

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT MARCH 31, 2012

AREA: West Vancouver

DETACHED

| | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|-------------------|--------------|------------------------|-------------------|--------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| NEW | | | | | | |
| Gross Sales | 9,025,000 | 22,126,000 | 59- % | 21,220,000 | 43,425,888 | 51- % |
| Units Listed | 4 | 4 | 0 % | 16 | 11 | 45 % |
| Units Sold | 2 | 6 | 66- % | 6 | 12 | 50- % |
| Sale Success Ratio | 50 % | 85 % | | 28 % | 57 % | |
| % Sales to Listings | 50 % | 150 % | | 37 % | 109 % | |
| Avg Price/Unit | 4,512,500 | 3,687,666 | 22 % | 3,536,666 | 3,618,824 | 2- % |
| Active Listings | 26 | 14 | 85 % | | | |

| | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|--------------------|--------------|------------------------|--------------------|--------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| RESALE | | | | | | |
| Gross Sales | 179,749,500 | 284,960,282 | 36- % | 416,577,948 | 520,841,358 | 20- % |
| Units Listed | 154 | 195 | 21- % | 452 | 492 | 8- % |
| Units Sold | 76 | 146 | 47- % | 179 | 278 | 35- % |
| Sale Success Ratio | 63 % | 81 % | | 52 % | 68 % | |
| % Sales to Listings | 49 % | 74 % | | 39 % | 56 % | |
| Avg Price/Unit | 2,365,125 | 1,951,782 | 21 % | 2,327,251 | 1,873,530 | 24 % |
| Active Listings | 400 | 354 | 12 % | | | |

| | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|--------------------|--------------|------------------------|--------------------|--------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| ALL | | | | | | |
| Gross Sales | 188,774,500 | 307,086,282 | 38- % | 437,797,948 | 564,267,246 | 22- % |
| Units Listed | 158 | 199 | 20- % | 468 | 503 | 6- % |
| Units Sold | 78 | 152 | 48- % | 185 | 290 | 36- % |
| Sale Success Ratio | 62 % | 81 % | | 51 % | 67 % | |
| % Sales to Listings | 49 % | 76 % | | 39 % | 57 % | |
| Avg Price/Unit | 2,420,185 | 2,020,304 | 19 % | 2,366,475 | 1,945,749 | 21 % |
| Active Listings | 426 | 368 | 15 % | | | |

ATTACHED

| | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|------------|------------|------------------------|------------|--------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| NEW | | | | | | |
| Gross Sales | 4,996,000 | 0 | 0 % | 9,064,000 | 0 | 0 % |
| Units Listed | 4 | 0 | 0 % | 7 | 1 | 600 % |
| Units Sold | 2 | 0 | 0 % | 4 | 0 | 0 % |
| Sale Success Ratio | 100 % | 0 % | | 100 % | 0 % | |
| % Sales to Listings | 50 % | 0 % | | 57 % | 0 % | |
| Avg Price/Unit | 2,498,000 | 0 | 0 % | 2,266,000 | 0 | 0 % |
| Active Listings | 8 | 0 | 0 % | | | |

**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: West Vancouver

ATTACHED

| | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|-------------------|--------------|------------------------|-------------------|-------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| RESALE | | | | | | |
| Gross Sales | 10,248,000 | 10,684,000 | 4- % | 20,305,450 | 19,073,000 | 6 % |
| Units Listed | 16 | 7 | 128 % | 38 | 34 | 11 % |
| Units Sold | 7 | 11 | 36- % | 18 | 19 | 5- % |
| Sale Success Ratio | 63 % | 84 % | | 64 % | 63 % | |
| % Sales to Listings | 43 % | 157 % | | 47 % | 55 % | |
| Avg Price/Unit | 1,464,000 | 971,272 | 50 % | 1,128,080 | 1,003,842 | 12 % |
| Active Listings | 34 | 29 | 17 % | | | |

| | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|-------------------|--------------|------------------------|-------------------|-------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| ALL | | | | | | |
| Gross Sales | 15,244,000 | 10,684,000 | 42 % | 29,369,450 | 19,073,000 | 53 % |
| Units Listed | 20 | 7 | 185 % | 45 | 35 | 28 % |
| Units Sold | 9 | 11 | 18- % | 22 | 19 | 15 % |
| Sale Success Ratio | 69 % | 78 % | | 68 % | 61 % | |
| % Sales to Listings | 45 % | 157 % | | 48 % | 54 % | |
| Avg Price/Unit | 1,693,777 | 971,272 | 74 % | 1,334,975 | 1,003,842 | 32 % |
| Active Listings | 42 | 29 | 44 % | | | |

APARTMENTS

| | -----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 | 3 | 2 | 50 % | 11 | 3 | 266 % |
| 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 | 8 | 4 | 100 % | | | |

| | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|-------------------|--------------|------------------------|-------------------|--------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| RESALE | | | | | | |
| Gross Sales | 16,444,877 | 23,830,500 | 30- % | 37,123,877 | 49,381,500 | 24- % |
| Units Listed | 36 | 44 | 18- % | 110 | 112 | 1- % |
| Units Sold | 17 | 26 | 34- % | 44 | 52 | 15- % |
| Sale Success Ratio | 77 % | 74 % | | 61 % | 60 % | |
| % Sales to Listings | 47 % | 59 % | | 40 % | 46 % | |
| Avg Price/Unit | 967,345 | 916,557 | 5 % | 843,724 | 949,644 | 11- % |
| Active Listings | 103 | 105 | 1- % | | | |

| | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|-------------------|--------------|------------------------|-------------------|--------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| ALL | | | | | | |
| Gross Sales | 16,444,877 | 23,830,500 | 30- % | 37,123,877 | 49,381,500 | 24- % |
| Units Listed | 39 | 46 | 15- % | 121 | 115 | 5 % |
| Units Sold | 17 | 26 | 34- % | 44 | 52 | 15- % |
| Sale Success Ratio | 70 % | 74 % | | 58 % | 59 % | |
| % Sales to Listings | 43 % | 56 % | | 36 % | 45 % | |
| Avg Price/Unit | 967,345 | 916,557 | 5 % | 843,724 | 949,644 | 11- % |
| Active Listings | 111 | 109 | 1 % | | | |

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT MARCH 31, 2012

AREA: West Vancouver

DET/ATT/APT SUB-TOTALS

| NEW | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|-------------------|--------------|------------------------|-------------------|--------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Gross Sales | 14,021,000 | 22,126,000 | 36- % | 30,284,000 | 43,425,888 | 30- % |
| Units Listed | 11 | 6 | 83 % | 34 | 15 | 126 % |
| Units Sold | 4 | 6 | 33- % | 10 | 12 | 16- % |
| Sale Success Ratio | 50 % | 75 % | | 35 % | 50 % | |
| % Sales to Listings | 36 % | 100 % | | 29 % | 80 % | |
| Avg Price/Unit | 3,505,250 | 3,687,666 | 4- % | 3,028,400 | 3,618,824 | 16- % |
| Active Listings | 42 | 18 | 133 % | | | |

| RESALE | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|--------------------|--------------|------------------------|--------------------|--------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Gross Sales | 206,442,377 | 319,474,782 | 35- % | 474,007,275 | 589,295,858 | 19- % |
| Units Listed | 206 | 246 | 16- % | 600 | 638 | 5- % |
| Units Sold | 100 | 183 | 45- % | 241 | 349 | 30- % |
| Sale Success Ratio | 65 % | 80 % | | 54 % | 66 % | |
| % Sales to Listings | 48 % | 74 % | | 40 % | 54 % | |
| Avg Price/Unit | 2,064,423 | 1,745,763 | 18 % | 1,966,835 | 1,688,526 | 16 % |
| Active Listings | 537 | 488 | 10 % | | | |

| ALL | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|--------------------|--------------|------------------------|--------------------|--------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Gross Sales | 220,463,377 | 341,600,782 | 35- % | 504,291,275 | 632,721,746 | 20- % |
| Units Listed | 217 | 252 | 13- % | 634 | 653 | 2- % |
| Units Sold | 104 | 189 | 44- % | 251 | 361 | 30- % |
| Sale Success Ratio | 64 % | 80 % | | 53 % | 65 % | |
| % Sales to Listings | 47 % | 75 % | | 39 % | 55 % | |
| Avg Price/Unit | 2,119,840 | 1,807,411 | 17 % | 2,009,128 | 1,752,691 | 14 % |
| Active Listings | 579 | 506 | 14 % | | | |

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: West Vancouver

MULTI FAMILY REVENUE

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

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

LAND ONLY

| | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|-----------|----------|------------------------|-----------|----------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| ALL | | | | | | |
| Gross Sales | 0 | 3,545,000 | 100- % | 0 | 4,945,000 | 100- % |
| Units Listed | 4 | 2 | 100 % | 13 | 11 | 18 % |
| Units Sold | 0 | 3 | 100- % | 0 | 4 | 100- % |
| Sale Success Ratio | 0 % | 33 % | | 0 % | 26 % | |
| % Sales to Listings | 0 % | 150 % | | 0 % | 36 % | |
| Avg Price/Unit | 0 | 1,181,666 | 100- % | 0 | 1,236,250 | 100- % |
| Active Listings | 23 | 17 | 35 % | | | |

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT MARCH 31, 2012

AREA: West Vancouver

RES SUB-TOTAL

| | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|-------------------|--------------|------------------------|-------------------|--------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| NEW | | | | | | |
| Gross Sales | 14,021,000 | 22,126,000 | 36- % | 30,284,000 | 43,425,888 | 30- % |
| Units Listed | 11 | 6 | 83 % | 34 | 15 | 126 % |
| Units Sold | 4 | 6 | 33- % | 10 | 12 | 16- % |
| Sale Success Ratio | 50 % | 75 % | | 35 % | 50 % | |
| % Sales to Listings | 36 % | 100 % | | 29 % | 80 % | |
| Avg Price/Unit | 3,505,250 | 3,687,666 | 4- % | 3,028,400 | 3,618,824 | 16- % |
| Active Listings | 42 | 18 | 133 % | | | |

| | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|--------------------|--------------|------------------------|--------------------|--------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| RESALE | | | | | | |
| Gross Sales | 206,442,377 | 323,019,782 | 36- % | 474,007,275 | 594,240,858 | 20- % |
| Units Listed | 210 | 248 | 15- % | 613 | 649 | 5- % |
| Units Sold | 100 | 186 | 46- % | 241 | 353 | 31- % |
| Sale Success Ratio | 63 % | 78 % | | 53 % | 65 % | |
| % Sales to Listings | 47 % | 75 % | | 39 % | 54 % | |
| Avg Price/Unit | 2,064,423 | 1,736,665 | 18 % | 1,966,835 | 1,683,401 | 16 % |
| Active Listings | 560 | 505 | 10 % | | | |

| | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|--------------------|--------------|------------------------|--------------------|--------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| ALL | | | | | | |
| Gross Sales | 220,463,377 | 345,145,782 | 36- % | 504,291,275 | 637,666,746 | 20- % |
| Units Listed | 221 | 254 | 12- % | 647 | 664 | 2- % |
| Units Sold | 104 | 192 | 45- % | 251 | 365 | 31- % |
| Sale Success Ratio | 63 % | 78 % | | 52 % | 64 % | |
| % Sales to Listings | 47 % | 75 % | | 38 % | 54 % | |
| Avg Price/Unit | 2,119,840 | 1,797,634 | 17 % | 2,009,128 | 1,747,032 | 15 % |
| Active Listings | 602 | 523 | 15 % | | | |

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: West Vancouver

IC&I - BUSINESS

| | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|------------|---------------|------------------------|------------|--------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| RESALE | | | | | | |
| Gross Sales | 34,000 | 0 | 0 % | 314,000 | 0 | 0 % |
| Units Listed | 0 | 3 | 100- % | 8 | 9 | 11- % |
| Units Sold | 1 | 0 | 0 % | 3 | 0 | 0 % |
| Sale Success Ratio | 0 % | 0 % | | 23 % | 0 % | |
| % Sales to Listings | 0 % | 0 % | | 37 % | 0 % | |
| Avg Price/Unit | 34,000 | 0 | 0 % | 104,666 | 0 | 0 % |
| Active Listings | 17 | 15 | 13 % | | | |

| | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|------------|---------------|------------------------|------------|--------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| ALL | | | | | | |
| Gross Sales | 34,000 | 0 | 0 % | 314,000 | 0 | 0 % |
| Units Listed | 0 | 3 | 100- % | 8 | 9 | 11- % |
| Units Sold | 1 | 0 | 0 % | 3 | 0 | 0 % |
| Sale Success Ratio | 0 % | 0 % | | 23 % | 0 % | |
| % Sales to Listings | 0 % | 0 % | | 37 % | 0 % | |
| Avg Price/Unit | 34,000 | 0 | 0 % | 104,666 | 0 | 0 % |
| Active Listings | 17 | 15 | 13 % | | | |

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 % | 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----- | | |
|---------------------|-------------------------|----------------|---------------|------------------------|----------------|--------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| RESALE | | | | | | |
| Gross Sales | 0 | 230,000 | 100- % | 2,630,000 | 745,000 | 253 % |
| Units Listed | 2 | 0 | 0 % | 4 | 5 | 20- % |
| Units Sold | 0 | 1 | 100- % | 1 | 2 | 50- % |
| Sale Success Ratio | 0 % | 50 % | | 33 % | 25 % | |
| % Sales to Listings | 0 % | 0 % | | 25 % | 40 % | |
| Avg Price/Unit | 0 | 230,000 | 100- % | 2,630,000 | 372,500 | 606 % |
| Active Listings | 5 | 3 | 66 % | | | |

| | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|----------------|---------------|------------------------|----------------|--------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| ALL | | | | | | |
| Gross Sales | 0 | 230,000 | 100- % | 2,630,000 | 745,000 | 253 % |
| Units Listed | 2 | 0 | 0 % | 5 | 5 | 0 % |
| Units Sold | 0 | 1 | 100- % | 1 | 2 | 50- % |
| Sale Success Ratio | 0 % | 50 % | | 25 % | 25 % | |
| % Sales to Listings | 0 % | 0 % | | 20 % | 40 % | |
| Avg Price/Unit | 0 | 230,000 | 100- % | 2,630,000 | 372,500 | 606 % |
| Active Listings | 5 | 3 | 66 % | | | |

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT MARCH 31, 2012

AREA: West 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 % | 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----- | | |
|---------------------|-------------------------|-----------|----------|------------------------|-----------|----------|
| ALL | 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&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: West Vancouver

IC&I - LAND & FARMS

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

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

| RESALE | 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 % | | | |

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

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

| ALL | 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 % | | | |

ICI SUB-TOTAL

-----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 % | 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 | CURRENT MONTH | | | YEAR TO DATE | | |
|---------------------|---------------|-----------|----------|--------------|-----------|----------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Gross Sales | 34,000 | 230,000 | 85- % | 2,944,000 | 745,000 | 295 % |
| Units Listed | 2 | 3 | 33- % | 12 | 14 | 14- % |
| Units Sold | 1 | 1 | 0 % | 4 | 2 | 100 % |
| Sale Success Ratio | 0 % | 16 % | | 25 % | 11 % | |
| % Sales to Listings | 50 % | 33 % | | 33 % | 14 % | |
| Avg Price/Unit | 34,000 | 230,000 | 85- % | 736,000 | 372,500 | 97 % |
| Active Listings | 22 | 18 | 22 % | | | |

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

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

| ALL | CURRENT MONTH | | | YEAR TO DATE | | |
|---------------------|---------------|-----------|----------|--------------|-----------|----------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Gross Sales | 34,000 | 230,000 | 85- % | 2,944,000 | 745,000 | 295 % |
| Units Listed | 2 | 3 | 33- % | 13 | 14 | 7- % |
| Units Sold | 1 | 1 | 0 % | 4 | 2 | 100 % |
| Sale Success Ratio | 100 % | 16 % | | 23 % | 11 % | |
| % Sales to Listings | 50 % | 33 % | | 30 % | 14 % | |
| Avg Price/Unit | 34,000 | 230,000 | 85- % | 736,000 | 372,500 | 97 % |
| Active Listings | 22 | 18 | 22 % | | | |

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT MARCH 31, 2012

AREA: West Vancouver

TOTAL

| | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|-------------------|--------------|------------------------|-------------------|--------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| NEW | | | | | | |
| Gross Sales | 14,021,000 | 22,126,000 | 36- % | 30,284,000 | 43,425,888 | 30- % |
| Units Listed | 11 | 6 | 83 % | 35 | 15 | 133 % |
| Units Sold | 4 | 6 | 33- % | 10 | 12 | 16- % |
| Sale Success Ratio | 44 % | 75 % | | 34 % | 50 % | |
| % Sales to Listings | 36 % | 100 % | | 28 % | 80 % | |
| Avg Price/Unit | 3,505,250 | 3,687,666 | 4- % | 3,028,400 | 3,618,824 | 16- % |
| Active Listings | 42 | 18 | 133 % | | | |

| | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|--------------------|--------------|------------------------|--------------------|--------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| RESALE | | | | | | |
| Gross Sales | 206,476,377 | 323,249,782 | 36- % | 476,951,275 | 594,985,858 | 19- % |
| Units Listed | 212 | 251 | 15- % | 625 | 663 | 5- % |
| Units Sold | 101 | 187 | 45- % | 245 | 355 | 30- % |
| Sale Success Ratio | 64 % | 77 % | | 52 % | 63 % | |
| % Sales to Listings | 47 % | 74 % | | 39 % | 53 % | |
| Avg Price/Unit | 2,044,320 | 1,728,608 | 18 % | 1,946,739 | 1,676,016 | 16 % |
| Active Listings | 582 | 523 | 11 % | | | |

| | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|--------------------|--------------|------------------------|--------------------|--------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| ALL | | | | | | |
| Gross Sales | 220,497,377 | 345,375,782 | 36- % | 507,235,275 | 638,411,746 | 20- % |
| Units Listed | 223 | 257 | 13- % | 660 | 678 | 2- % |
| Units Sold | 105 | 193 | 45- % | 255 | 367 | 30- % |
| Sale Success Ratio | 63 % | 77 % | | 51 % | 63 % | |
| % Sales to Listings | 47 % | 75 % | | 38 % | 54 % | |
| Avg Price/Unit | 2,099,975 | 1,789,511 | 17 % | 1,989,157 | 1,739,541 | 14 % |
| Active Listings | 624 | 541 | 15 % | | | |