

# NORTH ZONE MONTHLY STATISTICS

FOR

June 1st - 30th, 2005

**June Statistics Run July 6, 2005 8:30 a.m.**

# NORTH OKANAGAN ZONE

## STAT - O - GRAM

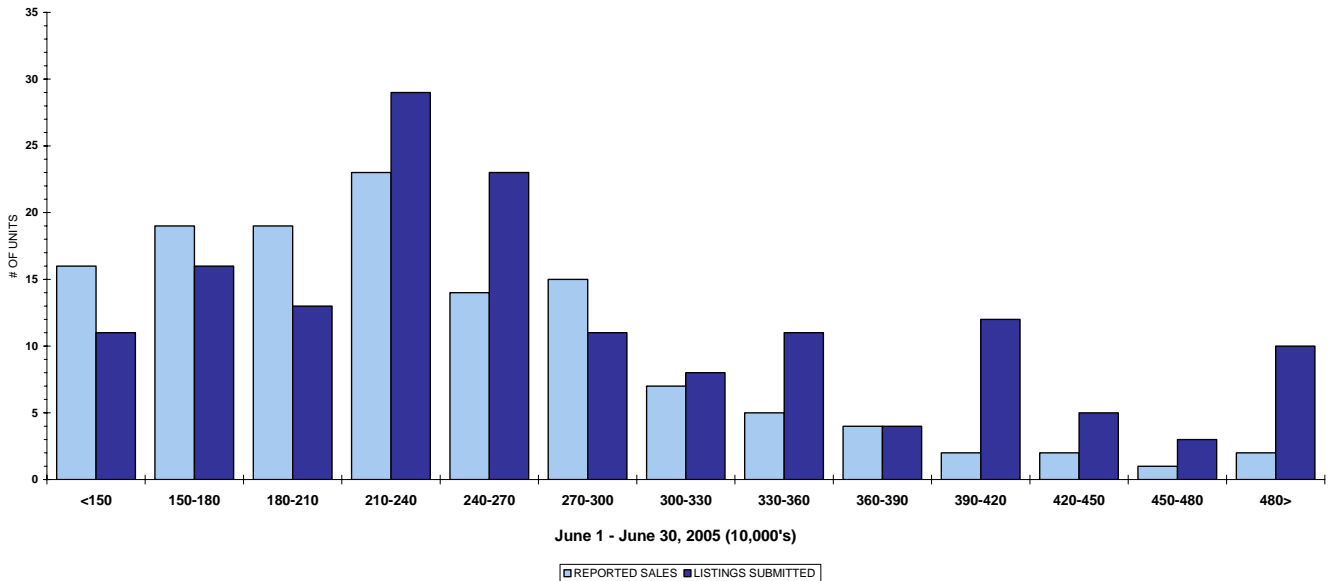
JUNE 2005

### QUICK SUMMARY

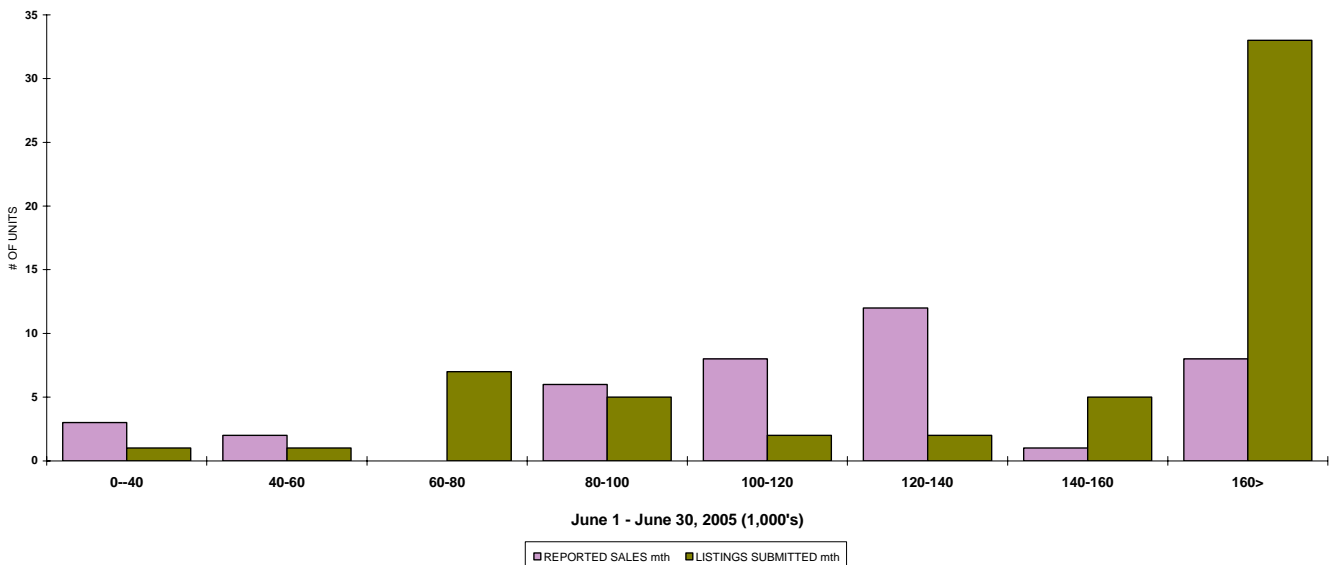
	TOTAL SALES VOLUME		Residential Single Family SALES		TOTAL LISTINGS	
	<u># of Units</u>	<u>\$ Value</u>	<u># of Units</u>	<u>\$ Value</u>	<u>Listings Taken</u>	<u>Inventory</u>
June 2005	292	\$68,300,535	129	\$30,981,351	395	1,042
May 2005	270	\$66,129,010	112	\$27,843,844	395	1,122
June 2004	238	\$45,044,735	126	\$26,074,477	433	1,437

The North Zone has **266** Members. The average number of listings-per-licensee is 3.9

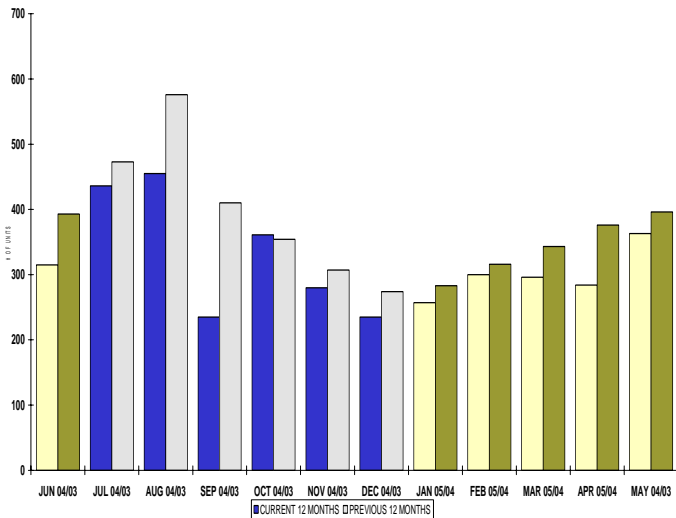
RESIDENTIAL LISTING & SALES ACTIVITY  
NORTH OKANAGAN DIVISION (BY PRICE CATEGORY)



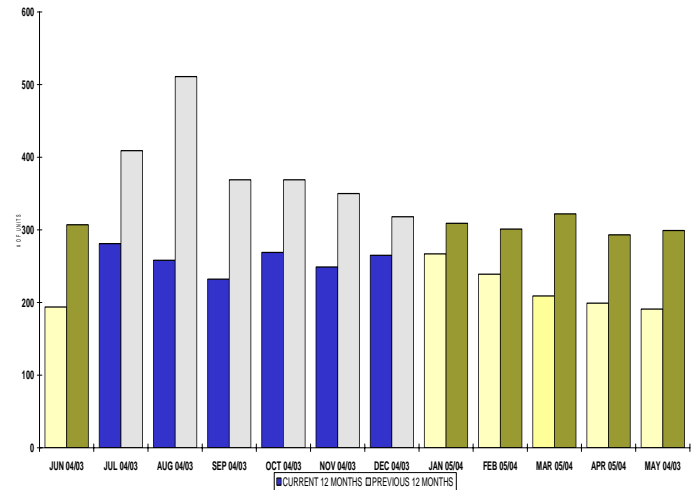
LOT LISTING & SALES ACTIVITY  
NORTH OKANAGAN DIV. (BY PRICE CATEGORY)



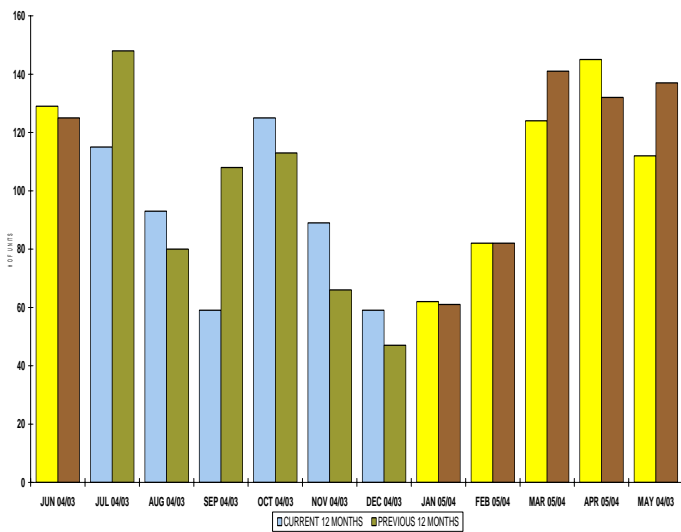
INVENTORY OF ACTIVE LISTINGS  
RESIDENTIAL - NORTH OKANAGAN DIVISION



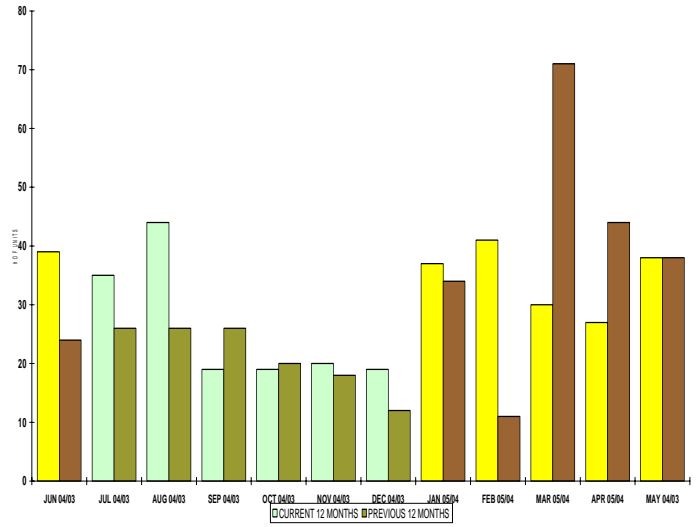
INVENTORY OF ACTIVE LISTINGS  
LOTS - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD  
RESIDENTIAL - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD  
LOTS - NORTH OKANAGAN DIVISION



**NORTH OKANAGAN ZONE**

**June 2005**

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	11	24	69	15.94%	119
ACREAGE/HOUSE	30	39	144	20.83%	115
CONDO/APT	13	12	36	36.11%	32
CONDO/TWNHSE	31	31	52	59.62%	63
LOTS	28	32	125	22.40%	146
RESIDENTIAL	129	159	315	40.95%	54

**AVERAGE HOUSE PRICE \$240,166**

**MEDIAN HOUSE PRICE \$227,000**

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

# LICENSEES

	TOTAL NUMBER OF LICENSEES June 30/05	TOTAL NUMBER OF LICENSEES June 30/04	CHANGE BY NUMBER	CHANGE BY %
ALL DIVISIONS	947	866	81	9.35%
CENTRAL OK DIV.	587	535	52	9.72%
NORTH OK DIV.	266	247	19	7.69%
SHUSWAP DIV.	94	84	10	11.90%

## CURRENT MEMBERSHIP

AGENT LICENSEES	82
SALESPERSONS	795
PROPERTY MANAGEMENT	8
9:15 LICENCEE MEMBER	60
EXEMPTION MEMBER	2
<b>TOTALS</b>	<b>947</b>

## COMPARATIVE ACTIVITY BY ZONE

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

### ZONE CO TOTALS

Units Listed	857	955	-10.3%	4787	4538	5.5%
Units Sold	<b>586</b>	<b>546</b>	<b>7.3%</b>	<b>3077</b>	<b>2866</b>	<b>7.4%</b>
Sales Dollars	\$171,908,008	\$131,843,889	30.4%	\$851,228,647	\$710,010,424	19.9%
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	2582	-12.0%			

### ZONE NO TOTALS

Units Listed	370	420	-11.9%	2171	2126	2.1%
Units Sold	<b>292</b>	<b>238</b>	<b>22.7%</b>	<b>1514</b>	<b>1456</b>	<b>4.0%</b>
Sales Dollars	\$68,300,535	\$45,044,735	51.6%	\$328,252,860	\$264,388,275	24.2%
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	1042	1437	-27.5%			

### ZONE SH TOTALS

Units Listed	212	223	-4.9%	1165	1148	1.5%
Units Sold	<b>159</b>	<b>166</b>	<b>-4.2%</b>	<b>702</b>	<b>674</b>	<b>4.2%</b>
Sales Dollars	\$27,342,216	\$30,985,514	-11.8%	\$122,751,782	\$113,484,383	8.2%
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	844	1178	-28.4%			

### ZONE OB TOTALS

Units Listed	24	23	4.3%	96	85	12.9%
Units Sold	<b>3</b>	<b>6</b>	<b>100.0%</b>	<b>28</b>	<b>24</b>	<b>16.7%</b>
Sales Dollars	\$1,220,500	\$6,233,000	100.0%	\$10,269,900	\$10,268,000	0.0%
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	105	129	-18.6%			

### GRAND TOTALS

Units Listed	1463	1621	-9.7%	8219	7897	4.1%
Units Sold	<b>1040</b>	<b>956</b>	<b>8.8%</b>	<b>5321</b>	<b>5020</b>	<b>6.0%</b>
Sales Dollars	\$268,771,259	\$214,107,138	25.5%	\$1,312,503,189	\$1,098,151,082	19.5%
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	4264	5326	-19.9%			

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Acreage</b>						
Units Listed	24	15	60.0%	94	76	23.7%
Units Sold	<b>11</b>	<b>8</b>	<b>37.5%</b>	<b>49</b>	<b>41</b>	<b>19.5%</b>
Sales Dollars	\$2,741,600	\$893,000	207.0%	\$13,584,458	\$6,398,000	112.3%
List/Sell \$ Ratio	96.48%	92.88%		95.17%	94.18%	
Days to Sell	119	353	-66.3%	231	318	-27.4%
Active Inventory	69	90	-23.3%			
Average Price	\$249,236	\$111,625	123.3%	\$277,234	\$156,049	77.7%
Median Price	\$155,000	\$101,250	53.1%	\$163,552	\$127,500	28.3%
<b>Acreage with House</b>						
Units Listed	39	46	-15.2%	242	227	6.6%
Units Sold	<b>30</b>	<b>27</b>	<b>11.1%</b>	<b>122</b>	<b>134</b>	<b>-9.0%</b>
Sales Dollars	\$11,480,500	\$7,968,700	44.1%	\$43,086,600	\$38,346,225	12.4%
List/Sell \$ Ratio	94.57%	96.13%		94.61%	95.65%	
Days to Sell	115	102	12.7%	103	117	-12.0%
Active Inventory	144	173	-16.8%	139	270	
Average Price	\$382,683	\$295,137	29.7%	\$353,169	\$286,166	23.4%
Median Price	\$355,500	\$257,500	38.1%	\$340,000	\$260,000	30.8%
<b>Acreage (Waterfront)</b>						
Units Listed	5	4	25.0%	14	5	180.0%
Units Sold	<b>0</b>	<b>1</b>	<b>-100.0%</b>	<b>5</b>	<b>1</b>	<b>400.0%</b>
Sales Dollars	\$0	\$149,900	-100.0%	\$1,463,400	\$149,900	876.3%
List/Sell \$ Ratio	0.00%	100.00%		93.80%	100.00%	
Days to Sell	0	154	-100.0%	45	154	-70.8%
Active Inventory	9	7	28.6%			
Average Price	\$0	\$149,900	-100.0%	\$292,680	\$149,900	95.3%
Median Price	\$0	\$149,900	-100.0%	\$330,000	\$149,900	120.1%
<b>Business</b>						
Units Listed	6	11	-45.5%	52	58	-10.3%
Units Sold	<b>2</b>	<b>1</b>	<b>100.0%</b>	<b>10</b>	<b>11</b>	<b>-9.1%</b>
Sales Dollars	\$755,000	\$280,000	169.6%	\$2,043,900	\$2,308,430	-11.5%
List/Sell \$ Ratio	96.66%	93.64%		85.69%	85.72%	
Days to Sell	294	99	197.0%	235	507	-53.6%
Active Inventory	56	73	-23.3%			
Average Price	\$377,500	\$280,000	34.8%	\$204,390	\$209,857	-2.6%
Median Price	\$377,500	\$280,000	34.8%	\$85,700	\$192,700	-55.5%
<b>Condo (Townhouse)</b>						
Units Listed	31	28	10.7%	203	193	5.2%
Units Sold	<b>31</b>	<b>24</b>	<b>29.2%</b>	<b>216</b>	<b>173</b>	<b>24.9%</b>
Sales Dollars	\$5,378,080	\$3,448,300	56.0%	\$37,495,177	\$24,109,552	55.5%
List/Sell \$ Ratio	97.77%	98.05%		99.27%	97.89%	
Days to Sell	63	82	-23.2%	86	67	28.4%
Active Inventory	52	77	-32.5%			
Average Price	\$173,486	\$143,679	20.7%	\$173,589	\$139,362	24.6%
Median Price	\$154,900	\$144,750	7.0%	\$157,755	\$126,000	25.2%
<b>Condo (Apt)</b>						
Units Listed	12	32	-62.5%	111	125	-11.2%
Units Sold	<b>13</b>	<b>15</b>	<b>-13.3%</b>	<b>96</b>	<b>106</b>	<b>-9.4%</b>
Sales Dollars	\$1,813,800	\$1,467,400	23.6%	\$11,938,340	\$11,204,962	6.5%
List/Sell \$ Ratio	96.37%	95.98%		96.65%	96.59%	
Days to Sell	32	147	-78.2%	63	101	-37.6%
Active Inventory	36	62	-41.9%			
Average Price	\$139,523	\$97,827	42.6%	\$124,358	\$105,707	17.6%
Median Price	\$150,000	\$90,000	66.7%	\$107,000	\$97,000	10.3%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Duplex</b>						
Units Listed	11	15	-26.7%	61	63	-3.2%
Units Sold	<b>7</b>	<b>7</b>	<b>0.0%</b>	<b>44</b>	<b>48</b>	<b>-8.3%</b>
Sales Dollars	\$1,042,500	\$1,251,158	-16.7%	\$7,092,947	\$7,546,786	-6.0%
List/Sell \$ Ratio	96.78%	97.51%		96.85%	96.28%	
Days to Sell	85	38	123.7%	53	87	-39.1%
Active Inventory	22	30	-26.7%			
Average Price	\$148,929	\$178,737	-16.7%	\$161,203	\$157,225	2.5%
Median Price	\$142,500	\$150,000	-5.0%	\$146,000	\$136,250	7.2%
<b>Farms</b>						
Units Listed	7	6	16.7%	32	35	-8.6%
Units Sold	<b>3</b>	<b>2</b>	<b>50.0%</b>	<b>13</b>	<b>8</b>	<b>62.5%</b>
Sales Dollars	\$1,535,000	\$1,090,000	40.8%	\$8,743,100	\$5,052,725	73.0%
List/Sell \$ Ratio	86.95%	95.29%		90.22%	92.59%	
Days to Sell	216	26	730.8%	251	377	-33.4%
Active Inventory	34	35	-2.9%	26	30	
Average Price	\$511,667	\$545,000	-6.1%	\$672,546	\$631,591	6.5%
Median Price	\$380,000	\$545,000	-30.3%	\$460,000	\$637,613	-27.9%
<b>IC&amp;I</b>						
Units Listed	10	8	25.0%	49	37	32.4%
Units Sold	<b>4</b>	<b>2</b>	<b>100.0%</b>	<b>26</b>	<b>15</b>	<b>73.3%</b>
Sales Dollars	\$743,000	\$253,700	192.9%	\$6,571,500	\$4,292,608	53.1%
List/Sell \$ Ratio	89.77%	86.02%		92.18%	87.43%	
Days to Sell	219	486	-54.9%	242	227	6.6%
Active Inventory	43	61	-29.5%			
Average Price	\$185,750	\$126,850	46.4%	\$252,750	\$286,174	-11.7%
Median Price	\$181,500	\$126,850	43.1%	\$246,250	\$166,000	48.3%
<b>IC&amp;I Land</b>						
Units Listed	4	9	-55.6%	24	33	-27.3%
Units Sold	<b>9</b>	<b>1</b>	<b>800.0%</b>	<b>15</b>	<b>14</b>	<b>7.1%</b>
Sales Dollars	\$5,374,000	\$174,500	2979.7%	\$8,643,000	\$7,315,800	18.1%
List/Sell \$ Ratio	92.92%	100.00%		88.95%	93.88%	
Days to Sell	557	35	1491.4%	429	182	135.7%
Active Inventory	33	54	-38.9%			
Average Price	\$597,111	\$174,500	242.2%	\$576,200	\$522,557	10.3%
Median Price	\$400,000	\$174,500	129.2%	\$400,000	\$140,000	185.7%
<b>Lots</b>						
Units Listed	27	37	-27.0%	183	160	14.4%
Units Sold	<b>28</b>	<b>14</b>	<b>100.0%</b>	<b>156</b>	<b>139</b>	<b>12.2%</b>
Sales Dollars	\$3,528,128	\$1,368,000	157.9%	\$15,576,472	\$11,295,500	37.9%
List/Sell \$ Ratio	94.65%	96.27%		98.95%	98.04%	
Days to Sell	146	201	-27.4%	161	265	-39.2%
Active Inventory	113	199	-43.2%			
Average Price	\$126,005	\$97,714	29.0%	\$99,849	\$81,263	22.9%
Median Price	\$109,500	\$90,500	21.0%	\$82,500	\$76,500	7.8%
<b>Leases</b>						
Units Listed	5	5	0.0%	23	32	-28.1%
Units Sold	<b>2</b>	<b>1</b>	<b>100.0%</b>	<b>7</b>	<b>4</b>	<b>75.0%</b>
Sales Dollars	\$94,976	\$10,800	779.4%	\$508,952	\$70,500	621.9%
Days to Sell	74	34	117.6%	460	232	98.3%
Active Inventory	23	47	-51.1%			
Average Price	\$47,488	\$10,800	339.7%	\$72,707	\$17,625	312.5%
Median Price	\$47,488	\$10,800	339.7%	\$34,200	\$13,050	162.1%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Lots (Waterfront)</b>						
Units Listed	0	2	-100.0%	4	13	-69.2%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>3</b>	<b>2</b>	<b>50.0%</b>
Sales Dollars	\$0	\$0	0.0%	\$1,259,000	\$479,500	162.6%
List/Sell \$ Ratio	0.00%	0.00%		99.77%	93.89%	
Days to Sell	0	0	#DIV/0!	230	19	1110.5%
Active Inventory	3	11	-72.7%			
Average Price	\$0	\$0	0.0%	\$419,667	\$239,750	75.0%
Median Price	\$0	\$0	0.0%	\$545,000	\$239,750	127.3%
<b>Multi-Family</b>						
Units Listed	5	4	25.0%	20	20	0.0%
Units Sold	<b>2</b>	<b>1</b>	<b>100.0%</b>	<b>11</b>	<b>11</b>	<b>0.0%</b>
Sales Dollars	\$566,200	\$371,000	52.6%	\$3,953,700	\$3,050,599	29.6%
List/Sell \$ Ratio	98.32%	97.88%		95.63%	96.34%	
Days to Sell	35	14	150.0%	99	121	-18.2%
Active Inventory	9	18	-50.0%	10	25	
Average Price	\$283,100	\$371,000	-23.7%	\$359,427	\$277,327	29.6%
Median Price	\$283,100	\$371,000	-23.7%	\$268,000	\$247,000	8.5%
<b>Mobile Homes</b>						
Units Listed	19	20	-5.0%	107	103	3.9%
Units Sold	<b>18</b>	<b>8</b>	<b>125.0%</b>	<b>71</b>	<b>51</b>	<b>39.2%</b>
Sales Dollars	\$989,400	\$243,800	305.8%	\$3,803,151	\$2,645,150	43.8%
List/Sell \$ Ratio	93.52%	89.73%		90.46%	90.40%	
Days to Sell	79	109	-27.5%	110	132	-16.7%
Active Inventory	54	73	-26.0%			
Average Price	\$54,967	\$30,475	80.4%	\$53,566	\$51,866	3.3%
Median Price	\$32,750	\$29,550	10.8%	\$37,500	\$39,900	-6.0%
<b>Recreational Property</b>						
Units Listed	1	3	-66.7%	17	14	21.4%
Units Sold	<b>2</b>	<b>0</b>	<b>100.0%</b>	<b>3</b>	<b>5</b>	<b>-40.0%</b>
Sales Dollars	\$252,000	\$0	100.0%	\$369,000	\$881,555	-58.1%
List/Sell \$ Ratio	87.83%	0.00%		85.45%	96.27%	
Days to Sell	76	0	100.0%	137	70	95.7%
Active Inventory	7	13	0.0%			
Average Price	\$126,000	\$0	100.0%	\$123,000	\$176,311	-30.2%
Median Price	\$126,000	\$0	100.0%	\$122,000	\$150,555	-19.0%
<b>Residential</b>						
Units Listed	159	173	-8.1%	912	912	0.0%
Units Sold	<b>129</b>	<b>126</b>	<b>2.4%</b>	<b>656</b>	<b>684</b>	<b>-4.1%</b>
Sales Dollars	\$30,981,351	\$26,074,477	18.8%	\$153,442,163	\$134,419,483	14.2%
List/Sell \$ Ratio	96.43%	96.32%		96.76%	96.86%	
Days to Sell	54	69	-21.7%	60	62	-3.2%
Active Inventory	315	393	-19.8%			
Average Price	\$240,166	\$206,940	16.1%	\$233,906	\$196,520	19.0%
Median Price	\$227,000	\$191,500	18.5%	\$220,500	\$178,450	23.6%
<b>Residential (Waterfront)</b>						
Units Listed	5	2	150.0%	23	17	35.3%
Units Sold	<b>1</b>	<b>0</b>	<b>100.0%</b>	<b>10</b>	<b>9</b>	<b>11.1%</b>
Sales Dollars	\$1,025,000	\$0	100.0%	\$8,568,000	\$4,821,000	77.7%
List/Sell \$ Ratio	93.18%	0.00%		92.07%	96.69%	
Days to Sell	8	0	100.0%	126	104	21.2%
Active Inventory	20	18	11.1%			
Average Price	\$1,025,000	\$0	100.0%	\$856,800	\$535,667	60.0%
Median Price	\$1,025,000	\$0	100.0%	\$725,000	\$527,000	37.6%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Timeshares</b>						
Units Listed	0	0	0.0%	0	3	-100.0%
Units Sold	<b>0</b>	<b>0</b>	<b>100.0%</b>	<b>1</b>	<b>0</b>	<b>100.0%</b>
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%
<b>NORTH OKANAGAN - TOTALS</b>						
Units Listed	370	420	-11.9%	2171	2126	2.1%
Units Sold	<b>292</b>	<b>238</b>	<b>22.7%</b>	<b>1514</b>	<b>1456</b>	<b>4.0%</b>
Sales Dollars	\$68,300,535	\$45,044,735	51.6%	\$328,252,860	\$264,388,275	24.2%
List/Sell Ratio	94.11%	94.61%		95.84%	94.37%	
Days to Sell	119	159	-25.2%	116	158	-26.6%
Active Inventory	1042	1437	-27.5%			

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 150000	11	99	16	102
150001 to 180000	16	112	19	98
180001 to 210000	13	113	19	89
210001 to 240000	29	137	23	101
240001 to 270000	23	106	14	72
270001 to 300000	11	95	15	59
300001 to 330000	8	61	7	40
330001 to 360000	11	67	5	28
360001 to 390000	4	32	4	20
390001 to 420000	12	30	2	8
420001 to 450000	5	18	2	7
450001 to 480000	3	9	1	6
480001 and over	10	41	2	9
<b>Totals</b>	<b>156</b>	<b>920</b>	<b>129</b>	<b>639</b>

North Division Lot Listing/Sales Analysis

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 40000	1	2	3	7
40001 to 60000	1	13	2	10
60001 to 80000	7	63	0	57
80001 to 100000	5	45	6	46
100001 to 120000	2	13	8	18
120001 to 140000	2	27	12	26
140001 to 160000	5	24	1	9
160001 and over	33	108	8	41
<b>Totals</b>	<b>56</b>	<b>295</b>	<b>40</b>	<b>214</b>