

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT MARCH 31, 2012

AREA: Richmond

DETACHED

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
NEW						
Gross Sales	11,014,000	15,199,900	27- %	33,854,723	79,897,400	57- %
Units Listed	20	15	33 %	79	61	29 %
Units Sold	7	8	12- %	22	45	51- %
Sale Success Ratio	26 %	80 %		29 %	78 %	
% Sales to Listings	35 %	53 %		27 %	73 %	
Avg Price/Unit	1,573,428	1,899,987	17- %	1,538,851	1,775,497	13- %
Active Listings	75	51	47 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	108,261,693	279,313,275	61- %	316,753,061	694,956,165	54- %
Units Listed	306	537	43- %	1,012	1,211	16- %
Units Sold	97	254	61- %	290	630	53- %
Sale Success Ratio	50 %	73 %		42 %	74 %	
% Sales to Listings	31 %	47 %		28 %	52 %	
Avg Price/Unit	1,116,099	1,099,658	1 %	1,092,251	1,103,105	0 %
Active Listings	907	658	37 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	119,275,693	294,513,175	59- %	350,607,784	774,853,565	54- %
Units Listed	326	552	40- %	1,091	1,272	14- %
Units Sold	104	262	60- %	312	675	53- %
Sale Success Ratio	47 %	73 %		41 %	74 %	
% Sales to Listings	31 %	47 %		28 %	53 %	
Avg Price/Unit	1,146,881	1,124,096	2 %	1,123,742	1,147,931	2- %
Active Listings	982	709	38 %			

ATTACHED

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
NEW						
Gross Sales	11,444,300	12,895,700	11- %	27,648,800	25,170,500	9 %
Units Listed	12	27	55- %	60	77	22- %
Units Sold	18	23	21- %	47	45	4 %
Sale Success Ratio	90 %	85 %		58 %	72 %	
% Sales to Listings	150 %	85 %		78 %	58 %	
Avg Price/Unit	635,794	560,682	13 %	588,272	559,344	5 %
Active Listings	38	44	13- %			

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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: Richmond

ATTACHED

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	36,033,222	65,631,156	45- %	89,160,598	146,189,582	39- %
Units Listed	151	187	19- %	442	427	3 %
Units Sold	69	119	42- %	172	271	36- %
Sale Success Ratio	62 %	86 %		51 %	79 %	
% Sales to Listings	45 %	63 %		38 %	63 %	
Avg Price/Unit	522,220	551,522	5- %	518,375	539,444	3- %
Active Listings	390	236	65 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	47,477,522	78,526,856	39- %	116,809,398	171,360,082	31- %
Units Listed	163	214	23- %	502	504	0 %
Units Sold	87	142	38- %	219	316	30- %
Sale Success Ratio	66 %	86 %		52 %	78 %	
% Sales to Listings	53 %	66 %		43 %	62 %	
Avg Price/Unit	545,718	553,006	1- %	533,376	542,278	1- %
Active Listings	428	280	52 %			

APARTMENTS

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
NEW						
Gross Sales	4,884,700	6,003,200	18- %	15,888,200	15,383,502	3 %
Units Listed	20	43	53- %	109	115	5- %
Units Sold	12	16	25- %	44	40	10 %
Sale Success Ratio	54 %	41 %		50 %	39 %	
% Sales to Listings	60 %	37 %		40 %	34 %	
Avg Price/Unit	407,058	375,200	8 %	361,095	384,587	6- %
Active Listings	102	95	7 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	38,592,000	80,891,743	52- %	97,590,200	178,711,167	45- %
Units Listed	272	325	16- %	830	798	4 %
Units Sold	106	214	50- %	271	495	45- %
Sale Success Ratio	63 %	76 %		44 %	68 %	
% Sales to Listings	38 %	65 %		32 %	62 %	
Avg Price/Unit	364,075	377,998	3- %	360,111	361,032	0 %
Active Listings	835	527	58 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	43,476,700	86,894,943	49- %	113,478,400	194,094,669	41- %
Units Listed	292	368	20- %	939	913	2 %
Units Sold	118	230	48- %	315	535	41- %
Sale Success Ratio	62 %	71 %		45 %	64 %	
% Sales to Listings	40 %	62 %		33 %	58 %	
Avg Price/Unit	368,446	377,804	2- %	360,248	362,793	0 %
Active Listings	937	622	50 %			

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT MARCH 31, 2012

AREA: Richmond

DET/ATT/APT SUB-TOTALS

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
NEW						
Gross Sales	27,343,000	34,098,800	19- %	77,391,723	120,451,402	35- %
Units Listed	52	85	38- %	248	253	1- %
Units Sold	37	47	21- %	113	130	13- %
Sale Success Ratio	54 %	61 %		46 %	58 %	
% Sales to Listings	71 %	55 %		45 %	51 %	
Avg Price/Unit	739,000	725,506	1 %	684,882	926,549	26- %
Active Listings	215	190	13 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	182,886,915	425,836,174	57- %	503,503,859	1,019,856,914	50- %
Units Listed	729	1,049	30- %	2,284	2,436	6- %
Units Sold	272	587	53- %	733	1,396	47- %
Sale Success Ratio	57 %	76 %		45 %	73 %	
% Sales to Listings	37 %	55 %		32 %	57 %	
Avg Price/Unit	672,378	725,444	7- %	686,908	730,556	5- %
Active Listings	2,132	1,421	50 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	210,229,915	459,934,974	54- %	580,895,582	1,140,308,316	49- %
Units Listed	781	1,134	31- %	2,532	2,689	5- %
Units Sold	309	634	51- %	846	1,526	44- %
Sale Success Ratio	57 %	75 %		45 %	71 %	
% Sales to Listings	39 %	55 %		33 %	56 %	
Avg Price/Unit	680,355	725,449	6- %	686,637	747,253	8- %
Active Listings	2,347	1,611	45 %			

MULTI FAMILY REVENUE

	-----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: Richmond

MULTI FAMILY REVENUE

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	0	1,160,000	100- %	2,315,000	2,366,500	2- %
Units Listed	3	0	0 %	8	7	14 %
Units Sold	0	1	100- %	2	2	0 %
Sale Success Ratio	0 %	100 %		40 %	66 %	
% Sales to Listings	0 %	0 %		25 %	28 %	
Avg Price/Unit	0	1,160,000	100- %	1,157,500	1,183,250	2- %
Active Listings	7	5	40 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	0	1,160,000	100- %	2,315,000	2,366,500	2- %
Units Listed	3	0	0 %	8	7	14 %
Units Sold	0	1	100- %	2	2	0 %
Sale Success Ratio	0 %	100 %		40 %	66 %	
% Sales to Listings	0 %	0 %		25 %	28 %	
Avg Price/Unit	0	1,160,000	100- %	1,157,500	1,183,250	2- %
Active Listings	7	5	40 %			

LAND ONLY

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	0	10,358,000	100- %	0	14,488,000	100- %
Units Listed	5	7	28- %	18	17	5 %
Units Sold	0	2	100- %	0	6	100- %
Sale Success Ratio	0 %	28 %		0 %	28 %	
% Sales to Listings	0 %	28 %		0 %	35 %	
Avg Price/Unit	0	5,179,000	100- %	0	2,414,666	100- %
Active Listings	31	31	0 %			

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT MARCH 31, 2012

AREA: Richmond

RES SUB-TOTAL

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
NEW						
Gross Sales	27,343,000	34,098,800	19- %	77,391,723	120,451,402	35- %
Units Listed	52	85	38- %	248	253	1- %
Units Sold	37	47	21- %	113	130	13- %
Sale Success Ratio	54 %	61 %		46 %	58 %	
% Sales to Listings	71 %	55 %		45 %	51 %	
Avg Price/Unit	739,000	725,506	1 %	684,882	926,549	26- %
Active Listings	215	190	13 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	182,886,915	437,354,174	58- %	505,818,859	1,036,711,414	51- %
Units Listed	737	1,056	30- %	2,310	2,460	6- %
Units Sold	272	590	53- %	735	1,404	47- %
Sale Success Ratio	57 %	76 %		44 %	72 %	
% Sales to Listings	36 %	55 %		31 %	57 %	
Avg Price/Unit	672,378	741,278	9- %	688,188	738,398	6- %
Active Listings	2,170	1,457	48 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	210,229,915	471,452,974	55- %	583,210,582	1,157,162,816	49- %
Units Listed	789	1,141	30- %	2,558	2,713	5- %
Units Sold	309	637	51- %	848	1,534	44- %
Sale Success Ratio	57 %	75 %		45 %	71 %	
% Sales to Listings	39 %	55 %		33 %	56 %	
Avg Price/Unit	680,355	740,114	8- %	687,748	754,343	8- %
Active Listings	2,385	1,647	44 %			

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: Richmond

IC&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	375,000	342,000	9 %	690,000	1,020,400	32- %
Units Listed	18	12	50 %	56	50	12 %
Units Sold	6	3	100 %	9	10	10- %
Sale Success Ratio	42 %	37 %		16 %	21 %	
% Sales to Listings	33 %	25 %		16 %	20 %	
Avg Price/Unit	62,500	114,000	45- %	76,666	102,040	24- %
Active Listings	98	93	5 %			

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

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

ALL	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	375,000	342,000	9 %	690,000	1,020,400	32- %
Units Listed	18	12	50 %	56	50	12 %
Units Sold	6	3	100 %	9	10	10- %
Sale Success Ratio	42 %	37 %		16 %	21 %	
% Sales to Listings	33 %	25 %		16 %	20 %	
Avg Price/Unit	62,500	114,000	45- %	76,666	102,040	24- %
Active Listings	98	93	5 %			

IC&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	2,278,000	833,000	173 %	2,278,000	833,000	173 %
Units Listed	0	1	100- %	1	2	50- %
Units Sold	4	2	100 %	4	2	100 %
Sale Success Ratio	80 %	100 %		66 %	66 %	
% Sales to Listings	0 %	200 %		400 %	100 %	
Avg Price/Unit	569,500	416,500	36 %	569,500	416,500	36 %
Active Listings	6	13	53- %			

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

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

RESALE	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	8,667,800	5,493,145	57 %	16,331,400	16,977,145	3- %
Units Listed	22	44	50- %	69	106	34- %
Units Sold	7	15	53- %	19	27	29- %
Sale Success Ratio	50 %	51 %		22 %	32 %	
% Sales to Listings	31 %	34 %		27 %	25 %	
Avg Price/Unit	1,238,257	366,209	238 %	859,547	628,783	36 %
Active Listings	158	166	4- %			

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

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

ALL	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	10,945,800	6,326,145	73 %	18,609,400	17,810,145	4 %
Units Listed	22	45	51- %	70	108	35- %
Units Sold	11	17	35- %	23	29	20- %
Sale Success Ratio	57 %	54 %		25 %	33 %	
% Sales to Listings	50 %	37 %		32 %	26 %	
Avg Price/Unit	995,072	372,126	167 %	809,104	614,142	31 %
Active Listings	164	179	8- %			

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT MARCH 31, 2012

AREA: Richmond

IC&I - MULTI FAMILY

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
NEW	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	0	0	0 %	0	0	0 %
Units Listed	0	0	0 %	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	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	1	1	0 %	1	1	0 %
Units Sold	0	0	0 %	0	0	0 %
Sale Success Ratio	0 %	0 %		0 %	0 %	
% Sales to Listings	0 %	0 %		0 %	0 %	
Avg Price/Unit	0	0	0 %	0	0	0 %
Active Listings	2	1	100 %			

	-----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	1	1	0 %	2	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	2	1	100 %			

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: Richmond

IC&I - LAND & FARMS

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	0	7,900,000	100- %	0	9,398,000	100- %
Units Listed	2	4	50- %	10	9	11 %
Units Sold	0	1	100- %	0	3	100- %
Sale Success Ratio	0 %	50 %		0 %	25 %	
% Sales to Listings	0 %	25 %		0 %	33 %	
Avg Price/Unit	0	7,900,000	100- %	0	3,132,666	100- %
Active Listings	15	12	25 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	0	7,900,000	100- %	0	9,398,000	100- %
Units Listed	2	4	50- %	10	9	11 %
Units Sold	0	1	100- %	0	3	100- %
Sale Success Ratio	0 %	50 %		0 %	25 %	
% Sales to Listings	0 %	25 %		0 %	33 %	
Avg Price/Unit	0	7,900,000	100- %	0	3,132,666	100- %
Active Listings	15	12	25 %			

ICI SUB-TOTAL

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
NEW						
Gross Sales	2,278,000	833,000	173 %	2,278,000	833,000	173 %
Units Listed	0	1	100- %	2	2	0 %
Units Sold	4	2	100 %	4	2	100 %
Sale Success Ratio	80 %	100 %		57 %	66 %	
% Sales to Listings	0 %	200 %		200 %	100 %	
Avg Price/Unit	569,500	416,500	36 %	569,500	416,500	36 %
Active Listings	6	13	53- %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	9,042,800	13,735,145	34- %	17,021,400	27,395,545	37- %
Units Listed	43	61	29- %	136	166	18- %
Units Sold	13	19	31- %	28	40	30- %
Sale Success Ratio	44 %	48 %		18 %	27 %	
% Sales to Listings	30 %	31 %		20 %	24 %	
Avg Price/Unit	695,600	722,902	3- %	607,907	684,888	11- %
Active Listings	273	272	0 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	11,320,800	14,568,145	22- %	19,299,400	28,228,545	31- %
Units Listed	43	62	30- %	138	168	17- %
Units Sold	17	21	19- %	32	42	23- %
Sale Success Ratio	50 %	51 %		20 %	28 %	
% Sales to Listings	39 %	33 %		23 %	25 %	
Avg Price/Unit	665,929	693,721	4- %	603,106	672,108	10- %
Active Listings	279	285	2- %			

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT MARCH 31, 2012

AREA: Richmond

TOTAL

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

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

NEW	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	29,621,000	34,931,800	15- %	79,669,723	121,284,402	34- %
Units Listed	52	86	39- %	250	255	1- %
Units Sold	41	49	16- %	117	132	11- %
Sale Success Ratio	56 %	62 %		46 %	58 %	
% Sales to Listings	78 %	56 %		46 %	51 %	
Avg Price/Unit	722,463	712,893	1 %	680,937	918,821	25- %
Active Listings	221	203	8 %			

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

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

RESALE	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	191,929,715	451,089,319	57- %	522,840,259	1,064,106,959	50- %
Units Listed	780	1,117	30- %	2,446	2,626	6- %
Units Sold	285	609	53- %	763	1,444	47- %
Sale Success Ratio	56 %	75 %		42 %	69 %	
% Sales to Listings	36 %	54 %		31 %	54 %	
Avg Price/Unit	673,437	740,704	9- %	685,242	736,916	7- %
Active Listings	2,443	1,729	41 %			

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

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

ALL	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	221,550,715	486,021,119	54- %	602,509,982	1,185,391,361	49- %
Units Listed	832	1,203	30- %	2,696	2,881	6- %
Units Sold	326	658	50- %	880	1,576	44- %
Sale Success Ratio	56 %	74 %		43 %	68 %	
% Sales to Listings	39 %	54 %		32 %	54 %	
Avg Price/Unit	679,603	738,633	7- %	684,670	752,151	8- %
Active Listings	2,664	1,932	37 %			