

**NORTH DIVISION  
MONTHLY STATISTICS**

**FOR**

**February 1 - 29, 2004**

# NORTH OKANAGAN DIVISION

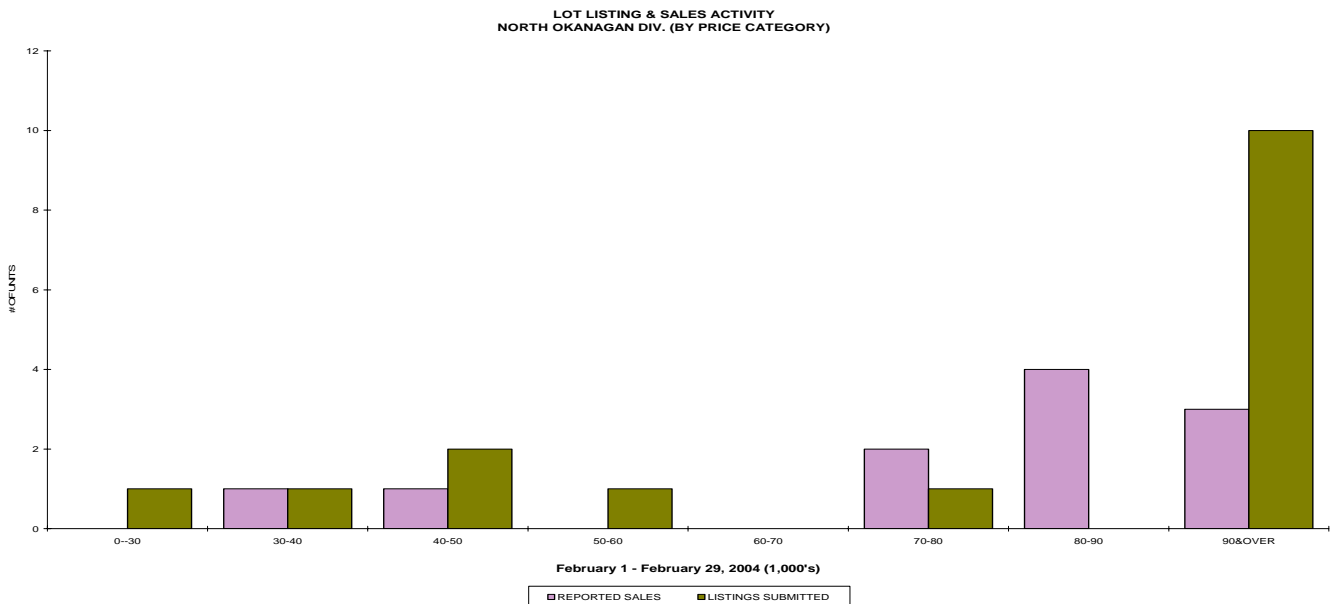
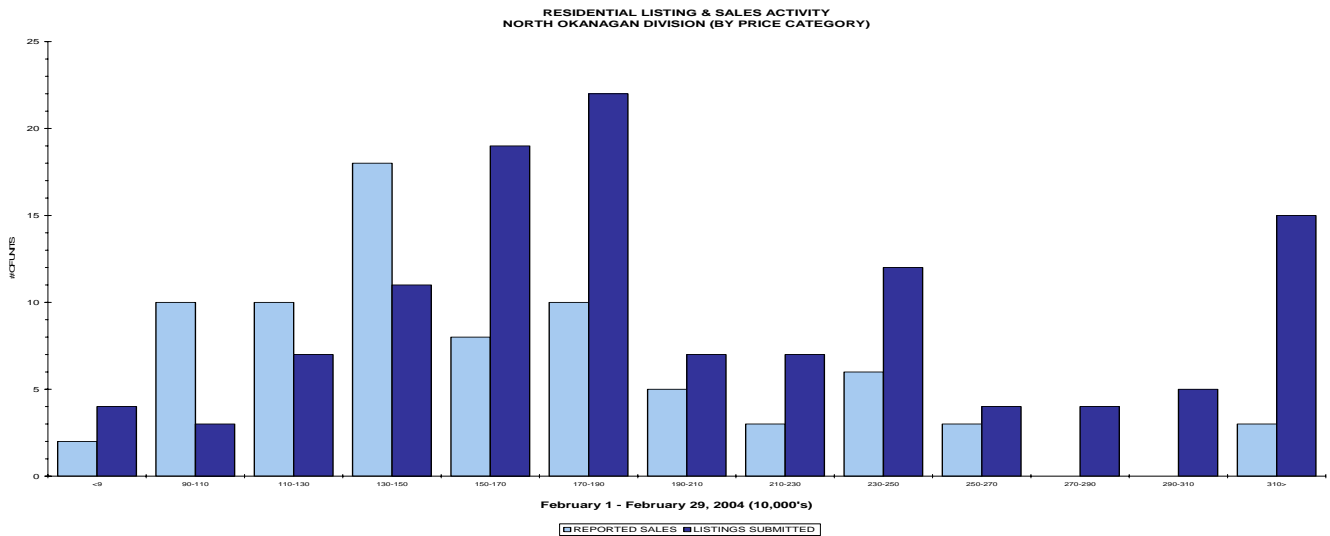
## STAT - O - GRAM

February 2004

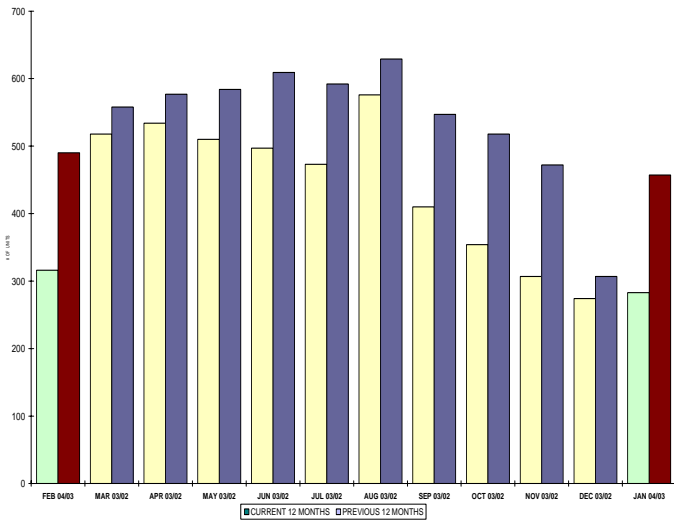
### QUICK SUMMARY

	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>
February 2004	178	\$28,858,275	82	\$13,668,800	261	1,221
January 2004	152	\$23,332,261	61	\$10,911,250	240	1,197
February 2003	148	\$24,914,900	83	\$16,414,350	290	1,654

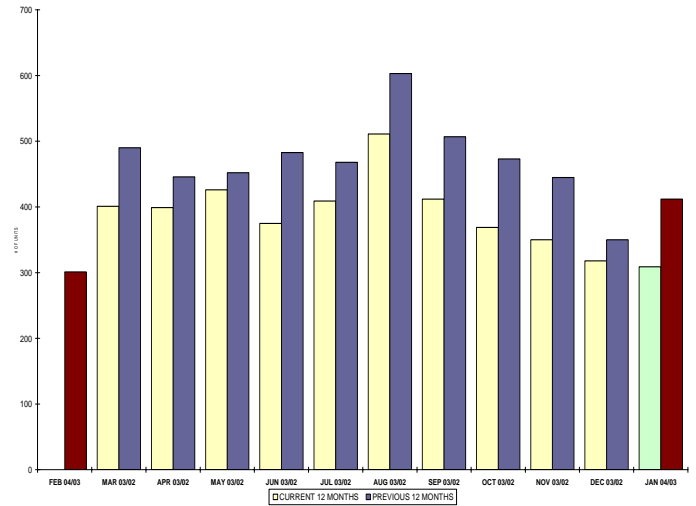
The average number of listings-per-licensee is 5



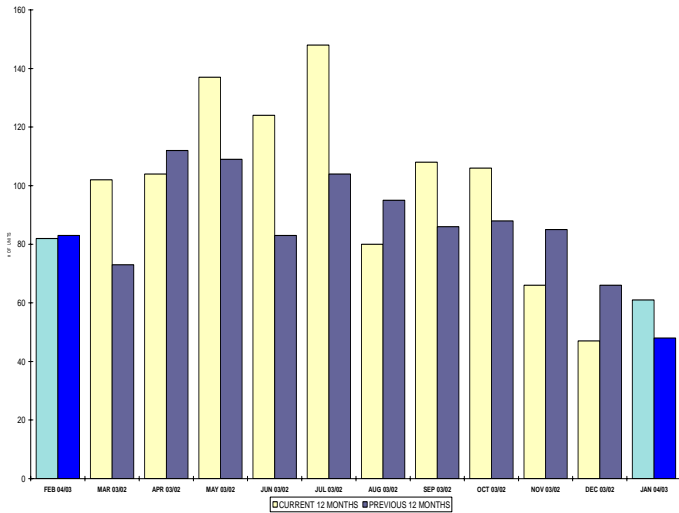
INVENTORY OF ACTIVE LISTINGS  
RESIDENTIAL - NORTH OKANAGAN DIVISION



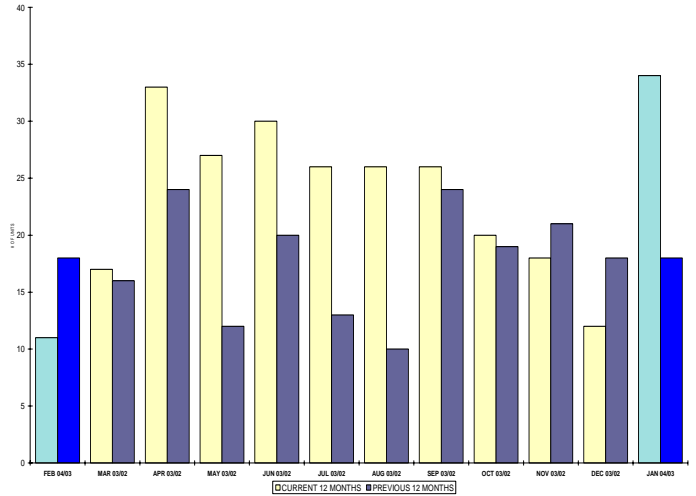
INVENTORY OF ACTIVE LISTINGS  
LOTS - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD  
RESIDENTIAL - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD  
LOTS - NORTH OKANAGAN DIVISION



**NORTH OKANAGAN DIVISION**

**February 2004**

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	3	10	99	3.03%	269
ACREAGE/HOUSE	17	32	146	11.64%	106
CONDO/APT	17	16	45	37.78%	96
CONDO/TWNHSE	21	18	58	36.21%	85
LOTS	9	6	202	4.46%	190
RESIDENTIAL	82	125	316	25.95%	63

**AVERAGE HOUSE PRICE \$166,693**

**MEDIAN HOUSE PRICE \$149,700**

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

**COMPARATIVE ACTIVITY BY ZONE AS AT  
February 29, 2004**

	<b>CURRENT MONTH</b>			<b>YEAR TO DATE</b>		
	<b>THIS YEAR</b>	<b>LAST YEAR</b>	<b>INCREASE</b>	<b>THIS YEAR</b>	<b>LAST YEAR</b>	<b>INCREASE</b>

**ZONE CO  
TOTALS**

<b>Units Listed</b>	565	718	-21.3%	1173	1386	-15.4%
<b>Units Sold</b>	<b>388</b>	<b>373</b>	<b>4.0%</b>	<b>699</b>	<b>689</b>	<b>1.5%</b>
<b>Sales Dollars</b>	\$100,847,880	\$73,843,696	36.6%	\$175,571,921	\$132,635,767	32.4%
<b>List/Sell Ratio</b>	95.89%	95.65%	0.3%	96.35%	96.34%	0.0%
<b>Days to Sell</b>	76	89	-14.6%	88	90	-2.2%
<b>Active Listings</b>	2021	2487	-18.7%			

**ZONE NO  
TOTALS**

<b>Units Listed</b>	261	295	-11.5%	501	599	-16.4%
<b>Units Sold</b>	<b>178</b>	<b>166</b>	<b>7.2%</b>	<b>335</b>	<b>278</b>	<b>20.5%</b>
<b>Sales Dollars</b>	\$28,858,275	\$26,602,885	8.5%	\$53,114,436	\$44,824,613	18.5%
<b>List/Sell Ratio</b>	96.06%	92.29%	4.1%	96.07%	93.29%	3.0%
<b>Days to Sell</b>	89	197	-54.8%	113	186	-39.2%
<b>Active Listings</b>	1221	1654	-26.2%			

**ZONE SH  
TOTALS**

<b>Units Listed</b>	130	161	-19.3%	298	308	-3.2%
<b>Units Sold</b>	<b>68</b>	<b>48</b>	<b>41.7%</b>	<b>127</b>	<b>93</b>	<b>36.6%</b>
<b>Sales Dollars</b>	\$10,172,000	\$7,319,800	39.0%	\$18,376,900	\$14,652,591	25.4%
<b>List/Sell Ratio</b>	92.46%	91.61%	0.9%	91.45%	92.09%	-0.7%
<b>Days to Sell</b>	164	239	-31.4%	176	201	-12.4%
<b>Active Listings</b>	1072	1384	-22.5%			

**ZONE OB  
TOTALS**

<b>Units Listed</b>	12	17	-29.4%	22	30	-26.7%
<b>Units Sold</b>	<b>3</b>	<b>6</b>	<b>-50.0%</b>	<b>5</b>	<b>7</b>	<b>-28.6%</b>
<b>Sales Dollars</b>	\$531,000	\$7,563,400	-93.0%	\$818,500	\$7,765,400	-89.5%
<b>List/Sell Ratio</b>	92.62%	75.62%	22.5%	90.68%	79.83%	13.6%
<b>Days to Sell</b>	192	255	-24.7%	237	271	-12.5%
<b>Active Listings</b>	121	132	-8.3%			

**GRAND TOTALS**

<b>Units Listed</b>	968	1191	-18.7%	1994	2323	-14.2%
<b>Units Sold</b>	<b>637</b>	<b>593</b>	<b>7.4%</b>	<b>1166</b>	<b>1067</b>	<b>9.3%</b>
<b>Sales Dollars</b>	\$140,409,155	\$115,329,781	21.7%	\$247,881,757	\$199,878,371	24.0%
<b>List/Sell Ratio</b>	95.75%	94.54%	1.3%	95.90%	94.84%	1.1%
<b>Days to Sell</b>	89	132	-32.6%	105	126	-16.7%
<b>Active Listings</b>	4435	5657	-21.6%			

**LICENSEES**  
**February 29, 2004**

	<b>TOTAL NUMBER OF LICENSEES February 29/04</b>	<b>TOTAL NUMBER OF LICENSEES February 28/03</b>	<b>CHANGE BY NUMBER</b>	<b>CHANGE BY %</b>
ALL DIVISIONS	817	722	95	13.16%
CENTRAL OK DIV.	515	468	47	10.04%
NORTH OK DIV.	233	189	44	23.28%
SHUSWAP DIV.	69	65	4	6.15%

**CURRENT MEMBERSHIP**

AGENT LICENSEES	77
SALESPERSONS	669
PROPERTY MANAGEMENT	8
9:15 LICENCEE MEMBER	60
EXEMPTION MEMBER	3
<b>TOTALS</b>	<b>817</b>

**North Division Comparative Activity By Property Type  
February 29, 2004**

	<b>CURRENT MONTH</b>			<b>YEAR TO DATE</b>		
	<b>THIS YEAR</b>	<b>LAST YEAR</b>	<b>INCREASE</b>	<b>THIS YEAR</b>	<b>LAST YEAR</b>	<b>INCREASE</b>
<b>Acreage</b>						
Units Listed	10	12	-16.7%	20	20	0.0%
Units Sold	<b>3</b>	<b>3</b>	<b>100.0%</b>	<b>6</b>	<b>3</b>	<b>100.0%</b>
Sales Dollars	\$456,500	\$375,500	21.6%	\$976,500	\$375,500	160.1%
List/Sell Ratio	89.09%	85.31%	4.4%	92.23%	85.31%	8.1%
Days to Sell	269	107	151.4%	354	107	230.8%
Active Inventory	99	126	-21.4%			
Average Price	\$152,167	\$125,167	21.6%	\$162,750	\$125,167	30.0%
Median Price	\$141,500	\$112,500	25.8%	\$143,250	\$112,500	27.3%
<b>Acreage with House</b>						
Units Listed	32	31	3.2%	53	76	-30.3%
Units Sold	<b>17</b>	<b>9</b>	<b>88.9%</b>	<b>34</b>	<b>25</b>	<b>36.0%</b>
Sales Dollars	\$4,464,225	\$1,896,400	135.4%	\$8,843,725	\$5,548,400	59.4%
List/Sell Ratio	96.08%	94.13%	2.1%	96.12%	92.36%	4.1%
Days to Sell	106	127	-16.5%	126	152	-17.1%
Active Inventory	146	175	-16.6%	139	270	
Average Price	\$262,601	\$210,711	24.6%	\$260,110	\$221,936	17.2%
Median Price	\$250,000	\$182,500	37.0%	\$250,000	\$225,000	11.1%
<b>Acreage (Waterfront)</b>						
Units Listed	0	1	-100.0%	1	1	0.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>1</b>	<b>-100.0%</b>
Sales Dollars	\$0	\$0	0.0%	\$0	\$111,000	-100.0%
List/Sell Ratio	0.00%	0.00%	0.0%	0.00%	100.90%	-100.0%
Days to Sell	0	0	0.0%	0	120	-100.0%
Active Inventory	3	4	-25.0%			
Average Price	\$0	\$0	-100.0%	\$0	\$111,000	-100.0%
Median Price	\$0	\$0	-100.0%	\$0	\$111,000	-100.0%
<b>Business</b>						
Units Listed	7	7	0.0%	14	20	-30.0%
Units Sold	<b>1</b>	<b>2</b>	<b>-50.0%</b>	<b>4</b>	<b>4</b>	<b>0.0%</b>
Sales Dollars	\$39,380	\$411,000	-90.4%	\$578,380	\$568,500	1.7%
List/Sell Ratio	78.76%	89.49%	-12.0%	87.12%	91.44%	-4.7%
Days to Sell	91	92	-1.1%	526	155	239.4%
Active Inventory	61	73	-16.4%			
Average Price	\$39,380	\$205,500	-80.8%	\$144,595	\$142,125	1.7%
Median Price	\$39,380	\$205,500	-80.8%	\$124,690	\$143,000	-12.8%
<b>Condo (Townhouse)</b>						
Units Listed	18	20	-10.0%	35	45	-22.2%
Units Sold	<b>21</b>	<b>18</b>	<b>16.7%</b>	<b>36</b>	<b>25</b>	<b>44.0%</b>
Sales Dollars	\$2,339,045	\$2,396,750	-2.4%	\$4,051,445	\$3,399,650	19.2%
List/Sell Ratio	97.29%	94.91%	2.5%	96.92%	95.52%	1.5%
Days to Sell	85	124	-31.5%	101	118	-14.4%
Active Inventory	58	73	-20.5%			
Average Price	\$111,383	\$133,153	-16.3%	\$112,540	\$135,986	-17.2%
Median Price	\$112,000	\$126,750	-11.6%	\$109,000	\$127,500	-14.5%
<b>Condo (Apt)</b>						
Units Listed	16	13	23.1%	26	22	18.2%
Units Sold	<b>17</b>	<b>10</b>	<b>70.0%</b>	<b>24</b>	<b>19</b>	<b>26.3%</b>
Sales Dollars	\$1,775,650	\$700,750	153.4%	\$2,392,662	\$1,642,750	45.6%
List/Sell Ratio	94.79%	91.71%	3.4%	95.06%	92.91%	2.3%
Days to Sell	96	341	-71.8%	109	317	-65.6%
Active Inventory	45	77	-41.6%			
Average Price	\$104,450	\$70,075	49.1%	\$99,694	\$86,461	15.3%
Median Price	\$84,750	\$58,500	44.9%	\$87,000	\$94,000	-7.4%

North Division Comparative Activity By Property Type

February 29, 2004

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Duplex</b>						
Units Listed	14	12	16.7%	17	15	13.3%
Units Sold	<b>11</b>	<b>3</b>	<b>266.7%</b>	<b>14</b>	<b>7</b>	<b>100.0%</b>
Sales Dollars	\$1,340,150	\$378,750	253.8%	\$1,792,150	\$984,750	82.0%
List/Sell Ratio	95.07%	94.22%	0.9%	94.65%	93.56%	1.2%
Days to Sell	74	198	-62.6%	104	319	-67.4%
Active Inventory	25	36	-30.6%			
Average Price	\$121,832	\$126,250	-3.5%	\$128,011	\$140,679	-9.0%
Median Price	\$110,000	\$133,000	-17.3%	\$116,450	\$145,000	-19.7%
<b>Farms</b>						
Units Listed	2	4	-50.0%	8	6	33.3%
Units Sold	<b>1</b>	<b>0</b>	<b>100.0%</b>	<b>1</b>	<b>0</b>	<b>100.0%</b>
Sales Dollars	\$675,225	\$0	100.0%	\$675,225	\$0	100.0%
List/Sell Ratio	96.59%	0.00%	100.0%	96.59%	0.00%	100.0%
Days to Sell	112	0	100.0%	112	0	100.0%
Active Inventory	27	34	-20.6%	26	30	
Average Price	\$675,225	\$0	100.0%	\$675,225	\$0	100.0%
Median Price	\$675,225	\$0	100.0%	\$675,225	\$0	100.0%
<b>IC&amp;I</b>						
Units Listed	9	10	-10.0%	18	23	-21.7%
Units Sold	<b>2</b>	<b>3</b>	<b>-33.3%</b>	<b>5</b>	<b>4</b>	<b>25.0%</b>
Sales Dollars	\$414,000	\$1,815,000	-77.2%	\$964,000	\$1,983,000	-51.4%
List/Sell Ratio	94.52%	95.11%	-0.6%	85.92%	93.50%	-8.1%
Days to Sell	66	183	-63.9%	105	139	-24.5%
Active Inventory	69	71	-2.8%			
Average Price	\$207,000	\$605,000	-65.8%	\$192,800	\$495,750	-61.1%
Median Price	\$207,000	\$330,000	-37.3%	\$174,000	\$257,500	-32.4%
<b>IC&amp;I Land</b>						
Units Listed	2	2	0.0%	4	6	-33.3%
Units Sold	<b>5</b>	<b>0</b>	<b>100.0%</b>	<b>6</b>	<b>1</b>	<b>500.0%</b>
Sales Dollars	\$1,222,800	\$0	100.0%	\$1,297,800	\$300,000	332.6%
List/Sell Ratio	90.23%	0.00%	100.0%	91.01%	92.30%	-1.4%
Days to Sell	151	0	100.0%	146	108	35.2%
Active Inventory	42	55	-23.6%			
Average Price	\$244,560	\$0	100.0%	\$216,300	\$300,000	-27.9%
Median Price	\$202,800	\$0	100.0%	\$138,900	\$300,000	-53.7%
<b>Lots</b>						
Units Listed	6	13	-53.8%	36	27	33.3%
Units Sold	<b>8</b>	<b>14</b>	<b>-42.9%</b>	<b>39</b>	<b>35</b>	<b>11.4%</b>
Sales Dollars	\$585,000	\$733,625	-20.3%	\$3,297,300	\$2,102,853	56.8%
List/Sell Ratio	95.79%	88.82%	7.8%	99.25%	93.81%	5.8%
Days to Sell	190	925	-79.5%	178	531	-66.5%
Active Inventory	198	264	-25.0%			
Average Price	\$73,125	\$52,402	39.5%	\$84,546	\$60,082	40.7%
Median Price	\$80,750	\$57,463	40.5%	\$80,000	\$60,000	33.3%
<b>Leases</b>						
Units Listed	6	3	100.0%	11	7	57.1%
Units Sold	<b>0</b>	<b>2</b>	<b>-100.0%</b>	<b>2</b>	<b>2</b>	<b>0.0%</b>
Sales Dollars	\$0	\$19,560	-100.0%	\$44,400	\$19,560	127.0%
List/Sell Ratio	0.00%	0.00%	0.0%	0.00%	0.00%	#DIV/0!
Days to Sell	0	469	-100.0%	38	469	-91.9%
Active Inventory	39	41	-4.9%			
Average Price	\$0	\$9,780	-100.0%	\$22,200	\$9,780	127.0%
Median Price	\$0	\$9,780	-100.0%	\$22,200	\$9,780	127.0%

**North Division Comparative Activity By Property Type  
February 29, 2004**

	<b>CURRENT MONTH</b>			<b>YEAR TO DATE</b>		
	<b>THIS YEAR</b>	<b>LAST YEAR</b>	<b>INCREASE</b>	<b>THIS YEAR</b>	<b>LAST YEAR</b>	<b>INCREASE</b>
<b>Lots (Waterfront)</b>						
Units Listed	0	2	-100.0%	0	2	-100.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>
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	6	-83.3%			
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	2	4	-50.0%	2	10	-80.0%
Units Sold	<b>2</b>	<b>3</b>	<b>-33.3%</b>	<b>3</b>	<b>3</b>	<b>100.0%</b>
Sales Dollars	\$385,100	\$1,205,000	-68.0%	\$610,099	\$1,205,000	-49.4%
List/Sell Ratio	98.73%	96.12%	2.7%	95.83%	96.12%	-0.3%
Days to Sell	22	123	-82.1%	83	123	-32.5%
Active Inventory	10	26	-61.5%	10	25	
Average Price	\$192,550	\$401,667	-52.1%	\$203,366	\$401,667	-49.4%
Median Price	\$192,550	\$180,000	7.0%	\$193,100	\$180,000	7.3%
<b>Mobile Homes</b>						
Units Listed	10	10	0.0%	27	26	3.8%
Units Sold	<b>6</b>	<b>11</b>	<b>100.0%</b>	<b>11</b>	<b>11</b>	<b>100.0%</b>
Sales Dollars	\$434,400	\$467,500	-7.1%	\$568,200	\$467,500	21.5%
List/Sell Ratio	92.61%	83.31%	11.2%	91.06%	83.31%	9.3%
Days to Sell	96	137	-29.9%	167	137	21.9%
Active Inventory	69	85	-18.8%			
Average Price	\$72,400	\$42,500	70.4%	\$51,655	\$42,500	21.5%
Median Price	\$52,000	\$32,000	62.5%	\$48,000	\$32,000	50.0%
<b>Residential</b>						
Units Listed	125	144	-13.2%	224	283	-20.8%
Units Sold	<b>82</b>	<b>88</b>	<b>-6.8%</b>	<b>145</b>	<b>137</b>	<b>5.8%</b>
Sales Dollars	\$13,668,800	\$16,203,050	-15.6%	\$24,955,050	\$25,091,150	-0.5%
List/Sell Ratio	97.29%	95.81%	1.5%	96.86%	95.61%	1.3%
Days to Sell	63	93	-32.3%	69	96	-28.1%
Active Inventory	316	490	-35.5%			
Average Price	\$166,693	\$184,126	-9.5%	\$172,104	\$183,147	-6.0%
Median Price	\$149,700	\$146,500	2.2%	\$158,000	\$149,000	6.0%
<b>Residential (Waterfront)</b>						
Units Listed	2	7	-71.4%	5	10	-50.0%
Units Sold	<b>2</b>	<b>0</b>	<b>100.0%</b>	<b>5</b>	<b>1</b>	<b>400.0%</b>
Sales Dollars	\$1,058,000	\$0	100.0%	\$2,067,500	\$1,025,000	101.7%
List/Sell Ratio	92.48%	0.00%	100.0%	96.50%	104.24%	-7.4%
Days to Sell	291	0	100.0%	158	17	829.4%
Active Inventory	13	18	-27.8%			
Average Price	\$529,000	\$0	100.0%	\$413,500	\$1,025,000	-59.7%
Median Price	\$529,000	\$0	100.0%	\$380,000	\$1,025,000	-62.9%
<b>NORTH OKANAGAN - TOTALS</b>						
Units Listed	261	295	-11.5%	501	599	-16.4%
Units Sold	<b>178</b>	<b>166</b>	<b>7.2%</b>	<b>335</b>	<b>278</b>	<b>20.5%</b>
Sales Dollars	\$28,858,275	\$26,602,885	8.5%	\$53,114,436	\$44,824,613	18.5%
List/Sell Ratio	96.06%	92.29%	4.1%	96.07%	93.29%	3.0%
Days to Sell	89	197	-54.8%	113	186	-39.2%
Active Inventory	1221	1654	-26.2%			

**North Residential Listing/Sales Analysis  
February 29, 2004**

<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	4	10	2	6
90001 to 110000	3	5	10	13
110001 to 130000	7	15	10	14
130001 to 150000	11	30	18	30
150001 to 170000	19	32	8	15
170001 to 190000	22	28	10	21
190001 to 210000	7	14	5	11
210001 to 230000	7	10	3	7
230001 to 250000	12	16	6	8
250001 to 270000	4	12	3	6
270001 to 290000	4	7	0	3
290001 to 310000	5	5	0	0
310001 and over	15	32	3	5
<b>Totals</b>	<b>120</b>	<b>216</b>	<b>78</b>	<b>139</b>

**North Division Lot Listing/Sales Analysis**

<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 30000	1	2	0	0
30001 to 40000	1	1	1	4
40001 to 50000	2	2	1	1
50001 to 60000	1	5	0	2
60001 to 70000	0	5	0	4
70001 to 80000	1	9	2	9
80001 to 90000	0	7	4	9
90001 and over	10	26	3	16
<b>Totals</b>	<b>16</b>	<b>57</b>	<b>11</b>	<b>45</b>