

SIMPLE.
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EFFECTIVE.



VIVID

REAL ESTATE

By Amir Joharifard

Market Update

April 2019

Areas

GREATER VANCOUVER
DOWNTOWN VANCOUVER

VANCOUVER WESTSIDE
VANCOUVER EASTSIDE

NORTH VANCOUVER
WEST VANCOUVER

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Greater Vancouver

April 2019

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By Amin Sabarwal

21 CENTURY 21.
In Town Realty

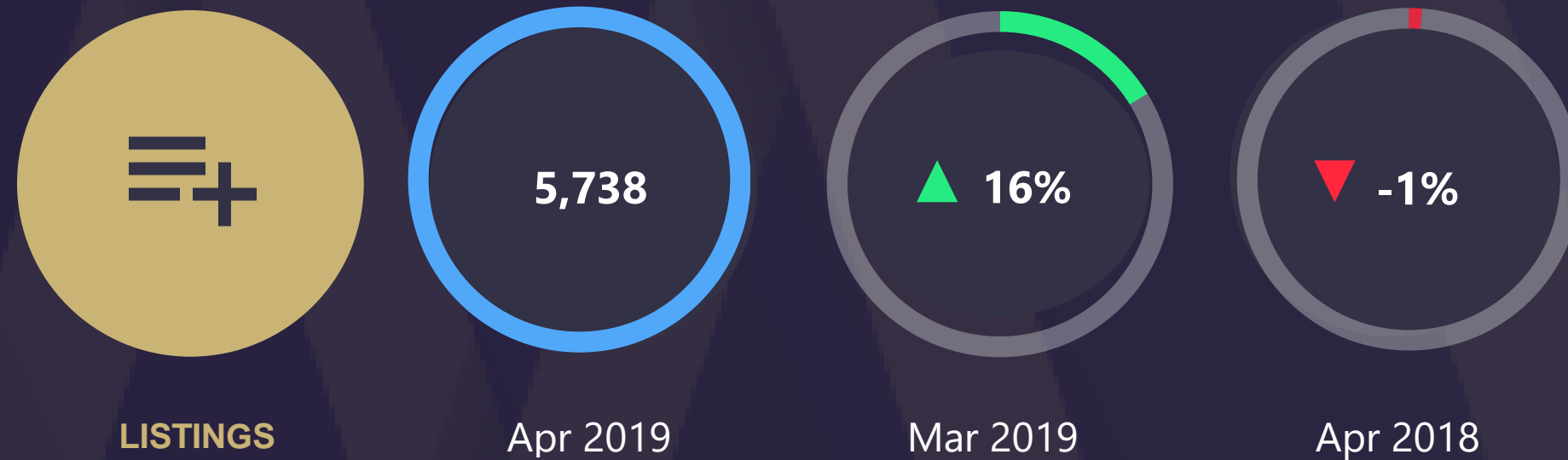
GREATER VANCOUVER

April, 2019

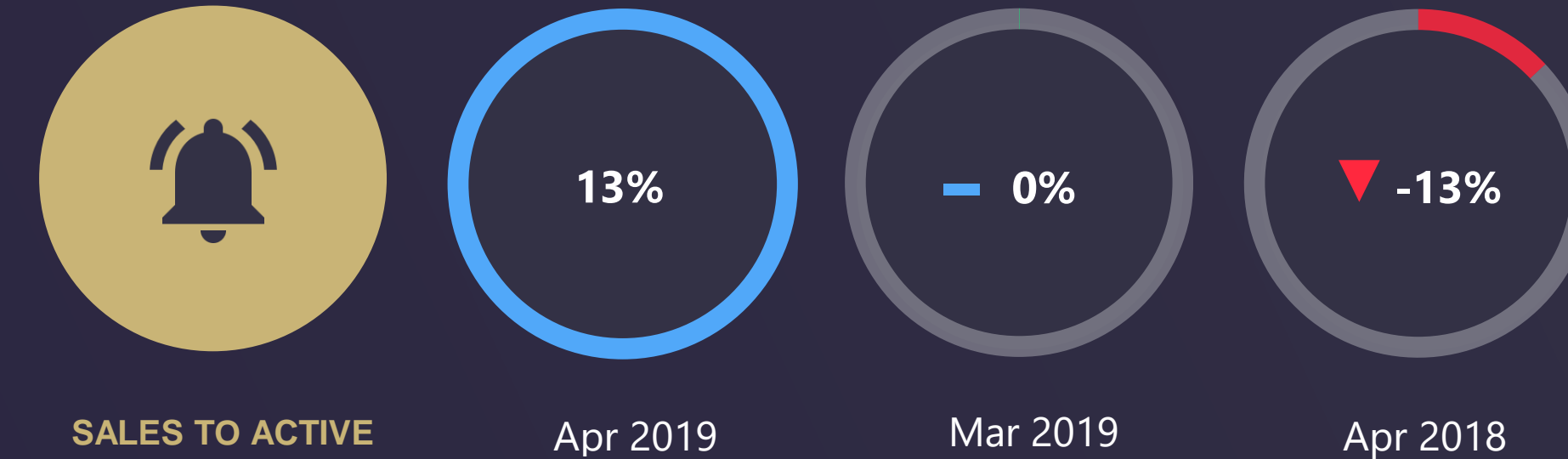


Detached and Attached Homes

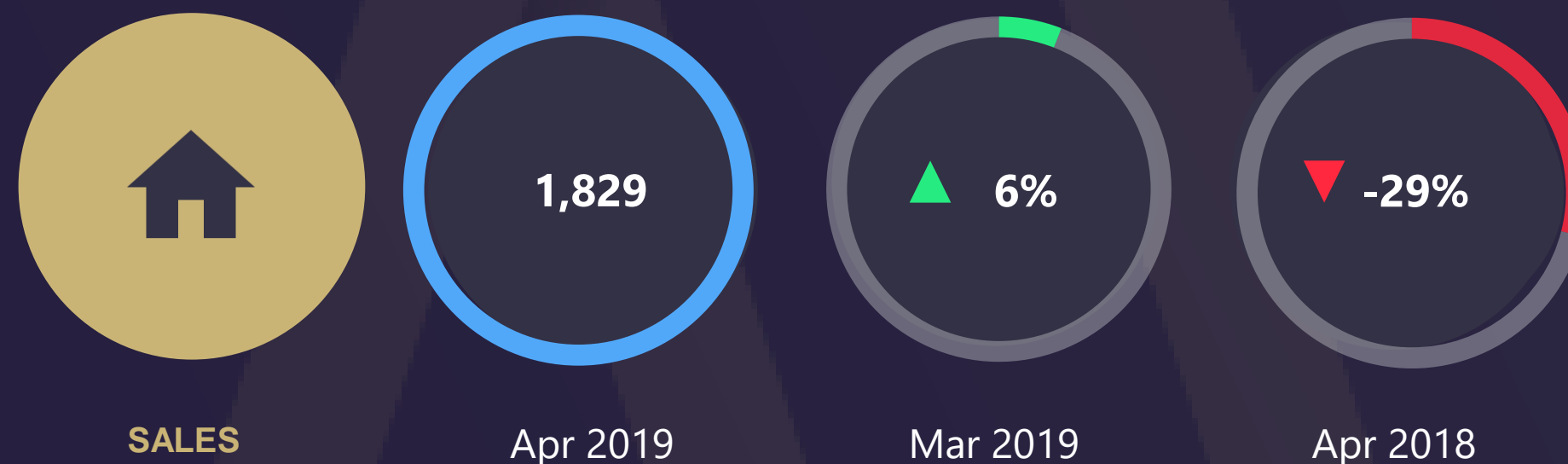
● CURRENT ● UP ● DOWN



In Greater Vancouver, the number of new listings for residential properties in April 2019 was 5,738, a 16% increase compared to March 2019, when 4,936 homes were listed, and a 1% decrease from the 5,809 properties listed last April.



In Greater Vancouver, the sales-to-active listings ratio for residential properties for April 2019 was 13%, with no changes compared to March, and a 13% decrease from the 26% ratio last April.



The number of residential properties sold in Greater Vancouver in April 2019 was 1,829, a 6% increase compared to March 2019, when 1,727 homes were sold, and a 29% decrease from the 2,575 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.

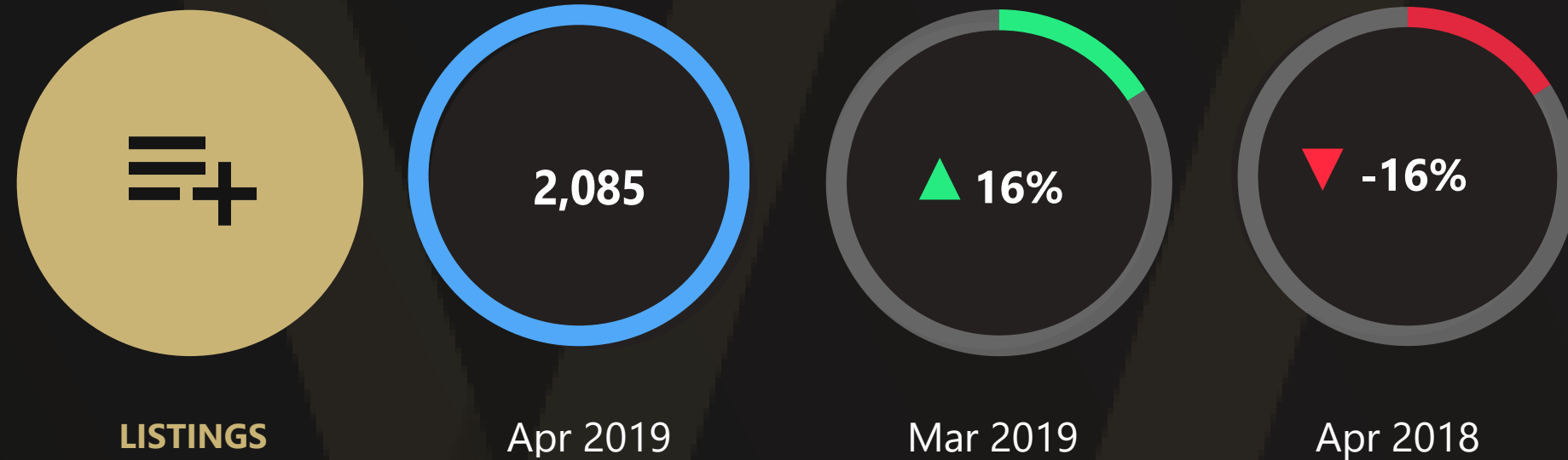
GREATER VANCOUVER

April, 2019



Detached and Houses

● CURRENT ● UP ● DOWN



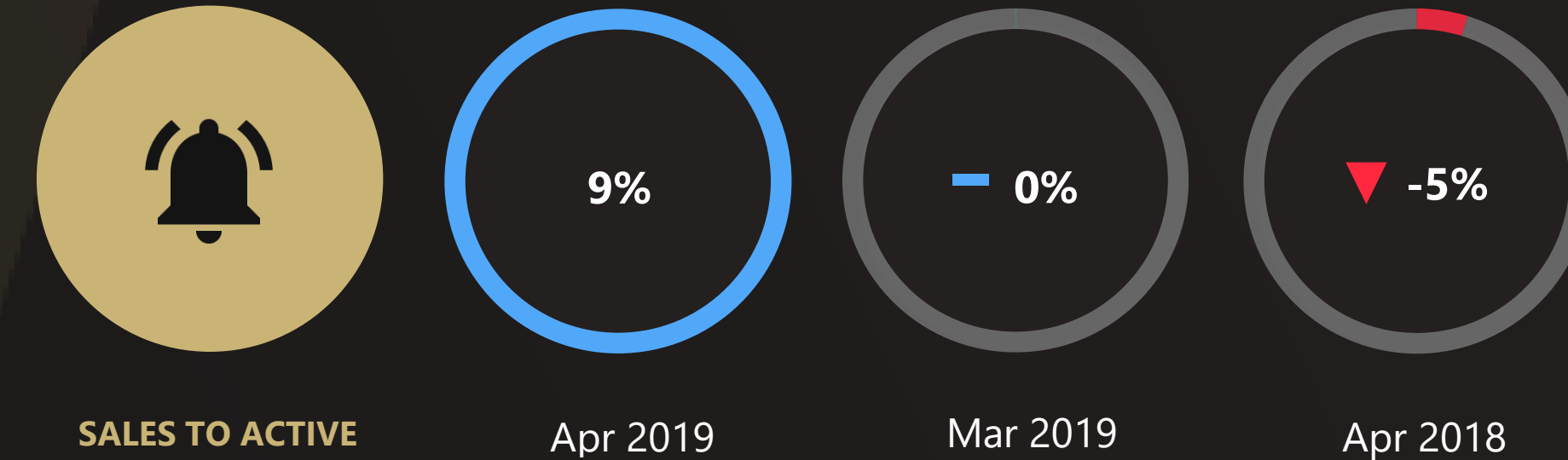
LISTINGS

Apr 2019

Mar 2019

Apr 2018

In Greater Vancouver, the number of new listings for detached properties in April 2019 was 2,085 a 16% increase compared to March 2019, when 1,798 homes were listed, and a 16% decrease from the 2,479 properties listed last April.



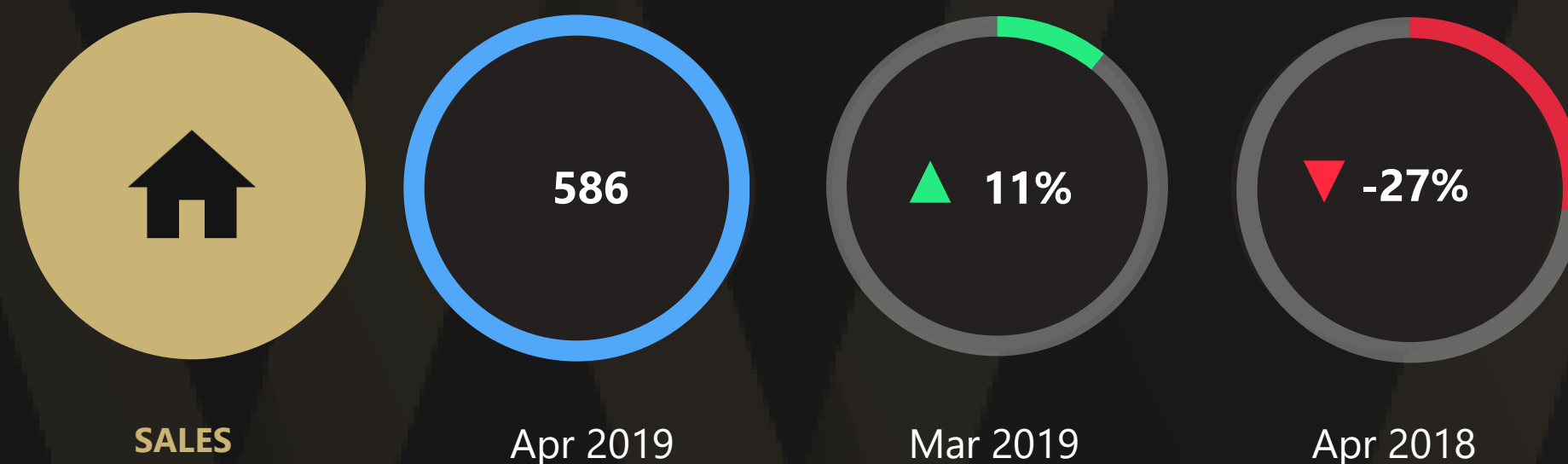
SALES TO ACTIVE

Apr 2019

Mar 2019

Apr 2018

In Greater Vancouver, the sales-to-active listings ratio for detached properties for April 2019 was 9%, no changes compared to March 2019, and a 5% decrease from the 14% ratio last April.



SALES

Apr 2019

Mar 2019

Apr 2018

The number of houses sold in Greater Vancouver in April 2019 was 586, a 11% increase compared to March 2019, when 529 homes were sold, and a 27% decrease from the 803 properties sold last April.

Facts

The Average days on Market for Greater Vancouver detached properties in April 2019 was 52 days, a 6% increase in comparison to 46 days in March 2019. The average price per square foot for Greater Vancouver detached properties in April 2019 was \$597, a 1% decrease in comparison to \$605 per square foot in March 2019.

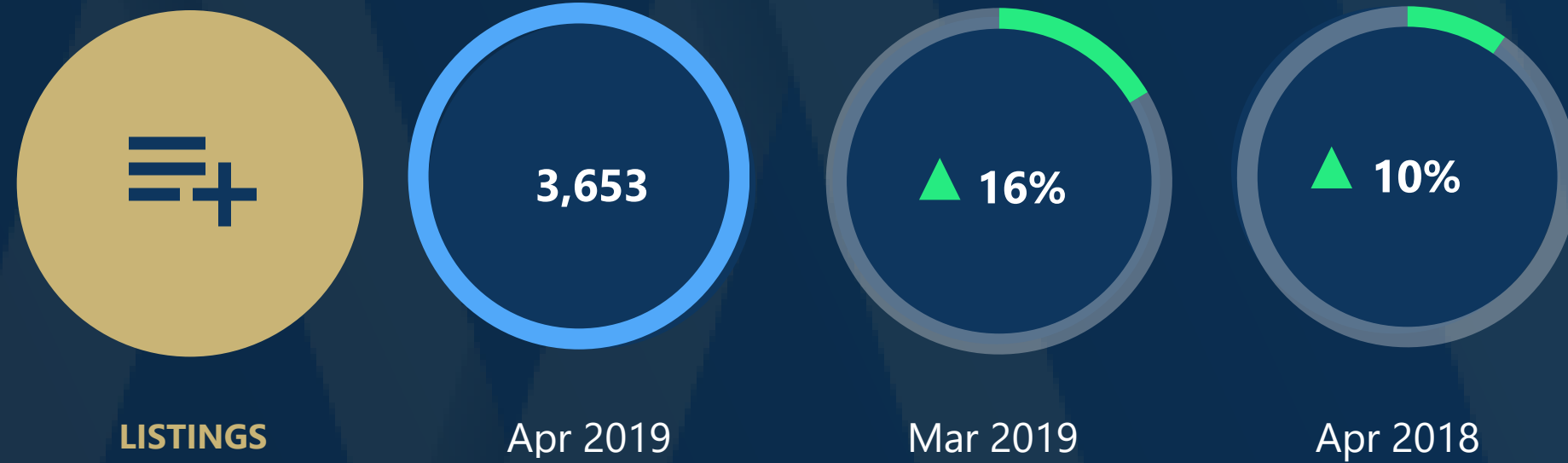
GREATER VANCOUVER

April, 2019

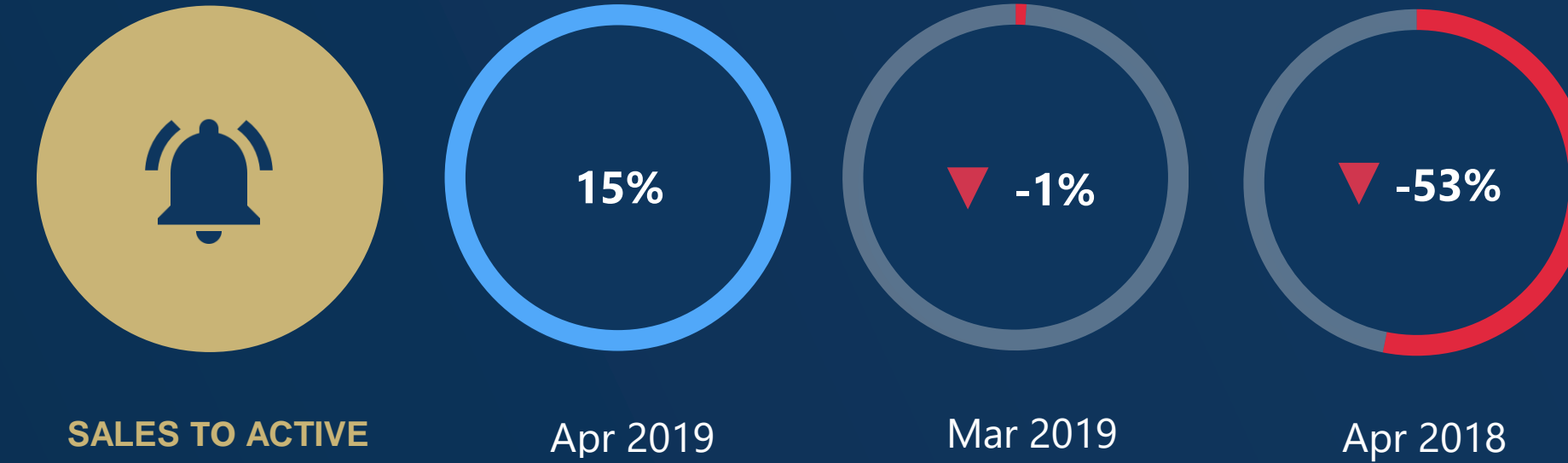


Condos and Townhouses

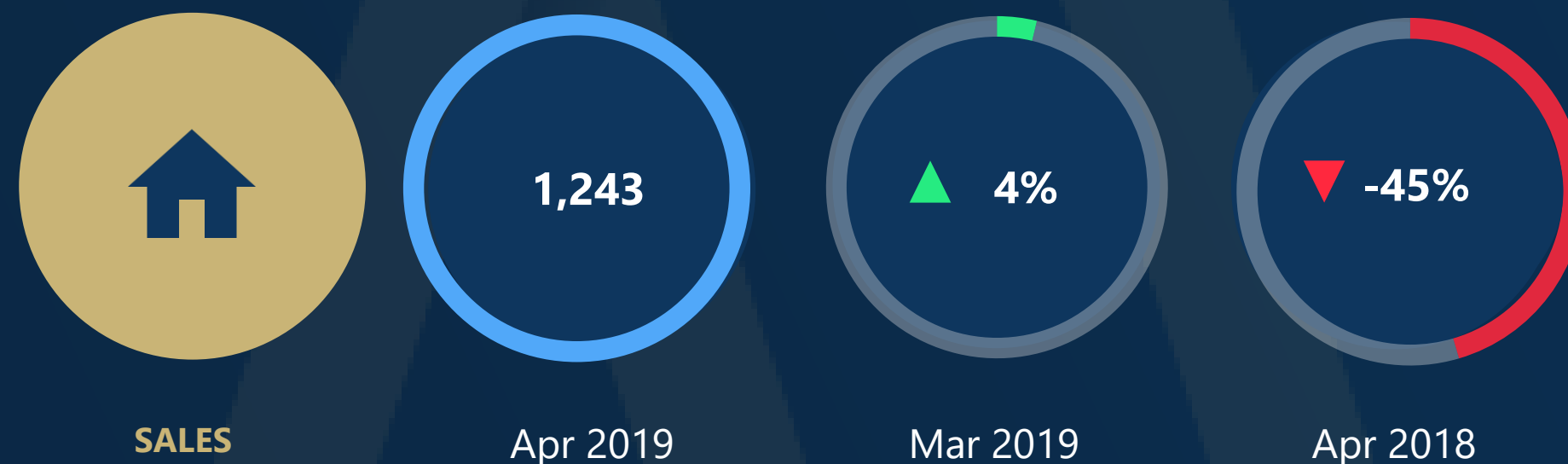
● CURRENT ● UP ● DOWN



In Greater Vancouver, the number of new listings for attached properties in April 2019 was 3,653, a 16% increase compared to March 2019, when 3,138 homes were listed, and a 10% increase from the 3,330 properties listed last April.



In Greater Vancouver, the sales-to-active listings ratio condos and townhouse in April 2019 was 15%, a 1% decrease compared to March 2019, when the ratio was 16%, and a 53% decrease from the 68% ratio last April.



The number of condos and townhouses sold in Greater Vancouver condos in April 2019 was 1,243, a 4% increase compared to March 2019, when 1,198 homes were sold, and a 45% decrease from the 2,279 properties sold last April.

Facts

The average days on the market for Greater Vancouver condos in April 2019 was 33 days, while for townhouses it was 33 days. The average price per square foot for Greater Vancouver condos was \$769 in March 2019, whereas for townhouses it was \$582 per square foot.

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Downtown Vancouver

April 2019

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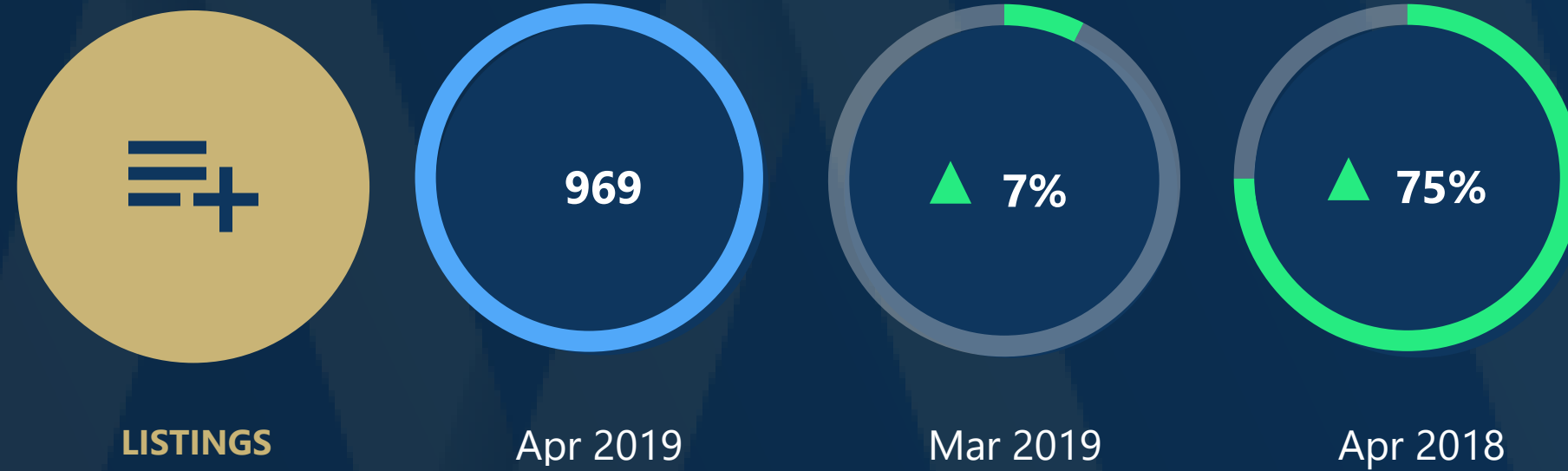
DOWNTOWN VANCOUVER

April, 2019

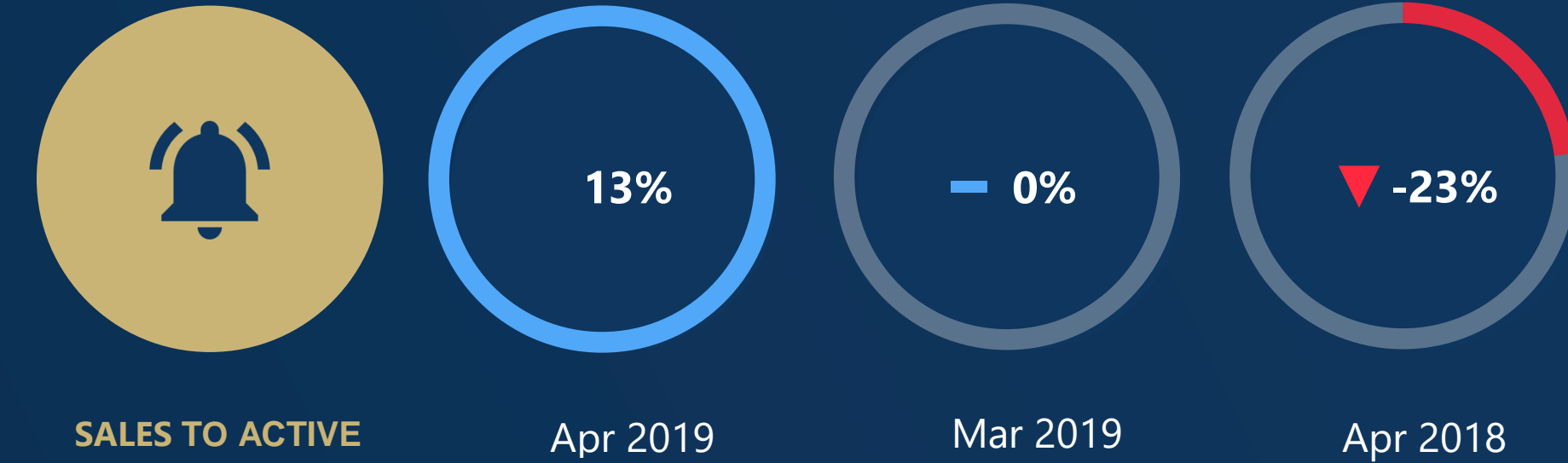


Condos and Townhouses

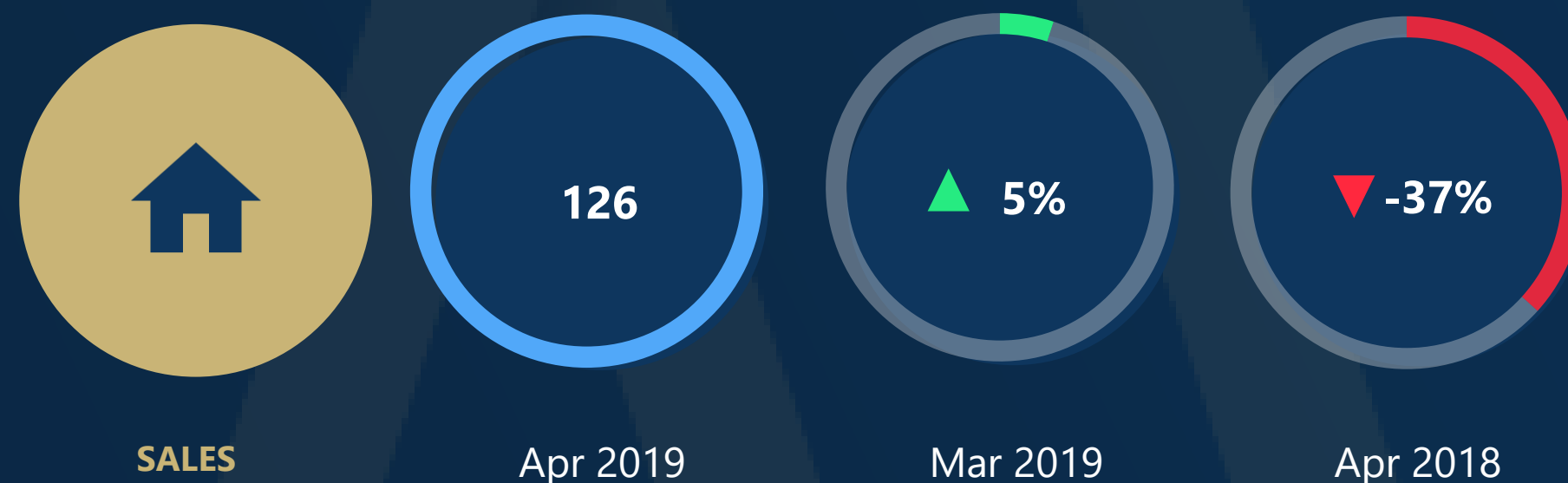
● CURRENT ● UP ● DOWN



In Downtown Vancouver, the number of new listings for condo and townhouses in April 2019 was 969, a 7% increase compared to March 2019, when 905 homes were listed, and a 75% increase from the 554 properties listed last April.



In Downtown Vancouver, the sales-to-active listings ratio for condos and townhouses for April 2019 was 13%, no changes compared to March 2019 and a 23% decrease from the 36% ratio last April.



The number of condos and townhouses sold in Downtown Vancouver in April 2019 was 126, a 5% increase compared to March 2019, when 120 homes were sold, and a 37% decrease from the 199 properties sold last April.



In Downtown Vancouver, the average sale price for condos and townhouses in April 2019 was \$740K, a 4% decrease compared to March 2019, when the average sale price was \$770K, and a 12% decrease from the \$840K average sale price from last April.

Market Type

DOWNTOWN VANCOUVER

April, 2019



Condos and Townhouses

● Seller Market

● Buyer Market

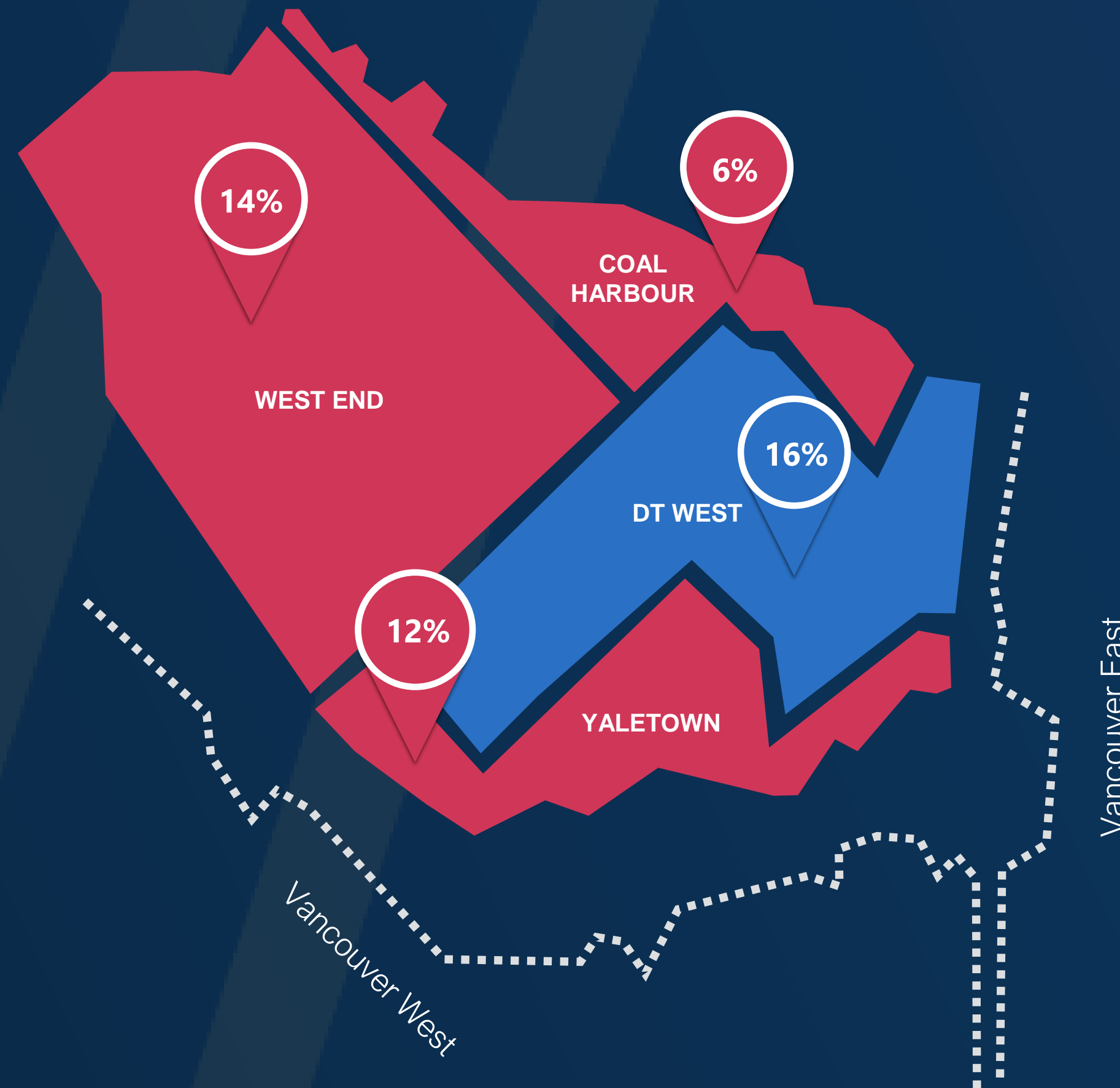
● N/A*

● 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

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VANCOUVER WESTSIDE

April, 2019

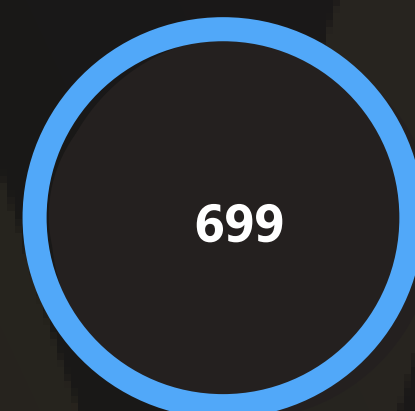


Detached and Houses

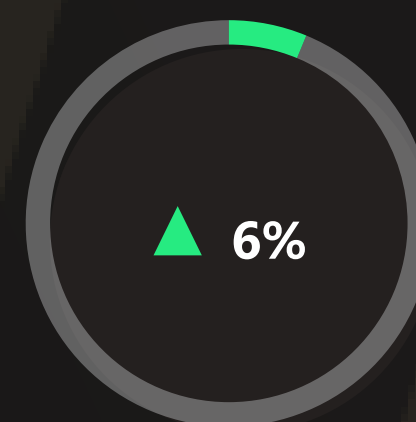
● CURRENT ● UP ● DOWN



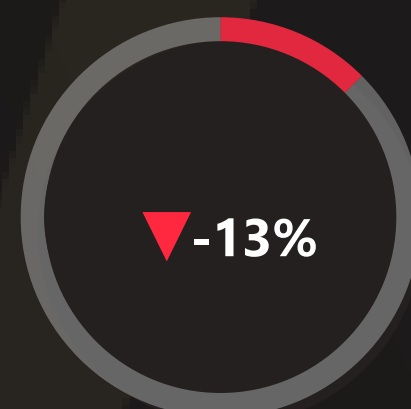
LISTINGS



Apr 2019



Mar 2019

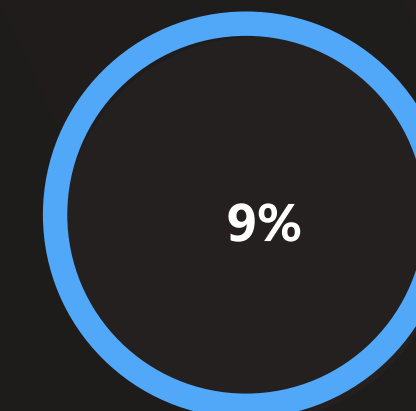


Apr 2018

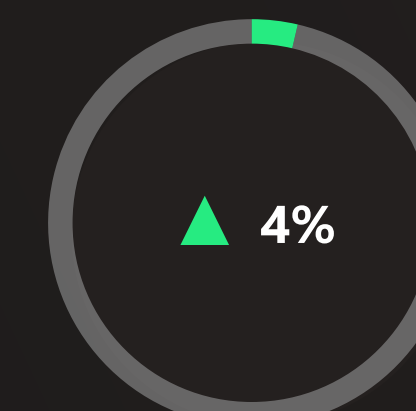
In Vancouver West, the number of new listings for detached properties in April 2019 was 699, a 6% increase compared to March 2019, when 658 homes were listed, and a 13% decrease from the 799 properties listed last April.



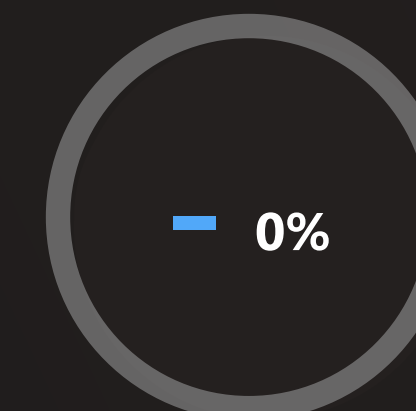
SALES TO ACTIVE



Apr 2019



Mar 2019

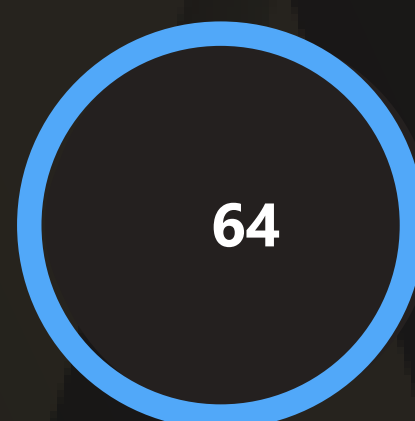


Apr 2018

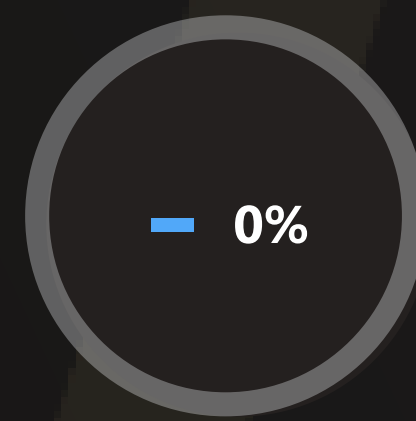
In Vancouver West, the sales-to-active listings ratio for houses for April 2019 was 9%, a 4% increase compared to March 2019, when the ratio was 6%, and no changes from last April.



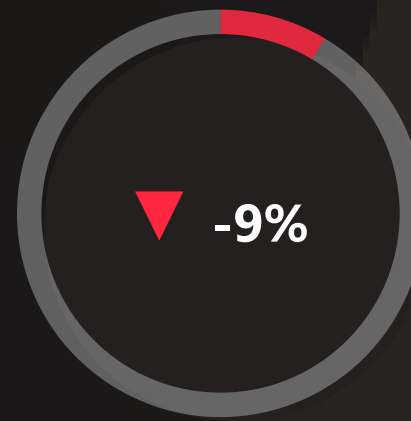
SALES



Apr 2019

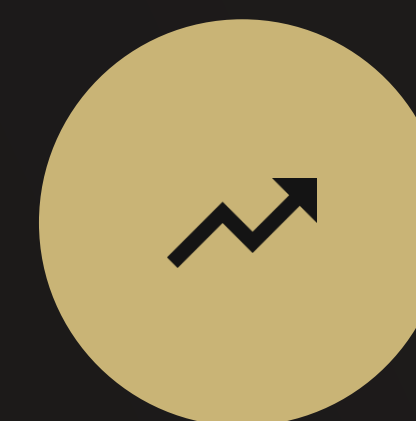


Mar 2019

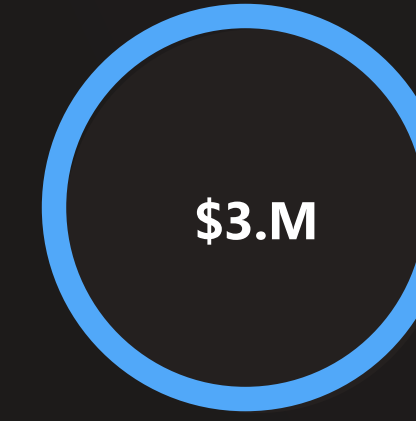


Apr 2018

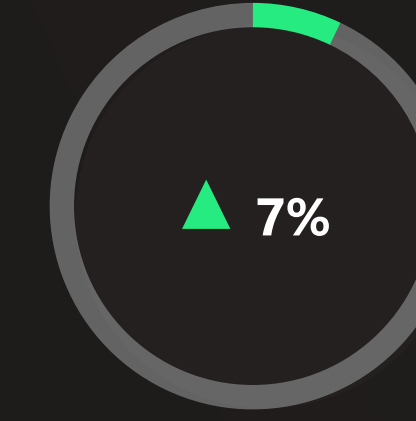
The number of houses sold in Vancouver West in April 2019 was 64, no changes compared to March 2019, and a 9% decrease from the 70 properties sold last April.



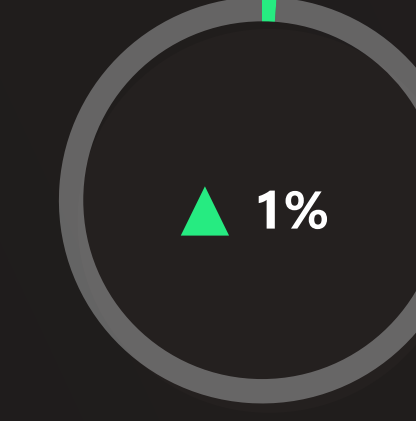
AVERAGE PRICE



Apr 2019



Mar 2019



Apr 2018

In Vancouver West, the average sale price for houses in April 2019 was \$2.999M, a 7% increase compared to March 2019, when the average sale price was \$2.8M, and a 1% increase from the \$2.965M average sale price from last April.

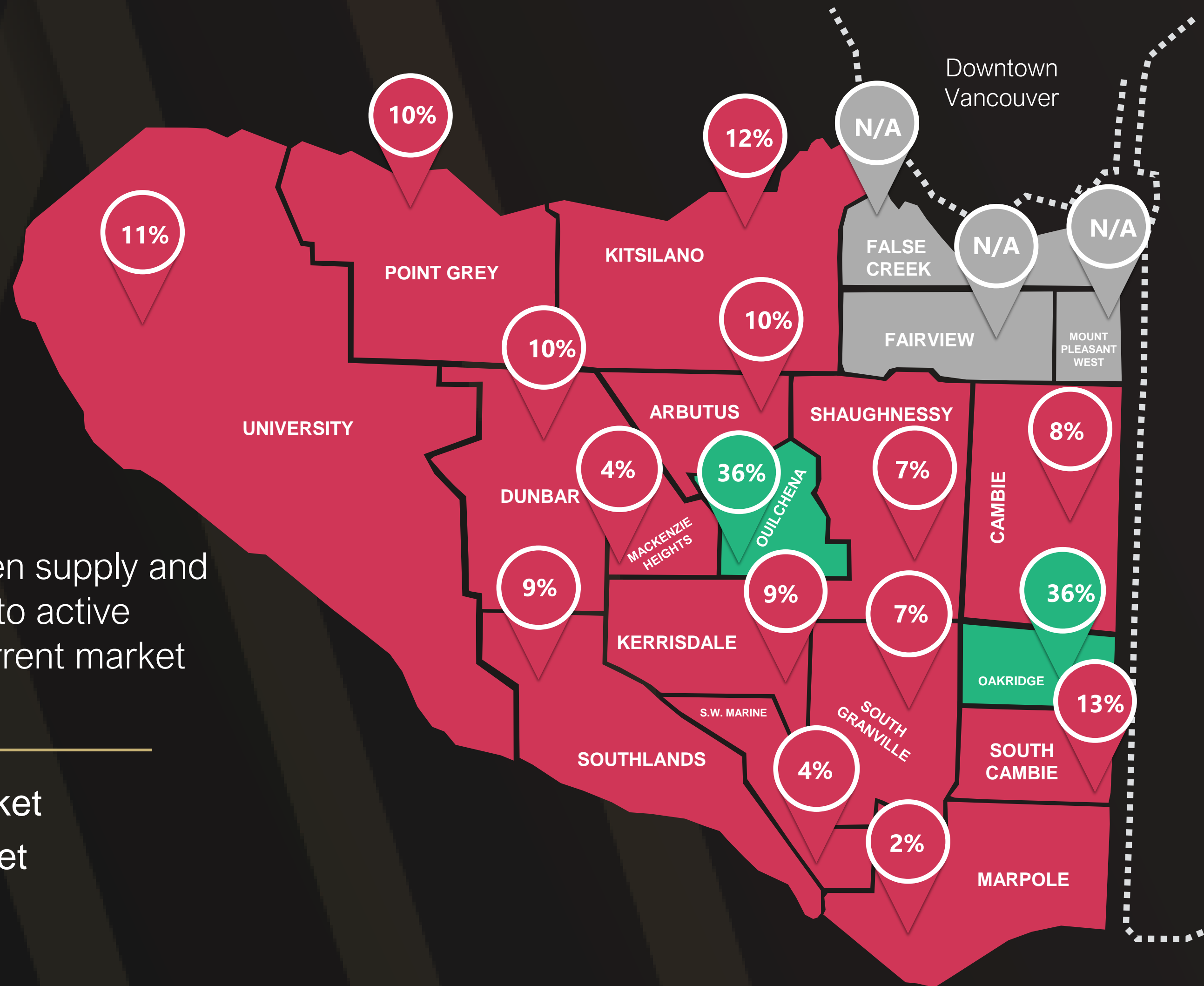
Market Type

VANCOUVER WESTSIDE

April, 2019



- 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.

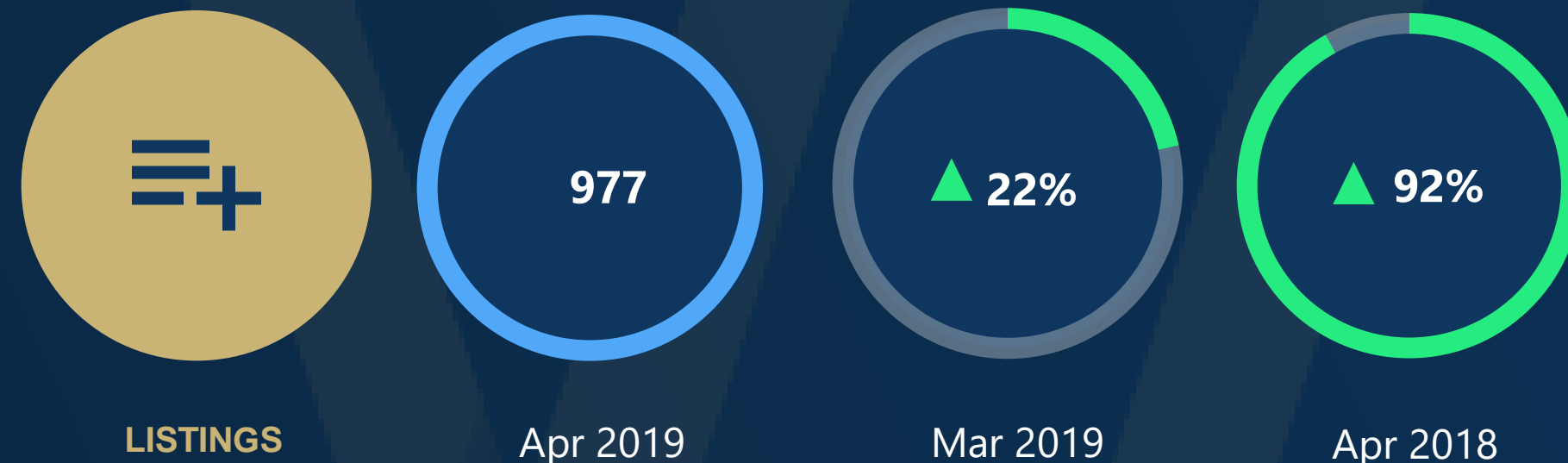
VANCOUVER WESTSIDE

April, 2019

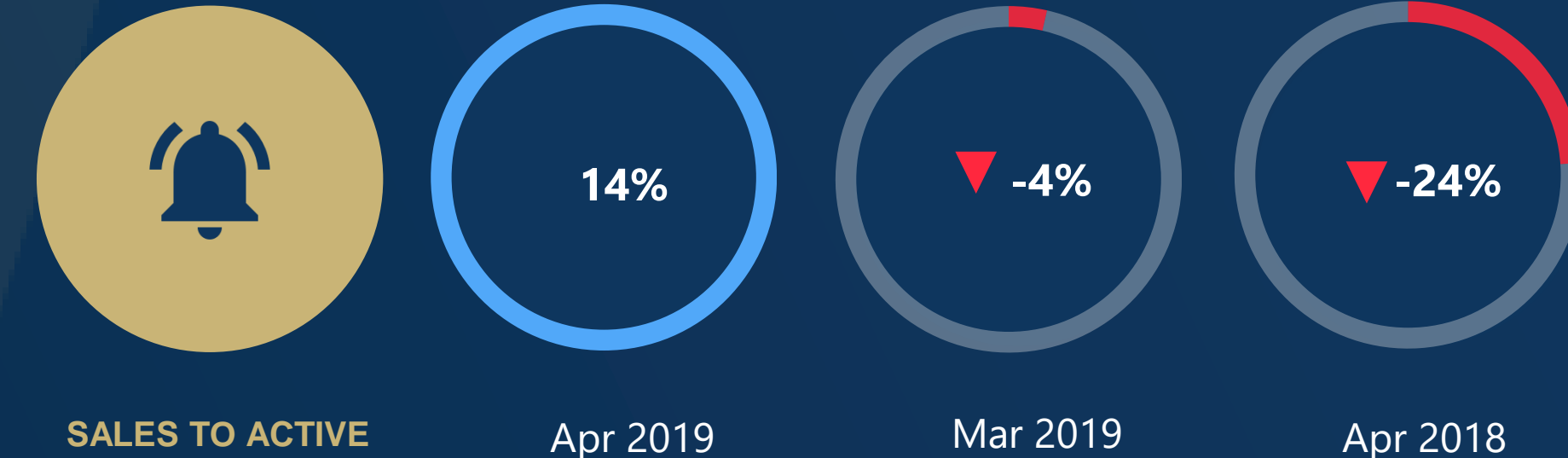


Condos and Townhouses

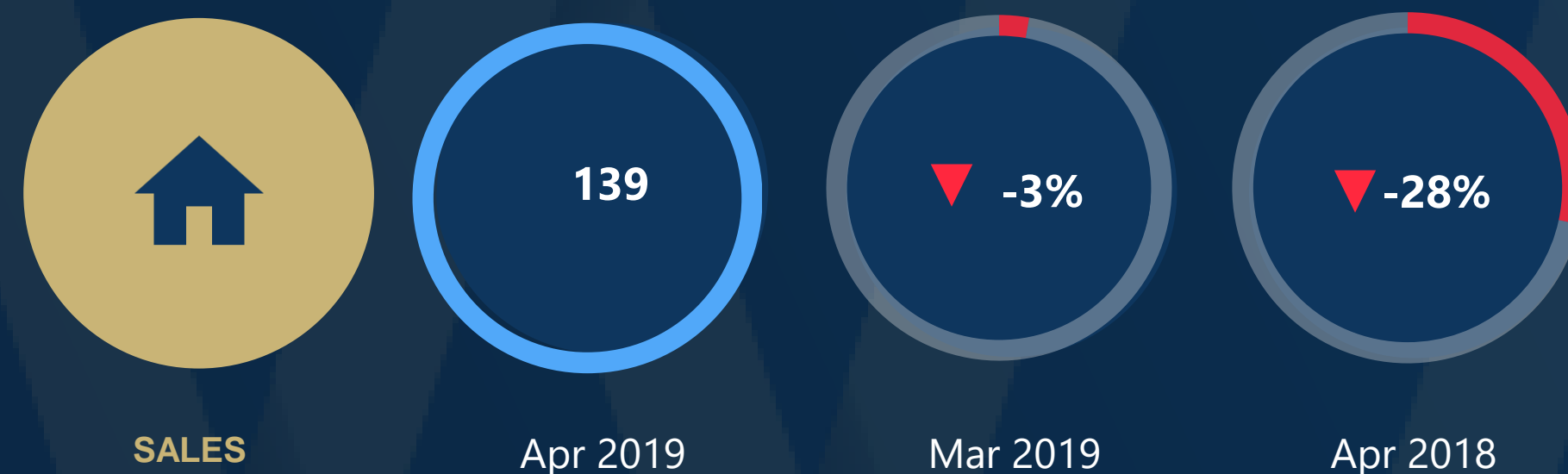
● CURRENT ● UP ● DOWN



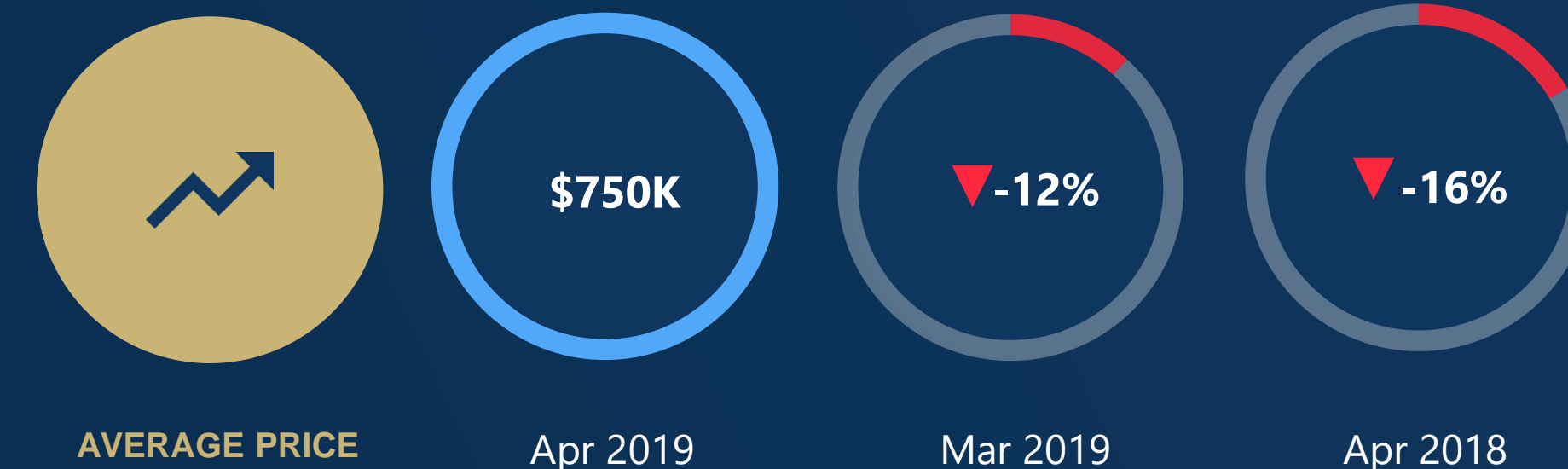
In Vancouver West, the number of new listings for condos and townhouses in April 2019 was 977, a 22% increase compared to March 2019, when 804 homes were listed, and a 92% increase from the 509 properties listed last April.



In Vancouver West, the sales-to-active listings ratio for condo and townhouses for April 2019 was 14%, a 4% decrease compared to March 2019, when the ratio was 18%, and a 24% decrease from the 38% ratio last April.



The number of condos and townhouses sold in Vancouver West in April 2019 was 139, a 3% decrease compared to March 2019, when 143 homes were sold, and a 28% decrease from the 194 properties sold last April.



In Vancouver West, the average sale price for condos and townhouses in April 2019 was \$750K, a 12% decrease compared to March 2019, when the average sale price was \$850K, and a 16% decrease from the \$897K average sale price from last April.

Market Type

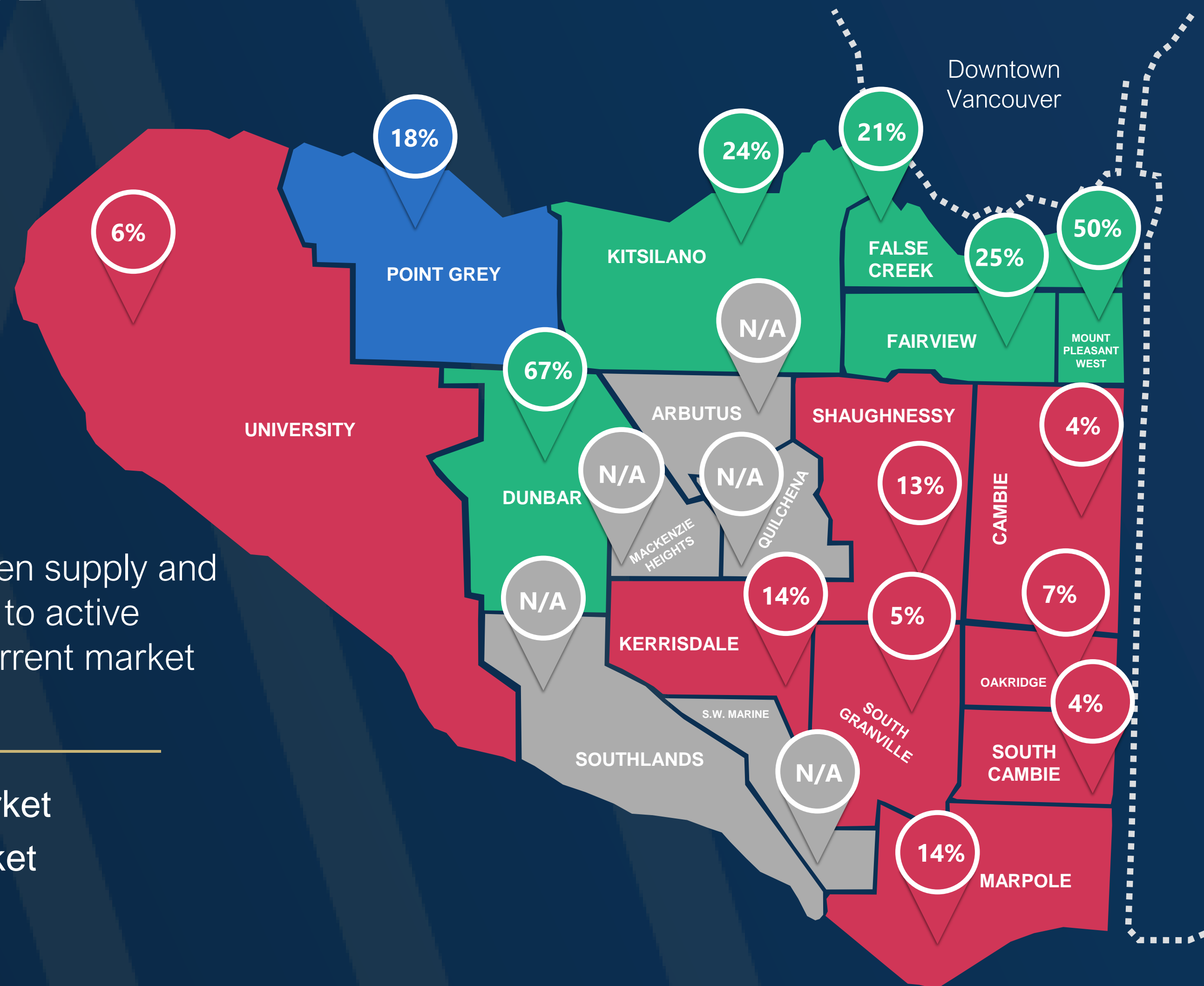
VANCOUVER WESTSIDE

April, 2019



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 2019

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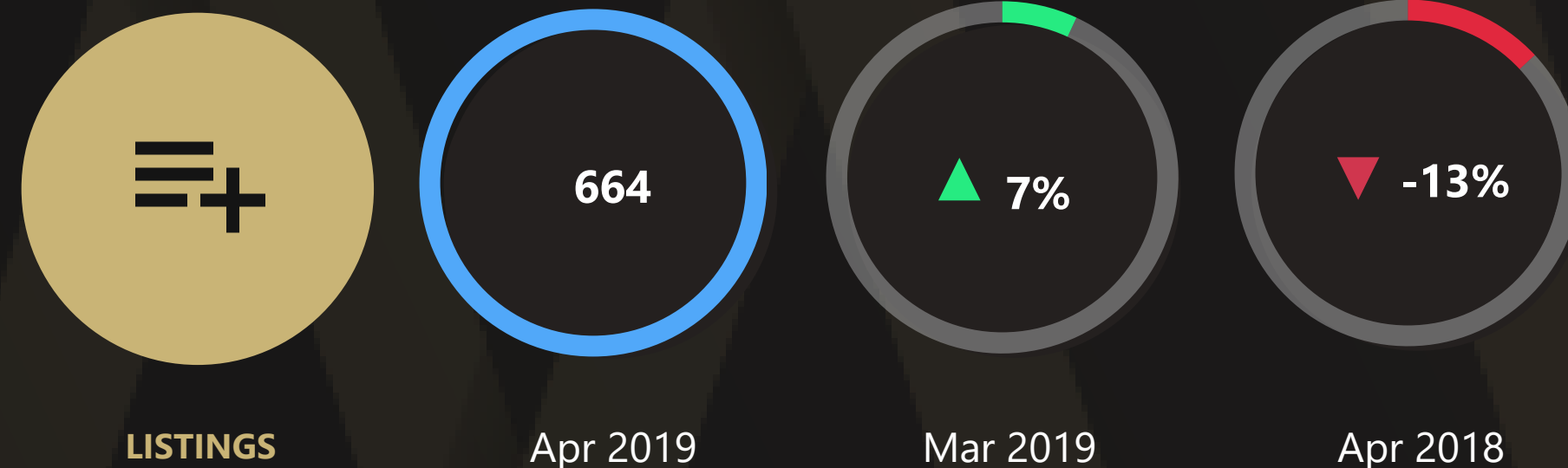
VANCOUVER EASTSIDE

April, 2019



Detached and Houses

● CURRENT ● UP ● DOWN



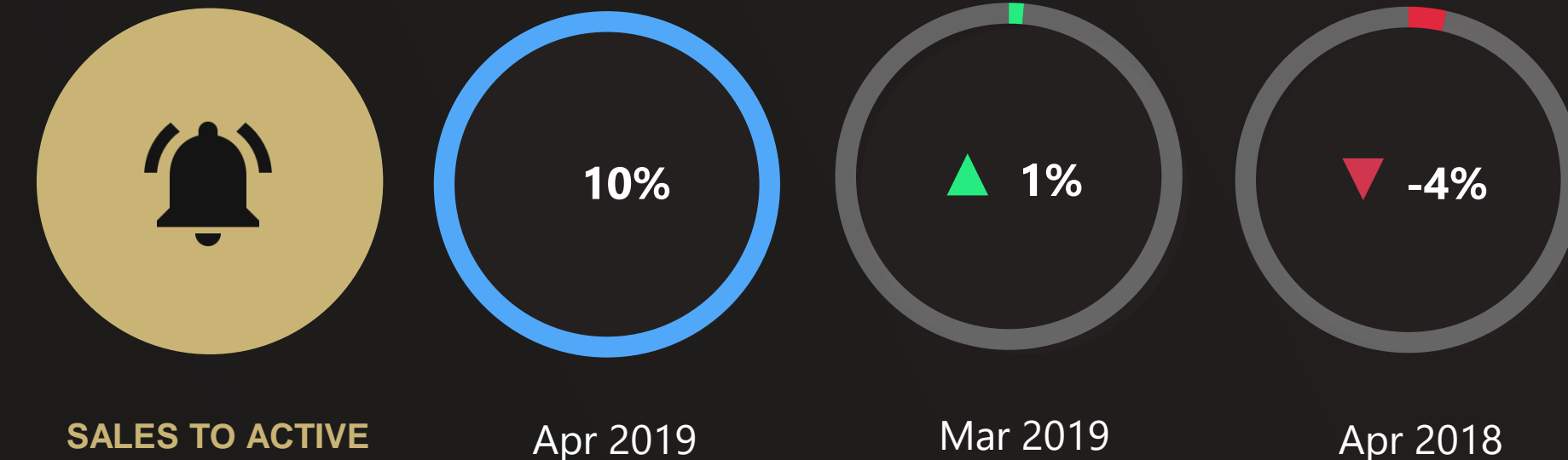
LISTINGS

Apr 2019

Mar 2019

Apr 2018

In Vancouver East, the number of new listings for detached properties in April 2019 was 664, a 7% increase compared to March 2019, when 621 homes were listed, and a 13% decrease from the 764 properties listed last April.



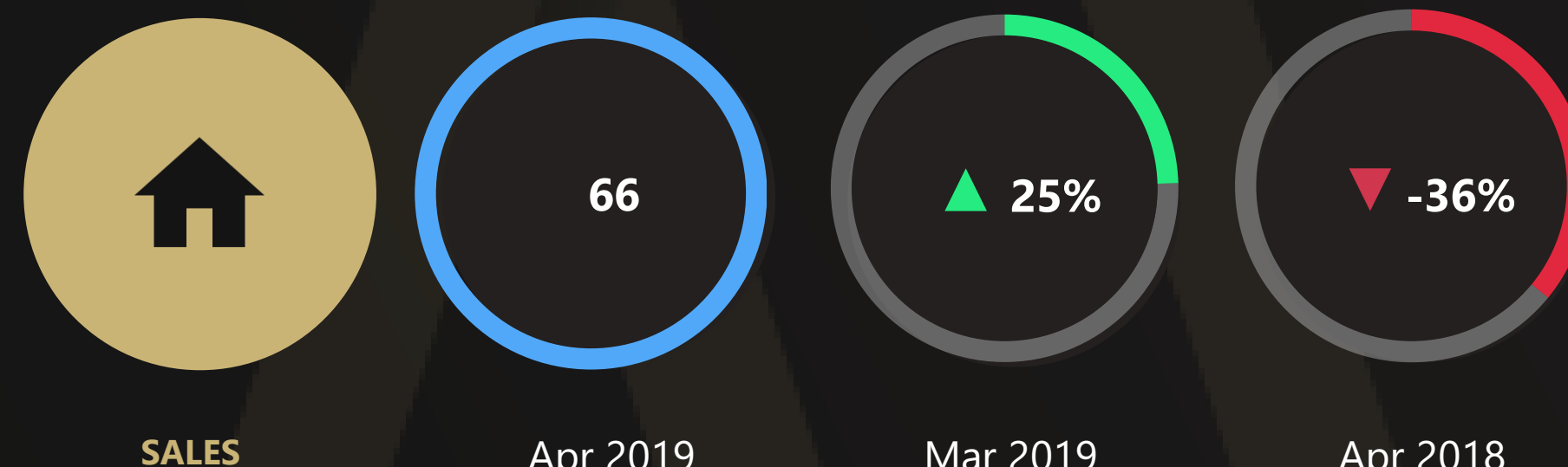
SALES TO ACTIVE

Apr 2019

Mar 2019

Apr 2018

In Vancouver East, the sales to active ratio for houses for April 2019 was 10%, a 1% increase compared to March 2019, when the ratio was 9%, and a 4% decrease from the 13% ratio last April.



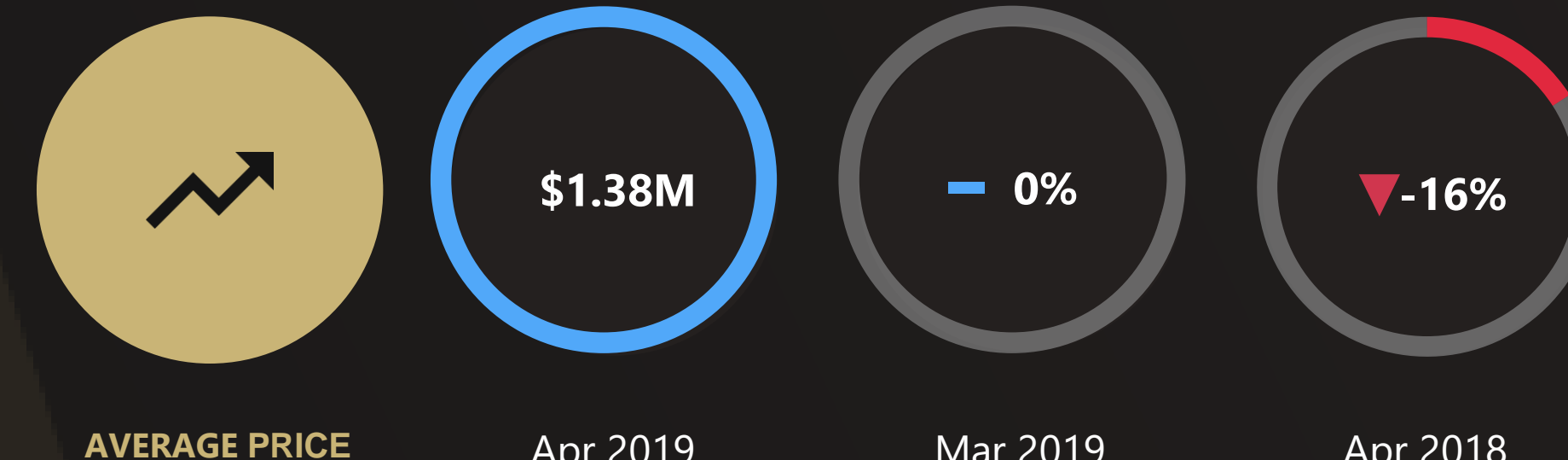
SALES

Apr 2019

Mar 2019

Apr 2018

The number of houses sold in Vancouver East in April 2019 was 66, a 25% increase compared to March 2019, when 53 homes were sold, and a 36% decrease from the 103 properties sold last April.



AVERAGE PRICE

Apr 2019

Mar 2019

Apr 2018

In Vancouver East, the average sale price for houses in April 2019 was \$1.381M, a no significant changes compared to March 2019, when the average sale price was \$1.385M, and a 16% decrease from the \$1.65M average sale price from last April.

Market Type

VANCOUVER WESTSIDE

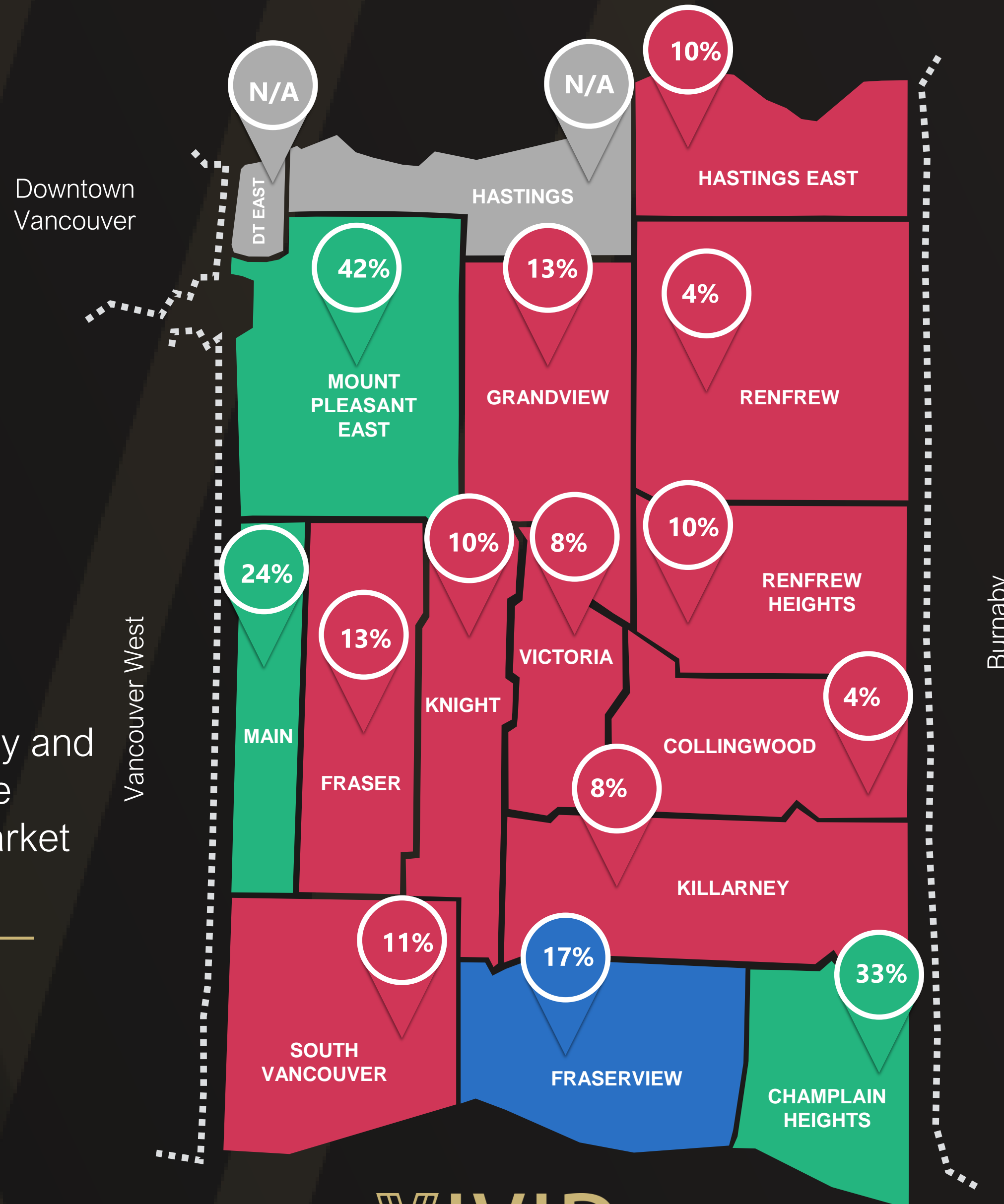
April, 2019

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, 2019



Condos and Townhouses

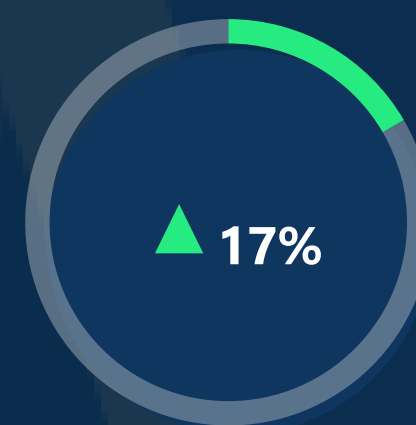
● CURRENT ● UP ● DOWN



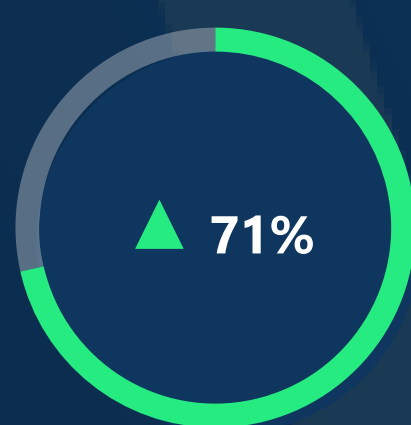
LISTINGS



Apr 2019



Mar 2019

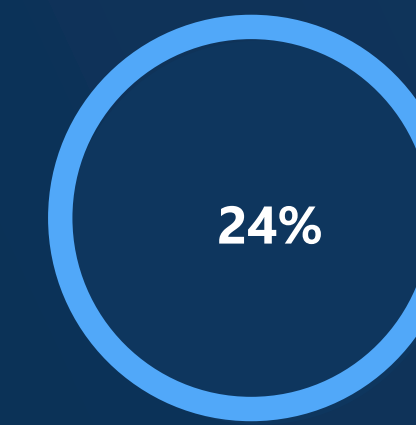


Apr 2018

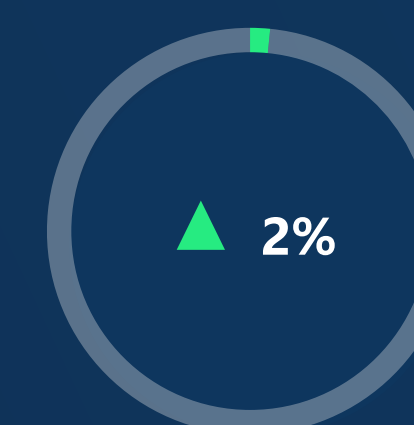
In Vancouver East, the number of new listings for condos and townhouses in April 2019 was 583, a 17% increase compared to March 2019, when 500 homes were listed, and a 71% increase from the 340 properties listed last April.



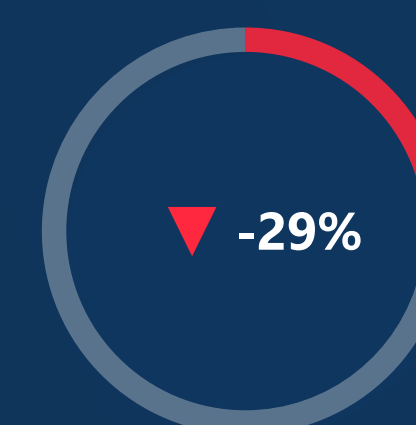
SALES TO ACTIVE



Apr 2019



Mar 2019



Apr 2018

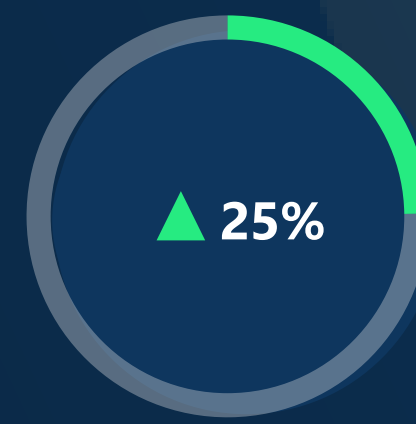
In Vancouver East, the sales-to-active listings ratio for condo and townhouses for April 2019 was 24%, a 2% increase compared to March 2019, when the ratio was 23%, and a 29% decrease from the 53% ratio last April.



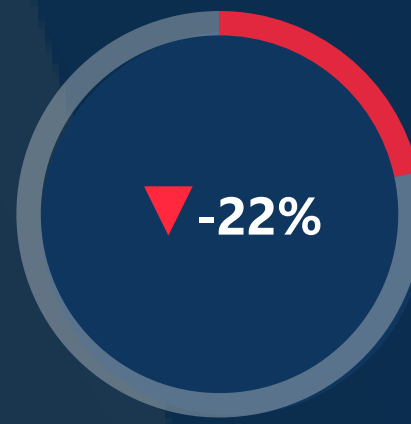
SALES



Apr 2019



Mar 2019



Apr 2018

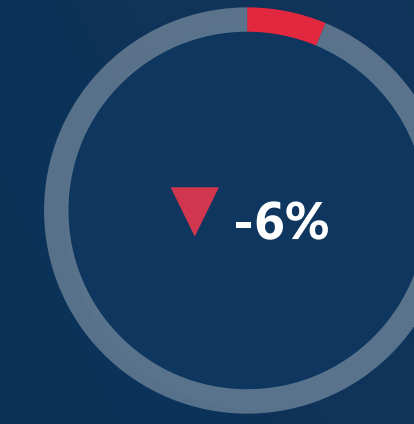
The number of condos and townhouses sold in Vancouver East in April 2019 was 141, a 25% increase compared to March 2019, when 113 homes were sold, and a 22% decrease from the 180 properties sold last April.



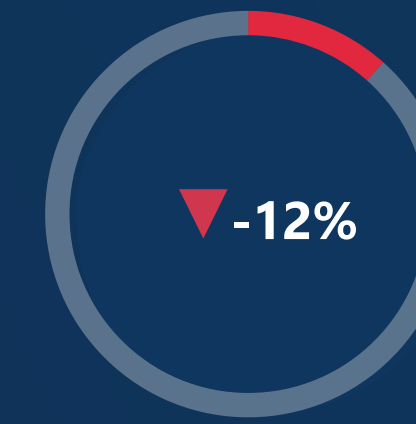
AVERAGE PRICE



Apr 2019



Mar 2019



Apr 2018

In Vancouver East, the average sale price for condos and townhouses in April 2019 was \$580K, a 6% decrease compared to March 2019, when the average sale price was \$619K, and a 12% decrease from the \$656K average sale price from last April.

Market Type

VANCOUVER EASTSIDE

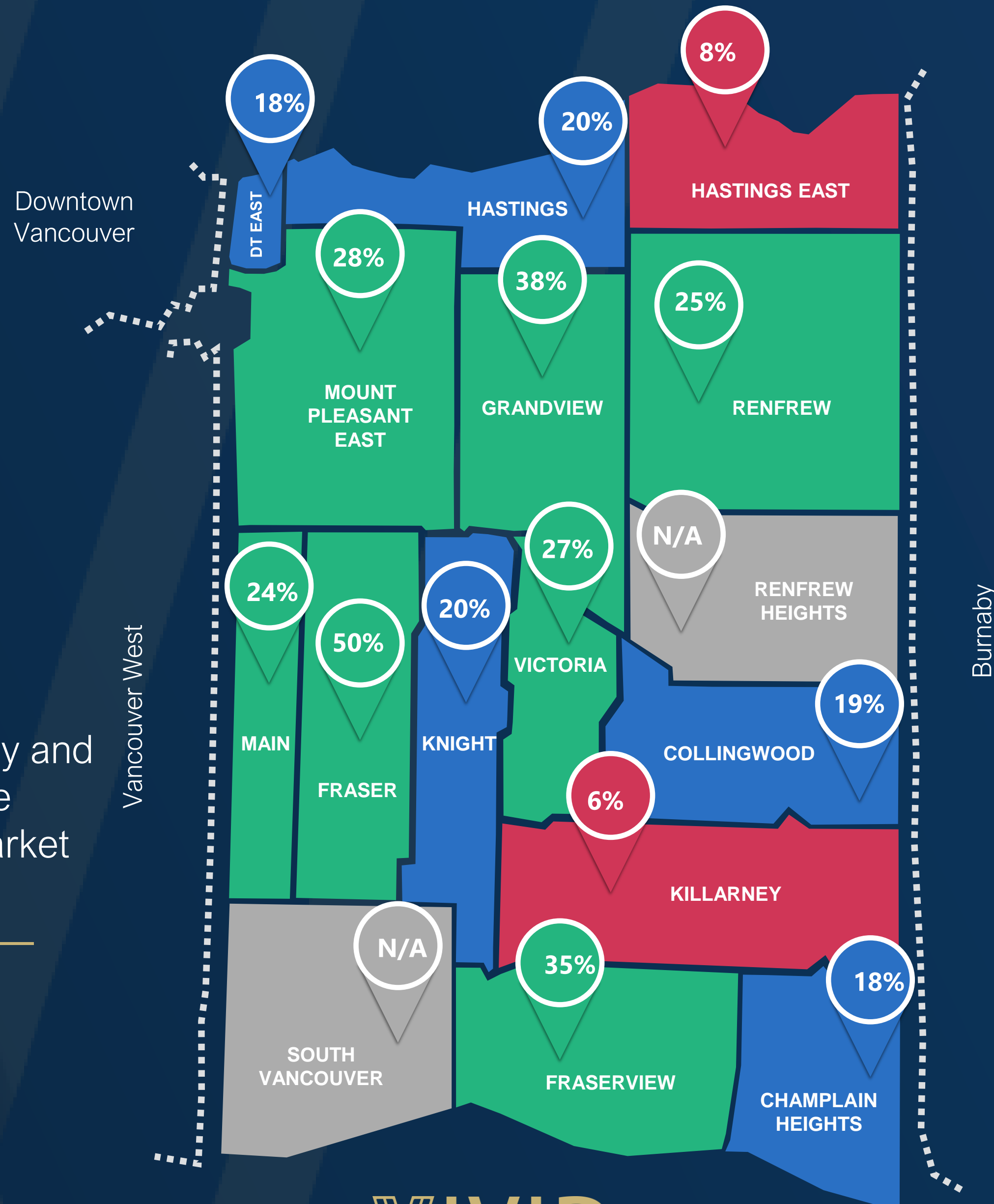
April, 2019

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 2019

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NORTH VANCOUVER

April, 2019

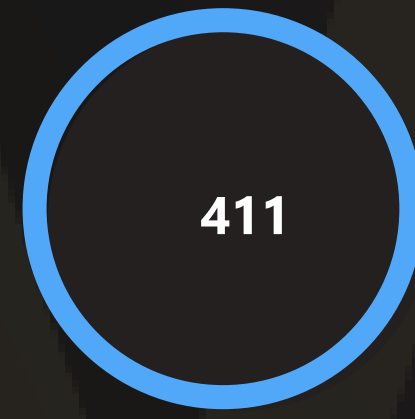


Detached and Houses

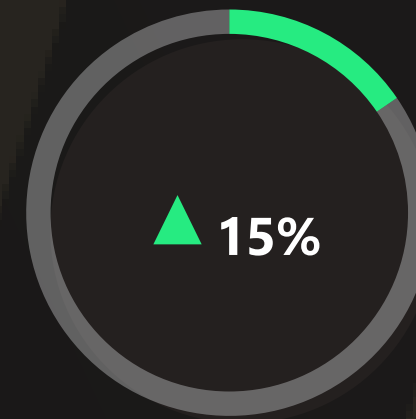
● CURRENT ● UP ● DOWN



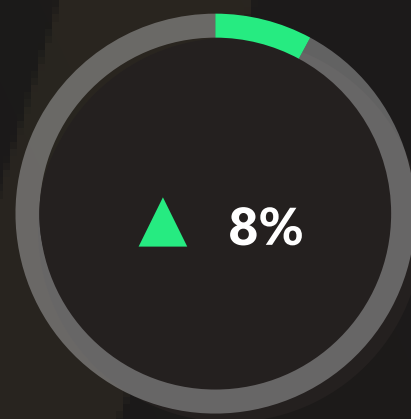
LISTINGS



Apr 2019



Mar 2019

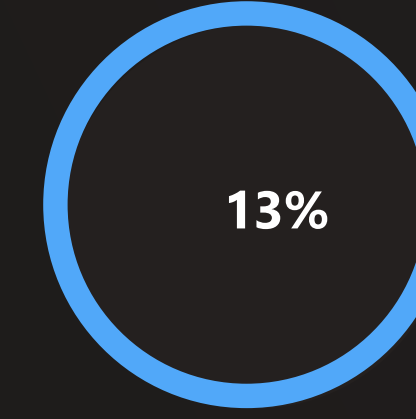


Apr 2018

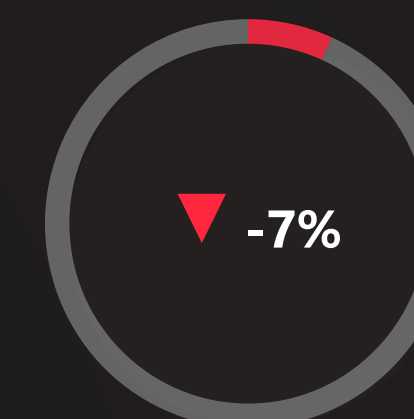
In North Vancouver, the number of new listings for detached properties in April 2019 was 411, a 15% increase compared to March 2019, when 356 homes were listed, and a 8% increase from the 381 properties listed last April.



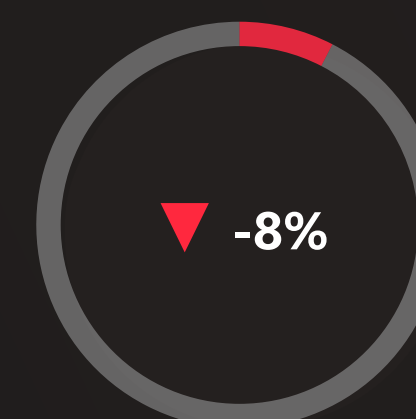
SALES TO ACTIVE



Apr 2019



Mar 2019



Apr 2018

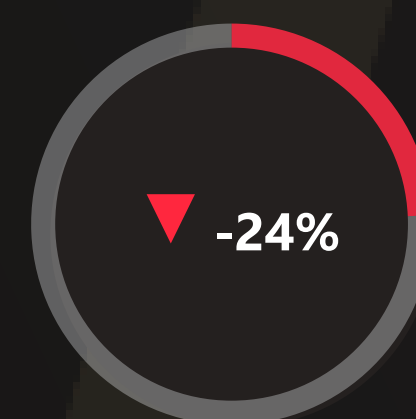
In North Vancouver, the sales to active ratio for houses for April 2019 was 13%, a 7% decrease compared to March 2019, when the ratio was 20%, and a 8% decrease from the 20% ratio last April.



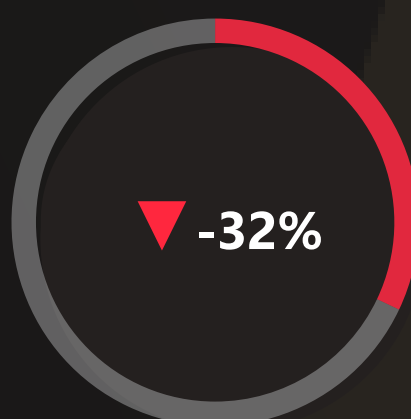
SALES



Apr 2019



Mar 2019



Apr 2018

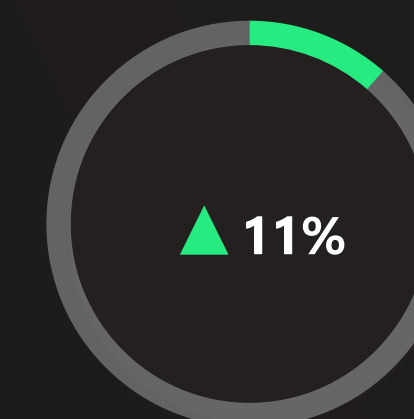
The number of houses sold in North Vancouver in April 2019 was 53, a 24% decrease compared to March 2019, when 70 homes were sold, and a 32% decrease from the 78 properties sold last April.



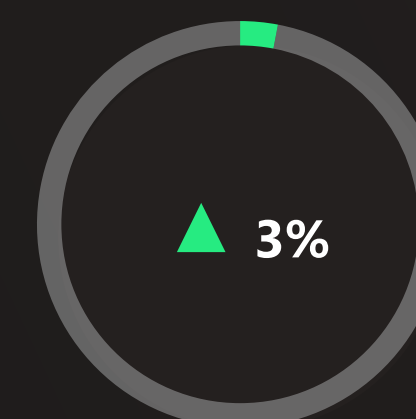
AVERAGE PRICE



Apr 2019



Mar 2019



Apr 2018

In North Vancouver, the average sale price for houses in April 2019 was \$1.725M, a 11% increase compared to March 2019, when the average sale price was \$1.548M, and a 3% increase from the \$1.675M average sale price from last April.

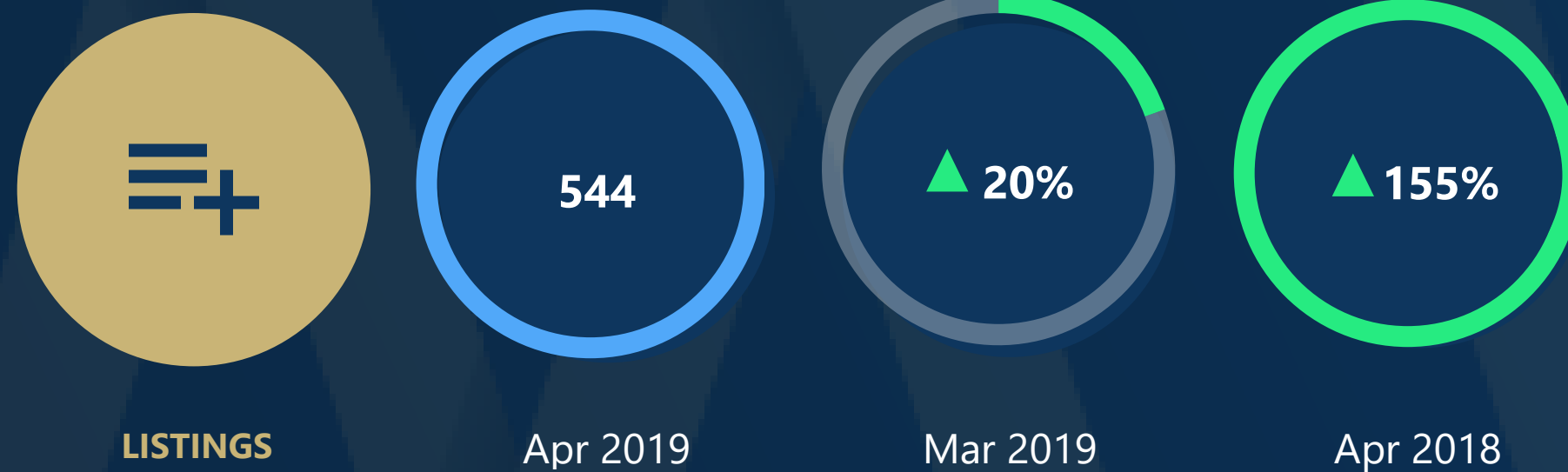
NORTH VANCOUVER

April, 2019

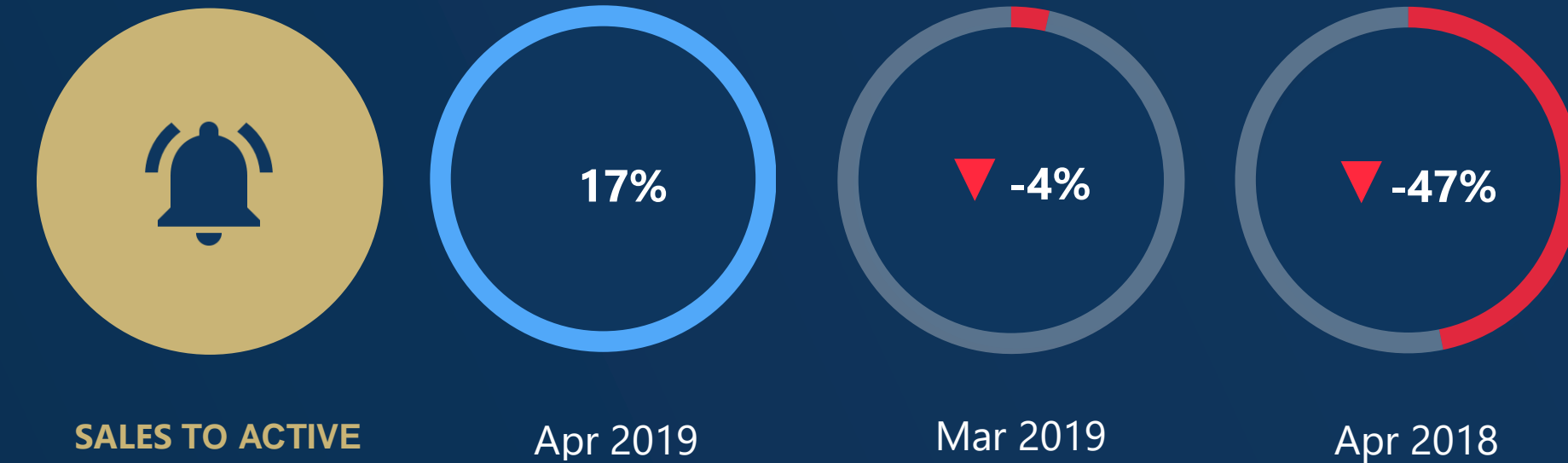


Condos and Townhouses

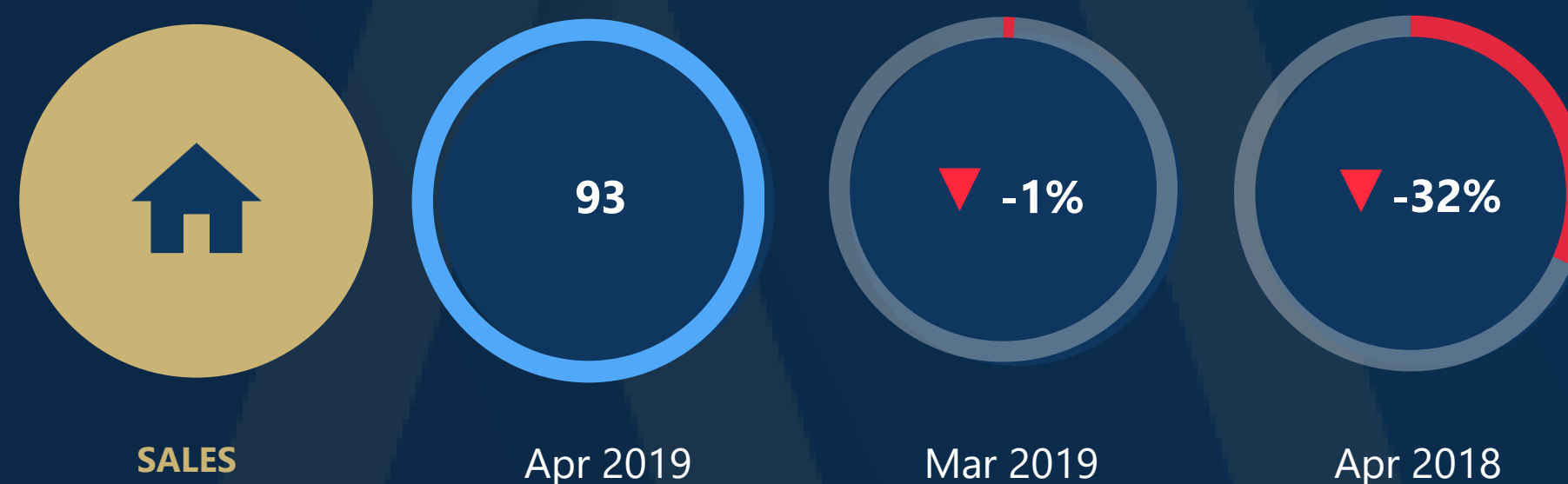
● CURRENT ● UP ● DOWN



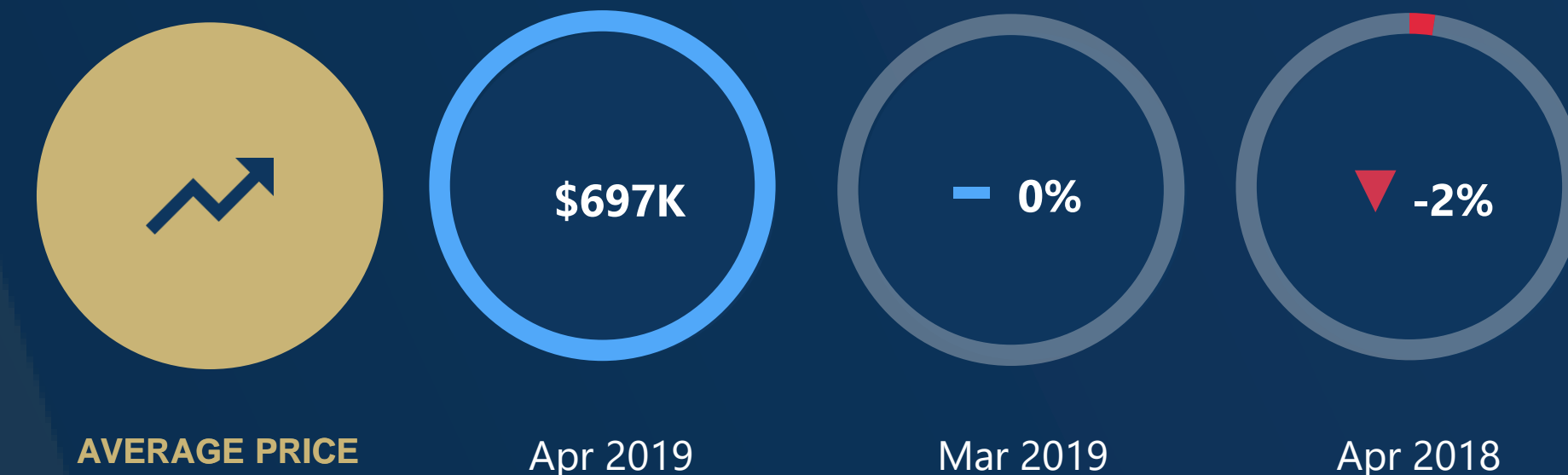
In North Vancouver, the number of new listings for condos and townhouses in April 2019 was 544, a 20% increase compared to March 2019, when 455 homes were listed, and a 155% increase from the 213 properties listed last April.



In North Vancouver, the sales-to-active listings ratio for condo and townhouses for April 2019 was 17%, a 4% decrease compared to March 2019, when the ratio was 21%, and a 47% decrease from the 64% ratio last April.



The number of condos and townhouses sold in North Vancouver in April 2019 was 93, a 1% decrease compared to March 2019, when 94 homes were sold, and a 32% decrease from the 136 properties sold last April.



In North Vancouver, the average sale price for condos and townhouses in April 2019 was \$697K, no significant changes compared to March 2019, when the average sale price was \$699K, and a 2% decrease from the \$714k average sale price from last April.

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West Vancouver

April 2019

VIVID
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21 CENTURY 21.
In Town Realty

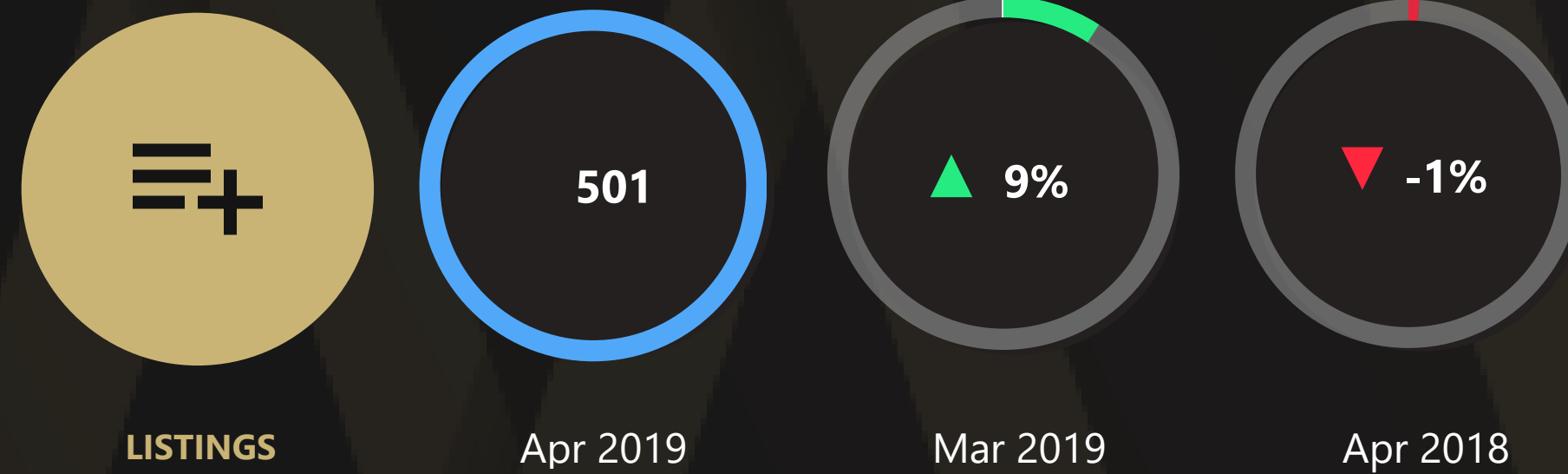
WEST VANCOUVER

April, 2019



Detached and Houses

● CURRENT ● UP ● DOWN



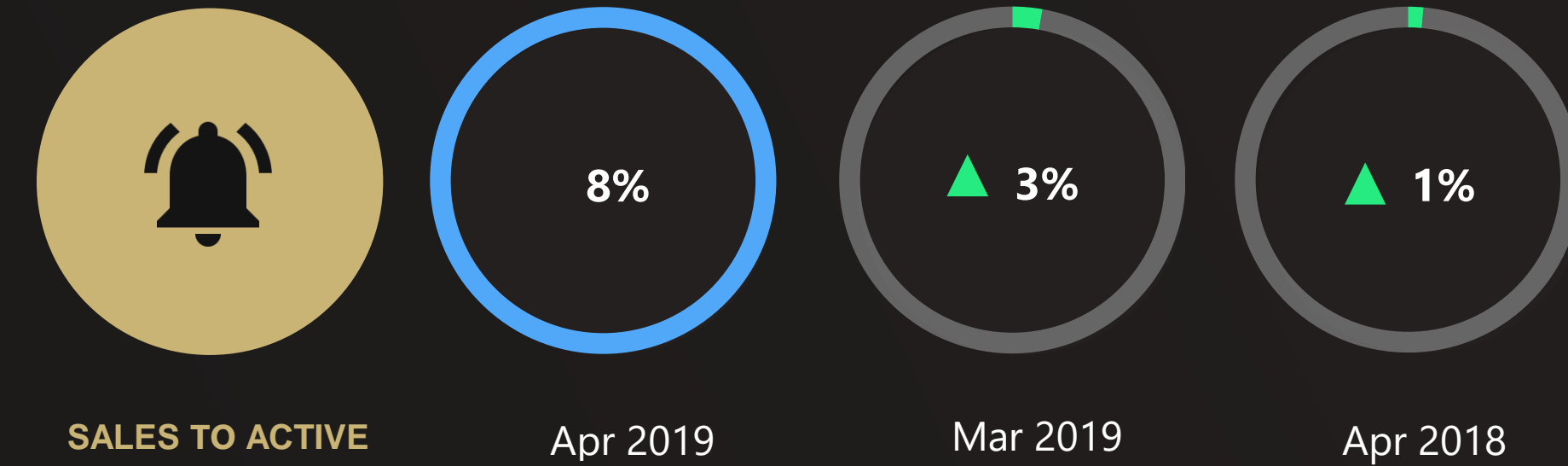
LISTINGS

Apr 2019

Mar 2019

Apr 2018

In West Vancouver houses, the number of new listings for residential properties in April 2019 was 501, a 9% increase compared to March 2019, when 459 homes were listed, and a 1% decrease from the 504 properties listed last April.



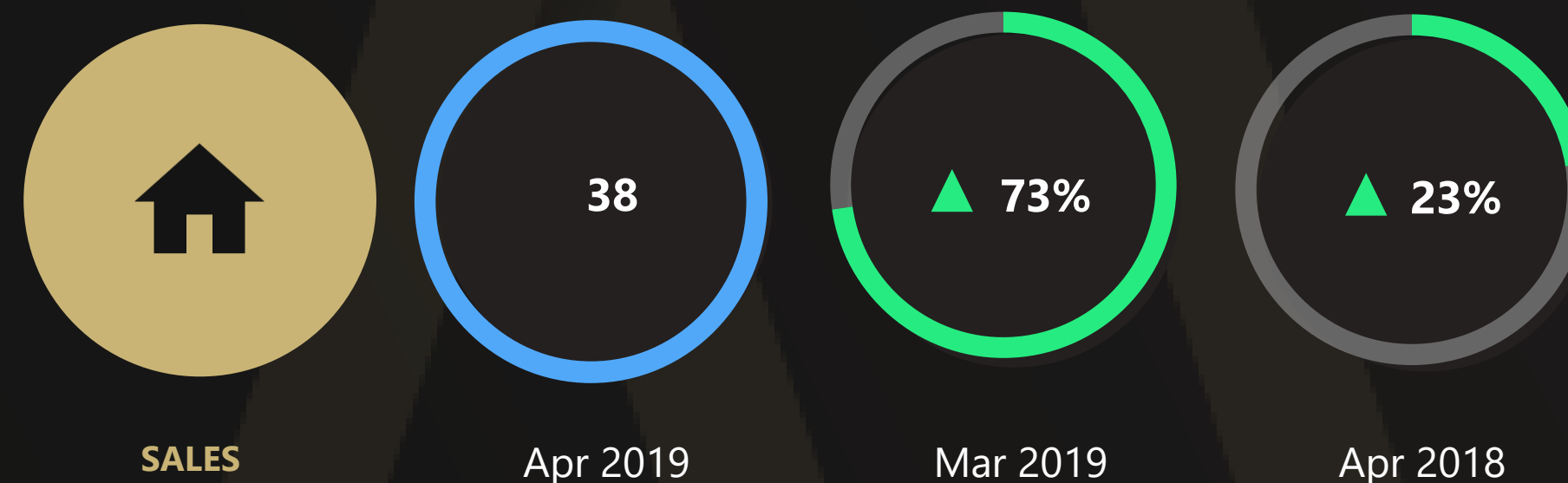
SALES TO ACTIVE

Apr 2019

Mar 2019

Apr 2018

In West Vancouver, the sales to active ratio for houses for April 2019 was 8%, a 3% increase compared to March 2019, when the ratio was 5%, and a 1% increase from the 6% ratio last April.



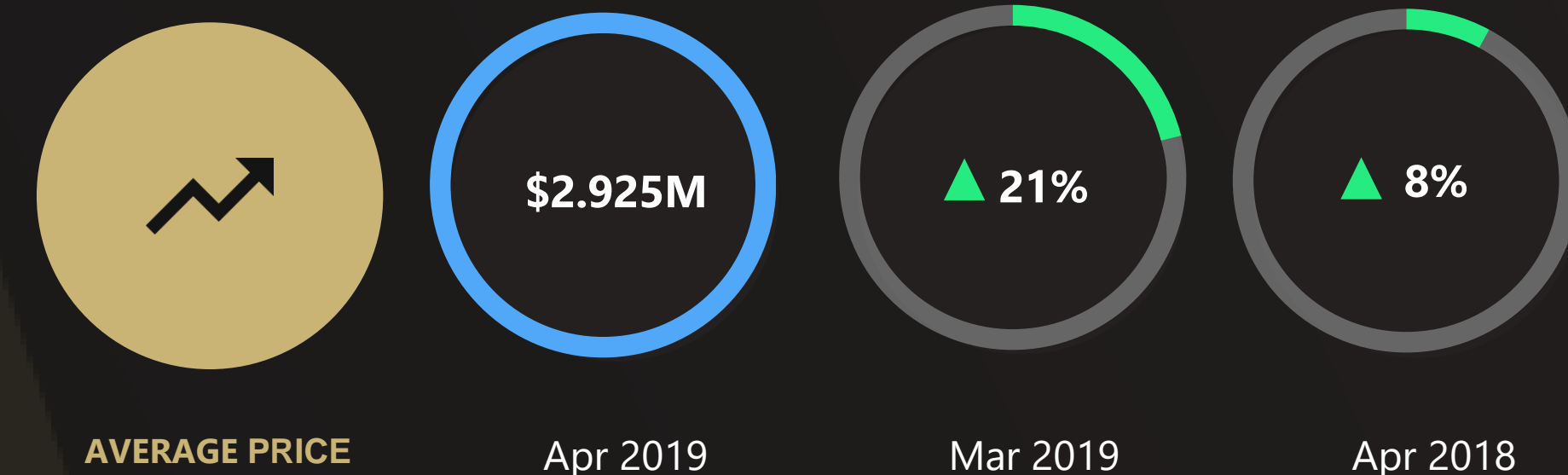
SALES

Apr 2019

Mar 2019

Apr 2018

The number of houses sold in West Vancouver in April 2019 was 38, a 73% increase compared to March 2019, when 22 homes were sold, and a 23% increase from the 31 properties sold last April.



AVERAGE PRICE

Apr 2019

Mar 2019

Apr 2018

In West Vancouver, the average sale price for houses in April 2019 was \$2.925M, a 21% increase compared to March 2019, when the average sale price was \$2.415M, and an 8% increase from the \$2.71M average sale price from last April.

WEST VANCOUVER

April, 2019



Condos and Townhouses

● CURRENT ● UP ● DOWN



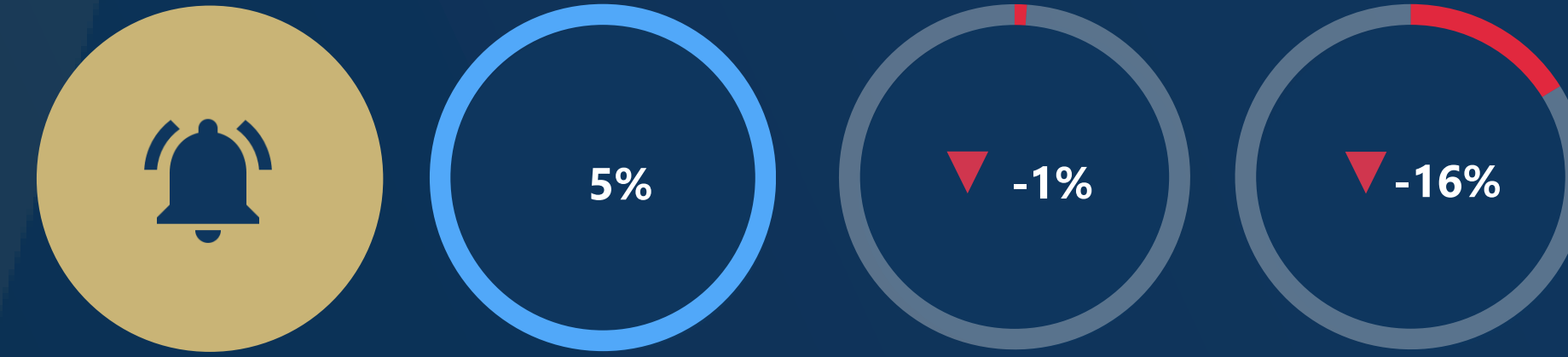
LISTINGS

Apr 2019

Mar 2019

Apr 2018

In West Vancouver, the number of new listings for condos and townhouses in April 2019 was 147, a 7% increase compared to March 2019, when 137 homes were listed, and a 52% increase from the 97 properties listed last April.



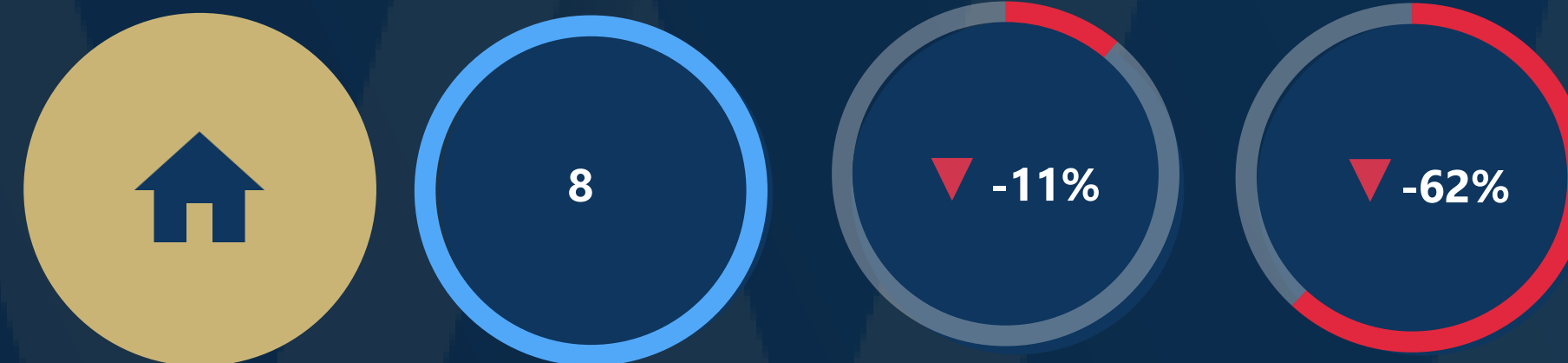
SALES TO ACTIVE

Apr 2019

Mar 2019

Apr 2018

In West Vancouver, the sales-to-active listings ratio for condos and townhouses for April 2019 was 5%, a 1% decrease compared to March 2019, when the ratio was 7%, and a 16% decrease from the 22% ratio last April.



SALES

Apr 2019

Mar 2019

Apr 2018

The number of condos and townhouses sold in West Vancouver in April 2019 was 8, a 11% decrease compared to March 2019, when 9 homes were sold, and a 62% decrease from the 21 properties sold last April.



AVERAGE PRICE

Apr 2019

Mar 2019

Apr 2018

In West Vancouver, the average sale price for condos and townhouses in April 2019 was \$1.237M, a 41% increase compared to March 2019, when the average sale price was \$870K, and a 17% increase from the \$1.058M average sale price from last April.

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