

NORTH ZONE MONTHLY STATISTICS

FEBRUARY 1 - FEBRUARY 28th, 2007

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

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
CENTRAL ZONE TOTALS						
Units Listed	924	768	20.3%	1752	1495	17.2%
Units Sold	438	489	-10.4%	789	862	-8.5%
Sales Dollars	\$176,538,198	\$152,969,203	15.4%	\$300,568,269	\$266,000,495	13.0%
List/Sell Ratio	94.94%	95.85%		94.84%	95.94%	
Days to Sell	105	160	-34.4%	118	127	-6.9%
Active Listings	2867	2056	39.4%			
NORTH ZONE TOTALS						
Units Listed	317	320	-0.9%	566	610	-7.2%
Units Sold	166	221	-24.9%	308	362	-14.9%
Sales Dollars	\$48,146,773	\$58,294,850	-17.4%	\$88,987,203	\$93,413,591	-4.7%
List/Sell Ratio	95.39%	93.95%		92.99%	89.45%	
Days to Sell	175	199	-12.1%	147	225	-34.5%
Active Listings	1339	1025	30.6%			
SHUSWAP ZONE TOTALS						
Units Listed	219	172	27.3%	353	303	16.5%
Units Sold	104	93	11.8%	176	178	-1.1%
Sales Dollars	\$26,408,114	\$25,162,900	4.9%	\$48,657,074	\$48,107,450	1.1%
List/Sell Ratio	95.45%	95.60%		94.87%	94.20%	
Days to Sell	176	135	30.0%	148	220	-32.5%
Active Listings	782	660	18.5%			
GRAND TOTALS						
Units Listed	1460	1260	15.9%	2671	2408	10.9%
Units Sold	708	803	-11.8%	1273	1402	-9.2%
Sales Dollars	\$251,093,085	\$236,426,953	6.2%	\$438,212,546	\$407,521,536	7.5%
List/Sell Ratio	95.26%	95.14%		94.23%	93.20%	
Days to Sell	152	165	-7.8%	112	159	-29.8%
Active Listings	4988	3741	33.3%			

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**NORTH OKANAGAN ZONE
QUICK SUMMARY
February 28th, 2007**

	<u>TOTAL SALES VOLUME</u>		<u>RESIDENTIAL SALES</u>		<u>TOTAL LISTINGS</u>		<u>Average No. Listings Per SR</u>
	<u># of Units</u>	<u>\$ Value</u>	<u># of Units</u>	<u>\$ Value</u>	<u>Listings Taken</u>	<u>Inventory</u>	
February-07	166	\$48,146,773	77	\$26,207,200	317	1,339	4.5
January-07	142	\$40,840,430	64	\$21,043,911	250	1,304	
February-06	221	\$58,294,850	110	\$31,300,500	320	1,025	

Monthly Ratio of Sales versus Inventory All Property Types 12.40%

<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	5	11	105	4.76%	186
ACREAGE/HOUSE	10	27	121	8.26%	128
CONDO/APT	16	24	69	23.19%	61
CONDO/TWNHSE	19	38	107	17.76%	71
LOTS	11	18	253	4.35%	171
RESIDENTIAL	77	131	349	22.06%	87

Average House Price **\$340,353** Median House Price **\$304,000**

The Average and Median Price are the Monthly Figures

MEMBERSHIP INFORMATION

	<u>TOTAL NUMBER OF MEMBERS</u>	<u>TOTAL NUMBER OF MEMBERS</u>	<u>CHANGE BY NUMBER</u>	<u>CHANGE BY %</u>
	<u>February 28/07</u>	<u>February 28/06</u>		
ALL ZONES	1096	1023	73	7.14%
CENTRAL ZONE	684	646	38	5.88%
NORTH ZONE	297	280	17	6.07%
SHUSWAP ZONE	115	97	18	18.56%

CURRENT

MANAGING BROKERS	86
SALES REPS	934
PROPERTY MGMNT	16
ASSOCIATE BROKERS	58
EXEMPTION MEMBER	2
TOTALS	1096

NORTH ZONE - COMPARATIVE ACTIVITY - SALES INFORMATION - FEBRUARY 2007

	UNIT SALES						SALES \$ VOLUME			List Sell Ratio		SALES \$ VOLUME			List Sell Ratio	
	Feb	Feb	Incr %	YTD	YTD	Incr %	Feb	Feb	Incr %	Feb	Feb	JAN-FEB	JAN-FEB	Incr %	J-F	J-F
	2007	2006	Decr %	2007	2006	Decr %	2007	2006	Decr %	2007	2006	2007	2006	Decr %	2007	2006
RESIDENTIAL:																
Acreage/House	10	11	-9.1%	22	25	-12.0%	\$4,040,900	\$3,355,500	20.4%	95.26%	96.07%	\$9,844,900	\$8,762,500	12.4%	96.18%	96.29%
Duplex	7	8	-12.5%	9	10	-10.0%	\$1,826,283	\$1,511,900	20.8%	96.68%	99.15%	\$2,362,583	\$1,811,900	30.4%	97.31%	98.93%
Mobile Homes	11	17	-35.3%	17	25	-32.0%	\$1,066,900	\$910,000	17.2%	94.12%	93.39%	\$1,797,400	\$1,577,000	14.0%	92.95%	92.32%
Recreational	3	2	50.0%	3	4	-25.0%	\$2,575,000	\$377,500	582.1%	95.74%	96.05%	\$2,575,000	\$1,396,500	84.4%	95.74%	96.55%
Residential	77	110	-30.0%	141	179	-21.2%	\$26,207,200	\$31,300,500	-16.3%	97.87%	98.53%	\$47,251,111	\$50,494,234	-6.4%	97.56%	98.27%
Residential WF	0	1	-100.0%	0	1	-100.0%	\$0	\$975,000	-100.0%	0.00%	92.86%	\$0	\$975,000	-100.0%	0.00%	92.86%
3 & 4 Plex	0	2	-100.0%	0	5	-100.0%	\$0	\$291,350	-100.0%	0.00%	99.59%	\$0	\$773,250	-100.0%	0.00%	95.04%
Timeshares	0	0	0.0%	0	0	0.0%	\$0	\$0	0.0%	0.00%	0.00%	\$0	\$0	0.0%	0.00%	0.00%
Apartments	16	19	-15.8%	29	27	7.4%	\$2,609,650	\$2,752,200	-5.2%	97.20%	98.50%	\$4,960,450	\$3,869,700	28.2%	97.11%	98.27%
Townhouses	19	19	0.0%	46	33	39.4%	\$4,274,500	\$3,839,700	11.3%	97.55%	99.04%	\$10,009,850	\$7,116,400	40.7%	97.63%	98.64%
Total	143	189		267	309		\$42,600,433	\$45,313,650				\$78,801,294	\$76,776,484			
FARMS:	1	4	-75.0%	2	4	-50.0%	\$800,000	\$3,432,900	-76.7%	91.43%	96.58%	\$1,310,000	\$3,432,900	-61.8%	80.46%	96.58%
MULTI FAMILY:	2	1	100.0%	3	2	50.0%	\$1,075,000	\$266,000	304.1%	96.78%	95.03%	\$1,880,000	\$582,500	222.7%	95.05%	96.46%
LOTS:																
Acreage	5	4	25.0%	10	8	25.0%	\$931,000	\$880,500	5.7%	98.08%	107.17%	\$1,733,000	\$1,818,500	-4.7%	98.85%	101.12%
Acreage WF	0	1	-100.0%	1	2	-50.0%	\$0	\$190,000	-100.0%	0.00%	95.48%	\$665,000	\$350,000	90.0%	96.52%	77.38%
Lots	11	16	-31.3%	17	24	-29.2%	\$1,631,900	\$2,003,200	-18.5%	94.86%	97.96%	\$2,366,300	\$3,027,600	-21.8%	95.79%	98.24%
Lots WF	0	0	0.0%	0	0	0.0%	\$0	\$0	0.0%	0.00%	0.00%	\$0	\$0	0.0%	0.00%	0.00%
Total	16	21		28	34		\$2,562,900	\$3,073,700				\$4,764,300	\$5,196,100			
I.C. & I.:																
Business	0	3	-100.0%	1	5	-80.0%	\$0	\$4,363,600	-100.0%	0.00%	85.64%	\$125,000	\$4,578,600	-97.3%	88.46%	79.76%
Commercial	2	3	-33.3%	2	6	-66.7%	\$975,000	\$1,845,000	-47.2%	95.80%	79.81%	\$975,000	\$2,707,000	-64.0%	95.80%	83.69%
Land	0	0	0.0%	0	1	-100.0%	\$0	\$0	0.0%	0.00%	0.00%	\$0	\$140,000	-100.0%	0.00%	82.40%
Leases	2	0	100.0%	5	1	400.0%	\$133,440	\$0	100.0%	0.00%	0.00%	\$1,131,609	\$7	100.0%	0.00%	0.00%
Total	4	6		8	13		\$1,108,440	\$6,208,600				\$2,231,609	\$7,425,607			
GRAND TOTALS	166	221	-24.9%	308	362	-14.9%	\$48,146,773	\$58,294,850	-17.4%	95.39%	93.95%	\$88,987,203	\$93,413,591	-4.7%	92.99%	89.45%

Totals include variables in any given month, due to preceding month's collapsed sales and deleted listings

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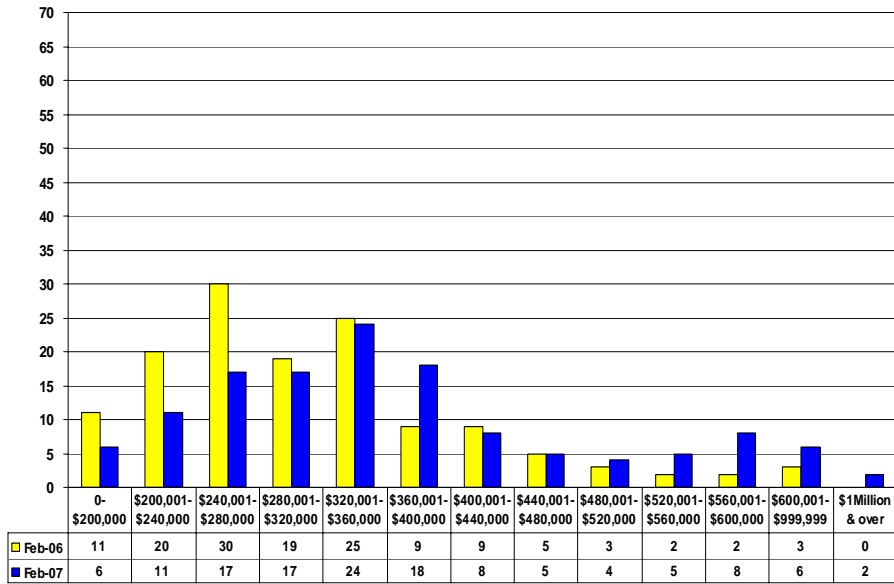
NORTH ZONE - COMPARATIVE ACTIVITY - AVERAGE, MEDIAN PRICE and DAYS TO SELL - FEBRUARY 2007

	AVG SALE PRICE						MEDIAN PRICE						NUMBER DAYS TO SELL					
	Feb 2007	Feb 2006	Incr % Decr %	JAN-FEB 2007	JAN-FEB 2006	Incr % Decr %	Feb 2007	Feb 2006	Incr % Decr %	JAN-FEB 2007	JAN-FEB 2006	Incr % Decr %	Feb 2007	Feb 2006	Incr % Decr %	Jn-Fb 2006	Jn-Fb 2005	Incr % Decr %
RESIDENTIAL:																		
Acreage/House	\$404,090	\$305,045	32.5%	\$447,495	\$350,500	27.7%	\$384,950	\$290,000	32.7%	\$410,000	\$358,000	14.5%	128	159	-19.7%	129	129	-0.1%
Duplex	\$260,898	\$188,988	38.1%	\$262,509	\$181,190	44.9%	\$230,000	\$194,500	18.3%	\$240,283	\$177,500	35.4%	78	112	-30.0%	90	97	-7.4%
Mobile Homes	\$96,991	\$53,529	81.2%	\$105,729	\$63,080	67.6%	\$89,900	\$45,000	99.8%	\$78,000	\$52,000	50.0%	71	59	19.7%	73	60	21.3%
Recreational	\$858,333	\$188,750	0.0%	\$858,333	\$349,125	145.9%	\$705,000	\$188,750	273.5%	\$705,000	\$370,000	90.5%	283	19	1389.5%	283	139	103.6%
Residential	\$340,353	\$284,550	19.6%	\$335,114	\$282,091	18.8%	\$304,000	\$263,350	15.4%	\$304,000	\$260,000	16.9%	87	54	61.5%	95	60	58.4%
Residential WF	\$0	\$0	0.0%	\$0	\$0	0.0%	\$0	\$975,000	-100.0%	\$0	\$975,000	0.0%	0	10	0.0%	0	10	0.0%
3 & 4 Plex	\$0	\$145,675	0.0%	\$0	\$160,633	-100.0%	\$0	\$145,675	0.0%	\$0	\$167,000	0.0%	0	22	-100.0%	0	98	0.0%
Timeshares	\$0	\$0	0.0%	\$0	\$0	0.0%	\$0	\$0	0.0%	\$0	\$0	0.0%	0	0	0.0%	0	0	0.0%
Apartments	\$163,103	\$144,853	12.6%	\$171,050	\$143,322	19.3%	\$160,000	\$117,400	36.3%	\$159,000	\$124,000	28.2%	61	47	30.7%	67	53	27.1%
Townhouses	\$224,974	\$202,089	11.3%	\$217,605	\$215,648	0.9%	\$220,000	\$189,000	16.4%	\$220,500	\$191,000	15.4%	71	59	20.6%	59	69	-14.7%
Total																		
FARMS:	\$800,000	\$858,225	-6.8%	\$655,000	\$858,225	-23.7%	\$510,000	\$3,432,900	100.0%	\$510,000	\$873,950	100.0%	82	164	-50.0%	82	164	-50.0%
MULTI FAMILY:	\$537,500	\$266,000	102.1%	\$626,667	\$291,250	115.2%	\$537,500	\$584,500	-8.0%	\$799,000	\$291,250	174.3%	101	141	-28.7%	122	187	-34.8%
LOTS:																		
Acreage	\$186,200	\$220,125	-15.4%	\$173,300	\$227,313	-23.8%	\$151,000	\$192,500	-21.6%	\$150,500	\$192,500	-21.8%	186	186	0.2%	146	224	-34.9%
Acreage WF	\$0	\$190,000	-100.0%	\$665,000	\$175,000	280.0%	\$665,000	\$190,000	250.0%	\$665,000	\$175,000	280.0%	161	125	28.8%	161	166	-3.0%
Lots	\$148,355	\$125,200	18.5%	\$139,194	\$126,150	10.3%	\$135,000	\$115,000	17.4%	\$134,000	\$116,700	14.8%	209	257	-18.8%	198	191	3.9%
Lots WF	\$0	\$0	0.0%	\$0	\$0	0.0%	\$0	\$0	0.0%	\$0	\$0	0.0%	0	0	0.0%	0	0	0.0%
Total																		
I.C. & I.:																		
Business	\$0	\$1,454,533	-100.0%	\$125,000	\$915,720	-86.3%	\$355,000	\$34,100	941.1%	\$125,000	\$45,000	177.8%	167	205	-18.5%	145	233	-37.8%
Commercial	\$487,500	\$615,000	-20.7%	\$487,500	\$451,167	8.1%	\$0	\$335,000	-100.0%	\$0	\$323,500	-100.0%	0	317	-100.0%	0	248	-100.0%
Land	\$0	\$0	0.0%	\$0	\$140,000	-100.0%	\$0	\$0	-100.0%	\$0	\$140,000	-100.0%	0	0	-100.0%	113	321	-64.8%
Leases	\$66,720	\$0	100.0%	\$226,322	\$7	100.0%	\$97,800	\$0	100.0%	\$73,440	\$7	100.0%	321	0	100.0%	212	291	-27.3%
Total																		
													175	199		147	225	

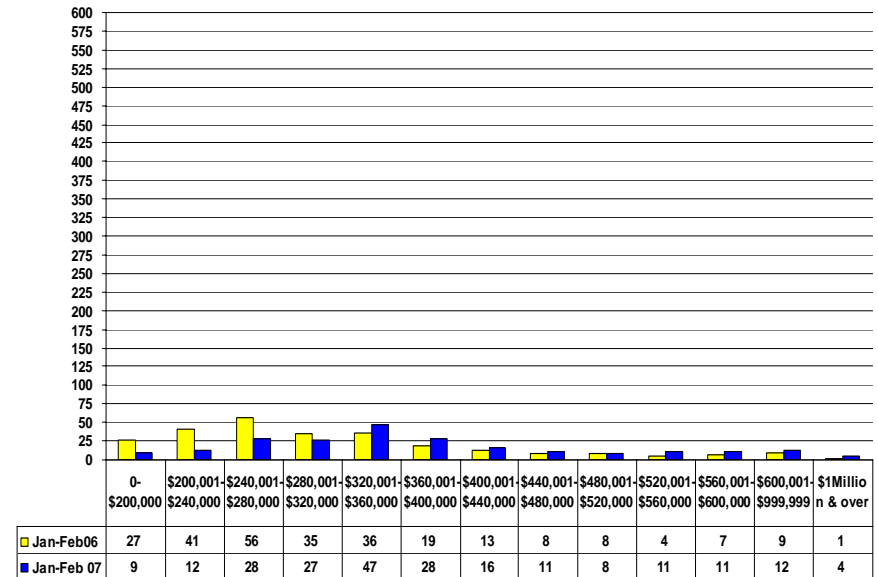
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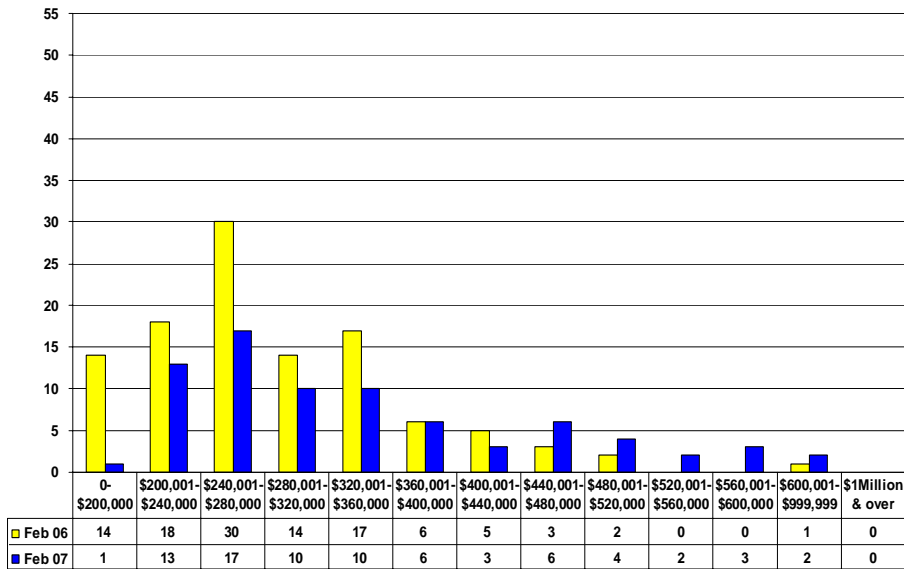
North Zone - Single Family Residential February 2007
 Monthly Listings By Price Range - Single Family Dwellings Only



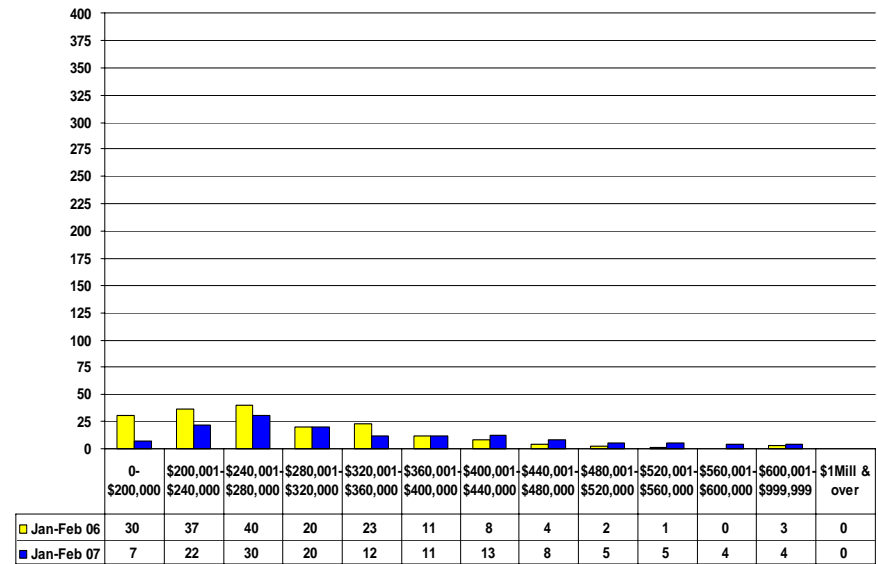
North Zone - Single Family Residential 2006 vs 2007
 Listings Taken By Price Range - Single Family Dwellings Only



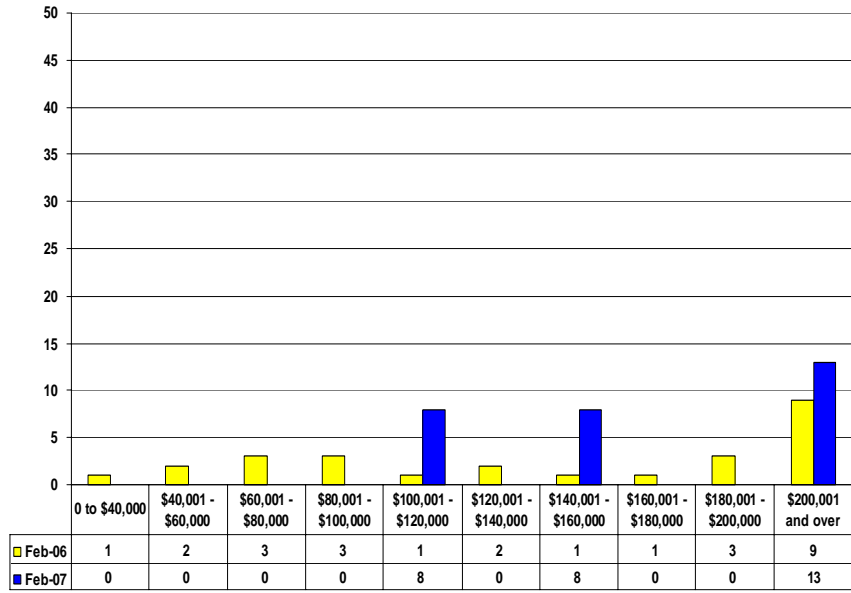
North Zone - Single Family Residential - February 2007
 Monthly Sales by Price Range - Single Family Dwellings Only



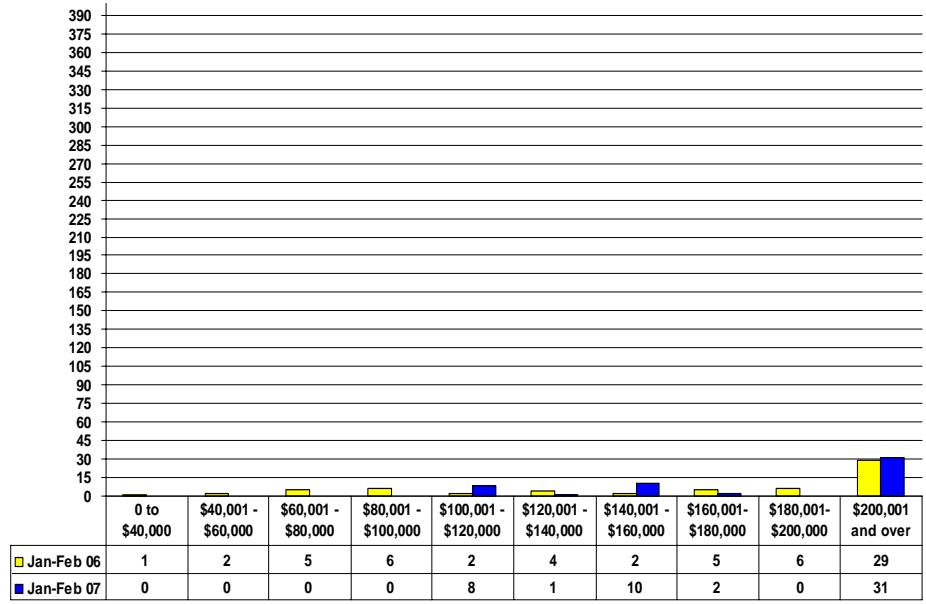
North Zone - Single Family Residential 2006 vs 2007
 Number of Solds by Price Range - Single Family Dwellings Only



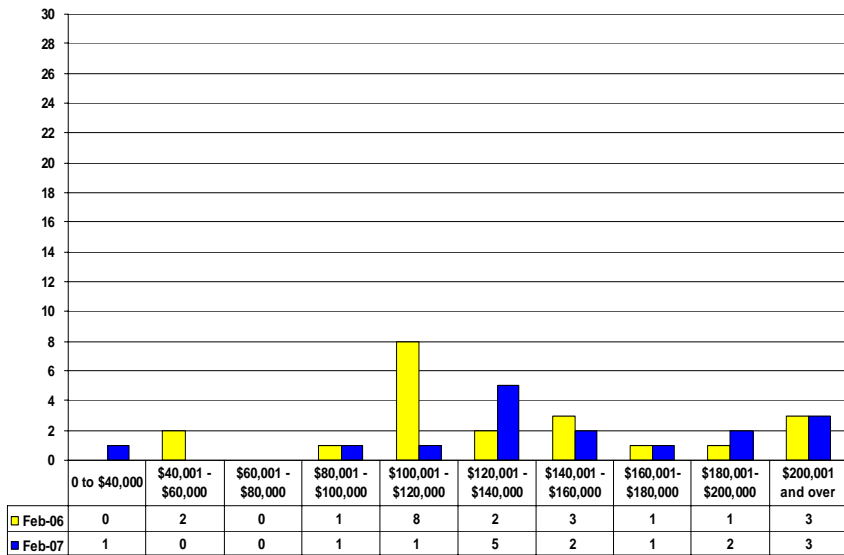
North Zone - February 2007
 Monthly Listing Comparison By Price Range -
 Lots, Lots Waterfront, Acreage and Acreage Waterfront



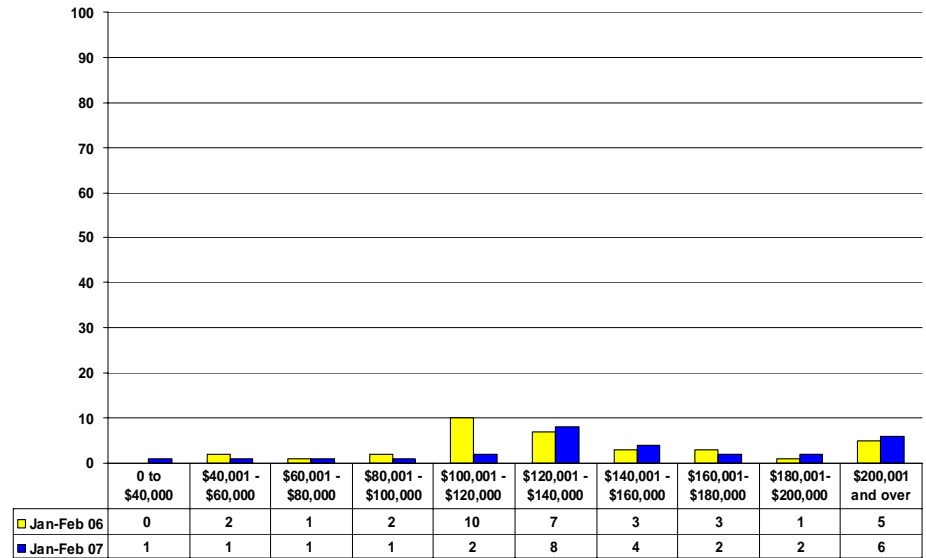
North Zone - Lots 2006 vs 2007
 Listings Taken By Price Range - Lots, Lots Waterfront, Acreage and Acreage Waterfront



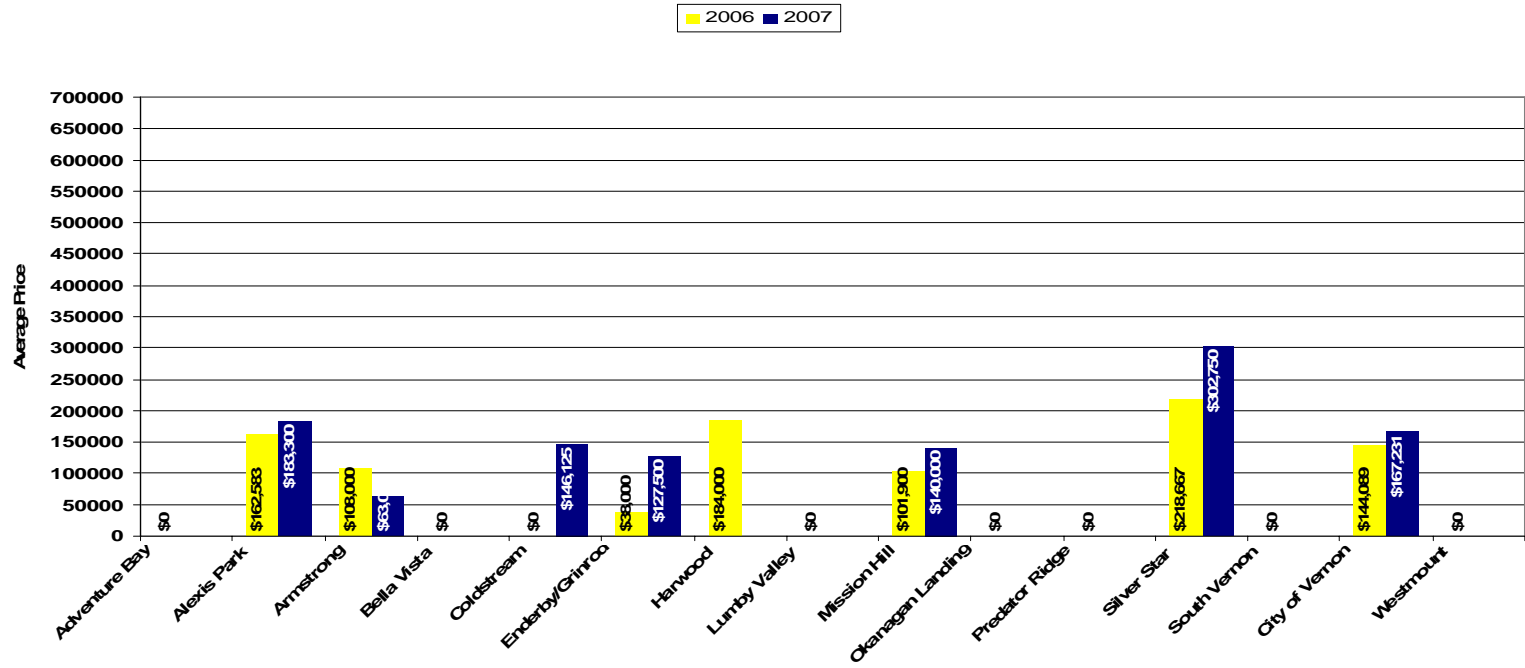
North Zone - February 2007
 Monthly Sales By Price Range - Lots, Lots Waterfront, Acreage and Acreage Waterfront



North Zone - Lots 2006 vs 2007
 Sales By Price Range - Lots, Lots Waterfront, Acreage and Acreage Waterfront



North Zone Condo Sub Area Average Price - 2006 vs 2007 Year to Date



North Zone Townhouse Sub Area Average Price - 2006 vs 2007 Year to Date

