

**NORTH ZONE
MONTHLY STATISTICS**

FOR

November 1st - 30th, 2005

NORTH OKANAGAN ZONE

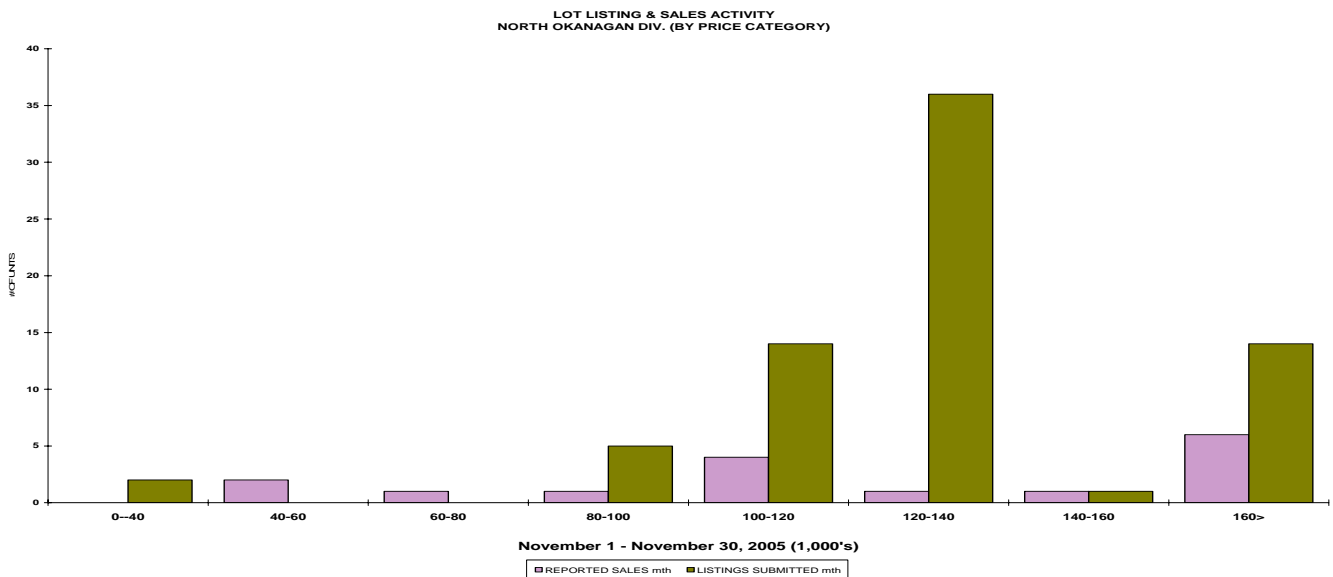
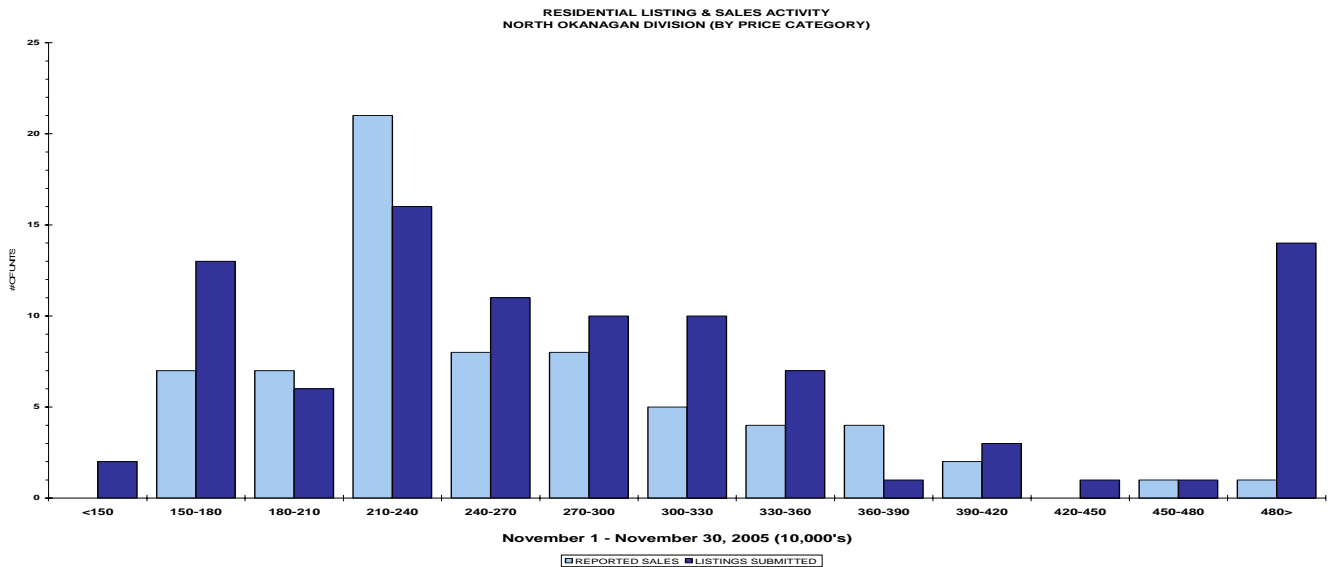
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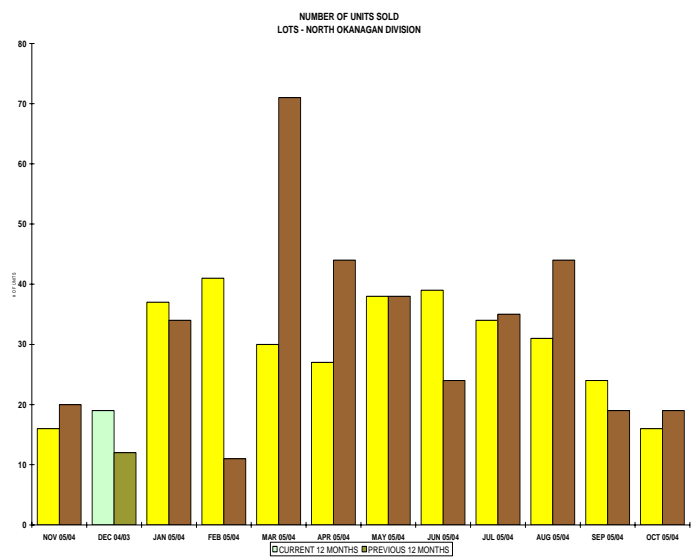
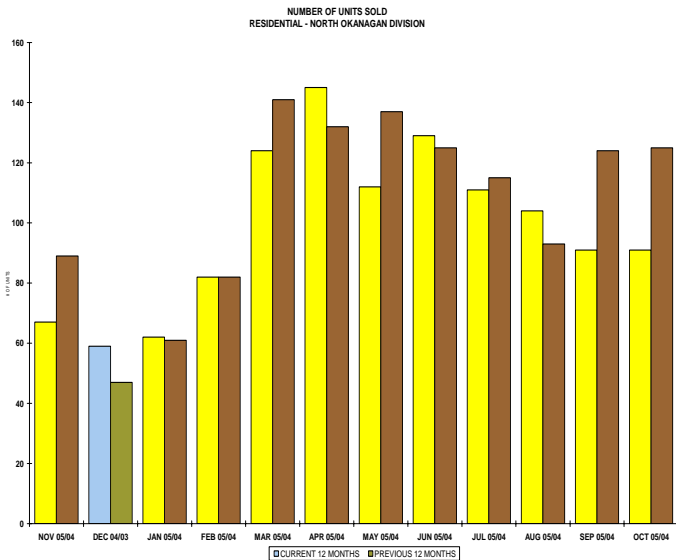
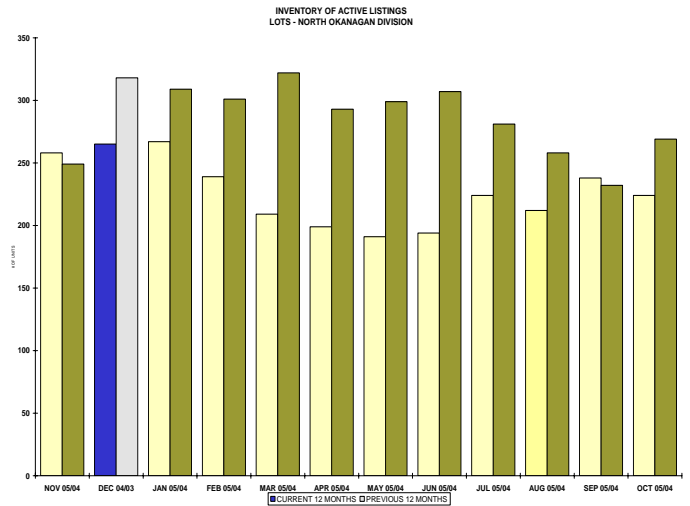
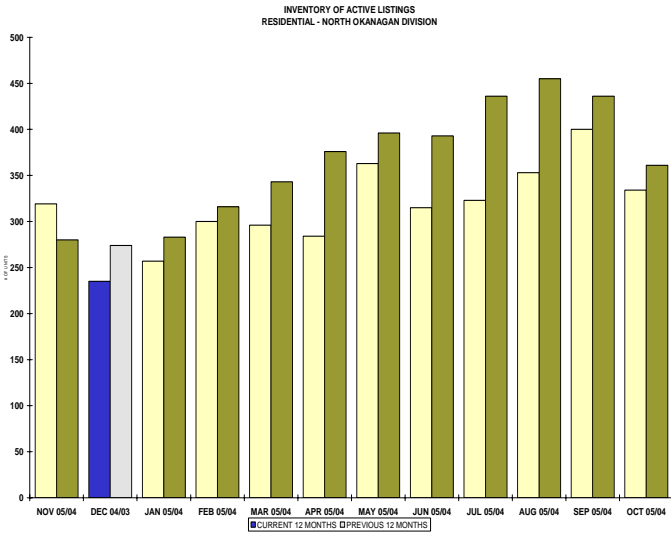
NOVEMBER 2005

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>
November 2005	159	\$36,909,250	67	\$17,471,600	277	1,049
October 2005	191	\$49,356,216	91	\$24,378,149	307	1,176
November 2004	173	\$32,962,170	85	\$18,739,977	213	1,189

The North Zone has **280** Members. The average number of listings-per-licensee is 3.74





NORTH OKANAGAN ZONE

November 2005

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	5	9	70	7.14%	92
ACREAGE/HOUSE	12	23	123	9.76%	149
CONDO/APT	25	22	42	59.52%	128
CONDO/TWNHSE	18	22	54	33.33%	44
LOTS	16	73	258	6.20%	118
RESIDENTIAL	67	95	319	21.00%	70

AVERAGE HOUSE PRICE \$236,500

MEDIAN HOUSE PRICE \$237,000

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	638	-10.8%	8516	8241	3.3%
Units Sold	447	393	13.7%	5774	5009	15.3%
Sales Dollars	\$133,814,052	\$100,658,201	32.9%	\$1,696,661,827	\$1,262,934,933	34.3%
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	2195	2605	-15.7%			

ZONE NO TOTALS

Units Listed	277	213	30.0%	3754	3691	1.7%
Units Sold	159	173	-8.1%	2588	2561	1.1%
Sales Dollars	\$36,909,250	\$32,962,170	12.0%	\$602,392,718	\$472,076,809	27.6%
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	1049	1189	-11.8%			

ZONE SH TOTALS

Units Listed	118	123	-4.1%	2035	1868	8.9%
Units Sold	104	82	26.8%	1478	1299	13.8%
Sales Dollars	\$18,345,070	\$14,611,050	25.6%	\$270,300,498	\$213,405,940	26.7%
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	726	931	-22.0%			

ZONE OB TOTALS

Units Listed	7	21	-66.7%	150	167	-10.2%
Units Sold	4	6	100.0%	59	54	9.3%
Sales Dollars	\$3,615,000	\$1,322,500	100.0%	\$26,887,400	\$20,023,879	34.3%
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	89	130	-31.5%			

GRAND TOTALS

Units Listed	971	995	-2.4%	14455	13967	3.5%
Units Sold	714	654	9.2%	9899	8923	10.9%
Sales Dollars	\$192,683,372	\$149,553,921	28.8%	\$2,596,242,443	\$1,968,441,561	31.9%
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	4059	4855	-16.4%			

MEMBERSHIP

	TOTAL NUMBER OF MEMBERS November 30/05	TOTAL NUMBER OF MEMBERS November 30/04	CHANGE BY NUMBER	CHANGE BY %
ALL ZONES	1008	900	108	12.00%
CENTRAL ZONE	631	562	69	12.28%
NORTH ZONE	280	254	26	10.24%
SHUSWAP ZONE	97	84	13	15.48%

CURRENT MEMBERSHIP

MANAGING BROKERS	83
SALES REPRESENTATIVES	848
PROPERTY MANAGEMENT	12
ASSOCIATE BROKERS	63
EXEMPTION MEMBER	2
TOTALS	1008

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	9	15	-40.0%	149	135	10.4%
Units Sold	5	6	-16.7%	84	84	0.0%
Sales Dollars	\$1,202,500	\$676,500	77.8%	\$23,771,858	\$12,748,500	86.5%
List/Sell \$ Ratio	95.37%	91.00%		96.64%	92.93%	93.4%
Days to Sell	92	295	-68.8%	205	281	-27.0%
Active Inventory	70	82	-14.6%			
Average Price	\$240,500	\$112,750	113.3%	\$282,998	\$151,768	86.5%
Median Price	\$182,500	\$82,750	120.5%	\$163,552	\$129,500	26.3%
Acreage with House						
Units Listed	23	14	64.3%	400	398	0.5%
Units Sold	12	9	33.3%	216	224	-3.6%
Sales Dollars	\$4,435,500	\$3,052,000	45.3%	\$81,711,820	\$66,482,375	22.9%
List/Sell \$ Ratio	94.00%	88.54%		94.64%	94.70%	
Days to Sell	149	110	35.5%	110	111	-0.9%
Active Inventory	123	140	-12.1%	139	270	
Average Price	\$369,625	\$339,111	9.0%	\$378,295	\$296,796	27.5%
Median Price	\$333,000	\$290,000	14.8%	\$345,000	\$271,500	27.1%
Acreage (Waterfront)						
Units Listed	0	1	-100.0%	16	11	45.5%
Units Sold	0	0	0.0%	8	5	60.0%
Sales Dollars	\$0	\$0	0.0%	\$2,557,400	\$605,400	322.4%
List/Sell \$ Ratio	0.00%	0.00%		94.09%	94.78%	
Days to Sell	0	0	0.0%	70	59	18.6%
Active Inventory	4	5	-20.0%			
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	4	7	-42.9%	90	87	3.4%
Units Sold	1	2	-50.0%	20	18	11.1%
Sales Dollars	\$6,000	\$439,000	-98.6%	\$3,555,800	\$3,912,430	-9.1%
List/Sell \$ Ratio	0.00%	89.17%		85.12%	85.25%	
Days to Sell	57	138	-58.7%	254	402	-36.8%
Active Inventory	51	64	-20.3%			
Average Price	\$6,000	\$219,500	-97.3%	\$177,790	\$217,357	-18.2%
Median Price	\$6,000	\$219,500	-97.3%	\$73,250	\$151,350	-51.6%
Condo (Townhouse)						
Units Listed	22	32	-31.3%	324	329	-1.5%
Units Sold	18	28	-35.7%	335	254	31.9%
Sales Dollars	\$3,153,100	\$4,818,493	-34.6%	\$58,603,044	\$37,536,177	56.1%
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	128	-57.8%			
Average Price	\$175,172	\$172,089	1.8%	\$174,934	\$147,780	18.4%
Median Price	\$173,250	\$155,854	11.2%	\$159,250	\$133,375	19.4%
Condo (Apt)						
Units Listed	22	16	37.5%	211	244	-13.5%
Units Sold	25	11	127.3%	183	193	-5.2%
Sales Dollars	\$3,369,200	\$1,015,100	231.9%	\$23,434,640	\$20,081,985	16.7%
List/Sell \$ Ratio	96.43%	95.31%		96.54%	96.46%	
Days to Sell	128	74	73.0%	72	78	-7.7%
Active Inventory	42	58	-27.6%			
Average Price	\$134,768	\$92,282	46.0%	\$128,058	\$104,052	23.1%
Median Price	\$120,000	\$84,000	42.9%	\$113,500	\$92,000	23.4%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	6	6	0.0%	87	91	-4.4%
Units Sold	2	6	-66.7%	73	79	-7.6%
Sales Dollars	\$377,000	\$1,110,600	-66.1%	\$12,592,347	\$12,736,544	-1.1%
List/Sell \$ Ratio	95.88%	93.78%		96.70%	95.94%	
Days to Sell	49	63	-22.2%	61	63	-3.2%
Active Inventory	13	15	-13.3%			
Average Price	\$188,500	\$185,100	1.8%	\$172,498	\$161,222	7.0%
Median Price	\$188,500	\$140,350	34.3%	\$155,000	\$137,000	13.1%
Farms						
Units Listed	1	4	-75.0%	51	63	-19.0%
Units Sold	0	2	-100.0%	19	14	35.7%
Sales Dollars	\$0	\$805,000	100.0%	\$17,670,100	\$7,287,725	142.5%
List/Sell \$ Ratio	0.00%	93.78%		91.84%	91.26%	
Days to Sell	0	227	-100.0%	231	302	-23.5%
Active Inventory	24	36	-33.3%	26	30	
Average Price	\$0	\$402,500	-100.0%	\$930,005	\$520,552	78.7%
Median Price	\$0	\$402,500	-100.0%	\$588,000	\$581,250	1.2%
IC&I						
Units Listed	5	8	-37.5%	88	70	25.7%
Units Sold	3	0	100.0%	41	30	36.7%
Sales Dollars	\$910,000	\$0	100.0%	\$14,298,900	\$8,127,508	75.9%
List/Sell \$ Ratio	93.42%	0.00%		92.89%	90.74%	
Days to Sell	207	0		238	230	3.5%
Active Inventory	50	57	-12.3%			
Average Price	\$303,333	\$0	100.0%	\$348,754	\$270,917	28.7%
Median Price	\$275,000	\$0	100.0%	\$247,500	\$192,000	28.9%
IC&I Land						
Units Listed	5	4	25.0%	39	48	-18.8%
Units Sold	2	0	100.0%	23	23	0.0%
Sales Dollars	\$799,500	\$0	100.0%	\$13,769,500	\$10,065,300	36.8%
List/Sell \$ Ratio	100.00%	0.00%		90.60%	89.77%	
Days to Sell	314	0	100.0%	361	207	74.4%
Active Inventory	35	44	-20.5%			
Average Price	\$399,750	\$0	100.0%	\$598,674	\$437,622	36.8%
Median Price	\$399,750	\$0	100.0%	\$465,000	\$172,500	169.6%
Lots						
Units Listed	64	5	1180.0%	350	278	25.9%
Units Sold	11	14	-21.4%	239	232	3.0%
Sales Dollars	\$2,077,350	\$1,251,500	66.0%	\$25,335,133	\$18,938,500	33.8%
List/Sell \$ Ratio	93.70%	98.70%		99.05%	96.62%	
Days to Sell	144	332	-56.6%	188	258	-27.1%
Active Inventory	156	159	-1.9%			
Average Price	\$188,850	\$89,393	111.3%	\$106,005	\$81,631	29.9%
Median Price	\$118,000	\$75,000	57.3%	\$85,900	\$76,250	12.7%
Leases						
Units Listed	3	1	200.0%	42	46	-8.7%
Units Sold	0	0	0.0%	10	7	42.9%
Sales Dollars	\$0	\$0	0.0%	\$536,065	\$392,006	36.7%
Days to Sell	0	0	0.0%	362	221	63.8%
Active Inventory	26	34	-23.5%			
Average Price	\$0	\$0	0.0%	\$53,607	\$56,001	-4.3%
Median Price	\$0	\$0	0.0%	\$32,050	\$15,300	109.5%

	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	2	3	-33.3%	25	38	-34.2%
Units Sold	1	1	0.0%	15	20	-25.0%
Sales Dollars	\$315,000	\$177,000	78.0%	\$5,999,700	\$6,469,099	-7.3%
List/Sell \$ Ratio	98.74%	98.20%		95.75%	94.76%	
Days to Sell	18	123	-85.4%	98	121	-19.0%
Active Inventory	5	11	-54.5%	10	25	
Average Price	\$315,000	\$177,000	78.0%	\$399,980	\$323,455	23.7%
Median Price	\$315,000	\$177,000	78.0%	\$277,500	\$267,250	3.8%
Multi Family (Triplex/Fourplex)						
Units Listed	0	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	14	16	-12.5%	173	189	-8.5%
Units Sold	10	8	25.0%	139	111	25.2%
Sales Dollars	\$572,500	\$427,000	34.1%	\$7,581,976	\$5,246,950	44.5%
List/Sell \$ Ratio	90.49%	83.61%		89.65%	88.87%	
Days to Sell	63	142	-55.6%	98	116	-15.5%
Active Inventory	36	59	-39.0%			
Average Price	\$57,250	\$53,375	7.3%	\$54,547	\$47,270	15.4%
Median Price	\$50,000	\$33,750	48.1%	\$42,000	\$35,000	20.0%
Recreational Property						
Units Listed	0	0	0.0%	37	16	131.3%
Units Sold	0	0	0.0%	11	8	37.5%
Sales Dollars	\$0	\$0	0.0%	\$2,097,400	\$1,242,455	68.8%
List/Sell \$ Ratio	0.00%	0.00%		90.58%	93.49%	
Days to Sell	0	0	0.0%	97	122	-20.5%
Active Inventory	5	2	0.0%			
Average Price	\$0	\$0	0.0%	\$190,673	\$155,307	22.8%
Median Price	\$0	\$0	0.0%	\$130,000	\$149,778	-13.2%
Residential						
Units Listed	95	79	20.3%	1591	1601	-0.6%
Units Sold	67	85	-21.2%	1133	1230	-7.9%
Sales Dollars	\$17,471,600	\$18,739,977	-6.8%	\$280,559,635	\$248,527,355	12.9%
List/Sell \$ Ratio	94.64%	96.40%		96.40%	96.52%	
Days to Sell	70	75	-6.7%	59	65	-9.2%
Active Inventory	319	280	13.9%			
Average Price	\$236,500	\$215,000	10.0%	\$230,000	\$183,000	25.7%
Median Price	\$237,000	\$178,000	33.1%	\$227,000	\$180,000	26.1%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Residential (Waterfront)						
Units Listed	2	1	100.0%	44	28	57.1%
Units Sold	2	1	100.0%	33	17	94.1%
Sales Dollars	\$2,220,000	\$450,000	393.3%	\$25,609,400	\$8,199,000	212.3%
List/Sell \$ Ratio	94.15%	90.01%		93.98%	94.61%	
Days to Sell	54	276	-80.4%	95	102	-6.9%
Active Inventory	6	10	-40.0%			
Average Price	\$1,110,000	\$450,000	146.7%	\$776,042	\$482,294	60.9%
Median Price	\$1,110,000	\$450,000	146.7%	\$765,000	\$527,000	45.2%
Timeshares						
Units Listed	0	0	0.0%	0	4	-100.0%
Units Sold	0	0	0.0%	1	3	0.0%
Sales Dollars	\$0	\$0	0.0%	\$110,000	\$334,000	-67.1%
List/Sell Ratio	0.00%	0.00%		95.73%	96.49%	
Days to Sell	0	0	0.0%	47	159	-70.4%
Active Inventory	0	2	0.0%			
Average Price	\$0	\$0	0.0%	\$110,000	\$111,333	100.0%
Median Price	\$0	\$0	0.0%	\$110,000	\$112,000	100.0%
NORTH OKANAGAN - TOTALS						
Units Listed	277	213	30.0%	3754	3691	1.7%
Units Sold	159	173	-8.1%	2588	2561	1.1%
Sales Dollars	\$36,909,250	\$32,962,170	12.0%	\$602,392,718	\$472,076,809	27.6%
List/Sell Ratio	94.11%	94.61%		95.84%	94.37%	
Days to Sell	119	159	-25.2%	116	158	-26.6%
Active Inventory	1049	1189	-11.8%			

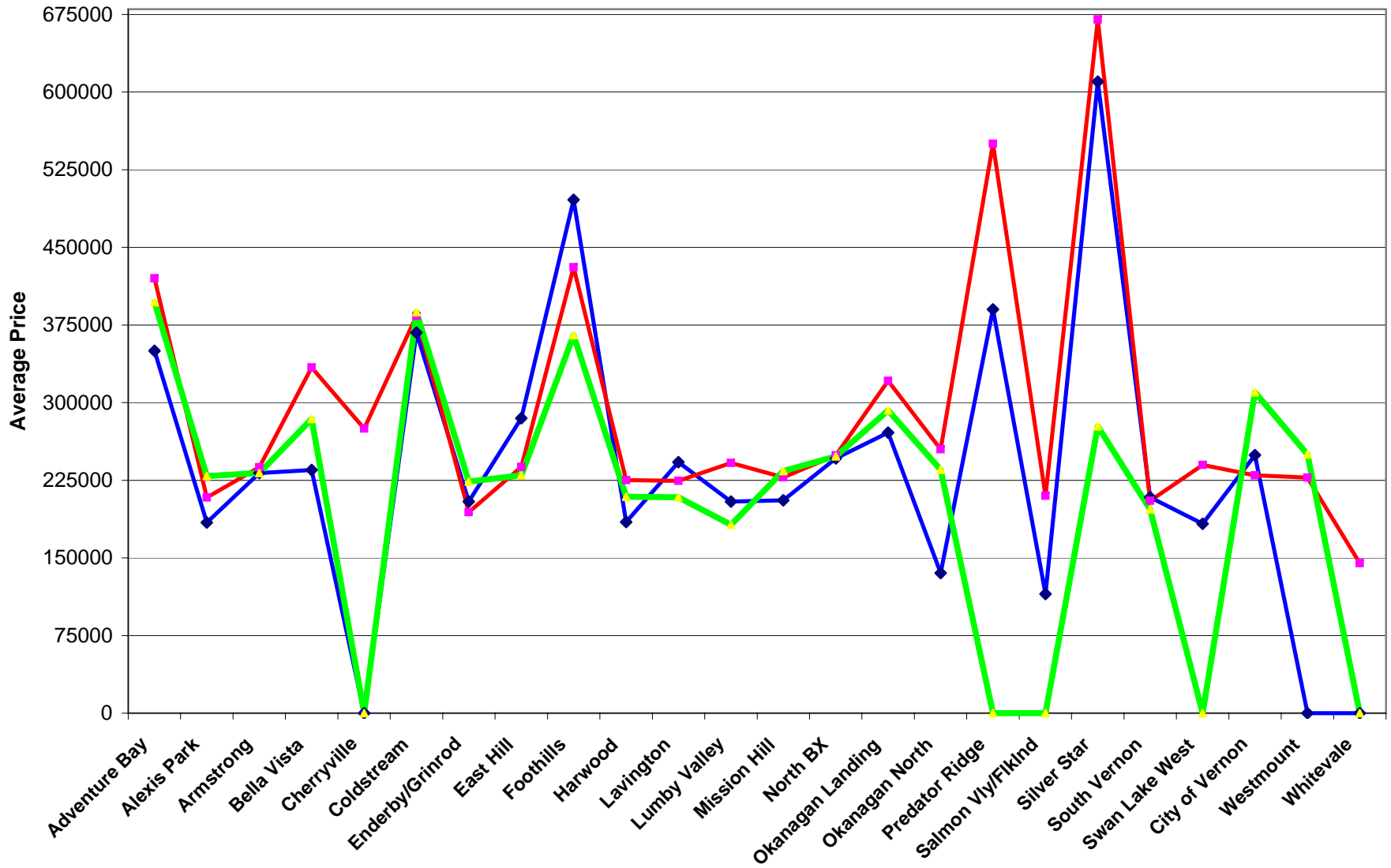
Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 150000	2	119	0	127
150001 to 180000	13	171	7	154
180001 to 210000	6	182	7	143
210001 to 240000	16	257	21	199
240001 to 270000	11	201	8	148
270001 to 300000	10	177	8	110
300001 to 330000	10	104	5	83
330001 to 360000	7	104	4	48
360001 to 390000	1	64	4	40
390001 to 420000	3	50	2	19
420001 to 450000	1	32	0	17
450001 to 480000	1	18	1	13
480001 and over	14	112	1	33
Totals	95	1591	68	1134

North Division Lot Listing/Sales Analysis

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 40000	2	9	0	8
40001 to 60000	0	31	2	14
60001 to 80000	0	84	1	67
80001 to 100000	5	80	1	72
100001 to 120000	14	42	4	30
120001 to 140000	36	80	1	47
140001 to 160000	1	35	1	19
160001 and over	14	186	6	73
Totals	72	547	16	330

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

◆ Sep
 ◆ Oct
 ◆ Nov



North Zone Residential Sub Area Average Price - 2005 vs 2004
 Residential Single Family Only as of December 6, 2005

◆ 2004 ◆ 2005

