

**NORTH DIVISION  
MONTHLY STATISTICS**

**FOR**

**October 1 - 31, 2003**

# NORTH OKANAGAN DIVISION

## STAT - O - GRAM

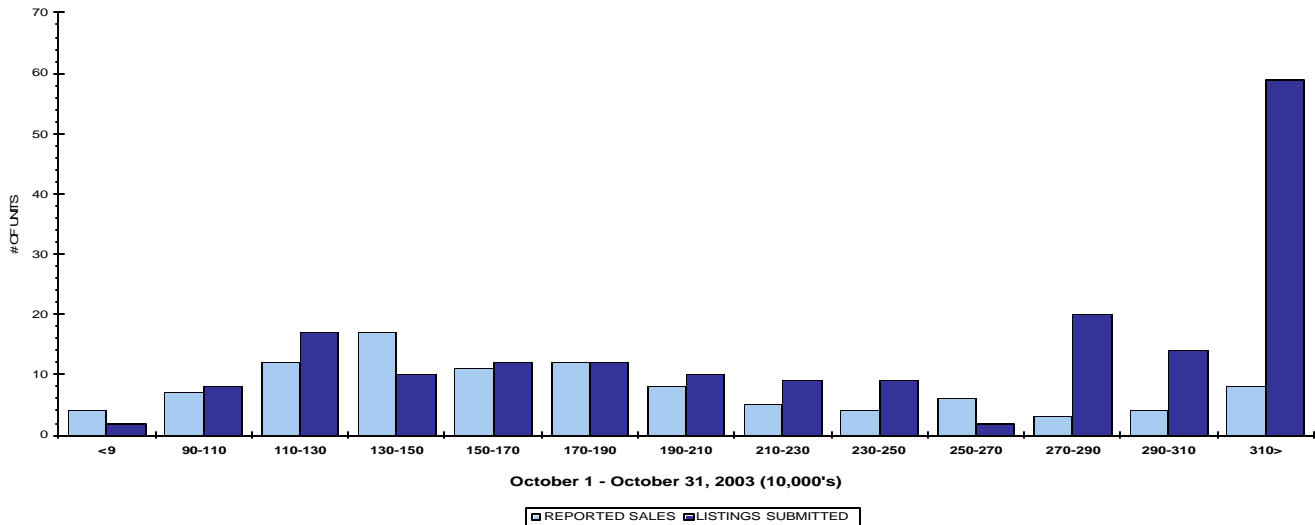
October 2003

### QUICK SUMMARY

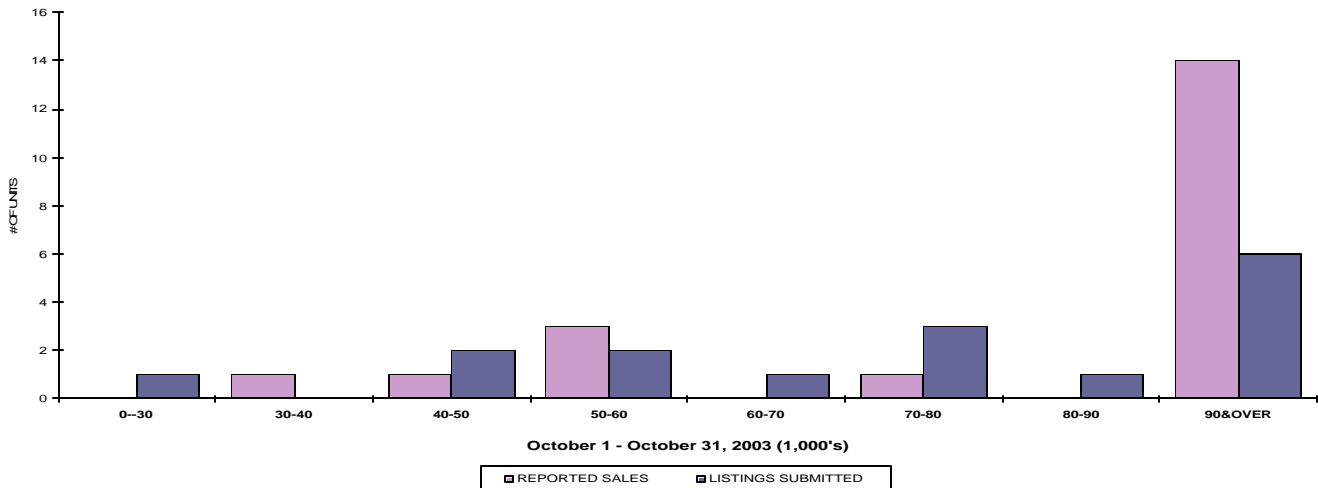
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	# of Units	\$ Value	# of Units	\$ Value	Listings Taken	Inventory
October 2003	200	\$39,220,319	106	\$19,993,388	244	1,420
September 2003	200	\$33,480,931	108	\$20,221,775	311	1,554
October 2002	163	\$28,219,402	88	\$16,171,542	306	1,820

The average number of listings-per-licensee is 6.6

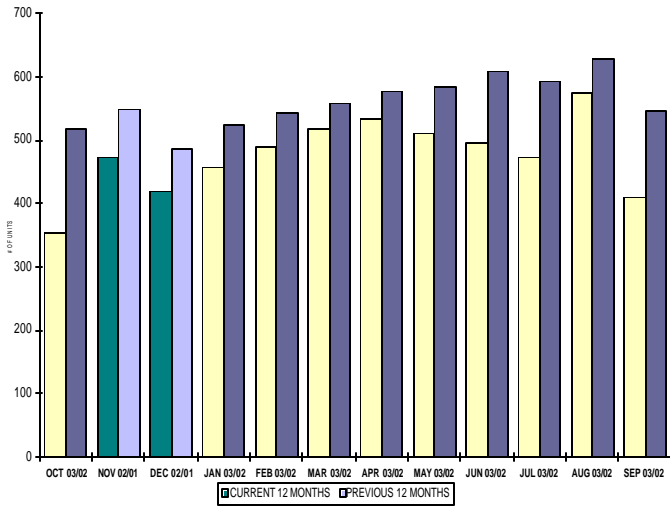
RESIDENTIAL LISTING & SALES ACTIVITY  
NORTH OKANAGAN DIVISION (BY PRICE CATEGORY)



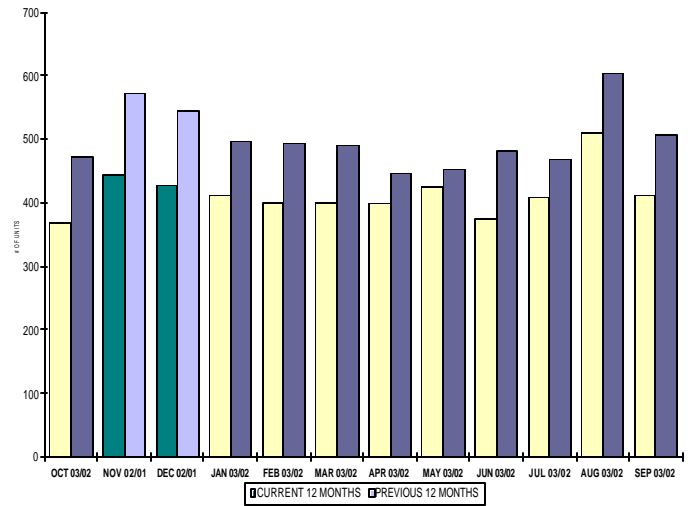
LOT LISTING & SALES ACTIVITY  
NORTH OKANAGAN DIV. (BY PRICE CATEGORY)



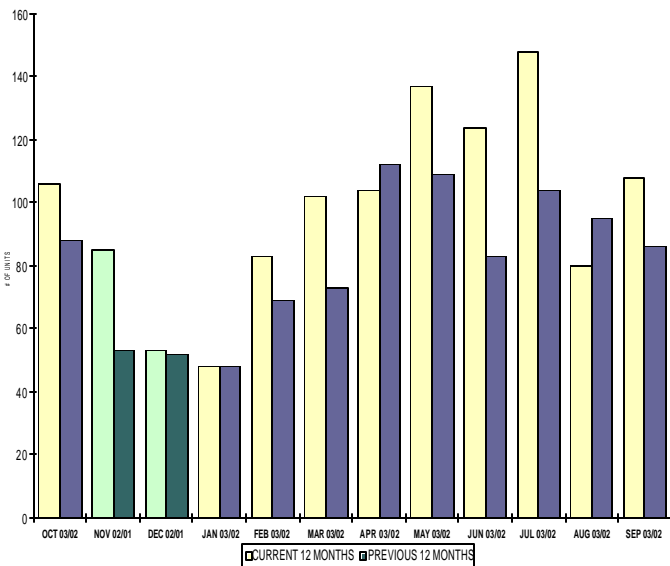
INVENTORY OF ACTIVE LISTINGS  
RESIDENTIAL - NORTH OKANAGAN DIVISION



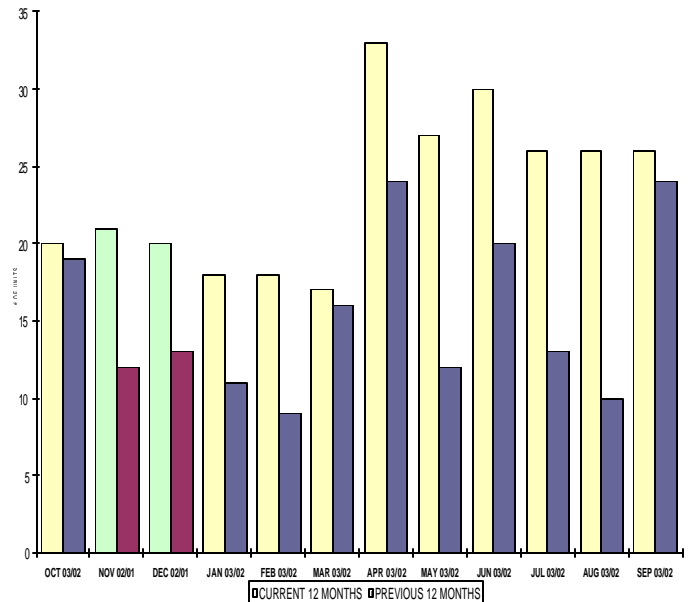
INVENTORY OF ACTIVE LISTINGS  
LOTS - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD  
RESIDENTIAL - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD  
LOTS - NORTH OKANAGAN DIVISION



**NORTH OKANAGAN DIVISION**

**October 2003**

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	6	3	117	5.13%	205
ACREAGE/HOUSE	22	34	168	13.10%	119
CONDO/APT	7	17	55	12.73%	97
CONDO/TWNHSE	23	16	59	38.98%	113
LOTS	14	13	252	5.56%	144
RESIDENTIAL	106	106	354	29.94%	63

**AVERAGE HOUSE PRICE \$188,617**

**MEDIAN HOUSE PRICE \$167,750**

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

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

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>ZONE CO TOTALS</b>						
Units Listed	615	665	-7.52%	6570	7110	-7.59%
Units Sold	<b>392</b>	<b>411</b>	<b>-4.62%</b>	<b>4383</b>	<b>4346</b>	<b>0.85%</b>
Sales Dollars	\$88,094,799	\$78,860,488	11.71%	\$921,549,598	\$805,543,821	14.40%
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	2134	2792	-23.57%			
<b>ZONE NO TOTALS</b>						
Units Listed	244	312	-21.79%	3184	3289	-3.19%
Units Sold	<b>200</b>	<b>177</b>	<b>12.99%</b>	<b>2015</b>	<b>1696</b>	<b>18.81%</b>
Sales Dollars	\$39,220,319	\$30,107,619	30.27%	\$342,628,248	\$248,247,689	38.02%
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	1420	1968	-27.85%			
<b>ZONE SH TOTALS</b>						
Units Listed	124	140	-11.43%	1744	1800	-3.11%
Units Sold	<b>87</b>	<b>74</b>	<b>17.57%</b>	<b>932</b>	<b>789</b>	<b>18.12%</b>
Sales Dollars	\$10,772,235	\$9,976,824	7.97%	\$136,906,929	\$109,154,556	25.42%
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	1290	1586	-18.66%			
<b>ZONE OB TOTALS</b>						
Units Listed	18	19	-5.26%	156	185	-15.68%
Units Sold	<b>2</b>	<b>6</b>	<b>-66.67%</b>	<b>21</b>	<b>23</b>	<b>-8.70%</b>
Sales Dollars	\$730,000	\$2,493,500	-70.72%	\$13,022,700	\$7,748,450	68.07%
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	151	146	3.42%			
<b>GRAND TOTALS</b>						
Units Listed	1001	1136	-11.88%	11654	12384	-5.89%
Units Sold	<b>681</b>	<b>668</b>	<b>1.95%</b>	<b>7351</b>	<b>6854</b>	<b>7.25%</b>
Sales Dollars	\$138,817,353	\$121,438,431	14.31%	\$1,414,107,475	\$1,170,694,516	20.79%
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	4995	6492	-23.06%			

**LICENSEES**  
**October 31, 2003**

	TOTAL NUMBER OF LICENSEES	TOTAL NUMBER OF LICENSEES	CHANGE BY NUMBER	CHANGE BY %
	October 31/03	October 31/02		
ALL DIVISIONS	788	698	90	12.89%
CENTRAL OK DIV.	504	449	55	12.25%
NORTH OK DIV.	216	184	32	17.39%
SHUSWAP DIV.	68	67	1	1.49%
<b>CURRENT MEMBERSHIP</b>				
AGENT LICENSEES	71			
SALESPERSONS	647			
PROPERTY MANAGEMENT	9			
9:15 LICENCEE MEMBER	61			
EXEMPTION MEMBER	0			
<b>TOTALS</b>	<b>788</b>			

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

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Acreage</b>						
Units Listed	3	20	-85.0%	119	143	-16.8%
Units Sold	<b>6</b>	<b>9</b>	<b>-33.3%</b>	<b>54</b>	<b>59</b>	<b>-8.5%</b>
Sales Dollars	\$951,000	\$940,540	1.1%	\$7,238,700	\$8,406,605	-13.9%
List/Sell Ratio	89.81%	86.27%	4.1%	90.87%	88.90%	2.2%
Days to Sell	205	355	-42.3%	310	323	-4.0%
Active Inventory	117	169	-30.8%			
Average Price	\$158,500	\$104,504	51.7%	\$134,050	\$142,485	-5.9%
Median Price	\$151,000	\$130,540	15.7%	\$124,000	\$110,000	12.7%
<b>Acreage with House</b>						
Units Listed	34	26	30.8%	354	375	-5.6%
Units Sold	<b>22</b>	<b>17</b>	<b>29.4%</b>	<b>169</b>	<b>164</b>	<b>3.0%</b>
Sales Dollars	\$8,747,681	\$4,790,500	82.6%	\$46,301,831	\$37,096,000	24.8%
List/Sell Ratio	92.16%	90.41%	1.9%	93.17%	91.50%	1.8%
Days to Sell	119	222	-46.4%	159	155	2.6%
Active Inventory	168	270	-37.8%			
Average Price	\$397,622	\$281,794	41.1%	\$273,975	\$226,195	21.1%
Median Price	\$240,500	\$281,000	-14.4%	\$237,000	\$218,250	8.6%
<b>Acreage (Waterfront)</b>						
Units Listed	0	1	-100.0%	10	10	0.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>7</b>	<b>7</b>	<b>0.0%</b>
Sales Dollars	\$0	\$0	0.0%	\$1,418,500	\$951,000	49.2%
List/Sell Ratio	0.00%	0.00%	0.0%	89.27%	92.38%	-3.4%
Days to Sell	0	0	0.0%	208	316	-34.2%
Active Inventory	4	10	-60.0%			
Average Price	\$0	\$0	0.0%	\$202,643	\$135,857	49.2%
Median Price	\$0	\$0	0.0%	\$215,000	\$164,000	31.1%
<b>Business</b>						
Units Listed	9	11	-18.2%	92	86	7.0%
Units Sold	<b>2</b>	<b>4</b>	<b>-50.0%</b>	<b>15</b>	<b>18</b>	<b>-16.7%</b>
Sales Dollars	\$50,500	\$429,665	-88.2%	\$2,520,000	\$2,894,965	-13.0%
List/Sell Ratio	81.81%	66.13%	23.7%	83.02%	78.46%	5.8%
Days to Sell	370	253	46.2%	224	271	-17.3%
Active Inventory	78	72	8.3%			
Average Price	\$25,250	\$107,416	-76.5%	\$168,000	\$160,831	4.5%
Median Price	\$26,250	\$111,333	-76.4%	\$5,990	\$105,000	-94.3%
<b>Condo (Townhouse)</b>						
Units Listed	16	22	-27.3%	222	311	-28.6%
Units Sold	<b>23</b>	<b>9</b>	<b>155.6%</b>	<b>193</b>	<b>194</b>	<b>-0.5%</b>
Sales Dollars	\$3,008,000	\$1,236,017	143.4%	\$24,894,133	\$2,383,686	944.4%
List/Sell Ratio	95.97%	96.63%	-0.7%	96.36%	95.52%	0.9%
Days to Sell	113	106	6.6%	110	100	10.0%
Active Inventory	59	107	-44.9%			
Average Price	\$130,783	\$137,335	-4.8%	\$128,985	\$12,287	949.8%
Median Price	\$110,000	\$122,000	-9.8%	\$119,900	\$114,000	5.2%
<b>Condo (Apt)</b>						
Units Listed	17	12	41.7%	136	153	-11.1%
Units Sold	<b>7</b>	<b>9</b>	<b>-22.2%</b>	<b>105</b>	<b>89</b>	<b>18.0%</b>
Sales Dollars	\$610,400	\$1,012,205	-39.7%	\$9,835,950	\$8,164,160	20.5%
List/Sell Ratio	97.08%	90.87%	6.8%	94.69%	94.05%	0.7%
Days to Sell	97	241	-59.8%	234	203	15.3%
Active Inventory	55	111	-50.5%			
Average Price	\$87,200	\$112,467	-22.5%	\$93,676	\$91,732	2.1%
Median Price	\$89,000	\$111,955	-20.5%	\$92,000	\$82,900	11.0%

October 31, 2003

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Duplex</b>						
Units Listed	5	2	150.0%	85	54	57.4%
Units Sold	8	3	166.7%	51	24	112.5%
Sales Dollars	\$965,450	\$740,000	30.5%	\$7,862,500	\$2,990,800	162.9%
List/Sell Ratio	94.33%	90.51%	4.2%	100.16%	90.78%	10.3%
Days to Sell	96	429	-77.6%	135	189	-28.6%
Active Inventory	30	40	-25.0%			
Average Price	\$120,681	\$246,667	-51.1%	\$154,167	\$124,617	23.7%
Median Price	\$112,225	\$200,000	-43.9%	\$144,500	\$102,500	41.0%
<b>Farms</b>						
Units Listed	3	0	100.0%	25	37	-32.4%
Units Sold	0	1	-100.0%	7	12	-41.7%
Sales Dollars	\$0	\$1,400,000	-100.0%	\$2,774,000	\$8,028,000	-65.4%
List/Sell Ratio	0.00%	62.22%	-100.0%	87.41%	86.40%	1.2%
Days to Sell	0	96	0.0%	412	316	30.4%
Active Inventory	29	44	-34.1%			
Average Price	\$0	\$1,400,000	-100.0%	\$396,286	\$669,000	-40.8%
Median Price	\$0	\$1,400,000	-100.0%	\$347,500	\$377,500	-7.9%
<b>IC&amp;I</b>						
Units Listed	12	8	50.0%	99	58	70.7%
Units Sold	1	1	0.0%	17	12	41.7%
Sales Dollars	\$165,000	\$155,000	6.5%	\$4,195,850	\$2,501,500	67.7%
List/Sell Ratio	97.05%	78.68%	-100.0%	85.01%	88.85%	-4.3%
Days to Sell	56	313	-82.1%	313	171	83.0%
Active Inventory	89	73	21.9%			
Average Price	\$165,000	\$155,000	6.5%	\$246,815	\$208,458	18.4%
Median Price	\$165,000	\$155,000	6.5%	\$180,000	\$185,750	-3.1%
<b>IC&amp;I Land</b>						
Units Listed	10	6	66.7%	52	53	-1.9%
Units Sold	2	2	0.0%	6	8	-25.0%
Sales Dollars	\$830,000	\$310,000	167.7%	\$3,560,000	\$2,524,250	41.0%
List/Sell Ratio	79.93%	81.66%	-2.1%	78.56%	86.73%	-9.4%
Days to Sell	294	446	-34.1%	240	298	-19.5%
Active Inventory	51	57	-10.5%			
Average Price	\$415,000	\$155,000	167.7%	\$593,333	\$315,531	88.0%
Median Price	\$415,000	\$155,000	167.7%	\$415,000	\$235,125	76.5%
<b>Lots</b>						
Units Listed	13	30	-56.7%	227	225	0.9%
Units Sold	14	8	75.0%	170	90	88.9%
Sales Dollars	\$1,371,200	\$460,900	197.5%	\$11,929,003	\$6,085,675	96.0%
List/Sell Ratio	98.23%	92.35%	6.4%	95.45%	91.17%	4.7%
Days to Sell	144	561	-74.3%	375	485	-22.7%
Active Inventory	247	274	-9.9%			
Average Price	\$97,943	\$57,613	70.0%	\$70,171	\$67,619	3.8%
Median Price	\$105,000	\$59,700	75.9%	\$62,000	\$67,000	-7.5%
<b>Leases</b>						
Units Listed	2	8	-75.0%	47	50	-6.0%
Units Sold	0	0	0.0%	5	7	-28.6%
Sales Dollars	\$0	\$0	0.0%	\$225,716	\$516,487	-56.3%
List/Sell Ratio	0.00%	0.00%	0.0%	0.00%	0.00%	0.0%
Days to Sell	0	0	0.0%	247	266	-7.1%
Active Inventory	37	50	-26.0%			
Average Price	\$0	\$0	0.0%	\$45,143	\$73,784	-38.8%
Median Price	\$0	\$0	0.0%	\$16,656	\$45,241	-63.2%

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

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Lots (Waterfront)</b>						
Units Listed	0	0	0.0%	7	11	-36.4%
Units Sold	<b>0</b>	<b>2</b>	<b>-100.0%</b>	<b>8</b>	<b>9</b>	<b>-11.1%</b>
Sales Dollars	\$0	\$416,000	-100.0%	\$2,124,750	\$2,144,000	-0.9%
List/Sell Ratio	0.00%	111.25%	-100.0%	95.62%	104.06%	-8.1%
Days to Sell	0	1064	-100.0%	220	614	-64.2%
Active Inventory	1	15	-93.3%			
Average Price	\$0	\$208,000	-100.0%	\$265,594	\$238,222	11.5%
Median Price	\$0	\$235,500	-100.0%	\$306,250	\$252,000	21.5%
<b>Multi-Family</b>						
Units Listed	3	6	-50.0%	34	32	6.3%
Units Sold	<b>2</b>	<b>4</b>	<b>-50.0%</b>	<b>21</b>	<b>18</b>	<b>16.7%</b>
Sales Dollars	\$551,000	\$773,500	-28.8%	\$8,200,900	\$4,663,900	75.8%
List/Sell Ratio	97.67%	81.68%	19.6%	93.59%	87.37%	7.1%
Days to Sell	250	312	-19.9%	154	194	-20.6%
Active Inventory	14	31	-54.8%			
Average Price	\$275,500	\$193,375	42.5%	\$390,519	\$259,106	50.7%
Median Price	\$275,500	\$205,000	34.4%	\$235,000	\$200,000	17.5%
<b>Mobile Homes</b>						
Units Listed	10	18	-44.4%	168	172	-2.3%
Units Sold	<b>5</b>	<b>11</b>	<b>-54.5%</b>	<b>83</b>	<b>87</b>	<b>-4.6%</b>
Sales Dollars	\$331,700	\$342,400	-3.1%	\$3,440,150	\$3,023,900	13.8%
List/Sell Ratio	96.51%	86.22%	11.9%	87.16%	84.87%	2.7%
Days to Sell	139	93	49.5%	130	144	-9.7%
Active Inventory	66	103	-35.9%			
Average Price	\$66,340	\$31,127	113.1%	\$41,448	\$34,757	19.2%
Median Price	\$36,000	\$24,500	46.9%	\$32,000	\$27,000	18.5%
<b>Residential</b>						
Units Listed	106	141	-24.8%	1448	1456	-0.5%
Units Sold	<b>106</b>	<b>95</b>	<b>11.6%</b>	<b>1071</b>	<b>853</b>	<b>25.6%</b>
Sales Dollars	\$19,993,388	\$16,675,892	19.9%	\$189,948,965	\$139,765,761	35.9%
List/Sell Ratio	95.71%	94.78%	1.0%	95.87%	95.41%	0.5%
Days to Sell	63	92	-31.5%	79	92	-14.1%
Active Inventory	354	592	-40.2%			
Average Price	\$188,617	\$175,536	7.5%	\$177,357	\$163,852	8.2%
Median Price	\$167,750	\$135,000	24.3%	\$158,000	\$145,000	9.0%
<b>Residential (Waterfront)</b>						
Units Listed	1	1	0.0%	59	63	-6.3%
Units Sold	<b>2</b>	<b>2</b>	<b>0.0%</b>	<b>33</b>	<b>45</b>	<b>-26.7%</b>
Sales Dollars	\$1,645,000	\$425,000	287.1%	\$16,157,300	\$16,107,000	0.3%
List/Sell Ratio	93.10%	89.72%	3.8%	94.75%	91.96%	3.0%
Days to Sell	135	130	3.8%	111	196	-43.4%
Active Inventory	21	35	-40.0%			
Average Price	\$822,500	\$212,500	287.1%	\$489,615	\$357,933	36.8%
Median Price	\$822,500	\$212,500	287.1%	\$485,000	\$365,000	32.9%
<b>NORTH OKANAGAN - TOTALS</b>						
Units Listed	244	312	-21.8%	3184	3289	-3.2%
Units Sold	<b>200</b>	<b>177</b>	<b>13.0%</b>	<b>2015</b>	<b>1696</b>	<b>18.8%</b>
Sales Dollars	\$39,220,319	\$30,107,619	30.3%	\$342,628,248	\$248,247,689	38.0%
List/Sell Ratio	95.00%	91.54%	3.8%	94.45%	92.95%	1.6%
Days to Sell	98	178	-44.9%	138	152	-9.2%
Active Inventory	1420	2053	-30.8%			

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

	<b>Mthly Listings</b>	<b>YTD Listings</b>		<b>Mthly Sales</b>	<b>YTD Sales</b>
<b>Range</b>	<b>Total</b>	<b>Total</b>		<b>Total</b>	<b>Total</b>
0 to 90000	2	59		4	64
90001 to 110000	8	75		7	62
110001 to 130000	17	193		12	151
130001 to 150000	10	220		17	178
150001 to 170000	12	196		11	155
170001 to 190000	12	148		12	109
190001 to 210000	10	111		8	74
210001 to 230000	9	95		5	71
230001 to 250000	9	84		4	60
250001 to 270000	2	43		6	29
270001 to 290000	2	33		3	20
290001 to 310000	2	23		4	14
310001 and over	6	125		8	59
<b>Totals</b>	<b>101</b>	<b>1405</b>		<b>101</b>	<b>1046</b>

<b>North Division Lot Listing/Sales Analysis</b>					
	<b>Mthly Listings</b>	<b>YTD Listings</b>		<b>Mthly Sales</b>	<b>YTD Sales</b>
<b>Range</b>	<b>Total</b>	<b>Total</b>		<b>Total</b>	<b>Total</b>
0 to 30000	1	17		0	25
30001 to 40000	0	17		1	11
40001 to 50000	2	24		1	17
50001 to 60000	2	19		3	30
60001 to 70000	1	27		0	39
70001 to 80000	3	42		1	16
80001 to 90000	1	35		0	9
90001 and over	6	182		14	92
<b>Totals</b>	<b>16</b>	<b>363</b>		<b>20</b>	<b>239</b>