

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT JUNE 30, 2010

AREA: Richmond

DETACHED

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
NEW						
Gross Sales	19,383,000	26,258,000	26- %	109,203,300	90,225,170	21 %
Units Listed	19	28	32- %	155	159	2- %
Units Sold	15	28	46- %	81	90	10- %
Sale Success Ratio	57 %	87 %		60 %	54 %	
% Sales to Listings	78 %	100 %		52 %	56 %	
Avg Price/Unit	1,292,200	937,785	37 %	1,348,188	1,002,501	34 %
Active Listings	61	83	26- %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	112,880,899	129,730,588	12- %	797,457,200	451,467,226	76 %
Units Listed	252	245	2 %	1,756	1,091	60 %
Units Sold	124	176	29- %	881	636	38 %
Sale Success Ratio	53 %	74 %		66 %	51 %	
% Sales to Listings	49 %	71 %		50 %	58 %	
Avg Price/Unit	910,329	737,105	23 %	905,172	709,854	27 %
Active Listings	736	542	35 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	132,263,899	155,988,588	15- %	906,660,500	541,692,396	67 %
Units Listed	271	273	0 %	1,911	1,250	52 %
Units Sold	139	204	31- %	962	726	32 %
Sale Success Ratio	53 %	75 %		66 %	52 %	
% Sales to Listings	51 %	74 %		50 %	58 %	
Avg Price/Unit	951,538	764,649	24 %	942,474	746,132	26 %
Active Listings	797	625	27 %			

ATTACHED

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
NEW						
Gross Sales	9,927,400	12,455,400	20- %	38,433,821	36,823,388	4 %
Units Listed	19	36	47- %	105	144	27- %
Units Sold	18	26	30- %	75	78	3- %
Sale Success Ratio	48 %	76 %		53 %	46 %	
% Sales to Listings	94 %	72 %		71 %	54 %	
Avg Price/Unit	551,522	479,053	15 %	512,450	472,094	8 %
Active Listings	25	74	66- %			

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT JUNE 30, 2010

AREA: Richmond

ATTACHED

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	59,491,191	55,242,109	7 %	295,265,471	205,973,842	43 %
Units Listed	137	150	8- %	990	702	41 %
Units Sold	115	129	10- %	589	485	21 %
Sale Success Ratio	69 %	82 %		75 %	62 %	
% Sales to Listings	83 %	86 %		59 %	69 %	
Avg Price/Unit	517,314	428,233	20 %	501,299	424,688	18 %
Active Listings	332	264	25 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	69,418,591	67,697,509	2 %	333,699,292	242,797,230	37 %
Units Listed	156	186	16- %	1,095	846	29 %
Units Sold	133	155	14- %	664	563	17 %
Sale Success Ratio	65 %	81 %		71 %	59 %	
% Sales to Listings	85 %	83 %		60 %	66 %	
Avg Price/Unit	521,944	436,758	19 %	502,559	431,256	16 %
Active Listings	357	338	5 %			

APARTMENTS

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
NEW						
Gross Sales	6,931,400	8,646,271	19- %	43,523,088	43,836,954	0 %
Units Listed	34	36	5- %	251	176	42 %
Units Sold	16	23	30- %	105	124	15- %
Sale Success Ratio	45 %	71 %		49 %	36 %	
% Sales to Listings	47 %	63 %		41 %	70 %	
Avg Price/Unit	433,212	375,924	15 %	414,505	353,523	17 %
Active Listings	128	113	13 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	56,603,138	61,200,550	7- %	328,550,416	213,666,175	53 %
Units Listed	238	238	0 %	1,771	1,135	56 %
Units Sold	163	202	19- %	948	732	29 %
Sale Success Ratio	60 %	79 %		67 %	58 %	
% Sales to Listings	68 %	84 %		53 %	64 %	
Avg Price/Unit	347,258	302,973	14 %	346,572	291,893	18 %
Active Listings	782	490	59 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	63,534,538	69,846,821	9- %	372,073,504	257,503,129	44 %
Units Listed	272	274	0 %	2,022	1,311	54 %
Units Sold	179	225	20- %	1,053	856	23 %
Sale Success Ratio	58 %	78 %		65 %	53 %	
% Sales to Listings	65 %	82 %		52 %	65 %	
Avg Price/Unit	354,941	310,430	14 %	353,346	300,821	17 %
Active Listings	910	603	50 %			

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT JUNE 30, 2010

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	36,241,800	47,359,671	23- %	191,160,209	170,885,512	11 %
Units Listed	72	100	28- %	511	479	6 %
Units Sold	49	77	36- %	261	292	10- %
Sale Success Ratio	50 %	78 %		54 %	43 %	
% Sales to Listings	68 %	77 %		51 %	60 %	
Avg Price/Unit	739,628	615,060	20 %	732,414	585,224	25 %
Active Listings	214	270	20- %			

RESALE	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	228,975,228	246,173,247	6- %	1,421,273,087	871,107,243	63 %
Units Listed	627	633	0 %	4,517	2,928	54 %
Units Sold	402	507	20- %	2,418	1,853	30 %
Sale Success Ratio	60 %	78 %		69 %	56 %	
% Sales to Listings	64 %	80 %		53 %	63 %	
Avg Price/Unit	569,590	485,548	17 %	587,788	470,106	25 %
Active Listings	1,850	1,296	42 %			

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	265,217,028	293,532,918	9- %	1,612,433,296	1,041,992,755	54 %
Units Listed	699	733	4- %	5,028	3,407	47 %
Units Sold	451	584	22- %	2,679	2,145	24 %
Sale Success Ratio	58 %	78 %		67 %	54 %	
% Sales to Listings	64 %	79 %		53 %	62 %	
Avg Price/Unit	588,064	502,624	16 %	601,878	485,777	23 %
Active Listings	2,064	1,566	31 %			

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, 2010

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 %	2,823,000	675,000	318 %
Units Listed	1	3	66- %	7	8	12- %
Units Sold	0	0	0 %	3	1	200 %
Sale Success Ratio	0 %	0 %		60 %	16 %	
% Sales to Listings	0 %	0 %		42 %	12 %	
Avg Price/Unit	0	0	0 %	941,000	675,000	39 %
Active Listings	4	6	33- %			

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	0	0	0 %	2,823,000	675,000	318 %
Units Listed	1	3	66- %	7	8	12- %
Units Sold	0	0	0 %	3	1	200 %
Sale Success Ratio	0 %	0 %		60 %	16 %	
% Sales to Listings	0 %	0 %		42 %	12 %	
Avg Price/Unit	0	0	0 %	941,000	675,000	39 %
Active Listings	4	6	33- %			

LAND ONLY

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	7,121,000	12,849,999	44- %	15,940,650	23,899,999	33- %
Units Listed	11	4	175 %	48	44	9 %
Units Sold	15	4	275 %	28	22	27 %
Sale Success Ratio	88 %	44 %		53 %	38 %	
% Sales to Listings	136 %	100 %		58 %	50 %	
Avg Price/Unit	474,733	3,212,499	85- %	569,308	1,086,363	47- %
Active Listings	31	39	20- %			

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT JUNE 30, 2010

AREA: Richmond

RES SUB-TOTAL

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
NEW						
Gross Sales	36,241,800	47,359,671	23- %	191,160,209	170,885,512	11 %
Units Listed	72	100	28- %	511	479	6 %
Units Sold	49	77	36- %	261	292	10- %
Sale Success Ratio	50 %	78 %		54 %	43 %	
% Sales to Listings	68 %	77 %		51 %	60 %	
Avg Price/Unit	739,628	615,060	20 %	732,414	585,224	25 %
Active Listings	214	270	20- %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	236,096,228	259,023,246	8- %	1,440,036,737	895,682,242	60 %
Units Listed	639	640	0 %	4,572	2,980	53 %
Units Sold	417	511	18- %	2,449	1,876	30 %
Sale Success Ratio	60 %	78 %		68 %	56 %	
% Sales to Listings	65 %	79 %		53 %	62 %	
Avg Price/Unit	566,178	506,894	11 %	588,010	477,442	23 %
Active Listings	1,885	1,341	40 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	272,338,028	306,382,917	11- %	1,631,196,946	1,066,567,754	52 %
Units Listed	711	740	3- %	5,083	3,459	46 %
Units Sold	466	588	20- %	2,710	2,168	25 %
Sale Success Ratio	59 %	78 %		67 %	54 %	
% Sales to Listings	65 %	79 %		53 %	62 %	
Avg Price/Unit	584,416	521,059	12 %	601,917	491,959	22 %
Active Listings	2,099	1,611	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	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, 2010

AREA: Richmond

IC&I - BUSINESS

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	183,500	259,500	29- %	2,868,500	730,388	292 %
Units Listed	16	18	11- %	105	91	15 %
Units Sold	3	3	0 %	21	10	110 %
Sale Success Ratio	37 %	23 %		29 %	11 %	
% Sales to Listings	18 %	16 %		20 %	10 %	
Avg Price/Unit	61,166	86,500	29- %	136,595	73,038	87 %
Active Listings	102	79	29 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	183,500	259,500	29- %	2,868,500	730,388	292 %
Units Listed	16	18	11- %	105	91	15 %
Units Sold	3	3	0 %	21	10	110 %
Sale Success Ratio	37 %	23 %		29 %	11 %	
% Sales to Listings	18 %	16 %		20 %	10 %	
Avg Price/Unit	61,166	86,500	29- %	136,595	73,038	87 %
Active Listings	102	79	29 %			

IC&I - INDUSTRIAL/COMMERCIAL

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
NEW						
Gross Sales	1,988,500	849,000	134 %	8,599,076	1,685,000	410 %
Units Listed	0	2	100- %	7	13	46- %
Units Sold	4	1	300 %	16	4	300 %
Sale Success Ratio	100 %	50 %		320 %	16 %	
% Sales to Listings	0 %	50 %		228 %	30 %	
Avg Price/Unit	497,125	849,000	41- %	537,442	421,250	27 %
Active Listings	20	23	13- %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	3,888,500	2,061,000	88 %	21,214,500	12,370,380	71 %
Units Listed	36	26	38 %	181	117	54 %
Units Sold	11	7	57 %	54	29	86 %
Sale Success Ratio	55 %	26 %		46 %	18 %	
% Sales to Listings	30 %	26 %		29 %	24 %	
Avg Price/Unit	353,500	294,428	20 %	392,861	426,564	7- %
Active Listings	191	141	35 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	5,877,000	2,910,000	101 %	29,813,576	14,055,380	112 %
Units Listed	36	28	28 %	188	130	44 %
Units Sold	15	8	87 %	70	33	112 %
Sale Success Ratio	62 %	28 %		57 %	17 %	
% Sales to Listings	41 %	28 %		37 %	25 %	
Avg Price/Unit	391,800	363,750	7 %	425,908	425,920	0 %
Active Listings	211	164	28 %			

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT JUNE 30, 2010

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 %	1	1	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	1	1	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 %	1	1	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	1	1	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, 2010

AREA: Richmond

IC&I - LAND & FARMS

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	1,000,000	980,000	2 %	11,156,000	980,000	1,038 %
Units Listed	2	2	0 %	21	11	90 %
Units Sold	1	1	0 %	4	1	300 %
Sale Success Ratio	25 %	33 %		36 %	10 %	
% Sales to Listings	50 %	50 %		19 %	9 %	
Avg Price/Unit	1,000,000	980,000	2 %	2,789,000	980,000	184 %
Active Listings	20	19	5 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	1,000,000	980,000	2 %	11,156,000	980,000	1,038 %
Units Listed	2	2	0 %	21	11	90 %
Units Sold	1	1	0 %	4	1	300 %
Sale Success Ratio	25 %	33 %		36 %	10 %	
% Sales to Listings	50 %	50 %		19 %	9 %	
Avg Price/Unit	1,000,000	980,000	2 %	2,789,000	980,000	184 %
Active Listings	20	19	5 %			

ICI SUB-TOTAL

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
NEW						
Gross Sales	1,988,500	849,000	134 %	8,599,076	1,685,000	410 %
Units Listed	0	2	100- %	7	13	46- %
Units Sold	4	1	300 %	16	4	300 %
Sale Success Ratio	100 %	50 %		320 %	16 %	
% Sales to Listings	0 %	50 %		228 %	30 %	
Avg Price/Unit	497,125	849,000	41- %	537,442	421,250	27 %
Active Listings	20	23	13- %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	5,072,000	3,300,500	53 %	35,239,000	14,080,768	150 %
Units Listed	54	46	17 %	308	220	40 %
Units Sold	15	11	36 %	79	40	97 %
Sale Success Ratio	46 %	26 %		39 %	15 %	
% Sales to Listings	27 %	23 %		25 %	18 %	
Avg Price/Unit	338,133	300,045	12 %	446,063	352,019	26 %
Active Listings	314	240	30 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	7,060,500	4,149,500	70 %	43,838,076	15,765,768	178 %
Units Listed	54	48	12 %	315	233	35 %
Units Sold	19	12	58 %	95	44	115 %
Sale Success Ratio	52 %	27 %		46 %	15 %	
% Sales to Listings	35 %	25 %		30 %	18 %	
Avg Price/Unit	371,605	345,791	7 %	461,453	358,312	28 %
Active Listings	334	263	26 %			

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT JUNE 30, 2010

AREA: Richmond

TOTAL

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
NEW						
Gross Sales	38,230,300	48,208,671	20- %	199,759,285	172,570,512	15 %
Units Listed	72	102	29- %	518	492	5 %
Units Sold	53	78	32- %	277	296	6- %
Sale Success Ratio	51 %	78 %		56 %	42 %	
% Sales to Listings	73 %	76 %		53 %	60 %	
Avg Price/Unit	721,326	618,059	16 %	721,152	583,008	23 %
Active Listings	234	293	20- %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	241,168,228	262,323,746	8- %	1,475,275,737	909,763,010	62 %
Units Listed	693	686	1 %	4,880	3,200	52 %
Units Sold	432	522	17- %	2,528	1,916	31 %
Sale Success Ratio	60 %	74 %		67 %	53 %	
% Sales to Listings	62 %	76 %		51 %	59 %	
Avg Price/Unit	558,259	502,535	11 %	583,574	474,824	22 %
Active Listings	2,199	1,581	39 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	279,398,528	310,532,417	10- %	1,675,035,022	1,082,333,522	54 %
Units Listed	765	788	2- %	5,398	3,692	46 %
Units Sold	485	600	19- %	2,805	2,212	26 %
Sale Success Ratio	59 %	75 %		66 %	51 %	
% Sales to Listings	63 %	76 %		51 %	59 %	
Avg Price/Unit	576,079	517,554	11 %	597,160	489,300	22 %
Active Listings	2,433	1,874	29 %			