

## REAL ESTATE BOARD OF GREATER VANCOUVER

## SALES SUMMARY AS AT JULY 31, 2017

## AREA: Vancouver West

## DETACHED

| ALL                 | -----CURRENT MONTH----- |                    |              | -----YEAR TO DATE----- |                      |              |
|---------------------|-------------------------|--------------------|--------------|------------------------|----------------------|--------------|
|                     | THIS YEAR               | LAST YEAR          | INCREASE     | THIS YEAR              | LAST YEAR            | INCREASE     |
| Gross Sales         | <b>330,075,850</b>      | <b>461,058,245</b> | <b>28- %</b> | <b>2,748,314,630</b>   | <b>5,067,539,648</b> | <b>45- %</b> |
| Units Listed        | <b>239</b>              | <b>272</b>         | <b>12- %</b> | <b>1,770</b>           | <b>2,286</b>         | <b>22- %</b> |
| Units Sold          | <b>74</b>               | <b>108</b>         | <b>31- %</b> | <b>706</b>             | <b>1,260</b>         | <b>43- %</b> |
| Sale Success Ratio  | <b>35 %</b>             | <b>42 %</b>        |              | <b>48 %</b>            | <b>61 %</b>          |              |
| % Sales to Listings | <b>30 %</b>             | <b>39 %</b>        |              | <b>39 %</b>            | <b>55 %</b>          |              |
| Avg Price/Unit      | <b>4,460,484</b>        | <b>4,269,057</b>   | <b>4 %</b>   | <b>3,892,796</b>       | <b>4,021,856</b>     | <b>3- %</b>  |
| Active Listings     | <b>731</b>              | <b>607</b>         | <b>20 %</b>  |                        |                      |              |

## ATTACHED

| ALL                 | -----CURRENT MONTH----- |                   |              | -----YEAR TO DATE----- |                    |              |
|---------------------|-------------------------|-------------------|--------------|------------------------|--------------------|--------------|
|                     | THIS YEAR               | LAST YEAR         | INCREASE     | THIS YEAR              | LAST YEAR          | INCREASE     |
| Gross Sales         | <b>68,675,688</b>       | <b>80,906,700</b> | <b>15- %</b> | <b>549,417,712</b>     | <b>697,847,913</b> | <b>21- %</b> |
| Units Listed        | <b>109</b>              | <b>86</b>         | <b>26 %</b>  | <b>667</b>             | <b>683</b>         | <b>2- %</b>  |
| Units Sold          | <b>50</b>               | <b>59</b>         | <b>15- %</b> | <b>389</b>             | <b>527</b>         | <b>26- %</b> |
| Sale Success Ratio  | <b>58 %</b>             | <b>79 %</b>       |              | <b>67 %</b>            | <b>78 %</b>        |              |
| % Sales to Listings | <b>45 %</b>             | <b>68 %</b>       |              | <b>58 %</b>            | <b>77 %</b>        |              |
| Avg Price/Unit      | <b>1,373,513</b>        | <b>1,371,300</b>  | <b>0 %</b>   | <b>1,412,384</b>       | <b>1,324,189</b>   | <b>6 %</b>   |
| Active Listings     | <b>173</b>              | <b>100</b>        | <b>73 %</b>  |                        |                    |              |

## APARTMENTS

| ALL                 | -----CURRENT MONTH----- |                    |             | -----YEAR TO DATE----- |                      |              |
|---------------------|-------------------------|--------------------|-------------|------------------------|----------------------|--------------|
|                     | THIS YEAR               | LAST YEAR          | INCREASE    | THIS YEAR              | LAST YEAR            | INCREASE     |
| Gross Sales         | <b>391,370,173</b>      | <b>395,905,696</b> | <b>1- %</b> | <b>2,660,598,665</b>   | <b>3,082,946,989</b> | <b>13- %</b> |
| Units Listed        | <b>636</b>              | <b>654</b>         | <b>2- %</b> | <b>3,956</b>           | <b>4,680</b>         | <b>15- %</b> |
| Units Sold          | <b>398</b>              | <b>435</b>         | <b>8- %</b> | <b>2,856</b>           | <b>3,678</b>         | <b>22- %</b> |
| Sale Success Ratio  | <b>75 %</b>             | <b>76 %</b>        |             | <b>76 %</b>            | <b>81 %</b>          |              |
| % Sales to Listings | <b>62 %</b>             | <b>66 %</b>        |             | <b>72 %</b>            | <b>78 %</b>          |              |
| Avg Price/Unit      | <b>983,342</b>          | <b>910,128</b>     | <b>8 %</b>  | <b>931,582</b>         | <b>838,212</b>       | <b>11 %</b>  |
| Active Listings     | <b>785</b>              | <b>775</b>         | <b>1 %</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>790,121,711</b>      | <b>937,870,641</b> | <b>15- %</b> | <b>5,958,331,007</b>   | <b>8,848,334,550</b> | <b>32- %</b> |
| Units Listed        | <b>984</b>              | <b>1,012</b>       | <b>2- %</b>  | <b>6,393</b>           | <b>7,649</b>         | <b>16- %</b> |
| Units Sold          | <b>522</b>              | <b>602</b>         | <b>13- %</b> | <b>3,951</b>           | <b>5,465</b>         | <b>27- %</b> |
| Sale Success Ratio  | <b>63 %</b>             | <b>66 %</b>        |              | <b>68 %</b>            | <b>75 %</b>          |              |
| % Sales to Listings | <b>53 %</b>             | <b>59 %</b>        |              | <b>61 %</b>            | <b>71 %</b>          |              |
| Avg Price/Unit      | <b>1,513,643</b>        | <b>1,557,924</b>   | <b>2- %</b>  | <b>1,508,056</b>       | <b>1,619,091</b>     | <b>6- %</b>  |
| Active Listings     | <b>1,689</b>            | <b>1,482</b>       | <b>13 %</b>  |                        |                      |              |

## MULTI FAMILY REVENUE



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## REAL ESTATE BOARD OF GREATER VANCOUVER

## SALES SUMMARY AS AT JULY 31, 2017

## AREA: Vancouver West

| ALL                 | -----CURRENT MONTH----- |                  |              | -----YEAR TO DATE----- |                   |              |
|---------------------|-------------------------|------------------|--------------|------------------------|-------------------|--------------|
|                     | THIS YEAR               | LAST YEAR        | INCREASE     | THIS YEAR              | LAST YEAR         | INCREASE     |
| Gross Sales         | <b>7,625,000</b>        | <b>9,100,000</b> | <b>16- %</b> | <b>35,853,600</b>      | <b>16,867,500</b> | <b>112 %</b> |
| Units Listed        | <b>2</b>                | <b>3</b>         | <b>33- %</b> | <b>27</b>              | <b>20</b>         | <b>35 %</b>  |
| Units Sold          | <b>3</b>                | <b>2</b>         | <b>50 %</b>  | <b>14</b>              | <b>5</b>          | <b>180 %</b> |
| Sale Success Ratio  | <b>75 %</b>             | <b>100 %</b>     |              | <b>56 %</b>            | <b>35 %</b>       |              |
| % Sales to Listings | <b>150 %</b>            | <b>66 %</b>      |              | <b>51 %</b>            | <b>25 %</b>       |              |
| Avg Price/Unit      | <b>2,541,666</b>        | <b>4,550,000</b> | <b>44- %</b> | <b>2,560,971</b>       | <b>3,373,500</b>  | <b>24- %</b> |
| Active Listings     | <b>6</b>                | <b>8</b>         | <b>25- %</b> |                        |                   |              |

## LAND ONLY

| ALL                 | -----CURRENT MONTH----- |            |               | -----YEAR TO DATE----- |                   |            |
|---------------------|-------------------------|------------|---------------|------------------------|-------------------|------------|
|                     | THIS YEAR               | LAST YEAR  | INCREASE      | THIS YEAR              | LAST YEAR         | INCREASE   |
| Gross Sales         | <b>0</b>                | <b>0</b>   | <b>0 %</b>    | <b>15,420,000</b>      | <b>14,186,000</b> | <b>8 %</b> |
| Units Listed        | <b>0</b>                | <b>4</b>   | <b>100- %</b> | <b>17</b>              | <b>16</b>         | <b>6 %</b> |
| Units Sold          | <b>0</b>                | <b>0</b>   | <b>0 %</b>    | <b>5</b>               | <b>5</b>          | <b>0 %</b> |
| Sale Success Ratio  | <b>0 %</b>              | <b>0 %</b> |               | <b>45 %</b>            | <b>26 %</b>       |            |
| % Sales to Listings | <b>0 %</b>              | <b>0 %</b> |               | <b>29 %</b>            | <b>31 %</b>       |            |
| Avg Price/Unit      | <b>0</b>                | <b>0</b>   | <b>0 %</b>    | <b>3,084,000</b>       | <b>2,837,200</b>  | <b>8 %</b> |
| Active Listings     | <b>10</b>               | <b>5</b>   | <b>100 %</b>  |                        |                   |            |

## RES SUB-TOTAL

| ALL                 | -----CURRENT MONTH----- |                    |              | -----YEAR TO DATE----- |                      |              |
|---------------------|-------------------------|--------------------|--------------|------------------------|----------------------|--------------|
|                     | THIS YEAR               | LAST YEAR          | INCREASE     | THIS YEAR              | LAST YEAR            | INCREASE     |
| Gross Sales         | <b>797,746,711</b>      | <b>946,970,641</b> | <b>15- %</b> | <b>6,009,604,607</b>   | <b>8,879,388,050</b> | <b>32- %</b> |
| Units Listed        | <b>986</b>              | <b>1,019</b>       | <b>3- %</b>  | <b>6,437</b>           | <b>7,685</b>         | <b>16- %</b> |
| Units Sold          | <b>525</b>              | <b>604</b>         | <b>13- %</b> | <b>3,970</b>           | <b>5,475</b>         | <b>27- %</b> |
| Sale Success Ratio  | <b>63 %</b>             | <b>66 %</b>        |              | <b>68 %</b>            | <b>75 %</b>          |              |
| % Sales to Listings | <b>53 %</b>             | <b>59 %</b>        |              | <b>61 %</b>            | <b>71 %</b>          |              |
| Avg Price/Unit      | <b>1,519,517</b>        | <b>1,567,832</b>   | <b>3- %</b>  | <b>1,513,754</b>       | <b>1,621,806</b>     | <b>6- %</b>  |
| Active Listings     | <b>1,705</b>            | <b>1,495</b>       | <b>14 %</b>  |                        |                      |              |

## IC&amp;I - BUSINESS

| ALL                 | -----CURRENT MONTH----- |                |              | -----YEAR TO DATE----- |                  |              |
|---------------------|-------------------------|----------------|--------------|------------------------|------------------|--------------|
|                     | THIS YEAR               | LAST YEAR      | INCREASE     | THIS YEAR              | LAST YEAR        | INCREASE     |
| Gross Sales         | <b>1,043,000</b>        | <b>603,000</b> | <b>72 %</b>  | <b>7,519,988</b>       | <b>6,200,800</b> | <b>21 %</b>  |
| Units Listed        | <b>33</b>               | <b>36</b>      | <b>8- %</b>  | <b>247</b>             | <b>254</b>       | <b>2- %</b>  |
| Units Sold          | <b>7</b>                | <b>10</b>      | <b>30- %</b> | <b>52</b>              | <b>61</b>        | <b>14- %</b> |
| Sale Success Ratio  | <b>20 %</b>             | <b>22 %</b>    |              | <b>21 %</b>            | <b>24 %</b>      |              |
| % Sales to Listings | <b>21 %</b>             | <b>27 %</b>    |              | <b>21 %</b>            | <b>24 %</b>      |              |
| Avg Price/Unit      | <b>149,000</b>          | <b>60,300</b>  | <b>147 %</b> | <b>144,615</b>         | <b>101,652</b>   | <b>42 %</b>  |
| Active Listings     | <b>211</b>              | <b>196</b>     | <b>7 %</b>   |                        |                  |              |

## IC&amp;I - INDUSTRIAL/COMMERCIAL

| ALL                 | -----CURRENT MONTH----- |                  |              | -----YEAR TO DATE----- |                   |              |
|---------------------|-------------------------|------------------|--------------|------------------------|-------------------|--------------|
|                     | THIS YEAR               | LAST YEAR        | INCREASE     | THIS YEAR              | LAST YEAR         | INCREASE     |
| Gross Sales         | <b>4,402,000</b>        | <b>8,861,000</b> | <b>50- %</b> | <b>79,357,248</b>      | <b>79,727,663</b> | <b>0 %</b>   |
| Units Listed        | <b>18</b>               | <b>22</b>        | <b>18- %</b> | <b>104</b>             | <b>148</b>        | <b>29- %</b> |
| Units Sold          | <b>5</b>                | <b>4</b>         | <b>25 %</b>  | <b>46</b>              | <b>63</b>         | <b>26- %</b> |
| Sale Success Ratio  | <b>35 %</b>             | <b>26 %</b>      |              | <b>40 %</b>            | <b>43 %</b>       |              |
| % Sales to Listings | <b>27 %</b>             | <b>18 %</b>      |              | <b>44 %</b>            | <b>42 %</b>       |              |
| Avg Price/Unit      | <b>880,400</b>          | <b>2,215,250</b> | <b>60- %</b> | <b>1,725,157</b>       | <b>1,265,518</b>  | <b>36 %</b>  |
| Active Listings     | <b>62</b>               | <b>86</b>        | <b>27- %</b> |                        |                   |              |

## REAL ESTATE BOARD OF GREATER VANCOUVER

## SALES SUMMARY AS AT JULY 31, 2017

## AREA: Vancouver West

## IC&amp;I - MULTI FAMILY

| ALL                 | -----CURRENT MONTH----- |                  |              | -----YEAR TO DATE----- |                    |              |
|---------------------|-------------------------|------------------|--------------|------------------------|--------------------|--------------|
|                     | THIS YEAR               | LAST YEAR        | INCREASE     | THIS YEAR              | LAST YEAR          | INCREASE     |
| Gross Sales         | <b>4,888,000</b>        | <b>9,000,000</b> | <b>45- %</b> | <b>27,306,000</b>      | <b>103,426,000</b> | <b>73- %</b> |
| Units Listed        | <b>2</b>                | <b>4</b>         | <b>50- %</b> | <b>23</b>              | <b>32</b>          | <b>28- %</b> |
| Units Sold          | <b>1</b>                | <b>1</b>         | <b>0 %</b>   | <b>6</b>               | <b>14</b>          | <b>57- %</b> |
| Sale Success Ratio  | <b>20 %</b>             | <b>33 %</b>      |              | <b>28 %</b>            | <b>51 %</b>        |              |
| % Sales to Listings | <b>50 %</b>             | <b>25 %</b>      |              | <b>26 %</b>            | <b>43 %</b>        |              |
| Avg Price/Unit      | <b>4,888,000</b>        | <b>9,000,000</b> | <b>45- %</b> | <b>4,551,000</b>       | <b>7,387,571</b>   | <b>38- %</b> |
| Active Listings     | <b>9</b>                | <b>15</b>        | <b>40- %</b> |                        |                    |              |

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

| ALL                 | -----CURRENT MONTH----- |            |                | -----YEAR TO DATE----- |            |              |
|---------------------|-------------------------|------------|----------------|------------------------|------------|--------------|
|                     | THIS YEAR               | LAST YEAR  | INCREASE       | THIS YEAR              | LAST YEAR  | INCREASE     |
| Gross Sales         | <b>0</b>                | <b>0</b>   | <b>0 %</b>     | <b>13,250,000</b>      | <b>0</b>   | <b>0 %</b>   |
| Units Listed        | <b>2</b>                | <b>0</b>   | <b>0 %</b>     | <b>13</b>              | <b>6</b>   | <b>116 %</b> |
| Units Sold          | <b>0</b>                | <b>0</b>   | <b>0 %</b>     | <b>1</b>               | <b>0</b>   | <b>0 %</b>   |
| Sale Success Ratio  | <b>0 %</b>              | <b>0 %</b> |                | <b>33 %</b>            | <b>0 %</b> |              |
| % Sales to Listings | <b>0 %</b>              | <b>0 %</b> |                | <b>7 %</b>             | <b>0 %</b> |              |
| Avg Price/Unit      | <b>0</b>                | <b>0</b>   | <b>0 %</b>     | <b>13,250,000</b>      | <b>0</b>   | <b>0 %</b>   |
| Active Listings     | <b>13</b>               | <b>1</b>   | <b>1,200 %</b> |                        |            |              |

## ICI SUB-TOTAL

| ALL                 | -----CURRENT MONTH----- |                   |              | -----YEAR TO DATE----- |                    |              |
|---------------------|-------------------------|-------------------|--------------|------------------------|--------------------|--------------|
|                     | THIS YEAR               | LAST YEAR         | INCREASE     | THIS YEAR              | LAST YEAR          | INCREASE     |
| Gross Sales         | <b>10,333,000</b>       | <b>18,464,000</b> | <b>44- %</b> | <b>127,433,236</b>     | <b>189,354,463</b> | <b>32- %</b> |
| Units Listed        | <b>55</b>               | <b>62</b>         | <b>11- %</b> | <b>387</b>             | <b>440</b>         | <b>12- %</b> |
| Units Sold          | <b>13</b>               | <b>15</b>         | <b>13- %</b> | <b>105</b>             | <b>138</b>         | <b>23- %</b> |
| Sale Success Ratio  | <b>24 %</b>             | <b>22 %</b>       |              | <b>28 %</b>            | <b>31 %</b>        |              |
| % Sales to Listings | <b>23 %</b>             | <b>24 %</b>       |              | <b>27 %</b>            | <b>31 %</b>        |              |
| Avg Price/Unit      | <b>794,846</b>          | <b>1,230,933</b>  | <b>35- %</b> | <b>1,213,649</b>       | <b>1,372,133</b>   | <b>11- %</b> |
| Active Listings     | <b>295</b>              | <b>298</b>        | <b>1- %</b>  |                        |                    |              |

## TOTAL

| ALL                 | -----CURRENT MONTH----- |                    |              | -----YEAR TO DATE----- |                      |              |
|---------------------|-------------------------|--------------------|--------------|------------------------|----------------------|--------------|
|                     | THIS YEAR               | LAST YEAR          | INCREASE     | THIS YEAR              | LAST YEAR            | INCREASE     |
| Gross Sales         | <b>808,079,711</b>      | <b>965,434,641</b> | <b>16- %</b> | <b>6,137,037,843</b>   | <b>9,068,742,513</b> | <b>32- %</b> |
| Units Listed        | <b>1,041</b>            | <b>1,081</b>       | <b>3- %</b>  | <b>6,824</b>           | <b>8,125</b>         | <b>16- %</b> |
| Units Sold          | <b>538</b>              | <b>619</b>         | <b>13- %</b> | <b>4,075</b>           | <b>5,613</b>         | <b>27- %</b> |
| Sale Success Ratio  | <b>61 %</b>             | <b>63 %</b>        |              | <b>65 %</b>            | <b>72 %</b>          |              |
| % Sales to Listings | <b>51 %</b>             | <b>57 %</b>        |              | <b>59 %</b>            | <b>69 %</b>          |              |
| Avg Price/Unit      | <b>1,502,006</b>        | <b>1,559,668</b>   | <b>3- %</b>  | <b>1,506,021</b>       | <b>1,615,667</b>     | <b>6- %</b>  |
| Active Listings     | <b>2,000</b>            | <b>1,793</b>       | <b>11 %</b>  |                        |                      |              |