

# NORTH DIVISION MONTHLY STATISTICS

FOR

May 1st - 31st, 2004

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

# NORTH OKANAGAN DIVISION

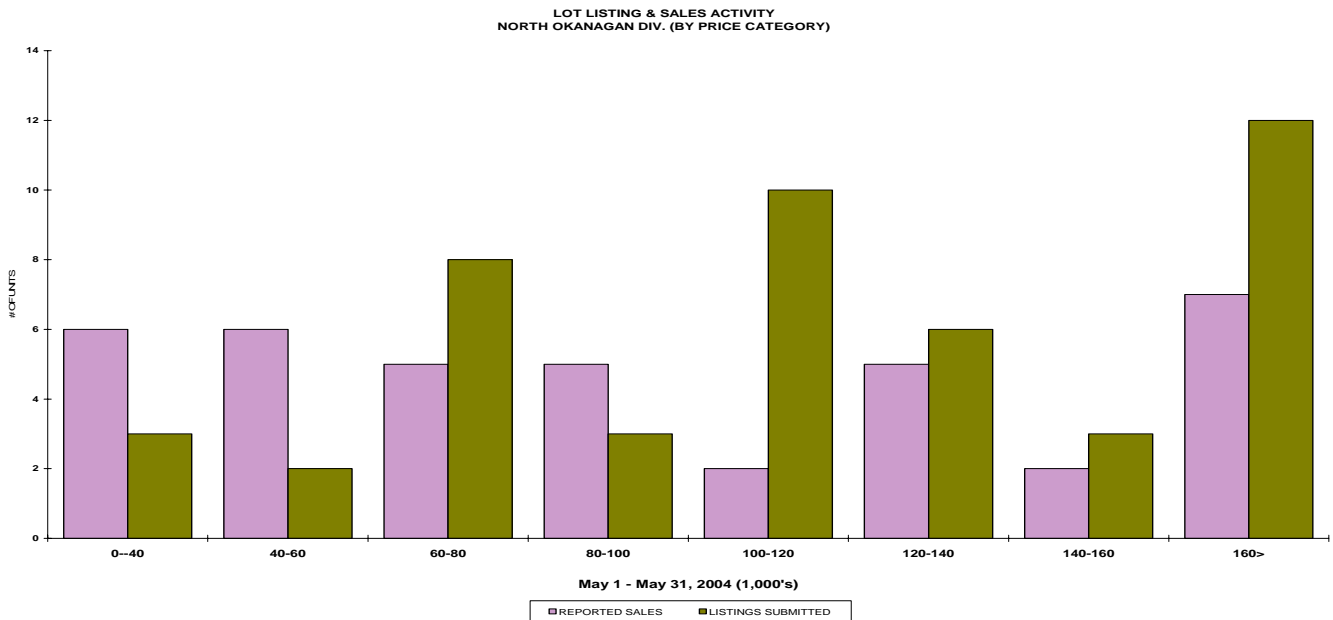
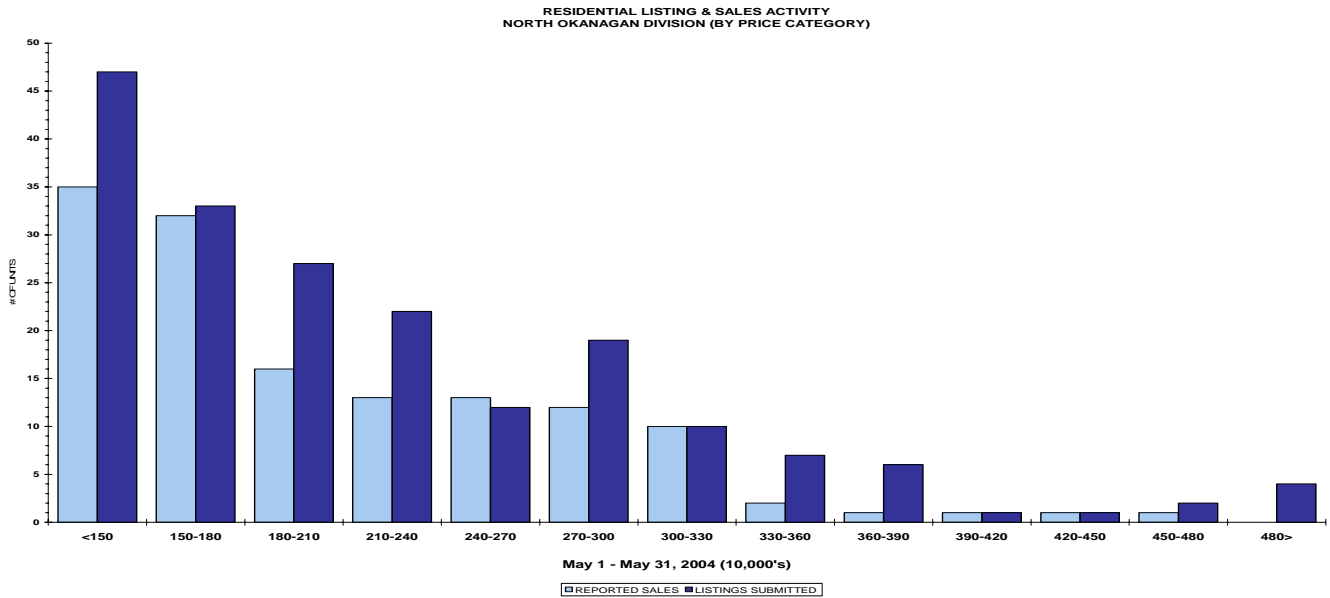
## STAT - O - GRAM

May 2004

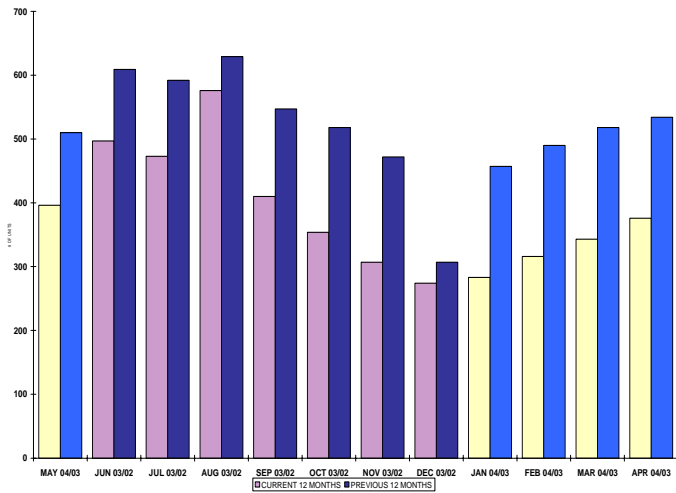
### QUICK SUMMARY

	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>
May 2004	289	\$53,072,911	137	\$28,063,945	435	1,419
April 2004	294	\$56,730,982	132	\$27,374,400	431	1,356
May 2003	251	\$42,333,750	137	\$23,339,850	332	1,761

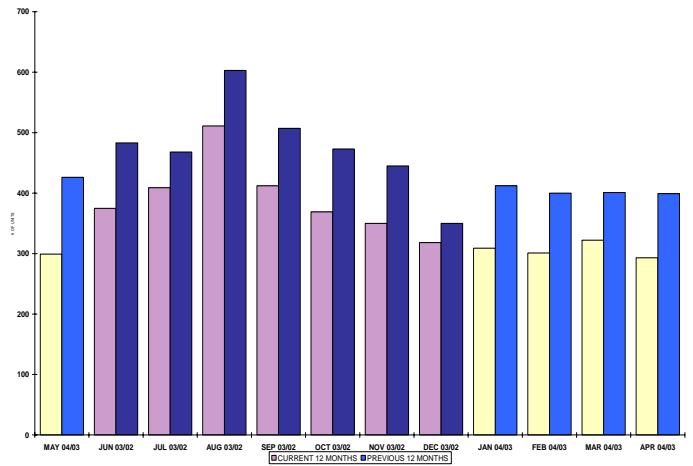
The average number of listings-per-licensee is 5.7



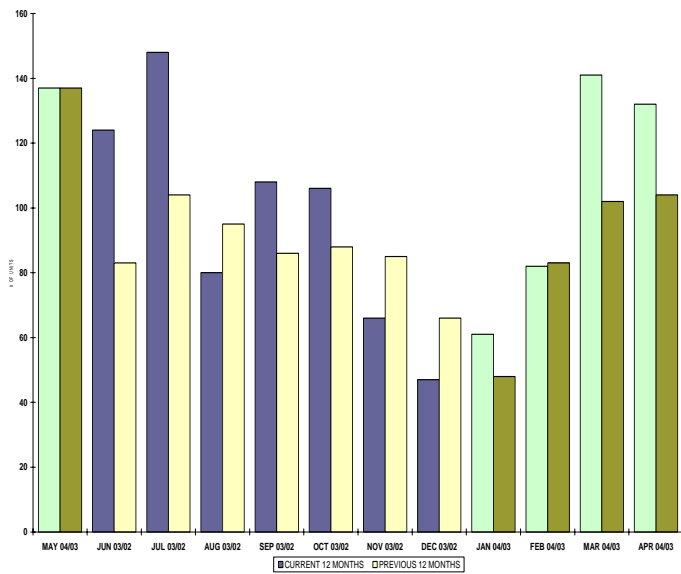
INVENTORY OF ACTIVE LISTINGS  
RESIDENTIAL - NORTH OKANAGAN DIVISION



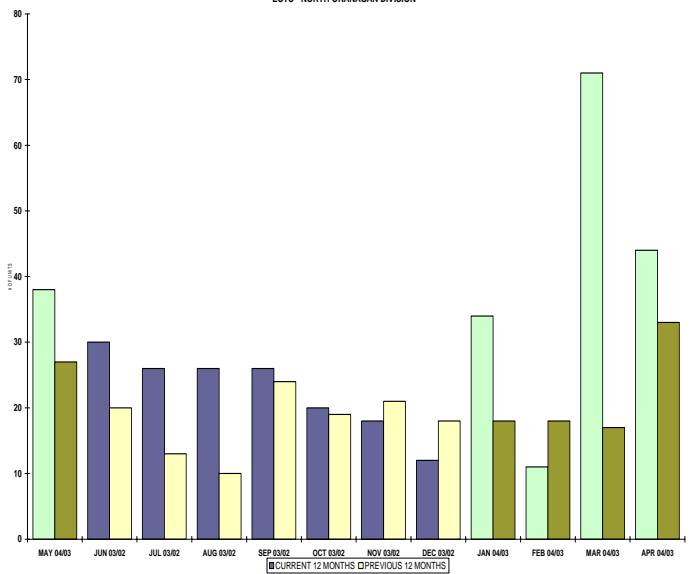
INVENTORY OF ACTIVE LISTINGS  
LOTS - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD  
RESIDENTIAL - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD  
LOTS - NORTH OKANAGAN DIVISION



**NORTH OKANAGAN DIVISION**

**May 2004**

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	9	13	95	9.47%	443
ACREAGE/HOUSE	21	52	182	11.54%	84
CONDO/APT	20	25	50	40.00%	98
CONDO/TWNHSE	37	39	84	44.05%	49
LOTS	29	34	204	17.01%	132
RESIDENTIAL	137	189	396	34.60%	57

**AVERAGE HOUSE PRICE \$204,846**

**MEDIAN HOUSE PRICE \$185,000**

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

**COMPARATIVE ACTIVITY BY ZONE AS AT  
May 31, 2004**

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

**ZONE CO  
TOTALS**

<b>Units Listed</b>	866	674	28.5%	3802	3304	15.1%
<b>Units Sold</b>	<b>500</b>	<b>455</b>	<b>9.9%</b>	<b>2307</b>	<b>2044</b>	<b>12.9%</b>
<b>Sales Dollars</b>	\$129,278,677	\$92,811,761	39.3%	\$590,609,310	\$410,329,719	43.9%
<b>List/Sell Ratio</b>	96.49%	96.14%		96.32%	96.62%	-0.3%
<b>Days to Sell</b>	65	85	-23.5%	77	82	-6.1%
<b>Active Listings</b>	2477	2564	-3.4%			

**ZONE NO  
TOTALS**

<b>Units Listed</b>	435	325	33.8%	1830	1547	18.3%
<b>Units Sold</b>	<b>289</b>	<b>239</b>	<b>20.9%</b>	<b>1202</b>	<b>897</b>	<b>34.0%</b>
<b>Sales Dollars</b>	\$53,072,911	\$38,297,400	38.6%	\$215,856,548	\$154,578,057	39.6%
<b>List/Sell Ratio</b>	97.41%	94.40%		96.51%	93.82%	2.9%
<b>Days to Sell</b>	119	159	-25.2%	116	158	-26.6%
<b>Active Listings</b>	1419	1761	-19.4%			

**ZONE SH  
TOTALS**

<b>Units Listed</b>	222	201	10.4%	944	866	9.0%
<b>Units Sold</b>	<b>117</b>	<b>108</b>	<b>8.3%</b>	<b>499</b>	<b>359</b>	<b>39.0%</b>
<b>Sales Dollars</b>	\$18,777,712	\$16,246,092	15.6%	\$79,891,869	\$49,741,789	60.6%
<b>List/Sell Ratio</b>	93.85%	92.08%		92.72%	91.45%	1.4%
<b>Days to Sell</b>	184	298	-38.3%	196	244	-19.7%
<b>Active Listings</b>	1174	1506	-22.0%			

**ZONE OB  
TOTALS**

<b>Units Listed</b>	15	19	-21.1%	64	75	-14.7%
<b>Units Sold</b>	<b>5</b>	<b>4</b>	<b>100.0%</b>	<b>18</b>	<b>12</b>	<b>50.0%</b>
<b>Sales Dollars</b>	\$3,542,000	\$2,922,500	100.0%	\$6,042,500	\$10,823,800	-44.2%
<b>List/Sell Ratio</b>	97.02%	90.91%		89.76%	85.99%	4.4%
<b>Days to Sell</b>	313	0	100.0%	286	243	17.7%
<b>Active Listings</b>	126	139	-9.4%			

**GRAND TOTALS**

<b>Units Listed</b>	1538	1219	26.2%	6640	5792	14.6%
<b>Units Sold</b>	<b>911</b>	<b>806</b>	<b>13.0%</b>	<b>4026</b>	<b>3312</b>	<b>21.6%</b>
<b>Sales Dollars</b>	\$204,671,300	\$150,277,753	36.2%	\$892,400,227	\$625,473,365	42.7%
<b>List/Sell Ratio</b>	96.15%	94.81%		96.02%	95.00%	1.1%
<b>Days to Sell</b>	89	132	-32.6%	105	126	-16.7%
<b>Active Listings</b>	5196	5970	-13.0%			

**LICENSEES**  
**May 31, 2004**

	<b>TOTAL NUMBER OF LICENSEES May 31/04</b>	<b>TOTAL NUMBER OF LICENSEES May 31/03</b>	<b>CHANGE BY NUMBER</b>	<b>CHANGE BY %</b>
ALL DIVISIONS	858	768	90	11.72%
CENTRAL OK DIV.	536	490	46	9.39%
NORTH OK DIV.	243	205	38	18.54%
SHUSWAP DIV.	79	68	11	16.18%

**CURRENT MEMBERSHIP**

AGENT LICENSEES	77
SALESPERSONS	707
PROPERTY MANAGEMENT	8
9:15 LICENCEE MEMBER	61
EXEMPTION MEMBER	5

**TOTALS** **858**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Acreage</b>						
Units Listed	13	8	62.5%	61	64	-4.7%
Units Sold	<b>9</b>	<b>6</b>	<b>50.0%</b>	<b>33</b>	<b>19</b>	<b>73.7%</b>
Sales Dollars	\$1,341,500	\$828,400	61.9%	\$5,505,000	\$2,303,900	138.9%
List/Sell Ratio	99.28%	89.28%		94.49%	90.42%	
Days to Sell	443	179	147.5%	309	221	39.8%
Active Inventory	95	136	-30.1%			
Average Price	\$149,056	\$138,067	8.0%	\$166,818	\$121,258	37.6%
Median Price	\$130,000	\$128,250	1.4%	\$129,000	\$112,500	14.7%
<b>Acreage with House</b>						
Units Listed	52	35	48.6%	196	175	12.0%
Units Sold	<b>21</b>	<b>17</b>	<b>23.5%</b>	<b>105</b>	<b>78</b>	<b>34.6%</b>
Sales Dollars	\$5,872,400	\$4,764,000	23.3%	\$29,272,025	\$20,213,150	44.8%
List/Sell Ratio	95.82%	95.91%		95.78%	93.31%	
Days to Sell	84	140	-40.0%	127	191	-33.5%
Active Inventory	182	207	-12.1%	139	270	
Average Price	\$279,638	\$280,235	-0.2%	\$278,781	\$259,143	7.6%
Median Price	\$279,000	\$275,000	1.5%	\$260,000	\$230,000	13.0%
<b>Acreage (Waterfront)</b>						
Units Listed	0	0	0.0%	1	1	0.0%
Units Sold	<b>0</b>	<b>1</b>	<b>-100.0%</b>	<b>0</b>	<b>3</b>	<b>-100.0%</b>
Sales Dollars	\$0	\$450,000	0.0%	\$0	\$607,500	-100.0%
List/Sell Ratio	0.00%	90.36%		0.00%	85.92%	
Days to Sell	0	217	0.0%	0	118	-100.0%
Active Inventory	4	4	0.0%			
Average Price	\$0	\$450,000	-100.0%	\$0	\$202,500	-100.0%
Median Price	\$0	\$450,000	-100.0%	\$0	\$78,750	-100.0%
<b>Business</b>						
Units Listed	8	11	-27.3%	48	49	-2.0%
Units Sold	<b>3</b>	<b>0</b>	<b>100.0%</b>	<b>10</b>	<b>7</b>	<b>42.9%</b>
Sales Dollars	\$715,350	\$0	100.0%	\$2,028,430	\$671,400	202.1%
List/Sell Ratio	74.44%	0.00%		84.58%	83.11%	
Days to Sell	941	0	100.0%	548	160	242.5%
Active Inventory	69	87	-20.7%			
Average Price	\$238,450	\$0	100.0%	\$202,843	\$95,914	111.5%
Median Price	\$73,850	\$0	100.0%	\$137,350	\$59,900	129.3%
<b>Condo (Townhouse)</b>						
Units Listed	39	29	34.5%	187	132	41.7%
Units Sold	<b>37</b>	<b>25</b>	<b>48.0%</b>	<b>147</b>	<b>97</b>	<b>51.5%</b>
Sales Dollars	\$6,439,466	\$3,454,550	86.4%	\$20,450,415	\$12,737,748	60.5%
List/Sell Ratio	98.14%	97.63%		97.81%	96.36%	
Days to Sell	49	89	-44.9%	67	96	-30.2%
Active Inventory	84	96	-12.5%			
Average Price	\$174,040	\$138,182	25.9%	\$139,118	\$131,317	5.9%
Median Price	\$173,000	\$128,000	35.2%	\$124,000	\$126,000	-1.6%
<b>Condo (Apt)</b>						
Units Listed	25	12	108.3%	94	65	44.6%
Units Sold	<b>20</b>	<b>18</b>	<b>11.1%</b>	<b>88</b>	<b>56</b>	<b>57.1%</b>
Sales Dollars	\$2,288,000	\$1,648,200	38.8%	\$9,412,562	\$4,962,400	89.7%
List/Sell Ratio	96.98%	94.55%		96.62%	93.43%	
Days to Sell	98	375	-73.9%	95	318	-70.1%
Active Inventory	50	67	-25.4%			
Average Price	\$114,400	\$91,567	24.9%	\$106,961	\$88,614	20.7%
Median Price	\$122,450	\$95,450	28.3%	\$98,000	\$82,750	18.4%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Duplex</b>						
Units Listed	12	7	71.4%	56	36	55.6%
Units Sold	<b>11</b>	<b>5</b>	<b>120.0%</b>	<b>40</b>	<b>21</b>	<b>90.5%</b>
Sales Dollars	\$1,860,250	\$844,000	120.4%	\$6,154,628	\$3,286,750	87.3%
List/Sell Ratio	95.87%	95.19%		96.07%	94.17%	
Days to Sell	101	199	-49.2%	106	199	-46.7%
Active Inventory	31	34	-8.8%			
Average Price	\$169,114	\$168,800	0.2%	\$153,866	\$156,512	-1.7%
Median Price	\$151,000	\$128,500	17.5%	\$131,900	\$145,000	-9.0%
<b>Farms</b>						
Units Listed	14	4	250.0%	29	14	107.1%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>5</b>	<b>2</b>	<b>150.0%</b>
Sales Dollars	\$0	\$0	0.0%	\$3,400,225	\$9,340,000	-63.6%
List/Sell Ratio	0.00%	0.00%		91.28%	79.82%	
Days to Sell	0	0	0.0%	553	469	17.9%
Active Inventory	34	36	-5.6%	26	30	
Average Price	\$0	\$0	0.0%	\$680,045	\$4,670,000	-85.4%
Median Price	\$0	\$0	0.0%	\$675,225	\$467,000	44.6%
<b>IC&amp;I</b>						
Units Listed	6	10	-40.0%	34	51	-33.3%
Units Sold	<b>2</b>	<b>5</b>	<b>-60.0%</b>	<b>13</b>	<b>11</b>	<b>18.2%</b>
Sales Dollars	\$750,000	\$647,350	15.9%	\$4,038,908	\$3,011,350	34.1%
List/Sell Ratio	89.18%	80.96%		87.67%	87.76%	
Days to Sell	301	396	-24.0%	187	293	-36.2%
Active Inventory	64	78	-17.9%			
Average Price	\$375,000	\$129,470	189.6%	\$310,685	\$273,759	13.5%
Median Price	\$375,000	\$125,000	200.0%	\$174,000	\$180,000	-3.3%
<b>IC&amp;I Land</b>						
Units Listed	7	12	-41.7%	24	24	0.0%
Units Sold	<b>2</b>	<b>1</b>	<b>100.0%</b>	<b>13</b>	<b>2</b>	<b>550.0%</b>
Sales Dollars	\$519,000	\$1,300,000	-60.1%	\$7,141,300	\$1,600,000	346.3%
List/Sell Ratio	91.07%	60.46%		93.41%	76.38%	
Days to Sell	199	364	-45.3%	193	236	-18.2%
Active Inventory	46	59	-22.0%			
Average Price	\$259,500	\$1,300,000	-80.0%	\$549,331	\$800,000	-31.3%
Median Price	\$259,500	\$1,300,000	-80.0%	\$134,000	\$800,000	-83.3%
<b>Lots</b>						
Units Listed	32	11	190.9%	147	81	81.5%
Units Sold	<b>27</b>	<b>21</b>	<b>28.6%</b>	<b>124</b>	<b>90</b>	<b>37.8%</b>
Sales Dollars	\$2,439,000	\$1,433,350	70.2%	\$9,817,000	\$5,620,103	74.7%
List/Sell Ratio	98.37%	93.12%		98.20%	94.27%	
Days to Sell	245	228	7.5%	266	369	-27.9%
Active Inventory	192	248	-22.6%			
Average Price	\$90,333	\$68,255	32.3%	\$79,169	\$62,446	26.8%
Median Price	\$70,000	\$63,500	10.2%	\$75,500	\$61,750	22.3%
<b>Leases</b>						
Units Listed	3	6	-50.0%	30	17	76.5%
Units Sold	<b>0</b>	<b>1</b>	<b>-100.0%</b>	<b>3</b>	<b>3</b>	<b>0.0%</b>
Sales Dollars	\$0	\$45,500	-100.0%	\$59,700	\$65,060	-8.2%
List/Sell Ratio	0.00%	0.00%		0.00%	0.00%	
Days to Sell	0	137	0.0%	365	358	2.0%
Active Inventory	47	37	27.0%			
Average Price	\$0	\$45,500	-100.0%	\$19,900	\$21,687	-8.2%
Median Price	\$0	\$45,500	-100.0%	\$15,300	\$11,760	30.1%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Lots (Waterfront)</b>						
Units Listed	2	0	100.0%	9	3	200.0%
Units Sold	<b>2</b>	<b>1</b>	<b>100.0%</b>	<b>2</b>	<b>5</b>	<b>-60.0%</b>
Sales Dollars	\$479,500	\$185,000	159.2%	\$479,500	\$1,150,750	-58.3%
List/Sell Ratio	93.89%	94.87%		93.89%	93.25%	
Days to Sell	19	36	-47.2%	19	308	-93.8%
Active Inventory	8	0	100.0%			
Average Price	\$239,750	\$185,000	29.6%	\$235,250	\$235,250	0.0%
Median Price	\$239,750	\$185,000	29.6%	\$239,750	\$235,250	1.9%
<b>Multi-Family</b>						
Units Listed	8	4	100.0%	17	20	-15.0%
Units Sold	<b>1</b>	<b>1</b>	<b>0.0%</b>	<b>10</b>	<b>10</b>	<b>0.0%</b>
Sales Dollars	\$247,000	\$203,900	21.1%	\$2,679,599	\$5,150,900	-48.0%
List/Sell Ratio	95.03%	91.88%		96.19%	92.53%	
Days to Sell	12	50	-76.0%	131	155	-15.5%
Active Inventory	14	23	-39.1%	10	25	
Average Price	\$247,000	\$203,900	21.1%	\$267,960	\$515,090	-48.0%
Median Price	\$247,000	\$203,900	21.1%	\$236,000	\$203,450	16.0%
<b>Mobile Homes</b>						
Units Listed	15	22	-31.8%	83	91	-8.8%
Units Sold	<b>13</b>	<b>14</b>	<b>-7.1%</b>	<b>43</b>	<b>37</b>	<b>16.2%</b>
Sales Dollars	\$851,500	\$521,500	63.3%	\$2,479,850	\$1,424,000	74.1%
List/Sell Ratio	88.98%	85.44%		90.43%	85.24%	
Days to Sell	110	172	-36.0%	134	153	-12.4%
Active Inventory	75	103	-27.2%			
Average Price	\$65,500	\$37,250	75.8%	\$57,671	\$38,486	49.8%
Median Price	\$47,000	\$34,500	36.2%	\$43,500	\$32,500	33.8%
<b>Recreational Property</b>						
Units Listed	3	4	-25.0%	9	6	50.0%
Units Sold	<b>3</b>	<b>0</b>	<b>100.0%</b>	<b>4</b>	<b>0</b>	<b>100.0%</b>
Sales Dollars	\$531,000	\$0	100.0%	\$731,000	\$0	100.0%
List/Sell Ratio	93.41%	0.00%		95.06%	0.00%	
Days to Sell	31	0	0.0%	254	0	100.0%
Active Inventory	8	0	0.0%			
Average Price	\$177,000	\$0	100.0%	\$182,750	\$0	100.0%
Median Price	\$149,000	\$0	100.0%	\$174,500	\$0	100.0%
<b>Residential</b>						
Units Listed	189	143	32.2%	785	687	14.3%
Units Sold	<b>137</b>	<b>119</b>	<b>15.1%</b>	<b>552</b>	<b>445</b>	<b>24.0%</b>
Sales Dollars	\$28,063,945	\$20,901,850	34.3%	\$106,885,406	\$77,895,246	37.2%
List/Sell Ratio	97.20%	95.72%		96.98%	95.95%	
Days to Sell	57	65	-12.3%	60	81	-25.9%
Active Inventory	396	510	-22.4%			
Average Price	\$204,846	\$175,646	16.6%	\$193,633	\$175,045	10.6%
Median Price	\$185,000	\$166,000	11.4%	\$176,000	\$157,000	12.1%
<b>Residential (Waterfront)</b>						
Units Listed	7	7	0.0%	20	31	-35.5%
Units Sold	<b>1</b>	<b>4</b>	<b>-75.0%</b>	<b>10</b>	<b>11</b>	<b>-9.1%</b>
Sales Dollars	\$675,000	\$1,069,800	-36.9%	\$5,321,000	\$4,537,800	17.3%
List/Sell Ratio	100.00%	98.66%		95.65%	99.63%	
Days to Sell	34	74	-54.1%	111	56	98.2%
Active Inventory	17	36	-52.8%			
Average Price	\$675,000	\$267,450	152.4%	\$532,100	\$412,527	29.0%
Median Price	\$675,000	\$198,150	240.7%	\$524,500	\$429,500	22.1%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Timeshares</b>						
Units Listed	0	0	0.0%	0	0	0.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>
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	3	0	0.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
<b>NORTH OKANAGAN - TOTALS</b>						
Units Listed	<b>435</b>	325	33.8%	1830	1547	18.3%
Units Sold	<b>289</b>	<b>239</b>	<b>20.9%</b>	<b>1202</b>	<b>897</b>	<b>34.0%</b>
Sales Dollars	\$53,072,911	\$38,297,400	38.6%	\$215,856,548	\$154,578,057	39.6%
List/Sell Ratio	97.41%	94.40%		96.51%	93.82%	
Days to Sell	119	159	-25.2%	116	158	-26.6%
Active Inventory	1419	1761	-19.4%			

**North Residential Listing/Sales Analysis  
May 31, 2004**

<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 150000	47	192	36	172
150001 to 180000	33	165	31	123
180001 to 210000	27	106	16	81
210001 to 240000	22	79	13	58
240001 to 270000	12	62	13	44
270001 to 300000	19	63	12	28
300001 to 330000	10	28	10	16
330001 to 360000	7	26	2	8
360001 to 390000	6	19	1	6
390001 to 420000	1	6	1	5
420001 to 450000	1	16	1	7
450001 to 480000	2	8	1	1
480001 and over	4	16	0	4
<b>Totals</b>	<b>191</b>	<b>786</b>	<b>137</b>	<b>553</b>

**North Division Lot Listing/Sales Analysis**

<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 40000	3	20	6	20
40001 to 60000	2	26	6	19
60001 to 80000	8	40	5	36
80001 to 100000	3	30	5	39
100001 to 120000	10	25	2	13
120001 to 140000	6	12	5	10
140001 to 160000	3	12	2	7
160001 and over	12	53	7	15
<b>Totals</b>	<b>47</b>	<b>218</b>	<b>38</b>	<b>159</b>