

# NORTH ZONE MONTHLY STATISTICS

FOR

February 1st - 28th, 2005

February Statistics Run March 4, 2005 2:30 p.m.

# NORTH OKANAGAN ZONE

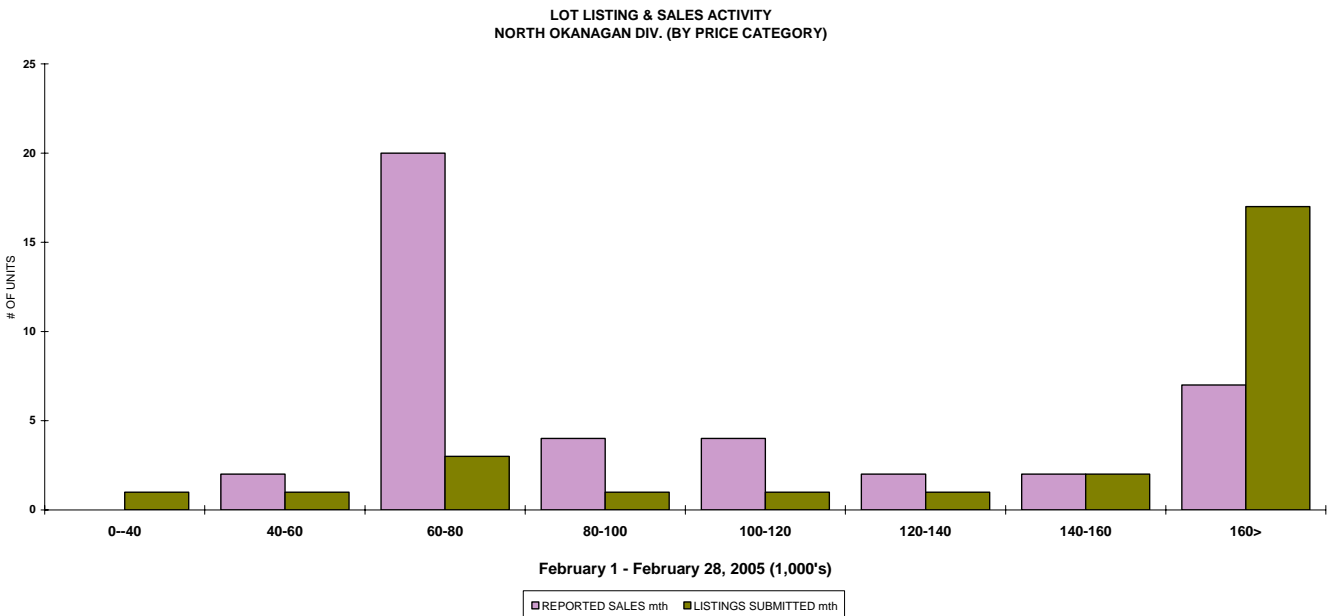
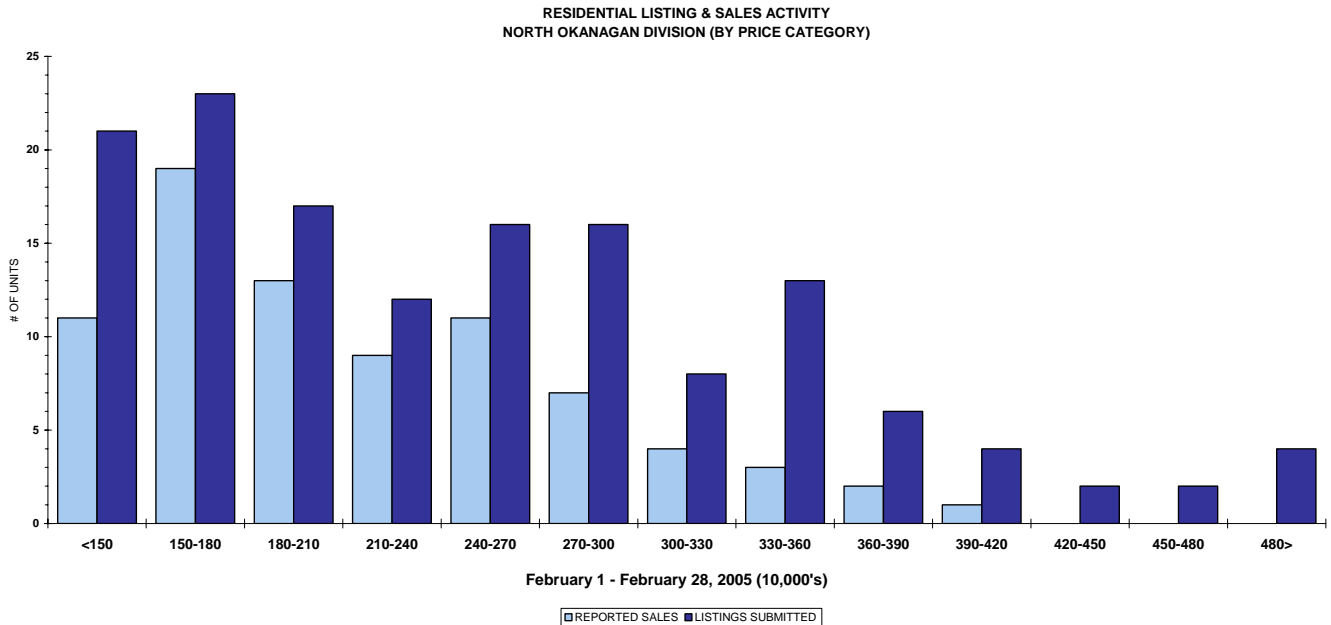
## STAT - O - GRAM

February 2005

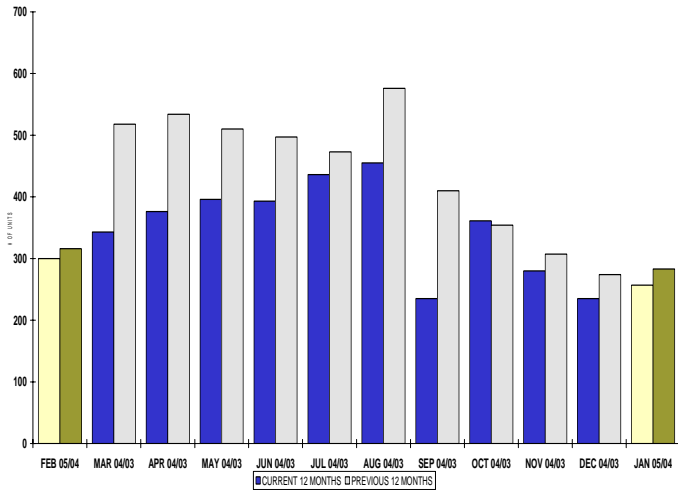
### QUICK SUMMARY

|               | 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> |
| February 2005 | 202                | \$36,206,012    | 82                | \$17,659,836    | 333                   | 1,208            |
| January 2005  | 152                | \$26,161,673    | 62                | \$11,956,915    | 305                   | 1,139            |
| February 2004 | 183                | \$29,519,075    | 83                | \$13,945,800    | 267                   | 1,221            |

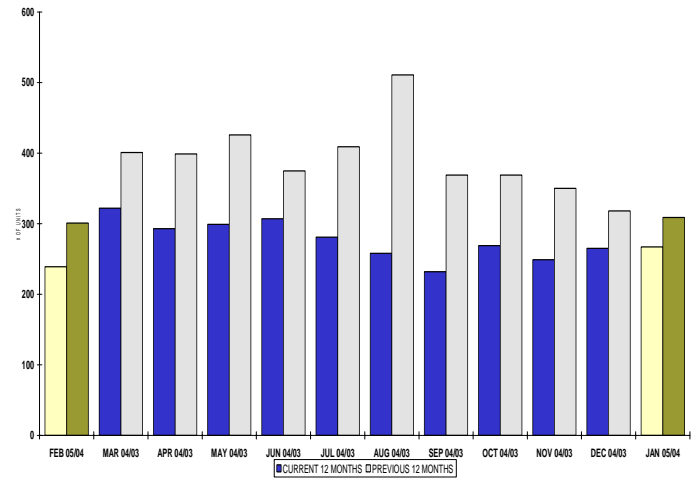
The Central Zone has **261** Members. The average number of listings-per-licensee is 4.6



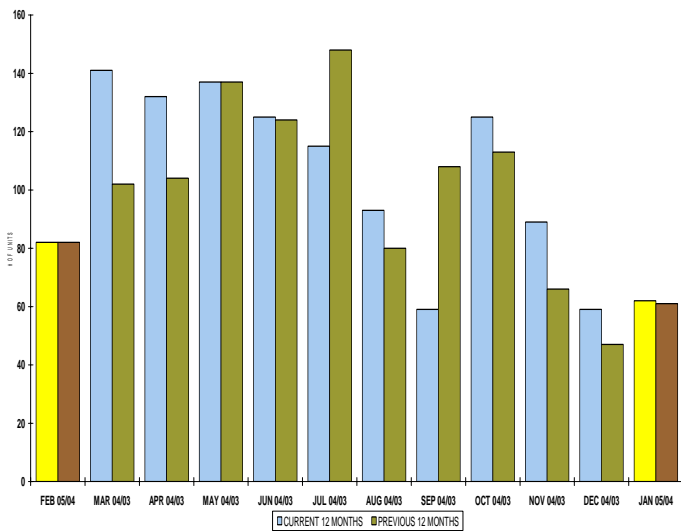
INVENTORY OF ACTIVE LISTINGS  
RESIDENTIAL - NORTH OKANAGAN DIVISION



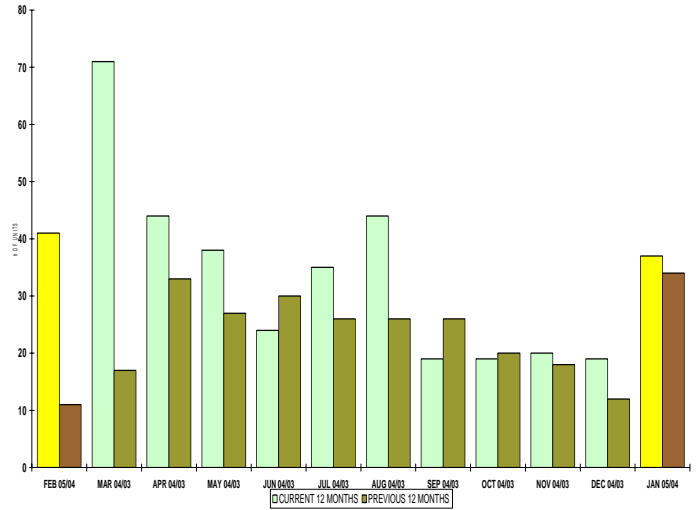
INVENTORY OF ACTIVE LISTINGS  
LOTS - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD  
RESIDENTIAL - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD  
LOTS - NORTH OKANAGAN DIVISION



**NORTH OKANAGAN ZONE**

**February 2005**

| Category      | Sales | New Listings | Current Inventory | Sell/Inv. Ratio | Days To Sell |
|---------------|-------|--------------|-------------------|-----------------|--------------|
| ACREAGE       | 7     | 16           | 73                | 9.59%           | 68           |
| ACREAGE/HOUSE | 13    | 43           | 151               | 8.61%           | 135          |
| CONDO/APT     | 12    | 24           | 63                | 19.05%          | 57           |
| CONDO/TWNHSE  | 32    | 36           | 109               | 29.36%          | 117          |
| LOTS          | 34    | 11           | 166               | 20.48%          | 151          |
| RESIDENTIAL   | 82    | 145          | 300               | 27.33%          | 54           |

**AVERAGE HOUSE PRICE \$215,364**

**MEDIAN HOUSE PRICE \$197,750**

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    | 738           | 571           | 29.2% | 1342          | 1187          | 13.1% |
| Units Sold      | 445           | 398           | 11.8% | 774           | 711           | 8.9%  |
| Sales Dollars   | \$119,135,234 | \$103,183,924 | 15.5% | \$201,986,119 | \$175,244,265 | 15.3% |
| 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 | 2430          | 2021          | 20.2% |               |               |       |

### ZONE NO TOTALS

|                 |              |              |        |              |              |        |
|-----------------|--------------|--------------|--------|--------------|--------------|--------|
| Units Listed    | 333          | 267          | 24.7%  | 635          | 515          | 23.3%  |
| Units Sold      | 202          | 183          | 10.4%  | 367          | 339          | 8.3%   |
| Sales Dollars   | \$36,206,012 | \$29,519,075 | 22.7%  | \$65,206,835 | \$54,953,236 | 18.7%  |
| 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 | 1208         | 1221         | -1.1%  |              |              |        |

### ZONE SH TOTALS

|                 |              |              |        |              |              |        |
|-----------------|--------------|--------------|--------|--------------|--------------|--------|
| Units Listed    | 136          | 131          | 3.8%   | 240          | 299          | -19.7% |
| Units Sold      | 68           | 70           | -2.9%  | 125          | 131          | -4.6%  |
| Sales Dollars   | \$11,125,050 | \$10,356,500 | 7.4%   | \$19,397,476 | \$19,316,900 | 0.4%   |
| 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 | 866          | 1072         | -19.2% |              |              |        |

### ZONE OB TOTALS

|                 |           |           |        |             |           |        |
|-----------------|-----------|-----------|--------|-------------|-----------|--------|
| Units Listed    | 19        | 11        | 72.7%  | 32          | 21        | 52.4%  |
| Units Sold      | 4         | 3         | 100.0% | 6           | 5         | 20.0%  |
| Sales Dollars   | \$902,500 | \$531,000 | 100.0% | \$1,862,500 | \$818,500 | 127.6% |
| 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 | 122       | 121       | 0.8%   |             |           |        |

### GRAND TOTALS

|                 |               |               |        |               |               |        |
|-----------------|---------------|---------------|--------|---------------|---------------|--------|
| Units Listed    | 1226          | 980           | 25.1%  | 2249          | 2022          | 11.2%  |
| Units Sold      | 719           | 654           | 9.9%   | 1272          | 1186          | 7.3%   |
| Sales Dollars   | \$167,368,796 | \$143,590,499 | 16.6%  | \$288,452,930 | \$250,332,901 | 15.2%  |
| 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 | 4626          | 4435          | 4.3%   |               |               |        |

# LICENSEES

|                 | TOTAL NUMBER OF<br>LICENSEES<br>February 28/05 | TOTAL NUMBER OF<br>LICENSEES<br>February 29/04 | CHANGE BY<br>NUMBER | CHANGE BY<br>% |
|-----------------|--|--|---------------------|----------------|
| ALL DIVISIONS   | 962  | 817  | 145                 | 17.75%         |
| CENTRAL OK DIV. | 565  | 515  | 50                  | 9.71%          |
| NORTH OK DIV.   | 261  | 233  | 28                  | 12.02%         |
| SHUSWAP DIV.    | 89   | 69   | 20                  | 28.99%         |

## CURRENT MEMBERSHIP

|                      |            |
|----------------------|------------|
| AGENT LICENSEES      | 83         |
| SALESPERSONS         | 761        |
| PROPERTY MANAGEMENT  | 8          |
| 9:15 LICENCEE MEMBER | 62         |
| EXEMPTION MEMBER     | 1          |
| <b>TOTALS</b>        | <b>915</b> |

|                             | CURRENT MONTH |             |               | YEAR TO DATE |             |                |
|-----------------------------|---------------|-------------|---------------|--------------|-------------|----------------|
|                             | THIS YEAR     | LAST YEAR   | INCREASE      | THIS YEAR    | LAST YEAR   | INCREASE       |
| <b>Acreage</b>              |               |             |               |              |             |                |
| Units Listed                | 16            | 10          | 60.0%         | 23           | 20          | 15.0%          |
| Units Sold                  | <b>7</b>      | <b>3</b>    | <b>133.3%</b> | <b>9</b>     | <b>6</b>    | <b>50.0%</b>   |
| Sales Dollars               | \$1,157,758   | \$456,500   | 153.6%        | \$1,802,858  | \$976,500   | 84.6%          |
| List/Sell \$ Ratio          | 92.20%        | 89.09%      |               | 93.33%       | 92.23%      |                |
| Days to Sell                | 68            | 269         | -74.7%        | 100          | 354         | -71.8%         |
| Active Inventory            | 73            | 99          | -26.3%        |              |             |                |
| Average Price               | \$165,394     | \$152,167   | 8.7%          | \$200,318    | \$162,750   | 23.1%          |
| Median Price                | \$163,552     | \$141,500   | 15.6%         | \$163,552    | \$143,250   | 14.2%          |
| <b>Acreage with House</b>   |               |             |               |              |             |                |
| Units Listed                | 43            | 32          | 34.4%         | 69           | 53          | 30.2%          |
| Units Sold                  | <b>13</b>     | <b>18</b>   | <b>-27.8%</b> | <b>20</b>    | <b>36</b>   | <b>-44.4%</b>  |
| Sales Dollars               | \$4,380,000   | \$5,064,225 | -13.5%        | \$6,366,100  | \$9,783,725 | -34.9%         |
| List/Sell \$ Ratio          | 94.17%        | 95.87%      |               | 92.34%       | 95.86%      |                |
| Days to Sell                | 135           | 110         | 22.7%         | 119          | 120         | -0.8%          |
| Active Inventory            | 151           | 146         | 3.4%          | 139          | 270         |                |
| Average Price               | \$336,923     | \$281,346   | 19.8%         | \$318,305    | \$271,770   | 17.1%          |
| Median Price                | \$325,000     | \$250,000   | 30.0%         | \$320,000    | \$256,500   | 24.8%          |
| <b>Acreage (Waterfront)</b> |               |             |               |              |             |                |
| Units Listed                | 1             | 0           | 100.0%        | 1            | 1           | 0.0%           |
| Units Sold                  | <b>0</b>      | <b>0</b>    | <b>0.0%</b>   | <b>1</b>     | <b>0</b>    | <b>-100.0%</b> |
| Sales Dollars               | \$0           | \$0         | -100.0%       | \$495,000    | \$0         | -100.0%        |
| List/Sell \$ Ratio          | 0.00%         | 0.00%       |               | 90.00%       | 0.00%       |                |
| Days to Sell                | 0             | 0           | 100.0%        | 63           | 0           | 100.0%         |
| Active Inventory            | 4             | 3           | 33.3%         |              |             |                |
| Average Price               | \$0           | \$0         | 0.0%          | \$495,000    | \$0         | 100.0%         |
| Median Price                | \$0           | \$0         | 0.0%          | \$495,000    | \$0         | 100.0%         |
| <b>Business</b>             |               |             |               |              |             |                |
| Units Listed                | 9             | 7           | 28.6%         | 25           | 14          | 78.6%          |
| Units Sold                  | <b>1</b>      | <b>1</b>    | <b>0.0%</b>   | <b>2</b>     | <b>4</b>    | <b>-50.0%</b>  |
| Sales Dollars               | \$36,000      | \$39,380    | -8.6%         | \$201,000    | \$578,380   | -65.2%         |
| List/Sell \$ Ratio          | 90.22%        | 78.76%      |               | 93.66%       | 87.12%      |                |
| Days to Sell                | 85            | 91          | -6.6%         | 136          | 526         | -74.1%         |
| Active Inventory            | 75            | 61          | 23.0%         |              |             |                |
| Average Price               | \$36,000      | \$39,380    | -8.6%         | \$100,500    | \$144,595   | -30.5%         |
| Median Price                | \$36,000      | \$39,380    | -8.6%         | \$100,500    | \$124,690   | -19.4%         |
| <b>Condo (Townhouse)</b>    |               |             |               |              |             |                |
| Units Listed                | 36            | 25          | 44.0%         | 58           | 51          | 13.7%          |
| Units Sold                  | <b>32</b>     | <b>24</b>   | <b>33.3%</b>  | <b>52</b>    | <b>40</b>   | <b>30.0%</b>   |
| Sales Dollars               | \$5,693,668   | \$2,896,345 | 96.6%         | \$9,193,549  | \$4,728,245 | 94.4%          |
| List/Sell \$ Ratio          | 98.43%        | 97.42%      |               | 97.97%       | 97.10.00%   |                |
| Days to Sell                | 117           | 80          | 46.3%         | 101          | 95          | 6.3%           |
| Active Inventory            | 109           | 58          | 87.9%         |              |             |                |
| Average Price               | \$177,927     | \$120,681   | 47.4%         | \$176,799    | \$118,206   | 49.6%          |
| Median Price                | \$159,005     | \$122,200   | 30.1%         | \$148,700    | \$119,450   | 24.5%          |
| <b>Condo (Apt)</b>          |               |             |               |              |             |                |
| Units Listed                | 24            | 16          | 50.0%         | 38           | 28          | 35.7%          |
| Units Sold                  | <b>12</b>     | <b>17</b>   | <b>-29.4%</b> | <b>23</b>    | <b>24</b>   | <b>-4.2%</b>   |
| Sales Dollars               | \$1,660,400   | \$1,775,650 | -6.5%         | \$3,087,200  | \$2,392,662 | 29.0%          |
| List/Sell \$ Ratio          | 96.31%        | 94.79%      |               | 96.17%       | 95.06%      |                |
| Days to Sell                | 57            | 96          | -40.6%        | 69           | 109         | -36.7%         |
| Active Inventory            | 63            | 45          | 40.0%         |              |             |                |
| Average Price               | \$138,367     | \$104,450   | 32.5%         | \$134,226    | \$99,694    | 34.6%          |
| Median Price                | \$127,500     | \$84,750    | 50.4%         | \$119,000    | \$87,000    | 36.8%          |

|                      | CURRENT MONTH |             |                | YEAR TO DATE |             |               |
|----------------------|---------------|-------------|----------------|--------------|-------------|---------------|
|                      | THIS YEAR     | LAST YEAR   | INCREASE       | THIS YEAR    | LAST YEAR   | INCREASE      |
| <b>Duplex</b>        |               |             |                |              |             |               |
| Units Listed         | 10            | 14          | -28.6%         | 15           | 17          | -11.8%        |
| Units Sold           | <b>6</b>      | <b>11</b>   | <b>-45.5%</b>  | <b>9</b>     | <b>14</b>   | <b>-35.7%</b> |
| Sales Dollars        | \$866,647     | \$134,150   | 546.0%         | \$1,360,647  | \$1,792,150 | -24.1%        |
| List/Sell \$ Ratio   | 97.19%        | 95.07%      |                | 96.44%       | 94.65%      |               |
| Days to Sell         | 84            | 74          | 13.5%          | 66           | 104         | -36.5%        |
| Active Inventory     | 17            | 25          | -32.0%         |              |             |               |
| Average Price        | \$144,441     | \$12,195    | 1084.4%        | \$151,183    | \$128,011   | 18.1%         |
| Median Price         | \$145,673     | \$110,000   | 32.4%          | \$158,347    | \$116,450   | 36.0%         |
| <b>Farms</b>         |               |             |                |              |             |               |
| Units Listed         | 3             | 2           | 50.0%          | 7            | 8           | -12.5%        |
| Units Sold           | <b>0</b>      | <b>2</b>    | <b>-100.0%</b> | <b>1</b>     | <b>2</b>    | <b>-50.0%</b> |
| Sales Dollars        | \$0           | \$1,275,225 | -100.0%        | \$277,100    | \$1,275,225 | -78.3%        |
| List/Sell \$ Ratio   | 0.00%         | 94.48%      |                | 79.62%       | 94.48%      |               |
| Days to Sell         | 0             | 122         | -100.0%        | 70           | 112         | -37.5%        |
| Active Inventory     | 37            | 27          | 37.0%          | 26           | 30          |               |
| Average Price        | \$0           | \$637,613   | -100.0%        | \$277,100    | \$637,613   | -56.5%        |
| Median Price         | \$0           | \$637,613   | -100.0%        | \$277,100    | \$637,613   | -56.5%        |
| <b>IC&amp;I</b>      |               |             |                |              |             |               |
| Units Listed         | 5             | 9           | -44.4%         | 12           | 18          | -33.3%        |
| Units Sold           | <b>3</b>      | <b>2</b>    | <b>50.0%</b>   | <b>6</b>     | <b>5</b>    | <b>20.0%</b>  |
| Sales Dollars        | \$663,000     | \$414,000   | 60.1%          | \$1,378,000  | \$964,000   | 42.9%         |
| List/Sell \$ Ratio   | 105.84%       | 94.52%      |                | 97.62%       | 85.92%      |               |
| Days to Sell         | 359           | 66          | 443.9%         | 372          | 105         | 254.3%        |
| Active Inventory     | 47            | 69          | -31.9%         |              |             |               |
| Average Price        | \$221,000     | \$207,000   | 6.8%           | \$229,667    | \$192,800   | 19.1%         |
| Median Price         | \$245,000     | \$207,000   | 18.4%          | \$246,250    | \$174,000   | 41.5%         |
| <b>IC&amp;I Land</b> |               |             |                |              |             |               |
| Units Listed         | 8             | 2           | 300.0%         | 11           | 4           | 175.0%        |
| Units Sold           | <b>1</b>      | <b>5</b>    | <b>-80.0%</b>  | <b>2</b>     | <b>6</b>    | <b>-66.7%</b> |
| Sales Dollars        | \$44,000      | \$1,222,800 | -96.4%         | \$819,000    | \$1,297,800 | -36.9%        |
| List/Sell \$ Ratio   | 51.76%        | 90.23%      |                | 72.28%       | 91.01%      |               |
| Days to Sell         | 525           | 151         | 247.7%         | 393          | 146         | 169.2%        |
| Active Inventory     | 52            | 42          | 23.8%          |              |             |               |
| Average Price        | \$44,000      | \$244,560   | -82.0%         | \$409,500    | \$216,300   | 89.3%         |
| Median Price         | \$44,000      | \$202,800   | -78.3%         | \$409,500    | \$138,900   | 194.8%        |
| <b>Lots</b>          |               |             |                |              |             |               |
| Units Listed         | 10            | 8           | 25.0%          | 94           | 38          | 147.4%        |
| Units Sold           | <b>34</b>     | <b>8</b>    | <b>325.0%</b>  | <b>69</b>    | <b>39</b>   | <b>76.9%</b>  |
| Sales Dollars        | \$3,046,303   | \$585,000   | 420.7%         | \$5,819,180  | \$3,297,300 | 76.5%         |
| List/Sell \$ Ratio   | 99.26%        | 95.79%      |                | 98.85%       | 99.25%      |               |
| Days to Sell         | 151           | 190         | -20.5%         | 121          | 178         | -32.0%        |
| Active Inventory     | 156           | 198         | -21.2%         |              |             |               |
| Average Price        | \$89,597      | \$73,125    | 22.5%          | \$84,336     | \$84,546    | -0.2%         |
| Median Price         | \$75,000      | \$80,750    | -7.1%          | \$82,500     | \$80,000    | 3.1%          |
| <b>Leases</b>        |               |             |                |              |             |               |
| Units Listed         | 2             | 6           | -66.7%         | 8            | 11          | -27.3%        |
| Units Sold           | <b>0</b>      | <b>0</b>    | <b>0.0%</b>    | <b>1</b>     | <b>2</b>    | <b>-50.0%</b> |
| Sales Dollars        | \$0           | \$0         | 0.0%           | \$29,900     | \$44,400    | -32.7%        |
| Days to Sell         | 0             | 0           | 0.0%           | 304          | 38          | 700.0%        |
| Active Inventory     | 28            | 39          | -28.2%         |              |             |               |
| Average Price        | \$0           | \$0         | 0.0%           | \$29,900     | \$22,200    | 34.7%         |
| Median Price         | \$0           | \$0         | 0.0%           | \$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                    | 0             | 1            | -100.0%        | 2            | 1            | 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                | 6             | 1            | 500.0%         |              |              |               |
| 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                    | 3             | 2            | 50.0%          | 3            | 2            | 50.0%         |
| Units Sold                      | <b>2</b>      | <b>2</b>     | <b>0.0%</b>    | <b>3</b>     | <b>3</b>     | <b>0.0%</b>   |
| Sales Dollars                   | \$424,500     | \$385,100    | 10.2%          | \$679,500    | \$610,099    | 11.4%         |
| List/Sell \$ Ratio              | 92.42%        | 98.73%       |                | 93.68%       | 95.83%       |               |
| Days to Sell                    | 167           | 22           | 659.1%         | 164          | 83           | 97.6%         |
| Active Inventory                | 7             | 10           | -30.0%         | 10           | 25           |               |
| Average Price                   | \$212,250     | \$192,550    | 10.2%          | \$226,500    | \$203,366    | 11.4%         |
| Median Price                    | \$212,250     | \$192,550    | 10.2%          | \$255,000    | \$193,100    | 32.1%         |
| <b>Mobile Homes</b>             |               |              |                |              |              |               |
| Units Listed                    | 14            | 11           | 27.3%          | 25           | 28           | -10.7%        |
| Units Sold                      | <b>7</b>      | <b>5</b>     | <b>40.0%</b>   | <b>9</b>     | <b>10</b>    | <b>-10.0%</b> |
| Sales Dollars                   | \$310,900     | \$266,900    | 16.5%          | \$375,900    | \$400,700    | -6.2%         |
| List/Sell \$ Ratio              | 86.64%        | 93.02%       |                | 87.03%       | 91.11%       |               |
| Days to Sell                    | 100           | 91           | 9.9%           | 93           | 172          | -45.9%        |
| Active Inventory                | 68            | 69           | -1.4%          |              |              |               |
| Average Price                   | \$44,414      | \$53,380     | -16.8%         | \$41,767     | \$40,070     | 4.2%          |
| Median Price                    | \$24,500      | \$51,000     | -52.0%         | \$24,500     | \$43,950     | -44.3%        |
| <b>Recreational Property</b>    |               |              |                |              |              |               |
| Units Listed                    | 2             | 0            | 100.0%         | 3            | 0            | 100.0%        |
| Units Sold                      | <b>2</b>      | <b>0</b>     | <b>100.0%</b>  | <b>2</b>     | <b>0</b>     | <b>100.0%</b> |
| Sales Dollars                   | \$263,000     | \$0          | 100.0%         | \$263,000    | \$0          | 100.0%        |
| List/Sell \$ Ratio              | 80.68%        | 0.00%        |                | 80.68%       | 0.00%        |               |
| Days to Sell                    | 259           | 0            | 100.0%         | 259          | 0            | 100.0%        |
| Active Inventory                | 3             | 0            | 0.0%           |              |              |               |
| Average Price                   | \$131,500     | \$0          | 100.0%         | \$131,500    | \$0          | 100.0%        |
| Median Price                    | \$131,500     | \$0          | 100.0%         | \$131,500    | \$0          | 100.0%        |
| <b>Residential</b>              |               |              |                |              |              |               |
| Units Listed                    | 145           | 119          | 21.8%          | 238          | 216          | 10.2%         |
| Units Sold                      | <b>82</b>     | <b>83</b>    | <b>-1.2%</b>   | <b>155</b>   | <b>144</b>   | <b>7.6%</b>   |
| Sales Dollars                   | \$17,659,836  | \$13,945,800 | 26.6%          | \$32,115,901 | \$24,953,050 | 28.7%         |
| List/Sell \$ Ratio              | 97.20%        | 97.23%       |                | 96.33%       | 96.81%       |               |
| Days to Sell                    | 54            | 66           | -18.2%         | 64           | 71           | -9.9%         |
| Active Inventory                | 300           | 316          | -5.1%          |              |              |               |
| Average Price                   | \$215,364     | \$168,022    | 28.2%          | \$207,199    | \$173,285    | 19.6%         |
| Median Price                    | \$197,750     | \$154,000    | 28.4%          | \$192,000    | \$163,250    | 17.6%         |
| <b>Residential (Waterfront)</b> |               |              |                |              |              |               |
| Units Listed                    | 2             | 3            | -33.3%         | 3            | 5            | -40.0%        |
| Units Sold                      | <b>0</b>      | <b>2</b>     | <b>-100.0%</b> | <b>2</b>     | <b>4</b>     | <b>-50.0%</b> |
| Sales Dollars                   | \$0           | \$1,058,000  | -100.0%        | \$833,000    | \$1,859,000  | -55.2%        |
| List/Sell \$ Ratio              | 0.00%         | 92.48%       |                | 83.36%       | 95.80%       |               |
| Days to Sell                    | 0             | 291          | -100.0%        | 174          | 180          | -3.3%         |
| Active Inventory                | 11            | 13           | -15.4%         |              |              |               |
| Average Price                   | \$0           | \$529,000    | -100.0%        | \$416,500    | \$464,750    | -10.4%        |
| Median Price                    | \$0           | \$529,000    | -100.0%        | \$416,500    | \$453,500    | -8.2%         |

|                                | 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                     | <b>0</b>      | <b>0</b>     | <b>100.0%</b> | <b>1</b>     | <b>0</b>     | <b>100.0%</b> |
| Sales Dollars                  | \$0           | \$0          | 100.0%        | \$110,000    | \$0          | 100.0%        |
| List/Sell Ratio                | 0.00%         | 0.00%        |               | 95.73%       | 0.00%        |               |
| Days to Sell                   | 0             | 0            | 100.0%        | 47           | 0            | 100.0%        |
| Active Inventory               | 1             | 0            | 0.0%          |              |              |               |
| Average Price                  | \$0           | \$0          | 0.0%          | \$110,000    | \$0          | 100.0%        |
| Median Price                   | \$0           | \$0          | 0.0%          | \$110,000    | \$0          | 100.0%        |
| <b>NORTH OKANAGAN - TOTALS</b> |               |              |               |              |              |               |
| Units Listed                   | 333           | 267          | 24.7%         | 635          | 515          | 23.3%         |
| Units Sold                     | <b>202</b>    | <b>183</b>   | <b>10.4%</b>  | <b>367</b>   | <b>339</b>   | <b>8.3%</b>   |
| Sales Dollars                  | \$36,206,012  | \$29,519,075 | 22.7%         | \$65,206,835 | \$54,953,236 | 18.7%         |
| List/Sell Ratio                | 94.11%        | 94.61%       |               | 95.84%       | 94.37%       |               |
| Days to Sell                   | 119           | 159          | -25.2%        | 116          | 158          | -26.6%        |
| Active Inventory               | 1208          | 1221         | -1.1%         |              |              |               |

| Range            | Mthly Listings<br>Total | YTD Listings<br>Total | Mthly Sales<br>Total | YTD Sales<br>Total |
|------------------|-------------------------|-----------------------|----------------------|--------------------|
| 0 to 150000      | 21                      | 38                    | 11                   | 28                 |
| 150001 to 180000 | 23                      | 33                    | 19                   | 33                 |
| 180001 to 210000 | 17                      | 32                    | 13                   | 21                 |
| 210001 to 240000 | 12                      | 18                    | 9                    | 13                 |
| 240001 to 270000 | 16                      | 25                    | 11                   | 21                 |
| 270001 to 300000 | 16                      | 25                    | 7                    | 9                  |
| 300001 to 330000 | 8                       | 14                    | 4                    | 6                  |
| 330001 to 360000 | 13                      | 17                    | 3                    | 3                  |
| 360001 to 390000 | 6                       | 8                     | 2                    | 2                  |
| 390001 to 420000 | 4                       | 6                     | 1                    | 1                  |
| 420001 to 450000 | 2                       | 7                     | 0                    | 1                  |
| 450001 to 480000 | 2                       | 3                     | 0                    | 1                  |
| 480001 and over  | 4                       | 8                     | 0                    | 0                  |
| <b>Totals</b>    | <b>144</b>              | <b>234</b>            | <b>80</b>            | <b>139</b>         |

North Division Lot Listing/Sales Analysis

| Range            | Mthly Listings<br>Total | YTD Listings<br>Total | Mthly Sales<br>Total | YTD Sales<br>Total |
|------------------|-------------------------|-----------------------|----------------------|--------------------|
| 0 to 40000       | 1                       | 1                     | 0                    | 1                  |
| 40001 to 60000   | 1                       | 3                     | 2                    | 2                  |
| 60001 to 80000   | 3                       | 44                    | 20                   | 31                 |
| 80001 to 100000  | 1                       | 27                    | 4                    | 27                 |
| 100001 to 120000 | 1                       | 2                     | 4                    | 4                  |
| 120001 to 140000 | 1                       | 14                    | 2                    | 2                  |
| 140001 to 160000 | 2                       | 6                     | 2                    | 2                  |
| 160001 and over  | 17                      | 23                    | 7                    | 10                 |
| <b>Totals</b>    | <b>27</b>               | <b>120</b>            | <b>41</b>            | <b>79</b>          |