

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT MAY 31, 2017

AREA: Tsawwassen

DETACHED

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	43,630,044	68,463,900	36- %	158,962,867	322,309,862	50- %
Units Listed	66	63	4 %	277	390	28- %
Units Sold	35	51	31- %	128	227	43- %
Sale Success Ratio	63 %	73 %		56 %	78 %	
% Sales to Listings	53 %	80 %		46 %	58 %	
Avg Price/Unit	1,246,572	1,342,429	7- %	1,241,897	1,419,867	12- %
Active Listings	155	131	18 %			

ATTACHED

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	2,672,400	3,786,900	29- %	6,742,900	11,722,700	42- %
Units Listed	1	8	87- %	12	26	53- %
Units Sold	3	3	0 %	9	16	43- %
Sale Success Ratio	75 %	100 %		81 %	88 %	
% Sales to Listings	300 %	37 %		75 %	61 %	
Avg Price/Unit	890,800	1,262,300	29- %	749,211	732,668	2 %
Active Listings	9	9	0 %			

APARTMENTS

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	5,771,900	10,964,400	47- %	33,297,700	42,940,400	22- %
Units Listed	13	23	43- %	71	98	27- %
Units Sold	8	18	55- %	54	79	31- %
Sale Success Ratio	80 %	85 %		72 %	83 %	
% Sales to Listings	61 %	78 %		76 %	80 %	
Avg Price/Unit	721,487	609,133	18 %	616,624	543,549	13 %
Active Listings	23	21	9 %			

DET/ATT/APT SUB-TOTALS

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	52,074,344	83,215,200	37- %	199,003,467	376,972,962	47- %
Units Listed	80	94	14- %	360	514	29- %
Units Sold	46	72	36- %	191	322	40- %
Sale Success Ratio	66 %	77 %		61 %	79 %	
% Sales to Listings	57 %	76 %		53 %	62 %	
Avg Price/Unit	1,132,050	1,155,766	2- %	1,041,902	1,170,723	11- %
Active Listings	187	161	16 %			

MULTI FAMILY REVENUE



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SALES SUMMARY AS AT MAY 31, 2017

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	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	0	0	0 %			

LAND ONLY

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	1,200,000	0	0 %	2,450,000	1,105,000	121 %
Units Listed	3	1	200 %	7	2	250 %
Units Sold	1	0	0 %	2	1	100 %
Sale Success Ratio	25 %	0 %		28 %	100 %	
% Sales to Listings	33 %	0 %		28 %	50 %	
Avg Price/Unit	1,200,000	0	0 %	1,225,000	1,105,000	10 %
Active Listings	6	2	200 %			

RES SUB-TOTAL

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	53,274,344	83,215,200	35- %	201,453,467	378,077,962	46- %
Units Listed	83	95	12- %	367	516	28- %
Units Sold	47	72	34- %	193	323	40- %
Sale Success Ratio	64 %	77 %		60 %	79 %	
% Sales to Listings	56 %	75 %		52 %	62 %	
Avg Price/Unit	1,133,496	1,155,766	1- %	1,043,800	1,170,520	10- %
Active Listings	193	163	18 %			

IC&I - BUSINESS

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	0	0	0 %	150,000	0	0 %
Units Listed	2	5	60- %	4	5	20- %
Units Sold	0	0	0 %	1	0	0 %
Sale Success Ratio	0 %	0 %		25 %	0 %	
% Sales to Listings	0 %	0 %		25 %	0 %	
Avg Price/Unit	0	0	0 %	150,000	0	0 %
Active Listings	4	6	33- %			

IC&I - INDUSTRIAL/COMMERCIAL

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	0	0	0 %	5,400,000	6,480,000	16- %
Units Listed	0	0	0 %	2	1	100 %
Units Sold	0	0	0 %	2	1	100 %
Sale Success Ratio	0 %	0 %		66 %	100 %	
% Sales to Listings	0 %	0 %		100 %	100 %	
Avg Price/Unit	0	0	0 %	2,700,000	6,480,000	58- %
Active Listings	4	0	0 %			

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT MAY 31, 2017

AREA: Tsawwassen

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 %	0	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	0	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 %	0	0	0 %
Units Listed	0	0	0 %	0	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	0	0	0 %			

ICI SUB-TOTAL

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	0	0	0 %	5,550,000	6,480,000	14- %
Units Listed	2	5	60- %	6	6	0 %
Units Sold	0	0	0 %	3	1	200 %
Sale Success Ratio	0 %	0 %		42 %	25 %	
% Sales to Listings	0 %	0 %		50 %	16 %	
Avg Price/Unit	0	0	0 %	1,850,000	6,480,000	71- %
Active Listings	8	6	33 %			

TOTAL

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	53,274,344	83,215,200	35- %	207,003,467	384,557,962	46- %
Units Listed	85	100	15- %	373	522	28- %
Units Sold	47	72	34- %	196	324	39- %
Sale Success Ratio	63 %	77 %		60 %	79 %	
% Sales to Listings	55 %	72 %		52 %	62 %	
Avg Price/Unit	1,133,496	1,155,766	1- %	1,056,140	1,186,907	11- %
Active Listings	201	169	18 %			