

**SHUSWAP ZONE  
MONTHLY STATISTICS**

FOR

**January 1st - 31st, 2006**

# SHUSWAP ZONE STAT - O - GRAM

January 2006

## QUICK SUMMARY

	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	# of Units	\$ Value	# of Units	\$ Value	Listings Taken	Inventory
January 2006	80	\$20,219,450	23	\$5,576,650	129	660
December 2005	46	\$7,472,988	18	\$4,323,988	84	670
January 2005	58	\$8,419,225	22	\$3,476,400	105	834

The Shuswap Zone has 96 Members. The average number of listings-per-licensee is 6.9

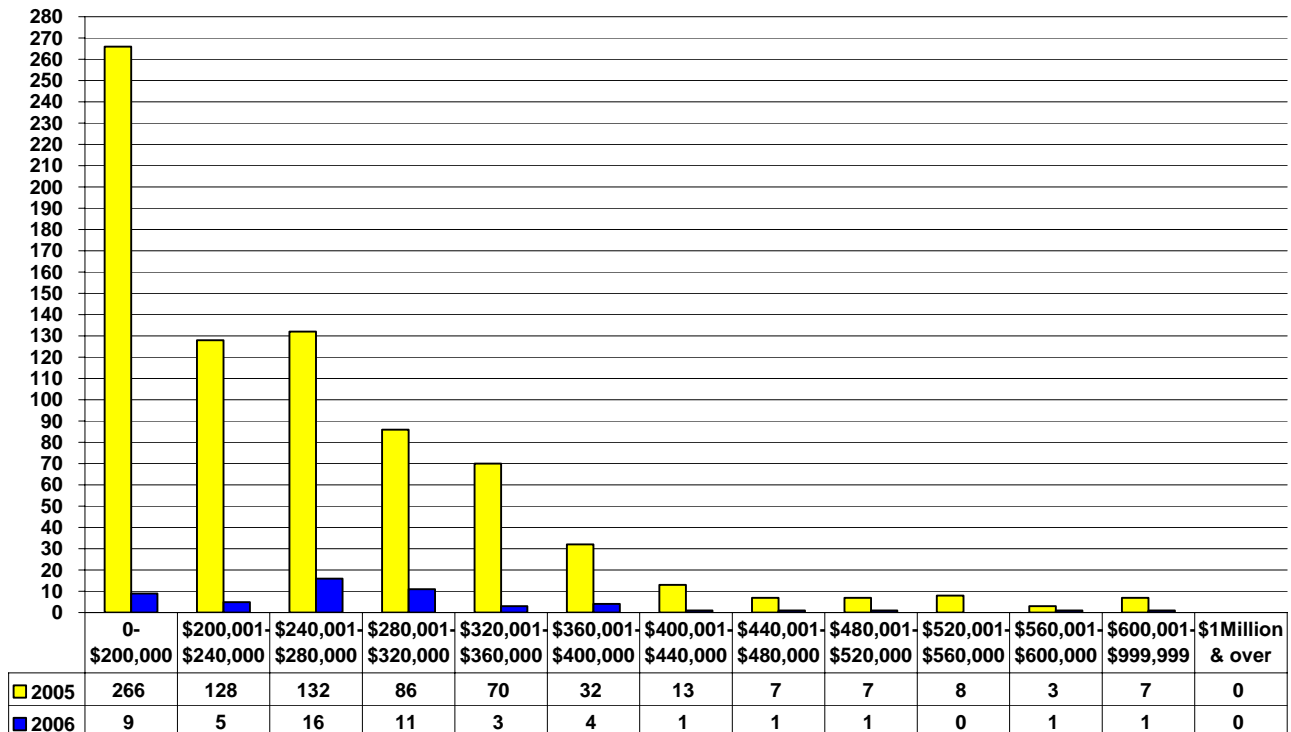
Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	5	2	38	13.16%	398
ACREAGE/HOUSE	8	19	53	15.09%	173
LOTS	16	10	101	15.84%	256
RESIDENTIAL	23	53	141	16.31%	71

**AVERAGE HOUSE PRICE \$242,463**

**MEDIAN HOUSE PRICE \$245,000**

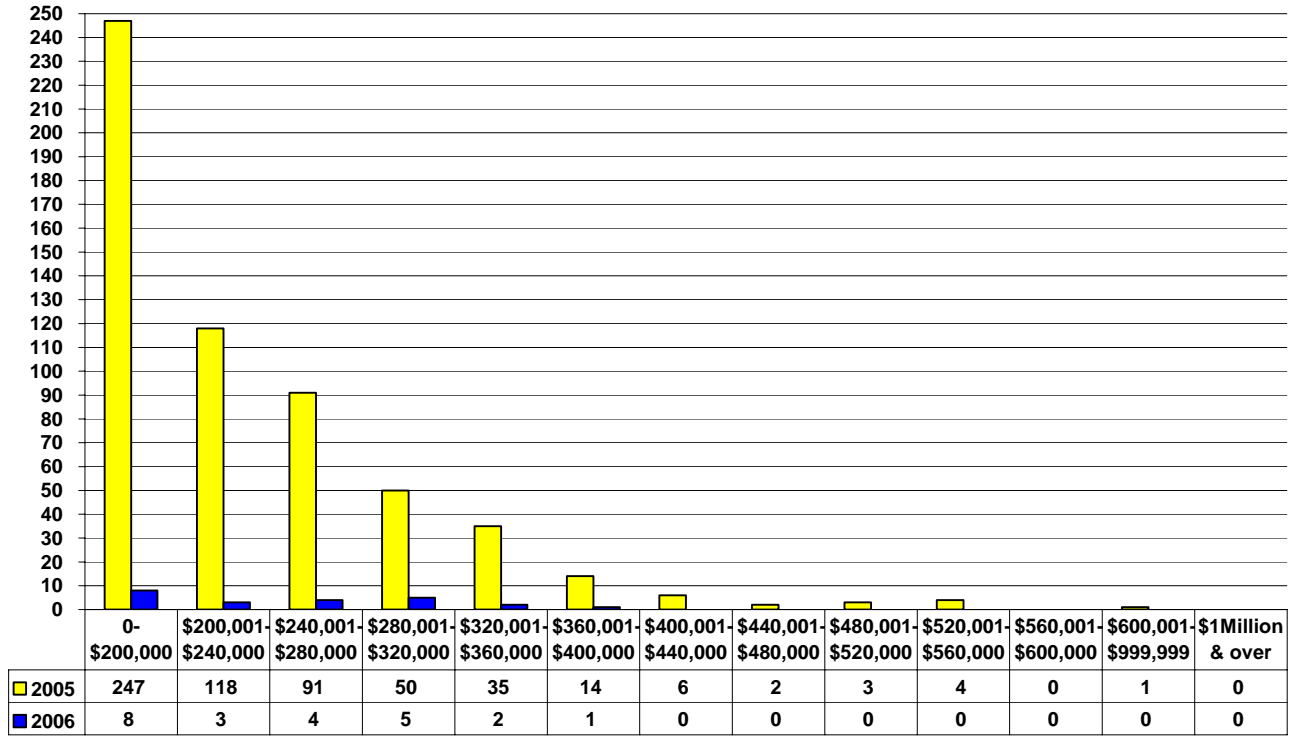
Shuswap Zone - Single Family Residential 2005 vs 2006  
Listings Taken By Price Range - Single Family Dwellings Only

■ 2005    ■ 2006



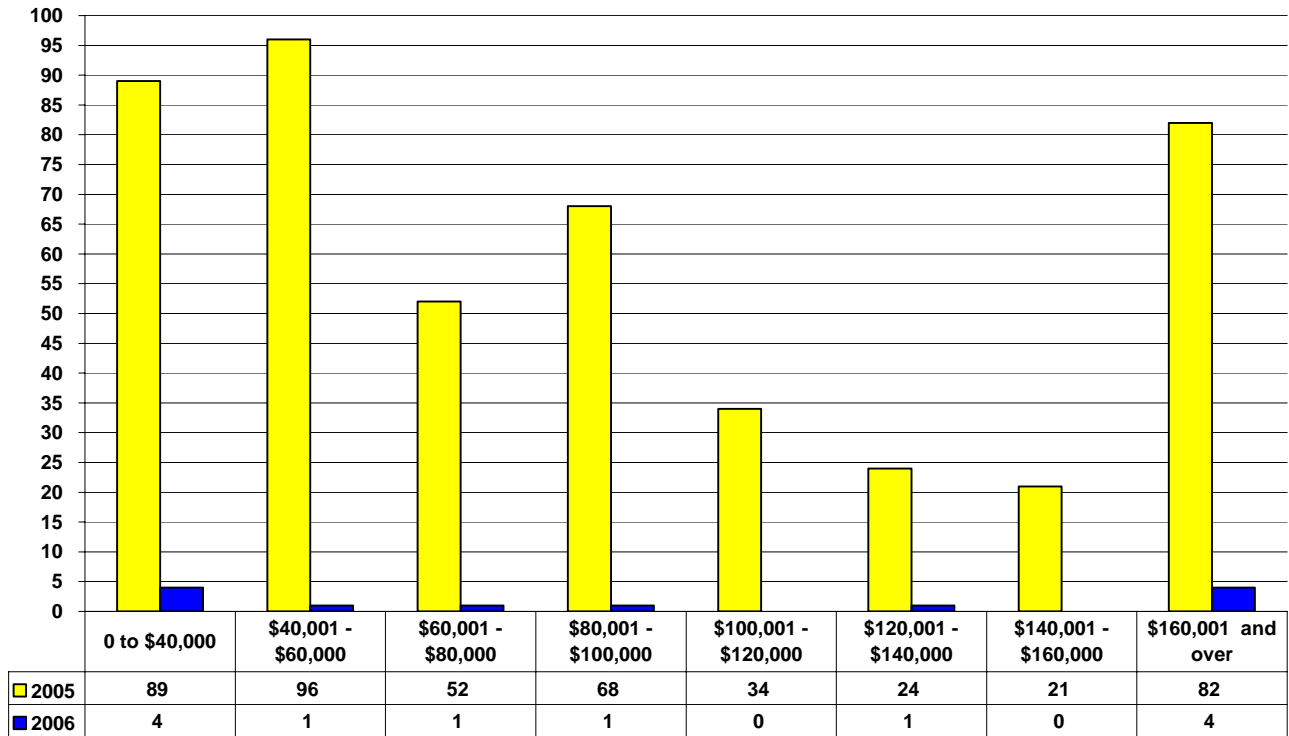
**Shuswap Zone - Single Family Residential 2005 vs 2006**  
 Number of Solds by Price Range - Single Family Dwellings Only

2005 2006



**Shuswap Zone - Lots 2005 vs 2005**  
 Listings Taken By Price Range - Lots, Lots Waterfront, Acreage and Acreage Waterfront

2005 2006





## COMPARATIVE ACTIVITY BY ZONE

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>ZONE CO</b>						
<b>TOTALS</b>						
Units Listed	739	605	22.1%	739	605	22.1%
Units Sold	377	331	13.9%	377	331	13.9%
Sales Dollars	\$114,125,293	\$83,274,986	37.0%	\$114,125,293	\$83,274,986	37.0%
List/Sell Ratio	96.85%	94.37%		96.85%	94.37%	2.6%
Days to Sell	83	100	-17.0%	83	100	-17.0%
Active Listings	2056	2313	-11.1%			
<b>ZONE NO</b>						
<b>TOTALS</b>						
Units Listed	293	304	-3.6%	293	304	-3.6%
Units Sold	140	155	-9.7%	140	155	-9.7%
Sales Dollars	\$34,858,841	\$26,526,673	31.4%	\$34,858,841	\$26,526,673	31.4%
List/Sell Ratio	94.43%	95.52%		94.43%	95.52%	-1.1%
Days to Sell	95	96	-1.0%	95	96	-1.0%
Active Listings	1025	1139	-10.0%			
<b>ZONE SH</b>						
<b>TOTALS</b>						
Units Listed	129	105	22.9%	129	105	22.9%
Units Sold	80	58	37.9%	80	58	37.9%
Sales Dollars	\$20,219,450	\$8,419,225	140.2%	\$20,219,450	\$8,419,225	140.2%
List/Sell Ratio	95.57%	92.77%		95.57%	92.77%	3.0%
Days to Sell	169	129	31.0%	169	129	31.0%
Active Listings	660	834	-20.9%			
<b>ZONE OB</b>						
<b>TOTALS</b>						
Units Listed	11	11	0.0%	11	11	0.0%
Units Sold	8	3	166.7%	8	3	166.7%
Sales Dollars	\$1,624,902	\$998,000	62.8%	\$1,624,902	\$998,000	62.8%
List/Sell Ratio	88.10%	86.26%		88.10%	86.26%	2.1%
Days to Sell	243	152	59.9%	243	152	59.9%
Active Listings	80	108	-25.9%			
<b>GRAND TOTALS</b>						
Units Listed	1172	1025	14.3%	1172	1025	14.3%
Units Sold	605	547	10.6%	605	547	10.6%
Sales Dollars	\$170,828,486	\$119,218,884	43.3%	\$170,828,486	\$119,218,884	43.3%
List/Sell Ratio	96.22%	94.68%		96.22%	94.68%	1.6%
Days to Sell	99	102	-2.9%	99	102	-2.9%
Active Listings	3821	4394	-13.0%			

# MEMBERSHIP

	TOTAL NUMBER OF MEMBERS January 31/06	TOTAL NUMBER OF MEMBERS January 31/05	CHANGE BY NUMBER	CHANGE BY %
ALL ZONES	1029	910	119	13.08%
CENTRAL ZONE	648	563	85	15.10%
NORTH ZONE	285	258	27	10.47%
SHUSWAP ZONE	96	88	8	9.09%

## CURRENT MEMBERSHIP

MANAGING BROKERS	82
SALES REPRESENTATIVES	868
PROPERTY MANAGEMENT	14
ASSOCIATE BROKERS	64
EXEMPTION MEMBER	1
<b>TOTALS</b>	<b>1029</b>

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Acreage</b>						
Units Listed	2	3	-33.3%	2	3	-33.3%
Units Sold	<b>5</b>	<b>3</b>	<b>66.7%</b>	<b>5</b>	<b>3</b>	<b>66.7%</b>
Sales Dollars	\$1,068,000	\$180,000	493.3%	\$1,068,000	\$180,000	493.3%
List/Sell \$ Ratio	103.73%	94.09%		103.73%	94.09%	
Days to Sell	398	141	182.3%	398	141	182.3%
Active Inventory	38	64	-40.6%			
Average Price	\$213,600	\$60,000	256.0%	\$213,600	\$60,000	256.0%
Median Price	\$184,000	\$57,000	222.8%	\$184,000	\$57,000	222.8%
<b>Acreage with House</b>						
Units Listed	19	12	58.3%	19	12	58.3%
Units Sold	<b>8</b>	<b>3</b>	<b>166.7%</b>	<b>8</b>	<b>3</b>	<b>166.7%</b>
Sales Dollars	\$4,253,250	\$714,625	495.2%	\$4,253,250	\$714,625	495.2%
List/Sell \$ Ratio	91.97%	99.11%		91.97%	99.11%	
Days to Sell	173	109	58.7%	173	109	58.7%
Active Inventory	53	75	-29.3%			
Average Price	\$531,656	\$238,208	123.2%	\$531,656	\$238,208	123.2%
Median Price	\$316,250	\$210,000	50.6%	\$316,250	\$210,000	50.6%
<b>Acreage (Waterfront)</b>						
Units Listed	0	2	-100.0%	0	2	-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	\$105,000	\$0	100.0%	\$105,000	\$0	100.0%
List/Sell \$ Ratio	80.83%	0.00%		80.83%	0.00%	
Days to Sell	310	0	100.0%	310	0	100.0%
Active Inventory	1	8	-87.5%			
Average Price	\$105,000	\$0	100.0%	\$105,000	\$0	100.0%
Median Price	\$105,000	\$0	100.0%	\$105,000	\$0	100.0%
<b>Business</b>						
Units Listed	6	8	-25.0%	6	8	-25.0%
Units Sold	<b>2</b>	<b>1</b>	<b>100.0%</b>	<b>2</b>	<b>1</b>	<b>100.0%</b>
Sales Dollars	\$955,000	\$350,000	172.9%	\$955,000	\$350,000	172.9%
List/Sell \$ Ratio	78.71%	87.71%		78.71%	87.71%	
Days to Sell	230	271	-15.1%	230	271	-15.1%
Active Inventory	43	43	0.0%			
Average Price	\$477,500	\$350,000	36.4%	\$477,500	\$350,000	36.4%
Median Price	\$477,500	\$350,000	36.4%	\$477,500	\$350,000	36.4%
<b>Condo (Townhouse)</b>						
Units Listed	4	3	33.3%	4	3	33.3%
Units Sold	<b>7</b>	<b>5</b>	<b>40.0%</b>	<b>7</b>	<b>5</b>	<b>40.0%</b>
Sales Dollars	\$1,888,900	\$686,000	175.3%	\$1,888,900	\$686,000	175.3%
List/Sell \$ Ratio	100.03%	96.81%		100.03%	96.81%	
Days to Sell	227	74	206.8%	227	74	206.8%
Active Inventory	65	32	103.1%			
Average Price	\$269,843	\$137,200	96.7%	\$269,843	\$137,200	96.7%
Median Price	\$230,500	\$122,000	88.9%	\$230,500	\$122,000	88.9%
<b>Condo (Apt)</b>						
Units Listed	4	7	100.0%	4	7	-42.9%
Units Sold	<b>1</b>	<b>2</b>	<b>-50.0%</b>	<b>1</b>	<b>2</b>	<b>-50.0%</b>
Sales Dollars	\$337,500	\$152,000	122.0%	\$337,500	\$152,000	122.0%
List/Sell \$ Ratio	97.82%	92.89%		97.82%	92.89%	
Days to Sell	27	248	-89.1%	27	248	-89.1%
Active Inventory	56	39	43.6%			
Average Price	\$337,500	\$76,000	344.1%	\$337,500	\$76,000	344.1%
Median Price	\$337,500	\$76,000	344.1%	\$337,500	\$76,000	344.1%

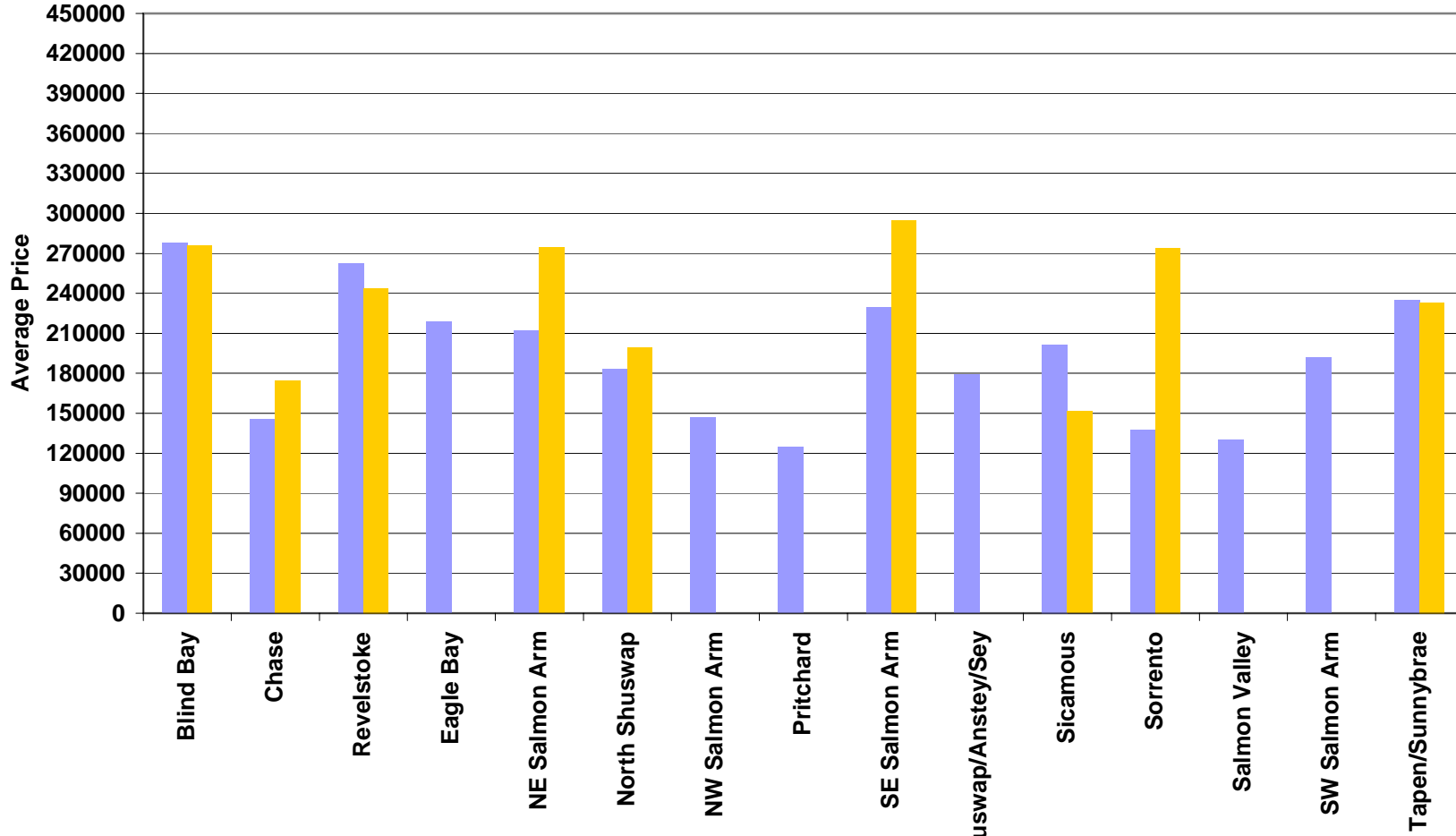
	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Duplex</b>						
Units Listed	1	1	0.0%	1	1	0.0%
Units Sold	<b>2</b>	<b>0</b>	<b>100.0%</b>	<b>2</b>	<b>0</b>	<b>100.0%</b>
Sales Dollars	\$203,000	\$0	100.0%	\$203,000	\$0	100.0%
List/Sell \$ Ratio	88.10%	0.00%		88.10%	0.00%	
Days to Sell	104	0	100.0%	104	0	100.0%
Active Inventory	3	2	50.0%			
Average Price	\$101,500	\$0	100.0%	\$101,500	\$0	100.0%
Median Price	\$101,500	\$0	100.0%	\$101,500	\$0	100.0%
<b>Farms</b>						
Units Listed	3	2	50.0%	3	2	50.0%
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	10	10	0.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
<b>IC&amp;I</b>						
Units Listed	5	3	66.7%	5	3	66.7%
Units Sold	<b>1</b>	<b>2</b>	<b>-50.0%</b>	<b>1</b>	<b>2</b>	<b>-50.0%</b>
Sales Dollars	\$355,000	\$1,320,000	-73.1%	\$355,000	\$1,320,000	-73.1%
List/Sell \$ Ratio	84.72%	91.13%		84.72%	91.13%	
Days to Sell	14	364	-96.2%	14	364	-96.2%
Active Inventory	30	36	-16.7%			
Average Price	\$355,000	\$660,000	-46.2%	\$355,000	\$660,000	-46.2%
Median Price	\$355,000	\$660,000	-46.2%	\$355,000	\$660,000	-46.2%
<b>IC&amp;I Land</b>						
Units Listed	1	1	0.0%	1	1	0.0%
Units Sold	<b>2</b>	<b>0</b>	<b>100.0%</b>	<b>2</b>	<b>0</b>	<b>100.0%</b>
Sales Dollars	\$1,030,000	\$0	100.0%	\$1,030,000	\$0	100.0%
List/Sell \$ Ratio	96.73%	0.00%		96.73%	0.00%	
Days to Sell	392	0	100.0%	392	0	100.0%
Active Inventory	23	29	-20.7%			
Average Price	\$515,000	\$0	100.0%	\$515,000	\$0	100.0%
Median Price	\$515,000	\$0	100.0%	\$515,000	\$0	100.0%
<b>Lots</b>						
Units Listed	9	11	-18.2%	9	11	-18.2%
Units Sold	<b>15</b>	<b>10</b>	<b>50.0%</b>	<b>15</b>	<b>10</b>	<b>50.0%</b>
Sales Dollars	\$1,139,250	\$437,400	160.5%	\$1,139,250	\$437,400	160.5%
List/Sell \$ Ratio	94.55%	95.62%		94.55%	95.62%	
Days to Sell	202	204	-1.0%	202	204	-1.0%
Active Inventory	92	226	-59.3%			
Average Price	\$75,950	\$43,740	73.6%	\$75,950	\$43,740	73.6%
Median Price	\$86,400	\$40,950	111.0%	\$86,400	\$40,950	111.0%
<b>Leases</b>						
Units Listed	2	3	-33.3%	2	3	-33.3%
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%
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	14	12	16.7%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Lots (Waterfront)</b>						
Units Listed	1	1	0.0%	1	1	0.0%
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	#DIV/0!
Active Inventory	8	14	-42.9%			
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	3	1	200.0%	3	1	200.0%
Units Sold	<b>0</b>	<b>1</b>	<b>-100.0%</b>	<b>0</b>	<b>1</b>	<b>-100.0%</b>
Sales Dollars	\$0	\$339,500	-100.0%	\$0	\$339,500	-100.0%
List/Sell \$ Ratio	0.00%	100.00%		0.00%	100.00%	
Days to Sell	0	193	-100.0%	0	193	-100.0%
Active Inventory	10	11	-9.1%			
Average Price	\$0	\$339,500	-100.0%	\$0	\$339,500	-100.0%
Median Price	\$0	\$339,500	-100.0%	\$0	\$339,500	-100.0%
<b>Multi Family (Triplex/Fourplex)</b>						
Units Listed	0	0	0.0%	0	0	0.0%
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	1	0	0.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
<b>Mobile Homes</b>						
Units Listed	10	4	150.0%	10	4	150.0%
Units Sold	<b>7</b>	<b>7</b>	<b>0.0%</b>	<b>7</b>	<b>7</b>	<b>0.0%</b>
Sales Dollars	\$409,900	\$328,300	24.9%	\$409,900	\$328,300	24.9%
List/Sell \$ Ratio	90.58%	84.18%		90.58%	84.18%	
Days to Sell	66	52	26.9%	66	52	26.9%
Active Inventory	39	52	-25.0%			
Average Price	\$58,557	\$46,900	24.9%	\$58,557	\$46,900	24.9%
Median Price	\$52,000	\$30,000	73.3%	\$52,000	\$30,000	73.3%
<b>Recreational Property</b>						
Units Listed	2	0	100.0%	2	0	100.0%
Units Sold	<b>1</b>	<b>1</b>	<b>0.0%</b>	<b>1</b>	<b>1</b>	<b>0.0%</b>
Sales Dollars	\$108,000	\$70,000	54.3%	\$108,000	\$70,000	54.3%
List/Sell \$ Ratio	90.07%	90.32%		90.07%	90.32%	
Days to Sell	164	52	215.4%	164	52	215.4%
Active Inventory	10	7	42.9%			
Average Price	\$108,000	\$70,000	54.3%	\$108,000	\$70,000	54.3%
Median Price	\$108,000	\$70,000	54.3%	\$108,000	\$70,000	54.3%
<b>Residential</b>						
Units Listed	53	39	35.9%	53	39	35.9%
Units Sold	<b>23</b>	<b>22</b>	<b>4.5%</b>	<b>23</b>	<b>22</b>	<b>4.5%</b>
Sales Dollars	\$5,576,650	\$3,476,400	60.4%	\$5,576,650	\$3,476,400	60.4%
List/Sell \$ Ratio	97.62%	94.66%		97.62%	94.94%	
Days to Sell	71	106	-33.0%	71	106	-33.0%
Active Inventory	<b>141</b>	153	-7.8%			
Average Price	\$242,463	\$158,018	53.4%	\$242,463	\$158,018	53.4%
Median Price	\$245,000	\$165,000	48.5%	\$245,000	\$165,000	48.5%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Residential (Waterfront)</b>						
Units Listed	4	4	0.0%	4	4	0.0%
Units Sold	<b>5</b>	<b>1</b>	<b>400.0%</b>	<b>5</b>	<b>1</b>	<b>400.0%</b>
Sales Dollars	\$2,790,000	\$365,000	664.4%	\$2,790,000	\$365,000	664.4%
List/Sell \$ Ratio	102.56%	97.33%		102.56%	97.33%	
Days to Sell	289	6	4716.7%	289	6	4716.7%
Active Inventory	22	21	4.8%			
Average Price	\$558,000	\$365,000	52.9%	\$558,000	\$365,000	52.9%
Median Price	\$385,000	\$365,000	5.5%	\$385,000	\$365,000	5.5%
<b>Timeshares</b>						
Units Listed	0	0	0.0%	0	0	0.0%
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	1	0	0.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
<b>SHUSWAP DIVISION - TOTALS</b>						
Units Listed	129	105	22.9%	129	105	22.9%
Units Sold	<b>80</b>	<b>58</b>	<b>37.9%</b>	<b>80</b>	<b>58</b>	<b>37.9%</b>
Sales Dollars	\$20,219,450	\$8,419,225	140.2%	\$20,219,450	\$8,419,225	140.2%
List/Sell Ratio	95.57%	92.77%		95.57%	92.77%	
Days to Sell	169	129	31.0%	169	129	31.0%
Active Inventory	660	834	-20.9%			

### Shuswap Zone Residential Sub Area Average Price - 2005 vs 2006 Residential Single Family Only

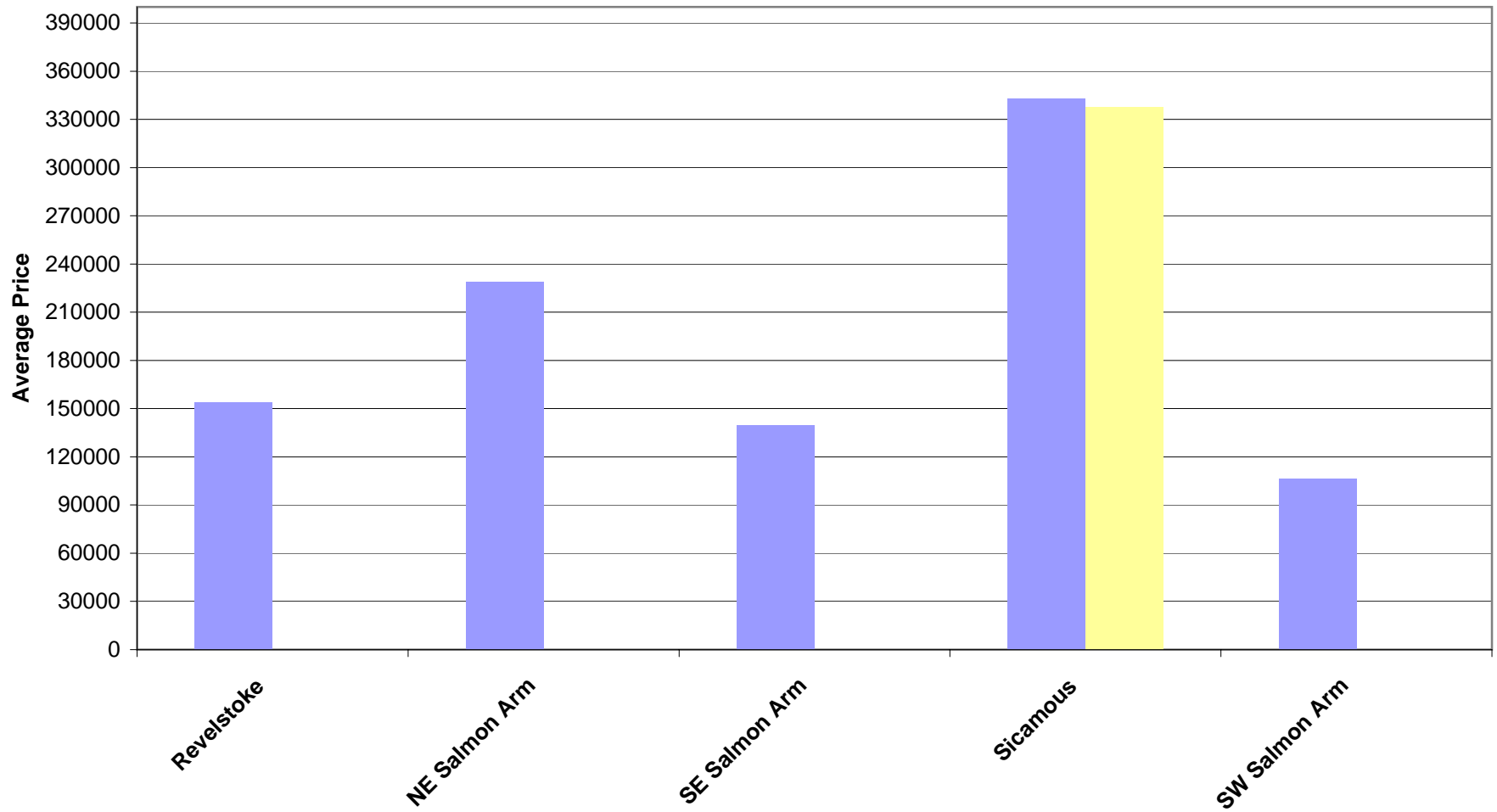
2005 2006





### Shuswap Zone Condo Sub Area Average Price - 2005 vs 2006

2005 2006



Shuswap Zone Townhouse Sub Area Average Price - 2006 vs 2005

2005 2006

