

**NORTH DIVISION
MONTHLY STATISTICS**

FOR

August 1 - 31, 2003

NORTH OKANAGAN DIVISION

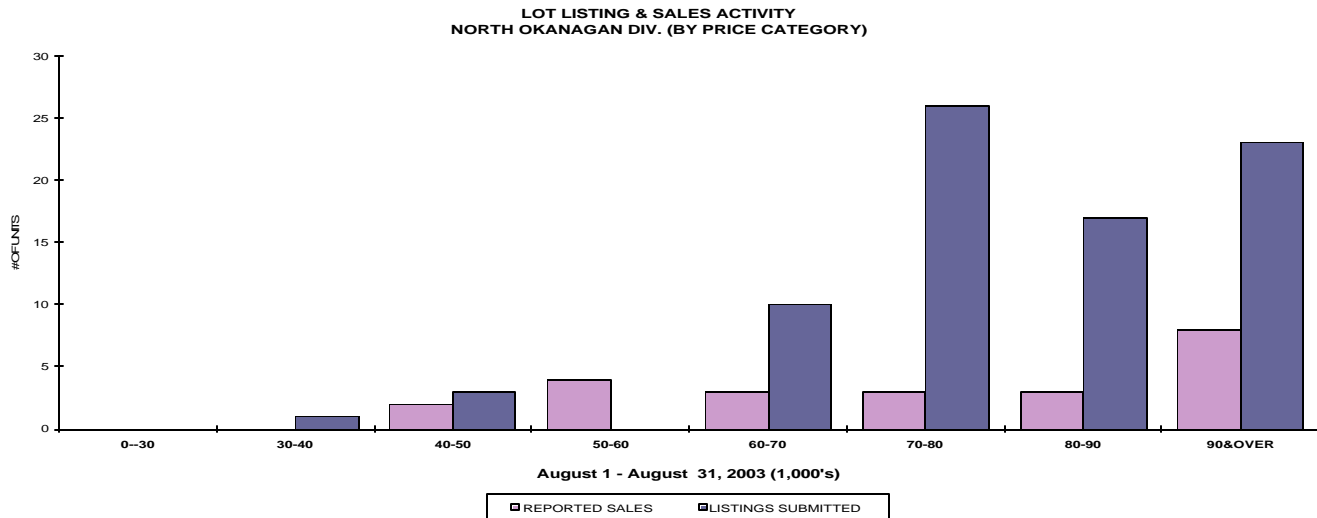
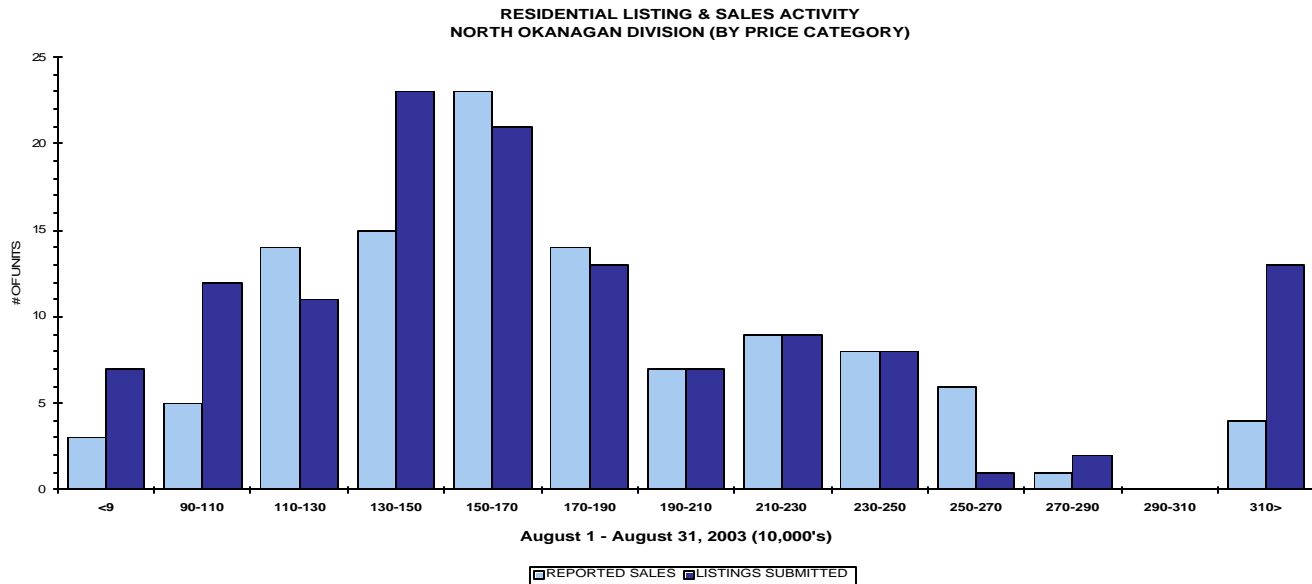
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August 2003

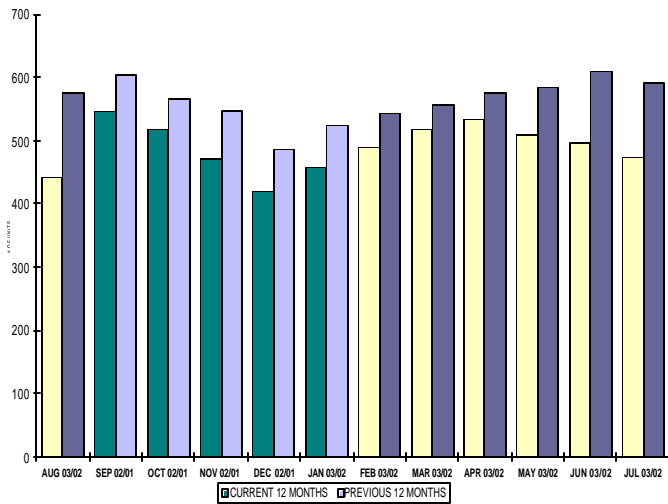
QUICK SUMMARY

	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>
August 2003	210	\$39,765,958	110	\$19,216,258	343	1,601
July 2003	263	\$44,529,085	148	\$26,346,750	377	1,649
August 2002	183	\$31,969,599	80	\$12,996,775	328	2,036

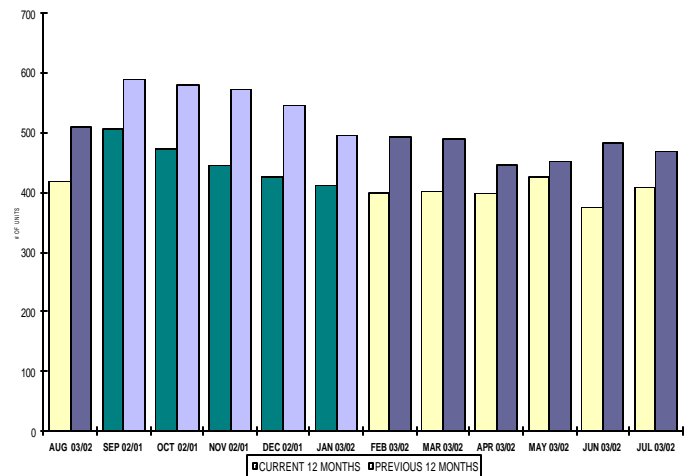
The average number of listings-per-licensee is 7.6



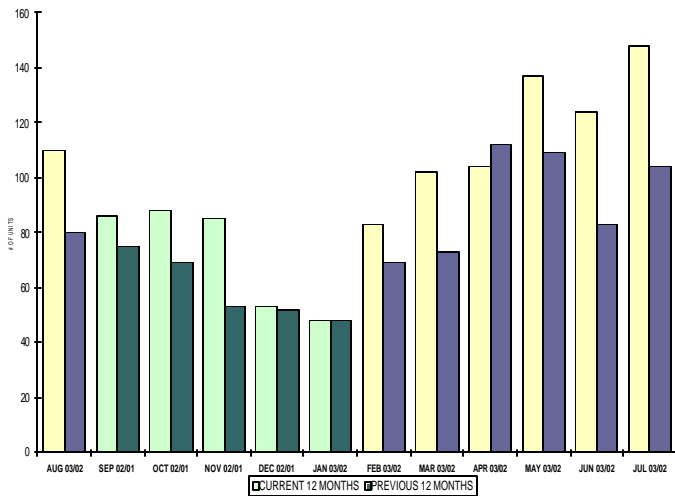
INVENTORY OF ACTIVE LISTINGS
RESIDENTIAL - NORTH OKANAGAN DIVISION



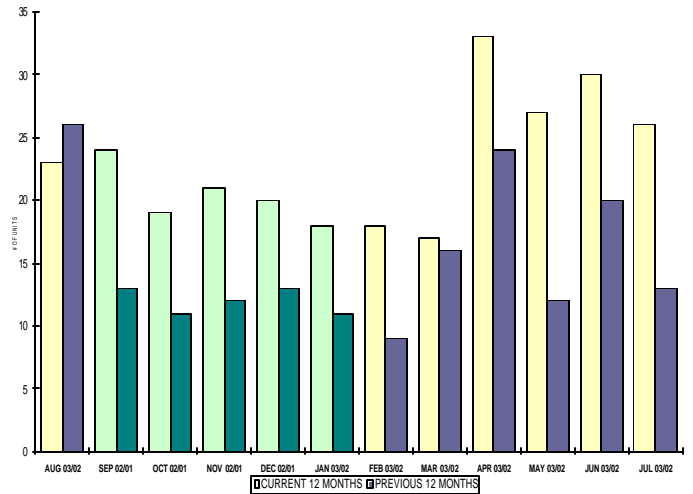
INVENTORY OF ACTIVE LISTINGS
LOTS - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD
RESIDENTIAL - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD
LOTS - NORTH OKANAGAN DIVISION



NORTH OKANAGAN DIVISION

August 2003

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	5	9	142	3.52%	480
ACREAGE/HOUSE	17	33	189	8.99%	243
CONDO/APT	7	12	58	12.07%	185
CONDO/TWNHSE	18	19	72	25.00%	151
LOTS	18	71	276	6.52%	204
RESIDENTIAL	110	135	441	24.94%	77

AVERAGE HOUSE PRICE \$174,693

MEDIAN HOUSE PRICE \$165,000

Lots Include: Acreage Waterfront, Lots, Lots Waterfront

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

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ZONE CO TOTALS						
Units Listed	532	663	-19.76%	5350	5822	-8.11%
Units Sold	431	408	5.64%	3527	3578	-1.43%
Sales Dollars	\$93,650,669	\$75,440,831	24.14%	\$736,261,791	\$655,777,664	12.27%
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	2242	2792	-19.70%			
ZONE NO TOTALS						
Units Listed	343	331	3.63%	2677	2744	-2.44%
Units Sold	210	183	14.75%	1616	1347	19.97%
Sales Dollars	\$39,765,958	\$31,650,099	25.64%	\$273,881,299	\$213,154,694	28.49%
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	1601	1968	-18.65%			
ZONE SH TOTALS						
Units Listed	173	170	1.76%	1439	1531	-6.01%
Units Sold	102	90	13.33%	716	599	19.53%
Sales Dollars	\$14,195,600	\$15,696,586	-9.56%	\$105,383,194	\$85,264,096	23.60%
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	1452	1586	-8.45%			
ZONE OB TOTALS						
Units Listed	10	12	-16.67%	129	156	-17.31%
Units Sold	2	5	-60.00%	20	19	5.26%
Sales Dollars	\$719,900	\$2,603,250	-72.35%	\$13,837,500	\$6,099,951	126.85%
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	149	146	2.05%			
GRAND TOTALS						
Units Listed	1058	1176	-10.03%	9595	10253	-6.42%
Units Sold	745	686	8.60%	5879	5543	6.06%
Sales Dollars	\$148,332,127	\$125,390,766	18.30%	\$1,129,363,784	\$960,296,405	17.61%
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	5444	6492	-16.14%			

LICENSEES
August 31, 2003

	TOTAL NUMBER OF LICENSEES	TOTAL NUMBER OF LICENSEES	CHANGE BY NUMBER	CHANGE BY %
	August 31/03	August 31/02		
ALL DIVISIONS	779	691	88	12.74%
CENTRAL OK DIV.	501	439	62	14.12%
NORTH OK DIV.	209	185	24	12.97%
SHUSWAP DIV.	69	67	2	2.99%
CURRENT MEMBERSHIP				
AGENT LICENSEES	71			
SALESPERSONS	638			
PROPERTY MANAGEMENT	9			
9:15 LICENCEE MEMBER	59			
EXEMPTION MEMBER	2			
TOTALS	779			

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

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	9	17	-47.1%	110	112	-1.8%
Units Sold	5	11	-54.5%	42	42	0.0%
Sales Dollars	\$844,500	\$2,292,400	-63.2%	\$6,926,800	\$5,861,565	18.2%
List/Sell Ratio	98.38%	87.60%	12.3%	91.70%	88.37%	3.8%
Days to Sell	480	566	-15.2%	312	336	-7.1%
Active Inventory	142	169	-16.0%			
Average Price	\$168,900	\$208,400	-19.0%	\$164,924	\$139,561	18.2%
Median Price	\$137,000	\$122,000	12.3%	\$115,000	\$97,250	18.3%
Acreage with House						
Units Listed	33	29	13.8%	302	325	-7.1%
Units Sold	17	19	-10.5%	137	133	3.0%
Sales Dollars	\$4,550,500	\$4,124,000	10.3%	\$35,623,050	\$29,298,216	21.6%
List/Sell Ratio	94.23%	89.92%	4.8%	93.30%	91.53%	1.9%
Days to Sell	243	124	96.0%	180	160	12.5%
Active Inventory	189	270	-30.0%			
Average Price	\$267,676	\$217,053	23.3%	\$260,022	\$220,287	18.0%
Median Price	\$266,500	\$240,000	11.0%	\$237,000	\$205,516	15.3%
Acreage (Waterfront)						
Units Listed	1	1	0.0%	10	8	25.0%
Units Sold	1	2	-50.0%	6	5	20.0%
Sales Dollars	\$300,000	\$285,000	5.3%	\$1,203,500	\$825,000	45.9%
List/Sell Ratio	92.30%	100.08%	-7.8%	89.27%	97.03%	-8.0%
Days to Sell	23	487	-95.3%	186	350	-46.9%
Active Inventory	5	10	-50.0%			
Average Price	\$300,000	\$142,500	110.5%	\$200,583	\$165,000	21.6%
Median Price	\$300,000	\$142,500	110.5%	\$183,000	\$168,000	8.9%
Business						
Units Listed	3	7	-57.1%	68	69	-1.4%
Units Sold	3	2	50.0%	13	12	8.3%
Sales Dollars	\$478,100	\$254,500	87.9%	\$2,469,500	\$2,032,300	21.5%
List/Sell Ratio	83.09%	86.22%	-3.6%	83.13%	81.06%	2.6%
Days to Sell	109	257	-57.6%	232	254	-8.7%
Active Inventory	64	72	-11.1%			
Average Price	\$159,367	\$127,250	25.2%	\$189,962	\$169,358	12.2%
Median Price	\$155,000	\$127,250	21.8%	\$65,000	\$107,000	-39.3%
Condo (Townhouse)						
Units Listed	19	21	-9.5%	183	266	-31.2%
Units Sold	18	18	0.0%	154	165	-6.7%
Sales Dollars	\$2,106,200	\$2,146,200	-1.9%	\$19,579,934	\$20,080,618	-2.5%
List/Sell Ratio	96.28%	96.01%	0.3%	96.40%	95.28%	1.2%
Days to Sell	151	97	55.7%	118	110	7.3%
Active Inventory	72	107	-32.7%			
Average Price	\$117,011	\$119,233	-1.9%	\$127,142	\$121,701	4.5%
Median Price	\$93,000	\$115,500	-19.5%	\$117,750	\$114,000	3.3%
Condo (Apt)						
Units Listed	12	15	-20.0%	106	130	-18.5%
Units Sold	7	12	-41.7%	81	71	14.1%
Sales Dollars	\$541,900	\$970,400	-44.2%	\$7,176,550	\$6,329,655	13.4%
List/Sell Ratio	94.17%	94.34%	-0.2%	94.02%	94.79%	-0.8%
Days to Sell	185	240	-22.9%	287	210	36.7%
Active Inventory	58	111	-47.7%			
Average Price	\$77,414	\$80,867	-4.3%	\$88,599	\$89,150	-0.6%
Median Price	\$68,000	\$72,750	-6.5%	\$84,500	\$78,000	8.3%

North Division Comparative Activity By Property Type

August 31, 2003

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	19	7	171.4%	71	51	39.2%
Units Sold	7	4	75.0%	37	18	105.6%
Sales Dollars	\$1,189,000	\$377,400	215.1%	\$6,045,250	\$1,829,300	230.5%
List/Sell Ratio	124.08%	90.83%	36.6%	100.08%	90.33%	10.8%
Days to Sell	23	122	-81.1%	164	174	-5.7%
Active Inventory	37	40	-7.5%			
Average Price	\$169,857	\$94,350	80.0%	\$163,385	\$101,628	60.8%
Median Price	\$161,500	\$93,750	72.3%	\$145,000	\$91,000	59.3%
Farms						
Units Listed	0	1	-100.0%	22	36	-38.9%
Units Sold	3	1	200.0%	8	12	-33.3%
Sales Dollars	\$864,000	\$2,300,000	-62.4%	\$3,144,000	\$6,828,000	-54.0%
List/Sell Ratio	84.59%	100.00%	-15.4%	88.81%	88.83%	0.0%
Days to Sell	796	56	1321.4%	460	331	39.0%
Active Inventory	30	44	-31.8%			
Average Price	\$288,000	\$2,300,000	-87.5%	\$393,000	\$569,000	-30.9%
Median Price	\$259,000	\$2,300,000	-88.7%	\$351,250	\$350,000	0.4%
IC&I						
Units Listed	9	5	80.0%	81	47	72.3%
Units Sold	1	1	0.0%	17	10	70.0%
Sales Dollars	\$176,500	\$230,000	-23.3%	\$4,570,850	\$2,087,500	119.0%
List/Sell Ratio	0.00%	92.00%	-100.0%	84.22%	90.70%	-7.1%
Days to Sell	285	14	1935.7%	328	161	103.7%
Active Inventory	84	73	15.1%			
Average Price	\$176,500	\$230,000	-23.3%	\$268,874	\$208,750	28.8%
Median Price	\$176,500	\$230,000	-23.3%	\$185,000	\$178,250	3.8%
IC&I Land						
Units Listed	3	6	-50.0%	30	43	-30.2%
Units Sold	0	1	-100.0%	5	4	25.0%
Sales Dollars	\$0	\$1,250,000	-100.0%	\$2,205,000	\$2,671,500	-17.5%
List/Sell Ratio	0.00%	71.42%	-100.0%	81.47%	85.07%	-4.2%
Days to Sell	0	1558	-100.0%	344	537	-35.9%
Active Inventory	41	57	-28.1%			
Average Price	\$0	\$1,250,000	-100.0%	\$441,000	\$667,875	-34.0%
Median Price	\$0	\$1,250,000	-100.0%	\$280,000	\$675,000	-58.5%
Lots						
Units Listed	70	62	12.9%	182	177	2.8%
Units Sold	15	11	36.4%	136	75	81.3%
Sales Dollars	\$1,114,600	\$482,500	131.0%	\$9,135,803	\$5,270,775	73.3%
List/Sell Ratio	99.65%	89.20%	11.7%	94.77%	90.98%	4.2%
Days to Sell	521	343	51.9%	403	413	-2.4%
Active Inventory	268	274	-2.2%			
Average Price	\$74,307	\$43,864	69.4%	\$67,175	\$70,277	-4.4%
Median Price	\$67,500	\$44,500	51.7%	\$62,000	\$70,000	-11.4%
Leases						
Units Listed	6	3	100.0%	38	41	-7.3%
Units Sold	0	1	-100.0%	4	6	-33.3%
Sales Dollars	\$0	\$27,424	-100.0%	\$209,060	\$512,647	-59.2%
List/Sell Ratio	0.00%	0.00%	0.0%	0.00%	0.00%	0.0%
Days to Sell	0	326	-100.0%	315	228	38.2%
Active Inventory	38	50	-24.0%			
Average Price	\$0	\$27,424	-100.0%	\$52,265	\$85,441	-38.8%
Median Price	\$0	\$27,424	-100.0%	\$28,630	\$46,621	-38.6%

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

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots (Waterfront)						
Units Listed	0	2	-100.0%	8	11	-27.3%
Units Sold	2	2	0.0%	7	5	40.0%
Sales Dollars	\$645,000	\$512,000	26.0%	\$1,795,750	\$1,257,000	42.9%
List/Sell Ratio	98.17%	98.92%	-0.8%	94.89%	97.13%	-2.3%
Days to Sell	70	581	-88.0%	246	298	-17.4%
Active Inventory	3	15	-80.0%			
Average Price	\$322,500	\$256,000	26.0%	\$256,536	\$251,400	2.0%
Median Price	\$322,500	\$256,000	26.0%	\$292,000	\$260,000	12.3%
Multi-Family						
Units Listed	1	2	-50.0%	31	24	29.2%
Units Sold	3	1	200.0%	17	10	70.0%
Sales Dollars	\$1,038,000	\$240,000	332.5%	\$7,234,900	\$3,182,400	127.3%
List/Sell Ratio	94.07%	92.34%	1.9%	93.19%	90.34%	3.2%
Days to Sell	81	85	-4.7%	133	152	-12.5%
Active Inventory	18	31	-41.9%			
Average Price	\$346,000	\$240,000	44.2%	\$425,582	\$318,240	33.7%
Median Price	\$335,000	\$240,000	39.6%	\$232,000	\$238,250	-2.6%
Mobile Homes						
Units Listed	16	17	-5.9%	149	143	4.2%
Units Sold	6	10	-40.0%	68	67	1.5%
Sales Dollars	\$204,900	\$330,500	-38.0%	\$2,770,200	\$2,351,100	17.8%
List/Sell Ratio	90.15%	85.03%	6.0%	87.35%	83.69%	4.4%
Days to Sell	49	103	-52.4%	128	155	-17.4%
Active Inventory	80	103	-22.3%			
Average Price	\$34,150	\$33,050	3.3%	\$40,738	\$35,091	16.1%
Median Price	\$30,500	\$29,000	5.2%	\$31,500	\$27,000	16.7%
Residential						
Units Listed	135	129	4.7%	1230	1199	2.6%
Units Sold	110	79	39.2%	855	670	27.6%
Sales Dollars	\$19,216,258	\$12,781,775	50.3%	\$150,103,852	\$108,435,118	38.4%
List/Sell Ratio	96.62%	95.18%	1.5%	95.94%	95.66%	0.3%
Days to Sell	77	108	-28.7%	85	99	-14.1%
Active Inventory	441	592	-25.5%			
Average Price	\$174,693	\$161,795	8.0%	\$175,560	\$161,843	8.5%
Median Price	\$165,000	\$150,000	10.0%	\$158,000	\$147,500	7.1%
Residential (Waterfront)						
Units Listed	7	7	0.0%	56	62	-9.7%
Units Sold	12	8	50.0%	29	42	-31.0%
Sales Dollars	\$6,496,500	\$3,046,000	113.3%	\$13,687,300	\$14,302,000	-4.3%
List/Sell Ratio	93.60%	94.85%	-1.3%	95.27%	91.91%	3.7%
Days to Sell	163	181	-9.9%	122	209	-41.6%
Active Inventory	31	35	-11.4%			
Average Price	\$541,375	\$380,750	42.2%	\$471,976	\$340,524	38.6%
Median Price	\$535,000	\$368,500	45.2%	\$480,000	\$347,500	38.1%
NORTH OKANAGAN - TOTALS						
Units Listed	343	331	3.6%	2677	2744	-2.4%
Units Sold	210	183	14.8%	1616	1347	20.0%
Sales Dollars	\$39,765,958	\$31,650,099	25.6%	\$273,881,299	\$213,154,694	28.5%
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	1601	2053	-22.0%			

**North Residential Listing/Sales Analysis
August 31, 2003**

	Mthly Listings	YTD Listings		Mthly Sales	YTD Sales
Range	Total	Total		Total	Total
0 to 90000	7	51		3	53
90001 to 110000	12	62		5	48
110001 to 130000	11	159		14	127
130001 to 150000	23	198		15	143
150001 to 170000	21	164		23	121
170001 to 190000	13	120		14	89
190001 to 210000	7	95		7	59
210001 to 230000	9	87		9	65
230001 to 250000	8	70		8	48
250001 to 270000	1	39		6	21
270001 to 290000	2	25		1	15
290001 to 310000	0	15		0	9
310001 and over	13	111		4	41
Totals	127	1196		109	839

North Division Lot Listing/Sales Analysis					
	Mthly Listings	YTD Listings		Mthly Sales	YTD Sales
Range	Total	Total		Total	Total
0 to 30000	0	16		0	22
30001 to 40000	1	17		0	7
40001 to 50000	3	22		2	15
50001 to 60000	0	15		4	23
60001 to 70000	10	27		3	38
70001 to 80000	26	33		3	14
80001 to 90000	17	26		3	6
90001 and over	23	154		8	66
Totals	80	310		23	191