

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT JUNE 30, 2012

AREA: Maple Ridge

DETACHED

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
NEW						
Gross Sales	4,533,270	5,214,499	13- %	36,140,306	38,678,844	6- %
Units Listed	31	10	210 %	168	86	95 %
Units Sold	8	10	20- %	63	67	5- %
Sale Success Ratio	25 %	66 %		43 %	69 %	
% Sales to Listings	25 %	100 %		37 %	77 %	
Avg Price/Unit	566,658	521,449	8 %	573,655	577,296	0 %
Active Listings	130	91	42 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	41,134,350	45,341,200	9- %	228,759,804	215,505,412	6 %
Units Listed	183	185	1- %	1,077	993	8 %
Units Sold	85	94	9- %	461	445	3 %
Sale Success Ratio	53 %	58 %		51 %	55 %	
% Sales to Listings	46 %	50 %		42 %	44 %	
Avg Price/Unit	483,933	482,353	0 %	496,225	484,281	2 %
Active Listings	591	552	7 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	45,667,620	50,555,699	9- %	264,900,110	254,184,256	4 %
Units Listed	214	195	9 %	1,245	1,079	15 %
Units Sold	93	104	10- %	524	512	2 %
Sale Success Ratio	48 %	58 %		50 %	56 %	
% Sales to Listings	43 %	53 %		42 %	47 %	
Avg Price/Unit	491,049	486,112	1 %	505,534	496,453	1 %
Active Listings	721	643	12 %			

ATTACHED

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
NEW						
Gross Sales	638,899	3,197,776	80- %	9,717,405	29,054,627	66- %
Units Listed	4	8	50- %	37	100	63- %
Units Sold	2	9	77- %	27	83	67- %
Sale Success Ratio	100 %	90 %		96 %	70 %	
% Sales to Listings	50 %	112 %		72 %	83 %	
Avg Price/Unit	319,449	355,308	10- %	359,903	350,055	2 %
Active Listings	31	40	22- %			



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REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT JUNE 30, 2012

AREA: Maple Ridge

ATTACHED

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	9,418,900	8,703,000	8 %	43,011,175	46,136,888	6- %
Units Listed	40	47	14- %	295	291	1 %
Units Sold	34	30	13 %	153	158	3- %
Sale Success Ratio	77 %	52 %		62 %	58 %	
% Sales to Listings	85 %	63 %		51 %	54 %	
Avg Price/Unit	277,026	290,100	4- %	281,118	292,005	3- %
Active Listings	151	133	13 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	10,057,799	11,900,776	15- %	52,728,580	75,191,515	29- %
Units Listed	44	55	20- %	332	391	15- %
Units Sold	36	39	7- %	180	241	25- %
Sale Success Ratio	78 %	58 %		66 %	62 %	
% Sales to Listings	81 %	70 %		54 %	61 %	
Avg Price/Unit	279,383	305,148	8- %	292,936	311,997	6- %
Active Listings	182	173	5 %			

APARTMENTS

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
NEW						
Gross Sales	0	1,178,700	100- %	1,434,240	7,069,827	79- %
Units Listed	3	1	200 %	4	19	78- %
Units Sold	0	6	100- %	6	27	77- %
Sale Success Ratio	0 %	100 %		42 %	93 %	
% Sales to Listings	0 %	600 %		150 %	142 %	
Avg Price/Unit	0	196,450	100- %	239,040	261,845	8- %
Active Listings	3	25	88- %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	3,299,950	3,935,400	16- %	15,707,566	16,113,131	2- %
Units Listed	28	38	26- %	223	224	0 %
Units Sold	17	20	15- %	84	86	2- %
Sale Success Ratio	56 %	51 %		39 %	45 %	
% Sales to Listings	60 %	52 %		37 %	38 %	
Avg Price/Unit	194,114	196,770	1- %	186,994	187,361	0 %
Active Listings	149	169	11- %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	3,299,950	5,114,100	35- %	17,141,806	23,182,958	26- %
Units Listed	31	39	20- %	227	243	6- %
Units Sold	17	26	34- %	90	113	20- %
Sale Success Ratio	56 %	57 %		39 %	52 %	
% Sales to Listings	54 %	66 %		39 %	46 %	
Avg Price/Unit	194,114	196,696	1- %	190,464	205,158	7- %
Active Listings	152	194	21- %			

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT JUNE 30, 2012

AREA: Maple Ridge

DET/ATT/APT SUB-TOTALS

NEW	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	5,172,169	9,590,975	46- %	47,291,951	74,803,298	36- %
Units Listed	38	19	100 %	209	205	1 %
Units Sold	10	25	60- %	96	177	45- %
Sale Success Ratio	30 %	80 %		51 %	73 %	
% Sales to Listings	26 %	131 %		45 %	86 %	
Avg Price/Unit	517,216	383,639	34 %	492,624	422,617	16 %
Active Listings	164	156	5 %			

RESALE	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	53,853,200	57,979,600	7- %	287,478,545	277,755,431	3 %
Units Listed	251	270	7- %	1,595	1,508	5 %
Units Sold	136	144	5- %	698	689	1 %
Sale Success Ratio	58 %	55 %		51 %	54 %	
% Sales to Listings	54 %	53 %		43 %	45 %	
Avg Price/Unit	395,979	402,636	1- %	411,860	403,128	2 %
Active Listings	891	854	4 %			

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	59,025,369	67,570,575	12- %	334,770,496	352,558,729	5- %
Units Listed	289	289	0 %	1,804	1,713	5 %
Units Sold	146	169	13- %	794	866	8- %
Sale Success Ratio	54 %	58 %		51 %	57 %	
% Sales to Listings	50 %	58 %		44 %	50 %	
Avg Price/Unit	404,283	399,825	1 %	421,625	407,111	3 %
Active Listings	1,055	1,010	4 %			

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 JUNE 30, 2012

AREA: Maple Ridge

MULTI FAMILY REVENUE

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	747,500	0	0 %	747,500	640,000	16 %
Units Listed	2	1	100 %	7	2	250 %
Units Sold	1	0	0 %	1	1	0 %
Sale Success Ratio	100 %	0 %		33 %	50 %	
% Sales to Listings	50 %	0 %		14 %	50 %	
Avg Price/Unit	747,500	0	0 %	747,500	640,000	16 %
Active Listings	7	2	250 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	747,500	0	0 %	747,500	640,000	16 %
Units Listed	2	1	100 %	7	2	250 %
Units Sold	1	0	0 %	1	1	0 %
Sale Success Ratio	100 %	0 %		33 %	50 %	
% Sales to Listings	50 %	0 %		14 %	50 %	
Avg Price/Unit	747,500	0	0 %	747,500	640,000	16 %
Active Listings	7	2	250 %			

LAND ONLY

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	0	2,537,500	100- %	7,784,500	12,599,100	38- %
Units Listed	6	9	33- %	79	92	14- %
Units Sold	0	10	100- %	20	40	50- %
Sale Success Ratio	0 %	83 %		34 %	70 %	
% Sales to Listings	0 %	111 %		25 %	43 %	
Avg Price/Unit	0	253,750	100- %	389,225	314,977	23 %
Active Listings	81	69	17 %			

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT JUNE 30, 2012

AREA: Maple Ridge

RES SUB-TOTAL

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
NEW						
Gross Sales	5,172,169	9,590,975	46- %	47,291,951	74,803,298	36- %
Units Listed	38	19	100 %	209	205	1 %
Units Sold	10	25	60- %	96	177	45- %
Sale Success Ratio	30 %	80 %		51 %	73 %	
% Sales to Listings	26 %	131 %		45 %	86 %	
Avg Price/Unit	517,216	383,639	34 %	492,624	422,617	16 %
Active Listings	164	156	5 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	54,600,700	60,517,100	9- %	296,010,545	290,994,531	1 %
Units Listed	259	280	7- %	1,681	1,602	4 %
Units Sold	137	154	11- %	719	730	1- %
Sale Success Ratio	57 %	57 %		51 %	55 %	
% Sales to Listings	52 %	55 %		42 %	45 %	
Avg Price/Unit	398,545	392,968	1 %	411,697	398,622	3 %
Active Listings	979	925	5 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	59,772,869	70,108,075	14- %	343,302,496	365,797,829	6- %
Units Listed	297	299	0 %	1,890	1,807	4 %
Units Sold	147	179	17- %	815	907	10- %
Sale Success Ratio	53 %	59 %		51 %	58 %	
% Sales to Listings	49 %	59 %		43 %	50 %	
Avg Price/Unit	406,618	391,665	3 %	421,230	403,305	4 %
Active Listings	1,143	1,081	5 %			

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 JUNE 30, 2012

AREA: Maple Ridge

IC&I - BUSINESS

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	0	15,000	100- %	531,000	164,000	223 %
Units Listed	5	6	16- %	26	24	8 %
Units Sold	0	1	100- %	5	4	25 %
Sale Success Ratio	0 %	16 %		20 %	16 %	
% Sales to Listings	0 %	16 %		19 %	16 %	
Avg Price/Unit	0	15,000	100- %	106,200	41,000	159 %
Active Listings	27	24	12 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	0	15,000	100- %	531,000	164,000	223 %
Units Listed	5	6	16- %	26	24	8 %
Units Sold	0	1	100- %	5	4	25 %
Sale Success Ratio	0 %	16 %		20 %	16 %	
% Sales to Listings	0 %	16 %		19 %	16 %	
Avg Price/Unit	0	15,000	100- %	106,200	41,000	159 %
Active Listings	27	24	12 %			

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 %	2	3	33- %
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	5	3	66 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	1,420,000	234,000	506 %	8,333,500	3,348,900	148 %
Units Listed	3	7	57- %	24	23	4 %
Units Sold	3	1	200 %	11	4	175 %
Sale Success Ratio	75 %	20 %		37 %	16 %	
% Sales to Listings	100 %	14 %		45 %	17 %	
Avg Price/Unit	473,333	234,000	102 %	757,590	837,225	9- %
Active Listings	20	26	23- %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	1,420,000	234,000	506 %	8,333,500	3,348,900	148 %
Units Listed	3	7	57- %	26	26	0 %
Units Sold	3	1	200 %	11	4	175 %
Sale Success Ratio	75 %	12 %		34 %	12 %	
% Sales to Listings	100 %	14 %		42 %	15 %	
Avg Price/Unit	473,333	234,000	102 %	757,590	837,225	9- %
Active Listings	25	29	13- %			

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT JUNE 30, 2012

AREA: Maple Ridge

IC&I - MULTI FAMILY

	-----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 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
RESALE						
Gross Sales	0	0	0 %	0	1,237,500	100- %
Units Listed	0	0	0 %	3	3	0 %
Units Sold	0	0	0 %	0	1	100- %
Sale Success Ratio	0 %	0 %		0 %	50 %	
% Sales to Listings	0 %	0 %		0 %	33 %	
Avg Price/Unit	0	0	0 %	0	1,237,500	100- %
Active Listings	3	2	50 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ALL						
Gross Sales	0	0	0 %	0	1,237,500	100- %
Units Listed	0	0	0 %	3	3	0 %
Units Sold	0	0	0 %	0	1	100- %
Sale Success Ratio	0 %	0 %		0 %	50 %	
% Sales to Listings	0 %	0 %		0 %	33 %	
Avg Price/Unit	0	0	0 %	0	1,237,500	100- %
Active Listings	3	2	50 %			

IC&I - LAND & FARMS

	-----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 JUNE 30, 2012

AREA: Maple Ridge

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	1,025,000	100- %	1,450,000	1,170,000	23 %
Units Listed	1	0	0 %	12	13	7- %
Units Sold	0	1	100- %	1	2	50- %
Sale Success Ratio	0 %	50 %		11 %	20 %	
% Sales to Listings	0 %	0 %		8 %	15 %	
Avg Price/Unit	0	1,025,000	100- %	1,450,000	585,000	147 %
Active Listings	9	12	25- %			

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

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

ALL	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	0	1,025,000	100- %	1,450,000	1,170,000	23 %
Units Listed	1	0	0 %	12	13	7- %
Units Sold	0	1	100- %	1	2	50- %
Sale Success Ratio	0 %	50 %		11 %	20 %	
% Sales to Listings	0 %	0 %		8 %	15 %	
Avg Price/Unit	0	1,025,000	100- %	1,450,000	585,000	147 %
Active Listings	9	12	25- %			

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 %	2	3	33- %
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	5	3	66 %			

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

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

RESALE	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	1,420,000	1,274,000	11 %	10,314,500	5,920,400	74 %
Units Listed	9	13	30- %	65	63	3 %
Units Sold	3	3	0 %	17	11	54 %
Sale Success Ratio	27 %	21 %		26 %	18 %	
% Sales to Listings	33 %	23 %		26 %	17 %	
Avg Price/Unit	473,333	424,666	11 %	606,735	538,218	12 %
Active Listings	59	64	7- %			

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

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

ALL	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	1,420,000	1,274,000	11 %	10,314,500	5,920,400	74 %
Units Listed	9	13	30- %	67	66	1 %
Units Sold	3	3	0 %	17	11	54 %
Sale Success Ratio	27 %	17 %		25 %	15 %	
% Sales to Listings	33 %	23 %		25 %	16 %	
Avg Price/Unit	473,333	424,666	11 %	606,735	538,218	12 %
Active Listings	64	67	4- %			

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT JUNE 30, 2012

AREA: Maple Ridge

TOTAL

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
NEW	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	5,172,169	9,590,975	46- %	47,291,951	74,803,298	36- %
Units Listed	38	19	100 %	211	208	1 %
Units Sold	10	25	60- %	96	177	45- %
Sale Success Ratio	30 %	73 %		50 %	70 %	
% Sales to Listings	26 %	131 %		45 %	85 %	
Avg Price/Unit	517,216	383,639	34 %	492,624	422,617	16 %
Active Listings	169	159	6 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
RESALE	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	56,020,700	61,791,100	9- %	306,325,045	296,914,931	3 %
Units Listed	268	293	8- %	1,746	1,665	4 %
Units Sold	140	157	10- %	736	741	0 %
Sale Success Ratio	55 %	55 %		49 %	53 %	
% Sales to Listings	52 %	53 %		42 %	44 %	
Avg Price/Unit	400,147	393,573	1 %	416,202	400,694	3 %
Active Listings	1,038	989	4 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
ALL	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	61,192,869	71,382,075	14- %	353,616,996	371,718,229	4- %
Units Listed	306	312	1- %	1,957	1,873	4 %
Units Sold	150	182	17- %	832	918	9- %
Sale Success Ratio	52 %	57 %		50 %	56 %	
% Sales to Listings	49 %	58 %		42 %	49 %	
Avg Price/Unit	407,952	392,209	4 %	425,020	404,921	4 %
Active Listings	1,207	1,148	5 %			