

NORTH ZONE MONTHLY STATISTICS

FOR

March 1st - 31st, 2005

March Statistics Run April 6, 2005 10:18 am

NORTH OKANAGAN ZONE

STAT - O - GRAM

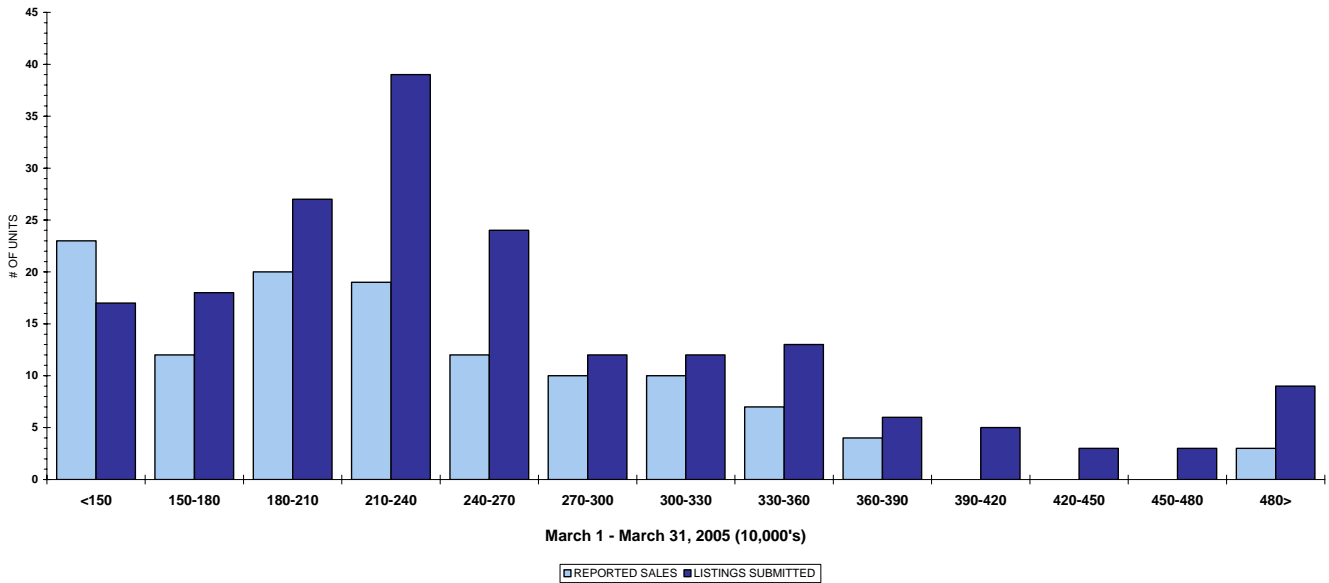
March 2005

QUICK SUMMARY

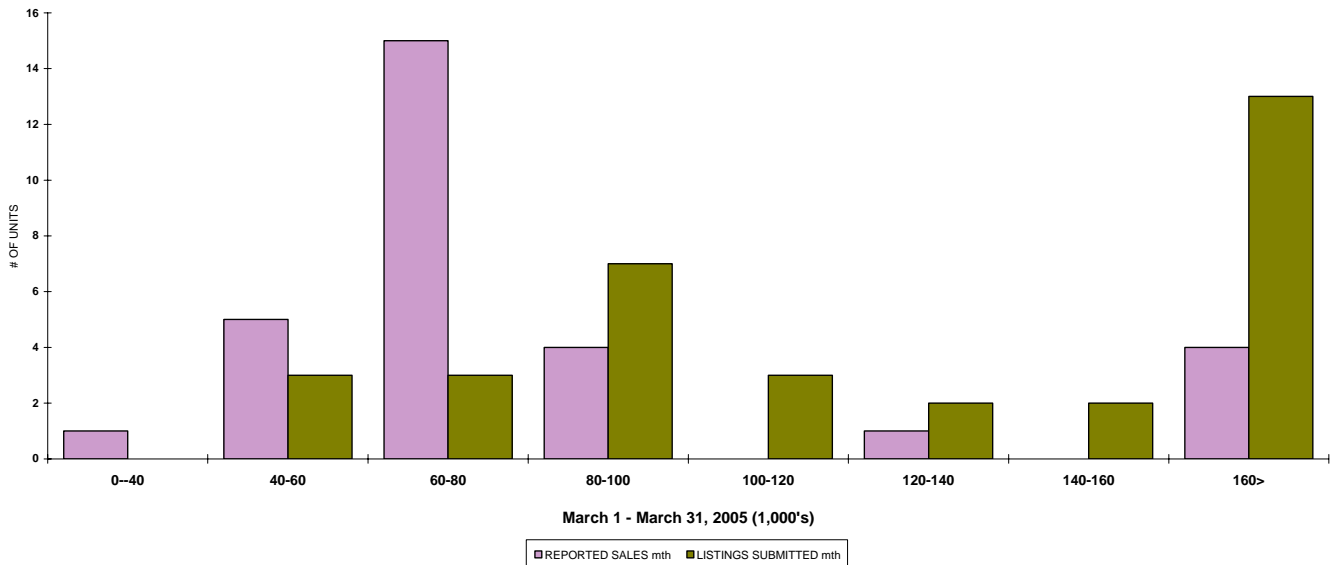
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	# of Units	\$ Value	# of Units	\$ Value	Listings Taken	Inventory
March 2005	293	\$64,093,300	124	\$29,187,617	395	1,077
February 2005	202	\$36,206,012	82	\$17,659,836	333	1,208
March 2004	274	\$50,595,656	137	\$26,436,711	445	1,303

The North Zone has **263** Members. The average number of listings-per-licensee is 4.6

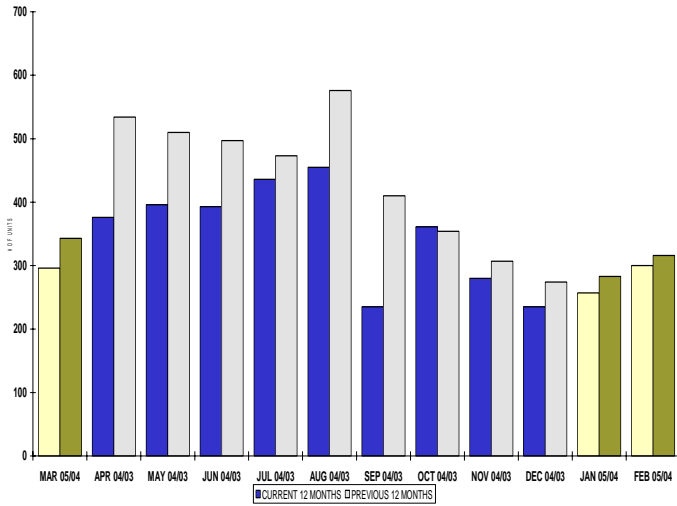
RESIDENTIAL LISTING & SALES ACTIVITY
NORTH OKANAGAN DIVISION (BY PRICE CATEGORY)



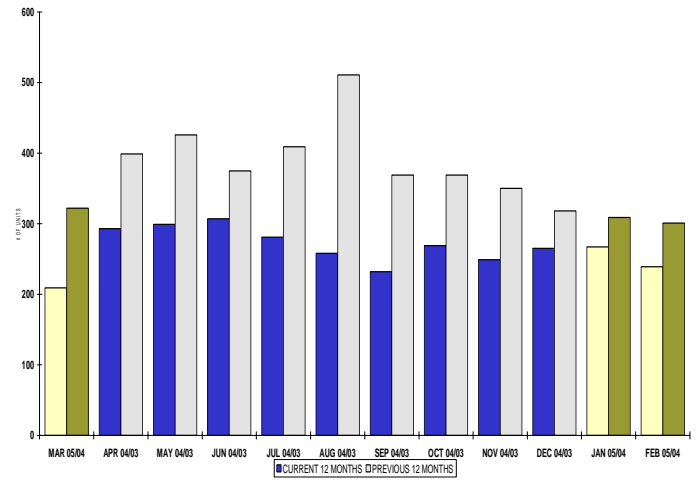
LOT LISTING & SALES ACTIVITY
NORTH OKANAGAN DIV. (BY PRICE CATEGORY)



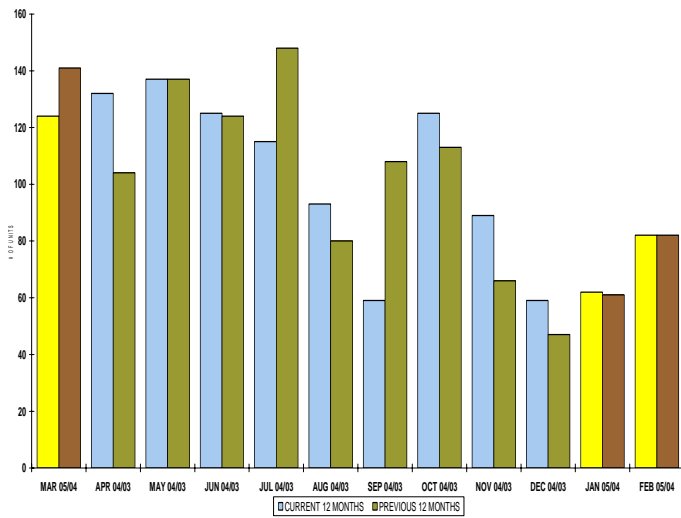
INVENTORY OF ACTIVE LISTINGS
RESIDENTIAL - NORTH OKANAGAN DIVISION



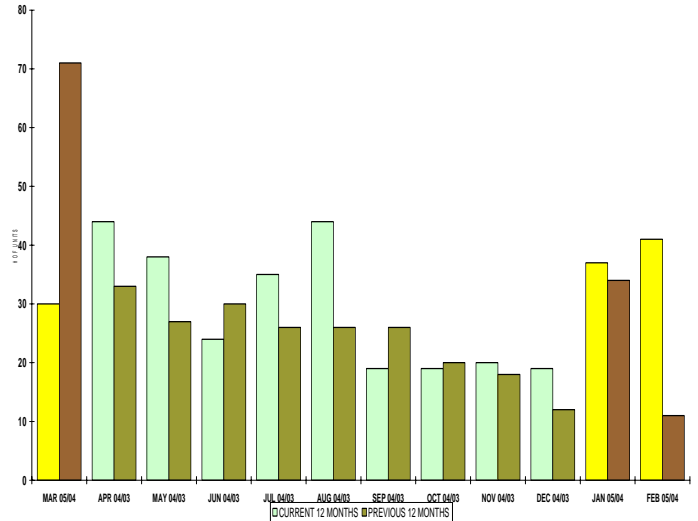
INVENTORY OF ACTIVE LISTINGS
LOTS - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD
RESIDENTIAL - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD
LOTS - NORTH OKANAGAN DIVISION



NORTH OKANAGAN ZONE

March 2005

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	8	7	63	12.70%	374
ACREAGE/HOUSE	18	51	155	11.61%	143
CONDO/APT	12	24	63	19.05%	57
CONDO/TWNHSE	60	36	57	105.26%	92
LOTS	22	26	146	15.07%	124
RESIDENTIAL	124	190	296	41.89%	54

AVERAGE HOUSE PRICE \$235,384

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	925	816	13.4%	2257	1939	16.4%
Units Sold	554	572	-3.1%	1331	1283	3.7%
Sales Dollars	\$147,419,713	\$138,000,146	6.8%	\$351,190,563	\$313,244,411	12.1%
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	2273	2092	8.7%			

ZONE NO TOTALS

Units Listed	395	445	-11.2%	1030	939	9.7%
Units Sold	293	274	6.9%	653	613	6.5%
Sales Dollars	\$64,093,300	\$50,595,656	26.7%	\$127,947,598	\$105,548,892	21.2%
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	1077	1303	-17.3%			

ZONE SH TOTALS

Units Listed	210	198	6.1%	449	492	-8.7%
Units Sold	118	125	-5.6%	244	256	-4.7%
Sales Dollars	\$19,360,637	\$18,700,003	3.5%	\$39,070,613	\$38,016,903	2.8%
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	825	1094	-24.6%			

ZONE OB TOTALS

Units Listed	18	17	5.9%	50	35	42.9%
Units Sold	5	1	100.0%	11	6	83.3%
Sales Dollars	\$1,710,000	\$282,500	100.0%	\$3,610,500	\$1,101,000	227.9%
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	119	128	-7.0%			

GRAND TOTALS

Units Listed	1548	1476	4.9%	3786	3405	11.2%
Units Sold	970	972	-0.2%	2239	2158	3.8%
Sales Dollars	\$232,583,650	\$207,578,305	12.0%	\$521,819,274	\$457,911,206	14.0%
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	4294	4617	-7.0%			

LICENSEES

	TOTAL NUMBER OF LICENSEES March 31/05	TOTAL NUMBER OF LICENSEES March 31/04	CHANGE BY NUMBER	CHANGE BY %
ALL DIVISIONS	919	832	87	10.46%
CENTRAL OK DIV.	566	524	42	8.02%
NORTH OK DIV.	263	234	29	12.39%
SHUSWAP DIV.	90	74	16	21.62%

CURRENT MEMBERSHIP

AGENT LICENSEES	84
SALESPERSONS	764
PROPERTY MANAGEMENT	8
9:15 LICENCEE MEMBER	61
EXEMPTION MEMBER	2
TOTALS	919

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	7	18	-61.1%	29	37	-21.6%
Units Sold	8	7	14.3%	17	13	30.8%
Sales Dollars	\$1,730,500	\$851,500	103.2%	\$3,533,358	\$1,828,000	93.3%
List/Sell \$ Ratio	95.40%	94.01%		94.30%	93.19%	
Days to Sell	374	190	96.8%	229	266	-13.9%
Active Inventory	63	104	-39.4%			
Average Price	\$216,313	\$121,643	77.8%	\$207,845	\$140,615	47.8%
Median Price	\$110,000	\$120,000	-8.3%	\$163,552	\$120,000	36.3%
Acreage with House						
Units Listed	51	41	24.4%	120	92	30.4%
Units Sold	18	19	-5.3%	40	55	-27.3%
Sales Dollars	\$7,957,500	\$5,452,900	45.9%	\$15,156,600	\$15,236,625	-0.5%
List/Sell \$ Ratio	96.83%	97.08%		94.41%	96.28%	
Days to Sell	143	105	36.2%	128	115	11.3%
Active Inventory	155	156	-0.6%	139	270	
Average Price	\$442,083	\$286,995	54.0%	\$378,915	\$277,030	36.8%
Median Price	\$377,500	\$260,000	45.2%	\$337,500	\$260,000	29.8%
Acreage (Waterfront)						
Units Listed	2	0	100.0%	3	1	200.0%
Units Sold	0	0	0.0%	1	0	-100.0%
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	5	3	66.7%			
Average Price	\$0	\$0	0.0%	\$495,000	\$0	100.0%
Median Price	\$0	\$0	0.0%	\$495,000	\$0	100.0%
Business						
Units Listed	9	7	28.6%	33	21	57.1%
Units Sold	2	2	0.0%	4	6	-33.3%
Sales Dollars	\$108,400	\$274,700	-60.5%	\$309,400	\$853,080	-63.7%
List/Sell \$ Ratio	80.93%	87.46%		87.30%	87.29%	
Days to Sell	40	103	-61.2%	88	385	-77.1%
Active Inventory	66	63	4.8%			
Average Price	\$54,200	\$137,350	-60.5%	\$77,350	\$142,180	-45.6%
Median Price	\$54,200	\$137,350	-60.5%	\$62,950	\$137,350	-54.2%
Condo (Townhouse)						
Units Listed	36	47	-23.4%	95	92	3.3%
Units Sold	60	37	62.2%	114	77	48.1%
Sales Dollars	\$10,044,443	\$4,763,987	110.8%	\$19,672,605	\$9,492,232	107.2%
List/Sell \$ Ratio	100.41%	98.22%		99.25%	97.64%	
Days to Sell	92	43	114.0%	95	70	35.7%
Active Inventory	57	66	-13.6%			
Average Price	\$167,407	\$128,756	30.0%	\$172,567	\$123,276	40.0%
Median Price	\$153,266	\$109,000	40.6%	\$153,266	\$117,000	31.0%
Condo (Apt)						
Units Listed	18	22	-18.2%	56	49	14.3%
Units Sold	25	21	19.0%	48	45	6.7%
Sales Dollars	\$3,010,340	\$2,489,200	20.9%	\$6,097,540	\$4,881,862	24.9%
List/Sell \$ Ratio	96.35%	97.86%		96.27%	96.36%	
Days to Sell	59	58	1.7%	64	85	-24.7%
Active Inventory	49	43	14.0%			
Average Price	\$120,414	\$118,533	1.6%	\$127,032	\$108,486	17.1%
Median Price	\$103,000	\$121,500	-15.2%	\$108,500	\$97,000	11.9%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	13	15	-13.3%	28	32	-12.5%
Units Sold	11	5	120.0%	20	19	5.3%
Sales Dollars	\$1,926,000	\$821,900	134.3%	\$3,286,647	\$2,614,050	25.7%
List/Sell \$ Ratio	97.58%	97.50%		97.06%	95.28%	
Days to Sell	42	223	-81.2%	53	135	-60.7%
Active Inventory	12	36	-66.7%			
Average Price	\$175,091	\$164,380	6.5%	\$164,332	\$137,582	19.4%
Median Price	\$166,000	\$149,900	10.7%	\$158,750	\$122,900	29.2%
Farms						
Units Listed	6	3	100.0%	13	11	18.2%
Units Sold	3	0	100.0%	4	2	100.0%
Sales Dollars	\$2,447,500	\$0	100.0%	\$2,724,600	\$1,275,225	113.7%
List/Sell \$ Ratio	100.53%	0.00%		95.30%	94.48%	
Days to Sell	476	0	100.0%	374	122	206.6%
Active Inventory	33	24	37.5%	26	30	
Average Price	\$815,833	\$0	100.0%	\$681,150	\$637,613	6.8%
Median Price	\$542,500	\$0	100.0%	\$436,250	\$637,613	-31.6%
IC&I						
Units Listed	5	5	0.0%	18	22	-18.2%
Units Sold	3	4	-25.0%	9	9	0.0%
Sales Dollars	\$673,000	\$519,408	29.6%	\$2,051,000	\$1,483,408	38.3%
List/Sell \$ Ratio	85.55%	93.02%		93.60%	88.58%	
Days to Sell	201	181	11.0%	315	139	126.6%
Active Inventory	47	66	-28.8%			
Average Price	\$224,333	\$129,852	72.8%	\$227,889	\$164,823	38.3%
Median Price	\$155,000	\$133,000	16.5%	\$245,000	\$146,000	67.8%
IC&I Land						
Units Listed	2	3	-33.3%	13	7	85.7%
Units Sold	1	3	-66.7%	3	9	-66.7%
Sales Dollars	\$1,550,000	\$5,100,500	-69.6%	\$2,369,000	\$6,398,300	-63.0%
List/Sell \$ Ratio	81.79%	100.16%		75.45%	94.06%	
Days to Sell	209	261	-19.9%	332	185	79.5%
Active Inventory	43	39	10.3%			
Average Price	\$1,550,000	\$1,700,167	-8.8%	\$789,667	\$710,922	11.1%
Median Price	\$1,550,000	\$76,000	1939.5%	\$775,000	\$76,000	919.7%
Lots						
Units Listed	23	53	-56.6%	117	91	28.6%
Units Sold	22	24	-8.3%	91	63	44.4%
Sales Dollars	\$2,038,900	\$1,841,400	10.7%	\$7,858,080	\$5,138,700	52.9%
List/Sell \$ Ratio	103.58%	97.35%		99.99%	98.53%	
Days to Sell	124	457	-72.9%	122	284	-57.0%
Active Inventory	135	214	-36.9%			
Average Price	\$92,677	\$76,725	20.8%	\$86,353	\$81,567	5.9%
Median Price	\$75,000	\$82,375	-9.0%	\$75,000	\$82,000	-8.5%
Leases						
Units Listed	2	8	-75.0%	10	18	-44.4%
Units Sold	0	1	-100.0%	1	3	-66.7%
Sales Dollars	\$0	\$15,300	-100.0%	\$29,900	\$59,700	-49.9%
Days to Sell	0	1018	-100.0%	304	365	-16.7%
Active Inventory	24	42	-42.9%			
Average Price	\$0	\$15,300	-100.0%	\$29,900	\$19,900	50.3%
Median Price	\$0	\$15,300	-100.0%	\$29,900	\$15,300	95.4%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots (Waterfront)						
Units Listed	1	0	100.0%	3	1	200.0%
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	6	1	500.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Multi-Family						
Units Listed	4	6	-33.3%	7	8	-12.5%
Units Sold	1	1	0.0%	4	4	0.0%
Sales Dollars	\$498,000	\$359,000	38.7%	\$1,177,500	\$969,099	21.5%
List/Sell \$ Ratio	100.00%	102.86%		95.26%	97.58%	
Days to Sell	10	13	-23.1%	125	65	92.3%
Active Inventory	7	15	-53.3%	10	25	
Average Price	\$498,000	\$359,000	38.7%	\$294,375	\$242,275	21.5%
Median Price	\$498,000	\$359,000	38.7%	\$261,500	\$209,050	25.1%
Mobile Homes						
Units Listed	21	20	5.0%	46	48	-4.2%
Units Sold	12	10	20.0%	22	20	10.0%
Sales Dollars	\$626,100	\$292,150	114.3%	\$1,027,000	\$692,850	48.2%
List/Sell \$ Ratio	90.39%	91.42%		88.82%	91.26%	
Days to Sell	140	192	-27.1%	128	182	-29.7%
Active Inventory	61	73	-16.4%			
Average Price	\$52,175	\$29,215	78.6%	\$46,682	\$34,643	34.8%
Median Price	\$45,650	\$26,000	75.6%	\$36,250	\$33,500	8.2%
Recreational Property						
Units Listed	0	3	-100.0%	3	3	0.0%
Units Sold	0	1	-100.0%	1	1	0.0%
Sales Dollars	\$0	\$200,000	-100.0%	\$117,000	\$200,000	-41.5%
List/Sell \$ Ratio	0.00%	100.00%		80.68%	100.00%	
Days to Sell	259	0	100.0%	259	0	#DIV/0!
Active Inventory	3	0	0.0%			
Average Price	\$0	\$200,000	-100.0%	\$117,000	\$200,000	-41.5%
Median Price	\$0	\$200,000	-100.0%	\$117,000	\$200,000	-41.5%
Residential						
Units Listed	190	192	-1.0%	428	399	7.3%
Units Sold	124	137	-9.5%	268	281	-4.6%
Sales Dollars	\$29,187,617	\$26,436,711	10.4%	\$58,804,368	\$51,389,761	14.4%
List/Sell \$ Ratio	97.20%	97.23%		96.33%	96.81%	
Days to Sell	54	66	-18.2%	64	71	-9.9%
Active Inventory	296	343	-13.7%			
Average Price	\$235,384	\$192,969	22.0%	\$219,419	\$182,882	20.0%
Median Price	\$197,750	\$154,000	28.4%	\$192,000	\$163,250	17.6%
Residential (Waterfront)						
Units Listed	5	2	150.0%	8	7	14.3%
Units Sold	3	2	50.0%	5	6	-16.7%
Sales Dollars	\$2,295,000	\$1,177,000	95.0%	\$3,128,000	\$3,036,000	3.0%
List/Sell \$ Ratio	94.69%	92.48%		83.36%	95.80%	
Days to Sell	123	24	412.5%	143	128	11.7%
Active Inventory	14	15	-6.7%			
Average Price	\$765,000	\$588,500	30.0%	\$625,600	\$506,000	23.6%
Median Price	\$765,000	\$588,500	30.0%	\$650,000	\$524,500	23.9%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Timeshares						
Units Listed	0	0	0.0%	0	0	0.0%
Units Sold	0	0	100.0%	1	0	100.0%
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%
NORTH OKANAGAN - TOTALS						
Units Listed	395	445	-11.2%	1030	939	9.7%
Units Sold	293	274	6.9%	653	613	6.5%
Sales Dollars	\$64,093,300	\$50,595,656	26.7%	\$127,947,598	\$105,548,892	21.2%
List/Sell Ratio	94.11%	94.61%		95.84%	94.37%	
Days to Sell	119	159	-25.2%	116	158	-26.6%
Active Inventory	1077	1303	-17.3%			

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 150000	17	55	23	51
150001 to 180000	18	53	12	45
180001 to 210000	27	57	20	41
210001 to 240000	39	56	19	32
240001 to 270000	24	51	12	33
270001 to 300000	12	35	10	19
300001 to 330000	12	29	10	16
330001 to 360000	13	30	7	10
360001 to 390000	6	12	4	6
390001 to 420000	5	13	0	1
420001 to 450000	3	8	0	1
450001 to 480000	3	6	0	1
480001 and over	9	17	3	3
Totals	188	422	120	259

North Division Lot Listing/Sales Analysis

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 40000	0	1	1	2
40001 to 60000	3	6	5	7
60001 to 80000	3	47	15	46
80001 to 100000	7	34	4	31
100001 to 120000	3	5	0	4
120001 to 140000	2	16	1	3
140001 to 160000	2	8	0	2
160001 and over	13	35	4	14
Totals	33	152	30	109