

**NORTH DIVISION
MONTHLY STATISTICS**

FOR

July 1 - 31, 2003

NORTH OKANAGAN DIVISION

STAT - O - GRAM

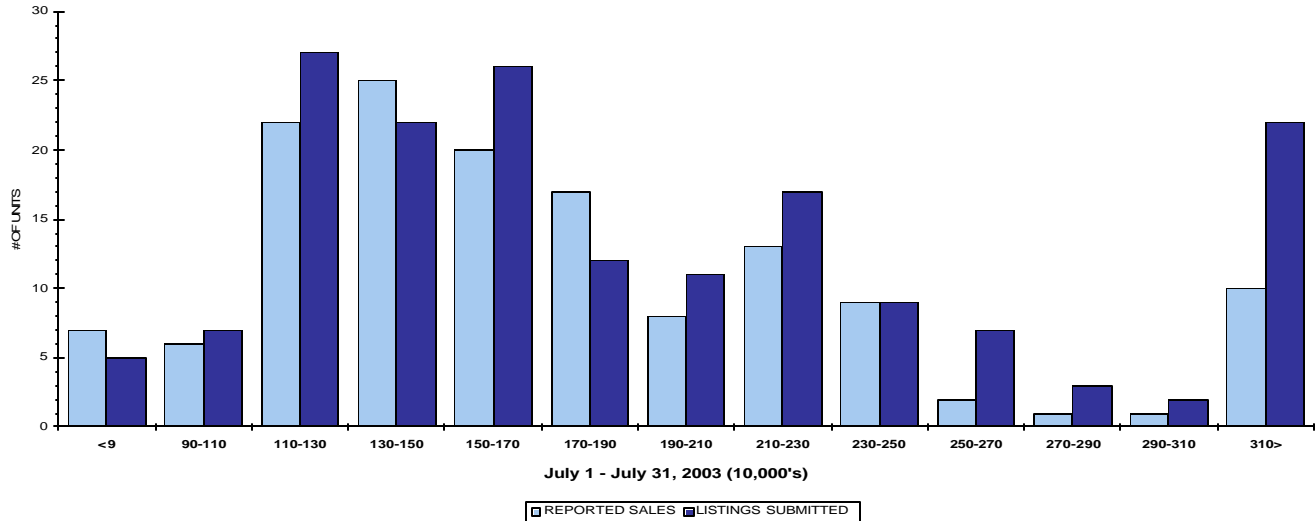
July 2003

QUICK SUMMARY

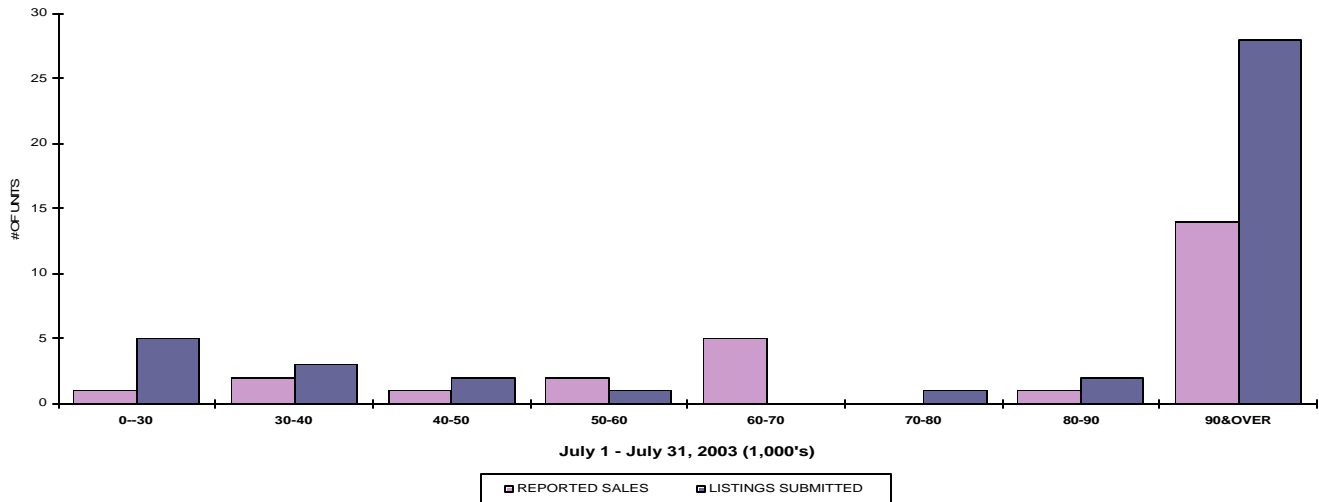
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	# of Units	\$ Value	# of Units	\$ Value	Listings Taken	Inventory
July 2003	263	\$44,529,085	148	\$26,346,750	377	1,649
June 2003	240	\$42,821,150	124	\$22,168,900	298	1,713
July 2002	177	\$30,871,637	104	\$17,762,412	353	2,053

The average number of listings-per-licensee is 7.7

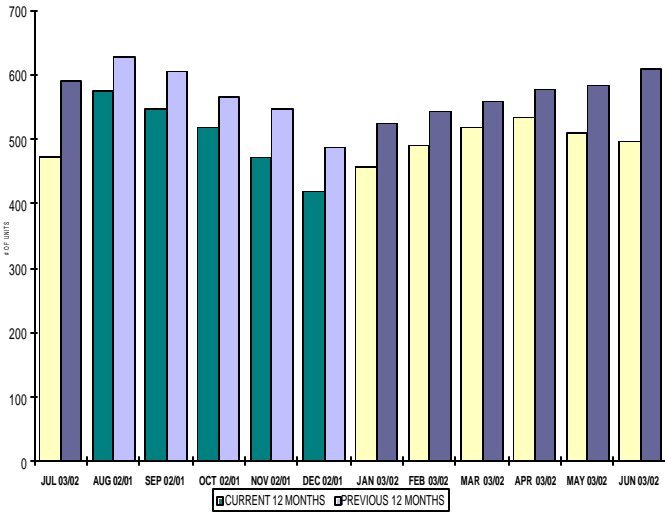
RESIDENTIAL LISTING & SALES ACTIVITY
NORTH OKANAGAN DIVISION (BY PRICE CATEGORY)



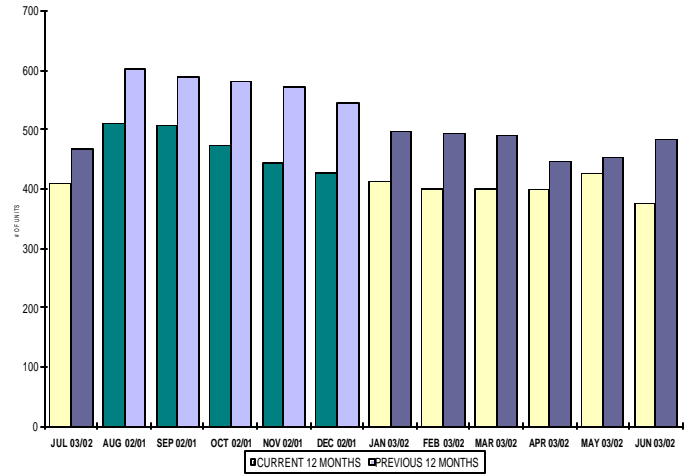
LOT LISTING & SALES ACTIVITY
NORTH OKANAGAN DIV. (BY PRICE CATEGORY)



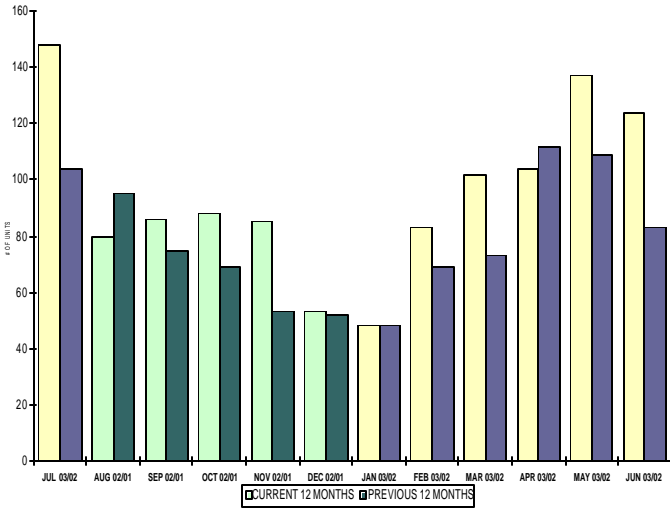
INVENTORY OF ACTIVE LISTINGS
RESIDENTIAL - NORTH OKANAGAN DIVISION



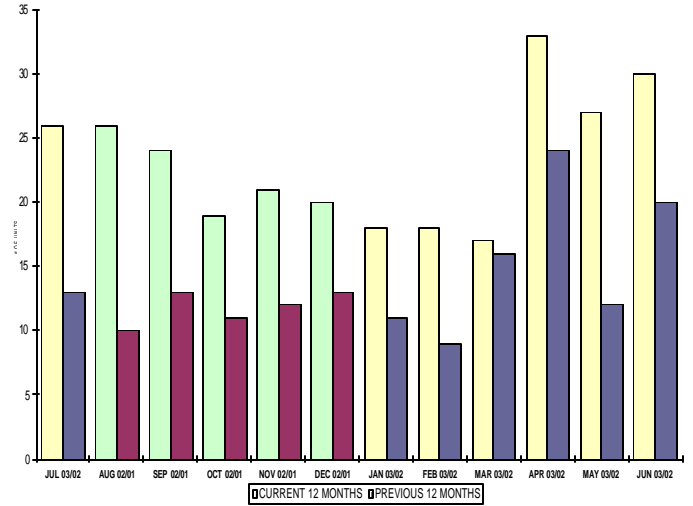
INVENTORY OF ACTIVE LISTINGS
LOTS - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD
RESIDENTIAL - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD
LOTS - NORTH OKANAGAN DIVISION



NORTH OKANAGAN DIVISION

July 2003

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	8	21	143	5.59%	352
ACREAGE/HOUSE	20	44	203	9.85%	80
CONDO/APT	11	15	59	18.64%	106
CONDO/TWNHSE	23	20	72	31.94%	105
LOTS	18	21	266	6.77%	438
RESIDENTIAL	148	177	476	31.09%	70

AVERAGE HOUSE PRICE \$178,019

MEDIAN HOUSE PRICE \$160,250

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

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

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ZONE CO TOTALS						
Units Listed	684	747	-8.43%	4818	5159	-6.61%
Units Sold	520	471	10.40%	3096	3168	-2.27%
Sales Dollars	\$117,656,689	\$96,661,895	21.72%	\$642,901,321	\$580,856,832	10.68%
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	2386	2792	-14.54%			
ZONE NO TOTALS						
Units Listed	377	356	5.90%	2334	2413	-3.27%
Units Sold	263	184	42.93%	1408	1164	20.96%
Sales Dollars	\$44,529,085	\$31,685,819	40.53%	\$234,610,741	\$181,504,595	29.26%
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	1649	1968	-16.21%			
ZONE SH TOTALS						
Units Listed	187	205	-8.78%	1226	1346	-8.92%
Units Sold	130	107	21.50%	614	503	22.07%
Sales Dollars	\$22,162,517	\$13,782,700	60.80%	\$89,027,694	\$68,767,011	29.46%
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	1451	1586	-8.51%			
ZONE OB TOTALS						
Units Listed	16	17	-5.88%	120	145	-17.24%
Units Sold	1	3	-66.67%	18	15	20.00%
Sales Dollars	\$167,000	\$471,250	-64.56%	\$13,117,600	\$3,704,951	254.06%
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	151	146	3.42%			
GRAND TOTALS						
Units Listed	1264	1325	-4.60%	8498	9063	-6.23%
Units Sold	914	765	19.48%	5136	4850	5.90%
Sales Dollars	\$184,515,291	\$142,601,664	29.39%	\$979,657,356	\$834,833,389	17.35%
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	5637	6492	-13.17%			

LICENSEES
July 31, 2003

	TOTAL NUMBER OF LICENSEES July 31/03	TOTAL NUMBER OF LICENSEES July 31/02	CHANGE BY NUMBER	CHANGE BY %
ALL DIVISIONS	780	691	89	12.88%
CENTRAL OK DIV.	498	439	59	13.44%
NORTH OK DIV.	214	185	29	15.68%
SHUSWAP DIV.	68	67	1	1.49%
CURRENT MEMBERSHIP				
AGENT LICENSEES	71			
SALESPERSONS	638			
PROPERTY MANAGEMENT	9			
9:15 LICENCEE MEMBER	60			
EXEMPTION MEMBER	2			
TOTALS	780			

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

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	21	17	23.5%	101	95	6.3%
Units Sold	8	0	100.0%	37	31	19.4%
Sales Dollars	\$2,536,500	\$0	100.0%	\$6,082,300	\$3,569,165	70.4%
List/Sell Ratio	90.32%	0.00%	100.0%	90.77%	88.67%	2.4%
Days to Sell	352	0	100.0%	290	251	15.5%
Active Inventory	143	169	-15.4%			
Average Price	\$317,063	#DIV/0!	100.0%	\$164,386	\$115,134	42.8%
Median Price	\$142,000	\$0	100.0%	\$112,500	\$95,000	18.4%
Acreage with House						
Units Listed	44	43	2.3%	269	296	-9.1%
Units Sold	20	15	33.3%	121	114	6.1%
Sales Dollars	\$4,869,500	\$3,786,900	28.6%	\$31,297,550	\$25,174,216	24.3%
List/Sell Ratio	93.30%	92.18%	1.2%	93.15%	91.80%	1.5%
Days to Sell	80	167	-52.1%	170	166	2.4%
Active Inventory	203	270	-24.8%			
Average Price	\$243,475	\$252,460	-3.6%	\$258,657	\$220,826	17.1%
Median Price	\$227,500	\$263,000	-13.5%	\$230,000	\$201,500	14.1%
Acreage (Waterfront)						
Units Listed	6	1	500.0%	9	7	28.6%
Units Sold	0	1	-100.0%	5	3	66.7%
Sales Dollars	\$0	\$208,000	-100.0%	\$903,500	\$540,000	67.3%
List/Sell Ratio	0.00%	100.00%	-100.0%	88.67%	95.00%	-6.7%
Days to Sell	0	338	-100.0%	219	259	-15.4%
Active Inventory	9	10	-10.0%			
Average Price	\$0	\$208,000	-100.0%	\$180,700	\$180,000	0.4%
Median Price	\$0	\$208,000	-100.0%	\$111,000	\$168,000	-33.9%
Business						
Units Listed	10	12	-16.7%	66	62	6.5%
Units Sold	2	0	100.0%	10	10	0.0%
Sales Dollars	\$194,900	\$0	100.0%	\$1,991,400	\$1,777,800	12.0%
List/Sell Ratio	98.21%	0.00%	100.0%	83.13%	79.91%	4.0%
Days to Sell	418	0	100.0%	268	253	5.9%
Active Inventory	74	72	2.8%			
Average Price	\$97,450	\$0	100.0%	\$199,140	\$177,780	12.0%
Median Price	\$97,450	\$0	100.0%	\$62,450	\$107,000	-41.6%
Condo (Townhouse)						
Units Listed	20	36	-44.4%	164	245	-33.1%
Units Sold	23	19	21.1%	136	147	-7.5%
Sales Dollars	\$2,839,385	\$2,467,932	15.1%	\$17,473,734	\$17,934,418	-2.6%
List/Sell Ratio	96.72%	97.38%	-0.7%	96.41%	95.20%	1.3%
Days to Sell	105	80	31.3%	114	112	1.8%
Active Inventory	72	107	-32.7%			
Average Price	\$123,452	\$129,891	-5.0%	\$128,483	\$122,003	5.3%
Median Price	\$112,000	\$118,000	-5.1%	\$121,000	\$113,000	7.1%
Condo (Apt)						
Units Listed	15	23	-34.8%	94	115	-18.3%
Units Sold	11	6	83.3%	74	59	25.4%
Sales Dollars	\$1,149,750	\$422,900	171.9%	\$6,646,050	\$5,359,255	24.0%
List/Sell Ratio	96.98%	97.12%	-0.1%	94.09%	94.89%	-0.8%
Days to Sell	106	36	194.4%	297	204	45.6%
Active Inventory	59	111	-46.8%			
Average Price	\$104,523	\$70,483	48.3%	\$89,811	\$90,835	-1.1%
Median Price	\$109,250	\$70,250	55.5%	\$87,250	\$78,000	11.9%

North Division Comparative Activity By Property Type

July 31, 2003

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	8	2	300.0%	52	44	18.2%
Units Sold	7	1	600.0%	30	14	114.3%
Sales Dollars	\$1,303,500	\$135,000	865.6%	\$4,856,250	\$1,451,900	234.5%
List/Sell Ratio	94.31%	90.30%	4.4%	94.08%	90.19%	4.3%
Days to Sell	169	439	-61.5%	197	190	3.7%
Active Inventory	30	40	-25.0%			
Average Price	\$186,214	\$135,000	37.9%	\$161,875	\$103,707	56.1%
Median Price	\$137,500	\$135,000	1.9%	\$141,250	\$91,000	55.2%
Farms						
Units Listed	5	4	25.0%	22	35	-37.1%
Units Sold	2	1	100.0%	6	11	-45.5%
Sales Dollars	\$647,500	\$300,000	115.8%	\$2,539,000	\$4,528,000	-43.9%
List/Sell Ratio	89.69%	81.08%	10.6%	88.49%	87.71%	0.9%
Days to Sell	257	54	375.9%	360	356	1.1%
Active Inventory	35	44	-20.5%			
Average Price	\$323,750	\$300,000	7.9%	\$423,167	\$411,636	2.8%
Median Price	\$323,750	\$300,000	7.9%	\$358,750	\$335,000	7.1%
IC&I						
Units Listed	14	4	250.0%	72	42	71.4%
Units Sold	0	3	-100.0%	16	9	77.8%
Sales Dollars	\$0	\$620,000	-100.0%	\$4,394,350	\$1,857,500	136.6%
List/Sell Ratio	0.00%	91.26%	-100.0%	84.22%	90.55%	-7.0%
Days to Sell	0	51	-100.0%	331	177	87.0%
Active Inventory	82	73	12.3%			
Average Price	\$0	\$206,667	-100.0%	\$274,647	\$206,389	33.1%
Median Price	\$0	\$160,000	-100.0%	\$193,000	\$170,000	13.5%
IC&I Land						
Units Listed	1	5	-80.0%	27	37	-27.0%
Units Sold	1	0	100.0%	5	3	66.7%
Sales Dollars	\$280,000	\$0	100.0%	\$2,205,000	\$1,421,500	55.1%
List/Sell Ratio	80.22%	0.00%	100.0%	81.47%	89.62%	-9.1%
Days to Sell	94	0	100.0%	344	197	74.6%
Active Inventory	52	57	-8.8%			
Average Price	\$280,000	\$0	100.0%	\$441,000	\$473,833	-6.9%
Median Price	\$280,000	\$0	100.0%	\$280,000	\$325,000	-13.8%
Lots						
Units Listed	13	19	-31.6%	112	115	-2.6%
Units Sold	18	10	80.0%	121	64	89.1%
Sales Dollars	\$1,683,300	\$609,275	176.3%	\$8,021,203	\$4,788,275	67.5%
List/Sell Ratio	94.78%	91.43%	3.7%	94.15%	91.29%	3.1%
Days to Sell	438	252	73.8%	388	425	-8.7%
Active Inventory	222	274	-19.0%			
Average Price	\$93,517	\$60,928	53.5%	\$66,291	\$74,817	-11.4%
Median Price	\$68,450	\$65,500	4.5%	\$62,000	\$71,938	-13.8%
Leases						
Units Listed	9	4	125.0%	32	38	-15.8%
Units Sold	1	1	0.0%	4	5	-20.0%
Sales Dollars	\$144,000	\$292,500	-50.8%	\$209,060	\$485,223	-56.9%
List/Sell Ratio	0.00%	0.00%	0.0%	0.00%	0.00%	0.0%
Days to Sell	140	0	100.0%	315	203	55.2%
Active Inventory	41	50	-18.0%			
Average Price	\$144,000	\$292,500	-50.8%	\$52,265	\$97,045	-46.1%
Median Price	\$144,000	\$292,500	-50.8%	\$28,630	\$48,000	-40.4%

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

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots (Waterfront)						
Units Listed	2	2	0.0%	8	9	-11.1%
Units Sold	0	1	-100.0%	5	3	66.7%
Sales Dollars	\$0	\$280,000	-100.0%	\$1,150,750	\$745,000	54.5%
List/Sell Ratio	0.00%	93.33%	-100.0%	93.25%	95.94%	-2.8%
Days to Sell	0	35	-100.0%	316	109	189.9%
Active Inventory	5	15	-66.7%			
Average Price	\$0	\$280,000	100.0%	\$230,150	\$248,333	-7.3%
Median Price	\$0	\$280,000	100.0%	\$235,250	\$270,000	-12.9%
Multi-Family						
Units Listed	2	2	0.0%	30	22	36.4%
Units Sold	3	5	-40.0%	14	9	55.6%
Sales Dollars	\$777,000	\$2,180,900	-64.4%	\$6,196,900	\$2,942,400	110.6%
List/Sell Ratio	94.94%	90.61%	4.8%	92.99%	90.09%	3.2%
Days to Sell	83	115	-27.8%	145	159	-8.8%
Active Inventory	20	31	-35.5%			
Average Price	\$259,000	\$436,180	-40.6%	\$442,636	\$326,933	35.4%
Median Price	\$232,000	\$266,000	-12.8%	\$217,500	\$236,500	-8.0%
Mobile Homes						
Units Listed	23	21	9.5%	134	126	6.3%
Units Sold	16	9	77.8%	62	57	8.8%
Sales Dollars	\$791,000	\$337,000	134.7%	\$2,565,300	\$2,020,600	27.0%
List/Sell Ratio	90.22%	81.99%	10.0%	87.08%	83.43%	4.4%
Days to Sell	112	259	-56.8%	136	165	-17.6%
Active Inventory	91	103	-11.7%			
Average Price	\$49,438	\$37,444	32.0%	\$41,376	\$35,449	16.7%
Median Price	\$35,250	\$21,000	67.9%	\$32,250	\$26,000	24.0%
Residential						
Units Listed	177	157	12.7%	1093	1070	2.1%
Units Sold	148	102	45.1%	745	591	26.1%
Sales Dollars	\$26,346,750	\$17,475,412	50.8%	\$130,887,594	\$95,653,343	36.8%
List/Sell Ratio	95.70%	95.58%	0.1%	95.83%	95.70%	0.1%
Days to Sell	70	76	-7.9%	86	97	-11.3%
Active Inventory	473	592	-20.1%			
Average Price	\$178,019	\$171,328	3.9%	\$175,688	\$161,850	8.5%
Median Price	\$160,250	\$158,500	1.1%	\$157,000	\$147,500	6.4%
Residential (Waterfront)						
Units Listed	7	4	75.0%	49	55	-10.9%
Units Sold	3	10	-70.0%	17	34	-50.0%
Sales Dollars	\$966,000	\$2,570,000	-62.4%	\$7,190,800	\$11,256,000	-36.1%
List/Sell Ratio	88.16%	91.43%	-3.6%	96.54%	91.21%	5.8%
Days to Sell	211	158	33.5%	93	216	-56.9%
Active Inventory	38	35	8.6%			
Average Price	\$322,000	\$257,000	25.3%	\$422,988	\$331,059	27.8%
Median Price	\$391,000	\$242,500	61.2%	\$465,000	\$336,500	38.2%
NORTH OKANAGAN - TOTALS						
Units Listed	377	356	5.9%	2334	2413	-3.3%
Units Sold	263	184	42.9%	1408	1164	21.0%
Sales Dollars	\$44,529,085	\$31,685,819	40.5%	\$234,610,741	\$181,504,595	29.3%
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	1649	2053	-19.7%			

North Residential Listing/Sales Analysis
July 31, 2003

	Mthly Listings	YTD Listings		Mthly Sales	YTD Sales
Range	Total	Total		Total	Total
0 to 90000	5	44		7	50
90001 to 110000	7	49		6	43
110001 to 130000	27	145		22	113
130001 to 150000	22	177		25	128
150001 to 170000	26	143		20	98
170001 to 190000	12	106		17	75
190001 to 210000	11	88		8	52
210001 to 230000	17	75		13	56
230001 to 250000	9	66		9	40
250001 to 270000	7	38		2	15
270001 to 290000	3	23		1	14
290001 to 310000	2	15		1	9
310001 and over	22	98		10	37
Totals	170	1067		141	730

North Division Lot Listing/Sales Analysis					
	Mthly Listings	YTD Listings		Mthly Sales	YTD Sales
Range	Total	Total		Total	Total
0 to 30000	5	17		1	22
30001 to 40000	3	16		2	7
40001 to 50000	2	18		1	13
50001 to 60000	1	15		2	19
60001 to 70000	0	16		5	35
70001 to 80000	1	8		0	11
80001 to 90000	2	9		1	3
90001 and over	28	131		14	58
Totals	42	230		26	168