

NORTH ZONE MONTHLY STATISTICS

FOR

October 1st - 31st, 2005

October Statistics Run November 4, 2005 11:00 a.m.

NORTH OKANAGAN ZONE

STAT - O - GRAM

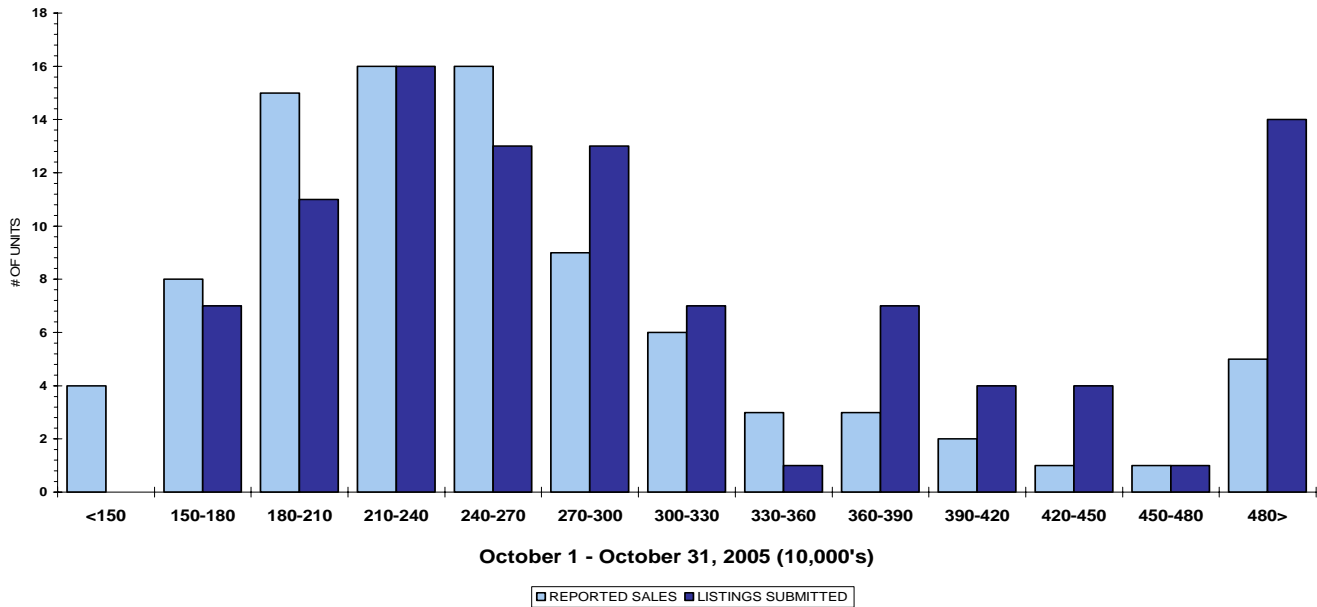
OCTOBER 2005

QUICK SUMMARY

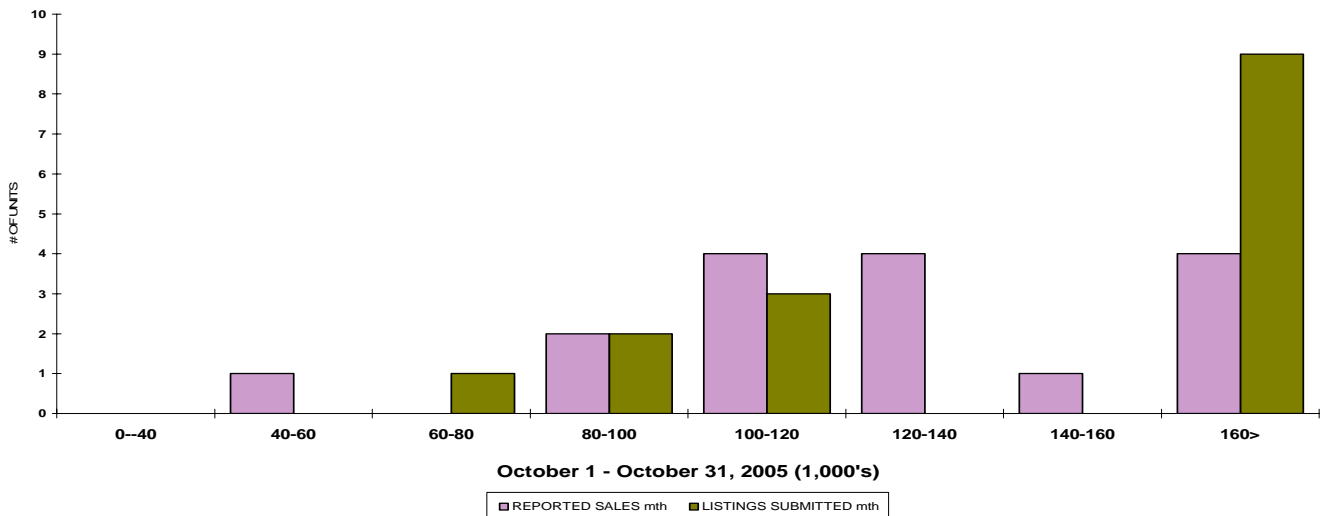
	TOTAL SALES VOLUME		Residential Single Family SALES		TOTAL LISTINGS	
	<u># of Units</u>	<u>\$ Value</u>	<u># of Units</u>	<u>\$ Value</u>	<u>Listings Taken</u>	<u>Inventory</u>
October 2005	191	\$49,356,216	91	\$24,706,164	226	1,040
September 2005	205	\$50,294,474	91	\$24,378,149	307	1,176
October 2004	257	\$49,059,176	129	\$24,381,850	335	1,335

The North Zone has **278** Members. The average number of listings-per-licensee is 3.7

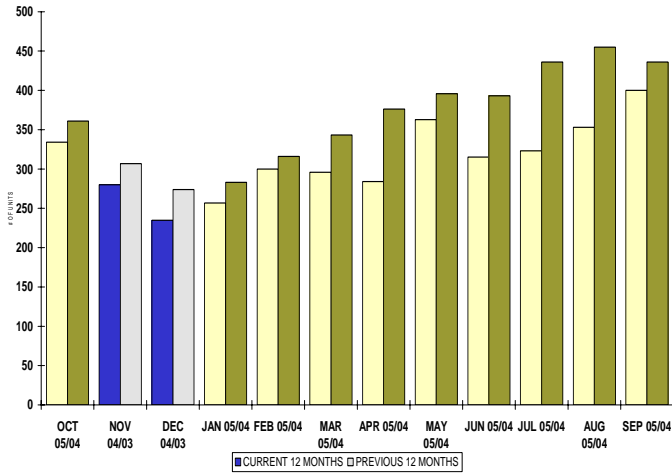
RESIDENTIAL LISTING & SALES ACTIVITY
NORTH OKANAGAN DIVISION (BY PRICE CATEGORY)



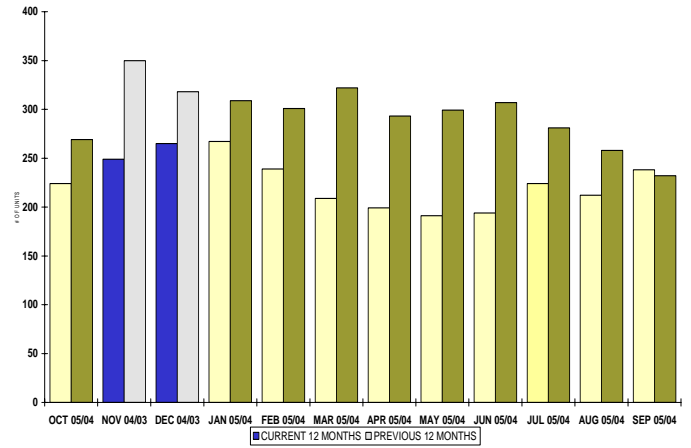
LOT LISTING & SALES ACTIVITY
NORTH OKANAGAN DIV. (BY PRICE CATEGORY)



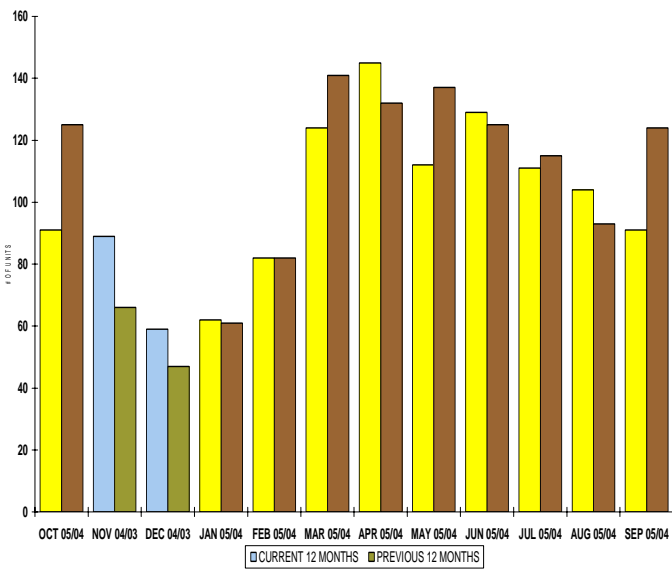
INVENTORY OF ACTIVE LISTINGS
RESIDENTIAL - NORTH OKANAGAN DIVISION



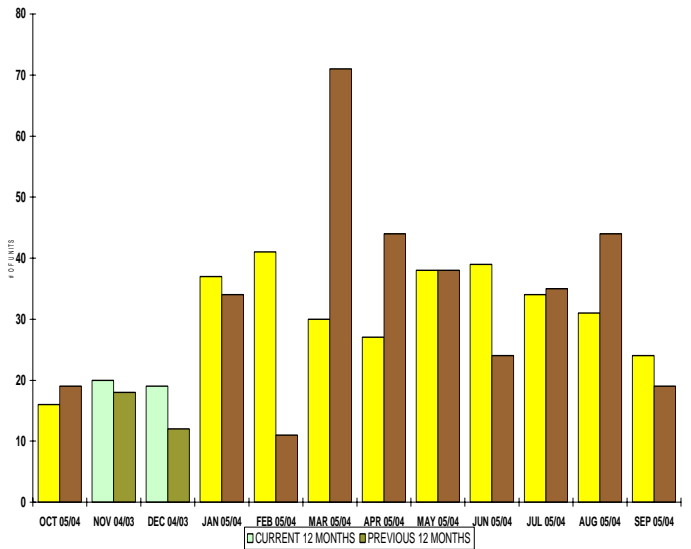
INVENTORY OF ACTIVE LISTINGS
LOTS - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD
RESIDENTIAL - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD
LOTS - NORTH OKANAGAN DIVISION



NORTH OKANAGAN ZONE

October 2005

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	4	6	77	5.19%	140
ACREAGE/HOUSE	22	24	133	16.54%	141
CONDO/APT	13	19	45	28.89%	54
CONDO/TWNHSE	17	15	38	44.74%	62
LOTS	12	6	147	8.16%	187
RESIDENTIAL	91	99	334	27.25%	70

AVERAGE HOUSE PRICE \$271,496

MEDIAN HOUSE PRICE \$244,000

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	675	560	20.5%	7945	7603	4.5%
Units Sold	405	356	13.8%	5324	4616	15.3%
Sales Dollars	\$119,938,253	\$88,425,419	35.6%	\$1,561,743,076	\$1,162,276,732	34.4%
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	2233	2705	-17.4%			

ZONE NO TOTALS

Units Listed	226	335	-32.5%	3477	3560	-2.3%
Units Sold	191	257	-25.7%	2430	2440	-0.4%
Sales Dollars	\$49,356,216	\$49,059,176	0.6%	\$561,476,570	\$449,774,814	24.8%
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	1040	1335	-22.1%			

ZONE SH TOTALS

Units Listed	162	123	31.7%	1920	1745	10.0%
Units Sold	126	94	34.0%	1397	1217	14.8%
Sales Dollars	\$26,847,355	\$16,169,600	66.0%	\$264,514,928	\$179,918,890	47.0%
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	770	971	-20.7%			

ZONE OB TOTALS

Units Listed	9	10	-10.0%	142	146	-2.7%
Units Sold	11	5	100.0%	55	48	14.6%
Sales Dollars	\$7,018,400	\$1,635,000	100.0%	\$23,272,400	\$18,701,379	24.4%
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	92	127	-27.6%			

GRAND TOTALS

Units Listed	1072	1028	4.3%	13484	13054	3.3%
Units Sold	733	712	2.9%	9206	8321	10.6%
Sales Dollars	\$203,160,224	\$155,289,195	30.8%	\$2,411,006,974	\$1,810,671,815	33.2%
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	4135	5138	-19.5%			

MEMBERSHIP

	TOTAL NUMBER OF MEMBERS October 31/05	TOTAL NUMBER OF MEMBERS October 31/04	CHANGE BY NUMBER	CHANGE BY %
ALL ZONES	993	902	91	10.09%
CENTRAL ZONE	620	560	60	10.71%
NORTH ZONE	278	257	21	8.17%
SHUSWAP ZONE	95	85	10	11.76%

CURRENT MEMBERSHIP

MANAGING BROKERS	81
SALES REPRESENTATIVES	838
PROPERTY MANAGEMENT	11
ASSOCIATE BROKERS	61
EXEMPTION MEMBER	2
TOTALS	993

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	6	6	0.0%	138	118	16.9%
Units Sold	4	8	-50.0%	76	78	-2.6%
Sales Dollars	\$827,900	\$1,107,500	-25.2%	\$21,134,358	\$12,072,000	75.1%
List/Sell \$ Ratio	100.71%	90.32%		95.74%	93.08%	93.4%
Days to Sell	140	206	-32.0%	209	280	-25.4%
Active Inventory	77	80	-3.8%			
Average Price	\$206,975	\$138,438	49.5%	\$278,084	\$154,769	79.7%
Median Price	\$180,700	\$142,000	27.3%	\$163,552	\$132,500	23.4%
Acreage with House						
Units Listed	24	29	-17.2%	377	384	-1.8%
Units Sold	22	23	-4.3%	203	215	-5.6%
Sales Dollars	\$9,264,500	\$6,958,800	33.1%	\$77,001,820	\$63,430,375	21.4%
List/Sell \$ Ratio	93.11%	94.56%		94.65%	94.96%	
Days to Sell	141	79	78.5%	107	112	-4.5%
Active Inventory	133	153	-13.1%	139	270	
Average Price	\$421,114	\$302,557	39.2%	\$379,319	\$295,025	28.6%
Median Price	\$335,750	\$270,000	24.4%	\$345,000	\$270,000	27.8%
Acreage (Waterfront)						
Units Listed	1	0	#DIV/0!	16	10	60.0%
Units Sold	0	0	-100.0%	8	5	60.0%
Sales Dollars	\$0	\$0	100.0%	\$2,557,400	\$605,400	322.4%
List/Sell \$ Ratio	0.00%	0.00%		94.09%	94.78%	
Days to Sell	0	0	100.0%	70	59	18.6%
Active Inventory	5	6	-16.7%			
Average Price	\$0	\$0	0.0%	\$319,675	\$121,080	164.0%
Median Price	\$0	\$0	0.0%	\$310,000	\$123,750	150.5%
Business						
Units Listed	16	3	433.3%	85	80	6.3%
Units Sold	5	1	400.0%	19	16	18.8%
Sales Dollars	\$1,121,900	\$85,000	1219.9%	\$3,549,800	\$3,473,430	2.2%
List/Sell \$ Ratio	84.33%	77.27%		85.12%	84.65%	
Days to Sell	245	164	49.4%	264	435	-39.3%
Active Inventory	53	63	-15.9%			
Average Price	\$224,380	\$85,000	164.0%	\$186,832	\$217,089	-13.9%
Median Price	\$209,000	\$85,000	145.9%	\$81,500	\$151,350	-46.2%
Condo (Townhouse)						
Units Listed	15	49	-69.4%	303	378	-19.8%
Units Sold	17	24	-29.2%	316	278	13.7%
Sales Dollars	\$2,829,000	\$3,661,681	-22.7%	\$55,234,994	\$41,197,859	34.1%
List/Sell \$ Ratio	96.55%	97.61%		98.63%	97.72%	
Days to Sell	62	71	-12.7%	75	65	15.4%
Active Inventory	38	143	-73.4%			
Average Price	\$166,412	\$152,570	9.1%	\$174,794	\$148,194	17.9%
Median Price	\$165,000	\$144,202	14.4%	\$159,000	\$134,250	18.4%
Condo (Apt)						
Units Listed	19	15	26.7%	189	228	-17.1%
Units Sold	13	18	-27.8%	158	182	-13.2%
Sales Dollars	\$1,879,500	\$1,953,000	-3.8%	\$20,065,440	\$19,066,885	5.2%
List/Sell \$ Ratio	96.99%	95.63%		96.56%	96.53%	
Days to Sell	54	63	-14.3%	64	79	-19.0%
Active Inventory	45	60	-25.0%			
Average Price	\$144,577	\$108,500	33.3%	\$126,996	\$104,763	21.2%
Median Price	\$110,000	\$81,950	34.2%	\$108,250	\$93,750	15.5%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	3	4	-25.0%	81	85	-4.7%
Units Sold	5	5	0.0%	71	73	-2.7%
Sales Dollars	\$908,500	\$762,600	19.1%	\$12,215,347	\$11,625,944	5.1%
List/Sell \$ Ratio	97.28%	94.72%		96.72%	96.12%	
Days to Sell	177	60	195.0%	62	84	-26.2%
Active Inventory	12	20	-40.0%			
Average Price	\$181,700	\$152,520	19.1%	\$172,047	\$159,260	8.0%
Median Price	\$175,000	\$137,000	27.7%	\$152,500	\$137,000	11.3%
Farms						
Units Listed	3	6	-50.0%	49	59	-16.9%
Units Sold	2	0	100.0%	18	12	50.0%
Sales Dollars	\$3,650,000	\$0	100.0%	\$14,620,100	\$7,287,725	100.6%
List/Sell \$ Ratio	95.96%	0.00%		92.29%	91.26%	
Days to Sell	108	0	100.0%	217	302	-28.1%
Active Inventory	25	41	-39.0%	26	30	
Average Price	\$1,825,000	\$0	100.0%	\$812,228	\$607,310	33.7%
Median Price	\$1,825,000	\$0	100.0%	\$564,000	\$607,500	-7.2%
IC&I						
Units Listed	9	6	50.0%	83	62	33.9%
Units Sold	5	6	-16.7%	38	30	26.7%
Sales Dollars	\$1,732,000	\$1,347,000	28.6%	\$13,388,900	\$8,127,508	64.7%
List/Sell \$ Ratio	95.59%	92.41%		92.84%	90.74%	
Days to Sell	162	266		241	230	4.8%
Active Inventory	56	54	3.7%			
Average Price	\$346,400	\$224,500	54.3%	\$352,339	\$270,917	30.1%
Median Price	\$233,000	\$192,000	21.4%	\$246,250	\$192,000	28.3%
IC&I Land						
Units Listed	3	3	0.0%	35	44	-20.5%
Units Sold	0	3	-100.0%	21	23	-8.7%
Sales Dollars	\$0	\$1,139,500	-100.0%	\$12,970,000	\$10,065,300	28.9%
List/Sell \$ Ratio	0.00%	74.67%		89.70%	89.77%	
Days to Sell	0	156	-100.0%	365	207	76.3%
Active Inventory	35	42	-16.7%			
Average Price	\$0	\$379,833	-100.0%	\$617,619	\$437,622	41.1%
Median Price	\$0	\$172,500	-100.0%	\$465,000	\$172,500	169.6%
Lots						
Units Listed	8	58	-86.2%	288	275	4.7%
Units Sold	12	11	9.1%	235	218	7.8%
Sales Dollars	\$1,543,300	\$848,850	81.8%	\$24,777,283	\$17,687,000	40.1%
List/Sell \$ Ratio	98.39%	97.26%		99.60%	96.49%	
Days to Sell	187	286	-34.6%	191	253	-24.5%
Active Inventory	114	180	-36.7%			
Average Price	\$128,608	\$77,168	66.7%	\$105,435	\$81,133	30.0%
Median Price	\$123,000	\$75,000	64.0%	\$87,000	\$76,750	13.4%
Leases						
Units Listed	5	4	25.0%	39	45	-13.3%
Units Sold	1	1	0.0%	9	7	28.6%
Sales Dollars	\$36,227	\$196,875	-81.6%	\$497,185	\$392,006	26.8%
Days to Sell	121	175	-30.9%	379	221	71.5%
Active Inventory	27	37	-27.0%			
Average Price	\$36,227	\$196,875	-81.6%	\$55,243	\$56,001	-1.4%
Median Price	\$36,227	\$196,875	-81.6%	\$29,900	\$15,300	95.4%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots (Waterfront)						
Units Listed	0	1	-100.0%	32	15	113.3%
Units Sold	0	0	0.0%	5	9	-44.4%
Sales Dollars	\$0	\$0	0.0%	\$2,598,000	\$3,143,500	-17.4%
List/Sell \$ Ratio	0.00%	0.00%		101.78%	94.32%	
Days to Sell	0	0	0.0%	230	114	101.8%
Active Inventory	28	3	833.3%			
Average Price	\$0	\$0	0.0%	\$519,600	\$349,278	48.8%
Median Price	\$0	\$0	0.0%	\$599,000	\$385,000	55.6%
Multi-Family (5 Units and Up)						
Units Listed	1	4	-75.0%	23	35	-34.3%
Units Sold	0	2	-100.0%	14	19	-26.3%
Sales Dollars	\$0	\$596,500	-100.0%	\$5,684,700	\$6,292,099	-9.7%
List/Sell \$ Ratio	0.00%	86.17%		95.53%	94.84%	
Days to Sell	0	128	-100.0%	104	121	-14.0%
Active Inventory	8	17	-52.9%	10	25	
Average Price	\$0	\$298,250	-100.0%	\$406,050	\$331,163	22.6%
Median Price	\$0	\$298,250	-100.0%	\$272,750	\$276,500	-1.4%
Multi Family (Triplex/Fourplex)						
Units Listed	1	0	100.0%	5	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	11	18	-38.9%	159	173	-8.1%
Units Sold	14	20	-30.0%	130	103	26.2%
Sales Dollars	\$857,225	\$744,100	15.2%	\$7,070,476	\$4,819,950	46.7%
List/Sell \$ Ratio	86.43%	85.60%		89.61%	89.29%	
Days to Sell	65	91	-28.6%	100	114	-12.3%
Active Inventory	34	61	-44.3%			
Average Price	\$61,230	\$37,205	64.6%	\$54,388	\$46,796	16.2%
Median Price	\$54,450	\$30,500	78.5%	\$41,500	\$35,000	18.6%
Recreational Property						
Units Listed	1	0	100.0%	37	16	131.3%
Units Sold	0	2	-100.0%	11	8	37.5%
Sales Dollars	\$0	\$274,900	-100.0%	\$2,097,400	\$1,242,455	68.8%
List/Sell \$ Ratio	0.00%	85.47%		90.58%	93.49%	
Days to Sell	0	114	100.0%	97	120	-19.2%
Active Inventory	5	3	0.0%			
Average Price	\$0	\$137,450	-100.0%	\$190,673	\$155,307	22.8%
Median Price	\$0	\$137,450	-100.0%	\$130,000	\$149,778	-13.2%
Residential						
Units Listed	99	128	-22.7%	1496	1522	-1.7%
Units Sold	91	129	-29.5%	1066	1145	-6.9%
Sales Dollars	\$24,706,164	\$28,235,870	-12.5%	\$262,513,967	\$229,787,378	14.2%
List/Sell \$ Ratio	95.31%	95.18%		96.51%	96.53%	
Days to Sell	70	73	-4.1%	59	64	-7.8%
Active Inventory	334	361	-7.5%			
Average Price	\$271,496	\$218,883	24.0%	\$246,261	\$200,688	22.7%
Median Price	\$244,000	\$190,000	28.4%	\$229,700	\$181,000	26.9%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Residential (Waterfront)						
Units Listed	1	1	0.0%	42	27	55.6%
Units Sold	0	2	-100.0%	31	16	93.8%
Sales Dollars	\$0	\$925,000	-100.0%	\$23,389,400	\$9,124,000	156.4%
List/Sell \$ Ratio	0.00%	91.32%		93.97%	94.90%	
Days to Sell	0	152	100.0%	98	91	7.7%
Active Inventory	9	10	-10.0%			
Average Price	\$0	\$462,500	-100.0%	\$754,497	\$570,250	32.3%
Median Price	\$0	\$462,500	-100.0%	\$750,000	\$576,000	30.2%
Timeshares						
Units Listed	0	0	-100.0%	0	4	-100.0%
Units Sold	0	2	-100.0%	1	3	0.0%
Sales Dollars	\$0	\$222,000	100.0%	\$110,000	\$334,000	-67.1%
List/Sell Ratio	0.00%	96.60%		95.73%	96.89%	
Days to Sell	0	174	-100.0%	47	159	-70.4%
Active Inventory	0	1	0.0%			
Average Price	\$0	\$111,000	0.0%	\$110,000	\$111,333	100.0%
Median Price	\$0	\$110,000	0.0%	\$110,000	\$112,000	100.0%
NORTH OKANAGAN - TOTALS						
Units Listed	226	335	-32.5%	3477	3560	-2.3%
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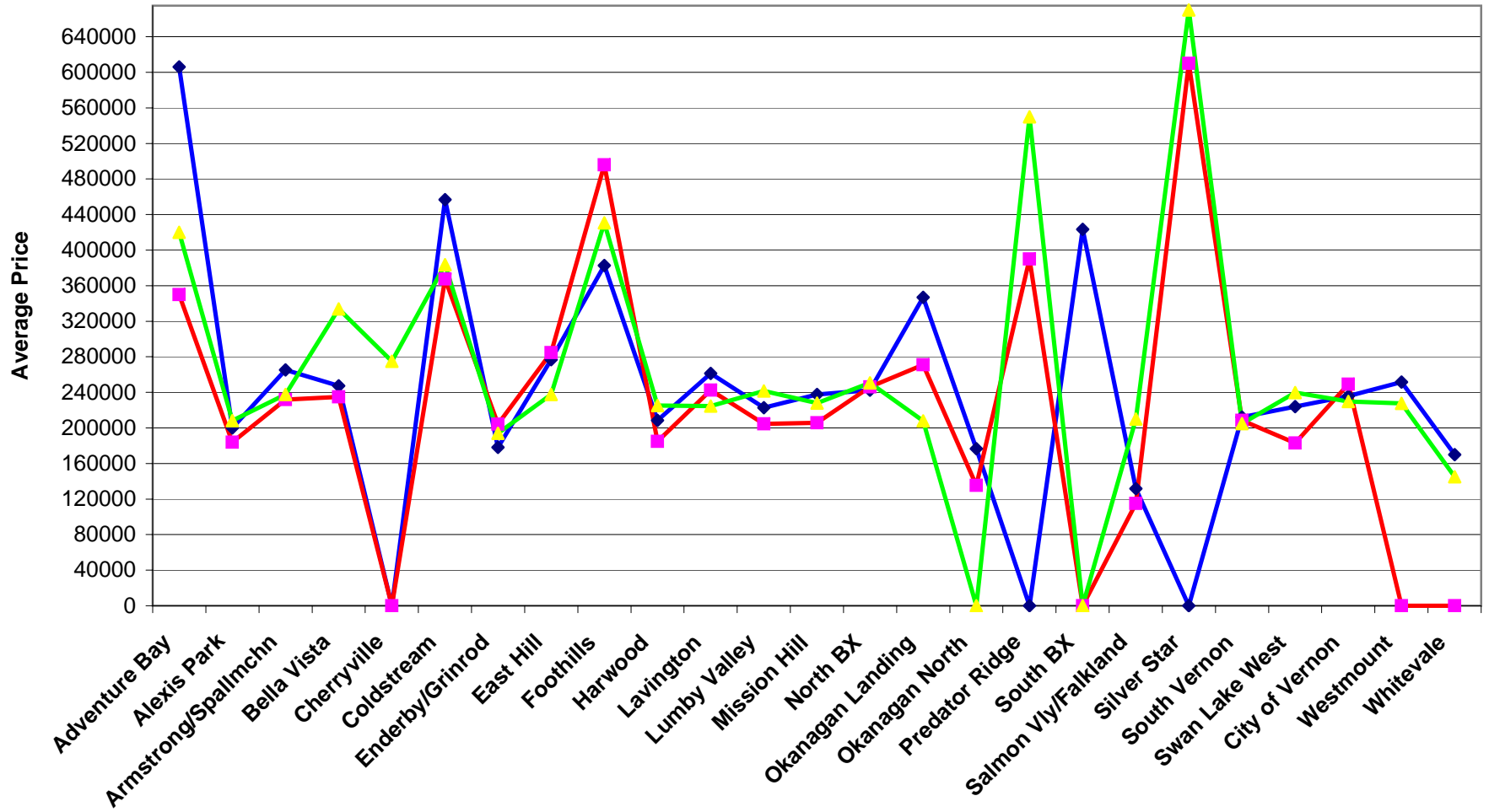
Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 150000	0	120	4	132
150001 to 180000	7	156	8	147
180001 to 210000	11	175	15	139
210001 to 240000	16	237	16	171
240001 to 270000	13	184	16	130
270001 to 300000	13	169	9	99
300001 to 330000	7	95	6	71
330001 to 360000	1	97	3	43
360001 to 390000	7	64	3	37
390001 to 420000	4	45	2	17
420001 to 450000	4	32	1	16
450001 to 480000	1	15	1	9
480001 and over	14	86	5	28
Totals	98	1475	89	1039

North Division Lot Listing/Sales Analysis

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 40000	0	7	0	12
40001 to 60000	0	31	1	11
60001 to 80000	1	84	0	66
80001 to 100000	2	70	2	72
100001 to 120000	3	27	4	33
120001 to 140000	0	50	4	43
140001 to 160000	0	34	1	16
160001 and over	9	171	4	71
Totals	15	474	16	324

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

◆ Aug ■ Sep ▲ Oct



North Zone Residential Sub Area Average Price - 2005 vs 2004
 Residential Single Family Only (Does Not Include Waterfront) as of November 5, 2005

◆ 2004 ■ 2005

