

# NORTH ZONE MONTHLY STATISTICS

FOR

September 1 - 30th, 2005

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

# NORTH OKANAGAN ZONE

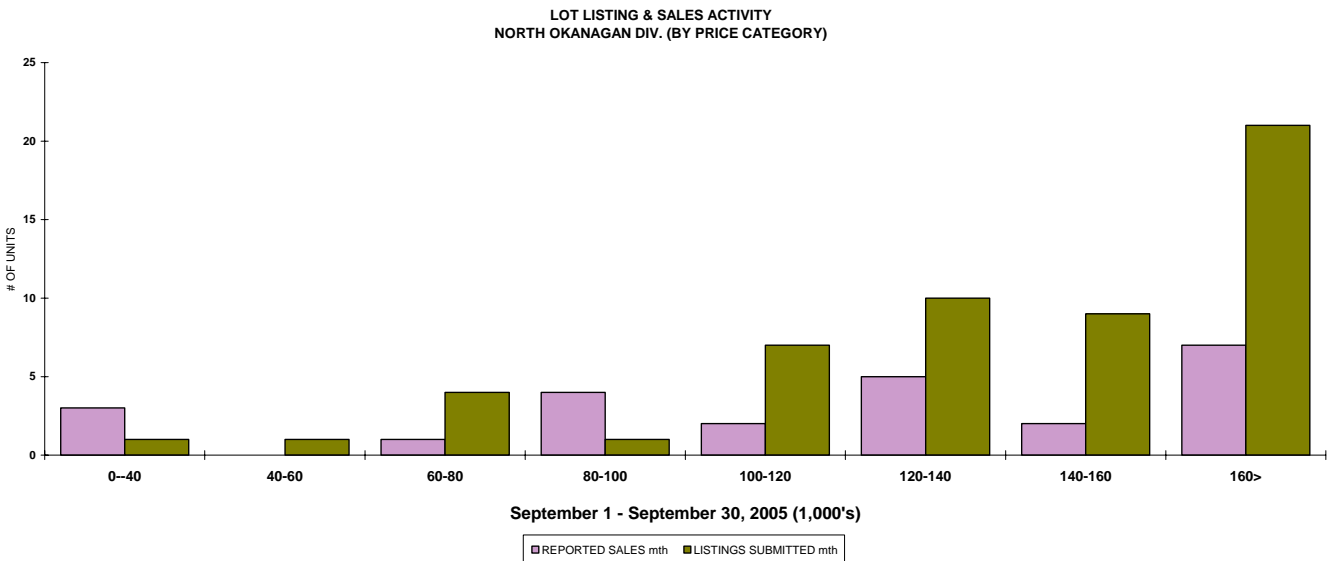
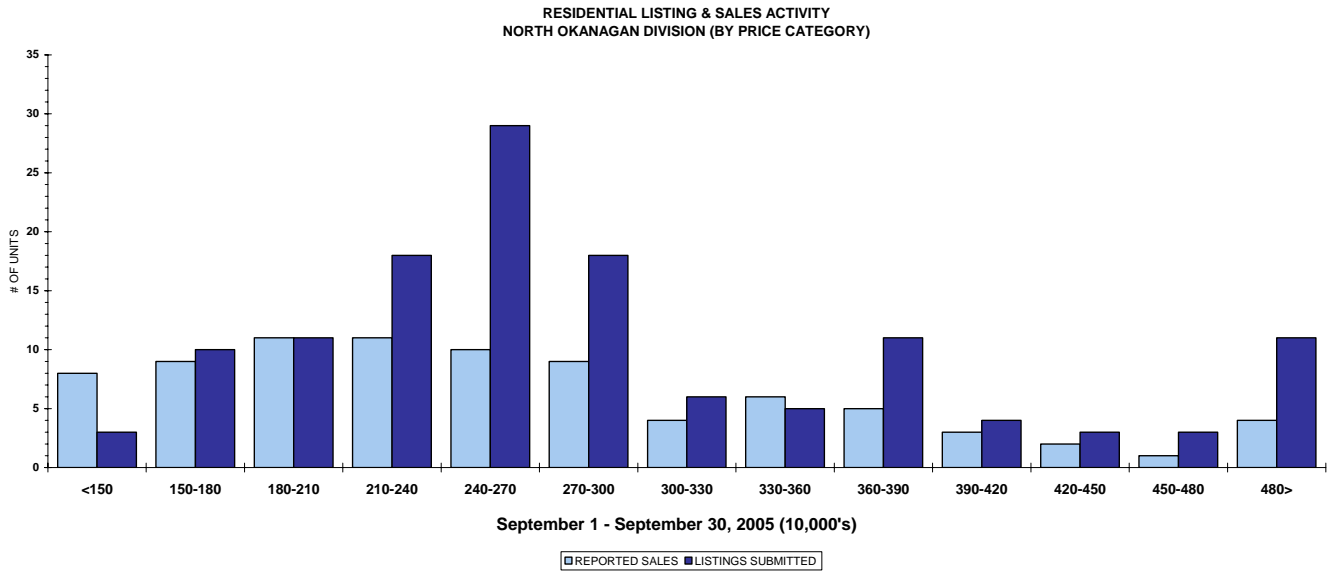
## STAT - O - GRAM

SEPTEMBER 2005

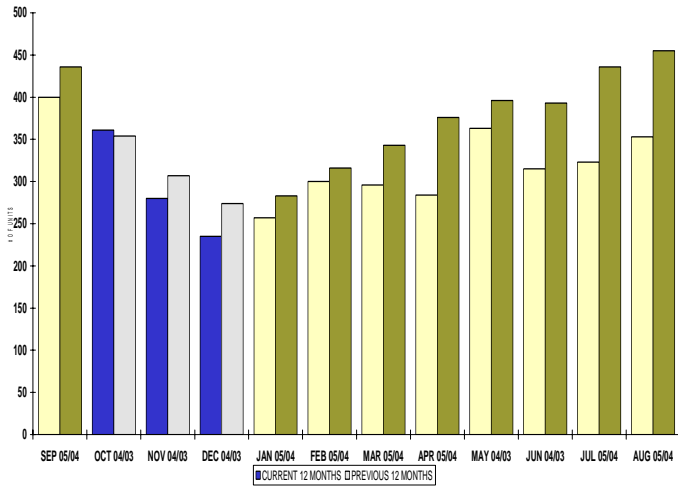
### QUICK SUMMARY

	TOTAL SALES VOLUME		Residential Single Family SALES		TOTAL LISTINGS	
	<u># of Units</u>	<u>\$ Value</u>	<u># of Units</u>	<u>\$ Value</u>	<u>Listings Taken</u>	<u>Inventory</u>
September 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

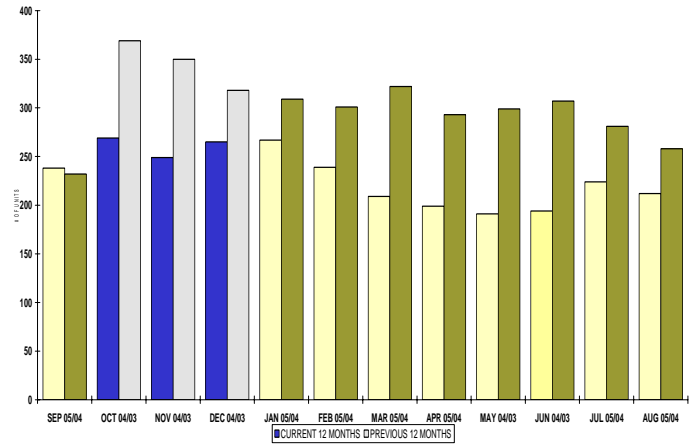
The North Zone has **274** Members. The average number of listings-per-licensee is 4.2



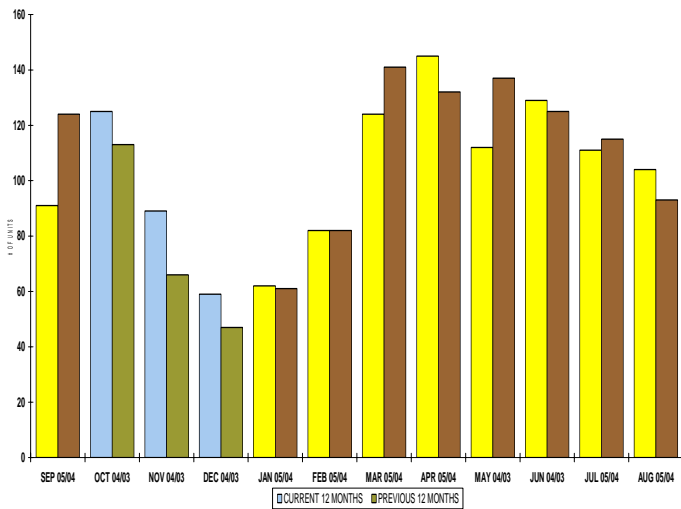
INVENTORY OF ACTIVE LISTINGS  
RESIDENTIAL - NORTH OKANAGAN DIVISION



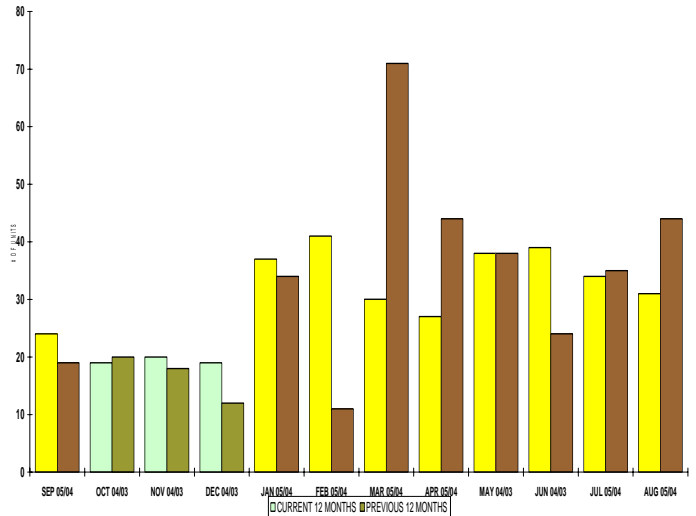
INVENTORY OF ACTIVE LISTINGS  
LOTS - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD  
RESIDENTIAL - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD  
LOTS - NORTH OKANAGAN DIVISION



**NORTH OKANAGAN ZONE**

**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

	<b>TOTAL NUMBER OF MEMBERS</b>	<b>TOTAL NUMBER OF MEMBERS</b>	<b>CHANGE BY NUMBER</b>	<b>CHANGE BY %</b>
	<b>September 30/05</b>	<b>September 30/04</b>		
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
<b>TOTALS</b>	<b>975</b>

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Acreage</b>						
Units Listed	11	7	57.1%	132	112	17.9%
Units Sold	<b>6</b>	<b>5</b>	<b>20.0%</b>	<b>72</b>	<b>70</b>	<b>2.9%</b>
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%
<b>Acreage with House</b>						
Units Listed	27	43	-37.2%	353	355	-0.6%
Units Sold	<b>16</b>	<b>19</b>	<b>-15.8%</b>	<b>181</b>	<b>192</b>	<b>-5.7%</b>
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%
<b>Acreage (Waterfront)</b>						
Units Listed	0	2	-100.0%	15	10	50.0%
Units Sold	<b>2</b>	<b>0</b>	<b>-100.0%</b>	<b>8</b>	<b>5</b>	<b>60.0%</b>
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%
<b>Business</b>						
Units Listed	3	6	-50.0%	68	77	-11.7%
Units Sold	<b>2</b>	<b>1</b>	<b>100.0%</b>	<b>14</b>	<b>15</b>	<b>-6.7%</b>
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%
<b>Condo (Townhouse)</b>						
Units Listed	22	32	-31.3%	288	329	-12.5%
Units Sold	<b>22</b>	<b>28</b>	<b>-21.4%</b>	<b>300</b>	<b>254</b>	<b>18.1%</b>
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%
<b>Condo (Apt)</b>						
Units Listed	20	34	-41.2%	170	212	-19.8%
Units Sold	<b>22</b>	<b>22</b>	<b>0.0%</b>	<b>145</b>	<b>164</b>	<b>-11.6%</b>
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%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Duplex</b>						
Units Listed	4	4	0.0%	78	81	-3.7%
Units Sold	<b>5</b>	<b>7</b>	<b>-28.6%</b>	<b>66</b>	<b>68</b>	<b>-2.9%</b>
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%
<b>Farms</b>						
Units Listed	1	7	-85.7%	46	53	-13.2%
Units Sold	<b>2</b>	<b>0</b>	<b>100.0%</b>	<b>16</b>	<b>12</b>	<b>33.3%</b>
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%
<b>IC&amp;I</b>						
Units Listed	11	8	37.5%	75	56	33.9%
Units Sold	<b>2</b>	<b>2</b>	<b>0.0%</b>	<b>33</b>	<b>24</b>	<b>37.5%</b>
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%
<b>IC&amp;I Land</b>						
Units Listed	4	1	300.0%	32	41	-22.0%
Units Sold	<b>1</b>	<b>1</b>	<b>0.0%</b>	<b>21</b>	<b>20</b>	<b>5.0%</b>
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%
<b>Lots</b>						
Units Listed	40	11	263.6%	280	217	29.0%
Units Sold	<b>15</b>	<b>20</b>	<b>-25.0%</b>	<b>220</b>	<b>207</b>	<b>6.3%</b>
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%
<b>Leases</b>						
Units Listed	2	1	100.0%	34	41	-17.1%
Units Sold	<b>0</b>	<b>1</b>	<b>-100.0%</b>	<b>8</b>	<b>6</b>	<b>33.3%</b>
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%

	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%	32	14	128.6%
Units Sold	<b>1</b>	<b>3</b>	<b>-66.7%</b>	<b>5</b>	<b>9</b>	<b>-44.4%</b>
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%
<b>Multi-Family (5 Units and Up)</b>						
Units Listed	1	1	0.0%	22	31	-29.0%
Units Sold	<b>0</b>	<b>2</b>	<b>-100.0%</b>	<b>14</b>	<b>17</b>	<b>-17.6%</b>
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%
<b>Multi Family (Triplex/Fourplex)</b>						
Units Listed	2	0	100.0%	3	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	2	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	14	11	27.3%	148	155	-4.5%
Units Sold	<b>14</b>	<b>10</b>	<b>40.0%</b>	<b>115</b>	<b>83</b>	<b>38.6%</b>
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%
<b>Recreational Property</b>						
Units Listed	1	0	100.0%	22	16	37.5%
Units Sold	<b>0</b>	<b>1</b>	<b>-100.0%</b>	<b>7</b>	<b>6</b>	<b>16.7%</b>
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%
<b>Residential</b>						
Units Listed	139	145	-4.1%	1418	1394	1.7%
Units Sold	<b>91</b>	<b>124</b>	<b>-26.6%</b>	<b>979</b>	<b>1016</b>	<b>-3.6%</b>
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%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Residential (Waterfront)</b>						
Units Listed	2	2	0.0%	38	26	46.2%
Units Sold	<b>4</b>	<b>0</b>	<b>100.0%</b>	<b>28</b>	<b>14</b>	<b>100.0%</b>
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%
<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	307	316	-2.8%	3254	3224	0.9%
Units Sold	<b>205</b>	<b>247</b>	<b>-17.0%</b>	<b>2233</b>	<b>2183</b>	<b>2.3%</b>
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%	
Days to Sell	119	159	-25.2%	116	158	-26.6%
Active Inventory	1176	1402	-16.1%			

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
<b>Totals</b>	<b>132</b>	<b>1377</b>	<b>83</b>	<b>941</b>

## 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
<b>Totals</b>	<b>54</b>	<b>459</b>	<b>24</b>	<b>305</b>

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

◆ Jul
■ Aug
▲ Sep

