

# **Central Zone Monthly Statistics**

November 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 = November</b>						
<b>Area = Central Zone</b>						
1 Units Listed	803	747	7.50%	10331	8683	18.98%
2 Units Sold	365	341	7.04%	5912	5228	13.08%
3 Sales Volume	\$152,791,792.	\$112,537,616.	35.77%	\$2,414,916,608.	\$1,794,067,328.	34.61%
4 List/Sell Ratio	94.97%	95.29%		96.45%	96.22%	
5 Days to Sell	71	68	4.41%	68	72	-5.56%
6 Active Listings	3147	2803	12.27%			
<b>Area = North Zone</b>						
1 Units Listed	294	261	12.64%	4217	4124	2.26%
2 Units Sold	160	152	5.26%	2445	2458	-0.53%
3 Sales Volume	\$59,898,496.	\$46,452,048.	28.95%	\$847,262,592.	\$697,517,056.	21.47%
4 List/Sell Ratio	95.48%	93.55%		96.37%	95.93%	
5 Days to Sell	73	86	-15.12%	84	79	6.33%
6 Active Listings	1532	1457	5.15%			
<b>Area = Shuswap Zone</b>						
1 Units Listed	162	142	14.08%	2541	2210	14.98%
2 Units Sold	68	106	-35.85%	1427	1333	7.05%
3 Sales Volume	\$25,118,500.	\$24,595,000.	2.13%	\$461,287,200.	\$329,408,256.	40.04%
4 List/Sell Ratio	93.43%	89.80%		95.37%	94.68%	
5 Days to Sell	97	107	-9.35%	104	104	0.00%
6 Active Listings	992	834	18.94%			
<b>Area = Grand Total</b>						
1 Units Listed	1259	1150	9.48%	17089	15017	13.80%
2 Units Sold	593	599	-1.00%	9784	9019	8.48%
3 Sales Volume	\$237,808,800.	\$183,584,672.	29.54%	\$3,723,466,496.	\$2,820,992,768.	31.99%
4 List/Sell Ratio	94.93%	93.87%		96.27%	95.91%	
5 Days to Sell	75	79	-5.06%	77	78	-1.28%
6 Active Listings	5671	5094	11.33%			

# Quick Summary Part 1

Description	Total Units Sold	Total Sales Volume	Res. Units Sold	Res. Sales Volume
This Month	365	\$152,791,792.	157	\$72,715,776.
Last Month	479	\$195,067,408.	216	\$108,203,768.
This Month Last Year	341	\$112,537,616.	148	\$61,132,432.

Description	Total Listings Taken	Inventory
This Month	803	3147
Last Month	913	3092
This Month Last Year	747	2803

# Quick Summary Part 2

<u>Description</u>	<u>This Month</u>
<b>Year = 2007</b>	
<b>Month = 11</b>	
<b>Area = CO</b>	
7 Ratio of Sales vs. Inventory	11.60%
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8 Condo/Apt -- Sales	83
9 Condo/Apt -- New Listings	203
10 Condo/Apt -- Current Inventory	662
11 Condo/Apt -- Sell/Inv. Ratio	12.54%
12 Condo/Apt -- Days to Sell	71
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13 Condo/Townhouse -- Sales	32
14 Condo/Townhouse -- New Listings	107
15 Condo/Townhouse -- Current Inventory	263
16 Condo/Townhouse -- Sell/Inv. Ratio	12.17%
17 Condo/Townhouse -- Days to Sell	47
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18 Lots -- Sales	30
19 Lots -- New Listings	71
20 Lots -- Current Inventory	388
21 Lots -- Sell/Inv. Ratio	7.73%
22 Lots -- Days to Sell	103
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23 Residential -- Sales	157
24 Residential -- New Listings	279
25 Residential -- Current Inventory	1001
26 Residential -- Sell/Inv. Ratio	15.68%
27 Residential -- Days to Sell	57
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28 Average House Price	\$463,157.81
29 Median House Price	\$445,000.
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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 = CO</b>									
1 Acreage/House	24	19	26.32%	358	232	54.31%	154	111	38.74%
2 Duplex	21	13	61.54%	251	251	0.00%	53	54	-1.85%
3 Mobile Home	38	31	22.58%	526	456	15.35%	152	84	80.95%
4 Recreational	4	13	-69.23%	144	139	3.60%	70	62	12.90%
5 Residential	279	236	18.22%	4352	3664	18.78%	1001	897	11.59%
6 Residential WF	5	9	-44.44%	143	111	28.83%	43	42	2.38%
7 3/4-Plex	2	1	100.00%	18	17	5.88%	4	6	-33.33%
8 Timeshare	2	1	100.00%	16	8	100.00%	12	8	50.00%
9 Apartment	203	135	50.37%	2033	1521	33.66%	662	484	36.78%
10 Townhouse	107	90	18.89%	1033	872	18.46%	263	236	11.44%
11 RES. TOTAL	685	548	25.00%	8874	7271	22.05%	2414	1984	21.67%
12 FARMS	3	10	-70.00%	103	83	24.10%	59	49	20.41%
13 MULTIFAMILY	3	1	200.00%	13	23	-43.48%	5	7	-28.57%
14 Acreage	10	9	11.11%	144	106	35.85%	61	58	5.17%
15 Acreage WF	1	1	0.00%	20	18	11.11%	12	10	20.00%
16 Lots	60	100	-40.00%	706	649	8.78%	308	329	-6.38%
17 Lots WF	0	2	-100.00%	21	20	5.00%	7	7	0.00%
18 LOTS TOTAL	71	112	-36.61%	894	793	12.74%	388	404	-3.96%
19 Business	10	8	25.00%	139	128	8.59%	81	86	-5.81%
20 Commercial	9	9	0.00%	87	121	-28.10%	43	54	-20.37%
21 Land	5	38	-86.84%	68	88	-22.73%	63	73	-13.70%
22 Leases	17	21	-19.05%	152	175	-13.14%	94	146	-35.62%
23 IC&I TOTAL	41	76	-46.05%	446	512	-12.89%	281	359	-21.73%
24 GRAND TOTAL	803	747	7.50%	10331	8683	18.98%	3147	2803	12.27%

**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	7	4	75.00%	\$7,664,000.	\$1,568,900.	388.50%	94.90%	99.47%
2 Duplex	13	17	-23.53%	\$5,047,595.	\$5,532,460.	-8.76%	96.37%	96.08%
3 Mobile Home	21	24	-12.50%	\$1,904,100.	\$2,385,300.	-20.17%	88.39%	90.31%
4 Recreational	0	3	-100.00%	\$0.	\$1,229,000.	0.00%	0.00%	92.30%
5 Residential	157	148	6.08%	\$72,715,776.	\$61,132,432.	18.95%	95.72%	95.98%
6 Residential WF	2	2	0.00%	\$4,675,000.	\$3,110,000.	50.32%	81.04%	92.11%
7 3/4-Plex	0	2	-100.00%	\$0.	\$505,000.	0.00%	0.00%	98.07%
8 Timeshare	0	0	0.00%	\$0.	\$0.	0.00%	0.00%	0.00%
9 Apartment	83	78	6.41%	\$23,393,236.	\$18,614,576.	25.67%	95.36%	95.39%
10 Townhouse	32	33	-3.03%	\$10,680,870.	\$10,323,650.	3.46%	97.14%	96.01%
11 RES. TOTAL	315	311	1.29%	\$126,080,576.	\$104,401,320.	20.77%	95.20%	95.40%
12 FARMS	1	1	0.00%	\$975,000.	\$725,100.	34.46%	97.98%	103.73%
13 MULTIFAMILY	0	0	0.00%	\$0.	\$0.	0.00%	0.00%	0.00%
14 Acreage	4	3	33.33%	\$5,348,500.	\$1,174,000.	355.58%	85.62%	95.62%
15 Acreage WF	2	0	0.00%	\$6,549,000.	\$0.	0.00%	97.63%	0.00%
16 Lots	24	12	100.00%	\$4,860,700.	\$2,742,500.	77.24%	94.55%	96.93%
17 Lots WF	0	0	0.00%	\$0.	\$0.	0.00%	0.00%	0.00%
18 LOTS TOTAL	30	15	100.00%	\$16,758,200.	\$3,916,500.	327.89%	93.57%	96.67%
19 Business	2	3	-33.33%	\$296,980.	\$211,900.	40.15%	82.82%	69.40%
20 Commercial	3	6	-50.00%	\$1,397,700.	\$2,933,490.	-52.35%	96.80%	97.95%
21 Land	4	0	0.00%	\$6,575,000.	\$0.	0.00%	91.42%	0.00%
22 Leases	10	5	100.00%	\$708,340.62	\$349,310.	102.78%	0.00%	0.00%
23 IC&I TOTAL	19	14	35.71%	\$8,978,021.	\$3,494,700.	156.90%	91.30%	88.43%
24 GRAND TOTAL	365	341	7.04%	\$152,791,792.	\$112,537,616.	35.77%	94.97%	95.29%

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 = CO</b>								
1 Acreage/House	113	96	17.71%	\$103,610,400.	\$66,037,820.	56.90%	94.54%	93.63%
2 Duplex	184	162	13.58%	\$65,828,832.	\$51,226,544.	28.51%	96.81%	96.52%
3 Mobile Home	281	345	-18.55%	\$30,558,592.	\$27,197,054.	12.36%	92.28%	90.50%
4 Recreational	52	27	92.59%	\$18,925,050.	\$9,637,200.	96.37%	95.51%	94.34%
5 Residential	2730	2390	14.23%	\$1,298,456,832.	\$959,326,592.	35.35%	97.01%	96.86%
6 Residential WF	50	51	-1.96%	\$97,457,728.	\$88,979,752.	9.53%	91.36%	92.08%
7 3/4-Plex	14	9	55.56%	\$6,447,500.	\$3,111,900.	107.19%	95.11%	96.94%
8 Timeshare	5	1	400.00%	\$33,200.	\$8,000.	315.00%	87.47%	88.88%
9 Apartment	1206	946	27.48%	\$324,528,992.	\$224,021,744.	44.86%	96.94%	97.02%
10 Townhouse	698	556	25.54%	\$243,389,792.	\$168,486,928.	44.46%	97.05%	97.20%
11 RES. TOTAL	5333	4583	16.36%	\$2,189,236,992.	\$1,598,033,536.	37.00%	96.61%	96.31%
12 FARMS	18	16	12.50%	\$19,048,900.	\$15,822,500.	20.39%	93.57%	90.87%
13 MULTIFAMILY	6	10	-40.00%	\$10,562,000.	\$11,045,100.	-4.37%	93.28%	93.99%
14 Acreage	43	57	-24.56%	\$31,107,300.	\$35,737,228.	-12.96%	93.80%	93.94%
15 Acreage WF	3	3	0.00%	\$7,949,000.	\$3,920,000.	102.78%	98.42%	94.74%
16 Lots	308	375	-17.87%	\$64,923,448.	\$62,631,008.	3.66%	96.46%	97.86%
17 Lots WF	6	13	-53.85%	\$7,240,000.	\$14,317,400.	-49.43%	93.86%	92.20%
18 LOTS TOTAL	360	448	-19.64%	\$111,219,744.	\$116,605,640.	-4.62%	96.11%	97.18%
19 Business	23	30	-23.33%	\$11,624,080.	\$3,096,990.	275.33%	74.56%	75.91%
20 Commercial	45	57	-21.05%	\$29,620,136.	\$24,120,740.	22.80%	94.72%	94.25%
21 Land	32	15	113.33%	\$33,076,000.	\$16,384,500.	101.87%	95.41%	95.04%
22 Leases	95	69	37.68%	\$10,528,959.	\$8,958,344.	17.53%	90.07%	0.00%
23 IC&I TOTAL	195	171	14.04%	\$84,849,176.	\$52,560,576.	61.43%	90.29%	88.97%
24 GRAND TOTAL	5912	5228	13.08%	\$2,414,916,608.	\$1,794,067,328.	34.61%	96.45%	96.22%

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 = CO</b>									
1 Acreage/House	\$1,094,857.12	\$392,225.	179.14%	\$790,000.	\$362,450.	117.96%	127	21	504.76%
2 Duplex	\$388,276.53	\$325,438.81	19.31%	\$357,000.	\$286,000.	24.83%	42	51	-17.65%
3 Mobile Home	\$90,671.42	\$99,387.50	-8.77%	\$80,000.	\$101,000.	-20.79%	66	43	53.49%
4 Recreational	\$0.	\$409,666.65	0.00%	\$0.	\$435,000.	0.00%	0	223	0.00%
5 Residential	\$463,157.81	\$413,056.96	12.13%	\$445,000.	\$371,000.	19.95%	57	60	-5.00%
6 Residential WF	\$2,337,500.	\$1,555,000.	50.32%	\$2,337,500.	\$1,555,000.	50.32%	189	124	52.42%
7 3/4-Plex	\$0.	\$252,500.	0.00%	\$0.	\$252,500.	0.00%	0	136	0.00%
8 Timeshare	\$0.	\$0.	0.00%	\$0.	\$0.	0.00%	0	0	0.00%
9 Apartment	\$281,846.21	\$238,648.39	18.10%	\$264,500.	\$223,000.	18.61%	71	76	-6.58%
10 Townhouse	\$333,777.18	\$312,837.87	6.69%	\$327,750.	\$295,000.	11.10%	47	45	4.44%
11 RES. TOTAL	\$400,255.81	\$335,695.56	19.23%	\$370,000.	\$319,000.	15.99%	62	63	-1.59%
12 FARMS	\$975,000.	\$725,100.	34.46%	\$975,000.	\$725,100.	34.46%	18	37	-51.35%
13 MULTIFAMILY	\$0.	\$0.	0.00%	\$0.	\$0.	0.00%	0	0	0.00%
14 Acreage	\$1,337,125.	\$391,333.34	241.68%	\$624,250.	\$316,500.	97.24%	125	56	123.21%
15 Acreage WF	\$3,274,500.	\$0.	0.00%	\$3,274,500.	\$0.	0.00%	124	0	0.00%
16 Lots	\$202,529.17	\$228,541.67	-11.38%	\$204,500.	\$229,500.	-10.89%	98	158	-37.97%
17 Lots WF	\$0.	\$0.	0.00%	\$0.	\$0.	0.00%	0	0	0.00%
18 LOTS TOTAL	\$558,606.68	\$261,100.	113.94%	\$227,250.	\$255,000.	-10.88%	103	138	-25.36%
19 Business	\$148,490.	\$70,633.33	110.23%	\$148,490.	\$97,900.	51.68%	253	156	62.18%
20 Commercial	\$465,900.	\$488,915.	-4.71%	\$450,000.	\$815,800.	-44.84%	65	93	-30.11%
21 Land	\$1,643,750.	\$0.	0.00%	\$950,000.	\$0.	0.00%	323	0	0.00%
22 Leases	\$70,834.06	\$69,862.	1.39%	\$62,700.	\$105,600.	-40.63%	123	117	5.13%
23 IC&I TOTAL	\$472,527.40	\$249,621.42	89.30%	\$99,540.60	\$98,395.	1.16%	170	115	47.83%
24 GRAND TOTAL	\$418,607.65	\$330,022.34	26.84%	\$357,000.	\$312,500.	14.24%	71	68	4.41%

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 (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	\$916,906.18	\$687,893.93	33.29%	\$760,000.	\$599,000.	26.88%	93	92	1.09%
2 Duplex	\$357,765.40	\$316,213.25	13.14%	\$320,000.	\$272,250.	17.54%	49	50	-2.00%
3 Mobile Home	\$108,749.43	\$78,832.03	37.95%	\$103,500.	\$74,000.	39.86%	62	52	19.23%
4 Recreational	\$363,943.28	\$356,933.34	1.96%	\$322,500.	\$325,000.	-0.77%	131	140	-6.43%
5 Residential	\$475,625.18	\$401,391.87	18.49%	\$437,000.	\$370,000.	18.11%	56	55	1.82%
6 Residential WF	\$1,949,154.50	\$1,744,701.	11.72%	\$1,650,000.	\$1,545,000.	6.80%	91	95	-4.21%
7 3/4-Plex	\$460,535.71	\$345,766.65	33.19%	\$445,000.	\$315,000.	41.27%	63	83	-24.10%
8 Timeshare	\$6,640.	\$8,000.	-17.00%	\$5,700.	\$8,000.	-28.75%	207	31	567.74%
9 Apartment	\$269,095.37	\$236,809.45	13.63%	\$243,750.	\$215,000.	13.37%	65	75	-13.33%
10 Townhouse	\$348,696.	\$303,034.06	15.07%	\$327,500.	\$275,000.	19.09%	55	56	-1.79%
11 RES. TOTAL	\$410,507.56	\$348,687.21	17.73%	\$368,500.	\$319,000.	15.52%	60	61	-1.64%
12 FARMS	\$1,058,272.25	\$988,906.25	7.01%	\$947,500.	\$756,250.	25.29%	115	121	-4.96%
13 MULTIFAMILY	\$1,760,333.37	\$1,104,510.	59.38%	\$1,953,500.	\$1,012,500.	92.94%	65	58	12.07%
14 Acreage	\$723,425.56	\$626,968.93	15.38%	\$418,000.	\$400,000.	4.50%	122	141	-13.48%
15 Acreage WF	\$2,649,666.75	\$1,306,666.62	102.78%	\$1,400,000.	\$775,000.	80.65%	116	81	43.21%
16 Lots	\$210,790.42	\$167,425.15	25.90%	\$195,000.	\$142,000.	37.32%	118	144	-18.06%
17 Lots WF	\$1,206,666.62	\$1,101,338.50	9.56%	\$1,242,500.	\$1,082,000.	14.83%	157	114	37.72%
18 LOTS TOTAL	\$308,943.75	\$260,831.40	18.45%	\$210,000.	\$149,900.	40.09%	119	143	-16.78%
19 Business	\$505,394.78	\$103,233.	389.57%	\$18,000.	\$41,750.	-56.89%	221	172	28.49%
20 Commercial	\$658,225.25	\$423,170.87	55.55%	\$657,700.	\$98,890.	565.08%	112	110	1.82%
21 Land	\$1,033,625.	\$1,092,300.	-5.37%	\$752,000.	\$1,210,000.	-37.85%	230	169	36.09%
22 Leases	\$110,727.89	\$129,831.07	-14.71%	\$69,339.58	\$13,572.	410.90%	218	225	-3.11%
23 IC&I TOTAL	\$436,745.56	\$307,371.78	42.09%	\$155,175.	\$118,180.	31.30%	196	173	13.29%
24 GRAND TOTAL	\$408,525.84	\$343,228.12	19.02%	\$358,900.	\$305,000.	17.67%	68	72	-5.56%

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