

# **Central Zone Monthly Statistics**

October 2007

Totals include variables in any given month, due to  
preceding month's collapsed sales and deleted listings.

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# Zone Totals

Description	Current Month This Year	Last Year	Increase	This YTD	Last YTD	Increase
<b>Year = 2007</b>						
<b>Month = October</b>						
<b>Area = Central Zone</b>						
1 Units Listed	913	854	6.91%	9526	7936	20.04%
2 Units Sold	474	407	16.46%	5544	4887	13.44%
3 Sales Volume	\$193,789,408.	\$142,711,792.	35.79%	\$2,261,696,000.	\$1,681,529,728.	34.50%
4 List/Sell Ratio	95.80%	94.85%		96.54%	96.28%	
5 Days to Sell	70	72	-2.78%	68	72	-5.56%
6 Active Listings	3092	2720	13.68%			
<b>Area = North Zone</b>						
1 Units Listed	386	371	4.04%	3925	3863	1.60%
2 Units Sold	187	200	-6.50%	2286	2308	-0.95%
3 Sales Volume	\$74,346,448.	\$58,464,720.	27.16%	\$787,603,968.	\$651,244,416.	20.94%
4 List/Sell Ratio	95.51%	94.72%		96.43%	96.09%	
5 Days to Sell	84	93	-9.68%	85	78	8.97%
6 Active Listings	1571	1547	1.55%			
<b>Area = Shuswap Zone</b>						
1 Units Listed	178	161	10.56%	2379	2068	15.04%
2 Units Sold	106	89	19.10%	1358	1227	10.68%
3 Sales Volume	\$31,009,452.	\$19,730,800.	57.16%	\$435,816,704.	\$304,813,248.	42.98%
4 List/Sell Ratio	94.14%	92.11%		95.47%	95.10%	
5 Days to Sell	84	85	-1.18%	104	104	0.00%
6 Active Listings	1032	881	17.14%			
<b>Area = Grand Total</b>						
1 Units Listed	1477	1386	6.57%	15830	13867	14.16%
2 Units Sold	767	696	10.20%	9188	8422	9.10%
3 Sales Volume	\$299,145,312.	\$220,907,312.	35.42%	\$3,485,116,672.	\$2,637,587,456.	32.13%
4 List/Sell Ratio	95.50%	94.46%		96.36%	96.05%	
5 Days to Sell	75	80	-6.25%	77	78	-1.28%
6 Active Listings	5695	5148	10.63%			

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# Quick Summary Part 1

Description	Total Units Sold	Total Sales Volume	Res. Units Sold	Res. Sales Volume
This Month	474	\$193,789,408.	216	\$108,203,768.
Last Month	464	\$202,435,936.	217	\$111,369,432.
This Month Last Year	407	\$142,711,792.	175	\$74,215,904.

Description	Total Listings Taken	Inventory
This Month	913	3092
Last Month	937	3089
This Month Last Year	854	2720

# Quick Summary Part 2

<u>Description</u>	<u>This Month</u>
<b>Year = 2007</b>	
<b>Month = 10</b>	
<b>Area = CO</b>	
7 Ratio of Sales vs. Inventory	15.33%
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8 Condo/Apt -- Sales	90
9 Condo/Apt -- New Listings	210
10 Condo/Apt -- Current Inventory	617
11 Condo/Apt -- Sell/Inv. Ratio	14.59%
12 Condo/Apt -- Days to Sell	60
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13 Condo/Townhouse -- Sales	62
14 Condo/Townhouse -- New Listings	92
15 Condo/Townhouse -- Current Inventory	219
16 Condo/Townhouse -- Sell/Inv. Ratio	28.31%
17 Condo/Townhouse -- Days to Sell	56
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18 Lots -- Sales	38
19 Lots -- New Listings	67
20 Lots -- Current Inventory	376
21 Lots -- Sell/Inv. Ratio	10.11%
22 Lots -- Days to Sell	122
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23 Residential -- Sales	216
24 Residential -- New Listings	361
25 Residential -- Current Inventory	1036
26 Residential -- Sell/Inv. Ratio	20.85%
27 Residential -- Days to Sell	56
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28 Average House Price	\$500,943.37
29 Median House Price	\$466,500.
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## Comparative Activity -- Listing Information

Description	LIST This Mo	This Mo Last Yr	Incr/Decr%	This YTD	Last YTD	Incr/Decr%	INVENT This Mo	This Mo Last Yr	Incr/Decr%
<b>Zone = CO</b>									
1 Acreage/House	37	21	76.19%	332	213	55.87%	157	110	42.73%
2 Duplex	16	31	-48.39%	230	238	-3.36%	52	69	-24.64%
3 Mobile Home	55	40	37.50%	488	425	14.82%	158	88	79.55%
4 Recreational	13	12	8.33%	143	126	13.49%	72	61	18.03%
5 Residential	361	359	0.56%	4078	3428	18.96%	1036	935	10.80%
6 Residential WF	11	8	37.50%	136	102	33.33%	48	43	11.63%
7 3/4-Plex	0	4	-100.00%	16	16	0.00%	3	6	-50.00%
8 Timeshare	0	1	-100.00%	14	7	100.00%	11	7	57.14%
9 Apartment	210	141	48.94%	1829	1386	31.96%	617	467	32.12%
10 Townhouse	92	87	5.75%	924	782	18.16%	219	232	-5.60%
11 RES. TOTAL	795	704	12.93%	8190	6723	21.82%	2373	2018	17.59%
12 FARMS	12	8	50.00%	100	73	36.99%	61	51	19.61%
13 MULTIFAMILY	0	1	-100.00%	10	22	-54.55%	2	7	-71.43%
14 Acreage	13	12	8.33%	132	97	36.08%	59	61	-3.28%
15 Acreage WF	3	1	200.00%	20	17	17.65%	13	9	44.44%
16 Lots	51	67	-23.88%	645	549	17.49%	296	253	17.00%
17 Lots WF	0	0	0.00%	21	18	16.67%	8	5	60.00%
18 LOTS TOTAL	67	80	-16.25%	821	681	20.56%	376	328	14.63%
19 Business	11	16	-31.25%	130	120	8.33%	83	90	-7.78%
20 Commercial	6	15	-60.00%	77	112	-31.25%	38	52	-26.92%
21 Land	5	11	-54.55%	63	50	26.00%	69	36	91.67%
22 Leases	17	18	-5.56%	135	154	-12.34%	90	138	-34.78%
23 IC&I TOTAL	39	60	-35.00%	405	436	-7.11%	280	316	-11.39%
24 GRAND TOTAL	913	854	6.91%	9526	7936	20.04%	3092	2720	13.68%

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## Comparative Activity -- Sales Information (Month)

Description	UNIT SALES Mo	Last Yr	Incr/Decr%	SALES VOL Mo	Last Yr	Incr/Decr%	L/S RATIO Month	Last Yr
<b>Area = CO</b>								
1 Acreage/House	10	10	0.00%	\$9,194,000.	\$7,198,500.	27.72%	96.01%	96.94%
2 Duplex	8	7	14.29%	\$3,635,900.	\$2,047,000.	77.62%	97.60%	96.21%
3 Mobile Home	30	29	3.45%	\$3,582,500.	\$2,179,050.	64.41%	91.21%	89.92%
4 Recreational	2	2	0.00%	\$935,000.	\$653,500.	43.08%	93.09%	91.81%
5 Residential	216	175	23.43%	\$108,203,768.	\$74,215,904.	45.80%	96.37%	96.02%
6 Residential WF	0	4	-100.00%	\$0.	\$4,294,900.	0.00%	0.00%	85.97%
7 3/4-Plex	1	2	-50.00%	\$232,000.	\$517,000.	-55.13%	98.76%	96.78%
8 Timeshare	0	1	-100.00%	\$0.	\$8,000.	0.00%	0.00%	88.88%
9 Apartment	90	72	25.00%	\$26,010,590.	\$16,707,850.	55.68%	95.83%	95.20%
10 Townhouse	62	60	3.33%	\$21,750,888.	\$18,627,630.	16.77%	95.91%	96.33%
11 RES. TOTAL	419	362	15.75%	\$173,544,640.	\$126,449,336.	37.24%	95.82%	95.30%
12 FARMS	2	1	100.00%	\$1,764,900.	\$2,000,000.	-11.76%	90.14%	33.89%
13 MULTIFAMILY	0	1	-100.00%	\$0.	\$385,000.	0.00%	0.00%	96.27%
14 Acreage	5	5	0.00%	\$3,619,000.	\$3,915,800.	-7.58%	95.28%	91.72%
15 Acreage WF	0	0	0.00%	\$0.	\$0.	0.00%	0.00%	0.00%
16 Lots	33	26	26.92%	\$6,815,700.	\$4,631,300.	47.17%	96.35%	97.10%
17 Lots WF	0	2	-100.00%	\$0.	\$1,802,900.	0.00%	0.00%	89.23%
18 LOTS TOTAL	38	33	15.15%	\$10,434,700.	\$10,350,000.	0.82%	96.20%	95.81%
19 Business	1	4	-75.00%	\$98,000.	\$99,890.	-1.89%	83.05%	60.26%
20 Commercial	1	2	-50.00%	\$466,900.	\$1,792,000.	-73.95%	92.47%	95.99%
21 Land	10	0	0.00%	\$7,273,000.	\$0.	0.00%	96.07%	0.00%
22 Leases	3	4	-25.00%	\$207,267.95	\$1,635,568.	-87.33%	0.00%	0.00%
23 IC&I TOTAL	15	10	50.00%	\$8,045,168.	\$3,527,458.	128.07%	94.68%	72.17%
24 GRAND TOTAL	474	407	16.46%	\$193,789,408.	\$142,711,792.	35.79%	95.80%	94.85%

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**Comparative Activity -- Sales Information (YTD)**

Description	UNIT SALES YTD	Last YTD	Incr/Decr%	SALES VOL YTD	Last YTD	Incr/Decr%	L/S RATIO YTD	Last YTD
<b>Area = CO</b>								
1 Acreage/House	107	92	16.30%	\$96,435,400.	\$64,468,920.	49.58%	94.54%	93.38%
2 Duplex	171	145	17.93%	\$60,781,236.	\$45,694,084.	33.02%	96.84%	96.58%
3 Mobile Home	260	321	-19.00%	\$28,654,492.	\$24,811,754.	15.49%	92.59%	90.51%
4 Recreational	52	24	116.67%	\$18,925,050.	\$8,408,200.	125.08%	95.51%	94.59%
5 Residential	2573	2242	14.76%	\$1,225,741,056.	\$898,194,176.	36.47%	97.09%	96.92%
6 Residential WF	48	49	-2.04%	\$92,782,728.	\$85,869,752.	8.05%	91.79%	92.08%
7 3/4-Plex	14	7	100.00%	\$6,447,500.	\$2,606,900.	147.32%	95.11%	96.62%
8 Timeshare	5	1	400.00%	\$33,200.	\$8,000.	315.00%	87.47%	88.88%
9 Apartment	1119	868	28.92%	\$300,096,768.	\$205,407,168.	46.10%	97.04%	97.17%
10 Townhouse	667	523	27.53%	\$233,068,928.	\$158,163,280.	47.36%	97.03%	97.27%
11 RES. TOTAL	5016	4272	17.42%	\$2,062,966,272.	\$1,493,632,256.	38.12%	96.69%	96.37%
12 FARMS	17	15	13.33%	\$18,073,900.	\$15,097,400.	19.72%	93.31%	90.02%
13 MULTIFAMILY	6	10	-40.00%	\$10,562,000.	\$11,045,100.	-4.37%	93.28%	93.99%
14 Acreage	39	54	-27.78%	\$25,758,800.	\$34,563,228.	-25.47%	94.64%	93.84%
15 Acreage WF	1	3	-66.67%	\$1,400,000.	\$3,920,000.	-64.29%	100.00%	94.74%
16 Lots	283	363	-22.04%	\$59,823,748.	\$59,888,508.	-0.11%	96.61%	97.89%
17 Lots WF	6	13	-53.85%	\$7,240,000.	\$14,317,400.	-49.43%	93.86%	92.20%
18 LOTS TOTAL	329	433	-24.02%	\$94,222,544.	\$112,689,136.	-16.39%	96.34%	97.20%
19 Business	21	27	-22.22%	\$11,327,100.	\$2,885,090.	292.61%	73.77%	76.63%
20 Commercial	42	51	-17.65%	\$28,222,436.	\$21,187,250.	33.20%	94.57%	93.82%
21 Land	28	15	86.67%	\$26,501,000.	\$16,384,500.	61.74%	95.98%	95.04%
22 Leases	85	64	32.81%	\$9,820,618.	\$8,609,034.	14.07%	90.07%	0.00%
23 IC&I TOTAL	176	157	12.10%	\$75,871,152.	\$49,065,876.	54.63%	90.19%	89.02%
24 GRAND TOTAL	5544	4887	13.44%	\$2,261,696,000.	\$1,681,529,728.	34.50%	96.54%	96.28%

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**Average/Median Price, Days to Sell (Month)**

Description	AVG PR Month	Last Yr	Incr/Decr %	MED PR Month	Last Yr	Incr/Decr %	DAYS Month	Last Yr	Incr/Decr %
<b>Area = CO</b>									
1 Acreage/House	\$919,400.	\$719,850.	27.72%	\$797,500.	\$709,750.	12.36%	63	45	40.00%
2 Duplex	\$454,487.50	\$292,428.56	55.42%	\$391,000.	\$275,000.	42.18%	49	72	-31.94%
3 Mobile Home	\$119,416.66	\$75,139.65	58.93%	\$118,000.	\$64,000.	84.38%	56	43	30.23%
4 Recreational	\$467,500.	\$326,750.	43.08%	\$467,500.	\$326,750.	43.08%	359	9	3888.89%
5 Residential	\$500,943.37	\$424,090.87	18.12%	\$466,500.	\$385,000.	21.17%	56	56	0.00%
6 Residential WF	\$0.	\$1,073,725.	0.00%	\$0.	\$892,500.	0.00%	0	119	0.00%
7 3/4-Plex	\$232,000.	\$258,500.	-10.25%	\$232,000.	\$258,500.	-10.25%	40	68	-41.18%
8 Timeshare	\$0.	\$8,000.	0.00%	\$0.	\$8,000.	0.00%	0	31	0.00%
9 Apartment	\$289,006.56	\$232,053.46	24.54%	\$258,500.	\$215,000.	20.23%	60	60	0.00%
10 Townhouse	\$350,820.75	\$310,460.50	13.00%	\$331,450.	\$276,650.	19.81%	56	71	-21.13%
11 RES. TOTAL	\$414,187.68	\$349,307.56	18.57%	\$400,000.	\$319,750.	25.10%	58	59	-1.69%
12 FARMS	\$882,450.	\$2,000,000.	-55.88%	\$882,450.	\$2,000,000.	-55.88%	109	193	-43.52%
13 MULTIFAMILY	\$0.	\$385,000.	0.00%	\$0.	\$385,000.	0.00%	0	48	0.00%
14 Acreage	\$723,800.	\$783,160.	-7.58%	\$500,000.	\$528,000.	-5.30%	84	89	-5.62%
15 Acreage WF	\$0.	\$0.	0.00%	\$0.	\$0.	0.00%	0	0	0.00%
16 Lots	\$206,536.35	\$178,126.92	15.95%	\$179,900.	\$149,000.	20.74%	127	159	-20.13%
17 Lots WF	\$0.	\$901,450.	0.00%	\$0.	\$901,450.	0.00%	0	99	0.00%
18 LOTS TOTAL	\$274,597.37	\$313,636.37	-12.45%	\$201,000.	\$160,000.	25.63%	122	145	-15.86%
19 Business	\$98,000.	\$24,972.50	292.43%	\$98,000.	\$30,000.	226.67%	64	193	-66.84%
20 Commercial	\$466,900.	\$896,000.	-47.89%	\$466,900.	\$896,000.	-47.89%	36	535	-93.27%
21 Land	\$727,300.	\$0.	0.00%	\$875,000.	\$0.	0.00%	313	0	0.00%
22 Leases	\$69,089.32	\$408,892.	-83.10%	\$64,800.	\$745,484.	-91.31%	179	294	-39.12%
23 IC&I TOTAL	\$536,344.50	\$352,745.81	52.05%	\$435,000.	\$79,300.	448.55%	251	302	-16.89%
24 GRAND TOTAL	\$408,838.43	\$350,643.21	16.60%	\$395,000.	\$310,000.	27.42%	70	72	-2.78%

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**Average/Median Price, Days to Sell (YTD)**

Description	AVG PR YTD	Last YTD	Incr/Decr%	MED PR YTD	Last YTD	Incr/Decr%	DAYS YTD	Last YTD	Incr/Decr%
<b>Area = CO</b>									
1 Acreage/House	\$901,265.43	\$700,749.12	28.61%	\$750,000.	\$606,159.37	23.73%	93	95	-2.11%
2 Duplex	\$355,445.84	\$315,131.62	12.79%	\$319,000.	\$268,000.	19.03%	50	50	0.00%
3 Mobile Home	\$110,209.57	\$77,295.18	42.58%	\$105,000.	\$73,000.	43.84%	61	53	15.09%
4 Recreational	\$363,943.28	\$350,341.65	3.88%	\$322,500.	\$323,750.	-0.39%	131	129	1.55%
5 Residential	\$476,385.93	\$400,621.84	18.91%	\$436,000.	\$370,000.	17.84%	56	55	1.82%
6 Residential WF	\$1,932,973.50	\$1,752,443.87	10.30%	\$1,650,000.	\$1,545,000.	6.80%	87	94	-7.45%
7 3/4-Plex	\$460,535.71	\$372,414.28	23.66%	\$445,000.	\$340,000.	30.88%	63	68	-7.35%
8 Timeshare	\$6,640.	\$8,000.	-17.00%	\$5,700.	\$8,000.	-28.75%	207	31	567.74%
9 Apartment	\$268,183.	\$236,644.20	13.33%	\$242,000.	\$214,900.	12.61%	64	75	-14.67%
10 Townhouse	\$349,428.68	\$302,415.43	15.55%	\$327,500.	\$274,500.	19.31%	55	57	-3.51%
11 RES. TOTAL	\$411,277.18	\$349,633.	17.63%	\$368,700.	\$319,000.	15.58%	60	61	-1.64%
12 FARMS	\$1,063,170.62	\$1,006,493.31	5.63%	\$920,000.	\$762,500.	20.66%	121	127	-4.72%
13 MULTIFAMILY	\$1,760,333.37	\$1,104,510.	59.38%	\$2,337,500.	\$694,800.	236.43%	65	58	12.07%
14 Acreage	\$660,482.06	\$640,059.81	3.19%	\$417,000.	\$400,000.	4.25%	122	146	-16.44%
15 Acreage WF	\$1,400,000.	\$1,306,666.62	7.14%	\$1,400,000.	\$775,000.	80.65%	100	81	23.46%
16 Lots	\$211,391.32	\$165,399.20	27.81%	\$194,500.	\$141,700.	37.26%	119	144	-17.36%
17 Lots WF	\$1,206,666.62	\$1,101,338.50	9.56%	\$1,242,500.	\$1,082,000.	14.83%	157	114	37.72%
18 LOTS TOTAL	\$286,390.71	\$260,822.07	9.80%	\$209,025.	\$148,500.	40.76%	120	143	-16.08%
19 Business	\$539,385.68	\$106,855.18	404.78%	\$424,000.	\$50,000.	748.00%	218	174	25.29%
20 Commercial	\$671,962.75	\$415,436.28	61.75%	\$1,075,000.	\$900,000.	19.44%	115	112	2.68%
21 Land	\$946,464.31	\$1,092,300.	-13.35%	\$614,500.	\$1,200,000.	-48.79%	217	169	28.40%
22 Leases	\$115,477.15	\$134,516.15	-14.15%	\$48,330.	\$68,300.	-29.24%	230	234	-1.71%
23 IC&I TOTAL	\$432,860.65	\$312,521.50	38.51%	\$156,000.	\$124,775.	25.03%	199	178	11.80%
24 GRAND TOTAL	\$408,005.65	\$344,149.75	18.55%	\$359,000.	\$305,000.	17.70%	68	72	-5.56%

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