

## REAL ESTATE BOARD OF GREATER VANCOUVER

## SALES SUMMARY AS AT JULY 31, 2017

## AREA: Coquitlam

## DETACHED

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	117,734,547	129,538,896	9- %	874,388,477	1,399,203,327	37- %
Units Listed	214	222	3- %	1,253	1,718	27- %
Units Sold	92	105	12- %	676	1,108	38- %
Sale Success Ratio	52 %	55 %		62 %	73 %	
% Sales to Listings	42 %	47 %		53 %	64 %	
Avg Price/Unit	1,279,723	1,233,703	3 %	1,293,474	1,262,818	2 %
Active Listings	390	332	17 %			

## ATTACHED

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	31,169,300	35,409,119	11- %	239,589,565	267,409,198	10- %
Units Listed	77	55	40 %	424	502	15- %
Units Sold	40	53	24- %	319	403	20- %
Sale Success Ratio	68 %	85 %		80 %	87 %	
% Sales to Listings	51 %	96 %		75 %	80 %	
Avg Price/Unit	779,232	668,096	16 %	751,064	663,546	13 %
Active Listings	79	76	3 %			

## APARTMENTS

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	67,877,387	55,265,773	22 %	407,737,721	399,695,940	2 %
Units Listed	162	160	1 %	1,037	1,225	15- %
Units Sold	137	134	2 %	855	1,037	17- %
Sale Success Ratio	91 %	85 %		86 %	83 %	
% Sales to Listings	84 %	83 %		82 %	84 %	
Avg Price/Unit	495,455	412,431	20 %	476,886	385,434	23 %
Active Listings	145	171	15- %			

## DET/ATT/APT SUB-TOTALS

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	216,781,234	220,213,788	1- %	1,521,715,763	2,066,308,465	26- %
Units Listed	453	437	3 %	2,714	3,445	21- %
Units Sold	269	292	7- %	1,850	2,548	27- %
Sale Success Ratio	70 %	71 %		74 %	79 %	
% Sales to Listings	59 %	66 %		68 %	73 %	
Avg Price/Unit	805,878	754,156	6 %	822,549	810,953	1 %
Active Listings	614	579	6 %			

## MULTI FAMILY REVENUE



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## SALES SUMMARY AS AT JULY 31, 2017

## AREA: Coquitlam

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	0	0	0 %	1,500,000	11,349,800	86- %
Units Listed	0	1	100- %	6	21	71- %
Units Sold	0	0	0 %	1	9	88- %
Sale Success Ratio	0 %	0 %		16 %	47 %	
% Sales to Listings	0 %	0 %		16 %	42 %	
Avg Price/Unit	0	0	0 %	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	1,300,000	750,000	73 %	13,400,000	11,020,000	21 %
Units Listed	9	7	28 %	36	30	20 %
Units Sold	1	1	0 %	13	5	160 %
Sale Success Ratio	33 %	12 %		36 %	20 %	
% Sales to Listings	11 %	14 %		36 %	16 %	
Avg Price/Unit	1,300,000	750,000	73 %	1,030,769	2,204,000	53- %
Active Listings	22	16	37 %			

## RES SUB-TOTAL

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	218,081,234	220,963,788	1- %	1,536,615,763	2,088,678,265	26- %
Units Listed	462	445	3 %	2,756	3,496	21- %
Units Sold	270	293	7- %	1,864	2,562	27- %
Sale Success Ratio	69 %	70 %		74 %	78 %	
% Sales to Listings	58 %	65 %		67 %	73 %	
Avg Price/Unit	807,708	754,142	7 %	824,364	815,253	1 %
Active Listings	638	600	6 %			

## IC&amp;I - BUSINESS

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	40,000	212,000	81- %	919,000	3,482,500	73- %
Units Listed	5	8	37- %	50	62	19- %
Units Sold	1	2	50- %	10	14	28- %
Sale Success Ratio	16 %	28 %		23 %	26 %	
% Sales to Listings	20 %	25 %		20 %	22 %	
Avg Price/Unit	40,000	106,000	62- %	91,900	248,750	63- %
Active Listings	39	49	20- %			

## IC&amp;I - INDUSTRIAL/COMMERCIAL

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	7,000,000	2,450,000	185 %	15,615,000	9,963,500	56 %
Units Listed	6	2	200 %	21	21	0 %
Units Sold	1	1	0 %	6	11	45- %
Sale Success Ratio	25 %	25 %		31 %	40 %	
% Sales to Listings	16 %	50 %		28 %	52 %	
Avg Price/Unit	7,000,000	2,450,000	185 %	2,602,500	905,772	187 %
Active Listings	14	8	75 %			

## REAL ESTATE BOARD OF GREATER VANCOUVER

## SALES SUMMARY AS AT JULY 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	<b>6,700,000</b>	<b>0</b>	<b>0 %</b>	<b>6,700,000</b>	<b>0</b>	<b>0 %</b>
Units Listed	<b>0</b>	<b>0</b>	<b>0 %</b>	<b>1</b>	<b>1</b>	<b>0 %</b>
Units Sold	<b>1</b>	<b>0</b>	<b>0 %</b>	<b>1</b>	<b>0</b>	<b>0 %</b>
Sale Success Ratio	<b>100 %</b>	<b>0 %</b>		<b>100 %</b>	<b>0 %</b>	
% Sales to Listings	<b>0 %</b>	<b>0 %</b>		<b>100 %</b>	<b>0 %</b>	
Avg Price/Unit	<b>6,700,000</b>	<b>0</b>	<b>0 %</b>	<b>6,700,000</b>	<b>0</b>	<b>0 %</b>
Active Listings	<b>1</b>	<b>1</b>	<b>0 %</b>			

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

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

## ICI SUB-TOTAL

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>13,740,000</b>	<b>2,662,000</b>	<b>416 %</b>	<b>23,234,000</b>	<b>13,917,000</b>	<b>66 %</b>
Units Listed	<b>11</b>	<b>10</b>	<b>10 %</b>	<b>74</b>	<b>86</b>	<b>13- %</b>
Units Sold	<b>3</b>	<b>3</b>	<b>0 %</b>	<b>17</b>	<b>26</b>	<b>34- %</b>
Sale Success Ratio	<b>27 %</b>	<b>27 %</b>		<b>26 %</b>	<b>31 %</b>	
% Sales to Listings	<b>27 %</b>	<b>30 %</b>		<b>22 %</b>	<b>30 %</b>	
Avg Price/Unit	<b>4,580,000</b>	<b>887,333</b>	<b>416 %</b>	<b>1,366,705</b>	<b>535,269</b>	<b>155 %</b>
Active Listings	<b>56</b>	<b>59</b>	<b>5- %</b>			

## TOTAL

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>231,821,234</b>	<b>223,625,788</b>	<b>3 %</b>	<b>1,559,849,763</b>	<b>2,102,595,265</b>	<b>25- %</b>
Units Listed	<b>473</b>	<b>455</b>	<b>3 %</b>	<b>2,830</b>	<b>3,582</b>	<b>20- %</b>
Units Sold	<b>273</b>	<b>296</b>	<b>7- %</b>	<b>1,881</b>	<b>2,588</b>	<b>27- %</b>
Sale Success Ratio	<b>68 %</b>	<b>69 %</b>		<b>73 %</b>	<b>77 %</b>	
% Sales to Listings	<b>57 %</b>	<b>65 %</b>		<b>66 %</b>	<b>72 %</b>	
Avg Price/Unit	<b>849,162</b>	<b>755,492</b>	<b>12 %</b>	<b>829,266</b>	<b>812,440</b>	<b>2 %</b>
Active Listings	<b>694</b>	<b>659</b>	<b>5 %</b>			