

**NORTH ZONE  
MONTHLY STATISTICS**

**FOR**

**December 1st - 31st, 2005**

# NORTH OKANAGAN ZONE

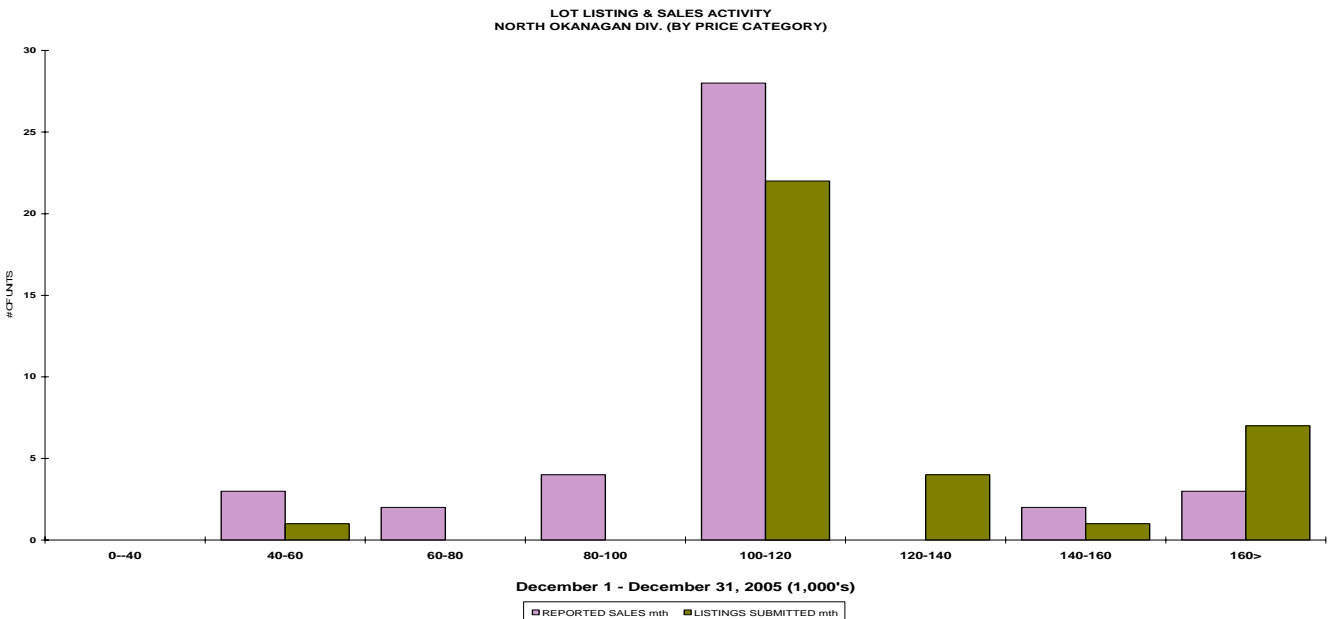
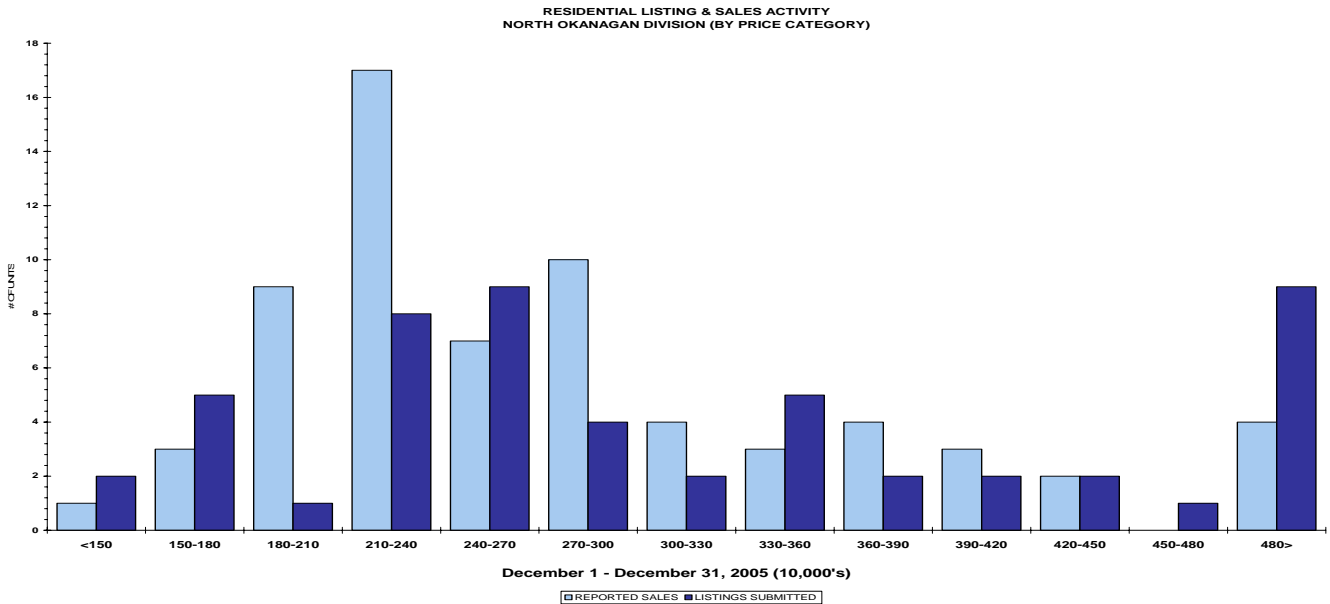
## STAT - O - GRAM

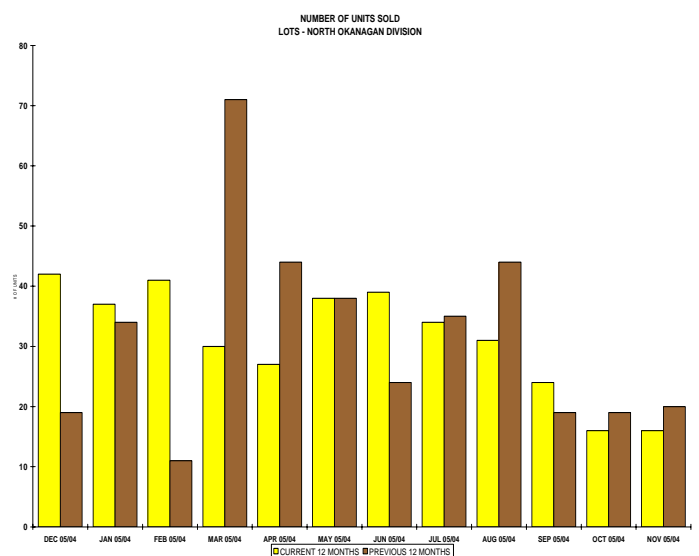
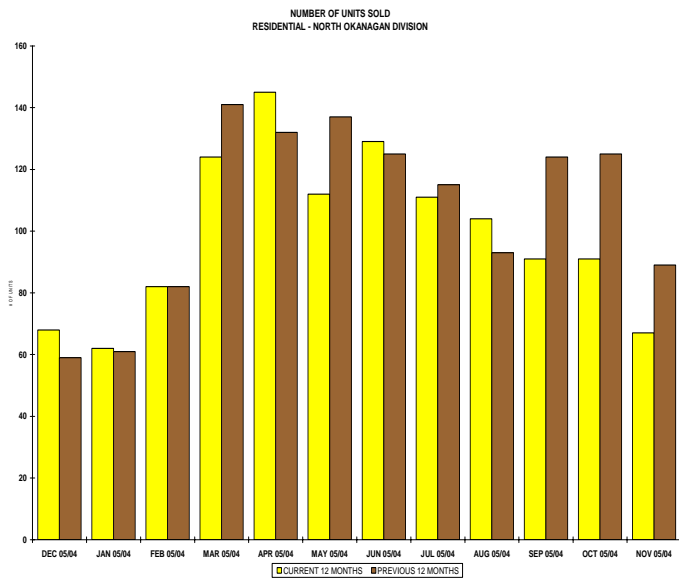
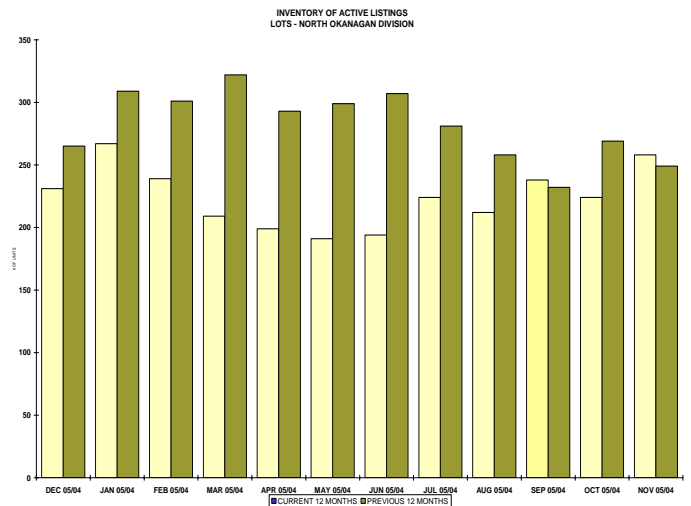
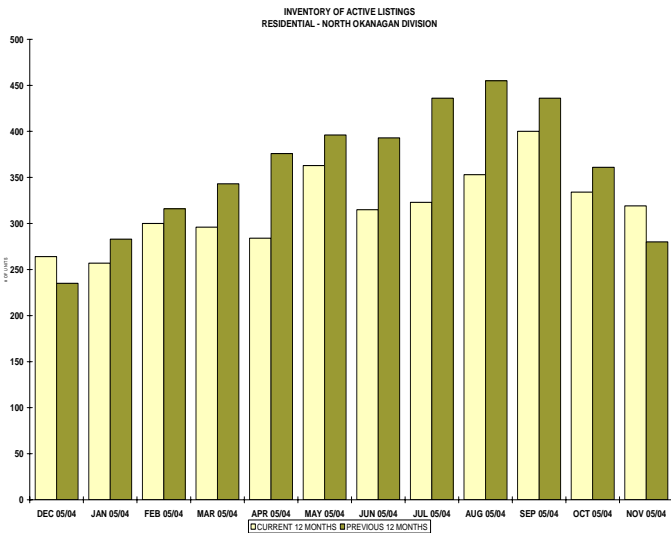
DECEMBER 2005

### QUICK SUMMARY

	TOTAL SALES VOLUME		Residential Single Family SALES		TOTAL LISTINGS	
	# of Units	\$ Value	# of Units	\$ Value	Listings Taken	Inventory
December 2005	156	\$35,402,737	68	\$19,347,937	177	917
November 2005	159	\$36,909,250	67	\$17,471,600	277	1,049
December 2004	173	\$32,962,170	85	\$18,739,977	213	1,189

The North Zone has **283** Members. The average number of listings-per-licensee is 3.24





**NORTH OKANAGAN ZONE**

**December 2005**

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	4	3	58	6.90%	132
ACREAGE/HOUSE	13	18	109	11.93%	112
CONDO/APT	9	6	40	22.50%	68
CONDO/TWNHSE	11	20	39	28.21%	65
LOTS	38	32	173	21.97%	97
RESIDENTIAL	68	52	264	25.76%	70

**AVERAGE HOUSE PRICE \$284,528**

**MEDIAN HOUSE PRICE \$249,798**

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
<b>ZONE CO TOTALS</b>						
Units Listed	336	377	-10.9%	8855	8148	8.7%
Units Sold	<b>302</b>	<b>340</b>	<b>-11.2%</b>	<b>6081</b>	<b>5153</b>	<b>18.0%</b>
Sales Dollars	\$98,813,191	\$85,860,990	15.1%	\$1,797,084,017	\$1,290,152,249	39.3%
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	1921	2296	-16.3%			
<b>ZONE NO TOTALS</b>						
Units Listed	177	128	38.3%	3935	3590	9.6%
Units Sold	<b>156</b>	<b>140</b>	<b>11.4%</b>	<b>2751</b>	<b>2756</b>	<b>-0.2%</b>
Sales Dollars	\$35,402,737	\$49,774,240	-28.9%	\$638,688,706	\$494,708,682	29.1%
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	917	1098	-16.5%			
<b>ZONE SH TOTALS</b>						
Units Listed	83	97	-14.4%	2190	1863	17.6%
Units Sold	<b>46</b>	<b>74</b>	<b>-37.8%</b>	<b>1530</b>	<b>1336</b>	<b>14.5%</b>
Sales Dollars	\$7,472,988	\$13,231,150	-43.5%	\$278,375,186	\$219,007,540	27.1%
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	670	821	-18.4%			
<b>ZONE OB TOTALS</b>						
Units Listed	12	11	9.1%	161	171	-5.8%
Units Sold	<b>3</b>	<b>3</b>	<b>100.0%</b>	<b>62</b>	<b>56</b>	<b>10.7%</b>
Sales Dollars	\$1,326,000	\$317,400	100.0%	\$28,213,400	\$20,262,779	39.2%
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	84	110	-23.6%			
<b>GRAND TOTALS</b>						
Units Listed	608	613	-0.8%	15141	13772	9.9%
Units Sold	<b>507</b>	<b>557</b>	<b>-9.0%</b>	<b>10424</b>	<b>9301</b>	<b>12.1%</b>
Sales Dollars	\$143,014,916	\$149,183,780	-4.1%	\$2,742,361,309	\$2,024,131,250	35.5%
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	3592	4325	-16.9%			

# MEMBERSHIP

	TOTAL NUMBER OF MEMBERS December 31/05	TOTAL NUMBER OF MEMBERS December 30/04	CHANGE BY NUMBER	CHANGE BY %
ALL ZONES	1015	896	119	13.28%
CENTRAL ZONE	635	556	79	14.21%
NORTH ZONE	283	255	28	10.98%
SHUSWAP ZONE	97	85	12	14.12%

## CURRENT MEMBERSHIP

MANAGING BROKERS	82
SALES REPRESENTATIVES	855
PROPERTY MANAGEMENT	12
ASSOCIATE BROKERS	64
EXEMPTION MEMBER	2
<b>TOTALS</b>	<b>1015</b>

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Acreage</b>						
Units Listed	3	6	-50.0%	152	131	16.0%
Units Sold	<b>4</b>	<b>10</b>	<b>-60.0%</b>	<b>91</b>	<b>94</b>	<b>-3.2%</b>
Sales Dollars	\$2,301,000	\$16,293,400	-85.9%	\$26,072,858	\$29,041,900	-10.2%
List/Sell \$ Ratio	94.24%	95.49%		96.54%	93.20%	93.4%
Days to Sell	132	179	-26.3%	202	270	-25.2%
Active Inventory	58	68	-14.7%			
Average Price	\$575,250	\$1,629,340	-64.7%	\$286,515	\$308,956	-7.3%
Median Price	\$404,500	\$140,000	188.9%	\$163,552	\$130,000	25.8%
<b>Acreage with House</b>						
Units Listed	18	9	100.0%	418	366	14.2%
Units Sold	<b>13</b>	<b>12</b>	<b>8.3%</b>	<b>229</b>	<b>236</b>	<b>-3.0%</b>
Sales Dollars	\$4,473,900	\$6,397,900	-30.1%	\$86,185,720	\$72,880,275	18.3%
List/Sell \$ Ratio	92.45%	98.94%		94.52%	94.92%	
Days to Sell	112	168	-33.3%	110	114	-3.5%
Active Inventory	109	118	-7.6%	139	270	
Average Price	\$344,146	\$533,158	-35.5%	\$376,357	\$308,815	21.9%
Median Price	\$315,000	\$306,450	2.8%	\$345,000	\$271,500	27.1%
<b>Acreage (Waterfront)</b>						
Units Listed	0	3	-100.0%	16	14	14.3%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>8</b>	<b>5</b>	<b>60.0%</b>
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	3	33.3%			
Average Price	\$0	\$0	0.0%	\$319,675	\$121,080	164.0%
Median Price	\$0	\$0	0.0%	\$310,000	\$123,750	150.5%
<b>Business</b>						
Units Listed	4	4	0.0%	93	85	9.4%
Units Sold	<b>1</b>	<b>2</b>	<b>-50.0%</b>	<b>21</b>	<b>20</b>	<b>5.0%</b>
Sales Dollars	\$270,000	\$38,500	601.3%	\$3,825,800	\$3,950,930	-3.2%
List/Sell \$ Ratio	98.21%	66.66%		85.89%	84.09%	
Days to Sell	87	229	-62.0%	246	385	-36.1%
Active Inventory	43	66	-34.8%			
Average Price	\$270,000	\$19,250	1302.6%	\$182,181	\$197,547	-7.8%
Median Price	\$270,000	\$19,250	1302.6%	\$81,500	\$105,000	-22.4%
<b>Condo (Townhouse)</b>						
Units Listed	20	16	25.0%	345	390	-11.5%
Units Sold	<b>11</b>	<b>16</b>	<b>-31.3%</b>	<b>347</b>	<b>323</b>	<b>7.4%</b>
Sales Dollars	\$1,942,500	\$2,247,846	-13.6%	\$60,758,044	\$48,509,633	25.2%
List/Sell \$ Ratio	96.90%	99.16%		98.38%	97.65%	
Days to Sell	65	68	-4.4%	73	67	9.0%
Active Inventory	39	107	-63.6%			
Average Price	\$176,591	\$140,490	25.7%	\$175,095	\$150,185	16.6%
Median Price	\$184,800	\$134,250	37.7%	\$159,900	\$136,000	17.6%
<b>Condo (Apt)</b>						
Units Listed	6	13	-53.8%	217	248	-12.5%
Units Sold	<b>9</b>	<b>11</b>	<b>-18.2%</b>	<b>192</b>	<b>204</b>	<b>-5.9%</b>
Sales Dollars	\$1,280,500	\$954,716	34.1%	\$24,715,140	\$21,036,701	17.5%
List/Sell \$ Ratio	95.33%	96.19%		96.48%	96.45%	
Days to Sell	68	68	0.0%	72	78	-7.7%
Active Inventory	40	54	-25.9%			
Average Price	\$142,278	\$86,792	63.9%	\$128,725	\$103,121	24.8%
Median Price	\$125,000	\$75,000	66.7%	\$113,700	\$89,000	27.8%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Duplex</b>						
Units Listed	7	3	133.3%	94	88	6.8%
Units Sold	<b>2</b>	<b>6</b>	<b>-66.7%</b>	<b>75</b>	<b>85</b>	<b>-11.8%</b>
Sales Dollars	\$337,000	\$832,900	-59.5%	\$12,929,347	\$13,569,444	-4.7%
List/Sell \$ Ratio	93.82%	94.06%		96.62%	95.81%	
Days to Sell	106	95	11.6%	62	84	-26.2%
Active Inventory	19	13	46.2%			
Average Price	\$168,500	\$138,817	21.4%	\$172,391	\$159,641	8.0%
Median Price	\$168,500	\$137,200	22.8%	\$157,000	\$137,000	14.6%
<b>Farms</b>						
Units Listed	3	2	50.0%	54	57	-5.3%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>19</b>	<b>14</b>	<b>35.7%</b>
Sales Dollars	\$0	\$0	0.0%	\$17,670,100	\$7,287,725	142.5%
List/Sell \$ Ratio	0.00%	0.00%		91.84%	91.26%	
Days to Sell	0	0	-100.0%	231	302	-23.5%
Active Inventory	23	33	-30.3%	26	30	
Average Price	\$0	\$0	0.0%	\$930,005	\$520,552	78.7%
Median Price	\$0	\$0	0.0%	\$588,000	\$581,250	1.2%
<b>IC&amp;I</b>						
Units Listed	3	3	0.0%	91	70	30.0%
Units Sold	<b>1</b>	<b>5</b>	<b>-80.0%</b>	<b>42</b>	<b>35</b>	<b>20.0%</b>
Sales Dollars	\$280,000	\$2,203,500	-87.3%	\$14,578,900	\$10,331,008	41.1%
List/Sell \$ Ratio	100.35%	91.43%		93.08%	90.84%	
Days to Sell	260	199		239	225	6.2%
Active Inventory	44	49	-10.2%			
Average Price	\$280,000	\$0	100.0%	\$347,117	\$295,172	17.6%
Median Price	\$280,000	\$250,000	100.0%	\$255,500	\$210,000	21.7%
<b>IC&amp;I Land</b>						
Units Listed	8	5	60.0%	47	49	-4.1%
Units Sold	<b>2</b>	<b>0</b>	<b>100.0%</b>	<b>25</b>	<b>23</b>	<b>8.7%</b>
Sales Dollars	\$127,500	\$0	100.0%	\$13,897,000	\$10,065,300	38.1%
List/Sell \$ Ratio	88.03%	0.00%		90.39%	89.77%	
Days to Sell	224	0	100.0%	350	207	69.1%
Active Inventory	25	47	-46.8%			
Average Price	\$63,750	\$0	100.0%	\$555,880	\$437,622	27.0%
Median Price	\$63,750	\$0	100.0%	\$400,000	\$172,500	131.9%
<b>Lots</b>						
Units Listed	32	2	1500.0%	382	269	42.0%
Units Sold	<b>37</b>	<b>9</b>	<b>311.1%</b>	<b>276</b>	<b>241</b>	<b>14.5%</b>
Sales Dollars	\$4,279,500	\$859,000	398.2%	\$29,614,633	\$1,979,500	1396.1%
List/Sell \$ Ratio	98.42%	94.47%		98.97%	96.55%	
Days to Sell	46	169	-72.8%	169	255	-33.7%
Active Inventory	145	191	-24.1%			
Average Price	\$115,662	\$95,444	21.2%	\$107,299	\$8,214	1206.3%
Median Price	\$115,000	\$71,000	62.0%	\$91,000	\$75,000	21.3%
<b>Leases</b>						
Units Listed	4	3	33.3%	46	45	2.2%
Units Sold	<b>0</b>	<b>1</b>	<b>-100.0%</b>	<b>10</b>	<b>8</b>	<b>25.0%</b>
Sales Dollars	\$0	\$1	-100.0%	\$536,065	\$392,007	36.7%
Days to Sell	0	93	0.0%	362	205	76.6%
Active Inventory	26	30	-13.3%			
Average Price	\$0	\$1	-100.0%	\$53,607	\$49,001	9.4%
Median Price	\$0	\$1	-100.0%	\$32,050	\$13,050	145.6%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Lots (Waterfront)</b>						
Units Listed	0	0	-100.0%	32	14	128.6%
Units Sold	<b>1</b>	<b>0</b>	<b>100.0%</b>	<b>6</b>	<b>9</b>	<b>-33.3%</b>
Sales Dollars	\$41,000	\$0	100.0%	\$2,639,000	\$3,143,500	-16.0%
List/Sell \$ Ratio	82.16%	0.00%		98.51%	94.32%	
Days to Sell	147	0	100.0%	216	114	89.5%
Active Inventory	24	3	700.0%			
Average Price	\$41,000	\$0	100.0%	\$439,833	\$349,278	25.9%
Median Price	\$41,000	\$0	100.0%	\$572,000	\$385,000	48.6%
<b>Multi-Family (5 Units and Up)</b>						
Units Listed	3	1	200.0%	28	34	-17.6%
Units Sold	<b>2</b>	<b>2</b>	<b>0.0%</b>	<b>17</b>	<b>22</b>	<b>-22.7%</b>
Sales Dollars	\$462,500	\$606,000	-23.7%	\$6,462,200	\$7,075,099	-8.7%
List/Sell \$ Ratio	87.48%	88.16%		94.77%	94.16%	
Days to Sell	108	234	-53.8%	99	132	-25.0%
Active Inventory	7	9	-22.2%	10	25	
Average Price	\$231,250	\$303,000	-23.7%	\$380,129	\$321,595	18.2%
Median Price	\$231,250	\$303,000	-23.7%	\$277,500	\$268,250	3.4%
<b>Multi Family (Triplex/Fourplex)</b>						
Units Listed	0	0	100.0%	5	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	9	7	28.6%	181	178	1.7%
Units Sold	<b>5</b>	<b>8</b>	<b>-37.5%</b>	<b>144</b>	<b>119</b>	<b>21.0%</b>
Sales Dollars	\$259,400	\$600,500	-56.8%	\$7,841,376	\$5,847,450	34.1%
List/Sell \$ Ratio	91.74%	86.10%		89.72%	88.69%	
Days to Sell	30	154	-80.5%	96	119	-19.3%
Active Inventory	31	57	-45.6%			
Average Price	\$51,880	\$75,063	-30.9%	\$54,454	\$49,138	10.8%
Median Price	\$59,000	\$51,750	14.0%	\$42,000	\$36,500	15.1%
<b>Recreational Property</b>						
Units Listed	2	0	0.0%	39	12	225.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>11</b>	<b>10</b>	<b>10.0%</b>
Sales Dollars	\$0	\$0	0.0%	\$2,097,400	\$1,932,455	8.5%
List/Sell \$ Ratio	0.00%	0.00%		90.58%	93.49%	
Days to Sell	0	0	0.0%	97	120	-19.2%
Active Inventory	5	2	0.0%			
Average Price	\$0	\$0	0.0%	\$190,673	\$193,246	-1.3%
Median Price	\$0	\$0	0.0%	\$130,000	\$149,778	-13.2%
<b>Residential</b>						
Units Listed	52	50	4.0%	1648	1507	9.4%
Units Sold	<b>68</b>	<b>58</b>	<b>17.2%</b>	<b>1203</b>	<b>1288</b>	<b>-6.6%</b>
Sales Dollars	\$19,347,937	\$18,739,977	3.2%	\$300,506,573	\$248,527,355	20.9%
List/Sell \$ Ratio	94.64%	96.40%		96.40%	96.52%	
Days to Sell	70	75	-6.7%	59	65	-9.2%
Active Inventory	<b>264</b>	235	12.3%			
Average Price	\$284,528	\$215,000	32.3%	\$230,000	\$183,000	25.7%
Median Price	\$249,798	\$178,000	40.3%	\$232,000	\$180,000	28.9%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Residential (Waterfront)</b>						
Units Listed	3	0	100.0%	47	28	67.9%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>33</b>	<b>17</b>	<b>94.1%</b>
Sales Dollars	\$0	\$0	0.0%	\$25,609,400	\$8,199,000	212.3%
List/Sell \$ Ratio	94.15%	90.01%		95.88%	94.61%	
Days to Sell	54	276	-80.4%	95	102	-6.9%
Active Inventory	9	11	-18.2%			
Average Price	\$0	\$0	0.0%	\$776,042	\$482,294	60.9%
Median Price	\$0	\$0	0.0%	\$765,000	\$527,000	45.2%
<b>Timeshares</b>						
Units Listed	0	1	0.0%	0	5	-100.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>2</b>	<b>3</b>	<b>0.0%</b>
Sales Dollars	\$0	\$0	0.0%	\$191,750	\$334,000	-42.6%
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%	\$95,875	\$111,333	100.0%
Median Price	\$0	\$0	0.0%	\$110,000	\$112,000	100.0%
<b>NORTH OKANAGAN - TOTALS</b>						
Units Listed	177	128	38.3%	3935	3590	9.6%
Units Sold	<b>156</b>	<b>140</b>	<b>11.4%</b>	<b>2751</b>	<b>2756</b>	<b>-0.2%</b>
Sales Dollars	\$35,402,737	\$49,774,240	-28.9%	\$638,688,706	\$494,708,682	29.1%
List/Sell Ratio	94.11%	94.61%		95.84%	94.37%	
Days to Sell	119	159	-25.2%	116	158	-26.6%
Active Inventory	917	1098	-16.5%			

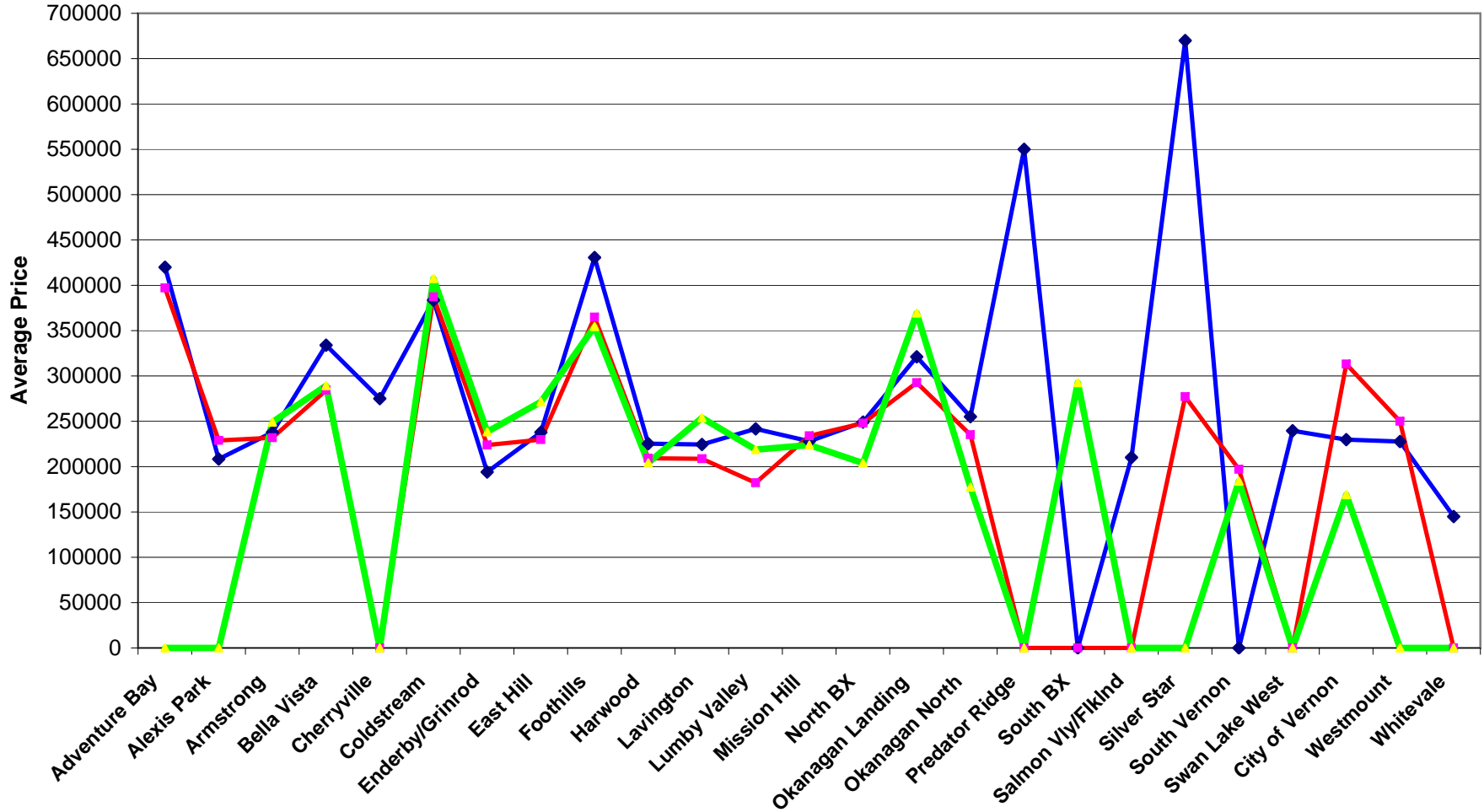
Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 150000	2	125	1	134
150001 to 180000	5	175	3	156
180001 to 210000	1	183	9	155
210001 to 240000	8	261	17	208
240001 to 270000	9	204	7	145
270001 to 300000	4	183	10	118
300001 to 330000	2	107	4	80
330001 to 360000	5	107	3	49
360001 to 390000	2	64	4	45
390001 to 420000	2	51	3	22
420001 to 450000	2	33	2	18
450001 to 480000	1	19	0	10
480001 and over	9	107	4	33
<b>Totals</b>	<b>52</b>	<b>1619</b>	<b>67</b>	<b>1173</b>

North Division Lot Listing/Sales Analysis

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 40000	0	9	0	12
40001 to 60000	1	31	3	16
60001 to 80000	0	85	2	69
80001 to 100000	0	80	4	76
100001 to 120000	22	64	28	65
120001 to 140000	4	84	0	43
140001 to 160000	1	36	2	20
160001 and over	7	193	3	80
<b>Totals</b>	<b>35</b>	<b>582</b>	<b>42</b>	<b>381</b>

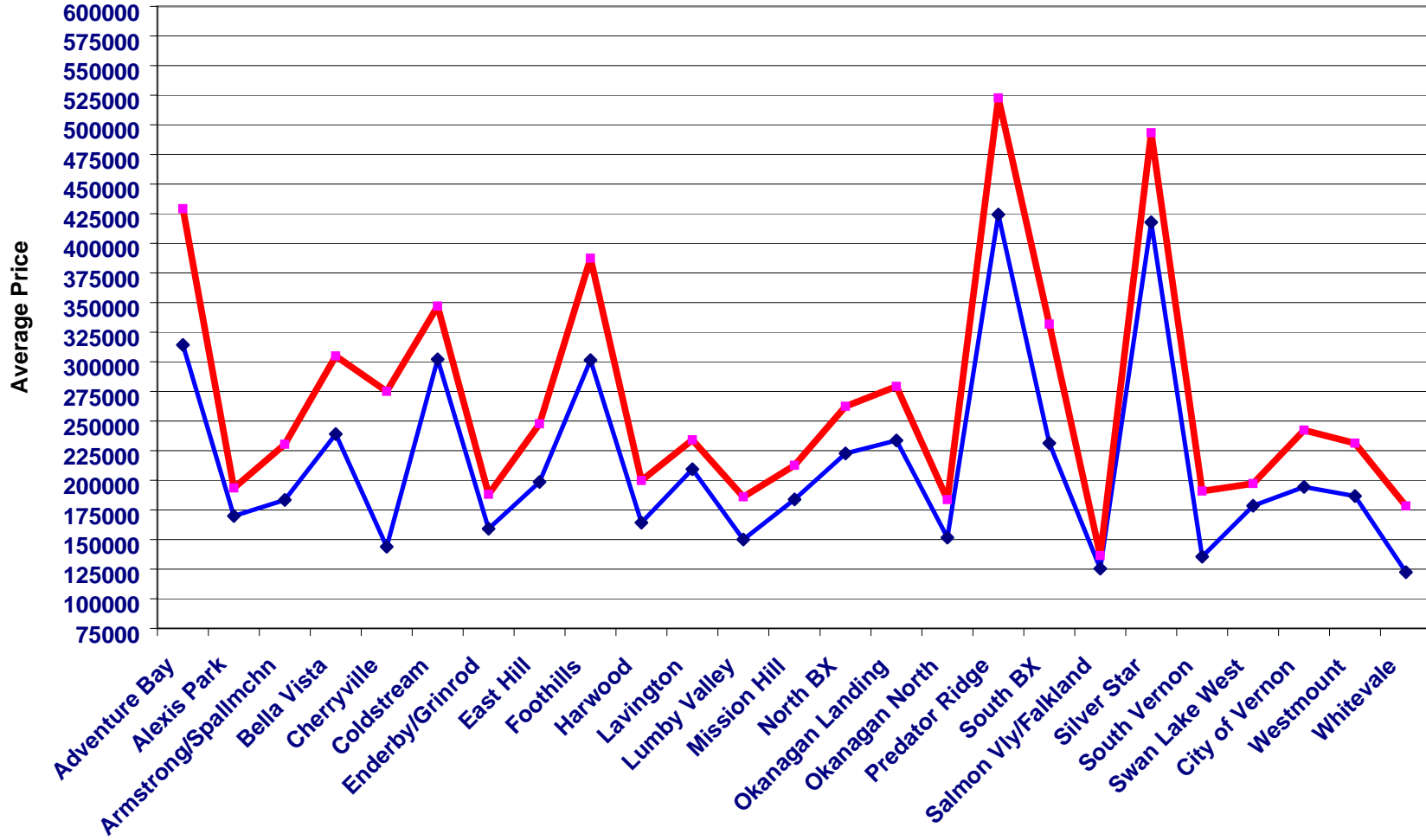
**North Zone Residential Sub Area Average Price - October to December 2005**  
**Residential Single Family Only (Does Not Include Waterfront)**

Oct Nov Dec

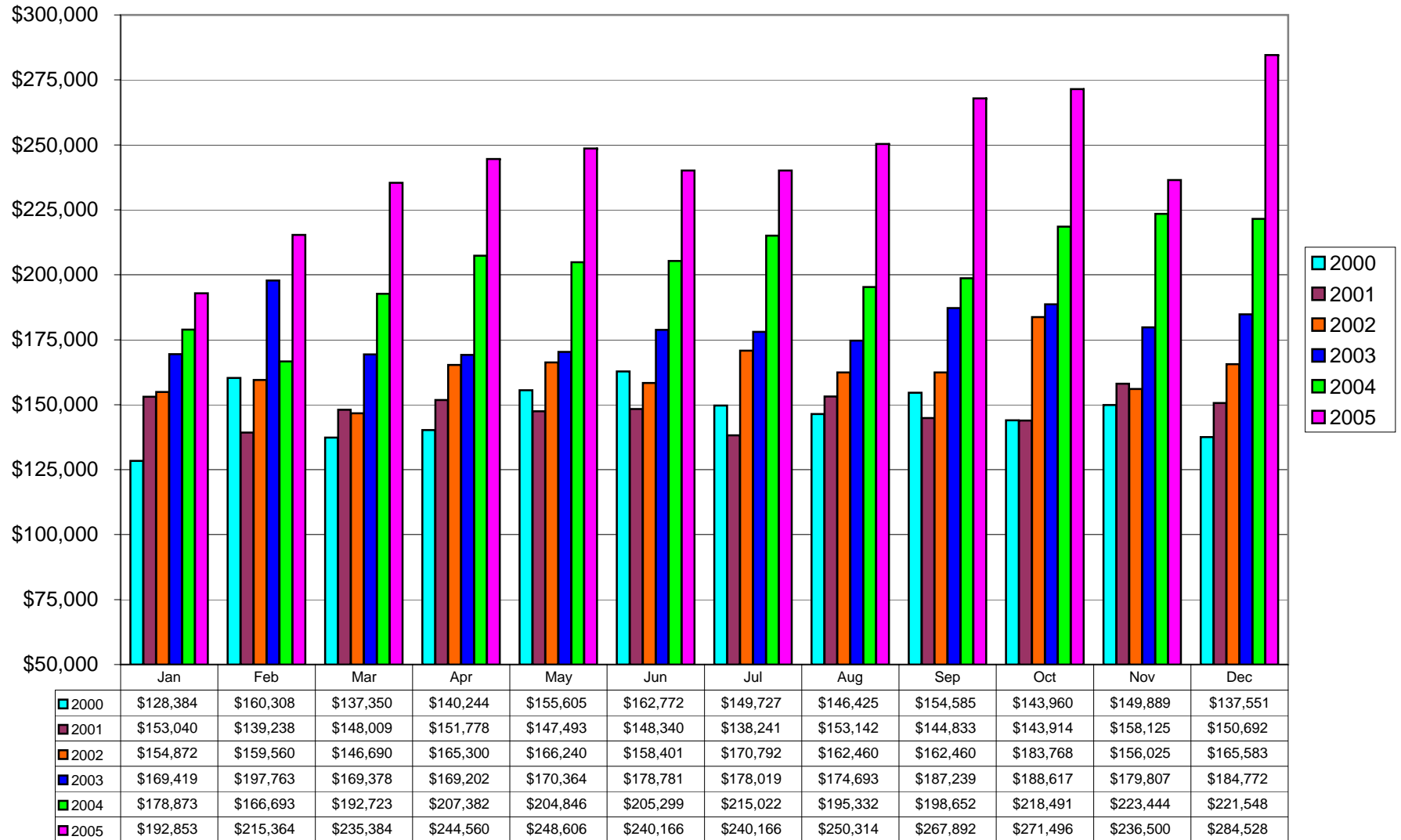


# North Zone Residential Sub Area Average Price - 2005 vs 2004

Residential Single Family Only

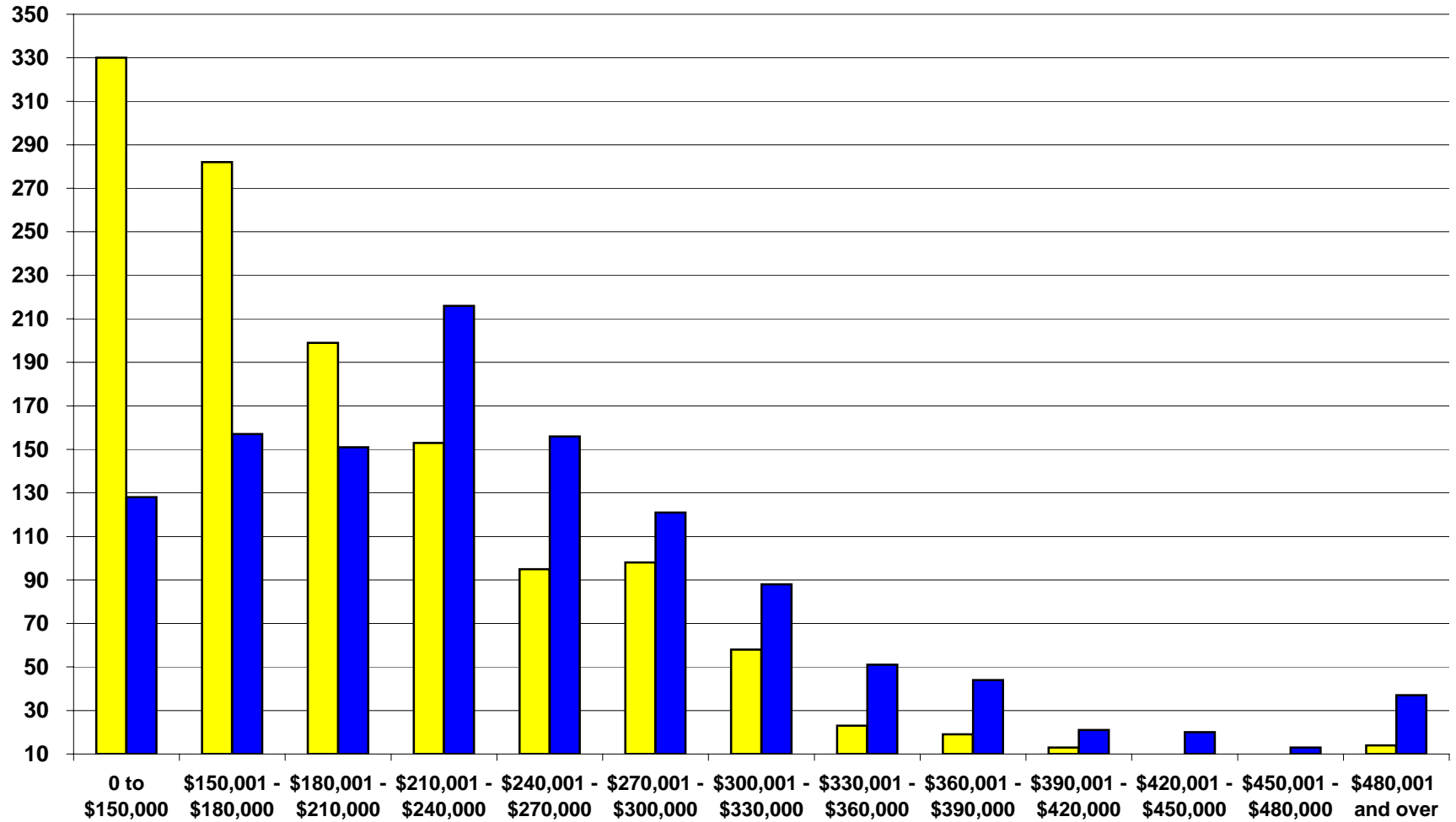


## North Okanagan Single Family Residential Average Prices 2000-2005

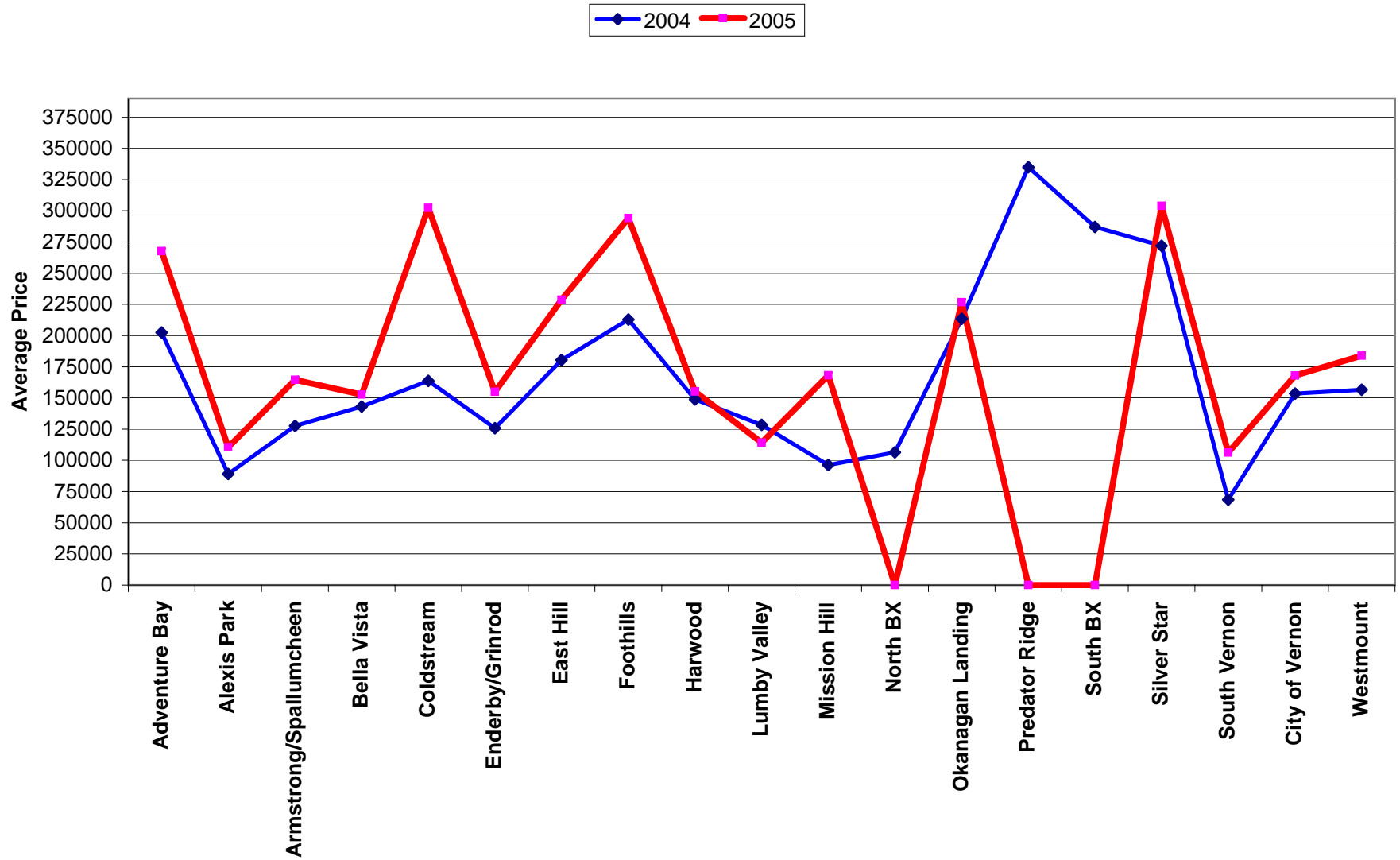


**North Zone - Single Family Residential 2004 vs 2005**  
**Number of Solds by Price Range - Single Family Dwellings Only**

2004 2005



North Zone Townhouse Sub Area Average Price - 2005 vs 2004



North Zone Condo Sub Area Average Price - 2005 vs 2004

