

# **Central Zone Monthly Statistics**

February 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 = February</b>						
<b>Area = Central Zone</b>						
1 Units Listed	1098	888	23.65%	2119	1772	19.58%
2 Units Sold	289	162	78.40%	571	277	106.14%
3 Sales Volume	\$114,291,640.	\$58,886,840.	94.09%	\$223,782,720.	\$98,335,312.	127.57%
4 List/Sell Ratio	95.05%	88.18%		94.80%	87.37%	
5 Days to Sell	111	104	6.73%	114	100	14.00%
6 Active Listings	4418	4848	-8.87%			
<b>Area = North Zone</b>						
1 Units Listed	389	305	27.54%	737	566	30.21%
2 Units Sold	97	74	31.08%	180	125	44.00%
3 Sales Volume	\$30,965,458.	\$24,994,802.	23.89%	\$57,251,428.	\$41,335,128.	38.51%
4 List/Sell Ratio	96.45%	88.21%		94.76%	87.29%	
5 Days to Sell	133	125	6.40%	124	132	-6.06%
6 Active Listings	2096	2124	-1.32%			
<b>Area = Shuswap Zone</b>						
1 Units Listed	292	141	107.09%	475	250	90.00%
2 Units Sold	47	20	135.00%	95	41	131.71%
3 Sales Volume	\$12,589,965.	\$5,762,406.	118.48%	\$26,792,870.	\$11,742,406.	128.17%
4 List/Sell Ratio	93.82%	84.03%		92.91%	81.10%	
5 Days to Sell	181	157	15.29%	168	162	3.70%
6 Active Listings	1335	1274	4.79%			
<b>Area = Grand Total</b>						
1 Units Listed	1779	1334	33.36%	3331	2588	28.71%
2 Units Sold	433	256	69.14%	846	443	90.97%
3 Sales Volume	\$157,847,072.	\$89,644,048.	76.08%	\$307,827,008.	\$151,412,848.	103.30%
4 List/Sell Ratio	95.23%	87.86%		94.58%	86.75%	
5 Days to Sell	123	114	7.89%	122	115	6.09%
6 Active Listings	7849	8246	-4.81%			

# Quick Summary Part 1

Description	Total Units Sold	Total Sales Volume	Res. Units Sold	Res. Sales Volume
This Month	289	\$114,291,640.	123	\$56,882,192.
Last Month	282	\$109,491,072.	134	\$64,331,040.
This Month Last Year	162	\$58,886,840.	86	\$38,512,464.

Description	Total Listings Taken	Inventory
This Month	1098	4418
Last Month	1021	4120
This Month Last Year	888	4848

# Quick Summary Part 2

<u>Description</u>	<u>This Month</u>
<b>Year = 2010</b>	
<b>Month = 2</b>	
<b>Area = CO</b>	
7 Ratio of Sales vs. Inventory	6.54%
8 Condo/Apt -- Sales	57
9 Condo/Apt -- New Listings	226
10 Condo/Apt -- Current Inventory	996
11 Condo/Apt -- Sell/Inv. Ratio	5.72%
12 Condo/Apt -- Days to Sell	120
13 Condo/Townhouse -- Sales	32
14 Condo/Townhouse -- New Listings	124
15 Condo/Townhouse -- Current Inventory	425
16 Condo/Townhouse -- Sell/Inv. Ratio	7.53%
17 Condo/Townhouse -- Days to Sell	99
18 Lots -- Sales	21
19 Lots -- New Listings	90
20 Lots -- Current Inventory	651
21 Lots -- Sell/Inv. Ratio	3.23%
22 Lots -- Days to Sell	282
23 Residential -- Sales	123
24 Residential -- New Listings	473
25 Residential -- Current Inventory	1317
26 Residential -- Sell/Inv. Ratio	9.34%
27 Residential -- Days to Sell	68
28 Average House Price	\$462,456.84
29 Median House Price	\$429,000.

## 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	52	35	48.57%	80	60	33.33%	172	178	-3.37%
2 Duplex	22	11	100.00%	51	29	75.86%	82	71	15.49%
3 Mobile Home	31	38	-18.42%	81	73	10.96%	193	159	21.38%
4 Recreational	2	10	-80.00%	4	14	-71.43%	17	41	-58.54%
5 Residential	473	326	45.09%	885	678	30.53%	1317	1562	-15.69%
6 Residential WF	16	10	60.00%	30	19	57.89%	88	70	25.71%
7 3/4-Plex	2	1	100.00%	3	4	-25.00%	11	12	-8.33%
8 Timeshare	1	0	0.00%	2	2	0.00%	3	7	-57.14%
9 Apartment	226	190	18.95%	422	382	10.47%	996	1055	-5.59%
10 Townhouse	124	105	18.10%	244	205	19.02%	425	564	-24.65%
11 RES. TOTAL	949	726	30.72%	1802	1466	22.92%	3304	3719	-11.16%
12 FARMS	12	6	100.00%	20	19	5.26%	65	72	-9.72%
13 MULTIFAMILY	0	1	-100.00%	0	4	-100.00%	5	10	-50.00%
14 Acreage	18	8	125.00%	31	19	63.16%	114	93	22.58%
15 Acreage WF	1	4	-75.00%	5	4	25.00%	14	14	0.00%
16 Lots	68	77	-11.69%	155	142	9.15%	505	535	-5.61%
17 Lots WF	3	3	0.00%	3	3	0.00%	18	15	20.00%
18 LOTS TOTAL	90	92	-2.17%	194	168	15.48%	651	657	-0.91%
19 Business	9	8	12.50%	17	12	41.67%	64	67	-4.48%
20 Commercial	29	20	45.00%	43	25	72.00%	111	92	20.65%
21 Land	7	8	-12.50%	33	21	57.14%	83	66	25.76%
22 Leases	0	27	-100.00%	6	57	-89.47%	118	165	-28.48%
23 IC&I TOTAL	45	63	-28.57%	99	115	-13.91%	376	390	-3.59%
24 GRAND TOTAL	1098	888	23.65%	2119	1772	19.58%	4418	4848	-8.87%

## 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	8	2	300.00%	\$7,170,500.	\$1,105,000.	548.91%	95.55%	91.17%
2 Duplex	7	4	75.00%	\$2,895,500.	\$1,345,000.	115.28%	96.48%	95.02%
3 Mobile Home	20	9	122.22%	\$2,221,500.	\$735,500.	202.04%	91.12%	82.92%
4 Recreational	0	2	-100.00%	\$0.	\$800,000.	0.00%	0.00%	100.14%
5 Residential	123	86	43.02%	\$56,882,192.	\$38,512,464.	47.70%	96.74%	89.00%
6 Residential WF	2	0	0.00%	\$3,735,000.	\$0.	0.00%	82.40%	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	57	30	90.00%	\$14,544,300.	\$7,027,300.	106.97%	96.12%	86.19%
10 Townhouse	32	18	77.78%	\$10,633,300.	\$5,913,830.	79.80%	96.47%	89.85%
11 RES. TOTAL	249	151	64.90%	\$98,082,296.	\$55,439,096.	76.92%	95.95%	88.52%
12 FARMS	3	0	0.00%	\$2,595,000.	\$0.	0.00%	93.85%	0.00%
13 MULTIFAMILY	0	0	0.00%	\$0.	\$0.	0.00%	0.00%	0.00%
14 Acreage	4	2	100.00%	\$2,770,000.	\$2,025,000.	36.79%	74.41%	66.93%
15 Acreage WF	1	0	0.00%	\$975,000.	\$0.	0.00%	85.52%	0.00%
16 Lots	16	3	433.33%	\$3,524,200.	\$1,024,900.	243.86%	92.82%	89.01%
17 Lots WF	0	0	0.00%	\$0.	\$0.	0.00%	0.00%	0.00%
18 LOTS TOTAL	21	5	320.00%	\$7,269,200.	\$3,049,900.	138.34%	88.97%	80.18%
19 Business	3	1	200.00%	\$3,116,000.	\$233,000.	1237.34%	75.99%	77.92%
20 Commercial	6	0	0.00%	\$723,042.	\$0.	0.00%	85.94%	0.00%
21 Land	1	0	0.00%	\$775,000.	\$0.	0.00%	96.99%	0.00%
22 Leases	5	5	0.00%	\$956,105.50	\$164,842.50	480.01%	0.00%	0.00%
23 IC&I TOTAL	15	6	150.00%	\$5,570,147.50	\$397,842.50	1300.09%	83.25%	77.92%
24 GRAND TOTAL	289	162	78.40%	\$114,291,640.	\$58,886,840.	94.09%	95.05%	88.18%

**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	15	5	200.00%	\$11,302,500.	\$2,659,000.	325.07%	93.85%	91.85%
2 Duplex	12	6	100.00%	\$4,333,000.	\$1,870,000.	131.71%	96.26%	94.14%
3 Mobile Home	30	17	76.47%	\$2,953,500.	\$1,520,400.	94.26%	88.19%	82.45%
4 Recreational	2	2	0.00%	\$465,000.	\$800,000.	-41.87%	73.11%	100.14%
5 Residential	257	142	80.99%	\$121,213,232.	\$61,613,456.	96.73%	95.81%	87.73%
6 Residential WF	5	0	0.00%	\$9,315,000.	\$0.	0.00%	81.73%	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	110	58	89.66%	\$27,333,500.	\$14,120,378.	93.57%	94.37%	86.09%
10 Townhouse	64	32	100.00%	\$22,102,446.	\$11,089,730.	99.31%	95.76%	89.93%
11 RES. TOTAL	495	262	88.93%	\$199,018,176.	\$93,672,960.	112.46%	94.74%	87.61%
12 FARMS	3	0	0.00%	\$2,595,000.	\$0.	0.00%	93.85%	0.00%
13 MULTIFAMILY	0	0	0.00%	\$0.	\$0.	0.00%	0.00%	0.00%
14 Acreage	6	3	100.00%	\$3,150,000.	\$2,700,000.	16.67%	80.86%	67.23%
15 Acreage WF	1	0	0.00%	\$975,000.	\$0.	0.00%	85.52%	0.00%
16 Lots	31	3	933.33%	\$6,475,800.	\$1,024,900.	531.85%	91.82%	89.01%
17 Lots WF	0	0	0.00%	\$0.	\$0.	0.00%	0.00%	0.00%
18 LOTS TOTAL	39	6	550.00%	\$11,525,800.	\$3,724,900.	209.43%	90.02%	78.12%
19 Business	4	1	300.00%	\$3,261,000.	\$233,000.	1299.57%	73.85%	77.92%
20 Commercial	10	0	0.00%	\$2,348,198.	\$0.	0.00%	85.74%	0.00%
21 Land	1	0	0.00%	\$775,000.	\$0.	0.00%	96.99%	0.00%
22 Leases	18	8	125.00%	\$3,484,537.75	\$704,449.50	394.65%	282.09%	0.00%
23 IC&I TOTAL	33	9	266.67%	\$9,868,736.	\$937,449.50	952.72%	111.20%	77.92%
24 GRAND TOTAL	571	277	106.14%	\$223,782,720.	\$98,335,312.	127.57%	94.80%	87.37%

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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	\$896,312.50	\$552,500.	62.23%	\$800,000.	\$552,500.	44.80%	79	61	29.51%
2 Duplex	\$413,642.84	\$336,250.	23.02%	\$334,000.	\$283,000.	18.02%	62	53	16.98%
3 Mobile Home	\$111,075.	\$81,722.21	35.92%	\$86,500.	\$75,000.	15.33%	120	115	4.35%
4 Recreational	\$0.	\$400,000.	0.00%	\$0.	\$400,000.	0.00%	0	236	0.00%
5 Residential	\$462,456.84	\$447,819.37	3.27%	\$429,000.	\$400,000.	7.25%	68	86	-20.93%
6 Residential WF	\$1,867,500.	\$0.	0.00%	\$1,867,500.	\$0.	0.00%	103	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	\$255,163.15	\$234,243.32	8.93%	\$243,500.	\$209,000.	16.51%	120	140	-14.29%
10 Townhouse	\$332,290.62	\$328,546.12	1.14%	\$312,500.	\$337,500.	-7.41%	99	103	-3.88%
11 RES. TOTAL	\$393,904.78	\$367,146.34	7.29%	\$362,500.	\$367,000.	-1.23%	89	102	-12.75%
12 FARMS	\$865,000.	\$0.	0.00%	\$725,000.	\$0.	0.00%	131	0	0.00%
13 MULTIFAMILY	\$0.	\$0.	0.00%	\$0.	\$0.	0.00%	0	0	0.00%
14 Acreage	\$692,500.	\$1,012,500.	-31.60%	\$607,480.56	\$1,012,500.	-40.00%	243	151	60.93%
15 Acreage WF	\$975,000.	\$0.	0.00%	\$975,000.	\$0.	0.00%	51	0	0.00%
16 Lots	\$220,262.50	\$341,633.34	-35.53%	\$192,000.	\$369,900.	-48.09%	307	246	24.80%
17 Lots WF	\$0.	\$0.	0.00%	\$0.	\$0.	0.00%	0	0	0.00%
18 LOTS TOTAL	\$346,152.37	\$609,980.	-43.25%	\$227,500.	\$369,900.	-38.50%	282	208	35.58%
19 Business	\$1,038,666.68	\$233,000.	345.78%	\$835,000.	\$233,000.	258.37%	327	96	240.63%
20 Commercial	\$120,507.	\$0.	0.00%	\$75,735.	\$0.	0.00%	239	0	0.00%
21 Land	\$775,000.	\$0.	0.00%	\$775,000.	\$0.	0.00%	38	0	0.00%
22 Leases	\$191,221.09	\$32,968.50	480.01%	\$55,216.	\$19,000.	190.61%	174	81	114.81%
23 IC&I TOTAL	\$371,343.15	\$66,307.08	460.04%	\$98,970.	\$32,329.	206.13%	222	83	167.47%
24 GRAND TOTAL	\$395,472.81	\$363,499.	8.80%	\$350,000.	\$362,500.	-3.45%	111	104	6.73%

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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	\$753,500.	\$531,800.	41.69%	\$699,000.	\$600,000.	16.50%	87	53	64.15%
2 Duplex	\$361,083.34	\$311,666.65	15.86%	\$319,250.	\$283,000.	12.81%	62	86	-27.91%
3 Mobile Home	\$98,450.	\$89,435.29	10.08%	\$83,000.	\$64,000.	29.69%	135	108	25.00%
4 Recreational	\$232,500.	\$400,000.	-41.87%	\$232,500.	\$400,000.	-41.87%	175	236	-25.85%
5 Residential	\$471,646.81	\$433,897.56	8.70%	\$436,000.	\$399,500.	9.14%	81	86	-5.81%
6 Residential WF	\$1,863,000.	\$0.	0.00%	\$1,930,000.	\$0.	0.00%	160	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	\$248,486.35	\$243,454.79	2.07%	\$232,250.	\$221,250.	4.97%	131	124	5.65%
10 Townhouse	\$345,350.71	\$346,554.06	-0.35%	\$317,000.	\$332,500.	-4.66%	99	96	3.13%
11 RES. TOTAL	\$402,056.93	\$357,530.40	12.45%	\$370,000.	\$352,000.	5.11%	98	98	0.00%
12 FARMS	\$865,000.	\$0.	0.00%	\$725,000.	\$0.	0.00%	131	0	0.00%
13 MULTIFAMILY	\$0.	\$0.	0.00%	\$0.	\$0.	0.00%	0	0	0.00%
14 Acreage	\$525,000.	\$900,000.	-41.67%	\$260,000.	\$675,000.	-61.48%	221	185	19.46%
15 Acreage WF	\$975,000.	\$0.	0.00%	\$975,000.	\$0.	0.00%	51	0	0.00%
16 Lots	\$208,896.78	\$341,633.34	-38.85%	\$193,000.	\$369,900.	-47.82%	248	246	0.81%
17 Lots WF	\$0.	\$0.	0.00%	\$0.	\$0.	0.00%	0	0	0.00%
18 LOTS TOTAL	\$295,533.34	\$620,816.68	-52.40%	\$205,038.84	\$424,950.	-51.75%	237	216	9.72%
19 Business	\$815,250.	\$233,000.	249.89%	\$1,197,500.	\$233,000.	413.95%	273	96	184.38%
20 Commercial	\$234,819.79	\$0.	0.00%	\$280,000.	\$0.	0.00%	247	0	0.00%
21 Land	\$775,000.	\$0.	0.00%	\$775,000.	\$0.	0.00%	38	0	0.00%
22 Leases	\$193,585.43	\$88,056.18	119.84%	\$139,203.68	\$97,678.25	42.51%	151	86	75.58%
23 IC&I TOTAL	\$299,052.59	\$104,161.05	187.11%	\$98,970.	\$72,000.	37.46%	192	87	120.69%
24 GRAND TOTAL	\$391,913.68	\$355,001.12	10.40%	\$355,000.	\$350,000.	1.43%	114	100	14.00%

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