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VIVID

REAL ESTATE

By Amir Ishtarifard

Market Update

May 2018

Areas

GREATER VANCOUVER
DOWNTOWN VANCOUVER

VANCOUVER WESTSIDE
VANCOUVER EASTSIDE

NORTH VANCOUVER
WEST VANCOUVER

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Greater Vancouver

May 2018

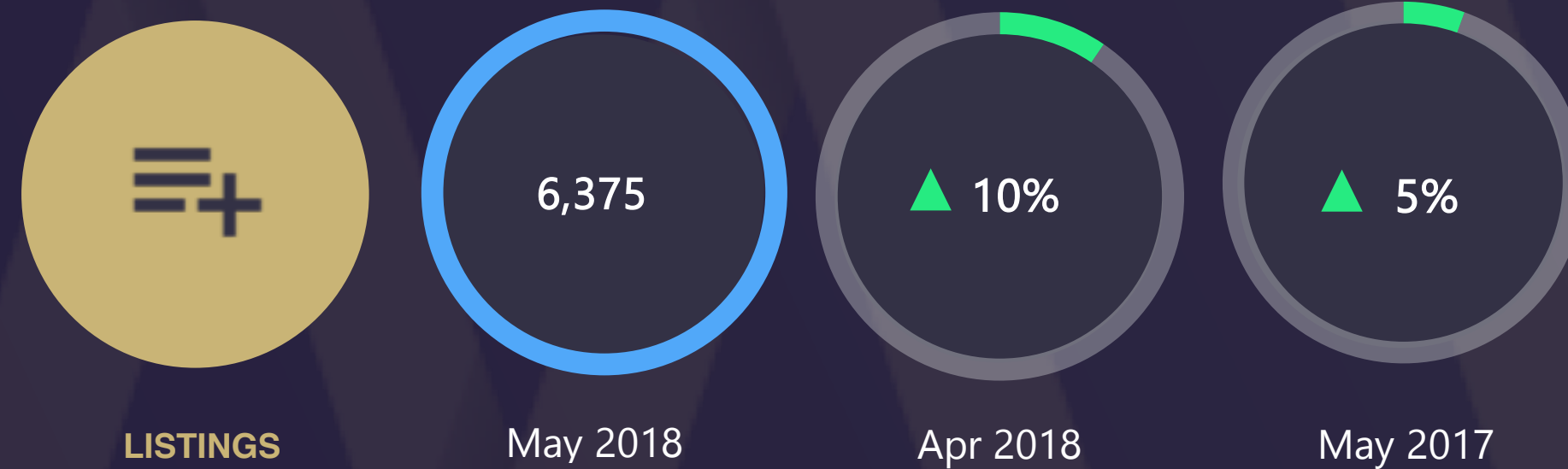


GREATER VANCOUVER

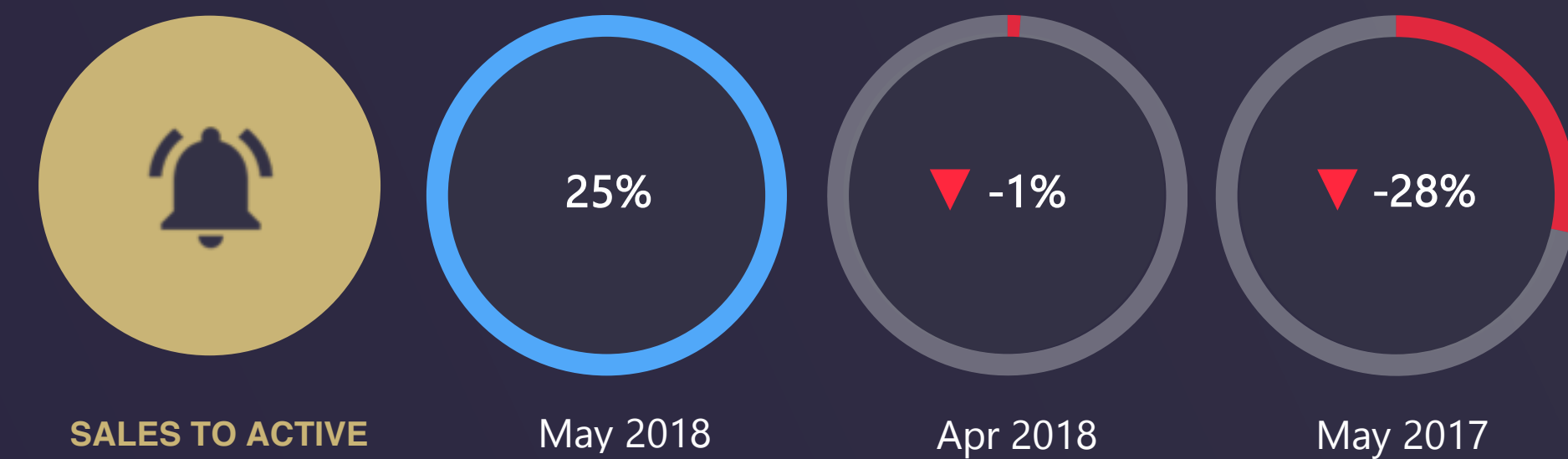
May 2018

 +  Detached and Attached Homes

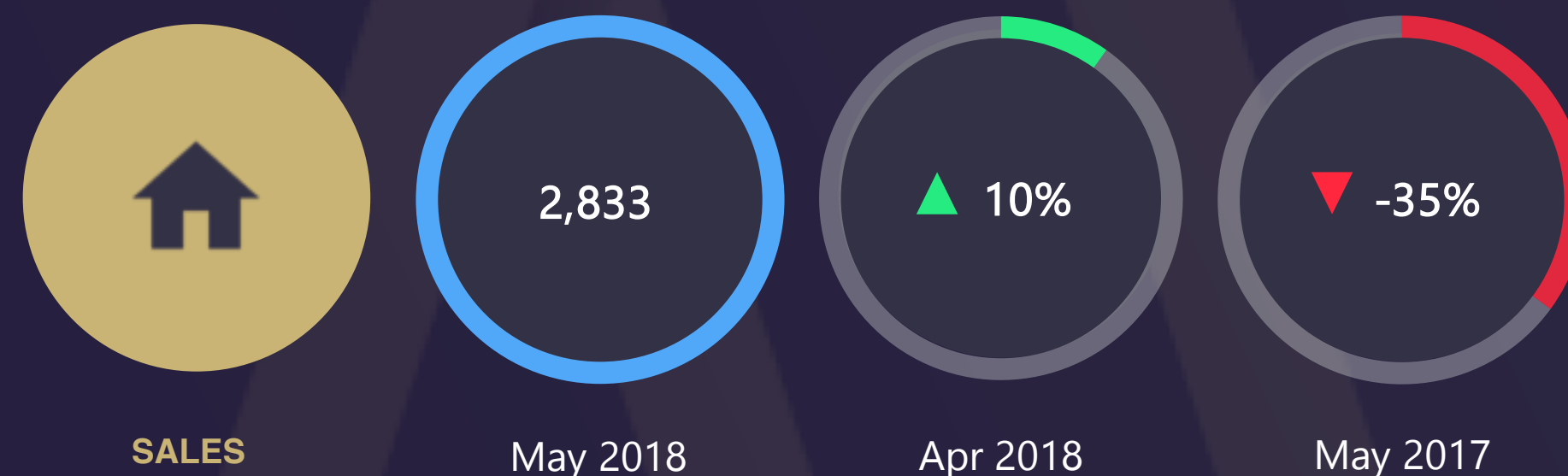
 CURRENT  UP  DOWN



In Greater Vancouver, the number of new listings for residential properties in May 2018 was 6,375, a 10% increase compared to April 2018, when 5,820 homes were listed, and a 5% increase from the 6,044 properties listed last May.



In Greater Vancouver, the sales-to-active listings ratio for residential properties for May 2018 was 25%, a 1% decrease compared to April 2018, when the ratio was 26%, and a 28% decrease from the 53% ratio last May.



The number of residential properties sold in Greater Vancouver in May 2018 was 2,833, a 10% increase compared to April 2018, when 2,579 homes were sold, and a 35% decrease from the 4,364 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.

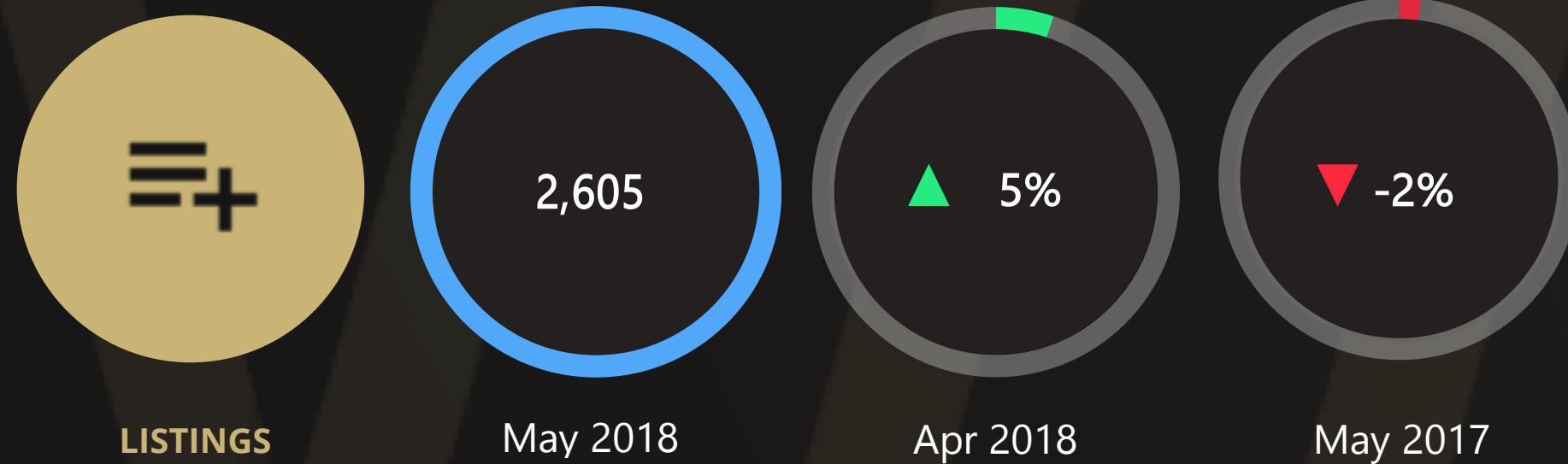
Sales ratio also indicates the ratio between supply and demand, which provide us with the market types. In a buyers' market, the ratio is between 0% and 14%; a balanced market ratio is 15% to 20%; and a sellers' market ratio is 21% plus.

GREATER VANCOUVER

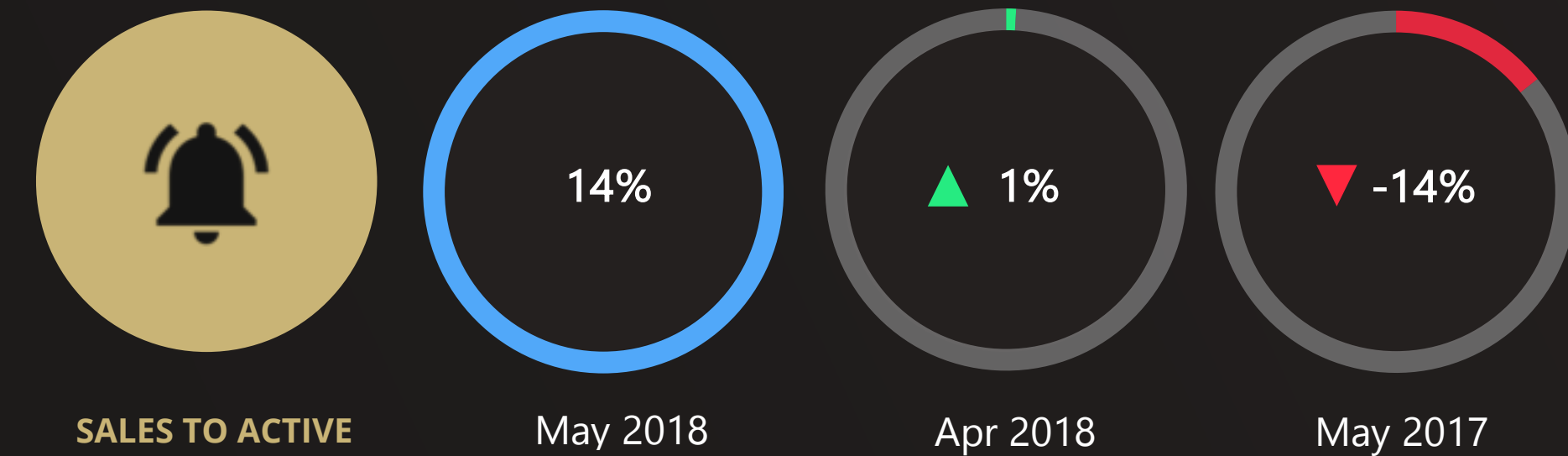
May 2018

 Detached and Houses

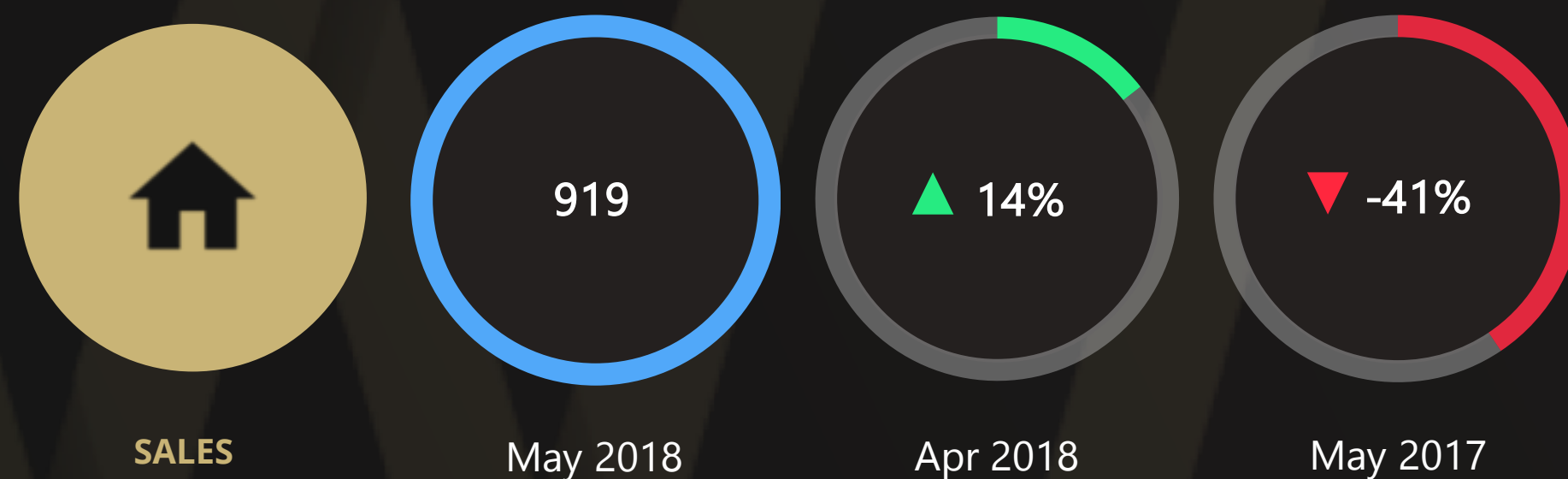
 CURRENT  UP  DOWN



In Greater Vancouver, the number of new listings for detached properties in March 2018 was 1,800 with insignificant changes compared to February 2018, when 1,806 homes were listed, and a 6% decrease from the 1,924 properties listed last March.



In Greater Vancouver, the sales-to-active listings ratio for detached properties for May 2018 was 14%, a 1% increase compared to April 2018, when the ratio was 13%, and a 14% decrease from the 28% ratio last May.



The number of houses sold in Greater Vancouver in May 2018 was 1,546, a 14% increase compared to April 2018, when 803 homes were sold, and a 41% decrease from the 1,546 properties sold last May.

Facts

The Average days on Market for Greater Vancouver detached properties in May 2018 was 38 days, a 3% increase in comparison to 37 days in April 2018. The average price per square foot for Greater Vancouver detached properties in May 2018 was \$671, a 5% increase in comparison to \$645 per square foot in April 2018.

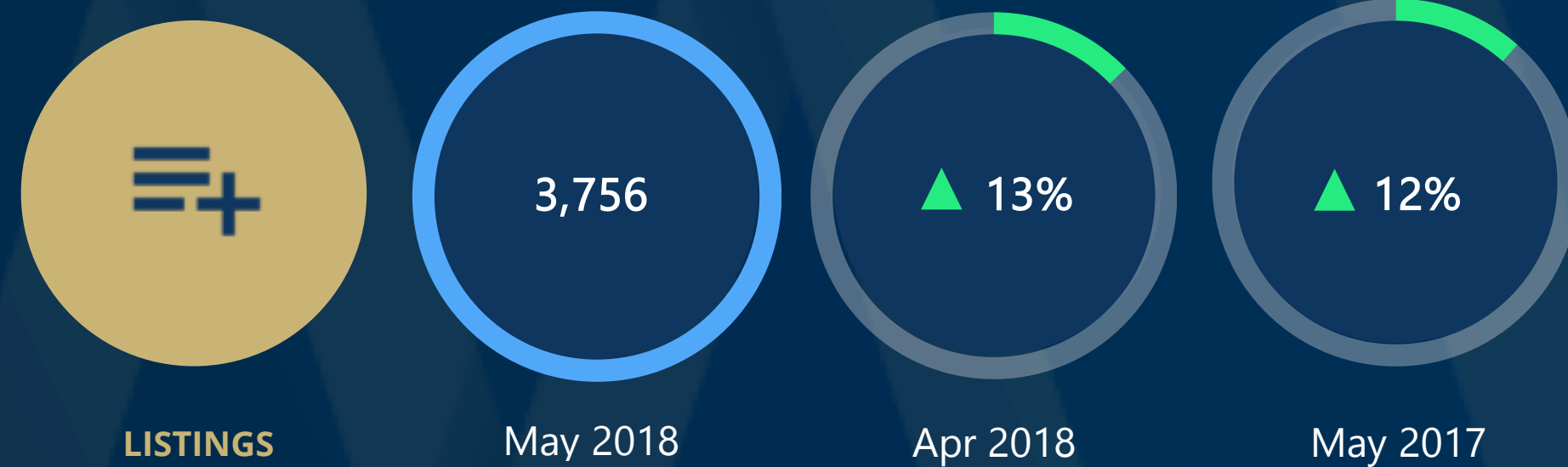
GREATER VANCOUVER

May 2018



Condos and Townhouses

● CURRENT ● UP ● DOWN



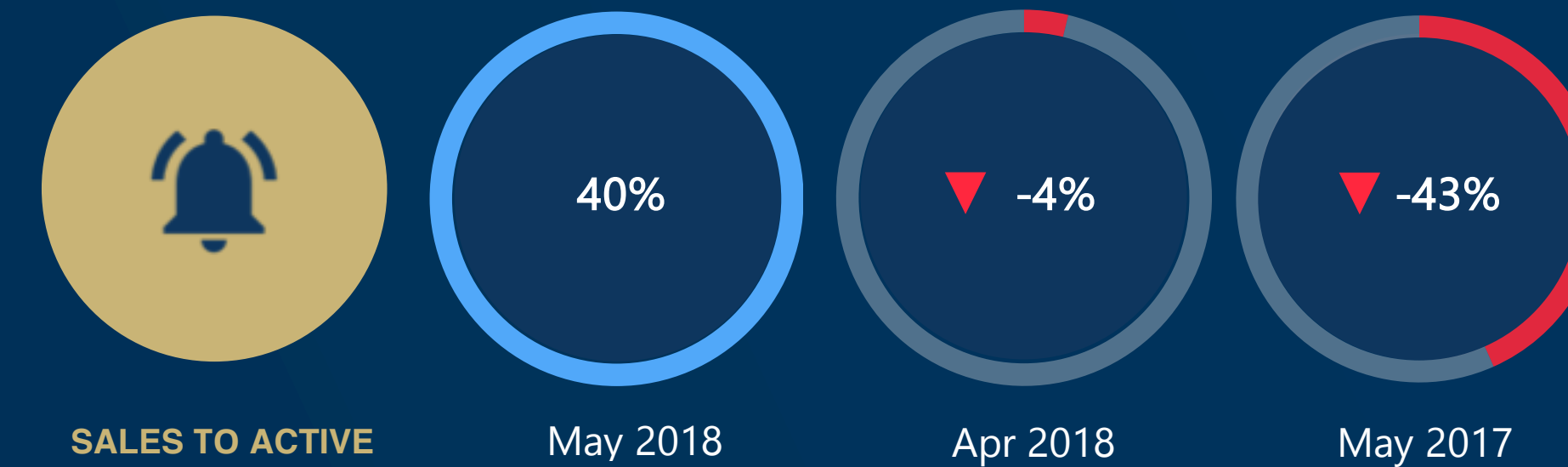
LISTINGS

May 2018

Apr 2018

May 2017

In Greater Vancouver, the number of new listings for attached properties in May 2018 was 3,756, a 13% increase compared to April 2018, when 3,330 homes were listed, and a 12% increase from the 3,368 properties listed last May.



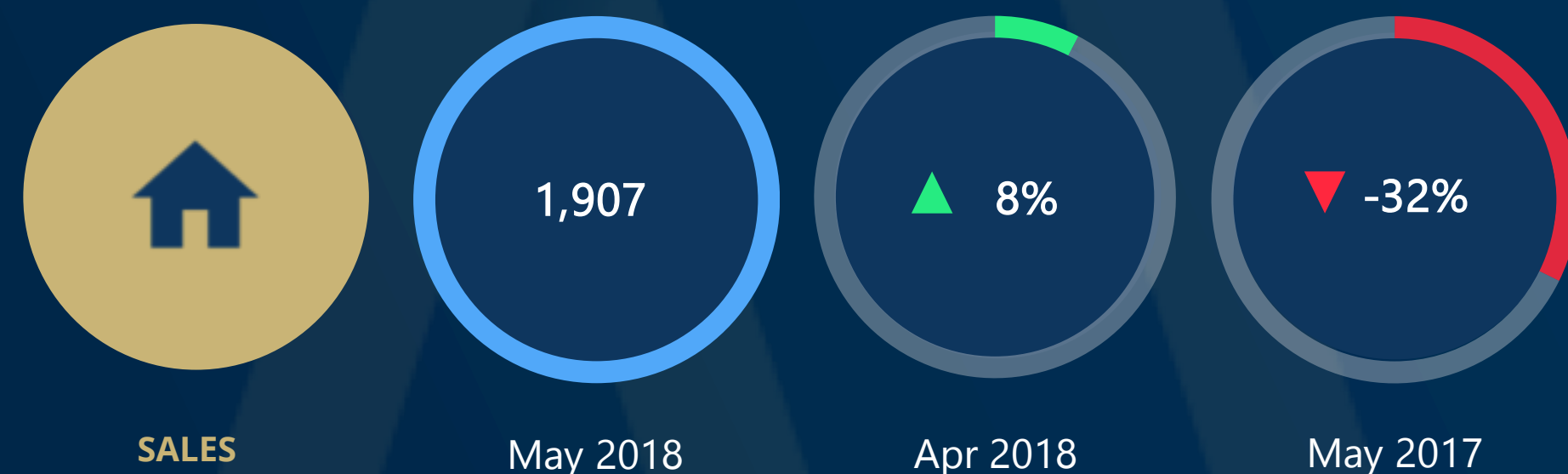
SALES TO ACTIVE

May 2018

Apr 2018

May 2017

In Greater Vancouver, the sales-to-active listings ratio condos and townhouse in May 2018 was 40%, a 4% decrease compared to April 2018, when the ratio was 44%, and a 43% decrease from the 84% ratio last May.



SALES

May 2018

Apr 2018

May 2017

The number of condos and townhouses sold in Greater Vancouver condos in May 2018 was 1,907, a 8% increase compared to April 2018, when 1,772 homes were sold, and a 32% decrease from the 2,816 properties sold last May.

Facts

The average days on the market for Greater Vancouver condos in April 2018 was 17 days, while for townhouses it was 23 days. The average price per square foot for Greater Vancouver condos was \$826 in May 2018, whereas for townhouses it was \$622 per square foot.

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Downtown Vancouver

May 2018



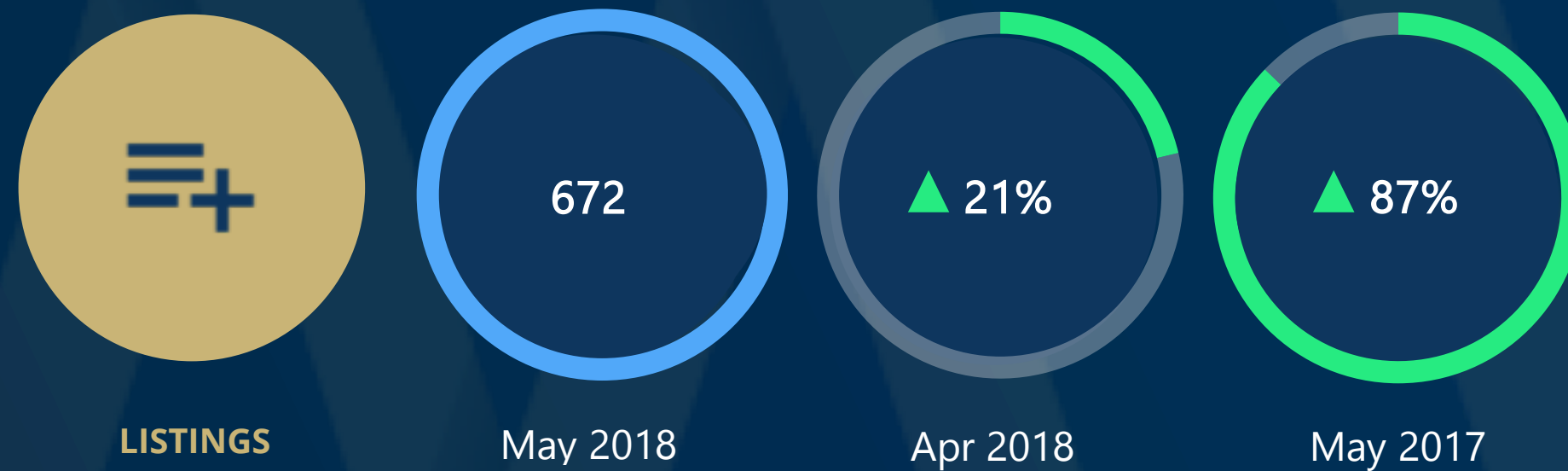
DOWNTOWN VANCOUVER

May 2018

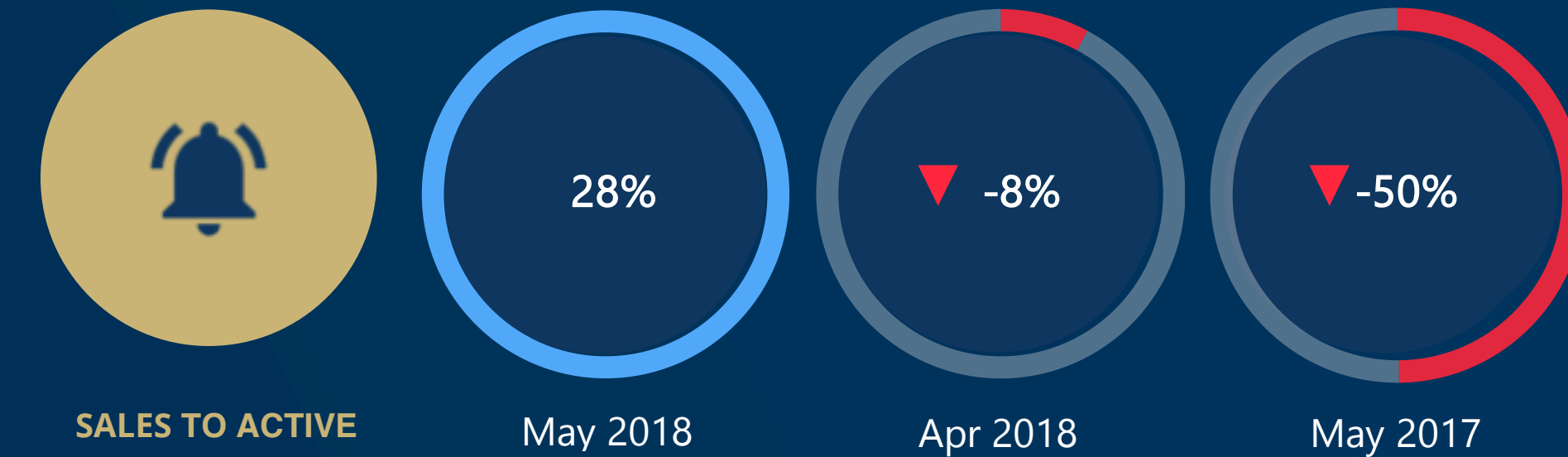


Condos and Townhouses

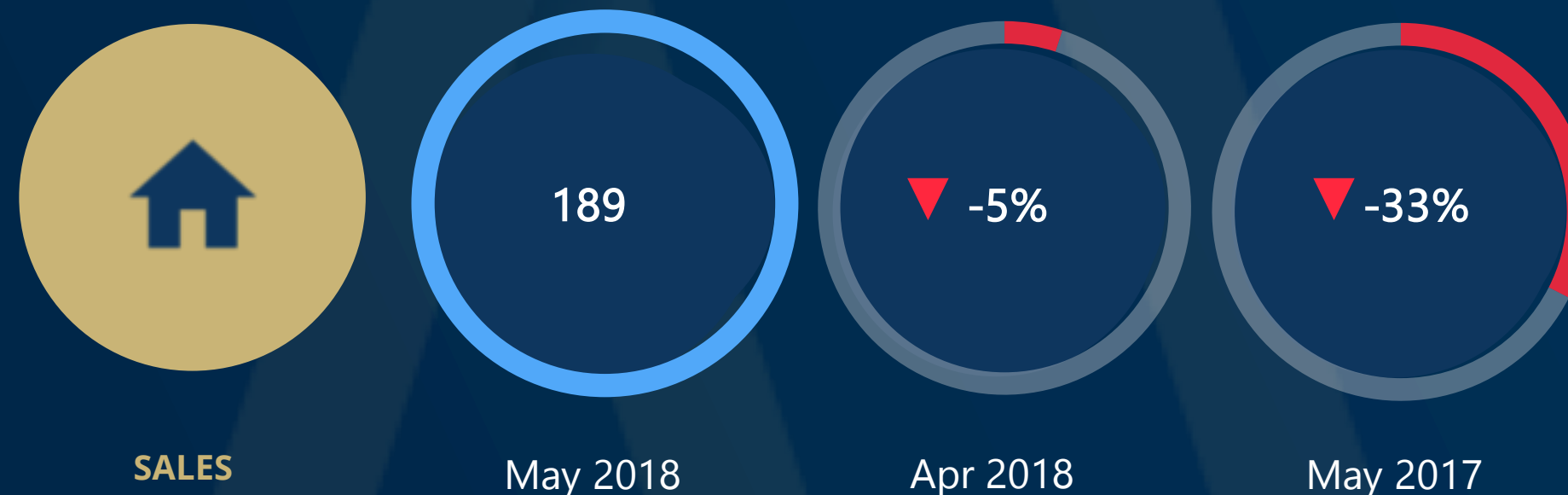
● CURRENT ● UP ● DOWN



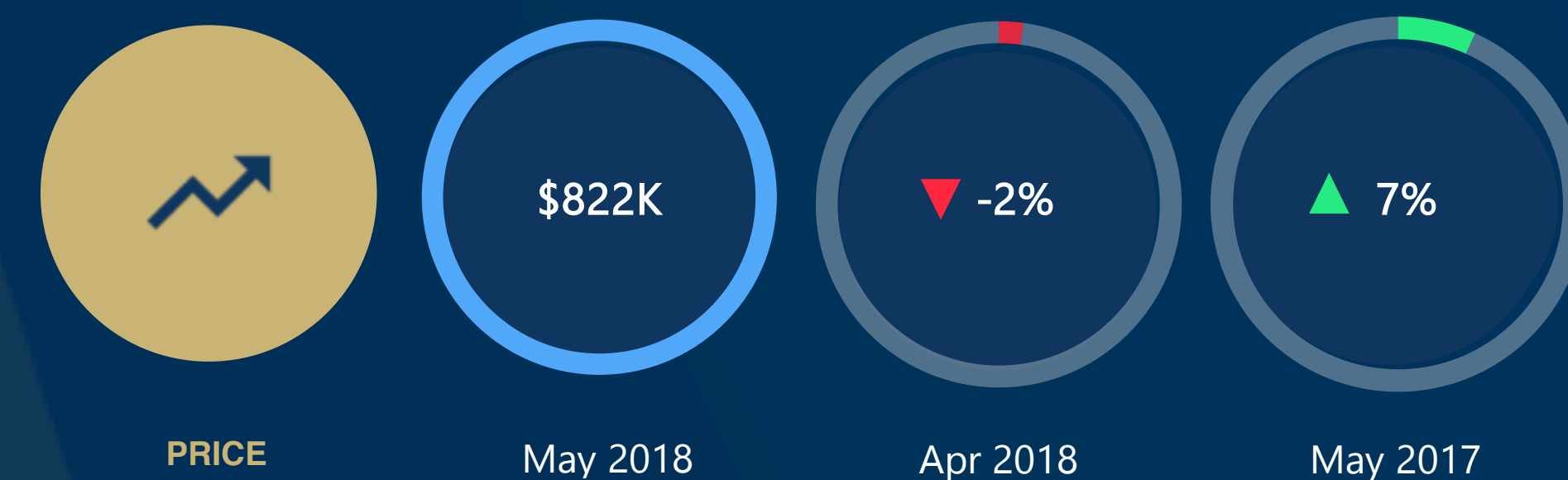
In Downtown Vancouver, the number of new listings for condo and townhouses in May 2018 was 672, a 21% increase compared to April 2018, when 672 homes were listed, and a 87% increase from the 359 properties listed last May.



In Downtown Vancouver, the sales-to-active listings ratio for condos and townhouses for May 2018 was 28%, a 8% decrease compared to April 2018, when the ratio was 36%, and a 50% decrease from the 78% ratio last May.



The number of condos and townhouses sold in Downtown Vancouver in May 2018 was 189, a 5% decrease compared to April 2018, when 199 homes were sold, and a 33% decrease from the 280 properties sold last May.



In Downtown Vancouver, the median sale price for condos and townhouses in May 2018 was \$822K, a 2% decrease compared to April 2018, when the median sale price was \$840K, and a 7% increase from the \$770K median sale price from last May.

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.



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Vancouver Westside

May 2018



VANCOUVER WESTSIDE

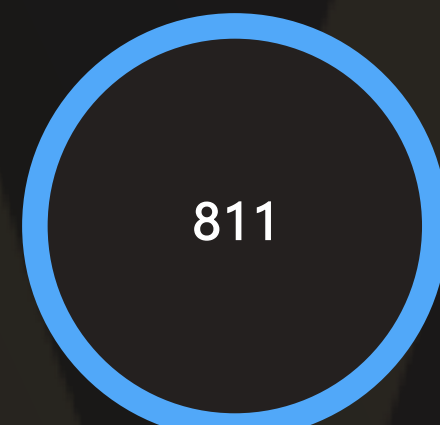
May 2018

 Detached and Houses

 CURRENT  UP  DOWN

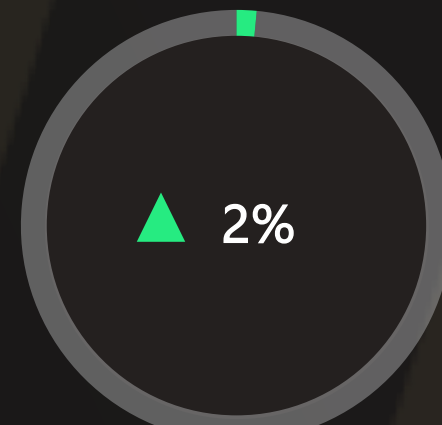


LISTINGS



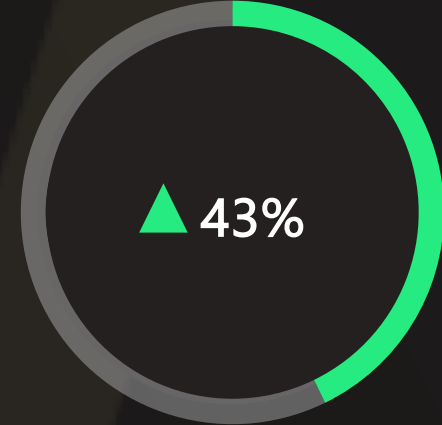
811

May 2018



▲ 2%

Apr 2018



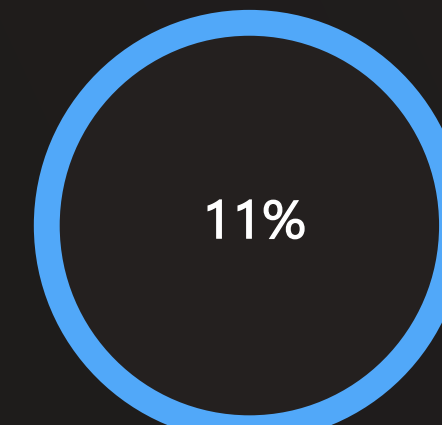
▲ 43%

May 2017

In Vancouver West, the number of new listings for detached properties in May 2018 was 811, a 2% increase compared to April 2018, when 799 homes were listed, and a 43% increase from the 568 properties listed last May.

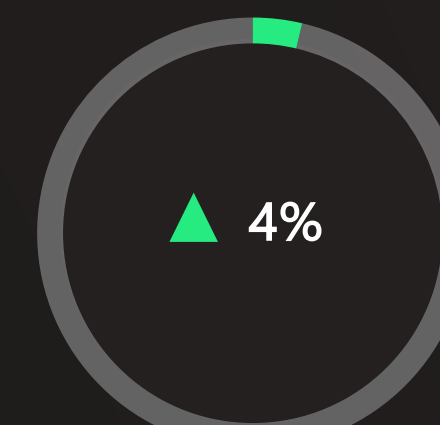


SALES TO ACTIVE



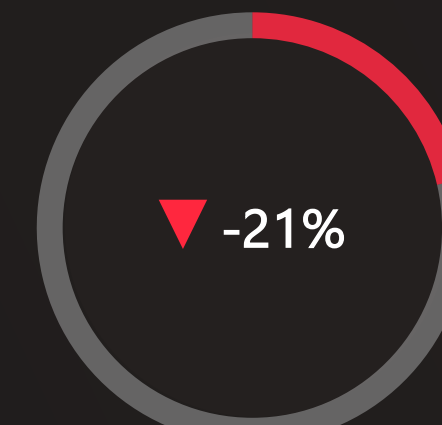
11%

May 2018



▲ 4%

Apr 2018



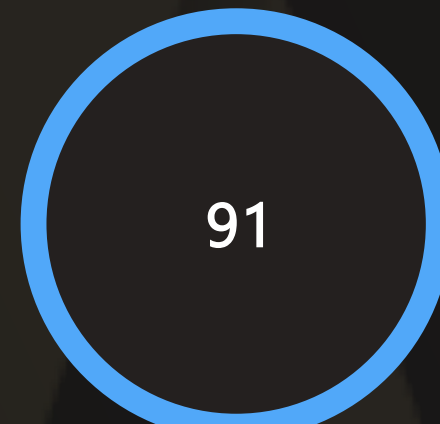
▼ -21%

May 2017

In Vancouver West, the sales-to-active listings ratio for houses for May 2018 was 11%, a 4% increase compared to April 2018, when the ratio was 8%, and a 21% decrease from the 33% ratio last May.

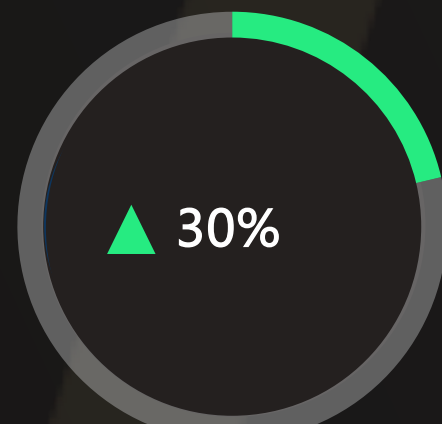


SALES



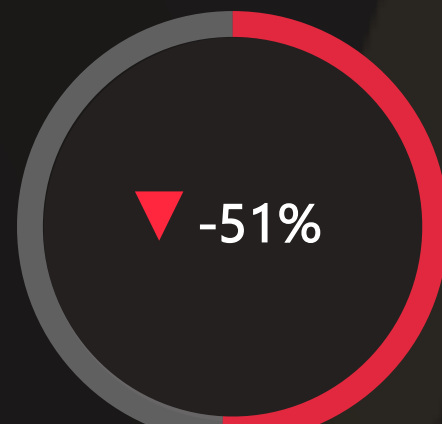
91

May 2018



▲ 30%

Apr 2018



▼ -51%

May 2017

The number of houses sold in Vancouver West in May 2018 was 91, a 30% increase compared to April 2018, when 70 homes were sold, and a 51% decrease from the 185 properties sold last May.

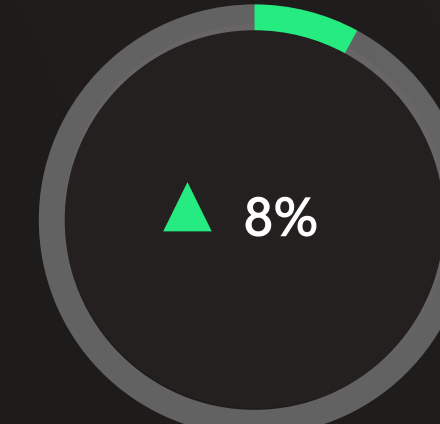


PRICE



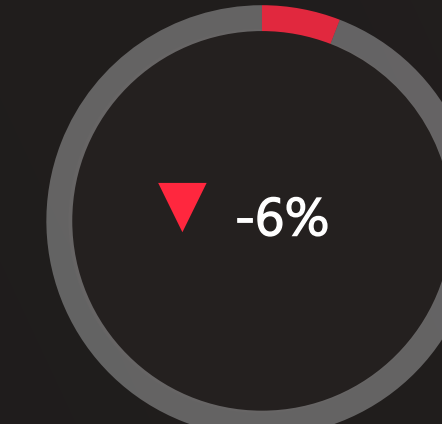
\$3.2M

May 2018



▲ 8%

Apr 2018



▼ -6%

May 2017

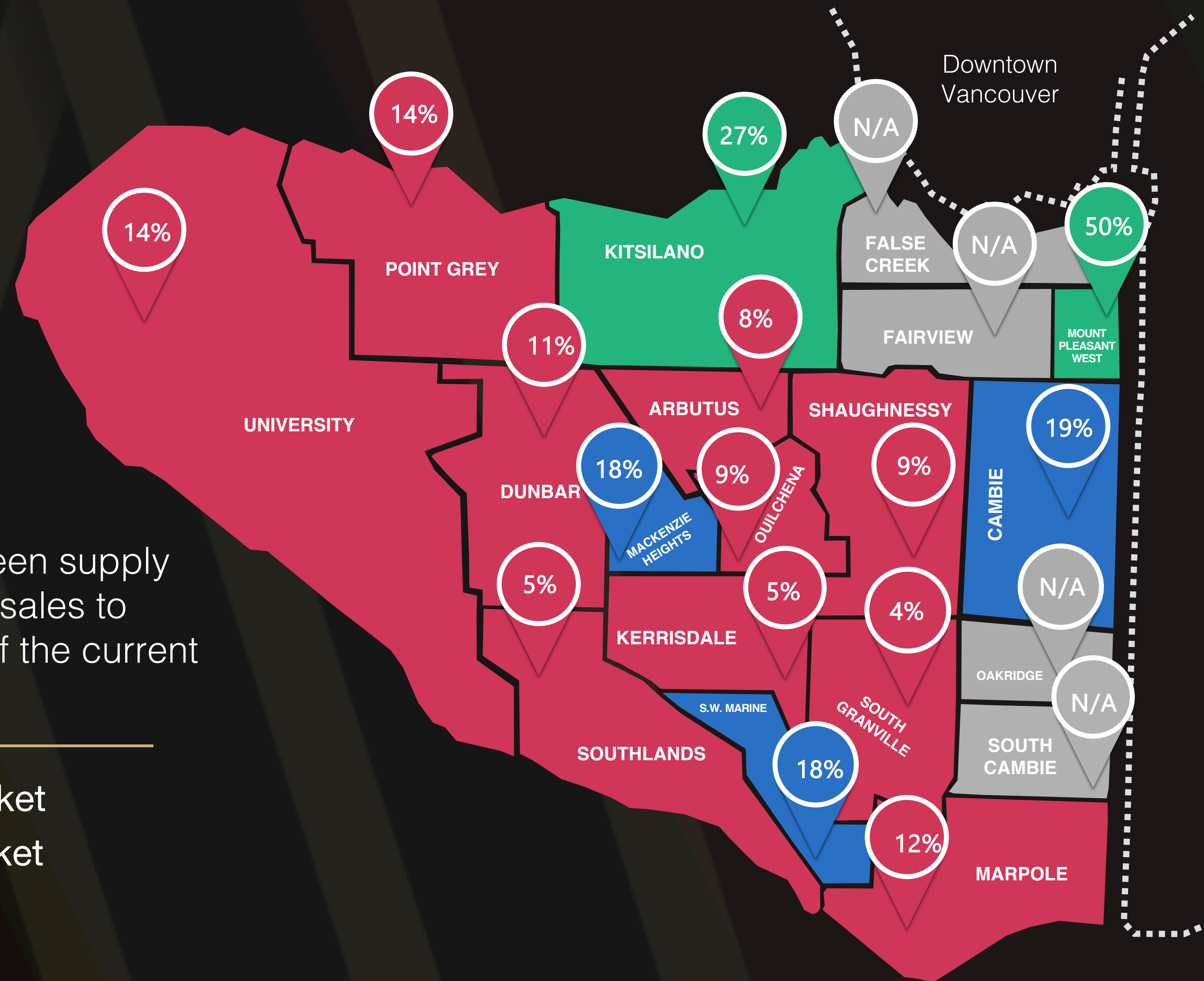
In Vancouver West, the median sale price for houses in May 2018 was \$3.2M, an 8% increase compared to April 2018, when the median sale price was \$2.965M, and a 6% decrease from the \$3.4M median sale price from last May.

Market Type

VANCOUVER WESTSIDE

 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.

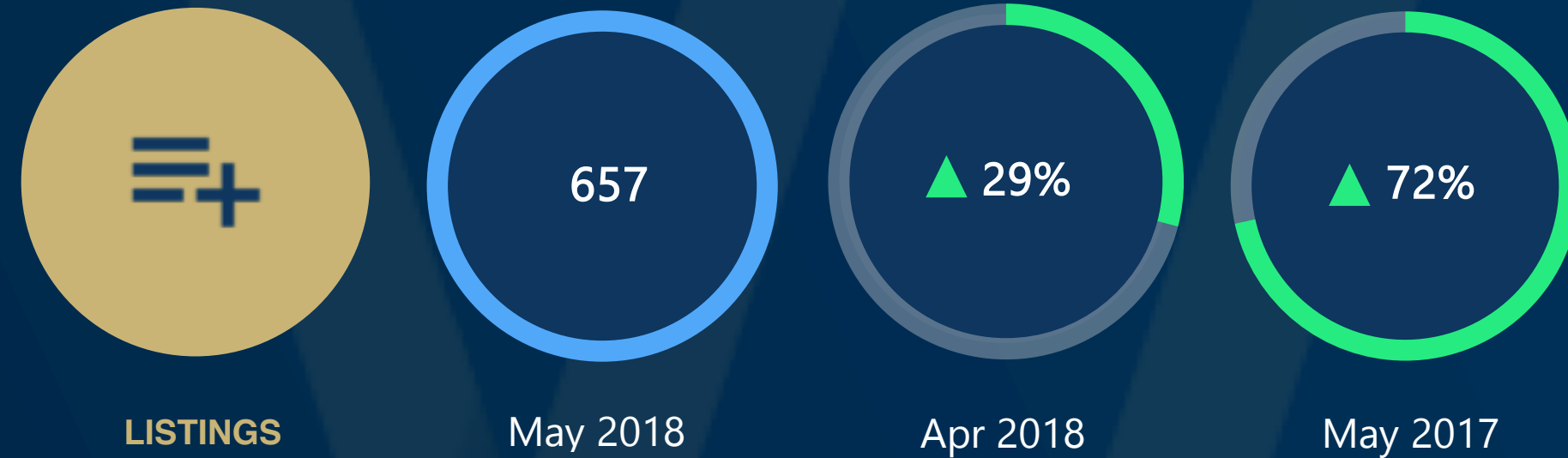
VANCOUVER WESTSIDE

May 2018

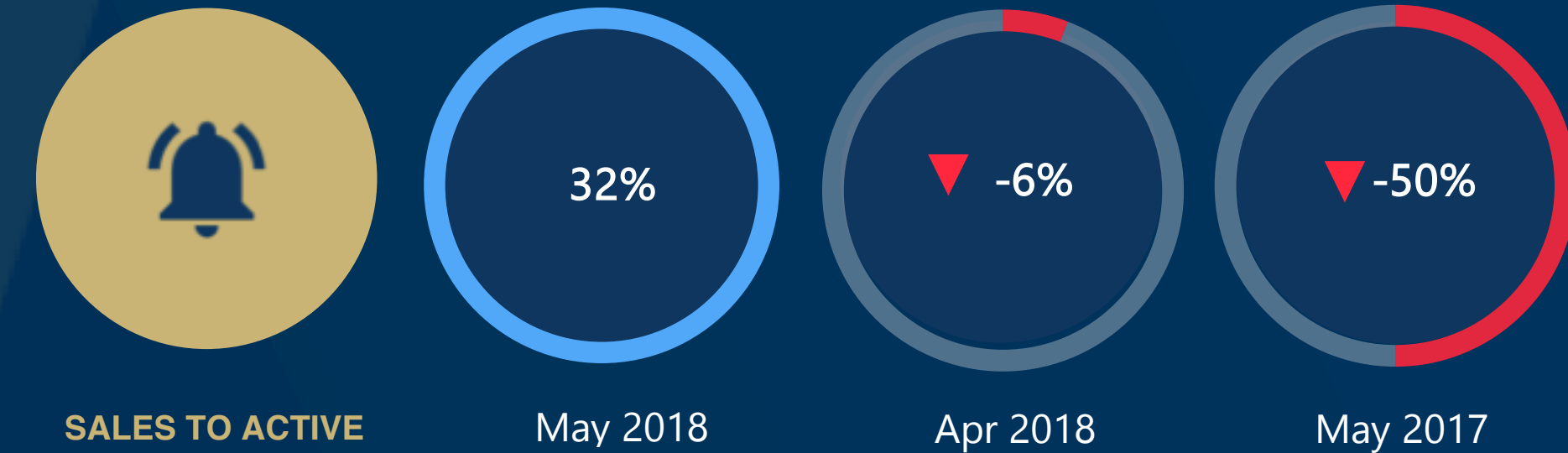


Condos and Townhouses

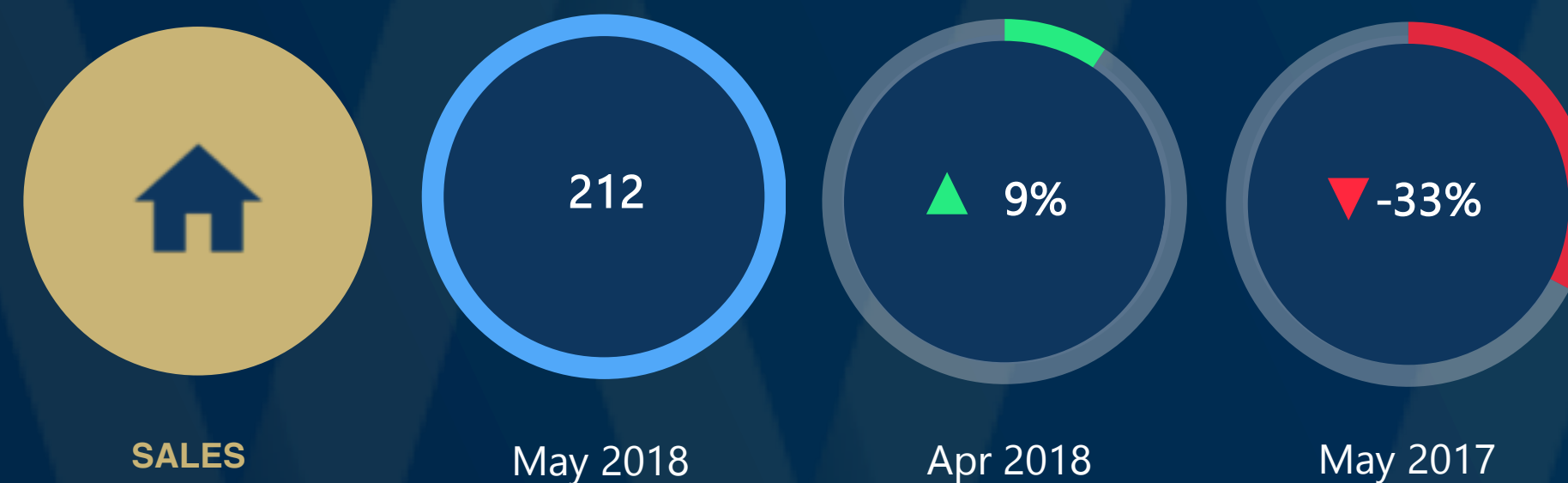
● CURRENT ● UP ● DOWN



In Vancouver West, the number of new listings for condos and townhouses in May 2018 was 657, a 29% increase compared to April 2018, when 509 homes were listed, and a 72% increase from the 383 properties listed last May.



In Vancouver West, the sales-to-active listings ratio for condo and townhouses for May 2018 was 32%, a 6% decrease compared to April 2018, when the ratio was 38%, and a 50% decrease from the 82% ratio last May.



The number of condos and townhouses sold in Vancouver West in May 2018 was 212, a 9% increase compared to April 2018, when 194 homes were sold, and a 33% decrease from the 315 properties sold last May.



In Vancouver West, the median sale price for condos and townhouses in May 2018 was \$865K, a 4% decrease compared to April 2018, when the median sale price was \$897K, and a 4% increase from the \$828K median sale price from last May.

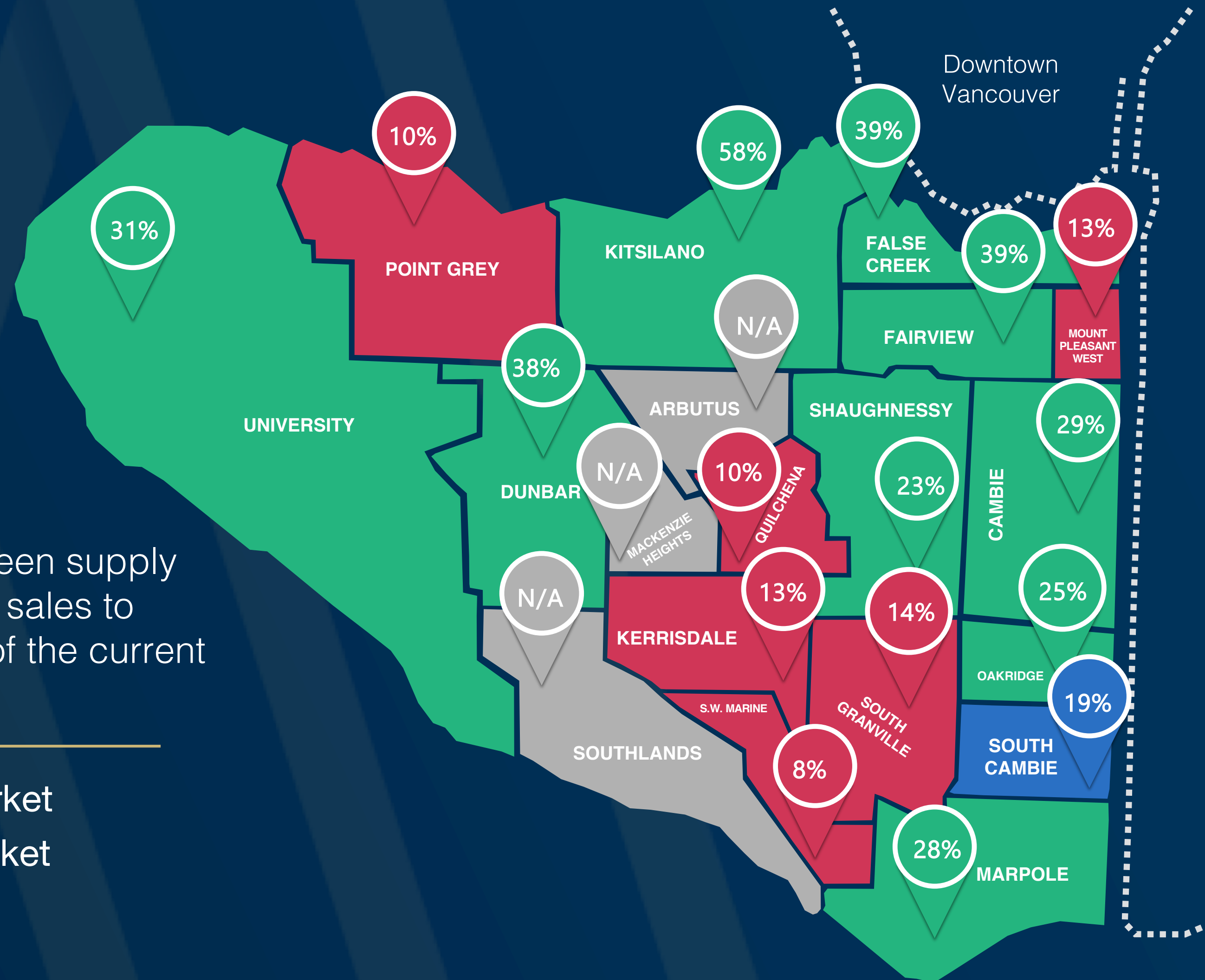
Market Type

VANCOUVER WESTSIDE



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

May 2018

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By Amir Sabourian

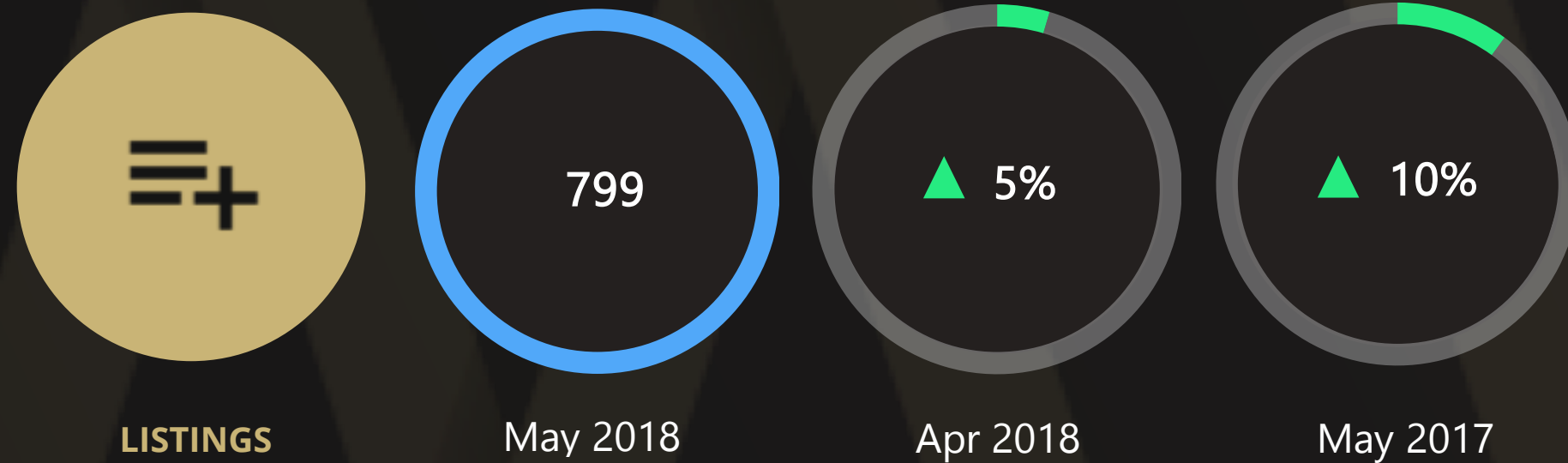
Century 21
IN TOWN REALTY

VANCOUVER EASTSIDE

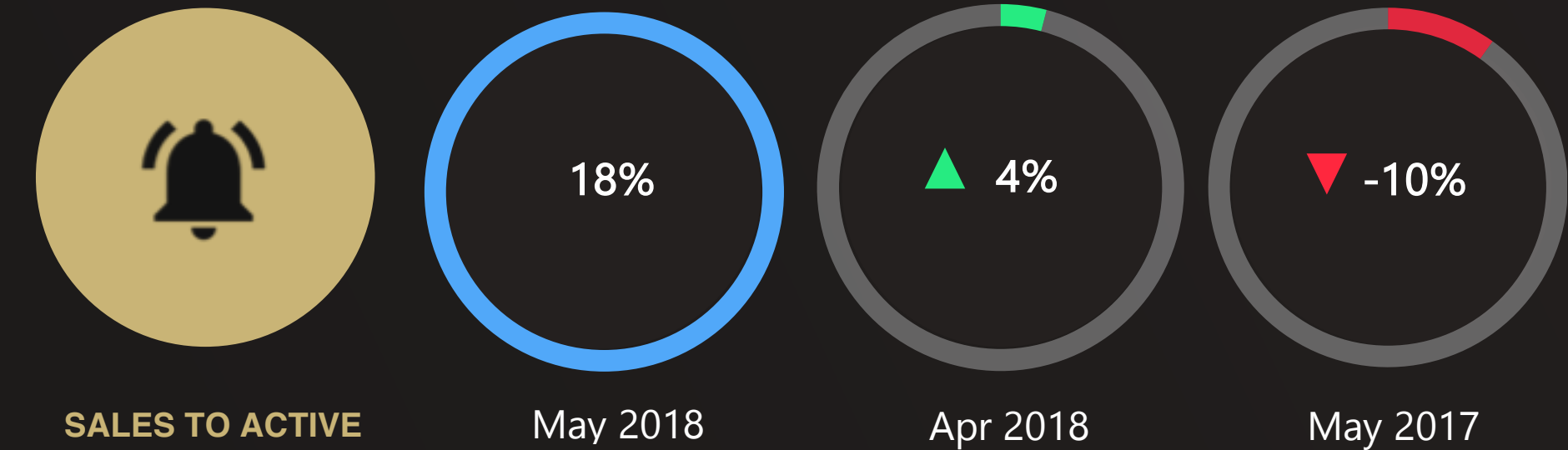
May 2018

 Detached and Houses

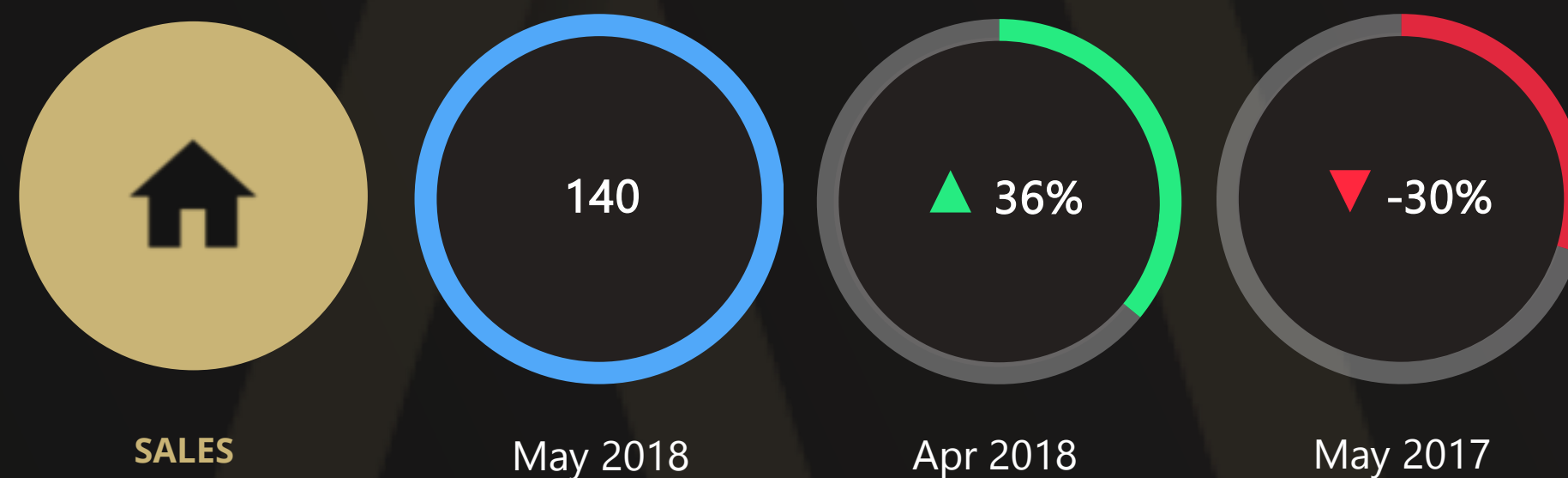
 CURRENT  UP  DOWN



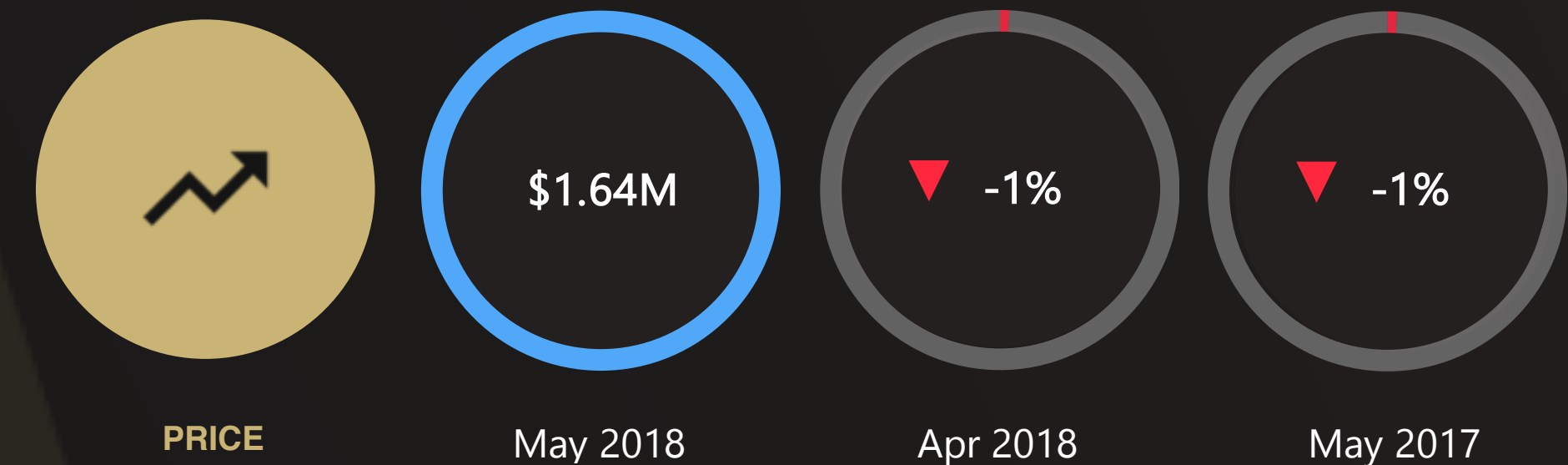
In Vancouver East, the number of new listings for detached properties in May 2018 was 799, a 5% increase compared to April 2018, when 764 homes were listed, and a 10% increase from the 726 properties listed last May.



In Vancouver East, the sales to active ratio for houses for March 2018 was 13%, no changes compared to February 2018, and a 11% decrease from the 24% ratio last March.



The number of houses sold in Vancouver East in May 2018 was 140, a 36% increase compared to April 2018, when 103 homes were sold, and a 30% decrease from the 199 properties sold last May.



In Vancouver East, the median sale price for houses in March 2018 was \$1.61M, with no significant changes compared to February 2018, when the median sale price was \$1.604M, and a 5% increase from the \$1.54M median sale price from last March.

Market Type

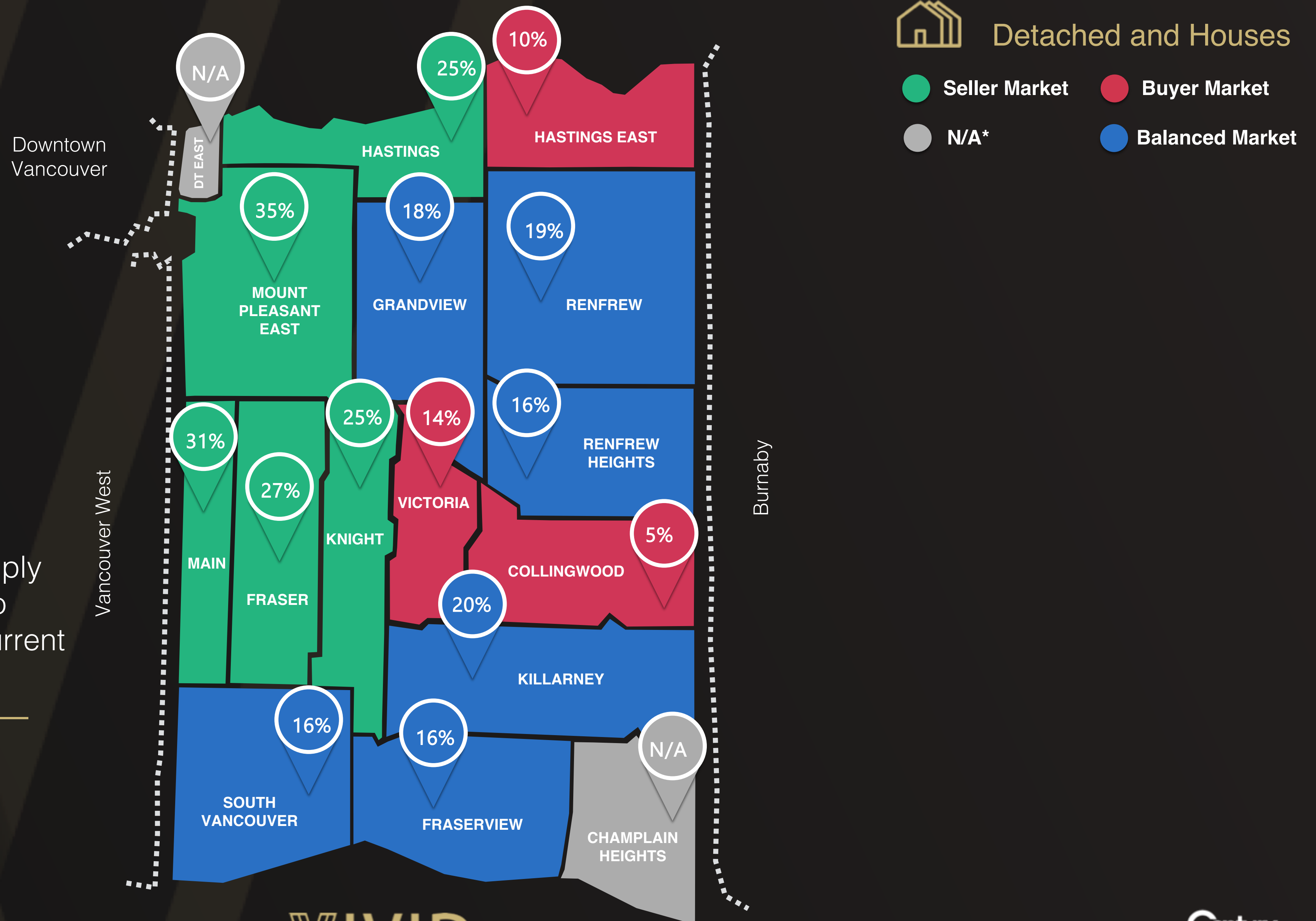
VANCOUVER WESTSIDE

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 EASTSIDE

May 2018

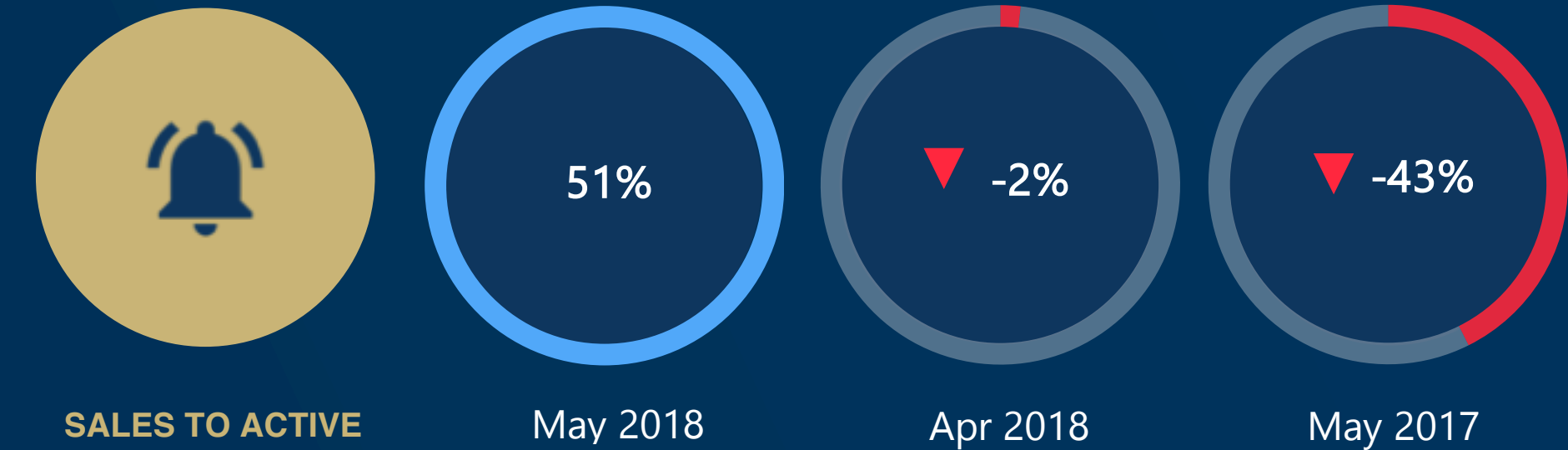


Condos and Townhouses

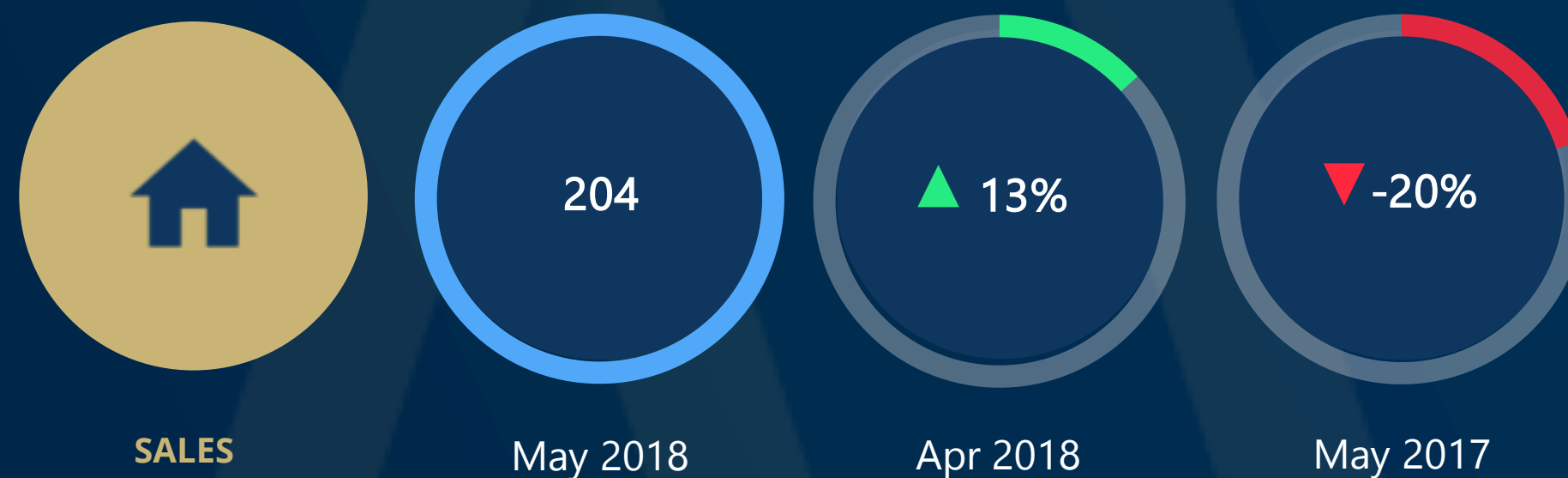
● CURRENT ● UP ● DOWN



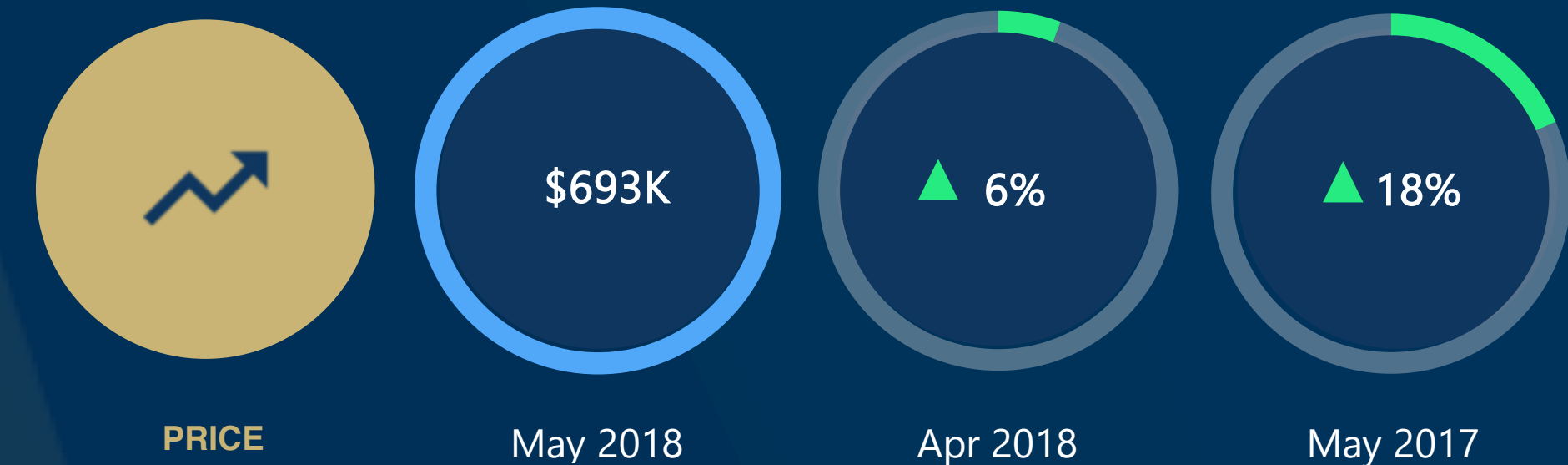
In Vancouver East, the number of new listings for condos and townhouses in May 2018 was 399, a 17% increase compared to April 2018, when 340 homes were listed, and a 47% increase from the 272 properties listed last May.



In Vancouver East, the sales-to-active listings ratio for condo and townhouses for May 2018 was 51%, a 2% decrease compared to April 2018, when the ratio was 53%, and a 43% decrease from the 94% ratio last May.



The number of condos and townhouses sold in Vancouver East in May 2018 was 204, a 13% increase compared to April 2018, when 180 homes were sold, and a 20% decrease from the 255 properties sold last May.



In Vancouver East, the median sale price for condos and townhouses in May 2018 was \$693K, a 6% increase compared to April 2018, when the median sale price was \$656K, and a 18% increase from the \$585K median sale price from last May.

Market Type

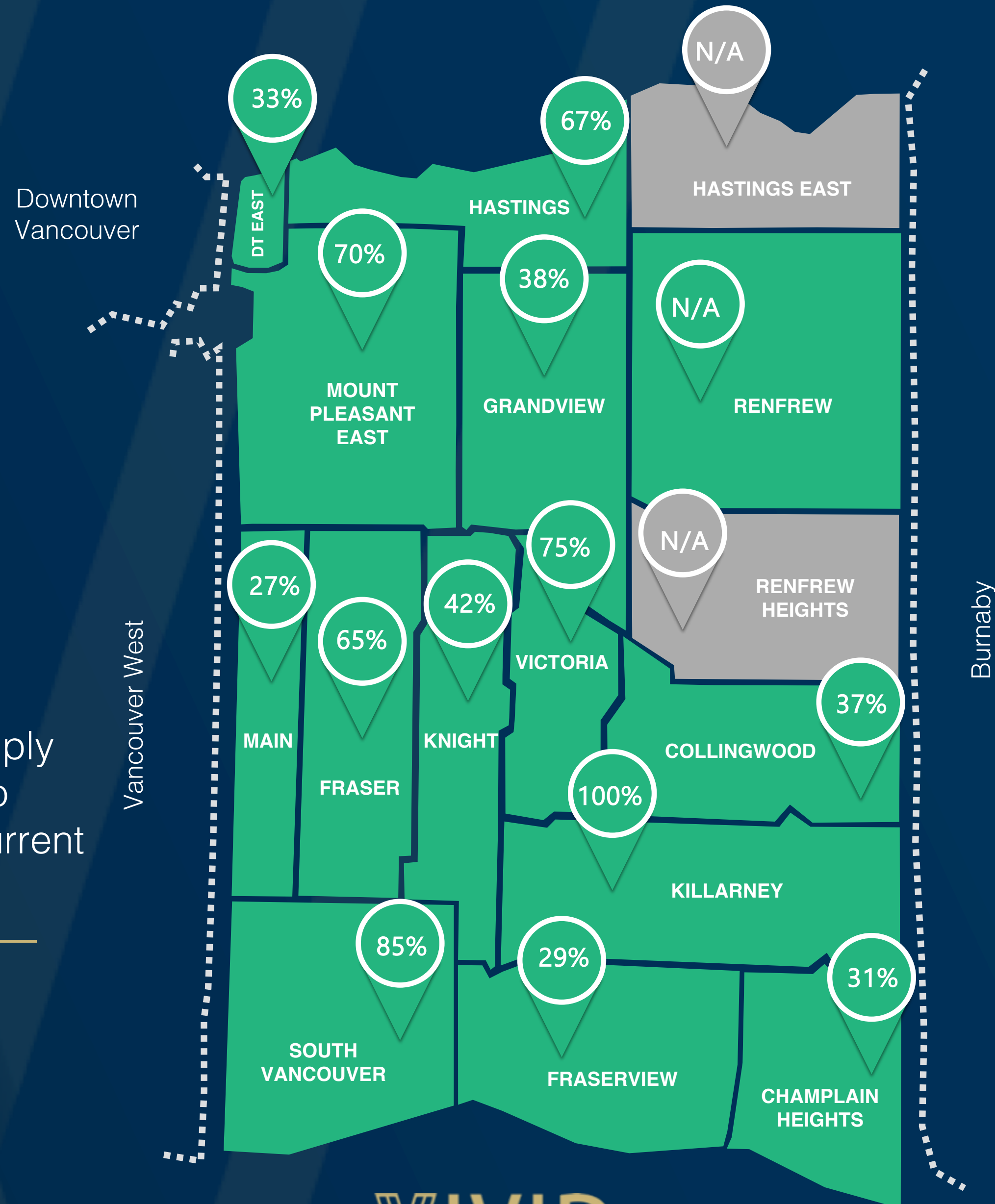
VANCOUVER EASTSIDE

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 2018

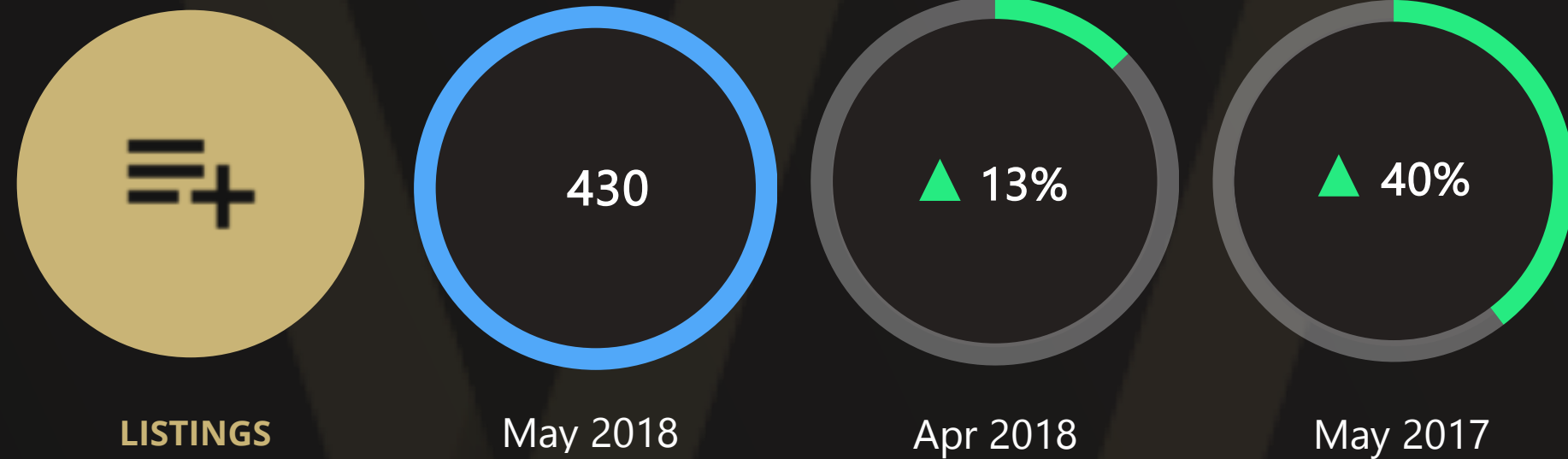


NORTH VANCOUVER

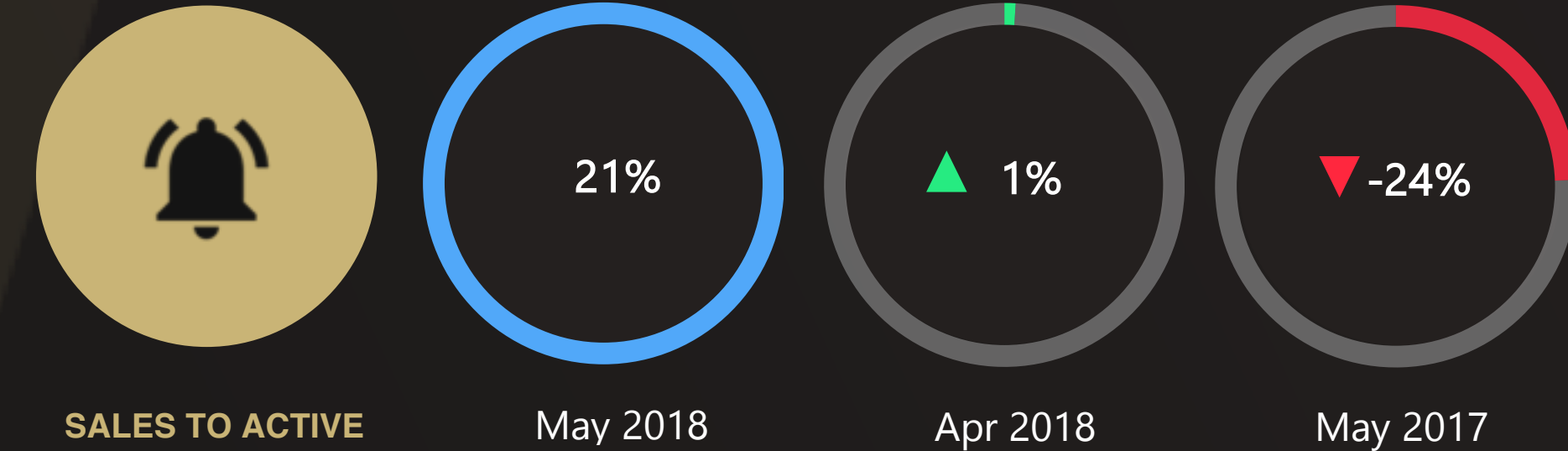
May 2018

 Detached and Houses

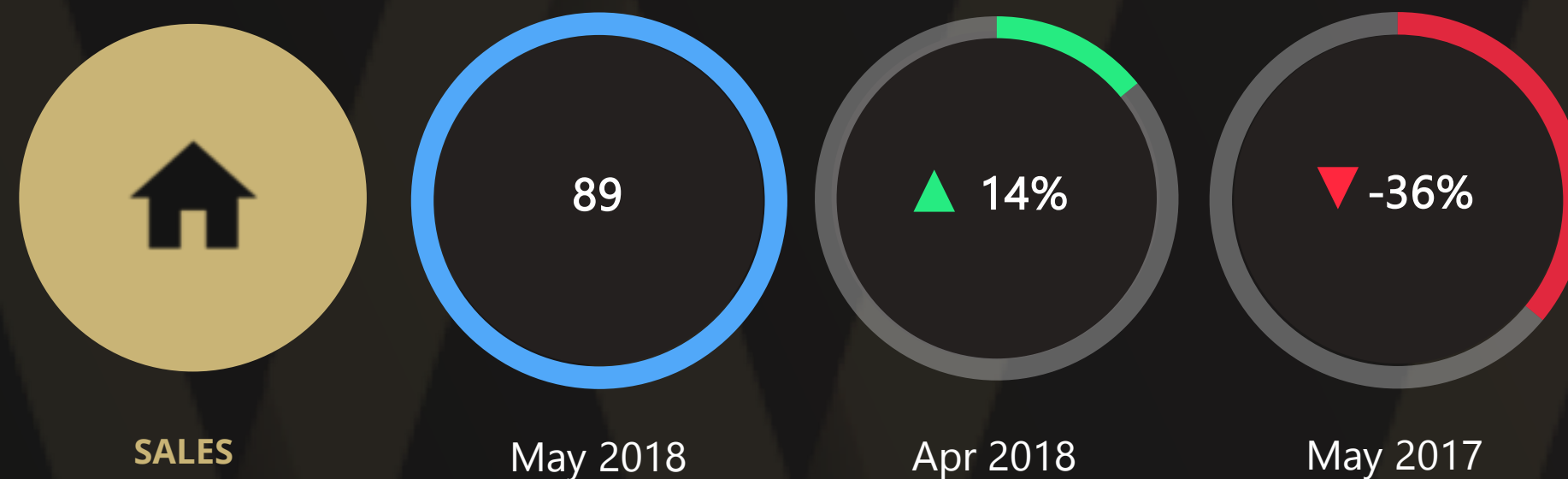
 CURRENT  UP  DOWN



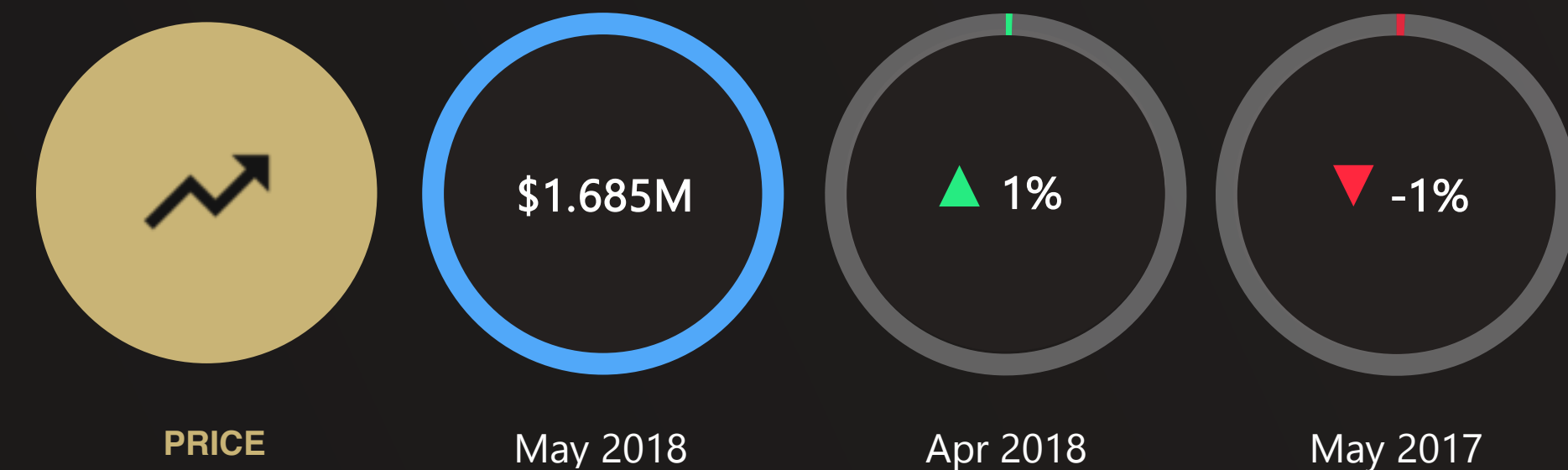
In North Vancouver, the number of new listings for detached properties in May 2018 was 430, a 13% increase compared to April 2018, when 381 homes were listed, and a 40% increase from the 308 properties listed last May.



In North Vancouver, the sales to active ratio for houses for May 2018 was 21%, a 1% increase compared to April 2018, when the ratio was 20%, and a 24% decrease from the 45% ratio last May.



The number of houses sold in North Vancouver in May 2018 was 89, a 14% increase compared to April 2018, when 78 homes were sold, and a 36% decrease from the 139 properties sold last May.



In North Vancouver, the median sale price for houses in May 2018 was \$1.685M, a 1% increase compared to April 2018, when the median sale price was \$1.675M, and a 1% decrease from the \$1.698M median sale price from last May.

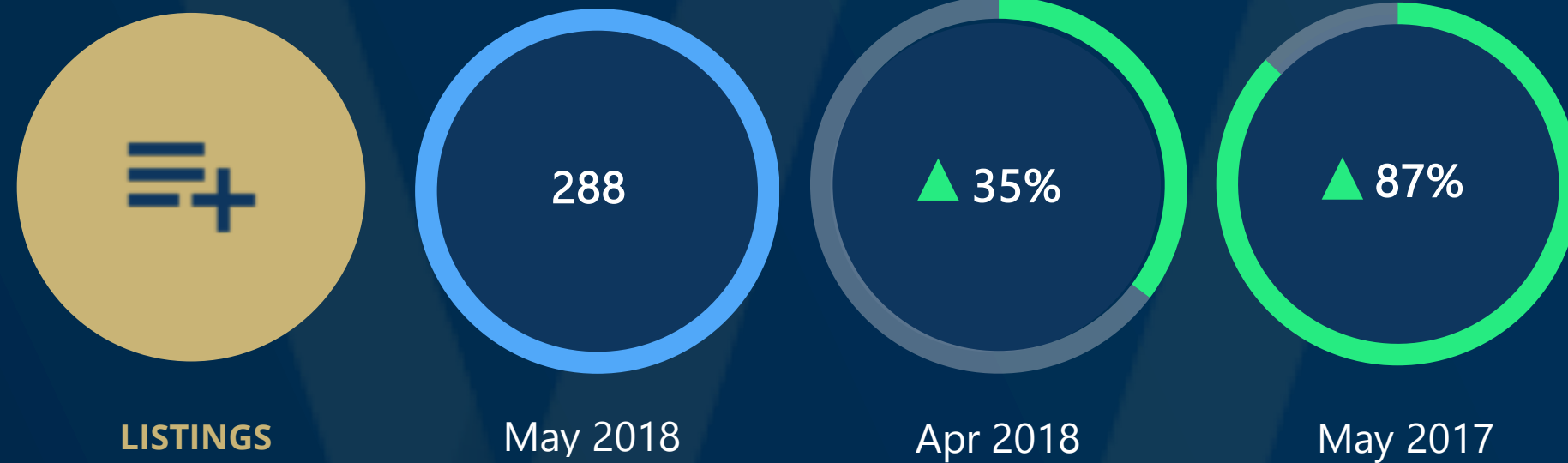
NORTH VANCOUVER

May 2018



Condos and Townhouses

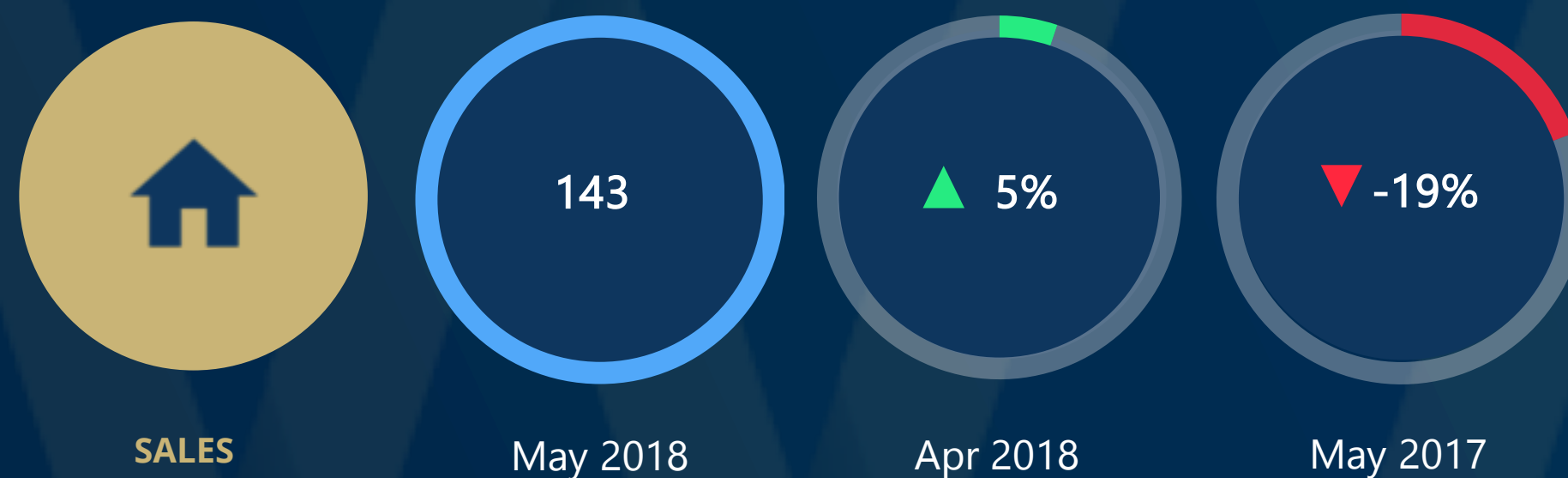
● CURRENT ● UP ● DOWN



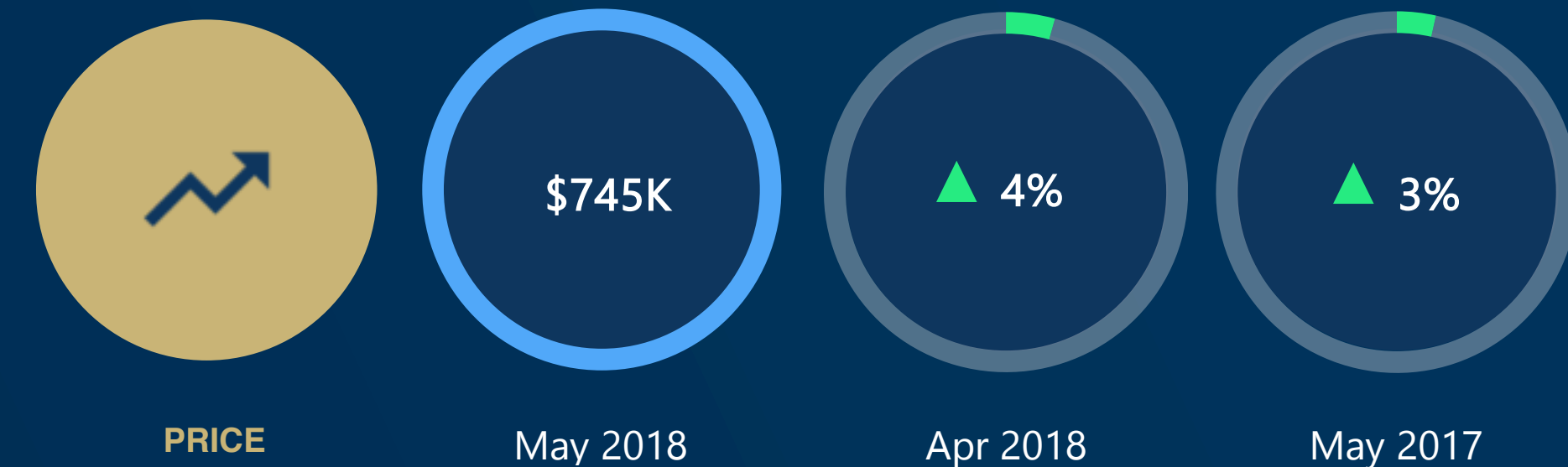
In North Vancouver, the number of new listings for condos and townhouses in May 2018 was 288, a 35% increase compared to April 2018, when 213 homes were listed, and a 87% increase from the 154 properties listed last May.



In North Vancouver, the sales-to-active listings ratio for condo and townhouses for May 2018 was 50%, a 14% decrease compared to April 2018, when the ratio was 64%, and a 65% decrease from the 115% ratio last May.



The number of condos and townhouses sold in North Vancouver in May 2018 was 143 , a 5% increase compared to April 2018, when 136 homes were sold, and a 19% decrease from the 177 properties sold last May.



In North Vancouver, the median sale price for condos and townhouses in May 2018 was \$745K, a 4% increase compared to April 2018, when the median sale price was \$714K, and a 3% increase from the \$720K median sale price from last May.

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West Vancouver

May 2018

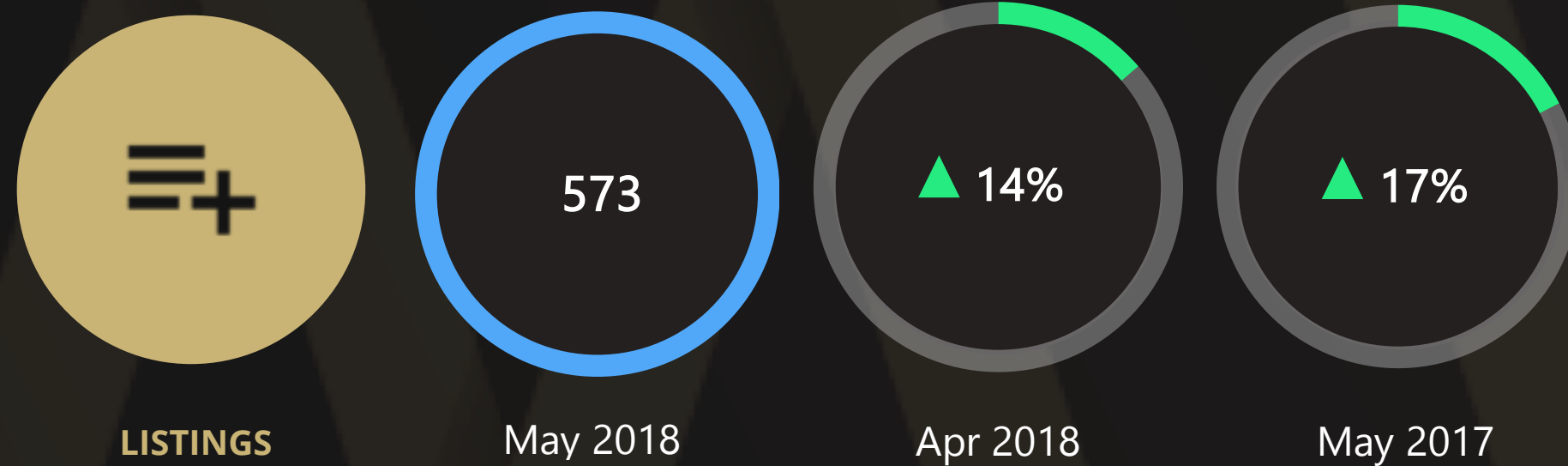


WEST VANCOUVER

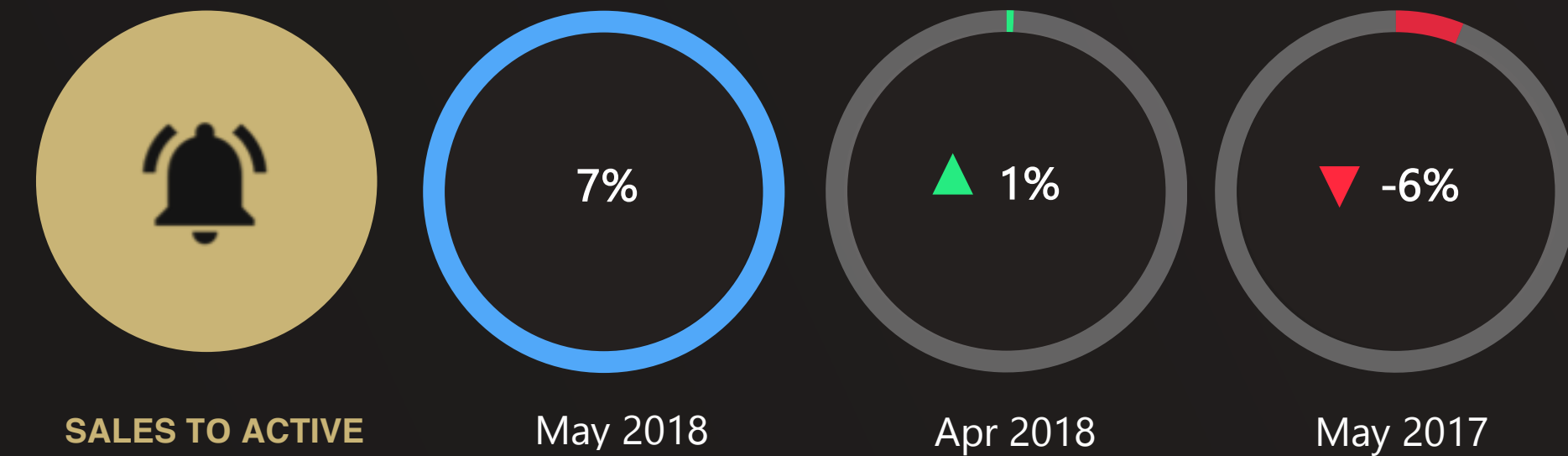
May 2018

 Detached and Houses

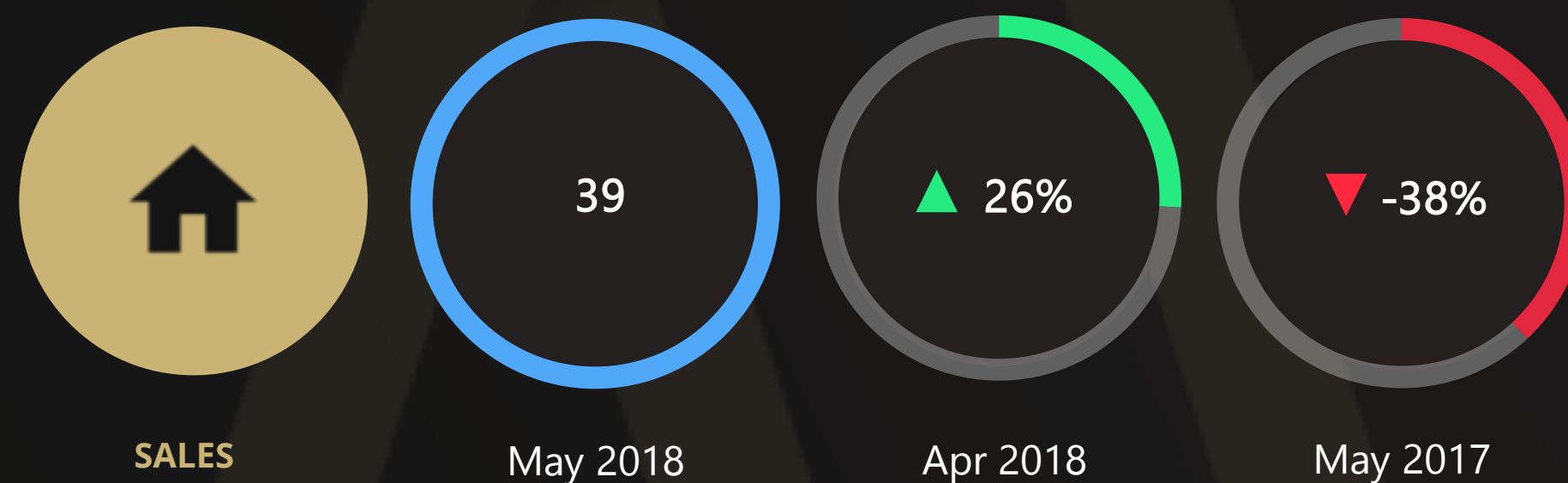
 CURRENT  UP  DOWN



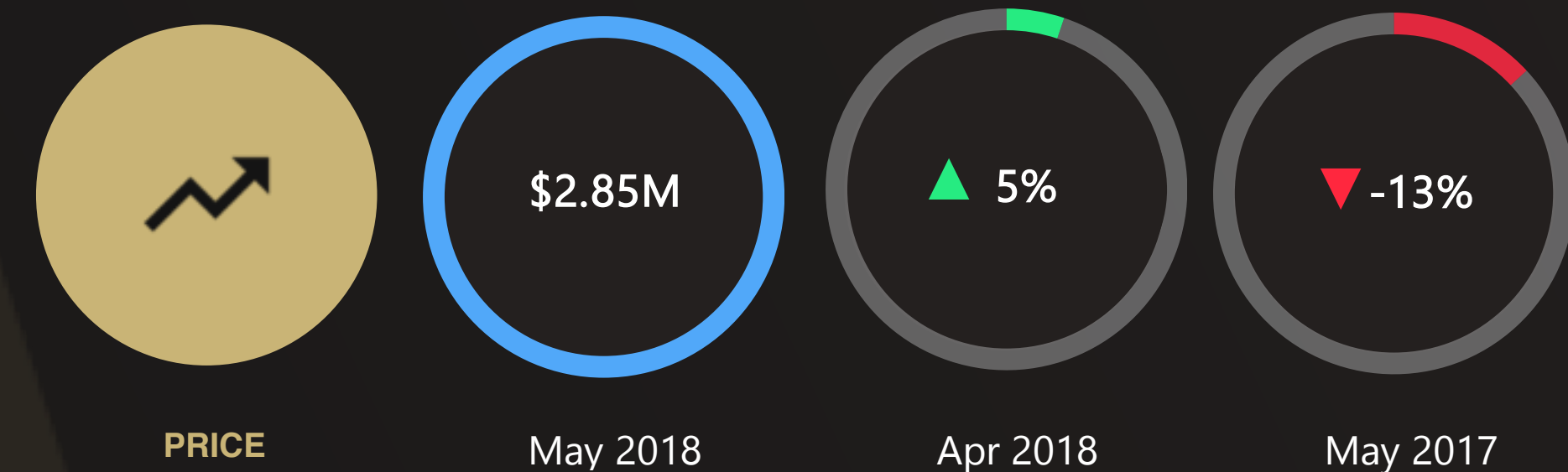
In West Vancouver houses, the number of new listings for residential properties in May 2018 was 573, a 14% increase compared to April 2018, when 504 homes were listed, and a 17% increase from the 488 properties listed last May.



In West Vancouver, the sales to active ratio for houses for May 2018 was 7%, a 1% increase compared to April 2018, when the ratio was 6%, and a 6% decrease from the 13% ratio last May.



The number of houses sold in West Vancouver in May 2018 was 39, a 26% increase compared to April 2018, when 31 homes were sold, and a 38% decrease from the 63 properties sold last May.



In West Vancouver, the median sale price for houses in May 2018 was \$2.85M, a 5% increase compared to April 2018, when the median sale price was \$2.71M, and a 13% decrease from the \$3.28M median sale price from last May.

WEST VANCOUVER

May 2018

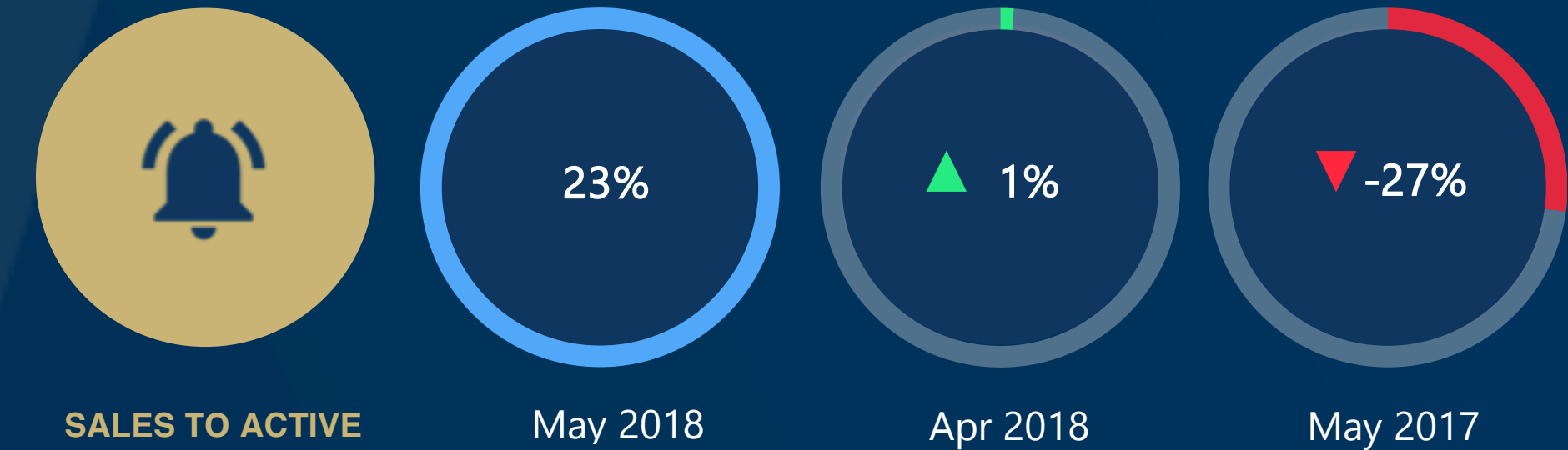


Condos and Townhouses

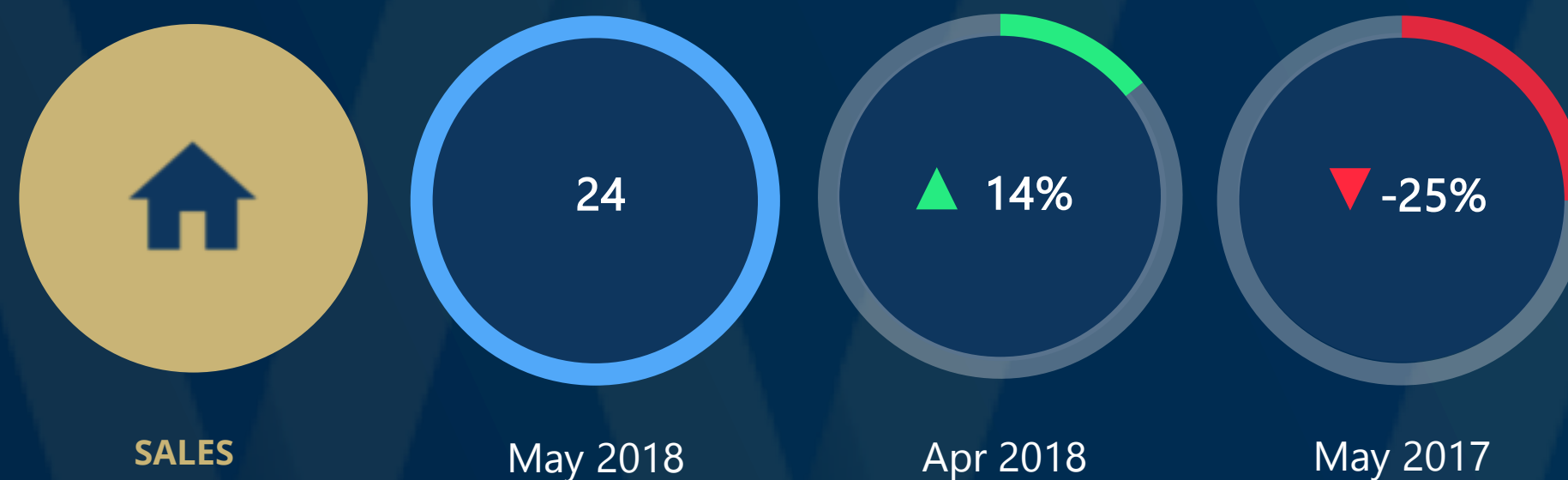
● CURRENT ● UP ● DOWN



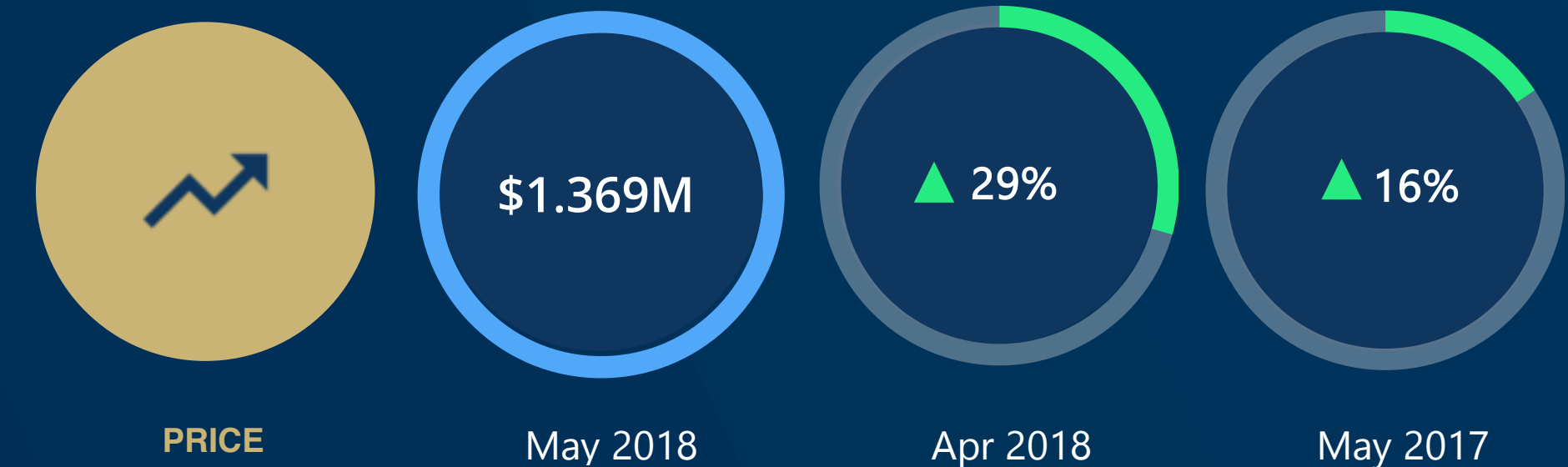
In West Vancouver, the number of new listings for condos and townhouses in May 2018 was 105, a 8% increase compared to April 2018, when 97 homes were listed, and a 64% increase from the 64 properties listed last May.



In West Vancouver, the sales-to-active listings ratio for condos and townhouses for May 2018 was 23%, a 1% increase compared to April 2018, when the ratio was 22%, and a 27% decrease from the 50% ratio last May.



The number of condos and townhouses sold in West Vancouver in May 2018 was 24 , a 14% increase compared to April 2018, when 21 homes were sold, and a 25% decrease from the 32 properties sold last May.



In West Vancouver, the average sale price for condos and townhouses in May 2018 was \$1.369M, a 29% increase compared to April 2018, when the average sale price was \$1.058M, and a 16% increase from the \$1.184M average sale price from last May.

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