

OUTSIDE BOARD AREA

MONTHLY STATISTICS

FOR

October 1 - 31, 2002

**COMPARATIVE ACTIVITY BY ZONE AS AT
October 31, 2002**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ZONE CO TOTALS						
Units Listed	649	635	2.2%	6950	6889	0.9%
Units Sold	428	339	26.3%	4307	3171	35.8%
Sales Dollars	\$86,242,879	\$55,731,438	54.7%	\$800,171,434	\$539,629,282	48.3%
List/Sell Ratio	95.69	94.09		95.13	93.60	
Days to Sell	82	106	-22.6%	98	113	-13.3%
Active Listings	2602					
ZONE NO TOTALS						
Units Listed	306	302	1.3%	3220	3224	-0.1%
Units Sold	163	156	4.5%	1642	1387	18.4%
Sales Dollars	\$28,219,402	\$21,874,888	29.0%	\$261,944,406	\$199,513,215	31.3%
List/Sell Ratio	93.61	91.14		92.64	90.56	
Days to Sell	154	168	-8.3%	160	164	-2.4%
Active Listings	1820					
ZONE SH TOTALS						
Units Listed	138	138	0.0%	1788	1994	-10.3%
Units Sold	92	70	31.4%	785	677	16.0%
Sales Dollars	\$12,774,083	\$8,667,621	47.4%	\$109,029,546	\$91,381,411	19.3%
List/Sell Ratio	91.72	90.13		90.2	88.76	
Days to Sell	245	187	31.0%	220	220	0.0%
Active Listings	1539					
ZONE OB TOTALS						
Units Listed	11	14	-21.4%	181	148	22.3%
Units Sold	5	2	150.0%	24	17	41.2%
Sales Dollars	\$2,381,500	\$294,900	707.6%	\$8,481,451	\$5,351,900	58.5%
List/Sell Ratio	90.59	81.61		88.81	84.39	
Days to Sell	201	104	93.3%	158	126	25.4%
Active Listings	140					
GRAND TOTALS						
Units Listed	1104	1089	1.4%	12139	12255	-0.9%
Units Sold	688	567	21.3%	6758	5252	28.7%
Sales Dollars	\$129,617,864	\$86,568,847	49.7%	\$1,179,626,837	\$835,875,808	41.1%
List/Sell Ratio	94.26	91.40		93.77	91.51	
Days to Sell	111	140	-20.7%	125	144	-13.2%
Active Listings	6101					

LICENSEES
August 31, 2002

	TOTAL NUMBER OF LICENSEES October 31/02	TOTAL NUMBER OF LICENSEES October 31/01	CHANGE BY NUMBER	CHANGE BY %
ALL DIVISIONS	698	670	28	4.18%
CENTRAL OK DIV.	449	425	24	5.65%
NORTH OK DIV.	184	174	10	5.75%
SHUSWAP DIV.	67	71	-4	-5.63%
CURRENT MEMBERSHIP				
AGENT LICENSEES	68			
SALESPERSONS	560			
PROPERTY MANAGEMENT	9			
9:15 LICENCEE MEMBER	61			
EXEMPTION MEMBER				
TOTALS	698			

COMPARATIVE ACTIVITY BY PROPERTY TYPE

October 31, 2002

OUTSIDE BOARD AREA

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage							
	UNITS LISTED	1	2	-100.0%	27	11	145.5%
	UNITS SOLD	0	0	0.0%	1	4	-75.0%
	SALES DOLLARS	\$0	\$0	0.0%	\$117,500	\$652,000	-82.0%
	LIST/SELL RATIO	0.00	0.00		90.45	83.87	
	DAYS TO SELL	0	0	0.0%	96	64	50.0%
	ACTIVE INVENTORY	15					
	AVERAGE PRICE	\$0	\$0	0.0%	\$117,500	\$163,000	-27.9%
	MEDIAN PRICE	\$0	\$0	0.0%	\$117,500	\$162,000	-27.5%
Acreage with House							
	UNITS LISTED	1	1	0.0%	19	13	46.2%
	UNITS SOLD	0	1	-100.0%	2	2	0.0%
	SALES DOLLARS	\$0	\$129,900	-100.0%	\$440,100	\$349,900	25.8%
	LIST/SELL RATIO	0.00	92.85		96.58	92.45	
	DAYS TO SELL	0	224	-100.0%	105	251	-58.2%
	ACTIVE INVENTORY	15					
	AVERAGE PRICE	\$0	\$129,900	-100.0%	\$220,050	\$174,950	100.0%
	MEDIAN PRICE	\$0	\$129,900	-100.0%	\$220,050	\$174,950	100.0%
Acreage (Waterfront)							
	UNITS LISTED	0	0	0.0%	6	2	200.0%
	UNITS SOLD	0	0	0.0%	0	0	0.0%
	SALES DOLLARS	\$0	\$0	0.0%	\$0	\$0	0.0%
	LIST/SELL RATIO	0.00	0.00		0.00	0.00	
	DAYS TO SELL	0	0	0.0%	0	0	0.0%
	ACTIVE INVENTORY	2					
	AVERAGE PRICE	\$0	\$0	0.0%	\$0	\$0	0.0%
	MEDIAN PRICE	\$0	\$0	0.0%	\$0	\$0	0.0%
Business							
	UNITS LISTED	7	7	0.0%	61	67	-9.0%
	UNITS SOLD	1	1	0.0%	8	6	33.3%
	SALES DOLLARS	\$310,000	\$165,000	87.9%	\$4,192,501	\$2,877,500	45.7%
	LIST/SELL RATIO	94.22	82.91		74.74	85.58	
	DAYS TO SELL	79	178	-55.6%	164	153	7.2%
	ACTIVE INVENTORY	42					
	AVERAGE PRICE	\$310,000	\$165,000	87.9%	\$524,063	\$479,583	9.3%
	MEDIAN PRICE	\$310,000	\$165,000	87.9%	\$645,000	\$277,500	132.4%
Condo (Townhouse)							
	UNITS LISTED	1	0	100.0%	1	2	-50.0%
	UNITS SOLD	0	0	0.0%	0	0	0.0%
	SALES DOLLARS	\$0	\$0	0.0%	\$0	\$0	0.0%
	LIST/SELL RATIO	0.00	0.00		0.00	0.00	
	DAYS TO SELL	0	0	0.0%	0	0	0.0%
	ACTIVE INVENTORY	1					
	AVERAGE PRICE	\$0	\$0	0.0%	\$0	\$0	0.0%
	MEDIAN PRICE	\$0	\$0	0.0%	\$0	\$0	0.0%

COMPARATIVE ACTIVITY BY PROPERTY TYPE

October 31, 2002

OUTSIDE BOARD AREA

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Condo (Apt)						
UNITS LISTED	0	0	0.0%	16	4	300.0%
UNITS SOLD	1	0	100.0%	1	1	0.0%
SALES DOLLARS	\$122,000	\$0	100.0%	\$122,000	\$2,500	4780.0%
LIST/SELL RATIO	98.38	0.00		98.38	89.28	
DAYS TO SELL	37	0	100.0%	37	25	48.0%
ACTIVE INVENTORY	16					
AVERAGE PRICE	\$122,000	\$0	100.0%	\$122,000	\$2,500	4780.0%
MEDIAN PRICE	\$122,000	\$0	100.0%	\$122,000	\$2,500	4780.0%
Duplex						
UNITS LISTED	0	1	-100.0%	0	1	-100.0%
UNITS SOLD	0	0	0.0%	0	0	0.0%
SALES DOLLARS	\$0	\$0	0.0%	\$0	\$0	0.0%
LIST/SELL RATIO	0.00	0.00		0.00	0.00	
DAYS TO SELL	0	0	0.0%	0	0	0.0%
ACTIVE INVENTORY	0					
AVERAGE PRICE	\$0	\$0	0.0%	\$0	\$0	0.0%
MEDIAN PRICE	\$0	\$0	0.0%	\$0	\$0	0.0%
Farms						
UNITS LISTED	1	1	0.0%	10	9	11.1%
UNITS SOLD	1	0	100.0%	4	2	100.0%
SALES DOLLARS	\$1,350,000	\$0	100.0%	\$1,928,500	\$1,050,000	83.7%
LIST/SELL RATIO	122.72	0.00		105.34	69.61	
DAYS TO SELL	266	0	0.0%	139	271	-48.7%
ACTIVE INVENTORY	12					
AVERAGE PRICE	\$1,350,000	\$0	0.0%	\$482,125	\$525,000	-8.2%
MEDIAN PRICE	\$1,350,000	\$0	0.0%	\$221,750	\$525,000	-57.8%
IC&I						
UNITS LISTED	0	1	-100.0%	4	7	-42.9%
UNITS SOLD	0	0	0.0%	1	0	100.0%
SALES DOLLARS	\$0	\$0	0.0%	\$200,000	\$0	100.0%
LIST/SELL RATIO	0.00	0.00		62.69	0.00	
DAYS TO SELL	0	0	100.0%	360	0	100.0%
ACTIVE INVENTORY	7					
AVERAGE PRICE	\$0	\$0	0.0%	\$200,000	\$0	100.0%
MEDIAN PRICE	\$0	\$0	0.0%	\$200,000	\$0	100.0%
IC&I Land						
UNITS LISTED	0	0	0.0%	7	8	-12.5%
UNITS SOLD	0	0	0.0%	0	0	0.0%
SALES DOLLARS	\$0	\$0	0.0%	\$0	\$0	0.0%
LIST/SELL RATIO	0.00	0.00		0.00	0.00	
DAYS TO SELL	0	0	0.0%	0	0	0.0%
ACTIVE INVENTORY	8					
AVERAGE PRICE	\$0	\$0	0.0%	\$0	\$0	0.0%
MEDIAN PRICE	\$0	\$0	0.0%	\$0	\$0	0.0%

COMPARATIVE ACTIVITY BY PROPERTY TYPE

October 31, 2002

OUTSIDE BOARD AREA

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots							
	UNITS LISTED	0	0	-100.0%	1	7	-85.7%
	UNITS SOLD	0	0	100.0%	1	0	100.0%
	SALES DOLLARS	\$0	\$0	100.0%	\$20,000	\$0	100.0%
	LIST/SELL RATIO	0.00	0.00		83.33	0.00	
	DAYS TO SELL	0	0	0.0%	434	0	0.0%
	ACTIVE INVENTORY	4					
	AVERAGE PRICE	\$0	\$0	100.0%	\$20,000	\$0	0.0%
	MEDIAN PRICE	\$0	\$0	100.0%	\$20,000	\$0	0.0%
Leases							
	UNITS LISTED	0	1	-100.0%	3	2	50.0%
	UNITS SOLD	0	0	0.0%	0	0	0.0%
	SALES DOLLARS	\$0	\$0	0.0%	\$0	\$0	0.0%
	LIST/SELL RATIO	0.00	0.00		0.00	0.00	
	DAYS TO SELL	0	0	0.0%	0	0	0.0%
	ACTIVE INVENTORY	3					
	AVERAGE PRICE	\$0	\$0	0.0%	\$0	\$0	0.0%
	MEDIAN PRICE	\$0	\$0	0.0%	\$0	\$0	0.0%
Lots (Waterfront)							
	UNITS LISTED	0	0	0.0%	2	2	0.0%
	UNITS SOLD	0	0	0.0%	1	0	100.0%
	SALES DOLLARS	\$0	\$0	0.0%	\$208,250	\$0	100.0%
	LIST/SELL RATIO	0.00	0.00		92.59	0.00	
	DAYS TO SELL	0	0	0.0%	134	0	0.0%
	ACTIVE INVENTORY	0					
	AVERAGE PRICE	\$0	\$0	0.0%	\$208,250	\$0	100.0%
	MEDIAN PRICE	\$0	\$0	0.0%	\$208,250	\$0	100.0%
Multi-Family							
	UNITS LISTED	0	0	0.0%	3	1	200.0%
	UNITS SOLD	1	0	100.0%	1	1	-100.0%
	SALES DOLLARS	\$392,500	\$0	100.0%	\$392,500	\$300,000	30.8%
	LIST/SELL RATIO	87.41	0.00		87.41	91.18	
	DAYS TO SELL	86	0	0.0%	86	286	-69.9%
	ACTIVE INVENTORY	2					
	AVERAGE PRICE	\$392,500	\$0	100.0%	\$392,500	\$300,000	30.8%
	MEDIAN PRICE	\$392,500	\$0	100.0%	\$392,500	\$300,000	30.8%
Mobile Homes							
	UNITS LISTED	0	0	0.0%	0	0	0.0%
	UNITS SOLD	0	0	0.0%	0	0	0.0%
	SALES DOLLARS	\$0	\$0	0.0%	\$0	\$0	0.0%
	LIST/SELL RATIO	0.00	0.00		0.00	0.00	
	DAYS TO SELL	0	0	0.0%	0	0	0.0%
	ACTIVE INVENTORY	0					
	AVERAGE PRICE	\$0	\$0	0.0%	\$0	\$0	0.0%
	MEDIAN PRICE	\$0	\$0	0.0%	\$0	\$0	0.0%

COMPARATIVE ACTIVITY BY PROPERTY TYPE

October 31, 2002

OUTSIDE BOARD AREA

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Residential						
UNITS LISTED	0	0	0.0%	15	6	150.0%
UNITS SOLD	0	0	0.0%	1	1	0.0%
SALES DOLLARS	\$0	\$0	0.0%	\$63,000	\$120,000	-47.5%
LIST/SELL RATIO	0.00	0.00		90.12	92.39	
DAYS TO SELL	0	0	0.0%	57	17	235.3%
ACTIVE INVENTORY	8					
AVERAGE PRICE	\$0	\$0	0.0%	\$63,000	\$120,000	-47.5%
MEDIAN PRICE	\$0	\$0	0.0%	\$63,000	\$120,000	-47.5%
Residential (Waterfront)						
UNITS LISTED	0	0	-100.0%	6	6	0.0%
UNITS SOLD	1	0	0.0%	3	0	100.0%
SALES DOLLARS	\$207,000	\$0	100.0%	\$797,100	\$0	100.0%
LIST/SELL RATIO	92.00	0.00		93.19	0.00	
DAYS TO SELL	443	0	0.0%	219	0	0.0%
ACTIVE INVENTORY	5					
AVERAGE PRICE	\$207,000	\$0	0.0%	\$240,100	\$0	100.0%
MEDIAN PRICE	\$207,000	\$0	0.0%	\$240,100	\$0	100.0%
OUTSIDE BOARD AREA - TOTALS						
UNITS LISTED	11	14	-21.4%	181	148	22.3%
UNITS SOLD	5	2	100.0%	24	17	41.2%
SALES DOLLARS	2381500	294900	100.0%	8481451	5351900	58.5%
LIST/SELL RATIO	90.59	81.61		88.81	84.39	
DAYS TO SELL	201	104	93.3%	158	126	25.4%
ACTIVE INVENTORY	140					

RESIDENTIAL LISTING / SALES ANALYSIS

**October 31, 2002
Outside Board Area**

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 90000	0	2	0	1
90001 to 110000	0	1	0	0
110001 to 130000	0	2	0	0
130001 to 150000	0	4	0	0
150001 to 170000	0	3	0	0
170001 to 190000	0	2	0	0
190001 to 210000	0	0	0	0
210001 to 230000	0	0	0	0
230001 to 250000	0	0	0	0
250001 to 270000	0	0	0	0
270001 to 290000	0	0	0	0
290001 to 310000	0	0	0	0
310001 and over	0	1	0	0
	0	15	0	1

LOT LISTING / SALES ANALYSIS

October 31, 2002

Outside Board Area

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 30000	0	0	0	1
30001 to 40000	0	0	0	0
40001 to 50000	0	1	0	0
50001 to 60000	0	6	0	0
60001 to 70000	0	1	0	0
70001 to 80000	0	10	0	0
80001 to 90000	0	0	0	0
90001 and over	1	18	0	2
	1	36	0	3