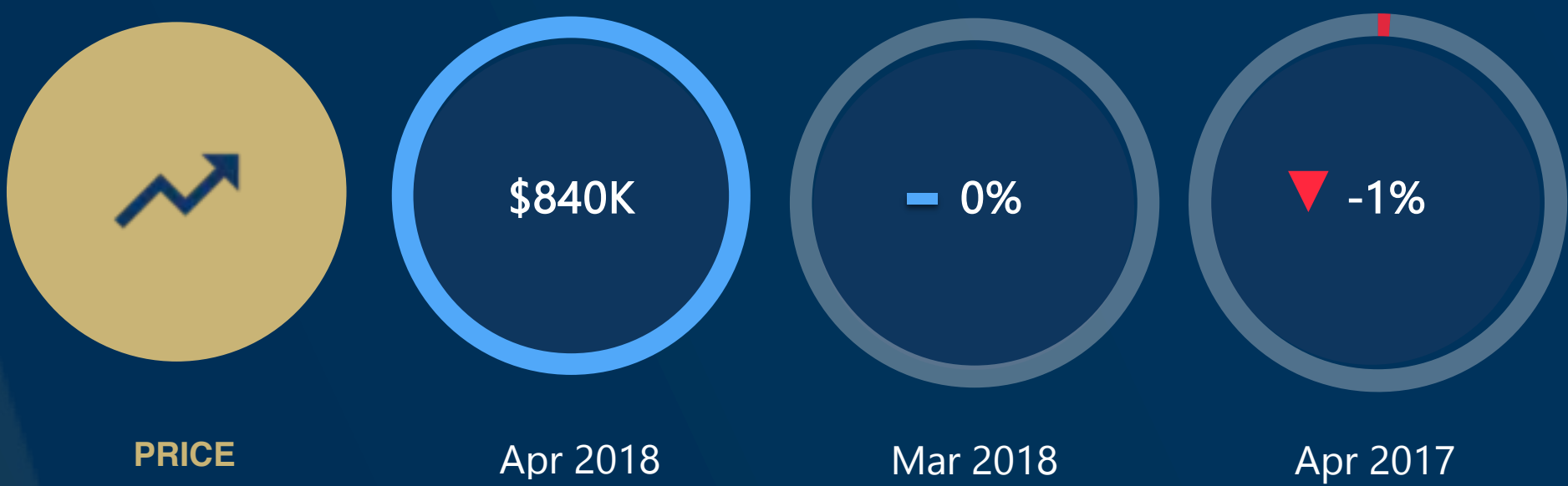
In Downtown Vancouver, the number of new listings for condo and townhouses in April 2018 was 554, a 33% increase compared to March 2018, when 554 homes were listed, and a 64% increase from the 338 properties listed last April.



In Downtown Vancouver, the sales-to-active listings ratio for condos and townhouses for April 2018 was 36%, a 9% decrease compared to March 2018, when the ratio was 45%, and a 36% decrease from the 72% ratio last April.



The number of condos and townhouses sold in Downtown Vancouver in April 2018 was 199, a 6% increase compared to March 2018, when 187 homes were sold, and a 18% decrease from the 244 properties sold last April.



In Downtown Vancouver, the median sale price for condos and townhouses in April 2018 was \$840K no changes compared to March 2018, when the median sale price was \$840K, and a 1% decrease from the \$849K median sale price from last April.



# 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

April 2018



# VANCOUVER WESTSIDE

April 2018

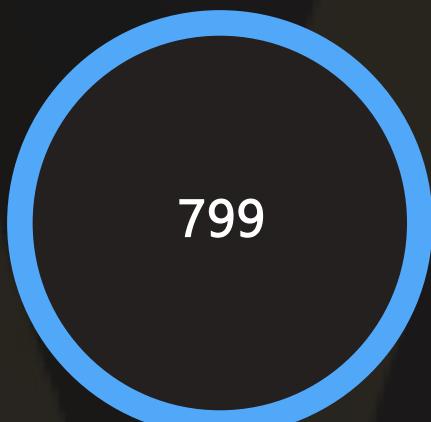


Detached and Houses

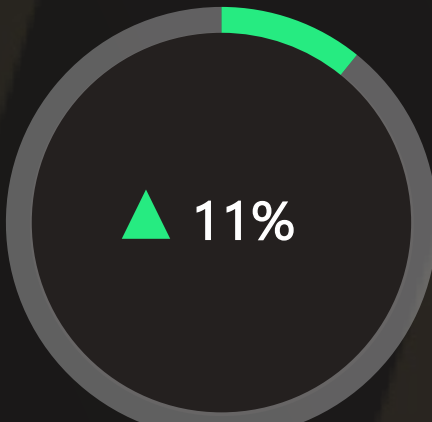
CURRENT UP DOWN



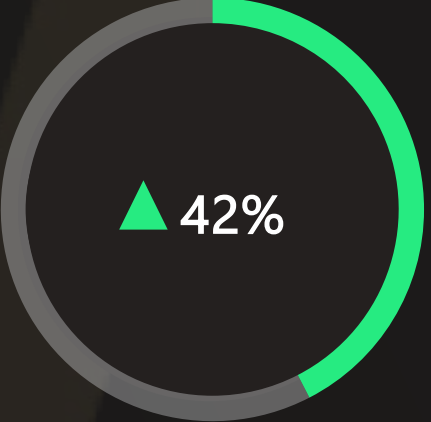
LISTINGS



Apr 2018



Mar 2018

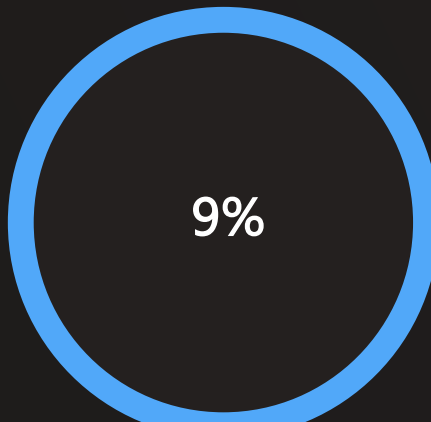


Apr 2017

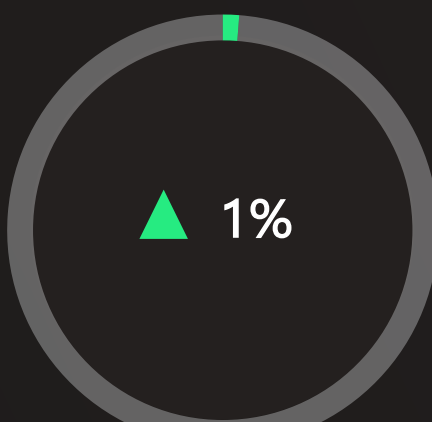
In Vancouver West, the number of new listings for detached properties in April 2018 was 799, a 11% increase compared to March 2018, when 721 homes were listed, and a 42% increase from the 561 properties listed last April.



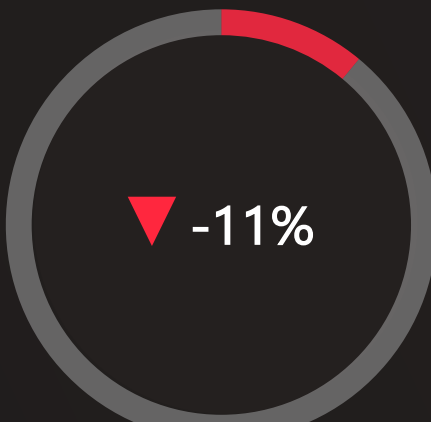
SALES TO ACTIVE



Apr 2018



Mar 2018



Apr 2017

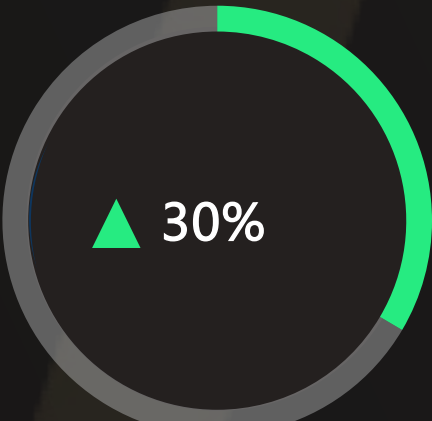
In Vancouver West, the sales-to-active listings ratio for houses for April 2018 was 9%, a 1% increase compared to March 2018, when the ratio was 8%, and a 11% decrease from the 20% ratio last April.



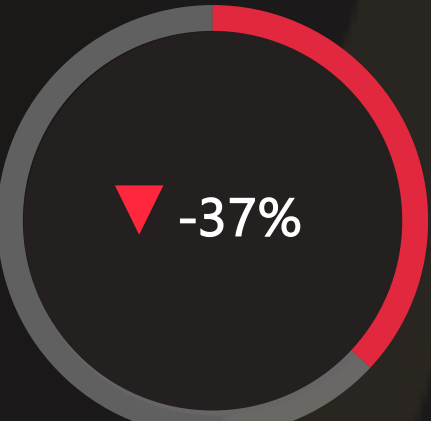
SALES



Apr 2018



Mar 2018



Apr 2017

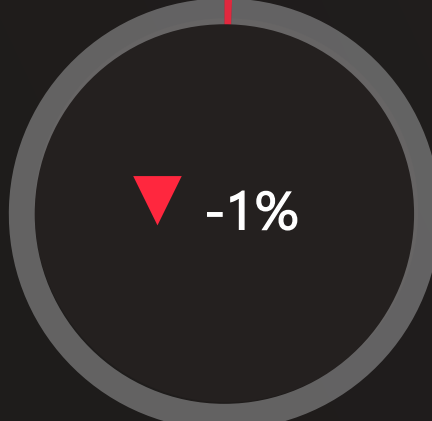
The number of houses sold in Vancouver West in April 2018 was 70, a 30% increase compared to March 2018, when 54 homes were sold, and a 37% decrease from the 111 properties sold last April.



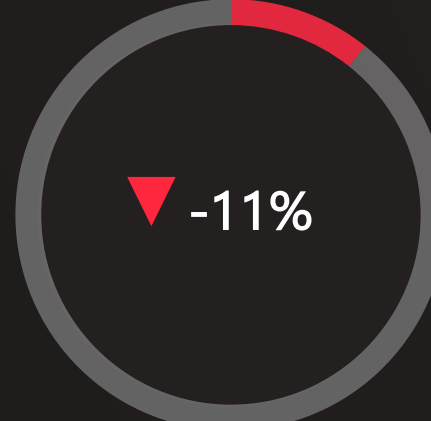
PRICE



Apr 2018



Mar 2018



Apr 2017

In Vancouver West, the median sale price for houses in April 2018 was \$2.965M, a 1% decrease compared to March 2018, when the median sale price was \$2.982M, and a 11% decrease from the \$3.32M median sale price from last April.



# Market Type

## VANCOUVER WESTSIDE



Detached and Houses



Seller Market



Buyer Market



N/A\*



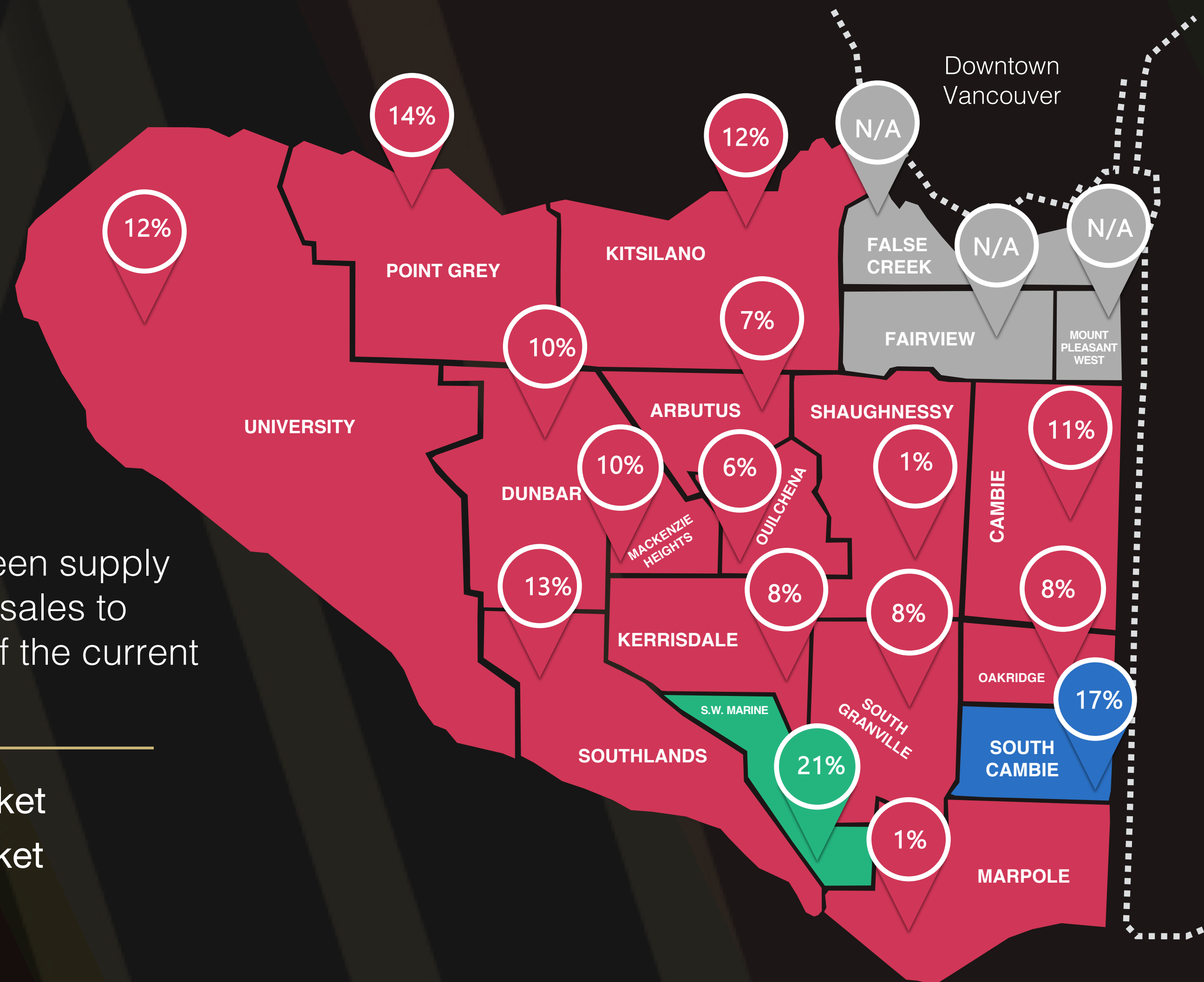
Balanced Market

## 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.



# VANCOUVER WESTSIDE

April 2018

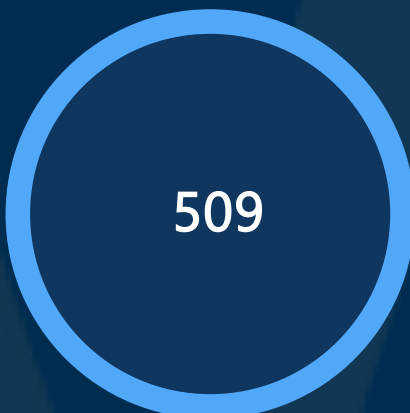


## Condos and Townhouses

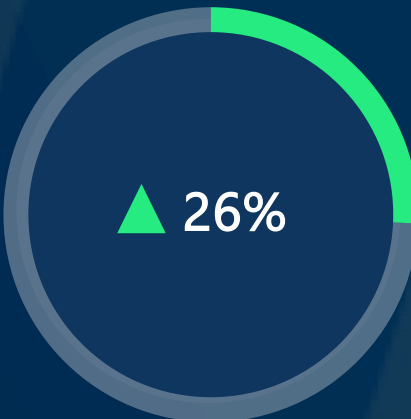
● CURRENT ● UP ● DOWN



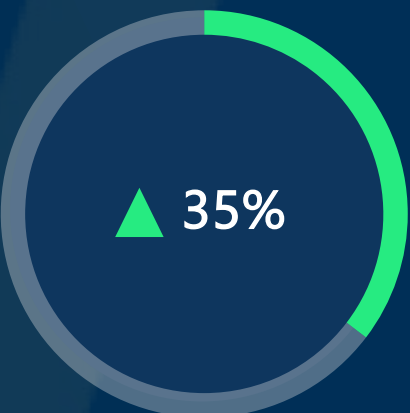
### LISTINGS



Apr 2018



Mar 2018

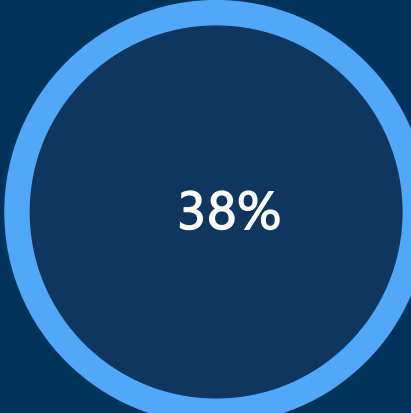


Apr 2017

In Vancouver West, the number of new listings for condos and townhouses in April 2018 was 509, a 26% increase compared to March 2018, when 405 homes were listed, and a 35% increase from the 376 properties listed last April.



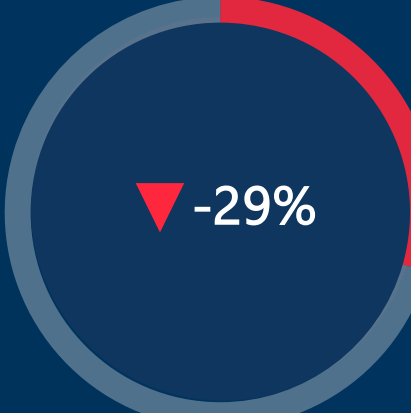
### SALES TO ACTIVE



Apr 2018



Mar 2018



Apr 2017

In Vancouver West, the sales-to-active listings ratio for condo and townhouses for April 2018 was 38%, a 10% decrease compared to March 2018, when the ratio was 48%, and a 29% decrease from the 68% ratio last April.



### SALES



Apr 2018



Mar 2018



Apr 2017

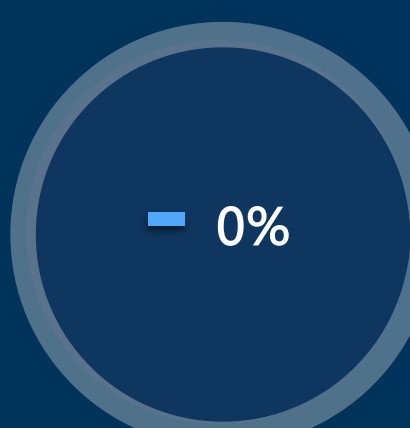
The number of condos and townhouses sold in Vancouver West in April 2018 was 194, a 1% decrease compared to March 2018, when 196 homes were sold, and a 24% decrease from the 254 properties sold last April.



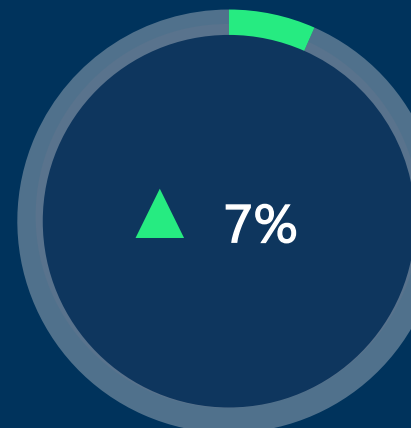
### PRICE



Apr 2018



Mar 2018



Apr 2017

In Vancouver West, the median sale price for condos and townhouses in April 2018 was \$837K, with insignificant changes compared to March 2018, when the median sale price was \$836K, and a 7% increase from the \$785K median sale price from last April.



# Market Type

## VANCOUVER WESTSIDE



Condos and Townhouses



Seller Market



Buyer Market



N/A\*



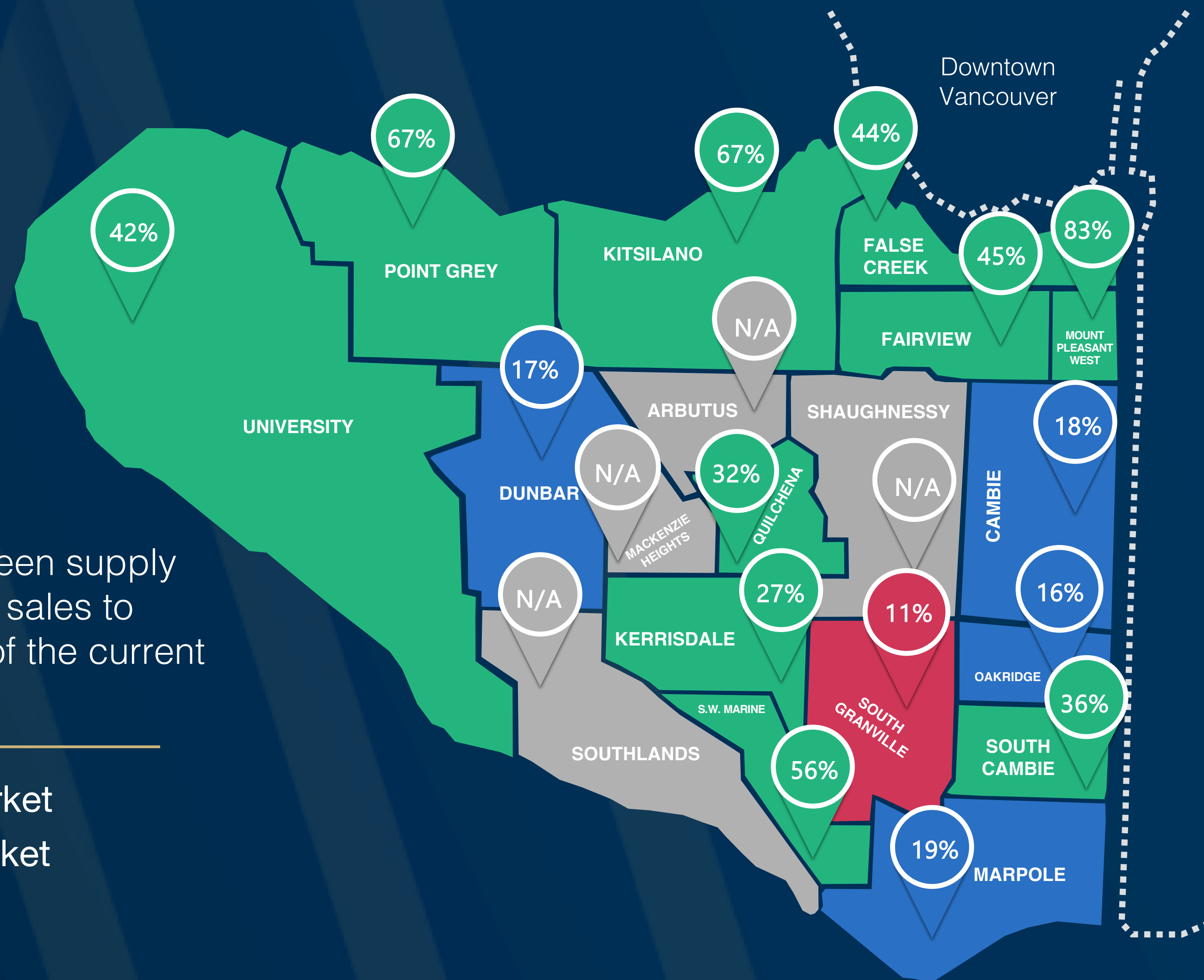
Balanced Market

## 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 Eastside

April 2018

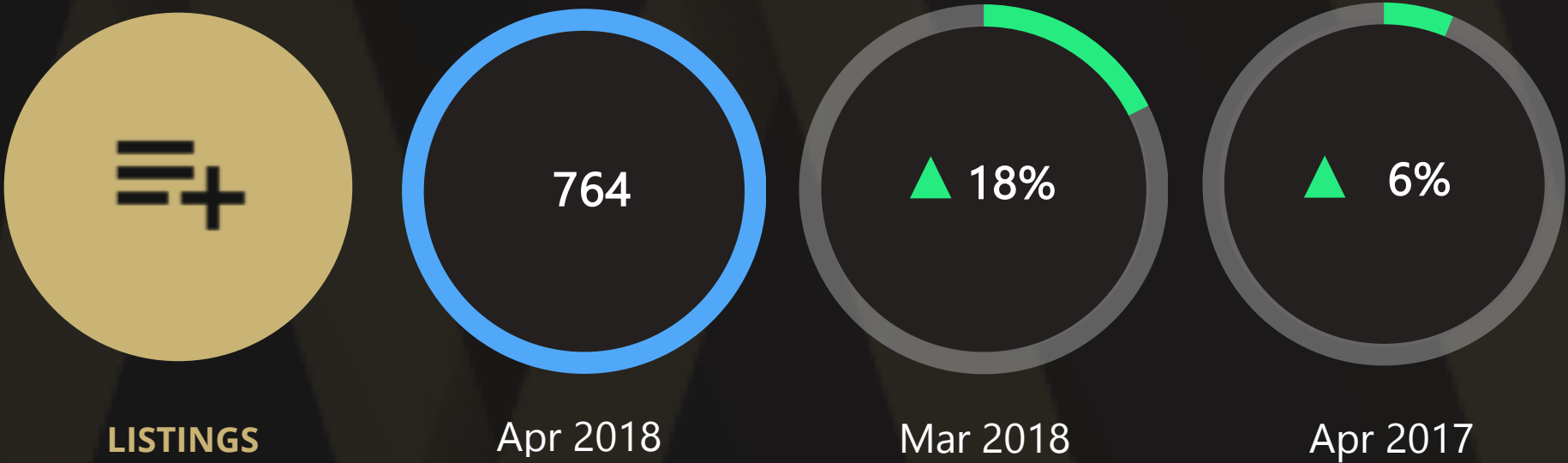


# VANCOUVER EASTSIDE

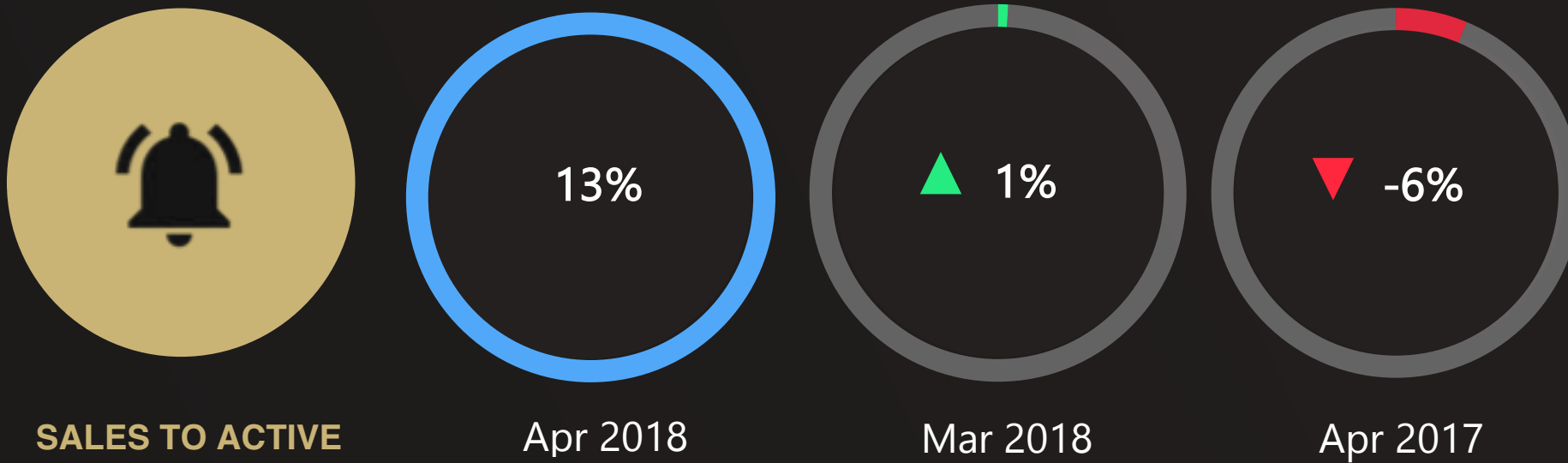
April 2018

 Detached and Houses

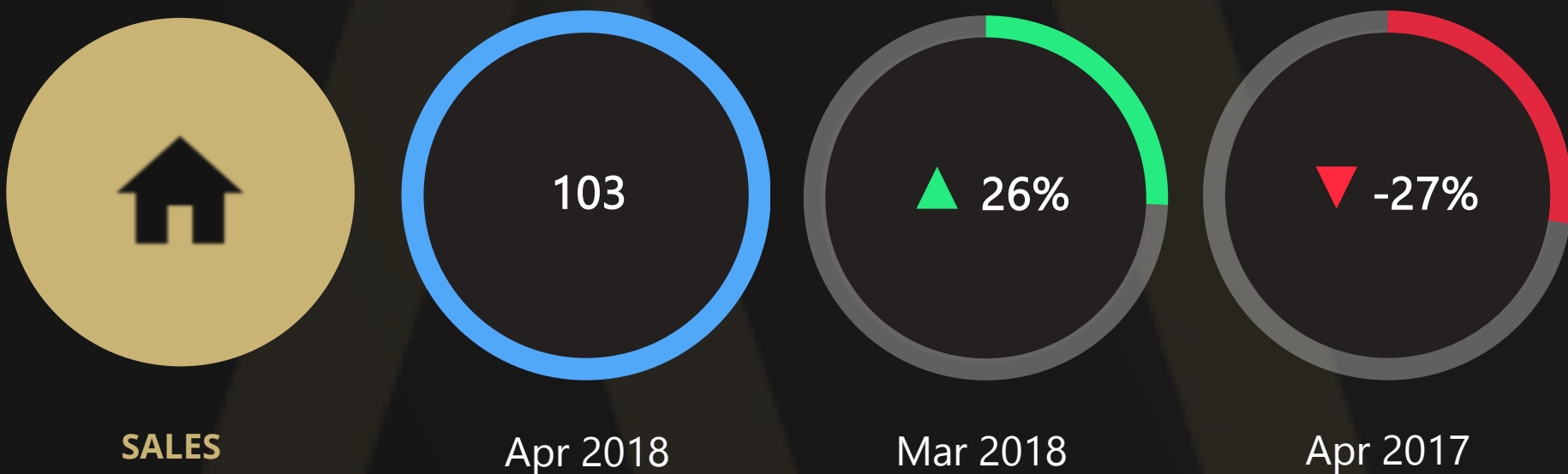
 CURRENT  UP  DOWN



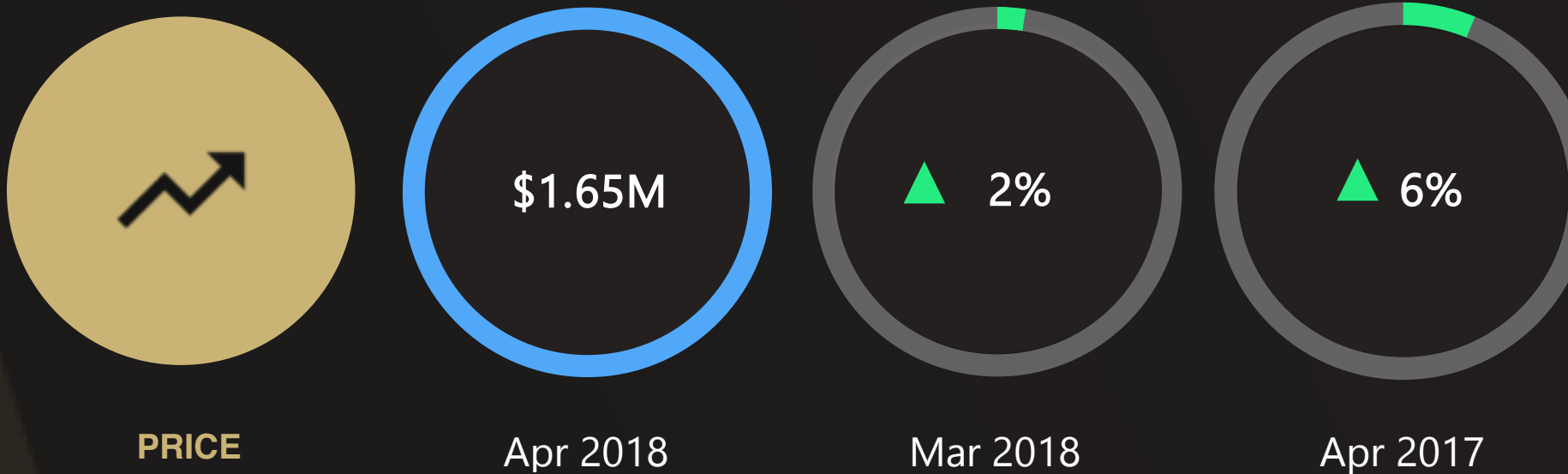
In Vancouver East, the number of new listings for detached properties in April 2018 was 764, a 18% increase compared to March 2018, when 650 homes were listed, and a 6% increase from the 719 properties listed last April.



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.



The number of houses sold in Vancouver East in April 2018 was 103, a 26% increase compared to March 2018, when 82 homes were sold, and a 27% decrease from the 142 properties sold last April.



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

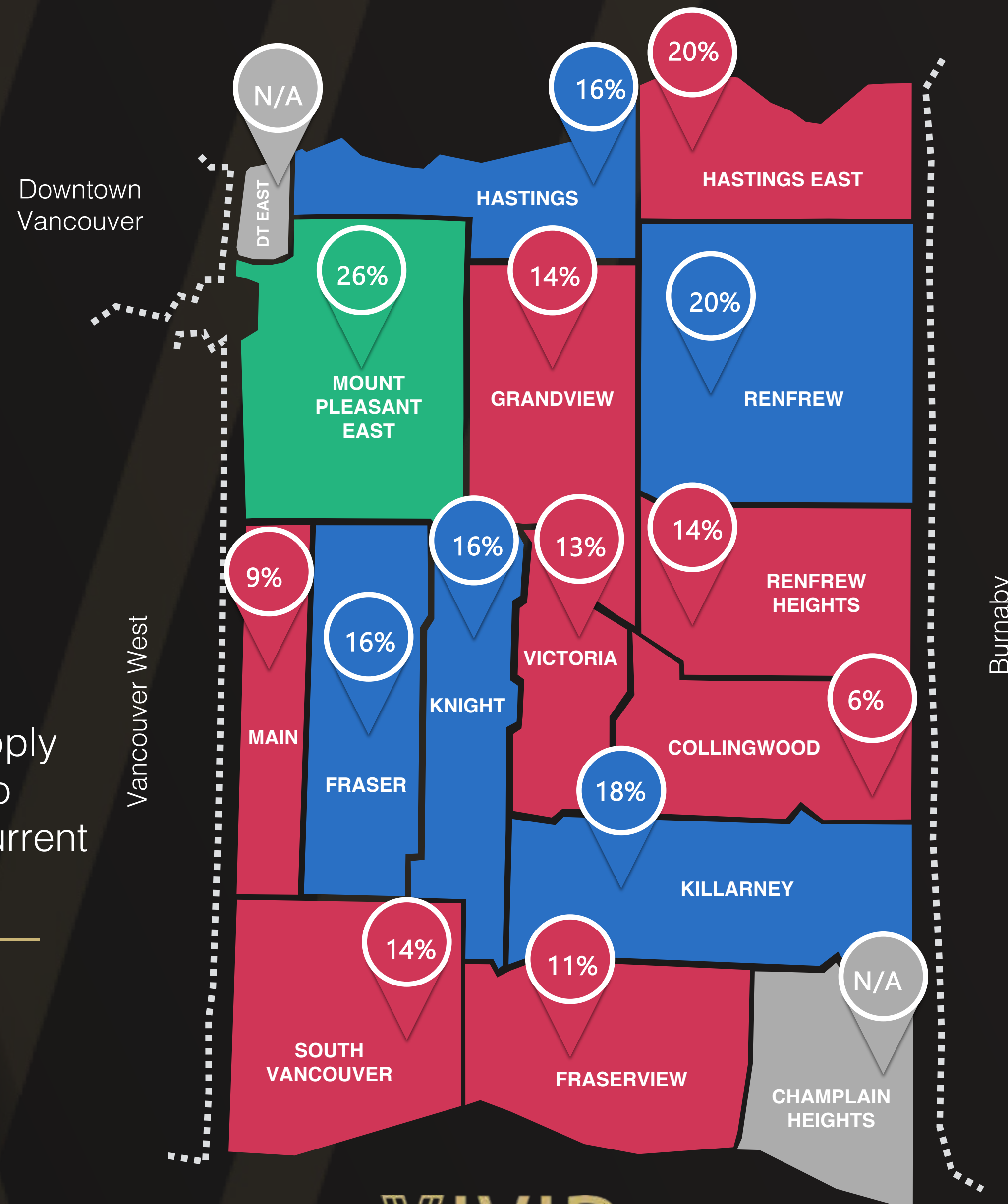
## VANCOUVER WESTSIDE

### 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



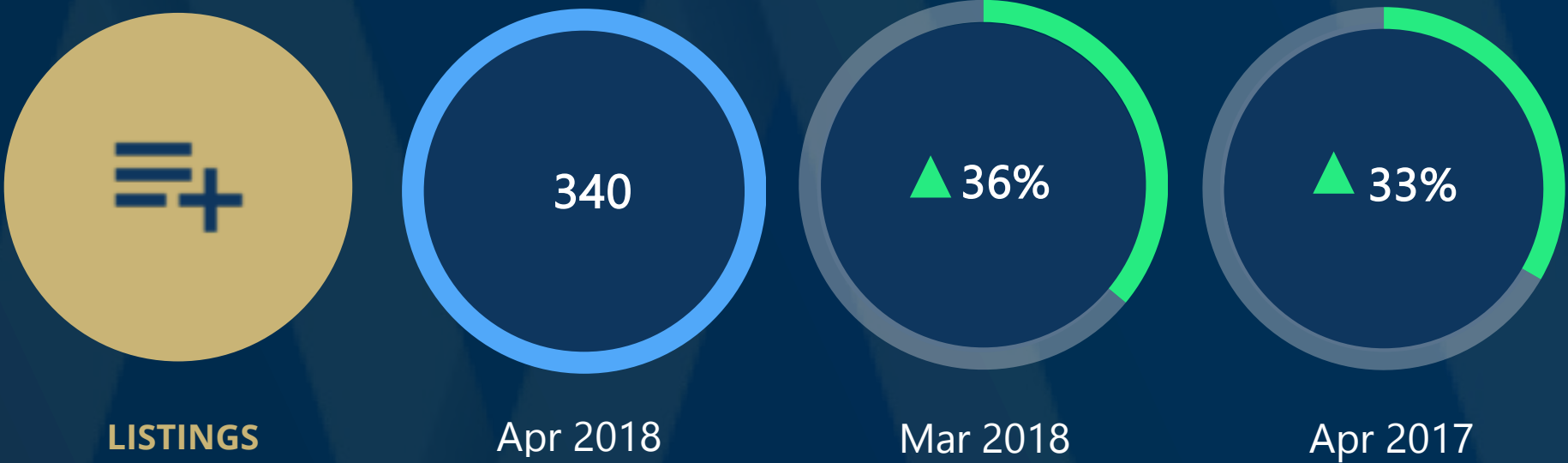
# VANCOUVER EASTSIDE

April 2018

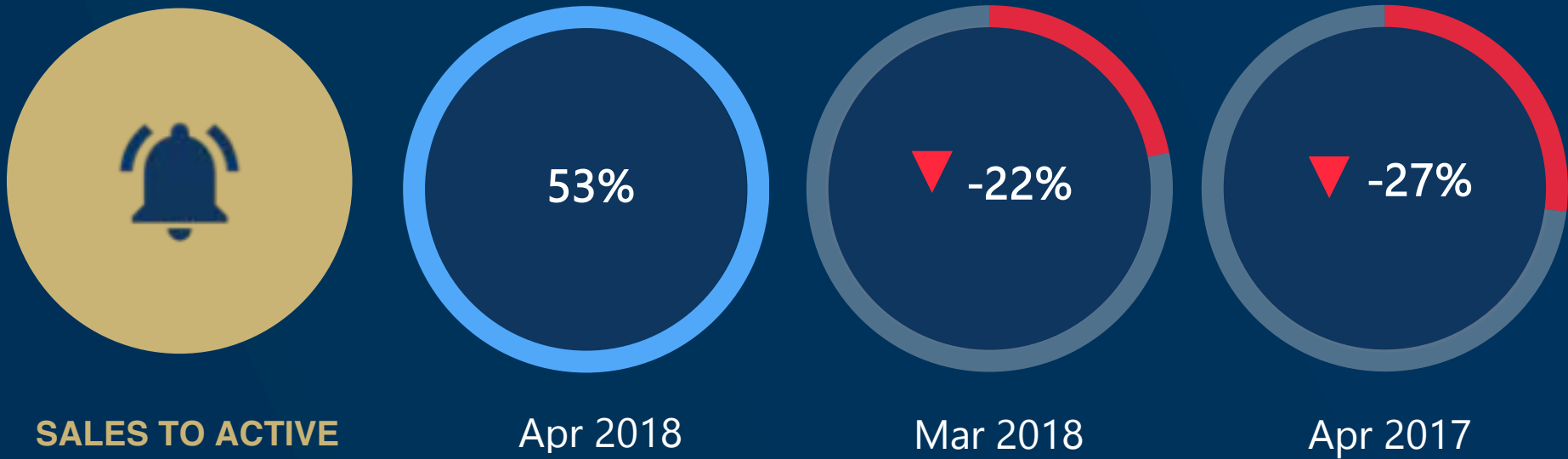


## Condos and Townhouses

CURRENT UP DOWN



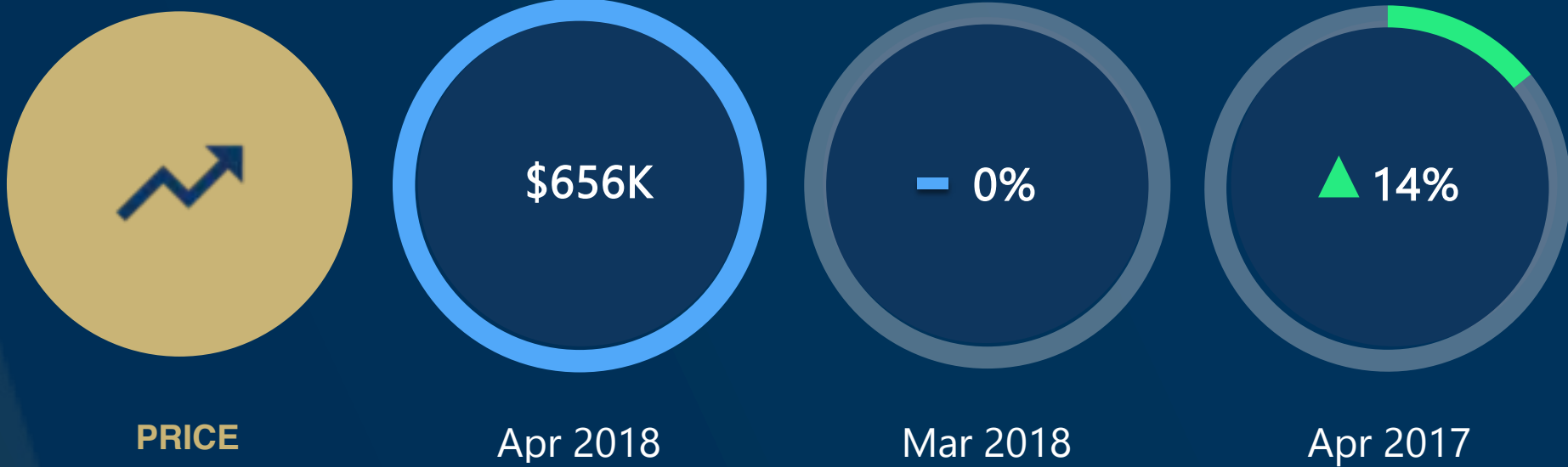
In Vancouver East, the number of new listings for condos and townhouses in April 2018 was 340, a 36% increase compared to March 2018, when 250 homes were listed, and a 33% increase from the 255 properties listed last April.



In Vancouver East, the sales-to-active listings ratio for condo and townhouses for April 2018 was 53%, a 22% decrease compared to March 2018, when the ratio was 75%, and a 27% decrease from the 80% ratio last April.



The number of condos and townhouses sold in Vancouver East in April 2018 was 180 , a 4% decrease compared to March 2018, when 187 homes were sold, and a 12% decrease from the 204 properties sold last April.



In Vancouver East, the median sale price for condos and townhouses in April 2018 was \$656K, with insignificant changes compared to March 2018, when the median sale price was \$655K, and a 14% increase from the \$574K median sale price from last April.

# Market Type

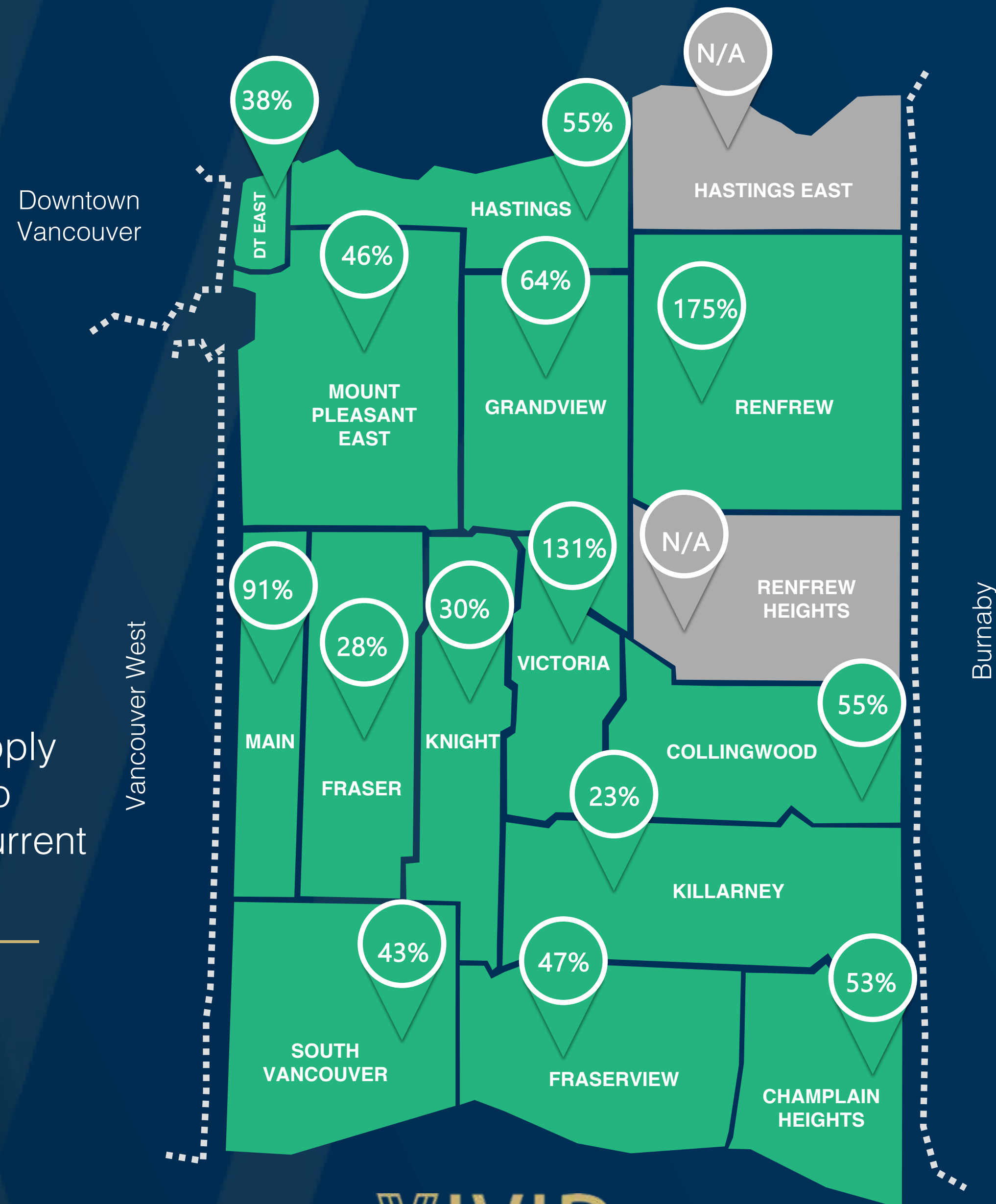
## VANCOUVER EASTSIDE

### 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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# North Vancouver

April 2018



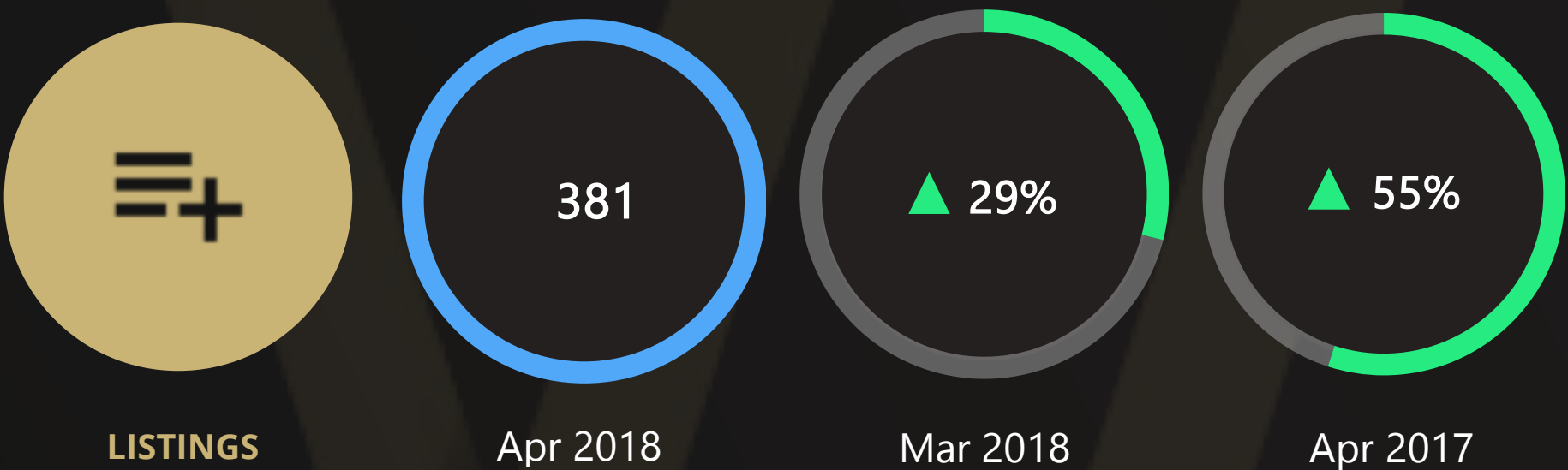


# NORTH VANCOUVER

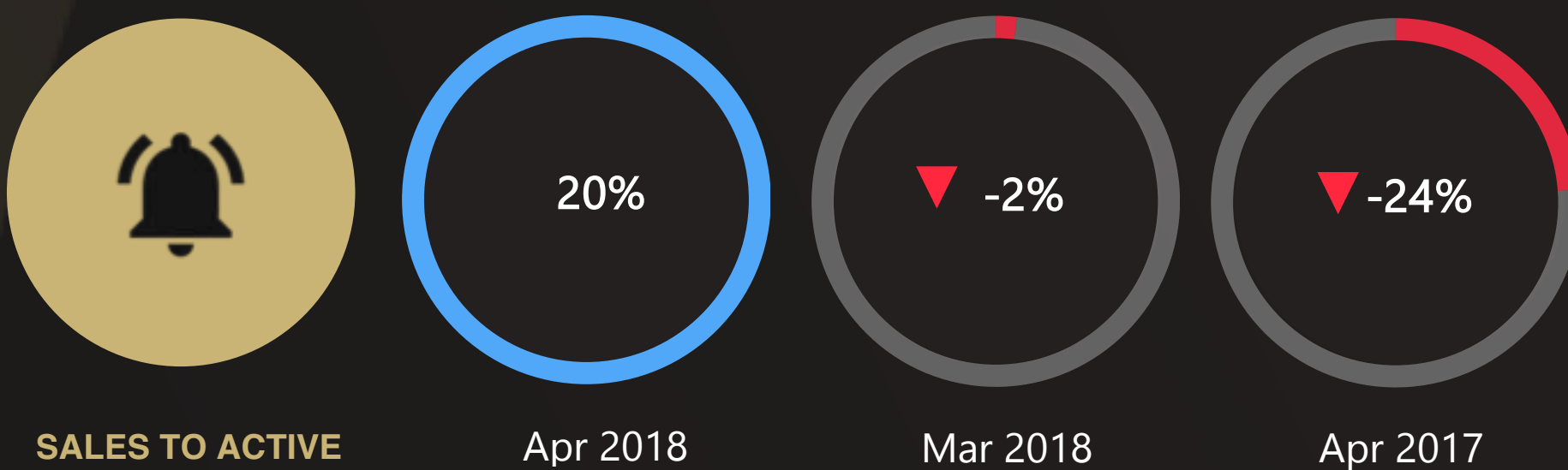
April 2018

 Detached and Houses

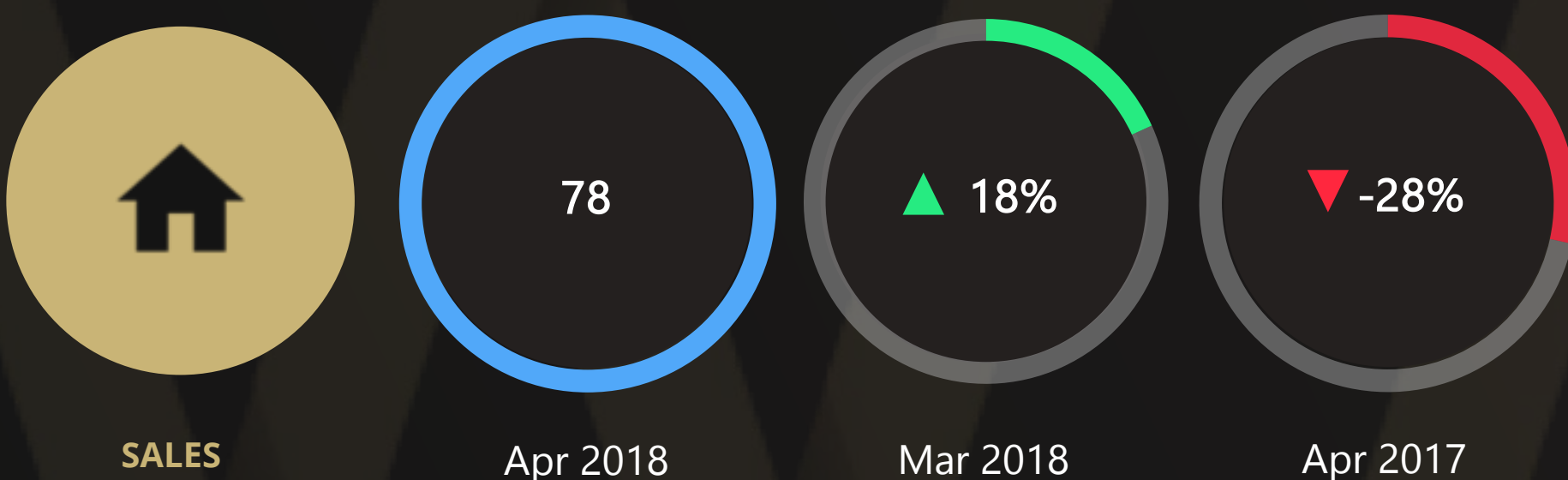
 CURRENT  UP  DOWN



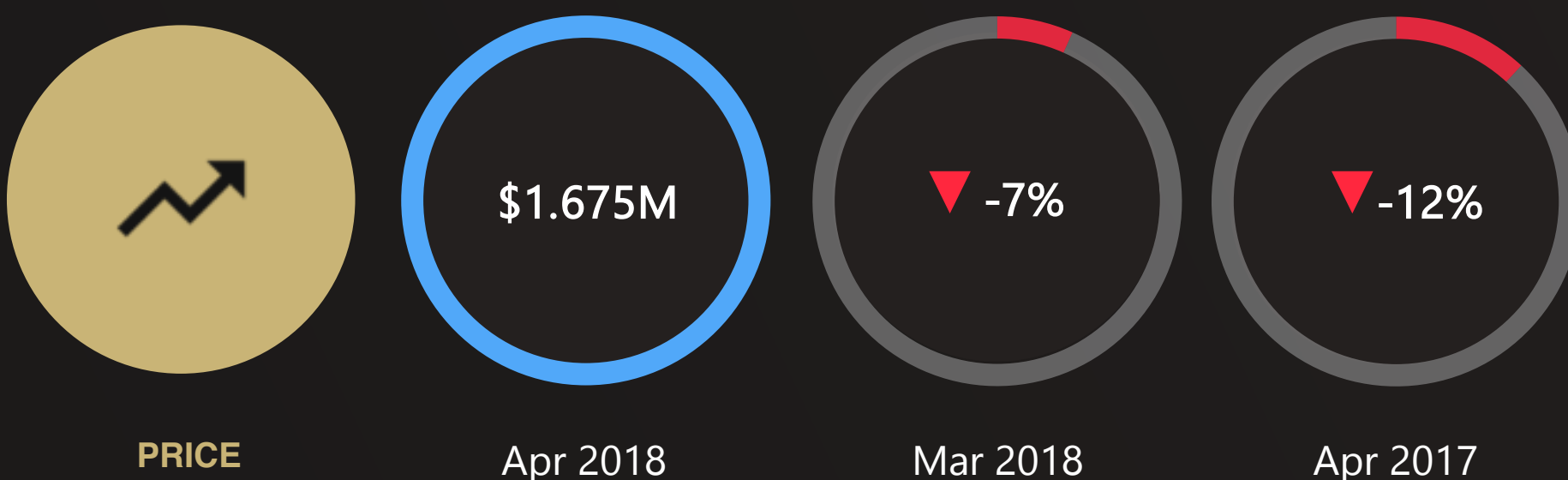
In North Vancouver, the number of new listings for detached properties in April 2018 was 381, a 29% increase compared to March 2018, when 296 homes were listed, and a 55% increase from the 246 properties listed last April.



In North Vancouver, the sales to active ratio for houses for April 2018 was 20%, a 2% decrease compared to March 2018, when the ratio was 22%, and a 24% decrease from the 44% ratio last April.



The number of houses sold in North Vancouver in April 2018 was 78, a 18% increase compared to March 2018, when 66 homes were sold, and a 28% decrease from the 109 properties sold last April.



In North Vancouver, the median sale price for houses in April 2018 was \$1.675M, a 7% decrease compared to March 2018, when the median sale price was \$1.795M, and a 12% decrease from the \$1.9M median sale price from last April.

# NORTH VANCOUVER

April 2018

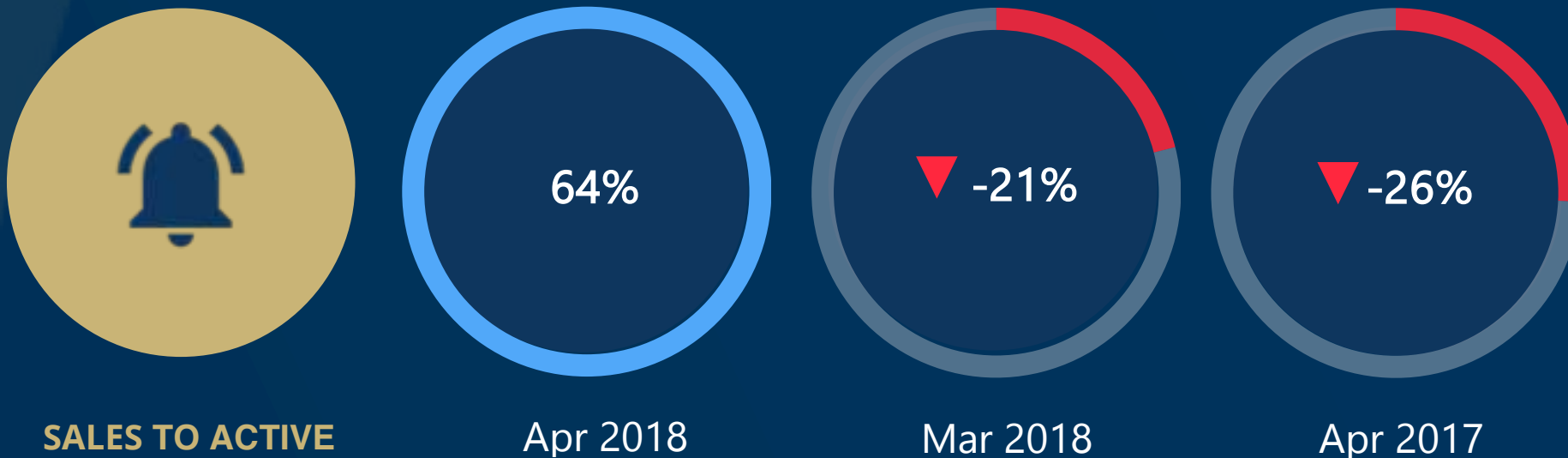


## Condos and Townhouses

CURRENT UP DOWN



In North Vancouver, the number of new listings for condos and townhouses in April 2018 was 213, a 24% increase compared to March 2018, when 172 homes were listed, and a 38% increase from the 154 properties listed last April.



In North Vancouver, the sales-to-active listings ratio for condo and townhouses for April 2018 was 64%, a 21% decrease compared to March 2018, when the ratio was 85%, and a 26% decrease from the 90% ratio last April.



The number of condos and townhouses sold in North Vancouver in April 2018 was 136, a 7% decrease compared to March 2018, when 146 homes were sold, and a 1% decrease from the 138 properties sold last April.



In North Vancouver, the median sale price for condos and townhouses in April 2018 was \$714K, with insignificant changes compared to March 2018, when the median sale price was \$715K, and a 7% increase from the \$665.5K median sale price from last April.

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# West Vancouver

April 2018



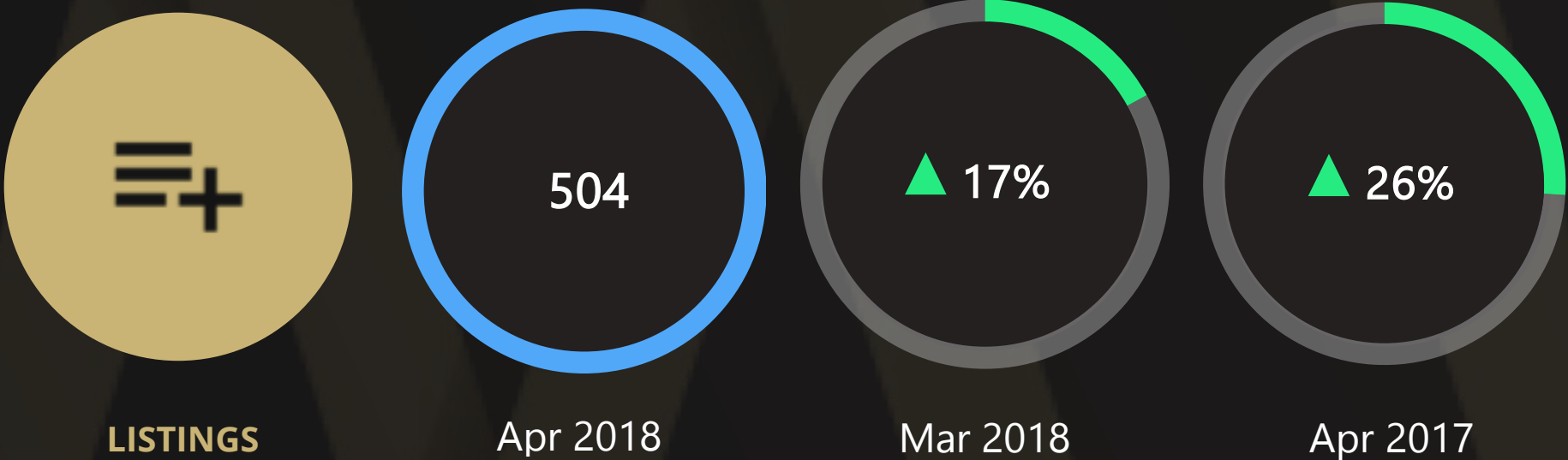


# WEST VANCOUVER

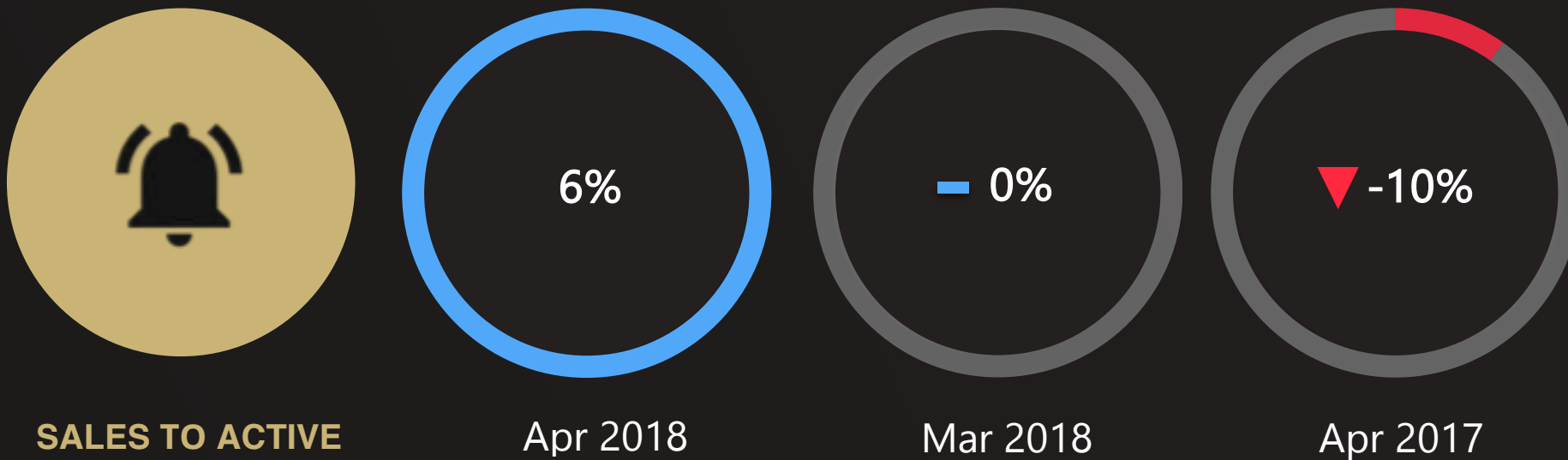
April 2018

 Detached and Houses

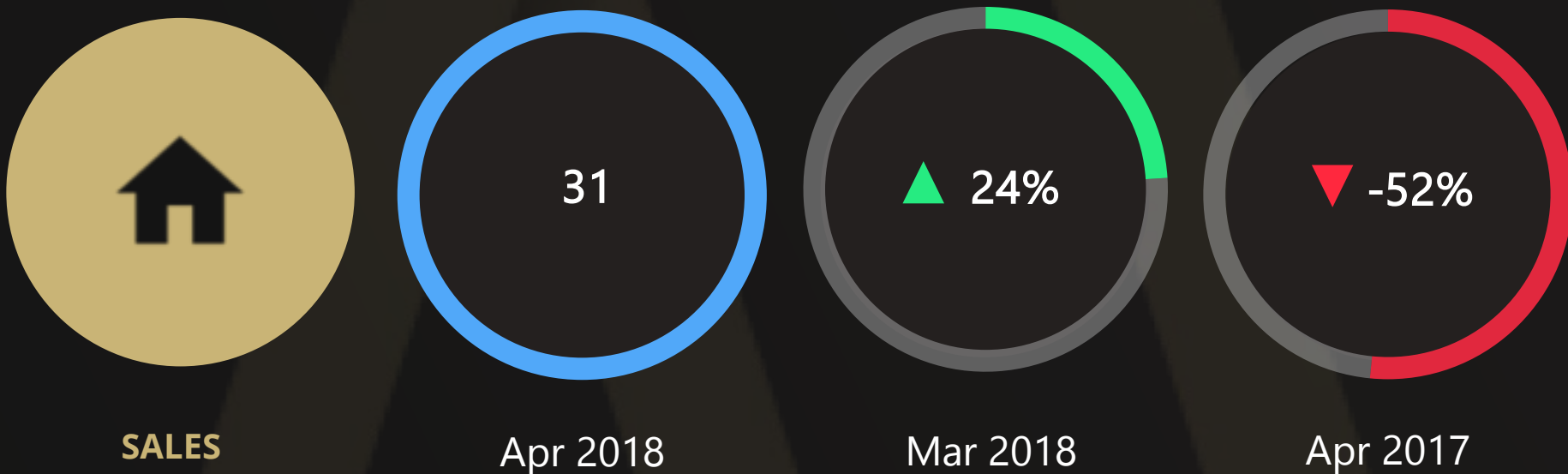
 CURRENT  UP  DOWN



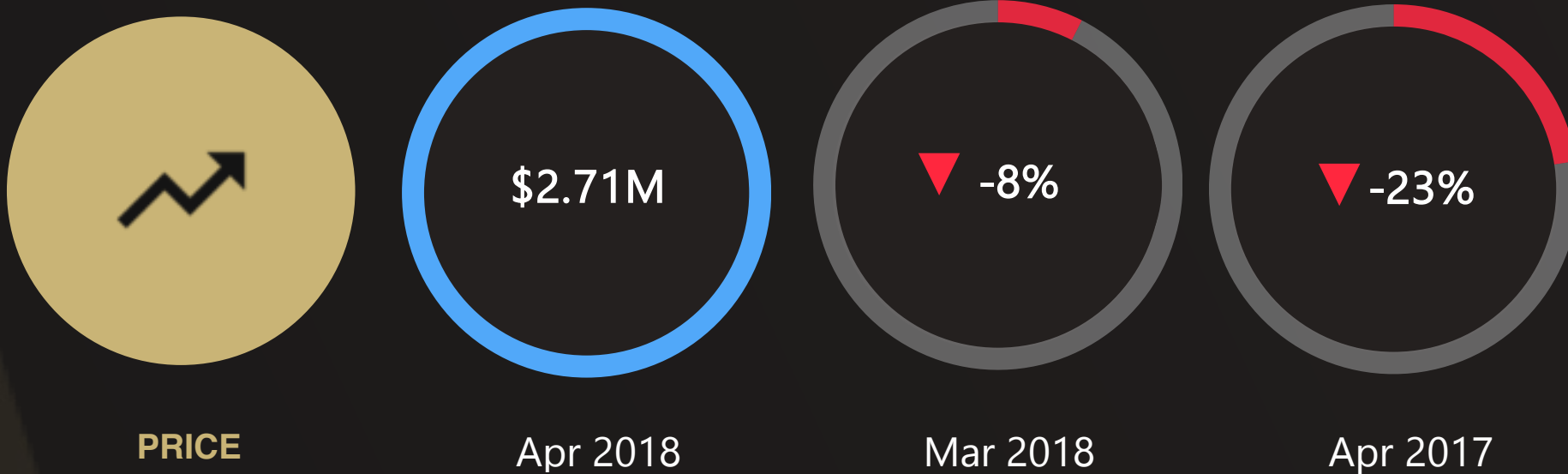
In West Vancouver houses, the number of new listings for residential properties in April 2018 was 504, a 17% increase compared to March 2018, when 431 homes were listed, and a 26% increase from the 399 properties listed last April.



In West Vancouver, the sales to active ratio for houses for April 2018 was 6%, no changes compared to March 2018, when the ratio was 6%, and a 10% decrease from the 16% ratio last April.



The number of houses sold in West Vancouver in April 2018 was 31, a 24% increase compared to March 2018, when 25 homes were sold, and a 52% decrease from the 64 properties sold last April.



In West Vancouver, the median sale price for houses in April 2018 was \$2.71M, a 8% decrease compared to March 2018, when the median sale price was \$2.93M, and a 23% decrease from the \$3.5M median sale price from last April.

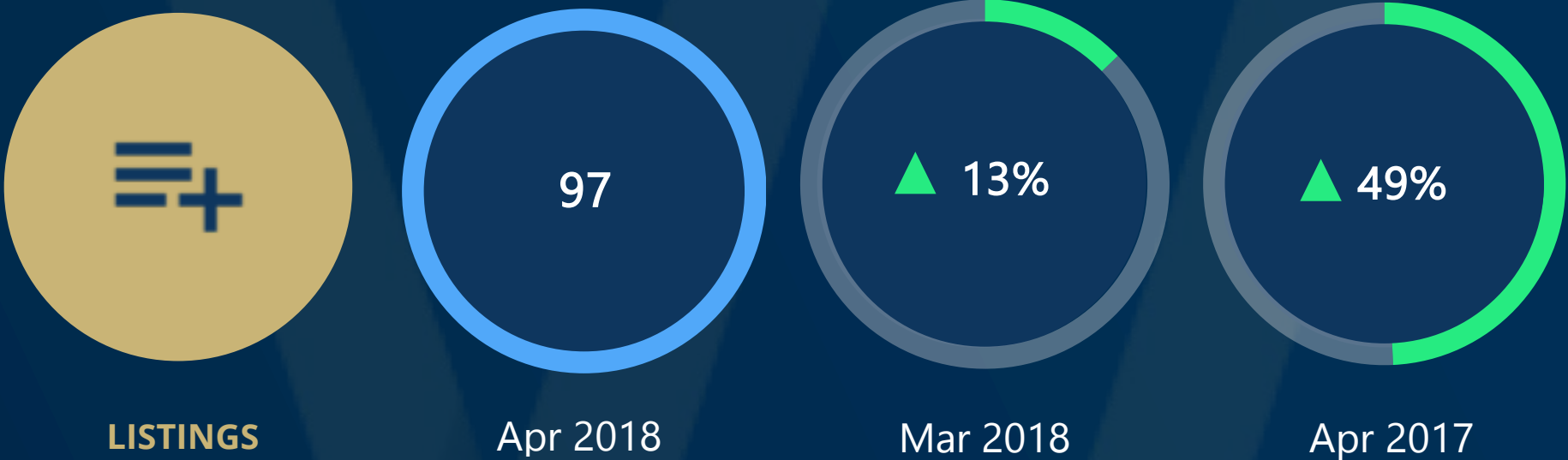
# WEST VANCOUVER

April 2018

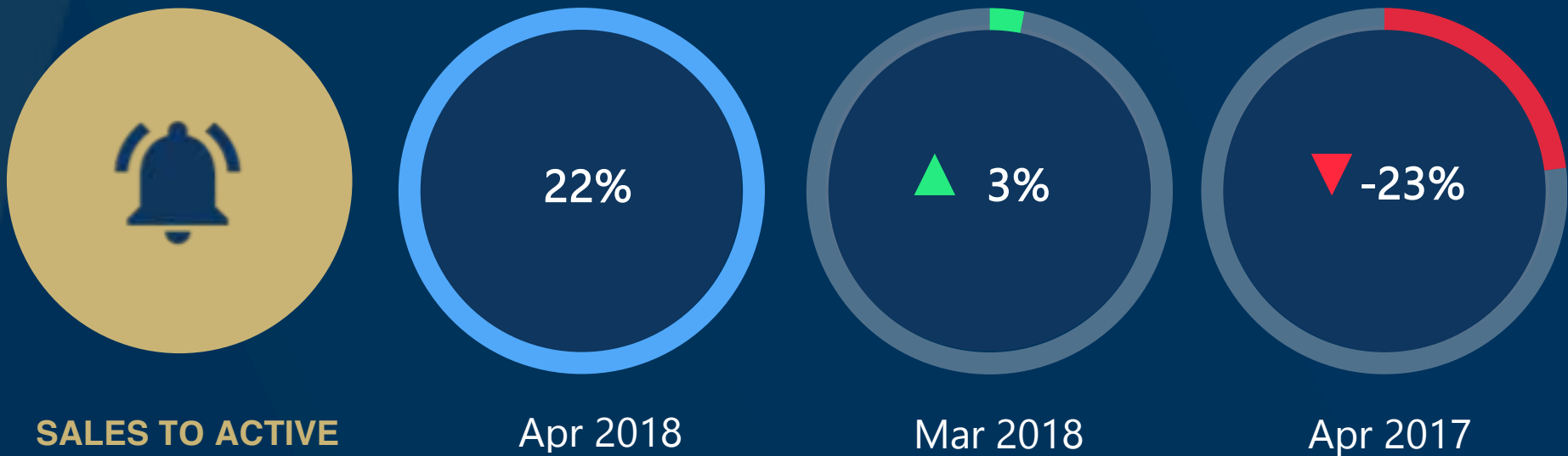


## Condos and Townhouses

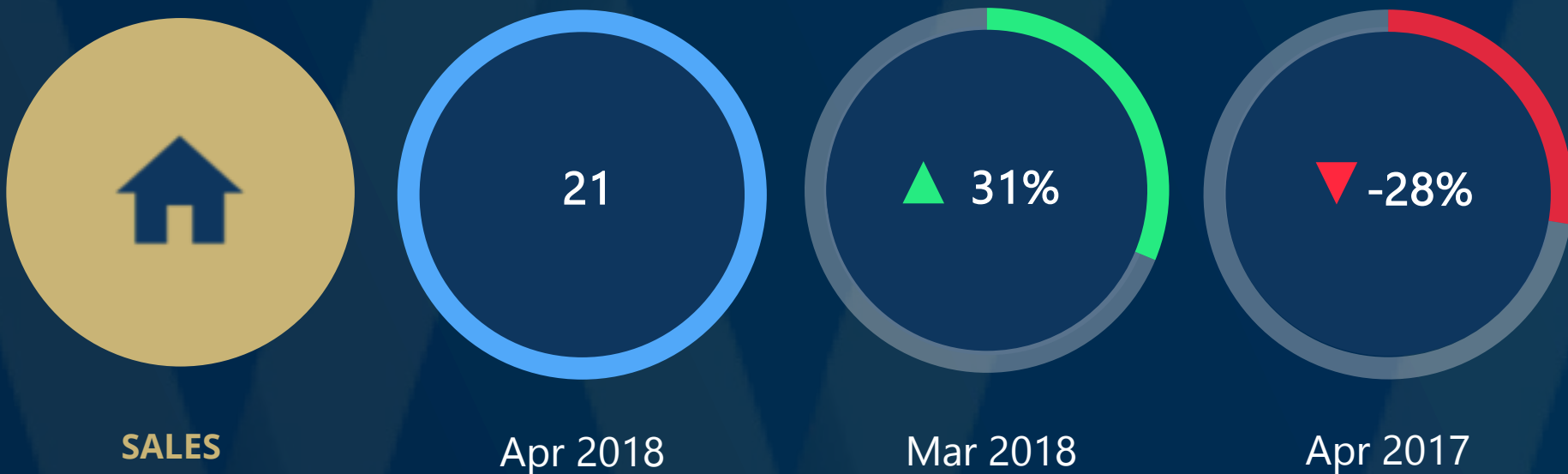
CURRENT UP DOWN



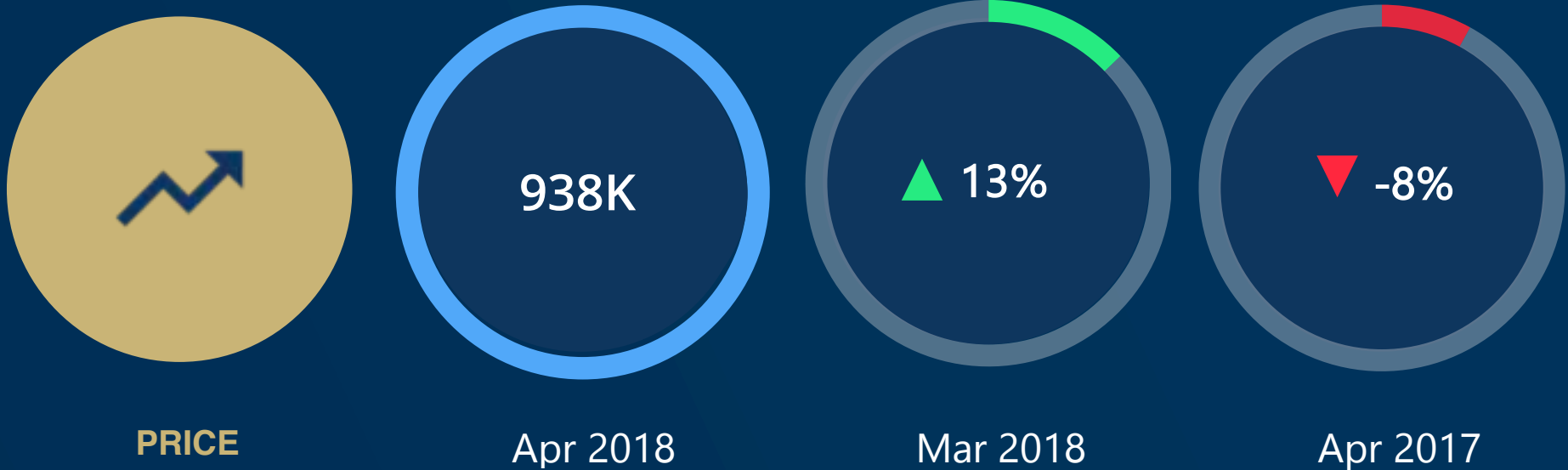
In West Vancouver, the number of new listings for condos and townhouses in April 2018 was 97, a 13% increase compared to March 2018, when 86 homes were listed, and a 49% increase from the 65 properties listed last April.



In West Vancouver, the sales-to-active listings ratio for condos and townhouses for April 2018 was 22%, a 3% increase compared to March 2018, when the ratio was 19%, and a 23% decrease from the 45% ratio last April.



The number of condos and townhouses sold in West Vancouver in April 2018 was 21 , a 31% increase compared to March 2018, when 16 homes were sold, and a 28% decrease from the 29 properties sold last April.



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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