

**North Okanagan Monthly Statistics  
February 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                 | 742           | 760           | -2.37%   | 1,379         | 1,324         | 4.15%    |
| 2 Units Sold                   | 367           | 398           | -7.79%   | 730           | 675           | 8.15%    |
| 3 Sales Volume                 | \$192,086,078 | \$211,076,484 | -9.00%   | \$383,739,282 | \$345,239,756 | 11.15%   |
| 4 List/Sell Ratio              | 97.71%        | 97.41%        |          | 97.42%        | 97.42%        |          |
| 5 Days to Sell                 | 65            | 72            | -10.64%  | 75            | 74            | 0.98%    |
| 6 Active Listings              | 2,100         | 2,114         | -0.66%   |               |               |          |
| <b>Area = North Okanagan</b>   |               |               |          |               |               |          |
| 1 Units Listed                 | 217           | 226           | -3.98%   | 427           | 460           | -7.17%   |
| 2 Units Sold                   | 131           | 134           | -2.24%   | 242           | 219           | 10.50%   |
| 3 Sales Volume                 | \$58,627,473  | \$49,453,943  | 18.55%   | \$112,676,251 | \$80,711,423  | 39.60%   |
| 4 List/Sell Ratio              | 97.39%        | 97.40%        |          | 97.01%        | 96.75%        |          |
| 5 Days to Sell                 | 104           | 114           | -9.12%   | 109           | 121           | -9.72%   |
| 6 Active Listings              | 1,004         | 1,260         | -20.32%  |               |               |          |
| <b>Area = Shuswap / Revels</b> |               |               |          |               |               |          |
| 1 Units Listed                 | 157           | 161           | -2.48%   | 269           | 256           | 5.08%    |
| 2 Units Sold                   | 61            | 54            | 12.96%   | 119           | 115           | 3.48%    |
| 3 Sales Volume                 | \$24,563,200  | \$15,888,043  | 54.60%   | \$44,147,418  | \$36,096,098  | 22.31%   |
| 4 List/Sell Ratio              | 93.94%        | 96.28%        |          | 95.45%        | 95.94%        |          |
| 5 Days to Sell                 | 199           | 120           | 64.98%   | 176           | 128           | 37.72%   |
| 6 Active Listings              | 773           | 877           | -11.86%  |               |               |          |
| <b>Area = Grand Total</b>      |               |               |          |               |               |          |
| 1 Units Listed                 | 1,116         | 1,147         | -2.70%   | 2,075         | 2,040         | 1.72%    |
| 2 Units Sold                   | 559           | 586           | -4.61%   | 1,091         | 1,009         | 8.13%    |
| 3 Sales Volume                 | \$275,276,751 | \$276,418,470 | -0.41%   | \$540,562,951 | \$462,047,276 | 16.99%   |
| 4 List/Sell Ratio              | 97.29%        | 97.35%        |          | 97.17%        | 97.18%        |          |
| 5 Days to Sell                 | 89            | 86            | 2.41%    | 94            | 90            | 3.44%    |
| 6 Active Listings              | 3,877         | 4,251         | -8.80%   |               |               |          |

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

North Okanagan Statistics -- February 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>           | 131                     | \$58,627,473              | 60                      | \$29,353,006              |
| <b>Last Month</b>           | 111                     | \$54,048,777              | 42                      | \$24,862,275              |
| <b>This Month Last Year</b> | 134                     | \$49,453,943              | 58                      | \$25,128,500              |

  

| <b>Description</b>          | <b>Total Listings Taken</b> | <b>Inventory</b> |
|-----------------------------|-----------------------------|------------------|
| <b>This Month</b>           | 217                         | 1,004            |
| <b>Last Month</b>           | 210                         | 995              |
| <b>This Month Last Year</b> | 226                         | 1,260            |

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

North Okanagan Statistics -- February 2018

## Quick Summary Part 2

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### Condo/Apt

|                   |           |
|-------------------|-----------|
| Sales             | 15        |
| New Listings      | 23        |
| Current Inventory | 62        |
| Sell/Inv. Ratio   | 24.19%    |
| Days to Sell      | 63        |
| Average Price     | \$216,887 |
| Median Price      | \$220,000 |

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### Condo/Townhouse

|                   |           |
|-------------------|-----------|
| Sales             | 17        |
| New Listings      | 24        |
| Current Inventory | 73        |
| Sell/Inv. Ratio   | 23.29%    |
| Days to Sell      | 33        |
| Average Price     | \$291,960 |
| Median Price      | \$295,000 |

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### Lots

|                   |           |
|-------------------|-----------|
| Sales             | 7         |
| New Listings      | 27        |
| Current Inventory | 285       |
| Sell/Inv. Ratio   | 2.46%     |
| Days to Sell      | 236       |
| Average Price     | \$368,121 |
| Median Price      | \$255,000 |

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### Residential

|                             |           |
|-----------------------------|-----------|
| Sales                       | 60        |
| New Listings                | 87        |
| Current Inventory           | 238       |
| Sell/Inv. Ratio             | 25.21%    |
| Days to Sell                | 92        |
| Average Price               | \$489,217 |
| Median Price                | \$451,500 |
| Ratio of Sales vs Inventory | 18.89%    |

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

North Okanagan Statistics -- February 2018

## 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                | 14         | 15         | -6.67%        | 32         | 25         | 28.00         | 105          | 112          | -6.25         |
| Duplex                       | 11         | 10         | 10.00%        | 16         | 15         | 6.67          | 28           | 29           | -3.45         |
| Mobile Home                  | 9          | 11         | -18.18%       | 15         | 25         | -40.00        | 36           | 40           | -10.00        |
| Recreational                 | 0          | 6          | -100.00%      | 1          | 6          | -83.33        | 6            | 55           | -89.09        |
| Residential                  | 87         | 95         | -8.42%        | 173        | 166        | 4.22          | 238          | 291          | -18.21        |
| Residential WF               | 0          | 0          | 0.00%         | 5          | 5          | 0.00          | 21           | 22           | -4.55         |
| 3/4-Plex                     | 0          | 1          | -100.00%      | 0          | 1          | -100.00       | 4            | 2            | 100.00        |
| Timeshare                    | 0          | 0          | 0.00%         | 0          | 0          | 0.00          |              |              |               |
| Apartment                    | 23         | 29         | -20.69%       | 42         | 47         | -10.64        | 62           | 91           | -31.87        |
| Townhouse                    | 24         | 29         | -17.24%       | 54         | 47         | 14.89         | 73           | 78           | -6.41         |
| RES TOTAL                    | 168        | 196.00     | -14.29%       | 338        | 337        | 0.30%         | 573          | 720          | -20.42        |
| FARMS                        | 0          | 1          | -100.00%      | 7          | 9          | -22.22        | 24           | 40           | -40.00        |
| MULTIFAMILY                  | 0          | 0          | 0.00%         | 0          | 0          | 0.00          | 3            | 6            | -50.00        |
| Acreage                      | 2          | 7          | -71.43%       | 12         | 20         | -40.00        | 108          | 103          | 4.85          |
| Acreage WF                   | 1          | 0          | 0.00%         | 1          | 3          | -66.67        | 13           | 9            | 44.44         |
| Lots                         | 20         | 12         | 66.67%        | 28         | 54         | -48.15        | 151          | 228          | -33.77        |
| Lots WF                      | 4          | 1          | 300.00%       | 7          | 3          | 133.33        | 13           | 14           | -7.14         |
| LOTS TOTAL                   | 27         | 20.00      | 35.00%        | 48         | 80         | -40.00%       | 285          | 354          | -19.49        |
| Business                     | 5          | 2          | 150.00%       | 9          | 8          | 12.50         | 23           | 23           | 0.00          |
| Commercial                   | 12         | 3          | 300.00%       | 20         | 15         | 33.33         | 74           | 82           | -9.76         |
| Land                         | 5          | 4          | 25.00%        | 5          | 11         | -54.55        | 22           | 35           | -37.14        |
| COMM TOTAL                   | 22         | 9.00       | 144.44%       | 34         | 34         | 0.00%         | 119          | 140          | -15.00        |
| <b>GRAND TOTAL</b>           | <b>217</b> | <b>226</b> | <b>-3.98%</b> | <b>427</b> | <b>460</b> | <b>-7.17%</b> | <b>1,004</b> | <b>1,260</b> | <b>-20.32</b> |

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

North Okanagan Statistics -- February 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 = North Okanagan</b> |            |            |               |                     |                     |               |                 |               |
| Acreage/House                | 16         | 12         | 33.33%        | \$12,031,500        | \$8,004,500         | 50.31%        | 97.46%          | 98.19%        |
| Duplex                       | 5          | 5          | 0.00%         | \$2,241,500         | \$1,618,900         | 38.46%        | 97.55%          | 97.67%        |
| Mobile Home                  | 5          | 5          | 0.00%         | \$524,488           | \$603,500           | -13.09%       | 93.78%          | 95.31%        |
| Recreational                 | 1          | 0          | 0.00%         | \$72,000            | \$0                 | 0.00%         | 90.57%          | 0.00%         |
| Residential                  | 60         | 58         | 3.45%         | \$29,353,006        | \$25,128,500        | 16.81%        | 97.97%          | 97.99%        |
| Residential WF               | 1          | 0          | 0.00%         | \$875,000           | \$0                 | 0.00%         | 99.44%          | 0.00%         |
| 3/4-Plex                     | 0          | 0          | 0.00%         | \$0                 | \$0                 | 0.00%         | 0.00%           | 0.00%         |
| Apartment                    | 15         | 15         | 0.00%         | \$3,253,305         | \$3,323,343         | -2.11%        | 96.80%          | 97.04%        |
| Townhouse                    | 17         | 22         | -22.73%       | \$4,963,314         | \$6,263,300         | -20.76%       | 99.85%          | 97.20%        |
| RES TOTAL                    | 120        | 117        | 2.56%         | \$53,314,113        | \$44,942,043        | 18.63%        | 97.90%          | 97.80%        |
| FARMS                        | 0          | 0          | 0.00%         | \$0                 | \$0                 | 0.00%         | 0.00%           | 0.00%         |
| MULTIFAMILY                  | 0          | 1          | -100.00%      | \$0                 | \$900,000           | -100.00%      | 0.00%           | 89.91%        |
| Acreage                      | 4          | 7          | -42.86%       | \$1,769,000         | \$1,571,500         | 12.57%        | 96.57%          | 93.68%        |
| Acreage WF                   | 0          | 0          | 0.00%         | \$0                 | \$0                 | 0.00%         | 0.00%           | 0.00%         |
| Lots                         | 3          | 6          | -50.00%       | \$807,850           | \$1,209,400         | -33.20%       | 94.06%          | 92.07%        |
| Lots WF                      | 0          | 0          | 0.00%         | \$0                 | \$0                 | 0.00%         | 0.00%           | 0.00%         |
| LOTS TOTAL                   | 7          | 13         | -46.15%       | \$2,576,850         | \$2,780,900         | -7.34%        | 95.77%          | 92.97%        |
| Business                     | 2          | 0          | 0.00%         | \$686,500           | \$0                 | 0.00%         | 85.39%          | 0.00%         |
| Commercial                   | 2          | 2          | 0.00%         | \$2,050,010         | \$501,000           | 309.18%       | 91.11%          | 102.45%       |
| Land                         | 0          | 1          | -100.00%      | \$0                 | \$330,000           | -100.00%      | 0.00%           | 97.06%        |
| COMM TOTAL                   | 4          | 3          | 33.33%        | \$2,736,510         | \$831,000           | 229.30%       | 89.60%          | 100.24%       |
| <b>GRAND TOTAL</b>           | <b>131</b> | <b>134</b> | <b>-2.24%</b> | <b>\$58,627,473</b> | <b>\$49,453,943</b> | <b>18.55%</b> | <b>97.39%</b>   | <b>97.40%</b> |

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

North Okanagan Statistics -- February 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 = North Okanagan</b> |            |            |               |                      |                     |               |                 |               |
| Acreage/House                | 24         | 20         | 20.00%        | \$17,305,400         | \$13,069,000        | 32.42%        | 97.52%          | 97.29%        |
| Duplex                       | 9          | 7          | 28.57%        | \$4,086,500          | \$2,607,900         | 56.70%        | 97.15%          | 97.84%        |
| Mobile Home                  | 8          | 11         | -27.27%       | \$1,140,488          | \$1,040,000         | 9.66%         | 94.72%          | 94.68%        |
| Recreational                 | 2          | 1          | 100.00%       | \$144,000            | \$175,000           | -17.71%       | 95.05%          | 97.77%        |
| Residential                  | 102        | 91         | 12.09%        | \$54,215,281         | \$39,111,550        | 38.62%        | 97.66%          | 97.62%        |
| Residential WF               | 3          | 0          | 0.00%         | \$4,225,000          | \$0                 | 0.00%         | 93.39%          | 0.00%         |
| 3/4-Plex                     | 1          | 0          | 0.00%         | \$665,000            | \$0                 | 0.00%         | 95.00%          | 0.00%         |
| Apartment                    | 28         | 22         | 27.27%        | \$6,207,805          | \$4,684,343         | 32.52%        | 96.94%          | 96.66%        |
| Townhouse                    | 37         | 36         | 2.78%         | \$10,869,619         | \$10,429,200        | 4.22%         | 98.93%          | 96.70%        |
| RES TOTAL                    | 214        | 188        | 13.83%        | \$98,859,093         | \$71,116,993        | 39.01%        | 97.46%          | 97.32%        |
| FARMS                        | 1          | 1          | 0.00%         | \$2,300,000          | \$1,290,000         | 78.29%        | 92.04%          | 86.06%        |
| MULTIFAMILY                  | 0          | 1          | -100.00%      | \$0                  | \$900,000           | -100.00%      | 0.00%           | 89.91%        |
| Acreage                      | 7          | 11         | -36.36%       | \$2,658,400          | \$2,981,500         | -10.84%       | 95.91%          | 95.21%        |
| Acreage WF                   | 0          | 0          | 0.00%         | \$0                  | \$0                 | 0.00%         | 0.00%           | 0.00%         |
| Lots                         | 11         | 13         | -15.38%       | \$1,818,350          | \$3,271,930         | -44.43%       | 94.48%          | 92.75%        |
| Lots WF                      | 0          | 1          | -100.00%      | \$0                  | \$280,000           | -100.00%      | 0.00%           | 93.36%        |
| LOTS TOTAL                   | 18         | 25         | -28.00%       | \$4,476,750          | \$6,533,430         | -31.48%       | 95.33%          | 93.88%        |
| Business                     | 2          | 1          | 100.00%       | \$686,500            | \$40,000            | 1,616.25%     | 85.39%          | 67.80%        |
| Commercial                   | 6          | 2          | 200.00%       | \$4,423,907          | \$501,000           | 783.02%       | 93.67%          | 102.45%       |
| Land                         | 1          | 1          | 0.00%         | \$1,930,000          | \$330,000           | 484.85%       | 96.98%          | 97.06%        |
| COMM TOTAL                   | 9          | 4          | 125.00%       | \$7,040,407          | \$871,000           | 708.31%       | 93.66%          | 98.09%        |
| <b>GRAND TOTAL</b>           | <b>242</b> | <b>219</b> | <b>10.50%</b> | <b>\$112,676,251</b> | <b>\$80,711,423</b> | <b>39.60%</b> | <b>97.01%</b>   | <b>96.75%</b> |

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



North Okanagan Statistics -- February 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 = North Okanagan</b> |                  |                  |               |                  |                  |               |              |            |               |
| Acreage/House                | \$751,969        | \$667,042        | 12.73%        | \$778,000        | \$625,000        | 24.48%        | 149          | 161        | -7.69%        |
| Duplex                       | \$448,300        | \$323,780        | 38.46%        | \$462,500        | \$315,000        | 46.83%        | 114          | 168        | -32.46%       |
| Mobile Home                  | \$104,898        | \$120,700        | -13.09%       | \$97,500         | \$137,000        | -28.83%       | 106          | 75         | 41.11%        |
| Recreational                 | \$72,000         |                  |               | \$72,000         |                  |               | 129          |            |               |
| Residential                  | \$489,217        | \$433,250        | 12.92%        | \$451,500        | \$398,000        | 13.44%        | 92           | 72         | 26.64%        |
| Residential WF               | \$875,000        |                  |               | \$875,000        |                  |               | 252          |            |               |
| 3/4-Plex                     |                  |                  |               |                  |                  |               |              |            |               |
| Apartment                    | \$216,887        | \$221,556        | -2.11%        | \$220,000        | \$220,500        | -0.23%        | 63           | 146        | -57.03%       |
| Townhouse                    | \$291,960        | \$284,695        | 2.55%         | \$295,000        | \$271,500        | 8.66%         | 33           | 93         | -64.87%       |
| RES TOTAL                    | \$444,284        | \$384,120        | 15.66%        | \$406,500        | \$363,000        | 11.98%        | 90           | 99         | -8.59%        |
| <b>FARMS</b>                 |                  |                  |               |                  |                  |               |              |            |               |
| MULTIFAMILY                  |                  | \$900,000        |               |                  | \$900,000        |               |              | 366        |               |
| Acreage                      | \$442,250        | \$224,500        | 96.99%        | \$309,500        | \$210,000        | 47.38%        | 222          | 299        | -25.68%       |
| Acreage WF                   |                  |                  |               |                  |                  |               |              |            |               |
| Lots                         | \$269,283        | \$201,567        | 33.60%        | \$255,000        | \$230,000        | 10.87%        | 254          | 107        | 138.44%       |
| Lots WF                      |                  |                  |               |                  |                  |               |              |            |               |
| LOTS TOTAL                   | \$368,121        | \$213,915        | 72.09%        | \$255,000        | \$220,000        | 15.91%        | 236          | 210        | 12.27%        |
| Business                     | \$343,250        |                  |               | \$343,250        |                  |               | 161          |            |               |
| Commercial                   | \$1,025,005      | \$250,500        | 309.18%       | \$1,025,005      | \$250,500        | 309.18%       | 387          | 304        | 27.30%        |
| Land                         |                  | \$330,000        |               |                  | \$330,000        |               |              | 25         |               |
| COMM TOTAL                   | \$684,128        | \$277,000        | 146.98%       | \$343,250        | \$330,000        | 4.02%         | 274          | 211        | 29.74%        |
| <b>GRAND TOTAL</b>           | <b>\$447,538</b> | <b>\$369,059</b> | <b>21.26%</b> | <b>\$400,000</b> | <b>\$347,000</b> | <b>15.27%</b> | <b>104</b>   | <b>114</b> | <b>-9.12%</b> |

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

North Okanagan Statistics -- February 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 = North Okanagan</b> |                  |                  |               |                  |                  |               |              |            |               |
| Acreage/House                | \$721,058        | \$653,450        | 10.35%        | \$693,000        | \$592,500        | 16.96%        | 141          | 141        | -0.01%        |
| Duplex                       | \$454,056        | \$372,557        | 21.88%        | \$462,500        | \$315,000        | 46.83%        | 127          | 199        | -36.50%       |
| Mobile Home                  | \$142,561        | \$94,545         | 50.79%        | \$140,744        | \$77,000         | 82.78%        | 87           | 78         | 11.37%        |
| Recreational                 | \$72,000         | \$175,000        | -58.86%       | \$72,000         | \$175,000        | -58.86%       | 75           | 608        | -87.75%       |
| Residential                  | \$531,522        | \$429,797        | 23.67%        | \$475,000        | \$389,000        | 22.11%        | 89           | 67         | 31.57%        |
| Residential WF               | \$1,408,333      |                  |               | \$1,600,000      |                  |               | 290          |            |               |
| 3/4-Plex                     | \$665,000        |                  |               | \$665,000        |                  |               | 84           |            |               |
| Apartment                    | \$221,707        | \$212,925        | 4.12%         | \$178,000        | \$219,000        | -18.72%       | 78           | 162        | -52.03%       |
| Townhouse                    | \$293,773        | \$289,700        | 1.41%         | \$295,000        | \$271,500        | 8.66%         | 44           | 87         | -49.20%       |
| RES TOTAL                    | \$461,958        | \$378,282        | 22.12%        | \$400,500        | \$360,000        | 11.25%        | 90           | 98         | -8.99%        |
| FARMS                        | \$2,300,000      | \$1,290,000      | 78.29%        | \$2,300,000      | \$1,290,000      | 78.29%        | 95           | 313        | -69.65%       |
| MULTIFAMILY                  |                  | \$900,000        |               |                  | \$900,000        |               |              | 366        |               |
| Acreage                      | \$379,771        | \$271,045        | 40.11%        | \$310,000        | \$210,000        | 47.62%        | 176          | 367        | -52.15%       |
| Acreage WF                   |                  |                  |               |                  |                  |               |              |            |               |
| Lots                         | \$165,305        | \$251,687        | -34.32%       | \$137,500        | \$226,000        | -39.16%       | 211          | 184        | 14.78%        |
| Lots WF                      |                  | \$280,000        |               |                  | \$280,000        |               |              | 40         |               |
| LOTS TOTAL                   | \$248,708        | \$261,337        | -4.83%        | \$226,475        | \$226,000        | 0.21%         | 197          | 259        | -23.71%       |
| Business                     | \$343,250        | \$40,000         | 758.13%       | \$343,250        | \$40,000         | 758.13%       | 161          | 136        | 18.01%        |
| Commercial                   | \$737,318        | \$250,500        | 194.34%       | \$474,444        | \$250,500        | 89.40%        | 471          | 304        | 55.04%        |
| Land                         | \$1,930,000      | \$330,000        | 484.85%       | \$1,930,000      | \$330,000        | 484.85%       | 392          | 25         | 1,468.00%     |
| COMM TOTAL                   | \$782,267        | \$217,750        | 259.25%       | \$500,000        | \$250,500        | 99.60%        | 393          | 192        | 104.65%       |
| <b>GRAND TOTAL</b>           | <b>\$465,604</b> | <b>\$368,545</b> | <b>26.34%</b> | <b>\$397,750</b> | <b>\$333,000</b> | <b>19.44%</b> | <b>109</b>   | <b>121</b> | <b>-9.72%</b> |

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