

## REAL ESTATE BOARD OF GREATER VANCOUVER

## SALES SUMMARY AS AT MARCH 31, 2020

## AREA: Richmond

## DETACHED

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>169,682,121</b>	<b>93,963,857</b>	<b>80 %</b>	<b>354,314,604</b>	<b>201,252,638</b>	<b>76 %</b>
Units Listed	<b>138</b>	<b>224</b>	<b>38- %</b>	<b>450</b>	<b>686</b>	<b>34- %</b>
Units Sold	<b>97</b>	<b>54</b>	<b>79 %</b>	<b>201</b>	<b>120</b>	<b>67 %</b>
Sale Success Ratio	<b>56 %</b>	<b>28 %</b>		<b>37 %</b>	<b>21 %</b>	
% Sales to Listings	<b>70 %</b>	<b>24 %</b>		<b>44 %</b>	<b>17 %</b>	
Avg Price/Unit	<b>1,749,300</b>	<b>1,740,071</b>	<b>0 %</b>	<b>1,762,759</b>	<b>1,677,105</b>	<b>5 %</b>
Active Listings	<b>522</b>	<b>844</b>	<b>38- %</b>			

## ATTACHED

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>60,540,238</b>	<b>25,231,500</b>	<b>139 %</b>	<b>165,041,024</b>	<b>67,007,860</b>	<b>146 %</b>
Units Listed	<b>110</b>	<b>144</b>	<b>23- %</b>	<b>332</b>	<b>390</b>	<b>14- %</b>
Units Sold	<b>73</b>	<b>30</b>	<b>143 %</b>	<b>195</b>	<b>84</b>	<b>132 %</b>
Sale Success Ratio	<b>74 %</b>	<b>30 %</b>		<b>56 %</b>	<b>29 %</b>	
% Sales to Listings	<b>66 %</b>	<b>20 %</b>		<b>58 %</b>	<b>21 %</b>	
Avg Price/Unit	<b>829,318</b>	<b>841,050</b>	<b>1- %</b>	<b>846,364</b>	<b>797,712</b>	<b>6 %</b>
Active Listings	<b>303</b>	<b>397</b>	<b>23- %</b>			

## APARTMENTS

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>98,571,987</b>	<b>52,810,912</b>	<b>86 %</b>	<b>240,431,310</b>	<b>142,526,626</b>	<b>68 %</b>
Units Listed	<b>274</b>	<b>302</b>	<b>9- %</b>	<b>759</b>	<b>817</b>	<b>7- %</b>
Units Sold	<b>165</b>	<b>94</b>	<b>75 %</b>	<b>402</b>	<b>249</b>	<b>61 %</b>
Sale Success Ratio	<b>64 %</b>	<b>47 %</b>		<b>56 %</b>	<b>39 %</b>	
% Sales to Listings	<b>60 %</b>	<b>31 %</b>		<b>52 %</b>	<b>30 %</b>	
Avg Price/Unit	<b>597,405</b>	<b>561,818</b>	<b>6 %</b>	<b>598,087</b>	<b>572,396</b>	<b>4 %</b>
Active Listings	<b>602</b>	<b>758</b>	<b>20- %</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>328,794,346</b>	<b>172,006,269</b>	<b>91 %</b>	<b>759,786,938</b>	<b>410,787,124</b>	<b>84 %</b>
Units Listed	<b>522</b>	<b>670</b>	<b>22- %</b>	<b>1,541</b>	<b>1,893</b>	<b>18- %</b>
Units Sold	<b>335</b>	<b>178</b>	<b>88 %</b>	<b>798</b>	<b>453</b>	<b>76 %</b>
Sale Success Ratio	<b>63 %</b>	<b>36 %</b>		<b>49 %</b>	<b>30 %</b>	
% Sales to Listings	<b>64 %</b>	<b>26 %</b>		<b>51 %</b>	<b>23 %</b>	
Avg Price/Unit	<b>981,475</b>	<b>966,327</b>	<b>1 %</b>	<b>952,113</b>	<b>906,814</b>	<b>4 %</b>
Active Listings	<b>1,427</b>	<b>1,999</b>	<b>28- %</b>			

## MULTI FAMILY REVENUE



## Lifestyles Realty Jim Williams



- Experience Matters. Jim has 40+ years of selling real estate. Hi sales production has earned him The RE/MAX Lifetime Achievement Award.
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	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>1,945,000</b>	<b>0</b>	<b>0 %</b>	<b>3,695,000</b>	<b>0</b>	<b>0 %</b>
Units Listed	<b>1</b>	<b>1</b>	<b>0 %</b>	<b>4</b>	<b>2</b>	<b>100 %</b>
Units Sold	<b>1</b>	<b>0</b>	<b>0 %</b>	<b>2</b>	<b>0</b>	<b>0 %</b>
Sale Success Ratio	<b>100 %</b>	<b>0 %</b>		<b>50 %</b>	<b>0 %</b>	
% Sales to Listings	<b>100 %</b>	<b>0 %</b>		<b>50 %</b>	<b>0 %</b>	
Avg Price/Unit	<b>1,945,000</b>	<b>0</b>	<b>0 %</b>	<b>1,847,500</b>	<b>0</b>	<b>0 %</b>
Active Listings	<b>3</b>	<b>4</b>	<b>25- %</b>			

## LAND ONLY

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>1,450,000</b>	<b>0</b>	<b>0 %</b>	<b>18,946,922</b>	<b>2,530,000</b>	<b>648 %</b>
Units Listed	<b>0</b>	<b>4</b>	<b>100- %</b>	<b>12</b>	<b>14</b>	<b>14- %</b>
Units Sold	<b>1</b>	<b>0</b>	<b>0 %</b>	<b>17</b>	<b>1</b>	<b>1,600 %</b>
Sale Success Ratio	<b>50 %</b>	<b>0 %</b>		<b>58 %</b>	<b>7 %</b>	
% Sales to Listings	<b>0 %</b>	<b>0 %</b>		<b>141 %</b>	<b>7 %</b>	
Avg Price/Unit	<b>1,450,000</b>	<b>0</b>	<b>0 %</b>	<b>1,114,524</b>	<b>2,530,000</b>	<b>55- %</b>
Active Listings	<b>34</b>	<b>22</b>	<b>54 %</b>			

## RES SUB-TOTAL

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>332,189,346</b>	<b>172,006,269</b>	<b>93 %</b>	<b>782,428,860</b>	<b>413,317,124</b>	<b>89 %</b>
Units Listed	<b>523</b>	<b>675</b>	<b>22- %</b>	<b>1,557</b>	<b>1,909</b>	<b>18- %</b>
Units Sold	<b>337</b>	<b>178</b>	<b>89 %</b>	<b>817</b>	<b>454</b>	<b>79 %</b>
Sale Success Ratio	<b>63 %</b>	<b>36 %</b>		<b>50 %</b>	<b>30 %</b>	
% Sales to Listings	<b>64 %</b>	<b>26 %</b>		<b>52 %</b>	<b>23 %</b>	
Avg Price/Unit	<b>985,725</b>	<b>966,327</b>	<b>2 %</b>	<b>957,685</b>	<b>910,390</b>	<b>5 %</b>
Active Listings	<b>1,464</b>	<b>2,025</b>	<b>27- %</b>			

## TOTAL

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Active Listings	<b>1,464</b>	<b>2,025</b>	<b>27- %</b>			