

demand driven by its quality of life, top-tier schools, and limited land supply. Market pauses are normal and temporary—but they reward those who stay informed and act decisively.

Whether you're considering buying, selling, or simply want to understand how these changes affect your home's value, I'm here as your local expert and advisor. Let's talk about your goals and how to position you for success—now and in the months ahead.

Thank you.



**Call me today for an honest, professional  
and free valuation of your home.**

**604.626.5092**

*Gordon Vignehart*  
*with*  
**MSCI**  
**The Westside**  
**RE**



*great homes*

## Westside House Market Report May 2025



**Resilience, Strategy and  
Opportunity in a  
Shifting Spring Market**

*Gordon Vignehart*



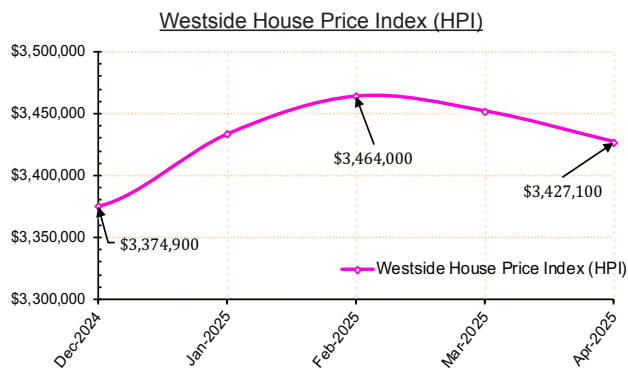
*28 years*  
of Real Estate Sales in your community.

# Inside the Westside

## Resilience, Strategy and Opportunity in a Shifting Spring Market

This year's Spring market on Vancouver's Westside has defied seasonal expectations. Traditionally, Spring brings a surge in both sales activity and pricing momentum - but 2025 is unfolding differently. Despite a declining mortgage rate environment, which typically spurs buyer interest, the expected uptick in the market has not materialized.

After a promising start to the year, with house prices rising in January and February, we've seen a shift. Prices have edged downward since early March 2025 (see graph below).

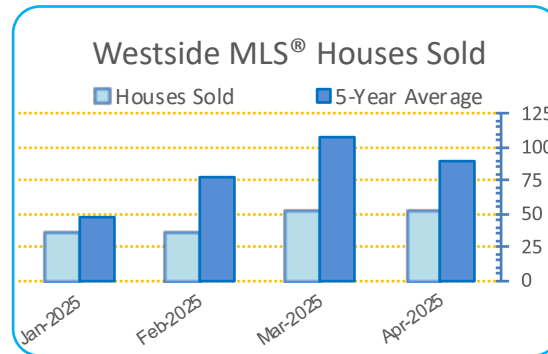


The House Price Index (HPI) represents the price of a typical house on the Westside and takes into consideration what averages and medians do not – items such as lot size, location, age, floor area, number of rooms, etc.

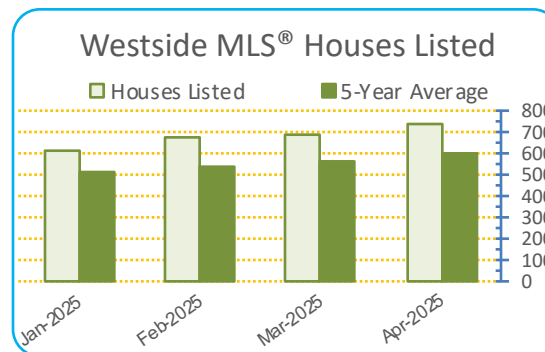
And starting in February 2025, the number of houses sold every month has been significantly below the 5-year average. In April 2025, the number of houses sold on the Westside was down 42% compared to

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the five-year average (see chart below).



At the same time, the number of homes listed for sale at the end of April 2025 was up 17% from the five-year average (see chart below).



This has created more choice for buyers—and more competition for sellers.

**So, what's driving this unexpected pause in the Spring Market?** Economic uncertainty, both at home and abroad, and ongoing concerns around potential U.S. tariffs have contributed to buyer hesitation. Many are waiting for more clarity before making a move, even as borrowing becomes more affordable.

Real estate markets are cyclical, and every shift creates opportunity—for those who recognize it. Buyers currently benefit from reduced competition and a broader selection of homes. Conditions are ideal for securing favorable terms, particularly with today's lower mortgage rates. For sellers, the key is strategic positioning. In a market with more listings, homes that are priced correctly and marketed effectively still sell and attract serious buyers.

**What's encouraging is that we are seeing motivated, qualified buyers in the market.** They're just being more selective and value-conscious. As a seller, this means preparation and presentation are more important than ever. I work closely with my clients to ensure every listing stands out—through smart pricing, compelling marketing and professional staging advice. My Marketing Plan backed by proven systems and 28-years of experience can be quickly implemented to maximize the value of your home.

**Looking ahead, it's important to stay focused on fundamentals.** Vancouver's Westside remains one of Canada's most desirable residential areas, with resilient

(continued on back of page...)

**Call me today:  
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