

**NORTH DIVISION  
MONTHLY STATISTICS**

**FOR**

**November 1 - 30, 2003**

# NORTH OKANAGAN DIVISION

## STAT - O - GRAM

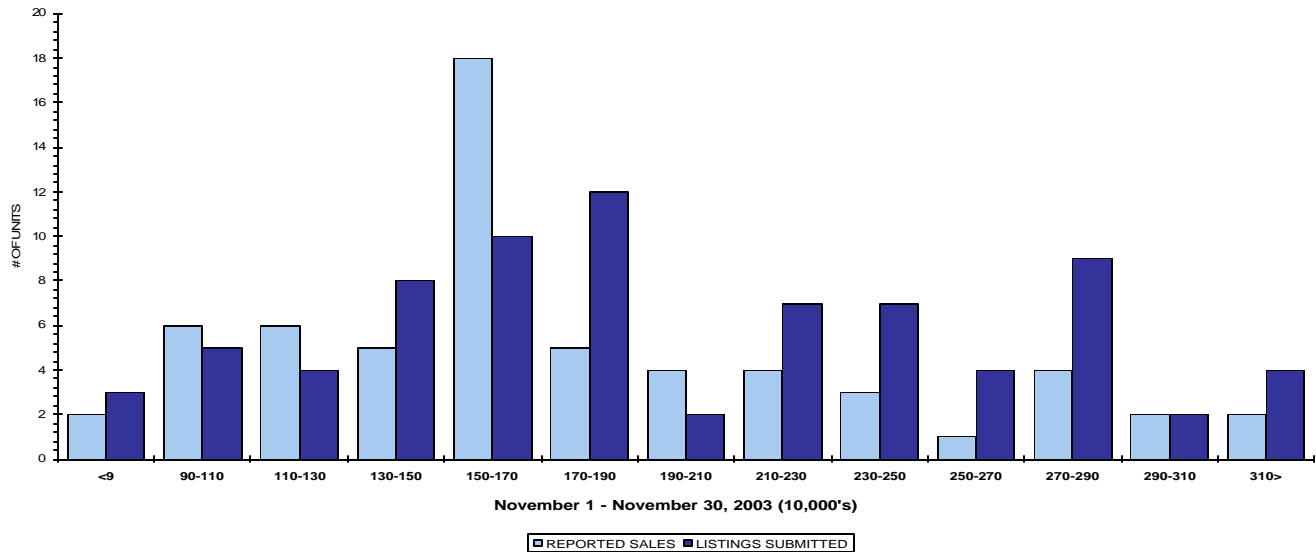
November 2003

### QUICK SUMMARY

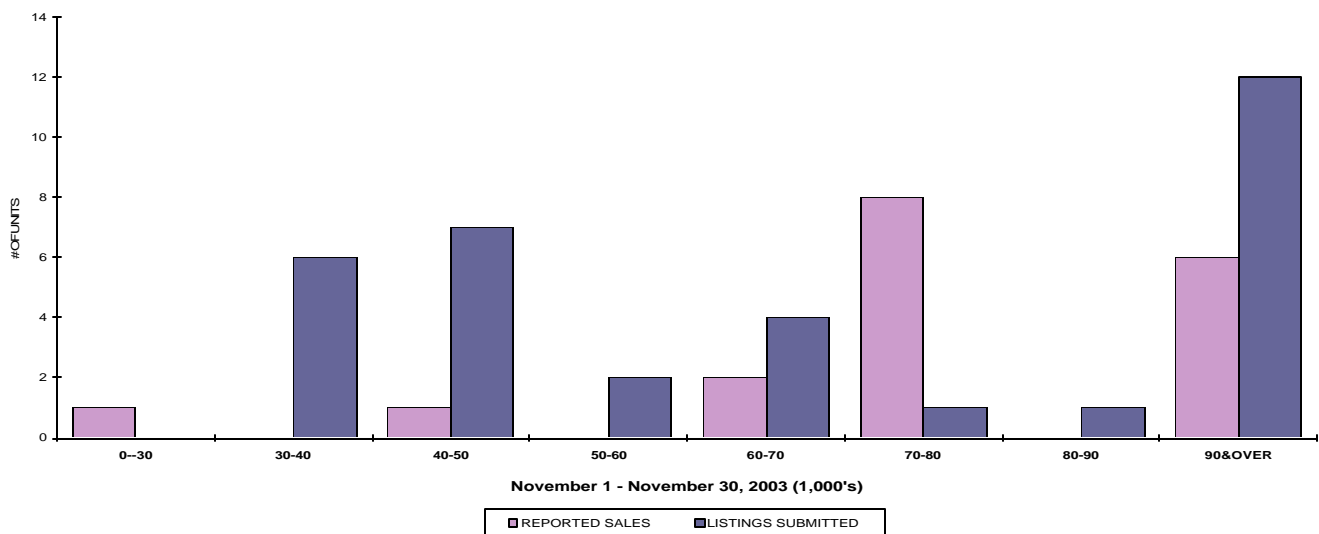
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	# of Units	\$ Value	# of Units	\$ Value	Listings Taken	Inventory
November 2003	125	\$19,822,850	66	\$11,867,250	203	1,315
October 2003	200	\$39,220,319	106	\$19,993,388	244	1,420
November 2002	155	\$28,618,966	85	\$13,262,117	211	1,690

The average number of listings-per-licensee is 6.0

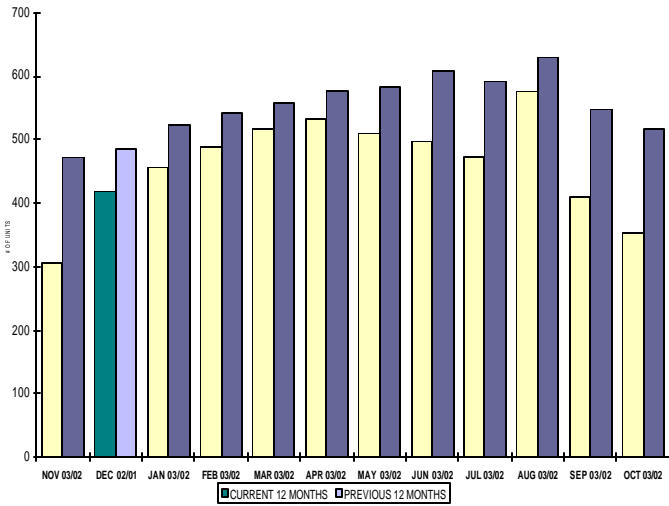
RESIDENTIAL LISTING & SALES ACTIVITY  
NORTH OKANAGAN DIVISION (BY PRICE CATEGORY)



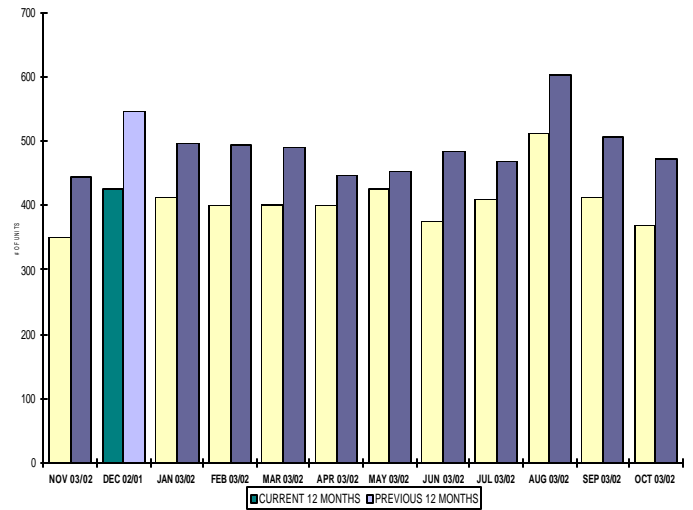
LOT LISTING & SALES ACTIVITY  
NORTH OKANAGAN DIV. (BY PRICE CATEGORY)



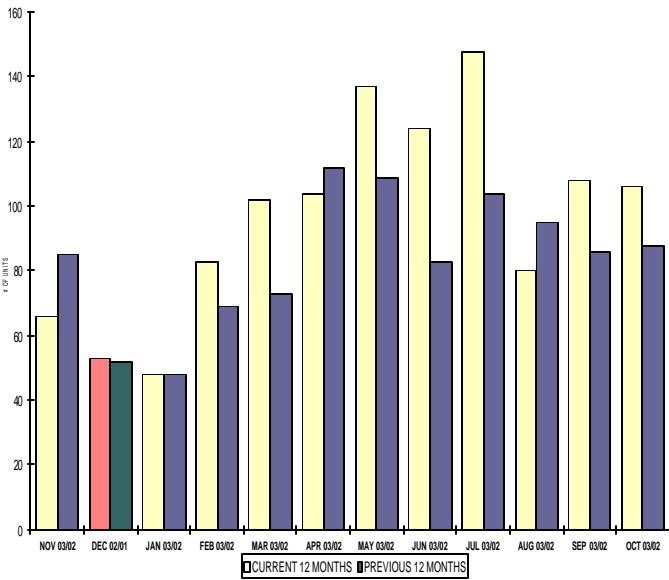
INVENTORY OF ACTIVE LISTINGS  
RESIDENTIAL - NORTH OKANAGAN DIVISION



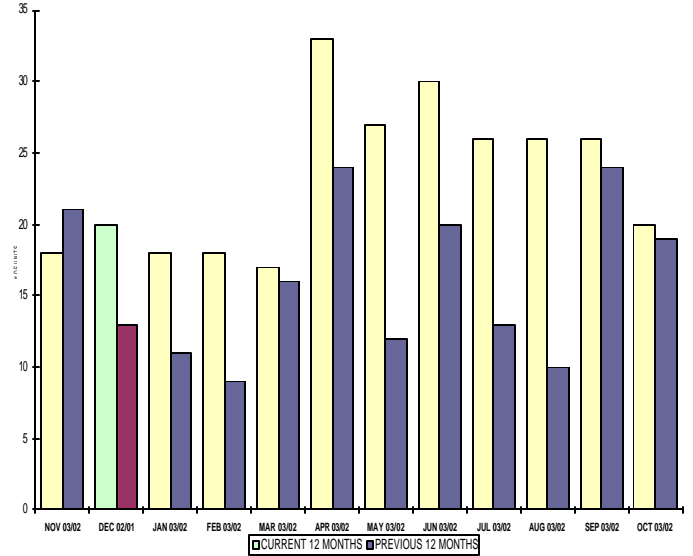
INVENTORY OF ACTIVE LISTINGS  
LOTS - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD  
RESIDENTIAL - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD  
LOTS - NORTH OKANAGAN DIVISION



**NORTH OKANAGAN DIVISION**

**November 2003**

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	2	13	116	1.72%	70
ACREAGE/HOUSE	7	25	164	4.27%	182
CONDO/APT	7	8	46	15.22%	102
CONDO/TWNHSE	11	14	57	19.30%	158
LOTS	16	20	234	6.84%	218
RESIDENTIAL	66	79	307	21.50%	79

**AVERAGE HOUSE PRICE \$179,807**

**MEDIAN HOUSE PRICE \$160,750**

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

**COMPARATIVE ACTIVITY BY ZONE AS AT  
November 30, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>ZONE CO TOTALS</b>						
Units Listed	468	485	-3.5%	7043	7595	-7.3%
Units Sold	<b>310</b>	<b>340</b>	<b>-8.8%</b>	<b>4733</b>	<b>4686</b>	<b>1.0%</b>
Sales Dollars	\$69,559,365	\$67,679,284	2.8%	\$1,006,652,097	\$873,223,105	15.3%
List/Sell Ratio	95.44%	95.69%	-0.3%	95.96%	94.94%	1.1%
Days to Sell	86	85	1.2%	82	86	-4.7%
Active Listings	2001	2792	-28.3%			
<b>ZONE NO TOTALS</b>						
Units Listed	203	211	-3.8%	3386	3500	-3.3%
Units Sold	<b>125</b>	<b>143</b>	<b>-12.6%</b>	<b>2168</b>	<b>1839</b>	<b>17.9%</b>
Sales Dollars	\$19,822,850	\$25,630,866	-22.7%	\$366,954,263	\$295,331,554	24.3%
List/Sell Ratio	94.49%	94.20%	0.3%	94.37%	93.04%	1.4%
Days to Sell	146	171	-14.6%	138	154	-10.4%
Active Listings	1315	1968	-33.2%			
<b>ZONE SH TOTALS</b>						
Units Listed	77	112	-31.3%	1823	1913	-4.7%
Units Sold	<b>48</b>	<b>61</b>	<b>-21.3%</b>	<b>989</b>	<b>850</b>	<b>16.4%</b>
Sales Dollars	\$7,874,500	\$6,563,970	20.0%	\$146,330,979	\$115,730,505	26.4%
List/Sell Ratio	90.24%	92.84%	-2.8%	91.78%	90.12%	1.8%
Days to Sell	234	247	-5.3%	231	219	5.5%
Active Listings	1189	1586	-25.0%			
<b>ZONE OB TOTALS</b>						
Units Listed	17	22	-22.7%	170	207	-17.9%
Units Sold	<b>2</b>	<b>4</b>	<b>-50.0%</b>	<b>25</b>	<b>22</b>	<b>13.6%</b>
Sales Dollars	\$318,500	\$1,657,800	-80.8%	\$14,698,700	\$9,406,250	56.3%
List/Sell Ratio	74.57%	90.90%	-18.0%	84.67%	90.30%	-6.2%
Days to Sell	317	243	30.5%	208	164	26.8%
Active Listings	145	146	-0.7%			
<b>GRAND TOTALS</b>						
Units Listed	765	830	-7.8%	12422	13215	-6.0%
Units Sold	<b>485</b>	<b>548</b>	<b>-11.5%</b>	<b>7915</b>	<b>7397</b>	<b>7.0%</b>
Sales Dollars	\$97,575,215	\$101,531,920	-3.9%	\$1,534,636,039	\$1,293,691,414	18.6%
List/Sell Ratio	94.74%	93.87%	0.9%	94.96%	94.09%	0.9%
Days to Sell	117	127	-7.9%	117	118	-0.8%
Active Listings	4650	6492	-28.4%			

**LICENSEES**  
**November 30, 2003**

	TOTAL NUMBER OF LICENSEES	TOTAL NUMBER OF LICENSEES	CHANGE BY NUMBER	CHANGE BY %
	November 30/03	November 30/02		
ALL DIVISIONS	790	705	85	12.06%
CENTRAL OK DIV.	504	450	54	12.00%
NORTH OK DIV.	218	188	30	15.96%
SHUSWAP DIV.	68	67	1	1.49%
<b>CURRENT MEMBERSHIP</b>				
AGENT LICENSEES	71			
SALESPERSONS	649			
PROPERTY MANAGEMENT	9			
9:15 LICENCEE MEMBER	61			
EXEMPTION MEMBER	0			
<b>TOTALS</b>	<b>790</b>			

**North Division Comparative Activity By Property Type  
November 30, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Acreage</b>						
Units Listed	13	3	333.3%	132	146	-9.6%
Units Sold	2	6	-66.7%	57	65	-12.3%
Sales Dollars	\$250,000	\$887,000	-71.8%	\$7,603,700	\$9,293,605	-18.2%
List/Sell Ratio	95.31%	94.02%	1.4%	91.13%	89.40%	1.9%
Days to Sell	70	171	-59.1%	299	308	-2.9%
Active Inventory	116	169	-31.4%			
Average Price	\$125,000	\$147,833	-15.4%	\$133,398	\$142,979	-6.7%
Median Price	\$125,000	\$107,000	16.8%	\$123,000	\$110,000	11.8%
<b>Acreage with House</b>						
Units Listed	25	15	66.7%	380	390	-2.6%
Units Sold	7	16	-56.3%	178	180	-1.1%
Sales Dollars	\$2,391,000	\$3,325,000	-28.1%	\$49,487,831	\$40,421,000	22.4%
List/Sell Ratio	94.70%	91.93%	3.0%	93.25%	91.53%	1.9%
Days to Sell	182	101	80.2%	162	150	8.0%
Active Inventory	164	270	-39.3%			
Average Price	\$341,571	\$207,813	64.4%	\$278,022	\$224,561	23.8%
Median Price	\$316,000	\$208,000	51.9%	\$238,500	\$216,000	10.4%
<b>Acreage (Waterfront)</b>						
Units Listed	1	1	0.0%	11	11	0.0%
Units Sold	0	1	-100.0%	7	8	-12.5%
Sales Dollars	\$0	\$60,000	-100.0%	\$1,418,500	\$1,011,000	40.3%
List/Sell Ratio	0.00%	69.84%	-100.0%	89.27%	89.56%	-0.3%
Days to Sell	0	1610	-100.0%	208	478	-56.5%
Active Inventory	3	10	-70.0%			
Average Price	\$0	\$60,000	-100.0%	\$202,643	\$126,375	60.4%
Median Price	\$0	\$60,000	-100.0%	\$215,000	\$121,000	77.7%
<b>Business</b>						
Units Listed	9	5	80.0%	105	91	15.4%
Units Sold	2	1	100.0%	19	19	0.0%
Sales Dollars	\$43,500	\$30,000	45.0%	\$2,623,500	\$2,924,965	-10.3%
List/Sell Ratio	96.87%	120.00%	-19.3%	82.11%	81.06%	1.3%
Days to Sell	101	143	-29.4%	195	264	-26.1%
Active Inventory	81	72	12.5%			
Average Price	\$21,750	\$30,000	-27.5%	\$138,079	\$153,946	-10.3%
Median Price	\$21,750	\$30,000	-27.5%	\$40,000	\$85,000	-52.9%
<b>Condo (Townhouse)</b>						
Units Listed	14	16	-12.5%	236	327	-27.8%
Units Sold	11	12	-8.3%	205	206	-0.5%
Sales Dollars	\$1,242,000	\$1,591,000	-21.9%	\$26,213,133	\$25,427,686	3.1%
List/Sell Ratio	95.53%	92.76%	3.0%	96.29%	95.36%	1.0%
Days to Sell	158	96	64.6%	113	100	13.0%
Active Inventory	57	107	-46.7%			
Average Price	\$112,909	\$132,583	-14.8%	\$127,869	\$123,435	3.6%
Median Price	\$100,000	\$116,500	-14.2%	\$118,000	\$114,000	3.5%
<b>Condo (Apt)</b>						
Units Listed	8	16	-50.0%	144	169	-14.8%
Units Sold	7	4	75.0%	114	93	22.6%
Sales Dollars	\$658,000	\$382,800	71.9%	\$10,621,950	\$8,546,960	24.3%
List/Sell Ratio	94.58%	94.10%	0.5%	94.48%	94.05%	0.5%
Days to Sell	102	398	-74.4%	225	211	6.6%
Active Inventory	46	111	-58.6%			
Average Price	\$94,000	\$95,700	-1.8%	\$93,175	\$91,903	1.4%
Median Price	\$85,000	\$92,000	-7.6%	\$91,000	\$83,000	9.6%

North Division Comparative Activity By Property Type

November 30, 2003

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Duplex</b>						
Units Listed	5	5	0.0%	90	59	52.5%
Units Sold	5	0	100.0%	58	24	141.7%
Sales Dollars	\$529,150	\$0	100.0%	\$8,625,650	\$2,990,800	188.4%
List/Sell Ratio	97.24%	0.00%	100.0%	99.83%	90.78%	10.0%
Days to Sell	197	0	100.0%	136	189	-28.0%
Active Inventory	23	40	-42.5%			
Average Price	\$105,830	\$0	100.0%	\$148,718	\$124,617	19.3%
Median Price	\$93,500	\$0	100.0%	\$138,250	\$102,500	34.9%
<b>Farms</b>						
Units Listed	2	2	0.0%	27	39	-30.8%
Units Sold	0	2	-100.0%	7	14	-50.0%
Sales Dollars	\$0	\$520,000	-100.0%	\$2,774,000	\$8,548,000	-67.5%
List/Sell Ratio	0.00%	81.31%	-100.0%	87.41%	85.62%	2.1%
Days to Sell	0	377	0.0%	412	325	26.8%
Active Inventory	27	44	-38.6%			
Average Price	\$0	\$260,000	-100.0%	\$396,286	\$610,571	-35.1%
Median Price	\$0	\$260,000	-100.0%	\$347,500	\$350,000	-0.7%
<b>IC&amp;I</b>						
Units Listed	5	7	-28.6%	100	65	53.8%
Units Sold	4	0	100.0%	22	12	83.3%
Sales Dollars	\$541,750	\$0	100.0%	\$4,905,600	\$2,501,500	96.1%
List/Sell Ratio	97.20%	0.00%	100.0%	87.74%	88.85%	-1.2%
Days to Sell	246	0	100.0%	296	171	73.1%
Active Inventory	78	73	6.8%			
Average Price	\$135,438	\$0	100.0%	\$222,982	\$208,458	7.0%
Median Price	\$96,875	\$0	100.0%	\$172,250	\$185,750	-7.3%
<b>IC&amp;I Land</b>						
Units Listed	5	7	-28.6%	57	60	-5.0%
Units Sold	0	1	-100.0%	6	9	-33.3%
Sales Dollars	\$0	\$75,000	-100.0%	\$3,560,000	\$2,599,250	37.0%
List/Sell Ratio	0.00%	0.00%	0.0%	78.56%	86.73%	-9.4%
Days to Sell	0	791	-100.0%	240	352	-31.8%
Active Inventory	50	57	-12.3%			
Average Price	\$0	\$75,000	-100.0%	\$593,333	\$288,806	105.4%
Median Price	\$0	\$75,000	-100.0%	\$415,000	\$220,250	88.4%
<b>Lots</b>						
Units Listed	19	12	58.3%	246	237	3.8%
Units Sold	16	13	23.1%	189	103	83.5%
Sales Dollars	\$1,247,000	\$961,549	29.7%	\$13,630,503	\$7,047,224	93.4%
List/Sell Ratio	98.16%	86.41%	13.6%	95.65%	90.57%	5.6%
Days to Sell	367	522	-29.7%	376	490	-23.3%
Active Inventory	230	274	-16.1%			
Average Price	\$77,938	\$73,965	5.4%	\$72,119	\$68,420	5.4%
Median Price	\$75,500	\$63,000	19.8%	\$62,500	\$65,000	-3.8%
<b>Leases</b>						
Units Listed	5	1	400.0%	52	51	2.0%
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	40	50	-20.0%			
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  
November 30, 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>11</b>	<b>-27.3%</b>
Sales Dollars	\$0	\$510,000	-100.0%	\$2,124,750	\$2,654,000	-19.9%
List/Sell Ratio	0.00%	93.68%	-100.0%	95.62%	102.17%	-6.4%
Days to Sell	0	86	-100.0%	220	518	-57.5%
Active Inventory	1	15	-93.3%			
Average Price	\$0	\$255,000	-100.0%	\$265,594	\$241,273	10.1%
Median Price	\$0	\$255,000	-100.0%	\$306,250	\$252,000	21.5%
<b>Multi-Family</b>						
Units Listed	2	3	-33.3%	36	35	2.9%
Units Sold	<b>1</b>	<b>3</b>	<b>-66.7%</b>	<b>22</b>	<b>21</b>	<b>4.8%</b>
Sales Dollars	\$229,000	\$4,140,000	-94.5%	\$8,429,900	\$8,803,900	-4.2%
List/Sell Ratio	95.45%	88.88%	7.4%	93.68%	87.60%	6.9%
Days to Sell	226	150	50.7%	157	188	-16.5%
Active Inventory	15	31	-51.6%			
Average Price	\$229,000	\$1,380,000	-83.4%	\$383,177	\$419,233	-8.6%
Median Price	\$229,000	\$1,470,000	-84.4%	\$233,500	\$210,000	11.2%
<b>Mobile Homes</b>						
Units Listed	9	14	-35.7%	176	186	-5.4%
Units Sold	<b>3</b>	<b>5</b>	<b>-40.0%</b>	<b>86</b>	<b>92</b>	<b>-6.5%</b>
Sales Dollars	\$84,200	\$154,500	-45.5%	\$3,539,250	\$3,178,400	11.4%
List/Sell Ratio	70.39%	77.54%	-9.2%	86.50%	84.44%	2.4%
Days to Sell	188	153	22.9%	131	144	-9.0%
Active Inventory	60	103	-41.7%			
Average Price	\$28,067	\$30,900	-9.2%	\$41,154	\$34,548	19.1%
Median Price	\$18,000	\$25,000	-28.0%	\$31,500	\$26,950	16.9%
<b>Residential</b>						
Units Listed	79	103	-23.3%	1526	1559	-2.1%
Units Sold	<b>66</b>	<b>75</b>	<b>-12.0%</b>	<b>1150</b>	<b>928</b>	<b>23.9%</b>
Sales Dollars	\$11,867,250	\$11,947,017	-0.7%	\$203,792,980	\$151,712,777	34.3%
List/Sell Ratio	95.66%	95.24%	0.4%	95.85%	95.41%	0.5%
Days to Sell	79	89	-11.2%	80	92	-13.0%
Active Inventory	307	592	-48.1%			
Average Price	\$179,807	\$159,294	12.9%	\$177,211	\$163,484	8.4%
Median Price	\$160,750	\$141,500	13.6%	\$158,500	\$145,000	9.3%
<b>Residential (Waterfront)</b>						
Units Listed	2	1	100.0%	61	64	-4.7%
Units Sold	<b>1</b>	<b>2</b>	<b>-50.0%</b>	<b>35</b>	<b>47</b>	<b>-25.5%</b>
Sales Dollars	\$740,000	\$1,047,000	-29.3%	\$17,377,300	\$17,154,000	1.3%
List/Sell Ratio	61.66%	97.03%	-36.5%	93.65%	92.18%	1.6%
Days to Sell	252	149	69.1%	118	194	-39.2%
Active Inventory	17	35	-51.4%			
Average Price	\$740,000	\$523,500	41.4%	\$496,494	\$364,979	36.0%
Median Price	\$740,000	\$523,500	41.4%	\$485,000	\$380,000	27.6%
<b>NORTH OKANAGAN - TOTALS</b>						
Units Listed	203	211	-3.8%	3386	3500	-3.3%
Units Sold	<b>125</b>	<b>143</b>	<b>-12.6%</b>	<b>2168</b>	<b>1839</b>	<b>17.9%</b>
Sales Dollars	\$19,822,850	\$25,630,866	-22.7%	\$366,954,263	\$295,331,554	24.3%
List/Sell Ratio	94.49%	94.20%	0.3%	94.37%	93.04%	1.4%
Days to Sell	146	171	-14.6%	138	154	-10.4%
Active Inventory	1315	2053	-35.9%			

**North Residential Listing/Sales Analysis  
November 30, 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	3	62		2	68
90001 to 110000	5	82		6	70
110001 to 130000	4	195		6	157
130001 to 150000	8	229		5	185
150001 to 170000	10	205		18	176
170001 to 190000	12	159		5	115
190001 to 210000	2	115		4	79
210001 to 230000	7	101		4	76
230001 to 250000	7	90		3	63
250001 to 270000	4	46		1	30
270001 to 290000	9	43		4	24
290001 to 310000	2	26		2	16
310001 and over	4	128		2	62
<b>Totals</b>	<b>77</b>	<b>1481</b>		<b>62</b>	<b>1121</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	0	17		1	26
30001 to 40000	6	23		0	11
40001 to 50000	7	31		1	18
50001 to 60000	2	21		0	30
60001 to 70000	4	31		2	41
70001 to 80000	1	43		8	24
80001 to 90000	1	36		0	9
90001 and over	12	194		6	102
<b>Totals</b>	<b>33</b>	<b>396</b>		<b>18</b>	<b>261</b>