

# **NORTH ZONE MONTHLY STATISTICS**

## **JANUARY 1 - JANUARY 31st, 2007**

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Out of Board Area Statistics are no longer be published nor will they be included in the Grand Totals

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

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>CENTRAL ZONE TOTALS</b>						
Units Listed	826	742	11.3%	826	742	11.3%
Units Sold	348	373	-6.7%	348	373	-6.7%
Sales Dollars	\$123,318,246	\$113,031,292	9.1%	\$123,318,246	\$113,031,292	9.1%
List/Sell Ratio	94.96%	95.35%		95.35%	95.35%	
Days to Sell	120	86	38.4%	120	86	38.4%
Active Listings	2615	2056	27.2%			
<b>NORTH ZONE TOTALS</b>						
Units Listed	250	292	-14.4%	250	292	-14.4%
Units Sold	142	141	0.7%	142	141	0.7%
Sales Dollars	\$40,840,430	\$35,118,741	16.3%	\$40,840,430	\$35,118,741	16.3%
List/Sell Ratio	91.47%	86.38%		90.53%	86.38%	
Days to Sell	152	229	-33.7%	159	229	-30.3%
Active Listings	1304	1025	27.2%			
<b>SHUSWAP ZONE TOTALS</b>						
Units Listed	133	131	1.5%	133	131	1.5%
Units Sold	72	81	-11.1%	72	81	-11.1%
Sales Dollars	\$22,248,360	\$20,131,450	10.5%	\$22,248,360	\$20,131,450	10.5%
List/Sell Ratio	94.39%	92.72%		94.39%	92.72%	
Days to Sell	127	191	-33.6%	131	220	-40.4%
Active Listings	717	660	8.6%			
<b>GRAND TOTALS</b>						
Units Listed	1209	1165	3.8%	1209	1165	3.8%
Units Sold	562	595	-5.5%	562	595	-5.5%
Sales Dollars	\$186,407,036	\$168,281,483	10.8%	\$186,407,036	\$168,281,483	10.8%
List/Sell Ratio	93.61%	91.48%		93.42%	91.48%	
Days to Sell	133	169	-21.3%	112	159	-29.8%
Active Listings	4636	3741	23.9%			

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**NORTH ZONE - COMPARATIVE ACTIVITY - LISTING INFORMATION - JANUARY 2007**

	LISTINGS						INVENTORY		
	January 2007	January 2006	Incr % Decr %	JAN-JAN 2007	JAN-JAN 2006	Incr % Decr %	January 2007	January 2006	Incr % Decr %
<b>RESIDENTIAL:</b>									
Acreage/House	25	20	25.0%	25	20	25.0%	101	114	-11.4%
Duplex	3	3	0.0%	3	3	0.0%	7	19	-63.2%
Mobile Homes	11	22	-50.0%	11	22	-50.0%	35	44	-20.5%
Recreational	10	7	42.9%	10	7	42.9%	46	16	187.5%
Residential	93	127	-26.8%	93	127	-26.8%	331	297	11.4%
Residential WF	3	2	50.0%	3	2	50.0%	14	12	16.7%
3 & 4 Plex	1	2	-50.0%	1	2	-50.0%	7	3	133.3%
Timeshares	0	0	0.0%	0	0	0.0%	4	0	100.0%
Apartments	18	25	-28.0%	18	25	-28.0%	64	51	25.5%
Townhouses	33	16	106.3%	33	16	106.3%	93	42	121.4%
<b>Total</b>	<b>197</b>	<b>224</b>		<b>197</b>	<b>224</b>		<b>702</b>	<b>598</b>	
<b>FARMS:</b>	5	4	25.0%	5	4	25.0%	39	27	44.4%
<b>MULTI FAMILY:</b>	1	2	-50.0%	1	2	-50.0%	10	7	42.9%
<b>LOTS:</b>									
Acreage	7	18	-61.1%	7	18	-61.1%	98	67	46.3%
Acreage WF	1	1	0.0%	1	1	0.0%	6	5	20.0%
Lots	13	18	-27.8%	13	18	-27.8%	278	150	85.3%
Lots WF	2	0	100.0%	2	0	100.0%	9	25	-64.0%
<b>Total</b>	<b>23</b>	<b>37</b>		<b>23</b>	<b>37</b>		<b>391</b>	<b>247</b>	
<b>I.C.&amp; I.:</b>									
Business	10	12	-16.7%	10	12	-16.7%	61	49	24.5%
Commercial	4	2	100.0%	4	2	100.0%	39	43	-9.3%
Land	4	5	-20.0%	4	5	-20.0%	35	26	34.6%
Leases	6	6	0.0%	6	6	0.0%	27	28	-3.6%
<b>Total</b>	<b>24</b>	<b>25</b>		<b>24</b>	<b>25</b>		<b>162</b>	<b>146</b>	
<b>GRAND TOTALS</b>	<b>250</b>	<b>292</b>	<b>-14.4%</b>	<b>250</b>	<b>292</b>	<b>-14.4%</b>	<b>1304</b>	<b>1025</b>	<b>27.2%</b>

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NORTH ZONE - COMPARATIVE ACTIVITY - SALES INFORMATION - JANUARY 2007

	UNIT SALES						SALES \$ VOLUME			List Sell Ratio	SALES \$ VOLUME			List Sell Ratio		
	JAN	JAN	Incr %	YTD	YTD	Incr %	JAN	JAN	Incr %		JAN	JAN	Incr %		J-J	J-J
	2007	2006	Decr %	2007	2006	Decr %	2007	2006	Decr %	2007	2006	Decr %	2007	2006		
<b>RESIDENTIAL:</b>																
Acreage/House	12	14	-14.3%	12	14	-14.3%	\$5,804,000	\$5,407,000	7.3%	95.50%	95.25%	\$5,804,000	\$5,407,000	7.3%	95.50%	95.25%
Duplex	2	2	0.0%	2	2	0.0%	\$536,300	\$300,000	78.8%	99.52%	98.36%	\$536,300	\$300,000	78.8%	99.52%	98.36%
Mobile Homes	6	8	-25.0%	6	8	-25.0%	\$730,500	\$667,000	9.5%	90.82%	89.68%	\$730,500	\$667,000	9.5%	90.82%	89.68%
Recreational	0	2	100.0%	0	2	-100.0%	\$0	\$1,019,000	-100.0%	0.00%	97.05%	\$0	\$1,019,000	-100.0%	0.00%	97.05%
Residential	64	69	-7.2%	64	69	-7.2%	\$21,043,911	\$19,193,734	9.6%	97.19%	96.71%	\$21,043,911	\$19,193,734	9.6%	97.19%	96.71%
Residential WF	0	0	100.0%	0	0	0.0%	\$0	\$0	0.0%	0.00%	0.00%	\$0	\$0	#DIV/0!	0.00%	0.00%
3 & 4 Plex	0	3	-100.0%	0	3	-100.0%	\$0	\$481,900	-100.0%	0.00%	92.00%	\$0	\$481,900	-100.0%	0.00%	92.00%
Timeshares	0	0	0.0%	0	0	0.0%	\$0	\$0	0.0%	0.00%	0.00%	\$0	\$0	#DIV/0!	0.00%	0.00%
Apartments	13	8	62.5%	13	8	62.5%	\$2,350,800	\$1,117,500	110.4%	97.00%	96.75%	\$2,350,800	\$1,117,500	110.4%	97.00%	96.75%
Townhouses	27	14	92.9%	27	14	92.9%	\$5,735,350	\$3,276,700	75.0%	97.69%	96.97%	\$5,735,350	\$3,276,700	75.0%	97.69%	96.97%
<b>Total</b>	<b>124</b>	<b>120</b>		<b>124</b>	<b>120</b>		<b>\$36,200,861</b>	<b>\$31,462,834</b>				<b>\$36,200,861</b>	<b>\$31,462,834</b>			
<b>FARMS:</b>	<b>1</b>	<b>0</b>	<b>100.0%</b>	<b>1</b>	<b>0</b>	<b>100.0%</b>	<b>\$510,000</b>	<b>\$0</b>	<b>100.0%</b>	<b>69.48%</b>	<b>0.00%</b>	<b>\$510,000</b>	<b>\$0</b>	<b>100.0%</b>	<b>69.48%</b>	<b>0.00%</b>
<b>MULTI FAMILY:</b>	<b>1</b>	<b>1</b>	<b>0.0%</b>	<b>1</b>	<b>1</b>	<b>0.0%</b>	<b>\$805,000</b>	<b>\$316,500</b>	<b>154.3%</b>	<b>97.27%</b>	<b>94.95%</b>	<b>\$805,000</b>	<b>\$316,500</b>	<b>154.3%</b>	<b>91.58%</b>	<b>94.95%</b>
<b>LOTS:</b>																
Acreage	5	4	25.0%	5	4	25.0%	\$802,000	\$938,000	-14.5%	99.62%	100.13%	\$802,000	\$938,000	-14.5%	99.62%	100.13%
Acreage WF	1	1	0.0%	1	1	0.0%	\$665,000	\$160,000	315.6%	96.52%	59.28%	\$665,000	\$160,000	315.6%	96.52%	59.28%
Lots	6	8	-25.0%	6	8	-25.0%	\$734,400	\$1,024,400	-28.3%	97.49%	100.09%	\$734,400	\$1,024,400	-28.3%	97.49%	100.09%
Lots WF	0	0	0.0%	0	0	0.0%	\$0	\$0	0.0%	0.00%	0.00%	\$0	\$0	0.0%	0.00%	0.00%
<b>Total</b>	<b>12</b>	<b>13</b>		<b>12</b>	<b>13</b>		<b>\$2,201,400</b>	<b>\$2,122,400</b>				<b>\$2,201,400</b>	<b>\$2,122,400</b>			
<b>I.C. &amp; I.:</b>																
Business	1	2	-50.0%	1	2	-50.0%	\$125,000	\$215,000	-41.9%	88.46%	92.64%	\$125,000	\$215,000	-41.9%	88.46%	92.64%
Commercial	0	3	-100.0%	0	3	-100.0%	\$0	\$862,000	-100.0%	0.00%	87.57%	\$0	\$862,000	-100.0%	0.00%	87.57%
Land	0	1	-100.0%	0	1	-100.0%	\$0	\$140,000	-100.0%	0.00%	70.03%	\$0	\$140,000	-100.0%	0.00%	70.03%
Leases	3	1	200.0%	3	1	200.0%	\$998,169	\$7	100.0%	0.00%	0.00%	\$998,169	\$7	100.0%	0.00%	0.00%
<b>Total</b>	<b>4</b>	<b>7</b>		<b>4</b>	<b>7</b>		<b>\$1,123,169</b>	<b>\$1,217,007</b>				<b>\$1,123,169</b>	<b>\$1,217,007</b>			
<b>GRAND TOTALS</b>	<b>142</b>	<b>141</b>	<b>0.7%</b>	<b>142</b>	<b>141</b>	<b>0.7%</b>	<b>\$40,840,430</b>	<b>\$35,118,741</b>	<b>16.3%</b>	<b>91.47%</b>	<b>86.38%</b>	<b>\$40,840,430</b>	<b>\$35,118,741</b>	<b>16.3%</b>	<b>90.53%</b>	<b>86.38%</b>

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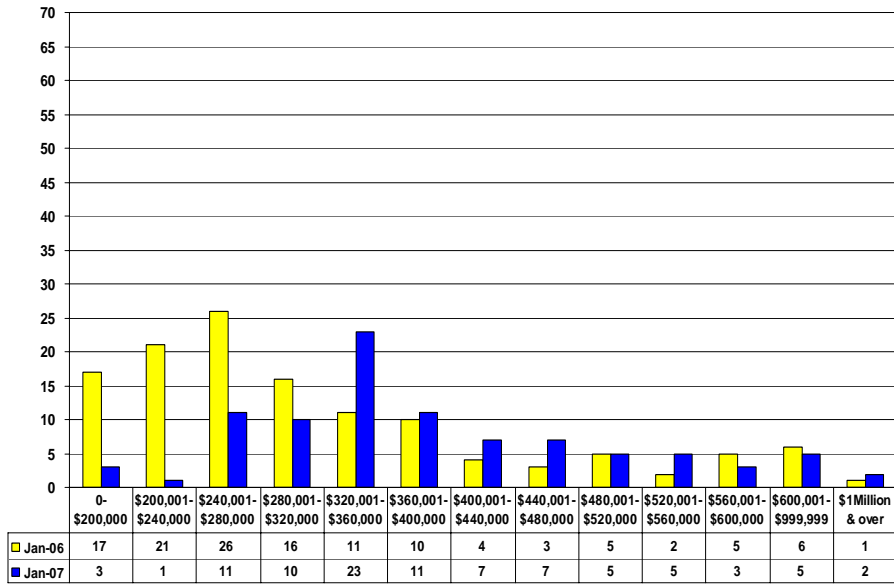
**NORTH ZONE - COMPARATIVE ACTIVITY - AVERAGE, MEDIAN PRICE and DAYS TO SELL - JANUARY 2007**

	AVG SALE PRICE						MEDIAN PRICE						NUMBER DAYS TO SELL					
	JAN 2007	JAN 2006	Incr % Decr %	JAN-JAN 2007	JAN-JAN 2006	Incr % Decr %	JAN 2007	JAN 2006	Incr % Decr %	JAN-JAN 2007	JAN-JAN 2006	Incr % Decr %	JAN 2007	JAN 2006	Incr % Decr %	Jn-Jn 2006	Jn-Jn 2005	Incr % Decr %
<b>RESIDENTIAL:</b>																		
Acreage/House	\$483,667	\$386,214	25.2%	\$483,667	\$386,214	25.2%	\$500,000	\$382,500	30.7%	\$500,000	\$382,500	30.7%	130	106	22.5%	130	106	22.5%
Duplex	\$268,150	\$150,000	78.8%	\$268,150	\$150,000	78.8%	\$268,150	\$82,500	225.0%	\$268,150	\$82,500	225.0%	130	39	232.1%	130	39	232.1%
Mobile Homes	\$121,750	\$83,375	46.0%	\$121,750	\$83,375	46.0%	\$65,250	\$81,500	-19.9%	\$65,250	\$81,500	-19.9%	77	61	25.7%	77	61	25.7%
Recreational	\$0	\$509,500	0.0%	\$0	\$509,500	-100.0%	\$0	\$509,500	100.0%	\$0	\$509,500	-100.0%	0	259	100.0%	0	259	-100.0%
Residential	\$328,811	\$278,170	18.2%	\$328,811	\$278,170	18.2%	\$299,500	\$238,000	25.8%	\$299,500	\$238,000	25.8%	104	71	47.1%	104	71	47.1%
Residential WF	\$0	\$0	0.0%	\$0	\$0	0.0%	\$0	\$0	0.0%	\$0	\$0	0.0%	0	0	0.0%	0	0	0.0%
3 & 4 Plex	\$0	\$160,633	0.0%	\$0	\$160,633	0.0%	\$0	\$167,000	0.0%	\$0	\$167,000	0.0%	0	0	0.0%	0	0	0.0%
Timeshares	\$0	\$0	0.0%	\$0	\$0	0.0%	\$0	\$0	0.0%	\$0	\$0	0.0%	0	0	0.0%	0	0	0.0%
Apartments	\$180,831	\$139,688	29.5%	\$180,831	\$139,688	29.5%	\$154,000	\$128,750	19.6%	\$154,000	\$128,750	19.6%	75	69	8.1%	75	69	8.1%
Townhouses	\$212,420	\$234,050	-9.2%	\$212,420	\$234,050	-9.2%	\$221,000	\$198,000	11.6%	\$221,000	\$198,000	11.6%	50	84	-40.3%	50	84	-40.3%
<b>Total</b>																		
<b>FARMS:</b>	\$510,000	\$0	100.0%	\$510,000	\$0	100.0%	\$510,000	\$0	100.0%	\$510,000	\$0	100.0%	82	0	100.0%	82	0	100.0%
<b>MULTI FAMILY:</b>	\$805,000	\$316,500	154.3%	\$805,000	\$316,500	154.3%	\$2,675,000	\$316,500	745.2%	\$805,000	\$316,500	154.3%	67	233	-71.2%	122	233	-47.6%
<b>LOTS:</b>																		
Acreage	\$160,400	\$234,500	-31.6%	\$160,400	\$234,500	-31.6%	\$150,000	\$197,000	-23.9%	\$150,000	\$197,000	-23.9%	105	263	-59.9%	105	263	-59.9%
Acreage WF	\$665,000	\$160,000	315.6%	\$665,000	\$160,000	315.6%	\$665,000	\$160,000	315.6%	\$665,000	\$160,000	315.6%	161	207	-22.2%	161	207	-22.2%
Lots	\$122,400	\$128,050	-4.4%	\$122,400	\$128,050	-4.4%	\$129,700	\$122,500	5.9%	\$129,700	\$122,500	5.9%	180	59	204.5%	180	59	204.5%
Lots WF	\$0	\$0	0.0%	\$0	\$0	0.0%	\$0	\$0	0.0%	\$0	\$0	0.0%	0	0	0.0%	0	0	0.0%
<b>Total</b>																		
<b>I.C. &amp; I.:</b>																		
Business	\$125,000	\$107,500	16.3%	\$125,000	\$107,500	16.3%	\$125,000	\$107,500	16.3%	\$125,000	\$107,500	16.3%	145	276	-47.5%	145	276	-47.5%
Commercial	\$0	\$287,333	-100.0%	\$0	\$287,333	-100.0%	\$0	\$312,000	-100.0%	\$0	\$312,000	-100.0%	0	179	-100.0%	0	179	-100.0%
Land	\$0	\$140,000	-100.0%	\$0	\$140,000	-100.0%	\$0	\$140,000	-100.0%	\$0	\$140,000	-100.0%	0	322	-100.0%	0	322	-100.0%
Leases	\$332,723	\$7	100.0%	\$332,723	\$7	100.0%	\$97,800	\$7	100.0%	\$97,800	\$7	100.0%	321	291	10.3%	321	291	10.3%
<b>Total</b>																		
													152	229		159	229	

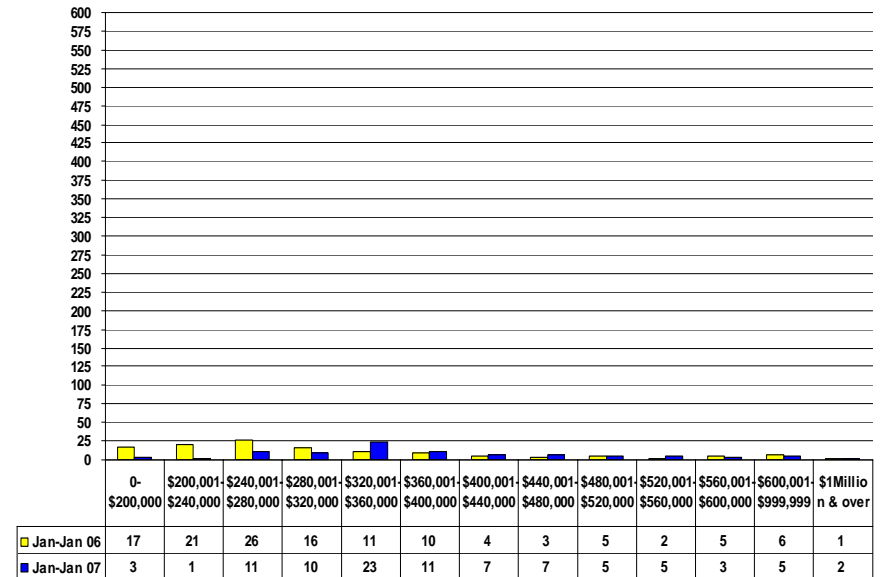
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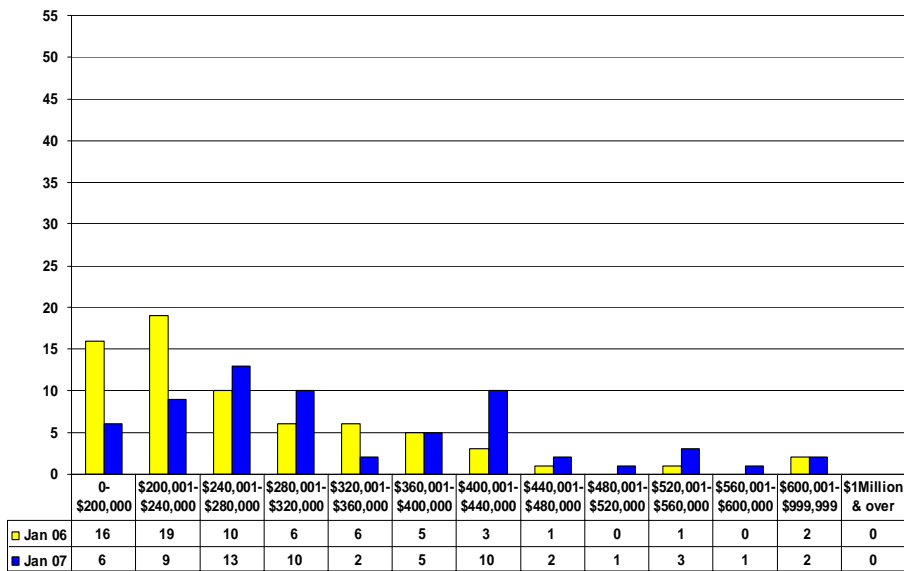
**North Zone - Single Family Residential January 2007**  
 Monthly Listings By Price Range - Single Family Dwellings Only



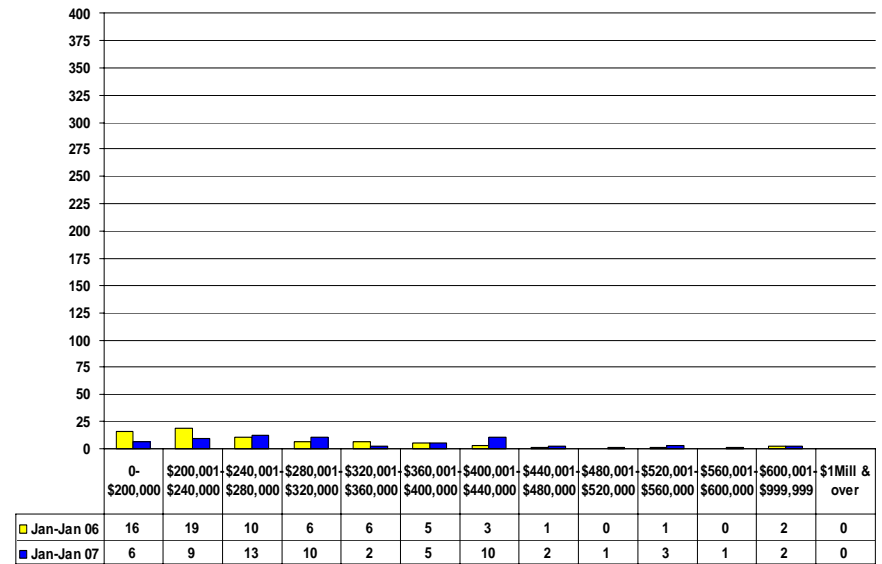
**North Zone - Single Family Residential 2006 vs 2007**  
 Listings Taken By Price Range - Single Family Dwellings Only



**North Zone - Single Family Residential - January 2007**  
 Monthly Sales by Price Range - Single Family Dwellings Only

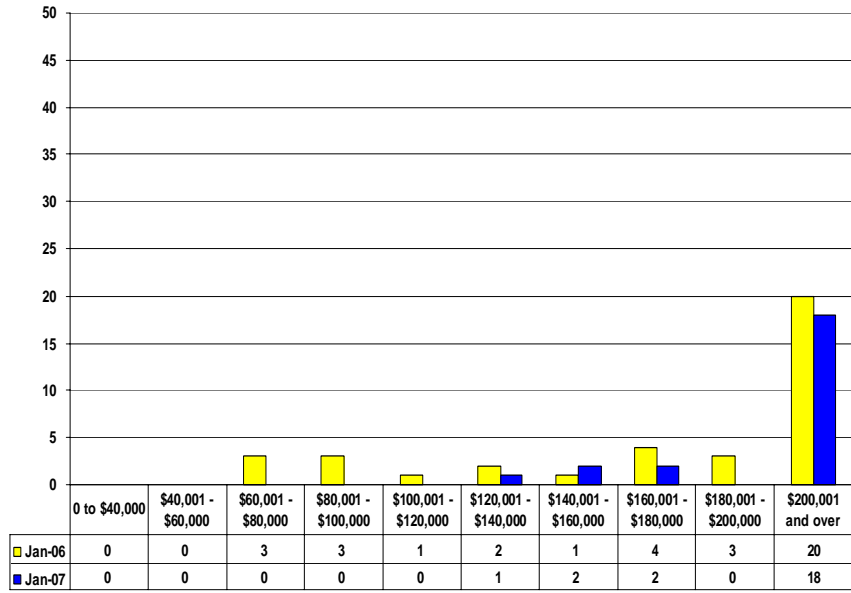


**North Zone - Single Family Residential 2006 vs 2007**  
 Number of Solds by Price Range - Single Family Dwellings Only

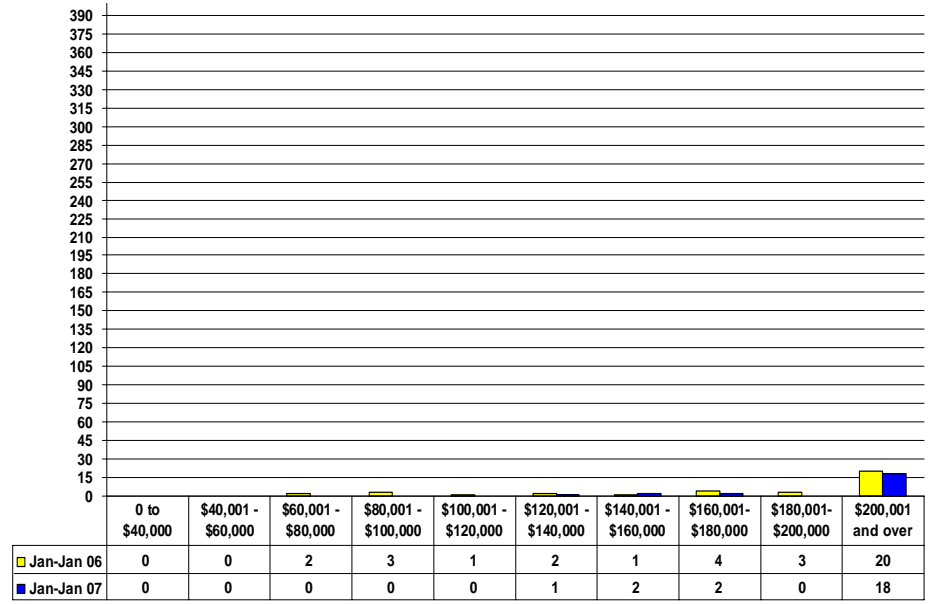




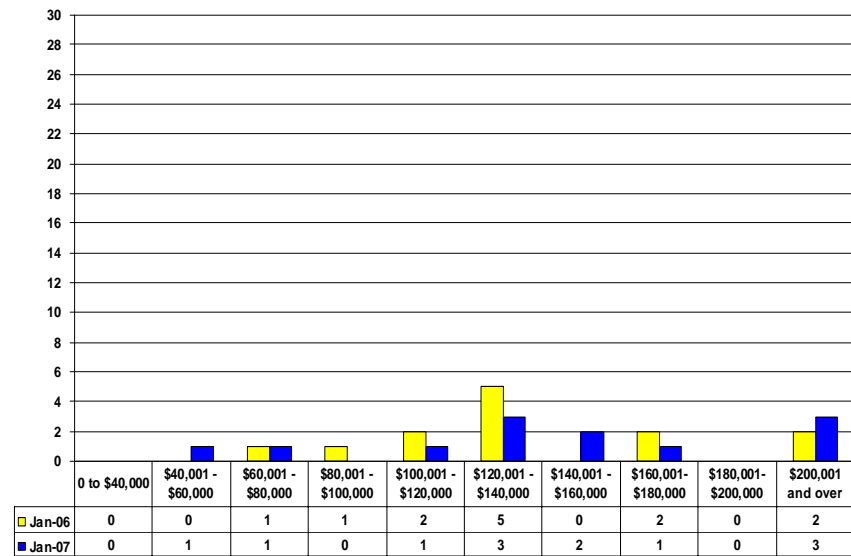
**North Zone - January 2007**  
 Monthly Listing Comparison By Price Range -  
 Lots, Lots Waterfront, Acreage and Acreage Waterfront



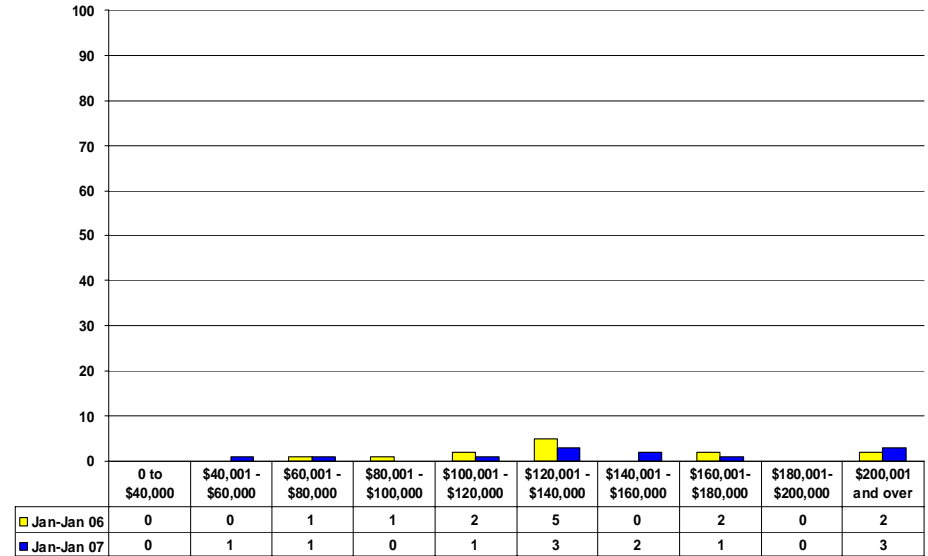
**North Zone - Lots 2006 vs 2007**  
 Listings Taken By Price Range - Lots, Lots Waterfront, Acreage and Acreage Waterfront



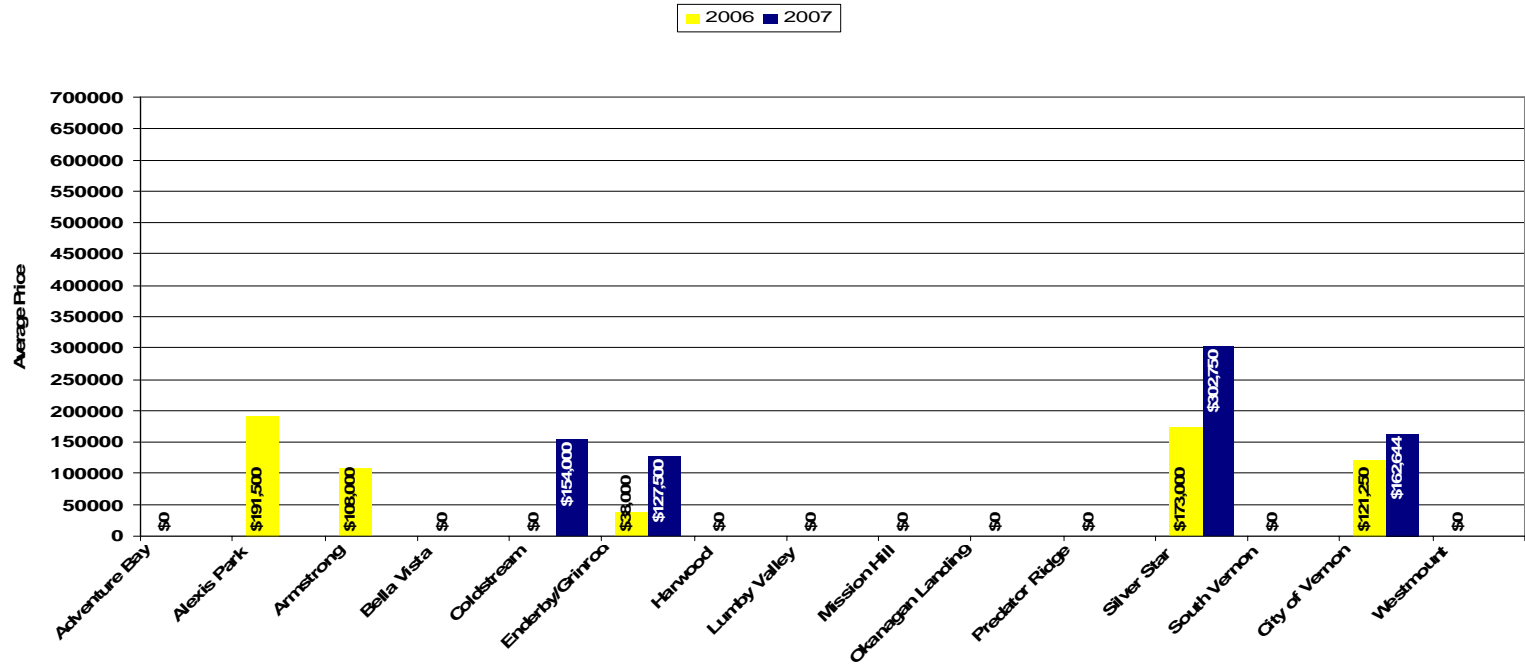
**North Zone - January 2007**  
 Monthly Sales By Price Range - Lots, Lots Waterfront, Acreage and Acreage Waterfront



**North Zone - Lots 2006 vs 2007**  
 Sales By Price Range - Lots, Lots Waterfront, Acreage and Acreage Waterfront



North Zone Condo Sub Area Average Price - 2006 vs 2007 (January)



North Zone Townhouse Sub Area Average Price - 2006 vs 2007 (January)

