

# **North Zone Monthly Statistics**

March 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 = March</b>						
<b>Area = Central Zone</b>						
1 Units Listed	1257	1042	20.63%	3316	2797	18.56%
2 Units Sold	458	640	-28.44%	1203	1437	-16.28%
3 Sales Volume	\$201,870,992.	\$246,250,336.	-18.02%	\$504,256,288.	\$550,895,296.	-8.47%
4 List/Sell Ratio	96.69%	97.25%		96.41%	96.75%	
5 Days to Sell	60	67	-10.45%	74	74	0.00%
6 Active Listings	3935	2858	37.68%			
<b>Area = North Zone</b>						
1 Units Listed	434	463	-6.26%	1167	1031	13.19%
2 Units Sold	157	225	-30.22%	452	536	-15.67%
3 Sales Volume	\$60,397,408.	\$75,054,416.	-19.53%	\$168,702,112.	\$164,683,824.	2.44%
4 List/Sell Ratio	96.63%	96.46%		96.02%	96.28%	
5 Days to Sell	99	83	19.28%	99	94	5.32%
6 Active Listings	1647	1413	16.56%			
<b>Area = Shuswap Zone</b>						
1 Units Listed	324	264	22.73%	767	617	24.31%
2 Units Sold	85	136	-37.50%	220	312	-29.49%
3 Sales Volume	\$25,024,520.	\$38,023,404.	-34.19%	\$68,967,592.	\$86,862,880.	-20.60%
4 List/Sell Ratio	94.74%	95.58%		94.98%	95.25%	
5 Days to Sell	111	111	0.00%	110	124	-11.29%
6 Active Listings	1184	848	39.62%			
<b>Area = Grand Total</b>						
1 Units Listed	2015	1769	13.91%	5250	4445	18.11%
2 Units Sold	700	1001	-30.07%	1875	2285	-17.94%
3 Sales Volume	\$287,292,928.	\$359,328,160.	-20.05%	\$741,926,016.	\$802,441,984.	-7.54%
4 List/Sell Ratio	96.44%	96.84%		96.14%	96.44%	
5 Days to Sell	75	76	-1.32%	84	85	-1.18%
6 Active Listings	6766	5119	32.17%			

# Quick Summary Part 1

Description	Total Units Sold	Total Sales Volume	Res. Units Sold	Res. Sales Volume
This Month	157	\$60,397,408.	62	\$23,854,232.
Last Month	175	\$66,012,696.	76	\$30,298,032.
This Month Last Year	225	\$75,054,416.	109	\$38,659,488.

Description	Total Listings Taken	Inventory
This Month	434	1647
Last Month	366	1527
This Month Last Year	463	1413

# Quick Summary Part 2

	<u>Description</u>	<u>This Month</u>
Year = 2008		
Month = 3		
Area = NO		
7	Ratio of Sales vs. Inventory	9.53%
8	Condo/Apt -- Sales	12
9	Condo/Apt -- New Listings	29
10	Condo/Apt -- Current Inventory	118
11	Condo/Apt -- Sell/Inv. Ratio	10.17%
12	Condo/Apt -- Days to Sell	38
13	Condo/Townhouse -- Sales	19
14	Condo/Townhouse -- New Listings	45
15	Condo/Townhouse -- Current Inventory	120
16	Condo/Townhouse -- Sell/Inv. Ratio	15.83%
17	Condo/Townhouse -- Days to Sell	58
18	Lots -- Sales	17
19	Lots -- New Listings	49
20	Lots -- Current Inventory	358
21	Lots -- Sell/Inv. Ratio	4.75%
22	Lots -- Days to Sell	347
23	Residential -- Sales	62
24	Residential -- New Listings	178
25	Residential -- Current Inventory	473
26	Residential -- Sell/Inv. Ratio	13.11%
27	Residential -- Days to Sell	69
28	Average House Price	\$384,745.68
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	45	38	18.42%	118	91	29.67%	173	125	38.40%
2 Duplex	13	13	0.00%	32	26	23.08%	27	17	58.82%
3 Mobile Home	17	22	-22.73%	57	51	11.76%	63	45	40.00%
4 Recreational	7	6	16.67%	8	20	-60.00%	27	39	-30.77%
5 Residential	178	180	-1.11%	452	403	12.16%	473	390	21.28%
6 Residential WF	8	3	166.67%	18	13	38.46%	33	16	106.25%
7 3/4-Plex	1	2	-50.00%	3	3	0.00%	8	4	100.00%
8 Timeshare	0	0	0.00%	0	0	0.00%	4	2	100.00%
9 Apartment	29	32	-9.38%	113	76	48.68%	118	72	63.89%
10 Townhouse	45	53	-15.09%	106	123	-13.82%	120	112	7.14%
11 RES. TOTAL	343	349	-1.72%	907	806	12.53%	1046	822	27.25%
12 FARMS	11	9	22.22%	36	17	111.76%	57	47	21.28%
13 MULTIFAMILY	3	1	200.00%	4	4	0.00%	4	2	100.00%
14 Acreage	22	23	-4.35%	53	41	29.27%	150	112	33.93%
15 Acreage WF	4	0	0.00%	6	2	200.00%	17	6	183.33%
16 Lots	22	49	-55.10%	66	78	-15.38%	180	247	-27.13%
17 Lots WF	1	2	-50.00%	5	5	0.00%	11	4	175.00%
18 LOTS TOTAL	49	74	-33.78%	131	126	3.97%	358	369	-2.98%
19 Business	12	13	-7.69%	31	34	-8.82%	67	66	1.52%
20 Commercial	9	10	-10.00%	26	18	44.44%	51	42	21.43%
21 Land	3	3	0.00%	14	11	27.27%	30	40	-25.00%
22 Leases	4	4	0.00%	18	15	20.00%	34	25	36.00%
23 IC&I TOTAL	28	30	-6.67%	89	78	14.10%	182	173	5.20%
24 GRAND TOTAL	434	463	-6.26%	1167	1031	13.19%	1647	1413	16.56%

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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	16	16	0.00%	\$9,437,500.	\$7,170,350.	31.62%	97.10%	97.12%
2 Duplex	6	7	-14.29%	\$2,166,000.	\$2,296,350.	-5.68%	96.40%	96.99%
3 Mobile Home	12	10	20.00%	\$1,723,750.	\$982,400.	75.46%	93.95%	89.72%
4 Recreational	0	2	-100.00%	\$0.	\$2,079,000.	0.00%	0.00%	91.72%
5 Residential	62	109	-43.12%	\$23,854,232.	\$38,659,488.	-38.30%	96.61%	96.90%
6 Residential WF	0	3	-100.00%	\$0.	\$4,478,900.	0.00%	0.00%	90.39%
7 3/4-Plex	0	2	-100.00%	\$0.	\$426,500.	0.00%	0.00%	97.96%
8 Timeshare	0	0	0.00%	\$0.	\$0.	0.00%	0.00%	0.00%
9 Apartment	12	25	-52.00%	\$2,268,400.	\$4,087,000.	-44.50%	97.60%	96.81%
10 Townhouse	19	34	-44.12%	\$4,654,897.	\$8,786,859.	-47.02%	97.10%	98.05%
11 RES. TOTAL	127	208	-38.94%	\$44,104,780.	\$68,966,848.	-36.05%	96.58%	96.62%
12 FARMS	2	1	100.00%	\$1,335,000.	\$775,000.	72.26%	92.35%	98.72%
13 MULTIFAMILY	1	3	-66.67%	\$610,000.	\$1,599,000.	-61.85%	84.13%	96.38%
14 Acreage	4	2	100.00%	\$1,054,900.	\$510,000.	106.84%	95.60%	100.00%
15 Acreage WF	0	0	0.00%	\$0.	\$0.	0.00%	0.00%	0.00%
16 Lots	12	8	50.00%	\$2,730,900.	\$1,441,800.	89.41%	105.88%	99.12%
17 Lots WF	1	1	0.00%	\$59,830.	\$1,200,000.	-95.01%	96.50%	85.71%
18 LOTS TOTAL	17	11	54.55%	\$3,845,630.	\$3,151,800.	22.01%	102.91%	98.06%
19 Business	3	1	200.00%	\$4,528,000.	\$104,770.	4221.85%	87.98%	44.58%
20 Commercial	4	0	0.00%	\$3,191,000.	\$0.	0.00%	87.12%	0.00%
21 Land	2	1	100.00%	\$2,720,000.	\$457,000.	495.19%	89.33%	97.25%
22 Leases	1	0	0.00%	\$63,000.	\$0.	0.00%	0.00%	0.00%
23 IC&I TOTAL	10	2	400.00%	\$10,502,000.	\$561,770.	1769.45%	87.89%	70.91%
24 GRAND TOTAL	157	225	-30.22%	\$60,397,408.	\$75,054,416.	-19.53%	96.63%	96.46%

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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
<b>Area = NO</b>								
1 Acreage/House	37	38	-2.63%	\$21,630,500.	\$17,015,250.	27.12%	95.96%	95.54%
2 Duplex	23	17	35.29%	\$8,645,900.	\$5,083,933.	70.06%	96.43%	96.47%
3 Mobile Home	33	27	22.22%	\$4,472,900.	\$2,779,800.	60.91%	91.72%	91.09%
4 Recreational	1	5	-80.00%	\$548,000.	\$4,654,000.	-88.23%	96.30%	94.13%
5 Residential	191	250	-23.60%	\$74,126,816.	\$85,910,600.	-13.72%	96.19%	96.82%
6 Residential WF	1	3	-66.67%	\$250,000.	\$4,478,900.	-94.42%	78.24%	90.39%
7 3/4-Plex	0	2	-100.00%	\$0.	\$426,500.	0.00%	0.00%	97.96%
8 Timeshare	0	0	0.00%	\$0.	\$0.	0.00%	0.00%	0.00%
9 Apartment	33	54	-38.89%	\$6,659,300.	\$9,047,450.	-26.40%	97.77%	96.63%
10 Townhouse	68	80	-15.00%	\$18,697,776.	\$18,796,710.	-0.53%	97.90%	97.44%
11 RES. TOTAL	387	476	-18.70%	\$135,031,184.	\$148,193,136.	-8.88%	96.19%	96.40%
12 FARMS	5	3	66.67%	\$3,132,500.	\$2,085,000.	50.24%	93.76%	86.54%
13 MULTIFAMILY	1	6	-83.33%	\$610,000.	\$3,479,000.	-82.47%	84.13%	95.71%
14 Acreage	11	12	-8.33%	\$6,417,900.	\$2,243,000.	186.13%	95.68%	100.51%
15 Acreage WF	0	1	-100.00%	\$0.	\$665,000.	0.00%	0.00%	89.87%
16 Lots	25	26	-3.85%	\$5,543,474.	\$3,991,100.	38.90%	100.62%	96.31%
17 Lots WF	1	1	0.00%	\$59,830.	\$1,200,000.	-95.01%	96.50%	85.71%
18 LOTS TOTAL	37	40	-7.50%	\$12,021,204.	\$8,099,100.	48.43%	99.04%	97.14%
19 Business	7	2	250.00%	\$4,849,500.	\$229,770.	2010.59%	82.52%	66.52%
20 Commercial	10	2	400.00%	\$9,493,965.	\$975,000.	873.74%	90.93%	95.79%
21 Land	2	1	100.00%	\$2,720,000.	\$457,000.	495.19%	89.33%	97.25%
22 Leases	3	6	-50.00%	\$843,750.	\$1,165,809.	-27.63%	100.00%	100.00%
23 IC&I TOTAL	22	11	100.00%	\$17,907,216.	\$2,827,579.	533.31%	88.28%	86.97%
24 GRAND TOTAL	452	536	-15.67%	\$168,702,112.	\$164,683,824.	2.44%	96.02%	96.28%

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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	\$589,843.75	\$448,146.87	31.62%	\$575,000.	\$439,500.	30.83%	72	112	-35.71%
2 Duplex	\$361,000.	\$328,050.	10.04%	\$326,250.	\$380,000.	-14.14%	36	24	50.00%
3 Mobile Home	\$143,645.82	\$98,240.	46.22%	\$142,500.	\$89,450.	59.31%	84	108	-22.22%
4 Recreational	\$0.	\$1,039,500.	0.00%	\$0.	\$1,039,500.	0.00%	0	63	0.00%
5 Residential	\$384,745.68	\$354,674.18	8.48%	\$378,000.	\$335,088.12	12.81%	69	74	-6.76%
6 Residential WF	\$0.	\$1,492,966.62	0.00%	\$0.	\$1,500,000.	0.00%	0	196	0.00%
7 3/4-Plex	\$0.	\$213,250.	0.00%	\$0.	\$213,250.	0.00%	0	98	0.00%
8 Timeshare	\$0.	\$0.	0.00%	\$0.	\$0.	0.00%	0	0	0.00%
9 Apartment	\$189,033.32	\$163,480.	15.63%	\$199,450.	\$143,000.	39.48%	38	54	-29.63%
10 Townhouse	\$244,994.56	\$258,437.03	-5.20%	\$233,000.	\$237,000.	-1.69%	58	54	7.41%
11 RES. TOTAL	\$347,281.71	\$331,571.37	4.74%	\$315,000.	\$297,500.	5.88%	64	73	-12.33%
12 FARMS	\$667,500.	\$775,000.	-13.87%	\$667,500.	\$775,000.	-13.87%	44	17	158.82%
13 MULTIFAMILY	\$610,000.	\$533,000.	14.45%	\$610,000.	\$386,000.	58.03%	17	101	-83.17%
14 Acreage	\$263,725.	\$255,000.	3.42%	\$275,000.	\$255,000.	7.84%	73	177	-58.76%
15 Acreage WF	\$0.	\$0.	0.00%	\$0.	\$0.	0.00%	0	0	0.00%
16 Lots	\$227,575.	\$180,225.	26.27%	\$230,000.	\$146,000.	57.53%	463	304	52.30%
17 Lots WF	\$59,830.	\$1,200,000.	-95.01%	\$59,830.	\$1,200,000.	-95.01%	51	17	200.00%
18 LOTS TOTAL	\$226,213.53	\$286,527.28	-21.05%	\$230,000.	\$148,000.	55.41%	347	255	36.08%
19 Business	\$1,509,333.37	\$104,770.	1340.62%	\$538,000.	\$104,770.	413.51%	54	269	-79.93%
20 Commercial	\$797,750.	\$0.	0.00%	\$902,500.	\$0.	0.00%	110	0	0.00%
21 Land	\$1,360,000.	\$457,000.	197.59%	\$1,360,000.	\$457,000.	197.59%	282	207	36.23%
22 Leases	\$63,000.	\$0.	0.00%	\$63,000.	\$0.	0.00%	154	0	0.00%
23 IC&I TOTAL	\$1,050,200.	\$280,885.	273.89%	\$631,500.	\$280,885.	124.83%	132	238	-44.54%
24 GRAND TOTAL	\$384,696.87	\$333,575.18	15.33%	\$309,496.81	\$295,000.	4.91%	99	83	19.28%

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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	\$584,608.12	\$447,769.75	30.56%	\$525,000.	\$429,500.	22.24%	99	122	-18.85%
2 Duplex	\$375,908.68	\$299,054.87	25.70%	\$320,000.	\$267,000.	19.85%	67	55	21.82%
3 Mobile Home	\$135,542.42	\$102,955.55	31.65%	\$145,000.	\$78,000.	85.90%	94	86	9.30%
4 Recreational	\$548,000.	\$930,800.	-41.13%	\$548,000.	\$929,000.	-41.01%	72	195	-63.08%
5 Residential	\$388,098.50	\$343,642.40	12.94%	\$375,000.	\$320,250.	17.10%	76	86	-11.63%
6 Residential WF	\$250,000.	\$1,492,966.62	-83.25%	\$250,000.	\$1,500,000.	-83.33%	98	196	-50.00%
7 3/4-Plex	\$0.	\$213,250.	0.00%	\$0.	\$213,250.	0.00%	0	98	0.00%
8 Timeshare	\$0.	\$0.	0.00%	\$0.	\$0.	0.00%	0	0	0.00%
9 Apartment	\$201,796.96	\$167,545.37	20.44%	\$181,000.	\$149,950.	20.71%	71	61	16.39%
10 Townhouse	\$274,967.31	\$234,958.85	17.03%	\$247,250.	\$224,500.	10.13%	78	57	36.84%
11 RES. TOTAL	\$348,917.81	\$311,330.12	12.07%	\$328,800.	\$276,000.	19.13%	79	82	-3.66%
12 FARMS	\$626,500.	\$695,000.	-9.86%	\$730,000.	\$775,000.	-5.81%	73	97	-24.74%
13 MULTIFAMILY	\$610,000.	\$579,833.31	5.20%	\$610,000.	\$592,500.	2.95%	17	96	-82.29%
14 Acreage	\$583,445.43	\$186,916.67	212.14%	\$300,000.	\$150,500.	99.34%	152	152	0.00%
15 Acreage WF	\$0.	\$665,000.	0.00%	\$0.	\$665,000.	0.00%	0	162	0.00%
16 Lots	\$221,738.95	\$153,503.84	44.45%	\$230,000.	\$139,500.	64.87%	369	219	68.49%
17 Lots WF	\$59,830.	\$1,200,000.	-95.01%	\$59,830.	\$1,200,000.	-95.01%	51	17	200.00%
18 LOTS TOTAL	\$324,897.40	\$202,477.50	60.46%	\$230,000.	\$146,000.	57.53%	296	192	54.17%
19 Business	\$692,785.68	\$114,885.	503.03%	\$538,000.	\$114,885.	368.29%	113	207	-45.41%
20 Commercial	\$949,396.50	\$487,500.	94.75%	\$1,296,982.50	\$487,500.	166.05%	97	86	12.79%
21 Land	\$1,360,000.	\$457,000.	197.59%	\$1,360,000.	\$457,000.	197.59%	282	207	36.23%
22 Leases	\$281,250.	\$194,301.50	44.75%	\$63,000.	\$486,899.	-87.06%	232	304	-23.68%
23 IC&I TOTAL	\$813,964.31	\$257,052.64	216.65%	\$526,000.	\$104,770.	402.05%	137	238	-42.44%
24 GRAND TOTAL	\$373,234.75	\$307,245.93	21.48%	\$320,000.	\$269,400.	18.78%	99	94	5.32%

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