

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT JULY 31, 2017

AREA: Ladner

DETACHED

| ALL | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|-------------------|-------------|------------------------|--------------------|--------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Gross Sales | 35,284,972 | 28,593,100 | 23 % | 191,974,147 | 230,276,741 | 16- % |
| Units Listed | 36 | 35 | 2 % | 273 | 319 | 14- % |
| Units Sold | 27 | 25 | 8 % | 169 | 198 | 14- % |
| Sale Success Ratio | 61 % | 69 % | | 64 % | 75 % | |
| % Sales to Listings | 75 % | 71 % | | 61 % | 62 % | |
| Avg Price/Unit | 1,306,850 | 1,143,724 | 14 % | 1,135,941 | 1,163,013 | 2- % |
| Active Listings | 94 | 87 | 8 % | | | |

ATTACHED

| ALL | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|------------------|--------------|------------------------|-------------------|--------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Gross Sales | 7,524,000 | 9,251,800 | 18- % | 61,412,600 | 44,971,315 | 36 % |
| Units Listed | 10 | 10 | 0 % | 89 | 107 | 16- % |
| Units Sold | 10 | 12 | 16- % | 88 | 63 | 39 % |
| Sale Success Ratio | 83 % | 85 % | | 80 % | 90 % | |
| % Sales to Listings | 100 % | 120 % | | 98 % | 58 % | |
| Avg Price/Unit | 752,400 | 770,983 | 2- % | 697,870 | 713,830 | 2- % |
| Active Listings | 20 | 37 | 45- % | | | |

APARTMENTS

| ALL | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|------------------|--------------|------------------------|-------------------|--------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Gross Sales | 3,688,000 | 1,780,750 | 107 % | 22,136,550 | 17,459,450 | 26 % |
| Units Listed | 8 | 5 | 60 % | 53 | 59 | 10- % |
| Units Sold | 8 | 4 | 100 % | 47 | 40 | 17 % |
| Sale Success Ratio | 100 % | 80 % | | 87 % | 86 % | |
| % Sales to Listings | 100 % | 80 % | | 88 % | 67 % | |
| Avg Price/Unit | 461,000 | 445,187 | 3 % | 470,990 | 436,486 | 7 % |
| Active Listings | 5 | 17 | 70- % | | | |

DET/ATT/APT SUB-TOTALS

| ALL | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|-------------------|--------------|------------------------|--------------------|--------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Gross Sales | 46,496,972 | 39,625,650 | 17 % | 275,523,297 | 292,707,506 | 5- % |
| Units Listed | 54 | 50 | 8 % | 415 | 485 | 14- % |
| Units Sold | 45 | 41 | 9 % | 304 | 301 | 0 % |
| Sale Success Ratio | 70 % | 74 % | | 71 % | 79 % | |
| % Sales to Listings | 83 % | 82 % | | 73 % | 62 % | |
| Avg Price/Unit | 1,033,266 | 966,479 | 6 % | 906,326 | 972,450 | 6- % |
| Active Listings | 119 | 141 | 15- % | | | |

MULTI FAMILY REVENUE



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SALES SUMMARY AS AT JULY 31, 2017

AREA: Ladner

| ALL | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|-----------|----------|------------------------|-----------|----------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Gross Sales | 0 | 0 | 0 % | 0 | 1,305,000 | 100- % |
| Units Listed | 0 | 0 | 0 % | 0 | 1 | 100- % |
| Units Sold | 0 | 0 | 0 % | 0 | 1 | 100- % |
| Sale Success Ratio | 0 % | 0 % | | 0 % | 100 % | |
| % Sales to Listings | 0 % | 0 % | | 0 % | 100 % | |
| Avg Price/Unit | 0 | 0 | 0 % | 0 | 1,305,000 | 100- % |
| Active Listings | 0 | 0 | 0 % | | | |

LAND ONLY

| ALL | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|-----------|----------|------------------------|-----------|----------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Gross Sales | 1,790,000 | 0 | 0 % | 2,589,000 | 4,825,000 | 46- % |
| Units Listed | 0 | 0 | 0 % | 10 | 10 | 0 % |
| Units Sold | 1 | 0 | 0 % | 2 | 3 | 33- % |
| Sale Success Ratio | 100 % | 0 % | | 33 % | 42 % | |
| % Sales to Listings | 0 % | 0 % | | 20 % | 30 % | |
| Avg Price/Unit | 1,790,000 | 0 | 0 % | 1,294,500 | 1,608,333 | 19- % |
| Active Listings | 9 | 7 | 28 % | | | |

RES SUB-TOTAL

| ALL | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|------------|----------|------------------------|-------------|----------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Gross Sales | 48,286,972 | 39,625,650 | 21 % | 278,112,297 | 298,837,506 | 6- % |
| Units Listed | 54 | 50 | 8 % | 425 | 496 | 14- % |
| Units Sold | 46 | 41 | 12 % | 306 | 305 | 0 % |
| Sale Success Ratio | 70 % | 74 % | | 70 % | 79 % | |
| % Sales to Listings | 85 % | 82 % | | 72 % | 61 % | |
| Avg Price/Unit | 1,049,716 | 966,479 | 8 % | 908,863 | 979,795 | 7- % |
| Active Listings | 128 | 148 | 13- % | | | |

IC&I - BUSINESS

| 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 | 1 | 1 | 0 % | 8 | 4 | 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 | 7 | 6 | 16 % | | | |

IC&I - INDUSTRIAL/COMMERCIAL

| ALL | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|-----------|----------|------------------------|-----------|----------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Gross Sales | 405,000 | 0 | 0 % | 9,393,000 | 4,870,988 | 92 % |
| Units Listed | 1 | 1 | 0 % | 18 | 14 | 28 % |
| Units Sold | 1 | 0 | 0 % | 8 | 10 | 20- % |
| Sale Success Ratio | 100 % | 0 % | | 36 % | 52 % | |
| % Sales to Listings | 100 % | 0 % | | 44 % | 71 % | |
| Avg Price/Unit | 405,000 | 0 | 0 % | 1,174,125 | 487,098 | 141 % |
| Active Listings | 8 | 8 | 0 % | | | |

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT JULY 31, 2017

AREA: Ladner

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 % | 0 | 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 | 0 | 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 | 1,205,000 | 100- % |
| Units Listed | 3 | 2 | 50 % | 17 | 7 | 142 % |
| Units Sold | 0 | 0 | 0 % | 0 | 1 | 100- % |
| Sale Success Ratio | 0 % | 0 % | | 0 % | 11 % | |
| % Sales to Listings | 0 % | 0 % | | 0 % | 14 % | |
| Avg Price/Unit | 0 | 0 | 0 % | 0 | 1,205,000 | 100- % |
| Active Listings | 18 | 6 | 200 % | | | |

ICI SUB-TOTAL

| ALL | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|-----------|----------|------------------------|-----------|----------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Gross Sales | 405,000 | 0 | 0 % | 9,393,000 | 6,075,988 | 54 % |
| Units Listed | 5 | 4 | 25 % | 43 | 25 | 72 % |
| Units Sold | 1 | 0 | 0 % | 8 | 11 | 27- % |
| Sale Success Ratio | 20 % | 0 % | | 17 % | 28 % | |
| % Sales to Listings | 20 % | 0 % | | 18 % | 44 % | |
| Avg Price/Unit | 405,000 | 0 | 0 % | 1,174,125 | 552,362 | 112 % |
| Active Listings | 33 | 20 | 65 % | | | |

TOTAL

| ALL | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|------------|----------|------------------------|-------------|----------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Gross Sales | 48,691,972 | 39,625,650 | 22 % | 287,505,297 | 304,913,494 | 5- % |
| Units Listed | 59 | 54 | 9 % | 468 | 521 | 10- % |
| Units Sold | 47 | 41 | 14 % | 314 | 316 | 0 % |
| Sale Success Ratio | 67 % | 69 % | | 65 % | 74 % | |
| % Sales to Listings | 79 % | 75 % | | 67 % | 60 % | |
| Avg Price/Unit | 1,035,999 | 966,479 | 7 % | 915,621 | 964,916 | 5- % |
| Active Listings | 161 | 168 | 4- % | | | |