

## REAL ESTATE BOARD OF GREATER VANCOUVER

## SALES SUMMARY AS AT October 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	15,000	100- %	0	15,000	100- %
Units Listed	0	0	0 %	1	4	75- %
Units Sold	0	1	100- %	0	1	100- %
Sale Success Ratio	0%	100 %		0 %	25 %	
% Sales to Listings	0%	0 %		0 %	25 %	
Avg Price/Unit	0	15,000	100- %	0	15,000	100- %
Active Listings	2	3	33- %			

RESALE	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	1,906,338	1,792,000	6 %	59,410,916	33,784,482	75 %
Units Listed	90	79	13 %	884	955	7- %
Units Sold	26	21	23 %	250	216	15 %
Sale Success Ratio	30%	19 %		26 %	18 %	
% Sales to Listings	28%	26 %		28 %	22 %	
Avg Price/Unit	73,320	85,333	14- %	237,643	156,409	51 %
Active Listings	566	666	15- %			

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	1,906,338	1,807,000	5 %	59,410,916	33,799,482	75 %
Units Listed	90	79	13 %	885	959	7- %
Units Sold	26	22	18 %	250	217	15 %
Sale Success Ratio	30%	20 %		25 %	18 %	
% Sales to Listings	28%	27 %		28 %	22 %	
Avg Price/Unit	73,320	82,136	10- %	237,643	155,757	52 %
Active Listings	568	669	15- %			

## IC&amp;I - INDUSTRIAL/COMMERCIAL

NEW	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	7,961,600	11,129,562	28- %	54,772,255	37,063,962	47 %
Units Listed	16	19	15- %	200	144	38 %
Units Sold	5	4	25 %	40	27	48 %
Sale Success Ratio	29%	33 %		18 %	22 %	
% Sales to Listings	31%	21 %		20 %	18 %	
Avg Price/Unit	1,592,320	2,782,390	42- %	1,369,306	1,372,739	0 %
Active Listings	102	114	10- %			

## REAL ESTATE BOARD OF GREATER VANCOUVER

## SALES SUMMARY AS AT October 31, 2021

## IC&amp;I - INDUSTRIAL/COMMERCIAL

-----CURRENT MONTH-----

-----YEAR TO DATE-----

RESALE	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	99,165,530	54,120,993	83 %	606,434,957	374,960,270	61 %
Units Listed	71	91	21- %	753	735	2 %
Units Sold	37	30	23 %	351	258	36 %
Sale Success Ratio	38%	38 %		42 %	37 %	
% Sales to Listings	52%	32 %		46 %	35 %	
Avg Price/Unit	2,680,149	1,804,033	48 %	1,727,734	1,453,334	18 %
Active Listings	342	447	23- %			

-----CURRENT MONTH-----

-----YEAR TO DATE-----

ALL	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	107,127,130	65,250,555	64 %	661,207,212	412,024,232	60 %
Units Listed	87	110	20- %	953	879	8 %
Units Sold	42	34	23 %	391	285	37 %
Sale Success Ratio	37%	38 %		37 %	35 %	
% Sales to Listings	48%	30 %		41 %	32 %	
Avg Price/Unit	2,550,645	1,919,133	32 %	1,691,067	1,445,699	16 %
Active Listings	444	561	20- %			

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

-----CURRENT MONTH-----

-----YEAR TO DATE-----

NEW	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 %			

-----CURRENT MONTH-----

-----YEAR TO DATE-----

RESALE	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	8,645,000	12,750,000	32- %	120,174,900	68,190,500	76 %
Units Listed	19	23	17- %	260	213	22 %
Units Sold	4	3	33 %	39	22	77 %
Sale Success Ratio	13%	20 %		15 %	10 %	
% Sales to Listings	21%	13 %		15 %	10 %	
Avg Price/Unit	2,161,250	4,250,000	49- %	3,081,407	3,099,568	0 %
Active Listings	171	166	3 %			

## REAL ESTATE BOARD OF GREATER VANCOUVER

## SALES SUMMARY AS AT October 31, 2021

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>8,645,000</b>	<b>12,750,000</b>	<b>32- %</b>	<b>120,174,900</b>	<b>68,190,500</b>	<b>76 %</b>
Units Listed	<b>19</b>	<b>23</b>	<b>17- %</b>	<b>260</b>	<b>213</b>	<b>22 %</b>
Units Sold	<b>4</b>	<b>3</b>	<b>33 %</b>	<b>39</b>	<b>22</b>	<b>77 %</b>
Sale Success Ratio	<b>13%</b>	<b>20 %</b>		<b>15 %</b>	<b>10 %</b>	
% Sales to Listings	<b>21%</b>	<b>13 %</b>		<b>15 %</b>	<b>10 %</b>	
Avg Price/Unit	<b>2,161,250</b>	<b>4,250,000</b>	<b>49- %</b>	<b>3,081,407</b>	<b>3,099,568</b>	<b>0 %</b>
Active Listings	<b>171</b>	<b>166</b>	<b>3 %</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>2</b>	<b>3</b>	<b>33- %</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>2</b>	<b>1</b>	<b>100 %</b>			

RESALE	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>20,635,000</b>	<b>5,715,000</b>	<b>261 %</b>	<b>158,878,000</b>	<b>36,568,888</b>	<b>334 %</b>
Units Listed	<b>15</b>	<b>12</b>	<b>25 %</b>	<b>155</b>	<b>110</b>	<b>40 %</b>
Units Sold	<b>4</b>	<b>2</b>	<b>100 %</b>	<b>30</b>	<b>9</b>	<b>233 %</b>
Sale Success Ratio	<b>26%</b>	<b>16 %</b>		<b>23 %</b>	<b>9 %</b>	
% Sales to Listings	<b>26%</b>	<b>16 %</b>		<b>19 %</b>	<b>8 %</b>	
Avg Price/Unit	<b>5,158,750</b>	<b>2,857,500</b>	<b>80 %</b>	<b>5,295,933</b>	<b>4,063,209</b>	<b>30 %</b>
Active Listings	<b>77</b>	<b>62</b>	<b>24 %</b>			

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>20,635,000</b>	<b>5,715,000</b>	<b>261 %</b>	<b>158,878,000</b>	<b>36,568,888</b>	<b>334 %</b>
Units Listed	<b>15</b>	<b>12</b>	<b>25 %</b>	<b>157</b>	<b>113</b>	<b>38 %</b>
Units Sold	<b>4</b>	<b>2</b>	<b>100 %</b>	<b>30</b>	<b>9</b>	<b>233 %</b>
Sale Success Ratio	<b>26%</b>	<b>15 %</b>		<b>23 %</b>	<b>8 %</b>	
% Sales to Listings	<b>26%</b>	<b>16 %</b>		<b>19 %</b>	<b>7 %</b>	
Avg Price/Unit	<b>5,158,750</b>	<b>2,857,500</b>	<b>80 %</b>	<b>5,295,933</b>	<b>4,063,209</b>	<b>30 %</b>
Active Listings	<b>79</b>	<b>63</b>	<b>25 %</b>			

## REAL ESTATE BOARD OF GREATER VANCOUVER

## SALES SUMMARY AS AT October 31, 2021

TOTAL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>NEW</b>						
Gross Sales	<b>7,961,600</b>	<b>11,144,562</b>	<b>28- %</b>	<b>54,772,255</b>	<b>37,078,962</b>	<b>47 %</b>
Units Listed	<b>16</b>	<b>19</b>	<b>15- %</b>	<b>203</b>	<b>151</b>	<b>34 %</b>
Units Sold	<b>5</b>	<b>5</b>	<b>0 %</b>	<b>40</b>	<b>28</b>	<b>42 %</b>
Sale Success Ratio	<b>29%</b>	<b>35 %</b>		<b>18 %</b>	<b>22 %</b>	
% Sales to Listings	<b>31%</b>	<b>26 %</b>		<b>19 %</b>	<b>18 %</b>	
Avg Price/Unit	<b>1,592,320</b>	<b>2,228,912</b>	<b>28- %</b>	<b>1,369,306</b>	<b>1,324,248</b>	<b>3 %</b>
Active Listings	<b>106</b>	<b>118</b>	<b>10- %</b>			
<b>RESALE</b>						
Gross Sales	<b>130,351,868</b>	<b>74,377,993</b>	<b>75 %</b>	<b>944,898,773</b>	<b>513,504,140</b>	<b>84 %</b>
Units Listed	<b>195</b>	<b>205</b>	<b>4- %</b>	<b>2,052</b>	<b>2,013</b>	<b>1 %</b>
Units Sold	<b>71</b>	<b>56</b>	<b>26 %</b>	<b>670</b>	<b>505</b>	<b>32 %</b>
Sale Success Ratio	<b>31%</b>	<b>26 %</b>		<b>31 %</b>	<b>23 %</b>	
% Sales to Listings	<b>36%</b>	<b>27 %</b>		<b>32 %</b>	<b>25 %</b>	
Avg Price/Unit	<b>1,835,941</b>	<b>1,328,178</b>	<b>38 %</b>	<b>1,410,296</b>	<b>1,016,839</b>	<b>38 %</b>
Active Listings	<b>1,156</b>	<b>1,341</b>	<b>13- %</b>			
<b>ALL</b>						
Gross Sales	<b>138,313,468</b>	<b>85,522,555</b>	<b>61 %</b>	<b>999,671,028</b>	<b>550,583,102</b>	<b>81 %</b>
Units Listed	<b>211</b>	<b>224</b>	<b>5- %</b>	<b>2,255</b>	<b>2,164</b>	<b>4 %</b>
Units Sold	<b>76</b>	<b>61</b>	<b>24 %</b>	<b>710</b>	<b>533</b>	<b>33 %</b>
Sale Success Ratio	<b>31%</b>	<b>26 %</b>		<b>29 %</b>	<b>23 %</b>	
% Sales to Listings	<b>36%</b>	<b>27 %</b>		<b>31 %</b>	<b>24 %</b>	
Avg Price/Unit	<b>1,819,914</b>	<b>1,402,009</b>	<b>29 %</b>	<b>1,407,987</b>	<b>1,032,988</b>	<b>36 %</b>
Active Listings	<b>1,262</b>	<b>1,459</b>	<b>13- %</b>			