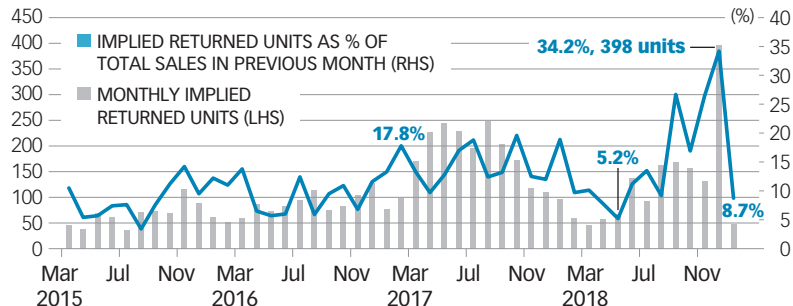


# Reading between the lines

## Implied "returned units", or lapsed OTPs



## How this was calculated

| PROJECT        | REPORTED<br>UNITS SOLD<br>IN NOV 2018<br>(A) | REPORTED<br>UNITS SOLD<br>IN DEC 2018<br>(B) | REPORTED<br>CUMULATIVE<br>UNITS SOLD<br>AS AT DEC 2018<br>(C) | (C) - (B)<br>IMPLIED<br>NOV 2018<br>SALES<br>(D) | (A) - (D)<br>IMPLIED<br>RETURNED<br>UNITS<br>(E) |
|----------------|----------------------------------------------|----------------------------------------------|---------------------------------------------------------------|--------------------------------------------------|--------------------------------------------------|
| Whistler Grand | 219                                          | 128                                          | 231                                                           | 103                                              | 116                                              |
| Parc Esta      | 348                                          | 160                                          | 395                                                           | 235                                              | 113                                              |