

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT JULY 31, 2017

AREA: Whistler / Pemberton

DETACHED

| ALL | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|-------------------|--------------|------------------------|--------------------|--------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Gross Sales | 40,756,000 | 30,880,500 | 31 % | 259,849,799 | 251,685,095 | 3 % |
| Units Listed | 28 | 27 | 3 % | 171 | 177 | 3- % |
| Units Sold | 16 | 15 | 6 % | 116 | 136 | 14- % |
| Sale Success Ratio | 76 % | 75 % | | 71 % | 70 % | |
| % Sales to Listings | 57 % | 55 % | | 67 % | 76 % | |
| Avg Price/Unit | 2,547,250 | 2,058,700 | 23 % | 2,240,084 | 1,850,625 | 21 % |
| Active Listings | 84 | 101 | 16- % | | | |

ATTACHED

| ALL | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|-------------------|--------------|------------------------|--------------------|--------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Gross Sales | 28,716,000 | 18,653,500 | 53 % | 164,411,403 | 179,860,575 | 8- % |
| Units Listed | 31 | 33 | 6- % | 212 | 246 | 13- % |
| Units Sold | 31 | 26 | 19 % | 192 | 213 | 9- % |
| Sale Success Ratio | 91 % | 78 % | | 89 % | 84 % | |
| % Sales to Listings | 100 % | 78 % | | 90 % | 86 % | |
| Avg Price/Unit | 926,322 | 717,442 | 29 % | 856,309 | 844,415 | 1 % |
| Active Listings | 45 | 73 | 38- % | | | |

APARTMENTS

| ALL | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|-------------------|--------------|------------------------|--------------------|--------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Gross Sales | 12,968,700 | 12,779,550 | 1 % | 100,782,276 | 111,529,675 | 9- % |
| Units Listed | 38 | 27 | 40 % | 259 | 303 | 14- % |
| Units Sold | 26 | 36 | 27- % | 220 | 303 | 27- % |
| Sale Success Ratio | 78 % | 78 % | | 84 % | 83 % | |
| % Sales to Listings | 68 % | 133 % | | 84 % | 100 % | |
| Avg Price/Unit | 498,796 | 354,987 | 40 % | 458,101 | 368,084 | 24 % |
| Active Listings | 71 | 92 | 22- % | | | |

DET/ATT/APT SUB-TOTALS

| ALL | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|-------------------|--------------|------------------------|--------------------|--------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Gross Sales | 82,440,700 | 62,313,550 | 32 % | 525,043,478 | 543,075,345 | 3- % |
| Units Listed | 97 | 87 | 11 % | 642 | 726 | 11- % |
| Units Sold | 73 | 77 | 5- % | 528 | 652 | 19- % |
| Sale Success Ratio | 82 % | 77 % | | 83 % | 80 % | |
| % Sales to Listings | 75 % | 88 % | | 82 % | 89 % | |
| Avg Price/Unit | 1,129,324 | 809,266 | 39 % | 994,400 | 832,937 | 19 % |
| Active Listings | 200 | 266 | 24- % | | | |

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SALES SUMMARY AS AT JULY 31, 2017

AREA: Whistler / Pemberton

| ALL | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|------------|---------------|------------------------|----------------|--------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Gross Sales | 810,000 | 0 | 0 % | 810,000 | 775,000 | 4 % |
| Units Listed | 0 | 0 | 0 % | 1 | 2 | 50- % |
| Units Sold | 1 | 0 | 0 % | 1 | 1 | 0 % |
| Sale Success Ratio | 100 % | 0 % | | 100 % | 50 % | |
| % Sales to Listings | 0 % | 0 % | | 100 % | 50 % | |
| Avg Price/Unit | 810,000 | 0 | 0 % | 810,000 | 775,000 | 4 % |
| 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 | 1,594,500 | 5,810,000 | 72- % | 36,416,150 | 46,664,000 | 21- % |
| Units Listed | 6 | 7 | 14- % | 38 | 64 | 40- % |
| Units Sold | 2 | 2 | 0 % | 26 | 42 | 38- % |
| Sale Success Ratio | 66 % | 33 % | | 63 % | 52 % | |
| % Sales to Listings | 33 % | 28 % | | 68 % | 65 % | |
| Avg Price/Unit | 797,250 | 2,905,000 | 72- % | 1,400,621 | 1,111,047 | 26 % |
| Active Listings | 37 | 45 | 17- % | | | |

RES SUB-TOTAL

| ALL | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|-------------------|--------------|------------------------|--------------------|--------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Gross Sales | 84,845,200 | 68,123,550 | 24 % | 562,269,628 | 590,514,345 | 4- % |
| Units Listed | 103 | 94 | 9 % | 681 | 792 | 14- % |
| Units Sold | 76 | 79 | 3- % | 555 | 695 | 20- % |
| Sale Success Ratio | 82 % | 75 % | | 81 % | 78 % | |
| % Sales to Listings | 73 % | 84 % | | 81 % | 87 % | |
| Avg Price/Unit | 1,116,384 | 862,323 | 29 % | 1,013,098 | 849,660 | 19 % |
| Active Listings | 237 | 312 | 24- % | | | |

IC&I - BUSINESS

| 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 | 1 | 0 | 0 % | 4 | 5 | 20- % |
| 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 | 5 | 9 | 44- % | | | |

IC&I - INDUSTRIAL/COMMERCIAL

| ALL | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|------------------|---------------|------------------------|------------------|--------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Gross Sales | 1,600,000 | 1,939,000 | 17- % | 2,825,000 | 2,188,000 | 29 % |
| Units Listed | 0 | 1 | 100- % | 4 | 11 | 63- % |
| Units Sold | 1 | 4 | 75- % | 3 | 5 | 40- % |
| Sale Success Ratio | 100 % | 50 % | | 75 % | 45 % | |
| % Sales to Listings | 0 % | 400 % | | 75 % | 45 % | |
| Avg Price/Unit | 1,600,000 | 484,750 | 230 % | 941,666 | 437,600 | 115 % |
| Active Listings | 2 | 5 | 60- % | | | |

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT JULY 31, 2017

AREA: Whistler / Pemberton

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 % | 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 % | | | |

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 % | 95,000 | 878,000 | 89- % |
| Units Listed | 0 | 0 | 0 % | 1 | 1 | 0 % |
| Units Sold | 0 | 0 | 0 % | 1 | 2 | 50- % |
| Sale Success Ratio | 0 % | 0 % | | 100 % | 66 % | |
| % Sales to Listings | 0 % | 0 % | | 100 % | 200 % | |
| Avg Price/Unit | 0 | 0 | 0 % | 95,000 | 439,000 | 78- % |
| Active Listings | 1 | 4 | 75- % | | | |

ICI SUB-TOTAL

| ALL | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|-----------|----------|------------------------|-----------|----------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Gross Sales | 1,600,000 | 1,939,000 | 17- % | 2,920,000 | 3,066,000 | 4- % |
| Units Listed | 1 | 1 | 0 % | 10 | 17 | 41- % |
| Units Sold | 1 | 4 | 75- % | 4 | 7 | 42- % |
| Sale Success Ratio | 100 % | 44 % | | 50 % | 28 % | |
| % Sales to Listings | 100 % | 400 % | | 40 % | 41 % | |
| Avg Price/Unit | 1,600,000 | 484,750 | 230 % | 730,000 | 438,000 | 66 % |
| Active Listings | 9 | 18 | 50- % | | | |

TOTAL

| ALL | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|------------|----------|------------------------|-------------|----------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Gross Sales | 86,445,200 | 70,062,550 | 23 % | 565,189,628 | 593,580,345 | 4- % |
| Units Listed | 104 | 95 | 9 % | 691 | 809 | 14- % |
| Units Sold | 77 | 83 | 7- % | 559 | 702 | 20- % |
| Sale Success Ratio | 82 % | 72 % | | 81 % | 76 % | |
| % Sales to Listings | 74 % | 87 % | | 80 % | 86 % | |
| Avg Price/Unit | 1,122,664 | 844,127 | 32 % | 1,011,072 | 845,556 | 19 % |
| Active Listings | 246 | 330 | 25- % | | | |