

**NORTH DIVISION
MONTHLY STATISTICS**

FOR

May 1 - 31, 2003

NORTH OKANAGAN DIVISION

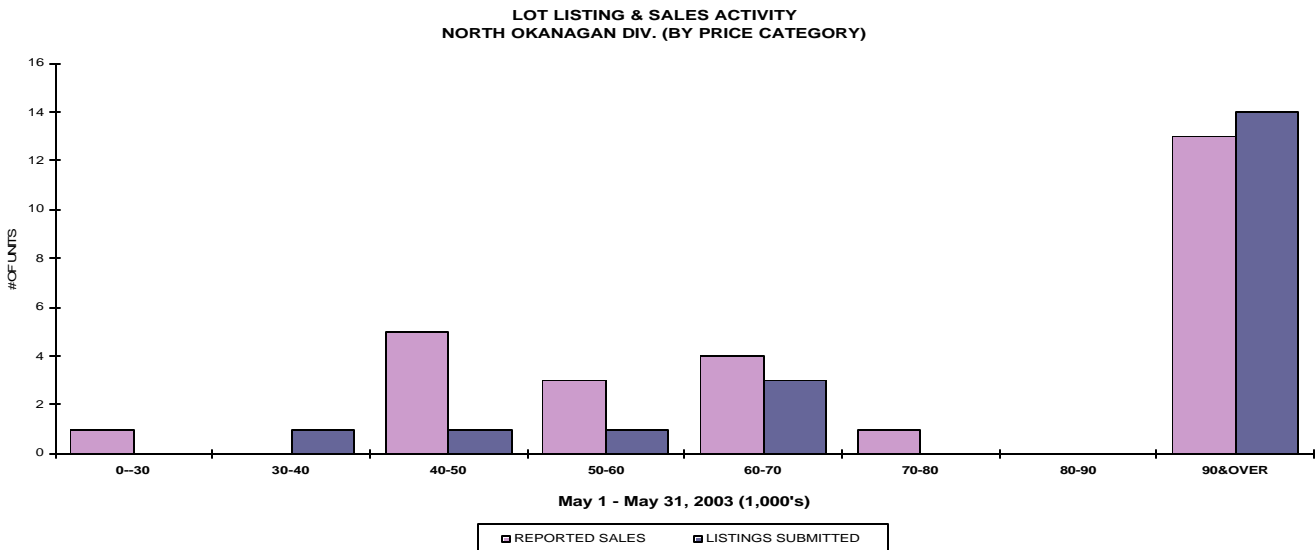
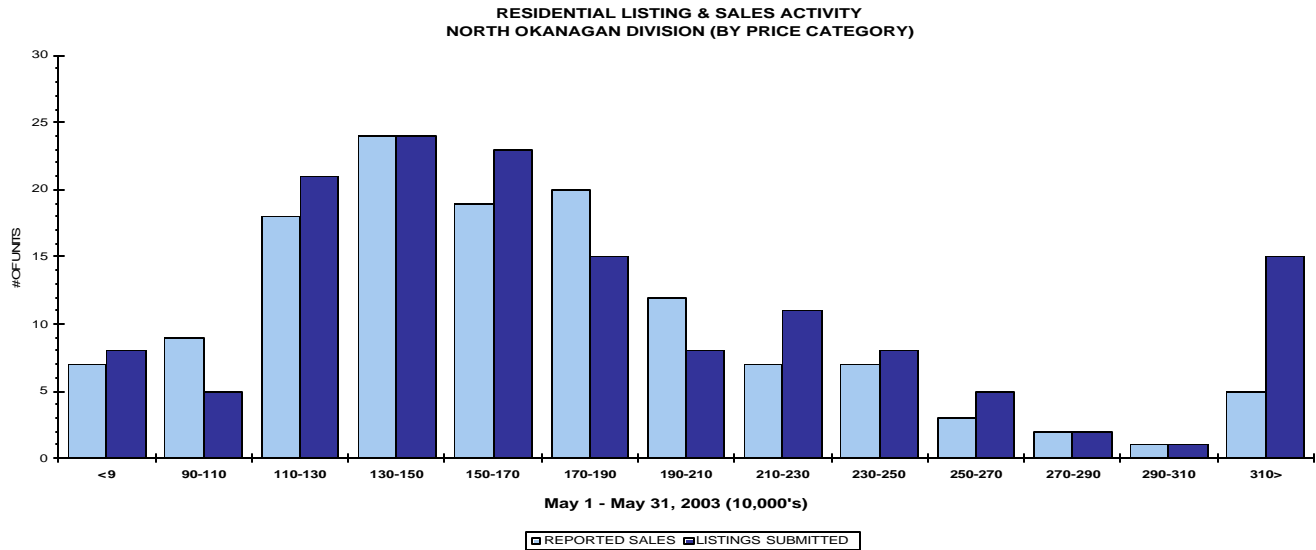
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May 2003

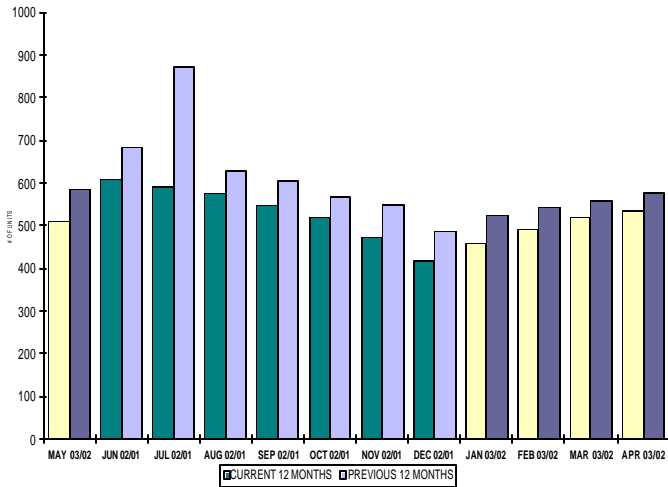
QUICK SUMMARY

	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	# of Units	\$ Value	# of Units	\$ Value	Listings Taken	Inventory
May 2003	251	\$42,333,750	137	\$23,339,850	332	1,761
April 2003	204	\$31,889,606	104	\$17,596,996	319	1,758
May 2002	198	\$32,788,251	109	\$18,120,164	366	2,018

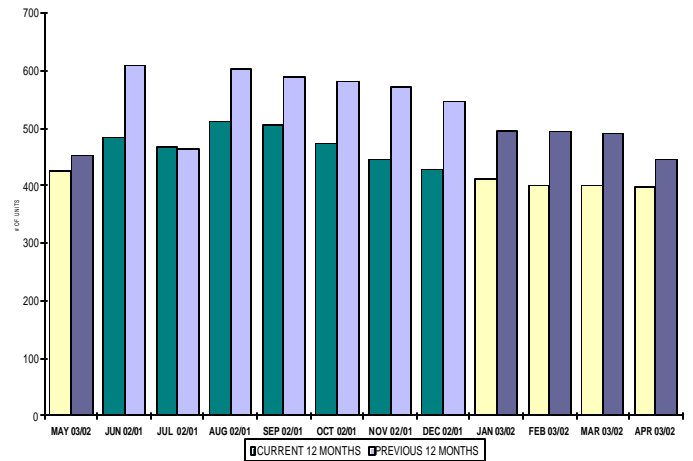
The average number of listings-per-licensee is 8.6



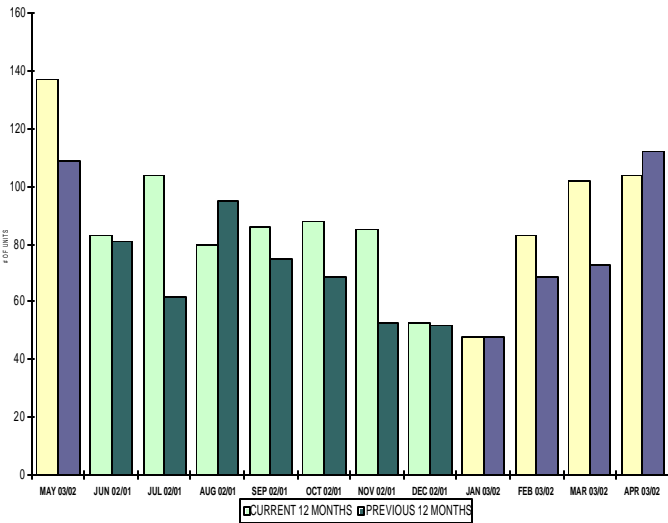
INVENTORY OF ACTIVE LISTINGS
RESIDENTIAL - NORTH OKANAGAN DIVISION



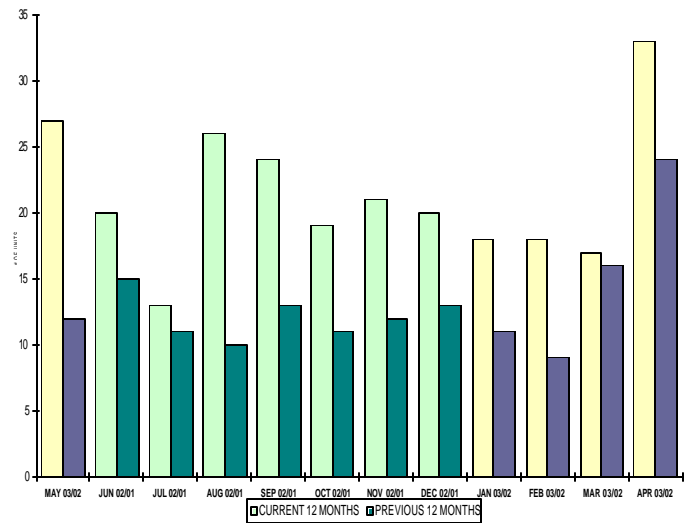
INVENTORY OF ACTIVE LISTINGS
LOTS - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD
RESIDENTIAL - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD
LOTS - NORTH OKANAGAN DIVISION



NORTH OKANAGAN DIVISION

May 2003

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	7	9	136	5.15%	206
ACREAGE/HOUSE	18	36	207	8.70%	139
CONDO/APT	15	12	67	22.39%	430
CONDO/TWNHSE	21	24	96	21.88%	76
LOTS	20	11	252	7.94%	114
RESIDENTIAL	137	151	510	26.86%	76

AVERAGE HOUSE PRICE \$170,364

MEDIAN HOUSE PRICE \$159,500

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

**COMPARATIVE ACTIVITY BY ZONE AS AT
May 31, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ZONE CO TOTALS						
Units Listed	688	905	-23.98%	3482	3700	-5.89%
Units Sold	482	543	-11.23%	2092	2258	-7.35%
Sales Dollars	\$96,101,741	\$97,895,771	-1.83%	\$438,870,422	\$400,622,569	9.55%
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	2564	2871	-10.69%			
ZONE NO TOTALS						
Units Listed	332	377	-11.94%	1653	1648	0.30%
Units Sold	251	199	26.13%	909	790	15.06%
Sales Dollars	\$42,333,750	\$32,964,651	28.42%	\$148,673,006	\$119,696,171	24.21%
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	1761	2018	-12.74%			
ZONE SH TOTALS						
Units Listed	205	257	-20.23%	894	931	-3.97%
Units Sold	115	104	10.58%	367	301	21.93%
Sales Dollars	\$16,930,992	\$13,758,409	23.06%	\$50,782,139	\$42,409,767	19.74%
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	1506	1732	-13.05%			
ZONE OB TOTALS						
Units Listed	18	31	-41.94%	75	115	-34.78%
Units Sold	5	3	0.00%	16	6	166.67%
Sales Dollars	\$3,058,400	\$997,500	206.61%	\$12,948,600	\$2,233,500	479.74%
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	138	169	-18.34%			
GRAND TOTALS						
Units Listed	1243	1570	-20.83%	6104	6394	-4.54%
Units Sold	853	849	0.47%	3384	3355	0.86%
Sales Dollars	\$158,424,883	\$145,616,331	8.80%	\$651,274,167	\$564,962,007	15.28%
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	5969	6790	-12.09%			

LICENSEES
May 31, 2003

	TOTAL NUMBER OF	TOTAL NUMBER OF	CHANGE BY	CHANGE BY
	LICENSEES	LICENSEES	NUMBER	%
	May 31/03	May 31/02		
ALL DIVISIONS	768	680	88	12.94%
CENTRAL OK DIV.	490	431	59	13.69%
NORTH OK DIV.	205	182	23	12.64%
SHUSWAP DIV.	68	67	1	1.49%
CURRENT MEMBERSHIP				
AGENT LICENSEES	72			
SALESPERSONS	625			
PROPERTY MANAGEMENT	8			
9:15 LICENCEE MEMBER	61			
EXEMPTION MEMBER	2			
TOTALS	768			

**North Division Comparative Activity By Property Type
May 31, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	9	11	-18.2%	69	65	6.2%
Units Sold	7	5	40.0%	21	22	-4.5%
Sales Dollars	\$884,400	\$708,500	24.8%	\$2,575,900	\$2,758,000	-6.6%
List/Sell Ratio	87.97%	97.46%	-9.7%	90.75%	86.80%	4.6%
Days to Sell	206	155	32.9%	220	241	-8.7%
Active Inventory	136	158	-13.9%			
Average Price	\$126,343	\$141,700	-10.8%	\$122,662	\$125,364	-2.2%
Median Price	\$128,000	\$130,000	-1.5%	\$112,500	\$105,000	7.1%
Acreage with House						
Units Listed	36	46	-21.7%	190	204	-6.9%
Units Sold	18	17	5.9%	77	69	11.6%
Sales Dollars	\$4,976,500	\$4,259,000	16.8%	\$19,407,650	\$15,498,166	25.2%
List/Sell Ratio	95.05%	89.28%	6.5%	92.95%	91.38%	1.7%
Days to Sell	139	166	-16.3%	198	173	14.5%
Active Inventory	207	268	-22.8%			
Average Price	\$276,472	\$250,529	10.4%	\$252,047	\$224,611	12.2%
Median Price	\$268,750	\$235,000	14.4%	\$229,000	\$205,516	11.4%
Acreage (Waterfront)						
Units Listed	0	0	0.0%	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	11	5	120.0%	49	42	16.7%
Units Sold	0	0	0.0%	5	6	-16.7%
Sales Dollars	\$0	\$0	0.0%	\$476,500	\$432,800	10.1%
List/Sell Ratio	0.00%	0.00%	0.0%	77.07%	82.75%	-6.9%
Days to Sell	0	0	0.0%	125	310	-59.7%
Active Inventory	87	75	16.0%			
Average Price	\$0	\$0	0.0%	\$95,300	\$72,133	32.1%
Median Price	\$0	\$0	0.0%	\$23,000	\$75,000	-69.3%
Condo (Townhouse)						
Units Listed	24	41	-41.5%	128	172	-25.6%
Units Sold	21	24	-12.5%	89	103	-13.6%
Sales Dollars	\$2,798,150	\$2,850,187	-1.8%	\$11,759,649	\$12,481,237	-5.8%
List/Sell Ratio	97.90%	94.51%	3.6%	96.30%	95.00%	1.4%
Days to Sell	76	141	-46.1%	104	123	-15.4%
Active Inventory	96	100	-4.0%			
Average Price	\$133,245	\$118,758	12.2%	\$132,131	\$121,177	9.0%
Median Price	\$128,000	\$103,450	23.7%	\$126,000	\$110,000	14.5%
Condo (Apt)						
Units Listed	12	19	-36.8%	67	71	-5.6%
Units Sold	15	14	7.1%	53	48	10.4%
Sales Dollars	\$1,395,700	\$1,209,600	15.4%	\$4,596,400	\$4,499,355	2.2%
List/Sell Ratio	95.43%	95.52%	-0.1%	93.29%	94.42%	-1.2%
Days to Sell	430	376	14.4%	365	240	52.1%
Active Inventory	67	106	-36.8%			
Average Price	\$93,047	\$86,400	7.7%	\$86,725	\$93,737	-7.5%
Median Price	\$107,900	\$88,950	21.3%	\$82,000	\$80,250	2.2%

North Division Comparative Activity By Property Type

May 31, 2003

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	8	6	33.3%	37	33	12.1%
Units Sold	4	1	300.0%	20	9	122.2%
Sales Dollars	\$472,500	\$110,000	329.5%	\$2,909,250	\$885,000	228.7%
List/Sell Ratio	93.86%	90.98%	3.2%	93.94%	89.18%	5.3%
Days to Sell	182	30	100.0%	207	184	12.5%
Active Inventory	34	40	-15.0%			
Average Price	\$118,125	\$110,000	7.4%	\$145,463	\$98,333	47.9%
Median Price	\$119,250	\$110,000	8.4%	\$140,000	\$90,000	55.6%
Farms						
Units Listed	4	5	-20.0%	14	26	-46.2%
Units Sold	0	4	-100.0%	3	7	-57.1%
Sales Dollars	\$0	\$1,877,000	-100.0%	\$1,304,000	\$2,758,000	-52.7%
List/Sell Ratio	0.00%	85.80%	-100.0%	86.10%	86.40%	-0.3%
Days to Sell	0	584	-100.0%	533	455	17.1%
Active Inventory	36	47	-23.4%			
Average Price	\$0	\$469,250	-100.0%	\$434,667	\$394,000	10.3%
Median Price	\$0	\$382,500	-100.0%	\$370,000	\$335,000	-100.0%
IC&I						
Units Listed	10	9	11.1%	53	31	71.0%
Units Sold	3	0	100.0%	10	4	150.0%
Sales Dollars	\$395,000	\$0	100.0%	\$3,299,000	\$775,000	325.7%
List/Sell Ratio	84.58%	0.00%	100.0%	89.87%	89.83%	0.0%
Days to Sell	429	0	100.0%	282	107	163.6%
Active Inventory	78	68	14.7%			
Average Price	\$131,667	\$0	100.0%	\$329,900	\$193,750	70.3%
Median Price	\$125,000	\$0	100.0%	\$193,000	\$168,750	14.4%
IC&I Land						
Units Listed	12	6	100.0%	24	26	-7.7%
Units Sold	2	0	100.0%	4	2	100.0%
Sales Dollars	\$1,375,000	\$0	100.0%	\$1,925,000	\$396,500	385.5%
List/Sell Ratio	60.46%	0.00%	100.0%	81.89%	89.87%	-8.9%
Days to Sell	682	0	100.0%	406	219	85.4%
Active Inventory	59	60	-1.7%			
Average Price	\$687,500	\$0	100.0%	\$481,250	\$198,250	142.7%
Median Price	\$687,500	\$0	100.0%	\$275,000	\$198,250	38.7%
Lots						
Units Listed	11	11	0.0%	82	56	46.4%
Units Sold	19	7	171.4%	85	44	93.2%
Sales Dollars	\$1,357,350	\$529,500	156.3%	\$5,346,603	\$3,292,500	62.4%
List/Sell Ratio	93.72%	90.17%	3.9%	94.52%	91.09%	3.8%
Days to Sell	191	471	-59.4%	370	464	-20.3%
Active Inventory	248	260	-4.6%			
Average Price	\$71,439	\$75,643	-5.6%	\$62,901	\$74,830	-15.9%
Median Price	\$67,000	\$78,500	-14.6%	\$62,000	\$76,400	-18.8%
Leases						
Units Listed	6	8	-25.0%	17	23	-26.1%
Units Sold	1	0	100.0%	3	2	50.0%
Sales Dollars	\$45,500	\$0	100.0%	\$65,060	\$109,682	-40.7%
List/Sell Ratio	0.00%	0.00%	0.0%	0.00%	0.00%	0.0%
Days to Sell	138	0	100.0%	374	188	98.9%
Active Inventory	37	44	-15.9%			
Average Price	\$45,500	\$0	100.0%	\$21,687	\$54,841	-60.5%
Median Price	\$45,500	\$0	100.0%	\$11,760	\$54,841	-78.6%

**North Division Comparative Activity By Property Type
May 31, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots (Waterfront)						
Units Listed	0	3	-100.0%	3	5	-40.0%
Units Sold	1	0	100.0%	5	1	400.0%
Sales Dollars	\$185,000	\$0	100.0%	\$1,150,750	\$270,000	326.2%
List/Sell Ratio	94.87%	0.00%	100.0%	93.25%	96.77%	-3.6%
Days to Sell	38	0	100.0%	316	260	21.5%
Active Inventory	0	18	-100.0%			
Average Price	\$185,000	\$0	100.0%	\$230,150	\$270,000	-14.8%
Median Price	\$185,000	\$0	100.0%	\$235,250	\$270,000	-12.9%
Multi-Family						
Units Listed	5	3	66.7%	23	16	43.8%
Units Sold	4	0	100.0%	9	4	125.0%
Sales Dollars	\$3,344,000	\$0	100.0%	\$4,947,000	\$761,500	549.6%
List/Sell Ratio	89.01%	0.00%	100.0%	92.62%	89.58%	
Days to Sell	260	0	100.0%	179	214	-16.4%
Active Inventory	23	33	-30.3%			
Average Price	\$836,000	\$0	100.0%	\$549,667	\$190,375	188.7%
Median Price	\$214,000	\$0	100.0%	\$203,000	\$185,750	9.3%
Mobile Homes						
Units Listed	23	17	35.3%	97	79	22.8%
Units Sold	14	12	16.7%	38	41	-7.3%
Sales Dollars	\$633,000	\$520,200	21.7%	\$1,552,000	\$1,429,300	8.6%
List/Sell Ratio	89.04%	89.69%	-0.7%	86.53%	83.51%	3.6%
Days to Sell	155	121	28.1%	149	144	3.5%
Active Inventory	103	100	3.0%			
Average Price	\$45,214	\$43,350	4.3%	\$40,842	\$34,861	17.2%
Median Price	\$44,500	\$35,000	27.1%	\$38,500	\$27,000	42.6%
Residential						
Units Listed	151	176	-14.2%	761	755	0.8%
Units Sold	137	108	26.9%	474	408	16.2%
Sales Dollars	\$23,339,850	\$17,945,164	30.1%	\$82,561,944	\$65,352,131	26.3%
List/Sell Ratio	95.57%	95.54%	0.0%	95.87%	95.67%	0.2%
Days to Sell	76	101	-24.8%	90	105	-14.3%
Active Inventory	510	584	-12.7%			
Average Price	\$170,364	\$166,159	2.5%	\$174,181	\$160,177	8.7%
Median Price	\$159,500	\$145,000	10.0%	\$157,000	\$145,000	8.3%
Residential (Waterfront)						
Units Listed	10	11	-9.1%	38	38	0.0%
Units Sold	5	7	-28.6%	11	18	-38.9%
Sales Dollars	\$1,131,800	\$2,955,500	-61.7%	\$4,638,800	\$7,665,000	-39.5%
List/Sell Ratio	98.04%	94.73%	3.5%	99.01%	92.04%	7.6%
Days to Sell	79	83	-4.8%	59	300	-80.3%
Active Inventory	36	41	-12.2%			
Average Price	\$226,360	\$422,214	-46.4%	\$421,709	\$425,833	-1.0%
Median Price	\$151,400	\$455,000	-66.7%	\$455,000	\$427,500	6.4%
NORTH OKANAGAN - TOTALS						
Units Listed	332	377	-11.9%	1653	1648	0.3%
Units Sold	251	199	26.1%	909	790	15.1%
Sales Dollars	\$42,333,750	\$32,964,651	28.4%	\$148,673,006	\$119,696,171	24.2%
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	1761	2018	-12.7%			

**North Residential Listing/Sales Analysis
May 31, 2003**

	Mthly Listings	YTD Listings		Mthly Sales	YTD Sales
Range	Total	Total		Total	Total
0 to 90000	8	35		7	30
90001 to 110000	5	34		9	30
110001 to 130000	21	94		18	74
130001 to 150000	24	133		24	80
150001 to 170000	23	97		19	71
170001 to 190000	15	76		20	48
190001 to 210000	8	60		12	34
210001 to 230000	11	53		7	30
230001 to 250000	8	48		7	24
250001 to 270000	5	23		3	11
270001 to 290000	2	20		2	12
290001 to 310000	1	12		1	7
310001 and over	15	63		5	19
Totals	146	748		134	470

North Division Lot Listing/Sales Analysis					
	Mthly Listings	YTD Listings		Mthly Sales	YTD Sales
Range	Total	Total		Total	Total
0 to 30000	0	9		1	16
30001 to 40000	1	11		0	3
40001 to 50000	1	12		5	11
50001 to 60000	1	13		3	13
60001 to 70000	3	14		4	25
70001 to 80000	0	7		1	7
80001 to 90000	0	5		0	1
90001 and over	14	84		13	37
Totals	20	155		27	113