

# NORTH DIVISION MONTHLY STATISTICS

FOR

October 1st to 31st, 2004

**PLEASE NOTE THAT THERE ARE 2 NEW SECTIONS IN THE STATISTICS  
1. TIMESHARES AND 2. RECREATIONAL PROPERTY TYPES**

# NORTH OKANAGAN DIVISION

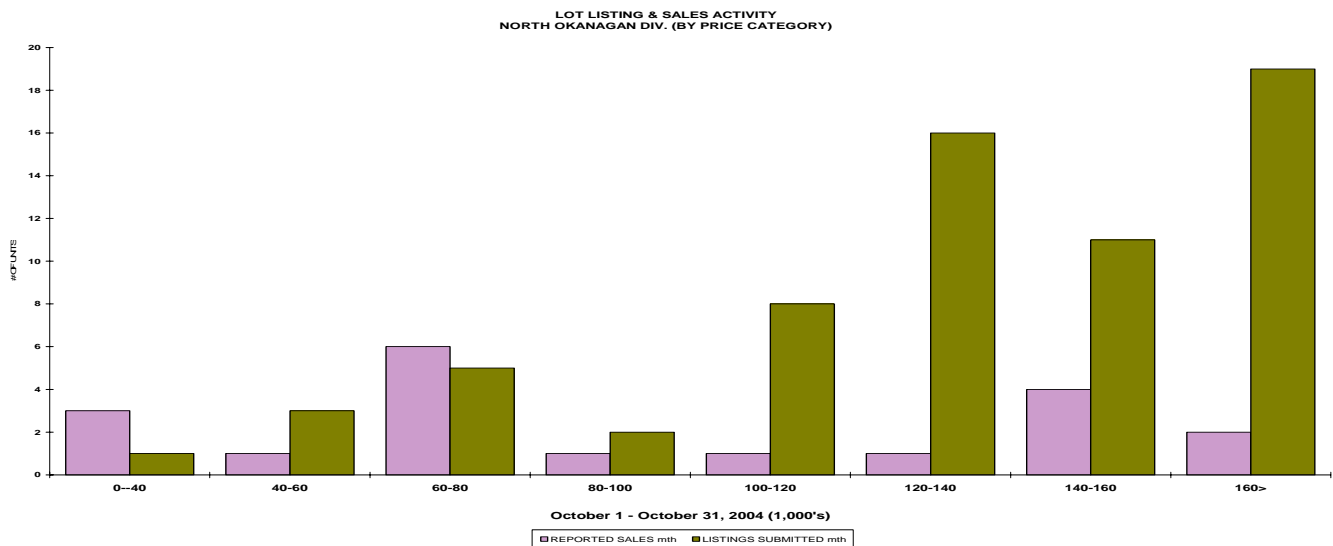
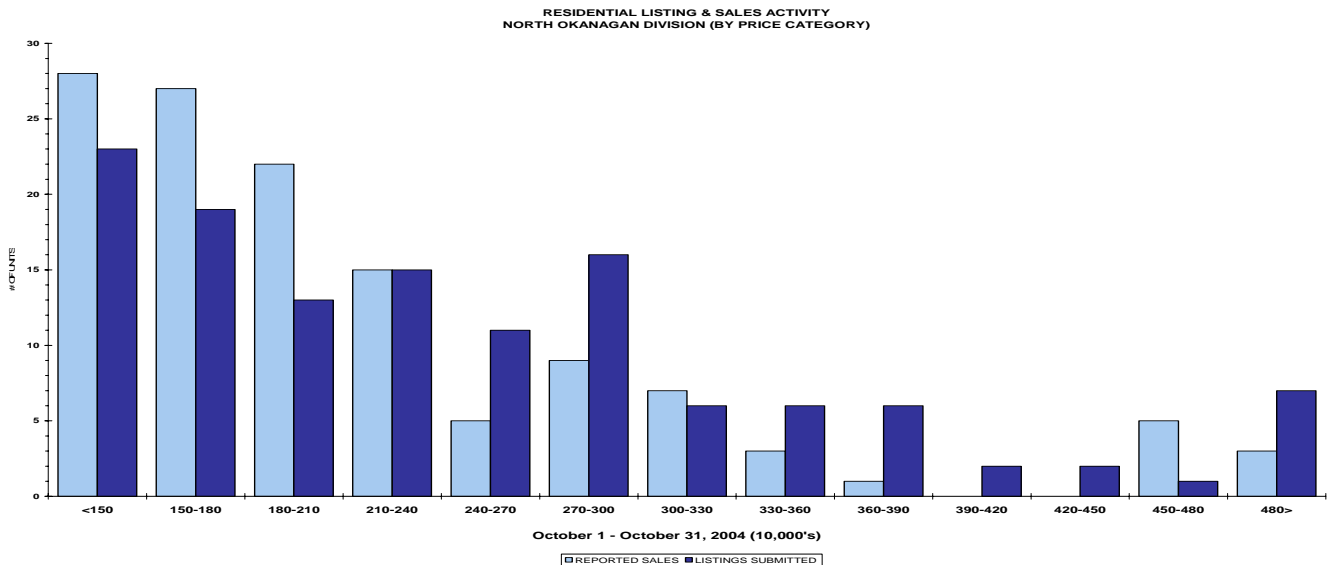
## STAT - O - GRAM

October 2004

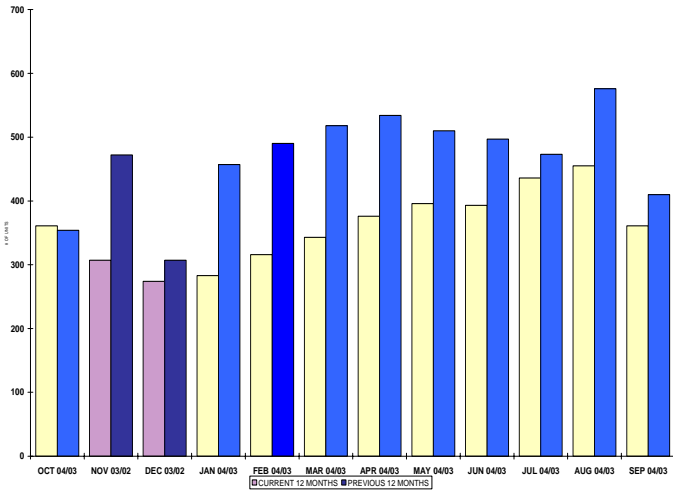
### QUICK SUMMARY

	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	<u># of Units</u>	<u>\$ Value</u>	<u># of Units</u>	<u>\$ Value</u>	<u>Listings Taken</u>	<u>Inventory</u>
October 2004	251	\$47,744,301	125	\$27,311,370	336	1,335
September 2004	239	\$42,408,810	121	\$24,036,850	314	1,402
October 2003	220	\$42,786,484	113	\$21,698,153	242	1,420

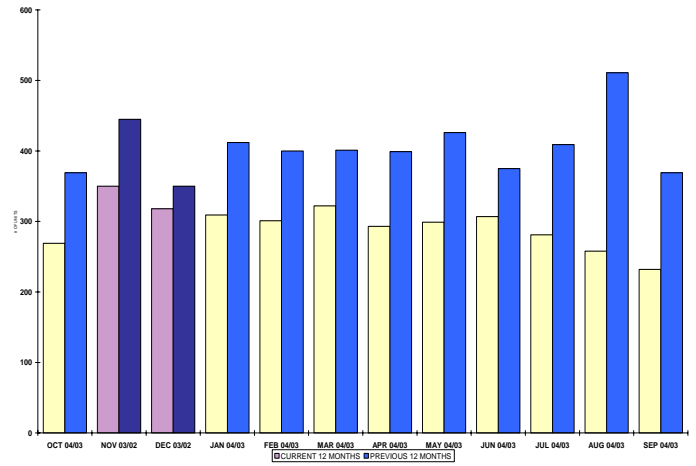
The North Zone has **257** Members. The average number of listings-per-licensee is 5.1



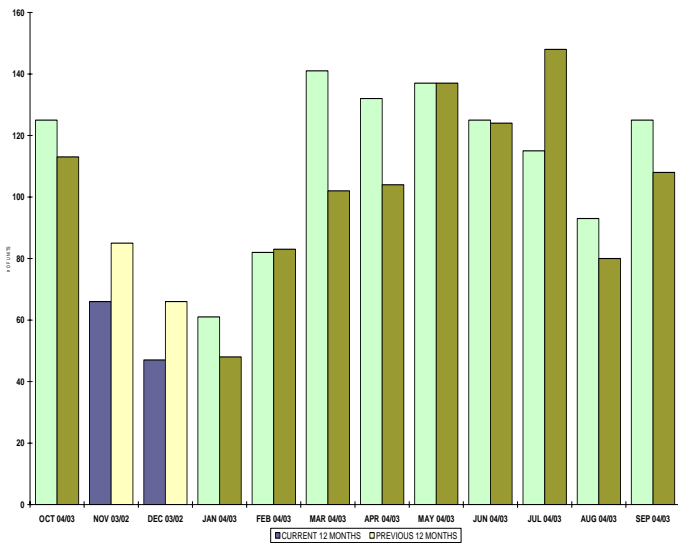
INVENTORY OF ACTIVE LISTINGS  
RESIDENTIAL - NORTH OKANAGAN DIVISION



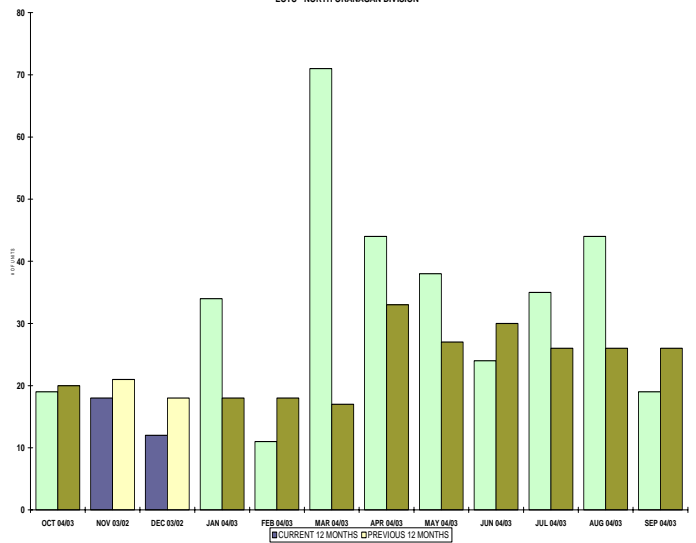
INVENTORY OF ACTIVE LISTINGS  
LOTS - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD  
RESIDENTIAL - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD  
LOTS - NORTH OKANAGAN DIVISION



**NORTH OKANAGAN DIVISION**

**October 2004**

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	8	6	80	10.00%	206
ACREAGE/HOUSE	23	28	153	15.03%	76
CONDO/APT	18	15	60	30.00%	63
CONDO/TWNHSE	23	49	143	16.08%	69
LOTS	11	59	189	5.82%	286
RESIDENTIAL	125	129	361	34.63%	74

**AVERAGE HOUSE PRICE \$218,491**

**MEDIAN HOUSE PRICE \$190,000**

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	569	615	-7.5%	7838	6353	23.4%
Units Sold	349	430	-18.8%	4592	4310	6.5%
Sales Dollars	\$85,947,869	\$95,044,559	-9.6%	\$1,157,692,239	\$909,261,146	27.3%
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	2705	2134	26.8%			

### ZONE NO TOTALS

Units Listed	336	242	38.8%	3697	3083	19.9%
Units Sold	251	220	14.1%	2418	1988	21.6%
Sales Dollars	\$47,744,301	\$42,786,484	11.6%	\$445,510,516	\$337,003,965	32.2%
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	1335	1420	-6.0%			

### ZONE SH TOTALS

Units Listed	130	126	3.2%	1817	1697	7.1%
Units Sold	89	96	-7.3%	1195	912	31.0%
Sales Dollars	\$15,103,700	\$12,104,595	24.8%	\$195,917,798	\$132,492,129	47.9%
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	971	1290	-24.7%			

### ZONE OB TOTALS

Units Listed	14	19	-26.3%	149	152	-2.0%
Units Sold	4	3	100.0%	47	23	104.3%
Sales Dollars	\$1,270,000	\$1,988,000	100.0%	\$18,336,379	\$14,380,200	27.5%
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	127	151	-15.9%			

### GRAND TOTALS

Units Listed	1049	1002	4.7%	13501	11285	19.6%
Units Sold	693	749	-7.5%	8252	7233	14.1%
Sales Dollars	\$150,065,870	\$151,923,638	-1.2%	\$1,817,456,932	\$1,393,137,440	30.5%
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	5138	4995	2.9%			

# LICENSEES

	<b>TOTAL NUMBER OF LICENSEES October 31/04</b>	<b>TOTAL NUMBER OF LICENSEES October 31/03</b>	<b>CHANGE BY NUMBER</b>	<b>CHANGE BY %</b>
ALL DIVISIONS	902	788	114	14.47%
CENTRAL OK DIV.	560	504	56	11.11%
NORTH OK DIV.	257	216	41	18.98%
SHUSWAP DIV.	85	68	17	25.00%

## **CURRENT MEMBERSHIP**

AGENT LICENSEES	74
SALESPERSONS	751
PROPERTY MANAGEMENT	9
9:15 LICENCEE MEMBER	62
EXEMPTION MEMBER	6
<b>TOTALS</b>	<b>902</b>

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Acreage</b>						
Units Listed	6	3	100.0%	120	119	0.8%
Units Sold	<b>8</b>	<b>6</b>	<b>33.3%</b>	<b>77</b>	<b>55</b>	<b>40.0%</b>
Sales Dollars	\$1,107,500	\$951,000	16.5%	\$11,917,000	\$7,353,700	62.1%
List/Sell Ratio	90.32%	89.81%		93.02%	90.98%	
Days to Sell	206	205	0.5%	283	308	-8.1%
Active Inventory	80	117	-31.6%			
Average Price	\$138,438	\$158,500	-12.7%	\$154,766	\$133,704	15.8%
Median Price	\$142,000	\$151,000	-6.0%	\$130,000	\$123,000	5.7%
<b>Acreage with House</b>						
Units Listed	28	34	-17.6%	396	346	14.5%
Units Sold	<b>23</b>	<b>24</b>	<b>-4.2%</b>	<b>215</b>	<b>172</b>	<b>25.0%</b>
Sales Dollars	\$6,958,800	\$9,397,681	-26.0%	\$63,365,375	\$47,246,831	34.1%
List/Sell Ratio	94.56%	92.25%		95.09%	93.19%	
Days to Sell	79	135	-41.5%	113	160	-29.4%
Active Inventory	153	168	-8.9%	139	270	
Average Price	\$302,557	\$391,570	-22.7%	\$294,723	\$274,691	7.3%
Median Price	\$270,000	\$240,500	12.3%	\$270,000	\$237,000	13.9%
<b>Acreage (Waterfront)</b>						
Units Listed	0	0	0.0%	9	10	-10.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>5</b>	<b>7</b>	<b>-28.6%</b>
Sales Dollars	\$0	\$0	0.0%	\$605,400	\$1,418,500	-57.3%
List/Sell Ratio	0.00%	0.00%		94.78%	89.27%	
Days to Sell	0	0	0.0%	59	208	-71.6%
Active Inventory	6	4	50.0%			
Average Price	\$0	\$0	0.0%	\$121,080	\$202,643	-40.2%
Median Price	\$0	\$0	0.0%	\$123,750	\$215,000	-42.4%
<b>Business</b>						
Units Listed	3	12	-75.0%	82	96	-14.6%
Units Sold	<b>1</b>	<b>3</b>	<b>-66.7%</b>	<b>16</b>	<b>17</b>	<b>-5.9%</b>
Sales Dollars	\$85,000	\$70,500	20.6%	\$3,473,430	\$2,580,000	34.6%
List/Sell Ratio	77.27%	81.06%		84.65%	81.12%	
Days to Sell	164	256	-35.9%	435	206	111.2%
Active Inventory	63	78	-19.2%			
Average Price	\$85,000	\$23,500	261.7%	\$217,089	\$151,765	43.0%
Median Price	\$85,000	\$22,500	277.8%	\$151,350	\$45,000	236.3%
<b>Condo (Townhouse)</b>						
Units Listed	49	17	188.2%	403	236	70.8%
Units Sold	<b>23</b>	<b>27</b>	<b>-14.8%</b>	<b>274</b>	<b>206</b>	<b>33.0%</b>
Sales Dollars	\$3,468,181	\$3,590,000	-3.4%	\$39,693,136	\$26,945,833	47.3%
List/Sell Ratio	97.41%	95.78%		97.69%	96.33%	
Days to Sell	69	106	-34.9%	65	106	-38.7%
Active Inventory	143	59	142.4%			
Average Price	\$150,790	\$132,963	13.4%	\$144,865	\$130,805	10.7%
Median Price	\$143,799	\$119,900	19.9%	\$133,875	\$122,000	9.7%
<b>Condo (Apt)</b>						
Units Listed	15	17	-11.8%	227	135	68.1%
Units Sold	<b>18</b>	<b>8</b>	<b>125.0%</b>	<b>179</b>	<b>109</b>	<b>64.2%</b>
Sales Dollars	\$1,953,000	\$715,400	173.0%	\$18,762,385	\$10,257,950	82.9%
List/Sell Ratio	95.63%	96.89%		96.53%	94.52%	
Days to Sell	63	93	-32.3%	79	228	-65.4%
Active Inventory	60	55	9.1%			
Average Price	\$108,500	\$89,425	21.3%	\$104,818	\$94,110	11.4%
Median Price	\$81,950	\$90,500	-9.4%	\$92,500	\$94,000	-1.6%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Duplex</b>						
Units Listed	5	5	0.0%	94	85	10.6%
Units Sold	<b>5</b>	<b>10</b>	<b>-50.0%</b>	<b>72</b>	<b>53</b>	<b>35.8%</b>
Sales Dollars	\$762,600	\$1,199,450	-36.4%	\$11,484,944	\$8,096,500	41.9%
List/Sell Ratio	94.72%	95.10%		96.13%	100.08%	
Days to Sell	60	80	-25.0%	90	130	-30.8%
Active Inventory	20	30	-33.3%			
Average Price	\$152,520	\$119,945	27.2%	\$159,513	\$152,764	4.4%
Median Price	\$137,000	\$112,225	22.1%	\$137,000	\$144,000	-4.9%
<b>Farms</b>						
Units Listed	6	3	100.0%	61	25	144.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>12</b>	<b>7</b>	<b>71.4%</b>
Sales Dollars	\$0	\$0	0.0%	\$7,287,725	\$2,774,000	162.7%
List/Sell Ratio	0.00%	0.00%		91.26%	87.41%	
Days to Sell	0	0	0.0%	302	412	-26.7%
Active Inventory	41	29	41.4%	26	30	
Average Price	\$0	\$0	0.0%	\$607,310	\$396,286	53.3%
Median Price	\$0	\$0	0.0%	\$607,500	\$347,500	74.8%
<b>IC&amp;I</b>						
Units Listed	6	9	-33.3%	67	94	-28.7%
Units Sold	<b>6</b>	<b>2</b>	<b>200.0%</b>	<b>30</b>	<b>18</b>	<b>66.7%</b>
Sales Dollars	\$1,347,000	\$333,000	304.5%	\$8,127,508	\$4,363,850	86.2%
List/Sell Ratio	92.41%	95.32%		90.74%	85.52%	
Days to Sell	266	123	116.3%	230	307	-25.1%
Active Inventory	54	89	-39.3%			
Average Price	\$224,500	\$166,500	34.8%	\$270,917	\$242,436	11.7%
Median Price	\$192,000	\$166,500	15.3%	\$192,000	\$178,500	7.6%
<b>IC&amp;I Land</b>						
Units Listed	2	10	-80.0%	43	52	-17.3%
Units Sold	<b>3</b>	<b>2</b>	<b>50.0%</b>	<b>23</b>	<b>6</b>	<b>283.3%</b>
Sales Dollars	\$1,139,500	\$830,000	37.3%	\$10,065,300	\$3,560,000	182.7%
List/Sell Ratio	74.87%	79.93%		89.77%	78.56%	
Days to Sell	156	294	-46.9%	207	240	-13.8%
Active Inventory	42	51	-17.6%			
Average Price	\$379,833	\$415,000	-8.5%	\$437,622	\$593,333	-26.2%
Median Price	\$172,500	\$415,000	-58.4%	\$172,500	\$415,000	-58.4%
<b>Lots</b>						
Units Listed	58	14	314.3%	297	229	29.7%
Units Sold	<b>11</b>	<b>16</b>	<b>-31.3%</b>	<b>216</b>	<b>173</b>	<b>24.9%</b>
Sales Dollars	\$848,850	\$1,725,700	-50.8%	\$17,523,500	\$12,383,503	41.5%
List/Sell Ratio	97.26%	98.45%		96.62%	95.41%	
Days to Sell	286	191	49.7%	250	377	-33.7%
Active Inventory	180	247	-27.1%			
Average Price	\$77,168	\$107,856	-28.5%	\$81,127	\$71,581	13.3%
Median Price	\$75,000	\$105,000	-28.6%	\$76,750	\$62,200	23.4%
<b>Leases</b>						
Units Listed	4	2	100.0%	48	47	2.1%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>6</b>	<b>5</b>	<b>20.0%</b>
Sales Dollars	\$0	\$0	0.0%	\$195,131	\$225,716	-13.6%
List/Sell Ratio	0.00%	0.00%		100.00%	0.00%	
Days to Sell	0	0	#DIV/0!	230	247	-6.9%
Active Inventory	37	37	0.0%			
Average Price	\$0	\$0	0.0%	\$32,522	\$45,143	-28.0%
Median Price	\$0	\$0	0.0%	\$13,050	\$16,656	-21.6%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Lots (Waterfront)</b>						
Units Listed	1	0	100.0%	15	7	114.3%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>9</b>	<b>8</b>	<b>12.5%</b>
Sales Dollars	\$0	\$0	0.0%	\$3,143,500	\$2,124,750	47.9%
List/Sell Ratio	0.00%	0.00%		94.32%	95.62%	
Days to Sell	0	0	0.0%	114	220	-48.2%
Active Inventory	3	1	200.0%			
Average Price	\$0	\$0	0.0%	\$349,278	\$265,594	31.5%
Median Price	\$0	\$0	0.0%	\$385,000	\$306,250	25.7%
<b>Multi-Family</b>						
Units Listed	4	3	33.3%	36	32	12.5%
Units Sold	<b>2</b>	<b>2</b>	<b>0.0%</b>	<b>19</b>	<b>21</b>	<b>-9.5%</b>
Sales Dollars	\$596,500	\$551,000	8.3%	\$6,292,099	\$8,200,900	-23.3%
List/Sell Ratio	86.17%	97.67%		94.84%	93.59%	
Days to Sell	128	250	-48.8%	121	154	-21.4%
Active Inventory	17	14	21.4%	10	25	
Average Price	\$298,250	\$275,500	8.3%	\$331,163	\$390,519	-15.2%
Median Price	\$298,250	\$275,500	8.3%	\$276,500	\$235,000	17.7%
<b>Mobile Homes</b>						
Units Listed	19	8	137.5%	177	164	7.9%
Units Sold	<b>20</b>	<b>5</b>	<b>300.0%</b>	<b>102</b>	<b>82</b>	<b>24.4%</b>
Sales Dollars	\$744,100	\$339,600	119.1%	\$4,730,950	\$3,438,050	37.6%
List/Sell Ratio	85.60%	95.36%		89.37%	87.04%	
Days to Sell	91	39	133.3%	113	124	-8.9%
Active Inventory	61	66	-7.6%			
Average Price	\$37,205	\$67,920	-45.2%	\$46,382	\$41,927	10.6%
Median Price	\$30,500	\$36,000	-15.3%	\$35,000	\$32,250	8.5%
<b>Recreational Property</b>						
Units Listed	0	0	0.0%	16	10	60.0%
Units Sold	<b>2</b>	<b>0</b>	<b>100.0%</b>	<b>8</b>	<b>4</b>	<b>100.0%</b>
Sales Dollars	\$274,900	\$0	100.0%	\$1,242,455	\$532,000	133.5%
List/Sell Ratio	85.47%	0.00%		93.49%	84.75%	
Days to Sell	114	0	100.0%	120	200	-40.0%
Active Inventory	3	0	0.0%			
Average Price	\$137,450	\$0	100.0%	\$155,307	\$133,000	16.8%
Median Price	\$137,450	\$0	100.0%	\$149,778	\$98,500	52.1%
<b>Residential</b>						
Units Listed	129	105	22.9%	1572	1350	16.4%
Units Sold	<b>125</b>	<b>113</b>	<b>10.6%</b>	<b>1135</b>	<b>1017</b>	<b>11.6%</b>
Sales Dollars	\$27,311,370	\$21,698,153	25.9%	\$227,642,678	\$180,689,582	26.0%
List/Sell Ratio	95.41%	95.80%		96.58%	95.91%	
Days to Sell	74	70	5.7%	64	78	-17.9%
Active Inventory	361	354	2.0%			
Average Price	\$218,491	\$192,019	13.8%	\$200,566	\$177,669	12.9%
Median Price	\$190,000	\$168,000	13.1%	\$181,000	\$159,000	13.8%
<b>Residential (Waterfront)</b>						
Units Listed	1	0	100.0%	30	46	-34.8%
Units Sold	<b>2</b>	<b>2</b>	<b>0.0%</b>	<b>17</b>	<b>28</b>	<b>-39.3%</b>
Sales Dollars	\$925,000	\$1,385,000	-33.2%	\$9,624,000	\$14,812,300	-35.0%
List/Sell Ratio	91.32%	93.89%		94.39%	96.84%	
Days to Sell	152	112	35.7%	96	85	12.9%
Active Inventory	10	21	-52.4%			
Average Price	\$462,500	\$692,500	-33.2%	\$566,118	\$529,011	7.0%
Median Price	\$462,500	\$692,500	-33.2%	\$527,000	\$495,500	6.4%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Timeshares</b>						
Units Listed	0	0	0.0%	4	0	400.0%
Units Sold	<b>2</b>	<b>0</b>	<b>100.0%</b>	<b>3</b>	<b>0</b>	<b>100.0%</b>
Sales Dollars	\$222,000	\$0	100.0%	\$334,000	\$0	100.0%
List/Sell Ratio	96.60%	0.00%		97.47%	0.00%	
Days to Sell	174	0	100.0%	159	0	100.0%
Active Inventory	1	0	0.0%			
Average Price	\$111,000	\$0	100.0%	\$111,333	\$0	100.0%
Median Price	\$111,000	\$0	100.0%	\$112,000	\$0	100.0%
<b>NORTH OKANAGAN - TOTALS</b>						
Units Listed	<b>336</b>	242	38.8%	3697	3083	19.9%
Units Sold	<b>251</b>	<b>220</b>	<b>14.1%</b>	<b>2418</b>	<b>1988</b>	<b>21.6%</b>
Sales Dollars	\$47,744,301	\$42,786,484	11.6%	\$445,510,516	\$337,003,965	32.2%
List/Sell Ratio	94.11%	94.61%		95.84%	94.37%	
Days to Sell	119	159	-25.2%	116	158	-26.6%
Active Inventory	1335	1420	-6.0%			

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 150000	23	333	28	304
150001 to 180000	19	321	27	259
180001 to 210000	13	218	22	175
210001 to 240000	15	172	15	124
240001 to 270000	11	132	5	85
270001 to 300000	16	142	9	74
300001 to 330000	6	78	7	43
330001 to 360000	6	50	3	22
360001 to 390000	6	34	1	16
390001 to 420000	2	21	0	8
420001 to 450000	2	21	0	10
450001 to 480000	1	16	5	6
480001 and over	7	35	3	10
<b>Totals</b>	<b>127</b>	<b>1573</b>	<b>125</b>	<b>1136</b>

North Division Lot Listing/Sales Analysis

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 40000	1	27	3	38
40001 to 60000	3	47	1	35
60001 to 80000	5	69	6	61
80001 to 100000	2	66	1	64
100001 to 120000	8	44	1	33
120001 to 140000	16	45	1	20
140001 to 160000	11	33	4	15
160001 and over	19	110	2	41
<b>Totals</b>	<b>65</b>	<b>441</b>	<b>19</b>	<b>307</b>