

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT NOVEMBER 30, 2011

AREA: Vancouver West

DETACHED

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
NEW						
Gross Sales	24,804,800	29,912,000	17- %	235,852,368	209,504,798	12 %
Units Listed	14	10	40 %	223	197	13 %
Units Sold	8	9	11- %	82	73	12 %
Sale Success Ratio	38 %	47 %		41 %	40 %	
% Sales to Listings	57 %	90 %		36 %	37 %	
Avg Price/Unit	3,100,600	3,323,555	6- %	2,876,248	2,869,928	0 %
Active Listings	72	56	28 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	260,105,388	306,783,452	15- %	4,344,293,102	3,046,836,346	42 %
Units Listed	150	127	18 %	3,277	2,727	20 %
Units Sold	113	152	25- %	1,842	1,578	16 %
Sale Success Ratio	42 %	62 %		62 %	60 %	
% Sales to Listings	75 %	119 %		56 %	57 %	
Avg Price/Unit	2,301,817	2,018,312	14 %	2,358,465	1,930,821	22 %
Active Listings	633	394	60 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	284,910,188	336,695,452	15- %	4,580,145,470	3,256,341,144	40 %
Units Listed	164	137	19 %	3,500	2,924	19 %
Units Sold	121	161	24- %	1,924	1,651	16 %
Sale Success Ratio	42 %	61 %		61 %	58 %	
% Sales to Listings	73 %	117 %		54 %	56 %	
Avg Price/Unit	2,354,629	2,091,276	12 %	2,380,532	1,972,344	20 %
Active Listings	705	450	56 %			

ATTACHED

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
NEW						
Gross Sales	2,349,800	695,000	238 %	53,684,800	57,771,267	7- %
Units Listed	13	12	8 %	121	143	15- %
Units Sold	2	1	100 %	46	48	4- %
Sale Success Ratio	66 %	14 %		46 %	34 %	
% Sales to Listings	15 %	8 %		38 %	33 %	
Avg Price/Unit	1,174,900	695,000	69 %	1,167,060	1,203,568	3- %
Active Listings	57	43	32 %			

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT NOVEMBER 30, 2011

AREA: Vancouver West

ATTACHED

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	39,539,000	42,535,950	7- %	608,365,060	512,721,875	18 %
Units Listed	76	62	22 %	1,193	1,233	3- %
Units Sold	46	55	16- %	656	606	8 %
Sale Success Ratio	50 %	48 %		58 %	54 %	
% Sales to Listings	60 %	88 %		54 %	49 %	
Avg Price/Unit	859,543	773,380	11 %	927,385	846,075	9 %
Active Listings	226	209	8 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	41,888,800	43,230,950	3- %	662,049,860	570,493,142	16 %
Units Listed	89	74	20 %	1,314	1,376	4- %
Units Sold	48	56	14- %	702	654	7 %
Sale Success Ratio	51 %	46 %		57 %	52 %	
% Sales to Listings	53 %	75 %		53 %	47 %	
Avg Price/Unit	872,683	771,981	13 %	943,090	872,313	8 %
Active Listings	283	252	12 %			

APARTMENTS

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
NEW						
Gross Sales	23,976,533	14,457,184	65 %	251,525,462	238,598,675	5 %
Units Listed	109	63	73 %	901	840	7 %
Units Sold	39	16	143 %	285	293	2- %
Sale Success Ratio	39 %	25 %		33 %	32 %	
% Sales to Listings	35 %	25 %		31 %	34 %	
Avg Price/Unit	614,782	903,574	31- %	882,545	814,329	8 %
Active Listings	282	254	11 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	184,203,541	180,467,634	2 %	2,378,427,659	2,231,507,544	6 %
Units Listed	387	380	1 %	7,183	7,729	7- %
Units Sold	321	336	4- %	3,874	3,894	0 %
Sale Success Ratio	55 %	53 %		56 %	54 %	
% Sales to Listings	82 %	88 %		53 %	50 %	
Avg Price/Unit	573,842	537,106	6 %	613,946	573,063	7 %
Active Listings	1,425	1,412	0 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	208,180,074	194,924,818	6 %	2,629,953,121	2,470,106,219	6 %
Units Listed	496	443	11 %	8,084	8,569	5- %
Units Sold	360	352	2 %	4,159	4,187	0 %
Sale Success Ratio	53 %	50 %		54 %	51 %	
% Sales to Listings	72 %	79 %		51 %	48 %	
Avg Price/Unit	578,277	553,763	4 %	632,352	589,946	7 %
Active Listings	1,707	1,666	2 %			

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT NOVEMBER 30, 2011

AREA: Vancouver West

DET/ATT/APT SUB-TOTALS

NEW	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	51,131,133	45,064,184	13 %	541,062,630	505,874,740	6 %
Units Listed	136	85	60 %	1,245	1,180	5 %
Units Sold	49	26	88 %	413	414	0 %
Sale Success Ratio	40 %	28 %		35 %	34 %	
% Sales to Listings	36 %	30 %		33 %	35 %	
Avg Price/Unit	1,043,492	1,733,237	39- %	1,310,079	1,221,919	7 %
Active Listings	411	353	16 %			

RESALE	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	483,847,929	529,787,036	8- %	7,331,085,821	5,791,065,765	26 %
Units Listed	613	569	7 %	11,653	11,689	0 %
Units Sold	480	543	11- %	6,372	6,078	4 %
Sale Success Ratio	51 %	55 %		58 %	55 %	
% Sales to Listings	78 %	95 %		54 %	51 %	
Avg Price/Unit	1,008,016	975,666	3 %	1,150,515	952,791	20 %
Active Listings	2,284	2,015	13 %			

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	534,979,062	574,851,220	6- %	7,872,148,451	6,296,940,505	25 %
Units Listed	749	654	14 %	12,898	12,869	0 %
Units Sold	529	569	7- %	6,785	6,492	4 %
Sale Success Ratio	50 %	52 %		56 %	53 %	
% Sales to Listings	70 %	87 %		52 %	50 %	
Avg Price/Unit	1,011,302	1,010,283	0 %	1,160,228	969,953	19 %
Active Listings	2,695	2,368	13 %			

MULTI FAMILY REVENUE

NEW	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	0	0	0 %	1,180,000	0	0 %
Units Listed	0	0	0 %	5	3	66 %
Units Sold	0	0	0 %	1	0	0 %
Sale Success Ratio	0 %	0 %		20 %	0 %	
% Sales to Listings	0 %	0 %		20 %	0 %	
Avg Price/Unit	0	0	0 %	1,180,000	0	0 %
Active Listings	0	1	100- %			

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT NOVEMBER 30, 2011

AREA: Vancouver West

MULTI FAMILY REVENUE

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	1,650,000	1,560,000	5 %	26,509,800	8,872,689	198 %
Units Listed	0	3	100- %	49	42	16 %
Units Sold	1	1	0 %	18	6	200 %
Sale Success Ratio	50 %	33 %		38 %	17 %	
% Sales to Listings	0 %	33 %		36 %	14 %	
Avg Price/Unit	1,650,000	1,560,000	5 %	1,472,766	1,478,781	0 %
Active Listings	10	13	23- %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	1,650,000	1,560,000	5 %	27,689,800	8,872,689	212 %
Units Listed	0	3	100- %	54	45	20 %
Units Sold	1	1	0 %	19	6	216 %
Sale Success Ratio	50 %	33 %		36 %	16 %	
% Sales to Listings	0 %	33 %		35 %	13 %	
Avg Price/Unit	1,650,000	1,560,000	5 %	1,457,357	1,478,781	1- %
Active Listings	10	14	28- %			

LAND ONLY

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	0	2,150,000	100- %	15,500,000	11,658,000	32 %
Units Listed	4	3	33 %	24	28	14- %
Units Sold	0	1	100- %	5	6	16- %
Sale Success Ratio	0 %	25 %		20 %	20 %	
% Sales to Listings	0 %	33 %		20 %	21 %	
Avg Price/Unit	0	2,150,000	100- %	3,100,000	1,943,000	59 %
Active Listings	8	10	20- %			

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT NOVEMBER 30, 2011

AREA: Vancouver West

RES SUB-TOTAL

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
NEW	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	51,131,133	45,064,184	13 %	542,242,630	505,874,740	7 %
Units Listed	136	85	60 %	1,250	1,183	5 %
Units Sold	49	26	88 %	414	414	0 %
Sale Success Ratio	40 %	28 %		35 %	34 %	
% Sales to Listings	36 %	30 %		33 %	34 %	
Avg Price/Unit	1,043,492	1,733,237	39- %	1,309,764	1,221,919	7 %
Active Listings	411	354	16 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
RESALE	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	485,497,929	533,497,036	8- %	7,373,095,621	5,811,596,454	26 %
Units Listed	617	575	7 %	11,726	11,759	0 %
Units Sold	481	545	11- %	6,395	6,090	5 %
Sale Success Ratio	51 %	54 %		58 %	55 %	
% Sales to Listings	77 %	94 %		54 %	51 %	
Avg Price/Unit	1,009,351	978,893	3 %	1,152,946	954,285	20 %
Active Listings	2,302	2,038	12 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
ALL	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	536,629,062	578,561,220	7- %	7,915,338,251	6,317,471,194	25 %
Units Listed	753	660	14 %	12,976	12,942	0 %
Units Sold	530	571	7- %	6,809	6,504	4 %
Sale Success Ratio	50 %	52 %		56 %	53 %	
% Sales to Listings	70 %	86 %		52 %	50 %	
Avg Price/Unit	1,012,507	1,013,242	0 %	1,162,481	971,320	19 %
Active Listings	2,713	2,392	13 %			

IC&I - BUSINESS

	-----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 NOVEMBER 30, 2011

AREA: Vancouver West

IC&I - BUSINESS

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	306,000	722,500	57- %	15,862,620	7,449,388	112 %
Units Listed	53	41	29 %	461	448	2 %
Units Sold	4	7	42- %	107	81	32 %
Sale Success Ratio	10 %	21 %		22 %	22 %	
% Sales to Listings	7 %	17 %		23 %	18 %	
Avg Price/Unit	76,500	103,214	25- %	148,248	91,967	61 %
Active Listings	230	237	2- %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	306,000	722,500	57- %	15,862,620	7,449,388	112 %
Units Listed	53	41	29 %	461	448	2 %
Units Sold	4	7	42- %	107	81	32 %
Sale Success Ratio	10 %	21 %		22 %	22 %	
% Sales to Listings	7 %	17 %		23 %	18 %	
Avg Price/Unit	76,500	103,214	25- %	148,248	91,967	61 %
Active Listings	230	237	2- %			

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	3,489,598	100- %
Units Listed	1	1	0 %	13	17	23- %
Units Sold	0	0	0 %	0	7	100- %
Sale Success Ratio	0 %	0 %		0 %	33 %	
% Sales to Listings	0 %	0 %		0 %	41 %	
Avg Price/Unit	0	0	0 %	0	498,514	100- %
Active Listings	10	7	42 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	7,269,500	3,713,000	95 %	56,761,250	64,872,579	12- %
Units Listed	15	10	50 %	176	182	3- %
Units Sold	5	10	50- %	66	58	13 %
Sale Success Ratio	45 %	62 %		38 %	33 %	
% Sales to Listings	33 %	100 %		37 %	31 %	
Avg Price/Unit	1,453,900	371,300	291 %	860,018	1,118,492	23- %
Active Listings	80	71	12 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	7,269,500	3,713,000	95 %	56,761,250	68,362,177	16- %
Units Listed	16	11	45 %	189	199	5- %
Units Sold	5	10	50- %	66	65	1 %
Sale Success Ratio	45 %	55 %		36 %	33 %	
% Sales to Listings	31 %	90 %		34 %	32 %	
Avg Price/Unit	1,453,900	371,300	291 %	860,018	1,051,725	18- %
Active Listings	90	78	15 %			

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT NOVEMBER 30, 2011

AREA: Vancouver West

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	2,085,000	100- %	28,078,000	48,689,000	42- %
Units Listed	1	6	83- %	30	40	25- %
Units Sold	0	1	100- %	9	14	35- %
Sale Success Ratio	0 %	100 %		24 %	41 %	
% Sales to Listings	0 %	16 %		30 %	35 %	
Avg Price/Unit	0	2,085,000	100- %	3,119,777	3,477,785	10- %
Active Listings	12	21	42- %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	0	2,085,000	100- %	28,078,000	48,689,000	42- %
Units Listed	1	6	83- %	30	40	25- %
Units Sold	0	1	100- %	9	14	35- %
Sale Success Ratio	0 %	100 %		24 %	41 %	
% Sales to Listings	0 %	16 %		30 %	35 %	
Avg Price/Unit	0	2,085,000	100- %	3,119,777	3,477,785	10- %
Active Listings	12	21	42- %			

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: Vancouver West

IC&I - LAND & FARMS

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

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

RESALE	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	0	0	0 %	6,325,000	2,410,000	162 %
Units Listed	0	0	0 %	9	27	66- %
Units Sold	0	0	0 %	3	7	57- %
Sale Success Ratio	0 %	0 %		17 %	26 %	
% Sales to Listings	0 %	0 %		33 %	25 %	
Avg Price/Unit	0	0	0 %	2,108,333	344,285	512 %
Active Listings	3	7	57- %			

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

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

ALL	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	0	0	0 %	6,325,000	2,410,000	162 %
Units Listed	0	0	0 %	9	27	66- %
Units Sold	0	0	0 %	3	7	57- %
Sale Success Ratio	0 %	0 %		17 %	26 %	
% Sales to Listings	0 %	0 %		33 %	25 %	
Avg Price/Unit	0	0	0 %	2,108,333	344,285	512 %
Active Listings	3	7	57- %			

ICI SUB-TOTAL

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

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

NEW	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	0	0	0 %	0	3,489,598	100- %
Units Listed	1	1	0 %	13	17	23- %
Units Sold	0	0	0 %	0	7	100- %
Sale Success Ratio	0 %	0 %		0 %	33 %	
% Sales to Listings	0 %	0 %		0 %	41 %	
Avg Price/Unit	0	0	0 %	0	498,514	100- %
Active Listings	10	7	42 %			

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

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

RESALE	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	7,575,500	6,520,500	16 %	107,026,870	123,420,967	13- %
Units Listed	69	57	21 %	676	697	3- %
Units Sold	9	18	50- %	185	160	15 %
Sale Success Ratio	16 %	35 %		26 %	27 %	
% Sales to Listings	13 %	31 %		27 %	22 %	
Avg Price/Unit	841,722	362,250	132 %	578,523	771,381	25- %
Active Listings	325	336	3- %			

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

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

ALL	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	7,575,500	6,520,500	16 %	107,026,870	126,910,565	15- %
Units Listed	70	58	20 %	689	714	3- %
Units Sold	9	18	50- %	185	167	10 %
Sale Success Ratio	16 %	33 %		25 %	27 %	
% Sales to Listings	12 %	31 %		26 %	23 %	
Avg Price/Unit	841,722	362,250	132 %	578,523	759,943	23- %
Active Listings	335	343	2- %			

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT NOVEMBER 30, 2011

AREA: Vancouver West

TOTAL

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
NEW						
Gross Sales	51,131,133	45,064,184	13 %	542,242,630	509,364,338	6 %
Units Listed	137	86	59 %	1,263	1,200	5 %
Units Sold	49	26	88 %	414	421	1- %
Sale Success Ratio	40 %	28 %		35 %	34 %	
% Sales to Listings	35 %	30 %		32 %	35 %	
Avg Price/Unit	1,043,492	1,733,237	39- %	1,309,764	1,209,891	8 %
Active Listings	421	361	16 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	493,073,429	540,017,536	8- %	7,480,122,491	5,935,017,421	26 %
Units Listed	686	632	8 %	12,402	12,456	0 %
Units Sold	490	563	12- %	6,580	6,250	5 %
Sale Success Ratio	49 %	53 %		56 %	53 %	
% Sales to Listings	71 %	89 %		53 %	50 %	
Avg Price/Unit	1,006,272	959,178	4 %	1,136,796	949,602	19 %
Active Listings	2,627	2,374	10 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	544,204,562	585,081,720	6- %	8,022,365,121	6,444,381,759	24 %
Units Listed	823	718	14 %	13,665	13,656	0 %
Units Sold	539	589	8- %	6,994	6,671	4 %
Sale Success Ratio	48 %	51 %		54 %	52 %	
% Sales to Listings	65 %	82 %		51 %	48 %	
Avg Price/Unit	1,009,655	993,347	1 %	1,147,035	966,029	18 %
Active Listings	3,048	2,735	11 %			