

**NORTH DIVISION  
MONTHLY STATISTICS**

**FOR**

**June 1 - 30th, 2003**

# NORTH OKANAGAN DIVISION

## STAT - O - GRAM

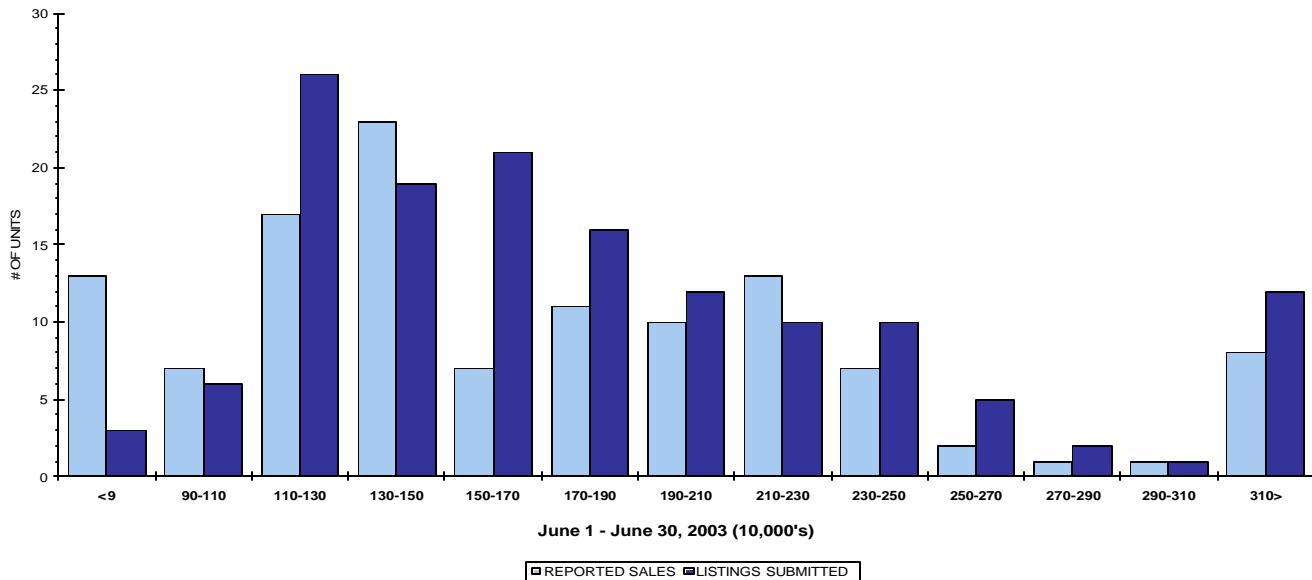
June 2003

### QUICK SUMMARY

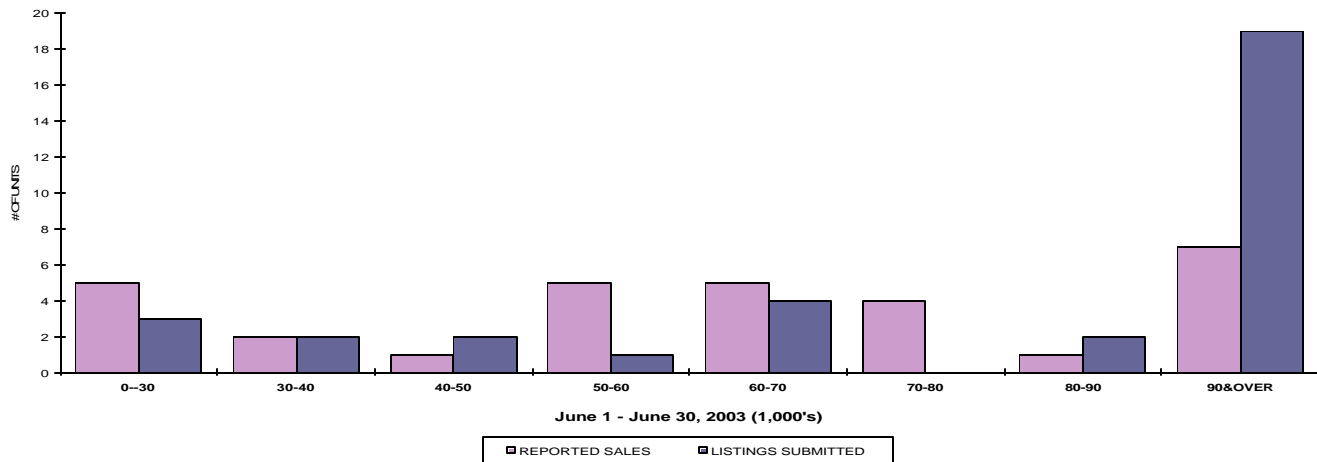
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	<u># of Units</u>	<u>\$ Value</u>	<u># of Units</u>	<u>\$ Value</u>	<u>Listings Taken</u>	<u>Inventory</u>
June 2003	240	\$42,281,150	124	\$22,168,900	298	1,713
May 2003	251	\$42,333,750	137	\$23,339,850	332	1,761
June 2002	185	\$29,428,407	83	\$13,147,301	398	2,108

The average number of listings-per-licensee is 8.1

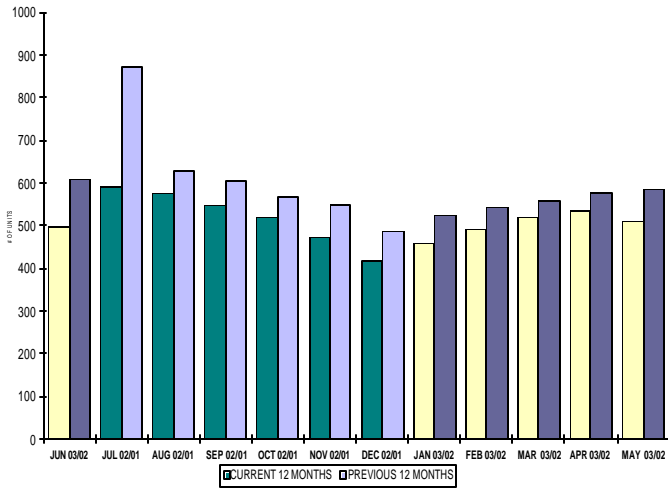
RESIDENTIAL LISTING & SALES ACTIVITY  
NORTH OKANAGAN DIVISION (BY PRICE CATEGORY)



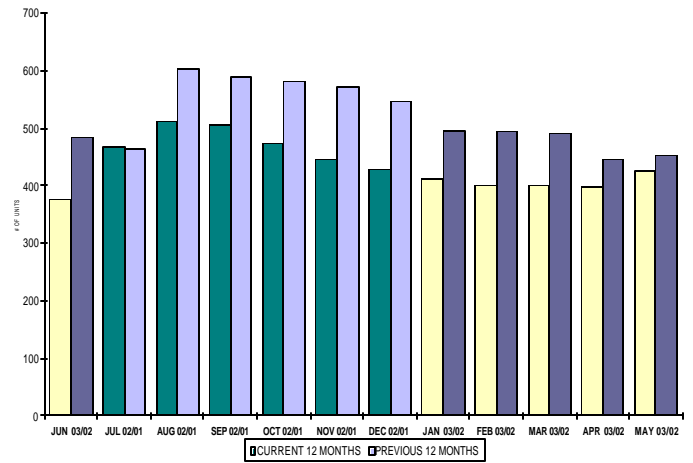
LOT LISTING & SALES ACTIVITY  
NORTH OKANAGAN DIV. (BY PRICE CATEGORY)



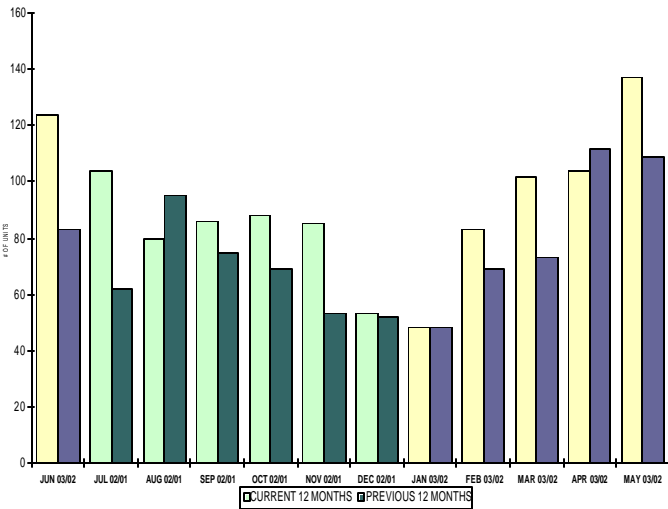
INVENTORY OF ACTIVE LISTINGS  
RESIDENTIAL - NORTH OKANAGAN DIVISION



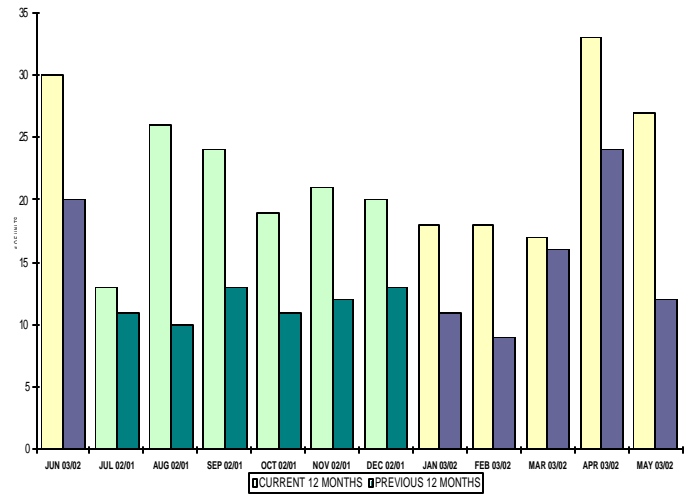
INVENTORY OF ACTIVE LISTINGS  
LOTS - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD  
RESIDENTIAL - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD  
LOTS - NORTH OKANAGAN DIVISION



**NORTH OKANAGAN DIVISION**

**June 2003**

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	8	11	133	6.02%	409
ACREAGE/HOUSE	26	36	205	12.68%	154
CONDO/APT	10	12	63	15.87%	150
CONDO/TWNHSE	24	16	85	28.24%	159
LOTS	22	22	242	9.09%	359
RESIDENTIAL	124	148	497	24.95%	90

**AVERAGE HOUSE PRICE \$178,781**

**MEDIAN HOUSE PRICE \$151,000**

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

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

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>ZONE CO TOTALS</b>						
Units Listed	658	712	-7.58%	4133	4412	-6.32%
Units Sold	491	441	11.34%	2580	2699	-4.41%
Sales Dollars	\$106,631,612	\$83,572,369	27.59%	\$544,802,033	\$484,194,936	12.52%
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	2506	2890	-13.29%			
<b>ZONE NO TOTALS</b>						
Units Listed	298	409	-27.14%	1956	2057	-4.91%
Units Sold	240	190	26.32%	1148	980	17.14%
Sales Dollars	\$42,281,150	\$30,122,607	40.36%	\$190,594,156	\$149,818,778	27.22%
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	1713	2108	-18.74%			
<b>ZONE SH TOTALS</b>						
Units Listed	186	222	-16.22%	1081	1153	-6.24%
Units Sold	118	99	19.19%	485	400	21.25%
Sales Dollars	\$19,197,789	\$13,074,550	46.83%	\$69,979,928	\$55,487,526	26.12%
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	1504	1769	-14.98%			
<b>ZONE OB TOTALS</b>						
Units Listed	29	12	141.67%	104	127	-18.11%
Units Sold	1	7	0.00%	17	12	41.67%
Sales Dollars	\$2,000	\$1,000,201	-99.80%	\$12,950,600	\$3,233,701	300.49%
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	159	147	8.16%			
<b>GRAND TOTALS</b>						
Units Listed	1171	1355	-13.58%	7274	7749	-6.13%
Units Sold	850	737	15.33%	4230	4091	3.40%
Sales Dollars	\$168,112,551	\$127,769,727	31.57%	\$818,326,717	\$692,734,941	18.13%
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	5882	6914	-14.93%			

**LICENSEES**  
**June 30, 2003**

	TOTAL NUMBER OF	TOTAL NUMBER OF	CHANGE BY	CHANGE BY
	LICENSEES	LICENSEES	NUMBER	%
	June 30/03	June 30/02		
ALL DIVISIONS	776	686	90	13.12%
CENTRAL OK DIV.	500	434	66	15.21%
NORTH OK DIV.	209	184	25	13.59%
SHUSWAP DIV.	67	68	-1	-1.47%
<b>CURRENT MEMBERSHIP</b>				
AGENT LICENSEES	71			
SALESPERSONS	634			
PROPERTY MANAGEMENT	9			
9:15 LICENCEE MEMBER	60			
EXEMPTION MEMBER	2			
<b>TOTALS</b>	<b>776</b>			

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

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Acreage</b>						
Units Listed	11	13	-15.4%	80	78	2.6%
Units Sold	<b>8</b>	<b>9</b>	<b>-11.1%</b>	<b>29</b>	<b>31</b>	<b>-6.5%</b>
Sales Dollars	\$969,900	\$811,165	19.6%	\$3,545,800	\$3,569,165	-0.7%
List/Sell Ratio	91.27%	92.62%	-1.5%	90.90%	88.67%	2.5%
Days to Sell	409	276	48.2%	273	251	8.8%
Active Inventory	133	164	-18.9%			
Average Price	\$121,238	\$90,129	34.5%	\$122,269	\$115,134	6.2%
Median Price	\$91,000	\$89,000	2.2%	\$112,500	\$95,000	18.4%
<b>Acreage with House</b>						
Units Listed	36	49	-26.5%	225	253	-11.1%
Units Sold	<b>26</b>	<b>30</b>	<b>-13.3%</b>	<b>102</b>	<b>99</b>	<b>3.0%</b>
Sales Dollars	\$7,647,900	\$5,889,150	29.9%	\$26,695,550	\$21,387,316	24.8%
List/Sell Ratio	93.86%	92.62%	1.3%	93.19%	91.74%	1.6%
Days to Sell	154	151	2.0%	187	166	12.7%
Active Inventory	205	274	-25.2%			
Average Price	\$294,150	\$196,305	49.8%	\$261,721	\$216,033	21.1%
Median Price	\$276,250	\$178,000	55.2%	\$236,000	\$195,000	21.0%
<b>Acreage (Waterfront)</b>						
Units Listed	2	0	100.0%	3	6	-50.0%
Units Sold	<b>3</b>	<b>0</b>	<b>100.0%</b>	<b>5</b>	<b>2</b>	<b>150.0%</b>
Sales Dollars	\$746,000	\$0	100.0%	\$903,500	\$332,000	172.1%
List/Sell Ratio	91.98%	0.00%	100.0%	88.67%	92.50%	-4.1%
Days to Sell	299	0	100.0%	219	219	0.0%
Active Inventory	3	15	-80.0%			
Average Price	\$248,667	\$0	100.0%	\$180,700	\$166,000	8.9%
Median Price	\$255,000	\$0	100.0%	\$78,750	\$166,000	-52.6%
<b>Business</b>						
Units Listed	6	8	-25.0%	55	50	10.0%
Units Sold	<b>3</b>	<b>4</b>	<b>-25.0%</b>	<b>8</b>	<b>10</b>	<b>-20.0%</b>
Sales Dollars	\$1,320,000	\$1,345,000	-1.9%	\$1,796,500	\$1,777,800	1.1%
List/Sell Ratio	83.19%	74.24%	12.1%	79.36%	79.91%	-0.7%
Days to Sell	409	167	144.9%	231	253	-8.7%
Active Inventory	81	67	20.9%			
Average Price	\$440,000	\$336,250	30.9%	\$224,563	\$177,780	26.3%
Median Price	\$65,000	\$310,000	-79.0%	\$55,000	\$107,000	-48.6%
<b>Condo (Townhouse)</b>						
Units Listed	16	37	-56.8%	144	209	-31.1%
Units Sold	<b>24</b>	<b>25</b>	<b>-4.0%</b>	<b>113</b>	<b>128</b>	<b>-11.7%</b>
Sales Dollars	\$2,874,700	\$2,985,250	-3.7%	\$14,634,349	\$15,466,487	-5.4%
List/Sell Ratio	96.53%	94.37%	2.3%	96.35%	94.87%	1.6%
Days to Sell	159	88	80.7%	116	116	0.0%
Active Inventory	85	98	-13.3%			
Average Price	\$119,779	\$119,410	0.3%	\$129,508	\$120,832	7.2%
Median Price	\$111,500	\$118,500	-5.9%	\$126,000	\$112,000	12.5%
<b>Condo (Apt)</b>						
Units Listed	12	21	-42.9%	79	92	-14.1%
Units Sold	<b>10</b>	<b>5</b>	<b>100.0%</b>	<b>63</b>	<b>53</b>	<b>18.9%</b>
Sales Dollars	\$899,900	\$437,000	105.9%	\$5,496,300	\$4,936,355	11.3%
List/Sell Ratio	94.95%	96.57%	-1.7%	93.57%	94.63%	-1.1%
Days to Sell	150	58	158.6%	331	223	48.4%
Active Inventory	63	114	-44.7%			
Average Price	\$89,990	\$87,400	3.0%	\$87,243	\$93,139	-6.3%
Median Price	\$97,250	\$79,000	23.1%	\$82,500	\$79,000	4.4%

North Division Comparative Activity By Property Type

June 30, 2003

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Duplex</b>						
Units Listed	8	9	-11.1%	44	42	4.8%
Units Sold	<b>3</b>	<b>4</b>	<b>-25.0%</b>	<b>23</b>	<b>13</b>	<b>76.9%</b>
Sales Dollars	\$643,500	\$431,900	49.0%	\$3,552,750	\$1,316,900	169.8%
List/Sell Ratio	94.34%	92.44%	2.1%	94.00%	90.18%	4.2%
Days to Sell	194	140	100.0%	206	169	21.9%
Active Inventory	36	43	-16.3%			
Average Price	\$214,500	\$107,975	98.7%	\$154,467	\$101,300	52.5%
Median Price	\$162,000	\$85,950	88.5%	\$145,000	\$90,000	61.1%
<b>Farms</b>						
Units Listed	3	5	-40.0%	17	31	-45.2%
Units Sold	<b>1</b>	<b>3</b>	<b>-66.7%</b>	<b>4</b>	<b>10</b>	<b>-60.0%</b>
Sales Dollars	\$587,500	\$1,470,000	-60.0%	\$1,891,500	\$4,228,000	-55.3%
List/Sell Ratio	93.25%	92.55%	0.8%	87.89%	88.45%	-0.6%
Days to Sell	49	226	-78.3%	412	386	6.7%
Active Inventory	36	49	-26.5%			
Average Price	\$587,500	\$490,000	19.9%	\$472,875	\$422,800	11.8%
Median Price	\$587,500	\$390,000	50.6%	\$478,750	\$350,000	36.8%
<b>IC&amp;I</b>						
Units Listed	6	7	-14.3%	59	38	55.3%
Units Sold	<b>6</b>	<b>2</b>	<b>200.0%</b>	<b>16</b>	<b>6</b>	<b>166.7%</b>
Sales Dollars	\$1,095,350	\$462,500	136.8%	\$4,394,350	\$1,237,500	255.1%
List/Sell Ratio	74.81%	90.91%	-17.7%	84.22%	90.19%	-6.6%
Days to Sell	414	507	-18.3%	331	240	37.9%
Active Inventory	77	74	4.1%			
Average Price	\$182,558	\$231,250	-21.1%	\$274,647	\$206,250	33.2%
Median Price	\$178,500	\$231,250	-22.8%	\$193,000	\$178,250	8.3%
<b>IC&amp;I Land</b>						
Units Listed	2	6	-66.7%	26	32	-18.8%
Units Sold	<b>0</b>	<b>1</b>	<b>-100.0%</b>	<b>4</b>	<b>3</b>	<b>33.3%</b>
Sales Dollars	\$0	\$1,025,000	-100.0%	\$1,925,000	\$1,421,500	35.4%
List/Sell Ratio	0.00%	89.13%	-100.0%	81.89%	89.62%	-8.6%
Days to Sell	0	154	-100.0%	406	197	106.1%
Active Inventory	58	59	-1.7%			
Average Price	\$0	\$1,025,000	-100.0%	\$481,250	\$473,833	1.6%
Median Price	\$0	\$1,025,000	-100.0%	\$275,000	\$325,000	-15.4%
<b>Lots</b>						
Units Listed	17	40	-57.5%	99	96	3.1%
Units Sold	<b>19</b>	<b>10</b>	<b>90.0%</b>	<b>104</b>	<b>54</b>	<b>92.6%</b>
Sales Dollars	\$1,046,300	\$886,500	18.0%	\$6,392,903	\$4,179,000	53.0%
List/Sell Ratio	89.94%	92.03%	-2.3%	93.65%	91.26%	2.6%
Days to Sell	418	410	2.0%	379	454	-16.5%
Active Inventory	236	285	-17.2%			
Average Price	\$55,068	\$88,650	-37.9%	\$61,470	\$77,389	-20.6%
Median Price	\$55,000	\$59,750	-7.9%	\$61,400	\$73,500	-16.5%
<b>Leases</b>						
Units Listed	6	11	-45.5%	23	34	-32.4%
Units Sold	<b>0</b>	<b>2</b>	<b>-100.0%</b>	<b>3</b>	<b>4</b>	<b>-25.0%</b>
Sales Dollars	\$0	\$83,041	-100.0%	\$65,060	\$192,723	-66.2%
List/Sell Ratio	0.00%	0.00%	0.0%	0.00%	0.00%	0.0%
Days to Sell	0	219	-100.0%	374	203	84.2%
Active Inventory	41	51	-19.6%			
Average Price	\$0	\$41,521	-100.0%	\$21,687	\$48,181	-55.0%
Median Price	\$0	\$41,521	-100.0%	\$11,760	\$46,621	-74.8%

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

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Lots (Waterfront)</b>						
Units Listed	3	2	50.0%	6	7	-14.3%
Units Sold	0	1	-100.0%	5	2	150.0%
Sales Dollars	\$0	\$195,000	-100.0%	\$1,150,750	\$465,000	147.5%
List/Sell Ratio	0.00%	97.74%	-100.0%	93.25%	97.25%	-4.1%
Days to Sell	0	34	-100.0%	316	147	115.0%
Active Inventory	3	19	-84.2%			
Average Price	\$0	\$195,000	-100.0%	\$230,150	\$232,500	-1.0%
Median Price	\$0	\$195,000	-100.0%	\$235,250	\$232,500	1.2%
<b>Multi-Family</b>						
Units Listed	6	4	50.0%	28	20	40.0%
Units Sold	2	0	100.0%	11	4	175.0%
Sales Dollars	\$472,900	\$0	100.0%	\$5,419,900	\$761,500	611.7%
List/Sell Ratio	91.54%	0.00%	100.0%	92.40%	89.58%	
Days to Sell	81	0	100.0%	161	214	-24.8%
Active Inventory	25	36	-30.6%			
Average Price	\$236,450	\$0	100.0%	\$492,718	\$190,375	158.8%
Median Price	\$236,450	\$0	100.0%	\$203,000	\$185,750	9.3%
<b>Mobile Homes</b>						
Units Listed	15	26	-42.3%	112	105	6.7%
Units Sold	8	7	14.3%	46	48	-4.2%
Sales Dollars	\$222,300	\$254,300	-12.6%	\$1,774,300	\$1,683,600	5.4%
List/Sell Ratio	83.31%	85.11%	-2.1%	86.03%	83.70%	2.8%
Days to Sell	119	167	-28.7%	144	147	-2.0%
Active Inventory	98	107	-8.4%			
Average Price	\$27,788	\$36,329	-23.5%	\$38,572	\$35,075	10.0%
Median Price	\$25,750	\$23,000	12.0%	\$31,000	\$26,450	17.2%
<b>Residential</b>						
Units Listed	148	158	-6.3%	914	913	0.1%
Units Sold	124	81	53.1%	598	489	22.3%
Sales Dollars	\$22,168,900	\$12,825,801	72.8%	\$104,730,844	\$78,177,932	34.0%
List/Sell Ratio	95.83%	96.04%	-0.2%	95.86%	95.73%	0.1%
Days to Sell	90	88	2.3%	90	102	-11.8%
Active Inventory	497	609	-18.4%			
Average Price	\$178,781	\$158,343	12.9%	\$175,135	\$159,873	9.5%
Median Price	\$151,000	\$145,000	4.1%	\$156,375	\$145,000	7.8%
<b>Residential (Waterfront)</b>						
Units Listed	1	13	-92.3%	42	51	-17.6%
Units Sold	3	6	-50.0%	14	24	-41.7%
Sales Dollars	\$1,586,000	\$1,021,000	55.3%	\$6,224,800	\$8,686,000	-28.3%
List/Sell Ratio	96.68%	88.36%	9.4%	98.47%	91.12%	8.1%
Days to Sell	102	60	70.0%	68	240	-71.7%
Active Inventory	36	44	-18.2%			
Average Price	\$528,667	\$170,167	210.7%	\$444,629	\$361,917	22.9%
Median Price	\$501,000	\$106,500	370.4%	\$482,500	\$393,250	22.7%
<b>NORTH OKANAGAN - TOTALS</b>						
Units Listed	298	409	-27.1%	1956	2057	-4.9%
Units Sold	240	190	26.3%	1148	980	17.1%
Sales Dollars	\$42,281,150	\$30,122,607	40.4%	\$190,594,156	\$149,818,778	27.2%
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	1713	2108	-18.7%			

North Residential Listing/Sales Analysis  
June 30, 2003

	Mthly Listings	YTD Listings		Mthly Sales	YTD Sales
Range	Total	Total		Total	Total
0 to 90000	3	39		13	43
90001 to 110000	6	40		7	37
110001 to 130000	26	119		17	91
130001 to 150000	19	153		23	103
150001 to 170000	21	119		7	78
170001 to 190000	16	91		11	59
190001 to 210000	12	77		10	44
210001 to 230000	10	61		13	43
230001 to 250000	10	57		7	31
250001 to 270000	5	30		2	13
270001 to 290000	2	21		1	13
290001 to 310000	1	12		1	8
310001 and over	12	77		8	27
<b>Totals</b>	<b>143</b>	<b>896</b>		<b>120</b>	<b>590</b>

North Division Lot Listing/Sales Analysis					
	Mthly Listings	YTD Listings		Mthly Sales	YTD Sales
Range	Total	Total		Total	Total
0 to 30000	3	12		5	21
30001 to 40000	2	13		2	5
40001 to 50000	2	15		1	12
50001 to 60000	1	13		5	18
60001 to 70000	4	18		5	30
70001 to 80000	0	7		4	11
80001 to 90000	2	7		1	2
90001 and over	19	103		7	44
<b>Totals</b>	<b>33</b>	<b>188</b>		<b>30</b>	<b>143</b>