

**NORTH DIVISION
MONTHLY STATISTICS**

FOR

February 1 - 28, 2003

NORTH OKANAGAN DIVISION

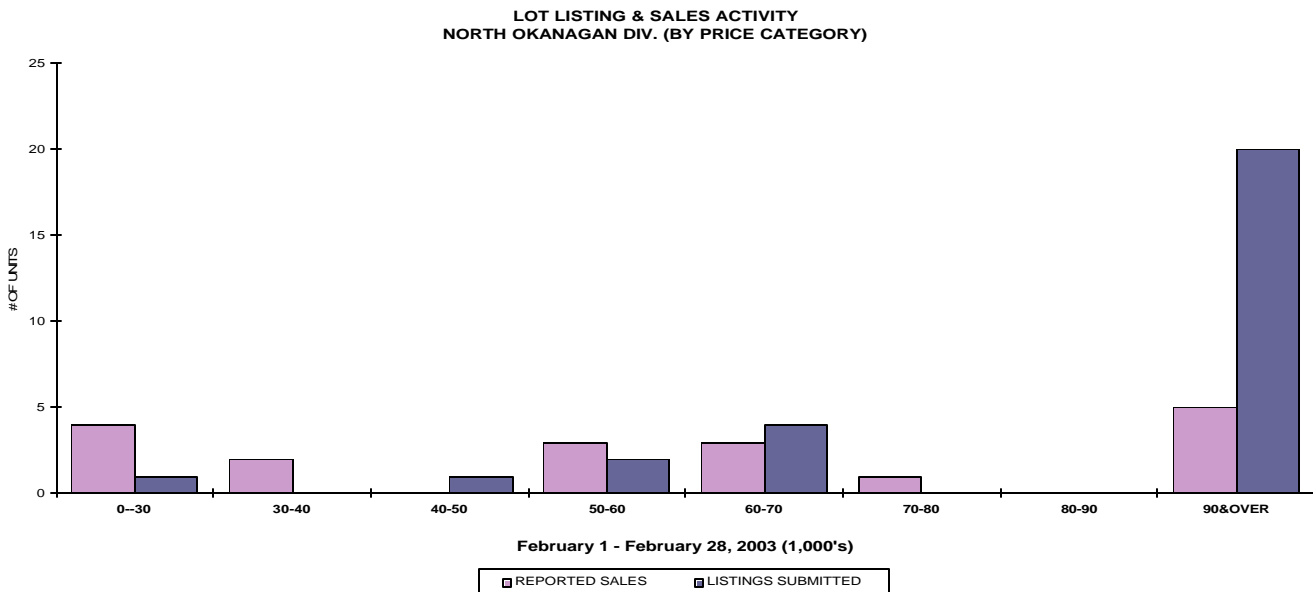
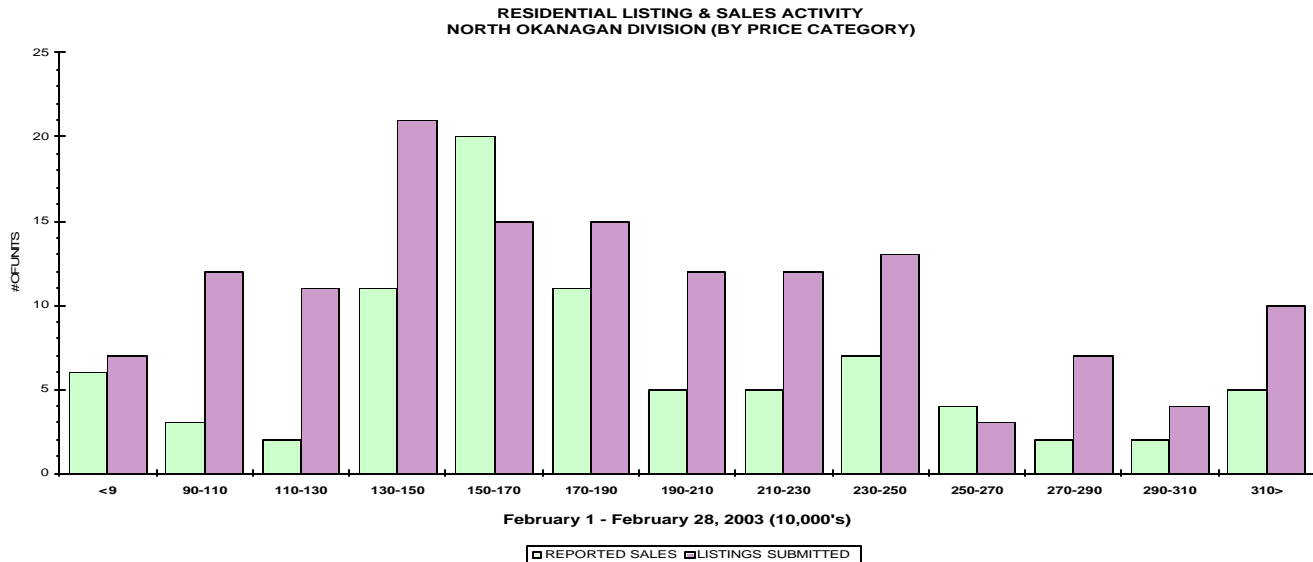
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February 2003

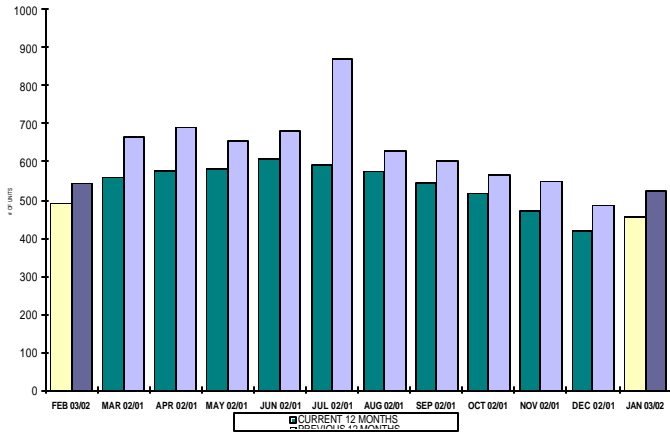
QUICK SUMMARY

	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	# of Units	\$ Value	# of Units	\$ Value	Listings Taken	Inventory
February 2003	148	\$24,914,900	83	\$16,414,350	290	1,654
January 2003	113	\$18,683,629	48	\$8,132,100	300	1,613
February 2002	133	\$19,776,621	69	\$11,009,650	263	1,968

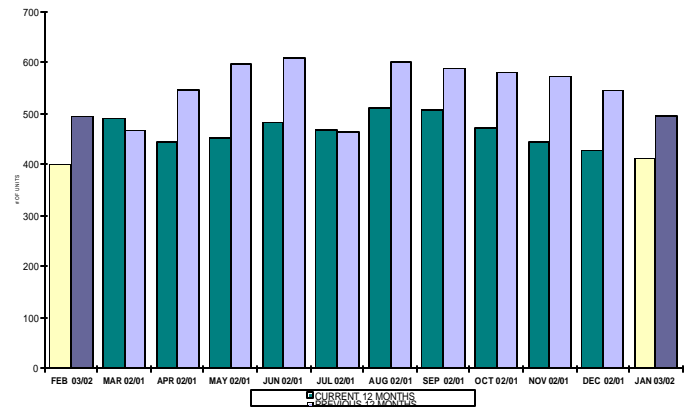
The average number of listings-per-licensee is 8.7



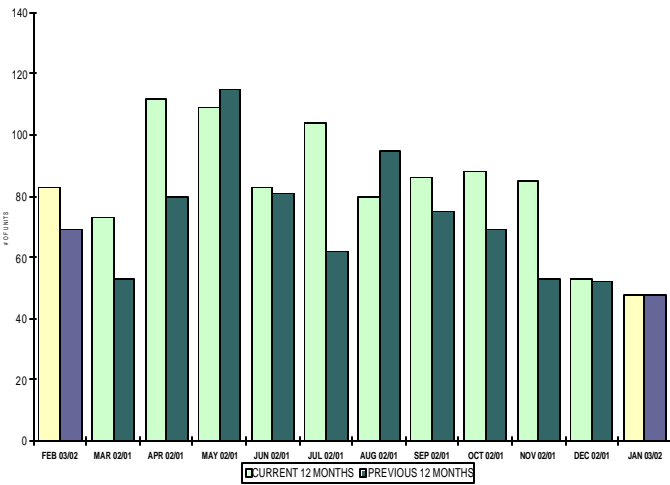
INVENTORY OF ACTIVE LISTINGS
RESIDENTIAL - NORTH OKANAGAN DIVISION



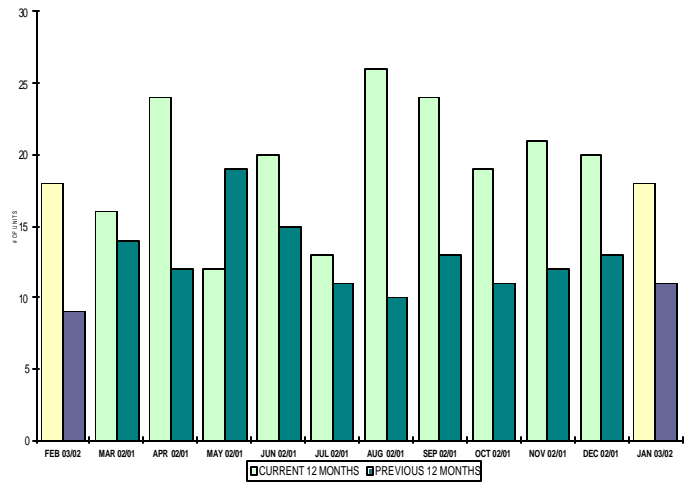
INVENTORY OF ACTIVE LISTINGS
LOTS - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD
RESIDENTIAL - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD
LOTS - NORTH OKANAGAN DIVISION



NORTH OKANAGAN DIVISION

February 2003

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	3	12	126	2.38%	109
ACREAGE/HOUSE	10	29	175	5.71%	141
CONDO/APT	10	14	77	12.99%	503
CONDO/TWNHSE	9	18	73	12.33%	79
LOTS	15	14	268	5.60%	758
RESIDENTIAL	83	142	490	16.94%	98

AVERAGE HOUSE PRICE \$197,763

MEDIAN HOUSE PRICE \$152,000

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

**COMPARATIVE ACTIVITY BY ZONE AS AT
February 28, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ZONE CO TOTALS						
Units Listed	711	656	8.38%	1311	1311	0.00%
Units Sold	356	407	-12.53%	690	690	0.00%
Sales Dollars	\$70,614,836	\$69,492,431	1.62%	\$120,789,507	\$120,789,507	0.00%
List/Sell Ratio	93.49%	91.84%	1.80%	93.49%	91.84%	1.80%
Days to Sell	125	138	-9.42%	125	138	-9.42%
Active Listings	2280	2792	-18.34%			
ZONE NO TOTALS						
Units Listed	290	262	10.69%	589	548	7.48%
Units Sold	148	133	11.28%	262	226	15.93%
Sales Dollars	\$24,914,900	\$19,776,621	25.98%	\$43,743,529	\$33,132,221	32.03%
List/Sell Ratio	93.58%	90.07%	3.90%	93.58%	90.07%	3.90%
Days to Sell	176	179	-1.68%	176	179	-1.68%
Active Listings	1613	1968	-18.04%			
ZONE SH TOTALS						
Units Listed	163	140	16.43%	308	284	8.45%
Units Sold	52	39	33.33%	94	76	23.68%
Sales Dollars	\$8,248,500	\$5,736,211	43.80%	\$14,143,191	\$12,275,462	15.22%
List/Sell Ratio	90.60%	89.16%	1.62%	90.60%	89.16%	1.62%
Days to Sell	248	198	25.25%	248	198	25.25%
Active Listings	1314	1586	-17.15%			
ZONE OB TOTALS						
Units Listed	13	36	-63.89%	28	148	-81.08%
Units Sold	4	2	100.00%	8	2	300.00%
Sales Dollars	\$6,075,900	\$1,021,000	495.09%	\$8,402,700	\$1,021,000	722.99%
List/Sell Ratio	0.00%	89.24%	-100.00%	0.00%	89.24%	-100.00%
Days to Sell	0	194	-100.00%	0	194	-100.00%
Active Listings	132	146	-9.59%			
GRAND TOTALS						
Units Listed	1177	1094	7.59%	2236	2291	-2.40%
Units Sold	560	581	-3.61%	1054	994	6.04%
Sales Dollars	\$109,854,136	\$96,026,263	14.40%	\$187,078,927	\$167,218,190	11.88%
List/Sell Ratio	93.23%	90.97%	2.48%	93.23%	90.97%	2.48%
Days to Sell	147	158	-6.96%	147	158	-6.96%
Active Listings	5339	6492	-17.76%			

LICENSEES
February 28th, 2003

	TOTAL NUMBER OF LICENSEES	TOTAL NUMBER OF LICENSEES	CHANGE BY NUMBER	CHANGE BY %
	February 28/03	February 28/02		
ALL DIVISIONS	727	667	60	9.00%
CENTRAL OK DIV.	472	424	48	11.32%
NORTH OK DIV.	190	175	15	8.57%
SHUSWAP DIV.	65	67	-2	-2.99%
CURRENT MEMBERSHIP				
AGENT LICENSEES	71			
SALESPERSONS	585			
PROPERTY MANAGEMENT	9			
9:15 LICENCEE MEMBER	62			
EXEMPTION MEMBER	0			
TOTALS	727			

**North Division Comparative Activity By Property Type
February 28, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	12	7	71.4%	21	25	-16.0%
Units Sold	3	1	200.0%	4	2	100.0%
Sales Dollars	\$375,500	\$128,000	193.4%	\$467,500	\$228,000	105.0%
List/Sell Ratio	85.31%	85.39%	-0.1%	87.47%	79.86%	9.5%
Days to Sell	109	233	-53.2%	87	242	-64.0%
Active Inventory	126	164	-23.2%			
Average Price	\$125,167	\$128,000	-2.2%	\$116,875	\$114,000	2.5%
Median Price	\$112,500	\$128,000	-12.1%	\$107,750	\$114,000	-5.5%
Acreage with House						
Units Listed	29	34	-14.7%	74	62	19.4%
Units Sold	10	11	-9.1%	28	23	21.7%
Sales Dollars	\$2,088,400	\$2,741,016	-23.8%	\$6,156,400	\$4,971,516	23.8%
List/Sell Ratio	85.67%	93.99%	-8.9%	89.60%	92.70%	-3.3%
Days to Sell	141	169	-16.6%	157	214	-26.6%
Active Inventory	175	224	-21.9%			
Average Price	\$208,840	\$249,183	-16.2%	\$219,871	\$216,153	1.7%
Median Price	\$187,250	\$257,000	-27.1%	\$208,500	\$197,500	5.6%
Acreage (Waterfront)						
Units Listed	1	0	100.0%	1	2	-50.0%
Units Sold	0	0	0.0%	0	1	-100.0%
Sales Dollars	\$0	\$0	0.0%	\$0	\$164,000	-100.0%
List/Sell Ratio	0.00%	0.00%	0.0%	0.00%	91.16%	-100.0%
Days to Sell	0	0	-100.0%	0	216	-100.0%
Active Inventory	4	15	-73.3%			
Average Price	\$0	\$0	0.0%	\$0	\$164,000	-100.0%
Median Price	\$0	\$0	0.0%	\$0	\$164,000	-100.0%
Business						
Units Listed	8	11	-27.3%	22	20	10.0%
Units Sold	0	2	-100.0%	1	2	-50.0%
Sales Dollars	\$0	\$96,500	-100.0%	\$22,500	\$96,500	-76.7%
List/Sell Ratio	0.00%	71.17%	-100.0%	90.36%	71.17%	27.0%
Days to Sell	0	204	-100.0%	87	204	-57.4%
Active Inventory	73	79	-7.6%			
Average Price	\$0	\$48,250	-100.0%	\$22,500	\$48,250	-53.4%
Median Price	\$0	\$48,250	-100.0%	\$22,500	\$48,250	-53.4%
Condo (Townhouse)						
Units Listed	18	20	-10.0%	33	42	-21.4%
Units Sold	9	14	-35.7%	19	22	-13.6%
Sales Dollars	\$1,191,750	\$1,348,000	-11.6%	\$2,488,451	\$2,364,150	5.3%
List/Sell Ratio	96.06%	92.50%	3.8%	96.21%	93.32%	3.1%
Days to Sell	79	208	-62.0%	121	169	-28.4%
Active Inventory	73	111	-34.2%			
Average Price	\$132,417	\$96,286	37.5%	\$130,971	\$107,461	21.9%
Median Price	\$127,500	\$90,400	41.0%	\$126,000	\$92,950	35.6%
Condo (Apt)						
Units Listed	14	14	0.0%	23	26	-11.5%
Units Sold	10	12	-16.7%	17	15	13.3%
Sales Dollars	\$709,250	\$1,341,255	-47.1%	\$1,453,250	\$1,490,655	-2.5%
List/Sell Ratio	91.34%	93.80%	-2.6%	91.98%	94.56%	-2.7%
Days to Sell	503	182	176.4%	451	164	175.0%
Active Inventory	77	106	-27.4%			
Average Price	\$70,925	\$111,771	-36.5%	\$85,485	\$99,377	-14.0%
Median Price	\$60,000	\$69,378	-13.5%	\$102,000	\$67,005	52.2%

February 28, 2003

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	13	7	85.7%	16	14	14.3%
Units Sold	3	3	0.0%	7	5	40.0%
Sales Dollars	\$355,750	\$276,000	28.9%	\$936,750	\$446,000	110.0%
List/Sell Ratio	94.25%	82.38%	14.4%	93.92%	86.64%	8.4%
Days to Sell	241	94	156.4%	346	91	280.2%
Active Inventory	36	36	0.0%			
Average Price	\$118,583	\$92,000	28.9%	\$133,821	\$89,200	50.0%
Median Price	\$129,000	\$80,000	61.3%	\$133,000	\$80,000	66.3%
Farms						
Units Listed	4	8	-50.0%	6	12	-50.0%
Units Sold	0	1	-100.0%	0	1	-100.0%
Sales Dollars	\$0	\$365,000	-100.0%	\$0	\$365,000	-100.0%
List/Sell Ratio	0.00%	91.25%	-100.0%	0.00%	91.25%	-100.0%
Days to Sell	0	230	-100.0%	0	230	-100.0%
Active Inventory	34	44	-22.7%			
Average Price	\$0	\$0	-100.0%	\$0	\$365,000	-100.0%
Median Price	\$0	\$365,000	-100.0%	\$0	\$365,000	-100.0%
IC&I						
Units Listed	8	5	60.0%	20	10	100.0%
Units Sold	3	1	200.0%	5	2	150.0%
Sales Dollars	\$1,493,500	\$87,500	1606.9%	\$2,201,500	\$238,500	823.1%
List/Sell Ratio	66.57%	88.38%	-24.7%	74.55%	91.40%	-18.4%
Days to Sell	233	83	180.7%	191	123	55.3%
Active Inventory	71	65	9.2%			
Average Price	\$497,833	\$87,500	469.0%	\$440,300	\$119,250	269.2%
Median Price	\$185,000	\$87,500	111.4%	\$185,000	\$119,250	55.1%
IC&I Land						
Units Listed	2	4	-50.0%	6	10	-40.0%
Units Sold	0	0	0.0%	2	1	100.0%
Sales Dollars	\$0	\$0	0.0%	\$550,000	\$325,000	69.2%
List/Sell Ratio	0.00%	0.00%	0.0%	92.61%	90.27%	2.6%
Days to Sell	0	0	0.0%	130	124	4.8%
Active Inventory	55	61	-9.8%			
Average Price	\$0	\$0	0.0%	\$275,000	\$325,000	-15.4%
Median Price	\$0	\$0	0.0%	\$275,000	\$325,000	-15.4%
Lots						
Units Listed	13	7	85.7%	27	22	22.7%
Units Sold	15	7	114.3%	32	16	100.0%
Sales Dollars	\$836,600	\$599,800	39.5%	\$1,903,428	\$1,435,000	32.6%
List/Sell Ratio	83.41%	91.73%	-9.1%	90.06%	94.33%	-4.5%
Days to Sell	758	228	232.5%	517	336	53.9%
Active Inventory	264	300	-12.0%			
Average Price	\$55,773	\$85,686	-34.9%	\$59,482	\$89,688	-33.7%
Median Price	\$58,400	\$93,800	-37.7%	\$59,200	\$95,900	-38.3%
Leases						
Units Listed	3	3	0.0%	7	5	40.0%
Units Sold	1	1	0.0%	1	1	0.0%
Sales Dollars	\$7,800	\$48,000	-83.8%	\$7,800	\$48,000	-83.8%
List/Sell Ratio	0.00%	0.00%	#DIV/0!	0.00%	0.00%	#DIV/0!
Days to Sell	20	172	-88.4%	20	172	-88.4%
Active Inventory	41	40	2.5%			
Average Price	\$7,800	\$48,000	-83.8%	\$7,800	\$48,000	-83.8%
Median Price	\$7,800	\$48,000	-83.8%	\$7,800	\$48,000	-83.8%

**North Division Comparative Activity By Property Type
February 28, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots (Waterfront)						
Units Listed	2	0	100.0%	2	1	100.0%
Units Sold	0	1	-100.0%	0	1	-100.0%
Sales Dollars	\$0	\$270,000	-100.0%	\$0	\$270,000	-100.0%
List/Sell Ratio	0.00%	96.77%	-100.0%	0.00%	96.77%	-100.0%
Days to Sell	0	260	-100.0%	0	260	-100.0%
Active Inventory	6	15	-60.0%			
Average Price	\$0	\$270,000	-100.0%	\$0	\$270,000	-100.0%
Median Price	\$0	\$270,000	-100.0%	\$0	\$270,000	-100.0%
Multi-Family						
Units Listed	4	1	300.0%	10	4	150.0%
Units Sold	2	2	0.0%	2	2	0.0%
Sales Dollars	\$1,030,000	\$516,500	99.4%	\$1,030,000	\$516,500	99.4%
List/Sell Ratio	94.97%	90.09%	5.4%	94.97%	90.09%	
Days to Sell	108	258	-58.1%	108	258	-58.1%
Active Inventory	26	29	-10.3%			#DIV/0!
Average Price	\$515,000	\$258,250	99.4%	\$515,000	\$258,250	99.4%
Median Price	\$515,000	\$258,250	99.4%	\$515,000	\$258,250	99.4%
Mobile Homes						
Units Listed	10	15	-33.3%	26	29	-10.3%
Units Sold	9	6	50.0%	11	11	0.0%
Sales Dollars	\$412,000	\$166,400	147.6%	\$474,500	\$321,900	47.4%
List/Sell Ratio	81.59%	74.70%	9.2%	83.19%	70.91%	17.3%
Days to Sell	165	186	-11.3%	155	152	2.0%
Active Inventory	85	106	-19.8%			
Average Price	\$45,778	\$27,733	65.1%	\$43,136	\$29,264	47.4%
Median Price	\$32,500	\$21,700	49.8%	\$32,500	\$26,900	20.8%
Residential						
Units Listed	142	121	17.4%	286	257	11.3%
Units Sold	83	69	20.3%	131	117	12.0%
Sales Dollars	\$16,414,350	\$11,009,650	49.1%	\$24,546,450	\$18,443,500	33.1%
List/Sell Ratio	96.47%	95.57%	0.9%	95.91%	95.98%	-0.1%
Days to Sell	98	98	0.0%	100	114	-12.3%
Active Inventory	490	543	-9.8%			
Average Price	\$197,763	\$159,560	23.9%	\$187,377	\$157,637	18.9%
Median Price	\$152,000	\$137,200	10.8%	\$151,000	\$138,500	9.0%
Residential (Waterfront)						
Units Listed	7	5	40.0%	9	7	28.6%
Units Sold	0	2	-100.0%	2	4	-50.0%
Sales Dollars	\$0	\$783,000	-100.0%	\$1,505,000	\$1,408,000	6.9%
List/Sell Ratio	0.00%	87.11%	-100.0%	102.67%	88.74%	15.7%
Days to Sell	0	603	-100.0%	22	385	-94.3%
Active Inventory	18	30	-40.0%			
Average Price	\$0	\$391,500	-100.0%	\$752,500	\$352,000	113.8%
Median Price	\$0	\$391,500	-100.0%	\$752,500	\$334,000	125.3%
NORTH OKANAGAN - TOTALS						
Units Listed	290	262	10.7%	589	548	7.5%
Units Sold	148	133	11.3%	262	226	15.9%
Sales Dollars	\$24,914,900	\$19,776,621	26.0%	\$43,743,529	\$33,132,221	32.0%
List/Sell Ratio	93.58%	90.07%	3.9%	93.58%	90.07%	3.9%
Days to Sell	176	179	-1.7%	176	179	-1.7%
Active Inventory	1654	1968	-16.0%			

North Residential Listing/Sales Analysis
February 28, 2003

	Mthly Listings	YTD Listings		Mthly Sales	YTD Sales
Range	Total	Total		Total	Total
0 to 90000	7	14		6	9
90001 to 110000	12	20		3	8
110001 to 130000	11	32		11	20
130001 to 150000	21	44		20	27
150001 to 170000	15	35		11	18
170001 to 190000	15	30		5	7
190001 to 210000	12	23		5	8
210001 to 230000	12	22		7	11
230001 to 250000	13	20		4	5
250001 to 270000	3	7		2	3
270001 to 290000	7	10		2	6
290001 to 310000	4	5		2	2
310001 and over	10	22		5	7
Totals	142	284		83	131

North Division Lot Listing/Sales Analysis					
	Mthly Listings	YTD Listings		Mthly Sales	YTD Sales
Range	Total	Total		Total	Total
0 to 30000	1	2		4	7
30001 to 40000	0	4		2	2
40001 to 50000	1	4		0	3
50001 to 60000	2	3		3	5
60001 to 70000	4	7		3	7
70001 to 80000	0	2		1	4
80001 to 90000	0	0		0	0
90001 and over	20	29		5	8
Totals	28	51		18	36