

# **Central Zone Monthly Statistics**

January 2010

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 = 2010</b>						
<b>Month = January</b>						
<b>Area = Central Zone</b>						
1 Units Listed	1021	884	15.50%	1021	884	15.50%
2 Units Sold	252	113	123.01%	252	113	123.01%
3 Sales Volume	\$98,977,568.	\$38,500,040.	157.08%	\$98,977,568.	\$38,500,040.	157.08%
4 List/Sell Ratio	94.35%	86.00%		94.35%	86.00%	
5 Days to Sell	120	101	18.81%	120	101	18.81%
6 Active Listings	4120	4648	-11.36%			
<b>Area = North Zone</b>						
1 Units Listed	348	261	33.33%	348	261	33.33%
2 Units Sold	77	51	50.98%	77	51	50.98%
3 Sales Volume	\$24,467,970.	\$16,340,324.	49.74%	\$24,467,970.	\$16,340,324.	49.74%
4 List/Sell Ratio	92.47%	85.87%		92.47%	85.87%	
5 Days to Sell	113	143	-20.98%	113	143	-20.98%
6 Active Listings	1954	2041	-4.26%			
<b>Area = Shuswap Zone</b>						
1 Units Listed	183	109	67.89%	183	109	67.89%
2 Units Sold	44	21	109.52%	44	21	109.52%
3 Sales Volume	\$12,976,406.	\$5,980,000.	117.00%	\$12,976,406.	\$5,980,000.	117.00%
4 List/Sell Ratio	91.87%	78.31%		91.87%	78.31%	
5 Days to Sell	158	167	-5.39%	158	167	-5.39%
6 Active Listings	1138	1213	-6.18%			
<b>Area = Grand Total</b>						
1 Units Listed	1552	1254	23.76%	1552	1254	23.76%
2 Units Sold	373	185	101.62%	373	185	101.62%
3 Sales Volume	\$136,421,936.	\$60,820,364.	124.30%	\$136,421,936.	\$60,820,364.	124.30%
4 List/Sell Ratio	93.66%	85.06%		93.66%	85.06%	
5 Days to Sell	123	120	2.50%	123	120	2.50%
6 Active Listings	7212	7902	-8.73%			

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# Quick Summary Part 1

Description	Total Units Sold	Total Sales Volume	Res. Units Sold	Res. Sales Volume
This Month	252	\$98,977,568.	122	\$59,056,040.
Last Month	258	\$116,245,080.	117	\$55,270,600.
This Month Last Year	113	\$38,500,040.	55	\$22,637,556.

Description	Total Listings Taken	Inventory
This Month	1021	4120
Last Month	525	4071
This Month Last Year	884	4648

# Quick Summary Part 2

	<u>Description</u>	<u>This Month</u>
Year = 2010		
Month = 1		
Area = CO		
7	Ratio of Sales vs. Inventory	6.12%
8	Condo/Apt -- Sales	49
9	Condo/Apt -- New Listings	196
10	Condo/Apt -- Current Inventory	922
11	Condo/Apt -- Sell/Inv. Ratio	5.32%
12	Condo/Apt -- Days to Sell	145
13	Condo/Townhouse -- Sales	25
14	Condo/Townhouse -- New Listings	120
15	Condo/Townhouse -- Current Inventory	384
16	Condo/Townhouse -- Sell/Inv. Ratio	6.51%
17	Condo/Townhouse -- Days to Sell	106
18	Lots -- Sales	16
19	Lots -- New Listings	104
20	Lots -- Current Inventory	664
21	Lots -- Sell/Inv. Ratio	2.41%
22	Lots -- Days to Sell	193
23	Residential -- Sales	122
24	Residential -- New Listings	412
25	Residential -- Current Inventory	1151
26	Residential -- Sell/Inv. Ratio	10.60%
27	Residential -- Days to Sell	93
28	Average House Price	\$484,065.90
29	Median House Price	\$441,500.

## 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	28	25	12.00%	28	25	12.00%	152	170	-10.59%
2 Duplex	29	18	61.11%	29	18	61.11%	76	74	2.70%
3 Mobile Home	50	35	42.86%	50	35	42.86%	200	146	36.99%
4 Recreational	4	4	0.00%	4	4	0.00%	34	35	-2.86%
5 Residential	412	352	17.05%	412	352	17.05%	1151	1508	-23.67%
6 Residential WF	14	9	55.56%	14	9	55.56%	80	72	11.11%
7 3/4-Plex	1	3	-66.67%	1	3	-66.67%	9	12	-25.00%
8 Timeshare	1	2	-50.00%	1	2	-50.00%	3	8	-62.50%
9 Apartment	196	192	2.08%	196	192	2.08%	922	1045	-11.77%
10 Townhouse	120	100	20.00%	120	100	20.00%	384	508	-24.41%
11 RES. TOTAL	855	740	15.54%	855	740	15.54%	3011	3578	-15.85%
12 FARMS	8	13	-38.46%	8	13	-38.46%	64	72	-11.11%
13 MULTIFAMILY	0	3	-100.00%	0	3	-100.00%	7	9	-22.22%
14 Acreage	13	11	18.18%	13	11	18.18%	104	93	11.83%
15 Acreage WF	4	0	0.00%	4	0	0.00%	15	15	0.00%
16 Lots	87	65	33.85%	87	65	33.85%	528	492	7.32%
17 Lots WF	0	0	0.00%	0	0	0.00%	17	16	6.25%
18 LOTS TOTAL	104	76	36.84%	104	76	36.84%	664	616	7.79%
19 Business	8	4	100.00%	8	4	100.00%	64	64	0.00%
20 Commercial	11	4	175.00%	11	4	175.00%	83	91	-8.79%
21 Land	26	13	100.00%	26	13	100.00%	83	64	29.69%
22 Leases	9	31	-70.97%	9	31	-70.97%	144	154	-6.49%
23 IC&I TOTAL	54	52	3.85%	54	52	3.85%	374	373	0.27%
24 GRAND TOTAL	1021	884	15.50%	1021	884	15.50%	4120	4648	-11.36%

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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	6	3	100.00%	\$3,032,000.	\$1,554,000.	95.11%	91.69%	92.31%
2 Duplex	3	2	50.00%	\$818,500.	\$525,000.	55.90%	94.50%	92.39%
3 Mobile Home	9	8	12.50%	\$649,000.	\$784,900.	-17.31%	81.23%	81.92%
4 Recreational	2	0	0.00%	\$465,000.	\$0.	0.00%	73.11%	0.00%
5 Residential	122	55	121.82%	\$59,056,040.	\$22,637,556.	160.88%	94.84%	85.53%
6 Residential WF	3	0	0.00%	\$5,580,000.	\$0.	0.00%	81.29%	0.00%
7 3/4-Plex	0	0	0.00%	\$0.	\$0.	0.00%	0.00%	0.00%
8 Timeshare	0	0	0.00%	\$0.	\$0.	0.00%	0.00%	0.00%
9 Apartment	49	28	75.00%	\$11,893,200.	\$7,093,078.	67.67%	92.39%	85.98%
10 Townhouse	25	13	92.31%	\$9,344,646.	\$4,690,900.	99.21%	94.58%	89.50%
11 RES. TOTAL	219	109	100.92%	\$90,838,384.	\$37,285,432.	143.63%	93.23%	86.17%
12 FARMS	0	0	0.00%	\$0.	\$0.	0.00%	0.00%	0.00%
13 MULTIFAMILY	0	0	0.00%	\$0.	\$0.	0.00%	0.00%	0.00%
14 Acreage	2	1	100.00%	\$380,000.	\$675,000.	-43.70%	93.77%	67.83%
15 Acreage WF	0	0	0.00%	\$0.	\$0.	0.00%	0.00%	0.00%
16 Lots	13	0	0.00%	\$2,535,600.	\$0.	0.00%	89.81%	0.00%
17 Lots WF	0	0	0.00%	\$0.	\$0.	0.00%	0.00%	0.00%
18 LOTS TOTAL	16	1	1500.00%	\$3,840,600.	\$675,000.	468.98%	90.54%	67.83%
19 Business	1	0	0.00%	\$145,000.	\$0.	0.00%	67.44%	0.00%
20 Commercial	3	0	0.00%	\$1,625,146.	\$0.	0.00%	80.79%	0.00%
21 Land	0	0	0.00%	\$0.	\$0.	0.00%	0.00%	0.00%
22 Leases	13	3	333.33%	\$2,528,432.25	\$539,607.	368.57%	282.09%	0.00%
23 IC&I TOTAL	17	3	466.67%	\$4,298,578.	\$539,607.	696.61%	145.66%	0.00%
24 GRAND TOTAL	252	113	123.01%	\$98,977,568.	\$38,500,040.	157.08%	94.35%	86.00%

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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	6	3	100.00%	\$3,032,000.	\$1,554,000.	95.11%	91.69%	92.31%
2 Duplex	3	2	50.00%	\$818,500.	\$525,000.	55.90%	94.50%	92.39%
3 Mobile Home	9	8	12.50%	\$649,000.	\$784,900.	-17.31%	81.23%	81.92%
4 Recreational	2	0	0.00%	\$465,000.	\$0.	0.00%	73.11%	0.00%
5 Residential	122	55	121.82%	\$59,056,040.	\$22,637,556.	160.88%	94.84%	85.53%
6 Residential WF	3	0	0.00%	\$5,580,000.	\$0.	0.00%	81.29%	0.00%
7 3/4-Plex	0	0	0.00%	\$0.	\$0.	0.00%	0.00%	0.00%
8 Timeshare	0	0	0.00%	\$0.	\$0.	0.00%	0.00%	0.00%
9 Apartment	49	28	75.00%	\$11,893,200.	\$7,093,078.	67.67%	92.39%	85.98%
10 Townhouse	25	13	92.31%	\$9,344,646.	\$4,690,900.	99.21%	94.58%	89.50%
11 RES. TOTAL	219	109	100.92%	\$90,838,384.	\$37,285,432.	143.63%	93.23%	86.17%
12 FARMS	0	0	0.00%	\$0.	\$0.	0.00%	0.00%	0.00%
13 MULTIFAMILY	0	0	0.00%	\$0.	\$0.	0.00%	0.00%	0.00%
14 Acreage	2	1	100.00%	\$380,000.	\$675,000.	-43.70%	93.77%	67.83%
15 Acreage WF	0	0	0.00%	\$0.	\$0.	0.00%	0.00%	0.00%
16 Lots	13	0	0.00%	\$2,535,600.	\$0.	0.00%	89.81%	0.00%
17 Lots WF	0	0	0.00%	\$0.	\$0.	0.00%	0.00%	0.00%
18 LOTS TOTAL	16	1	1500.00%	\$3,840,600.	\$675,000.	468.98%	90.54%	67.83%
19 Business	1	0	0.00%	\$145,000.	\$0.	0.00%	67.44%	0.00%
20 Commercial	3	0	0.00%	\$1,625,146.	\$0.	0.00%	80.79%	0.00%
21 Land	0	0	0.00%	\$0.	\$0.	0.00%	0.00%	0.00%
22 Leases	13	3	333.33%	\$2,528,432.25	\$539,607.	368.57%	282.09%	0.00%
23 IC&I TOTAL	17	3	466.67%	\$4,298,578.	\$539,607.	696.61%	145.66%	0.00%
24 GRAND TOTAL	252	113	123.01%	\$98,977,568.	\$38,500,040.	157.08%	94.35%	86.00%



**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	\$505,333.34	\$518,000.	-2.45%	\$517,500.	\$600,000.	-13.75%	93	48	93.75%
2 Duplex	\$272,833.34	\$262,500.	3.94%	\$280,000.	\$262,500.	6.67%	63	152	-58.55%
3 Mobile Home	\$72,111.10	\$98,112.50	-26.50%	\$63,000.	\$63,500.	-0.79%	166	99	67.68%
4 Recreational	\$232,500.	\$0.	0.00%	\$232,500.	\$0.	0.00%	175	0	0.00%
5 Residential	\$484,065.90	\$411,591.90	17.61%	\$441,500.	\$395,000.	11.77%	93	94	-1.06%
6 Residential WF	\$1,860,000.	\$0.	0.00%	\$1,930,000.	\$0.	0.00%	198	0	0.00%
7 3/4-Plex	\$0.	\$0.	0.00%	\$0.	\$0.	0.00%	0	0	0.00%
8 Timeshare	\$0.	\$0.	0.00%	\$0.	\$0.	0.00%	0	0	0.00%
9 Apartment	\$242,718.37	\$253,324.21	-4.19%	\$230,000.	\$236,000.	-2.54%	145	107	35.51%
10 Townhouse	\$373,785.84	\$360,838.46	3.59%	\$319,000.	\$309,900.	2.94%	106	113	-6.19%
11 RES. TOTAL	\$414,787.15	\$342,068.18	21.26%	\$380,000.	\$330,000.	15.15%	111	100	11.00%
12 FARMS	\$0.	\$0.	0.00%	\$0.	\$0.	0.00%	0	0	0.00%
13 MULTIFAMILY	\$0.	\$0.	0.00%	\$0.	\$0.	0.00%	0	0	0.00%
14 Acreage	\$190,000.	\$675,000.	-71.85%	\$190,000.	\$675,000.	-71.85%	178	254	-29.92%
15 Acreage WF	\$0.	\$0.	0.00%	\$0.	\$0.	0.00%	0	0	0.00%
16 Lots	\$195,046.15	\$0.	0.00%	\$193,000.	\$0.	0.00%	197	0	0.00%
17 Lots WF	\$0.	\$0.	0.00%	\$0.	\$0.	0.00%	0	0	0.00%
18 LOTS TOTAL	\$240,037.50	\$675,000.	-64.44%	\$193,500.	\$675,000.	-71.33%	193	254	-24.02%
19 Business	\$145,000.	\$0.	0.00%	\$145,000.	\$0.	0.00%	111	0	0.00%
20 Commercial	\$541,715.31	\$0.	0.00%	\$466,146.	\$0.	0.00%	271	0	0.00%
21 Land	\$0.	\$0.	0.00%	\$0.	\$0.	0.00%	0	0	0.00%
22 Leases	\$194,494.78	\$179,869.	8.13%	\$60,300.	\$214,170.	-71.84%	143	93	53.76%
23 IC&I TOTAL	\$252,857.54	\$179,869.	40.58%	\$123,250.	\$174,448.50	-29.35%	164	93	76.34%
24 GRAND TOTAL	\$392,768.12	\$340,708.31	15.28%	\$361,000.	\$329,750.	9.48%	120	101	18.81%

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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	\$505,333.34	\$518,000.	-2.45%	\$517,500.	\$600,000.	-13.75%	93	48	93.75%
2 Duplex	\$272,833.34	\$262,500.	3.94%	\$280,000.	\$262,500.	6.67%	63	152	-58.55%
3 Mobile Home	\$72,111.10	\$98,112.50	-26.50%	\$63,000.	\$63,500.	-0.79%	166	99	67.68%
4 Recreational	\$232,500.	\$0.	0.00%	\$232,500.	\$0.	0.00%	175	0	0.00%
5 Residential	\$484,065.90	\$411,591.90	17.61%	\$441,500.	\$395,000.	11.77%	93	94	-1.06%
6 Residential WF	\$1,860,000.	\$0.	0.00%	\$1,930,000.	\$0.	0.00%	198	0	0.00%
7 3/4-Plex	\$0.	\$0.	0.00%	\$0.	\$0.	0.00%	0	0	0.00%
8 Timeshare	\$0.	\$0.	0.00%	\$0.	\$0.	0.00%	0	0	0.00%
9 Apartment	\$242,718.37	\$253,324.21	-4.19%	\$230,000.	\$236,000.	-2.54%	145	107	35.51%
10 Townhouse	\$373,785.84	\$360,838.46	3.59%	\$319,000.	\$309,900.	2.94%	106	113	-6.19%
11 RES. TOTAL	\$414,787.15	\$342,068.18	21.26%	\$380,000.	\$330,000.	15.15%	111	100	11.00%
12 FARMS	\$0.	\$0.	0.00%	\$0.	\$0.	0.00%	0	0	0.00%
13 MULTIFAMILY	\$0.	\$0.	0.00%	\$0.	\$0.	0.00%	0	0	0.00%
14 Acreage	\$190,000.	\$675,000.	-71.85%	\$190,000.	\$675,000.	-71.85%	178	254	-29.92%
15 Acreage WF	\$0.	\$0.	0.00%	\$0.	\$0.	0.00%	0	0	0.00%
16 Lots	\$195,046.15	\$0.	0.00%	\$193,000.	\$0.	0.00%	197	0	0.00%
17 Lots WF	\$0.	\$0.	0.00%	\$0.	\$0.	0.00%	0	0	0.00%
18 LOTS TOTAL	\$240,037.50	\$675,000.	-64.44%	\$193,500.	\$675,000.	-71.33%	193	254	-24.02%
19 Business	\$145,000.	\$0.	0.00%	\$145,000.	\$0.	0.00%	111	0	0.00%
20 Commercial	\$541,715.31	\$0.	0.00%	\$899,000.	\$0.	0.00%	271	0	0.00%
21 Land	\$0.	\$0.	0.00%	\$0.	\$0.	0.00%	0	0	0.00%
22 Leases	\$194,494.78	\$179,869.	8.13%	\$204,921.87	\$150,988.50	35.72%	143	93	53.76%
23 IC&I TOTAL	\$252,857.54	\$179,869.	40.58%	\$123,250.	\$174,448.50	-29.35%	164	93	76.34%
24 GRAND TOTAL	\$392,768.12	\$340,708.31	15.28%	\$361,000.	\$329,750.	9.48%	120	101	18.81%