

# **North Zone Monthly Statistics**

**December 2007**

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

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## Zone Totals

Description	Current Month This Year	Last Year	Increase	This YTD	Last YTD	Increase
<b>Year = 2007</b>						
<b>Month = December</b>						
<b>Area = Central Zone</b>						
1 Units Listed	555	342	62.28%	10887	9025	20.63%
2 Units Sold	277	229	20.96%	6192	5457	13.47%
3 Sales Volume	\$109,994,672.	\$86,990,176.	26.44%	\$2,526,107,904.	\$1,881,057,536.	34.29%
4 List/Sell Ratio	95.61%	95.04%		96.42%	96.17%	
5 Days to Sell	81	85	-4.71%	69	72	-4.17%
6 Active Listings	2948	2549	15.65%			
<b>Area = North Zone</b>						
1 Units Listed	136	145	-6.21%	4352	4269	1.94%
2 Units Sold	89	86	3.49%	2534	2544	-0.39%
3 Sales Volume	\$28,922,138.	\$28,072,050.	3.03%	\$876,472,192.	\$725,589,120.	20.79%
4 List/Sell Ratio	95.08%	94.68%		96.32%	95.88%	
5 Days to Sell	110	100	10.00%	85	80	6.25%
6 Active Listings	1370	1320	3.79%			
<b>Area = Shuswap Zone</b>						
1 Units Listed	75	58	29.31%	2616	2268	15.34%
2 Units Sold	57	54	5.56%	1485	1387	7.07%
3 Sales Volume	\$18,813,606.	\$11,447,773.	64.34%	\$480,225,792.	\$340,856,032.	40.89%
4 List/Sell Ratio	93.91%	93.83%		95.31%	94.65%	
5 Days to Sell	107	130	-17.69%	104	105	-0.95%
6 Active Listings	888	738	20.33%			
<b>Area = Grand Total</b>						
1 Units Listed	766	545	40.55%	17855	15562	14.73%
2 Units Sold	423	369	14.63%	10211	9388	8.77%
3 Sales Volume	\$157,730,416.	\$126,510,000.	24.68%	\$3,882,806,016.	\$2,947,502,592.	31.73%
4 List/Sell Ratio	95.27%	94.78%		96.23%	95.86%	
5 Days to Sell	91	95	-4.21%	78	79	-1.27%
6 Active Listings	5206	4607	13.00%			

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# Quick Summary Part 1

Description	Total Units Sold	Total Sales Volume	Res. Units Sold	Res. Sales Volume
This Month	89	\$28,922,138.	36	\$13,539,293.
Last Month	160	\$60,185,996.	71	\$29,081,700.
This Month Last Year	86	\$28,072,050.	38	\$12,522,200.

Description	Total Listings Taken	Inventory
This Month	136	1370
Last Month	294	1532
This Month Last Year	145	1320

# Quick Summary Part 2

<u>Description</u>	<u>This Month</u>
<b>Year = 2007</b>	
<b>Month = 12</b>	
<b>Area = NO</b>	
7 Ratio of Sales vs. Inventory	6.50%
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8 Condo/Apt -- Sales	8
9 Condo/Apt -- New Listings	13
10 Condo/Apt -- Current Inventory	68
11 Condo/Apt -- Sell/Inv. Ratio	11.77%
12 Condo/Apt -- Days to Sell	38
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13 Condo/Townhouse -- Sales	9
14 Condo/Townhouse -- New Listings	14
15 Condo/Townhouse -- Current Inventory	105
16 Condo/Townhouse -- Sell/Inv. Ratio	8.57%
17 Condo/Townhouse -- Days to Sell	73
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18 Lots -- Sales	13
19 Lots -- New Listings	14
20 Lots -- Current Inventory	377
21 Lots -- Sell/Inv. Ratio	3.45%
22 Lots -- Days to Sell	223
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23 Residential -- Sales	36
24 Residential -- New Listings	48
25 Residential -- Current Inventory	335
26 Residential -- Sell/Inv. Ratio	10.75%
27 Residential -- Days to Sell	70
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28 Average House Price	\$376,091.46
29 Median House Price	\$344,000.
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## Comparative Activity -- Listing Information

Description	LIST This Mo	This Mo Last Yr	Incr/Decr%	This YTD	Last YTD	Incr/Decr%	INVENT This Mo	This Mo Last Yr	Incr/Decr%
<b>Zone = NO</b>									
1 Acreage/House	14	6	133.33%	456	400	14.00%	131	98	33.67%
2 Duplex	5	0	0.00%	111	74	50.00%	25	6	316.67%
3 Mobile Home	7	6	16.67%	206	191	7.85%	52	30	73.33%
4 Recreational	2	5	-60.00%	94	77	22.08%	33	37	-10.81%
5 Residential	48	33	45.45%	1667	1660	0.42%	335	350	-4.29%
6 Residential WF	1	0	0.00%	63	50	26.00%	20	14	42.86%
7 3/4-Plex	1	0	0.00%	22	19	15.79%	6	6	0.00%
8 Timeshare	0	0	0.00%	2	4	-50.00%	4	4	0.00%
9 Apartment	13	13	0.00%	259	265	-2.26%	68	64	6.25%
10 Townhouse	14	32	-56.25%	479	401	19.45%	105	98	7.14%
11 RES. TOTAL	105	95	10.53%	3359	3141	6.94%	779	707	10.18%
12 FARMS	3	1	200.00%	85	71	19.72%	49	39	25.64%
13 MULTIFAMILY	0	0	0.00%	16	26	-38.46%	4	11	-63.64%
14 Acreage	4	1	300.00%	204	205	-0.49%	155	104	49.04%
15 Acreage WF	0	0	0.00%	16	12	33.33%	13	7	85.71%
16 Lots	10	35	-71.43%	372	489	-23.93%	199	279	-28.67%
17 Lots WF	0	0	0.00%	26	31	-16.13%	10	6	66.67%
18 LOTS TOTAL	14	36	-61.11%	619	741	-16.46%	377	396	-4.80%
19 Business	5	2	150.00%	103	120	-14.17%	57	63	-9.52%
20 Commercial	4	7	-42.86%	72	71	1.41%	44	45	-2.22%
21 Land	1	3	-66.67%	45	51	-11.76%	31	35	-11.43%
22 Leases	4	1	300.00%	53	47	12.77%	29	24	20.83%
23 IC&I TOTAL	14	13	7.69%	273	289	-5.54%	161	167	-3.59%
24 GRAND TOTAL	136	145	-6.21%	4352	4269	1.94%	1370	1320	3.79%

## Comparative Activity -- Sales Information (Month)

Description	UNIT SALES Mo	Last Yr	Incr/Decr%	SALES VOL Mo	Last Yr	Incr/Decr%	L/S RATIO Month	Last Yr
<b>Area = NO</b>								
1 Acreage/House	10	6	66.67%	\$4,610,050.	\$3,827,000.	20.46%	93.16%	90.33%
2 Duplex	3	2	50.00%	\$1,073,150.	\$322,000.	233.28%	95.67%	94.69%
3 Mobile Home	4	6	-33.33%	\$560,700.	\$587,400.	-4.55%	94.29%	92.43%
4 Recreational	2	2	0.00%	\$611,500.	\$1,330,000.	-54.02%	89.35%	93.80%
5 Residential	36	38	-5.26%	\$13,539,293.	\$12,522,200.	8.12%	95.30%	95.10%
6 Residential WF	0	1	-100.00%	\$0.	\$1,287,500.	0.00%	0.00%	90.66%
7 3/4-Plex	0	1	-100.00%	\$0.	\$605,000.	0.00%	0.00%	93.22%
8 Timeshare	0	0	0.00%	\$0.	\$0.	0.00%	0.00%	0.00%
9 Apartment	8	7	14.29%	\$1,530,000.	\$1,161,200.	31.76%	96.76%	96.36%
10 Townhouse	9	10	-10.00%	\$2,194,644.25	\$2,479,250.	-11.48%	98.79%	96.45%
11 RES. TOTAL	72	73	-1.37%	\$24,119,338.	\$24,121,550.	-0.01%	95.40%	94.66%
12 FARMS	1	0	0.00%	\$546,000.	\$0.	0.00%	86.80%	0.00%
13 MULTIFAMILY	0	1	-100.00%	\$0.	\$460,000.	0.00%	0.00%	94.06%
14 Acreage	3	2	50.00%	\$1,145,900.	\$720,000.	59.15%	96.57%	95.86%
15 Acreage WF	0	0	0.00%	\$0.	\$0.	0.00%	0.00%	0.00%
16 Lots	10	7	42.86%	\$2,239,400.	\$1,205,500.	85.77%	95.25%	95.87%
17 Lots WF	0	1	-100.00%	\$0.	\$295,000.	0.00%	0.00%	100.00%
18 LOTS TOTAL	13	10	30.00%	\$3,385,300.	\$2,220,500.	52.46%	95.55%	96.28%
19 Business	1	1	0.00%	\$21,500.	\$395,000.	-94.56%	86.00%	87.77%
20 Commercial	1	1	0.00%	\$600,000.	\$875,000.	-31.43%	92.44%	87.50%
21 Land	1	0	0.00%	\$250,000.	\$0.	0.00%	86.20%	0.00%
22 Leases	0	0	0.00%	\$0.	\$0.	0.00%	0.00%	0.00%
23 IC&I TOTAL	3	2	50.00%	\$871,500.	\$1,270,000.	-31.38%	88.21%	87.63%
24 GRAND TOTAL	89	86	3.49%	\$28,922,138.	\$28,072,050.	3.03%	95.08%	94.68%

**Comparative Activity -- Sales Information (YTD)**

Description	UNIT SALES YTD	Last YTD	Incr/Decr%	SALES VOL YTD	Last YTD	Incr/Decr%	L/S RATIO YTD	Last YTD
<b>Area = NO</b>								
1 Acreage/House	220	219	0.46%	\$113,913,200.	\$91,130,928.	25.00%	94.83%	93.94%
2 Duplex	68	62	9.68%	\$19,153,934.	\$13,497,168.	41.91%	96.81%	96.99%
3 Mobile Home	142	158	-10.13%	\$14,458,750.	\$14,652,500.	-1.32%	93.00%	91.47%
4 Recreational	37	17	117.65%	\$19,681,700.	\$6,645,400.	196.17%	94.80%	94.99%
5 Residential	1149	1153	-0.35%	\$430,013,280.	\$360,379,200.	19.32%	96.98%	96.24%
6 Residential WF	24	22	9.09%	\$30,913,400.	\$26,020,000.	18.81%	90.59%	92.19%
7 3/4-Plex	15	15	0.00%	\$4,111,340.	\$3,172,250.	29.60%	96.20%	95.25%
8 Timeshare	0	0	0.00%	\$0.	\$0.	0.00%	0.00%	0.00%
9 Apartment	192	196	-2.04%	\$35,192,076.	\$34,882,672.	0.89%	97.87%	96.17%
10 Townhouse	348	278	25.18%	\$94,245,376.	\$62,718,328.	50.27%	98.47%	98.33%
11 RES. TOTAL	2195	2120	3.54%	\$761,683,072.	\$613,098,432.	24.24%	96.71%	95.88%
12 FARMS	13	20	-35.00%	\$9,025,000.	\$17,268,900.	-47.74%	91.82%	98.51%
13 MULTIFAMILY	14	12	16.67%	\$8,735,000.	\$5,001,200.	74.66%	96.85%	95.86%
14 Acreage	60	62	-3.23%	\$18,485,000.	\$18,414,900.	0.38%	96.28%	94.02%
15 Acreage WF	4	7	-42.86%	\$2,557,500.	\$1,000,000.	155.75%	89.44%	96.69%
16 Lots	178	226	-21.24%	\$34,821,660.	\$31,662,378.	9.98%	95.72%	99.47%
17 Lots WF	4	17	-76.47%	\$3,739,500.	\$8,206,250.	-54.43%	94.06%	94.71%
18 LOTS TOTAL	247	313	-21.09%	\$59,913,660.	\$59,337,028.	0.97%	95.73%	98.05%
19 Business	18	25	-28.00%	\$6,199,754.	\$12,150,350.	-48.97%	71.18%	81.87%
20 Commercial	25	33	-24.24%	\$17,360,900.	\$13,500,000.	28.60%	92.02%	86.53%
21 Land	10	8	25.00%	\$12,301,800.	\$4,122,000.	198.44%	87.25%	90.77%
22 Leases	12	13	-7.69%	\$1,253,040.	\$1,111,195.87	12.77%	100.00%	92.33%
23 IC&I TOTAL	65	79	-17.72%	\$37,115,496.	\$30,883,546.	20.18%	85.16%	85.77%
24 GRAND TOTAL	2534	2544	-0.39%	\$876,472,192.	\$725,589,120.	20.79%	96.32%	95.88%

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

**Average/Median Price, Days to Sell (Month)**

Description	AVG PR Month	Last Yr	Incr/Decr %	MED PR Month	Last Yr	Incr/Decr %	DAYS Month	Last Yr	Incr/Decr %
<b>Area = NO</b>									
1 Acreage/House	\$461,005.	\$637,833.31	-27.72%	\$456,750.	\$670,000.	-31.83%	137	117	17.09%
2 Duplex	\$357,716.65	\$161,000.	122.18%	\$315,000.	\$161,000.	95.65%	69	24	187.50%
3 Mobile Home	\$140,175.	\$97,900.	43.18%	\$150,350.	\$86,750.	73.31%	62	76	-18.42%
4 Recreational	\$305,750.	\$665,000.	-54.02%	\$305,750.	\$665,000.	-54.02%	456	56	714.29%
5 Residential	\$376,091.46	\$329,531.59	14.13%	\$344,000.	\$296,000.	16.22%	70	100	-30.00%
6 Residential WF	\$0.	\$1,287,500.	0.00%	\$0.	\$1,287,500.	0.00%	0	68	0.00%
7 3/4-Plex	\$0.	\$605,000.	0.00%	\$0.	\$605,000.	0.00%	0	32	0.00%
8 Timeshare	\$0.	\$0.	0.00%	\$0.	\$0.	0.00%	0	0	0.00%
9 Apartment	\$191,250.	\$165,885.71	15.29%	\$199,000.	\$134,900.	47.52%	38	76	-50.00%
10 Townhouse	\$243,849.34	\$247,925.	-1.64%	\$249,900.	\$238,250.	4.89%	73	34	114.71%
11 RES. TOTAL	\$334,990.78	\$330,432.18	1.38%	\$312,450.	\$275,000.	13.62%	86	84	2.38%
12 FARMS	\$546,000.	\$0.	0.00%	\$546,000.	\$0.	0.00%	414	0	0.00%
13 MULTIFAMILY	\$0.	\$460,000.	0.00%	\$0.	\$460,000.	0.00%	0	122	0.00%
14 Acreage	\$381,966.65	\$360,000.	6.10%	\$264,900.	\$360,000.	-26.42%	93	184	-49.46%
15 Acreage WF	\$0.	\$0.	0.00%	\$0.	\$0.	0.00%	0	0	0.00%
16 Lots	\$223,940.	\$172,214.28	30.04%	\$233,750.	\$160,000.	46.09%	262	220	19.09%
17 Lots WF	\$0.	\$295,000.	0.00%	\$0.	\$295,000.	0.00%	0	121	0.00%
18 LOTS TOTAL	\$260,407.68	\$222,050.	17.27%	\$242,500.	\$227,000.	6.83%	223	203	9.85%
19 Business	\$21,500.	\$395,000.	-94.56%	\$21,500.	\$395,000.	-94.56%	182	247	-26.32%
20 Commercial	\$600,000.	\$875,000.	-31.43%	\$600,000.	\$875,000.	-31.43%	111	135	-17.78%
21 Land	\$250,000.	\$0.	0.00%	\$250,000.	\$0.	0.00%	17	0	0.00%
22 Leases	\$0.	\$0.	0.00%	\$0.	\$0.	0.00%	0	0	0.00%
23 IC&I TOTAL	\$290,500.	\$635,000.	-54.25%	\$250,000.	\$635,000.	-60.63%	103	191	-46.07%
24 GRAND TOTAL	\$324,967.84	\$326,419.18	-0.44%	\$302,000.	\$279,500.	8.05%	110	100	10.00%

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**Average/Median Price, Days to Sell (YTD)**

Description	AVG PR YTD	Last YTD	Incr/Decr%	MED PR YTD	Last YTD	Incr/Decr%	DAYS YTD	Last YTD	Incr/Decr%
<b>Area = NO</b>									
1 Acreage/House	\$517,787.28	\$416,122.96	24.43%	\$481,000.	\$385,000.	24.94%	98	104	-5.77%
2 Duplex	\$281,675.50	\$217,696.25	29.39%	\$257,000.	\$197,250.	30.29%	51	61	-16.39%
3 Mobile Home	\$101,822.17	\$92,737.34	9.80%	\$81,250.	\$65,500.	24.05%	67	72	-6.94%
4 Recreational	\$531,937.81	\$390,905.87	36.08%	\$518,500.	\$374,000.	38.64%	127	116	9.48%
5 Residential	\$374,250.03	\$312,557.84	19.74%	\$348,000.	\$290,000.	20.00%	70	60	16.67%
6 Residential WF	\$1,288,058.37	\$1,182,727.25	8.91%	\$1,352,500.	\$1,120,000.	20.76%	127	89	42.70%
7 3/4-Plex	\$274,089.34	\$211,483.32	29.60%	\$188,000.	\$145,000.	29.66%	65	78	-16.67%
8 Timeshare	\$0.	\$0.	0.00%	\$0.	\$0.	0.00%	0	0	0.00%
9 Apartment	\$183,292.06	\$177,972.81	2.99%	\$162,125.	\$156,000.	3.93%	62	51	21.57%
10 Townhouse	\$270,820.03	\$225,605.50	20.04%	\$258,750.	\$211,000.	22.63%	67	53	26.42%
11 RES. TOTAL	\$347,008.21	\$289,197.37	19.99%	\$314,000.	\$263,250.	19.28%	73	65	12.31%
12 FARMS	\$694,230.75	\$863,445.	-19.60%	\$730,000.	\$746,500.	-2.21%	141	144	-2.08%
13 MULTIFAMILY	\$623,928.56	\$416,766.65	49.71%	\$660,000.	\$337,250.	95.70%	116	122	-4.92%
14 Acreage	\$308,083.34	\$297,014.53	3.73%	\$247,950.	\$227,500.	8.99%	137	155	-11.61%
15 Acreage WF	\$639,375.	\$142,857.14	347.56%	\$587,500.	\$165,000.	256.06%	147	176	-16.48%
16 Lots	\$195,627.29	\$140,099.01	39.64%	\$169,000.	\$129,697.50	30.30%	172	145	18.62%
17 Lots WF	\$934,875.	\$482,720.59	93.67%	\$907,500.	\$600,000.	51.25%	95	90	5.56%
18 LOTS TOTAL	\$242,565.42	\$189,575.17	27.95%	\$195,000.	\$140,000.	39.29%	162	145	11.72%
19 Business	\$344,430.78	\$486,014.	-29.13%	\$302,385.	\$25,000.	1109.54%	200	166	20.48%
20 Commercial	\$694,436.	\$409,090.90	69.75%	\$290,000.	\$935,000.	-68.98%	166	210	-20.95%
21 Land	\$1,230,180.	\$515,250.	138.75%	\$2,822,900.	\$275,000.	926.51%	171	310	-44.84%
22 Leases	\$104,420.	\$85,476.60	22.16%	\$53,820.	\$12.	448400.00%	216	176	22.73%
23 IC&I TOTAL	\$571,007.62	\$390,930.96	46.06%	\$275,000.	\$200,000.	37.50%	185	201	-7.96%
24 GRAND TOTAL	\$345,884.84	\$285,215.84	21.27%	\$305,000.	\$250,000.	22.00%	85	80	6.25%

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