

# **North Zone Monthly Statistics**

**June 2009**

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 = 2009</b>         |                         |                |          |                |                  |          |
| <b>Month = June</b>        |                         |                |          |                |                  |          |
| <b>Area = Central Zone</b> |                         |                |          |                |                  |          |
| 1 Units Listed             | 1122                    | 1421           | -21.04%  | 6340           | 7516             | -15.65%  |
| 2 Units Sold               | 438                     | 356            | 23.03%   | 1662           | 2459             | -32.41%  |
| 3 Sales Volume             | \$169,963,840.          | \$166,577,936. | 2.03%    | \$634,277,760. | \$1,078,613,248. | -41.20%  |
| 4 List/Sell Ratio          | 92.16%                  | 95.43%         |          | 90.52%         | 95.98%           |          |
| 5 Days to Sell             | 89                      | 77             | 15.58%   | 97             | 74               | 31.08%   |
| 6 Active Listings          | 5475                    | 5168           | 5.94%    |                |                  |          |
| <b>Area = North Zone</b>   |                         |                |          |                |                  |          |
| 1 Units Listed             | 493                     | 512            | -3.71%   | 2438           | 2791             | -12.65%  |
| 2 Units Sold               | 187                     | 156            | 19.87%   | 707            | 942              | -24.95%  |
| 3 Sales Volume             | \$68,280,760.           | \$64,416,828.  | 6.00%    | \$244,576,944. | \$355,487,424.   | -31.20%  |
| 4 List/Sell Ratio          | 91.85%                  | 92.77%         |          | 89.79%         | 95.35%           |          |
| 5 Days to Sell             | 111                     | 93             | 19.35%   | 124            | 93               | 33.33%   |
| 6 Active Listings          | 2605                    | 2280           | 14.25%   |                |                  |          |
| <b>Area = Shuswap Zone</b> |                         |                |          |                |                  |          |
| 1 Units Listed             | 266                     | 317            | -16.09%  | 1343           | 1784             | -24.72%  |
| 2 Units Sold               | 86                      | 90             | -4.44%   | 268            | 480              | -44.17%  |
| 3 Sales Volume             | \$27,286,708.           | \$29,035,200.  | -6.02%   | \$80,937,376.  | \$150,197,264.   | -46.11%  |
| 4 List/Sell Ratio          | 87.86%                  | 93.56%         |          | 86.75%         | 93.82%           |          |
| 5 Days to Sell             | 152                     | 90             | 68.89%   | 147            | 97               | 51.55%   |
| 6 Active Listings          | 1761                    | 1718           | 2.50%    |                |                  |          |
| <b>Area = Grand Total</b>  |                         |                |          |                |                  |          |
| 1 Units Listed             | 1881                    | 2250           | -16.40%  | 10121          | 12091            | -16.29%  |
| 2 Units Sold               | 711                     | 602            | 18.11%   | 2637           | 3881             | -32.05%  |
| 3 Sales Volume             | \$265,531,296.          | \$260,029,952. | 2.12%    | \$959,792,064. | \$1,584,297,984. | -39.42%  |
| 4 List/Sell Ratio          | 91.55%                  | 94.45%         |          | 89.94%         | 95.55%           |          |
| 5 Days to Sell             | 102                     | 83             | 22.89%   | 109            | 81               | 34.57%   |
| 6 Active Listings          | 9841                    | 9166           | 7.36%    |                |                  |          |

# Quick Summary Part 1

| Description          | Total Units Sold | Total Sales Volume | Res. Units Sold | Res. Sales Volume |
|----------------------|------------------|--------------------|-----------------|-------------------|
| This Month           | 187              | \$68,280,760.      | 99              | \$38,100,444.     |
| Last Month           | 175              | \$60,468,272.      | 99              | \$35,067,476.     |
| This Month Last Year | 156              | \$64,416,828.      | 73              | \$28,529,450.     |

| Description          | Total Listings Taken | Inventory |
|----------------------|----------------------|-----------|
| This Month           | 493                  | 2605      |
| Last Month           | 420                  | 2488      |
| This Month Last Year | 512                  | 2280      |

# Quick Summary Part 2

| <u>Description</u>                      | <u>This Month</u> |
|---|-------------------|
| <b>Year = 2009</b>                      |                   |
| <b>Month = 6</b>                        |                   |
| <b>Area = NO</b>                        |                   |
| 7 Ratio of Sales vs. Inventory          | 7.18%             |
| 8 Condo/Apt -- Sales                    | 11                |
| 9 Condo/Apt -- New Listings             | 25                |
| 10 Condo/Apt -- Current Inventory       | 162               |
| 11 Condo/Apt -- Sell/Inv. Ratio         | 6.79%             |
| 12 Condo/Apt -- Days to Sell            | 159               |
| 13 Condo/Townhouse -- Sales             | 31                |
| 14 Condo/Townhouse -- New Listings      | 69                |
| 15 Condo/Townhouse -- Current Inventory | 257               |
| 16 Condo/Townhouse -- Sell/Inv. Ratio   | 12.06%            |
| 17 Condo/Townhouse -- Days to Sell      | 154               |
| 18 Lots -- Sales                        | 12                |
| 19 Lots -- New Listings                 | 64                |
| 20 Lots -- Current Inventory            | 596               |
| 21 Lots -- Sell/Inv. Ratio              | 2.01%             |
| 22 Lots -- Days to Sell                 | 186               |
| 23 Residential -- Sales                 | 99                |
| 24 Residential -- New Listings          | 185               |
| 25 Residential -- Current Inventory     | 743               |
| 26 Residential -- Sell/Inv. Ratio       | 13.32%            |
| 27 Residential -- Days to Sell          | 83                |
| 28 Average House Price                  | \$384,852.96      |
| 29 Median House Price                   | \$372,500.        |
|   |                   |
|   |                   |
|   |                   |

## 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  | 46           | 48              | -4.17%     | 245      | 294      | -16.67%    | 264            | 257             | 2.72%      |
| 2 Duplex         | 7            | 11              | -36.36%    | 62       | 68       | -8.82%     | 56             | 36              | 55.56%     |
| 3 Mobile Home    | 15           | 22              | -31.82%    | 91       | 123      | -26.02%    | 100            | 82              | 21.95%     |
| 4 Recreational   | 11           | 8               | 37.50%     | 29       | 28       | 3.57%      | 42             | 39              | 7.69%      |
| 5 Residential    | 185          | 219             | -15.53%    | 947      | 1123     | -15.67%    | 743            | 726             | 2.34%      |
| 6 Residential WF | 9            | 8               | 12.50%     | 47       | 43       | 9.30%      | 52             | 46              | 13.04%     |
| 7 3/4-Plex       | 3            | 2               | 50.00%     | 9        | 12       | -25.00%    | 11             | 13              | -15.38%    |
| 8 Timeshare      | 0            | 0               | 0.00%      | 0        | 0        | 0.00%      | 0              | 3               | -100.00%   |
| 9 Apartment      | 25           | 38              | -34.21%    | 146      | 211      | -30.81%    | 162            | 142             | 14.08%     |
| 10 Townhouse     | 69           | 50              | 38.00%     | 267      | 283      | -5.65%     | 257            | 194             | 32.47%     |
| 11 RES. TOTAL    | 370          | 406             | -8.87%     | 1843     | 2185     | -15.65%    | 1687           | 1538            | 9.69%      |
| 12 FARMS         | 14           | 7               | 100.00%    | 42       | 55       | -23.64%    | 69             | 67              | 2.99%      |
| 13 MULTIFAMILY   | 3            | 1               | 200.00%    | 13       | 8        | 62.50%     | 16             | 7               | 128.57%    |
| 14 Acreage       | 18           | 29              | -37.93%    | 89       | 127      | -29.92%    | 162            | 167             | -2.99%     |
| 15 Acreage WF    | 3            | 1               | 200.00%    | 8        | 13       | -38.46%    | 14             | 18              | -22.22%    |
| 16 Lots          | 38           | 40              | -5.00%     | 262      | 215      | 21.86%     | 403            | 268             | 50.37%     |
| 17 Lots WF       | 2            | 4               | -50.00%    | 10       | 12       | -16.67%    | 17             | 15              | 13.33%     |
| 18 LOTS TOTAL    | 64           | 74              | -13.51%    | 376      | 369      | 1.90%      | 596            | 468             | 27.35%     |
| 19 Business      | 11           | 8               | 37.50%     | 42       | 62       | -32.26%    | 64             | 76              | -15.79%    |
| 20 Commercial    | 15           | 7               | 114.29%    | 53       | 50       | 6.00%      | 76             | 56              | 35.71%     |
| 21 Land          | 2            | 2               | 0.00%      | 20       | 23       | -13.04%    | 43             | 34              | 26.47%     |
| 22 Leases        | 14           | 7               | 100.00%    | 49       | 38       | 28.95%     | 53             | 34              | 55.88%     |
| 23 IC&I TOTAL    | 42           | 24              | 75.00%     | 164      | 173      | -5.20%     | 236            | 200             | 18.00%     |
| 24 GRAND TOTAL   | 493          | 512             | -3.71%     | 2438     | 2791     | -12.65%    | 2605           | 2280            | 14.25%     |

## 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  | 12            | 19      | -36.84%    | \$6,325,500.   | \$11,694,000.  | -45.91%    | 89.65%          | 94.01%  |
| 2 Duplex         | 5             | 1       | 400.00%    | \$1,931,000.   | \$370,000.     | 421.89%    | 94.59%          | 92.73%  |
| 3 Mobile Home    | 4             | 13      | -69.23%    | \$413,500.     | \$1,207,900.   | -65.77%    | 85.96%          | 88.71%  |
| 4 Recreational   | 1             | 2       | -50.00%    | \$255,000.     | \$640,477.     | -60.19%    | 94.79%          | 94.27%  |
| 5 Residential    | 99            | 73      | 35.62%     | \$38,100,444.  | \$28,529,450.  | 33.55%     | 93.19%          | 94.40%  |
| 6 Residential WF | 2             | 1       | 100.00%    | \$2,360,000.   | \$2,645,000.   | -10.78%    | 89.32%          | 89.66%  |
| 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      | 11            | 7       | 57.14%     | \$1,999,500.   | \$1,305,900.   | 53.11%     | 88.63%          | 96.02%  |
| 10 Townhouse     | 31            | 18      | 72.22%     | \$8,711,200.   | \$4,653,200.   | 87.21%     | 92.45%          | 95.31%  |
| 11 RES. TOTAL    | 165           | 134     | 23.13%     | \$60,096,144.  | \$51,045,928.  | 17.73%     | 92.32%          | 93.95%  |
| 12 FARMS         | 0             | 2       | -100.00%   | \$0.           | \$4,710,000.   | 0.00%      | 0.00%           | 95.23%  |
| 13 MULTIFAMILY   | 0             | 0       | 0.00%      | \$0.           | \$0.           | 0.00%      | 0.00%           | 0.00%   |
| 14 Acreage       | 4             | 6       | -33.33%    | \$1,516,000.   | \$1,774,700.   | -14.58%    | 90.78%          | 74.40%  |
| 15 Acreage WF    | 0             | 1       | -100.00%   | \$0.           | \$215,000.     | 0.00%      | 0.00%           | 94.29%  |
| 16 Lots          | 8             | 6       | 33.33%     | \$1,338,400.   | \$1,366,150.   | -2.03%     | 88.84%          | 87.76%  |
| 17 Lots WF       | 0             | 0       | 0.00%      | \$0.           | \$0.           | 0.00%      | 0.00%           | 0.00%   |
| 18 LOTS TOTAL    | 12            | 13      | -7.69%     | \$2,854,400.   | \$3,355,850.   | -14.94%    | 89.49%          | 82.09%  |
| 19 Business      | 3             | 0       | 0.00%      | \$4,468,317.50 | \$0.           | 0.00%      | 80.05%          | 0.00%   |
| 20 Commercial    | 2             | 3       | -33.33%    | \$498,095.25   | \$4,030,000.   | -87.64%    | 93.77%          | 88.00%  |
| 21 Land          | 1             | 1       | 0.00%      | \$185,000.     | \$1,155,000.   | -83.98%    | 74.00%          | 82.79%  |
| 22 Leases        | 4             | 3       | 33.33%     | \$178,800.     | \$120,050.63   | 48.94%     | 0.00%           | 0.00%   |
| 23 IC&I TOTAL    | 10            | 7       | 42.86%     | \$5,330,212.50 | \$5,305,050.50 | 0.47%      | 83.62%          | 86.69%  |
| 24 GRAND TOTAL   | 187           | 156     | 19.87%     | \$68,280,760.  | \$64,416,828.  | 6.00%      | 91.85%          | 92.77%  |

## 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  | 42             | 76       | -44.74%    | \$20,834,500.  | \$45,670,400.  | -54.38%    | 86.67%        | 95.25%   |
| 2 Duplex         | 18             | 40       | -55.00%    | \$6,094,623.   | \$14,304,200.  | -57.39%    | 93.94%        | 96.74%   |
| 3 Mobile Home    | 22             | 71       | -69.01%    | \$2,356,250.   | \$8,707,200.   | -72.94%    | 80.59%        | 90.65%   |
| 4 Recreational   | 3              | 5        | -40.00%    | \$817,400.     | \$1,663,277.   | -50.86%    | 84.58%        | 94.94%   |
| 5 Residential    | 382            | 426      | -10.33%    | \$139,631,792. | \$167,289,472. | -16.53%    | 91.25%        | 95.82%   |
| 6 Residential WF | 8              | 3        | 166.67%    | \$7,710,500.   | \$5,995,000.   | 28.62%     | 85.46%        | 89.30%   |
| 7 3/4-Plex       | 2              | 1        | 100.00%    | \$623,000.     | \$338,000.     | 84.32%     | 88.38%        | 96.59%   |
| 8 Timeshare      | 0              | 0        | 0.00%      | \$0.           | \$0.           | 0.00%      | 0.00%         | 0.00%    |
| 9 Apartment      | 49             | 66       | -25.76%    | \$8,337,400.   | \$13,236,412.  | -37.01%    | 87.76%        | 96.59%   |
| 10 Townhouse     | 104            | 130      | -20.00%    | \$28,786,242.  | \$36,004,836.  | -20.05%    | 91.09%        | 97.47%   |
| 11 RES. TOTAL    | 630            | 818      | -22.98%    | \$215,191,712. | \$293,208,800. | -26.61%    | 90.23%        | 95.66%   |
| 12 FARMS         | 1              | 6        | -83.33%    | \$769,000.     | \$7,012,500.   | -89.03%    | 96.24%        | 93.96%   |
| 13 MULTIFAMILY   | 1              | 1        | 0.00%      | \$365,000.     | \$610,000.     | -40.16%    | 76.84%        | 84.13%   |
| 14 Acreage       | 13             | 26       | -50.00%    | \$3,909,500.   | \$13,733,600.  | -71.53%    | 80.85%        | 90.93%   |
| 15 Acreage WF    | 1              | 2        | -50.00%    | \$185,000.     | \$420,000.     | -55.95%    | 53.00%        | 95.95%   |
| 16 Lots          | 30             | 46       | -34.78%    | \$4,970,900.   | \$10,463,524.  | -52.49%    | 89.06%        | 97.01%   |
| 17 Lots WF       | 1              | 1        | 0.00%      | \$1,070,000.   | \$59,830.      | 1688.40%   | 63.12%        | 96.50%   |
| 18 LOTS TOTAL    | 47             | 76       | -38.16%    | \$10,487,935.  | \$25,131,954.  | -58.27%    | 85.05%        | 94.90%   |
| 19 Business      | 4              | 8        | -50.00%    | \$4,736,317.50 | \$5,409,500.   | -12.44%    | 77.00%        | 86.85%   |
| 20 Commercial    | 11             | 18       | -38.89%    | \$10,097,695.  | \$17,833,964.  | -43.38%    | 89.29%        | 89.87%   |
| 21 Land          | 3              | 6        | -50.00%    | \$2,225,000.   | \$5,162,000.   | -56.90%    | 91.55%        | 89.02%   |
| 22 Leases        | 10             | 9        | 11.11%     | \$704,290.43   | \$1,118,710.62 | -37.04%    | 0.00%         | 100.00%  |
| 23 IC&I TOTAL    | 28             | 41       | -31.71%    | \$17,763,304.  | \$29,524,176.  | -39.83%    | 86.93%        | 89.29%   |
| 24 GRAND TOTAL   | 707            | 942      | -24.95%    | \$244,576,944. | \$355,487,424. | -31.20%    | 89.79%        | 95.35%   |

## 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  | \$527,125.     | \$615,473.68   | -14.35%     | \$441,500.   | \$570,000.   | -22.54%     | 148        | 124     | 19.35%      |
| 2 Duplex         | \$386,200.     | \$370,000.     | 4.38%       | \$345,000.   | \$370,000.   | -6.76%      | 65         | 114     | -42.98%     |
| 3 Mobile Home    | \$103,375.     | \$92,915.38    | 11.26%      | \$84,750.    | \$70,000.    | 21.07%      | 102        | 83      | 22.89%      |
| 4 Recreational   | \$255,000.     | \$320,238.50   | -20.37%     | \$255,000.   | \$320,238.50 | -20.37%     | 12         | 51      | -76.47%     |
| 5 Residential    | \$384,852.96   | \$390,814.37   | -1.53%      | \$372,500.   | \$376,000.   | -0.93%      | 83         | 69      | 20.29%      |
| 6 Residential WF | \$1,180,000.   | \$2,645,000.   | -55.39%     | \$1,180,000. | \$2,645,000. | -55.39%     | 70         | 52      | 34.62%      |
| 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      | \$181,772.73   | \$186,557.14   | -2.56%      | \$175,000.   | \$185,000.   | -5.41%      | 159        | 70      | 127.14%     |
| 10 Townhouse     | \$281,006.43   | \$258,511.10   | 8.70%       | \$273,000.   | \$244,250.   | 11.77%      | 154        | 62      | 148.39%     |
| 11 RES. TOTAL    | \$364,219.06   | \$380,939.75   | -4.39%      | \$317,500.   | \$353,250.   | -10.12%     | 105        | 77      | 36.36%      |
| 12 FARMS         | \$0.           | \$2,355,000.   | 0.00%       | \$0.         | \$2,355,000. | 0.00%       | 0          | 161     | 0.00%       |
| 13 MULTIFAMILY   | \$0.           | \$0.           | 0.00%       | \$0.         | \$0.         | 0.00%       | 0          | 0       | 0.00%       |
| 14 Acreage       | \$379,000.     | \$295,783.34   | 28.13%      | \$340,500.   | \$285,000.   | 19.47%      | 175        | 328     | -46.65%     |
| 15 Acreage WF    | \$0.           | \$215,000.     | 0.00%       | \$0.         | \$215,000.   | 0.00%       | 0          | 29      | 0.00%       |
| 16 Lots          | \$167,300.     | \$227,691.67   | -26.52%     | \$152,500.   | \$258,500.   | -41.01%     | 191        | 132     | 44.70%      |
| 17 Lots WF       | \$0.           | \$0.           | 0.00%       | \$0.         | \$0.         | 0.00%       | 0          | 0       | 0.00%       |
| 18 LOTS TOTAL    | \$237,866.67   | \$258,142.31   | -7.85%      | \$189,000.   | \$280,000.   | -32.50%     | 186        | 215     | -13.49%     |
| 19 Business      | \$1,489,439.12 | \$0.           | 0.00%       | \$143,317.39 | \$0.         | 0.00%       | 215        | 0       | 0.00%       |
| 20 Commercial    | \$249,047.62   | \$1,343,333.37 | -81.46%     | \$249,047.62 | \$480,000.   | -48.12%     | 48         | 190     | -74.74%     |
| 21 Land          | \$185,000.     | \$1,155,000.   | -83.98%     | \$185,000.   | \$1,155,000. | -83.98%     | 195        | 130     | 50.00%      |
| 22 Leases        | \$44,700.      | \$40,016.87    | 11.70%      | \$25,500.    | \$36,266.62  | -29.69%     | 73         | 102     | -28.43%     |
| 23 IC&I TOTAL    | \$533,021.25   | \$757,864.37   | -29.67%     | \$132,858.68 | \$480,000.   | -72.32%     | 123        | 144     | -14.58%     |
| 24 GRAND TOTAL   | \$365,137.75   | \$412,928.37   | -11.57%     | \$310,000.   | \$350,000.   | -11.43%     | 111        | 93      | 19.35%      |

**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  | \$496,059.53   | \$600,926.31   | -17.45%    | \$449,000.   | \$545,000.   | -17.61%    | 159      | 101      | 57.43%     |
| 2 Duplex         | \$338,590.15   | \$357,605.     | -5.32%     | \$276,000.   | \$318,500.   | -13.34%    | 92       | 71       | 29.58%     |
| 3 Mobile Home    | \$107,102.27   | \$122,636.61   | -12.67%    | \$94,000.    | \$125,000.   | -24.80%    | 134      | 93       | 44.09%     |
| 4 Recreational   | \$272,466.65   | \$332,655.40   | -18.09%    | \$255,000.   | \$350,000.   | -27.14%    | 182      | 90       | 102.22%    |
| 5 Residential    | \$365,528.28   | \$392,698.28   | -6.92%     | \$335,000.   | \$375,000.   | -10.67%    | 104      | 69       | 50.72%     |
| 6 Residential WF | \$963,812.50   | \$1,998,333.37 | -51.77%    | \$1,042,500. | \$2,645,000. | -60.59%    | 95       | 50       | 90.00%     |
| 7 3/4-Plex       | \$311,500.     | \$338,000.     | -7.84%     | \$311,500.   | \$338,000.   | -7.84%     | 174      | 35       | 397.14%    |
| 8 Timeshare      | \$0.           | \$0.           | 0.00%      | \$0.         | \$0.         | 0.00%      | 0        | 0        | 0.00%      |
| 9 Apartment      | \$170,151.01   | \$200,551.70   | -15.16%    | \$164,000.   | \$186,350.   | -11.99%    | 136      | 76       | 78.95%     |
| 10 Townhouse     | \$276,790.78   | \$276,960.28   | -0.06%     | \$270,500.   | \$247,750.   | 9.18%      | 142      | 69       | 105.80%    |
| 11 RES. TOTAL    | \$341,574.15   | \$358,445.96   | -4.71%     | \$311,000.   | \$338,500.   | -8.12%     | 118      | 75       | 57.33%     |
| 12 FARMS         | \$769,000.     | \$1,168,750.   | -34.20%    | \$769,000.   | \$640,000.   | 20.16%     | 86       | 112      | -23.21%    |
| 13 MULTIFAMILY   | \$365,000.     | \$610,000.     | -40.16%    | \$365,000.   | \$610,000.   | -40.16%    | 144      | 17       | 747.06%    |
| 14 Acreage       | \$300,730.78   | \$528,215.37   | -43.07%    | \$250,000.   | \$342,500.   | -27.01%    | 189      | 207      | -8.70%     |
| 15 Acreage WF    | \$185,000.     | \$210,000.     | -11.90%    | \$185,000.   | \$210,000.   | -11.90%    | 588      | 20       | 2840.00%   |
| 16 Lots          | \$165,696.67   | \$227,467.90   | -27.16%    | \$152,500.   | \$235,000.   | -35.11%    | 174      | 292      | -40.41%    |
| 17 Lots WF       | \$1,070,000.   | \$59,830.      | 1688.40%   | \$1,070,000. | \$59,830.    | 1688.40%   | 337      | 51       | 560.78%    |
| 18 LOTS TOTAL    | \$223,147.54   | \$330,683.59   | -32.52%    | \$172,500.   | \$248,761.90 | -30.66%    | 184      | 249      | -26.10%    |
| 19 Business      | \$1,184,079.37 | \$676,187.50   | 75.11%     | \$171,500.   | \$1,967,500. | -91.28%    | 299      | 138      | 116.67%    |
| 20 Commercial    | \$917,972.31   | \$990,775.81   | -7.35%     | \$210,000.   | \$390,000.   | -46.15%    | 188      | 148      | 27.03%     |
| 21 Land          | \$741,666.68   | \$860,333.31   | -13.79%    | \$240,000.   | \$380,000.   | -36.84%    | 252      | 263      | -4.18%     |
| 22 Leases        | \$70,429.04    | \$124,301.17   | -43.34%    | \$54,372.    | \$54,000.    | 0.69%      | 56       | 133      | -57.89%    |
| 23 IC&I TOTAL    | \$634,403.68   | \$720,101.87   | -11.90%    | \$192,883.65 | \$480,000.   | -59.82%    | 164      | 159      | 3.14%      |
| 24 GRAND TOTAL   | \$345,936.28   | \$377,375.18   | -8.33%     | \$305,000.   | \$332,000.   | -8.13%     | 124      | 93       | 33.33%     |

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