

NORTH OKANAGAN DIVISION

MONTHLY STATISTICS

FOR

January 1 - 31, 2002

NORTH OKANAGAN DIVISION

STAT - O - GRAM

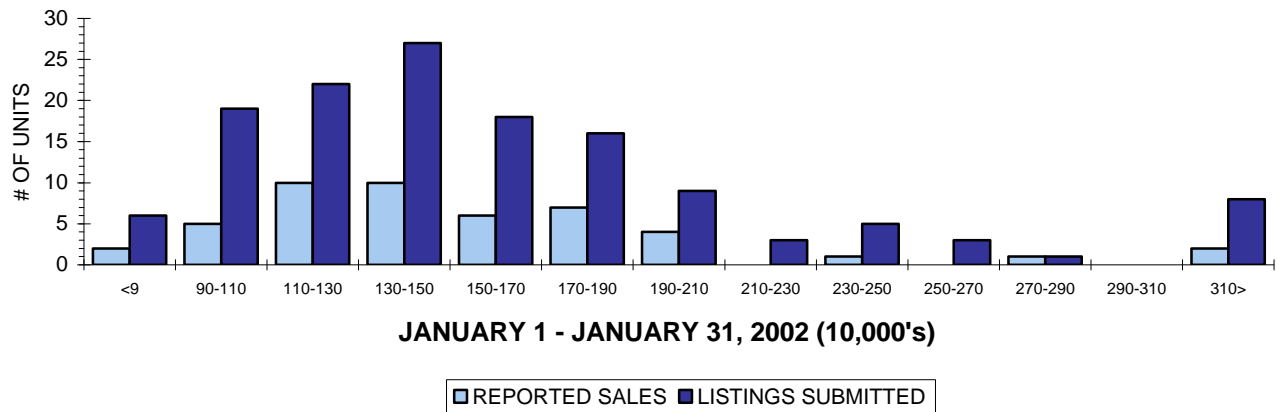
January 2002

QUICK SUMMARY

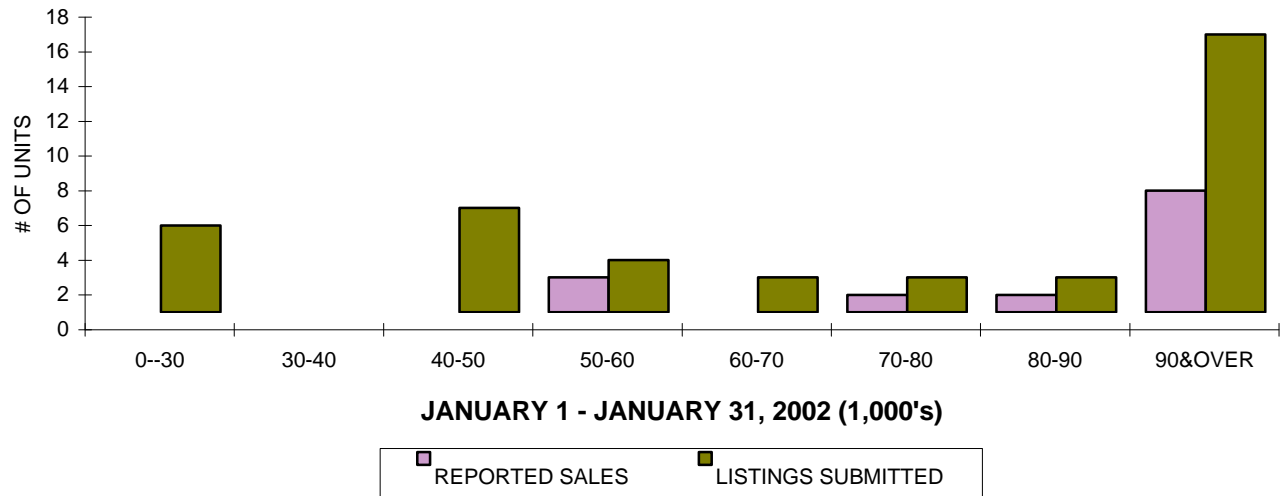
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	<u># of Units</u>	<u>\$ Value</u>	<u># of Units</u>	<u>\$ Value</u>	<u>Listings Taken</u>	<u>Inventory</u>
January 2002	93	\$13,355,600	48	\$7,433,850	290	1,924
December 2001	94	\$14,208,889	52	\$7,835,964	157	1,968
January 2001	65	\$9,499,251	35	\$5,356,400	252	1,873

The average number of listings-per-licensee is 10.9

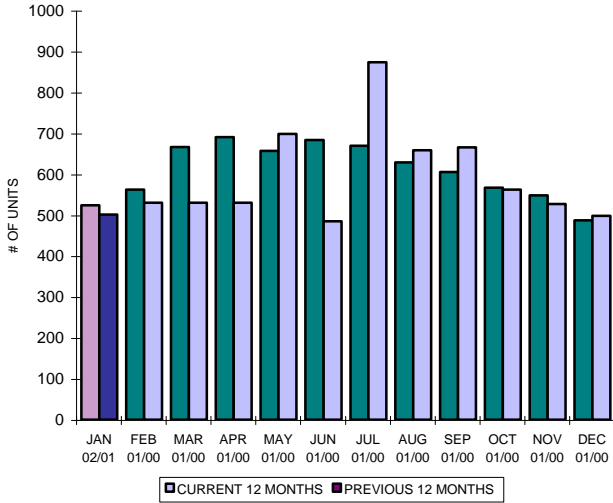
RESIDENTIAL LISTING & SALES ACTIVITY NORTH OKANAGAN DIVISION (BY PRICE CATEGORY)



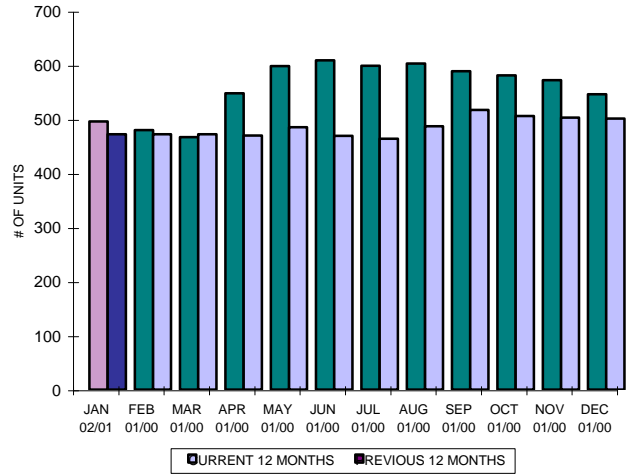
LOT LISTING & SALES ACTIVITY NORTH OKANAGAN DIV. (BY PRICE CATEGORY)



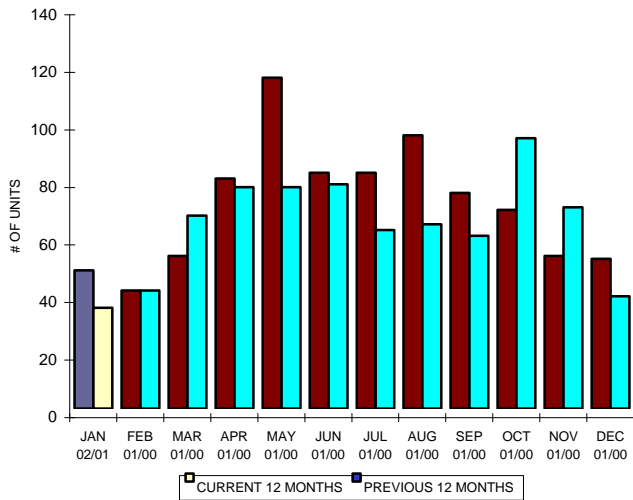
**INVENTORY OF ACTIVE LISTINGS
RESIDENTIAL - NORTH OKANAGAN DIVISION**



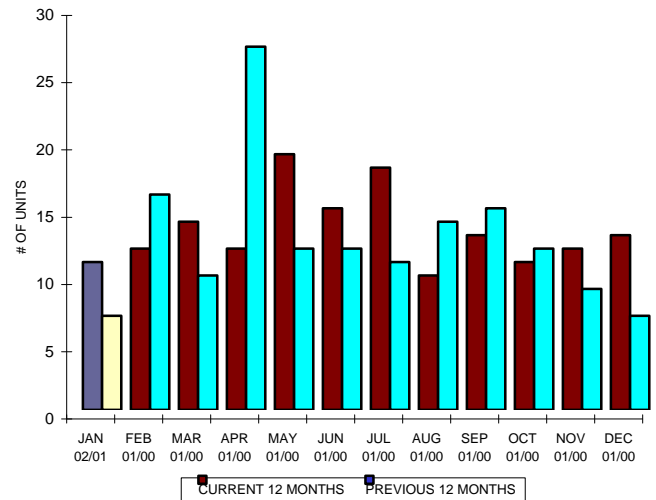
**INVENTORY OF ACTIVE LISTINGS
LOTS - NORTH OKANAGAN DIVISION**



**NUMBER OF UNITS SOLD
RESIDENTIAL - NORTH OKANAGAN DIVISION**



**NUMBER OF UNITS SOLD
LOTS - NORTH OKANAGAN DIVISION**



NORTH OKANAGAN DIVISION

January 2002

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	1	17	161	0.62%	252
ACREAGE/HOUSE	12	29	216	5.56%	255
CONDO/APT	3	12	104	5.94%	94
CONDO/TWNHSE	8	22	113	7.08%	102
LOTS	10	19	335	2.99%	317
RESIDENTIAL	48	138	524	9.16%	138

AVERAGE HOUSE PRICE \$154,872

MEDIAN HOUSE PRICE \$138,750

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

**COMPARATIVE ACTIVITY BY ZONE AS AT
January 31, 2002**

	CURRENT MONTH				YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE		THIS YEAR	LAST YEAR	INCREASE
ZONE CO TOTALS							
Units Listed	665	624	6.6%	665	624	6.6%	
Units Sold	286	139	105.8%	286	139	105.8%	
Sales Dollars	53402030	19940456	167.8%	53402030	19940456	167.8%	
Price Ratio	93.49	91.84		93.49	91.84		
Days to Sell	125	138	-9.4%	125	138	-9.4%	
Active Listings	2737	3148	-13.1%				
ZONE NO TOTALS							
Units Listed	290	251	15.5%	290	251	15.5%	
Units Sold	93	63	47.6%	93	63	47.6%	
Sales Dollars	13355600	9499251	40.6%	13355600	9499251	40.6%	
Price Ratio	93.58	90.07		93.58	90.07		
Days to Sell	176	179	-1.7%	176	179	-1.7%	
Active Listings	1924	1873	2.7%				
ZONE SH TOTALS							
Units Listed	144	119	21.0%	144	119	21.0%	
Units Sold	38	31	22.6%	38	31	22.6%	
Sales Dollars	6569151	4506635	45.8%	6569151	4506635	45.8%	
Price Ratio	90.6	89.16		90.6	89.16		
Days to Sell	248	198	25.3%	248	198	25.3%	
Active Listings	1537	1581	-2.8%				
ZONE OB TOTALS							
Units Listed	15	17	-11.8%	15	19	-21.1%	
Units Sold	0	3	-100.0%	0	3	-100.0%	
Sales Dollars	0	1640000	-100.0%	0	1640000	-100.0%	
Price Ratio	0	89.24		0.00	89.24		
Days to Sell	0	194	-100.0%	0	194	-100.0%	
Active Listings	120	117	2.6%				
GRAND TOTALS							
Units Listed	1114	1011	10.2%	1114	1013	10.0%	
Units Sold	417	236	76.7%	417	236	76.7%	
Sales Dollars	73326781	35586342	106.1%	73326781	35586342	106.1%	
Price Ratio	93.23	90.97		93.23	90.97		
Days to Sell	147	158	-7.0%	147	158	-7.0%	
Active Listings	6318	6719	-6.0%				

LICENSEES
January 31, 2002

	TOTAL NUMBER OF LICENSEES	TOTAL NUMBER OF LICENSEES	CHANGE BY NUMBER	CHANGE BY %
	January 31/02	January 31/01		
ALL DIVISIONS	666	692	-26	-3.76%
CENTRAL OK DIV.	423	433	-10	-2.31%
NORTH OK DIV.	176	180	-4	-2.22%
SHUSWAP DIV.	67	79	-12	-15.19%
CURRENT MEMBERSHIP				
AGENT LICENSEES	74			
SALESPERSONS	525			
PROPERTY MANAGEMENT	9			
9:15 LICENCEE MEMBER	55			
EXEMPTION MEMBER	3			
TOTALS	666			

COMPARATIVE ACTIVITY BY PROPERTY TYPE
January 31, 2002
NORTH OKANAGAN

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
UNITS LISTED	17	12	41.7%	17	12	41.7%
UNITS SOLD	1	3	-66.7%	1	3	-66.7%
SALES DOLLARS	100000	170000	-41.2%	100000	170000	-41.2%
PRICE RATIO	74.34	91.97		74.34	91.97	
DAYS TO SELL	252	89	183.1%	252	89	183.1%
ACTIVE INVENTORY	161	137	17.5%			
AVERAGE PRICE	\$100,000	\$56,667	76.5%	\$100,000	\$56,667	76.5%
MEDIAN PRICE	\$100,000	\$47,000	112.8%	\$100,000	\$47,000	112.8%
Acreage with House						
UNITS LISTED	29	23	26.1%	29	23	26.1%
UNITS SOLD	12	6	100.0%	12	6	100.0%
SALES DOLLARS	2230500	1595900	39.8%	2230500	1595900	39.8%
PRICE RATIO	91.40	84.95		91.40	84.95	
DAYS TO SELL	255	309	-17.5%	255	309	-17.5%
ACTIVE INVENTORY	210	211	-0.5%			
AVERAGE PRICE	\$185,875	\$265,983	-30.1%	\$185,875	\$265,983	-30.1%
MEDIAN PRICE	\$190,500	\$265,950	-28.4%	\$190,500	\$265,950	-28.4%
Acreage (Waterfront)						
UNITS LISTED	2	0	100.0%	2	0	100.0%
UNITS SOLD	1	0	100.0%	1	0	100.0%
SALES DOLLARS	164000	0	100.0%	164000	0	100.0%
PRICE RATIO	91.16	0.00		91.16	0.00	
DAYS TO SELL	216	0	100.0%	216	0	100.0%
ACTIVE INVENTORY	15	12	25.0%			
AVERAGE PRICE	\$164,000	\$0	100.0%	\$164,000	\$0	100.0%
MEDIAN PRICE	\$164,000	\$0	100.0%	\$164,000	\$0	100.0%
Business						
UNITS LISTED	10	13	-23.1%	10	13	-23.1%
UNITS SOLD	0	1	-100.0%	0	1	-100.0%
SALES DOLLARS	0	34000	-100.0%	0	34000	-100.0%
PRICE RATIO	0.00	85.21		0.00	85.21	
DAYS TO SELL	0	73	-100.0%	0	73	-100.0%
ACTIVE INVENTORY	74	77	-3.9%			
AVERAGE PRICE	\$0	\$34,000	-100.0%	\$0	\$34,000	-100.0%
MEDIAN PRICE	\$0	\$34,000	-100.0%	\$0	\$34,000	-100.0%
Condo (Townhouse)						
UNITS LISTED	22	24	-8.3%	22	24	-8.3%
UNITS SOLD	8	7	14.3%	8	7	14.3%
SALES DOLLARS	1016150	913201	11.3%	1016150	913201	11.3%
PRICE RATIO	94.84	91.09		94.84	91.09	
DAYS TO SELL	102	206	-50.5%	102	206	-50.5%
ACTIVE INVENTORY	113	111	1.8%			
AVERAGE PRICE	\$127,019	\$130,457	-2.6%	\$127,019	\$130,457	-2.6%
MEDIAN PRICE	\$116,625	\$138,301	-15.7%	\$116,625	\$138,301	-15.7%

COMPARATIVE ACTIVITY BY PROPERTY TYPE

**January 31, 2002
NORTH OKANAGAN**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Condo (Apt)						
UNITS LISTED	12	9	33.3%	12	9	33.3%
UNITS SOLD	3	2	50.0%	3	2	50.0%
SALES DOLLARS	149400	189000	-21.0%	149400	189000	-21.0%
PRICE RATIO	97.35	94.14		97.35	94.14	
DAYS TO SELL	94	126	-25.4%	94	126	-25.4%
ACTIVE INVENTORY	104	121	-14.0%			
AVERAGE PRICE	\$49,800	\$94,500	-47.3%	\$49,800	\$94,500	-47.3%
MEDIAN PRICE	\$42,500	\$94,500	-55.0%	\$42,500	\$94,500	-55.0%
Duplex						
UNITS LISTED	7	5	40.0%	7	5	40.0%
UNITS SOLD	2	2	0.0%	2	2	0.0%
SALES DOLLARS	170000	173000	-1.7%	170000	173000	-1.7%
PRICE RATIO	93.02	91.69		93.02	91.69	
DAYS TO SELL	88	170	-48.2%	88	170	-48.2%
ACTIVE INVENTORY	35	32	9.4%			
AVERAGE PRICE	\$85,000	\$86,500	-1.7%	\$85,000	\$86,500	-1.7%
MEDIAN PRICE	\$85,000	\$86,500	-1.7%	\$85,000	\$86,500	-1.7%
Farms						
UNITS LISTED	4	6	-33.3%	4	6	-33.3%
UNITS SOLD	0	1	-100.0%	0	1	-100.0%
SALES DOLLARS	0	325000	-100.0%	0	325000	-100.0%
PRICE RATIO	0.00	65.13		0.00	325000.00	
DAYS TO SELL	0	167	-100.0%	0	167	-100.0%
ACTIVE INVENTORY	41	43	-4.7%			
AVERAGE PRICE	\$0	\$325,000	-100.0%	\$0	\$325,000	-100.0%
MEDIAN PRICE	\$0	\$325,000	-100.0%	\$0	\$325,000	-100.0%
IC&I						
UNITS LISTED	5	8	-37.5%	5	8	-37.5%
UNITS SOLD	1	1	0.0%	1	1	0.0%
SALES DOLLARS	151000	343000	-56.0%	151000	343000	-56.0%
PRICE RATIO	94.43	90.28		94.43	90.28	
DAYS TO SELL	164	93	76.3%	164	93	76.3%
ACTIVE INVENTORY	64	65	-1.5%			
AVERAGE PRICE	\$151,000	\$343,000	-56.0%	\$151,000	\$343,000	-56.0%
MEDIAN PRICE	\$151,000	\$343,000	-56.0%	\$151,000	\$343,000	-56.0%
IC&I Land						
UNITS LISTED	6	4	50.0%	6	4	50.0%
UNITS SOLD	1	0	100.0%	1	0	100.0%
SALES DOLLARS	325000	0	100.0%	325000	0	100.0%
PRICE RATIO	90.27	0.00		90.27	0.00	
DAYS TO SELL	124	0	100.0%	124	0	100.0%
ACTIVE INVENTORY	58	57	1.8%			
AVERAGE PRICE	\$325,000	\$0	100.0%	\$325,000	\$0	100.0%
MEDIAN PRICE	\$325,000	\$0	100.0%	\$325,000	\$0	100.0%

COMPARATIVE ACTIVITY BY PROPERTY TYPE

**January 31, 2002
NORTH OKANAGAN**

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots							
	UNITS LISTED	16	11	45.5%	16	11	45.5%
	UNITS SOLD	9	3	200.0%	9	3	200.0%
	SALES DOLLARS	835200	230500	262.3%	835200	230500	262.3%
	PRICE RATIO	96.07	80.51		96.07	80.51	
	DAYS TO SELL	420	353	19.0%	420	353	19.0%
	ACTIVE INVENTORY	304	282	7.8%			
	AVERAGE PRICE	\$92,800	\$76,833	20.8%	\$92,800	\$76,833	20.8%
	MEDIAN PRICE	\$98,000	\$65,000	50.8%	\$98,000	\$65,000	50.8%
Leases							
	UNITS LISTED	1	2	-50.0%	1	2	-50.0%
	UNITS SOLD	0	0	0.0%	0	0	0.0%
	SALES DOLLARS	0	0	0.0%	0	0	0.0%
	PRICE RATIO	0.00	0.00		0.00	0.00	
	DAYS TO SELL	0	0	0.0%	0	0	0.0%
	ACTIVE INVENTORY	40	41	-2.4%			
	AVERAGE PRICE	\$0	\$0	0.0%	\$0	\$0	0.0%
	MEDIAN PRICE	\$0	\$0	0.0%	\$0	\$0	0.0%
Lots (Waterfront)							
	UNITS LISTED	1	2	-50.0%	1	2	-50.0%
	UNITS SOLD	0	0	0.0%	0	0	0.0%
	SALES DOLLARS	0	0	0.0%	0	0	0.0%
	PRICE RATIO	0.00	0.00		0.00	0.00	
	DAYS TO SELL	0	0	0.0%	0	0	#DIV/0!
	ACTIVE INVENTORY	16	41	-61.0%			
	AVERAGE PRICE	\$0	\$0	0.0%	\$0	\$0	0.0%
	MEDIAN PRICE	\$0	\$0	0.0%	\$0	\$0	0.0%
Multi-Family							
	UNITS LISTED	3	1	200.0%	3	1	200.0%
	UNITS SOLD	0	0	0.0%	0	0	0.0%
	SALES DOLLARS	0	0	0.0%	0	0	0.0%
	PRICE RATIO	0.00	0.00		0.00	0.00	
	DAYS TO SELL	0	0	0.0%	0	0	0.0%
	ACTIVE INVENTORY	29	20	45.0%			
	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	17	-17.6%	14	17	-17.6%
	UNITS SOLD	5	2	150.0%	5	2	150.0%
	SALES DOLLARS	155500	64250	142.0%	155500	64250	142.0%
	PRICE RATIO	66.36	73.99		66.36	73.99	
	DAYS TO SELL	112	234	-52.1%	112	234	-52.1%
	ACTIVE INVENTORY	107	90	18.9%			
	AVERAGE PRICE	\$31,100	\$32,125	-3.2%	\$31,100	\$32,125	-3.2%
	MEDIAN PRICE	\$28,000	\$32,125	-12.8%	\$28,000	\$32,125	-12.8%

COMPARATIVE ACTIVITY BY PROPERTY TYPE

January 31, 2002

NORTH OKANAGAN

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Residential							
	UNITS LISTED	138	111	24.3%	138	111	24.3%
	UNITS SOLD	48	34	41.2%	48	34	41.2%
	SALES DOLLARS	7433850	5356400	38.8%	7433850	5356400	38.8%
	PRICE RATIO	96.88	93.44		96.88	93.85	
	DAYS TO SELL	138	139	-0.7%	138	139	-0.7%
	ACTIVE INVENTORY	524	501	4.6%			
	AVERAGE PRICE	\$154,872	\$157,541	-1.7%	\$154,872	\$157,541	-1.7%
	MEDIAN PRICE	\$138,750	\$137,500	0.9%	\$138,750	\$137,500	0.9%
Residential (Waterfront)							
	UNITS LISTED	3	3	0.0%	3	3	0.0%
	UNITS SOLD	2	1	100.0%	2	1	100.0%
	SALES DOLLARS	625000	105000	495.2%	625000	105000	495.2%
	PRICE RATIO	90.38	72.46		90.38	72.46	
	DAYS TO SELL	167	551	-69.7%	167	551	-69.7%
	ACTIVE INVENTORY	29	32	-9.4%			
	AVERAGE PRICE	\$312,500	\$105,000	197.6%	\$312,500	\$105,000	197.6%
	MEDIAN PRICE	\$312,500	\$105,000	197.6%	\$312,500	\$105,000	197.6%
NORTH OKANAGAN - TOTALS							
	UNITS LISTED	290	251	15.5%	290	251	15.5%
	UNITS SOLD	93	63	47.6%	93	63	47.6%
	SALES DOLLARS	13355600	9499251	40.6%	13355600	9499251	40.6%
	PRICE RATIO	93.58	90.07		93.58	90.07	
	DAYS TO SELL	176	179	-1.7%	176	179	-1.7%
	ACTIVE INVENTORY	1924	1873	2.7%			

RESIDENTIAL LISTING / SALES ANALYSIS

**January 31, 2002
NORTH OKANAGAN**

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 90000	6	6	2	2
90001 to 110000	19	19	5	5
110001 to 130000	22	22	10	10
130001 to 150000	27	27	10	10
150001 to 170000	18	18	6	6
170001 to 190000	16	16	7	7
190001 to 210000	9	9	4	4
210001 to 230000	3	3	0	0
230001 to 250000	5	5	1	1
250001 to 270000	3	3	0	0
270001 to 290000	1	1	1	1
290001 to 310000	0	0	0	0
310001 and over	8	8	2	2
	137	137	48	48

LOT LISTING / SALES ANALYSIS

January 31, 2002

NORTH OKANAGAN

	Mthly Listings	YTD Listings		Mthly Sales		YTD Sales
Range	Total	Total		Total		Total
0 to 30000	5	5		0		0
30001 to 40000	0	0		0		0
40001 to 50000	6	6		0		0
50001 to 60000	3	3		2		2
60001 to 70000	2	2		0		0
70001 to 80000	2	2		1		1
80001 to 90000	2	2		1		1
90001 and over	16	16		7		7
	36	36		11		11