NORTH ZONE
MONTHLY STATISTICS

FOR

September 1 - 30th, 2005

September Statistics Run October 5, 2005 2:00 p.m.

NORTH OKANAGAN ZONE

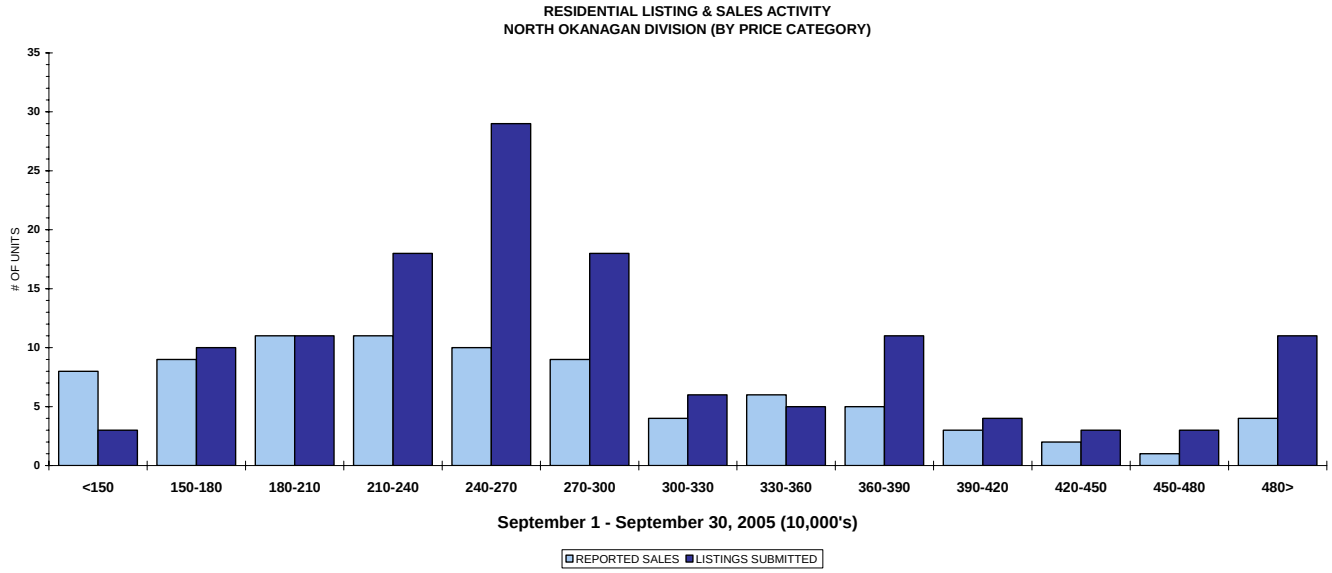
STAT - O - GRAM

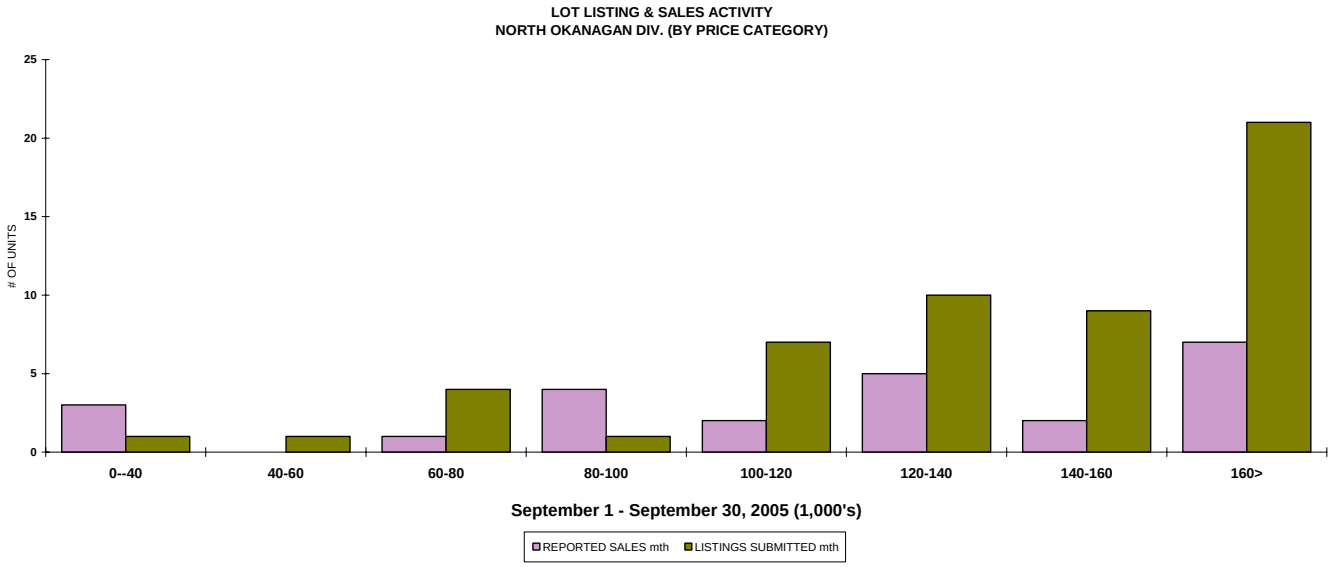
SEPTEMBER 2005

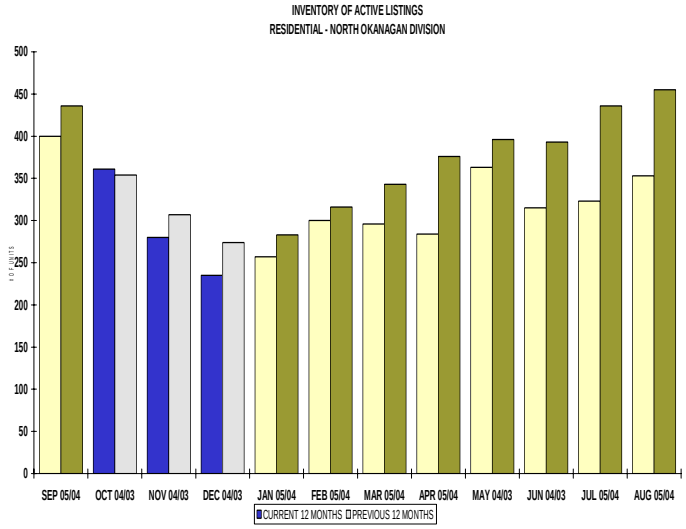
QUICK SUMMARY

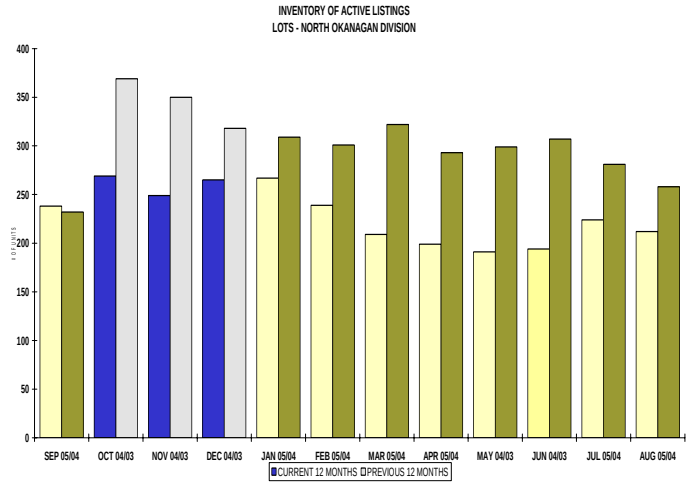
	TOTAL SALES VOLUME		Residential Single Family SALES		TOTAL LISTINGS	
	# of Units	$ Value	# of Units	$ Value	Listings Taken	Inventory
Septembert 2005	205	$50,294,474	91	$24,378,149	307	1,176
August 2005	247	$71,850,923	104	$28,615,585	350	1,074
September 2004	247	$43,515,644	124	$24,381,850	316	1,402

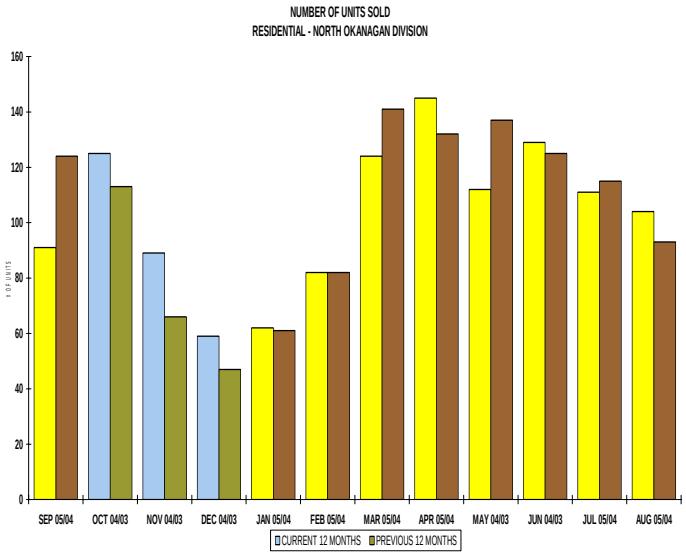
The North Zone has 274 Members. The average number of listings-per-licensee is 4.2

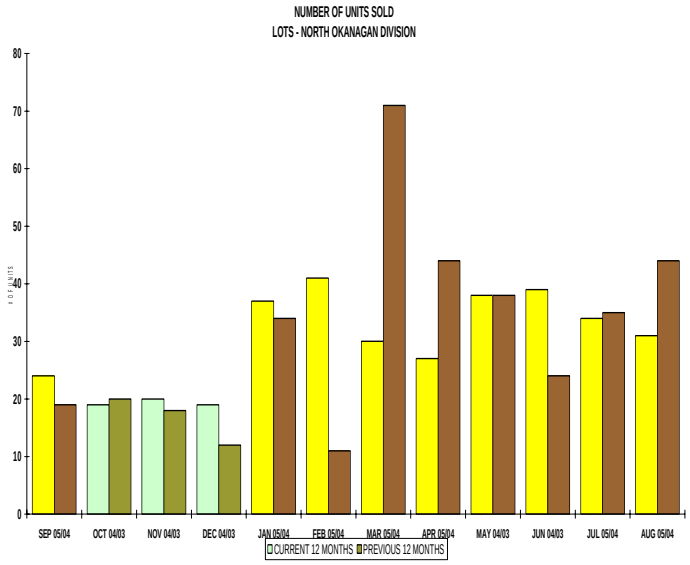












NORTH OKANAGAN ZONE — September 2005

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	6	11	76	7.89%	243
ACREAGE/HOUSE	16	27	152	10.53%	118
CONDO/APT	22	20	44	50.00%	69
CONDO/TWNHSE	22	22	54	40.74%	44
LOTS	18	43	162	11.11%	248
RESIDENTIAL	91	139	400	22.75%	71

AVERAGE HOUSE PRICE $267,892 **MEDIAN HOUSE PRICE $247,000**

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	852	803	6.1%	7269	7080	2.7%
Units Sold	**584**	**467**	**25.1%**	**4888**	**4284**	**14.1%**
Sales Dollars	$205,767,957	$137,151,624	50.0%	$1,461,520,523	$1,117,979,014	30.7%
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	2389	2813	-15.1%			
ZONE NO TOTALS						
Units Listed	307	316	-2.8%	3254	3224	0.9%
Units Sold	**205**	**247**	**-17.0%**	**2233**	**2183**	**2.3%**
Sales Dollars	$50,294,474	$43,515,644	15.6%	$509,828,405	$400,715,637	27.2%
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	1176	1402	-16.1%			
ZONE SH TOTALS						
Units Listed	160	134	19.4%	1794	1651	8.7%
Units Sold	**176**	**148**	**18.9%**	**1256**	**1155**	**8.7%**
Sales Dollars	$35,484,607	$24,049,488	47.5%	$233,016,947	$198,993,962	17.1%
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	869	1019	-14.7%			
ZONE OB TOTALS						
Units Listed	10	24	-58.3%	132	137	-3.6%
Units Sold	**2**	**6**	**100.0%**	**44**	**43**	**2.3%**
Sales Dollars	$1,675,000	$590,332	100.0%	$16,254,000	$17,066,379	-4.8%
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	106	134	-20.9%			
GRAND TOTALS						
Units Listed	1329	1277	4.1%	12449	12092	3.0%
Units Sold	**967**	**868**	**11.4%**	**8421**	**7665**	**9.9%**
Sales Dollars	$293,222,038	$205,307,088	42.8%	$2,220,619,875	$1,734,754,992	28.0%
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	4540	5368	-15.4%			

MEMBERSHIP

	TOTAL NUMBER OF MEMBERS September 30/05	TOTAL NUMBER OF MEMBERS September 30/04	CHANGE BY NUMBER	CHANGE BY %
ALL ZONES	975	884	91	10.29%
CENTRAL ZONE	605	550	55	10.00%
NORTH ZONE	274	249	25	10.04%
SHUSWAP ZONE	96	85	11	12.94%

CURRENT MEMBERSHIP

MANAGING BROKERS	81
SALES REPRESENTATIVES	822
PROPERTY MANAGEMENT	9
ASSOCIATE BROKERS	61
EXEMPTION MEMBER	2
TOTALS	**975**

North Zone Property Type Activity

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	11	7	57.1%	132	112	17.9%
Units Sold	6	5	20.0%	72	70	2.9%
Sales Dollars	$1,297,000	$839,000	54.6%	$20,306,458	$10,964,500	85.2%
List/Sell $ Ratio	95.73%	91.00%		95.46%	93.58%	93.4%
Days to Sell	243	385	-36.9%	213	289	-26.3%
Active Inventory	76	85	-10.6%			
Average Price	$216,167	$167,800	28.8%	$282,034	$156,636	80.1%
Median Price	$149,000	$142,500	4.6%	$163,552	$130,000	25.8%
Acreage with House						
Units Listed	27	43	-37.2%	353	355	-0.6%
Units Sold	16	19	-15.8%	181	192	-5.7%
Sales Dollars	$5,987,100	$5,542,400	8.0%	$67,737,320	$56,471,575	19.9%
List/Sell $ Ratio	93.97%	94.99%		94.83%	95.01%	
Days to Sell	118	76	55.3%	102	115	-11.3%
Active Inventory	152	170	-10.6%	139	270	
Average Price	$374,194	$291,705	28.3%	$374,239	$294,123	27.2%
Median Price	$358,450	$280,000	28.0%	$347,500	$271,450	28.0%
Acreage (Waterfront)						
Units Listed	0	2	-100.0%	15	10	50.0%
Units Sold	2	0	-100.0%	8	5	60.0%
Sales Dollars	$463,000	$0	100.0%	$2,557,400	$605,400	322.4%
List/Sell $ Ratio	91.79%	0.00%		94.09%	94.78%	
Days to Sell	153	0	100.0%	70	59	18.6%
Active Inventory	4	6	-33.3%			
Average Price	$231,500	$0	100.0%	$319,675	$121,080	164.0%
Median Price	$231,500	$0	100.0%	$310,000	$123,750	150.5%
Business						
Units Listed	3	6	-50.0%	68	77	-11.7%
Units Sold	2	1	100.0%	14	15	-6.7%
Sales Dollars	$298,000	$570,000	-47.7%	$2,427,000	$3,388,430	-28.4%
List/Sell $ Ratio	95.23%	81.54%		85.48%	85.26%	
Days to Sell	145	691	-79.0%	281	453	-38.0%
Active Inventory	52	67	-22.4%			
Average Price	$149,000	$570,000	-73.9%	$173,357	$225,895	-23.3%
Median Price	$280,000	$570,000	-50.9%	$81,500	$192,700	-57.7%
Condo (Townhouse)						
Units Listed	22	32	-31.3%	288	329	-12.5%
Units Sold	22	28	-21.4%	300	254	18.1%
Sales Dollars	$3,756,930	$4,818,493	-22.0%	$52,627,945	$37,536,177	40.2%
List/Sell $ Ratio	96.30%	97.49%		98.71%	97.73%	
Days to Sell	44	59	-25.4%	75	64	17.2%
Active Inventory	54	126	-57.1%			
Average Price	$170,770	$172,089	-0.8%	$175,426	$147,780	18.7%
Median Price	$155,000	$155,854	-0.5%	$158,994	$133,375	19.2%
Condo (Apt)						
Units Listed	20	34	-41.2%	170	212	-19.8%
Units Sold	22	22	0.0%	145	164	-11.6%
Sales Dollars	$2,454,100	$2,008,400	22.2%	$18,185,940	$17,113,885	6.3%
List/Sell $ Ratio	96.92%	96.98%		96.48%	96.63%	
Days to Sell	69	31	122.6%	65	80	-18.8%
Active Inventory	44	63	-30.2%			
Average Price	$111,550	$91,291	22.2%	$125,420	$104,353	20.2%
Median Price	$98,450	$78,000	26.2%	$107,500	$95,000	13.2%

North Zone Property Type Activity

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	4	4	0.0%	78	81	-3.7%
Units Sold	5	7	-28.6%	66	68	-2.9%
Sales Dollars	$973,400	$1,169,000	-16.7%	$11,306,847	$10,863,344	4.1%
List/Sell $ Ratio	95.61%	94.52%		96.66%	96.22%	
Days to Sell	40	114	-64.9%	54	86	-37.2%
Active Inventory	19	21	-9.5%			
Average Price	$194,680	$167,000	16.6%	$171,316	$159,755	7.2%
Median Price	$169,900	$130,500	30.2%	$150,500	$137,750	9.3%
Farms						
Units Listed	1	7	-85.7%	46	53	-13.2%
Units Sold	2	0	100.0%	16	12	33.3%
Sales Dollars	$1,639,000	$0	100.0%	$10,970,100	$7,287,725	50.5%
List/Sell $ Ratio	99.08%	0.00%		91.84%	91.26%	
Days to Sell	131	0	100.0%	231	302	-23.5%
Active Inventory	30	38	-21.1%	26	30	
Average Price	$819,500	$0	100.0%	$685,631	$607,310	12.9%
Median Price	$819,500	$0	100.0%	$539,500	$607,500	-11.2%
IC&I						
Units Listed	11	8	37.5%	75	56	33.9%
Units Sold	2	2	0.0%	33	24	37.5%
Sales Dollars	$1,810,000	$322,900	460.5%	$11,656,900	$6,780,508	71.9%
List/Sell $ Ratio	84.34%	97.96%		92.39%	89.58%	
Days to Sell	312	46		92.39	90.31	2.3%
Active Inventory	56	59	-5.1%			
Average Price	$905,000	$161,450	460.5%	$353,239	$282,521	25.0%
Median Price	$905,000	$161,450	460.5%	$247,500	$192,000	28.9%
IC&I Land						
Units Listed	4	1	300.0%	32	41	-22.0%
Units Sold	1	1	0.0%	21	20	5.0%
Sales Dollars	$950,000	$550,000	72.7%	$12,970,000	$8,925,800	45.3%
List/Sell $ Ratio	118.75%	69.18%		89.70%	92.00%	
Days to Sell	468	105	345.7%	365	214	70.6%
Active Inventory	34	45	-24.4%			
Average Price	$950,000	$550,000	72.7%	$617,619	$446,290	38.4%
Median Price	$950,000	$550,000	72.7%	$465,000	$163,250	184.8%
Lots						
Units Listed	40	11	263.6%	280	217	29.0%
Units Sold	15	20	-25.0%	220	207	6.3%
Sales Dollars	$1,621,395	$1,357,700	19.4%	$22,844,383	$16,838,150	35.7%
List/Sell $ Ratio	100.06%	87.78%		99.61%	96.45%	
Days to Sell	260	274	-5.1%	184	251	-26.7%
Active Inventory	130	140	-7.1%			
Average Price	$108,093	$67,885	59.2%	$103,838	$81,344	27.7%
Median Price	$99,900	$70,500	41.7%	$85,000	$77,000	10.4%
Leases						
Units Listed	2	1	100.0%	34	41	-17.1%
Units Sold	0	1	-100.0%	8	6	33.3%
Sales Dollars	$0	$1	-100.0%	$460,958	$195,131	136.2%
Days to Sell	0	167	-100.0%	411	230	78.7%
Active Inventory	29	39	-25.6%			
Average Price	$0	$1	-100.0%	$57,620	$32,522	77.2%
Median Price	$0	$1	-100.0%	$26,950	$13,050	106.5%

North Zone Property Type Activity

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots (Waterfront)						
Units Listed	3	0	100.0%	32	14	128.6%
Units Sold	1	3	-66.7%	5	9	-44.4%
Sales Dollars	$740,000	$789,000	-6.2%	$2,598,000	$3,143,500	-17.4%
List/Sell $ Ratio	109.62%	93.41%		101.78%	94.32%	
Days to Sell	331	146	126.7%	230	114	101.8%
Active Inventory	28	1	2700.0%			
Average Price	$740,000	$263,000	181.4%	$519,600	$349,278	48.8%
Median Price	$740,000	$76,000	873.7%	$599,000	$385,000	55.6%
Multi-Family (5 Units and Up)						
Units Listed	1	1	0.0%	22	31	-29.0%
Units Sold	0	2	-100.0%	14	17	-17.6%
Sales Dollars	$0	$437,000	-100.0%	$5,684,700	$5,695,599	-0.2%
List/Sell $ Ratio	0.00%	98.32%		95.53%	95.86%	
Days to Sell	0	58	-100.0%	104	121	-14.0%
Active Inventory	8	16	-50.0%	10	25	
Average Price	$0	$218,500	-100.0%	$406,050	$335,035	21.2%
Median Price	$0	$218,500	-100.0%	$272,750	$260,000	4.9%
Multi Family (Triplex/Fourplex)						
Units Listed	2	0	100.0%	3	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	2	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	14	11	27.3%	148	155	-4.5%
Units Sold	14	10	40.0%	115	83	38.6%
Sales Dollars	$781,400	$531,900	46.9%	$6,184,951	$4,075,850	51.7%
List/Sell $ Ratio	87.67%	94.82%		90.13%	90.19%	
Days to Sell	89	110	-19.1%	105	120	-12.5%
Active Inventory	43	67	-35.8%			
Average Price	$55,814	$53,190	4.9%	$53,782	$49,107	9.5%
Median Price	$48,500	$56,500	-14.2%	$40,000	$41,000	-2.4%
Recreational Property						
Units Listed	1	0	100.0%	22	16	37.5%
Units Sold	0	1	-100.0%	7	6	16.7%
Sales Dollars	$0	$86,000	100.0%	$1,265,400	$967,555	30.8%
List/Sell $ Ratio	92.57%	95.66%		90.58%	96.17%	
Days to Sell	0	378	100.0%	97	122	-20.5%
Active Inventory	6	7	0.0%			
Average Price	$0	$86,000	-100.0%	$180,771	$161,259	12.1%
Median Price	$0	$86,000	-100.0%	$122,000	$149,778	-18.5%
Residential						
Units Listed	139	145	-4.1%	1418	1394	1.7%
Units Sold	91	124	-26.6%	979	1016	-3.6%
Sales Dollars	$24,378,149	$24,381,850	0.0%	$238,694,703	$201,551,508	18.4%
List/Sell $ Ratio	96.00%	95.71%		96.64%	96.70%	
Days to Sell	71	68	4.4%	58	63	-7.9%
Active Inventory	400	436	-8.3%			
Average Price	$267,892	$196,628	36.2%	$243,815	$198,377	22.9%
Median Price	$247,000	$178,000	38.8%	$227,000	$180,000	26.1%

North Zone Property Type Activity

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Residential (Waterfront)						
Units Listed	2	2	0.0%	38	26	46.2%
Units Sold	**4**	**0**	**100.0%**	**28**	**14**	**100.0%**
Sales Dollars	$3,145,000	$0	100.0%	$21,239,400	$8,199,000	159.0%
List/Sell $ Ratio	96.20%	0.00%		93.97%	95.41%	
Days to Sell	72	0	100.0%	98	82	19.5%
Active Inventory	9	13	-30.8%			
Average Price	$786,250	$0	100.0%	$758,550	$585,643	29.5%
Median Price	$770,000	$0	100.0%	$757,500	$576,000	31.5%
Timeshares						
Units Listed	0	1	-100.0%	0	4	-100.0%
Units Sold	**0**	**1**	**-100.0%**	**1**	**1**	**0.0%**
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%
NORTH OKANAGAN - TOTALS						
Units Listed	307	316	-2.8%	3254	3224	0.9%
Units Sold	**205**	**247**	**-17.0%**	**2233**	**2183**	**2.3%**
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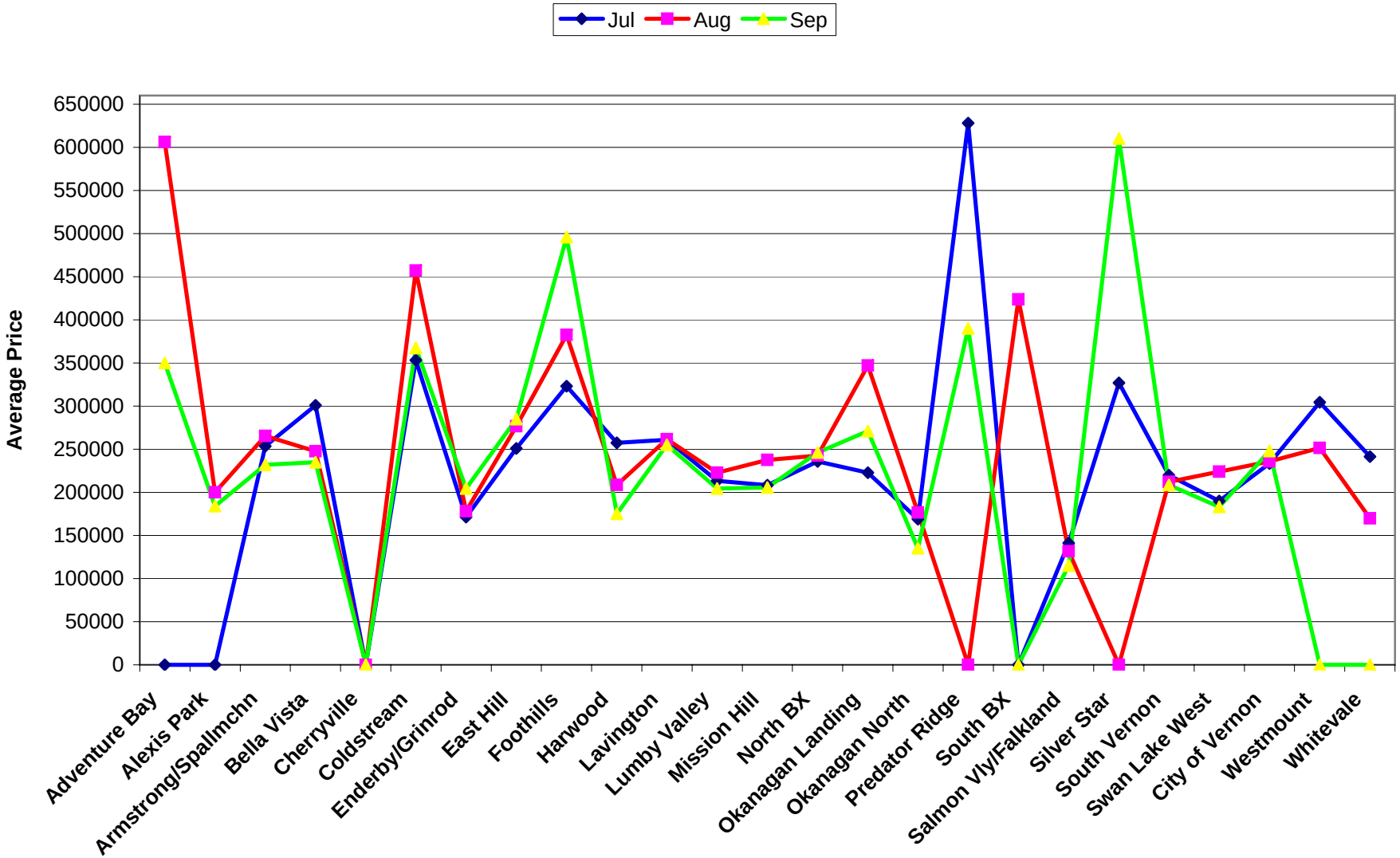
List/Sell Ratio	94.11%	94.61%		95.84%	94.37%	
Days to Sell	119	159	-25.2%	116	158	-26.6%
Active Inventory	1176	1402	-16.1%			

North Residential Listing/Sales Analysis

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 150000	3	120	8	128
150001 to 180000	10	148	9	138
180001 to 210000	11	163	11	123
210001 to 240000	18	216	11	152
240001 to 270000	29	178	10	114
270001 to 300000	18	152	9	88
300001 to 330000	6	92	4	65
330001 to 360000	5	96	6	40
360001 to 390000	11	56	5	32
390001 to 420000	4	42	3	15
420001 to 450000	3	27	2	15
450001 to 480000	3	15	1	8
480001 and over	11	72	4	23
Totals	**132**	**1377**	**83**	**941**

North Division Lot Listing/Sales Analysis

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 40000	1	7	3	12
40001 to 60000	1	31	0	10
60001 to 80000	4	83	1	66
80001 to 100000	1	68	4	70
100001 to 120000	7	26	2	27
120001 to 140000	10	46	5	39
140001 to 160000	9	36	2	15
160001 and over	21	162	7	66
Totals	**54**	**459**	**24**	**305**

North Zone Residential Sub Area Average Price - July to September 2005

Residential Single Family Only (Does Not Include Waterfront)