

NORTH DIVISION MONTHLY STATISTICS

FOR

June 1st to 30th, 2004

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

NORTH OKANAGAN DIVISION

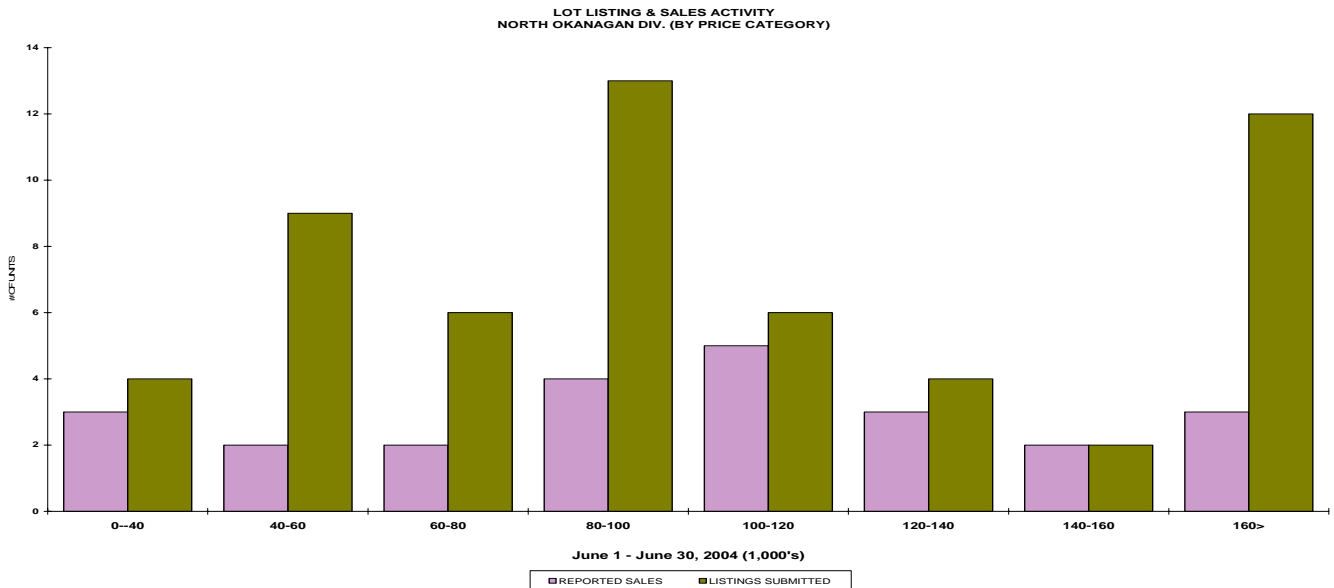
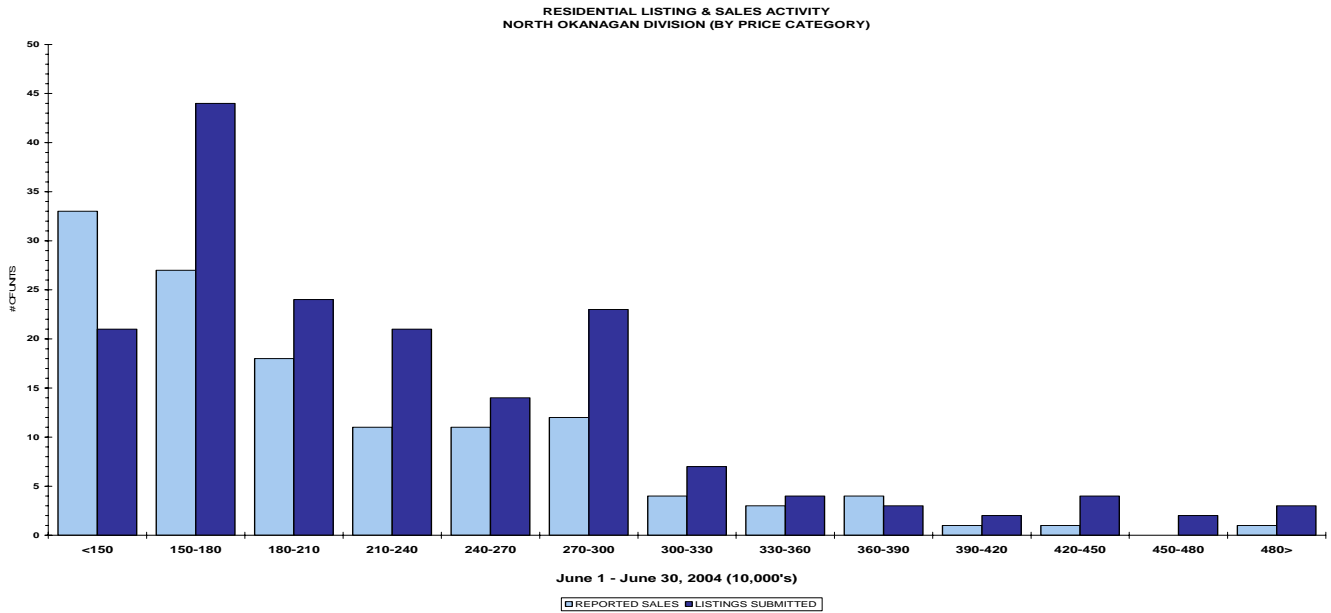
STAT - O - GRAM

June 2004

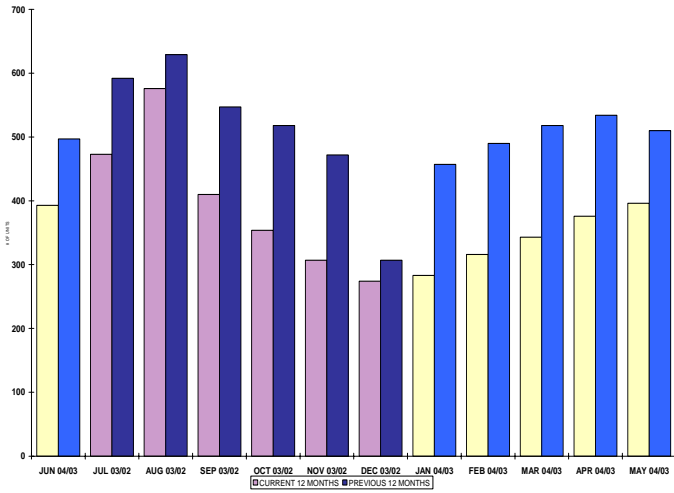
QUICK SUMMARY

| | 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> |
| June 2004 | 237 | \$44,845,635 | 125 | \$25,662,377 | 420 | 1,437 |
| May 2004 | 289 | \$53,072,911 | 137 | \$28,063,945 | 435 | 1,419 |
| June 2003 | 240 | \$42,281,150 | 124 | \$22,168,900 | 298 | 1,713 |

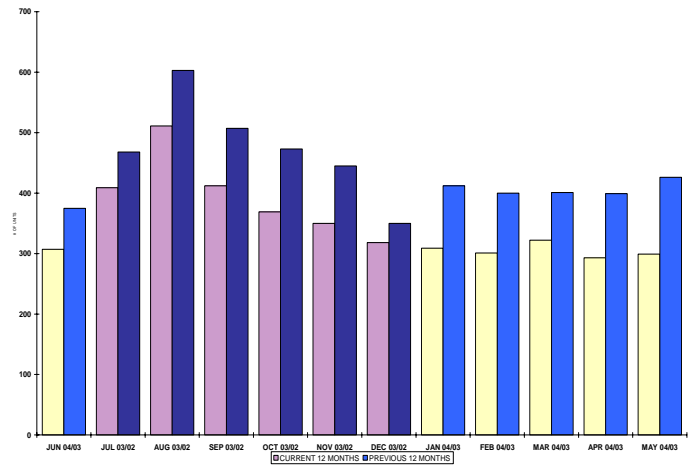
The average number of listings-per-licensee is 5.8



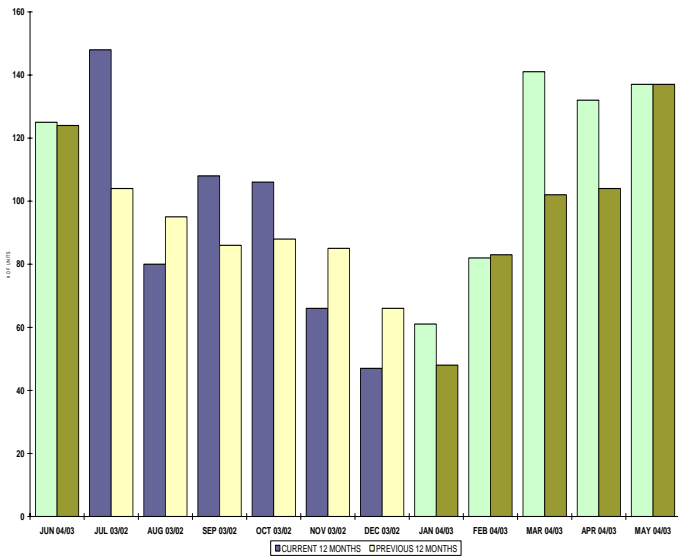
INVENTORY OF ACTIVE LISTINGS
RESIDENTIAL - NORTH OKANAGAN DIVISION



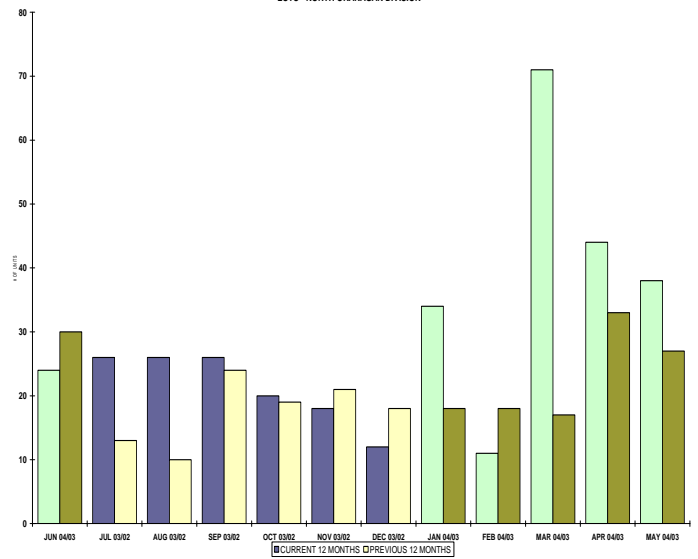
INVENTORY OF ACTIVE LISTINGS
LOTS - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD
RESIDENTIAL - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD
LOTS - NORTH OKANAGAN DIVISION



NORTH OKANAGAN DIVISION

June 2004

| Category | Sales | New Listings | Current Inventory | Sell/Inv. Ratio | Days To Sell |
|---------------|-------|--------------|-------------------|-----------------|--------------|
| ACREAGE | 9 | 13 | 90 | 10.00% | 341 |
| ACREAGE/HOUSE | 27 | 45 | 173 | 15.61% | 102 |
| CONDO/APT | 15 | 32 | 62 | 24.19% | 147 |
| CONDO/TWNHSE | 24 | 28 | 77 | 31.17% | 82 |
| LOTS | 15 | 43 | 217 | 6.91% | 177 |
| RESIDENTIAL | 125 | 171 | 393 | 31.81% | 67 |

AVERAGE HOUSE PRICE \$205,299

MEDIAN HOUSE PRICE \$189,000

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

**COMPARATIVE ACTIVITY BY ZONE AS AT
June 30, 2004**

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

**ZONE CO
TOTALS**

| | | | | | | |
|-----------------|---------------|---------------|--------|---------------|---------------|-------|
| Units Listed | 965 | 661 | 46.0% | 4768 | 3966 | 20.2% |
| Units Sold | 537 | 476 | 12.8% | 2849 | 2520 | 13.1% |
| Sales Dollars | \$129,952,360 | \$104,128,043 | 24.8% | \$706,462,971 | \$514,457,761 | 37.3% |
| List/Sell Ratio | 96.49% | 96.14% | | 96.32% | 96.62% | -0.3% |
| Days to Sell | 65 | 85 | -23.5% | 77 | 82 | -6.1% |
| Active Listings | 2584 | 2564 | 0.8% | | | |

**ZONE NO
TOTALS**

| | | | | | | |
|-----------------|--------------|--------------|--------|---------------|---------------|--------|
| Units Listed | 420 | 294 | 42.9% | 2259 | 1842 | 22.6% |
| Units Sold | 237 | 225 | 5.3% | 1446 | 1122 | 28.9% |
| Sales Dollars | \$44,845,635 | \$38,347,950 | 16.9% | \$262,508,583 | \$184,520,007 | 42.3% |
| List/Sell Ratio | 97.41% | 94.40% | | 96.51% | 93.82% | 2.9% |
| Days to Sell | 119 | 159 | -25.2% | 116 | 158 | -26.6% |
| Active Listings | 1437 | 1761 | -18.4% | | | |

**ZONE SH
TOTALS**

| | | | | | | |
|-----------------|--------------|--------------|--------|---------------|--------------|--------|
| Units Listed | 227 | 184 | 23.4% | 1170 | 1051 | 11.3% |
| Units Sold | 164 | 115 | 42.6% | 664 | 474 | 40.1% |
| Sales Dollars | \$32,656,514 | \$19,950,988 | 63.7% | \$112,608,883 | \$69,692,777 | 61.6% |
| List/Sell Ratio | 93.85% | 92.08% | | 92.72% | 91.45% | 1.4% |
| Days to Sell | 184 | 298 | -38.3% | 196 | 244 | -19.7% |
| Active Listings | 1178 | 1506 | -21.8% | | | |

**ZONE OB
TOTALS**

| | | | | | | |
|-----------------|-------------|---------|--------|-------------|--------------|--------|
| Units Listed | 23 | 27 | -14.8% | 86 | 104 | -17.3% |
| Units Sold | 4 | 1 | 100.0% | 22 | 13 | 69.2% |
| Sales Dollars | \$3,653,000 | \$2,000 | 100.0% | \$9,695,500 | \$10,825,800 | -10.4% |
| List/Sell Ratio | 97.02% | 90.91% | | 89.76% | 85.99% | 4.4% |
| Days to Sell | 313 | 0 | 100.0% | 286 | 243 | 17.7% |
| Active Listings | 129 | 139 | -7.2% | | | |

GRAND TOTALS

| | | | | | | |
|-----------------|---------------|---------------|--------|-----------------|---------------|--------|
| Units Listed | 1635 | 1166 | 40.2% | 8283 | 6963 | 19.0% |
| Units Sold | 942 | 817 | 15.3% | 4981 | 4129 | 20.6% |
| Sales Dollars | \$211,107,509 | \$162,428,981 | 30.0% | \$1,091,275,937 | \$779,496,345 | 40.0% |
| List/Sell Ratio | 96.15% | 94.81% | | 96.02% | 95.00% | 1.1% |
| Days to Sell | 89 | 132 | -32.6% | 105 | 126 | -16.7% |
| Active Listings | 5328 | 5970 | -10.8% | | | |

LICENSEES
June 30, 2004

| | TOTAL NUMBER OF LICENSEES June 30/04 | TOTAL NUMBER OF LICENSEES June 30/03 | CHANGE BY NUMBER | CHANGE BY % |
|-----------------|--|--|---------------------|----------------|
| ALL DIVISIONS | 866 | 776 | 90 | 11.60% |
| CENTRAL OK DIV. | 535 | 500 | 35 | 7.00% |
| NORTH OK DIV. | 247 | 209 | 38 | 18.18% |
| SHUSWAP DIV. | 84 | 67 | 17 | 25.37% |

CURRENT MEMBERSHIP

| | |
|----------------------|-----|
| AGENT LICENSEES | 76 |
| SALESPERSONS | 716 |
| PROPERTY MANAGEMENT | 8 |
| 9:15 LICENCEE MEMBER | 62 |
| EXEMPTION MEMBER | 4 |

TOTALS **866**

| | CURRENT MONTH | | | YEAR TO DATE | | |
|-----------------------------|---------------|-------------|---------------|--------------|--------------|---------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Acreage | | | | | | |
| Units Listed | 13 | 11 | 18.2% | 75 | 75 | 0.0% |
| Units Sold | 9 | 8 | 12.5% | 42 | 27 | 55.6% |
| Sales Dollars | \$1,113,000 | \$933,900 | 19.2% | \$6,618,000 | \$3,237,800 | 104.4% |
| List/Sell Ratio | 93.23% | 92.11% | | 94.22% | 90.94% | |
| Days to Sell | 341 | 406 | -16.0% | 316 | 275 | 14.9% |
| Active Inventory | 90 | 136 | -33.8% | | | |
| Average Price | \$123,667 | \$116,738 | 5.9% | \$157,571 | \$119,919 | 31.4% |
| Median Price | \$110,000 | \$91,000 | 20.9% | \$128,250 | \$112,500 | 14.0% |
| Acreage with House | | | | | | |
| Units Listed | 45 | 36 | 25.0% | 241 | 211 | 14.2% |
| Units Sold | 27 | 23 | 17.4% | 133 | 101 | 31.7% |
| Sales Dollars | \$7,968,700 | \$6,283,900 | 26.8% | \$37,821,225 | \$26,497,050 | 42.7% |
| List/Sell Ratio | 96.13% | 93.27% | | 95.88% | 93.30% | |
| Days to Sell | 102 | 127 | -19.7% | 122 | 177 | -31.1% |
| Active Inventory | 173 | 207 | -16.4% | 139 | 270 | |
| Average Price | \$295,137 | \$273,213 | 8.0% | \$284,370 | \$262,347 | 8.4% |
| Median Price | \$257,500 | \$237,000 | 8.6% | \$260,000 | \$235,000 | 10.6% |
| Acreage (Waterfront) | | | | | | |
| Units Listed | 4 | 2 | 100.0% | 5 | 3 | 66.7% |
| Units Sold | 1 | 3 | -66.7% | 1 | 6 | -83.3% |
| Sales Dollars | \$149,900 | \$511,000 | -70.7% | \$149,900 | \$1,118,500 | -86.6% |
| List/Sell Ratio | 100.00% | 92.79% | | 100.00% | 88.67% | |
| Days to Sell | 154 | 360 | -57.2% | 154 | 239 | -35.6% |
| Active Inventory | 7 | 4 | 75.0% | | | |
| Average Price | \$149,900 | \$170,333 | -12.0% | \$149,900 | \$186,417 | -19.6% |
| Median Price | \$149,900 | \$215,000 | -30.3% | \$149,900 | \$163,000 | -8.0% |
| Business | | | | | | |
| Units Listed | 12 | 6 | 100.0% | 60 | 55 | 9.1% |
| Units Sold | 1 | 3 | -66.7% | 11 | 10 | 10.0% |
| Sales Dollars | \$280,000 | \$1,320,000 | -78.8% | \$2,308,430 | \$1,991,400 | 15.9% |
| List/Sell Ratio | 93.64% | 83.19% | | 85.72% | 83.13% | |
| Days to Sell | 99 | 407 | -75.7% | 507 | 234 | 116.7% |
| Active Inventory | 73 | 87 | -16.1% | | | |
| Average Price | \$280,000 | \$440,000 | -36.4% | \$209,857 | \$199,140 | 5.4% |
| Median Price | \$280,000 | \$65,000 | 330.8% | \$192,700 | \$62,450 | 208.6% |
| Condo (Townhouse) | | | | | | |
| Units Listed | 28 | 19 | 47.4% | 212 | 151 | 40.4% |
| Units Sold | 24 | 20 | 20.0% | 171 | 117 | 46.2% |
| Sales Dollars | \$3,448,300 | \$2,858,200 | 20.6% | \$23,898,715 | \$15,595,948 | 53.2% |
| List/Sell Ratio | 98.05% | 96.85% | | 97.84% | 96.45% | |
| Days to Sell | 82 | 124 | -33.9% | 69 | 101 | -31.7% |
| Active Inventory | 77 | 96 | -19.8% | | | |
| Average Price | \$143,679 | \$142,910 | 0.5% | \$139,759 | \$133,299 | 4.8% |
| Median Price | \$144,750 | \$128,450 | 12.7% | \$126,000 | \$126,500 | -0.4% |
| Condo (Apt) | | | | | | |
| Units Listed | 32 | 12 | 166.7% | 127 | 77 | 64.9% |
| Units Sold | 15 | 10 | 50.0% | 105 | 66 | 59.1% |
| Sales Dollars | \$1,467,400 | \$957,650 | 53.2% | \$11,076,462 | \$5,920,050 | 87.1% |
| List/Sell Ratio | 95.98% | 96.74% | | 96.56% | 93.94% | |
| Days to Sell | 147 | 275 | -46.5% | 101 | 311 | -67.5% |
| Active Inventory | 62 | 67 | -7.5% | | | |
| Average Price | \$97,827 | \$95,765 | 2.2% | \$105,490 | \$89,698 | 17.6% |
| Median Price | \$90,000 | \$110,125 | -18.3% | \$97,000 | \$87,250 | 11.2% |

| | CURRENT MONTH | | | YEAR TO DATE | | |
|----------------------|---------------|-------------|----------------|--------------|-------------|---------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Duplex | | | | | | |
| Units Listed | 15 | 8 | 87.5% | 71 | 44 | 61.4% |
| Units Sold | 7 | 2 | 250.0% | 47 | 23 | 104.3% |
| Sales Dollars | \$1,251,158 | \$299,500 | 317.7% | \$7,405,786 | \$3,586,250 | 106.5% |
| List/Sell Ratio | 97.51% | 90.91% | | 96.29% | 93.86% | |
| Days to Sell | 38 | 186 | -79.6% | 96 | 198 | -51.5% |
| Active Inventory | 30 | 34 | -11.8% | | | |
| Average Price | \$178,737 | \$149,750 | 19.4% | \$157,570 | \$155,924 | 1.1% |
| Median Price | \$150,000 | \$149,750 | 0.2% | \$135,500 | \$145,000 | -6.6% |
| Farms | | | | | | |
| Units Listed | 7 | 3 | 133.3% | 37 | 17 | 117.6% |
| Units Sold | 2 | 1 | 100.0% | 8 | 3 | 166.7% |
| Sales Dollars | \$1,090,000 | \$587,500 | 85.5% | \$5,052,725 | \$1,521,500 | 232.1% |
| List/Sell Ratio | 95.29% | 93.25% | | 92.59% | 84.30% | |
| Days to Sell | 26 | 43 | -39.5% | 377 | 327 | 15.3% |
| Active Inventory | 35 | 36 | -2.8% | 26 | 30 | |
| Average Price | \$545,000 | \$587,500 | -7.2% | \$631,591 | \$507,167 | 24.5% |
| Median Price | \$545,000 | \$587,500 | -7.2% | \$637,613 | \$587,500 | 8.5% |
| IC&I | | | | | | |
| Units Listed | 7 | 6 | 16.7% | 42 | 57 | -26.3% |
| Units Sold | 2 | 4 | -50.0% | 15 | 15 | 0.0% |
| Sales Dollars | \$257,500 | \$843,000 | -69.5% | \$4,296,408 | \$3,854,350 | 11.5% |
| List/Sell Ratio | 87.14% | 74.45% | | 87.59% | 84.21% | |
| Days to Sell | 486 | 442 | 10.0% | 227 | 333 | -31.8% |
| Active Inventory | 61 | 78 | -21.8% | | | |
| Average Price | \$128,750 | \$210,750 | -38.9% | \$286,427 | \$256,957 | 11.5% |
| Median Price | \$128,750 | \$232,500 | -44.6% | \$166,000 | \$185,000 | -10.3% |
| IC&I Land | | | | | | |
| Units Listed | 9 | 2 | 350.0% | 33 | 26 | 26.9% |
| Units Sold | 1 | 1 | 0.0% | 14 | 3 | 366.7% |
| Sales Dollars | \$174,500 | \$280,000 | -37.7% | \$7,315,800 | \$1,880,000 | 289.1% |
| List/Sell Ratio | 100.00% | 80.22% | | 93.88% | 77.66% | |
| Days to Sell | 35 | 87 | -59.8% | 182 | 186 | -2.2% |
| Active Inventory | 54 | 59 | -8.5% | | | |
| Average Price | \$174,500 | \$280,000 | -37.7% | \$522,557 | \$626,667 | -16.6% |
| Median Price | \$174,500 | \$280,000 | -37.7% | \$140,000 | \$300,000 | -53.3% |
| Lots | | | | | | |
| Units Listed | 37 | 17 | 117.6% | 183 | 98 | 86.7% |
| Units Sold | 14 | 16 | -12.5% | 139 | 106 | 31.1% |
| Sales Dollars | \$1,368,000 | \$1,227,800 | 11.4% | \$11,235,000 | \$6,847,903 | 64.1% |
| List/Sell Ratio | 96.27% | 93.20% | | 97.99% | 94.10% | |
| Days to Sell | 201 | 369 | -45.5% | 260 | 369 | -29.5% |
| Active Inventory | 199 | 248 | -19.8% | | | |
| Average Price | \$97,714 | \$76,738 | 27.3% | \$80,827 | \$64,603 | 25.1% |
| Median Price | \$90,500 | \$60,000 | 50.8% | \$76,000 | \$61,450 | 23.7% |
| Leases | | | | | | |
| Units Listed | 5 | 6 | -16.7% | 35 | 23 | 52.2% |
| Units Sold | 0 | 1 | -100.0% | 3 | 4 | -25.0% |
| Sales Dollars | \$0 | \$144,000 | -100.0% | \$59,700 | \$209,060 | -71.4% |
| List/Sell Ratio | 0.00% | 0.00% | | 0.00% | 0.00% | |
| Days to Sell | 0 | 135 | 0.0% | 365 | 302 | 20.9% |
| Active Inventory | 47 | 37 | 27.0% | | | |
| Average Price | \$0 | \$144,000 | -100.0% | \$19,900 | \$52,265 | -61.9% |
| Median Price | \$0 | \$144,000 | -100.0% | \$15,300 | \$28,630 | -46.6% |

| | CURRENT MONTH | | | YEAR TO DATE | | |
|---------------------------------|---------------|--------------|----------------|---------------|--------------|---------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Lots (Waterfront) | | | | | | |
| Units Listed | 2 | 3 | -33.3% | 12 | 6 | 100.0% |
| Units Sold | 0 | 0 | 0.0% | 2 | 5 | -60.0% |
| Sales Dollars | \$0 | \$0 | 0.0% | \$479,500 | \$1,150,750 | -58.3% |
| List/Sell Ratio | 0.00% | 0.00% | | 93.89% | 93.25% | |
| Days to Sell | 0 | 0 | 0.0% | 19 | 308 | -93.8% |
| Active Inventory | 11 | 0 | 100.0% | | | |
| Average Price | \$0 | \$0 | 0.0% | \$235,250 | \$235,250 | 0.0% |
| Median Price | \$0 | \$0 | 0.0% | \$239,750 | \$235,250 | 1.9% |
| Multi-Family | | | | | | |
| Units Listed | 4 | 6 | -33.3% | 21 | 26 | -19.2% |
| Units Sold | 1 | 1 | 0.0% | 11 | 11 | 0.0% |
| Sales Dollars | \$371,000 | \$269,000 | 37.9% | \$3,050,599 | \$5,419,900 | -43.7% |
| List/Sell Ratio | 97.88% | 91.21% | | 96.34% | 92.40% | |
| Days to Sell | 14 | 89 | -84.3% | 121 | 149 | -18.8% |
| Active Inventory | 18 | 23 | -21.7% | 10 | 25 | |
| Average Price | \$371,000 | \$269,000 | 37.9% | \$277,327 | \$492,718 | -43.7% |
| Median Price | \$371,000 | \$269,000 | 37.9% | \$247,000 | \$203,900 | 21.1% |
| Mobile Homes | | | | | | |
| Units Listed | 21 | 13 | 61.5% | 106 | 104 | 1.9% |
| Units Sold | 8 | 8 | 0.0% | 51 | 45 | 13.3% |
| Sales Dollars | \$243,800 | \$250,200 | -2.6% | \$2,723,650 | \$1,674,200 | 62.7% |
| List/Sell Ratio | 89.73% | 91.58% | | 90.59% | 86.24% | |
| Days to Sell | 109 | 74 | 47.3% | 130 | 139 | -6.5% |
| Active Inventory | 73 | 103 | -29.1% | | | |
| Average Price | \$30,475 | \$31,275 | -2.6% | \$53,405 | \$37,204 | 43.5% |
| Median Price | \$29,550 | \$27,450 | 7.7% | \$39,900 | \$30,000 | 33.0% |
| Recreational Property | | | | | | |
| Units Listed | 3 | 0 | 100.0% | 14 | 6 | 133.3% |
| Units Sold | 0 | 2 | -100.0% | 4 | 2 | 100.0% |
| Sales Dollars | \$0 | \$197,000 | -100.0% | \$731,000 | \$197,000 | 271.1% |
| List/Sell Ratio | 0.00% | 87.61% | | 95.06% | 87.61% | |
| Days to Sell | 0 | 352 | -100.0% | 87 | 352 | -75.3% |
| Active Inventory | 13 | 0 | 0.0% | | | |
| Average Price | \$0 | \$98,500 | -100.0% | \$182,750 | \$98,500 | 85.5% |
| Median Price | \$0 | \$98,500 | -100.0% | \$174,500 | \$98,500 | 77.2% |
| Residential | | | | | | |
| Units Listed | 171 | 140 | 22.1% | 958 | 828 | 15.7% |
| Units Sold | 125 | 119 | 5.0% | 679 | 564 | 20.4% |
| Sales Dollars | \$25,662,377 | \$19,799,300 | 29.6% | \$132,964,683 | \$97,694,546 | 36.1% |
| List/Sell Ratio | 96.46% | 95.40% | | 96.89% | 95.83% | |
| Days to Sell | 67 | 83 | -19.3% | 61 | 81 | -24.7% |
| Active Inventory | 393 | 510 | -22.9% | | | |
| Average Price | \$205,299 | \$166,381 | 23.4% | \$195,824 | \$173,217 | 13.1% |
| Median Price | \$189,000 | \$147,500 | 28.1% | \$178,000 | \$156,000 | 14.1% |
| Residential (Waterfront) | | | | | | |
| Units Listed | 5 | 4 | 25.0% | 24 | 35 | -31.4% |
| Units Sold | 0 | 3 | -100.0% | 10 | 14 | -28.6% |
| Sales Dollars | \$0 | \$1,586,000 | -100.0% | \$5,321,000 | \$6,123,800 | -13.1% |
| List/Sell Ratio | 0.00% | 96.68% | | 95.65% | 98.95% | |
| Days to Sell | 0 | 101 | -100.0% | 111 | 66 | 68.2% |
| Active Inventory | 18 | 36 | -50.0% | | | |
| Average Price | \$0 | \$528,667 | -100.0% | \$532,100 | \$437,414 | 21.6% |
| Median Price | \$0 | \$501,000 | -100.0% | \$524,500 | \$470,000 | 11.6% |

| | CURRENT MONTH | | | YEAR TO DATE | | |
|--------------------------------|---------------|--------------|-------------|---------------|---------------|--------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Timeshares | | | | | | |
| Units Listed | 0 | 0 | 0.0% | 3 | 0 | 100.0% |
| Units Sold | 0 | 0 | 0.0% | 0 | 0 | 0.0% |
| 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% |
| NORTH OKANAGAN - TOTALS | | | | | | |
| Units Listed | 420 | 294 | 42.9% | 2259 | 1842 | 22.6% |
| Units Sold | 237 | 225 | 5.3% | 1446 | 1122 | 28.9% |
| Sales Dollars | \$44,845,635 | \$38,347,950 | 16.9% | \$262,508,583 | \$184,520,007 | 42.3% |
| List/Sell Ratio | 97.41% | 94.40% | | 96.51% | 93.82% | |
| Days to Sell | 119 | 159 | -25.2% | 116 | 158 | -26.6% |
| Active Inventory | 1437 | 1761 | -18.4% | | | |

**North Residential Listing/Sales Analysis
June 30, 2004**

| Range | Mthly Listings Total | YTD Listings Total | Mthly Sales Total | YTD Sales Total |
|------------------|---------------------------------|-------------------------------|------------------------------|----------------------------|
| 0 to 150000 | 21 | 213 | 33 | 204 |
| 150001 to 180000 | 44 | 211 | 27 | 152 |
| 180001 to 210000 | 24 | 130 | 18 | 99 |
| 210001 to 240000 | 21 | 100 | 11 | 70 |
| 240001 to 270000 | 14 | 78 | 11 | 55 |
| 270001 to 300000 | 23 | 85 | 12 | 40 |
| 300001 to 330000 | 7 | 37 | 4 | 20 |
| 330001 to 360000 | 4 | 28 | 3 | 11 |
| 360001 to 390000 | 3 | 21 | 4 | 10 |
| 390001 to 420000 | 2 | 11 | 1 | 6 |
| 420001 to 450000 | 4 | 18 | 1 | 8 |
| 450001 to 480000 | 2 | 11 | 0 | 1 |
| 480001 and over | 3 | 18 | 1 | 5 |
| Totals | 172 | 961 | 126 | 681 |

North Division Lot Listing/Sales Analysis

| Range | Mthly Listings Total | YTD Listings Total | Mthly Sales Total | YTD Sales Total |
|------------------|---------------------------------|-------------------------------|------------------------------|----------------------------|
| 0 to 40000 | 4 | 23 | 3 | 23 |
| 40001 to 60000 | 9 | 36 | 2 | 22 |
| 60001 to 80000 | 6 | 47 | 2 | 38 |
| 80001 to 100000 | 13 | 42 | 4 | 43 |
| 100001 to 120000 | 6 | 31 | 5 | 18 |
| 120001 to 140000 | 4 | 16 | 3 | 13 |
| 140001 to 160000 | 2 | 14 | 2 | 9 |
| 160001 and over | 12 | 66 | 3 | 18 |
| Totals | 56 | 275 | 24 | 184 |