

# NORTH ZONE MONTHLY STATISTICS

FOR

January 1st - 31st, 2005

# NORTH OKANAGAN ZONE

## STAT - O - GRAM

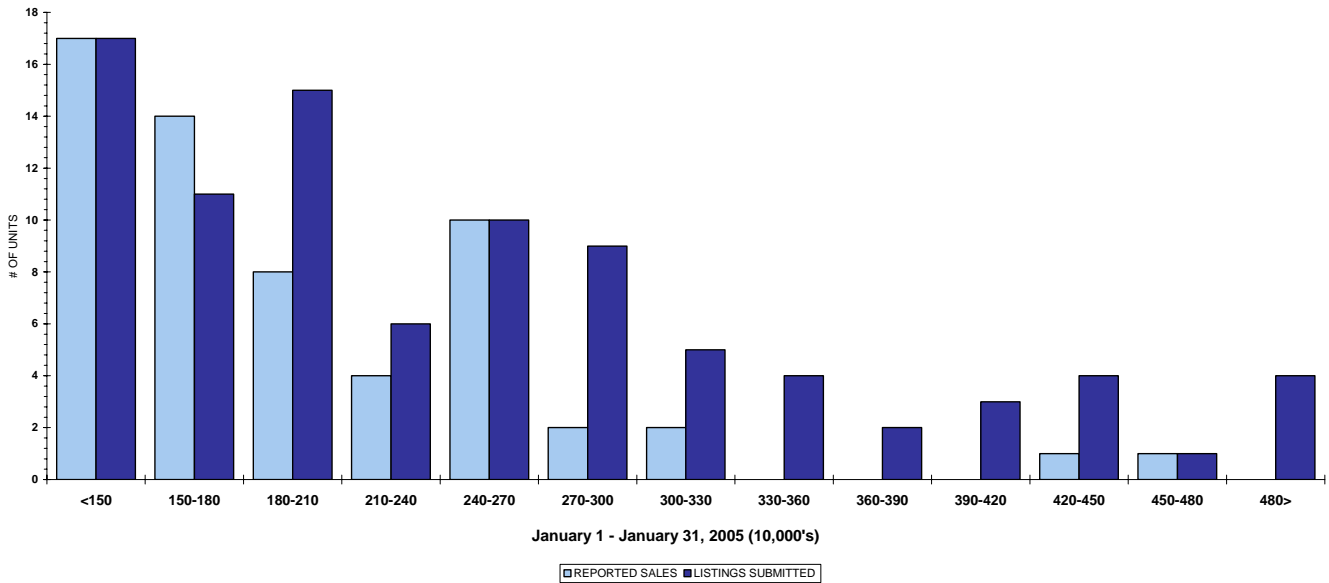
January 2005

### QUICK SUMMARY

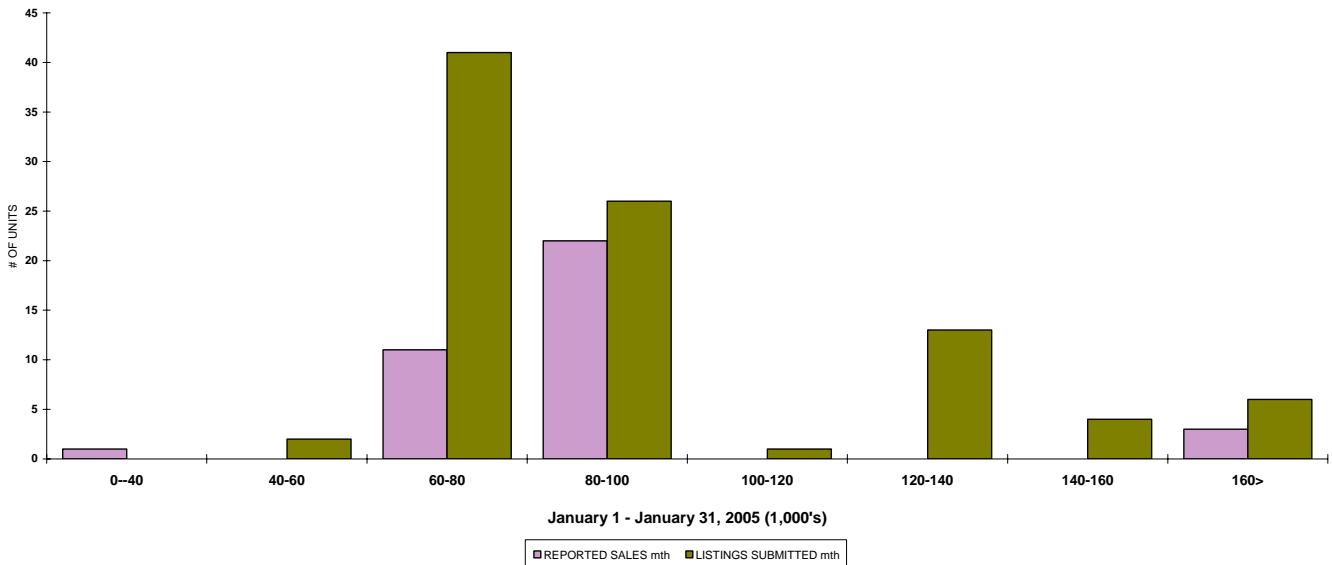
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	<u># of Units</u>	<u>\$ Value</u>	<u># of Units</u>	<u>\$ Value</u>	<u>Listings Taken</u>	<u>Inventory</u>
January 2005	152	\$26,161,673	62	\$11,956,915	305	1,139
December 2004	141	\$43,913,643	59	\$13,071,330	129	1,098
January 2004	156	\$24,228,062	61	\$11,007,250	246	1,197

The Central Zone has **258** Members. The average number of listings-per-licensee is 4.1

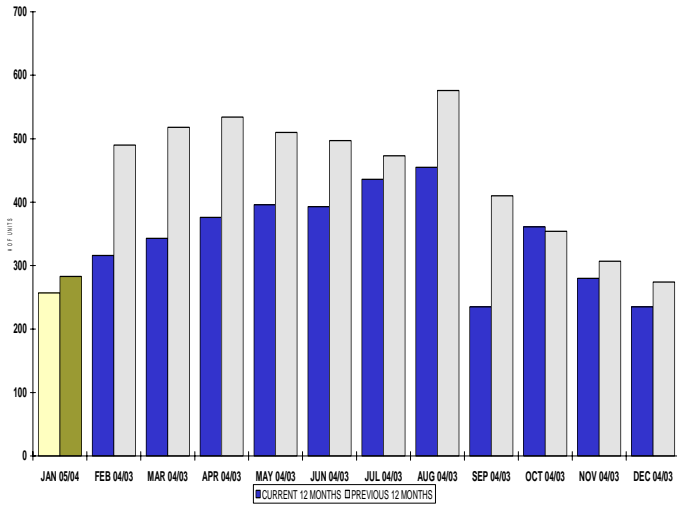
RESIDENTIAL LISTING & SALES ACTIVITY  
NORTH OKANAGAN DIVISION (BY PRICE CATEGORY)



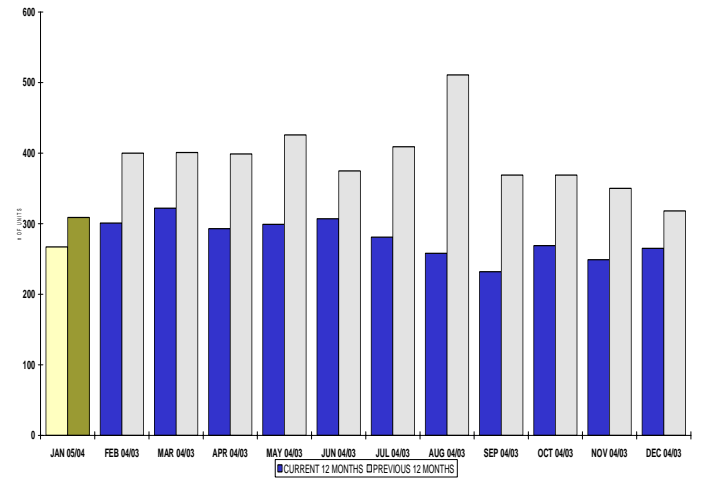
LOT LISTING & SALES ACTIVITY  
NORTH OKANAGAN DIV. (BY PRICE CATEGORY)



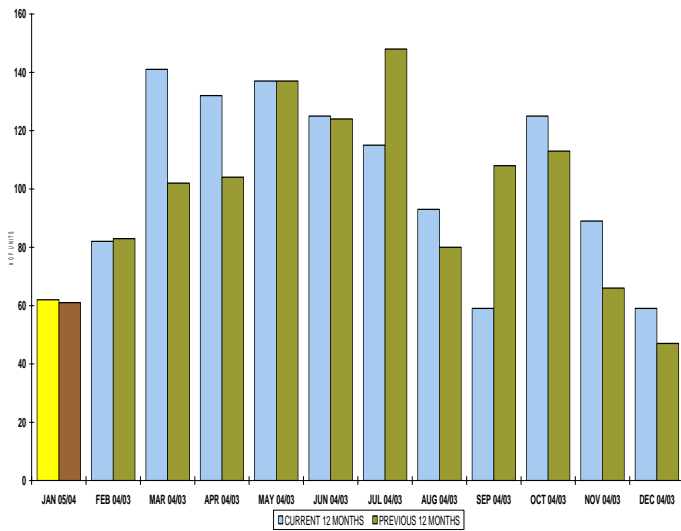
INVENTORY OF ACTIVE LISTINGS  
RESIDENTIAL - NORTH OKANAGAN DIVISION



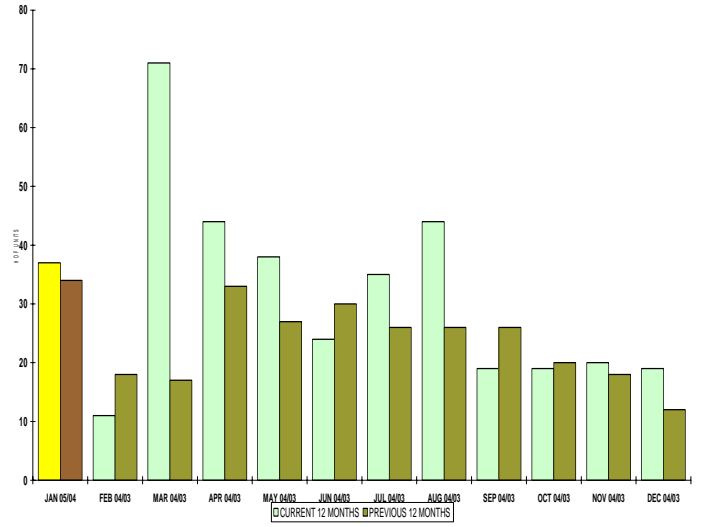
INVENTORY OF ACTIVE LISTINGS  
LOTS - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD  
RESIDENTIAL - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD  
LOTS - NORTH OKANAGAN DIVISION



**NORTH OKANAGAN ZONE**

**January 2005**

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	2	7	78	2.56%	213
ACREAGE/HOUSE	7	26	129	5.43%	89
CONDO/APT	11	14	56	19.64%	83
CONDO/TWNHSE	20	22	103	19.42%	77
LOTS	35	86	198	17.68%	58
RESIDENTIAL	62	93	257	24.12%	78

**AVERAGE HOUSE PRICE \$192,853**

**MEDIAN HOUSE PRICE \$178,000**

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

## COMPARATIVE ACTIVITY BY ZONE

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE

### ZONE CO TOTALS

Units Listed	605	617	-1.9%	605	617	-1.9%
Units Sold	328	313	4.8%	328	313	4.8%
Sales Dollars	\$82,520,279	\$72,060,341	14.5%	\$82,520,279	\$72,060,341	14.5%
List/Sell Ratio	94.53%	95.53%		95.82%	96.00%	-0.2%
Days to Sell	78	86	-9.3%	74	82	-9.8%
Active Listings	2313	1985	16.5%			

### ZONE NO TOTALS

Units Listed	303	246	23.2%	303	246	23.2%
Units Sold	152	156	-2.6%	152	156	-2.6%
Sales Dollars	\$26,161,673	\$24,228,062	8.0%	\$26,161,673	\$24,228,062	8.0%
List/Sell Ratio	94.11%	94.61%		95.84%	94.37%	1.6%
Days to Sell	119	159	-25.2%	116	158	-26.6%
Active Listings	1139	1197	-4.8%			

### ZONE SH TOTALS

Units Listed	98	167	-41.3%	98	167	-41.3%
Units Sold	56	61	-8.2%	56	60	-6.7%
Sales Dollars	\$8,093,926	\$8,431,050	-4.0%	\$8,093,926	\$8,431,050	-4.0%
List/Sell Ratio	91.47%	91.73%		92.70%	91.86%	0.9%
Days to Sell	228	221	3.2%	197	230	-14.3%
Active Listings	834	1026	-18.7%			

### ZONE OB TOTALS

Units Listed	11	10	10.0%	16	20	-20.0%
Units Sold	3	2	100.0%	7	3	133.3%
Sales Dollars	\$998,000	\$287,500	100.0%	\$5,853,150	\$1,362,500	329.6%
List/Sell Ratio	93.98%	95.14%		95.44%	94.98%	0.5%
Days to Sell	110	107	2.8%	203	199	2.0%
Active Listings	108	117	-7.7%			

### GRAND TOTALS

Units Listed	1017	1040	-2.2%	1022	1050	-2.7%
Units Sold	539	532	1.3%	543	532	2.1%
Sales Dollars	\$117,773,878	\$105,006,953	12.2%	\$122,629,028	\$106,081,953	15.6%
List/Sell Ratio	96.15%	94.81%		96.02%	95.00%	1.1%
Days to Sell	89	132	-32.6%	105	126	-16.7%
Active Listings	4394	4325	1.6%			

# LICENSEES

	<b>TOTAL NUMBER OF LICENSEES January 31/05</b>	<b>TOTAL NUMBER OF LICENSEES January 31/04</b>	<b>CHANGE BY NUMBER</b>	<b>CHANGE BY %</b>
ALL DIVISIONS	910	801	109	13.61%
CENTRAL OK DIV.	563	506	57	11.26%
NORTH OK DIV.	258	226	32	14.16%
SHUSWAP DIV.	88	69	19	27.54%

## **CURRENT MEMBERSHIP**

AGENT LICENSEES	84
SALESPERSONS	756
PROPERTY MANAGEMENT	8
9:15 LICENCEE MEMBER	61
EXEMPTION MEMBER	1
<b>TOTALS</b>	<b>910</b>

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Acreage</b>						
Units Listed	7	10	-30.0%	7	10	-30.0%
Units Sold	<b>2</b>	<b>3</b>	<b>-33.3%</b>	<b>2</b>	<b>3</b>	<b>-33.3%</b>
Sales Dollars	\$645,100	\$520,000	24.1%	\$645,100	\$520,000	24.1%
List/Sell \$ Ratio	97.28%	95.37%		97.28%	95.37%	
Days to Sell	213	439	-51.5%	213	439	-51.5%
Active Inventory	78	100	-22.0%			
Average Price	\$322,550	\$173,333	86.1%	\$322,550	\$173,333	86.1%
Median Price	\$322,550	\$145,000	122.4%	\$322,550	\$145,000	122.4%
<b>Acreage with House</b>						
Units Listed	26	21	23.8%	26	21	23.8%
Units Sold	<b>7</b>	<b>18</b>	<b>-61.1%</b>	<b>7</b>	<b>18</b>	<b>-61.1%</b>
Sales Dollars	\$1,986,100	\$4,719,500	-57.9%	\$1,986,100	\$4,719,500	-57.9%
List/Sell \$ Ratio	88.93%	95.86%		88.93%	95.86%	
Days to Sell	89	130	-31.5%	89	130	-31.5%
Active Inventory	129	139	-7.2%	139	270	
Average Price	\$283,729	\$262,194	8.2%	\$283,729	\$262,194	8.2%
Median Price	\$277,100	\$277,500	-0.1%	\$277,100	\$277,500	-0.1%
<b>Acreage (Waterfront)</b>						
Units Listed	0	1	-100.0%	0	1	-100.0%
Units Sold	<b>1</b>	<b>0</b>	<b>-100.0%</b>	<b>1</b>	<b>0</b>	<b>-100.0%</b>
Sales Dollars	\$495,000	\$0	-100.0%	\$495,000	\$0	-100.0%
List/Sell \$ Ratio	90.00%	0.00%		90.00%	0.00%	
Days to Sell	63	0	100.0%	63	0	100.0%
Active Inventory	1	3	-66.7%			
Average Price	\$495,000	\$0	100.0%	\$495,000	\$0	100.0%
Median Price	\$495,000	\$0	100.0%	\$495,000	\$0	100.0%
<b>Business</b>						
Units Listed	16	7	128.6%	16	7	128.6%
Units Sold	<b>1</b>	<b>3</b>	<b>-66.7%</b>	<b>1</b>	<b>3</b>	<b>-66.7%</b>
Sales Dollars	\$165,000	\$539,000	-69.4%	\$165,000	\$539,000	-69.4%
List/Sell \$ Ratio	97.11%	95.49%		97.11%	95.49%	
Days to Sell	188	671	-72.0%	188	671	-72.0%
Active Inventory	70	60	16.7%			
Average Price	\$165,000	\$179,667	-8.2%	\$165,000	\$179,667	-8.2%
Median Price	\$165,000	\$210,000	-21.4%	\$165,000	\$210,000	-21.4%
<b>Condo (Townhouse)</b>						
Units Listed	22	26	-15.4%	22	26	-15.4%
Units Sold	<b>20</b>	<b>16</b>	<b>25.0%</b>	<b>20</b>	<b>16</b>	<b>25.0%</b>
Sales Dollars	\$3,499,881	\$1,831,900	91.1%	\$3,499,881	\$1,831,900	91.1%
List/Sell \$ Ratio	97.25%	96.63%		97.25%	96.63%	
Days to Sell	77	116	-33.6%	77	116	-33.6%
Active Inventory	103	63	63.5%			
Average Price	\$174,994	\$114,494	52.8%	\$174,994	\$114,494	52.8%
Median Price	\$139,000	\$112,750	23.3%	\$139,000	\$112,750	23.3%
<b>Condo (Apt)</b>						
Units Listed	14	12	16.7%	14	12	16.7%
Units Sold	<b>11</b>	<b>7</b>	<b>57.1%</b>	<b>11</b>	<b>7</b>	<b>57.1%</b>
Sales Dollars	\$1,426,800	\$617,012	131.2%	\$1,426,800	\$617,012	131.2%
List/Sell \$ Ratio	96.01%	95.69%		96.01%	95.69%	
Days to Sell	83	143	-42.0%	83	143	-42.0%
Active Inventory	56	54	3.7%			
Average Price	\$129,709	\$88,145	47.2%	\$129,709	\$88,145	47.2%
Median Price	\$98,000	\$89,000	10.1%	\$98,000	\$89,000	10.1%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Duplex</b>						
Units Listed	5	3	66.7%	5	3	66.7%
Units Sold	<b>3</b>	<b>3</b>	<b>0.0%</b>	<b>3</b>	<b>3</b>	<b>0.0%</b>
Sales Dollars	\$494,000	\$452,000	9.3%	\$494,000	\$452,000	9.3%
List/Sell \$ Ratio	94.92%	93.08%		94.92%	93.08%	
Days to Sell	32	212	-84.9%	32	212	-84.9%
Active Inventory	12	20	-40.0%			
Average Price	\$164,667	\$150,667	9.3%	\$164,667	\$150,667	9.3%
Median Price	\$170,000	\$162,000	4.9%	\$170,000	\$162,000	4.9%
<b>Farms</b>						
Units Listed	4	6	100.0%	4	6	-33.3%
Units Sold	<b>1</b>	<b>0</b>	<b>100.0%</b>	<b>1</b>	<b>0</b>	<b>100.0%</b>
Sales Dollars	\$277,100	\$0	100.0%	\$277,100	\$0	100.0%
List/Sell \$ Ratio	79.62%	0.00%		79.62%	0.00%	
Days to Sell	70	0	100.0%	70	0	100.0%
Active Inventory	37	26	42.3%	26	30	
Average Price	\$277,100	\$0	100.0%	\$277,100	\$0	100.0%
Median Price	\$277,100	\$0	100.0%	\$581,250	\$0	100.0%
<b>IC&amp;I</b>						
Units Listed	7	9	-22.2%	7	9	-22.2%
Units Sold	<b>2</b>	<b>3</b>	<b>-33.3%</b>	<b>2</b>	<b>3</b>	<b>-33.3%</b>
Sales Dollars	\$467,500	\$550,000	-15.0%	\$467,500	\$550,000	-15.0%
List/Sell \$ Ratio	86.15%	80.19%		86.15%	80.19%	
Days to Sell	533	131	306.9%	533	131	306.9%
Active Inventory	51	73	-30.1%			
Average Price	\$233,750	\$183,333	27.5%	\$233,750	\$183,333	27.5%
Median Price	\$233,750	\$135,000	73.1%	\$233,750	\$135,000	73.1%
<b>IC&amp;I Land</b>						
Units Listed	3	2	50.0%	3	2	50.0%
Units Sold	<b>1</b>	<b>1</b>	<b>0.0%</b>	<b>1</b>	<b>1</b>	<b>0.0%</b>
Sales Dollars	\$775,000	\$75,000	933.3%	\$775,000	\$75,000	933.3%
List/Sell \$ Ratio	92.81%	94.93%		92.81%	94.93%	
Days to Sell	262	126	107.9%	262	126	107.9%
Active Inventory	47	44	6.8%			
Average Price	\$775,000	\$75,000	933.3%	\$775,000	\$75,000	933.3%
Median Price	\$775,000	\$75,000	933.3%	\$775,000	\$75,000	933.3%
<b>Lots</b>						
Units Listed	84	30	180.0%	84	30	180.0%
Units Sold	<b>34</b>	<b>31</b>	<b>9.7%</b>	<b>34</b>	<b>31</b>	<b>9.7%</b>
Sales Dollars	\$2,680,377	\$2,712,300	-1.2%	\$2,680,377	\$2,712,300	-1.2%
List/Sell \$ Ratio	97.15%	100.14%		97.15%	100.14%	
Days to Sell	54	175	-69.1%	54	175	-69.1%
Active Inventory	183	205	-10.7%			
Average Price	\$78,835	\$87,494	-9.9%	\$78,835	\$87,494	-9.9%
Median Price	\$82,500	\$80,000	3.1%	\$82,500	\$80,000	3.1%
<b>Leases</b>						
Units Listed	6	5	20.0%	6	5	20.0%
Units Sold	<b>1</b>	<b>2</b>	<b>-50.0%</b>	<b>1</b>	<b>2</b>	<b>-50.0%</b>
Sales Dollars	\$29,900	\$44,400	-32.7%	\$29,900	\$44,400	-32.7%
Days to Sell	304	38	700.0%	304	38	700.0%
Active Inventory	28	37	-24.3%			
Average Price	\$29,900	\$22,200	34.7%	\$29,900	\$22,200	34.7%
Median Price	\$29,900	\$22,200	34.7%	\$29,900	\$22,200	34.7%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Lots (Waterfront)</b>						
Units Listed	2	0	100.0%	2	0	100.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>
Sales Dollars	\$0	\$0	0.0%	\$0	\$0	0.0%
List/Sell \$ Ratio	0.00%	0.00%		0.00%	0.00%	
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	5	1	400.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
<b>Multi-Family</b>						
Units Listed	0	0	0.0%	0	0	0.0%
Units Sold	<b>1</b>	<b>1</b>	<b>0.0%</b>	<b>1</b>	<b>1</b>	<b>0.0%</b>
Sales Dollars	\$255,000	\$224,900	13.4%	\$255,000	\$224,900	13.4%
List/Sell \$ Ratio	96.22%	90.03%		96.22%	90.03%	
Days to Sell	158	205	-22.9%	158	205	-22.9%
Active Inventory	8	10	-20.0%	10	25	
Average Price	\$255,000	\$224,900	13.4%	\$255,000	\$224,900	13.4%
Median Price	\$255,000	\$224,900	13.4%	\$255,000	\$224,900	13.4%
<b>Mobile Homes</b>						
Units Listed	11	17	-35.3%	11	17	-35.3%
Units Sold	<b>2</b>	<b>5</b>	<b>-60.0%</b>	<b>2</b>	<b>5</b>	<b>-60.0%</b>
Sales Dollars	\$65,000	\$133,800	-51.4%	\$65,000	\$133,800	-51.4%
List/Sell \$ Ratio	88.39%	89.20%		88.39%	89.20%	
Days to Sell	70	252	-72.2%	70	252	-72.2%
Active Inventory	61	64	-4.7%			
Average Price	\$32,500	\$26,760	21.4%	\$32,500	\$26,760	21.4%
Median Price	\$32,500	\$17,900	81.6%	\$32,500	\$17,900	81.6%
<b>Recreational Property</b>						
Units Listed	1	0	100.0%	1	0	100.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>
Sales Dollars	\$0	\$0	0.0%	\$0	\$0	0.0%
List/Sell \$ Ratio	0.00%	0.00%		0.00%	0.00%	
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	3	0	0.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
<b>Residential</b>						
Units Listed	93	97	-4.1%	93	97	-4.1%
Units Sold	<b>62</b>	<b>61</b>	<b>1.6%</b>	<b>62</b>	<b>61</b>	<b>1.6%</b>
Sales Dollars	\$11,956,915	\$11,007,250	8.6%	\$11,956,915	\$11,007,250	8.6%
List/Sell \$ Ratio	95.14%	96.23%		95.14%	96.23%	
Days to Sell	78	78	0.0%	78	78	0.0%
Active Inventory	257	283	-9.2%			
Average Price	\$192,853	\$180,447	6.9%	\$192,853	\$180,447	6.9%
Median Price	\$178,000	\$172,000	3.5%	\$178,000	\$172,000	3.5%
<b>Residential (Waterfront)</b>						
Units Listed	2	0	100.0%	2	0	100.0%
Units Sold	<b>2</b>	<b>2</b>	<b>0.0%</b>	<b>2</b>	<b>2</b>	<b>0.0%</b>
Sales Dollars	\$833,000	\$801,000	4.0%	\$833,000	\$801,000	4.0%
List/Sell \$ Ratio	83.36%	99.13%		83.36%	99.13%	
Days to Sell	174	69	152.2%	174	69	152.2%
Active Inventory	9	15	-40.0%			
Average Price	\$416,500	\$400,500	4.0%	\$416,500	\$400,500	4.0%
Median Price	\$416,500	\$400,500	4.0%	\$416,500	\$400,500	4.0%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Timeshares</b>						
Units Listed	0	0	0.0%	0	0	0.0%
Units Sold	1	0	100.0%	1	0	100.0%
Sales Dollars	\$110,000	\$0	100.0%	\$110,000	\$0	100.0%
List/Sell Ratio	95.73%	0.00%		95.73%	0.00%	
Days to Sell	47	0	100.0%	47	0	100.0%
Active Inventory	1	0	0.0%			
Average Price	\$110,000	\$0	100.0%	\$110,000	\$0	100.0%
Median Price	\$110,000	\$0	100.0%	\$110,000	\$0	100.0%
<b>NORTH OKANAGAN - TOTALS</b>						
Units Listed	303	246	23.2%	303	246	23.2%
Units Sold	152	156	-2.6%	152	156	-2.6%
Sales Dollars	\$26,161,673	\$24,228,062	8.0%	\$26,161,673	\$24,228,062	8.0%
List/Sell Ratio	94.11%	94.61%		95.84%	94.37%	
Days to Sell	119	159	-25.2%	116	158	-26.6%
Active Inventory	1139	1197	-4.8%			

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 150000	17	17	17	17
150001 to 180000	11	11	14	14
180001 to 210000	15	15	8	8
210001 to 240000	6	6	4	4
240001 to 270000	10	10	10	10
270001 to 300000	9	9	2	2
300001 to 330000	5	5	2	2
330001 to 360000	4	4	0	0
360001 to 390000	2	2	0	0
390001 to 420000	3	3	0	0
420001 to 450000	4	4	1	1
450001 to 480000	1	1	1	1
480001 and over	4	4	0	0
<b>Totals</b>	<b>91</b>	<b>91</b>	<b>59</b>	<b>59</b>

North Division Lot Listing/Sales Analysis

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 40000	0	0	1	1
40001 to 60000	2	2	0	0
60001 to 80000	41	41	11	11
80001 to 100000	26	26	22	22
100001 to 120000	1	1	0	0
120001 to 140000	13	13	0	0
140001 to 160000	4	4	0	0
160001 and over	6	6	3	3
<b>Totals</b>	<b>93</b>	<b>93</b>	<b>37</b>	<b>37</b>