

NORTH OKANAGAN DIVISION

MONTHLY STATISTICS

FOR

May 1 - 31, 2002

NORTH OKANAGAN DIVISION

STAT - O - GRAM

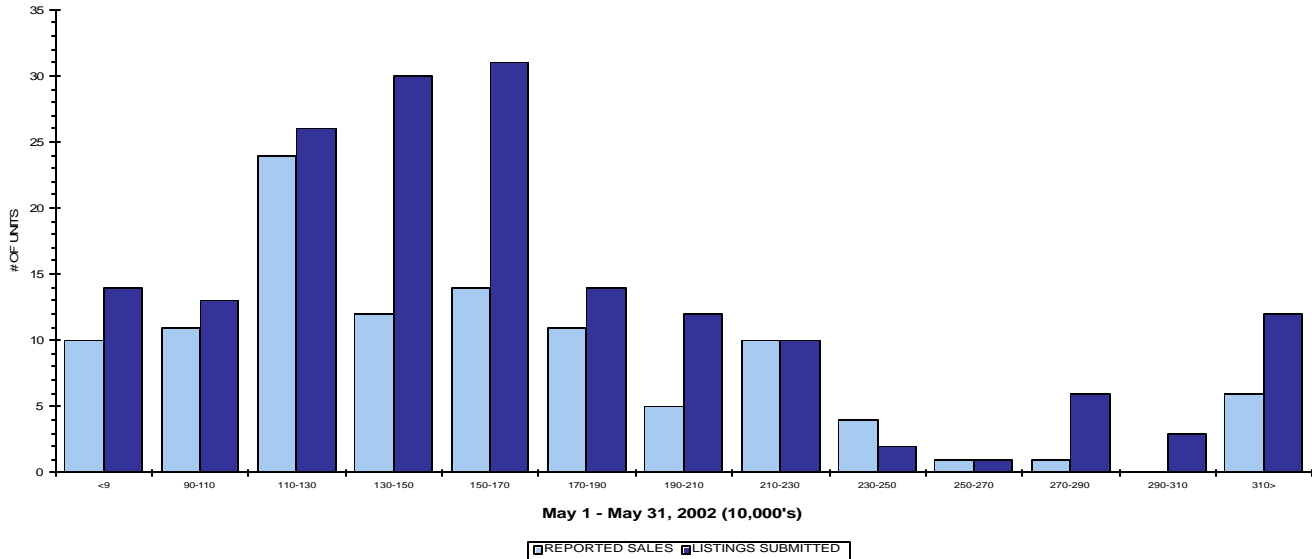
May 2002

QUICK SUMMARY

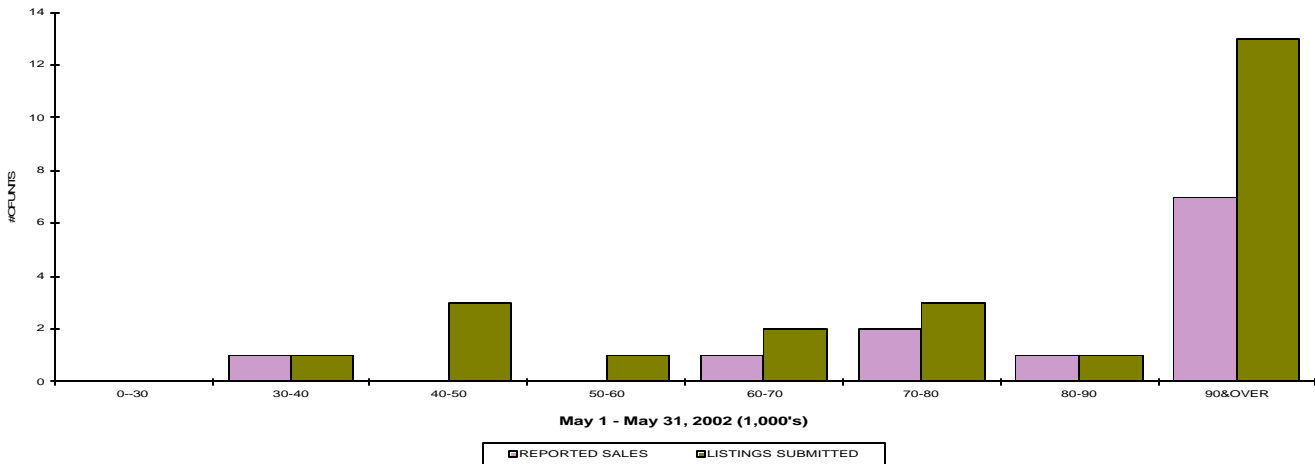
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	# of Units	\$ Value	# of Units	\$ Value	Listings Taken	Inventory
May 2002	198	\$32,788,251	109	\$18,120,164	366	2,018
April 2002	212	\$32,875,199	112	\$18,513,567	392	2,011
May 2001	196	\$28,073,071	115	\$16,961,701	340	1,873

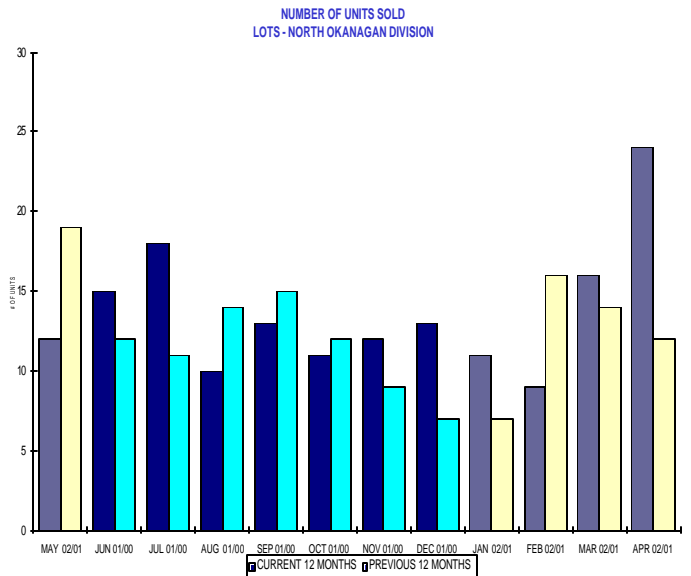
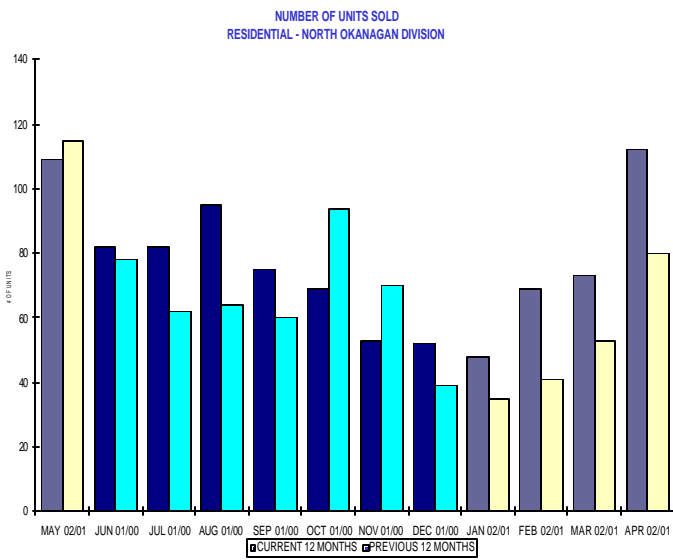
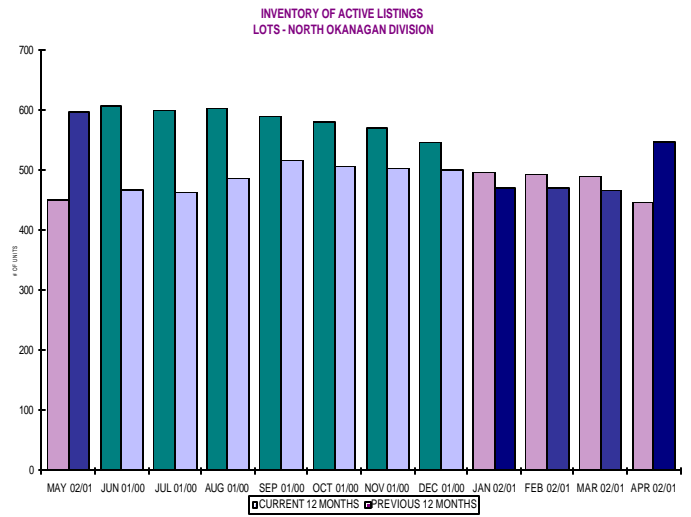
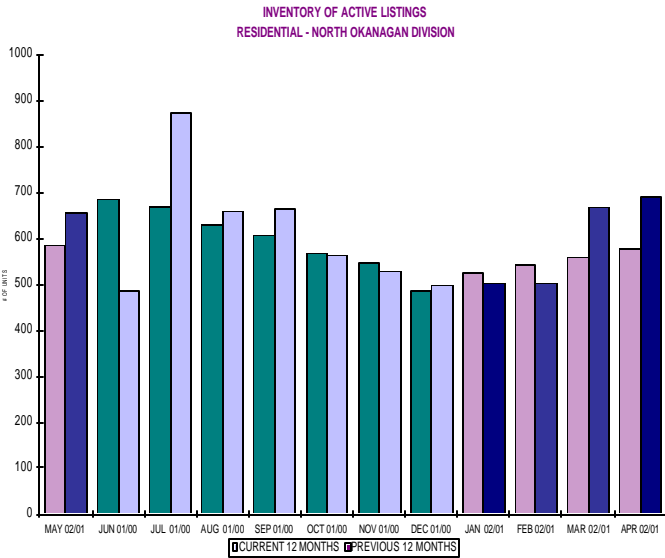
The average number of listings-per-licensee is 11.0

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



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





NORTH OKANAGAN DIVISION

May 2002

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	5	10	158	3.16%	155
ACREAGE/HOUSE	18	47	268	2.30%	172
CONDO/APT	14	20	106	13.21%	376
CONDO/TWNHSE	20	30	100	20.00%	128
LOTS	7	14	294	2.38%	471
RESIDENTIAL	109	174	584	18.66%	100

AVERAGE HOUSE PRICE \$166,240

MEDIAN HOUSE PRICE \$146,000

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

**COMPARATIVE ACTIVITY BY ZONE AS AT
May 31, 2002**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ZONE CO TOTALS						
Units Listed	901	704	28.0%	3659	3472	5.4%
Units Sold	533	397	34.3%	2216	1381	60.5%
Sales Dollars	95625271	64125405	49.1%	409148920	223021382	83.5%
List/Sell Ratio	95.69	94.09		95.13	93.60	
Days to Sell	82	106	-22.6%	98	113	-13.3%
Active Listings	2871	3148	-8.8%			
ZONE NO TOTALS						
Units Listed	366	340	7.6%	1597	1670	-4.4%
Units Sold	198	196	1.0%	769	606	26.9%
Sales Dollars	32788251	28073071	16.8%	116534971	84538305	37.8%
List/Sell Ratio	93.61	91.14		92.64	90.56	
Days to Sell	154	168	-8.3%	160	164	-2.4%
Active Listings	2018	1873	7.7%			
ZONE SH TOTALS						
Units Listed	259	233	11.2%	932	1019	-8.5%
Units Sold	105	80	31.3%	302	263	14.8%
Sales Dollars	13885409	11998350	15.7%	42396767	34894685	21.5%
List/Sell Ratio	91.72	90.13		90.2	88.76	
Days to Sell	245	187	31.0%	220	220	0.0%
Active Listings	1732	1569	10.4%			
ZONE OB TOTALS						
Units Listed	28	9	211.1%	113	78	44.9%
Units Sold	3	3	0.0%	6	11	-45.5%
Sales Dollars	997500	957000	4.2%	2233500	4072000	-45.1%
List/Sell Ratio	90.59	81.61		88.81	84.39	
Days to Sell	201	104	93.3%	158	126	25.4%
Active Listings	169	117	44.4%			
GRAND TOTALS						
Units Listed	1554	1286	20.8%	6301	6239	1.0%
Units Sold	839	676	24.1%	3293	2261	45.6%
Sales Dollars	143296431	105153826	36.3%	570314158	346526372	64.6%
List/Sell Ratio	94.26	91.40		93.77	91.51	
Days to Sell	111	140	-20.7%	125	144	-13.2%
Active Listings	6790	6707	1.2%			

LICENSEES
April 30, 2002

	TOTAL NUMBER OF LICENSEES May 31/02	TOTAL NUMBER OF LICENSEES May 3/01	CHANGE BY NUMBER	CHANGE BY %
ALL DIVISIONS	680	671	9	1.34%
CENTRAL OK DIV.	431	420	11	2.62%
NORTH OK DIV.	182	180	2	1.11%
SHUSWAP DIV.	67	71	-4	-5.63%
CURRENT MEMBERSHIP				
AGENT LICENSEES	74			
SALESPERSONS	539			
PROPERTY MANAGEMENT	8			
9:15 LICENCEE MEMBER	57			
EXEMPTION MEMBER	0			
TOTALS	678			

COMPARATIVE ACTIVITY BY PROPERTY TYPE

**May 31, 2002
NORTH OKANAGAN**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
UNITS LISTED	10	14	-28.6%	62	70	-11.4%
UNITS SOLD	5	9	-44.4%	22	22	0.0%
SALES DOLLARS	708500	854900	-17.1%	2758000	2350900	17.3%
LIST/SELL RATIO	97.46	84.85		82.93	87.80	
DAYS TO SELL	155	312	-50.3%	241	274	-12.0%
ACTIVE INVENTORY	158	137	15.3%			
AVERAGE PRICE	\$141,700	\$94,989	49.2%	\$125,364	\$106,859	17.3%
MEDIAN PRICE	\$130,000	\$92,000	41.3%	\$105,000	\$965,000	-89.1%
Acreage with House						
UNITS LISTED	47	46	2.2%	204	212	-3.8%
UNITS SOLD	18	20	-10.0%	71	58	22.4%
SALES DOLLARS	4425500	4894980	-9.6%	15904566	13820953	15.1%
LIST/SELL RATIO	89.60	92.15		91.50	89.50	
DAYS TO SELL	172	137	25.5%	174	172	1.2%
ACTIVE INVENTORY	268	211	27.0%			
AVERAGE PRICE	\$245,861	\$244,749	0.5%	\$224,008	\$238,292	-6.0%
MEDIAN PRICE	\$233,500	\$247,500	-5.7%	\$205,516	\$215,000	-4.4%
Acreage (Waterfront)						
UNITS LISTED	0	1	-100.0%	6	4	50.0%
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%
Business						
UNITS LISTED	5	7	-28.6%	42	39	7.7%
UNITS SOLD	0	2	-100.0%	6	9	-33.3%
SALES DOLLARS	0	70000	-100.0%	432800	671750	-35.6%
LIST/SELL RATIO	0.00	84.76		82.75	79.91	
DAYS TO SELL	0	69	-100.0%	310	215	44.2%
ACTIVE INVENTORY	75	77	-2.6%			
AVERAGE PRICE	\$0	\$35,000	-100.0%	\$72,133	\$74,639	-3.4%
MEDIAN PRICE	\$0	\$35,000	-100.0%	\$75,000	\$45,000	66.7%
Condo (Townhouse)						
UNITS LISTED	30	16	87.5%	124	101	22.8%
UNITS SOLD	20	13	53.8%	77	58	32.8%
SALES DOLLARS	2255287	1474400	53.0%	8543137	5878901	45.3%
LIST/SELL RATIO	94.58	93.98		94.59	89.49	
DAYS TO SELL	128	246	-48.0%	126	185	-31.9%
ACTIVE INVENTORY	100	111	-9.9%			
AVERAGE PRICE	\$112,764	\$113,415	-0.6%	\$110,950	\$101,360	9.5%
MEDIAN PRICE	\$96,250	\$116,000	-17.0%	\$94,500	\$87,000	8.6%

COMPARATIVE ACTIVITY BY PROPERTY TYPE

May 31, 2002

NORTH OKANAGAN

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Condo (Apt)						
UNITS LISTED	20	12	66.7%	73	61	19.7%
UNITS SOLD	14	8	75.0%	48	37	29.7%
SALES DOLLARS	1209600	753700	60.5%	4499355	3695814	21.7%
LIST/SELL RATIO	95.52	95.49		94.42	93.49	
DAYS TO SELL	376	255	47.5%	240	195	23.1%
ACTIVE INVENTORY	106	121	-12.4%			
AVERAGE PRICE	\$86,400	\$94,213	-8.3%	\$93,737	\$99,887	-6.2%
MEDIAN PRICE	\$88,950	\$93,500	-4.9%	\$80,250	\$94,000	-14.6%
Duplex						
UNITS LISTED	7	5	40.0%	34	26	30.8%
UNITS SOLD	2	7	-71.4%	10	15	-33.3%
SALES DOLLARS	187000	691250	-72.9%	962000	1403250	-31.4%
LIST/SELL RATIO	88.60	87.33		88.88	89.55	
DAYS TO SELL	48	245	-80.4%	171	157	8.9%
ACTIVE INVENTORY	40	32	25.0%			
AVERAGE PRICE	\$93,500	\$98,750	-5.3%	\$96,200	\$93,550	2.8%
MEDIAN PRICE	\$93,500	\$95,000	-1.6%	\$86,000	\$90,000	-4.4%
Farms						
UNITS LISTED	5	4	25.0%	22	25	-12.0%
UNITS SOLD	4	2	100.0%	7	4	75.0%
SALES DOLLARS	1877000	690000	172.0%	2758000	1365000	102.1%
LIST/SELL RATIO	85.80	90.85		86.40	85.04	
DAYS TO SELL	584	155	276.8%	455	128	255.5%
ACTIVE INVENTORY	47	43	9.3%			
AVERAGE PRICE	\$469,250	\$345,000	36.0%	\$394,000	\$341,250	15.5%
MEDIAN PRICE	\$382,500	\$345,000	10.9%	\$335,000	\$337,500	-0.7%
IC&I						
UNITS LISTED	9	5	80.0%	31	30	3.3%
UNITS SOLD	0	1	-100.0%	4	4	0.0%
SALES DOLLARS	0	200000	-100.0%	775000	742500	4.4%
LIST/SELL RATIO	0.00	45.97		89.83	77.81	
DAYS TO SELL	0	23	-100.0%	107	170	-37.1%
ACTIVE INVENTORY	68	65	4.6%			
AVERAGE PRICE	\$0	\$200,000	-100.0%	\$193,750	\$185,625	4.4%
MEDIAN PRICE	\$0	\$200,000	-100.0%	\$168,750	\$154,750	9.0%
IC&I Land						
UNITS LISTED	6	5	20.0%	25	36	-30.6%
UNITS SOLD	0	0	0.0%	2	1	100.0%
SALES DOLLARS	0	0	0.0%	396500	252600	57.0%
LIST/SELL RATIO	0.00	0.00		89.87	90.53	
DAYS TO SELL	0	0	0.0%	219	33	563.6%
ACTIVE INVENTORY	60	57	5.3%			
AVERAGE PRICE	\$0	\$0	0.0%	\$198,250	\$252,600	-21.5%
MEDIAN PRICE	\$0	\$0	0.0%	\$198,250	\$252,600	-21.5%

COMPARATIVE ACTIVITY BY PROPERTY TYPE

May 31, 2002

NORTH OKANAGAN

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots							
	UNITS LISTED	11	61	-82.0%	56	200	-72.0%
	UNITS SOLD	7	10	-30.0%	44	39	12.8%
	SALES DOLLARS	529500	647100	-18.2%	3292500	2368100	39.0%
	LIST/SELL RATIO	90.17	96.35		88.54	86.44	
	DAYS TO SELL	471	608	-22.5%	464	425	9.2%
	ACTIVE INVENTORY	260	282	-7.8%			
	AVERAGE PRICE	\$75,643	\$64,710	16.9%	\$74,830	\$60,721	23.2%
	MEDIAN PRICE	\$78,500	\$58,250	34.8%	\$76,400	\$58,500	30.6%
Leases							
	UNITS LISTED	8	3	166.7%	22	13	69.2%
	UNITS SOLD	0	1	-100.0%	2	4	-50.0%
	SALES DOLLARS	0	22140	-100.0%	109682	42403	158.7%
	LIST/SELL RATIO	0.00	0.00		0.00	13.33	
	DAYS TO SELL	0	27	-100.0%	188	163	0.0%
	ACTIVE INVENTORY	44	41	7.3%			
	AVERAGE PRICE	\$0	\$22,140	-100.0%	\$54,841	\$10,601	417.3%
	MEDIAN PRICE	\$0	\$22,140	-100.0%	\$54,841	\$9,131	500.6%
Lots (Waterfront)							
	UNITS LISTED	3	5	-40.0%	5	10	-50.0%
	UNITS SOLD	0	0	0.0%	1	2	-50.0%
	SALES DOLLARS	0	0	0.0%	270000	471000	-42.7%
	LIST/SELL RATIO	0.00	0.00		96.77	82.41	
	DAYS TO SELL	0	0	-100.0%	260	346	-24.9%
	ACTIVE INVENTORY	18	41	-56.1%			
	AVERAGE PRICE	\$0	\$0	0.0%	\$270,000	\$235,500	14.6%
	MEDIAN PRICE	\$0	\$0	0.0%	\$270,000	\$235,500	14.6%
Multi-Family							
	UNITS LISTED	3	4	-25.0%	17	18	-5.6%
	UNITS SOLD	0	1	-100.0%	4	2	100.0%
	SALES DOLLARS	0	67000	-100.0%	761500	252000	202.2%
	LIST/SELL RATIO	0.00	89.33		89.58	83.05	
	DAYS TO SELL	0	198	-100.0%	214	214	0.0%
	ACTIVE INVENTORY	33	20	65.0%			
	AVERAGE PRICE	\$0	\$67,000	-100.0%	\$190,375	\$126,000	51.1%
	MEDIAN PRICE	\$0	\$67,000	-100.0%	\$185,750	\$126,000	47.4%
Mobile Homes							
	UNITS LISTED	17	14	21.4%	80	101	-20.8%
	UNITS SOLD	12	5	140.0%	41	21	95.2%
	SALES DOLLARS	520200	140900	269.2%	1429300	532050	168.6%
	LIST/SELL RATIO	89.69	73.44		79.92	76.58	
	DAYS TO SELL	121	447	-72.9%	144	199	-27.6%
	ACTIVE INVENTORY	100	90	11.1%			
	AVERAGE PRICE	\$43,350	\$28,180	53.8%	\$34,861	\$25,336	37.6%
	MEDIAN PRICE	\$35,000	\$21,000	66.7%	\$27,000	\$22,000	22.7%

COMPARATIVE ACTIVITY BY PROPERTY TYPE

May 31, 2002

NORTH OKANAGAN

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Residential							
	UNITS LISTED	174	129	34.9%	756	686	10.2%
	UNITS SOLD	109	115	-5.2%	410	321	27.7%
	SALES DOLLARS	18120164	16961701	6.8%	65645631	47694584	37.6%
	LIST/SELL RATIO	94.65	93.20		95.01	93.37	
	DAYS TO SELL	100	92	8.7%	104	110	-5.5%
	ACTIVE INVENTORY	584	501	16.6%			
	AVERAGE PRICE	\$166,240	\$147,493	12.7%	\$160,111	\$148,581	7.8%
	MEDIAN PRICE	\$146,000	\$139,500	4.7%	\$145,000	\$139,000	4.3%
Residential (Waterfront)							
	UNITS LISTED	11	9	22.2%	38	38	0.0%
	UNITS SOLD	7	2	250.0%	18	8	125.0%
	SALES DOLLARS	2955500	605000	388.5%	7665000	2883000	165.9%
	LIST/SELL RATIO	94.73	72.99		92.04	84.73	
	DAYS TO SELL	83	346	-76.0%	300	200	50.0%
	ACTIVE INVENTORY	41	32	28.1%			
	AVERAGE PRICE	\$422,214	\$302,500	39.6%	\$425,833	\$360,375	18.2%
	MEDIAN PRICE	\$455,000	\$302,500	50.4%	\$427,500	\$354,000	20.8%
NORTH OKANAGAN - TOTALS							
	UNITS LISTED	366	340	7.6%	1597	1670	-4.4%
	UNITS SOLD	198	196	1.0%	769	606	26.9%
	SALES DOLLARS	32788251	28073071	16.8%	116534971	84538305	37.8%
	LIST/SELL RATIO	93.61	91.14		92.64	90.56	
	DAYS TO SELL	154	168	-8.3%	160	164	-2.4%
	ACTIVE INVENTORY	2018	1873	7.7%			

RESIDENTIAL LISTING / SALES ANALYSIS

May 31, 2002
NORTH OKANAGAN

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 90000	14	47	10	25
90001 to 110000	13	72	11	45
110001 to 130000	26	128	24	82
130001 to 150000	30	131	12	70
150001 to 170000	31	120	14	61
170001 to 190000	14	68	11	44
190001 to 210000	12	51	5	21
210001 to 230000	10	34	10	18
230001 to 250000	2	23	4	13
250001 to 270000	1	16	1	7
270001 to 290000	6	13	1	6
290001 to 310000	3	11	0	2
310001 and over	12	41	6	16
	174	755	109	410

LOT LISTING / SALES ANALYSIS

May 31, 2002

NORTH OKANAGAN

	Mthly Listings	YTD Listings		Mthly Sales		YTD Sales
Range	Total	Total		Total		Total
0 to 30000	0	9		0		8
30001 to 40000	1	5		1		2
40001 to 50000	3	17		0		3
50001 to 60000	1	8		0		5
60001 to 70000	2	6		1		3
70001 to 80000	3	8		2		12
80001 to 90000	1	4		1		3
90001 and over	13	72		7		33
	24	129		12		69