

**OUT OF BOARD
MONTHLY STATISTICS**

FOR

February 1 - 28, 2003

**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			

OB 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	2	17	-88.2%	3	18	-83.3%
Units Sold	1	0	100.0%	1	0	100.0%
Sales Dollars	\$0	\$0	100.0%	\$202,000	\$0	100.0%
List/Sell Ratio	0.00%	0.00%	0.0%	96.65%	0.00%	0.0%
Days to Sell	0	0	100.0%	368	0	100.0%
Active Inventory	11	27	-59.3%			
Average Price	\$0	\$0	100.0%	\$202,000	\$0	100.0%
Median Price	\$0	\$0	100.0%	\$202,000	\$0	100.0%
Acreage with House						
Units Listed	0	3	-100.0%	0	3	-100.0%
Units Sold	0	0	0.0%	1	0	100.0%
Sales Dollars	\$0	\$0	100.0%	\$500,000	\$0	100.0%
List/Sell Ratio	0.00%	0.00%	0.0%	71.53%	0.00%	100.0%
Days to Sell	0	0	0.0%	645	0	100.0%
Active Inventory	14	12	16.7%			
Average Price	\$0	\$0	0.0%	\$500,000	\$0	100.0%
Median Price	\$0	\$0	0.0%	\$500,000	\$0	100.0%
Acreage (Waterfront)						
Units Listed	1	1	0.0%	1	1	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	2	-50.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Business						
Units Listed	5	7	-28.6%	14	12	16.7%
Units Sold	1	1	0.0%	1	1	0.0%
Sales Dollars	\$825,900	\$845,000	-2.3%	\$825,900	\$845,000	-2.3%
List/Sell Ratio	55.06%	88.94%	-38.1%	55.06%	88.94%	-38.1%
Days to Sell	216	127	70.1%	216	157	37.6%
Active Inventory	44	44	0.0%			
Average Price	\$825,900	\$845,000	-2.3%	\$825,900	\$845,000	-2.3%
Median Price	\$825,900	\$845,000	-2.3%	\$825,900	\$845,000	-2.3%
Condo (Townhouse)						
Units Listed	0	0	0.0%	1	0	100.0%
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	2	0	100.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Condo (Apt)						
Units Listed	0	2	-100.0%	2	3	-33.3%
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	14	5	180.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%

February 28, 2003

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
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	0	0	0.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Farms						
Units Listed	0	0	0.0%	0	2	-100.0%
Units Sold	0	1	-100.0%	1	1	0.0%
Sales Dollars	\$0	\$176,000	-100.0%	\$904,800	\$176,000	414.1%
List/Sell Ratio	0.00%	97.77%	-100.0%	99.42%	97.77%	1.7%
Days to Sell	0	79	-100.0%	301	79	281.0%
Active Inventory	13	14	-7.1%			
Average Price	\$0	\$176,000	-100.0%	\$904,800	\$176,000	414.1%
Median Price	\$0	\$176,000	-100.0%	\$904,800	\$176,000	414.1%
IC&I						
Units Listed	1	1	0.0%	2	1	100.0%
Units Sold	1	0	100.0%	1	0	100.0%
Sales Dollars	\$4,175,000	\$0	100.0%	\$4,175,000	\$0	100.0%
List/Sell Ratio	0.00%	0.00%	0.0%	0.00%	0.00%	0.0%
Days to Sell	436	0	100.0%	436	0	100.0%
Active Inventory	10	11	-9.1%			
Average Price	\$4,175,000	\$0	100.0%	\$4,175,000	\$0	100.0%
Median Price	\$4,175,000	\$0	100.0%	\$4,175,000	\$0	100.0%
IC&I Land						
Units Listed	0	1	-100.0%	0	3	-100.0%
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	6	6	0.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Lots						
Units Listed	1	0	100.0%	1	100	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	5	6	-16.7%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Leases						
Units Listed	2	1	100.0%	2	1	100.0%
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	4	4	0.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%

OB 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	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%
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	1	0.0%			
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	0	0.0%	0	0	0.0%
Units Sold	1	0	100.0%	2	0	100.0%
Sales Dollars	\$1,075,000	\$0	100.0%	\$1,295,000	\$0	100.0%
List/Sell Ratio	0.00%	0.00%	0.0%	0.00%	0.00%	0.0%
Days to Sell	285	0	100.0%	163	0	
Active Inventory	0	2	-100.0%			
Average Price	\$1,075,000	\$0	100.0%	\$647,500	\$0	100.0%
Median Price	\$1,075,000	\$0	100.0%	\$647,500	\$0	100.0%
Mobile Homes						
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	0	0	0.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Residential						
Units Listed	1	0	100.0%	2	1	100.0%
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	8	4	100.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Residential (Waterfront)						
Units Listed	0	2	-100.0%	0	2	-100.0%
Units Sold	0	0	0.0%	1	0	100.0%
Sales Dollars	\$0	\$0	0.0%	\$500,000	\$0	100.0%
List/Sell Ratio	0.00%	0.00%	0.0%	71.53%	0.00%	0.0%
Days to Sell	0	0	100.0%	645	0	100.0%
Active Inventory	1	8	-87.5%			
Average Price	\$0	\$0	0.0%	\$500,000	\$0	100.0%
Median Price	\$0	\$0	0.0%	\$500,000	\$0	100.0%
OUTSIDE BOARD AREA - TOTALS						
Units Listed	13	36	-63.9%	28	148	-81.1%
Units Sold	4	2	100.0%	8	2	300.0%
Sales Dollars	\$6,075,900	\$1,021,000	495.1%	\$8,402,700	\$1,021,000	723.0%
List/Sell Ratio	0.00%	89.24%	-100.0%	0.00%	89.24%	-100.0%
Days to Sell	0	194	-100.0%	0	194	-100.0%
Active Inventory	134	146	-8.2%			

RESIDENTIAL LISTING / SALES ANALYSIS

February 28, 2003
NORTH OKANAGAN

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 90000	0	0	0	0
90001 to 110000	0	0	0	0
110001 to 130000	0	0	0	0
130001 to 150000	0	0	0	0
150001 to 170000	0	0	0	0
170001 to 190000	0	0	0	0
190001 to 210000	0	0	0	0
210001 to 230000	0	0	0	0
230001 to 250000	0	1	0	0
250001 to 270000	0	0	0	0
270001 to 290000	0	0	0	0
290001 to 310000	0	0	0	0
310001 and over	1	1	0	0
Totals	1	2	0	0

LOT LISTING/SALES ANALYSIS

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