

SIMPLE.
INNOVATIVE.
EFFECTIVE.



VIVID

REAL ESTATE

By Amir Joharifard

Market Update

March 2020

Areas

GREATER VANCOUVER
DOWNTOWN VANCOUVER

VANCOUVER WESTSIDE
VANCOUVER EASTSIDE

NORTH VANCOUVER
WEST VANCOUVER

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Greater Vancouver

March 2020

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By Amin Sabarwal

21 CENTURY 21.
In Town Realty

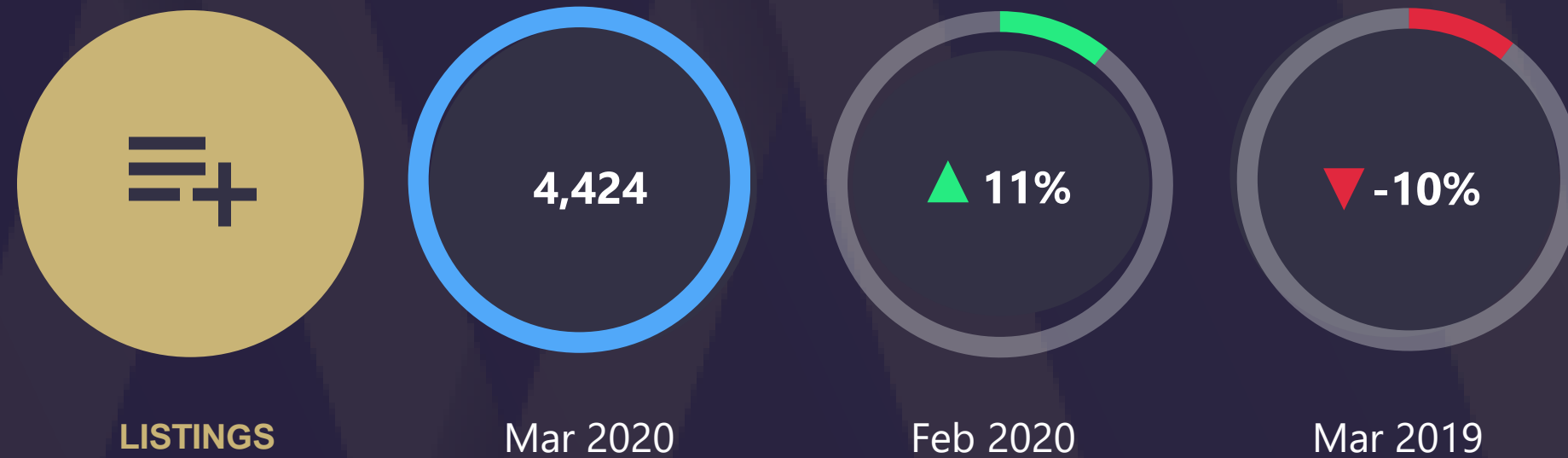
GREATER VANCOUVER

March, 2020

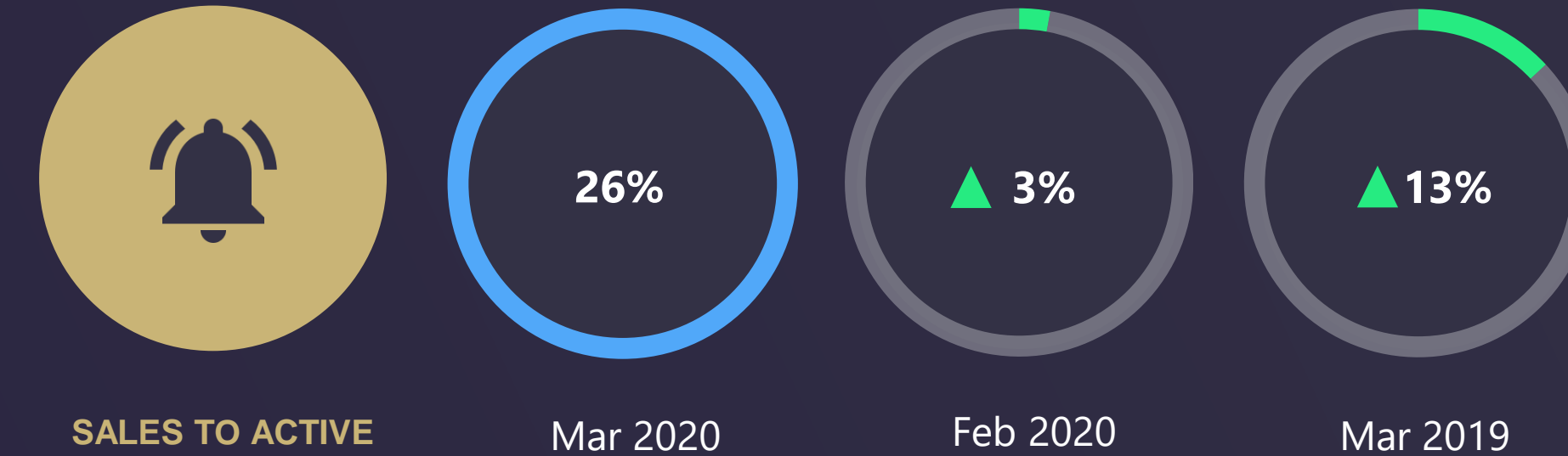


Detached and Attached Homes

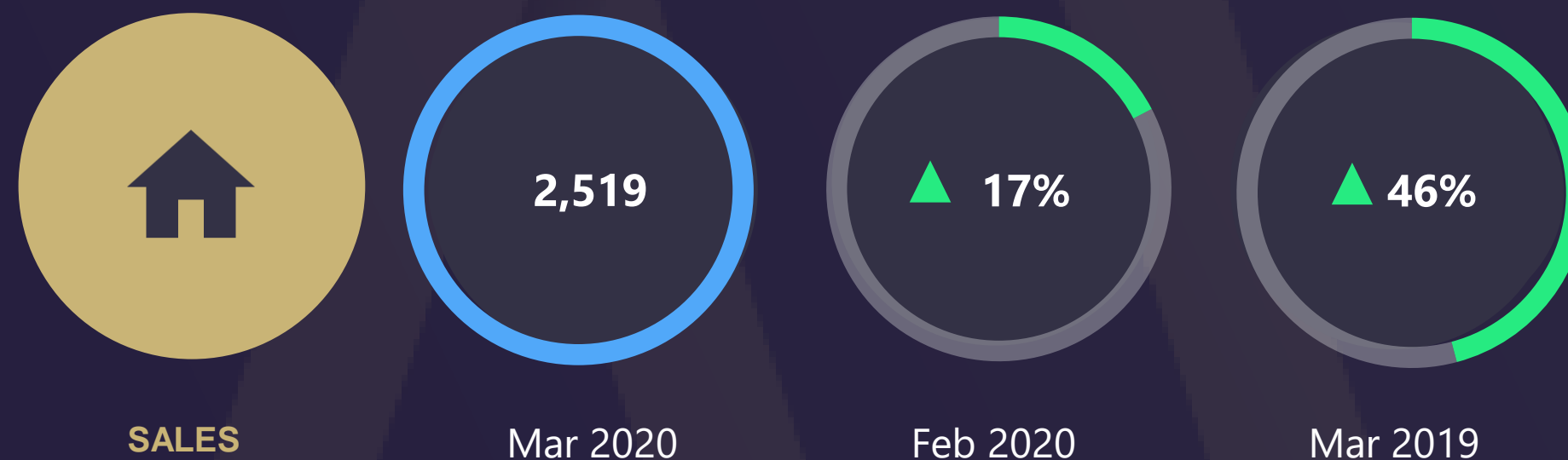
● CURRENT ● UP ● DOWN



In Greater Vancouver, the number of new listings for residential properties in March 2020 was 4,424, a 11% increase compared to February 2020, when 3,997 homes were listed, and a 10% decrease from the 4,936 properties listed last March.



In Greater Vancouver, the sales-to-active listings ratio for residential properties for March 2020 was 26%, a 3% increase compared to February 2020, when the ratio was 23%, and a 13% increase from the 13% ratio last March.



The number of residential properties sold in Greater Vancouver in March 2020 was 2,519, a 17% increase compared to February 2020, when 2,147 homes were sold, and a 46% increase from the 1,727 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, 2020



Detached and Houses

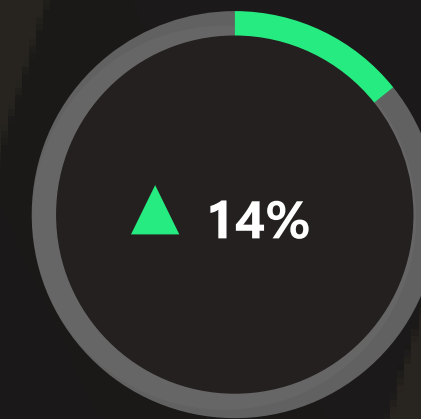
● CURRENT ● UP ● DOWN



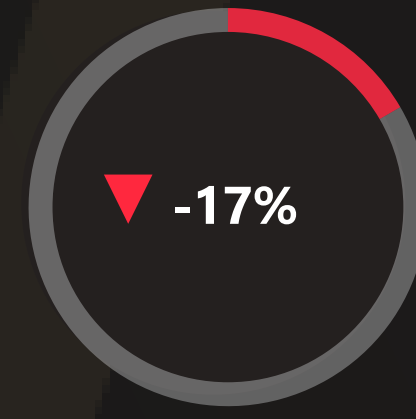
LISTINGS



Mar 2020



Feb 2020

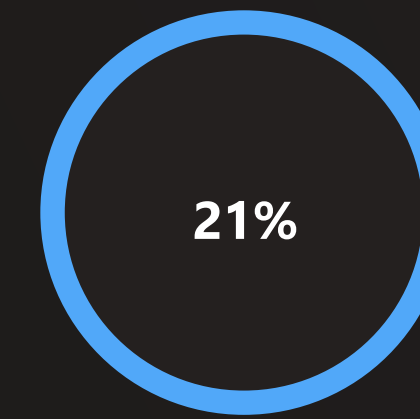


Mar 2019

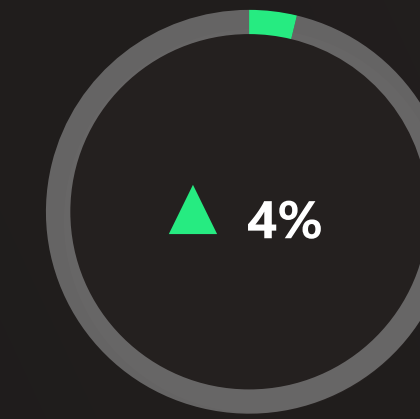
In Greater Vancouver, the number of new listings for detached properties in March 2020 was 1,499 a 14% increase compared to February 2020, when 1,312 homes were listed, and a 17% decrease from the 1,798 properties listed last March.



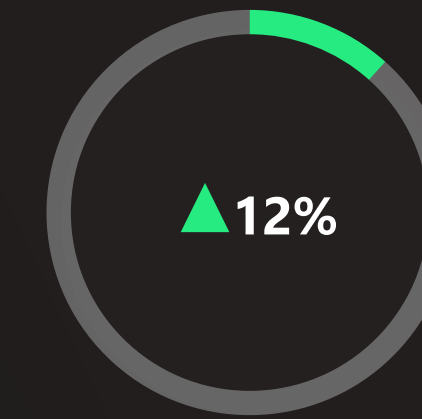
SALES TO ACTIVE



Mar 2020



Feb 2020

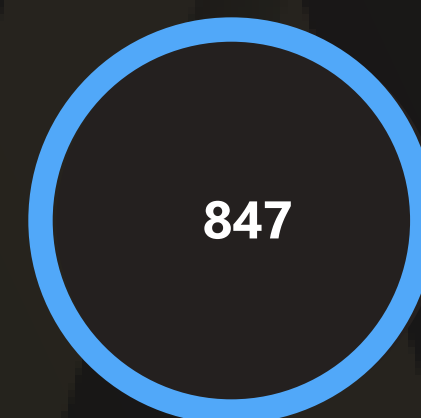


Mar 2019

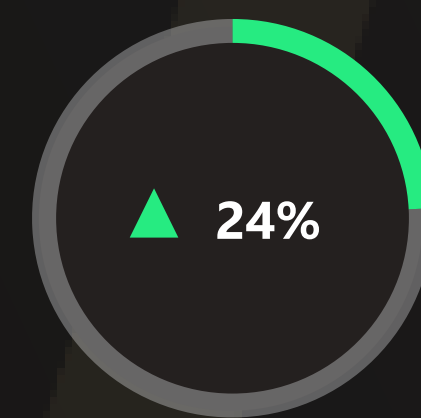
In Greater Vancouver, the sales-to-active listings ratio for detached properties for March 2019 was 21%, a 4% increase compared to February 2020, when the ratio was 17%, and a 12% increase from the 9% ratio last March.



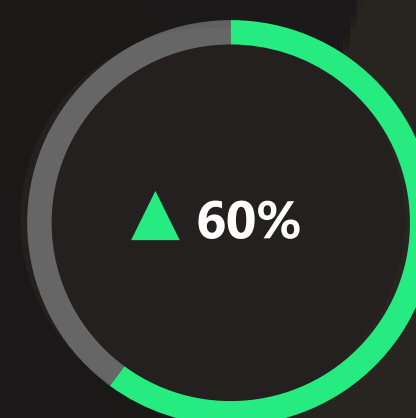
SALES



Mar 2020



Feb 2020



Mar 2019

The number of houses sold in Greater Vancouver in March 2020 was 847, a 24% increase compared to February 2020, when 682 homes were sold, and a 60% increase from the 529 properties sold last March.

Facts

The Average days on Market for Greater Vancouver detached properties in March 2020 was 43 days, a 7% decrease in comparison to 46 days in February. The average price per square foot for Greater Vancouver detached properties in March 2020 was \$625, a 5% increase in comparison to \$ 596 per square foot in February 2020.

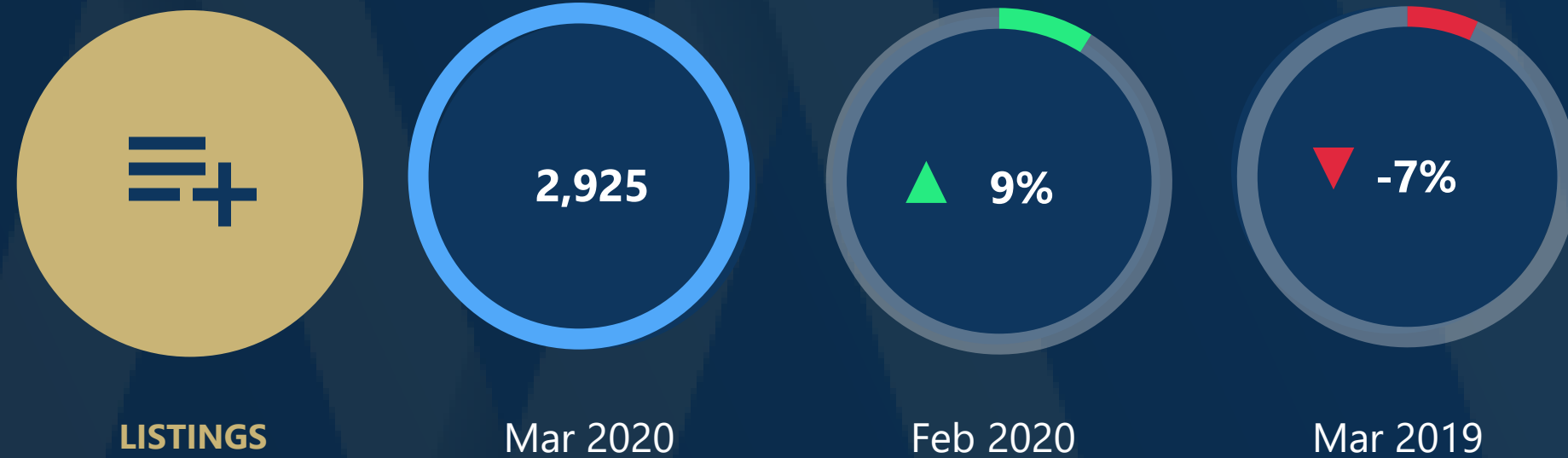
GREATER VANCOUVER

March, 2020



Condos and Townhouses

● CURRENT ● UP ● DOWN



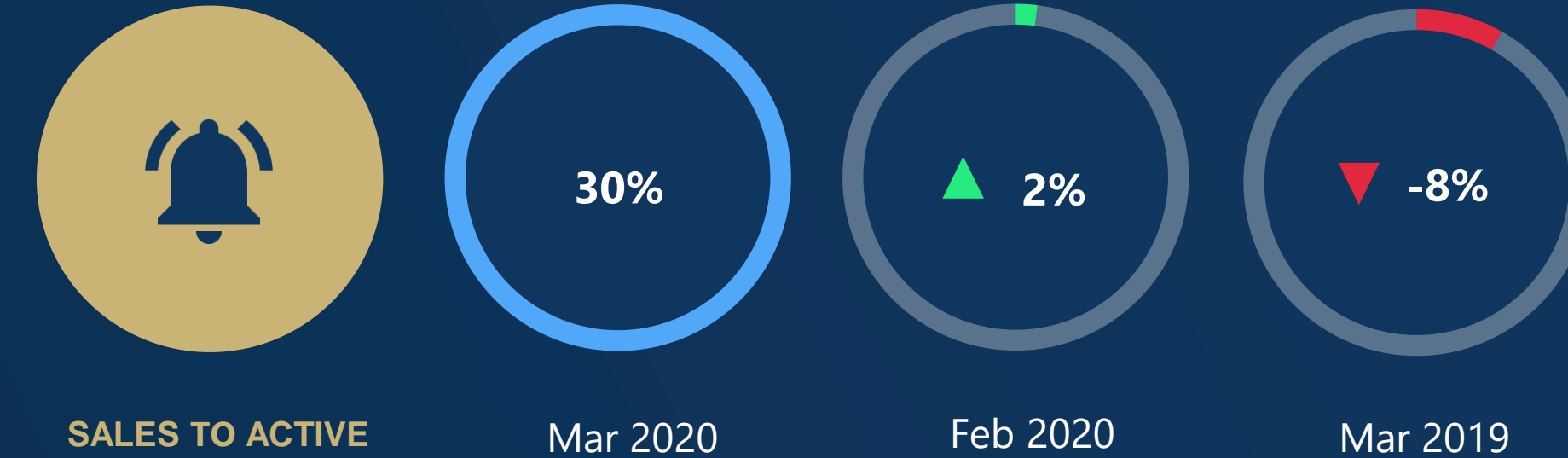
LISTINGS

Mar 2020

Feb 2020

Mar 2019

In Greater Vancouver, the number of new listings for condos and townhouses in March 2020 was 2,925, a 9% increase compared to February 2020, when 2,685 homes were listed, and a 7% decrease from the 3,138 properties listed last March.



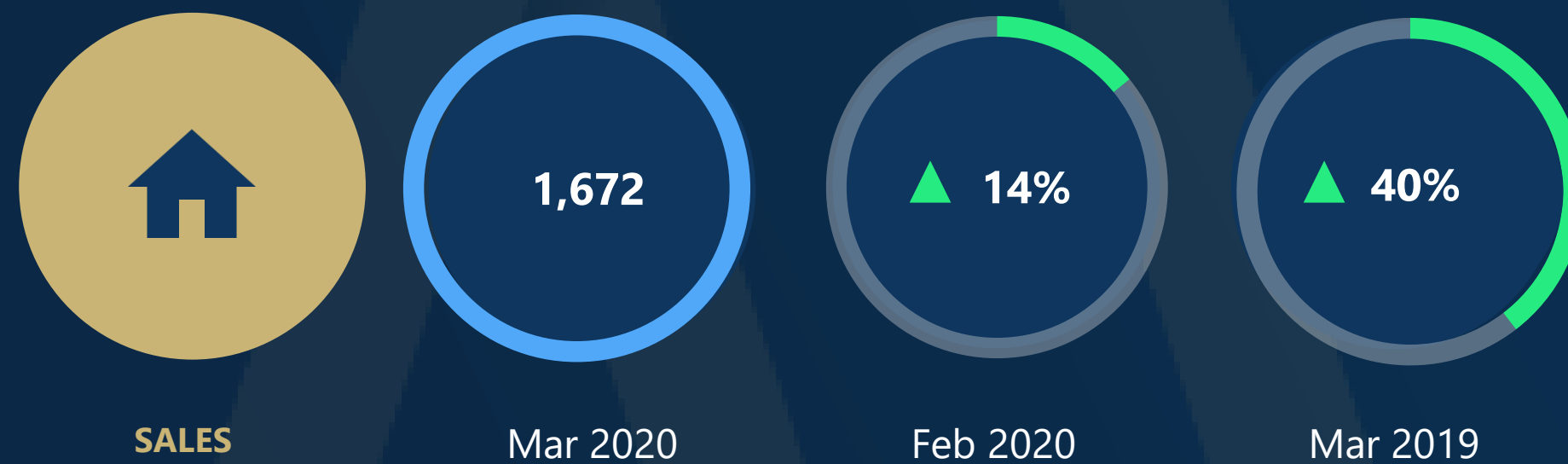
SALES TO ACTIVE

Mar 2020

Feb 2020

Mar 2019

In Greater Vancouver, the sales-to-active listings ratio condos and townhouse in March 2020 was 30%, a 2% increase compared to February 2020, when the ratio was 28%, and a 8% decrease from the 38% ratio last March.



SALES

Mar 2020

Feb 2020

Mar 2019

The number of condos and townhouses sold in Greater Vancouver condos in March 2020 was 1,672, a 14% increase compared to February 2020, when 1,465 homes were sold, and a 40% increase from the 1,198 properties sold last March.

Facts

The average days on the market for Greater Vancouver condos in March 2020 was 29 days, while for townhouses it was 30 days. The average price per square foot for Greater Vancouver condos was \$808 in March 2020, whereas for townhouses it was \$591 per square foot.

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Downtown Vancouver

March 2020

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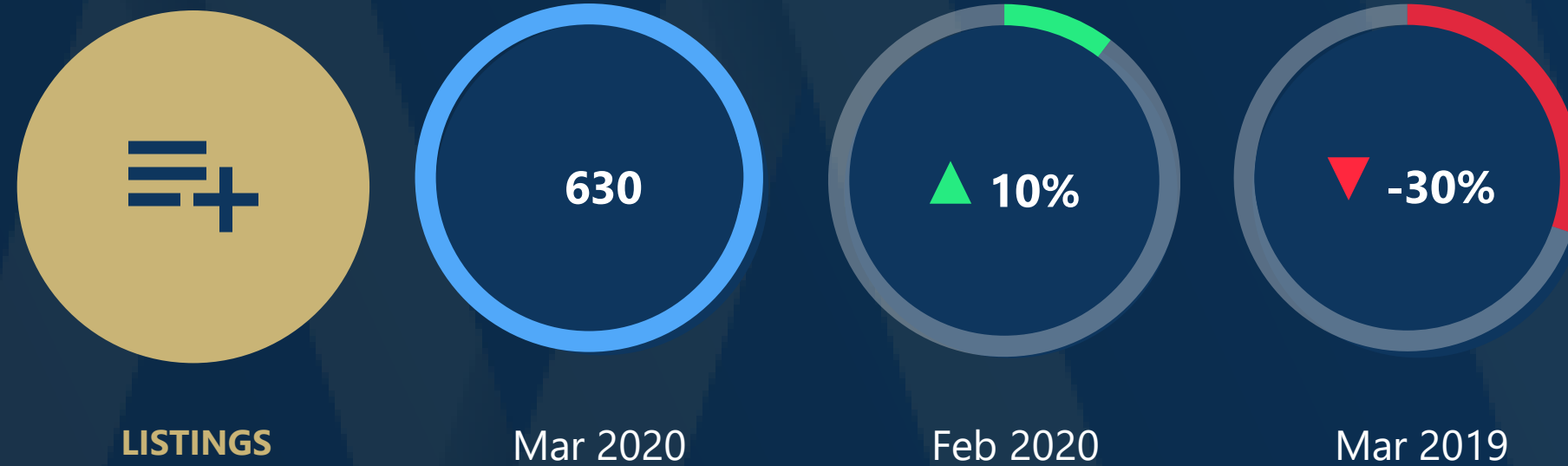
DOWNTOWN VANCOUVER

March, 2020

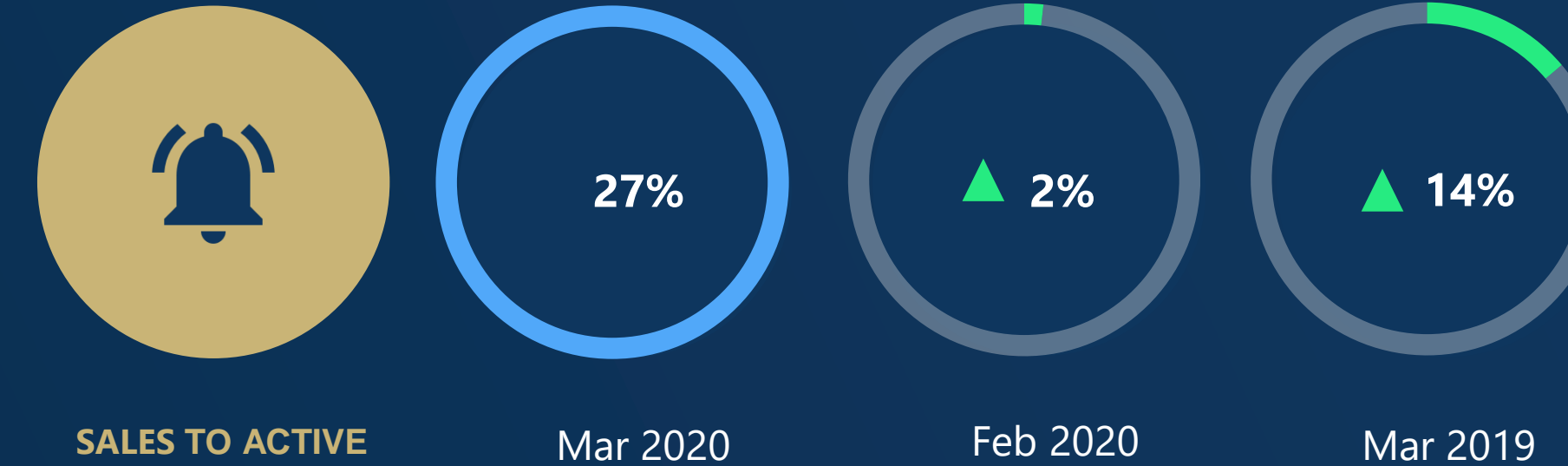


Condos and Townhouses

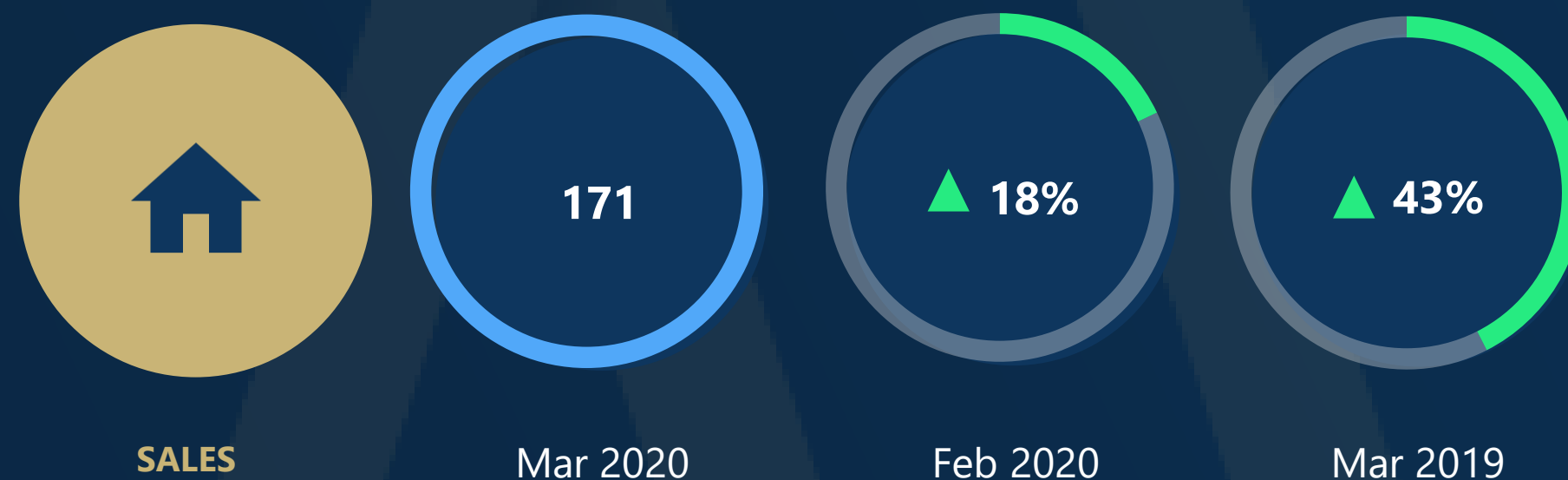
● CURRENT ● UP ● DOWN



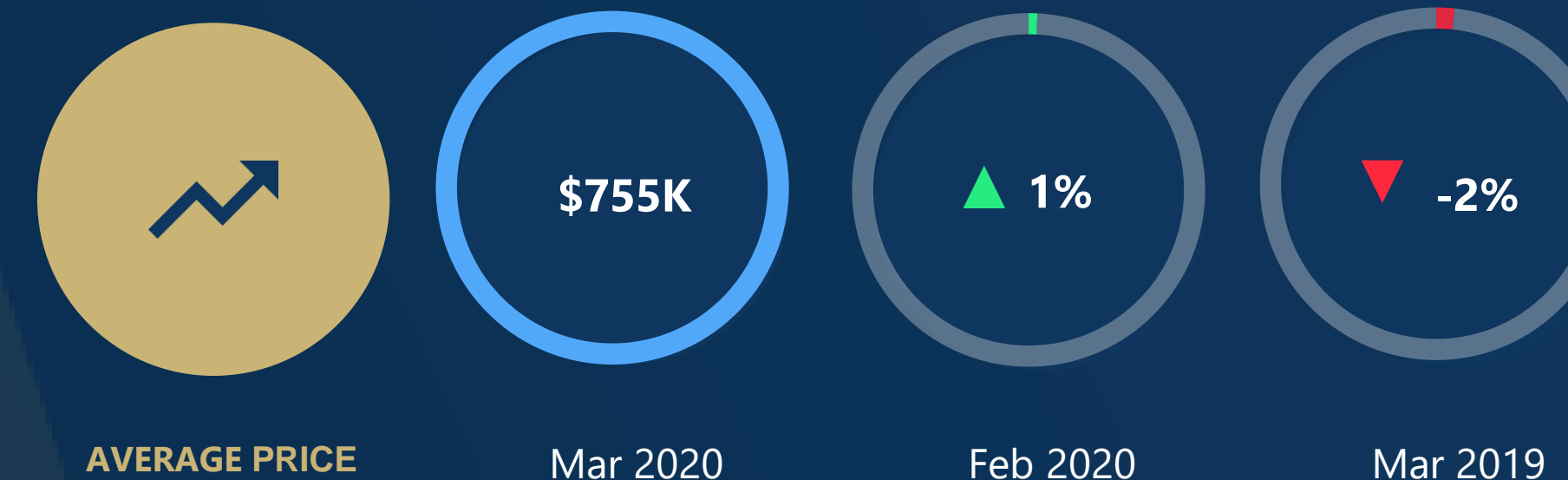
In Downtown Vancouver, the number of new listings for condo and townhouses in March 2020 was 630, a 10% increase compared to February 2020, when 630 homes were listed, and a 30% decrease from the 902 properties listed last March.



In Downtown Vancouver, the sales-to-active listings ratio for condos and townhouses for March 2020 was 27%, a 2% increase compared to February 2020, when the ratio was 25%, and a 14% increase from the 13% ratio last March.



The number of condos and townhouses sold in Downtown Vancouver in March 2020 was 171, a 18% increase compared to February 2020, when 145 homes were sold, and a 43% increase from the 120 properties sold last March.



In Downtown Vancouver, the average sale price for condos and townhouses in March 2020 was \$755K, a 1% increase compared to February 2020, when the average sale price was \$749K, and a 2% decrease from the \$768K average sale price from last March.

Market Type

DOWNTOWN VANCOUVER

March, 2020



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 2020

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VANCOUVER WESTSIDE

March, 2020



Detached and Houses

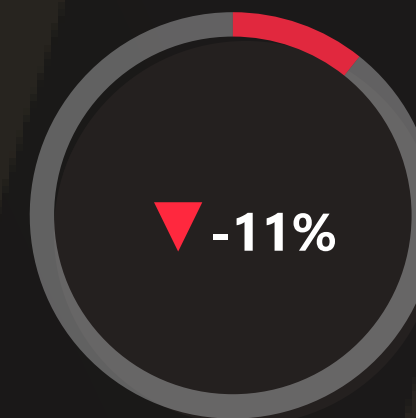
● CURRENT ● UP ● DOWN



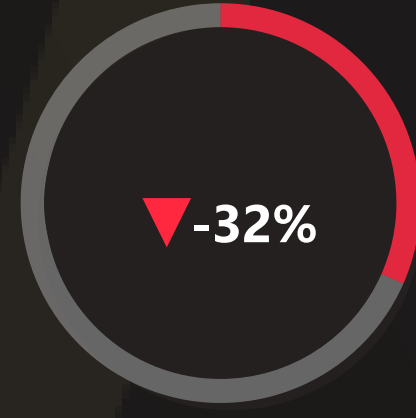
LISTINGS



Mar 2020



Feb 2020

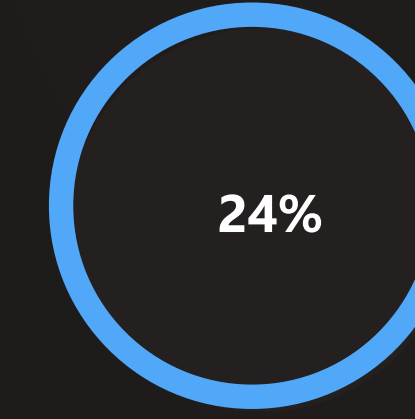


Mar 2019

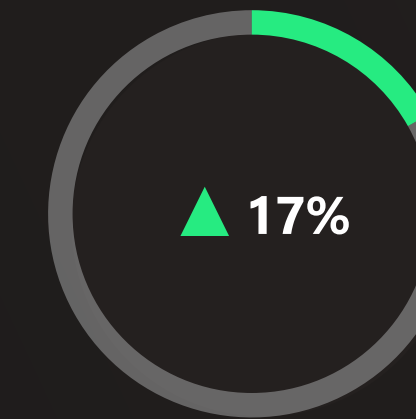
In Vancouver West, the number of new listings for detached properties in March 2020 was 450, a 11% decrease compared to February 2020, when 504 homes were listed, and a 32% decrease from the 658 properties listed last March.



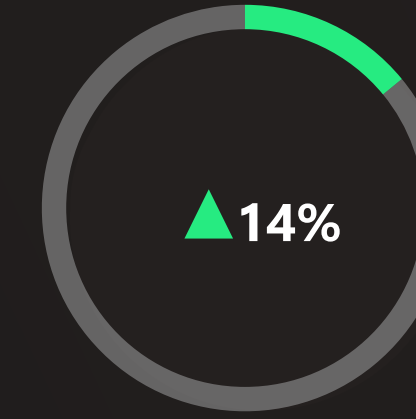
SALES TO ACTIVE



Mar 2020



Feb 2020

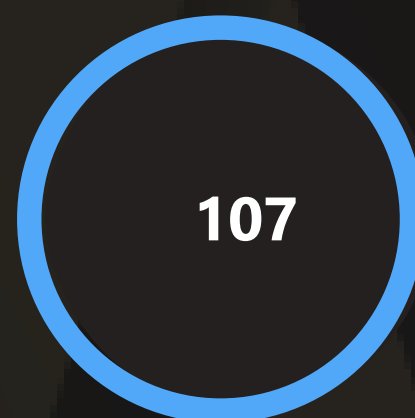


Mar 2019

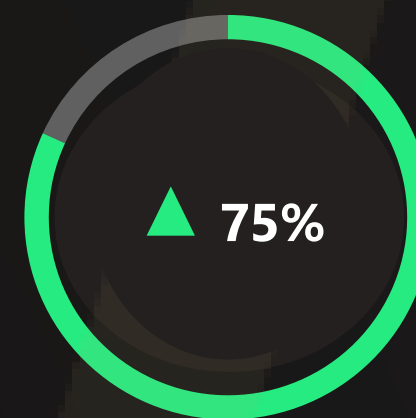
In Vancouver West, the sales-to-active listings ratio for houses for March 2020 was 24%, a 17% increase compared to February 2020, when the ratio was 7%, and a 14% increase from the 10% ratio last March.



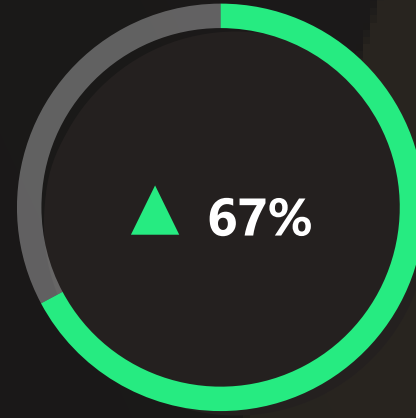
SALES



Mar 2020

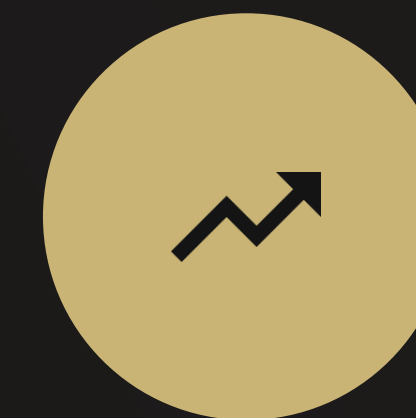


Feb 2020

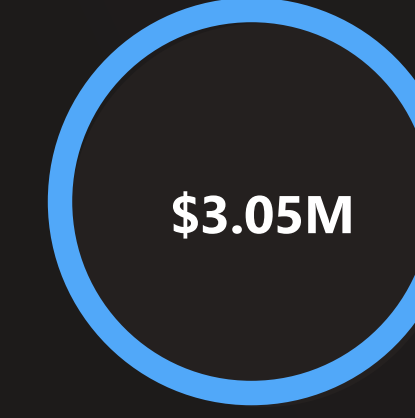


Mar 2019

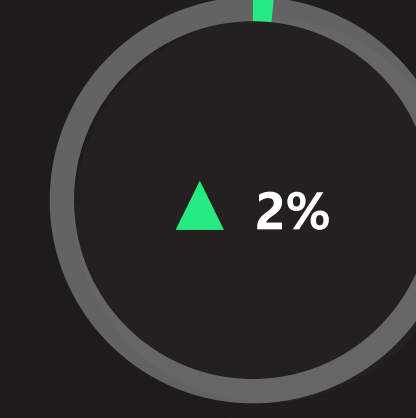
The number of houses sold in Vancouver West in March 2020 was 107, a 75% increase compared to February 2020, when 61 homes were sold, and a 67% increase from the 64 properties sold last March.



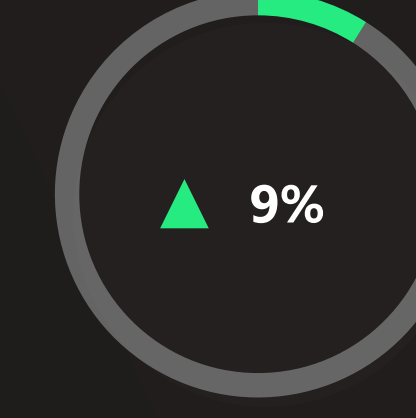
AVERAGE PRICE



Mar 2020



Feb 2020



Mar 2019

In Vancouver West, the average sale price for houses in March 2020 was \$3.05M, a 2% increase compared to February 2020, when the average sale price was \$3M, and a 9% increase from the \$2.8M average sale price from last March.

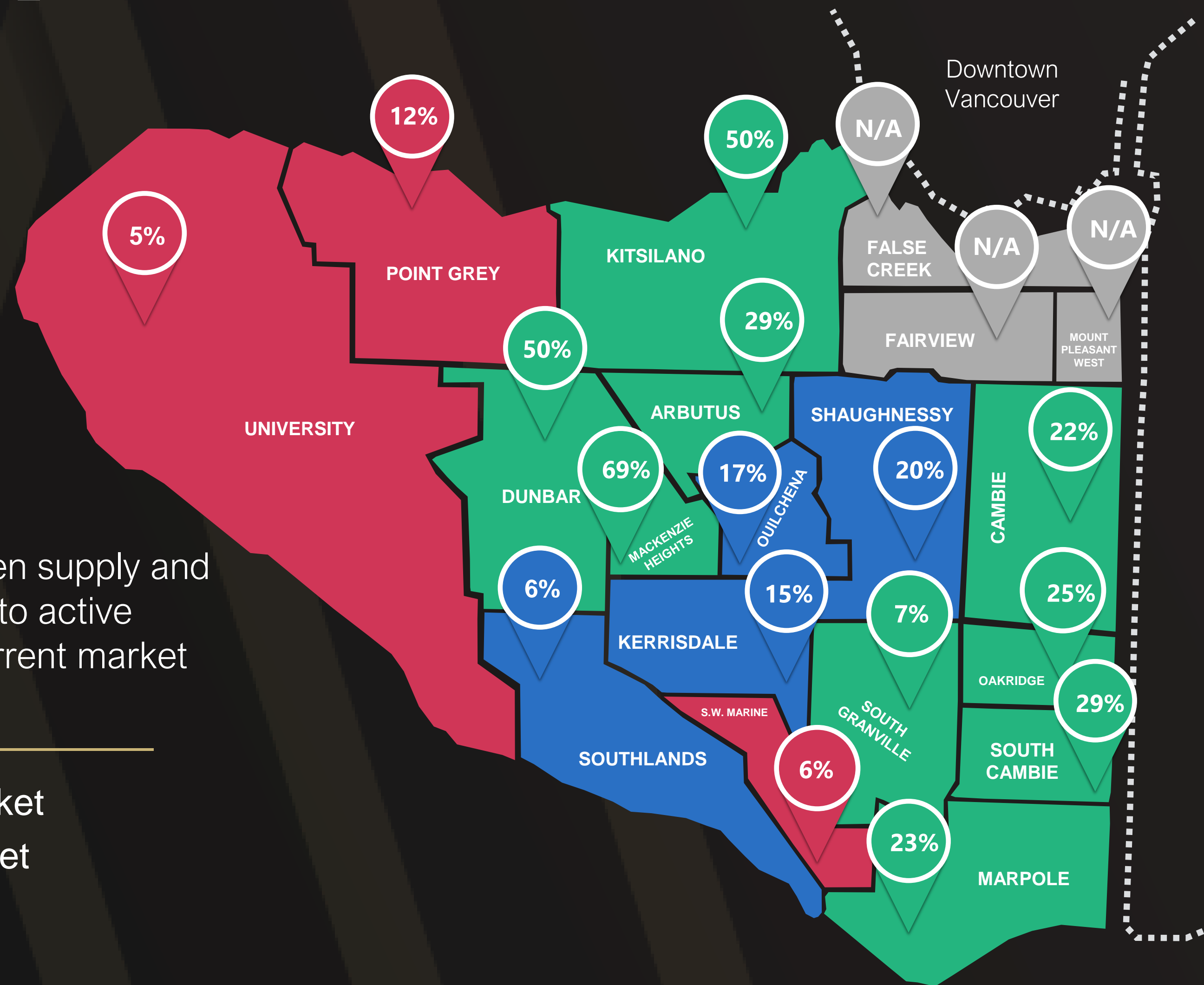
Market Type

VANCOUVER WESTSIDE

March, 2020



- 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.

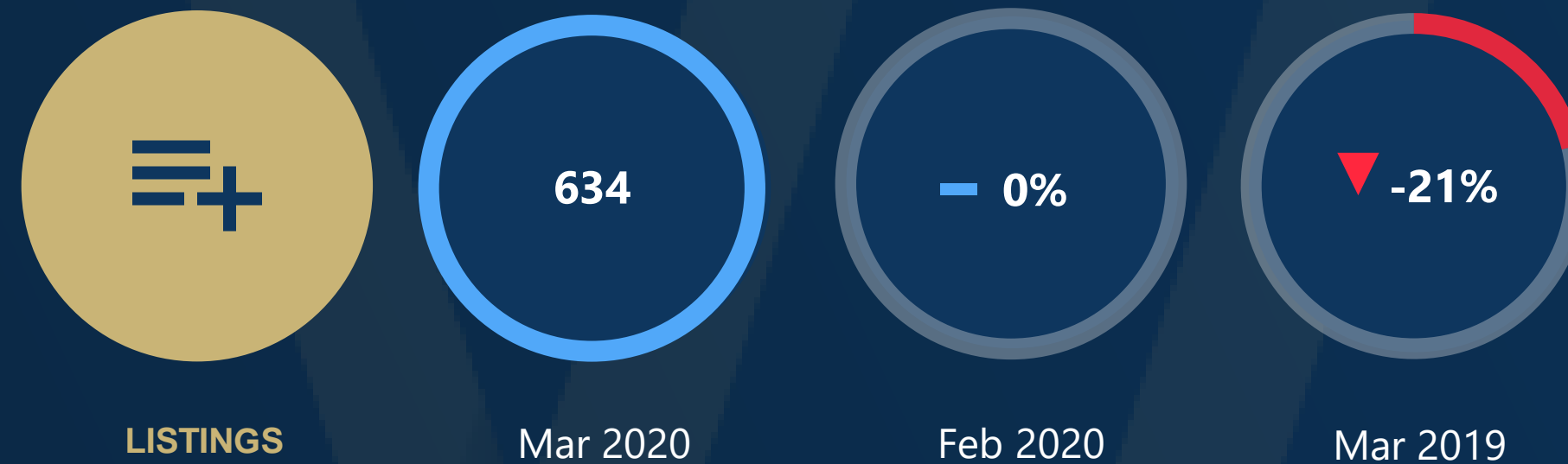
VANCOUVER WESTSIDE

March, 2020

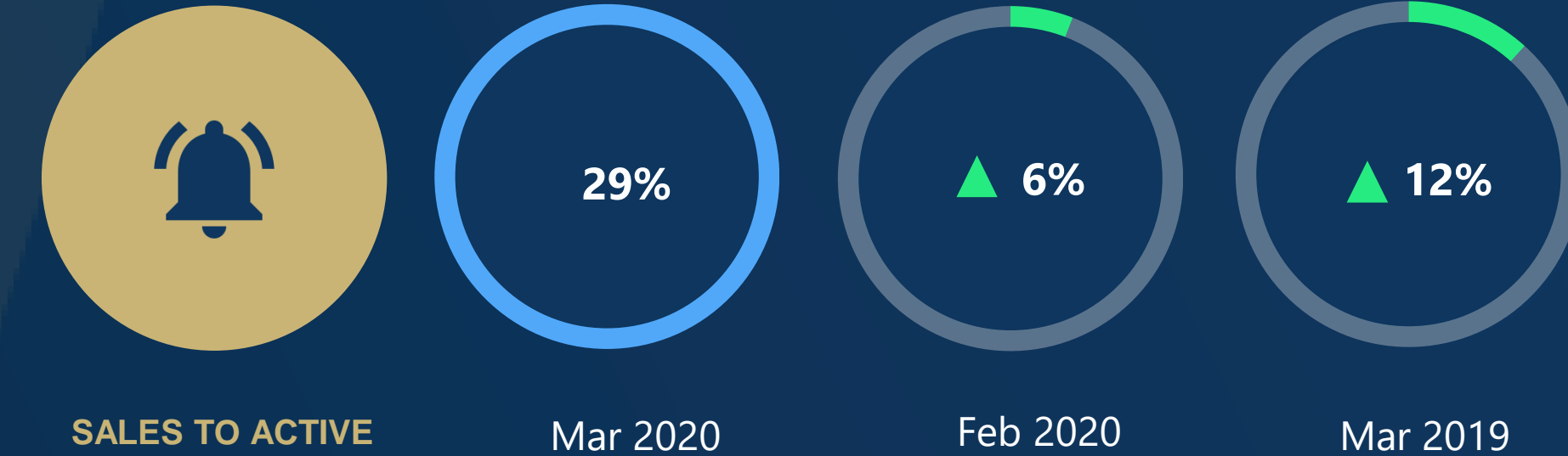


Condos and Townhouses

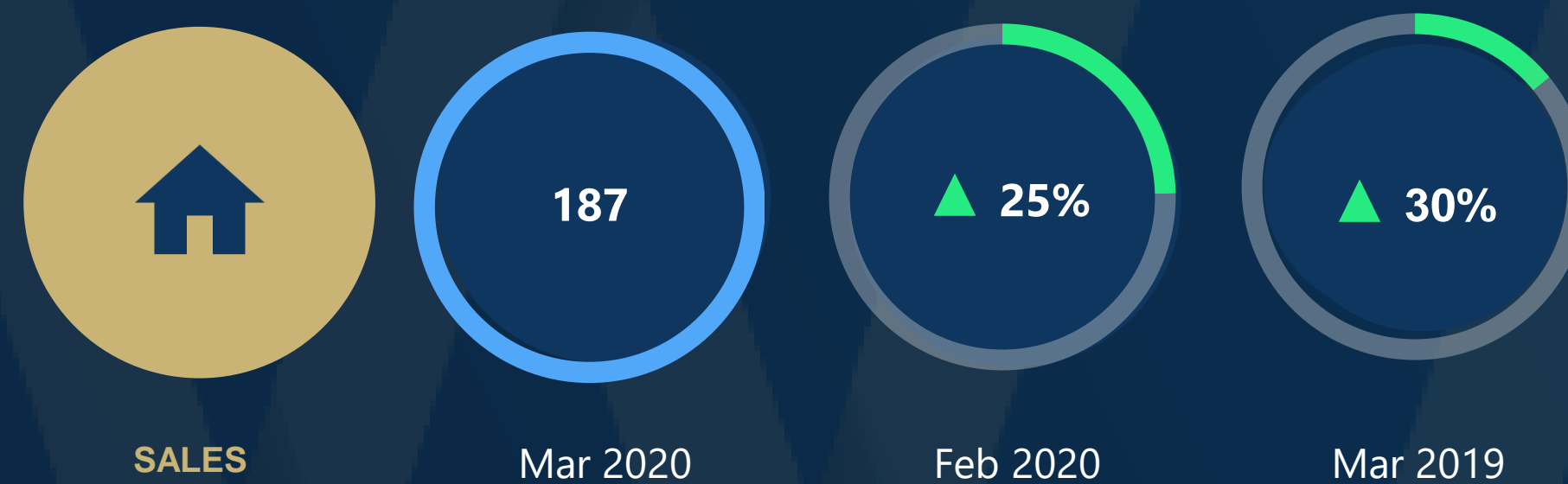
● CURRENT ● UP ● DOWN



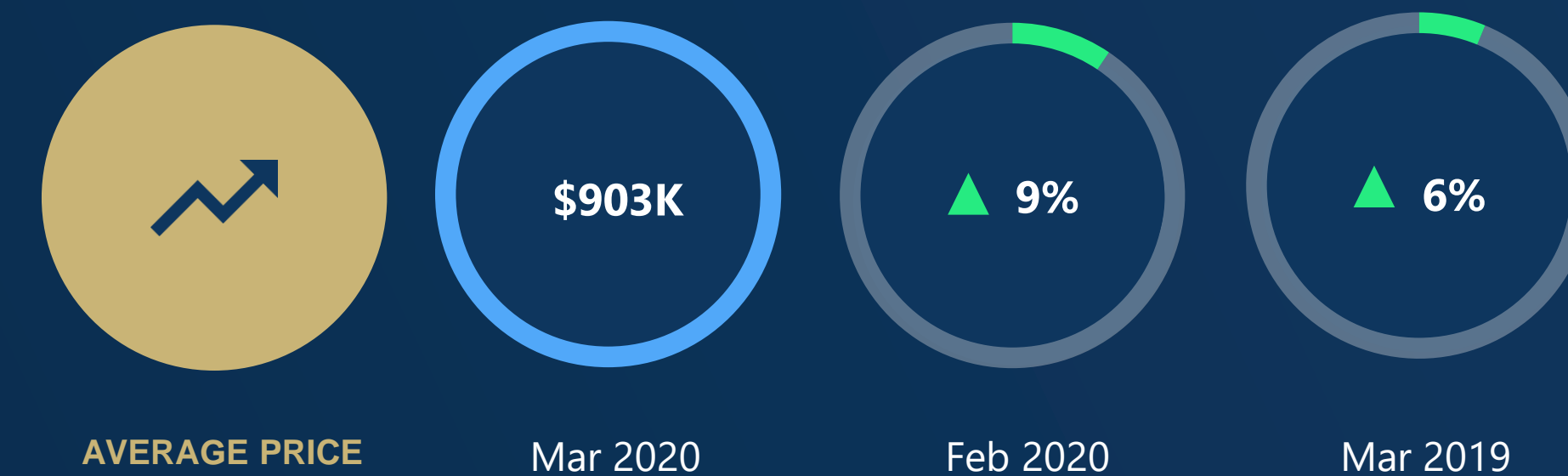
In Vancouver West, the number of new listings for condos and townhouses in March 2020 was 634, no significant changes compared to February 2020, when 635 homes were listed, and a 21% decrease from the 804 properties listed last March.



In Vancouver West, the sales-to-active listings ratio for condo and townhouses for March 2020 was 29%, a 6% increase compared to February 2020, when the ratio was 24%, and a 12% increase from the 18% ratio last March.



The number of condos and townhouses sold in Vancouver West in March 2020 was 187, a 25% increase compared to February 2020, when 150 homes were sold, and a 30% increase from the 143 properties sold last March.



In Vancouver West, the average sale price for condos and townhouses in March 2020 was \$903K, a 9% increase compared to February 2020, when the average sale price was \$825K, and a 6% increase from the \$850K average sale price from last March.

Market Type

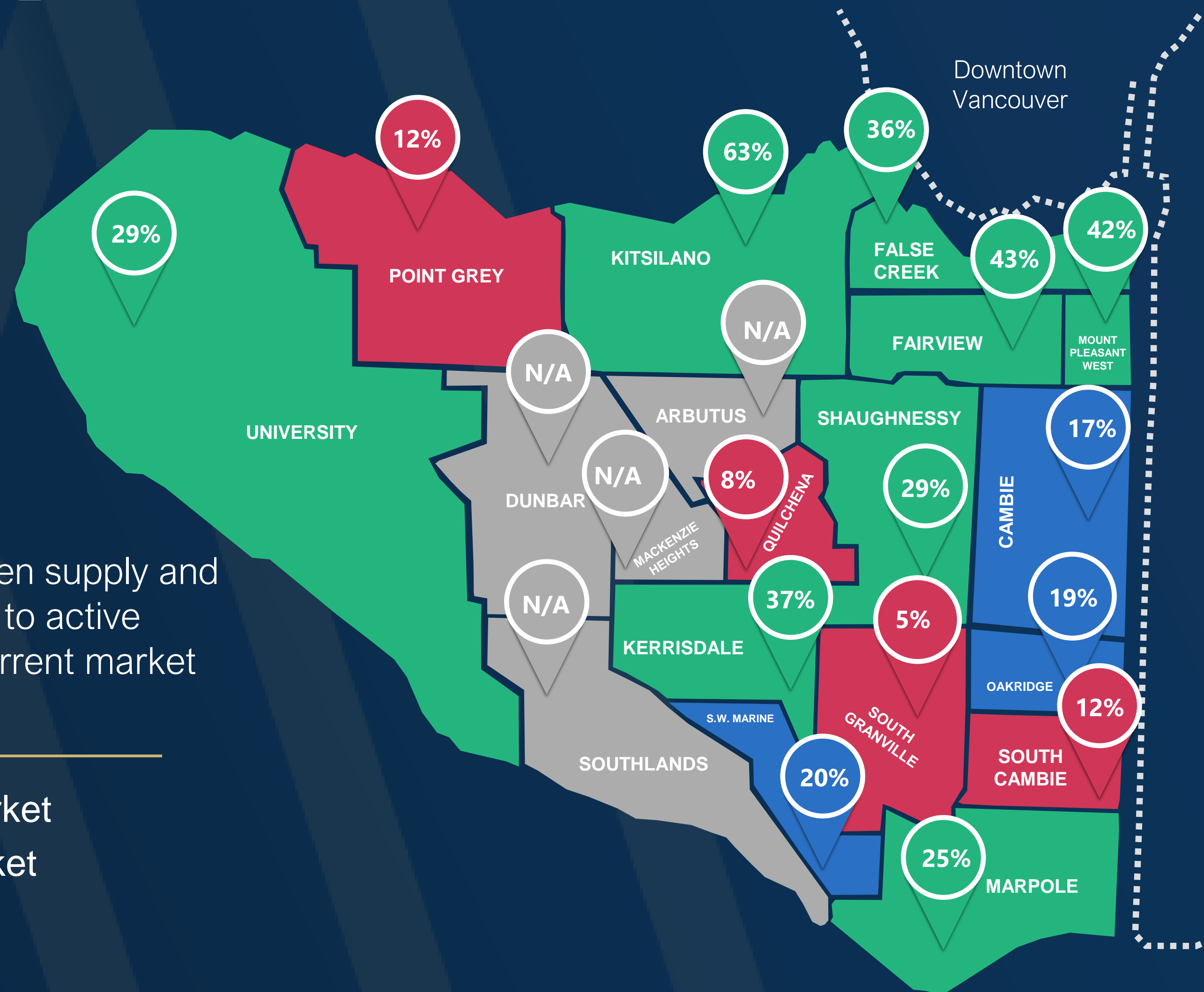
VANCOUVER WESTSIDE

March, 2020



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

March 2020

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VANCOUVER EASTSIDE

March, 2020



Detached and Houses

● CURRENT ● UP ● DOWN

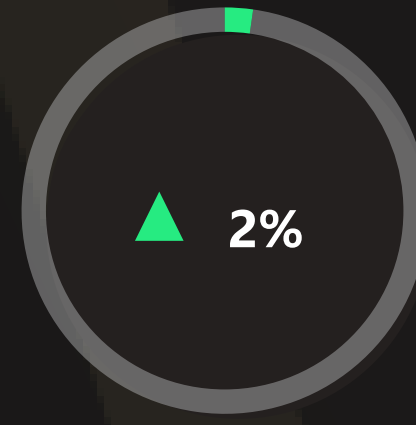


LISTINGS



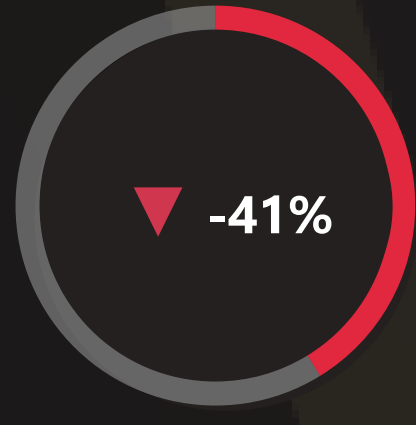
365

Mar 2020



▲ 2%

Feb 2020



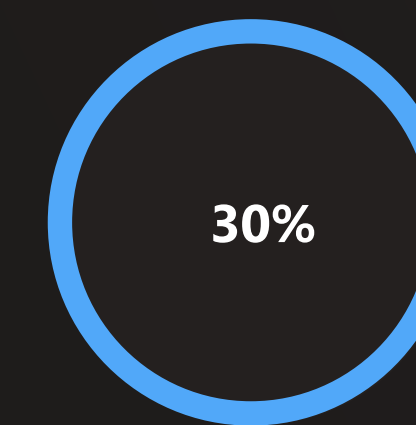
▼ -41%

Mar 2019

In Vancouver East, the number of new listings for detached properties in March 2020 was 365, a 2% increase compared to February 2020, when 357 homes were listed, and a 41% decrease from the 621 properties listed last March.

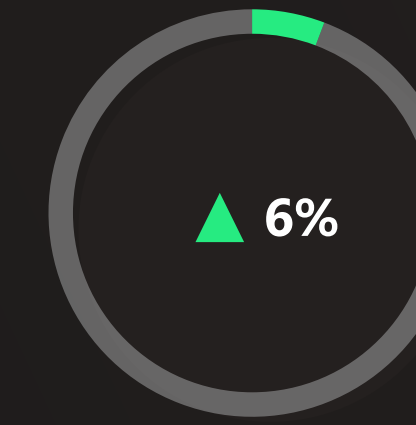


SALES TO ACTIVE



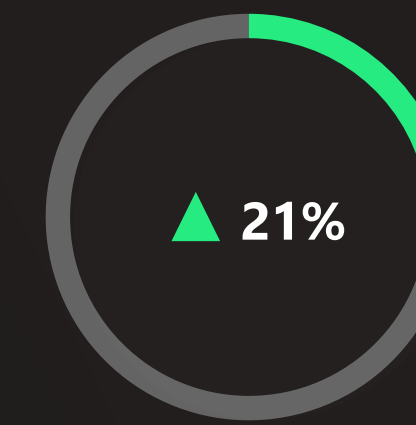
30%

Mar 2020



▲ 6%

Feb 2020



▲ 21%

Mar 2019

In Vancouver East, the sales to active ratio for houses for March 2020 was 30%, a 6% increase compared to February 2020, when the ratio was 24%, and a 21% increase from the 9% ratio last March.

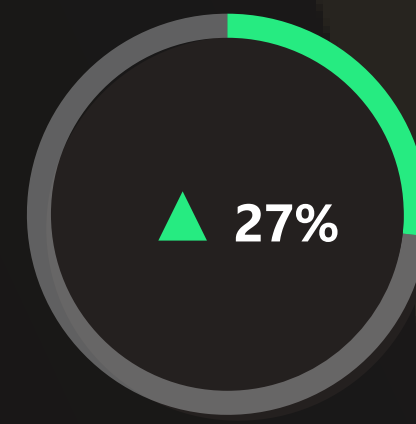


SALES



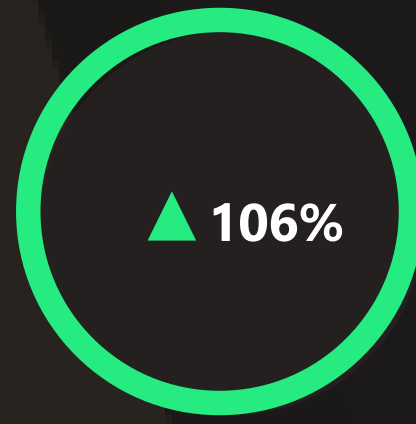
109

Mar 2020



▲ 27%

Feb 2020



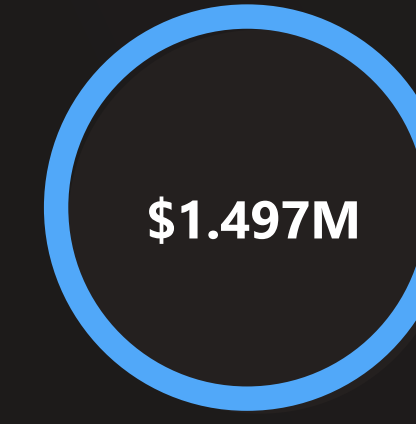
▲ 106%

Mar 2019

The number of houses sold in Vancouver East in March 2020 was 109, a 27% increase compared to February 2020, when 86 homes were sold, and a 106% increase from the 53 properties sold last March.

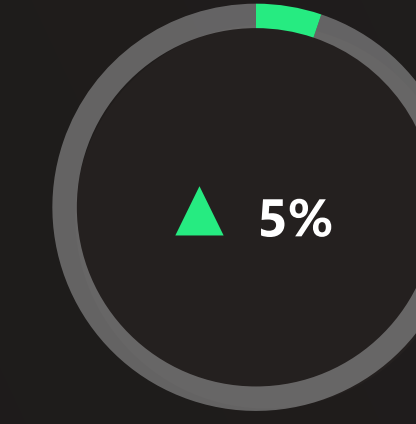


AVERAGE PRICE



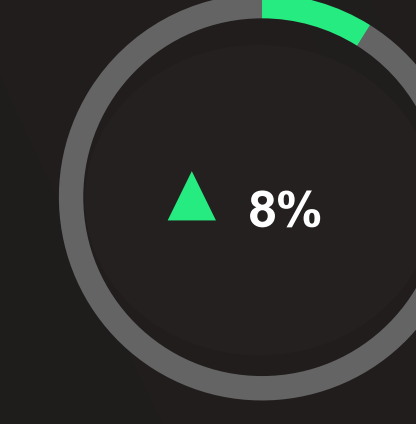
\$1.497M

Mar 2020



▲ 5%

Feb 2020



▲ 8%

Mar 2019

In Vancouver East, the average sale price for houses in March 2020 was \$1.497M, a 5% increase compared to February 2020, when the average sale price was \$1.423M, and an 8% increase from the \$1.385M average sale price from last March.

Market Type

VANCOUVER WESTSIDE

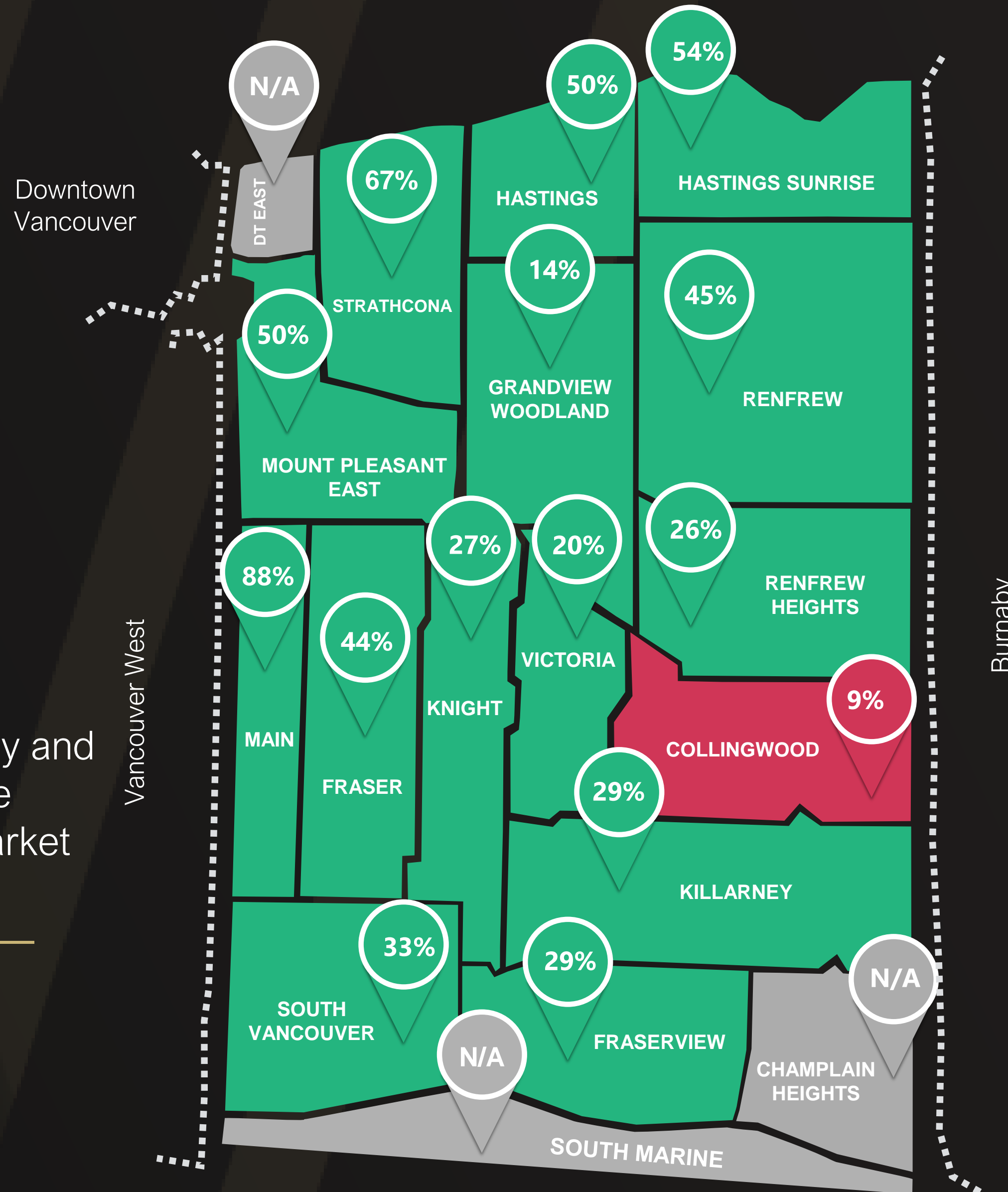
March, 2020

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

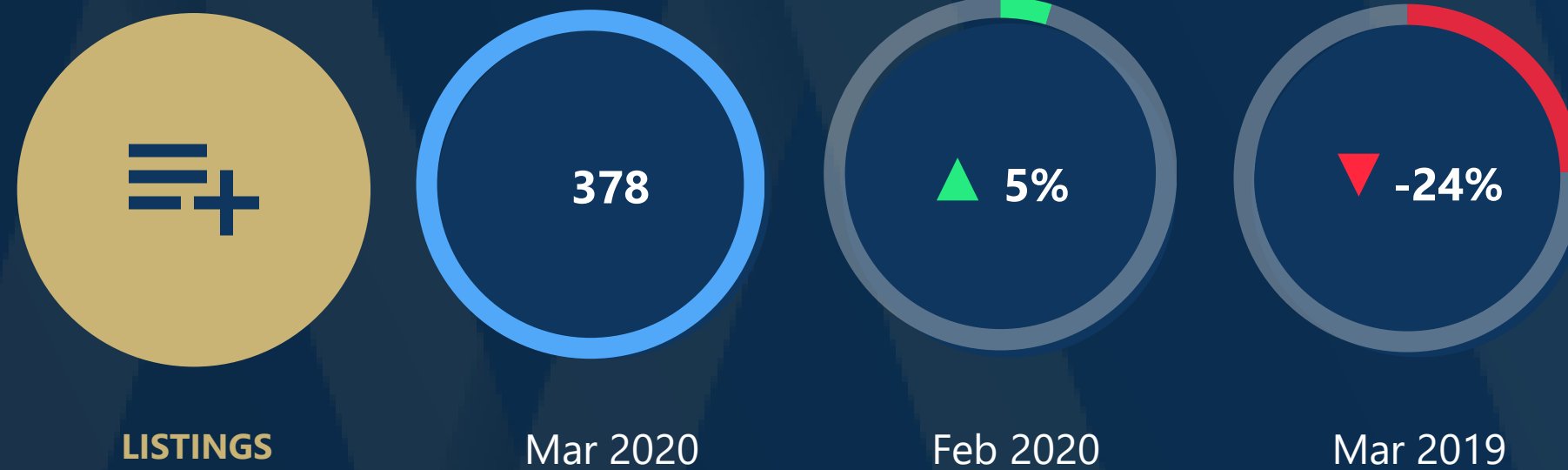
VANCOUVER EASTSIDE

March, 2020

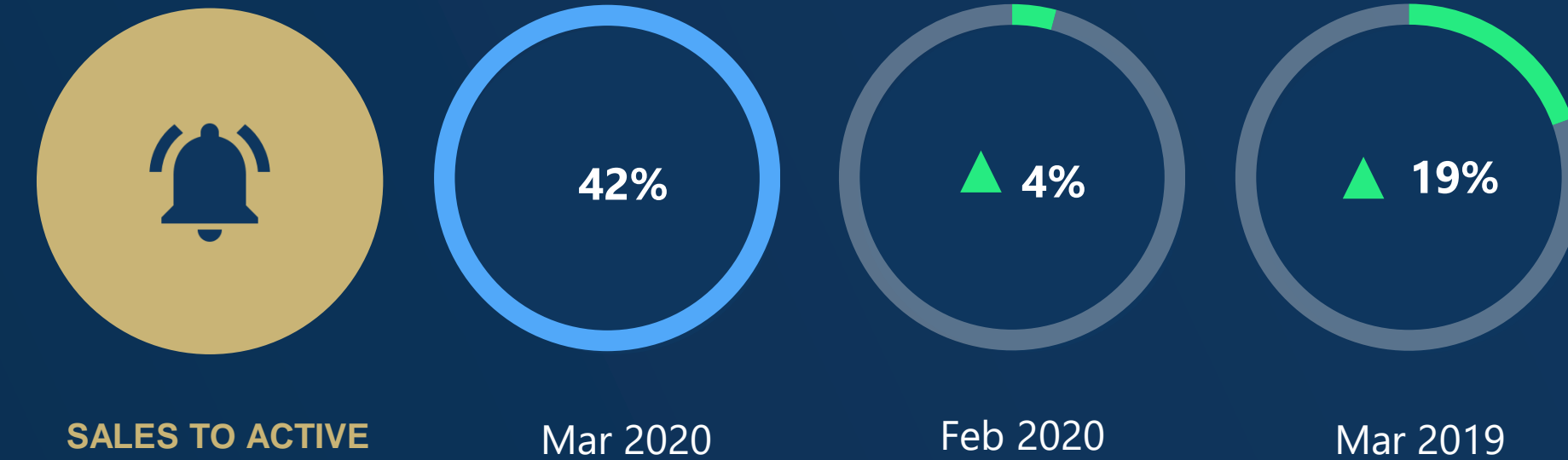


Condos and Townhouses

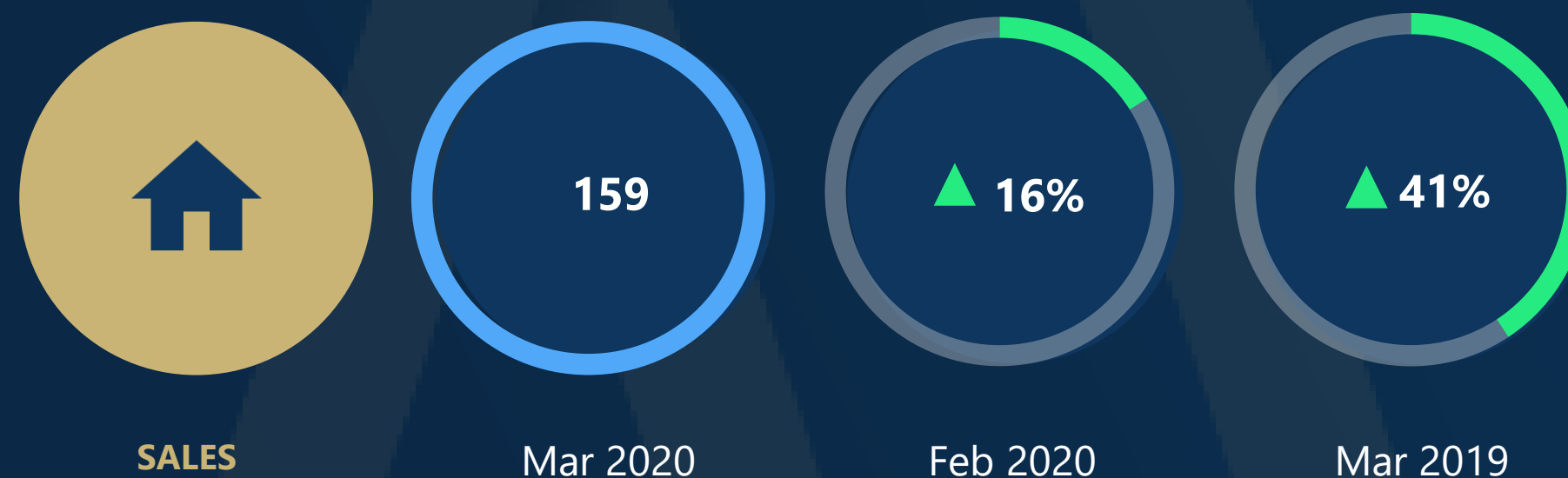
● CURRENT ● UP ● DOWN



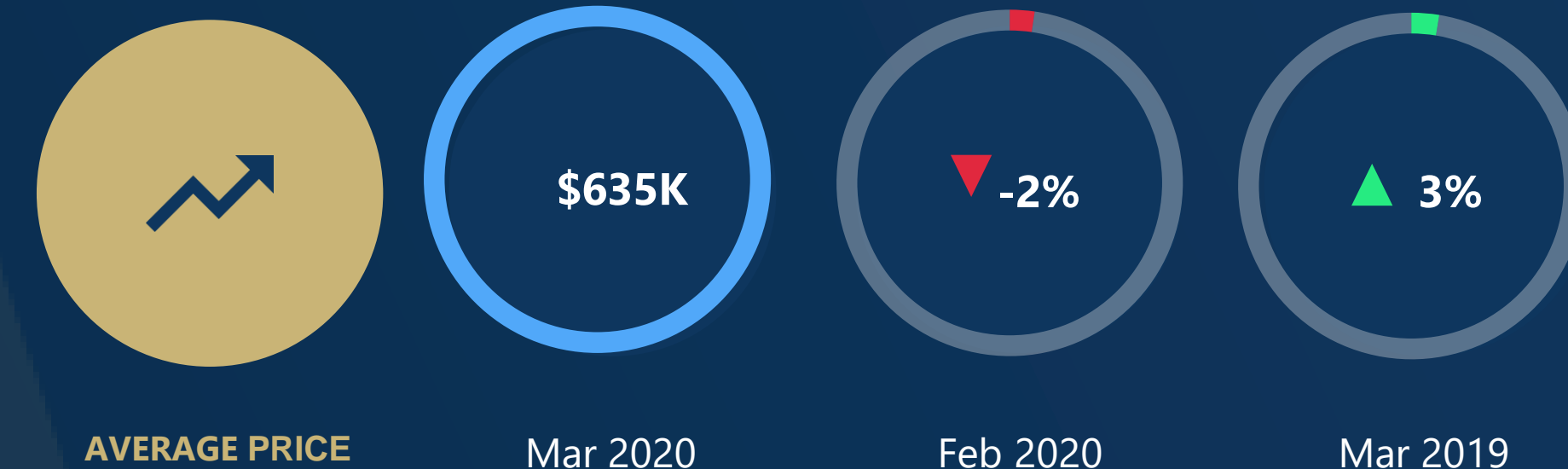
In Vancouver East, the number of new listings for condos and townhouses in March 2020 was 378, a 5% increase compared to February 2020, when 361 homes were listed, and a 24% decrease from the 500 properties listed last March.



In Vancouver East, the sales-to-active listings ratio for condo and townhouses for March 2020 was 42%, a 4% increase compared to February 2020, when the ratio was 38%, and a 19% increase from the 23% ratio last March.



The number of condos and townhouses sold in Vancouver East in March 2020 was 159, a 16% increase compared to February 2020, when 137 homes were sold, and a 41% increase from the 113 properties sold last March.



In Vancouver East, the average sale price for condos and townhouses in March 2020 was \$635K, a 2% decrease compared to February 2020, when the average sale price was \$650K, and a 3% increase from the \$619K average sale price from last March.

Market Type

VANCOUVER EASTSIDE

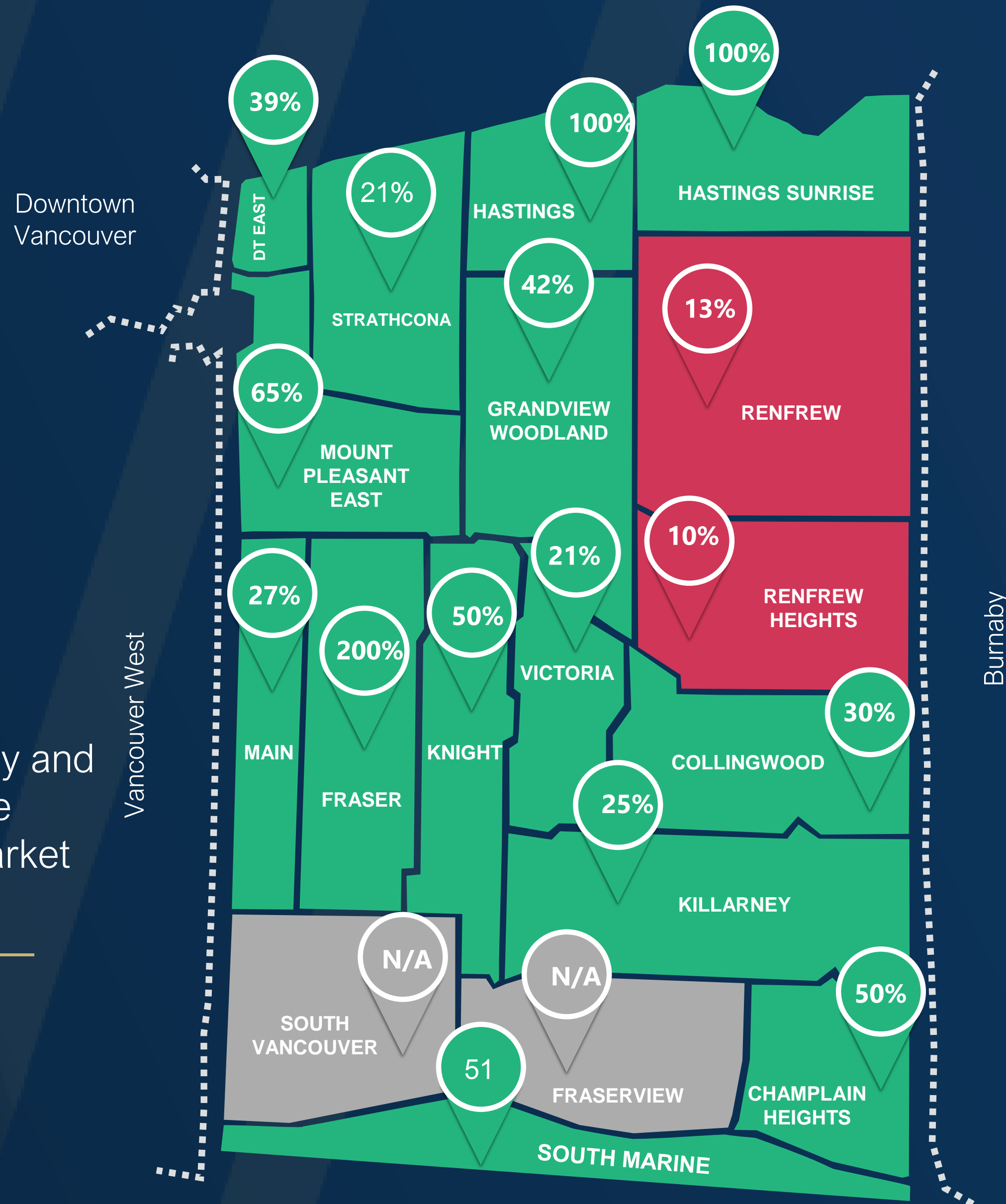
March, 2020

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

March 2020

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In Town Realty

NORTH VANCOUVER

March, 2020



Detached and Houses

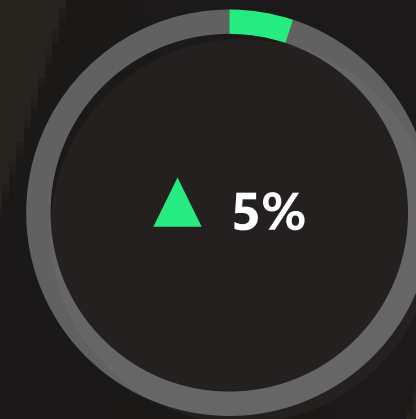
● CURRENT ● UP ● DOWN



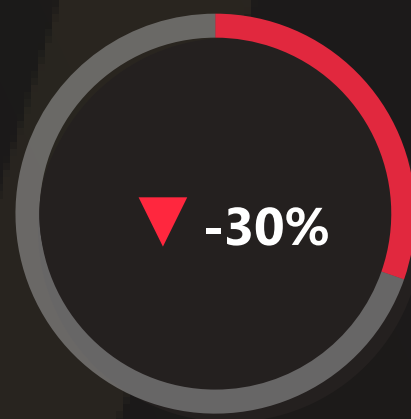
LISTINGS



Mar 2020



Feb 2020

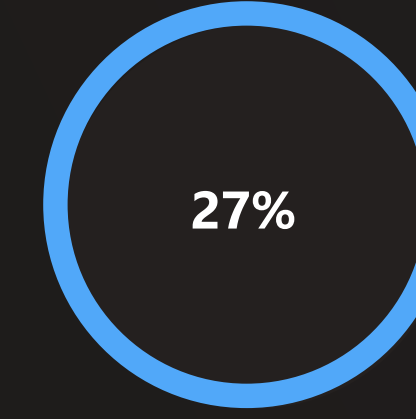


Mar 2019

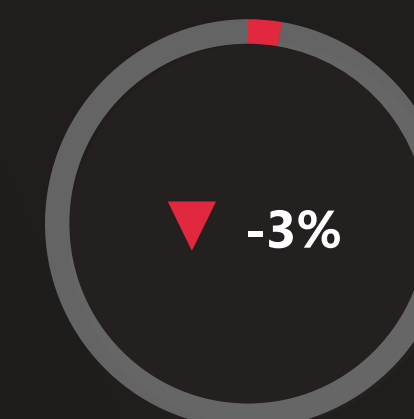
In North Vancouver, the number of new listings for detached properties in March 2020 was 248, a 5% increase compared to February 2020, when 236 homes were listed, and a 30% decrease from the 356 properties listed last March.



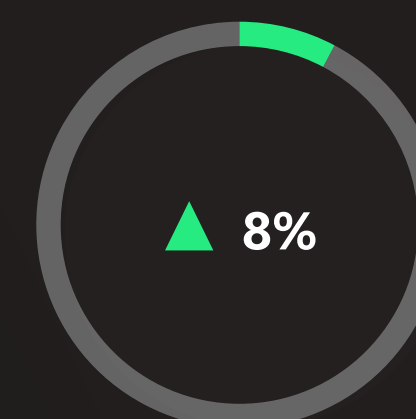
SALES TO ACTIVE



Mar 2020



Feb 2020



Mar 2019

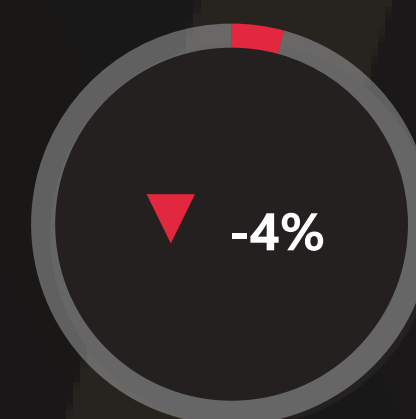
In North Vancouver, the sales to active ratio for houses for March 2020 was 27%, a 3% decrease compared to February 2020, when the ratio was 30%, and a 8% increase from the 20% ratio last March.



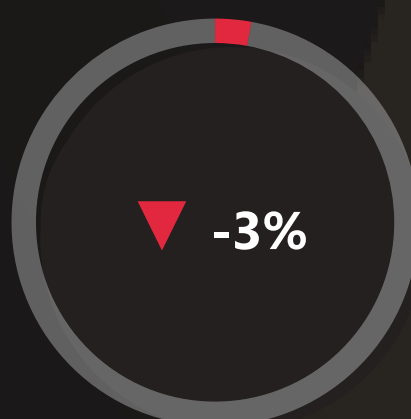
SALES



Mar 2020



Feb 2020



Mar 2019

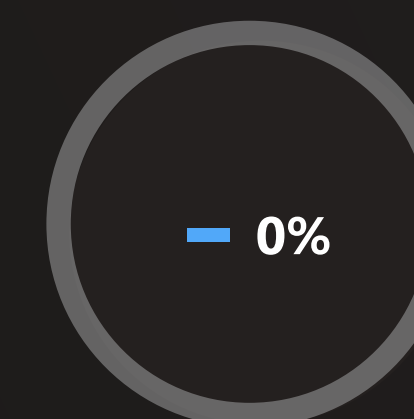
The number of houses sold in North Vancouver in March 2020 was 68, a 4% decrease compared to February 2020, when 71 homes were sold, and a 3% decrease from the 70 properties sold last March.



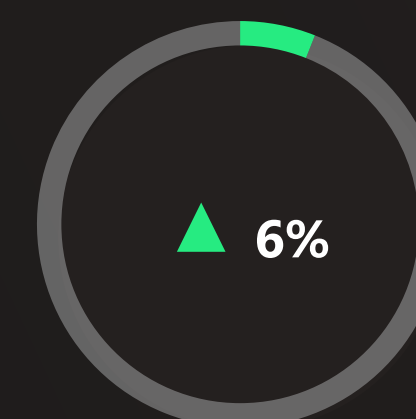
AVERAGE PRICE



Mar 2020



Feb 2020



Mar 2019

In North Vancouver, the average sale price for houses in March 2020 was \$1.641M, no significant changes compared to February 2020, when the average sale price was \$1.64M, and a 6% increase from the \$1.548M average sale price from last March.

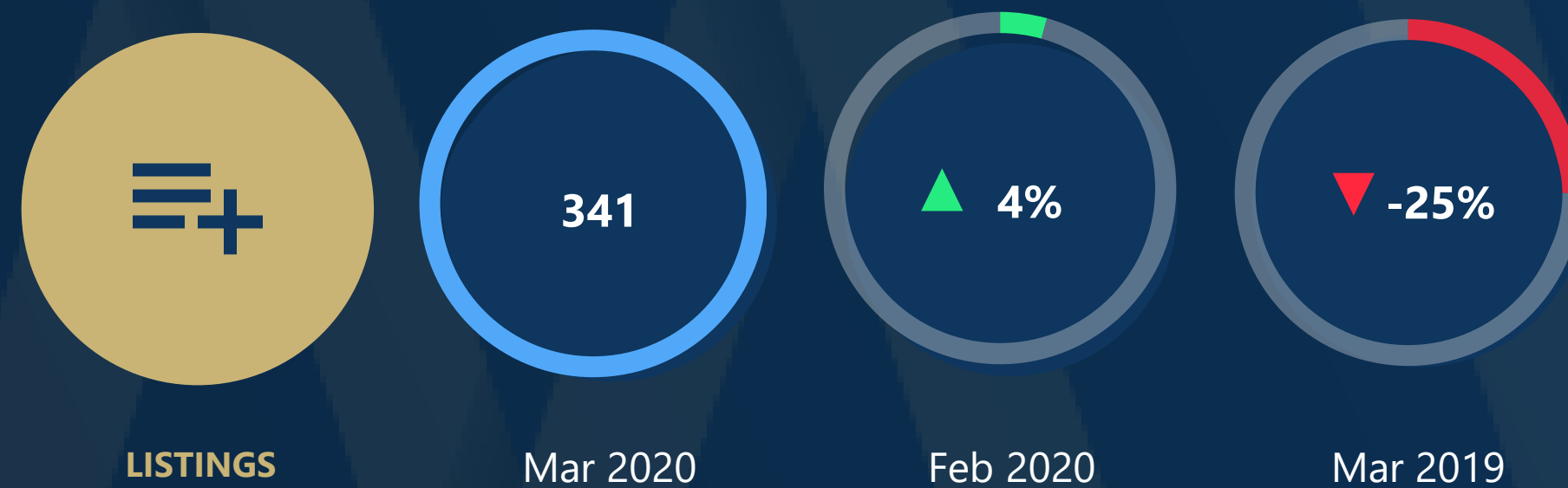
NORTH VANCOUVER

March, 2020

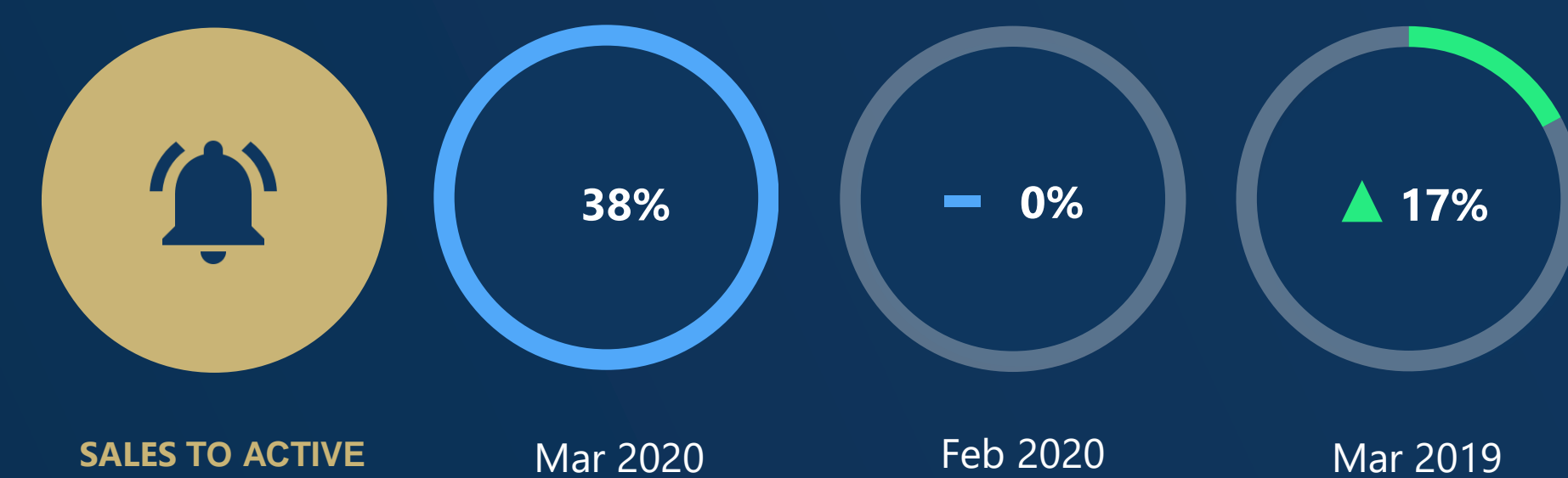


Condos and Townhouses

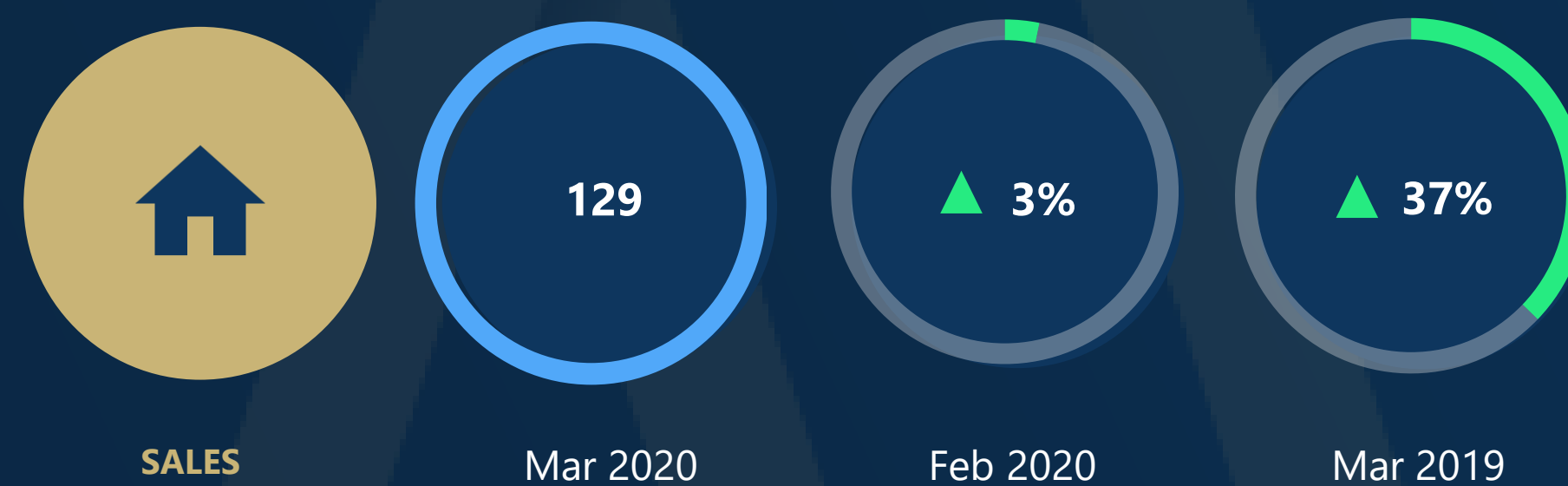
● CURRENT ● UP ● DOWN



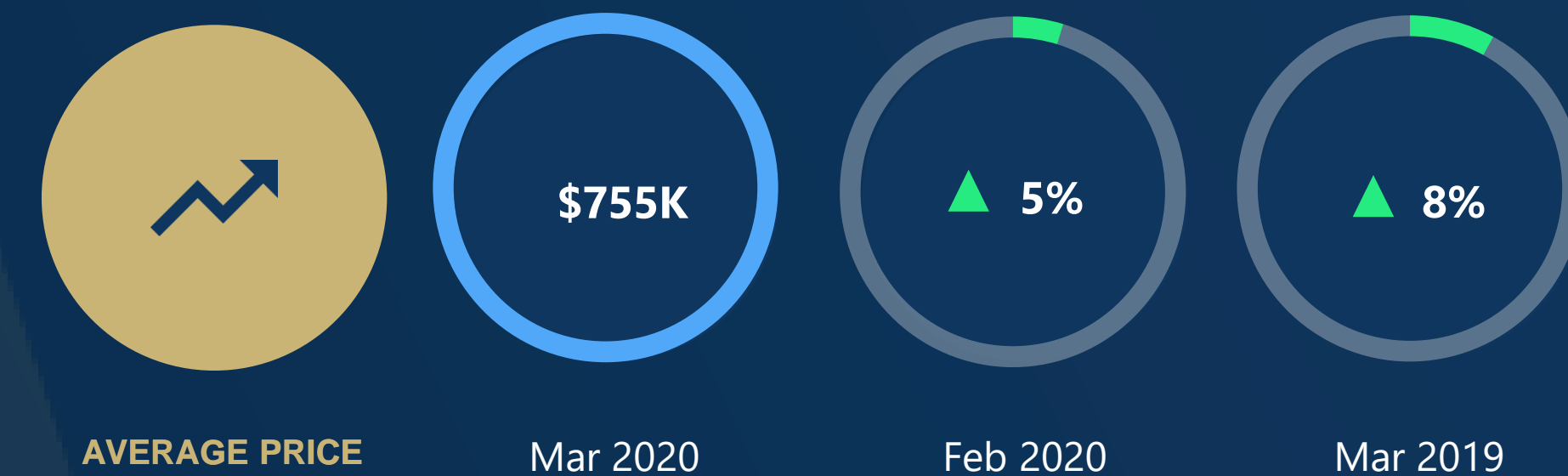
In North Vancouver, the number of new listings for condos and townhouses in March 2020 was 341, a 4% increase compared to February 2020, when 327 homes were listed, and a 25% decrease from the 455 properties listed last March.



In North Vancouver, the sales-to-active listings ratio for condo and townhouses for March 2020 was 38%, no changes compared to February 2020, when the ratio was 38%, and a 17% increase from the 21% ratio last March.



The number of condos and townhouses sold in North Vancouver in March 2020 was 129, a 3% increase compared to February 2020, when 125 homes were sold, and a 37% increase from the 94 properties sold last March.



In North Vancouver, the average sale price for condos and townhouses in March 2020 was \$755K, a 5% increase compared to February 2020, when the average sale price was \$721K, and an 8% increase from the \$699K average sale price from last March.

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West Vancouver

March 2020

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By Amin Saharvand

21 CENTURY 21.
In Town Realty

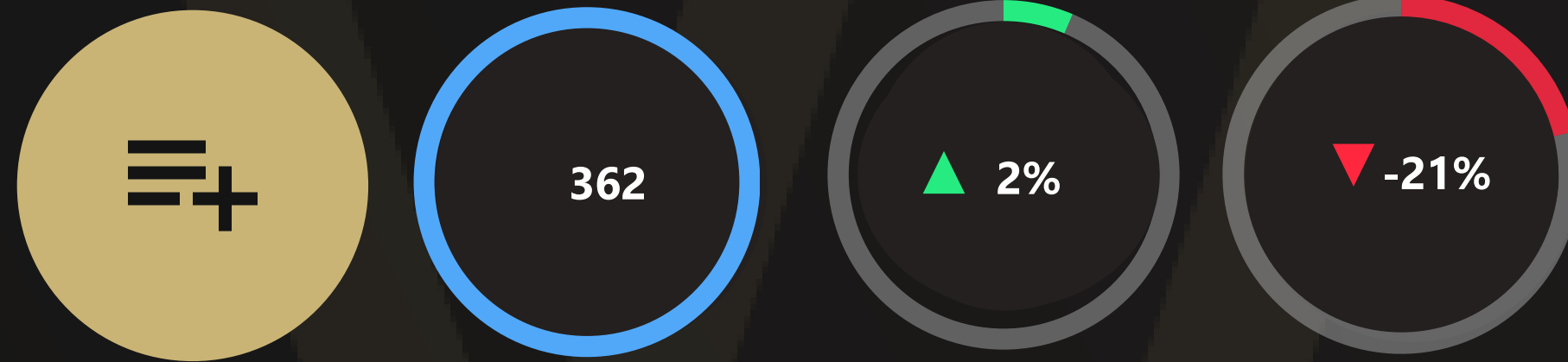
WEST VANCOUVER

March, 2020



Detached and Houses

● CURRENT ● UP ● DOWN



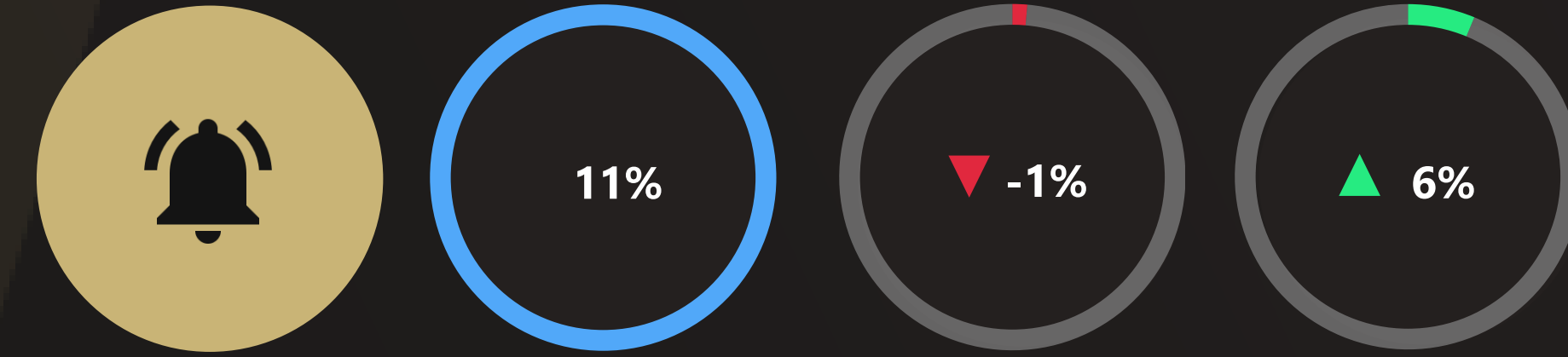
LISTINGS

Mar 2020

Feb 2020

Mar 2019

In West Vancouver houses, the number of new listings for residential properties in March 2020 was 362, a 2% increase compared to February 2020, when 354 homes were listed, and a 21% decrease from the 459 properties listed last March.



SALES TO ACTIVE

Mar 2020

Feb 2020

Mar 2019

In West Vancouver, the sales to active ratio for houses for March 2020 was 11%, a 1% decrease compared to February 2020, when the ratio was 12%, and a 6% increase from the 5% ratio last March.



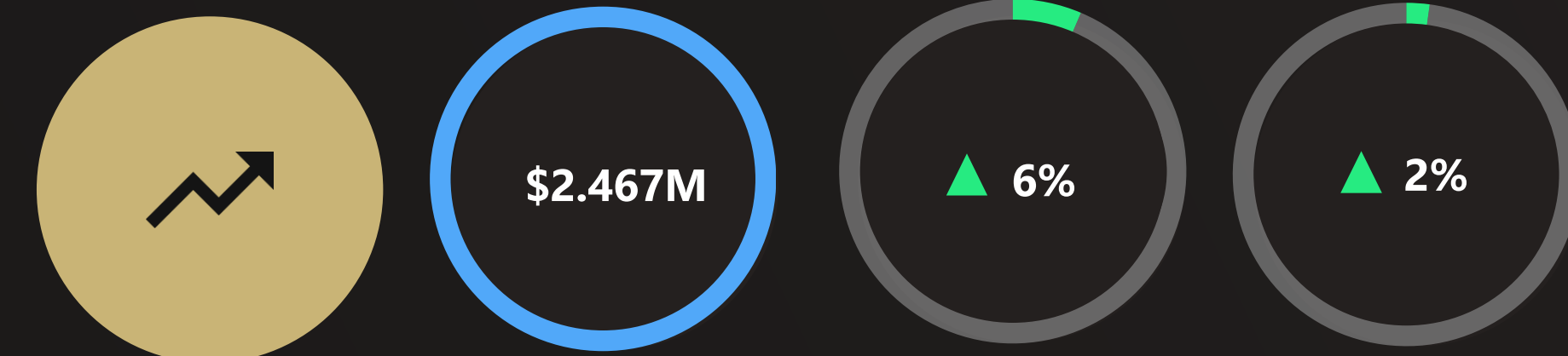
SALES

Mar 2020

Feb 2020

Mar 2019

The number of houses sold in West Vancouver in March 2020 was 40, a 9% decrease compared to February 2020, when 44 homes were sold, and a 82% increase from the 22 properties sold last March.



AVERAGE PRICE

Mar 2020

Feb 2020

Mar 2019

In West Vancouver, the average sale price for houses in March 2020 was \$2.467M, a 6% increase compared to February 2020, when the average sale price was \$2.318M, and a 2% increase from the \$2.415M average sale price from last March.

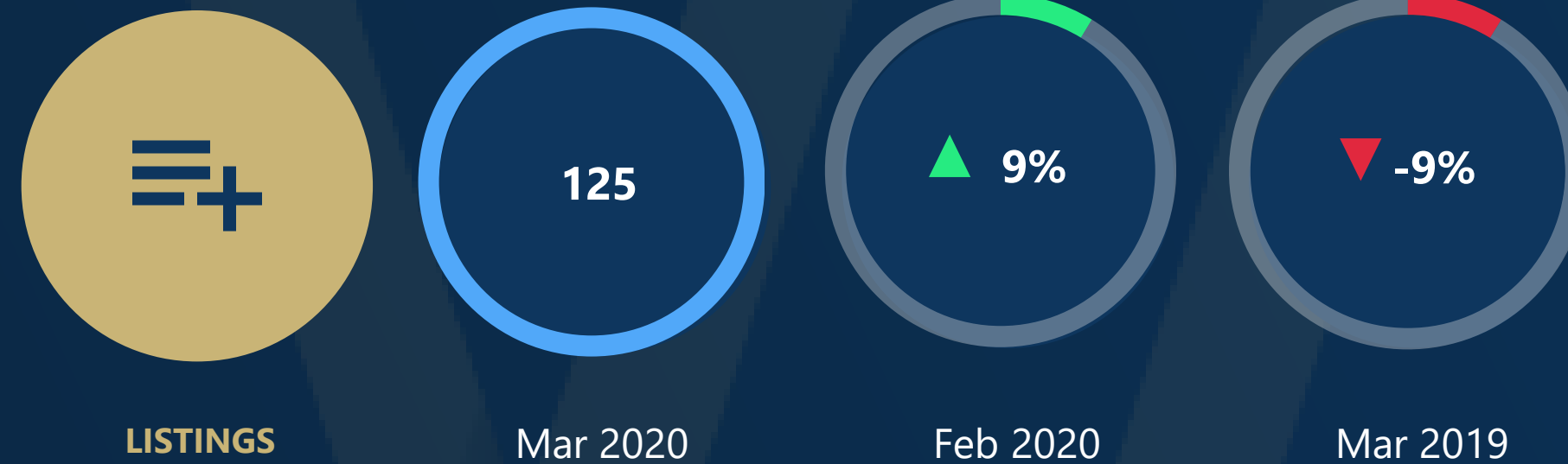
WEST VANCOUVER

March, 2020

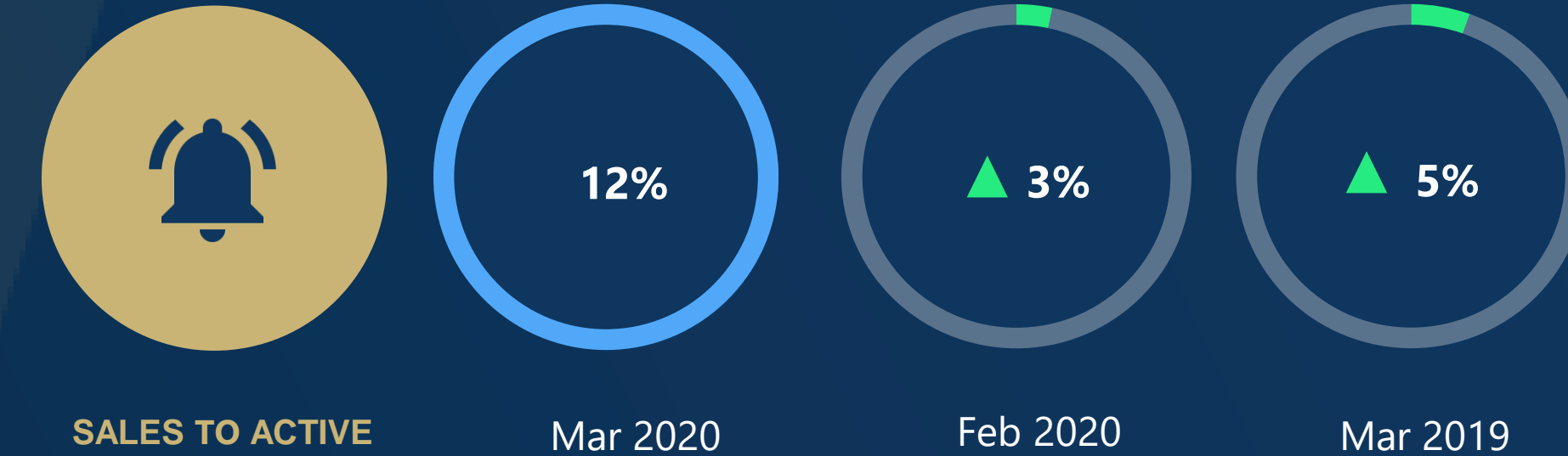


Condos and Townhouses

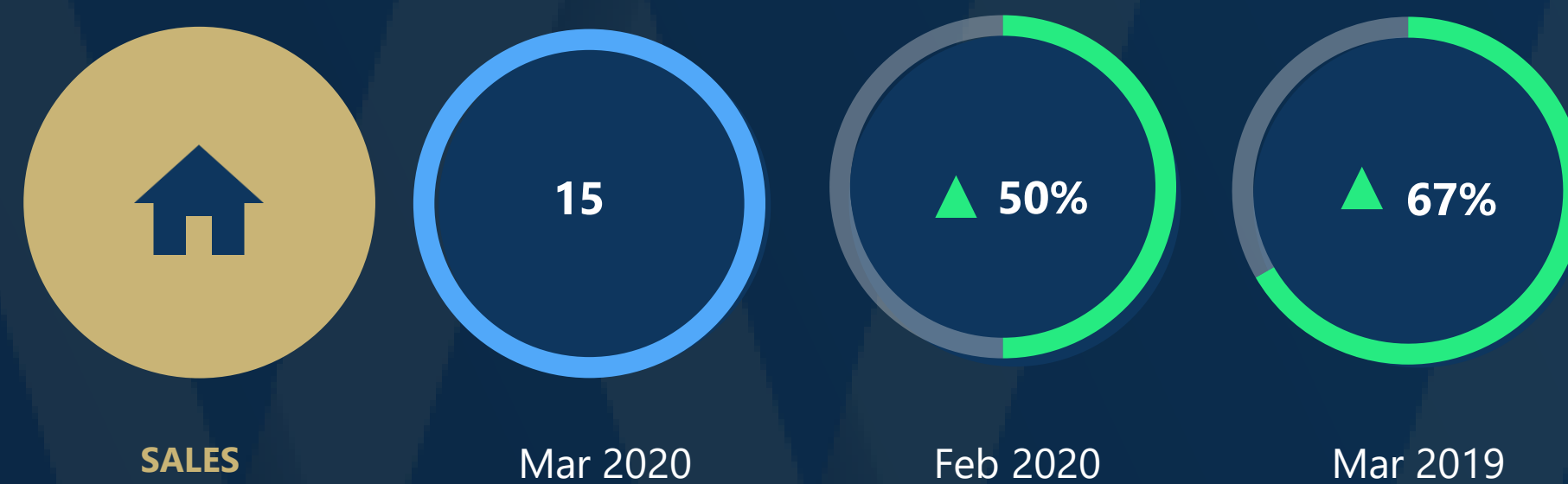
● CURRENT ● UP ● DOWN



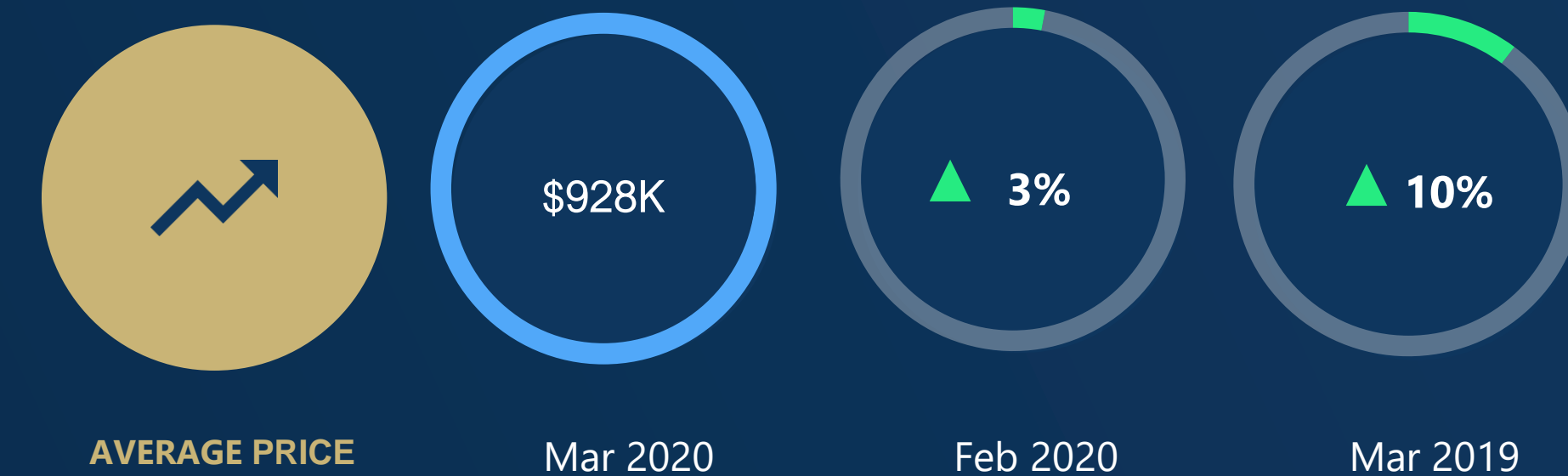
In West Vancouver, the number of new listings for condos and townhouses in March 2020 was 125, a 9% increase compared to February 2020, when 115 homes were listed, and a 9% decrease from the 137 properties listed last March.



In West Vancouver, the sales-to-active listings ratio for condos and townhouses for March 2020 was 12%, a 3% increase compared to February 2020, when the ratio was 9%, and a 5% increase from the 7% ratio last March.



The number of condos and townhouses sold in West Vancouver in March 2020 was 15, a 50% increase compared to February 2020, when 10 homes were sold, and a 67% increase from the 9 properties sold last March.



In West Vancouver, the average sale price for condos and townhouses in March 2020 was \$928K, a 3% increase compared to February 2020, when the average sale price was \$900K, and a 10% increase from the \$843K average sale price from last March.

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