

**PERFORMANCE RECORD 2016/2017 - Western Region**

MONTH	MONTHLY LISTING 2016	MONTHLY LISTING 2017	YTD LISTING 2016	YTD LISTING 2017	MONTHLY SALES 2016	MONTHLY SALES 2017	YTD SALES 2016	YTD SALES 2017	MONTHLY VOLUME SALES 2016	MONTHLY VOLUME SALES 2017	YTD VOLUME SALES 2016	YTD VOLUME SALES 2017	MONTHLY SALES TO LISTING 2016	MONTHLY SALES TO LISTING 2017	YTD SALES TO LISTING 2016	YTD SALES TO LISTING 2017
JAN	248	169	248	169	105	111	105	111	\$37,733,843	\$ 54,297,829	\$37,733,843	\$ 54,297,829	42.34	65.68	42.34	65.68
FEB	274	240	522	408	181	174	288	285	\$67,668,800	\$ 75,302,201	\$105,402,643	\$129,600,030	66.06	72.50	55.17	69.85
MAR	426	341	948	748	186	275	472	560	\$69,633,824	\$ 116,439,226	\$175,036,467	\$246,039,256	43.66	80.65	49.79	74.87
APR	427	381	1375	1129	285	270	757	829	\$99,509,289	\$ 131,396,861	\$274,545,756	\$376,726,117	66.74	70.87	55.05	73.43
MAY	533	472	1908	1601	313	315	1070	1139	\$113,903,659	\$ 145,745,804	\$388,449,415	\$519,337,021	58.72	66.74	56.08	71.14
JUN	477	415	2385	2014	308	254	1378	1392	\$111,400,695	\$ 115,024,022	\$499,850,110	\$634,186,043	64.57	61.20	57.78	69.12
JUL	328	321	2713	2335	263	177	1641	1566	\$98,335,900	\$ 80,861,900	\$598,186,010	\$714,388,943	80.18	55.14	60.49	67.07
AUG	309	326	3022	2660	302	190	1943	1752	\$118,940,759	\$ 83,490,684	\$717,126,769	\$796,346,727	97.73	58.28	64.30	65.86
SEP	292		3317		243		2188		\$94,340,667		\$812,214,436		83.22	-	65.96	-
OCT	280		3596		254		2439		\$94,406,889		\$905,794,825		90.71	-	67.83	-
NOV	210		3805		187		2626		\$84,271,278		\$990,066,103		89.05	-	69.01	-
DEC	123		3928		126		2750		\$48,381,000		\$1,037,827,103		102.44	-	70.01	-