

**NORTH OKANAGAN DIVISION**

**MONTHLY STATISTICS**

**FOR**

**April 1 - 30, 2002**

# NORTH OKANAGAN DIVISION

## STAT - O - GRAM

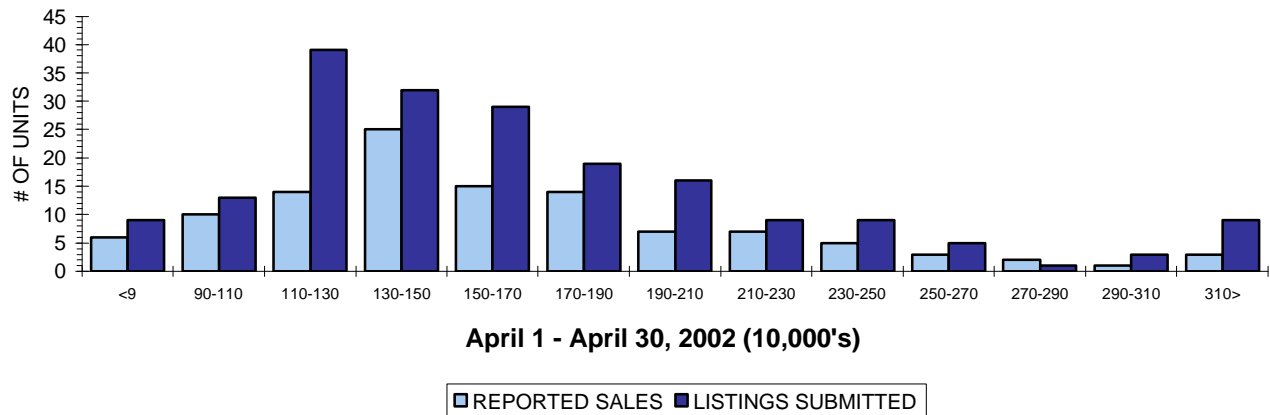
April 2002

### QUICK SUMMARY

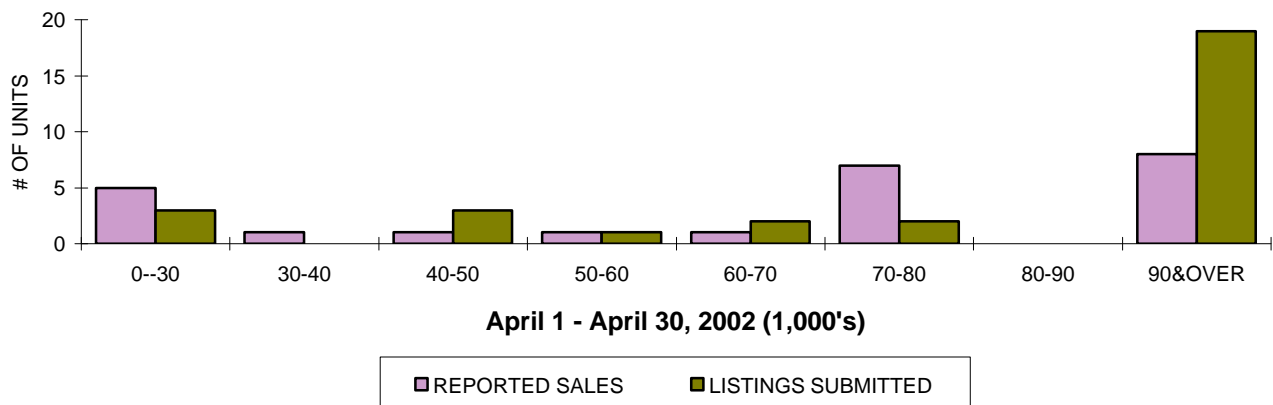
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	<u># of Units</u>	<u>\$ Value</u>	<u># of Units</u>	<u>\$ Value</u>	<u>Listings Taken</u>	<u>Inventory</u>
April 2002	212	\$32,875,199	112	\$18,513,567	392	2,011
March 2002	138	\$18,178,800	73	\$10,708,400	293	1,996
April 2001	158	\$22,356,306	80	\$12,142,233	367	2,300

The average number of listings-per-licensee is 11.2

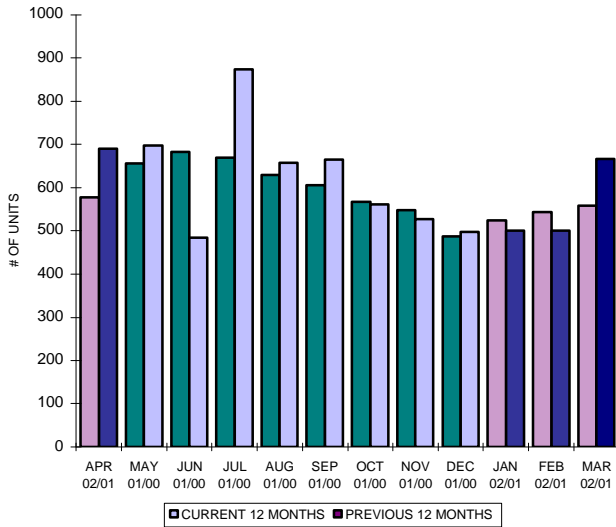
### RESIDENTIAL LISTING & SALES ACTIVITY NORTH OKANAGAN DIVISION (BY PRICE CATEGORY)



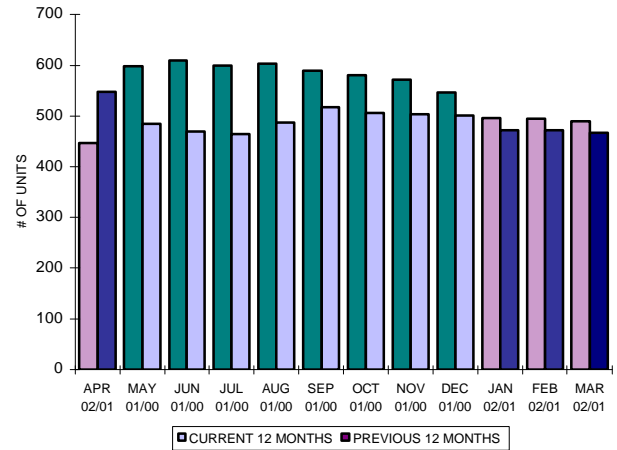
### LOT LISTING & SALES ACTIVITY NORTH OKANAGAN DIV. (BY PRICE CATEGORY)



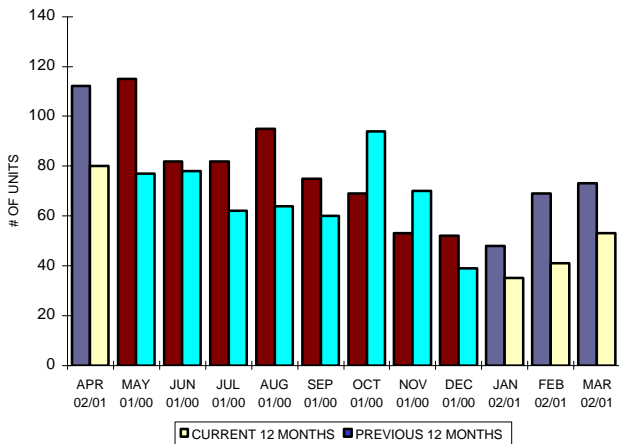
**INVENTORY OF ACTIVE LISTINGS  
RESIDENTIAL - NORTH OKANAGAN DIVISION**



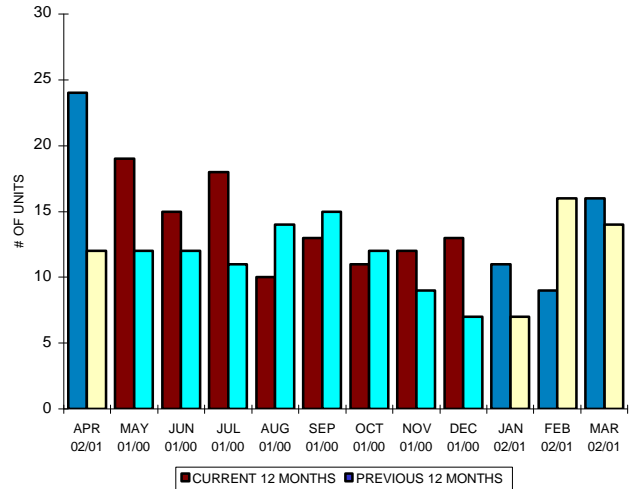
**INVENTORY OF ACTIVE LISTINGS  
LOTS - NORTH OKANAGAN DIVISION**



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



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



**NORTH OKANAGAN DIVISION**

**April 2002**

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	7	15	162	4.49%	190
ACREAGE/HOUSE	16	16	260	2.30%	115
CONDO/APT	10	13	104	5.94%	168
CONDO/TWNHSE	19	29	104	9.48%	89
LOTS	20	21	294	1.54%	640
RESIDENTIAL	112	194	577	10.68%	89

**AVERAGE HOUSE PRICE \$165,300**

**MEDIAN HOUSE PRICE \$151,375**

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

**COMPARATIVE ACTIVITY BY ZONE AS AT  
April 30, 2002**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>ZONE CO TOTALS</b>						
Units Listed	785	737	6.5%	2764	2767	-0.1%
Units Sold	526	335	57.0%	1688	984	71.5%
Sales Dollars	112999148	56308337	100.7%	314427650	158895977	97.9%
List/Sell Ratio	95.43	92.35		94.57	92.62	
Days to Sell	90	110	-18.2%	106	117	-9.4%
Active Listings	2795	3148	-11.2%			
<b>ZONE NO TOTALS</b>						
Units Listed	392	366	7.1%	1229	1331	-7.7%
Units Sold	212	153	38.6%	575	410	40.2%
Sales Dollars	32875199	21816796	50.7%	84156220	56465234	49.0%
List/Sell Ratio	91.74	90.73		92.57	90.27	
Days to Sell	159	158	0.6%	160	171	-6.4%
Active Listings	2011	1873	7.4%			
<b>ZONE SH TOTALS</b>						
Units Listed	214	309	-30.7%	676	798	-15.3%
Units Sold	79	60	31.7%	205	184	11.4%
Sales Dollars	10567727	7163450	47.5%	29214758	25521335	14.5%
List/Sell Ratio	90.77	88.39		90.23	88.68	
Days to Sell	177	263	-32.7%	204	226	-9.7%
Active Listings	1685	1569	7.4%			
<b>ZONE OB TOTALS</b>						
Units Listed	19	8	137.5%	86	70	22.9%
Units Sold	0	4	-100.0%	3	8	-62.5%
Sales Dollars	0	1380000	-100.0%	1236000	3115000	-60.3%
List/Sell Ratio	74.39	73.64		87.03	85.34	
Days to Sell	140	106	100.0%	115	165	-30.3%
Active Listings	163	117	39.3%			
<b>GRAND TOTALS</b>						
Units Listed	1410	1420	-0.7%	4755	4966	-4.2%
Units Sold	817	552	48.0%	2471	1586	55.8%
Sales Dollars	156442074	86668583	80.5%	429034628	243997546	75.8%
List/Sell Ratio	94.26	91.40		93.77	91.51	
Days to Sell	111	140	-20.7%	125	144	-13.2%
Active Listings	6654	6707	-0.8%			

**LICENSEES**  
**April 30, 2002**

	TOTAL NUMBER OF LICENSEES	TOTAL NUMBER OF LICENSEES	CHANGE BY NUMBER	CHANGE BY %
	April 30/02	April 30/01		
ALL DIVISIONS	667	671	-4	-0.60%
CENTRAL OK DIV.	421	420	1	0.24%
NORTH OK DIV.	179	180	-1	-0.56%
SHUSWAP DIV.	68	71	-3	-4.23%
<b>CURRENT MEMBERSHIP</b>				
AGENT LICENSEES	73			
SALESPERSONS	527			
PROPERTY MANAGEMENT	9			
9:15 LICENCEE MEMBER	57			
EXEMPTION MEMBER	2			
<b>TOTALS</b>	<b>668</b>			

**COMPARATIVE ACTIVITY BY PROPERTY TYPE**

April 30, 2002

**NORTH OKANAGAN**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Acreage</b>						
UNITS LISTED	15	12	25.0%	52	56	-7.1%
UNITS SOLD	7	3	133.3%	18	13	38.5%
SALES DOLLARS	1091000	427500	155.2%	2183000	1496000	45.9%
LIST/SELL RATIO	77.59	92.84		80.21	89.84	
DAYS TO SELL	190	209	-9.1%	262	248	5.6%
ACTIVE INVENTORY	162	137	18.2%			
AVERAGE PRICE	\$155,857	\$142,500	9.4%	\$121,278	\$115,077	5.4%
MEDIAN PRICE	\$133,500	\$170,000	-21.5%	\$95,500	\$120,000	-20.4%
<b>Acreage with House</b>						
UNITS LISTED	54	50	8.0%	155	166	-6.6%
UNITS SOLD	16	14	14.3%	53	38	39.5%
SALES DOLLARS	3722250	3501800	6.3%	11479066	8925973	28.6%
LIST/SELL RATIO	91.74	87.57		92.16	88.11	
DAYS TO SELL	115	115	0.0%	174	190	-8.4%
ACTIVE INVENTORY	260	211	23.2%			
AVERAGE PRICE	\$232,641	\$250,129	-7.0%	\$216,586	\$234,894	-7.8%
MEDIAN PRICE	\$212,500	\$202,500	4.9%	\$195,000	\$202,500	-3.7%
<b>Acreage (Waterfront)</b>						
UNITS LISTED	3	1	200.0%	6	3	100.0%
UNITS SOLD	0	0	0.0%	2	1	100.0%
SALES DOLLARS	0	0	0.0%	332000	113500	192.5%
LIST/SELL RATIO	0.00	0.00		92.50	87.37	
DAYS TO SELL	0	0	0.0%	219	449	-51.2%
ACTIVE INVENTORY	16	12	33.3%			
AVERAGE PRICE	\$0	\$0	0.0%	\$166,000	\$113,500	46.3%
MEDIAN PRICE	\$0	\$0	0.0%	\$166,000	\$113,500	46.3%
<b>Business</b>						
UNITS LISTED	9	10	-10.0%	37	32	15.6%
UNITS SOLD	4	3	33.3%	6	7	-14.3%
SALES DOLLARS	336300	257500	30.6%	432800	601750	-28.1%
LIST/SELL RATIO	88.54	60.37		82.75	78.52	
DAYS TO SELL	364	370	-1.6%	310	256	21.1%
ACTIVE INVENTORY	80	77	3.9%			
AVERAGE PRICE	\$84,075	\$85,833	-2.0%	\$72,133	\$85,964	-16.1%
MEDIAN PRICE	\$75,000	\$15,000	400.0%	\$75,000	\$60,250	24.5%
<b>Condo (Townhouse)</b>						
UNITS LISTED	29	21	38.1%	94	85	10.6%
UNITS SOLD	19	20	-5.0%	58	45	28.9%
SALES DOLLARS	2114600	1753400	20.6%	6353850	4404501	44.3%
LIST/SELL RATIO	95.26	85.73		94.55	88.36	
DAYS TO SELL	89	127	-29.9%	123	167	-26.3%
ACTIVE INVENTORY	104	111	-6.3%			
AVERAGE PRICE	\$111,295	\$87,670	26.9%	\$109,549	\$97,878	11.9%
MEDIAN PRICE	\$94,500	\$76,750	23.1%	\$94,250	\$77,500	21.6%

**COMPARATIVE ACTIVITY BY PROPERTY TYPE**

**April 30, 2002**

**NORTH OKANAGAN**

	<b>CURRENT MONTH</b>			<b>YEAR TO DATE</b>		
	<b>THIS YEAR</b>	<b>LAST YEAR</b>	<b>INCREASE</b>	<b>THIS YEAR</b>	<b>LAST YEAR</b>	<b>INCREASE</b>
<b>Condo (Apt)</b>						
UNITS LISTED	13	16	-18.8%	53	49	8.2%
UNITS SOLD	10	10	0.0%	34	29	17.2%
SALES DOLLARS	1010400	778000	29.9%	3289755	2942114	11.8%
LIST/SELL RATIO	93.53	91.72		93.93	92.94	
DAYS TO SELL	168	127	32.3%	184	179	2.8%
ACTIVE INVENTORY	104	121	-14.0%			
AVERAGE PRICE	\$101,040	\$77,800	29.9%	\$96,758	\$101,452	-4.6%
MEDIAN PRICE	\$104,000	\$85,500	21.6%	\$75,000	\$100,000	-25.0%
<b>Duplex</b>						
UNITS LISTED	10	4	150.0%	27	21	28.6%
UNITS SOLD	3	2	50.0%	8	8	0.0%
SALES DOLLARS	329000	178000	84.8%	775000	712000	8.8%
LIST/SELL RATIO	92.81	92.05		88.95	91.49	
DAYS TO SELL	360	113	218.6%	206	79	160.8%
ACTIVE INVENTORY	36	32	12.5%			
AVERAGE PRICE	\$109,667	\$89,000	23.2%	\$96,875	\$89,000	8.8%
MEDIAN PRICE	\$105,000	\$89,000	18.0%	\$86,000	\$79,000	8.9%
<b>Farms</b>						
UNITS LISTED	5	3	66.7%	17	21	-19.0%
UNITS SOLD	2	1	100.0%	3	2	50.0%
SALES DOLLARS	516000	350000	47.4%	881000	675000	30.5%
LIST/SELL RATIO	83.95	93.33		87.60	79.23	
DAYS TO SELL	312	35	791.4%	284	101	181.2%
ACTIVE INVENTORY	46	43	7.0%			
AVERAGE PRICE	\$258,000	\$350,000	-26.3%	\$293,667	\$337,500	-13.0%
MEDIAN PRICE	\$258,000	\$350,000	-26.3%	\$335,000	\$337,500	-0.7%
<b>IC&amp;I</b>						
UNITS LISTED	6	6	0.0%	22	25	-12.0%
UNITS SOLD	2	1	100.0%	4	3	33.3%
SALES DOLLARS	536500	109500	390.0%	775000	542500	42.9%
LIST/SELL RATIO	88.27	100.00		89.83	88.42	
DAYS TO SELL	91	291	-68.7%	107	219	-51.1%
ACTIVE INVENTORY	64	65	-1.5%			
AVERAGE PRICE	\$268,250	\$109,500	145.0%	\$193,750	\$180,833	7.1%
MEDIAN PRICE	\$268,250	\$109,500	145.0%	\$168,750	\$109,500	54.1%
<b>IC&amp;I Land</b>						
UNITS LISTED	3	10	-70.0%	19	31	-38.7%
UNITS SOLD	1	1	0.0%	2	1	100.0%
SALES DOLLARS	71500	252600	-71.7%	396500	252600	57.0%
LIST/SELL RATIO	89.48	90.53		89.87	90.53	
DAYS TO SELL	314	33	851.5%	219	33	563.6%
ACTIVE INVENTORY	64	57	12.3%			
AVERAGE PRICE	\$71,500	\$252,600	-71.7%	\$198,250	\$252,600	-21.5%
MEDIAN PRICE	\$71,500	\$252,600	-71.7%	\$198,250	\$252,600	-21.5%

**COMPARATIVE ACTIVITY BY PROPERTY TYPE**

**April 30, 2002**

**NORTH OKANAGAN**

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Lots</b>							
	UNITS LISTED	11	47	-76.6%	45	139	-67.6%
	UNITS SOLD	17	8	112.5%	38	29	31.0%
	SALES DOLLARS	1081000	490500	120.4%	2833000	1721000	64.6%
	LIST/SELL RATIO	85.86	87.42		88.57	86.48	
	DAYS TO SELL	640	560	14.3%	467	359	30.1%
	ACTIVE INVENTORY	262	282	-7.1%			
	AVERAGE PRICE	\$63,588	\$61,313	3.7%	\$74,553	\$59,345	25.6%
	MEDIAN PRICE	\$71,000	\$53,500	32.7%	\$75,000	\$65,000	15.4%
<b>Leases</b>							
	UNITS LISTED	5	2	150.0%	14	10	40.0%
	UNITS SOLD	1	1	0.0%	2	3	-33.3%
	SALES DOLLARS	61682	8263	646.5%	109682	20263	441.3%
	LIST/SELL RATIO	0.00	0.00		0.00	13.33	
	DAYS TO SELL	204	166	22.9%	188	208	0.0%
	ACTIVE INVENTORY	41	41	0.0%			
	AVERAGE PRICE	\$61,682	\$8,263	646.5%	\$54,841	\$6,754	711.9%
	MEDIAN PRICE	\$61,682	\$8,263	646.5%	\$54,841	\$8,263	563.7%
<b>Lots (Waterfront)</b>							
	UNITS LISTED	1	1	0.0%	2	5	-60.0%
	UNITS SOLD	0	1	-100.0%	1	2	-50.0%
	SALES DOLLARS	0	217000	0.0%	270000	471000	-42.7%
	LIST/SELL RATIO	0.00	66.76		96.77	82.41	
	DAYS TO SELL	0	673	-100.0%	260	346	-24.9%
	ACTIVE INVENTORY	16	41	-61.0%			
	AVERAGE PRICE	\$0	\$217,000	-100.0%	\$270,000	\$235,500	14.6%
	MEDIAN PRICE	\$0	\$217,000	-100.0%	\$270,000	\$235,500	14.6%
<b>Multi-Family</b>							
	UNITS LISTED	7	0	100.0%	14	14	0.0%
	UNITS SOLD	2	1	100.0%	4	1	300.0%
	SALES DOLLARS	245000	185000	32.4%	761500	185000	311.6%
	LIST/SELL RATIO	89.06	80.78		89.58	80.78	
	DAYS TO SELL	171	230	-25.7%	214	230	-7.0%
	ACTIVE INVENTORY	34	20	70.0%			
	AVERAGE PRICE	\$122,500	\$185,000	-33.8%	\$190,375	\$185,000	2.9%
	MEDIAN PRICE	\$122,500	\$185,000	-33.8%	\$185,750	\$185,000	0.4%
<b>Mobile Homes</b>							
	UNITS LISTED	17	24	-29.2%	63	87	-27.6%
	UNITS SOLD	10	5	100.0%	29	16	81.3%
	SALES DOLLARS	349900	132500	164.1%	909100	391150	132.4%
	LIST/SELL RATIO	79.53	83.92		75.88	77.63	
	DAYS TO SELL	135	40	237.5%	153	122	25.4%
	ACTIVE INVENTORY	104	90	15.6%			
	AVERAGE PRICE	\$34,990	\$26,500	32.0%	\$31,348	\$24,447	28.2%
	MEDIAN PRICE	\$25,000	\$28,500	-12.3%	\$26,900	\$22,000	22.3%

**COMPARATIVE ACTIVITY BY PROPERTY TYPE**

**April 30, 2002**

**NORTH OKANAGAN**

	<b>CURRENT MONTH</b>			<b>YEAR TO DATE</b>		
	<b>THIS YEAR</b>	<b>LAST YEAR</b>	<b>INCREASE</b>	<b>THIS YEAR</b>	<b>LAST YEAR</b>	<b>INCREASE</b>
<b>Residential</b>						
UNITS LISTED	194	146	32.9%	582	558	4.3%
UNITS SOLD	112	78	43.6%	302	206	46.6%
SALES DOLLARS	18513567	11842233	56.3%	47665467	30732883	55.1%
LIST/SELL RATIO	94.25	93.72		95.13	93.54	
DAYS TO SELL	89	109	-18.3%	106	120	-11.7%
ACTIVE INVENTORY	577	501	15.2%			
AVERAGE PRICE	\$165,300	\$151,824	8.9%	\$157,833	\$149,189	5.8%
MEDIAN PRICE	\$151,375	\$143,000	5.9%	\$145,000	\$138,750	4.5%
<b>Residential (Waterfront)</b>						
UNITS LISTED	10	13	-23.1%	27	29	-6.9%
UNITS SOLD	6	4	50.0%	11	6	83.3%
SALES DOLLARS	2896500	1333000	117.3%	4709500	2278000	106.7%
LIST/SELL RATIO	90.72	91.50		90.34	88.63	
DAYS TO SELL	440	81	443.2%	438	151	190.1%
ACTIVE INVENTORY	41	32	28.1%			
AVERAGE PRICE	\$482,750	\$333,250	44.9%	\$428,136	\$379,667	12.8%
MEDIAN PRICE	\$447,500	\$354,000	26.4%	\$415,000	\$354,000	17.2%
<b>NORTH OKANAGAN - TOTALS</b>						
UNITS LISTED	392	366	7.1%	1229	1331	-7.7%
UNITS SOLD	212	153	38.6%	575	410	40.2%
SALES DOLLARS	32875199	21816796	50.7%	84156220	56465234	49.0%
LIST/SELL RATIO	91.74	90.73		92.57	90.27	
DAYS TO SELL	159	158	0.6%	160	171	-6.4%
ACTIVE INVENTORY	2011	1873	7.4%			

## RESIDENTIAL LISTING / SALES ANALYSIS

April 30, 2002  
NORTH OKANAGAN

<b>Range</b>	<b>Mthly Listings Total</b>	<b>YTD Listings Total</b>	<b>Mthly Sales Total</b>	<b>YTD Sales Total</b>
0 to 90000	9	32	6	15
90001 to 110000	13	57	10	34
110001 to 130000	39	105	14	58
130001 to 150000	32	100	25	59
150001 to 170000	29	89	15	47
170001 to 190000	19	52	14	33
190001 to 210000	16	41	7	16
210001 to 230000	9	24	7	8
230001 to 250000	9	20	5	9
250001 to 270000	5	16	3	6
270001 to 290000	1	7	2	5
290001 to 310000	3	9	1	2
310001 and over	9	29	3	10
	<b>193</b>	<b>581</b>	<b>112</b>	<b>302</b>

**LOT LISTING / SALES ANALYSIS**

April 30, 2002

**NORTH OKANAGAN**

	<b>Mthly Listings</b>	<b>YTD Listings</b>		<b>Mthly Sales</b>		<b>YTD Sales</b>
<b>Range</b>	<b>Total</b>	<b>Total</b>		<b>Total</b>		<b>Total</b>
0 to 30000	3	9		5		8
30001 to 40000	0	4		1		1
40001 to 50000	3	13		1		3
50001 to 60000	1	7		1		5
60001 to 70000	2	5		1		3
70001 to 80000	2	5		7		10
80001 to 90000	0	3		0		2
90001 and over	19	59		8		27
	<b>30</b>	<b>105</b>		<b>24</b>		<b>59</b>