

NORTH DIVISION MONTHLY STATISTICS

FOR

September 1st to 30th, 2004

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

NORTH OKANAGAN DIVISION

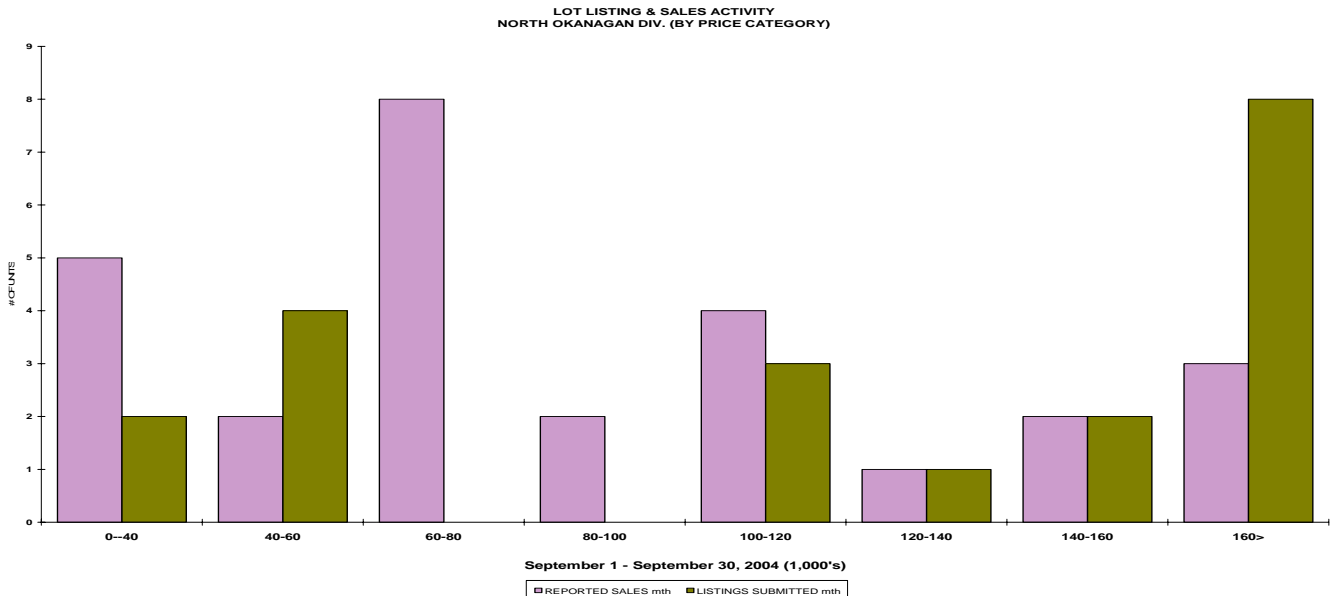
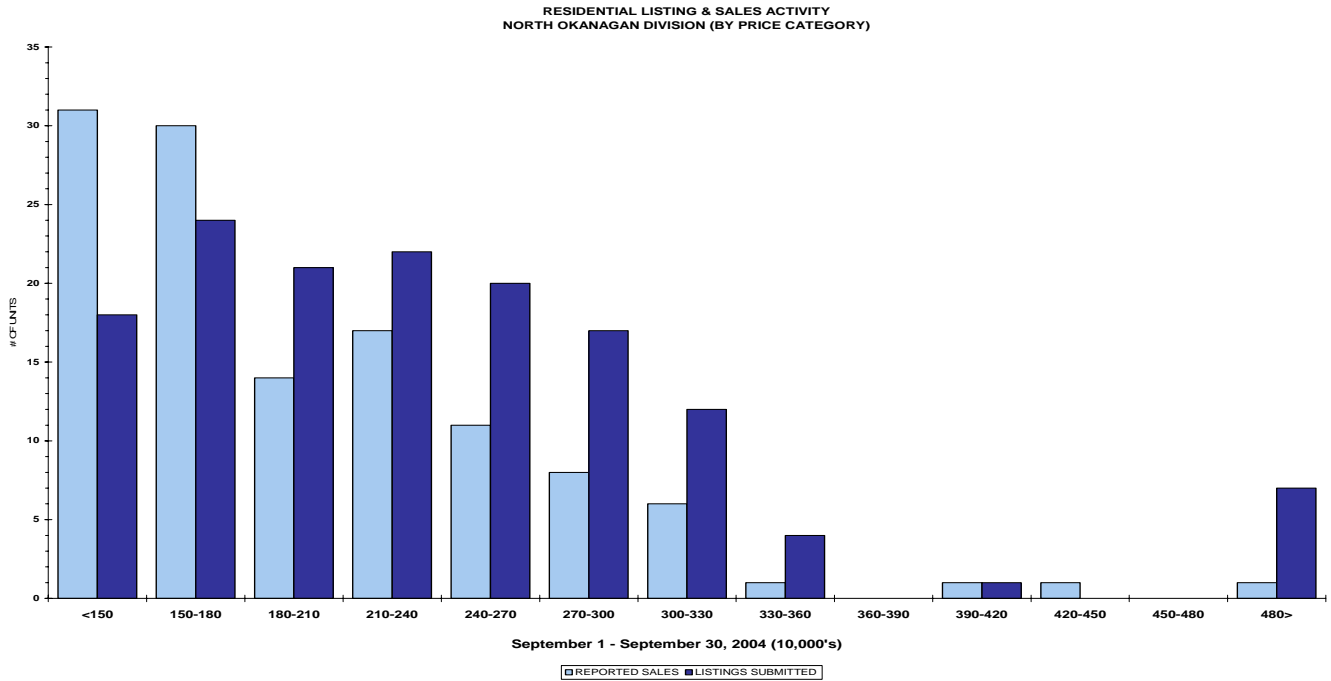
STAT - O - GRAM

September 2004

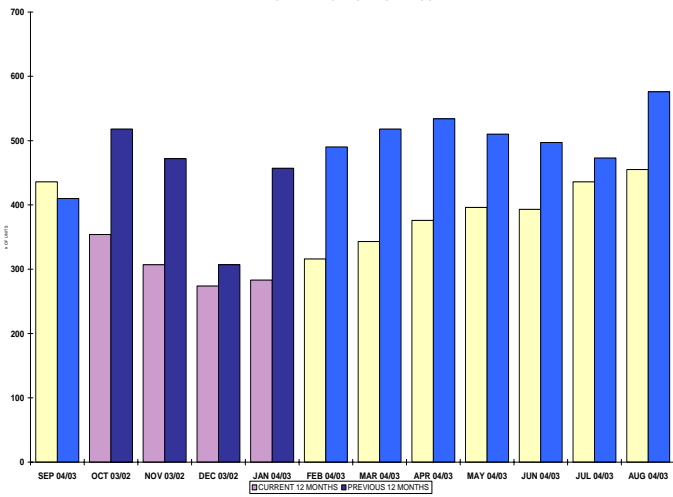
QUICK SUMMARY

	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>
September 2004	239	\$42,408,810	121	\$24,036,850	314	1,402
August 2004	231	\$39,687,003	93	\$18,165,900	361	1,496
September 2003	200	\$33,480,931	108	\$20,221,775	311	1,554

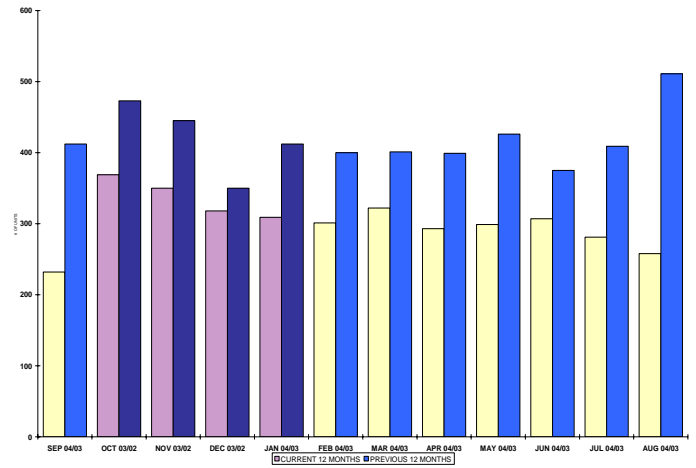
The North Zone has **249** Members. The average number of listings-per-licensee is 5.6



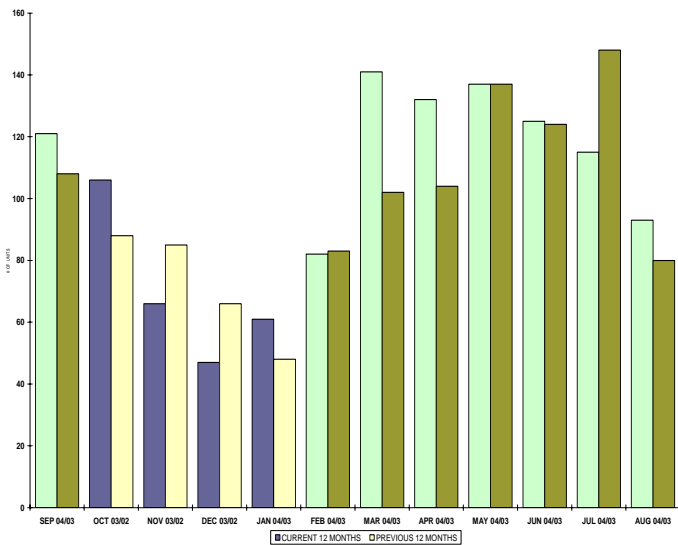
INVENTORY OF ACTIVE LISTINGS
RESIDENTIAL - NORTH OKANAGAN DIVISION



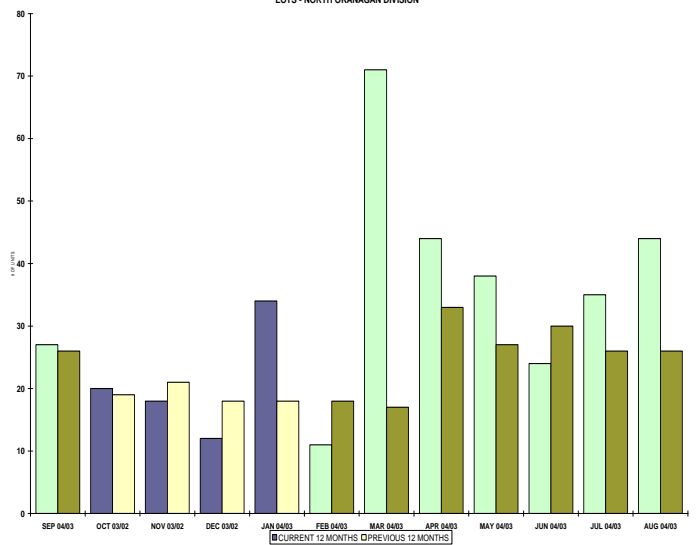
INVENTORY OF ACTIVE LISTINGS
LOTS - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD
RESIDENTIAL - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD
LOTS - NORTH OKANAGAN DIVISION



NORTH OKANAGAN DIVISION

September 2004

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	5	8	85	5.88%	385
ACREAGE/HOUSE	19	42	170	11.18%	76
CONDO/APT	20	33	63	31.75%	33
CONDO/TWNHSE	26	32	126	20.63%	56
LOTS	22	12	147	14.97%	135
RESIDENTIAL	121	146	436	27.75%	69

AVERAGE HOUSE PRICE \$198,652

MEDIAN HOUSE PRICE \$180,000

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

COMPARATIVE ACTIVITY BY ZONE

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

ZONE CO TOTALS

Units Listed	795	554	43.5%	7269	5738	26.7%
Units Sold	456	419	8.8%	4241	3880	9.3%
Sales Dollars	\$125,922,124	\$89,557,668	40.6%	\$1,071,437,471	\$814,216,587	31.6%
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	2813	2155	30.5%			

ZONE NO TOTALS

Units Listed	314	300	4.7%	3361	2841	18.3%
Units Sold	239	216	10.6%	2167	1768	22.6%
Sales Dollars	\$42,408,810	\$40,724,631	4.1%	\$397,902,884	\$294,217,481	35.2%
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	1402	1554	-9.8%			

ZONE SH TOTALS

Units Listed	134	172	-22.1%	1687	1574	7.2%
Units Sold	142	120	18.3%	1105	816	35.4%
Sales Dollars	\$21,599,896	\$17,956,600	20.3%	\$181,218,198	\$120,386,994	50.5%
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	1019	1343	-24.1%			

ZONE OB TOTALS

Units Listed	23	10	130.0%	137	135	1.5%
Units Sold	5	4	100.0%	43	20	115.0%
Sales Dollars	\$590,332	\$679,500	100.0%	\$17,066,379	\$12,392,200	37.7%
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	134	149	-10.1%			

GRAND TOTALS

Units Listed	1266	1036	22.2%	12454	10288	21.1%
Units Sold	842	759	10.9%	7556	6484	16.5%
Sales Dollars	\$190,521,162	\$148,918,399	27.9%	\$1,667,624,932	\$1,241,213,262	34.4%
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	5368	5201	3.2%			

LICENSEES

	TOTAL NUMBER OF LICENSEES September 30/04	TOTAL NUMBER OF LICENSEES September 30/03	CHANGE BY NUMBER	CHANGE BY %
ALL DIVISIONS	889	781	108	13.83%
CENTRAL OK DIV.	557	503	54	10.74%
NORTH OK DIV.	249	208	41	19.71%
SHUSWAP DIV.	83	70	13	18.57%
CURRENT MEMBERSHIP				
AGENT LICENSEES	76			
SALESPERSONS	739			
PROPERTY MANAGEMENT	8			
9:15 LICENCEE MEMBER	62			
EXEMPTION MEMBER	4			
TOTALS	889			

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	8	11	-27.3%	114	116	-1.7%
Units Sold	5	9	-44.4%	69	49	40.8%
Sales Dollars	\$839,000	\$1,280,900	-34.5%	\$10,809,500	\$6,402,700	68.8%
List/Sell Ratio	91.00%	88.40%		93.33%	91.12%	
Days to Sell	385	318	21.1%	292	320	-8.8%
Active Inventory	85	134	-36.6%			
Average Price	\$167,800	\$142,322	17.9%	\$156,659	\$130,667	19.9%
Median Price	\$142,500	\$123,000	15.9%	\$130,000	\$115,000	13.0%
Acreage with House						
Units Listed	42	24	75.0%	368	312	17.9%
Units Sold	19	18	5.6%	192	148	29.7%
Sales Dollars	\$5,542,400	\$4,368,100	26.9%	\$56,406,575	\$37,849,150	49.0%
List/Sell Ratio	94.99%	92.75%		95.16%	93.34%	
Days to Sell	76	92	-17.4%	118	164	-28.0%
Active Inventory	170	183	-7.1%	139	270	
Average Price	\$291,705	\$242,672	20.2%	\$293,784	\$255,738	14.9%
Median Price	\$280,000	\$237,500	17.9%	\$271,450	\$236,000	15.0%
Acreage (Waterfront)						
Units Listed	1	0	100.0%	9	10	-10.0%
Units Sold	0	0	0.0%	5	7	-28.6%
Sales Dollars	\$0	\$0	0.0%	\$605,400	\$1,418,500	-57.3%
List/Sell Ratio	95.26%	92.30%		94.78%	89.27%	
Days to Sell	0	0	0.0%	59	208	-71.6%
Active Inventory	6	5	20.0%			
Average Price	\$0	\$0	0.0%	\$121,080	\$202,643	-40.2%
Median Price	\$0	\$0	0.0%	\$123,750	\$215,000	-42.4%
Business						
Units Listed	6	14	-57.1%	79	84	-6.0%
Units Sold	1	1	0.0%	15	14	7.1%
Sales Dollars	\$570,000	\$40,000	1325.0%	\$3,388,430	\$2,509,500	35.0%
List/Sell Ratio	81.54%	57.22%		85.26%	81.13%	
Days to Sell	691	115	500.9%	453	195	132.3%
Active Inventory	67	77	-13.0%			
Average Price	\$570,000	\$40,000	1325.0%	\$225,895	\$179,250	26.0%
Median Price	\$570,000	\$40,000	1325.0%	\$192,700	\$62,450	208.6%
Condo (Townhouse)						
Units Listed	32	24	33.3%	354	219	61.6%
Units Sold	26	19	36.8%	250	179	39.7%
Sales Dollars	\$3,925,659	\$2,672,500	46.9%	\$35,895,624	\$23,355,833	53.7%
List/Sell Ratio	96.89%	96.86%		97.63%	96.42%	
Days to Sell	56	93	-39.8%	65	106	-38.7%
Active Inventory	126	74	70.3%			
Average Price	\$150,987	\$140,658	7.3%	\$143,582	\$130,480	10.0%
Median Price	\$152,697	\$139,900	9.1%	\$132,950	\$122,000	9.0%
Condo (Apt)						
Units Listed	33	13	153.8%	211	118	78.8%
Units Sold	20	17	17.6%	161	101	59.4%
Sales Dollars	\$1,832,400	\$1,893,500	-3.2%	\$16,809,385	\$9,542,550	76.2%
List/Sell Ratio	97.18%	94.24%		96.63%	94.33%	
Days to Sell	33	98	-66.3%	81	239	-66.1%
Active Inventory	63	50	26.0%			
Average Price	\$91,620	\$111,382	-17.7%	\$104,406	\$94,481	10.5%
Median Price	\$78,000	\$115,000	-32.2%	\$95,000	\$94,000	1.1%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	4	9	-55.6%	89	80	11.3%
Units Sold	7	7	0.0%	67	43	55.8%
Sales Dollars	\$1,169,000	\$955,800	22.3%	\$10,722,344	\$6,897,050	55.5%
List/Sell Ratio	94.52%	106.42%		96.23%	101.29%	
Days to Sell	114	60	90.0%	93	142	-34.5%
Active Inventory	21	35	-40.0%			
Average Price	\$167,000	\$136,543	22.3%	\$160,035	\$160,397	-0.2%
Median Price	\$130,500	\$123,000	6.1%	\$137,750	\$145,000	-5.0%
Farms						
Units Listed	7	0	100.0%	55	22	150.0%
Units Sold	0	0	0.0%	12	7	71.4%
Sales Dollars	\$0	\$0	0.0%	\$7,287,725	\$2,774,000	162.7%
List/Sell Ratio	0.00%	0.00%		91.26%	87.41%	
Days to Sell	0	0	0.0%	302	412	-26.7%
Active Inventory	38	28	35.7%	26	30	
Average Price	\$0	\$0	0.0%	\$607,310	\$396,286	53.3%
Median Price	\$0	\$0	0.0%	\$607,500	\$347,500	74.8%
IC&I						
Units Listed	8	7	14.3%	61	85	-28.2%
Units Sold	2	0	100.0%	24	16	50.0%
Sales Dollars	\$322,900	\$0	100.0%	\$6,780,508	\$4,030,850	68.2%
List/Sell Ratio	97.96%	0.00%		90.31%	84.21%	
Days to Sell	46	0	100.0%	221	330	-33.0%
Active Inventory	59	86	-31.4%			
Average Price	\$161,450	\$0	100.0%	\$282,521	\$251,928	12.1%
Median Price	\$161,450	\$0	100.0%	\$192,000	\$182,500	5.2%
IC&I Land						
Units Listed	1	12	-91.7%	41	42	-2.4%
Units Sold	1	1	0.0%	20	4	400.0%
Sales Dollars	\$550,000	\$850,000	-35.3%	\$8,925,800	\$2,730,000	227.0%
List/Sell Ratio	91.11%	0.00%		93.20%	77.66%	
Days to Sell	105	293	-64.2%	214	213	0.5%
Active Inventory	45	47	-4.3%			
Average Price	\$550,000	\$0	100.0%	\$446,290	\$682,500	-34.6%
Median Price	\$550,000	\$850,000	100.0%	\$163,250	\$575,000	-71.6%
Lots						
Units Listed	11	33	-66.7%	239	215	11.2%
Units Sold	19	19	0.0%	205	157	30.6%
Sales Dollars	\$1,310,700	\$1,504,150	-12.9%	\$16,674,650	\$10,657,803	56.0%
List/Sell Ratio	89.10%	97.08%		96.59%	95.09%	
Days to Sell	263	372	-29.3%	248	396	-37.4%
Active Inventory	140	271	-48.3%			
Average Price	\$68,984	\$79,166	-12.9%	\$81,340	\$67,884	19.8%
Median Price	\$74,000	\$82,000	-9.8%	\$77,000	\$62,000	24.2%
Leases						
Units Listed	1	7	-85.7%	44	45	-2.2%
Units Sold	1	1	0.0%	6	5	20.0%
Sales Dollars	\$1	\$16,656	-100.0%	\$195,131	\$225,716	-13.6%
List/Sell Ratio	100.00%	0.00%		100.00%	0.00%	
Days to Sell	167	28	496.4%	230	247	-6.9%
Active Inventory	39	37	5.4%			
Average Price	\$1	\$16,656	0.0%	\$32,522	\$45,143	-28.0%
Median Price	\$1	\$16,656	-100.0%	\$13,050	\$16,656	-21.6%

	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	3	1	200.0%	9	8	12.5%
Sales Dollars	\$789,000	\$329,000	139.8%	\$3,143,500	\$2,124,750	47.9%
List/Sell Ratio	93.41%	100.00%		94.32%	95.62%	
Days to Sell	146	86	69.8%	114	220	-48.2%
Active Inventory	1	2	-50.0%			
Average Price	\$263,000	\$329,000	-20.1%	\$349,278	\$265,594	31.5%
Median Price	\$76,000	\$329,000	-76.9%	\$385,000	\$306,250	25.7%
Multi-Family						
Units Listed	1	0	100.0%	32	29	10.3%
Units Sold	3	2	50.0%	18	19	-5.3%
Sales Dollars	\$903,000	\$415,000	117.6%	\$6,161,599	\$7,649,900	-19.5%
List/Sell Ratio	96.67%	91.79%		95.72%	93.11%	
Days to Sell	95	312	-69.6%	123	144	-14.6%
Active Inventory	16	15	6.7%	10	25	
Average Price	\$301,000	\$207,500	45.1%	\$342,311	\$402,626	-15.0%
Median Price	\$260,000	\$207,500	25.3%	\$272,500	\$232,000	17.5%
Mobile Homes						
Units Listed	11	15	-26.7%	157	156	0.6%
Units Sold	10	8	25.0%	82	77	6.5%
Sales Dollars	\$531,900	\$352,750	50.8%	\$3,986,850	\$3,098,450	28.7%
List/Sell Ratio	94.82%	82.81%		90.30%	86.48%	
Days to Sell	110	163	-32.5%	119	129	-7.8%
Active Inventory	67	72	-6.9%			
Average Price	\$53,190	\$44,094	20.6%	\$48,620	\$40,240	20.8%
Median Price	\$56,500	\$33,000	71.2%	\$40,450	\$32,000	26.4%
Recreational Property						
Units Listed	0	1	-100.0%	16	10	60.0%
Units Sold	1	1	0.0%	6	4	50.0%
Sales Dollars	\$86,000	\$315,000	-72.7%	\$967,555	\$532,000	81.9%
List/Sell Ratio	95.66%	96.92%		96.17%	84.75%	
Days to Sell	378	14	2600.0%	122	200	-39.0%
Active Inventory	7	0	0.0%			
Average Price	\$86,000	\$315,000	-72.7%	\$161,259	\$133,000	21.2%
Median Price	\$86,000	\$315,000	-72.7%	\$149,778	\$98,500	52.1%
Residential						
Units Listed	146	128	14.1%	1445	1245	16.1%
Units Sold	121	111	9.0%	1010	904	11.7%
Sales Dollars	\$24,036,850	\$20,743,775	15.9%	\$200,331,308	\$158,991,429	26.0%
List/Sell Ratio	95.85%	95.69%		96.72%	95.93%	
Days to Sell	69	85	-18.8%	63	79	-20.3%
Active Inventory	436	410	6.3%			
Average Price	\$198,652	\$186,881	6.3%	\$198,348	\$175,875	12.8%
Median Price	\$180,000	\$160,000	12.5%	\$180,000	\$158,000	13.9%
Residential (Waterfront)						
Units Listed	2	2	0.0%	29	46	-37.0%
Units Sold	0	1	-100.0%	15	26	-42.3%
Sales Dollars	\$0	\$4,987,500	-100.0%	\$8,699,000	\$13,427,300	-35.2%
List/Sell Ratio	0.00%	91.98%		94.80%	97.07%	
Days to Sell	0	154	-100.0%	88	83	6.0%
Active Inventory	13	28	-53.6%			
Average Price	\$0	\$4,987,500	-100.0%	\$579,933	\$516,435	12.3%
Median Price	\$0	\$735,000	-100.0%	\$527,000	\$493,000	6.9%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Timeshares						
Units Listed	0	0	0.0%	4	0	400.0%
Units Sold	0	0	0.0%	1	0	100.0%
Sales Dollars	\$0	\$0	0.0%	\$112,000	\$0	100.0%
List/Sell Ratio	0.00%	0.00%		97.47%	0.00%	
Days to Sell	0	0	0.0%	130	0	100.0%
Active Inventory	3	0	0.0%			
Average Price	\$0	\$0	0.0%	\$112,000	\$0	100.0%
Median Price	\$0	\$0	0.0%	\$112,000	\$0	100.0%
NORTH OKANAGAN - TOTALS						
Units Listed	314	300	4.7%	3361	2841	18.3%
Units Sold	239	216	10.6%	2167	1768	22.6%
Sales Dollars	\$42,408,810	\$40,724,631	4.1%	\$397,902,884	\$294,217,481	35.2%
List/Sell Ratio	97.41%	94.40%		96.51%	93.82%	
Days to Sell	119	159	-25.2%	116	158	-26.6%
Active Inventory	1402	1554	-9.8%			

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 150000	18	305	31	276
150001 to 180000	24	304	30	232
180001 to 210000	21	205	14	153
210001 to 240000	22	156	17	109
240001 to 270000	20	121	11	80
270001 to 300000	17	129	8	65
300001 to 330000	12	69	6	36
330001 to 360000	4	47	1	19
360001 to 390000	0	31	0	15
390001 to 420000	1	17	1	8
420001 to 450000	0	18	1	10
450001 to 480000	0	13	0	1
480001 and over	7	30	1	7
Totals	146	1445	121	1011

North Division Lot Listing/Sales Analysis

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 40000	2	26	5	35
40001 to 60000	4	44	2	34
60001 to 80000	0	64	8	55
80001 to 100000	0	64	2	63
100001 to 120000	3	35	4	32
120001 to 140000	1	29	1	19
140001 to 160000	2	23	2	11
160001 and over	8	91	3	39
Totals	20	376	27	288