

**NORTH DIVISION
MONTHLY STATISTICS**

FOR

March 1 - 31, 2003

NORTH OKANAGAN DIVISION

STAT - O - GRAM

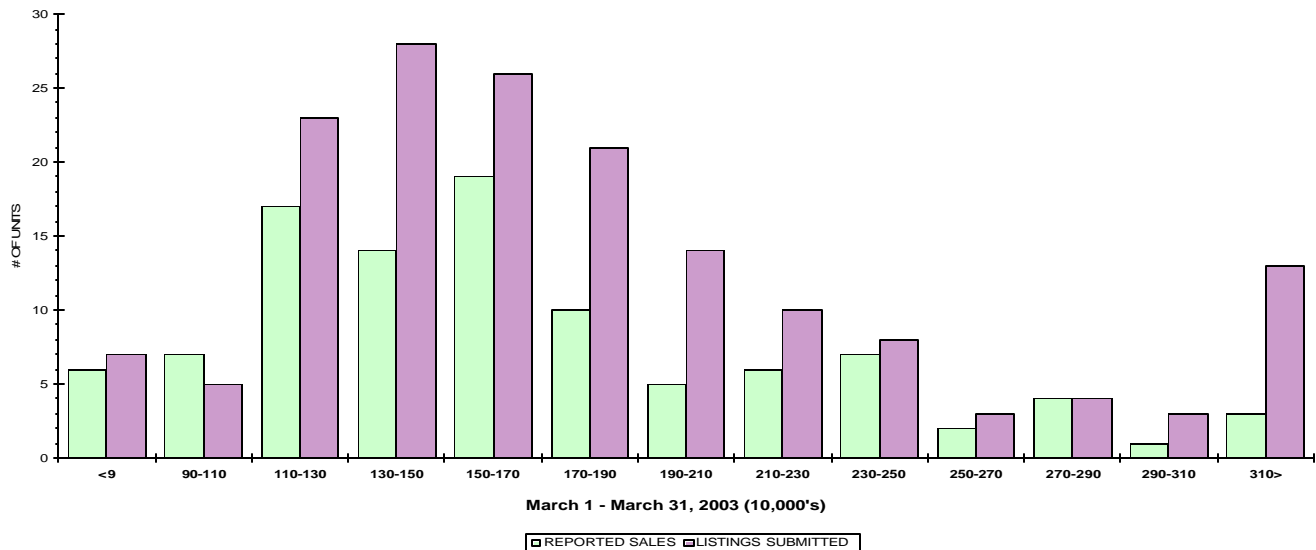
March 2003

QUICK SUMMARY

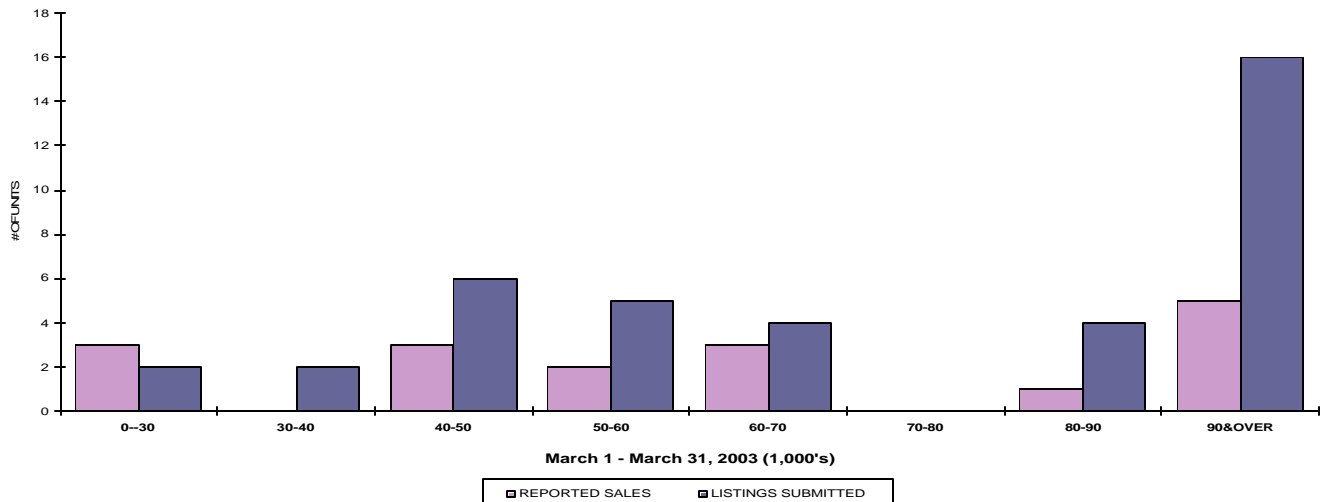
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	# of Units	\$ Value	# of Units	\$ Value	Listings Taken	Inventory
March 2003	184	\$29,649,021	102	\$17,276,548	355	1,731
February 2002	133	\$19,776,621	69	\$11,009,650	263	1,968
March 2002	138	\$18,178,800	73	\$10,708,400	293	1,996

The average number of listings-per-licensee is 8.7

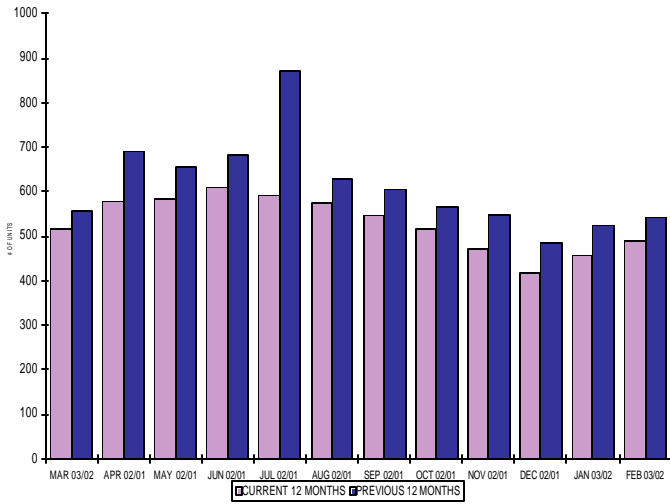
RESIDENTIAL LISTING & SALES ACTIVITY
NORTH OKANAGAN DIVISION (BY PRICE CATEGORY)



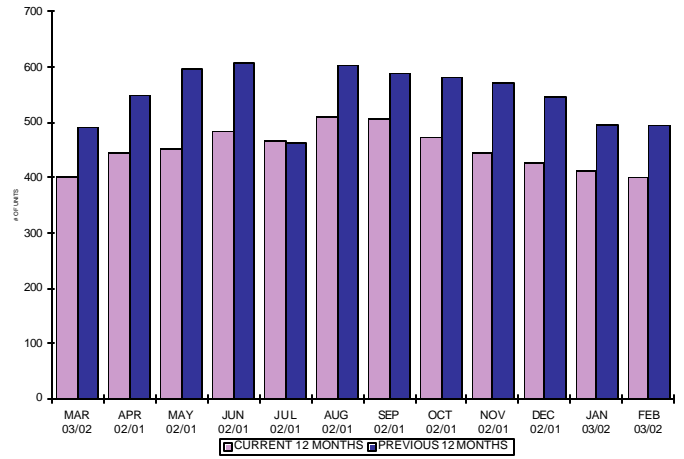
LOT LISTING & SALES ACTIVITY
NORTH OKANAGAN DIV. (BY PRICE CATEGORY)



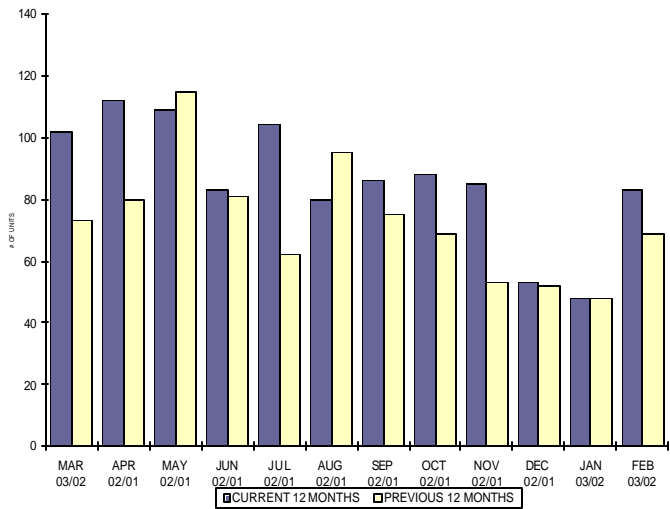
INVENTORY OF ACTIVE LISTINGS
RESIDENTIAL - NORTH OKANAGAN DIVISION



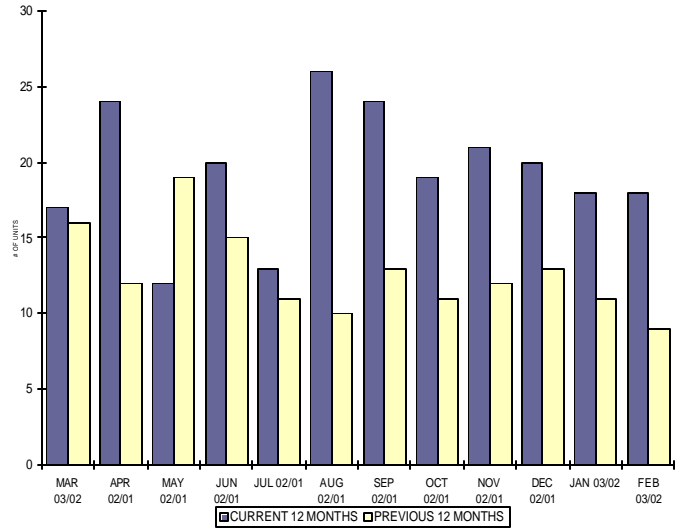
INVENTORY OF ACTIVE LISTINGS
LOTS - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD
RESIDENTIAL - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD
LOTS - NORTH OKANAGAN DIVISION



NORTH OKANAGAN DIVISION

March 2003

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	3	19	131	2.29%	145
ACREAGE/HOUSE	16	34	175	9.14%	265
CONDO/APT	12	14	72	16.67%	260
CONDO/TWNHSE	22	32	105	20.95%	96
LOTS	14	19	270	5.19%	162
RESIDENTIAL	102	169	518	19.69%	77

AVERAGE HOUSE PRICE \$169,378

MEDIAN HOUSE PRICE \$159,000

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

**COMPARATIVE ACTIVITY BY ZONE AS AT
March 31, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ZONE CO TOTALS						
Units Listed	724	667	8.55%	2109	2009	4.98%
Units Sold	492	477	3.14%	1145	1182	-3.13%
Sales Dollars	\$94,375,752	\$81,705,795	15.51%	\$224,337,570	\$203,638,702	10.16%
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	2500	2792	-10.46%			
ZONE NO TOTALS						
Units Listed	355	302	17.55%	959	865	10.87%
Units Sold	184	142	29.58%	456	378	20.63%
Sales Dollars	\$29,649,021	\$18,953,900	56.43%	\$74,799,650	\$53,622,621	39.49%
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	1731	1968	-12.04%			
ZONE SH TOTALS						
Units Listed	190	172	10.47%	498	459	8.50%
Units Sold	73	49	48.98%	167	126	32.54%
Sales Dollars	\$10,013,006	\$6,238,569	60.50%	\$24,156,197	\$18,670,031	29.38%
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	1448	1586	-8.70%			
ZONE OB TOTALS						
Units Listed	7	19	-63.16%	36	69	-47.83%
Units Sold	3	1	200.00%	11	3	266.67%
Sales Dollars	\$1,487,500	\$215,000	591.86%	\$9,890,200	\$1,236,000	700.18%
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	124	146	-15.07%			
GRAND TOTALS						
Units Listed	1276	1160	10.00%	3602	3402	5.88%
Units Sold	752	669	12.41%	1779	1689	5.33%
Sales Dollars	\$135,525,279	\$107,113,264	26.53%	\$333,183,617	\$277,167,354	20.21%
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	5803	6492	-10.61%			

LICENSEES
March 31, 2003

	TOTAL NUMBER OF	TOTAL NUMBER OF	CHANGE BY	CHANGE BY
	LICENSEES	LICENSEES	NUMBER	%
	March 31/03	March 31/02		
ALL DIVISIONS	740	664	76	11.45%
CENTRAL OK DIV.	474	420	54	12.86%
NORTH OK DIV.	198	177	21	11.86%
SHUSWAP DIV.	68	67	1	1.49%
CURRENT MEMBERSHIP				
AGENT LICENSEES	72			
SALESPERSONS	598			
PROPERTY MANAGEMENT	9			
9:15 LICENCEE MEMBER	61			
EXEMPTION MEMBER	0			
TOTALS	740			

**North Division Comparative Activity By Property Type
March 31, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	19	13	46.2%	40	38	5.3%
Units Sold	3	9	-66.7%	7	11	-36.4%
Sales Dollars	\$391,500	\$864,000	-54.7%	\$859,000	\$1,092,000	-21.3%
List/Sell Ratio	92.27%	82.59%	11.7%	89.53%	82.04%	9.1%
Days to Sell	145	330	-56.1%	112	312	-64.1%
Active Inventory	131	158	-17.1%			
Average Price	\$130,500	\$96,000	35.9%	\$122,714	\$99,273	23.6%
Median Price	\$117,500	\$80,000	46.9%	\$112,500	\$90,000	25.0%
Acreage with House						
Units Listed	34	41	-17.1%	108	103	4.9%
Units Sold	16	13	23.1%	44	36	22.2%
Sales Dollars	\$4,225,650	\$2,545,400	66.0%	\$10,382,050	\$7,516,916	38.1%
List/Sell Ratio	93.44%	91.47%	2.2%	92.95%	92.24%	0.8%
Days to Sell	265	178	48.9%	197	201	-2.0%
Active Inventory	175	230	-23.9%			
Average Price	\$264,103	\$195,800	34.9%	\$235,956	\$208,803	13.0%
Median Price	\$232,500	\$189,500	22.7%	\$225,500	\$191,500	17.8%
Acreage (Waterfront)						
Units Listed	0	1	-100.0%	1	3	-66.7%
Units Sold	2	1	100.0%	2	2	0.0%
Sales Dollars	\$157,500	\$168,000	-6.3%	\$157,500	\$332,000	-52.6%
List/Sell Ratio	83.71%	93.85%	-10.8%	83.71%	92.50%	-9.5%
Days to Sell	99	223	-55.6%	99	219	-54.8%
Active Inventory	4	15	-73.3%			
Average Price	\$78,750	\$168,000	-53.1%	\$78,750	\$166,000	-52.6%
Median Price	\$78,750	\$168,000	-53.1%	\$78,750	\$166,000	-52.6%
Business						
Units Listed	7	8	-12.5%	29	28	3.6%
Units Sold	2	0	100.0%	3	2	50.0%
Sales Dollars	\$283,000	\$0	100.0%	\$305,500	\$96,500	216.6%
List/Sell Ratio	77.77%	0.00%	100.0%	81.97%	71.17%	15.2%
Days to Sell	192	0	100.0%	157	204	-23.0%
Active Inventory	72	79	-8.9%			
Average Price	\$141,500	\$0	100.0%	\$101,833	\$48,250	111.1%
Median Price	\$141,500	\$0	100.0%	\$23,000	\$48,250	-52.3%
Condo (Townhouse)						
Units Listed	32	32	0.0%	78	89	-12.4%
Units Sold	22	24	-8.3%	49	56	-12.5%
Sales Dollars	\$2,961,348	\$2,990,100	-1.0%	\$6,561,299	\$6,890,750	-4.8%
List/Sell Ratio	95.00%	95.55%	-0.6%	95.43%	94.89%	0.6%
Days to Sell	96	106	-9.4%	113	130	-13.1%
Active Inventory	105	104	1.0%			
Average Price	\$134,607	\$124,588	8.0%	\$133,904	\$123,049	8.8%
Median Price	\$145,000	\$110,950	30.7%	\$127,900	\$107,900	18.5%
Condo (Apt)						
Units Listed	14	13	7.7%	36	39	-7.7%
Units Sold	12	9	33.3%	29	24	20.8%
Sales Dollars	\$1,120,500	\$788,700	42.1%	\$2,573,750	\$2,279,355	12.9%
List/Sell Ratio	92.56%	93.35%	-0.8%	92.23%	94.12%	-2.0%
Days to Sell	260	236	10.2%	372	191	94.8%
Active Inventory	72	107	-32.7%			
Average Price	\$93,375	\$87,633	6.6%	\$88,750	\$94,973	-6.6%
Median Price	\$68,500	\$72,000	-4.9%	\$80,000	\$69,378	15.3%

North Division Comparative Activity By Property Type

March 31, 2003

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	9	3	200.0%	24	17	41.2%
Units Sold	1	0	100.0%	9	5	80.0%
Sales Dollars	\$224,000	\$0	100.0%	\$1,312,750	\$446,000	194.3%
List/Sell Ratio	0.00%	0.00%	0.0%	93.92%	86.64%	8.4%
Days to Sell	43	0	100.0%	276	91	203.3%
Active Inventory	42	34	23.5%			
Average Price	\$224,000	\$0	100.0%	\$145,861	\$89,200	63.5%
Median Price	\$224,000	\$0	100.0%	\$145,000	\$80,000	81.3%
Farms						
Units Listed	2	4	-50.0%	8	16	-50.0%
Units Sold	0	0	0.0%	0	1	-100.0%
Sales Dollars	\$0	\$0	0.0%	\$0	\$365,000	-100.0%
List/Sell Ratio	0.00%	0.00%	0.0%	0.00%	91.25%	-100.0%
Days to Sell	0	0	0.0%	0	230	-100.0%
Active Inventory	34	44	-22.7%			
Average Price	\$0	\$0	0.0%	\$0	\$365,000	-100.0%
Median Price	\$0	\$0	0.0%	\$0	\$365,000	-100.0%
IC&I						
Units Listed	10	6	66.7%	30	16	87.5%
Units Sold	2	0	100.0%	6	2	200.0%
Sales Dollars	\$531,000	\$0	100.0%	\$2,724,000	\$238,500	1042.1%
List/Sell Ratio	94.04%	0.00%	100.0%	92.42%	91.40%	1.1%
Days to Sell	82	0	100.0%	163	123	32.5%
Active Inventory	73	64	14.1%			
Average Price	\$265,500	\$0	100.0%	\$454,000	\$119,250	280.7%
Median Price	\$265,500	\$0	100.0%	\$265,500	\$119,250	122.6%
IC&I Land						
Units Listed	2	6	-66.7%	9	16	-43.8%
Units Sold	0	0	0.0%	2	1	100.0%
Sales Dollars	\$0	\$0	100.0%	\$550,000	\$325,000	69.2%
List/Sell Ratio	85.91%	0.00%	100.0%	89.60%	83.08%	7.8%
Days to Sell	0	0	0.0%	130	124	4.8%
Active Inventory	48	66	-27.3%			
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	19	12	58.3%	46	34	35.3%
Units Sold	11	4	175.0%	43	20	115.0%
Sales Dollars	\$612,225	\$247,000	147.9%	\$2,515,653	\$1,682,000	49.6%
List/Sell Ratio	95.15%	89.73%	6.0%	93.91%	93.57%	0.4%
Days to Sell	360	264	36.4%	479	321	49.2%
Active Inventory	261	302	-13.6%			
Average Price	\$55,657	\$61,750	-9.9%	\$58,504	\$84,100	-30.4%
Median Price	\$56,525	\$51,000	10.8%	\$58,400	\$92,900	-37.1%
Leases						
Units Listed	1	5	-80.0%	8	10	-20.0%
Units Sold	0	0	0.0%	1	1	0.0%
Sales Dollars	\$0	\$0	0.0%	\$7,800	\$48,000	-83.8%
List/Sell Ratio	0.00%	0.00%	0.0%	0.00%	0.00%	#DIV/0!
Days to Sell	0	0	0.0%	20	172	-88.4%
Active Inventory	41	42	-2.4%			
Average Price	\$0	\$0	0.0%	\$7,800	\$48,000	-83.8%
Median Price	\$0	\$0	0.0%	\$7,800	\$48,000	-83.8%

**North Division Comparative Activity By Property Type
March 31, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots (Waterfront)						
Units Listed	0	0	0.0%	2	1	100.0%
Units Sold	1	0	100.0%	1	1	0.0%
Sales Dollars	\$235,250	\$0	100.0%	\$235,250	\$270,000	-100.0%
List/Sell Ratio	98.02%	0.00%	100.0%	98.02%	96.77%	1.3%
Days to Sell	27	0	100.0%	27	260	-89.6%
Active Inventory	5	15	-66.7%			
Average Price	\$235,250	\$0	100.0%	\$235,250	\$270,000	-12.9%
Median Price	\$235,250	\$0	100.0%	\$235,250	\$270,000	-12.9%
Multi-Family						
Units Listed	3	2	50.0%	13	6	116.7%
Units Sold	2	0	100.0%	4	2	100.0%
Sales Dollars	\$421,000	\$0	100.0%	\$1,451,000	\$516,500	180.9%
List/Sell Ratio	97.44%	0.00%	100.0%	96.61%	90.09%	
Days to Sell	88	0	100.0%	98	258	-62.0%
Active Inventory	25	31	-19.4%			
Average Price	\$210,500	\$0	100.0%	\$362,750	\$258,250	40.5%
Median Price	\$210,500	\$0	100.0%	\$213,000	\$258,250	-17.5%
Mobile Homes						
Units Listed	25	16	56.3%	51	45	13.3%
Units Sold	6	8	-25.0%	17	19	-10.5%
Sales Dollars	\$162,000	\$237,300	-31.7%	\$636,500	\$559,200	13.8%
List/Sell Ratio	85.33%	82.28%	3.7%	83.94%	81.37%	3.2%
Days to Sell	147	178	-17.4%	152	163	-6.7%
Active Inventory	100	108	-7.4%			
Average Price	\$27,000	\$29,663	-9.0%	\$37,441	\$29,432	27.2%
Median Price	\$27,750	\$26,000	6.7%	\$32,000	\$26,900	19.0%
Residential						
Units Listed	169	129	31.0%	458	386	18.7%
Units Sold	102	73	39.7%	235	190	23.7%
Sales Dollars	\$17,276,548	\$10,708,400	61.3%	\$41,975,098	\$29,151,900	44.0%
List/Sell Ratio	96.36%	94.94%	1.5%	96.09%	95.51%	0.6%
Days to Sell	77	119	-35.3%	91	116	-21.6%
Active Inventory	518	543	-4.6%			
Average Price	\$169,378	\$146,690	15.5%	\$178,617	\$153,431	16.4%
Median Price	\$159,000	\$141,000	12.8%	\$155,000	\$139,000	11.5%
Residential (Waterfront)						
Units Listed	9	11	-18.2%	18	18	0.0%
Units Sold	2	1	100.0%	4	5	-20.0%
Sales Dollars	\$1,047,500	\$405,000	158.6%	\$2,552,500	\$1,813,000	40.8%
List/Sell Ratio	97.22%	94.40%	3.0%	100.85%	89.87%	12.2%
Days to Sell	63	638	-90.1%	43	436	-90.1%
Active Inventory	25	39	-35.9%			
Average Price	\$523,750	\$405,000	29.3%	\$638,125	\$362,600	76.0%
Median Price	\$523,750	\$391,500	33.8%	\$536,250	\$335,000	60.1%
NORTH OKANAGAN - TOTALS						
Units Listed	355	302	17.5%	959	865	10.9%
Units Sold	184	142	29.6%	456	378	20.6%
Sales Dollars	\$29,649,021	\$18,953,900	56.4%	\$74,799,650	\$53,622,621	39.5%
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	1731	1968	-12.0%			

**North Residential Listing/Sales Analysis
March 31, 2003**

	Mthly Listings	YTD Listings		Mthly Sales	YTD Sales
Range	Total	Total		Total	Total
0 to 90000	7	21		6	15
90001 to 110000	5	26		7	15
110001 to 130000	23	57		17	39
130001 to 150000	28	71		14	41
150001 to 170000	26	61		19	37
170001 to 190000	21	51		10	18
190001 to 210000	14	38		5	13
210001 to 230000	10	31		6	17
230001 to 250000	8	28		7	12
250001 to 270000	3	11		2	5
270001 to 290000	4	15		4	9
290001 to 310000	3	7		1	3
310001 and over	13	35		3	10
Totals	165	452		101	234

North Division Lot Listing/Sales Analysis					
	Mthly Listings	YTD Listings		Mthly Sales	YTD Sales
Range	Total	Total		Total	Total
0 to 30000	2	4		3	10
30001 to 40000	2	6		0	2
40001 to 50000	6	10		3	6
50001 to 60000	5	8		2	7
60001 to 70000	4	11		3	10
70001 to 80000	0	2		0	4
80001 to 90000	4	4		1	1
90001 and over	16	45		5	13
Totals	39	90		17	53