

# **North Zone Monthly Statistics**

July 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 = July</b>						
<b>Area = Central Zone</b>						
1 Units Listed	1419	995	42.61%	8937	6694	33.51%
2 Units Sold	334	553	-39.60%	2795	4008	-30.26%
3 Sales Volume	\$138,436,080.	\$225,864,144.	-38.71%	\$1,218,821,376.	\$1,600,317,440.	-23.84%
4 List/Sell Ratio	93.37%	96.37%		95.67%	96.72%	
5 Days to Sell	77	67	14.93%	74	69	7.25%
6 Active Listings	5489	2976	84.44%			
<b>Area = North Zone</b>						
1 Units Listed	535	385	38.96%	3332	2809	18.62%
2 Units Sold	123	266	-53.76%	1070	1662	-35.62%
3 Sales Volume	\$51,273,000.	\$106,958,664.	-52.06%	\$411,811,424.	\$556,954,816.	-26.06%
4 List/Sell Ratio	93.55%	96.98%		95.15%	96.54%	
5 Days to Sell	98	79	24.05%	93	86	8.14%
6 Active Listings	2439	1583	54.07%			
<b>Area = Shuswap Zone</b>						
1 Units Listed	364	235	54.89%	2285	1672	36.66%
2 Units Sold	84	142	-40.85%	632	961	-34.24%
3 Sales Volume	\$29,872,450.	\$46,640,640.	-35.95%	\$208,940,144.	\$300,901,120.	-30.56%
4 List/Sell Ratio	90.80%	94.81%		93.69%	96.01%	
5 Days to Sell	102	107	-4.67%	99	111	-10.81%
6 Active Listings	1871	1019	83.61%			
<b>Area = Grand Total</b>						
1 Units Listed	2318	1615	43.53%	14554	11175	30.24%
2 Units Sold	541	961	-43.70%	4497	6631	-32.18%
3 Sales Volume	\$219,581,520.	\$379,463,456.	-42.13%	\$1,839,572,864.	\$2,458,173,440.	-25.17%
4 List/Sell Ratio	93.01%	96.31%		95.26%	96.57%	
5 Days to Sell	86	76	13.16%	82	79	3.80%
6 Active Listings	9799	5578	75.67%			

# Quick Summary Part 1

Description	Total Units Sold	Total Sales Volume	Res. Units Sold	Res. Sales Volume
This Month	123	\$51,273,000.	66	\$28,158,650.
Last Month	157	\$65,116,828.	73	\$28,529,450.
This Month Last Year	266	\$106,958,664.	123	\$48,836,792.

Description	Total Listings Taken	Inventory
This Month	535	2439
Last Month	513	2280
This Month Last Year	385	1583

# Quick Summary Part 2

<u>Description</u>	<u>This Month</u>
<b>Year = 2008</b>	
<b>Month = 7</b>	
<b>Area = NO</b>	
7 Ratio of Sales vs. Inventory	5.04%
8 Condo/Apt -- Sales	10
9 Condo/Apt -- New Listings	28
10 Condo/Apt -- Current Inventory	153
11 Condo/Apt -- Sell/Inv. Ratio	6.54%
12 Condo/Apt -- Days to Sell	154
13 Condo/Townhouse -- Sales	18
14 Condo/Townhouse -- New Listings	51
15 Condo/Townhouse -- Current Inventory	213
16 Condo/Townhouse -- Sell/Inv. Ratio	8.45%
17 Condo/Townhouse -- Days to Sell	98
18 Lots -- Sales	4
19 Lots -- New Listings	83
20 Lots -- Current Inventory	490
21 Lots -- Sell/Inv. Ratio	0.82%
22 Lots -- Days to Sell	83
23 Residential -- Sales	66
24 Residential -- New Listings	231
25 Residential -- Current Inventory	798
26 Residential -- Sell/Inv. Ratio	8.27%
27 Residential -- Days to Sell	84
28 Average House Price	\$426,646.21
29 Median House Price	\$405,000.

## 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	51	47	8.51%	346	310	11.61%	266	191	39.27%
2 Duplex	11	10	10.00%	79	71	11.27%	38	24	58.33%
3 Mobile Home	21	17	23.53%	145	129	12.40%	90	48	87.50%
4 Recreational	6	5	20.00%	35	54	-35.19%	40	38	5.26%
5 Residential	231	165	40.00%	1351	1062	27.21%	798	413	93.22%
6 Residential WF	14	7	100.00%	58	46	26.09%	50	29	72.41%
7 3/4-Plex	1	1	0.00%	14	16	-12.50%	12	5	140.00%
8 Timeshare	0	2	-100.00%	1	2	-50.00%	3	5	-40.00%
9 Apartment	28	17	64.71%	238	152	56.58%	153	54	183.33%
10 Townhouse	51	35	45.71%	333	333	0.00%	213	119	78.99%
11 RES. TOTAL	414	306	35.29%	2600	2175	19.54%	1663	926	79.59%
12 FARMS	6	8	-25.00%	61	52	17.31%	61	52	17.31%
13 MULTIFAMILY	1	4	-75.00%	9	13	-30.77%	8	8	0.00%
14 Acreage	31	12	158.33%	159	125	27.20%	169	155	9.03%
15 Acreage WF	3	4	-25.00%	18	12	50.00%	16	12	33.33%
16 Lots	46	31	48.39%	260	244	6.56%	288	253	13.83%
17 Lots WF	3	3	0.00%	16	20	-20.00%	17	16	6.25%
18 LOTS TOTAL	83	51	62.75%	457	402	13.68%	490	436	12.39%
19 Business	19	2	850.00%	81	62	30.65%	91	56	62.50%
20 Commercial	6	5	20.00%	56	40	40.00%	57	42	35.71%
21 Land	5	3	66.67%	28	32	-12.50%	36	35	2.86%
22 Leases	1	6	-83.33%	39	33	18.18%	33	28	17.86%
23 IC&I TOTAL	31	16	93.75%	204	167	22.16%	217	161	34.78%
24 GRAND TOTAL	535	385	38.96%	3332	2809	18.62%	2439	1583	54.07%

**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	11	27	-59.26%	\$6,868,500.	\$14,859,900.	-53.78%	93.38%	94.77%
2 Duplex	3	5	-40.00%	\$1,482,000.	\$1,303,300.	13.71%	96.49%	97.33%
3 Mobile Home	5	6	-16.67%	\$455,400.	\$743,400.	-38.74%	88.67%	97.11%
4 Recreational	1	5	-80.00%	\$95,000.	\$3,777,000.	-97.48%	79.49%	96.17%
5 Residential	66	123	-46.34%	\$28,158,650.	\$48,836,792.	-42.34%	93.70%	97.43%
6 Residential WF	1	4	-75.00%	\$3,600,000.	\$6,795,000.	-47.02%	92.30%	91.97%
7 3/4-Plex	0	4	-100.00%	\$0.	\$1,443,000.	0.00%	0.00%	96.30%
8 Timeshare	0	0	0.00%	\$0.	\$0.	0.00%	0.00%	0.00%
9 Apartment	10	17	-41.18%	\$2,139,700.	\$3,718,650.	-42.46%	91.10%	97.86%
10 Townhouse	18	39	-53.85%	\$5,462,800.	\$11,466,614.	-52.36%	95.61%	99.68%
11 RES. TOTAL	115	230	-50.00%	\$48,262,048.	\$92,943,656.	-48.07%	93.46%	97.38%
12 FARMS	2	2	0.00%	\$1,220,250.	\$1,730,000.	-29.47%	93.98%	85.60%
13 MULTIFAMILY	0	1	-100.00%	\$0.	\$653,000.	0.00%	0.00%	99.08%
14 Acreage	3	7	-57.14%	\$1,451,000.	\$2,864,400.	-49.34%	98.75%	95.18%
15 Acreage WF	0	0	0.00%	\$0.	\$0.	0.00%	0.00%	0.00%
16 Lots	1	16	-93.75%	\$100,000.	\$2,919,800.	-96.58%	100.00%	96.19%
17 Lots WF	0	1	-100.00%	\$0.	\$724,500.	0.00%	0.00%	99.38%
18 LOTS TOTAL	4	24	-83.33%	\$1,551,000.	\$6,508,700.	-76.17%	99.06%	96.03%
19 Business	1	0	0.00%	\$195,000.	\$0.	0.00%	81.25%	0.00%
20 Commercial	0	4	-100.00%	\$0.	\$2,930,000.	0.00%	0.00%	89.76%
21 Land	0	3	-100.00%	\$0.	\$2,179,000.	0.00%	0.00%	89.42%
22 Leases	1	2	-50.00%	\$44,700.	\$14,311.	212.35%	0.00%	100.00%
23 IC&I TOTAL	2	9	-77.78%	\$239,700.	\$5,123,311.	-95.32%	81.25%	90.91%
24 GRAND TOTAL	123	266	-53.76%	\$51,273,000.	\$106,958,664.	-52.06%	93.55%	96.98%

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

**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	89	136	-34.56%	\$54,128,900.	\$67,556,752.	-19.88%	95.06%	95.58%
2 Duplex	43	44	-2.27%	\$15,786,200.	\$11,893,383.	32.73%	96.72%	96.50%
3 Mobile Home	76	91	-16.48%	\$9,162,600.	\$9,226,050.	-0.69%	90.52%	92.71%
4 Recreational	6	23	-73.91%	\$1,758,277.	\$13,422,700.	-86.90%	92.37%	95.80%
5 Residential	492	755	-34.83%	\$195,448,112.	\$276,408,608.	-29.29%	95.54%	97.19%
6 Residential WF	5	16	-68.75%	\$11,290,000.	\$19,560,400.	-42.28%	92.04%	92.45%
7 3/4-Plex	1	12	-91.67%	\$338,000.	\$3,405,900.	-90.08%	96.59%	96.45%
8 Timeshare	0	0	0.00%	\$0.	\$0.	0.00%	0.00%	0.00%
9 Apartment	76	127	-40.16%	\$15,376,112.	\$22,328,624.	-31.14%	95.87%	98.01%
10 Townhouse	148	238	-37.82%	\$41,467,636.	\$61,881,180.	-32.99%	97.24%	98.22%
11 RES. TOTAL	936	1442	-35.09%	\$344,755,840.	\$485,683,584.	-29.02%	95.40%	96.89%
12 FARMS	10	11	-9.09%	\$9,952,750.	\$8,326,000.	19.54%	94.72%	91.71%
13 MULTIFAMILY	1	11	-90.91%	\$610,000.	\$6,996,000.	-91.28%	84.13%	97.31%
14 Acreage	29	33	-12.12%	\$15,184,600.	\$8,911,300.	70.40%	91.74%	96.68%
15 Acreage WF	3	2	50.00%	\$870,000.	\$1,565,000.	-44.41%	94.26%	82.43%
16 Lots	46	121	-61.98%	\$10,159,524.	\$21,299,260.	-52.30%	97.08%	96.14%
17 Lots WF	1	3	-66.67%	\$59,830.	\$2,789,500.	-97.86%	96.50%	95.26%
18 LOTS TOTAL	80	160	-50.00%	\$26,728,954.	\$34,875,060.	-23.36%	95.03%	96.07%
19 Business	9	10	-10.00%	\$5,604,500.	\$4,073,254.	37.59%	86.23%	64.89%
20 Commercial	18	11	63.64%	\$17,833,964.	\$7,920,000.	125.18%	89.87%	93.70%
21 Land	6	6	0.00%	\$5,162,000.	\$7,846,800.	-34.22%	89.02%	86.02%
22 Leases	10	11	-9.09%	\$1,163,410.62	\$1,234,140.	-5.73%	100.00%	100.00%
23 IC&I TOTAL	43	38	13.16%	\$29,763,876.	\$21,074,194.	41.23%	89.05%	83.73%
24 GRAND TOTAL	1070	1662	-35.62%	\$411,811,424.	\$556,954,816.	-26.06%	95.15%	96.54%

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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	\$624,409.06	\$550,366.68	13.45%	\$527,500.	\$480,000.	9.90%	81	76	6.58%
2 Duplex	\$494,000.	\$260,660.	89.52%	\$589,000.	\$240,000.	145.42%	62	36	72.22%
3 Mobile Home	\$91,080.	\$123,900.	-26.49%	\$59,900.	\$134,250.	-55.38%	106	33	221.21%
4 Recreational	\$95,000.	\$755,400.	-87.42%	\$95,000.	\$635,000.	-85.04%	291	137	112.41%
5 Residential	\$426,646.21	\$397,047.06	7.45%	\$405,000.	\$364,000.	11.26%	84	63	33.33%
6 Residential WF	\$3,600,000.	\$1,698,750.	111.92%	\$3,600,000.	\$1,552,500.	131.88%	121	120	0.83%
7 3/4-Plex	\$0.	\$360,750.	0.00%	\$0.	\$365,000.	0.00%	0	47	0.00%
8 Timeshare	\$0.	\$0.	0.00%	\$0.	\$0.	0.00%	0	0	0.00%
9 Apartment	\$213,970.	\$218,744.12	-2.18%	\$209,000.	\$235,000.	-11.06%	154	48	220.83%
10 Townhouse	\$303,488.87	\$294,015.75	3.22%	\$276,000.	\$295,880.15	-6.72%	98	84	16.67%
11 RES. TOTAL	\$419,670.	\$404,102.84	3.85%	\$363,000.	\$341,284.06	6.36%	94	68	38.24%
12 FARMS	\$610,125.	\$865,000.	-29.47%	\$610,125.	\$865,000.	-29.47%	115	77	49.35%
13 MULTIFAMILY	\$0.	\$653,000.	0.00%	\$0.	\$653,000.	0.00%	0	181	0.00%
14 Acreage	\$483,666.65	\$409,200.	18.20%	\$435,000.	\$349,900.	24.32%	109	51	113.73%
15 Acreage WF	\$0.	\$0.	0.00%	\$0.	\$0.	0.00%	0	0	0.00%
16 Lots	\$100,000.	\$182,487.50	-45.20%	\$100,000.	\$161,000.	-37.89%	4	194	-97.94%
17 Lots WF	\$0.	\$724,500.	0.00%	\$0.	\$724,500.	0.00%	0	123	0.00%
18 LOTS TOTAL	\$387,750.	\$271,195.84	42.98%	\$375,500.	\$227,500.	65.05%	83	149	-44.30%
19 Business	\$195,000.	\$0.	0.00%	\$195,000.	\$0.	0.00%	379	0	0.00%
20 Commercial	\$0.	\$732,500.	0.00%	\$0.	\$997,500.	0.00%	0	158	0.00%
21 Land	\$0.	\$726,333.31	0.00%	\$0.	\$179,000.	0.00%	0	180	0.00%
22 Leases	\$44,700.	\$7,155.50	524.69%	\$44,700.	\$7,155.50	524.69%	200	159	25.79%
23 IC&I TOTAL	\$119,850.	\$569,256.75	-78.95%	\$119,850.	\$750,000.	-84.02%	289	165	75.15%
24 GRAND TOTAL	\$416,853.65	\$402,100.25	3.67%	\$363,000.	\$334,407.40	8.55%	98	79	24.05%

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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	\$608,189.87	\$496,740.81	22.44%	\$550,000.	\$460,000.	19.57%	98	96	2.08%
2 Duplex	\$367,120.93	\$270,304.15	35.82%	\$320,000.	\$240,000.	33.33%	70	48	45.83%
3 Mobile Home	\$120,560.52	\$101,385.16	18.91%	\$121,500.	\$79,600.	52.64%	94	69	36.23%
4 Recreational	\$293,046.15	\$583,595.62	-49.79%	\$320,238.50	\$557,000.	-42.51%	124	128	-3.13%
5 Residential	\$397,252.25	\$366,104.09	8.51%	\$377,000.	\$342,000.	10.23%	71	75	-5.33%
6 Residential WF	\$2,258,000.	\$1,222,525.	84.70%	\$2,645,000.	\$1,352,500.	95.56%	57	126	-54.76%
7 3/4-Plex	\$338,000.	\$283,825.	19.09%	\$338,000.	\$196,500.	72.01%	35	71	-50.70%
8 Timeshare	\$0.	\$0.	0.00%	\$0.	\$0.	0.00%	0	0	0.00%
9 Apartment	\$202,317.26	\$175,815.93	15.07%	\$192,000.	\$159,000.	20.75%	86	58	48.28%
10 Townhouse	\$280,186.75	\$260,004.95	7.76%	\$249,500.	\$251,500.	-0.80%	72	66	9.09%
11 RES. TOTAL	\$368,328.87	\$336,812.46	9.36%	\$340,000.	\$306,000.	11.11%	77	74	4.05%
12 FARMS	\$995,275.	\$756,909.06	31.49%	\$757,500.	\$775,000.	-2.26%	98	129	-24.03%
13 MULTIFAMILY	\$610,000.	\$636,000.	-4.09%	\$610,000.	\$276,000.	121.01%	17	128	-86.72%
14 Acreage	\$523,606.90	\$270,039.40	93.90%	\$350,000.	\$222,000.	57.66%	196	127	54.33%
15 Acreage WF	\$290,000.	\$782,500.	-62.94%	\$215,000.	\$782,500.	-72.52%	24	203	-88.18%
16 Lots	\$220,859.21	\$176,026.93	25.47%	\$234,500.	\$157,000.	49.36%	290	166	74.70%
17 Lots WF	\$59,830.	\$929,833.31	-93.57%	\$59,830.	\$865,000.	-93.08%	51	82	-37.80%
18 LOTS TOTAL	\$334,111.93	\$217,969.12	53.28%	\$250,000.	\$170,000.	47.06%	240	158	51.90%
19 Business	\$622,722.25	\$407,325.40	52.88%	\$3,800,000.	\$107,385.	3438.67%	164	283	-42.05%
20 Commercial	\$990,775.81	\$720,000.	37.61%	\$987,500.	\$725,000.	36.21%	148	211	-29.86%
21 Land	\$860,333.31	\$1,307,800.	-34.22%	\$1,517,000.	\$2,609,900.	-41.88%	263	173	52.02%
22 Leases	\$116,341.06	\$112,194.54	3.70%	\$19,167.	\$11.	174145.46%	140	233	-39.91%
23 IC&I TOTAL	\$692,183.12	\$554,584.06	24.81%	\$475,000.	\$162,500.	192.31%	165	230	-28.26%
24 GRAND TOTAL	\$384,870.50	\$335,111.21	14.85%	\$337,000.	\$295,000.	14.24%	93	86	8.14%

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