

# NORTH ZONE MONTHLY STATISTICS

FOR

March 1st - 31st, 2006

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

**Cover Page**  
**Zone Total Summary**  
**North Summary (Summary Statistical Information and Membership)**  
**North Zone Statistics**

## **GRAPHS**

**Residential Monthly and Year To Date Listings**  
**Residential Monthly and Year to Date Sales**  
**Residential Sub Area Averages Year To Date and Comparison 2002 to 2006**  
**Lots Monthly and Year to Date Listings**  
**Lots Monthly and Year to Date Sales**  
**Apartment and Townhouse Sub Area Averages Year to Date**  
**Residential and Lots Inventory**  
**Million Dollar Plus Active Listings and Sales**

## COMPARATIVE ACTIVITY BY ZONE

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE

### ZONE CO TOTALS

Units Listed	899	921	-2.4%	2406	2267	6.1%
Units Sold	567	562	0.9%	1431	1342	6.6%
Sales Dollars	189185853	\$148,618,112	27.3%	\$455,656,848	\$351,362,032	29.7%
List/Sell Ratio	95.20%	95.44%		95.73%	94.12%	1.7%
Days to Sell	155	191	-18.7%	128	197	-35.3%
Active Listings	2281	2273	0.4%			

### ZONE NO TOTALS

Units Listed	399	396	0.8%	1009	1032	-2.2%
Units Sold	229	293	-21.8%	589	655	-10.1%
Sales Dollars	\$61,321,068	\$62,138,800	-1.3%	\$154,187,799	\$126,220,847	22.2%
List/Sell Ratio	94.43%	95.52%		94.43%	95.52%	-1.1%
Days to Sell	95	96	-1.0%	95	96	-1.0%
Active Listings	1139	1077	5.8%			

### ZONE SH TOTALS

Units Listed	208	214	-2.8%	510	455	12.1%
Units Sold	98	120	-18.3%	276	247	11.7%
Sales Dollars	\$19,992,217	\$19,646,037	1.8%	\$68,100,567	\$39,502,812	72.4%
List/Sell Ratio	94.71%	94.41%		94.19%	95.23%	-1.1%
Days to Sell	157	246	-36.3%	184	241	-23.8%
Active Listings	767	825	-7.0%			

### ZONE OB TOTALS

Units Listed	20	18	11.1%	40	48	-16.7%
Units Sold	2	6	-66.7%	15	13	15.4%
Sales Dollars	\$650,000	\$1,800,000	-63.9%	\$2,690,902	\$3,700,500	-27.3%
List/Sell Ratio	94.93%	93.23%		94.77%	89.71%	5.6%
Days to Sell	244	162	50.8%	188	139	35.0%
Active Listings	91	119	-23.5%			

### GRAND TOTALS

Units Listed	1526	1549	-1.5%	3965	3802	4.3%
Units Sold	896	981	-8.7%	2311	2257	2.4%
Sales Dollars	\$271,149,138	\$232,202,949	16.8%	\$680,636,116	\$520,786,191	30.7%
List/Sell Ratio	96.22%	94.68%		96.22%	94.68%	1.6%
Days to Sell	99	102	-2.9%	99	102	-2.9%
Active Listings	4278	4294	-0.4%			

## NORTH OKANAGAN ZONE QUICK SUMMARY March 31st, 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>
March-06	229	\$61,321,068	118	\$33,559,593	399	1,139
February-06	220	\$58,007,890	109	\$31,043,500	320	1,076
March-05	293	\$62,138,800	125	\$29,264,117	396	1,077

The North Zone has 281 Members. The average number of listings-per-licensee is 4.0

<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	18	69	7.25%	229
ACREAGE/HOUSE	18	38	140	12.86%	78
CONDO/APT	20	50	73	27.40%	37
CONDO/TOWNHOUSE	25	28	50	50.00%	34
LOTS	12	21	172	6.98%	292
RESIDENTIAL	118	170	337	35.01%	60

Average House Price **\$230,000**                      Median House Price **\$264,000**

The Average and Median Price are the Year to Date Figures

### MEMBERSHIP INFORMATION

	TOTAL NUMBER OF MEMBERS <u>March 31/06</u>	TOTAL NUMBER OF MEMBERS <u>March 31/05</u>	CHANGE BY NUMBER	CHANGE BY %
ALL ZONES	1024	919	105	11.43%
CENTRAL ZONE	643	566	77	13.60%
NORTH ZONE	281	263	18	6.84%
SHUSWAP ZONE	100	90	10	11.11%

#### **CURRENT**

MANAGING BROKERS	82
SALES REPS	861
PROPERTY MGMNT	17
ASSOCIATE BROKERS	63
EXEMPTION MEMBER	1
<b>TOTALS</b>	<b>1024</b>

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Acreage</b>						
Units Listed	18	9	100.0%	45	31	45.2%
Units Sold	5	9	-44.4%	13	19	-31.6%
Sales Dollars	\$2,232,000	\$2,320,500	-3.8%	\$4,050,500	\$4,272,358	-5.2%
List/Sell \$ Ratio	92.25%	108.44%		97.71%	101.01%	93.4%
Days to Sell	229	347	-34.0%	226	236	-4.2%
Active Inventory	69	63	9.5%			
Average Price	\$446,400	\$257,833	73.1%	\$311,577	\$224,861	38.6%
Median Price	\$120,000	\$125,000	-4.0%	\$155,000	\$163,552	-5.2%
<b>Acreage with House</b>						
Units Listed	38	51	-25.5%	97	120	-19.2%
Units Sold	18	16	12.5%	43	38	13.2%
Sales Dollars	\$7,145,300	\$5,840,000	22.4%	\$15,877,800	\$13,039,100	21.8%
List/Sell \$ Ratio	97.22%	96.95%		96.68%	95.84%	
Days to Sell	78	121	-35.5%	108	117	-7.7%
Active Inventory	140	155	-9.7%			
Average Price	\$396,961	\$365,000	8.8%	\$369,251	\$343,134	7.6%
Median Price	\$387,500	\$350,000	10.7%	\$360,000	\$330,000	9.1%
<b>Acreage (Waterfront)</b>						
Units Listed	2	2	0.0%	3	3	0.0%
Units Sold	0	0	0.0%	2	1	100.0%
Sales Dollars	\$0	\$0	0.0%	\$350,000	\$495,000	-29.3%
List/Sell \$ Ratio	0.00%	0.00%		77.38%	90.00%	
Days to Sell	0	0	0.0%	166	62	167.7%
Active Inventory	4	5	-20.0%			
Average Price	\$0	\$0	0.0%	\$175,000	\$495,000	-64.6%
Median Price	\$0	\$0	0.0%	\$175,000	\$495,000	-64.6%
<b>Business</b>						
Units Listed	13	9	44.4%	37	33	12.1%
Units Sold	4	2	100.0%	9	4	125.0%
Sales Dollars	\$1,115,000	\$108,400	928.6%	\$5,693,600	\$309,400	1740.2%
List/Sell \$ Ratio	87.67%	92.24%		83.28%	92.95%	
Days to Sell	220	40	450.0%	227	88	158.0%
Active Inventory	55	66	-16.7%			
Average Price	\$278,750	\$54,200	414.3%	\$632,622	\$77,350	717.9%
Median Price	\$310,000	\$54,200	472.0%	\$150,000	\$62,950	138.3%
<b>Condo (Townhouse)</b>						
Units Listed	28	36	-22.2%	77	95	-18.9%
Units Sold	25	61	-59.0%	58	115	-49.6%
Sales Dollars	\$4,867,550	\$10,388,443	-53.1%	\$11,983,950	\$20,016,605	-40.1%
List/Sell \$ Ratio	98.23%	98.88%		98.46%	98.59%	
Days to Sell	34	92	-63.0%	54	95	-43.2%
Active Inventory	50	57	-12.3%			
Average Price	\$194,702	\$170,302	14.3%	\$206,620	\$174,057	18.7%
Median Price	\$193,000	\$154,531	24.9%	\$191,500	\$154,331	24.1%
<b>Condo (Apt)</b>						
Units Listed	50	18	177.8%	93	56	66.1%
Units Sold	20	25	-20.0%	47	48	-2.1%
Sales Dollars	\$3,034,700	\$3,010,340	0.8%	\$6,904,400	\$6,097,540	13.2%
List/Sell \$ Ratio	97.48%	96.49%		97.93%	96.45%	
Days to Sell	37	58	-36.2%	46	63	-27.0%
Active Inventory	73	49	49.0%			
Average Price	\$151,735	\$120,414	26.0%	\$146,902	\$127,032	15.6%
Median Price	\$134,500	\$103,000	30.6%	\$125,000	\$108,500	15.2%

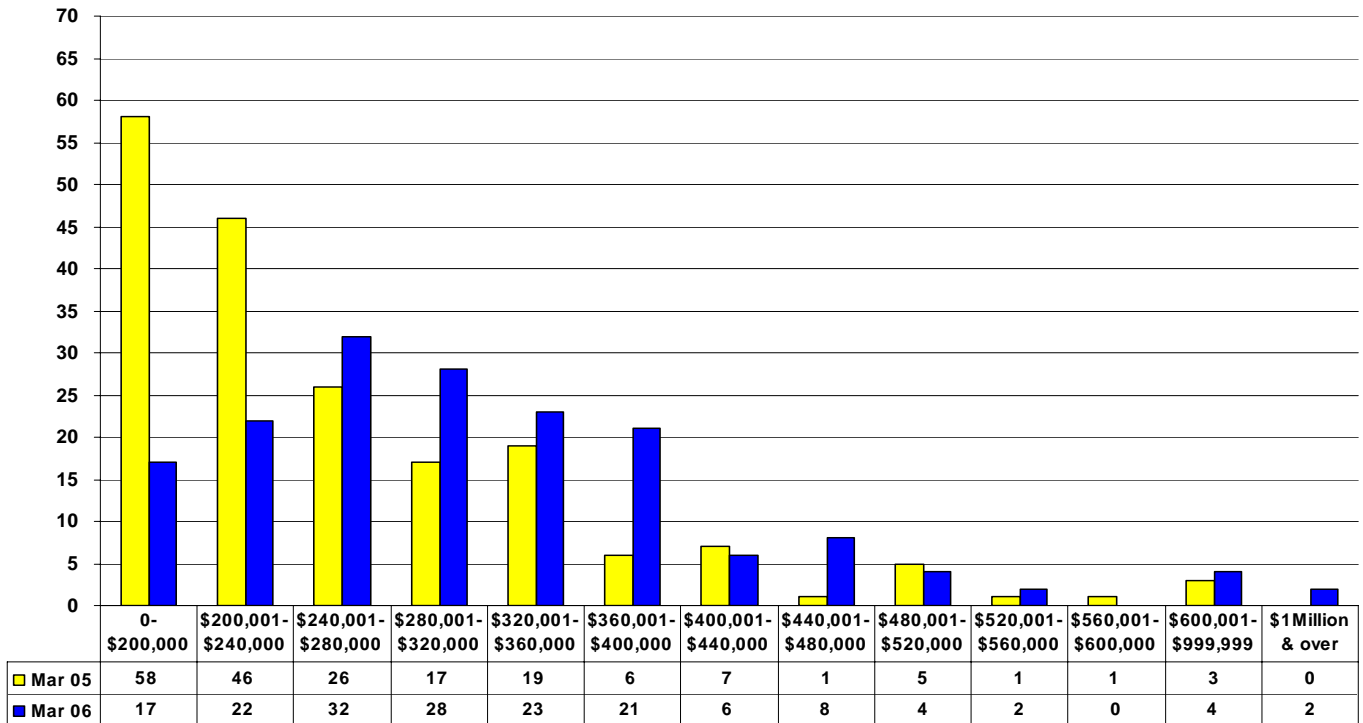
	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Duplex</b>						
Units Listed	6	13	-53.8%	10	28	-64.3%
Units Sold	<b>3</b>	<b>11</b>	<b>-72.7%</b>	<b>13</b>	<b>20</b>	<b>-35.0%</b>
Sales Dollars	<b>\$816,000</b>	<b>\$1,926,000</b>	<b>-57.6%</b>	<b>\$2,492,900</b>	<b>\$3,286,647</b>	<b>-24.2%</b>
List/Sell \$ Ratio	99.22%	97.49%		92.22%	97.12%	
Days to Sell	54	42	28.6%	87	53	64.2%
Active Inventory	15	12	25.0%			
Average Price	\$272,000	\$175,091	55.3%	\$191,762	\$164,332	16.7%
Median Price	\$232,000	\$166,000	39.8%	\$196,000	\$158,750	23.5%
<b>Farms</b>						
Units Listed	4	6	-33.3%	13	13	0.0%
Units Sold	<b>1</b>	<b>2</b>	<b>-100.0%</b>	<b>5</b>	<b>3</b>	<b>66.7%</b>
Sales Dollars	<b>\$605,000</b>	<b>\$1,905,000</b>	<b>-68.2%</b>	<b>\$4,037,900</b>	<b>\$2,182,100</b>	<b>85.0%</b>
List/Sell \$ Ratio	89.64%	97.14%		95.20%	96.07%	
Days to Sell	227	653	-65.2%	176	458	-61.6%
Active Inventory	29	33	-12.1%			
Average Price	\$605,000	\$952,500	-36.5%	\$807,580	\$727,367	11.0%
Median Price	\$605,000	\$952,500	-36.5%	\$605,000	\$330,000	83.3%
<b>IC&amp;I</b>						
Units Listed	10	5	100.0%	19	18	5.6%
Units Sold	<b>2</b>	<b>3</b>	<b>-33.3%</b>	<b>8</b>	<b>9</b>	<b>-11.1%</b>
Sales Dollars	<b>\$732,000</b>	<b>\$673,000</b>	<b>8.8%</b>	<b>\$3,439,000</b>	<b>\$2,051,000</b>	<b>67.7%</b>
List/Sell \$ Ratio	93.16%	91.87%		86.06%	93.08%	
Days to Sell	127	201	-36.8%	218	315	-30.8%
Active Inventory	48	47	2.1%			
Average Price	\$0	\$224,333	-100.0%	\$429,875	\$227,889	88.6%
Median Price	\$366,000	\$155,000	136.1%	\$323,500	\$245,000	32.0%
<b>IC&amp;I Land</b>						
Units Listed	3	2	50.0%	13	13	0.0%
Units Sold	<b>1</b>	<b>1</b>	<b>0.0%</b>	<b>2</b>	<b>3</b>	<b>-33.3%</b>
Sales Dollars	<b>\$162,000</b>	<b>\$1,550,000</b>	<b>-89.5%</b>	<b>\$302,000</b>	<b>\$2,369,000</b>	<b>-87.3%</b>
List/Sell \$ Ratio	92.84%	81.79%		87.62%	75.46%	
Days to Sell	2	208	-99.0%	162	331	-51.1%
Active Inventory	28	43	-34.9%			
Average Price	\$162,000	\$1,550,000	-89.5%	\$151,000	\$789,667	-80.9%
Median Price	\$162,000	\$1,150,000	-85.9%	\$151,000	\$775,000	-80.5%
<b>Lots</b>						
Units Listed	19	21	-9.5%	52	115	-54.8%
Units Sold	<b>11</b>	<b>21</b>	<b>-47.6%</b>	<b>34</b>	<b>89</b>	<b>-61.8%</b>
Sales Dollars	<b>\$1,429,375</b>	<b>\$1,448,900</b>	<b>-1.3%</b>	<b>\$4,332,075</b>	<b>\$7,119,079</b>	<b>-39.1%</b>
List/Sell \$ Ratio	95.88%	98.01%		97.42%	98.10%	
Days to Sell	320	123	160.2%	236	118	100.0%
Active Inventory	143	135	5.9%			
Average Price	\$129,943	\$68,995	88.3%	\$127,414	\$79,990	59.3%
Median Price	\$110,000	\$75,000	46.7%	\$116,400	\$77,903	49.4%
<b>Leases</b>						
Units Listed	2	2	0.0%	14	10	40.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>1</b>	<b>1</b>	<b>0.0%</b>
Sales Dollars	<b>\$0</b>	<b>\$0</b>	<b>0.0%</b>	<b>\$7</b>	<b>\$29,900</b>	<b>-100.0%</b>
Days to Sell	0	0	0.0%	291	303	-4.0%
Active Inventory	31	24	29.2%			
Average Price	\$0	\$0	0.0%	\$7	\$29,900	-100.0%
Median Price	\$0	\$0	0.0%	\$7	\$29,000	-100.0%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Lots (Waterfront)</b>						
Units Listed	0	1	-100.0%	1	3	-66.7%
Units Sold	1	0	100.0%	1	0	100.0%
Sales Dollars	\$920,000	\$0	100.0%	\$920,000	\$0	100.0%
List/Sell \$ Ratio	94.94%	0.00%		94.94%	0.00%	
Days to Sell	329	0	100.0%	329	0	100.0%
Active Inventory	25	6	316.7%			
Average Price	\$920,000	\$0	100.0%	\$920,000	\$0	100.0%
Median Price	\$920,000	\$0	100.0%	\$920,000	\$0	100.0%
<b>Multi-Family (5 Units and Up)</b>						
Units Listed	1	4	-75.0%	6	7	-14.3%
Units Sold	2	1	100.0%	4	4	0.0%
Sales Dollars	\$1,245,000	\$498,000	150.0%	\$1,827,500	\$1,177,500	55.2%
List/Sell \$ Ratio	95.83%	96.10%		96.15%	96.10%	
Days to Sell	265	9	2844.4%	226	125	80.8%
Active Inventory	9	7	28.6%			
Average Price	\$622,500	\$498,000	25.0%	\$456,875	\$294,375	55.2%
Median Price	\$622,500	\$498,000	25.0%	\$433,250	\$261,500	65.7%
<b>Multi Family (Triplex/Fourplex)</b>						
Units Listed	1	0	100.0%	6	0	100.0%
Units Sold	2	0	100.0%	7	0	100.0%
Sales Dollars	\$518,000	\$0	100.0%	\$1,291,290	\$0	100.0%
List/Sell \$ Ratio	97.81%	0.00%		95.83%	0.00%	
Days to Sell	86	0	100.0%	95	0	100.0%
Active Inventory	3	0	0.0%			
Average Price	\$259,000	\$0	100.0%	\$184,470	\$0	100.0%
Median Price	\$259,000	\$0	100.0%	\$167,000	\$0	100.0%
<b>Mobile Homes</b>						
Units Listed	22	21	4.8%	62	45	37.8%
Units Sold	14	11	27.3%	39	21	85.7%
Sales Dollars	\$1,211,550	\$617,600	96.2%	\$2,788,550	\$1,018,500	173.8%
List/Sell \$ Ratio	101.74%	94.62%		95.70%	90.97%	
Days to Sell	113	140	-19.3%	79	127	-37.8%
Active Inventory	44	61	-27.9%			
Average Price	\$86,539	\$56,145	54.1%	\$71,501	\$48,500	47.4%
Median Price	\$64,450	\$47,800	34.8%	\$53,000	\$38,000	39.5%
<b>Recreational Property</b>						
Units Listed	5	1	400.0%	15	6	150.0%
Units Sold	0	2	-100.0%	4	4	0.0%
Sales Dollars	\$0	\$293,500	-100.0%	\$1,396,500	\$556,500	150.9%
List/Sell \$ Ratio	0.00%	98.07%		96.05%	96.93%	
Days to Sell	0	95	-100.0%	19	145	-86.9%
Active Inventory	18	3	500.0%			
Average Price	\$0	\$146,750	-100.0%	\$349,125	\$139,125	150.9%
Median Price	\$0	\$146,750	-100.0%	\$370,000	\$131,500	181.4%
<b>Residential</b>						
Units Listed	170	190	-10.5%	434	427	1.6%
Units Sold	118	125	-5.6%	296	269	10.0%
Sales Dollars	\$33,559,593	\$29,264,117	14.7%	\$83,796,827	\$58,880,868	42.3%
List/Sell \$ Ratio	97.08%	97.94%		97.79%	97.40%	
Days to Sell	60	76	-21.1%	61	70	-12.9%
Active Inventory	337	296	13.9%			
Average Price	\$284,403	\$215,000	32.3%	\$230,000	\$183,000	25.7%
Median Price	\$265,500	\$217,900	21.8%	\$264,000	\$200,000	32.0%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Residential (Waterfront)</b>						
Units Listed	7	5	40.0%	12	9	33.3%
Units Sold	<b>2</b>	<b>3</b>	<b>-100.0%</b>	<b>3</b>	<b>5</b>	<b>-40.0%</b>
Sales Dollars	<b>\$1,728,000</b>	<b>\$2,295,000</b>	<b>-100.0%</b>	<b>\$2,703,000</b>	<b>\$3,128,000</b>	<b>-13.6%</b>
List/Sell \$ Ratio	98.94%	0.00%		96.91%	95.06%	
Days to Sell	27	122	-100.0%	21	143	-85.3%
Active Inventory	18	14	28.6%			
Average Price	\$0	\$765,000	-100.0%	\$0	\$625,600	-100.0%
Median Price	\$864,000	\$765,000	-100.0%	\$975,000	\$650,000	50.0%
<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>2</b>	<b>-100.0%</b>
Sales Dollars	<b>\$0</b>	<b>\$0</b>	<b>0.0%</b>	<b>\$0</b>	<b>\$191,750</b>	<b>-100.0%</b>
List/Sell Ratio	0.00%	0.00%		0.00%	95.86%	
Days to Sell	0	0	0.0%	0	64	-100.0%
Active Inventory	0	1	-100.0%			
Average Price	\$0	\$0	0.0%	\$0	\$95,875	-100.0%
Median Price	\$0	\$0	0.0%	\$0	\$95,875	-100.0%
<b>NORTH OKANAGAN - TOTALS</b>						
Units Listed	399	396	0.8%	1009	1032	-2.2%
Units Sold	<b>229</b>	<b>293</b>	<b>-21.8%</b>	<b>589</b>	<b>655</b>	<b>-10.1%</b>
Sales Dollars	<b>\$61,321,068</b>	<b>\$62,138,800</b>	<b>-1.3%</b>	<b>\$154,187,799</b>	<b>\$126,220,847</b>	<b>22.2%</b>
List/Sell Ratio	95.62%	96.17%		93.52%	94.53%	
Days to Sell	138	155	-11.0%	149	162	-8.1%
Active Inventory	1139	1077	5.8%			

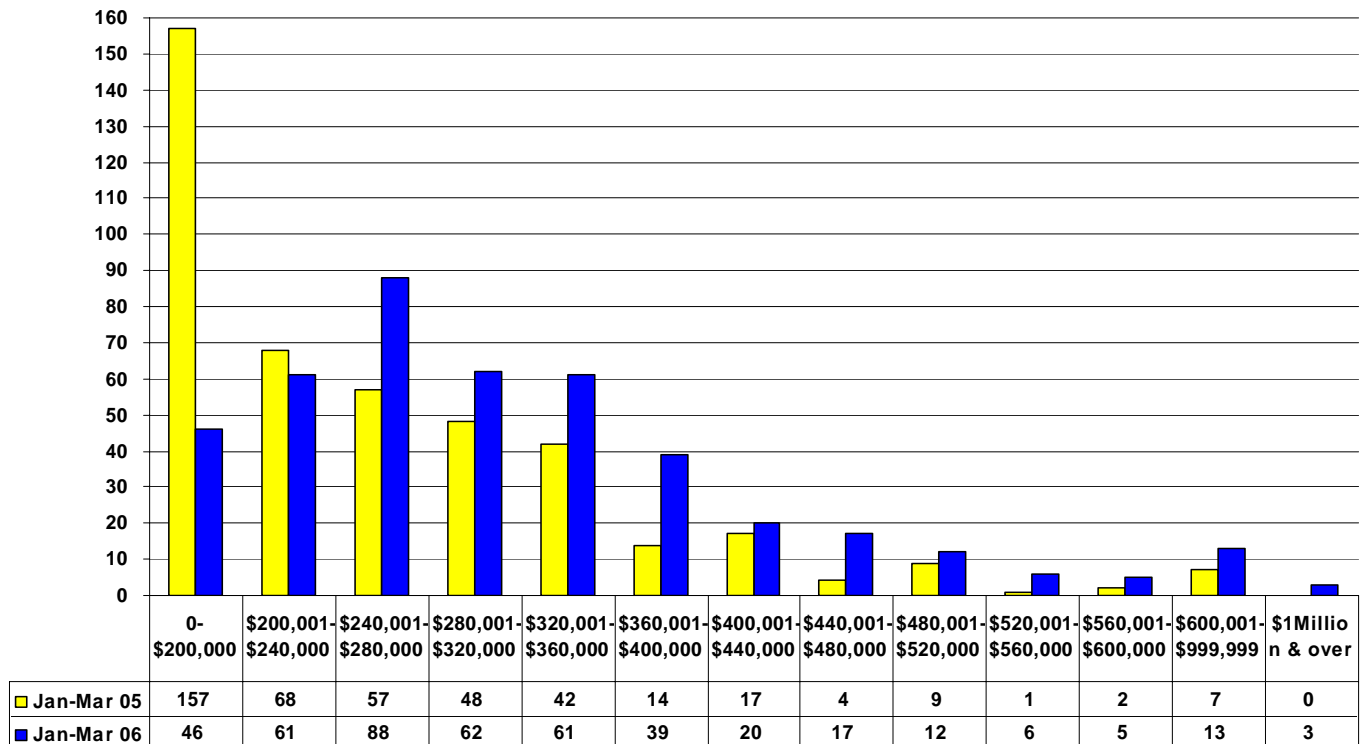
**North Zone - Single Family Residential March 2006**  
**Monthly Listings By Price Range - Single Family Dwellings Only**

■ Mar 05 ■ Mar 06



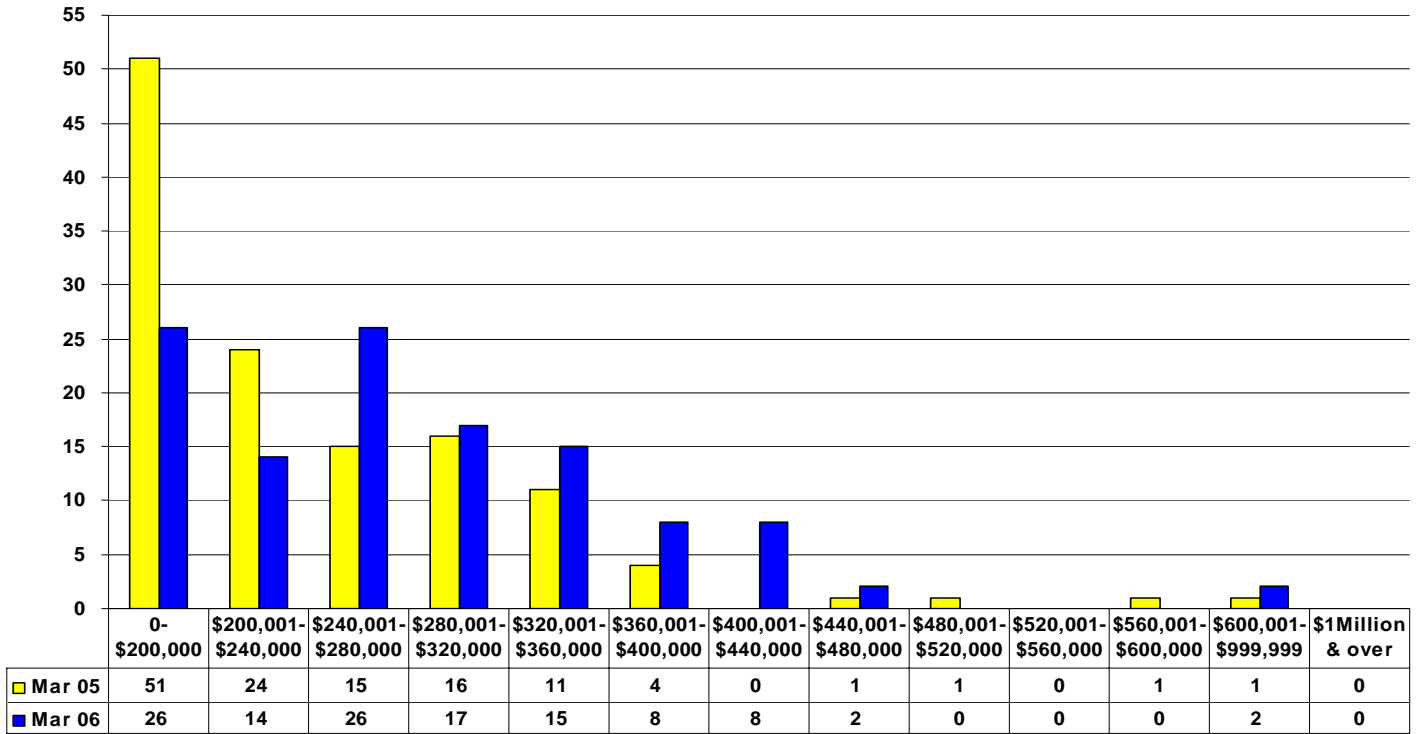
**North Zone - Single Family Residential 2005 vs 2006**  
**Listings Taken By Price Range - Single Family Dwellings Only**

■ Jan-Mar 05 ■ Jan-Mar 06

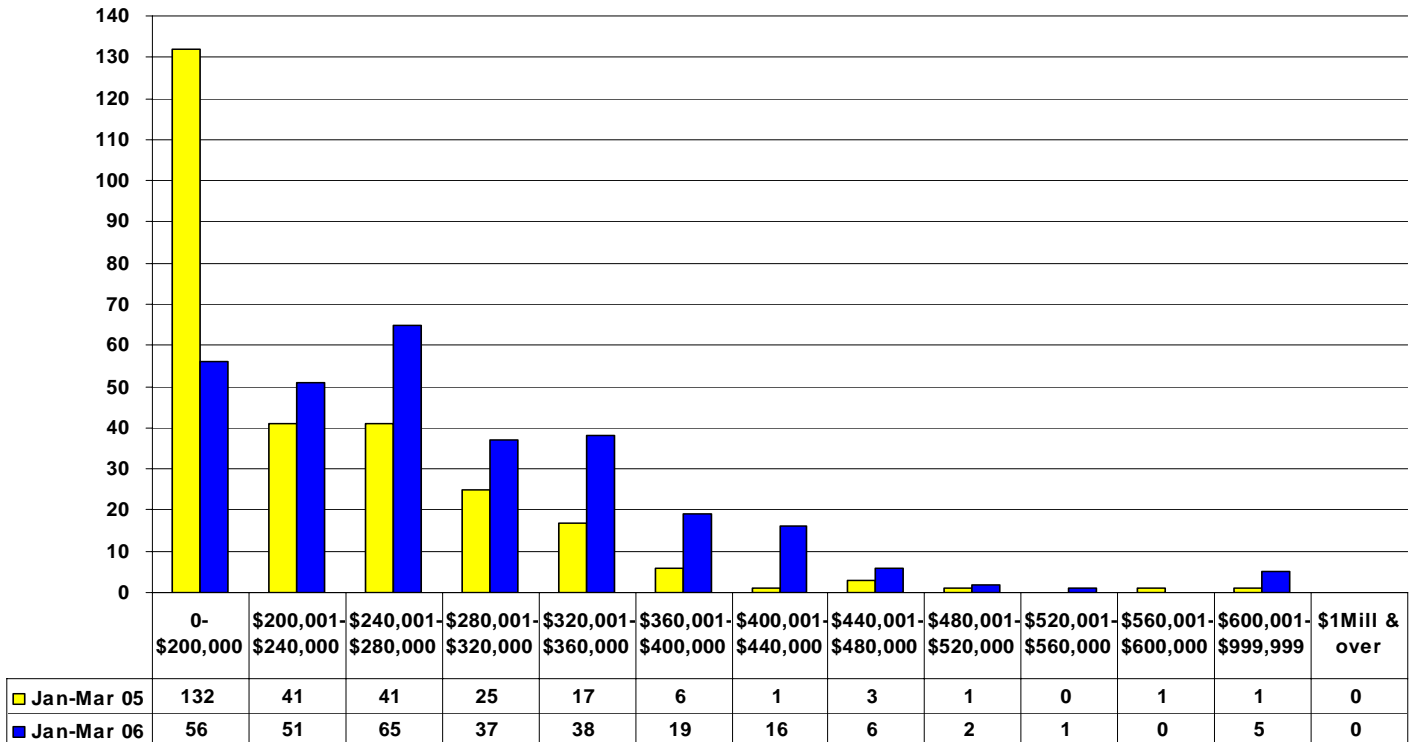


**North Zone - Single Family Residential March 2006**  
**Monthly Sales by Price Range - Single Family Dwellings Only**

■ Mar 05    ■ Mar 06

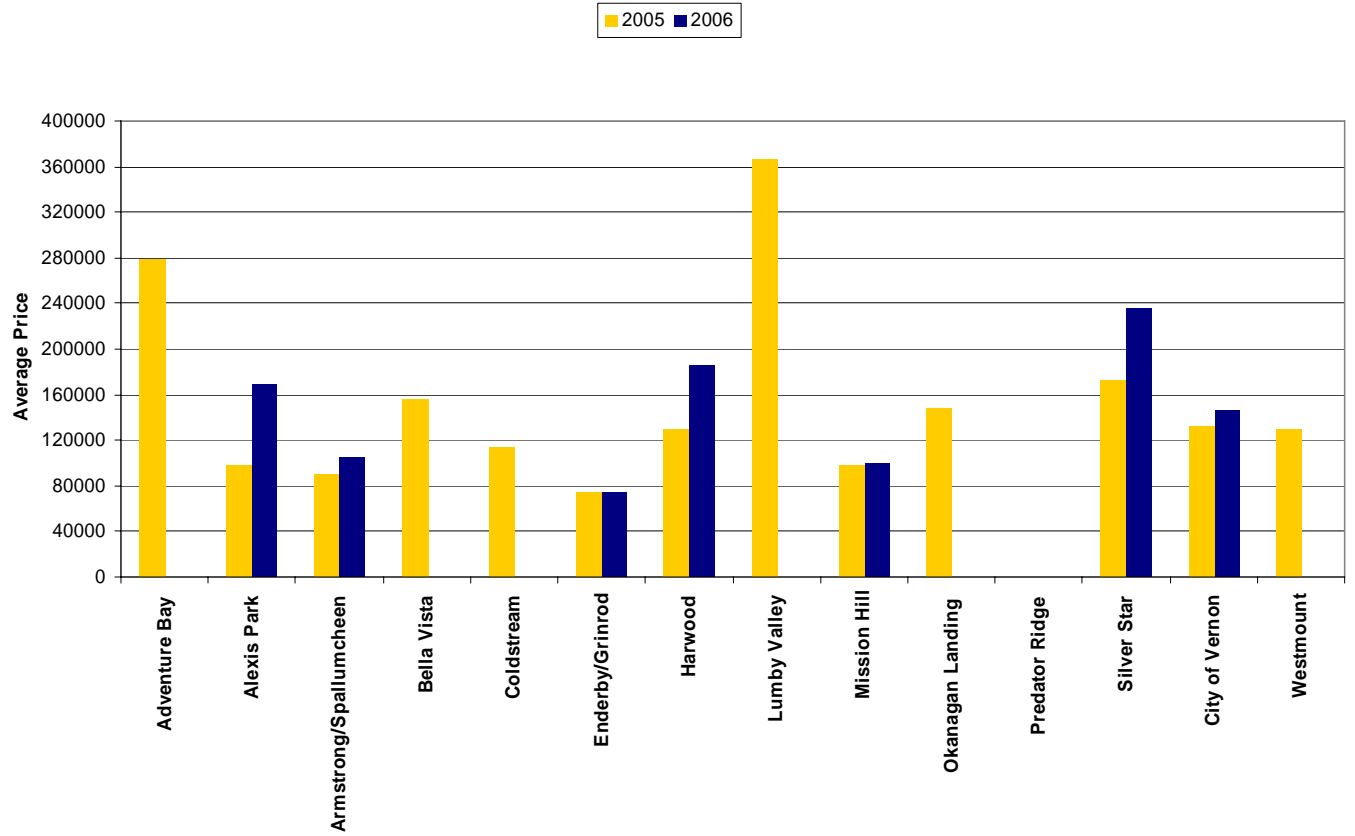


**North Zone - Single Family Residential 2005 vs 2006**  
**Number of Solds by Price Range - Single Family Dwellings Only**

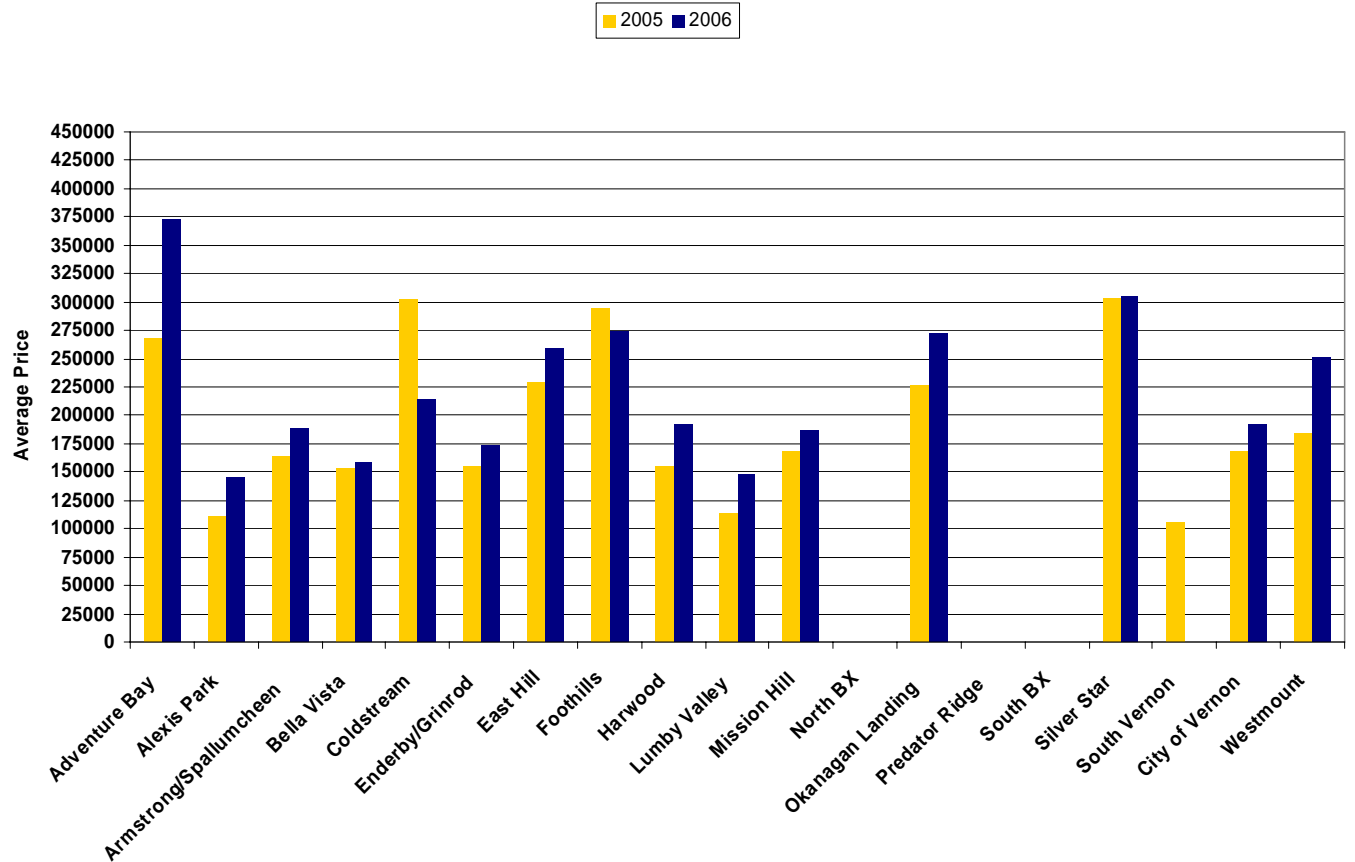




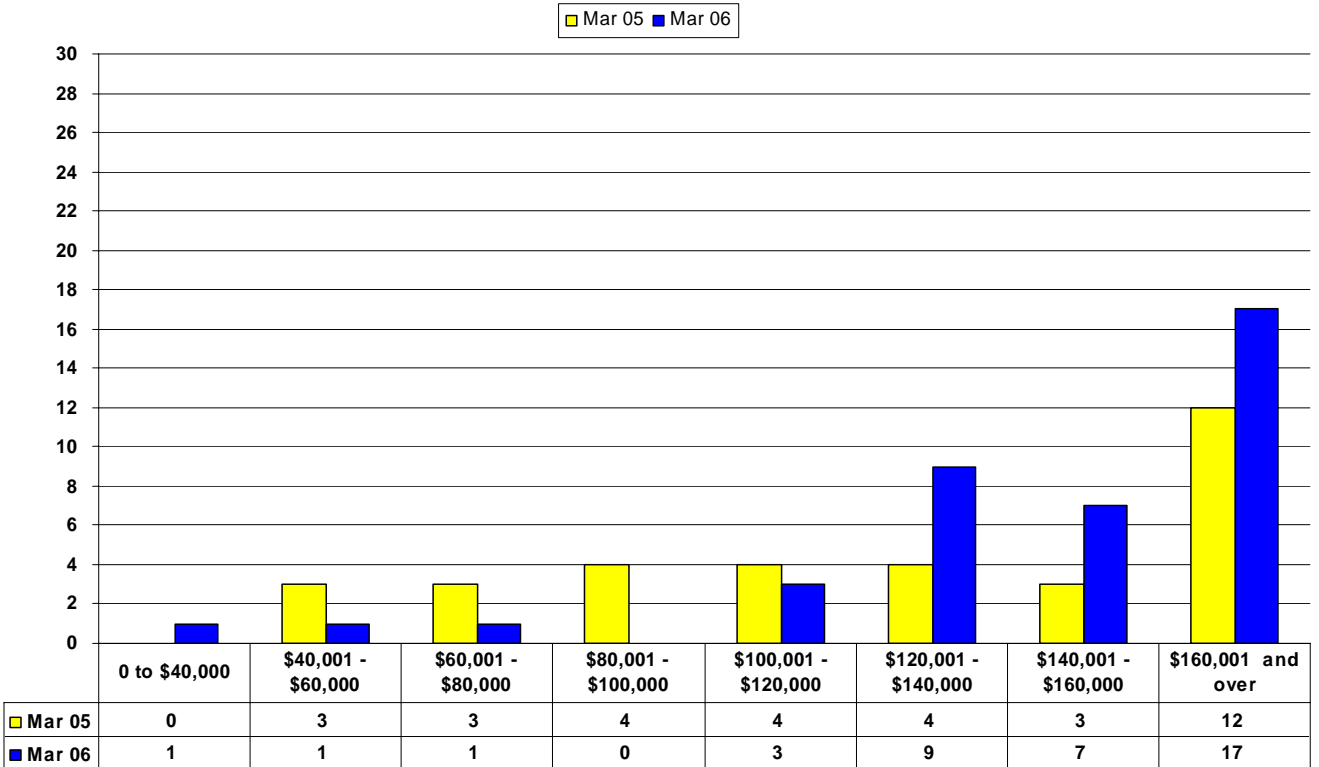
North Zone Condo Sub Area Average Price - 2005 vs 2006



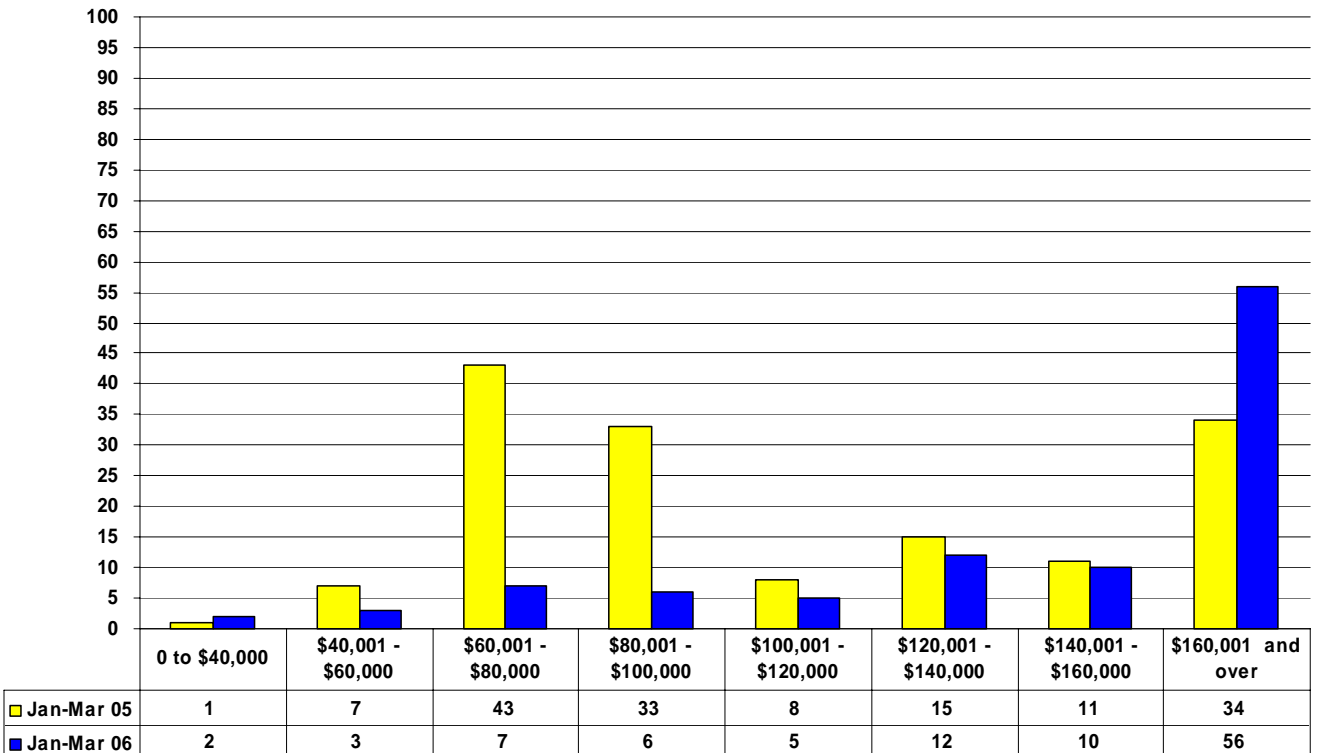
North Zone Townhouse Sub Area Average Price - 2006 vs 2005



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



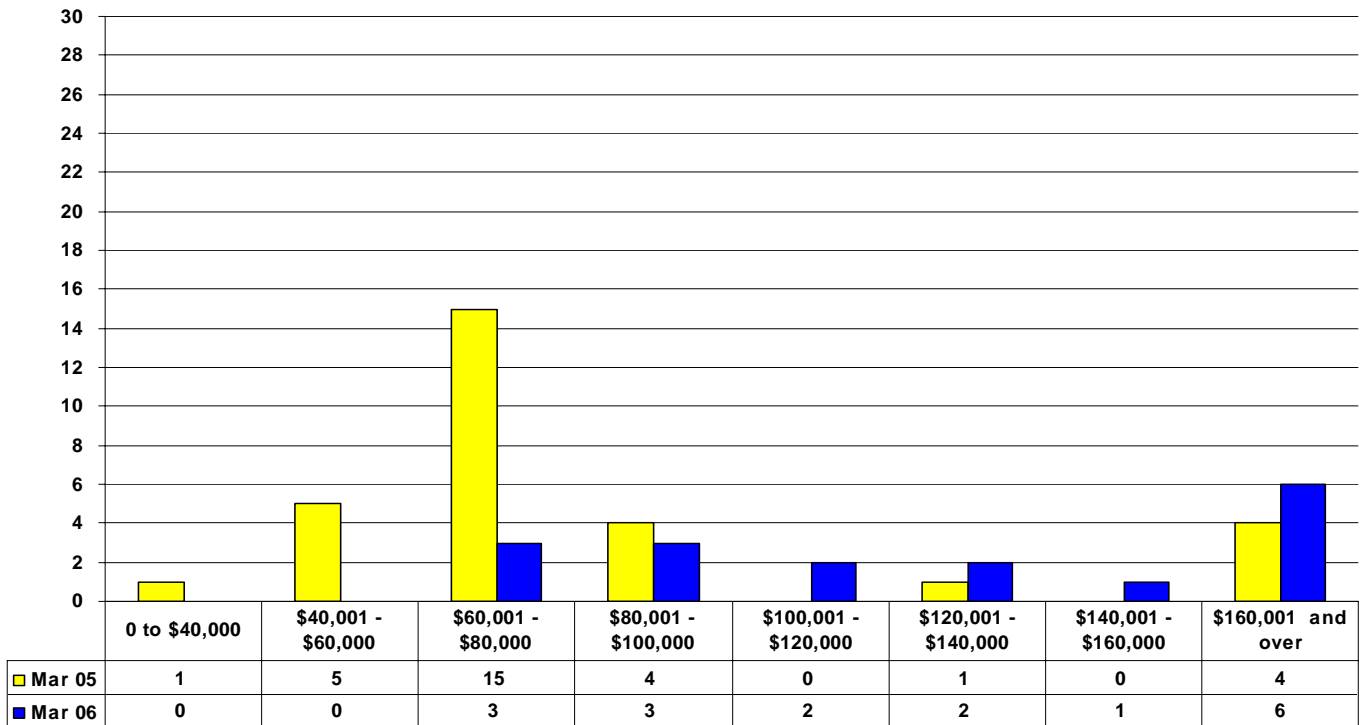
**North Zone - Lots 2005 vs 2006**  
**Listings Taken By Price Range - Lots, Lots Waterfront, Acreage and Acreage Waterfront**



### North Zone - March 2006

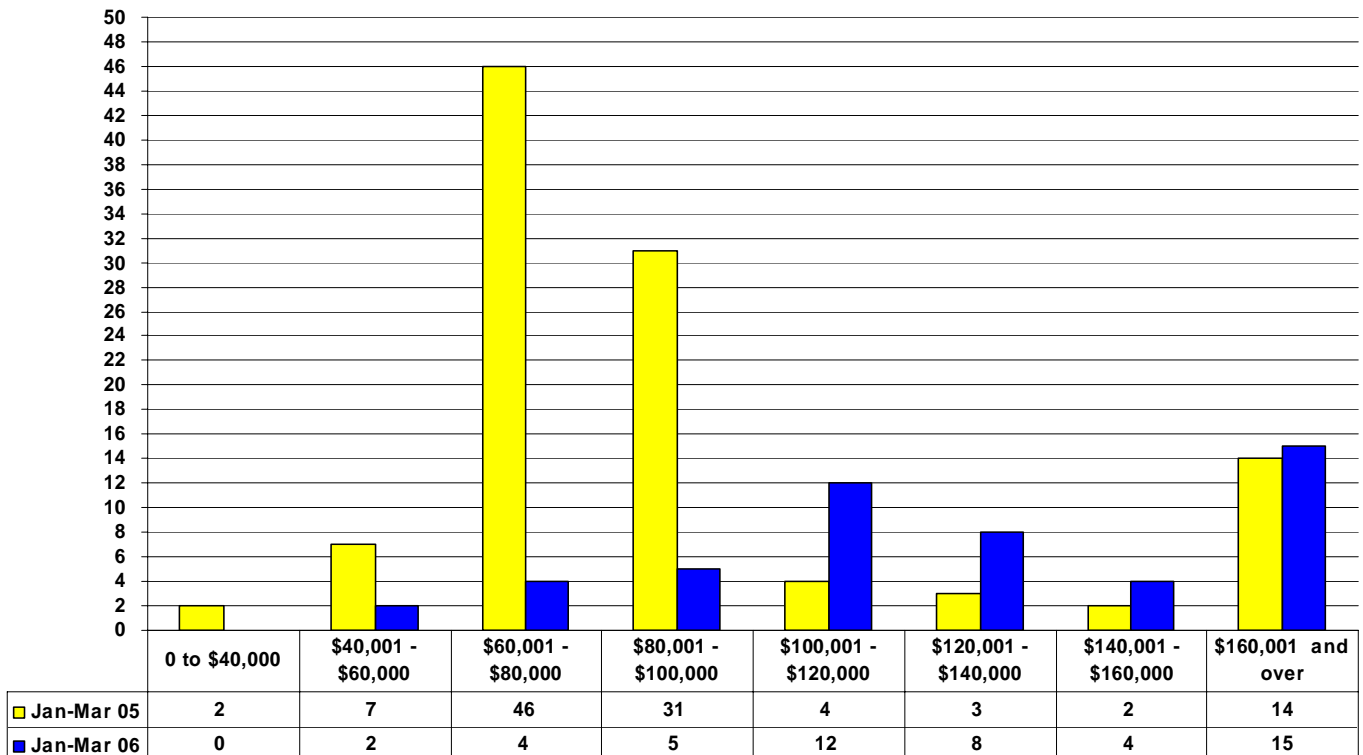
Monthly Sales By Price Range - Lots, Lots Waterfront, Acreage and Acreage Waterfront

■ Mar 05 ■ Mar 06

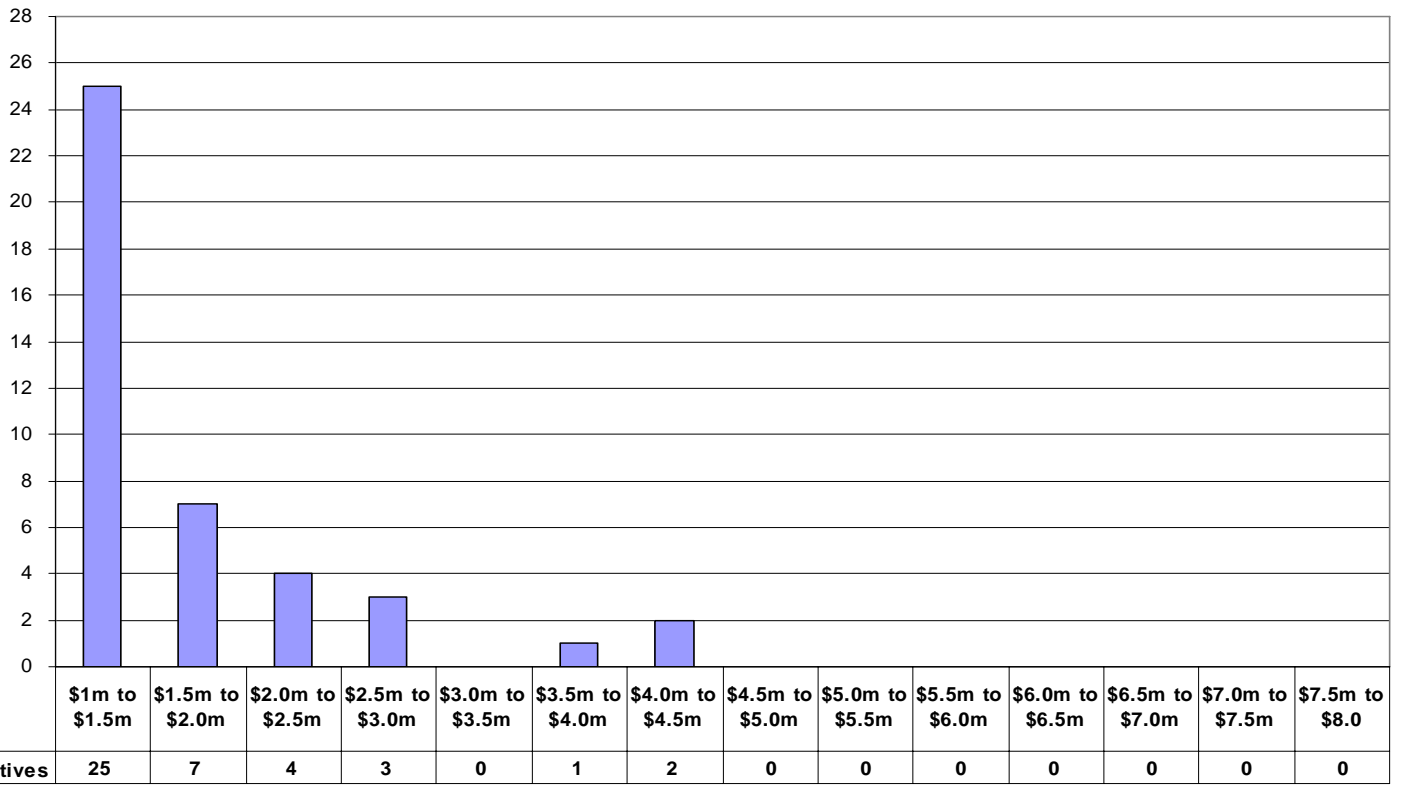


### North Zone - Lots 2005 vs 2006

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



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



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

