

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT December 31, 2018

DETACHED

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
NEW	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	80,531,029	129,044,020	37- %	912,593,135	1,551,076,000	41- %
Units Listed	73	97	24- %	1,754	1,929	9- %
Units Sold	34	56	39- %	417	679	38- %
Sale Success Ratio	21%	30 %		24 %	36 %	
% Sales to Listings	46%	57 %		23 %	35 %	
Avg Price/Unit	2,368,559	2,304,357	2 %	2,188,472	2,284,353	4- %
Active Listings	562	533	5 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
RESALE	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	506,109,831	964,560,084	47- %	11,882,475,801	18,474,659,168	35- %
Units Listed	471	584	19- %	19,558	21,384	8- %
Units Sold	318	569	44- %	7,183	10,909	34- %
Sale Success Ratio	25%	37 %		37 %	52 %	
% Sales to Listings	67%	97 %		36 %	51 %	
Avg Price/Unit	1,591,540	1,695,184	6- %	1,654,249	1,693,524	2- %
Active Listings	4,363	3,742	16 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
ALL	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	586,640,860	1,093,604,104	46- %	12,795,068,936	20,025,735,168	36- %
Units Listed	544	681	20- %	21,312	23,313	8- %
Units Sold	352	625	43- %	7,600	11,588	34- %
Sale Success Ratio	25%	36 %		36 %	50 %	
% Sales to Listings	64%	91 %		35 %	49 %	
Avg Price/Unit	1,666,593	1,749,766	4- %	1,683,561	1,728,144	2- %
Active Listings	4,925	4,275	15 %			

ATTACHED

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
NEW	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	35,659,746	57,973,933	38- %	525,310,411	860,978,185	38- %
Units Listed	57	74	22- %	1,426	1,560	8- %
Units Sold	38	59	35- %	491	899	45- %
Sale Success Ratio	34%	49 %		36 %	61 %	
% Sales to Listings	66%	79 %		34 %	57 %	
Avg Price/Unit	938,414	982,609	4- %	1,069,878	957,706	11 %
Active Listings	402	313	28 %			

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT December 31, 2018

ATTACHED

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
RESALE	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	133,202,754	270,579,120	50- %	3,466,130,915	4,534,822,026	23- %
Units Listed	166	221	24- %	7,410	7,148	3 %
Units Sold	151	312	51- %	3,815	5,383	29- %
Sale Success Ratio	33%	70 %		55 %	75 %	
% Sales to Listings	90%	141 %		51 %	75 %	
Avg Price/Unit	882,137	867,240	1 %	908,553	842,433	7 %
Active Listings	1,177	644	82 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
ALL	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	168,862,500	328,553,053	48- %	3,991,441,326	5,395,800,211	26- %
Units Listed	223	295	24- %	8,836	8,708	1 %
Units Sold	189	371	49- %	4,306	6,282	31- %
Sale Success Ratio	33%	66 %		52 %	73 %	
% Sales to Listings	84%	125 %		48 %	72 %	
Avg Price/Unit	893,452	885,587	0 %	926,948	858,930	7 %
Active Listings	1,579	957	64 %			

APARTMENTS

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
NEW	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	49,008,706	101,065,368	51- %	993,708,076	1,388,060,985	28- %
Units Listed	125	178	29- %	2,702	2,788	3- %
Units Sold	56	127	55- %	1,142	1,796	36- %
Sale Success Ratio	29%	61 %		45 %	64 %	
% Sales to Listings	44%	71 %		42 %	64 %	
Avg Price/Unit	875,155	795,790	9 %	870,147	772,862	12 %
Active Listings	644	445	44 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
RESALE	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	313,541,579	594,379,253	47- %	8,172,699,416	10,403,138,499	21- %
Units Listed	518	741	30- %	20,948	19,993	4 %
Units Sold	479	901	46- %	11,629	16,397	29- %
Sale Success Ratio	37%	74 %		60 %	81 %	
% Sales to Listings	92%	121 %		55 %	82 %	
Avg Price/Unit	654,575	659,688	0 %	702,786	634,453	10 %
Active Listings	3,127	1,281	144 %			

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT December 31, 2018

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	362,550,285	695,444,621	47- %	9,166,407,492	11,791,199,484	22- %
Units Listed	643	919	30- %	23,650	22,781	3 %
Units Sold	535	1,028	47- %	12,771	18,193	29- %
Sale Success Ratio	36%	72 %		59 %	79 %	
% Sales to Listings	83%	111 %		54 %	79 %	
Avg Price/Unit	677,664	676,502	0 %	717,751	648,117	10 %
Active Listings	3,771	1,726	118 %			

DET/ATT/APT SUB-TOTALS

NEW	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	165,199,481	288,083,321	42- %	2,431,611,622	3,800,115,170	36- %
Units Listed	255	349	26- %	5,882	6,277	6- %
Units Sold	128	242	47- %	2,050	3,374	39- %
Sale Success Ratio	27%	47 %		36 %	55 %	
% Sales to Listings	50%	69 %		34 %	53 %	
Avg Price/Unit	1,290,620	1,190,426	8 %	1,186,152	1,126,293	5 %
Active Listings	1,608	1,291	24 %			

RESALE	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	952,854,164	1,829,518,457	47- %	23,521,306,132	33,412,619,693	29- %
Units Listed	1,155	1,546	25- %	47,916	48,525	1- %
Units Sold	948	1,782	46- %	22,627	32,689	30- %
Sale Success Ratio	31%	56 %		50 %	67 %	
% Sales to Listings	82%	115 %		47 %	67 %	
Avg Price/Unit	1,005,120	1,026,665	2- %	1,039,523	1,022,136	1 %
Active Listings	8,667	5,667	52 %			

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	1,118,053,645	2,117,601,778	47- %	25,952,917,754	37,212,734,863	30- %
Units Listed	1,410	1,895	25- %	53,798	54,802	1- %
Units Sold	1,076	2,024	46- %	24,677	36,063	31- %
Sale Success Ratio	31%	54 %		48 %	66 %	
% Sales to Listings	76%	106 %		45 %	65 %	
Avg Price/Unit	1,039,083	1,046,245	0 %	1,051,704	1,031,881	1 %
Active Listings	10,275	6,958	47 %			

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT December 31, 2018

MULTI FAMILY REVENUE

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

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

NEW	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	0	2,000,000	100- %	3,085,000	9,629,200	67- %
Units Listed	1	0	0 %	15	18	16- %
Units Sold	0	1	100- %	2	6	66- %
Sale Success Ratio	0%	33 %		20 %	30 %	
% Sales to Listings	0%	0 %		13 %	33 %	
Avg Price/Unit	0	2,000,000	100- %	1,542,500	1,604,866	3- %
Active Listings	6	1	500 %			

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

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

RESALE	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	0	17,756,000	100- %	93,732,695	157,181,000	40- %
Units Listed	2	10	80- %	155	202	23- %
Units Sold	0	7	100- %	42	74	43- %
Sale Success Ratio	0%	38 %		26 %	39 %	
% Sales to Listings	0%	70 %		27 %	36 %	
Avg Price/Unit	0	2,536,571	100- %	2,231,730	2,124,067	5 %
Active Listings	39	41	4- %			

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

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

ALL	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	0	19,756,000	100- %	96,817,695	166,810,200	41- %
Units Listed	3	10	70- %	170	220	22- %
Units Sold	0	8	100- %	44	80	45- %
Sale Success Ratio	0%	38 %		26 %	38 %	
% Sales to Listings	0%	80 %		25 %	36 %	
Avg Price/Unit	0	2,469,500	100- %	2,200,402	2,085,127	5 %
Active Listings	45	42	7 %			

LAND ONLY

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

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

ALL	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	5,416,297	33,899,500	84- %	214,607,855	379,172,332	43- %
Units Listed	42	54	22- %	1,118	1,038	7 %
Units Sold	18	37	51- %	330	461	28- %
Sale Success Ratio	23%	44 %		30 %	43 %	
% Sales to Listings	42%	68 %		29 %	44 %	
Avg Price/Unit	300,905	916,202	67- %	650,326	822,499	20- %
Active Listings	587	540	8 %			

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT December 31, 2018

TOTAL

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
NEW	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	165,199,481	290,083,321	43- %	2,434,696,622	3,809,744,370	36- %
Units Listed	256	349	26- %	5,897	6,295	6- %
Units Sold	128	243	47- %	2,052	3,380	39- %
Sale Success Ratio	27%	47 %		36 %	55 %	
% Sales to Listings	50%	69 %		34 %	53 %	
Avg Price/Unit	1,290,620	1,193,758	8 %	1,186,499	1,127,143	5 %
Active Listings	1,614	1,292	24 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
RESALE	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	958,270,461	1,881,173,957	49- %	23,829,646,682	33,948,973,025	29- %
Units Listed	1,199	1,610	25- %	49,189	49,765	1- %
Units Sold	966	1,826	47- %	22,999	33,224	30- %
Sale Success Ratio	31%	55 %		49 %	67 %	
% Sales to Listings	80%	113 %		46 %	66 %	
Avg Price/Unit	991,998	1,030,215	3- %	1,036,116	1,021,820	1 %
Active Listings	9,293	6,248	48 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
ALL	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	1,123,469,942	2,171,257,278	48- %	26,264,343,304	37,758,717,395	30- %
Units Listed	1,455	1,959	25- %	55,086	56,060	1- %
Units Sold	1,094	2,069	47- %	25,051	36,604	31- %
Sale Success Ratio	31%	54 %		48 %	65 %	
% Sales to Listings	75%	105 %		45 %	65 %	
Avg Price/Unit	1,026,937	1,049,423	2- %	1,048,434	1,031,546	1 %
Active Listings	10,907	7,540	44 %			