

**NORTH DIVISION
MONTHLY STATISTICS**

FOR

January 1 - 31, 2004

NORTH OKANAGAN DIVISION

STAT - O - GRAM

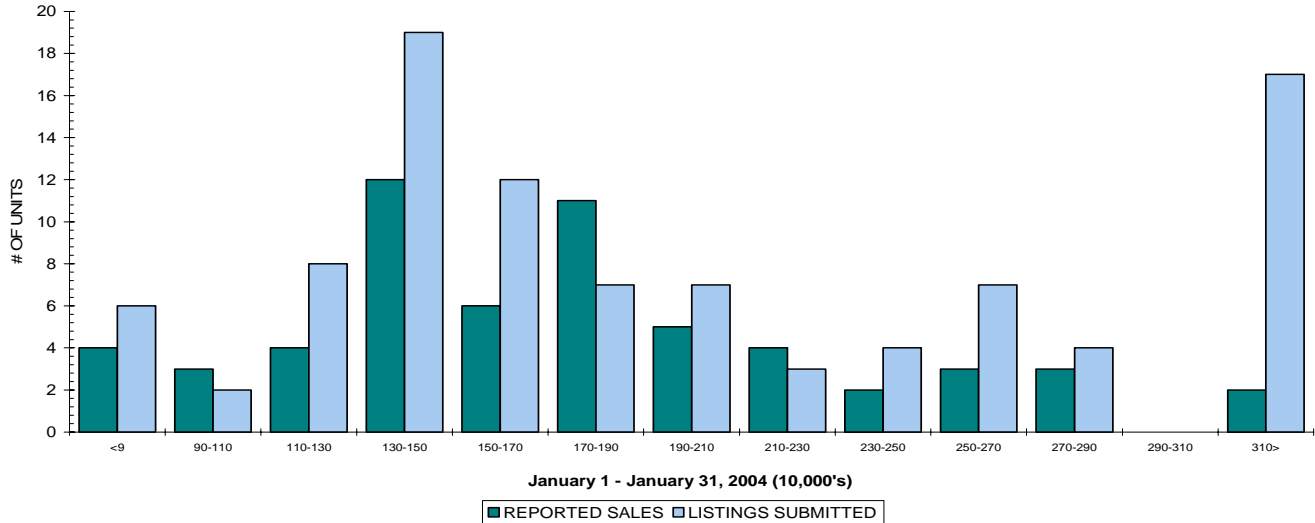
January 2004

QUICK SUMMARY

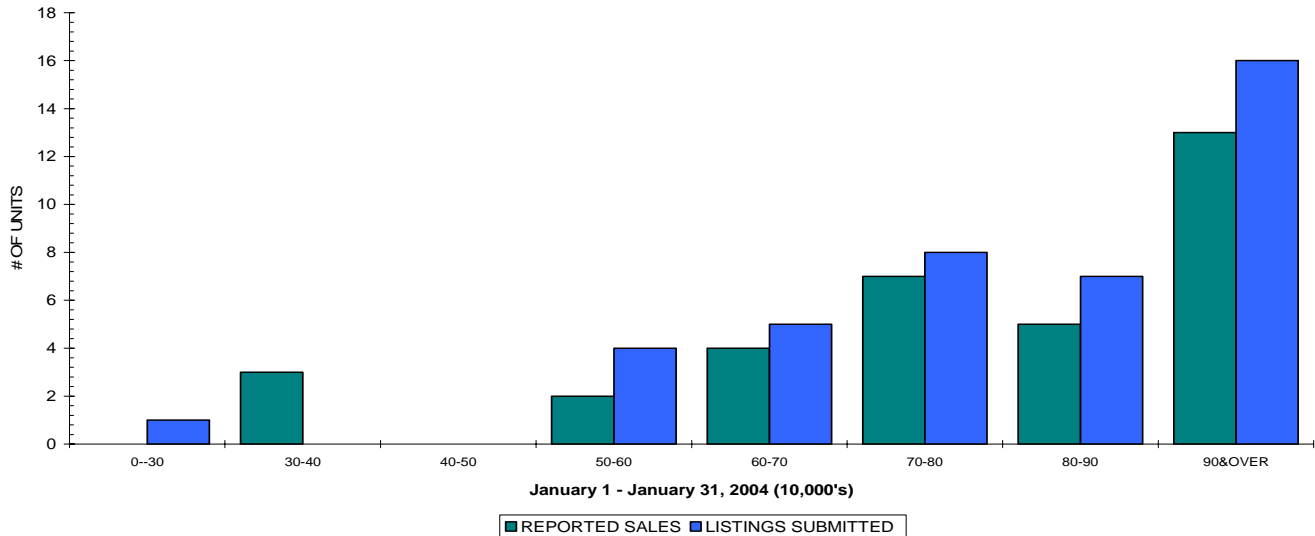
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	<u># of Units</u>	<u>\$ Value</u>	<u># of Units</u>	<u>\$ Value</u>	<u>Listings Taken</u>	<u>Inventory</u>
January 2004	152	\$23,332,261	61	\$10,911,250	240	1,197
December 2003	106	\$24,341,150	47	\$8,684,300	148	1,190
January 2003	113	\$18,683,629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

The average number of listings-per-licensee is 5

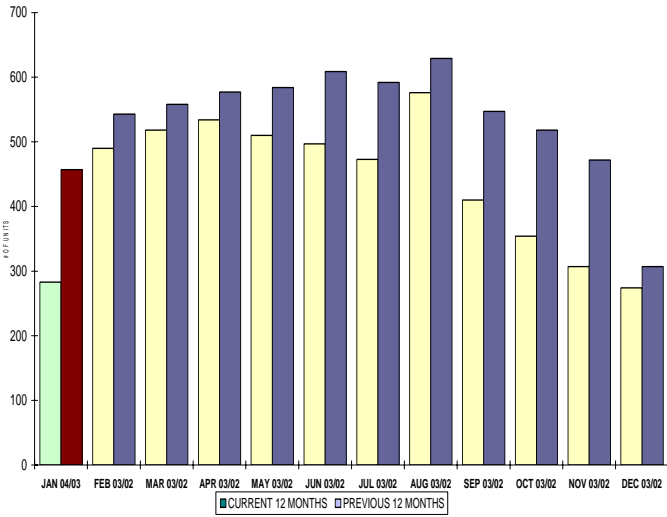
RESIDENTIAL LISTING & SALES ACTIVITY NORTH OKANAGAN DIVISION (BY PRICE CATEGORY)



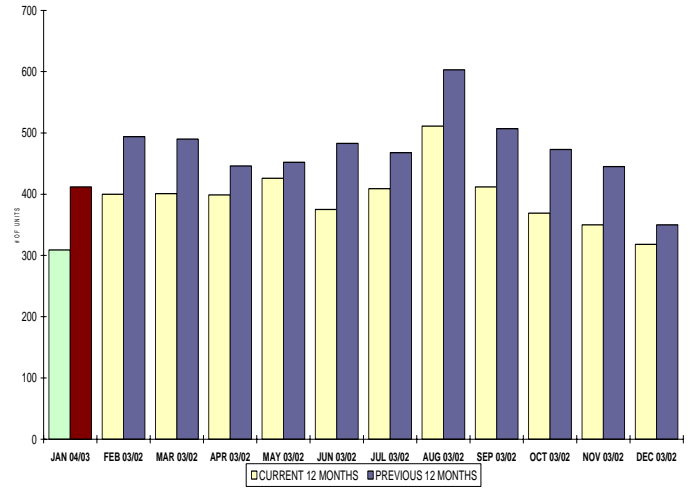
LOT LISTING & SALES ACTIVITY NORTH OKANAGAN DIVISION (BY PRICE CATEGORY)



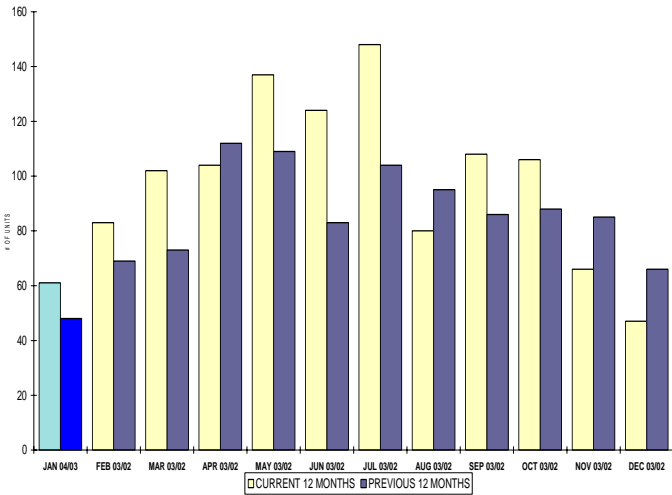
INVENTORY OF ACTIVE LISTINGS
RESIDENTIAL - NORTH OKANAGAN DIVISION



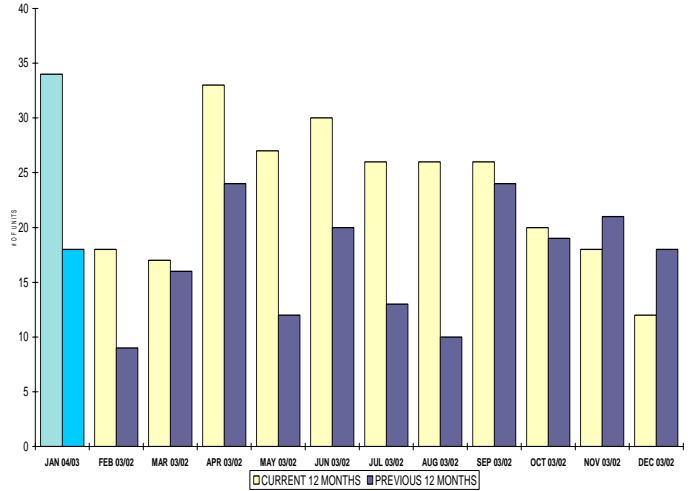
INVENTORY OF ACTIVE LISTINGS
LOTS - NORTH OKANAGAN DIVISION



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

**COMPARATIVE ACTIVITY BY ZONE AS AT
January 31, 2004**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE

**ZONE CO
TOTALS**

Units Listed	608	668	-9.0%	608	668	-9.0%
Units Sold	298	316	-5.7%	298	316	-5.7%
Sales Dollars	\$72,264,341	\$60,984,071	18.5%	\$72,264,341	\$60,984,071	18.5%
List/Sell Ratio	96.90%	97.14%	-0.2%	96.90%	97.14%	-0.2%
Days to Sell	103	92	12.0%	103	92	12.0%
Active Listings	1985	2280	-12.9%			

**ZONE NO
TOTALS**

Units Listed	240	304	-21.1%	240	304	-21.1%
Units Sold	152	112	35.7%	152	112	35.7%
Sales Dollars	\$23,332,261	\$18,221,728	28.0%	\$23,332,261	\$18,221,728	28.0%
List/Sell Ratio	96.54%	94.69%	2.0%	96.54%	94.69%	2.0%
Days to Sell	141	169	-16.6%	141	169	-16.6%
Active Listings	1197	1613	-25.8%			

**ZONE SH
TOTALS**

Units Listed	168	147	14.3%	168	147	14.3%
Units Sold	59	46	28.3%	59	46	28.3%
Sales Dollars	\$8,779,900	\$7,332,791	19.7%	\$8,780,150	\$7,331,891	19.8%
List/Sell Ratio	90.28%	92.61%	-2.5%	90.28%	92.61%	-2.5%
Days to Sell	189	161	17.4%	189	161	17.4%
Active Listings	1026	1314	-21.9%			

**ZONE OB
TOTALS**

Units Listed	11	15	-26.7%	11	15	-26.7%
Units Sold	2	1	100.0%	2	1	100.0%
Sales Dollars	\$287,500	\$202,000	42.3%	\$287,500	\$202,000	42.3%
List/Sell Ratio	87.77%	96.65%	-9.2%	87.77%	96.65%	-9.2%
Days to Sell	305	369	-17.3%	305	368	-17.1%
Active Listings	117	132	-11.4%			

GRAND TOTALS

Units Listed	1027	1134	-9.4%	1027	1134	-9.4%
Units Sold	511	475	7.6%	511	475	7.6%
Sales Dollars	\$104,664,002	\$86,740,590	20.7%	\$104,664,252	\$86,739,690	20.7%
List/Sell Ratio	96.06%	95.20%	0.9%	96.06%	95.20%	0.9%
Days to Sell	125	118	5.9%	125	118	5.9%
Active Listings	4325	5339	-19.0%			

LICENSEES
January 31, 2004

	TOTAL NUMBER OF LICENSEES January 31/04	TOTAL NUMBER OF LICENSEES January 31/03	CHANGE BY NUMBER	CHANGE BY %
ALL DIVISIONS	801	722	79	10.94%
CENTRAL OK DIV.	506	468	38	8.12%
NORTH OK DIV.	226	189	37	19.58%
SHUSWAP DIV.	69	65	4	6.15%

CURRENT MEMBERSHIP

AGENT LICENSEES	77
SALESPERSONS	655
PROPERTY MANAGEMENT	8
9:15 LICENCEE MEMBER	60
EXEMPTION MEMBER	1

TOTALS **801**

**North Division Comparative Activity By Property Type
January 31, 2004**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	10	8	25.0%	10	8	25.0%
Units Sold	3	0	100.0%	3	0	100.0%
Sales Dollars	\$520,000	\$0	100.0%	\$520,000	\$0	100.0%
List/Sell Ratio	95.37%	0.00%	100.0%	95.37%	0.00%	100.0%
Days to Sell	439	0	100.0%	439	0	100.0%
Active Inventory	100	124	-19.4%			
Average Price	\$173,333	\$0	100.0%	\$173,333	\$0	100.0%
Median Price	\$145,000	\$0	100.0%	\$145,000	\$0	100.0%
Acreage with House						
Units Listed	21	45	-53.3%	21	45	-53.3%
Units Sold	15	16	-6.3%	15	16	-6.3%
Sales Dollars	\$3,862,500	\$3,652,000	5.8%	\$3,862,500	\$3,652,000	5.8%
List/Sell Ratio	95.96%	91.48%	4.9%	95.96%	91.48%	4.9%
Days to Sell	155	166	-6.6%	155	166	-6.6%
Active Inventory	139	172	-19.2%	139	270	
Average Price	\$257,500	\$228,250	12.8%	\$257,500	\$228,250	12.8%
Median Price	\$275,000	\$227,000	21.1%	\$275,000	\$227,000	21.1%
Acreage (Waterfront)						
Units Listed	1	0	100.0%	1	0	100.0%
Units Sold	0	1	-100.0%	0	1	-100.0%
Sales Dollars	\$0	\$111,000	-100.0%	\$0	\$111,000	-100.0%
List/Sell Ratio	0.00%	100.90%	-100.0%	0.00%	100.90%	-100.0%
Days to Sell	0	120	-100.0%	0	120	-100.0%
Active Inventory	3	4	-25.0%			
Average Price	\$0	\$111,000	-100.0%	\$0	\$111,000	-100.0%
Median Price	\$0	\$111,000	-100.0%	\$0	\$111,000	-100.0%
Business						
Units Listed	7	13	-46.2%	7	13	-46.2%
Units Sold	3	2	50.0%	3	2	50.0%
Sales Dollars	\$539,000	\$157,500	242.2%	\$539,000	\$157,500	242.2%
List/Sell Ratio	95.49%	93.39%	2.2%	95.49%	93.39%	2.2%
Days to Sell	671	218	207.8%	671	218	207.8%
Active Inventory	60	71	-15.5%			
Average Price	\$179,667	\$78,750	128.1%	\$179,667	\$78,750	128.1%
Median Price	\$210,000	\$78,750	166.7%	\$210,000	\$78,750	166.7%
Condo (Townhouse)						
Units Listed	17	25	-32.0%	17	25	-32.0%
Units Sold	15	7	114.3%	15	7	114.3%
Sales Dollars	\$1,712,400	\$1,002,900	70.7%	\$1,712,400	\$1,002,900	70.7%
List/Sell Ratio	96.40%	97.11%	-0.7%	96.40%	97.10%	-0.7%
Days to Sell	123	102	20.6%	123	102	20.6%
Active Inventory	63	67	-6.0%			
Average Price	\$114,160	\$143,271	-20.3%	\$114,160	\$143,271	-20.3%
Median Price	\$106,000	\$132,000	-19.7%	\$106,000	\$132,000	-19.7%
Condo (Apt)						
Units Listed	10	9	11.1%	10	9	11.1%
Units Sold	6	9	-33.3%	6	9	-33.3%
Sales Dollars	\$585,112	\$942,000	-37.9%	\$585,112	\$942,000	-37.9%
List/Sell Ratio	94.98%	94.42%	0.6%	94.98%	94.42%	0.6%
Days to Sell	143	292	-51.0%	143	292	-51.0%
Active Inventory	54	80	-32.5%			
Average Price	\$97,519	\$104,667	-6.8%	\$97,519	\$104,667	-6.8%
Median Price	\$95,000	\$117,000	-18.8%	\$95,000	\$117,000	-18.8%

North Division Comparative Activity By Property Type

January 31, 2004

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	3	3	0.0%	3	3	0.0%
Units Sold	3	4	-25.0%	3	4	-25.0%
Sales Dollars	\$452,000	\$606,000	-25.4%	\$452,000	\$606,000	-25.4%
List/Sell Ratio	93.08%	93.06%	0.0%	93.08%	93.06%	0.0%
Days to Sell	212	411	-48.4%	212	411	-48.4%
Active Inventory	20	30	-33.3%			
Average Price	\$150,667	\$151,500	-0.6%	\$150,667	\$151,500	-0.6%
Median Price	\$162,000	\$146,000	11.0%	\$162,000	\$146,000	11.0%
Farms						
Units Listed	6	2	200.0%	6	2	200.0%
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%	0.0%	0.00%	0.00%	0.0%
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	26	30	-13.3%	26	30	
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
IC&I						
Units Listed	9	13	-30.8%	9	13	-30.8%
Units Sold	3	1	200.0%	3	1	200.0%
Sales Dollars	\$550,000	\$168,000	227.4%	\$550,000	\$168,000	227.4%
List/Sell Ratio	80.19%	88.65%	-9.5%	80.19%	88.65%	-9.5%
Days to Sell	131	10	1210.0%	131	10	1210.0%
Active Inventory	73	69	5.8%			
Average Price	\$183,333	\$168,000	9.1%	\$183,333	\$168,000	9.1%
Median Price	\$135,000	\$168,000	-19.6%	\$135,000	\$168,000	-19.6%
IC&I Land						
Units Listed	2	4	-50.0%	2	4	-50.0%
Units Sold	1	1	0.0%	1	1	0.0%
Sales Dollars	\$75,000	\$300,000	-75.0%	\$75,000	\$300,000	-75.0%
List/Sell Ratio	94.93%	92.30%	2.8%	94.93%	92.30%	2.8%
Days to Sell	126	108	16.7%	126	108	16.7%
Active Inventory	44	58	-24.1%			
Average Price	\$75,000	\$300,000	-75.0%	\$75,000	\$300,000	-75.0%
Median Price	\$75,000	\$300,000	-75.0%	\$75,000	\$300,000	-75.0%
Lots						
Units Listed	30	14	114.3%	30	14	114.3%
Units Sold	31	21	47.6%	31	21	47.6%
Sales Dollars	\$2,861,300	\$1,369,228	109.0%	\$2,861,300	\$1,369,228	109.0%
List/Sell Ratio	100.25%	96.65%	3.7%	100.25%	96.65%	3.7%
Days to Sell	175	268	-34.7%	175	268	-34.7%
Active Inventory	205	280	-26.8%			
Average Price	\$92,300	\$65,201	41.6%	\$92,300	\$65,201	41.6%
Median Price	\$80,000	\$62,000	29.0%	\$80,000	\$62,000	29.0%
Leases						
Units Listed	5	4	25.0%	5	4	25.0%
Units Sold	2	0	100.0%	2	0	100.0%
Sales Dollars	\$44,400	\$0	100.0%	\$44,400	\$0	100.0%
List/Sell Ratio	0.00%	0.00%	0.0%	0.00%	0.00%	0.0%
Days to Sell	38	0	100.0%	38	0	100.0%
Active Inventory	37	40	-7.5%			
Average Price	\$22,200	\$0	100.0%	\$22,200	\$0	100.0%
Median Price	\$22,200	\$0	100.0%	\$22,200	\$0	100.0%

**North Division Comparative Activity By Property Type
January 31, 2004**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots (Waterfront)						
Units Listed	0	0	0.0%	0	0	0.0%
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%	0.0%	0.00%	0.00%	0.0%
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	1	4	-75.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Multi-Family						
Units Listed	0	6	-100.0%	0	6	-100.0%
Units Sold	1	0	100.0%	1	0	100.0%
Sales Dollars	\$224,999	\$0	100.0%	\$224,999	\$0	100.0%
List/Sell Ratio	90.03%	0.00%	100.0%	90.03%	0.00%	100.0%
Days to Sell	205	0	100.0%	205	0	100.0%
Active Inventory	10	25	-60.0%	10	25	
Average Price	\$224,999	\$0	100.0%	\$224,999	\$0	100.0%
Median Price	\$224,999	\$0	100.0%	\$224,999	\$0	100.0%
Mobile Homes						
Units Listed	17	16	6.3%	17	16	6.3%
Units Sold	5	0	100.0%	5	0	100.0%
Sales Dollars	\$133,800	\$0	100.0%	\$133,800	\$0	100.0%
List/Sell Ratio	89.20%	0.00%	100.0%	89.20%	0.00%	100.0%
Days to Sell	252	0	100.0%	252	0	100.0%
Active Inventory	64	89	-28.1%			
Average Price	\$26,760	\$0	100.0%	\$26,760	\$0	100.0%
Median Price	\$17,900	\$0	100.0%	\$17,900	\$0	100.0%
Residential						
Units Listed	99	139	-28.8%	99	139	-28.8%
Units Sold	61	49	24.5%	61	49	24.5%
Sales Dollars	\$10,911,250	\$8,888,100	22.8%	\$10,911,250	\$8,888,100	22.8%
List/Sell Ratio	96.51%	94.56%	2.1%	96.51%	94.69%	1.9%
Days to Sell	74	100	-26.0%	74	100	-26.0%
Active Inventory	283	457	-38.1%			
Average Price	\$178,873	\$181,390	-1.4%	\$178,873	\$181,390	-1.4%
Median Price	\$168,000	\$155,000	8.4%	\$168,000	\$155,000	8.4%
Residential (Waterfront)						
Units Listed	3	3	0.0%	3	3	0.0%
Units Sold	3	1	200.0%	3	1	200.0%
Sales Dollars	\$860,500	\$1,025,000	-16.0%	\$860,500	\$1,025,000	-16.0%
List/Sell Ratio	99.85%	109.15%	-8.5%	99.85%	109.15%	-8.5%
Days to Sell	70	17	311.8%	70	17	311.8%
Active Inventory	15	13	15.4%			
Average Price	\$286,833	\$1,025,000	-72.0%	\$286,833	\$1,025,000	-72.0%
Median Price	\$208,500	\$1,025,000	-79.7%	\$208,500	\$1,025,000	-79.7%
NORTH OKANAGAN - TOTALS						
Units Listed	240	304	-21.1%	240	304	-21.1%
Units Sold	152	112	35.7%	152	112	35.7%
Sales Dollars	\$23,332,261	\$18,221,728	28.0%	\$23,332,261	\$18,221,728	28.0%
List/Sell Ratio	96.54%	94.69%	2.0%	96.54%	94.69%	2.0%
Days to Sell	141	169	-16.6%	141	169	-16.6%
Active Inventory	1197	1613	-25.8%			

**North Residential Listing/Sales Analysis
January 31, 2004**

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 90000	6	6	4	4
90001 to 110000	2	2	3	3
110001 to 130000	8	8	4	4
130001 to 150000	19	19	12	12
150001 to 170000	12	12	6	6
170001 to 190000	7	7	11	11
190001 to 210000	7	7	5	5
210001 to 230000	3	3	4	4
230001 to 250000	4	4	2	2
250001 to 270000	7	7	3	3
270001 to 290000	4	4	3	3
290001 to 310000	0	0	0	0
310001 and over	17	17	2	2
Totals	96	96	59	59

North Division Lot Listing/Sales Analysis

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 30000	1	1	0	0
30001 to 40000	0	0	3	3
40001 to 50000	0	0	0	0
50001 to 60000	4	4	2	2
60001 to 70000	5	5	4	4
70001 to 80000	8	8	7	7
80001 to 90000	7	7	5	5
90001 and over	16	16	13	13
Totals	41	41	34	34