

## REAL ESTATE BOARD OF GREATER VANCOUVER

## SALES SUMMARY AS AT NOVEMBER 30, 2011

AREA: Ladner

## DETACHED

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>NEW</b>						
Gross Sales	<b>0</b>	<b>1,516,000</b>	<b>100- %</b>	<b>11,699,800</b>	<b>19,459,486</b>	<b>39- %</b>
Units Listed	<b>1</b>	<b>3</b>	<b>66- %</b>	<b>18</b>	<b>48</b>	<b>62- %</b>
Units Sold	<b>0</b>	<b>2</b>	<b>100- %</b>	<b>16</b>	<b>25</b>	<b>36- %</b>
Sale Success Ratio	<b>0 %</b>	<b>40 %</b>		<b>51 %</b>	<b>62 %</b>	
% Sales to Listings	<b>0 %</b>	<b>66 %</b>		<b>88 %</b>	<b>52 %</b>	
Avg Price/Unit	<b>0</b>	<b>758,000</b>	<b>100- %</b>	<b>731,237</b>	<b>778,379</b>	<b>6- %</b>
Active Listings	<b>5</b>	<b>21</b>	<b>76- %</b>			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>RESALE</b>						
Gross Sales	<b>9,313,500</b>	<b>12,820,900</b>	<b>27- %</b>	<b>154,509,700</b>	<b>109,324,305</b>	<b>41 %</b>
Units Listed	<b>12</b>	<b>13</b>	<b>7- %</b>	<b>330</b>	<b>300</b>	<b>10 %</b>
Units Sold	<b>13</b>	<b>15</b>	<b>13- %</b>	<b>228</b>	<b>170</b>	<b>34 %</b>
Sale Success Ratio	<b>61 %</b>	<b>55 %</b>		<b>68 %</b>	<b>62 %</b>	
% Sales to Listings	<b>108 %</b>	<b>115 %</b>		<b>69 %</b>	<b>56 %</b>	
Avg Price/Unit	<b>716,423</b>	<b>854,726</b>	<b>16- %</b>	<b>677,674</b>	<b>643,084</b>	<b>5 %</b>
Active Listings	<b>60</b>	<b>69</b>	<b>13- %</b>			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>ALL</b>						
Gross Sales	<b>9,313,500</b>	<b>14,336,900</b>	<b>35- %</b>	<b>166,209,500</b>	<b>128,783,791</b>	<b>29 %</b>
Units Listed	<b>13</b>	<b>16</b>	<b>18- %</b>	<b>348</b>	<b>348</b>	<b>0 %</b>
Units Sold	<b>13</b>	<b>17</b>	<b>23- %</b>	<b>244</b>	<b>195</b>	<b>25 %</b>
Sale Success Ratio	<b>59 %</b>	<b>53 %</b>		<b>67 %</b>	<b>62 %</b>	
% Sales to Listings	<b>100 %</b>	<b>106 %</b>		<b>70 %</b>	<b>56 %</b>	
Avg Price/Unit	<b>716,423</b>	<b>843,347</b>	<b>15- %</b>	<b>681,186</b>	<b>660,429</b>	<b>3 %</b>
Active Listings	<b>65</b>	<b>90</b>	<b>27- %</b>			

## ATTACHED

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>NEW</b>						
Gross Sales	<b>499,000</b>	<b>519,900</b>	<b>4- %</b>	<b>3,403,500</b>	<b>1,039,800</b>	<b>227 %</b>
Units Listed	<b>0</b>	<b>0</b>	<b>0 %</b>	<b>3</b>	<b>9</b>	<b>66- %</b>
Units Sold	<b>1</b>	<b>1</b>	<b>0 %</b>	<b>7</b>	<b>2</b>	<b>250 %</b>
Sale Success Ratio	<b>50 %</b>	<b>100 %</b>		<b>77 %</b>	<b>66 %</b>	
% Sales to Listings	<b>0 %</b>	<b>0 %</b>		<b>233 %</b>	<b>22 %</b>	
Avg Price/Unit	<b>499,000</b>	<b>519,900</b>	<b>4- %</b>	<b>486,214</b>	<b>519,900</b>	<b>6- %</b>
Active Listings	<b>0</b>	<b>6</b>	<b>100- %</b>			

## REAL ESTATE BOARD OF GREATER VANCOUVER

## SALES SUMMARY AS AT NOVEMBER 30, 2011

AREA: Ladner

## ATTACHED

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
RESALE	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>1,356,900</b>	<b>1,074,900</b>	<b>26 %</b>	<b>25,066,037</b>	<b>24,281,100</b>	<b>3 %</b>
Units Listed	<b>4</b>	<b>5</b>	<b>20- %</b>	<b>81</b>	<b>85</b>	<b>4- %</b>
Units Sold	<b>4</b>	<b>2</b>	<b>100 %</b>	<b>55</b>	<b>56</b>	<b>1- %</b>
Sale Success Ratio	<b>44 %</b>	<b>66 %</b>		<b>74 %</b>	<b>74 %</b>	
% Sales to Listings	<b>100 %</b>	<b>40 %</b>		<b>67 %</b>	<b>65 %</b>	
Avg Price/Unit	<b>339,225</b>	<b>537,450</b>	<b>36- %</b>	<b>455,746</b>	<b>433,591</b>	<b>5 %</b>
Active Listings	<b>16</b>	<b>15</b>	<b>6 %</b>			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
ALL	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>1,855,900</b>	<b>1,594,800</b>	<b>16 %</b>	<b>28,469,537</b>	<b>25,320,900</b>	<b>12 %</b>
Units Listed	<b>4</b>	<b>5</b>	<b>20- %</b>	<b>84</b>	<b>94</b>	<b>10- %</b>
Units Sold	<b>5</b>	<b>3</b>	<b>66 %</b>	<b>62</b>	<b>58</b>	<b>6 %</b>
Sale Success Ratio	<b>45 %</b>	<b>75 %</b>		<b>74 %</b>	<b>74 %</b>	
% Sales to Listings	<b>125 %</b>	<b>60 %</b>		<b>73 %</b>	<b>61 %</b>	
Avg Price/Unit	<b>371,180</b>	<b>531,600</b>	<b>30- %</b>	<b>459,186</b>	<b>436,567</b>	<b>5 %</b>
Active Listings	<b>16</b>	<b>21</b>	<b>23- %</b>			

## APARTMENTS

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
NEW	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
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-----		
RESALE	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>1,180,000</b>	<b>3,840,200</b>	<b>69- %</b>	<b>16,149,300</b>	<b>21,867,999</b>	<b>26- %</b>
Units Listed	<b>4</b>	<b>7</b>	<b>42- %</b>	<b>82</b>	<b>97</b>	<b>15- %</b>
Units Sold	<b>3</b>	<b>11</b>	<b>72- %</b>	<b>49</b>	<b>69</b>	<b>28- %</b>
Sale Success Ratio	<b>60 %</b>	<b>91 %</b>		<b>69 %</b>	<b>78 %</b>	
% Sales to Listings	<b>75 %</b>	<b>157 %</b>		<b>59 %</b>	<b>71 %</b>	
Avg Price/Unit	<b>393,333</b>	<b>349,109</b>	<b>12 %</b>	<b>329,577</b>	<b>316,927</b>	<b>3 %</b>
Active Listings	<b>23</b>	<b>17</b>	<b>35 %</b>			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
ALL	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>1,180,000</b>	<b>3,840,200</b>	<b>69- %</b>	<b>16,149,300</b>	<b>21,867,999</b>	<b>26- %</b>
Units Listed	<b>4</b>	<b>7</b>	<b>42- %</b>	<b>82</b>	<b>97</b>	<b>15- %</b>
Units Sold	<b>3</b>	<b>11</b>	<b>72- %</b>	<b>49</b>	<b>69</b>	<b>28- %</b>
Sale Success Ratio	<b>60 %</b>	<b>91 %</b>		<b>69 %</b>	<b>78 %</b>	
% Sales to Listings	<b>75 %</b>	<b>157 %</b>		<b>59 %</b>	<b>71 %</b>	
Avg Price/Unit	<b>393,333</b>	<b>349,109</b>	<b>12 %</b>	<b>329,577</b>	<b>316,927</b>	<b>3 %</b>
Active Listings	<b>23</b>	<b>17</b>	<b>35 %</b>			

## REAL ESTATE BOARD OF GREATER VANCOUVER

## SALES SUMMARY AS AT NOVEMBER 30, 2011

AREA: Ladner

## DET/ATT/APT SUB-TOTALS

NEW	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>499,000</b>	<b>2,035,900</b>	<b>75- %</b>	<b>15,103,300</b>	<b>20,499,286</b>	<b>26- %</b>
Units Listed	<b>1</b>	<b>3</b>	<b>66- %</b>	<b>21</b>	<b>57</b>	<b>63- %</b>
Units Sold	<b>1</b>	<b>3</b>	<b>66- %</b>	<b>23</b>	<b>27</b>	<b>14- %</b>
Sale Success Ratio	<b>33 %</b>	<b>50 %</b>		<b>57 %</b>	<b>62 %</b>	
% Sales to Listings	<b>100 %</b>	<b>100 %</b>		<b>109 %</b>	<b>47 %</b>	
Avg Price/Unit	<b>499,000</b>	<b>678,633</b>	<b>26- %</b>	<b>656,665</b>	<b>759,232</b>	<b>13- %</b>
Active Listings	<b>5</b>	<b>27</b>	<b>81- %</b>			

RESALE	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>11,850,400</b>	<b>17,736,000</b>	<b>33- %</b>	<b>195,725,037</b>	<b>155,473,404</b>	<b>25 %</b>
Units Listed	<b>20</b>	<b>25</b>	<b>20- %</b>	<b>493</b>	<b>482</b>	<b>2 %</b>
Units Sold	<b>20</b>	<b>28</b>	<b>28- %</b>	<b>332</b>	<b>295</b>	<b>12 %</b>
Sale Success Ratio	<b>57 %</b>	<b>66 %</b>		<b>69 %</b>	<b>67 %</b>	
% Sales to Listings	<b>100 %</b>	<b>112 %</b>		<b>67 %</b>	<b>61 %</b>	
Avg Price/Unit	<b>592,520</b>	<b>633,428</b>	<b>6- %</b>	<b>589,533</b>	<b>527,028</b>	<b>11 %</b>
Active Listings	<b>99</b>	<b>101</b>	<b>1- %</b>			

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>12,349,400</b>	<b>19,771,900</b>	<b>37- %</b>	<b>210,828,337</b>	<b>175,972,690</b>	<b>19 %</b>
Units Listed	<b>21</b>	<b>28</b>	<b>25- %</b>	<b>514</b>	<b>539</b>	<b>4- %</b>
Units Sold	<b>21</b>	<b>31</b>	<b>32- %</b>	<b>355</b>	<b>322</b>	<b>10 %</b>
Sale Success Ratio	<b>55 %</b>	<b>64 %</b>		<b>68 %</b>	<b>67 %</b>	
% Sales to Listings	<b>100 %</b>	<b>110 %</b>		<b>69 %</b>	<b>59 %</b>	
Avg Price/Unit	<b>588,066</b>	<b>637,803</b>	<b>7- %</b>	<b>593,882</b>	<b>546,499</b>	<b>8 %</b>
Active Listings	<b>104</b>	<b>128</b>	<b>18- %</b>			

## MULTI FAMILY REVENUE

NEW	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
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 NOVEMBER 30, 2011

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 %	0	0	0 %
Units Listed	1	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-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>ALL</b>						
Gross Sales	0	0	0 %	0	0	0 %
Units Listed	1	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 %			

## 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 %	880,000	725,000	21 %
Units Listed	3	0	0 %	11	16	31- %
Units Sold	0	0	0 %	2	2	0 %
Sale Success Ratio	0 %	0 %		20 %	12 %	
% Sales to Listings	0 %	0 %		18 %	12 %	
Avg Price/Unit	0	0	0 %	440,000	362,500	21 %
Active Listings	6	5	20 %			

## REAL ESTATE BOARD OF GREATER VANCOUVER

## SALES SUMMARY AS AT NOVEMBER 30, 2011

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>499,000</b>	<b>2,035,900</b>	<b>75- %</b>	<b>15,103,300</b>	<b>20,499,286</b>	<b>26- %</b>
Units Listed	<b>1</b>	<b>3</b>	<b>66- %</b>	<b>21</b>	<b>57</b>	<b>63- %</b>
Units Sold	<b>1</b>	<b>3</b>	<b>66- %</b>	<b>23</b>	<b>27</b>	<b>14- %</b>
Sale Success Ratio	<b>33 %</b>	<b>50 %</b>		<b>57 %</b>	<b>62 %</b>	
% Sales to Listings	<b>100 %</b>	<b>100 %</b>		<b>109 %</b>	<b>47 %</b>	
Avg Price/Unit	<b>499,000</b>	<b>678,633</b>	<b>26- %</b>	<b>656,665</b>	<b>759,232</b>	<b>13- %</b>
Active Listings	<b>5</b>	<b>27</b>	<b>81- %</b>			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>RESALE</b>						
Gross Sales	<b>11,850,400</b>	<b>17,736,000</b>	<b>33- %</b>	<b>196,605,037</b>	<b>156,198,404</b>	<b>25 %</b>
Units Listed	<b>24</b>	<b>25</b>	<b>4- %</b>	<b>505</b>	<b>498</b>	<b>1 %</b>
Units Sold	<b>20</b>	<b>28</b>	<b>28- %</b>	<b>334</b>	<b>297</b>	<b>12 %</b>
Sale Success Ratio	<b>57 %</b>	<b>65 %</b>		<b>68 %</b>	<b>66 %</b>	
% Sales to Listings	<b>83 %</b>	<b>112 %</b>		<b>66 %</b>	<b>59 %</b>	
Avg Price/Unit	<b>592,520</b>	<b>633,428</b>	<b>6- %</b>	<b>588,637</b>	<b>525,920</b>	<b>11 %</b>
Active Listings	<b>106</b>	<b>106</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>12,349,400</b>	<b>19,771,900</b>	<b>37- %</b>	<b>211,708,337</b>	<b>176,697,690</b>	<b>19 %</b>
Units Listed	<b>25</b>	<b>28</b>	<b>10- %</b>	<b>526</b>	<b>555</b>	<b>5- %</b>
Units Sold	<b>21</b>	<b>31</b>	<b>32- %</b>	<b>357</b>	<b>324</b>	<b>10 %</b>
Sale Success Ratio	<b>55 %</b>	<b>63 %</b>		<b>67 %</b>	<b>65 %</b>	
% Sales to Listings	<b>84 %</b>	<b>110 %</b>		<b>67 %</b>	<b>58 %</b>	
Avg Price/Unit	<b>588,066</b>	<b>637,803</b>	<b>7- %</b>	<b>593,020</b>	<b>545,363</b>	<b>8 %</b>
Active Listings	<b>111</b>	<b>133</b>	<b>16- %</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 NOVEMBER 30, 2011

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	<b>450,000</b>	<b>0</b>	<b>0 %</b>	<b>795,000</b>	<b>189,000</b>	<b>320 %</b>
Units Listed	<b>1</b>	<b>1</b>	<b>0 %</b>	<b>9</b>	<b>9</b>	<b>0 %</b>
Units Sold	<b>1</b>	<b>0</b>	<b>0 %</b>	<b>2</b>	<b>3</b>	<b>33- %</b>
Sale Success Ratio	<b>25 %</b>	<b>0 %</b>		<b>20 %</b>	<b>37 %</b>	
% Sales to Listings	<b>100 %</b>	<b>0 %</b>		<b>22 %</b>	<b>33 %</b>	
Avg Price/Unit	<b>450,000</b>	<b>0</b>	<b>0 %</b>	<b>397,500</b>	<b>63,000</b>	<b>530 %</b>
Active Listings	<b>4</b>	<b>5</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>450,000</b>	<b>0</b>	<b>0 %</b>	<b>795,000</b>	<b>189,000</b>	<b>320 %</b>
Units Listed	<b>1</b>	<b>1</b>	<b>0 %</b>	<b>9</b>	<b>9</b>	<b>0 %</b>
Units Sold	<b>1</b>	<b>0</b>	<b>0 %</b>	<b>2</b>	<b>3</b>	<b>33- %</b>
Sale Success Ratio	<b>25 %</b>	<b>0 %</b>		<b>20 %</b>	<b>37 %</b>	
% Sales to Listings	<b>100 %</b>	<b>0 %</b>		<b>22 %</b>	<b>33 %</b>	
Avg Price/Unit	<b>450,000</b>	<b>0</b>	<b>0 %</b>	<b>397,500</b>	<b>63,000</b>	<b>530 %</b>
Active Listings	<b>4</b>	<b>5</b>	<b>20- %</b>			

## 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	<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>675,000</b>	<b>0</b>	<b>0 %</b>	<b>1,308,500</b>	<b>300,000</b>	<b>336 %</b>
Units Listed	<b>3</b>	<b>3</b>	<b>0 %</b>	<b>21</b>	<b>20</b>	<b>5 %</b>
Units Sold	<b>1</b>	<b>0</b>	<b>0 %</b>	<b>3</b>	<b>1</b>	<b>200 %</b>
Sale Success Ratio	<b>50 %</b>	<b>0 %</b>		<b>12 %</b>	<b>10 %</b>	
% Sales to Listings	<b>33 %</b>	<b>0 %</b>		<b>14 %</b>	<b>5 %</b>	
Avg Price/Unit	<b>675,000</b>	<b>0</b>	<b>0 %</b>	<b>436,166</b>	<b>300,000</b>	<b>45 %</b>
Active Listings	<b>9</b>	<b>11</b>	<b>18- %</b>			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>ALL</b>						
Gross Sales	<b>675,000</b>	<b>0</b>	<b>0 %</b>	<b>1,308,500</b>	<b>300,000</b>	<b>336 %</b>
Units Listed	<b>3</b>	<b>3</b>	<b>0 %</b>	<b>21</b>	<b>20</b>	<b>5 %</b>
Units Sold	<b>1</b>	<b>0</b>	<b>0 %</b>	<b>3</b>	<b>1</b>	<b>200 %</b>
Sale Success Ratio	<b>50 %</b>	<b>0 %</b>		<b>12 %</b>	<b>10 %</b>	
% Sales to Listings	<b>33 %</b>	<b>0 %</b>		<b>14 %</b>	<b>5 %</b>	
Avg Price/Unit	<b>675,000</b>	<b>0</b>	<b>0 %</b>	<b>436,166</b>	<b>300,000</b>	<b>45 %</b>
Active Listings	<b>9</b>	<b>11</b>	<b>18- %</b>			

## SALES SUMMARY AS AT NOVEMBER 30, 2011

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 %			

## SALES SUMMARY AS AT NOVEMBER 30, 2011

AREA: Ladner

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

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

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

RESALE	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	0	0	0 %	4,450,000	5,310,786	16- %
Units Listed	1	1	0 %	15	15	0 %
Units Sold	0	0	0 %	2	4	50- %
Sale Success Ratio	0 %	0 %		28 %	22 %	
% Sales to Listings	0 %	0 %		13 %	26 %	
Avg Price/Unit	0	0	0 %	2,225,000	1,327,696	67 %
Active Listings	14	9	55 %			

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

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

ALL	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	0	0	0 %	4,450,000	5,310,786	16- %
Units Listed	1	1	0 %	15	15	0 %
Units Sold	0	0	0 %	2	4	50- %
Sale Success Ratio	0 %	0 %		28 %	22 %	
% Sales to Listings	0 %	0 %		13 %	26 %	
Avg Price/Unit	0	0	0 %	2,225,000	1,327,696	67 %
Active Listings	14	9	55 %			

## ICI SUB-TOTAL

-----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	1,125,000	0	0 %	6,553,500	5,799,786	12 %
Units Listed	5	5	0 %	45	44	2 %
Units Sold	2	0	0 %	7	8	12- %
Sale Success Ratio	28 %	0 %		17 %	22 %	
% Sales to Listings	40 %	0 %		15 %	18 %	
Avg Price/Unit	562,500	0	0 %	936,214	724,973	29 %
Active Listings	27	25	8 %			

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

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

ALL	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	1,125,000	0	0 %	6,553,500	5,799,786	12 %
Units Listed	5	5	0 %	45	44	2 %
Units Sold	2	0	0 %	7	8	12- %
Sale Success Ratio	28 %	0 %		17 %	22 %	
% Sales to Listings	40 %	0 %		15 %	18 %	
Avg Price/Unit	562,500	0	0 %	936,214	724,973	29 %
Active Listings	27	25	8 %			

## REAL ESTATE BOARD OF GREATER VANCOUVER

## SALES SUMMARY AS AT NOVEMBER 30, 2011

## AREA: Ladner

## TOTAL

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>NEW</b>						
Gross Sales	<b>499,000</b>	<b>2,035,900</b>	<b>75- %</b>	<b>15,103,300</b>	<b>20,499,286</b>	<b>26- %</b>
Units Listed	<b>1</b>	<b>3</b>	<b>66- %</b>	<b>21</b>	<b>57</b>	<b>63- %</b>
Units Sold	<b>1</b>	<b>3</b>	<b>66- %</b>	<b>23</b>	<b>27</b>	<b>14- %</b>
Sale Success Ratio	<b>33 %</b>	<b>50 %</b>		<b>57 %</b>	<b>62 %</b>	
% Sales to Listings	<b>100 %</b>	<b>100 %</b>		<b>109 %</b>	<b>47 %</b>	
Avg Price/Unit	<b>499,000</b>	<b>678,633</b>	<b>26- %</b>	<b>656,665</b>	<b>759,232</b>	<b>13- %</b>
Active Listings	<b>5</b>	<b>27</b>	<b>81- %</b>			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>RESALE</b>						
Gross Sales	<b>12,975,400</b>	<b>17,736,000</b>	<b>26- %</b>	<b>203,158,537</b>	<b>161,998,190</b>	<b>25 %</b>
Units Listed	<b>29</b>	<b>30</b>	<b>3- %</b>	<b>550</b>	<b>542</b>	<b>1 %</b>
Units Sold	<b>22</b>	<b>28</b>	<b>21- %</b>	<b>341</b>	<b>305</b>	<b>11 %</b>
Sale Success Ratio	<b>52 %</b>	<b>59 %</b>		<b>64 %</b>	<b>62 %</b>	
% Sales to Listings	<b>75 %</b>	<b>93 %</b>		<b>62 %</b>	<b>56 %</b>	
Avg Price/Unit	<b>589,790</b>	<b>633,428</b>	<b>6- %</b>	<b>595,772</b>	<b>531,141</b>	<b>12 %</b>
Active Listings	<b>133</b>	<b>131</b>	<b>1 %</b>			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>ALL</b>						
Gross Sales	<b>13,474,400</b>	<b>19,771,900</b>	<b>31- %</b>	<b>218,261,837</b>	<b>182,497,476</b>	<b>19 %</b>
Units Listed	<b>30</b>	<b>33</b>	<b>9- %</b>	<b>571</b>	<b>599</b>	<b>4- %</b>
Units Sold	<b>23</b>	<b>31</b>	<b>25- %</b>	<b>364</b>	<b>332</b>	<b>9 %</b>
Sale Success Ratio	<b>51 %</b>	<b>58 %</b>		<b>64 %</b>	<b>62 %</b>	
% Sales to Listings	<b>76 %</b>	<b>93 %</b>		<b>63 %</b>	<b>55 %</b>	
Avg Price/Unit	<b>585,843</b>	<b>637,803</b>	<b>8- %</b>	<b>599,620</b>	<b>549,691</b>	<b>9 %</b>
Active Listings	<b>138</b>	<b>158</b>	<b>12- %</b>			