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VIVID

REAL ESTATE

By Amir Ioharifard

Market Update

March 2017

Our Vancouver Real Estate statistics is a comprehensive, simple and easy to understand report that will provide you with market types and trends, allowing you to make an informed decision about your next steps in the real estate market.

Areas

GREATER VANCOUVER
DOWNTOWN VANCOUVER

VANCOUVER WESTSIDE
VANCOUVER EASTSIDE

NORTH VANCOUVER
WEST VANCOUVER

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Greater Vancouver

March 2017



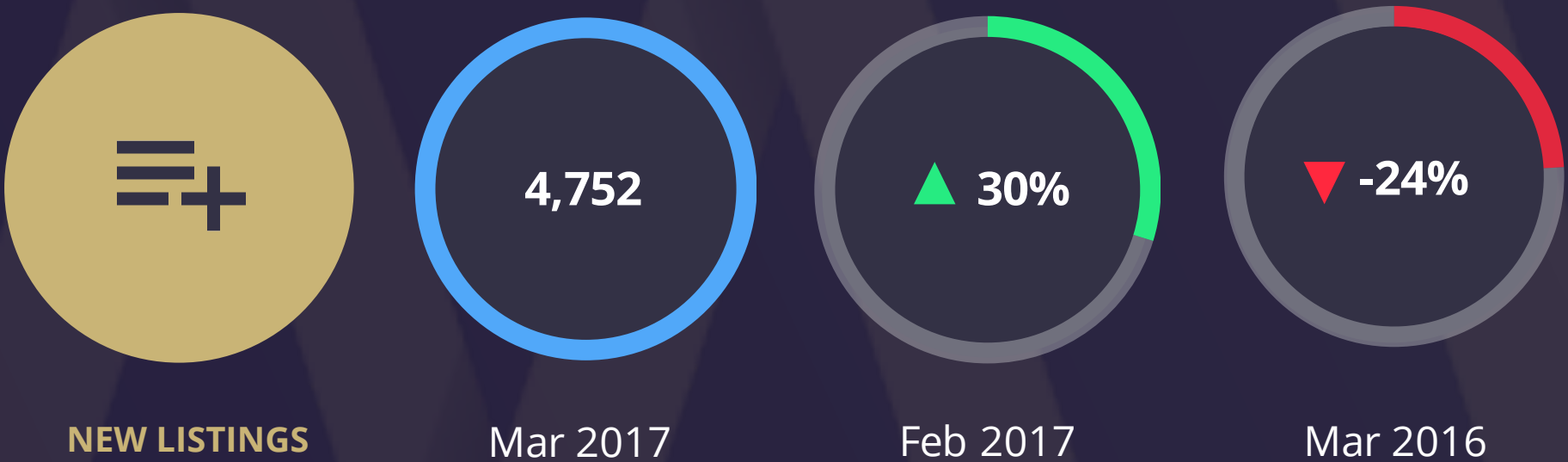
GREATER VANCOUVER

March, 2017

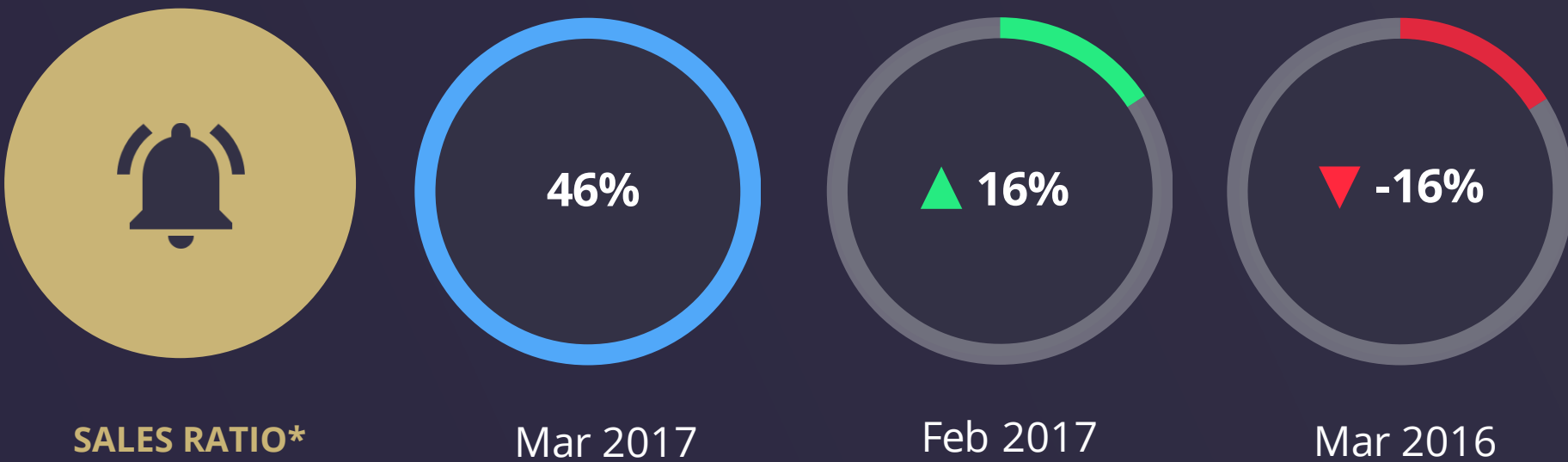


Detached and Attached Homes

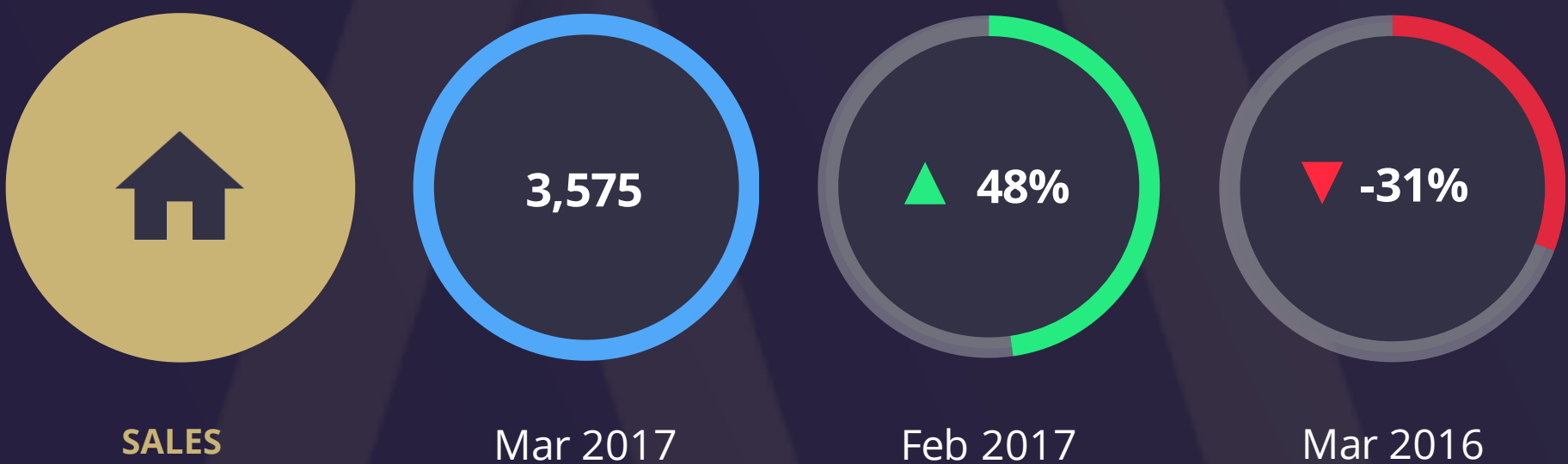
CURRENT UP DOWN



In Greater Vancouver, the number of new listings for residential properties in March 2017 was 4,752, a 30% increase compared to February 2017, when 3,662 homes were listed, and a 24% decrease from the 6,263 properties listed last March.



In Greater Vancouver, the sales-to-active listings ratio for residential properties for March 2017 was 46%, a 16% increase compared to February 2017, when the ratio was 30%, and a 16% decrease from the 62% ratio last March.



The number of residential properties sold in Greater Vancouver in March 2017 was 3,575, a 48% increase compared to February 2017, when 2,420 homes were sold, and a 31% decrease from the 5,169 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.

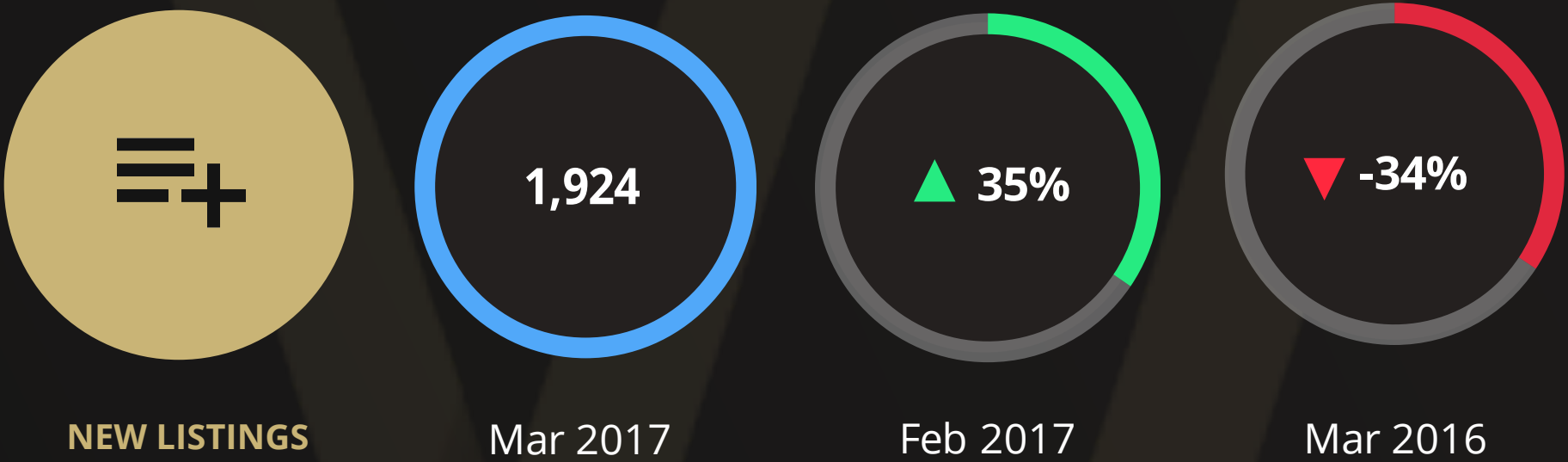
Sales ratio also indicates the ratio between supply and demand, which provide us with the market types. In a buyers' market, the ratio is between 0% and 14%; a balanced market ratio is 15% to 20%; and a sellers' market ratio is 21% plus.

* Sales Ratio stands for sales-to-active listings ratio.

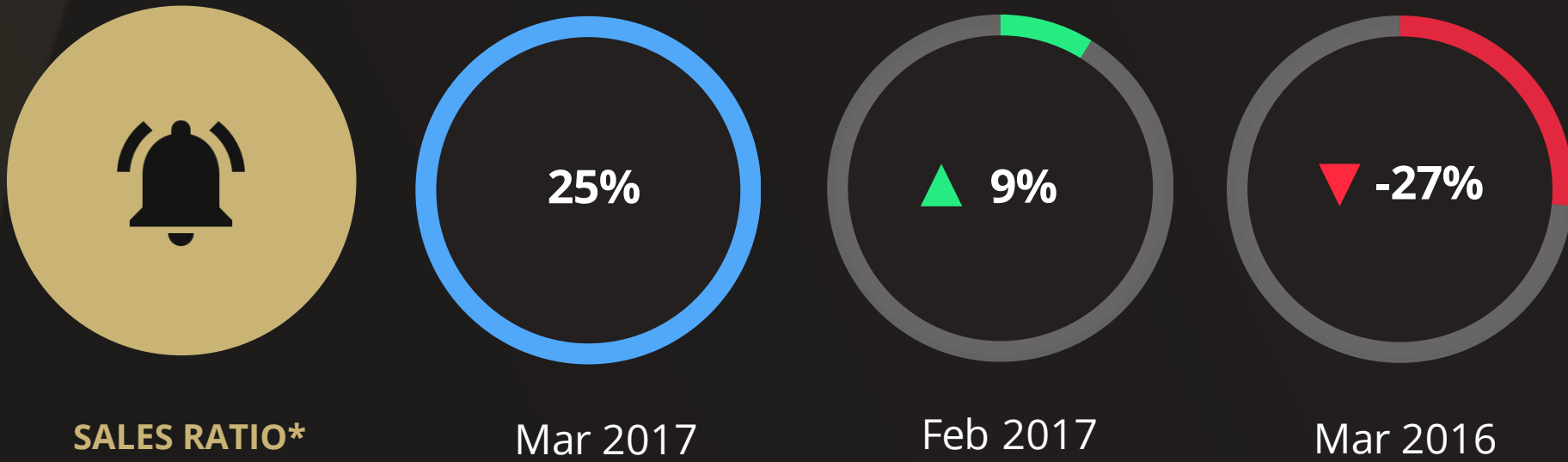
GREATER VANCOUVER

March, 2017

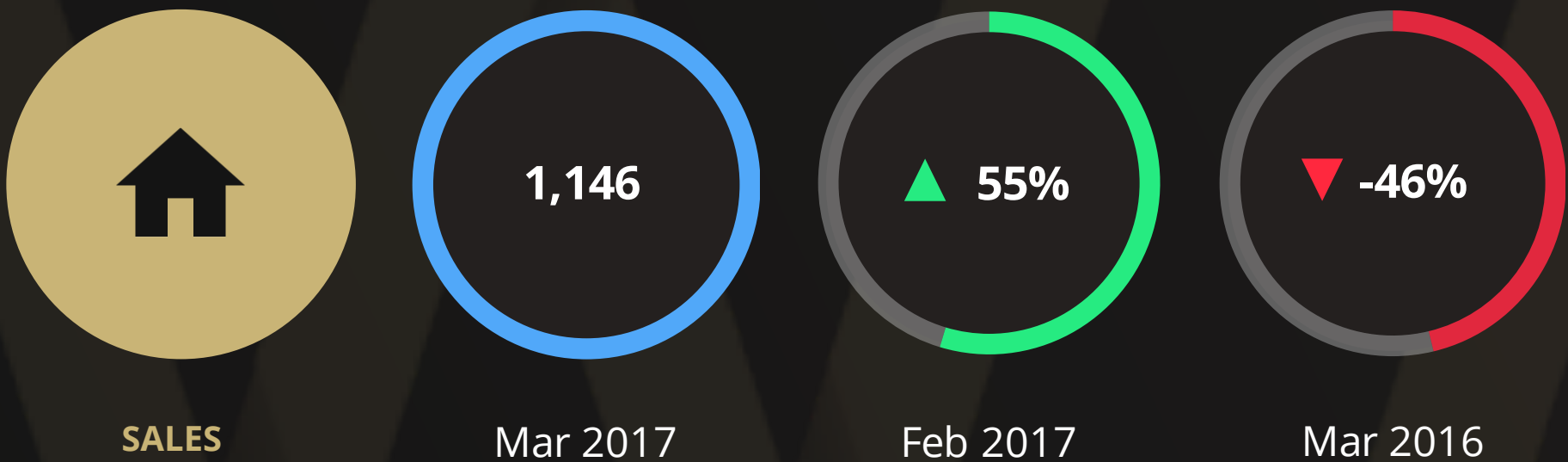
 Detached and Houses
● CURRENT ● UP ● DOWN



In Greater Vancouver, the number of new listings for detached properties in March 2017 was 1,924 a 35% increase compared to February 2017, when 1,430 homes were listed, and a 34% decrease from the 2,931 properties listed last March.



In Greater Vancouver, the sales-to-active listings ratio for detached properties for March 2017 was 25%, a 9% increase compared to February 2017, when the ratio was 16%, and a 27% decrease from the 51% ratio last March.



The number of houses sold in Greater Vancouver in March 2017 was 2,131, a 55% increase compared to February 2017, when 741 homes were sold, and a 46% decrease from the 2,131 properties sold last March.

Facts

The average days on Market for Greater Vancouver detached properties in March 2017 was 39days, a 5%% decreasein comparison to 41 days in February 2016. The average price per square foot for Greater Vancouver detached properties in March 2017 was \$660, a 1% decrease in comparison to \$667 per square foot in February 2017.

* Sales Ratio stands for sales-to-active listings ratio.

GREATER VANCOUVER

March, 2017



Condos and Townhouses

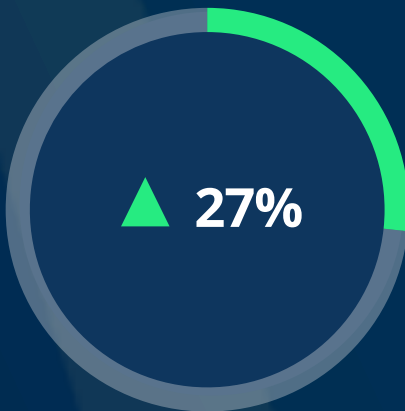
CURRENT UP DOWN



NEW LISTINGS



Mar 2017



Feb 2017

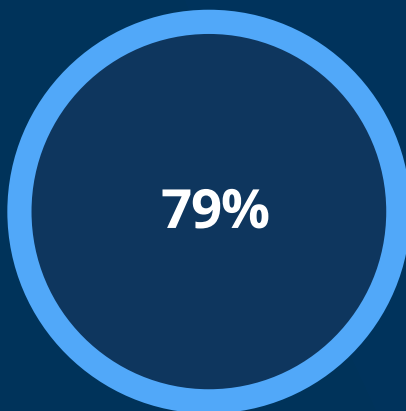


Mar 2016

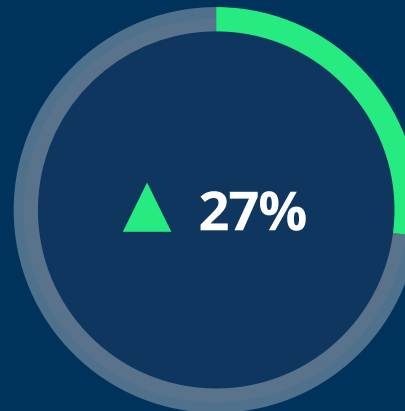
In Greater Vancouver, the number of new listings for attached properties in March 2017 was 2,828, a 27% increase compared to February 2017, when 2,232 homes were listed, and a 32% decrease from the 4,145 properties listed last March.



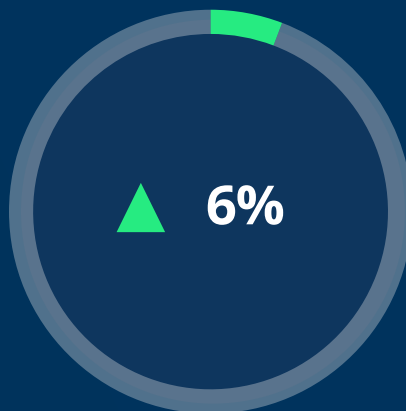
SALES RATIO*



Mar 2017



Feb 2017



Mar 2016

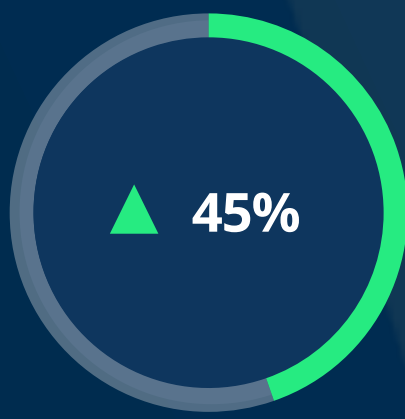
In Greater Vancouver, the sales-to-active listings ratio condos and townhouse in March 2017 was 79%, a 27% increase compared to February 2017, when the ratio was 52%, and a 6% increase from the 73% ratio last March.



SALES



Mar 2017



Feb 2017



Mar 2016

The number of condos and townhouses sold in Greater Vancouver condos in March 2017 was 2,429, a 45% increase compared to February 2017, when 1,679 homes were sold, and a 20% decrease from the 3,038 properties sold last March.

Facts

The average days on the market for Greater Vancouver condos in January 2017 was 23days, while for townhouses it was 27days. The average price per square foot for Greater Vancouver condos was \$684 in March 2017, whereas for townhouses it was \$533 per square foot.

* Sales Ratio stands for sales-to-active listings ratio.

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Downtown Vancouver

March 2017



DOWNTOWN VANCOUVER

March, 2017

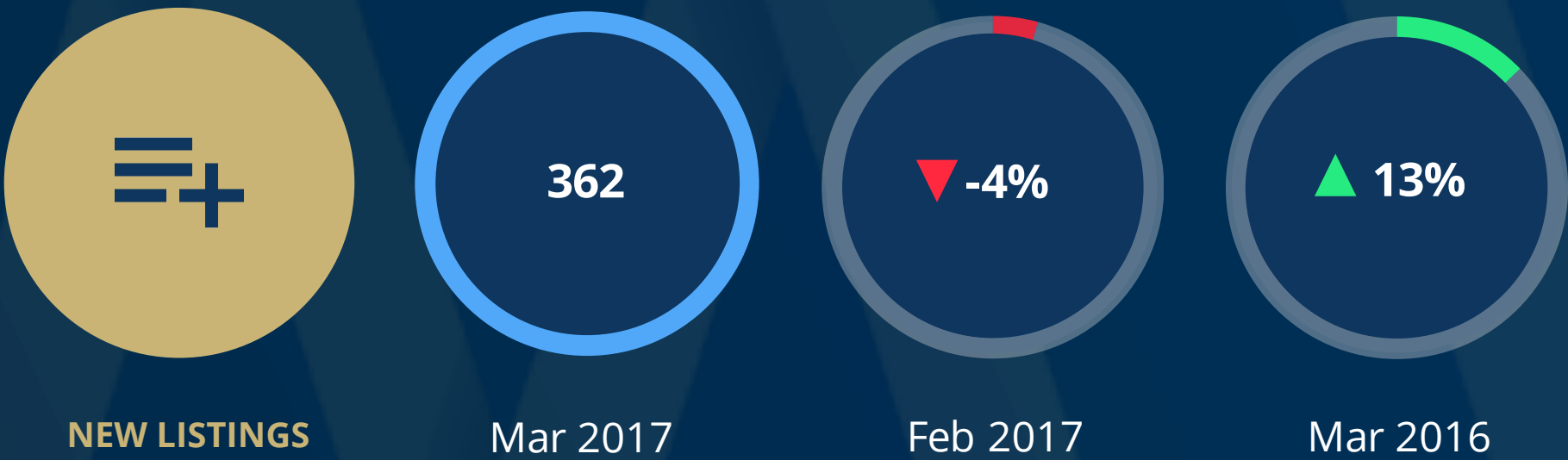


Condos and Townhouses

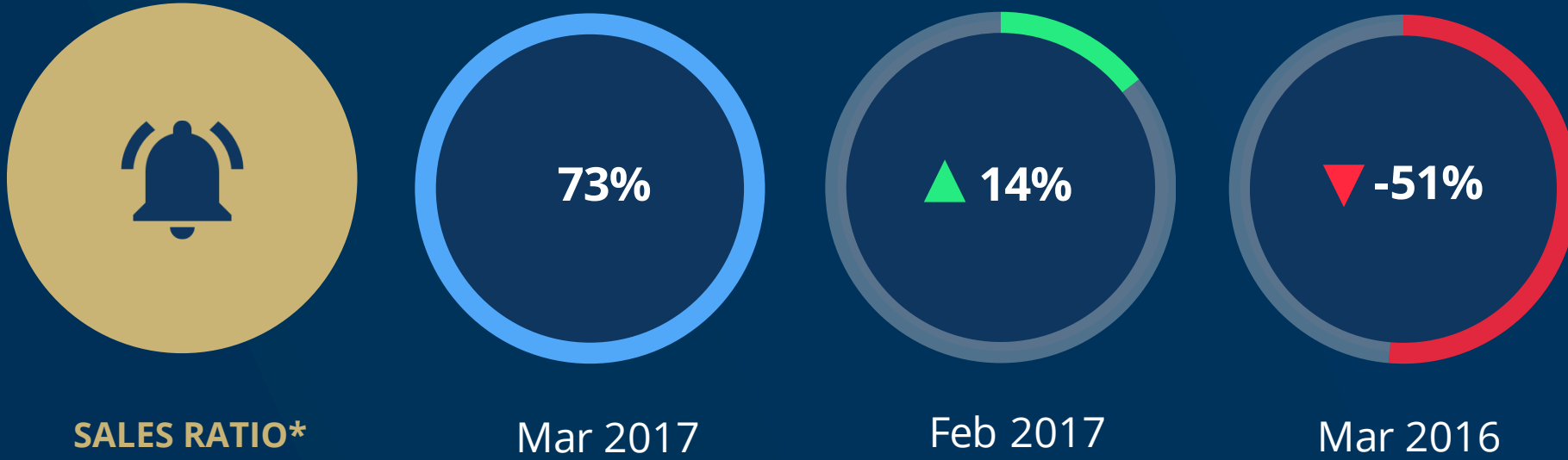
CURRENT

UP

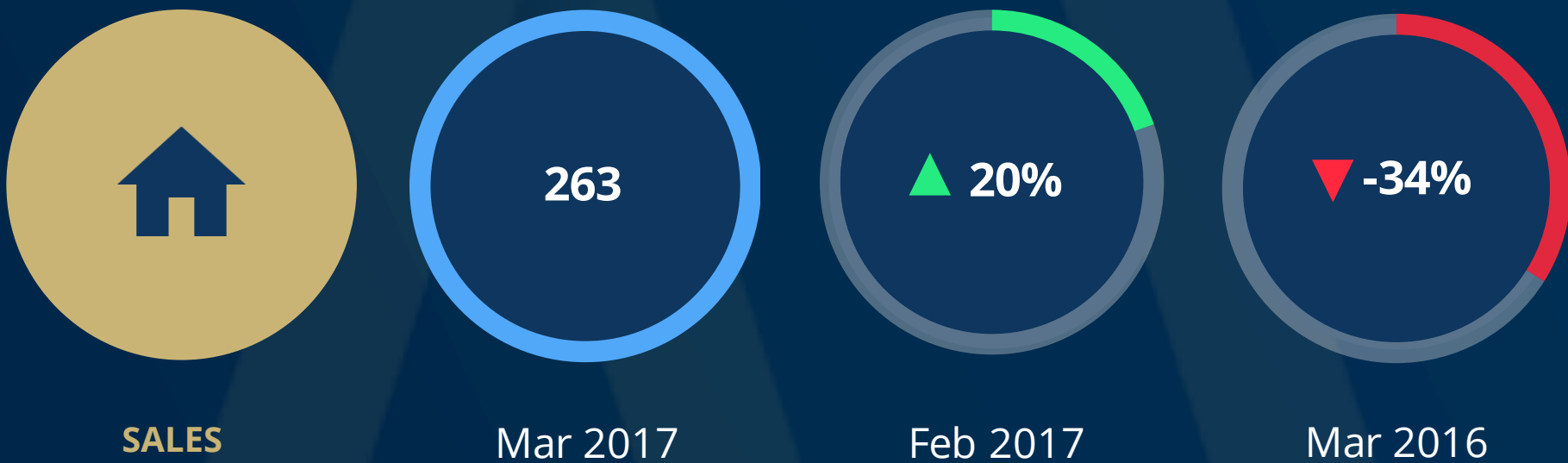
DOWN



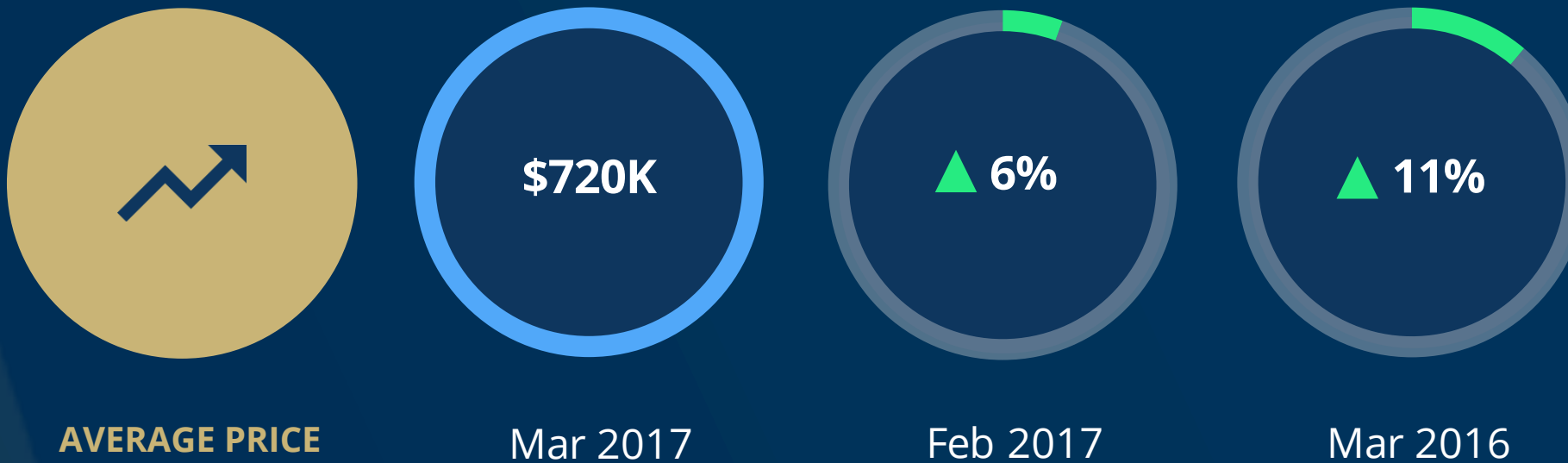
In Downtown Vancouver, the number of new listings for condo and townhouses in March 2017 was 362, a 4% decrease compared to February 2017, when 362 homes were listed, and a 13% increase from the 321 properties listed last March.



In Downtown Vancouver, the sales-to-active listings ratio for condos and townhouses for March 2017 was 73%, a 14% increase compared to February 2017, when the ratio was 58%, and a 51% decrease from the 124% ratio last March.



The number of condos and townhouses sold in Downtown Vancouver in March 2017 was 263, a 20% increase compared to February 2017, when 220 homes were sold, and a 34% decrease from the 398 properties sold last March.



In Downtown Vancouver, the average sale price for condos and townhouses in March 2017 was \$720K, a 6% increase compared to February 2017, when the average sale price was \$682K, and a 11% increase from the \$648K average sale price from last March.

* Sales Ratio stands for sales-to-active listings ratio.

Market Type

DOWNTOWN VANCOUVER



Condos and Townhouses



Seller Market



Buyer Market



N/A*



Balanced Market



Sales Ratio**

To understand the ratio between supply and demand, we also look at sales to active ratio for an indication of the current market type.

- 21% & Greater Sellers Market
- 15% to 20% Balanced Market
- 14% & Less Buyer Market

* There isn't enough data to determine the market type.

** Sales Ratio stands for sales-to-active listings ratio.

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Vancouver Westside

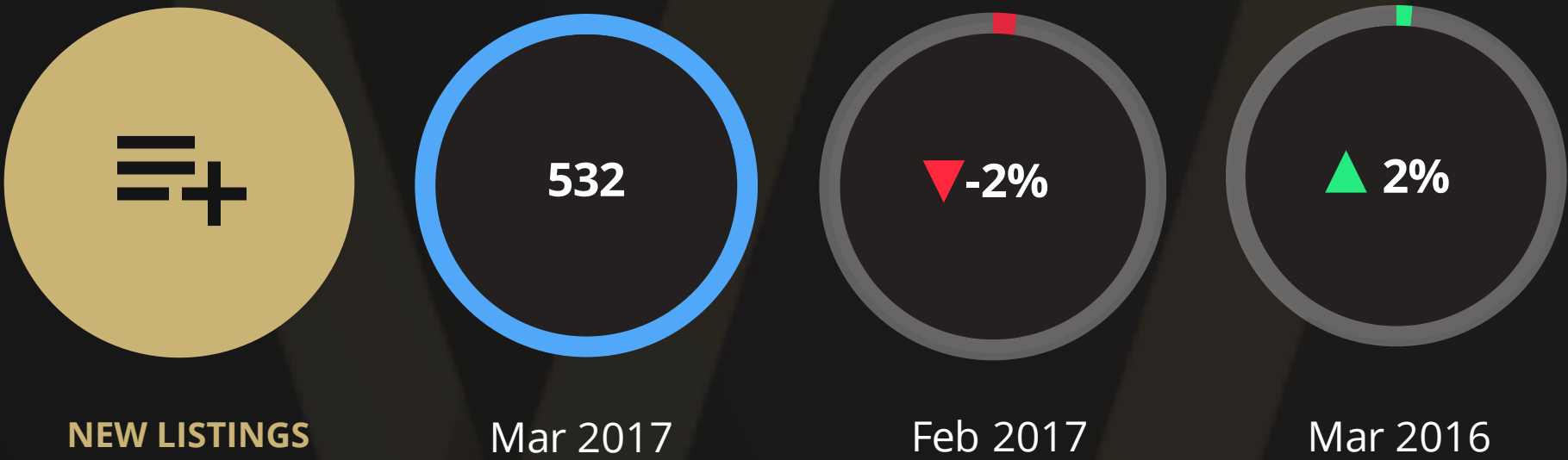
March 2017



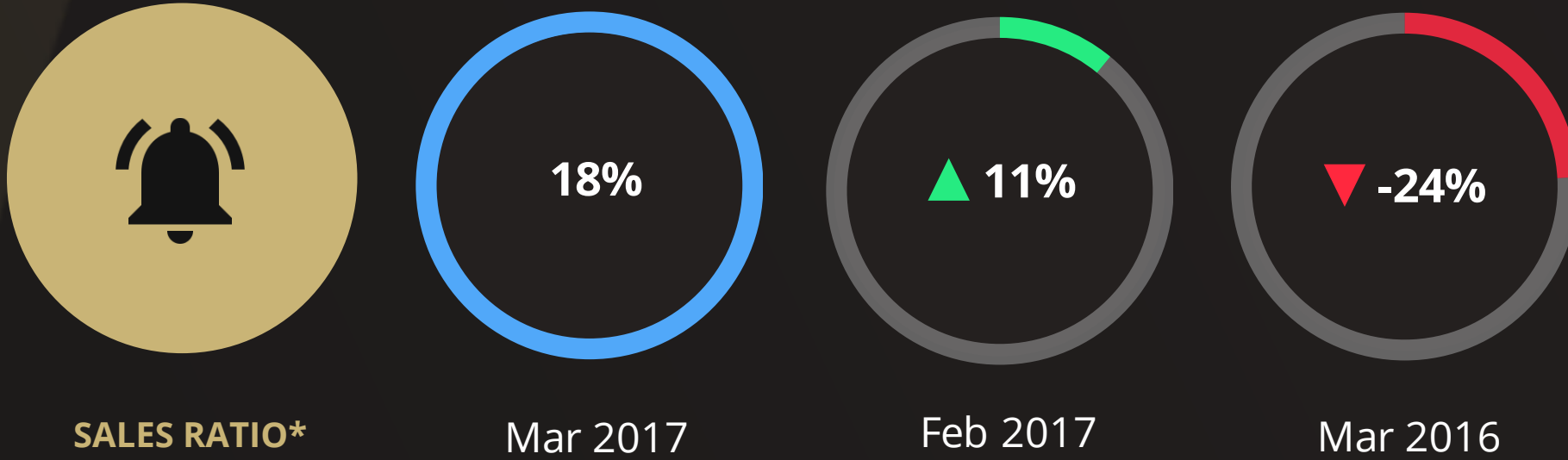
VANCOUVER WESTSIDE

March, 2017

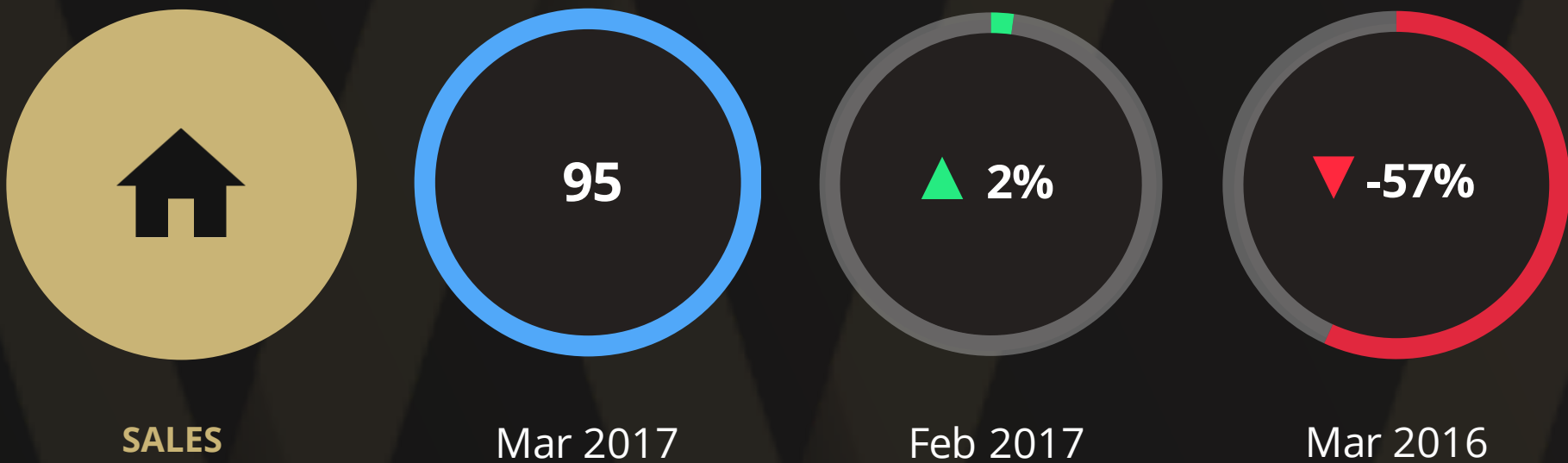
 Detached and Houses
● CURRENT ● UP ● DOWN



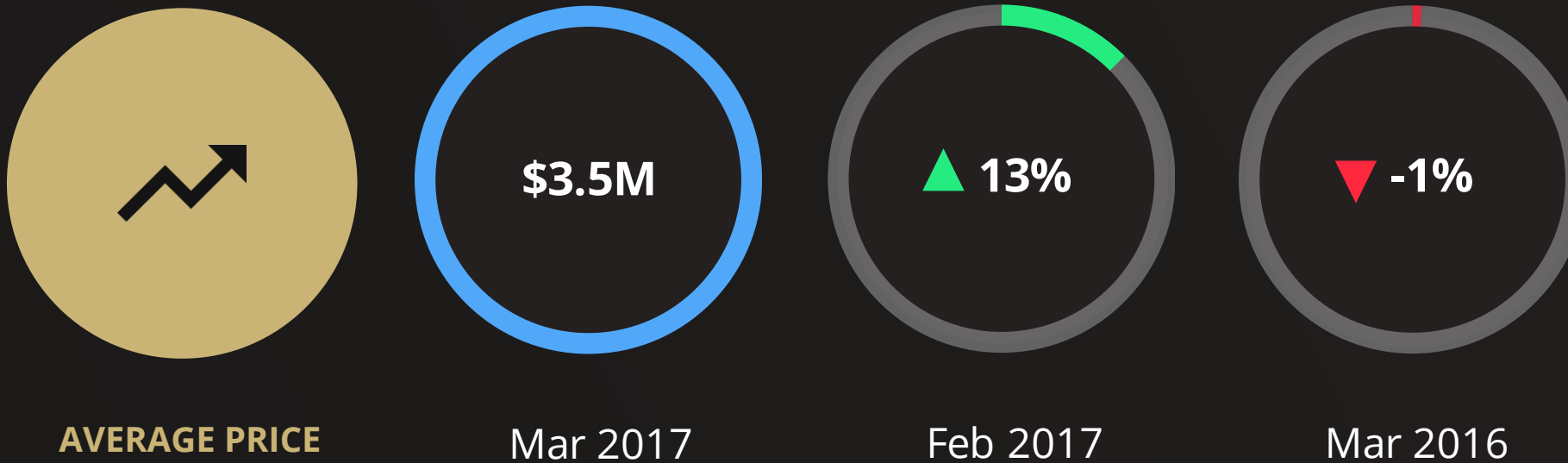
In Vancouver West, the number of new listings for detached properties in March 2017 was 532, a 2% decrease compared to February 2017, when 544 homes were listed, and a 2% increase from the 524 properties listed last March.



In Vancouver West, the sales-to-active listings ratio for houses for March 2017 was 18%, a 11% increase compared to February 2017, when the ratio was 7%, and a 24% decrease from the 42% ratio last March.



The number of houses sold in Vancouver West in March 2017 was 95, a 2% increase compared to February 2017, when 93 homes were sold, and a 57% decrease from the 220 properties sold last March.




In Vancouver West, the average sale price for houses in March 2017 was \$3.5M, a 13% increase compared to February 2017, when the average sale price was \$3.11M, and a 1% decrease from the \$3.53M average sale price from last March.


* Sales Ratio stands for sales-to-active listings ratio.


Market Type


VANCOUVER WESTSIDE


March, 2017

 Detached and Houses

 Seller Market

 Buyer Market

 N/A*

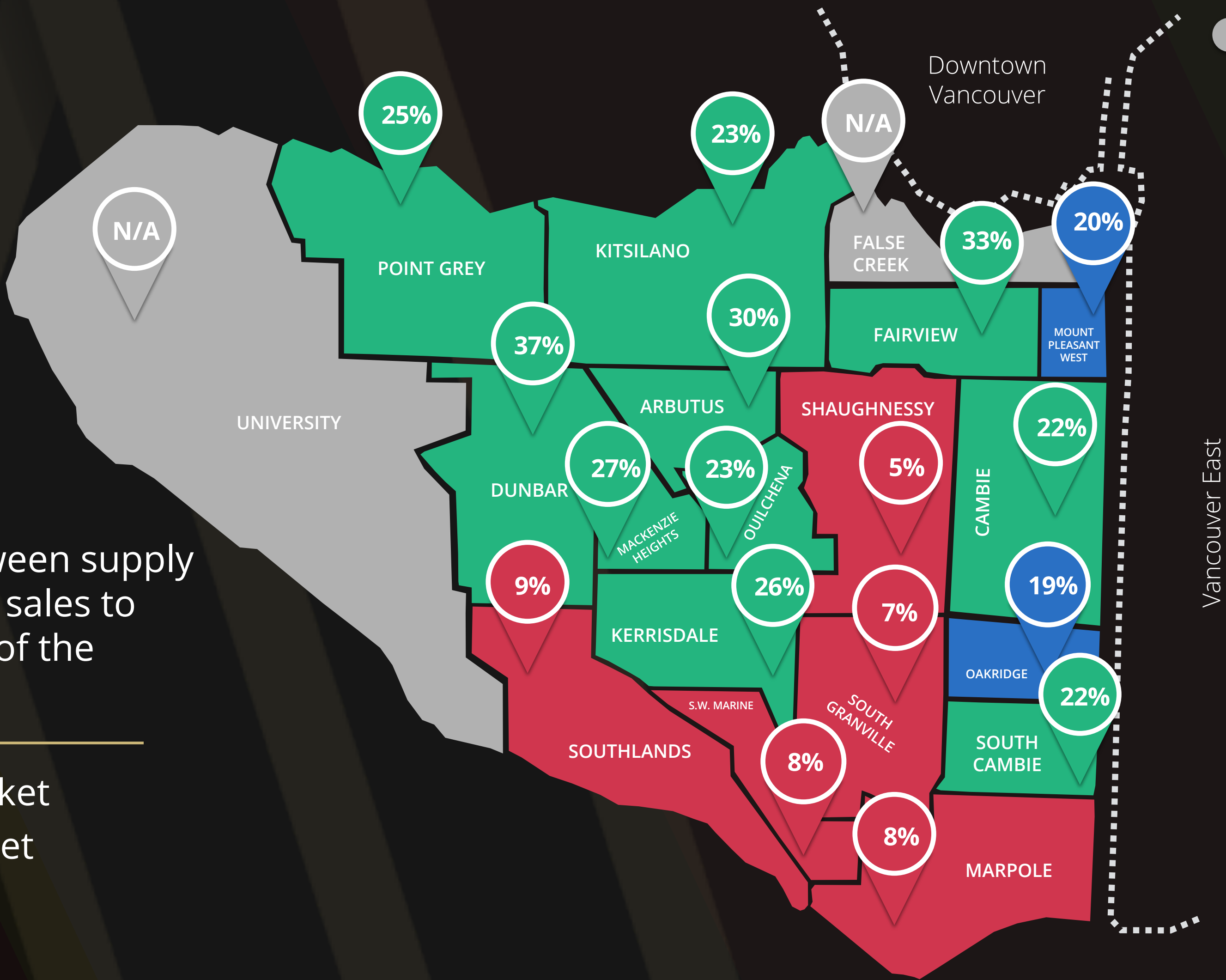
 Balanced Market

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.
** Sales Ratio stands for sales-to-active listings ratio.



VANCOUVER WESTSIDE

March, 2017



Condos and Townhouses

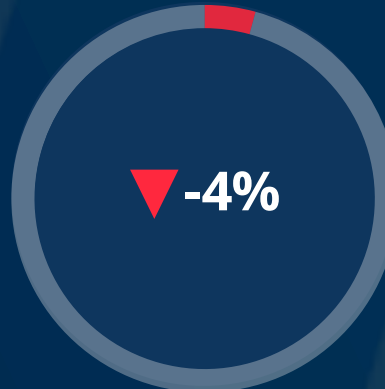
CURRENT UP DOWN



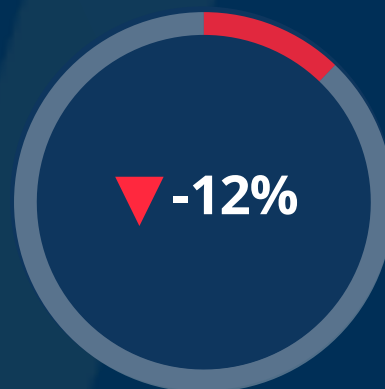
NEW LISTINGS



Mar 2017



Feb 2017

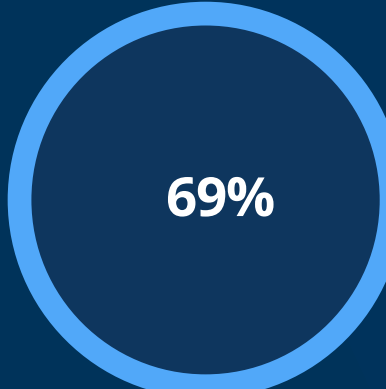


Mar 2016

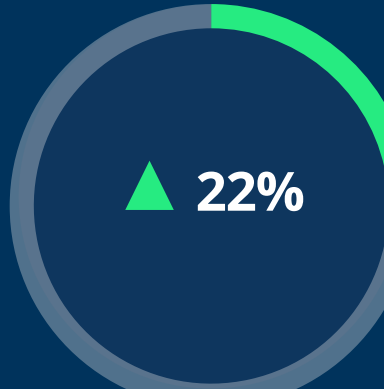
In Vancouver West, the number of new listings for condos and townhouses in March 2017 was 361, a 4% decrease compared to February 2017, when 377 homes were listed, and a 12% decrease from the 411 properties listed last March.



SALES RATIO*



Mar 2017



Feb 2017



Mar 2016

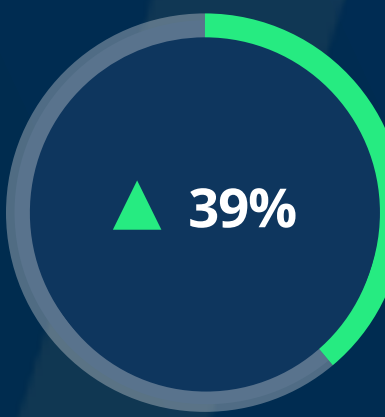
In Vancouver West, the sales-to-active listings ratio for condo and townhouses for March 2017 was 69%, a 22% increase compared to February 2017, when the ratio was 48%, and a 19% decrease from the 88% ratio last March.



SALES



Mar 2017



Feb 2017



Mar 2016

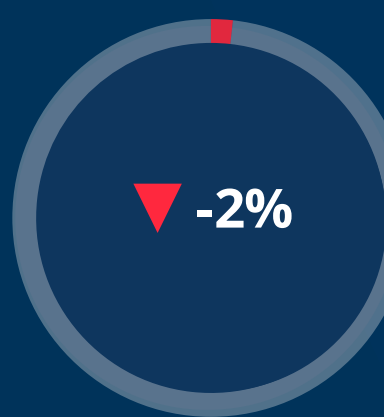
The number of condos and townhouses sold in Vancouver West in March 2017 was 250, a 39% increase compared to February 2017, when 180 homes were sold, and a 31% decrease from the 362 properties sold last March.



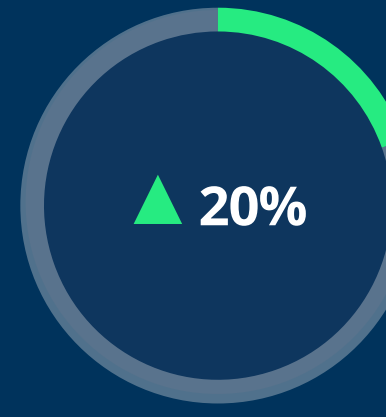
AVERAGE PRICE



Mar 2017



Feb 2017



Mar 2016

In Vancouver West, the average sale price for condos and townhouses in March 2017 was \$775K, a 2% decrease compared to February 2017, when the average sale price was \$789K, and a 20% increase from the \$648K average sale price from last March.

* Sales Ratio stands for sales-to-active listings ratio.

Market Type

VANCOUVER WESTSIDE

March, 2017

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.
** If >100% MLS® data reported previous month's sales exceeded current inventory.
*** Sales Ratio stands for sales-to-active listings ratio.



Condos and Townhouses

- Seller Market
- Buyer Market
- N/A*
- Balanced Market



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Vancouver Eastside

March 2017



VANCOUVER EASTSIDE

March, 2017



Detached and Houses

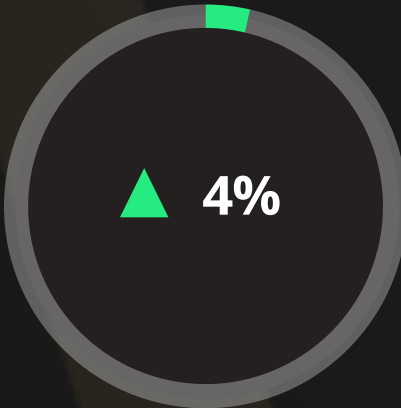
CURRENT UP DOWN



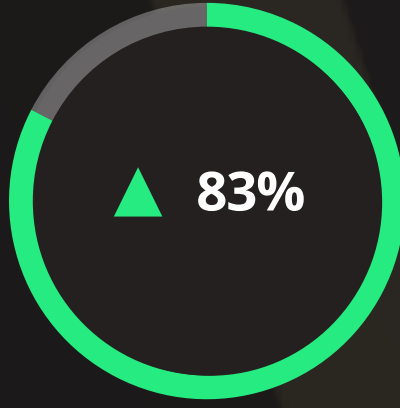
NEW LISTINGS



Mar 2017



Feb 2017

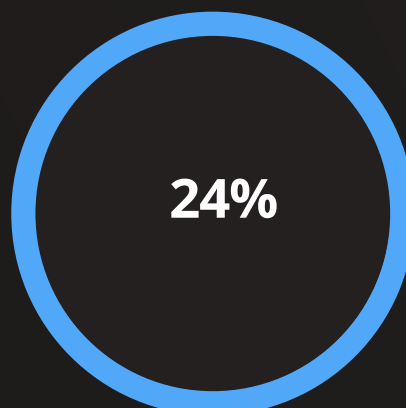


Mar 2016

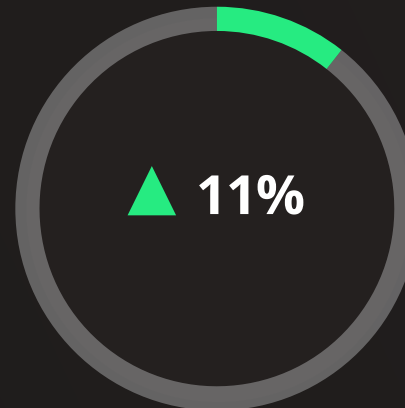
In Vancouver East, the number of new listings for detached properties in March 2017 was 641, a 4% increase compared to February 2017, when 619 homes were listed, and a 83% increase from the 351 properties listed last March.



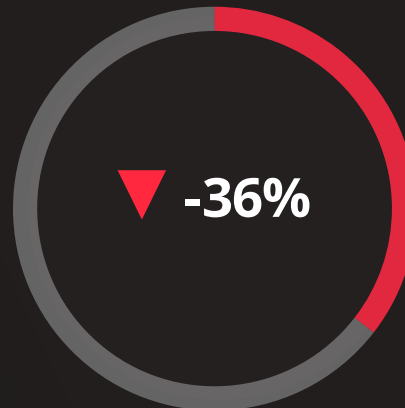
SALES RATIO*



Mar 2017



Feb 2017

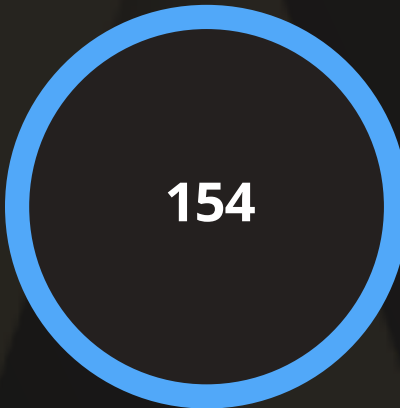


Mar 2016

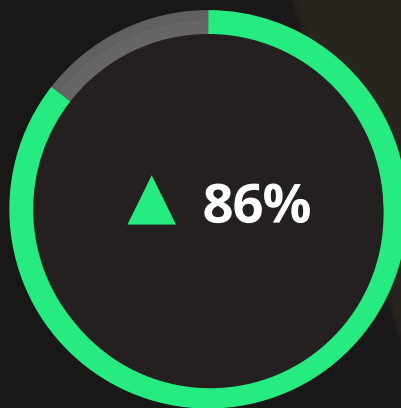
In Vancouver East, the sales to active ratio for houses for March 2017 was 24%, a 11% increase compared to February 2017, when the ratio was 13%, and a 36% decrease from the 60% ratio last March.



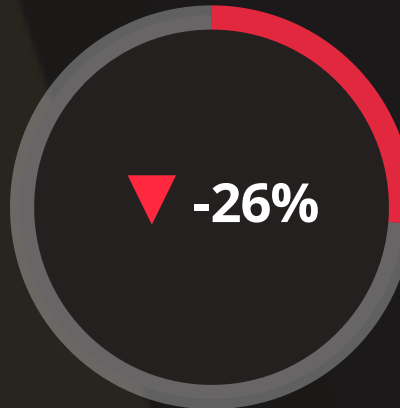
SALES



Mar 2017



Feb 2017



Mar 2016

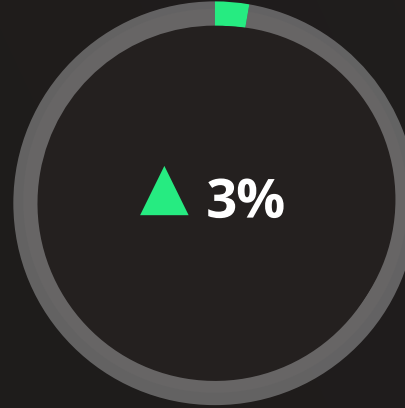
The number of houses sold in Vancouver East in March 2017 was 154, a 86% increase compared to February 2017, when 83 homes were sold, and a 26% decrease from the 209 properties sold last March.



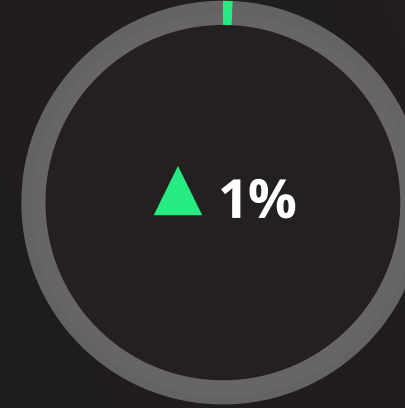
AVERAGE PRICE



Mar 2017



Feb 2017



Mar 2016

In Vancouver East, the average sale price for houses in March 2017 was \$1.54M, a 3% increase compared to February 2017, when the average sale price was \$1.499M, and a 1% increase from the \$1.528M average sale price from last March.

* Sales Ratio stands for sales-to-active listings ratio.

Market Type

VANCOUVER EASTSIDE

March, 2017

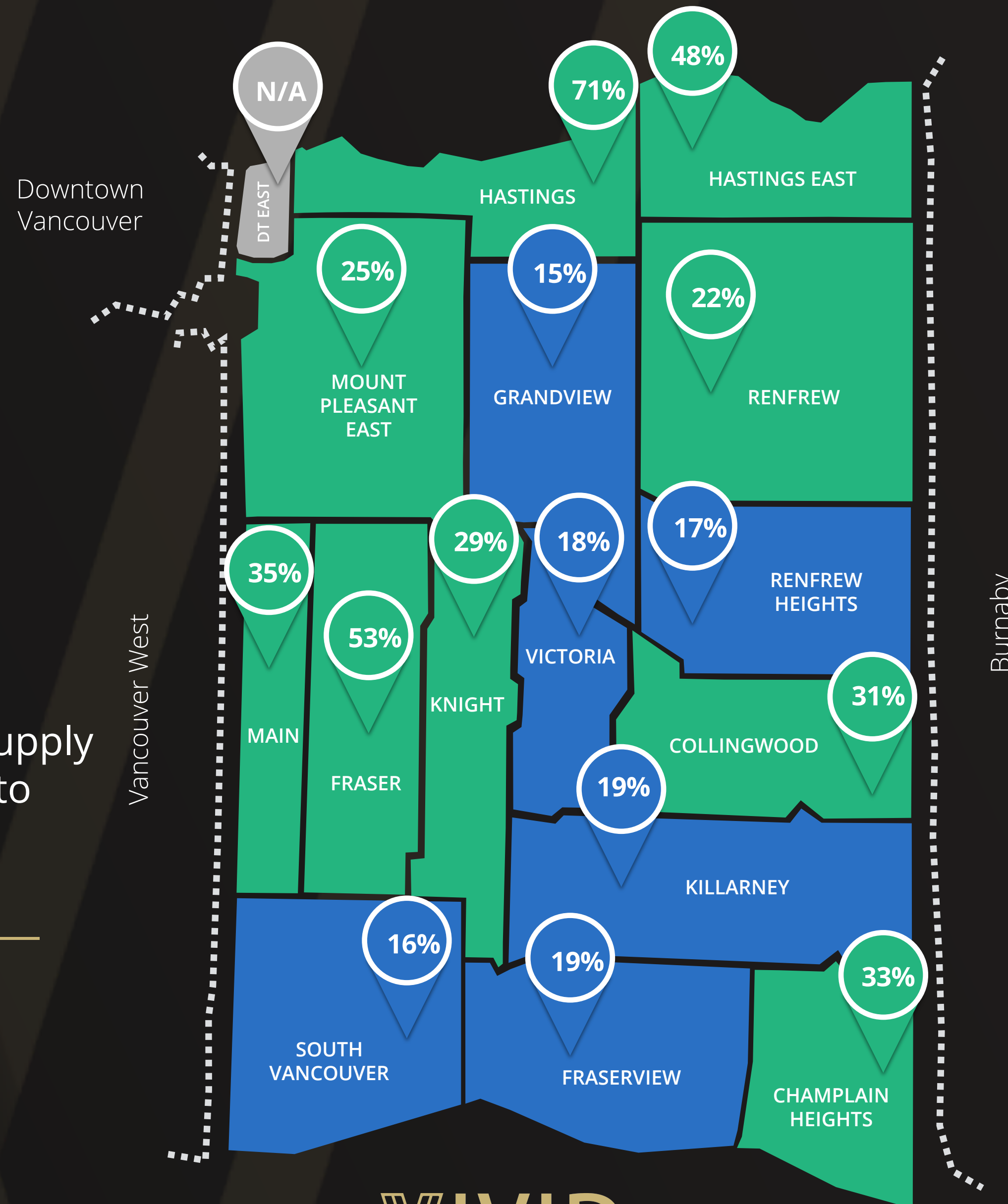
Sales Ratio**

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.

** Sales Ratio stands for sales-to-active listings ratio.



Detached and Houses

● Seller Market

● Buyer Market

● N/A*

● Balanced Market

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By Amin Loharifard

Century 21
IN TOWN REALTY

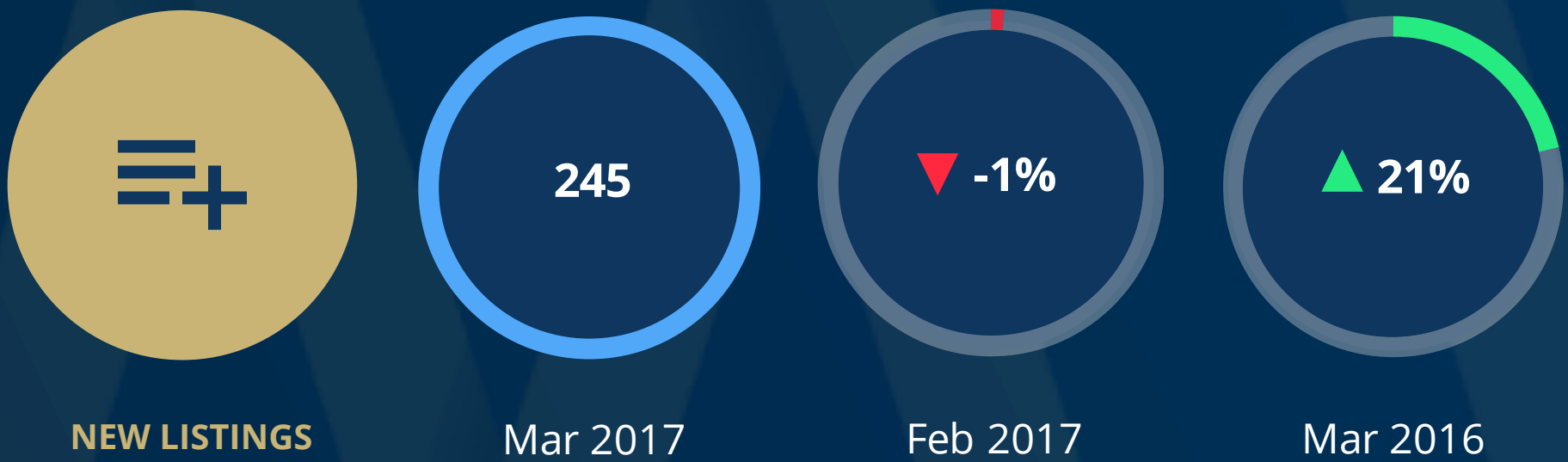
VANCOUVER EASTSIDE

March, 2017

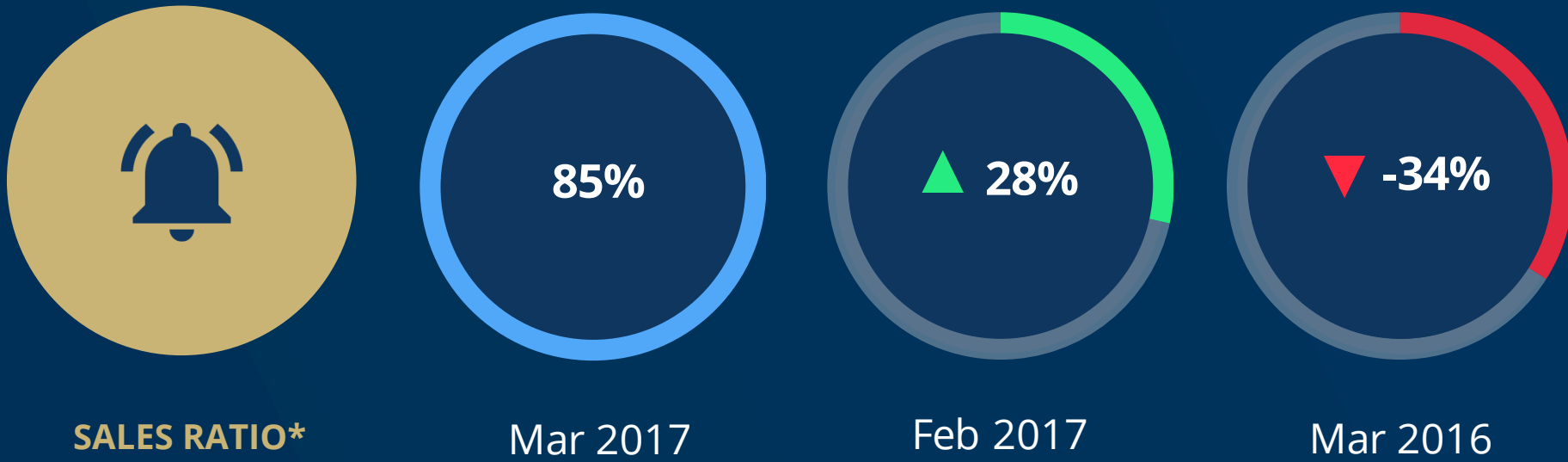


Condos and Townhouses

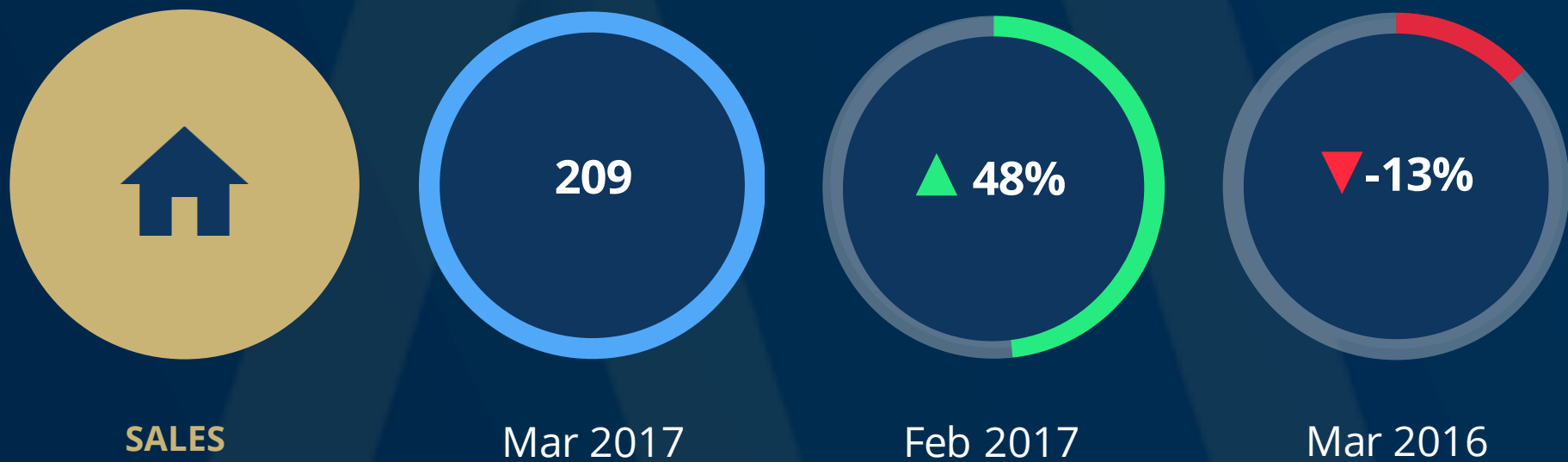
CURRENT UP DOWN



In Vancouver East, the number of new listings for condos and townhouses in March 2017 was 245, a 1% decrease compared to February 2017, when 248 homes were listed, and a 21% increase from the 202 properties listed last March.



In Vancouver East, the sales-to-active listings ratio for condo and townhouses for March 2017 was 85%, a 28% increase compared to February 2017, when the ratio was 57%, and a 34% decrease from the 119% ratio last March.



The number of condos and townhouses sold in Vancouver East in March 2017 was 209, a 48% increase compared to February 2017, when 141 homes were sold, and a 13% decrease from the 241 properties sold last March.



In Vancouver East, the average sale price for condos and townhouses in March 2017 was \$539K, a 5% decrease compared to February 2017, when the average sale price was \$565K, and a 19% increase from the \$454K average sale price from last March.

* Sales Ratio stands for sales-to-active listings ratio.

Market Type

VANCOUVER EASTSIDE

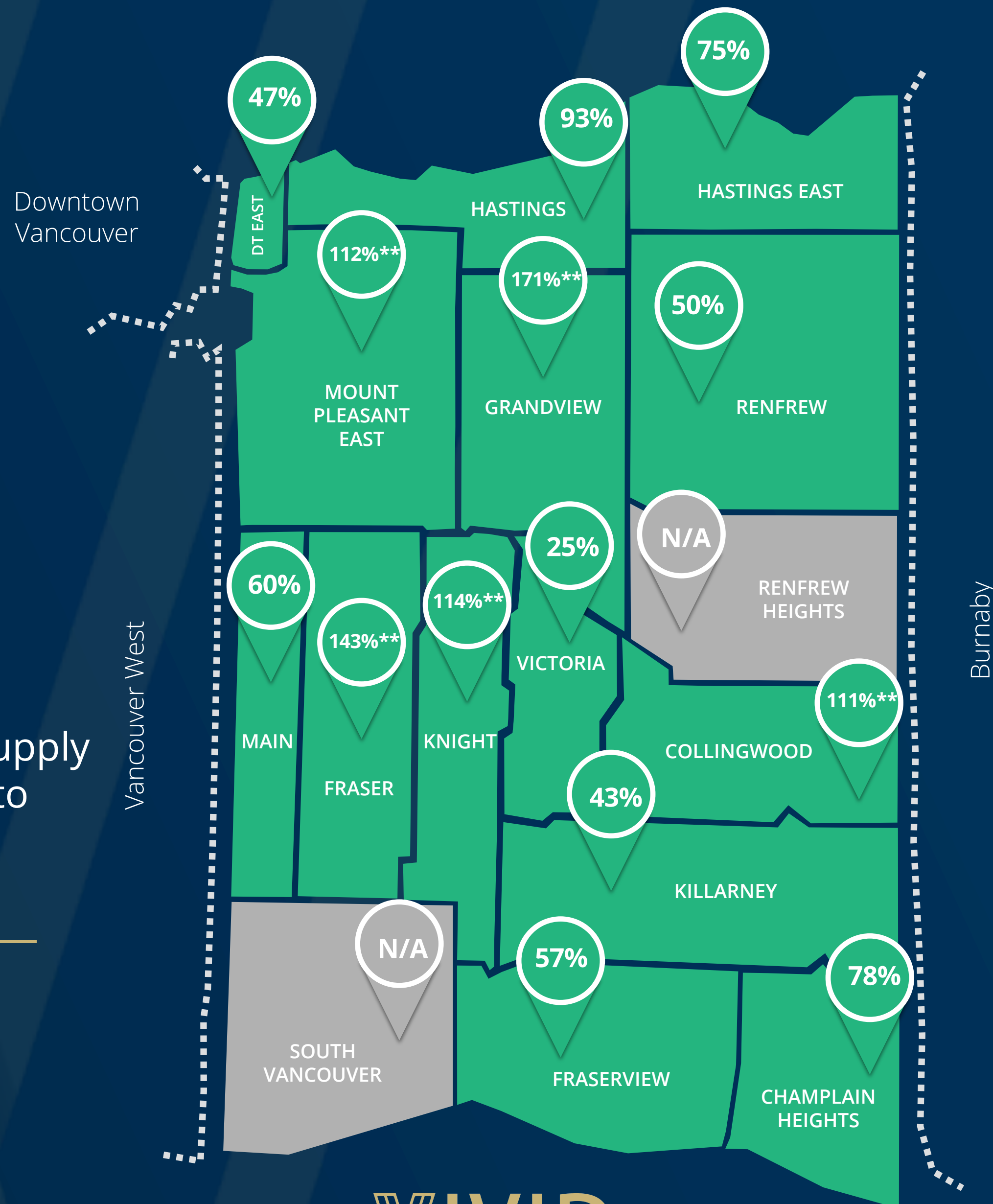
March, 2017

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.
** If >100% MLS® data reported previous month's sales exceeded current inventory.
*** Sales Ratio stands for sales-to-active listings ratio.



Condos and Townhouses

- Seller Market
- Buyer Market
- N/A*
- Balanced Market

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North Vancouver

March 2017



NORTH VANCOUVER

March, 2017



Detached and Houses

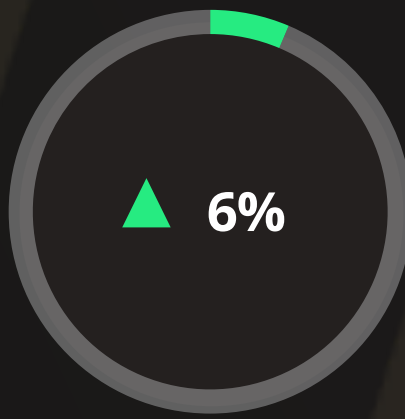
CURRENT UP DOWN



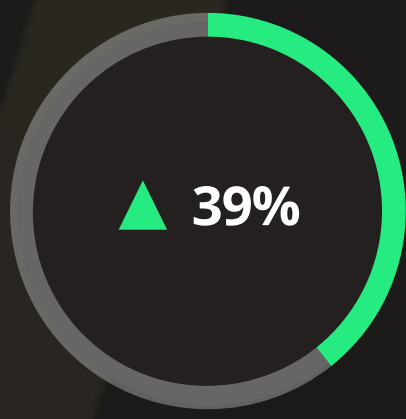
NEW LISTINGS



Mar 2017



Feb 2017

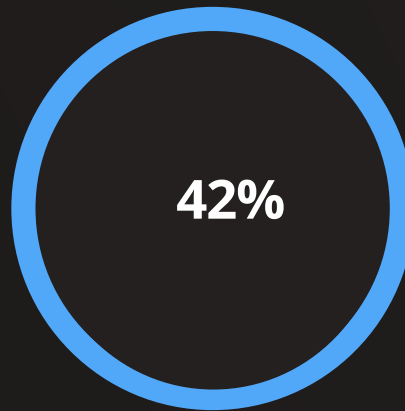


Mar 2016

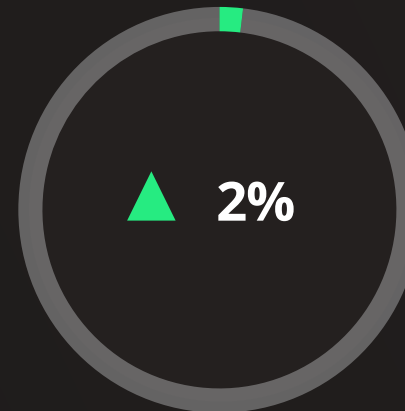
In North Vancouver, the number of new listings for detached properties in March 2017 was 234, a 6% increase compared to February 2017, when 220 homes were listed, and a 39% increase from the 168 properties listed last March.



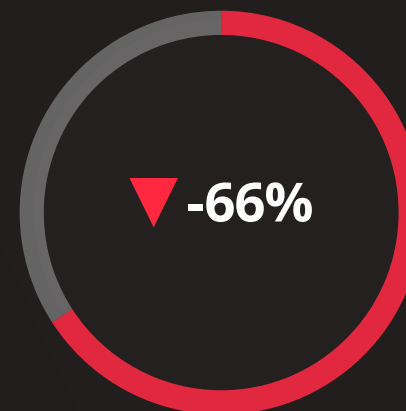
SALES RATIO*



Mar 2017



Feb 2017



Mar 2016

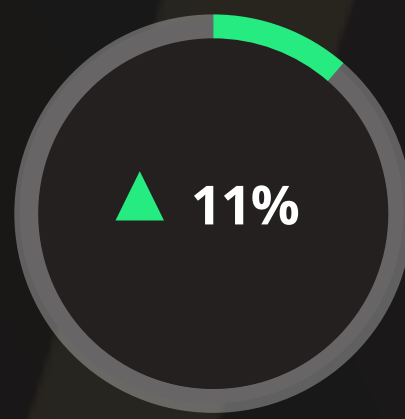
In North Vancouver, the sales to active ratio for houses for March 2017 was 42%, a 2% increase compared to February 2017, when the ratio was 40%, and a 66% decrease from the 108% ratio last March.



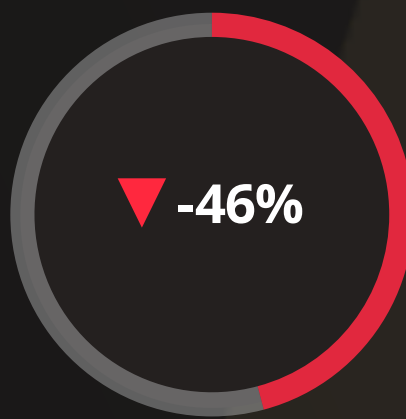
SALES



Mar 2017



Feb 2017



Mar 2016

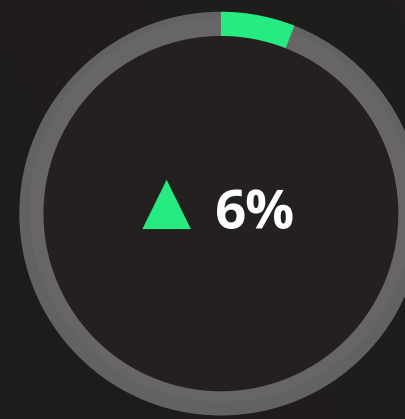
The number of houses sold in North Vancouver in March 2017 was 98, a 11% increase compared to February 2017, when 88 homes were sold, and a 46% decrease from the 181 properties sold last March.



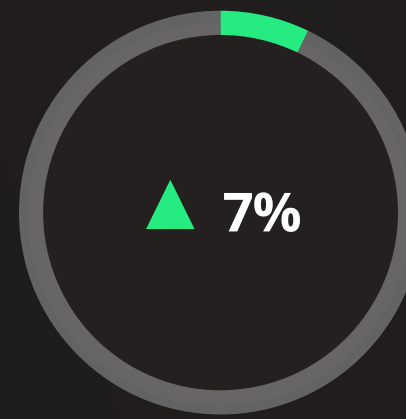
AVERAGE PRICE



Mar 2017



Feb 2017



Mar 2016

In North Vancouver, the average sale price for houses in March 2017 was \$1.725M, a 6% increase compared to February 2017, when the average sale price was \$1.628M, and a 7% increase from the \$1.61M average sale price from last March.

* Sales Ratio stands for sales-to-active listings ratio.

NORTH VANCOUVER

March, 2017



Condos and Townhouses

CURRENT UP DOWN



NEW LISTINGS



Mar 2017



Feb 2017



Mar 2016

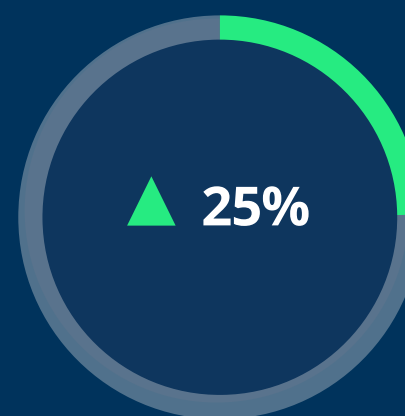
In North Vancouver, the number of new listings for condos and townhouses in March 2017 was 142, a 3% decrease compared to February 2017, when 147 homes were listed, and a 11% decrease from the 160 properties listed last March.



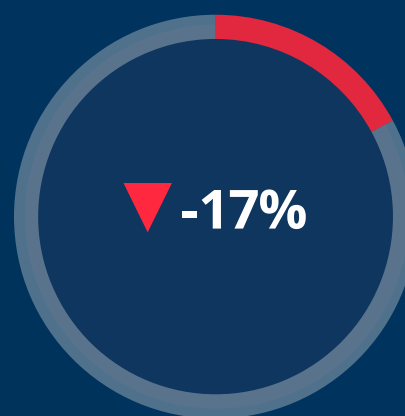
SALES RATIO*



Mar 2017



Feb 2017



Mar 2016

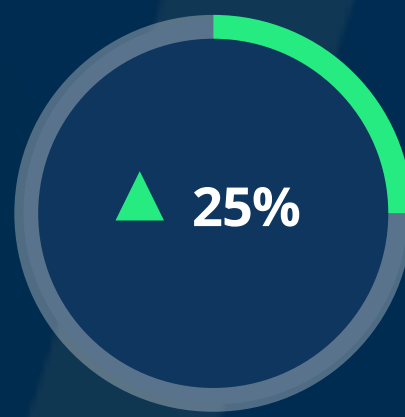
In North Vancouver, the sales-to-active listings ratio for condo and townhouses for March 2017 was 109%, a 25% increase compared to February 2017, when the ratio was 84%, and a 17% decrease from the 126% ratio last March.



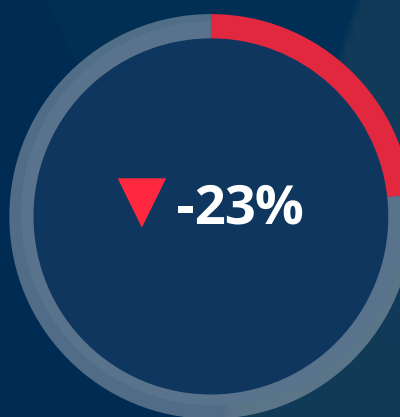
SALES



Mar 2017



Feb 2017



Mar 2016

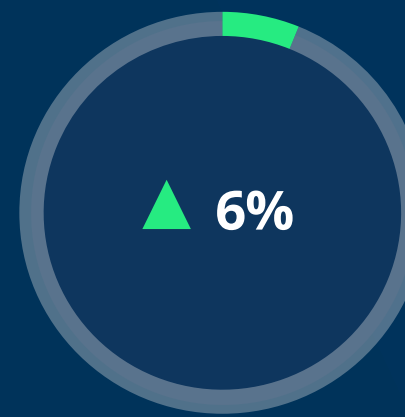
The number of condos and townhouses sold in North Vancouver in March 2017 was 155, a 25% increase compared to February 2017, when 124 homes were sold, and a 23% decrease from the 202 properties sold last March.



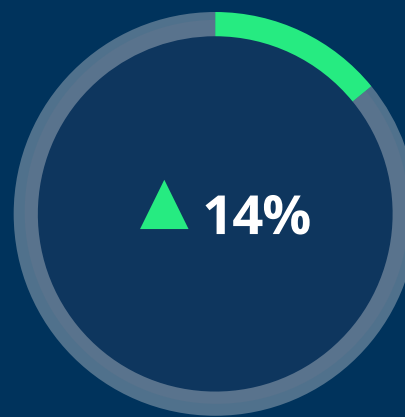
AVERAGE PRICE



Mar 2017



Feb 2017



Mar 2016

In North Vancouver, the average sale price for condos and townhouses in March 2017 was \$623K, a 6% increase compared to February 2017, when the average sale price was \$587K, and a 14% increase from the \$546K average sale price from last March.

* Sales Ratio stands for sales-to-active listings ratio.

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West Vancouver

March 2017



WEST VANCOUVER

March, 2017



Detached and Houses

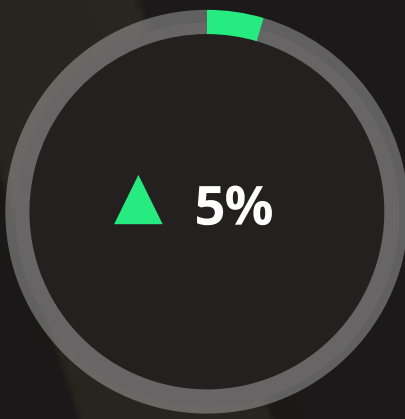
CURRENT UP DOWN



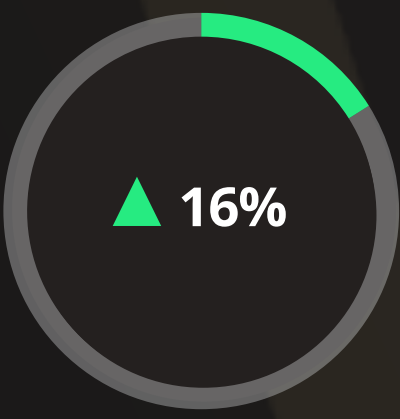
NEW LISTINGS



Mar 2017



Feb 2017

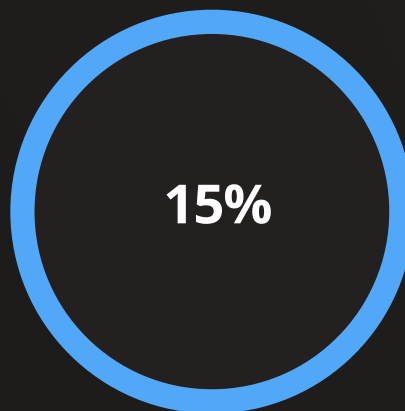


Mar 2016

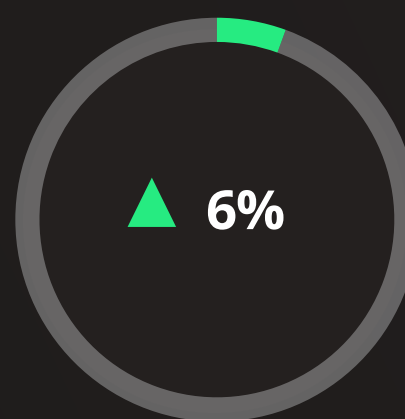
In West Vancouver houses, the number of new listings for residential properties in March 2017 was 368, a 5% increase compared to February 2017, when 352 homes were listed, and a 16% increase from the 317 properties listed last March.



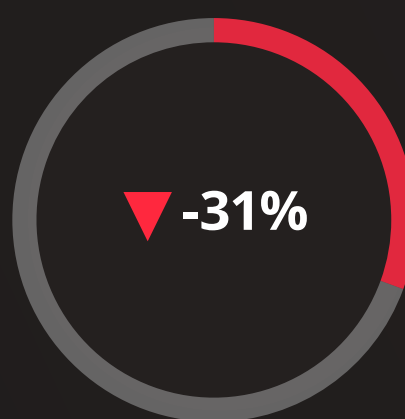
SALES RATIO*



Mar 2017



Feb 2017



Mar 2016

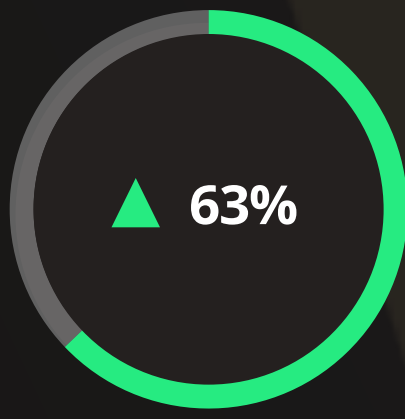
In West Vancouver, the sales to active ratio for houses for March 2017 was 15%, a 6% increase compared to February 2017, when the ratio was 10%, and a 31% decrease from the 46% ratio last March.



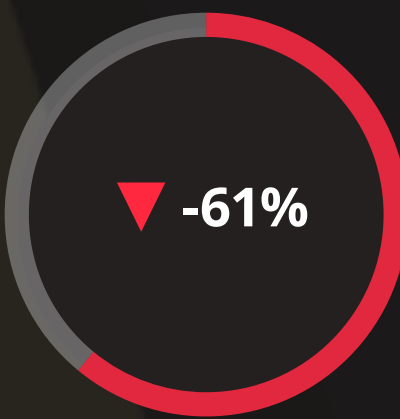
SALES



Mar 2017



Feb 2017



Mar 2016

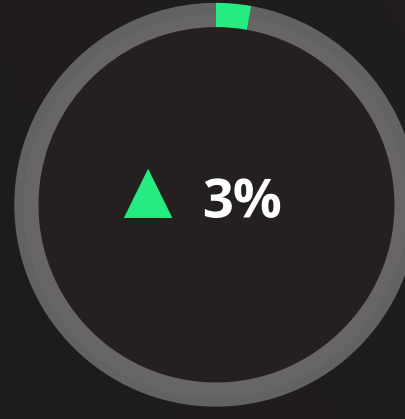
The number of houses sold in West Vancouver in March 2017 was 57, a 63% increase compared to February 2017, when 35 homes were sold, and a 61% decrease from the 146 properties sold last March.



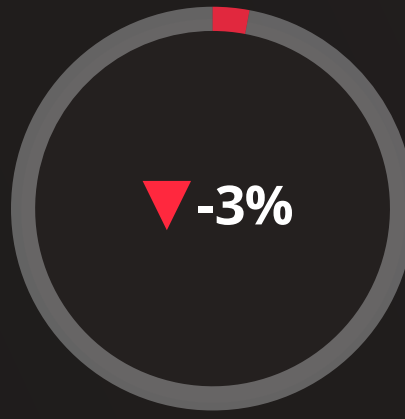
AVERAGE PRICE



Mar 2017



Feb 2017



Mar 2016

In West Vancouver, the average sale price for houses in March 2017 was \$3.3M, a 3% increase compared to February 2017, when the average sale price was \$3.21M, and a 3% decrease from the \$3.4M average sale price from last March.

* Sales Ratio stands for sales-to-active listings ratio.

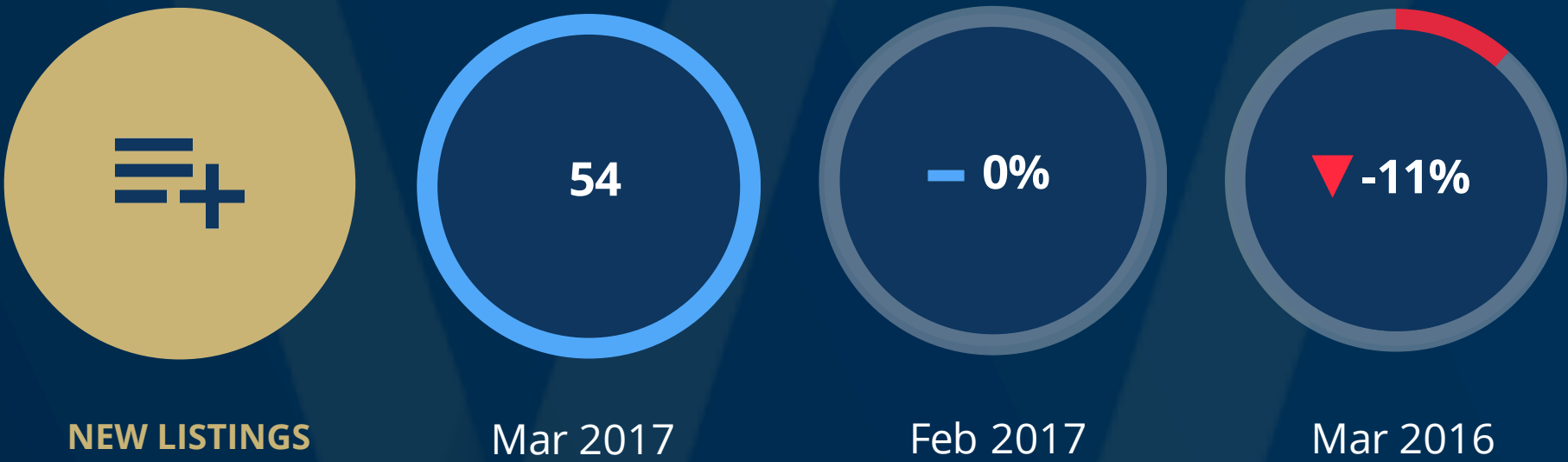
WEST VANCOUVER

March, 2017

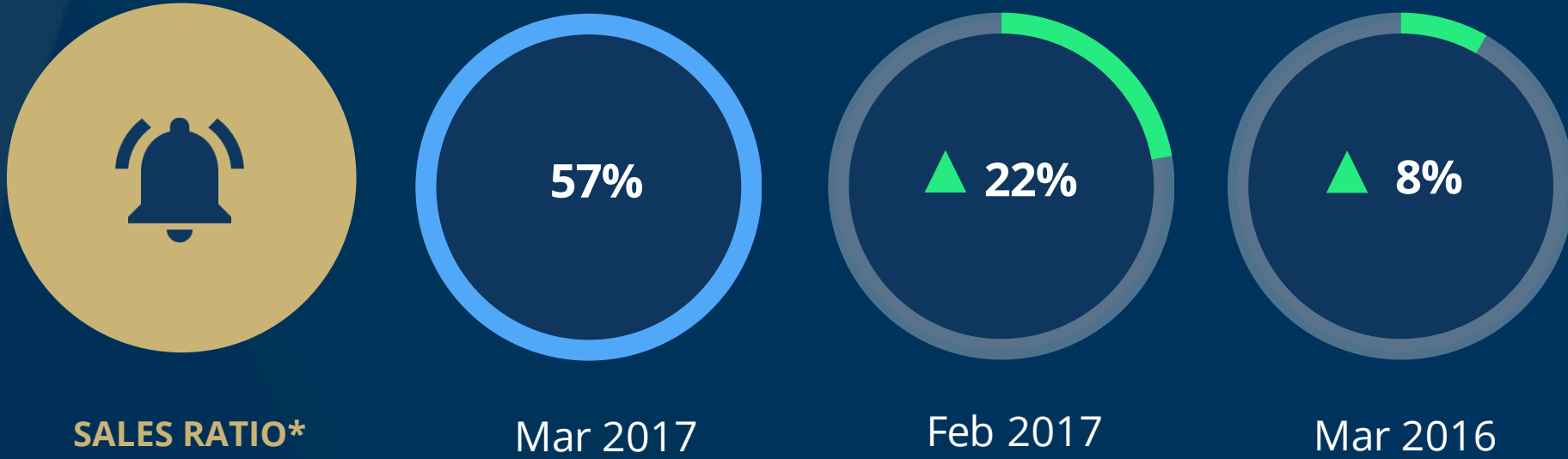


Condos and Townhouses

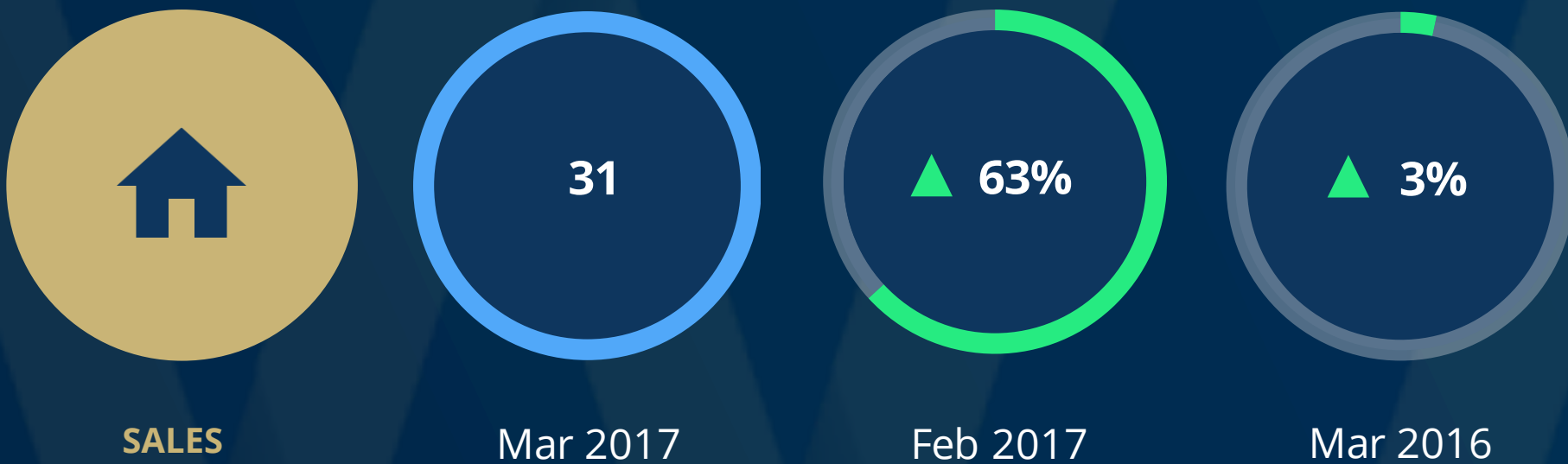
CURRENT UP DOWN



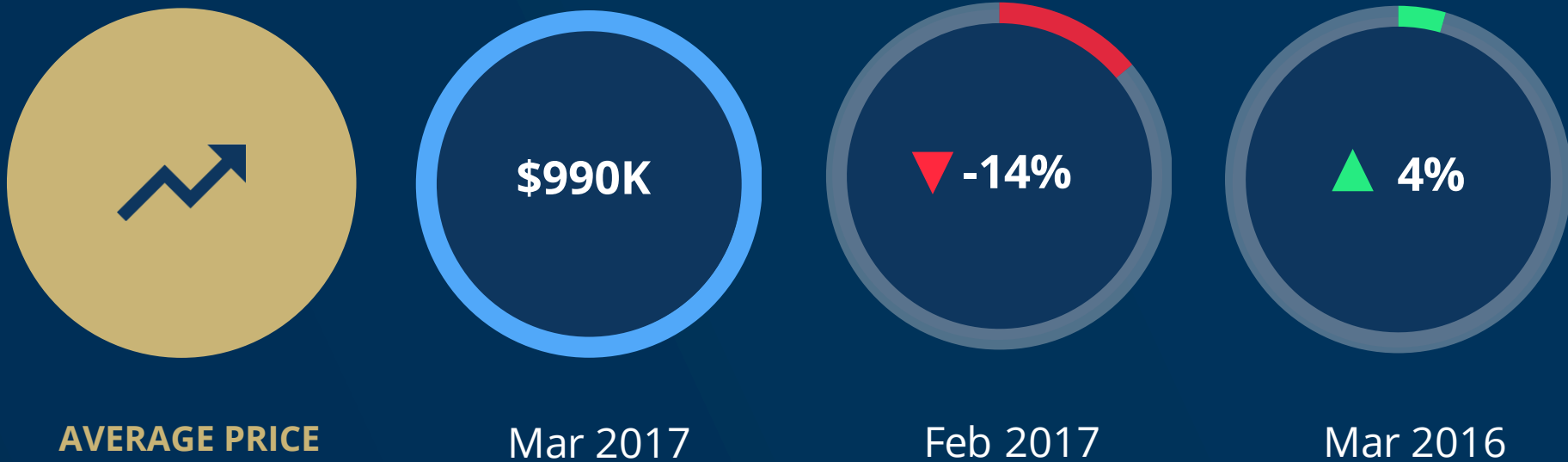
In West Vancouver, the number of new listings for condos and townhouses in March 2017 was 54, which is the same number of sales as in February. However, there was a 11% decrease from the 61 new listing last March.



In West Vancouver, the sales-to-active listings ratio for condos and townhouses for March 2017 was 57%, a 22% increase compared to February 2017, when the ratio was 35%, and a 8% increase from the 49% ratio last March.



The number of condos and townhouses sold in West Vancouver in March 2017 was 31 , a 63% increase compared to February 2017, when 19 homes were sold, and a 3% increase from the 30 properties sold last March.



In West Vancouver, the average sale price for condos and townhouse in March 2017 was \$990K, a 14% decrease compared to February 2017, when the average price was \$1.15M, and a 4% increase from the \$948K average sale price from last March.

* Sales Ratio stands for sales-to-active listings ratio.

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