

## REAL ESTATE BOARD OF GREATER VANCOUVER

## SALES SUMMARY AS AT NOVEMBER 30, 2017

## AREA: Burnaby North

## DETACHED

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>55,837,700</b>	<b>34,842,887</b>	<b>60 %</b>	<b>648,455,273</b>	<b>878,468,059</b>	<b>26- %</b>
Units Listed	<b>66</b>	<b>34</b>	<b>94 %</b>	<b>928</b>	<b>990</b>	<b>6- %</b>
Units Sold	<b>32</b>	<b>23</b>	<b>39 %</b>	<b>380</b>	<b>514</b>	<b>26- %</b>
Sale Success Ratio	<b>35 %</b>	<b>38 %</b>		<b>44 %</b>	<b>57 %</b>	
% Sales to Listings	<b>48 %</b>	<b>67 %</b>		<b>40 %</b>	<b>51 %</b>	
Avg Price/Unit	<b>1,744,928</b>	<b>1,514,908</b>	<b>15 %</b>	<b>1,706,461</b>	<b>1,709,081</b>	<b>0 %</b>
Active Listings	<b>200</b>	<b>161</b>	<b>24 %</b>			

## ATTACHED

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>8,371,000</b>	<b>6,572,688</b>	<b>27 %</b>	<b>228,330,709</b>	<b>209,637,398</b>	<b>8 %</b>
Units Listed	<b>29</b>	<b>17</b>	<b>70 %</b>	<b>422</b>	<b>434</b>	<b>2- %</b>
Units Sold	<b>13</b>	<b>9</b>	<b>44 %</b>	<b>296</b>	<b>320</b>	<b>7- %</b>
Sale Success Ratio	<b>50 %</b>	<b>47 %</b>		<b>72 %</b>	<b>74 %</b>	
% Sales to Listings	<b>44 %</b>	<b>52 %</b>		<b>70 %</b>	<b>73 %</b>	
Avg Price/Unit	<b>643,923</b>	<b>730,298</b>	<b>11- %</b>	<b>771,387</b>	<b>655,116</b>	<b>17 %</b>
Active Listings	<b>49</b>	<b>46</b>	<b>6 %</b>			

## APARTMENTS

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>51,487,976</b>	<b>41,018,947</b>	<b>25 %</b>	<b>540,154,509</b>	<b>482,207,604</b>	<b>12 %</b>
Units Listed	<b>93</b>	<b>90</b>	<b>3 %</b>	<b>1,214</b>	<b>1,306</b>	<b>7- %</b>
Units Sold	<b>99</b>	<b>89</b>	<b>11 %</b>	<b>1,018</b>	<b>1,072</b>	<b>5- %</b>
Sale Success Ratio	<b>90 %</b>	<b>81 %</b>		<b>84 %</b>	<b>81 %</b>	
% Sales to Listings	<b>106 %</b>	<b>98 %</b>		<b>83 %</b>	<b>82 %</b>	
Avg Price/Unit	<b>520,080</b>	<b>460,887</b>	<b>12 %</b>	<b>530,603</b>	<b>449,820</b>	<b>17 %</b>
Active Listings	<b>84</b>	<b>130</b>	<b>35- %</b>			

## DET/ATT/APT SUB-TOTALS

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>115,696,676</b>	<b>82,434,522</b>	<b>40 %</b>	<b>1,416,940,491</b>	<b>1,570,313,061</b>	<b>9- %</b>
Units Listed	<b>188</b>	<b>141</b>	<b>33 %</b>	<b>2,564</b>	<b>2,730</b>	<b>6- %</b>
Units Sold	<b>144</b>	<b>121</b>	<b>19 %</b>	<b>1,694</b>	<b>1,906</b>	<b>11- %</b>
Sale Success Ratio	<b>63 %</b>	<b>64 %</b>		<b>68 %</b>	<b>72 %</b>	
% Sales to Listings	<b>76 %</b>	<b>85 %</b>		<b>66 %</b>	<b>69 %</b>	
Avg Price/Unit	<b>803,449</b>	<b>681,277</b>	<b>17 %</b>	<b>836,446</b>	<b>823,878</b>	<b>1 %</b>
Active Listings	<b>333</b>	<b>337</b>	<b>1- %</b>			

## MULTI FAMILY REVENUE



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ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	0	0	0 %	8,188,000	12,683,000	35- %
Units Listed	1	0	0 %	26	11	136 %
Units Sold	0	0	0 %	4	6	33- %
Sale Success Ratio	0 %	0 %		20 %	60 %	
% Sales to Listings	0 %	0 %		15 %	54 %	
Avg Price/Unit	0	0	0 %	2,047,000	2,113,833	3- %
Active Listings	7	1	600 %			

## LAND ONLY

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	0	0	0 %	9,126,000	4,250,000	114 %
Units Listed	0	0	0 %	13	11	18 %
Units Sold	0	0	0 %	6	2	200 %
Sale Success Ratio	0 %	0 %		37 %	20 %	
% Sales to Listings	0 %	0 %		46 %	18 %	
Avg Price/Unit	0	0	0 %	1,521,000	2,125,000	28- %
Active Listings	1	4	75- %			

## RES SUB-TOTAL

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	115,696,676	82,434,522	40 %	1,434,254,491	1,587,246,061	9- %
Units Listed	189	141	34 %	2,603	2,752	5- %
Units Sold	144	121	19 %	1,704	1,914	10- %
Sale Success Ratio	62 %	64 %		68 %	71 %	
% Sales to Listings	76 %	85 %		65 %	69 %	
Avg Price/Unit	803,449	681,277	17 %	841,698	829,282	1 %
Active Listings	341	342	0 %			

## TOTAL

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	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	115,696,676	82,434,522	40 %	1,434,254,491	1,587,246,061	9- %
Units Listed	189	141	34 %	2,603	2,752	5- %
Units Sold	144	121	19 %	1,704	1,914	10- %
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