

# **SHUSWAP ZONE MONTHLY STATISTICS**

**SEPTEMBER 1 to SEPTEMBER 30th, 2006**

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This version of the Okanagan Mainline Real Estate Board Statistics was approved by the Directors - May 18, 2006

Out of Board Area Statistics will no longer be published nor will they be included in the Grand Totals

Totals include variables in any given month, due to preceding month's collapsed sales and deleted listings e&oe

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>CENTRAL ZONE TOTALS</b>						
Units Listed	809	909	-11.0%	7471	7269	2.8%
Units Sold	443	637	-30.5%	4480	4914	-8.8%
Sales Dollars	\$160,061,591	\$227,986,357	-29.8%	\$1,538,318,548	\$1,437,166,623	7.0%
List/Sell Ratio	94.64%	97.53%		94.91%	94.90%	
Days to Sell	112	147	-23.8%	114	205	-44.7%
Active Listings	2613	2389	9.4%			
<b>NORTH ZONE TOTALS</b>						
Units Listed	495	309	60.2%	3653	3252	12.3%
Units Sold	242	216	12.0%	2105	2238	-5.9%
Sales Dollars	\$66,653,991	\$55,190,752	20.8%	\$594,200,800	\$514,098,933	15.6%
List/Sell Ratio	95.93%	95.63%		94.72%	94.27%	
Days to Sell	161	261	-38.1%	183	231	-20.7%
Active Listings	1547	1082	43.0%			
<b>SHUSWAP ZONE TOTALS</b>						
Units Listed	186	153	21.6%	1983	1822	8.8%
Units Sold	122	173	-29.5%	1135	1247	-9.0%
Sales Dollars	\$31,934,800	\$34,387,107	-7.1%	\$284,865,548	\$224,916,372	26.7%
List/Sell Ratio	91.32%	96.38%		93.49%	94.70%	
Days to Sell	135	162	-17.2%	170	209	-18.3%
Active Listings	938	869	7.9%			
<b>GRAND TOTALS</b>						
Units Listed	1490	1371	8.7%	13107	12343	6.2%
Units Sold	807	1026	-21.3%	7720	8399	-8.1%
Sales Dollars	\$258,650,381	\$317,564,216	-18.6%	\$2,417,384,896	\$2,176,181,928	11.1%
List/Sell Ratio	93.96%	96.51%		94.37%	94.62%	
Days to Sell	136	190	-28.4%	156	215	-27.6%
Active Listings	5098	4340	17.5%			

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# SHUSWAP OKANAGAN ZONE

## QUICK SUMMARY

### September 30th, 2006

	<u>TOTAL SALES VOLUME</u>		<u>RESIDENTIAL SALES</u>		<u>TOTAL LISTINGS</u>		<u>Average No. Listings Per SR</u>
	<u># of Units</u>	<u>\$ Value</u>	<u># of Units</u>	<u>\$ Value</u>	<u>Listings Taken</u>	<u>Inventory</u>	
September-06	122	\$31,934,800	42	\$12,115,100	186	938	8.6
August-06	142	\$38,685,325	57	\$17,555,325	245	966	
September-05	173	\$34,387,107	62	\$14,731,740	153	825	

**Monthly Ratio of Sales versus Inventory All Property Types** **13.01%**

<u>Category</u>	<u>Sales</u>	<u>New Listings</u>	<u>Current Inventory</u>	<u>Sell/Inv. Ratio</u>	<u>Days To Sell</u>
ACREAGE	4	16	67	5.97%	264
ACREAGE/HOUSE	12	14	105	11.43%	99
LOTS	27	24	152	17.76%	236
RESIDENTIAL	42	78	275	15.27%	63

Average House Price **\$288,455** Median House Price **\$272,500**

The Average and Median Price are the Monthly Figures

### MEMBERSHIP INFORMATION

	<u>TOTAL NUMBER OF MEMBERS</u>	<u>TOTAL NUMBER OF MEMBERS</u>	<u>CHANGE BY NUMBER</u>	<u>CHANGE BY %</u>
	<u>September 30/06</u>	<u>September 30/05</u>		
ALL ZONES	1069	975	94	9.64%
CENTRAL ZONE	667	605	62	10.25%
NORTH ZONE	293	274	19	6.93%
SHUSWAP ZONE	109	96	13	13.54%

**CURRENT**

MANAGING BROKERS	86
SALES REPS	903
PROPERTY MGMNT	16
ASSOCIATE BROKERS	61
EXEMPTION MEMBER	3

**TOTALS** **1069**

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SHUSWAP ZONE - COMPARATIVE ACTIVITY - SALES INFORMATION - SEPTEMBER 2006

	UNIT SALES						SALES \$ VOLUME			List Sell Ratio	SALES \$ VOLUME			List Sell Ratio				
	SEP	SEP	Incr %	YTD	YTD	Incr %	SEP	SEP	Incr %		SEP	SEP	JAN-SEP		JAN-SEP	Incr %	J-SP	J-SP
	2006	2005	Decr %	2006	2005	Decr %	2006	2005	Decr %		2006	2005	2006		2005	Decr %	2006	2005
<b>RESIDENTIAL:</b>																		
Acreage/House	12	7	71.4%	85	102	-16.7%	\$4,954,800	\$2,683,500	84.6%	95.47%	98.27%	\$33,655,240	\$30,879,875	9.0%	95.76%	95.94%		
Duplex	2	0	0.0%	7	4	75.0%	\$364,500	\$0	0.0%	96.01%	0.00%	\$925,000	\$780,000	18.6%	93.61%	97.67%		
Mobile Homes	11	14	-21.4%	97	119	-18.5%	\$1,000,800	\$781,000	28.1%	94.94%	92.75%	\$5,624,550	\$5,809,360	-3.2%	91.51%	89.79%		
Recreational	2	1	100.0%	28	15	86.7%	\$1,031,000	\$62,500	1549.6%	83.59%	89.41%	\$8,081,900	\$3,642,626	121.9%	92.41%	93.27%		
Residential	42	62	-32.3%	415	475	-12.6%	\$12,115,100	\$14,731,740	-17.8%	96.55%	96.17%	\$114,026,097	\$100,794,101	13.1%	96.69%	96.46%		
Residential WF	4	3	33.3%	38	29	31.0%	\$2,760,000	\$930,000	196.8%	95.49%	93.07%	\$24,980,800	\$12,787,200	95.4%	94.48%	95.75%		
3 & 4 Plex	0	0	0.0%	0	0	0.0%	\$0	\$0	0.0%	0.00%	0.00%	\$0	\$0	0.0%	0.00%	0.00%		
Timeshares	0	0	0.0%	0	0	0.0%	\$0	\$0	0.0%	0.00%	0.00%	\$0	\$0	0.0%	0.00%	0.00%		
Apartments	4	7	-42.9%	40	42	-4.8%	\$1,388,000	\$2,403,000	-42.2%	97.44%	98.68%	\$10,225,704	\$8,588,270	19.1%	98.39%	96.84%		
Townhouses	5	15	-66.7%	66	56	17.9%	\$1,638,000	\$2,619,117	-37.5%	96.95%	99.01%	\$17,474,957	\$9,640,517	81.3%	98.58%	97.73%		
<b>Total</b>	<b>82</b>	<b>109</b>		<b>776</b>	<b>842</b>		<b>\$25,252,200</b>	<b>\$24,210,857</b>				<b>\$214,994,248</b>	<b>\$172,921,949</b>					
<b>FARMS:</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>6</b>	<b>4</b>	<b>50.0%</b>	<b>\$0</b>	<b>\$0</b>	<b>0.0%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>\$5,635,000</b>	<b>\$2,408,000</b>	<b>134.0%</b>	<b>89.30%</b>	<b>90.60%</b>		
<b>MULTI FAMILY:</b>	<b>2</b>	<b>1</b>	<b>0.0%</b>	<b>6</b>	<b>11</b>	<b>-45.5%</b>	<b>\$532,000</b>	<b>\$382,500</b>	<b>0.0%</b>	<b>90.70%</b>	<b>91.07%</b>	<b>\$3,111,000</b>	<b>\$3,884,500</b>	<b>-19.9%</b>	<b>95.37%</b>	<b>94.00%</b>		
<b>LOTS:</b>																		
Acreage	4	7	-42.9%	60	61	-1.6%	\$755,000	\$1,149,500	-34.3%	95.33%	91.50%	\$9,997,700	\$7,064,535	41.5%	94.62%	92.42%		
Acreage WF	0	0	0.0%	2	4	-50.0%	\$0	\$0	0.0%	0.00%	0.00%	\$930,000	\$833,000	11.6%	86.25%	96.35%		
Lots	27	48	-43.8%	236	265	-10.9%	\$2,078,100	\$3,007,150	-30.9%	94.26%	96.57%	\$19,158,100	\$12,729,538	50.5%	94.95%	94.09%		
Lots WF	1	2	-50.0%	7	16	-56.3%	\$270,000	\$660,000	-59.1%	61.50%	95.08%	\$1,731,000	\$3,514,900	-50.8%	91.81%	94.74%		
<b>Total</b>	<b>32</b>	<b>57</b>		<b>305</b>	<b>346</b>		<b>\$3,103,100</b>	<b>\$4,816,650</b>				<b>\$31,816,800</b>	<b>\$24,141,973</b>					
<b>I.C. &amp; I.:</b>																		
Business	1	1	0.0%	14	14	0.0%	\$675,000	\$286,000	136.0%	96.70%	95.37%	\$13,500,000	\$6,312,000	113.9%	92.18%	91.14%		
Commercial	3	3	0.0%	16	20	-20.0%	\$1,027,500	\$2,666,100	-61.5%	93.11%	96.83%	\$7,472,500	\$9,076,250	-17.7%	91.12%	94.06%		
Land	2	2	0.0%	11	10	10.0%	\$1,345,000	\$2,025,000	-33.6%	81.73%	115.52%	\$8,281,000	\$6,171,700	34.2%	92.32%	99.00%		
Leases	0	0	0.0%	1	0	100.0%	\$0	\$0	0.0%	0.00%	0.00%	\$55,000	\$0	0.0%	0.00%	0.00%		
<b>Total</b>	<b>6</b>	<b>6</b>		<b>42</b>	<b>44</b>		<b>\$3,047,500</b>	<b>\$4,977,100</b>				<b>\$29,308,500</b>	<b>\$21,559,950</b>					
<b>GRAND TOTALS</b>	<b>122</b>	<b>173</b>	<b>-29.5%</b>	<b>1,135</b>	<b>1,247</b>	<b>-9.0%</b>	<b>\$31,934,800</b>	<b>\$34,387,107</b>	<b>-7.1%</b>	<b>91.32%</b>	<b>96.38%</b>	<b>\$284,865,548</b>	<b>\$224,916,372</b>	<b>26.65%</b>	<b>93.49%</b>	<b>94.70%</b>		

Totals include variables in any given month, due to preceding month's collapsed sales and deleted listings

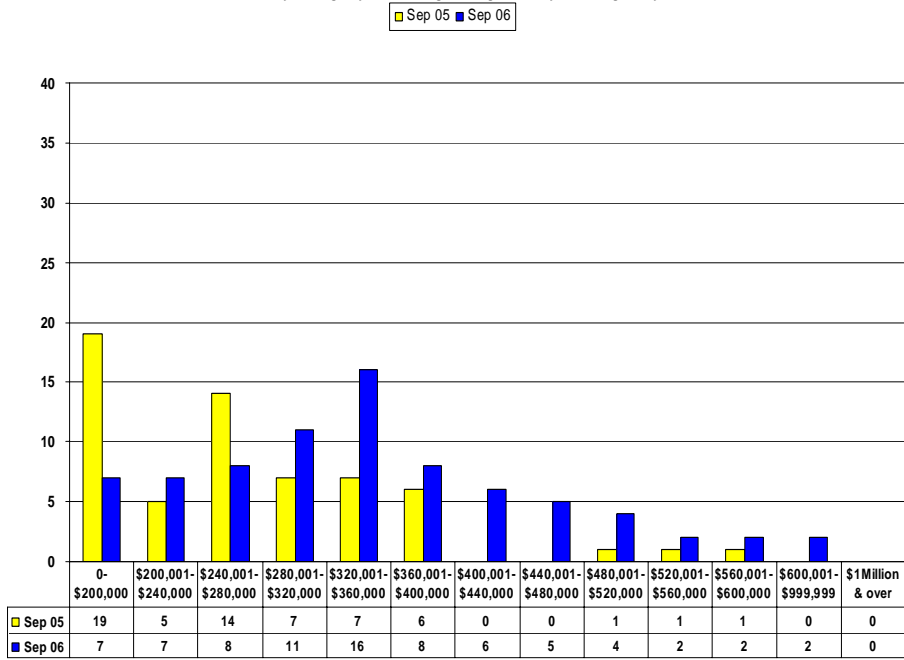
## SHUSWAP ZONE - COMPARATIVE ACTIVITY - AVERAGE, MEDIAN PRICE and DAYS TO SELL - SEPTEMBER 2006

	AVG SALE PRICE						MEDIAN PRICE						NUMBER DAYS TO SELL					
	SEP 2006	SEP 2005	Incr % Decr %	JAN-SEP 2006	JAN-SEP 2005	Incr % Decr %	SEP 2006	SEP 2005	Incr % Decr %	JAN-SEP 2006	JAN-SEP 2005	Incr % Decr %	SEP 2006	SEP 2005	Incr % Decr %	JAN-SEP 2006	JAN-SEP 2005	Incr % Decr %
<b>RESIDENTIAL:</b>																		
Acreage/House	\$412,900	\$383,357	7.7%	\$395,944	\$302,744	30.8%	\$333,750	\$358,500	-6.9%	\$351,700	\$279,450	25.9%	99	201	-50.5%	106	131	-19.0%
Duplex	\$182,250	\$0	100.0%	\$132,143	\$195,000	-32.2%	\$182,250	\$0	0.0%	\$112,500	\$185,000	-39.2%	49	0	0.0%	99	68	45.2%
Mobile Homes	\$90,982	\$55,786	63.1%	\$57,985	\$48,818	18.8%	\$60,900	\$50,000	21.8%	\$48,000	\$44,900	6.9%	88	68	29.1%	69	435	-84.1%
Recreational	\$515,500	\$62,500	724.8%	\$288,639	\$242,842	18.9%	\$515,500	\$62,500	724.8%	\$199,500	\$105,000	90.0%	96	47	104.3%	99	150	-33.7%
Residential	\$288,455	\$237,609	21.4%	\$274,762	\$212,198	29.5%	\$272,500	\$239,000	14.0%	\$275,000	\$210,000	31.0%	63	81	-21.9%	66	71	-6.5%
Residential WF	\$690,000	\$310,000	122.6%	\$657,389	\$440,938	49.1%	\$690,000	\$190,000	263.2%	\$599,900	\$415,000	44.6%	59	32	83.6%	132	109	20.7%
3 & 4 Plex	\$0	\$0	0.0%	\$0	\$0	0.0%	\$0	\$0	0.0%	\$0	\$0	0.0%	0	0	0.0%	0	0	0.0%
Timeshares	\$0	\$0	0.0%	\$0	\$0	0.0%	\$0	\$0	0.0%	\$0	\$0	0.0%	0	0	0.0%	0	0	0.0%
Apartments	\$347,000	\$343,286	1.1%	\$255,643	\$204,483	25.0%	\$382,000	\$315,000	21.3%	\$240,900	\$135,750	77.5%	112	117	-4.3%	94	78	21.1%
Townhouses	\$327,600	\$174,608	87.6%	\$264,772	\$172,152	53.8%	\$250,000	\$189,000	32.3%	\$237,000	\$163,750	44.7%	72	112	-35.9%	178	103	72.3%
<b>Total</b>																		
<b>FARMS:</b>	\$0	\$0	0.0%	\$939,167	\$602,000	56.0%	\$0	\$0	0.0%	\$920,000	\$510,000	80.4%	52	0	100.0%	146	403	-63.7%
<b>MULTI FAMILY:</b>	\$266,000	\$382,500	0.0%	\$518,500	\$353,136	46.8%	\$266,000	\$382,500	-30.5%	\$425,500	\$320,000	33.0%	156	50	0.0%	297	162	83.2%
<b>LOTS:</b>																		
Acreage	\$188,750	\$164,214	14.9%	\$166,628	\$115,812	43.9%	\$185,000	\$139,000	33.1%	\$142,000	\$95,000	49.5%	264	55	380.0%	145	248	-41.7%
Acreage WF	\$0	\$0	0.0%	\$465,000	\$208,250	123.3%	\$0	\$0	0.0%	\$117,500	\$180,500	-34.9%	93	0	100.0%	174	194	-10.3%
Lots	\$76,967	\$62,649	22.9%	\$81,178	\$48,036	69.0%	\$85,000	\$55,500	53.2%	\$81,500	\$44,500	83.1%	118	130	-9.5%	113	259	-56.4%
Lots WF	\$270,000	\$330,000	-18.2%	\$247,286	\$219,681	12.6%	\$270,000	\$330,000	-18.2%	\$219,000	\$236,250	-7.3%	498	76	555.3%	182	125	45.4%
<b>Total</b>																		
<b>I.C. &amp; I.:</b>																		
Business	\$675,000	\$286,000	136.0%	\$964,286	\$450,857	113.9%	\$675,000	\$286,000	136.0%	\$712,500	\$321,000	122.0%	102	232	-56.0%	176	157	12.1%
Commercial	\$342,500	\$888,700	-61.5%	\$467,031	\$453,813	2.9%	\$287,500	\$245,100	17.3%	\$273,750	\$272,500	0.5%	280	241	16.2%	329	326	0.8%
Land	\$672,500	\$1,012,500	-33.6%	\$752,818	\$617,170	22.0%	\$672,500	\$1,012,500	-33.6%	\$405,000	\$317,500	27.6%	86	831	-89.7%	342	528	-35.2%
Leases	\$0	\$0	0.0%	\$55,000	\$0	0.0%	\$0	\$0	0.0%	\$55,000	\$0	0.0%	0	0	0.0%	322	0	0.0%
<b>Total</b>																		
													135	162		170	209	

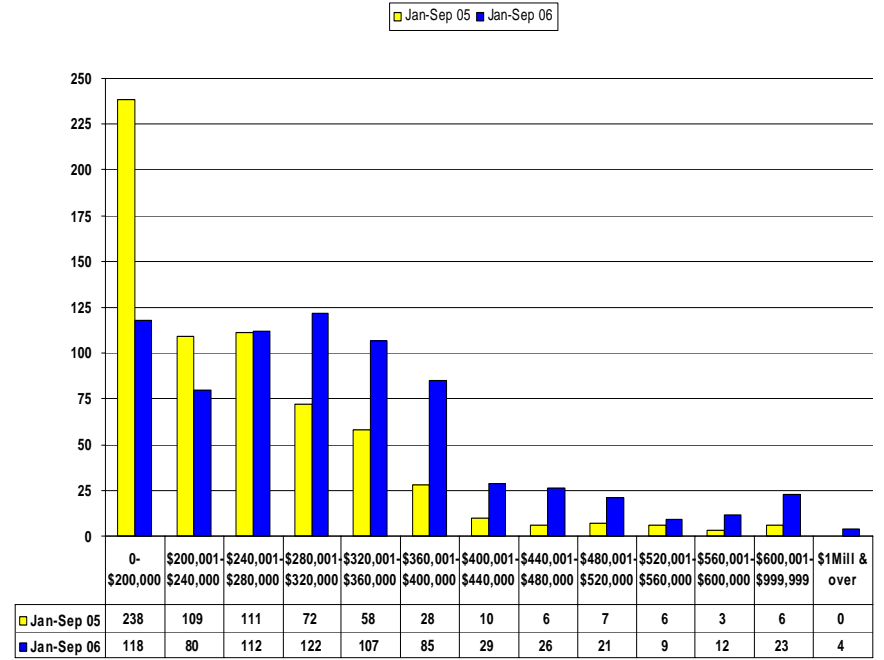
Totals include variables in any given month, due to preceding month's collapsed sales and deleted listings

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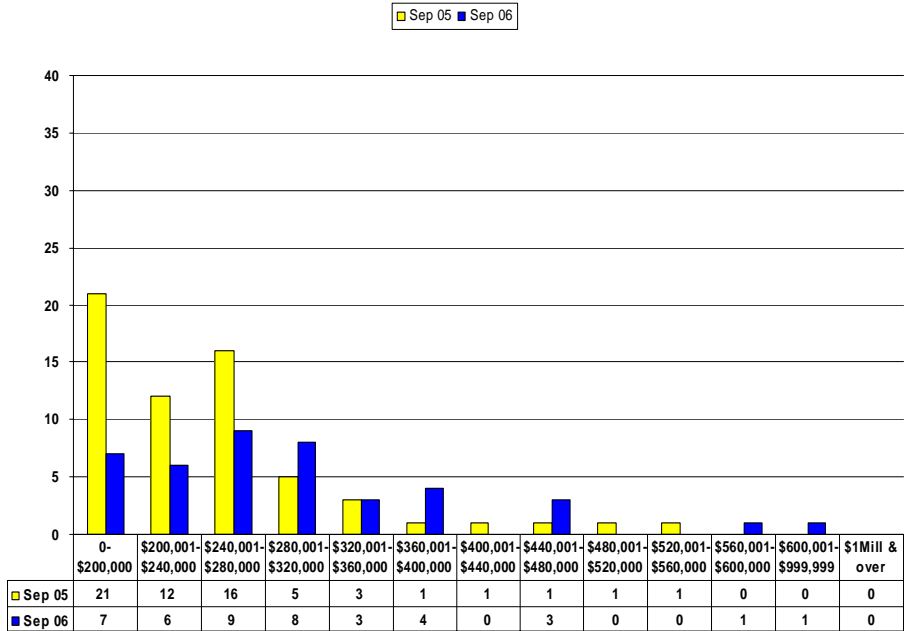
**Shuswap Zone - Single Family Residential September 2006**  
 Monthly Listings By Price Range - Single Family Dwellings Only



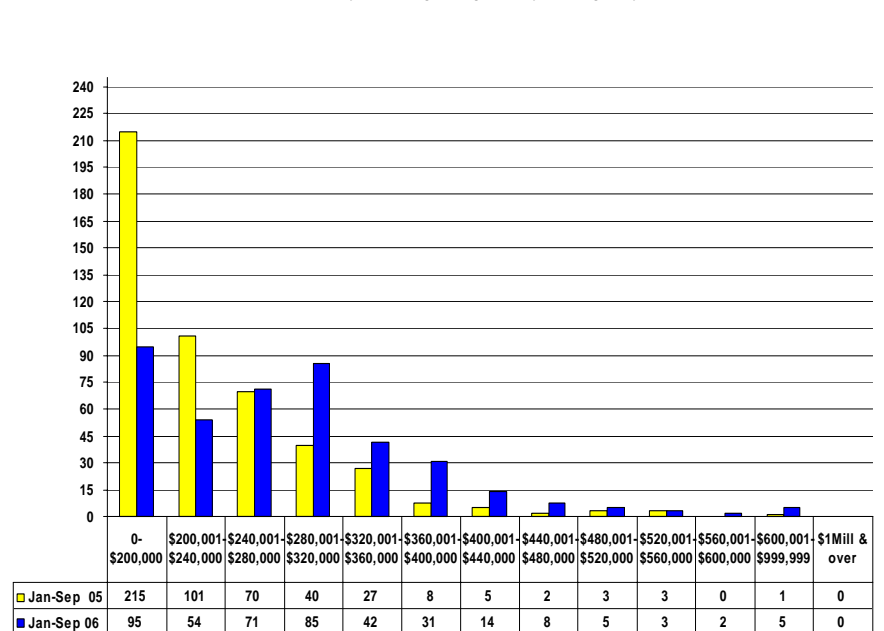
**Shuswap Zone - Single Family Residential 2005 vs 2006**  
 Listings Taken By Price Range - Single Family Dwellings Only



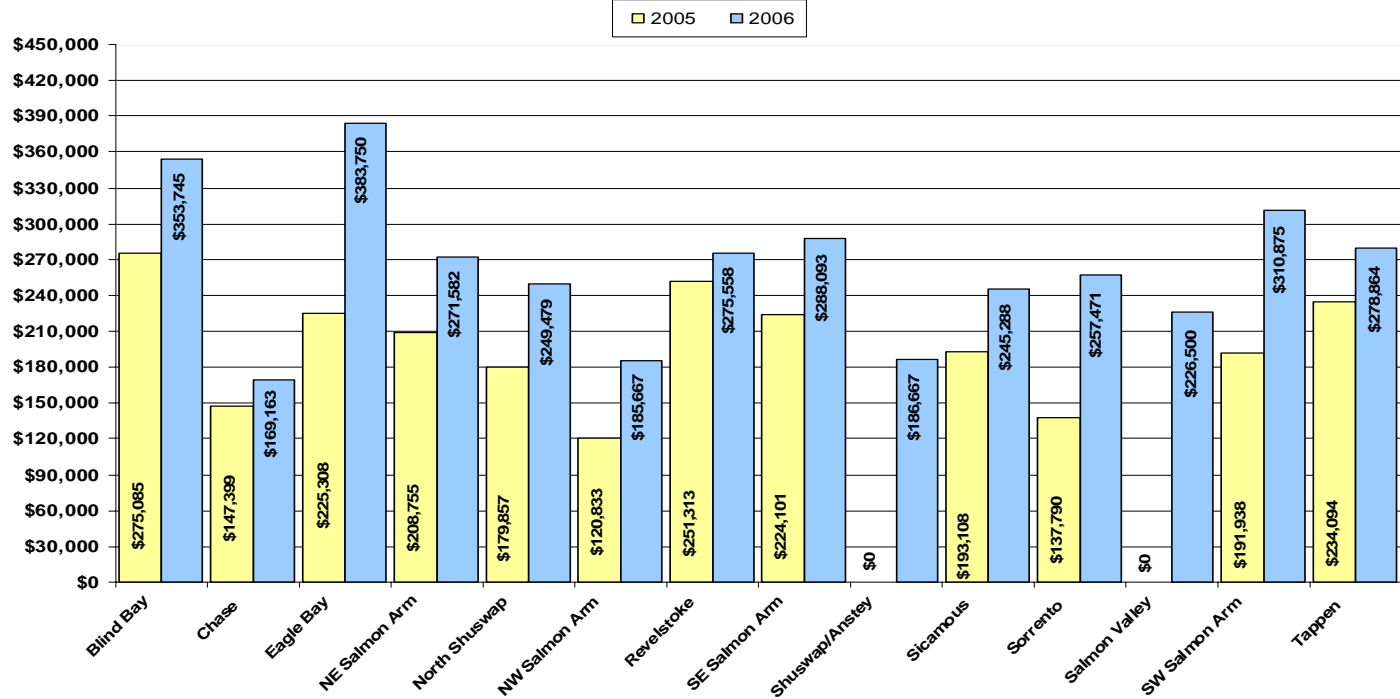
**Shuswap Zone - Single Family Residential September 2006**  
 Monthly Sales by Price Range - Single Family Dwellings Only



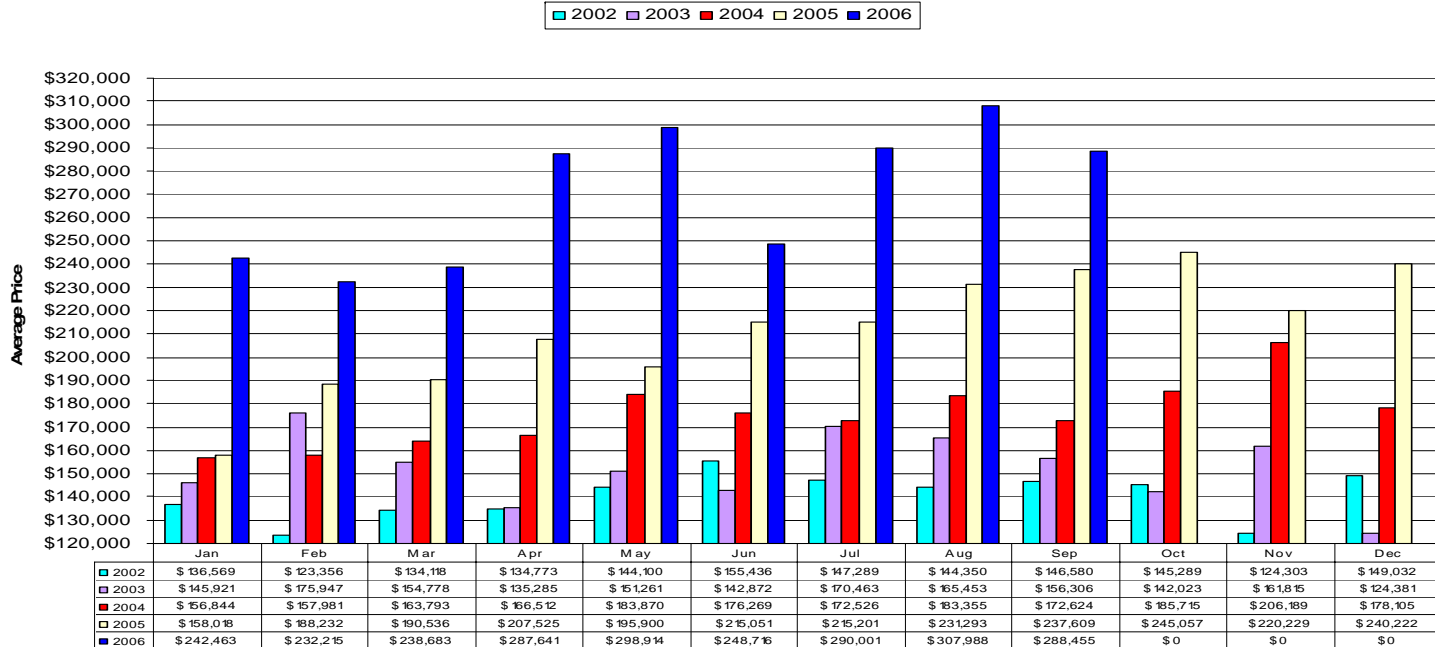
**Shuswap Zone - Single Family Residential 2005 vs 2006**  
 Number of Solds by Price Range - Single Family Dwellings Only



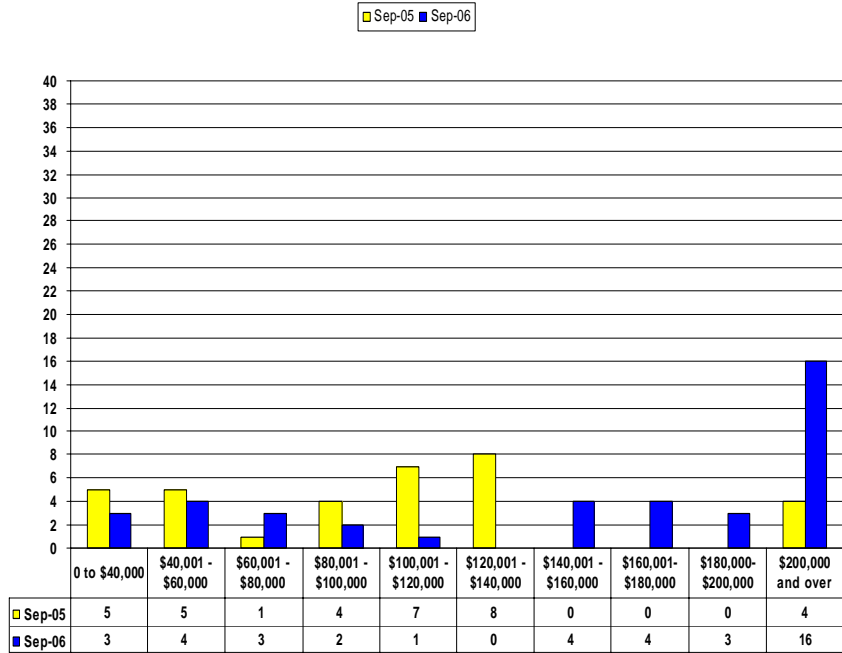
**Shuswap Zone Residential Sub Area Average Prices - 2005 vs 2006 (January to September)**  
**Residential Single Family Only**



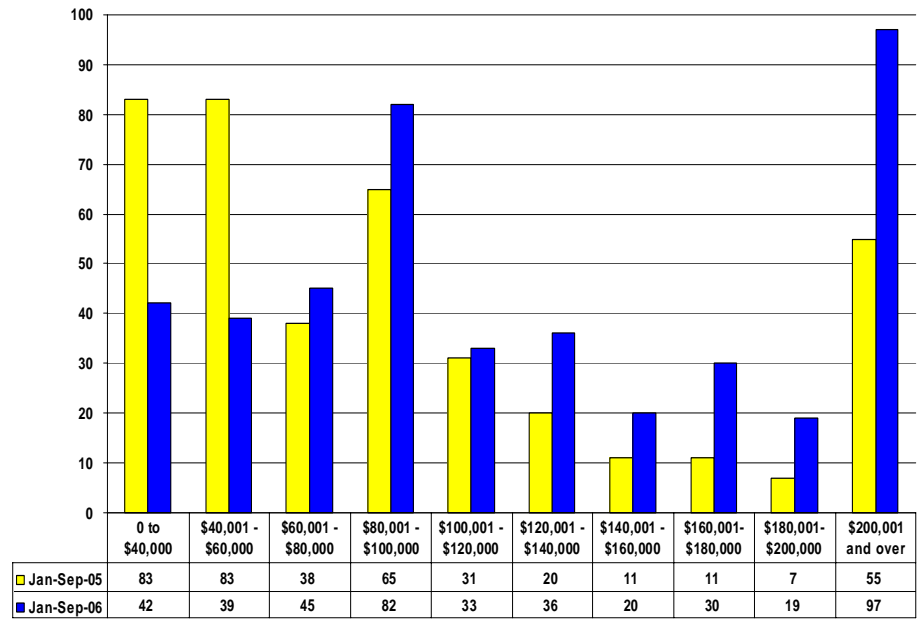
**Shuswap Zone Single Family Residential Average Prices 2002 to 2006**



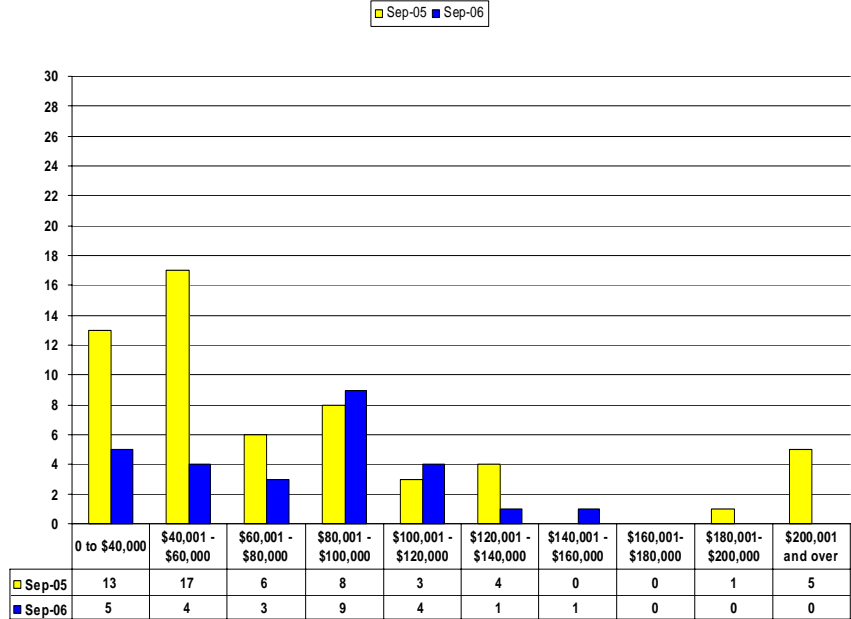
**Shuswap Zone - September 2006**  
 Monthly Listing Comparison By Price Range -  
 Lots, Lots Waterfront, Acreage and Acreage Waterfront



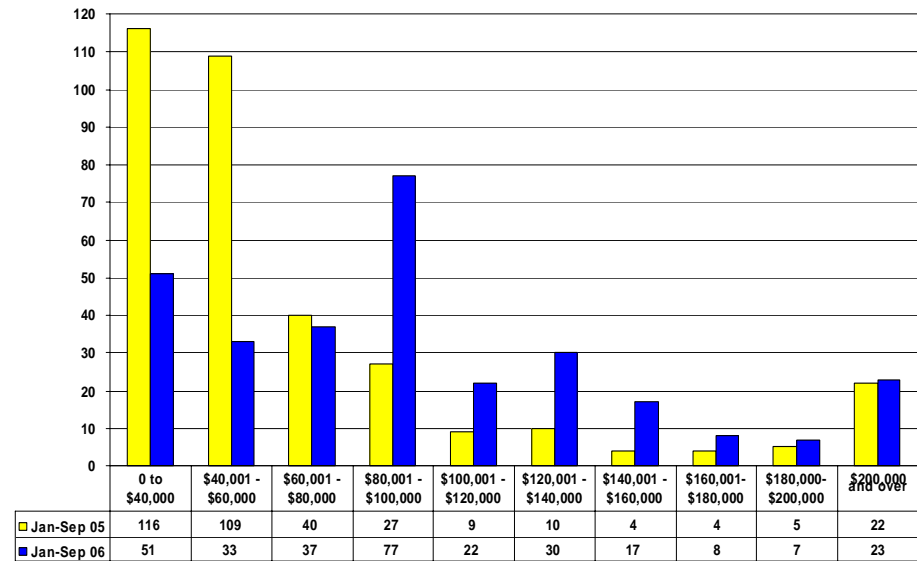
**Shuswap Zone - Lots 2005 vs 2006**  
 Listings Taken By Price Range - Lots, Lots Waterfront, Acreage and Acreage Waterfront

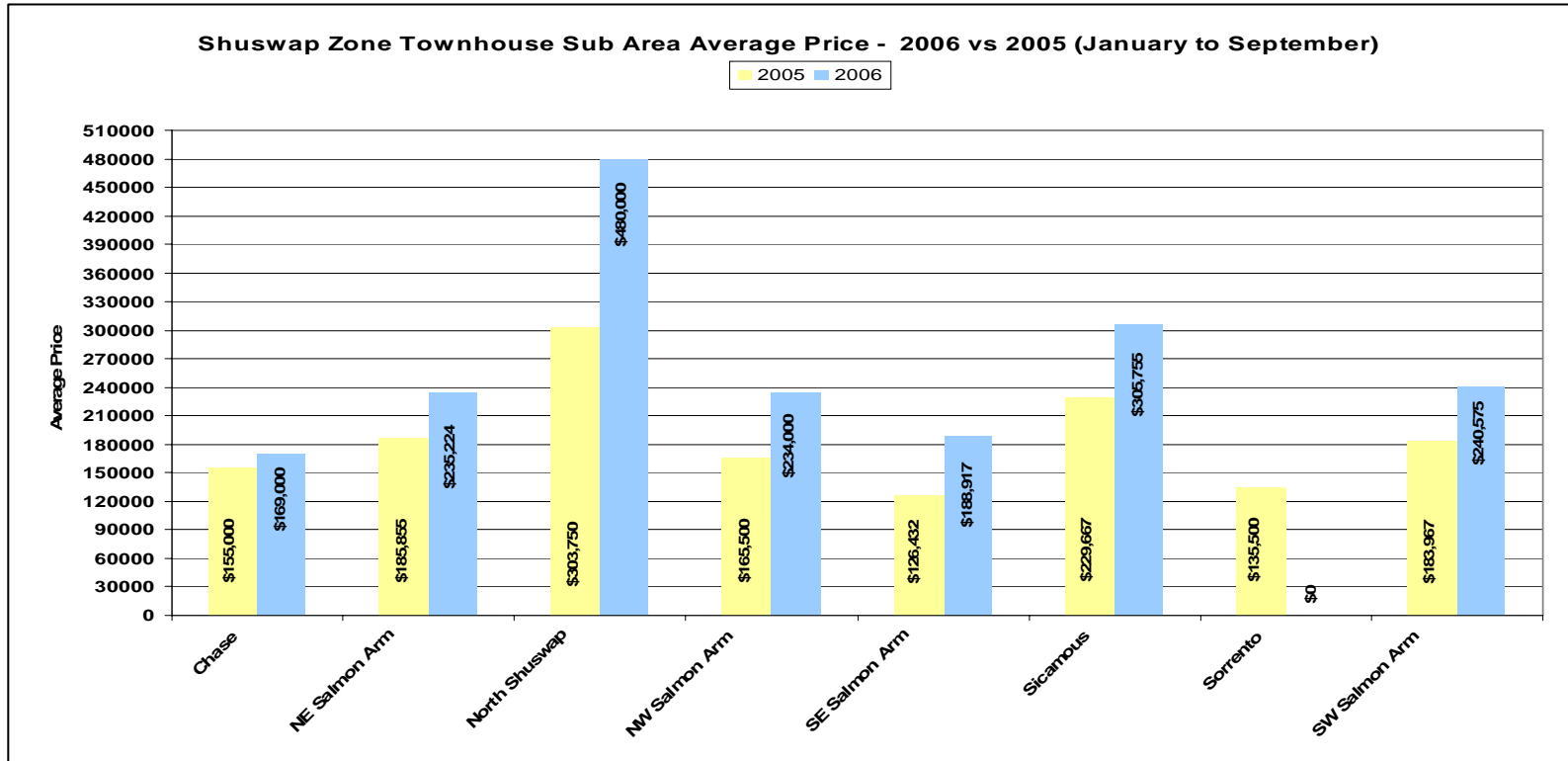
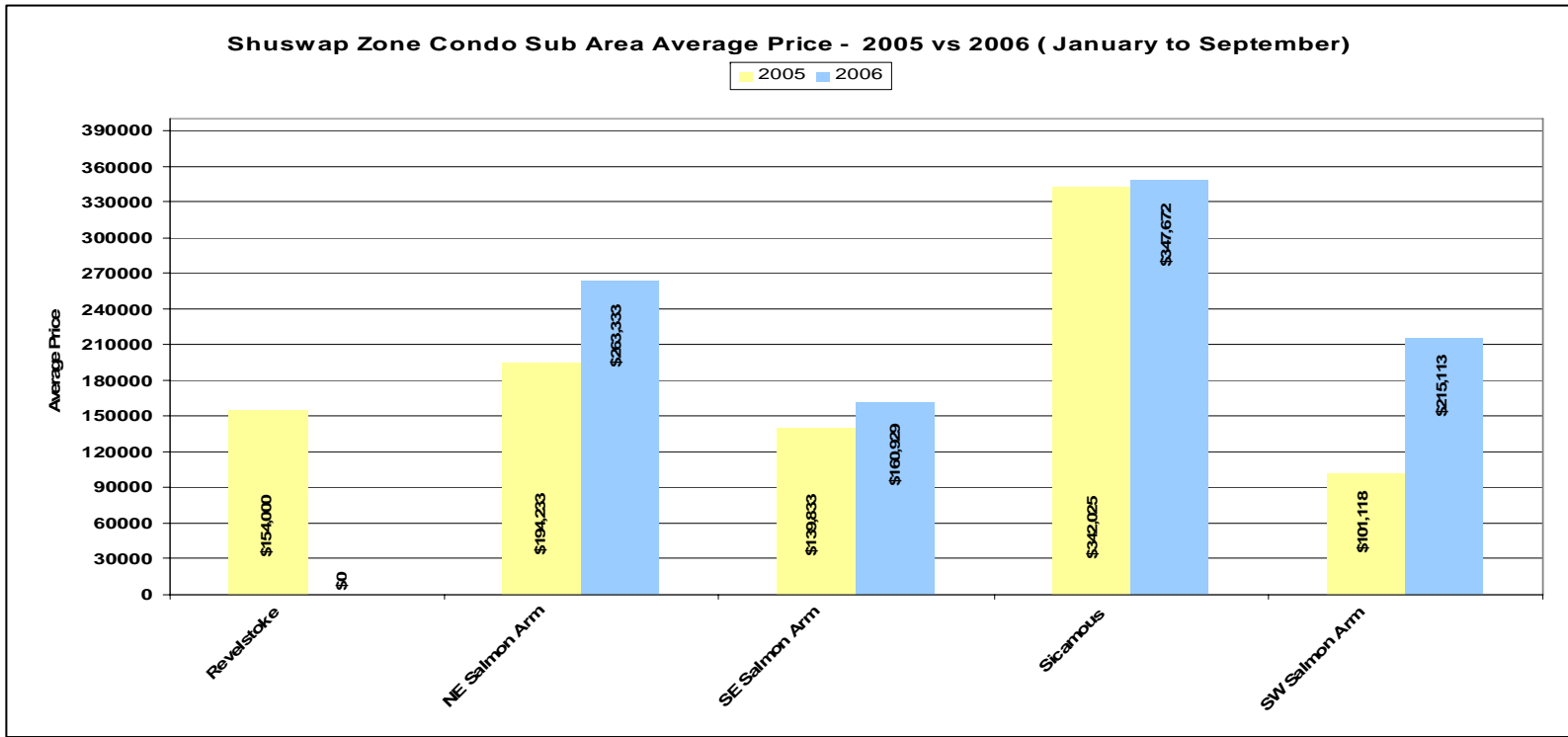


**Shuswap Zone - September 2006**  
 Monthly Sales By Price Range - Lots, Lots Waterfront, Acreage and Acreage Waterfront



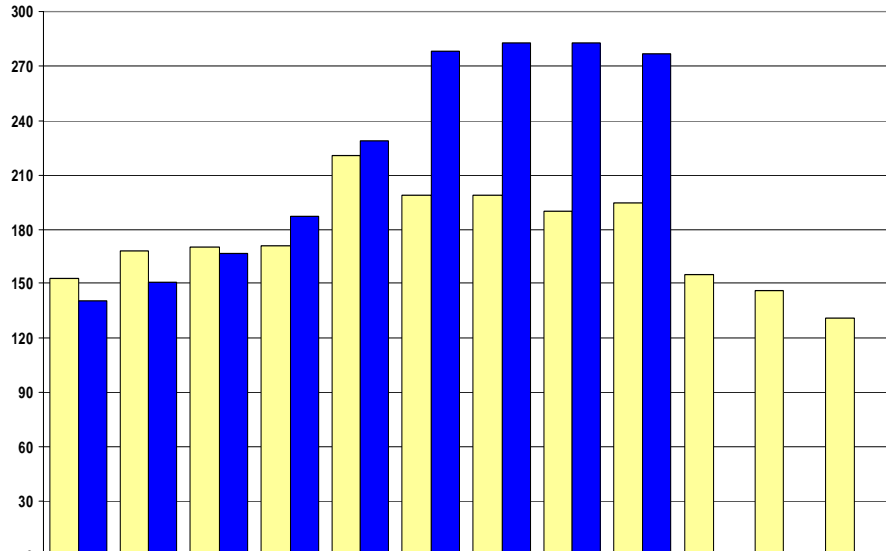
**Shuswap Zone - Lots 2005 vs 2006**  
 Sales By Price Range - Lots, Lots Waterfront, Acreage and Acreage Waterfront





Inventory of Active Listings 2005 vs 2006  
Single Family Residential - Shuswap Zone

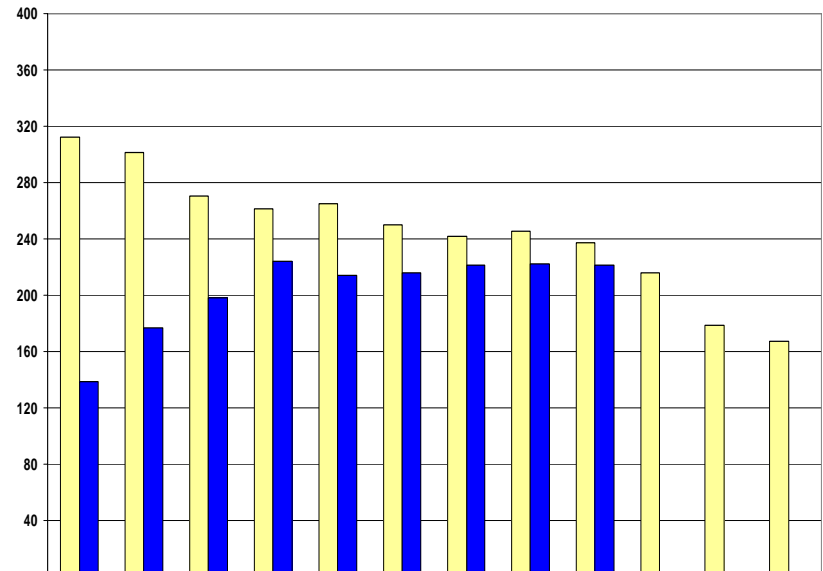
2005 2006



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2005	153	168	170	171	221	199	199	190	195	155	146	131
2006	141	151	167	187	229	278	283	283	277	0	0	0

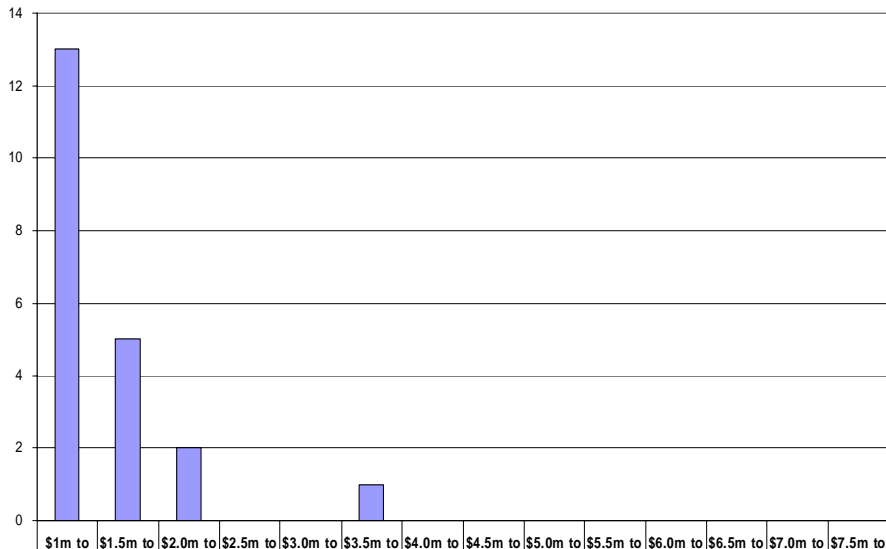
Inventory of Active Listings 2005 vs 2006  
Lots - Shuswap Zone

2005 2006



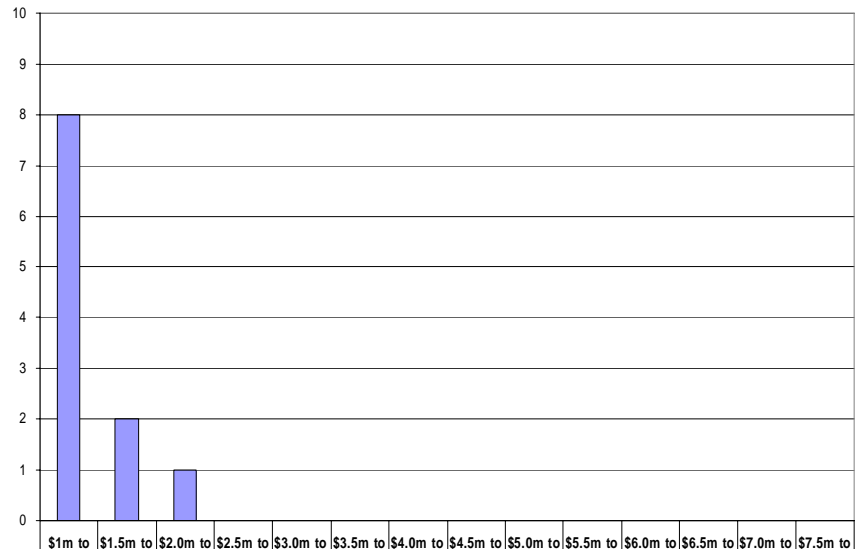
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2005	312	301	270	261	265	250	242	245	237	216	179	167
2006	139	177	198	224	214	216	221	222	221	0	0	0

Shuswap Zone - Million Dollar Active Residential Properties  
(Includes Residential Single Family, Single Family With Acreage and Single Family Bare Land Strata)



Price Range	Actives
\$1m to \$1.5m	13
\$1.5m to \$2.0m	5
\$2.0m to \$2.5m	2
\$2.5m to \$3.0m	0
\$3.0m to \$3.5m	0
\$3.5m to \$4.0m	1
\$4.0m to \$4.5m	0
\$4.5m to \$5.0m	0
\$5.0m to \$5.5m	0
\$5.5m to \$6.0m	0
\$6.0m to \$6.5m	0
\$6.5m to \$7.0m	0
\$7.0m to \$7.5m	0
\$7.5m to \$8.0m	0

Shuswap Zone - Million Dollar Residential Sales  
(Includes Residential Single Family, Single Family With Acreage and Single Family Bare Land Strata)



Price Range	Actives
\$1m to \$1.5m	8
\$1.5m to \$2.0m	2
\$2.0m to \$2.5m	1
\$2.5m to \$3.0m	0
\$3.0m to \$3.5m	0
\$3.5m to \$4.0m	0
\$4.0m to \$4.5m	0
\$4.5m to \$5.0m	0
\$5.0m to \$5.5m	0
\$5.5m to \$6.0m	0
\$6.0m to \$6.5m	0
\$6.5m to \$7.0m	0
\$7.0m to \$7.5m	0
\$7.5m to \$8.0m	0