

## REAL ESTATE BOARD OF GREATER VANCOUVER

## SALES SUMMARY AS AT MARCH 31, 2012

AREA: Ladner

## DETACHED

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>NEW</b>						
Gross Sales	<b>2,518,500</b>	<b>5,843,800</b>	<b>56- %</b>	<b>4,319,000</b>	<b>9,736,800</b>	<b>55- %</b>
Units Listed	<b>2</b>	<b>5</b>	<b>60- %</b>	<b>7</b>	<b>10</b>	<b>30- %</b>
Units Sold	<b>3</b>	<b>7</b>	<b>57- %</b>	<b>5</b>	<b>13</b>	<b>61- %</b>
Sale Success Ratio	<b>75 %</b>	<b>77 %</b>		<b>55 %</b>	<b>65 %</b>	
% Sales to Listings	<b>150 %</b>	<b>140 %</b>		<b>71 %</b>	<b>130 %</b>	
Avg Price/Unit	<b>839,500</b>	<b>834,828</b>	<b>0 %</b>	<b>863,800</b>	<b>748,984</b>	<b>15 %</b>
Active Listings	<b>2</b>	<b>8</b>	<b>75- %</b>			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>RESALE</b>						
Gross Sales	<b>15,038,550</b>	<b>22,289,300</b>	<b>32- %</b>	<b>29,584,950</b>	<b>48,110,200</b>	<b>38- %</b>
Units Listed	<b>38</b>	<b>53</b>	<b>28- %</b>	<b>90</b>	<b>111</b>	<b>18- %</b>
Units Sold	<b>21</b>	<b>34</b>	<b>38- %</b>	<b>43</b>	<b>72</b>	<b>40- %</b>
Sale Success Ratio	<b>77 %</b>	<b>85 %</b>		<b>72 %</b>	<b>72 %</b>	
% Sales to Listings	<b>55 %</b>	<b>64 %</b>		<b>47 %</b>	<b>64 %</b>	
Avg Price/Unit	<b>716,121</b>	<b>655,567</b>	<b>9 %</b>	<b>688,022</b>	<b>668,197</b>	<b>2 %</b>
Active Listings	<b>74</b>	<b>72</b>	<b>2 %</b>			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>ALL</b>						
Gross Sales	<b>17,557,050</b>	<b>28,133,100</b>	<b>37- %</b>	<b>33,903,950</b>	<b>57,847,000</b>	<b>41- %</b>
Units Listed	<b>40</b>	<b>58</b>	<b>31- %</b>	<b>97</b>	<b>121</b>	<b>19- %</b>
Units Sold	<b>24</b>	<b>41</b>	<b>41- %</b>	<b>48</b>	<b>85</b>	<b>43- %</b>
Sale Success Ratio	<b>77 %</b>	<b>83 %</b>		<b>70 %</b>	<b>70 %</b>	
% Sales to Listings	<b>60 %</b>	<b>70 %</b>		<b>49 %</b>	<b>70 %</b>	
Avg Price/Unit	<b>731,543</b>	<b>686,173</b>	<b>6 %</b>	<b>706,332</b>	<b>680,552</b>	<b>3 %</b>
Active Listings	<b>76</b>	<b>80</b>	<b>5- %</b>			

## ATTACHED

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>NEW</b>						
Gross Sales	<b>278,900</b>	<b>1,559,700</b>	<b>82- %</b>	<b>278,900</b>	<b>2,079,600</b>	<b>86- %</b>
Units Listed	<b>0</b>	<b>0</b>	<b>0 %</b>	<b>3</b>	<b>0</b>	<b>0 %</b>
Units Sold	<b>1</b>	<b>3</b>	<b>66- %</b>	<b>1</b>	<b>4</b>	<b>75- %</b>
Sale Success Ratio	<b>100 %</b>	<b>100 %</b>		<b>100 %</b>	<b>100 %</b>	
% Sales to Listings	<b>0 %</b>	<b>0 %</b>		<b>33 %</b>	<b>0 %</b>	
Avg Price/Unit	<b>278,900</b>	<b>519,900</b>	<b>46- %</b>	<b>278,900</b>	<b>519,900</b>	<b>46- %</b>
Active Listings	<b>2</b>	<b>2</b>	<b>0 %</b>			

**Putting Your Home Up For Sale With The Wrong Agent, Will Cost You Money!**



**Most Agents Attract Buyers With:**

Print media, Vancouver and area MLS , Canada mls, Company web site and Personal web site.

**I offer additional marketing to attract more buyers and a higher price.**

RE/MAX Brand TV Advertising which attracts quality buyers and sellers!

With the internet I target market every community with key words, so that one of my seven web sites come up in every community.

An additional 2,000,000 + potential buyer hits.

Do you want to attract more buyers and a higher sale price?

Call Me!!! [604 463 2200](tel:6044632200)

**A Sure Sale!**



Jim Williams  
RE/MAX LifeStyles  
Realty  
Direct 604 463 2200

**Every home I list and sell, I make a donation to the Children's Hospital.**

## REAL ESTATE BOARD OF GREATER VANCOUVER

## SALES SUMMARY AS AT MARCH 31, 2012

AREA: Ladner

## ATTACHED

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>RESALE</b>						
Gross Sales	<b>768,000</b>	<b>2,416,800</b>	<b>68- %</b>	<b>5,652,500</b>	<b>5,252,800</b>	<b>7 %</b>
Units Listed	<b>5</b>	<b>14</b>	<b>64- %</b>	<b>17</b>	<b>29</b>	<b>41- %</b>
Units Sold	<b>2</b>	<b>5</b>	<b>60- %</b>	<b>12</b>	<b>12</b>	<b>0 %</b>
Sale Success Ratio	<b>100 %</b>	<b>83 %</b>		<b>80 %</b>	<b>75 %</b>	
% Sales to Listings	<b>40 %</b>	<b>35 %</b>		<b>70 %</b>	<b>41 %</b>	
Avg Price/Unit	<b>384,000</b>	<b>483,360</b>	<b>20- %</b>	<b>471,041</b>	<b>437,733</b>	<b>7 %</b>
Active Listings	<b>14</b>	<b>22</b>	<b>36- %</b>			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>ALL</b>						
Gross Sales	<b>1,046,900</b>	<b>3,976,500</b>	<b>73- %</b>	<b>5,931,400</b>	<b>7,332,400</b>	<b>19- %</b>
Units Listed	<b>5</b>	<b>14</b>	<b>64- %</b>	<b>20</b>	<b>29</b>	<b>31- %</b>
Units Sold	<b>3</b>	<b>8</b>	<b>62- %</b>	<b>13</b>	<b>16</b>	<b>18- %</b>
Sale Success Ratio	<b>100 %</b>	<b>88 %</b>		<b>81 %</b>	<b>80 %</b>	
% Sales to Listings	<b>60 %</b>	<b>57 %</b>		<b>65 %</b>	<b>55 %</b>	
Avg Price/Unit	<b>348,966</b>	<b>497,062</b>	<b>29- %</b>	<b>456,261</b>	<b>458,275</b>	<b>0 %</b>
Active Listings	<b>16</b>	<b>24</b>	<b>33- %</b>			

## APARTMENTS

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>NEW</b>						
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>			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>RESALE</b>						
Gross Sales	<b>838,500</b>	<b>2,536,500</b>	<b>66- %</b>	<b>1,760,500</b>	<b>3,709,000</b>	<b>52- %</b>
Units Listed	<b>10</b>	<b>11</b>	<b>9- %</b>	<b>25</b>	<b>24</b>	<b>4 %</b>
Units Sold	<b>2</b>	<b>8</b>	<b>75- %</b>	<b>5</b>	<b>12</b>	<b>58- %</b>
Sale Success Ratio	<b>50 %</b>	<b>80 %</b>		<b>33 %</b>	<b>66 %</b>	
% Sales to Listings	<b>20 %</b>	<b>72 %</b>		<b>20 %</b>	<b>50 %</b>	
Avg Price/Unit	<b>419,250</b>	<b>317,062</b>	<b>32 %</b>	<b>352,100</b>	<b>309,083</b>	<b>13 %</b>
Active Listings	<b>27</b>	<b>18</b>	<b>50 %</b>			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>ALL</b>						
Gross Sales	<b>838,500</b>	<b>2,536,500</b>	<b>66- %</b>	<b>1,760,500</b>	<b>3,709,000</b>	<b>52- %</b>
Units Listed	<b>10</b>	<b>11</b>	<b>9- %</b>	<b>25</b>	<b>24</b>	<b>4 %</b>
Units Sold	<b>2</b>	<b>8</b>	<b>75- %</b>	<b>5</b>	<b>12</b>	<b>58- %</b>
Sale Success Ratio	<b>50 %</b>	<b>80 %</b>		<b>33 %</b>	<b>66 %</b>	
% Sales to Listings	<b>20 %</b>	<b>72 %</b>		<b>20 %</b>	<b>50 %</b>	
Avg Price/Unit	<b>419,250</b>	<b>317,062</b>	<b>32 %</b>	<b>352,100</b>	<b>309,083</b>	<b>13 %</b>
Active Listings	<b>27</b>	<b>18</b>	<b>50 %</b>			

## REAL ESTATE BOARD OF GREATER VANCOUVER

## SALES SUMMARY AS AT MARCH 31, 2012

AREA: Ladner

## DET/ATT/APT SUB-TOTALS

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>NEW</b>						
Gross Sales	<b>2,797,400</b>	<b>7,403,500</b>	<b>62- %</b>	<b>4,597,900</b>	<b>11,816,400</b>	<b>61- %</b>
Units Listed	<b>2</b>	<b>5</b>	<b>60- %</b>	<b>10</b>	<b>10</b>	<b>0 %</b>
Units Sold	<b>4</b>	<b>10</b>	<b>60- %</b>	<b>6</b>	<b>17</b>	<b>64- %</b>
Sale Success Ratio	<b>80 %</b>	<b>83 %</b>		<b>60 %</b>	<b>70 %</b>	
% Sales to Listings	<b>200 %</b>	<b>200 %</b>		<b>60 %</b>	<b>170 %</b>	
Avg Price/Unit	<b>699,350</b>	<b>740,350</b>	<b>5- %</b>	<b>766,316</b>	<b>695,082</b>	<b>10 %</b>
Active Listings	<b>4</b>	<b>10</b>	<b>60- %</b>			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>RESALE</b>						
Gross Sales	<b>16,645,050</b>	<b>27,242,600</b>	<b>38- %</b>	<b>36,997,950</b>	<b>57,072,000</b>	<b>35- %</b>
Units Listed	<b>53</b>	<b>78</b>	<b>32- %</b>	<b>132</b>	<b>164</b>	<b>19- %</b>
Units Sold	<b>25</b>	<b>47</b>	<b>46- %</b>	<b>60</b>	<b>96</b>	<b>37- %</b>
Sale Success Ratio	<b>75 %</b>	<b>83 %</b>		<b>67 %</b>	<b>71 %</b>	
% Sales to Listings	<b>47 %</b>	<b>60 %</b>		<b>45 %</b>	<b>58 %</b>	
Avg Price/Unit	<b>665,802</b>	<b>579,629</b>	<b>14 %</b>	<b>616,632</b>	<b>594,500</b>	<b>3 %</b>
Active Listings	<b>115</b>	<b>112</b>	<b>2 %</b>			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>ALL</b>						
Gross Sales	<b>19,442,450</b>	<b>34,646,100</b>	<b>43- %</b>	<b>41,595,850</b>	<b>68,888,400</b>	<b>39- %</b>
Units Listed	<b>55</b>	<b>83</b>	<b>33- %</b>	<b>142</b>	<b>174</b>	<b>18- %</b>
Units Sold	<b>29</b>	<b>57</b>	<b>49- %</b>	<b>66</b>	<b>113</b>	<b>41- %</b>
Sale Success Ratio	<b>76 %</b>	<b>83 %</b>		<b>66 %</b>	<b>71 %</b>	
% Sales to Listings	<b>52 %</b>	<b>68 %</b>		<b>46 %</b>	<b>64 %</b>	
Avg Price/Unit	<b>670,429</b>	<b>607,826</b>	<b>10 %</b>	<b>630,240</b>	<b>609,631</b>	<b>3 %</b>
Active Listings	<b>119</b>	<b>122</b>	<b>2- %</b>			

## MULTI FAMILY REVENUE

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>NEW</b>						
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>			

## SALES SUMMARY AS AT MARCH 31, 2012

AREA: Ladner

## MULTI FAMILY REVENUE

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>RESALE</b>						
Gross Sales	0	0	0 %	675,000	0	0 %
Units Listed	0	0	0 %	0	0	0 %
Units Sold	0	0	0 %	1	0	0 %
Sale Success Ratio	0 %	0 %		100 %	0 %	
% Sales to Listings	0 %	0 %		0 %	0 %	
Avg Price/Unit	0	0	0 %	675,000	0	0 %
Active Listings	0	0	0 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>ALL</b>						
Gross Sales	0	0	0 %	675,000	0	0 %
Units Listed	0	0	0 %	0	0	0 %
Units Sold	0	0	0 %	1	0	0 %
Sale Success Ratio	0 %	0 %		100 %	0 %	
% Sales to Listings	0 %	0 %		0 %	0 %	
Avg Price/Unit	0	0	0 %	675,000	0	0 %
Active Listings	0	0	0 %			

## LAND ONLY

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>ALL</b>						
Gross Sales	0	0	0 %	867,000	380,000	128 %
Units Listed	0	0	0 %	2	2	0 %
Units Sold	0	0	0 %	2	1	100 %
Sale Success Ratio	0 %	0 %		40 %	16 %	
% Sales to Listings	0 %	0 %		100 %	50 %	
Avg Price/Unit	0	0	0 %	433,500	380,000	14 %
Active Listings	2	1	100 %			

## REAL ESTATE BOARD OF GREATER VANCOUVER

## SALES SUMMARY AS AT MARCH 31, 2012

AREA: Ladner

## RES SUB-TOTAL

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>NEW</b>						
Gross Sales	<b>2,797,400</b>	<b>7,403,500</b>	<b>62- %</b>	<b>4,597,900</b>	<b>11,816,400</b>	<b>61- %</b>
Units Listed	<b>2</b>	<b>5</b>	<b>60- %</b>	<b>10</b>	<b>10</b>	<b>0 %</b>
Units Sold	<b>4</b>	<b>10</b>	<b>60- %</b>	<b>6</b>	<b>17</b>	<b>64- %</b>
Sale Success Ratio	<b>80 %</b>	<b>83 %</b>		<b>60 %</b>	<b>70 %</b>	
% Sales to Listings	<b>200 %</b>	<b>200 %</b>		<b>60 %</b>	<b>170 %</b>	
Avg Price/Unit	<b>699,350</b>	<b>740,350</b>	<b>5- %</b>	<b>766,316</b>	<b>695,082</b>	<b>10 %</b>
Active Listings	<b>4</b>	<b>10</b>	<b>60- %</b>			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>RESALE</b>						
Gross Sales	<b>16,645,050</b>	<b>27,242,600</b>	<b>38- %</b>	<b>38,539,950</b>	<b>57,452,000</b>	<b>32- %</b>
Units Listed	<b>53</b>	<b>78</b>	<b>32- %</b>	<b>134</b>	<b>166</b>	<b>19- %</b>
Units Sold	<b>25</b>	<b>47</b>	<b>46- %</b>	<b>63</b>	<b>97</b>	<b>35- %</b>
Sale Success Ratio	<b>73 %</b>	<b>83 %</b>		<b>66 %</b>	<b>69 %</b>	
% Sales to Listings	<b>47 %</b>	<b>60 %</b>		<b>47 %</b>	<b>58 %</b>	
Avg Price/Unit	<b>665,802</b>	<b>579,629</b>	<b>14 %</b>	<b>611,745</b>	<b>592,288</b>	<b>3 %</b>
Active Listings	<b>117</b>	<b>113</b>	<b>3 %</b>			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>ALL</b>						
Gross Sales	<b>19,442,450</b>	<b>34,646,100</b>	<b>43- %</b>	<b>43,137,850</b>	<b>69,268,400</b>	<b>37- %</b>
Units Listed	<b>55</b>	<b>83</b>	<b>33- %</b>	<b>144</b>	<b>176</b>	<b>18- %</b>
Units Sold	<b>29</b>	<b>57</b>	<b>49- %</b>	<b>69</b>	<b>114</b>	<b>39- %</b>
Sale Success Ratio	<b>74 %</b>	<b>83 %</b>		<b>65 %</b>	<b>69 %</b>	
% Sales to Listings	<b>52 %</b>	<b>68 %</b>		<b>47 %</b>	<b>64 %</b>	
Avg Price/Unit	<b>670,429</b>	<b>607,826</b>	<b>10 %</b>	<b>625,186</b>	<b>607,617</b>	<b>2 %</b>
Active Listings	<b>121</b>	<b>123</b>	<b>1- %</b>			

## IC&amp;I - BUSINESS

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>NEW</b>						
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 MARCH 31, 2012

AREA: Ladner

## IC&amp;I - BUSINESS

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>RESALE</b>						
Gross Sales	0	345,000	100- %	1,050,000	345,000	204 %
Units Listed	1	1	0 %	2	4	50- %
Units Sold	0	1	100- %	1	1	0 %
Sale Success Ratio	0 %	50 %		50 %	33 %	
% Sales to Listings	0 %	100 %		50 %	25 %	
Avg Price/Unit	0	345,000	100- %	1,050,000	345,000	204 %
Active Listings	3	6	50- %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>ALL</b>						
Gross Sales	0	345,000	100- %	1,050,000	345,000	204 %
Units Listed	1	1	0 %	2	4	50- %
Units Sold	0	1	100- %	1	1	0 %
Sale Success Ratio	0 %	50 %		50 %	33 %	
% Sales to Listings	0 %	100 %		50 %	25 %	
Avg Price/Unit	0	345,000	100- %	1,050,000	345,000	204 %
Active Listings	3	6	50- %			

## IC&amp;I - INDUSTRIAL/COMMERCIAL

	-----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	1,340,000	0	0 %	1,634,999	0	0 %
Units Listed	1	1	0 %	4	5	20- %
Units Sold	1	0	0 %	2	0	0 %
Sale Success Ratio	50 %	0 %		66 %	0 %	
% Sales to Listings	100 %	0 %		50 %	0 %	
Avg Price/Unit	1,340,000	0	0 %	817,499	0	0 %
Active Listings	8	11	27- %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>ALL</b>						
Gross Sales	1,340,000	0	0 %	1,634,999	0	0 %
Units Listed	1	1	0 %	4	5	20- %
Units Sold	1	0	0 %	2	0	0 %
Sale Success Ratio	50 %	0 %		66 %	0 %	
% Sales to Listings	100 %	0 %		50 %	0 %	
Avg Price/Unit	1,340,000	0	0 %	817,499	0	0 %
Active Listings	8	11	27- %			

## REAL ESTATE BOARD OF GREATER VANCOUVER

## SALES SUMMARY AS AT MARCH 31, 2012

AREA: Ladner

## IC&amp;I - MULTI FAMILY

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
<b>NEW</b>	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-----		
<b>RESALE</b>	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-----		
<b>ALL</b>	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 %			

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

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
<b>NEW</b>	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 MARCH 31, 2012

AREA: Ladner

## 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	<b>5,650,000</b>	<b>0</b>	<b>0 %</b>	<b>5,650,000</b>	<b>0</b>	<b>0 %</b>
Units Listed	<b>2</b>	<b>3</b>	<b>33- %</b>	<b>4</b>	<b>7</b>	<b>42- %</b>
Units Sold	<b>2</b>	<b>0</b>	<b>0 %</b>	<b>2</b>	<b>0</b>	<b>0 %</b>
Sale Success Ratio	<b>66 %</b>	<b>0 %</b>		<b>40 %</b>	<b>0 %</b>	
% Sales to Listings	<b>100 %</b>	<b>0 %</b>		<b>50 %</b>	<b>0 %</b>	
Avg Price/Unit	<b>2,825,000</b>	<b>0</b>	<b>0 %</b>	<b>2,825,000</b>	<b>0</b>	<b>0 %</b>
Active Listings	<b>13</b>	<b>13</b>	<b>0 %</b>			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>ALL</b>						
Gross Sales	<b>5,650,000</b>	<b>0</b>	<b>0 %</b>	<b>5,650,000</b>	<b>0</b>	<b>0 %</b>
Units Listed	<b>2</b>	<b>3</b>	<b>33- %</b>	<b>4</b>	<b>7</b>	<b>42- %</b>
Units Sold	<b>2</b>	<b>0</b>	<b>0 %</b>	<b>2</b>	<b>0</b>	<b>0 %</b>
Sale Success Ratio	<b>66 %</b>	<b>0 %</b>		<b>40 %</b>	<b>0 %</b>	
% Sales to Listings	<b>100 %</b>	<b>0 %</b>		<b>50 %</b>	<b>0 %</b>	
Avg Price/Unit	<b>2,825,000</b>	<b>0</b>	<b>0 %</b>	<b>2,825,000</b>	<b>0</b>	<b>0 %</b>
Active Listings	<b>13</b>	<b>13</b>	<b>0 %</b>			

## ICI SUB-TOTAL

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>NEW</b>						
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>			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>RESALE</b>						
Gross Sales	<b>6,990,000</b>	<b>345,000</b>	<b>1,926 %</b>	<b>8,334,999</b>	<b>345,000</b>	<b>2,315 %</b>
Units Listed	<b>4</b>	<b>5</b>	<b>20- %</b>	<b>10</b>	<b>16</b>	<b>37- %</b>
Units Sold	<b>3</b>	<b>1</b>	<b>200 %</b>	<b>5</b>	<b>1</b>	<b>400 %</b>
Sale Success Ratio	<b>60 %</b>	<b>20 %</b>		<b>50 %</b>	<b>14 %</b>	
% Sales to Listings	<b>75 %</b>	<b>20 %</b>		<b>50 %</b>	<b>6 %</b>	
Avg Price/Unit	<b>2,330,000</b>	<b>345,000</b>	<b>575 %</b>	<b>1,666,999</b>	<b>345,000</b>	<b>383 %</b>
Active Listings	<b>24</b>	<b>30</b>	<b>20- %</b>			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>ALL</b>						
Gross Sales	<b>6,990,000</b>	<b>345,000</b>	<b>1,926 %</b>	<b>8,334,999</b>	<b>345,000</b>	<b>2,315 %</b>
Units Listed	<b>4</b>	<b>5</b>	<b>20- %</b>	<b>10</b>	<b>16</b>	<b>37- %</b>
Units Sold	<b>3</b>	<b>1</b>	<b>200 %</b>	<b>5</b>	<b>1</b>	<b>400 %</b>
Sale Success Ratio	<b>60 %</b>	<b>20 %</b>		<b>50 %</b>	<b>14 %</b>	
% Sales to Listings	<b>75 %</b>	<b>20 %</b>		<b>50 %</b>	<b>6 %</b>	
Avg Price/Unit	<b>2,330,000</b>	<b>345,000</b>	<b>575 %</b>	<b>1,666,999</b>	<b>345,000</b>	<b>383 %</b>
Active Listings	<b>24</b>	<b>30</b>	<b>20- %</b>			

## REAL ESTATE BOARD OF GREATER VANCOUVER

## SALES SUMMARY AS AT MARCH 31, 2012

## AREA: Ladner

## TOTAL

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
<b>NEW</b>	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>2,797,400</b>	<b>7,403,500</b>	<b>62- %</b>	<b>4,597,900</b>	<b>11,816,400</b>	<b>61- %</b>
Units Listed	<b>2</b>	<b>5</b>	<b>60- %</b>	<b>10</b>	<b>10</b>	<b>0 %</b>
Units Sold	<b>4</b>	<b>10</b>	<b>60- %</b>	<b>6</b>	<b>17</b>	<b>64- %</b>
Sale Success Ratio	<b>80 %</b>	<b>83 %</b>		<b>60 %</b>	<b>70 %</b>	
% Sales to Listings	<b>200 %</b>	<b>200 %</b>		<b>60 %</b>	<b>170 %</b>	
Avg Price/Unit	<b>699,350</b>	<b>740,350</b>	<b>5- %</b>	<b>766,316</b>	<b>695,082</b>	<b>10 %</b>
Active Listings	<b>4</b>	<b>10</b>	<b>60- %</b>			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
<b>RESALE</b>	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>23,635,050</b>	<b>27,587,600</b>	<b>14- %</b>	<b>46,874,949</b>	<b>57,797,000</b>	<b>18- %</b>
Units Listed	<b>57</b>	<b>83</b>	<b>31- %</b>	<b>144</b>	<b>182</b>	<b>20- %</b>
Units Sold	<b>28</b>	<b>48</b>	<b>41- %</b>	<b>68</b>	<b>98</b>	<b>30- %</b>
Sale Success Ratio	<b>71 %</b>	<b>78 %</b>		<b>64 %</b>	<b>66 %</b>	
% Sales to Listings	<b>49 %</b>	<b>57 %</b>		<b>47 %</b>	<b>53 %</b>	
Avg Price/Unit	<b>844,108</b>	<b>574,741</b>	<b>46 %</b>	<b>689,337</b>	<b>589,765</b>	<b>16 %</b>
Active Listings	<b>141</b>	<b>143</b>	<b>1- %</b>			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
<b>ALL</b>	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>26,432,450</b>	<b>34,991,100</b>	<b>24- %</b>	<b>51,472,849</b>	<b>69,613,400</b>	<b>26- %</b>
Units Listed	<b>59</b>	<b>88</b>	<b>32- %</b>	<b>154</b>	<b>192</b>	<b>19- %</b>
Units Sold	<b>32</b>	<b>58</b>	<b>44- %</b>	<b>74</b>	<b>115</b>	<b>35- %</b>
Sale Success Ratio	<b>72 %</b>	<b>79 %</b>		<b>64 %</b>	<b>67 %</b>	
% Sales to Listings	<b>54 %</b>	<b>65 %</b>		<b>48 %</b>	<b>59 %</b>	
Avg Price/Unit	<b>826,014</b>	<b>603,294</b>	<b>36 %</b>	<b>695,579</b>	<b>605,333</b>	<b>14 %</b>
Active Listings	<b>145</b>	<b>153</b>	<b>5- %</b>			