

North Zone Monthly Statistics

March 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 |
|----------------------------|-------------------------|----------------|----------|----------------|----------------|----------|
| Year = 2010 | | | | | | |
| Month = March | | | | | | |
| Area = Central Zone | | | | | | |
| 1 Units Listed | 1362 | 1070 | 27.29% | 3479 | 2842 | 22.41% |
| 2 Units Sold | 366 | 245 | 49.39% | 958 | 522 | 83.52% |
| 3 Sales Volume | \$143,660,192. | \$88,755,504. | 61.86% | \$374,482,592. | \$187,090,816. | 100.16% |
| 4 List/Sell Ratio | 95.96% | 89.91% | | 95.29% | 88.57% | |
| 5 Days to Sell | 100 | 96 | 4.17% | 108 | 98 | 10.20% |
| 6 Active Listings | 4977 | 5128 | -2.94% | | | |
| Area = North Zone | | | | | | |
| 1 Units Listed | 573 | 470 | 21.91% | 1311 | 1036 | 26.54% |
| 2 Units Sold | 141 | 94 | 50.00% | 334 | 219 | 52.51% |
| 3 Sales Volume | \$49,845,260. | \$28,909,596. | 72.42% | \$111,020,840. | \$70,244,720. | 58.05% |
| 4 List/Sell Ratio | 95.36% | 88.00% | | 95.08% | 87.59% | |
| 5 Days to Sell | 121 | 132 | -8.33% | 120 | 132 | -9.09% |
| 6 Active Listings | 2378 | 2290 | 3.84% | | | |
| Area = Shuswap Zone | | | | | | |
| 1 Units Listed | 325 | 224 | 45.09% | 800 | 474 | 68.78% |
| 2 Units Sold | 50 | 38 | 31.58% | 157 | 79 | 98.73% |
| 3 Sales Volume | \$17,466,270. | \$12,062,101. | 44.80% | \$47,999,640. | \$23,804,508. | 101.64% |
| 4 List/Sell Ratio | 93.11% | 87.12% | | 93.20% | 84.00% | |
| 5 Days to Sell | 143 | 130 | 10.00% | 156 | 147 | 6.12% |
| 6 Active Listings | 1531 | 1374 | 11.43% | | | |
| Area = Grand Total | | | | | | |
| 1 Units Listed | 2260 | 1764 | 28.12% | 5590 | 4352 | 28.45% |
| 2 Units Sold | 557 | 377 | 47.75% | 1449 | 820 | 76.71% |
| 3 Sales Volume | \$210,971,728. | \$129,727,200. | 62.63% | \$533,503,072. | \$281,140,032. | 89.76% |
| 4 List/Sell Ratio | 95.56% | 89.15% | | 95.01% | 87.86% | |
| 5 Days to Sell | 109 | 108 | 0.93% | 116 | 112 | 3.57% |
| 6 Active Listings | 8886 | 8792 | 1.07% | | | |

Quick Summary Part 1

| Description | Total Units Sold | Total Sales Volume | Res. Units Sold | Res. Sales Volume |
|----------------------|------------------|--------------------|-----------------|-------------------|
| This Month | 141 | \$49,845,260. | 72 | \$26,259,538. |
| Last Month | 110 | \$34,889,608. | 51 | \$19,871,976. |
| This Month Last Year | 94 | \$28,909,596. | 51 | \$17,526,628. |

| Description | Total Listings Taken | Inventory |
|----------------------|----------------------|-----------|
| This Month | 573 | 2378 |
| Last Month | 389 | 2096 |
| This Month Last Year | 470 | 2290 |

Quick Summary Part 2

| <u>Description</u> | <u>This Month</u> |
|---|-------------------|
| Year = 2010 | |
| Month = 3 | |
| Area = NO | |
| 7 Ratio of Sales vs. Inventory | 5.93% |
| 8 Condo/Apt -- Sales | 14 |
| 9 Condo/Apt -- New Listings | 27 |
| 10 Condo/Apt -- Current Inventory | 188 |
| 11 Condo/Apt -- Sell/Inv. Ratio | 7.45% |
| 12 Condo/Apt -- Days to Sell | 64 |
| 13 Condo/Townhouse -- Sales | 16 |
| 14 Condo/Townhouse -- New Listings | 89 |
| 15 Condo/Townhouse -- Current Inventory | 215 |
| 16 Condo/Townhouse -- Sell/Inv. Ratio | 7.44% |
| 17 Condo/Townhouse -- Days to Sell | 98 |
| 18 Lots -- Sales | 8 |
| 19 Lots -- New Listings | 58 |
| 20 Lots -- Current Inventory | 526 |
| 21 Lots -- Sell/Inv. Ratio | 1.52% |
| 22 Lots -- Days to Sell | 369 |
| 23 Residential -- Sales | 72 |
| 24 Residential -- New Listings | 247 |
| 25 Residential -- Current Inventory | 727 |
| 26 Residential -- Sell/Inv. Ratio | 9.90% |
| 27 Residential -- Days to Sell | 95 |
| 28 Average House Price | \$364,715.81 |
| 29 Median House Price | \$332,500. |
| | |
| | |

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% |
|------------------|--------------|-----------------|------------|----------|----------|------------|----------------|-----------------|------------|
| Zone = NO | | | | | | | | | |
| 1 Acreage/House | 64 | 34 | 88.24% | 144 | 88 | 63.64% | 234 | 193 | 21.24% |
| 2 Duplex | 11 | 10 | 10.00% | 30 | 25 | 20.00% | 42 | 45 | -6.67% |
| 3 Mobile Home | 21 | 20 | 5.00% | 60 | 47 | 27.66% | 102 | 87 | 17.24% |
| 4 Recreational | 1 | 2 | -50.00% | 1 | 5 | -80.00% | 10 | 37 | -72.97% |
| 5 Residential | 247 | 188 | 31.38% | 557 | 410 | 35.85% | 727 | 696 | 4.45% |
| 6 Residential WF | 12 | 8 | 50.00% | 22 | 13 | 69.23% | 42 | 38 | 10.53% |
| 7 3/4-Plex | 3 | 2 | 50.00% | 7 | 2 | 250.00% | 12 | 8 | 50.00% |
| 8 Timeshare | 0 | 0 | 0.00% | 0 | 0 | 0.00% | 0 | 2 | -100.00% |
| 9 Apartment | 27 | 37 | -27.03% | 94 | 74 | 27.03% | 188 | 171 | 9.94% |
| 10 Townhouse | 89 | 47 | 89.36% | 155 | 114 | 35.96% | 215 | 226 | -4.87% |
| 11 RES. TOTAL | 475 | 348 | 36.49% | 1070 | 778 | 37.53% | 1572 | 1503 | 4.59% |
| 12 FARMS | 6 | 5 | 20.00% | 16 | 15 | 6.67% | 50 | 50 | 0.00% |
| 13 MULTIFAMILY | 2 | 1 | 100.00% | 4 | 4 | 0.00% | 7 | 10 | -30.00% |
| 14 Acreage | 26 | 20 | 30.00% | 46 | 32 | 43.75% | 166 | 154 | 7.79% |
| 15 Acreage WF | 3 | 0 | 0.00% | 5 | 4 | 25.00% | 9 | 11 | -18.18% |
| 16 Lots | 24 | 71 | -66.20% | 72 | 125 | -42.40% | 333 | 353 | -5.67% |
| 17 Lots WF | 3 | 2 | 50.00% | 7 | 5 | 40.00% | 18 | 13 | 38.46% |
| 18 LOTS TOTAL | 58 | 94 | -38.30% | 133 | 169 | -21.30% | 526 | 531 | -0.94% |
| 19 Business | 14 | 6 | 133.33% | 27 | 22 | 22.73% | 53 | 66 | -19.70% |
| 20 Commercial | 11 | 10 | 10.00% | 35 | 22 | 59.09% | 90 | 57 | 57.89% |
| 21 Land | 4 | 2 | 100.00% | 16 | 9 | 77.78% | 40 | 39 | 2.56% |
| 22 Leases | 0 | 4 | -100.00% | 4 | 17 | -76.47% | 33 | 33 | 0.00% |
| 23 IC&I TOTAL | 29 | 22 | 31.82% | 82 | 70 | 17.14% | 216 | 195 | 10.77% |
| 24 GRAND TOTAL | 573 | 470 | 21.91% | 1311 | 1036 | 26.54% | 2378 | 2290 | 3.84% |

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 |
|------------------|---------------|---------|------------|----------------|---------------|------------|-----------------|---------|
| Area = NO | | | | | | | | |
| 1 Acreage/House | 9 | 4 | 125.00% | \$5,897,000. | \$1,863,000. | 216.53% | 92.43% | 81.92% |
| 2 Duplex | 4 | 3 | 33.33% | \$1,613,500. | \$749,000. | 115.42% | 98.71% | 90.24% |
| 3 Mobile Home | 4 | 2 | 100.00% | \$393,000. | \$306,500. | 28.22% | 95.30% | 87.71% |
| 4 Recreational | 4 | 1 | 300.00% | \$1,225,500. | \$237,400. | 416.22% | 91.71% | 85.08% |
| 5 Residential | 72 | 51 | 41.18% | \$26,259,538. | \$17,526,628. | 49.83% | 96.66% | 88.14% |
| 6 Residential WF | 0 | 0 | 0.00% | \$0. | \$0. | 0.00% | 0.00% | 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 | 14 | 8 | 75.00% | \$3,602,000. | \$1,508,500. | 138.78% | 96.17% | 87.79% |
| 10 Townhouse | 16 | 17 | -5.88% | \$5,028,650. | \$4,463,100. | 12.67% | 97.17% | 90.42% |
| 11 RES. TOTAL | 123 | 86 | 43.02% | \$44,019,188. | \$26,654,128. | 65.15% | 96.22% | 88.29% |
| 12 FARMS | 1 | 0 | 0.00% | \$2,920,000. | \$0. | 0.00% | 98.31% | 0.00% |
| 13 MULTIFAMILY | 1 | 0 | 0.00% | \$310,000. | \$0. | 0.00% | 95.38% | 0.00% |
| 14 Acreage | 3 | 1 | 200.00% | \$520,000. | \$200,000. | 160.00% | 85.50% | 80.00% |
| 15 Acreage WF | 0 | 0 | 0.00% | \$0. | \$0. | 0.00% | 0.00% | 0.00% |
| 16 Lots | 5 | 3 | 66.67% | \$753,200. | \$388,000. | 94.12% | 94.13% | 92.10% |
| 17 Lots WF | 0 | 1 | -100.00% | \$0. | \$1,070,000. | 0.00% | 0.00% | 63.12% |
| 18 LOTS TOTAL | 8 | 5 | 60.00% | \$1,273,200. | \$1,658,000. | -23.21% | 90.89% | 83.88% |
| 19 Business | 2 | 0 | 0.00% | \$54,000. | \$0. | 0.00% | 37.97% | 0.00% |
| 20 Commercial | 6 | 1 | 500.00% | \$1,268,870.12 | \$287,500. | 341.35% | 91.66% | 83.33% |
| 21 Land | 0 | 0 | 0.00% | \$0. | \$0. | 0.00% | 0.00% | 0.00% |
| 22 Leases | 0 | 2 | -100.00% | \$0. | \$309,967.31 | 0.00% | 0.00% | 0.00% |
| 23 IC&I TOTAL | 8 | 3 | 166.67% | \$1,322,870.12 | \$597,467.31 | 121.41% | 80.92% | 83.33% |
| 24 GRAND TOTAL | 141 | 94 | 50.00% | \$49,845,260. | \$28,909,596. | 72.42% | 95.36% | 88.00% |

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 |
|------------------|----------------|----------|------------|----------------|----------------|------------|---------------|----------|
| Area = NO | | | | | | | | |
| 1 Acreage/House | 20 | 12 | 66.67% | \$11,296,770. | \$5,941,000. | 90.15% | 92.89% | 84.76% |
| 2 Duplex | 7 | 4 | 75.00% | \$2,359,500. | \$979,123. | 140.98% | 98.59% | 90.24% |
| 3 Mobile Home | 9 | 9 | 0.00% | \$827,000. | \$1,141,750. | -27.57% | 95.43% | 84.24% |
| 4 Recreational | 4 | 1 | 300.00% | \$1,225,500. | \$237,400. | 416.22% | 91.71% | 85.08% |
| 5 Residential | 167 | 115 | 45.22% | \$61,618,512. | \$41,661,680. | 47.90% | 95.79% | 88.13% |
| 6 Residential WF | 1 | 0 | 0.00% | \$130,000. | \$0. | 0.00% | 87.24% | 0.00% |
| 7 3/4-Plex | 2 | 0 | 0.00% | \$405,900. | \$0. | 0.00% | 94.36% | 0.00% |
| 8 Timeshare | 0 | 0 | 0.00% | \$0. | \$0. | 0.00% | 0.00% | 0.00% |
| 9 Apartment | 29 | 17 | 70.59% | \$7,115,550. | \$3,013,500. | 136.12% | 95.64% | 88.51% |
| 10 Townhouse | 42 | 37 | 13.51% | \$12,084,550. | \$9,837,246. | 22.84% | 97.38% | 89.85% |
| 11 RES. TOTAL | 281 | 195 | 44.10% | \$97,063,280. | \$62,811,696. | 54.53% | 95.76% | 88.13% |
| 12 FARMS | 1 | 1 | 0.00% | \$2,920,000. | \$769,000. | 279.71% | 98.31% | 96.24% |
| 13 MULTIFAMILY | 2 | 1 | 100.00% | \$1,065,000. | \$365,000. | 191.78% | 94.00% | 76.84% |
| 14 Acreage | 5 | 4 | 25.00% | \$1,235,000. | \$1,240,000. | -0.40% | 87.13% | 75.69% |
| 15 Acreage WF | 0 | 1 | -100.00% | \$0. | \$185,000. | 0.00% | 0.00% | 53.00% |
| 16 Lots | 33 | 5 | 560.00% | \$5,626,600. | \$697,500. | 706.68% | 92.28% | 86.66% |
| 17 Lots WF | 1 | 1 | 0.00% | \$1,000,000. | \$1,070,000. | -6.54% | 83.33% | 63.12% |
| 18 LOTS TOTAL | 39 | 12 | 225.00% | \$7,861,600. | \$3,196,034.75 | 145.98% | 91.39% | 76.90% |
| 19 Business | 2 | 0 | 0.00% | \$54,000. | \$0. | 0.00% | 37.97% | 0.00% |
| 20 Commercial | 8 | 3 | 166.67% | \$2,047,870.12 | \$657,500. | 211.46% | 96.59% | 87.79% |
| 21 Land | 0 | 2 | -100.00% | \$0. | \$2,040,000. | 0.00% | 0.00% | 100.33% |
| 22 Leases | 1 | 5 | -80.00% | \$9,083. | \$405,490.43 | -97.76% | 0.00% | 0.00% |
| 23 IC&I TOTAL | 11 | 10 | 10.00% | \$2,110,953. | \$3,102,990.50 | -31.97% | 88.21% | 92.80% |
| 24 GRAND TOTAL | 334 | 219 | 52.51% | \$111,020,840. | \$70,244,720. | 58.05% | 95.08% | 87.59% |

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

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 % |
|------------------|--------------|--------------|-------------|--------------|--------------|-------------|------------|---------|-------------|
| Area = NO | | | | | | | | | |
| 1 Acreage/House | \$655,222.25 | \$465,750. | 40.68% | \$597,000. | \$477,500. | 25.03% | 149 | 148 | 0.68% |
| 2 Duplex | \$403,375. | \$249,666.67 | 61.57% | \$427,000. | \$250,000. | 70.80% | 46 | 81 | -43.21% |
| 3 Mobile Home | \$98,250. | \$153,250. | -35.89% | \$80,000. | \$153,250. | -47.80% | 39 | 164 | -76.22% |
| 4 Recreational | \$306,375. | \$237,400. | 29.05% | \$145,250. | \$237,400. | -38.82% | 310 | 330 | -6.06% |
| 5 Residential | \$364,715.81 | \$343,659.37 | 6.13% | \$332,500. | \$311,000. | 6.91% | 95 | 128 | -25.78% |
| 6 Residential WF | \$0. | \$0. | 0.00% | \$0. | \$0. | 0.00% | 0 | 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 | \$257,285.71 | \$188,562.50 | 36.45% | \$237,500. | \$186,250. | 27.52% | 64 | 169 | -62.13% |
| 10 Townhouse | \$314,290.62 | \$262,535.28 | 19.71% | \$325,750. | \$248,000. | 31.35% | 98 | 126 | -22.22% |
| 11 RES. TOTAL | \$357,879.59 | \$309,931.71 | 15.47% | \$325,000. | \$289,700. | 12.19% | 100 | 134 | -25.37% |
| 12 FARMS | \$2,920,000. | \$0. | 0.00% | \$2,920,000. | \$0. | 0.00% | 213 | 0 | 0.00% |
| 13 MULTIFAMILY | \$310,000. | \$0. | 0.00% | \$310,000. | \$0. | 0.00% | 61 | 0 | 0.00% |
| 14 Acreage | \$173,333.32 | \$200,000. | -13.33% | \$170,000. | \$200,000. | -15.00% | 301 | 171 | 76.02% |
| 15 Acreage WF | \$0. | \$0. | 0.00% | \$0. | \$0. | 0.00% | 0 | 0 | 0.00% |
| 16 Lots | \$150,640. | \$129,333.33 | 16.47% | \$155,200. | \$120,000. | 29.33% | 409 | 46 | 789.13% |
| 17 Lots WF | \$0. | \$1,070,000. | 0.00% | \$0. | \$1,070,000. | 0.00% | 0 | 337 | 0.00% |
| 18 LOTS TOTAL | \$159,150. | \$331,600. | -52.01% | \$157,600. | \$148,000. | 6.49% | 369 | 129 | 186.05% |
| 19 Business | \$27,000. | \$0. | 0.00% | \$27,000. | \$0. | 0.00% | 160 | 0 | 0.00% |
| 20 Commercial | \$211,478.34 | \$287,500. | -26.44% | \$258,250. | \$287,500. | -10.17% | 214 | 132 | 62.12% |
| 21 Land | \$0. | \$0. | 0.00% | \$0. | \$0. | 0.00% | 0 | 0 | 0.00% |
| 22 Leases | \$0. | \$154,983.65 | 0.00% | \$0. | \$154,983.65 | 0.00% | 0 | 50 | 0.00% |
| 23 IC&I TOTAL | \$165,358.76 | \$199,155.76 | -16.97% | \$167,700. | \$200,767.31 | -16.47% | 201 | 77 | 161.04% |
| 24 GRAND TOTAL | \$353,512.46 | \$307,548.90 | 14.95% | \$310,000. | \$273,000. | 13.55% | 121 | 132 | -8.33% |

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

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% |
|------------------|--------------|--------------|------------|--------------|--------------|------------|----------|----------|------------|
| Area = NO | | | | | | | | | |
| 1 Acreage/House | \$564,838.50 | \$495,083.34 | 14.09% | \$562,500. | \$494,500. | 13.75% | 128 | 165 | -22.42% |
| 2 Duplex | \$337,071.43 | \$244,780.75 | 37.70% | \$344,000. | \$240,061.50 | 43.30% | 36 | 97 | -62.89% |
| 3 Mobile Home | \$91,888.89 | \$126,861.10 | -27.57% | \$75,000. | \$93,000. | -19.35% | 43 | 123 | -65.04% |
| 4 Recreational | \$306,375. | \$237,400. | 29.05% | \$145,250. | \$237,400. | -38.82% | 310 | 330 | -6.06% |
| 5 Residential | \$368,973.12 | \$362,275.46 | 1.85% | \$339,750. | \$330,000. | 2.95% | 99 | 124 | -20.16% |
| 6 Residential WF | \$130,000. | \$0. | 0.00% | \$130,000. | \$0. | 0.00% | 68 | 0 | 0.00% |
| 7 3/4-Plex | \$202,950. | \$0. | 0.00% | \$202,950. | \$0. | 0.00% | 99 | 0 | 0.00% |
| 8 Timeshare | \$0. | \$0. | 0.00% | \$0. | \$0. | 0.00% | 0 | 0 | 0.00% |
| 9 Apartment | \$245,363.79 | \$177,264.70 | 38.42% | \$213,000. | \$177,000. | 20.34% | 64 | 133 | -51.88% |
| 10 Townhouse | \$287,727.37 | \$265,871.50 | 8.22% | \$286,250. | \$248,000. | 15.42% | 118 | 133 | -11.28% |
| 11 RES. TOTAL | \$345,420.93 | \$322,111.28 | 7.24% | \$316,500. | \$298,000. | 6.21% | 100 | 129 | -22.48% |
| 12 FARMS | \$2,920,000. | \$769,000. | 279.71% | \$2,920,000. | \$769,000. | 279.71% | 213 | 86 | 147.67% |
| 13 MULTIFAMILY | \$532,500. | \$365,000. | 45.89% | \$532,500. | \$365,000. | 45.89% | 130 | 144 | -9.72% |
| 14 Acreage | \$247,000. | \$310,000. | -20.32% | \$190,000. | \$225,000. | -15.56% | 223 | 215 | 3.72% |
| 15 Acreage WF | \$0. | \$185,000. | 0.00% | \$0. | \$185,000. | 0.00% | 0 | 588 | 0.00% |
| 16 Lots | \$170,503.03 | \$139,500. | 22.22% | \$150,000. | \$148,000. | 1.35% | 247 | 101 | 144.55% |
| 17 Lots WF | \$1,000,000. | \$1,070,000. | -6.54% | \$1,000,000. | \$1,070,000. | -6.54% | 189 | 337 | -43.92% |
| 18 LOTS TOTAL | \$201,579.48 | \$266,336.21 | -24.31% | \$155,000. | \$172,500. | -10.14% | 243 | 191 | 27.23% |
| 19 Business | \$27,000. | \$0. | 0.00% | \$27,000. | \$0. | 0.00% | 160 | 0 | 0.00% |
| 20 Commercial | \$255,983.76 | \$219,166.67 | 16.80% | \$73,685.03 | \$160,000. | -53.95% | 222 | 134 | 65.67% |
| 21 Land | \$0. | \$1,020,000. | 0.00% | \$0. | \$1,020,000. | 0.00% | 0 | 281 | 0.00% |
| 22 Leases | \$9,083. | \$81,098.08 | -88.80% | \$9,083. | \$200,767.31 | -95.48% | 93 | 48 | 93.75% |
| 23 IC&I TOTAL | \$191,904.82 | \$310,299.03 | -38.15% | \$249,000. | \$180,383.65 | 38.04% | 199 | 120 | 65.83% |
| 24 GRAND TOTAL | \$332,397.71 | \$320,752.15 | 3.63% | \$305,000. | \$290,000. | 5.17% | 120 | 132 | -9.09% |

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