

# **North Zone Monthly Statistics**

February 2008

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 = 2008</b>						
<b>Month = February</b>						
<b>Area = Central Zone</b>						
1 Units Listed	1091	924	18.07%	2059	1755	17.32%
2 Units Sold	419	444	-5.63%	741	797	-7.03%
3 Sales Volume	\$161,419,600.	\$179,300,192.	-9.97%	\$293,321,792.	\$304,644,960.	-3.72%
4 List/Sell Ratio	96.53%	96.42%		96.25%	96.35%	
5 Days to Sell	82	76	7.89%	82	79	3.80%
6 Active Listings	3456	2867	20.54%			
<b>Area = North Zone</b>						
1 Units Listed	366	318	15.09%	733	568	29.05%
2 Units Sold	171	168	1.79%	291	311	-6.43%
3 Sales Volume	\$64,692,696.	\$48,605,972.	33.10%	\$106,984,696.	\$89,629,400.	19.36%
4 List/Sell Ratio	95.97%	96.18%		95.70%	96.15%	
5 Days to Sell	96	102	-5.88%	100	101	-0.99%
6 Active Listings	1527	1339	14.04%			
<b>Area = Shuswap Zone</b>						
1 Units Listed	204	220	-7.27%	442	353	25.21%
2 Units Sold	65	104	-37.50%	135	176	-23.30%
3 Sales Volume	\$20,927,130.	\$26,591,114.	-21.30%	\$43,943,072.	\$48,839,472.	-10.03%
4 List/Sell Ratio	93.78%	95.31%		95.12%	94.98%	
5 Days to Sell	120	145	-17.24%	109	134	-18.66%
6 Active Listings	1008	782	28.90%			
<b>Area = Grand Total</b>						
1 Units Listed	1661	1462	13.61%	3234	2676	20.85%
2 Units Sold	655	716	-8.52%	1167	1284	-9.11%
3 Sales Volume	\$247,039,424.	\$254,497,280.	-2.93%	\$444,249,568.	\$443,113,824.	0.26%
4 List/Sell Ratio	96.11%	96.20%		95.98%	96.11%	
5 Days to Sell	89	92	-3.26%	90	92	-2.17%
6 Active Listings	5991	4988	20.11%			

# Quick Summary Part 1

Description	Total Units Sold	Total Sales Volume	Res. Units Sold	Res. Sales Volume
This Month	171	\$64,692,696.	75	\$29,811,032.
Last Month	120	\$42,292,004.	53	\$19,974,548.
This Month Last Year	168	\$48,605,972.	77	\$26,207,200.

Description	Total Listings Taken	Inventory
This Month	366	1527
Last Month	367	1456
This Month Last Year	318	1339

# Quick Summary Part 2

	Description	This Month
Year = 2008		
Month = 2		
Area = NO		
7	Ratio of Sales vs. Inventory	11.20%
8	Condo/Apt -- Sales	14
9	Condo/Apt -- New Listings	30
10	Condo/Apt -- Current Inventory	113
11	Condo/Apt -- Sell/Inv. Ratio	12.39%
12	Condo/Apt -- Days to Sell	53
13	Condo/Townhouse -- Sales	25
14	Condo/Townhouse -- New Listings	27
15	Condo/Townhouse -- Current Inventory	113
16	Condo/Townhouse -- Sell/Inv. Ratio	22.12%
17	Condo/Townhouse -- Days to Sell	80
18	Lots -- Sales	12
19	Lots -- New Listings	48
20	Lots -- Current Inventory	349
21	Lots -- Sell/Inv. Ratio	3.44%
22	Lots -- Days to Sell	287
23	Residential -- Sales	75
24	Residential -- New Listings	139
25	Residential -- Current Inventory	419
26	Residential -- Sell/Inv. Ratio	17.90%
27	Residential -- Days to Sell	71
28	Average House Price	\$397,480.43
29	Median House Price	\$378,000.

## 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	42	27	55.56%	72	53	35.85%	155	121	28.10%
2 Duplex	10	11	-9.09%	18	13	38.46%	22	11	100.00%
3 Mobile Home	22	18	22.22%	40	29	37.93%	59	38	55.26%
4 Recreational	0	6	-100.00%	1	14	-92.86%	25	40	-37.50%
5 Residential	139	129	7.75%	275	223	23.32%	419	349	20.06%
6 Residential WF	7	6	16.67%	10	10	0.00%	23	18	27.78%
7 3/4-Plex	0	0	0.00%	2	1	100.00%	6	6	0.00%
8 Timeshare	0	0	0.00%	0	0	0.00%	4	4	0.00%
9 Apartment	30	25	20.00%	84	44	90.91%	113	69	63.77%
10 Townhouse	27	38	-28.95%	62	70	-11.43%	113	107	5.61%
11 RES. TOTAL	277	260	6.54%	564	457	23.41%	939	763	23.07%
12 FARMS	13	3	333.33%	25	8	212.50%	57	40	42.50%
13 MULTIFAMILY	0	2	-100.00%	1	3	-66.67%	4	8	-50.00%
14 Acreage	19	11	72.73%	31	18	72.22%	135	105	28.57%
15 Acreage WF	1	1	0.00%	2	2	0.00%	14	7	100.00%
16 Lots	27	16	68.75%	44	29	51.72%	189	236	-19.92%
17 Lots WF	1	1	0.00%	4	3	33.33%	11	10	10.00%
18 LOTS TOTAL	48	29	65.52%	82	52	57.69%	349	358	-2.51%
19 Business	15	11	36.36%	20	21	-4.76%	62	66	-6.06%
20 Commercial	5	4	25.00%	15	8	87.50%	47	36	30.56%
21 Land	5	4	25.00%	12	8	50.00%	32	40	-20.00%
22 Leases	3	5	-40.00%	14	11	27.27%	37	28	32.14%
23 IC&I TOTAL	28	24	16.67%	61	48	27.08%	178	170	4.71%
24 GRAND TOTAL	366	318	15.09%	733	568	29.05%	1527	1339	14.04%

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**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	13	10	30.00%	\$8,192,500.	\$4,040,900.	102.74%	95.58%	97.29%
2 Duplex	12	8	50.00%	\$4,081,400.	\$2,251,283.25	81.29%	97.72%	96.35%
3 Mobile Home	12	11	9.09%	\$1,531,250.	\$1,066,900.	43.52%	90.52%	92.49%
4 Recreational	0	3	-100.00%	\$0.	\$2,575,000.	0.00%	0.00%	95.73%
5 Residential	75	77	-2.60%	\$29,811,032.	\$26,207,200.	13.75%	95.80%	96.67%
6 Residential WF	1	0	0.00%	\$250,000.	\$0.	0.00%	78.24%	0.00%
7 3/4-Plex	0	0	0.00%	\$0.	\$0.	0.00%	0.00%	0.00%
8 Timeshare	0	0	0.00%	\$0.	\$0.	0.00%	0.00%	0.00%
9 Apartment	14	16	-12.50%	\$2,775,500.	\$2,609,650.	6.36%	97.17%	96.05%
10 Townhouse	25	19	31.58%	\$6,954,500.	\$4,274,500.	62.70%	98.50%	96.40%
11 RES. TOTAL	152	144	5.56%	\$53,596,184.	\$43,025,432.	24.57%	95.97%	96.25%
12 FARMS	3	1	200.00%	\$1,797,500.	\$800,000.	124.69%	94.70%	91.42%
13 MULTIFAMILY	0	2	-100.00%	\$0.	\$1,075,000.	0.00%	0.00%	96.77%
14 Acreage	3	5	-40.00%	\$4,435,000.	\$931,000.	376.37%	99.90%	101.92%
15 Acreage WF	0	0	0.00%	\$0.	\$0.	0.00%	0.00%	0.00%
16 Lots	9	11	-18.18%	\$1,727,550.	\$1,631,900.	5.86%	97.44%	92.99%
17 Lots WF	0	0	0.00%	\$0.	\$0.	0.00%	0.00%	0.00%
18 LOTS TOTAL	12	16	-25.00%	\$6,162,550.	\$2,562,900.	140.45%	98.05%	95.78%
19 Business	1	0	0.00%	\$30,000.	\$0.	0.00%	60.00%	0.00%
20 Commercial	2	2	0.00%	\$2,326,465.	\$975,000.	138.61%	102.84%	95.79%
21 Land	0	0	0.00%	\$0.	\$0.	0.00%	0.00%	0.00%
22 Leases	1	3	-66.67%	\$780,000.	\$167,640.	365.28%	0.00%	0.00%
23 IC&I TOTAL	4	5	-20.00%	\$3,136,465.	\$1,142,640.	174.49%	88.56%	95.79%
24 GRAND TOTAL	171	168	1.79%	\$64,692,696.	\$48,605,972.	33.10%	95.97%	96.18%

**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	21	22	-4.55%	\$12,193,000.	\$9,844,900.	23.85%	95.05%	94.40%
2 Duplex	17	10	70.00%	\$6,479,900.	\$2,787,583.25	132.46%	96.45%	96.11%
3 Mobile Home	20	17	17.65%	\$2,700,150.	\$1,797,400.	50.23%	90.88%	91.90%
4 Recreational	1	3	-66.67%	\$548,000.	\$2,575,000.	-78.72%	96.30%	95.73%
5 Residential	128	141	-9.22%	\$49,785,580.	\$47,251,112.	5.36%	95.90%	96.76%
6 Residential WF	1	0	0.00%	\$250,000.	\$0.	0.00%	78.24%	0.00%
7 3/4-Plex	0	0	0.00%	\$0.	\$0.	0.00%	0.00%	0.00%
8 Timeshare	0	0	0.00%	\$0.	\$0.	0.00%	0.00%	0.00%
9 Apartment	21	29	-27.59%	\$4,390,900.	\$4,960,450.	-11.48%	97.86%	96.48%
10 Townhouse	49	46	6.52%	\$14,042,880.	\$10,009,850.	40.29%	98.21%	96.98%
11 RES. TOTAL	258	268	-3.73%	\$90,390,408.	\$79,226,296.	14.09%	96.01%	96.23%
12 FARMS	3	2	50.00%	\$1,797,500.	\$1,310,000.	37.21%	94.70%	80.45%
13 MULTIFAMILY	0	3	-100.00%	\$0.	\$1,880,000.	0.00%	0.00%	95.04%
14 Acreage	7	10	-30.00%	\$5,363,000.	\$1,733,000.	209.46%	95.73%	100.61%
15 Acreage WF	0	1	-100.00%	\$0.	\$665,000.	0.00%	0.00%	89.87%
16 Lots	12	18	-33.33%	\$2,542,573.75	\$2,549,300.	-0.26%	95.71%	95.06%
17 Lots WF	0	0	0.00%	\$0.	\$0.	0.00%	0.00%	0.00%
18 LOTS TOTAL	19	29	-34.48%	\$7,905,574.	\$4,947,300.	59.80%	95.72%	96.80%
19 Business	4	1	300.00%	\$321,500.	\$125,000.	157.20%	78.42%	88.46%
20 Commercial	5	2	150.00%	\$5,788,965.	\$975,000.	493.74%	93.10%	95.79%
21 Land	0	0	0.00%	\$0.	\$0.	0.00%	0.00%	0.00%
22 Leases	2	6	-66.67%	\$780,750.	\$1,165,809.	-33.03%	100.00%	100.00%
23 IC&I TOTAL	11	9	22.22%	\$6,891,215.	\$2,265,809.	204.14%	87.92%	95.01%
24 GRAND TOTAL	291	311	-6.43%	\$106,984,696.	\$89,629,400.	19.36%	95.70%	96.15%

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**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	\$630,192.31	\$404,090.	55.95%	\$585,000.	\$384,950.	51.97%	132	128	3.13%
2 Duplex	\$340,116.65	\$281,410.40	20.86%	\$309,000.	\$235,141.56	31.41%	77	64	20.31%
3 Mobile Home	\$127,604.16	\$96,990.90	31.56%	\$135,875.	\$89,900.	51.14%	93	71	30.99%
4 Recreational	\$0.	\$858,333.31	0.00%	\$0.	\$705,000.	0.00%	0	284	0.00%
5 Residential	\$397,480.43	\$340,353.25	16.78%	\$378,000.	\$304,000.	24.34%	71	88	-19.32%
6 Residential WF	\$250,000.	\$0.	0.00%	\$250,000.	\$0.	0.00%	98	0	0.00%
7 3/4-Plex	\$0.	\$0.	0.00%	\$0.	\$0.	0.00%	0	0	0.00%
8 Timeshare	\$0.	\$0.	0.00%	\$0.	\$0.	0.00%	0	0	0.00%
9 Apartment	\$198,250.	\$163,103.12	21.55%	\$180,500.	\$160,000.	12.81%	53	62	-14.52%
10 Townhouse	\$278,180.	\$224,973.68	23.65%	\$255,000.	\$220,000.	15.91%	80	72	11.11%
11 RES. TOTAL	\$352,606.46	\$298,787.71	18.01%	\$330,000.	\$265,500.	24.29%	79	87	-9.20%
12 FARMS	\$599,166.68	\$800,000.	-25.10%	\$730,000.	\$800,000.	-8.75%	93	192	-51.56%
13 MULTIFAMILY	\$0.	\$537,500.	0.00%	\$0.	\$537,500.	0.00%	0	101	0.00%
14 Acreage	\$1,478,333.37	\$186,200.	693.95%	\$465,000.	\$151,000.	207.95%	328	187	75.40%
15 Acreage WF	\$0.	\$0.	0.00%	\$0.	\$0.	0.00%	0	0	0.00%
16 Lots	\$191,950.	\$148,354.54	29.39%	\$164,000.	\$135,000.	21.48%	273	209	30.62%
17 Lots WF	\$0.	\$0.	0.00%	\$0.	\$0.	0.00%	0	0	0.00%
18 LOTS TOTAL	\$513,545.84	\$160,181.25	220.60%	\$220,000.	\$139,500.	57.71%	287	202	42.08%
19 Business	\$30,000.	\$0.	0.00%	\$30,000.	\$0.	0.00%	107	0	0.00%
20 Commercial	\$1,163,232.50	\$487,500.	138.61%	\$1,163,232.50	\$487,500.	138.61%	135	86	56.98%
21 Land	\$0.	\$0.	0.00%	\$0.	\$0.	0.00%	0	0	0.00%
22 Leases	\$780,000.	\$55,880.	1295.85%	\$780,000.	\$60,000.	1200.00%	298	287	3.83%
23 IC&I TOTAL	\$784,116.25	\$228,528.	243.12%	\$570,000.	\$73,440.	676.14%	168	206	-18.45%
24 GRAND TOTAL	\$378,319.87	\$289,321.28	30.76%	\$327,500.	\$253,750.	29.06%	96	102	-5.88%

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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	\$580,619.06	\$447,495.46	29.75%	\$490,000.	\$410,000.	19.51%	120	129	-6.98%
2 Duplex	\$381,170.59	\$278,758.31	36.74%	\$320,000.	\$253,641.56	26.16%	78	77	1.30%
3 Mobile Home	\$135,007.50	\$105,729.41	27.69%	\$145,500.	\$78,000.	86.54%	99	73	35.62%
4 Recreational	\$548,000.	\$858,333.31	-36.16%	\$548,000.	\$705,000.	-22.27%	72	284	-74.65%
5 Residential	\$388,949.84	\$335,114.25	16.06%	\$371,500.	\$304,000.	22.20%	79	95	-16.84%
6 Residential WF	\$250,000.	\$0.	0.00%	\$250,000.	\$0.	0.00%	98	0	0.00%
7 3/4-Plex	\$0.	\$0.	0.00%	\$0.	\$0.	0.00%	0	0	0.00%
8 Timeshare	\$0.	\$0.	0.00%	\$0.	\$0.	0.00%	0	0	0.00%
9 Apartment	\$209,090.46	\$171,050.	22.24%	\$180,000.	\$159,000.	13.21%	91	68	33.82%
10 Townhouse	\$286,589.37	\$217,605.43	31.70%	\$275,000.	\$220,500.	24.72%	86	59	45.76%
11 RES. TOTAL	\$350,350.43	\$295,620.50	18.51%	\$330,000.	\$265,500.	24.29%	86	89	-3.37%
12 FARMS	\$599,166.68	\$655,000.	-8.52%	\$730,000.	\$655,000.	11.45%	93	137	-32.12%
13 MULTIFAMILY	\$0.	\$626,666.68	0.00%	\$0.	\$276,000.	0.00%	0	91	0.00%
14 Acreage	\$766,142.87	\$173,300.	342.09%	\$300,000.	\$150,500.	99.34%	197	146	34.93%
15 Acreage WF	\$0.	\$665,000.	0.00%	\$0.	\$665,000.	0.00%	0	162	0.00%
16 Lots	\$211,881.15	\$141,627.78	49.60%	\$206,250.	\$134,500.	53.35%	299	181	65.19%
17 Lots WF	\$0.	\$0.	0.00%	\$0.	\$0.	0.00%	0	0	0.00%
18 LOTS TOTAL	\$416,082.84	\$170,596.54	143.90%	\$247,523.79	\$144,000.	71.89%	261	168	55.36%
19 Business	\$80,375.	\$125,000.	-35.70%	\$123,500.	\$125,000.	-1.20%	158	146	8.22%
20 Commercial	\$1,157,793.	\$487,500.	137.50%	\$1,110,000.	\$487,500.	127.69%	92	86	6.98%
21 Land	\$0.	\$0.	0.00%	\$0.	\$0.	0.00%	0	0	0.00%
22 Leases	\$390,375.	\$194,301.50	100.91%	\$390,375.	\$66,720.	485.09%	271	304	-10.86%
23 IC&I TOTAL	\$626,474.06	\$251,756.56	148.84%	\$360,000.	\$97,800.	268.10%	148	238	-37.82%
24 GRAND TOTAL	\$367,645.03	\$288,197.43	27.57%	\$325,000.	\$252,500.	28.71%	100	101	-0.99%