

## REAL ESTATE BOARD OF GREATER VANCOUVER

## SALES SUMMARY AS AT MAY 31, 2017

## AREA: Burnaby South

## DETACHED

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>99,457,120</b>	<b>86,888,200</b>	<b>14 %</b>	<b>300,111,452</b>	<b>492,243,576</b>	<b>39- %</b>
Units Listed	<b>123</b>	<b>128</b>	<b>3- %</b>	<b>425</b>	<b>493</b>	<b>13- %</b>
Units Sold	<b>50</b>	<b>43</b>	<b>16 %</b>	<b>164</b>	<b>271</b>	<b>39- %</b>
Sale Success Ratio	<b>50 %</b>	<b>52 %</b>		<b>44 %</b>	<b>68 %</b>	
% Sales to Listings	<b>40 %</b>	<b>33 %</b>		<b>38 %</b>	<b>54 %</b>	
Avg Price/Unit	<b>1,989,142</b>	<b>2,020,655</b>	<b>1- %</b>	<b>1,829,947</b>	<b>1,816,396</b>	<b>0 %</b>
Active Listings	<b>215</b>	<b>171</b>	<b>25 %</b>			

## ATTACHED

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>44,147,301</b>	<b>34,126,990</b>	<b>29 %</b>	<b>98,005,037</b>	<b>125,934,666</b>	<b>22- %</b>
Units Listed	<b>70</b>	<b>52</b>	<b>34 %</b>	<b>194</b>	<b>221</b>	<b>12- %</b>
Units Sold	<b>50</b>	<b>43</b>	<b>16 %</b>	<b>109</b>	<b>154</b>	<b>29- %</b>
Sale Success Ratio	<b>71 %</b>	<b>91 %</b>		<b>61 %</b>	<b>77 %</b>	
% Sales to Listings	<b>71 %</b>	<b>82 %</b>		<b>56 %</b>	<b>69 %</b>	
Avg Price/Unit	<b>882,946</b>	<b>793,650</b>	<b>11 %</b>	<b>899,128</b>	<b>817,757</b>	<b>9 %</b>
Active Listings	<b>63</b>	<b>46</b>	<b>36 %</b>			

## APARTMENTS

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>88,413,263</b>	<b>69,654,788</b>	<b>26 %</b>	<b>276,428,941</b>	<b>344,157,317</b>	<b>19- %</b>
Units Listed	<b>165</b>	<b>151</b>	<b>9 %</b>	<b>605</b>	<b>781</b>	<b>22- %</b>
Units Sold	<b>147</b>	<b>139</b>	<b>5 %</b>	<b>481</b>	<b>711</b>	<b>32- %</b>
Sale Success Ratio	<b>90 %</b>	<b>86 %</b>		<b>81 %</b>	<b>82 %</b>	
% Sales to Listings	<b>89 %</b>	<b>92 %</b>		<b>79 %</b>	<b>91 %</b>	
Avg Price/Unit	<b>601,450</b>	<b>501,113</b>	<b>20 %</b>	<b>574,696</b>	<b>484,046</b>	<b>18 %</b>
Active Listings	<b>130</b>	<b>157</b>	<b>17- %</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>232,017,684</b>	<b>190,669,978</b>	<b>21 %</b>	<b>674,545,430</b>	<b>962,335,559</b>	<b>29- %</b>
Units Listed	<b>358</b>	<b>331</b>	<b>8 %</b>	<b>1,224</b>	<b>1,495</b>	<b>18- %</b>
Units Sold	<b>247</b>	<b>225</b>	<b>9 %</b>	<b>754</b>	<b>1,136</b>	<b>33- %</b>
Sale Success Ratio	<b>74 %</b>	<b>77 %</b>		<b>66 %</b>	<b>77 %</b>	
% Sales to Listings	<b>68 %</b>	<b>67 %</b>		<b>61 %</b>	<b>75 %</b>	
Avg Price/Unit	<b>939,342</b>	<b>847,422</b>	<b>10 %</b>	<b>894,622</b>	<b>847,126</b>	<b>5 %</b>
Active Listings	<b>408</b>	<b>374</b>	<b>9 %</b>			

## MULTI FAMILY REVENUE



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## AREA: Burnaby South

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>5,096,000</b>	<b>0</b>	<b>0 %</b>	<b>10,316,000</b>	<b>5,225,000</b>	<b>97 %</b>
Units Listed	<b>4</b>	<b>1</b>	<b>300 %</b>	<b>14</b>	<b>11</b>	<b>27 %</b>
Units Sold	<b>3</b>	<b>0</b>	<b>0 %</b>	<b>6</b>	<b>3</b>	<b>100 %</b>
Sale Success Ratio	<b>100 %</b>	<b>0 %</b>		<b>66 %</b>	<b>42 %</b>	
% Sales to Listings	<b>75 %</b>	<b>0 %</b>		<b>42 %</b>	<b>27 %</b>	
Avg Price/Unit	<b>1,698,666</b>	<b>0</b>	<b>0 %</b>	<b>1,719,333</b>	<b>1,741,666</b>	<b>1- %</b>
Active Listings	<b>11</b>	<b>6</b>	<b>83 %</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>2,135,000</b>	<b>2,100,000</b>	<b>1 %</b>
Units Listed	<b>1</b>	<b>2</b>	<b>50- %</b>	<b>5</b>	<b>13</b>	<b>61- %</b>
Units Sold	<b>0</b>	<b>0</b>	<b>0 %</b>	<b>2</b>	<b>1</b>	<b>100 %</b>
Sale Success Ratio	<b>0 %</b>	<b>0 %</b>		<b>25 %</b>	<b>8 %</b>	
% Sales to Listings	<b>0 %</b>	<b>0 %</b>		<b>40 %</b>	<b>7 %</b>	
Avg Price/Unit	<b>0</b>	<b>0</b>	<b>0 %</b>	<b>1,067,500</b>	<b>2,100,000</b>	<b>49- %</b>
Active Listings	<b>6</b>	<b>14</b>	<b>57- %</b>			

## RES SUB-TOTAL

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>237,113,684</b>	<b>190,669,978</b>	<b>24 %</b>	<b>686,996,430</b>	<b>969,660,559</b>	<b>29- %</b>
Units Listed	<b>363</b>	<b>334</b>	<b>8 %</b>	<b>1,243</b>	<b>1,519</b>	<b>18- %</b>
Units Sold	<b>250</b>	<b>225</b>	<b>11 %</b>	<b>762</b>	<b>1,140</b>	<b>33- %</b>
Sale Success Ratio	<b>74 %</b>	<b>76 %</b>		<b>65 %</b>	<b>77 %</b>	
% Sales to Listings	<b>68 %</b>	<b>67 %</b>		<b>61 %</b>	<b>75 %</b>	
Avg Price/Unit	<b>948,454</b>	<b>847,422</b>	<b>11 %</b>	<b>901,570</b>	<b>850,579</b>	<b>5 %</b>
Active Listings	<b>425</b>	<b>394</b>	<b>7 %</b>			

## IC&amp;I - BUSINESS

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>390,000</b>	<b>168,000</b>	<b>132 %</b>	<b>1,649,000</b>	<b>1,493,000</b>	<b>10 %</b>
Units Listed	<b>7</b>	<b>8</b>	<b>12- %</b>	<b>28</b>	<b>30</b>	<b>6- %</b>
Units Sold	<b>2</b>	<b>1</b>	<b>100 %</b>	<b>9</b>	<b>11</b>	<b>18- %</b>
Sale Success Ratio	<b>40 %</b>	<b>20 %</b>		<b>29 %</b>	<b>28 %</b>	
% Sales to Listings	<b>28 %</b>	<b>12 %</b>		<b>32 %</b>	<b>36 %</b>	
Avg Price/Unit	<b>195,000</b>	<b>168,000</b>	<b>16 %</b>	<b>183,222</b>	<b>135,727</b>	<b>34 %</b>
Active Listings	<b>34</b>	<b>33</b>	<b>3 %</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>4,072,560</b>	<b>8,489,590</b>	<b>52- %</b>	<b>14,665,360</b>	<b>16,596,490</b>	<b>11- %</b>
Units Listed	<b>3</b>	<b>3</b>	<b>0 %</b>	<b>13</b>	<b>25</b>	<b>48- %</b>
Units Sold	<b>5</b>	<b>5</b>	<b>0 %</b>	<b>15</b>	<b>13</b>	<b>15 %</b>
Sale Success Ratio	<b>100 %</b>	<b>62 %</b>		<b>60 %</b>	<b>56 %</b>	
% Sales to Listings	<b>166 %</b>	<b>166 %</b>		<b>115 %</b>	<b>52 %</b>	
Avg Price/Unit	<b>814,512</b>	<b>1,697,918</b>	<b>52- %</b>	<b>977,690</b>	<b>1,276,653</b>	<b>23- %</b>
Active Listings	<b>11</b>	<b>20</b>	<b>45- %</b>			

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## SALES SUMMARY AS AT MAY 31, 2017

## AREA: Burnaby South

## IC&amp;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	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	0	0 %			

## IC&amp;I - LAND &amp; 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	2	0	0 %	2	2	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	3	1	200 %			

## ICI SUB-TOTAL

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	4,462,560	8,657,590	48- %	16,314,360	18,089,490	9- %
Units Listed	12	11	9 %	43	58	25- %
Units Sold	7	6	16 %	24	24	0 %
Sale Success Ratio	70 %	42 %		42 %	36 %	
% Sales to Listings	58 %	54 %		55 %	41 %	
Avg Price/Unit	637,508	1,442,931	55- %	679,765	753,728	9- %
Active Listings	48	54	11- %			

## TOTAL

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	241,576,244	199,327,568	21 %	703,310,790	987,750,049	28- %
Units Listed	375	345	8 %	1,286	1,577	18- %
Units Sold	257	231	11 %	786	1,164	32- %
Sale Success Ratio	74 %	74 %		64 %	75 %	
% Sales to Listings	68 %	66 %		61 %	73 %	
Avg Price/Unit	939,985	862,889	8 %	894,797	848,582	5 %
Active Listings	473	448	5 %			