

## Realty Stats Report 2012 Data Base

We have the consumers attention, plus effective business tools and agent training but more importantly we have the time for you. It is one thing to train you; it is another thing entirely to stay with you after your training to help you put what you learned to work. Ask about our weekly planning and accountability sessions to ensure your desire to improve your business results is fulfilled.

### Vancouver

Company	Combined Listing/Selling Ends	Listing Ends	Selling Ends	*Market Share Combined Ends	Market Share Listing ends	Market Share Selling Ends	Average Sale price	Productivity per Agent			
RE/MAX	4025	25.20%	2563	26.53%	1829	22.93%	25.09%	27.38%	22.80%		11.2
Sutton	3196	20.01%	2351	24.34%	1557	19.52%	19.92%	20.43%	19.41%	\$ 866,351.00	6.8
Macdonald	1333	8.35%	810	8.39%	672	8.43%	8.31%	8.24%	8.38%	\$ 850,525.00	8
Royal Pacific	1137	7.12%	666	6.90%	684	8.58%	7.09%	5.65%	8.53%	\$ 1,080,820.00	5.4
Royal LePage	539	3.37%	330	3.42%	254	3.18%	3.36%	3.55%	3.17%	\$ 1,346,582.00	6.4
Prudential	391	2.45%	271	2.81%	185	2.32%	2.44%	2.57%	2.31%	\$ 789,152.00	5.2
Century 21	388	2.43%	254	2.63%	203	2.55%	2.42%	2.31%	2.53%	\$ 820,358.00	9.4
Coldwell Banker	369	2.31%	219	2.27%	191	2.39%	2.30%	2.22%	2.38%	\$ 715,586.00	6.2
Total Others	4595	28.77%	2195	22.72%	2400	30.09%	29.07%	27.66%	30.49%	\$ 775,072.00	
										\$ 7,244,446.00	

15973 100.00% 9659 100.00% 7975 100.00% 100.00% 100.01% 100.00%

### Westside

Company	Combined Listing/Selling Ends	Listing Ends	Selling Ends	*Market Share Combined Ends	Market Share Listing ends	Market Share Selling Ends	Average Sale price	Productivity per Agent	EARNINGS REMAX vs Sutton			
RE/MAX	2500	23.88%	1365	26.08%	1135	21.69%	23.88%	26.08%	21.68%	\$ 1,061,761.00	8.6	\$ 138,855.60
Sutton	1887	18.03%	955	18.25%	932	17.81%	18.03%	18.25%	17.80%	\$ 949,869.00	5.4	\$ 87,188.40
Macdonald	972	9.29%	502	9.59%	470	8.98%	9.29%	9.59%	8.98%	\$ 1,299,769.00	7	\$ 51,667.20
Royal Pacific	776	7.41%	296	5.66%	480	9.17%	7.41%	5.66%	9.17%	\$ 1,590,169.00	5	
Dexter	384	3.67%	235	4.49%	149	2.85%	3.67%	4.49%	2.85%	\$ 1,230,624.00	8.4	
Royal LePage	369	3.53%	190	3.63%	179	3.42%	3.53%	3.63%	3.42%	\$ 844,225.00	6	
Century 21	311	2.97%	152	2.90%	159	3.04%	2.97%	2.90%	3.04%	\$ 770,616.00	8.2	
Prudential	277	2.65%	142	2.71%	134	2.56%	2.65%	2.73%	2.56%	\$ 862,793.00	4.4	
Coldwell Banker	242	2.31%	114	2.18%	128	2.45%	2.31%	2.18%	2.45%	\$ 844,225.00	5.8	
Sotheby's	154	1.47%	94	1.80%	60	1.15%	1.47%	1.80%	1.15%	\$ 1,752,729.00	8.2	
Total Others	2596	24.80%	1188	22.70%	1408	26.90%	24.80%	22.70%	26.90%	\$ 1,022,474.00		
	10468	100.00%	5233	100.00%	5234	100.00%	100.01%	100.01%	100.00%	\$ 12,229,254.00		
										\$ 1,111,750.00		
										\$ 16,146.00		

\*Market Share is based on sales by agents in the City of Vancouver in 2012 as reported to the MLS.

It does not matter where the agents office is located which can be outside of Vancouver.

This is true market share.

Most agencies are incorrectly measuring representing their market share based on the volume or ends done by their office(s).

Average Commission based on our recommended fees.

\*\*Source: IMS Incorporated 2012 Data Base for City of Vancouver