

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT SEPTEMBER 30, 2013

AREA: Tsawwassen

DETACHED

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
NEW						
Gross Sales	880,000	0	0 %	3,132,523	0	0 %
Units Listed	0	0	0 %	16	2	700 %
Units Sold	1	0	0 %	4	0	0 %
Sale Success Ratio	50 %	0 %		28 %	0 %	
% Sales to Listings	0 %	0 %		25 %	0 %	
Avg Price/Unit	880,000	0	0 %	783,130	0	0 %
Active Listings	8	1	700 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	12,118,500	12,812,000	5- %	142,285,000	162,314,409	12- %
Units Listed	33	40	17- %	356	396	10- %
Units Sold	14	16	12- %	179	204	12- %
Sale Success Ratio	41 %	50 %		58 %	63 %	
% Sales to Listings	42 %	40 %		50 %	51 %	
Avg Price/Unit	865,607	800,750	8 %	794,888	795,658	0 %
Active Listings	131	143	8- %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	12,998,500	12,812,000	1 %	145,417,523	162,314,409	10- %
Units Listed	33	40	17- %	372	398	6- %
Units Sold	15	16	6- %	183	204	10- %
Sale Success Ratio	41 %	50 %		57 %	62 %	
% Sales to Listings	45 %	40 %		49 %	51 %	
Avg Price/Unit	866,566	800,750	8 %	794,631	795,658	0 %
Active Listings	139	144	3- %			

ATTACHED

	-----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 %			

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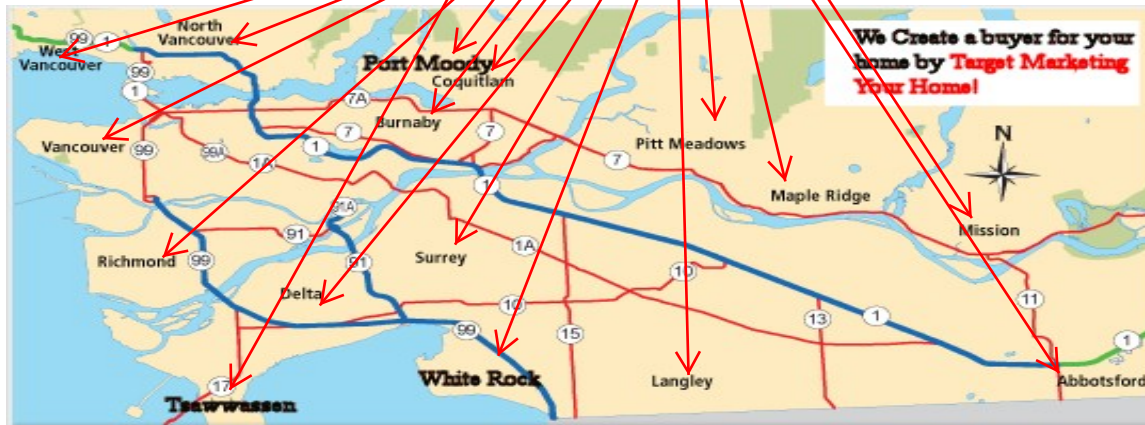
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REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT SEPTEMBER 30, 2013

AREA: Tsawwassen

ATTACHED

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	1,082,000	810,000	33 %	7,145,500	9,335,054	23- %
Units Listed	5	3	66 %	34	31	9 %
Units Sold	2	1	100 %	14	18	22- %
Sale Success Ratio	50 %	25 %		50 %	64 %	
% Sales to Listings	40 %	33 %		41 %	58 %	
Avg Price/Unit	541,000	810,000	33- %	510,392	518,614	1- %
Active Listings	13	10	30 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	1,082,000	810,000	33 %	7,145,500	9,335,054	23- %
Units Listed	5	3	66 %	34	31	9 %
Units Sold	2	1	100 %	14	18	22- %
Sale Success Ratio	50 %	25 %		50 %	64 %	
% Sales to Listings	40 %	33 %		41 %	58 %	
Avg Price/Unit	541,000	810,000	33- %	510,392	518,614	1- %
Active Listings	13	10	30 %			

APARTMENTS

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
NEW						
Gross Sales	0	467,000	100- %	408,000	467,000	12- %
Units Listed	0	0	0 %	13	9	44 %
Units Sold	0	1	100- %	1	1	0 %
Sale Success Ratio	0 %	50 %		14 %	6 %	
% Sales to Listings	0 %	0 %		7 %	11 %	
Avg Price/Unit	0	467,000	100- %	408,000	467,000	12- %
Active Listings	7	0	0 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	2,689,500	1,794,288	49 %	17,828,300	22,242,588	19- %
Units Listed	16	16	0 %	144	137	5 %
Units Sold	8	6	33 %	52	64	18- %
Sale Success Ratio	53 %	37 %		41 %	52 %	
% Sales to Listings	50 %	37 %		36 %	46 %	
Avg Price/Unit	336,187	299,048	12 %	342,851	347,540	1- %
Active Listings	65	52	25 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	2,689,500	2,261,288	18 %	18,236,300	22,709,588	19- %
Units Listed	16	16	0 %	157	146	7 %
Units Sold	8	7	14 %	53	65	18- %
Sale Success Ratio	53 %	38 %		40 %	47 %	
% Sales to Listings	50 %	43 %		33 %	44 %	
Avg Price/Unit	336,187	323,041	4 %	344,081	349,378	1- %
Active Listings	72	52	38 %			

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT SEPTEMBER 30, 2013

AREA: Tsawwassen

DET/ATT/APT SUB-TOTALS

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

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

NEW	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	880,000	467,000	88 %	3,540,523	467,000	658 %
Units Listed	0	0	0 %	29	11	163 %
Units Sold	1	1	0 %	5	1	400 %
Sale Success Ratio	50 %	50 %		23 %	5 %	
% Sales to Listings	0 %	0 %		17 %	9 %	
Avg Price/Unit	880,000	467,000	88 %	708,104	467,000	51 %
Active Listings	15	1	1,400 %			

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

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

RESALE	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	15,890,000	15,416,288	3 %	167,258,800	193,892,051	13- %
Units Listed	54	59	8- %	534	564	5- %
Units Sold	24	23	4 %	245	286	14- %
Sale Success Ratio	45 %	44 %		53 %	60 %	
% Sales to Listings	44 %	38 %		45 %	50 %	
Avg Price/Unit	662,083	670,273	1- %	682,688	677,944	0 %
Active Listings	209	205	1 %			

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

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

ALL	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	16,770,000	15,883,288	5 %	170,799,323	194,359,051	12- %
Units Listed	54	59	8- %	563	575	2- %
Units Sold	25	24	4 %	250	287	12- %
Sale Success Ratio	45 %	44 %		52 %	58 %	
% Sales to Listings	46 %	40 %		44 %	49 %	
Avg Price/Unit	670,800	661,803	1 %	683,197	677,209	0 %
Active Listings	224	206	8 %			

MULTI FAMILY REVENUE

-----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 %			

SALES SUMMARY AS AT SEPTEMBER 30, 2013

AREA: Tsawwassen

MULTI FAMILY REVENUE

	-----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 %	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	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 %	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	0	0 %			

LAND ONLY

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	0	0	0 %	1,185,000	465,000	154 %
Units Listed	3	0	0 %	11	2	450 %
Units Sold	0	0	0 %	2	1	100 %
Sale Success Ratio	0 %	0 %		50 %	25 %	
% Sales to Listings	0 %	0 %		18 %	50 %	
Avg Price/Unit	0	0	0 %	592,500	465,000	27 %
Active Listings	8	1	700 %			

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT SEPTEMBER 30, 2013

AREA: Tsawwassen

RES SUB-TOTAL

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
NEW						
Gross Sales	880,000	467,000	88 %	3,540,523	467,000	658 %
Units Listed	0	0	0 %	29	11	163 %
Units Sold	1	1	0 %	5	1	400 %
Sale Success Ratio	50 %	50 %		23 %	5 %	
% Sales to Listings	0 %	0 %		17 %	9 %	
Avg Price/Unit	880,000	467,000	88 %	708,104	467,000	51 %
Active Listings	15	1	1,400 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	15,890,000	15,416,288	3 %	168,443,800	194,357,051	13- %
Units Listed	57	59	3- %	545	567	3- %
Units Sold	24	23	4 %	247	287	13- %
Sale Success Ratio	44 %	44 %		53 %	60 %	
% Sales to Listings	42 %	38 %		45 %	50 %	
Avg Price/Unit	662,083	670,273	1- %	681,958	677,202	0 %
Active Listings	217	206	5 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	16,770,000	15,883,288	5 %	171,984,323	194,824,051	11- %
Units Listed	57	59	3- %	574	578	0 %
Units Sold	25	24	4 %	252	288	12- %
Sale Success Ratio	44 %	44 %		51 %	58 %	
% Sales to Listings	43 %	40 %		43 %	49 %	
Avg Price/Unit	670,800	661,803	1 %	682,477	676,472	0 %
Active Listings	232	207	12 %			

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 SEPTEMBER 30, 2013

AREA: Tsawwassen

IC&I - BUSINESS

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	0	0	0 %	0	339,000	100- %
Units Listed	0	1	100- %	7	10	30- %
Units Sold	0	0	0 %	0	2	100- %
Sale Success Ratio	0 %	0 %		0 %	28 %	
% Sales to Listings	0 %	0 %		0 %	20 %	
Avg Price/Unit	0	0	0 %	0	169,500	100- %
Active Listings	4	5	20- %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	0	0	0 %	0	339,000	100- %
Units Listed	0	1	100- %	7	10	30- %
Units Sold	0	0	0 %	0	2	100- %
Sale Success Ratio	0 %	0 %		0 %	28 %	
% Sales to Listings	0 %	0 %		0 %	20 %	
Avg Price/Unit	0	0	0 %	0	169,500	100- %
Active Listings	4	5	20- %			

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	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 %	1,500,000	0	0 %
Units Listed	0	0	0 %	1	0	0 %
Units Sold	0	0	0 %	1	0	0 %
Sale Success Ratio	0 %	0 %		50 %	0 %	
% Sales to Listings	0 %	0 %		100 %	0 %	
Avg Price/Unit	0	0	0 %	1,500,000	0	0 %
Active Listings	0	0	0 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	0	0	0 %	1,500,000	0	0 %
Units Listed	0	0	0 %	1	0	0 %
Units Sold	0	0	0 %	1	0	0 %
Sale Success Ratio	0 %	0 %		50 %	0 %	
% Sales to Listings	0 %	0 %		100 %	0 %	
Avg Price/Unit	0	0	0 %	1,500,000	0	0 %
Active Listings	0	0	0 %			

SALES SUMMARY AS AT SEPTEMBER 30, 2013

AREA: Tsawwassen

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 %	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
ALL						
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-----		
	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 SEPTEMBER 30, 2013

AREA: Tsawwassen

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 %	0	0	0 %
Units Listed	0	1	100- %	2	2	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	3	1	200 %			

-----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	1	100- %	2	2	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	3	1	200 %			

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	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 %	1,500,000	339,000	342 %
Units Listed	0	2	100- %	10	12	16- %
Units Sold	0	0	0 %	1	2	50- %
Sale Success Ratio	0 %	0 %		10 %	25 %	
% Sales to Listings	0 %	0 %		10 %	16 %	
Avg Price/Unit	0	0	0 %	1,500,000	169,500	784 %
Active Listings	7	6	16 %			

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

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

ALL	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	0	0	0 %	1,500,000	339,000	342 %
Units Listed	0	2	100- %	10	12	16- %
Units Sold	0	0	0 %	1	2	50- %
Sale Success Ratio	0 %	0 %		10 %	25 %	
% Sales to Listings	0 %	0 %		10 %	16 %	
Avg Price/Unit	0	0	0 %	1,500,000	169,500	784 %
Active Listings	7	6	16 %			

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT SEPTEMBER 30, 2013

AREA: Tsawwassen

TOTAL

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
NEW	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	880,000	467,000	88 %	3,540,523	467,000	658 %
Units Listed	0	0	0 %	29	11	163 %
Units Sold	1	1	0 %	5	1	400 %
Sale Success Ratio	50 %	50 %		23 %	5 %	
% Sales to Listings	0 %	0 %		17 %	9 %	
Avg Price/Unit	880,000	467,000	88 %	708,104	467,000	51 %
Active Listings	15	1	1,400 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
RESALE	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	15,890,000	15,416,288	3 %	169,943,800	194,696,051	12- %
Units Listed	57	61	6- %	555	579	4- %
Units Sold	24	23	4 %	248	289	14- %
Sale Success Ratio	42 %	43 %		52 %	59 %	
% Sales to Listings	42 %	37 %		44 %	49 %	
Avg Price/Unit	662,083	670,273	1- %	685,257	673,688	1 %
Active Listings	224	212	5 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
ALL	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	16,770,000	15,883,288	5 %	173,484,323	195,163,051	11- %
Units Listed	57	61	6- %	584	590	1- %
Units Sold	25	24	4 %	253	290	12- %
Sale Success Ratio	43 %	43 %		51 %	57 %	
% Sales to Listings	43 %	39 %		43 %	49 %	
Avg Price/Unit	670,800	661,803	1 %	685,708	672,976	1 %
Active Listings	239	213	12 %			