

NORTH ZONE MONTHLY STATISTICS

FOR

July 1st - 31st, 2005

June Statistics Run August 4, 2005 10:10 a.m.

**A New Property Type has been Added - Multi Family Triplex/Fourplex
This is different from Multi Tenant 5 Plus Units
Triplex and Fourplex Are entered under Residential**

NORTH OKANAGAN ZONE

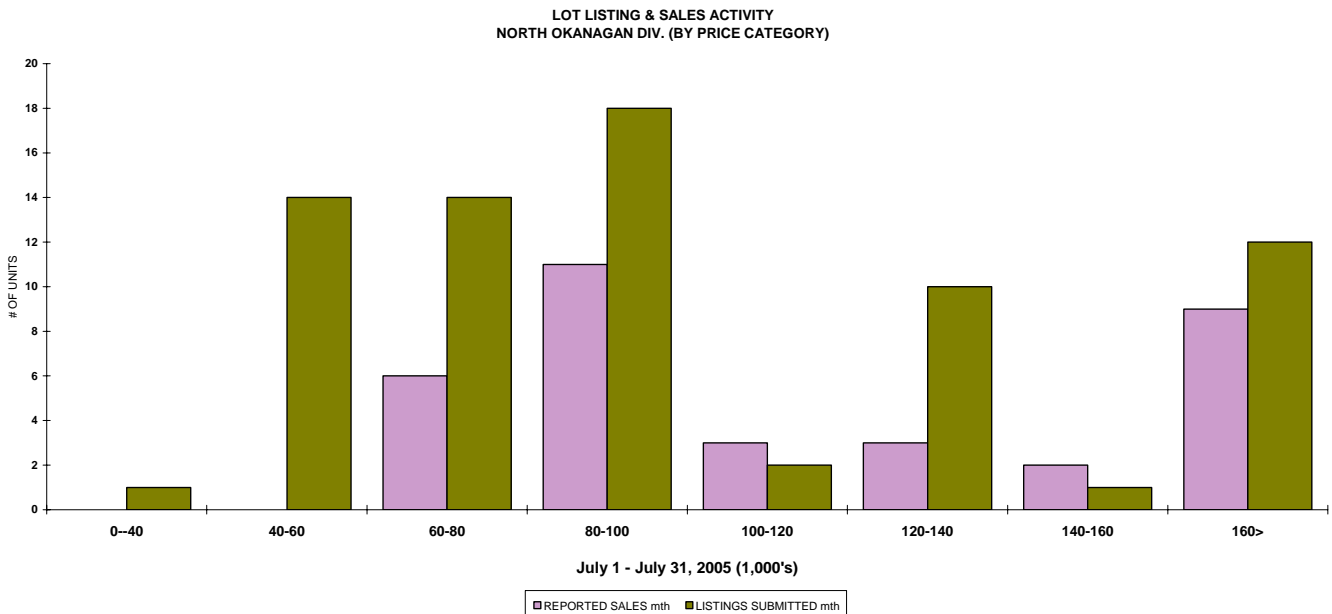
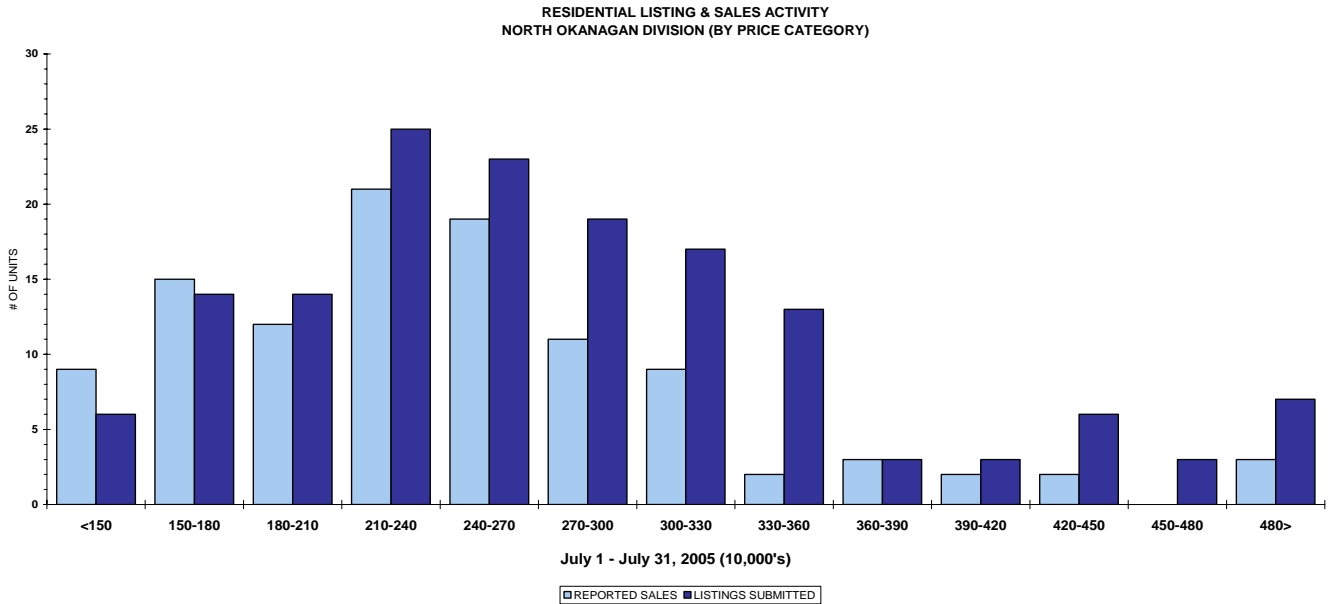
STAT - O - GRAM

JULY 2005

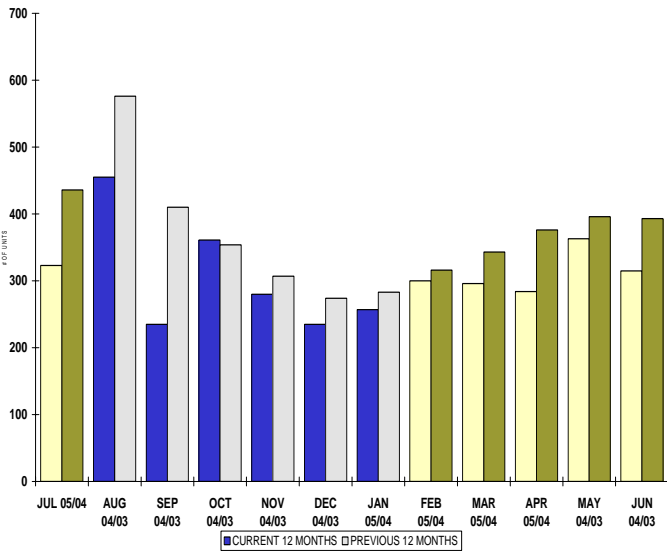
QUICK SUMMARY

	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>
July 2005	241	\$55,262,848	111	\$27,784,906	383	1,082
June 2005	292	\$68,300,535	129	\$30,981,351	395	1,042
July 2004	248	\$52,279,658	116	\$24,885,500	430	1,488

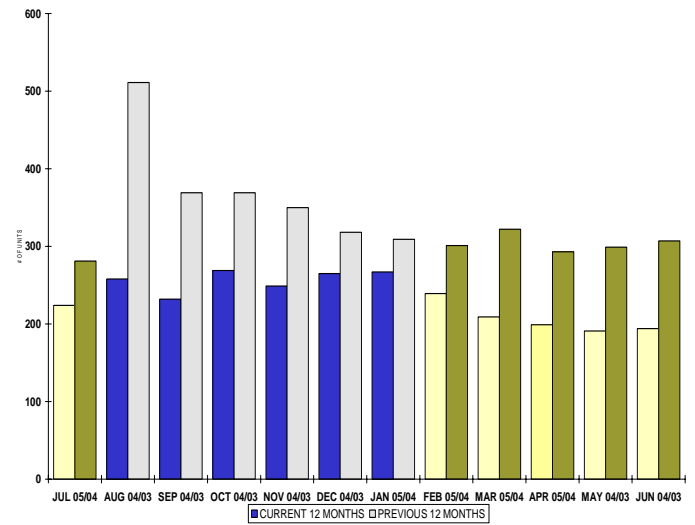
The North Zone has **271** Members. The average number of listings-per-licensee is 3.9



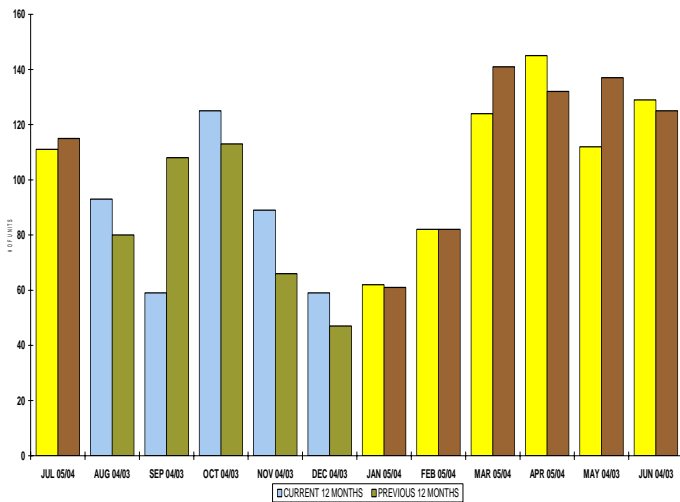
INVENTORY OF ACTIVE LISTINGS
RESIDENTIAL - NORTH OKANAGAN DIVISION



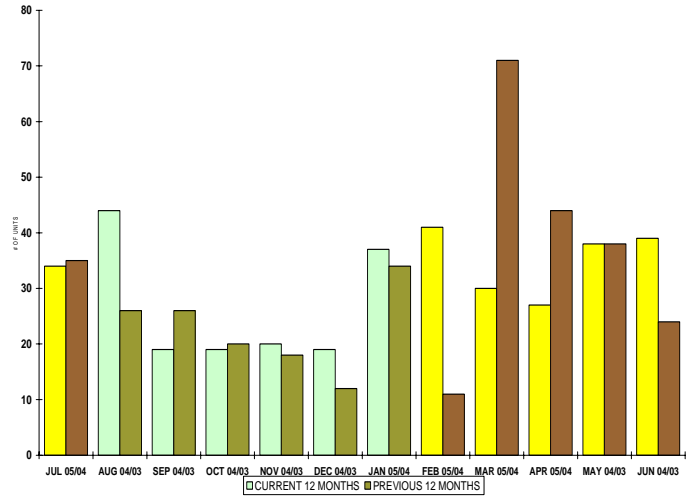
INVENTORY OF ACTIVE LISTINGS
LOTS - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD
RESIDENTIAL - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD
LOTS - NORTH OKANAGAN DIVISION



NORTH OKANAGAN ZONE

July 2005

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	6	10	67	8.96%	92
ACREAGE/HOUSE	23	47	149	15.44%	97
CONDO/APT	11	18	45	24.44%	67
CONDO/TWNHSE	30	33	54	55.56%	41
LOTS	28	62	157	17.83%	194
RESIDENTIAL	111	159	323	34.37%	53

AVERAGE HOUSE PRICE \$250,314

MEDIAN HOUSE PRICE \$240,000

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	720	913	-21.1%	5568	5457	2.0%
Units Sold	521	466	11.8%	3616	3340	8.3%
Sales Dollars	\$154,294,845	\$113,343,932	36.1%	\$1,013,906,082	\$825,132,960	22.9%
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	2276	2834	-19.7%			

ZONE NO TOTALS

Units Listed	383	430	-10.9%	2569	2543	1.0%
Units Sold	241	248	-2.8%	1759	1707	3.0%
Sales Dollars	\$55,262,848	\$52,279,658	5.7%	\$384,478,508	\$317,553,933	21.1%
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	1082	1488	-27.3%			

ZONE SH TOTALS

Units Listed	214	210	1.9%	1360	1319	3.1%
Units Sold	166	141	17.7%	868	815	6.5%
Sales Dollars	\$29,581,632	\$20,645,929	43.3%	\$152,333,414	\$134,130,312	13.6%
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	825	1185	-30.4%			

ZONE OB TOTALS

Units Listed	20	17	17.6%	116	100	16.0%
Units Sold	4	11	100.0%	35	35	0.0%
Sales Dollars	\$2,235,900	\$3,196,547	100.0%	\$12,788,300	\$15,472,047	-17.3%
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	111	130	-14.6%			

GRAND TOTALS

Units Listed	1337	1570	-14.8%	9613	9419	2.1%
Units Sold	932	866	7.6%	6278	5897	6.5%
Sales Dollars	\$241,375,225	\$189,466,066	27.4%	\$1,563,506,304	\$1,292,289,252	21.0%
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	4294	5637	-23.8%			

LICENSEES

	TOTAL NUMBER OF LICENSEES July 31/05	TOTAL NUMBER OF LICENSEES July 31/04	CHANGE BY NUMBER	CHANGE BY %
ALL DIVISIONS	960	877	83	9.46%
CENTRAL OK DIV.	594	543	51	9.39%
NORTH OK DIV.	271	250	21	8.40%
SHUSWAP DIV.	95	84	11	13.10%
CURRENT MEMBERSHIP				
AGENT LICENSEES	82			
SALESPERSONS	808			
PROPERTY MANAGEMENT	9			
9:15 LICENCEE MEMBER	60			
EXEMPTION MEMBER	1			
TOTALS	960			

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	10	15	-33.3%	104	91	14.3%
Units Sold	6	10	-40.0%	55	51	7.8%
Sales Dollars	\$1,058,500	\$1,572,500	-32.7%	\$14,642,958	\$7,970,500	83.7%
List/Sell \$ Ratio	94.40%	90.10%		95.08%	93.38%	
Days to Sell	92	185	-50.3%	216	292	-26.0%
Active Inventory	67	92	-27.2%			
Average Price	\$176,417	\$157,250	12.2%	\$266,236	\$156,284	70.4%
Median Price	\$168,500	\$122,500	37.6%	\$163,552	\$127,500	28.3%
Acreage with House						
Units Listed	47	47	0.0%	289	274	5.5%
Units Sold	23	26	-11.5%	146	160	-8.8%
Sales Dollars	\$8,619,520	\$8,733,800	-1.3%	\$52,051,120	\$47,080,025	10.6%
List/Sell \$ Ratio	95.95%	93.07%		94.83%	95.23%	
Days to Sell	97	120	-19.2%	102	117	-12.8%
Active Inventory	149	166	-10.2%	139	270	
Average Price	\$374,762	\$335,915	11.6%	\$356,515	\$294,250	21.2%
Median Price	\$367,500	\$312,450	17.6%	\$345,000	\$269,450	28.0%
Acreage (Waterfront)						
Units Listed	2	2	0.0%	16	7	128.6%
Units Sold	0	2	-100.0%	5	3	66.7%
Sales Dollars	\$0	\$208,000	-100.0%	\$1,463,400	\$357,900	308.9%
List/Sell \$ Ratio	0.00%	91.69%		93.80%	94.46%	
Days to Sell	0	32	-100.0%	45	73	-38.4%
Active Inventory	11	6	83.3%			
Average Price	\$0	\$104,000	-100.0%	\$292,680	\$119,300	145.3%
Median Price	\$0	\$104,000	-100.0%	\$330,000	\$126,000	161.9%
Business						
Units Listed	10	8	25.0%	62	66	-6.1%
Units Sold	0	0	0.0%	10	11	-9.1%
Sales Dollars	\$0	\$0	0.0%	\$2,043,900	\$2,308,430	-11.5%
List/Sell \$ Ratio	0.00%	0.00%		85.69%	85.72%	
Days to Sell	0	0	0.0%	235	507	-53.6%
Active Inventory	57	72	-20.8%			
Average Price	\$0	\$0	0.0%	\$204,390	\$209,857	-2.6%
Median Price	\$0	\$0	0.0%	\$85,700	\$192,700	-55.5%
Condo (Townhouse)						
Units Listed	33	67	-50.7%	236	260	-9.2%
Units Sold	30	17	76.5%	247	190	30.0%
Sales Dollars	\$5,622,400	\$2,661,300	111.3%	\$43,377,577	\$26,770,852	62.0%
List/Sell \$ Ratio	97.64%	95.59%		99.07%	97.69%	
Days to Sell	41	75	-45.3%	80	68	17.6%
Active Inventory	54	116	-53.4%			
Average Price	\$187,413	\$156,547	19.7%	\$175,618	\$140,899	24.6%
Median Price	\$157,950	\$128,500	22.9%	\$158,010	\$126,400	25.0%
Condo (Apt)						
Units Listed	18	33	-45.5%	129	158	-18.4%
Units Sold	11	17	-35.3%	107	123	-13.0%
Sales Dollars	\$1,258,200	\$1,812,600	-30.6%	\$13,196,540	\$13,017,562	1.4%
List/Sell \$ Ratio	94.85%	96.19%		96.46%	96.54%	
Days to Sell	67	57	17.5%	64	95	-32.6%
Active Inventory	45	84	-46.4%			
Average Price	\$114,382	\$106,624	7.3%	\$123,332	\$105,834	16.5%
Median Price	\$107,500	\$79,900	34.5%	\$107,000	\$95,000	12.6%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	5	7	-28.6%	66	70	-5.7%
Units Sold	5	11	-54.5%	49	59	-16.9%
Sales Dollars	\$1,064,500	\$1,817,558	-41.4%	\$8,157,447	\$9,364,344	-12.9%
List/Sell \$ Ratio	95.57%	97.53%		96.72%	96.51%	
Days to Sell	58	63	-7.9%	53	82	-35.4%
Active Inventory	23	26	-11.5%			
Average Price	\$212,900	\$165,233	28.8%	\$166,479	\$158,718	4.9%
Median Price	\$136,000	\$141,000	-3.5%	\$145,000	\$138,500	4.7%
Farms						
Units Listed	5	5	0.0%	37	40	-7.5%
Units Sold	0	2	-100.0%	13	10	30.0%
Sales Dollars	\$0	\$850,000	-100.0%	\$8,743,100	\$5,902,725	48.1%
List/Sell \$ Ratio	0.00%	94.50%		90.22%	92.97%	
Days to Sell	0	84	-100.0%	251	318	-21.1%
Active Inventory	31	34	-8.8%	26	30	
Average Price	\$0	\$425,000	-100.0%	\$672,546	\$590,273	13.9%
Median Price	\$0	\$425,000	-100.0%	\$460,000	\$581,250	-20.9%
IC&I						
Units Listed	7	6	16.7%	56	43	30.2%
Units Sold	4	4	0.0%	30	19	57.9%
Sales Dollars	\$775,400	\$1,365,000	-43.2%	\$7,346,900	\$5,657,608	29.9%
List/Sell \$ Ratio	94.64%	92.69%		92.53%	88.60%	
Days to Sell	178	361	-50.7%	234	255	-8.2%
Active Inventory	47	58	-19.0%			
Average Price	\$193,850	\$341,250	-43.2%	\$244,897	\$297,769	-17.8%
Median Price	\$204,950	\$312,500	-34.4%	\$240,000	\$174,000	37.9%
IC&I Land						
Units Listed	4	4	0.0%	28	37	-24.3%
Units Sold	2	3	-33.3%	17	17	0.0%
Sales Dollars	\$1,950,000	\$488,000	299.6%	\$10,593,000	\$7,803,800	35.7%
List/Sell \$ Ratio	84.05%	91.46%		88.37%	93.45%	
Days to Sell	230	400	-42.5%	405	220	84.1%
Active Inventory	31	51	-39.2%			
Average Price	\$975,000	\$162,667	499.4%	\$623,118	\$459,047	35.7%
Median Price	\$975,000	\$185,000	427.0%	\$465,000	\$146,000	218.5%
Lots						
Units Listed	39	23	69.6%	222	183	21.3%
Units Sold	27	21	28.6%	186	160	16.3%
Sales Dollars	\$3,354,816	\$1,738,400	93.0%	\$19,167,088	\$13,033,900	47.1%
List/Sell \$ Ratio	102.62%	96.18%		99.55%	97.79%	
Days to Sell	260	248	4.8%	178	262	-32.1%
Active Inventory	122	175	-30.3%			
Average Price	\$124,252	\$82,781	50.1%	\$103,049	\$81,462	26.5%
Median Price	\$93,000	\$71,500	30.1%	\$82,500	\$76,250	8.2%
Leases						
Units Listed	4	7	-42.9%	27	39	-30.8%
Units Sold	2	0	100.0%	8	4	100.0%
Sales Dollars	\$24,006	\$0	100.0%	\$460,958	\$70,500	553.8%
Days to Sell	39	0	100.0%	411	282	45.7%
Active Inventory	24	51	-52.9%			
Average Price	\$12,003	\$0	100.0%	\$57,620	\$17,625	226.9%
Median Price	\$12,003	\$0	100.0%	\$26,950	\$13,050	106.5%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots (Waterfront)						
Units Listed	21	1	2000.0%	25	14	78.6%
Units Sold	1	3	0.0%	4	5	-20.0%
Sales Dollars	\$599,000	\$1,225,000	-51.1%	\$1,858,000	\$1,704,500	9.0%
List/Sell \$ Ratio	100.00%	93.64%		99.82%	93.74%	
Days to Sell	128	140	-8.6%	205	91	125.3%
Active Inventory	24	8	200.0%			
Average Price	\$599,000	\$408,333	46.7%	\$464,500	\$340,900	36.3%
Median Price	\$599,000	\$385,000	55.6%	\$572,000	\$385,000	48.6%
Multi-Family (5 Units and Up)						
Units Listed	0	4	-100.0%	20	4	400.0%
Units Sold	0	3	-100.0%	11	14	-21.4%
Sales Dollars	\$0	\$1,840,000	-100.0%	\$3,953,700	\$4,890,599	-19.2%
List/Sell \$ Ratio	0.00%	92.95%		95.63%	95.61%	
Days to Sell	0	150	-100.0%	99	127	-22.0%
Active Inventory	6	17	-64.7%	10	25	
Average Price	\$0	\$613,333	-100.0%	\$359,427	\$349,329	2.9%
Median Price	\$0	\$285,000	-100.0%	\$268,000	\$270,000	-0.7%
Multi Family (Triplex/Fourplex)						
Units Listed	1	0	100.0%	1	0	100.0%
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	1	0	0.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Mobile Homes						
Units Listed	12	16	-25.0%	119	119	0.0%
Units Sold	13	9	44.4%	84	60	40.0%
Sales Dollars	\$543,800	\$403,000	34.9%	\$4,346,951	\$3,048,150	42.6%
List/Sell \$ Ratio	90.69%	82.99%		90.49%	89.27%	
Days to Sell	127	78	62.8%	113	124	-8.9%
Active Inventory	46	70	-34.3%			
Average Price	\$41,831	\$44,778	-6.6%	\$51,749	\$50,803	1.9%
Median Price	\$37,000	\$36,000	2.8%	\$37,500	\$38,400	-2.3%
Recreational Property						
Units Listed	2	1	100.0%	19	15	26.7%
Units Sold	1	0	100.0%	4	5	-20.0%
Sales Dollars	\$74,900	\$0	100.0%	\$443,900	\$881,555	-49.6%
List/Sell \$ Ratio	100.00%	0.00%		89.08%	96.27%	
Days to Sell	10	0	100.0%	105	70	50.0%
Active Inventory	6	11	0.0%			
Average Price	\$74,900	\$0	100.0%	\$110,975	\$176,311	-37.1%
Median Price	\$74,900	\$0	100.0%	\$119,500	\$150,555	-20.6%
Residential						
Units Listed	159	182	-12.6%	1086	1101	-1.4%
Units Sold	111	116	-4.3%	767	803	-4.5%
Sales Dollars	\$27,784,906	\$24,885,500	11.7%	\$181,421,069	\$160,190,983	13.3%
List/Sell \$ Ratio	96.48%	97.27%		96.70%	96.92%	
Days to Sell	53	60	-11.7%	58	62	-6.5%
Active Inventory	323	436	-25.9%			
Average Price	\$250,314	\$214,530	16.7%	\$236,533	\$199,491	18.6%
Median Price	\$240,000	\$190,500	26.0%	\$225,000	\$180,000	25.0%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Residential (Waterfront)						
Units Listed	4	2	100.0%	27	19	42.1%
Units Sold	5	4	100.0%	15	13	15.4%
Sales Dollars	\$2,532,900	\$2,679,000	-5.5%	\$11,100,900	\$7,500,000	48.0%
List/Sell \$ Ratio	93.99%	91.38%		92.71%	95.05%	
Days to Sell	84	52	61.5%	112	88	27.3%
Active Inventory	15	11	36.4%			
Average Price	\$506,580	\$669,750	-24.4%	\$740,060	\$576,923	28.3%
Median Price	\$570,000	\$582,500	-2.1%	\$685,000	\$527,000	30.0%
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	4	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	383	430	-10.9%	2569	2543	1.0%
Units Sold	241	248	-2.8%	1759	1707	3.0%
Sales Dollars	\$55,262,848	\$52,279,658	5.7%	\$384,478,508	\$317,553,933	21.1%
List/Sell Ratio	94.11%	94.61%		95.84%	94.37%	
Days to Sell	119	159	-25.2%	116	158	-26.6%
Active Inventory	1082	1488	-27.3%			

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 150000	6	105	9	110
150001 to 180000	14	126	15	113
180001 to 210000	14	129	12	101
210001 to 240000	25	161	21	122
240001 to 270000	23	129	19	91
270001 to 300000	19	112	11	70
300001 to 330000	17	79	9	51
330001 to 360000	13	84	2	30
360001 to 390000	3	33	3	23
390001 to 420000	3	33	2	10
420001 to 450000	6	22	2	9
450001 to 480000	3	13	0	6
480001 and over	7	47	3	12
Totals	153	1073	108	748

North Division Lot Listing/Sales Analysis

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 40000	1	3	0	7
40001 to 60000	14	28	0	10
60001 to 80000	14	76	6	63
80001 to 100000	18	64	11	58
100001 to 120000	2	15	3	22
120001 to 140000	10	37	3	29
140001 to 160000	1	24	2	11
160001 and over	12	120	9	50
Totals	72	367	34	250

North Zone Residential Sub Area Average Price - May to July 2005
 Residential Single Family Only (Does Not Include Waterfront)

◆ May ■ Jun ▲ Jul

