

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT JULY 31, 2017

AREA: Burnaby East

DETACHED

| ALL | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|-------------------|--------------|------------------------|--------------------|--------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Gross Sales | 20,154,800 | 13,190,600 | 52 % | 117,953,217 | 189,781,231 | 37- % |
| Units Listed | 19 | 31 | 38- % | 159 | 235 | 32- % |
| Units Sold | 13 | 9 | 44 % | 80 | 132 | 39- % |
| Sale Success Ratio | 61 % | 45 % | | 56 % | 66 % | |
| % Sales to Listings | 68 % | 29 % | | 50 % | 56 % | |
| Avg Price/Unit | 1,550,369 | 1,465,622 | 5 % | 1,474,415 | 1,437,736 | 2 % |
| Active Listings | 58 | 60 | 3- % | | | |

ATTACHED

| ALL | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|------------------|--------------|------------------------|-------------------|--------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Gross Sales | 8,711,800 | 8,422,000 | 3 % | 66,796,532 | 60,737,798 | 9 % |
| Units Listed | 27 | 17 | 58 % | 120 | 136 | 11- % |
| Units Sold | 13 | 13 | 0 % | 88 | 90 | 2- % |
| Sale Success Ratio | 86 % | 61 % | | 80 % | 75 % | |
| % Sales to Listings | 48 % | 76 % | | 73 % | 66 % | |
| Avg Price/Unit | 670,138 | 647,846 | 3 % | 759,051 | 674,864 | 12 % |
| Active Listings | 27 | 31 | 12- % | | | |

APARTMENTS

| ALL | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|------------------|--------------|------------------------|-------------------|--------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Gross Sales | 1,833,200 | 5,180,000 | 64- % | 33,502,626 | 33,438,753 | 0 % |
| Units Listed | 13 | 15 | 13- % | 92 | 90 | 2 % |
| Units Sold | 4 | 10 | 60- % | 66 | 77 | 14- % |
| Sale Success Ratio | 44 % | 71 % | | 74 % | 77 % | |
| % Sales to Listings | 30 % | 66 % | | 71 % | 85 % | |
| Avg Price/Unit | 458,300 | 518,000 | 11- % | 507,615 | 434,269 | 16 % |
| Active Listings | 18 | 12 | 50 % | | | |

DET/ATT/APT SUB-TOTALS

| ALL | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|-------------------|-------------|------------------------|--------------------|--------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Gross Sales | 30,699,800 | 26,792,600 | 14 % | 218,252,375 | 283,957,782 | 23- % |
| Units Listed | 59 | 63 | 6- % | 371 | 461 | 19- % |
| Units Sold | 30 | 32 | 6- % | 234 | 299 | 21- % |
| Sale Success Ratio | 66 % | 58 % | | 68 % | 71 % | |
| % Sales to Listings | 50 % | 50 % | | 63 % | 64 % | |
| Avg Price/Unit | 1,023,326 | 837,268 | 22 % | 932,702 | 949,691 | 1- % |
| Active Listings | 103 | 103 | 0 % | | | |

MULTI FAMILY REVENUE



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SALES SUMMARY AS AT JULY 31, 2017

AREA: Burnaby East

| ALL | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|------------|------------|------------------------|------------------|-------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Gross Sales | 1,625,000 | 0 | 0 % | 4,540,000 | 3,201,000 | 41 % |
| Units Listed | 1 | 0 | 0 % | 5 | 5 | 0 % |
| Units Sold | 1 | 0 | 0 % | 3 | 2 | 50 % |
| Sale Success Ratio | 50 % | 0 % | | 75 % | 40 % | |
| % Sales to Listings | 100 % | 0 % | | 60 % | 40 % | |
| Avg Price/Unit | 1,625,000 | 0 | 0 % | 1,513,333 | 1,600,500 | 5- % |
| Active Listings | 1 | 0 | 0 % | | | |

LAND ONLY

| ALL | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|------------|------------|------------------------|------------------|---------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Gross Sales | 0 | 0 | 0 % | 0 | 1,050,000 | 100- % |
| Units Listed | 0 | 0 | 0 % | 0 | 8 | 100- % |
| Units Sold | 0 | 0 | 0 % | 0 | 1 | 100- % |
| Sale Success Ratio | 0 % | 0 % | | 0 % | 12 % | |
| % Sales to Listings | 0 % | 0 % | | 0 % | 12 % | |
| Avg Price/Unit | 0 | 0 | 0 % | 0 | 1,050,000 | 100- % |
| Active Listings | 0 | 0 | 0 % | | | |

RES SUB-TOTAL

| ALL | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|-------------------|-------------|------------------------|--------------------|--------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Gross Sales | 32,324,800 | 26,792,600 | 20 % | 222,792,375 | 288,208,782 | 22- % |
| Units Listed | 60 | 63 | 4- % | 376 | 474 | 20- % |
| Units Sold | 31 | 32 | 3- % | 237 | 302 | 21- % |
| Sale Success Ratio | 65 % | 55 % | | 68 % | 70 % | |
| % Sales to Listings | 51 % | 50 % | | 63 % | 63 % | |
| Avg Price/Unit | 1,042,735 | 837,268 | 24 % | 940,052 | 954,333 | 1- % |
| Active Listings | 104 | 103 | 0 % | | | |

IC&I - BUSINESS

| ALL | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|------------|---------------|------------------------|---------------|--------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Gross Sales | 90,000 | 0 | 0 % | 90,000 | 25,000 | 260 % |
| Units Listed | 0 | 3 | 100- % | 9 | 3 | 200 % |
| Units Sold | 1 | 0 | 0 % | 1 | 1 | 0 % |
| Sale Success Ratio | 100 % | 0 % | | 20 % | 25 % | |
| % Sales to Listings | 0 % | 0 % | | 11 % | 33 % | |
| Avg Price/Unit | 90,000 | 0 | 0 % | 90,000 | 25,000 | 260 % |
| Active Listings | 6 | 4 | 50 % | | | |

IC&I - INDUSTRIAL/COMMERCIAL

| ALL | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|------------|------------|------------------------|------------------|--------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Gross Sales | 0 | 0 | 0 % | 899,000 | 4,850,000 | 81- % |
| Units Listed | 1 | 0 | 0 % | 4 | 0 | 0 % |
| Units Sold | 0 | 0 | 0 % | 1 | 2 | 50- % |
| Sale Success Ratio | 0 % | 0 % | | 50 % | 66 % | |
| % Sales to Listings | 0 % | 0 % | | 25 % | 0 % | |
| Avg Price/Unit | 0 | 0 | 0 % | 899,000 | 2,425,000 | 62- % |
| Active Listings | 3 | 0 | 0 % | | | |

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT JULY 31, 2017

AREA: Burnaby East

IC&I - MULTI FAMILY

| ALL | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|-----------|----------|------------------------|-----------|----------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Gross Sales | 0 | 0 | 0 % | 0 | 0 | 0 % |
| Units Listed | 0 | 0 | 0 % | 1 | 0 | 0 % |
| Units Sold | 0 | 0 | 0 % | 0 | 0 | 0 % |
| Sale Success Ratio | 0 % | 0 % | | 0 % | 0 % | |
| % Sales to Listings | 0 % | 0 % | | 0 % | 0 % | |
| Avg Price/Unit | 0 | 0 | 0 % | 0 | 0 | 0 % |
| Active Listings | 1 | 0 | 0 % | | | |

IC&I - LAND & FARMS

| ALL | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|-----------|----------|------------------------|-----------|----------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Gross Sales | 0 | 0 | 0 % | 0 | 0 | 0 % |
| Units Listed | 0 | 0 | 0 % | 2 | 0 | 0 % |
| Units Sold | 0 | 0 | 0 % | 0 | 0 | 0 % |
| Sale Success Ratio | 0 % | 0 % | | 0 % | 0 % | |
| % Sales to Listings | 0 % | 0 % | | 0 % | 0 % | |
| Avg Price/Unit | 0 | 0 | 0 % | 0 | 0 | 0 % |
| Active Listings | 2 | 0 | 0 % | | | |

ICI SUB-TOTAL

| ALL | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|-----------|----------|------------------------|-----------|----------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Gross Sales | 90,000 | 0 | 0 % | 989,000 | 4,875,000 | 79- % |
| Units Listed | 1 | 3 | 66- % | 16 | 3 | 433 % |
| Units Sold | 1 | 0 | 0 % | 2 | 3 | 33- % |
| Sale Success Ratio | 100 % | 0 % | | 28 % | 42 % | |
| % Sales to Listings | 100 % | 0 % | | 12 % | 100 % | |
| Avg Price/Unit | 90,000 | 0 | 0 % | 494,500 | 1,625,000 | 69- % |
| Active Listings | 12 | 4 | 200 % | | | |

TOTAL

| ALL | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|------------|----------|------------------------|-------------|----------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Gross Sales | 32,414,800 | 26,792,600 | 20 % | 223,781,375 | 293,083,782 | 23- % |
| Units Listed | 61 | 66 | 7- % | 392 | 477 | 17- % |
| Units Sold | 32 | 32 | 0 % | 239 | 305 | 21- % |
| Sale Success Ratio | 66 % | 55 % | | 67 % | 69 % | |
| % Sales to Listings | 52 % | 48 % | | 60 % | 63 % | |
| Avg Price/Unit | 1,012,962 | 837,268 | 20 % | 936,323 | 960,930 | 2- % |
| Active Listings | 116 | 107 | 8 % | | | |