

NORTH OKANAGAN DIVISION
MONTHLY STATISTICS

FOR

August 1 - 31, 2002

NORTH OKANAGAN DIVISION

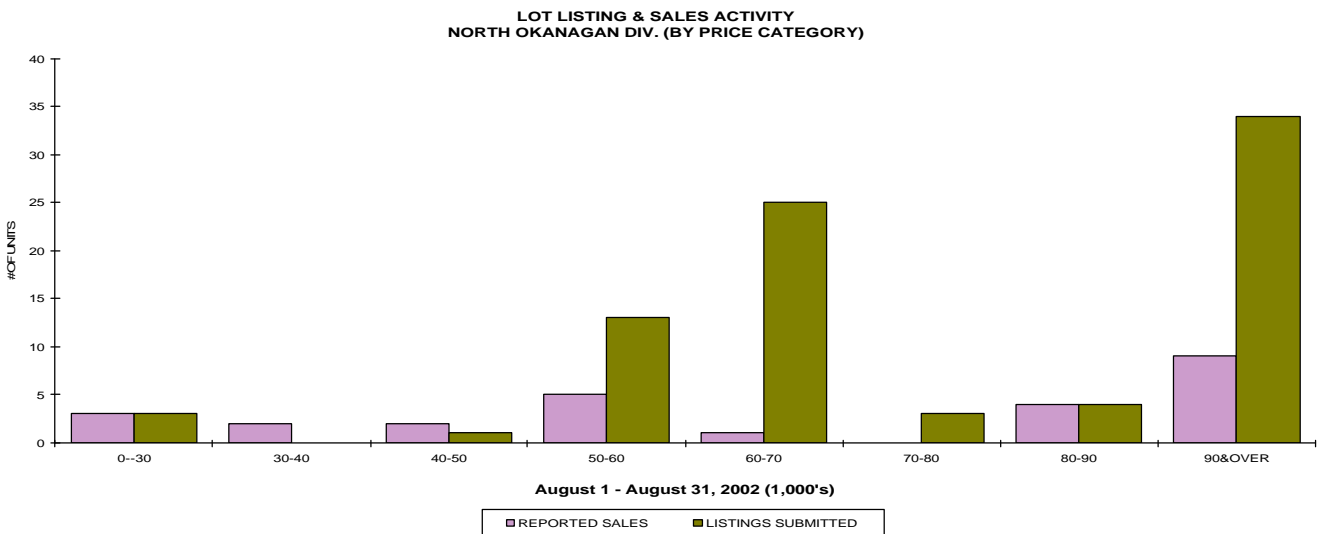
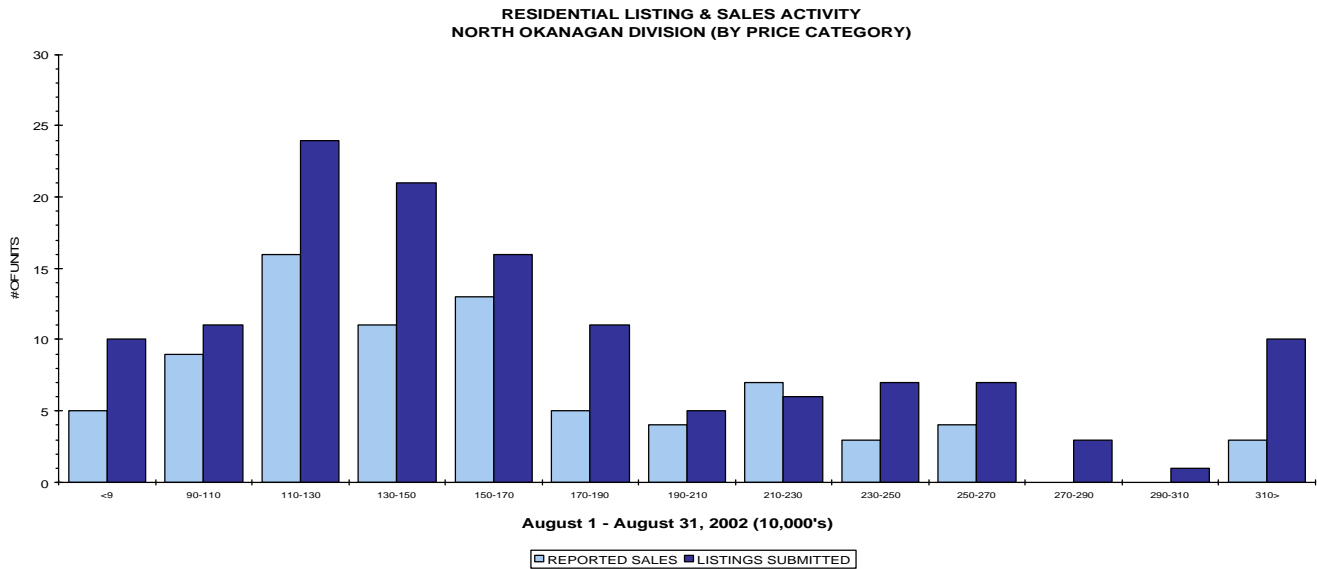
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August 2002

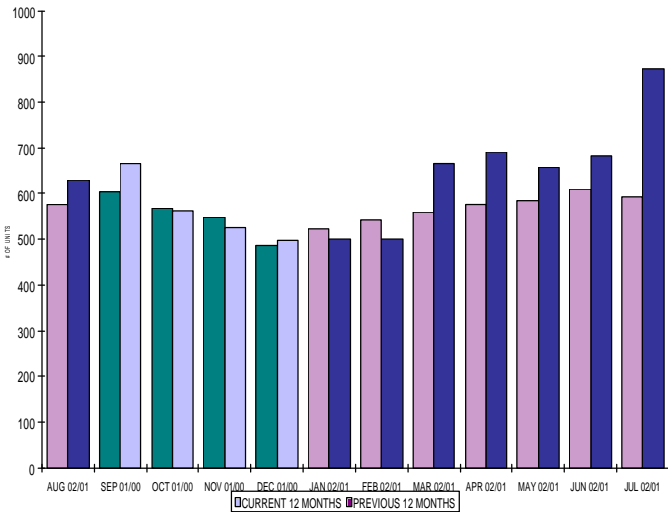
QUICK SUMMARY

	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	# of Units	\$ Value	# of Units	\$ Value	Listings Taken	Inventory
August 2002	183	\$31,969,599	80	\$12,996,775	328	2,036
July 2002	177	\$30,871,637	104	\$17,762,412	353	2,053
August 2001	163	\$24,740,370	95	\$14,548,450	327	2,327

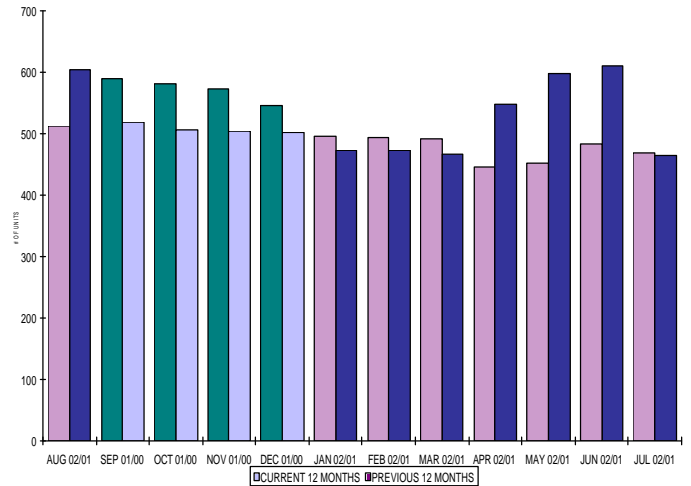
The average number of listings-per-licensee is 10.82



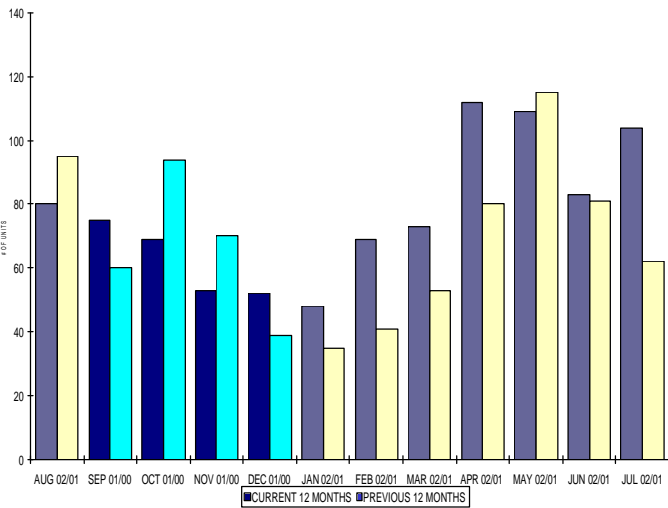
INVENTORY OF ACTIVE LISTINGS
RESIDENTIAL - NORTH OKANAGAN DIVISION



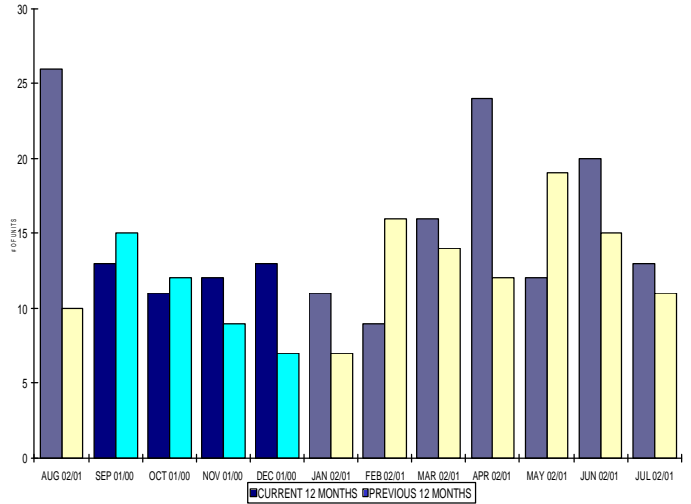
INVENTORY OF ACTIVE LISTINGS
LOTS - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD
RESIDENTIAL - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD
LOTS - NORTH OKANAGAN DIVISION



NORTH OKANAGAN DIVISION

August 2002

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	11	17	173	6.36%	566
ACREAGE/HOUSE	19	27	264	7.20%	124
CONDO/APT	12	15	105	11.43%	240
CONDO/TWNHSE	15	16	99	15.15%	83
LOTS	11	63	314	3.50%	343
RESIDENTIAL	80	132	576	13.89%	107

AVERAGE HOUSE PRICE \$162,460

MEDIAN HOUSE PRICE \$150,000

Lots Include: Acreage Waterfront, Lots Waterfront

**COMPARATIVE ACTIVITY BY ZONE AS AT
August 31, 2002**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ZONE CO TOTALS						
Units Listed	653	698	-6.4%	5722	5618	1.9%
Units Sold	397	401	-1.0%	3493	2514	38.9%
Sales Dollars	\$73,304,644	\$72,295,131	1.4%	\$639,280,827	\$427,406,216	49.6%
List/Sell Ratio	95.69	94.09		95.13	93.60	
Days to Sell	82	106	-22.6%	98	113	-13.3%
Active Listings	2803					
ZONE NO TOTALS						
Units Listed	328	322	1.9%	2674	2671	0.1%
Units Sold	183	160	14.4%	1307	1092	19.7%
Sales Dollars	\$31,969,599	\$24,443,550	30.8%	\$207,361,313	\$157,620,383	31.6%
List/Sell Ratio	93.61	91.14		92.64	90.56	
Days to Sell	154	168	-8.3%	160	164	-2.4%
Active Listings	2036					
ZONE SH TOTALS						
Units Listed	171	191	-10.5%	1524	1717	-11.2%
Units Sold	96	88	9.1%	602	522	15.3%
Sales Dollars	\$16,431,586	\$11,578,300	41.9%	\$85,249,603	\$70,777,836	20.4%
List/Sell Ratio	91.72	90.13		90.2	88.76	
Days to Sell	245	187	31.0%	220	220	0.0%
Active Listings	1690					
ZONE OB TOTALS						
Units Listed	13	12	8.3%	147	125	17.6%
Units Sold	3	0	#DIV/0!	18	14	28.6%
Sales Dollars	\$2,045,000	\$0	#DIV/0!	\$5,749,951	\$5,057,000	13.7%
List/Sell Ratio	90.59	81.61		88.81	84.39	
Days to Sell	201	104	93.3%	158	126	25.4%
Active Listings	137					
GRAND TOTALS						
Units Listed	1165	1223	-4.7%	10067	10131	-0.6%
Units Sold	679	649	4.6%	5420	4142	30.9%
Sales Dollars	\$123,750,829	\$108,316,981	14.2%	\$937,641,694	\$660,861,435	41.9%
List/Sell Ratio	94.26	91.40		93.77	91.51	
Days to Sell	111	140	-20.7%	125	144	-13.2%
Active Listings	6666					

LICENSEES
August 31, 2002

	TOTAL NUMBER OF LICENSEES August 31/02	TOTAL NUMBER OF LICENSEES August 31/01	CHANGE BY NUMBER	CHANGE BY %
ALL DIVISIONS	692	677	15	2.22%
CENTRAL OK DIV.	438	422	16	3.79%
NORTH OK DIV.	188	184	4	2.17%
SHUSWAP DIV.	66	71	-5	-7.04%
CURRENT MEMBERSHIP				
AGENT LICENSEES	74			
SALESPERSONS	551			
PROPERTY MANAGEMENT	9			
9:15 LICENCEE MEMBER	58			
EXEMPTION MEMBER	0			
TOTALS	692			

COMPARATIVE ACTIVITY BY PROPERTY TYPE
August 31, 2002
NORTH OKANAGAN

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
UNITS LISTED	17	15	13.3%	107	121	-11.6%
UNITS SOLD	11	3	266.7%	42	34	23.5%
SALES DOLLARS	\$2,292,400	\$571,000	301.5%	\$5,861,565	\$4,530,839	29.4%
LIST/SELL RATIO	87.60	87.69		86.31	85.51	
DAYS TO SELL	566	49	1055.1%	336	267	25.8%
ACTIVE INVENTORY	173					
AVERAGE PRICE	\$208,400	\$190,333	9.5%	\$139,561	\$133,260	4.7%
MEDIAN PRICE	\$122,000	\$150,000	-18.7%	\$97,250	\$108,950	-10.7%
Acreage with House						
UNITS LISTED	27	40	-32.5%	321	336	-4.5%
UNITS SOLD	19	22	-13.6%	134	115	16.5%
SALES DOLLARS	\$4,124,000	\$5,131,900	-19.6%	\$29,488,116	\$26,215,253	12.5%
LIST/SELL RATIO	89.92	88.75		91.63	89.17	
DAYS TO SELL	124	187	-33.7%	154	204	-24.5%
ACTIVE INVENTORY	264					
AVERAGE PRICE	\$217,053	\$233,268	-7.0%	\$220,061	\$227,959	-3.5%
MEDIAN PRICE	\$240,000	\$221,500	8.4%	\$206,758	\$205,000	0.9%
Acreage (Waterfront)						
UNITS LISTED	1	4	-75.0%	8	13	-38.5%
UNITS SOLD	2	0	100.0%	5	1	400.0%
SALES DOLLARS	\$285,000	\$0	100.0%	\$825,000	\$113,500	626.9%
LIST/SELL RATIO	100.08	0.00		97.03	87.37	
DAYS TO SELL	487	0	100.0%	350	449	-22.0%
ACTIVE INVENTORY	9					
AVERAGE PRICE	\$142,500	\$0	100.0%	\$165,000	\$113,500	45.4%
MEDIAN PRICE	\$142,500	\$0	100.0%	\$168,000	\$113,500	48.0%
Business						
UNITS LISTED	6	12	-50.0%	69	75	-8.0%
UNITS SOLD	3	1	200.0%	13	11	18.2%
SALES DOLLARS	\$291,500	\$173,000	68.5%	\$1,777,800	\$721,650	146.4%
LIST/SELL RATIO	88.39	88.71		99.82	81.01	
DAYS TO SELL	181	414	-56.3%	236	228	3.5%
ACTIVE INVENTORY	67					
AVERAGE PRICE	\$107,000	\$173,000	-38.2%	\$136,754	\$65,605	108.5%
MEDIAN PRICE	\$75,500	\$173,000	-56.4%	\$89,000	\$49,900	78.4%
Condo (Townhouse)						
UNITS LISTED	16	28	-42.9%	194	169	14.8%
UNITS SOLD	15	4	275.0%	119	98	21.4%
SALES DOLLARS	\$1,808,700	\$470,000	284.8%	\$13,444,837	\$10,283,301	30.7%
LIST/SELL RATIO	93.09	95.13		94.46	91.21	
DAYS TO SELL	83	200	-58.5%	113	172	-34.3%
ACTIVE INVENTORY	99					
AVERAGE PRICE	\$120,580	\$117,500	2.6%	\$112,982	\$104,932	7.7%
MEDIAN PRICE	\$117,000	\$128,000	-8.6%	\$101,000	\$98,500	2.5%

COMPARATIVE ACTIVITY BY PROPERTY TYPE

**August 31, 2002
NORTH OKANAGAN**

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Condo (Apt)							
	UNITS LISTED	15	27	-44.4%	132	115	14.8%
	UNITS SOLD	12	6	100.0%	71	58	22.4%
	SALES DOLLARS	\$970,400	\$472,500	105.4%	\$6,329,655	\$5,574,572	13.5%
	LIST/SELL RATIO	94.34	88.29		94.79	92.31	
	DAYS TO SELL	240	169	42.0%	210	185	13.5%
	ACTIVE INVENTORY	105					
	AVERAGE PRICE	\$80,867	\$78,750	2.7%	\$89,150	\$96,113	-7.2%
	MEDIAN PRICE	\$72,750	\$69,500	4.7%	\$78,000	\$95,500	-18.3%
Duplex							
	UNITS LISTED	8	4	100.0%	52	43	20.9%
	UNITS SOLD	4	2	100.0%	18	22	-18.2%
	SALES DOLLARS	\$377,400	\$282,500	33.6%	\$1,829,300	\$2,135,650	-14.3%
	LIST/SELL RATIO	90.83	93.07		90.33	90.28	
	DAYS TO SELL	122	245	-50.2%	174	151	15.2%
	ACTIVE INVENTORY	36					
	AVERAGE PRICE	\$94,350	\$141,250	-33.2%	\$101,628	\$97,075	4.7%
	MEDIAN PRICE	\$93,750	\$141,250	-33.6%	\$91,000	\$89,500	1.7%
Farms							
	UNITS LISTED	1	6	-83.3%	32	44	-27.3%
	UNITS SOLD	1	0	100.0%	12	10	20.0%
	SALES DOLLARS	\$2,300,000	\$0	100.0%	\$6,828,000	\$5,122,934	33.3%
	LIST/SELL RATIO	100.00	0.00		88.83	90.36	
	DAYS TO SELL	56	0	100.0%	331	154	114.9%
	ACTIVE INVENTORY	44					
	AVERAGE PRICE	\$2,300,000	\$0	100.0%	\$569,000	\$512,293	11.1%
	MEDIAN PRICE	\$2,300,000	\$0	100.0%	\$350,000	\$383,000	-8.6%
IC&I							
	UNITS LISTED	5	8	-37.5%	48	52	-7.7%
	UNITS SOLD	1	1	0.0%	10	5	100.0%
	SALES DOLLARS	\$230,000	\$155,000	48.4%	\$2,087,500	\$897,500	132.6%
	LIST/SELL RATIO	92.00	72.09		90.7	76.66	
	DAYS TO SELL	14	387	-96.4%	161	213	-24.4%
	ACTIVE INVENTORY	68					
	AVERAGE PRICE	\$230,000	\$155,000	48.4%	\$208,750	\$179,500	16.3%
	MEDIAN PRICE	\$230,000	\$155,000	48.4%	\$178,250	\$155,000	15.0%
IC&I Land							
	UNITS LISTED	7	4	75.0%	42	50	-16.0%
	UNITS SOLD	1	0	100.0%	4	3	33.3%
	SALES DOLLARS	\$1,250,000	\$0	100.0%	\$2,671,500	\$796,600	235.4%
	LIST/SELL RATIO	71.42	0.00		85.07	87.14	
	DAYS TO SELL	1558	0	100.0%	537	316	69.9%
	ACTIVE INVENTORY	61					
	AVERAGE PRICE	\$1,250,000	\$0	100.0%	\$667,875	\$265,533	151.5%
	MEDIAN PRICE	\$1,250,000	\$0	100.0%	\$675,000	\$252,600	167.2%

COMPARATIVE ACTIVITY BY PROPERTY TYPE

**August 31, 2002
NORTH OKANAGAN**

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots							
	UNITS LISTED	63	15	320.0%	180	245	-26.5%
	UNITS SOLD	11	5	120.0%	75	67	11.9%
	SALES DOLLARS	\$482,500	\$348,400	38.5%	\$5,270,775	\$3,991,950	32.0%
	LIST/SELL RATIO	89.20	94.32		88.45	88.35	
	DAYS TO SELL	343	383	-10.4%	413	399	3.5%
	ACTIVE INVENTORY	314					
	AVERAGE PRICE	\$43,864	\$69,680	-37.0%	\$70,277	\$59,581	18.0%
	MEDIAN PRICE	\$44,500	\$59,900	-25.7%	\$70,000	\$58,000	20.7%
Leases							
	UNITS LISTED	3	5	-40.0%	40	26	53.8%
	UNITS SOLD	1	0	100.0%	6	5	20.0%
	SALES DOLLARS	\$27,424	\$0	100.0%	\$512,647	\$129,403	296.2%
	LIST/SELL RATIO	0.00	0.00		0.00	13.33	
	DAYS TO SELL	326	0	100.0%	228	183	24.6%
	ACTIVE INVENTORY	49					
	AVERAGE PRICE	\$27,424	\$0	100.0%	\$85,441	\$25,881	230.1%
	MEDIAN PRICE	\$27,424	\$0	100.0%	\$46,621	\$10,000	366.2%
Lots (Waterfront)							
	UNITS LISTED	2	2	0.0%	11	14	-21.4%
	UNITS SOLD	2	2	0.0%	5	5	0.0%
	SALES DOLLARS	\$512,000	\$386,750	32.4%	\$1,257,000	\$1,086,570	15.7%
	LIST/SELL RATIO	98.92	96.25		97.13	91.42	
	DAYS TO SELL	581	228	154.8%	298	236	26.3%
	ACTIVE INVENTORY	15					
	AVERAGE PRICE	\$256,000	\$193,375	32.4%	\$251,400	\$217,314	15.7%
	MEDIAN PRICE	\$256,000	\$193,285	32.4%	\$260,000	\$226,670	14.7%
Multi-Family							
	UNITS LISTED	2	5	-60.0%	25	25	0.0%
	UNITS SOLD	2	1	100.0%	11	4	175.0%
	SALES DOLLARS	\$645,000	\$240,000	168.8%	\$3,587,400	\$667,000	437.8%
	LIST/SELL RATIO	93.37	80.13		90.75	83.00	
	DAYS TO SELL	42	608	-93.1%	138	324	-57.4%
	ACTIVE INVENTORY	29					
	AVERAGE PRICE	\$322,500	\$240,000	34.4%	\$326,127	\$166,750	95.6%
	MEDIAN PRICE	\$322,500	\$240,000	34.4%	\$240,000	\$180,000	33.3%
Mobile Homes							
	UNITS LISTED	17	19	-10.5%	143	161	-11.2%
	UNITS SOLD	10	10	0.0%	67	47	42.6%
	SALES DOLLARS	\$330,500	\$257,300	28.4%	\$2,351,100	\$1,360,188	72.9%
	LIST/SELL RATIO	85.03	77.23		80.65	80.74	
	DAYS TO SELL	103	205	-49.8%	155	186	-16.7%
	ACTIVE INVENTORY	98					
	AVERAGE PRICE	\$33,050	\$25,730	28.4%	\$35,091	\$28,940	21.3%
	MEDIAN PRICE	\$29,000	\$21,250	36.5%	\$27,000	\$24,000	12.5%

COMPARATIVE ACTIVITY BY PROPERTY TYPE

August 31, 2002

NORTH OKANAGAN

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Residential						
UNITS LISTED	132	122	8.2%	1209	1122	7.8%
UNITS SOLD	80	96	-16.7%	673	582	15.6%
SALES DOLLARS	\$12,996,775	\$14,621,450	-11.1%	\$108,937,118	\$85,837,823	26.9%
LIST/SELL RATIO	94.28	94.83		95.13	93.72	
DAYS TO SELL	107	107	0.0%	99	108	-8.3%
ACTIVE INVENTORY	576					
AVERAGE PRICE	\$162,460	\$152,307	6.7%	\$161,868	\$147,488	9.8%
MEDIAN PRICE	\$150,000	\$145,000	3.4%	\$147,500	\$140,000	5.4%
Residential (Waterfront)						
UNITS LISTED	6	6	0.0%	61	60	1.7%
UNITS SOLD	8	7	14.3%	42	25	68.0%
SALES DOLLARS	\$3,046,000	\$1,333,750	128.4%	\$14,302,000	\$8,155,650	75.4%
LIST/SELL RATIO	94.85	81.30		91.91	86.73	
DAYS TO SELL	181	200	-9.5%	209	272	-23.2%
ACTIVE INVENTORY	29					
AVERAGE PRICE	\$380,750	\$190,536	99.8%	\$340,524	\$326,226	4.4%
MEDIAN PRICE	\$368,500	\$205,000	79.8%	\$347,500	\$318,000	9.3%
NORTH OKANAGAN - TOTALS						
UNITS LISTED	328	322	1.9%	2674	2671	0.1%
UNITS SOLD	183	160	14.4%	1307	1092	19.7%
SALES DOLLARS	\$31,969,599	\$24,443,550	30.8%	\$207,361,313	\$157,620,383	31.6%
LIST/SELL RATIO	93.61	91.14		92.64	90.56	
DAYS TO SELL	154	168	-8.3%	160	164	-2.4%
ACTIVE INVENTORY	2036					

RESIDENTIAL LISTING / SALES ANALYSIS

**August 31, 2002
NORTH OKANAGAN**

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 90000	10	83	5	41
90001 to 110000	11	108	9	73
110001 to 130000	24	214	16	125
130001 to 150000	21	199	11	114
150001 to 170000	16	171	13	106
170001 to 190000	11	123	5	65
190001 to 210000	5	72	4	40
210001 to 230000	6	60	7	35
230001 to 250000	7	42	3	21
250001 to 270000	7	31	4	15
270001 to 290000	3	20	0	9
290001 to 310000	1	15	0	4
310001 and over	10	71	3	25
	132	1209	80	673

RESIDENTIAL LISTING / SALES ANALYSIS

**August 31, 2002
NORTH OKANAGAN**

	Mthly Listings	YTD Listings		Mthly Sales		YTD Sales
Range	Total	Total		Total		Total
0 to 30000	3	29		3		17
30001 to 40000	0	28		2		4
40001 to 50000	1	21		2		9
50001 to 60000	13	26		5		13
60001 to 70000	25	37		1		6
70001 to 80000	3	20		0		17
80001 to 90000	4	10		4		9
90001 and over	34	135		9		52
	83	306		26		127