

**NORTH DIVISION
MONTHLY STATISTICS**

FOR

April 1 - 30, 2003

NORTH OKANAGAN DIVISION

STAT - O - GRAM

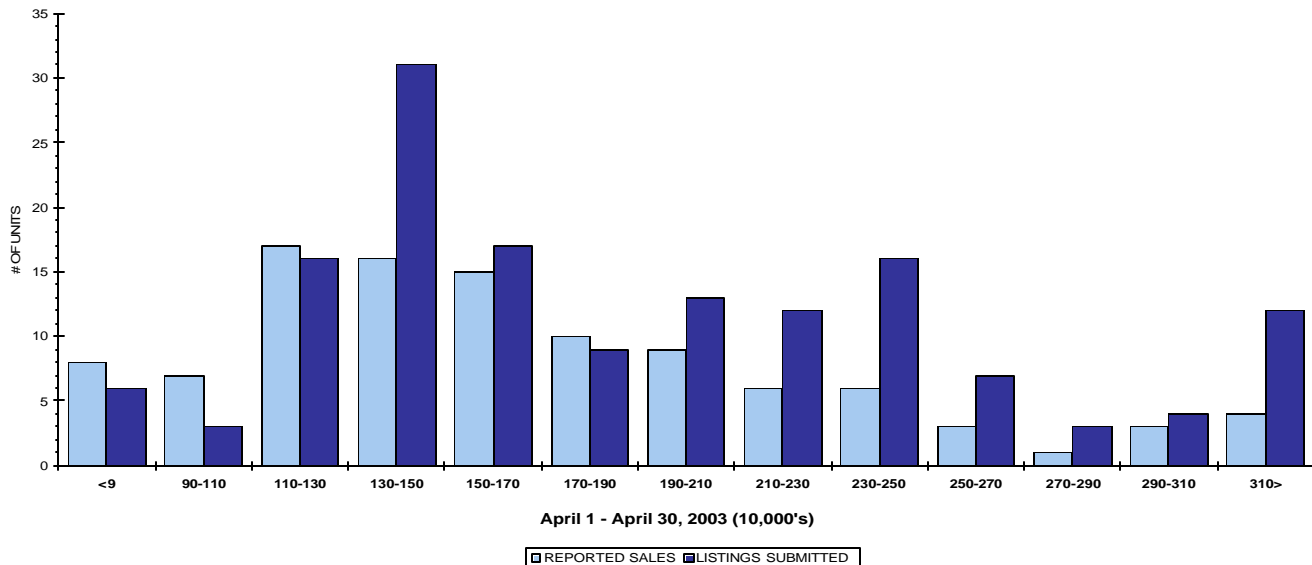
April 2003

QUICK SUMMARY

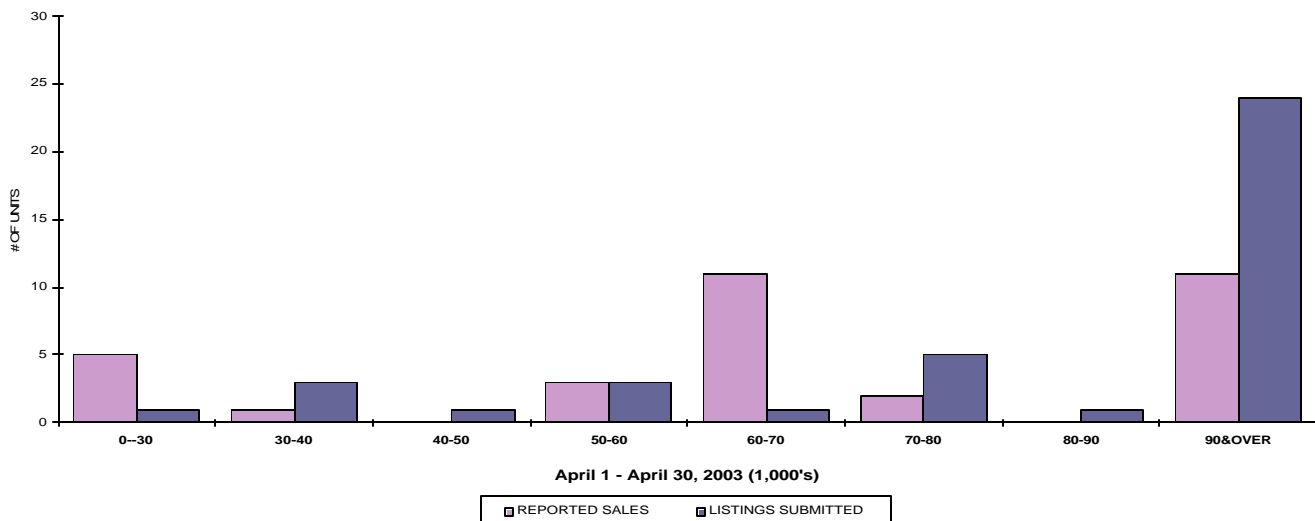
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	# of Units	\$ Value	# of Units	\$ Value	Listings Taken	Inventory
April 2003	204	\$31,889,606	104	\$17,596,996	319	1,758
March 2003	184	\$29,649,021	102	\$17,276,548	355	1,731
April 2002	212	\$32,875,199	112	\$18,513,567	392	2,011

The average number of listings-per-licensee is 8.8

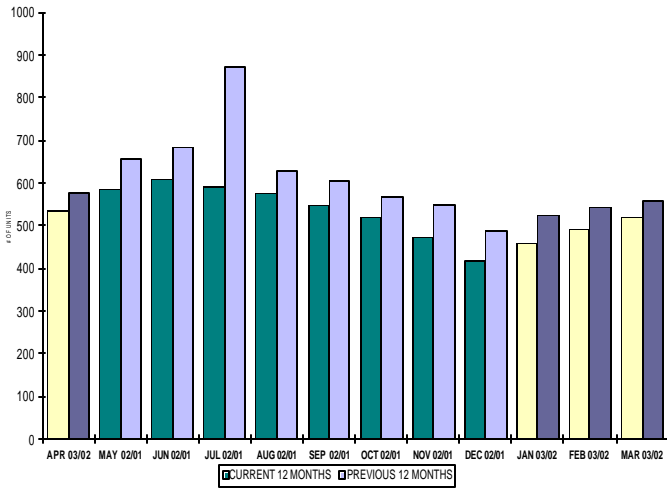
RESIDENTIAL LISTING & SALES ACTIVITY
NORTH OKANAGAN DIVISION (BY PRICE CATEGORY)



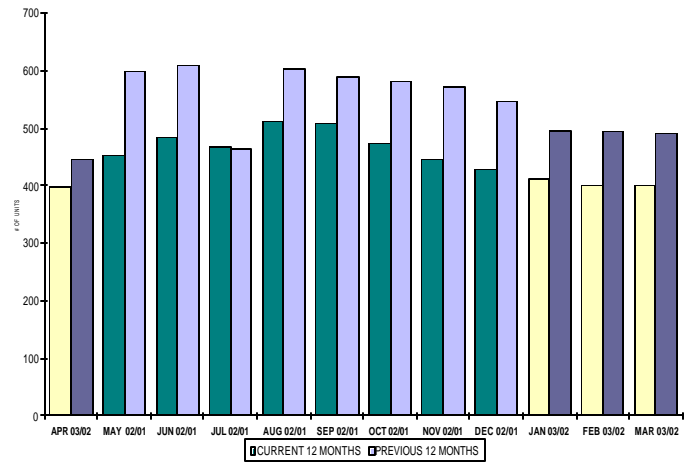
LOT LISTING & SALES ACTIVITY
NORTH OKANAGAN DIV. (BY PRICE CATEGORY)



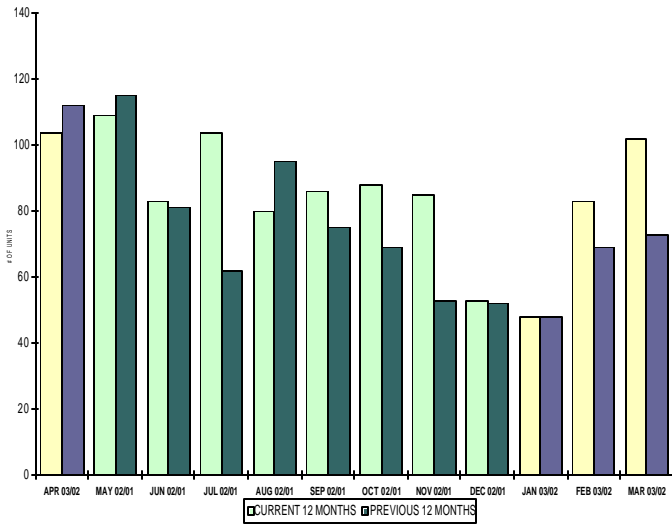
INVENTORY OF ACTIVE LISTINGS
RESIDENTIAL - NORTH OKANAGAN DIVISION



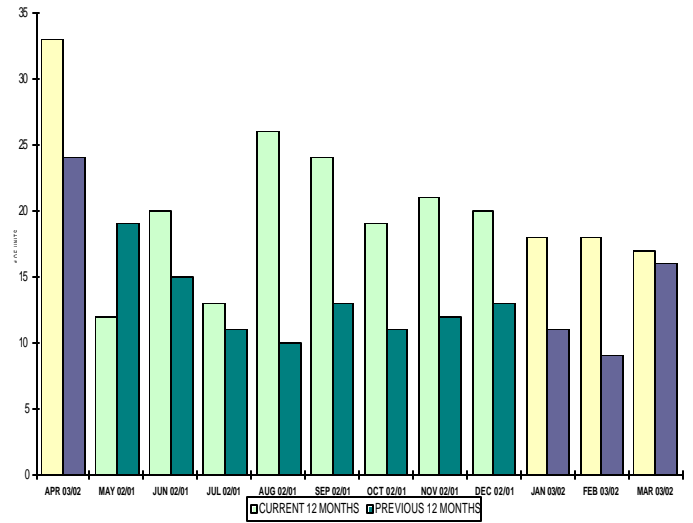
INVENTORY OF ACTIVE LISTINGS
LOTS - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD
RESIDENTIAL - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD
LOTS - NORTH OKANAGAN DIVISION



NORTH OKANAGAN DIVISION

April 2003

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	7	17	141	4.96%	344
ACREAGE/HOUSE	15	39	196	7.65%	272
CONDO/APT	9	7	65	13.85%	237
CONDO/TWNHSE	19	11	88	21.59%	114
LOTS	26	20	258	10.08%	411
RESIDENTIAL	104	154	534	19.41%	104

AVERAGE HOUSE PRICE \$169,202

MEDIAN HOUSE PRICE \$157,000

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

**COMPARATIVE ACTIVITY BY ZONE AS AT
April 30, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ZONE CO TOTALS						
Units Listed	615	786	-21.76%	2722	2795	-2.61%
Units Sold	481	534	-9.93%	1621	1715	-5.48%
Sales Dollars	\$124,338,058	\$97,442,097	27.60%	\$347,792,586	\$302,726,799	14.89%
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	2535	2795	-9.30%			
ZONE NO TOTALS						
Units Listed	319	405	-21.23%	1287	1270	1.34%
Units Sold	204	213	-4.23%	659	591	11.51%
Sales Dollars	\$31,889,606	\$33,108,899	-3.68%	\$106,579,256	\$86,731,520	22.88%
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	1758	2011	-12.58%			
ZONE SH TOTALS						
Units Listed	190	215	-11.63%	685	674	1.63%
Units Sold	87	71	22.54%	254	197	28.93%
Sales Dollars	\$9,844,950	\$9,981,327	-1.37%	\$34,001,147	\$28,651,358	18.67%
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	1474	1685	-12.52%			
ZONE OB TOTALS						
Units Listed	16	17	-5.88%	56	84	-33.33%
Units Sold	0	0	0.00%	11	3	266.67%
Sales Dollars	\$0	\$0	#DIV/0!	\$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	143	163	-12.27%			
GRAND TOTALS						
Units Listed	1140	1423	-19.89%	4750	4823	-1.51%
Units Sold	772	818	-5.62%	2545	2506	1.56%
Sales Dollars	\$166,072,614	\$140,532,323	18.17%	\$498,263,189	\$419,345,677	18.82%
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	5910	6654	-11.18%			

LICENSEES
April 30, 2003

	TOTAL NUMBER OF LICENSEES April 30/03	TOTAL NUMBER OF LICENSEES April 30/02	CHANGE BY NUMBER	CHANGE BY %
ALL DIVISIONS	741	667	74	11.09%
CENTRAL OK DIV.	473	421	52	12.35%
NORTH OK DIV.	200	179	21	11.73%
SHUSWAP DIV.	67	68	-1	-1.47%
CURRENT MEMBERSHIP				
AGENT LICENSEES	72			
SALESPERSONS	597			
PROPERTY MANAGEMENT	9			
9:15 LICENCEE MEMBER	61			
EXEMPTION MEMBER	2			
TOTALS	741			

**North Division Comparative Activity By Property Type
April 30, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	19	16	18.8%	60	54	11.1%
Units Sold	7	6	16.7%	14	17	-17.6%
Sales Dollars	\$832,500	\$957,500	-13.1%	\$1,691,500	\$2,049,500	-17.5%
List/Sell Ratio	95.42%	85.35%	11.8%	92.25%	82.99%	11.2%
Days to Sell	344	194	77.3%	228	268	-14.9%
Active Inventory	141	162	-13.0%			
Average Price	\$118,929	\$159,583	-25.5%	\$120,821	\$120,559	0.2%
Median Price	\$112,500	\$143,750	-21.7%	\$112,500	\$91,000	23.6%
Acreage with House						
Units Listed	39	55	-29.1%	153	158	-3.2%
Units Sold	15	16	-6.3%	59	52	13.5%
Sales Dollars	\$4,049,100	\$3,722,250	8.8%	\$14,431,150	\$11,239,166	28.4%
List/Sell Ratio	90.23%	91.74%	-1.6%	92.28%	92.08%	0.2%
Days to Sell	272	115	136.5%	216	175	23.4%
Active Inventory	196	260	-24.6%			
Average Price	\$269,940	\$232,641	16.0%	\$244,596	\$216,138	13.2%
Median Price	\$268,000	\$212,500	26.1%	\$226,000	\$193,500	16.8%
Acreage (Waterfront)						
Units Listed	0	3	-100.0%	1	6	-83.3%
Units Sold	0	0	0.0%	2	2	0.0%
Sales Dollars	\$0	\$0	0.0%	\$157,500	\$332,000	-52.6%
List/Sell Ratio	0.00%	0.00%	0.0%	83.71%	92.50%	-9.5%
Days to Sell	0	0	0.0%	99	219	-54.8%
Active Inventory	4	16	-75.0%			
Average Price	\$0	\$0	0.0%	\$78,750	\$166,000	-52.6%
Median Price	\$0	\$0	0.0%	\$78,750	\$166,000	-52.6%
Business						
Units Listed	8	9	-11.1%	37	37	0.0%
Units Sold	2	4	-50.0%	5	6	-16.7%
Sales Dollars	\$171,000	\$336,300	-49.2%	\$476,500	\$432,800	10.1%
List/Sell Ratio	69.73%	88.54%	-21.2%	77.07%	82.75%	-6.9%
Days to Sell	77	364	-78.8%	125	310	-59.7%
Active Inventory	76	80	-5.0%			
Average Price	\$85,500	\$84,075	1.7%	\$95,300	\$72,133	32.1%
Median Price	\$85,500	\$75,000	14.0%	\$23,000	\$75,000	-69.3%
Condo (Townhouse)						
Units Listed	11	42	-73.8%	89	131	-32.1%
Units Sold	19	23	-17.4%	68	79	-13.9%
Sales Dollars	\$2,400,200	\$2,740,300	-12.4%	\$8,961,499	\$9,631,050	-7.0%
List/Sell Ratio	96.80%	95.72%	1.1%	95.81%	95.15%	0.7%
Days to Sell	114	91	25.3%	113	118	-4.2%
Active Inventory	88	104	-15.4%			
Average Price	\$126,326	\$119,143	6.0%	\$131,787	\$121,912	8.1%
Median Price	\$114,900	\$120,000	-4.3%	\$126,000	\$114,000	10.5%
Condo (Apt)						
Units Listed	7	13	-46.2%	42	52	-19.2%
Units Sold	9	10	-10.0%	38	34	11.8%
Sales Dollars	\$626,950	\$1,010,400	-38.0%	\$3,200,700	\$3,289,755	-2.7%
List/Sell Ratio	93.02%	93.53%	-0.5%	92.41%	93.93%	-1.6%
Days to Sell	237	168	41.1%	340	184	84.8%
Active Inventory	65	104	-37.5%			
Average Price	\$69,661	\$101,040	-31.1%	\$84,229	\$96,758	-12.9%
Median Price	\$64,800	\$104,000	-37.7%	\$78,500	\$75,000	4.7%

North Division Comparative Activity By Property Type

April 30, 2003

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	4	10	-60.0%	29	27	7.4%
Units Sold	7	3	133.3%	16	8	100.0%
Sales Dollars	\$1,124,000	\$329,000	241.6%	\$2,436,750	\$775,000	214.4%
List/Sell Ratio	94.34%	92.81%	1.6%	93.97%	88.95%	5.6%
Days to Sell	134	360	100.0%	213	206	3.4%
Active Inventory	34	36	-5.6%			
Average Price	\$160,571	\$109,667	46.4%	\$152,297	\$96,875	57.2%
Median Price	\$147,300	\$105,000	40.3%	\$146,000	\$86,000	69.8%
Farms						
Units Listed	2	5	-60.0%	10	21	-52.4%
Units Sold	3	2	50.0%	3	3	0.0%
Sales Dollars	\$1,304,000	\$516,000	152.7%	\$1,304,000	\$881,000	48.0%
List/Sell Ratio	86.10%	83.95%	2.6%	86.10%	87.60%	-1.7%
Days to Sell	533	312	70.8%	533	284	87.7%
Active Inventory	32	46	-30.4%			
Average Price	\$434,667	\$258,000	68.5%	\$434,667	\$293,667	48.0%
Median Price	\$370,000	\$258,000	43.4%	\$370,000	\$335,000	-100.0%
IC&I						
Units Listed	11	6	83.3%	44	22	100.0%
Units Sold	1	2	-100.0%	7	4	75.0%
Sales Dollars	\$180,000	\$536,500	-66.4%	\$2,904,000	\$775,000	274.7%
List/Sell Ratio	90.45%	88.27%	2.5%	92.14%	89.83%	2.6%
Days to Sell	550	91	504.4%	219	107	104.7%
Active Inventory	81	64	26.6%			
Average Price	\$180,000	\$268,250	-32.9%	\$414,857	\$193,750	114.1%
Median Price	\$180,000	\$268,250	-32.9%	\$201,000	\$168,750	19.1%
IC&I Land						
Units Listed	4	3	33.3%	12	19	-36.8%
Units Sold	0	1	-100.0%	2	2	0.0%
Sales Dollars	\$0	\$71,500	-100.0%	\$550,000	\$396,500	38.7%
List/Sell Ratio	0.00%	89.48%	-100.0%	92.61%	89.87%	3.0%
Days to Sell	0	314	-100.0%	130	219	-40.6%
Active Inventory	50	64	-21.9%			
Average Price	\$0	\$71,500	0.0%	\$275,000	\$198,250	38.7%
Median Price	\$0	\$71,500	0.0%	\$275,000	\$198,250	38.7%
Lots						
Units Listed	19	11	72.7%	66	45	46.7%
Units Sold	23	17	35.3%	66	37	78.4%
Sales Dollars	\$1,473,600	\$1,081,000	36.3%	\$3,989,253	\$2,763,000	44.4%
List/Sell Ratio	96.22%	88.48%	8.7%	94.77%	91.25%	3.9%
Days to Sell	316	640	-50.6%	423	463	-8.6%
Active Inventory	252	262	-3.8%			
Average Price	\$64,070	\$63,588	0.8%	\$60,443	\$74,676	-19.1%
Median Price	\$62,400	\$71,000	-12.1%	\$61,450	\$76,000	-19.1%
Leases						
Units Listed	3	5	-40.0%	11	15	-26.7%
Units Sold	1	1	0.0%	2	2	0.0%
Sales Dollars	\$11,760	\$61,682	-80.9%	\$19,560	\$109,682	-82.2%
List/Sell Ratio	0.00%	0.00%	0.0%	0.00%	0.00%	#DIV/0!
Days to Sell	965	204	373.0%	492	188	161.7%
Active Inventory	38	41	-7.3%			
Average Price	\$11,760	\$61,682	-80.9%	\$9,780	\$54,841	-82.2%
Median Price	\$11,760	\$61,682	-80.9%	\$9,780	\$54,841	-82.2%

**North Division Comparative Activity By Property Type
April 30, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots (Waterfront)						
Units Listed	1	1	0.0%	3	2	50.0%
Units Sold	3	0	100.0%	4	1	300.0%
Sales Dollars	\$730,500	\$0	100.0%	\$965,750	\$270,000	257.7%
List/Sell Ratio	90.05%	0.00%	100.0%	92.71%	96.77%	-4.2%
Days to Sell	506	0	100.0%	386	260	48.5%
Active Inventory	2	16	-87.5%			
Average Price	\$243,500	\$0	100.0%	\$241,438	\$270,000	-10.6%
Median Price	\$292,000	\$0	100.0%	\$263,625	\$270,000	-2.4%
Multi-Family						
Units Listed	5	7	-28.6%	18	13	38.5%
Units Sold	1	2	-50.0%	5	4	25.0%
Sales Dollars	\$152,000	\$245,000	-38.0%	\$1,603,000	\$761,500	110.5%
List/Sell Ratio	95.05%	89.06%	6.7%	96.22%	89.58%	
Days to Sell	186	171	8.8%	115	214	-46.3%
Active Inventory	22	34	-35.3%			
Average Price	\$152,000	\$122,500	24.1%	\$320,600	\$190,375	68.4%
Median Price	\$152,000	\$122,500	24.1%	\$180,000	\$185,750	-3.1%
Mobile Homes						
Units Listed	23	17	35.3%	74	62	19.4%
Units Sold	7	10	-30.0%	24	29	-17.2%
Sales Dollars	\$282,500	\$349,900	-19.3%	\$919,000	\$909,100	1.1%
List/Sell Ratio	87.78%	79.53%	10.4%	85.06%	80.66%	5.5%
Days to Sell	133	135	-1.5%	146	153	-4.6%
Active Inventory	111	104	6.7%			
Average Price	\$40,357	\$34,990	15.3%	\$38,292	\$31,348	22.1%
Median Price	\$44,000	\$25,000	76.0%	\$32,250	\$26,900	19.9%
Residential						
Units Listed	154	193	-20.2%	610	579	5.4%
Units Sold	104	110	-5.5%	338	300	12.7%
Sales Dollars	\$17,596,996	\$18,255,067	-3.6%	\$59,462,094	\$47,406,967	25.4%
List/Sell Ratio	95.77%	95.98%	-0.2%	96.00%	95.68%	0.3%
Days to Sell	104	90	15.6%	95	106	-10.4%
Active Inventory	534	577	-7.5%			
Average Price	\$169,202	\$165,955	2.0%	\$175,923	\$158,023	11.3%
Median Price	\$157,000	\$153,500	2.3%	\$156,000	\$145,000	7.6%
Residential (Waterfront)						
Units Listed	9	9	0.0%	28	27	3.7%
Units Sold	2	6	-66.7%	6	11	-45.5%
Sales Dollars	\$954,500	\$2,896,500	-67.0%	\$3,507,000	\$4,709,500	-25.5%
List/Sell Ratio	98.67%	90.72%	8.8%	99.98%	90.34%	10.7%
Days to Sell	43	440	-90.2%	43	438	-90.2%
Active Inventory	32	41	-22.0%			
Average Price	\$477,250	\$482,750	-1.1%	\$584,500	\$428,136	36.5%
Median Price	\$477,250	\$447,500	6.6%	\$502,500	\$415,000	21.1%
NORTH OKANAGAN - TOTALS						
Units Listed	319	405	-21.2%	1287	1270	1.3%
Units Sold	204	213	-4.2%	659	591	11.5%
Sales Dollars	\$31,889,606	\$33,108,899	-3.7%	\$106,579,256	\$86,731,520	22.9%
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	1758	2011	-12.6%			

North Residential Listing/Sales Analysis
April 30, 2003

	Mthly Listings	YTD Listings		Mthly Sales	YTD Sales
Range	Total	Total		Total	Total
0 to 90000	6	27		8	23
90001 to 110000	3	29		7	21
110001 to 130000	16	72		17	56
130001 to 150000	32	106		15	56
150001 to 170000	17	75		15	52
170001 to 190000	9	61		10	28
190001 to 210000	13	51		9	22
210001 to 230000	13	43		6	23
230001 to 250000	16	43		6	18
250001 to 270000	7	18		3	8
270001 to 290000	3	18		1	10
290001 to 310000	4	11		3	6
310001 and over	13	48		4	14
Totals	152	602		104	337

North Division Lot Listing/Sales Analysis					
	Mthly Listings	YTD Listings		Mthly Sales	YTD Sales
Range	Total	Total		Total	Total
0 to 30000	1	5		5	15
30001 to 40000	3	9		1	3
40001 to 50000	1	11		0	6
50001 to 60000	3	11		3	10
60001 to 70000	1	12		11	21
70001 to 80000	5	7		2	6
80001 to 90000	1	5		0	1
90001 and over	24	70		11	24
Totals	39	130		33	86