

## REAL ESTATE BOARD OF GREATER VANCOUVER

## SALES SUMMARY AS AT MAY 31, 2017

## AREA: Coquitlam

## DETACHED

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>192,828,154</b>	<b>257,131,727</b>	<b>25- %</b>	<b>583,319,834</b>	<b>1,073,116,403</b>	<b>45- %</b>
Units Listed	<b>239</b>	<b>272</b>	<b>12- %</b>	<b>805</b>	<b>1,264</b>	<b>36- %</b>
Units Sold	<b>144</b>	<b>194</b>	<b>25- %</b>	<b>457</b>	<b>845</b>	<b>45- %</b>
Sale Success Ratio	<b>74 %</b>	<b>72 %</b>		<b>65 %</b>	<b>77 %</b>	
% Sales to Listings	<b>60 %</b>	<b>71 %</b>		<b>56 %</b>	<b>66 %</b>	
Avg Price/Unit	<b>1,339,084</b>	<b>1,325,421</b>	<b>1 %</b>	<b>1,276,411</b>	<b>1,269,960</b>	<b>0 %</b>
Active Listings	<b>328</b>	<b>294</b>	<b>11 %</b>			

## ATTACHED

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>58,243,078</b>	<b>50,342,055</b>	<b>15 %</b>	<b>167,940,442</b>	<b>198,592,690</b>	<b>15- %</b>
Units Listed	<b>70</b>	<b>70</b>	<b>0 %</b>	<b>283</b>	<b>365</b>	<b>22- %</b>
Units Sold	<b>76</b>	<b>73</b>	<b>4 %</b>	<b>229</b>	<b>301</b>	<b>23- %</b>
Sale Success Ratio	<b>88 %</b>	<b>85 %</b>		<b>83 %</b>	<b>88 %</b>	
% Sales to Listings	<b>108 %</b>	<b>104 %</b>		<b>80 %</b>	<b>82 %</b>	
Avg Price/Unit	<b>766,356</b>	<b>689,617</b>	<b>11 %</b>	<b>733,364</b>	<b>659,776</b>	<b>11 %</b>
Active Listings	<b>60</b>	<b>59</b>	<b>1 %</b>			

## APARTMENTS

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>66,932,155</b>	<b>70,954,963</b>	<b>5- %</b>	<b>269,984,313</b>	<b>272,221,688</b>	<b>0 %</b>
Units Listed	<b>174</b>	<b>192</b>	<b>9- %</b>	<b>700</b>	<b>868</b>	<b>19- %</b>
Units Sold	<b>139</b>	<b>177</b>	<b>21- %</b>	<b>575</b>	<b>735</b>	<b>21- %</b>
Sale Success Ratio	<b>86 %</b>	<b>89 %</b>		<b>85 %</b>	<b>81 %</b>	
% Sales to Listings	<b>79 %</b>	<b>92 %</b>		<b>82 %</b>	<b>84 %</b>	
Avg Price/Unit	<b>481,526</b>	<b>400,875</b>	<b>20 %</b>	<b>469,537</b>	<b>370,369</b>	<b>26 %</b>
Active Listings	<b>125</b>	<b>159</b>	<b>21- %</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>318,003,387</b>	<b>378,428,745</b>	<b>15- %</b>	<b>1,021,244,589</b>	<b>1,543,930,781</b>	<b>33- %</b>
Units Listed	<b>483</b>	<b>534</b>	<b>9- %</b>	<b>1,788</b>	<b>2,497</b>	<b>28- %</b>
Units Sold	<b>359</b>	<b>444</b>	<b>19- %</b>	<b>1,261</b>	<b>1,881</b>	<b>32- %</b>
Sale Success Ratio	<b>81 %</b>	<b>80 %</b>		<b>76 %</b>	<b>80 %</b>	
% Sales to Listings	<b>74 %</b>	<b>83 %</b>		<b>70 %</b>	<b>75 %</b>	
Avg Price/Unit	<b>885,803</b>	<b>852,316</b>	<b>3 %</b>	<b>809,868</b>	<b>820,803</b>	<b>1- %</b>
Active Listings	<b>513</b>	<b>512</b>	<b>0 %</b>			

## MULTI FAMILY REVENUE



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## AREA: Coquitlam

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	0	1,425,000	100- %	1,500,000	11,349,800	86- %
Units Listed	1	0	0 %	4	14	71- %
Units Sold	0	1	100- %	1	9	88- %
Sale Success Ratio	0 %	50 %		25 %	75 %	
% Sales to Listings	0 %	0 %		25 %	64 %	
Avg Price/Unit	0	1,425,000	100- %	1,500,000	1,261,088	18 %
Active Listings	2	5	60- %			

## LAND ONLY

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	6,800,000	6,995,000	2- %	9,025,000	10,270,000	12- %
Units Listed	5	8	37- %	22	18	22 %
Units Sold	6	2	200 %	9	4	125 %
Sale Success Ratio	100 %	50 %		33 %	25 %	
% Sales to Listings	120 %	25 %		40 %	22 %	
Avg Price/Unit	1,133,333	3,497,500	67- %	1,002,777	2,567,500	60- %
Active Listings	17	12	41 %			

## RES SUB-TOTAL

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	324,803,387	386,848,745	16- %	1,031,769,589	1,565,550,581	34- %
Units Listed	489	542	9- %	1,814	2,529	28- %
Units Sold	365	447	18- %	1,271	1,894	32- %
Sale Success Ratio	81 %	80 %		75 %	80 %	
% Sales to Listings	74 %	82 %		70 %	74 %	
Avg Price/Unit	889,872	865,433	2 %	811,777	826,584	1- %
Active Listings	532	529	0 %			

## IC&amp;I - BUSINESS

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	94,000	1,670,000	94- %	879,000	3,073,500	71- %
Units Listed	5	12	58- %	39	46	15- %
Units Sold	2	2	0 %	9	9	0 %
Sale Success Ratio	40 %	25 %		27 %	21 %	
% Sales to Listings	40 %	16 %		23 %	19 %	
Avg Price/Unit	47,000	835,000	94- %	97,666	341,500	71- %
Active Listings	38	45	15- %			

## IC&amp;I - INDUSTRIAL/COMMERCIAL

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	4,970,000	0	0 %	7,800,000	6,588,500	18 %
Units Listed	2	4	50- %	13	19	31- %
Units Sold	2	0	0 %	4	8	50- %
Sale Success Ratio	50 %	0 %		30 %	38 %	
% Sales to Listings	100 %	0 %		30 %	42 %	
Avg Price/Unit	2,485,000	0	0 %	1,950,000	823,562	136 %
Active Listings	12	12	0 %			

## REAL ESTATE BOARD OF GREATER VANCOUVER

## SALES SUMMARY AS AT MAY 31, 2017

## AREA: Coquitlam

## IC&amp;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 %	0	1	100- %
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	1	0 %			

## IC&amp;I - LAND &amp; FARMS

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	0	0	0 %	0	471,000	100- %
Units Listed	1	0	0 %	1	2	50- %
Units Sold	0	0	0 %	0	1	100- %
Sale Success Ratio	0 %	0 %		0 %	33 %	
% Sales to Listings	0 %	0 %		0 %	50 %	
Avg Price/Unit	0	0	0 %	0	471,000	100- %
Active Listings	1	1	0 %			

## ICI SUB-TOTAL

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	5,064,000	1,670,000	203 %	8,679,000	10,133,000	14- %
Units Listed	8	16	50- %	53	68	22- %
Units Sold	4	2	100 %	13	18	27- %
Sale Success Ratio	44 %	15 %		28 %	27 %	
% Sales to Listings	50 %	12 %		24 %	26 %	
Avg Price/Unit	1,266,000	835,000	51 %	667,615	562,944	18 %
Active Listings	52	59	11- %			

## TOTAL

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	329,867,387	388,518,745	15- %	1,040,448,589	1,575,683,581	33- %
Units Listed	497	558	10- %	1,867	2,597	28- %
Units Sold	369	449	17- %	1,284	1,912	32- %
Sale Success Ratio	80 %	78 %		74 %	78 %	
% Sales to Listings	74 %	80 %		68 %	73 %	
Avg Price/Unit	893,949	865,297	3 %	810,318	824,102	1- %
Active Listings	584	588	0 %			