

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT SEPTEMBER 30, 2013

AREA: West Vancouver

DETACHED

| | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|-------------------|--------------|------------------------|-------------------|-------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| NEW | | | | | | |
| Gross Sales | 10,790,000 | 11,688,483 | 7- % | 102,779,000 | 88,543,000 | 16 % |
| Units Listed | 7 | 14 | 50- % | 75 | 73 | 2 % |
| Units Sold | 2 | 2 | 0 % | 23 | 20 | 15 % |
| Sale Success Ratio | 25 % | 28 % | | 29 % | 29 % | |
| % Sales to Listings | 28 % | 14 % | | 30 % | 27 % | |
| Avg Price/Unit | 5,395,000 | 5,844,241 | 7- % | 4,468,652 | 4,427,150 | 0 % |
| Active Listings | 30 | 37 | 18- % | | | |

| | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|-------------------|-------------|------------------------|----------------------|-------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| RESALE | | | | | | |
| Gross Sales | 167,926,800 | 91,881,968 | 82 % | 1,197,261,860 | 1,090,228,790 | 9 % |
| Units Listed | 177 | 179 | 1- % | 1,419 | 1,383 | 2 % |
| Units Sold | 69 | 41 | 68 % | 537 | 477 | 12 % |
| Sale Success Ratio | 41 % | 27 % | | 42 % | 41 % | |
| % Sales to Listings | 38 % | 22 % | | 37 % | 34 % | |
| Avg Price/Unit | 2,433,721 | 2,241,023 | 8 % | 2,229,537 | 2,285,594 | 2- % |
| Active Listings | 533 | 532 | 0 % | | | |

| | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|--------------------|-------------|------------------------|----------------------|-------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| ALL | | | | | | |
| Gross Sales | 178,716,800 | 103,570,451 | 72 % | 1,300,040,860 | 1,178,771,790 | 10 % |
| Units Listed | 184 | 193 | 4- % | 1,494 | 1,456 | 2 % |
| Units Sold | 71 | 43 | 65 % | 560 | 497 | 12 % |
| Sale Success Ratio | 40 % | 27 % | | 42 % | 41 % | |
| % Sales to Listings | 38 % | 22 % | | 37 % | 34 % | |
| Avg Price/Unit | 2,517,138 | 2,408,615 | 4 % | 2,321,501 | 2,371,774 | 2- % |
| Active Listings | 563 | 569 | 1- % | | | |

ATTACHED

| | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|------------|--------------|------------------------|-------------------|--------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| NEW | | | | | | |
| Gross Sales | 0 | 0 | 0 % | 18,855,000 | 15,759,000 | 19 % |
| Units Listed | 2 | 3 | 33- % | 14 | 18 | 22- % |
| Units Sold | 0 | 0 | 0 % | 9 | 7 | 28 % |
| Sale Success Ratio | 0 % | 0 % | | 56 % | 58 % | |
| % Sales to Listings | 0 % | 0 % | | 64 % | 38 % | |
| Avg Price/Unit | 0 | 0 | 0 % | 2,095,000 | 2,251,285 | 6- % |
| Active Listings | 6 | 11 | 45- % | | | |

**The More Buyers We Attract
The Higher Your Sale Price!**



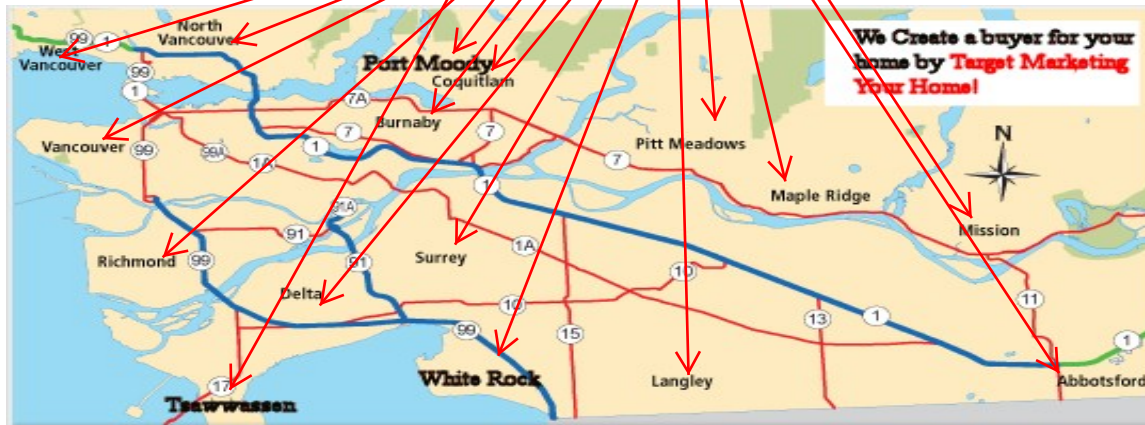
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mainland.

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REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT SEPTEMBER 30, 2013

AREA: West Vancouver

ATTACHED

| | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|------------------|--------------|------------------------|-------------------|-------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| RESALE | | | | | | |
| Gross Sales | 7,912,500 | 1,485,000 | 432 % | 64,518,238 | 57,393,250 | 12 % |
| Units Listed | 15 | 21 | 28- % | 129 | 128 | 0 % |
| Units Sold | 7 | 2 | 250 % | 58 | 51 | 13 % |
| Sale Success Ratio | 63 % | 13 % | | 49 % | 51 % | |
| % Sales to Listings | 46 % | 9 % | | 44 % | 39 % | |
| Avg Price/Unit | 1,130,357 | 742,500 | 52 % | 1,112,383 | 1,125,357 | 1- % |
| Active Listings | 47 | 52 | 9- % | | | |

| | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|------------------|--------------|------------------------|-------------------|-------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| ALL | | | | | | |
| Gross Sales | 7,912,500 | 1,485,000 | 432 % | 83,373,238 | 73,152,250 | 13 % |
| Units Listed | 17 | 24 | 29- % | 143 | 146 | 2- % |
| Units Sold | 7 | 2 | 250 % | 67 | 58 | 15 % |
| Sale Success Ratio | 63 % | 12 % | | 50 % | 51 % | |
| % Sales to Listings | 41 % | 8 % | | 46 % | 39 % | |
| Avg Price/Unit | 1,130,357 | 742,500 | 52 % | 1,244,376 | 1,261,245 | 1- % |
| Active Listings | 53 | 63 | 15- % | | | |

APARTMENTS

| | -----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 | 3 | 0 | 0 % | 8 | 15 | 46- % |
| 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 | 7 | 5 | 40 % | | | |

| | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|-------------------|--------------|------------------------|--------------------|-------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| RESALE | | | | | | |
| Gross Sales | 8,978,500 | 11,221,000 | 19- % | 118,190,875 | 120,778,427 | 2- % |
| Units Listed | 36 | 40 | 10- % | 286 | 308 | 7- % |
| Units Sold | 14 | 12 | 16 % | 121 | 131 | 7- % |
| Sale Success Ratio | 45 % | 41 % | | 45 % | 50 % | |
| % Sales to Listings | 38 % | 30 % | | 42 % | 42 % | |
| Avg Price/Unit | 641,321 | 935,083 | 31- % | 976,784 | 921,972 | 5 % |
| Active Listings | 128 | 113 | 13 % | | | |

| | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|-------------------|--------------|------------------------|--------------------|-------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| ALL | | | | | | |
| Gross Sales | 8,978,500 | 11,221,000 | 19- % | 118,190,875 | 120,778,427 | 2- % |
| Units Listed | 39 | 40 | 2- % | 294 | 323 | 8- % |
| Units Sold | 14 | 12 | 16 % | 121 | 131 | 7- % |
| Sale Success Ratio | 45 % | 41 % | | 45 % | 48 % | |
| % Sales to Listings | 35 % | 30 % | | 41 % | 40 % | |
| Avg Price/Unit | 641,321 | 935,083 | 31- % | 976,784 | 921,972 | 5 % |
| Active Listings | 135 | 118 | 14 % | | | |

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT SEPTEMBER 30, 2013

AREA: West Vancouver

DET/ATT/APT SUB-TOTALS

| NEW | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|-------------------|--------------|------------------------|--------------------|-------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Gross Sales | 10,790,000 | 11,688,483 | 7- % | 121,634,000 | 104,302,000 | 16 % |
| Units Listed | 12 | 17 | 29- % | 97 | 106 | 8- % |
| Units Sold | 2 | 2 | 0 % | 32 | 27 | 18 % |
| Sale Success Ratio | 25 % | 25 % | | 32 % | 30 % | |
| % Sales to Listings | 16 % | 11 % | | 32 % | 25 % | |
| Avg Price/Unit | 5,395,000 | 5,844,241 | 7- % | 3,801,062 | 3,863,037 | 1- % |
| Active Listings | 43 | 53 | 18- % | | | |

| RESALE | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|--------------------|-------------|------------------------|----------------------|------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Gross Sales | 184,817,800 | 104,587,968 | 76 % | 1,379,970,973 | 1,268,400,467 | 8 % |
| Units Listed | 228 | 240 | 5- % | 1,834 | 1,819 | 0 % |
| Units Sold | 90 | 55 | 63 % | 716 | 659 | 8 % |
| Sale Success Ratio | 43 % | 28 % | | 43 % | 43 % | |
| % Sales to Listings | 39 % | 22 % | | 39 % | 36 % | |
| Avg Price/Unit | 2,053,531 | 1,901,599 | 7 % | 1,927,333 | 1,924,735 | 0 % |
| Active Listings | 708 | 697 | 1 % | | | |

| ALL | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|--------------------|-------------|------------------------|----------------------|------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Gross Sales | 195,607,800 | 116,276,451 | 68 % | 1,501,604,973 | 1,372,702,467 | 9 % |
| Units Listed | 240 | 257 | 6- % | 1,931 | 1,925 | 0 % |
| Units Sold | 92 | 57 | 61 % | 748 | 686 | 9 % |
| Sale Success Ratio | 42 % | 28 % | | 43 % | 43 % | |
| % Sales to Listings | 38 % | 22 % | | 38 % | 35 % | |
| Avg Price/Unit | 2,126,171 | 2,039,937 | 4 % | 2,007,493 | 2,001,024 | 0 % |
| Active Listings | 751 | 750 | 0 % | | | |

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 SEPTEMBER 30, 2013

AREA: West Vancouver

MULTI FAMILY REVENUE

| | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|-----------|----------|------------------------|-----------|----------|
| RESALE | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Gross Sales | 0 | 0 | 0 % | 863,000 | 0 | 0 % |
| Units Listed | 0 | 0 | 0 % | 1 | 0 | 0 % |
| Units Sold | 0 | 0 | 0 % | 1 | 0 | 0 % |
| Sale Success Ratio | 0 % | 0 % | | 100 % | 0 % | |
| % Sales to Listings | 0 % | 0 % | | 100 % | 0 % | |
| Avg Price/Unit | 0 | 0 | 0 % | 863,000 | 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 % | 863,000 | 0 | 0 % |
| Units Listed | 0 | 0 | 0 % | 1 | 0 | 0 % |
| Units Sold | 0 | 0 | 0 % | 1 | 0 | 0 % |
| Sale Success Ratio | 0 % | 0 % | | 100 % | 0 % | |
| % Sales to Listings | 0 % | 0 % | | 100 % | 0 % | |
| Avg Price/Unit | 0 | 0 | 0 % | 863,000 | 0 | 0 % |
| Active Listings | 0 | 0 | 0 % | | | |

LAND ONLY

| | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|-----------|----------|------------------------|------------|----------|
| ALL | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Gross Sales | 1,985,000 | 2,400,000 | 17- % | 6,110,000 | 14,842,800 | 58- % |
| Units Listed | 5 | 2 | 150 % | 34 | 32 | 6 % |
| Units Sold | 2 | 1 | 100 % | 6 | 11 | 45- % |
| Sale Success Ratio | 22 % | 33 % | | 17 % | 44 % | |
| % Sales to Listings | 40 % | 50 % | | 17 % | 34 % | |
| Avg Price/Unit | 992,500 | 2,400,000 | 58- % | 1,018,333 | 1,349,345 | 24- % |
| Active Listings | 26 | 24 | 8 % | | | |

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT SEPTEMBER 30, 2013

AREA: West Vancouver

RES SUB-TOTAL

| | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|-------------------|--------------|------------------------|--------------------|-------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| NEW | | | | | | |
| Gross Sales | 10,790,000 | 11,688,483 | 7- % | 121,634,000 | 104,302,000 | 16 % |
| Units Listed | 12 | 17 | 29- % | 97 | 106 | 8- % |
| Units Sold | 2 | 2 | 0 % | 32 | 27 | 18 % |
| Sale Success Ratio | 25 % | 25 % | | 32 % | 30 % | |
| % Sales to Listings | 16 % | 11 % | | 32 % | 25 % | |
| Avg Price/Unit | 5,395,000 | 5,844,241 | 7- % | 3,801,062 | 3,863,037 | 1- % |
| Active Listings | 43 | 53 | 18- % | | | |

| | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|--------------------|-------------|------------------------|----------------------|------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| RESALE | | | | | | |
| Gross Sales | 186,802,800 | 106,987,968 | 74 % | 1,386,943,973 | 1,283,243,267 | 8 % |
| Units Listed | 233 | 242 | 3- % | 1,869 | 1,851 | 0 % |
| Units Sold | 92 | 56 | 64 % | 723 | 670 | 7 % |
| Sale Success Ratio | 42 % | 28 % | | 43 % | 43 % | |
| % Sales to Listings | 39 % | 23 % | | 38 % | 36 % | |
| Avg Price/Unit | 2,030,465 | 1,910,499 | 6 % | 1,918,318 | 1,915,288 | 0 % |
| Active Listings | 734 | 721 | 1 % | | | |

| | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|--------------------|-------------|------------------------|----------------------|------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| ALL | | | | | | |
| Gross Sales | 197,592,800 | 118,676,451 | 66 % | 1,508,577,973 | 1,387,545,267 | 8 % |
| Units Listed | 245 | 259 | 5- % | 1,966 | 1,957 | 0 % |
| Units Sold | 94 | 58 | 62 % | 755 | 697 | 8 % |
| Sale Success Ratio | 41 % | 28 % | | 42 % | 43 % | |
| % Sales to Listings | 38 % | 22 % | | 38 % | 35 % | |
| Avg Price/Unit | 2,102,051 | 2,046,145 | 2 % | 1,998,116 | 1,990,739 | 0 % |
| Active Listings | 777 | 774 | 0 % | | | |

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 % | 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 % | | | |

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT SEPTEMBER 30, 2013

AREA: West Vancouver

IC&I - BUSINESS

| | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|-----------|----------|------------------------|-----------|----------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| RESALE | | | | | | |
| Gross Sales | 0 | 0 | 0 % | 90,000 | 651,500 | 86- % |
| Units Listed | 1 | 6 | 83- % | 17 | 28 | 39- % |
| Units Sold | 0 | 0 | 0 % | 1 | 6 | 83- % |
| Sale Success Ratio | 0 % | 0 % | | 6 % | 17 % | |
| % Sales to Listings | 0 % | 0 % | | 5 % | 21 % | |
| Avg Price/Unit | 0 | 0 | 0 % | 90,000 | 108,583 | 17- % |
| Active Listings | 13 | 16 | 18- % | | | |

| | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|-----------|----------|------------------------|-----------|----------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| ALL | | | | | | |
| Gross Sales | 0 | 0 | 0 % | 90,000 | 651,500 | 86- % |
| Units Listed | 1 | 6 | 83- % | 18 | 28 | 35- % |
| Units Sold | 0 | 0 | 0 % | 1 | 6 | 83- % |
| Sale Success Ratio | 0 % | 0 % | | 6 % | 17 % | |
| % Sales to Listings | 0 % | 0 % | | 5 % | 21 % | |
| Avg Price/Unit | 0 | 0 | 0 % | 90,000 | 108,583 | 17- % |
| Active Listings | 14 | 16 | 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 % | 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 |
| RESALE | | | | | | |
| Gross Sales | 0 | 0 | 0 % | 2,340,000 | 3,550,000 | 34- % |
| Units Listed | 0 | 0 | 0 % | 6 | 10 | 40- % |
| Units Sold | 0 | 0 | 0 % | 2 | 2 | 0 % |
| Sale Success Ratio | 0 % | 0 % | | 14 % | 22 % | |
| % Sales to Listings | 0 % | 0 % | | 33 % | 20 % | |
| Avg Price/Unit | 0 | 0 | 0 % | 1,170,000 | 1,775,000 | 34- % |
| Active Listings | 4 | 5 | 20- % | | | |

| | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|-----------|----------|------------------------|-----------|----------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| ALL | | | | | | |
| Gross Sales | 0 | 0 | 0 % | 2,340,000 | 3,550,000 | 34- % |
| Units Listed | 0 | 0 | 0 % | 6 | 11 | 45- % |
| Units Sold | 0 | 0 | 0 % | 2 | 2 | 0 % |
| Sale Success Ratio | 0 % | 0 % | | 14 % | 20 % | |
| % Sales to Listings | 0 % | 0 % | | 33 % | 18 % | |
| Avg Price/Unit | 0 | 0 | 0 % | 1,170,000 | 1,775,000 | 34- % |
| Active Listings | 4 | 5 | 20- % | | | |

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT SEPTEMBER 30, 2013

AREA: West Vancouver

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 % | | | |

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT SEPTEMBER 30, 2013

AREA: West Vancouver

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 | 0 | 0 % | 0 | 0 | 0 % |
| Units Listed | 0 | 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-----

| 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 % | 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 % | | | |

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 % | 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-----

| RESALE | CURRENT MONTH | | | YEAR TO DATE | | |
|---------------------|---------------|-----------|----------|--------------|-----------|----------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Gross Sales | 0 | 0 | 0 % | 2,430,000 | 4,201,500 | 42- % |
| Units Listed | 1 | 6 | 83- % | 24 | 38 | 36- % |
| Units Sold | 0 | 0 | 0 % | 3 | 8 | 62- % |
| Sale Success Ratio | 0 % | 0 % | | 10 % | 18 % | |
| % Sales to Listings | 0 % | 0 % | | 12 % | 21 % | |
| Avg Price/Unit | 0 | 0 | 0 % | 810,000 | 525,187 | 54 % |
| Active Listings | 18 | 21 | 14- % | | | |

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

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

| ALL | CURRENT MONTH | | | YEAR TO DATE | | |
|---------------------|---------------|-----------|----------|--------------|-----------|----------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Gross Sales | 0 | 0 | 0 % | 2,430,000 | 4,201,500 | 42- % |
| Units Listed | 1 | 6 | 83- % | 25 | 39 | 35- % |
| Units Sold | 0 | 0 | 0 % | 3 | 8 | 62- % |
| Sale Success Ratio | 0 % | 0 % | | 10 % | 18 % | |
| % Sales to Listings | 0 % | 0 % | | 12 % | 20 % | |
| Avg Price/Unit | 0 | 0 | 0 % | 810,000 | 525,187 | 54 % |
| Active Listings | 19 | 21 | 9- % | | | |

REAL ESTATE BOARD OF GREATER VANCOUVER

SALES SUMMARY AS AT SEPTEMBER 30, 2013

AREA: West Vancouver

TOTAL

| | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|-------------------|--------------|------------------------|--------------------|-------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| NEW | | | | | | |
| Gross Sales | 10,790,000 | 11,688,483 | 7- % | 121,634,000 | 104,302,000 | 16 % |
| Units Listed | 12 | 17 | 29- % | 98 | 107 | 8- % |
| Units Sold | 2 | 2 | 0 % | 32 | 27 | 18 % |
| Sale Success Ratio | 25 % | 25 % | | 32 % | 30 % | |
| % Sales to Listings | 16 % | 11 % | | 32 % | 25 % | |
| Avg Price/Unit | 5,395,000 | 5,844,241 | 7- % | 3,801,062 | 3,863,037 | 1- % |
| Active Listings | 44 | 53 | 16- % | | | |

| | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|--------------------|-------------|------------------------|----------------------|------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| RESALE | | | | | | |
| Gross Sales | 186,802,800 | 106,987,968 | 74 % | 1,389,373,973 | 1,287,444,767 | 7 % |
| Units Listed | 234 | 248 | 5- % | 1,893 | 1,889 | 0 % |
| Units Sold | 92 | 56 | 64 % | 726 | 678 | 7 % |
| Sale Success Ratio | 41 % | 28 % | | 42 % | 43 % | |
| % Sales to Listings | 39 % | 22 % | | 38 % | 35 % | |
| Avg Price/Unit | 2,030,465 | 1,910,499 | 6 % | 1,913,738 | 1,898,886 | 0 % |
| Active Listings | 752 | 742 | 1 % | | | |

| | -----CURRENT MONTH----- | | | -----YEAR TO DATE----- | | |
|---------------------|-------------------------|--------------------|-------------|------------------------|----------------------|------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| ALL | | | | | | |
| Gross Sales | 197,592,800 | 118,676,451 | 66 % | 1,511,007,973 | 1,391,746,767 | 8 % |
| Units Listed | 246 | 265 | 7- % | 1,991 | 1,996 | 0 % |
| Units Sold | 94 | 58 | 62 % | 758 | 705 | 7 % |
| Sale Success Ratio | 41 % | 28 % | | 42 % | 42 % | |
| % Sales to Listings | 38 % | 21 % | | 38 % | 35 % | |
| Avg Price/Unit | 2,102,051 | 2,046,145 | 2 % | 1,993,414 | 1,974,108 | 0 % |
| Active Listings | 796 | 795 | 0 % | | | |