

NORTH OKANAGAN DIVISION

MONTHLY STATISTICS

FOR

March 1 - 31, 2002

NORTH OKANAGAN DIVISION

STAT - O - GRAM

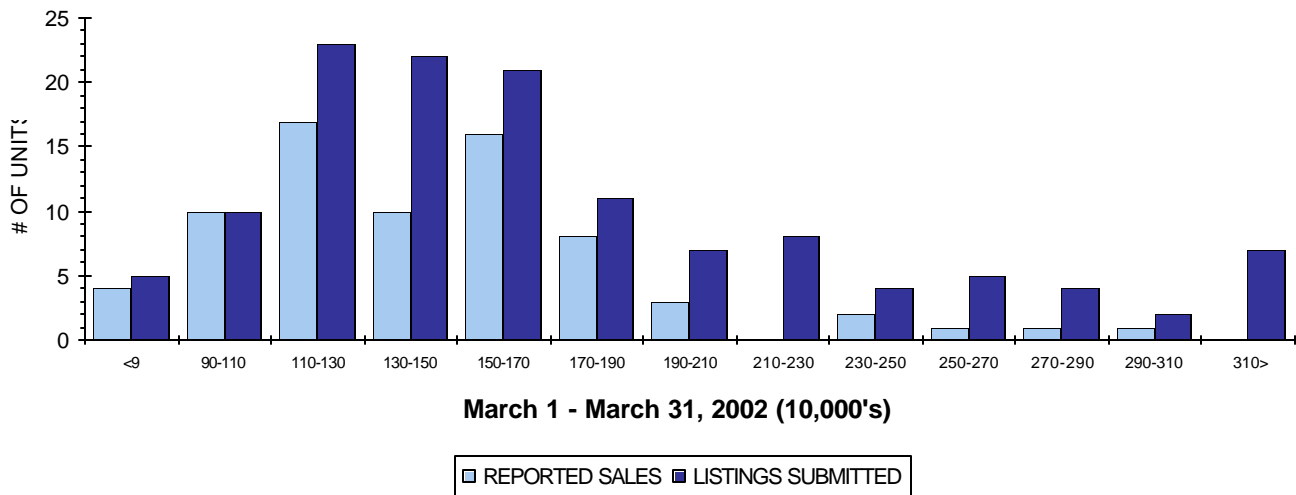
March 2002

QUICK SUMMARY

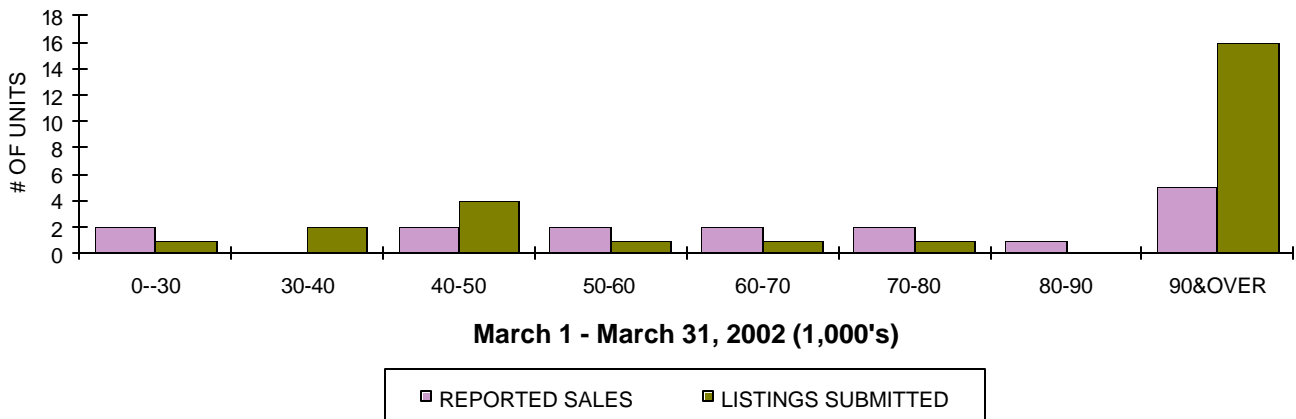
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	<u># of Units</u>	<u>\$ Value</u>	<u># of Units</u>	<u>\$ Value</u>	<u>Listings Taken</u>	<u>Inventory</u>
March 2002	138	\$18,178,800	73	\$10,708,400	293	1,996
February 2002	133	\$19,776,621	69	\$11,009,650	263	1,968
March 2001	106	\$14,295,414	53	\$7,844,500	428	2,166

The average number of listings-per-licensee is 11.0

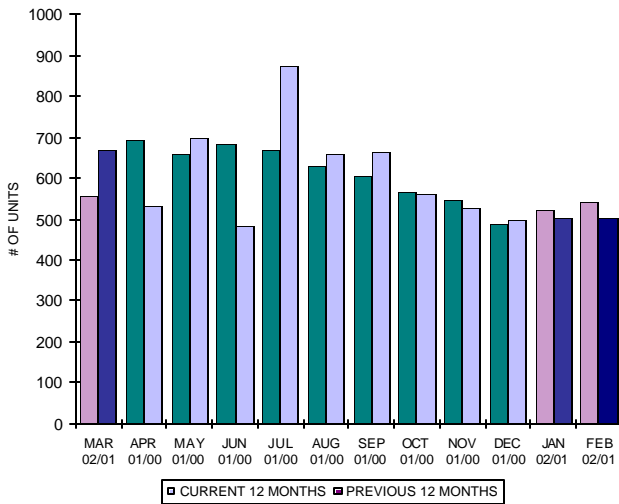
RESIDENTIAL LISTING & SALES ACTIVITY NORTH OKANAGAN DIVISION (BY PRICE CATEGORY)



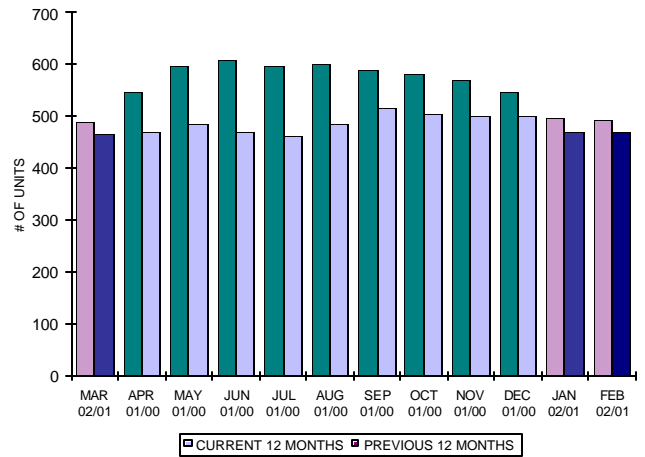
LOT LISTING & SALES ACTIVITY NORTH OKANAGAN DIV. (BY PRICE CATEGORY)



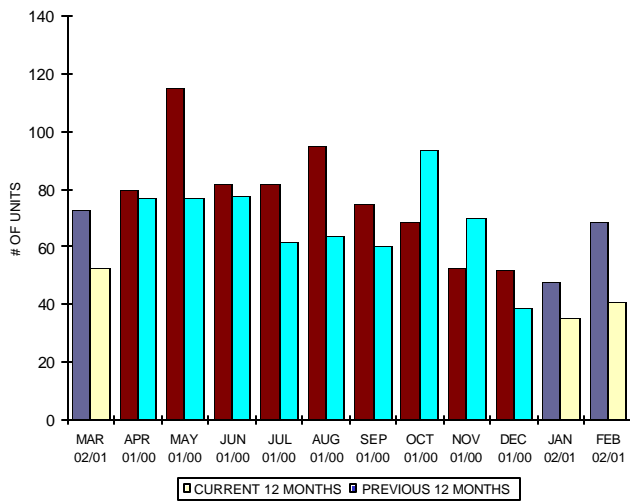
**INVENTORY OF ACTIVE LISTINGS
RESIDENTIAL - NORTH OKANAGAN DIVISION**



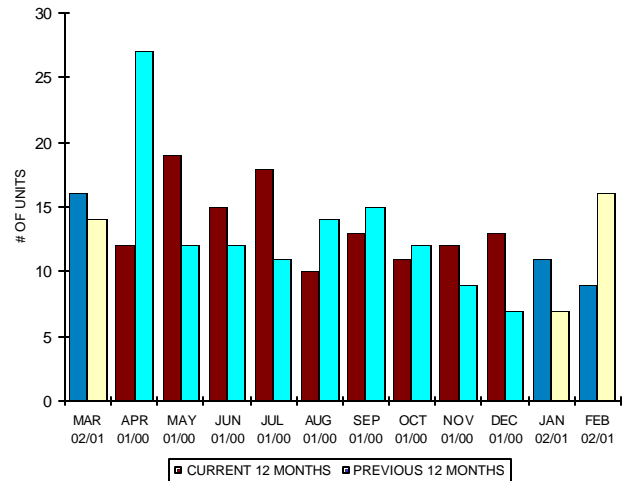
**INVENTORY OF ACTIVE LISTINGS
LOTS - NORTH OKANAGAN DIVISION**



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



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



NORTH OKANAGAN DIVISION

March 2002

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	10	13	158	6.33%	320
ACREAGE/HOUSE	14	40	230	6.09%	175
CONDO/APT	9	13	107	8.41%	236
CONDO/TWNHSE	17	23	104	16.35%	101
LOTS	6	13	332	1.81%	279
RESIDENTIAL	73	129	558	13.08%	119

AVERAGE HOUSE PRICE \$146,690

MEDIAN HOUSE PRICE \$141,000

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

**COMPARATIVE ACTIVITY BY ZONE AS AT
March 31, 2002**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ZONE CO TOTALS						
Units Listed	659	856	-23.0%	1979	2030	-2.5%
Units Sold	460	280	64.3%	1153	649	77.7%
Sales Dollars	78171509	39880536	96.0%	199409016	102557642	94.4%
List/Sell Ratio	95.43	92.35		94.57	92.62	
Days to Sell	90	110	-18.2%	106	117	-9.4%
Active Listings	2766	3148	-12.1%			
ZONE NO TOTALS						
Units Listed	293	429	-31.7%	839	964	-13.0%
Units Sold	138	109	26.6%	364	257	41.6%
Sales Dollars	18178800	14623764	24.3%	51311021	34648438	48.1%
List/Sell Ratio	91.74	90.73		92.57	90.27	
Days to Sell	159	158	0.6%	160	171	-6.4%
Active Listings	1996	1873	6.6%			
ZONE SH TOTALS						
Units Listed	171	209	-18.2%	462	489	-5.5%
Units Sold	50	53	-5.7%	127	124	2.4%
Sales Dollars	6371569	6249650	2.0%	18676930	18357885	1.7%
List/Sell Ratio	90.77	88.39		90.23	88.68	
Days to Sell	177	263	-32.7%	204	226	-9.7%
Active Listings	1639	1569	4.5%			
ZONE OB TOTALS						
Units Listed	19	24	-20.8%	70	62	12.9%
Units Sold	1	1	0.0%	3	4	-25.0%
Sales Dollars	215000	95000	126.3%	1236000	1735000	-28.8%
List/Sell Ratio	74.39	73.64		87.03	85.34	
Days to Sell	140	106	100.0%	115	165	-30.3%
Active Listings	149	117	27.4%			
GRAND TOTALS						
Units Listed	1142	1518	-24.8%	3350	3545	-5.5%
Units Sold	649	443	46.5%	1647	1034	59.3%
Sales Dollars	102936878	60848950	69.2%	270632967	157298965	72.1%
List/Sell Ratio	94.26	91.40		93.77	91.51	
Days to Sell	111	140	-20.7%	125	144	-13.2%
Active Listings	6550	6707	-2.3%			

LICENSEES
March 31, 2002

	TOTAL NUMBER OF LICENSEES	TOTAL NUMBER OF LICENSEES	CHANGE BY NUMBER	CHANGE BY %
	March 31/02	March 31/01		
ALL DIVISIONS	664	669	-5	-0.75%
CENTRAL OK DIV.	420	424	-4	-0.94%
NORTH OK DIV.	177	174	3	1.72%
SHUSWAP DIV.	67	71	-4	-5.63%
CURRENT MEMBERSHIP				
AGENT LICENSEES	74			
SALESPERSONS	521			
PROPERTY MANAGEMENT	9			
9:15 LICENCEE MEMBER	57			
EXEMPTION MEMBER	3			
TOTALS	664			

COMPARATIVE ACTIVITY BY PROPERTY TYPE
MARCH 31, 2002
NORTH OKANAGAN

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
UNITS LISTED	13	18	-27.8%	37	44	-15.9%
UNITS SOLD	10	4	150.0%	12	10	20.0%
SALES DOLLARS	894000	541500	65.1%	1122000	1068500	5.0%
LIST/SELL RATIO	78.54	83.73		78.78	88.94	
DAYS TO SELL	320	316	1.3%	306	260	17.7%
ACTIVE INVENTORY	158	137	15.3%			
AVERAGE PRICE	\$89,400	\$135,375	-34.0%	\$93,500	\$106,850	-12.5%
MEDIAN PRICE	\$78,000	\$142,500	-45.3%	\$85,000	\$109,000	-22.0%
Acreage with House						
UNITS LISTED	40	46	-13.0%	101	116	-12.9%
UNITS SOLD	14	14	0.0%	37	24	54.2%
SALES DOLLARS	2785300	2848750	-2.2%	7756816	5424173	43.0%
LIST/SELL RATIO	91.79	89.91		92.34	88.42	
DAYS TO SELL	175	224	-21.9%	199	234	-15.0%
ACTIVE INVENTORY	230	211	9.0%			
AVERAGE PRICE	\$198,950	\$203,482	-2.2%	\$209,644	\$226,007	-7.2%
MEDIAN PRICE	\$189,750	\$200,000	-5.1%	\$192,000	\$202,500	-5.2%
Acreage (Waterfront)						
UNITS LISTED	1	1	0.0%	3	1	200.0%
UNITS SOLD	1	0	100.0%	2	1	100.0%
SALES DOLLARS	168000	0	100.0%	332000	113500	192.5%
LIST/SELL RATIO	93.85	0.00		92.50	87.37	
DAYS TO SELL	223	0	100.0%	219	449	-51.2%
ACTIVE INVENTORY	15	12	25.0%			
AVERAGE PRICE	\$168,000	\$0	100.0%	\$166,000	\$113,500	46.3%
MEDIAN PRICE	\$168,000	\$0	100.0%	\$166,000	\$113,500	46.3%
Business						
UNITS LISTED	8	7	14.3%	28	22	27.3%
UNITS SOLD	0	0	0.0%	2	4	-50.0%
SALES DOLLARS	0	0	0.0%	96500	344250	-72.0%
LIST/SELL RATIO	0.00	0.00		71.17	92.14	
DAYS TO SELL	0	0	0.0%	204	171	19.3%
ACTIVE INVENTORY	79	77	2.6%			
AVERAGE PRICE	\$0	\$0	0.0%	\$48,250	\$86,063	-43.9%
MEDIAN PRICE	\$0	\$0	0.0%	\$48,250	\$62,625	-23.0%
Condo (Townhouse)						
UNITS LISTED	23	23	0.0%	65	64	1.6%
UNITS SOLD	17	8	112.5%	39	25	56.0%
SALES DOLLARS	1875100	568400	229.9%	4239250	2651101	59.9%
LIST/SELL RATIO	95.29	93.95		94.16	90.55	
DAYS TO SELL	101	57	77.2%	139	199	-30.2%
ACTIVE INVENTORY	104	111	-6.3%			
AVERAGE PRICE	\$110,300	\$71,050	55.2%	\$108,699	\$106,044	2.5%
MEDIAN PRICE	\$95,000	\$65,500	45.0%	\$94,000	\$85,000	10.6%

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	13	11	18.2%	40	33	21.2%
UNITS SOLD	9	10	-10.0%	24	19	26.3%
SALES DOLLARS	788700	1059214	-25.5%	2279355	2164114	5.3%
LIST/SELL RATIO	93.35	93.21		94.12	93.58	
DAYS TO SELL	236	212	11.3%	191	206	-7.3%
ACTIVE INVENTORY	107	121	-11.6%			
AVERAGE PRICE	\$87,633	\$105,921	-17.3%	\$94,973	\$113,901	-16.6%
MEDIAN PRICE	\$72,000	\$103,000	-30.1%	\$69,378	\$114,000	-39.1%
Duplex						
UNITS LISTED	3	8	-62.5%	17	17	0.0%
UNITS SOLD	0	2	-100.0%	5	6	-16.7%
SALES DOLLARS	0	138500	-100.0%	446000	534000	-16.5%
LIST/SELL RATIO	0.00	92.37		86.64	91.31	
DAYS TO SELL	0	14	-100.0%	91	68	33.8%
ACTIVE INVENTORY	34	32	6.3%			
AVERAGE PRICE	\$0	\$69,250	-100.0%	\$89,200	\$89,000	0.2%
MEDIAN PRICE	\$0	\$69,750	-100.0%	\$80,000	\$79,000	1.3%
Farms						
UNITS LISTED	4	6	-33.3%	12	18	-33.3%
UNITS SOLD	0	0	0.0%	1	1	0.0%
SALES DOLLARS	0	0	0.0%	365000	325000	12.3%
LIST/SELL RATIO	0.00	0.00		91.25	65.13	
DAYS TO SELL	0	0	0.0%	230	167	37.7%
ACTIVE INVENTORY	44	43	2.3%			
AVERAGE PRICE	\$0	\$0	0.0%	\$365,000	\$325,000	12.3%
MEDIAN PRICE	\$0	\$0	0.0%	\$365,000	\$325,000	12.3%
IC&I						
UNITS LISTED	6	6	0.0%	16	19	-15.8%
UNITS SOLD	0	0	0.0%	2	2	0.0%
SALES DOLLARS	0	0	0.0%	238500	433000	-44.9%
LIST/SELL RATIO	0.00	0.00		91.4	82.64	
DAYS TO SELL	0	0	0.0%	123	184	-33.2%
ACTIVE INVENTORY	64	65	-1.5%			
AVERAGE PRICE	\$0	\$0	0.0%	\$119,250	\$216,500	-44.9%
MEDIAN PRICE	\$0	\$0	0.0%	\$119,250	\$216,500	-44.9%
IC&I Land						
UNITS LISTED	6	11	-45.5%	16	21	-23.8%
UNITS SOLD	0	0	0.0%	1	0	100.0%
SALES DOLLARS	0	0	0.0%	325000	0	100.0%
LIST/SELL RATIO	0.00	0.00		90.27	0.00	
DAYS TO SELL	0	0	0.0%	124	0	100.0%
ACTIVE INVENTORY	66	57	15.8%			
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
MARCH 31, 2002
NORTH OKANAGAN

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots							
	UNITS LISTED	12	72	-83.3%	34	92	-63.0%
	UNITS SOLD	5	11	-54.5%	21	21	0.0%
	SALES DOLLARS	317000	681000	-53.5%	1752000	1230500	42.4%
	LIST/SELL RATIO	79.94	89.69		90.74	86.16	
	DAYS TO SELL	335	232	44.4%	335	279	20.1%
	ACTIVE INVENTORY	302	282	7.1%			
	AVERAGE PRICE	\$63,400	\$61,909	2.4%	\$83,429	\$58,595	42.4%
	MEDIAN PRICE	\$57,000	\$65,000	-12.3%	\$92,000	\$65,000	41.5%
Leases							
	UNITS LISTED	5	5	0.0%	9	8	12.5%
	UNITS SOLD	0	1	-100.0%	1	2	-50.0%
	SALES DOLLARS	0	2000	-100.0%	48000	12000	300.0%
	LIST/SELL RATIO	0.00	13.33		0.00	13.33	
	DAYS TO SELL	0	200	0.0%	172	229	0.0%
	ACTIVE INVENTORY	42	41	2.4%			
	AVERAGE PRICE	\$0	\$2,000	-100.0%	\$48,000	\$6,000	700.0%
	MEDIAN PRICE	\$0	\$2,000	-100.0%	\$48,000	\$6,000	700.0%
Lots (Waterfront)							
	UNITS LISTED	0	1	-100.0%	1	4	-75.0%
	UNITS SOLD	0	0	0.0%	1	1	0.0%
	SALES DOLLARS	0	0	0.0%	270000	254000	6.3%
	LIST/SELL RATIO	0.00	0.00		96.77	98.06	
	DAYS TO SELL	0	0	0.0%	260	20	1200.0%
	ACTIVE INVENTORY	15	41	-63.4%			
	AVERAGE PRICE	\$0	\$0	0.0%	\$270,000	\$254,000	6.3%
	MEDIAN PRICE	\$0	\$0	0.0%	\$270,000	\$254,000	6.3%
Multi-Family							
	UNITS LISTED	2	7	-71.4%	7	14	-50.0%
	UNITS SOLD	0	0	0.0%	2	0	100.0%
	SALES DOLLARS	0	0	0.0%	516500	0	100.0%
	LIST/SELL RATIO	0.00	0.00		90.09	0.00	
	DAYS TO SELL	0	0	0.0%	258	0	100.0%
	ACTIVE INVENTORY	31	20	55.0%			
	AVERAGE PRICE	\$0	\$0	0.0%	\$258,250	\$0	100.0%
	MEDIAN PRICE	\$0	\$0	0.0%	\$258,250	\$0	100.0%
Mobile Homes							
	UNITS LISTED	17	24	-29.2%	46	63	-27.0%
	UNITS SOLD	8	5	60.0%	19	11	72.7%
	SALES DOLLARS	237300	118900	99.6%	559200	258650	116.2%
	LIST/SELL RATIO	78.14	74.37		73.95	75.34	
	DAYS TO SELL	178	180	-1.1%	163	159	2.5%
	ACTIVE INVENTORY	108	90	20.0%			
	AVERAGE PRICE	\$29,663	\$23,780	24.7%	\$29,432	\$23,514	25.2%
	MEDIAN PRICE	\$26,000	\$22,000	18.2%	\$26,900	\$22,000	22.3%

COMPARATIVE ACTIVITY BY PROPERTY TYPE
MARCH 31, 2002
NORTH OKANAGAN

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Residential						
UNITS LISTED	129	179	-27.9%	390	412	-5.3%
UNITS SOLD	73	53	37.7%	190	128	48.4%
SALES DOLLARS	10708400	7825500	36.8%	29151900	18890650	54.3%
LIST/SELL RATIO	94.94	93.69		95.66	93.35	
DAYS TO SELL	119	125	-4.8%	116	127	-8.7%
ACTIVE INVENTORY	558	501	11.4%			
AVERAGE PRICE	\$146,690	\$147,651	-0.7%	\$153,431	\$147,583	4.0%
MEDIAN PRICE	\$141,000	\$130,000	8.5%	\$139,000	\$134,750	3.2%
Residential (Waterfront)						
UNITS LISTED	11	4	175.0%	17	16	6.3%
UNITS SOLD	1	1	0.0%	5	2	150.0%
SALES DOLLARS	405000	840000	-51.8%	1813000	945000	91.9%
LIST/SELL RATIO	94.40	93.38		89.87	82.92	
DAYS TO SELL	638	33	1833.3%	436	292	49.3%
ACTIVE INVENTORY	39	32	21.9%			
AVERAGE PRICE	\$405,000	\$840,000	100.0%	\$362,600	\$472,500	-23.3%
MEDIAN PRICE	\$405,000	\$840,000	100.0%	\$335,000	\$472,500	-29.1%
NORTH OKANAGAN - TOTALS						
UNITS LISTED	293	429	-31.7%	839	964	-13.0%
UNITS SOLD	138	109	26.6%	364	257	41.6%
SALES DOLLARS	18178800	14623764	24.3%	51311021	34648438	48.1%
LIST/SELL RATIO	91.74	90.73		92.57	90.27	
DAYS TO SELL	159	158	0.6%	160	171	-6.4%
ACTIVE INVENTORY	1996	1873	6.6%			

RESIDENTIAL LISTING / SALES ANALYSIS
MARCH 31, 2002
NORTH OKANAGAN

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 90000	5	22	4	9
90001 to 110000	10	42	10	24
110001 to 130000	23	67	17	44
130001 to 150000	22	71	10	34
150001 to 170000	21	57	16	32
170001 to 190000	11	36	8	19
190001 to 210000	7	25	3	9
210001 to 230000	8	14	0	1
230001 to 250000	4	12	2	4
250001 to 270000	5	10	1	3
270001 to 290000	4	8	1	3
290001 to 310000	2	5	1	1
310001 and over	7	21	0	7
	129	390	73	190

LOT LISTING / SALES ANALYSIS
MARCH 31, 2002
NORTH OKANAGAN

Range	Mthly Listings Total	YTD Listings Total		Mthly Sales Total		YTD Sales Total
0 to 30000	1	6		2		4
30001 to 40000	2	4		0		0
40001 to 50000	4	10		2		2
50001 to 60000	1	6		2		4
60001 to 70000	1	3		2		2
70001 to 80000	1	3		2		3
80001 to 90000	0	3		1		2
90001 and over	16	40		5		19
	26	75		16		36