

NORTH OKANAGAN DIVISION

MONTHLY STATISTICS

FOR

February 1 - 28, 2002

NORTH OKANAGAN DIVISION

STAT - O - GRAM

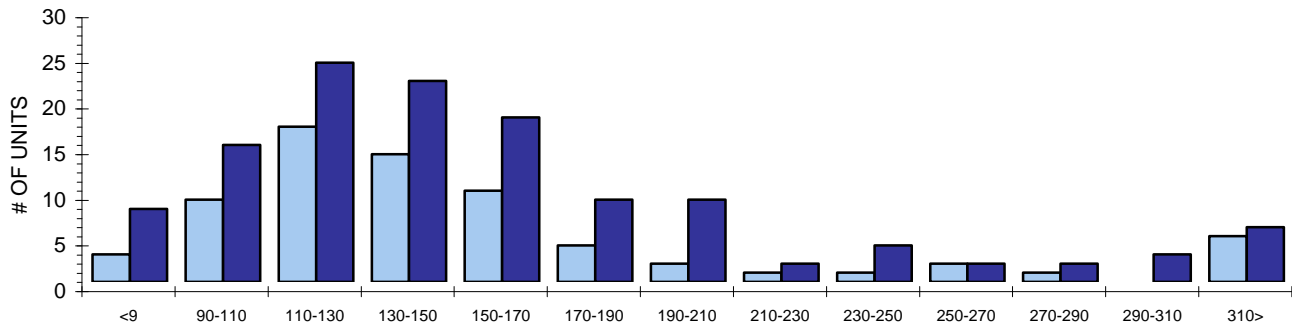
February 2002

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>
February 2002	133	\$19,776,621	69	\$11,009,650	263	1,968
January 2002	93	\$13,355,600	48	\$7,433,850	290	1,924
February 2001	85	\$10,524,423	41	\$5,708,750	294	2,018

The average number of listings-per-licensee is 11.2

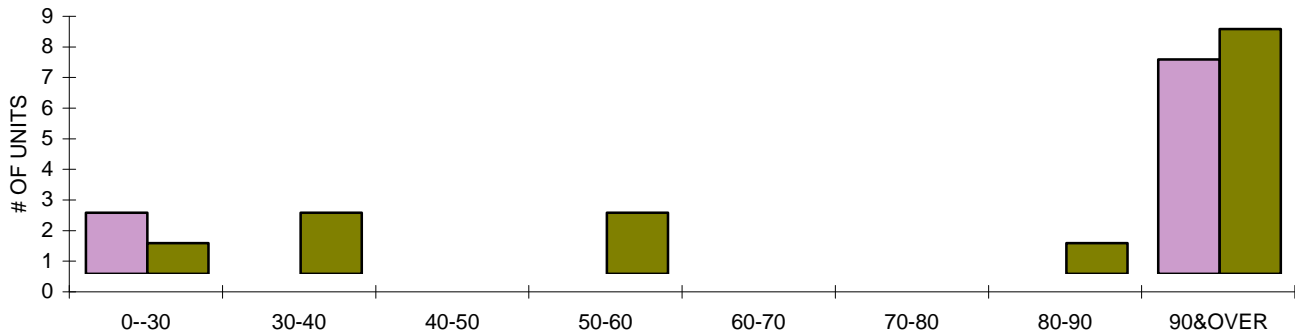
RESIDENTIAL LISTING & SALES ACTIVITY NORTH OKANAGAN DIVISION (BY PRICE CATEGORY)



FEBRUARY 1 - FEBRUARY 28, 2002 (10,000's)

REPORTED SALES LISTINGS SUBMITTED

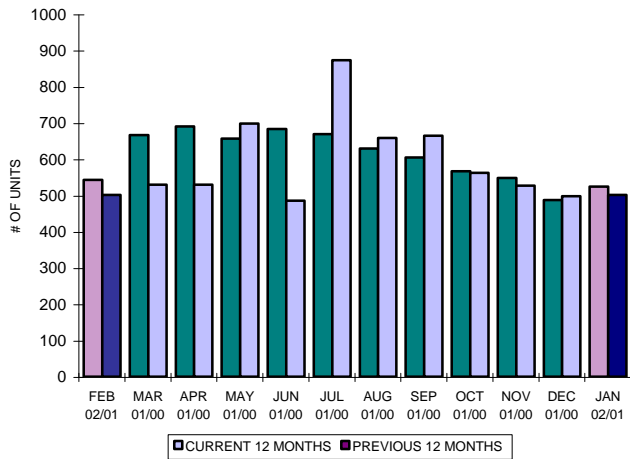
LOT LISTING & SALES ACTIVITY NORTH OKANAGAN DIV. (BY PRICE CATEGORY)



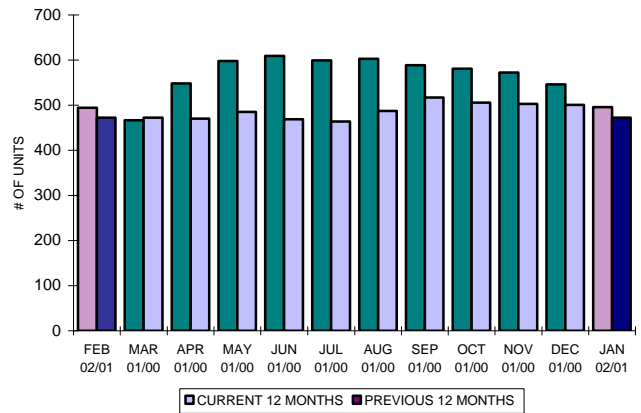
FEBRUARY 1 - FEBRUARY 28, 2002 (1,000's)

REPORTED SALES LISTINGS SUBMITTED

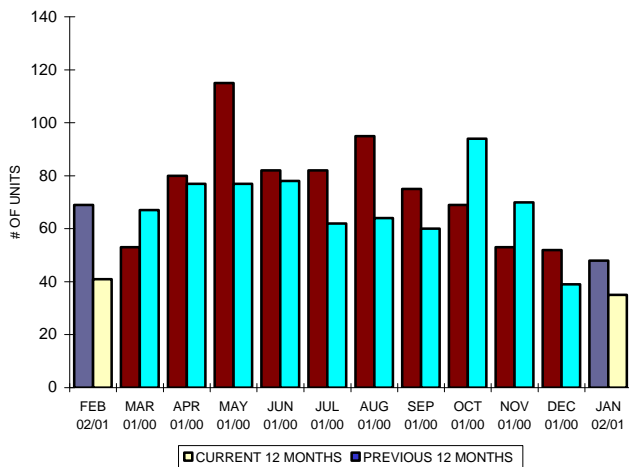
**INVENTORY OF ACTIVE LISTINGS
RESIDENTIAL - NORTH OKANAGAN DIVISION**



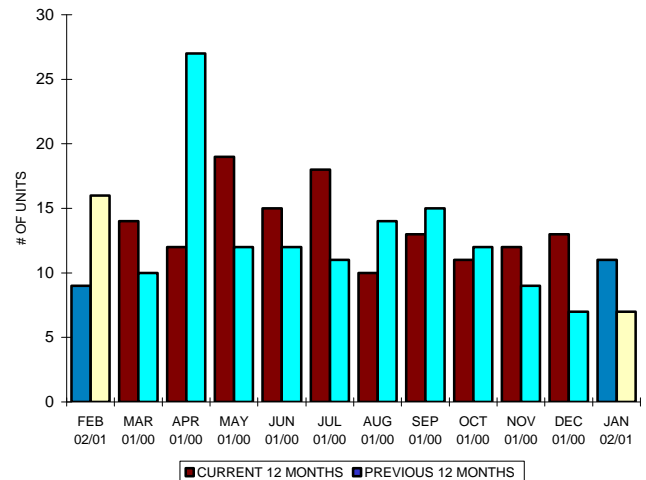
**INVENTORY OF ACTIVE LISTINGS
LOTS - NORTH OKANAGAN DIVISION**



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



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



NORTH OKANAGAN DIVISION

February 2002

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	1	7	164	0.61%	233
ACREAGE/HOUSE	11	33	224	4.91%	169
CONDO/APT	12	16	106	11.32%	182
CONDO/TWNHSE	14	19	111	12.61%	208
LOTS	8	7	330	2.42%	244
RESIDENTIAL	69	124	543	12.71%	98

AVERAGE HOUSE PRICE \$159,560

MEDIAN HOUSE PRICE \$137,200

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

**COMPARATIVE ACTIVITY BY ZONE AS AT
February 28, 2002**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ZONE CO TOTALS						
Units Listed	661	550	20.2%	1324	1174	12.8%
Units Sold	408	230	77.4%	693	369	87.8%
Sales Dollars	69676931	42736650	63.0%	121578961	62677106	94.0%
Price Ratio	94.35	93.40		94	92.82	
Days to Sell	110	113	-2.7%	116	122	-4.9%
Active Listings	2792	3148	-11.3%			
ZONE NO TOTALS						
Units Listed	263	285	-7.7%	551	536	2.8%
Units Sold	133	85	56.5%	226	148	52.7%
Sales Dollars	19776621	10524423	87.9%	33132221	20023674	65.5%
Price Ratio	92.70	89.81		93.06	89.92	
Days to Sell	149	182	-18.1%	161	181	-11.0%
Active Listings	1968	1873	5.1%			
ZONE SH TOTALS						
Units Listed	146	169	-13.6%	291	288	1.0%
Units Sold	39	40	-2.5%	77	71	8.5%
Sales Dollars	5736211	5081600	12.9%	12305361	9618235	27.9%
Price Ratio	89.16	88.72		89.87	88.91	
Days to Sell	197	198	-0.5%	222	198	12.1%
Active Listings	1586	1581	0.3%			
ZONE OB TOTALS						
Units Listed	35	20	75.0%	51	39	30.8%
Units Sold	2	1	100.0%	2	3	-33.3%
Sales Dollars	1021000	300000	240.3%	1021000	1640000	-37.7%
Price Ratio	93.35	0		93.35	89.24	
Days to Sell	103	0	100.0%	103	194	-46.9%
Active Listings	146	117	24.8%			
GRAND TOTALS						
Units Listed	1105	1024	7.9%	2217	2037	8.8%
Units Sold	582	356	63.5%	998	591	68.9%
Sales Dollars	96210763	58642673	64.1%	168037543	93959015	78.8%
Price Ratio	93.62	92.01		93.46	91.59	
Days to Sell	125	139	-10.1%	134	146	-8.2%
Active Listings	6492	6719	-3.4%			

LICENSEES
January 31, 2002

	TOTAL NUMBER OF LICENSEES	TOTAL NUMBER OF LICENSEES	CHANGE BY NUMBER	CHANGE BY %
	February 28/02	February 28/01		
ALL DIVISIONS	665	669	-4	-0.60%
CENTRAL OK DIV.	424	424	0	0.00%
NORTH OK DIV.	175	174	1	0.57%
SHUSWAP DIV.	67	71	-4	-5.63%
CURRENT MEMBERSHIP				
AGENT LICENSEES	74			
SALESPERSONS	523			
PROPERTY MANAGEMENT	9			
9:15 LICENCEE MEMBER	57			
EXEMPTION MEMBER	2			
TOTALS	665			

COMPARATIVE ACTIVITY BY PROPERTY TYPE
February 28, 2002
NORTH OKANAGAN

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
UNITS LISTED	7	14	-50.0%	24	26	-7.7%
UNITS SOLD	1	3	-66.7%	2	6	-66.7%
SALES DOLLARS	128000	357000	-64.1%	228000	527000	-56.7%
PRICE RATIO	85.39	92.87		79.86	92.42	
DAYS TO SELL	233	358	-34.9%	242	223	8.5%
ACTIVE INVENTORY	164	137	19.7%			
AVERAGE PRICE	\$128,000	\$119,000	7.6%	\$114,000	\$87,833	29.8%
MEDIAN PRICE	\$128,000	\$120,000	6.7%	\$114,000	\$96,500	18.1%
Acreage with House						
UNITS LISTED	33	47	-29.8%	62	70	-11.4%
UNITS SOLD	11	4	175.0%	23	10	130.0%
SALES DOLLARS	2741016	979523	179.8%	4971516	2575423	93.0%
PRICE RATIO	93.99	88.42		92.70	86.34	
DAYS TO SELL	169	158	7.0%	214	249	-14.1%
ACTIVE INVENTORY	224	211	6.2%			
AVERAGE PRICE	\$249,183	\$244,881	1.8%	\$216,153	\$257,542	-16.1%
MEDIAN PRICE	\$257,000	\$201,500	27.5%	\$197,500	\$228,500	-13.6%
Acreage (Waterfront)						
UNITS LISTED	0	1	-100.0%	2	1	100.0%
UNITS SOLD	0	1	-100.0%	1	1	0.0%
SALES DOLLARS	0	113500	-100.0%	164000	113500	44.5%
PRICE RATIO	0.00	87.37		91.16	87.37	
DAYS TO SELL	0	449	-100.0%	216	449	-51.9%
ACTIVE INVENTORY	15	12	25.0%			
AVERAGE PRICE	\$0	\$113,500	-100.0%	\$164,000	\$113,500	44.5%
MEDIAN PRICE	\$0	\$113,500	-100.0%	\$164,000	\$113,500	44.5%
Business						
UNITS LISTED	11	2	450.0%	20	15	33.3%
UNITS SOLD	2	3	-33.3%	2	4	-50.0%
SALES DOLLARS	96500	310250	-68.9%	96500	344250	-72.0%
PRICE RATIO	71.17	94.45		71.17	92.14	
DAYS TO SELL	204	204	0.0%	204	171	19.3%
ACTIVE INVENTORY	79	77	2.6%			
AVERAGE PRICE	\$48,250	\$103,417	-53.3%	\$48,250	\$86,063	-43.9%
MEDIAN PRICE	\$48,250	\$65,000	-25.8%	\$48,250	\$62,625	-23.0%
Condo (Townhouse)						
UNITS LISTED	19	17	11.8%	41	41	0.0%
UNITS SOLD	14	10	40.0%	22	17	29.4%
SALES DOLLARS	1348000	1169500	15.3%	2364150	2082701	13.5%
PRICE RATIO	92.50	87.80		93.32	89.16	
DAYS TO SELL	208	308	-32.5%	169	266	-36.5%
ACTIVE INVENTORY	111	111	0.0%			
AVERAGE PRICE	\$96,286	\$116,950	-17.7%	\$107,461	\$122,512	-12.3%
MEDIAN PRICE	\$90,400	\$79,000	14.4%	\$92,950	\$97,000	-4.2%

COMPARATIVE ACTIVITY BY PROPERTY TYPE
February 28, 2002
NORTH OKANAGAN

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Condo (Apt)						
UNITS LISTED	16	13	23.1%	28	22	27.3%
UNITS SOLD	12	7	71.4%	15	9	66.7%
SALES DOLLARS	1341255	915900	46.4%	1490655	1104900	34.9%
PRICE RATIO	93.80	93.95		94.56	93.99	
DAYS TO SELL	182	220	-17.3%	164	199	-17.6%
ACTIVE INVENTORY	106	121	-12.4%			
AVERAGE PRICE	\$111,771	\$130,843	-14.6%	\$99,377	\$122,767	-19.1%
MEDIAN PRICE	\$69,378	\$125,000	-44.5%	\$67,005	\$123,900	-45.9%
Duplex						
UNITS LISTED	7	4	75.0%	14	9	55.6%
UNITS SOLD	3	2	50.0%	5	4	25.0%
SALES DOLLARS	276000	221500	24.6%	446000	394500	13.1%
PRICE RATIO	82.38	89.87		86.64	90.78	
DAYS TO SELL	94	21	347.6%	91	95	-4.2%
ACTIVE INVENTORY	36	32	12.5%			
AVERAGE PRICE	\$92,000	\$110,750	-16.9%	\$89,200	\$98,625	-9.6%
MEDIAN PRICE	\$80,000	\$110,750	-27.8%	\$80,000	\$86,500	-7.5%
Farms						
UNITS LISTED	5	6	-16.7%	9	12	-25.0%
UNITS SOLD	1	0	100.0%	1	1	0.0%
SALES DOLLARS	365000	0	100.0%	365000	325000	12.3%
PRICE RATIO	91.25	0.00		91.25	65.13	
DAYS TO SELL	230	0	100.0%	230	167	37.7%
ACTIVE INVENTORY	44	43	2.3%			
AVERAGE PRICE	\$365,000	\$0	100.0%	\$365,000	\$325,000	12.3%
MEDIAN PRICE	\$365,000	\$0	100.0%	\$365,000	\$325,000	12.3%
IC&I						
UNITS LISTED	5	5	0.0%	10	13	-23.1%
UNITS SOLD	1	1	0.0%	2	2	0.0%
SALES DOLLARS	87500	90000	-2.8%	238500	433000	-44.9%
PRICE RATIO	88.38	75.00		91.4	82.64	
DAYS TO SELL	83	275	-69.8%	123	184	-33.2%
ACTIVE INVENTORY	65	65	0.0%			
AVERAGE PRICE	\$87,500	\$90,000	-2.8%	\$119,250	\$216,500	-44.9%
MEDIAN PRICE	\$87,500	\$90,000	-2.8%	\$119,250	\$216,500	-44.9%
IC&I Land						
UNITS LISTED	4	6	-33.3%	10	10	0.0%
UNITS SOLD	0	0	0.0%	1	0	100.0%
SALES DOLLARS	0	0	0.0%	325000	0	100.0%
PRICE RATIO	0.00	0.00		90.27	0.00	
DAYS TO SELL	0	0	0.0%	124	0	100.0%
ACTIVE INVENTORY	61	57	7.0%			
AVERAGE PRICE	\$0	\$0	0.0%	\$325,000	\$0	100.0%
MEDIAN PRICE	\$0	\$0	0.0%	\$325,000	\$0	100.0%

COMPARATIVE ACTIVITY BY PROPERTY TYPE
February 28, 2002
NORTH OKANAGAN

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots							
	UNITS LISTED	7	9	-22.2%	23	20	15.0%
	UNITS SOLD	7	7	0.0%	16	10	60.0%
	SALES DOLLARS	599800	319000	88.0%	1435000	549500	161.1%
	PRICE RATIO	91.73	83.04		94.33	82.28	
	DAYS TO SELL	228	314	-27.4%	336	326	3.1%
	ACTIVE INVENTORY	300	282	6.4%			
	AVERAGE PRICE	\$85,686	\$45,571	88.0%	\$89,688	\$54,950	63.2%
	MEDIAN PRICE	\$93,800	\$65,000	44.3%	\$95,900	\$65,000	47.5%
Leases							
	UNITS LISTED	3	1	200.0%	4	3	33.3%
	UNITS SOLD	1	1	0.0%	1	1	0.0%
	SALES DOLLARS	48000	10000	380.0%	48000	10000	380.0%
	PRICE RATIO	0.00	0.00		0.00	0.00	
	DAYS TO SELL	172	259	0.0%	172	259	0.0%
	ACTIVE INVENTORY	40	41	-2.4%			
	AVERAGE PRICE	\$48,000	\$10,000	380.0%	\$48,000	\$10,000	380.0%
	MEDIAN PRICE	\$48,000	\$10,000	380.0%	\$48,000	\$10,000	380.0%
Lots (Waterfront)							
	UNITS LISTED	0	1	-100.0%	1	3	-66.7%
	UNITS SOLD	1	1	0.0%	1	1	0.0%
	SALES DOLLARS	270000	254000	6.3%	270000	254000	6.3%
	PRICE RATIO	96.77	98.06		96.77	98.06	
	DAYS TO SELL	260	20	1200.0%	260	20	1200.0%
	ACTIVE INVENTORY	15	41	-63.4%			
	AVERAGE PRICE	\$270,000	\$254,000	6.3%	\$270,000	\$254,000	6.3%
	MEDIAN PRICE	\$270,000	\$254,000	6.3%	\$270,000	\$254,000	6.3%
Multi-Family							
	UNITS LISTED	2	6	-66.7%	5	7	-28.6%
	UNITS SOLD	2	0	100.0%	2	0	100.0%
	SALES DOLLARS	516500	0	100.0%	516500	0	100.0%
	PRICE RATIO	90.09	0.00		90.09	0.00	
	DAYS TO SELL	258	0	100.0%	258	0	100.0%
	ACTIVE INVENTORY	29	20	45.0%			
	AVERAGE PRICE	\$258,250	\$0	100.0%	\$258,250	\$0	100.0%
	MEDIAN PRICE	\$258,250	\$0	100.0%	\$258,250	\$0	100.0%
Mobile Homes							
	UNITS LISTED	15	22	-31.8%	28	39	-28.2%
	UNITS SOLD	6	4	50.0%	11	6	83.3%
	SALES DOLLARS	166400	75500	120.4%	321900	139750	130.3%
	PRICE RATIO	74.70	77.23		70.91	76.15	
	DAYS TO SELL	186	97	91.8%	152	142	7.0%
	ACTIVE INVENTORY	106	90	17.8%			
	AVERAGE PRICE	\$27,733	\$18,875	46.9%	\$29,264	\$23,292	25.6%
	MEDIAN PRICE	\$21,700	\$21,000	3.3%	\$26,900	\$21,000	28.1%

COMPARATIVE ACTIVITY BY PROPERTY TYPE

February 28, 2002

NORTH OKANAGAN

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Residential							
	UNITS LISTED	124	122	1.6%	263	233	12.9%
	UNITS SOLD	69	41	68.3%	117	75	56.0%
	SALES DOLLARS	11009650	5708750	92.9%	18443500	11065150	66.7%
	PRICE RATIO	95.57	91.80		96.09	92.88	
	DAYS TO SELL	98	119	-17.6%	114	128	-10.9%
	ACTIVE INVENTORY	543	501	8.4%			
	AVERAGE PRICE	\$159,560	\$139,238	14.6%	\$157,637	\$147,535	6.8%
	MEDIAN PRICE	\$137,200	\$137,000	0.1%	\$138,500	\$137,000	1.1%
Residential (Waterfront)							
	UNITS LISTED	5	9	-44.4%	7	12	-41.7%
	UNITS SOLD	2	0	100.0%	4	1	300.0%
	SALES DOLLARS	783000	0	100.0%	1408000	105000	1241.0%
	PRICE RATIO	87.11	0.00		88.74	72.46	
	DAYS TO SELL	603	0	100.0%	385	551	-30.1%
	ACTIVE INVENTORY	30	32	-6.3%			
	AVERAGE PRICE	\$391,500	\$0	100.0%	\$352,000	\$105,000	235.2%
	MEDIAN PRICE	\$391,500	\$0	100.0%	\$334,000	\$105,000	218.1%
NORTH OKANAGAN - TOTALS							
	UNITS LISTED	263	285	-7.7%	551	536	2.8%
	UNITS SOLD	133	85	56.5%	226	148	52.7%
	SALES DOLLARS	19776621	10524423	87.9%	33132221	20023674	65.5%
	PRICE RATIO	92.70	89.81		93.06	89.92	
	DAYS TO SELL	149	182	-18.1%	161	181	-11.0%
	ACTIVE INVENTORY	1968	1873	5.1%			

RESIDENTIAL LISTING / SALES ANALYSIS

February 28, 2002

NORTH OKANAGAN

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 90000	8	15	3	5
90001 to 110000	15	34	9	14
110001 to 130000	24	46	17	27
130001 to 150000	22	49	14	24
150001 to 170000	18	36	10	16
170001 to 190000	9	25	4	11
190001 to 210000	9	18	2	6
210001 to 230000	2	6	1	1
230001 to 250000	4	8	1	2
250001 to 270000	2	5	2	2
270001 to 290000	2	4	1	2
290001 to 310000	3	3	0	0
310001 and over	6	14	5	7
	124	263	69	117

LOT LISTING / SALES ANALYSIS

February 28, 2002

NORTH OKANAGAN

	Mthly Listings	YTD Listings		Mthly Sales		YTD Sales
Range	Total	Total		Total		Total
0 to 30000	1	6		2		2
30001 to 40000	2	2		0		0
40001 to 50000	0	6		0		0
50001 to 60000	2	5		0		2
60001 to 70000	0	2		0		0
70001 to 80000	0	2		0		1
80001 to 90000	1	3		0		1
90001 and over	8	24		7		14
	14	50		9		20