

## REAL ESTATE BOARD OF GREATER VANCOUVER

## SALES SUMMARY AS AT AUGUST 31, 2013

## AREA: Vancouver West

## DETACHED

|                     | -----CURRENT MONTH----- |                  |              | -----YEAR TO DATE----- |                    |             |
|---------------------|-------------------------|------------------|--------------|------------------------|--------------------|-------------|
|                     | THIS YEAR               | LAST YEAR        | INCREASE     | THIS YEAR              | LAST YEAR          | INCREASE    |
| <b>NEW</b>          |                         |                  |              |                        |                    |             |
| Gross Sales         | <b>59,473,850</b>       | <b>8,480,000</b> | <b>601 %</b> | <b>213,194,817</b>     | <b>147,791,000</b> | <b>44 %</b> |
| Units Listed        | <b>40</b>               | <b>27</b>        | <b>48 %</b>  | <b>227</b>             | <b>195</b>         | <b>16 %</b> |
| Units Sold          | <b>18</b>               | <b>2</b>         | <b>800 %</b> | <b>71</b>              | <b>45</b>          | <b>57 %</b> |
| Sale Success Ratio  | <b>56 %</b>             | <b>11 %</b>      |              | <b>33 %</b>            | <b>25 %</b>        |             |
| % Sales to Listings | <b>45 %</b>             | <b>7 %</b>       |              | <b>31 %</b>            | <b>23 %</b>        |             |
| Avg Price/Unit      | <b>3,304,102</b>        | <b>4,240,000</b> | <b>22- %</b> | <b>3,002,743</b>       | <b>3,284,244</b>   | <b>8- %</b> |
| Active Listings     | <b>112</b>              | <b>82</b>        | <b>36 %</b>  |                        |                    |             |

|                     | -----CURRENT MONTH----- |                    |              | -----YEAR TO DATE----- |                      |              |
|---------------------|-------------------------|--------------------|--------------|------------------------|----------------------|--------------|
|                     | THIS YEAR               | LAST YEAR          | INCREASE     | THIS YEAR              | LAST YEAR            | INCREASE     |
| <b>RESALE</b>       |                         |                    |              |                        |                      |              |
| Gross Sales         | <b>310,055,272</b>      | <b>206,015,888</b> | <b>50 %</b>  | <b>2,552,891,065</b>   | <b>2,124,327,547</b> | <b>20 %</b>  |
| Units Listed        | <b>189</b>              | <b>194</b>         | <b>2- %</b>  | <b>2,127</b>           | <b>2,598</b>         | <b>18- %</b> |
| Units Sold          | <b>115</b>              | <b>73</b>          | <b>57 %</b>  | <b>1,006</b>           | <b>882</b>           | <b>14 %</b>  |
| Sale Success Ratio  | <b>49 %</b>             | <b>29 %</b>        |              | <b>51 %</b>            | <b>40 %</b>          |              |
| % Sales to Listings | <b>60 %</b>             | <b>37 %</b>        |              | <b>47 %</b>            | <b>33 %</b>          |              |
| Avg Price/Unit      | <b>2,696,132</b>        | <b>2,822,135</b>   | <b>4- %</b>  | <b>2,537,665</b>       | <b>2,408,534</b>     | <b>5 %</b>   |
| Active Listings     | <b>760</b>              | <b>913</b>         | <b>16- %</b> |                        |                      |              |

|                     | -----CURRENT MONTH----- |                    |              | -----YEAR TO DATE----- |                      |              |
|---------------------|-------------------------|--------------------|--------------|------------------------|----------------------|--------------|
|                     | THIS YEAR               | LAST YEAR          | INCREASE     | THIS YEAR              | LAST YEAR            | INCREASE     |
| <b>ALL</b>          |                         |                    |              |                        |                      |              |
| Gross Sales         | <b>369,529,122</b>      | <b>214,495,888</b> | <b>72 %</b>  | <b>2,766,085,882</b>   | <b>2,272,118,547</b> | <b>21 %</b>  |
| Units Listed        | <b>229</b>              | <b>221</b>         | <b>3 %</b>   | <b>2,354</b>           | <b>2,793</b>         | <b>15- %</b> |
| Units Sold          | <b>133</b>              | <b>75</b>          | <b>77 %</b>  | <b>1,077</b>           | <b>927</b>           | <b>16 %</b>  |
| Sale Success Ratio  | <b>50 %</b>             | <b>28 %</b>        |              | <b>49 %</b>            | <b>39 %</b>          |              |
| % Sales to Listings | <b>58 %</b>             | <b>33 %</b>        |              | <b>45 %</b>            | <b>33 %</b>          |              |
| Avg Price/Unit      | <b>2,778,414</b>        | <b>2,859,945</b>   | <b>2- %</b>  | <b>2,568,324</b>       | <b>2,451,044</b>     | <b>4 %</b>   |
| Active Listings     | <b>872</b>              | <b>995</b>         | <b>12- %</b> |                        |                      |              |

## ATTACHED

|                     | -----CURRENT MONTH----- |                  |              | -----YEAR TO DATE----- |                   |             |
|---------------------|-------------------------|------------------|--------------|------------------------|-------------------|-------------|
|                     | THIS YEAR               | LAST YEAR        | INCREASE     | THIS YEAR              | LAST YEAR         | INCREASE    |
| <b>NEW</b>          |                         |                  |              |                        |                   |             |
| Gross Sales         | <b>12,256,590</b>       | <b>3,258,500</b> | <b>276 %</b> | <b>47,246,430</b>      | <b>25,005,800</b> | <b>88 %</b> |
| Units Listed        | <b>17</b>               | <b>11</b>        | <b>54 %</b>  | <b>96</b>              | <b>89</b>         | <b>7 %</b>  |
| Units Sold          | <b>8</b>                | <b>3</b>         | <b>166 %</b> | <b>40</b>              | <b>24</b>         | <b>66 %</b> |
| Sale Success Ratio  | <b>57 %</b>             | <b>75 %</b>      |              | <b>38 %</b>            | <b>26 %</b>       |             |
| % Sales to Listings | <b>47 %</b>             | <b>27 %</b>      |              | <b>41 %</b>            | <b>26 %</b>       |             |
| Avg Price/Unit      | <b>1,532,073</b>        | <b>1,086,166</b> | <b>41 %</b>  | <b>1,181,160</b>       | <b>1,041,908</b>  | <b>13 %</b> |
| Active Listings     | <b>40</b>               | <b>47</b>        | <b>14- %</b> |                        |                   |             |

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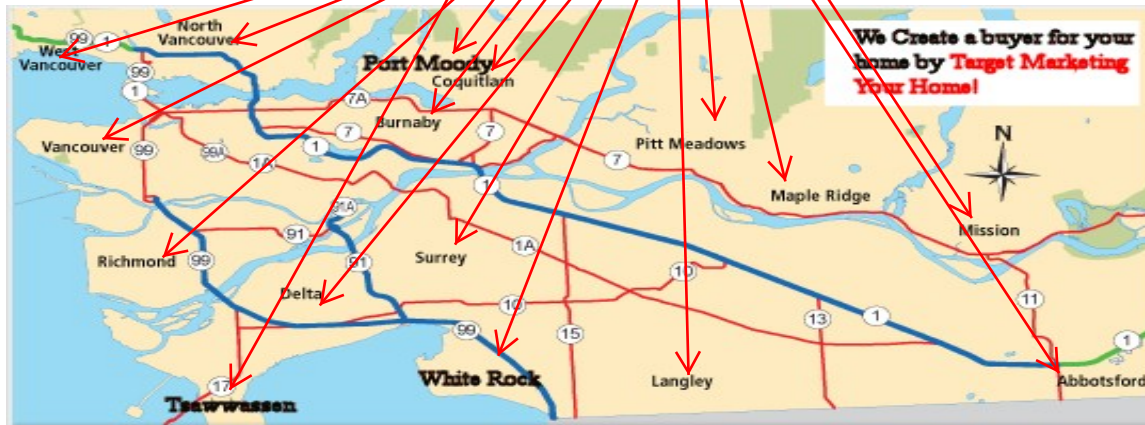
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Community With The Sellers Home!**

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I put your home for sale in  
every community on the lower  
mainland.

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Realtor*

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*Interview Me!  
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Selling your home to Lower Mainland Communities via the internet with eight web sites and key words! **2,000,000 potential buyer hits per year!** List your home with a realtor that understands internet marketing! Direct 604 463 2200! REMAX LifeStyles Realty

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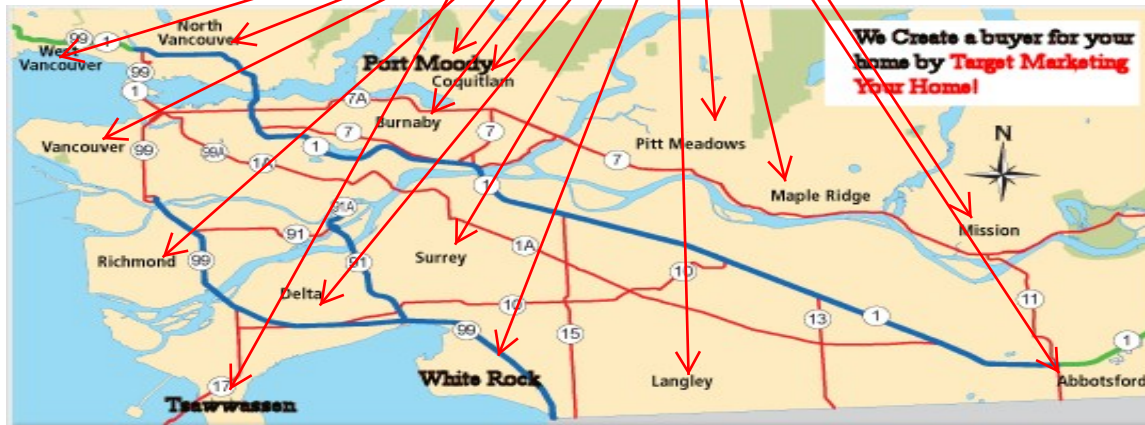
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## SALES SUMMARY AS AT AUGUST 31, 2013

## AREA: Vancouver West

## ATTACHED

|                     | -----CURRENT MONTH----- |                   |              | -----YEAR TO DATE----- |                    |              |
|---------------------|-------------------------|-------------------|--------------|------------------------|--------------------|--------------|
|                     | THIS YEAR               | LAST YEAR         | INCREASE     | THIS YEAR              | LAST YEAR          | INCREASE     |
| <b>RESALE</b>       |                         |                   |              |                        |                    |              |
| Gross Sales         | <b>36,835,529</b>       | <b>36,127,988</b> | <b>1 %</b>   | <b>348,584,577</b>     | <b>341,000,336</b> | <b>2 %</b>   |
| Units Listed        | <b>56</b>               | <b>75</b>         | <b>25- %</b> | <b>750</b>             | <b>892</b>         | <b>15- %</b> |
| Units Sold          | <b>39</b>               | <b>37</b>         | <b>5 %</b>   | <b>384</b>             | <b>358</b>         | <b>7 %</b>   |
| Sale Success Ratio  | <b>44 %</b>             | <b>38 %</b>       |              | <b>54 %</b>            | <b>46 %</b>        |              |
| % Sales to Listings | <b>69 %</b>             | <b>49 %</b>       |              | <b>51 %</b>            | <b>40 %</b>        |              |
| Avg Price/Unit      | <b>944,500</b>          | <b>976,432</b>    | <b>3- %</b>  | <b>907,772</b>         | <b>952,514</b>     | <b>4- %</b>  |
| Active Listings     | <b>230</b>              | <b>279</b>        | <b>17- %</b> |                        |                    |              |

|                     | -----CURRENT MONTH----- |                   |              | -----YEAR TO DATE----- |                    |              |
|---------------------|-------------------------|-------------------|--------------|------------------------|--------------------|--------------|
|                     | THIS YEAR               | LAST YEAR         | INCREASE     | THIS YEAR              | LAST YEAR          | INCREASE     |
| <b>ALL</b>          |                         |                   |              |                        |                    |              |
| Gross Sales         | <b>49,092,119</b>       | <b>39,386,488</b> | <b>24 %</b>  | <b>395,831,007</b>     | <b>366,006,136</b> | <b>8 %</b>   |
| Units Listed        | <b>73</b>               | <b>86</b>         | <b>15- %</b> | <b>846</b>             | <b>981</b>         | <b>13- %</b> |
| Units Sold          | <b>47</b>               | <b>40</b>         | <b>17 %</b>  | <b>424</b>             | <b>382</b>         | <b>10 %</b>  |
| Sale Success Ratio  | <b>46 %</b>             | <b>40 %</b>       |              | <b>52 %</b>            | <b>44 %</b>        |              |
| % Sales to Listings | <b>64 %</b>             | <b>46 %</b>       |              | <b>50 %</b>            | <b>38 %</b>        |              |
| Avg Price/Unit      | <b>1,044,513</b>        | <b>984,662</b>    | <b>6 %</b>   | <b>933,563</b>         | <b>958,131</b>     | <b>2- %</b>  |
| Active Listings     | <b>270</b>              | <b>326</b>        | <b>17- %</b> |                        |                    |              |

## APARTMENTS

|                     | -----CURRENT MONTH----- |                   |              | -----YEAR TO DATE----- |                    |              |
|---------------------|-------------------------|-------------------|--------------|------------------------|--------------------|--------------|
|                     | THIS YEAR               | LAST YEAR         | INCREASE     | THIS YEAR              | LAST YEAR          | INCREASE     |
| <b>NEW</b>          |                         |                   |              |                        |                    |              |
| Gross Sales         | <b>14,893,300</b>       | <b>13,961,000</b> | <b>6 %</b>   | <b>119,506,394</b>     | <b>142,824,071</b> | <b>16- %</b> |
| Units Listed        | <b>80</b>               | <b>43</b>         | <b>86 %</b>  | <b>423</b>             | <b>446</b>         | <b>5- %</b>  |
| Units Sold          | <b>21</b>               | <b>22</b>         | <b>4- %</b>  | <b>157</b>             | <b>187</b>         | <b>16- %</b> |
| Sale Success Ratio  | <b>45 %</b>             | <b>40 %</b>       |              | <b>39 %</b>            | <b>40 %</b>        |              |
| % Sales to Listings | <b>26 %</b>             | <b>51 %</b>       |              | <b>37 %</b>            | <b>41 %</b>        |              |
| Avg Price/Unit      | <b>709,204</b>          | <b>634,590</b>    | <b>11 %</b>  | <b>761,187</b>         | <b>763,765</b>     | <b>0 %</b>   |
| Active Listings     | <b>189</b>              | <b>217</b>        | <b>12- %</b> |                        |                    |              |

|                     | -----CURRENT MONTH----- |                    |              | -----YEAR TO DATE----- |                      |              |
|---------------------|-------------------------|--------------------|--------------|------------------------|----------------------|--------------|
|                     | THIS YEAR               | LAST YEAR          | INCREASE     | THIS YEAR              | LAST YEAR            | INCREASE     |
| <b>RESALE</b>       |                         |                    |              |                        |                      |              |
| Gross Sales         | <b>205,428,162</b>      | <b>142,530,649</b> | <b>44 %</b>  | <b>1,525,207,870</b>   | <b>1,437,965,248</b> | <b>6 %</b>   |
| Units Listed        | <b>476</b>              | <b>474</b>         | <b>0 %</b>   | <b>4,715</b>           | <b>5,635</b>         | <b>16- %</b> |
| Units Sold          | <b>314</b>              | <b>225</b>         | <b>39 %</b>  | <b>2,436</b>           | <b>2,357</b>         | <b>3 %</b>   |
| Sale Success Ratio  | <b>54 %</b>             | <b>35 %</b>        |              | <b>53 %</b>            | <b>48 %</b>          |              |
| % Sales to Listings | <b>65 %</b>             | <b>47 %</b>        |              | <b>51 %</b>            | <b>41 %</b>          |              |
| Avg Price/Unit      | <b>654,229</b>          | <b>633,469</b>     | <b>3 %</b>   | <b>626,111</b>         | <b>610,082</b>       | <b>2 %</b>   |
| Active Listings     | <b>1,514</b>            | <b>1,871</b>       | <b>19- %</b> |                        |                      |              |

|                     | -----CURRENT MONTH----- |                    |              | -----YEAR TO DATE----- |                      |              |
|---------------------|-------------------------|--------------------|--------------|------------------------|----------------------|--------------|
|                     | THIS YEAR               | LAST YEAR          | INCREASE     | THIS YEAR              | LAST YEAR            | INCREASE     |
| <b>ALL</b>          |                         |                    |              |                        |                      |              |
| Gross Sales         | <b>220,321,462</b>      | <b>156,491,649</b> | <b>40 %</b>  | <b>1,644,714,264</b>   | <b>1,580,789,319</b> | <b>4 %</b>   |
| Units Listed        | <b>556</b>              | <b>517</b>         | <b>7 %</b>   | <b>5,138</b>           | <b>6,081</b>         | <b>15- %</b> |
| Units Sold          | <b>335</b>              | <b>247</b>         | <b>35 %</b>  | <b>2,593</b>           | <b>2,544</b>         | <b>1 %</b>   |
| Sale Success Ratio  | <b>53 %</b>             | <b>35 %</b>        |              | <b>52 %</b>            | <b>47 %</b>          |              |
| % Sales to Listings | <b>60 %</b>             | <b>47 %</b>        |              | <b>50 %</b>            | <b>41 %</b>          |              |
| Avg Price/Unit      | <b>657,676</b>          | <b>633,569</b>     | <b>3 %</b>   | <b>634,290</b>         | <b>621,379</b>       | <b>2 %</b>   |
| Active Listings     | <b>1,703</b>            | <b>2,088</b>       | <b>18- %</b> |                        |                      |              |

## REAL ESTATE BOARD OF GREATER VANCOUVER

## SALES SUMMARY AS AT AUGUST 31, 2013

## 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         | <b>86,623,740</b>       | <b>25,699,500</b> | <b>237 %</b> | <b>379,947,641</b>     | <b>315,620,871</b> | <b>20 %</b> |
| Units Listed        | <b>137</b>              | <b>81</b>         | <b>69 %</b>  | <b>746</b>             | <b>730</b>         | <b>2 %</b>  |
| Units Sold          | <b>47</b>               | <b>27</b>         | <b>74 %</b>  | <b>268</b>             | <b>256</b>         | <b>4 %</b>  |
| Sale Success Ratio  | <b>51 %</b>             | <b>35 %</b>       |              | <b>37 %</b>            | <b>35 %</b>        |             |
| % Sales to Listings | <b>34 %</b>             | <b>33 %</b>       |              | <b>35 %</b>            | <b>35 %</b>        |             |
| Avg Price/Unit      | <b>1,843,058</b>        | <b>951,833</b>    | <b>93 %</b>  | <b>1,417,715</b>       | <b>1,232,894</b>   | <b>14 %</b> |
| Active Listings     | <b>341</b>              | <b>346</b>        | <b>1- %</b>  |                        |                    |             |

| RESALE              | -----CURRENT MONTH----- |                    |              | -----YEAR TO DATE----- |                      |              |
|---------------------|-------------------------|--------------------|--------------|------------------------|----------------------|--------------|
|                     | THIS YEAR               | LAST YEAR          | INCREASE     | THIS YEAR              | LAST YEAR            | INCREASE     |
| Gross Sales         | <b>552,318,963</b>      | <b>384,674,525</b> | <b>43 %</b>  | <b>4,426,683,512</b>   | <b>3,903,293,131</b> | <b>13 %</b>  |
| Units Listed        | <b>721</b>              | <b>743</b>         | <b>2- %</b>  | <b>7,592</b>           | <b>9,125</b>         | <b>16- %</b> |
| Units Sold          | <b>468</b>              | <b>335</b>         | <b>39 %</b>  | <b>3,826</b>           | <b>3,597</b>         | <b>6 %</b>   |
| Sale Success Ratio  | <b>52 %</b>             | <b>34 %</b>        |              | <b>52 %</b>            | <b>46 %</b>          |              |
| % Sales to Listings | <b>64 %</b>             | <b>45 %</b>        |              | <b>50 %</b>            | <b>39 %</b>          |              |
| Avg Price/Unit      | <b>1,180,168</b>        | <b>1,148,282</b>   | <b>2 %</b>   | <b>1,157,000</b>       | <b>1,085,152</b>     | <b>6 %</b>   |
| Active Listings     | <b>2,504</b>            | <b>3,063</b>       | <b>18- %</b> |                        |                      |              |

| ALL                 | -----CURRENT MONTH----- |                    |              | -----YEAR TO DATE----- |                      |              |
|---------------------|-------------------------|--------------------|--------------|------------------------|----------------------|--------------|
|                     | THIS YEAR               | LAST YEAR          | INCREASE     | THIS YEAR              | LAST YEAR            | INCREASE     |
| Gross Sales         | <b>638,942,703</b>      | <b>410,374,025</b> | <b>55 %</b>  | <b>4,806,631,153</b>   | <b>4,218,914,002</b> | <b>13 %</b>  |
| Units Listed        | <b>858</b>              | <b>824</b>         | <b>4 %</b>   | <b>8,338</b>           | <b>9,855</b>         | <b>15- %</b> |
| Units Sold          | <b>515</b>              | <b>362</b>         | <b>42 %</b>  | <b>4,094</b>           | <b>3,853</b>         | <b>6 %</b>   |
| Sale Success Ratio  | <b>52 %</b>             | <b>34 %</b>        |              | <b>51 %</b>            | <b>45 %</b>          |              |
| % Sales to Listings | <b>60 %</b>             | <b>43 %</b>        |              | <b>49 %</b>            | <b>39 %</b>          |              |
| Avg Price/Unit      | <b>1,240,665</b>        | <b>1,133,629</b>   | <b>9 %</b>   | <b>1,174,067</b>       | <b>1,094,968</b>     | <b>7 %</b>   |
| Active Listings     | <b>2,845</b>            | <b>3,409</b>       | <b>16- %</b> |                        |                      |              |

## MULTI FAMILY REVENUE

| NEW                 | -----CURRENT MONTH----- |            |            | -----YEAR TO DATE----- |            |            |
|---------------------|-------------------------|------------|------------|------------------------|------------|------------|
|                     | THIS YEAR               | LAST YEAR  | INCREASE   | THIS YEAR              | LAST YEAR  | INCREASE   |
| Gross Sales         | <b>0</b>                | <b>0</b>   | <b>0 %</b> | <b>879,000</b>         | <b>0</b>   | <b>0 %</b> |
| Units Listed        | <b>1</b>                | <b>0</b>   | <b>0 %</b> | <b>2</b>               | <b>0</b>   | <b>0 %</b> |
| Units Sold          | <b>0</b>                | <b>0</b>   | <b>0 %</b> | <b>1</b>               | <b>0</b>   | <b>0 %</b> |
| Sale Success Ratio  | <b>0 %</b>              | <b>0 %</b> |            | <b>33 %</b>            | <b>0 %</b> |            |
| % Sales to Listings | <b>0 %</b>              | <b>0 %</b> |            | <b>50 %</b>            | <b>0 %</b> |            |
| Avg Price/Unit      | <b>0</b>                | <b>0</b>   | <b>0 %</b> | <b>879,000</b>         | <b>0</b>   | <b>0 %</b> |
| Active Listings     | <b>1</b>                | <b>0</b>   | <b>0 %</b> |                        |            |            |

## REAL ESTATE BOARD OF GREATER VANCOUVER

## SALES SUMMARY AS AT AUGUST 31, 2013

## AREA: Vancouver West

## MULTI FAMILY REVENUE

| RESALE              | -----CURRENT MONTH----- |           |          | -----YEAR TO DATE----- |           |          |
|---------------------|-------------------------|-----------|----------|------------------------|-----------|----------|
|                     | THIS YEAR               | LAST YEAR | INCREASE | THIS YEAR              | LAST YEAR | INCREASE |
| Gross Sales         | 0                       | 0         | 0 %      | 3,856,000              | 7,071,000 | 45- %    |
| Units Listed        | 1                       | 2         | 50- %    | 12                     | 22        | 45- %    |
| Units Sold          | 0                       | 0         | 0 %      | 2                      | 4         | 50- %    |
| Sale Success Ratio  | 0 %                     | 0 %       |          | 20 %                   | 20 %      |          |
| % Sales to Listings | 0 %                     | 0 %       |          | 16 %                   | 18 %      |          |
| Avg Price/Unit      | 0                       | 0         | 0 %      | 1,928,000              | 1,767,750 | 9 %      |
| Active Listings     | 6                       | 9         | 33- %    |                        |           |          |

| ALL                 | -----CURRENT MONTH----- |           |          | -----YEAR TO DATE----- |           |          |
|---------------------|-------------------------|-----------|----------|------------------------|-----------|----------|
|                     | THIS YEAR               | LAST YEAR | INCREASE | THIS YEAR              | LAST YEAR | INCREASE |
| Gross Sales         | 0                       | 0         | 0 %      | 4,735,000              | 7,071,000 | 33- %    |
| Units Listed        | 2                       | 2         | 0 %      | 14                     | 22        | 36- %    |
| Units Sold          | 0                       | 0         | 0 %      | 3                      | 4         | 25- %    |
| Sale Success Ratio  | 0 %                     | 0 %       |          | 23 %                   | 20 %      |          |
| % Sales to Listings | 0 %                     | 0 %       |          | 21 %                   | 18 %      |          |
| Avg Price/Unit      | 0                       | 0         | 0 %      | 1,578,333              | 1,767,750 | 10- %    |
| Active Listings     | 7                       | 9         | 22- %    |                        |           |          |

## LAND ONLY

| ALL                 | -----CURRENT MONTH----- |           |          | -----YEAR TO DATE----- |           |          |
|---------------------|-------------------------|-----------|----------|------------------------|-----------|----------|
|                     | THIS YEAR               | LAST YEAR | INCREASE | THIS YEAR              | LAST YEAR | INCREASE |
| Gross Sales         | 6,300,000               | 0         | 0 %      | 8,600,000              | 5,265,000 | 63 %     |
| Units Listed        | 1                       | 6         | 83- %    | 16                     | 19        | 15- %    |
| Units Sold          | 3                       | 0         | 0 %      | 4                      | 3         | 33 %     |
| Sale Success Ratio  | 75 %                    | 0 %       |          | 22 %                   | 17 %      |          |
| % Sales to Listings | 300 %                   | 0 %       |          | 25 %                   | 15 %      |          |
| Avg Price/Unit      | 2,100,000               | 0         | 0 %      | 2,150,000              | 1,755,000 | 22 %     |
| Active Listings     | 10                      | 9         | 11 %     |                        |           |          |

## REAL ESTATE BOARD OF GREATER VANCOUVER

## SALES SUMMARY AS AT AUGUST 31, 2013

## AREA: Vancouver West

## RES SUB-TOTAL

| NEW                 | -----CURRENT MONTH----- |                   |              | -----YEAR TO DATE----- |                    |             |
|---------------------|-------------------------|-------------------|--------------|------------------------|--------------------|-------------|
|                     | THIS YEAR               | LAST YEAR         | INCREASE     | THIS YEAR              | LAST YEAR          | INCREASE    |
| Gross Sales         | <b>86,623,740</b>       | <b>25,699,500</b> | <b>237 %</b> | <b>380,826,641</b>     | <b>315,620,871</b> | <b>20 %</b> |
| Units Listed        | <b>138</b>              | <b>81</b>         | <b>70 %</b>  | <b>748</b>             | <b>730</b>         | <b>2 %</b>  |
| Units Sold          | <b>47</b>               | <b>27</b>         | <b>74 %</b>  | <b>269</b>             | <b>256</b>         | <b>5 %</b>  |
| Sale Success Ratio  | <b>50 %</b>             | <b>35 %</b>       |              | <b>37 %</b>            | <b>35 %</b>        |             |
| % Sales to Listings | <b>34 %</b>             | <b>33 %</b>       |              | <b>35 %</b>            | <b>35 %</b>        |             |
| Avg Price/Unit      | <b>1,843,058</b>        | <b>951,833</b>    | <b>93 %</b>  | <b>1,415,712</b>       | <b>1,232,894</b>   | <b>14 %</b> |
| Active Listings     | <b>342</b>              | <b>346</b>        | <b>1- %</b>  |                        |                    |             |

| RESALE              | -----CURRENT MONTH----- |                    |              | -----YEAR TO DATE----- |                      |              |
|---------------------|-------------------------|--------------------|--------------|------------------------|----------------------|--------------|
|                     | THIS YEAR               | LAST YEAR          | INCREASE     | THIS YEAR              | LAST YEAR            | INCREASE     |
| Gross Sales         | <b>558,618,963</b>      | <b>384,674,525</b> | <b>45 %</b>  | <b>4,439,139,512</b>   | <b>3,915,629,131</b> | <b>13 %</b>  |
| Units Listed        | <b>723</b>              | <b>751</b>         | <b>3- %</b>  | <b>7,620</b>           | <b>9,166</b>         | <b>16- %</b> |
| Units Sold          | <b>471</b>              | <b>335</b>         | <b>40 %</b>  | <b>3,832</b>           | <b>3,604</b>         | <b>6 %</b>   |
| Sale Success Ratio  | <b>52 %</b>             | <b>34 %</b>        |              | <b>52 %</b>            | <b>45 %</b>          |              |
| % Sales to Listings | <b>65 %</b>             | <b>44 %</b>        |              | <b>50 %</b>            | <b>39 %</b>          |              |
| Avg Price/Unit      | <b>1,186,027</b>        | <b>1,148,282</b>   | <b>3 %</b>   | <b>1,158,439</b>       | <b>1,086,467</b>     | <b>6 %</b>   |
| Active Listings     | <b>2,520</b>            | <b>3,081</b>       | <b>18- %</b> |                        |                      |              |

| ALL                 | -----CURRENT MONTH----- |                    |              | -----YEAR TO DATE----- |                      |              |
|---------------------|-------------------------|--------------------|--------------|------------------------|----------------------|--------------|
|                     | THIS YEAR               | LAST YEAR          | INCREASE     | THIS YEAR              | LAST YEAR            | INCREASE     |
| Gross Sales         | <b>645,242,703</b>      | <b>410,374,025</b> | <b>57 %</b>  | <b>4,819,966,153</b>   | <b>4,231,250,002</b> | <b>13 %</b>  |
| Units Listed        | <b>861</b>              | <b>832</b>         | <b>3 %</b>   | <b>8,368</b>           | <b>9,896</b>         | <b>15- %</b> |
| Units Sold          | <b>518</b>              | <b>362</b>         | <b>43 %</b>  | <b>4,101</b>           | <b>3,860</b>         | <b>6 %</b>   |
| Sale Success Ratio  | <b>52 %</b>             | <b>34 %</b>        |              | <b>51 %</b>            | <b>45 %</b>          |              |
| % Sales to Listings | <b>60 %</b>             | <b>43 %</b>        |              | <b>49 %</b>            | <b>39 %</b>          |              |
| Avg Price/Unit      | <b>1,245,642</b>        | <b>1,133,629</b>   | <b>9 %</b>   | <b>1,175,314</b>       | <b>1,096,178</b>     | <b>7 %</b>   |
| Active Listings     | <b>2,862</b>            | <b>3,427</b>       | <b>16- %</b> |                        |                      |              |

## IC&amp;I - BUSINESS

| NEW                 | -----CURRENT MONTH----- |            |            | -----YEAR TO DATE----- |            |            |
|---------------------|-------------------------|------------|------------|------------------------|------------|------------|
|                     | THIS YEAR               | LAST YEAR  | INCREASE   | THIS YEAR              | LAST YEAR  | INCREASE   |
| Gross Sales         | <b>0</b>                | <b>0</b>   | <b>0 %</b> | <b>0</b>               | <b>0</b>   | <b>0 %</b> |
| Units Listed        | <b>0</b>                | <b>0</b>   | <b>0 %</b> | <b>0</b>               | <b>0</b>   | <b>0 %</b> |
| Units Sold          | <b>0</b>                | <b>0</b>   | <b>0 %</b> | <b>0</b>               | <b>0</b>   | <b>0 %</b> |
| Sale Success Ratio  | <b>0 %</b>              | <b>0 %</b> |            | <b>0 %</b>             | <b>0 %</b> |            |
| % Sales to Listings | <b>0 %</b>              | <b>0 %</b> |            | <b>0 %</b>             | <b>0 %</b> |            |
| Avg Price/Unit      | <b>0</b>                | <b>0</b>   | <b>0 %</b> | <b>0</b>               | <b>0</b>   | <b>0 %</b> |
| Active Listings     | <b>0</b>                | <b>0</b>   | <b>0 %</b> |                        |            |            |

## REAL ESTATE BOARD OF GREATER VANCOUVER

## SALES SUMMARY AS AT AUGUST 31, 2013

## AREA: Vancouver West

## IC&amp;I - BUSINESS

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

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

| RESALE              | CURRENT MONTH |           |          | YEAR TO DATE |           |          |
|---------------------|---------------|-----------|----------|--------------|-----------|----------|
|                     | THIS YEAR     | LAST YEAR | INCREASE | THIS YEAR    | LAST YEAR | INCREASE |
| Gross Sales         | 1,689,388     | 996,000-  | 269- %   | 9,980,626    | 6,205,800 | 60 %     |
| Units Listed        | 36            | 33        | 9 %      | 335          | 303       | 10 %     |
| Units Sold          | 10            | 9         | 11 %     | 76           | 61        | 24 %     |
| Sale Success Ratio  | 24 %          | 20 %      |          | 22 %         | 19 %      |          |
| % Sales to Listings | 27 %          | 27 %      |          | 22 %         | 20 %      |          |
| Avg Price/Unit      | 168,938       | 110,666-  | 252- %   | 131,324      | 101,734   | 29 %     |
| Active Listings     | 222           | 201       | 10 %     |              |           |          |

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

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

| ALL                 | CURRENT MONTH |           |          | YEAR TO DATE |           |          |
|---------------------|---------------|-----------|----------|--------------|-----------|----------|
|                     | THIS YEAR     | LAST YEAR | INCREASE | THIS YEAR    | LAST YEAR | INCREASE |
| Gross Sales         | 1,689,388     | 996,000-  | 269- %   | 9,980,626    | 6,205,800 | 60 %     |
| Units Listed        | 36            | 33        | 9 %      | 335          | 303       | 10 %     |
| Units Sold          | 10            | 9         | 11 %     | 76           | 61        | 24 %     |
| Sale Success Ratio  | 24 %          | 20 %      |          | 22 %         | 19 %      |          |
| % Sales to Listings | 27 %          | 27 %      |          | 22 %         | 20 %      |          |
| Avg Price/Unit      | 168,938       | 110,666-  | 252- %   | 131,324      | 101,734   | 29 %     |
| Active Listings     | 222           | 201       | 10 %     |              |           |          |

## IC&amp;I - INDUSTRIAL/COMMERCIAL

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

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

| NEW                 | CURRENT MONTH |           |          | YEAR TO DATE |           |          |
|---------------------|---------------|-----------|----------|--------------|-----------|----------|
|                     | THIS YEAR     | LAST YEAR | INCREASE | THIS YEAR    | LAST YEAR | INCREASE |
| Gross Sales         | 0             | 0         | 0 %      | 350,000      | 0         | 0 %      |
| Units Listed        | 1             | 0         | 0 %      | 5            | 10        | 50- %    |
| Units Sold          | 0             | 0         | 0 %      | 1            | 0         | 0 %      |
| Sale Success Ratio  | 0 %           | 0 %       |          | 25 %         | 0 %       |          |
| % Sales to Listings | 0 %           | 0 %       |          | 20 %         | 0 %       |          |
| Avg Price/Unit      | 0             | 0         | 0 %      | 350,000      | 0         | 0 %      |
| Active Listings     | 4             | 14        | 71- %    |              |           |          |

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

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

| RESALE              | CURRENT MONTH |           |          | YEAR TO DATE |            |          |
|---------------------|---------------|-----------|----------|--------------|------------|----------|
|                     | THIS YEAR     | LAST YEAR | INCREASE | THIS YEAR    | LAST YEAR  | INCREASE |
| Gross Sales         | 5,179,000     | 5,834,000 | 11- %    | 46,061,600   | 36,770,966 | 25 %     |
| Units Listed        | 13            | 13        | 0 %      | 122          | 144        | 15- %    |
| Units Sold          | 3             | 5         | 40- %    | 40           | 46         | 13- %    |
| Sale Success Ratio  | 23 %          | 25 %      |          | 31 %         | 34 %       |          |
| % Sales to Listings | 23 %          | 38 %      |          | 32 %         | 31 %       |          |
| Avg Price/Unit      | 1,726,333     | 1,166,800 | 47 %     | 1,151,540    | 799,368    | 44 %     |
| Active Listings     | 81            | 78        | 3 %      |              |            |          |

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

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

| ALL                 | CURRENT MONTH |           |          | YEAR TO DATE |            |          |
|---------------------|---------------|-----------|----------|--------------|------------|----------|
|                     | THIS YEAR     | LAST YEAR | INCREASE | THIS YEAR    | LAST YEAR  | INCREASE |
| Gross Sales         | 5,179,000     | 5,834,000 | 11- %    | 46,411,600   | 36,770,966 | 26 %     |
| Units Listed        | 14            | 13        | 7 %      | 127          | 154        | 17- %    |
| Units Sold          | 3             | 5         | 40- %    | 41           | 46         | 10- %    |
| Sale Success Ratio  | 20 %          | 25 %      |          | 31 %         | 33 %       |          |
| % Sales to Listings | 21 %          | 38 %      |          | 32 %         | 29 %       |          |
| Avg Price/Unit      | 1,726,333     | 1,166,800 | 47 %     | 1,131,990    | 799,368    | 41 %     |
| Active Listings     | 85            | 92        | 7- %     |              |            |          |



## REAL ESTATE BOARD OF GREATER VANCOUVER

## SALES SUMMARY AS AT AUGUST 31, 2013

## AREA: Vancouver West

## IC&amp;I - MULTI FAMILY

|                     | -----CURRENT MONTH----- |           |          | -----YEAR TO DATE----- |           |          |
|---------------------|-------------------------|-----------|----------|------------------------|-----------|----------|
|                     | THIS YEAR               | LAST YEAR | INCREASE | THIS YEAR              | LAST YEAR | INCREASE |
| <b>NEW</b>          |                         |           |          |                        |           |          |
| 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 |
| <b>RESALE</b>       |                         |           |          |                        |            |          |
| Gross Sales         | 6,260,000               | 4,740,000 | 32 %     | 59,468,000             | 28,330,000 | 109 %    |
| Units Listed        | 1                       | 0         | 0 %      | 31                     | 29         | 6 %      |
| Units Sold          | 2                       | 2         | 0 %      | 17                     | 5          | 240 %    |
| Sale Success Ratio  | 66 %                    | 66 %      |          | 47 %                   | 26 %       |          |
| % Sales to Listings | 200 %                   | 0 %       |          | 54 %                   | 17 %       |          |
| Avg Price/Unit      | 3,130,000               | 2,370,000 | 32 %     | 3,498,117              | 5,666,000  | 38- %    |
| Active Listings     | 15                      | 20        | 25- %    |                        |            |          |

|                     | -----CURRENT MONTH----- |           |          | -----YEAR TO DATE----- |            |          |
|---------------------|-------------------------|-----------|----------|------------------------|------------|----------|
|                     | THIS YEAR               | LAST YEAR | INCREASE | THIS YEAR              | LAST YEAR  | INCREASE |
| <b>ALL</b>          |                         |           |          |                        |            |          |
| Gross Sales         | 6,260,000               | 4,740,000 | 32 %     | 59,468,000             | 28,330,000 | 109 %    |
| Units Listed        | 1                       | 0         | 0 %      | 31                     | 29         | 6 %      |
| Units Sold          | 2                       | 2         | 0 %      | 17                     | 5          | 240 %    |
| Sale Success Ratio  | 66 %                    | 66 %      |          | 47 %                   | 26 %       |          |
| % Sales to Listings | 200 %                   | 0 %       |          | 54 %                   | 17 %       |          |
| Avg Price/Unit      | 3,130,000               | 2,370,000 | 32 %     | 3,498,117              | 5,666,000  | 38- %    |
| Active Listings     | 15                      | 20        | 25- %    |                        |            |          |

## IC&amp;I - LAND &amp; FARMS

|                     | -----CURRENT MONTH----- |           |          | -----YEAR TO DATE----- |           |          |
|---------------------|-------------------------|-----------|----------|------------------------|-----------|----------|
|                     | THIS YEAR               | LAST YEAR | INCREASE | THIS YEAR              | LAST YEAR | INCREASE |
| <b>NEW</b>          |                         |           |          |                        |           |          |
| 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 AUGUST 31, 2013

## AREA: Vancouver West

## IC&amp;I - LAND &amp; FARMS

|                     | -----CURRENT MONTH----- |           |          | -----YEAR TO DATE----- |           |          |
|---------------------|-------------------------|-----------|----------|------------------------|-----------|----------|
|                     | THIS YEAR               | LAST YEAR | INCREASE | THIS YEAR              | LAST YEAR | INCREASE |
| <b>RESALE</b>       |                         |           |          |                        |           |          |
| Gross Sales         | 0                       | 0         | 0 %      | 0                      | 0         | 0 %      |
| Units Listed        | 1                       | 0         | 0 %      | 6                      | 4         | 50 %     |
| 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     | 4                       | 4         | 0 %      |                        |           |          |

|                     | -----CURRENT MONTH----- |           |          | -----YEAR TO DATE----- |           |          |
|---------------------|-------------------------|-----------|----------|------------------------|-----------|----------|
|                     | THIS YEAR               | LAST YEAR | INCREASE | THIS YEAR              | LAST YEAR | INCREASE |
| <b>ALL</b>          |                         |           |          |                        |           |          |
| Gross Sales         | 0                       | 0         | 0 %      | 0                      | 0         | 0 %      |
| Units Listed        | 1                       | 0         | 0 %      | 6                      | 4         | 50 %     |
| 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     | 4                       | 4         | 0 %      |                        |           |          |

## ICI SUB-TOTAL

|                     | -----CURRENT MONTH----- |           |          | -----YEAR TO DATE----- |           |          |
|---------------------|-------------------------|-----------|----------|------------------------|-----------|----------|
|                     | THIS YEAR               | LAST YEAR | INCREASE | THIS YEAR              | LAST YEAR | INCREASE |
| <b>NEW</b>          |                         |           |          |                        |           |          |
| Gross Sales         | 0                       | 0         | 0 %      | 350,000                | 0         | 0 %      |
| Units Listed        | 1                       | 0         | 0 %      | 5                      | 10        | 50- %    |
| Units Sold          | 0                       | 0         | 0 %      | 1                      | 0         | 0 %      |
| Sale Success Ratio  | 0 %                     | 0 %       |          | 25 %                   | 0 %       |          |
| % Sales to Listings | 0 %                     | 0 %       |          | 20 %                   | 0 %       |          |
| Avg Price/Unit      | 0                       | 0         | 0 %      | 350,000                | 0         | 0 %      |
| Active Listings     | 4                       | 14        | 71- %    |                        |           |          |

|                     | -----CURRENT MONTH----- |           |          | -----YEAR TO DATE----- |            |          |
|---------------------|-------------------------|-----------|----------|------------------------|------------|----------|
|                     | THIS YEAR               | LAST YEAR | INCREASE | THIS YEAR              | LAST YEAR  | INCREASE |
| <b>RESALE</b>       |                         |           |          |                        |            |          |
| Gross Sales         | 13,128,388              | 9,578,000 | 37 %     | 115,510,226            | 71,306,766 | 61 %     |
| Units Listed        | 51                      | 46        | 10 %     | 494                    | 480        | 2 %      |
| Units Sold          | 15                      | 16        | 6- %     | 133                    | 112        | 18 %     |
| Sale Success Ratio  | 26 %                    | 23 %      |          | 26 %                   | 23 %       |          |
| % Sales to Listings | 29 %                    | 34 %      |          | 26 %                   | 23 %       |          |
| Avg Price/Unit      | 875,225                 | 598,625   | 46 %     | 868,497                | 636,667    | 36 %     |
| Active Listings     | 322                     | 303       | 6 %      |                        |            |          |

|                     | -----CURRENT MONTH----- |           |          | -----YEAR TO DATE----- |            |          |
|---------------------|-------------------------|-----------|----------|------------------------|------------|----------|
|                     | THIS YEAR               | LAST YEAR | INCREASE | THIS YEAR              | LAST YEAR  | INCREASE |
| <b>ALL</b>          |                         |           |          |                        |            |          |
| Gross Sales         | 13,128,388              | 9,578,000 | 37 %     | 115,860,226            | 71,306,766 | 62 %     |
| Units Listed        | 52                      | 46        | 13 %     | 499                    | 490        | 1 %      |
| Units Sold          | 15                      | 16        | 6- %     | 134                    | 112        | 19 %     |
| Sale Success Ratio  | 25 %                    | 23 %      |          | 26 %                   | 23 %       |          |
| % Sales to Listings | 28 %                    | 34 %      |          | 26 %                   | 22 %       |          |
| Avg Price/Unit      | 875,225                 | 598,625   | 46 %     | 864,628                | 636,667    | 35 %     |
| Active Listings     | 326                     | 317       | 2 %      |                        |            |          |

## REAL ESTATE BOARD OF GREATER VANCOUVER

## SALES SUMMARY AS AT AUGUST 31, 2013

## AREA: Vancouver West

## TOTAL

|                     | -----CURRENT MONTH----- |                   |              | -----YEAR TO DATE----- |                    |             |
|---------------------|-------------------------|-------------------|--------------|------------------------|--------------------|-------------|
| <b>NEW</b>          | THIS YEAR               | LAST YEAR         | INCREASE     | THIS YEAR              | LAST YEAR          | INCREASE    |
| Gross Sales         | <b>86,623,740</b>       | <b>25,699,500</b> | <b>237 %</b> | <b>381,176,641</b>     | <b>315,620,871</b> | <b>20 %</b> |
| Units Listed        | <b>139</b>              | <b>81</b>         | <b>71 %</b>  | <b>753</b>             | <b>740</b>         | <b>1 %</b>  |
| Units Sold          | <b>47</b>               | <b>27</b>         | <b>74 %</b>  | <b>270</b>             | <b>256</b>         | <b>5 %</b>  |
| Sale Success Ratio  | <b>49 %</b>             | <b>35 %</b>       |              | <b>37 %</b>            | <b>34 %</b>        |             |
| % Sales to Listings | <b>33 %</b>             | <b>33 %</b>       |              | <b>35 %</b>            | <b>34 %</b>        |             |
| Avg Price/Unit      | <b>1,843,058</b>        | <b>951,833</b>    | <b>93 %</b>  | <b>1,411,765</b>       | <b>1,232,894</b>   | <b>14 %</b> |
| Active Listings     | <b>346</b>              | <b>360</b>        | <b>3- %</b>  |                        |                    |             |

|                     | -----CURRENT MONTH----- |                    |              | -----YEAR TO DATE----- |                      |              |
|---------------------|-------------------------|--------------------|--------------|------------------------|----------------------|--------------|
| <b>RESALE</b>       | THIS YEAR               | LAST YEAR          | INCREASE     | THIS YEAR              | LAST YEAR            | INCREASE     |
| Gross Sales         | <b>571,747,351</b>      | <b>394,252,525</b> | <b>45 %</b>  | <b>4,554,649,738</b>   | <b>3,986,935,897</b> | <b>14 %</b>  |
| Units Listed        | <b>774</b>              | <b>797</b>         | <b>2- %</b>  | <b>8,114</b>           | <b>9,646</b>         | <b>15- %</b> |
| Units Sold          | <b>486</b>              | <b>351</b>         | <b>38 %</b>  | <b>3,965</b>           | <b>3,716</b>         | <b>6 %</b>   |
| Sale Success Ratio  | <b>50 %</b>             | <b>33 %</b>        |              | <b>51 %</b>            | <b>44 %</b>          |              |
| % Sales to Listings | <b>62 %</b>             | <b>44 %</b>        |              | <b>48 %</b>            | <b>38 %</b>          |              |
| Avg Price/Unit      | <b>1,176,434</b>        | <b>1,123,226</b>   | <b>4 %</b>   | <b>1,148,713</b>       | <b>1,072,910</b>     | <b>7 %</b>   |
| Active Listings     | <b>2,842</b>            | <b>3,384</b>       | <b>16- %</b> |                        |                      |              |

|                     | -----CURRENT MONTH----- |                    |              | -----YEAR TO DATE----- |                      |              |
|---------------------|-------------------------|--------------------|--------------|------------------------|----------------------|--------------|
| <b>ALL</b>          | THIS YEAR               | LAST YEAR          | INCREASE     | THIS YEAR              | LAST YEAR            | INCREASE     |
| Gross Sales         | <b>658,371,091</b>      | <b>419,952,025</b> | <b>56 %</b>  | <b>4,935,826,379</b>   | <b>4,302,556,768</b> | <b>14 %</b>  |
| Units Listed        | <b>913</b>              | <b>878</b>         | <b>3 %</b>   | <b>8,867</b>           | <b>10,386</b>        | <b>14- %</b> |
| Units Sold          | <b>533</b>              | <b>378</b>         | <b>41 %</b>  | <b>4,235</b>           | <b>3,972</b>         | <b>6 %</b>   |
| Sale Success Ratio  | <b>50 %</b>             | <b>33 %</b>        |              | <b>49 %</b>            | <b>43 %</b>          |              |
| % Sales to Listings | <b>58 %</b>             | <b>43 %</b>        |              | <b>47 %</b>            | <b>38 %</b>          |              |
| Avg Price/Unit      | <b>1,235,217</b>        | <b>1,110,984</b>   | <b>11 %</b>  | <b>1,165,484</b>       | <b>1,083,221</b>     | <b>7 %</b>   |
| Active Listings     | <b>3,188</b>            | <b>3,744</b>       | <b>14- %</b> |                        |                      |              |