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INNOVATIVE.  
EFFECTIVE.



**VIVID**

REAL ESTATE

*By Amir Joharifard*

# Market Update

April 2020

# Areas

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

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

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

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# Greater Vancouver

April 2020

**VIVID**  
REAL ESTATE  
*By Amin Sabarwal*

**21** CENTURY 21.  
In Town Realty

# GREATER VANCOUVER

April, 2020



Detached and Attached Homes

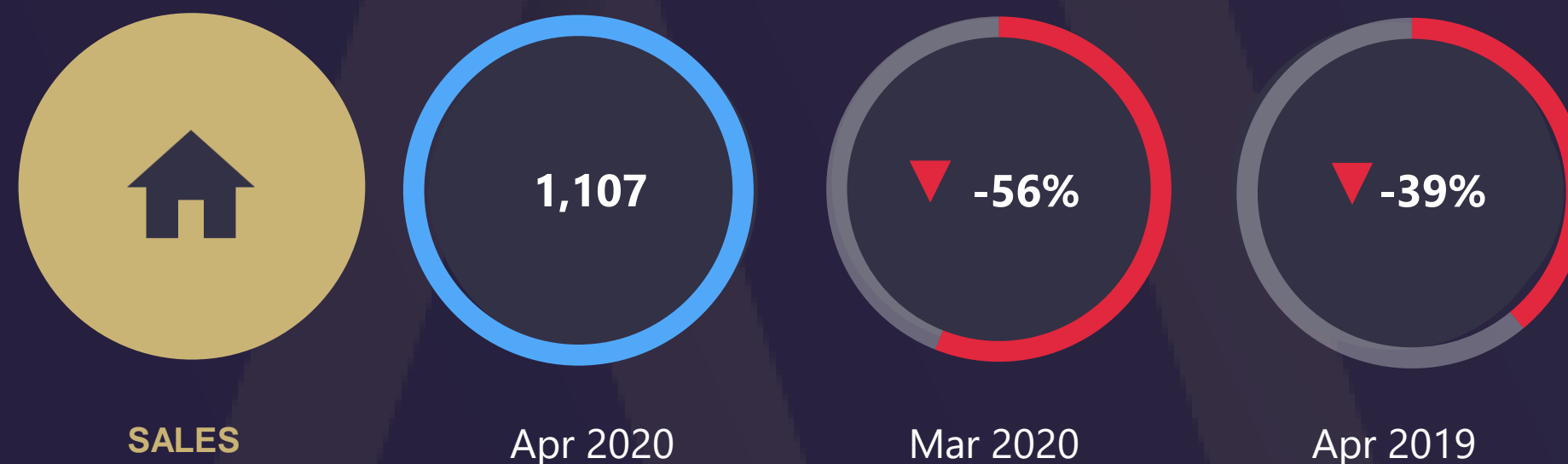
● CURRENT ● UP ● DOWN



In Greater Vancouver, the number of new listings for residential properties in April 2020 was 2,307, a 48% decrease compared to March 2020, when 4,424 homes were listed, and a 60% decrease from the 5,738 properties listed last April.



In Greater Vancouver, the sales-to-active listings ratio for residential properties for April 2020 was 12%, a 14% decrease compared to March 2020, when the ratio was 26%, and an 1% decrease from the 13% ratio last April.



The number of residential properties sold in Greater Vancouver in April 2020 was 1,107, a 56% decrease compared to March 2020, when 2,519 homes were sold, and a 39% decrease from the 1,829 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, 2020



Detached and Houses

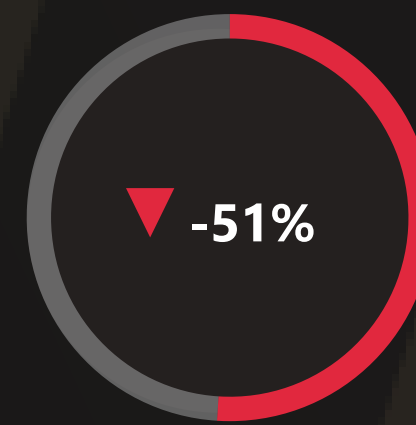
● CURRENT ● UP ● DOWN



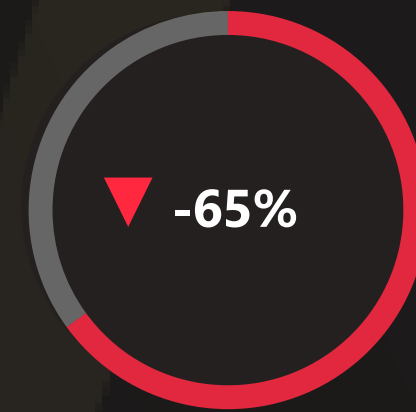
LISTINGS



Apr 2020



Mar 2020

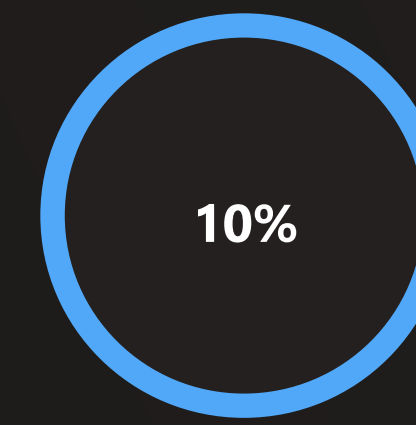


Apr 2019

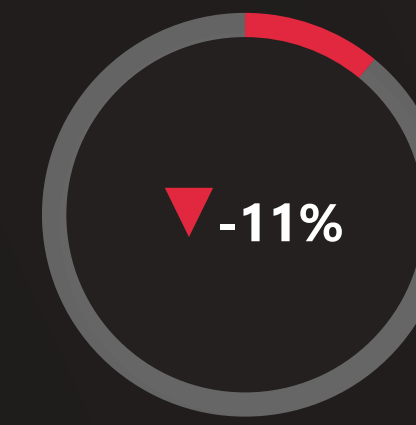
In Greater Vancouver, the number of new listings for detached properties in April 2020 was 730 a 51% decrease compared to March 2020, when 1,499 homes were listed, and a 65% decrease from the 2,085 properties listed last April.



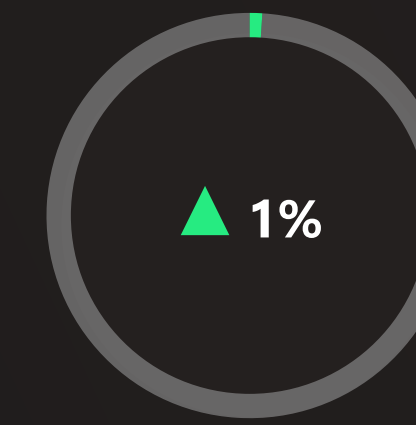
SALES TO ACTIVE



Apr 2020



Mar 2020



Apr 2019

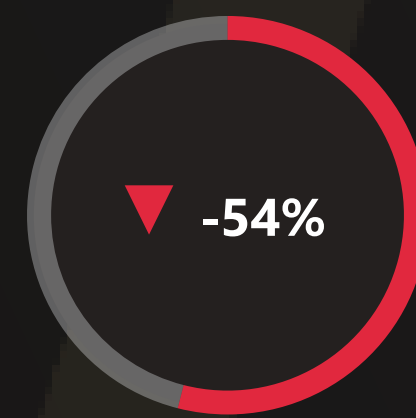
In Greater Vancouver, the sales-to-active listings ratio for detached properties for April 2019 was 10%, a 11% increase compared to March 2020, when the ratio was 21%, and a 1% increase from the 9% ratio last April.



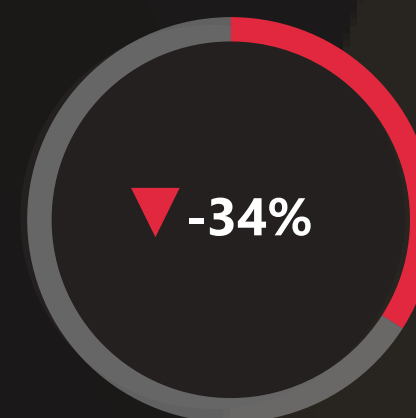
SALES



Apr 2020



Mar 2020



Apr 2019

The number of houses sold in Greater Vancouver in April 2020 was 386, a 54% decrease compared to March 2020, when 847 homes were sold, and a 34% decrease from the 685 properties sold last April.

## Facts

The Average days on Market for Greater Vancouver detached properties in March 2020 was 44 days, a 2% increase in comparison to 36 days in March. The average price per square foot for Greater Vancouver detached properties in April 2020 was \$621, a 1% decrease in comparison to \$ 625 per square foot in March 2020.

# GREATER VANCOUVER

April, 2020



Condos and Townhouses

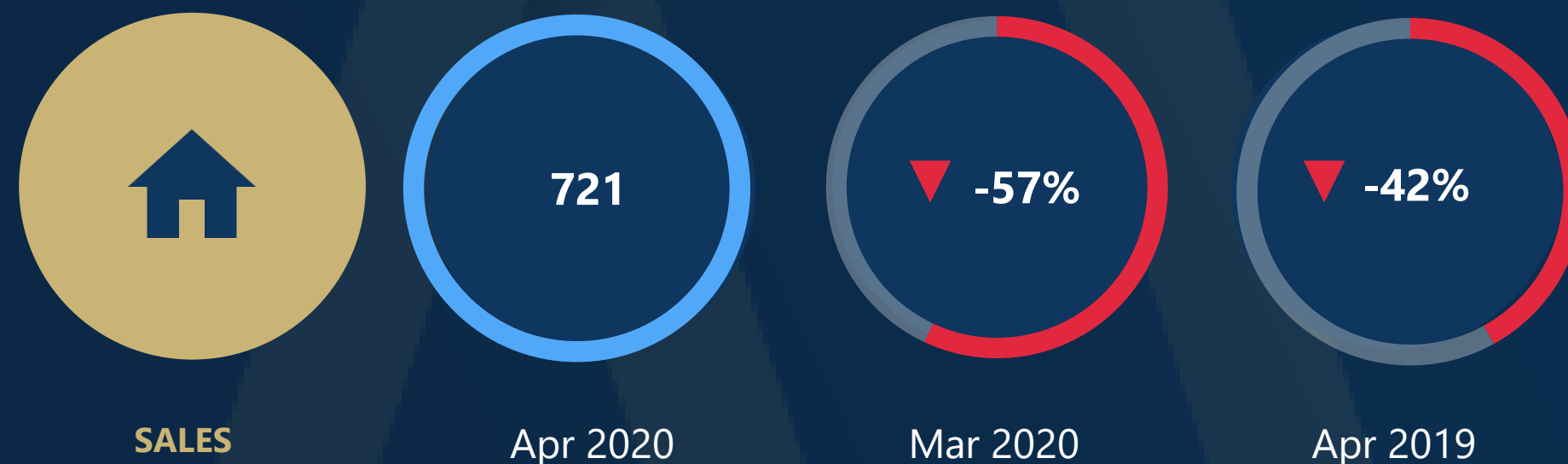
● CURRENT ● UP ● DOWN



In Greater Vancouver, the number of new listings for condos and townhouses in April 2020 was 1,577, a 46% decrease compared to March 2020, when 2,925 homes were listed, and a 57% decrease from the 3,653 properties listed last April.



In Greater Vancouver, the sales-to-active listings ratio condos and townhouse in April 2020 was 13%, a 17% decrease compared to March 2020, when the ratio was 30%, and a 21% decrease from the 34% ratio last April.



The number of condos and townhouses sold in Greater Vancouver condos in April 2020 was 721, a 57% decrease compared to March 2020, when 1,672 homes were sold, and a 42% decrease from the 1,243 properties sold last April.

## Facts

The average days on the market for Greater Vancouver condos in April 2020 was 29 days, while for townhouses it was 32 days. The average price per square foot for Greater Vancouver condos was \$777 in April 2020, whereas for townhouses it was \$572 per square foot.

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# Downtown Vancouver

April 2020

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*By Amin Sabarwal*

**21** CENTURY 21.  
In Town Realty

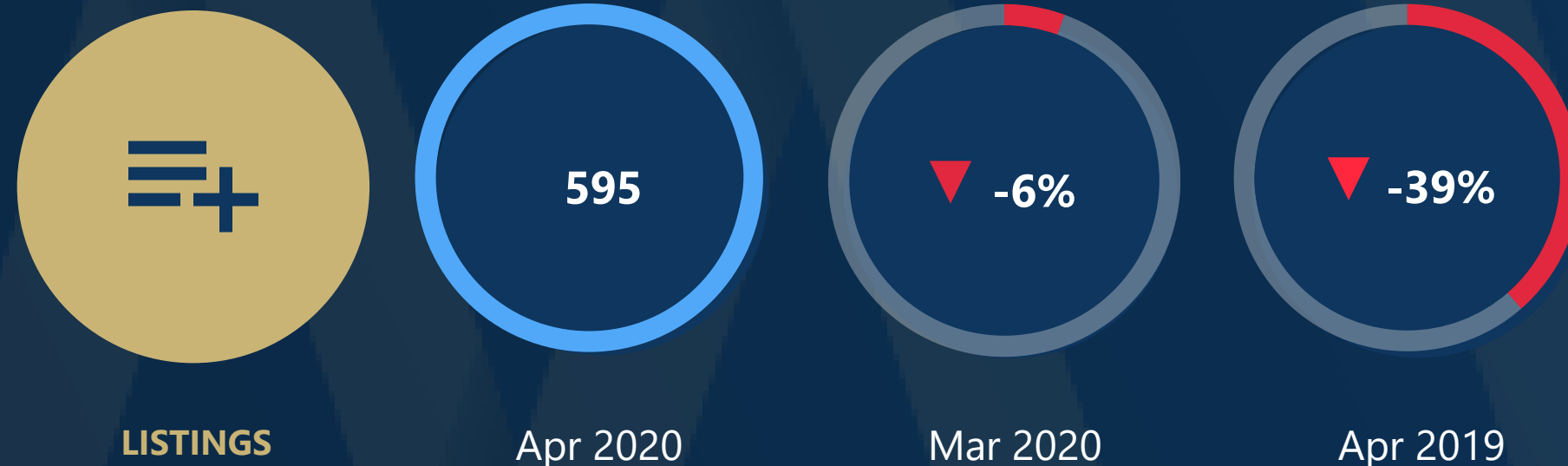
# DOWNTOWN VANCOUVER

April, 2020



Condos and Townhouses

● CURRENT ● UP ● DOWN



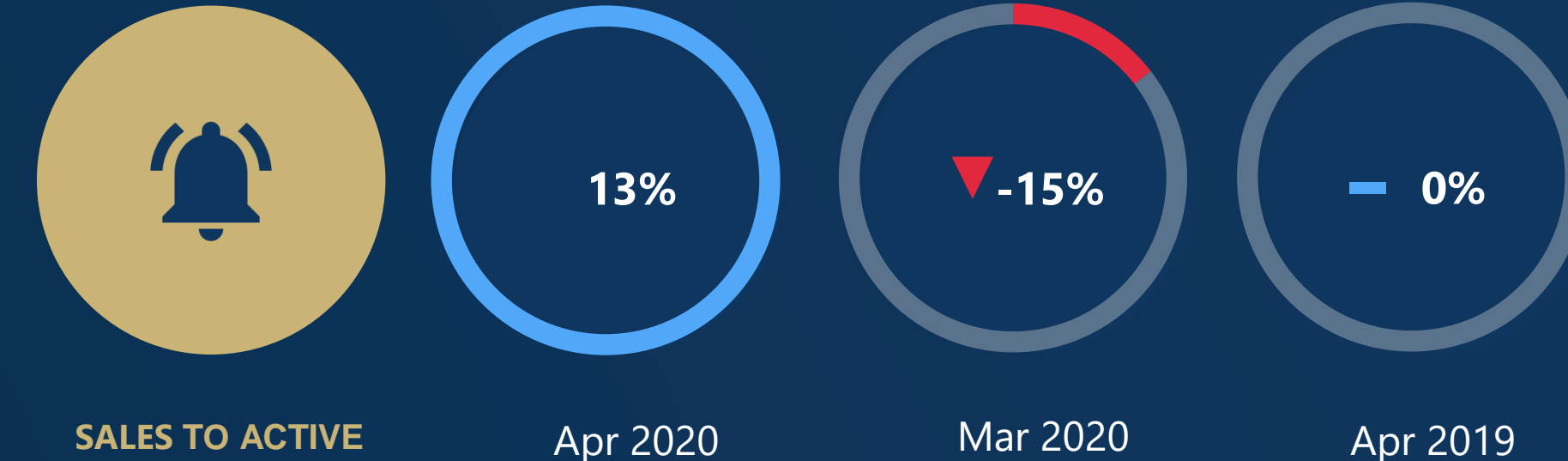
LISTINGS

Apr 2020

Mar 2020

Apr 2019

In Downtown Vancouver, the number of new listings for condo and townhouses in April 2020 was 595, a 6% decrease compared to March 2020, when 632 homes were listed, and a 39% decrease from the 969 properties listed last April.



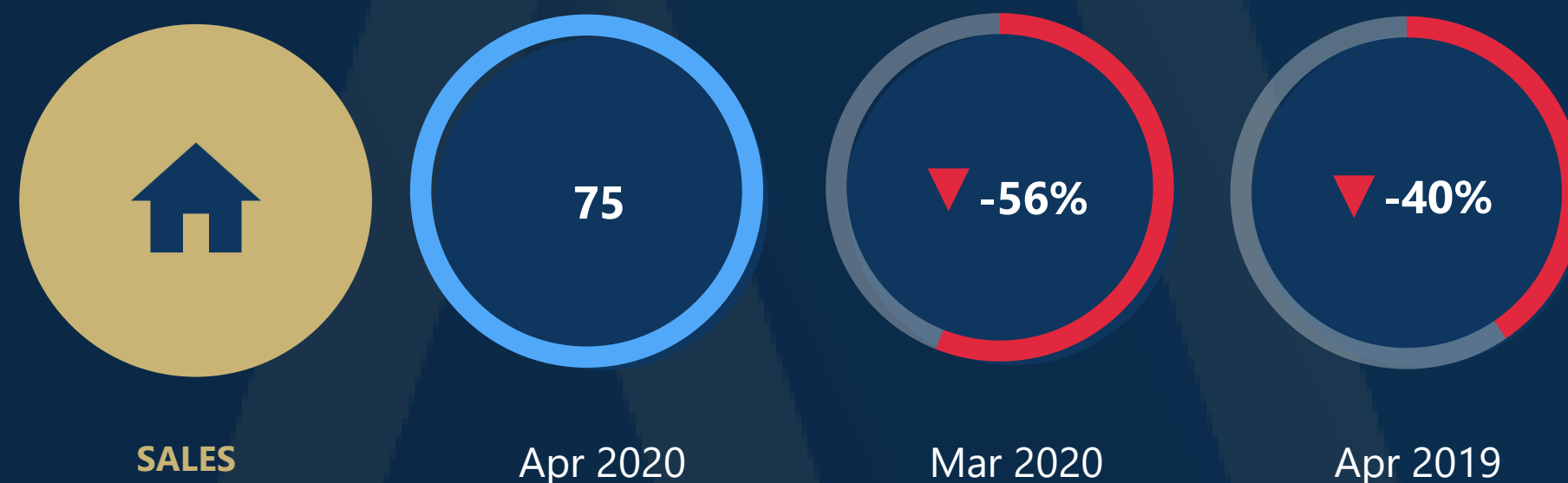
SALES TO ACTIVE

Apr 2020

Mar 2020

Apr 2019

In Downtown Vancouver, the sales-to-active listings ratio for condos and townhouses for April 2020 was 13%, a 15% decrease compared to March 2020, when the ratio was 27%, and no changes from last April.



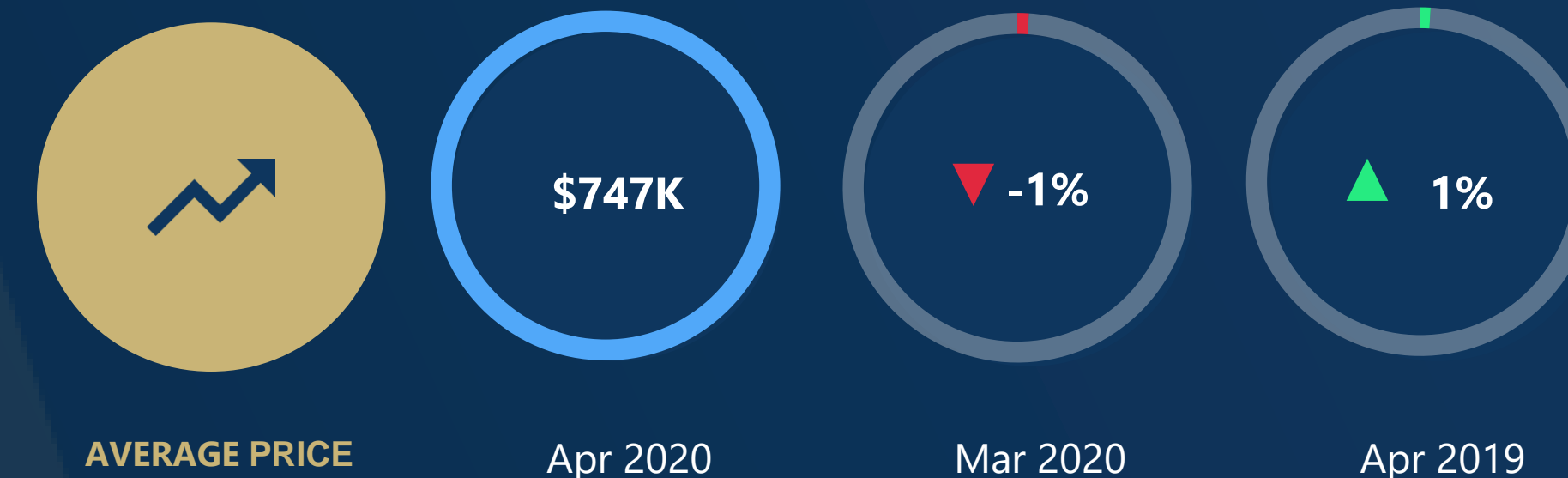
SALES

Apr 2020

Mar 2020

Apr 2019

The number of condos and townhouses sold in Downtown Vancouver in April 2020 was 75, a -56% decrease compared to March 2020, when 171 homes were sold, and a 40% decrease from the 126 properties sold last April.



AVERAGE PRICE

Apr 2020

Mar 2020

Apr 2019

In Downtown Vancouver, the average sale price for condos and townhouses in April 2020 was \$747K, a 1% decrease compared to March 2020, when the average sale price was \$755K, and a 1% increase from the \$740K average sale price from last April.



# Market Type

## DOWNTOWN VANCOUVER

April, 2020



Condos and Townhouses

● Seller Market

● Buyer Market

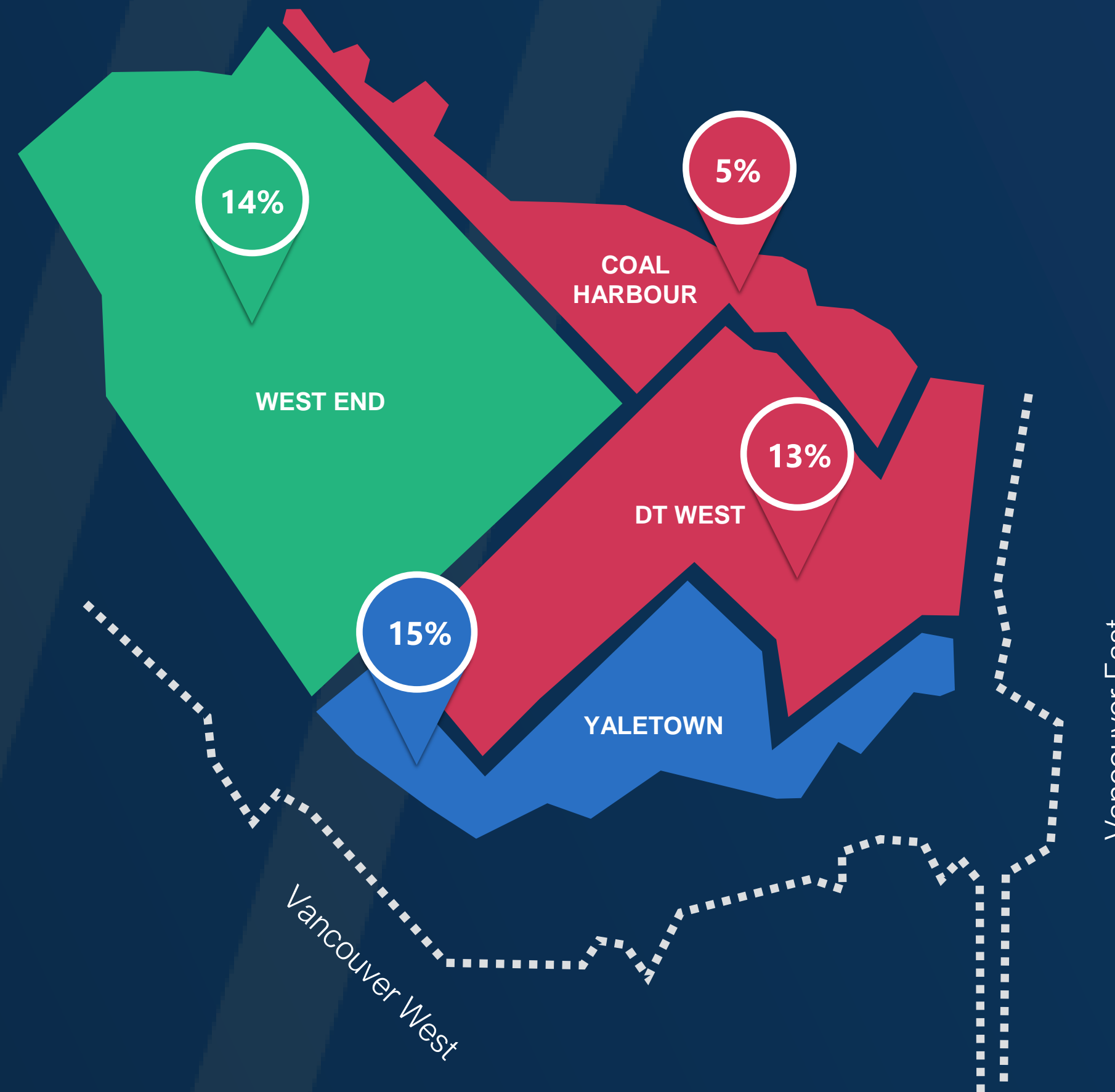
● N/A\*

● 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

April 2020

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**21** CENTURY 21.  
In Town Realty

# VANCOUVER WESTSIDE

April, 2020



Detached and Houses

● CURRENT ● UP ● DOWN



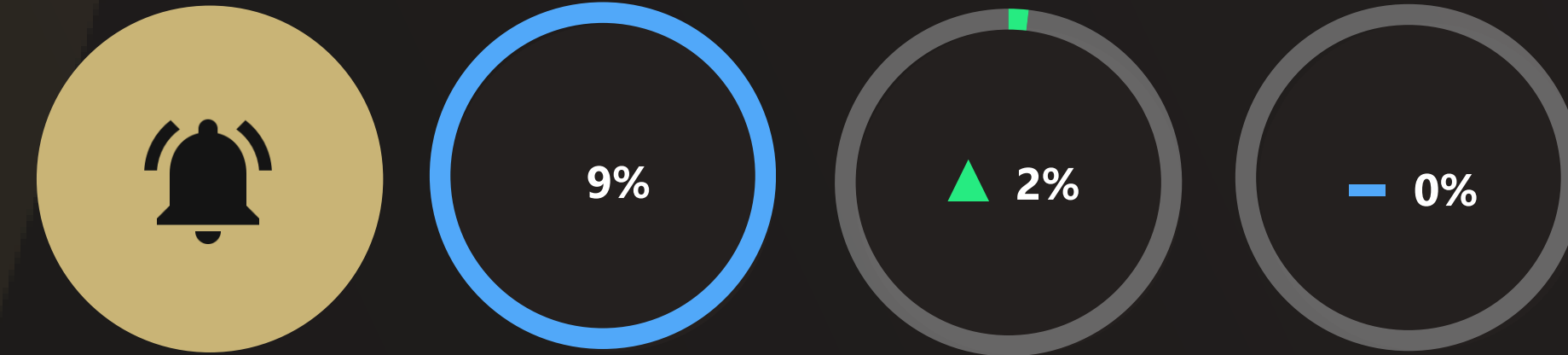
LISTINGS

Apr 2020

Mar 2020

Apr 2019

In Vancouver West, the number of new listings for detached properties in April 2020 was 421, a 6% decrease compared to March 2020, when 450 homes were listed, and a 40% decrease from the 699 properties listed last April.



SALES TO ACTIVE

Apr 2020

Mar 2020

Apr 2019

In Vancouver West, the sales-to-active listings ratio for houses for April 2020 was 9%, a 2% increase compared to March 2020, when the ratio was 7%, and no changes from last April.



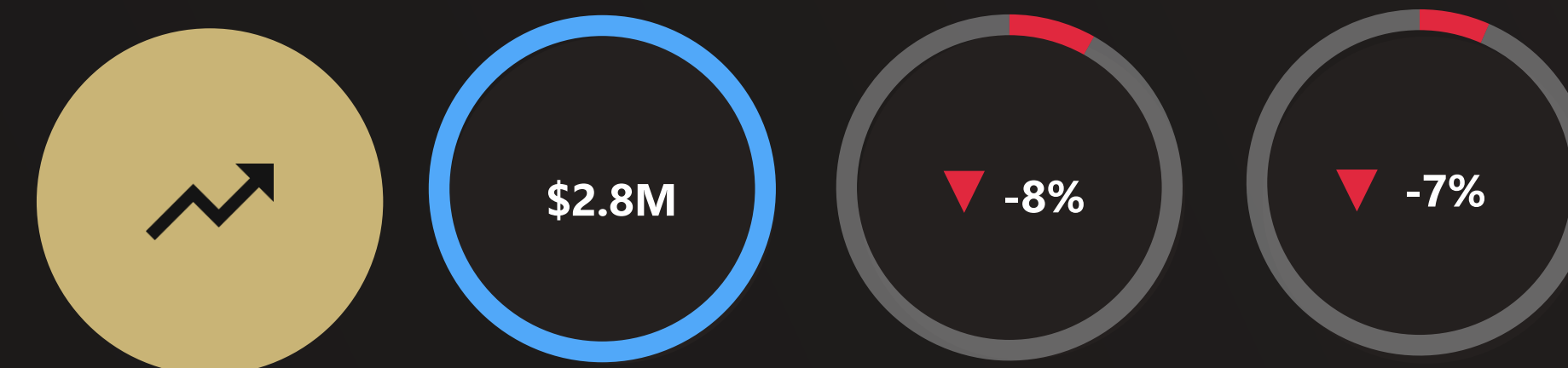
SALES

Apr 2020

Mar 2020

Apr 2019

The number of houses sold in Vancouver West in April 2020 was 37, a 65% decrease compared to March 2020, when 107 homes were sold, and a 42% decrease from the 64 properties sold last April.



AVERAGE PRICE

Apr 2020

Mar 2020

Apr 2019

In Vancouver West, the average sale price for houses in April 2020 was \$2.802M, a 8% decrease compared to March 2020, when the average sale price was \$3.05M, and a 7% decrease from the \$2.999M average sale price from last April.

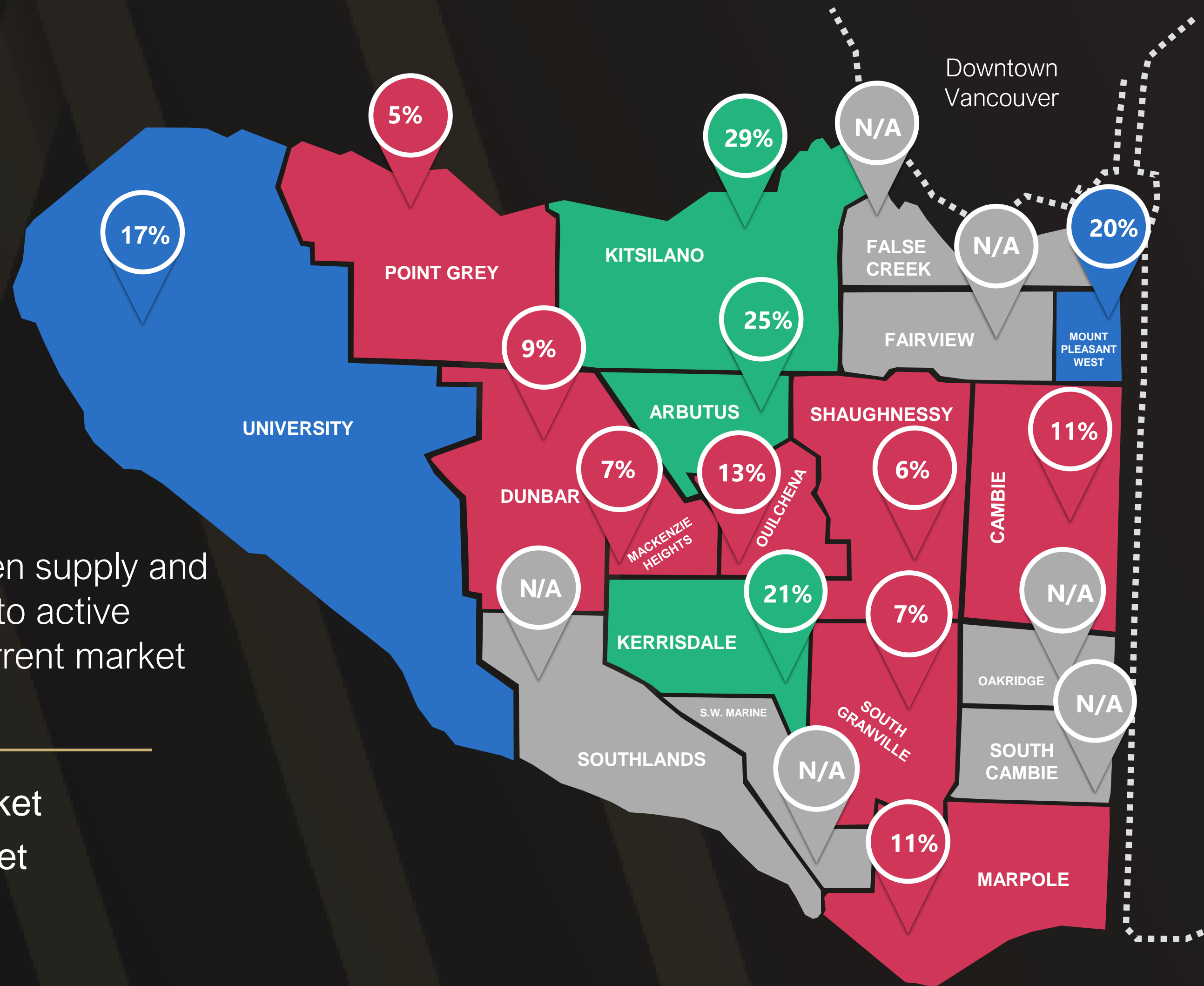
# Market Type

## VANCOUVER WESTSIDE

April, 2020

 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.

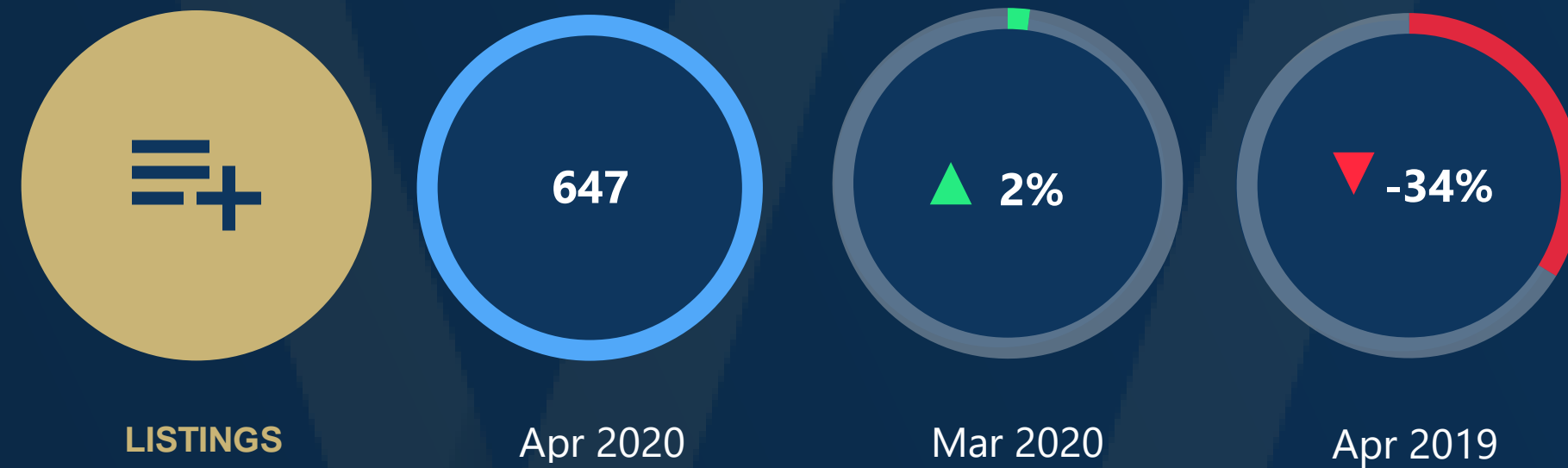
# VANCOUVER WESTSIDE

April, 2020

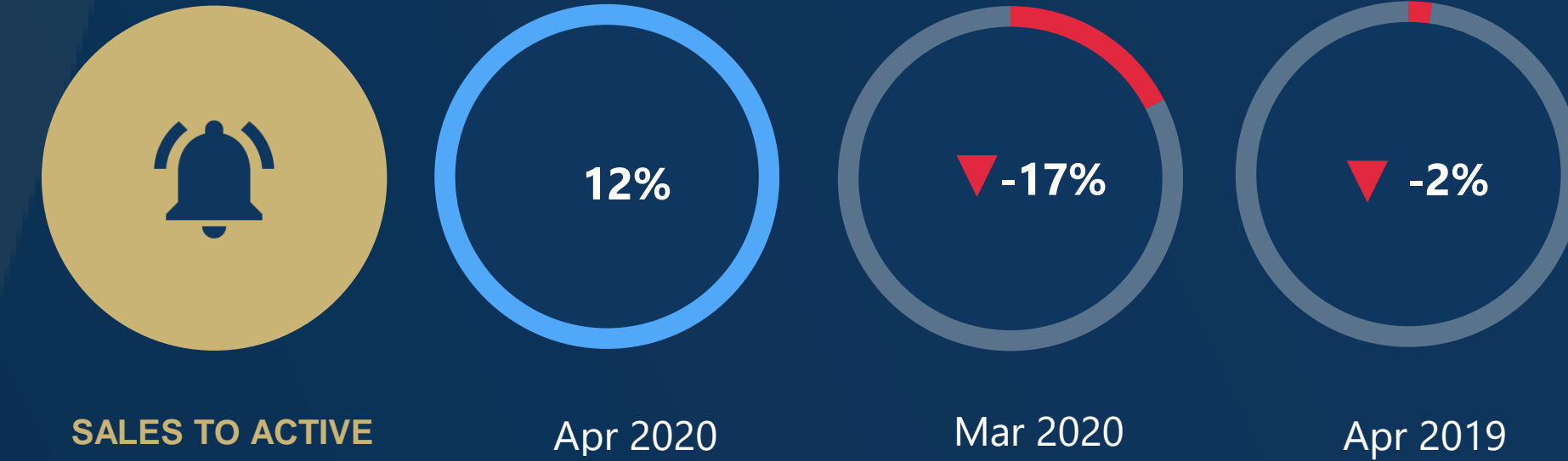


Condos and Townhouses

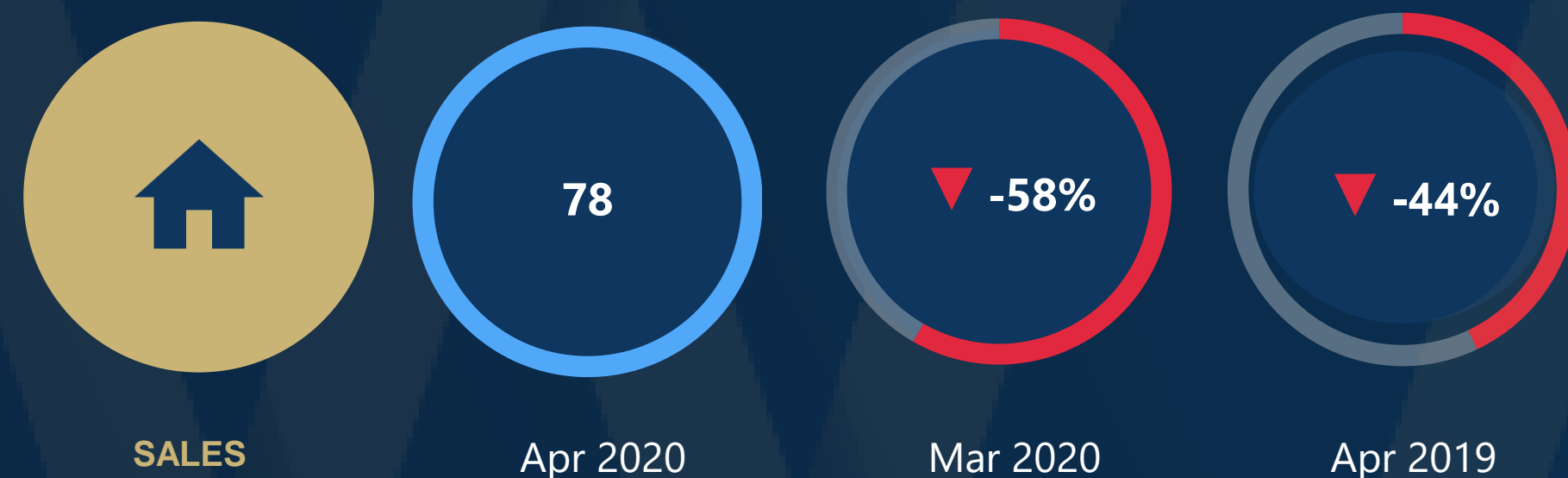
CURRENT UP DOWN



In Vancouver West, the number of new listings for condos and townhouses in April 2020 was 647, a 2% increase compared to March 2020, when 634 homes were listed, and a 34% decrease from the 977 properties listed last April.



In Vancouver West, the sales-to-active listings ratio for condo and townhouses for April 2020 was 12%, a 17% decrease compared to March 2020, when the ratio was 29%, and a 2% decrease from the 14% ratio last April.



The number of condos and townhouses sold in Vancouver West in April 2020 was 78, a 58% decrease compared to March 2020, when 187 homes were sold, and a 44% decrease from the 139 properties sold last April.



In Vancouver West, the average sale price for condos and townhouses in April 2020 was \$839K, a 7% decrease compared to March 2020, when the average sale price was \$903K, and a 12% increase from the \$750K average sale price from last April.

# Market Type

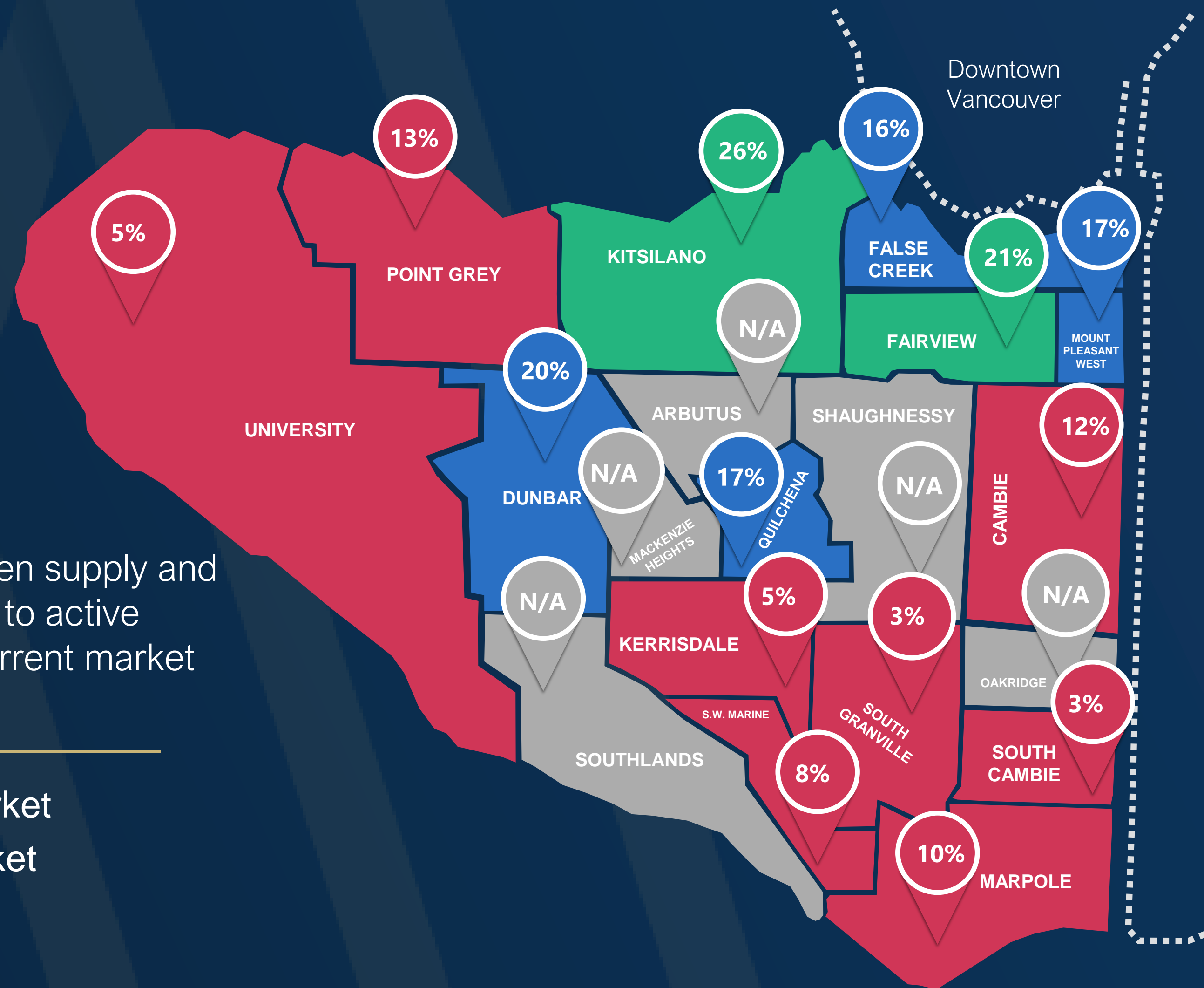
## VANCOUVER WESTSIDE

April, 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

April 2020

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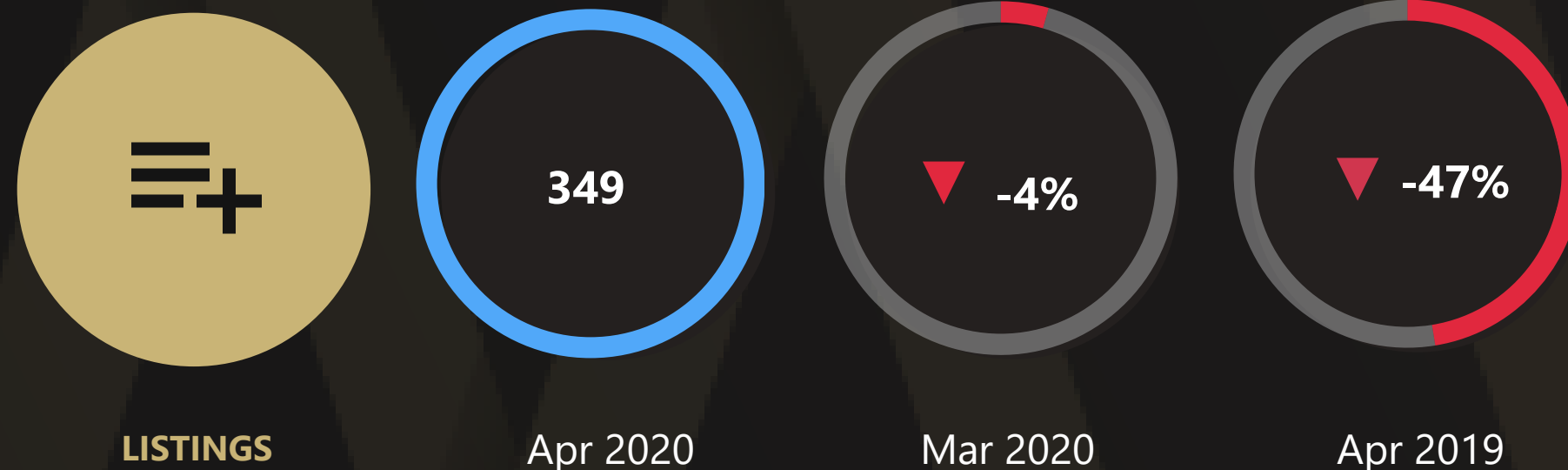
# VANCOUVER EASTSIDE

April, 2020



Detached and Houses

● CURRENT ● UP ● DOWN



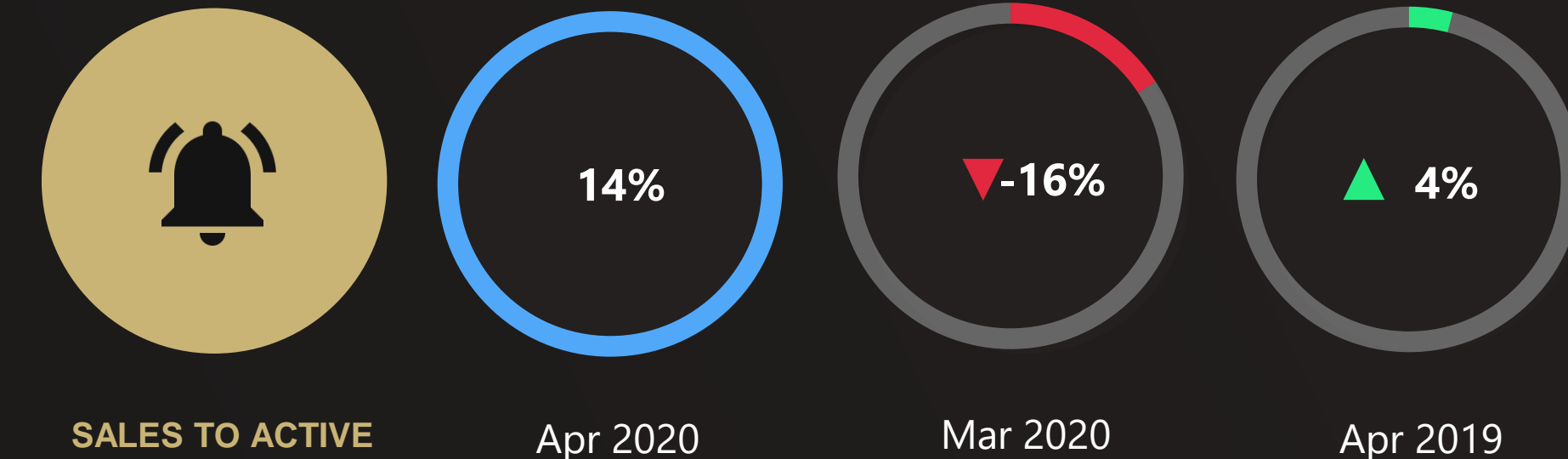
LISTINGS

Apr 2020

Mar 2020

Apr 2019

In Vancouver East, the number of new listings for detached properties in April 2020 was 349, a 4% decrease compared to March 2020, when 365 homes were listed, and a 47% decrease from the 664 properties listed last April.



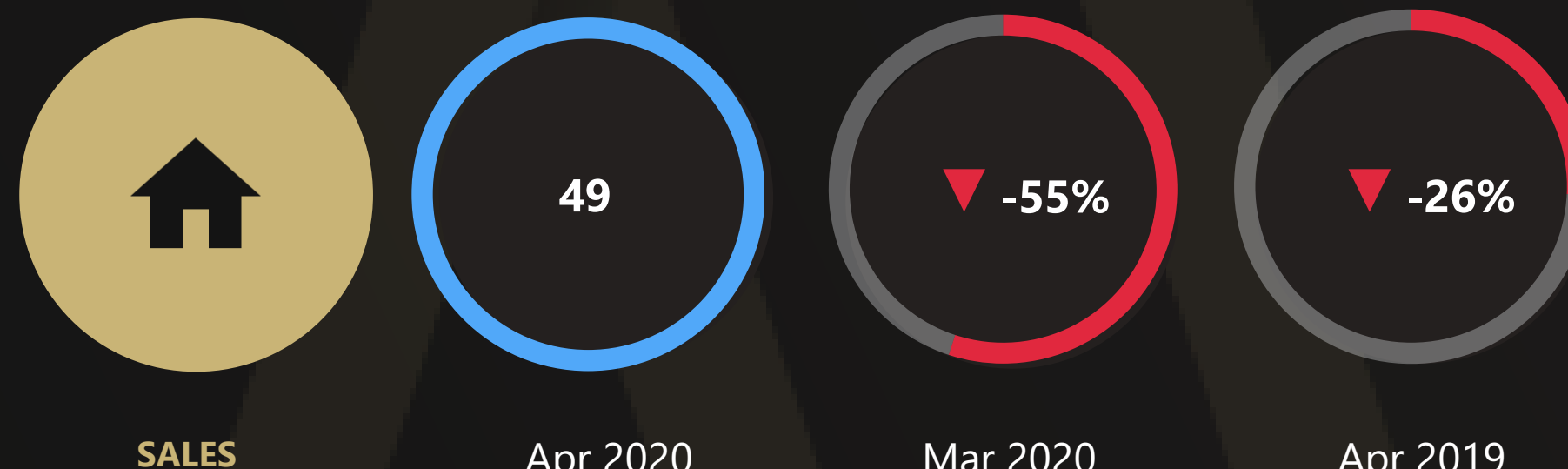
SALES TO ACTIVE

Apr 2020

Mar 2020

Apr 2019

In Vancouver East, the sales to active ratio for houses for April 2020 was 14%, a 16% decrease compared to March 2020, when the ratio was 30%, and a 4% increase from the 10% ratio last April.



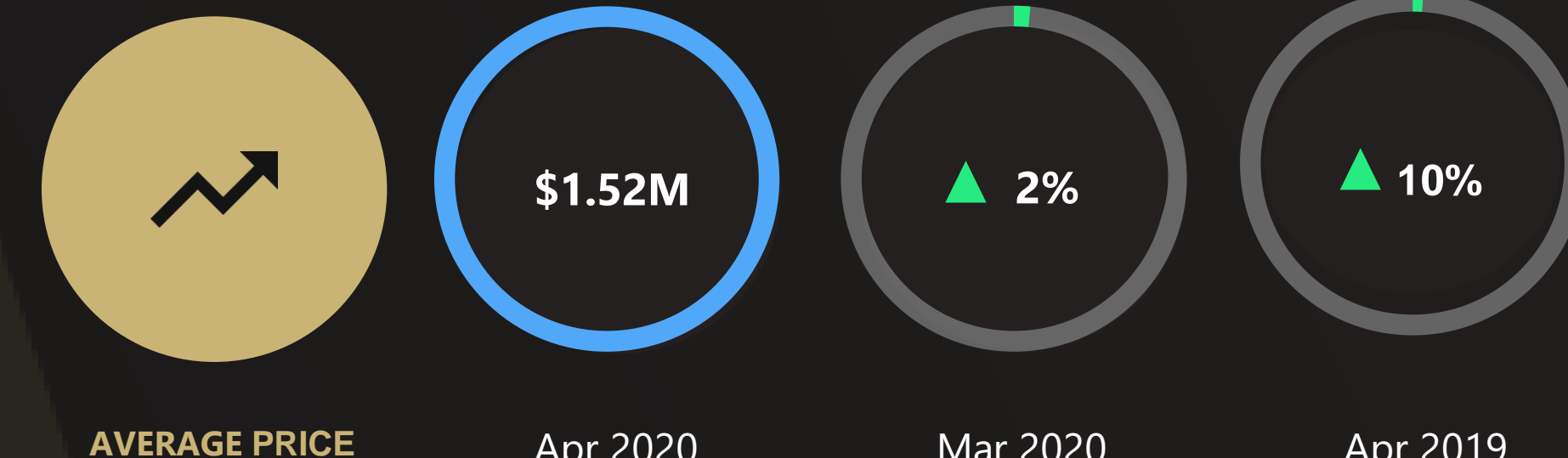
SALES

Apr 2020

Mar 2020

Apr 2019

The number of houses sold in Vancouver East in April 2020 was 49, a 55% decrease compared to March 2020, when 109 homes were sold, and a 26% decrease from the 66 properties sold last April.



AVERAGE PRICE

Apr 2020

Mar 2020

Apr 2019

In Vancouver East, the average sale price for houses in April 2020 was \$1.52M, a 2% increase compared to March 2020, when the average sale price was \$1.497M, and a 10% increase from the \$1.381M average sale price from last April.



# Market Type

## VANCOUVER WESTSIDE

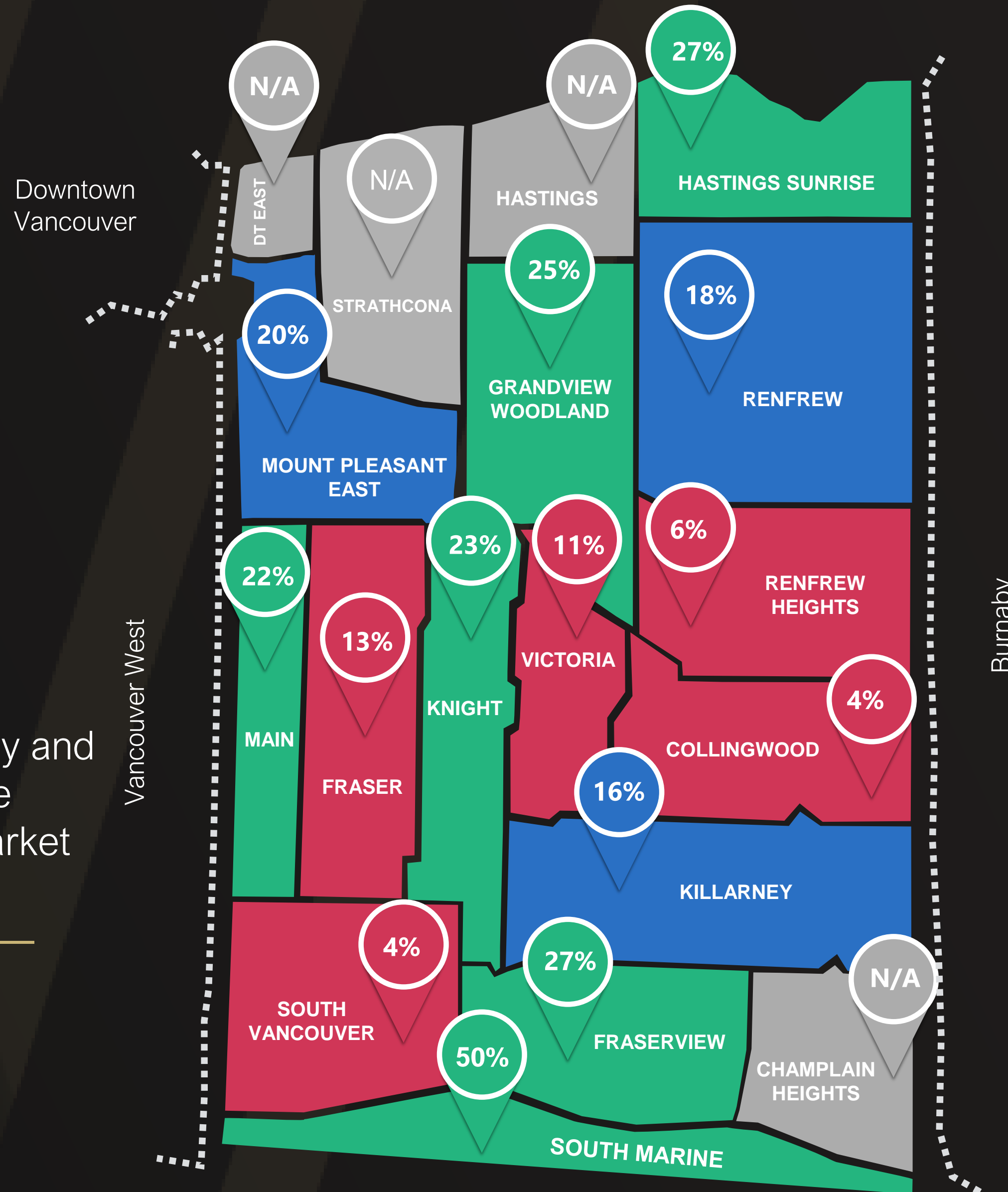
April, 2020

### 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

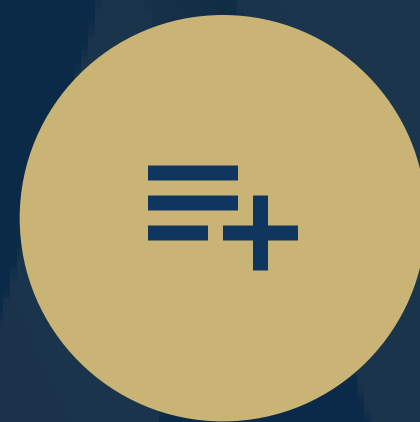
# VANCOUVER EASTSIDE

April, 2020



Condos and Townhouses

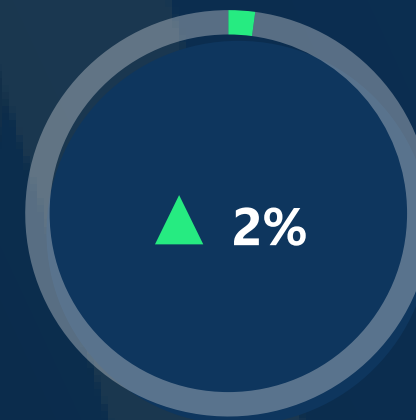
CURRENT UP DOWN



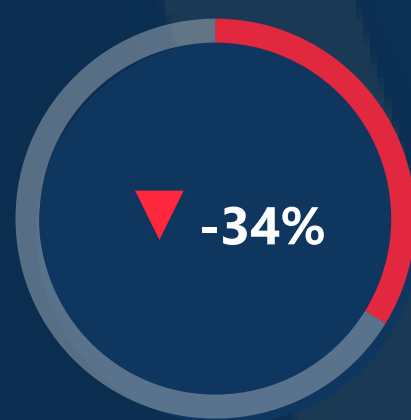
LISTINGS



Apr 2020



Mar 2020

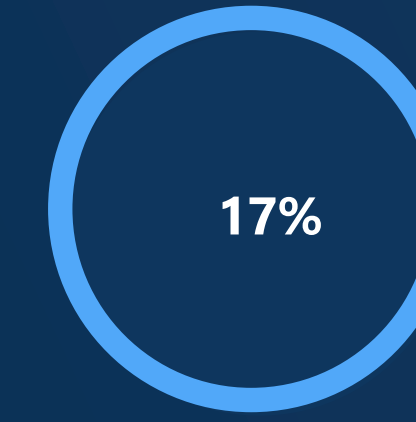


Apr 2019

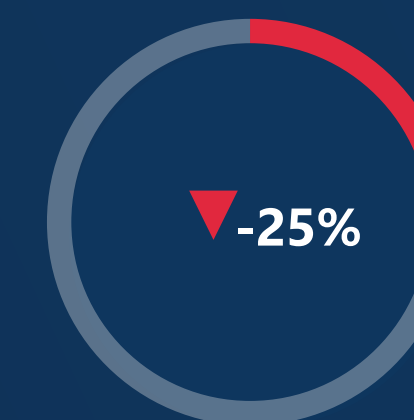
In Vancouver East, the number of new listings for condos and townhouses in April 2020 was 386, a 2% increase compared to March 2020, when 378 homes were listed, and a 34% decrease from the 583 properties listed last April.



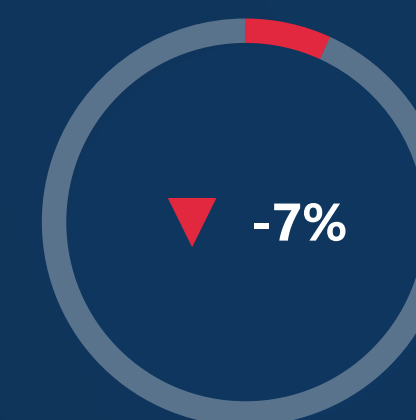
SALES TO ACTIVE



Apr 2020



Mar 2020



Apr 2019

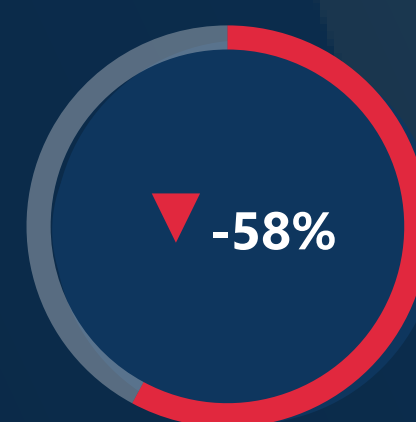
In Vancouver East, the sales to active ratio for houses for April 2020 was 14%, a 25% decrease compared to March 2020, when the ratio was 30%, and a 7% decrease from the 24% ratio last April.



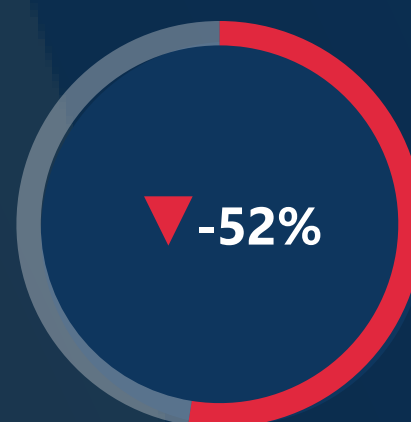
SALES



Apr 2020



Mar 2020



Apr 2019

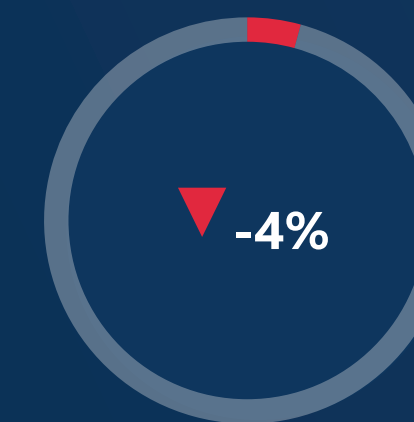
The number of condos and townhouses sold in Vancouver East in April 2020 was 67, a 58% decrease compared to March 2020, when 159 homes were sold, and a 52% decrease from the 141 properties sold last April.



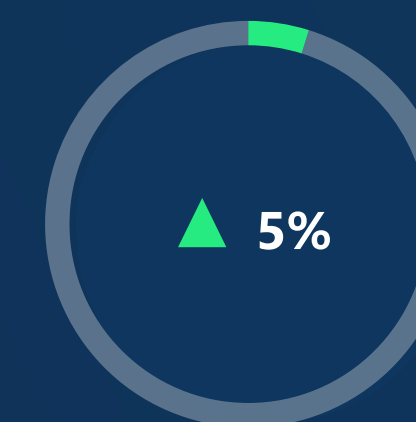
AVERAGE PRICE



Apr 2020



Mar 2020



Apr 2019

In Vancouver East, the average sale price for condos and townhouses in April 2020 was \$608K, a 4% decrease compared to March 2020, when the average sale price was \$635K, and a 5% increase from the \$580K average sale price from last April.

# Market Type

## VANCOUVER EASTSIDE

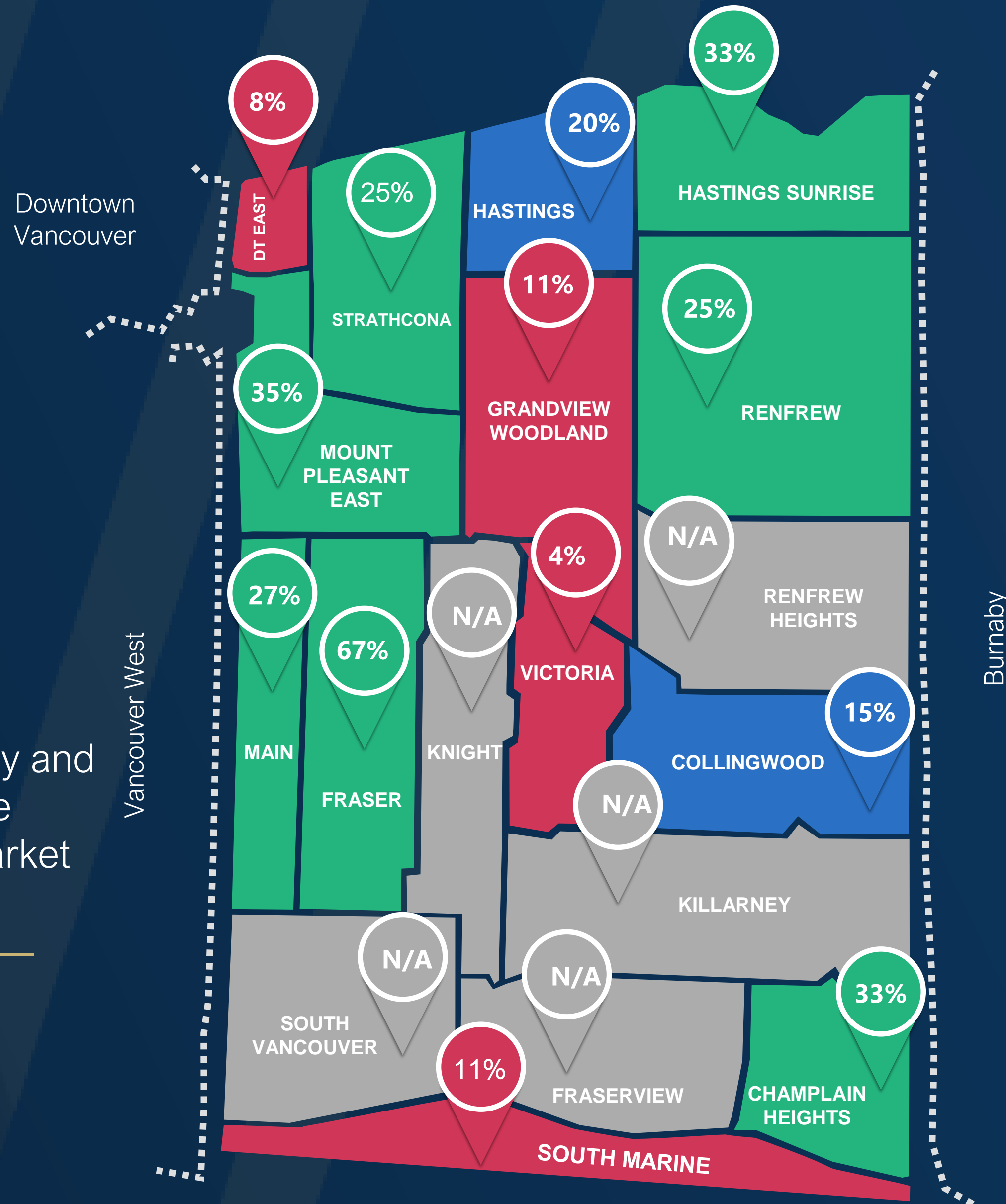
April, 2020

### 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

April 2020

**VIVID**  
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*By Amin Saharvand*

**21** CENTURY 21.  
In Town Realty

# NORTH VANCOUVER

April, 2020



Detached and Houses

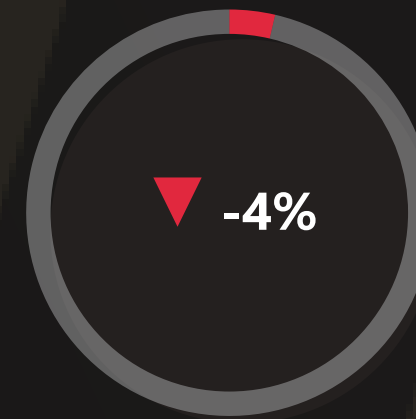
● CURRENT ● UP ● DOWN



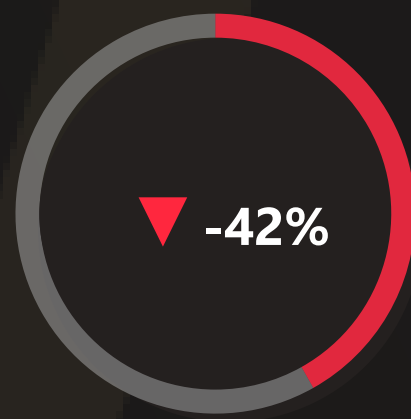
LISTINGS



Apr 2020



Mar 2020

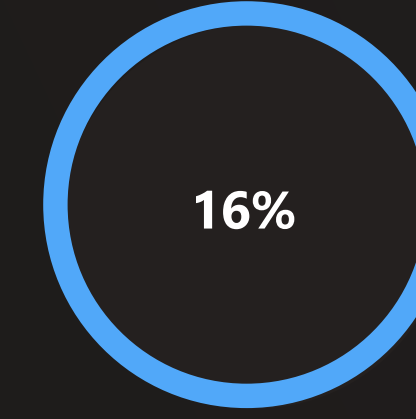


Apr 2019

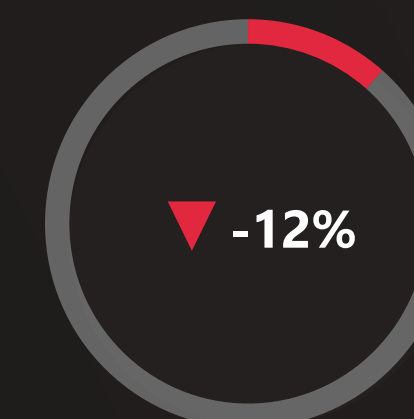
In North Vancouver, the number of new listings for detached properties in April 2020 was 239, a 4% decrease compared to March 2020, when 248 homes were listed, and a 42% decrease from the 411 properties listed last April.



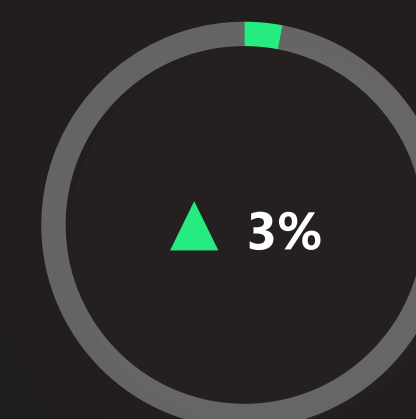
SALES TO ACTIVE



Apr 2020



Mar 2020



Apr 2019

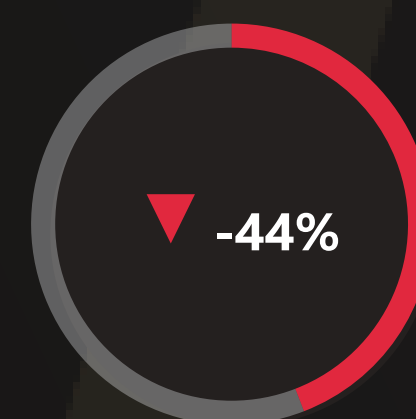
In North Vancouver, the sales to active ratio for houses for April 2020 was 16%, a 12% decrease compared to March 2020, when the ratio was 27%, and a 3% increase from the 13% ratio last April.



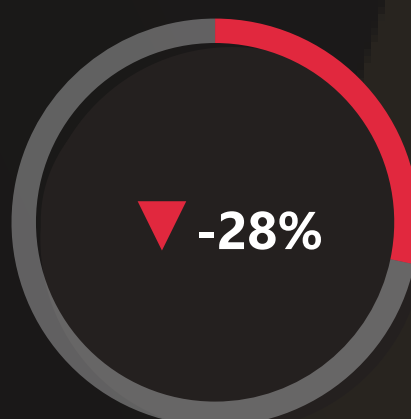
SALES



Apr 2020



Mar 2020



Apr 2019

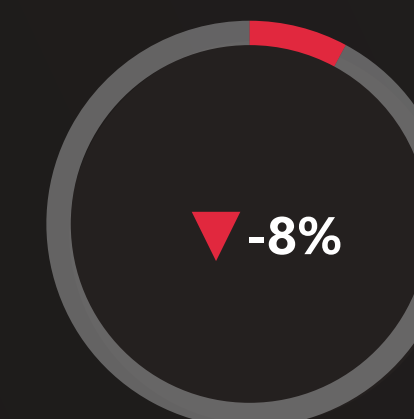
The number of houses sold in North Vancouver in April 2020 was 38, a 44% decrease compared to March 2020, when 68 homes were sold, and a 28% decrease from the 53 properties sold last April.



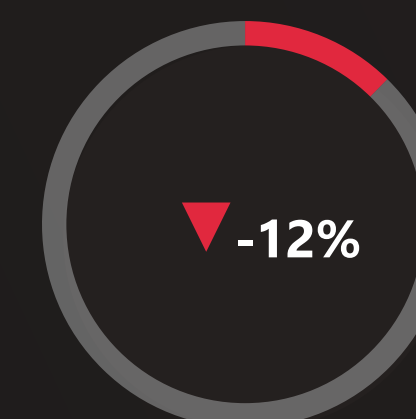
AVERAGE PRICE



Apr 2020



Mar 2020



Apr 2019

In North Vancouver, the average sale price for houses in April 2020 was \$1.512M, an 8% decrease compared to March 2020, when the average sale price was \$1.641M, and a 12% decrease from the \$1.725M average sale price from last April.

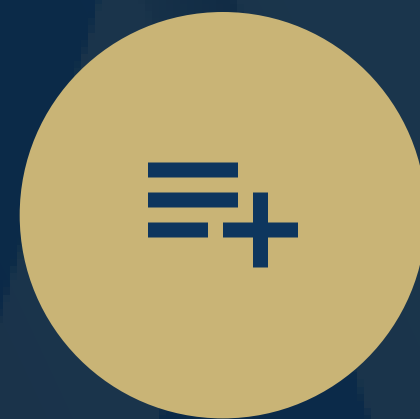
# NORTH VANCOUVER

April, 2020



Condos and Townhouses

● CURRENT ● UP ● DOWN

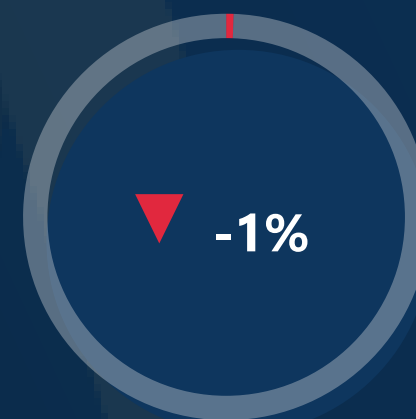


LISTINGS



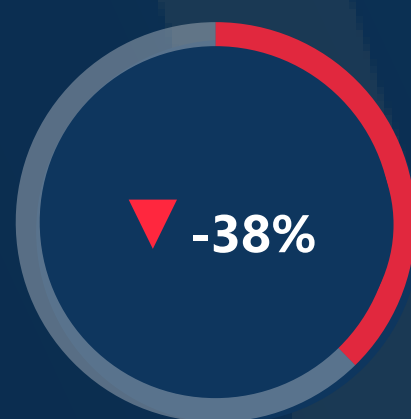
339

Apr 2020



-1%

Mar 2020



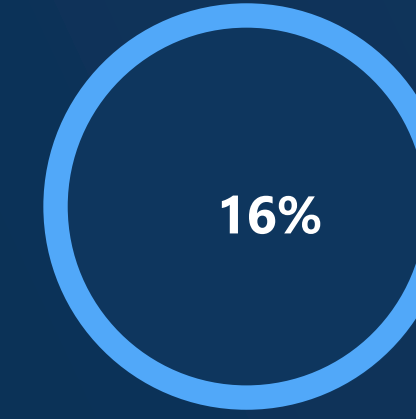
-38%

Apr 2019

In North Vancouver, the number of new listings for condos and townhouses in April 2020 was 339, a 1% decrease compared to March 2020, when 341 homes were listed, and a 38% decrease from the 544 properties listed last April.

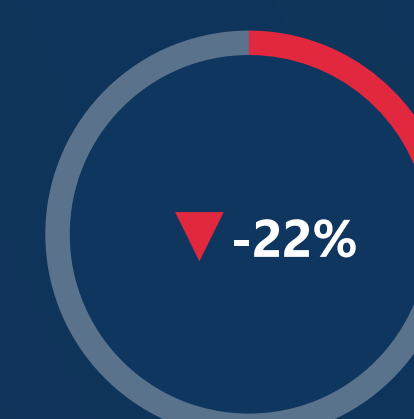


SALES TO ACTIVE



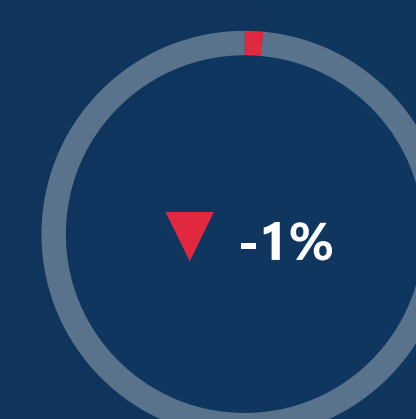
16%

Apr 2020



-22%

Mar 2020



-1%

Apr 2019

In North Vancouver, the sales-to-active listings ratio for condo and townhouses for April 2020 was 16%, a 22% decrease compared to March 2020, when the ratio was 38%, and a 1% decrease from the 17% ratio last April.



SALES



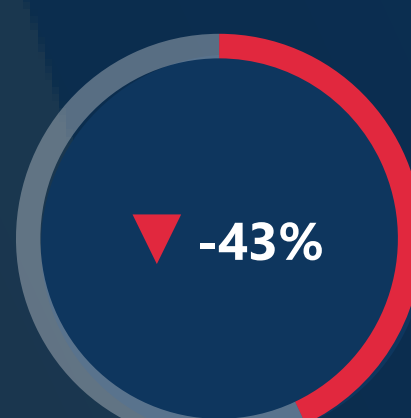
53

Apr 2020



-59%

Mar 2020



-43%

Apr 2019

The number of condos and townhouses sold in North Vancouver in April 2020 was 53, a 59% decrease compared to March 2020, when 129 homes were sold, and a 43% decrease from the 93 properties sold last April.

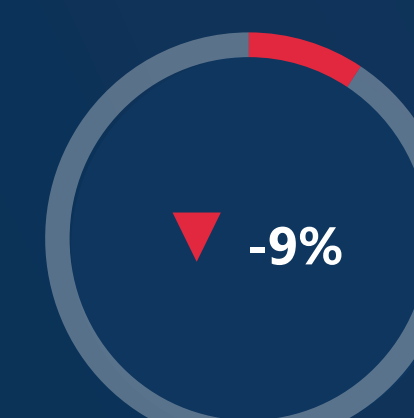


AVERAGE PRICE



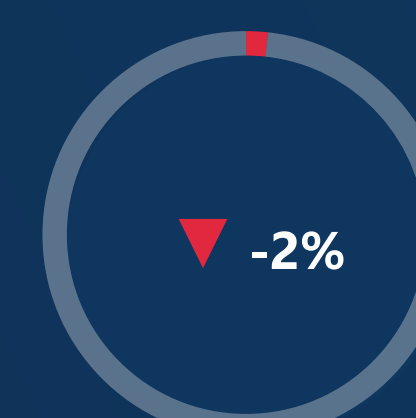
\$685K

Apr 2020



-9%

Mar 2020



-2%

Apr 2019

In North Vancouver, the average sale price for condos and townhouses in April 2020 was \$685K, a 9% decrease compared to March 2020, when the average sale price was \$755K, and a 2% decrease from the \$697K average sale price from last April.

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# West Vancouver

April 2020

**VIVID**  
REAL ESTATE  
*By Amin Saharvand*

**21** CENTURY 21.  
In Town Realty

# WEST VANCOUVER

April, 2020



Detached and Houses

● CURRENT ● UP ● DOWN



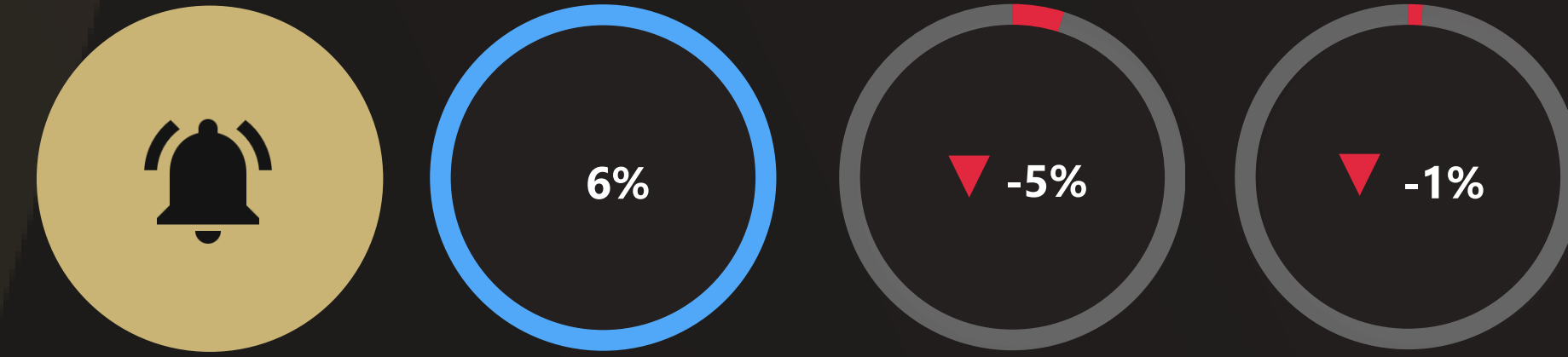
LISTINGS

Apr 2020

Mar 2020

Apr 2019

In West Vancouver houses, the number of new listings for residential properties in April 2020 was 338, a 7% decrease compared to March 2020, when 362 homes were listed, and a 33% decrease from the 501 properties listed last April.



SALES TO ACTIVE

Apr 2020

Mar 2020

Apr 2019

In West Vancouver, the sales to active ratio for houses for April 2020 was 6%, a 5% decrease compared to March 2020, when the ratio was 11%, and a 1% decrease from the 8% ratio last April.



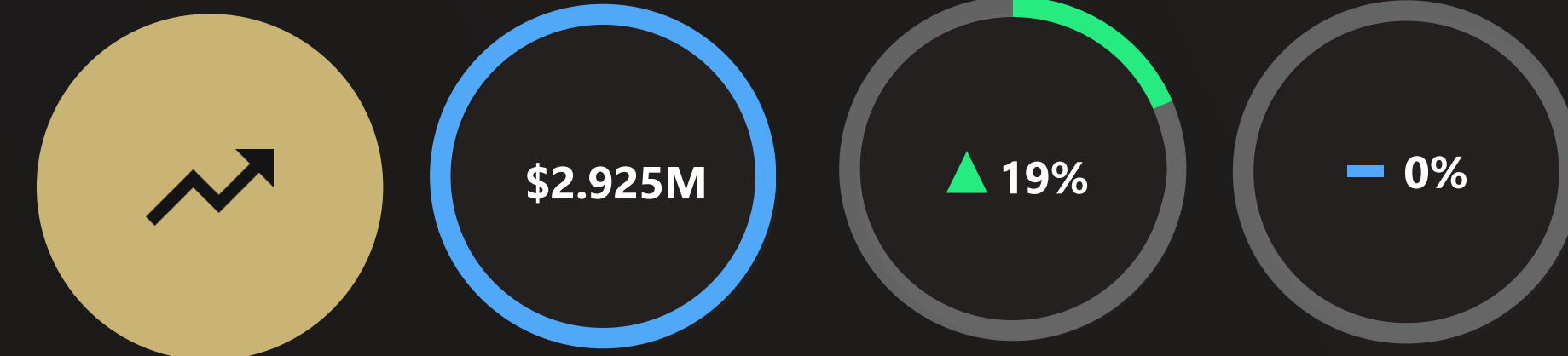
SALES

Apr 2020

Mar 2020

Apr 2019

The number of houses sold in West Vancouver in April 2020 was 21, a 48% decrease compared to March 2020, when 40 homes were sold, and a 45% decrease from the 38 properties sold last April.



AVERAGE PRICE

Apr 2020

Mar 2020

Apr 2019

In West Vancouver, the average sale price for houses in April 2020 was \$2.925M, a 19% increase compared to March 2020, when the average sale price was \$2.467M, and no changes from last April.



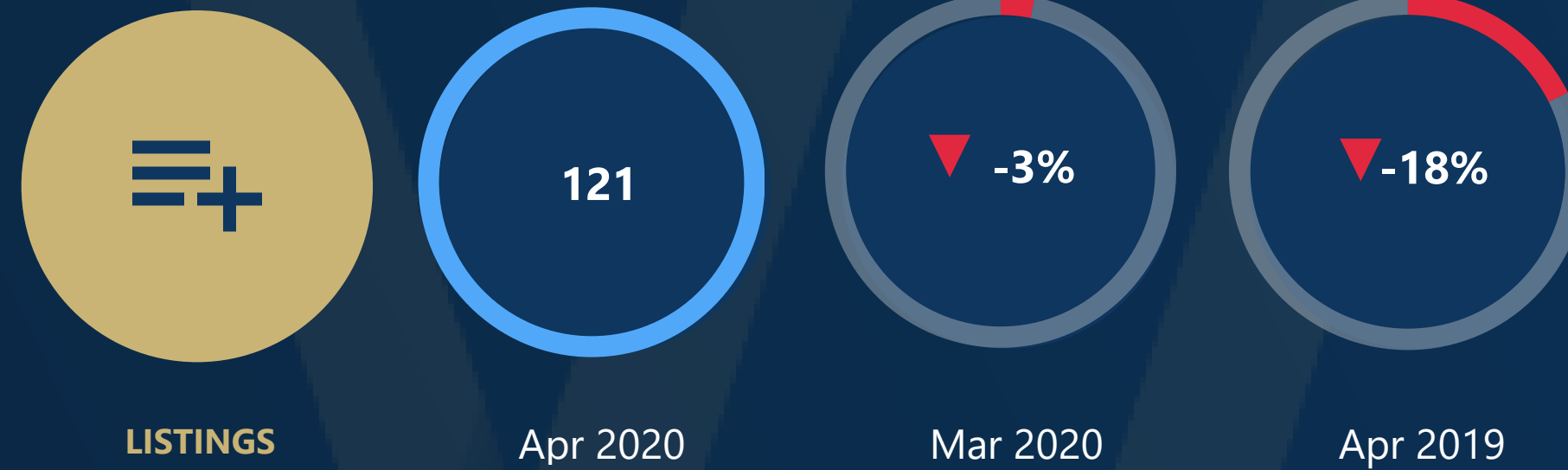
# WEST VANCOUVER

April, 2020

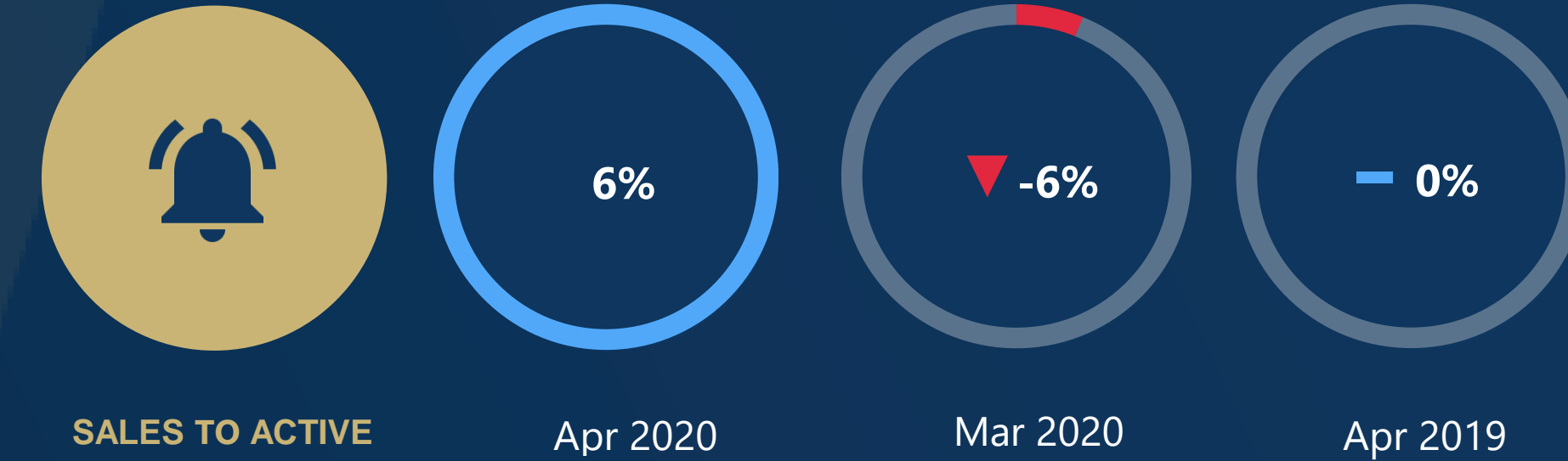


Condos and Townhouses

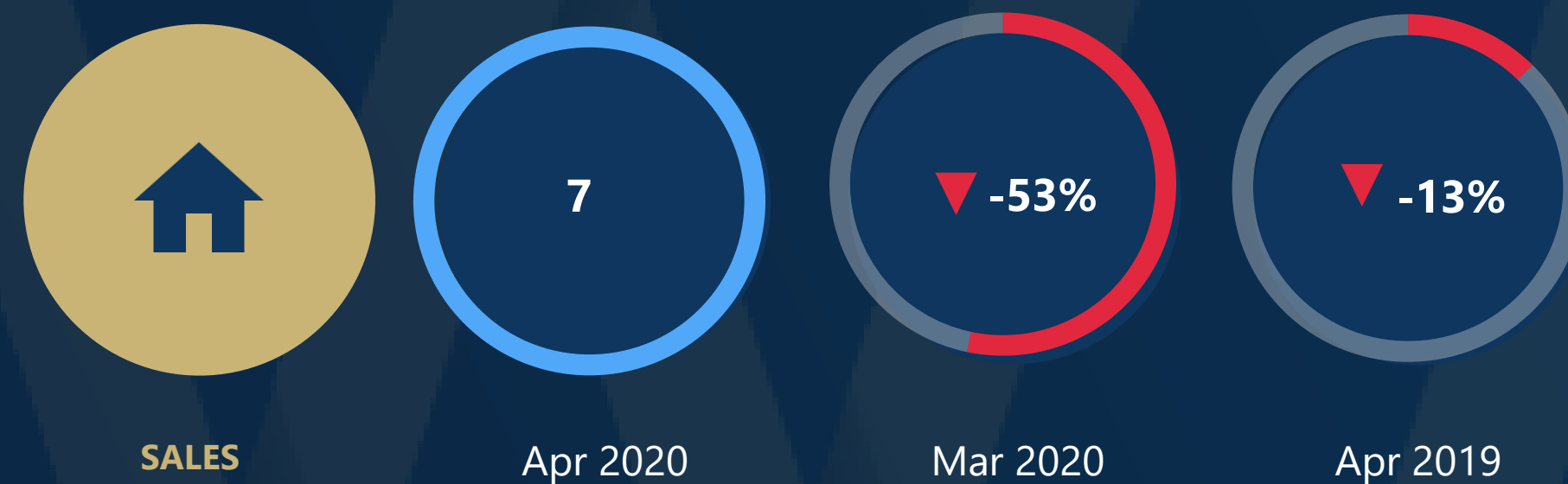
● CURRENT ● UP ● DOWN



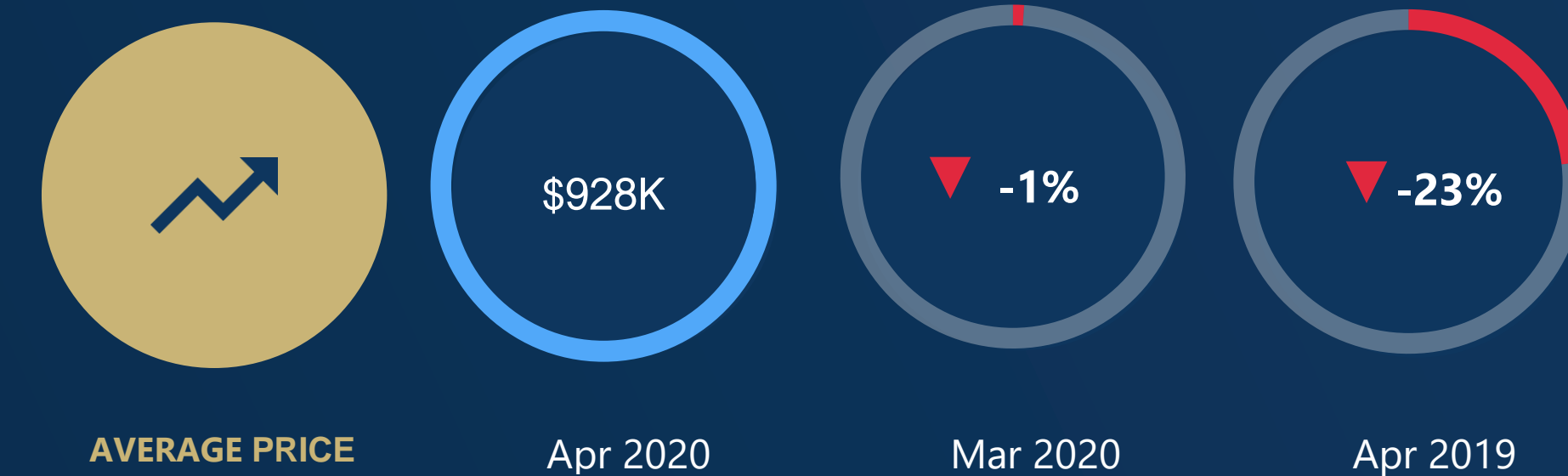
In West Vancouver, the number of new listings for condos and townhouses in April 2020 was 121, a 3% decrease compared to March 2020, when 125 homes were listed, and a 18% decrease from the 147 properties listed last April.



In West Vancouver, the sales-to-active listings ratio for condos and townhouses for April 2020 was 6%, a 6% decrease compared to March 2020, when the ratio was 12%, and no changes from last April.



The number of condos and townhouses sold in West Vancouver in April 2020 was 07 , a 53% decrease compared to March 2020, when 15 homes were sold, and a 13% decrease from the 08 properties sold last April.



In West Vancouver, the average sale price for condos and townhouses in April 2020 was \$950K, a 1% decrease compared to March 2020, when the average sale price was \$960K, and a 23% decrease from the \$1.237M average sale price from last April.

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REAL ESTATE

*By Amir Joharifard*

# Contact us today

to see whether you should  
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