

**NORTH DIVISION
MONTHLY STATISTICS**

FOR

March 1 - 31, 2004

NORTH OKANAGAN DIVISION

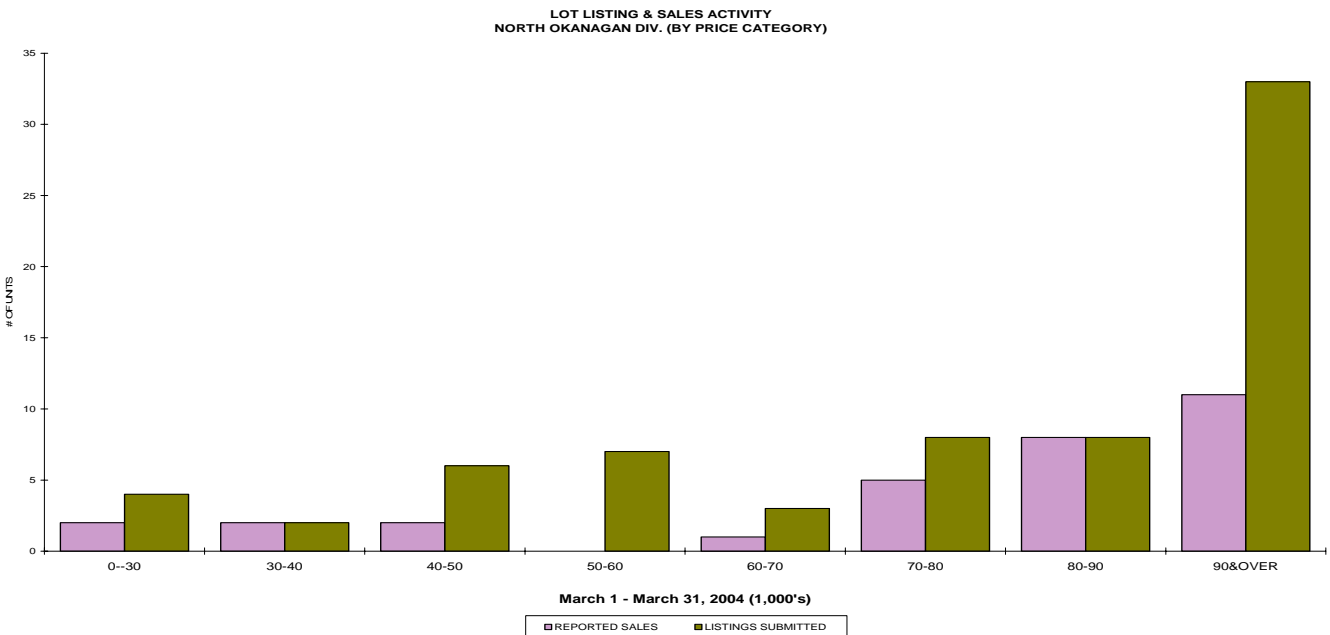
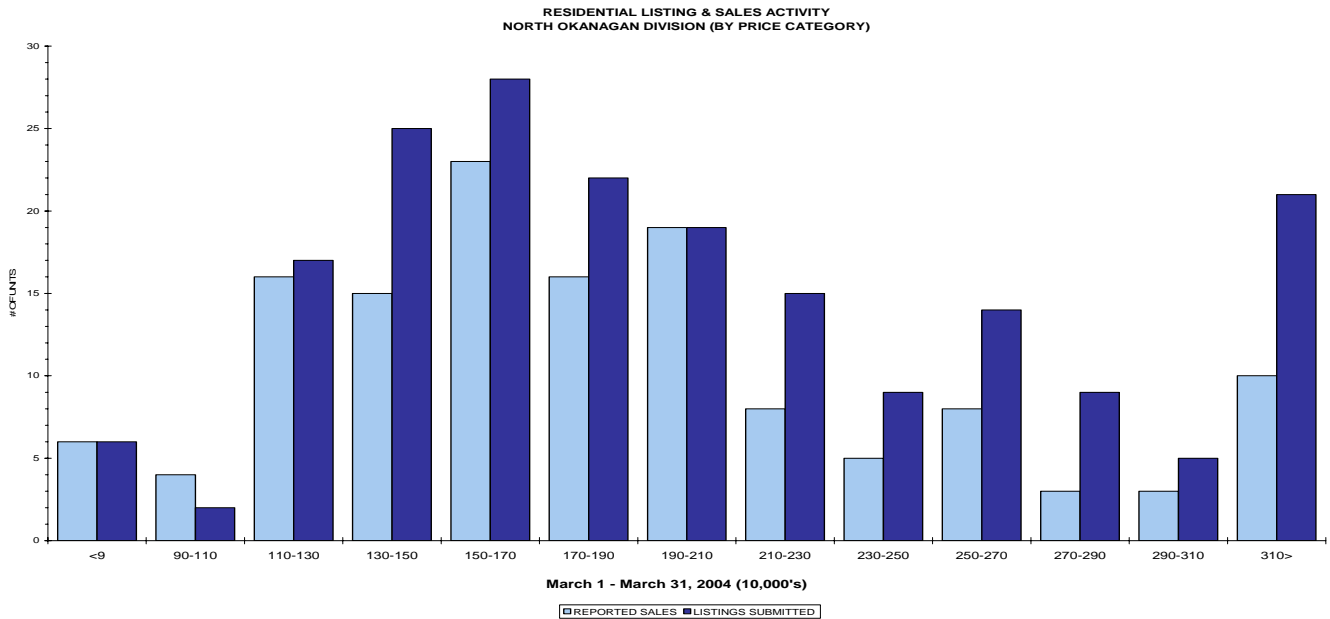
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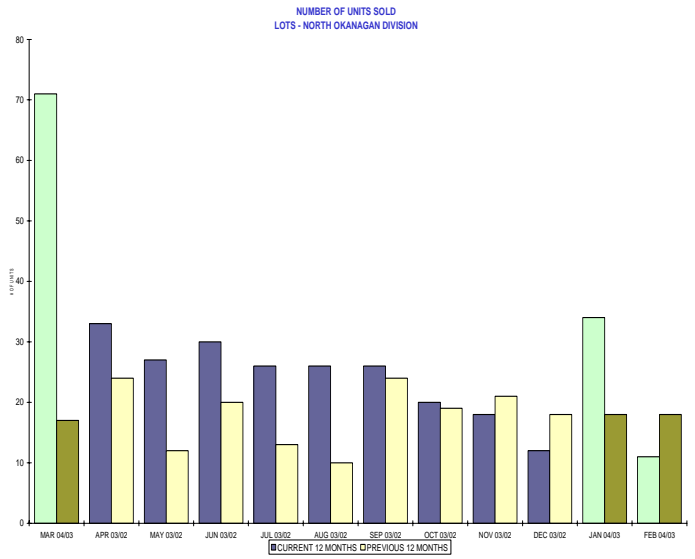
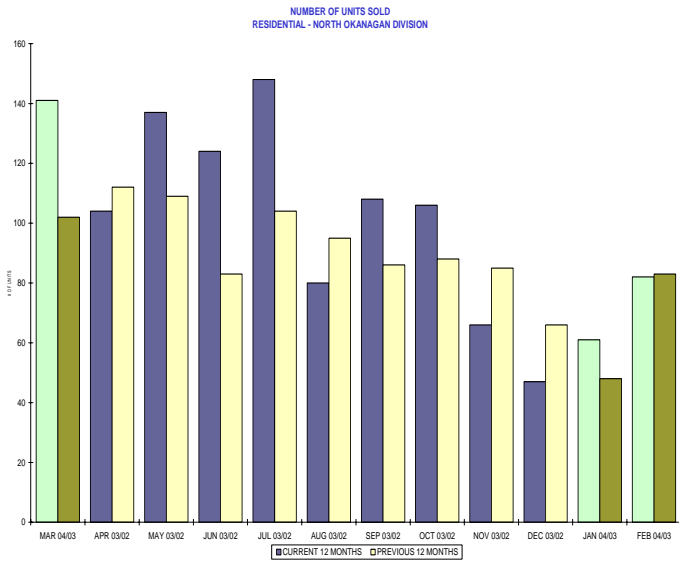
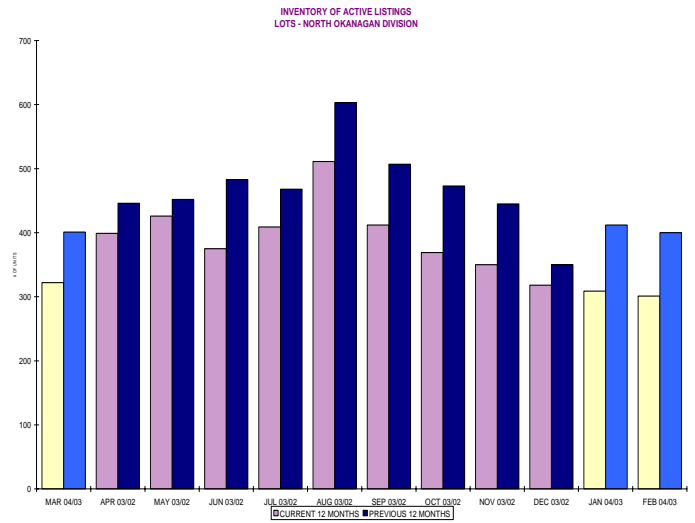
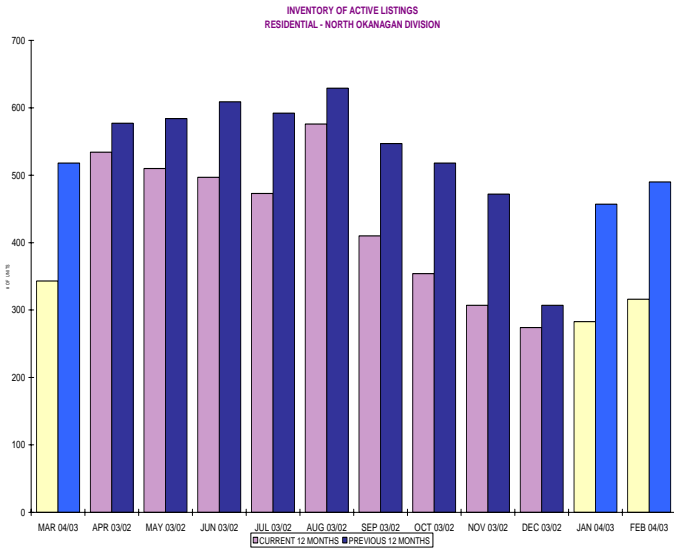
March 2004

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>
March 2004	269	\$50,257,819	141	\$27,174,011	440	1,303
February 2004	178	\$28,858,275	82	\$13,668,800	261	1,221
March 2003	184	\$29,649,021	102	\$17,276,548	355	1,731

The average number of listings-per-licensee is 6





NORTH OKANAGAN DIVISION

March 2004

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	7	18	104	6.73%	190
ACREAGE/HOUSE	18	41	156	11.54%	109
CONDO/APT	21	22	43	48.84%	58
CONDO/TWNHSE	29	37	66	43.94%	54
LOTS	24	53	218	11.01%	457
RESIDENTIAL	141	198	343	41.11%	60

AVERAGE HOUSE PRICE \$192,723

MEDIAN HOUSE PRICE \$175,000

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

**COMPARATIVE ACTIVITY BY ZONE AS AT
March 31, 2004**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE

**ZONE CO
TOTALS**

Units Listed	810	731	10.8%	1981	2117	-6.4%
Units Sold	563	495	13.7%	1278	1183	8.0%
Sales Dollars	\$135,110,586	\$96,489,441	40.0%	\$313,885,683	\$231,056,708	35.8%
List/Sell Ratio	95.89%	95.65%	0.3%	96.35%	96.34%	0.0%
Days to Sell	76	89	-14.6%	88	90	-2.2%
Active Listings	2092	2487	-15.9%			

**ZONE NO
TOTALS**

Units Listed	440	353	24.6%	943	952	-0.9%
Units Sold	269	194	38.7%	608	472	28.8%
Sales Dollars	\$50,257,819	\$30,590,546	64.3%	\$104,896,755	\$75,415,159	39.1%
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 Listings	1303	1654	-21.2%			

**ZONE SH
TOTALS**

Units Listed	196	189	3.7%	494	497	-0.6%
Units Sold	123	72	70.8%	252	166	51.8%
Sales Dollars	\$18,111,600	\$9,821,006	84.4%	\$37,110,500	\$24,473,597	51.6%
List/Sell Ratio	92.46%	91.61%	0.9%	91.45%	92.09%	-0.7%
Days to Sell	164	239	-31.4%	176	201	-12.4%
Active Listings	1094	1384	-21.0%			

**ZONE OB
TOTALS**

Units Listed	18	14	28.6%	36	42	-14.3%
Units Sold	1	1	0.0%	6	8	-25.0%
Sales Dollars	\$282,500	\$135,900	107.9%	\$1,101,000	\$7,901,300	-86.1%
List/Sell Ratio	92.62%	75.62%	22.5%	90.68%	79.83%	13.6%
Days to Sell	192	255	-24.7%	237	271	-12.5%
Active Listings	128	132	-3.0%			

GRAND TOTALS

Units Listed	1464	1287	13.8%	3454	3608	-4.3%
Units Sold	956	762	25.5%	2144	1829	17.2%
Sales Dollars	\$203,762,505	\$137,036,893	48.7%	\$456,993,938	\$338,846,764	34.9%
List/Sell Ratio	95.75%	94.54%	1.3%	95.90%	94.84%	1.1%
Days to Sell	89	132	-32.6%	105	126	-16.7%
Active Listings	4617	5657	-18.4%			

LICENSEES
March 31, 2004

	TOTAL NUMBER OF LICENSEES March 31/04	TOTAL NUMBER OF LICENSEES March 31/03	CHANGE BY NUMBER	CHANGE BY %
ALL DIVISIONS	832	740	92	12.43%
CENTRAL OK DIV.	524	474	50	10.55%
NORTH OK DIV.	234	198	36	18.18%
SHUSWAP DIV.	74	68	6	8.82%

CURRENT MEMBERSHIP

AGENT LICENSEES	78
SALESPERSONS	681
PROPERTY MANAGEMENT	8
9:15 LICENCEE MEMBER	62
EXEMPTION MEMBER	3
TOTALS	832

**North Division Comparative Activity By Property Type
March 31, 2004**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	18	17	5.9%	38	37	2.7%
Units Sold	7	6	16.7%	13	9	44.4%
Sales Dollars	\$851,500	\$741,500	14.8%	\$1,828,000	\$1,117,000	63.7%
List/Sell Ratio	94.01%	92.21%		93.19%	89.91%	
Days to Sell	190	140	35.7%	266	129	106.2%
Active Inventory	104	126	-17.5%			
Average Price	\$121,643	\$123,583	-1.6%	\$140,615	\$124,111	13.3%
Median Price	\$120,000	\$126,250	-5.0%	\$120,000	\$117,500	2.1%
Acreage with House						
Units Listed	41	33	24.2%	94	109	-13.8%
Units Sold	18	17	5.9%	53	42	26.2%
Sales Dollars	\$5,237,900	\$4,580,650	14.3%	\$14,681,625	\$10,129,050	44.9%
List/Sell Ratio	96.98%	93.44%		96.34%	92.81%	
Days to Sell	109	249	-56.2%	121	191	-36.6%
Active Inventory	156	175	-10.9%	139	270	
Average Price	\$290,994	\$269,450	8.0%	\$277,012	\$241,168	14.9%
Median Price	\$262,000	\$237,000	10.5%	\$260,000	\$227,000	14.5%
Acreage (Waterfront)						
Units Listed	0	0	0.0%	1	1	0.0%
Units Sold	0	1	-100.0%	0	2	-100.0%
Sales Dollars	\$0	\$46,500	-100.0%	\$0	\$157,500	-100.0%
List/Sell Ratio	0.00%	66.52%		0.00%	83.71%	
Days to Sell	0	19	-100.0%	0	69	-100.0%
Active Inventory	3	4	-25.0%			
Average Price	\$0	\$46,500	-100.0%	\$0	\$78,750	-100.0%
Median Price	\$0	\$46,500	-100.0%	\$0	\$78,750	-100.0%
Business						
Units Listed	7	9	-22.2%	21	29	-27.6%
Units Sold	2	2	0.0%	6	6	0.0%
Sales Dollars	\$274,700	\$43,000	538.8%	\$853,080	\$611,500	39.5%
List/Sell Ratio	87.46%	58.01%		87.29%	80.29%	
Days to Sell	103	131	-21.4%	385	147	161.9%
Active Inventory	63	73	-13.7%			
Average Price	\$137,350	\$21,500	538.8%	\$142,180	\$101,917	39.5%
Median Price	\$137,350	\$21,500	538.8%	\$137,350	\$79,000	73.9%
Condo (Townhouse)						
Units Listed	37	32	15.6%	72	77	-6.5%
Units Sold	29	22	31.8%	65	47	38.3%
Sales Dollars	\$3,481,750	\$2,838,848	22.6%	\$7,533,195	\$6,238,498	20.8%
List/Sell Ratio	97.76%	95.29%		97.29%	95.41%	
Days to Sell	54	89	-39.3%	80	104	-23.1%
Active Inventory	66	73	-9.6%			
Average Price	\$120,060	\$129,039	-7.0%	\$115,895	\$132,734	-12.7%
Median Price	\$108,000	\$127,200	-15.1%	\$108,000	\$127,500	-15.3%
Condo (Apt)						
Units Listed	22	14	57.1%	48	36	33.3%
Units Sold	21	12	75.0%	45	31	45.2%
Sales Dollars	\$2,489,200	\$1,066,050	133.5%	\$4,881,862	\$2,708,800	80.2%
List/Sell Ratio	97.86%	92.79%		96.36%	92.87%	
Days to Sell	58	241	-75.9%	85	288	-70.5%
Active Inventory	43	77	-44.2%			
Average Price	\$118,533	\$88,838	33.4%	\$108,486	\$87,381	24.2%
Median Price	\$121,500	\$62,400	94.7%	\$97,000	\$77,000	26.0%

North Division Comparative Activity By Property Type

March 31, 2004

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	16	10	60.0%	33	25	32.0%
Units Sold	4	4	0.0%	18	11	63.6%
Sales Dollars	\$672,000	\$599,800	12.0%	\$2,464,150	\$1,584,550	55.5%
List/Sell Ratio	97.76%	94.59%		95.20%	93.79%	
Days to Sell	278	87	219.5%	142	235	-39.6%
Active Inventory	36	36	0.0%			
Average Price	\$168,000	\$149,950	12.0%	\$136,897	\$144,050	-5.0%
Median Price	\$166,500	\$148,150	12.4%	\$116,450	\$147,000	-20.8%
Farms						
Units Listed	3	2	50.0%	11	8	37.5%
Units Sold	0	0	0.0%	2	0	100.0%
Sales Dollars	\$0	\$0	100.0%	\$1,275,225	\$0	100.0%
List/Sell Ratio	0.00%	0.00%		94.48%	0.00%	
Days to Sell	0	0	100.0%	122	0	100.0%
Active Inventory	24	34	-29.4%	26	30	
Average Price	\$0	\$0	0.0%	\$637,613	\$0	100.0%
Median Price	\$0	\$0	0.0%	\$637,613	\$0	100.0%
IC&I						
Units Listed	5	9	-44.4%	23	32	-28.1%
Units Sold	4	1	300.0%	9	5	80.0%
Sales Dollars	\$519,408	\$201,000	158.4%	\$1,483,408	\$2,184,000	-32.1%
List/Sell Ratio	93.02%	96.17%		88.58%	94.03%	
Days to Sell	181	140	29.3%	139	139	0.0%
Active Inventory	66	71	-7.0%			
Average Price	\$129,852	\$201,000	-35.4%	\$164,823	\$436,800	-62.3%
Median Price	\$133,000	\$201,000	-33.8%	\$146,000	\$201,000	-27.4%
IC&I Land						
Units Listed	3	2	50.0%	7	8	-12.5%
Units Sold	3	0	100.0%	9	1	800.0%
Sales Dollars	\$5,100,500	\$0	100.0%	\$6,398,300	\$300,000	2032.8%
List/Sell Ratio	100.16%	0.00%		94.06%	92.30%	
Days to Sell	261	0	100.0%	185	108	71.3%
Active Inventory	39	55	-29.1%			
Average Price	\$1,700,167	\$0	100.0%	\$710,922	\$300,000	137.0%
Median Price	\$76,000	\$0	100.0%	\$76,000	\$300,000	-74.7%
Lots						
Units Listed	53	20	165.0%	91	47	93.6%
Units Sold	24	14	71.4%	63	49	28.6%
Sales Dollars	\$1,841,400	\$843,900	118.2%	\$5,138,700	\$2,946,753	74.4%
List/Sell Ratio	97.35%	97.31%		98.53%	94.74%	
Days to Sell	457	227	101.3%	284	449	-36.7%
Active Inventory	214	264	-18.9%			
Average Price	\$76,725	\$60,279	27.3%	\$81,567	\$60,138	35.6%
Median Price	\$82,375	\$61,950	33.0%	\$82,000	\$61,400	33.6%
Leases						
Units Listed	8	1	700.0%	19	8	137.5%
Units Sold	1	0	100.0%	3	2	50.0%
Sales Dollars	\$15,300	\$0	100.0%	\$59,700	\$19,560	205.2%
List/Sell Ratio	0.00%	0.00%		0.00%	0.00%	
Days to Sell	1018	0	100.0%	365	469	-22.2%
Active Inventory	42	41	2.4%			
Average Price	\$15,300	\$0	100.0%	\$19,900	\$9,780	103.5%
Median Price	\$15,300	\$0	100.0%	\$15,300	\$9,780	56.4%

North Division Comparative Activity By Property Type
March 31, 2004

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots (Waterfront)						
Units Listed	0	0	0.0%	0	2	-100.0%
Units Sold	0	1	-100.0%	0	1	-100.0%
Sales Dollars	\$0	\$235,250	-100.0%	\$0	\$235,250	-100.0%
List/Sell Ratio	0.00%	98.02%		0.00%	98.02%	
Days to Sell	0	22	-100.0%	0	22	-100.0%
Active Inventory	1	6	-83.3%			
Average Price	\$0	\$235,250	-100.0%	\$0	\$235,250	-100.0%
Median Price	\$0	\$235,250	-100.0%	\$0	\$235,250	-100.0%
Multi-Family						
Units Listed	5	3	66.7%	7	13	-46.2%
Units Sold	1	1	0.0%	4	4	0.0%
Sales Dollars	\$359,000	\$246,000	45.9%	\$969,099	\$1,451,000	-33.2%
List/Sell Ratio	102.86%	97.61%		97.58%	96.61%	
Days to Sell	13	10	30.0%	65	94	-30.9%
Active Inventory	15	26	-42.3%	10	25	
Average Price	\$359,000	\$246,000	45.9%	\$242,275	\$362,750	-33.2%
Median Price	\$359,000	\$246,000	45.9%	\$209,050	\$213,000	-1.9%
Mobile Homes						
Units Listed	20	24	-16.7%	48	50	-4.0%
Units Sold	10	4	150.0%	21	15	40.0%
Sales Dollars	\$292,150	\$106,500	174.3%	\$860,350	\$574,000	49.9%
List/Sell Ratio	91.42%	82.49%		91.22%	83.09%	
Days to Sell	192	198	-3.0%	179	153	17.0%
Active Inventory	73	85	-14.1%			
Average Price	\$29,215	\$26,625	9.7%	\$40,969	\$38,267	7.1%
Median Price	\$26,000	\$28,250	-8.0%	\$35,000	\$32,000	9.4%
Residential						
Units Listed	198	168	17.9%	421	451	-6.7%
Units Sold	141	106	33.0%	288	243	18.5%
Sales Dollars	\$27,174,011	\$17,615,048	54.3%	\$52,453,561	\$42,706,198	22.8%
List/Sell Ratio	96.74%	95.98%		96.82%	95.85%	
Days to Sell	60	70	-14.3%	65	84	-22.6%
Active Inventory	343	490	-30.0%			
Average Price	\$192,723	\$166,180	16.0%	\$182,130	\$175,746	3.6%
Median Price	\$175,000	\$158,750	10.2%	\$168,000	\$155,000	8.4%
Residential (Waterfront)						
Units Listed	4	9	-55.6%	9	19	-52.6%
Units Sold	4	3	33.3%	9	4	125.0%
Sales Dollars	\$1,949,000	\$1,426,500	36.6%	\$4,016,500	\$2,451,500	63.8%
List/Sell Ratio	97.38%	99.84%		96.89%	102.03%	
Days to Sell	110	56	96.4%	137	46	197.8%
Active Inventory	15	18	-16.7%			
Average Price	\$487,250	\$475,500	2.5%	\$446,278	\$612,875	-27.2%
Median Price	\$547,000	\$455,000	20.2%	\$522,000	\$523,750	-0.3%
NORTH OKANAGAN - TOTALS						
Units Listed	440	353	24.6%	943	952	-0.9%
Units Sold	269	194	38.7%	608	472	28.8%
Sales Dollars	\$50,257,819	\$30,590,546	64.3%	\$104,896,755	\$75,415,159	39.1%
List/Sell Ratio	96.06%	92.29%		96.07%	93.29%	
Days to Sell	89	197	-54.8%	113	186	-39.2%
Active Inventory	1303	1654	-21.2%			

**North Residential Listing/Sales Analysis
March 31, 2004**

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 90000	6	15	6	12
90001 to 110000	2	7	4	17
110001 to 130000	17	32	16	30
130001 to 150000	25	55	15	45
150001 to 170000	28	61	23	40
170001 to 190000	22	50	16	37
190001 to 210000	19	34	19	30
210001 to 230000	15	24	8	15
230001 to 250000	9	24	5	13
250001 to 270000	14	26	8	14
270001 to 290000	9	17	3	6
290001 to 310000	5	9	3	3
310001 and over	21	53	10	15
Totals	192	407	136	277

North Division Lot Listing/Sales Analysis

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 30000	4	8	2	2
30001 to 40000	2	3	2	6
40001 to 50000	6	8	2	3
50001 to 60000	7	10	0	2
60001 to 70000	3	10	1	5
70001 to 80000	8	17	5	14
80001 to 90000	8	15	8	17
90001 and over	33	59	11	27
Totals	71	130	31	76