

## REAL ESTATE BOARD OF GREATER VANCOUVER

## SALES SUMMARY AS AT JULY 31, 2017

## AREA: Sunshine Coast

## DETACHED

| ALL                 | -----CURRENT MONTH----- |                   |              | -----YEAR TO DATE----- |                    |              |
|---------------------|-------------------------|-------------------|--------------|------------------------|--------------------|--------------|
|                     | THIS YEAR               | LAST YEAR         | INCREASE     | THIS YEAR              | LAST YEAR          | INCREASE     |
| Gross Sales         | <b>48,347,900</b>       | <b>40,436,497</b> | <b>19 %</b>  | <b>306,335,904</b>     | <b>403,838,570</b> | <b>24- %</b> |
| Units Listed        | <b>107</b>              | <b>123</b>        | <b>13- %</b> | <b>678</b>             | <b>824</b>         | <b>17- %</b> |
| Units Sold          | <b>65</b>               | <b>76</b>         | <b>14- %</b> | <b>437</b>             | <b>698</b>         | <b>37- %</b> |
| Sale Success Ratio  | <b>71 %</b>             | <b>81 %</b>       |              | <b>76 %</b>            | <b>82 %</b>        |              |
| % Sales to Listings | <b>60 %</b>             | <b>61 %</b>       |              | <b>64 %</b>            | <b>84 %</b>        |              |
| Avg Price/Unit      | <b>743,813</b>          | <b>532,059</b>    | <b>39 %</b>  | <b>700,997</b>         | <b>578,565</b>     | <b>21 %</b>  |
| Active Listings     | <b>315</b>              | <b>310</b>        | <b>1 %</b>   |                        |                    |              |

## ATTACHED

| ALL                 | -----CURRENT MONTH----- |                  |              | -----YEAR TO DATE----- |                   |             |
|---------------------|-------------------------|------------------|--------------|------------------------|-------------------|-------------|
|                     | THIS YEAR               | LAST YEAR        | INCREASE     | THIS YEAR              | LAST YEAR         | INCREASE    |
| Gross Sales         | <b>2,373,700</b>        | <b>3,452,550</b> | <b>31- %</b> | <b>30,388,562</b>      | <b>22,207,542</b> | <b>36 %</b> |
| Units Listed        | <b>8</b>                | <b>14</b>        | <b>42- %</b> | <b>85</b>              | <b>88</b>         | <b>3- %</b> |
| Units Sold          | <b>7</b>                | <b>11</b>        | <b>36- %</b> | <b>74</b>              | <b>74</b>         | <b>0 %</b>  |
| Sale Success Ratio  | <b>100 %</b>            | <b>91 %</b>      |              | <b>88 %</b>            | <b>69 %</b>       |             |
| % Sales to Listings | <b>87 %</b>             | <b>78 %</b>      |              | <b>87 %</b>            | <b>84 %</b>       |             |
| Avg Price/Unit      | <b>339,100</b>          | <b>313,868</b>   | <b>8 %</b>   | <b>410,656</b>         | <b>300,101</b>    | <b>36 %</b> |
| Active Listings     | <b>22</b>               | <b>31</b>        | <b>29- %</b> |                        |                   |             |

## APARTMENTS

| ALL                 | -----CURRENT MONTH----- |                  |              | -----YEAR TO DATE----- |                   |              |
|---------------------|-------------------------|------------------|--------------|------------------------|-------------------|--------------|
|                     | THIS YEAR               | LAST YEAR        | INCREASE     | THIS YEAR              | LAST YEAR         | INCREASE     |
| Gross Sales         | <b>4,488,800</b>        | <b>2,963,900</b> | <b>51 %</b>  | <b>26,113,825</b>      | <b>21,451,646</b> | <b>21 %</b>  |
| Units Listed        | <b>23</b>               | <b>10</b>        | <b>130 %</b> | <b>78</b>              | <b>76</b>         | <b>2 %</b>   |
| Units Sold          | <b>12</b>               | <b>9</b>         | <b>33 %</b>  | <b>68</b>              | <b>76</b>         | <b>10- %</b> |
| Sale Success Ratio  | <b>85 %</b>             | <b>100 %</b>     |              | <b>81 %</b>            | <b>80 %</b>       |              |
| % Sales to Listings | <b>52 %</b>             | <b>90 %</b>      |              | <b>87 %</b>            | <b>100 %</b>      |              |
| Avg Price/Unit      | <b>374,066</b>          | <b>329,322</b>   | <b>13 %</b>  | <b>384,026</b>         | <b>282,258</b>    | <b>36 %</b>  |
| Active Listings     | <b>24</b>               | <b>39</b>        | <b>38- %</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>55,210,400</b>       | <b>46,852,947</b> | <b>17 %</b>  | <b>362,838,291</b>     | <b>447,497,758</b> | <b>18- %</b> |
| Units Listed        | <b>138</b>              | <b>147</b>        | <b>6- %</b>  | <b>841</b>             | <b>988</b>         | <b>14- %</b> |
| Units Sold          | <b>84</b>               | <b>96</b>         | <b>12- %</b> | <b>579</b>             | <b>848</b>         | <b>31- %</b> |
| Sale Success Ratio  | <b>75 %</b>             | <b>84 %</b>       |              | <b>78 %</b>            | <b>81 %</b>        |              |
| % Sales to Listings | <b>60 %</b>             | <b>65 %</b>       |              | <b>68 %</b>            | <b>85 %</b>        |              |
| Avg Price/Unit      | <b>657,266</b>          | <b>488,051</b>    | <b>34 %</b>  | <b>626,663</b>         | <b>527,709</b>     | <b>18 %</b>  |
| Active Listings     | <b>361</b>              | <b>380</b>        | <b>5- %</b>  |                        |                    |              |

## MULTI FAMILY REVENUE



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## REAL ESTATE BOARD OF GREATER VANCOUVER

## SALES SUMMARY AS AT JULY 31, 2017

## AREA: Sunshine Coast

| ALL                 | -----CURRENT MONTH----- |           |          | -----YEAR TO DATE----- |           |          |
|---------------------|-------------------------|-----------|----------|------------------------|-----------|----------|
|                     | THIS YEAR               | LAST YEAR | INCREASE | THIS YEAR              | LAST YEAR | INCREASE |
| Gross Sales         | 0                       | 0         | 0 %      | 0                      | 1,333,000 | 100- %   |
| Units Listed        | 1                       | 0         | 0 %      | 1                      | 2         | 50- %    |
| Units Sold          | 0                       | 0         | 0 %      | 0                      | 2         | 100- %   |
| Sale Success Ratio  | 0 %                     | 0 %       |          | 0 %                    | 66 %      |          |
| % Sales to Listings | 0 %                     | 0 %       |          | 0 %                    | 100 %     |          |
| Avg Price/Unit      | 0                       | 0         | 0 %      | 0                      | 666,500   | 100- %   |
| Active Listings     | 1                       | 1         | 0 %      |                        |           |          |

## LAND ONLY

| ALL                 | -----CURRENT MONTH----- |            |          | -----YEAR TO DATE----- |            |          |
|---------------------|-------------------------|------------|----------|------------------------|------------|----------|
|                     | THIS YEAR               | LAST YEAR  | INCREASE | THIS YEAR              | LAST YEAR  | INCREASE |
| Gross Sales         | 5,429,550               | 15,313,640 | 64- %    | 48,007,512             | 69,399,490 | 30- %    |
| Units Listed        | 26                      | 37         | 29- %    | 203                    | 328        | 38- %    |
| Units Sold          | 18                      | 41         | 56- %    | 123                    | 287        | 57- %    |
| Sale Success Ratio  | 54 %                    | 74 %       |          | 63 %                   | 70 %       |          |
| % Sales to Listings | 69 %                    | 110 %      |          | 60 %                   | 87 %       |          |
| Avg Price/Unit      | 301,641                 | 373,503    | 19- %    | 390,304                | 241,810    | 61 %     |
| Active Listings     | 236                     | 287        | 17- %    |                        |            |          |

## RES SUB-TOTAL

| ALL                 | -----CURRENT MONTH----- |            |          | -----YEAR TO DATE----- |             |          |
|---------------------|-------------------------|------------|----------|------------------------|-------------|----------|
|                     | THIS YEAR               | LAST YEAR  | INCREASE | THIS YEAR              | LAST YEAR   | INCREASE |
| Gross Sales         | 60,639,950              | 62,166,587 | 2- %     | 410,845,803            | 518,230,248 | 20- %    |
| Units Listed        | 165                     | 184        | 10- %    | 1,045                  | 1,318       | 20- %    |
| Units Sold          | 102                     | 137        | 25- %    | 702                    | 1,137       | 38- %    |
| Sale Success Ratio  | 70 %                    | 81 %       |          | 75 %                   | 78 %        |          |
| % Sales to Listings | 61 %                    | 74 %       |          | 67 %                   | 86 %        |          |
| Avg Price/Unit      | 594,509                 | 453,770    | 31 %     | 585,250                | 455,787     | 28 %     |
| Active Listings     | 598                     | 668        | 10- %    |                        |             |          |

## IC&amp;I - BUSINESS

| ALL                 | -----CURRENT MONTH----- |           |          | -----YEAR TO DATE----- |           |          |
|---------------------|-------------------------|-----------|----------|------------------------|-----------|----------|
|                     | THIS YEAR               | LAST YEAR | INCREASE | THIS YEAR              | LAST YEAR | INCREASE |
| Gross Sales         | 0                       | 75,000    | 100- %   | 462,000                | 2,234,000 | 79- %    |
| Units Listed        | 2                       | 3         | 33- %    | 25                     | 25        | 0 %      |
| Units Sold          | 0                       | 1         | 100- %   | 4                      | 3         | 33 %     |
| Sale Success Ratio  | 0 %                     | 14 %      |          | 13 %                   | 12 %      |          |
| % Sales to Listings | 0 %                     | 33 %      |          | 16 %                   | 12 %      |          |
| Avg Price/Unit      | 0                       | 75,000    | 100- %   | 115,500                | 744,666   | 84- %    |
| Active Listings     | 21                      | 25        | 16- %    |                        |           |          |

## IC&amp;I - INDUSTRIAL/COMMERCIAL

| ALL                 | -----CURRENT MONTH----- |           |          | -----YEAR TO DATE----- |           |          |
|---------------------|-------------------------|-----------|----------|------------------------|-----------|----------|
|                     | THIS YEAR               | LAST YEAR | INCREASE | THIS YEAR              | LAST YEAR | INCREASE |
| Gross Sales         | 0                       | 0         | 0 %      | 1,475,000              | 4,428,000 | 66- %    |
| Units Listed        | 3                       | 0         | 0 %      | 9                      | 10        | 10- %    |
| Units Sold          | 0                       | 0         | 0 %      | 3                      | 8         | 62- %    |
| Sale Success Ratio  | 0 %                     | 0 %       |          | 33 %                   | 44 %      |          |
| % Sales to Listings | 0 %                     | 0 %       |          | 33 %                   | 80 %      |          |
| Avg Price/Unit      | 0                       | 0         | 0 %      | 491,666                | 553,500   | 11- %    |
| Active Listings     | 11                      | 10        | 10 %     |                        |           |          |

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## SALES SUMMARY AS AT JULY 31, 2017

## AREA: Sunshine Coast

## 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                      | 3,733,000 | 100- %   |
| Units Listed        | 0                       | 0         | 0 %      | 0                      | 2         | 100- %   |
| Units Sold          | 0                       | 0         | 0 %      | 0                      | 2         | 100- %   |
| Sale Success Ratio  | 0 %                     | 0 %       |          | 0 %                    | 66 %      |          |
| % Sales to Listings | 0 %                     | 0 %       |          | 0 %                    | 100 %     |          |
| Avg Price/Unit      | 0                       | 0         | 0 %      | 0                      | 1,866,500 | 100- %   |
| Active Listings     | 0                       | 0         | 0 %      |                        |           |          |

## 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                       | 0         | 0 %      | 1,675,000              | 658,000   | 154 %    |
| Units Listed        | 4                       | 2         | 100 %    | 8                      | 8         | 0 %      |
| Units Sold          | 0                       | 0         | 0 %      | 1                      | 1         | 0 %      |
| Sale Success Ratio  | 0 %                     | 0 %       |          | 16 %                   | 14 %      |          |
| % Sales to Listings | 0 %                     | 0 %       |          | 12 %                   | 12 %      |          |
| Avg Price/Unit      | 0                       | 0         | 0 %      | 1,675,000              | 658,000   | 154 %    |
| Active Listings     | 8                       | 9         | 11- %    |                        |           |          |

## ICI SUB-TOTAL

| ALL                 | -----CURRENT MONTH----- |           |          | -----YEAR TO DATE----- |            |          |
|---------------------|-------------------------|-----------|----------|------------------------|------------|----------|
|                     | THIS YEAR               | LAST YEAR | INCREASE | THIS YEAR              | LAST YEAR  | INCREASE |
| Gross Sales         | 0                       | 75,000    | 100- %   | 3,612,000              | 11,053,000 | 67- %    |
| Units Listed        | 9                       | 5         | 80 %     | 42                     | 45         | 6- %     |
| Units Sold          | 0                       | 1         | 100- %   | 8                      | 14         | 42- %    |
| Sale Success Ratio  | 0 %                     | 11 %      |          | 18 %                   | 26 %       |          |
| % Sales to Listings | 0 %                     | 20 %      |          | 19 %                   | 31 %       |          |
| Avg Price/Unit      | 0                       | 75,000    | 100- %   | 451,500                | 789,500    | 42- %    |
| Active Listings     | 40                      | 44        | 9- %     |                        |            |          |

## TOTAL

| ALL                 | -----CURRENT MONTH----- |            |          | -----YEAR TO DATE----- |             |          |
|---------------------|-------------------------|------------|----------|------------------------|-------------|----------|
|                     | THIS YEAR               | LAST YEAR  | INCREASE | THIS YEAR              | LAST YEAR   | INCREASE |
| Gross Sales         | 60,639,950              | 62,241,587 | 2- %     | 414,457,803            | 529,283,248 | 21- %    |
| Units Listed        | 174                     | 189        | 7- %     | 1,087                  | 1,363       | 20- %    |
| Units Sold          | 102                     | 138        | 26- %    | 710                    | 1,151       | 38- %    |
| Sale Success Ratio  | 65 %                    | 77 %       |          | 72 %                   | 76 %        |          |
| % Sales to Listings | 58 %                    | 73 %       |          | 65 %                   | 84 %        |          |
| Avg Price/Unit      | 594,509                 | 451,025    | 31 %     | 583,743                | 459,846     | 26 %     |
| Active Listings     | 638                     | 712        | 10- %    |                        |             |          |