

# NORTH ZONE MONTHLY STATISTICS FOR February 1st - 28th, 2006

**The revised format for the monthly statistics contains the following:**

**Cover Page**  
**Zone Total Summary**  
**North Summary (Summary Statistical Information and Membership)**  
**North Statistics**  
**GRAPHS**  
**Residential Monthly Listings**  
**Residential Year to Date Listings**  
**Residential Monthly Sales**  
**Residential Year To Date Sales**  
**Residential Sub Area Averages Year To Date**  
**Residential Averages 2001 - 2006**  
**Lots Monthly Listings**  
**Lots Year to Date Listings**  
**Lots Monthly Sales**  
**Lots Year To Date Sales**  
**Residential Single Family Active Inventory**  
**Lots, Lots Waterfront, Acreage and Acreage Waterfront Active Inventory**  
**Condominium Sub Area Averages Year to Date**  
**Townhouse Sub Area Averages Year to Date**  
**Million Dollar Plus Active Listings (Residential, Acreage With House & Waterfront)**  
**Million Dollar Plus Sales (Residential, Acreage With House & Waterfront)**

**These replace the previous Statistics and Stat-O-Gram packages**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>ZONE CO TOTALS</b>						
Units Listed	766	744	3.0%	1505	1349	11.6%
Units Sold	<b>480</b>	<b>450</b>	<b>6.7%</b>	<b>857</b>	<b>780</b>	<b>9.9%</b>
Sales Dollars	\$150,064,303	\$119,646,934	25.4%	\$264,189,595	\$202,773,920	30.3%
List/Sell Ratio	96.92%	96.94%		96.89%	95.85%	1.1%
Days to Sell	73	85	-14.1%	78	91	-14.3%
Active Listings	2177	2430	-10.4%			
<b>ZONE NO TOTALS</b>						
Units Listed	320	331	-3.3%	612	636	-3.8%
Units Sold	<b>219</b>	<b>207</b>	<b>5.8%</b>	<b>359</b>	<b>362</b>	<b>-0.8%</b>
Sales Dollars	\$57,727,850	\$37,555,374	53.7%	\$92,586,691	\$64,082,047	44.5%
List/Sell Ratio	97.19%	96.72%		96.11%	96.20%	-0.1%
Days to Sell	87	98	-11.2%	90	97	-7.2%
Active Listings	1076	1209	-11.0%			
<b>ZONE SH TOTALS</b>						
Units Listed	158	113	39.8%	261	204	27.9%
Units Sold	<b>97</b>	<b>69</b>	<b>40.6%</b>	<b>178</b>	<b>127</b>	<b>40.2%</b>
Sales Dollars	\$27,976,900	\$11,437,550	144.6%	\$48,108,350	\$19,856,775	142.3%
List/Sell Ratio	96.00%	92.58%		95.67%	92.67%	3.2%
Days to Sell	113	191	-40.8%	140	163	-14.1%
Active Listings	693	863	-19.7%			
<b>ZONE OB TOTALS</b>						
Units Listed	8	19	-57.9%	19	30	-36.7%
Units Sold	<b>5</b>	<b>4</b>	<b>25.0%</b>	<b>13</b>	<b>7</b>	<b>85.7%</b>
Sales Dollars	\$416,000	\$902,500	-53.9%	\$2,040,902	\$1,900,500	7.4%
List/Sell Ratio	106.57%	92.45%		95.20%	89.80%	6.0%
Days to Sell	243	152	59.9%	243	152	59.9%
Active Listings	83	122	-32.0%			
<b>GRAND TOTALS</b>						
Units Listed	1252	1207	3.7%	2397	2219	8.0%
Units Sold	<b>801</b>	<b>730</b>	<b>9.7%</b>	<b>1407</b>	<b>1276</b>	<b>10.3%</b>
Sales Dollars	\$236,185,053	\$169,542,358	39.3%	\$406,925,538	\$288,613,242	41.0%
List/Sell Ratio	97.02%	96.39%		96.66%	95.66%	1.0%
Days to Sell	82	98	-16.3%	90	100	-10.0%
Active Listings	4029	4624	-12.9%			

# NORTH OKANAGAN ZONE

## QUICK SUMMARY

### February 28th, 2006

	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-06	219	\$57,727,850	108	\$30,763,500	320	1,076
January-06	140	\$34,858,841	69	\$19,193,734	293	1,025
February-05	207	\$37,555,374	82	\$17,659,836	331	1,209

The North Zone has 285 Members. The average number of listings-per-licensee is 3.7

<u>Category</u>	<u>Sales</u>	<u>New Listings</u>	<u>Current Inventory</u>	<u>Sell/Inv. Ratio</u>	<u>Days To Sell</u>
ACREAGE	4	10	69	5.80%	186
ACREAGE/HOUSE	11	38	130	8.46%	159
CONDO/APT	19	18	50	38.00%	47
CONDO/TOWNHOUSE	19	33	53	35.85%	59
LOTS	17	16	171	9.94%	192
RESIDENTIAL	108	138	315	34.29%	56

Average House Price **\$282,244**                      Median House Price **\$260,000**

The Average and Median Price are the Year to Date Figures

## MEMBERSHIP INFORMATION

	TOTAL NUMBER OF MEMBERS	TOTAL NUMBER OF MEMBERS	CHANGE BY NUMBER	CHANGE BY %
	February 28/06	February 28/05		
ALL ZONES	1023	962	61	6.34%
CENTRAL ZONE	646	565	81	14.34%
NORTH ZONE	280	261	19	7.28%
SHUSWAP ZONE	97	89	8	8.99%

### CURRENT

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

## North Zone Property Type Activity

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Acreage</b>						
Units Listed	10	15	-33.3%	27	22	22.7%
Units Sold	<b>4</b>	<b>8</b>	<b>-50.0%</b>	<b>8</b>	<b>10</b>	<b>-20.0%</b>
Sales Dollars	\$880,500	\$1,306,758	-32.6%	\$1,818,500	\$1,951,858	-6.8%
List/Sell \$ Ratio	105.68%	93.18%		102.91%	94.00%	93.4%
Days to Sell	186	118	57.6%	225	137	64.2%
Active Inventory	69	73	-5.5%			
Average Price	\$220,125	\$163,345	34.8%	\$227,313	\$195,186	16.5%
Median Price	\$192,500	\$163,552	17.7%	\$192,500	\$162,552	18.4%
<b>Acreage with House</b>						
Units Listed	38	43	-11.6%	59	69	-14.5%
Units Sold	<b>11</b>	<b>15</b>	<b>-26.7%</b>	<b>25</b>	<b>22</b>	<b>13.6%</b>
Sales Dollars	\$3,325,500	\$5,213,000	-36.2%	\$8,732,500	\$7,199,100	21.3%
List/Sell \$ Ratio	91.93%	94.08%		93.79%	92.44%	
Days to Sell	159	127	25.2%	130	115	13.0%
Active Inventory	130	151	-13.9%	139	270	
Average Price	\$302,318	\$347,533	-13.0%	\$349,300	\$327,232	6.7%
Median Price	\$290,000	\$325,000	-10.8%	\$358,000	\$320,000	11.9%
<b>Acreage (Waterfront)</b>						
Units Listed	0	1	-100.0%	1	1	0.0%
Units Sold	<b>1</b>	<b>0</b>	<b>100.0%</b>	<b>2</b>	<b>1</b>	<b>100.0%</b>
Sales Dollars	\$190,000	\$0	100.0%	\$350,000	\$495,000	-29.3%
List/Sell \$ Ratio	92.72%	0.00%		76.00%	90.00%	
Days to Sell	126	0	100.0%	166	63	163.5%
Active Inventory	4	4	0.0%			
Average Price	\$190,000	\$0	100.0%	\$175,000	\$495,000	-64.6%
Median Price	\$190,000	\$0	100.0%	\$175,000	\$495,000	-64.6%
<b>Business</b>						
Units Listed	12	8	50.0%	24	24	0.0%
Units Sold	<b>3</b>	<b>1</b>	<b>200.0%</b>	<b>5</b>	<b>2</b>	<b>150.0%</b>
Sales Dollars	\$4,363,600	\$36,000	12021.1%	\$4,578,600	\$201,000	2177.9%
List/Sell \$ Ratio	83.67%	90.22%		85.91%	93.66%	
Days to Sell	206	85	142.4%	234	136	72.1%
Active Inventory	51	75	-32.0%			
Average Price	\$1,454,533	\$36,000	3940.4%	\$915,720	\$100,500	811.2%
Median Price	\$34,100	\$36,000	-5.3%	\$45,000	\$100,500	-55.2%
<b>Condo (Townhouse)</b>						
Units Listed	33	36	-8.3%	49	59	-16.9%
Units Sold	<b>19</b>	<b>34</b>	<b>-44.1%</b>	<b>33</b>	<b>54</b>	<b>-38.9%</b>
Sales Dollars	\$3,839,700	\$6,128,281	-37.3%	\$7,116,400	\$9,628,162	-26.1%
List/Sell \$ Ratio	99.27%	98.38%		98.29%	97.96%	
Days to Sell	59	112	-47.3%	70	99	-29.3%
Active Inventory	53	109	-51.4%			
Average Price	\$202,089	\$180,244	12.1%	\$215,648	\$178,299	20.9%
Median Price	\$189,000	\$161,613	16.9%	\$191,000	\$152,450	25.3%
<b>Condo (Apt)</b>						
Units Listed	18	24	-25.0%	43	38	13.2%
Units Sold	<b>19</b>	<b>12</b>	<b>58.3%</b>	<b>27</b>	<b>23</b>	<b>17.4%</b>
Sales Dollars	\$2,752,200	\$1,660,400	65.8%	\$3,869,700	\$3,087,200	25.3%
List/Sell \$ Ratio	97.70%	96.31%		97.42%	96.17%	
Days to Sell	47	57	-17.5%	54	69	-21.7%
Active Inventory	50	63	-20.6%			
Average Price	\$144,853	\$138,367	4.7%	\$143,322	\$134,226	6.8%
Median Price	\$117,400	\$127,500	-7.9%	\$124,000	\$119,000	4.2%

## North Zone Property Type Activity

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Duplex</b>						
Units Listed	1	10	-90.0%	4	15	-73.3%
Units Sold	<b>8</b>	<b>6</b>	<b>33.3%</b>	<b>10</b>	<b>9</b>	<b>11.1%</b>
Sales Dollars	\$1,511,900	\$866,647	74.5%	\$1,676,900	\$1,360,647	23.2%
List/Sell \$ Ratio	97.09%	97.19%		97.23%	96.44%	
Days to Sell	112	84	33.3%	97	66	47.0%
Active Inventory	13	17	-23.5%			
Average Price	\$188,988	\$144,441	30.8%	\$167,690	\$151,183	10.9%
Median Price	\$194,500	\$145,673	33.5%	\$177,500	\$158,347	12.1%
<b>Farms</b>						
Units Listed	5	3	66.7%	10	7	42.9%
Units Sold	<b>4</b>	<b>0</b>	<b>100.0%</b>	<b>4</b>	<b>1</b>	<b>300.0%</b>
Sales Dollars	\$3,432,900	\$0	100.0%	\$3,432,900	\$277,100	1138.9%
List/Sell \$ Ratio	94.66%	0.00%		94.66%	79.62%	
Days to Sell	164	0	100.0%	164	70	134.3%
Active Inventory	27	37	-27.0%	26	30	
Average Price	\$858,225	\$0	100.0%	\$858,225	\$277,100	209.7%
Median Price	\$873,950	\$0	100.0%	\$873,950	\$277,100	215.4%
<b>IC&amp;I</b>						
Units Listed	7	6	16.7%	9	13	-30.8%
Units Sold	<b>3</b>	<b>3</b>	<b>0.0%</b>	<b>6</b>	<b>6</b>	<b>0.0%</b>
Sales Dollars	\$1,845,000	\$663,000	178.3%	\$2,707,000	\$1,378,000	96.4%
List/Sell \$ Ratio	72.74%	105.84%		80.15%	97.62%	
Days to Sell	318	359		249	372	-33.1%
Active Inventory	44	47	-6.4%			
Average Price	\$615,000	\$221,000	178.3%	\$451,167	\$229,667	96.4%
Median Price	\$335,000	\$245,000	36.7%	\$323,500	\$246,250	31.4%
<b>IC&amp;I Land</b>						
Units Listed	5	8	-37.5%	10	11	-9.1%
Units Sold	<b>0</b>	<b>1</b>	<b>-100.0%</b>	<b>1</b>	<b>2</b>	<b>-50.0%</b>
Sales Dollars	\$0	\$44,000	-100.0%	\$140,000	\$819,000	-82.9%
List/Sell \$ Ratio	0.00%	92.81%		70.03%	92.81%	
Days to Sell	0	525	-100.0%	322	393	-18.1%
Active Inventory	31	52	-40.4%			
Average Price	\$0	\$44,000	-100.0%	\$140,000	\$409,500	-65.8%
Median Price	\$0	\$44,000	-100.0%	\$140,000	\$409,500	-65.8%
<b>Lots</b>						
Units Listed	15	10	50.0%	33	94	-64.9%
Units Sold	<b>16</b>	<b>33</b>	<b>-51.5%</b>	<b>23</b>	<b>68</b>	<b>-66.2%</b>
Sales Dollars	\$2,003,200	\$2,897,302	-30.9%	\$2,902,700	\$5,670,179	-48.8%
List/Sell \$ Ratio	103.39%	99.23%		102.39%	98.83%	
Days to Sell	257	141	82.3%	197	116	69.8%
Active Inventory	141	156	-9.6%			
Average Price	\$125,200	\$87,797	42.6%	\$126,204	\$83,385	51.4%
Median Price	\$115,000	\$75,000	53.3%	\$116,400	\$80,201	45.1%
<b>Leases</b>						
Units Listed	6	2	200.0%	12	8	50.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>1</b>	<b>1</b>	<b>0.0%</b>
Sales Dollars	\$0	\$0	0.0%	\$7	\$29,900	-100.0%
Days to Sell	0	0	0.0%	291	304	-4.3%
Active Inventory	32	28	14.3%			
Average Price	\$0	\$0	0.0%	\$7	\$29,900	-100.0%
Median Price	\$0	\$0	0.0%	\$7	\$29,900	-100.0%

## North Zone Property Type Activity

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Lots (Waterfront)</b>						
Units Listed	1	0	-100.0%	1	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	26	6	333.3%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
<b>Multi-Family (5 Units and Up)</b>						
Units Listed	4	3	33.3%	6	3	100.0%
Units Sold	<b>1</b>	<b>2</b>	<b>-50.0%</b>	<b>2</b>	<b>3</b>	<b>-33.3%</b>
Sales Dollars	\$266,000	\$424,500	-37.3%	\$582,500	\$679,500	-14.3%
List/Sell \$ Ratio	95.03%	92.42%		94.99%	93.68%	
Days to Sell	141	158	-10.8%	187	164	14.0%
Active Inventory	10	8	25.0%	10	25	
Average Price	\$266,000	\$212,250	25.3%	\$291,250	\$226,500	28.6%
Median Price	\$266,000	\$212,250	25.3%	\$291,250	\$255,000	14.2%
<b>Multi Family (Triplex/Fourplex)</b>						
Units Listed	3	0	100.0%	5	0	100.0%
Units Sold	<b>2</b>	<b>0</b>	<b>100.0%</b>	<b>5</b>	<b>0</b>	<b>100.0%</b>
Sales Dollars	\$291,350	\$0	100.0%	\$773,250	\$0	100.0%
List/Sell \$ Ratio	95.03%	0.00%		94.99%	0.00%	
Days to Sell	149	0	100.0%	149	0	100.0%
Active Inventory	4	0	100.0%			
Average Price	\$145,675	\$0	100.0%	\$154,650	\$0	100.0%
Median Price	\$145,675	\$0	100.0%	\$167,000	\$0	100.0%
<b>Mobile Homes</b>						
Units Listed	18	13	38.5%	40	24	66.7%
Units Sold	<b>17</b>	<b>7</b>	<b>142.9%</b>	<b>25</b>	<b>10</b>	<b>150.0%</b>
Sales Dollars	\$910,000	\$310,900	192.7%	\$1,577,000	\$400,900	293.4%
List/Sell \$ Ratio	90.86%	86.64%		90.48%	86.94%	
Days to Sell	60	100	-40.0%	60	113	-46.9%
Active Inventory	44	68	-35.3%			
Average Price	\$53,529	\$44,414	20.5%	\$63,080	\$40,090	57.3%
Median Price	\$45,000	\$24,500	83.7%	\$52,000	\$24,750	110.1%
<b>Recreational Property</b>						
Units Listed	3	2	50.0%	10	5	100.0%
Units Sold	<b>2</b>	<b>2</b>	<b>0.0%</b>	<b>4</b>	<b>2</b>	<b>100.0%</b>
Sales Dollars	\$377,500	\$263,000	43.5%	\$1,396,500	\$263,000	431.0%
List/Sell \$ Ratio	96.42%	80.68%		96.42%	80.68%	
Days to Sell	26	259	-90.0%	26	259	-90.0%
Active Inventory	17	3	466.7%			
Average Price	\$188,750	\$131,500	43.5%	\$349,125	\$131,500	165.5%
Median Price	\$67,500	\$117,000	-42.3%	\$67,500	\$117,000	-42.3%
<b>Residential</b>						
Units Listed	138	145	-4.8%	264	237	11.4%
Units Sold	<b>108</b>	<b>82</b>	<b>31.7%</b>	<b>177</b>	<b>144</b>	<b>22.9%</b>
Sales Dollars	\$30,763,500	\$17,659,836	74.2%	\$49,957,234	\$29,616,751	68.7%
List/Sell \$ Ratio	98.27%	97.20%		97.66%	96.33%	
Days to Sell	56	54	3.7%	62	64	-3.1%
Active Inventory	315	300	5.0%			
Average Price	\$284,847	\$215,364	32.3%	\$282,244	\$205,672	37.2%
Median Price	\$263,500	\$197,750	33.2%	\$260,000	\$190,500	36.5%

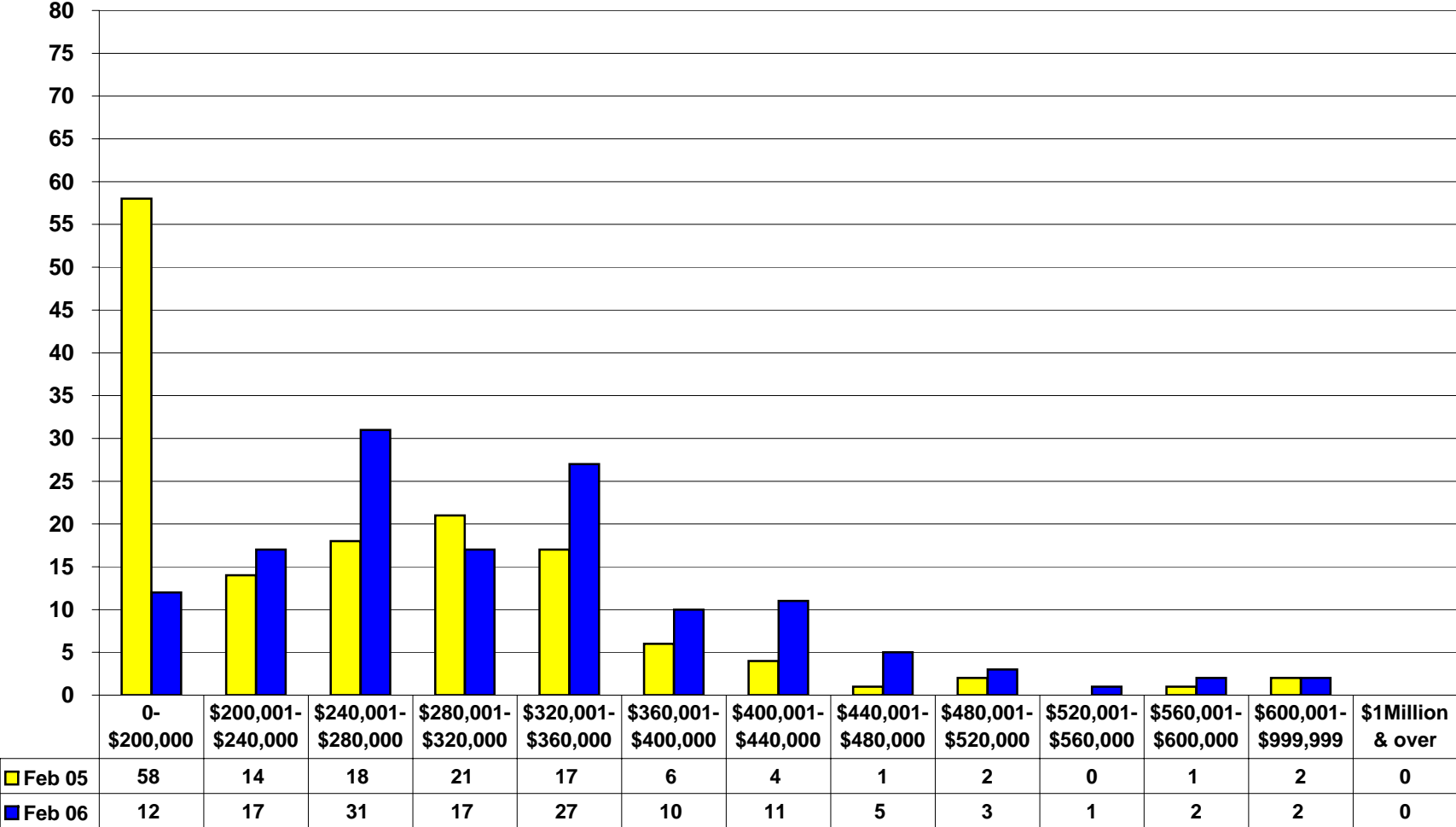
## North Zone Property Type Activity

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Residential (Waterfront)</b>						
Units Listed	3	2	50.0%	5	4	25.0%
Units Sold	<b>1</b>	<b>0</b>	<b>100.0%</b>	<b>1</b>	<b>2</b>	<b>-50.0%</b>
Sales Dollars	\$975,000	\$0	0.0%	\$975,000	\$833,000	17.0%
List/Sell \$ Ratio	92.85%	0.00%		92.85%	83.36%	
Days to Sell	11	0	-100.0%	11	174	-93.7%
Active Inventory	15	11	36.4%			
Average Price	\$975,000	\$0	-100.0%	\$975,000	\$416,500	134.1%
Median Price	\$975,000	\$0	-100.0%	\$975,000	\$416,500	134.1%
<b>Timeshares</b>						
Units Listed	0	0	0.0%	0	0	-100.0%
Units Sold	<b>0</b>	<b>1</b>	<b>-100.0%</b>	<b>0</b>	<b>2</b>	<b>-100.0%</b>
Sales Dollars	\$0	\$81,750	-100.0%	\$0	\$191,750	-100.0%
List/Sell Ratio	0.00%	95.73%		0.00%	95.73%	
Days to Sell	0	47	-100.0%	0	47	-100.0%
Active Inventory	0	1	0.0%			
Average Price	\$0	\$81,750	-100.0%	\$0	\$95,875	-100.0%
Median Price	\$0	\$110,000	-100.0%	\$0	\$110,000	-100.0%
<b>NORTH OKANAGAN - TOTALS</b>						
Units Listed	320	331	-3.3%	612	636	-3.8%
Units Sold	<b>219</b>	<b>207</b>	<b>5.8%</b>	<b>359</b>	<b>362</b>	<b>-0.8%</b>
Sales Dollars	\$57,727,850	\$37,555,374	53.7%	\$92,586,691	\$64,082,047	44.5%
List/Sell Ratio	97.19%	96.72%		96.11%	96.20%	
Days to Sell	87	98	-11.2%	90	97	-7.2%
Active Inventory	1076	1209	-11.0%			

### North Zone - Single Family Residential February 2006

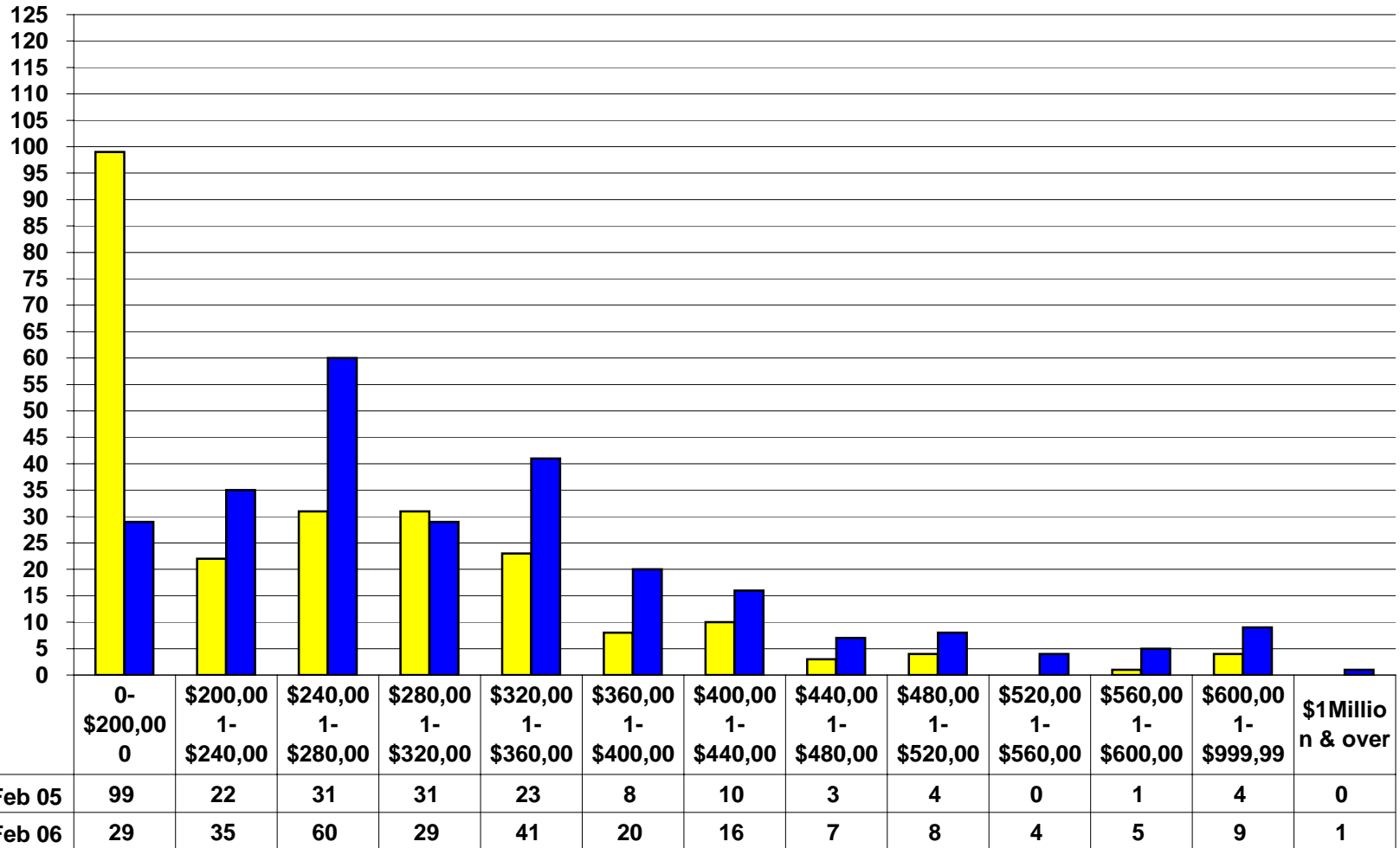
#### Monthly Listings By Price Range - Single Family Dwellings Only

Feb 05 Feb 06



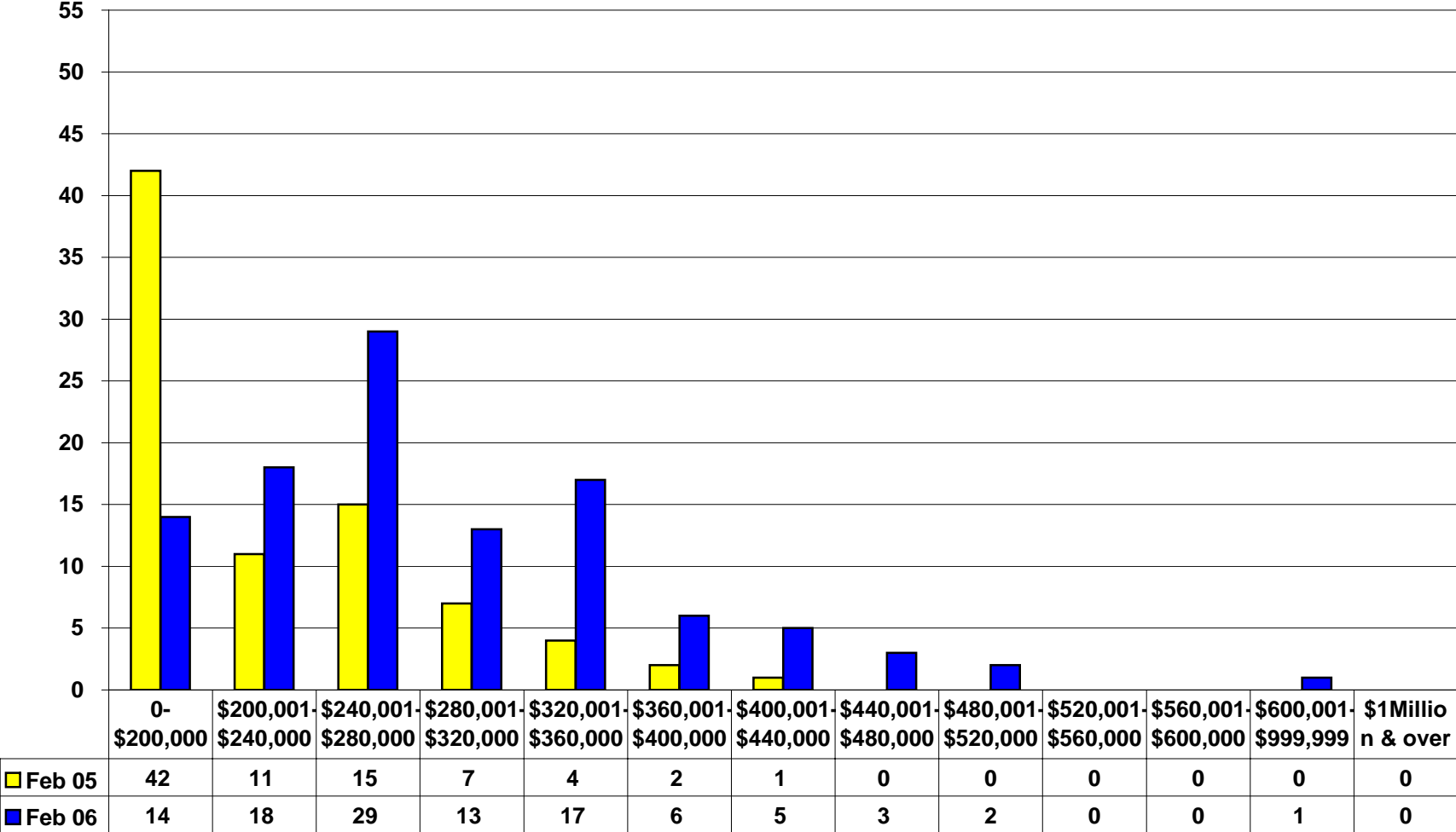
**North Zone - Single Family Residential 2005 vs 2006**  
**Listings Taken By Price Range - Single Family Dwellings Only**

■ Jan-Feb 05    ■ Jan-Feb 06

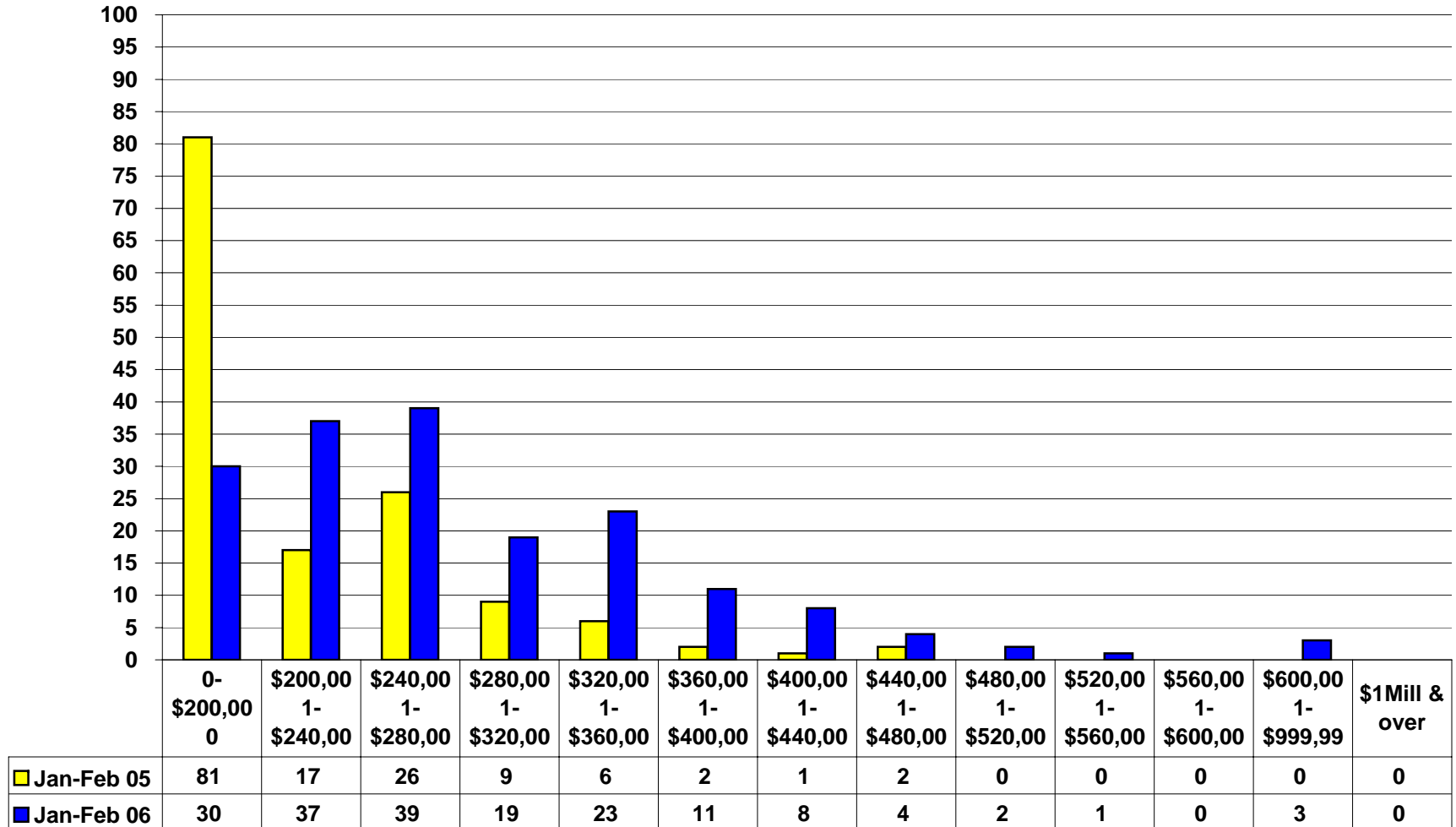


**North Zone - Single Family Residential February 2006**  
**Monthly Sales by Price Range - Single Family Dwellings Only**

Feb 05   Feb 06



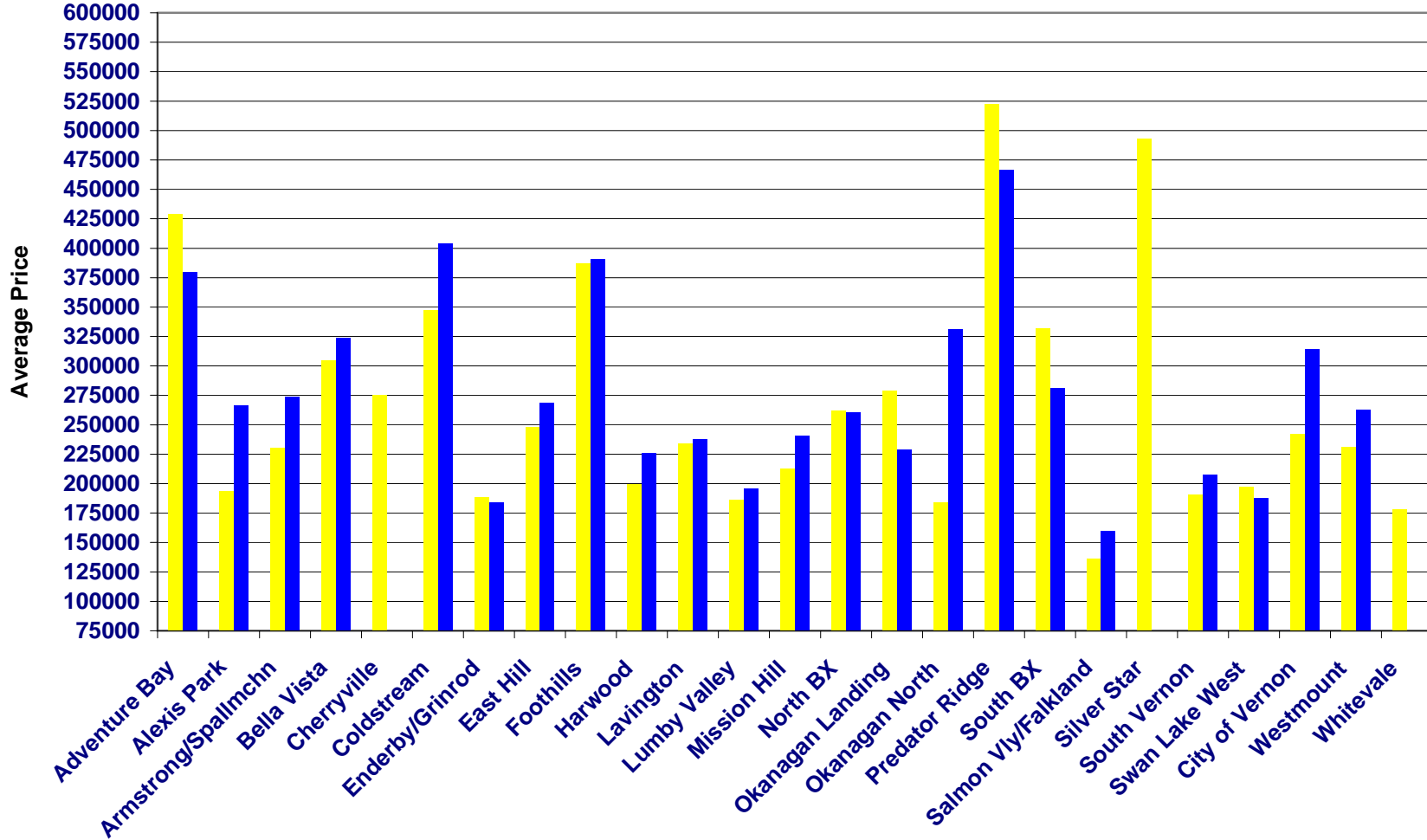
**North Zone - Single Family Residential 2005 vs 2006**  
**Number of Solds by Price Range - Single Family Dwellings Only**



## North Zone Residential Sub Area Average Price - 2006 vs 2005

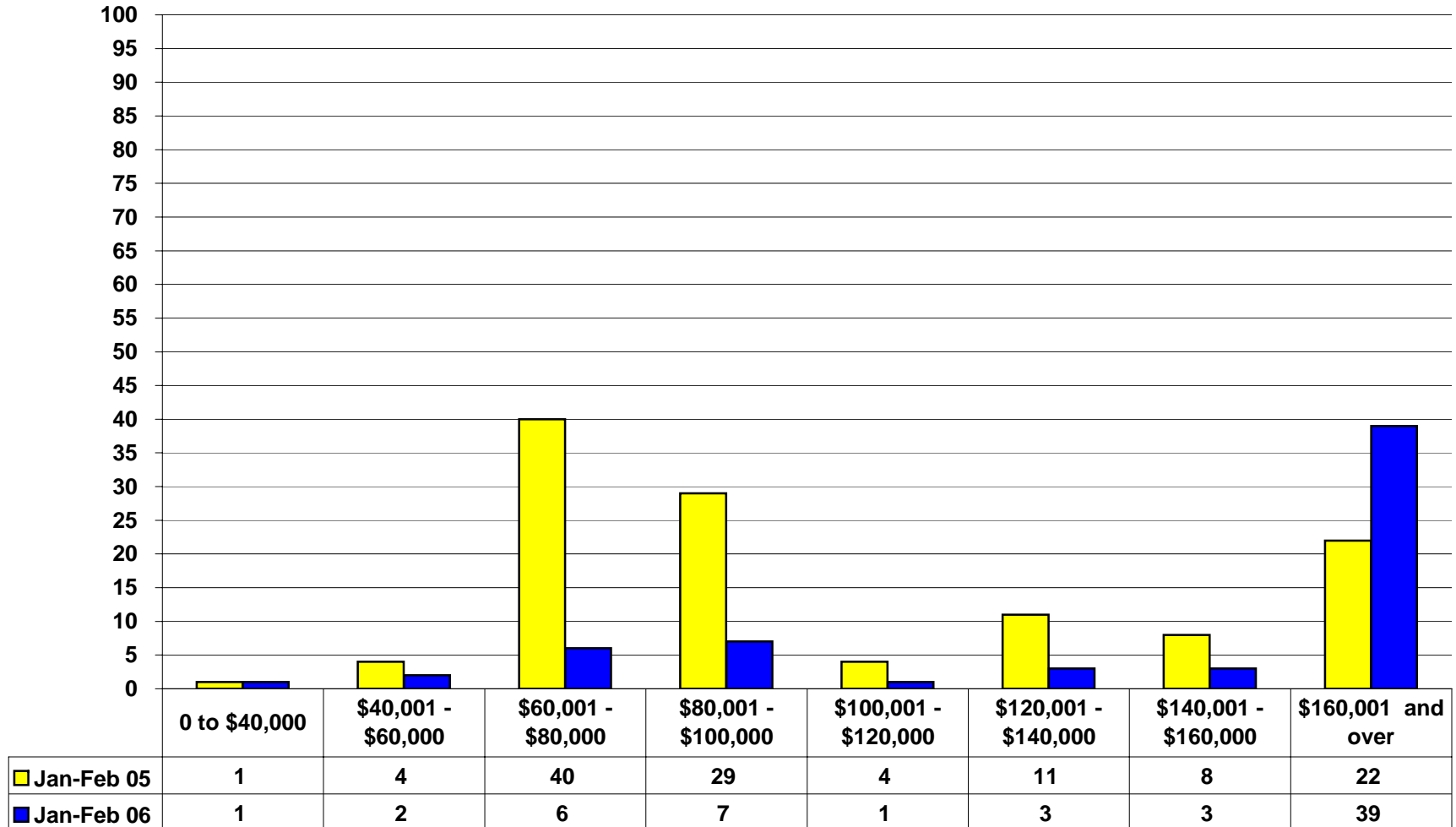
### Residential Single Family Only

2005
  2006



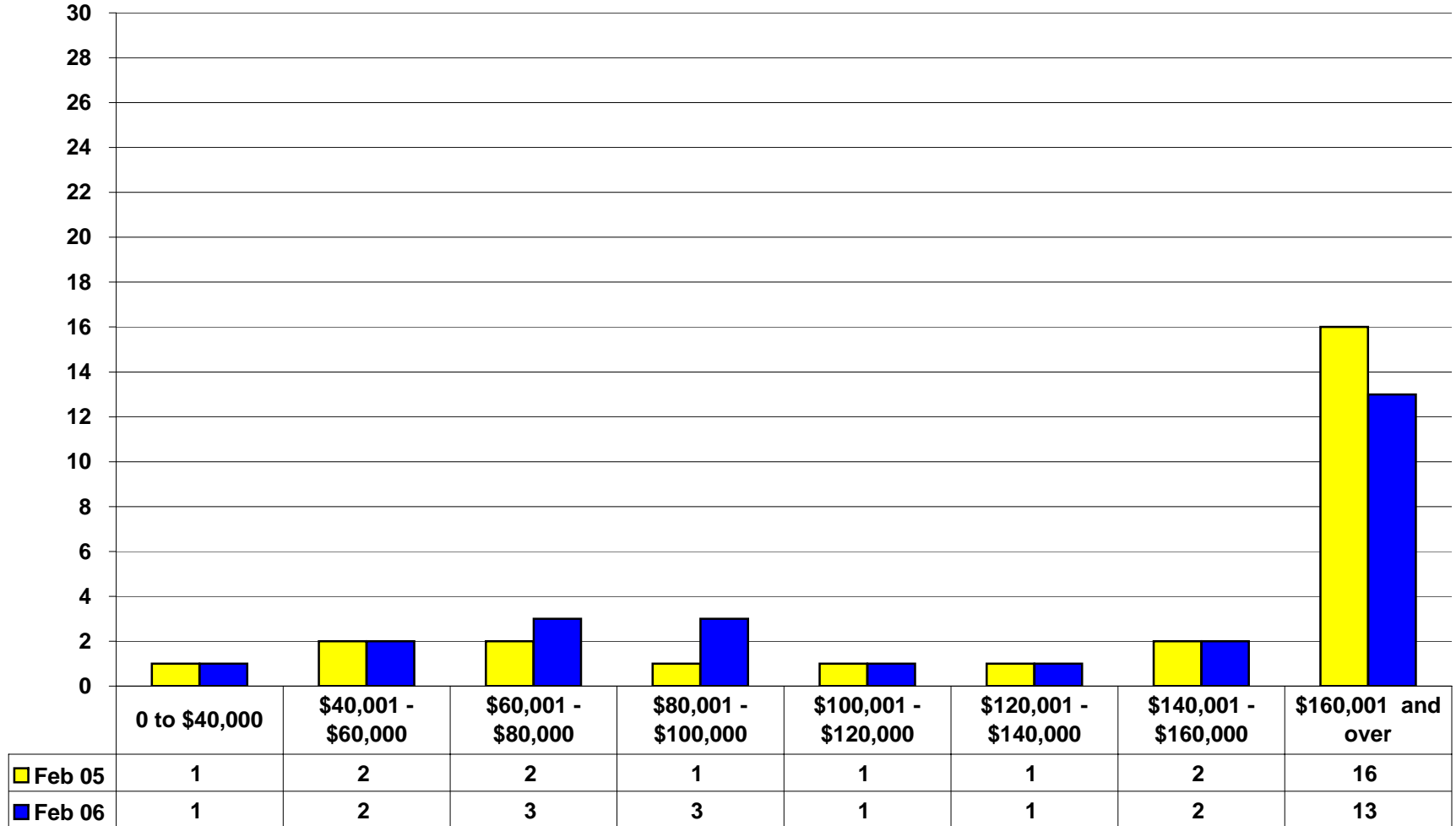


**North Zone - Lots 2005 vs 2006**  
**Listings Taken By Price Range - Lots, Lots Waterfront, Acreage and Acreage Waterfront**



**North Zone - February 2006**  
**Monthly Listing Comparison By Price Range -**  
**Lots, Lots Waterfront, Acreage and Acreage Waterfront**

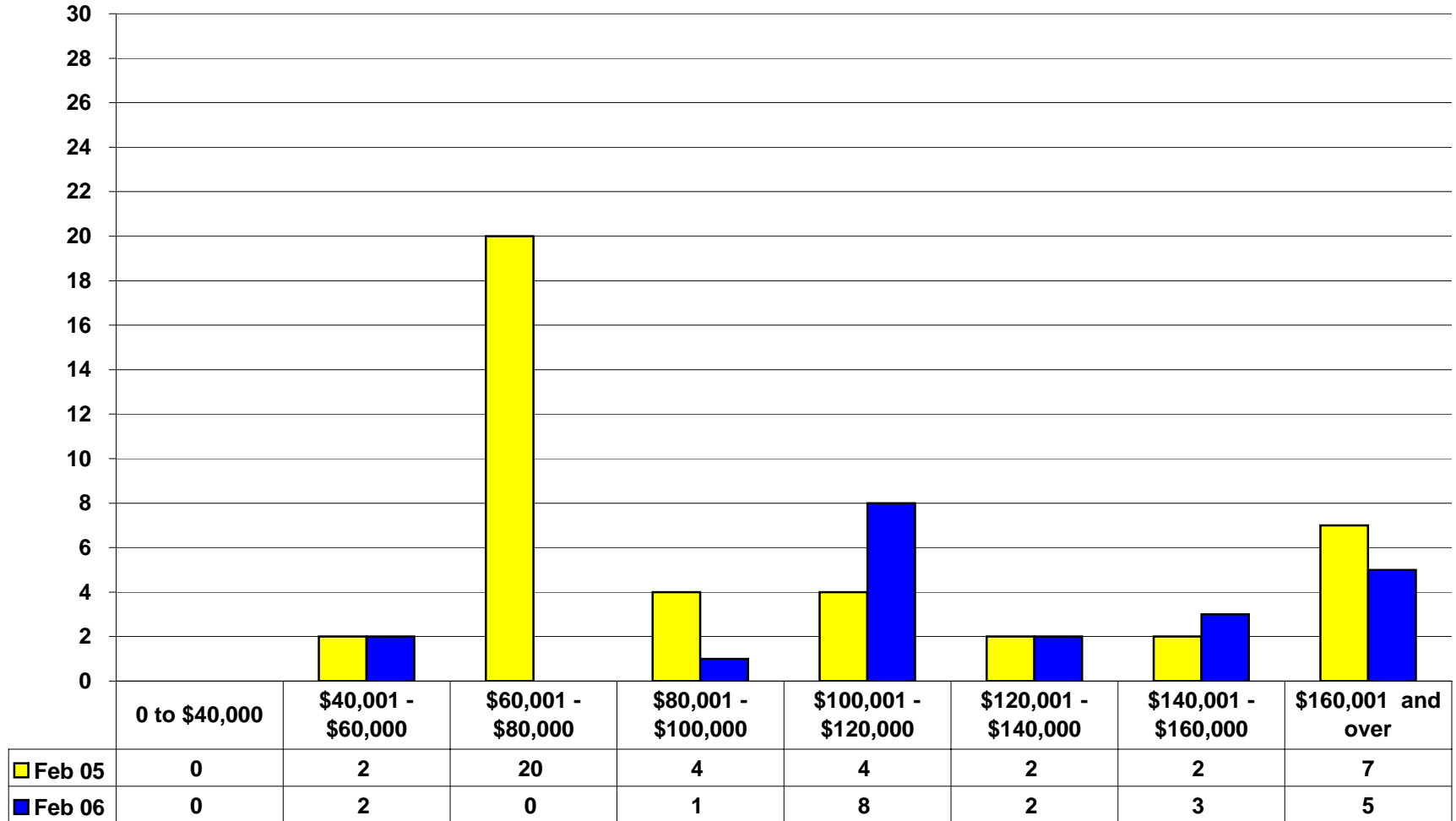
■ Feb 05 ■ Feb 06



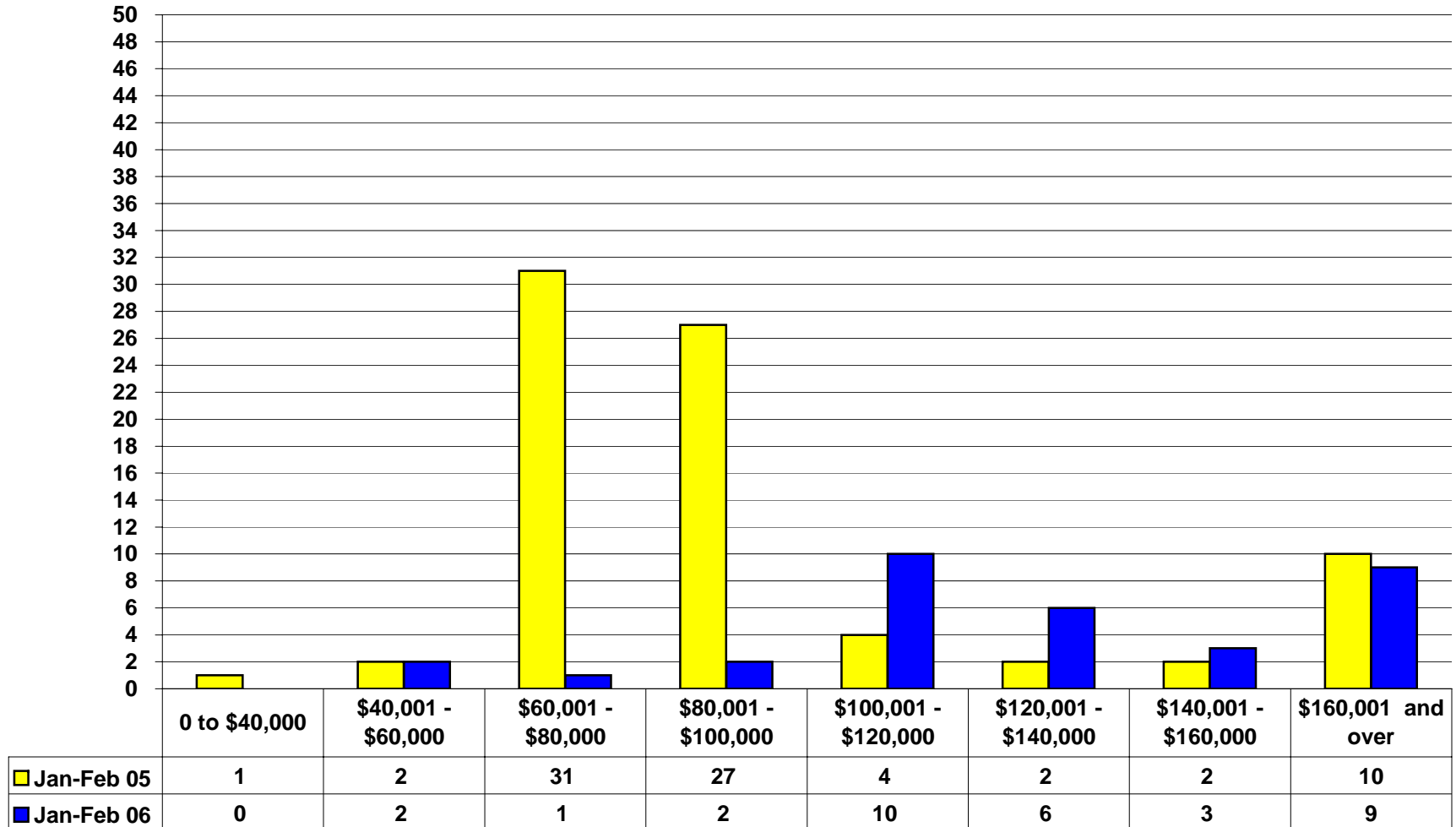
### North Zone - February 2006

Monthly Sales By Price Range - Lots, Lots Waterfront, Acreage and Acreage Waterfront

Feb 05 Feb 06



**North Zone - Lots 2005 vs 2006**  
**Sales By Price Range - Lots, Lots Waterfront, Acreage and Acreage Waterfront**

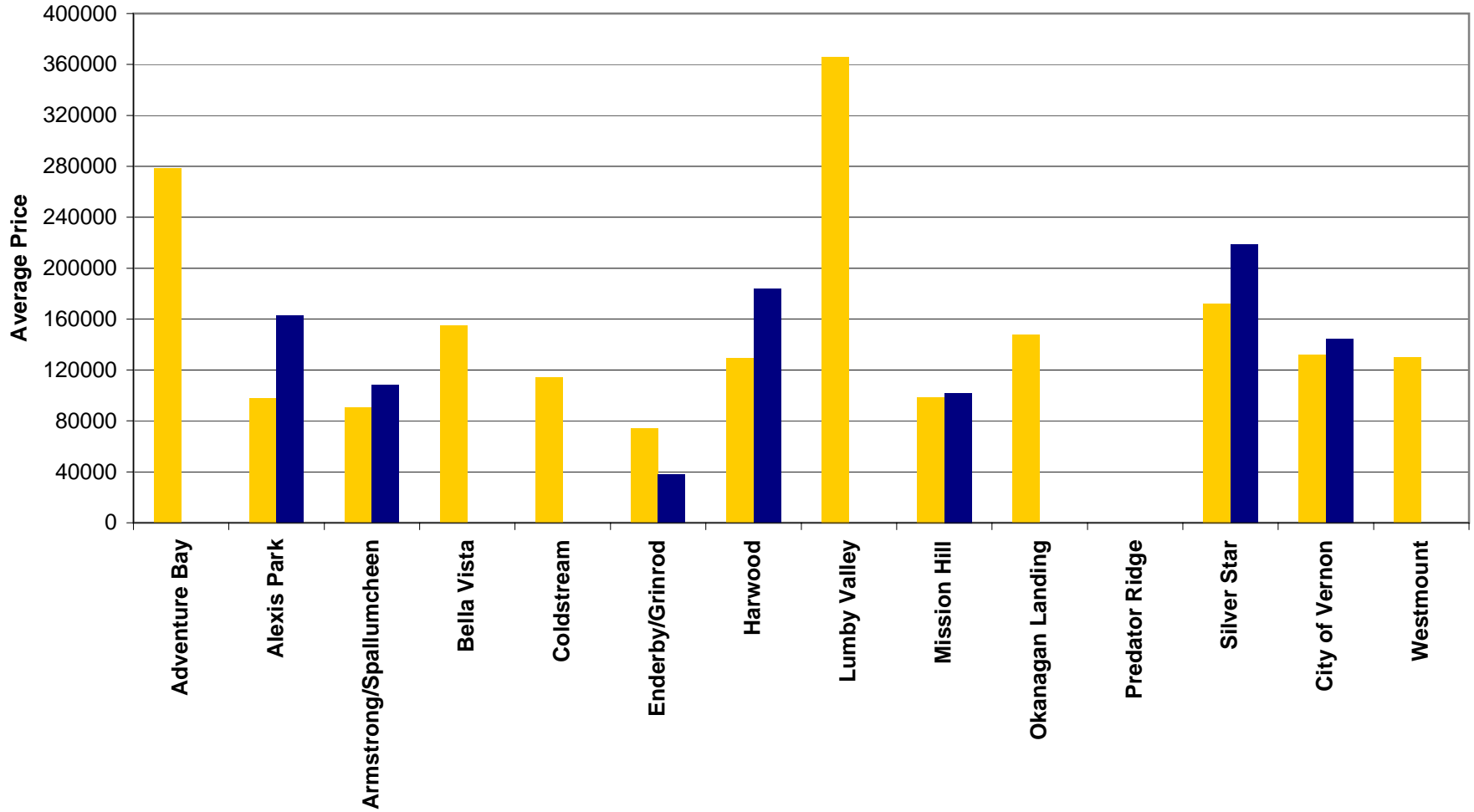






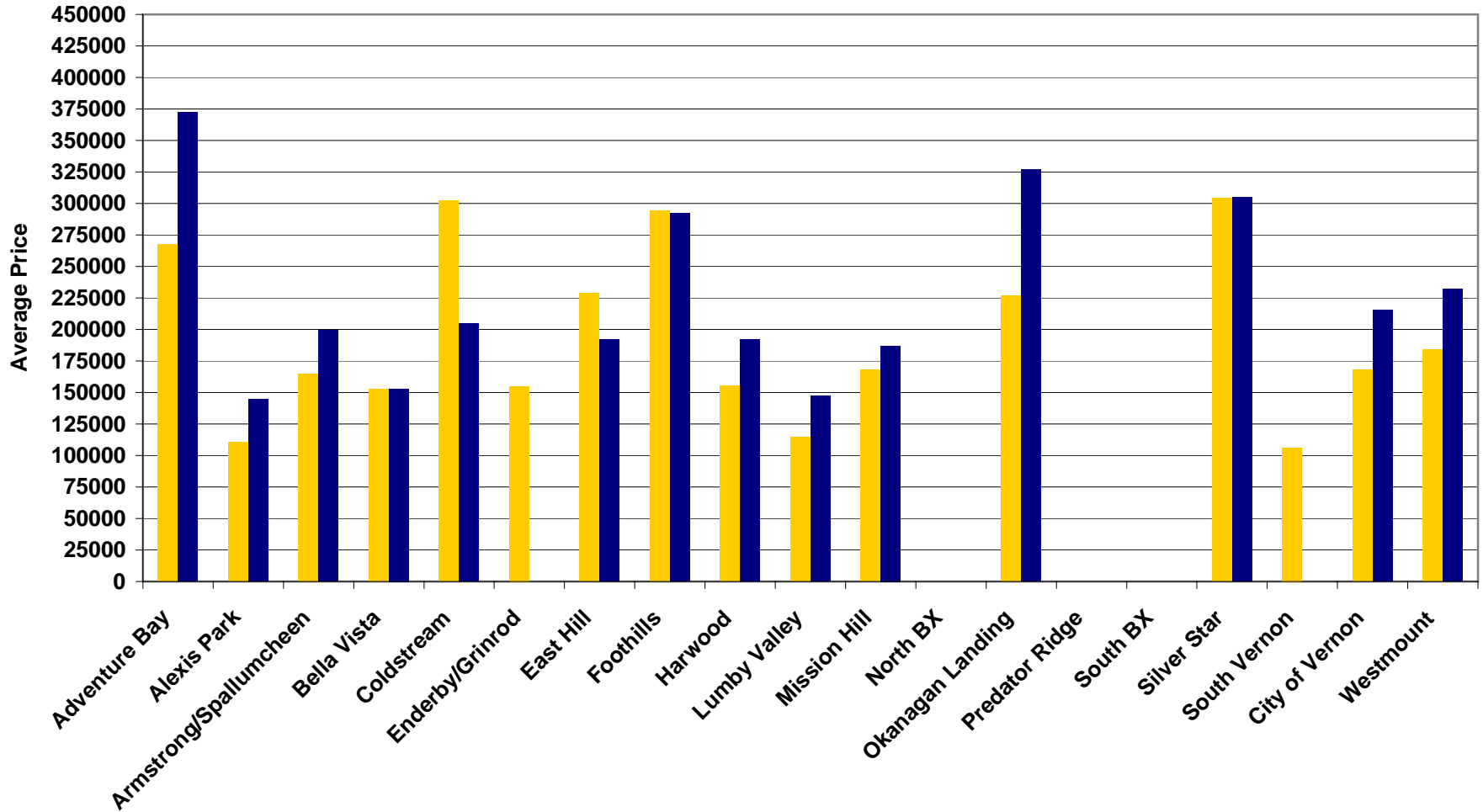
North Zone Condo Sub Area Average Price - 2005 vs 2006

2005 2006



North Zone Townhouse Sub Area Average Price - 2006 vs 2005

2005 2006



**North Zone - Million Dollar Active Residential Properties  
(Includes Residential Single Family, Single Family With Acreage and Single Family Bare Land Strata)**

