

NORTH OKANAGAN DIVISION

MONTHLY STATISTICS

FOR

September 1 - 30, 2002

NORTH OKANAGAN DIVISION

STAT - O - GRAM

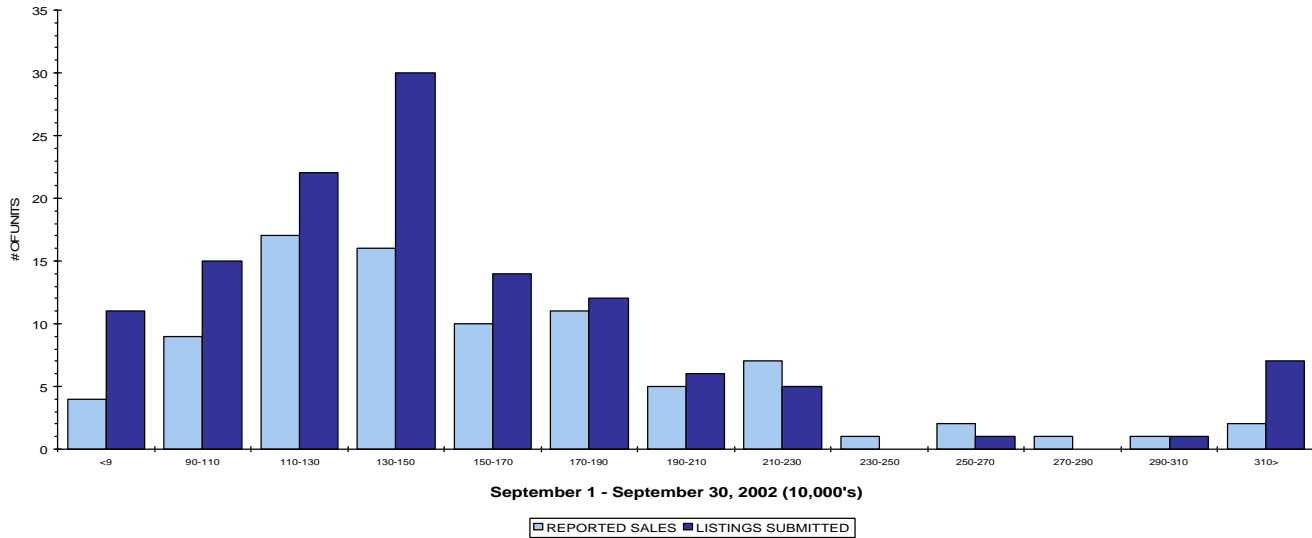
September 2002

QUICK SUMMARY

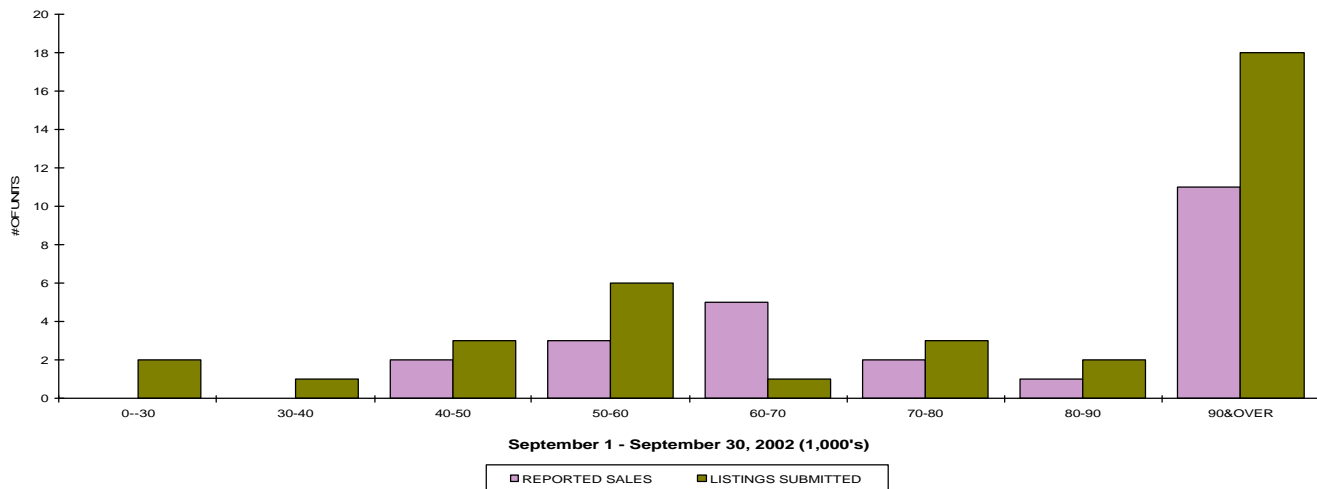
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	# of Units	\$ Value	# of Units	\$ Value	Listings Taken	Inventory
September 2002	183	\$27,960,990	86	\$13,703,100	253	1,942
August 2002	183	\$31,695,599	80	\$12,996,775	328	2,036
September 2001	159	\$20,081,144	75	\$10,862,450	261	2,277

The average number of listings-per-licensee is 10.5

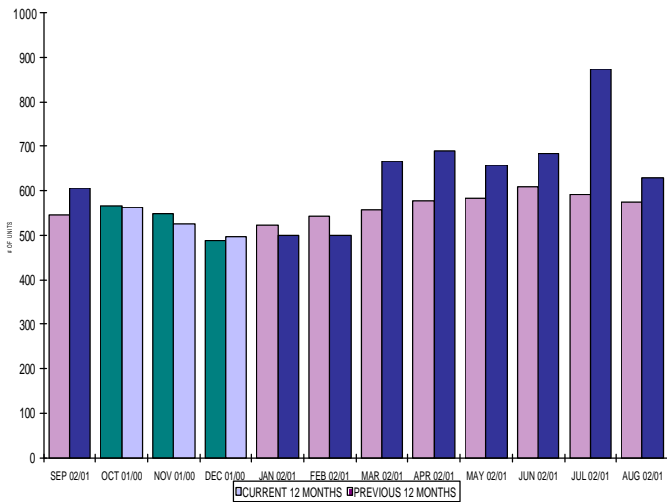
RESIDENTIAL LISTING & SALES ACTIVITY
NORTH OKANAGAN DIVISION (BY PRICE CATEGORY)



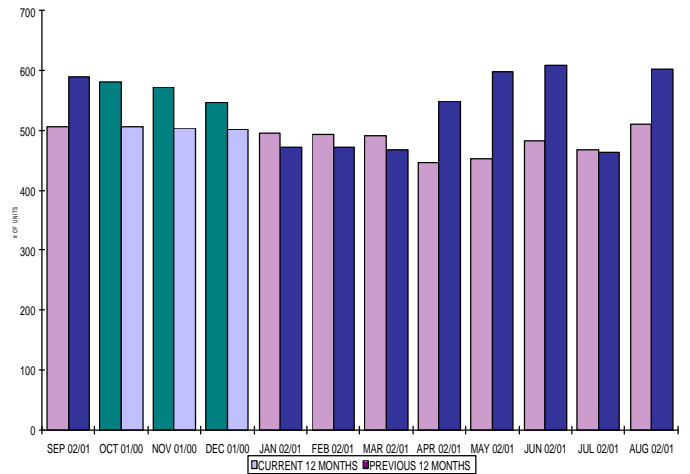
LOT LISTING & SALES ACTIVITY
NORTH OKANAGAN DIV. (BY PRICE CATEGORY)



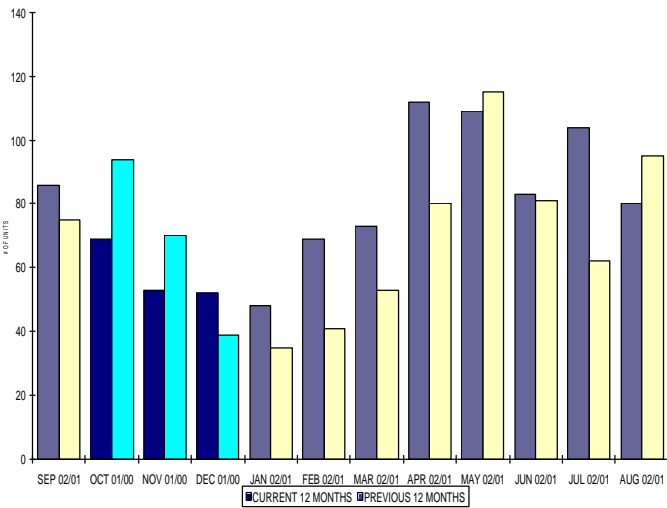
INVENTORY OF ACTIVE LISTINGS
RESIDENTIAL - NORTH OKANAGAN DIVISION



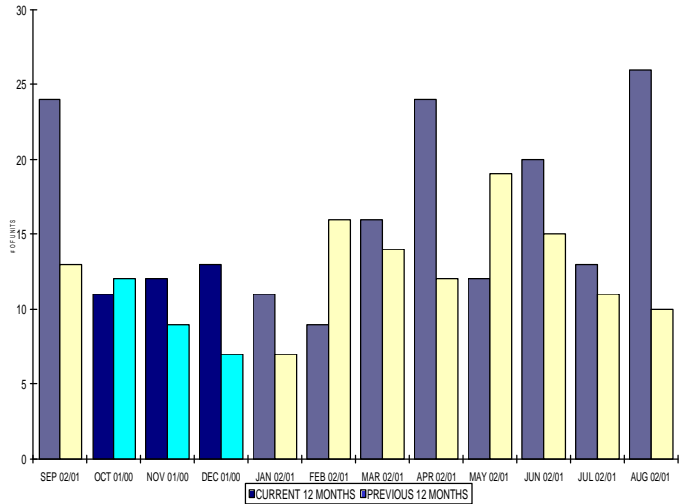
INVENTORY OF ACTIVE LISTINGS
LOTS - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD
RESIDENTIAL - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD
LOTS - NORTH OKANAGAN DIVISION



NORTH OKANAGAN DIVISION

September 2002

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	8	16	176	4.55%	260
ACREAGE/HOUSE	18	34	258	6.98%	231
CONDO/APT	9	10	96	9.38%	151
CONDO/TWNHSE	18	16	90	20.00%	76
LOTS	16	20	331	4.83%	698
RESIDENTIAL	86	124	547	15.72%	90

AVERAGE HOUSE PRICE \$159,338

MEDIAN HOUSE PRICE \$147,500

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

**COMPARATIVE ACTIVITY BY ZONE AS AT
September 30, 2002**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ZONE CO TOTALS						
Units Listed	598	636	-6.0%	6312	6254	0.9%
Units Sold	395	318	24.2%	3885	2822	37.7%
Sales Dollars	\$76,522,728	\$56,491,629	35.5%	\$715,420,054	\$483,897,845	47.8%
List/Sell Ratio	95.69	94.09		95.13	93.60	
Days to Sell	82	106	-22.6%	98	113	-13.3%
Active Listings	2728					
ZONE NO TOTALS						
Units Listed	253	252	0.4%	2924	2923	0.0%
Units Sold	183	140	30.7%	1485	1231	20.6%
Sales Dollars	\$27,960,990	\$19,967,444	40.0%	\$234,746,903	\$177,638,327	32.1%
List/Sell Ratio	93.61	91.14		92.64	90.56	
Days to Sell	154	168	-8.3%	160	164	-2.4%
Active Listings	1942					
ZONE SH TOTALS						
Units Listed	128	139	-7.9%	1649	1856	-11.2%
Units Sold	105	86	22.1%	699	607	15.2%
Sales Dollars	\$13,063,260	\$12,155,954	7.5%	\$97,125,363	\$82,713,790	17.4%
List/Sell Ratio	91.72	90.13		90.2	88.76	
Days to Sell	245	187	31.0%	220	220	0.0%
Active Listings	1632					
ZONE OB TOTALS						
Units Listed	22	12	83.3%	173	137	26.3%
Units Sold	1	2	-50.0%	19	16	18.8%
Sales Dollars	\$392,500	\$161,500	143.0%	\$6,142,451	\$5,218,500	17.7%
List/Sell Ratio	90.59	81.61		88.81	84.39	
Days to Sell	201	104	93.3%	158	126	25.4%
Active Listings	149					
GRAND TOTALS						
Units Listed	1001	1039	-3.7%	11058	11170	-1.0%
Units Sold	684	546	25.3%	6088	4676	30.2%
Sales Dollars	\$117,939,478	\$88,776,527	32.8%	\$1,053,434,771	\$749,468,462	40.6%
List/Sell Ratio	94.26	91.40		93.77	91.51	
Days to Sell	111	140	-20.7%	125	144	-13.2%
Active Listings	6451					

LICENSEES
September 30, 2002

	TOTAL NUMBER OF LICENSEES Sept 30/02	TOTAL NUMBER OF LICENSEES Sept 30/01	CHANGE BY NUMBER	CHANGE BY %
ALL DIVISIONS	695	677	18	2.66%
CENTRAL OK DIV.	444	422	22	5.21%
NORTH OK DIV.	184	184	0	0.00%
SHUSWAP DIV.	67	71	-4	-5.63%
CURRENT MEMBERSHIP				
AGENT LICENSEES	73			
SALESPERSONS	556			
PROPERTY MANAGEMENT	8			
9:15 LICENCEE MEMBER	58			
EXEMPTION MEMBER	0			
TOTALS	695			

COMPARATIVE ACTIVITY BY PROPERTY TYPE
September 30, 2002
NORTH OKANAGAN

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
UNITS LISTED	16	6	166.7%	123	127	-3.1%
UNITS SOLD	8	5	60.0%	50	39	28.2%
SALES DOLLARS	\$1,604,500	\$769,400	108.5%	\$7,466,065	\$5,300,239	40.9%
LIST/SELL RATIO	119.47	92.66		91.72	86.43	
DAYS TO SELL	260	143	81.8%	323	251	28.7%
ACTIVE INVENTORY	176					
AVERAGE PRICE	\$200,563	\$153,880	30.3%	\$149,321	\$135,904	9.9%
MEDIAN PRICE	\$130,500	\$155,000	-15.8%	\$110,000	\$120,000	-8.3%
Acreage with House						
UNITS LISTED	34	30	13.3%	354	366	-3.3%
UNITS SOLD	18	19	-5.3%	150	133	12.8%
SALES DOLLARS	\$3,615,800	\$3,844,400	-5.9%	\$32,739,016	\$29,937,153	9.4%
LIST/SELL RATIO	90.78	91.25		91.46	89.43	
DAYS TO SELL	231	147	57.1%	165	197	-16.2%
ACTIVE INVENTORY	258					
AVERAGE PRICE	\$200,878	\$202,337	-0.7%	\$218,260	\$225,091	-3.0%
MEDIAN PRICE	\$190,000	\$168,000	13.1%	\$205,258	\$200,500	2.4%
Acreage (Waterfront)						
UNITS LISTED	1	0	100.0%	9	13	-30.8%
UNITS SOLD	2	2	0.0%	7	3	133.3%
SALES DOLLARS	\$126,000	\$149,000	-15.4%	\$951,000	\$262,500	262.3%
LIST/SELL RATIO	80.76	91.25		92.38	89.95	
DAYS TO SELL	236	523	-54.9%	317	498	-36.3%
ACTIVE INVENTORY	8					
AVERAGE PRICE	\$63,000	\$74,500	-15.4%	\$135,857	\$87,500	55.3%
MEDIAN PRICE	\$63,000	\$74,500	-15.4%	\$164,000	\$99,000	65.7%
Business						
UNITS LISTED	7	9	-22.2%	76	84	-9.5%
UNITS SOLD	2	1	100.0%	15	12	25.0%
SALES DOLLARS	\$502,000	\$87,500	473.7%	\$2,571,300	\$982,150	161.8%
LIST/SELL RATIO	65.91	98.31		95.30	82.45	
DAYS TO SELL	685	30	2183.3%	296	211	40.3%
ACTIVE INVENTORY	68					
AVERAGE PRICE	\$107,000	\$87,500	22.3%	\$171,420	\$81,846	109.4%
MEDIAN PRICE	\$251,000	\$87,500	186.9%	\$89,000	\$55,075	61.6%
Condo (Townhouse)						
UNITS LISTED	16	17	-5.9%	210	186	12.9%
UNITS SOLD	18	12	50.0%	137	110	24.5%
SALES DOLLARS	\$1,999,400	\$1,111,500	79.9%	\$15,444,237	\$11,394,801	35.5%
LIST/SELL RATIO	91.12	91.67		94.04	91.26	
DAYS TO SELL	76	102	-25.5%	108	164	-34.1%
ACTIVE INVENTORY	90					
AVERAGE PRICE	\$111,078	\$92,625	19.9%	\$112,732	\$103,589	8.8%
MEDIAN PRICE	\$97,400	\$96,750	0.7%	\$101,000	\$97,750	3.3%

COMPARATIVE ACTIVITY BY PROPERTY TYPE
September 30, 2002
NORTH OKANAGAN

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Condo (Apt)						
UNITS LISTED	10	9	11.1%	141	124	13.7%
UNITS SOLD	9	4	125.0%	80	62	29.0%
SALES DOLLARS	\$761,300	\$328,050	132.1%	\$7,090,955	\$5,902,622	20.1%
LIST/SELL RATIO	92.11	96.01		94.49	92.56	
DAYS TO SELL	151	211	-28.4%	203	187	8.6%
ACTIVE INVENTORY	96					
AVERAGE PRICE	\$84,589	\$82,013	3.1%	\$88,637	\$95,204	-6.9%
MEDIAN PRICE	\$79,500	\$83,200	-4.4%	\$78,750	\$95,500	-17.5%
Duplex						
UNITS LISTED	1	8	-87.5%	53	51	3.9%
UNITS SOLD	4	1	300.0%	22	23	-4.3%
SALES DOLLARS	\$511,500	\$89,850	469.3%	\$2,340,800	\$2,225,500	5.2%
LIST/SELL RATIO	94.02	90.75		91.00	90.30	
DAYS TO SELL	108	42	157.1%	161	146	10.3%
ACTIVE INVENTORY	32					
AVERAGE PRICE	\$127,875	\$89,850	42.3%	\$106,400	\$96,761	10.0%
MEDIAN PRICE	\$128,000	\$89,850	42.5%	\$95,000	\$89,850	5.7%
Farms						
UNITS LISTED	1	3	-66.7%	33	47	-29.8%
UNITS SOLD	0	2	-100.0%	12	12	0.0%
SALES DOLLARS	\$0	\$945,000	-100.0%	\$6,828,000	\$6,067,934	12.5%
LIST/SELL RATIO	0.00	87.09		88.83	89.81	
DAYS TO SELL	0	376	100.0%	331	191	73.3%
ACTIVE INVENTORY	36					
AVERAGE PRICE	\$0	\$472,500	-100.0%	\$569,000	\$505,661	12.5%
MEDIAN PRICE	\$0	\$472,500	-100.0%	\$350,000	\$418,000	-16.3%
IC&I						
UNITS LISTED	3	4	-25.0%	51	56	-8.9%
UNITS SOLD	1	2	-50.0%	11	7	57.1%
SALES DOLLARS	\$185,000	\$718,500	-74.3%	\$2,272,500	\$1,616,000	40.6%
LIST/SELL RATIO	80.78	80.88		89.8	77.87	
DAYS TO SELL	224	74	202.7%	166	173	-4.0%
ACTIVE INVENTORY	68					
AVERAGE PRICE	\$185,000	\$359,250	-48.5%	\$206,591	\$230,857	-10.5%
MEDIAN PRICE	\$185,000	\$359,250	-48.5%	\$185,000	\$200,000	-7.5%
IC&I Land						
UNITS LISTED	3	4	-25.0%	45	54	-16.7%
UNITS SOLD	2	0	100.0%	6	3	100.0%
SALES DOLLARS	\$542,750	\$0	100.0%	\$3,214,250	\$796,600	303.5%
LIST/SELL RATIO	84.37	0.00		84.84	87.14	
DAYS TO SELL	479	0	100.0%	518	316	63.9%
ACTIVE INVENTORY	58					
AVERAGE PRICE	\$271,375	\$0	100.0%	\$535,708	\$265,533	101.7%
MEDIAN PRICE	\$271,375	\$0	100.0%	\$323,750	\$252,600	28.2%

COMPARATIVE ACTIVITY BY PROPERTY TYPE
September 30, 2002
NORTH OKANAGAN

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots							
	UNITS LISTED	19	14	35.7%	198	259	-23.6%
	UNITS SOLD	12	7	71.4%	87	74	17.6%
	SALES DOLLARS	\$842,400	\$340,000	147.8%	\$6,113,175	\$4,331,950	41.1%
	LIST/SELL RATIO	94.62	90.36		89.34	88.54	
	DAYS TO SELL	815	628	29.8%	471	421	11.9%
	ACTIVE INVENTORY	311					
	AVERAGE PRICE	\$70,200	\$48,571	44.5%	\$70,266	\$58,540	20.0%
	MEDIAN PRICE	\$68,000	\$45,000	51.1%	\$68,000	\$57,000	19.3%
Leases							
	UNITS LISTED	1	7	-85.7%	41	33	24.2%
	UNITS SOLD	1	1	0.0%	7	6	16.7%
	SALES DOLLARS	\$3,840	\$29,544	-87.0%	\$516,487	\$158,947	224.9%
	LIST/SELL RATIO	0.00	0.00		0.00	13.33	
	DAYS TO SELL	622	377	65.0%	293	215	36.3%
	ACTIVE INVENTORY	44					
	AVERAGE PRICE	\$3,840	\$29,544	-87.0%	\$73,784	\$26,491	178.5%
	MEDIAN PRICE	\$3,840	\$29,544	-87.0%	\$45,241	\$16,070	181.5%
Lots (Waterfront)							
	UNITS LISTED	0	1	-100.0%	11	15	-26.7%
	UNITS SOLD	2	0	100.0%	7	5	40.0%
	SALES DOLLARS	\$471,000	\$0	100.0%	\$1,728,000	\$1,086,570	59.0%
	LIST/SELL RATIO	114.18	0.00		102.00	91.42	
	DAYS TO SELL	1043	0	100.0%	511	236	116.5%
	ACTIVE INVENTORY	12					
	AVERAGE PRICE	\$235,500	\$0	100.0%	\$246,857	\$217,314	13.6%
	MEDIAN PRICE	\$235,500	\$0	100.0%	\$260,000	\$226,670	14.7%
Multi-Family							
	UNITS LISTED	2	3	-33.3%	27	28	-3.6%
	UNITS SOLD	4	0	100.0%	15	4	275.0%
	SALES DOLLARS	\$708,000	\$0	100.0%	\$4,295,400	\$667,000	544.0%
	LIST/SELL RATIO	86.38	0.00		89.50	83.00	
	DAYS TO SELL	204	0	100.0%	155	324	-52.2%
	ACTIVE INVENTORY	24					
	AVERAGE PRICE	\$177,000	\$0	100.0%	\$286,360	\$166,750	71.7%
	MEDIAN PRICE	\$189,750	\$0	100.0%	\$200,000	\$180,000	11.1%
Mobile Homes							
	UNITS LISTED	13	14	-7.1%	156	175	-10.9%
	UNITS SOLD	11	9	22.2%	78	56	39.3%
	SALES DOLLARS	\$379,400	\$314,450	20.7%	\$2,730,500	\$1,674,638	63.1%
	LIST/SELL RATIO	86.26	80.50		81.46	80.70	
	DAYS TO SELL	152	167	-9.0%	155	183	-15.3%
	ACTIVE INVENTORY	89					
	AVERAGE PRICE	\$34,491	\$34,939	-1.3%	\$35,006	\$29,904	17.1%
	MEDIAN PRICE	\$34,900	\$33,500	4.2%	\$27,250	\$28,000	-2.7%

COMPARATIVE ACTIVITY BY PROPERTY TYPE
September 30, 2002
NORTH OKANAGAN

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Residential						
UNITS LISTED	124	119	4.2%	1333	1241	7.4%
UNITS SOLD	86	73	17.8%	756	655	15.4%
SALES DOLLARS	\$13,703,100	\$10,625,250	29.0%	\$122,138,218	\$96,463,073	26.6%
LIST/SELL RATIO	94.23	96.43		95.03	94.00	
DAYS TO SELL	90	117	-23.1%	98	109	-10.1%
ACTIVE INVENTORY	547					
AVERAGE PRICE	\$159,338	\$145,551	9.5%	\$161,558	\$147,272	9.7%
MEDIAN PRICE	\$147,500	\$140,400	5.1%	\$147,500	\$140,000	5.4%
Residential (Waterfront)						
UNITS LISTED	2	4	-50.0%	63	64	-1.6%
UNITS SOLD	3	2	50.0%	45	27	66.7%
SALES DOLLARS	\$2,005,000	\$615,000	226.0%	\$16,307,000	\$8,770,650	85.9%
LIST/SELL RATIO	93.22	87.95		91.99	86.82	
DAYS TO SELL	106	75	41.3%	202	258	-21.7%
ACTIVE INVENTORY	25					
AVERAGE PRICE	\$668,333	\$307,500	117.3%	\$362,378	\$324,839	11.6%
MEDIAN PRICE	\$690,000	\$307,500	124.4%	\$365,000	\$318,000	14.8%
NORTH OKANAGAN - TOTALS						
UNITS LISTED	253	252	0.4%	2924	2923	0.0%
UNITS SOLD	183	140	30.7%	1485	1231	20.6%
SALES DOLLARS	\$27,960,990	\$19,967,444	40.0%	\$234,746,903	\$177,638,327	32.1%
LIST/SELL RATIO	93.61	91.14		92.64	90.56	
DAYS TO SELL	154	168	-8.3%	160	164	-2.4%
ACTIVE INVENTORY	1942					

RESIDENTIAL LISTING / SALES ANALYSIS
September 30, 2002
NORTH OKANAGAN

Range	Mthly Listings Total	YTD Listings Total		Mthly Sales Total	YTD Sales Total
0 to 90000	11	93		4	45
90001 to 110000	15	125		9	82
110001 to 130000	22	238		17	141
130001 to 150000	30	225		16	130
150001 to 170000	14	188		10	115
170001 to 190000	12	132		11	76
190001 to 210000	6	80		5	45
210001 to 230000	5	64		7	41
230001 to 250000	0	46		1	22
250001 to 270000	1	29		2	17
270001 to 290000	0	18		1	10
290001 to 310000	1	16		1	5
310001 and over	7	79		2	27
	124	1333		86	756

RESIDENTIAL LISTING / SALES ANALYSIS

September 30, 2002

NORTH OKANAGAN

	Mthly Listings	YTD Listings		Mthly Sales		YTD Sales
Range	Total	Total		Total		Total
0 to 30000	2	31		0		17
30001 to 40000	1	29		0		4
40001 to 50000	3	24		2		11
50001 to 60000	6	32		3		16
60001 to 70000	1	38		5		11
70001 to 80000	3	23		2		19
80001 to 90000	2	13		1		10
90001 and over	18	151		11		63
	36	341		24		151