

NORTH ZONE MONTHLY STATISTICS

FOR

May 1st - 31st, 2005

May Statistics Run June 6, 2005 10:00 a.m.

NORTH OKANAGAN ZONE

STAT - O - GRAM

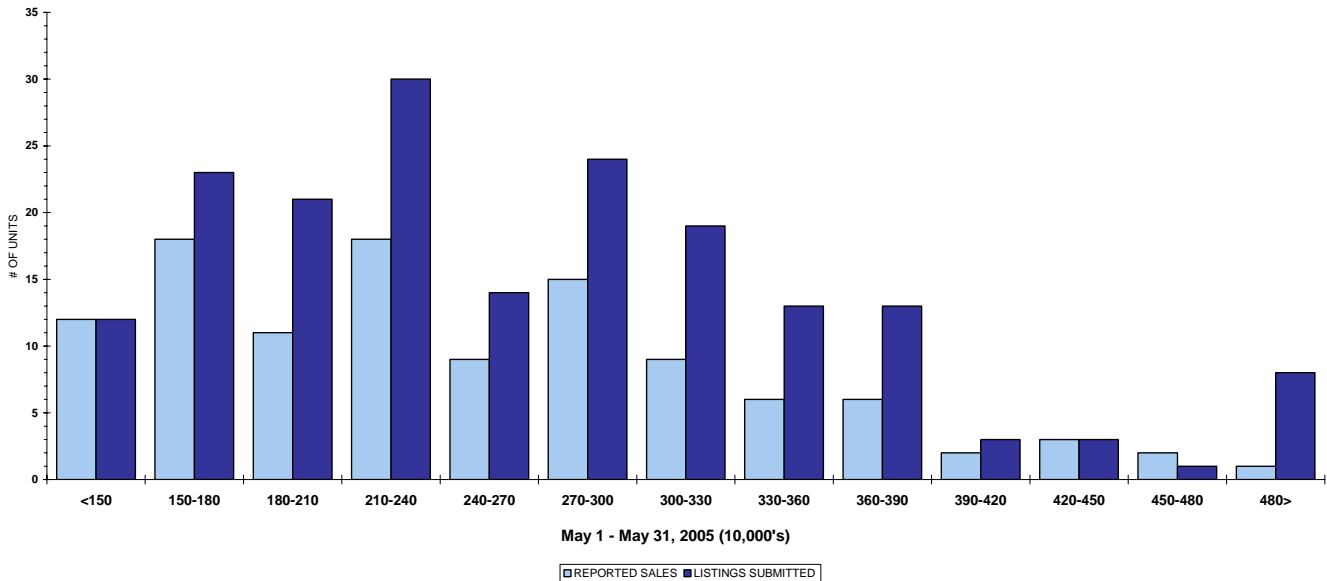
MAY 2005

QUICK SUMMARY

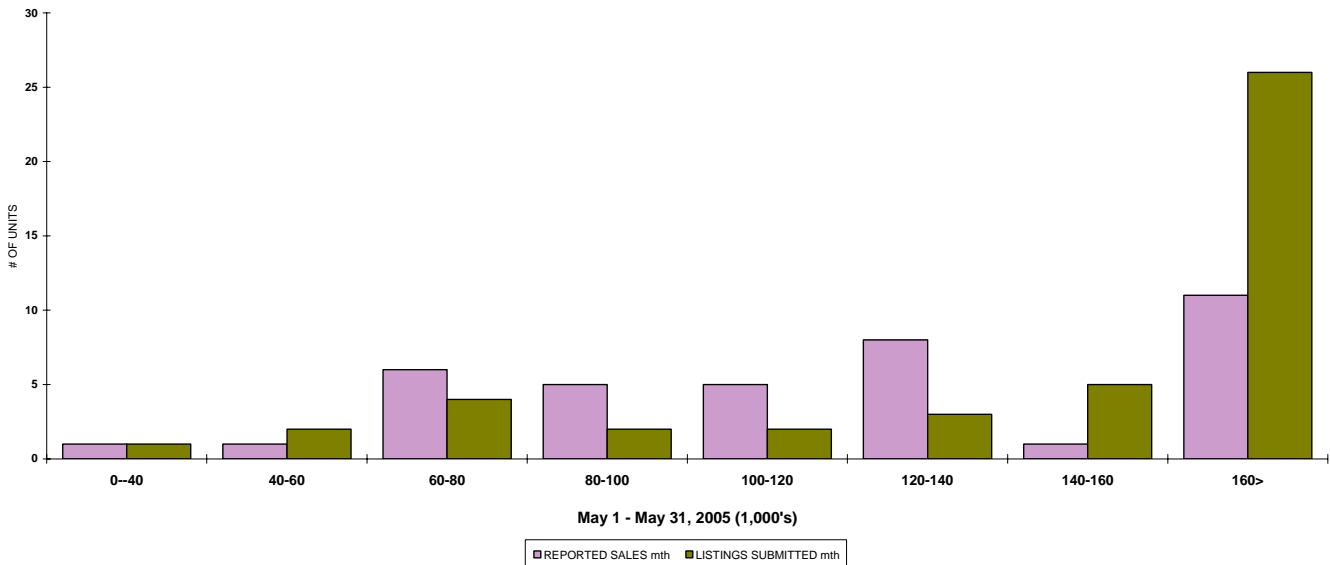
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	<u># of Units</u>	<u>\$ Value</u>	<u># of Units</u>	<u>\$ Value</u>	<u>Listings Taken</u>	<u>Inventory</u>
May 2005	270	\$66,129,010	112	\$27,843,844	395	1,122
April 2005	297	\$67,511,368	145	\$35,461,200	391	1,046
May 2004	311	\$60,169,782	138	\$28,564,400	433	1,356

The Central Zone has **264** Members. The average number of listings-per-licensee is 4.2

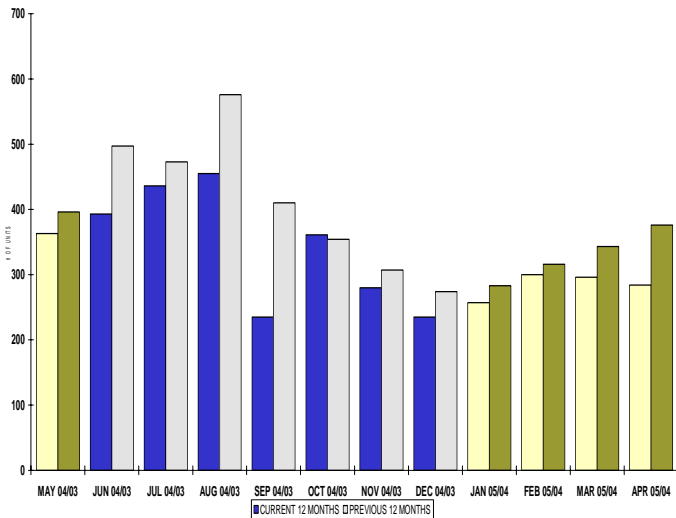
RESIDENTIAL LISTING & SALES ACTIVITY
NORTH OKANAGAN DIVISION (BY PRICE CATEGORY)



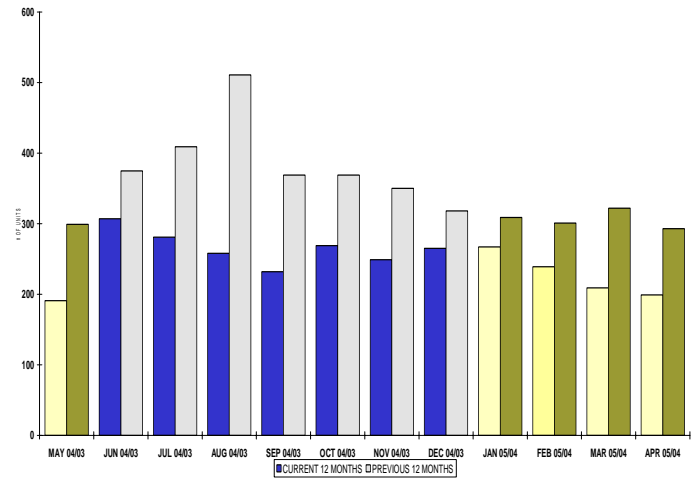
LOT LISTING & SALES ACTIVITY
NORTH OKANAGAN DIV. (BY PRICE CATEGORY)



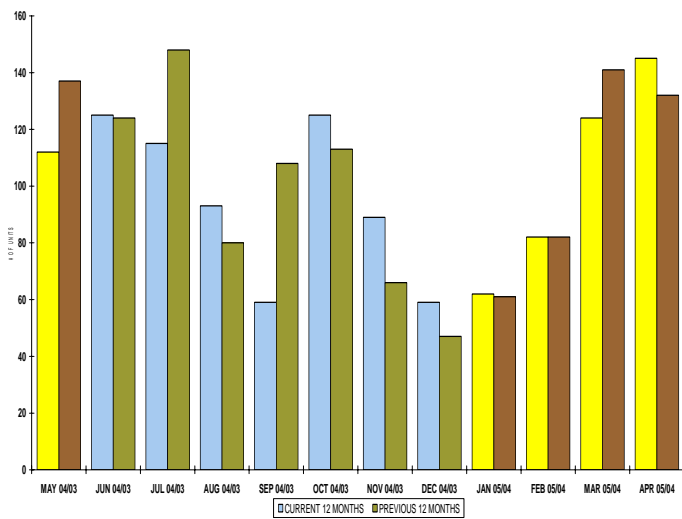
INVENTORY OF ACTIVE LISTINGS
RESIDENTIAL - NORTH OKANAGAN DIVISION



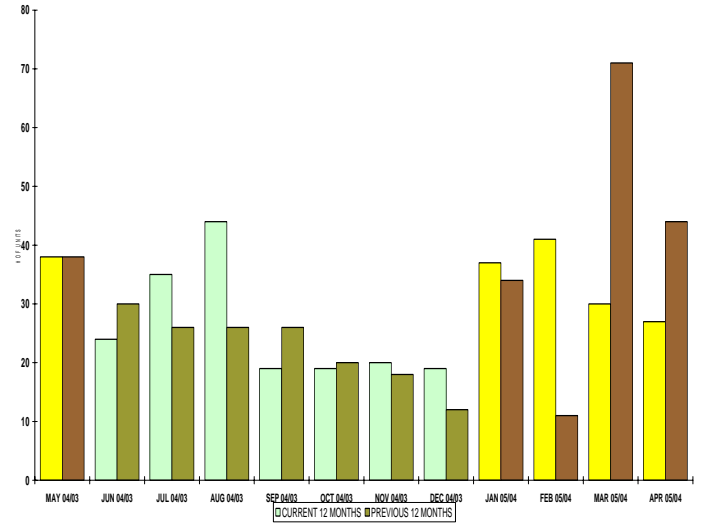
INVENTORY OF ACTIVE LISTINGS
LOTS - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD
RESIDENTIAL - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD
LOTS - NORTH OKANAGAN DIVISION



NORTH OKANAGAN ZONE

May 2005

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	10	19	66	15.15%	125
ACREAGE/HOUSE	28	35	158	17.72%	81
CONDO/APT	19	21	46	41.30%	81
CONDO/TWNHSE	29	37	49	59.18%	78
LOTS	28	26	125	22.40%	198
RESIDENTIAL	112	180	363	30.85%	57

AVERAGE HOUSE PRICE \$248,606

MEDIAN HOUSE PRICE \$236,000

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	835	867	-3.7%	3947	3749	5.3%
Units Sold	557	502	11.0%	2536	2320	9.3%
Sales Dollars	\$161,880,081	\$129,125,777	25.4%	\$695,519,040	\$578,166,535	20.3%
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	2354	2477	-5.0%			

ZONE NO TOTALS

Units Listed	395	431	-8.4%	1799	1803	-0.2%
Units Sold	270	295	-8.5%	1236	1219	1.4%
Sales Dollars	\$66,129,010	\$53,899,866	22.7%	\$265,022,946	\$219,618,540	20.7%
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	1122	1419	-20.9%			

ZONE SH TOTALS

Units Listed	263	226	16.4%	955	941	1.5%
Units Sold	165	119	38.7%	548	508	7.9%
Sales Dollars	\$31,372,628	\$18,956,712	65.5%	\$96,712,816	\$80,587,869	20.0%
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	899	1174	-23.4%			

ZONE OB TOTALS

Units Listed	10	15	-33.3%	71	63	12.7%
Units Sold	7	5	100.0%	25	18	38.9%
Sales Dollars	\$2,692,400	\$3,542,000	100.0%	\$9,049,400	\$6,042,500	49.8%
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	100	126	-20.6%			

GRAND TOTALS

Units Listed	1503	1539	-2.3%	6772	6556	3.3%
Units Sold	999	921	8.5%	4345	4065	6.9%
Sales Dollars	\$262,074,119	\$205,524,355	27.5%	\$1,066,304,202	\$884,415,444	20.6%
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	4475	5196	-13.9%			

LICENSEES

	TOTAL NUMBER OF LICENSEES May 31/05	TOTAL NUMBER OF LICENSEES May 31/04	CHANGE BY NUMBER	CHANGE BY %
ALL DIVISIONS	943	858	85	9.91%
CENTRAL OK DIV.	586	536	50	9.33%
NORTH OK DIV.	264	243	21	8.64%
SHUSWAP DIV.	93	79	14	17.72%
CURRENT MEMBERSHIP				
AGENT LICENSEES	84			
SALESPERSONS	787			
PROPERTY MANAGEMENT	8			
9:15 LICENCEE MEMBER	61			
EXEMPTION MEMBER	3			
TOTALS	943			

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	19	13	46.2%	70	61	14.8%
Units Sold	10	9	11.1%	38	33	15.2%
Sales Dollars	\$1,631,000	\$1,341,500	21.6%	\$10,842,858	\$5,505,000	97.0%
List/Sell \$ Ratio	90.78%	99.28%		94.79%	94.49%	
Days to Sell	125	443	-71.8%	264	309	-14.6%
Active Inventory	66	95	-30.5%			
Average Price	\$163,100	\$149,056	9.4%	\$285,338	\$166,818	71.0%
Median Price	\$110,000	\$130,000	-15.4%	\$163,552	\$129,000	26.8%
Acreage with House						
Units Listed	35	52	-32.7%	202	194	4.1%
Units Sold	28	21	33.3%	92	108	-14.8%
Sales Dollars	\$9,971,700	\$5,890,400	69.3%	\$31,606,100	\$30,652,525	3.1%
List/Sell \$ Ratio	94.66%	96.09%		94.63%	95.75%	
Days to Sell	81	84	-3.6%	99	122	-18.9%
Active Inventory	158	182	-13.2%	139	270	
Average Price	\$356,132	\$280,495	27.0%	\$343,545	\$283,820	21.0%
Median Price	\$350,000	\$297,000	17.8%	\$330,000	\$261,500	26.2%
Acreage (Waterfront)						
Units Listed	3	0	100.0%	9	1	800.0%
Units Sold	3	0	100.0%	5	0	100.0%
Sales Dollars	\$854,900	\$0	100.0%	\$1,463,400	\$0	100.0%
List/Sell \$ Ratio	96.07%	0.00%		93.80%	0.00%	
Days to Sell	43	0	100.0%	48	0	100.0%
Active Inventory	6	4	50.0%			
Average Price	\$284,967	\$0	100.0%	\$292,680	\$0	100.0%
Median Price	\$330,000	\$0	100.0%	\$330,000	\$0	100.0%
Business						
Units Listed	6	8	-25.0%	46	48	-4.2%
Units Sold	2	3	-33.3%	8	10	-20.0%
Sales Dollars	\$193,500	\$715,350	-73.0%	\$1,288,900	\$2,028,430	-36.5%
List/Sell \$ Ratio	90.63%	74.44%		84.32%	84.58%	
Days to Sell	292	941	-69.0%	221	548	-59.7%
Active Inventory	66	69	-4.3%			
Average Price	\$96,750	\$238,450	-59.4%	\$161,113	\$202,843	-20.6%
Median Price	\$96,750	\$73,850	31.0%	\$85,700	\$137,350	-37.6%
Condo (Townhouse)						
Units Listed	37	33	12.1%	171	172	-0.6%
Units Sold	29	37	-21.6%	187	149	25.5%
Sales Dollars	\$4,826,099	\$6,439,466	-25.1%	\$32,462,097	\$20,661,252	57.1%
List/Sell \$ Ratio	99.48%	98.14%		99.50%	97.87%	
Days to Sell	78	49	59.2%	89	65	36.9%
Active Inventory	49	84	-41.7%			
Average Price	\$166,417	\$174,040	-4.4%	\$173,594	\$138,666	25.2%
Median Price	\$159,000	\$173,000	-8.1%	\$158,994	\$124,000	28.2%
Condo (Apt)						
Units Listed	21	25	-16.0%	99	95	4.2%
Units Sold	19	22	-13.6%	84	91	-7.7%
Sales Dollars	\$2,273,800	\$2,484,500	-8.5%	\$10,284,440	\$9,737,562	5.6%
List/Sell \$ Ratio	97.28%	97.13%		96.69%	96.69%	
Days to Sell	81	93	-12.9%	68	93	-26.9%
Active Inventory	46	50	-8.0%			
Average Price	\$119,674	\$112,932	6.0%	\$122,434	\$107,006	14.4%
Median Price	\$107,000	\$107,500	-0.5%	\$105,500	\$99,000	6.6%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	7	12	-41.7%	50	55	-9.1%
Units Sold	10	12	-16.7%	37	41	-9.8%
Sales Dollars	\$1,679,800	\$2,001,250	-16.1%	\$6,050,447	\$6,295,628	-3.9%
List/Sell \$ Ratio	97.43%	95.84%		96.87%	96.06%	
Days to Sell	34	64	-46.9%	46	95	-51.6%
Active Inventory	23	31	-25.8%			
Average Price	\$167,980	\$166,771	0.7%	\$163,526	\$153,552	6.5%
Median Price	\$143,000	\$146,000	-2.1%	\$152,000	\$135,500	12.2%
Farms						
Units Listed	5	14	-64.3%	25	30	-16.7%
Units Sold	5	0	100.0%	9	6	50.0%
Sales Dollars	\$3,720,000	\$0	100.0%	\$6,313,100	\$3,962,725	59.3%
List/Sell \$ Ratio	94.26%	0.00%		9301.00%	91.69%	
Days to Sell	125	0	100.0%	248	494	-49.8%
Active Inventory	30	34	-11.8%	26	30	
Average Price	\$744,000	\$0	100.0%	\$701,456	\$660,454	6.2%
Median Price	\$540,000	\$0	100.0%	\$460,000	\$637,613	-27.9%
IC&I						
Units Listed	10	7	42.9%	40	33	21.2%
Units Sold	6	2	200.0%	22	13	69.2%
Sales Dollars	\$1,752,500	\$750,000	133.7%	\$5,828,500	\$4,038,908	44.3%
List/Sell \$ Ratio	97.52%	89.18%		92.66%	87.67%	
Days to Sell	281	301	-6.6%	255	187	36.4%
Active Inventory	48	64	-25.0%			
Average Price	\$292,083	\$375,000	-22.1%	\$264,932	\$310,685	-14.7%
Median Price	\$236,750	\$375,000	-36.9%	\$270,500	\$174,000	55.5%
IC&I Land						
Units Listed	4	7	-42.9%	10	24	-58.3%
Units Sold	1	2	-50.0%	6	13	-53.8%
Sales Dollars	\$465,000	\$519,000	-10.4%	\$3,269,000	\$7,141,300	-54.2%
List/Sell \$ Ratio	93.00%	91.07%		82.99%	93.41%	
Days to Sell	121	199	-39.2%	237	193	22.8%
Active Inventory	34	46	-26.1%			
Average Price	\$465,000	\$259,500	79.2%	\$544,833	\$549,331	-0.8%
Median Price	\$465,000	\$259,500	79.2%	\$363,750	\$134,000	171.5%
Lots						
Units Listed	23	31	-25.8%	157	142	10.6%
Units Sold	22	27	-18.5%	128	125	2.4%
Sales Dollars	\$2,519,865	\$2,433,000	3.6%	\$12,048,345	\$9,927,500	21.4%
List/Sell \$ Ratio	99.96%	98.42%		99.89%	98.24%	
Days to Sell	322	257	25.3%	164	272	-39.7%
Active Inventory	115	192	-40.1%			
Average Price	\$114,539	\$90,111	27.1%	\$94,128	\$79,420	18.5%
Median Price	\$117,500	\$70,000	67.9%	\$78,500	\$76,000	3.3%
Leases						
Units Listed	3	3	0.0%	18	29	-37.9%
Units Sold	2	0	100.0%	5	3	66.7%
Sales Dollars	\$34,201	\$0	100.0%	\$413,796	\$59,700	593.1%
Days to Sell	1178	0	100.0%	614	365	68.2%
Active Inventory	25	47	-46.8%			
Average Price	\$17,101	\$0	100.0%	\$82,759	\$19,900	315.9%
Median Price	\$17,101	\$0	100.0%	\$34,200	\$15,300	123.5%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots (Waterfront)						
Units Listed	0	3	-100.0%	4	11	-63.6%
Units Sold	3	2	50.0%	3	2	50.0%
Sales Dollars	\$1,259,000	\$479,500	162.6%	\$1,259,000	\$479,500	162.6%
List/Sell \$ Ratio	99.77%	93.89%		99.77%	93.89%	
Days to Sell	230	19	1110.5%	230	19	1110.5%
Active Inventory	4	8	-50.0%			
Average Price	\$419,667	\$239,750	75.0%	\$419,667	\$239,750	75.0%
Median Price	\$545,000	\$239,750	127.3%	\$545,000	\$239,750	127.3%
Multi-Family						
Units Listed	6	8	-25.0%	15	17	-11.8%
Units Sold	3	1	200.0%	9	10	-10.0%
Sales Dollars	\$1,611,000	\$247,000	552.2%	\$3,387,500	\$2,679,599	26.4%
List/Sell \$ Ratio	93.05%	95.03%		95.03%	96.19%	
Days to Sell	52	12	333.3%	114	131	-13.0%
Active Inventory	7	14	-50.0%	10	25	
Average Price	\$537,000	\$247,000	117.4%	\$376,389	\$267,960	40.5%
Median Price	\$580,000	\$247,000	134.8%	\$268,000	\$236,000	13.6%
Mobile Homes						
Units Listed	23	14	64.3%	89	84	6.0%
Units Sold	10	13	-23.1%	51	43	18.6%
Sales Dollars	\$392,801	\$851,500	-53.9%	\$2,750,751	\$2,401,350	14.6%
List/Sell \$ Ratio	86.42%	90.25%		89.62%	90.52%	
Days to Sell	171	110	55.5%	122	137	-10.9%
Active Inventory	61	75	-18.7%			
Average Price	\$39,280	\$65,500	-40.0%	\$53,936	\$55,845	-3.4%
Median Price	\$36,200	\$47,000	-23.0%	\$38,900	\$43,500	-10.6%
Recreational Property						
Units Listed	8	4	100.0%	16	11	45.5%
Units Sold	0	4	-100.0%	1	5	-80.0%
Sales Dollars	\$0	\$681,555	-100.0%	\$117,000	\$881,555	-86.7%
List/Sell \$ Ratio	0.00%	95.34%		80.68%	96.27%	
Days to Sell	0	25	-100.0%	259	70	270.0%
Active Inventory	7	8	0.0%			
Average Price	\$0	\$170,389	-100.0%	\$117,000	\$176,311	-33.6%
Median Price	\$0	\$149,778	-100.0%	\$117,000	\$150,555	-22.3%
Residential						
Units Listed	180	192	-6.3%	759	776	-2.2%
Units Sold	112	139	-19.4%	537	558	-3.8%
Sales Dollars	\$27,843,844	\$28,390,845	-1.9%	\$124,809,712	\$108,345,006	15.2%
List/Sell \$ Ratio	97.83%	97.22%		96.85%	96.98%	
Days to Sell	57	54	5.6%	61	61	0.0%
Active Inventory	363	396	-8.3%			
Average Price	\$248,606	\$204,251	21.7%	\$232,420	\$194,167	19.7%
Median Price	\$236,000	\$185,000	27.6%	\$220,000	\$176,450	24.7%
Residential (Waterfront)						
Units Listed	5	5	0.0%	19	17	11.8%
Units Sold	5	1	400.0%	13	9	44.4%
Sales Dollars	\$5,100,000	\$675,000	655.6%	\$10,718,000	\$4,821,000	122.3%
List/Sell \$ Ratio	92.81%	100.00%		91.95%	96.69%	
Days to Sell	133	34	291.2%	139	104	33.7%
Active Inventory	14	17	-17.6%			
Average Price	\$1,020,000	\$675,000	51.1%	\$824,462	\$535,667	53.9%
Median Price	\$730,000	\$675,000	8.1%	\$685,000	\$527,000	30.0%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Timeshares						
Units Listed	0	0	0.0%	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	3	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	431	-8.4%	1799	1803	-0.2%
Units Sold	270	295	-8.5%	1236	1219	1.4%
Sales Dollars	\$66,129,010	\$53,899,866	22.7%	\$265,022,946	\$219,618,540	20.7%
List/Sell Ratio	94.11%	94.61%		95.84%	94.37%	
Days to Sell	119	159	-25.2%	116	158	-26.6%
Active Inventory	1122	1419	-20.9%			

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 150000	12	88	12	86
150001 to 180000	21	96	16	79
180001 to 210000	21	100	11	71
210001 to 240000	29	107	17	78
240001 to 270000	14	82	8	58
270001 to 300000	24	83	13	43
300001 to 330000	19	54	9	33
330001 to 360000	13	57	6	23
360001 to 390000	13	28	6	16
390001 to 420000	3	19	2	6
420001 to 450000	3	14	3	5
450001 to 480000	1	6	2	5
480001 and over	8	30	0	7
Totals	181	764	105	510

North Division Lot Listing/Sales Analysis

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 40000	1	2	1	4
40001 to 60000	2	11	1	8
60001 to 80000	4	56	6	57
80001 to 100000	2	41	5	40
100001 to 120000	2	11	5	10
120001 to 140000	3	25	8	14
140001 to 160000	5	19	1	8
160001 and over	26	75	11	33
Totals	45	240	38	174