

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT NOVEMBER 30, 2011

AREA: Richmond

DETACHED

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
NEW						
Gross Sales	8,755,000	20,532,000	57- %	180,934,020	182,610,871	0 %
Units Listed	23	24	4- %	243	242	0 %
Units Sold	5	13	61- %	102	130	21- %
Sale Success Ratio	31 %	65 %		48 %	58 %	
% Sales to Listings	21 %	54 %		41 %	53 %	
Avg Price/Unit	1,751,000	1,579,384	10 %	1,773,862	1,404,699	26 %
Active Listings	78	57	36 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	98,595,849	132,190,344	25- %	1,686,458,760	1,332,499,798	26 %
Units Listed	132	117	12 %	3,360	2,514	33 %
Units Sold	96	147	34- %	1,543	1,466	5 %
Sale Success Ratio	41 %	68 %		52 %	60 %	
% Sales to Listings	72 %	125 %		45 %	58 %	
Avg Price/Unit	1,027,040	899,254	14 %	1,092,973	908,935	20 %
Active Listings	695	380	82 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	107,350,849	152,722,344	29- %	1,867,392,780	1,515,110,669	23 %
Units Listed	155	141	9 %	3,603	2,756	30 %
Units Sold	101	160	36- %	1,645	1,596	3 %
Sale Success Ratio	40 %	68 %		51 %	60 %	
% Sales to Listings	65 %	113 %		45 %	57 %	
Avg Price/Unit	1,062,879	954,514	11 %	1,135,193	949,317	19 %
Active Listings	773	437	76 %			

ATTACHED

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
NEW						
Gross Sales	3,040,900	6,429,400	52- %	79,506,756	65,378,821	21 %
Units Listed	18	19	5- %	255	193	32 %
Units Sold	5	12	58- %	133	124	7 %
Sale Success Ratio	50 %	54 %		62 %	56 %	
% Sales to Listings	27 %	63 %		52 %	64 %	
Avg Price/Unit	608,180	535,783	13 %	597,795	527,248	13 %
Active Listings	72	34	111 %			

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT NOVEMBER 30, 2011

AREA: Richmond

ATTACHED

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	38,838,448	34,513,046	12 %	452,698,892	468,829,935	3- %
Units Listed	86	79	8 %	1,614	1,466	10 %
Units Sold	71	69	2 %	839	937	10- %
Sale Success Ratio	40 %	60 %		58 %	67 %	
% Sales to Listings	82 %	87 %		51 %	63 %	
Avg Price/Unit	547,020	500,189	9 %	539,569	500,352	7 %
Active Listings	326	208	56 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	41,879,348	40,942,446	2 %	532,205,648	534,208,756	0 %
Units Listed	104	98	6 %	1,869	1,659	12 %
Units Sold	76	81	6- %	972	1,061	8- %
Sale Success Ratio	41 %	59 %		58 %	66 %	
% Sales to Listings	73 %	82 %		52 %	63 %	
Avg Price/Unit	551,044	505,462	9 %	547,536	503,495	8 %
Active Listings	398	242	64 %			

APARTMENTS

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
NEW						
Gross Sales	2,004,500	7,656,600	73- %	46,553,882	80,529,466	42- %
Units Listed	24	27	11- %	294	420	30- %
Units Sold	5	17	70- %	111	190	41- %
Sale Success Ratio	22 %	40 %		37 %	46 %	
% Sales to Listings	20 %	62 %		37 %	45 %	
Avg Price/Unit	400,900	450,388	10- %	419,404	423,839	1- %
Active Listings	81	103	21- %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	30,326,674	45,285,900	33- %	485,899,850	530,963,727	8- %
Units Listed	154	127	21 %	2,714	2,664	1 %
Units Sold	90	133	32- %	1,356	1,537	11- %
Sale Success Ratio	40 %	64 %		55 %	60 %	
% Sales to Listings	58 %	104 %		49 %	57 %	
Avg Price/Unit	336,963	340,495	1- %	358,333	345,454	3 %
Active Listings	726	538	34 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	32,331,174	52,942,500	38- %	532,453,732	611,493,193	12- %
Units Listed	178	154	15 %	3,008	3,084	2- %
Units Sold	95	150	36- %	1,467	1,727	15- %
Sale Success Ratio	38 %	60 %		53 %	58 %	
% Sales to Listings	53 %	97 %		48 %	55 %	
Avg Price/Unit	340,328	352,950	3- %	362,954	354,078	2 %
Active Listings	807	641	25 %			

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT NOVEMBER 30, 2011

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	13,800,400	34,618,000	60- %	306,994,658	328,519,158	6- %
Units Listed	65	70	7- %	792	855	7- %
Units Sold	15	42	64- %	346	444	22- %
Sale Success Ratio	31 %	50 %		48 %	52 %	
% Sales to Listings	23 %	60 %		43 %	51 %	
Avg Price/Unit	920,026	824,238	11 %	887,267	739,908	19 %
Active Listings	231	194	19 %			

RESALE	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	167,760,971	211,989,290	20- %	2,625,057,502	2,332,293,460	12 %
Units Listed	372	323	15 %	7,688	6,644	15 %
Units Sold	257	349	26- %	3,738	3,940	5- %
Sale Success Ratio	40 %	65 %		54 %	62 %	
% Sales to Listings	69 %	108 %		48 %	59 %	
Avg Price/Unit	652,766	607,419	7 %	702,262	591,952	18 %
Active Listings	1,747	1,126	55 %			

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	181,561,371	246,607,290	26- %	2,932,052,160	2,660,812,618	10 %
Units Listed	437	393	11 %	8,480	7,499	13 %
Units Sold	272	391	30- %	4,084	4,384	6- %
Sale Success Ratio	40 %	63 %		54 %	60 %	
% Sales to Listings	62 %	99 %		48 %	58 %	
Avg Price/Unit	667,505	630,709	5 %	717,936	606,937	18 %
Active Listings	1,978	1,320	49 %			

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 NOVEMBER 30, 2011

AREA: Richmond

MULTI FAMILY REVENUE

RESALE	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	0	0	0 %	9,479,500	6,493,500	45 %
Units Listed	1	0	0 %	20	11	81 %
Units Sold	0	0	0 %	8	7	14 %
Sale Success Ratio	0 %	0 %		50 %	63 %	
% Sales to Listings	0 %	0 %		40 %	63 %	
Avg Price/Unit	0	0	0 %	1,184,937	927,642	27 %
Active Listings	5	2	150 %			

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	0	0	0 %	9,479,500	6,493,500	45 %
Units Listed	1	0	0 %	20	11	81 %
Units Sold	0	0	0 %	8	7	14 %
Sale Success Ratio	0 %	0 %		50 %	63 %	
% Sales to Listings	0 %	0 %		40 %	63 %	
Avg Price/Unit	0	0	0 %	1,184,937	927,642	27 %
Active Listings	5	2	150 %			

LAND ONLY

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	1,300,000	2,050,000	36- %	19,193,000	25,445,650	24- %
Units Listed	0	2	100- %	46	80	42- %
Units Sold	1	2	50- %	14	38	63- %
Sale Success Ratio	50 %	50 %		31 %	47 %	
% Sales to Listings	0 %	100 %		30 %	47 %	
Avg Price/Unit	1,300,000	1,025,000	26 %	1,370,928	669,622	104 %
Active Listings	36	35	2 %			

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT NOVEMBER 30, 2011

AREA: Richmond

RES SUB-TOTAL

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
NEW						
Gross Sales	13,800,400	34,618,000	60- %	306,994,658	328,519,158	6- %
Units Listed	65	70	7- %	792	855	7- %
Units Sold	15	42	64- %	346	444	22- %
Sale Success Ratio	31 %	50 %		48 %	52 %	
% Sales to Listings	23 %	60 %		43 %	51 %	
Avg Price/Unit	920,026	824,238	11 %	887,267	739,908	19 %
Active Listings	231	194	19 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	169,060,971	214,039,290	21- %	2,653,730,002	2,364,232,610	12 %
Units Listed	373	325	14 %	7,754	6,735	15 %
Units Sold	258	351	26- %	3,760	3,985	5- %
Sale Success Ratio	40 %	65 %		54 %	61 %	
% Sales to Listings	69 %	108 %		48 %	59 %	
Avg Price/Unit	655,275	609,798	7 %	705,779	593,282	18 %
Active Listings	1,788	1,163	53 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	182,861,371	248,657,290	26- %	2,960,724,660	2,692,751,768	9 %
Units Listed	438	395	10 %	8,546	7,590	12 %
Units Sold	273	393	30- %	4,106	4,429	7- %
Sale Success Ratio	40 %	63 %		53 %	60 %	
% Sales to Listings	62 %	99 %		48 %	58 %	
Avg Price/Unit	669,821	632,715	5 %	721,072	607,981	18 %
Active Listings	2,019	1,357	48 %			

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: Richmond

IC&I - BUSINESS

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	101,000	168,000	39- %	3,936,400	4,245,500	7- %
Units Listed	16	16	0 %	177	172	2 %
Units Sold	2	3	33- %	30	35	14- %
Sale Success Ratio	14 %	23 %		16 %	23 %	
% Sales to Listings	12 %	18 %		16 %	20 %	
Avg Price/Unit	50,500	56,000	9- %	131,213	121,300	8 %
Active Listings	98	95	3 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	101,000	168,000	39- %	3,936,400	4,245,500	7- %
Units Listed	16	16	0 %	177	172	2 %
Units Sold	2	3	33- %	30	35	14- %
Sale Success Ratio	14 %	23 %		16 %	23 %	
% Sales to Listings	12 %	18 %		16 %	20 %	
Avg Price/Unit	50,500	56,000	9- %	131,213	121,300	8 %
Active Listings	98	95	3 %			

IC&I - INDUSTRIAL/COMMERCIAL

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
NEW						
Gross Sales	770,000	980,000	21- %	3,945,888	10,468,964	62- %
Units Listed	2	1	100 %	9	8	12 %
Units Sold	1	2	50- %	9	20	55- %
Sale Success Ratio	100 %	100 %		69 %	166 %	
% Sales to Listings	50 %	200 %		100 %	250 %	
Avg Price/Unit	770,000	490,000	57 %	438,432	523,448	16- %
Active Listings	10	14	28- %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	3,218,500	11,225,600	71- %	52,728,435	51,686,380	2 %
Units Listed	32	26	23 %	310	305	1 %
Units Sold	6	8	25- %	101	106	4- %
Sale Success Ratio	35 %	33 %		35 %	41 %	
% Sales to Listings	18 %	30 %		32 %	34 %	
Avg Price/Unit	536,416	1,403,200	61- %	522,063	487,607	7 %
Active Listings	185	175	5 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	3,988,500	12,205,600	67- %	56,674,323	62,155,344	8- %
Units Listed	34	27	25 %	319	313	1 %
Units Sold	7	10	30- %	110	126	12- %
Sale Success Ratio	38 %	38 %		36 %	47 %	
% Sales to Listings	20 %	37 %		34 %	40 %	
Avg Price/Unit	569,785	1,220,560	53- %	515,221	493,296	4 %
Active Listings	195	189	3 %			

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT NOVEMBER 30, 2011

AREA: Richmond

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	0	0 %	0	0	0 %
Units Listed	0	0	0 %	2	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	1	0	0 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	0	0	0 %	0	0	0 %
Units Listed	0	0	0 %	2	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	1	0	0 %			

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: Richmond

IC&I - LAND & FARMS

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	0	0	0 %	15,277,900	12,156,000	25 %
Units Listed	0	1	100- %	19	30	36- %
Units Sold	0	0	0 %	5	5	0 %
Sale Success Ratio	0 %	0 %		26 %	20 %	
% Sales to Listings	0 %	0 %		26 %	16 %	
Avg Price/Unit	0	0	0 %	3,055,580	2,431,200	25 %
Active Listings	15	16	6- %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	0	0	0 %	15,277,900	12,156,000	25 %
Units Listed	0	1	100- %	19	30	36- %
Units Sold	0	0	0 %	5	5	0 %
Sale Success Ratio	0 %	0 %		26 %	20 %	
% Sales to Listings	0 %	0 %		26 %	16 %	
Avg Price/Unit	0	0	0 %	3,055,580	2,431,200	25 %
Active Listings	15	16	6- %			

ICI SUB-TOTAL

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
NEW						
Gross Sales	770,000	980,000	21- %	3,945,888	10,468,964	62- %
Units Listed	2	1	100 %	9	8	12 %
Units Sold	1	2	50- %	9	20	55- %
Sale Success Ratio	100 %	100 %		69 %	166 %	
% Sales to Listings	50 %	200 %		100 %	250 %	
Avg Price/Unit	770,000	490,000	57 %	438,432	523,448	16- %
Active Listings	10	14	28- %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	3,319,500	11,393,600	70- %	71,942,735	68,087,880	5 %
Units Listed	48	43	11 %	508	508	0 %
Units Sold	8	11	27- %	136	146	6- %
Sale Success Ratio	25 %	28 %		27 %	34 %	
% Sales to Listings	16 %	25 %		26 %	28 %	
Avg Price/Unit	414,937	1,035,781	59- %	528,990	466,355	13 %
Active Listings	299	286	4 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	4,089,500	12,373,600	66- %	75,888,623	78,556,844	3- %
Units Listed	50	44	13 %	517	516	0 %
Units Sold	9	13	30- %	145	166	12- %
Sale Success Ratio	28 %	31 %		29 %	37 %	
% Sales to Listings	18 %	29 %		28 %	32 %	
Avg Price/Unit	454,388	951,815	52- %	523,369	473,234	10 %
Active Listings	309	300	3 %			

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT NOVEMBER 30, 2011

AREA: Richmond

TOTAL

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

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

NEW	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	14,570,400	35,598,000	59- %	310,940,546	338,988,122	8- %
Units Listed	67	71	5- %	801	863	7- %
Units Sold	16	44	63- %	355	464	23- %
Sale Success Ratio	32 %	51 %		48 %	54 %	
% Sales to Listings	23 %	61 %		44 %	53 %	
Avg Price/Unit	910,650	809,045	12 %	875,888	730,577	19 %
Active Listings	241	208	15 %			

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

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

RESALE	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	172,380,471	225,432,890	23- %	2,725,672,737	2,432,320,490	12 %
Units Listed	421	368	14 %	8,262	7,243	14 %
Units Sold	266	362	26- %	3,896	4,131	5- %
Sale Success Ratio	40 %	62 %		52 %	60 %	
% Sales to Listings	63 %	98 %		47 %	57 %	
Avg Price/Unit	648,046	622,742	4 %	699,607	588,797	18 %
Active Listings	2,087	1,449	44 %			

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

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

ALL	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	186,950,871	261,030,890	28- %	3,036,613,283	2,771,308,612	9 %
Units Listed	488	439	11 %	9,063	8,106	11 %
Units Sold	282	406	30- %	4,251	4,595	7- %
Sale Success Ratio	39 %	61 %		52 %	59 %	
% Sales to Listings	57 %	92 %		46 %	56 %	
Avg Price/Unit	662,946	642,933	3 %	714,329	603,113	18 %
Active Listings	2,328	1,657	40 %			