

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT December 31, 2017

DETACHED

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
NEW	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	129,044,020	66,733,205	93 %	1,551,076,000	1,465,800,198	5 %
Units Listed	97	80	21 %	1,929	1,693	13 %
Units Sold	56	28	100 %	679	681	0 %
Sale Success Ratio	30%	18 %		36 %	42 %	
% Sales to Listings	57%	35 %		35 %	40 %	
Avg Price/Unit	2,304,357	2,383,328	3- %	2,284,353	2,152,423	6 %
Active Listings	533	449	18 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
RESALE	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	964,560,084	841,791,954	14 %	18,474,659,168	24,174,517,334	23- %
Units Listed	584	437	33 %	21,384	24,325	12- %
Units Sold	569	514	10 %	10,909	14,049	22- %
Sale Success Ratio	37%	37 %		52 %	60 %	
% Sales to Listings	97%	117 %		51 %	57 %	
Avg Price/Unit	1,695,184	1,637,727	3 %	1,693,524	1,720,728	1- %
Active Listings	3,742	3,262	14 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
ALL	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	1,093,604,104	908,525,159	20 %	20,025,735,168	25,640,317,532	21- %
Units Listed	681	517	31 %	23,313	26,018	10- %
Units Sold	625	542	15 %	11,588	14,730	21- %
Sale Success Ratio	36%	35 %		50 %	59 %	
% Sales to Listings	91%	104 %		49 %	56 %	
Avg Price/Unit	1,749,766	1,676,245	4 %	1,728,144	1,740,686	0 %
Active Listings	4,275	3,711	15 %			

ATTACHED

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
NEW	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	57,973,933	38,329,400	51 %	860,978,185	659,676,193	30 %
Units Listed	74	37	100 %	1,560	1,188	31 %
Units Sold	59	44	34 %	899	750	19 %
Sale Success Ratio	49%	44 %		61 %	64 %	
% Sales to Listings	79%	118 %		57 %	63 %	
Avg Price/Unit	982,609	871,122	12 %	957,706	879,568	8 %
Active Listings	313	208	50 %			

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT December 31, 2017

ATTACHED

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	270,579,120	156,090,616	73 %	4,534,822,026	4,184,484,204	8 %
Units Listed	221	159	38 %	7,148	7,276	1- %
Units Sold	312	214	45 %	5,383	5,580	3- %
Sale Success Ratio	70%	59 %		75 %	78 %	
% Sales to Listings	141%	134 %		75 %	76 %	
Avg Price/Unit	867,240	729,395	18 %	842,433	749,907	12 %
Active Listings	644	618	4 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	328,553,053	194,420,016	68 %	5,395,800,211	4,844,160,397	11 %
Units Listed	295	196	50 %	8,708	8,464	2 %
Units Sold	371	258	43 %	6,282	6,330	0 %
Sale Success Ratio	66%	55 %		73 %	76 %	
% Sales to Listings	125%	131 %		72 %	74 %	
Avg Price/Unit	885,587	753,565	17 %	858,930	765,270	12 %
Active Listings	957	826	15 %			

APARTMENTS

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
NEW						
Gross Sales	101,065,368	105,726,839	4- %	1,388,060,985	1,317,941,718	5 %
Units Listed	178	130	36 %	2,788	3,144	11- %
Units Sold	127	154	17- %	1,796	2,082	13- %
Sale Success Ratio	61%	56 %		64 %	61 %	
% Sales to Listings	71%	118 %		64 %	66 %	
Avg Price/Unit	795,790	686,537	15 %	772,862	633,017	22 %
Active Listings	445	457	2- %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	594,379,253	433,137,469	37 %	10,403,138,499	9,178,953,653	13 %
Units Listed	741	472	56 %	19,993	20,121	0 %
Units Sold	901	761	18 %	16,397	16,879	2- %
Sale Success Ratio	74%	69 %		81 %	80 %	
% Sales to Listings	121%	161 %		82 %	83 %	
Avg Price/Unit	659,688	569,168	15 %	634,453	543,809	16 %
Active Listings	1,281	1,351	5- %			

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT December 31, 2017

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	695,444,621	538,864,308	29 %	11,791,199,484	10,496,895,371	12 %
Units Listed	919	602	52 %	22,781	23,265	2- %
Units Sold	1,028	915	12 %	18,193	18,961	4- %
Sale Success Ratio	72%	67 %		79 %	77 %	
% Sales to Listings	111%	151 %		79 %	81 %	
Avg Price/Unit	676,502	588,922	14 %	648,117	553,604	17 %
Active Listings	1,726	1,808	4- %			

DET/ATT/APT SUB-TOTALS

NEW	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	288,083,321	210,789,444	36 %	3,800,115,170	3,443,418,109	10 %
Units Listed	349	247	41 %	6,277	6,025	4 %
Units Sold	242	226	7 %	3,374	3,513	3- %
Sale Success Ratio	47%	43 %		55 %	57 %	
% Sales to Listings	69%	91 %		53 %	58 %	
Avg Price/Unit	1,190,426	932,696	27 %	1,126,293	980,193	14 %
Active Listings	1,291	1,114	15 %			

RESALE	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	1,829,518,457	1,431,020,039	27 %	33,412,619,693	37,537,955,191	10- %
Units Listed	1,546	1,068	44 %	48,525	51,722	6- %
Units Sold	1,782	1,489	19 %	32,689	36,508	10- %
Sale Success Ratio	56%	52 %		67 %	71 %	
% Sales to Listings	115%	139 %		67 %	70 %	
Avg Price/Unit	1,026,665	961,061	6 %	1,022,136	1,028,211	0 %
Active Listings	5,667	5,231	8 %			

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	2,117,601,778	1,641,809,483	28 %	37,212,734,863	40,981,373,300	9- %
Units Listed	1,895	1,315	44 %	54,802	57,747	5- %
Units Sold	2,024	1,715	18 %	36,063	40,021	9- %
Sale Success Ratio	54%	51 %		66 %	69 %	
% Sales to Listings	106%	130 %		65 %	69 %	
Avg Price/Unit	1,046,245	957,323	9 %	1,031,881	1,023,996	0 %
Active Listings	6,958	6,345	9 %			

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT December 31, 2017

MULTI FAMILY REVENUE

-----CURRENT MONTH-----

-----YEAR TO DATE-----

NEW	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	2,000,000	0	0 %	9,629,200	3,403,500	182 %
Units Listed	0	0	0 %	18	12	50 %
Units Sold	1	0	0 %	6	3	100 %
Sale Success Ratio	33%	0 %		30 %	25 %	
% Sales to Listings	0%	0 %		33 %	25 %	
Avg Price/Unit	2,000,000	0	0 %	1,604,866	1,134,500	41 %
Active Listings	1	3	66- %			

-----CURRENT MONTH-----

-----YEAR TO DATE-----

RESALE	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	17,756,000	2,230,000	696 %	157,181,000	163,351,787	3- %
Units Listed	10	2	400 %	202	214	5- %
Units Sold	7	2	250 %	74	95	22- %
Sale Success Ratio	38%	14 %		39 %	45 %	
% Sales to Listings	70%	100 %		36 %	44 %	
Avg Price/Unit	2,536,571	1,115,000	127 %	2,124,067	1,719,492	23 %
Active Listings	41	28	46 %			

-----CURRENT MONTH-----

-----YEAR TO DATE-----

ALL	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	19,756,000	2,230,000	785 %	166,810,200	166,755,287	0 %
Units Listed	10	2	400 %	220	226	2- %
Units Sold	8	2	300 %	80	98	18- %
Sale Success Ratio	38%	14 %		38 %	44 %	
% Sales to Listings	80%	100 %		36 %	43 %	
Avg Price/Unit	2,469,500	1,115,000	121 %	2,085,127	1,701,584	22 %
Active Listings	42	31	35 %			

LAND ONLY

-----CURRENT MONTH-----

-----YEAR TO DATE-----

ALL	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	33,899,500	8,752,810	287 %	379,172,332	436,147,380	13- %
Units Listed	54	33	63 %	1,038	1,263	17- %
Units Sold	37	26	42 %	461	761	39- %
Sale Success Ratio	44%	29 %		43 %	51 %	
% Sales to Listings	68%	78 %		44 %	60 %	
Avg Price/Unit	916,202	336,646	172 %	822,499	573,124	43 %
Active Listings	540	568	4- %			

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TOTAL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
NEW						
Gross Sales	290,083,321	210,789,444	37 %	3,809,744,370	3,446,821,609	10 %
Units Listed	349	247	41 %	6,295	6,037	4 %
Units Sold	243	226	7 %	3,380	3,516	3- %
Sale Success Ratio	47%	43 %		55 %	57 %	
% Sales to Listings	69%	91 %		53 %	58 %	
Avg Price/Unit	1,193,758	932,696	27 %	1,127,143	980,324	14 %
Active Listings	1,292	1,117	15 %			
RESALE						
Gross Sales	1,881,173,957	1,442,002,849	30 %	33,948,973,025	38,137,454,358	10- %
Units Listed	1,610	1,103	45 %	49,765	53,199	6- %
Units Sold	1,826	1,517	20 %	33,224	37,364	11- %
Sale Success Ratio	55%	51 %		67 %	70 %	
% Sales to Listings	113%	137 %		66 %	70 %	
Avg Price/Unit	1,030,215	950,562	8 %	1,021,820	1,020,700	0 %
Active Listings	6,248	5,827	7 %			
ALL						
Gross Sales	2,171,257,278	1,652,792,293	31 %	37,758,717,395	41,584,275,967	9- %
Units Listed	1,959	1,350	45 %	56,060	59,236	5- %
Units Sold	2,069	1,743	18 %	36,604	40,880	10- %
Sale Success Ratio	54%	50 %		65 %	69 %	
% Sales to Listings	105%	129 %		65 %	69 %	
Avg Price/Unit	1,049,423	948,245	10 %	1,031,546	1,017,227	1 %
Active Listings	7,540	6,944	8 %			