

NORTH ZONE MONTHLY STATISTICS

FOR

April 1 - 30th, 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

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ZONE CO TOTALS						
Units Listed	792	910	-13.0%	3197	3177	0.6%
Units Sold	507	600	-15.5%	1941	1942	-0.1%
Sales Dollars	\$185,284,103	\$167,785,777	10.4%	\$642,985,247	\$519,147,809	23.9%
List/Sell Ratio	94.87%	95.41%		95.25%	94.18%	1.1%
Days to Sell	92	124	-25.9%	118	175	-32.4%
Active Listings	2366	2268	4.3%			
ZONE NO TOTALS						
Units Listed	407	403	1.0%	1417	1435	-1.3%
Units Sold	261	302	-13.6%	852	957	-11.0%
Sales Dollars	\$73,097,094	\$69,592,718	5.0%	\$227,492,353	\$195,813,565	16.2%
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	1199	1061	13.0%			
ZONE SH TOTALS						
Units Listed	226	255	-11.4%	736	710	3.7%
Units Sold	129	134	-3.7%	404	381	6.0%
Sales Dollars	\$32,091,301	\$24,944,925	28.6%	\$99,731,868	\$64,447,737	54.7%
List/Sell Ratio	93.65%	95.49%		94.13%	94.82%	-0.7%
Days to Sell	127	405	-68.8%	184	279	-33.9%
Active Listings	837	831	0.7%			
ZONE OB TOTALS						
Units Listed	7	12	-41.7%	47	60	-21.7%
Units Sold	6	6	0.0%	21	19	10.5%
Sales Dollars	\$1,213,650	\$2,746,500	-55.8%	\$3,904,552	\$6,447,000	-39.4%
List/Sell Ratio	94.93%	95.00%		94.77%	92.07%	2.9%
Days to Sell	244	129	89.1%	188	121	55.4%
Active Listings	90	112	-19.6%			
GRAND TOTALS						
Units Listed	1432	1580	-9.4%	5397	5382	0.3%
Units Sold	903	1042	-13.3%	3218	3299	-2.5%
Sales Dollars	\$291,686,148	\$265,069,920	10.0%	\$974,114,020	\$785,856,111	24.0%
List/Sell Ratio	95.59%	95.16%		94.87%	93.92%	1.0%
Days to Sell	86	206	-58.1%	141	186	-24.2%
Active Listings	4492	4272	5.1%			

NORTH OKANAGAN ZONE QUICK SUMMARY April 30th, 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>
April-06	261	\$73,097,094	123	\$38,014,035	407	1,199
March-06	231	\$61,498,568	118	\$33,559,593	398	1,139
April-05	302	\$69,592,718	144	\$35,208,100	403	1,061

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	3	22	90	3.33%	56
ACREAGE/HOUSE	24	48	149	16.11%	94
CONDO/APT	20	21	75	26.67%	35
CONDO/TOWNHOUSE	34	36	61	55.74%	34
LOTS	25	45	170	14.71%	151
RESIDENTIAL	123	158	324	37.96%	57

Average House Price **\$230,000** Median House Price **\$270,000**

The Average and Median Price are the Year to Date Figures

MEMBERSHIP INFORMATION

	TOTAL NUMBER OF MEMBERS <u>April 30/06</u>	TOTAL NUMBER OF MEMBERS <u>April 30/05</u>	CHANGE BY NUMBER	CHANGE BY %
ALL ZONES	1031	925	106	11.46%
CENTRAL ZONE	646	574	72	12.54%
NORTH ZONE	281	262	19	7.25%
SHUSWAP ZONE	104	89	15	16.85%

CURRENT

MANAGING BROKERS	82
SALES REPS	868
PROPERTY MGMNT	17
ASSOCIATE BROKERS	63
EXEMPTION MEMBER	1
TOTALS	1031

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	22	22	0.0%	67	53	26.4%
Units Sold	3	12	-75.0%	16	31	-48.4%
Sales Dollars	\$617,500	\$5,828,500	-89.4%	\$4,668,000	\$10,100,858	-53.8%
List/Sell \$ Ratio	96.36%	95.62%		97.46%	98.92%	93.4%
Days to Sell	56	410	-86.3%	94	304	-69.1%
Active Inventory	90	64	40.6%			
Average Price	\$205,833	\$485,708	-57.6%	\$291,750	\$325,834	-10.5%
Median Price	\$245,000	\$177,000	38.4%	\$192,500	\$163,552	17.7%
Acreage with House						
Units Listed	48	46	4.3%	145	166	-12.7%
Units Sold	24	27	-11.1%	67	65	3.1%
Sales Dollars	\$9,450,500	\$9,055,300	4.4%	\$25,355,800	\$22,094,400	14.8%
List/Sell \$ Ratio	97.50%	96.43%		96.96%	96.09%	
Days to Sell	94	94	0.0%	103	108	-4.6%
Active Inventory	149	162	-8.0%			
Average Price	\$393,771	\$335,381	17.4%	\$378,445	\$339,914	11.3%
Median Price	\$414,000	\$325,000	27.4%	\$380,000	\$325,000	16.9%
Acreage (Waterfront)						
Units Listed	0	3	-100.0%	3	6	-50.0%
Units Sold	0	1	-100.0%	2	2	0.0%
Sales Dollars	\$0	\$113,500	-100.0%	\$350,000	\$608,500	-42.5%
List/Sell \$ Ratio	0.00%	90.80%		77.38%	90.40%	
Days to Sell	0	32	-100.0%	166	47	253.2%
Active Inventory	5	8	-37.5%			
Average Price	\$0	\$113,500	-100.0%	\$175,000	\$304,250	-42.5%
Median Price	\$0	\$113,500	-100.0%	\$175,000	\$304,250	-42.5%
Business						
Units Listed	9	7	28.6%	46	40	15.0%
Units Sold	2	2	0.0%	11	6	83.3%
Sales Dollars	\$1,315,000	\$786,000	67.3%	\$7,008,600	\$1,095,400	539.8%
List/Sell \$ Ratio	69.58%	83.21%		83.28%	89.71%	
Days to Sell	272	415	-34.5%	236	197	19.8%
Active Inventory	61	66	-7.6%			
Average Price	\$657,500	\$393,000	67.3%	\$637,145	\$182,567	249.0%
Median Price	\$657,500	\$393,000	67.3%	\$150,000	\$62,950	138.3%
Condo (Townhouse)						
Units Listed	36	39	-7.7%	113	134	-15.7%
Units Sold	34	43	-20.9%	92	158	-41.8%
Sales Dollars	\$7,007,621	\$7,619,393	-8.0%	\$18,991,571	\$27,635,998	-31.3%
List/Sell \$ Ratio	98.63%	98.51%		98.53%	98.57%	
Days to Sell	34	79	-57.0%	47	91	-48.4%
Active Inventory	61	50	22.0%			
Average Price	\$206,107	\$177,195	16.3%	\$206,430	\$174,911	18.0%
Median Price	\$220,450	\$173,035	27.4%	\$192,525	\$158,502	21.5%
Condo (Apt)						
Units Listed	21	23	-8.7%	114	79	44.3%
Units Sold	20	16	25.0%	67	64	4.7%
Sales Dollars	\$4,168,420	\$1,753,200	137.8%	\$11,072,820	\$7,850,740	41.0%
List/Sell \$ Ratio	96.98%	97.27%		97.65%	96.65%	
Days to Sell	35	66	-47.0%	43	64	-32.8%
Active Inventory	75	43	74.4%			
Average Price	\$208,421	\$109,575	90.2%	\$165,266	\$122,668	34.7%
Median Price	\$162,000	\$91,250	77.5%	\$141,000	\$103,500	36.2%

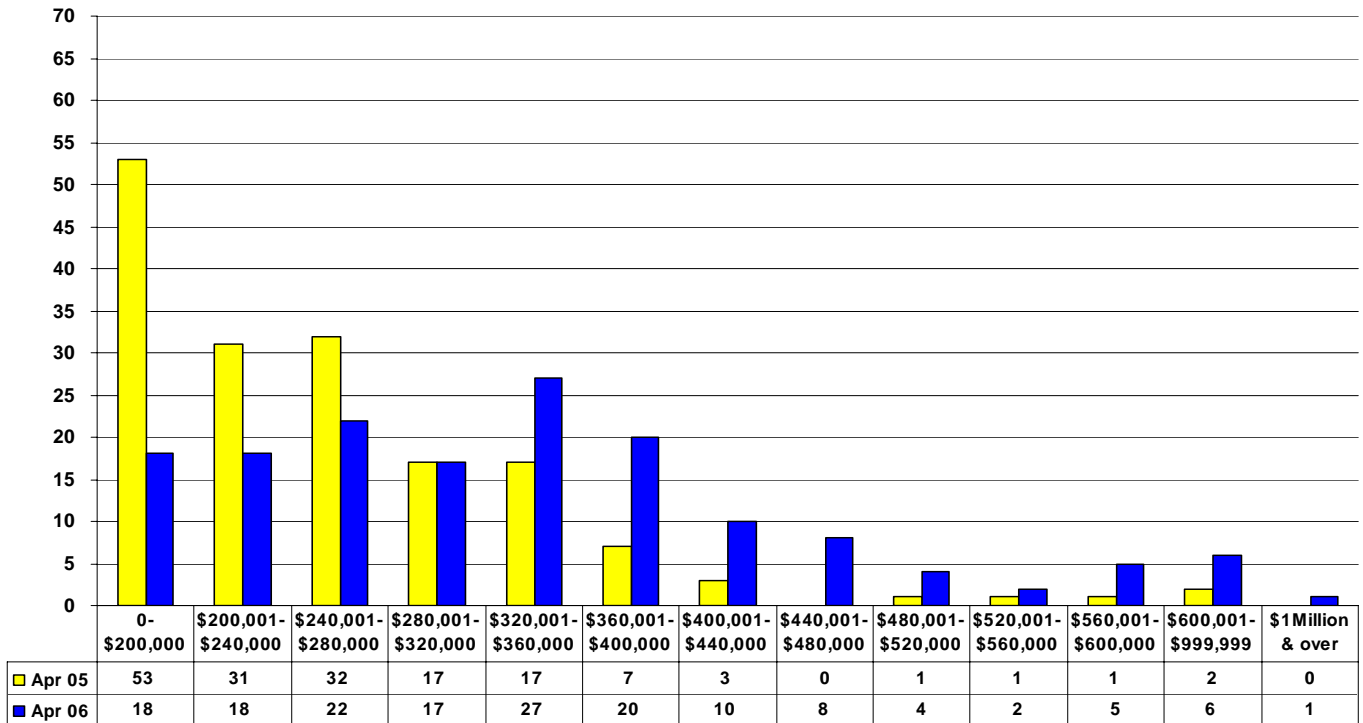
	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	12	15	-20.0%	22	43	-48.8%
Units Sold	6	7	-14.3%	19	27	-29.6%
Sales Dollars	\$1,283,968	\$1,084,000	18.4%	\$3,776,868	\$4,370,647	-13.6%
List/Sell \$ Ratio	97.48%	96.20%		93.88%	96.88%	
Days to Sell	143	44	225.0%	105	50	110.0%
Active Inventory	18	23	-21.7%			
Average Price	\$213,995	\$154,857	38.2%	\$198,783	\$161,876	22.8%
Median Price	\$170,750	\$138,900	22.9%	\$185,000	\$158,347	16.8%
Farms						
Units Listed	5	7	-28.6%	18	20	-10.0%
Units Sold	2	1	100.0%	7	4	75.0%
Sales Dollars	\$2,613,000	\$411,000	535.8%	\$6,650,900	\$2,593,100	156.5%
List/Sell \$ Ratio	99.28%	92.36%		96.36%	95.14%	
Days to Sell	204	233	-12.4%	184	402	-54.2%
Active Inventory	31	32	-3.1%			
Average Price	\$1,306,500	\$411,000	217.9%	\$950,129	\$648,275	46.6%
Median Price	\$1,306,500	\$411,000	217.9%	\$605,000	\$370,500	63.3%
IC&I						
Units Listed	10	13	-23.1%	29	31	-6.5%
Units Sold	0	7	-100.0%	9	16	-43.8%
Sales Dollars	\$0	\$2,025,000	-100.0%	\$3,524,000	\$4,076,000	-13.5%
List/Sell \$ Ratio	0.00%	91.55%		87.62%	92.41%	
Days to Sell	0	159	-100.0%	210	246	-14.6%
Active Inventory	54	43	25.6%			
Average Price	\$0	\$289,286	-100.0%	\$391,556	\$254,750	53.7%
Median Price	\$0	\$350,000	-100.0%	\$312,000	\$273,950	13.9%
IC&I Land						
Units Listed	4	2	100.0%	17	15	13.3%
Units Sold	1	2	-50.0%	3	5	-40.0%
Sales Dollars	\$200,000	\$435,000	-54.0%	\$502,000	\$2,804,000	-82.1%
List/Sell \$ Ratio	100.00%	92.46%		91.75%	82.26%	
Days to Sell	145	154	-5.8%	156	260	-40.0%
Active Inventory	31	36	-13.9%			
Average Price	\$200,000	\$217,500	-8.0%	\$167,333	\$560,800	-70.2%
Median Price	\$200,000	\$217,500	-8.0%	\$162,000	\$262,500	-38.3%
Lots						
Units Listed	42	17	147.1%	94	132	-28.8%
Units Sold	24	14	71.4%	59	103	-42.7%
Sales Dollars	\$2,284,950	\$1,520,400	50.3%	\$6,712,025	\$8,639,479	-22.3%
List/Sell \$ Ratio	96.62%	97.37%		97.14%	98.00%	
Days to Sell	134	196	-31.6%	193	128	50.8%
Active Inventory	140	123	13.8%			
Average Price	\$95,206	\$108,600	-12.3%	\$113,763	\$83,878	35.6%
Median Price	\$94,000	\$85,200	10.3%	\$115,000	\$75,000	53.3%
Leases						
Units Listed	4	6	-33.3%	18	16	12.5%
Units Sold	0	2	-100.0%	1	3	-66.7%
Sales Dollars	\$0	\$349,875	-100.0%	\$7	\$379,775	-100.0%
Days to Sell	0	206	-100.0%	291	238	22.3%
Active Inventory	28	24	16.7%			
Average Price	\$0	\$174,938	-100.0%	\$7	\$126,592	-100.0%
Median Price	\$0	\$174,938	-100.0%	\$7	\$49,875	-100.0%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots (Waterfront)						
Units Listed	3	1	200.0%	4	4	0.0%
Units Sold	1	0	100.0%	2	0	100.0%
Sales Dollars	\$629,000	\$0	100.0%	\$1,549,000	\$0	100.0%
List/Sell \$ Ratio	100.00%	0.00%		97.47%	0.00%	
Days to Sell	263	0	100.0%	296	0	100.0%
Active Inventory	25	4	525.0%			
Average Price	\$629,000	\$0	100.0%	\$774,500	\$0	100.0%
Median Price	\$629,000	\$0	100.0%	\$774,500	\$0	100.0%
Multi-Family (5 Units and Up)						
Units Listed	3	2	50.0%	9	9	0.0%
Units Sold	1	2	-50.0%	5	6	-16.7%
Sales Dollars	\$328,700	\$599,000	-45.1%	\$2,156,200	\$1,776,500	21.4%
List/Sell \$ Ratio	101.54%	97.56%		97.23%	96.59%	
Days to Sell	16	183	-91.3%	184	144	27.8%
Active Inventory	10	5	100.0%			
Average Price	\$328,700	\$299,500	9.7%	\$431,240	\$296,083	45.6%
Median Price	\$328,700	\$299,500	9.7%	\$328,700	\$261,500	25.7%
Multi Family (Triplex/Fourplex)						
Units Listed	2	0	100.0%	8	0	100.0%
Units Sold	1	0	100.0%	8	0	100.0%
Sales Dollars	\$131,000	\$0	100.0%	\$1,422,250	\$0	100.0%
List/Sell \$ Ratio	97.11%	0.00%		95.59%	0.00%	
Days to Sell	43	0	100.0%	88	0	100.0%
Active Inventory	4	0	0.0%			
Average Price	\$131,000	\$0	100.0%	\$177,781	\$0	100.0%
Median Price	\$131,000	\$0	100.0%	\$149,000	\$0	100.0%
Mobile Homes						
Units Listed	19	20	-5.0%	81	65	24.6%
Units Sold	16	20	-20.0%	55	41	34.1%
Sales Dollars	\$2,013,500	\$1,339,450	50.3%	\$4,802,050	\$2,357,950	103.7%
List/Sell \$ Ratio	91.86%	92.12%		94.58%	91.53%	
Days to Sell	58	91	-36.3%	73	109	-33.0%
Active Inventory	50	57	-12.3%			
Average Price	\$125,844	\$66,973	87.9%	\$87,310	\$57,511	51.8%
Median Price	\$62,500	\$40,575	54.0%	\$60,000	\$39,150	53.3%
Recreational Property						
Units Listed	5	8	-37.5%	20	14	42.9%
Units Sold	1	0	100.0%	5	4	25.0%
Sales Dollars	\$354,900	\$0	100.0%	\$1,751,400	\$556,500	214.7%
List/Sell \$ Ratio	98.61%	0.00%		96.96%	96.93%	
Days to Sell	27	0	100.0%	117	145	-19.3%
Active Inventory	22	22	0.0%			
Average Price	\$354,900	\$0	100.0%	\$350,280	\$139,125	151.8%
Median Price	\$354,900	\$0	100.0%	\$354,900	\$131,500	169.9%
Residential						
Units Listed	158	165	-4.2%	592	592	0.0%
Units Sold	123	144	-14.6%	419	413	1.5%
Sales Dollars	\$38,014,035	\$35,208,100	8.0%	\$121,810,862	\$94,088,968	29.5%
List/Sell \$ Ratio	97.71%	97.39%		97.77%	97.40%	
Days to Sell	57	53	7.5%	60	64	-6.3%
Active Inventory	324	284	14.1%			
Average Price	\$309,057	\$215,000	43.7%	\$230,000	\$183,000	25.7%
Median Price	\$287,500	\$222,250	29.4%	\$270,000	\$214,000	26.2%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Residential (Waterfront)						
Units Listed	4	7	-42.9%	17	16	6.3%
Units Sold	2	2	0.0%	5	7	-28.6%
Sales Dollars	\$2,685,000	\$1,465,000	83.3%	\$5,388,000	\$4,593,000	17.3%
List/Sell \$ Ratio	96.89%	0.00%		96.90%	95.18%	
Days to Sell	80	236	-66.1%	47	169	-72.2%
Active Inventory	21	15	40.0%			
Average Price	\$1,342,500	\$732,500	83.3%	\$1,077,600	\$656,143	64.2%
Median Price	\$1,342,500	\$732,500	83.3%	\$975,000	\$650,000	50.0%
Timeshares						
Units Listed	0	0	0.0%	0	0	0.0%
Units Sold	0	0	0.0%	0	2	-100.0%
Sales Dollars	\$0	\$0	0.0%	\$0	\$191,750	-100.0%
List/Sell Ratio	0.00%	0.00%		0.00%	96.01%	
Days to Sell	0	0	0.0%	0	64	-100.0%
Active Inventory	0	0	0.0%			
Average Price	\$0	\$0	0.0%	\$0	\$95,875	-100.0%
Median Price	\$0	\$0	0.0%	\$0	\$95,875	-100.0%
NORTH OKANAGAN - TOTALS						
Units Listed	407	403	1.0%	1417	1435	-1.3%
Units Sold	261	302	-13.6%	852	957	-11.0%
Sales Dollars	\$73,097,094	\$69,592,718	5.0%	\$227,492,353	\$195,813,565	16.2%
List/Sell Ratio	96.01%	94.29%		94.14%	94.63%	
Days to Sell	104	166	-37.3%	142	157	-9.8%
Active Inventory	1199	1061	13.0%			

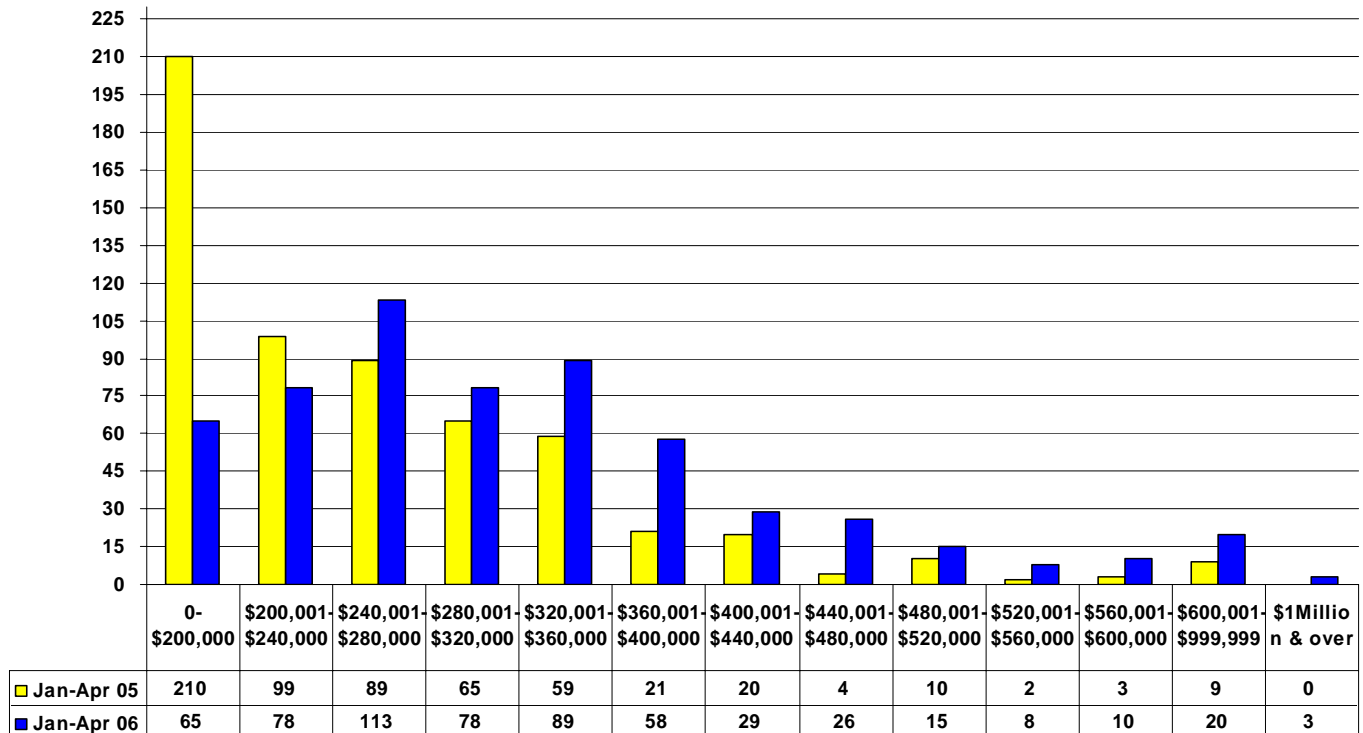
North Zone - Single Family Residential April 2006
Monthly Listings By Price Range - Single Family Dwellings Only

■ Apr 05 ■ Apr 06



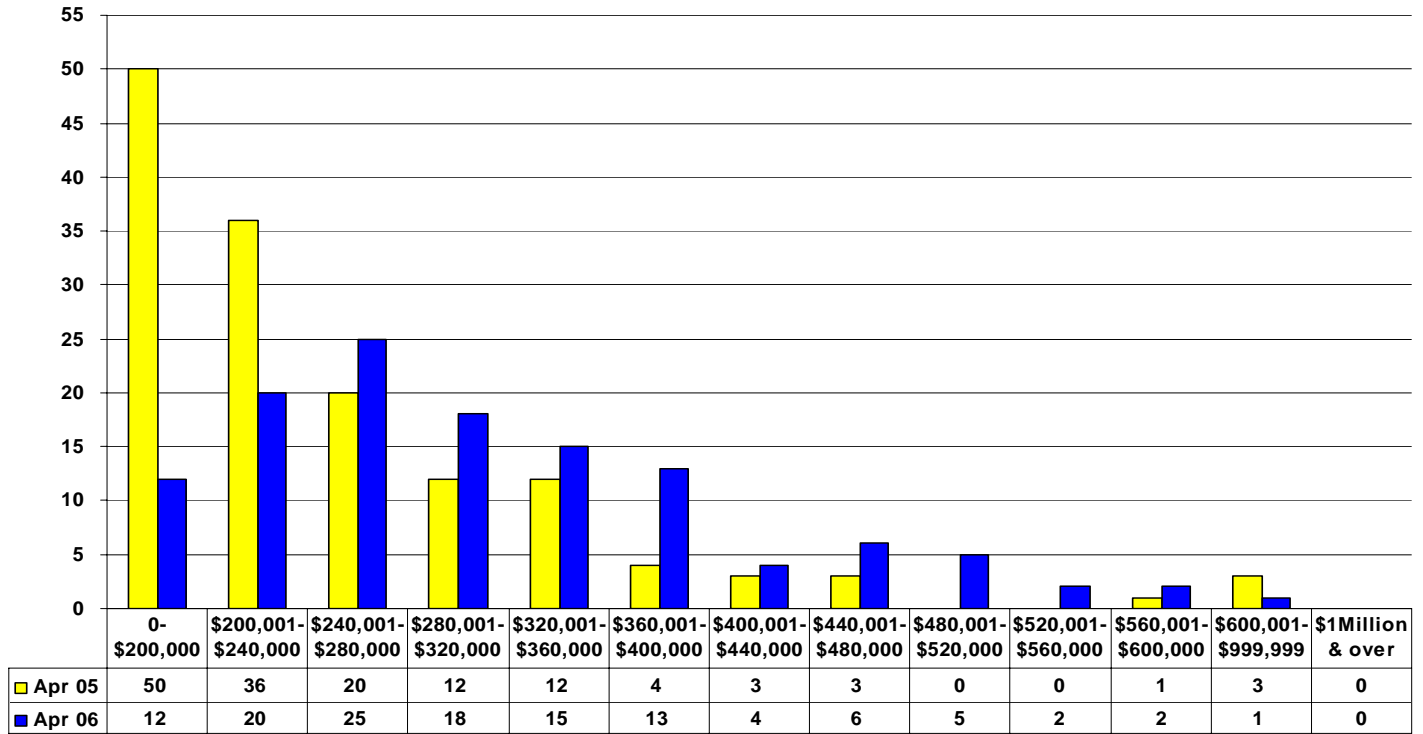
North Zone - Single Family Residential 2005 vs 2006
Listings Taken By Price Range - Single Family Dwellings Only

■ Jan-Apr 05 ■ Jan-Apr 06

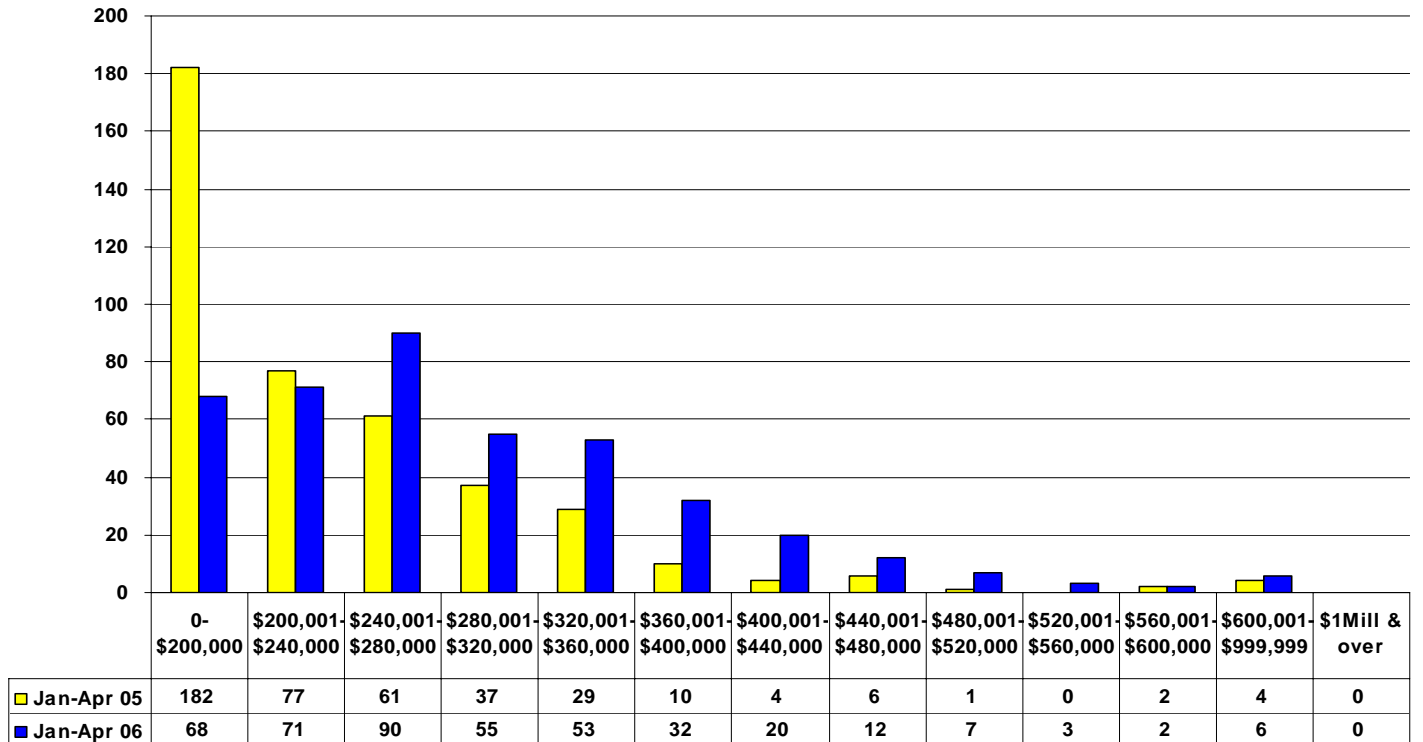


North Zone - Single Family Residential April 2006
Monthly Sales by Price Range - Single Family Dwellings Only

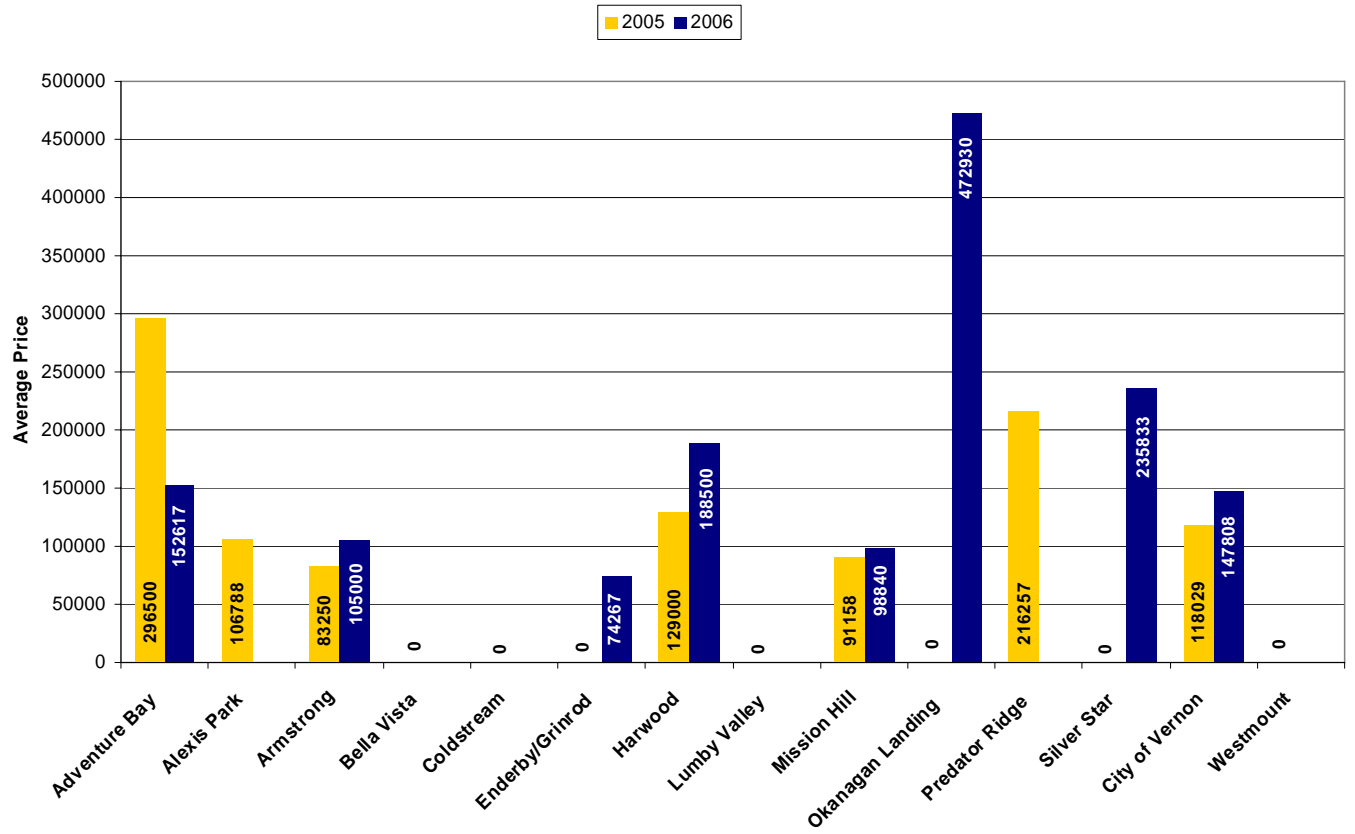
■ Apr 05 ■ Apr 06



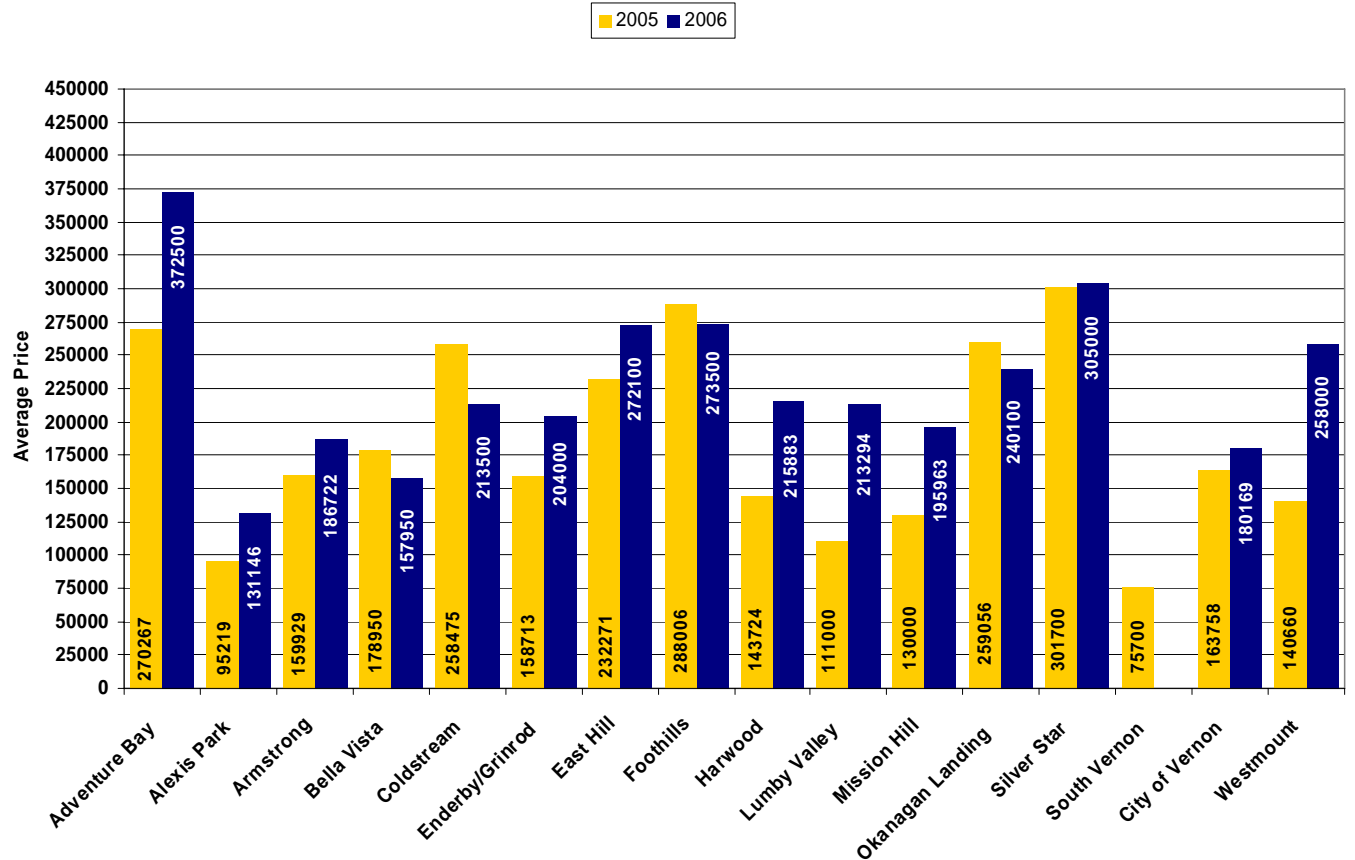
North Zone - Single Family Residential 2005 vs 2006
Number of Solds by Price Range - Single Family Dwellings Only



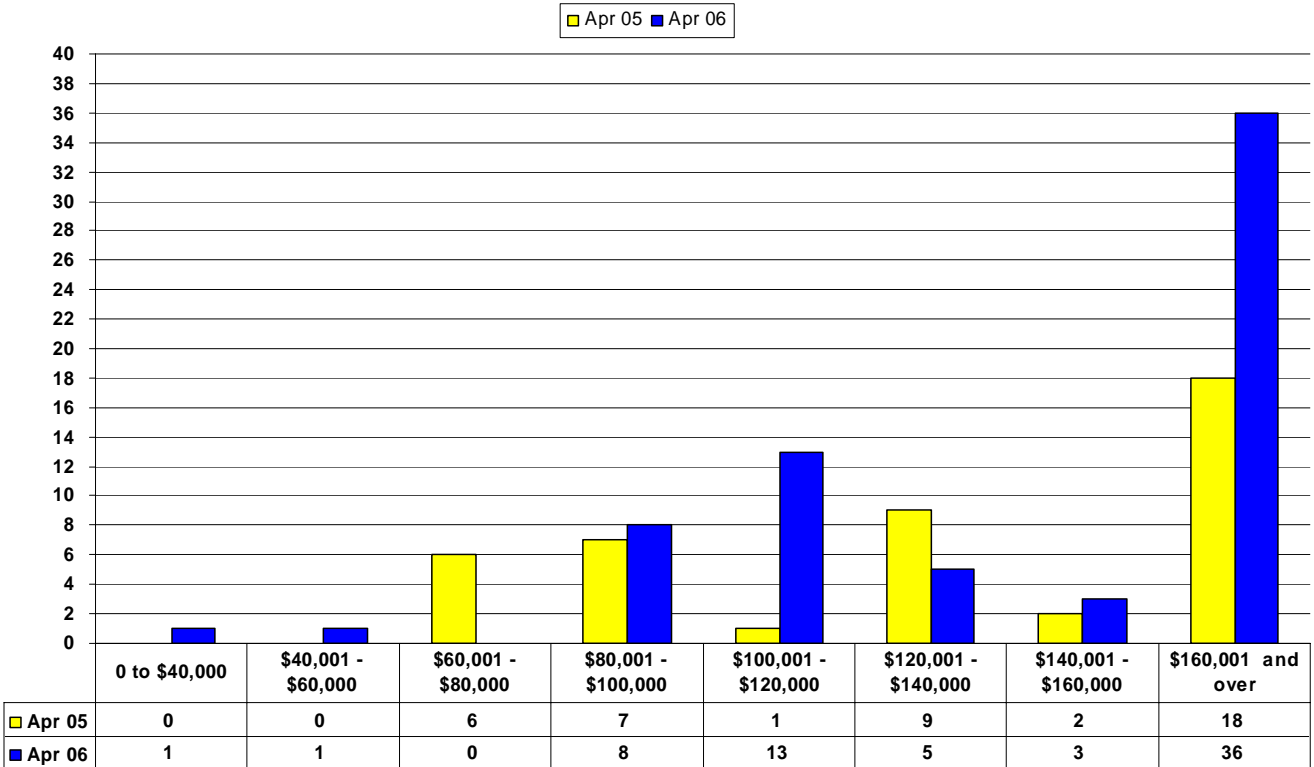
North Zone Condo Sub Area Average Price - 2005 vs 2006



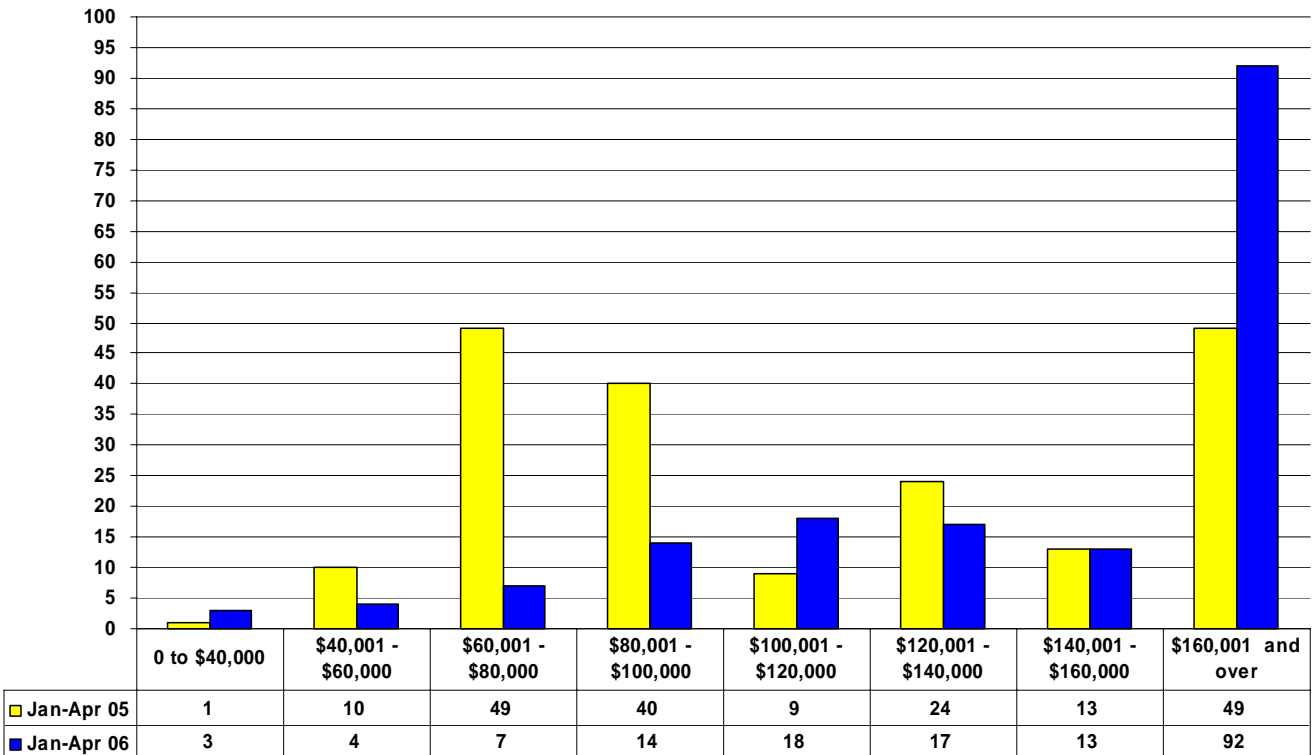
North Zone Townhouse Sub Area Average Price - 2006 vs 2005



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



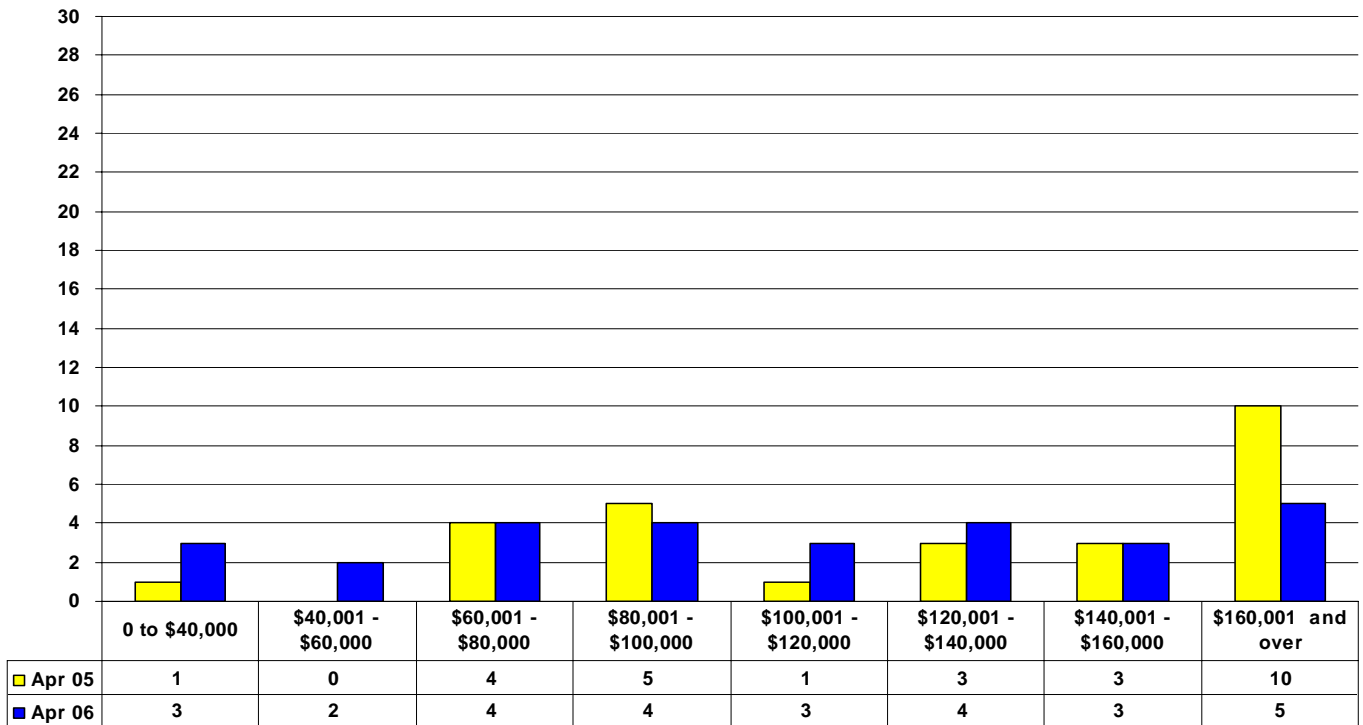
North Zone - Lots 2005 vs 2006
 Listings Taken By Price Range - Lots, Lots Waterfront, Acreage and Acreage Waterfront



North Zone - April 2006

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

Apr 05 Apr 06



North Zone - Lots 2005 vs 2006

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

