

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT JULY 31, 2017

AREA: Tsawwassen

DETACHED

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	37,216,500	40,705,000	8- %	235,148,643	421,833,731	44- %
Units Listed	53	42	26 %	390	492	20- %
Units Sold	29	28	3 %	188	298	36- %
Sale Success Ratio	51 %	57 %		54 %	73 %	
% Sales to Listings	54 %	66 %		48 %	60 %	
Avg Price/Unit	1,283,327	1,453,750	11- %	1,250,790	1,415,549	11- %
Active Listings	150	120	25 %			

ATTACHED

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	3,682,400	1,890,000	94 %	11,862,200	16,379,700	27- %
Units Listed	3	4	25- %	20	35	42- %
Units Sold	5	2	150 %	16	22	27- %
Sale Success Ratio	100 %	100 %		88 %	88 %	
% Sales to Listings	166 %	50 %		80 %	62 %	
Avg Price/Unit	736,480	945,000	22- %	741,387	744,531	0 %
Active Listings	10	11	9- %			

APARTMENTS

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	5,348,000	4,330,288	23 %	52,335,500	50,562,688	3 %
Units Listed	19	10	90 %	105	123	14- %
Units Sold	8	8	0 %	83	95	12- %
Sale Success Ratio	72 %	88 %		76 %	83 %	
% Sales to Listings	42 %	80 %		79 %	77 %	
Avg Price/Unit	668,500	541,286	23 %	630,548	532,238	18 %
Active Listings	23	27	14- %			

DET/ATT/APT SUB-TOTALS

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	46,246,900	46,925,288	1- %	299,346,343	488,776,119	38- %
Units Listed	75	56	33 %	515	650	20- %
Units Sold	42	38	10 %	287	415	30- %
Sale Success Ratio	58 %	63 %		61 %	76 %	
% Sales to Listings	56 %	67 %		55 %	63 %	
Avg Price/Unit	1,101,116	1,234,876	10- %	1,043,018	1,177,773	11- %
Active Listings	183	158	15 %			

MULTI FAMILY REVENUE



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SALES SUMMARY AS AT JULY 31, 2017

AREA: Tsawwassen

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	1	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	1	100- %			

LAND ONLY

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	895,000	0	0 %	3,345,000	1,105,000	202 %
Units Listed	1	0	0 %	10	2	400 %
Units Sold	1	0	0 %	3	1	200 %
Sale Success Ratio	50 %	0 %		25 %	33 %	
% Sales to Listings	100 %	0 %		30 %	50 %	
Avg Price/Unit	895,000	0	0 %	1,115,000	1,105,000	0 %
Active Listings	4	0	0 %			

RES SUB-TOTAL

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	47,141,900	46,925,288	0 %	302,691,343	489,881,119	38- %
Units Listed	76	56	35 %	525	653	19- %
Units Sold	43	38	13 %	290	416	30- %
Sale Success Ratio	58 %	61 %		60 %	76 %	
% Sales to Listings	56 %	67 %		55 %	63 %	
Avg Price/Unit	1,096,323	1,234,876	11- %	1,043,763	1,177,598	11- %
Active Listings	187	159	17 %			

IC&I - BUSINESS

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	0	0	0 %	150,000	0	0 %
Units Listed	1	0	0 %	5	6	16- %
Units Sold	0	0	0 %	1	0	0 %
Sale Success Ratio	0 %	0 %		25 %	0 %	
% Sales to Listings	0 %	0 %		20 %	0 %	
Avg Price/Unit	0	0	0 %	150,000	0	0 %
Active Listings	5	6	16- %			

IC&I - INDUSTRIAL/COMMERCIAL

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	0	0	0 %	8,800,000	6,480,000	35 %
Units Listed	1	0	0 %	3	1	200 %
Units Sold	0	0	0 %	3	1	200 %
Sale Success Ratio	0 %	0 %		42 %	100 %	
% Sales to Listings	0 %	0 %		100 %	100 %	
Avg Price/Unit	0	0	0 %	2,933,333	6,480,000	54- %
Active Listings	1	0	0 %			

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT JULY 31, 2017

AREA: Tsawwassen

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	0	0 %
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	0	0 %			

IC&I - LAND & FARMS

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 %	1	0	0 %
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	1	0	0 %			

ICI SUB-TOTAL

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	0	0	0 %	8,950,000	6,480,000	38 %
Units Listed	2	0	0 %	9	7	28 %
Units Sold	0	0	0 %	4	1	300 %
Sale Success Ratio	0 %	0 %		36 %	20 %	
% Sales to Listings	0 %	0 %		44 %	14 %	
Avg Price/Unit	0	0	0 %	2,237,500	6,480,000	65- %
Active Listings	7	6	16 %			

TOTAL

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	47,141,900	46,925,288	0 %	311,641,343	496,361,119	37- %
Units Listed	78	56	39 %	534	660	19- %
Units Sold	43	38	13 %	294	417	29- %
Sale Success Ratio	55 %	61 %		59 %	75 %	
% Sales to Listings	55 %	67 %		55 %	63 %	
Avg Price/Unit	1,096,323	1,234,876	11- %	1,060,004	1,190,314	10- %
Active Listings	194	165	17 %			