

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT MARCH 31, 2012

AREA: North Vancouver

DETACHED

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
NEW						
Gross Sales	7,951,000	5,234,200	51 %	20,126,000	21,518,700	6- %
Units Listed	12	4	200 %	33	18	83 %
Units Sold	5	4	25 %	14	15	6- %
Sale Success Ratio	45 %	66 %		45 %	78 %	
% Sales to Listings	41 %	100 %		42 %	83 %	
Avg Price/Unit	1,590,200	1,308,550	21 %	1,437,571	1,434,580	0 %
Active Listings	24	19	26 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	126,270,975	130,436,575	3- %	284,452,578	270,068,830	5 %
Units Listed	186	197	5- %	493	519	5- %
Units Sold	116	130	10- %	267	276	3- %
Sale Success Ratio	75 %	81 %		69 %	71 %	
% Sales to Listings	62 %	65 %		54 %	53 %	
Avg Price/Unit	1,088,542	1,003,358	8 %	1,065,365	978,510	8 %
Active Listings	264	291	9- %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	134,221,975	135,670,775	1- %	304,578,578	291,587,530	4 %
Units Listed	198	201	1- %	526	537	2- %
Units Sold	121	134	9- %	281	291	3- %
Sale Success Ratio	73 %	81 %		68 %	72 %	
% Sales to Listings	61 %	66 %		53 %	54 %	
Avg Price/Unit	1,109,272	1,012,468	9 %	1,083,909	1,002,019	8 %
Active Listings	288	310	7- %			

ATTACHED

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
NEW						
Gross Sales	2,046,337	1,495,000	36 %	8,320,387	9,962,400	16- %
Units Listed	5	1	400 %	27	16	68 %
Units Sold	3	2	50 %	11	12	8- %
Sale Success Ratio	17 %	28 %		44 %	66 %	
% Sales to Listings	60 %	200 %		40 %	75 %	
Avg Price/Unit	682,112	747,500	8- %	756,398	830,200	8- %
Active Listings	15	13	15 %			

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: North Vancouver

ATTACHED

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	24,385,200	26,463,400	7- %	54,230,200	54,317,115	0 %
Units Listed	49	75	34- %	135	171	21- %
Units Sold	37	41	9- %	79	89	11- %
Sale Success Ratio	80 %	74 %		70 %	66 %	
% Sales to Listings	75 %	54 %		58 %	52 %	
Avg Price/Unit	659,059	645,448	2 %	686,458	610,304	12 %
Active Listings	76	104	26- %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	26,431,537	27,958,400	5- %	62,550,587	64,279,515	2- %
Units Listed	54	76	28- %	162	187	13- %
Units Sold	40	43	6- %	90	101	10- %
Sale Success Ratio	63 %	69 %		65 %	66 %	
% Sales to Listings	74 %	56 %		55 %	54 %	
Avg Price/Unit	660,788	650,195	1 %	695,006	636,430	9 %
Active Listings	91	117	22- %			

APARTMENTS

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
NEW						
Gross Sales	4,774,100	3,146,400	51 %	12,292,479	7,621,500	61 %
Units Listed	19	8	137 %	61	52	17 %
Units Sold	11	9	22 %	28	19	47 %
Sale Success Ratio	42 %	45 %		50 %	29 %	
% Sales to Listings	57 %	112 %		45 %	36 %	
Avg Price/Unit	434,009	349,600	24 %	439,017	401,131	9 %
Active Listings	73	51	43 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	35,221,250	40,850,000	13- %	79,233,653	81,456,350	2- %
Units Listed	158	149	6 %	470	426	10 %
Units Sold	80	104	23- %	193	213	9- %
Sale Success Ratio	62 %	77 %		56 %	63 %	
% Sales to Listings	50 %	69 %		41 %	50 %	
Avg Price/Unit	440,265	392,788	12 %	410,537	382,424	7 %
Active Listings	361	314	14 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	39,995,350	43,996,400	9- %	91,526,132	89,077,850	2 %
Units Listed	177	157	12 %	531	478	11 %
Units Sold	91	113	19- %	221	232	4- %
Sale Success Ratio	59 %	73 %		55 %	57 %	
% Sales to Listings	51 %	71 %		41 %	48 %	
Avg Price/Unit	439,509	389,348	12 %	414,145	383,956	7 %
Active Listings	434	365	18 %			

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT MARCH 31, 2012

AREA: North Vancouver

DET/ATT/APT SUB-TOTALS

NEW	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	14,771,437	9,875,600	49 %	40,738,866	39,102,600	4 %
Units Listed	36	13	176 %	121	86	40 %
Units Sold	19	15	26 %	53	46	15 %
Sale Success Ratio	35 %	45 %		47 %	45 %	
% Sales to Listings	52 %	115 %		43 %	53 %	
Avg Price/Unit	777,444	658,373	18 %	768,657	850,056	9- %
Active Listings	112	83	34 %			

RESALE	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	185,877,425	197,749,975	6- %	417,916,431	405,842,295	2 %
Units Listed	393	421	6- %	1,098	1,116	1- %
Units Sold	233	275	15- %	539	578	6- %
Sale Success Ratio	71 %	79 %		64 %	67 %	
% Sales to Listings	59 %	65 %		49 %	51 %	
Avg Price/Unit	797,757	719,090	10 %	775,355	702,149	10 %
Active Listings	701	709	1- %			

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	200,648,862	207,625,575	3- %	458,655,297	444,944,895	3 %
Units Listed	429	434	1- %	1,219	1,202	1 %
Units Sold	252	290	13- %	592	624	5- %
Sale Success Ratio	65 %	76 %		62 %	65 %	
% Sales to Listings	58 %	66 %		48 %	51 %	
Avg Price/Unit	796,225	715,950	11 %	774,755	713,052	8 %
Active Listings	813	792	2 %			

MULTI FAMILY REVENUE

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

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT MARCH 31, 2012

AREA: North Vancouver

MULTI FAMILY REVENUE

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	2,215,000	0	0 %	4,065,000	815,000	398 %
Units Listed	3	1	200 %	5	4	25 %
Units Sold	2	0	0 %	3	1	200 %
Sale Success Ratio	100 %	0 %		100 %	20 %	
% Sales to Listings	66 %	0 %		60 %	25 %	
Avg Price/Unit	1,107,500	0	0 %	1,355,000	815,000	66 %
Active Listings	3	3	0 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	2,215,000	0	0 %	4,065,000	815,000	398 %
Units Listed	3	1	200 %	5	4	25 %
Units Sold	2	0	0 %	3	1	200 %
Sale Success Ratio	100 %	0 %		100 %	20 %	
% Sales to Listings	66 %	0 %		60 %	25 %	
Avg Price/Unit	1,107,500	0	0 %	1,355,000	815,000	66 %
Active Listings	3	3	0 %			

LAND ONLY

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	1,875,000	1,200,000	56 %	2,725,000	2,252,000	21 %
Units Listed	2	3	33-%	9	9	0 %
Units Sold	2	1	100 %	3	3	0 %
Sale Success Ratio	50 %	33 %		37 %	30 %	
% Sales to Listings	100 %	33 %		33 %	33 %	
Avg Price/Unit	937,500	1,200,000	21-%	908,333	750,666	21 %
Active Listings	18	18	0 %			

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT MARCH 31, 2012

AREA: North Vancouver

RES SUB-TOTAL

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
NEW						
Gross Sales	14,771,437	9,875,600	49 %	40,738,866	39,102,600	4 %
Units Listed	36	13	176 %	121	86	40 %
Units Sold	19	15	26 %	53	46	15 %
Sale Success Ratio	35 %	45 %		47 %	45 %	
% Sales to Listings	52 %	115 %		43 %	53 %	
Avg Price/Unit	777,444	658,373	18 %	768,657	850,056	9- %
Active Listings	112	83	34 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	189,967,425	198,949,975	4- %	424,706,431	408,909,295	3 %
Units Listed	398	425	6- %	1,112	1,129	1- %
Units Sold	237	276	14- %	545	582	6- %
Sale Success Ratio	70 %	78 %		64 %	66 %	
% Sales to Listings	59 %	64 %		49 %	51 %	
Avg Price/Unit	801,550	720,833	11 %	779,277	702,593	10 %
Active Listings	722	730	1- %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	204,738,862	208,825,575	1- %	465,445,297	448,011,895	3 %
Units Listed	434	438	0 %	1,233	1,215	1 %
Units Sold	256	291	12- %	598	628	4- %
Sale Success Ratio	65 %	75 %		62 %	64 %	
% Sales to Listings	58 %	66 %		48 %	51 %	
Avg Price/Unit	799,761	717,613	11 %	778,336	713,394	9 %
Active Listings	834	813	2 %			

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 MARCH 31, 2012

AREA: North Vancouver

IC&I - BUSINESS

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	359,000	175,000	105 %	510,000	269,500	89 %
Units Listed	7	12	41- %	32	26	23 %
Units Sold	3	3	0 %	5	4	25 %
Sale Success Ratio	37 %	30 %		14 %	15 %	
% Sales to Listings	42 %	25 %		15 %	15 %	
Avg Price/Unit	119,666	58,333	105 %	102,000	67,375	51 %
Active Listings	54	37	45 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	359,000	175,000	105 %	510,000	269,500	89 %
Units Listed	7	12	41- %	32	26	23 %
Units Sold	3	3	0 %	5	4	25 %
Sale Success Ratio	37 %	30 %		14 %	15 %	
% Sales to Listings	42 %	25 %		15 %	15 %	
Avg Price/Unit	119,666	58,333	105 %	102,000	67,375	51 %
Active Listings	54	37	45 %			

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	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	6	1	500 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	0	553,750	100- %	448,000	4,728,750	90- %
Units Listed	10	9	11 %	27	18	50 %
Units Sold	0	2	100- %	1	7	85- %
Sale Success Ratio	0 %	33 %		4 %	28 %	
% Sales to Listings	0 %	22 %		3 %	38 %	
Avg Price/Unit	0	276,875	100- %	448,000	675,535	33- %
Active Listings	34	22	54 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	0	553,750	100- %	448,000	4,728,750	90- %
Units Listed	10	9	11 %	27	19	42 %
Units Sold	0	2	100- %	1	7	85- %
Sale Success Ratio	0 %	33 %		4 %	28 %	
% Sales to Listings	0 %	22 %		3 %	36 %	
Avg Price/Unit	0	276,875	100- %	448,000	675,535	33- %
Active Listings	40	23	73 %			

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT MARCH 31, 2012

AREA: North Vancouver

IC&I - MULTI FAMILY

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

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

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

IC&I - LAND & FARMS

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

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT MARCH 31, 2012

AREA: North Vancouver

IC&I - LAND & FARMS

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	0	0	0 %	0	0	0 %
Units Listed	0	1	100- %	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	1	100- %			

	-----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	1	100- %	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	1	100- %			

ICI SUB-TOTAL

	-----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	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	6	1	500 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	359,000	728,750	50- %	958,000	4,998,250	80- %
Units Listed	17	22	22- %	60	45	33 %
Units Sold	3	5	40- %	6	11	45- %
Sale Success Ratio	33 %	31 %		10 %	20 %	
% Sales to Listings	17 %	22 %		10 %	24 %	
Avg Price/Unit	119,666	145,750	17- %	159,666	454,386	64- %
Active Listings	89	60	48 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	359,000	728,750	50- %	958,000	4,998,250	80- %
Units Listed	17	22	22- %	60	46	30 %
Units Sold	3	5	40- %	6	11	45- %
Sale Success Ratio	33 %	31 %		10 %	20 %	
% Sales to Listings	17 %	22 %		10 %	23 %	
Avg Price/Unit	119,666	145,750	17- %	159,666	454,386	64- %
Active Listings	95	61	55 %			

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT MARCH 31, 2012

AREA: North Vancouver

TOTAL

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
NEW	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	14,771,437	9,875,600	49 %	40,738,866	39,102,600	4 %
Units Listed	36	13	176 %	121	87	39 %
Units Sold	19	15	26 %	53	46	15 %
Sale Success Ratio	35 %	45 %		47 %	45 %	
% Sales to Listings	52 %	115 %		43 %	52 %	
Avg Price/Unit	777,444	658,373	18 %	768,657	850,056	9- %
Active Listings	118	84	40 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
RESALE	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	190,326,425	199,678,725	4- %	425,664,431	413,907,545	2 %
Units Listed	415	447	7- %	1,172	1,174	0 %
Units Sold	240	281	14- %	551	593	7- %
Sale Success Ratio	69 %	76 %		60 %	64 %	
% Sales to Listings	57 %	62 %		47 %	50 %	
Avg Price/Unit	793,026	710,600	11 %	772,530	697,989	10 %
Active Listings	811	790	2 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
ALL	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	205,097,862	209,554,325	2- %	466,403,297	453,010,145	2 %
Units Listed	451	460	1- %	1,293	1,261	2 %
Units Sold	259	296	12- %	604	639	5- %
Sale Success Ratio	65 %	73 %		59 %	62 %	
% Sales to Listings	57 %	64 %		46 %	50 %	
Avg Price/Unit	791,883	707,953	11 %	772,190	708,936	8 %
Active Listings	929	874	6 %			