

**OUT OF BOARD
MONTHLY STATISTICS**

FOR

March 1 - 31, 2003

**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			

OB 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	0	3	-100.0%	3	21	-85.7%
Units Sold	0	0	0.0%	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	0.0%	368	0	100.0%
Active Inventory	10	29	-65.5%			
Average Price	\$0	\$0	0.0%	\$202,000	\$0	100.0%
Median Price	\$0	\$0	0.0%	\$202,000	\$0	100.0%
Acreage with House						
Units Listed	0	0	0.0%	0	5	-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	13	12	8.3%			
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	0	2	-100.0%	1	3	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	4	-75.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Business						
Units Listed	2	9	-77.8%	16	21	-23.8%
Units Sold	2	1	100.0%	3	2	100.0%
Sales Dollars	\$1,417,500	\$215,000	559.3%	\$2,243,400	\$1,060,000	111.6%
List/Sell Ratio	84.79%	74.39%	14.0%	74.88%	81.66%	-8.3%
Days to Sell	176	140	25.7%	189	133	42.1%
Active Inventory	35	45	-22.2%			
Average Price	\$708,750	\$215,000	229.7%	\$747,800	\$530,000	41.1%
Median Price	\$708,750	\$215,000	229.7%	\$825,900	\$530,000	55.8%
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	5	-60.0%
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	13	7	85.7%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%

March 31, 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	1	2	-100.0%	1	4	-75.0%
Units Sold	0	0	0.0%	1	1	0.0%
Sales Dollars	\$0	\$0	0.0%	\$904,800	\$176,000	414.1%
List/Sell Ratio	0.00%	0.00%	0.0%	99.42%	97.77%	1.7%
Days to Sell	0	0	0.0%	301	79	281.0%
Active Inventory	14	14	0.0%			
Average Price	\$0	\$0	0.0%	\$904,800	\$176,000	414.1%
Median Price	\$0	\$0	0.0%	\$904,800	\$176,000	414.1%
IC&I						
Units Listed	0	0	0.0%	2	1	100.0%
Units Sold	0	0	0.0%	1	0	100.0%
Sales Dollars	\$0	\$0	0.0%	\$4,175,000	\$0	100.0%
List/Sell Ratio	0.00%	0.00%	0.0%	0.00%	0.00%	0.0%
Days to Sell	0	0	0.0%	436	0	100.0%
Active Inventory	10	9	11.1%			
Average Price	\$0	\$0	0.0%	\$4,175,000	\$0	100.0%
Median Price	\$0	\$0	0.0%	\$4,175,000	\$0	100.0%
IC&I Land						
Units Listed	1	0	100.0%	1	3	-66.7%
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	#DIV/0!	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Lots						
Units Listed	0	0	100.0%	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	4	5	-20.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Leases						
Units Listed	0	0	0.0%	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	2	100.0%			
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
March 31, 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	2	-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	2	-50.0%			
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	0	0	0.0%	2	0	100.0%
Sales Dollars	\$0	\$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	0	0	0.0%	163	0	100.0%
Active Inventory	0	2	-100.0%			
Average Price	\$0	\$0	0.0%	\$647,500	\$0	100.0%
Median Price	\$0	\$0	0.0%	\$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	3	0	100.0%	6	1	500.0%
Units Sold	1	0	100.0%	1	0	100.0%
Sales Dollars	\$70,000	\$0	100.0%	\$70,000	\$0	100.0%
List/Sell Ratio	77.86%	0.00%	100.0%	77.86%	0.00%	100.0%
Days to Sell	269	0	0.0%	269	0	0.0%
Active Inventory	10	4	150.0%			
Average Price	\$70,000	\$0	100.0%	\$70,000	\$0	100.0%
Median Price	\$70,000	\$0	100.0%	\$70,000	\$0	100.0%
Residential (Waterfront)						
Units Listed	0	0	0.0%	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	7	19	-63.2%	36	69	-47.8%
Units Sold	3	1	200.0%	11	3	266.7%
Sales Dollars	\$1,487,500	\$215,000	591.9%	\$9,890,200	\$1,236,000	700.2%
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	124	146	-15.1%			

RESIDENTIAL LISTING / SALES ANALYSIS

March 31, 2003
Outside Board Area

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 90000	1	1	1	1
90001 to 110000	0	0	0	0
110001 to 130000	0	0	0	0
130001 to 150000	0	1	0	0
150001 to 170000	1	1	0	0
170001 to 190000	0	0	0	0
190001 to 210000	1	1	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	0	1	0	0
Totals	3	6	1	1

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	0	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	0	4	0	1
Totals	0	5	0	1