

## REAL ESTATE BOARD OF GREATER VANCOUVER

## SALES SUMMARY AS AT August 31, 2021

## IC&amp;I - BUSINESS

NEW	-----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	3	66- %
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	2	3	33- %			

RESALE	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	7,886,100	6,685,666	17 %	53,690,728	28,264,102	89 %
Units Listed	92	97	5- %	695	795	12- %
Units Sold	27	26	3 %	199	169	17 %
Sale Success Ratio	34%	24 %		25 %	17 %	
% Sales to Listings	29%	26 %		28 %	21 %	
Avg Price/Unit	292,077	257,141	13 %	269,802	167,243	61 %
Active Listings	557	725	23- %			

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	7,886,100	6,685,666	17 %	53,690,728	28,264,102	89 %
Units Listed	92	97	5- %	696	798	12- %
Units Sold	27	26	3 %	199	169	17 %
Sale Success Ratio	34%	23 %		25 %	17 %	
% Sales to Listings	29%	26 %		28 %	21 %	
Avg Price/Unit	292,077	257,141	13 %	269,802	167,243	61 %
Active Listings	559	728	23- %			

## IC&amp;I - INDUSTRIAL/COMMERCIAL

NEW	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	2,000,000	7,042,500	71- %	45,416,655	20,675,500	119 %
Units Listed	9	28	67- %	157	108	45 %
Units Sold	4	4	0 %	32	17	88 %
Sale Success Ratio	22%	36 %		18 %	20 %	
% Sales to Listings	44%	14 %		20 %	15 %	
Avg Price/Unit	500,000	1,760,625	71- %	1,419,270	1,216,205	16 %
Active Listings	93	111	16- %			

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## IC&amp;I - INDUSTRIAL/COMMERCIAL

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
<b>RESALE</b>	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>43,550,389</b>	<b>22,063,676</b>	<b>97 %</b>	<b>449,297,212</b>	<b>289,854,777</b>	<b>55 %</b>
Units Listed	<b>51</b>	<b>74</b>	<b>31- %</b>	<b>615</b>	<b>581</b>	<b>5 %</b>
Units Sold	<b>22</b>	<b>19</b>	<b>15 %</b>	<b>291</b>	<b>195</b>	<b>49 %</b>
Sale Success Ratio	<b>33%</b>	<b>37 %</b>		<b>43 %</b>	<b>36 %</b>	
% Sales to Listings	<b>43%</b>	<b>25 %</b>		<b>47 %</b>	<b>33 %</b>	
Avg Price/Unit	<b>1,979,563</b>	<b>1,161,246</b>	<b>70 %</b>	<b>1,543,976</b>	<b>1,486,434</b>	<b>3 %</b>
Active Listings	<b>354</b>	<b>450</b>	<b>21- %</b>			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
<b>ALL</b>	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>45,550,389</b>	<b>29,106,176</b>	<b>56 %</b>	<b>494,713,867</b>	<b>310,530,277</b>	<b>59 %</b>
Units Listed	<b>60</b>	<b>102</b>	<b>41- %</b>	<b>772</b>	<b>689</b>	<b>12 %</b>
Units Sold	<b>26</b>	<b>23</b>	<b>13 %</b>	<b>323</b>	<b>212</b>	<b>52 %</b>
Sale Success Ratio	<b>30%</b>	<b>37 %</b>		<b>38 %</b>	<b>34 %</b>	
% Sales to Listings	<b>43%</b>	<b>22 %</b>		<b>41 %</b>	<b>30 %</b>	
Avg Price/Unit	<b>1,751,938</b>	<b>1,265,485</b>	<b>38 %</b>	<b>1,531,621</b>	<b>1,464,765</b>	<b>4 %</b>
Active Listings	<b>447</b>	<b>561</b>	<b>20- %</b>			

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

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
<b>NEW</b>	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>0</b>	<b>0</b>	<b>0 %</b>	<b>0</b>	<b>0</b>	<b>0 %</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>0</b>	<b>0</b>	<b>0 %</b>			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
<b>RESALE</b>	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>18,858,000</b>	<b>8,567,500</b>	<b>120 %</b>	<b>107,618,900</b>	<b>48,413,500</b>	<b>122 %</b>
Units Listed	<b>16</b>	<b>20</b>	<b>20- %</b>	<b>219</b>	<b>176</b>	<b>24 %</b>
Units Sold	<b>5</b>	<b>4</b>	<b>25 %</b>	<b>33</b>	<b>14</b>	<b>135 %</b>
Sale Success Ratio	<b>22%</b>	<b>13 %</b>		<b>16 %</b>	<b>7 %</b>	
% Sales to Listings	<b>31%</b>	<b>20 %</b>		<b>15 %</b>	<b>7 %</b>	
Avg Price/Unit	<b>3,771,600</b>	<b>2,141,875</b>	<b>76 %</b>	<b>3,261,178</b>	<b>3,458,107</b>	<b>5- %</b>
Active Listings	<b>179</b>	<b>161</b>	<b>11 %</b>			

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ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>18,858,000</b>	<b>8,567,500</b>	<b>120 %</b>	<b>107,618,900</b>	<b>48,413,500</b>	<b>122 %</b>
Units Listed	<b>16</b>	<b>20</b>	<b>20- %</b>	<b>219</b>	<b>176</b>	<b>24 %</b>
Units Sold	<b>5</b>	<b>4</b>	<b>25 %</b>	<b>33</b>	<b>14</b>	<b>135 %</b>
Sale Success Ratio	<b>22%</b>	<b>13 %</b>		<b>16 %</b>	<b>7 %</b>	
% Sales to Listings	<b>31%</b>	<b>20 %</b>		<b>15 %</b>	<b>7 %</b>	
Avg Price/Unit	<b>3,771,600</b>	<b>2,141,875</b>	<b>76 %</b>	<b>3,261,178</b>	<b>3,458,107</b>	<b>5- %</b>
Active Listings	<b>179</b>	<b>161</b>	<b>11 %</b>			

## IC&amp;I - MULTI FAMILY

NEW	-----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>0</b>	<b>0</b>	<b>0 %</b>	<b>1</b>	<b>3</b>	<b>66- %</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>1</b>	<b>3</b>	<b>66- %</b>			

RESALE	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>9,120,000</b>	<b>0</b>	<b>0 %</b>	<b>104,068,000</b>	<b>30,853,888</b>	<b>237 %</b>
Units Listed	<b>8</b>	<b>13</b>	<b>38- %</b>	<b>123</b>	<b>83</b>	<b>48 %</b>
Units Sold	<b>2</b>	<b>0</b>	<b>0 %</b>	<b>23</b>	<b>7</b>	<b>228 %</b>
Sale Success Ratio	<b>20%</b>	<b>0 %</b>		<b>23 %</b>	<b>8 %</b>	
% Sales to Listings	<b>25%</b>	<b>0 %</b>		<b>18 %</b>	<b>8 %</b>	
Avg Price/Unit	<b>4,560,000</b>	<b>0</b>	<b>0 %</b>	<b>4,524,695</b>	<b>4,407,698</b>	<b>2 %</b>
Active Listings	<b>75</b>	<b>57</b>	<b>31 %</b>			

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>9,120,000</b>	<b>0</b>	<b>0 %</b>	<b>104,068,000</b>	<b>30,853,888</b>	<b>237 %</b>
Units Listed	<b>8</b>	<b>13</b>	<b>38- %</b>	<b>124</b>	<b>86</b>	<b>44 %</b>
Units Sold	<b>2</b>	<b>0</b>	<b>0 %</b>	<b>23</b>	<b>7</b>	<b>228 %</b>
Sale Success Ratio	<b>18%</b>	<b>0 %</b>		<b>23 %</b>	<b>8 %</b>	
% Sales to Listings	<b>25%</b>	<b>0 %</b>		<b>18 %</b>	<b>8 %</b>	
Avg Price/Unit	<b>4,560,000</b>	<b>0</b>	<b>0 %</b>	<b>4,524,695</b>	<b>4,407,698</b>	<b>2 %</b>
Active Listings	<b>76</b>	<b>60</b>	<b>26 %</b>			

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TOTAL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>NEW</b>						
Gross Sales	<b>2,000,000</b>	<b>7,042,500</b>	<b>71- %</b>	<b>45,416,655</b>	<b>20,675,500</b>	<b>119 %</b>
Units Listed	<b>9</b>	<b>28</b>	<b>67- %</b>	<b>159</b>	<b>114</b>	<b>39 %</b>
Units Sold	<b>4</b>	<b>4</b>	<b>0 %</b>	<b>32</b>	<b>17</b>	<b>88 %</b>
Sale Success Ratio	<b>21%</b>	<b>30 %</b>		<b>17 %</b>	<b>18 %</b>	
% Sales to Listings	<b>44%</b>	<b>14 %</b>		<b>20 %</b>	<b>14 %</b>	
Avg Price/Unit	<b>500,000</b>	<b>1,760,625</b>	<b>71- %</b>	<b>1,419,270</b>	<b>1,216,205</b>	<b>16 %</b>
Active Listings	<b>96</b>	<b>117</b>	<b>17- %</b>			
<b>RESALE</b>						
Gross Sales	<b>79,414,489</b>	<b>37,316,842</b>	<b>112 %</b>	<b>714,674,840</b>	<b>397,386,267</b>	<b>79 %</b>
Units Listed	<b>167</b>	<b>204</b>	<b>18- %</b>	<b>1,652</b>	<b>1,635</b>	<b>1 %</b>
Units Sold	<b>56</b>	<b>49</b>	<b>14 %</b>	<b>546</b>	<b>385</b>	<b>41 %</b>
Sale Success Ratio	<b>31%</b>	<b>25 %</b>		<b>31 %</b>	<b>21 %</b>	
% Sales to Listings	<b>33%</b>	<b>24 %</b>		<b>33 %</b>	<b>23 %</b>	
Avg Price/Unit	<b>1,418,115</b>	<b>761,568</b>	<b>86 %</b>	<b>1,308,928</b>	<b>1,032,172</b>	<b>26 %</b>
Active Listings	<b>1,165</b>	<b>1,393</b>	<b>16- %</b>			
<b>ALL</b>						
Gross Sales	<b>81,414,489</b>	<b>44,359,342</b>	<b>83 %</b>	<b>760,091,495</b>	<b>418,061,767</b>	<b>81 %</b>
Units Listed	<b>176</b>	<b>232</b>	<b>24- %</b>	<b>1,811</b>	<b>1,749</b>	<b>3 %</b>
Units Sold	<b>60</b>	<b>53</b>	<b>13 %</b>	<b>578</b>	<b>402</b>	<b>43 %</b>
Sale Success Ratio	<b>30%</b>	<b>25 %</b>		<b>29 %</b>	<b>21 %</b>	
% Sales to Listings	<b>34%</b>	<b>22 %</b>		<b>31 %</b>	<b>22 %</b>	
Avg Price/Unit	<b>1,356,908</b>	<b>836,968</b>	<b>62 %</b>	<b>1,315,037</b>	<b>1,039,954</b>	<b>26 %</b>
Active Listings	<b>1,261</b>	<b>1,510</b>	<b>16- %</b>			