

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT NOVEMBER 30, 2017

AREA: Richmond

DETACHED

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	141,832,569	109,409,801	29 %	2,265,416,407	2,943,812,293	23- %
Units Listed	211	155	36 %	2,945	3,348	12- %
Units Sold	74	65	13 %	1,213	1,601	24- %
Sale Success Ratio	33 %	26 %		43 %	53 %	
% Sales to Listings	35 %	41 %		41 %	47 %	
Avg Price/Unit	1,916,656	1,683,227	13 %	1,867,614	1,838,733	1 %
Active Listings	724	664	9 %			

ATTACHED

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	72,003,200	40,042,500	79 %	927,937,658	746,819,122	24 %
Units Listed	154	76	102 %	1,655	1,436	15 %
Units Sold	84	55	52 %	1,104	996	10 %
Sale Success Ratio	60 %	64 %		71 %	76 %	
% Sales to Listings	54 %	72 %		66 %	69 %	
Avg Price/Unit	857,180	728,045	17 %	840,523	749,818	12 %
Active Listings	289	227	27 %			

APARTMENTS

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	101,138,675	62,008,388	63 %	1,240,658,039	1,069,392,618	16 %
Units Listed	257	194	32 %	2,944	2,934	0 %
Units Sold	191	141	35 %	2,349	2,431	3- %
Sale Success Ratio	76 %	75 %		82 %	74 %	
% Sales to Listings	74 %	72 %		79 %	82 %	
Avg Price/Unit	529,521	439,775	20 %	528,164	439,898	20 %
Active Listings	371	361	2 %			

DET/ATT/APT SUB-TOTALS

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	314,974,444	211,460,689	48 %	4,434,012,104	4,760,024,033	6- %
Units Listed	622	425	46 %	7,544	7,718	2- %
Units Sold	349	261	33 %	4,666	5,028	7- %
Sale Success Ratio	57 %	50 %		65 %	66 %	
% Sales to Listings	56 %	61 %		61 %	65 %	
Avg Price/Unit	902,505	810,194	11 %	950,281	946,703	0 %
Active Listings	1,384	1,252	10 %			

MULTI FAMILY REVENUE



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AREA: Richmond

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	1,975,000	0	0 %	8,075,000	14,545,000	44- %
Units Listed	0	0	0 %	17	13	30 %
Units Sold	1	0	0 %	4	7	42- %
Sale Success Ratio	100 %	0 %		28 %	63 %	
% Sales to Listings	0 %	0 %		23 %	53 %	
Avg Price/Unit	1,975,000	0	0 %	2,018,750	2,077,857	2- %
Active Listings	6	5	20 %			

LAND ONLY

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	0	250,000	100- %	11,102,000	37,402,000	70- %
Units Listed	3	2	50 %	52	55	5- %
Units Sold	0	1	100- %	4	23	82- %
Sale Success Ratio	0 %	50 %		8 %	34 %	
% Sales to Listings	0 %	50 %		7 %	41 %	
Avg Price/Unit	0	250,000	100- %	2,775,500	1,626,173	70 %
Active Listings	29	23	26 %			

RES SUB-TOTAL

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	316,949,444	211,710,689	49 %	4,453,189,104	4,811,971,033	7- %
Units Listed	625	427	46 %	7,613	7,786	2- %
Units Sold	350	262	33 %	4,674	5,058	7- %
Sale Success Ratio	57 %	50 %		64 %	66 %	
% Sales to Listings	56 %	61 %		61 %	64 %	
Avg Price/Unit	905,569	808,056	12 %	952,757	951,358	0 %
Active Listings	1,419	1,280	10 %			

TOTAL

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	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
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Units Listed	625	427	46 %	7,613	7,786	2- %
Units Sold	350	262	33 %	4,674	5,058	7- %
Sale Success Ratio	57 %	50 %		64 %	66 %	
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Active Listings	1,419	1,280	10 %			