

NORTH ZONE MONTHLY STATISTICS

FOR

April 1st - 30th, 2005

April Statistics Run MAY 5, 2005 7:30 am

NORTH OKANAGAN ZONE

STAT - O - GRAM

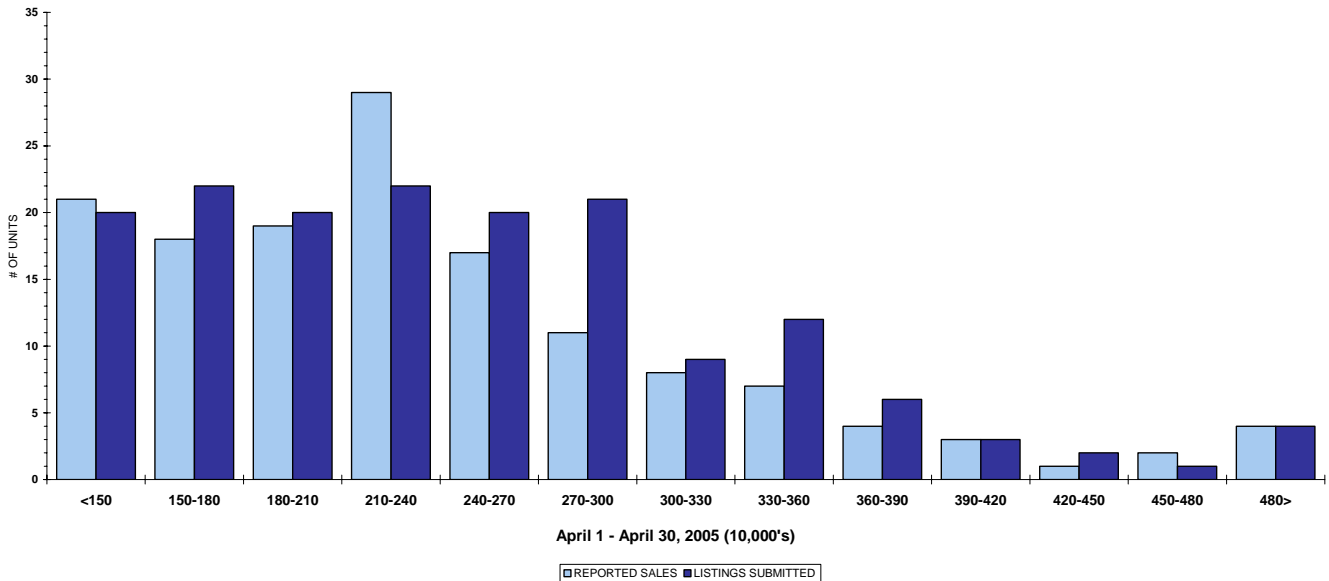
April 2005

QUICK SUMMARY

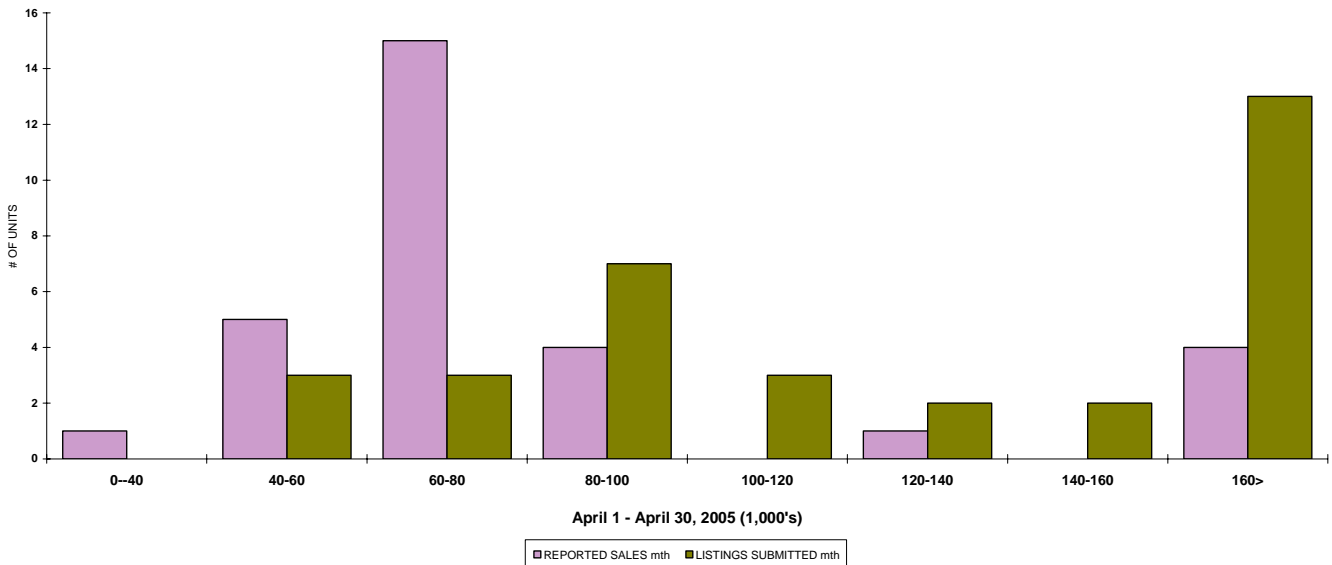
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	<u># of Units</u>	<u>\$ Value</u>	<u># of Units</u>	<u>\$ Value</u>	<u>Listings Taken</u>	<u>Inventory</u>
April 2005	297	\$67,511,368	145	\$35,461,200	391	1,046
March 2005	293	\$64,093,300	124	\$29,187,617	395	1,077
April 2004	311	\$60,169,782	138	\$28,564,400	433	1,356

The Central Zone has **262** Members. The average number of listings-per-licensee is 3.9

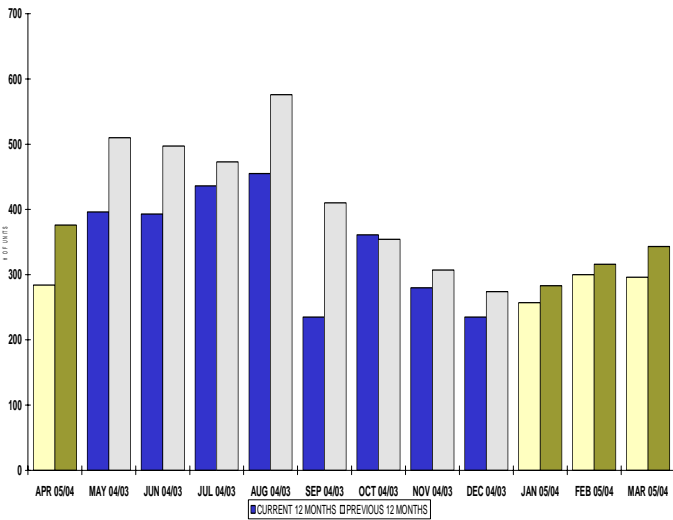
RESIDENTIAL LISTING & SALES ACTIVITY
NORTH OKANAGAN DIVISION (BY PRICE CATEGORY)



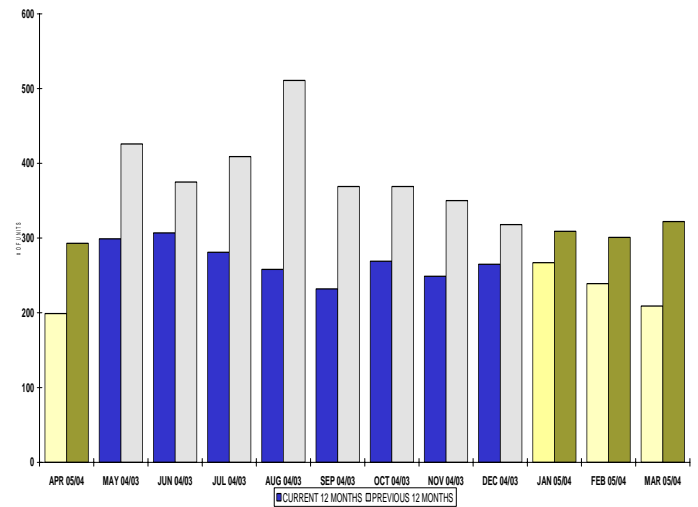
LOT LISTING & SALES ACTIVITY
NORTH OKANAGAN DIV. (BY PRICE CATEGORY)



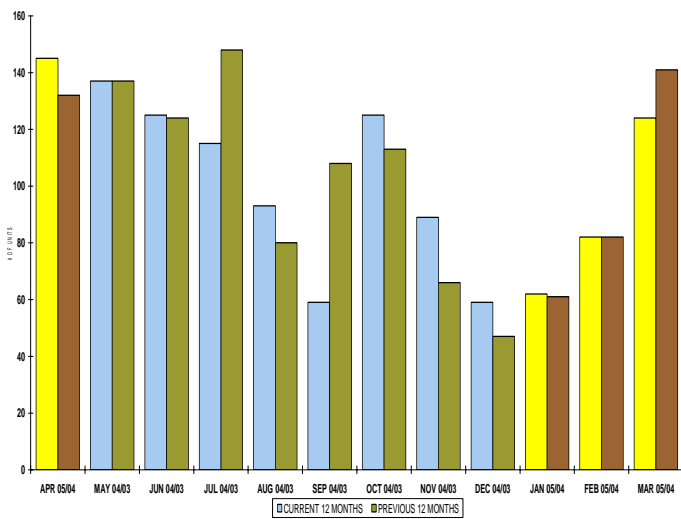
INVENTORY OF ACTIVE LISTINGS
RESIDENTIAL - NORTH OKANAGAN DIVISION



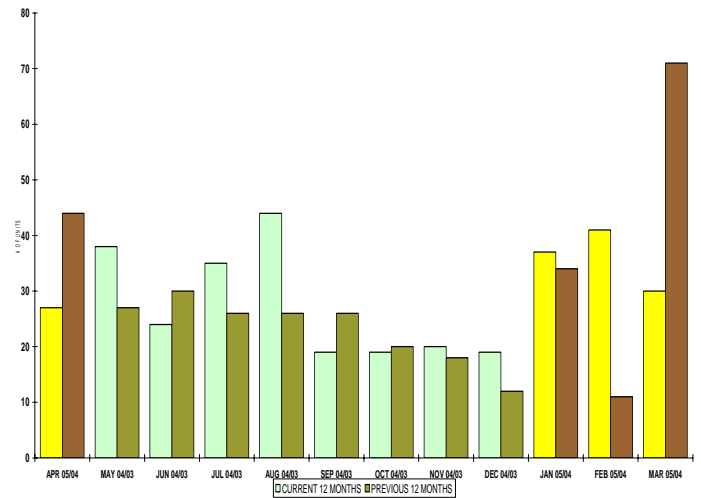
INVENTORY OF ACTIVE LISTINGS
LOTS - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD
RESIDENTIAL - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD
LOTS - NORTH OKANAGAN DIVISION



NORTH OKANAGAN ZONE

April 2005

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	11	22	64	17.19%	445
ACREAGE/HOUSE	26	47	162	16.05%	91
CONDO/APT	16	22	43	37.21%	66
CONDO/TWNHSE	42	38	50	84.00%	81
LOTS	16	21	135	11.85%	110
RESIDENTIAL	145	166	284	51.06%	52

AVERAGE HOUSE PRICE \$244,560

MEDIAN HOUSE PRICE \$223,500

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	909	938	-3.1%	3124	2882	8.4%
Units Sold	596	533	11.8%	1958	1818	7.7%
Sales Dollars	\$166,477,927	\$135,351,446	23.0%	\$526,179,960	\$449,040,758	17.2%
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	2268	2298	-1.3%			

ZONE NO TOTALS

Units Listed	397	433	-8.3%	1420	1372	3.5%
Units Sold	298	311	-4.2%	963	924	4.2%
Sales Dollars	\$67,807,818	\$60,169,782	12.7%	\$197,663,716	\$165,718,674	19.3%
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	1046	1356	-22.9%			

ZONE SH TOTALS

Units Listed	254	223	13.9%	694	715	-2.9%
Units Sold	132	134	-1.5%	382	390	-2.1%
Sales Dollars	\$24,588,425	\$23,924,254	2.8%	\$64,745,715	\$61,941,157	4.5%
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	831	1146	-27.5%			

ZONE OB TOTALS

Units Listed	14	13	7.7%	62	49	26.5%
Units Sold	6	7	100.0%	18	13	38.5%
Sales Dollars	\$2,746,500	\$1,399,500	100.0%	\$6,357,000	\$2,500,500	154.2%
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	112	121	-7.4%			

GRAND TOTALS

Units Listed	1574	1607	-2.1%	5300	5018	5.6%
Units Sold	1032	985	4.8%	3321	3145	5.6%
Sales Dollars	\$261,620,670	\$220,844,982	18.5%	\$794,946,391	\$679,201,089	17.0%
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	4257	4921	-13.5%			

LICENSEES

	TOTAL NUMBER OF LICENSEES April 30/05	TOTAL NUMBER OF LICENSEES April 30/04	CHANGE BY NUMBER	CHANGE BY %
ALL DIVISIONS	925	835	90	10.78%
CENTRAL OK DIV.	574	527	47	8.92%
NORTH OK DIV.	262	235	27	11.49%
SHUSWAP DIV.	89	73	16	21.92%

CURRENT MEMBERSHIP

AGENT LICENSEES	84
SALESPERSONS	769
PROPERTY MANAGEMENT	8
9:15 LICENCEE MEMBER	61
EXEMPTION MEMBER	3
TOTALS	925

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	22	11	100.0%	51	48	6.3%
Units Sold	11	11	0.0%	28	24	16.7%
Sales Dollars	\$5,678,500	\$2,335,500	143.1%	\$9,211,858	\$4,163,500	121.3%
List/Sell \$ Ratio	99.18%	92.11%		96.22%	92.69%	
Days to Sell	445	252	76.6%	314	260	20.8%
Active Inventory	64	99	-35.4%			
Average Price	\$516,227	\$212,318	143.1%	\$328,995	\$173,479	89.6%
Median Price	\$185,000	\$138,000	34.1%	\$163,552	\$123,750	32.2%
Acreage with House						
Units Listed	47	50	-6.0%	168	142	18.3%
Units Sold	26	32	-18.8%	65	87	-25.3%
Sales Dollars	\$8,595,300	\$9,525,500	-9.8%	\$23,209,400	\$24,762,125	-6.3%
List/Sell \$ Ratio	95.48%	94.60%		94.78%	95.66%	
Days to Sell	91	160	-43.1%	113	132	-14.4%
Active Inventory	162	164	-1.2%	139	270	
Average Price	\$330,588	\$297,672	11.1%	\$357,068	\$284,622	25.5%
Median Price	\$322,500	\$255,000	26.5%	\$325,000	\$260,000	25.0%
Acreage (Waterfront)						
Units Listed	3	0	100.0%	6	1	500.0%
Units Sold	1	0	100.0%	2	0	100.0%
Sales Dollars	\$113,500	\$0	100.0%	\$608,500	\$0	100.0%
List/Sell \$ Ratio	90.80%	0.00%		90.40%	0.00%	
Days to Sell	33	0	100.0%	48	0	100.0%
Active Inventory	8	3	166.7%			
Average Price	\$113,500	\$0	100.0%	\$304,250	\$0	100.0%
Median Price	\$113,500	\$0	100.0%	\$495,000	\$0	100.0%
Business						
Units Listed	8	19	-57.9%	41	40	2.5%
Units Sold	2	1	100.0%	6	7	-14.3%
Sales Dollars	\$786,000	\$460,000	70.9%	\$1,095,400	\$1,313,080	-16.6%
List/Sell \$ Ratio	72.06%	94.06%		82.22%	88.64%	
Days to Sell	415	343	21.0%	197	379	-48.0%
Active Inventory	66	70	-5.7%			
Average Price	\$393,000	\$460,000	-14.6%	\$182,567	\$187,583	-2.7%
Median Price	\$393,000	\$460,000	-14.6%	\$62,950	\$192,700	-67.3%
Condo (Townhouse)						
Units Listed	38	47	-19.1%	133	139	-4.3%
Units Sold	42	35	20.0%	157	112	40.2%
Sales Dollars	\$7,521,893	\$4,729,554	59.0%	\$27,538,498	\$14,221,786	93.6%
List/Sell \$ Ratio	100.24%	98.07%		99.51%	97.77%	
Days to Sell	81	70	15.7%	92	70	31.4%
Active Inventory	50	86	-41.9%			
Average Price	\$179,093	\$135,130	32.5%	\$175,404	\$126,980	38.1%
Median Price	\$173,968	\$112,000	55.3%	\$158,994	\$114,500	38.9%
Condo (Apt)						
Units Listed	22	21	4.8%	78	70	11.4%
Units Sold	16	24	-33.3%	64	69	-7.2%
Sales Dollars	\$1,753,200	\$2,371,200	-26.1%	\$7,850,740	\$7,253,062	8.2%
List/Sell \$ Ratio	97.26%	96.91%		96.51%	96.55%	
Days to Sell	66	109	-39.4%	64	94	-31.9%
Active Inventory	43	43	0.0%			
Average Price	\$109,575	\$98,800	10.9%	\$122,668	\$105,117	16.7%
Median Price	\$91,250	\$105,750	-13.7%	\$103,500	\$97,000	6.7%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	15	11	36.4%	43	43	0.0%
Units Sold	7	10	-30.0%	27	29	-6.9%
Sales Dollars	\$1,084,000	\$1,680,328	-35.5%	\$4,370,647	\$4,294,378	1.8%
List/Sell \$ Ratio	95.49%	97.72%		96.66%	96.15%	
Days to Sell	45	57	-21.1%	51	108	-52.8%
Active Inventory	23	35	-34.3%			
Average Price	\$154,857	\$168,033	-7.8%	\$161,876	\$148,082	9.3%
Median Price	\$138,900	\$147,150	-5.6%	\$158,347	\$128,300	23.4%
Farms						
Units Listed	7	5	40.0%	20	16	25.0%
Units Sold	1	4	-75.0%	4	6	-33.3%
Sales Dollars	\$411,000	\$2,687,500	-84.7%	\$2,593,100	\$3,962,725	-34.6%
List/Sell \$ Ratio	83.19%	90.30%		91.44%	91.69%	
Days to Sell	234	680	-65.6%	402	494	-18.6%
Active Inventory	32	25	28.0%	26	30	
Average Price	\$411,000	\$671,875	-38.8%	\$648,275	\$660,454	-1.8%
Median Price	\$411,000	\$681,250	-39.7%	\$370,500	\$637,613	-41.9%
IC&I						
Units Listed	11	4	175.0%	29	26	11.5%
Units Sold	7	2	250.0%	16	11	45.5%
Sales Dollars	\$2,025,000	\$1,805,500	12.2%	\$4,076,000	\$3,288,908	23.9%
List/Sell \$ Ratio	88.67%	82.51%		91.44%	87.37%	
Days to Sell	159	289	-45.0%	247	166	48.8%
Active Inventory	43	67	-35.8%			
Average Price	\$289,286	\$902,750	-68.0%	\$254,750	\$298,992	-14.8%
Median Price	\$350,000	\$902,750	-61.2%	\$273,750	\$166,000	64.9%
IC&I Land						
Units Listed	2	10	-80.0%	15	17	-11.8%
Units Sold	2	2	0.0%	5	11	-54.5%
Sales Dollars	\$435,000	\$224,000	94.2%	\$2,804,000	\$6,622,300	-57.7%
List/Sell \$ Ratio	89.31%	92.81%		80.99%	93.83%	
Days to Sell	154	227	-32.2%	261	192	35.9%
Active Inventory	36	45	-20.0%			
Average Price	\$217,500	\$112,000	94.2%	\$560,800	\$602,027	-6.8%
Median Price	\$217,500	\$112,000	94.2%	\$262,500	\$78,000	236.5%
Lots						
Units Listed	17	20	-15.0%	134	111	20.7%
Units Sold	15	35	-57.1%	106	98	8.2%
Sales Dollars	\$1,670,400	\$2,355,800	-29.1%	\$9,528,480	\$7,494,500	27.1%
List/Sell \$ Ratio	99.18%	97.57%		99.88%	98.19%	
Days to Sell	186	260	-28.5%	131	276	-52.5%
Active Inventory	123	184	-33.2%			
Average Price	\$111,360	\$67,309	65.4%	\$89,891	\$76,474	17.5%
Median Price	\$85,500	\$65,000	31.5%	\$75,250	\$77,250	-2.6%
Leases						
Units Listed	5	8	-37.5%	15	26	-42.3%
Units Sold	2	0	100.0%	3	3	0.0%
Sales Dollars	\$349,875	\$0	100.0%	\$379,775	\$59,700	536.1%
Days to Sell	207	0	100.0%	239	365	-34.5%
Active Inventory	24	46	-47.8%			
Average Price	\$174,938	\$0	100.0%	\$126,592	\$19,900	536.1%
Median Price	\$174,938	\$0	100.0%	\$49,875	\$15,300	226.0%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots (Waterfront)						
Units Listed	1	7	-85.7%	4	8	-50.0%
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	4	7	-42.9%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Multi-Family						
Units Listed	2	1	100.0%	9	9	0.0%
Units Sold	2	5	-60.0%	6	9	-33.3%
Sales Dollars	\$599,000	\$1,463,500	-59.1%	\$1,776,500	\$2,432,599	-27.0%
List/Sell \$ Ratio	97.55%	95.30%		96.02%	96.32%	
Days to Sell	184	208	-11.5%	145	145	0.0%
Active Inventory	5	13	-61.5%	10	25	
Average Price	\$299,500	\$292,700	2.3%	\$296,083	\$270,289	9.5%
Median Price	\$299,500	\$319,000	-6.1%	\$261,500	\$224,999	16.2%
Mobile Homes						
Units Listed	20	22	-9.1%	66	70	-5.7%
Units Sold	19	10	90.0%	40	30	33.3%
Sales Dollars	\$1,323,950	\$857,000	54.5%	\$2,342,450	\$1,549,850	51.1%
List/Sell \$ Ratio	91.59%	89.48%		90.37%	90.65%	
Days to Sell	95	80	18.8%	112	148	-24.3%
Active Inventory	57	74	-23.0%			
Average Price	\$69,682	\$85,700	-18.7%	\$58,561	\$51,662	13.4%
Median Price	\$42,000	\$63,000	-33.3%	\$40,575	\$41,050	-1.2%
Recreational Property						
Units Listed	5	4	-100.0%	8	7	14.3%
Units Sold	0	0	0.0%	1	1	0.0%
Sales Dollars	\$0	\$0	0.0%	\$117,000	\$200,000	-41.5%
List/Sell \$ Ratio	0.00%	0.00%		80.68%	100.00%	
Days to Sell	0	0	100.0%	259	254	2.0%
Active Inventory	7	8	0.0%			
Average Price	\$0	\$0	0.0%	\$117,000	\$200,000	-41.5%
Median Price	\$0	\$0	0.0%	\$117,000	\$200,000	-41.5%
Residential						
Units Listed	166	185	-10.3%	586	584	0.3%
Units Sold	145	138	5.1%	427	419	1.9%
Sales Dollars	\$35,461,200	\$28,564,400	24.1%	\$96,923,368	\$79,954,161	21.2%
List/Sell \$ Ratio	96.52%	97.30%		96.59%	96.90%	
Days to Sell	52	57	-8.8%	63	63	0.0%
Active Inventory	284	376	-24.5%			
Average Price	\$244,560	\$206,988	18.2%	\$226,987	\$190,821	19.0%
Median Price	\$223,500	\$187,000	19.5%	\$214,000	\$175,000	22.3%
Residential (Waterfront)						
Units Listed	6	5	20.0%	14	12	16.7%
Units Sold	0	2	-100.0%	5	8	-37.5%
Sales Dollars	\$0	\$1,110,000	-100.0%	\$3,128,000	\$4,146,000	-24.6%
List/Sell \$ Ratio	0.00%	97.04%		91.26%	96.27%	
Days to Sell	0	66	-100.0%	143	112	27.7%
Active Inventory	15	11	36.4%			
Average Price	\$0	\$555,000	-100.0%	\$625,600	\$518,250	20.7%
Median Price	\$0	\$588,500	-100.0%	\$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	3	-100.0%	0	3	-100.0%
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	0	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	397	433	-8.3%	1420	1372	3.5%
Units Sold	298	311	-4.2%	963	924	4.2%
Sales Dollars	\$67,807,818	\$60,169,782	12.7%	\$197,663,716	\$165,718,674	19.3%
List/Sell Ratio	94.11%	94.61%		95.84%	94.37%	
Days to Sell	119	159	-25.2%	116	158	-26.6%
Active Inventory	1046	1356	-22.9%			

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 150000	20	75	21	74
150001 to 180000	22	76	18	63
180001 to 210000	20	78	19	60
210001 to 240000	22	79	29	61
240001 to 270000	20	68	17	50
270001 to 300000	21	59	11	30
300001 to 330000	9	35	8	24
330001 to 360000	12	42	7	17
360001 to 390000	6	18	4	10
390001 to 420000	3	16	3	4
420001 to 450000	2	11	1	2
450001 to 480000	1	6	2	3
480001 and over	4	21	4	7
Totals	162	584	144	405

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	3
40001 to 60000	3	9	0	7
60001 to 80000	5	52	5	51
80001 to 100000	7	42	4	35
100001 to 120000	1	6	1	5
120001 to 140000	9	24	3	6
140001 to 160000	3	12	5	7
160001 and over	15	49	8	22
Totals	43	195	27	136