

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT NOVEMBER 30, 2011

AREA: Burnaby South

DETACHED

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
NEW						
Gross Sales	5,417,000	1,368,000	295 %	18,945,188	17,619,825	7 %
Units Listed	8	2	300 %	39	27	44 %
Units Sold	4	1	300 %	16	16	0 %
Sale Success Ratio	50 %	100 %		45 %	55 %	
% Sales to Listings	50 %	50 %		41 %	59 %	
Avg Price/Unit	1,354,250	1,368,000	1- %	1,184,074	1,101,239	7 %
Active Listings	9	7	28 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	30,729,525	37,672,480	18- %	520,622,312	349,081,938	49 %
Units Listed	49	37	32 %	852	765	11 %
Units Sold	32	44	27- %	520	420	23 %
Sale Success Ratio	43 %	68 %		65 %	55 %	
% Sales to Listings	65 %	118 %		61 %	54 %	
Avg Price/Unit	960,297	856,192	12 %	1,001,196	831,147	20 %
Active Listings	155	140	10 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	36,146,525	39,040,480	7- %	539,567,500	366,701,763	47 %
Units Listed	57	39	46 %	891	792	12 %
Units Sold	36	45	20- %	536	436	22 %
Sale Success Ratio	44 %	69 %		64 %	55 %	
% Sales to Listings	63 %	115 %		60 %	55 %	
Avg Price/Unit	1,004,070	867,566	15 %	1,006,655	841,059	19 %
Active Listings	164	147	11 %			

ATTACHED

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
NEW						
Gross Sales	3,810,000	2,583,900	47 %	34,678,638	31,256,475	10 %
Units Listed	7	7	0 %	96	84	14 %
Units Sold	5	4	25 %	54	49	10 %
Sale Success Ratio	62 %	57 %		54 %	64 %	
% Sales to Listings	71 %	57 %		56 %	58 %	
Avg Price/Unit	762,000	645,975	17 %	642,197	637,887	0 %
Active Listings	22	33	33- %			

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT NOVEMBER 30, 2011

AREA: Burnaby South

ATTACHED

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	12,599,100	9,502,500	32 %	153,949,078	129,754,887	18 %
Units Listed	28	23	21 %	454	430	5 %
Units Sold	24	22	9 %	282	254	11 %
Sale Success Ratio	46 %	55 %		65 %	61 %	
% Sales to Listings	85 %	95 %		62 %	59 %	
Avg Price/Unit	524,962	431,931	21 %	545,918	510,846	6 %
Active Listings	74	63	17 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	16,409,100	12,086,400	35 %	188,627,716	161,011,362	17 %
Units Listed	35	30	16 %	550	514	7 %
Units Sold	29	26	11 %	336	303	10 %
Sale Success Ratio	48 %	55 %		63 %	62 %	
% Sales to Listings	82 %	86 %		61 %	58 %	
Avg Price/Unit	565,831	464,861	21 %	561,392	531,390	5 %
Active Listings	96	96	0 %			

APARTMENTS

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
NEW						
Gross Sales	2,060,900	2,940,200	29- %	44,984,730	39,796,692	13 %
Units Listed	10	14	28- %	174	177	1- %
Units Sold	4	7	42- %	119	97	22 %
Sale Success Ratio	50 %	63 %		62 %	46 %	
% Sales to Listings	40 %	50 %		68 %	54 %	
Avg Price/Unit	515,225	420,028	22 %	378,022	410,275	7- %
Active Listings	25	32	21- %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	21,436,888	24,122,630	11- %	289,101,659	275,045,267	5 %
Units Listed	86	65	32 %	1,408	1,346	4 %
Units Sold	57	66	13- %	767	735	4 %
Sale Success Ratio	47 %	61 %		60 %	60 %	
% Sales to Listings	66 %	101 %		54 %	54 %	
Avg Price/Unit	376,085	365,494	2 %	376,925	374,211	0 %
Active Listings	340	266	27 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	23,497,788	27,062,830	13- %	334,086,389	314,841,959	6 %
Units Listed	96	79	21 %	1,582	1,523	3 %
Units Sold	61	73	16- %	886	832	6 %
Sale Success Ratio	47 %	61 %		60 %	58 %	
% Sales to Listings	63 %	92 %		56 %	54 %	
Avg Price/Unit	385,209	370,723	3 %	377,072	378,415	0 %
Active Listings	365	298	22 %			

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT NOVEMBER 30, 2011

AREA: Burnaby South

DET/ATT/APT SUB-TOTALS

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
NEW						
Gross Sales	11,287,900	6,892,100	63 %	98,608,556	88,672,992	11 %
Units Listed	25	23	8 %	309	288	7 %
Units Sold	13	12	8 %	189	162	16 %
Sale Success Ratio	54 %	63 %		58 %	51 %	
% Sales to Listings	52 %	52 %		61 %	56 %	
Avg Price/Unit	868,300	574,341	51 %	521,738	547,364	4- %
Active Listings	56	72	22- %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	64,765,513	71,297,610	9- %	963,673,049	753,882,092	27 %
Units Listed	163	125	30 %	2,714	2,541	6 %
Units Sold	113	132	14- %	1,569	1,409	11 %
Sale Success Ratio	46 %	62 %		62 %	59 %	
% Sales to Listings	69 %	105 %		57 %	55 %	
Avg Price/Unit	573,146	540,133	6 %	614,195	535,047	14 %
Active Listings	569	469	21 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	76,053,413	78,189,710	2- %	1,062,281,605	842,555,084	26 %
Units Listed	188	148	27 %	3,023	2,829	6 %
Units Sold	126	144	12- %	1,758	1,571	11 %
Sale Success Ratio	46 %	62 %		62 %	58 %	
% Sales to Listings	67 %	97 %		58 %	55 %	
Avg Price/Unit	603,598	542,984	11 %	604,255	536,317	12 %
Active Listings	625	541	15 %			

MULTI FAMILY REVENUE

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
NEW						
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 %			

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT NOVEMBER 30, 2011

AREA: Burnaby South

MULTI FAMILY REVENUE

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	2,780,000	1,200,000	131 %	20,508,500	16,173,000	26 %
Units Listed	1	1	0 %	29	20	45 %
Units Sold	2	1	100 %	17	16	6 %
Sale Success Ratio	50 %	100 %		68 %	69 %	
% Sales to Listings	200 %	100 %		58 %	80 %	
Avg Price/Unit	1,390,000	1,200,000	15 %	1,206,382	1,010,812	19 %
Active Listings	7	3	133 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	2,780,000	1,200,000	131 %	20,508,500	16,173,000	26 %
Units Listed	1	1	0 %	29	20	45 %
Units Sold	2	1	100 %	17	16	6 %
Sale Success Ratio	50 %	100 %		68 %	69 %	
% Sales to Listings	200 %	100 %		58 %	80 %	
Avg Price/Unit	1,390,000	1,200,000	15 %	1,206,382	1,010,812	19 %
Active Listings	7	3	133 %			

LAND ONLY

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	0	0	0 %	7,461,000	3,959,000	88 %
Units Listed	2	0	0 %	15	18	16- %
Units Sold	0	0	0 %	7	5	40 %
Sale Success Ratio	0 %	0 %		46 %	35 %	
% Sales to Listings	0 %	0 %		46 %	27 %	
Avg Price/Unit	0	0	0 %	1,065,857	791,800	34 %
Active Listings	7	9	22- %			

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT NOVEMBER 30, 2011

AREA: Burnaby South

RES SUB-TOTAL

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
NEW						
Gross Sales	11,287,900	6,892,100	63 %	98,608,556	88,672,992	11 %
Units Listed	25	23	8 %	309	288	7 %
Units Sold	13	12	8 %	189	162	16 %
Sale Success Ratio	54 %	63 %		58 %	51 %	
% Sales to Listings	52 %	52 %		61 %	56 %	
Avg Price/Unit	868,300	574,341	51 %	521,738	547,364	4- %
Active Listings	56	72	22- %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	67,545,513	72,497,610	6- %	991,642,549	774,014,092	28 %
Units Listed	166	126	31 %	2,758	2,579	6 %
Units Sold	115	133	13- %	1,593	1,430	11 %
Sale Success Ratio	46 %	62 %		62 %	59 %	
% Sales to Listings	69 %	105 %		57 %	55 %	
Avg Price/Unit	587,352	545,094	7 %	622,500	541,268	15 %
Active Listings	583	481	21 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	78,833,413	79,389,710	0 %	1,090,251,105	862,687,084	26 %
Units Listed	191	149	28 %	3,067	2,867	6 %
Units Sold	128	145	11- %	1,782	1,592	11 %
Sale Success Ratio	46 %	62 %		62 %	58 %	
% Sales to Listings	67 %	97 %		58 %	55 %	
Avg Price/Unit	615,886	547,515	12 %	611,813	541,888	12 %
Active Listings	639	553	15 %			

IC&I - BUSINESS

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
NEW						
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 %			

SALES SUMMARY AS AT NOVEMBER 30, 2011

AREA: Burnaby South

IC&I - BUSINESS

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	165,300	78,000	111 %	727,300	3,454,000	78- %
Units Listed	10	1	900 %	63	63	0 %
Units Sold	2	2	0 %	12	15	20- %
Sale Success Ratio	25 %	50 %		19 %	25 %	
% Sales to Listings	20 %	200 %		19 %	23 %	
Avg Price/Unit	82,650	39,000	111 %	60,608	230,266	73- %
Active Listings	32	29	10 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	165,300	78,000	111 %	727,300	3,454,000	78- %
Units Listed	10	1	900 %	63	63	0 %
Units Sold	2	2	0 %	12	15	20- %
Sale Success Ratio	25 %	50 %		19 %	25 %	
% Sales to Listings	20 %	200 %		19 %	23 %	
Avg Price/Unit	82,650	39,000	111 %	60,608	230,266	73- %
Active Listings	32	29	10 %			

IC&I - INDUSTRIAL/COMMERCIAL

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
NEW						
Gross Sales	0	0	0 %	0	8,379,980	100- %
Units Listed	0	0	0 %	3	4	25- %
Units Sold	0	0	0 %	0	3	100- %
Sale Success Ratio	0 %	0 %		0 %	60 %	
% Sales to Listings	0 %	0 %		0 %	75 %	
Avg Price/Unit	0	0	0 %	0	2,793,326	100- %
Active Listings	3	1	200 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	1,783,000	2,513,800	29- %	13,447,500	8,089,300	66 %
Units Listed	4	5	20- %	57	56	1 %
Units Sold	4	2	100 %	25	13	92 %
Sale Success Ratio	66 %	50 %		35 %	28 %	
% Sales to Listings	100 %	40 %		43 %	23 %	
Avg Price/Unit	445,750	1,256,900	64- %	537,900	622,253	13- %
Active Listings	23	31	25- %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	1,783,000	2,513,800	29- %	13,447,500	16,469,280	18- %
Units Listed	4	5	20- %	60	60	0 %
Units Sold	4	2	100 %	25	16	56 %
Sale Success Ratio	66 %	50 %		34 %	31 %	
% Sales to Listings	100 %	40 %		41 %	26 %	
Avg Price/Unit	445,750	1,256,900	64- %	537,900	1,029,330	47- %
Active Listings	26	32	18- %			

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT NOVEMBER 30, 2011

AREA: Burnaby South

IC&I - MULTI FAMILY

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
NEW						
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-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	0	1,500,000	100- %	7,156,600	4,070,000	75 %
Units Listed	1	0	0 %	9	7	28 %
Units Sold	0	1	100- %	3	2	50 %
Sale Success Ratio	0 %	100 %		50 %	28 %	
% Sales to Listings	0 %	0 %		33 %	28 %	
Avg Price/Unit	0	1,500,000	100- %	2,385,533	2,035,000	17 %
Active Listings	5	3	66 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	0	1,500,000	100- %	7,156,600	4,070,000	75 %
Units Listed	1	0	0 %	9	7	28 %
Units Sold	0	1	100- %	3	2	50 %
Sale Success Ratio	0 %	100 %		50 %	28 %	
% Sales to Listings	0 %	0 %		33 %	28 %	
Avg Price/Unit	0	1,500,000	100- %	2,385,533	2,035,000	17 %
Active Listings	5	3	66 %			

IC&I - LAND & FARMS

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
NEW						
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 %			

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT NOVEMBER 30, 2011

AREA: Burnaby South

IC&I - LAND & FARMS

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

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

RESALE	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	0	0	0 %	773,850	5,602,000	86- %
Units Listed	0	0	0 %	2	3	33- %
Units Sold	0	0	0 %	1	4	75- %
Sale Success Ratio	0 %	0 %		33 %	80 %	
% Sales to Listings	0 %	0 %		50 %	133 %	
Avg Price/Unit	0	0	0 %	773,850	1,400,500	44- %
Active Listings	2	3	33- %			

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

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

ALL	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	0	0	0 %	773,850	5,602,000	86- %
Units Listed	0	0	0 %	2	3	33- %
Units Sold	0	0	0 %	1	4	75- %
Sale Success Ratio	0 %	0 %		33 %	80 %	
% Sales to Listings	0 %	0 %		50 %	133 %	
Avg Price/Unit	0	0	0 %	773,850	1,400,500	44- %
Active Listings	2	3	33- %			

ICI SUB-TOTAL

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

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

NEW	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	0	0	0 %	0	8,379,980	100- %
Units Listed	0	0	0 %	3	4	25- %
Units Sold	0	0	0 %	0	3	100- %
Sale Success Ratio	0 %	0 %		0 %	60 %	
% Sales to Listings	0 %	0 %		0 %	75 %	
Avg Price/Unit	0	0	0 %	0	2,793,326	100- %
Active Listings	3	1	200 %			

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

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

RESALE	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	1,948,300	4,091,800	52- %	22,105,250	21,215,300	4 %
Units Listed	15	6	150 %	131	129	1 %
Units Sold	6	5	20 %	41	34	20 %
Sale Success Ratio	42 %	55 %		29 %	29 %	
% Sales to Listings	40 %	83 %		31 %	26 %	
Avg Price/Unit	324,716	818,360	60- %	539,152	623,979	13- %
Active Listings	62	66	6- %			

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

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

ALL	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	1,948,300	4,091,800	52- %	22,105,250	29,595,280	25- %
Units Listed	15	6	150 %	134	133	0 %
Units Sold	6	5	20 %	41	37	10 %
Sale Success Ratio	42 %	55 %		28 %	30 %	
% Sales to Listings	40 %	83 %		30 %	27 %	
Avg Price/Unit	324,716	818,360	60- %	539,152	799,872	32- %
Active Listings	65	67	2- %			

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT NOVEMBER 30, 2011

AREA: Burnaby South

TOTAL

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
NEW	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	11,287,900	6,892,100	63 %	98,608,556	97,052,972	1 %
Units Listed	25	23	8 %	312	292	6 %
Units Sold	13	12	8 %	189	165	14 %
Sale Success Ratio	54 %	63 %		58 %	51 %	
% Sales to Listings	52 %	52 %		60 %	56 %	
Avg Price/Unit	868,300	574,341	51 %	521,738	588,199	11- %
Active Listings	59	73	19- %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
RESALE	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	69,493,813	76,589,410	9- %	1,013,747,799	795,229,392	27 %
Units Listed	181	132	37 %	2,889	2,708	6 %
Units Sold	121	138	12- %	1,634	1,464	11 %
Sale Success Ratio	46 %	61 %		60 %	57 %	
% Sales to Listings	66 %	104 %		56 %	54 %	
Avg Price/Unit	574,329	554,995	3 %	620,408	543,189	14 %
Active Listings	645	547	17 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
ALL	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	80,781,713	83,481,510	3- %	1,112,356,355	892,282,364	24 %
Units Listed	206	155	32 %	3,201	3,000	6 %
Units Sold	134	150	10- %	1,823	1,629	11 %
Sale Success Ratio	46 %	61 %		60 %	57 %	
% Sales to Listings	65 %	96 %		56 %	54 %	
Avg Price/Unit	602,848	556,543	8 %	610,179	547,748	11 %
Active Listings	704	620	13 %			