

NORTH OKANAGAN DIVISION

STAT - O - GRAM

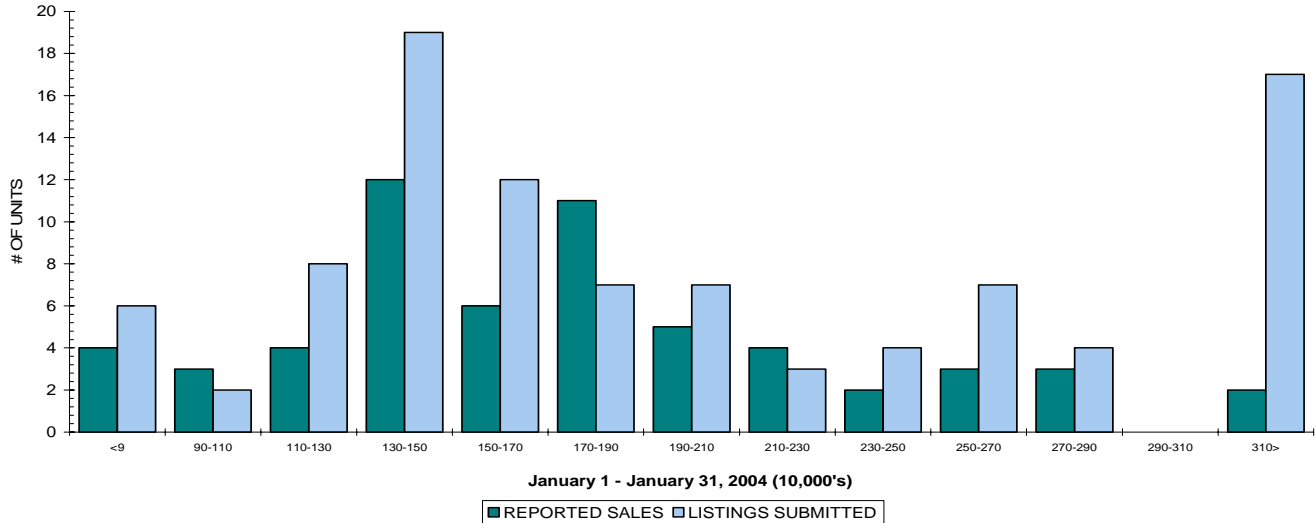
January 2004

QUICK SUMMARY

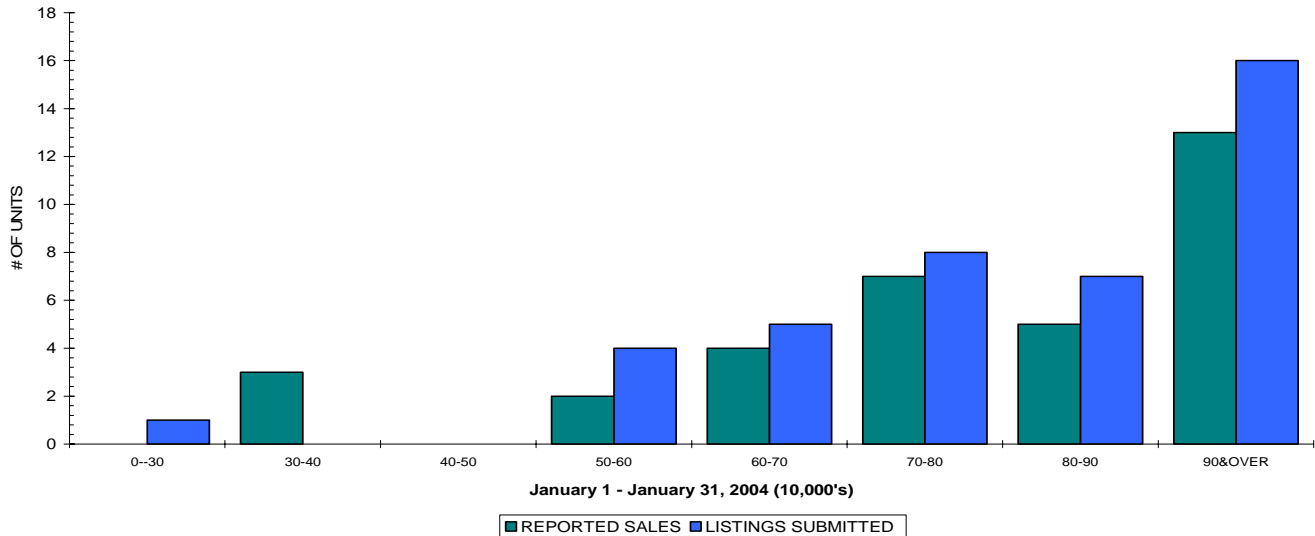
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	<u># of Units</u>	<u>\$ Value</u>	<u># of Units</u>	<u>\$ Value</u>	<u>Listings Taken</u>	<u>Inventory</u>
January 2004	152	\$23,332,261	61	\$10,911,250	240	1,197
December 2003	106	\$24,341,150	47	\$8,684,300	148	1,190
January 2003	113	\$18,683,629	48	\$8,132,100	300	1,613

The average number of listings-per-licensee is 5

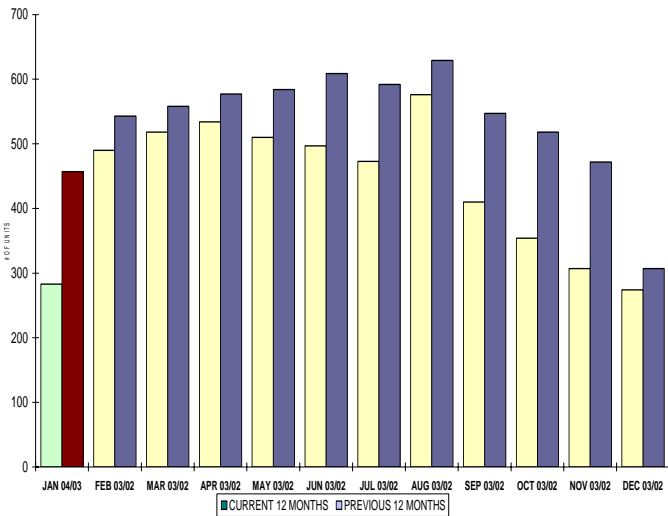
RESIDENTIAL LISTING & SALES ACTIVITY NORTH OKANAGAN DIVISION (BY PRICE CATEGORY)



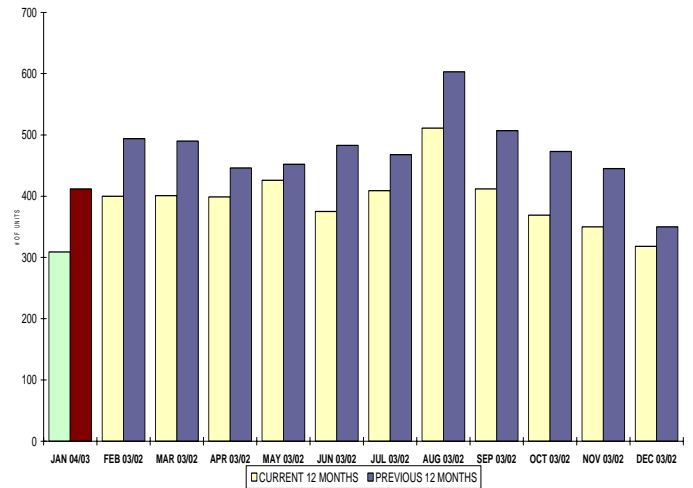
LOT LISTING & SALES ACTIVITY NORTH OKANAGAN DIVISION (BY PRICE CATEGORY)



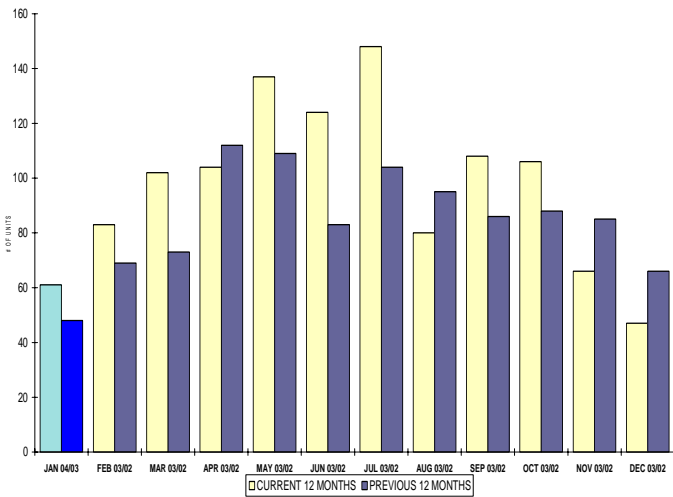
INVENTORY OF ACTIVE LISTINGS
RESIDENTIAL - NORTH OKANAGAN DIVISION



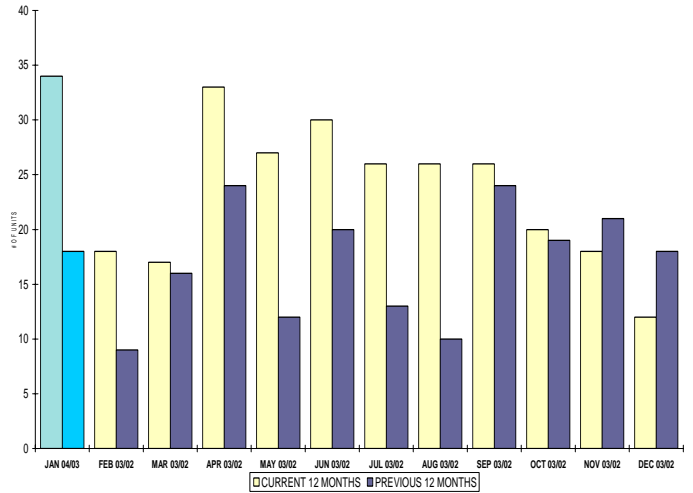
INVENTORY OF ACTIVE LISTINGS
LOTS - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD
RESIDENTIAL - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD
LOTS - NORTH OKANAGAN DIVISION



NORTH OKANAGAN DIVISION

January 2004

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	3	10	100	3.00%	439
ACREAGE/HOUSE	15	21	139	10.79%	155
CONDO/APT	6	10	54	11.11%	143
CONDO/TWNHSE	15	17	63	23.81%	123
LOTS	31	31	209	14.83%	175
RESIDENTIAL	61	99	283	21.55%	74

AVERAGE HOUSE PRICE \$178,873

MEDIAN HOUSE PRICE \$168,000

Lots Include: Acreage Waterfront, Lots and Lots Waterfront