

## REAL ESTATE BOARD OF GREATER VANCOUVER

## SALES SUMMARY AS AT April 30, 2008

## DETACHED

|                     | -----CURRENT MONTH----- |                    |              | -----YEAR TO DATE----- |                    |              |
|---------------------|-------------------------|--------------------|--------------|------------------------|--------------------|--------------|
| <b>NEW</b>          | THIS YEAR               | LAST YEAR          | INCREASE     | THIS YEAR              | LAST YEAR          | INCREASE     |
| Gross Sales         | <b>76,761,143</b>       | <b>106,252,905</b> | <b>27- %</b> | <b>345,342,783</b>     | <b>381,870,503</b> | <b>9- %</b>  |
| Units Listed        | <b>211</b>              | <b>163</b>         | <b>29 %</b>  | <b>637</b>             | <b>674</b>         | <b>5- %</b>  |
| Units Sold          | <b>82</b>               | <b>116</b>         | <b>29- %</b> | <b>305</b>             | <b>419</b>         | <b>27- %</b> |
| Sale Success Ratio  | <b>61%</b>              | <b>71 %</b>        |              | <b>55 %</b>            | <b>65 %</b>        |              |
| % Sales to Listings | <b>38%</b>              | <b>71 %</b>        |              | <b>47 %</b>            | <b>62 %</b>        |              |
| Avg Price/Unit      | <b>936,111</b>          | <b>915,973</b>     | <b>2 %</b>   | <b>1,132,271</b>       | <b>911,385</b>     | <b>24 %</b>  |
| Active Listings     | <b>553</b>              | <b>560</b>         | <b>1- %</b>  |                        |                    |              |

|                     | -----CURRENT MONTH----- |                      |             | -----YEAR TO DATE----- |                      |              |
|---------------------|-------------------------|----------------------|-------------|------------------------|----------------------|--------------|
| <b>RESALE</b>       | THIS YEAR               | LAST YEAR            | INCREASE    | THIS YEAR              | LAST YEAR            | INCREASE     |
| Gross Sales         | <b>1,069,216,995</b>    | <b>1,019,284,051</b> | <b>4 %</b>  | <b>3,321,455,661</b>   | <b>3,224,300,499</b> | <b>3 %</b>   |
| Units Listed        | <b>2,715</b>            | <b>2,304</b>         | <b>17 %</b> | <b>8,664</b>           | <b>7,363</b>         | <b>17 %</b>  |
| Units Sold          | <b>1,219</b>            | <b>1,301</b>         | <b>6- %</b> | <b>3,767</b>           | <b>4,239</b>         | <b>11- %</b> |
| Sale Success Ratio  | <b>65%</b>              | <b>74 %</b>          |             | <b>62 %</b>            | <b>66 %</b>          |              |
| % Sales to Listings | <b>44%</b>              | <b>56 %</b>          |             | <b>43 %</b>            | <b>57 %</b>          |              |
| Avg Price/Unit      | <b>877,126</b>          | <b>783,461</b>       | <b>11 %</b> | <b>881,724</b>         | <b>760,627</b>       | <b>15 %</b>  |
| Active Listings     | <b>5,669</b>            | <b>4,506</b>         | <b>25 %</b> |                        |                      |              |

|                     | -----CURRENT MONTH----- |                      |             | -----YEAR TO DATE----- |                      |              |
|---------------------|-------------------------|----------------------|-------------|------------------------|----------------------|--------------|
| <b>ALL</b>          | THIS YEAR               | LAST YEAR            | INCREASE    | THIS YEAR              | LAST YEAR            | INCREASE     |
| Gross Sales         | <b>1,145,978,138</b>    | <b>1,125,536,956</b> | <b>1 %</b>  | <b>3,666,798,444</b>   | <b>3,606,171,002</b> | <b>1 %</b>   |
| Units Listed        | <b>2,926</b>            | <b>2,467</b>         | <b>18 %</b> | <b>9,301</b>           | <b>8,037</b>         | <b>15 %</b>  |
| Units Sold          | <b>1,301</b>            | <b>1,417</b>         | <b>8- %</b> | <b>4,072</b>           | <b>4,658</b>         | <b>12- %</b> |
| Sale Success Ratio  | <b>65%</b>              | <b>74 %</b>          |             | <b>61 %</b>            | <b>66 %</b>          |              |
| % Sales to Listings | <b>44%</b>              | <b>57 %</b>          |             | <b>43 %</b>            | <b>57 %</b>          |              |
| Avg Price/Unit      | <b>880,844</b>          | <b>794,309</b>       | <b>10 %</b> | <b>900,490</b>         | <b>774,188</b>       | <b>16 %</b>  |
| Active Listings     | <b>6,222</b>            | <b>5,066</b>         | <b>22 %</b> |                        |                      |              |

## ATTACHED

|                     | -----CURRENT MONTH----- |                   |              | -----YEAR TO DATE----- |                    |              |
|---------------------|-------------------------|-------------------|--------------|------------------------|--------------------|--------------|
| <b>NEW</b>          | THIS YEAR               | LAST YEAR         | INCREASE     | THIS YEAR              | LAST YEAR          | INCREASE     |
| Gross Sales         | <b>44,808,535</b>       | <b>50,414,800</b> | <b>11- %</b> | <b>173,899,375</b>     | <b>214,829,103</b> | <b>19- %</b> |
| Units Listed        | <b>155</b>              | <b>133</b>        | <b>16 %</b>  | <b>585</b>             | <b>517</b>         | <b>13 %</b>  |
| Units Sold          | <b>79</b>               | <b>100</b>        | <b>21- %</b> | <b>307</b>             | <b>414</b>         | <b>25- %</b> |
| Sale Success Ratio  | <b>51%</b>              | <b>72 %</b>       |              | <b>52 %</b>            | <b>66 %</b>        |              |
| % Sales to Listings | <b>50%</b>              | <b>75 %</b>       |              | <b>52 %</b>            | <b>80 %</b>        |              |
| Avg Price/Unit      | <b>567,196</b>          | <b>504,148</b>    | <b>12 %</b>  | <b>566,447</b>         | <b>518,910</b>     | <b>9 %</b>   |
| Active Listings     | <b>447</b>              | <b>429</b>        | <b>4 %</b>   |                        |                    |              |

## REAL ESTATE BOARD OF GREATER VANCOUVER

## SALES SUMMARY AS AT April 30, 2008

## ATTACHED

| RESALE              | -----CURRENT MONTH----- |             |          | -----YEAR TO DATE----- |             |          |
|---------------------|-------------------------|-------------|----------|------------------------|-------------|----------|
|                     | THIS YEAR               | LAST YEAR   | INCREASE | THIS YEAR              | LAST YEAR   | INCREASE |
| Gross Sales         | 265,665,284             | 249,255,848 | 6 %      | 808,355,514            | 759,546,384 | 6 %      |
| Units Listed        | 995                     | 758         | 31 %     | 3,086                  | 2,669       | 15 %     |
| Units Sold          | 530                     | 537         | 1- %     | 1,615                  | 1,688       | 4- %     |
| Sale Success Ratio  | 71%                     | 80 %        |          | 70 %                   | 73 %        |          |
| % Sales to Listings | 53%                     | 70 %        |          | 52 %                   | 63 %        |          |
| Avg Price/Unit      | 501,255                 | 464,163     | 7 %      | 500,529                | 449,968     | 11 %     |
| Active Listings     | 1,597                   | 1,337       | 19 %     |                        |             |          |

| ALL                 | -----CURRENT MONTH----- |             |          | -----YEAR TO DATE----- |             |          |
|---------------------|-------------------------|-------------|----------|------------------------|-------------|----------|
|                     | THIS YEAR               | LAST YEAR   | INCREASE | THIS YEAR              | LAST YEAR   | INCREASE |
| Gross Sales         | 310,473,819             | 299,670,648 | 3 %      | 982,254,889            | 974,375,487 | 0 %      |
| Units Listed        | 1,150                   | 891         | 29 %     | 3,671                  | 3,186       | 15 %     |
| Units Sold          | 609                     | 637         | 4- %     | 1,922                  | 2,102       | 8- %     |
| Sale Success Ratio  | 68%                     | 78 %        |          | 66 %                   | 72 %        |          |
| % Sales to Listings | 52%                     | 71 %        |          | 52 %                   | 65 %        |          |
| Avg Price/Unit      | 509,809                 | 470,440     | 8 %      | 511,058                | 463,546     | 10 %     |
| Active Listings     | 2,044                   | 1,766       | 15 %     |                        |             |          |

## APARTMENTS

| NEW                 | -----CURRENT MONTH----- |            |          | -----YEAR TO DATE----- |             |          |
|---------------------|-------------------------|------------|----------|------------------------|-------------|----------|
|                     | THIS YEAR               | LAST YEAR  | INCREASE | THIS YEAR              | LAST YEAR   | INCREASE |
| Gross Sales         | 94,862,833              | 87,807,876 | 8 %      | 399,056,813            | 318,917,219 | 25 %     |
| Units Listed        | 586                     | 503        | 16 %     | 1,977                  | 1,530       | 29 %     |
| Units Sold          | 198                     | 203        | 2- %     | 841                    | 753         | 11 %     |
| Sale Success Ratio  | 43%                     | 53 %       |          | 45 %                   | 52 %        |          |
| % Sales to Listings | 33%                     | 40 %       |          | 42 %                   | 49 %        |          |
| Avg Price/Unit      | 479,105                 | 432,551    | 10 %     | 474,502                | 423,528     | 12 %     |
| Active Listings     | 1,604                   | 1,192      | 34 %     |                        |             |          |

| RESALE              | -----CURRENT MONTH----- |             |          | -----YEAR TO DATE----- |               |          |
|---------------------|-------------------------|-------------|----------|------------------------|---------------|----------|
|                     | THIS YEAR               | LAST YEAR   | INCREASE | THIS YEAR              | LAST YEAR     | INCREASE |
| Gross Sales         | 461,699,231             | 421,052,033 | 9 %      | 1,575,243,186          | 1,508,454,611 | 4 %      |
| Units Listed        | 2,413                   | 1,766       | 36 %     | 7,920                  | 6,684         | 18 %     |
| Units Sold          | 1,166                   | 1,150       | 1 %      | 3,953                  | 4,177         | 5- %     |
| Sale Success Ratio  | 68%                     | 74 %        |          | 70 %                   | 71 %          |          |
| % Sales to Listings | 48%                     | 65 %        |          | 49 %                   | 62 %          |          |
| Avg Price/Unit      | 395,968                 | 366,132     | 8 %      | 398,493                | 361,133       | 10 %     |
| Active Listings     | 4,393                   | 3,323       | 32 %     |                        |               |          |

## REAL ESTATE BOARD OF GREATER VANCOUVER

## SALES SUMMARY AS AT April 30, 2008

| ALL                 | -----CURRENT MONTH----- |                    |             | -----YEAR TO DATE----- |                      |             |
|---------------------|-------------------------|--------------------|-------------|------------------------|----------------------|-------------|
|                     | THIS YEAR               | LAST YEAR          | INCREASE    | THIS YEAR              | LAST YEAR            | INCREASE    |
| Gross Sales         | <b>556,562,064</b>      | <b>508,859,909</b> | <b>9 %</b>  | <b>1,974,299,999</b>   | <b>1,827,371,830</b> | <b>8 %</b>  |
| Units Listed        | <b>2,999</b>            | <b>2,269</b>       | <b>32 %</b> | <b>9,897</b>           | <b>8,214</b>         | <b>20 %</b> |
| Units Sold          | <b>1,364</b>            | <b>1,353</b>       | <b>0 %</b>  | <b>4,794</b>           | <b>4,930</b>         | <b>2- %</b> |
| Sale Success Ratio  | <b>63%</b>              | <b>70 %</b>        |             | <b>64 %</b>            | <b>67 %</b>          |             |
| % Sales to Listings | <b>45%</b>              | <b>59 %</b>        |             | <b>48 %</b>            | <b>60 %</b>          |             |
| Avg Price/Unit      | <b>408,036</b>          | <b>376,097</b>     | <b>8 %</b>  | <b>411,827</b>         | <b>370,663</b>       | <b>11 %</b> |
| Active Listings     | <b>5,997</b>            | <b>4,515</b>       | <b>32 %</b> |                        |                      |             |

## DET/ATT/APT SUB-TOTALS

| NEW                 | -----CURRENT MONTH----- |                    |              | -----YEAR TO DATE----- |                    |             |
|---------------------|-------------------------|--------------------|--------------|------------------------|--------------------|-------------|
|                     | THIS YEAR               | LAST YEAR          | INCREASE     | THIS YEAR              | LAST YEAR          | INCREASE    |
| Gross Sales         | <b>216,432,511</b>      | <b>244,475,581</b> | <b>11- %</b> | <b>918,298,971</b>     | <b>915,616,825</b> | <b>0 %</b>  |
| Units Listed        | <b>952</b>              | <b>799</b>         | <b>19 %</b>  | <b>3,199</b>           | <b>2,721</b>       | <b>17 %</b> |
| Units Sold          | <b>359</b>              | <b>419</b>         | <b>14- %</b> | <b>1,453</b>           | <b>1,586</b>       | <b>8- %</b> |
| Sale Success Ratio  | <b>48%</b>              | <b>61 %</b>        |              | <b>48 %</b>            | <b>59 %</b>        |             |
| % Sales to Listings | <b>37%</b>              | <b>52 %</b>        |              | <b>45 %</b>            | <b>58 %</b>        |             |
| Avg Price/Unit      | <b>602,876</b>          | <b>583,473</b>     | <b>3 %</b>   | <b>632,002</b>         | <b>577,311</b>     | <b>9 %</b>  |
| Active Listings     | <b>2,604</b>            | <b>2,181</b>       | <b>19 %</b>  |                        |                    |             |

| RESALE              | -----CURRENT MONTH----- |                      |             | -----YEAR TO DATE----- |                      |             |
|---------------------|-------------------------|----------------------|-------------|------------------------|----------------------|-------------|
|                     | THIS YEAR               | LAST YEAR            | INCREASE    | THIS YEAR              | LAST YEAR            | INCREASE    |
| Gross Sales         | <b>1,796,581,510</b>    | <b>1,689,591,932</b> | <b>6 %</b>  | <b>5,705,054,361</b>   | <b>5,492,301,494</b> | <b>3 %</b>  |
| Units Listed        | <b>6,123</b>            | <b>4,828</b>         | <b>26 %</b> | <b>19,670</b>          | <b>16,716</b>        | <b>17 %</b> |
| Units Sold          | <b>2,915</b>            | <b>2,988</b>         | <b>2- %</b> | <b>9,335</b>           | <b>10,104</b>        | <b>7- %</b> |
| Sale Success Ratio  | <b>68%</b>              | <b>75 %</b>          |             | <b>67 %</b>            | <b>69 %</b>          |             |
| % Sales to Listings | <b>47%</b>              | <b>61 %</b>          |             | <b>47 %</b>            | <b>60 %</b>          |             |
| Avg Price/Unit      | <b>616,322</b>          | <b>565,459</b>       | <b>8 %</b>  | <b>611,146</b>         | <b>543,576</b>       | <b>12 %</b> |
| Active Listings     | <b>11,659</b>           | <b>9,166</b>         | <b>27 %</b> |                        |                      |             |

| ALL                 | -----CURRENT MONTH----- |                      |             | -----YEAR TO DATE----- |                      |             |
|---------------------|-------------------------|----------------------|-------------|------------------------|----------------------|-------------|
|                     | THIS YEAR               | LAST YEAR            | INCREASE    | THIS YEAR              | LAST YEAR            | INCREASE    |
| Gross Sales         | <b>2,013,014,021</b>    | <b>1,934,067,513</b> | <b>4 %</b>  | <b>6,623,353,332</b>   | <b>6,407,918,319</b> | <b>3 %</b>  |
| Units Listed        | <b>7,075</b>            | <b>5,627</b>         | <b>25 %</b> | <b>22,869</b>          | <b>19,437</b>        | <b>17 %</b> |
| Units Sold          | <b>3,274</b>            | <b>3,407</b>         | <b>3- %</b> | <b>10,788</b>          | <b>11,690</b>        | <b>7- %</b> |
| Sale Success Ratio  | <b>65%</b>              | <b>73 %</b>          |             | <b>63 %</b>            | <b>67 %</b>          |             |
| % Sales to Listings | <b>46%</b>              | <b>60 %</b>          |             | <b>47 %</b>            | <b>60 %</b>          |             |
| Avg Price/Unit      | <b>614,848</b>          | <b>567,674</b>       | <b>8 %</b>  | <b>613,955</b>         | <b>548,153</b>       | <b>12 %</b> |
| Active Listings     | <b>14,263</b>           | <b>11,347</b>        | <b>25 %</b> |                        |                      |             |

## REAL ESTATE BOARD OF GREATER VANCOUVER

## SALES SUMMARY AS AT April 30, 2008

## MULTI FAMILY REVENUE

|                     | -----CURRENT MONTH----- |            |            | -----YEAR TO DATE----- |            |            |
|---------------------|-------------------------|------------|------------|------------------------|------------|------------|
| <b>NEW</b>          | THIS YEAR               | LAST YEAR  | INCREASE   | THIS YEAR              | LAST YEAR  | INCREASE   |
| Gross Sales         | <b>489,900</b>          | <b>0</b>   | <b>0 %</b> | <b>1,484,700</b>       | <b>0</b>   | <b>0 %</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>0</b>   | <b>0 %</b> | <b>3</b>               | <b>0</b>   | <b>0 %</b> |
| Sale Success Ratio  | <b>100%</b>             | <b>0 %</b> |            | <b>100 %</b>           | <b>0 %</b> |            |
| % Sales to Listings | <b>0%</b>               | <b>0 %</b> |            | <b>100 %</b>           | <b>0 %</b> |            |
| Avg Price/Unit      | <b>489,900</b>          | <b>0</b>   | <b>0 %</b> | <b>494,900</b>         | <b>0</b>   | <b>0 %</b> |
| Active Listings     | <b>0</b>                | <b>0</b>   | <b>0 %</b> |                        |            |            |

|                     | -----CURRENT MONTH----- |                  |              | -----YEAR TO DATE----- |                   |              |
|---------------------|-------------------------|------------------|--------------|------------------------|-------------------|--------------|
| <b>RESALE</b>       | THIS YEAR               | LAST YEAR        | INCREASE     | THIS YEAR              | LAST YEAR         | INCREASE     |
| Gross Sales         | <b>7,452,600</b>        | <b>3,200,000</b> | <b>132 %</b> | <b>19,123,100</b>      | <b>20,437,400</b> | <b>6- %</b>  |
| Units Listed        | <b>21</b>               | <b>14</b>        | <b>50 %</b>  | <b>78</b>              | <b>58</b>         | <b>34 %</b>  |
| Units Sold          | <b>8</b>                | <b>4</b>         | <b>100 %</b> | <b>20</b>              | <b>26</b>         | <b>23- %</b> |
| Sale Success Ratio  | <b>50%</b>              | <b>36 %</b>      |              | <b>40 %</b>            | <b>43 %</b>       |              |
| % Sales to Listings | <b>38%</b>              | <b>28 %</b>      |              | <b>25 %</b>            | <b>44 %</b>       |              |
| Avg Price/Unit      | <b>931,575</b>          | <b>800,000</b>   | <b>16 %</b>  | <b>956,155</b>         | <b>786,053</b>    | <b>21 %</b>  |
| Active Listings     | <b>49</b>               | <b>35</b>        | <b>40 %</b>  |                        |                   |              |

|                     | -----CURRENT MONTH----- |                  |              | -----YEAR TO DATE----- |                   |              |
|---------------------|-------------------------|------------------|--------------|------------------------|-------------------|--------------|
| <b>ALL</b>          | THIS YEAR               | LAST YEAR        | INCREASE     | THIS YEAR              | LAST YEAR         | INCREASE     |
| Gross Sales         | <b>7,942,500</b>        | <b>3,200,000</b> | <b>148 %</b> | <b>20,607,800</b>      | <b>20,437,400</b> | <b>0 %</b>   |
| Units Listed        | <b>21</b>               | <b>14</b>        | <b>50 %</b>  | <b>81</b>              | <b>58</b>         | <b>39 %</b>  |
| Units Sold          | <b>9</b>                | <b>4</b>         | <b>125 %</b> | <b>23</b>              | <b>26</b>         | <b>11- %</b> |
| Sale Success Ratio  | <b>52%</b>              | <b>33 %</b>      |              | <b>43 %</b>            | <b>42 %</b>       |              |
| % Sales to Listings | <b>42%</b>              | <b>28 %</b>      |              | <b>28 %</b>            | <b>44 %</b>       |              |
| Avg Price/Unit      | <b>882,500</b>          | <b>800,000</b>   | <b>10 %</b>  | <b>895,991</b>         | <b>786,053</b>    | <b>13 %</b>  |
| Active Listings     | <b>49</b>               | <b>35</b>        | <b>40 %</b>  |                        |                   |              |

## LAND ONLY

|                     | -----CURRENT MONTH----- |                   |              | -----YEAR TO DATE----- |                    |              |
|---------------------|-------------------------|-------------------|--------------|------------------------|--------------------|--------------|
| <b>ALL</b>          | THIS YEAR               | LAST YEAR         | INCREASE     | THIS YEAR              | LAST YEAR          | INCREASE     |
| Gross Sales         | <b>14,470,400</b>       | <b>27,322,525</b> | <b>47- %</b> | <b>69,955,927</b>      | <b>112,766,875</b> | <b>37- %</b> |
| Units Listed        | <b>168</b>              | <b>129</b>        | <b>30 %</b>  | <b>591</b>             | <b>517</b>         | <b>14 %</b>  |
| Units Sold          | <b>25</b>               | <b>70</b>         | <b>64- %</b> | <b>140</b>             | <b>215</b>         | <b>34- %</b> |
| Sale Success Ratio  | <b>36%</b>              | <b>56 %</b>       |              | <b>33 %</b>            | <b>47 %</b>        |              |
| % Sales to Listings | <b>14%</b>              | <b>54 %</b>       |              | <b>23 %</b>            | <b>41 %</b>        |              |
| Avg Price/Unit      | <b>578,816</b>          | <b>390,321</b>    | <b>48 %</b>  | <b>499,685</b>         | <b>524,497</b>     | <b>4- %</b>  |
| Active Listings     | <b>904</b>              | <b>753</b>        | <b>20 %</b>  |                        |                    |              |

## REAL ESTATE BOARD OF GREATER VANCOUVER

## SALES SUMMARY AS AT April 30, 2008

| TOTAL               | -----CURRENT MONTH----- |                      |              | -----YEAR TO DATE----- |                      |             |
|---------------------|-------------------------|----------------------|--------------|------------------------|----------------------|-------------|
|                     | THIS YEAR               | LAST YEAR            | INCREASE     | THIS YEAR              | LAST YEAR            | INCREASE    |
| <b>NEW</b>          |                         |                      |              |                        |                      |             |
| Gross Sales         | <b>216,922,411</b>      | <b>244,475,581</b>   | <b>11- %</b> | <b>919,783,671</b>     | <b>915,616,825</b>   | <b>0 %</b>  |
| Units Listed        | <b>952</b>              | <b>799</b>           | <b>19 %</b>  | <b>3,202</b>           | <b>2,721</b>         | <b>17 %</b> |
| Units Sold          | <b>360</b>              | <b>419</b>           | <b>14- %</b> | <b>1,456</b>           | <b>1,586</b>         | <b>8- %</b> |
| Sale Success Ratio  | <b>48%</b>              | <b>61 %</b>          |              | <b>48 %</b>            | <b>59 %</b>          |             |
| % Sales to Listings | <b>37%</b>              | <b>52 %</b>          |              | <b>45 %</b>            | <b>58 %</b>          |             |
| Avg Price/Unit      | <b>602,562</b>          | <b>583,473</b>       | <b>3 %</b>   | <b>631,719</b>         | <b>577,311</b>       | <b>9 %</b>  |
| Active Listings     | <b>2,604</b>            | <b>2,181</b>         | <b>19 %</b>  |                        |                      |             |
|                     |                         |                      |              |                        |                      |             |
|                     |                         |                      |              |                        |                      |             |
| <b>RESALE</b>       |                         |                      |              |                        |                      |             |
| Gross Sales         | <b>1,818,504,510</b>    | <b>1,720,114,457</b> | <b>5 %</b>   | <b>5,794,133,388</b>   | <b>5,625,505,769</b> | <b>2 %</b>  |
| Units Listed        | <b>6,312</b>            | <b>4,971</b>         | <b>26 %</b>  | <b>20,339</b>          | <b>17,291</b>        | <b>17 %</b> |
| Units Sold          | <b>2,948</b>            | <b>3,062</b>         | <b>3- %</b>  | <b>9,495</b>           | <b>10,345</b>        | <b>8- %</b> |
| Sale Success Ratio  | <b>67%</b>              | <b>74 %</b>          |              | <b>66 %</b>            | <b>68 %</b>          |             |
| % Sales to Listings | <b>46%</b>              | <b>61 %</b>          |              | <b>46 %</b>            | <b>59 %</b>          |             |
| Avg Price/Unit      | <b>616,860</b>          | <b>561,761</b>       | <b>9 %</b>   | <b>610,229</b>         | <b>543,789</b>       | <b>12 %</b> |
| Active Listings     | <b>12,612</b>           | <b>9,954</b>         | <b>26 %</b>  |                        |                      |             |
|                     |                         |                      |              |                        |                      |             |
|                     |                         |                      |              |                        |                      |             |
| <b>ALL</b>          |                         |                      |              |                        |                      |             |
| Gross Sales         | <b>2,035,426,921</b>    | <b>1,964,590,038</b> | <b>3 %</b>   | <b>6,713,917,059</b>   | <b>6,541,122,594</b> | <b>2 %</b>  |
| Units Listed        | <b>7,264</b>            | <b>5,770</b>         | <b>25 %</b>  | <b>23,541</b>          | <b>20,012</b>        | <b>17 %</b> |
| Units Sold          | <b>3,308</b>            | <b>3,481</b>         | <b>4- %</b>  | <b>10,951</b>          | <b>11,931</b>        | <b>8- %</b> |
| Sale Success Ratio  | <b>64%</b>              | <b>72 %</b>          |              | <b>63 %</b>            | <b>67 %</b>          |             |
| % Sales to Listings | <b>45%</b>              | <b>60 %</b>          |              | <b>46 %</b>            | <b>59 %</b>          |             |
| Avg Price/Unit      | <b>615,304</b>          | <b>564,375</b>       | <b>9 %</b>   | <b>613,087</b>         | <b>548,245</b>       | <b>11 %</b> |
| Active Listings     | <b>15,216</b>           | <b>12,135</b>        | <b>25 %</b>  |                        |                      |             |