

**NORTH OKANAGAN DIVISION**

**MONTHLY STATISTICS**

**FOR**

**January 1 - 31, 2003**

# NORTH OKANAGAN DIVISION

## STAT - O - GRAM

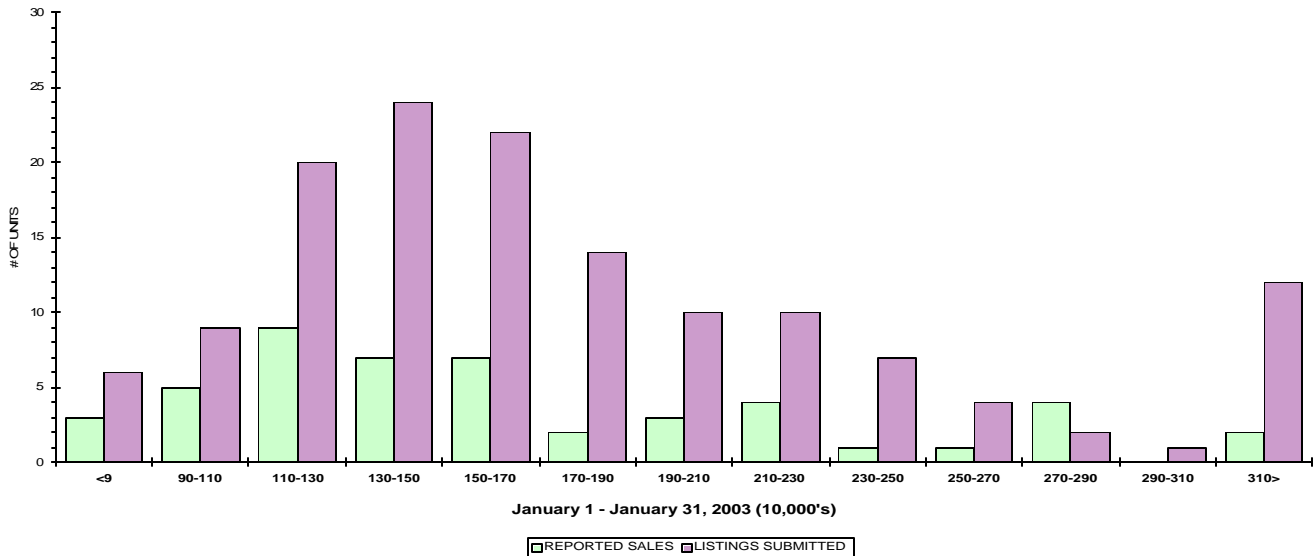
January 2003

### QUICK SUMMARY

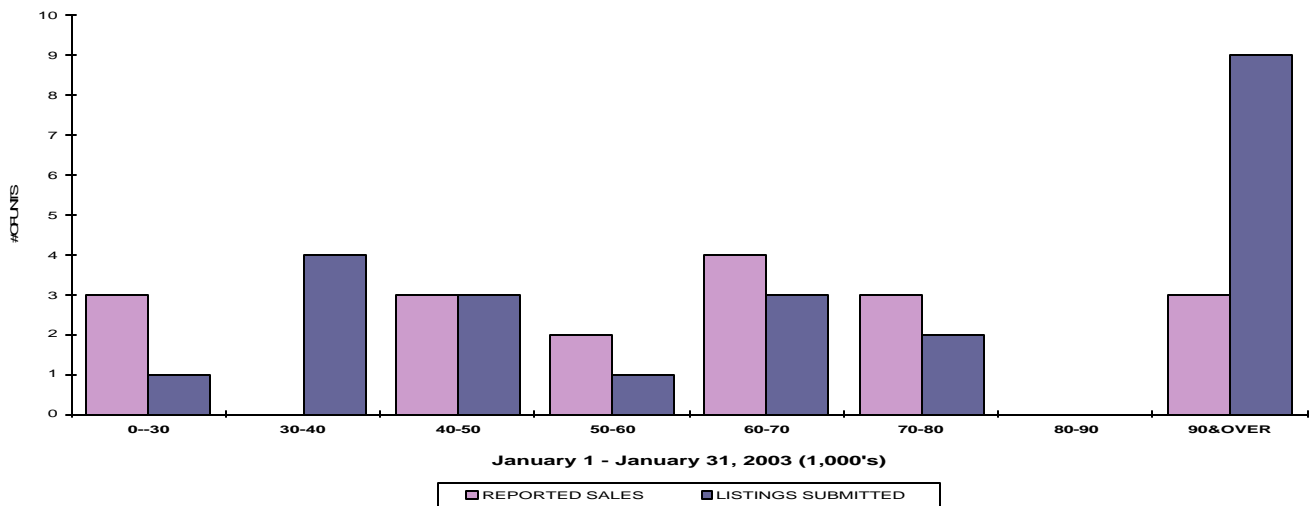
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	# of Units	\$ Value	# of Units	\$ Value	Listings Taken	Inventory
January 2003	113	\$18,683,629	48	\$8,132,100	300	1,613
December 2002	113	\$16,023,601	53	\$8,775,901	167	1,560
January 2002	93	\$13,355,600	48	\$7,433,850	290	1,924

The average number of listings-per-licensee is 8.5

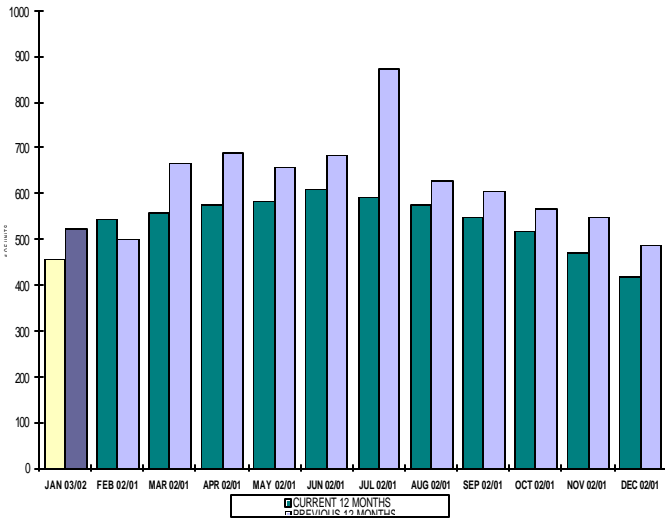
RESIDENTIAL LISTING & SALES ACTIVITY  
NORTH OKANAGAN DIVISION (BY PRICE CATEGORY)



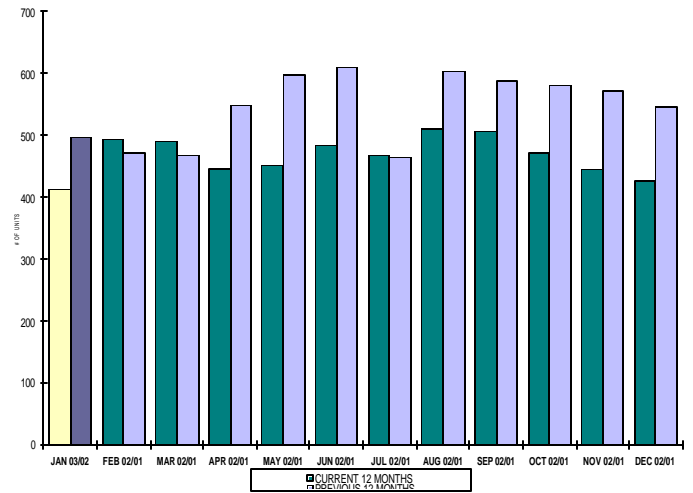
LOT LISTING & SALES ACTIVITY  
NORTH OKANAGAN DIV. (BY PRICE CATEGORY)



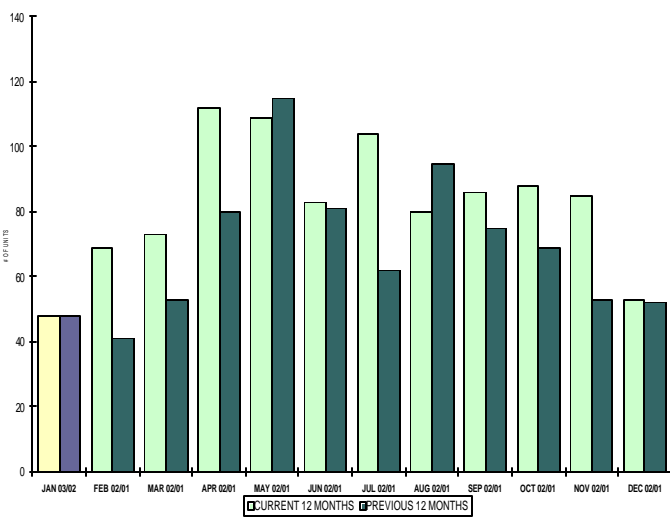
INVENTORY OF ACTIVE LISTINGS  
RESIDENTIAL - NORTH OKANAGAN DIVISION



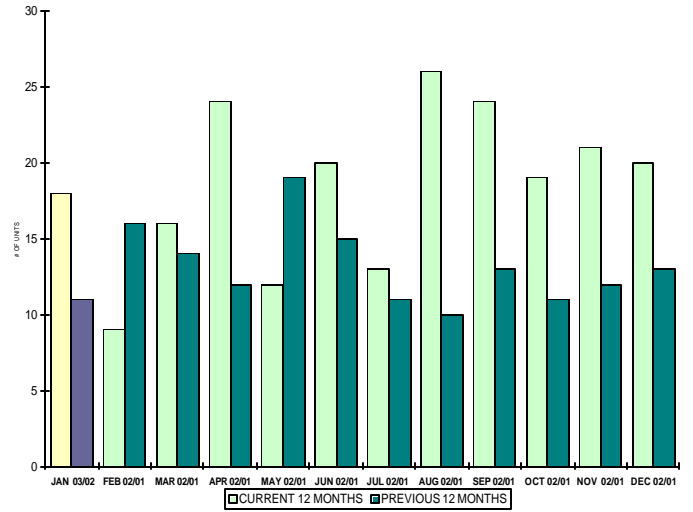
INVENTORY OF ACTIVE LISTINGS  
LOTS - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD  
RESIDENTIAL - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD  
LOTS - NORTH OKANAGAN DIVISION



**NORTH OKANAGAN DIVISION**

**January 2003**

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	1	9	124	0.81%	24
ACREAGE/HOUSE	18	46	172	10.47%	167
CONDO/APT	7	9	80	8.75%	376
CONDO/TWNHSE	10	15	67	14.93%	158
LOTS	17	14	288	5.90%	304
RESIDENTIAL	48	143	457	10.50%	104

**AVERAGE HOUSE PRICE \$169,419**

**MEDIAN HOUSE PRICE \$149,500**

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

**COMPARATIVE ACTIVITY BY ZONE AS AT  
January 31, 2003**

	CURRENT MONTH				YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE		THIS YEAR	LAST YEAR	INCREASE
<b>ZONE CO TOTALS</b>							
Units Listed	650	655	-0.8%	650	655	-0.8%	
Units Sold	310	283	9.5%	310	283	9.5%	
Sales Dollars	59417432	51297076	15.8%	59417432	51297076	15.8%	
Price Ratio	93.49	91.84		93.49	91.84		
Days to Sell	125	138	-9.4%	125	138	-9.4%	
Active Listings	2280						
<b>ZONE NO TOTALS</b>							
Units Listed	300	286	4.9%	300	286	4.9%	
Units Sold	113	93	21.5%	113	93	21.5%	
Sales Dollars	18683629	13355600	39.9%	18683629	13355600	39.9%	
Price Ratio	93.58	90.07		93.58	90.07		
Days to Sell	176	179	-1.7%	176	179	-1.7%	
Active Listings	1613						
<b>ZONE SH TOTALS</b>							
Units Listed	141	147	-4.1%	141	147	-4.1%	
Units Sold	42	37	13.5%	42	37	13.5%	
Sales Dollars	5894691	6541951	-9.9%	5894691	6539251	-9.9%	
Price Ratio	90.6	89.16		90.6	89.16		
Days to Sell	248	198	25.3%	248	198	25.3%	
Active Listings	1314						
<b>ZONE OB TOTALS</b>							
Units Listed	13	15	-13.3%	13	15	-13.3%	
Units Sold	5	0		5	0		
Sales Dollars	2326800	0		2326800	0		
Price Ratio	0	89.24		0.00	89.24		
Days to Sell	0	194	-100.0%	0	194	-100.0%	
Active Listings	132						
<b>GRAND TOTALS</b>							
Units Listed	1104	1103	0.1%	1104	1103	0.1%	
Units Sold	470	413	13.8%	470	413	13.8%	
Sales Dollars	86322552	71194627	21.2%	86322552	71191927	21.3%	
Price Ratio	93.23	90.97		93.23	90.97		
Days to Sell	147	158	-7.0%	147	158	-7.0%	
Active Listings	5339						

**LICENSEES**  
**January 31, 2002**

	TOTAL NUMBER OF LICENSEES January 31/03	TOTAL NUMBER OF LICENSEES January 31/02	CHANGE BY NUMBER	CHANGE BY %
ALL DIVISIONS	722	666	56	8.41%
CENTRAL OK DIV.	468	423	45	10.64%
NORTH OK DIV.	189	176	13	7.39%
SHUSWAP DIV.	65	67	-2	-2.99%
<b>CURRENT MEMBERSHIP</b>				
AGENT LICENSEES	71			
SALESPERSONS	579			
PROPERTY MANAGEMENT	9			
9:15 LICENCEE MEMBER	62			
EXEMPTION MEMBER	1			
<b>TOTALS</b>	<b>722</b>			

**COMPARATIVE ACTIVITY BY PROPERTY TYPE**  
**January 31, 2003**  
**NORTH OKANAGAN**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Acreage</b>						
UNITS LISTED	9	18	-50.0%	9	18	-50.0%
UNITS SOLD	1	1	0.0%	1	1	0.0%
SALES DOLLARS	92000	100000	-8.0%	92000	100000	-8.0%
PRICE RATIO	93.97	74.34		93.97	74.34	
DAYS TO SELL	24	252	-90.5%	24	252	-90.5%
ACTIVE INVENTORY	124					
AVERAGE PRICE	\$92,000	\$100,000	-8.0%	\$92,000	\$100,000	-8.0%
MEDIAN PRICE	\$92,000	\$100,000	-8.0%	\$92,000	\$100,000	-8.0%
<b>Acreage with House</b>						
UNITS LISTED	46	28	64.3%	46	28	64.3%
UNITS SOLD	18	12	50.0%	18	12	50.0%
SALES DOLLARS	4068000	2230500	82.4%	4068000	2230500	82.4%
PRICE RATIO	91.78	91.40		91.78	91.40	
DAYS TO SELL	167	255	-34.5%	167	255	-34.5%
ACTIVE INVENTORY	172					
AVERAGE PRICE	\$226,000	\$185,875	21.6%	\$226,000	\$185,875	21.6%
MEDIAN PRICE	\$227,000	\$190,500	19.2%	\$227,000	\$190,500	19.2%
<b>Acreage (Waterfront)</b>						
UNITS LISTED	0	2	-100.0%	0	2	-100.0%
UNITS SOLD	0	1	-100.0%	0	1	-100.0%
SALES DOLLARS	0	164000	-100.0%	0	164000	-100.0%
PRICE RATIO	0.00	91.16		0.00	91.16	
DAYS TO SELL	0	216	-100.0%	0	216	-100.0%
ACTIVE INVENTORY	4					
AVERAGE PRICE	\$0	\$164,000	-100.0%	\$0	\$164,000	-100.0%
MEDIAN PRICE	\$0	\$164,000	-100.0%	\$0	\$164,000	-100.0%
<b>Business</b>						
UNITS LISTED	14	9	55.6%	14	9	55.6%
UNITS SOLD	1	0	100.0%	1	0	100.0%
SALES DOLLARS	22500	0	100.0%	22500	0	100.0%
PRICE RATIO	90.36			90.36	0.00	
DAYS TO SELL	87	0	100.0%	87	0	100.0%
ACTIVE INVENTORY	71					
AVERAGE PRICE	\$22,500	\$0	100.0%	\$22,500	\$0	100.0%
MEDIAN PRICE	\$22,500	\$0	100.0%	\$22,500	\$0	100.0%
<b>Condo (Townhouse)</b>						
UNITS LISTED	15	22	-31.8%	15	22	-31.8%
UNITS SOLD	10	8	25.0%	10	8	25.0%
SALES DOLLARS	1296701	1016150	27.6%	1296701	1016150	27.6%
PRICE RATIO	96.35	94.84		96.35	94.84	
DAYS TO SELL	158	102	54.9%	158	102	54.9%
ACTIVE INVENTORY	67					
AVERAGE PRICE	\$129,670	\$127,019	2.1%	\$129,670	\$127,019	2.1%
MEDIAN PRICE	\$95,000	\$116,625	-18.5%	\$95,000	\$116,625	-18.5%

**COMPARATIVE ACTIVITY BY PROPERTY TYPE**

**January 31, 2003  
NORTH OKANAGAN**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Condo (Apt)</b>						
UNITS LISTED	9	12	-25.0%	9	12	-25.0%
UNITS SOLD	7	3	133.3%	7	3	133.3%
SALES DOLLARS	744000	149400	398.0%	744000	149400	398.0%
PRICE RATIO	93.05	97.35		93.05	97.35	
DAYS TO SELL	376	94	300.0%	376	94	300.0%
ACTIVE INVENTORY	80					
AVERAGE PRICE	\$106,286	\$49,800	113.4%	\$106,286	\$49,800	113.4%
MEDIAN PRICE	\$117,000	\$42,500	175.3%	\$117,000	\$42,500	175.3%
<b>Duplex</b>						
UNITS LISTED	3	7	-57.1%	3	7	-57.1%
UNITS SOLD	3	2	50.0%	3	2	50.0%
SALES DOLLARS	436000	170000	156.5%	436000	170000	156.5%
PRICE RATIO	93.90	93.02		93.90	93.02	
DAYS TO SELL	315	88	258.0%	315	88	258.0%
ACTIVE INVENTORY	30					
AVERAGE PRICE	\$145,333	\$85,000	71.0%	\$145,333	\$85,000	71.0%
MEDIAN PRICE	\$147,000	\$85,000	72.9%	\$147,000	\$85,000	72.9%
<b>Farms</b>						
UNITS LISTED	2	4	-50.0%	2	4	-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	30					
AVERAGE PRICE	\$0	\$0	0.0%	\$0	\$0	0.0%
MEDIAN PRICE	\$0	\$0	0.0%	\$0	\$0	0.0%
<b>IC&amp;I</b>						
UNITS LISTED	13	5	160.0%	13	5	160.0%
UNITS SOLD	2	1	100.0%	2	1	100.0%
SALES DOLLARS	708000	151000	368.9%	708000	151000	368.9%
PRICE RATIO	86.51	94.43		86.51	94.43	
DAYS TO SELL	129	164	-21.3%	129	164	-21.3%
ACTIVE INVENTORY	69					
AVERAGE PRICE	\$354,000	\$151,000	134.4%	\$354,000	\$151,000	134.4%
MEDIAN PRICE	\$354,000	\$151,000	134.4%	\$354,000	\$151,000	134.4%
<b>IC&amp;I Land</b>						
UNITS LISTED	4	6	-33.3%	4	6	-33.3%
UNITS SOLD	2	1	100.0%	2	1	100.0%
SALES DOLLARS	550000	325000	69.2%	550000	325000	69.2%
PRICE RATIO	92.61	90.27		92.61	90.27	
DAYS TO SELL	130	124	4.8%	130	124	4.8%
ACTIVE INVENTORY	58					
AVERAGE PRICE	\$275,000	\$325,000	-15.4%	\$275,000	\$325,000	-15.4%
MEDIAN PRICE	\$275,000	\$325,000	-15.4%	\$275,000	\$325,000	-15.4%

**COMPARATIVE ACTIVITY BY PROPERTY TYPE**

January 31, 2003

**NORTH OKANAGAN**

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Lots</b>							
	UNITS LISTED	14	15	-6.7%	14	15	-6.7%
	UNITS SOLD	17	9	88.9%	17	9	88.9%
	SALES DOLLARS	1066828	835200	27.7%	1066828	835200	27.7%
	PRICE RATIO	95.94	96.07		95.94	96.07	
	DAYS TO SELL	304	420	-27.6%	304	420	-27.6%
	ACTIVE INVENTORY	280					
	AVERAGE PRICE	\$62,755	\$92,800	-32.4%	\$62,755	\$92,800	-32.4%
	MEDIAN PRICE	\$62,000	\$98,000	-36.7%	\$62,000	\$98,000	-36.7%
<b>Leases</b>							
	UNITS LISTED	4	2	100.0%	4	2	100.0%
	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					
	AVERAGE PRICE	\$0	\$0	0.0%	\$0	\$0	0.0%
	MEDIAN PRICE	\$0	\$0	0.0%	\$0	\$0	0.0%
<b>Lots (Waterfront)</b>							
	UNITS LISTED	0	1	-100.0%	0	1	-100.0%
	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	4					
	AVERAGE PRICE	\$0	\$0	0.0%	\$0	\$0	0.0%
	MEDIAN PRICE	\$0	\$0	0.0%	\$0	\$0	0.0%
<b>Multi-Family</b>							
	UNITS LISTED	6	3	100.0%	6	3	100.0%
	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	
	DAYS TO SELL	0	0	0.0%	0	0	0.0%
	ACTIVE INVENTORY	25					
	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	16	14	14.3%	16	14	14.3%
	UNITS SOLD	2	5	-60.0%	2	5	-60.0%
	SALES DOLLARS	62500	155500	-59.8%	62500	155500	-59.8%
	PRICE RATIO	90.36	66.36		90.36	66.36	
	DAYS TO SELL	110	112	-1.8%	110	112	-1.8%
	ACTIVE INVENTORY	89					
	AVERAGE PRICE	\$31,250	\$31,100	0.5%	\$31,250	\$31,100	0.5%
	MEDIAN PRICE	\$31,250	\$28,000	11.6%	\$31,250	\$28,000	11.6%

**COMPARATIVE ACTIVITY BY PROPERTY TYPE**

January 31, 2003

**NORTH OKANAGAN**

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Residential</b>							
	UNITS LISTED	143	136	5.1%	143	136	5.1%
	UNITS SOLD	48	48	0.0%	48	48	0.0%
	SALES DOLLARS	8132100	7433850	9.4%	8132100	7433850	9.4%
	PRICE RATIO	94.98	96.88		94.98	96.88	
	DAYS TO SELL	104	138	-24.6%	104	138	-24.6%
	ACTIVE INVENTORY	457					
	AVERAGE PRICE	\$169,419	\$154,872	9.4%	\$169,419	\$154,872	9.4%
	MEDIAN PRICE	\$149,500	\$138,750	7.7%	\$149,500	\$138,750	7.7%
<b>Residential (Waterfront)</b>							
	UNITS LISTED	2	2	0.0%	2	2	0.0%
	UNITS SOLD	2	2	0.0%	2	2	0.0%
	SALES DOLLARS	1505000	625000	140.8%	1505000	625000	140.8%
	PRICE RATIO	102.67	90.38		102.67	90.38	
	DAYS TO SELL	22	167	-86.8%	22	167	-86.8%
	ACTIVE INVENTORY	13					
	AVERAGE PRICE	\$752,500	\$312,500	140.8%	\$752,500	\$312,500	140.8%
	MEDIAN PRICE	\$752,500	\$312,500	140.8%	\$752,500	\$312,500	140.8%
<b>NORTH OKANAGAN - TOTALS</b>							
	UNITS LISTED	300	286	4.9%	300	286	4.9%
	UNITS SOLD	113	93	21.5%	113	93	21.5%
	SALES DOLLARS	18683629	13355600	39.9%	18683629	13355600	39.9%
	PRICE RATIO	93.58	90.07		93.58	90.07	
	DAYS TO SELL	176	179	-1.7%	176	179	-1.7%
	ACTIVE INVENTORY	1613					

**RESIDENTIAL LISTING / SALES ANALYSIS**

**January 31, 2003  
NORTH OKANAGAN**

<b>Range</b>	<b>Mthly Listings Total</b>	<b>YTD Listings Total</b>	<b>Mthly Sales Total</b>	<b>YTD Sales Total</b>
0 to 90000	6	6	3	3
90001 to 110000	9	9	5	5
110001 to 130000	20	20	9	9
130001 to 150000	24	24	7	7
150001 to 170000	22	22	7	7
170001 to 190000	14	14	2	2
190001 to 210000	10	10	3	3
210001 to 230000	10	10	4	4
230001 to 250000	7	7	1	1
250001 to 270000	4	4	1	1
270001 to 290000	2	2	4	4
290001 to 310000	1	1	0	0
310001 and over	12	12	2	2
	<b>141</b>	<b>141</b>	<b>48</b>	<b>48</b>

**LOT LISTING / SALES ANALYSIS**

January 31, 2003

**NORTH OKANAGAN**

	<b>Mthly Listings</b>	<b>YTD Listings</b>		<b>Mthly Sales</b>		<b>YTD Sales</b>
<b>Range</b>	<b>Total</b>	<b>Total</b>		<b>Total</b>		<b>Total</b>
0 to 30000	1	1		3		3
30001 to 40000	4	4		0		0
40001 to 50000	3	3		3		3
50001 to 60000	1	1		2		2
60001 to 70000	3	3		4		4
70001 to 80000	2	2		3		3
80001 to 90000	0	0		0		0
90001 and over	9	9		3		3
	<b>23</b>	<b>23</b>		<b>18</b>		<b>18</b>