

# **North Zone Monthly Statistics**

June 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 = June</b>						
<b>Area = Central Zone</b>						
1 Units Listed	1186	1122	5.70%	7353	6340	15.98%
2 Units Sold	346	442	-21.72%	2177	1666	30.67%
3 Sales Volume	\$149,958,000.	\$171,098,832.	-12.36%	\$881,180,864.	\$634,381,184.	38.90%
4 List/Sell Ratio	95.35%	92.07%		95.59%	90.43%	
5 Days to Sell	89	91	-2.20%	101	96	5.21%
6 Active Listings	5793	5475	5.81%			
<b>Area = North Zone</b>						
1 Units Listed	477	491	-2.85%	2883	2436	18.35%
2 Units Sold	130	189	-31.22%	838	709	18.19%
3 Sales Volume	\$46,893,368.	\$69,000,760.	-32.04%	\$282,295,008.	\$245,296,944.	15.08%
4 List/Sell Ratio	95.30%	91.94%		95.46%	89.82%	
5 Days to Sell	138	112	23.21%	121	124	-2.42%
6 Active Listings	2824	2605	8.41%			
<b>Area = Shuswap Zone</b>						
1 Units Listed	273	265	3.02%	1783	1339	33.16%
2 Units Sold	67	86	-22.09%	380	267	42.32%
3 Sales Volume	\$20,849,472.	\$27,286,708.	-23.59%	\$114,949,664.	\$80,557,376.	42.69%
4 List/Sell Ratio	93.60%	87.86%		93.59%	86.72%	
5 Days to Sell	110	152	-27.63%	149	148	0.68%
6 Active Listings	1991	1761	13.06%			
<b>Area = Grand Total</b>						
1 Units Listed	1936	1878	3.09%	12019	10115	18.82%
2 Units Sold	543	717	-24.27%	3395	2642	28.50%
3 Sales Volume	\$217,700,848.	\$267,386,304.	-18.58%	\$1,278,425,600.	\$960,235,520.	33.14%
4 List/Sell Ratio	95.12%	91.52%		95.33%	89.88%	
5 Days to Sell	104	104	0.00%	112	109	2.75%
6 Active Listings	10608	9841	7.79%			

# Quick Summary Part 1

Description	Total Units Sold	Total Sales Volume	Res. Units Sold	Res. Sales Volume
This Month	130	\$46,893,368.	50	\$21,972,964.
Last Month	171	\$54,667,724.	78	\$28,758,788.
This Month Last Year	189	\$69,000,760.	99	\$38,100,444.

Description	Total Listings Taken	Inventory
This Month	477	2824
Last Month	547	2719
This Month Last Year	491	2605

# Quick Summary Part 2

<u>Description</u>	<u>This Month</u>
<b>Year = 2010</b>	
<b>Month = 6</b>	
<b>Area = NO</b>	
7 Ratio of Sales vs. Inventory	4.60%
8 Condo/Apt -- Sales	10
9 Condo/Apt -- New Listings	39
10 Condo/Apt -- Current Inventory	233
11 Condo/Apt -- Sell/Inv. Ratio	4.29%
12 Condo/Apt -- Days to Sell	69
13 Condo/Townhouse -- Sales	17
14 Condo/Townhouse -- New Listings	49
15 Condo/Townhouse -- Current Inventory	254
16 Condo/Townhouse -- Sell/Inv. Ratio	6.69%
17 Condo/Townhouse -- Days to Sell	105
18 Lots -- Sales	21
19 Lots -- New Listings	51
20 Lots -- Current Inventory	555
21 Lots -- Sell/Inv. Ratio	3.78%
22 Lots -- Days to Sell	286
23 Residential -- Sales	50
24 Residential -- New Listings	170
25 Residential -- Current Inventory	880
26 Residential -- Sell/Inv. Ratio	5.68%
27 Residential -- Days to Sell	97
28 Average House Price	\$439,459.25
29 Median House Price	\$374,250.

## 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	45	44	2.27%	304	244	24.59%	297	264	12.50%
2 Duplex	10	7	42.86%	77	61	26.23%	56	56	0.00%
3 Mobile Home	22	15	46.67%	128	92	39.13%	116	100	16.00%
4 Recreational	37	10	270.00%	46	27	70.37%	47	42	11.90%
5 Residential	170	184	-7.61%	1142	945	20.85%	880	743	18.44%
6 Residential WF	14	9	55.56%	65	47	38.30%	70	52	34.62%
7 3/4-Plex	1	3	-66.67%	16	9	77.78%	13	11	18.18%
8 Timeshare	0	0	0.00%	0	0	0.00%	0	0	0.00%
9 Apartment	39	25	56.00%	233	146	59.59%	233	162	43.83%
10 Townhouse	49	70	-30.00%	338	269	25.65%	254	257	-1.17%
11 RES. TOTAL	387	367	5.45%	2349	1840	27.66%	1966	1687	16.54%
12 FARMS	12	14	-14.29%	49	42	16.67%	70	69	1.45%
13 MULTIFAMILY	1	2	-50.00%	10	11	-9.09%	8	16	-50.00%
14 Acreage	16	18	-11.11%	93	89	4.49%	183	162	12.96%
15 Acreage WF	8	3	166.67%	17	9	88.89%	22	14	57.14%
16 Lots	26	38	-31.58%	178	262	-32.06%	329	403	-18.36%
17 Lots WF	1	2	-50.00%	12	10	20.00%	21	17	23.53%
18 LOTS TOTAL	51	64	-20.31%	303	376	-19.41%	555	596	-6.88%
19 Business	6	11	-45.45%	55	45	22.22%	63	64	-1.56%
20 Commercial	13	23	-43.48%	72	63	14.29%	97	76	27.63%
21 Land	2	3	-33.33%	29	21	38.10%	40	43	-6.98%
22 Leases	1	6	-83.33%	3	37	-91.89%	14	53	-73.58%
23 IC&I TOTAL	22	43	-48.84%	159	166	-4.22%	214	236	-9.32%
24 GRAND TOTAL	477	491	-2.85%	2883	2436	18.35%	2824	2605	8.41%

## 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	13	12	8.33%	\$6,140,500.	\$6,325,500.	-2.92%	94.00%	89.65%
2 Duplex	6	5	20.00%	\$3,021,000.	\$1,931,000.	56.45%	96.98%	94.59%
3 Mobile Home	6	4	50.00%	\$642,500.	\$413,500.	55.38%	87.96%	85.96%
4 Recreational	1	1	0.00%	\$105,000.	\$255,000.	-58.82%	93.33%	94.79%
5 Residential	50	99	-49.49%	\$21,972,964.	\$38,100,444.	-42.33%	97.06%	93.19%
6 Residential WF	0	2	-100.00%	\$0.	\$2,360,000.	0.00%	0.00%	89.32%
7 3/4-Plex	1	0	0.00%	\$278,500.	\$0.	0.00%	93.14%	0.00%
8 Timeshare	0	0	0.00%	\$0.	\$0.	0.00%	0.00%	0.00%
9 Apartment	10	11	-9.09%	\$2,675,982.50	\$1,999,500.	33.83%	95.01%	88.63%
10 Townhouse	17	32	-46.88%	\$5,001,923.	\$9,021,200.	-44.55%	97.41%	92.80%
11 RES. TOTAL	104	166	-37.35%	\$39,838,368.	\$60,406,144.	-34.05%	95.93%	92.39%
12 FARMS	2	0	0.00%	\$997,500.	\$0.	0.00%	94.77%	0.00%
13 MULTIFAMILY	0	0	0.00%	\$0.	\$0.	0.00%	0.00%	0.00%
14 Acreage	4	4	0.00%	\$1,106,900.	\$1,516,000.	-26.99%	94.70%	90.78%
15 Acreage WF	1	0	0.00%	\$950,000.	\$0.	0.00%	76.00%	0.00%
16 Lots	15	9	66.67%	\$2,590,600.	\$1,748,400.	48.17%	92.89%	89.64%
17 Lots WF	1	0	0.00%	\$1,180,000.	\$0.	0.00%	84.28%	0.00%
18 LOTS TOTAL	21	13	61.54%	\$5,827,500.	\$3,264,400.	78.52%	92.02%	89.99%
19 Business	1	3	-66.67%	\$25,000.	\$4,468,317.50	-99.44%	83.33%	80.05%
20 Commercial	0	2	-100.00%	\$0.	\$498,095.25	0.00%	0.00%	93.77%
21 Land	1	1	0.00%	\$110,000.	\$185,000.	-40.54%	110.11%	74.00%
22 Leases	0	4	-100.00%	\$0.	\$178,800.	0.00%	0.00%	0.00%
23 IC&I TOTAL	2	10	-80.00%	\$135,000.	\$5,330,212.50	-97.47%	96.72%	83.62%
24 GRAND TOTAL	130	189	-31.22%	\$46,893,368.	\$69,000,760.	-32.04%	95.30%	91.94%

**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	63	42	50.00%	\$32,671,770.	\$20,834,500.	56.82%	93.84%	86.67%
2 Duplex	21	18	16.67%	\$7,952,300.	\$6,094,623.	30.48%	97.49%	93.94%
3 Mobile Home	30	22	36.36%	\$3,242,000.	\$2,356,250.	37.59%	92.59%	80.59%
4 Recreational	6	3	100.00%	\$1,732,500.	\$817,400.	111.95%	90.68%	84.58%
5 Residential	396	382	3.66%	\$150,849,488.	\$139,631,792.	8.03%	96.17%	91.25%
6 Residential WF	5	8	-37.50%	\$1,788,000.	\$7,710,500.	-76.81%	91.45%	85.46%
7 3/4-Plex	7	2	250.00%	\$2,055,300.	\$623,000.	229.90%	93.67%	88.38%
8 Timeshare	0	0	0.00%	\$0.	\$0.	0.00%	0.00%	0.00%
9 Apartment	66	49	34.69%	\$15,424,783.	\$8,337,400.	85.01%	95.82%	87.76%
10 Townhouse	126	105	20.00%	\$36,562,764.	\$29,096,242.	25.66%	97.11%	91.21%
11 RES. TOTAL	720	631	14.10%	\$252,278,912.	\$215,501,712.	17.07%	95.89%	90.25%
12 FARMS	4	1	300.00%	\$4,480,500.	\$769,000.	482.64%	93.64%	96.24%
13 MULTIFAMILY	3	1	200.00%	\$2,565,000.	\$365,000.	602.74%	98.38%	76.84%
14 Acreage	15	13	15.38%	\$3,613,950.	\$3,909,500.	-7.56%	92.47%	80.85%
15 Acreage WF	2	1	100.00%	\$1,240,000.	\$185,000.	570.27%	87.23%	53.00%
16 Lots	74	31	138.71%	\$12,699,150.	\$5,380,900.	136.00%	93.07%	89.29%
17 Lots WF	3	1	200.00%	\$2,805,000.	\$1,070,000.	162.15%	87.92%	63.12%
18 LOTS TOTAL	94	48	95.83%	\$20,358,100.	\$10,897,935.	86.81%	92.68%	85.28%
19 Business	3	4	-25.00%	\$79,000.	\$4,736,317.50	-98.33%	60.65%	77.00%
20 Commercial	9	11	-18.18%	\$2,148,091.	\$10,097,695.	-78.73%	96.59%	89.29%
21 Land	1	3	-66.67%	\$110,000.	\$2,225,000.	-95.06%	110.11%	91.55%
22 Leases	2	10	-80.00%	\$75,417.45	\$704,290.43	-89.29%	0.00%	0.00%
23 IC&I TOTAL	15	28	-46.43%	\$2,412,508.50	\$17,763,304.	-86.42%	90.10%	86.93%
24 GRAND TOTAL	838	709	18.19%	\$282,295,008.	\$245,296,944.	15.08%	95.46%	89.82%

Totals include variables in any given month, due to preceding month's collapsed sales and deleted listings. e &amp; 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	\$472,346.15	\$527,125.	-10.39%	\$495,000.	\$441,500.	12.12%	156	148	5.41%
2 Duplex	\$503,500.	\$386,200.	30.37%	\$554,500.	\$345,000.	60.72%	30	65	-53.85%
3 Mobile Home	\$107,083.33	\$103,375.	3.59%	\$102,750.	\$84,750.	21.24%	162	102	58.82%
4 Recreational	\$105,000.	\$255,000.	-58.82%	\$105,000.	\$255,000.	-58.82%	541	12	4408.33%
5 Residential	\$439,459.25	\$384,852.96	14.19%	\$374,250.	\$372,500.	0.47%	97	83	16.87%
6 Residential WF	\$0.	\$1,180,000.	0.00%	\$0.	\$1,180,000.	0.00%	0	70	0.00%
7 3/4-Plex	\$278,500.	\$0.	0.00%	\$278,500.	\$0.	0.00%	56	0	0.00%
8 Timeshare	\$0.	\$0.	0.00%	\$0.	\$0.	0.00%	0	0	0.00%
9 Apartment	\$267,598.25	\$181,772.73	47.22%	\$196,175.	\$175,000.	12.10%	69	159	-56.60%
10 Townhouse	\$294,230.75	\$281,912.50	4.37%	\$283,500.	\$276,500.	2.53%	105	155	-32.26%
11 RES. TOTAL	\$383,061.25	\$363,892.43	5.27%	\$355,000.	\$316,750.	12.08%	107	106	0.94%
12 FARMS	\$498,750.	\$0.	0.00%	\$498,750.	\$0.	0.00%	340	0	0.00%
13 MULTIFAMILY	\$0.	\$0.	0.00%	\$0.	\$0.	0.00%	0	0	0.00%
14 Acreage	\$276,725.	\$379,000.	-26.99%	\$283,450.	\$340,500.	-16.75%	288	175	64.57%
15 Acreage WF	\$950,000.	\$0.	0.00%	\$950,000.	\$0.	0.00%	357	0	0.00%
16 Lots	\$172,706.67	\$194,266.67	-11.10%	\$165,000.	\$155,000.	6.45%	252	196	28.57%
17 Lots WF	\$1,180,000.	\$0.	0.00%	\$1,180,000.	\$0.	0.00%	729	0	0.00%
18 LOTS TOTAL	\$277,500.	\$251,107.68	10.51%	\$183,000.	\$210,000.	-12.86%	286	190	50.53%
19 Business	\$25,000.	\$1,489,439.12	-98.32%	\$25,000.	\$75,000.	-66.67%	53	215	-75.35%
20 Commercial	\$0.	\$249,047.62	0.00%	\$0.	\$249,047.62	0.00%	0	48	0.00%
21 Land	\$110,000.	\$185,000.	-40.54%	\$110,000.	\$185,000.	-40.54%	10	195	-94.87%
22 Leases	\$0.	\$44,700.	0.00%	\$0.	\$5,700.	0.00%	0	73	0.00%
23 IC&I TOTAL	\$67,500.	\$533,021.25	-87.34%	\$67,500.	\$132,858.68	-49.19%	31	123	-74.80%
24 GRAND TOTAL	\$360,718.21	\$365,083.37	-1.20%	\$331,000.	\$310,000.	6.77%	138	112	23.21%

**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	\$518,599.53	\$496,059.53	4.54%	\$523,500.	\$449,000.	16.59%	124	159	-22.01%
2 Duplex	\$378,680.93	\$338,590.15	11.84%	\$382,000.	\$276,000.	38.41%	64	92	-30.43%
3 Mobile Home	\$108,066.66	\$107,102.27	0.90%	\$89,250.	\$94,000.	-5.05%	83	134	-38.06%
4 Recreational	\$288,750.	\$272,466.65	5.98%	\$145,250.	\$255,000.	-43.04%	297	182	63.19%
5 Residential	\$380,933.06	\$365,528.28	4.21%	\$352,000.	\$335,000.	5.07%	96	104	-7.69%
6 Residential WF	\$357,600.	\$963,812.50	-62.90%	\$155,000.	\$1,042,500.	-85.13%	138	95	45.26%
7 3/4-Plex	\$293,614.28	\$311,500.	-5.74%	\$278,500.	\$311,500.	-10.59%	120	174	-31.03%
8 Timeshare	\$0.	\$0.	0.00%	\$0.	\$0.	0.00%	0	0	0.00%
9 Apartment	\$233,708.82	\$170,151.01	37.35%	\$214,000.	\$164,000.	30.49%	82	136	-39.71%
10 Townhouse	\$290,180.65	\$277,107.06	4.72%	\$294,000.	\$271,000.	8.49%	109	143	-23.78%
11 RES. TOTAL	\$350,387.37	\$341,524.12	2.60%	\$325,000.	\$311,000.	4.50%	100	118	-15.25%
12 FARMS	\$1,120,125.	\$769,000.	45.66%	\$641,500.	\$769,000.	-16.58%	288	86	234.88%
13 MULTIFAMILY	\$855,000.	\$365,000.	134.25%	\$310,000.	\$365,000.	-15.07%	221	144	53.47%
14 Acreage	\$240,930.	\$300,730.78	-19.89%	\$198,000.	\$250,000.	-20.80%	365	189	93.12%
15 Acreage WF	\$620,000.	\$185,000.	235.14%	\$620,000.	\$185,000.	235.14%	194	588	-67.01%
16 Lots	\$171,610.14	\$173,577.42	-1.13%	\$155,100.	\$155,000.	0.06%	242	176	37.50%
17 Lots WF	\$935,000.	\$1,070,000.	-12.62%	\$1,000,000.	\$1,070,000.	-6.54%	389	337	15.43%
18 LOTS TOTAL	\$216,575.53	\$227,040.31	-4.61%	\$164,250.	\$178,750.	-8.11%	265	185	43.24%
19 Business	\$26,333.33	\$1,184,079.37	-97.78%	\$24,000.	\$171,500.	-86.01%	124	299	-58.53%
20 Commercial	\$238,676.78	\$917,972.31	-74.00%	\$86,400.	\$178,095.23	-51.49%	212	188	12.77%
21 Land	\$110,000.	\$741,666.68	-85.17%	\$110,000.	\$185,000.	-40.54%	10	252	-96.03%
22 Leases	\$37,708.72	\$70,429.04	-46.46%	\$37,708.72	\$60,000.	-37.15%	154	56	175.00%
23 IC&I TOTAL	\$160,833.90	\$634,403.68	-74.65%	\$100,221.	\$192,883.65	-48.04%	173	164	5.49%
24 GRAND TOTAL	\$336,867.56	\$345,975.96	-2.63%	\$310,000.	\$305,000.	1.64%	121	124	-2.42%

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