

North Zone Monthly Statistics

March 2007

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

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Zone Totals

<u>Description</u>	<u>Current Month This Year</u>	<u>Last Year</u>	<u>Increase</u>	<u>This YTD</u>	<u>Last YTD</u>	<u>Increase</u>
Year = 2007						
Month = March						
Area = Central Zone						
1 Units Listed	1042	898	16.04%	2797	2389	17.08%
2 Units Sold	642	573	12.04%	1438	1435	0.21%
3 Sales Volume	\$243,793,344.	\$190,170,912.	28.20%	\$548,372,288.	\$456,171,392.	20.21%
4 List/Sell Ratio	97.29%	97.30%		96.78%	97.07%	
5 Days to Sell	66	92	-28.26%	74	83	-10.84%
6 Active Listings	2858	2281	25.30%			
Area = North Zone						
1 Units Listed	462	397	16.37%	1029	1005	2.39%
2 Units Sold	226	233	-3.00%	535	595	-10.08%
3 Sales Volume	\$76,051,216.	\$61,880,968.	22.90%	\$165,463,424.	\$155,294,560.	6.55%
4 List/Sell Ratio	96.51%	96.66%		96.31%	96.48%	
5 Days to Sell	85	80	6.25%	93	86	8.14%
6 Active Listings	1413	1139	24.06%			
Area = Shuswap Zone						
1 Units Listed	264	208	26.92%	618	508	21.65%
2 Units Sold	137	98	39.80%	314	276	13.77%
3 Sales Volume	\$38,131,304.	\$19,879,716.	91.81%	\$87,455,776.	\$67,988,064.	28.63%
4 List/Sell Ratio	95.60%	95.79%		95.17%	95.71%	
5 Days to Sell	112	107	4.67%	124	129	-3.88%
6 Active Listings	848	767	10.56%			
Area = Grand Total						
1 Units Listed	1768	1503	17.63%	4444	3902	13.89%
2 Units Sold	1005	904	11.17%	2287	2306	-0.82%
3 Sales Volume	\$357,975,872.	\$271,931,584.	31.64%	\$801,291,456.	\$679,454,016.	17.93%
4 List/Sell Ratio	96.88%	96.96%		96.45%	96.75%	
5 Days to Sell	77	91	-15.38%	85	89	-4.49%
6 Active Listings	5119	4187	22.26%			

Quick Summary Part 1

Description	Total Units Sold	Total Sales Volume	Res. Units Sold	Res. Sales Volume
This Month	226	\$76,051,216.	109	\$38,661,988.
Last Month	167	\$48,571,772.	77	\$26,207,200.
This Month Last Year	233	\$61,880,968.	118	\$33,559,592.

Description	Total Listings Taken	Inventory
This Month	462	1413
Last Month	317	1339
This Month Last Year	397	1139

Quick Summary Part 2

<u>Description</u>	<u>This Month</u>
Year = 2007	
Month = 3	
Area = NO	
7 Ratio of Sales vs. Inventory	15.99%
8 Condo/Apt -- Sales	25
9 Condo/Apt -- New Listings	31
10 Condo/Apt -- Current Inventory	72
11 Condo/Apt -- Sell/Inv. Ratio	34.72%
12 Condo/Apt -- Days to Sell	54
13 Condo/Townhouse -- Sales	34
14 Condo/Townhouse -- New Listings	52
15 Condo/Townhouse -- Current Inventory	112
16 Condo/Townhouse -- Sell/Inv. Ratio	30.36%
17 Condo/Townhouse -- Days to Sell	54
18 Lots -- Sales	10
19 Lots -- New Listings	74
20 Lots -- Current Inventory	369
21 Lots -- Sell/Inv. Ratio	2.71%
22 Lots -- Days to Sell	274
23 Residential -- Sales	109
24 Residential -- New Listings	182
25 Residential -- Current Inventory	390
26 Residential -- Sell/Inv. Ratio	27.95%
27 Residential -- Days to Sell	74
28 Average House Price	\$354,697.12
29 Median House Price	\$335,088.12
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Comparative Activity -- Listing Information

<u>Description</u>	<u>LIST This Mo</u>	<u>This Mo Last Yr</u>	<u>Incr/Decr%</u>	<u>This YTD</u>	<u>Last YTD</u>	<u>Incr/Decr%</u>	<u>INVENT This Mo</u>	<u>This Mo Last Yr</u>	<u>Incr/Decr%</u>
Zone = NO									
1 Acreage/House	38	38	0.00%	90	96	-6.25%	125	140	-10.71%
2 Duplex	13	6	116.67%	27	10	170.00%	17	15	13.33%
3 Mobile Home	22	22	0.00%	51	62	-17.74%	45	44	2.27%
4 Recreational	6	5	20.00%	21	16	31.25%	39	18	116.67%
5 Residential	182	171	6.43%	407	435	-6.44%	390	332	17.47%
6 Residential WF	2	8	-75.00%	10	13	-23.08%	16	18	-11.11%
7 3/4-Plex	2	1	100.00%	3	6	-50.00%	4	3	33.33%
8 Timeshare	0	0	0.00%	0	0	0.00%	2	0	0.00%
9 Apartment	31	50	-38.00%	74	93	-20.43%	72	73	-1.37%
10 Townhouse	52	26	100.00%	121	74	63.51%	112	50	124.00%
11 RES. TOTAL	348	327	6.42%	804	805	-0.12%	822	698	17.77%
12 FARMS	9	4	125.00%	17	13	30.77%	47	29	62.07%
13 MULTIFAMILY	1	1	0.00%	4	6	-33.33%	2	9	-77.78%
14 Acreage	23	18	27.78%	41	45	-8.89%	112	69	62.32%
15 Acreage W	0	2	-100.00%	2	3	-33.33%	6	4	50.00%
16 Lots	49	19	157.89%	78	51	52.94%	247	143	72.73%
17 Lots WF	2	0	0.00%	5	1	400.00%	4	25	-84.00%
18 LOTS TOTAL	74	39	89.74%	126	100	26.00%	369	241	53.11%
19 Business	14	12	16.67%	36	36	0.00%	66	55	20.00%
20 Commercial	9	9	0.00%	15	18	-16.67%	42	48	-12.50%
21 Land	3	3	0.00%	12	13	-7.69%	40	28	42.86%
22 Leases	4	2	100.00%	15	14	7.14%	25	31	-19.35%
23 IC&I TOTAL	30	26	15.38%	78	81	-3.70%	173	162	6.79%
24 GRAND TOTAL	462	397	16.37%	1029	1005	2.39%	1413	1139	24.06%

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
Area = NO											
1 Acreage/House	18		18	0.00%	\$8,394,550.		\$7,142,800.	17.52%	97.75%		96.74%
2 Duplex	7		3	133.33%	\$2,296,350.		\$816,000.	181.42%	96.99%		98.59%
3 Mobile Home	10		15	-33.33%	\$982,400.		\$1,459,050.	-32.67%	89.72%		98.73%
4 Recreational	2		0	0.00%	\$2,079,000.		\$0.	0.00%	91.72%		0.00%
5 Residential	109		118	-7.63%	\$38,661,988.		\$33,559,592.	15.20%	96.91%		96.13%
6 Residential WF	3		2	50.00%	\$4,478,900.		\$1,728,000.	159.20%	90.39%		98.93%
7 3/4-Plex	2		2	0.00%	\$426,500.		\$518,000.	-17.66%	97.96%		94.41%
8 Timeshare	0		0	0.00%	\$0.		\$0.	0.00%	0.00%		0.00%
9 Apartment	25		20	25.00%	\$4,087,000.		\$3,034,700.	34.68%	96.81%		96.45%
10 Townhouse	34		25	36.00%	\$8,786,859.		\$4,867,550.	80.52%	98.05%		97.68%
11 RES. TOTAL	210		203	3.45%	\$70,193,544.		\$53,125,692.	32.13%	96.68%		96.65%
12 FARMS	1		1	0.00%	\$775,000.		\$605,000.	28.10%	98.72%		89.64%
13 MULTIFAMILY	3		2	50.00%	\$1,599,000.		\$1,245,000.	28.43%	96.38%		95.83%
14 Acreage	2		6	-66.67%	\$510,000.		\$2,398,000.	-78.73%	100.00%		89.42%
15 Acreage W	0		0	0.00%	\$0.		\$0.	0.00%	0.00%		0.00%
16 Lots	7		12	-41.67%	\$1,211,900.		\$1,493,275.	-18.84%	98.99%		104.96%
17 Lots WF	1		1	0.00%	\$1,200,000.		\$920,000.	30.43%	85.71%		106.97%
18 LOTS TOTAL	10		19	-47.37%	\$2,921,900.		\$4,811,275.	-39.27%	97.86%		100.15%
19 Business	1		4	-75.00%	\$104,770.		\$1,115,000.	-90.60%	44.58%		84.69%
20 Commercial	0		3	-100.00%	\$0.		\$817,000.	0.00%	0.00%		95.47%
21 Land	1		1	0.00%	\$457,000.		\$162,000.	182.10%	97.25%		92.83%
22 Leases	0		0	0.00%	\$0.		\$0.	0.00%	0.00%		0.00%
23 IC&I TOTAL	2		8	-75.00%	\$561,770.		\$2,094,000.	-73.17%	70.91%		89.75%
24 GRAND TOTAL	226		233	-3.00%	\$76,051,216.		\$61,880,968.	22.90%	96.51%		96.66%

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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
Area = NO								
1 Acreage/House	40	43	-6.98%	\$18,239,450.	\$15,905,300.	14.68%	95.91%	95.02%
2 Duplex	17	13	30.77%	\$5,083,933.	\$2,627,900.	93.46%	96.47%	97.51%
3 Mobile Home	27	40	-32.50%	\$2,779,800.	\$3,036,050.	-8.44%	91.09%	93.57%
4 Recreational	5	4	25.00%	\$4,654,000.	\$1,396,500.	233.26%	94.13%	95.04%
5 Residential	250	297	-15.82%	\$85,913,096.	\$84,053,824.	2.21%	96.82%	97.05%
6 Residential WF	3	3	0.00%	\$4,478,900.	\$2,703,000.	65.70%	90.39%	96.90%
7 3/4-Plex	2	7	-71.43%	\$426,500.	\$1,291,250.	-66.97%	97.96%	94.85%
8 Timeshare	0	0	0.00%	\$0.	\$0.	0.00%	0.00%	0.00%
9 Apartment	54	47	14.89%	\$9,047,450.	\$6,904,400.	31.04%	96.63%	97.01%
10 Townhouse	80	58	37.93%	\$18,796,710.	\$11,983,950.	56.85%	97.44%	98.03%
11 RES. TOTAL	478	512	-6.64%	\$149,419,840.	\$129,902,176.	15.02%	96.43%	96.68%
12 FARMS	3	5	-40.00%	\$2,085,000.	\$4,037,900.	-48.36%	86.54%	93.65%
13 MULTIFAMILY	6	4	50.00%	\$3,479,000.	\$1,827,500.	90.37%	95.71%	95.41%
14 Acreage	12	14	-14.29%	\$2,243,000.	\$4,216,500.	-46.80%	100.51%	97.12%
15 Acreage W	1	2	-50.00%	\$665,000.	\$350,000.	90.00%	89.87%	76.00%
16 Lots	24	36	-33.33%	\$3,578,200.	\$4,520,875.	-20.85%	96.26%	103.18%
17 Lots WF	1	1	0.00%	\$1,200,000.	\$920,000.	30.43%	85.71%	106.97%
18 LOTS TOTAL	38	53	-28.30%	\$7,686,200.	\$10,007,375.	-23.19%	97.15%	100.62%
19 Business	2	9	-77.78%	\$229,770.	\$5,693,600.	-95.96%	66.52%	80.85%
20 Commercial	2	9	-77.78%	\$975,000.	\$3,524,000.	-72.33%	95.79%	85.26%
21 Land	1	2	-50.00%	\$457,000.	\$302,000.	51.32%	97.25%	81.43%
22 Leases	5	1	400.00%	\$1,131,609.	\$6,165,742.	42.19%	100.00%	66.66%
23 IC&I TOTAL	10	21	-52.38%	\$2,793,379.	\$9,519,607.	-70.66%	86.97%	82.12%
24 GRAND TOTAL	535	595	-10.08%	\$165,463,424.	\$155,294,560.	6.55%	96.31%	96.48%

Totals include variables in any given month, due to preceding month's collapsed sales and deleted listings. e & 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 %
Area = NO									
1 Acreage/House	\$466,363.87	\$396,822.21	17.52%	\$457,100.	\$387,500.	17.96%	125	79	58.23%
2 Duplex	\$328,050.	\$272,000.	20.61%	\$380,000.	\$232,000.	63.79%	24	55	-56.36%
3 Mobile Home	\$98,240.	\$97,270.	1.00%	\$89,450.	\$66,000.	35.53%	108	82	31.71%
4 Recreational	\$1,039,500.	\$0.	0.00%	\$1,039,500.	\$0.	0.00%	63	0	0.00%
5 Residential	\$354,697.12	\$284,403.34	24.72%	\$335,088.12	\$265,500.	26.21%	74	60	23.33%
6 Residential WF	\$1,492,966.62	\$864,000.	72.80%	\$1,500,000.	\$864,000.	73.61%	196	27	625.93%
7 3/4-Plex	\$213,250.	\$259,000.	-17.66%	\$213,250.	\$259,000.	-17.66%	98	86	13.95%
8 Timeshare	\$0.	\$0.	0.00%	\$0.	\$0.	0.00%	0	0	0.00%
9 Apartment	\$163,480.	\$151,735.	7.74%	\$143,000.	\$134,500.	6.32%	54	38	42.11%
10 Townhouse	\$258,437.03	\$194,702.	32.73%	\$237,000.	\$193,000.	22.80%	54	35	54.29%
11 RES. TOTAL	\$334,255.	\$261,702.92	27.72%	\$301,500.	\$249,600.	20.79%	74	58	27.59%
12 FARMS	\$775,000.	\$605,000.	28.10%	\$775,000.	\$605,000.	28.10%	17	227	-92.51%
13 MULTIFAMILY	\$533,000.	\$622,500.	-14.38%	\$553,000.	\$622,500.	-11.16%	101	265	-61.89%
14 Acreage	\$255,000.	\$399,666.65	-36.20%	\$255,000.	\$143,000.	78.32%	177	228	-22.37%
15 Acreage W	\$0.	\$0.	0.00%	\$0.	\$0.	0.00%	0	0	0.00%
16 Lots	\$173,128.57	\$124,439.58	39.13%	\$144,000.	\$109,950.	30.97%	339	269	26.02%
17 Lots WF	\$1,200,000.	\$920,000.	30.43%	\$1,200,000.	\$920,000.	30.43%	17	330	-94.85%
18 LOTS TOTAL	\$292,190.	\$253,225.	15.39%	\$146,000.	\$120,000.	21.67%	274	259	5.79%
19 Business	\$104,770.	\$278,750.	-62.41%	\$104,770.	\$310,000.	-66.20%	269	221	21.72%
20 Commercial	\$0.	\$272,333.34	0.00%	\$0.	\$85,000.	0.00%	0	134	0.00%
21 Land	\$457,000.	\$162,000.	182.10%	\$457,000.	\$162,000.	182.10%	207	3	6800.00%
22 Leases	\$0.	\$0.	0.00%	\$0.	\$0.	0.00%	0	0	0.00%
23 IC&I TOTAL	\$280,885.	\$261,750.	7.31%	\$280,885.	\$179,500.	56.48%	238	161	47.83%
24 GRAND TOTAL	\$336,509.81	\$265,583.56	26.71%	\$301,500.	\$237,000.	27.22%	85	80	6.25%

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%
Area = NO									
1 Acreage/House	\$455,986.25	\$369,890.68	23.28%	\$439,500.	\$360,000.	22.08%	128	108	18.52%
2 Duplex	\$299,054.87	\$202,146.15	47.94%	\$267,000.	\$196,000.	36.22%	55	88	-37.50%
3 Mobile Home	\$102,955.55	\$75,901.25	35.64%	\$78,000.	\$56,500.	38.05%	86	68	26.47%
4 Recreational	\$930,800.	\$349,125.	166.61%	\$929,000.	\$370,000.	151.08%	195	140	39.29%
5 Residential	\$343,652.40	\$283,009.53	21.43%	\$320,250.	\$264,000.	21.31%	86	60	43.33%
6 Residential WF	\$1,492,966.62	\$901,000.	65.70%	\$1,500,000.	\$975,000.	53.85%	196	22	790.91%
7 3/4-Plex	\$213,250.	\$184,464.28	15.61%	\$213,250.	\$167,000.	27.69%	98	95	3.16%
8 Timeshare	\$0.	\$0.	0.00%	\$0.	\$0.	0.00%	0	0	0.00%
9 Apartment	\$167,545.37	\$146,902.12	14.05%	\$149,950.	\$125,000.	19.96%	61	47	29.79%
10 Townhouse	\$234,958.85	\$206,619.82	13.72%	\$224,500.	\$191,500.	17.23%	57	55	3.64%
11 RES. TOTAL	\$312,593.81	\$253,715.18	23.21%	\$277,125.	\$238,000.	16.44%	83	65	27.69%
12 FARMS	\$695,000.	\$807,580.	-13.94%	\$775,000.	\$605,000.	28.10%	97	177	-45.20%
13 MULTIFAMILY	\$579,833.31	\$456,875.	26.91%	\$468,000.	\$433,250.	8.02%	96	226	-57.52%
14 Acreage	\$186,916.67	\$301,178.56	-37.94%	\$150,500.	\$160,500.	-6.23%	152	226	-32.74%
15 Acreage W	\$665,000.	\$175,000.	280.00%	\$665,000.	\$175,000.	280.00%	162	166	-2.41%
16 Lots	\$149,091.67	\$125,579.85	18.72%	\$135,000.	\$116,400.	15.98%	240	217	10.60%
17 Lots WF	\$1,200,000.	\$920,000.	30.43%	\$1,200,000.	\$920,000.	30.43%	17	330	-94.85%
18 LOTS TOTAL	\$202,268.42	\$188,818.39	7.12%	\$144,000.	\$120,000.	20.00%	204	220	-7.27%
19 Business	\$114,885.	\$632,622.25	-81.84%	\$114,885.	\$29,500.	289.44%	207	228	-9.21%
20 Commercial	\$487,500.	\$391,555.56	24.50%	\$487,500.	\$440,000.	10.80%	86	210	-59.05%
21 Land	\$457,000.	\$151,000.	202.65%	\$457,000.	\$151,000.	202.65%	207	162	27.78%
22 Leases	\$226,321.79	\$23068.55%		\$73,440.	\$7,049	942.87%	212	291	-27.15%
23 IC&I TOTAL	\$279,337.90	\$453,314.62	-38.38%	\$114,885.	\$162,000.	-29.08%	185	217	-14.75%
24 GRAND TOTAL	\$309,277.40	\$260,999.26	18.50%	\$270,000.	\$230,000.	17.39%	93	86	8.14%