

# SHUSWAP ZONE MONTHLY STATISTICS

**February 1 - February 28, 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
<b>CENTRAL ZONE TOTALS</b>						
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%			
<b>NORTH ZONE TOTALS</b>						
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%			
<b>SHUSWAP ZONE TOTALS</b>						
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%			
<b>GRAND TOTALS</b>						
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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# SHUSWAP 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	104	\$26,408,114	46	\$13,412,300	219	782	6.8
January-07	72	\$22,248,360	26	\$7,558,400	133	717	
February-06	93	\$25,162,900	34	\$7,895,300	172	660	

**Monthly Ratio of Sales versus Inventory All Property Types** **13.30%**

<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	3	7	59	5.08%	565
ACREAGE/HOUSE	7	16	69	10.14%	200
LOTS	15	42	132	11.36%	182
RESIDENTIAL	46	78	206	22.33%	106

Average House Price	<b>\$291,572</b>	Median House Price	<b>\$290,708</b>
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**

SHUSWAP ZONE - COMPARATIVE ACTIVITY - LISTING INFORMATION - FEBRUARY 2007

	LISTINGS						INVENTORY		
	Feb 2007	Feb 2006	Incr % Decr %	Jan-Feb 2007	Jan-Feb 2006	Incr % Decr %	Feb 2007	Feb 2006	Incr % Decr %
<b>RESIDENTIAL:</b>									
Acreage/House	16	11	45.5%	27	31	-12.9%	69	53	30.2%
Duplex	1	2	-50.0%	2	3	-33.3%	5	3	66.7%
Mobile Homes	14	11	27.3%	19	21	-9.5%	30	39	-23.1%
Recreational	6	0	100.0%	10	2	400.0%	18	10	80.0%
Residential	78	54	44.4%	130	107	21.5%	206	141	46.1%
Residential WF	7	4	75.0%	16	8	100.0%	47	22	113.6%
3 & 4 Plex	1	0	0.0%	1	0	0.0%	1	1	-100.0%
Timeshares	0	0	0.0%	0	0	0.0%	1	1	100.0%
Apartments	1	3	-66.7%	2	7	-71.4%	14	56	-75.0%
Townhouses	26	5	420.0%	36	9	300.0%	72	65	10.8%
<b>Total</b>	<b>150</b>	<b>90</b>		<b>243</b>	<b>188</b>		<b>463</b>	<b>391</b>	
<b>FARMS:</b>	2	2	0.0%	4	6	-33.3%	19	10	90.0%
<b>MULTI FAMILY:</b>	0	0	100.0%	1	3	-66.7%	4	10	-60.0%
<b>LOTS:</b>									
Acreage	7	8	-12.5%	11	11	0.0%	59	38	55.3%
Acreage WF	1	0	100.0%	2	0	100.0%	12	1	1100.0%
Lots	40	62	-35.5%	59	70	-15.7%	113	92	22.8%
Lots WF	1	1	0.0%	3	2	50.0%	7	8	-12.5%
<b>Total</b>	<b>49</b>	<b>71</b>		<b>75</b>	<b>83</b>		<b>191</b>	<b>139</b>	
<b>I.C. &amp; I.:</b>									
Business	6	4	50.0%	11	10	10.0%	44	43	2.3%
Commercial	6	2	200.0%	9	7	28.6%	26	30	-13.3%
Land	5	2	150.0%	9	3	200.0%	23	23	0.0%
Leases	1	1	0.0%	1	3	-66.7%	12	14	-14.3%
<b>Total</b>	<b>18</b>	<b>9</b>		<b>30</b>	<b>23</b>		<b>105</b>	<b>110</b>	
<b>GRAND TOTALS</b>	<b>219</b>	<b>172</b>	<b>27.3%</b>	<b>353</b>	<b>303</b>	<b>16.5%</b>	<b>782</b>	<b>660</b>	<b>18.5%</b>

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

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SHUSWAP 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-FB	J-FB
	2007	2006	Decr %	2007	2006	Decr %	2007	2006	Decr %	2007	2006	2007	2006	Decr %	2007	2006
<b>RESIDENTIAL:</b>																
Acreage/House	7	5	40.0%	16	14	14.3%	\$3,269,500	\$2,118,500	54.3%	98.22%	96.25%	\$6,394,500	\$6,481,750	-1.3%	96.42%	94.63%
Duplex	0	0	0.0%	1	2	-50.0%	\$0	\$0	0.0%	0.00%	0.00%	\$177,000	\$203,000	-12.8%	95.68%	94.28%
Mobile Homes	11	8	37.5%	17	15	13.3%	\$730,200	\$355,000	105.7%	95.93%	93.39%	\$1,136,200	\$764,000	48.7%	92.45%	91.39%
Recreational	0	1	-100.0%	0	2	-100.0%	\$0	\$179,000	-100.0%	0.00%	94.71%	\$0	\$287,000	-100.0%	0.00%	97.35%
Residential	46	34	35.3%	70	57	22.8%	\$13,412,300	\$7,895,300	69.9%	96.51%	97.21%	\$20,570,700	\$13,273,950	55.0%	96.73%	96.93%
Residential WF	1	4	-100.0%	6	9	-33.3%	\$1,125,000	\$1,963,000	-42.7%	93.75%	97.17%	\$6,741,205	\$4,753,000	41.8%	97.94%	96.87%
3 & 4 Plex	0	0	0.0%	0	0	0.0%	\$0	\$0	0.0%	0.00%	0.00%	\$0	\$0	0.0%	0.00%	0.00%
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	8	4	100.0%	13	5	160.0%	\$1,294,300	\$773,400	67.4%	97.56%	98.47%	\$2,358,200	\$1,110,900	112.3%	97.80%	98.34%
Townhouses	8	7	14.3%	13	14	-7.1%	\$2,605,000	\$1,699,200	53.3%	96.53%	100.48%	\$4,033,600	\$3,588,100	12.4%	97.33%	99.67%
<b>Total</b>	<b>81</b>	<b>63</b>		<b>136</b>	<b>118</b>		<b>\$22,436,300</b>	<b>\$14,983,400</b>				<b>\$41,411,405</b>	<b>\$30,461,700</b>			
<b>FARMS:</b>	0	1	-100.0%	0	1	-100.0%	\$0	\$1,330,000	-100.0%	0.00%	91.72%	\$0	\$1,330,000	0.0%	0.00%	91.72%
<b>MULTI FAMILY:</b>	0	0	0.0%	0	4	-100.0%	\$0	\$2,579,000	-100.0%	0.00%	97.71%	\$0	\$2,579,000	0.0%	0.00%	97.71%
<b>LOTS:</b>																
Acreage	3	8	-62.5%	6	13	-53.8%	\$1,439,000	\$1,150,000	25.1%	93.78%	93.26%	\$2,183,000	\$2,218,000	-1.6%	95.57%	94.02%
Acreage WF	0	0	0.0%	0	1	-100.0%	\$0	\$0	0.0%	0.00%	0.00%	\$0	\$105,000	-100.0%	0.00%	80.83%
Lots	15	15	0.0%	25	30	-16.7%	\$1,124,000	\$932,500	20.5%	94.00%	93.24%	\$1,912,855	\$2,071,750	-7.7%	95.24%	92.64%
Lots WF	0	1	-100.0%	0	1	-100.0%	\$0	\$219,000	-100.0%	0.00%	100.00%	\$0	\$219,000	-100.0%	0.00%	100.00%
<b>Total</b>	<b>18</b>	<b>24</b>		<b>31</b>	<b>45</b>		<b>\$2,563,000</b>	<b>\$2,301,500</b>				<b>\$4,095,855</b>	<b>\$4,613,750</b>			
<b>I.C. &amp; I.:</b>																
Business	1	1	0.0%	4	3	33.3%	\$355,000	\$125,000	184.0%	96.21%	83.33%	\$1,395,000	\$1,080,000	29.2%	82.53%	87.54%
Commercial	1	3	-100.0%	2	4	-50.0%	\$425,000	\$294,000	44.6%	89.47%	92.65%	\$1,126,000	\$3,463,000	-67.5%	92.75%	90.67%
Land	1	1	0.0%	1	3	-66.7%	\$485,000	\$3,550,000	-86.3%	97.98%	104.41%	\$485,000	\$4,580,000	-89.4%	97.98%	96.80%
Leases	2	0	100.0%	2	0	100.0%	\$143,814	\$0	100.0%	0.00%	0.00%	\$143,814	\$0	100.0%	0.00%	0.00%
<b>Total</b>	<b>5</b>	<b>5</b>		<b>9</b>	<b>10</b>		<b>\$1,408,814</b>	<b>\$3,969,000</b>				<b>\$3,149,814</b>	<b>\$9,123,000</b>			
<b>GRAND TOTALS</b>	<b>104</b>	<b>93</b>	<b>11.8%</b>	<b>176</b>	<b>178</b>	<b>-1.1%</b>	<b>\$26,408,114</b>	<b>\$25,162,900</b>	<b>4.9%</b>	<b>95.45%</b>	<b>95.60%</b>	<b>\$48,657,074</b>	<b>\$48,107,450</b>	<b>1.14%</b>	<b>94.87%</b>	<b>94.20%</b>

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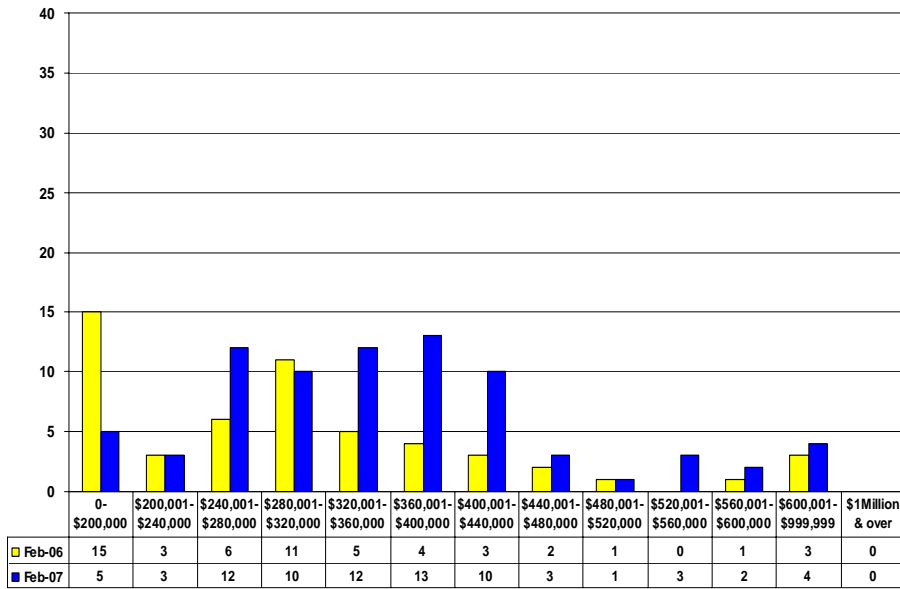
**SHUSWAP ZONE - COMPARATIVE ACTIVITY - AVERAGE, MEDIAN PRICE and DAYS TO SELL - FEBRUARY 2007**

	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 2007	JN-FB 2006	Incr % Decr %
<b>RESIDENTIAL:</b>																		
Acreage/House	\$467,071	\$423,700	10.2%	\$399,656	\$462,982	-13.7%	\$430,000	\$325,000	32.3%	\$376,750	\$317,750	18.6%	200	84	137.8%	163	129	26.4%
Duplex	\$0	\$0	0.0%	\$177,000	\$101,500	74.4%	\$0	\$0	0.0%	\$177,000	\$101,500	74.4%	0	0	0.0%	68	104	-34.6%
Mobile Homes	\$66,382	\$44,375	49.6%	\$66,835	\$50,933	31.2%	\$67,667	\$44,500	52.1%	\$45,900	\$45,500	0.9%	68	59	16.0%	76	59	29.2%
Recreational	\$0	\$179,000	-100.0%	\$0	\$143,500	0.0%	\$0	\$179,000	-100.0%	\$0	\$143,500	0.0%	0	58	-100.0%	0	111	-100.0%
Residential	\$291,572	\$232,215	25.6%	\$293,867	\$232,876	26.2%	\$290,708	\$254,250	14.3%	\$293,867	\$245,000	19.9%	106	84	26.3%	104	87	19.4%
Residential WF	\$1,125,000	\$490,750	129.2%	\$1,123,534	\$528,111	112.7%	\$1,125,000	\$385,000	192.2%	\$1,062,450	\$385,000	176.0%	40	78	-48.7%	66	195	-66.2%
3 & 4 Plex	\$0	\$0	0.0%	\$0	\$0	0.0%	\$0	\$0	0.0%	\$0	\$0	0.0%	0	0	0.0%	0	0	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	\$161,788	\$193,350	-16.3%	\$181,400	\$222,180	-18.4%	\$163,750	\$165,250	100.0%	\$167,500	\$165,500	1.2%	151	51	195.1%	160	46	247.8%
Townhouses	\$325,625	\$242,743	34.1%	\$310,277	\$256,293	21.1%	\$285,600	\$240,500	18.8%	\$295,000	\$237,000	24.5%	207	146	42.0%	165	186	-11.4%
<b>Total</b>																		
<b>FARMS:</b>	\$0	\$0	0.0%	\$0	\$0	0.0%	\$0	\$1,330,000	0.0%	\$0	\$1,330,000	0.0%	0	143	-100.0%	0	143	-100.0%
<b>MULTI FAMILY:</b>	\$0	\$0	0.0%	\$0	\$0	0.0%	\$0	\$584,500	0.0%	\$0	\$584,500	0.0%	0	367	-100.0%	0	367	-100.0%
<b>LOTS:</b>																		
Acreage	\$479,667	\$143,750	233.7%	\$363,833	\$170,615	113.2%	\$330,000	\$101,000	226.7%	\$270,000	\$150,000	80.0%	565	90	528.1%	359	209	71.5%
Acreage WF	\$0	\$0	0.0%	\$0	\$208,250	-100.0%	\$0	\$0	0.0%	\$0	\$105,000	-100.0%	0	0	0.0%	0	309	-100.0%
Lots	\$74,933	\$62,167	20.5%	\$76,514	\$69,058	10.8%	\$81,500	\$58,900	38.4%	\$70,000	\$75,250	-7.0%	182	142	28.5%	171	172	-0.4%
Lots WF	\$0	\$0	0.0%	\$0	\$0	0.0%	\$0	\$219,000	0.0%	\$0	\$219,000	0.0%	0	138	-100.0%	0	138	-100.0%
<b>Total</b>																		
<b>I.C. &amp; I.:</b>																		
Business	\$355,000	\$125,000	184.0%	\$348,750	\$360,000	-3.1%	\$355,000	\$125,000	184.0%	\$189,000	\$155,000	21.9%	167	73	128.8%	129	177	-27.1%
Commercial	\$425,000	\$98,000	333.7%	\$701,000	\$865,750	-19.0%	\$425,000	\$294,000	44.6%	\$563,000	\$324,500	73.5%	156	231	-32.5%	165	177	-6.8%
Land	\$485,000	\$3,550,000	-86.3%	\$485,000	\$1,526,667	-68.2%	\$485,000	\$3,550,000	-86.3%	\$485,000	\$795,000	-39.0%	113	282	-59.9%	0	355	-100.0%
Leases	\$71,907	\$0	0.0%	\$143,814	\$0	0.0%	\$71,907	\$0	0.0%	\$143,814	\$0	0.0%	152	0	100.0%	152	0	100.0%
<b>Total</b>																		
													176	135		148	174	

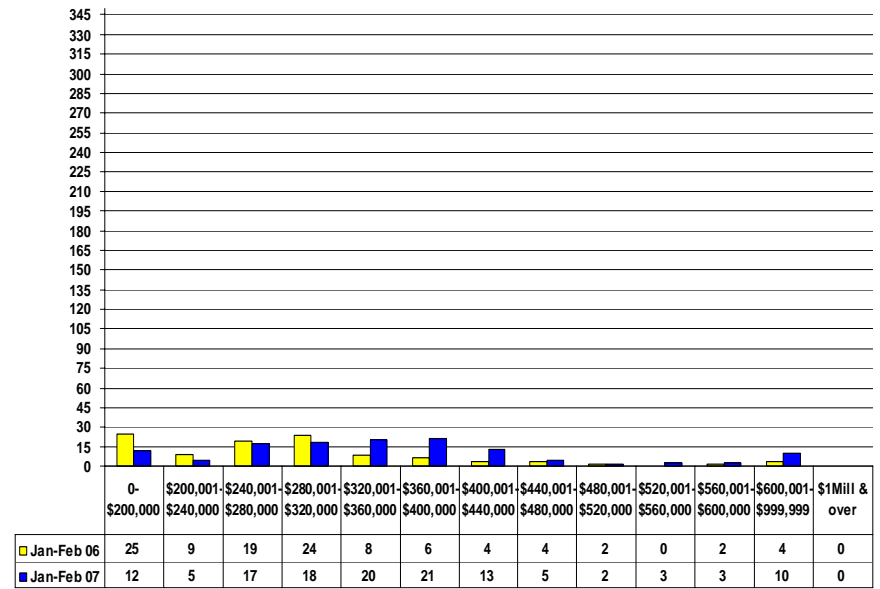
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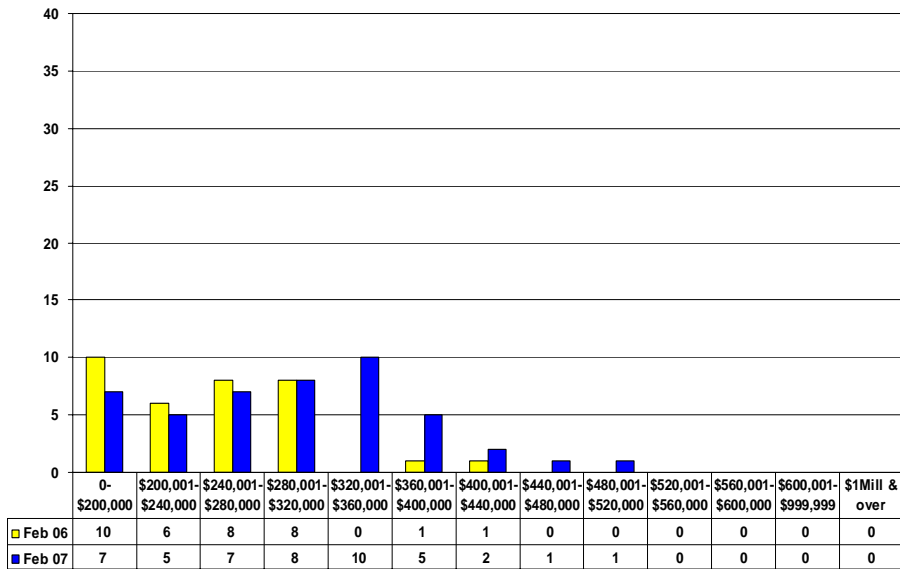
**Shuswap Zone - Single Family Residential February 2007**  
 Monthly Listings By Price Range - Single Family Dwellings Only



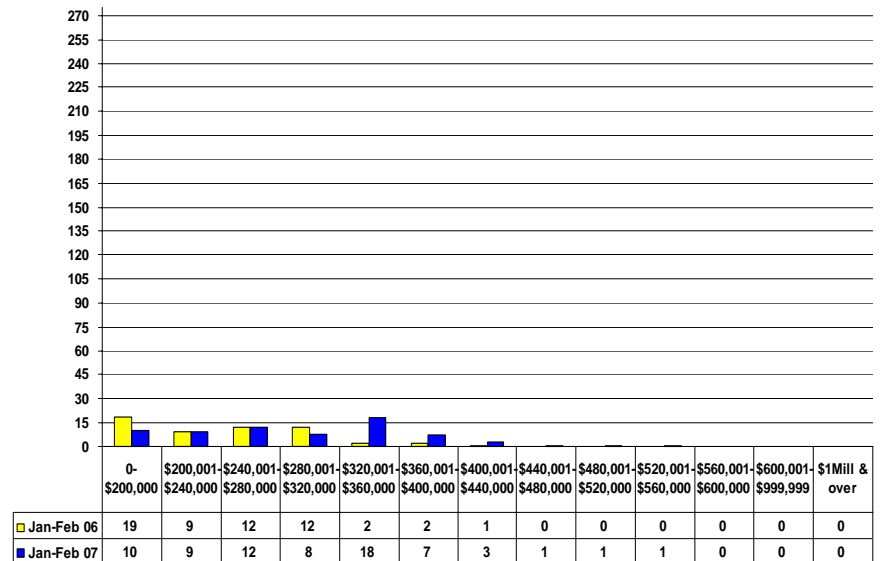
**Shuswap Zone - Single Family Residential 2006 vs 2007**  
 Listings Taken By Price Range - Single Family Dwellings Only



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

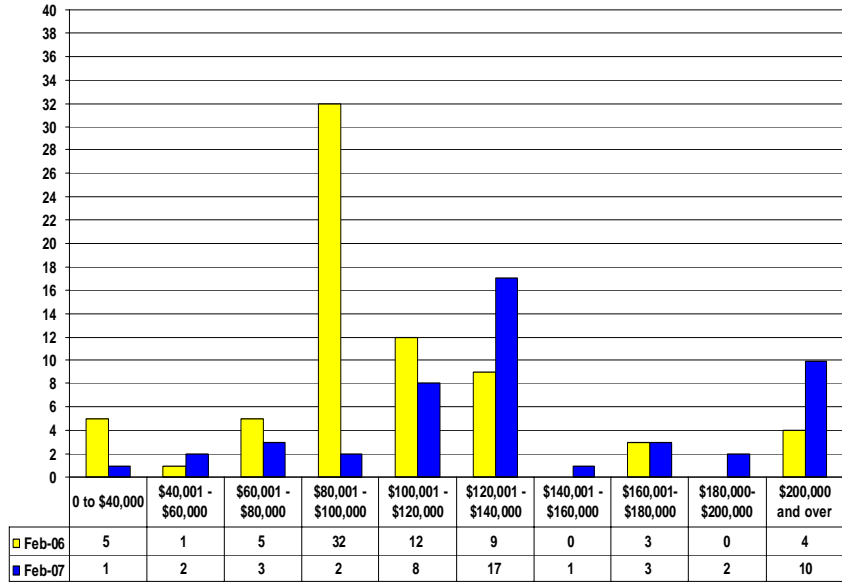


**Shuswap Zone - Single Family Residential 2006 vs 2007**  
 Number of Solds by Price Range - Single Family Dwellings Only

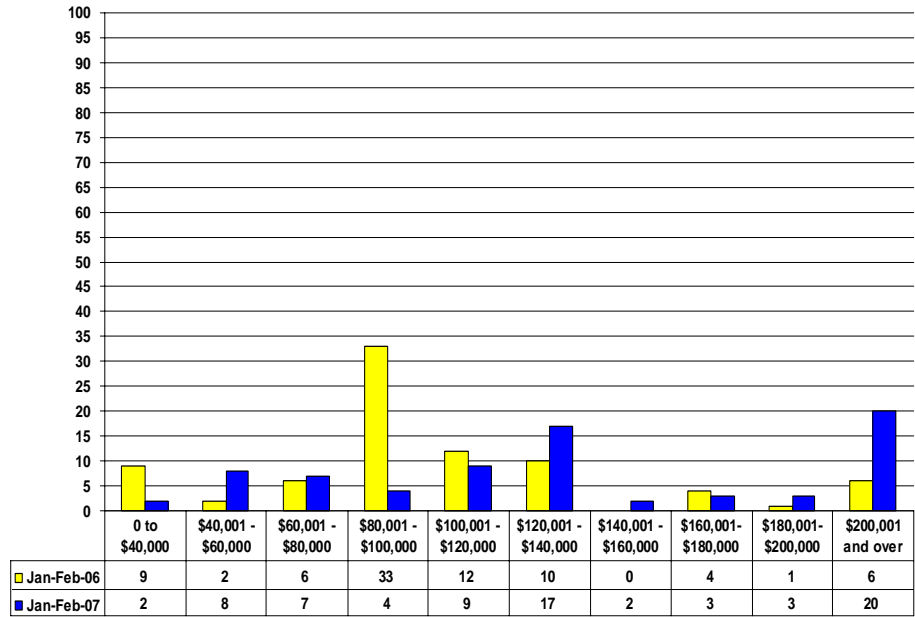




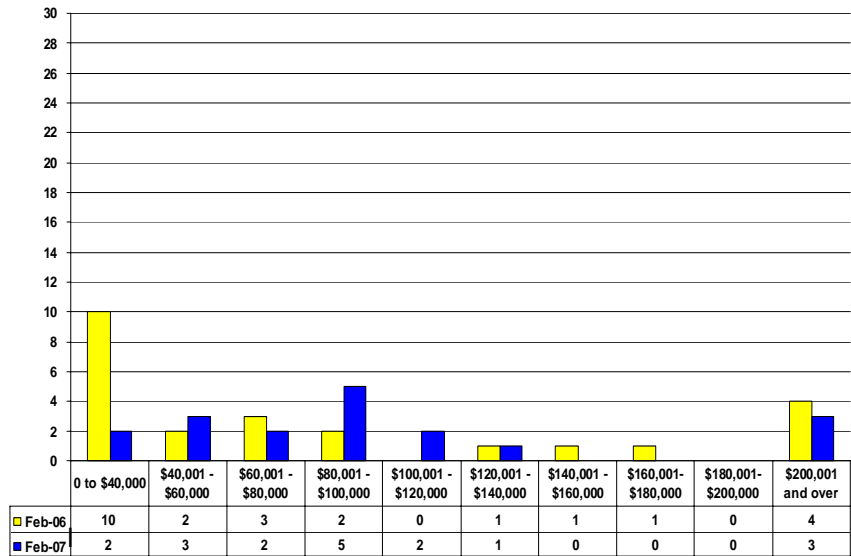
**Shuswap Zone - February 2007**  
 Monthly Listing Comparison By Price Range -  
 Lots, Lots Waterfront, Acreage and Acreage Waterfront



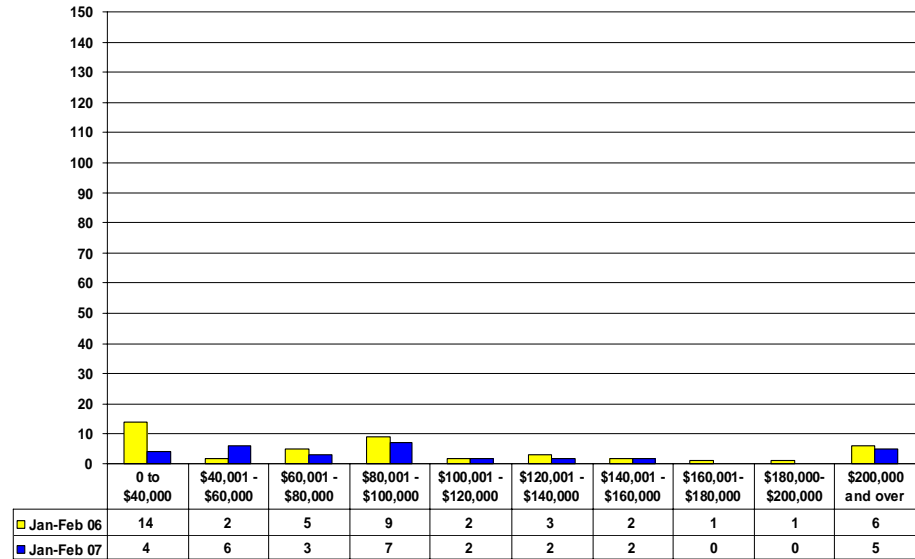
**Shuswap Zone - Lots 2006 vs 2007**  
 Listings Taken By Price Range - Lots, Lots Waterfront, Acreage and Acreage Waterfront



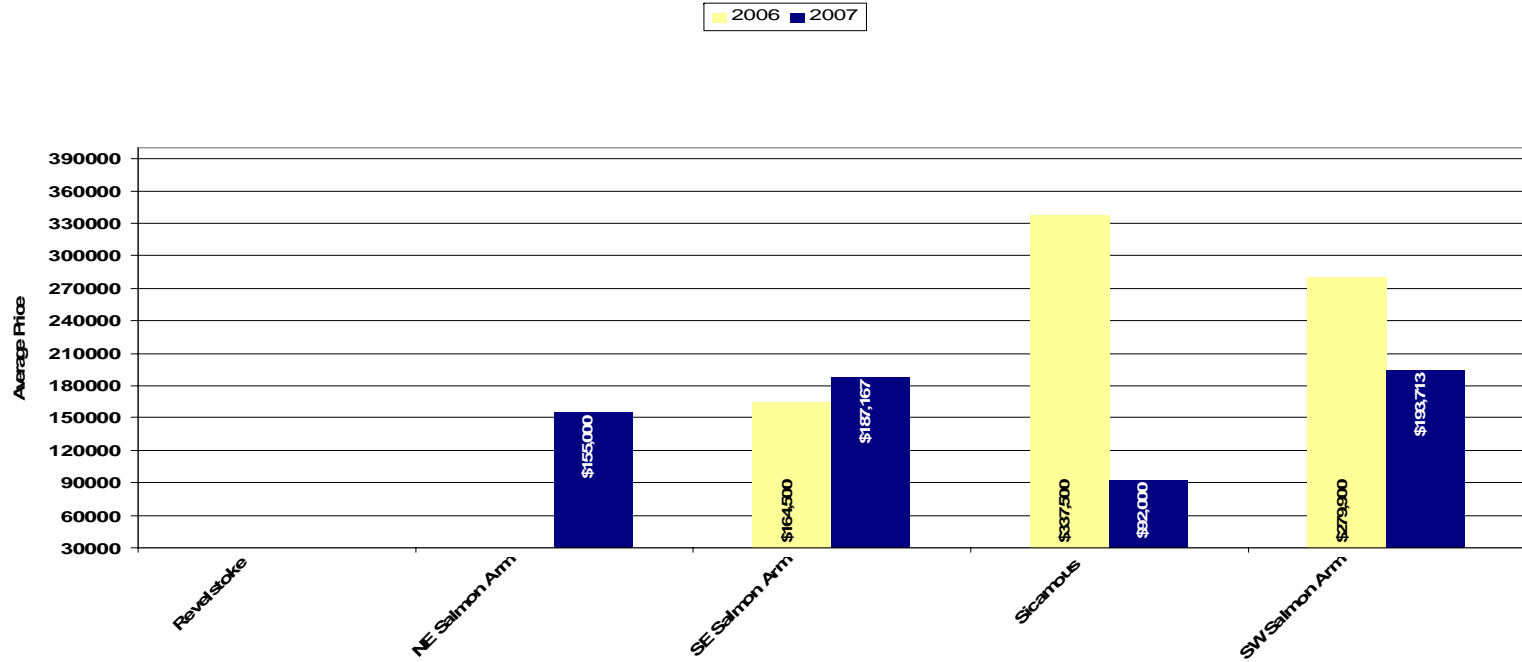
**Shuswap Zone - February 2007**  
 Monthly Sales By Price Range - Lots, Lots Waterfront, Acreage and Acreage Waterfront



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



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



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

