

## REAL ESTATE BOARD OF GREATER VANCOUVER

## SALES SUMMARY AS AT SEPTEMBER 30, 2013

## AREA: Richmond

## DETACHED

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>NEW</b>						
Gross Sales	<b>14,884,965</b>	<b>13,278,000</b>	<b>12 %</b>	<b>128,130,207</b>	<b>99,678,383</b>	<b>28 %</b>
Units Listed	<b>33</b>	<b>30</b>	<b>10 %</b>	<b>220</b>	<b>262</b>	<b>16- %</b>
Units Sold	<b>9</b>	<b>8</b>	<b>12 %</b>	<b>77</b>	<b>64</b>	<b>20 %</b>
Sale Success Ratio	<b>36 %</b>	<b>32 %</b>		<b>34 %</b>	<b>29 %</b>	
% Sales to Listings	<b>27 %</b>	<b>26 %</b>		<b>35 %</b>	<b>24 %</b>	
Avg Price/Unit	<b>1,653,885</b>	<b>1,659,750</b>	<b>0 %</b>	<b>1,664,028</b>	<b>1,557,474</b>	<b>6 %</b>
Active Listings	<b>109</b>	<b>119</b>	<b>8- %</b>			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>RESALE</b>						
Gross Sales	<b>128,010,688</b>	<b>47,772,600</b>	<b>167 %</b>	<b>966,992,471</b>	<b>773,468,235</b>	<b>25 %</b>
Units Listed	<b>232</b>	<b>218</b>	<b>6 %</b>	<b>2,230</b>	<b>2,641</b>	<b>15- %</b>
Units Sold	<b>118</b>	<b>46</b>	<b>156 %</b>	<b>924</b>	<b>713</b>	<b>29 %</b>
Sale Success Ratio	<b>48 %</b>	<b>20 %</b>		<b>44 %</b>	<b>32 %</b>	
% Sales to Listings	<b>50 %</b>	<b>21 %</b>		<b>41 %</b>	<b>26 %</b>	
Avg Price/Unit	<b>1,084,836</b>	<b>1,038,534</b>	<b>4 %</b>	<b>1,046,528</b>	<b>1,084,808</b>	<b>3- %</b>
Active Listings	<b>860</b>	<b>1,037</b>	<b>17- %</b>			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>ALL</b>						
Gross Sales	<b>142,895,653</b>	<b>61,050,600</b>	<b>134 %</b>	<b>1,095,122,678</b>	<b>873,146,618</b>	<b>25 %</b>
Units Listed	<b>265</b>	<b>248</b>	<b>6 %</b>	<b>2,450</b>	<b>2,903</b>	<b>15- %</b>
Units Sold	<b>127</b>	<b>54</b>	<b>135 %</b>	<b>1,001</b>	<b>777</b>	<b>28 %</b>
Sale Success Ratio	<b>47 %</b>	<b>21 %</b>		<b>43 %</b>	<b>32 %</b>	
% Sales to Listings	<b>47 %</b>	<b>21 %</b>		<b>40 %</b>	<b>26 %</b>	
Avg Price/Unit	<b>1,125,162</b>	<b>1,130,566</b>	<b>0 %</b>	<b>1,094,028</b>	<b>1,123,740</b>	<b>2- %</b>
Active Listings	<b>969</b>	<b>1,156</b>	<b>16- %</b>			

## ATTACHED

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>NEW</b>						
Gross Sales	<b>5,669,448</b>	<b>3,677,400</b>	<b>54 %</b>	<b>54,079,204</b>	<b>51,241,700</b>	<b>5 %</b>
Units Listed	<b>23</b>	<b>22</b>	<b>4 %</b>	<b>169</b>	<b>144</b>	<b>17 %</b>
Units Sold	<b>9</b>	<b>6</b>	<b>50 %</b>	<b>92</b>	<b>87</b>	<b>5 %</b>
Sale Success Ratio	<b>52 %</b>	<b>35 %</b>		<b>65 %</b>	<b>56 %</b>	
% Sales to Listings	<b>39 %</b>	<b>27 %</b>		<b>54 %</b>	<b>60 %</b>	
Avg Price/Unit	<b>629,938</b>	<b>612,900</b>	<b>2 %</b>	<b>587,817</b>	<b>588,985</b>	<b>0 %</b>
Active Listings	<b>70</b>	<b>48</b>	<b>45 %</b>			

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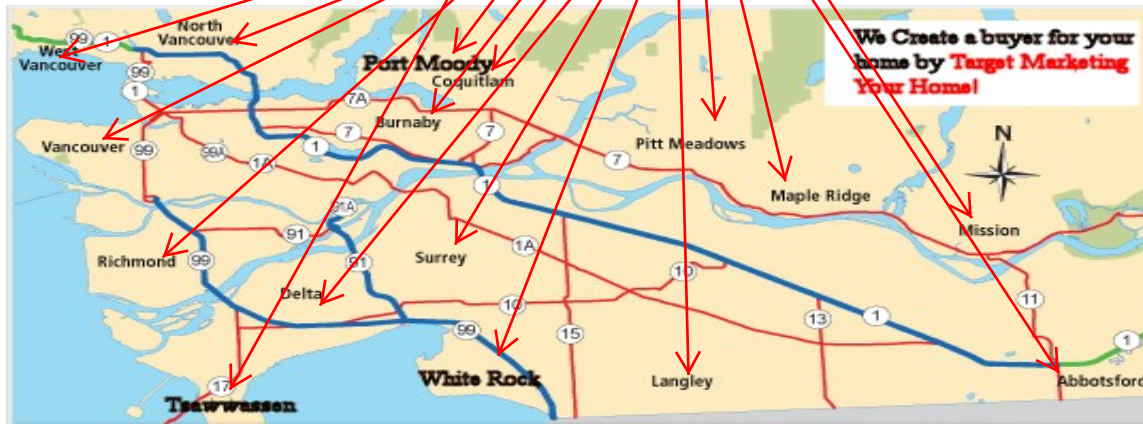
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## REAL ESTATE BOARD OF GREATER VANCOUVER

## SALES SUMMARY AS AT SEPTEMBER 30, 2013

## AREA: Richmond

## ATTACHED

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>RESALE</b>						
Gross Sales	<b>30,771,020</b>	<b>20,271,200</b>	<b>51 %</b>	<b>302,080,667</b>	<b>256,192,155</b>	<b>17 %</b>
Units Listed	<b>126</b>	<b>130</b>	<b>3- %</b>	<b>1,116</b>	<b>1,274</b>	<b>12- %</b>
Units Sold	<b>60</b>	<b>40</b>	<b>50 %</b>	<b>602</b>	<b>494</b>	<b>21 %</b>
Sale Success Ratio	<b>53 %</b>	<b>32 %</b>		<b>56 %</b>	<b>45 %</b>	
% Sales to Listings	<b>47 %</b>	<b>30 %</b>		<b>53 %</b>	<b>38 %</b>	
Avg Price/Unit	<b>512,850</b>	<b>506,780</b>	<b>1 %</b>	<b>501,795</b>	<b>518,607</b>	<b>3- %</b>
Active Listings	<b>378</b>	<b>469</b>	<b>19- %</b>			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>ALL</b>						
Gross Sales	<b>36,440,468</b>	<b>23,948,600</b>	<b>52 %</b>	<b>356,159,871</b>	<b>307,433,855</b>	<b>15 %</b>
Units Listed	<b>149</b>	<b>152</b>	<b>1- %</b>	<b>1,285</b>	<b>1,418</b>	<b>9- %</b>
Units Sold	<b>69</b>	<b>46</b>	<b>50 %</b>	<b>694</b>	<b>581</b>	<b>19 %</b>
Sale Success Ratio	<b>53 %</b>	<b>32 %</b>		<b>57 %</b>	<b>46 %</b>	
% Sales to Listings	<b>46 %</b>	<b>30 %</b>		<b>54 %</b>	<b>40 %</b>	
Avg Price/Unit	<b>528,122</b>	<b>520,621</b>	<b>1 %</b>	<b>513,198</b>	<b>529,146</b>	<b>3- %</b>
Active Listings	<b>448</b>	<b>517</b>	<b>13- %</b>			

## APARTMENTS

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>NEW</b>						
Gross Sales	<b>7,675,381</b>	<b>637,600</b>	<b>1,103 %</b>	<b>62,508,433</b>	<b>30,546,600</b>	<b>104 %</b>
Units Listed	<b>35</b>	<b>14</b>	<b>150 %</b>	<b>291</b>	<b>175</b>	<b>66 %</b>
Units Sold	<b>17</b>	<b>2</b>	<b>750 %</b>	<b>142</b>	<b>81</b>	<b>75 %</b>
Sale Success Ratio	<b>62 %</b>	<b>12 %</b>		<b>48 %</b>	<b>44 %</b>	
% Sales to Listings	<b>48 %</b>	<b>14 %</b>		<b>48 %</b>	<b>46 %</b>	
Avg Price/Unit	<b>451,493</b>	<b>318,800</b>	<b>41 %</b>	<b>440,200</b>	<b>377,118</b>	<b>16 %</b>
Active Listings	<b>90</b>	<b>72</b>	<b>25 %</b>			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>RESALE</b>						
Gross Sales	<b>35,949,950</b>	<b>23,086,778</b>	<b>55 %</b>	<b>306,667,152</b>	<b>280,037,400</b>	<b>9 %</b>
Units Listed	<b>197</b>	<b>192</b>	<b>2 %</b>	<b>1,900</b>	<b>2,260</b>	<b>15- %</b>
Units Sold	<b>105</b>	<b>71</b>	<b>47 %</b>	<b>922</b>	<b>800</b>	<b>15 %</b>
Sale Success Ratio	<b>52 %</b>	<b>31 %</b>		<b>50 %</b>	<b>40 %</b>	
% Sales to Listings	<b>53 %</b>	<b>36 %</b>		<b>48 %</b>	<b>35 %</b>	
Avg Price/Unit	<b>342,380</b>	<b>325,165</b>	<b>5 %</b>	<b>332,610</b>	<b>350,046</b>	<b>4- %</b>
Active Listings	<b>733</b>	<b>887</b>	<b>17- %</b>			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>ALL</b>						
Gross Sales	<b>43,625,331</b>	<b>23,724,378</b>	<b>83 %</b>	<b>369,175,585</b>	<b>310,584,000</b>	<b>18 %</b>
Units Listed	<b>232</b>	<b>206</b>	<b>12 %</b>	<b>2,191</b>	<b>2,435</b>	<b>10- %</b>
Units Sold	<b>122</b>	<b>73</b>	<b>67 %</b>	<b>1,064</b>	<b>881</b>	<b>20 %</b>
Sale Success Ratio	<b>53 %</b>	<b>30 %</b>		<b>50 %</b>	<b>40 %</b>	
% Sales to Listings	<b>52 %</b>	<b>35 %</b>		<b>48 %</b>	<b>36 %</b>	
Avg Price/Unit	<b>357,584</b>	<b>324,991</b>	<b>10 %</b>	<b>346,969</b>	<b>352,535</b>	<b>1- %</b>
Active Listings	<b>823</b>	<b>959</b>	<b>14- %</b>			

## REAL ESTATE BOARD OF GREATER VANCOUVER

## SALES SUMMARY AS AT SEPTEMBER 30, 2013

## AREA: Richmond

## DET/ATT/APT SUB-TOTALS

NEW	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>28,229,794</b>	<b>17,593,000</b>	<b>60 %</b>	<b>244,717,844</b>	<b>181,466,683</b>	<b>34 %</b>
Units Listed	<b>91</b>	<b>66</b>	<b>37 %</b>	<b>680</b>	<b>581</b>	<b>17 %</b>
Units Sold	<b>35</b>	<b>16</b>	<b>118 %</b>	<b>311</b>	<b>232</b>	<b>34 %</b>
Sale Success Ratio	<b>50 %</b>	<b>27 %</b>		<b>47 %</b>	<b>42 %</b>	
% Sales to Listings	<b>38 %</b>	<b>24 %</b>		<b>45 %</b>	<b>39 %</b>	
Avg Price/Unit	<b>806,565</b>	<b>1,099,562</b>	<b>26- %</b>	<b>786,874</b>	<b>782,183</b>	<b>0 %</b>
Active Listings	<b>269</b>	<b>239</b>	<b>12 %</b>			

RESALE	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>194,731,658</b>	<b>91,130,578</b>	<b>113 %</b>	<b>1,575,740,290</b>	<b>1,309,697,790</b>	<b>20 %</b>
Units Listed	<b>555</b>	<b>540</b>	<b>2 %</b>	<b>5,246</b>	<b>6,175</b>	<b>15- %</b>
Units Sold	<b>283</b>	<b>157</b>	<b>80 %</b>	<b>2,448</b>	<b>2,007</b>	<b>21 %</b>
Sale Success Ratio	<b>50 %</b>	<b>27 %</b>		<b>49 %</b>	<b>38 %</b>	
% Sales to Listings	<b>50 %</b>	<b>29 %</b>		<b>46 %</b>	<b>32 %</b>	
Avg Price/Unit	<b>688,097</b>	<b>580,449</b>	<b>18 %</b>	<b>643,684</b>	<b>652,564</b>	<b>1- %</b>
Active Listings	<b>1,971</b>	<b>2,393</b>	<b>17- %</b>			

ALL	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>222,961,452</b>	<b>108,723,578</b>	<b>105 %</b>	<b>1,820,458,134</b>	<b>1,491,164,473</b>	<b>22 %</b>
Units Listed	<b>646</b>	<b>606</b>	<b>6 %</b>	<b>5,926</b>	<b>6,756</b>	<b>12- %</b>
Units Sold	<b>318</b>	<b>173</b>	<b>83 %</b>	<b>2,759</b>	<b>2,239</b>	<b>23 %</b>
Sale Success Ratio	<b>50 %</b>	<b>27 %</b>		<b>49 %</b>	<b>38 %</b>	
% Sales to Listings	<b>49 %</b>	<b>28 %</b>		<b>46 %</b>	<b>33 %</b>	
Avg Price/Unit	<b>701,136</b>	<b>628,459</b>	<b>11 %</b>	<b>659,825</b>	<b>665,995</b>	<b>0 %</b>
Active Listings	<b>2,240</b>	<b>2,632</b>	<b>14- %</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 SEPTEMBER 30, 2013

## AREA: Richmond

## MULTI FAMILY REVENUE

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>RESALE</b>						
Gross Sales	<b>2,625,000</b>	<b>0</b>	<b>0 %</b>	<b>4,590,000</b>	<b>3,533,000</b>	<b>29 %</b>
Units Listed	<b>1</b>	<b>0</b>	<b>0 %</b>	<b>13</b>	<b>15</b>	<b>13- %</b>
Units Sold	<b>2</b>	<b>0</b>	<b>0 %</b>	<b>4</b>	<b>3</b>	<b>33 %</b>
Sale Success Ratio	<b>50 %</b>	<b>0 %</b>		<b>21 %</b>	<b>25 %</b>	
% Sales to Listings	<b>200 %</b>	<b>0 %</b>		<b>30 %</b>	<b>20 %</b>	
Avg Price/Unit	<b>1,312,500</b>	<b>0</b>	<b>0 %</b>	<b>1,147,500</b>	<b>1,177,666</b>	<b>2- %</b>
Active Listings	<b>5</b>	<b>7</b>	<b>28- %</b>			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>ALL</b>						
Gross Sales	<b>2,625,000</b>	<b>0</b>	<b>0 %</b>	<b>4,590,000</b>	<b>3,533,000</b>	<b>29 %</b>
Units Listed	<b>1</b>	<b>0</b>	<b>0 %</b>	<b>13</b>	<b>15</b>	<b>13- %</b>
Units Sold	<b>2</b>	<b>0</b>	<b>0 %</b>	<b>4</b>	<b>3</b>	<b>33 %</b>
Sale Success Ratio	<b>50 %</b>	<b>0 %</b>		<b>21 %</b>	<b>25 %</b>	
% Sales to Listings	<b>200 %</b>	<b>0 %</b>		<b>30 %</b>	<b>20 %</b>	
Avg Price/Unit	<b>1,312,500</b>	<b>0</b>	<b>0 %</b>	<b>1,147,500</b>	<b>1,177,666</b>	<b>2- %</b>
Active Listings	<b>5</b>	<b>7</b>	<b>28- %</b>			

## LAND ONLY

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>ALL</b>						
Gross Sales	<b>560,000</b>	<b>0</b>	<b>0 %</b>	<b>7,888,000</b>	<b>6,328,000</b>	<b>24 %</b>
Units Listed	<b>1</b>	<b>5</b>	<b>80- %</b>	<b>43</b>	<b>61</b>	<b>29- %</b>
Units Sold	<b>1</b>	<b>0</b>	<b>0 %</b>	<b>5</b>	<b>4</b>	<b>25 %</b>
Sale Success Ratio	<b>33 %</b>	<b>0 %</b>		<b>7 %</b>	<b>10 %</b>	
% Sales to Listings	<b>100 %</b>	<b>0 %</b>		<b>11 %</b>	<b>6 %</b>	
Avg Price/Unit	<b>560,000</b>	<b>0</b>	<b>0 %</b>	<b>1,577,600</b>	<b>1,582,000</b>	<b>0 %</b>
Active Listings	<b>23</b>	<b>49</b>	<b>53- %</b>			

## REAL ESTATE BOARD OF GREATER VANCOUVER

## SALES SUMMARY AS AT SEPTEMBER 30, 2013

## AREA: Richmond

## RES SUB-TOTAL

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>NEW</b>						
Gross Sales	<b>28,229,794</b>	<b>17,593,000</b>	<b>60 %</b>	<b>244,717,844</b>	<b>181,466,683</b>	<b>34 %</b>
Units Listed	<b>91</b>	<b>66</b>	<b>37 %</b>	<b>680</b>	<b>581</b>	<b>17 %</b>
Units Sold	<b>35</b>	<b>16</b>	<b>118 %</b>	<b>311</b>	<b>232</b>	<b>34 %</b>
Sale Success Ratio	<b>50 %</b>	<b>27 %</b>		<b>47 %</b>	<b>42 %</b>	
% Sales to Listings	<b>38 %</b>	<b>24 %</b>		<b>45 %</b>	<b>39 %</b>	
Avg Price/Unit	<b>806,565</b>	<b>1,099,562</b>	<b>26- %</b>	<b>786,874</b>	<b>782,183</b>	<b>0 %</b>
Active Listings	<b>269</b>	<b>239</b>	<b>12 %</b>			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>RESALE</b>						
Gross Sales	<b>197,916,658</b>	<b>91,130,578</b>	<b>117 %</b>	<b>1,588,218,290</b>	<b>1,319,558,790</b>	<b>20 %</b>
Units Listed	<b>557</b>	<b>545</b>	<b>2 %</b>	<b>5,302</b>	<b>6,251</b>	<b>15- %</b>
Units Sold	<b>286</b>	<b>157</b>	<b>82 %</b>	<b>2,457</b>	<b>2,014</b>	<b>21 %</b>
Sale Success Ratio	<b>50 %</b>	<b>27 %</b>		<b>48 %</b>	<b>38 %</b>	
% Sales to Listings	<b>51 %</b>	<b>28 %</b>		<b>46 %</b>	<b>32 %</b>	
Avg Price/Unit	<b>692,016</b>	<b>580,449</b>	<b>19 %</b>	<b>646,405</b>	<b>655,193</b>	<b>1- %</b>
Active Listings	<b>1,999</b>	<b>2,449</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>226,146,452</b>	<b>108,723,578</b>	<b>108 %</b>	<b>1,832,936,134</b>	<b>1,501,025,473</b>	<b>22 %</b>
Units Listed	<b>648</b>	<b>611</b>	<b>6 %</b>	<b>5,982</b>	<b>6,832</b>	<b>12- %</b>
Units Sold	<b>321</b>	<b>173</b>	<b>85 %</b>	<b>2,768</b>	<b>2,246</b>	<b>23 %</b>
Sale Success Ratio	<b>50 %</b>	<b>27 %</b>		<b>48 %</b>	<b>38 %</b>	
% Sales to Listings	<b>49 %</b>	<b>28 %</b>		<b>46 %</b>	<b>32 %</b>	
Avg Price/Unit	<b>704,506</b>	<b>628,459</b>	<b>12 %</b>	<b>662,187</b>	<b>668,310</b>	<b>0 %</b>
Active Listings	<b>2,268</b>	<b>2,688</b>	<b>15- %</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 SEPTEMBER 30, 2013

## AREA: Richmond

## 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>112,500</b>	<b>233,000</b>	<b>51- %</b>	<b>2,586,300</b>	<b>1,925,600</b>	<b>34 %</b>
Units Listed	<b>14</b>	<b>10</b>	<b>40 %</b>	<b>139</b>	<b>138</b>	<b>0 %</b>
Units Sold	<b>3</b>	<b>3</b>	<b>0 %</b>	<b>23</b>	<b>27</b>	<b>14- %</b>
Sale Success Ratio	<b>25 %</b>	<b>17 %</b>		<b>16 %</b>	<b>18 %</b>	
% Sales to Listings	<b>21 %</b>	<b>30 %</b>		<b>16 %</b>	<b>19 %</b>	
Avg Price/Unit	<b>37,500</b>	<b>77,666</b>	<b>51- %</b>	<b>112,447</b>	<b>71,318</b>	<b>57 %</b>
Active Listings	<b>89</b>	<b>90</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>112,500</b>	<b>233,000</b>	<b>51- %</b>	<b>2,586,300</b>	<b>1,925,600</b>	<b>34 %</b>
Units Listed	<b>14</b>	<b>10</b>	<b>40 %</b>	<b>139</b>	<b>138</b>	<b>0 %</b>
Units Sold	<b>3</b>	<b>3</b>	<b>0 %</b>	<b>23</b>	<b>27</b>	<b>14- %</b>
Sale Success Ratio	<b>25 %</b>	<b>17 %</b>		<b>16 %</b>	<b>18 %</b>	
% Sales to Listings	<b>21 %</b>	<b>30 %</b>		<b>16 %</b>	<b>19 %</b>	
Avg Price/Unit	<b>37,500</b>	<b>77,666</b>	<b>51- %</b>	<b>112,447</b>	<b>71,318</b>	<b>57 %</b>
Active Listings	<b>89</b>	<b>90</b>	<b>1- %</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>1,120,000</b>	<b>0</b>	<b>0 %</b>	<b>8,720,000</b>	<b>2,934,800</b>	<b>197 %</b>
Units Listed	<b>16</b>	<b>2</b>	<b>700 %</b>	<b>28</b>	<b>3</b>	<b>833 %</b>
Units Sold	<b>3</b>	<b>0</b>	<b>0 %</b>	<b>4</b>	<b>6</b>	<b>33- %</b>
Sale Success Ratio	<b>100 %</b>	<b>0 %</b>		<b>66 %</b>	<b>54 %</b>	
% Sales to Listings	<b>18 %</b>	<b>0 %</b>		<b>14 %</b>	<b>200 %</b>	
Avg Price/Unit	<b>373,333</b>	<b>0</b>	<b>0 %</b>	<b>2,180,000</b>	<b>489,133</b>	<b>345 %</b>
Active Listings	<b>23</b>	<b>3</b>	<b>666 %</b>			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>RESALE</b>						
Gross Sales	<b>1,390,000</b>	<b>2,118,000</b>	<b>34- %</b>	<b>34,036,176</b>	<b>53,712,388</b>	<b>36- %</b>
Units Listed	<b>25</b>	<b>25</b>	<b>0 %</b>	<b>185</b>	<b>218</b>	<b>15- %</b>
Units Sold	<b>6</b>	<b>7</b>	<b>14- %</b>	<b>70</b>	<b>78</b>	<b>10- %</b>
Sale Success Ratio	<b>40 %</b>	<b>43 %</b>		<b>35 %</b>	<b>32 %</b>	
% Sales to Listings	<b>24 %</b>	<b>28 %</b>		<b>37 %</b>	<b>35 %</b>	
Avg Price/Unit	<b>231,666</b>	<b>302,571</b>	<b>23- %</b>	<b>486,231</b>	<b>688,620</b>	<b>29- %</b>
Active Listings	<b>135</b>	<b>149</b>	<b>9- %</b>			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>ALL</b>						
Gross Sales	<b>2,510,000</b>	<b>2,118,000</b>	<b>18 %</b>	<b>42,756,176</b>	<b>56,647,188</b>	<b>24- %</b>
Units Listed	<b>41</b>	<b>27</b>	<b>51 %</b>	<b>213</b>	<b>221</b>	<b>3- %</b>
Units Sold	<b>9</b>	<b>7</b>	<b>28 %</b>	<b>74</b>	<b>84</b>	<b>11- %</b>
Sale Success Ratio	<b>50 %</b>	<b>38 %</b>		<b>36 %</b>	<b>33 %</b>	
% Sales to Listings	<b>21 %</b>	<b>25 %</b>		<b>34 %</b>	<b>38 %</b>	
Avg Price/Unit	<b>278,888</b>	<b>302,571</b>	<b>7- %</b>	<b>577,786</b>	<b>674,371</b>	<b>14- %</b>
Active Listings	<b>158</b>	<b>152</b>	<b>3 %</b>			

## REAL ESTATE BOARD OF GREATER VANCOUVER

## SALES SUMMARY AS AT SEPTEMBER 30, 2013

## AREA: Richmond

## IC&amp;I - MULTI FAMILY

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>NEW</b>						
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	1	0	0 %			

	-----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	0	0	0 %	0	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	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	0	0	0 %	1	2	50- %
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 %			

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

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>NEW</b>						
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 SEPTEMBER 30, 2013

## AREA: Richmond

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

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>RESALE</b>						
Gross Sales	0	0	0 %	3,930,000	0	0 %
Units Listed	1	0	0 %	18	24	25- %
Units Sold	0	0	0 %	2	0	0 %
Sale Success Ratio	0 %	0 %		10 %	0 %	
% Sales to Listings	0 %	0 %		11 %	0 %	
Avg Price/Unit	0	0	0 %	1,965,000	0	0 %
Active Listings	18	18	0 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>ALL</b>						
Gross Sales	0	0	0 %	3,930,000	0	0 %
Units Listed	1	0	0 %	18	24	25- %
Units Sold	0	0	0 %	2	0	0 %
Sale Success Ratio	0 %	0 %		10 %	0 %	
% Sales to Listings	0 %	0 %		11 %	0 %	
Avg Price/Unit	0	0	0 %	1,965,000	0	0 %
Active Listings	18	18	0 %			

## ICI SUB-TOTAL

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>NEW</b>						
Gross Sales	1,120,000	0	0 %	8,720,000	2,934,800	197 %
Units Listed	16	2	700 %	29	4	625 %
Units Sold	3	0	0 %	4	6	33- %
Sale Success Ratio	100 %	0 %		66 %	50 %	
% Sales to Listings	18 %	0 %		13 %	150 %	
Avg Price/Unit	373,333	0	0 %	2,180,000	489,133	345 %
Active Listings	24	3	700 %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>RESALE</b>						
Gross Sales	1,502,500	2,351,000	36- %	40,552,476	55,637,988	27- %
Units Listed	40	35	14 %	342	381	10- %
Units Sold	9	10	10- %	95	105	9- %
Sale Success Ratio	32 %	30 %		26 %	25 %	
% Sales to Listings	22 %	28 %		27 %	27 %	
Avg Price/Unit	166,944	235,100	28- %	426,868	529,885	19- %
Active Listings	242	257	5- %			

	-----CURRENT MONTH-----			-----YEAR TO DATE-----		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>ALL</b>						
Gross Sales	2,622,500	2,351,000	11 %	49,272,476	58,572,788	15- %
Units Listed	56	37	51 %	371	385	3- %
Units Sold	12	10	20 %	99	111	10- %
Sale Success Ratio	38 %	28 %		27 %	26 %	
% Sales to Listings	21 %	27 %		26 %	28 %	
Avg Price/Unit	218,541	235,100	7- %	497,701	527,682	5- %
Active Listings	266	260	2 %			

## REAL ESTATE BOARD OF GREATER VANCOUVER

## SALES SUMMARY AS AT SEPTEMBER 30, 2013

## AREA: Richmond

## TOTAL

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

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

<b>NEW</b>	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>29,349,794</b>	<b>17,593,000</b>	<b>66 %</b>	<b>253,437,844</b>	<b>184,401,483</b>	<b>37 %</b>
Units Listed	<b>107</b>	<b>68</b>	<b>57 %</b>	<b>709</b>	<b>585</b>	<b>21 %</b>
Units Sold	<b>38</b>	<b>16</b>	<b>137 %</b>	<b>315</b>	<b>238</b>	<b>32 %</b>
Sale Success Ratio	<b>52 %</b>	<b>26 %</b>		<b>47 %</b>	<b>42 %</b>	
% Sales to Listings	<b>35 %</b>	<b>23 %</b>		<b>44 %</b>	<b>40 %</b>	
Avg Price/Unit	<b>772,363</b>	<b>1,099,562</b>	<b>29- %</b>	<b>804,564</b>	<b>774,796</b>	<b>3 %</b>
Active Listings	<b>293</b>	<b>242</b>	<b>21 %</b>			

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

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

<b>RESALE</b>	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>199,419,158</b>	<b>93,481,578</b>	<b>113 %</b>	<b>1,628,770,766</b>	<b>1,375,196,778</b>	<b>18 %</b>
Units Listed	<b>597</b>	<b>580</b>	<b>2 %</b>	<b>5,644</b>	<b>6,632</b>	<b>14- %</b>
Units Sold	<b>295</b>	<b>167</b>	<b>76 %</b>	<b>2,552</b>	<b>2,119</b>	<b>20 %</b>
Sale Success Ratio	<b>50 %</b>	<b>27 %</b>		<b>47 %</b>	<b>37 %</b>	
% Sales to Listings	<b>49 %</b>	<b>28 %</b>		<b>45 %</b>	<b>31 %</b>	
Avg Price/Unit	<b>675,997</b>	<b>559,769</b>	<b>20 %</b>	<b>638,233</b>	<b>648,983</b>	<b>1- %</b>
Active Listings	<b>2,241</b>	<b>2,706</b>	<b>17- %</b>			

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

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

<b>ALL</b>	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Gross Sales	<b>228,768,952</b>	<b>111,074,578</b>	<b>105 %</b>	<b>1,882,208,610</b>	<b>1,559,598,261</b>	<b>20 %</b>
Units Listed	<b>704</b>	<b>648</b>	<b>8 %</b>	<b>6,353</b>	<b>7,217</b>	<b>11- %</b>
Units Sold	<b>333</b>	<b>183</b>	<b>81 %</b>	<b>2,867</b>	<b>2,357</b>	<b>21 %</b>
Sale Success Ratio	<b>50 %</b>	<b>27 %</b>		<b>47 %</b>	<b>37 %</b>	
% Sales to Listings	<b>47 %</b>	<b>28 %</b>		<b>45 %</b>	<b>32 %</b>	
Avg Price/Unit	<b>686,993</b>	<b>606,964</b>	<b>13 %</b>	<b>656,508</b>	<b>661,687</b>	<b>0 %</b>
Active Listings	<b>2,534</b>	<b>2,948</b>	<b>14- %</b>			