

# **North Zone Monthly Statistics**

August 2007

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 = 2007</b>         |                         |                |          |                  |                  |          |
| <b>Month = August</b>      |                         |                |          |                  |                  |          |
| <b>Area = Central Zone</b> |                         |                |          |                  |                  |          |
| 1 Units Listed             | 980                     | 877            | 11.74%   | 7675             | 6270             | 22.41%   |
| 2 Units Sold               | 594                     | 515            | 15.34%   | 4598             | 4038             | 13.87%   |
| 3 Sales Volume             | \$263,366,448.          | \$193,146,064. | 36.36%   | \$1,862,454,912. | \$1,377,372,416. | 35.22%   |
| 4 List/Sell Ratio          | 96.20%                  | 95.67%         |          | 96.66%           | 96.47%           |          |
| 5 Days to Sell             | 61                      | 69             | -11.59%  | 68               | 72               | -5.56%   |
| 6 Active Listings          | 2973                    | 2508           | 18.54%   |                  |                  |          |
| <b>Area = North Zone</b>   |                         |                |          |                  |                  |          |
| 1 Units Listed             | 409                     | 426            | -3.99%   | 3215             | 2997             | 7.27%    |
| 2 Units Sold               | 242                     | 230            | 5.22%    | 1902             | 1868             | 1.82%    |
| 3 Sales Volume             | \$82,912,328.           | \$74,894,016.  | 10.71%   | \$639,016,384.   | \$527,131,232.   | 21.23%   |
| 4 List/Sell Ratio          | 97.23%                  | 95.59%         |          | 96.62%           | 96.31%           |          |
| 5 Days to Sell             | 74                      | 82             | -9.76%   | 85               | 78               | 8.97%    |
| 6 Active Listings          | 1610                    | 1447           | 11.26%   |                  |                  |          |
| <b>Area = Shuswap Zone</b> |                         |                |          |                  |                  |          |
| 1 Units Listed             | 279                     | 251            | 11.16%   | 1952             | 1729             | 12.90%   |
| 2 Units Sold               | 166                     | 144            | 15.28%   | 1129             | 1015             | 11.23%   |
| 3 Sales Volume             | \$59,382,608.           | \$38,425,724.  | 54.54%   | \$361,674,752.   | \$253,071,152.   | 42.91%   |
| 4 List/Sell Ratio          | 94.33%                  | 94.32%         |          | 95.78%           | 95.58%           |          |
| 5 Days to Sell             | 80                      | 105            | -23.81%  | 106              | 105              | 0.95%    |
| 6 Active Listings          | 1059                    | 966            | 9.63%    |                  |                  |          |
| <b>Area = Grand Total</b>  |                         |                |          |                  |                  |          |
| 1 Units Listed             | 1668                    | 1554           | 7.34%    | 12842            | 10996            | 16.79%   |
| 2 Units Sold               | 1002                    | 889            | 12.71%   | 7629             | 6921             | 10.23%   |
| 3 Sales Volume             | \$405,661,376.          | \$306,465,792. | 32.37%   | \$2,863,145,984. | \$2,157,574,912. | 32.70%   |
| 4 List/Sell Ratio          | 96.14%                  | 95.43%         |          | 96.52%           | 96.30%           |          |
| 5 Days to Sell             | 67                      | 78             | -14.10%  | 78               | 79               | -1.27%   |
| 6 Active Listings          | 5642                    | 4921           | 14.65%   |                  |                  |          |

# Quick Summary Part 1

| Description          | Total Units Sold | Total Sales Volume | Res. Units Sold | Res. Sales Volume |
|----------------------|------------------|--------------------|-----------------|-------------------|
| This Month           | 242              | \$82,912,328.      | 120             | \$45,945,300.     |
| Last Month           | 265              | \$106,816,664.     | 123             | \$48,836,792.     |
| This Month Last Year | 230              | \$74,894,016.      | 102             | \$32,760,050.     |

| Description          | Total Listings Taken | Inventory |
|----------------------|----------------------|-----------|
| This Month           | 409                  | 1610      |
| Last Month           | 384                  | 1583      |
| This Month Last Year | 426                  | 1447      |

# Quick Summary Part 2

| <u>Description</u>                      | <u>This Month</u> |
|---|-------------------|
| <b>Year = 2007</b>                      |                   |
| <b>Month = 8</b>                        |                   |
| <b>Area = NO</b>                        |                   |
| 7 Ratio of Sales vs. Inventory          | 15.03%            |
| <hr/>                                   |                   |
| 8 Condo/Apt -- Sales                    | 18                |
| 9 Condo/Apt -- New Listings             | 23                |
| 10 Condo/Apt -- Current Inventory       | 57                |
| 11 Condo/Apt -- Sell/Inv. Ratio         | 31.58%            |
| 12 Condo/Apt -- Days to Sell            | 70                |
| <hr/>                                   |                   |
| 13 Condo/Townhouse -- Sales             | 30                |
| 14 Condo/Townhouse -- New Listings      | 37                |
| 15 Condo/Townhouse -- Current Inventory | 115               |
| 16 Condo/Townhouse -- Sell/Inv. Ratio   | 26.09%            |
| 17 Condo/Townhouse -- Days to Sell      | 67                |
| <hr/>                                   |                   |
| 18 Lots -- Sales                        | 18                |
| 19 Lots -- New Listings                 | 48                |
| 20 Lots -- Current Inventory            | 449               |
| 21 Lots -- Sell/Inv. Ratio              | 4.01%             |
| 22 Lots -- Days to Sell                 | 170               |
| <hr/>                                   |                   |
| 23 Residential -- Sales                 | 120               |
| 24 Residential -- New Listings          | 167               |
| 25 Residential -- Current Inventory     | 427               |
| 26 Residential -- Sell/Inv. Ratio       | 28.10%            |
| 27 Residential -- Days to Sell          | 63                |
| <hr/>                                   |                   |
| 28 Average House Price                  | \$382,877.50      |
| 29 Median House Price                   | \$374,500.        |
| <hr/>                                   |                   |
| <hr/>                                   |                   |
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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  | 48           | 38              | 26.32%     | 356      | 324      | 9.88%      | 203            | 169             | 20.12%     |
| 2 Duplex         | 11           | 10              | 10.00%     | 82       | 56       | 46.43%     | 25             | 21              | 19.05%     |
| 3 Mobile Home    | 24           | 15              | 60.00%     | 153      | 148      | 3.38%      | 46             | 45              | 2.22%      |
| 4 Recreational   | 14           | 11              | 27.27%     | 69       | 42       | 64.29%     | 36             | 30              | 20.00%     |
| 5 Residential    | 167          | 169             | -1.18%     | 1229     | 1225     | 0.33%      | 427            | 454             | -5.95%     |
| 6 Residential WF | 7            | 4               | 75.00%     | 52       | 38       | 36.84%     | 29             | 23              | 26.09%     |
| 7 3/4-Plex       | 1            | 1               | 0.00%      | 17       | 12       | 41.67%     | 6              | 3               | 100.00%    |
| 8 Timeshare      | 0            | 0               | 0.00%      | 2        | 0        | 0.00%      | 5              | 0               | 0.00%      |
| 9 Apartment      | 23           | 19              | 21.05%     | 172      | 186      | -7.53%     | 57             | 56              | 1.79%      |
| 10 Townhouse     | 37           | 32              | 15.63%     | 371      | 274      | 35.40%     | 115            | 102             | 12.75%     |
| 11 RES. TOTAL    | 332          | 299             | 11.04%     | 2503     | 2305     | 8.59%      | 949            | 903             | 5.09%      |
| 12 FARMS         | 8            | 7               | 14.29%     | 60       | 44       | 36.36%     | 51             | 31              | 64.52%     |
| 13 MULTIFAMILY   | 0            | 6               | -100.00%   | 13       | 20       | -35.00%    | 7              | 15              | -53.33%    |
| 14 Acreage       | 21           | 14              | 50.00%     | 145      | 144      | 0.69%      | 164            | 121             | 35.54%     |
| 15 Acreage WF    | 0            | 3               | -100.00%   | 12       | 12       | 0.00%      | 12             | 8               | 50.00%     |
| 16 Lots          | 23           | 60              | -61.67%    | 269      | 238      | 13.03%     | 255            | 167             | 52.69%     |
| 17 Lots WF       | 4            | 5               | -20.00%    | 24       | 26       | -7.69%     | 18             | 20              | -10.00%    |
| 18 LOTS TOTAL    | 48           | 83              | -42.17%    | 451      | 424      | 6.37%      | 449            | 316             | 42.09%     |
| 19 Business      | 9            | 18              | -50.00%    | 71       | 97       | -26.80%    | 53             | 80              | -33.75%    |
| 20 Commercial    | 6            | 10              | -40.00%    | 45       | 51       | -11.76%    | 44             | 51              | -13.73%    |
| 21 Land          | 3            | 3               | 0.00%      | 36       | 25       | 44.00%     | 33             | 26              | 26.92%     |
| 22 Leases        | 3            | 0               | 0.00%      | 36       | 31       | 16.13%     | 24             | 25              | -4.00%     |
| 23 IC&I TOTAL    | 21           | 31              | -32.26%    | 188      | 204      | -7.84%     | 154            | 182             | -15.38%    |
| 24 GRAND TOTAL   | 409          | 426             | -3.99%     | 3215     | 2997     | 7.27%      | 1610           | 1447            | 11.26%     |

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

**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  | 17            | 24      | -29.17%    | \$9,480,500.  | \$9,375,800.   | 1.12%      | 94.42%          | 92.05%  |
| 2 Duplex         | 7             | 6       | 16.67%     | \$2,355,000.  | \$1,411,500.   | 66.84%     | 99.00%          | 97.61%  |
| 3 Mobile Home    | 23            | 14      | 64.29%     | \$2,070,500.  | \$1,369,450.   | 51.19%     | 95.49%          | 94.00%  |
| 4 Recreational   | 4             | 1       | 300.00%    | \$1,130,000.  | \$253,000.     | 346.64%    | 95.94%          | 84.36%  |
| 5 Residential    | 120           | 102     | 17.65%     | \$45,945,300. | \$32,760,050.  | 40.25%     | 97.77%          | 94.94%  |
| 6 Residential WF | 4             | 6       | -33.33%    | \$4,295,000.  | \$8,462,500.   | -49.25%    | 90.21%          | 87.86%  |
| 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      | 18            | 17      | 5.88%      | \$3,371,400.  | \$3,482,000.   | -3.18%     | 98.06%          | 95.10%  |
| 10 Townhouse     | 30            | 29      | 3.45%      | \$8,319,125.  | \$6,803,506.50 | 22.28%     | 99.95%          | 98.69%  |
| 11 RES. TOTAL    | 223           | 199     | 12.06%     | \$76,966,824. | \$63,917,808.  | 20.42%     | 97.47%          | 94.90%  |
| 12 FARMS         | 0             | 2       | -100.00%   | \$0.          | \$2,339,000.   | 0.00%      | 0.00%           | 132.02% |
| 13 MULTIFAMILY   | 0             | 0       | 0.00%      | \$0.          | \$0.           | 0.00%      | 0.00%           | 0.00%   |
| 14 Acreage       | 3             | 6       | -50.00%    | \$1,420,000.  | \$2,084,000.   | -31.86%    | 91.32%          | 93.36%  |
| 15 Acreage WF    | 0             | 1       | -100.00%   | \$0.          | \$165,000.     | 0.00%      | 0.00%           | 97.05%  |
| 16 Lots          | 15            | 13      | 15.38%     | \$3,625,500.  | \$1,695,850.   | 113.79%    | 95.44%          | 111.11% |
| 17 Lots WF       | 0             | 1       | -100.00%   | \$0.          | \$190,000.     | 0.00%      | 0.00%           | 95.04%  |
| 18 LOTS TOTAL    | 18            | 21      | -14.29%    | \$5,045,500.  | \$4,134,850.   | 22.02%     | 94.75%          | 104.60% |
| 19 Business      | 0             | 4       | -100.00%   | \$0.          | \$3,799,350.   | 0.00%      | 0.00%           | 78.62%  |
| 20 Commercial    | 0             | 3       | -100.00%   | \$0.          | \$703,000.     | 0.00%      | 0.00%           | 75.71%  |
| 21 Land          | 1             | 0       | 0.00%      | \$900,000.    | \$0.           | 0.00%      | 90.00%          | 0.00%   |
| 22 Leases        | 0             | 1       | -100.00%   | \$0.          | \$12.          | 0.00%      | 0.00%           | 100.00% |
| 23 IC&I TOTAL    | 1             | 8       | -87.50%    | \$900,000.    | \$4,502,362.   | -80.01%    | 90.00%          | 80.20%  |
| 24 GRAND TOTAL   | 242           | 230     | 5.22%      | \$82,912,328. | \$74,894,016.  | 10.71%     | 97.23%          | 95.59%  |

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

**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  | 153            | 168      | -8.93%     | \$77,037,248.  | \$66,692,812.  | 15.51%     | 95.45%        | 94.93%   |
| 2 Duplex         | 51             | 42       | 21.43%     | \$14,248,383.  | \$9,309,368.   | 53.05%     | 96.84%        | 97.68%   |
| 3 Mobile Home    | 114            | 117      | -2.56%     | \$11,296,550.  | \$11,079,350.  | 1.96%      | 93.27%        | 92.63%   |
| 4 Recreational   | 27             | 10       | 170.00%    | \$14,552,700.  | \$3,127,400.   | 365.33%    | 95.82%        | 93.44%   |
| 5 Residential    | 874            | 869      | 0.58%      | \$321,557,984. | \$264,482,768. | 21.58%     | 97.27%        | 96.68%   |
| 6 Residential WF | 20             | 17       | 17.65%     | \$23,855,400.  | \$21,893,500.  | 8.96%      | 92.00%        | 92.51%   |
| 7 3/4-Plex       | 12             | 13       | -7.69%     | \$3,405,900.   | \$2,137,250.   | 59.36%     | 96.45%        | 95.77%   |
| 8 Timeshare      | 0              | 0        | 0.00%      | \$0.           | \$0.           | 0.00%      | 0.00%         | 0.00%    |
| 9 Apartment      | 145            | 147      | -1.36%     | \$25,700,024.  | \$26,791,720.  | -4.07%     | 98.02%        | 95.89%   |
| 10 Townhouse     | 270            | 200      | 35.00%     | \$70,700,304.  | \$43,670,052.  | 61.90%     | 98.44%        | 98.77%   |
| 11 RES. TOTAL    | 1666           | 1583     | 5.24%      | \$562,354,496. | \$449,184,224. | 25.19%     | 96.98%        | 96.34%   |
| 12 FARMS         | 11             | 16       | -31.25%    | \$8,326,000.   | \$14,615,900.  | -43.03%    | 91.71%        | 98.82%   |
| 13 MULTIFAMILY   | 11             | 9        | 22.22%     | \$6,996,000.   | \$3,783,200.   | 84.92%     | 97.31%        | 96.27%   |
| 14 Acreage       | 36             | 43       | -16.28%    | \$10,331,300.  | \$13,333,400.  | -22.52%    | 96.23%        | 94.64%   |
| 15 Acreage WF    | 2              | 6        | -66.67%    | \$1,565,000.   | \$830,000.     | 88.55%     | 82.43%        | 96.14%   |
| 16 Lots          | 133            | 146      | -8.90%     | \$24,369,860.  | \$19,687,820.  | 23.78%     | 95.98%        | 100.15%  |
| 17 Lots WF       | 3              | 8        | -62.50%    | \$2,789,500.   | \$4,608,250.   | -39.47%    | 95.26%        | 98.17%   |
| 18 LOTS TOTAL    | 175            | 204      | -14.22%    | \$39,365,660.  | \$38,512,968.  | 2.21%      | 95.87%        | 98.76%   |
| 19 Business      | 10             | 21       | -52.38%    | \$4,073,254.   | \$11,628,750.  | -64.97%    | 64.89%        | 81.86%   |
| 20 Commercial    | 11             | 22       | -50.00%    | \$7,920,000.   | \$8,242,500.   | -3.91%     | 93.70%        | 86.07%   |
| 21 Land          | 7              | 4        | 75.00%     | \$8,746,800.   | \$727,000.     | 1103.14%   | 86.59%        | 88.22%   |
| 22 Leases        | 11             | 9        | 22.22%     | \$1,234,140.   | \$436,687.53   | 182.61%    | 100.00%       | 90.41%   |
| 23 IC&I TOTAL    | 39             | 56       | -30.36%    | \$21,974,194.  | \$21,034,938.  | 4.47%      | 83.93%        | 84.85%   |
| 24 GRAND TOTAL   | 1902           | 1868     | 1.82%      | \$639,016,384. | \$527,131,232. | 21.23%     | 96.62%        | 96.31%   |

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  | \$557,676.50 | \$390,658.34   | 42.75%      | \$510,000.   | \$362,450.   | 40.71%      | 80         | 118     | -32.20%     |
| 2 Duplex         | \$336,428.56 | \$235,250.     | 43.01%      | \$270,000.   | \$225,000.   | 20.00%      | 68         | 39      | 74.36%      |
| 3 Mobile Home    | \$90,021.74  | \$97,817.85    | -7.97%      | \$77,000.    | \$77,125.    | -0.16%      | 52         | 64      | -18.75%     |
| 4 Recreational   | \$282,500.   | \$253,000.     | 11.66%      | \$247,500.   | \$253,000.   | -2.17%      | 63         | 215     | -70.70%     |
| 5 Residential    | \$382,877.50 | \$321,176.96   | 19.21%      | \$374,500.   | \$289,500.   | 29.36%      | 63         | 56      | 12.50%      |
| 6 Residential WF | \$1,073,750. | \$1,410,416.62 | -23.87%     | \$1,100,000. | \$1,420,000. | -22.54%     | 153        | 114     | 34.21%      |
| 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      | \$187,300.   | \$204,823.53   | -8.56%      | \$175,450.   | \$183,000.   | -4.13%      | 70         | 65      | 7.69%       |
| 10 Townhouse     | \$277,304.15 | \$234,603.67   | 18.20%      | \$273,450.   | \$228,000.   | 19.93%      | 67         | 78      | -14.10%     |
| 11 RES. TOTAL    | \$345,142.71 | \$321,195.     | 7.46%       | \$315,500.   | \$273,900.   | 15.19%      | 66         | 70      | -5.71%      |
| 12 FARMS         | \$0.         | \$1,169,500.   | 0.00%       | \$0.         | \$1,169,500. | 0.00%       | 0          | 107     | 0.00%       |
| 13 MULTIFAMILY   | \$0.         | \$0.           | 0.00%       | \$0.         | \$0.         | 0.00%       | 0          | 0       | 0.00%       |
| 14 Acreage       | \$473,333.34 | \$347,333.34   | 36.28%      | \$325,000.   | \$345,000.   | -5.80%      | 200        | 57      | 250.88%     |
| 15 Acreage WF    | \$0.         | \$165,000.     | 0.00%       | \$0.         | \$165,000.   | 0.00%       | 0          | 88      | 0.00%       |
| 16 Lots          | \$241,700.   | \$130,450.     | 85.28%      | \$249,000.   | \$124,900.   | 99.36%      | 164        | 244     | -32.79%     |
| 17 Lots WF       | \$0.         | \$190,000.     | 0.00%       | \$0.         | \$190,000.   | 0.00%       | 0          | 73      | 0.00%       |
| 18 LOTS TOTAL    | \$280,305.56 | \$196,897.62   | 42.36%      | \$252,000.   | \$140,000.   | 80.00%      | 170        | 175     | -2.86%      |
| 19 Business      | \$0.         | \$949,837.50   | 0.00%       | \$0.         | \$1,859,425. | 0.00%       | 0          | 85      | 0.00%       |
| 20 Commercial    | \$0.         | \$234,333.32   | 0.00%       | \$0.         | \$265,000.   | 0.00%       | 0          | 228     | 0.00%       |
| 21 Land          | \$900,000.   | \$0.           | 0.00%       | \$900,000.   | \$0.         | 0.00%       | 147        | 0       | 0.00%       |
| 22 Leases        | \$0.         | \$12.          | 0.00%       | \$0.         | \$12.        | 0.00%       | 0          | 32      | 0.00%       |
| 23 IC&I TOTAL    | \$900,000.   | \$562,795.25   | 59.92%      | \$900,000.   | \$100,000.   | 800.00%     | 147        | 132     | 11.36%      |
| 24 GRAND TOTAL   | \$342,612.90 | \$325,626.15   | 5.22%       | \$314,000.   | \$265,000.   | 18.49%      | 74         | 82      | -9.76%      |

**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  | \$503,511.43   | \$396,981.03 | 26.84%     | \$470,000.   | \$378,500.   | 24.17%     | 95       | 99       | -4.04%     |
| 2 Duplex         | \$279,380.06   | \$221,651.60 | 26.04%     | \$240,000.   | \$201,500.   | 19.11%     | 50       | 69       | -27.54%    |
| 3 Mobile Home    | \$99,092.54    | \$94,695.29  | 4.64%      | \$78,800.    | \$68,500.    | 15.04%     | 66       | 64       | 3.13%      |
| 4 Recreational   | \$538,988.87   | \$312,740.   | 72.34%     | \$535,000.   | \$332,450.   | 60.93%     | 119      | 112      | 6.25%      |
| 5 Residential    | \$367,915.34   | \$304,353.   | 20.88%     | \$345,000.   | \$285,000.   | 21.05%     | 73       | 57       | 28.07%     |
| 6 Residential WF | \$1,192,770.   | \$1,287,853. | -7.38%     | \$1,312,500. | \$1,130,000. | 16.15%     | 131      | 89       | 47.19%     |
| 7 3/4-Plex       | \$283,825.     | \$164,403.84 | 72.64%     | \$196,500.   | \$141,000.   | 39.36%     | 71       | 69       | 2.90%      |
| 8 Timeshare      | \$0.           | \$0.         | 0.00%      | \$0.         | \$0.         | 0.00%      | 0        | 0        | 0.00%      |
| 9 Apartment      | \$177,241.54   | \$182,256.59 | -2.75%     | \$161,500.   | \$158,000.   | 2.22%      | 59       | 47       | 25.53%     |
| 10 Townhouse     | \$261,852.98   | \$218,350.26 | 19.92%     | \$254,950.   | \$205,500.   | 24.06%     | 66       | 51       | 29.41%     |
| 11 RES. TOTAL    | \$337,547.71   | \$283,755.03 | 18.96%     | \$307,250.   | \$260,000.   | 18.17%     | 73       | 61       | 19.67%     |
| 12 FARMS         | \$756,909.06   | \$913,493.75 | -17.14%    | \$775,000.   | \$837,000.   | -7.41%     | 129      | 161      | -19.88%    |
| 13 MULTIFAMILY   | \$636,000.     | \$420,355.56 | 51.30%     | \$660,000.   | \$550,000.   | 20.00%     | 128      | 137      | -6.57%     |
| 14 Acreage       | \$286,980.56   | \$310,079.06 | -7.45%     | \$225,500.   | \$230,000.   | -1.96%     | 133      | 124      | 7.26%      |
| 15 Acreage WF    | \$782,500.     | \$138,333.32 | 465.66%    | \$782,500.   | \$162,500.   | 381.54%    | 203      | 181      | 12.15%     |
| 16 Lots          | \$183,232.03   | \$134,848.07 | 35.88%     | \$160,050.   | \$120,000.   | 33.38%     | 168      | 181      | -7.18%     |
| 17 Lots WF       | \$929,833.31   | \$576,031.25 | 61.42%     | \$865,000.   | \$714,000.   | 21.15%     | 82       | 112      | -26.79%    |
| 18 LOTS TOTAL    | \$224,946.62   | \$188,789.06 | 19.15%     | \$175,000.   | \$128,497.50 | 36.19%     | 160      | 165      | -3.03%     |
| 19 Business      | \$407,325.40   | \$553,750.   | -26.44%    | \$58,242.    | \$140,000.   | -58.40%    | 283      | 176      | 60.80%     |
| 20 Commercial    | \$720,000.     | \$374,659.09 | 92.17%     | \$600,000.   | \$667,500.   | -10.11%    | 211      | 229      | -7.86%     |
| 21 Land          | \$1,249,542.87 | \$181,750.   | 587.51%    | \$179,000.   | \$170,000.   | 5.29%      | 169      | 180      | -6.11%     |
| 22 Leases        | \$112,194.54   | \$48,520.83  | 131.23%    | \$11.        | \$115,200.   | -99.99%    | 233      | 155      | 50.32%     |
| 23 IC&I TOTAL    | \$563,440.87   | \$375,623.87 | 50.00%     | \$170,000.   | \$172,500.   | -1.45%     | 228      | 194      | 17.53%     |
| 24 GRAND TOTAL   | \$335,970.75   | \$282,190.15 | 19.06%     | \$297,000.   | \$247,650.   | 19.93%     | 85       | 78       | 8.97%      |