

## REAL ESTATE BOARD OF GREATER VANCOUVER

## SALES SUMMARY AS AT NOVEMBER 30, 2017

## AREA: Vancouver East

## DETACHED

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>147,079,672</b>	<b>111,960,441</b>	<b>31 %</b>	<b>2,120,230,757</b>	<b>2,289,790,132</b>	<b>7- %</b>
Units Listed	<b>230</b>	<b>212</b>	<b>8 %</b>	<b>2,839</b>	<b>3,061</b>	<b>7- %</b>
Units Sold	<b>94</b>	<b>77</b>	<b>22 %</b>	<b>1,306</b>	<b>1,431</b>	<b>8- %</b>
Sale Success Ratio	<b>40 %</b>	<b>36 %</b>		<b>49 %</b>	<b>55 %</b>	
% Sales to Listings	<b>40 %</b>	<b>36 %</b>		<b>46 %</b>	<b>46 %</b>	
Avg Price/Unit	<b>1,564,677</b>	<b>1,454,031</b>	<b>7 %</b>	<b>1,623,453</b>	<b>1,600,132</b>	<b>1 %</b>
Active Listings	<b>776</b>	<b>692</b>	<b>12 %</b>			

## ATTACHED

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>54,020,613</b>	<b>23,158,654</b>	<b>133 %</b>	<b>446,749,226</b>	<b>381,908,815</b>	<b>16 %</b>
Units Listed	<b>86</b>	<b>48</b>	<b>79 %</b>	<b>792</b>	<b>636</b>	<b>24 %</b>
Units Sold	<b>51</b>	<b>27</b>	<b>88 %</b>	<b>449</b>	<b>416</b>	<b>7 %</b>
Sale Success Ratio	<b>59 %</b>	<b>54 %</b>		<b>63 %</b>	<b>71 %</b>	
% Sales to Listings	<b>59 %</b>	<b>56 %</b>		<b>56 %</b>	<b>65 %</b>	
Avg Price/Unit	<b>1,059,227</b>	<b>857,727</b>	<b>23 %</b>	<b>994,987</b>	<b>918,050</b>	<b>8 %</b>
Active Listings	<b>161</b>	<b>100</b>	<b>61 %</b>			

## APARTMENTS

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>106,916,438</b>	<b>79,687,900</b>	<b>34 %</b>	<b>1,044,053,579</b>	<b>799,353,454</b>	<b>30 %</b>
Units Listed	<b>194</b>	<b>158</b>	<b>22 %</b>	<b>2,156</b>	<b>2,046</b>	<b>5 %</b>
Units Sold	<b>170</b>	<b>147</b>	<b>15 %</b>	<b>1,729</b>	<b>1,610</b>	<b>7 %</b>
Sale Success Ratio	<b>80 %</b>	<b>76 %</b>		<b>82 %</b>	<b>80 %</b>	
% Sales to Listings	<b>87 %</b>	<b>93 %</b>		<b>80 %</b>	<b>78 %</b>	
Avg Price/Unit	<b>628,920</b>	<b>542,094</b>	<b>16 %</b>	<b>603,848</b>	<b>496,492</b>	<b>21 %</b>
Active Listings	<b>185</b>	<b>209</b>	<b>11- %</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>308,016,723</b>	<b>214,806,995</b>	<b>43 %</b>	<b>3,611,033,562</b>	<b>3,471,052,401</b>	<b>4 %</b>
Units Listed	<b>510</b>	<b>418</b>	<b>22 %</b>	<b>5,787</b>	<b>5,743</b>	<b>0 %</b>
Units Sold	<b>315</b>	<b>251</b>	<b>25 %</b>	<b>3,484</b>	<b>3,457</b>	<b>0 %</b>
Sale Success Ratio	<b>59 %</b>	<b>55 %</b>		<b>63 %</b>	<b>66 %</b>	
% Sales to Listings	<b>61 %</b>	<b>60 %</b>		<b>60 %</b>	<b>60 %</b>	
Avg Price/Unit	<b>977,830</b>	<b>855,804</b>	<b>14 %</b>	<b>1,036,461</b>	<b>1,004,064</b>	<b>3 %</b>
Active Listings	<b>1,122</b>	<b>1,001</b>	<b>12 %</b>			

## MULTI FAMILY REVENUE



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ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	0	0	0 %	12,928,000	19,222,500	32- %
Units Listed	3	0	0 %	29	21	38 %
Units Sold	0	0	0 %	7	9	22- %
Sale Success Ratio	0 %	0 %		38 %	47 %	
% Sales to Listings	0 %	0 %		24 %	42 %	
Avg Price/Unit	0	0	0 %	1,846,857	2,135,833	13- %
Active Listings	15	5	200 %			

## LAND ONLY

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	0	0	0 %	14,546,000	3,940,000	269 %
Units Listed	7	1	600 %	41	22	86 %
Units Sold	0	0	0 %	10	3	233 %
Sale Success Ratio	0 %	0 %		32 %	14 %	
% Sales to Listings	0 %	0 %		24 %	13 %	
Avg Price/Unit	0	0	0 %	1,454,600	1,313,333	10 %
Active Listings	16	6	166 %			

## RES SUB-TOTAL

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	308,016,723	214,806,995	43 %	3,638,507,562	3,494,214,901	4 %
Units Listed	520	419	24 %	5,857	5,786	1 %
Units Sold	315	251	25 %	3,501	3,469	0 %
Sale Success Ratio	58 %	55 %		63 %	66 %	
% Sales to Listings	60 %	59 %		59 %	59 %	
Avg Price/Unit	977,830	855,804	14 %	1,039,276	1,007,268	3 %
Active Listings	1,153	1,012	13 %			

## TOTAL

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	308,016,723	214,806,995	43 %	3,638,507,562	3,494,214,901	4 %
Units Listed	520	419	24 %	5,857	5,786	1 %
Units Sold	315	251	25 %	3,501	3,469	0 %
Sale Success Ratio	58 %	55 %		63 %	66 %	
% Sales to Listings	60 %	59 %		59 %	59 %	
Avg Price/Unit	977,830	855,804	14 %	1,039,276	1,007,268	3 %
Active Listings	1,153	1,012	13 %			