

# **Central Zone Monthly Statistics**

May 2007

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

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# Table of Contents

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Table of Contents	2
Zone Totals	3
Quick Summary Part 1	4
Quick Summary Part 2	5
Listing Information	6
Sales Information (Month)	7
Sales Information (YTD)	8
Average/Median Price, Days to Sell (Month)	9
Average/Median Price, Days to Sell (YTD)	10

## Zone Totals

Description	Current Month This Year	Last Year	Increase	This YTD	Last YTD	Increase
<b>Year = 2007</b>						
<b>Month = May</b>						
<b>Area = Central Zone</b>						
1 Units Listed	994	892	11.43%	4708	4074	15.56%
2 Units Sold	699	542	28.97%	2799	2493	12.27%
3 Sales Volume	\$276,883,648.	\$183,885,328.	50.57%	\$1,082,258,560.	\$823,630,848.	31.40%
4 List/Sell Ratio	96.89%	96.62%		96.86%	96.83%	
5 Days to Sell	67	64	4.69%	70	75	-6.67%
6 Active Listings	2914	2308	26.26%			
<b>Area = North Zone</b>						
1 Units Listed	427	447	-4.47%	1948	1858	4.84%
2 Units Sold	317	284	11.62%	1118	1144	-2.27%
3 Sales Volume	\$100,816,416.	\$81,822,408.	23.21%	\$351,312,832.	\$311,501,472.	12.78%
4 List/Sell Ratio	97.20%	96.67%		96.50%	96.56%	
5 Days to Sell	92	75	22.67%	89	79	12.66%
6 Active Listings	1558	1267	22.97%			
<b>Area = Shuswap Zone</b>						
1 Units Listed	332	283	17.31%	1189	1015	17.14%
2 Units Sold	182	175	4.00%	665	579	14.85%
3 Sales Volume	\$61,673,536.	\$46,011,000.	34.04%	\$201,592,688.	\$145,594,368.	38.46%
4 List/Sell Ratio	97.36%	96.00%		96.04%	96.16%	
5 Days to Sell	108	107	0.93%	114	115	-0.87%
6 Active Listings	961	830	15.78%			
<b>Area = Grand Total</b>						
1 Units Listed	1753	1622	8.08%	7845	6947	12.93%
2 Units Sold	1198	1001	19.68%	4582	4216	8.68%
3 Sales Volume	\$439,373,600.	\$311,718,720.	40.95%	\$1,635,164,160.	\$1,280,726,656.	27.67%
4 List/Sell Ratio	97.05%	96.53%		96.65%	96.66%	
5 Days to Sell	80	75	6.67%	81	82	-1.22%
6 Active Listings	5433	4405	23.34%			

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# Quick Summary Part 1

Description	Total Units Sold	Total Sales Volume	Res. Units Sold	Res. Sales Volume
This Month	699	\$276,883,648.	330	\$155,943,296.
Last Month	665	\$260,545,632.	299	\$136,236,688.
This Month Last Year	542	\$183,885,328.	256	\$101,299,336.

Description	Total Listings Taken	Inventory
This Month	994	2914
Last Month	917	2972
This Month Last Year	892	2308

# Quick Summary Part 2

	<u>Description</u>	<u>This Month</u>
Year = 2007		
Month = 5		
Area = CO		
7	Ratio of Sales vs. Inventory	23.99%
8	Condo/Apt -- Sales	114
9	Condo/Apt -- New Listings	169
10	Condo/Apt -- Current Inventory	485
11	Condo/Apt -- Sell/Inv. Ratio	23.51%
12	Condo/Apt -- Days to Sell	66
13	Condo/Townhouse -- Sales	96
14	Condo/Townhouse -- New Listings	121
15	Condo/Townhouse -- Current Inventory	224
16	Condo/Townhouse -- Sell/Inv. Ratio	42.86%
17	Condo/Townhouse -- Days to Sell	62
18	Lots -- Sales	40
19	Lots -- New Listings	77
20	Lots -- Current Inventory	477
21	Lots -- Sell/Inv. Ratio	8.39%
22	Lots -- Days to Sell	147
23	Residential -- Sales	330
24	Residential -- New Listings	419
25	Residential -- Current Inventory	922
26	Residential -- Sell/Inv. Ratio	35.79%
27	Residential -- Days to Sell	52
28	Average House Price	\$472,555.43
29	Median House Price	\$438,500.

## 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	36	21	71.43%	137	103	33.01%	128	95	34.74%
2 Duplex	31	39	-20.51%	135	137	-1.46%	58	63	-7.94%
3 Mobile Home	49	45	8.89%	199	216	-7.87%	108	93	16.13%
4 Recreational	13	4	225.00%	75	46	63.04%	76	30	153.33%
5 Residential	419	421	-0.48%	1996	1797	11.07%	922	816	12.99%
6 Residential WF	15	20	-25.00%	75	53	41.51%	61	46	32.61%
7 3/4-Plex	2	3	-33.33%	9	6	50.00%	3	4	-25.00%
8 Timeshare	2	0	0.00%	11	2	450.00%	16	6	166.67%
9 Apartment	169	155	9.03%	888	726	22.31%	485	415	16.87%
10 Townhouse	121	71	70.42%	496	388	27.84%	224	169	32.54%
11 RES. TOTAL	857	779	10.01%	4021	3474	15.75%	2081	1737	19.80%
12 FARMS	13	7	85.71%	49	28	75.00%	60	38	57.89%
13 MULTIFAMILY	1	1	0.00%	6	9	-33.33%	5	3	66.67%
14 Acreage	16	12	33.33%	66	42	57.14%	70	50	40.00%
15 Acreage WF	3	3	0.00%	12	12	0.00%	16	6	166.67%
16 Lots	55	57	-3.51%	339	285	18.95%	382	210	81.90%
17 Lots WF	2	2	0.00%	10	12	-16.67%	9	11	-18.18%
18 LOTS TOTAL	77	74	4.05%	428	351	21.94%	477	277	72.20%
19 Business	15	10	50.00%	59	63	-6.35%	73	84	-13.10%
20 Commercial	8	5	60.00%	36	51	-29.41%	31	41	-24.39%
21 Land	8	2	300.00%	27	17	58.82%	73	20	265.00%
22 Leases	15	14	7.14%	82	81	1.23%	114	108	5.56%
23 IC&I TOTAL	46	31	48.39%	204	212	-3.77%	291	253	15.02%
24 GRAND TOTAL	994	892	11.43%	4708	4074	15.56%	2914	2308	26.26%

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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	11		6	83.33%	\$7,840,500.		\$5,555,400.	41.13%	94.42%		96.59%
2 Duplex	26		18	44.44%	\$8,633,000.		\$5,504,400.	56.84%	97.76%		96.31%
3 Mobile Home	37		39	-5.13%	\$3,773,100.		\$2,881,300.	30.95%	91.84%		90.40%
4 Recreational	6		1	500.00%	\$1,013,900.		\$150,000.	575.93%	93.72%		93.80%
5 Residential	330		256	28.91%	\$155,943,296.		\$101,299,336.	53.94%	97.42%		97.22%
6 Residential WF	7		6	16.67%	\$11,470,000.		\$10,313,000.	11.22%	87.97%		93.64%
7 3/4-Plex	3		1	200.00%	\$1,247,000.		\$560,000.	122.68%	100.28%		95.07%
8 Timeshare	0		0	0.00%	\$0.		\$0.	0.00%	0.00%		0.00%
9 Apartment	114		95	20.00%	\$31,542,200.		\$21,772,452.	44.87%	97.58%		97.33%
10 Townhouse	96		57	68.42%	\$34,526,968.		\$18,572,500.	85.90%	97.51%		97.12%
11 RES. TOTAL	630		479	31.52%	\$255,989,952.		\$166,608,384.	53.65%	96.97%		96.58%
12 FARMS	1		2	-50.00%	\$1,000,000.		\$2,595,000.	-61.46%	102.05%		96.13%
13 MULTIFAMILY	0		1	-100.00%	\$0.		\$394,600.	0.00%	0.00%		98.67%
14 Acreage	3		3	0.00%	\$2,115,500.		\$2,573,000.	-17.78%	102.65%		95.98%
15 Acreage WF	0		0	0.00%	\$0.		\$0.	0.00%	0.00%		0.00%
16 Lots	37		37	0.00%	\$8,425,875.		\$5,253,137.50	60.40%	97.76%		98.69%
17 Lots WF	0		2	-100.00%	\$0.		\$2,475,000.	0.00%	0.00%		88.73%
18 LOTS TOTAL	40		42	-4.76%	\$10,541,375.		\$10,301,138.	2.33%	98.12%		98.02%
19 Business	2		1	100.00%	\$118,000.		\$80,000.	47.50%	65.45%		67.34%
20 Commercial	7		9	-22.22%	\$6,553,885.		\$2,267,550.	189.03%	90.58%		96.31%
21 Land	1		1	0.00%	\$1,225,000.		\$875,000.	40.00%	98.00%		92.10%
22 Leases	18		7	157.14%	\$1,455,423.37		\$763,648.	90.59%	0.00%		0.00%
23 IC&I TOTAL	28		18	55.56%	\$9,352,308.		\$3,986,198.	134.62%	86.29%		93.30%
24 GRAND TOTAL	699		542	28.97%	\$276,883,648.		\$183,885,328.	50.57%	96.89%		96.62%

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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	43	48	-10.42%	\$35,488,700.	\$32,704,200.	8.51%	94.34%	93.23%
2 Duplex	101	78	29.49%	\$34,705,760.	\$23,477,430.	47.83%	96.77%	97.16%
3 Mobile Home	123	150	-18.00%	\$13,127,699.	\$10,764,916.	21.95%	93.44%	90.85%
4 Recreational	24	12	100.00%	\$7,944,900.	\$3,950,900.	101.09%	98.71%	98.56%
5 Residential	1291	1124	14.86%	\$586,522,240.	\$428,234,496.	36.96%	97.37%	97.33%
6 Residential WF	20	27	-25.93%	\$40,390,000.	\$42,002,600.	-3.84%	91.33%	95.23%
7 3/4-Plex	8	3	166.67%	\$3,719,500.	\$1,565,000.	137.67%	95.37%	96.10%
8 Timeshare	2	0	0.00%	\$14,700.	\$0.	0.00%	97.50%	0.00%
9 Apartment	587	432	35.88%	\$149,035,216.	\$97,868,720.	52.28%	97.07%	97.79%
10 Townhouse	343	273	25.64%	\$116,805,552.	\$79,886,120.	46.22%	97.31%	97.65%
11 RES. TOTAL	2542	2147	18.40%	\$987,754,240.	\$720,454,336.	37.10%	96.98%	96.89%
12 FARMS	7	10	-30.00%	\$7,042,500.	\$9,762,400.	-27.86%	94.53%	96.00%
13 MULTIFAMILY	3	4	-25.00%	\$4,237,000.	\$3,490,600.	21.38%	94.00%	92.06%
14 Acreage	20	31	-35.48%	\$8,394,900.	\$20,563,400.	-59.18%	96.17%	94.28%
15 Acreage WF	0	0	0.00%	\$0.	\$0.	0.00%	0.00%	0.00%
16 Lots	125	204	-38.73%	\$26,961,044.	\$32,946,890.	-18.17%	97.50%	98.06%
17 Lots WF	3	6	-50.00%	\$3,775,000.	\$7,548,500.	-49.99%	96.24%	94.25%
18 LOTS TOTAL	148	241	-38.59%	\$39,130,944.	\$61,058,788.	-35.91%	97.29%	97.48%
19 Business	12	10	20.00%	\$8,857,100.	\$987,400.	797.01%	76.42%	86.45%
20 Commercial	27	26	3.85%	\$18,538,284.	\$11,197,935.	65.55%	94.95%	90.72%
21 Land	11	10	10.00%	\$11,893,000.	\$11,063,500.	7.50%	91.89%	96.74%
22 Leases	49	45	8.89%	\$4,805,475.	\$5,615,841.	-14.43%	100.00%	0.00%
23 IC&I TOTAL	99	91	8.79%	\$44,093,860.	\$28,864,676.	52.76%	90.03%	91.10%
24 GRAND TOTAL	2799	2493	12.27%	\$1,082,258,560.	\$823,630,848.	31.40%	96.86%	96.83%

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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	\$712,772.75	\$925,900.	-23.02%	\$780,000.	\$848,950.	-8.12%	66	37	78.38%
2 Duplex	\$332,038.46	\$305,800.	8.58%	\$311,250.	\$271,750.	14.54%	35	44	-20.45%
3 Mobile Home	\$101,975.67	\$73,879.48	38.03%	\$87,000.	\$70,000.	24.29%	63	51	23.53%
4 Recreational	\$168,983.32	\$150,000.	12.66%	\$145,500.	\$150,000.	-3.00%	101	12	741.67%
5 Residential	\$472,555.43	\$395,700.53	19.42%	\$438,500.	\$377,500.	16.16%	52	51	1.96%
6 Residential WF	\$1,638,571.37	\$1,718,833.37	-4.67%	\$1,790,000.	\$1,360,000.	31.62%	119	76	56.58%
7 3/4-Plex	\$415,666.65	\$560,000.	-25.77%	\$530,000.	\$560,000.	-5.36%	24	140	-82.86%
8 Timeshare	\$0.	\$0.	0.00%	\$0.	\$0.	0.00%	0	0	0.00%
9 Apartment	\$276,685.96	\$229,183.71	20.73%	\$253,500.	\$217,500.	16.55%	66	49	34.69%
10 Townhouse	\$359,655.90	\$325,833.34	10.38%	\$337,000.	\$296,000.	13.85%	62	46	34.78%
11 RES. TOTAL	\$406,333.28	\$347,825.43	16.82%	\$376,000.	\$320,000.	17.50%	57	50	14.00%
12 FARMS	\$1,000,000.	\$1,297,500.	-22.93%	\$1,000,000.	\$1,297,500.	-22.93%	70	74	-5.41%
13 MULTIFAMILY	\$0.	\$394,600.	0.00%	\$0.	\$394,600.	0.00%	0	51	0.00%
14 Acreage	\$705,166.68	\$857,666.68	-17.78%	\$699,500.	\$650,000.	7.62%	88	207	-57.49%
15 Acreage WF	\$0.	\$0.	0.00%	\$0.	\$0.	0.00%	0	0	0.00%
16 Lots	\$227,726.34	\$141,976.68	60.40%	\$199,900.	\$130,552.50	53.12%	151	181	-16.57%
17 Lots WF	\$0.	\$1,237,500.	0.00%	\$0.	\$1,237,500.	0.00%	0	191	0.00%
18 LOTS TOTAL	\$263,534.37	\$245,265.17	7.45%	\$214,512.50	\$134,900.	59.02%	147	183	-19.67%
19 Business	\$59,000.	\$80,000.	-26.25%	\$59,000.	\$80,000.	-26.25%	103	34	202.94%
20 Commercial	\$936,269.31	\$251,950.	271.61%	\$450,000.	\$224,550.	100.40%	181	88	105.68%
21 Land	\$1,225,000.	\$875,000.	40.00%	\$1,225,000.	\$875,000.	40.00%	285	97	193.81%
22 Leases	\$78,522.72	\$109,092.57	-28.02%	\$68,572.50	\$243,833.	-71.88%	189	293	-35.49%
23 IC&I TOTAL	\$341,917.46	\$221,455.43	54.40%	\$100,000.	\$172,500.	-42.03%	184	165	11.52%
24 GRAND TOTAL	\$396,508.75	\$339,271.81	16.87%	\$360,250.	\$305,000.	18.11%	67	64	4.69%

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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	\$825,318.62	\$681,337.50	21.13%	\$670,000.	\$590,000.	13.56%	91	101	-9.90%
2 Duplex	\$343,621.40	\$300,992.68	14.16%	\$305,000.	\$257,250.	18.56%	49	43	13.95%
3 Mobile Home	\$106,729.25	\$71,766.10	48.72%	\$100,000.	\$66,183.	51.10%	67	53	26.42%
4 Recreational	\$331,037.50	\$329,241.65	0.55%	\$311,000.	\$328,750.	-5.40%	109	177	-38.42%
5 Residential	\$454,316.21	\$380,991.53	19.25%	\$417,500.	\$356,250.	17.19%	59	56	5.36%
6 Residential WF	\$2,019,500.	\$1,555,651.87	29.82%	\$1,720,000.	\$1,475,000.	16.61%	94	92	2.17%
7 3/4-Plex	\$464,937.50	\$521,666.65	-10.87%	\$500,000.	\$560,000.	-10.71%	74	67	10.45%
8 Timeshare	\$7,350.	\$0.	0.00%	\$7,350.	\$0.	0.00%	81	0	0.00%
9 Apartment	\$253,893.06	\$226,547.95	12.07%	\$232,000.	\$201,000.	15.42%	68	84	-19.05%
10 Townhouse	\$340,540.96	\$292,623.15	16.38%	\$317,500.	\$264,000.	20.27%	62	59	5.08%
11 RES. TOTAL	\$388,573.65	\$335,563.28	15.80%	\$350,000.	\$304,500.	14.94%	63	63	0.00%
12 FARMS	\$1,006,071.43	\$976,240.	3.06%	\$920,000.	\$756,250.	21.65%	109	122	-10.66%
13 MULTIFAMILY	\$1,412,333.37	\$872,650.	61.84%	\$752,000.	\$694,800.	8.23%	35	65	-46.15%
14 Acreage	\$419,745.	\$663,335.50	-36.72%	\$402,000.	\$400,000.	0.50%	144	177	-18.64%
15 Acreage WF	\$0.	\$0.	0.00%	\$0.	\$0.	0.00%	0	0	0.00%
16 Lots	\$215,688.34	\$162,230.98	32.95%	\$189,500.	\$135,000.	40.37%	119	140	-15.00%
17 Lots WF	\$1,258,333.37	\$1,258,083.37	0.02%	\$1,200,000.	\$1,237,500.	-3.03%	98	86	13.95%
18 LOTS TOTAL	\$264,398.28	\$254,353.29	3.95%	\$209,900.	\$140,000.	49.93%	122	143	-14.69%
19 Business	\$738,091.68	\$98,740.	647.51%	\$1,984,000.	\$49,250.	3928.43%	191	104	83.65%
20 Commercial	\$686,603.12	\$430,689.81	59.42%	\$800,000.	\$485,000.	64.95%	139	91	52.75%
21 Land	\$1,081,181.87	\$1,106,350.	-2.27%	\$905,000.	\$2,050,000.	-55.85%	218	189	15.34%
22 Leases	\$97,602.87	\$124,796.46	-21.79%	\$105,370.50	\$18,240.	477.69%	208	228	-8.77%
23 IC&I TOTAL	\$448,707.37	\$317,194.25	41.46%	\$137,458.	\$119,231.	15.29%	188	171	9.94%
24 GRAND TOTAL	\$386,754.12	\$330,504.34	17.02%	\$344,000.	\$290,000.	18.62%	70	75	-6.67%

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