

SIMPLE.  
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**VIVID**

REAL ESTATE

*By Amir Ioharifard*

# Market Update

May 2019

# Areas

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

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

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

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# Greater Vancouver

May 2019



# GREATER VANCOUVER

May, 2019



Detached and Attached Homes

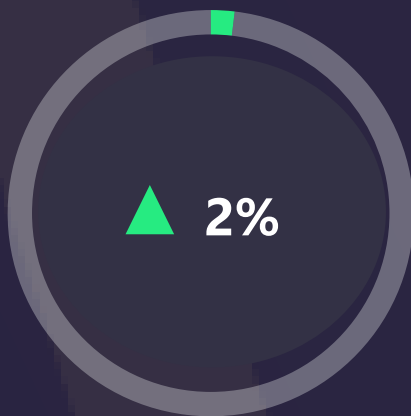
● CURRENT ● UP ● DOWN



LISTINGS



May 2019



Apr 2019

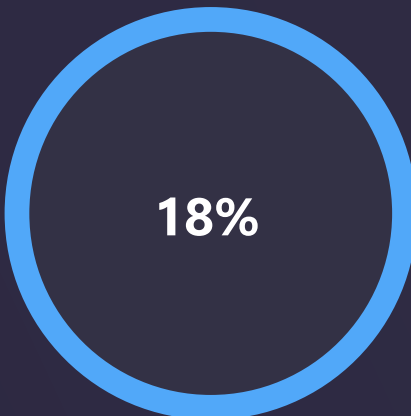


May 2018

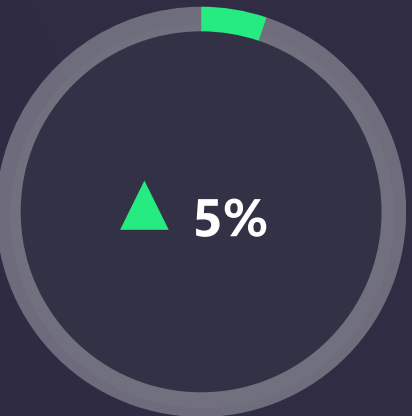
In Greater Vancouver, the number of new listings for residential properties in May 2019 was 5,846, a 2% increase compared to April 2019, when 5,738 homes were listed, and a 8% decrease from the 6,361 properties listed last May.



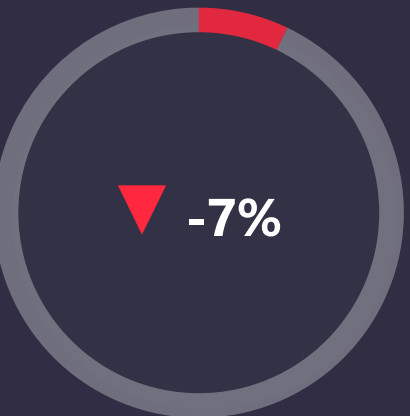
SALES TO ACTIVE



May 2019



Apr 2019



May 2018

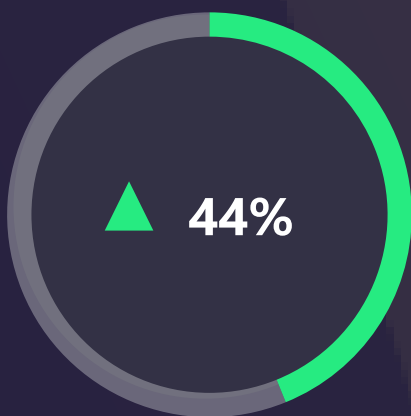
In Greater Vancouver, the sales-to-active listings ratio for residential properties for May 2019 was 18%, a 5% increase compared to April 2019, when the ratio was 13%, and a 7% decrease from the 25% ratio last May.



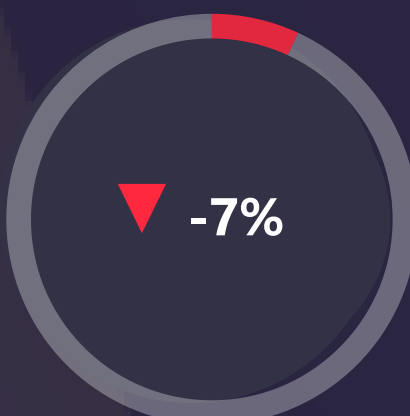
SALES



May 2019



Apr 2019



May 2018

The number of residential properties sold in Greater Vancouver in May 2019 was 2,631, a 44% increase compared to April 2019, when 1,829 homes were sold, and a 7% decrease from the 2,826 properties sold last May.

## 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

May, 2019



Detached and Houses

● CURRENT ● UP ● DOWN

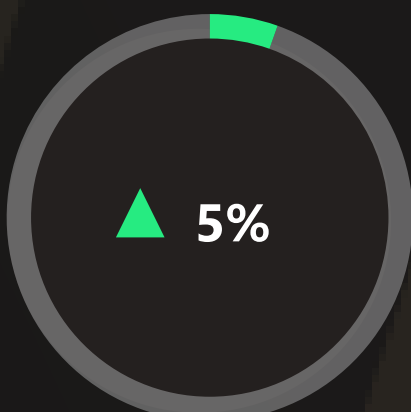


LISTINGS



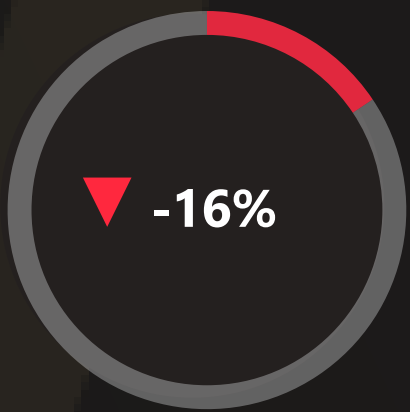
2,198

May 2019



▲ 5%

Apr 2019



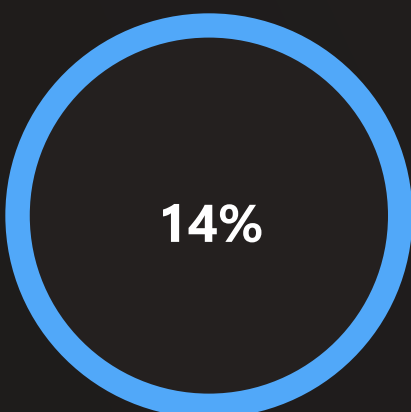
▼ -16%

May 2018

In Greater Vancouver, the number of new listings for detached properties in May 2019 was 2,198 a 5% increase compared to April 2019, when 2,085 homes were listed, and a 16% decrease from the 2,605 properties listed last May.

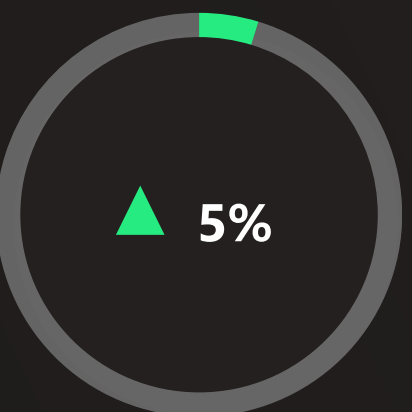


SALES TO ACTIVE



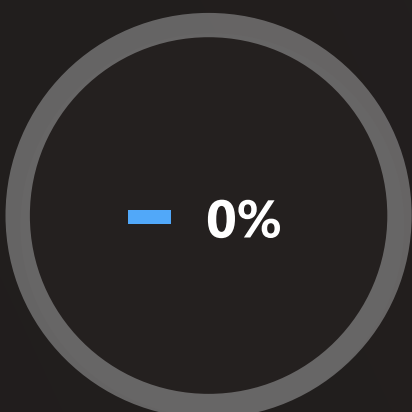
14%

May 2019



▲ 5%

Apr 2019



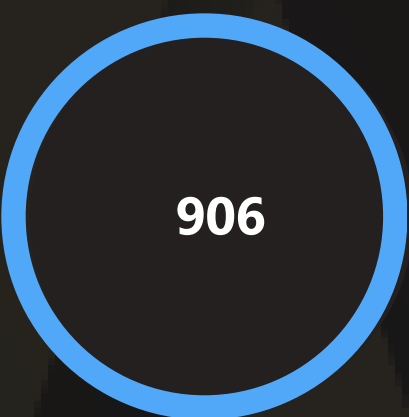
— 0%

May 2018

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

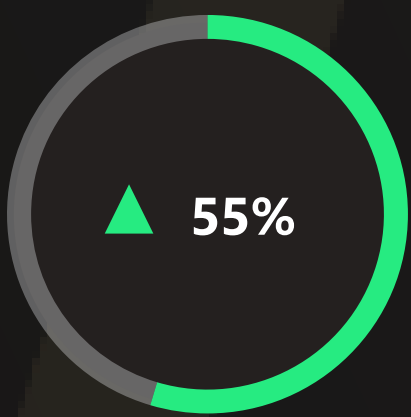


SALES



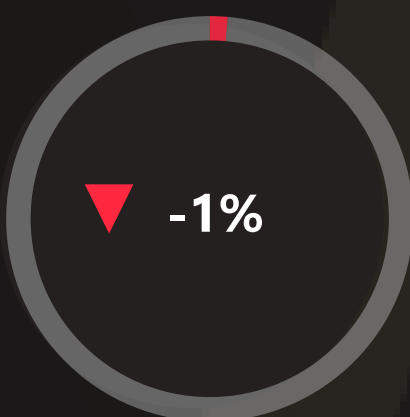
906

May 2019



▲ 55%

Apr 2019



▼ -1%

May 2018

The number of houses sold in Greater Vancouver in May 2019 was 906, a 55% increase compared to April 2019, when 586 homes were sold, and a 1% decrease from the 919 properties sold last May.

## Facts

The Average days on Market for Greater Vancouver detached properties in May 2019 was 45 days, a 13% decrease in comparison to 52 days in April 2019. The average price per square foot for Greater Vancouver detached properties in May 2019 was \$608, a 2% increase in comparison to \$ 597 per square foot in April 2019.



# GREATER VANCOUVER

May, 2019



Condos and Townhouses

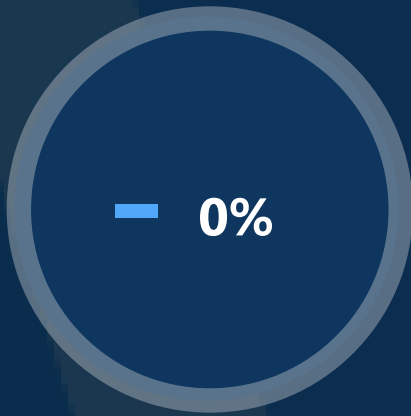
● CURRENT ● UP ● DOWN



LISTINGS



May 2019



Apr 2019

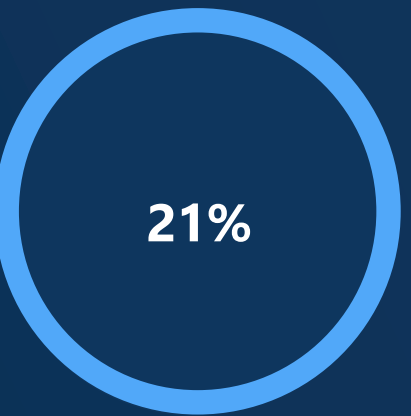


May 2018

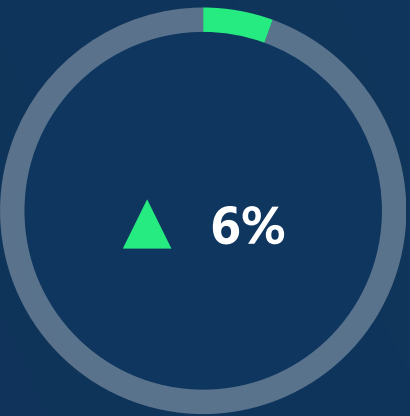
In Greater Vancouver, the number of new listings for attached properties in May 2019 was 3,648, no changes compared to April 2019, when 3,653 homes were listed, and a 3% decrease from the 3,756 properties listed last May.



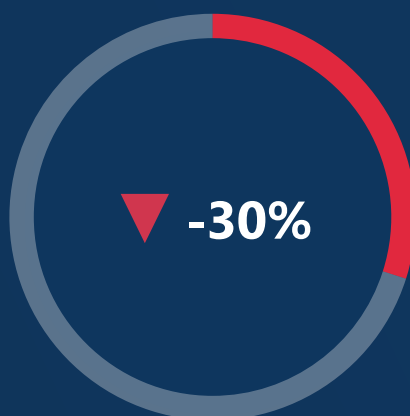
SALES TO ACTIVE



May 2019



Apr 2019



May 2018

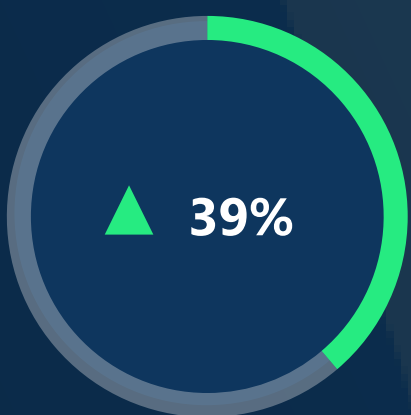
In Greater Vancouver, the sales-to-active listings ratio condos and townhouse in May 2019 was 21%, a 6% increase compared to April 2019, when the ratio was 15%, and a 30% decrease from the 51% ratio last May.



SALES



May 2019



Apr 2019



May 2018

The number of condos and townhouses sold in Greater Vancouver condos in May 2019 was 1,725, a 39% increase compared to April 2019, when 1,243 homes were sold, and a 10% decrease from the 1,907 properties sold last May.

## Facts

The average days on the market for Greater Vancouver condos in May 2019 was 34 days, while for townhouses it was 36 days. The average price per square foot for Greater Vancouver condos was \$763 in May 2019, whereas for townhouses it was \$567 per square foot.

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# Downtown Vancouver

May 2019



# DOWNTOWN VANCOUVER

May, 2019

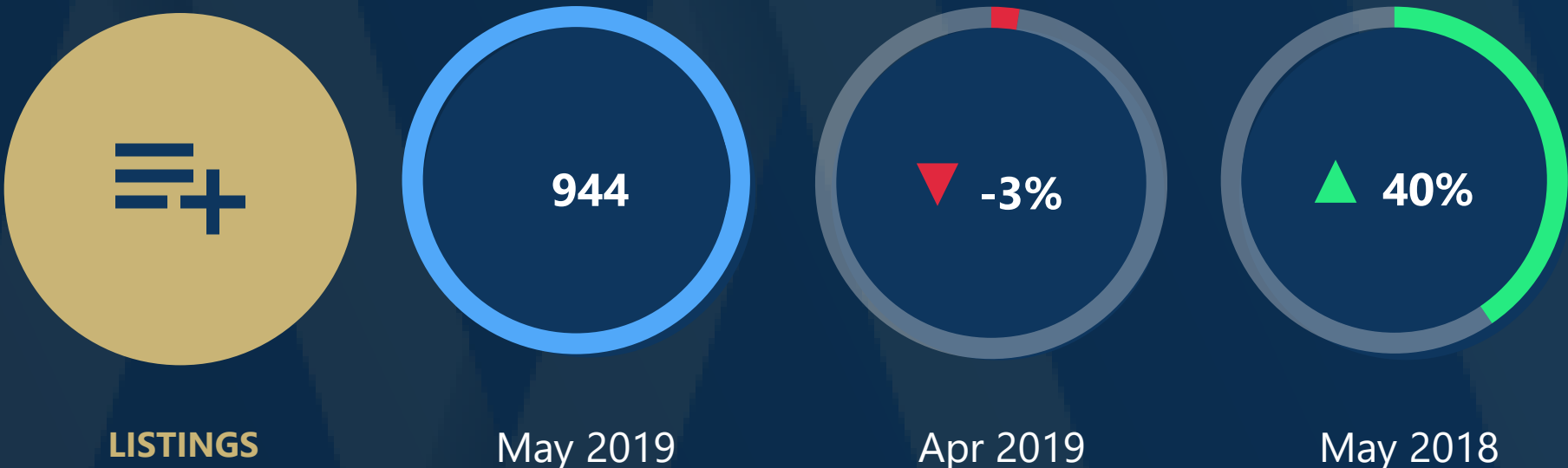


Condos and Townhouses

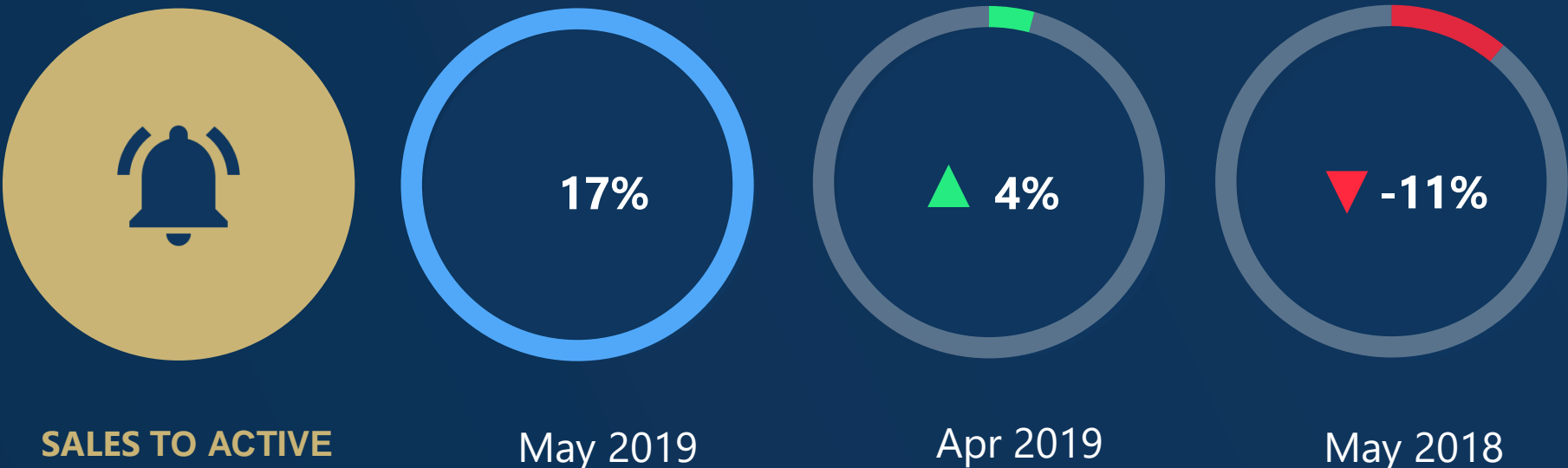
CURRENT

UP

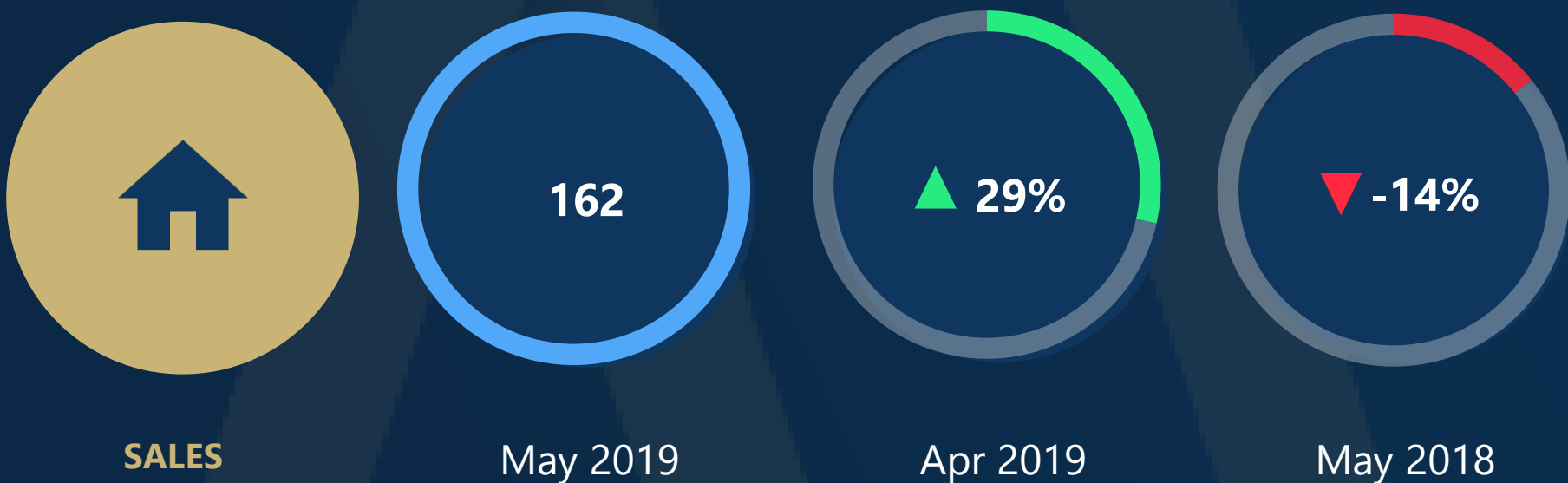
DOWN



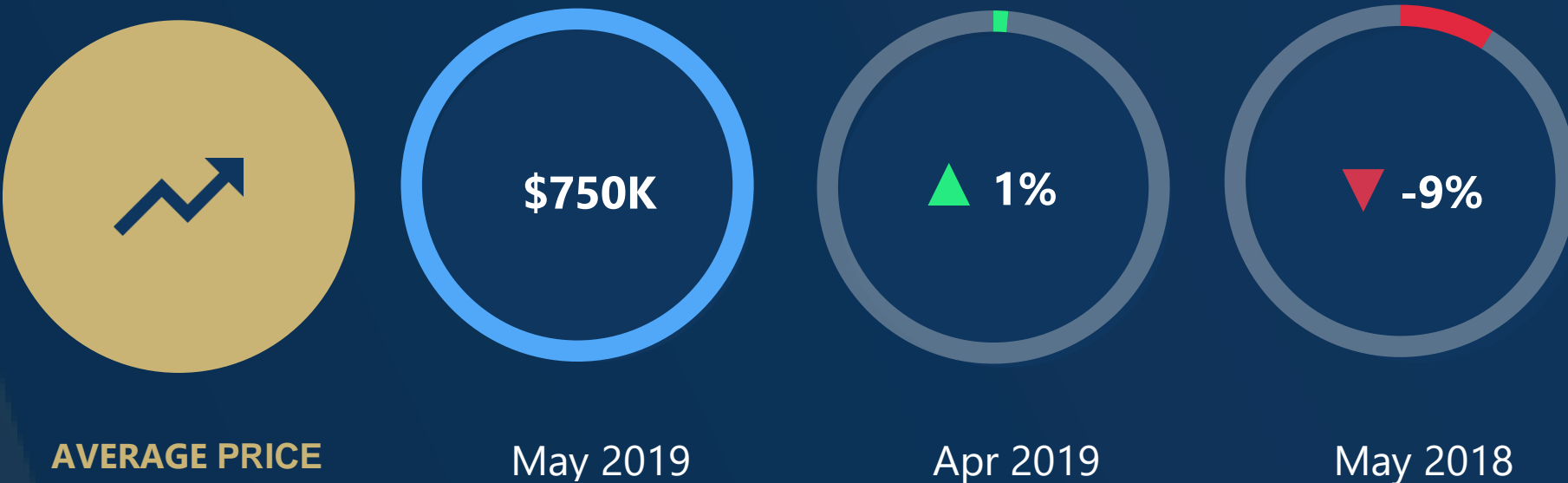
In Downtown Vancouver, the number of new listings for condo and townhouses in May 2019 was 944, a 3% decrease compared to April 2019, when 944 homes were listed, and a 40% increase from the 672 properties listed last May.



In Downtown Vancouver, the sales-to-active listings ratio for condos and townhouses for May 2019 was 17%, a 4% increase compared to April 2019, when the ratio was 13%, and a 11% decrease from the 28% ratio last May.



The number of condos and townhouses sold in Downtown Vancouver in May 2019 was 162, a 29% increase compared to April 2019, when 126 homes were sold, and a 14% decrease from the 189 properties sold last May.



In Downtown Vancouver, the average sale price for condos and townhouses in May 2019 was \$750K, a 1% increase compared to April 2019, when the average sale price was \$740K, and a 9% decrease from the \$822K average sale price from last May.



# Market Type

## DOWNTOWN VANCOUVER

May, 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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# Vancouver Westside

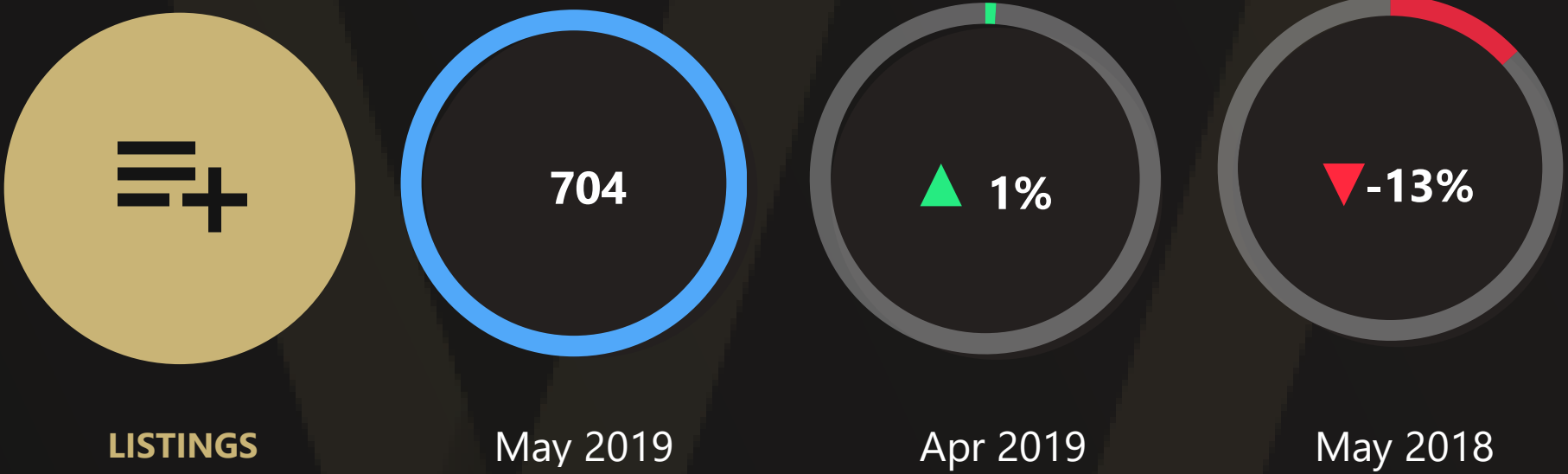
May 2019



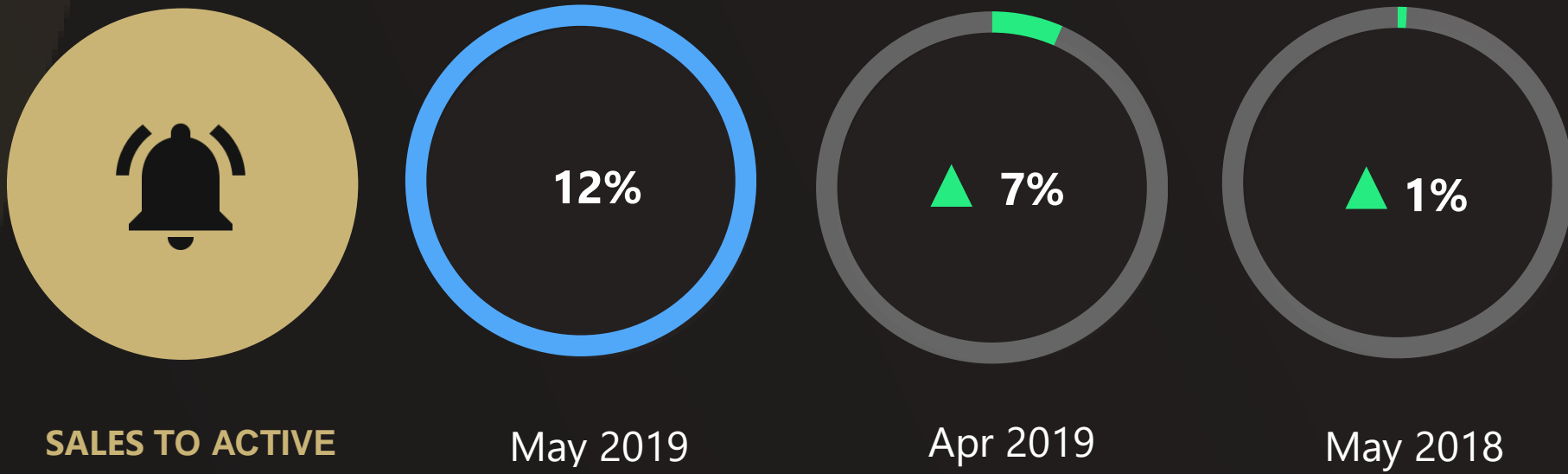
# VANCOUVER WESTSIDE

May, 2019

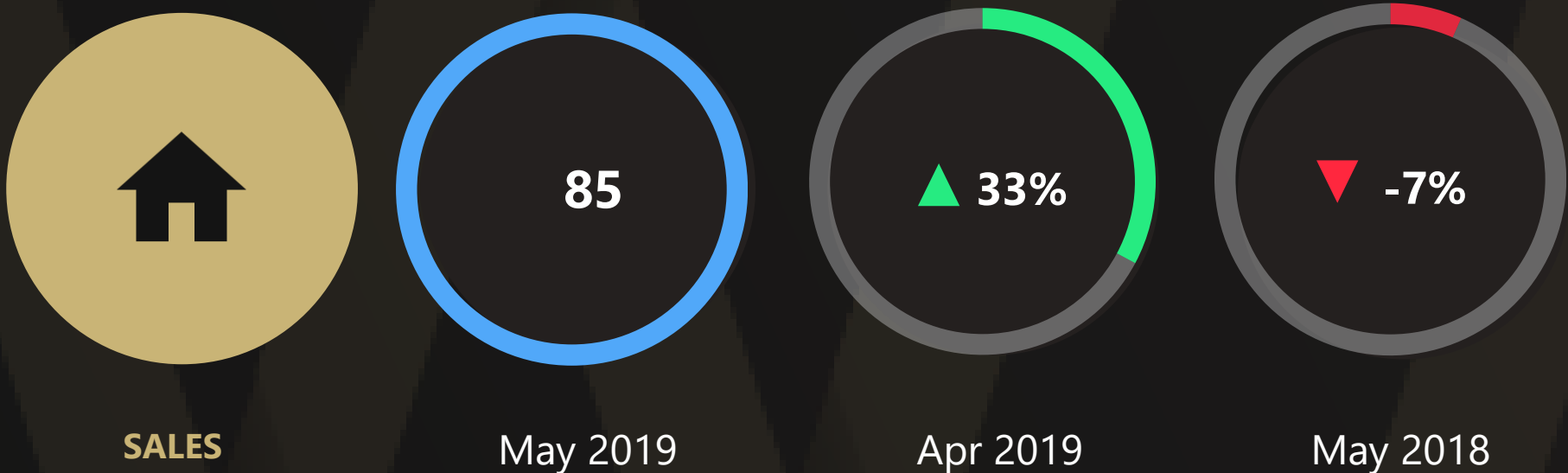
 Detached and Houses  
● CURRENT ● UP ● DOWN



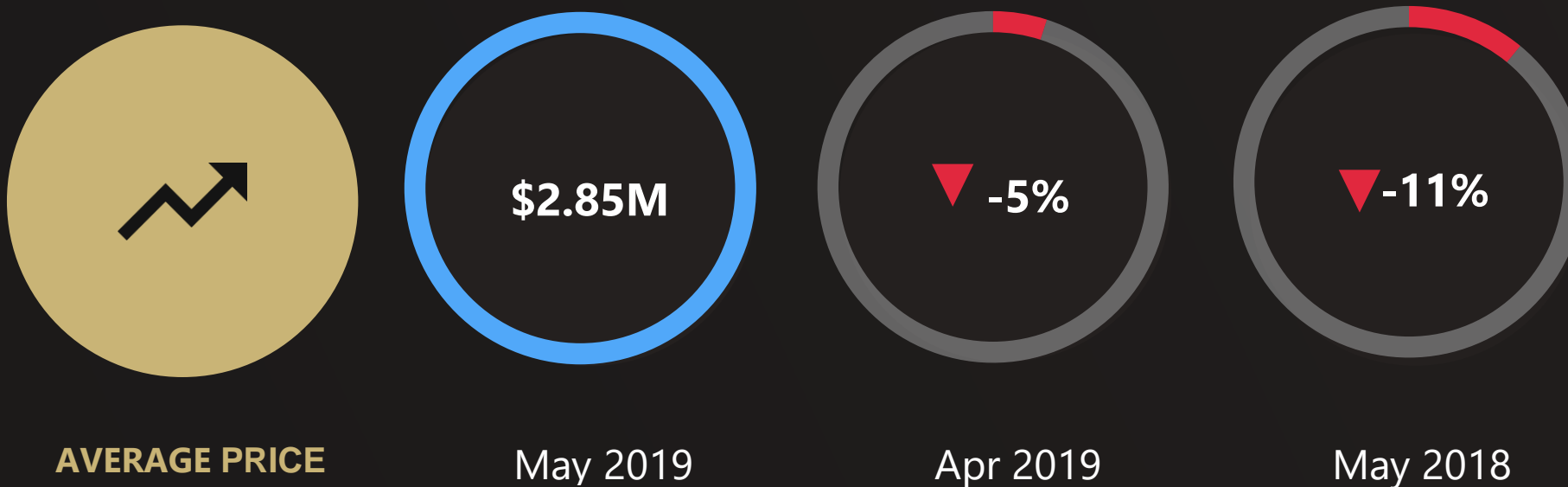
In Vancouver West, the number of new listings for detached properties in May 2019 was 704, a 1% increase compared to April 2019, when 699 homes were listed, and a 13% decrease from the 811 properties listed last May.



In Vancouver West, the sales-to-active listings ratio for houses for May 2019 was 12%, a 7% increase compared to April 2019, when the ratio was 6%, and a 1% increase from the 11% ratio last May.



The number of houses sold in Vancouver West in May 2019 was 85, a 33% increase compared to April 2019, when 64 homes were sold, and a 7% decrease from the 91 properties sold last May.



In Vancouver West, the average sale price for houses in May 2019 was \$2.85M, a 5% decrease compared to April 2019, when the average sale price was \$2.999M, and a 11% decrease from the \$3.2M average sale price from last May.

# Market Type

## VANCOUVER WESTSIDE

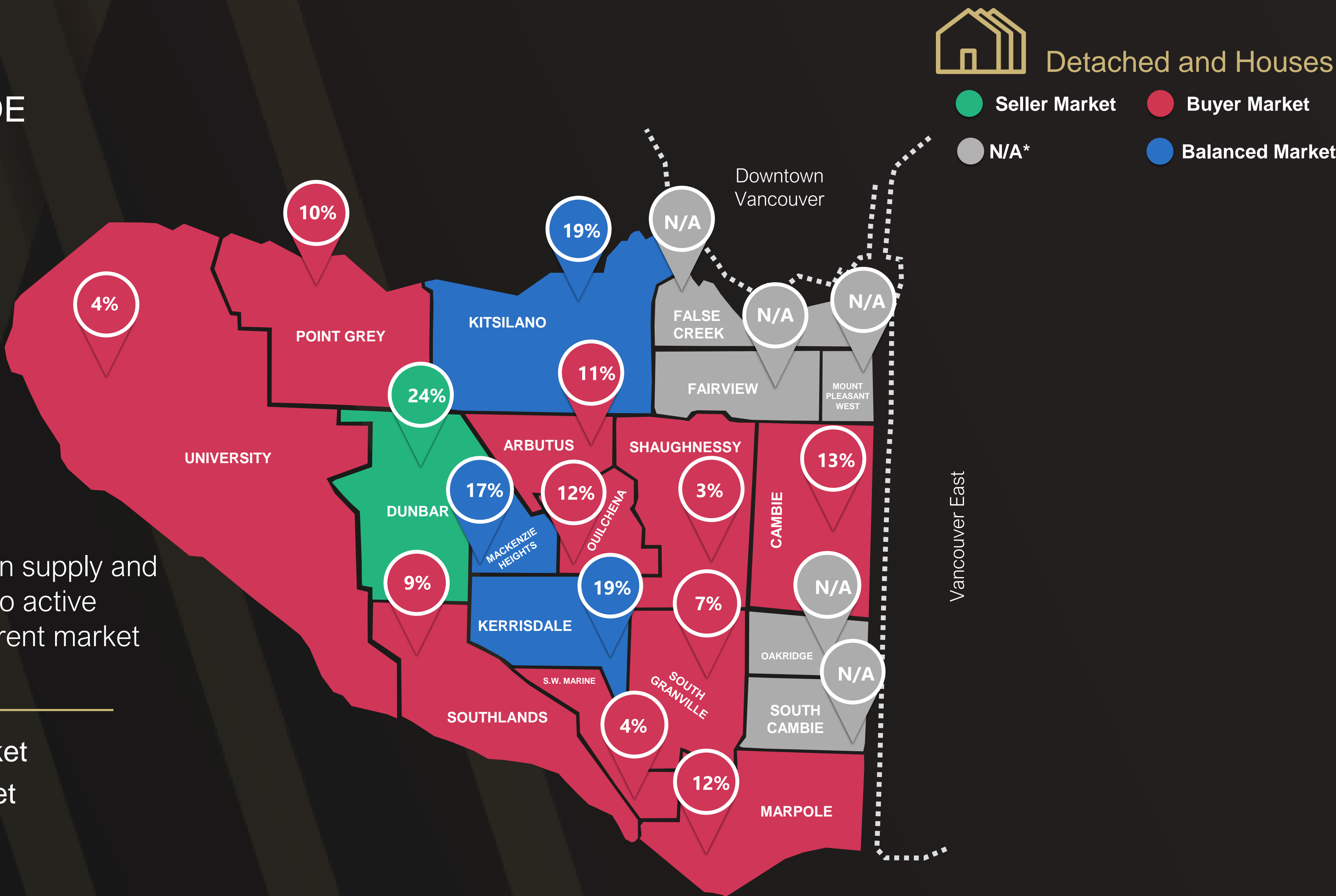
May, 2019

### 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.





# VANCOUVER WESTSIDE

May, 2019



Condos and Townhouses

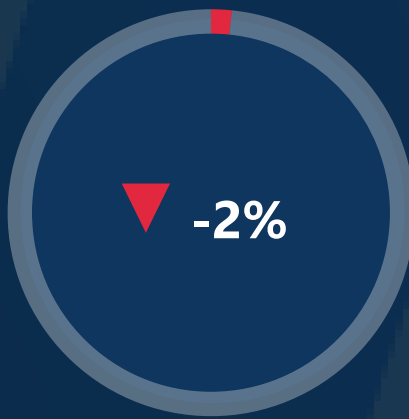
CURRENT UP DOWN



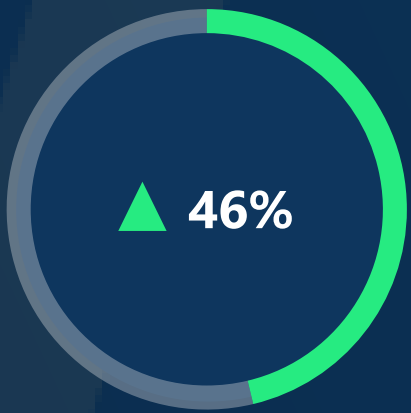
LISTINGS



May 2019



Apr 2019

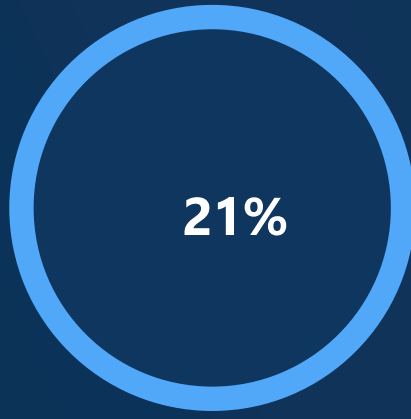


May 2018

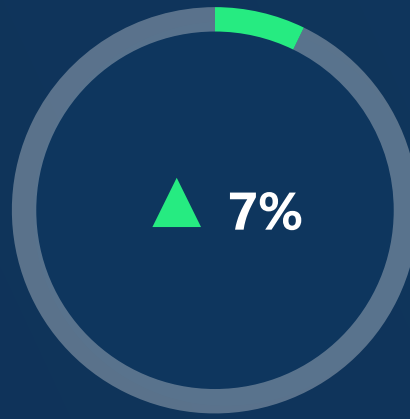
In Vancouver West, the number of new listings for condos and townhouses in May 2019 was 961, a 2% decrease compared to April 2019, when 977 homes were listed, and a 46% increase from the 657 properties listed last May.



SALES TO ACTIVE



May 2019



Apr 2019



May 2018

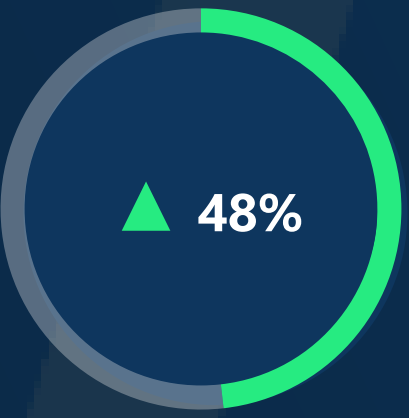
In Vancouver West, the sales-to-active listings ratio for condo and townhouses for May 2019 was 21%, a 7% increase compared to April 2019, when the ratio was 14%, and a 11% decrease from the 32% ratio last May.



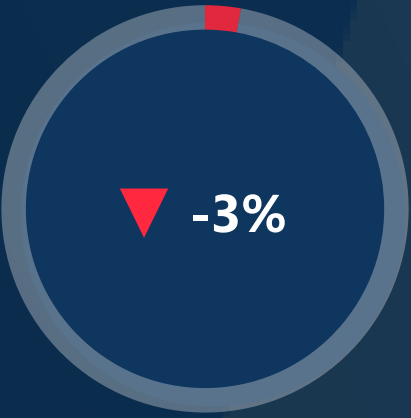
SALES



May 2019



Apr 2019



May 2018

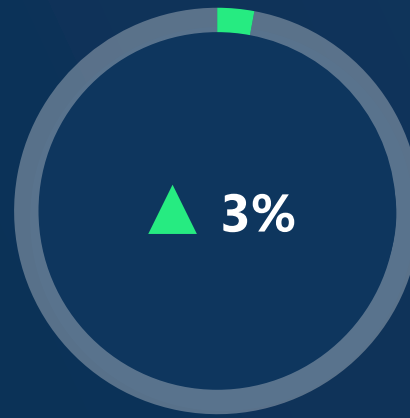
The number of condos and townhouses sold in Vancouver West in May 2019 was 206, a 48% increase compared to April 2019, when 139 homes were sold, and a 3% decrease from the 212 properties sold last May.



AVERAGE PRICE



May 2019



Apr 2019



May 2018

In Vancouver West, the average sale price for condos and townhouses in May 2019 was \$772K, a 3% increase compared to April 2019, when the average sale price was \$750K, and a 11% decrease from the \$865K average sale price from last May.

# Market Type

## VANCOUVER WESTSIDE

May, 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.



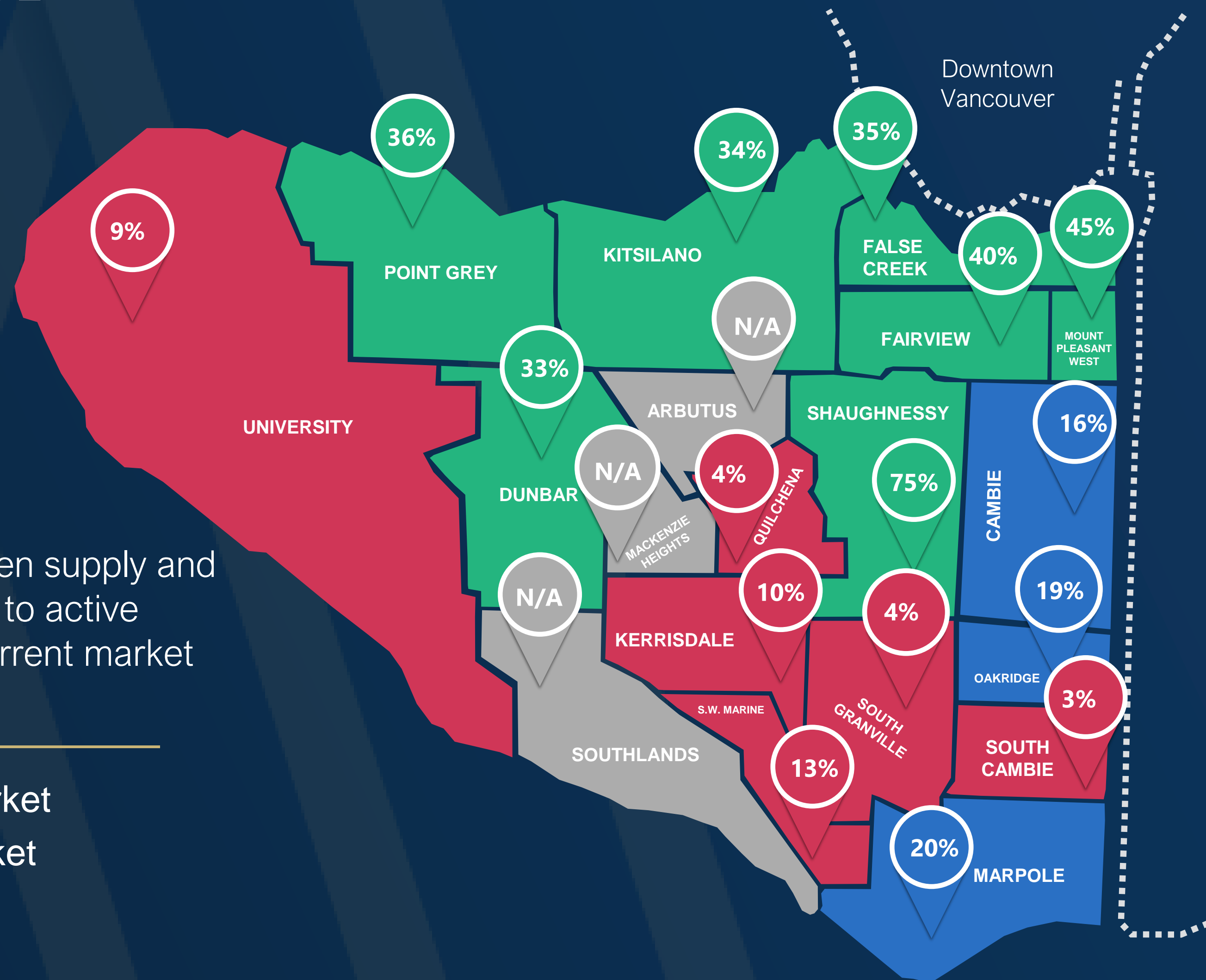
Condos and Townhouses

● Seller Market

● Buyer Market

● N/A\*

● Balanced Market



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# Vancouver Eastside

May 2019



# VANCOUVER EASTSIDE

May, 2019



Detached and Houses

● CURRENT ● UP ● DOWN

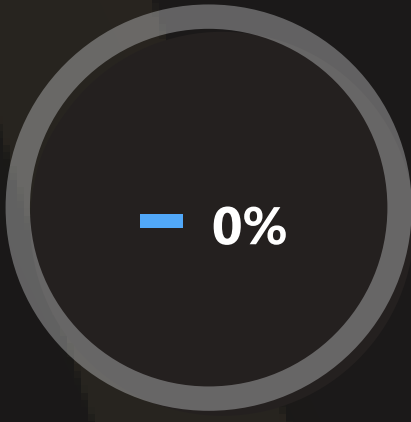


LISTINGS



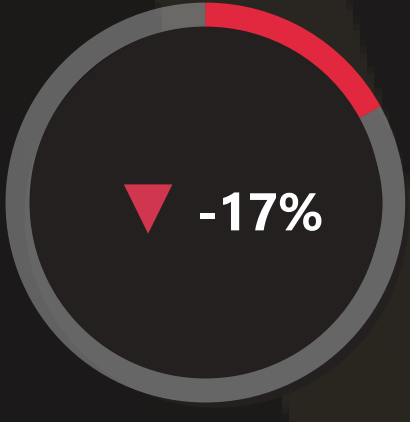
663

May 2019



0%

Apr 2019



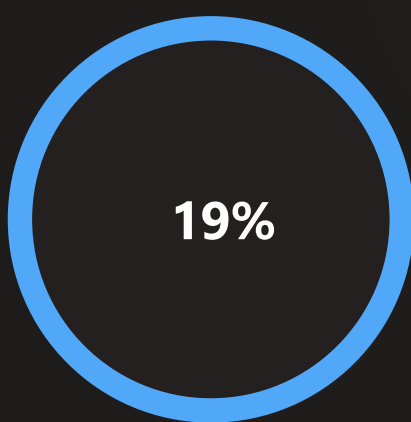
-17%

May 2018

In Vancouver East, the number of new listings for detached properties in May 2019 was 663, no changes compared to April 2019, when 664 homes were listed, and a 17% decrease from the 799 properties listed last May.

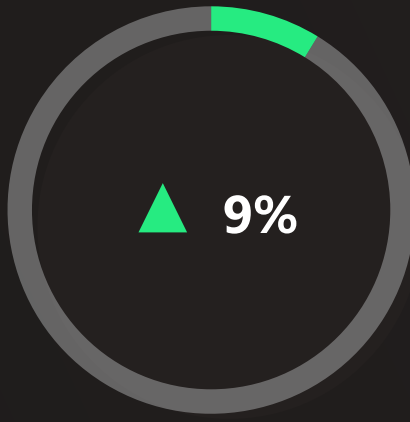


SALES TO ACTIVE



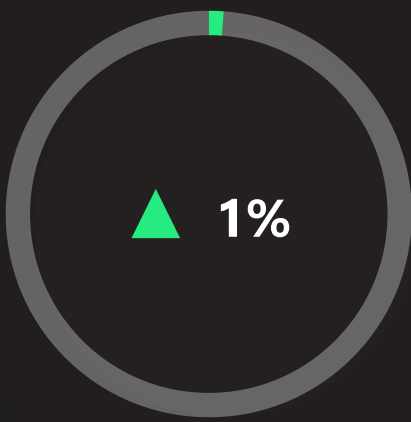
19%

May 2019



9%

Apr 2019



1%

May 2018

In Vancouver East, the sales to active ratio for houses for May 2019 was 19%, a 9% increase compared to April 2019, when the ratio was 10%, and a 1% increase from the 18% ratio last May.

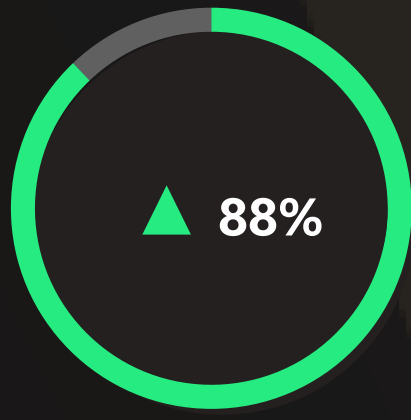


SALES



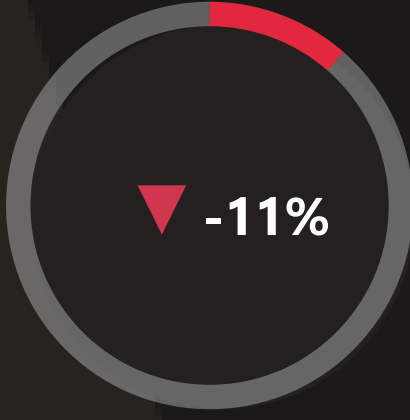
124

May 2019



88%

Apr 2019



-11%

May 2018

The number of houses sold in Vancouver East in May 2019 was 124, a 88% increase compared to April 2019, when 66 homes were sold, and a 11% decrease from the 140 properties sold last May.

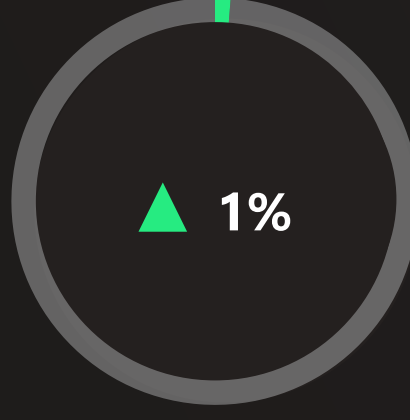


AVERAGE PRICE



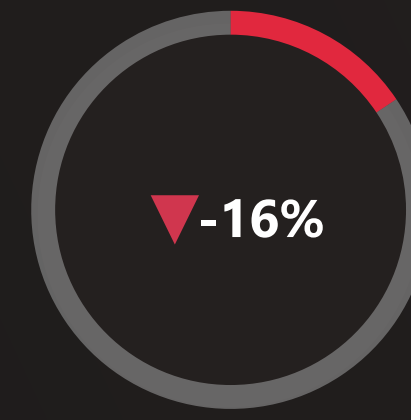
\$1.4M

May 2019



1%

Apr 2019



-16%

May 2018

In Vancouver East, the average sale price for houses in May 2019 was \$1.398M, a 1% increase compared to April 2019, when the average sale price was \$1.381M, and a 15% decrease from the \$1.636M average sale price from last May.



# Market Type

## VANCOUVER WESTSIDE

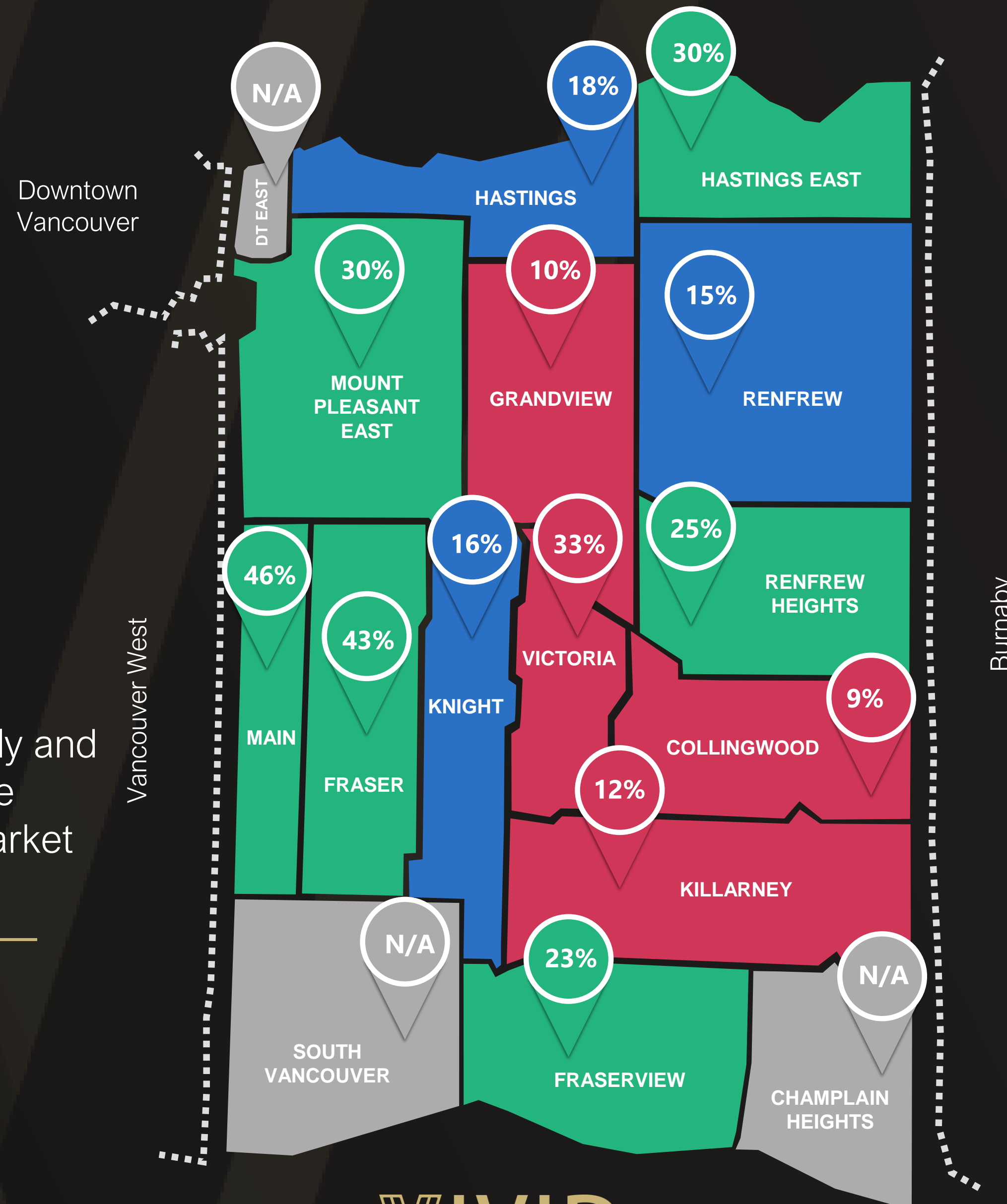
May, 2019

### 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

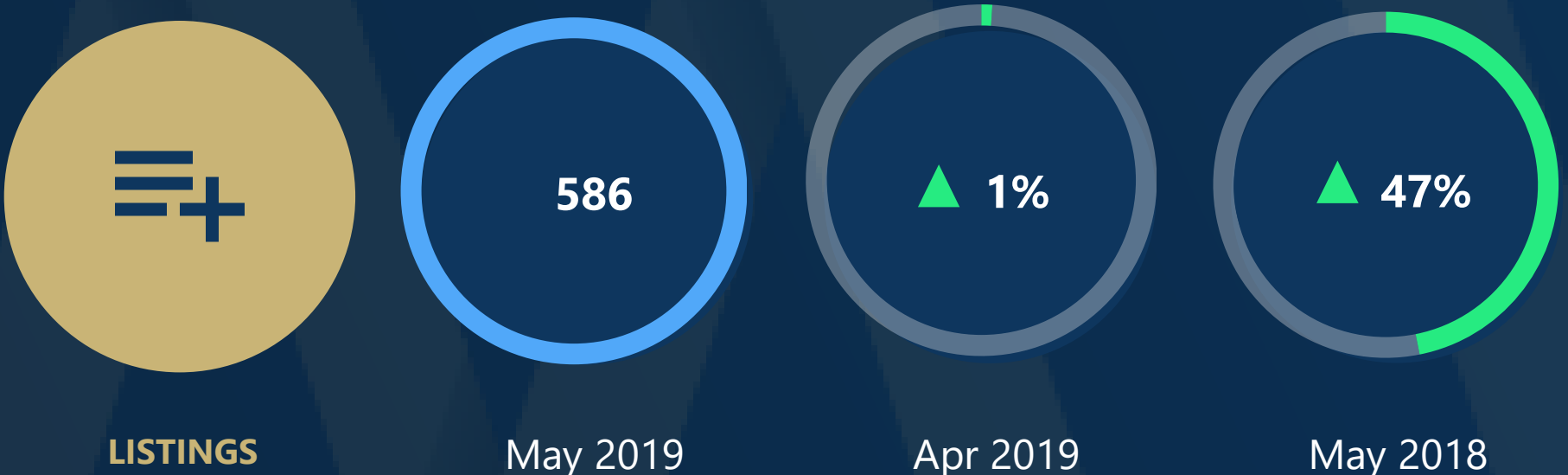
# VANCOUVER EASTSIDE

May, 2019

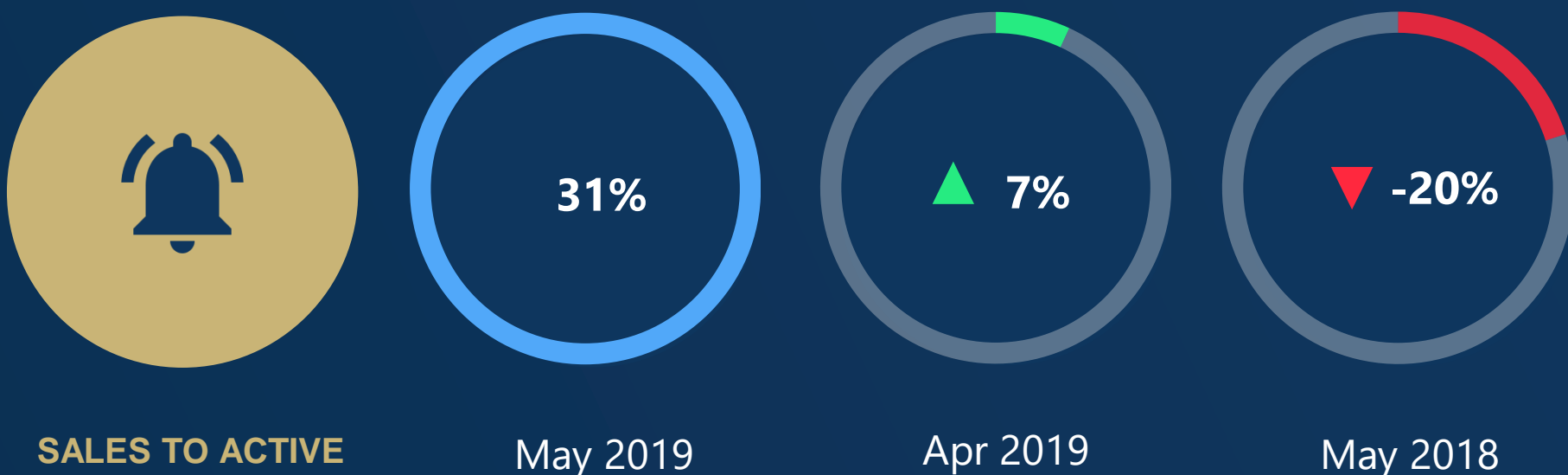


Condos and Townhouses

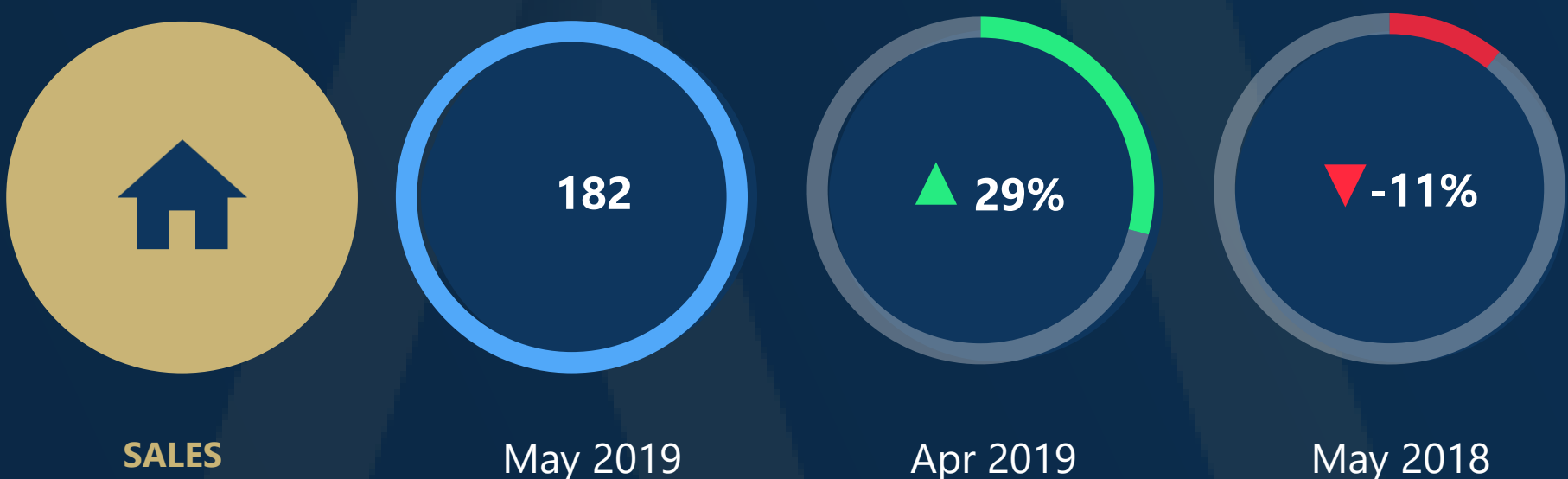
CURRENT UP DOWN



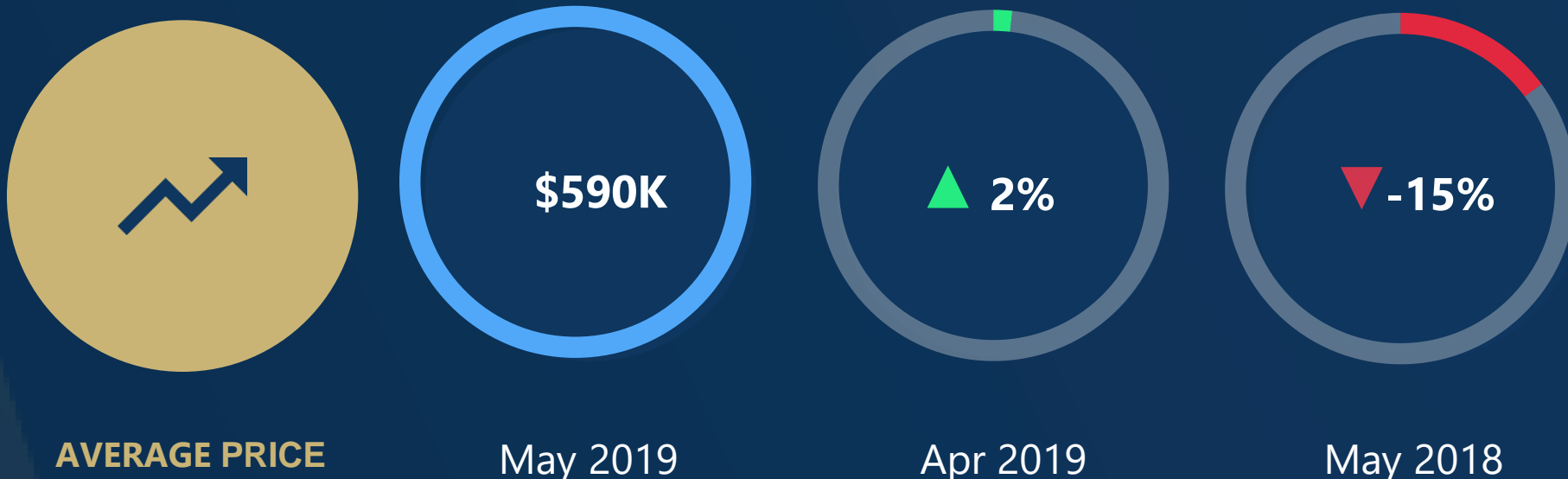
In Vancouver East, the number of new listings for condos and townhouses in May 2019 was 586, a 1% increase compared to April 2019, when 583 homes were listed, and a 47% increase from the 399 properties listed last May.



In Vancouver East, the sales-to-active listings ratio for condo and townhouses for May 2019 was 31%, a 7% increase compared to April 2019, when the ratio was 24%, and a 20% decrease from the 51% ratio last May.



The number of condos and townhouses sold in Vancouver East in May 2019 was 182 , a 29% increase compared to April 2019, when 141 homes were sold, and a 11% decrease from the 204 properties sold last May.



In Vancouver East, the average sale price for condos and townhouses in May 2019 was \$590K, a 2% increase compared to April 2019, when the average sale price was \$580K, and a 15% decrease from the \$693K average sale price from last May.

# Market Type

## VANCOUVER EASTSIDE

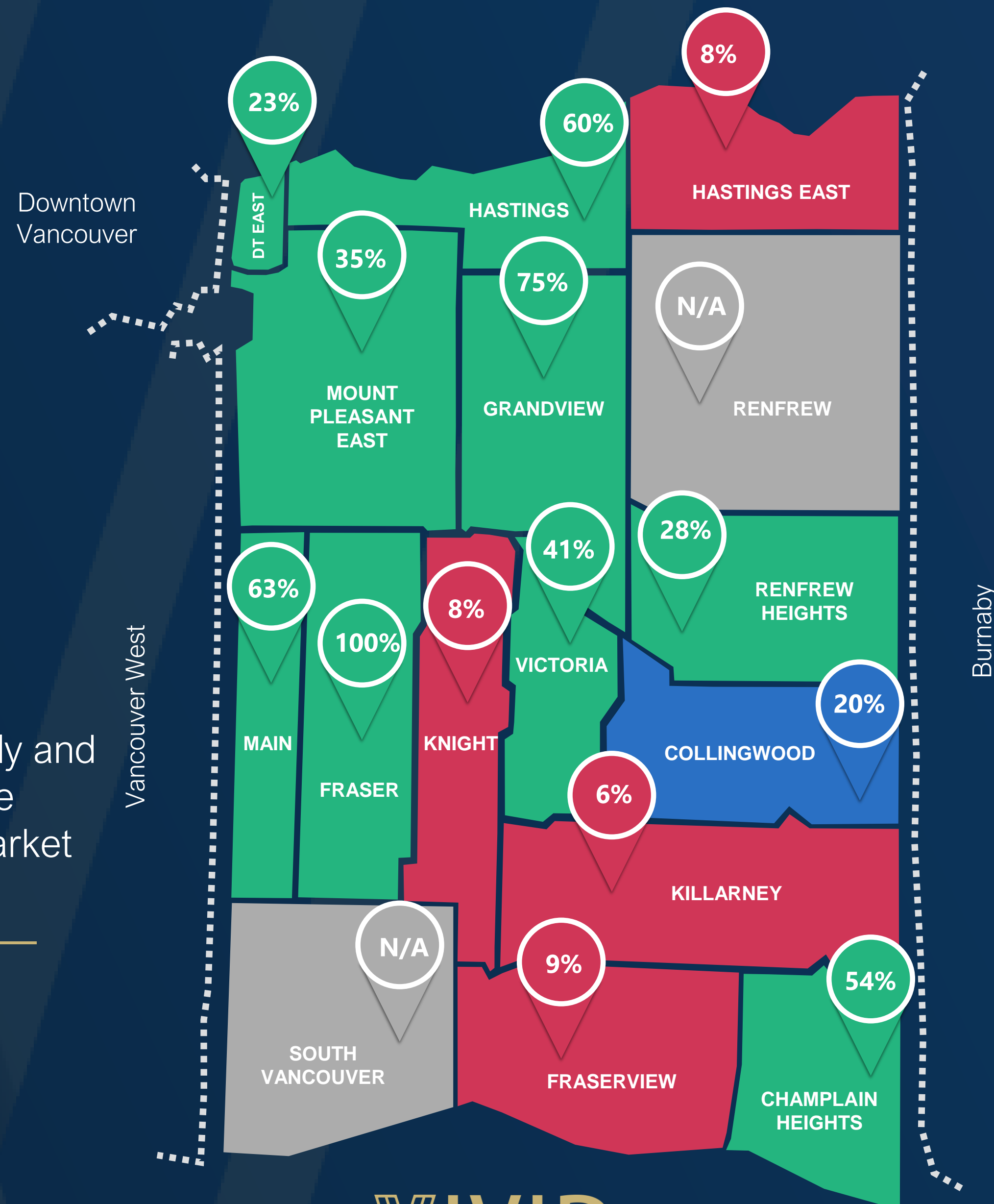
May, 2019

### 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

May 2019





# NORTH VANCOUVER

May, 2019



Detached and Houses

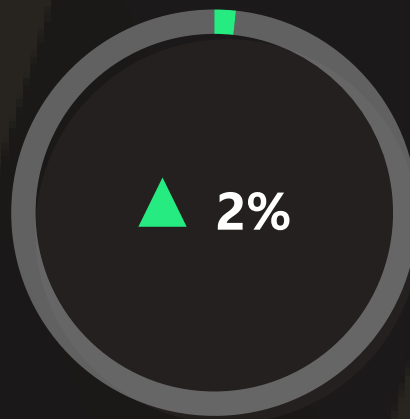
CURRENT UP DOWN



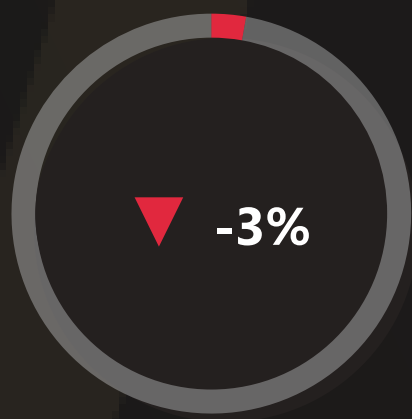
LISTINGS



May 2019



Apr 2019

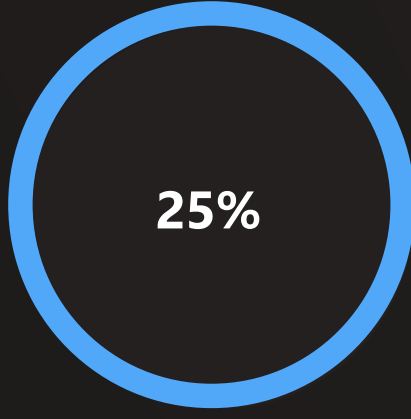


May 2018

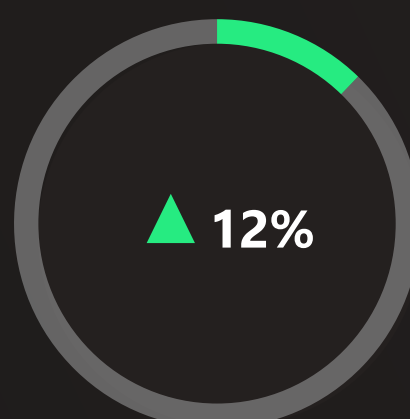
In North Vancouver, the number of new listings for detached properties in May 2019 was 418, a 2% increase compared to April 2019, when 411 homes were listed, and a 3% decrease from the 430 properties listed last May.



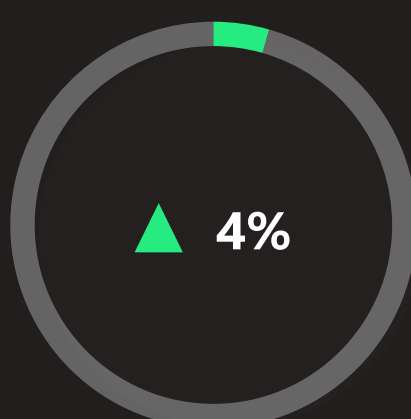
SALES TO ACTIVE



May 2019



Apr 2019

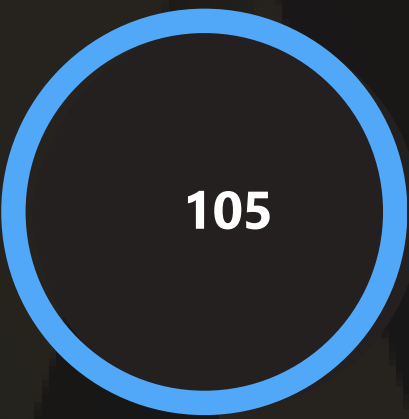


May 2018

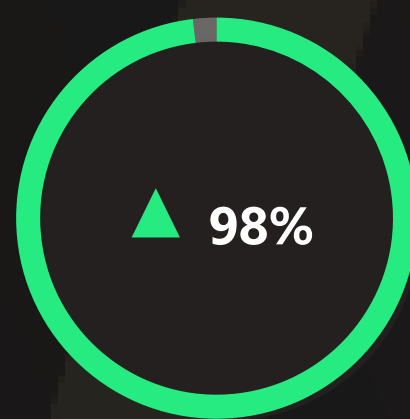
In North Vancouver, the sales to active ratio for houses for May 2019 was 25%, a 12% increase compared to April 2019, when the ratio was 13%, and a 4% increase from the 21% ratio last May.



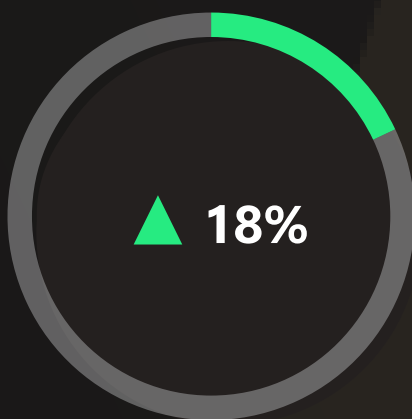
SALES



May 2019



Apr 2019



May 2018

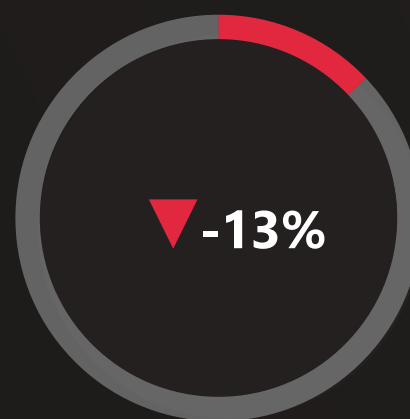
The number of houses sold in North Vancouver in May 2019 was 105, a 98% increase compared to April 2019, when 53 homes were sold, and a 18% increase from the 89 properties sold last May.



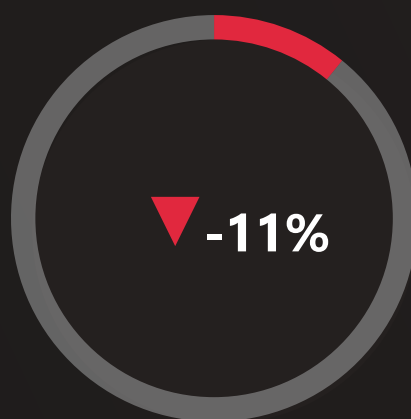
AVERAGE PRICE



May 2019



Apr 2019



May 2018

In North Vancouver, the average sale price for houses in May 2019 was \$1.502M, a 13% decrease compared to April 2019, when the average sale price was \$1.725M, and a 11% decrease from the \$1.685M average sale price from last May.

# NORTH VANCOUVER

May, 2019



Condos and Townhouses

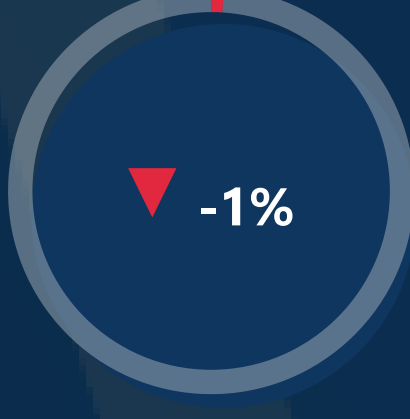
CURRENT UP DOWN



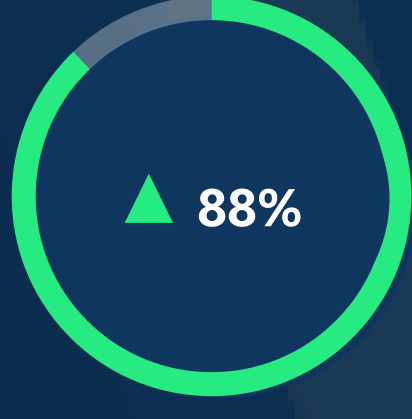
LISTINGS



May 2019



Apr 2019

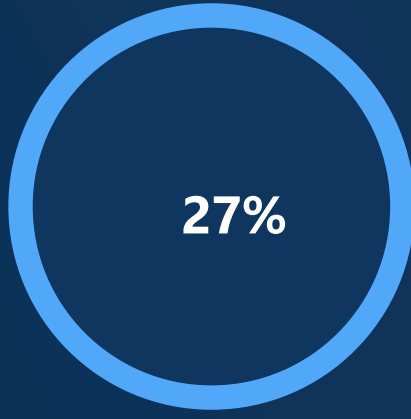


May 2018

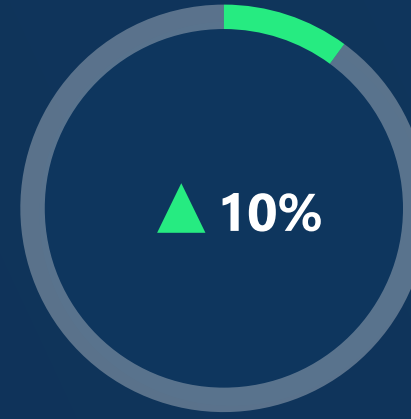
In North Vancouver, the number of new listings for condos and townhouses in May 2019 was 541, a 1% decrease compared to April 2019, when 544 homes were listed, and a 88% increase from the 288 properties listed last May.



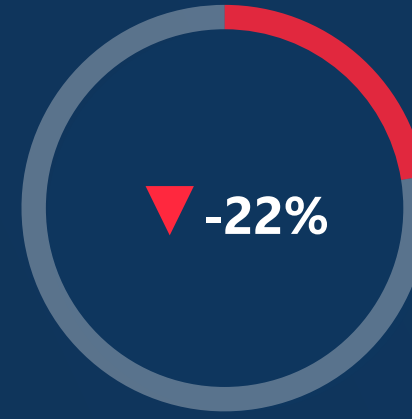
SALES TO ACTIVE



May 2019



Apr 2019



May 2018

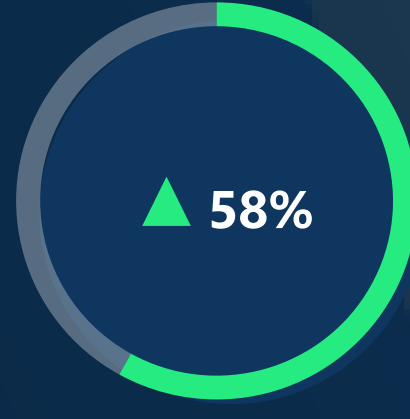
In North Vancouver, the sales-to-active listings ratio for condo and townhouses for May 2017 was 27%, a 10% increase compared to April 2019, when the ratio was 17%, and a 22% decrease from the 50% ratio last May.



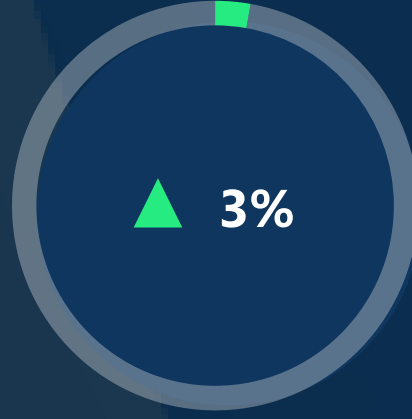
SALES



May 2019



Apr 2019



May 2018

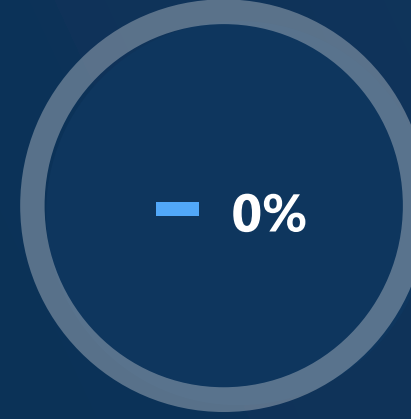
The number of condos and townhouses sold in North Vancouver in May 2019 was 147 , a 58% increase compared to April 2019, when 93 homes were sold, and a 3% increase from the 143 properties sold last May.



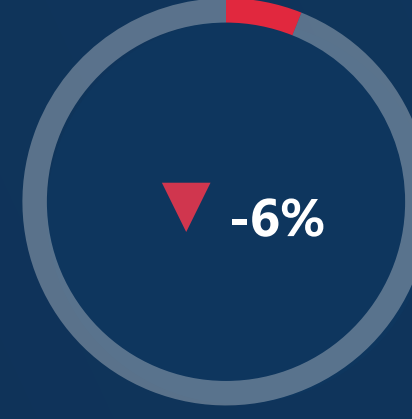
AVERAGE PRICE



May 2019



Apr 2019



May 2018

In North Vancouver, the average sale price for condos and townhouses in May 2019 was \$700K, no significant changes compared to April 2019, when the average sale price was \$697K, and a 6% decrease from the \$745k average sale price from last May.

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# West Vancouver

May 2019



# WEST VANCOUVER

May, 2019



Detached and Houses

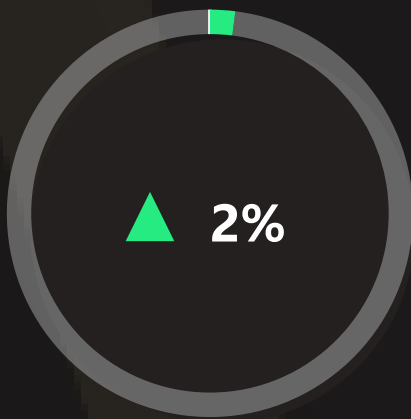
CURRENT UP DOWN



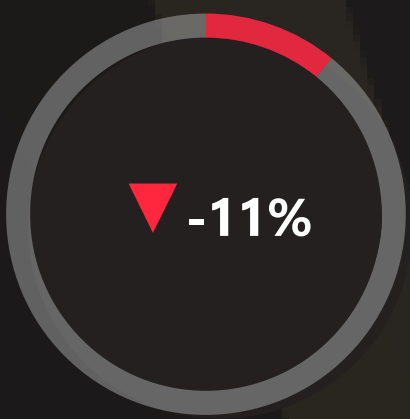
LISTINGS



May 2019



Apr 2019

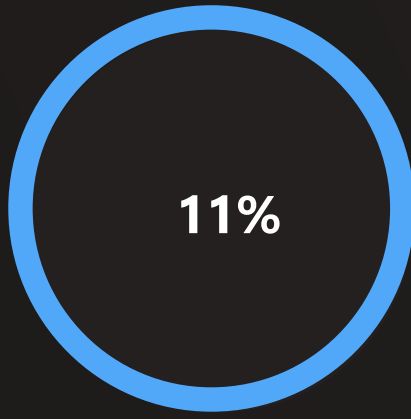


May 2018

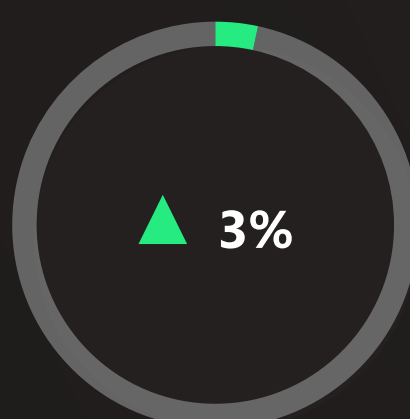
In West Vancouver houses, the number of new listings for residential properties in May 2019 was 511, a 2% increase compared to April 2019, when 501 homes were listed, and a 11% decrease from the 573 properties listed last May.



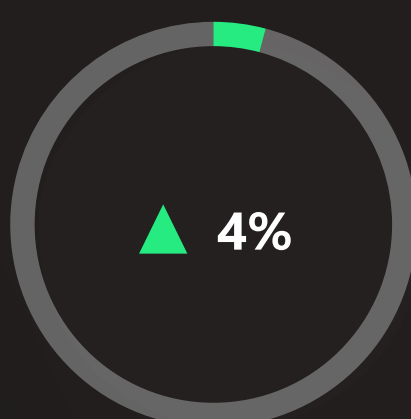
SALES TO ACTIVE



May 2019



Apr 2019



May 2018

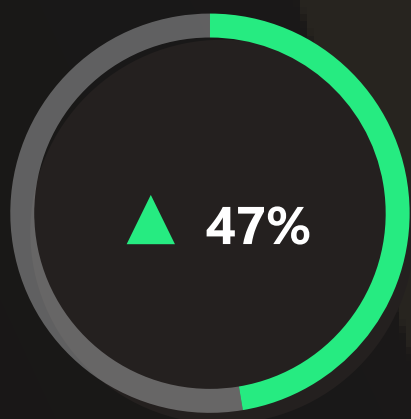
In West Vancouver, the sales to active ratio for houses for May 2019 was 11%, a 3% increase compared to April 2019, when the ratio was 8%, and a 4% increase from the 7% ratio last May.



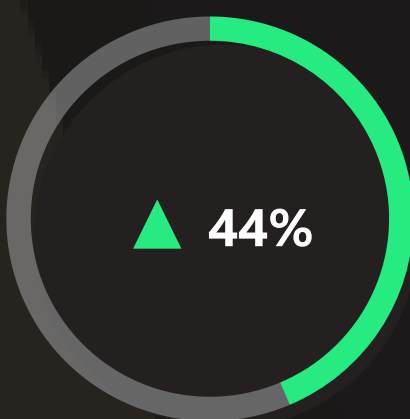
SALES



May 2019



Apr 2019



May 2018

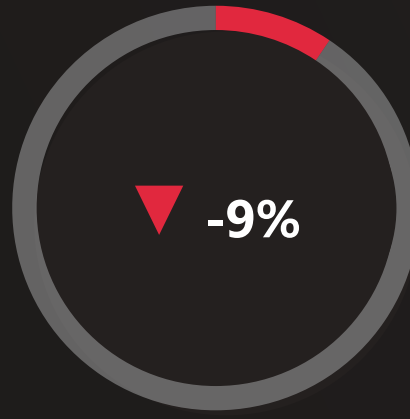
The number of houses sold in West Vancouver in May 2019 was 56, a 47% increase compared to April 2019, when 38 homes were sold, and a 44% increase from the 39 properties sold last May.



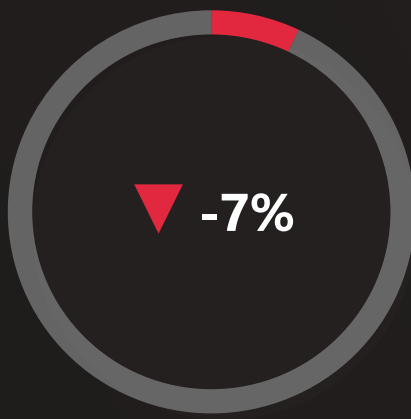
AVERAGE PRICE



May 2019



Apr 2019



May 2018

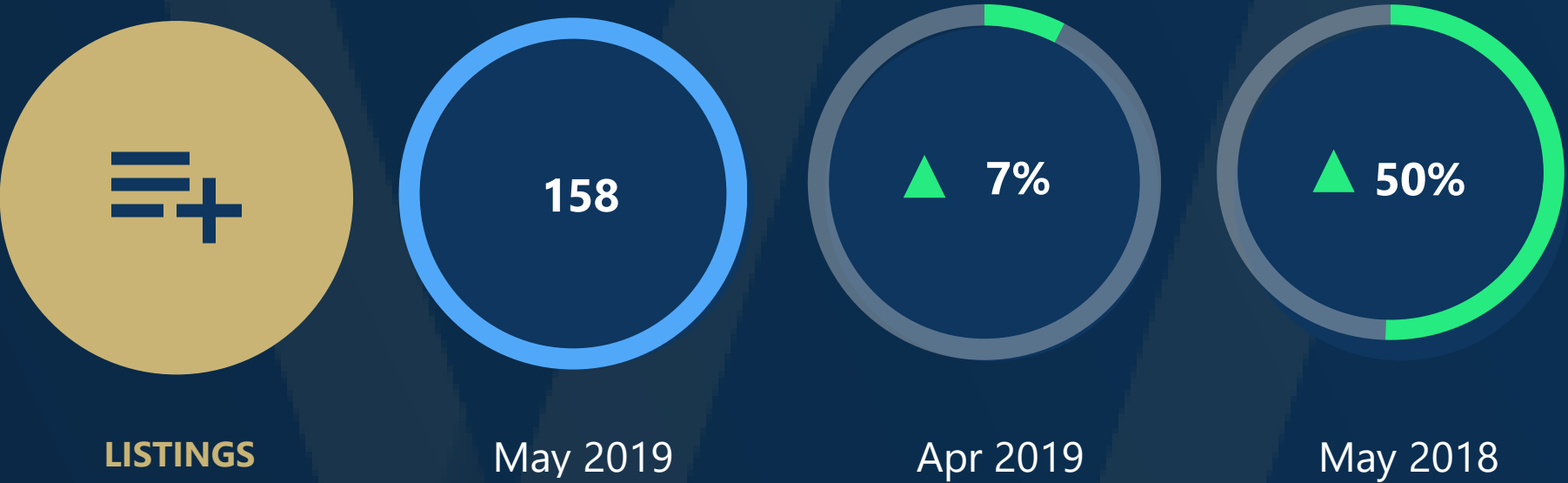
In West Vancouver, the average sale price for houses in May 2019 was \$2.649M, a 9% decrease compared to April 2019, when the average sale price was \$2.925M, and a 7% decrease from the \$2.85M average sale price from last May.



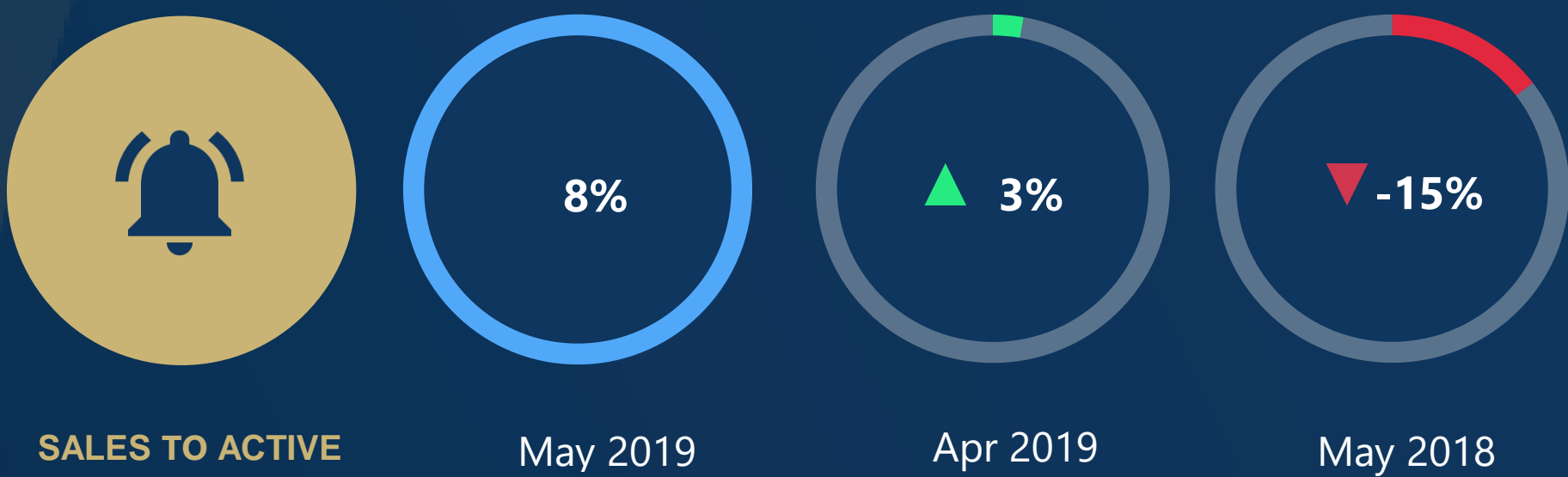
# WEST VANCOUVER

May, 2019

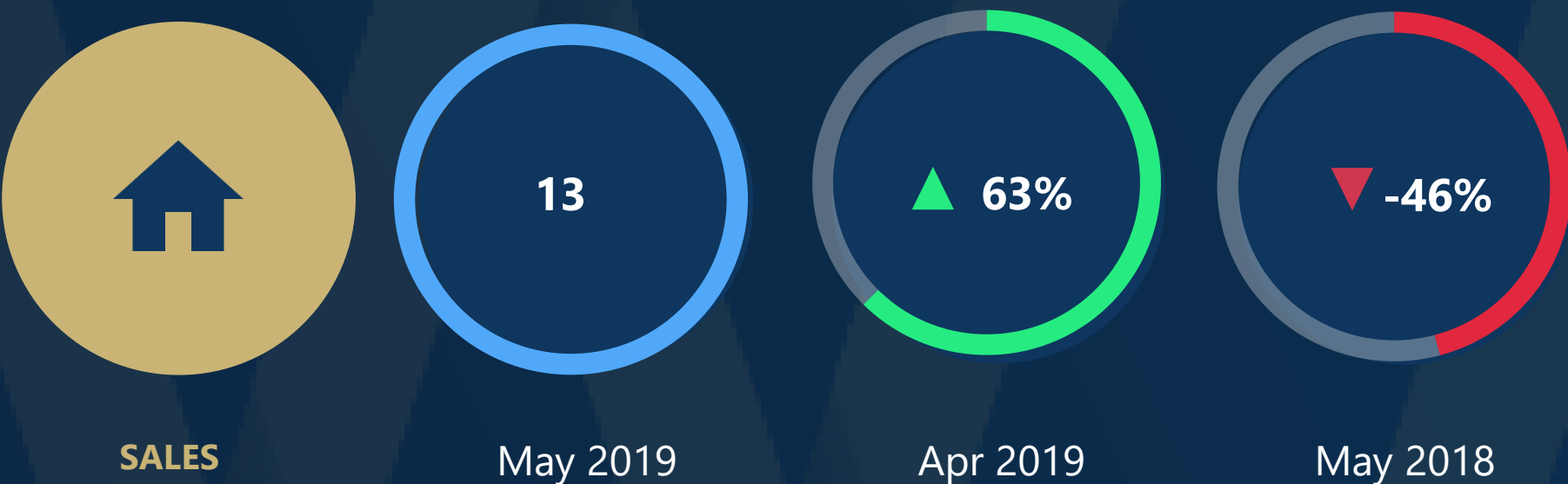
 **Condos and Townhouses**  
● CURRENT ● UP ● DOWN



In West Vancouver, the number of new listings for condos and townhouses in May 2019 was 158, a 7% increase compared to April 2019, when 147 homes were listed, and a 50% increase from the 105 properties listed last May.



In West Vancouver, the sales-to-active listings ratio for condos and townhouses for May 2019 was 8%, a 3% increase compared to April 2019, when the ratio was 5%, and a 15% decrease from the 23% ratio last May.



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.



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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*By Amir Joharifard*

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Cell: 778-885-5076

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

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