

## REAL ESTATE BOARD OF GREATER VANCOUVER

## SALES SUMMARY AS AT NOVEMBER 30, 2017

## AREA: Port Coquitlam

## DETACHED

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>28,332,550</b>	<b>19,179,500</b>	<b>47 %</b>	<b>451,051,249</b>	<b>500,162,574</b>	<b>9- %</b>
Units Listed	<b>47</b>	<b>31</b>	<b>51 %</b>	<b>676</b>	<b>896</b>	<b>24- %</b>
Units Sold	<b>27</b>	<b>23</b>	<b>17 %</b>	<b>460</b>	<b>555</b>	<b>17- %</b>
Sale Success Ratio	<b>61 %</b>	<b>45 %</b>		<b>68 %</b>	<b>68 %</b>	
% Sales to Listings	<b>57 %</b>	<b>74 %</b>		<b>68 %</b>	<b>61 %</b>	
Avg Price/Unit	<b>1,049,353</b>	<b>833,891</b>	<b>25 %</b>	<b>980,546</b>	<b>901,193</b>	<b>8 %</b>
Active Listings	<b>93</b>	<b>114</b>	<b>18- %</b>			

## ATTACHED

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>15,740,200</b>	<b>12,434,688</b>	<b>26 %</b>	<b>183,434,496</b>	<b>174,323,818</b>	<b>5 %</b>
Units Listed	<b>31</b>	<b>18</b>	<b>72 %</b>	<b>372</b>	<b>444</b>	<b>16- %</b>
Units Sold	<b>24</b>	<b>22</b>	<b>9 %</b>	<b>295</b>	<b>320</b>	<b>7- %</b>
Sale Success Ratio	<b>80 %</b>	<b>62 %</b>		<b>80 %</b>	<b>75 %</b>	
% Sales to Listings	<b>77 %</b>	<b>122 %</b>		<b>79 %</b>	<b>72 %</b>	
Avg Price/Unit	<b>655,841</b>	<b>565,213</b>	<b>16 %</b>	<b>621,811</b>	<b>544,761</b>	<b>14 %</b>
Active Listings	<b>29</b>	<b>33</b>	<b>12- %</b>			

## APARTMENTS

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>17,442,461</b>	<b>14,840,488</b>	<b>17 %</b>	<b>209,740,093</b>	<b>198,706,136</b>	<b>5 %</b>
Units Listed	<b>43</b>	<b>37</b>	<b>16 %</b>	<b>665</b>	<b>758</b>	<b>12- %</b>
Units Sold	<b>43</b>	<b>51</b>	<b>15- %</b>	<b>554</b>	<b>675</b>	<b>17- %</b>
Sale Success Ratio	<b>82 %</b>	<b>83 %</b>		<b>82 %</b>	<b>84 %</b>	
% Sales to Listings	<b>100 %</b>	<b>137 %</b>		<b>83 %</b>	<b>89 %</b>	
Avg Price/Unit	<b>405,638</b>	<b>290,989</b>	<b>39 %</b>	<b>378,592</b>	<b>294,379</b>	<b>28 %</b>
Active Listings	<b>28</b>	<b>44</b>	<b>36- %</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>61,515,211</b>	<b>46,454,676</b>	<b>32 %</b>	<b>844,225,838</b>	<b>873,192,528</b>	<b>3- %</b>
Units Listed	<b>121</b>	<b>86</b>	<b>40 %</b>	<b>1,713</b>	<b>2,098</b>	<b>18- %</b>
Units Sold	<b>94</b>	<b>96</b>	<b>2- %</b>	<b>1,309</b>	<b>1,550</b>	<b>15- %</b>
Sale Success Ratio	<b>74 %</b>	<b>65 %</b>		<b>76 %</b>	<b>76 %</b>	
% Sales to Listings	<b>77 %</b>	<b>111 %</b>		<b>76 %</b>	<b>73 %</b>	
Avg Price/Unit	<b>654,417</b>	<b>483,902</b>	<b>35 %</b>	<b>644,939</b>	<b>563,350</b>	<b>14 %</b>
Active Listings	<b>150</b>	<b>191</b>	<b>21- %</b>			

## MULTI FAMILY REVENUE



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## AREA: Port Coquitlam

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	0	0	0 %	6,315,000	8,284,888	23- %
Units Listed	1	1	0 %	13	12	8 %
Units Sold	0	0	0 %	5	8	37- %
Sale Success Ratio	0 %	0 %		45 %	80 %	
% Sales to Listings	0 %	0 %		38 %	66 %	
Avg Price/Unit	0	0	0 %	1,263,000	1,035,611	21 %
Active Listings	4	3	33 %			

## LAND ONLY

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	0	0	0 %	8,325,000	10,248,041	18- %
Units Listed	3	1	200 %	37	31	19 %
Units Sold	0	0	0 %	7	12	41- %
Sale Success Ratio	0 %	0 %		23 %	48 %	
% Sales to Listings	0 %	0 %		18 %	38 %	
Avg Price/Unit	0	0	0 %	1,189,285	854,003	39 %
Active Listings	14	9	55 %			

## RES SUB-TOTAL

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	61,515,211	46,454,676	32 %	858,865,838	891,725,457	3- %
Units Listed	125	88	42 %	1,763	2,141	17- %
Units Sold	94	96	2- %	1,321	1,570	15- %
Sale Success Ratio	74 %	64 %		75 %	76 %	
% Sales to Listings	75 %	109 %		74 %	73 %	
Avg Price/Unit	654,417	483,902	35 %	650,163	567,977	14 %
Active Listings	168	203	17- %			

## TOTAL

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Gross Sales	61,515,211	46,454,676	32 %	858,865,838	891,725,457	3- %
Units Listed	125	88	42 %	1,763	2,141	17- %
Units Sold	94	96	2- %	1,321	1,570	15- %
Sale Success Ratio	74 %	64 %		75 %	76 %	
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Avg Price/Unit	654,417	483,902	35 %	650,163	567,977	14 %
Active Listings	168	203	17- %			