

NORTH DIVISION MONTHLY STATISTICS

FOR

July 1st to 31st, 2004

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

NORTH OKANAGAN DIVISION

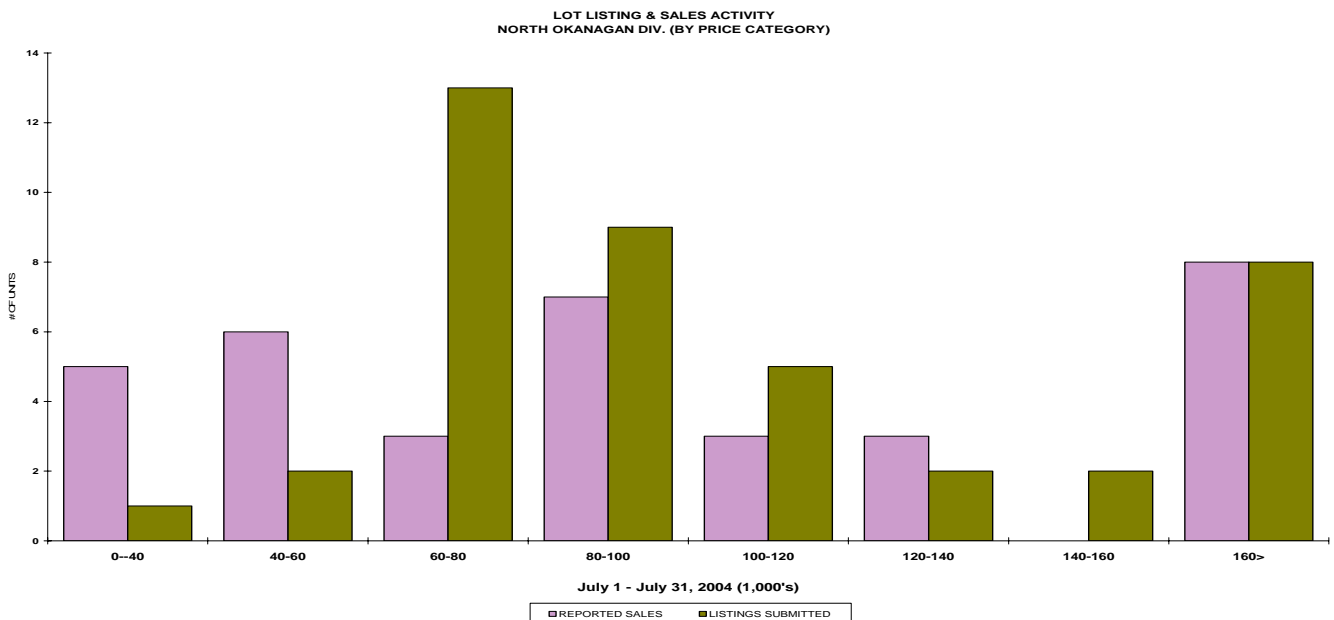
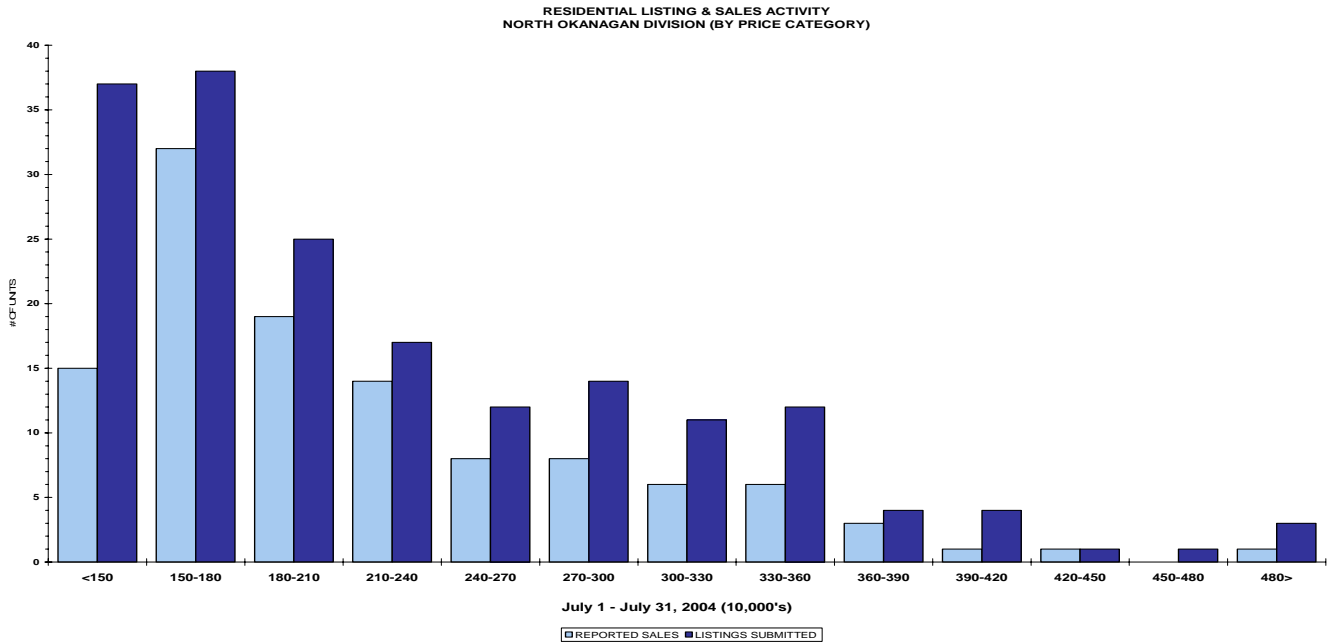
STAT - O - GRAM

July 2004

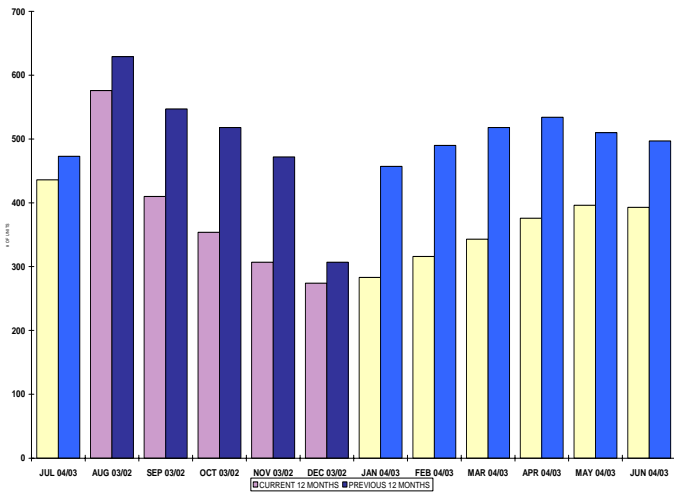
QUICK SUMMARY

	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>
July 2004	244	\$51,584,158	115	\$24,727,500	430	1,488
June 2004	237	\$44,845,635	125	\$25,662,377	420	1,437
July 2003	238	\$38,679,760	128	\$22,934,375	366	1,649

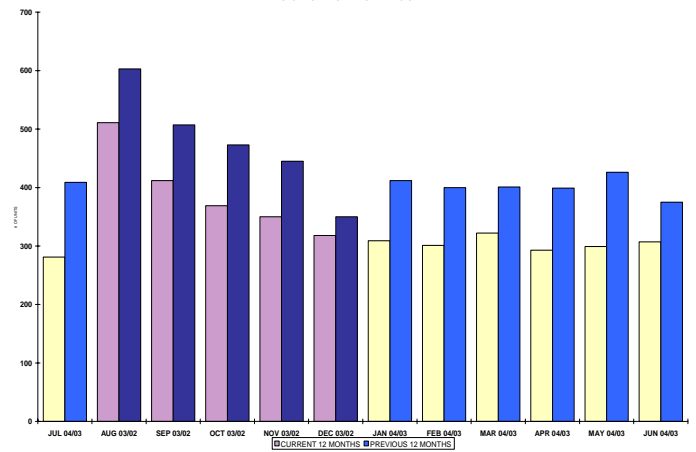
The North Zone has **250** Members. The average number of listings-per-licensee is 5.9



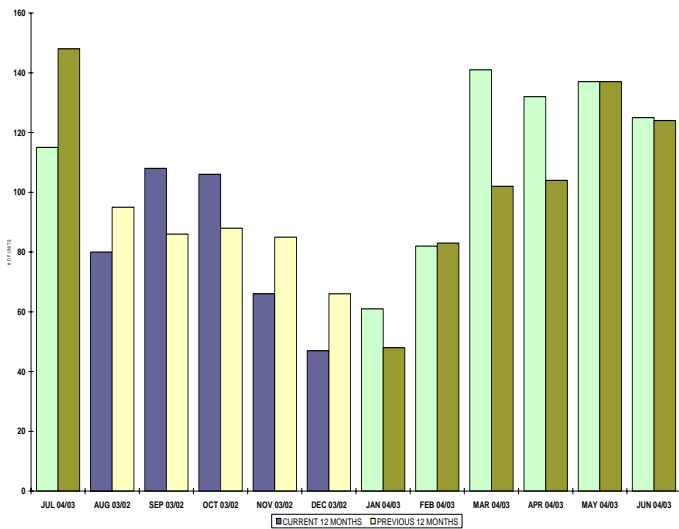
INVENTORY OF ACTIVE LISTINGS
RESIDENTIAL - NORTH OKANAGAN DIVISION



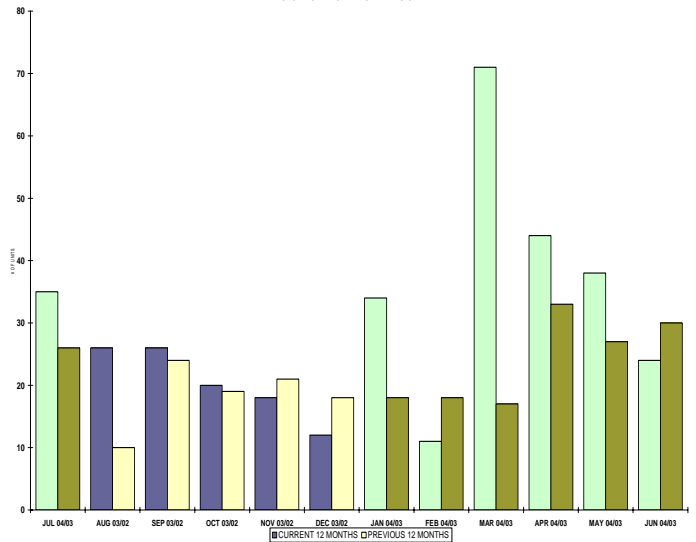
INVENTORY OF ACTIVE LISTINGS
LOTS - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD
RESIDENTIAL - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD
LOTS - NORTH OKANAGAN DIVISION



NORTH OKANAGAN DIVISION

July 2004

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	9	15	92	9.78%	199
ACREAGE/HOUSE	26	45	166	15.66%	120
CONDO/APT	16	33	84	19.05%	58
CONDO/TWNHSE	17	67	116	14.66%	75
LOTS	26	27	189	13.76%	138
RESIDENTIAL	115	182	436	26.38%	61

AVERAGE HOUSE PRICE \$215,022

MEDIAN HOUSE PRICE \$189,000

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

LICENSEES
July 31, 2004

	TOTAL NUMBER OF LICENSEES July 31/04	TOTAL NUMBER OF LICENSEES July 31/03	CHANGE BY NUMBER	CHANGE BY %
ALL DIVISIONS	876	780	97	12.44%
CENTRAL OK DIV.	543	498	45	9.04%
NORTH OK DIV.	249	214	36	16.82%
SHUSWAP DIV.	84	68	16	23.53%

CURRENT MEMBERSHIP

AGENT LICENSEES	76
SALESPERSONS	727
PROPERTY MANAGEMENT	8
9:15 LICENCEE MEMBER	61
EXEMPTION MEMBER	4

TOTALS **876**

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

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

**ZONE CO
TOTALS**

Units Listed	919	682	34.8%	5691	4647	22.5%
Units Sold	461	522	-11.7%	3317	3042	9.0%
Sales Dollars	\$112,010,313	\$121,328,423	-7.7%	\$820,524,612	\$635,786,184	29.1%
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	2834	2386	18.8%			

**ZONE NO
TOTALS**

Units Listed	430	366	17.5%	2686	2208	21.6%
Units Sold	244	238	2.5%	1691	1360	24.3%
Sales Dollars	\$51,584,158	\$38,679,760	33.4%	\$314,595,596	\$223,199,767	40.9%
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	1488	1649	-9.8%			

**ZONE SH
TOTALS**

Units Listed	216	183	18.0%	1386	1235	12.2%
Units Sold	138	127	8.7%	801	601	33.3%
Sales Dollars	\$19,835,929	\$18,637,917	6.4%	\$132,644,312	\$88,330,694	50.2%
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	1185	1451	-18.3%			

**ZONE OB
TOTALS**

Units Listed	16	23	-30.4%	101	116	-12.9%
Units Sold	11	3	100.0%	34	16	112.5%
Sales Dollars	\$3,232,547	\$886,900	100.0%	\$15,363,047	\$11,712,700	31.2%
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	131	151	-13.2%			

GRAND TOTALS

Units Listed	1581	1254	26.1%	9864	8206	20.2%
Units Sold	854	890	-4.0%	5843	5019	16.4%
Sales Dollars	\$186,662,947	\$179,533,000	4.0%	\$1,283,127,567	\$959,029,345	33.8%
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	5638	5637	0.0%			

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	15	21	-28.6%	89	96	-7.3%
Units Sold	9	8	12.5%	51	35	45.7%
Sales Dollars	\$1,417,500	\$882,000	60.7%	\$8,035,500	\$4,119,800	95.0%
List/Sell Ratio	89.28%	89.17%		93.35%	90.52%	
Days to Sell	199	418	-52.4%	296	308	-3.9%
Active Inventory	92	143	-35.7%			
Average Price	\$157,500	\$110,250	42.9%	\$157,559	\$117,709	33.9%
Median Price	\$105,000	\$104,500	0.5%	\$127,500	\$110,000	15.9%
Acreage with House						
Units Listed	45	44	2.3%	286	255	12.2%
Units Sold	26	17	52.9%	159	118	34.7%
Sales Dollars	\$8,733,800	\$4,000,000	118.3%	\$46,555,025	\$30,497,050	52.7%
List/Sell Ratio	93.07%	93.92%		95.42%	93.39%	
Days to Sell	120	90	33.3%	122	164	-25.6%
Active Inventory	166	203	-18.2%	139	270	
Average Price	\$335,915	\$235,294	42.8%	\$292,799	\$258,450	13.3%
Median Price	\$312,450	\$240,000	30.2%	\$269,000	\$236,000	14.0%
Acreage (Waterfront)						
Units Listed	2	6	-66.7%	7	9	-22.2%
Units Sold	1	0	100.0%	2	6	-66.7%
Sales Dollars	\$126,000	\$0	100.0%	\$275,900	\$1,118,500	-75.3%
List/Sell Ratio	96.99%	0.00%		98.49%	88.67%	
Days to Sell	26	0	100.0%	90	239	-62.3%
Active Inventory	6	9	-33.3%			
Average Price	\$126,000	\$0	100.0%	\$137,950	\$186,417	-26.0%
Median Price	\$126,000	\$0	100.0%	\$137,950	\$163,000	-15.4%
Business						
Units Listed	8	12	-33.3%	68	67	1.5%
Units Sold	0	2	-100.0%	11	12	-8.3%
Sales Dollars	\$0	\$323,100	-100.0%	\$2,308,430	\$2,314,500	-0.3%
List/Sell Ratio	0.00%	87.91%		85.72%	83.57%	
Days to Sell	0	68	-100.0%	507	206	146.1%
Active Inventory	72	74	-2.7%			
Average Price	\$0	\$161,550	-100.0%	\$209,857	\$192,875	8.8%
Median Price	\$0	\$161,550	-100.0%	\$192,700	\$62,450	208.6%
Condo (Townhouse)						
Units Listed	67	21	219.0%	277	172	61.0%
Units Sold	17	25	-32.0%	188	142	32.4%
Sales Dollars	\$2,661,300	\$2,704,385	-1.6%	\$26,560,015	\$18,300,333	45.1%
List/Sell Ratio	95.59%	96.09%		97.64%	96.38%	
Days to Sell	75	108	-30.6%	70	102	-31.4%
Active Inventory	116	72	61.1%			
Average Price	\$156,547	\$108,175	44.7%	\$141,277	\$128,876	9.6%
Median Price	\$128,500	\$98,000	31.1%	\$126,400	\$119,950	5.4%
Condo (Apt)						
Units Listed	33	16	106.3%	160	93	72.0%
Units Sold	16	11	45.5%	121	77	57.1%
Sales Dollars	\$1,716,600	\$1,031,000	66.5%	\$12,793,062	\$6,951,050	84.0%
List/Sell Ratio	96.08%	95.07%		96.50%	94.11%	
Days to Sell	58	90	-35.6%	96	280	-65.7%
Active Inventory	84	59	42.4%			
Average Price	\$107,288	\$93,727	14.5%	\$105,728	\$90,273	17.1%
Median Price	\$77,900	\$108,000	-27.9%	\$95,000	\$90,000	5.6%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	8	8	0.0%	79	52	51.9%
Units Sold	11	6	83.3%	58	29	100.0%
Sales Dollars	\$1,817,558	\$1,166,000	55.9%	\$9,223,344	\$4,752,250	94.1%
List/Sell Ratio	97.53%	94.75%		96.53%	94.06%	
Days to Sell	63	166	-62.0%	90	191	-52.9%
Active Inventory	26	30	-13.3%			
Average Price	\$165,233	\$194,333	-15.0%	\$159,023	\$163,871	-3.0%
Median Price	\$141,000	\$131,250	7.4%	\$137,750	\$145,000	-5.0%
Farms						
Units Listed	5	5	0.0%	42	22	90.9%
Units Sold	2	2	0.0%	10	5	100.0%
Sales Dollars	\$850,000	\$647,500	31.3%	\$5,902,725	\$2,169,000	172.1%
List/Sell Ratio	94.50%	89.69%		92.97%	86.45%	
Days to Sell	84	254	-66.9%	318	297	7.1%
Active Inventory	34	35	-2.9%	26	30	
Average Price	\$425,000	\$323,750	31.3%	\$590,273	\$433,800	36.1%
Median Price	\$425,000	\$323,750	31.3%	\$581,250	\$347,500	67.3%
IC&I						
Units Listed	6	12	-50.0%	48	69	-30.4%
Units Sold	4	0	100.0%	19	15	26.7%
Sales Dollars	\$1,365,000	\$0	100.0%	\$5,657,608	\$3,854,350	46.8%
List/Sell Ratio	92.69%	0.00%		88.60%	84.21%	
Days to Sell	361	0	100.0%	255	333	-23.4%
Active Inventory	58	82	-29.3%			
Average Price	\$341,250	\$0	100.0%	\$297,769	\$256,957	15.9%
Median Price	\$3,125,000	\$0	100.0%	\$174,000	\$185,000	-5.9%
IC&I Land						
Units Listed	4	1	300.0%	37	27	37.0%
Units Sold	3	0	100.0%	17	3	466.7%
Sales Dollars	\$488,000	\$0	100.0%	\$7,803,800	\$1,880,000	315.1%
List/Sell Ratio	91.46%	0.00%		93.45%	77.66%	
Days to Sell	400	0	100.0%	220	186	18.3%
Active Inventory	51	52	-1.9%			
Average Price	\$162,667	\$0	100.0%	\$459,047	\$626,667	-26.7%
Median Price	\$185,000	\$0	100.0%	\$146,000	\$300,000	-51.3%
Lots						
Units Listed	24	14	71.4%	207	112	84.8%
Units Sold	22	17	29.4%	160	123	30.1%
Sales Dollars	\$1,818,900	\$1,270,800	43.1%	\$12,997,900	\$8,118,703	60.1%
List/Sell Ratio	96.36%	93.83%		97.78%	94.06%	
Days to Sell	249	468	-46.8%	260	383	-32.1%
Active Inventory	175	222	-21.2%			
Average Price	\$82,677	\$74,753	10.6%	\$81,237	\$66,006	23.1%
Median Price	\$76,000	\$67,900	11.9%	\$76,250	\$62,000	23.0%
Leases						
Units Listed	7	9	-22.2%	42	32	31.3%
Units Sold	0	0	0.0%	3	4	-25.0%
Sales Dollars	\$0	\$0	0.0%	\$59,700	\$209,060	-71.4%
List/Sell Ratio	0.00%	0.00%		0.00%	0.00%	
Days to Sell	0	0	0.0%	365	302	20.9%
Active Inventory	51	41	24.4%			
Average Price	\$0	\$0	0.0%	\$19,900	\$52,265	-61.9%
Median Price	\$0	\$0	0.0%	\$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	1	1	0.0%	14	7	100.0%
Units Sold	3	0	100.0%	5	5	0.0%
Sales Dollars	\$1,225,000	\$0	100.0%	\$1,704,500	\$1,150,750	48.1%
List/Sell Ratio	93.64%	0.00%		93.74%	93.25%	
Days to Sell	140	0	100.0%	91	308	-70.5%
Active Inventory	8	5	100.0%			
Average Price	\$235,250	\$0	100.0%	\$235,250	\$235,250	0.0%
Median Price	\$385,000	\$0	100.0%	\$385,000	\$235,250	63.7%
Multi-Family						
Units Listed	4	2	100.0%	25	28	-10.7%
Units Sold	2	5	-60.0%	13	16	0.0%
Sales Dollars	\$1,555,000	\$1,412,000	10.1%	\$4,605,599	\$6,831,900	-32.6%
List/Sell Ratio	90.27%	94.62%		95.41%	93.14%	
Days to Sell	203	57	256.1%	133	120	10.8%
Active Inventory	17	20	-15.0%	10	25	
Average Price	\$777,500	\$282,400	175.3%	\$354,277	\$426,994	-17.0%
Median Price	\$777,500	\$300,000	159.2%	\$255,000	\$228,500	11.6%
Mobile Homes						
Units Listed	16	22	-27.3%	121	126	-4.0%
Units Sold	9	14	-35.7%	59	59	0.0%
Sales Dollars	\$403,000	\$727,600	-44.6%	\$2,959,150	\$2,401,800	23.2%
List/Sell Ratio	82.99%	89.01%		89.41%	86.88%	
Days to Sell	78	115	-32.2%	122	133	-8.3%
Active Inventory	70	91	-23.1%			
Average Price	\$44,778	\$51,971	-13.8%	\$50,155	\$40,708	23.2%
Median Price	\$36,000	\$41,500	-13.3%	\$36,900	\$32,000	15.3%
Recreational Property						
Units Listed	1	2	-50.0%	15	8	87.5%
Units Sold	0	0	0.0%	5	2	150.0%
Sales Dollars	\$0	\$0	0.0%	\$881,555	\$197,000	347.5%
List/Sell Ratio	0.00%	0.00%		96.27%	87.61%	
Days to Sell	0	0	0.0%	70	352	-80.1%
Active Inventory	11	0	0.0%			
Average Price	\$0	\$0	0.0%	\$176,311	\$98,500	79.0%
Median Price	\$0	\$0	0.0%	\$150,555	\$98,500	52.8%
Residential						
Units Listed	182	165	10.3%	1143	993	15.1%
Units Sold	115	128	-10.2%	796	692	15.0%
Sales Dollars	\$24,727,500	\$22,934,375	7.8%	\$158,271,783	\$120,628,921	31.2%
List/Sell Ratio	97.22%	95.73%		96.91%	95.81%	
Days to Sell	61	66	-7.6%	62	78	-20.5%
Active Inventory	436	473	-7.8%			
Average Price	\$215,022	\$179,175	20.0%	\$198,834	\$174,319	14.1%
Median Price	\$189,000	\$165,500	14.2%	\$180,000	\$157,000	14.6%
Residential (Waterfront)						
Units Listed	2	5	-60.0%	23	40	-42.5%
Units Sold	4	3	33.3%	14	17	-17.6%
Sales Dollars	\$2,679,000	\$1,581,000	69.4%	\$8,000,000	\$7,704,800	3.8%
List/Sell Ratio	91.38%	95.12%		94.43%	98.23%	
Days to Sell	52	85	-38.8%	94	69	36.2%
Active Inventory	11	38	-71.1%			
Average Price	\$669,750	\$527,000	27.1%	\$571,429	\$453,224	26.1%
Median Price	\$582,500	\$465,000	25.3%	\$524,500	\$465,000	12.8%

	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	4	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	430	366	17.5%	2686	2208	21.6%
Units Sold	244	238	2.5%	1691	1360	24.3%
Sales Dollars	\$51,584,158	\$38,679,760	33.4%	\$314,595,596	\$223,199,767	40.9%
List/Sell Ratio	97.41%	94.40%		96.51%	93.82%	
Days to Sell	119	159	-25.2%	116	158	-26.6%
Active Inventory	1488	1649	-9.8%			

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

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 150000	37	253	15	219
150001 to 180000	38	252	32	184
180001 to 210000	25	155	19	118
210001 to 240000	17	112	14	85
240001 to 270000	12	94	8	63
270001 to 300000	14	98	8	48
300001 to 330000	11	48	6	26
330001 to 360000	12	38	6	18
360001 to 390000	4	26	3	13
390001 to 420000	4	16	1	7
420001 to 450000	1	19	1	9
450001 to 480000	1	11	0	1
480001 and over	3	21	1	6
Totals	179	1143	114	797

North Division Lot Listing/Sales Analysis

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 40000	1	24	5	28
40001 to 60000	2	38	6	27
60001 to 80000	13	60	3	41
80001 to 100000	9	51	7	50
100001 to 120000	5	31	3	21
120001 to 140000	2	23	3	16
140001 to 160000	2	16	0	9
160001 and over	8	74	8	26
Totals	42	317	35	218