

**NORTH OKANAGAN DIVISION**

**MONTHLY STATISTICS**

**FOR**

**November 1-30, 2002**

# NORTH OKANAGAN DIVISION

## STAT - O - GRAM

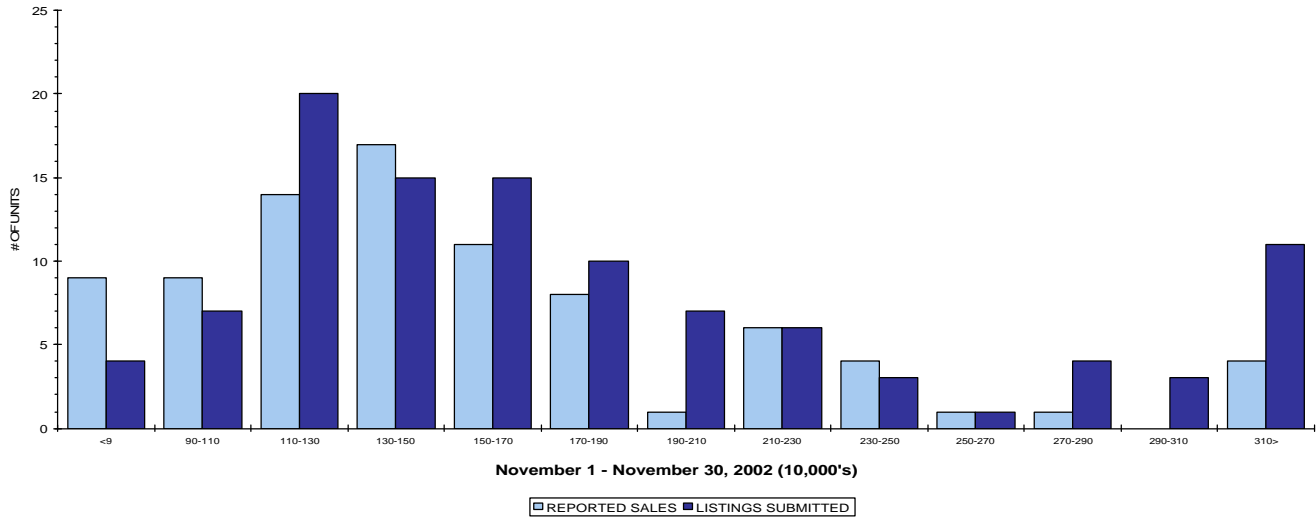
November 2002

### QUICK SUMMARY

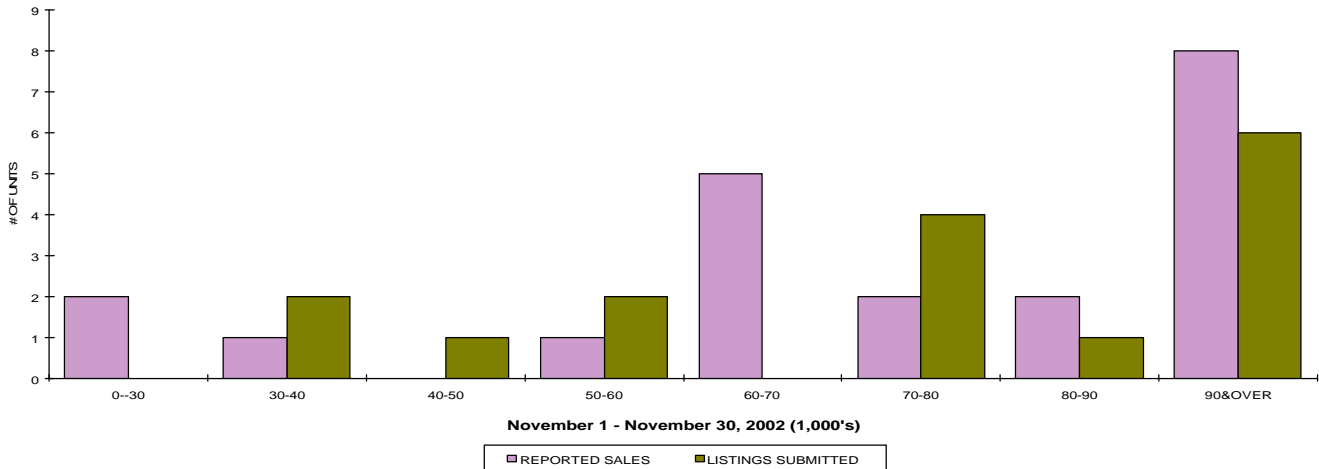
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	# of Units	\$ Value	# of Units	\$ Value	Listings Taken	Inventory
November 2002	155	\$28,618,966	85	\$13,262,117	211	1,690
October 2002	163	\$28,219,402	88	\$16,171,542	306	1,820
November 2001	107	\$16,247,491	53	\$8,380,800	236	2,089

The average number of listings-per-licensee is 9.0

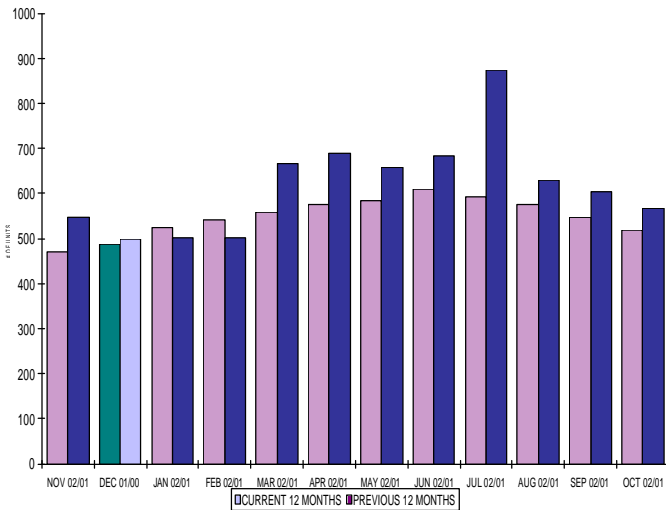
RESIDENTIAL LISTING & SALES ACTIVITY  
NORTH OKANAGAN DIVISION (BY PRICE CATEGORY)



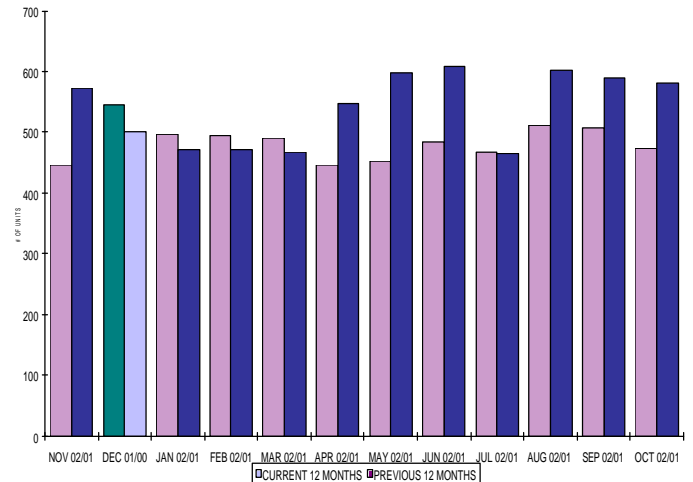
LOT LISTING & SALES ACTIVITY  
NORTH OKANAGAN DIV. (BY PRICE CATEGORY)



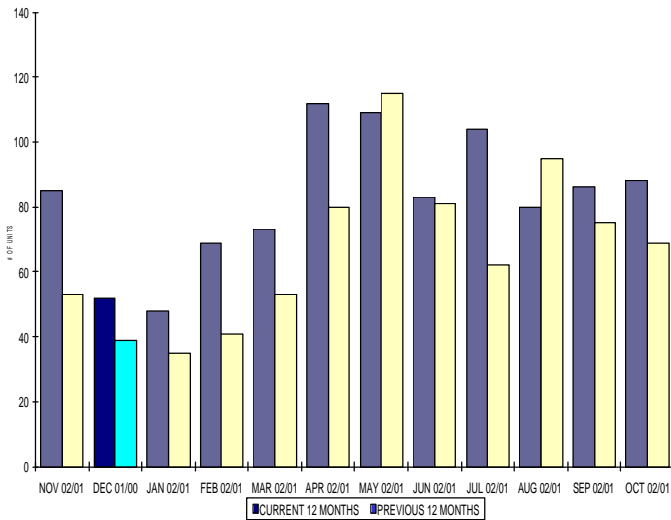
INVENTORY OF ACTIVE LISTINGS  
RESIDENTIAL - NORTH OKANAGAN DIVISION



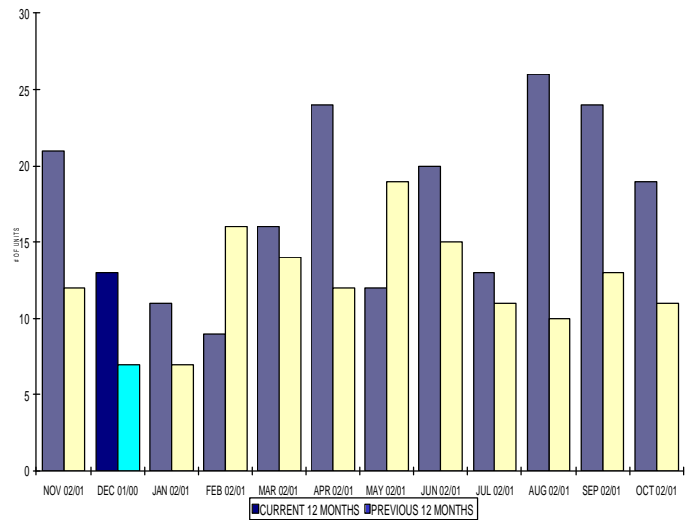
INVENTORY OF ACTIVE LISTINGS  
LOTS - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD  
RESIDENTIAL - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD  
LOTS - NORTH OKANAGAN DIVISION



**NORTH OKANAGAN DIVISION**

**November 2002**

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	7	3	132	5.30%	174
ACREAGE/HOUSE	21	15	182	11.54%	171
CONDO/APT	5	17	95	5.26%	185
CONDO/TWNHSE	9	11	81	11.11%	115
LOTS	14	13	313	4.47%	325
RESIDENTIAL	85	106	472	18.01%	86

**AVERAGE HOUSE PRICE \$156,025**

**MEDIAN HOUSE PRICE \$139,000**

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

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

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>ZONE CO TOTALS</b>						
Units Listed	476	509	-6.5%	7428	7396	0.4%
Units Sold	329	280	17.5%	4631	3451	34.2%
Sales Dollars	\$62,234,181	\$46,850,547	32.8%	\$861,442,615	\$586,479,831	46.9%
List/Sell Ratio	95.49	93.00		94.89	93.51	
Days to Sell	87	103	-15.5%	92	109	-15.6%
Active Listings	2489					
<b>ZONE NO TOTALS</b>						
Units Listed	211	236	-10.6%	3436	3461	-0.7%
Units Sold	155	106	46.2%	1797	1492	20.4%
Sales Dollars	\$28,618,966	\$16,477,091	73.7%	\$290,644,871	\$215,960,406	34.6%
List/Sell Ratio	93.61	91.14		92.64	90.56	
Days to Sell	154	168	-8.3%	160	164	-2.4%
Active Listings	1690					
<b>ZONE SH TOTALS</b>						
Units Listed	110	135	-18.5%	1898	2129	-10.9%
Units Sold	63	51	23.5%	843	728	15.8%
Sales Dollars	\$6,960,844	\$5,787,357	20.3%	\$115,757,890	\$97,168,768	19.1%
List/Sell Ratio	91.72	90.13		90.2	88.76	
Days to Sell	245	187	31.0%	220	220	0.0%
Active Listings	1458					
<b>ZONE OB TOTALS</b>						
Units Listed	20	14	42.9%	201	165	21.8%
Units Sold	2	0	100.0%	26	17	52.9%
Sales Dollars	\$237,000	\$0	100.0%	\$8,718,451	\$5,454,900	59.8%
List/Sell Ratio	90.59	81.61		88.81	84.39	
Days to Sell	201	104	93.3%	158	126	25.4%
Active Listings	145					
<b>GRAND TOTALS</b>						
Units Listed	817	894	-8.6%	12963	13151	-1.4%
Units Sold	549	437	25.6%	7297	5688	28.3%
Sales Dollars	\$98,050,991	\$69,114,995	41.9%	\$1,276,563,827	\$905,063,905	41.0%
List/Sell Ratio	94.26	91.40		93.77	91.51	
Days to Sell	111	140	-20.7%	125	144	-13.2%
Active Listings	5782					

**LICENSEES**  
**November 30, 2002**

	TOTAL NUMBER OF LICENSEES	TOTAL NUMBER OF LICENSEES	CHANGE BY NUMBER	CHANGE BY %
	November 30/02	November 30/01		
ALL DIVISIONS	705	664	41	6.17%
CENTRAL OK DIV.	450	421	29	6.89%
NORTH OK DIV.	188	173	15	8.67%
SHUSWAP DIV.	67	70	-3	-4.29%
<b>CURRENT MEMBERSHIP</b>				
AGENT LICENSEES	70			
SALESPERSONS	563			
PROPERTY MANAGEMENT	10			
9:15 LICENCEE MEMBER	62			
EXEMPTION MEMBER	0			
<b>TOTALS</b>	<b>705</b>			

**COMPARATIVE ACTIVITY BY PROPERTY TYPE**  
**November 30, 2002**  
**NORTH OKANAGAN**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Acreage</b>						
UNITS LISTED	3	15	-80.0%	147	178	-17.4%
UNITS SOLD	7	7	0.0%	64	51	25.5%
SALES DOLLARS	\$973,000	\$1,018,500	-4.5%	\$9,174,605	\$6,933,739	32.3%
LIST/SELL RATIO	88.66	94.03		91.03	87.69	
DAYS TO SELL	174	285	-38.9%	318	242	31.4%
ACTIVE INVENTORY	132					
AVERAGE PRICE	\$139,000	\$145,500	-4.5%	\$143,353	\$135,956	5.4%
MEDIAN PRICE	\$95,000	\$123,000	-22.8%	\$110,000	\$120,000	-8.3%
<b>Acreage with House</b>						
UNITS LISTED	15	31	-51.6%	397	425	-6.6%
UNITS SOLD	21	16	31.3%	187	175	6.9%
SALES DOLLARS	\$5,245,000	\$3,695,900	41.9%	\$42,001,516	\$39,091,553	7.4%
LIST/SELL RATIO	91.72	91.34		91.43	89.78	
DAYS TO SELL	171	183	-6.6%	168	190	-11.6%
ACTIVE INVENTORY	182					
AVERAGE PRICE	\$249,762	\$230,994	8.1%	\$224,607	\$223,380	0.5%
MEDIAN PRICE	\$240,000	\$210,000	14.3%	\$215,000	\$205,000	4.9%
<b>Acreage (Waterfront)</b>						
UNITS LISTED	1	0	100.0%	11	15	-26.7%
UNITS SOLD	0	0	0.0%	8	3	166.7%
SALES DOLLARS	\$0	\$0	0.0%	\$1,011,000	\$262,500	285.1%
LIST/SELL RATIO	0.00	0.00		89.56	89.95	
DAYS TO SELL	0	0	0.0%	475	498	-4.6%
ACTIVE INVENTORY	6					
AVERAGE PRICE	\$0	\$0	0.0%	\$126,375	\$87,500	44.4%
MEDIAN PRICE	\$0	\$0	0.0%	\$121,000	\$99,000	22.2%
<b>Business</b>						
UNITS LISTED	5	9	-44.4%	92	102	-9.8%
UNITS SOLD	1	1	0.0%	20	17	17.6%
SALES DOLLARS	\$30,000	\$470,000	-93.6%	\$3,013,965	\$1,531,250	96.8%
LIST/SELL RATIO	120.00	90.38		88.23	84.07	
DAYS TO SELL	146	31	371.0%	287	173	65.9%
ACTIVE INVENTORY	65					
AVERAGE PRICE	\$107,000	\$470,000	-77.2%	\$150,698	\$90,074	67.3%
MEDIAN PRICE	\$30,000	\$470,000	-93.6%	\$87,000	\$45,000	93.3%
<b>Condo (Townhouse)</b>						
UNITS LISTED	11	33	-66.7%	234	240	-2.5%
UNITS SOLD	9	13	-30.8%	148	133	11.3%
SALES DOLLARS	\$1,089,750	\$1,750,100	-37.7%	\$16,877,987	\$14,331,401	17.8%
LIST/SELL RATIO	93.28	90.95		94.03	91.45	
DAYS TO SELL	115	185	-37.8%	108	161	-32.9%
ACTIVE INVENTORY	81					
AVERAGE PRICE	\$121,083	\$134,623	-10.1%	\$114,040	\$107,755	5.8%
MEDIAN PRICE	\$106,000	\$98,500	7.6%	\$102,500	\$98,500	4.1%

**COMPARATIVE ACTIVITY BY PROPERTY TYPE**  
**November 30, 2002**  
**NORTH OKANAGAN**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Condo (Apt)</b>						
UNITS LISTED	17	7	142.9%	170	146	16.4%
UNITS SOLD	5	4	25.0%	93	79	17.7%
SALES DOLLARS	\$530,150	\$383,000	38.4%	\$8,465,560	\$7,573,822	11.8%
LIST/SELL RATIO	89.03	91.87		94.03	92.85	
DAYS TO SELL	185	276	-33.0%	204	219	-6.8%
ACTIVE INVENTORY	95					
AVERAGE PRICE	\$106,030	\$95,750	10.7%	\$91,028	\$95,871	-5.1%
MEDIAN PRICE	\$84,000	\$103,000	-18.4%	\$82,900	\$98,000	-15.4%
<b>Duplex</b>						
UNITS LISTED	5	3	66.7%	60	60	0.0%
UNITS SOLD	0	2	-100.0%	25	28	-10.7%
SALES DOLLARS	\$0	\$219,500	-100.0%	\$3,080,800	\$2,733,900	12.7%
LIST/SELL RATIO	0.00	89.84		90.94	90.31	
DAYS TO SELL	0	197	-100.0%	195	150	30.0%
ACTIVE INVENTORY	31					
AVERAGE PRICE	\$0	\$109,750	-100.0%	\$123,232	\$97,639	26.2%
MEDIAN PRICE	\$0	\$109,750	-100.0%	\$100,000	\$89,925	11.2%
<b>Farms</b>						
UNITS LISTED	2	1	100.0%	35	49	-28.6%
UNITS SOLD	2	0	100.0%	15	12	25.0%
SALES DOLLARS	\$520,000	\$0	100.0%	\$8,748,000	\$6,067,934	44.2%
LIST/SELL RATIO	81.31	0.00		85.85	89.81	
DAYS TO SELL	380	0	100.0%	322	191	68.6%
ACTIVE INVENTORY	28					
AVERAGE PRICE	\$260,000	\$0	100.0%	\$583,200	\$505,661	15.3%
MEDIAN PRICE	\$260,000	\$0	100.0%	\$335,000	\$418,000	-19.9%
<b>IC&amp;I</b>						
UNITS LISTED	7	2	250.0%	66	66	0.0%
UNITS SOLD	0	0	0.0%	13	7	85.7%
SALES DOLLARS	\$0	\$0	0.0%	\$2,652,500	\$1,616,000	64.1%
LIST/SELL RATIO	0.00	0.00		89.27	77.87	
DAYS TO SELL	0	0	0.0%	177	173	2.3%
ACTIVE INVENTORY	70					
AVERAGE PRICE	\$0	\$0	0.0%	\$204,038	\$230,857	-11.6%
MEDIAN PRICE	\$0	\$0	0.0%	\$185,000	\$200,000	-7.5%
<b>IC&amp;I Land</b>						
UNITS LISTED	7	6	16.7%	58	62	-6.5%
UNITS SOLD	0	0	0.0%	8	4	100.0%
SALES DOLLARS	\$0	\$0	0.0%	\$3,524,250	\$831,600	323.8%
LIST/SELL RATIO	0.00	0.00		84.04	83.21	
DAYS TO SELL	0	0	0.0%	501	581	-13.8%
ACTIVE INVENTORY	54					
AVERAGE PRICE	\$0	\$0	0.0%	\$440,531	\$207,900	111.9%
MEDIAN PRICE	\$0	\$0	0.0%	\$271,375	\$220,800	22.9%

**COMPARATIVE ACTIVITY BY PROPERTY TYPE**  
**November 30, 2002**  
**NORTH OKANAGAN**

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Lots</b>							
	UNITS LISTED	12	10	20.0%	240	279	-14.0%
	UNITS SOLD	12	4	200.0%	106	84	26.2%
	SALES DOLLARS	\$919,549	\$199,000	362.1%	\$7,394,124	\$4,874,350	51.7%
	LIST/SELL RATIO	107.85	89.57		91.60	88.31	
	DAYS TO SELL	565	542	4.2%	490	427	14.8%
	ACTIVE INVENTORY	301					
	AVERAGE PRICE	\$76,629	\$49,750	54.0%	\$69,756	\$58,028	20.2%
	MEDIAN PRICE	\$63,250	\$54,000	17.1%	\$67,000	\$56,500	18.6%
<b>Leases</b>							
	UNITS LISTED	1	1	0.0%	50	38	31.6%
	UNITS SOLD	0	1	-100.0%	7	8	-12.5%
	SALES DOLLARS	\$0	\$64,391	-100.0%	\$516,487	\$298,088	73.3%
	LIST/SELL RATIO	0.00	0.00		0.00	13.33	
	DAYS TO SELL	0	69	-100.0%	293	327	-10.4%
	ACTIVE INVENTORY	41					
	AVERAGE PRICE	\$0	\$64,391	-100.0%	\$73,784	\$37,261	98.0%
	MEDIAN PRICE	\$0	\$64,391	-100.0%	\$45,241	\$25,842	75.1%
<b>Lots (Waterfront)</b>							
	UNITS LISTED	0	0	0.0%	11	15	-26.7%
	UNITS SOLD	2	0	100.0%	11	5	120.0%
	SALES DOLLARS	\$510,000	\$0	100.0%	\$2,654,000	\$1,086,570	144.3%
	LIST/SELL RATIO	93.68	0.00		102.17	91.42	
	DAYS TO SELL	86	0	100.0%	534	236	126.3%
	ACTIVE INVENTORY	6					
	AVERAGE PRICE	\$255,000	\$0	100.0%	\$241,273	\$217,314	11.0%
	MEDIAN PRICE	\$255,000	\$0	100.0%	\$252,000	\$226,670	11.2%
<b>Multi-Family</b>							
	UNITS LISTED	3	3	0.0%	37	36	2.8%
	UNITS SOLD	4	0	100.0%	22	5	340.0%
	SALES DOLLARS	\$4,340,000	\$0	100.0%	\$9,208,900	\$952,000	867.3%
	LIST/SELL RATIO	88.88	0.00		87.92	86.06	
	DAYS TO SELL	323	0	#DIV/0!	186	272	-31.6%
	ACTIVE INVENTORY	23					
	AVERAGE PRICE	\$1,085,000	\$0	100.0%	\$418,586	\$190,400	119.8%
	MEDIAN PRICE	\$1,095,000	\$0	100.0%	\$222,500	\$185,000	20.3%
<b>Mobile Homes</b>							
	UNITS LISTED	14	21	-33.3%	188	219	-14.2%
	UNITS SOLD	5	3	66.7%	93	66	40.9%
	SALES DOLLARS	\$152,400	\$76,000	100.5%	\$3,182,800	\$1,912,188	66.4%
	LIST/SELL RATIO	84.71	73.65		82.00	80.47	
	DAYS TO SELL	236	231	2.2%	155	174	-10.9%
	ACTIVE INVENTORY	88					
	AVERAGE PRICE	\$30,480	\$25,333	20.3%	\$34,224	\$28,973	18.1%
	MEDIAN PRICE	\$25,000	\$25,500	-2.0%	\$26,900	\$25,375	6.0%

**COMPARATIVE ACTIVITY BY PROPERTY TYPE**

**November 30, 2002**

**NORTH OKANAGAN**

	<b>CURRENT MONTH</b>			<b>YEAR TO DATE</b>		
	<b>THIS YEAR</b>	<b>LAST YEAR</b>	<b>INCREASE</b>	<b>THIS YEAR</b>	<b>LAST YEAR</b>	<b>INCREASE</b>
<b>Residential</b>						
UNITS LISTED	106	92	15.2%	1573	1462	7.6%
UNITS SOLD	85	53	60.4%	928	783	18.5%
SALES DOLLARS	\$13,262,117	\$8,380,800	58.2%	\$151,359,377	\$115,747,961	30.8%
LIST/SELL RATIO	94.83	92.27		94.99	93.91	
DAYS TO SELL	86	153	-43.8%	98	111	-11.7%
ACTIVE INVENTORY	472					
AVERAGE PRICE	\$156,025	\$158,128	-1.3%	\$163,103	\$147,826	10.3%
MEDIAN PRICE	\$139,900	\$142,000	-1.5%	\$145,000	\$140,000	3.6%
<b>Residential (Waterfront)</b>						
UNITS LISTED	2	2	0.0%	67	69	-2.9%
UNITS SOLD	2	2	0.0%	49	32	53.1%
SALES DOLLARS	\$1,047,000	\$219,900	376.1%	\$17,779,000	\$10,115,550	75.8%
LIST/SELL RATIO	97.03	89.48		92.11	87.00	
DAYS TO SELL	152	399	-61.9%	197	267	-26.2%
ACTIVE INVENTORY	15					
AVERAGE PRICE	\$523,500	\$109,950	376.1%	\$362,837	\$316,111	14.8%
MEDIAN PRICE	\$523,500	\$109,950	376.1%	\$365,000	\$294,750	23.8%
<b>NORTH OKANAGAN - TOTALS</b>						
UNITS LISTED	211	236	-10.6%	3436	3461	-0.7%
UNITS SOLD	155	106	46.2%	1797	1492	20.4%
SALES DOLLARS	\$28,618,966	\$16,477,091	73.7%	\$290,644,871	\$215,960,406	34.6%
LIST/SELL RATIO	94.41	91.31		93.01	91.37	
DAYS TO SELL	160	195	-17.9%	161	165	-2.4%
ACTIVE INVENTORY	1690					

## RESIDENTIAL LISTING / SALES ANALYSIS

November 30, 2002  
NORTH OKANAGAN

<b>Range</b>	<b>Mthly Listings Total</b>	<b>YTD Listings Total</b>	<b>Mthly Sales Total</b>	<b>YTD Sales Total</b>
0 to 90000	4	115	9	66
90001 to 110000	7	136	9	102
110001 to 130000	20	283	14	172
130001 to 150000	15	259	17	162
150001 to 170000	15	221	11	132
170001 to 190000	10	156	8	94
190001 to 210000	7	94	1	49
210001 to 230000	6	75	6	49
230001 to 250000	3	61	4	27
250001 to 270000	1	28	1	18
270001 to 290000	4	27	1	12
290001 to 310000	3	23	0	6
310001 and over	11	95	4	39
	<b>106</b>	<b>1573</b>	<b>85</b>	<b>928</b>

**RESIDENTIAL LISTING / SALES ANALYSIS**

**November 30, 2002**

**NORTH OKANAGAN**

	<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	0	31		2		21
30001 to 40000	2	33		1		7
40001 to 50000	1	27		0		12
50001 to 60000	2	37		1		19
60001 to 70000	0	42		5		19
70001 to 80000	4	28		2		21
80001 to 90000	1	19		2		11
90001 and over	6	192		8		79
	<b>16</b>	<b>409</b>		<b>21</b>		<b>189</b>