

## REAL ESTATE BOARD OF GREATER VANCOUVER

## SALES SUMMARY AS AT NOVEMBER 30, 2017

## AREA: Tsawwassen

## DETACHED

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>25,697,976</b>	<b>25,180,216</b>	<b>2 %</b>	<b>356,764,239</b>	<b>496,240,247</b>	<b>28- %</b>
Units Listed	<b>33</b>	<b>48</b>	<b>31- %</b>	<b>584</b>	<b>669</b>	<b>12- %</b>
Units Sold	<b>19</b>	<b>21</b>	<b>9- %</b>	<b>282</b>	<b>353</b>	<b>20- %</b>
Sale Success Ratio	<b>44 %</b>	<b>39 %</b>		<b>51 %</b>	<b>63 %</b>	
% Sales to Listings	<b>57 %</b>	<b>43 %</b>		<b>48 %</b>	<b>52 %</b>	
Avg Price/Unit	<b>1,352,525</b>	<b>1,199,057</b>	<b>12 %</b>	<b>1,265,121</b>	<b>1,405,779</b>	<b>10- %</b>
Active Listings	<b>141</b>	<b>140</b>	<b>0 %</b>			

## ATTACHED

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>1,339,000</b>	<b>3,090,000</b>	<b>56- %</b>	<b>21,137,700</b>	<b>24,534,600</b>	<b>13- %</b>
Units Listed	<b>4</b>	<b>2</b>	<b>100 %</b>	<b>36</b>	<b>47</b>	<b>23- %</b>
Units Sold	<b>2</b>	<b>3</b>	<b>33- %</b>	<b>28</b>	<b>31</b>	<b>9- %</b>
Sale Success Ratio	<b>50 %</b>	<b>60 %</b>		<b>77 %</b>	<b>79 %</b>	
% Sales to Listings	<b>50 %</b>	<b>150 %</b>		<b>77 %</b>	<b>65 %</b>	
Avg Price/Unit	<b>669,500</b>	<b>1,030,000</b>	<b>35- %</b>	<b>754,917</b>	<b>791,438</b>	<b>4- %</b>
Active Listings	<b>8</b>	<b>9</b>	<b>11- %</b>			

## APARTMENTS

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>1,742,000</b>	<b>4,272,000</b>	<b>59- %</b>	<b>69,810,650</b>	<b>70,346,888</b>	<b>0 %</b>
Units Listed	<b>7</b>	<b>8</b>	<b>12- %</b>	<b>144</b>	<b>169</b>	<b>14- %</b>
Units Sold	<b>3</b>	<b>6</b>	<b>50- %</b>	<b>114</b>	<b>127</b>	<b>10- %</b>
Sale Success Ratio	<b>50 %</b>	<b>66 %</b>		<b>75 %</b>	<b>80 %</b>	
% Sales to Listings	<b>42 %</b>	<b>75 %</b>		<b>79 %</b>	<b>75 %</b>	
Avg Price/Unit	<b>580,666</b>	<b>712,000</b>	<b>18- %</b>	<b>612,374</b>	<b>553,912</b>	<b>10 %</b>
Active Listings	<b>18</b>	<b>30</b>	<b>40- %</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>28,778,976</b>	<b>32,542,216</b>	<b>11- %</b>	<b>447,712,589</b>	<b>591,121,735</b>	<b>24- %</b>
Units Listed	<b>44</b>	<b>58</b>	<b>24- %</b>	<b>764</b>	<b>885</b>	<b>13- %</b>
Units Sold	<b>24</b>	<b>30</b>	<b>20- %</b>	<b>424</b>	<b>511</b>	<b>17- %</b>
Sale Success Ratio	<b>45 %</b>	<b>44 %</b>		<b>57 %</b>	<b>67 %</b>	
% Sales to Listings	<b>54 %</b>	<b>51 %</b>		<b>55 %</b>	<b>57 %</b>	
Avg Price/Unit	<b>1,199,124</b>	<b>1,084,740</b>	<b>10 %</b>	<b>1,055,925</b>	<b>1,156,794</b>	<b>8- %</b>
Active Listings	<b>167</b>	<b>179</b>	<b>6- %</b>			

## MULTI FAMILY REVENUE



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## 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	0	0	0 %	3,345,000	1,105,000	202 %
Units Listed	4	0	0 %	14	9	55 %
Units Sold	0	0	0 %	3	1	200 %
Sale Success Ratio	0 %	0 %		23 %	33 %	
% Sales to Listings	0 %	0 %		21 %	11 %	
Avg Price/Unit	0	0	0 %	1,115,000	1,105,000	0 %
Active Listings	7	7	0 %			

## RES SUB-TOTAL

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	28,778,976	32,542,216	11- %	451,057,589	592,226,735	23- %
Units Listed	48	58	17- %	778	895	13- %
Units Sold	24	30	20- %	427	512	16- %
Sale Success Ratio	45 %	44 %		57 %	67 %	
% Sales to Listings	50 %	51 %		54 %	57 %	
Avg Price/Unit	1,199,124	1,084,740	10 %	1,056,340	1,156,692	8- %
Active Listings	174	187	6- %			

## TOTAL

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	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	28,778,976	32,542,216	11- %	451,057,589	592,226,735	23- %
Units Listed	48	58	17- %	778	895	13- %
Units Sold	24	30	20- %	427	512	16- %
Sale Success Ratio	45 %	44 %		57 %	67 %	
% Sales to Listings	50 %	51 %		54 %	57 %	
Avg Price/Unit	1,199,124	1,084,740	10 %	1,056,340	1,156,692	8- %
Active Listings	174	187	6- %			