

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT NOVEMBER 30, 2011

AREA: Tsawwassen

DETACHED

| | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|-----------|----------|------------------------|-----------|----------|
| NEW | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Gross Sales | 0 | 0 | 0 % | 1,015,000 | 855,000 | 18 % |
| Units Listed | 1 | 0 | 0 % | 6 | 6 | 0 % |
| Units Sold | 0 | 0 | 0 % | 1 | 1 | 0 % |
| Sale Success Ratio | 0 % | 0 % | | 14 % | 16 % | |
| % Sales to Listings | 0 % | 0 % | | 16 % | 16 % | |
| Avg Price/Unit | 0 | 0 | 0 % | 1,015,000 | 855,000 | 18 % |
| Active Listings | 3 | 3 | 0 % | | | |

| | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|------------|----------|------------------------|-------------|----------|
| RESALE | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Gross Sales | 10,230,500 | 16,395,500 | 37- % | 249,502,263 | 179,030,800 | 39 % |
| Units Listed | 12 | 25 | 52- % | 481 | 454 | 5 % |
| Units Sold | 13 | 23 | 43- % | 329 | 252 | 30 % |
| Sale Success Ratio | 41 % | 51 % | | 70 % | 60 % | |
| % Sales to Listings | 108 % | 92 % | | 68 % | 55 % | |
| Avg Price/Unit | 786,961 | 712,847 | 10 % | 758,365 | 710,439 | 6 % |
| Active Listings | 98 | 108 | 9- % | | | |

| | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|------------|----------|------------------------|-------------|----------|
| ALL | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Gross Sales | 10,230,500 | 16,395,500 | 37- % | 250,517,263 | 179,885,800 | 39 % |
| Units Listed | 13 | 25 | 48- % | 487 | 460 | 5 % |
| Units Sold | 13 | 23 | 43- % | 330 | 253 | 30 % |
| Sale Success Ratio | 40 % | 50 % | | 69 % | 59 % | |
| % Sales to Listings | 100 % | 92 % | | 67 % | 55 % | |
| Avg Price/Unit | 786,961 | 712,847 | 10 % | 759,143 | 711,011 | 6 % |
| Active Listings | 101 | 111 | 9- % | | | |

ATTACHED

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

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT NOVEMBER 30, 2011

AREA: Tsawwassen

ATTACHED

| | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|-----------|----------|------------------------|------------|----------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| RESALE | | | | | | |
| Gross Sales | 0 | 508,000 | 100- % | 9,511,500 | 11,578,400 | 17- % |
| Units Listed | 1 | 2 | 50- % | 40 | 46 | 13- % |
| Units Sold | 0 | 1 | 100- % | 18 | 25 | 28- % |
| Sale Success Ratio | 0 % | 33 % | | 47 % | 64 % | |
| % Sales to Listings | 0 % | 50 % | | 45 % | 54 % | |
| Avg Price/Unit | 0 | 508,000 | 100- % | 528,416 | 463,136 | 14 % |
| Active Listings | 11 | 10 | 10 % | | | |

| | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|-----------|----------|------------------------|------------|----------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| ALL | | | | | | |
| Gross Sales | 0 | 508,000 | 100- % | 9,511,500 | 11,578,400 | 17- % |
| Units Listed | 1 | 2 | 50- % | 41 | 47 | 12- % |
| Units Sold | 0 | 1 | 100- % | 18 | 25 | 28- % |
| Sale Success Ratio | 0 % | 33 % | | 46 % | 62 % | |
| % Sales to Listings | 0 % | 50 % | | 43 % | 53 % | |
| Avg Price/Unit | 0 | 508,000 | 100- % | 528,416 | 463,136 | 14 % |
| Active Listings | 11 | 10 | 10 % | | | |

APARTMENTS

| | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|-----------|----------|------------------------|-----------|----------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| NEW | | | | | | |
| Gross Sales | 0 | 0 | 0 % | 3,922,500 | 2,021,700 | 94 % |
| Units Listed | 2 | 0 | 0 % | 21 | 16 | 31 % |
| Units Sold | 0 | 0 | 0 % | 7 | 7 | 0 % |
| Sale Success Ratio | 0 % | 0 % | | 31 % | 175 % | |
| % Sales to Listings | 0 % | 0 % | | 33 % | 43 % | |
| Avg Price/Unit | 0 | 0 | 0 % | 560,357 | 288,814 | 94 % |
| Active Listings | 8 | 9 | 11- % | | | |

| | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|-----------|----------|------------------------|------------|----------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| RESALE | | | | | | |
| Gross Sales | 1,603,000 | 3,051,500 | 47- % | 30,831,000 | 33,425,800 | 7- % |
| Units Listed | 8 | 7 | 14 % | 141 | 149 | 5- % |
| Units Sold | 5 | 9 | 44- % | 84 | 93 | 9- % |
| Sale Success Ratio | 50 % | 64 % | | 65 % | 69 % | |
| % Sales to Listings | 62 % | 128 % | | 59 % | 62 % | |
| Avg Price/Unit | 320,600 | 339,055 | 5- % | 367,035 | 359,417 | 2 % |
| Active Listings | 43 | 40 | 7 % | | | |

| | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|-----------|----------|------------------------|------------|----------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| ALL | | | | | | |
| Gross Sales | 1,603,000 | 3,051,500 | 47- % | 34,753,500 | 35,447,500 | 1- % |
| Units Listed | 10 | 7 | 42 % | 162 | 165 | 1- % |
| Units Sold | 5 | 9 | 44- % | 91 | 100 | 9- % |
| Sale Success Ratio | 41 % | 64 % | | 60 % | 72 % | |
| % Sales to Listings | 50 % | 128 % | | 56 % | 60 % | |
| Avg Price/Unit | 320,600 | 339,055 | 5- % | 381,906 | 354,475 | 7 % |
| Active Listings | 51 | 49 | 4 % | | | |

SALES SUMMARY AS AT NOVEMBER 30, 2011

AREA: Tsawwassen

DET/ATT/APT SUB-TOTALS

| NEW | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|-----------|----------|------------------------|-----------|----------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Gross Sales | 0 | 0 | 0 % | 4,937,500 | 2,876,700 | 71 % |
| Units Listed | 3 | 0 | 0 % | 28 | 23 | 21 % |
| Units Sold | 0 | 0 | 0 % | 8 | 8 | 0 % |
| Sale Success Ratio | 0 % | 0 % | | 26 % | 72 % | |
| % Sales to Listings | 0 % | 0 % | | 28 % | 34 % | |
| Avg Price/Unit | 0 | 0 | 0 % | 617,187 | 359,587 | 71 % |
| Active Listings | 11 | 12 | 8- % | | | |

| RESALE | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|------------|----------|------------------------|-------------|----------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Gross Sales | 11,833,500 | 19,955,000 | 40- % | 289,844,763 | 224,035,000 | 29 % |
| Units Listed | 21 | 34 | 38- % | 662 | 649 | 2 % |
| Units Sold | 18 | 33 | 45- % | 431 | 370 | 16 % |
| Sale Success Ratio | 43 % | 53 % | | 67 % | 62 % | |
| % Sales to Listings | 85 % | 97 % | | 65 % | 57 % | |
| Avg Price/Unit | 657,416 | 604,696 | 8 % | 672,493 | 605,500 | 11 % |
| Active Listings | 152 | 158 | 3- % | | | |

| ALL | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|------------|----------|------------------------|-------------|----------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Gross Sales | 11,833,500 | 19,955,000 | 40- % | 294,782,263 | 226,911,700 | 29 % |
| Units Listed | 24 | 34 | 29- % | 690 | 672 | 2 % |
| Units Sold | 18 | 33 | 45- % | 439 | 378 | 16 % |
| Sale Success Ratio | 40 % | 52 % | | 66 % | 63 % | |
| % Sales to Listings | 75 % | 97 % | | 63 % | 56 % | |
| Avg Price/Unit | 657,416 | 604,696 | 8 % | 671,485 | 600,295 | 11 % |
| Active Listings | 163 | 170 | 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 NOVEMBER 30, 2011

AREA: Tsawwassen

MULTI FAMILY REVENUE

| 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 % | 2 | 1 | 100 % |
| Units Sold | 0 | 0 | 0 % | 0 | 0 | 0 % |
| Sale Success Ratio | 0 % | 0 % | | 0 % | 0 % | |
| % Sales to Listings | 0 % | 0 % | | 0 % | 0 % | |
| Avg Price/Unit | 0 | 0 | 0 % | 0 | 0 | 0 % |
| Active Listings | 0 | 1 | 100- % | | | |

| 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 % | 2 | 1 | 100 % |
| Units Sold | 0 | 0 | 0 % | 0 | 0 | 0 % |
| Sale Success Ratio | 0 % | 0 % | | 0 % | 0 % | |
| % Sales to Listings | 0 % | 0 % | | 0 % | 0 % | |
| Avg Price/Unit | 0 | 0 | 0 % | 0 | 0 | 0 % |
| Active Listings | 0 | 1 | 100- % | | | |

LAND ONLY

| ALL | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|-----------|----------|------------------------|-----------|----------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Gross Sales | 0 | 725,000 | 100- % | 960,000 | 1,192,026 | 19- % |
| Units Listed | 0 | 0 | 0 % | 6 | 11 | 45- % |
| Units Sold | 0 | 1 | 100- % | 3 | 2 | 50 % |
| Sale Success Ratio | 0 % | 100 % | | 25 % | 28 % | |
| % Sales to Listings | 0 % | 0 % | | 50 % | 18 % | |
| Avg Price/Unit | 0 | 725,000 | 100- % | 320,000 | 596,013 | 46- % |
| Active Listings | 2 | 7 | 71- % | | | |

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT NOVEMBER 30, 2011

AREA: Tsawwassen

RES SUB-TOTAL

| NEW | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|-----------|----------|------------------------|-----------|----------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Gross Sales | 0 | 0 | 0 % | 4,937,500 | 2,876,700 | 71 % |
| Units Listed | 3 | 0 | 0 % | 28 | 23 | 21 % |
| Units Sold | 0 | 0 | 0 % | 8 | 8 | 0 % |
| Sale Success Ratio | 0 % | 0 % | | 26 % | 72 % | |
| % Sales to Listings | 0 % | 0 % | | 28 % | 34 % | |
| Avg Price/Unit | 0 | 0 | 0 % | 617,187 | 359,587 | 71 % |
| Active Listings | 11 | 12 | 8- % | | | |

| RESALE | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|------------|----------|------------------------|-------------|----------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Gross Sales | 11,833,500 | 20,680,000 | 42- % | 290,804,763 | 225,227,026 | 29 % |
| Units Listed | 21 | 34 | 38- % | 670 | 661 | 1 % |
| Units Sold | 18 | 34 | 47- % | 434 | 372 | 16 % |
| Sale Success Ratio | 42 % | 53 % | | 66 % | 62 % | |
| % Sales to Listings | 85 % | 100 % | | 64 % | 56 % | |
| Avg Price/Unit | 657,416 | 608,235 | 8 % | 670,057 | 605,448 | 10 % |
| Active Listings | 154 | 166 | 7- % | | | |

| ALL | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|------------|----------|------------------------|-------------|----------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Gross Sales | 11,833,500 | 20,680,000 | 42- % | 295,742,263 | 228,103,726 | 29 % |
| Units Listed | 24 | 34 | 29- % | 698 | 684 | 2 % |
| Units Sold | 18 | 34 | 47- % | 442 | 380 | 16 % |
| Sale Success Ratio | 40 % | 53 % | | 65 % | 62 % | |
| % Sales to Listings | 75 % | 100 % | | 63 % | 55 % | |
| Avg Price/Unit | 657,416 | 608,235 | 8 % | 669,100 | 600,272 | 11 % |
| Active Listings | 165 | 178 | 7- % | | | |

IC&I - BUSINESS

| 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 % | | | |

SALES SUMMARY AS AT NOVEMBER 30, 2011

AREA: Tsawwassen

IC&I - BUSINESS

| | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|-----------|----------|------------------------|-----------|----------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| RESALE | | | | | | |
| Gross Sales | 0 | 0 | 0 % | 78,000 | 255,000 | 69- % |
| Units Listed | 0 | 0 | 0 % | 6 | 6 | 0 % |
| Units Sold | 0 | 0 | 0 % | 1 | 3 | 66- % |
| Sale Success Ratio | 0 % | 0 % | | 20 % | 33 % | |
| % Sales to Listings | 0 % | 0 % | | 16 % | 50 % | |
| Avg Price/Unit | 0 | 0 | 0 % | 78,000 | 85,000 | 8- % |
| Active Listings | 2 | 1 | 100 % | | | |

| | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|-----------|----------|------------------------|-----------|----------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| ALL | | | | | | |
| Gross Sales | 0 | 0 | 0 % | 78,000 | 255,000 | 69- % |
| Units Listed | 0 | 0 | 0 % | 6 | 6 | 0 % |
| Units Sold | 0 | 0 | 0 % | 1 | 3 | 66- % |
| Sale Success Ratio | 0 % | 0 % | | 20 % | 33 % | |
| % Sales to Listings | 0 % | 0 % | | 16 % | 50 % | |
| Avg Price/Unit | 0 | 0 | 0 % | 78,000 | 85,000 | 8- % |
| Active Listings | 2 | 1 | 100 % | | | |

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 % | 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 | 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 % | | | |

SALES SUMMARY AS AT NOVEMBER 30, 2011

AREA: Tsawwassen

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 % | | | |

SALES SUMMARY AS AT NOVEMBER 30, 2011

AREA: Tsawwassen

IC&I - LAND & FARMS

| | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|------------|---------------|------------------------|------------|------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| RESALE | | | | | | |
| Gross Sales | 3,100,000 | 0 | 0 % | 3,100,000 | 0 | 0 % |
| Units Listed | 0 | 0 | 0 % | 1 | 1 | 0 % |
| Units Sold | 1 | 0 | 0 % | 1 | 0 | 0 % |
| Sale Success Ratio | 100 % | 0 % | | 50 % | 0 % | |
| % Sales to Listings | 0 % | 0 % | | 100 % | 0 % | |
| Avg Price/Unit | 3,100,000 | 0 | 0 % | 3,100,000 | 0 | 0 % |
| Active Listings | 0 | 1 | 100- % | | | |

| | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|------------|---------------|------------------------|------------|------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| ALL | | | | | | |
| Gross Sales | 3,100,000 | 0 | 0 % | 3,100,000 | 0 | 0 % |
| Units Listed | 0 | 0 | 0 % | 1 | 1 | 0 % |
| Units Sold | 1 | 0 | 0 % | 1 | 0 | 0 % |
| Sale Success Ratio | 100 % | 0 % | | 50 % | 0 % | |
| % Sales to Listings | 0 % | 0 % | | 100 % | 0 % | |
| Avg Price/Unit | 3,100,000 | 0 | 0 % | 3,100,000 | 0 | 0 % |
| Active Listings | 0 | 1 | 100- % | | | |

ICI SUB-TOTAL

| | -----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 | 3,100,000 | 0 | 0 % | 3,178,000 | 255,000 | 1,146 % |
| Units Listed | 0 | 0 | 0 % | 7 | 7 | 0 % |
| Units Sold | 1 | 0 | 0 % | 2 | 3 | 33- % |
| Sale Success Ratio | 100 % | 0 % | | 28 % | 30 % | |
| % Sales to Listings | 0 % | 0 % | | 28 % | 42 % | |
| Avg Price/Unit | 3,100,000 | 0 | 0 % | 1,589,000 | 85,000 | 1,769 % |
| Active Listings | 2 | 2 | 0 % | | | |

| | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|------------|------------|------------------------|----------------|----------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| ALL | | | | | | |
| Gross Sales | 3,100,000 | 0 | 0 % | 3,178,000 | 255,000 | 1,146 % |
| Units Listed | 0 | 0 | 0 % | 7 | 7 | 0 % |
| Units Sold | 1 | 0 | 0 % | 2 | 3 | 33- % |
| Sale Success Ratio | 100 % | 0 % | | 28 % | 30 % | |
| % Sales to Listings | 0 % | 0 % | | 28 % | 42 % | |
| Avg Price/Unit | 3,100,000 | 0 | 0 % | 1,589,000 | 85,000 | 1,769 % |
| Active Listings | 2 | 2 | 0 % | | | |

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT NOVEMBER 30, 2011

AREA: Tsawwassen

TOTAL

| | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|------------|-------------|------------------------|------------------|-------------|
| NEW | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Gross Sales | 0 | 0 | 0 % | 4,937,500 | 2,876,700 | 71 % |
| Units Listed | 3 | 0 | 0 % | 28 | 23 | 21 % |
| Units Sold | 0 | 0 | 0 % | 8 | 8 | 0 % |
| Sale Success Ratio | 0 % | 0 % | | 26 % | 72 % | |
| % Sales to Listings | 0 % | 0 % | | 28 % | 34 % | |
| Avg Price/Unit | 0 | 0 | 0 % | 617,187 | 359,587 | 71 % |
| Active Listings | 11 | 12 | 8- % | | | |

| | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|-------------------|--------------|------------------------|--------------------|-------------|
| RESALE | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Gross Sales | 14,933,500 | 20,680,000 | 27- % | 293,982,763 | 225,482,026 | 30 % |
| Units Listed | 21 | 34 | 38- % | 677 | 668 | 1 % |
| Units Sold | 19 | 34 | 44- % | 436 | 375 | 16 % |
| Sale Success Ratio | 44 % | 53 % | | 66 % | 61 % | |
| % Sales to Listings | 90 % | 100 % | | 64 % | 56 % | |
| Avg Price/Unit | 785,973 | 608,235 | 29 % | 674,272 | 601,285 | 12 % |
| Active Listings | 156 | 168 | 7- % | | | |

| | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|-------------------|--------------|------------------------|--------------------|-------------|
| ALL | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Gross Sales | 14,933,500 | 20,680,000 | 27- % | 298,920,263 | 228,358,726 | 30 % |
| Units Listed | 24 | 34 | 29- % | 705 | 691 | 2 % |
| Units Sold | 19 | 34 | 44- % | 444 | 383 | 15 % |
| Sale Success Ratio | 41 % | 52 % | | 64 % | 62 % | |
| % Sales to Listings | 79 % | 100 % | | 62 % | 55 % | |
| Avg Price/Unit | 785,973 | 608,235 | 29 % | 673,243 | 596,236 | 12 % |
| Active Listings | 167 | 180 | 7- % | | | |