

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT MAY 31, 2017

AREA: Richmond

DETACHED

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	317,591,273	397,134,321	20- %	1,163,382,700	1,905,146,982	38- %
Units Listed	302	408	25- %	1,355	1,801	24- %
Units Sold	167	209	20- %	622	1,041	40- %
Sale Success Ratio	58 %	63 %		49 %	69 %	
% Sales to Listings	55 %	51 %		45 %	57 %	
Avg Price/Unit	1,901,744	1,900,164	0 %	1,870,390	1,830,112	2 %
Active Listings	649	596	8 %			

ATTACHED

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	116,047,883	71,329,850	62 %	395,294,103	362,955,170	8 %
Units Listed	159	169	5- %	660	657	0 %
Units Sold	140	95	47 %	486	513	5- %
Sale Success Ratio	82 %	81 %		73 %	85 %	
% Sales to Listings	88 %	56 %		73 %	78 %	
Avg Price/Unit	828,913	750,840	10 %	813,362	707,514	14 %
Active Listings	184	158	16 %			

APARTMENTS

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	129,672,653	149,113,324	13- %	532,744,618	550,720,607	3- %
Units Listed	333	355	6- %	1,259	1,572	19- %
Units Sold	255	325	21- %	1,060	1,264	16- %
Sale Success Ratio	87 %	77 %		83 %	72 %	
% Sales to Listings	76 %	91 %		84 %	80 %	
Avg Price/Unit	508,520	458,810	10 %	502,589	435,696	15 %
Active Listings	275	514	46- %			

DET/ATT/APT SUB-TOTALS

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	563,311,809	617,577,495	8- %	2,091,421,421	2,818,822,759	25- %
Units Listed	794	932	14- %	3,274	4,030	18- %
Units Sold	562	629	10- %	2,168	2,818	23- %
Sale Success Ratio	75 %	72 %		68 %	73 %	
% Sales to Listings	70 %	67 %		66 %	69 %	
Avg Price/Unit	1,002,334	981,840	2 %	964,677	1,000,291	3- %
Active Listings	1,108	1,268	12- %			

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	0	2,600,000	100- %	6,100,000	12,285,000	50- %
Units Listed	3	3	0 %	8	8	0 %
Units Sold	0	1	100- %	3	6	50- %
Sale Success Ratio	0 %	50 %		50 %	66 %	
% Sales to Listings	0 %	33 %		37 %	75 %	
Avg Price/Unit	0	2,600,000	100- %	2,033,333	2,047,500	0 %
Active Listings	5	2	150 %			

LAND ONLY

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	212,000	5,139,000	95- %	272,000	29,812,000	99- %
Units Listed	2	11	81- %	20	34	41- %
Units Sold	1	4	75- %	2	19	89- %
Sale Success Ratio	25 %	66 %		9 %	47 %	
% Sales to Listings	50 %	36 %		10 %	55 %	
Avg Price/Unit	212,000	1,284,750	83- %	136,000	1,569,052	91- %
Active Listings	24	28	14- %			

RES SUB-TOTAL

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	563,523,809	625,316,495	9- %	2,097,793,421	2,860,919,759	26- %
Units Listed	799	946	15- %	3,302	4,072	18- %
Units Sold	563	634	11- %	2,173	2,843	23- %
Sale Success Ratio	75 %	72 %		67 %	73 %	
% Sales to Listings	70 %	67 %		65 %	69 %	
Avg Price/Unit	1,000,930	986,303	1 %	965,390	1,006,303	4- %
Active Listings	1,137	1,298	12- %			

IC&I - BUSINESS

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	575,000	386,000	48 %	13,340,000	2,600,500	412 %
Units Listed	17	24	29- %	91	86	5 %
Units Sold	3	3	0 %	21	17	23 %
Sale Success Ratio	30 %	21 %		24 %	20 %	
% Sales to Listings	17 %	12 %		23 %	19 %	
Avg Price/Unit	191,666	128,666	48 %	635,238	152,970	315 %
Active Listings	98	96	2 %			

IC&I - INDUSTRIAL/COMMERCIAL

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	8,565,800	17,071,000	49- %	35,376,262	49,678,710	28- %
Units Listed	14	19	26- %	101	136	25- %
Units Sold	11	8	37 %	56	71	21- %
Sale Success Ratio	50 %	72 %		53 %	49 %	
% Sales to Listings	78 %	42 %		55 %	52 %	
Avg Price/Unit	778,709	2,133,875	63- %	631,718	699,700	9- %
Active Listings	95	111	14- %			

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT MAY 31, 2017

AREA: Richmond

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	2	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	0	2	100- %			

IC&I - LAND & FARMS

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	20,960,000	0	0 %	20,960,000	4,092,500	412 %
Units Listed	3	1	200 %	17	15	13 %
Units Sold	1	0	0 %	1	4	75- %
Sale Success Ratio	50 %	0 %		20 %	21 %	
% Sales to Listings	33 %	0 %		5 %	26 %	
Avg Price/Unit	20,960,000	0	0 %	20,960,000	1,023,125	1,948 %
Active Listings	17	6	183 %			

ICI SUB-TOTAL

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	30,100,800	17,457,000	72 %	69,676,262	56,371,710	23 %
Units Listed	34	44	22- %	209	239	12- %
Units Sold	15	11	36 %	78	92	15- %
Sale Success Ratio	44 %	37 %		40 %	37 %	
% Sales to Listings	44 %	25 %		37 %	38 %	
Avg Price/Unit	2,006,720	1,587,000	26 %	893,285	612,735	45 %
Active Listings	210	215	2- %			

TOTAL

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	593,624,609	642,773,495	7- %	2,167,469,683	2,917,291,469	25- %
Units Listed	833	990	15- %	3,511	4,311	18- %
Units Sold	578	645	10- %	2,251	2,935	23- %
Sale Success Ratio	73 %	71 %		66 %	71 %	
% Sales to Listings	69 %	65 %		64 %	68 %	
Avg Price/Unit	1,027,032	996,548	3 %	962,891	993,966	3- %
Active Listings	1,347	1,513	10- %			