

## REAL ESTATE BOARD OF GREATER VANCOUVER

## SALES SUMMARY AS AT JULY 31, 2017

## AREA: Richmond

## DETACHED

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>191,325,404</b>	<b>231,381,235</b>	<b>17- %</b>	<b>1,620,021,428</b>	<b>2,475,692,727</b>	<b>34- %</b>
Units Listed	<b>291</b>	<b>330</b>	<b>11- %</b>	<b>2,004</b>	<b>2,517</b>	<b>20- %</b>
Units Sold	<b>102</b>	<b>123</b>	<b>17- %</b>	<b>870</b>	<b>1,335</b>	<b>34- %</b>
Sale Success Ratio	<b>36 %</b>	<b>50 %</b>		<b>48 %</b>	<b>65 %</b>	
% Sales to Listings	<b>35 %</b>	<b>37 %</b>		<b>43 %</b>	<b>53 %</b>	
Avg Price/Unit	<b>1,875,739</b>	<b>1,881,148</b>	<b>0 %</b>	<b>1,862,093</b>	<b>1,854,451</b>	<b>0 %</b>
Active Listings	<b>741</b>	<b>765</b>	<b>3- %</b>			

## ATTACHED

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>89,135,424</b>	<b>85,335,200</b>	<b>4 %</b>	<b>568,380,174</b>	<b>552,411,346</b>	<b>2 %</b>
Units Listed	<b>199</b>	<b>186</b>	<b>6 %</b>	<b>1,040</b>	<b>1,021</b>	<b>1 %</b>
Units Sold	<b>103</b>	<b>98</b>	<b>5 %</b>	<b>690</b>	<b>742</b>	<b>7- %</b>
Sale Success Ratio	<b>72 %</b>	<b>70 %</b>		<b>73 %</b>	<b>83 %</b>	
% Sales to Listings	<b>51 %</b>	<b>52 %</b>		<b>66 %</b>	<b>72 %</b>	
Avg Price/Unit	<b>865,392</b>	<b>870,767</b>	<b>0 %</b>	<b>823,739</b>	<b>744,489</b>	<b>10 %</b>
Active Listings	<b>286</b>	<b>229</b>	<b>24 %</b>			

## APARTMENTS

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>112,920,600</b>	<b>94,425,496</b>	<b>19 %</b>	<b>786,382,264</b>	<b>796,645,045</b>	<b>1- %</b>
Units Listed	<b>310</b>	<b>238</b>	<b>30 %</b>	<b>1,884</b>	<b>2,114</b>	<b>10- %</b>
Units Sold	<b>199</b>	<b>211</b>	<b>5- %</b>	<b>1,514</b>	<b>1,808</b>	<b>16- %</b>
Sale Success Ratio	<b>83 %</b>	<b>79 %</b>		<b>84 %</b>	<b>74 %</b>	
% Sales to Listings	<b>64 %</b>	<b>88 %</b>		<b>80 %</b>	<b>85 %</b>	
Avg Price/Unit	<b>567,440</b>	<b>447,514</b>	<b>26 %</b>	<b>519,407</b>	<b>440,622</b>	<b>17 %</b>
Active Listings	<b>372</b>	<b>384</b>	<b>3- %</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>393,381,428</b>	<b>411,141,931</b>	<b>4- %</b>	<b>2,974,783,866</b>	<b>3,824,749,118</b>	<b>22- %</b>
Units Listed	<b>800</b>	<b>754</b>	<b>6 %</b>	<b>4,928</b>	<b>5,652</b>	<b>12- %</b>
Units Sold	<b>404</b>	<b>432</b>	<b>6- %</b>	<b>3,074</b>	<b>3,885</b>	<b>20- %</b>
Sale Success Ratio	<b>61 %</b>	<b>66 %</b>		<b>67 %</b>	<b>72 %</b>	
% Sales to Listings	<b>50 %</b>	<b>57 %</b>		<b>62 %</b>	<b>68 %</b>	
Avg Price/Unit	<b>973,716</b>	<b>951,717</b>	<b>2 %</b>	<b>967,724</b>	<b>984,491</b>	<b>1- %</b>
Active Listings	<b>1,399</b>	<b>1,378</b>	<b>1 %</b>			

## MULTI FAMILY REVENUE



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## SALES SUMMARY AS AT JULY 31, 2017

## AREA: Richmond

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	0	0	0 %	6,100,000	12,285,000	50- %
Units Listed	1	1	0 %	12	11	9 %
Units Sold	0	0	0 %	3	6	50- %
Sale Success Ratio	0 %	0 %		37 %	66 %	
% Sales to Listings	0 %	0 %		25 %	54 %	
Avg Price/Unit	0	0	0 %	2,033,333	2,047,500	0 %
Active Listings	7	5	40 %			

## LAND ONLY

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	0	3,600,000	100- %	9,472,000	37,152,000	74- %
Units Listed	8	6	33 %	35	43	18- %
Units Sold	0	1	100- %	3	22	86- %
Sale Success Ratio	0 %	11 %		9 %	37 %	
% Sales to Listings	0 %	16 %		8 %	51 %	
Avg Price/Unit	0	3,600,000	100- %	3,157,333	1,688,727	86 %
Active Listings	29	19	52 %			

## RES SUB-TOTAL

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	393,381,428	414,741,931	5- %	2,990,355,866	3,874,186,118	22- %
Units Listed	809	761	6 %	4,975	5,706	12- %
Units Sold	404	433	6- %	3,080	3,913	21- %
Sale Success Ratio	60 %	65 %		67 %	72 %	
% Sales to Listings	49 %	56 %		61 %	68 %	
Avg Price/Unit	973,716	957,833	1 %	970,894	990,080	1- %
Active Listings	1,435	1,402	2 %			

## IC&amp;I - BUSINESS

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	576,000	288,000	100 %	14,851,000	3,911,500	279 %
Units Listed	20	16	25 %	131	112	16 %
Units Sold	4	4	0 %	32	28	14 %
Sale Success Ratio	36 %	21 %		28 %	25 %	
% Sales to Listings	20 %	25 %		24 %	25 %	
Avg Price/Unit	144,000	72,000	100 %	464,093	139,696	232 %
Active Listings	111	93	19 %			

## IC&amp;I - INDUSTRIAL/COMMERCIAL

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	12,474,900	15,057,200	17- %	59,808,962	70,495,910	15- %
Units Listed	19	20	5- %	150	176	14- %
Units Sold	11	12	8- %	81	92	11- %
Sale Success Ratio	73 %	63 %		57 %	50 %	
% Sales to Listings	57 %	60 %		54 %	52 %	
Avg Price/Unit	1,134,081	1,254,766	9- %	738,382	766,259	3- %
Active Listings	108	112	3- %			

## REAL ESTATE BOARD OF GREATER VANCOUVER

## SALES SUMMARY AS AT JULY 31, 2017

## AREA: Richmond

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

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	0	11,250,000	100- %	20,960,000	15,342,500	36 %
Units Listed	2	0	0 %	22	20	10 %
Units Sold	0	1	100- %	1	5	80- %
Sale Success Ratio	0 %	100 %		11 %	23 %	
% Sales to Listings	0 %	0 %		4 %	25 %	
Avg Price/Unit	0	11,250,000	100- %	20,960,000	3,068,500	583 %
Active Listings	18	9	100 %			

## ICI SUB-TOTAL

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	13,050,900	26,595,200	50- %	95,619,962	89,749,910	6 %
Units Listed	41	36	13 %	303	310	2- %
Units Sold	15	17	11- %	114	125	8- %
Sale Success Ratio	50 %	43 %		43 %	39 %	
% Sales to Listings	36 %	47 %		37 %	40 %	
Avg Price/Unit	870,060	1,564,423	44- %	838,771	717,999	16 %
Active Listings	237	216	9 %			

## TOTAL

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	406,432,328	441,337,131	7- %	3,085,975,828	3,963,936,028	22- %
Units Listed	850	797	6 %	5,278	6,016	12- %
Units Sold	419	450	6- %	3,194	4,038	20- %
Sale Success Ratio	60 %	64 %		65 %	70 %	
% Sales to Listings	49 %	56 %		60 %	67 %	
Avg Price/Unit	970,005	980,749	1- %	966,179	981,658	1- %
Active Listings	1,672	1,618	3 %			