

NORTH DIVISION MONTHLY STATISTICS

FOR

30-Apr-04

**PLEASE NOTE THAT THERE ARE 2 NEW SECTIONS IN THE STATISTICS
1. TIMESHARES AND 2. RECREATIONAL PROPERTY TYPES**

NORTH OKANAGAN DIVISION

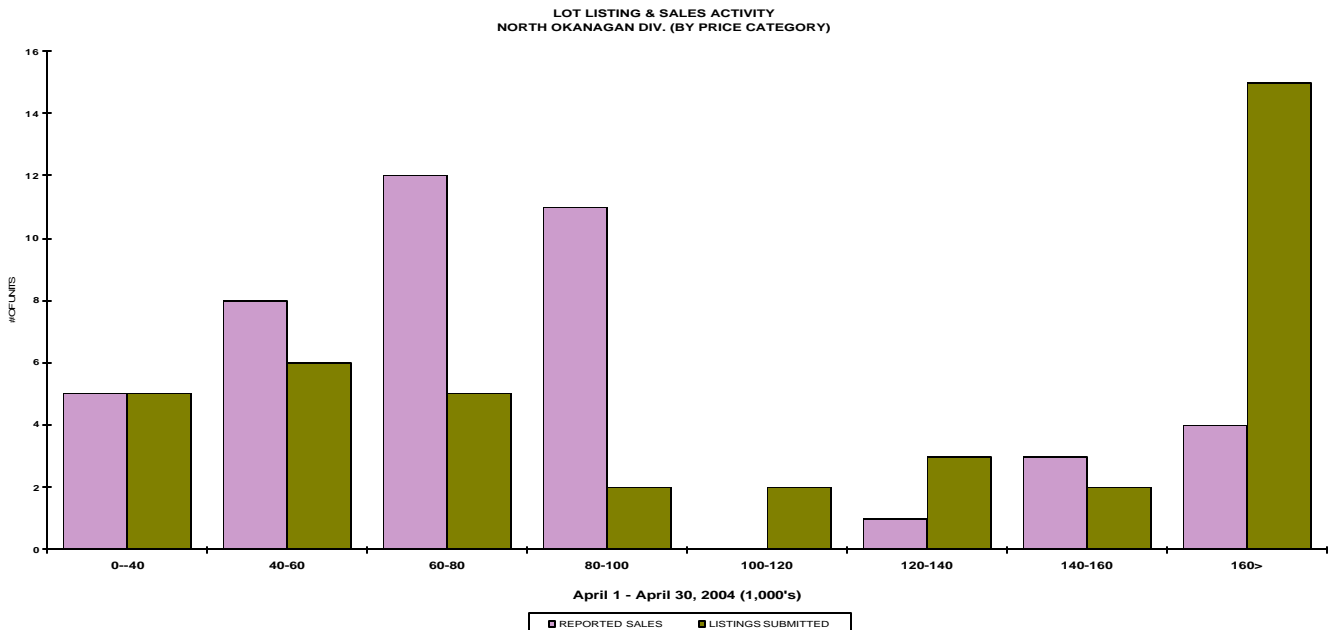
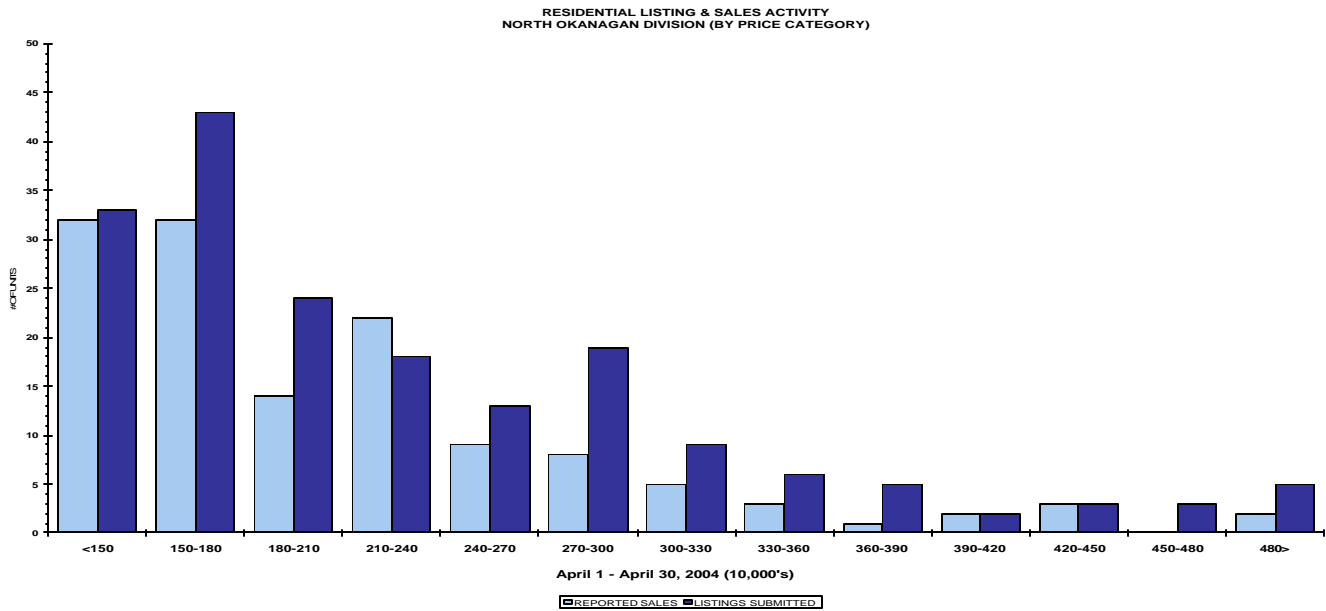
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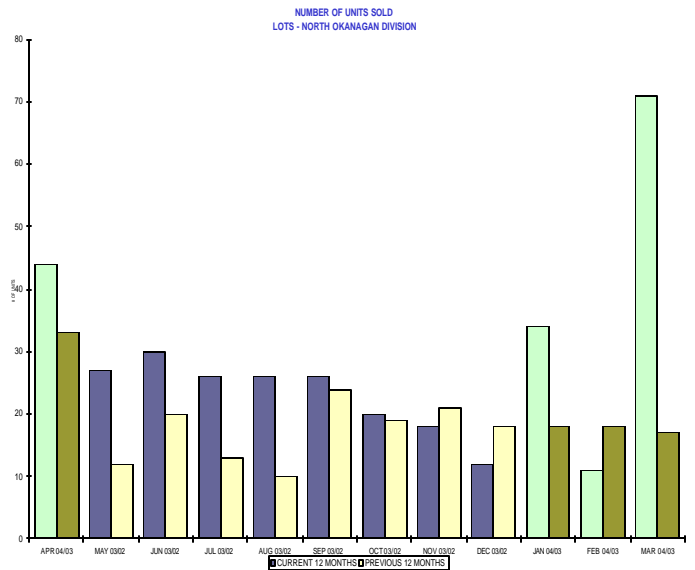
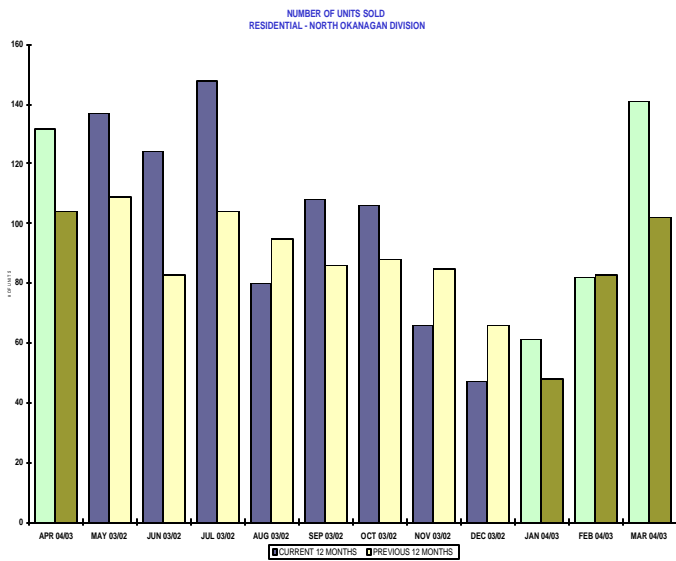
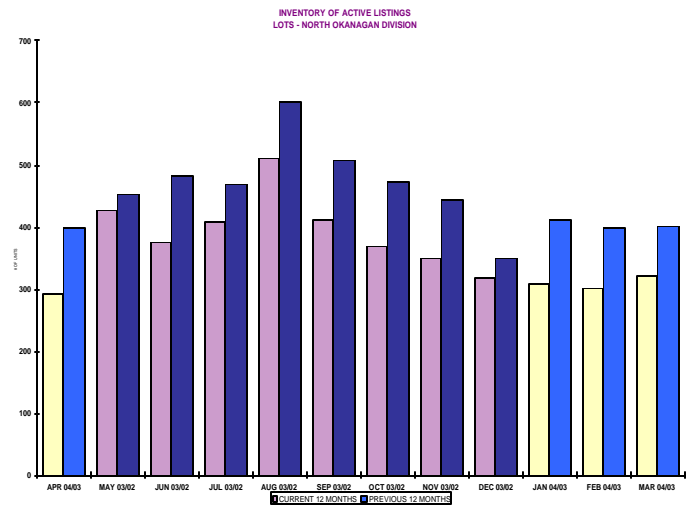
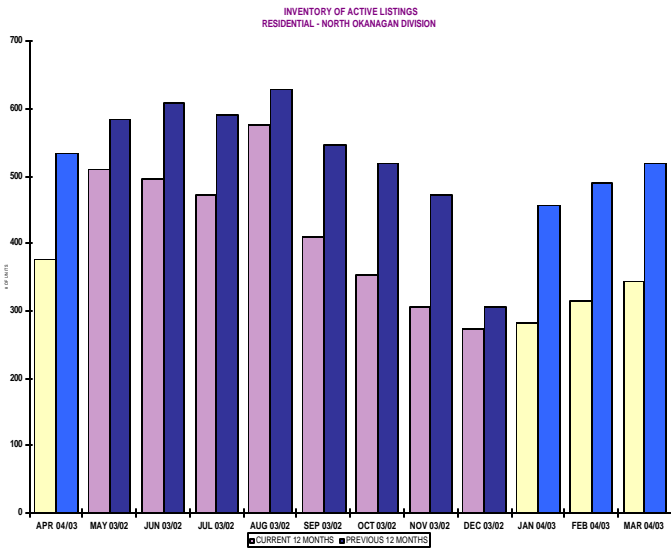
April 2004

QUICK SUMMARY

	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	# of Units	\$ Value	# of Units	\$ Value	Listings Taken	Inventory
April 2004	294	\$56,730,982	132	\$27,374,400	431	1,356
March 2004	269	\$50,257,819	141	\$27,174,011	440	1,303
April 2003	204	\$31,889,606	104	\$17,596,996	319	1,758

The average number of listings-per-licensee is 5.7





NORTH OKANAGAN DIVISION

April 2004

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	11	10	99	11.11%	252
ACREAGE/HOUSE	29	50	164	17.68%	174
CONDO/APT	23	21	43	53.49%	110
CONDO/TWNHSE	32	50	86	37.21%	73
LOTS	33	30	194	17.01%	257
RESIDENTIAL	132	184	376	35.11%	57

AVERAGE HOUSE PRICE \$207,382

MEDIAN HOUSE PRICE \$183,125

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

**COMPARATIVE ACTIVITY BY ZONE AS AT
April 30, 2004**

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

**ZONE CO
TOTALS**

Units Listed	929	683	36.0%	2916	2631	10.8%
Units Sold	514	444	15.8%	1787	1589	12.5%
Sales Dollars	\$128,271,846	\$95,255,659	34.7%	\$439,055,633	\$317,517,959	38.3%
List/Sell Ratio	96.19%	95.73%	0.5%	96.25%	96.77%	-0.5%
Days to Sell	65	85	-23.5%	77	82	-6.1%
Active Listings	2298	2535	-9.3%			

**ZONE NO
TOTALS**

Units Listed	431	344	25.3%	1390	1222	13.7%
Units Sold	294	210	40.0%	898	658	36.5%
Sales Dollars	\$56,730,982	\$36,436,246	55.7%	\$160,213,937	\$116,280,657	37.8%
List/Sell Ratio	96.33%	93.98%	2.5%	96.21%	93.61%	2.8%
Days to Sell	119	159	-25.2%	116	158	-26.6%
Active Listings	1356	1758	-22.9%			

**ZONE SH
TOTALS**

Units Listed	225	187	20.3%	719	665	8.1%
Units Sold	130	94	38.3%	380	251	51.4%
Sales Dollars	\$23,463,754	\$10,234,100	129.3%	\$60,763,657	\$33,495,697	81.4%
List/Sell Ratio	94.37%	89.63%	5.3%	92.34%	91.18%	1.3%
Days to Sell	184	298	-38.3%	196	244	-19.7%
Active Listings	1146	1474	-22.3%			

**ZONE OB
TOTALS**

Units Listed	13	17	-23.5%	49	57	-14.0%
Units Sold	7	0	100.0%	13	8	62.5%
Sales Dollars	\$1,399,500	\$0	100.0%	\$2,500,500	\$7,901,300	-68.4%
List/Sell Ratio	84.32%	0.00%	100.0%	86.97%	82.71%	5.2%
Days to Sell	313	0	100.0%	286	243	17.7%
Active Listings	121	143	-15.4%			

GRAND TOTALS

Units Listed	1598	1231	29.8%	5074	4575	10.9%
Units Sold	945	748	26.3%	3078	2506	22.8%
Sales Dollars	\$209,866,082	\$141,926,005	47.9%	\$662,533,727	\$475,195,613	39.4%
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	4921	5910	-16.7%			

LICENSEES
April 30, 2004

	TOTAL NUMBER OF LICENSEES April 30/04	TOTAL NUMBER OF LICENSEES April 30/03	CHANGE BY NUMBER	CHANGE BY %
ALL DIVISIONS	835	741	94	12.69%
CENTRAL OK DIV.	527	473	54	11.42%
NORTH OK DIV.	235	200	35	17.50%
SHUSWAP DIV.	73	67	6	8.96%

CURRENT MEMBERSHIP

AGENT LICENSEES	78
SALESPERSONS	682
PROPERTY MANAGEMENT	8
9:15 LICENCEE MEMBER	63
EXEMPTION MEMBER	4

TOTALS **835**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	10	19	-47.4%	48	56	-14.3%
Units Sold	11	4	175.0%	24	13	84.6%
Sales Dollars	\$2,335,500	\$358,500	551.5%	\$4,163,500	\$1,475,500	182.2%
List/Sell Ratio	92.11%	94.23%		92.69%	90.99%	
Days to Sell	252	489	-48.5%	260	240	8.3%
Active Inventory	99	141	-29.8%			
Average Price	\$212,318	\$89,625	136.9%	\$173,479	\$113,500	52.8%
Median Price	\$138,000	\$88,000	56.8%	\$123,750	\$112,500	10.0%
Acreage with House						
Units Listed	50	38	31.6%	144	140	2.9%
Units Sold	29	19	52.6%	83	61	36.1%
Sales Dollars	\$8,268,000	\$5,320,100	55.4%	\$23,164,625	\$15,449,150	49.9%
List/Sell Ratio	94.65%	92.01%		95.78%	92.57%	
Days to Sell	174	237	-26.6%	138	205	-32.7%
Active Inventory	164	196	-16.3%	139	270	
Average Price	\$285,103	\$280,005	1.8%	\$279,092	\$253,265	10.2%
Median Price	\$250,000	\$268,000	-6.7%	\$255,000	\$228,000	11.8%
Acreage (Waterfront)						
Units Listed	0	0	0.0%	1	1	0.0%
Units Sold	0	0	0.0%	0	2	-100.0%
Sales Dollars	\$0	\$0	0.0%	\$0	\$157,500	-100.0%
List/Sell Ratio	0.00%	0.00%		0.00%	83.71%	
Days to Sell	0	0	0.0%	0	69	-100.0%
Active Inventory	3	4	-25.0%			
Average Price	\$0	\$0	0.0%	\$0	\$78,750	-100.0%
Median Price	\$0	\$0	0.0%	\$0	\$78,750	-100.0%
Business						
Units Listed	19	9	111.1%	40	38	5.3%
Units Sold	1	1	0.0%	7	7	0.0%
Sales Dollars	\$460,000	\$59,900	667.9%	\$1,313,080	\$671,400	95.6%
List/Sell Ratio	94.06%	100.00%		88.64%	83.11%	
Days to Sell	343	237	44.7%	379	160	136.9%
Active Inventory	70	76	-7.9%			
Average Price	\$460,000	\$59,900	667.9%	\$187,583	\$95,914	95.6%
Median Price	\$460,000	\$59,900	667.9%	\$192,700	\$59,900	221.7%
Condo (Townhouse)						
Units Listed	50	30	66.7%	150	103	45.6%
Units Sold	32	25	28.0%	107	72	48.6%
Sales Dollars	\$4,327,754	\$3,044,700	42.1%	\$13,609,149	\$9,283,198	46.6%
List/Sell Ratio	98.00%	96.93%		97.67%	95.94%	
Days to Sell	73	89	-18.0%	74	99	-25.3%
Active Inventory	86	88	-2.3%			
Average Price	\$135,242	\$121,788	11.0%	\$127,188	\$128,933	-1.4%
Median Price	\$115,750	\$114,900	0.7%	\$117,000	\$126,000	-7.1%
Condo (Apt)						
Units Listed	21	19	10.5%	69	53	30.2%
Units Sold	23	7	228.6%	68	38	78.9%
Sales Dollars	\$2,242,700	\$605,400	270.4%	\$7,124,562	\$3,314,200	115.0%
List/Sell Ratio	96.79%	92.86%		96.51%	92.86%	
Days to Sell	110	303	-63.7%	94	291	-67.7%
Active Inventory	43	65	-33.8%			
Average Price	\$97,509	\$86,486	12.7%	\$104,773	\$87,216	20.1%
Median Price	\$96,000	\$84,500	13.6%	\$96,500	\$81,250	18.8%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	11	4	175.0%	44	29	51.7%
Units Sold	10	5	100.0%	28	16	75.0%
Sales Dollars	\$1,680,328	\$858,200	95.8%	\$4,144,478	\$2,442,750	69.7%
List/Sell Ratio	97.72%	93.85%		96.13%	93.81%	
Days to Sell	57	120	-52.5%	112	199	-43.7%
Active Inventory	35	34	2.9%			
Average Price	\$168,033	\$171,640	-2.1%	\$148,017	\$152,672	-3.0%
Median Price	\$147,150	\$135,000	9.0%	\$125,650	\$146,000	-13.9%
Farms						
Units Listed	4	2	100.0%	15	10	50.0%
Units Sold	3	2	50.0%	5	2	150.0%
Sales Dollars	\$2,125,000	\$934,000	127.5%	\$3,400,225	\$9,340,000	-63.6%
List/Sell Ratio	89.14%	79.82%		91.28%	79.82%	
Days to Sell	840	469	79.1%	553	469	17.9%
Active Inventory	25	32	-21.9%	26	30	
Average Price	\$708,333	\$467,000	51.7%	\$680,045	\$4,670,000	-85.4%
Median Price	\$800,000	\$467,000	71.3%	\$675,225	\$467,000	44.6%
IC&I						
Units Listed	5	10	-50.0%	28	41	-31.7%
Units Sold	2	1	100.0%	11	6	83.3%
Sales Dollars	\$1,805,500	\$180,000	903.1%	\$3,288,908	\$2,364,000	39.1%
List/Sell Ratio	82.51%	90.45%		87.37%	93.43%	
Days to Sell	289	549	-47.4%	166	208	-20.2%
Active Inventory	67	81	-17.3%			
Average Price	\$902,750	\$180,000	401.5%	\$298,992	\$394,000	-24.1%
Median Price	\$902,750	\$180,000	401.5%	\$166,000	\$193,000	-14.0%
IC&I Land						
Units Listed	10	4	150.0%	17	12	41.7%
Units Sold	2	0	100.0%	11	1	1000.0%
Sales Dollars	\$224,000	\$0	100.0%	\$6,622,300	\$300,000	2107.4%
List/Sell Ratio	92.81%	0.00%		93.83%	92.30%	
Days to Sell	227	0	100.0%	192	108	77.8%
Active Inventory	45	50	-10.0%			
Average Price	\$112,000	\$0	100.0%	\$602,027	\$300,000	100.7%
Median Price	\$112,000	\$0	100.0%	\$78,000	\$300,000	-74.0%
Lots						
Units Listed	23	23	0.0%	115	70	64.3%
Units Sold	33	20	65.0%	96	69	39.1%
Sales Dollars	\$2,201,300	\$1,240,000	77.5%	\$7,340,000	\$4,186,753	75.3%
List/Sell Ratio	97.41%	94.41%		98.15%	94.64%	
Days to Sell	257	325	-20.9%	275	414	-33.6%
Active Inventory	184	252	-27.0%			
Average Price	\$66,706	\$62,000	7.6%	\$76,458	\$60,678	26.0%
Median Price	\$65,000	\$62,300	4.3%	\$77,250	\$61,500	25.6%
Leases						
Units Listed	8	3	166.7%	27	11	145.5%
Units Sold	0	0	0.0%	3	2	50.0%
Sales Dollars	\$0	\$0	0.0%	\$59,700	\$19,560	205.2%
List/Sell Ratio	0.00%	0.00%		0.00%	0.00%	
Days to Sell	0	0	0.0%	365	469	-22.2%
Active Inventory	46	38	21.1%			
Average Price	\$0	\$0	0.0%	\$19,900	\$9,780	103.5%
Median Price	\$0	\$0	0.0%	\$15,300	\$9,780	56.4%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots (Waterfront)						
Units Listed	7	1	600.0%	7	3	133.3%
Units Sold	0	3	-100.0%	0	4	-100.0%
Sales Dollars	\$0	\$730,500	-100.0%	\$0	\$965,750	-100.0%
List/Sell Ratio	0.00%	90.05%		0.00%	92.71%	
Days to Sell	0	494	-100.0%	0	376	-100.0%
Active Inventory	7	2	250.0%			
Average Price	\$0	\$243,500	-100.0%	\$0	\$235,250	-100.0%
Median Price	\$0	\$292,000	-100.0%	\$0	\$263,625	-100.0%
Multi-Family						
Units Listed	1	4	-75.0%	9	16	-43.8%
Units Sold	5	5	0.0%	9	9	0.0%
Sales Dollars	\$1,463,500	\$3,496,000	-58.1%	\$2,432,599	\$4,947,000	-50.8%
List/Sell Ratio	95.30%	90.22%		96.32%	92.62%	
Days to Sell	208	225	-7.6%	145	167	-13.2%
Active Inventory	13	22	-40.9%	10	25	
Average Price	\$292,700	\$699,200	-58.1%	\$270,289	\$549,667	-50.8%
Median Price	\$319,000	\$203,000	57.1%	\$224,999	\$203,000	10.8%
Mobile Homes						
Units Listed	20	21	-4.8%	68	69	-1.4%
Units Sold	8	8	0.0%	29	23	26.1%
Sales Dollars	\$613,000	\$328,500	86.6%	\$1,473,350	\$902,500	63.3%
List/Sell Ratio	89.46%	88.91%		90.72%	85.11%	
Days to Sell	71	122	-41.8%	149	142	4.9%
Active Inventory	74	111	-33.3%			
Average Price	\$76,625	\$41,063	86.6%	\$50,805	\$39,239	29.5%
Median Price	\$50,500	\$45,000	12.2%	\$39,900	\$32,500	22.8%
Recreational Property						
Units Listed	3	2	50.0%	6	2	200.0%
Units Sold	0	0	0.0%	1	0	100.0%
Sales Dollars	\$0	\$0	0.0%	\$200,000	\$0	100.0%
List/Sell Ratio	0.00%	0.00%		100.00%	0.00%	
Days to Sell	0	0	0.0%	254	0	100.0%
Active Inventory	8	0	0.0%			
Average Price	\$0	\$0	0.0%	\$200,000	\$0	100.0%
Median Price	\$0	\$0	0.0%	\$200,000	\$0	100.0%
Residential						
Units Listed	184	148	24.3%	590	544	8.5%
Units Sold	132	107	23.4%	407	326	24.8%
Sales Dollars	\$27,374,400	\$18,263,946	49.9%	\$77,231,461	\$56,993,396	35.5%
List/Sell Ratio	97.27%	96.52%		96.90%	96.03%	
Days to Sell	57	98	-41.8%	62	86	-27.9%
Active Inventory	376	534	-29.6%			
Average Price	\$207,382	\$170,691	21.5%	\$189,758	\$174,826	8.5%
Median Price	\$183,125	\$157,000	16.6%	\$175,000	\$155,000	12.9%
Residential (Waterfront)						
Units Listed	5	7	-28.6%	12	24	-50.0%
Units Sold	3	3	0.0%	9	7	28.6%
Sales Dollars	\$1,610,000	\$1,016,500	58.4%	\$4,646,000	\$3,468,000	34.0%
List/Sell Ratio	93.47%	97.62%		95.17%	100.28%	
Days to Sell	102	46	121.7%	119	46	158.7%
Active Inventory	11	32	-65.6%			
Average Price	\$536,667	\$338,833	58.4%	\$516,222	\$495,429	4.2%
Median Price	\$500,000	\$429,500	16.4%	\$522,000	\$455,000	14.7%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Timeshares						
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%		0.00%	0.00%	
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%
NORTH OKANAGAN - TOTALS						
Units Listed	431	344	25.3%	1390	1222	13.7%
Units Sold	294	210	40.0%	898	658	36.5%
Sales Dollars	\$56,730,982	\$36,436,246	55.7%	\$160,213,937	\$116,280,657	37.8%
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Days to Sell	119	159	-25.2%	116	158	-26.6%
Active Inventory	1356	1758	-22.9%			

**North Residential Listing/Sales Analysis
April 30, 2004**

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 150000	33	143	32	136
150001 to 180000	43	133	32	89
180001 to 210000	24	77	14	63
210001 to 240000	18	56	22	43
240001 to 270000	13	49	9	30
270001 to 300000	19	44	8	16
300001 to 330000	9	19	5	6
330001 to 360000	6	16	3	6
360001 to 390000	5	14	1	5
390001 to 420000	2	5	2	4
420001 to 450000	3	15	3	6
450001 to 480000	3	6	0	0
480001 and over	5	12	2	4
Totals	183	589	133	408

North Division Lot Listing/Sales Analysis

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 40000	5	16	5	13
40001 to 60000	6	25	8	13
60001 to 80000	5	33	12	31
80001 to 100000	2	27	11	34
100001 to 120000	2	15	0	11
120001 to 140000	3	6	1	5
140001 to 160000	2	8	3	5
160001 and over	15	41	4	8
Totals	40	171	44	120