

## REAL ESTATE BOARD OF GREATER VANCOUVER

## SALES SUMMARY AS AT MARCH 31, 2020

## AREA: Vancouver West

## DETACHED

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>355,749,498</b>	<b>193,913,286</b>	<b>83 %</b>	<b>675,956,332</b>	<b>428,914,092</b>	<b>57 %</b>
Units Listed	<b>151</b>	<b>188</b>	<b>19- %</b>	<b>426</b>	<b>611</b>	<b>30- %</b>
Units Sold	<b>106</b>	<b>64</b>	<b>65 %</b>	<b>203</b>	<b>141</b>	<b>43 %</b>
Sale Success Ratio	<b>56 %</b>	<b>30 %</b>		<b>41 %</b>	<b>24 %</b>	
% Sales to Listings	<b>70 %</b>	<b>34 %</b>		<b>47 %</b>	<b>23 %</b>	
Avg Price/Unit	<b>3,356,127</b>	<b>3,029,895</b>	<b>10 %</b>	<b>3,329,834</b>	<b>3,041,943</b>	<b>9 %</b>
Active Listings	<b>486</b>	<b>694</b>	<b>29- %</b>			

## ATTACHED

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>67,515,314</b>	<b>47,307,643</b>	<b>42 %</b>	<b>171,126,325</b>	<b>109,029,468</b>	<b>56 %</b>
Units Listed	<b>90</b>	<b>113</b>	<b>20- %</b>	<b>268</b>	<b>322</b>	<b>16- %</b>
Units Sold	<b>52</b>	<b>34</b>	<b>52 %</b>	<b>125</b>	<b>78</b>	<b>60 %</b>
Sale Success Ratio	<b>48 %</b>	<b>38 %</b>		<b>45 %</b>	<b>33 %</b>	
% Sales to Listings	<b>57 %</b>	<b>30 %</b>		<b>46 %</b>	<b>24 %</b>	
Avg Price/Unit	<b>1,298,371</b>	<b>1,391,401</b>	<b>6- %</b>	<b>1,369,010</b>	<b>1,397,813</b>	<b>2- %</b>
Active Listings	<b>207</b>	<b>272</b>	<b>23- %</b>			

## APARTMENTS

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>301,780,727</b>	<b>208,428,747</b>	<b>44 %</b>	<b>722,662,587</b>	<b>508,623,985</b>	<b>42 %</b>
Units Listed	<b>599</b>	<b>688</b>	<b>12- %</b>	<b>1,591</b>	<b>1,901</b>	<b>16- %</b>
Units Sold	<b>308</b>	<b>235</b>	<b>31 %</b>	<b>779</b>	<b>554</b>	<b>40 %</b>
Sale Success Ratio	<b>60 %</b>	<b>45 %</b>		<b>56 %</b>	<b>37 %</b>	
% Sales to Listings	<b>51 %</b>	<b>34 %</b>		<b>48 %</b>	<b>29 %</b>	
Avg Price/Unit	<b>979,807</b>	<b>886,930</b>	<b>10 %</b>	<b>927,679</b>	<b>918,093</b>	<b>1 %</b>
Active Listings	<b>1,109</b>	<b>1,522</b>	<b>27- %</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>725,045,539</b>	<b>449,649,676</b>	<b>61 %</b>	<b>1,569,745,244</b>	<b>1,046,567,545</b>	<b>49 %</b>
Units Listed	<b>840</b>	<b>989</b>	<b>15- %</b>	<b>2,285</b>	<b>2,834</b>	<b>19- %</b>
Units Sold	<b>466</b>	<b>333</b>	<b>39 %</b>	<b>1,107</b>	<b>773</b>	<b>43 %</b>
Sale Success Ratio	<b>57 %</b>	<b>41 %</b>		<b>51 %</b>	<b>33 %</b>	
% Sales to Listings	<b>55 %</b>	<b>33 %</b>		<b>48 %</b>	<b>27 %</b>	
Avg Price/Unit	<b>1,555,891</b>	<b>1,350,299</b>	<b>15 %</b>	<b>1,418,017</b>	<b>1,353,903</b>	<b>4 %</b>
Active Listings	<b>1,802</b>	<b>2,488</b>	<b>27- %</b>			

## MULTI FAMILY REVENUE



## Lifestyles Realty Jim Williams



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ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>4,200,000</b>	<b>0</b>	<b>0 %</b>	<b>7,528,000</b>	<b>4,000,000</b>	<b>88 %</b>
Units Listed	<b>1</b>	<b>2</b>	<b>50- %</b>	<b>5</b>	<b>11</b>	<b>54- %</b>
Units Sold	<b>1</b>	<b>0</b>	<b>0 %</b>	<b>2</b>	<b>1</b>	<b>100 %</b>
Sale Success Ratio	<b>50 %</b>	<b>0 %</b>		<b>50 %</b>	<b>14 %</b>	
% Sales to Listings	<b>100 %</b>	<b>0 %</b>		<b>40 %</b>	<b>9 %</b>	
Avg Price/Unit	<b>4,200,000</b>	<b>0</b>	<b>0 %</b>	<b>3,764,000</b>	<b>4,000,000</b>	<b>5- %</b>
Active Listings	<b>4</b>	<b>12</b>	<b>66- %</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>0</b>	<b>0</b>	<b>0 %</b>
Units Listed	<b>3</b>	<b>2</b>	<b>50 %</b>	<b>5</b>	<b>8</b>	<b>37- %</b>
Units Sold	<b>0</b>	<b>0</b>	<b>0 %</b>	<b>0</b>	<b>0</b>	<b>0 %</b>
Sale Success Ratio	<b>0 %</b>	<b>0 %</b>		<b>0 %</b>	<b>0 %</b>	
% Sales to Listings	<b>0 %</b>	<b>0 %</b>		<b>0 %</b>	<b>0 %</b>	
Avg Price/Unit	<b>0</b>	<b>0</b>	<b>0 %</b>	<b>0</b>	<b>0</b>	<b>0 %</b>
Active Listings	<b>8</b>	<b>14</b>	<b>42- %</b>			

## RES SUB-TOTAL

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>729,245,539</b>	<b>449,649,676</b>	<b>62 %</b>	<b>1,577,273,244</b>	<b>1,050,567,545</b>	<b>50 %</b>
Units Listed	<b>844</b>	<b>993</b>	<b>15- %</b>	<b>2,295</b>	<b>2,853</b>	<b>19- %</b>
Units Sold	<b>467</b>	<b>333</b>	<b>40 %</b>	<b>1,109</b>	<b>774</b>	<b>43 %</b>
Sale Success Ratio	<b>57 %</b>	<b>41 %</b>		<b>51 %</b>	<b>33 %</b>	
% Sales to Listings	<b>55 %</b>	<b>33 %</b>		<b>48 %</b>	<b>27 %</b>	
Avg Price/Unit	<b>1,561,553</b>	<b>1,350,299</b>	<b>15 %</b>	<b>1,422,248</b>	<b>1,357,322</b>	<b>4 %</b>
Active Listings	<b>1,814</b>	<b>2,514</b>	<b>27- %</b>			

## TOTAL

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Units Listed	<b>844</b>	<b>993</b>	<b>15- %</b>	<b>2,295</b>	<b>2,853</b>	<b>19- %</b>
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Active Listings	<b>1,814</b>	<b>2,514</b>	<b>27- %</b>			