

NORTH DIVISION MONTHLY STATISTICS

FOR

August 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

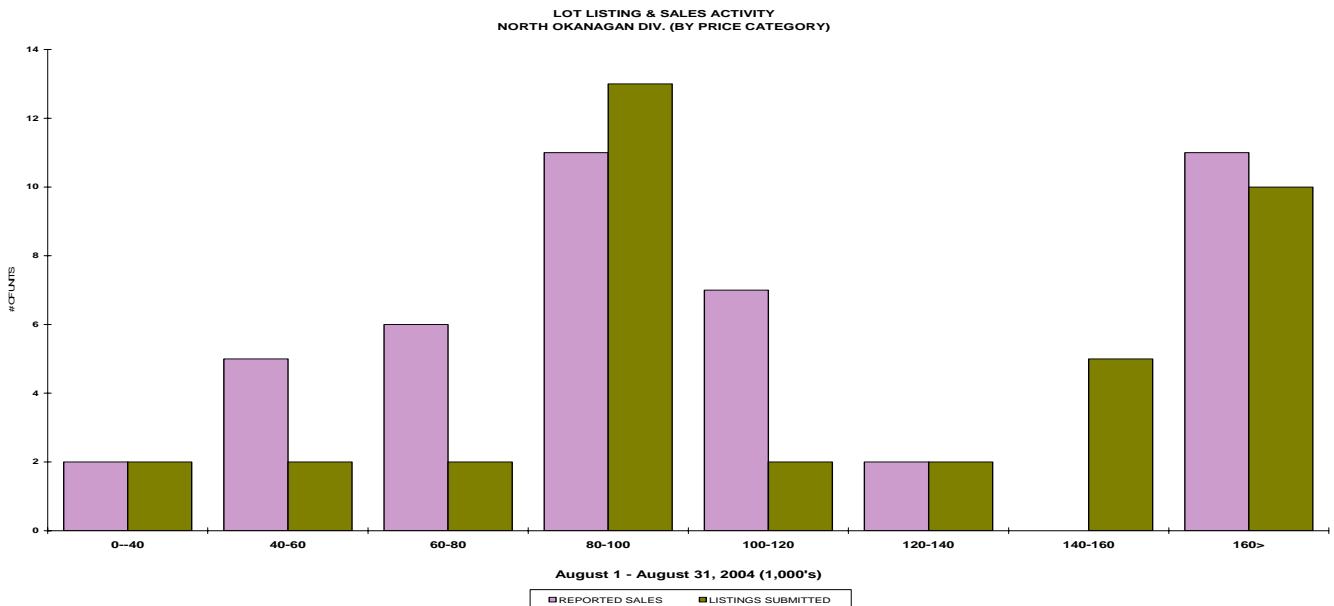
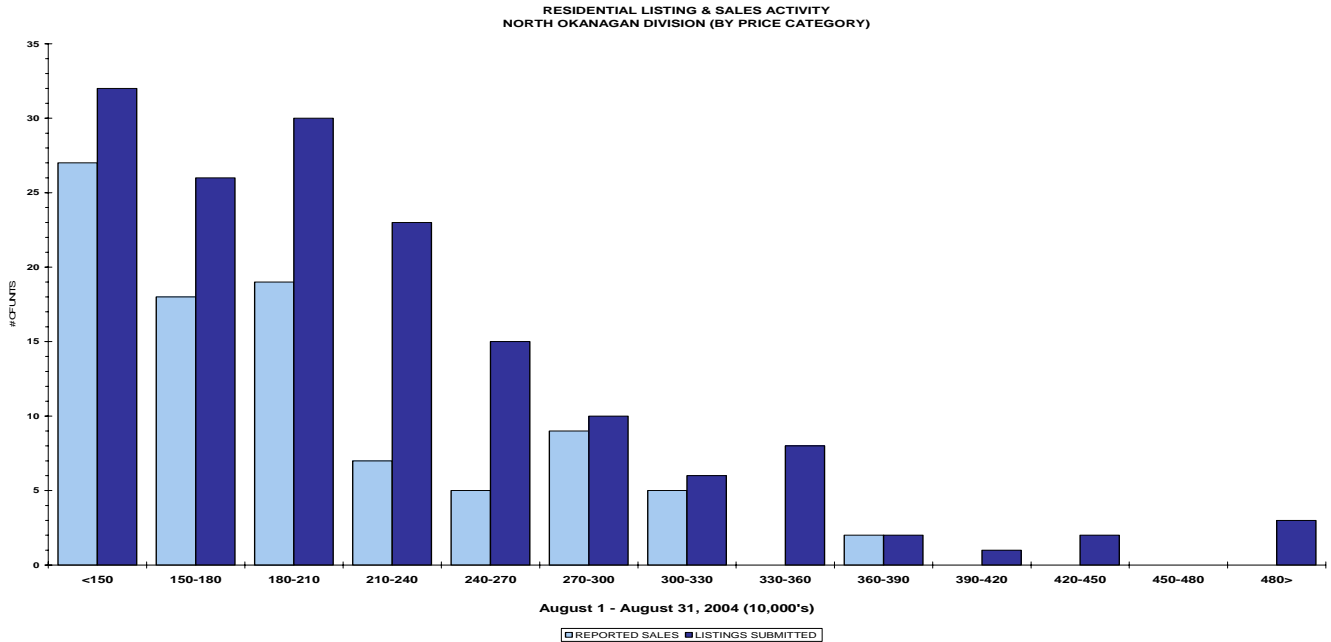
STAT - O - GRAM

August 2004

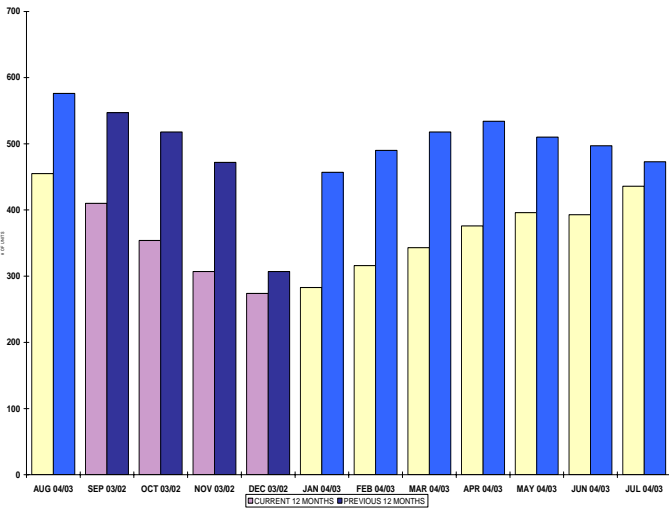
QUICK SUMMARY

	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>
August 2004	231	\$39,687,003	93	\$18,165,900	361	1496
July 2004	244	\$51,584,158	115	\$24,727,500	430	1,488
August 2003	192	\$34,545,583	101	\$17,618,733	333	1,601

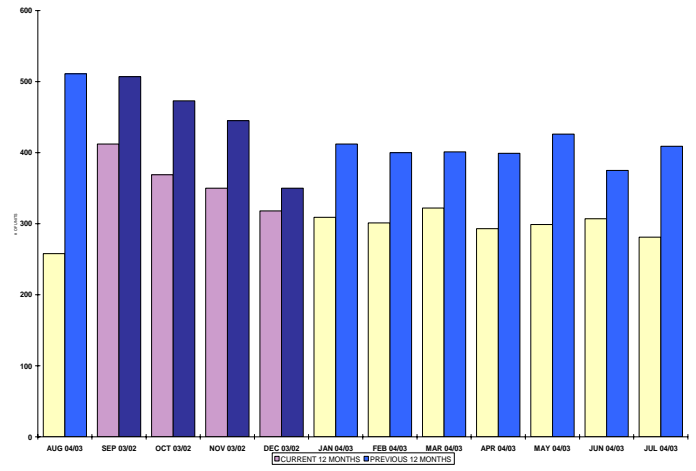
The North Zone has **249** Members. The average number of listings-per-licensee is 5.9



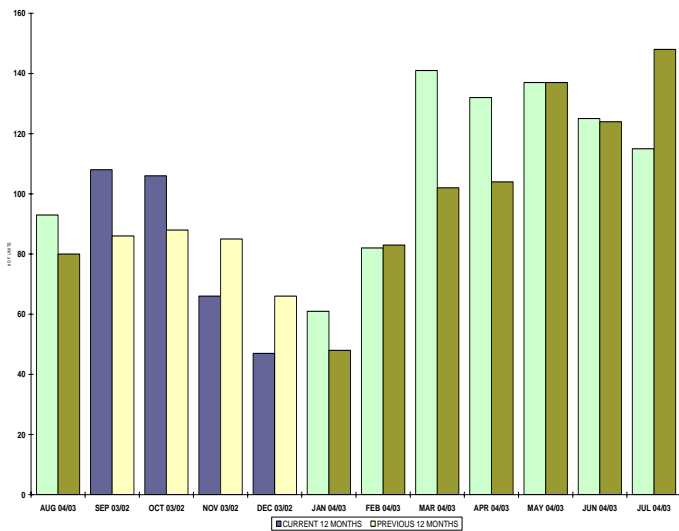
INVENTORY OF ACTIVE LISTINGS
RESIDENTIAL - NORTH OKANAGAN DIVISION



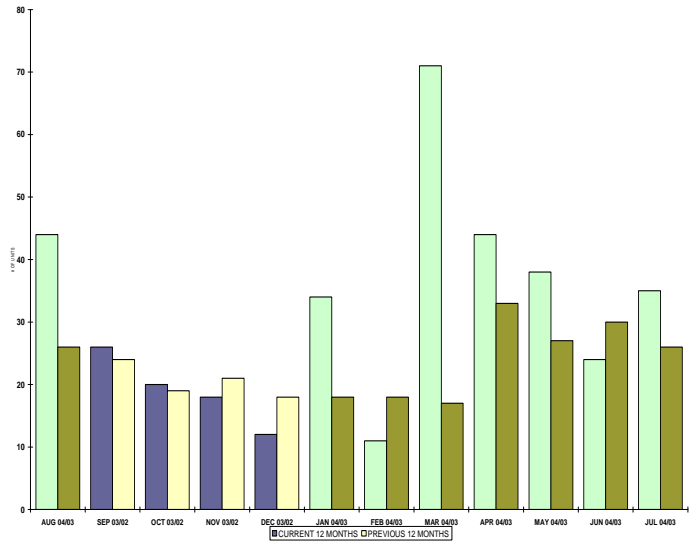
INVENTORY OF ACTIVE LISTINGS
LOTS - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD
RESIDENTIAL - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD
LOTS - NORTH OKANAGAN DIVISION



NORTH OKANAGAN DIVISION

August 2004

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	14	14	87	16.09%	242
ACREAGE/HOUSE	12	38	185	6.49%	103
CONDO/APT	19	18	71	26.76%	43
CONDO/TWNHSE	35	44	127	27.56%	46
LOTS	30	24	171	17.54%	113
RESIDENTIAL	93	101	455	20.44%	63

AVERAGE HOUSE PRICE \$195,332

MEDIAN HOUSE PRICE \$183,500

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

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

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

**ZONE CO
TOTALS**

Units Listed	813	536	51.7%	6490	5184	25.2%
Units Sold	463	419	10.5%	3782	3461	9.3%
Sales Dollars	\$124,507,708	\$88,872,735	40.1%	\$944,238,822	\$724,658,919	30.3%
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	2879	2242	28.4%			

**ZONE NO
TOTALS**

Units Listed	361	333	8.4%	3046	2541	19.9%
Units Sold	231	192	20.3%	1923	1553	23.8%
Sales Dollars	\$39,687,003	\$34,545,583	14.9%	\$354,600,569	\$257,745,350	37.6%
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	1496	1601	-6.6%			

**ZONE SH
TOTALS**

Units Listed	177	167	6.0%	1553	1402	10.8%
Units Sold	159	95	67.4%	960	696	37.9%
Sales Dollars	\$26,226,290	\$14,334,700	83.0%	\$159,345,302	\$102,665,394	55.2%
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	1124	1452	-22.6%			

**ZONE OB
TOTALS**

Units Listed	14	11	27.3%	114	125	-8.8%
Units Sold	3	0	100.0%	38	16	137.5%
Sales Dollars	\$1,004,000	\$0	100.0%	\$16,476,047	\$6,187,700	166.3%
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	135	149	-9.4%			

GRAND TOTALS

Units Listed	1365	1047	30.4%	11203	9252	21.1%
Units Sold	856	706	21.2%	6703	5726	17.1%
Sales Dollars	\$191,425,001	\$137,753,018	39.0%	\$1,474,660,740	\$1,091,257,363	35.1%
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	5634	5444	3.5%			

LICENSEES
August 31, 2004

	TOTAL NUMBER OF LICENSEES August 31/04	TOTAL NUMBER OF LICENSEES August 31/03	CHANGE BY NUMBER	CHANGE BY %
ALL DIVISIONS	884	779	105	13.48%
CENTRAL OK DIV.	550	501	49	9.78%
NORTH OK DIV.	249	209	40	19.14%
SHUSWAP DIV.	85	69	16	23.19%

CURRENT MEMBERSHIP

AGENT LICENSEES	77
SALESPERSONS	733
PROPERTY MANAGEMENT	8
9:15 LICENCEE MEMBER	62
EXEMPTION MEMBER	4

TOTALS **884**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	14	9	55.6%	106	105	1.0%
Units Sold	14	5	180.0%	64	40	60.0%
Sales Dollars	\$2,155,000	\$1,002,000	115.1%	\$9,970,500	\$5,121,800	94.7%
List/Sell Ratio	94.31%	100.09%		93.51%	91.75%	
Days to Sell	242	408	-40.7%	285	321	-11.2%
Active Inventory	87	142	-38.7%			
Average Price	\$153,929	\$200,400	-23.2%	\$155,789	\$128,045	21.7%
Median Price	\$180,000	\$230,000	-21.7%	\$128,250	\$112,500	14.0%
Acreage with House						
Units Listed	38	33	15.2%	325	288	12.8%
Units Sold	12	12	0.0%	171	130	31.5%
Sales Dollars	\$3,337,650	\$2,984,000	11.9%	\$49,892,675	\$33,481,050	49.0%
List/Sell Ratio	92.39%	93.73%		95.20%	93.42%	
Days to Sell	103	273	-62.3%	120	174	-31.0%
Active Inventory	185	189	-2.1%	139	270	
Average Price	\$278,138	\$248,667	11.9%	\$291,770	\$257,547	13.3%
Median Price	\$258,750	\$242,500	6.7%	\$269,000	\$236,000	14.0%
Acreage (Waterfront)						
Units Listed	1	1	0.0%	8	10	-20.0%
Units Sold	2	1	100.0%	5	7	-28.6%
Sales Dollars	\$247,500	\$300,000	-17.5%	\$605,400	\$1,418,500	-57.3%
List/Sell Ratio	95.26%	92.30%		94.78%	89.27%	
Days to Sell	38	22	72.7%	59	208	-71.6%
Active Inventory	5	5	0.0%			
Average Price	\$123,750	\$300,000	-58.8%	\$121,080	\$202,643	-40.2%
Median Price	\$123,750	\$300,000	-58.8%	\$123,750	\$215,000	-42.4%
Business						
Units Listed	5	3	66.7%	73	70	4.3%
Units Sold	3	1	200.0%	14	13	7.7%
Sales Dollars	\$510,000	\$155,000	229.0%	\$2,818,430	\$2,469,500	14.1%
List/Sell Ratio	85.29%	78.28%		85.60%	83.13%	
Days to Sell	179	145	23.4%	436	201	116.9%
Active Inventory	69	64	7.8%			
Average Price	\$170,000	\$155,000	9.7%	\$201,316	\$189,962	6.0%
Median Price	\$110,000	\$155,000	-29.0%	\$151,350	\$65,000	132.8%
Condo (Townhouse)						
Units Listed	44	23	91.3%	322	195	65.1%
Units Sold	35	18	94.4%	223	160	39.4%
Sales Dollars	\$5,268,050	\$2,383,000	121.1%	\$31,828,065	\$20,683,333	53.9%
List/Sell Ratio	97.90%	96.23%		97.68%	96.36%	
Days to Sell	46	153	-69.9%	66	108	-38.9%
Active Inventory	127	72	76.4%			
Average Price	\$150,516	\$132,389	13.7%	\$142,727	\$129,271	10.4%
Median Price	\$140,000	\$116,250	20.4%	\$130,000	\$119,950	8.4%
Condo (Apt)						
Units Listed	18	12	50.0%	178	105	69.5%
Units Sold	19	7	171.4%	141	84	67.9%
Sales Dollars	\$2,087,923	\$698,000	199.1%	\$14,976,985	\$7,649,050	95.8%
List/Sell Ratio	96.84%	96.93%		96.55%	94.35%	
Days to Sell	43	133	-67.7%	88	267	-67.0%
Active Inventory	71	58	22.4%			
Average Price	\$109,891	\$99,714	10.2%	\$106,220	\$91,060	16.6%
Median Price	\$100,000	\$104,000	-3.8%	\$95,000	\$92,000	3.3%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	7	19	-63.2%	86	71	21.1%
Units Sold	2	7	-71.4%	60	36	66.7%
Sales Dollars	\$330,000	\$1,189,000	-72.2%	\$9,553,344	\$5,941,250	60.8%
List/Sell Ratio	93.80%	124.08%		96.44%	100.24%	
Days to Sell	101	20	405.0%	90	158	-43.0%
Active Inventory	23	37	-37.8%			
Average Price	\$165,000	\$169,857	-2.9%	\$159,222	\$165,035	-3.5%
Median Price	\$165,000	\$161,500	2.2%	\$137,750	\$146,000	-5.7%
Farms						
Units Listed	6	0	100.0%	48	22	118.2%
Units Sold	2	2	0.0%	12	7	71.4%
Sales Dollars	\$1,385,000	\$605,000	128.9%	\$7,287,725	\$2,774,000	162.7%
List/Sell Ratio	74.18%	89.79%		91.26%	87.41%	
Days to Sell	220	699	-68.5%	302	412	-26.7%
Active Inventory	34	30	13.3%	26	30	
Average Price	\$692,500	\$302,500	128.9%	\$607,310	\$396,286	53.3%
Median Price	\$692,500	\$302,500	128.9%	\$607,500	\$347,500	74.8%
IC&I						
Units Listed	5	9	-44.4%	53	78	-32.1%
Units Sold	3	1	200.0%	22	16	37.5%
Sales Dollars	\$800,000	\$176,500	353.3%	\$6,457,608	\$4,030,850	60.2%
List/Sell Ratio	95.44%	0.00%		89.58%	84.21%	
Days to Sell	122	284	-57.0%	237	330	-28.2%
Active Inventory	57	84	-32.1%			
Average Price	\$266,667	\$176,500	51.1%	\$293,528	\$251,928	16.5%
Median Price	\$217,000	\$176,500	22.9%	\$192,000	\$182,500	5.2%
IC&I Land						
Units Listed	3	3	0.0%	40	30	33.3%
Units Sold	2	0	100.0%	19	3	533.3%
Sales Dollars	\$572,000	\$0	100.0%	\$8,375,800	\$1,880,000	345.5%
List/Sell Ratio	91.11%	0.00%		93.20%	77.66%	
Days to Sell	217	0	100.0%	220	186	18.3%
Active Inventory	50	41	22.0%			
Average Price	\$286,000	\$0	100.0%	\$440,832	\$626,667	-29.7%
Median Price	\$286,000	\$0	100.0%	\$152,000	\$300,000	-49.3%
Lots						
Units Listed	23	70	-67.1%	228	182	25.3%
Units Sold	27	15	80.0%	186	138	34.8%
Sales Dollars	\$2,446,550	\$1,034,950	136.4%	\$15,363,950	\$9,153,653	67.8%
List/Sell Ratio	95.01%	100.74%		97.36%	94.81%	
Days to Sell	170	530	-67.9%	247	399	-38.1%
Active Inventory	162	268	-39.6%			
Average Price	\$90,613	\$68,997	31.3%	\$82,602	\$66,331	24.5%
Median Price	\$80,500	\$60,000	34.2%	\$77,750	\$61,750	25.9%
Leases						
Units Listed	1	6	-83.3%	43	38	13.2%
Units Sold	1	0	100.0%	4	4	0.0%
Sales Dollars	\$124,630	\$0	100.0%	\$184,300	\$209,060	-11.8%
List/Sell Ratio	0.00%	0.00%		0.00%	0.00%	
Days to Sell	85	0	100.0%	295	302	-2.3%
Active Inventory	45	38	18.4%			
Average Price	\$0	\$0	0.0%	\$46,075	\$52,265	-11.8%
Median Price	\$124,630	\$0	100.0%	\$25,650	\$28,630	-10.4%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots (Waterfront)						
Units Listed	0	0	100.0%	14	7	100.0%
Units Sold	1	2	-50.0%	6	7	-14.3%
Sales Dollars	\$650,000	\$645,000	0.8%	\$2,354,500	\$1,795,750	31.1%
List/Sell Ratio	100.00%	98.17%		94.78%	94.89%	
Days to Sell	133	66	101.5%	98	239	-59.0%
Active Inventory	4	3	33.3%			
Average Price	\$650,000	\$322,500	101.6%	\$392,417	\$256,536	53.0%
Median Price	\$650,000	\$322,500	101.6%	\$405,000	\$292,000	38.7%
Multi-Family						
Units Listed	6	1	500.0%	31	29	6.9%
Units Sold	1	1	0.0%	15	17	-11.8%
Sales Dollars	\$368,000	\$403,000	-8.7%	\$5,258,599	\$7,234,900	-27.3%
List/Sell Ratio	94.38%	93.93%		95.53%	93.19%	
Days to Sell	161	185	-13.0%	129	124	4.0%
Active Inventory	20	18	11.1%	10	25	
Average Price	\$368,000	\$403,000	-8.7%	\$350,573	\$425,582	-17.6%
Median Price	\$368,000	\$403,000	-8.7%	\$285,000	\$232,000	22.8%
Mobile Homes						
Units Listed	25	15	66.7%	146	141	3.5%
Units Sold	12	10	20.0%	71	69	2.9%
Sales Dollars	\$427,800	\$343,900	24.4%	\$3,386,950	\$2,745,700	23.4%
List/Sell Ratio	91.28%	87.17%		89.73%	86.92%	
Days to Sell	112	76	47.4%	120	125	-4.0%
Active Inventory	77	80	-3.8%			
Average Price	\$35,650	\$34,390	3.7%	\$47,704	\$39,793	19.9%
Median Price	\$30,000	\$32,750	-8.4%	\$35,000	\$32,000	9.4%
Recreational Property						
Units Listed	1	1	0.0%	16	9	77.8%
Units Sold	0	1	-100.0%	5	3	66.7%
Sales Dollars	\$0	\$20,000	-100.0%	\$881,555	\$217,000	306.2%
List/Sell Ratio	0.00%	66.88%		96.27%	80.70%	
Days to Sell	0	81	0.0%	70	262	-73.3%
Active Inventory	10	0	0.0%			
Average Price	\$0	\$0	0.0%	\$176,311	\$72,333	143.7%
Median Price	\$0	\$20,000	0.0%	\$150,555	\$87,000	73.1%
Residential						
Units Listed	158	124	27.4%	1298	1117	16.2%
Units Sold	93	101	-7.9%	889	794	12.0%
Sales Dollars	\$18,165,900	\$17,618,733	3.1%	\$176,593,183	\$138,247,654	27.7%
List/Sell Ratio	96.06%	96.96%		96.81%	95.96%	
Days to Sell	63	74	-14.9%	62	78	-20.5%
Active Inventory	455	441	3.2%			
Average Price	\$195,332	\$174,443	12.0%	\$198,643	\$174,115	14.1%
Median Price	\$183,500	\$164,000	11.9%	\$180,000	\$158,000	13.9%
Residential (Waterfront)						
Units Listed	5	4	25.0%	27	44	-38.6%
Units Sold	1	8	-87.5%	15	25	-40.0%
Sales Dollars	\$699,000	\$4,987,500	-86.0%	\$8,699,000	\$12,692,300	-31.5%
List/Sell Ratio	100.00%	95.39%		94.80%	97.29%	
Days to Sell	13	105	-87.6%	88	80	10.0%
Active Inventory	12	31	-61.3%			
Average Price	\$699,000	\$623,438	12.1%	\$579,933	\$507,692	14.2%
Median Price	\$699,000	\$606,250	15.3%	\$527,000	\$485,000	8.7%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Timeshares						
Units Listed	1	0	100.0%	4	0	400.0%
Units Sold	1	0	100.0%	1	0	100.0%
Sales Dollars	\$112,000	\$0	100.0%	\$112,000	\$0	100.0%
List/Sell Ratio	97.47%	0.00%		97.47%	0.00%	
Days to Sell	130	0	100.0%	130	0	100.0%
Active Inventory	3	0	0.0%			
Average Price	\$112,000	\$0	100.0%	\$112,000	\$0	100.0%
Median Price	\$112,000	\$0	100.0%	\$112,000	\$0	100.0%
NORTH OKANAGAN - TOTALS						
Units Listed	361	333	8.4%	3046	2541	19.9%
Units Sold	231	192	20.3%	1923	1553	23.8%
Sales Dollars	\$39,687,003	\$34,545,583	14.9%	\$354,600,569	\$257,745,350	37.6%
List/Sell Ratio	97.41%	94.40%		96.51%	93.82%	
Days to Sell	119	159	-25.2%	116	158	-26.6%
Active Inventory	1496	1601	-6.6%			

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

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 150000	32	287	27	246
150001 to 180000	26	279	18	202
180001 to 210000	30	187	19	138
210001 to 240000	23	131	7	92
240001 to 270000	15	105	5	69
270001 to 300000	10	111	9	57
300001 to 330000	6	57	5	30
330001 to 360000	8	43	0	18
360001 to 390000	2	28	2	15
390001 to 420000	1	17	0	7
420001 to 450000	2	20	0	9
450001 to 480000	0	13	0	1
480001 and over	3	23	0	6
Totals	158	1301	92	890

North Division Lot Listing/Sales Analysis

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 40000	2	24	2	30
40001 to 60000	2	40	5	32
60001 to 80000	2	60	6	47
80001 to 100000	13	67	11	61
100001 to 120000	2	32	7	28
120001 to 140000	2	27	2	18
140001 to 160000	5	21	0	9
160001 and over	10	85	11	36
Totals	38	356	44	261