

# **North Zone Monthly Statistics**

May 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 = May</b>						
<b>Area = Central Zone</b>						
1 Units Listed	1323	1207	9.61%	6165	5218	18.15%
2 Units Sold	378	381	-0.79%	1800	1224	47.06%
3 Sales Volume	\$158,468,080.	\$157,359,232.	0.70%	\$721,081,664.	\$463,282,336.	55.65%
4 List/Sell Ratio	96.34%	91.58%		95.63%	89.83%	
5 Days to Sell	94	96	-2.08%	104	98	6.12%
6 Active Listings	5561	5395	3.08%			
<b>Area = North Zone</b>						
1 Units Listed	548	422	29.86%	2408	1945	23.80%
2 Units Sold	150	175	-14.29%	686	520	31.92%
3 Sales Volume	\$48,064,988.	\$60,468,272.	-20.51%	\$228,488,912.	\$176,296,192.	29.61%
4 List/Sell Ratio	95.85%	90.57%		95.49%	89.05%	
5 Days to Sell	127	128	-0.78%	119	129	-7.75%
6 Active Listings	2719	2488	9.28%			
<b>Area = Shuswap Zone</b>						
1 Units Listed	348	279	24.73%	1506	1074	40.22%
2 Units Sold	77	54	42.59%	311	181	71.82%
3 Sales Volume	\$22,592,200.	\$16,734,100.	35.01%	\$93,391,192.	\$53,270,664.	75.31%
4 List/Sell Ratio	94.63%	90.34%		93.58%	86.17%	
5 Days to Sell	160	140	14.29%	156	146	6.85%
6 Active Listings	1892	1690	11.95%			
<b>Area = Grand Total</b>						
1 Units Listed	2219	1908	16.30%	10079	8237	22.36%
2 Units Sold	605	610	-0.82%	2797	1925	45.30%
3 Sales Volume	\$229,125,264.	\$234,561,616.	-2.32%	\$1,042,961,792.	\$692,849,216.	50.53%
4 List/Sell Ratio	96.00%	91.18%		95.36%	89.27%	
5 Days to Sell	110	109	0.92%	113	111	1.80%
6 Active Listings	10172	9573	6.26%			

# Quick Summary Part 1

Description	Total Units Sold	Total Sales Volume	Res. Units Sold	Res. Sales Volume
This Month	150	\$48,064,988.	68	\$25,420,788.
Last Month	189	\$64,848,836.	96	\$36,512,224.
This Month Last Year	175	\$60,468,272.	99	\$35,067,476.

Description	Total Listings Taken	Inventory
This Month	548	2719
Last Month	549	2558
This Month Last Year	422	2488

# Quick Summary Part 2

<u>Description</u>	<u>This Month</u>
<b>Year = 2010</b>	
<b>Month = 5</b>	
<b>Area = NO</b>	
7 Ratio of Sales vs. Inventory	5.52%
8 Condo/Apt -- Sales	17
9 Condo/Apt -- New Listings	53
10 Condo/Apt -- Current Inventory	222
11 Condo/Apt -- Sell/Inv. Ratio	7.66%
12 Condo/Apt -- Days to Sell	94
13 Condo/Townhouse -- Sales	27
14 Condo/Townhouse -- New Listings	72
15 Condo/Townhouse -- Current Inventory	242
16 Condo/Townhouse -- Sell/Inv. Ratio	11.16%
17 Condo/Townhouse -- Days to Sell	121
18 Lots -- Sales	16
19 Lots -- New Listings	54
20 Lots -- Current Inventory	560
21 Lots -- Sell/Inv. Ratio	2.86%
22 Lots -- Days to Sell	333
23 Residential -- Sales	68
24 Residential -- New Listings	211
25 Residential -- Current Inventory	843
26 Residential -- Sell/Inv. Ratio	8.07%
27 Residential -- Days to Sell	97
28 Average House Price	\$373,835.12
29 Median House Price	\$352,500.
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## 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 = NO</b>									
1 Acreage/House	55	59	-6.78%	259	200	29.50%	293	248	18.15%
2 Duplex	21	9	133.33%	67	54	24.07%	61	55	10.91%
3 Mobile Home	18	14	28.57%	106	77	37.66%	113	93	21.51%
4 Recreational	4	5	-20.00%	9	17	-47.06%	13	36	-63.89%
5 Residential	211	161	31.06%	974	761	27.99%	843	730	15.48%
6 Residential WF	14	13	7.69%	49	38	28.95%	60	48	25.00%
7 3/4-Plex	2	3	-33.33%	15	6	150.00%	16	8	100.00%
8 Timeshare	0	0	0.00%	0	0	0.00%	0	0	0.00%
9 Apartment	53	34	55.88%	194	121	60.33%	222	167	32.93%
10 Townhouse	72	48	50.00%	290	199	45.73%	242	233	3.86%
11 RES. TOTAL	450	346	30.06%	1963	1473	33.27%	1863	1618	15.14%
12 FARMS	15	2	650.00%	37	28	32.14%	63	59	6.78%
13 MULTIFAMILY	2	1	100.00%	9	9	0.00%	9	14	-35.71%
14 Acreage	12	9	33.33%	76	71	7.04%	175	165	6.06%
15 Acreage WF	2	1	100.00%	9	6	50.00%	15	13	15.38%
16 Lots	39	28	39.29%	154	224	-31.25%	349	390	-10.51%
17 Lots WF	1	2	-50.00%	11	8	37.50%	21	13	61.54%
18 LOTS TOTAL	54	40	35.00%	253	312	-18.91%	560	581	-3.61%
19 Business	9	7	28.57%	49	34	44.12%	63	63	0.00%
20 Commercial	15	11	36.36%	59	40	47.50%	95	65	46.15%
21 Land	3	4	-25.00%	27	18	50.00%	42	44	-4.55%
22 Leases	0	11	-100.00%	2	31	-93.55%	16	43	-62.79%
23 IC&I TOTAL	27	33	-18.18%	137	123	11.38%	216	215	0.47%
24 GRAND TOTAL	548	422	29.86%	2408	1945	23.80%	2719	2488	9.28%

**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 = NO</b>								
1 Acreage/House	10	10	0.00%	\$4,750,000.	\$4,522,000.	5.04%	92.70%	89.27%
2 Duplex	3	8	-62.50%	\$1,128,900.	\$2,827,500.	-60.07%	97.72%	95.94%
3 Mobile Home	4	3	33.33%	\$499,500.	\$305,000.	63.77%	90.39%	84.29%
4 Recreational	1	1	0.00%	\$402,000.	\$325,000.	23.69%	83.92%	73.88%
5 Residential	68	99	-31.31%	\$25,420,788.	\$35,067,476.	-27.51%	96.44%	92.19%
6 Residential WF	2	4	-50.00%	\$1,100,500.	\$3,675,500.	-70.06%	90.58%	83.29%
7 3/4-Plex	1	0	0.00%	\$193,000.	\$0.	0.00%	94.14%	0.00%
8 Timeshare	0	0	0.00%	\$0.	\$0.	0.00%	0.00%	0.00%
9 Apartment	17	12	41.67%	\$3,819,100.	\$1,875,900.	103.59%	96.93%	85.93%
10 Townhouse	27	23	17.39%	\$7,487,400.	\$6,237,996.	20.03%	96.84%	91.22%
11 RES. TOTAL	133	160	-16.87%	\$44,801,188.	\$54,836,372.	-18.30%	95.95%	91.09%
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	3	4	-25.00%	\$767,000.	\$881,000.	-12.94%	95.03%	85.82%
15 Acreage WF	1	0	0.00%	\$290,000.	\$0.	0.00%	98.47%	0.00%
16 Lots	12	6	100.00%	\$2,101,800.	\$732,900.	186.78%	94.90%	84.49%
17 Lots WF	0	0	0.00%	\$0.	\$0.	0.00%	0.00%	0.00%
18 LOTS TOTAL	16	10	60.00%	\$3,158,800.	\$1,613,900.	95.72%	95.15%	85.02%
19 Business	0	1	-100.00%	\$0.	\$268,000.	0.00%	0.00%	67.84%
20 Commercial	0	3	-100.00%	\$0.	\$3,630,000.	0.00%	0.00%	89.25%
21 Land	0	0	0.00%	\$0.	\$0.	0.00%	0.00%	0.00%
22 Leases	0	1	-100.00%	\$0.	\$120,000.	0.00%	0.00%	0.00%
23 IC&I TOTAL	0	5	-100.00%	\$0.	\$4,018,000.	0.00%	0.00%	83.89%
24 GRAND TOTAL	150	175	-14.29%	\$48,064,988.	\$60,468,272.	-20.51%	95.85%	90.57%

**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 = NO</b>								
1 Acreage/House	47	30	56.67%	\$24,978,770.	\$14,509,000.	72.16%	93.58%	85.48%
2 Duplex	15	13	15.38%	\$4,931,300.	\$4,163,623.	18.44%	97.70%	93.69%
3 Mobile Home	24	18	33.33%	\$2,599,500.	\$1,942,750.	33.81%	93.74%	79.40%
4 Recreational	5	2	150.00%	\$1,627,500.	\$562,400.	189.38%	90.15%	79.48%
5 Residential	336	283	18.73%	\$125,538,528.	\$101,531,352.	23.65%	96.06%	90.56%
6 Residential WF	5	6	-16.67%	\$1,788,000.	\$5,350,500.	-66.58%	91.45%	84.17%
7 3/4-Plex	6	2	200.00%	\$1,776,800.	\$623,000.	185.20%	93.76%	88.38%
8 Timeshare	0	0	0.00%	\$0.	\$0.	0.00%	0.00%	0.00%
9 Apartment	53	38	39.47%	\$12,256,300.	\$6,337,900.	93.38%	95.95%	87.51%
10 Townhouse	105	73	43.84%	\$30,212,440.	\$20,075,042.	50.50%	97.02%	90.51%
11 RES. TOTAL	596	465	28.17%	\$205,709,136.	\$155,095,568.	32.63%	95.86%	89.49%
12 FARMS	2	1	100.00%	\$3,483,000.	\$769,000.	352.93%	92.52%	96.24%
13 MULTIFAMILY	3	1	200.00%	\$2,565,000.	\$365,000.	602.74%	98.38%	76.84%
14 Acreage	11	9	22.22%	\$2,507,050.	\$2,393,500.	4.74%	91.65%	76.44%
15 Acreage WF	1	1	0.00%	\$290,000.	\$185,000.	56.76%	98.47%	53.00%
16 Lots	58	22	163.64%	\$9,993,550.	\$3,632,500.	175.11%	93.40%	89.15%
17 Lots WF	2	1	100.00%	\$1,625,000.	\$1,070,000.	51.87%	89.74%	63.12%
18 LOTS TOTAL	72	35	105.71%	\$14,415,600.	\$7,633,534.50	88.85%	93.10%	83.53%
19 Business	2	1	100.00%	\$54,000.	\$268,000.	-79.85%	37.97%	67.84%
20 Commercial	9	9	0.00%	\$2,148,091.	\$9,599,600.	-77.62%	96.59%	88.29%
21 Land	0	2	-100.00%	\$0.	\$2,040,000.	0.00%	0.00%	100.33%
22 Leases	1	6	-83.33%	\$9,083.	\$525,490.43	-98.27%	0.00%	0.00%
23 IC&I TOTAL	12	18	-33.33%	\$2,211,174.	\$12,433,090.	-82.22%	88.21%	88.59%
24 GRAND TOTAL	686	520	31.92%	\$228,488,912.	\$176,296,192.	29.61%	95.49%	89.05%

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 %
<b>Area = NO</b>									
1 Acreage/House	\$475,000.	\$452,200.	5.04%	\$455,000.	\$446,500.	1.90%	152	138	10.14%
2 Duplex	\$376,300.	\$353,437.50	6.47%	\$410,000.	\$344,750.	18.93%	29	103	-71.84%
3 Mobile Home	\$124,875.	\$101,666.66	22.83%	\$111,750.	\$97,000.	15.21%	48	169	-71.60%
4 Recreational	\$402,000.	\$325,000.	23.69%	\$402,000.	\$325,000.	23.69%	2	204	-99.02%
5 Residential	\$373,835.12	\$354,216.90	5.54%	\$352,500.	\$325,000.	8.46%	97	112	-13.39%
6 Residential WF	\$550,250.	\$918,875.	-40.12%	\$550,250.	\$975,000.	-43.56%	90	67	34.33%
7 3/4-Plex	\$193,000.	\$0.	0.00%	\$193,000.	\$0.	0.00%	157	0	0.00%
8 Timeshare	\$0.	\$0.	0.00%	\$0.	\$0.	0.00%	0	0	0.00%
9 Apartment	\$224,652.93	\$156,325.	43.71%	\$237,000.	\$144,500.	64.01%	94	128	-26.56%
10 Townhouse	\$277,311.12	\$271,217.21	2.25%	\$285,000.	\$271,000.	5.17%	121	146	-17.12%
11 RES. TOTAL	\$336,851.03	\$342,727.31	-1.71%	\$316,000.	\$309,750.	2.02%	103	120	-14.17%
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	\$255,666.67	\$220,250.	16.08%	\$295,000.	\$226,000.	30.53%	682	136	401.47%
15 Acreage WF	\$290,000.	\$0.	0.00%	\$290,000.	\$0.	0.00%	31	0	0.00%
16 Lots	\$175,150.	\$122,150.	43.39%	\$160,000.	\$125,000.	28.00%	271	218	24.31%
17 Lots WF	\$0.	\$0.	0.00%	\$0.	\$0.	0.00%	0	0	0.00%
18 LOTS TOTAL	\$197,425.	\$161,390.	22.33%	\$197,500.	\$126,000.	56.75%	333	185	80.00%
19 Business	\$0.	\$268,000.	0.00%	\$0.	\$268,000.	0.00%	0	550	0.00%
20 Commercial	\$0.	\$1,210,000.	0.00%	\$0.	\$2,050,000.	0.00%	0	236	0.00%
21 Land	\$0.	\$0.	0.00%	\$0.	\$0.	0.00%	0	0	0.00%
22 Leases	\$0.	\$120,000.	0.00%	\$0.	\$120,000.	0.00%	0	26	0.00%
23 IC&I TOTAL	\$0.	\$803,600.	0.00%	\$0.	\$405,000.	0.00%	0	256	0.00%
24 GRAND TOTAL	\$320,433.25	\$345,532.96	-7.26%	\$297,500.	\$305,000.	-2.46%	127	128	-0.78%

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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 = NO</b>									
1 Acreage/House	\$531,463.18	\$483,633.34	9.89%	\$523,500.	\$458,000.	14.30%	119	164	-27.44%
2 Duplex	\$328,753.34	\$320,278.68	2.65%	\$344,000.	\$260,000.	32.31%	77	103	-25.24%
3 Mobile Home	\$108,312.50	\$107,930.55	0.35%	\$89,250.	\$94,000.	-5.05%	64	141	-54.61%
4 Recreational	\$325,500.	\$281,200.	15.75%	\$185,500.	\$281,200.	-34.03%	249	267	-6.74%
5 Residential	\$373,626.56	\$358,768.03	4.14%	\$347,250.	\$330,000.	5.23%	96	112	-14.29%
6 Residential WF	\$357,600.	\$891,750.	-59.90%	\$155,000.	\$975,000.	-84.10%	138	103	33.98%
7 3/4-Plex	\$296,133.34	\$311,500.	-4.93%	\$274,950.	\$311,500.	-11.73%	131	174	-24.71%
8 Timeshare	\$0.	\$0.	0.00%	\$0.	\$0.	0.00%	0	0	0.00%
9 Apartment	\$231,250.93	\$166,786.84	38.65%	\$223,400.	\$161,500.	38.33%	83	130	-36.15%
10 Townhouse	\$287,737.53	\$275,000.56	4.63%	\$292,000.	\$270,000.	8.15%	110	138	-20.29%
11 RES. TOTAL	\$345,149.56	\$333,538.84	3.48%	\$323,250.	\$310,000.	4.27%	100	123	-18.70%
12 FARMS	\$1,741,500.	\$769,000.	126.46%	\$1,741,500.	\$769,000.	126.46%	237	86	175.58%
13 MULTIFAMILY	\$855,000.	\$365,000.	134.25%	\$1,500,000.	\$365,000.	310.96%	221	144	53.47%
14 Acreage	\$227,913.64	\$265,944.43	-14.30%	\$190,000.	\$232,000.	-18.10%	393	196	100.51%
15 Acreage WF	\$290,000.	\$185,000.	56.76%	\$290,000.	\$185,000.	56.76%	31	588	-94.73%
16 Lots	\$172,302.59	\$165,113.64	4.35%	\$151,000.	\$152,750.	-1.15%	243	167	45.51%
17 Lots WF	\$812,500.	\$1,070,000.	-24.07%	\$812,500.	\$1,070,000.	-24.07%	219	337	-35.01%
18 LOTS TOTAL	\$200,216.67	\$218,101.	-8.20%	\$157,625.	\$172,500.	-8.62%	262	184	42.39%
19 Business	\$27,000.	\$268,000.	-89.93%	\$27,000.	\$268,000.	-89.93%	160	550	-70.91%
20 Commercial	\$238,676.78	\$1,066,622.25	-77.62%	\$335,000.	\$210,000.	59.52%	212	220	-3.64%
21 Land	\$0.	\$1,020,000.	0.00%	\$0.	\$1,020,000.	0.00%	0	281	0.00%
22 Leases	\$9,083.	\$87,581.74	-89.63%	\$9,083.	\$65,089.55	-86.05%	93	44	111.36%
23 IC&I TOTAL	\$184,264.50	\$690,727.25	-73.32%	\$174,610.50	\$227,500.	-23.25%	193	186	3.76%
24 GRAND TOTAL	\$333,074.21	\$339,031.15	-1.76%	\$310,000.	\$300,000.	3.33%	119	129	-7.75%

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