

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT JUNE 30, 2008

AREA: Richmond

DETACHED

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
NEW						
Gross Sales	6,374,800	12,327,958	48- %	84,003,200	98,589,958	14- %
Units Listed	15	17	11- %	135	142	4- %
Units Sold	7	12	41- %	83	108	23- %
Sale Success Ratio	63 %	70 %		65 %	72 %	
% Sales to Listings	46 %	70 %		61 %	76 %	
Avg Price/Unit	910,685	1,027,329	11- %	1,012,086	912,869	10 %
Active Listings	59	58	1 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	92,896,388	130,233,226	28- %	576,838,337	585,115,927	1- %
Units Listed	297	250	18 %	1,649	1,411	16 %
Units Sold	108	186	41- %	725	844	14- %
Sale Success Ratio	54 %	73 %		61 %	67 %	
% Sales to Listings	36 %	74 %		43 %	59 %	
Avg Price/Unit	860,151	700,178	22 %	795,639	693,265	14 %
Active Listings	825	602	37 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	99,271,188	142,561,184	30- %	660,841,537	683,705,885	3- %
Units Listed	312	267	16 %	1,784	1,553	14 %
Units Sold	115	198	41- %	808	952	15- %
Sale Success Ratio	55 %	73 %		62 %	67 %	
% Sales to Listings	36 %	74 %		45 %	61 %	
Avg Price/Unit	863,227	720,005	19 %	817,873	718,178	13 %
Active Listings	884	660	33 %			

ATTACHED

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
NEW						
Gross Sales	6,598,700	18,648,000	64- %	54,038,800	94,105,379	42- %
Units Listed	34	32	6 %	175	233	24- %
Units Sold	13	39	66- %	112	204	45- %
Sale Success Ratio	61 %	82 %		72 %	77 %	
% Sales to Listings	38 %	121 %		64 %	87 %	
Avg Price/Unit	507,592	478,153	6 %	482,489	461,300	4 %
Active Listings	81	70	15 %			

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT JUNE 30, 2008

AREA: Richmond

ATTACHED

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	32,642,068	59,493,964	45- %	223,239,383	251,440,280	11- %
Units Listed	151	181	16- %	878	912	3- %
Units Sold	71	139	48- %	485	610	20- %
Sale Success Ratio	65 %	78 %		73 %	73 %	
% Sales to Listings	47 %	76 %		55 %	66 %	
Avg Price/Unit	459,747	428,014	7 %	460,287	412,197	11 %
Active Listings	361	328	10 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	39,240,768	78,141,964	49- %	277,278,183	345,545,659	19- %
Units Listed	185	213	13- %	1,053	1,145	8- %
Units Sold	84	178	52- %	597	814	26- %
Sale Success Ratio	65 %	79 %		73 %	74 %	
% Sales to Listings	45 %	83 %		56 %	71 %	
Avg Price/Unit	467,152	438,999	6 %	464,452	424,503	9 %
Active Listings	442	398	11 %			

APARTMENTS

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
NEW						
Gross Sales	8,784,179	11,859,006	25- %	79,648,247	52,155,514	52 %
Units Listed	80	62	29 %	492	313	57 %
Units Sold	21	33	36- %	183	134	36 %
Sale Success Ratio	35 %	63 %		43 %	49 %	
% Sales to Listings	26 %	53 %		37 %	42 %	
Avg Price/Unit	418,294	359,363	16 %	435,236	389,220	11 %
Active Listings	310	215	44 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	36,963,238	55,648,537	33- %	222,100,702	248,617,465	10- %
Units Listed	263	222	18 %	1,457	1,378	5 %
Units Sold	125	196	36- %	721	904	20- %
Sale Success Ratio	65 %	80 %		70 %	70 %	
% Sales to Listings	47 %	88 %		49 %	65 %	
Avg Price/Unit	295,705	283,921	4 %	308,045	275,019	12 %
Active Listings	673	495	35 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	45,747,417	67,507,543	32- %	301,748,949	300,772,979	0 %
Units Listed	343	284	20 %	1,949	1,691	15 %
Units Sold	146	229	36- %	904	1,038	12- %
Sale Success Ratio	58 %	77 %		62 %	67 %	
% Sales to Listings	42 %	80 %		46 %	61 %	
Avg Price/Unit	313,338	294,792	6 %	333,793	289,762	15 %
Active Listings	983	710	38 %			

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT JUNE 30, 2008

AREA: Richmond

DET/ATT/APT SUB-TOTALS

NEW	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	21,757,679	42,834,964	49- %	217,690,247	244,850,851	11- %
Units Listed	129	111	16 %	802	688	16 %
Units Sold	41	84	51- %	378	446	15- %
Sale Success Ratio	45 %	72 %		54 %	65 %	
% Sales to Listings	31 %	75 %		47 %	64 %	
Avg Price/Unit	530,675	509,940	4 %	575,900	548,992	4 %
Active Listings	450	343	31 %			

RESALE	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	162,501,694	245,375,727	33- %	1,022,178,422	1,085,173,672	5- %
Units Listed	711	653	8 %	3,984	3,701	7 %
Units Sold	304	521	41- %	1,931	2,358	18- %
Sale Success Ratio	61 %	77 %		67 %	70 %	
% Sales to Listings	42 %	79 %		48 %	63 %	
Avg Price/Unit	534,545	470,970	13 %	529,351	460,209	15 %
Active Listings	1,859	1,425	30 %			

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	184,259,373	288,210,691	36- %	1,239,868,669	1,330,024,523	6- %
Units Listed	840	764	9 %	4,786	4,389	9 %
Units Sold	345	605	42- %	2,309	2,804	17- %
Sale Success Ratio	58 %	76 %		64 %	69 %	
% Sales to Listings	41 %	79 %		48 %	63 %	
Avg Price/Unit	534,085	476,381	12 %	536,972	474,331	13 %
Active Listings	2,309	1,768	30 %			

MULTI FAMILY REVENUE

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 %	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 JUNE 30, 2008

AREA: Richmond

MULTI FAMILY REVENUE

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	0	869,000	100- %	0	5,752,000	100- %
Units Listed	1	2	50- %	10	7	42 %
Units Sold	0	1	100- %	0	7	100- %
Sale Success Ratio	0 %	100 %		0 %	87 %	
% Sales to Listings	0 %	50 %		0 %	100 %	
Avg Price/Unit	0	869,000	100- %	0	821,714	100- %
Active Listings	6	1	500 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	0	869,000	100- %	0	5,752,000	100- %
Units Listed	1	2	50- %	10	7	42 %
Units Sold	0	1	100- %	0	7	100- %
Sale Success Ratio	0 %	100 %		0 %	87 %	
% Sales to Listings	0 %	50 %		0 %	100 %	
Avg Price/Unit	0	869,000	100- %	0	821,714	100- %
Active Listings	6	1	500 %			

LAND ONLY

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	476,000	5,026,000	90- %	13,813,000	11,338,000	21 %
Units Listed	15	7	114 %	49	43	13 %
Units Sold	1	3	66- %	17	13	30 %
Sale Success Ratio	33 %	27 %		35 %	28 %	
% Sales to Listings	6 %	42 %		34 %	30 %	
Avg Price/Unit	476,000	1,675,333	71- %	812,529	872,153	6- %
Active Listings	37	32	15 %			

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT JUNE 30, 2008

AREA: Richmond

RES SUB-TOTAL

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
NEW						
Gross Sales	21,757,679	42,834,964	49- %	217,690,247	244,850,851	11- %
Units Listed	129	111	16 %	802	688	16 %
Units Sold	41	84	51- %	378	446	15- %
Sale Success Ratio	45 %	72 %		54 %	65 %	
% Sales to Listings	31 %	75 %		47 %	64 %	
Avg Price/Unit	530,675	509,940	4 %	575,900	548,992	4 %
Active Listings	450	343	31 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	162,977,694	251,270,727	35- %	1,035,991,422	1,102,263,672	6- %
Units Listed	727	662	9 %	4,043	3,751	7 %
Units Sold	305	525	41- %	1,948	2,378	18- %
Sale Success Ratio	61 %	76 %		66 %	69 %	
% Sales to Listings	41 %	79 %		48 %	63 %	
Avg Price/Unit	534,353	478,610	11 %	531,823	463,525	14 %
Active Listings	1,902	1,458	30 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	184,735,373	294,105,691	37- %	1,253,681,669	1,347,114,523	6- %
Units Listed	856	773	10 %	4,845	4,439	9 %
Units Sold	346	609	43- %	2,326	2,824	17- %
Sale Success Ratio	58 %	75 %		64 %	68 %	
% Sales to Listings	40 %	78 %		48 %	63 %	
Avg Price/Unit	533,917	482,932	10 %	538,986	477,023	12 %
Active Listings	2,352	1,801	30 %			

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	1	100- %	0	1	100- %
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	2	100- %			

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT JUNE 30, 2008

AREA: Richmond

IC&I - BUSINESS

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	213,000	804,700	73- %	2,028,100	2,557,000	20- %
Units Listed	22	24	8- %	111	147	24- %
Units Sold	3	9	66- %	17	28	39- %
Sale Success Ratio	20 %	47 %		15 %	20 %	
% Sales to Listings	13 %	37 %		15 %	19 %	
Avg Price/Unit	71,000	89,411	20- %	119,300	91,321	30 %
Active Listings	100	130	23- %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	213,000	804,700	73- %	2,028,100	2,557,000	20- %
Units Listed	22	25	12- %	111	148	25- %
Units Sold	3	9	66- %	17	28	39- %
Sale Success Ratio	20 %	47 %		15 %	20 %	
% Sales to Listings	13 %	36 %		15 %	18 %	
Avg Price/Unit	71,000	89,411	20- %	119,300	91,321	30 %
Active Listings	100	132	24- %			

IC&I - INDUSTRIAL/COMMERCIAL

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
NEW						
Gross Sales	889,000	1,377,000	35- %	8,055,000	4,167,388	93 %
Units Listed	4	7	42- %	33	22	50 %
Units Sold	1	3	66- %	14	14	0 %
Sale Success Ratio	25 %	75 %		46 %	82 %	
% Sales to Listings	25 %	42 %		42 %	63 %	
Avg Price/Unit	889,000	459,000	93 %	575,357	297,670	93 %
Active Listings	29	16	81 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	6,442,230	8,803,000	26- %	28,414,530	32,339,168	12- %
Units Listed	36	29	24 %	167	169	1- %
Units Sold	9	21	57- %	53	83	36- %
Sale Success Ratio	28 %	65 %		38 %	45 %	
% Sales to Listings	25 %	72 %		31 %	49 %	
Avg Price/Unit	715,803	419,190	70 %	536,123	389,628	37 %
Active Listings	134	123	8 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	7,331,230	10,180,000	27- %	36,469,530	36,506,556	0 %
Units Listed	40	36	11 %	200	191	4 %
Units Sold	10	24	58- %	67	97	30- %
Sale Success Ratio	27 %	66 %		39 %	48 %	
% Sales to Listings	25 %	66 %		33 %	50 %	
Avg Price/Unit	733,123	424,166	72 %	544,321	376,356	44 %
Active Listings	163	139	17 %			

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT JUNE 30, 2008

AREA: Richmond

IC&I - MULTI FAMILY

-----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	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-----

ALL

	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 %			

IC&I - LAND & 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 %			

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT JUNE 30, 2008

AREA: Richmond

IC&I - LAND & FARMS

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	1,964,000	0	0 %	1,964,000	3,795,000	48- %
Units Listed	3	3	0 %	15	14	7 %
Units Sold	1	0	0 %	1	3	66- %
Sale Success Ratio	25 %	0 %		7 %	18 %	
% Sales to Listings	33 %	0 %		6 %	21 %	
Avg Price/Unit	1,964,000	0	0 %	1,964,000	1,265,000	55 %
Active Listings	19	14	35 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	1,964,000	0	0 %	1,964,000	3,795,000	48- %
Units Listed	3	3	0 %	15	14	7 %
Units Sold	1	0	0 %	1	3	66- %
Sale Success Ratio	25 %	0 %		7 %	18 %	
% Sales to Listings	33 %	0 %		6 %	21 %	
Avg Price/Unit	1,964,000	0	0 %	1,964,000	1,265,000	55 %
Active Listings	19	14	35 %			

ICI SUB-TOTAL

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
NEW						
Gross Sales	889,000	1,377,000	35- %	8,055,000	4,167,388	93 %
Units Listed	4	8	50- %	33	23	43 %
Units Sold	1	3	66- %	14	14	0 %
Sale Success Ratio	25 %	75 %		46 %	82 %	
% Sales to Listings	25 %	37 %		42 %	60 %	
Avg Price/Unit	889,000	459,000	93 %	575,357	297,670	93 %
Active Listings	29	18	61 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	8,619,230	9,607,700	10- %	32,406,630	38,691,168	16- %
Units Listed	61	56	8 %	293	330	11- %
Units Sold	13	30	56- %	71	114	37- %
Sale Success Ratio	25 %	56 %		27 %	33 %	
% Sales to Listings	21 %	53 %		24 %	34 %	
Avg Price/Unit	663,017	320,256	107 %	456,431	339,396	34 %
Active Listings	253	267	5- %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	9,508,230	10,984,700	13- %	40,461,630	42,858,556	5- %
Units Listed	65	64	1 %	326	353	7- %
Units Sold	14	33	57- %	85	128	33- %
Sale Success Ratio	25 %	57 %		29 %	36 %	
% Sales to Listings	21 %	51 %		26 %	36 %	
Avg Price/Unit	679,159	332,869	104 %	476,019	334,832	42 %
Active Listings	282	285	1- %			

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT JUNE 30, 2008

AREA: Richmond

TOTAL

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
NEW						
Gross Sales	22,646,679	44,211,964	48- %	225,745,247	249,018,239	9- %
Units Listed	133	119	11 %	835	711	17 %
Units Sold	42	87	51- %	392	460	14- %
Sale Success Ratio	44 %	72 %		53 %	65 %	
% Sales to Listings	31 %	73 %		46 %	64 %	
Avg Price/Unit	539,206	508,183	6 %	575,880	541,343	6 %
Active Listings	479	361	32 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	171,596,924	260,878,427	34- %	1,068,398,052	1,140,954,840	6- %
Units Listed	788	718	9 %	4,336	4,081	6 %
Units Sold	318	555	42- %	2,019	2,492	18- %
Sale Success Ratio	57 %	75 %		63 %	66 %	
% Sales to Listings	40 %	77 %		46 %	61 %	
Avg Price/Unit	539,612	470,051	14 %	529,171	457,847	15 %
Active Listings	2,155	1,725	24 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	194,243,603	305,090,391	36- %	1,294,143,299	1,389,973,079	6- %
Units Listed	921	837	10 %	5,171	4,792	7 %
Units Sold	360	642	43- %	2,411	2,952	18- %
Sale Success Ratio	55 %	74 %		61 %	66 %	
% Sales to Listings	39 %	76 %		46 %	61 %	
Avg Price/Unit	539,565	475,218	13 %	536,766	470,858	13 %
Active Listings	2,634	2,086	26 %			