

**Central Okanagan Monthly Statistics  
November 2018**

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## Zone Totals

| Description                    | CM This Year  | CM Last Year  | Increase | This YTD        | Last YTD        | Increase |
|--------------------------------|---------------|---------------|----------|-----------------|-----------------|----------|
| <b>Area = Central Okanagan</b> |               |               |          |                 |                 |          |
| 1 Units Listed                 | 643           | 684           | -5.99%   | 10,674          | 10,183          | 4.82%    |
| 2 Units Sold                   | 323           | 467           | -30.84%  | 4,807           | 6,195           | -22.41%  |
| 3 Sales Volume                 | \$173,322,004 | \$235,976,774 | -26.55%  | \$2,705,566,007 | \$3,282,681,685 | -17.58%  |
| 4 List/Sell Ratio              | 96.37%        | 97.35%        |          | 97.14%          | 97.51%          |          |
| 5 Days to Sell                 | 71            | 65            | 8.75%    | 63              | 60              | 4.50%    |
| 6 Active Listings              | 2,946         | 2,274         | 29.55%   |                 |                 |          |
| <b>Area = North Okanagan</b>   |               |               |          |                 |                 |          |
| 1 Units Listed                 | 218           | 237           | -8.02%   | 3,680           | 3,628           | 1.43%    |
| 2 Units Sold                   | 147           | 157           | -6.37%   | 1,966           | 2,399           | -18.05%  |
| 3 Sales Volume                 | \$76,485,191  | \$64,856,521  | 17.93%   | \$921,876,961   | \$995,629,821   | -7.41%   |
| 4 List/Sell Ratio              | 95.92%        | 96.78%        |          | 96.56%          | 97.10%          |          |
| 5 Days to Sell                 | 105           | 93            | 12.46%   | 86              | 95              | -8.87%   |
| 6 Active Listings              | 1,312         | 1,178         | 11.38%   |                 |                 |          |
| <b>Area = Shuswap / Revels</b> |               |               |          |                 |                 |          |
| 1 Units Listed                 | 92            | 101           | -8.91%   | 2,222           | 2,217           | 0.23%    |
| 2 Units Sold                   | 66            | 90            | -26.67%  | 1,185           | 1,328           | -10.77%  |
| 3 Sales Volume                 | \$23,121,050  | \$36,946,132  | -37.42%  | \$437,141,277   | \$465,301,407   | -6.05%   |
| 4 List/Sell Ratio              | 95.12%        | 93.56%        |          | 96.08%          | 96.09%          |          |
| 5 Days to Sell                 | 163           | 187           | -12.99%  | 116             | 118             | -1.82%   |
| 6 Active Listings              | 870           | 815           | 6.75%    |                 |                 |          |
| <b>Area = Grand Total</b>      |               |               |          |                 |                 |          |
| 1 Units Listed                 | 953           | 1,022         | -6.75%   | 16,576          | 16,028          | 3.42%    |
| 2 Units Sold                   | 536           | 714           | -24.93%  | 7,958           | 9,922           | -19.79%  |
| 3 Sales Volume                 | \$272,928,245 | \$337,779,427 | -19.20%  | \$4,064,584,245 | \$4,743,612,913 | -14.31%  |
| 4 List/Sell Ratio              | 96.14%        | 96.81%        |          | 96.89%          | 97.29%          |          |
| 5 Days to Sell                 | 91            | 87            | 5.51%    | 77              | 76              | 0.38%    |
| 6 Active Listings              | 5,128         | 4,267         | 20.18%   |                 |                 |          |

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

Central Okanagan Statistics -- November 2018

**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>           | 323                     | \$173,322,004             | 137                     | \$89,157,550              |
| <b>Last Month</b>           | 403                     | \$210,614,217             | 173                     | \$115,475,842             |
| <b>This Month Last Year</b> | 467                     | \$235,976,774             | 189                     | \$127,504,005             |

  

| <b>Description</b>          | <b>Total Listings Taken</b> | <b>Inventory</b> |
|-----------------------------|-----------------------------|------------------|
| <b>This Month</b>           | 643                         | 2,946            |
| <b>Last Month</b>           | 873                         | 3,197            |
| <b>This Month Last Year</b> | 684                         | 2,274            |

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Central Okanagan Statistics -- November 2018

## Quick Summary Part 2

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### Condo/Apt

|                   |           |
|-------------------|-----------|
| Sales             | 71        |
| New Listings      | 150       |
| Current Inventory | 489       |
| Sell/Inv. Ratio   | 14.52%    |
| Days to Sell      | 56        |
| Average Price     | \$329,313 |
| Median Price      | \$325,000 |

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### Condo/Townhouse

|                   |           |
|-------------------|-----------|
| Sales             | 42        |
| New Listings      | 87        |
| Current Inventory | 353       |
| Sell/Inv. Ratio   | 11.90%    |
| Days to Sell      | 64        |
| Average Price     | \$513,330 |
| Median Price      | \$501,500 |

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### Lots

|                   |           |
|-------------------|-----------|
| Sales             | 21        |
| New Listings      | 41        |
| Current Inventory | 423       |
| Sell/Inv. Ratio   | 4.96%     |
| Days to Sell      | 114       |
| Average Price     | \$338,614 |
| Median Price      | \$314,000 |

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### Residential

|                             |           |
|-----------------------------|-----------|
| Sales                       | 137       |
| New Listings                | 242       |
| Current Inventory           | 950       |
| Sell/Inv. Ratio             | 14.42%    |
| Days to Sell                | 63        |
| Average Price               | \$650,785 |
| Median Price                | \$625,000 |
| Ratio of Sales vs Inventory | 14.82%    |

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

## 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 = Central Okanagan</b> |            |            |               |               |               |              |              |              |              |
| Acreage/House                  | 23         | 8          | 187.50%       | 296           | 338           | -12.43       | 136          | 132          | 3.03         |
| Duplex                         | 8          | 16         | -50.00%       | 239           | 195           | 22.56        | 41           | 35           | 17.14        |
| Mobile Home                    | 25         | 20         | 25.00%        | 388           | 315           | 23.17        | 91           | 52           | 75.00        |
| Recreational                   | 1          | 0          | 0.00%         | 26            | 21            | 23.81        | 10           | 5            | 100.00       |
| Residential                    | 242        | 270        | -10.37%       | 4,559         | 4,289         | 6.30         | 950          | 759          | 25.16        |
| Residential WF                 | 10         | 9          | 11.11%        | 153           | 133           | 15.04        | 84           | 61           | 37.70        |
| 3/4-Plex                       | 1          | 2          | -50.00%       | 22            | 29            | -24.14       | 6            | 6            | 0.00         |
| Timeshare                      | 0          | 0          | 0.00%         | 0             | 1             | -100.00      |              | 1            |              |
| Apartment                      | 150        | 144        | 4.17%         | 2,226         | 2,076         | 7.23         | 489          | 313          | 56.23        |
| Townhouse                      | 87         | 73         | 19.18%        | 1,393         | 1,261         | 10.47        | 353          | 183          | 92.90        |
| RES TOTAL                      | 547        | 542.00     | 0.92%         | 9,302         | 8,658         | 7.44%        | 2,160        | 1,547        | 39.63        |
| FARMS                          | 6          | 4          | 50.00%        | 58            | 68            | -14.71       | 28           | 27           | 3.70         |
| MULTIFAMILY                    | 0          | 1          | -100.00%      | 18            | 15            | 20.00        | 11           | 4            | 175.00       |
| Acreage                        | 5          | 6          | -16.67%       | 63            | 98            | -35.71       | 36           | 47           | -23.40       |
| Acreage WF                     | 2          | 0          | 0.00%         | 22            | 14            | 57.14        | 12           | 9            | 33.33        |
| Lots                           | 31         | 80         | -61.25%       | 663           | 730           | -9.18        | 360          | 276          | 30.43        |
| Lots WF                        | 3          | 1          | 200.00%       | 23            | 21            | 9.52         | 15           | 16           | -6.25        |
| LOTS TOTAL                     | 41         | 87.00      | -52.87%       | 771           | 863           | -10.66%      | 423          | 348          | 21.55        |
| Business                       | 7          | 7          | 0.00%         | 100           | 101           | -0.99        | 46           | 56           | -17.86       |
| Commercial                     | 27         | 36         | -25.00%       | 346           | 371           | -6.74        | 221          | 231          | -4.33        |
| Land                           | 15         | 7          | 114.29%       | 78            | 107           | -27.10       | 57           | 60           | -5.00        |
| COMM TOTAL                     | 49         | 50.00      | -2.00%        | 524           | 579           | -9.50%       | 324          | 347          | -6.63        |
| <b>GRAND TOTAL</b>             | <b>643</b> | <b>684</b> | <b>-5.99%</b> | <b>10,673</b> | <b>10,183</b> | <b>4.81%</b> | <b>2,946</b> | <b>2,273</b> | <b>29.61</b> |

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Central Okanagan Statistics -- November 2018

## 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 = Central Okanagan</b> |            |            |                |                      |                      |                |                 |               |
| Acreage/House                  | 7          | 14         | -50.00%        | \$8,047,500          | \$17,068,800         | -52.85%        | 92.59%          | 95.04%        |
| Duplex                         | 6          | 10         | -40.00%        | \$3,921,250          | \$4,746,200          | -17.38%        | 94.65%          | 97.95%        |
| Mobile Home                    | 19         | 19         | 0.00%          | \$2,841,100          | \$3,250,000          | -12.58%        | 93.07%          | 95.63%        |
| Recreational                   | 0          | 0          | 0.00%          | \$0                  | \$0                  | 0.00%          | 0.00%           | 0.00%         |
| Residential                    | 137        | 189        | -27.51%        | \$89,157,550         | \$127,504,005        | -30.07%        | 96.54%          | 97.42%        |
| Residential WF                 | 0          | 0          | 0.00%          | \$0                  | \$0                  | 0.00%          | 0.00%           | 0.00%         |
| 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                      | 71         | 113        | -37.17%        | \$23,381,200         | \$37,949,906         | -38.39%        | 97.62%          | 97.64%        |
| Townhouse                      | 42         | 50         | -16.00%        | \$21,559,861         | \$23,573,602         | -8.54%         | 97.48%          | 98.49%        |
| RES TOTAL                      | 282        | 395        | -28.61%        | \$148,908,461        | \$214,092,513        | -30.45%        | 96.50%          | 97.36%        |
| FARMS                          | 2          | 1          | 100.00%        | \$3,906,000          | \$1,850,000          | 111.14%        | 101.32%         | 85.06%        |
| MULTIFAMILY                    | 2          | 0          | 0.00%          | \$4,600,000          | \$0                  | 0.00%          | 94.09%          | 0.00%         |
| Acreage                        | 2          | 4          | -50.00%        | \$590,000            | \$4,995,000          | -88.19%        | 96.72%          | 97.86%        |
| Acreage WF                     | 2          | 0          | 0.00%          | \$730,000            | \$0                  | 0.00%          | 89.68%          | 0.00%         |
| Lots                           | 17         | 50         | -66.00%        | \$5,790,899          | \$9,846,929          | -41.19%        | 97.09%          | 97.04%        |
| Lots WF                        | 0          | 1          | -100.00%       | \$0                  | \$840,000            | -100.00%       | 0.00%           | 93.87%        |
| LOTS TOTAL                     | 21         | 55         | -61.82%        | \$7,110,899          | \$15,681,929         | -54.66%        | 96.25%          | 97.13%        |
| Business                       | 3          | 1          | 200.00%        | \$1,312,000          | \$230,000            | 470.43%        | 84.65%          | 76.92%        |
| Commercial                     | 10         | 13         | -23.08%        | \$1,259,642          | \$1,855,315          | -32.11%        | 93.30%          | 93.18%        |
| Land                           | 3          | 2          | 50.00%         | \$6,225,002          | \$2,267,016          | 174.59%        | 95.77%          | 119.44%       |
| COMM TOTAL                     | 16         | 16         | 0.00%          | \$8,796,644          | \$4,352,331          | 102.11%        | 93.58%          | 103.92%       |
| <b>GRAND TOTAL</b>             | <b>323</b> | <b>467</b> | <b>-30.84%</b> | <b>\$173,322,004</b> | <b>\$235,976,774</b> | <b>-26.55%</b> | <b>96.37%</b>   | <b>97.35%</b> |

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

Central Okanagan Statistics -- November 2018

## 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 = Central Okanagan</b> |              |              |                |                        |                        |                |                 |               |
| Acreage/House                  | 87           | 129          | -32.56%        | \$108,005,760          | \$165,756,058          | -34.84%        | 94.44%          | 93.03%        |
| Duplex                         | 87           | 127          | -31.50%        | \$47,033,863           | \$59,252,690           | -20.62%        | 97.05%          | 98.68%        |
| Mobile Home                    | 220          | 245          | -10.20%        | \$36,224,430           | \$34,863,799           | 3.90%          | 95.95%          | 96.29%        |
| Recreational                   | 4            | 11           | -63.64%        | \$948,300              | \$1,273,800            | -25.55%        | 96.40%          | 95.02%        |
| Residential                    | 2,036        | 2,516        | -19.08%        | \$1,449,144,521        | \$1,708,127,780        | -15.16%        | 97.69%          | 98.15%        |
| Residential WF                 | 40           | 37           | 8.11%          | \$118,524,340          | \$76,371,250           | 55.19%         | 94.06%          | 93.92%        |
| 3/4-Plex                       | 9            | 16           | -43.75%        | \$6,552,500            | \$11,307,688           | -42.05%        | 96.44%          | 95.80%        |
| Timeshare                      | 0            | 0            | 0.00%          | \$0                    | \$0                    | 0.00%          | 0.00%           | 0.00%         |
| Apartment                      | 1,269        | 1,533        | -17.22%        | \$442,648,233          | \$510,015,943          | -13.21%        | 97.72%          | 98.12%        |
| Townhouse                      | 659          | 903          | -27.02%        | \$328,229,037          | \$413,169,073          | -20.56%        | 97.83%          | 98.90%        |
| RES TOTAL                      | 4,411        | 5,517        | -20.05%        | \$2,537,310,985        | \$2,980,138,081        | -14.86%        | 97.35%          | 97.81%        |
| FARMS                          | 9            | 18           | -50.00%        | \$21,571,000           | \$24,680,000           | -12.60%        | 90.14%          | 93.51%        |
| MULTIFAMILY                    | 3            | 8            | -62.50%        | \$5,910,000            | \$9,123,000            | -35.22%        | 95.57%          | 96.57%        |
| Acreage                        | 18           | 45           | -60.00%        | \$11,532,000           | \$33,072,700           | -65.13%        | 93.85%          | 93.69%        |
| Acreage WF                     | 4            | 9            | -55.56%        | \$2,980,000            | \$9,698,500            | -69.27%        | 84.35%          | 88.89%        |
| Lots                           | 176          | 410          | -57.07%        | \$52,604,972           | \$114,666,800          | -54.12%        | 96.24%          | 97.36%        |
| Lots WF                        | 2            | 5            | -60.00%        | \$2,380,000            | \$4,217,000            | -43.56%        | 91.72%          | 94.48%        |
| LOTS TOTAL                     | 200          | 469          | -57.36%        | \$69,496,972           | \$161,655,000          | -57.01%        | 95.10%          | 95.97%        |
| Business                       | 19           | 13           | 46.15%         | \$4,438,000            | \$5,924,695            | -25.09%        | 81.95%          | 89.26%        |
| Commercial                     | 150          | 143          | 4.90%          | \$40,054,048           | \$47,449,290           | -15.59%        | 95.44%          | 93.30%        |
| Land                           | 14           | 27           | -48.15%        | \$26,062,002           | \$53,711,618           | -51.48%        | 93.96%          | 92.82%        |
| COMM TOTAL                     | 183          | 183          | 0.00%          | \$70,554,050           | \$107,085,603          | -34.11%        | 93.92%          | 92.82%        |
| <b>GRAND TOTAL</b>             | <b>4,806</b> | <b>6,195</b> | <b>-22.42%</b> | <b>\$2,704,843,007</b> | <b>\$3,282,681,685</b> | <b>-17.60%</b> | <b>97.14%</b>   | <b>97.51%</b> |

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



Central Okanagan Statistics -- November 2018

## 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 = Central Okanagan</b> |                  |                  |              |                  |                  |              |              |           |              |
| Acreage/House                  | \$1,149,643      | \$1,219,200      | -5.71%       | \$955,000        | \$1,147,500      | -16.78%      | 142          | 150       | -5.47%       |
| Duplex                         | \$653,542        | \$474,620        | 37.70%       | \$601,000        | \$447,500        | 34.30%       | 56           | 49        | 13.02%       |
| Mobile Home                    | \$149,532        | \$171,053        | -12.58%      | \$160,000        | \$167,500        | -4.48%       | 72           | 54        | 33.37%       |
| Recreational                   |                  |                  |              |                  |                  |              |              |           |              |
| Residential                    | \$650,785        | \$674,624        | -3.53%       | \$625,000        | \$610,000        | 2.46%        | 63           | 50        | 26.09%       |
| Residential WF                 |                  |                  |              |                  |                  |              |              |           |              |
| 3/4-Plex                       |                  |                  |              |                  |                  |              |              |           |              |
| Timeshare                      |                  |                  |              |                  |                  |              |              |           |              |
| Apartment                      | \$329,313        | \$335,840        | -1.94%       | \$325,000        | \$319,900        | 1.59%        | 56           | 54        | 4.33%        |
| Townhouse                      | \$513,330        | \$471,472        | 8.88%        | \$501,500        | \$447,500        | 12.07%       | 64           | 58        | 8.82%        |
| RES TOTAL                      | \$528,044        | \$542,006        | -2.58%       | \$520,000        | \$498,000        | 4.42%        | 64           | 56        | 14.14%       |
| FARMS                          | \$1,953,000      | \$1,850,000      | 5.57%        | \$1,953,000      | \$1,850,000      | 5.57%        | 12           | 42        | -72.62%      |
| MULTIFAMILY                    | \$2,300,000      |                  |              | \$2,300,000      |                  |              | 120          |           |              |
| Acreage                        | \$295,000        | \$1,248,750      | -76.38%      | \$295,000        | \$547,500        | -46.12%      | 161          | 238       | -32.56%      |
| Acreage WF                     | \$365,000        |                  |              | \$365,000        |                  |              | 113          |           |              |
| Lots                           | \$340,641        | \$196,939        | 72.97%       | \$314,000        | \$178,125        | 76.28%       | 109          | 51        | 115.04%      |
| Lots WF                        |                  | \$840,000        |              |                  | \$840,000        |              |              | 133       |              |
| LOTS TOTAL                     | \$338,614        | \$285,126        | 18.76%       | \$314,000        | \$178,125        | 76.28%       | 114          | 66        | 73.64%       |
| Business                       | \$437,333        | \$230,000        | 90.14%       | \$75,000         | \$230,000        | -67.39%      | 88           | 218       | -59.63%      |
| Commercial                     | \$125,964        | \$142,717        | -11.74%      | \$17             | \$13             | 30.77%       | 139          | 181       | -23.27%      |
| Land                           | \$2,075,001      | \$1,133,508      | 83.06%       | \$2,725,000      | \$1,133,508      | 140.40%      | 200          | 1,069     | -81.32%      |
| COMM TOTAL                     | \$549,790        | \$272,021        | 102.11%      | \$28             | \$19             | 50.00%       | 141          | 294       | -52.19%      |
| <b>GRAND TOTAL</b>             | <b>\$536,601</b> | <b>\$505,304</b> | <b>6.19%</b> | <b>\$491,500</b> | <b>\$458,000</b> | <b>7.31%</b> | <b>71</b>    | <b>65</b> | <b>8.75%</b> |

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

Central Okanagan Statistics -- November 2018

## 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 = Central Okanagan</b> |                  |                  |              |                  |                  |              |              |           |              |
| Acreage/House                  | \$1,241,446      | \$1,284,931      | -3.38%       | \$970,000        | \$1,090,000      | -11.01%      | 123          | 107       | 14.73%       |
| Duplex                         | \$540,619        | \$466,557        | 15.87%       | \$470,000        | \$425,000        | 10.59%       | 53           | 45        | 19.90%       |
| Mobile Home                    | \$164,657        | \$142,301        | 15.71%       | \$164,950        | \$131,500        | 25.44%       | 59           | 65        | -9.23%       |
| Recreational                   | \$237,075        | \$115,800        | 104.73%      | \$166,400        | \$100,000        | 66.40%       | 22           | 43        | -49.84%      |
| Residential                    | \$711,761        | \$678,906        | 4.84%        | \$660,000        | \$625,000        | 5.60%        | 54           | 48        | 12.84%       |
| Residential WF                 | \$2,963,109      | \$2,064,088      | 43.56%       | \$2,697,500      | \$2,010,000      | 34.20%       | 113          | 94        | 20.19%       |
| 3/4-Plex                       | \$728,056        | \$706,731        | 3.02%        | \$550,000        | \$669,500        | -17.85%      | 85           | 46        | 86.04%       |
| Timeshare                      |                  |                  |              |                  |                  |              |              |           |              |
| Apartment                      | \$348,817        | \$332,691        | 4.85%        | \$329,900        | \$305,000        | 8.16%        | 51           | 48        | 7.90%        |
| Townhouse                      | \$498,071        | \$457,552        | 8.86%        | \$490,000        | \$437,900        | 11.90%       | 56           | 47        | 18.94%       |
| RES TOTAL                      | \$575,224        | \$540,174        | 6.49%        | \$524,000        | \$485,000        | 8.04%        | 56           | 50        | 11.35%       |
| FARMS                          | \$2,396,778      | \$1,371,111      | 74.81%       | \$1,510,000      | \$1,439,750      | 4.88%        | 76           | 148       | -48.57%      |
| MULTIFAMILY                    | \$1,970,000      | \$1,140,375      | 72.75%       | \$1,310,000      | \$940,000        | 39.36%       | 89           | 101       | -11.66%      |
| Acreage                        | \$640,667        | \$734,949        | -12.83%      | \$507,500        | \$500,000        | 1.50%        | 130          | 183       | -28.96%      |
| Acreage WF                     | \$745,000        | \$1,077,611      | -30.87%      | \$367,500        | \$300,000        | 22.50%       | 97           | 225       | -56.84%      |
| Lots                           | \$298,892        | \$279,675        | 6.87%        | \$279,999        | \$249,450        | 12.25%       | 128          | 104       | 22.96%       |
| Lots WF                        | \$1,190,000      | \$843,400        | 41.10%       | \$1,190,000      | \$840,000        | 41.67%       | 448          | 308       | 45.20%       |
| LOTS TOTAL                     | \$347,485        | \$344,680        | 0.81%        | \$285,213        | \$260,000        | 9.70%        | 130          | 116       | 12.54%       |
| Business                       | \$233,579        | \$455,746        | -48.75%      | \$158,000        | \$180,000        | -12.22%      | 137          | 173       | -21.06%      |
| Commercial                     | \$267,027        | \$331,813        | -19.52%      | \$20             | \$23             | -11.96%      | 165          | 199       | -16.90%      |
| Land                           | \$1,861,572      | \$1,989,319      | -6.42%       | \$1,577,500      | \$1,175,000      | 34.26%       | 148          | 307       | -51.71%      |
| COMM TOTAL                     | \$385,541        | \$585,167        | -34.11%      | \$25             | \$61,795         | -99.96%      | 161          | 213       | -24.41%      |
| <b>GRAND TOTAL</b>             | <b>\$562,805</b> | <b>\$529,892</b> | <b>6.21%</b> | <b>\$500,000</b> | <b>\$463,000</b> | <b>7.99%</b> | <b>63</b>    | <b>60</b> | <b>4.49%</b> |

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