

NORTH OKANAGAN DIVISION

MONTHLY STATISTICS

FOR

June 1 - 30, 2002

NORTH OKANAGAN DIVISION

STAT - O - GRAM

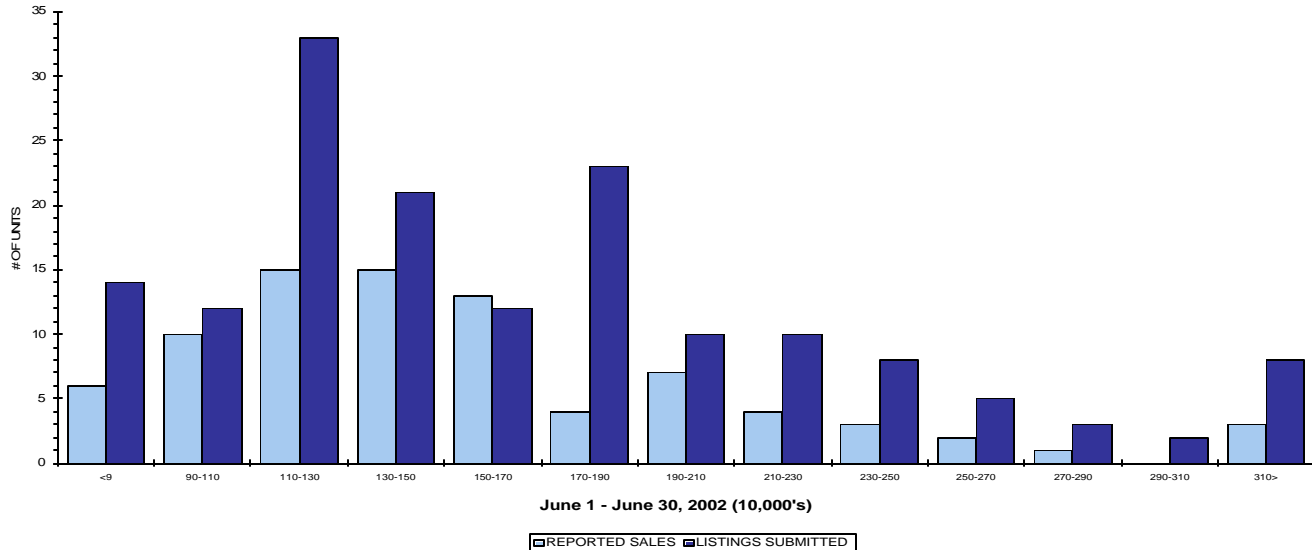
June 2002

QUICK SUMMARY

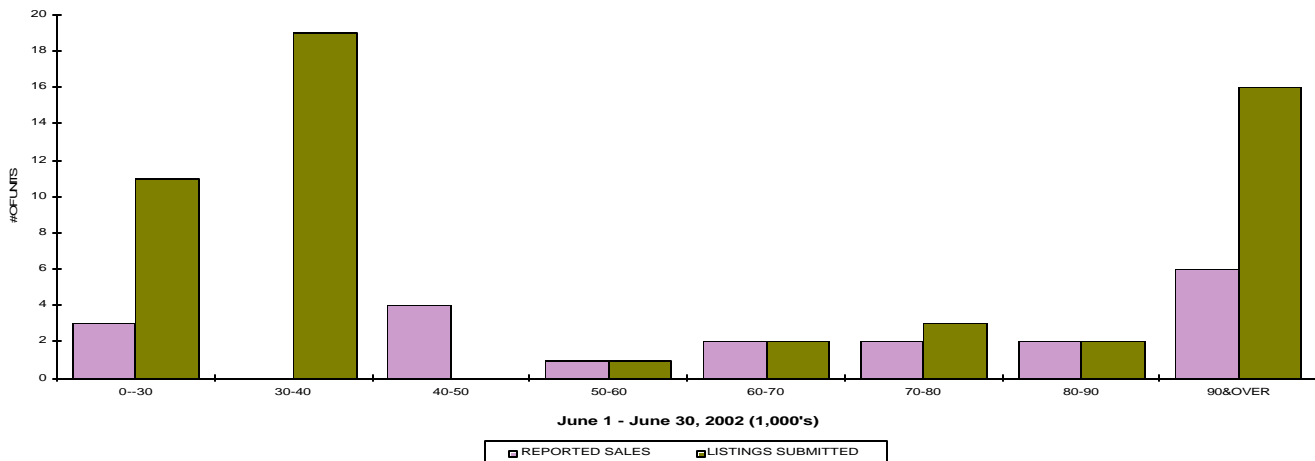
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	# of Units	\$ Value	# of Units	\$ Value	Listings Taken	Inventory
June 2002	185	\$29,428,407	83	\$13,147,301	398	2,108
May 2002	198	\$32,788,251	109	\$18,120,164	366	2,018
June 2001	165	\$27,781,974	82	\$12,163,839	361	2,383

The average number of listings-per-licensee is 11.4

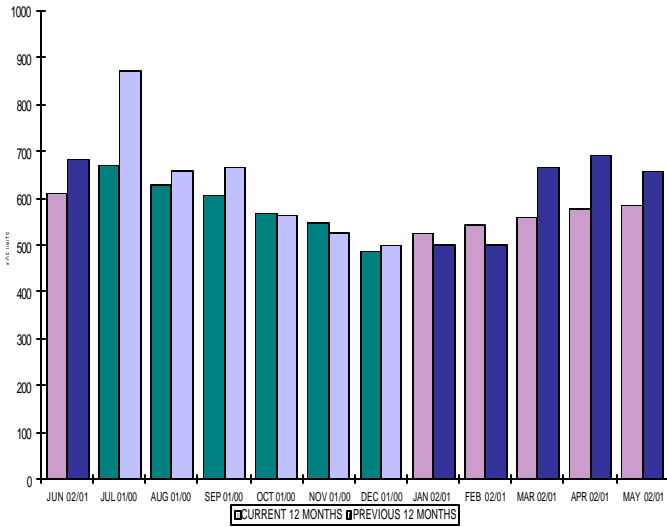
RESIDENTIAL LISTING & SALES ACTIVITY
NORTH OKANAGAN DIVISION (BY PRICE CATEGORY)



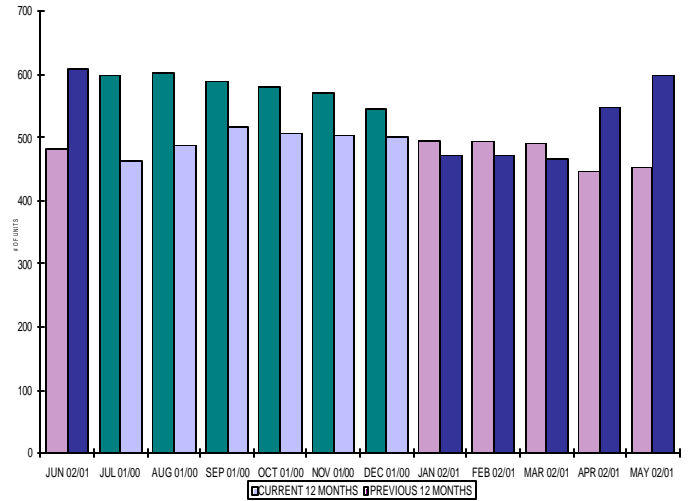
LOT LISTING & SALES ACTIVITY
NORTH OKANAGAN DIV. (BY PRICE CATEGORY)



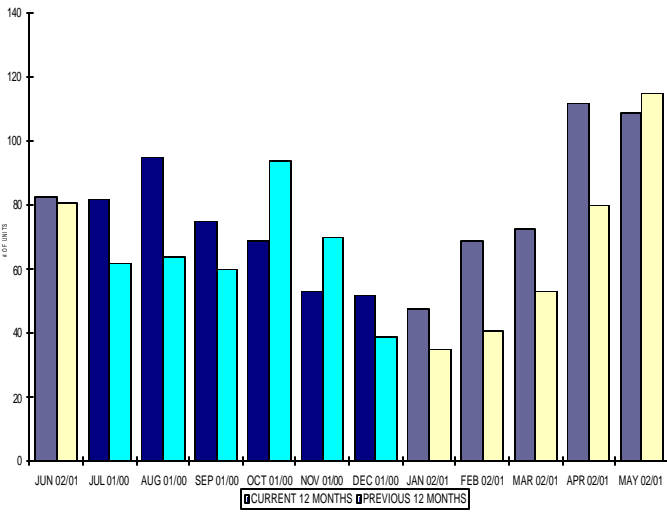
INVENTORY OF ACTIVE LISTINGS
RESIDENTIAL - NORTH OKANAGAN DIVISION



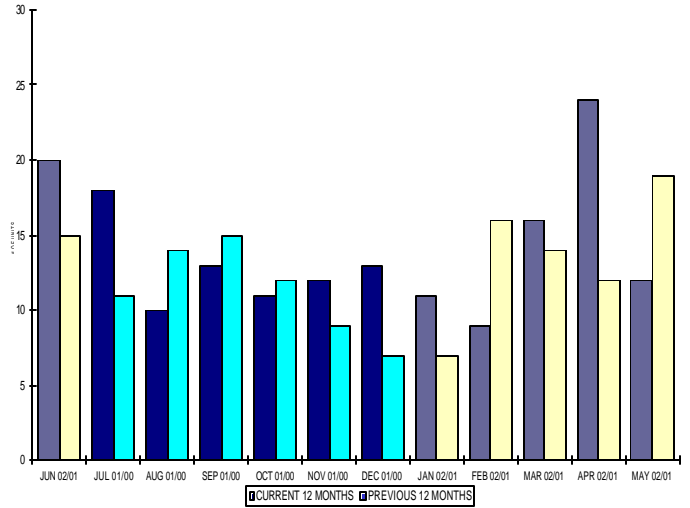
INVENTORY OF ACTIVE LISTINGS
LOTS - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD
RESIDENTIAL - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD
LOTS - NORTH OKANAGAN DIVISION



NORTH OKANAGAN DIVISION

June 2002

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	9	13	164	5.49%	276
ACREAGE/HOUSE	29	47	274	10.58%	130
CONDO/APT	5	21	114	4.39%	58
CONDO/TWNHSE	19	27	98	19.39%	94
LOTS	11	41	319	3.45%	222
RESIDENTIAL	83	161	609	13.63%	100

AVERAGE HOUSE PRICE \$158,401

MEDIAN HOUSE PRICE \$145,500

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

**COMPARATIVE ACTIVITY BY ZONE AS AT
June 30, 2002**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ZONE CO TOTALS						
Units Listed	702	730	-3.8%	4350	4201	3.5%
Units Sold	432	385	12.2%	2644	1766	49.7%
Sales Dollars	\$81,439,619	\$71,591,977	13.8%	\$472,453,786	\$294,613,359	60.4%
List/Sell Ratio	95.69	94.09		95.13	93.60	
Days to Sell	82	106	-22.6%	98	113	-13.3%
Active Listings	2890					
ZONE NO TOTALS						
Units Listed	398	358	11.2%	1995	2028	-1.6%
Units Sold	185	164	12.8%	951	770	23.5%
Sales Dollars	\$29,428,407	\$27,567,174	6.8%	\$145,544,878	\$112,105,479	29.8%
List/Sell Ratio	93.61	91.14		92.64	90.56	
Days to Sell	154	168	-8.3%	160	164	-2.4%
Active Listings	2108					
ZONE SH TOTALS						
Units Listed	219	238	-8.0%	1151	1269	-9.3%
Units Sold	101	82	23.2%	400	345	15.9%
Sales Dollars	\$13,337,450	\$12,176,700	9.5%	\$55,386,217	\$47,071,385	17.7%
List/Sell Ratio	91.72	90.13		90.2	88.76	
Days to Sell	245	187	31.0%	220	220	0.0%
Active Listings	1769					
ZONE OB TOTALS						
Units Listed	13	10	30.0%	126	89	41.6%
Units Sold	6	1	500.0%	12	12	0.0%
Sales Dollars	\$1,000,201	\$390,000	156.5%	\$3,233,701	\$4,462,000	-27.5%
List/Sell Ratio	90.59	81.61		88.81	84.39	
Days to Sell	201	104	93.3%	158	126	25.4%
Active Listings	147					
GRAND TOTALS						
Units Listed	1332	1336	-0.3%	7622	7587	0.5%
Units Sold	724	632	14.6%	4007	2893	38.5%
Sales Dollars	\$125,205,677	\$111,725,851	12.1%	\$676,618,582	\$458,252,223	47.7%
List/Sell Ratio	94.26	91.40		93.77	91.51	
Days to Sell	111	140	-20.7%	125	144	-13.2%
Active Listings	6914					

LICENSEES
June 30, 2002

	TOTAL NUMBER OF LICENSEES June 30/02	TOTAL NUMBER OF LICENSEES June 30/01	CHANGE BY NUMBER	CHANGE BY %
ALL DIVISIONS	686	671	15	2.24%
CENTRAL OK DIV.	434	420	14	3.33%
NORTH OK DIV.	184	180	4	2.22%
SHUSWAP DIV.	68	71	-3	-4.23%
CURRENT MEMBERSHIP				
AGENT LICENSEES	73			
SALESPERSONS	546			
PROPERTY MANAGEMENT	9			
9:15 LICENCEE MEMBER	58			
EXEMPTION MEMBER	0			
TOTALS	686			

COMPARATIVE ACTIVITY BY PROPERTY TYPE

June 30, 2002

NORTH OKANAGAN

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
UNITS LISTED	13	16	-18.8%	75	86	-12.8%
UNITS SOLD	9	4	125.0%	31	26	19.2%
SALES DOLLARS	\$811,165	\$1,111,439	-27.0%	\$3,569,165	\$3,462,339	3.1%
LIST/SELL RATIO	92.62	71.90		85.83	85.35	
DAYS TO SELL	276	454	-39.2%	251	302	-16.9%
ACTIVE INVENTORY	164					
AVERAGE PRICE	\$90,129	\$277,860	-67.6%	\$115,134	\$133,167	-13.5%
MEDIAN PRICE	\$89,000	\$137,220	-35.1%	\$95,000	\$96,500	-1.6%
Acreage with House						
UNITS LISTED	47	40	17.5%	252	252	0.0%
UNITS SOLD	29	23	26.1%	99	81	22.2%
SALES DOLLARS	\$5,714,150	\$4,887,500	16.9%	\$21,452,216	\$18,708,453	14.7%
LIST/SELL RATIO	92.79	88.80		91.83	89.31	
DAYS TO SELL	130	276	-52.9%	160	202	-20.8%
ACTIVE INVENTORY	274					
AVERAGE PRICE	\$197,040	\$212,500	-7.3%	\$216,689	\$230,969	-6.2%
MEDIAN PRICE	\$180,000	\$191,000	-5.8%	\$197,500	\$205,000	-3.7%
Acreage (Waterfront)						
UNITS LISTED	0	2	-100.0%	6	6	0.0%
UNITS SOLD	0	0	0.0%	2	1	100.0%
SALES DOLLARS	\$0	\$0	0.0%	\$332,000	\$113,500	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	15					
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	8	14	-42.9%	50	53	-5.7%
UNITS SOLD	4	1	300.0%	10	10	0.0%
SALES DOLLARS	\$1,345,000	\$49,900	2595.4%	\$1,777,800	\$721,650	146.4%
LIST/SELL RATIO	134.00	83.30		103.25	80.24	
DAYS TO SELL	167	160	4.4%	253	209	21.1%
ACTIVE INVENTORY	67					
AVERAGE PRICE	\$336,250	\$49,900	573.8%	\$177,780	\$72,165	146.4%
MEDIAN PRICE	\$310,000	\$49,900	521.2%	\$107,000	\$47,450	125.5%
Condo (Townhouse)						
UNITS LISTED	27	22	22.7%	151	123	22.8%
UNITS SOLD	19	17	11.8%	96	75	28.0%
SALES DOLLARS	\$2,144,550	\$1,769,300	21.2%	\$10,687,687	\$7,648,201	39.7%
LIST/SELL RATIO	93.75	91.69		94.41	90.01	
DAYS TO SELL	94	156	-39.7%	119	178	-33.1%
ACTIVE INVENTORY	98					
AVERAGE PRICE	\$112,871	\$104,076	8.5%	\$111,330	\$101,976	9.2%
MEDIAN PRICE	\$113,000	\$97,000	16.5%	\$96,250	\$92,000	4.6%

COMPARATIVE ACTIVITY BY PROPERTY TYPE

June 30, 2002

NORTH OKANAGAN

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Condo (Apt)						
UNITS LISTED	21	12	75.0%	94	73	28.8%
UNITS SOLD	5	6	-16.7%	53	43	23.3%
SALES DOLLARS	\$437,000	\$540,258	-19.1%	\$4,936,355	\$4,236,072	16.5%
LIST/SELL RATIO	96.57	91.43		94.63	93.20	
DAYS TO SELL	58	218	-73.4%	223	198	12.6%
ACTIVE INVENTORY	114					
AVERAGE PRICE	\$87,400	\$90,043	-2.9%	\$93,139	\$98,513	-5.5%
MEDIAN PRICE	\$79,000	\$83,500	-5.4%	\$79,000	\$94,000	-16.0%
Duplex						
UNITS LISTED	9	8	12.5%	43	34	26.5%
UNITS SOLD	4	2	100.0%	13	17	-23.5%
SALES DOLLARS	\$431,900	\$208,000	107.6%	\$1,316,900	\$1,611,250	-18.3%
LIST/SELL RATIO	92.44	85.77		90.18	89.11	
DAYS TO SELL	140	183	-23.5%	169	160	5.6%
ACTIVE INVENTORY	43					
AVERAGE PRICE	\$107,975	\$104,000	3.8%	\$101,300	\$94,779	6.9%
MEDIAN PRICE	\$85,950	\$104,000	-17.4%	\$90,000	\$90,000	0.0%
Farms						
UNITS LISTED	5	7	-28.6%	27	32	-15.6%
UNITS SOLD	3	4	-25.0%	10	8	25.0%
SALES DOLLARS	\$1,470,000	\$3,311,000	-55.6%	\$4,228,000	\$4,676,000	-9.6%
LIST/SELL RATIO	92.55	91.64		88.45	88.34	
DAYS TO SELL	226	222	1.8%	386	175	120.6%
ACTIVE INVENTORY	49					
AVERAGE PRICE	\$490,000	\$827,750	-40.8%	\$422,800	\$584,500	-27.7%
MEDIAN PRICE	\$390,000	\$422,500	-7.7%	\$350,000	\$418,000	-16.3%
IC&I						
UNITS LISTED	8	6	33.3%	39	36	8.3%
UNITS SOLD	2	0	200.0%	6	4	50.0%
SALES DOLLARS	\$462,500	\$0	100.0%	\$1,237,500	\$742,500	66.7%
LIST/SELL RATIO	90.91	0.00		90.19	77.81	
DAYS TO SELL	507	0	100.0%	240	170	41.2%
ACTIVE INVENTORY	74					
AVERAGE PRICE	\$231,250	\$0	100.0%	\$206,250	\$185,625	11.1%
MEDIAN PRICE	\$1,025,000	\$0	100.0%	\$178,250	\$154,750	15.2%
IC&I Land						
UNITS LISTED	5	6	-16.7%	30	42	-28.6%
UNITS SOLD	1	0	100.0%	3	1	200.0%
SALES DOLLARS	\$1,025,000	\$0	100.0%	\$1,421,500	\$252,600	462.7%
LIST/SELL RATIO	89.13	0.00		89.62	90.53	
DAYS TO SELL	154	0	100.0%	197	33	497.0%
ACTIVE INVENTORY	59					
AVERAGE PRICE	\$1,025,000	\$0	100.0%	\$473,833	\$252,600	87.6%
MEDIAN PRICE	\$1,025,000	\$0	100.0%	\$325,000	\$252,600	28.7%

COMPARATIVE ACTIVITY BY PROPERTY TYPE

June 30, 2002

NORTH OKANAGAN

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots							
	UNITS LISTED	39	18	116.7%	95	218	-56.4%
	UNITS SOLD	10	11	-9.1%	54	50	8.0%
	SALES DOLLARS	\$886,500	\$641,550	38.2%	\$4,179,000	\$3,009,650	38.9%
	LIST/SELL RATIO	84.36	93.48		87.72	87.91	
	DAYS TO SELL	410	396	3.5%	454	419	8.4%
	ACTIVE INVENTORY	285					
	AVERAGE PRICE	\$88,650	\$58,323	52.0%	\$77,389	\$60,193	28.6%
	MEDIAN PRICE	\$59,750	\$56,000	6.7%	\$73,500	\$58,250	26.2%
Leases							
	UNITS LISTED	11	5	120.0%	33	18	83.3%
	UNITS SOLD	2	0	200.0%	4	4	0.0%
	SALES DOLLARS	\$83,041	\$0	100.0%	\$192,723	\$42,403	354.5%
	LIST/SELL RATIO	0.00	0.00		0.00	13.33	
	DAYS TO SELL	219	0	100.0%	203	163	0.0%
	ACTIVE INVENTORY	51					
	AVERAGE PRICE	\$41,521	\$0	100.0%	\$48,181	\$10,601	354.5%
	MEDIAN PRICE	\$41,521	\$0	100.0%	\$46,621	\$9,131	410.6%
Lots (Waterfront)							
	UNITS LISTED	2	1	100.0%	7	11	-36.4%
	UNITS SOLD	1	0	100.0%	2	2	0.0%
	SALES DOLLARS	\$195,000	\$0	100.0%	\$465,000	\$471,000	-1.3%
	LIST/SELL RATIO	97.74	0.00		97.25	82.41	
	DAYS TO SELL	34	0	100.0%	147	346	-57.5%
	ACTIVE INVENTORY	19					
	AVERAGE PRICE	\$195,000	\$0	0.0%	\$232,500	\$235,500	-1.3%
	MEDIAN PRICE	\$195,000	\$0	0.0%	\$232,500	\$235,500	-1.3%
Multi-Family							
	UNITS LISTED	4	1	300.0%	21	19	10.5%
	UNITS SOLD	0	0	0.0%	4	2	100.0%
	SALES DOLLARS	\$0	\$0	0.0%	\$761,500	\$252,000	202.2%
	LIST/SELL RATIO	0.00	0.00		89.58	83.05	
	DAYS TO SELL	0	0	0.0%	214	214	0.0%
	ACTIVE INVENTORY	36					
	AVERAGE PRICE	\$0	\$0	0.0%	\$190,375	\$126,000	51.1%
	MEDIAN PRICE	\$0	\$0	0.0%	\$185,750	\$126,000	47.4%
Mobile Homes							
	UNITS LISTED	25	23	8.7%	104	124	-16.1%
	UNITS SOLD	7	9	-22.2%	48	30	60.0%
	SALES DOLLARS	\$254,300	\$309,188	-17.8%	\$1,683,600	\$841,238	100.1%
	LIST/SELL RATIO	85.11	88.08		80.48	80.15	
	DAYS TO SELL	167	211	-20.9%	147	203	-27.6%
	ACTIVE INVENTORY	107					
	AVERAGE PRICE	\$36,329	\$34,354	5.7%	\$35,075	\$28,041	25.1%
	MEDIAN PRICE	\$23,000	\$28,000	-17.9%	\$26,450	\$22,000	20.2%

COMPARATIVE ACTIVITY BY PROPERTY TYPE

June 30, 2002

NORTH OKANAGAN

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Residential						
UNITS LISTED	161	169	-4.7%	917	855	7.3%
UNITS SOLD	83	81	2.5%	492	402	22.4%
SALES DOLLARS	\$13,147,301	\$11,949,039	10.0%	\$78,617,932	\$59,643,623	31.8%
LIST/SELL RATIO	96.09	93.51		95.18	93.00	
DAYS TO SELL	100	92	8.7%	104	43	141.9%
ACTIVE INVENTORY	609					
AVERAGE PRICE	\$158,401	\$147,519	7.4%	\$159,793	\$148,367	7.7%
MEDIAN PRICE	\$145,500	\$142,000	2.5%	\$145,000	\$139,250	4.1%
Residential (Waterfront)						
UNITS LISTED	13	8	62.5%	51	46	10.9%
UNITS SOLD	6	6	0.0%	24	14	71.4%
SALES DOLLARS	\$1,021,000	\$2,790,000	-63.4%	\$8,686,000	\$5,673,000	53.1%
LIST/SELL RATIO	88.36	91.81		91.12	87.76	
DAYS TO SELL	60	249	-75.9%	240	221	8.6%
ACTIVE INVENTORY	44					
AVERAGE PRICE	\$170,167	\$465,000	-63.4%	\$361,917	\$405,214	-10.7%
MEDIAN PRICE	\$106,500	\$495,000	-78.5%	\$393,250	\$442,500	-11.1%
NORTH OKANAGAN - TOTALS						
UNITS LISTED	398	358	11.2%	1995	2028	-1.6%
UNITS SOLD	185	164	12.8%	951	770	23.5%
SALES DOLLARS	\$29,428,407	\$27,567,174	6.8%	\$145,544,878	\$112,105,479	29.8%
LIST/SELL RATIO	93.61	91.14		92.64	90.56	
DAYS TO SELL	154	168	-8.3%	160	164	-2.4%
ACTIVE INVENTORY	2108					

RESIDENTIAL LISTING / SALES ANALYSIS

June 30, 2002
NORTH OKANAGAN

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 90000	14	61	6	31
90001 to 110000	12	87	10	55
110001 to 130000	33	163	15	97
130001 to 150000	21	148	15	85
150001 to 170000	12	133	13	74
170001 to 190000	23	91	4	47
190001 to 210000	10	61	7	28
210001 to 230000	10	42	4	22
230001 to 250000	8	31	3	16
250001 to 270000	5	21	2	9
270001 to 290000	3	15	1	7
290001 to 310000	2	13	0	2
310001 and over	8	50	3	19
	161	916	83	492

LOT LISTING / SALES ANALYSIS

June 30, 2002

NORTH OKANAGAN

	Mthly Listings	YTD Listings		Mthly Sales		YTD Sales
Range	Total	Total		Total		Total
0 to 30000	11	20		3		11
30001 to 40000	19	24		0		2
40001 to 50000	0	17		4		7
50001 to 60000	1	9		1		6
60001 to 70000	2	8		2		5
70001 to 80000	3	11		2		14
80001 to 90000	2	6		2		5
90001 and over	16	88		6		39
	54	183		20		89