

# SHUSWAP ZONE MONTHLY STATISTICS

FOR

February 1st - 28th, 2006

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

**Cover Page**  
**Zone Total Summary**  
**Shuswap Summary (Summary Statistical Information and Membership)**  
**Shuswap Statistics**  
**GRAPHS**  
**Residential Monthly Listings**  
**Residential Year to Date Listings**  
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**Residential Sub Area Averages Year To Date**  
**Residential Averages 2001 - 2006**  
**Lots Monthly Listings**  
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**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%			

## SHUSWAP ZONE QUICK SUMMARY February 28, 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	97	\$27,976,900	34	\$7,895,300	158	693
January-06	80	\$20,219,450	23	\$5,576,650	129	660
February-05	69	\$11,437,550	28	\$5,270,500	113	863

The Shuswap Zone has 97 Members. The average number of listings-per-licensee is 7.1

<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	7	8	36	19.44%	91
ACREAGE/HOUSE	5	11	54	9.26%	85
LOTS	17	63	141	12.06%	139
RESIDENTIAL	34	52	151	22.52%	86

Average House Price	<b>\$232,876</b>	Median House Price	<b>\$245,000</b>
The Average and Median Price are the Year to Date Figures			

### MEMBERSHIP INFORMATION

	TOTAL NUMBER OF MEMBERS February 28/06	TOTAL NUMBER OF MEMBERS February 28/05	CHANGE BY NUMBER	CHANGE BY %
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>

## Shuswap Zone Property Type Activity

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Acreage</b>						
Units Listed	8	2	300.0%	10	5	100.0%
Units Sold	7	6	16.7%	12	9	33.3%
Sales Dollars	\$1,098,000	\$654,600	67.7%	\$2,166,000	\$834,600	159.5%
List/Sell \$ Ratio	92.68%	95.87%		97.28%	95.27%	
Days to Sell	91	193	-52.8%	219	175	25.1%
Active Inventory	36	59	-39.0%			
Average Price	\$156,857	\$109,100	43.8%	\$180,500	\$92,733	94.6%
Median Price	\$150,000	\$112,750	33.0%	\$167,000	\$89,000	87.6%
<b>Acreage with House</b>						
Units Listed	11	20	-45.0%	31	32	-3.1%
Units Sold	5	6	-16.7%	14	9	55.6%
Sales Dollars	\$2,118,500	\$1,519,500	39.4%	\$6,481,750	\$2,234,125	190.1%
List/Sell \$ Ratio	96.24%	97.44%		93.76%	98.07%	
Days to Sell	85	221	-61.5%	129	184	-29.9%
Active Inventory	54	86	-37.2%			
Average Price	\$423,700	\$253,250	67.3%	\$462,982	\$248,236	86.5%
Median Price	\$325,000	\$271,000	19.9%	\$317,750	\$255,000	24.6%
<b>Acreage (Waterfront)</b>						
Units Listed	0	1	-100.0%	0	3	-100.0%
Units Sold	0	0	0.0%	1	0	100.0%
Sales Dollars	\$0	\$0	0.0%	\$105,000	\$0	100.0%
List/Sell \$ Ratio	0.00%	0.00%		80.83%	0.00%	
Days to Sell	0	0	0.0%	310	0	100.0%
Active Inventory	1	8	-87.5%			
Average Price	\$0	\$0	0.0%	\$105,000	\$0	100.0%
Median Price	\$0	\$0	0.0%	\$105,000	\$0	100.0%
<b>Business</b>						
Units Listed	4	4	0.0%	10	12	-16.7%
Units Sold	1	0	100.0%	3	1	200.0%
Sales Dollars	\$125,000	\$0	100.0%	\$1,080,000	\$350,000	208.6%
List/Sell \$ Ratio	83.33%	0.00%		80.25%	87.71%	
Days to Sell	74	0	100.0%	230	271	-15.1%
Active Inventory	43	46	-6.5%			
Average Price	\$125,000	\$0	100.0%	\$360,000	\$350,000	2.9%
Median Price	\$125,000	\$0	100.0%	\$155,000	\$350,000	-55.7%
<b>Condo (Townhouse)</b>						
Units Listed	4	1	300.0%	8	4	100.0%
Units Sold	7	1	600.0%	14	6	133.3%
Sales Dollars	\$1,699,200	\$157,000	982.3%	\$3,588,100	\$843,000	325.6%
List/Sell \$ Ratio	105.98%	98.18%		103.00%	97.03%	96.7%
Days to Sell	147	44	234.1%	187	69	171.0%
Active Inventory	58	31	87.1%			
Average Price	\$242,743	\$157,000	54.6%	\$256,293	\$140,500	82.4%
Median Price	\$240,500	\$157,000	53.2%	\$237,000	\$135,500	74.9%
<b>Condo (Apt)</b>						
Units Listed	3	5	100.0%	7	12	-41.7%
Units Sold	4	2	100.0%	5	4	25.0%
Sales Dollars	\$773,400	\$282,000	174.3%	\$1,110,900	\$434,000	156.0%
List/Sell \$ Ratio	98.46%	98.27%		98.33%	95.58%	
Days to Sell	52	54	-3.7%	47	151	-68.9%
Active Inventory	52	38	36.8%			
Average Price	\$193,350	\$141,000	37.1%	\$222,180	\$108,500	104.8%
Median Price	\$165,250	\$141,000	17.2%	\$165,500	\$103,500	59.9%

## Shuswap Zone Property Type Activity

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Duplex</b>						
Units Listed	2	0	100.0%	3	1	200.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>2</b>	<b>0</b>	<b>100.0%</b>
Sales Dollars	\$0	\$0	0.0%	\$203,000	\$0	100.0%
List/Sell \$ Ratio	0.00%	0.00%		88.10%	0.00%	
Days to Sell	0	0	0.0%	104	0	100.0%
Active Inventory	5	2	150.0%			
Average Price	\$0	\$0	0.0%	\$101,500	\$0	100.0%
Median Price	\$0	\$0	0.0%	\$101,500	\$0	100.0%
<b>Farms</b>						
Units Listed	2	1	100.0%	5	3	66.7%
Units Sold	<b>1</b>	<b>0</b>	<b>100.0%</b>	<b>1</b>	<b>0</b>	<b>100.0%</b>
Sales Dollars	\$1,330,000	\$0	100.0%	\$1,330,000	\$0	100.0%
List/Sell \$ Ratio	91.72%	0.00%		91.72%	0.00%	
Days to Sell	144	0	100.0%	144	0	100.0%
Active Inventory	11	10	10.0%			
Average Price	\$1,330,000	\$0	100.0%	\$1,330,000	\$0	100.0%
Median Price	\$1,330,000	\$0	100.0%	\$1,330,000	\$0	100.0%
<b>IC&amp;I</b>						
Units Listed	2	3	-33.3%	7	6	16.7%
Units Sold	<b>3</b>	<b>3</b>	<b>0.0%</b>	<b>4</b>	<b>5</b>	<b>-20.0%</b>
Sales Dollars	\$3,108,000	\$673,400	361.5%	\$3,463,000	\$1,993,400	73.7%
List/Sell \$ Ratio	92.65%	85.88%		90.66%	87.98%	
Days to Sell	232	513	-54.8%	178	454	-60.8%
Active Inventory	30	34	-11.8%			
Average Price	\$1,036,000	\$224,467	361.5%	\$865,750	\$398,680	117.2%
Median Price	\$294,000	\$275,000	6.9%	\$324,500	\$275,000	18.0%
<b>IC&amp;I Land</b>						
Units Listed	2	7	-71.4%	3	8	-62.5%
Units Sold	<b>1</b>	<b>0</b>	<b>100.0%</b>	<b>3</b>	<b>0</b>	<b>100.0%</b>
Sales Dollars	\$3,550,000	\$0	100.0%	\$4,580,000	\$0	100.0%
List/Sell \$ Ratio	110.93%	0.00%		101.46%	0.00%	
Days to Sell	283	0	100.0%	356	0	100.0%
Active Inventory	23	35	-34.3%			
Average Price	\$3,550,000	\$0	100.0%	\$1,526,667	\$0	100.0%
Median Price	\$3,550,000	\$0	100.0%	\$795,000	\$0	100.0%
<b>Lots</b>						
Units Listed	62	14	342.9%	71	25	184.0%
Units Sold	<b>16</b>	<b>12</b>	<b>33.3%</b>	<b>31</b>	<b>22</b>	<b>40.9%</b>
Sales Dollars	\$984,500	\$555,800	77.1%	\$2,123,750	\$993,200	113.8%
List/Sell \$ Ratio	96.05%	94.70%		95.32%	95.12%	
Days to Sell	139	275	-49.5%	170	243	-30.0%
Active Inventory	132	217	-39.2%			
Average Price	\$61,531	\$46,317	32.8%	\$68,508	\$45,145	51.7%
Median Price	\$55,450	\$47,700	16.2%	\$73,500	\$43,000	70.9%
<b>Leases</b>						
Units Listed	1	7	-85.7%	3	10	-70.0%
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%
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	13	21	-38.1%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%

## Shuswap Zone Property Type Activity

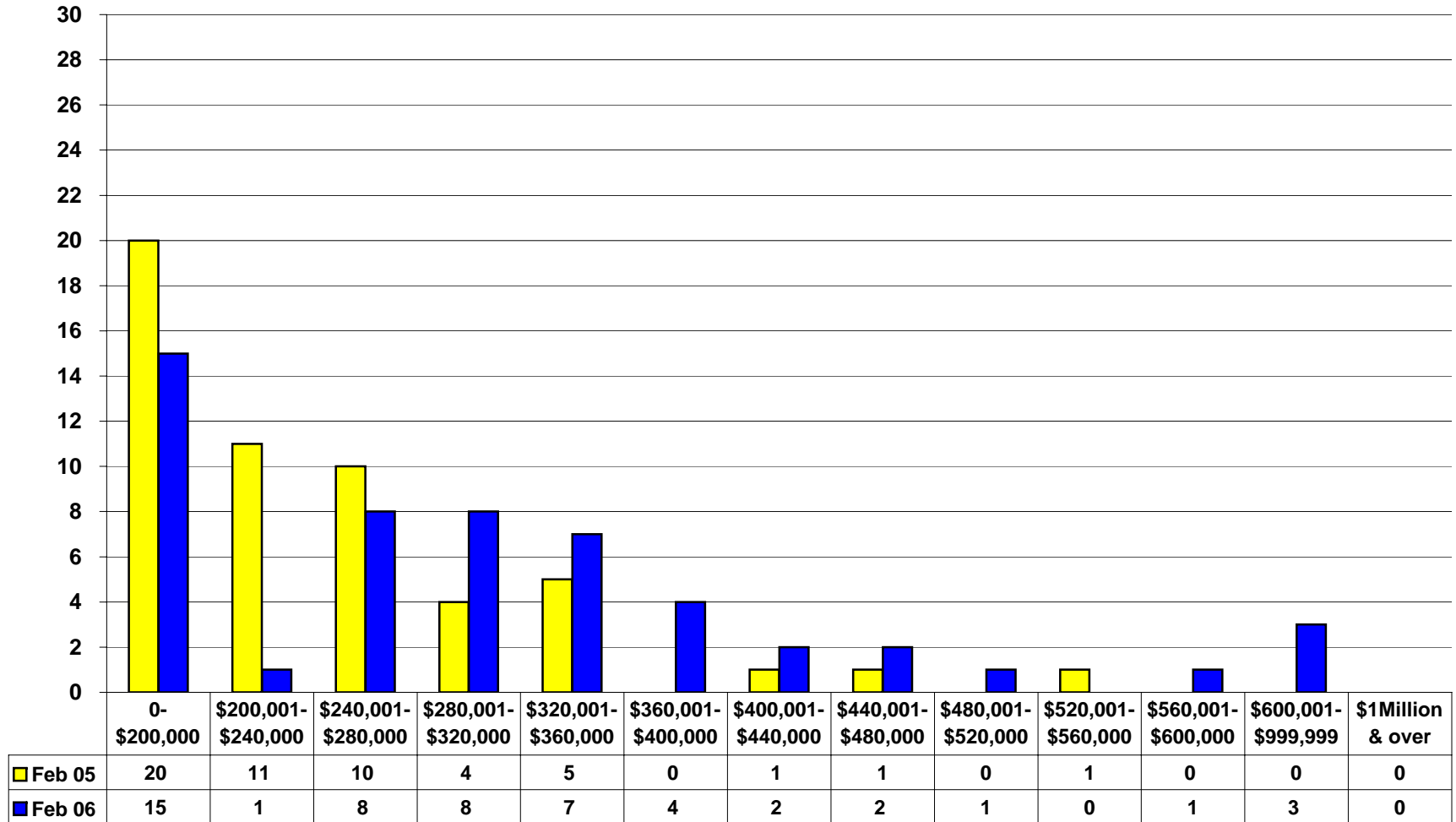
	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Lots (Waterfront)</b>						
Units Listed	1	1	0.0%	1	1	0.0%
Units Sold	1	1	0.0%	1	1	0.0%
Sales Dollars	\$219,000	\$105,000	108.6%	\$219,000	\$105,000	108.6%
List/Sell \$ Ratio	100.00%	84.00%		100.00%	84.00%	
Days to Sell	139	304	-54.3%	139	304	-54.3%
Active Inventory	8	14	-42.9%			
Average Price	\$219,000	\$105,000	108.6%	\$219,000	\$105,000	108.6%
Median Price	\$219,000	\$105,000	108.6%	\$219,000	\$105,000	108.6%
<b>Multi-Family</b>						
Units Listed	0	1	-100.0%	3	2	50.0%
Units Sold	4	2	100.0%	4	3	33.3%
Sales Dollars	\$2,579,000	\$588,500	338.2%	\$2,579,000	\$928,000	177.9%
List/Sell \$ Ratio	100.76%	96.32%		100.76%	97.54%	
Days to Sell	368	333	10.5%	368	286	28.7%
Active Inventory	5	8	-37.5%			
Average Price	\$644,750	\$294,250	119.1%	\$644,750	\$309,333	108.4%
Median Price	\$584,500	\$294,250	98.6%	\$584,500	\$339,500	72.2%
<b>Multi Family (Triplex/Fourplex)</b>						
Units Listed	0	0	0.0%	0	0	0.0%
Units Sold	0	0	0.0%	0	0	0.0%
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	12	12	0.0%	22	16	37.5%
Units Sold	8	5	60.0%	15	12	25.0%
Sales Dollars	\$355,000	\$163,250	117.5%	\$764,900	\$491,550	55.6%
List/Sell \$ Ratio	88.86%	77.17%		89.66%	81.26%	
Days to Sell	53	101	-47.5%	59	72	-18.1%
Active Inventory	39	57	-31.6%			
Average Price	\$44,375	\$32,650	35.9%	\$50,993	\$40,963	24.5%
Median Price	\$44,500	\$35,000	27.1%	\$45,500	\$33,125	37.4%
<b>Recreational Property</b>						
Units Listed	0	0	0.0%	2	2	0.0%
Units Sold	1	0	100.0%	2	1	100.0%
Sales Dollars	\$179,000	\$0	100.0%	\$287,000	\$70,000	310.0%
List/Sell \$ Ratio	94.70%	0.00%		92.38%	90.32%	
Days to Sell	59	0	100.0%	111	52	113.5%
Active Inventory	10	8	25.0%			
Average Price	\$179,000	\$0	100.0%	\$143,500	\$70,000	105.0%
Median Price	\$179,000	\$0	100.0%	\$143,500	\$70,000	105.0%
<b>Residential</b>						
Units Listed	52	53	-1.9%	105	92	14.1%
Units Sold	34	28	21.4%	57	50	14.0%
Sales Dollars	\$7,895,300	\$5,270,500	49.8%	\$13,273,950	\$8,746,900	51.8%
List/Sell \$ Ratio	95.45%	94.51%		95.91%	93.51%	
Days to Sell	86	142	-39.4%	89	127	-29.9%
Active Inventory	151	168	-10.1%			
Average Price	\$232,215	\$188,232	23.4%	\$232,876	\$174,938	33.1%
Median Price	\$254,250	\$177,250	43.4%	\$245,000	\$170,000	44.1%

## Shuswap 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	5	3	66.7%	9	7	28.6%
Units Sold	<b>4</b>	<b>3</b>	<b>33.3%</b>	<b>9</b>	<b>4</b>	<b>125.0%</b>
Sales Dollars	\$1,963,000	\$1,468,000	33.7%	\$4,753,000	\$1,833,000	159.3%
List/Sell \$ Ratio	97.16%	93.55%		100.16%	94.49%	
Days to Sell	78	88	-11.4%	195	68	186.8%
Active Inventory	20	21	-4.8%			
Average Price	\$490,750	\$489,333	0.3%	\$528,111	\$458,250	15.2%
Median Price	\$385,000	\$563,000	-31.6%	\$385,000	\$464,000	-17.0%
<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	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%
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Days to Sell	113	191	-40.8%	140	163	-14.1%
Active Inventory	693	863	-19.7%			

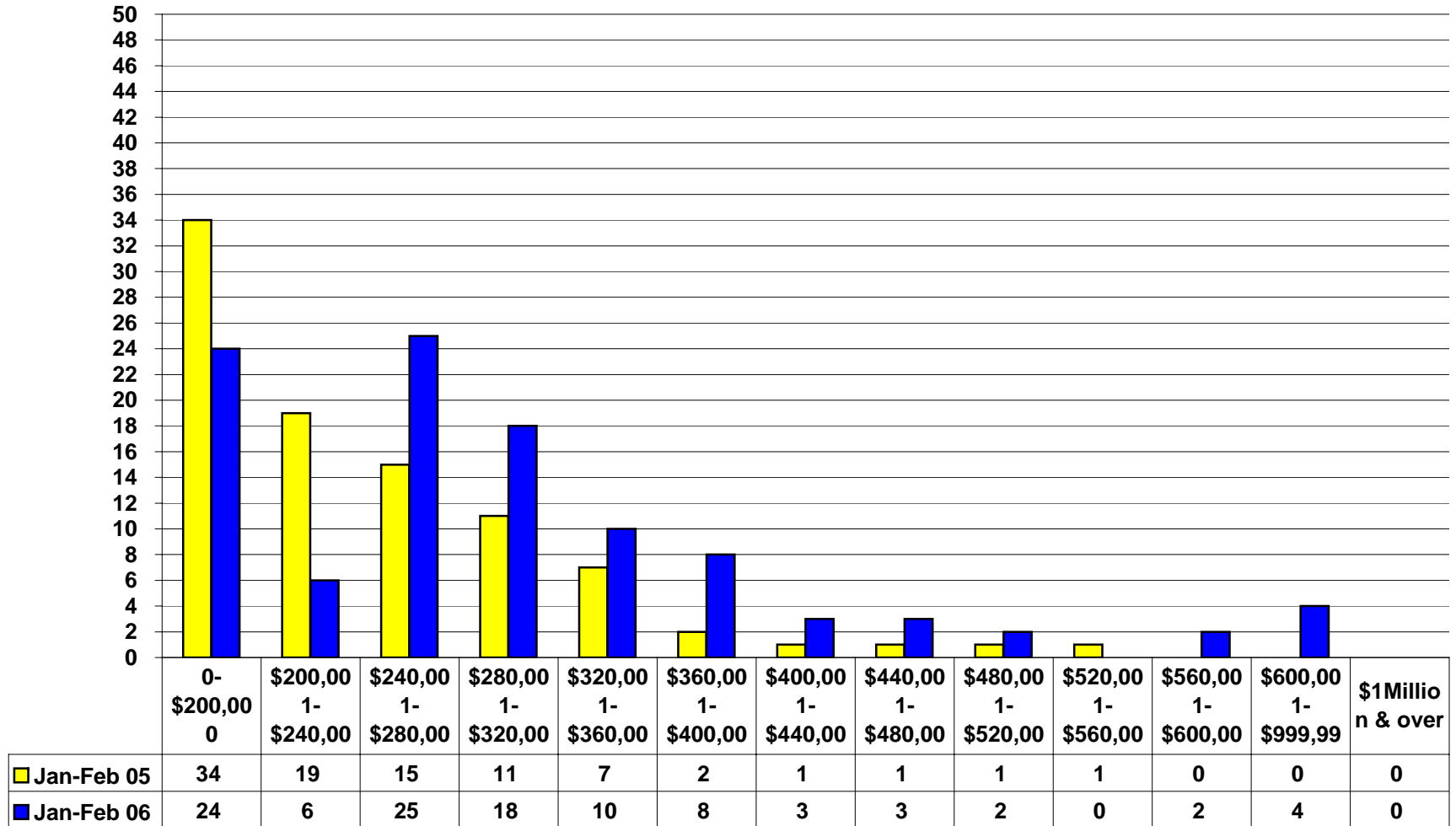
**Shuswap Zone - Single Family Residential February 2006**  
**Monthly Listings By Price Range - Single Family Dwellings Only**

■ Feb 05 ■ Feb 06



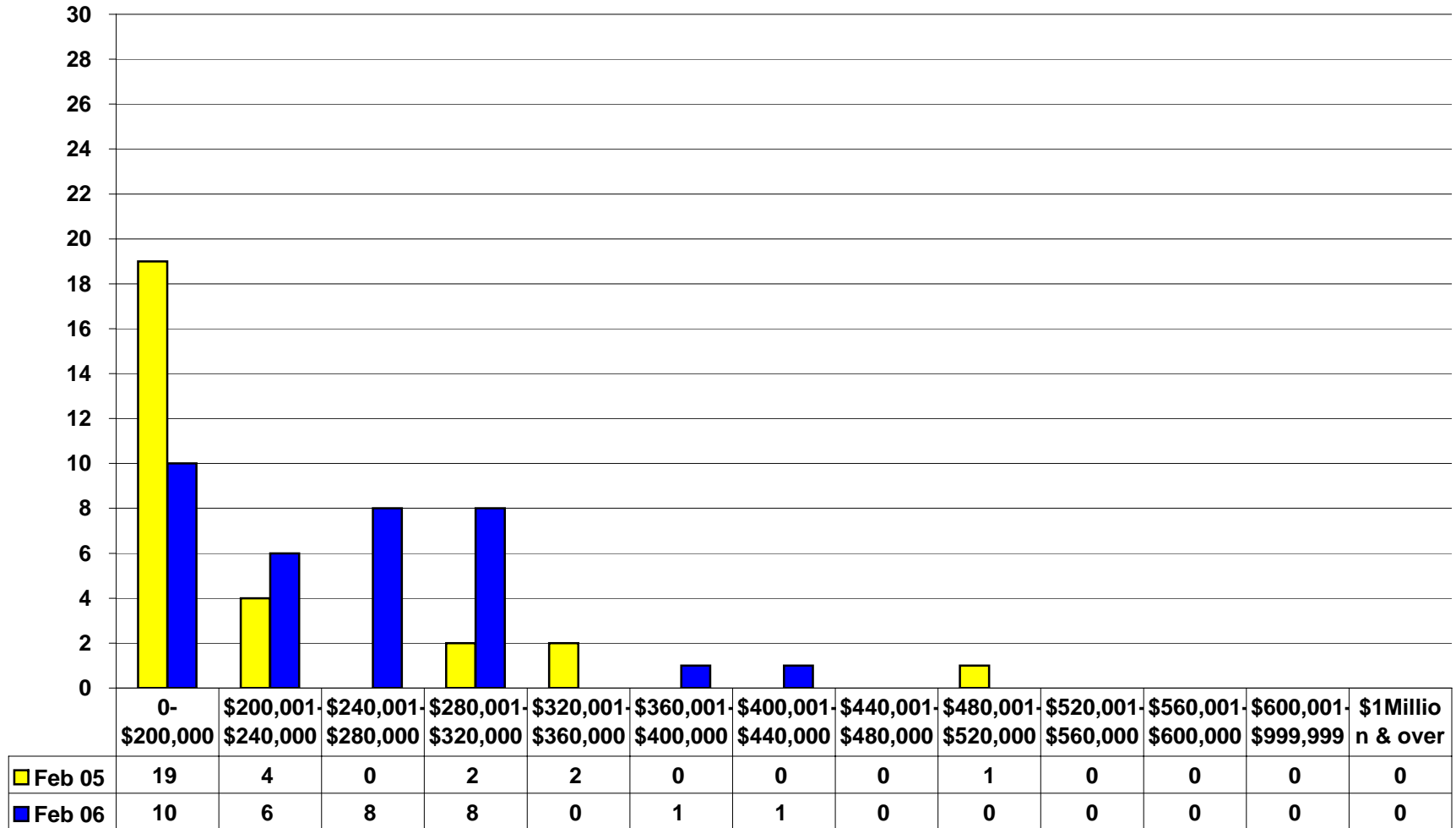
**Shuswap Zone - Single Family Residential 2005 vs 2006**  
**Listings Taken By Price Range - Single Family Dwellings Only**

■ Jan-Feb 05    ■ Jan-Feb 06

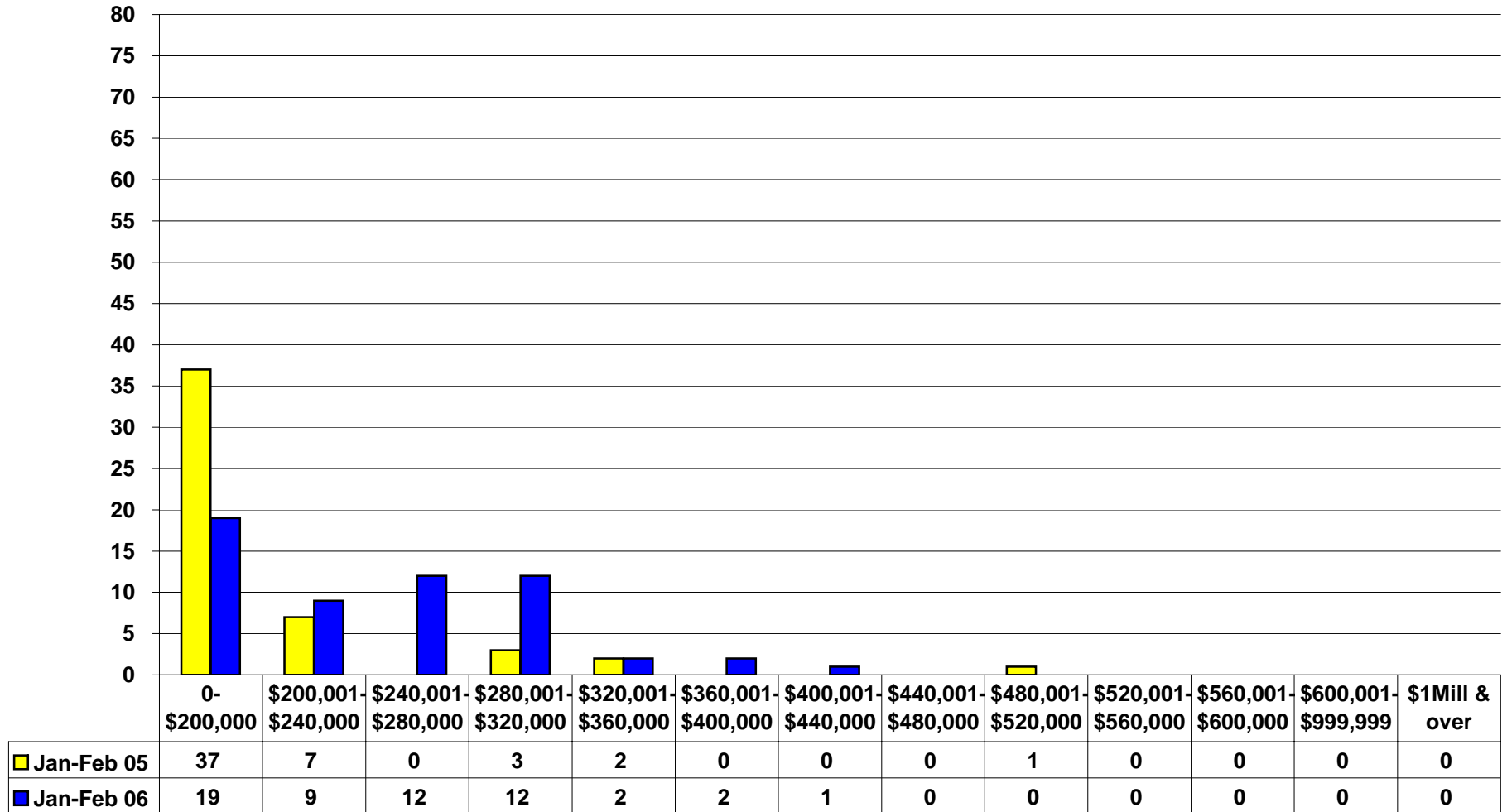


**Shuswap Zone - Single Family Residential February 2006**  
**Monthly Sales by Price Range - Single Family Dwellings Only**

■ Feb 05 ■ Feb 06

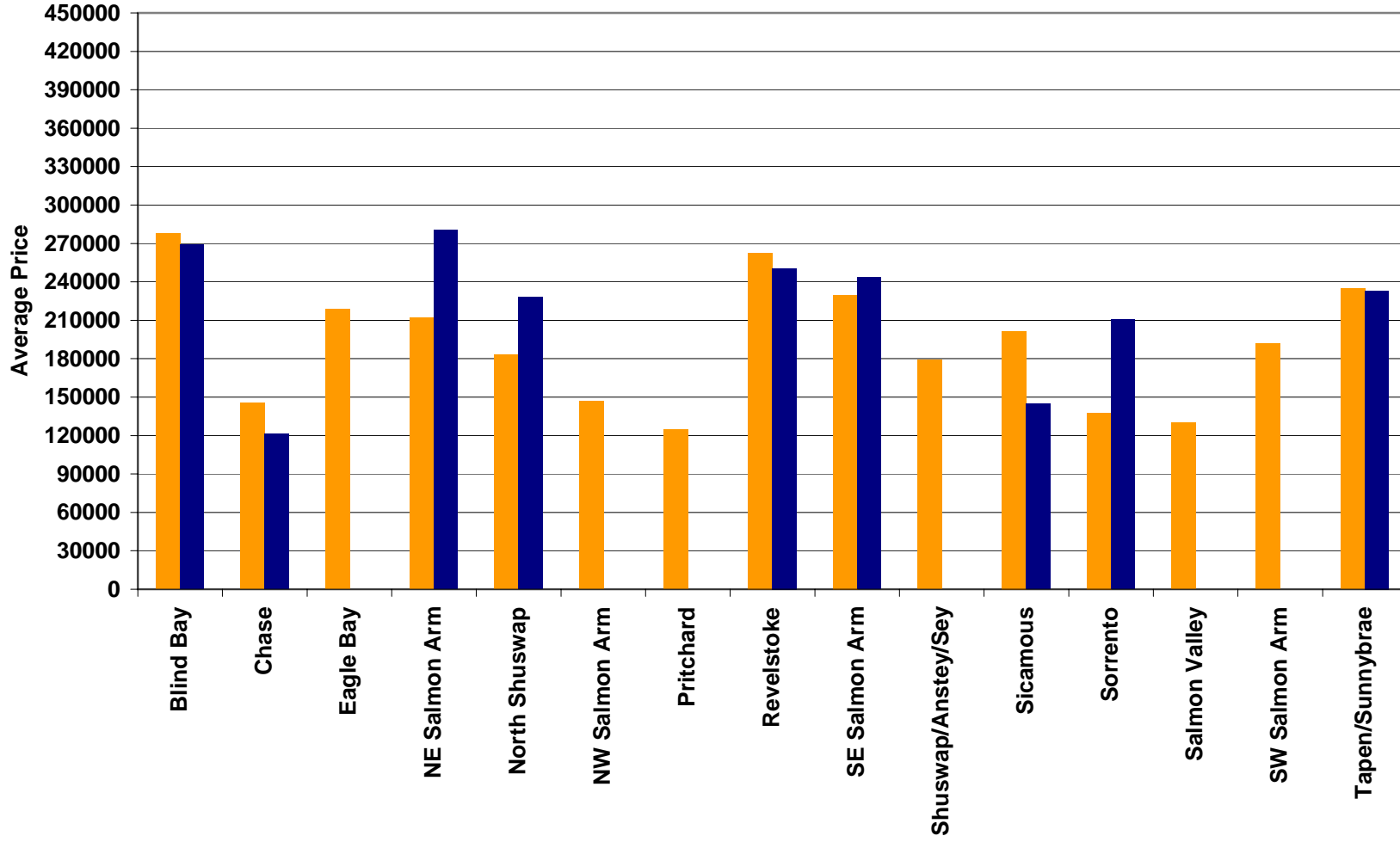


**Shuswap Zone - Single Family Residential 2005 vs 2006**  
**Number of Solds by Price Range - Single Family Dwellings Only**



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

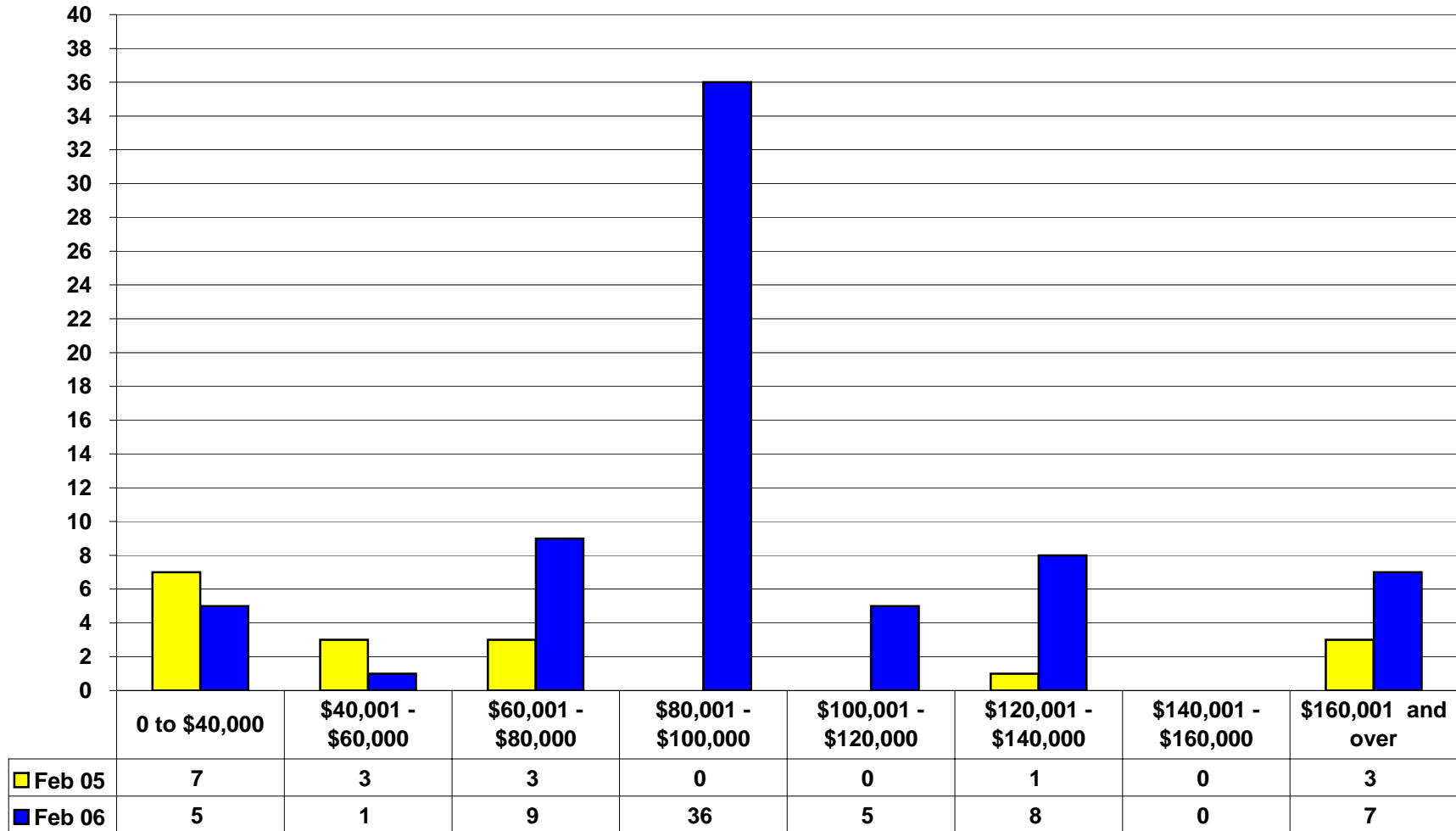
2005 2006



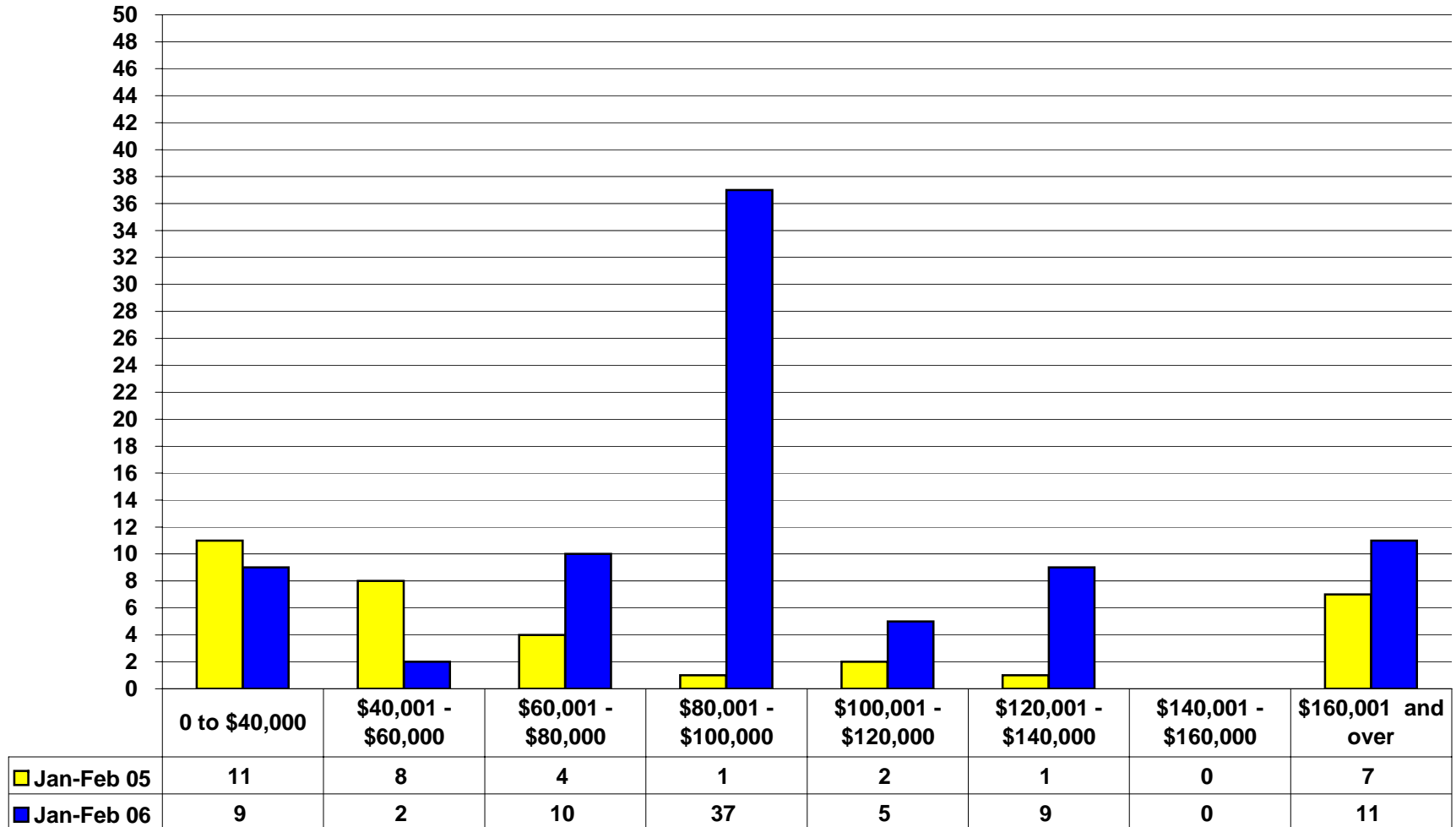


**Shuswap Zone - February 2006**  
**Monthly Listing Comparison By Price Range -**  
**Lots, Lots Waterfront, Acreage and Acreage Waterfront**

■ Feb 05 ■ Feb 06



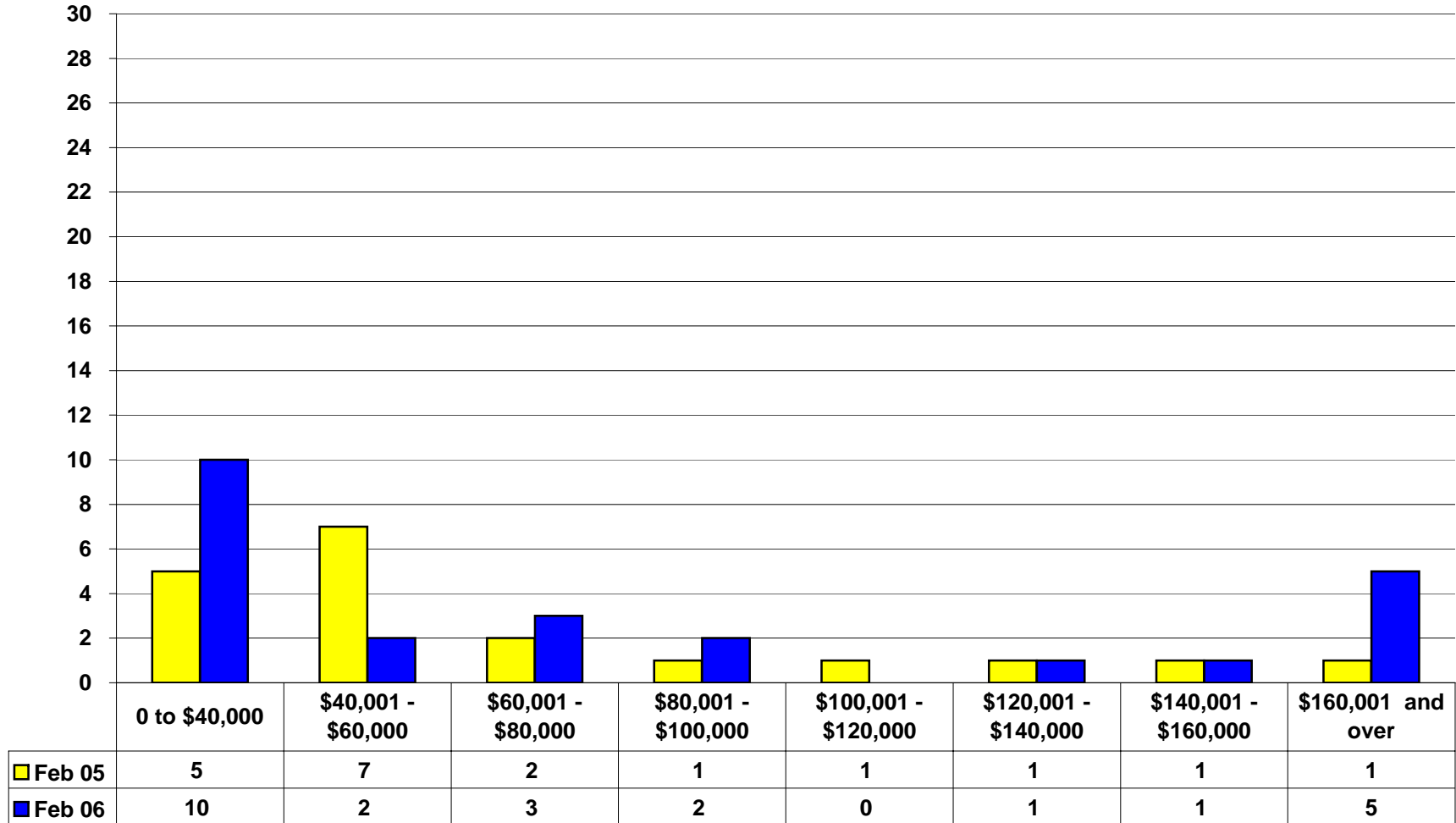
**Shuswap Zone - Lots 2005 vs 2006**  
**Listings Taken By Price Range - Lots, Lots Waterfront, Acreage and Acreage Waterfront**



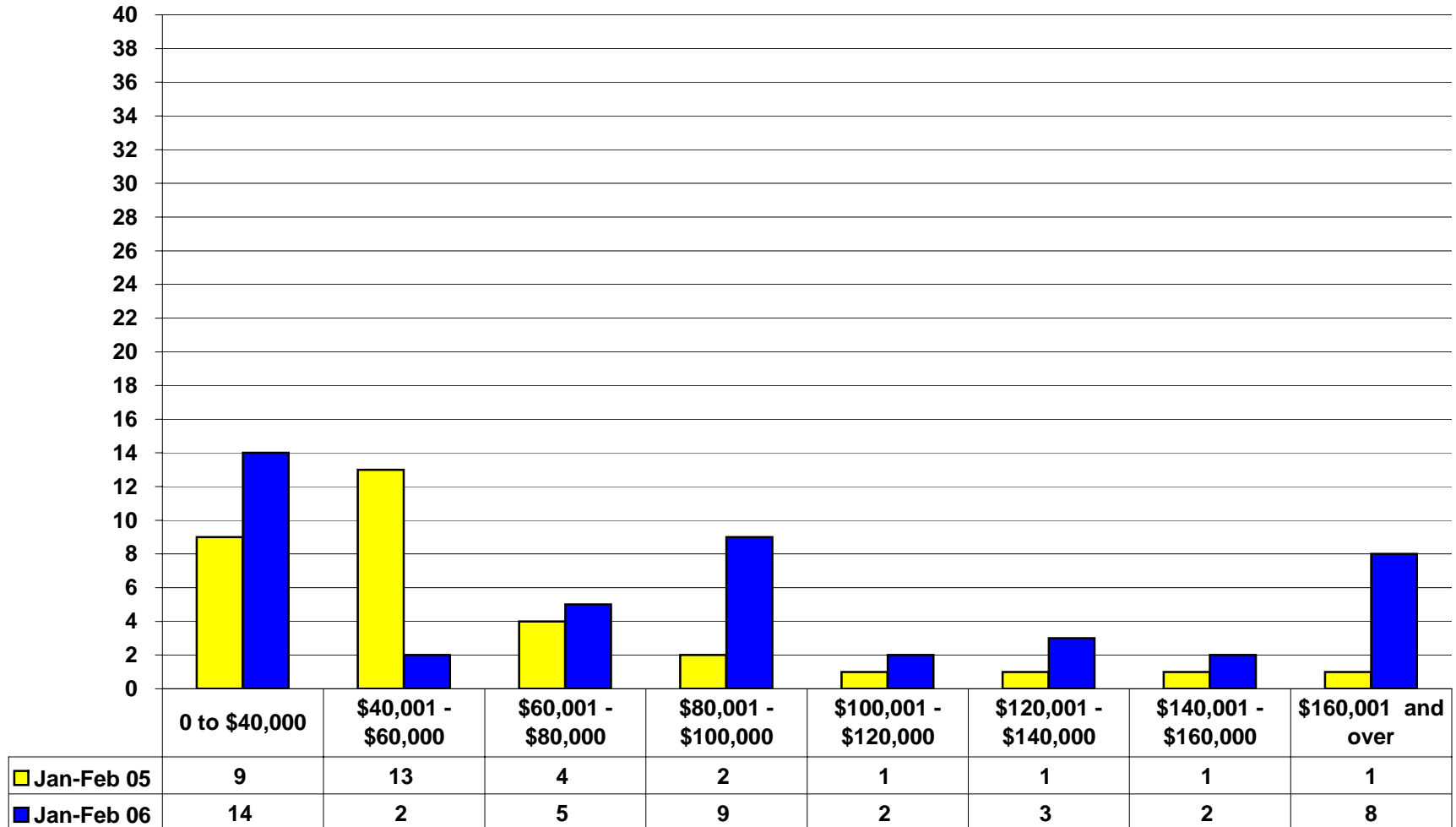
### Shuswap Zone - February 2006

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

Feb 05 Feb 06



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

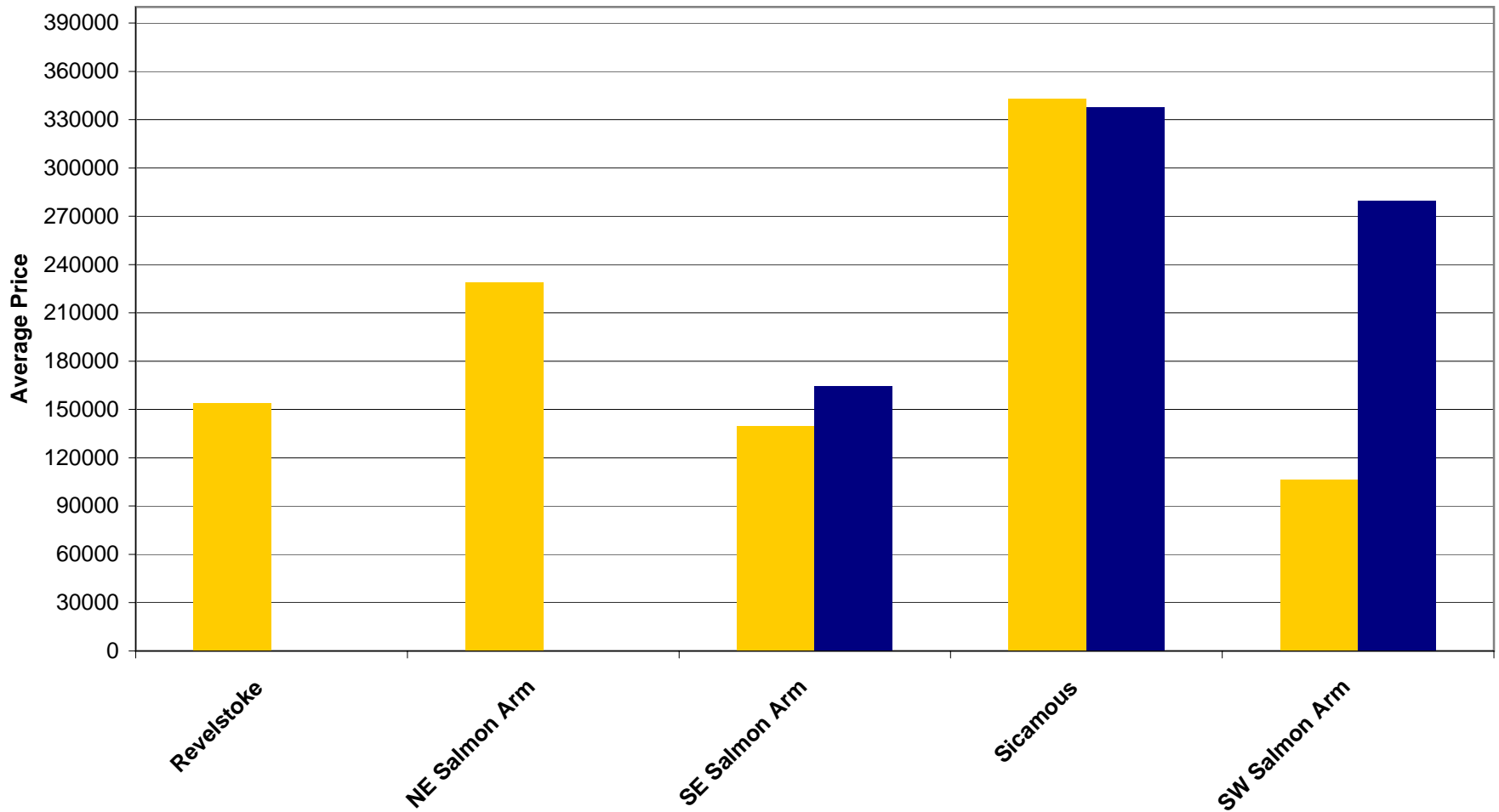






### Shuswap Zone Condo Sub Area Average Price - 2005 vs 2006

2005 2006



Shuswap Zone Townhouse Sub Area Average Price - 2006 vs 2005

2005 2006

