

**North Okanagan Monthly Statistics  
December 2015**

# Table of Contents

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|  |    |
|--|----|
| Table of Contents                          | 2  |
| Zone Totals                                | 3  |
| Quick Summary Part 1                       | 4  |
| Quick Summary Part 2                       | 5  |
| Listing Information                        | 6  |
| Sales Information (Month)                  | 7  |
| Sales Information (YTD)                    | 8  |
| Average/Median Price, Days to Sell (Month) | 9  |
| Average/Median Price, Days to Sell (YTD)   | 10 |

## Zone Totals

| Description                    | CM This Year  | CM Last Year  | Increase | This YTD        | Last YTD        | Increase |
|--------------------------------|---------------|---------------|----------|-----------------|-----------------|----------|
| <b>Area = Central Okanagan</b> |               |               |          |                 |                 |          |
| 1 Units Listed                 | 376           | 346           | 8.67%    | 10,192          | 9,918           | 2.76%    |
| 2 Units Sold                   | 341           | 310           | 10.00%   | 5,792           | 5,373           | 7.80%    |
| 3 Sales Volume                 | \$148,660,373 | \$127,050,354 | 17.01%   | \$2,475,686,730 | \$2,249,950,120 | 10.03%   |
| 4 List/Sell Ratio              | 96.73%        | 95.62%        |          | 96.58%          | 95.89%          |          |
| 5 Days to Sell                 | 97            | 118           | -17.97%  | 84              | 100             | -15.96%  |
| 6 Active Listings              | 2,440         | 2,657         | -8.17%   |                 |                 |          |
| <b>Area = North Okanagan</b>   |               |               |          |                 |                 |          |
| 1 Units Listed                 | 146           | 126           | 15.87%   | 3,931           | 3,858           | 1.89%    |
| 2 Units Sold                   | 86            | 112           | -23.21%  | 1,897           | 1,991           | -4.72%   |
| 3 Sales Volume                 | \$30,368,529  | \$36,674,010  | -17.19%  | \$668,059,086   | \$691,386,028   | -3.37%   |
| 4 List/Sell Ratio              | 93.99%        | 95.54%        |          | 95.96%          | 95.84%          |          |
| 5 Days to Sell                 | 136           | 169           | -19.83%  | 115             | 139             | -16.74%  |
| 6 Active Listings              | 1,558         | 1,587         | -1.83%   |                 |                 |          |
| <b>Area = Shuswap / Revels</b> |               |               |          |                 |                 |          |
| 1 Units Listed                 | 63            | 63            |          | 2,262           | 2,290           | -1.22%   |
| 2 Units Sold                   | 57            | 65            | -12.31%  | 1,151           | 1,114           | 3.32%    |
| 3 Sales Volume                 | \$19,228,893  | \$16,909,914  | 13.71%   | \$361,331,439   | \$332,852,668   | 8.56%    |
| 4 List/Sell Ratio              | 92.39%        | 93.54%        |          | 95.16%          | 94.19%          |          |
| 5 Days to Sell                 | 176           | 255           | -30.83%  | 143             | 175             | -18.36%  |
| 6 Active Listings              | 975           | 1,099         | -11.28%  |                 |                 |          |
| <b>Area = Grand Total</b>      |               |               |          |                 |                 |          |
| 1 Units Listed                 | 585           | 535           | 9.35%    | 16,385          | 16,066          | 1.99%    |
| 2 Units Sold                   | 484           | 487           | -0.62%   | 8,840           | 8,478           | 4.27%    |
| 3 Sales Volume                 | \$198,257,795 | \$180,634,277 | 9.76%    | \$3,505,077,255 | \$3,274,188,815 | 7.05%    |
| 4 List/Sell Ratio              | 95.87%        | 95.40%        |          | 96.32%          | 95.70%          |          |
| 5 Days to Sell                 | 113           | 148           | -23.62%  | 98              | 119             | -17.23%  |
| 6 Active Listings              | 4,973         | 5,343         | -6.92%   |                 |                 |          |

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

North Okanagan Statistics -- December 2015

**Quick Summary Part 1**

|                             |                         |                           | <b>Residential</b>      |                           |
|-----------------------------|-------------------------|---------------------------|-------------------------|---------------------------|
| <b>Description</b>          | <b>Total Units Sold</b> | <b>Total Sales Volume</b> | <b>Total Units Sold</b> | <b>Total Sales Volume</b> |
| <b>This Month</b>           | 86                      | \$30,368,529              | 43                      | \$17,277,867              |
| <b>Last Month</b>           | 160                     | \$55,359,515              | 76                      | \$28,614,605              |
| <b>This Month Last Year</b> | 112                     | \$36,674,010              | 47                      | \$19,170,450              |

  

| <b>Description</b>          | <b>Total Listings Taken</b> | <b>Inventory</b> |
|-----------------------------|-----------------------------|------------------|
| <b>This Month</b>           | 146                         | 1,558            |
| <b>Last Month</b>           | 201                         | 1,688            |
| <b>This Month Last Year</b> | 126                         | 1,587            |

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North Okanagan Statistics -- December 2015

## Quick Summary Part 2

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### Condo/Apt

|                   |           |
|-------------------|-----------|
| Sales             | 11        |
| New Listings      | 13        |
| Current Inventory | 109       |
| Sell/Inv. Ratio   | 10.09%    |
| Days to Sell      | 119       |
| Average Price     | \$149,764 |
| Median Price      | \$143,000 |

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### Condo/Townhouse

|                   |           |
|-------------------|-----------|
| Sales             | 7         |
| New Listings      | 11        |
| Current Inventory | 116       |
| Sell/Inv. Ratio   | 6.03%     |
| Days to Sell      | 66        |
| Average Price     | \$308,391 |
| Median Price      | \$322,500 |

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### Lots

|                   |           |
|-------------------|-----------|
| Sales             | 6         |
| New Listings      | 21        |
| Current Inventory | 352       |
| Sell/Inv. Ratio   | 1.70%     |
| Days to Sell      | 240       |
| Average Price     | \$318,500 |
| Median Price      | \$325,000 |

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### Residential

|                   |           |
|-------------------|-----------|
| Sales             | 43        |
| New Listings      | 64        |
| Current Inventory | 418       |
| Sell/Inv. Ratio   | 10.29%    |
| Days to Sell      | 103       |
| Average Price     | \$401,811 |
| Median Price      | \$379,500 |

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|                             |        |
|-----------------------------|--------|
| Ratio of Sales vs Inventory | 10.21% |
|-----------------------------|--------|

North Okanagan Statistics -- December 2015

## Comparative Activity -- Listing Information

| Description                  | Cur Mo     | Lst Yr Mo  | Incr/Decr%    | Cur YTD      | Lst YTD      | Incr/Decr%   | Inventory    |              |              |
|------------------------------|------------|------------|---------------|--------------|--------------|--------------|--------------|--------------|--------------|
|                              |            |            |               |              |              |              | Cur Mo       | Lst Yr Mo    | Incr/Decr%   |
| <b>Zone = North Okanagan</b> |            |            |               |              |              |              |              |              |              |
| Acreage/House                | 9          | 17         | -47.06%       | 445          | 461          | -3.47        | 164          | 189          | -13.23       |
| Duplex                       | 1          | 5          | -80.00%       | 85           | 92           | -7.61        | 31           | 28           | 10.71        |
| Mobile Home                  | 9          | 5          | 80.00%        | 159          | 163          | -2.45        | 43           | 49           | -12.24       |
| Recreational                 | 3          | 3          | 0.00%         | 77           | 32           | 140.63       | 63           | 26           | 142.31       |
| Residential                  | 64         | 36         | 77.78%        | 1,645        | 1,537        | 7.03         | 418          | 376          | 11.17        |
| Residential WF               | 0          | 1          | -100.00%      | 63           | 72           | -12.50       | 21           | 18           | 16.67        |
| 3/4-Plex                     | 0          | 0          | 0.00%         | 6            | 13           | -53.85       | 2            | 7            | -71.43       |
| Timeshare                    | 0          | 0          | 0.00%         | 0            | 0            | 0.00         |              |              |              |
| Apartment                    | 13         | 13         | 0.00%         | 246          | 232          | 6.03         | 109          | 118          | -7.63        |
| Townhouse                    | 11         | 16         | -31.25%       | 445          | 413          | 7.75         | 116          | 123          | -5.69        |
| RES TOTAL                    | 110        | 96.00      | 14.58%        | 3,171        | 3,015        | 5.17%        | 967          | 934          | 3.53         |
| FARMS                        | 1          | 3          | -66.67%       | 63           | 52           | 21.15        | 44           | 39           | 12.82        |
| MULTIFAMILY                  | 0          | 0          | 0.00%         | 12           | 7            | 71.43        | 2            | 3            | -33.33       |
| Acreage                      | 9          | 7          | 28.57%        | 153          | 136          | 12.50        | 137          | 129          | 6.20         |
| Acreage WF                   | 3          | 1          | 200.00%       | 17           | 17           | 0.00         | 13           | 11           | 18.18        |
| Lots                         | 9          | 6          | 50.00%        | 223          | 322          | -30.75       | 189          | 246          | -23.17       |
| Lots WF                      | 0          | 0          | 0.00%         | 23           | 23           | 0.00         | 13           | 19           | -31.58       |
| LOTS TOTAL                   | 21         | 14.00      | 50.00%        | 416          | 498          | -16.47%      | 352          | 405          | -13.09       |
| Business                     | 3          | 4          | -25.00%       | 44           | 56           | -21.43       | 33           | 41           | -19.51       |
| Commercial                   | 7          | 7          | 0.00%         | 187          | 198          | -5.56        | 131          | 134          | -2.24        |
| Land                         | 4          | 2          | 100.00%       | 36           | 30           | 20.00        | 29           | 29           | 0.00         |
| COMM TOTAL                   | 14         | 13.00      | 7.69%         | 267          | 284          | -5.99%       | 193          | 204          | -5.39        |
| <b>GRAND TOTAL</b>           | <b>146</b> | <b>126</b> | <b>15.87%</b> | <b>3,929</b> | <b>3,856</b> | <b>1.89%</b> | <b>1,558</b> | <b>1,585</b> | <b>-1.70</b> |

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North Okanagan Statistics -- December 2015

## Comparative Activity -- Sales Information (Month)

| Description                  | Unit Sales |            |                | Sales Volume        |                     |                | List/Sale Ratio |               |
|------------------------------|------------|------------|----------------|---------------------|---------------------|----------------|-----------------|---------------|
|                              | Cur Mo     | Lst Yr Mo  | Incr/Decr%     | Cur Mo              | Lst Yr Mo           | Incr/Decr%     | Cur Mo          | Lst Yr Mo     |
| <b>Zone = North Okanagan</b> |            |            |                |                     |                     |                |                 |               |
| Acreage/House                | 9          | 10         | -10.00%        | \$5,311,500         | \$5,276,000         | 0.67%          | 89.86%          | 95.21%        |
| Duplex                       | 3          | 5          | -40.00%        | \$1,172,000         | \$1,156,500         | 1.34%          | 99.07%          | 94.77%        |
| Mobile Home                  | 4          | 6          | -33.33%        | \$395,000           | \$465,500           | -15.15%        | 90.93%          | 90.95%        |
| Recreational                 | 0          | 1          | -100.00%       | \$0                 | \$175,000           | -100.00%       | 0.00%           | 100.00%       |
| Residential                  | 43         | 47         | -8.51%         | \$17,277,867        | \$19,170,450        | -9.87%         | 97.33%          | 96.82%        |
| Residential WF               | 0          | 1          | -100.00%       | \$0                 | \$553,000           | -100.00%       | 0.00%           | 92.32%        |
| 3/4-Plex                     | 0          | 0          | 0.00%          | \$0                 | \$0                 | 0.00%          | 0.00%           | 0.00%         |
| Timeshare                    | 0          | 0          | 0.00%          | \$0                 | \$0                 | 0.00%          | 0.00%           | 0.00%         |
| Apartment                    | 11         | 11         | 0.00%          | \$1,647,400         | \$2,111,389         | -21.98%        | 94.39%          | 94.26%        |
| Townhouse                    | 7          | 13         | -46.15%        | \$2,158,740         | \$2,731,250         | -20.96%        | 96.56%          | 96.33%        |
| RES TOTAL                    | 77         | 94         | -18.09%        | \$27,962,507        | \$31,639,089        | -11.62%        | 95.56%          | 96.10%        |
| FARMS                        | 0          | 0          | 0.00%          | \$0                 | \$0                 | 0.00%          | 0.00%           | 0.00%         |
| MULTIFAMILY                  | 0          | 0          | 0.00%          | \$0                 | \$0                 | 0.00%          | 0.00%           | 0.00%         |
| Acreage                      | 2          | 4          | -50.00%        | \$720,000           | \$1,598,113         | -54.95%        | 97.34%          | 89.24%        |
| Acreage WF                   | 2          | 1          | 100.00%        | \$1,115,000         | \$155,000           | 619.35%        | 94.90%          | 103.40%       |
| Lots                         | 2          | 5          | -60.00%        | \$76,000            | \$822,000           | -90.75%        | 89.94%          | 91.03%        |
| Lots WF                      | 0          | 0          | 0.00%          | \$0                 | \$0                 | 0.00%          | 0.00%           | 0.00%         |
| LOTS TOTAL                   | 6          | 10         | -40.00%        | \$1,911,000         | \$2,575,113         | -25.79%        | 95.59%          | 90.55%        |
| Business                     | 0          | 4          | -100.00%       | \$0                 | \$2,033,000         | -100.00%       | 0.00%           | 95.99%        |
| Commercial                   | 2          | 4          | -50.00%        | \$95,022            | \$426,808           | -77.74%        | 95.10%          | 85.41%        |
| Land                         | 1          | 0          | 0.00%          | \$400,000           | \$0                 | 0.00%          | 42.11%          | 0.00%         |
| COMM TOTAL                   | 3          | 8          | -62.50%        | \$495,022           | \$2,459,808         | -79.88%        | 47.15%          | 93.97%        |
| <b>GRAND TOTAL</b>           | <b>86</b>  | <b>112</b> | <b>-23.21%</b> | <b>\$30,368,529</b> | <b>\$36,674,010</b> | <b>-17.19%</b> | <b>93.99%</b>   | <b>95.54%</b> |

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

North Okanagan Statistics -- December 2015

## Comparative Activity -- Sales Information (YTD)

| Description                  | Unit Sales   |              |               | Sales Volume         |                      |               | List/Sale Ratio |               |
|------------------------------|--------------|--------------|---------------|----------------------|----------------------|---------------|-----------------|---------------|
|                              | Cur YTD      | Lst YTD      | Incr/Decr%    | Cur YTD              | Lst YTD              | Incr/Decr%    | Cur YTD         | Lst YTD       |
| <b>Zone = North Okanagan</b> |              |              |               |                      |                      |               |                 |               |
| Acreage/House                | 192          | 163          | 17.79%        | \$105,091,593        | \$92,168,189         | 14.02%        | 95.20%          | 95.42%        |
| Duplex                       | 41           | 54           | -24.07%       | \$14,206,500         | \$18,614,075         | -23.68%       | 97.01%          | 96.49%        |
| Mobile Home                  | 97           | 104          | -6.73%        | \$10,377,800         | \$10,686,050         | -2.88%        | 94.30%          | 93.13%        |
| Recreational                 | 10           | 9            | 11.11%        | \$2,063,050          | \$1,386,830          | 48.76%        | 92.15%          | 94.46%        |
| Residential                  | 937          | 1,017        | -7.87%        | \$362,104,540        | \$382,228,945        | -5.27%        | 97.10%          | 96.86%        |
| Residential WF               | 20           | 33           | -39.39%       | \$26,025,999         | \$35,343,149         | -26.36%       | 90.52%          | 93.58%        |
| 3/4-Plex                     | 6            | 4            | 50.00%        | \$2,255,686          | \$1,709,250          | 31.97%        | 95.71%          | 95.63%        |
| Timeshare                    | 0            | 0            | 0.00%         | \$0                  | \$0                  | 0.00%         | 0.00%           | 0.00%         |
| Apartment                    | 131          | 127          | 3.15%         | \$23,842,743         | \$24,590,090         | -3.04%        | 95.54%          | 95.92%        |
| Townhouse                    | 269          | 256          | 5.08%         | \$69,042,415         | \$65,453,610         | 5.48%         | 96.85%          | 96.47%        |
| RES TOTAL                    | 1,703        | 1,767        | -3.62%        | \$615,010,326        | \$632,180,188        | -2.72%        | 96.31%          | 96.30%        |
| FARMS                        | 3            | 11           | -72.73%       | \$1,508,000          | \$11,650,000         | -87.06%       | 95.15%          | 86.20%        |
| MULTIFAMILY                  | 4            | 2            | 100.00%       | \$3,234,000          | \$670,000            | 382.69%       | 93.79%          | 95.99%        |
| Acreage                      | 40           | 37           | 8.11%         | \$11,343,250         | \$10,528,413         | 7.74%         | 92.71%          | 91.03%        |
| Acreage WF                   | 4            | 6            | -33.33%       | \$1,520,000          | \$989,286            | 53.65%        | 92.69%          | 90.53%        |
| Lots                         | 67           | 127          | -47.24%       | \$10,491,815         | \$21,159,580         | -50.42%       | 93.06%          | 93.60%        |
| Lots WF                      | 7            | 2            | 250.00%       | \$3,642,000          | \$759,500            | 379.53%       | 95.04%          | 95.06%        |
| LOTS TOTAL                   | 118          | 172          | -31.40%       | \$26,997,065         | \$33,436,779         | -19.26%       | 93.15%          | 92.72%        |
| Business                     | 4            | 10           | -60.00%       | \$1,110,300          | \$2,964,000          | -62.54%       | 95.96%          | 95.77%        |
| Commercial                   | 58           | 26           | 123.08%       | \$18,495,195         | \$8,667,061          | 113.40%       | 92.57%          | 89.95%        |
| Land                         | 5            | 2            | 150.00%       | \$1,399,200          | \$1,525,000          | -8.25%        | 64.67%          | 95.67%        |
| COMM TOTAL                   | 67           | 38           | 76.32%        | \$21,004,695         | \$13,156,061         | 59.66%        | 90.15%          | 91.85%        |
| <b>GRAND TOTAL</b>           | <b>1,895</b> | <b>1,990</b> | <b>-4.77%</b> | <b>\$667,754,086</b> | <b>\$691,093,028</b> | <b>-3.38%</b> | <b>95.96%</b>   | <b>95.84%</b> |

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



North Okanagan Statistics -- December 2015

## Average/Median price, Days to Sell (Month)

| Description                  | Average Price    |                  |              | Median Price     |                  |               | Days to Sell |            |                |
|------------------------------|------------------|------------------|--------------|------------------|------------------|---------------|--------------|------------|----------------|
|                              | Cur Mo           | Lst Yr Mo        | Incr/Decr%   | Cur Mo           | Lst Yr Mo        | Incr/Decr%    | Cur Mo       | Lst Yr Mo  | Incr/Decr%     |
| <b>Zone = North Okanagan</b> |                  |                  |              |                  |                  |               |              |            |                |
| Acreage/House                | \$590,167        | \$527,600        | 11.86%       | \$475,000        | \$535,500        | -11.30%       | 186          | 168        | 10.91%         |
| Duplex                       | \$390,667        | \$231,300        | 68.90%       | \$410,000        | \$220,000        | 86.36%        | 69           | 115        | -40.19%        |
| Mobile Home                  | \$98,750         | \$77,583         | 27.28%       | \$100,000        | \$74,250         | 34.68%        | 116          | 82         | 42.64%         |
| Recreational                 |                  | \$175,000        |              |                  | \$175,000        |               |              | 526        |                |
| Residential                  | \$401,811        | \$407,882        | -1.49%       | \$379,500        | \$355,000        | 6.90%         | 103          | 130        | -21.10%        |
| Residential WF               |                  | \$553,000        |              |                  | \$553,000        |               |              | 1,008      |                |
| 3/4-Plex                     |                  |                  |              |                  |                  |               |              |            |                |
| Timeshare                    |                  |                  |              |                  |                  |               |              |            |                |
| Apartment                    | \$149,764        | \$191,944        | -21.98%      | \$143,000        | \$217,500        | -34.25%       | 119          | 102        | 16.31%         |
| Townhouse                    | \$308,391        | \$210,096        | 46.79%       | \$322,500        | \$225,000        | 43.33%        | 66           | 124        | -47.20%        |
| RES TOTAL                    | \$363,149        | \$336,586        | 7.89%        | \$348,000        | \$297,500        | 16.97%        | 111          | 140        | -20.73%        |
| <b>FARMS</b>                 |                  |                  |              |                  |                  |               |              |            |                |
| <b>MULTIFAMILY</b>           |                  |                  |              |                  |                  |               |              |            |                |
| Acreage                      | \$360,000        | \$399,528        | -9.89%       | \$360,000        | \$401,000        | -10.22%       | 145          | 198        | -26.68%        |
| Acreage WF                   | \$557,500        | \$155,000        | 259.68%      | \$557,500        | \$155,000        | 259.68%       | 86           | 35         | 145.71%        |
| Lots                         | \$38,000         | \$164,400        | -76.89%      | \$38,000         | \$185,000        | -79.46%       | 490          | 443        | 10.56%         |
| Lots WF                      |                  |                  |              |                  |                  |               |              |            |                |
| LOTS TOTAL                   | \$318,500        | \$257,511        | 23.68%       | \$325,000        | \$192,500        | 68.83%        | 240          | 304        | -20.99%        |
| Business                     |                  | \$508,250        |              |                  | \$242,500        |               |              | 383        |                |
| Commercial                   | \$47,511         | \$106,702        | -55.47%      | \$47,511         | \$98,400         | -51.72%       | 151          | 307        | -50.77%        |
| Land                         | \$400,000        |                  |              | \$400,000        |                  |               | 1,383        |            |                |
| COMM TOTAL                   | \$165,007        | \$307,476        | -46.33%      | \$95,000         | \$190,500        | -50.13%       | 562          | 345        | 62.86%         |
| <b>GRAND TOTAL</b>           | <b>\$353,122</b> | <b>\$327,447</b> | <b>7.84%</b> | <b>\$347,500</b> | <b>\$283,750</b> | <b>22.47%</b> | <b>136</b>   | <b>169</b> | <b>-19.83%</b> |

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

North Okanagan Statistics -- December 2015

## Average/Median price, Days to Sell (YTD)

| Description                  | Average Price    |                  |              | Median Price     |                  |              | Days to Sell |            |                |
|------------------------------|------------------|------------------|--------------|------------------|------------------|--------------|--------------|------------|----------------|
|                              | Cur YTD          | Lst YTD          | Incr/Decr%   | Cur YTD          | Lst YTD          | Incr/Decr%   | Cur YTD      | Lst YTD    | Incr/Decr%     |
| <b>Zone = North Okanagan</b> |                  |                  |              |                  |                  |              |              |            |                |
| Acreage/House                | \$547,352        | \$565,449        | -3.20%       | \$502,500        | \$505,000        | -0.50%       | 131          | 180        | -27.49%        |
| Duplex                       | \$346,500        | \$344,705        | 0.52%        | \$335,000        | \$264,750        | 26.53%       | 87           | 119        | -26.46%        |
| Mobile Home                  | \$106,988        | \$102,750        | 4.12%        | \$93,000         | \$90,500         | 2.76%        | 110          | 145        | -23.91%        |
| Recreational                 | \$206,305        | \$154,092        | 33.88%       | \$134,500        | \$120,000        | 12.08%       | 201          | 339        | -40.55%        |
| Residential                  | \$386,451        | \$375,840        | 2.82%        | \$355,000        | \$346,000        | 2.60%        | 87           | 104        | -16.04%        |
| Residential WF               | \$1,301,300      | \$1,071,005      | 21.50%       | \$1,172,500      | \$970,000        | 20.88%       | 135          | 204        | -33.97%        |
| 3/4-Plex                     | \$375,948        | \$427,313        | -12.02%      | \$398,000        | \$452,375        | -12.02%      | 229          | 64         | 257.03%        |
| Timeshare                    |                  |                  |              |                  |                  |              |              |            |                |
| Apartment                    | \$182,006        | \$193,623        | -6.00%       | \$165,000        | \$177,500        | -7.04%       | 107          | 139        | -22.79%        |
| Townhouse                    | \$256,663        | \$255,678        | 0.39%        | \$247,200        | \$251,500        | -1.71%       | 97           | 126        | -23.06%        |
| RES TOTAL                    | \$361,133        | \$357,770        | 0.94%        | \$330,000        | \$320,000        | 3.13%        | 98           | 122        | -19.80%        |
| FARMS                        | \$502,667        | \$1,059,091      | -52.54%      | \$643,000        | \$875,000        | -26.51%      | 75           | 450        | -83.33%        |
| MULTIFAMILY                  | \$808,500        | \$335,000        | 141.34%      | \$779,500        | \$335,000        | 132.69%      | 73           | 328        | -77.63%        |
| Acreage                      | \$283,581        | \$284,552        | -0.34%       | \$210,000        | \$265,000        | -20.75%      | 254          | 231        | 9.78%          |
| Acreage WF                   | \$380,000        | \$164,881        | 130.47%      | \$370,000        | \$157,500        | 134.92%      | 295          | 976        | -69.78%        |
| Lots                         | \$156,594        | \$166,611        | -6.01%       | \$160,000        | \$153,000        | 4.58%        | 313          | 243        | 28.88%         |
| Lots WF                      | \$520,286        | \$379,750        | 37.01%       | \$440,000        | \$379,750        | 15.87%       | 217          | 60         | 265.19%        |
| LOTS TOTAL                   | \$228,789        | \$194,400        | 17.69%       | \$170,000        | \$161,500        | 5.26%        | 287          | 264        | 8.65%          |
| Business                     | \$277,575        | \$296,400        | -6.35%       | \$252,650        | \$199,500        | 26.64%       | 212          | 281        | -24.47%        |
| Commercial                   | \$318,883        | \$333,349        | -4.34%       | \$118,500        | \$170,500        | -30.50%      | 246          | 216        | 14.21%         |
| Land                         | \$279,840        | \$762,500        | -63.30%      | \$252,500        | \$762,500        | -66.89%      | 401          | 193        | 108.31%        |
| COMM TOTAL                   | \$313,503        | \$346,212        | -9.45%       | \$187,500        | \$205,000        | -8.54%       | 256          | 232        | 10.42%         |
| <b>GRAND TOTAL</b>           | <b>\$352,377</b> | <b>\$347,283</b> | <b>1.47%</b> | <b>\$320,000</b> | <b>\$309,900</b> | <b>3.26%</b> | <b>115</b>   | <b>139</b> | <b>-16.83%</b> |

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