



*Detached Houses - Vancouver Westside
Jan 2009*

<i>Minimum Listing</i>	<i>Maximum Listing</i>	<i>Houses Sold-Expired</i>	<i>Real Buyers</i>	<i>Odds of Selling</i>	<i>Qty Expired</i>	<i>Percent Expired</i>	<i>Average SP vs LP</i>	<i>Percent SP vs LP</i>	<i>Average DOM</i>	<i>Listing Term</i>
\$700,000	\$799,999	8	7	88%	1	13%	-\$37,083	96%	45	160
\$800,000	\$999,999	14	9	64%	5	36%	-\$69,544	92%	41	133
\$1,000,000	\$1,499,999	32	20	63%	12	38%	-\$103,060	90%	52	167
\$1,500,000	\$1,749,999	10	6	60%	4	40%	-\$100,183	94%	60	192
\$1,750,000	\$1,999,999	10	6	60%	4	40%	-\$202,200	90%	68	163
\$2,000,000	\$2,999,999	16	4	25%	12	75%	-\$512,420	90%	38	201
\$3,000,000	\$15,000,000	14	6	43%	8	57%	-\$626,000	71%	38	184
<i>Totals</i>		<i>104</i>	<i>58</i>	<i>57%</i>	<i>46</i>	<i>43%</i>	<i>-\$235,784</i>	<i>89%</i>	<i>49</i>	<i>171</i>

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*Detached Houses - Vancouver Westside
Feb 2009*

<i>Minimum Listing</i>	<i>Maximum Listing</i>	<i>Houses Sold-Expired</i>	<i>Real Buyers</i>	<i>Odds of Selling</i>	<i>Qty Expired</i>	<i>Percent Expired</i>	<i>Average SP vs LP</i>	<i>Percent SP vs LP</i>	<i>Average DOM</i>	<i>Listing Term</i>
\$600,000	\$699,999	2	1	50%	1	50%	-\$29,000	90%	86	180
\$700,000	\$799,999	6	5	83%	1	17%	-\$62,380	92%	49	159
\$800,000	\$999,999	33	26	79%	7	21%	-\$35,727	96%	40	128
\$1,000,000	\$1,499,999	58	44	76%	14	24%	-\$104,723	92%	72	168
\$1,500,000	\$1,749,999	14	9	64%	5	36%	-\$93,667	95%	32	146
\$1,750,000	\$1,999,999	16	12	75%	4	25%	-\$169,583	90%	56	167
\$2,000,000	\$2,999,999	23	18	78%	5	22%	-\$330,333	85%	65	174
\$3,000,000	\$15,000,000	11	8	73%	3	27%	-\$834,875	72%	100	222
Totals		163	123	72%	40	28%	-\$207,536	89%	62	168

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*Detached Houses - Vancouver Westside
Mar 2009*

<i>Minimum Listing</i>	<i>Maximum Listing</i>	<i>Houses Sold-Expired</i>	<i>Real Buyers</i>	<i>Odds of Selling</i>	<i>Qty Expired</i>	<i>Percent Expired</i>	<i>Average SP vs LP</i>	<i>Percent SP vs LP</i>	<i>Average DOM</i>	<i>Listing Term</i>
\$600,000	\$699,999	7	4	57%	3	43%	-\$42,750	93%	41	228
\$700,000	\$799,999	6	5	83%	1	17%	-\$27,200	96%	44	176
\$800,000	\$999,999	40	34	85%	6	15%	-\$25,977	97%	39	145
\$1,000,000	\$1,499,999	79	65	82%	14	18%	-\$107,684	92%	75	192
\$1,500,000	\$1,749,999	21	13	62%	8	38%	-\$99,577	93%	42	161
\$1,750,000	\$1,999,999	19	10	53%	9	47%	-\$138,000	91%	23	163
\$2,000,000	\$2,999,999	31	19	61%	12	39%	-\$298,989	87%	59	192
\$3,000,000	\$15,000,000	13	6	46%	7	54%	-\$673,833	63%	27	152
Totals		216	156	66%	60	34%	-\$176,751	89%	44	176

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*Detached Houses - Vancouver Westside
Apr 2009*

<i>Minimum Listing</i>	<i>Maximum Listing</i>	<i>Houses Sold-Expired</i>	<i>Real Buyers</i>	<i>Odds of Selling</i>	<i>Qty Expired</i>	<i>Percent Expired</i>	<i>Average SP vs LP</i>	<i>Percent SP vs LP</i>	<i>Average DOM</i>	<i>Listing Term</i>
\$600,000	\$699,999	4	4	100%	0	0%	-\$35,000	95%	14	159
\$700,000	\$799,999	10	10	100%	0	0%	-\$12,050	98%	80	195
\$800,000	\$999,999	37	32	86%	5	14%	-\$17,675	98%	39	171
\$1,000,000	\$1,499,999	76	64	84%	12	16%	-\$45,088	96%	42	158
\$1,500,000	\$1,749,999	34	29	85%	5	15%	-\$119,324	93%	64	159
\$1,750,000	\$1,999,999	20	15	75%	5	25%	-\$131,280	93%	54	174
\$2,000,000	\$2,999,999	44	38	86%	6	14%	-\$202,739	92%	59	165
\$3,000,000	\$15,000,000	18	14	78%	4	22%	-\$676,714	87%	58	191
Totals		243	206	87%	37	13%	-\$154,984	94%	51	171

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*Detached Houses - Vancouver Westside
May 2009*

<i>Minimum Listing</i>	<i>Maximum Listing</i>	<i>Houses Sold-Expired</i>	<i>Real Buyers</i>	<i>Odds of Selling</i>	<i>Qty Expired</i>	<i>Percent Expired</i>	<i>Average SP vs LP</i>	<i>Percent SP vs LP</i>	<i>Average DOM</i>	<i>Listing Term</i>
\$600,000	\$699,999	1	1	100%	0	0%	\$24,000	104%	18	92
\$700,000	\$799,999	13	11	85%	2	15%	-\$19,527	98%	55	181
\$800,000	\$999,999	37	35	95%	2	5%	-\$17,469	98%	45	174
\$1,000,000	\$1,499,999	79	76	96%	3	4%	-\$27,271	98%	40	155
\$1,500,000	\$1,749,999	40	36	90%	4	10%	-\$70,246	96%	79	186
\$1,750,000	\$1,999,999	28	25	89%	3	11%	-\$92,944	96%	65	172
\$2,000,000	\$2,999,999	43	38	88%	5	12%	-\$185,097	92%	77	191
\$3,000,000	\$15,000,000	15	12	80%	3	20%	-\$514,117	93%	47	229
Totals		256	234	90%	22	10%	-\$112,834	97%	53	173

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*Detached Houses - Vancouver Westside
Jun 2009*

<i>Minimum Listing</i>	<i>Maximum Listing</i>	<i>Houses Sold-Expired</i>	<i>Real Buyers</i>	<i>Odds of Selling</i>	<i>Qty Expired</i>	<i>Percent Expired</i>	<i>Average SP vs LP</i>	<i>Percent SP vs LP</i>	<i>Average DOM</i>	<i>Listing Term</i>
\$500,000	\$599,999	1	1	100%	0	0%	-\$16,000	97%	83	122
\$600,000	\$699,999	5	5	100%	0	0%	-\$17,920	97%	48	172
\$700,000	\$799,999	3	3	100%	0	0%	-\$15,333	98%	13	131
\$800,000	\$999,999	37	34	92%	3	8%	\$26,106	103%	41	164
\$1,000,000	\$1,499,999	72	63	88%	9	13%	-\$17,876	98%	32	151
\$1,500,000	\$1,749,999	26	23	88%	3	12%	-\$78,644	95%	54	175
\$1,750,000	\$1,999,999	22	17	77%	5	23%	-\$87,235	95%	51	161
\$2,000,000	\$2,999,999	33	20	61%	13	39%	-\$135,510	96%	15	170
\$3,000,000	\$15,000,000	24	16	67%	8	33%	-\$461,875	93%	65	198
Totals		223	182	86%	41	14%	-\$89,365	97%	45	160

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Jul 2009*

<i>Minimum Listing</i>	<i>Maximum Listing</i>	<i>Houses Sold-Expired</i>	<i>Real Buyers</i>	<i>Odds of Selling</i>	<i>Qty Expired</i>	<i>Percent Expired</i>	<i>Average SP vs LP</i>	<i>Percent SP vs LP</i>	<i>Average DOM</i>	<i>Listing Term</i>
\$500,000	\$599,999	1	1	100%	0	0%	\$13,000	102%	23	153
\$700,000	\$799,999	6	6	100%	0	0%	\$7,083	101%	47	131
\$800,000	\$999,999	23	23	100%	0	0%	\$30,252	103%	21	154
\$1,000,000	\$1,499,999	66	62	94%	4	6%	-\$7,911	99%	28	143
\$1,500,000	\$1,749,999	32	28	88%	4	13%	-\$44,664	97%	33	133
\$1,750,000	\$1,999,999	24	20	83%	4	17%	-\$97,050	95%	39	144
\$2,000,000	\$2,999,999	42	30	71%	12	29%	-\$178,340	92%	73	190
\$3,000,000	\$15,000,000	21	16	76%	5	24%	-\$258,719	92%	59	208
Totals		215	186	89%	29	11%	-\$67,044	98%	40	157

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Aug 2009*

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\$600,000	\$699,999	2	2	100%	0	0%	-\$15,050	98%	15	73
\$700,000	\$799,999	1	1	100%	0	0%	-\$4,000	99%	41	64
\$800,000	\$999,999	21	19	90%	2	10%	\$16,288	102%	21	136
\$1,000,000	\$1,499,999	77	68	88%	9	12%	-\$10,887	99%	27	138
\$1,500,000	\$1,749,999	23	18	78%	5	22%	-\$50,694	97%	29	142
\$1,750,000	\$1,999,999	31	27	87%	4	13%	-\$91,815	95%	53	146
\$2,000,000	\$2,999,999	37	26	70%	11	30%	-\$165,923	93%	42	151
\$3,000,000	\$15,000,000	22	14	64%	8	36%	-\$287,214	78%	55	175
Totals		214	175	85%	39	15%	-\$76,162	95%	35	128

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*Detached Houses - Vancouver Westside
Sep 2009*

<i>Minimum Listing</i>	<i>Maximum Listing</i>	<i>Houses Sold-Expired</i>	<i>Real Buyers</i>	<i>Odds of Selling</i>	<i>Qty Expired</i>	<i>Percent Expired</i>	<i>Average SP vs LP</i>	<i>Percent SP vs LP</i>	<i>Average DOM</i>	<i>Listing Term</i>
\$500,000	\$599,999	1	1	100%	0	0%	-\$9,000	98%	64	153
\$600,000	\$699,999	1	1	100%	0	0%	\$61,000	109%	7	122
\$700,000	\$799,999	3	2	67%	1	33%	-\$16,000	98%	8	194
\$800,000	\$999,999	20	19	95%	1	5%	\$45,368	105%	14	102
\$1,000,000	\$1,499,999	78	68	87%	10	13%	-\$1,385	100%	19	129
\$1,500,000	\$1,749,999	32	29	91%	3	9%	-\$40,752	98%	37	164
\$1,750,000	\$1,999,999	24	24	100%	0	0%	-\$32,383	98%	33	158
\$2,000,000	\$2,999,999	40	31	78%	9	23%	-\$126,242	94%	40	154
\$3,000,000	\$15,000,000	15	11	73%	4	27%	-\$291,817	72%	42	175
Totals		214	186	88%	28	12%	-\$45,690	97%	29	150

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*Detached Houses - Vancouver Westside
Oct 2009*

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\$700,000	\$799,999	1	1	100%	0	0%	-\$58,000	86%	43	92
\$1,000,000	\$1,499,999	6	5	83%	1	17%	-\$14,760	97%	25	142
\$1,500,000	\$1,749,999	18	14	78%	4	22%	\$1,764	101%	17	99
\$1,750,000	\$1,999,999	28	26	93%	2	7%	\$23,154	102%	21	114
\$2,000,000	\$2,999,999	151	132	87%	19	13%	-\$78,572	93%	35	154
<i>Totals</i>		<i>204</i>	<i>178</i>	<i>88%</i>	<i>26</i>	<i>12%</i>	<i>-\$25,283</i>	<i>96%</i>	<i>28</i>	<i>120</i>

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*Detached Houses - Vancouver Westside
1st Qtr - Jan 1 to Mar 31 2009*

<i>Minimum Listing</i>	<i>Maximum Listing</i>	<i>Houses Sold-Expired</i>	<i>Real Buyers</i>	<i>Odds of Selling</i>	<i>Qty Expired</i>	<i>Percent Expired</i>	<i>Average SP vs LP</i>	<i>Percent SP vs LP</i>	<i>Average DOM</i>	<i>Listing Term</i>
\$600,000	\$699,999	10	5	50%	5	50%	-\$40,000	92%	46	219
\$700,000	\$799,999	20	17	85%	3	15%	-\$41,617	94%	46	165
\$800,000	\$999,999	87	69	79%	18	21%	-\$35,334	96%	40	137
\$1,000,000	\$1,499,999	170	130	76%	40	24%	-\$105,673	92%	70	179
\$1,500,000	\$1,749,999	45	28	62%	17	38%	-\$97,807	94%	43	163
\$1,750,000	\$1,999,999	46	29	63%	17	37%	-\$170,214	90%	46	163
\$2,000,000	\$2,999,999	70	41	59%	29	41%	-\$333,573	86%	56	188
\$3,000,000	\$15,000,000	38	20	53%	18	47%	-\$723,900	68%	52	184
Totals		486	339	66%	147	34%	-\$193,515	89%	50	175

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*Detached Houses - Vancouver Westside
2nd Qtr - Apr 1 to Jun 30 2009*

<i>Minimum Listing</i>	<i>Maximum Listing</i>	<i>Houses Sold-Expired</i>	<i>Real Buyers</i>	<i>Odds of Selling</i>	<i>Qty Expired</i>	<i>Percent Expired</i>	<i>Average SP vs LP</i>	<i>Percent SP vs LP</i>	<i>Average DOM</i>	<i>Listing Term</i>
\$500,000	\$599,999	1	1	100%	0	0%	-\$16,000	97%	83	122
\$600,000	\$699,999	10	10	100%	0	0%	-\$20,560	97%	32	159
\$700,000	\$799,999	26	24	92%	2	8%	-\$15,888	98%	59	181
\$800,000	\$999,999	111	101	91%	10	9%	-\$2,865	99%	42	170
\$1,000,000	\$1,499,999	227	203	89%	24	11%	-\$29,972	97%	38	155
\$1,500,000	\$1,749,999	100	88	88%	12	12%	-\$88,614	95%	67	174
\$1,750,000	\$1,999,999	70	57	81%	13	19%	-\$101,330	95%	58	169
\$2,000,000	\$2,999,999	120	96	80%	24	20%	-\$181,750	93%	53	176
\$3,000,000	\$15,000,000	57	42	74%	15	26%	-\$548,414	91%	58	204
Totals		722	622	88%	100	12%	-\$111,710	96%	54	168

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*Detached Houses - Vancouver Westside
3rd Qtr - Jul 1 to Sep 30 2009*

<i>Minimum Listing</i>	<i>Maximum Listing</i>	<i>Houses Sold-Expired</i>	<i>Real Buyers</i>	<i>Odds of Selling</i>	<i>Qty Expired</i>	<i>Percent Expired</i>	<i>Average SP vs LP</i>	<i>Percent SP vs LP</i>	<i>Average DOM</i>	<i>Listing Term</i>
\$500,000	\$599,999	2	2	100%	0	0%	\$2,000	100%	44	153
\$600,000	\$699,999	3	3	100%	0	0%	\$10,300	102%	12	89
\$700,000	\$799,999	10	9	90%	1	10%	\$722	100%	35	143
\$800,000	\$999,999	64	61	95%	3	5%	\$30,611	103%	19	132
\$1,000,000	\$1,499,999	223	200	90%	23	10%	-\$6,560	99%	24	136
\$1,500,000	\$1,749,999	88	76	86%	12	14%	-\$45,562	97%	34	147
\$1,750,000	\$1,999,999	81	73	90%	8	10%	-\$74,112	96%	42	149
\$2,000,000	\$2,999,999	122	90	74%	32	26%	-\$154,341	93%	55	168
\$3,000,000	\$15,000,000	58	42	72%	16	28%	-\$284,250	82%	53	189
Totals		651	556	89%	95	11%	-\$57,910	97%	35	145

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*Detached Houses - Vancouver Westside
YTD - Jan 1 to Oct 31 2009*

<i>Minimum Listing</i>	<i>Maximum Listing</i>	<i>Houses Sold-Expired</i>	<i>Real Buyers</i>	<i>Odds of Selling</i>	<i>Qty Expired</i>	<i>Percent Expired</i>	<i>Average SP vs LP</i>	<i>Percent SP vs LP</i>	<i>Average DOM</i>	<i>Listing Term</i>
\$500,000	\$599,999	2	2	100%	0	0%	-\$23,000	90%	163	301
\$600,000	\$699,999	4	4	100%	0	0%	-\$35,500	90%	106	207
\$700,000	\$799,999	6	5	83%	1	17%	-\$29,100	94%	21	116
\$800,000	\$999,999	3	3	100%	0	0%	-\$4,000	99%	57	143
\$1,000,000	\$1,499,999	45	37	82%	8	18%	-\$25,714	96%	41	166
\$1,500,000	\$1,749,999	321	282	88%	39	12%	-\$5,082	99%	36	150
\$1,750,000	\$1,999,999	320	280	88%	40	13%	-\$21,284	98%	34	145
\$2,000,000	\$2,999,999	1375	1096	80%	279	20%	-\$134,511	90%	49	167
Totals		2076	1709	90%	367	10%	-\$34,774	95%	63	174

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