

# NORTH ZONE MONTHLY STATISTICS

FOR

August 1st - 31st, 2005

**August Statistics Run September 7, 2005 9:15 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

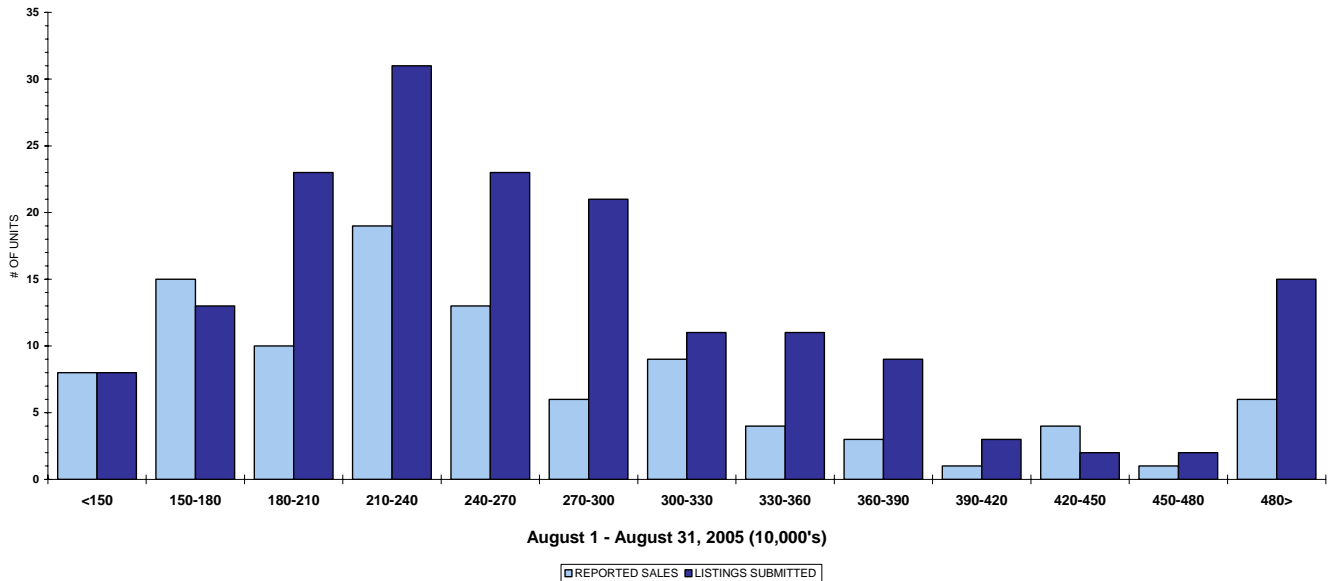
AUGUST 2005

### QUICK SUMMARY

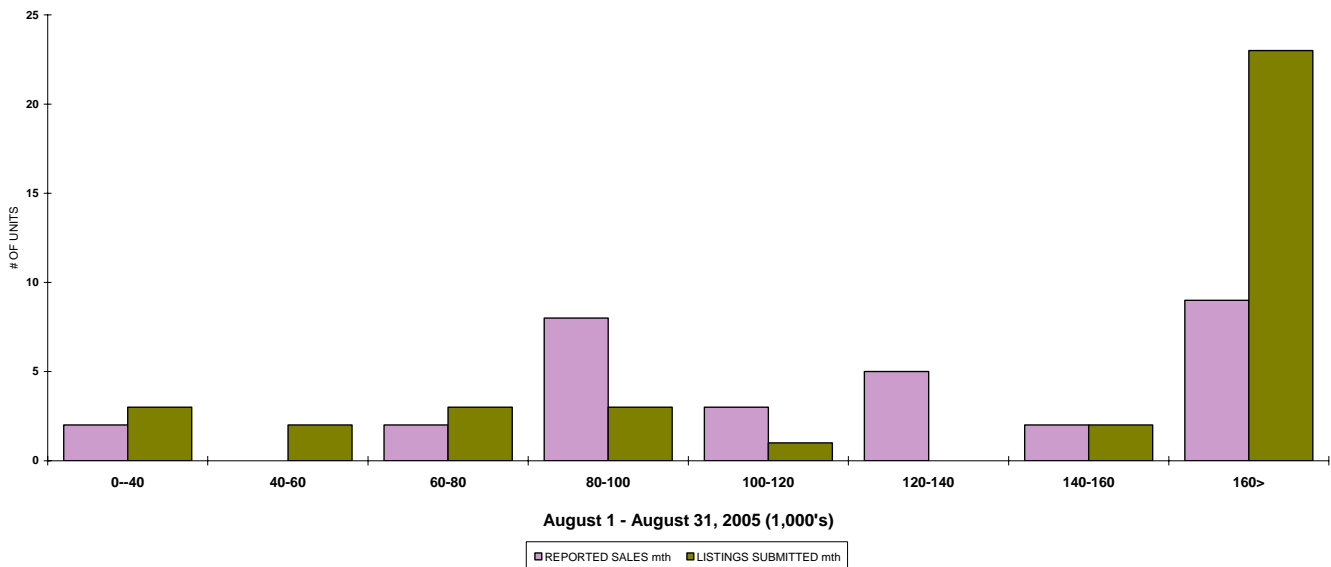
	TOTAL SALES VOLUME		Residential Single Family SALES		TOTAL LISTINGS	
	<u># of Units</u>	<u>\$ Value</u>	<u># of Units</u>	<u>\$ Value</u>	<u>Listings Taken</u>	<u>Inventory</u>
August 2005	241	\$69,542,523	104	\$28,615,585	350	1,068
July 2005	241	\$55,262,848	111	\$27,784,906	383	1,082
August 2004	234	\$41,104,061	93	\$18,197,675	357	1,496

The North Zone has **272** Members. The average number of listings-per-licensee is 3.9

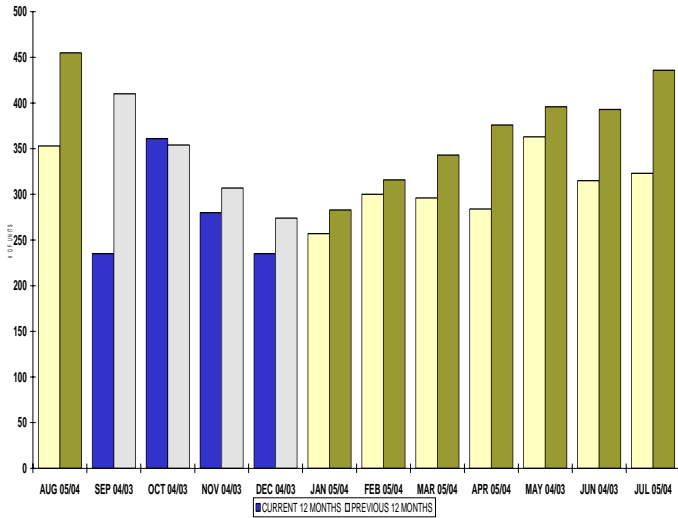
RESIDENTIAL LISTING & SALES ACTIVITY  
NORTH OKANAGAN DIVISION (BY PRICE CATEGORY)



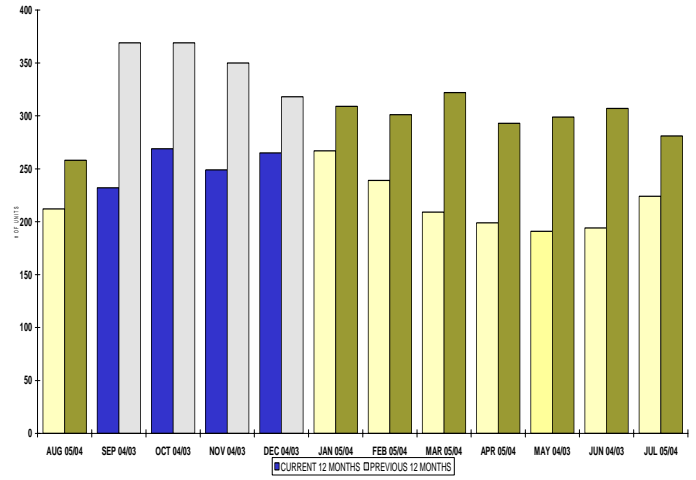
LOT LISTING & SALES ACTIVITY  
NORTH OKANAGAN DIV. (BY PRICE CATEGORY)



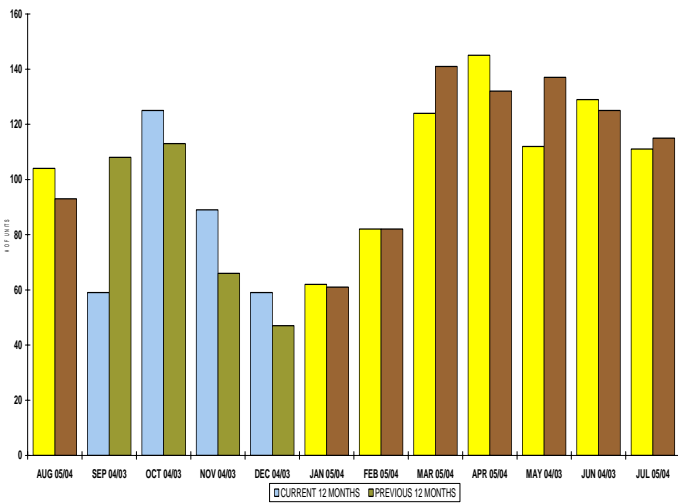
INVENTORY OF ACTIVE LISTINGS  
RESIDENTIAL - NORTH OKANAGAN DIVISION



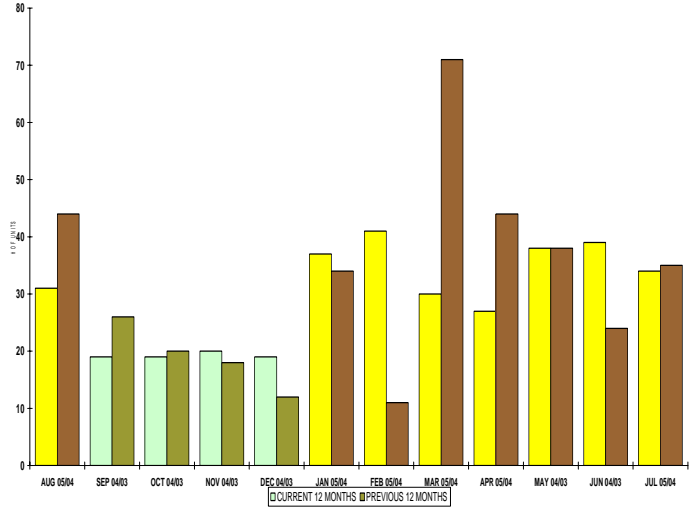
INVENTORY OF ACTIVE LISTINGS  
LOTS - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD  
RESIDENTIAL - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD  
LOTS - NORTH OKANAGAN DIVISION



**NORTH OKANAGAN ZONE**

**August 2005**

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	11	17	70	15.71%	181
ACREAGE/HOUSE	20	34	145	13.79%	100
CONDO/APT	13	19	40	32.50%	76
CONDO/TWNHSE	29	30	53	54.72%	60
LOTS	20	20	142	14.08%	103
RESIDENTIAL	104	172	353	29.46%	47

**AVERAGE HOUSE PRICE \$275,150**

**MEDIAN HOUSE PRICE \$239,500**

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	750	812	-7.6%	6321	6539	-3.3%
Units Sold	<b>631</b>	<b>470</b>	<b>34.3%</b>	<b>4252</b>	<b>3810</b>	<b>11.6%</b>
Sales Dollars	\$187,202,284	\$126,225,509	48.3%	\$1,202,897,466	\$950,869,091	26.5%
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	2056	2879	-28.6%			

### ZONE NO TOTALS

Units Listed	350	367	-4.6%	2919	2930	-0.4%
Units Sold	<b>247</b>	<b>235</b>	<b>5.1%</b>	<b>2012</b>	<b>1942</b>	<b>3.6%</b>
Sales Dollars	\$71,850,923	\$41,437,061	73.4%	\$457,746,431	\$358,990,994	27.5%
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	1074	1496	-28.2%			

### ZONE SH TOTALS

Units Listed	265	177	49.7%	1616	1496	8.0%
Units Sold	<b>193</b>	<b>160</b>	<b>20.6%</b>	<b>1063</b>	<b>975</b>	<b>9.0%</b>
Sales Dollars	\$35,372,682	\$26,261,990	34.7%	\$188,367,096	\$160,392,302	17.4%
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	1124	-24.9%			

### ZONE OB TOTALS

Units Listed	9	15	-40.0%	125	113	10.6%
Units Sold	<b>7</b>	<b>3</b>	<b>100.0%</b>	<b>42</b>	<b>38</b>	<b>10.5%</b>
Sales Dollars	\$1,790,700	\$1,004,000	100.0%	\$14,579,000	\$16,476,047	-11.5%
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	106	135	-21.5%			

### GRAND TOTALS

Units Listed	1374	1371	0.2%	10981	11078	-0.9%
Units Sold	<b>1078</b>	<b>868</b>	<b>24.2%</b>	<b>7369</b>	<b>6765</b>	<b>8.9%</b>
Sales Dollars	\$296,216,589	\$194,928,560	52.0%	\$1,863,589,993	\$1,486,728,434	25.3%
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	4080	5634	-27.6%			

# LICENSEES

	TOTAL NUMBER OF LICENSEES August 31/05	TOTAL NUMBER OF LICENSEES August 31/04	CHANGE BY NUMBER	CHANGE BY %
ALL DIVISIONS	971	884	87	9.84%
CENTRAL OK DIV.	554	550	4	0.73%
NORTH OK DIV.	272	249	23	9.24%
SHUSWAP DIV.	97	85	12	14.12%

## CURRENT MEMBERSHIP

AGENT LICENSEES	81
SALESPERSONS	819
PROPERTY MANAGEMENT	10
9:15 LICENCEE MEMBER	60
EXEMPTION MEMBER	1

**TOTALS** **971**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Acreage</b>						
Units Listed	17	14	21.4%	121	105	15.2%
Units Sold	<b>11</b>	<b>14</b>	<b>-21.4%</b>	<b>66</b>	<b>65</b>	<b>1.5%</b>
Sales Dollars	\$4,366,500	\$2,155,000	102.6%	\$19,009,458	\$10,125,500	87.7%
List/Sell \$ Ratio	97.21%	94.31%		95.44%	93.58%	
Days to Sell	181	242	-25.2%	210	281	-25.3%
Active Inventory	70	87	-19.5%			
Average Price	\$396,955	\$153,929	157.9%	\$288,022	\$155,777	84.9%
Median Price	\$303,000	\$180,000	68.3%	\$163,552	\$129,000	26.8%
<b>Acreage with House</b>						
Units Listed	34	38	-10.5%	323	312	3.5%
Units Sold	<b>20</b>	<b>14</b>	<b>42.9%</b>	<b>166</b>	<b>174</b>	<b>-4.6%</b>
Sales Dollars	\$10,144,100	\$4,309,150	135.4%	\$62,195,220	\$51,389,175	21.0%
List/Sell \$ Ratio	94.92%	92.46%		94.84%	95.00%	
Days to Sell	100	127	-21.3%	102	118	-13.6%
Active Inventory	145	185	-21.6%	139	270	
Average Price	\$507,205	\$307,796	64.8%	\$374,670	\$295,340	26.9%
Median Price	\$356,000	\$275,000	29.5%	\$345,500	\$269,450	28.2%
<b>Acreage (Waterfront)</b>						
Units Listed	0	1	-100.0%	15	8	87.5%
Units Sold	<b>1</b>	<b>2</b>	<b>-100.0%</b>	<b>6</b>	<b>5</b>	<b>20.0%</b>
Sales Dollars	\$631,000	\$247,500	154.9%	\$2,094,400	\$605,400	246.0%
List/Sell \$ Ratio	100.15%	95.26%		94.86%	94.78%	
Days to Sell	35	38	-7.9%	43	59	-27.1%
Active Inventory	6	5	20.0%			
Average Price	\$631,000	\$123,750	409.9%	\$349,067	\$121,080	188.3%
Median Price	\$631,000	\$123,750	409.9%	\$357,500	\$123,750	188.9%
<b>Business</b>						
Units Listed	3	5	-40.0%	65	71	-8.5%
Units Sold	<b>2</b>	<b>3</b>	<b>-33.3%</b>	<b>12</b>	<b>14</b>	<b>-14.3%</b>
Sales Dollars	\$86,000	\$510,000	-83.1%	\$2,129,900	\$2,818,430	-24.4%
List/Sell \$ Ratio	73.84%	85.29%		84.51%	85.60%	
Days to Sell	576	179	221.8%	292	436	-33.0%
Active Inventory	52	69	-24.6%			
Average Price	\$43,000	\$170,000	-74.7%	\$177,492	\$201,316	-11.8%
Median Price	\$43,000	\$110,000	-60.9%	\$64,750	\$151,350	-57.2%
<b>Condo (Townhouse)</b>						
Units Listed	30	37	-18.9%	265	297	-10.8%
Units Sold	<b>29</b>	<b>36</b>	<b>-19.4%</b>	<b>277</b>	<b>226</b>	<b>22.6%</b>
Sales Dollars	\$5,204,438	\$5,946,833	-12.5%	\$48,775,015	\$32,717,685	49.1%
List/Sell \$ Ratio	97.21%	98.11%		98.89%	97.75%	
Days to Sell	60	50	20.0%	78	65	20.0%
Active Inventory	53	127	-58.3%			
Average Price	\$179,463	\$165,190	8.6%	\$176,083	\$144,769	21.6%
Median Price	\$173,000	\$143,015	21.0%	\$159,000	\$130,000	22.3%
<b>Condo (Apt)</b>						
Units Listed	19	20	-5.0%	148	178	-16.9%
Units Sold	<b>13</b>	<b>19</b>	<b>-31.6%</b>	<b>120</b>	<b>142</b>	<b>-15.5%</b>
Sales Dollars	\$2,179,300	\$2,087,923	4.4%	\$15,375,840	\$15,105,485	1.8%
List/Sell \$ Ratio	95.47%	96.84%		96.36%	96.58%	
Days to Sell	76	43	76.7%	65	88	-26.1%
Active Inventory	40	71	-43.7%			
Average Price	\$167,638	\$109,891	52.6%	\$128,132	\$106,377	20.5%
Median Price	\$114,000	\$100,000	14.0%	\$108,750	\$95,500	13.9%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Duplex</b>						
Units Listed	6	7	-14.3%	73	77	-5.2%
Units Sold	<b>10</b>	<b>2</b>	<b>400.0%</b>	<b>59</b>	<b>61</b>	<b>-3.3%</b>
Sales Dollars	\$1,923,000	\$330,000	482.7%	\$10,016,447	\$9,694,344	3.3%
List/Sell \$ Ratio	97.38%	93.80%		96.77%	96.42%	
Days to Sell	77	101	-23.8%	56	83	-32.5%
Active Inventory	22	23	-4.3%			
Average Price	\$192,300	\$165,000	16.5%	\$169,770	\$158,924	6.8%
Median Price	\$185,500	\$165,000	12.4%	\$147,000	\$138,500	6.1%
<b>Farms</b>						
Units Listed	8	6	33.3%	45	46	-2.2%
Units Sold	<b>2</b>	<b>2</b>	<b>0.0%</b>	<b>15</b>	<b>12</b>	<b>25.0%</b>
Sales Dollars	\$1,738,000	\$1,385,000	25.5%	\$10,481,100	\$7,287,725	43.8%
List/Sell \$ Ratio	85.14%	74.18%		89.54%	91.26%	
Days to Sell	325	220	47.7%	251	302	-16.9%
Active Inventory	32	34	-5.9%	26	30	
Average Price	\$869,000	\$692,500	25.5%	\$698,740	\$607,310	15.1%
Median Price	\$869,000	\$692,500	25.5%	\$540,000	\$607,500	-11.1%
<b>IC&amp;I</b>						
Units Listed	7	5	40.0%	63	48	31.3%
Units Sold	<b>1</b>	<b>3</b>	<b>-66.7%</b>	<b>31</b>	<b>22</b>	<b>40.9%</b>
Sales Dollars	\$2,500,000	\$800,000	212.5%	\$9,846,900	\$6,457,608	52.5%
List/Sell \$ Ratio	96.52%	95.44%		92.66%	89.58%	
Days to Sell	694	122	468.9%	249	237	5.1%
Active Inventory	48	57	-15.8%			
Average Price	\$2,500,000	\$266,667	837.5%	\$317,642	\$293,528	8.2%
Median Price	\$2,500,000	\$217,000	1052.1%	\$245,000	\$192,000	27.6%
<b>IC&amp;I Land</b>						
Units Listed	0	3	-100.0%	28	40	-30.0%
Units Sold	<b>2</b>	<b>2</b>	<b>0.0%</b>	<b>20</b>	<b>19</b>	<b>5.3%</b>
Sales Dollars	\$1,232,000	\$572,000	115.4%	\$12,020,000	\$8,375,800	43.5%
List/Sell \$ Ratio	86.99%	91.11%		88.25%	93.20%	
Days to Sell	70	217	-67.7%	360	220	63.6%
Active Inventory	26	50	-48.0%			
Average Price	\$616,000	\$286,000	115.4%	\$601,000	\$440,832	36.3%
Median Price	\$616,000	\$286,000	115.4%	\$432,500	\$152,000	184.5%
<b>Lots</b>						
Units Listed	17	23	-26.1%	240	206	16.5%
Units Sold	<b>19</b>	<b>27</b>	<b>-29.6%</b>	<b>205</b>	<b>187</b>	<b>9.6%</b>
Sales Dollars	\$2,058,400	\$2,446,550	-15.9%	\$21,225,488	\$15,480,450	37.1%
List/Sell \$ Ratio	99.73%	95.01%		99.57%	97.38%	
Days to Sell	171	170	0.6%	177	249	-28.9%
Active Inventory	109	162	-32.7%			
Average Price	\$108,337	\$90,613	19.6%	\$103,539	\$82,783	25.1%
Median Price	\$98,000	\$80,500	21.7%	\$83,500	\$78,000	7.1%
<b>Leases</b>						
Units Listed	4	1	300.0%	31	40	-22.5%
Units Sold	<b>0</b>	<b>1</b>	<b>-100.0%</b>	<b>8</b>	<b>5</b>	<b>60.0%</b>
Sales Dollars	\$0	\$124,630	-100.0%	\$460,958	\$195,130	136.2%
Days to Sell	0	85	-100.0%	411	242	69.8%
Active Inventory	25	45	-44.4%			
Average Price	\$0	\$124,630	-100.0%	\$57,620	\$39,026	47.6%
Median Price	\$0	\$124,630	-100.0%	\$26,950	\$15,300	76.1%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Lots (Waterfront)</b>						
Units Listed	3	0	100.0%	29	14	107.1%
Units Sold	<b>0</b>	<b>1</b>	<b>-100.0%</b>	<b>4</b>	<b>6</b>	<b>-33.3%</b>
Sales Dollars	\$0	\$650,000	-100.0%	\$1,858,000	\$2,354,500	-21.1%
List/Sell \$ Ratio	0.00%	100.00%		99.82%	94.78%	
Days to Sell	0	133	-100.0%	205	98	109.2%
Active Inventory	27	4	575.0%			
Average Price	\$0	\$650,000	-100.0%	\$464,500	\$392,417	18.4%
Median Price	\$0	\$650,000	-100.0%	\$572,000	\$405,000	41.2%
<b>Multi-Family (5 Units and Up)</b>						
Units Listed	1	6	-83.3%	21	30	-30.0%
Units Sold	<b>3</b>	<b>1</b>	<b>200.0%</b>	<b>14</b>	<b>15</b>	<b>-6.7%</b>
Sales Dollars	\$1,731,000	\$368,000	370.4%	\$5,684,700	\$5,258,599	8.1%
List/Sell \$ Ratio	95.18%	94.38%		95.53%	95.53%	
Days to Sell	119	161	-26.1%	104	129	-19.4%
Active Inventory	6	20	-70.0%	10	25	
Average Price	\$577,000	\$368,000	56.8%	\$406,050	\$350,573	15.8%
Median Price	\$277,500	\$368,000	-24.6%	\$272,750	\$285,000	-4.3%
<b>Multi Family (Triplex/Fourplex)</b>						
Units Listed	0	0	100.0%	1	0	100.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>
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%
<b>Mobile Homes</b>						
Units Listed	18	25	-28.0%	136	144	-5.6%
Units Sold	<b>17</b>	<b>13</b>	<b>30.8%</b>	<b>101</b>	<b>73</b>	<b>38.4%</b>
Sales Dollars	\$1,056,600	\$495,800	113.1%	\$5,403,551	\$3,543,950	52.5%
List/Sell \$ Ratio	90.03%	90.80%		90.47%	89.54%	
Days to Sell	88	110	-20.0%	108	121	-10.7%
Active Inventory	44	77	-42.9%			
Average Price	\$62,153	\$38,138	63.0%	\$53,501	\$48,547	10.2%
Median Price	\$42,000	\$30,000	40.0%	\$39,150	\$36,000	8.7%
<b>Recreational Property</b>						
Units Listed	2	1	100.0%	21	16	31.3%
Units Sold	<b>3</b>	<b>0</b>	<b>100.0%</b>	<b>7</b>	<b>5</b>	<b>40.0%</b>
Sales Dollars	\$821,500	\$0	100.0%	\$1,265,400	\$881,555	43.5%
List/Sell \$ Ratio	92.57%	0.00%		90.58%	96.27%	
Days to Sell	87	0	100.0%	97	70	38.6%
Active Inventory	6	10	0.0%			
Average Price	\$273,833	\$0	100.0%	\$180,771	\$176,311	2.5%
Median Price	\$359,000	\$0	100.0%	\$122,000	\$150,555	-19.0%
<b>Residential</b>						
Units Listed	172	169	1.8%	1258	1270	-0.9%
Units Sold	<b>104</b>	<b>93</b>	<b>11.8%</b>	<b>875</b>	<b>896</b>	<b>-2.3%</b>
Sales Dollars	\$28,615,585	\$18,197,675	57.2%	\$211,129,654	\$178,388,658	18.4%
List/Sell \$ Ratio	96.86%	96.16%		96.72%	96.84%	
Days to Sell	47	62	-24.2%	57	62	-8.1%
Active Inventory	353	455	-22.4%			
Average Price	\$275,150	\$195,674	40.6%	\$241,291	\$199,094	21.2%
Median Price	\$239,500	\$184,000	30.2%	\$226,500	\$180,000	25.8%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Residential (Waterfront)</b>						
Units Listed	9	5	80.0%	36	24	50.0%
Units Sold	<b>10</b>	<b>1</b>	<b>900.0%</b>	<b>25</b>	<b>14</b>	<b>78.6%</b>
Sales Dollars	\$7,563,500	\$699,000	982.0%	\$18,664,400	\$8,199,000	127.6%
List/Sell \$ Ratio	95.13%	100.00%		93.68%	95.41%	
Days to Sell	80	13	515.4%	99	82	20.7%
Active Inventory	9	12	-25.0%			
Average Price	\$756,350	\$699,000	8.2%	\$746,576	\$585,643	27.5%
Median Price	\$799,250	\$699,000	14.3%	\$750,000	\$576,000	30.2%
<b>Timeshares</b>						
Units Listed	0	1	-100.0%	0	4	-100.0%
Units Sold	<b>0</b>	<b>1</b>	<b>-100.0%</b>	<b>1</b>	<b>1</b>	<b>0.0%</b>
Sales Dollars	\$0	\$112,000	100.0%	\$110,000	\$112,000	-1.8%
List/Sell Ratio	0.00%	97.47%		95.73%	97.47%	
Days to Sell	0	130	-100.0%	47	130	-63.8%
Active Inventory	0	3	0.0%			
Average Price	\$0	\$112,000	0.0%	\$110,000	\$112,000	100.0%
Median Price	\$0	\$112,000	0.0%	\$110,000	\$112,000	100.0%
<b>NORTH OKANAGAN - TOTALS</b>						
Units Listed	350	367	-4.6%	2919	2930	-0.4%
Units Sold	<b>247</b>	<b>235</b>	<b>5.1%</b>	<b>2012</b>	<b>1942</b>	<b>3.6%</b>
Sales Dollars	\$71,850,923	\$41,437,061	73.4%	\$457,746,431	\$358,990,994	27.5%
List/Sell Ratio	94.11%	94.61%		95.84%	94.37%	
Days to Sell	119	159	-25.2%	116	158	-26.6%
Active Inventory	1074	1496	-28.2%			

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 150000	8	113	8	118
150001 to 180000	13	139	15	129
180001 to 210000	23	152	10	111
210001 to 240000	31	194	19	141
240001 to 270000	23	151	13	105
270001 to 300000	21	136	6	78
300001 to 330000	11	86	9	60
330001 to 360000	11	93	4	34
360001 to 390000	9	45	3	27
390001 to 420000	3	37	1	11
420001 to 450000	2	24	4	13
450001 to 480000	2	14	1	7
480001 and over	15	61	6	19
<b>Totals</b>	<b>172</b>	<b>1245</b>	<b>99</b>	<b>853</b>

North Division Lot Listing/Sales Analysis

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 40000	3	6	2	9
40001 to 60000	2	30	0	10
60001 to 80000	3	79	2	65
80001 to 100000	3	67	8	66
100001 to 120000	1	18	3	25
120001 to 140000	0	36	5	34
140001 to 160000	2	27	2	13
160001 and over	23	142	9	59
<b>Totals</b>	<b>37</b>	<b>405</b>	<b>31</b>	<b>281</b>

**North Zone Residential Sub Area Average Price - June to August 2005**  
 Residential Single Family Only (Does Not Include Waterfront)

◆ Jun    ■ Jul    ▲ Aug

