

# **North Zone Monthly Statistics**

September 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 = September</b>						
<b>Area = Central Zone</b>						
1 Units Listed	937	812	15.39%	8613	7082	21.62%
2 Units Sold	462	442	4.52%	5068	4480	13.13%
3 Sales Volume	\$201,286,032.	\$161,445,488.	24.68%	\$2,066,756,608.	\$1,538,817,920.	34.31%
4 List/Sell Ratio	96.10%	95.86%		96.61%	96.41%	
5 Days to Sell	66	68	-2.94%	68	72	-5.56%
6 Active Listings	3089	2613	18.22%			
<b>Area = North Zone</b>						
1 Units Listed	324	495	-34.55%	3539	3492	1.35%
2 Units Sold	189	240	-21.25%	2097	2108	-0.52%
3 Sales Volume	\$71,875,728.	\$65,648,492.	9.49%	\$712,489,920.	\$592,779,712.	20.19%
4 List/Sell Ratio	95.35%	95.46%		96.50%	96.21%	
5 Days to Sell	81	71	14.08%	84	77	9.09%
6 Active Listings	1560	1547	0.84%			
<b>Area = Shuswap Zone</b>						
1 Units Listed	247	178	38.76%	2198	1907	15.26%
2 Units Sold	125	123	1.63%	1252	1138	10.02%
3 Sales Volume	\$45,259,004.	\$32,011,300.	41.38%	\$406,216,736.	\$285,082,432.	42.49%
4 List/Sell Ratio	93.90%	93.28%		95.59%	95.34%	
5 Days to Sell	103	100	3.00%	106	105	0.95%
6 Active Listings	1095	938	16.74%			
<b>Area = Grand Total</b>						
1 Units Listed	1508	1485	1.55%	14350	12481	14.97%
2 Units Sold	776	805	-3.60%	8417	7726	8.94%
3 Sales Volume	\$318,420,768.	\$259,105,280.	22.89%	\$3,185,463,296.	\$2,416,680,192.	31.81%
4 List/Sell Ratio	95.56%	95.34%		96.43%	96.20%	
5 Days to Sell	75	74	1.35%	78	78	0.00%
6 Active Listings	5744	5098	12.67%			

# Quick Summary Part 1

Description	Total Units Sold	Total Sales Volume	Res. Units Sold	Res. Sales Volume
This Month	189	\$71,875,728.	81	\$30,743,150.
Last Month	248	\$84,510,168.	121	\$46,259,400.
This Month Last Year	240	\$65,648,492.	86	\$27,120,400.

Description	Total Listings Taken	Inventory
This Month	324	1560
Last Month	408	1610
This Month Last Year	495	1547

# Quick Summary Part 2

	<u>Description</u>	<u>This Month</u>
Year = 2007		
Month = 9		
Area = NO		
7	Ratio of Sales vs. Inventory	12.12%
8	Condo/Apt -- Sales	12
9	Condo/Apt -- New Listings	26
10	Condo/Apt -- Current Inventory	67
11	Condo/Apt -- Sell/Inv. Ratio	17.91%
12	Condo/Apt -- Days to Sell	64
13	Condo/Townhouse -- Sales	22
14	Condo/Townhouse -- New Listings	21
15	Condo/Townhouse -- Current Inventory	102
16	Condo/Townhouse -- Sell/Inv. Ratio	21.57%
17	Condo/Townhouse -- Days to Sell	69
18	Lots -- Sales	21
19	Lots -- New Listings	26
20	Lots -- Current Inventory	404
21	Lots -- Sell/Inv. Ratio	5.20%
22	Lots -- Days to Sell	194
23	Residential -- Sales	81
24	Residential -- New Listings	153
25	Residential -- Current Inventory	437
26	Residential -- Sell/Inv. Ratio	18.54%
27	Residential -- Days to Sell	59
28	Average House Price	\$379,545.06
29	Median House Price	\$339,000.

## 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	27	29	-6.90%	384	353	8.78%	198	161	22.98%
2 Duplex	9	6	50.00%	91	62	46.77%	23	23	0.00%
3 Mobile Home	15	21	-28.57%	168	169	-0.59%	45	49	-8.16%
4 Recreational	6	18	-66.67%	74	60	23.33%	32	42	-23.81%
5 Residential	153	165	-7.27%	1382	1390	-0.58%	437	478	-8.58%
6 Residential WF	2	3	-33.33%	54	41	31.71%	24	23	4.35%
7 3/4-Plex	2	3	-33.33%	19	15	26.67%	5	3	66.67%
8 Timeshare	0	4	-100.00%	2	4	-50.00%	5	0	0.00%
9 Apartment	26	19	36.84%	199	205	-2.93%	67	53	26.42%
10 Townhouse	21	33	-36.36%	391	307	27.36%	102	102	0.00%
11 RES. TOTAL	261	301	-13.29%	2764	2606	6.06%	938	934	0.43%
12 FARMS	7	13	-46.15%	67	57	17.54%	53	39	35.90%
13 MULTIFAMILY	2	1	100.00%	15	21	-28.57%	8	14	-42.86%
14 Acreage	8	25	-68.00%	154	169	-8.88%	154	127	21.26%
15 Acreage WF	1	0	0.00%	13	12	8.33%	11	8	37.50%
16 Lots	16	136	-88.24%	284	374	-24.06%	222	232	-4.31%
17 Lots WF	1	0	0.00%	25	26	-3.85%	17	16	6.25%
18 LOTS TOTAL	26	161	-83.85%	477	585	-18.46%	404	383	5.48%
19 Business	13	6	116.67%	84	103	-18.45%	55	76	-27.63%
20 Commercial	7	1	600.00%	53	52	1.92%	45	44	2.27%
21 Land	3	7	-57.14%	38	32	18.75%	32	28	14.29%
22 Leases	5	4	25.00%	41	35	17.14%	25	29	-13.79%
23 IC&I TOTAL	28	18	55.56%	216	222	-2.70%	157	177	-11.30%
24 GRAND TOTAL	324	495	-34.55%	3539	3492	1.35%	1560	1547	0.84%

**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
<b>Area = NO</b>								
1 Acreage/House	16	16	0.00%	\$10,264,000.	\$6,700,500.	53.18%	94.44%	92.50%
2 Duplex	5	6	-16.67%	\$1,255,900.	\$1,160,000.	8.27%	97.54%	95.16%
3 Mobile Home	11	12	-8.33%	\$1,154,000.	\$1,203,700.	-4.13%	94.16%	84.84%
4 Recreational	5	2	150.00%	\$3,462,500.	\$874,000.	296.17%	93.80%	99.37%
5 Residential	81	86	-5.81%	\$30,743,150.	\$27,120,400.	13.36%	96.49%	94.81%
6 Residential WF	3	2	50.00%	\$5,600,000.	\$1,830,000.	206.01%	88.25%	88.11%
7 3/4-Plex	1	0	0.00%	\$170,000.	\$0.	0.00%	91.89%	0.00%
8 Timeshare	0	0	0.00%	\$0.	\$0.	0.00%	0.00%	0.00%
9 Apartment	12	11	9.09%	\$2,229,650.	\$1,606,800.	38.76%	96.61%	97.16%
10 Townhouse	22	27	-18.52%	\$5,969,628.	\$6,493,523.50	-8.07%	99.26%	97.84%
11 RES. TOTAL	156	162	-3.70%	\$60,848,828.	\$46,988,924.	29.50%	96.27%	94.49%
12 FARMS	1	2	-50.00%	\$153,000.	\$1,125,000.	-86.40%	98.07%	95.80%
13 MULTIFAMILY	1	1	0.00%	\$425,000.	\$400,000.	6.25%	100.00%	98.03%
14 Acreage	6	8	-25.00%	\$1,854,000.	\$2,345,000.	-20.94%	92.77%	91.45%
15 Acreage WF	1	0	0.00%	\$510,000.	\$0.	0.00%	96.40%	0.00%
16 Lots	13	52	-75.00%	\$3,126,900.	\$7,535,559.	-58.50%	95.15%	99.09%
17 Lots WF	1	7	-85.71%	\$950,000.	\$3,260,000.	-70.86%	90.47%	97.27%
18 LOTS TOTAL	21	67	-68.66%	\$6,440,900.	\$13,140,559.	-50.98%	94.31%	97.99%
19 Business	4	2	100.00%	\$1,377,000.	\$99,000.	1290.91%	75.21%	96.55%
20 Commercial	6	3	100.00%	\$2,631,000.	\$1,250,000.	110.48%	87.30%	85.21%
21 Land	0	2	-100.00%	\$0.	\$2,645,000.	0.00%	0.00%	100.00%
22 Leases	0	1	-100.00%	\$0.	\$8.50	0.00%	0.00%	100.00%
23 IC&I TOTAL	10	8	25.00%	\$4,008,000.	\$3,994,008.50	0.35%	82.46%	93.59%
24 GRAND TOTAL	189	240	-21.25%	\$71,875,728.	\$65,648,492.	9.49%	95.35%	95.46%

Totals include variables in any given month, due to preceding month's collapsed sales and deleted listings. e & 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	170	184	-7.61%	\$87,741,152.	\$73,393,312.	19.55%	95.38%	94.72%
2 Duplex	57	48	18.75%	\$15,763,183.	\$10,469,368.	50.56%	96.95%	97.36%
3 Mobile Home	126	129	-2.33%	\$12,523,550.	\$12,283,050.	1.96%	93.22%	91.90%
4 Recreational	32	12	166.67%	\$18,015,200.	\$4,001,400.	350.22%	95.51%	94.43%
5 Residential	956	955	0.10%	\$352,615,232.	\$291,603,168.	20.92%	97.20%	96.51%
6 Residential WF	23	19	21.05%	\$29,455,400.	\$23,723,500.	24.16%	91.51%	92.05%
7 3/4-Plex	14	13	7.69%	\$3,932,340.	\$2,137,250.	83.99%	96.30%	95.77%
8 Timeshare	0	0	0.00%	\$0.	\$0.	0.00%	0.00%	0.00%
9 Apartment	158	158	0.00%	\$28,085,176.	\$28,398,520.	-1.10%	97.91%	95.97%
10 Townhouse	292	227	28.63%	\$76,669,936.	\$50,163,576.	52.84%	98.50%	98.66%
11 RES. TOTAL	1828	1745	4.76%	\$624,801,152.	\$496,173,152.	25.92%	96.91%	96.17%
12 FARMS	12	18	-33.33%	\$8,479,000.	\$15,740,900.	-46.13%	92.24%	98.48%
13 MULTIFAMILY	12	10	20.00%	\$7,421,000.	\$4,183,200.	77.40%	97.53%	96.45%
14 Acreage	42	51	-17.65%	\$12,185,300.	\$15,678,400.	-22.28%	95.74%	94.14%
15 Acreage WF	3	6	-50.00%	\$2,075,000.	\$830,000.	150.00%	87.09%	96.14%
16 Lots	146	198	-26.26%	\$27,496,760.	\$27,223,378.	1.00%	95.90%	99.87%
17 Lots WF	4	15	-73.33%	\$3,739,500.	\$7,868,250.	-52.47%	94.06%	97.75%
18 LOTS TOTAL	196	271	-27.68%	\$45,806,560.	\$51,653,528.	-11.32%	95.70%	98.57%
19 Business	14	23	-39.13%	\$5,450,254.	\$11,727,750.	-53.53%	67.84%	83.14%
20 Commercial	17	25	-32.00%	\$10,551,000.	\$9,492,500.	11.15%	91.44%	85.97%
21 Land	7	6	16.67%	\$8,746,800.	\$3,372,000.	159.40%	86.59%	92.14%
22 Leases	11	10	10.00%	\$1,234,140.	\$436,696.03	182.61%	100.00%	92.33%
23 IC&I TOTAL	49	64	-23.44%	\$25,982,194.	\$25,028,946.	3.81%	83.58%	86.03%
24 GRAND TOTAL	2097	2108	-0.52%	\$712,489,920.	\$592,779,712.	20.19%	96.50%	96.21%

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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 = NO</b>									
1 Acreage/House	\$641,500.	\$418,781.25	53.18%	\$635,250.	\$379,250.	67.50%	82	92	-10.87%
2 Duplex	\$251,180.	\$193,333.32	29.92%	\$240,000.	\$176,000.	36.36%	44	48	-8.33%
3 Mobile Home	\$104,909.09	\$100,308.33	4.59%	\$87,500.	\$64,500.	35.66%	53	90	-41.11%
4 Recreational	\$692,500.	\$437,000.	58.47%	\$549,000.	\$437,000.	25.63%	63	230	-72.61%
5 Residential	\$379,545.06	\$315,353.50	20.36%	\$339,000.	\$286,500.	18.32%	59	64	-7.81%
6 Residential WF	\$1,866,666.62	\$915,000.	104.01%	\$1,900,000.	\$915,000.	107.65%	92	53	73.58%
7 3/4-Plex	\$170,000.	\$0.	0.00%	\$170,000.	\$0.	0.00%	7	0	0.00%
8 Timeshare	\$0.	\$0.	0.00%	\$0.	\$0.	0.00%	0	0	0.00%
9 Apartment	\$185,804.17	\$146,072.73	27.20%	\$158,250.	\$146,000.	8.39%	64	50	28.00%
10 Townhouse	\$271,346.71	\$240,500.85	12.83%	\$264,000.	\$239,900.	10.05%	69	71	-2.82%
11 RES. TOTAL	\$390,056.59	\$290,055.09	34.48%	\$325,450.	\$256,500.	26.88%	63	70	-10.00%
12 FARMS	\$153,000.	\$562,500.	-72.80%	\$153,000.	\$562,500.	-72.80%	5	106	-95.28%
13 MULTIFAMILY	\$425,000.	\$400,000.	6.25%	\$425,000.	\$400,000.	6.25%	61	32	90.63%
14 Acreage	\$309,000.	\$293,125.	5.42%	\$259,500.	\$217,500.	19.31%	217	149	45.64%
15 Acreage WF	\$510,000.	\$0.	0.00%	\$510,000.	\$0.	0.00%	156	0	0.00%
16 Lots	\$240,530.76	\$144,914.59	65.98%	\$265,000.	\$140,000.	89.29%	190	27	603.70%
17 Lots WF	\$950,000.	\$465,714.28	103.99%	\$950,000.	\$600,000.	58.33%	134	63	112.70%
18 LOTS TOTAL	\$306,709.53	\$196,127.75	56.38%	\$275,000.	\$140,000.	96.43%	194	45	331.11%
19 Business	\$344,250.	\$49,500.	595.45%	\$243,500.	\$49,500.	391.92%	100	39	156.41%
20 Commercial	\$438,500.	\$416,666.65	5.24%	\$312,500.	\$225,000.	38.89%	150	113	32.74%
21 Land	\$0.	\$1,322,500.	0.00%	\$0.	\$1,322,500.	0.00%	0	806	0.00%
22 Leases	\$0.	\$8.50	0.00%	\$0.	\$8.50	0.00%	0	222	0.00%
23 IC&I TOTAL	\$400,800.	\$499,251.06	-19.72%	\$312,500.	\$157,500.	98.41%	130	281	-53.74%
24 GRAND TOTAL	\$380,294.84	\$273,535.37	39.03%	\$319,000.	\$222,500.	43.37%	81	71	14.08%

**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	\$516,124.40	\$398,876.68	29.39%	\$481,000.	\$378,500.	27.08%	93	98	-5.10%
2 Duplex	\$276,547.06	\$218,111.82	26.79%	\$240,000.	\$198,750.	20.75%	49	67	-26.87%
3 Mobile Home	\$99,393.25	\$95,217.44	4.39%	\$78,800.	\$66,000.	19.39%	65	67	-2.99%
4 Recreational	\$562,975.	\$333,450.	68.83%	\$541,000.	\$334,950.	61.52%	110	132	-16.67%
5 Residential	\$368,844.40	\$305,343.62	20.80%	\$345,000.	\$285,000.	21.05%	72	58	24.14%
6 Residential WF	\$1,280,669.62	\$1,248,605.25	2.57%	\$1,325,000.	\$1,130,000.	17.26%	126	85	48.24%
7 3/4-Plex	\$280,881.43	\$164,403.84	70.85%	\$196,500.	\$141,000.	39.36%	68	69	-1.45%
8 Timeshare	\$0.	\$0.	0.00%	\$0.	\$0.	0.00%	0	0	0.00%
9 Apartment	\$177,754.26	\$179,737.46	-1.10%	\$161,250.	\$156,000.	3.37%	59	47	25.53%
10 Townhouse	\$262,568.25	\$220,984.92	18.82%	\$257,000.	\$206,500.	24.46%	66	53	24.53%
11 RES. TOTAL	\$341,794.96	\$284,339.90	20.21%	\$310,000.	\$260,000.	19.23%	72	62	16.13%
12 FARMS	\$706,583.31	\$874,494.43	-19.20%	\$752,500.	\$746,500.	0.80%	119	155	-23.23%
13 MULTIFAMILY	\$618,416.68	\$418,320.	47.83%	\$405,500.	\$392,500.	3.31%	122	127	-3.94%
14 Acreage	\$290,126.18	\$307,419.59	-5.63%	\$229,500.	\$230,000.	-0.22%	145	128	13.28%
15 Acreage WF	\$691,666.68	\$138,333.32	400.00%	\$665,000.	\$162,500.	309.23%	187	181	3.31%
16 Lots	\$188,333.96	\$137,491.81	36.98%	\$166,500.	\$126,700.	31.41%	170	140	21.43%
17 Lots WF	\$934,875.	\$524,550.	78.22%	\$907,500.	\$600,000.	51.25%	95	89	6.74%
18 LOTS TOTAL	\$233,706.93	\$190,603.42	22.61%	\$187,250.	\$139,900.	33.85%	164	136	20.59%
19 Business	\$389,303.84	\$509,902.18	-23.65%	\$1,439,000.	\$470,000.	206.17%	230	164	40.24%
20 Commercial	\$620,647.06	\$379,700.	63.46%	\$600,000.	\$110,000.	445.45%	190	215	-11.63%
21 Land	\$1,249,542.87	\$562,000.	122.34%	\$179,000.	\$485,000.	-63.09%	169	389	-56.56%
22 Leases	\$112,194.54	\$43,669.60	156.92%	\$73,440.	\$7.75	947512.89%	233	162	43.83%
23 IC&I TOTAL	\$530,248.87	\$391,077.28	35.59%	\$250,000.	\$172,500.	44.93%	208	205	1.46%
24 GRAND TOTAL	\$339,766.31	\$281,204.81	20.83%	\$300,000.	\$245,000.	22.45%	84	77	9.09%

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