

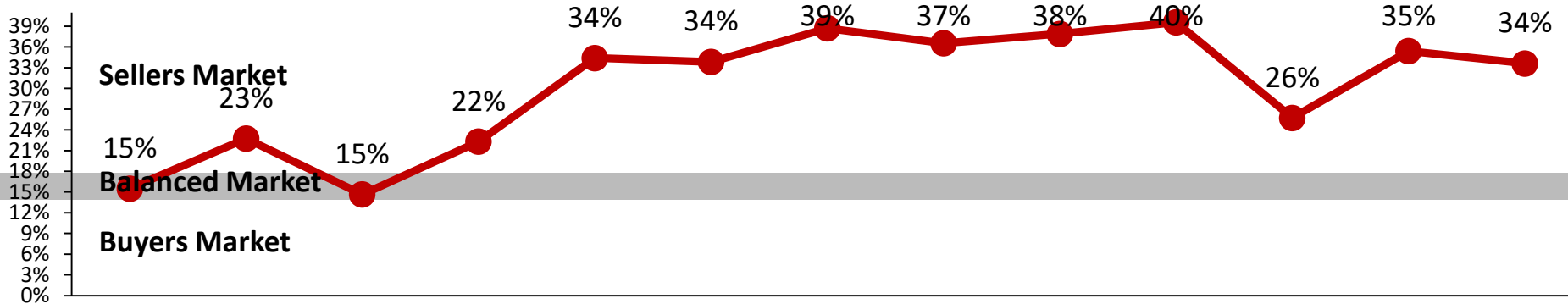
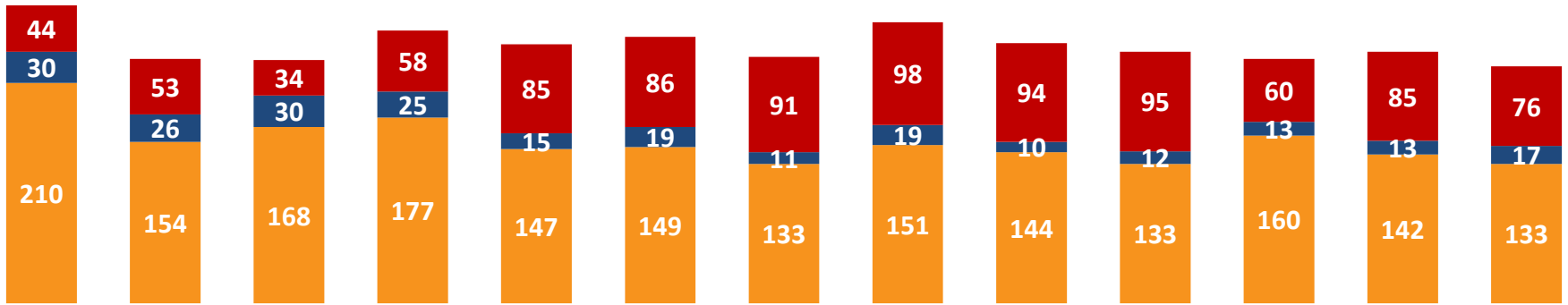


Abbotsford Condo Sales/Listing Rates

STR% SOLD Monthly Sell-Through Rates (absorption rates)

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Nov. 15 Dec. 15 Jan. 16 Feb. 16 Mar. 16 Apr. 16 May. 16 Jun. 16 Jul. 16 Aug. 16 Sep. 16 Oct. 16 Nov. 16

Price Breakdown

100,000 & Below	2	200,001-225,000	13
100,001-125,000	5	225,001-250,000	6
125,001-150,000	15	250,001-275,000	5
150,001-175,000	11	275,001-300,000	4
175,001-200,000	11	300,001 & Above	4

STR (Sell Through Rate) Formula

$$\frac{\text{SALES}}{\text{ACTIVE} + \text{FAILED} + \text{SALES}} = \text{STR}$$