

NORTH DIVISION MONTHLY STATISTICS

FOR

November 1st - November 30th, 2004

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

NORTH OKANAGAN DIVISION

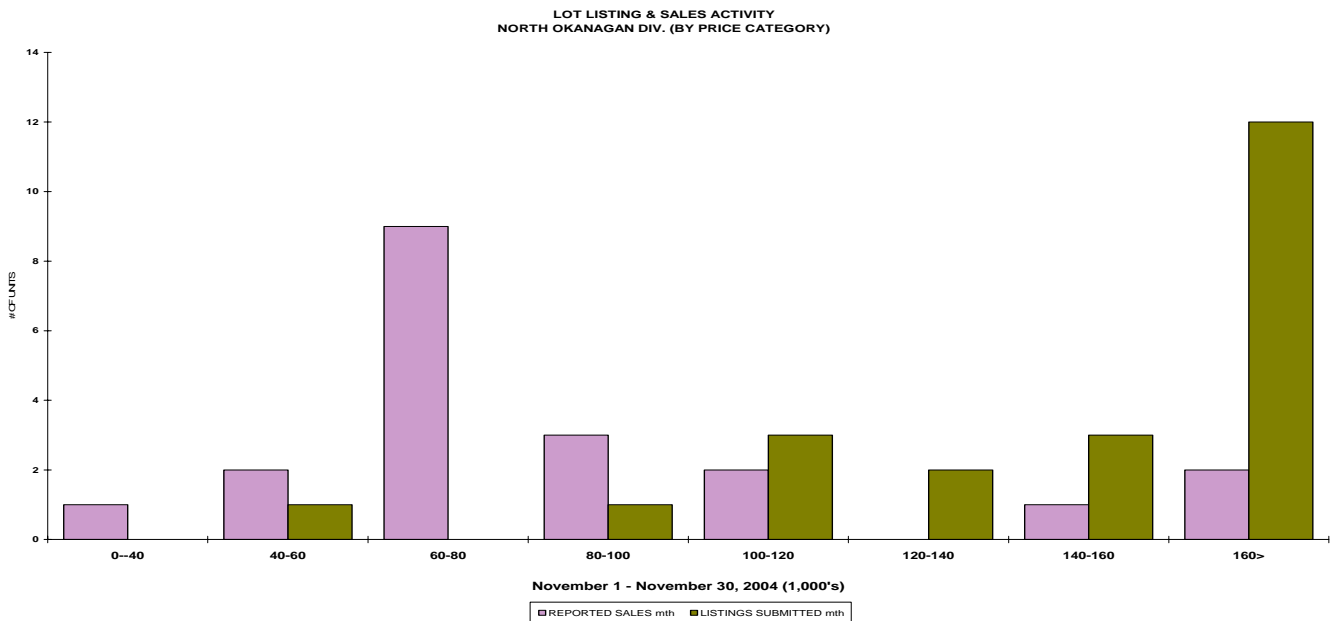
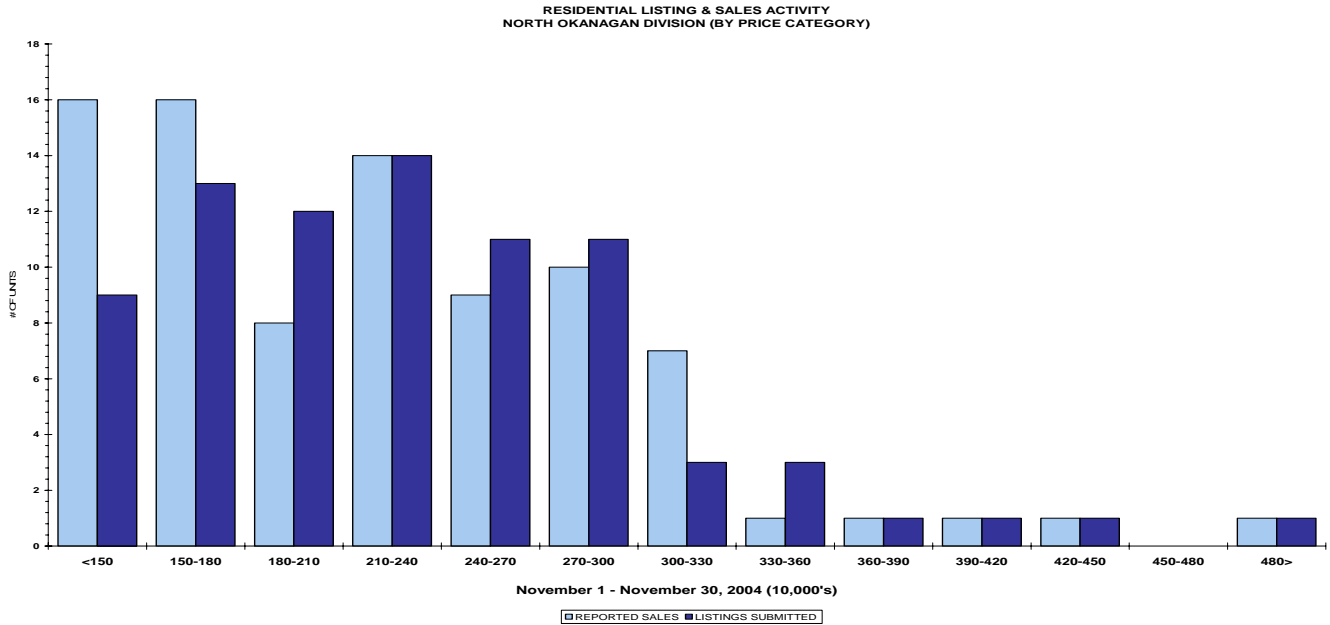
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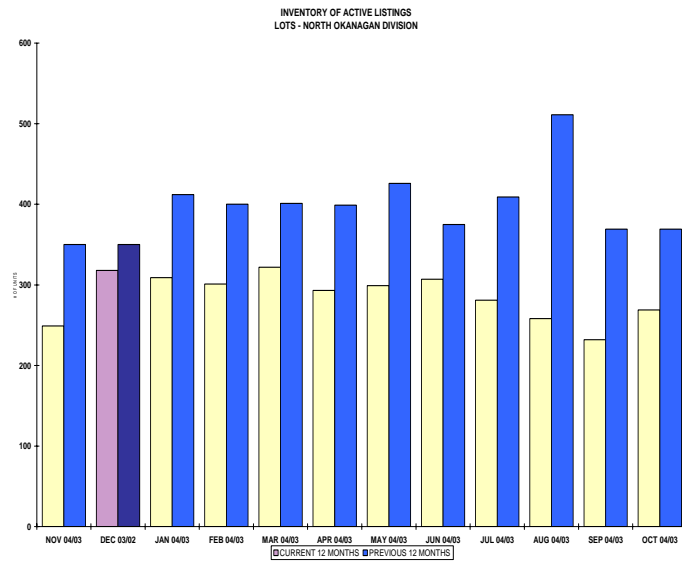
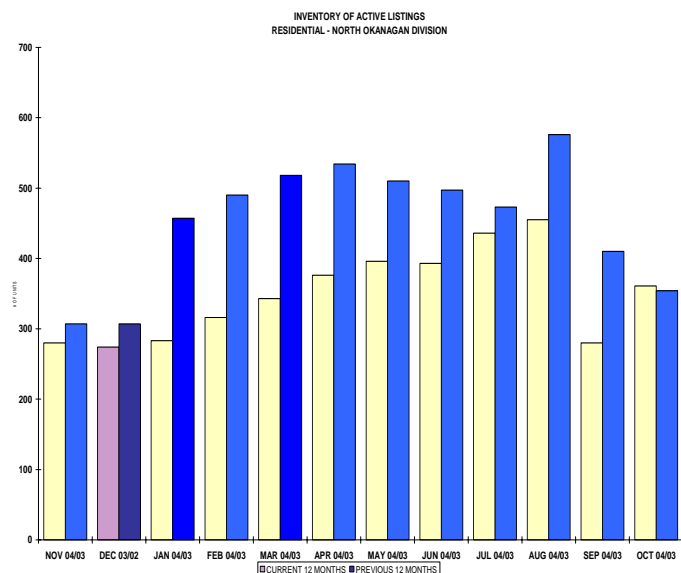
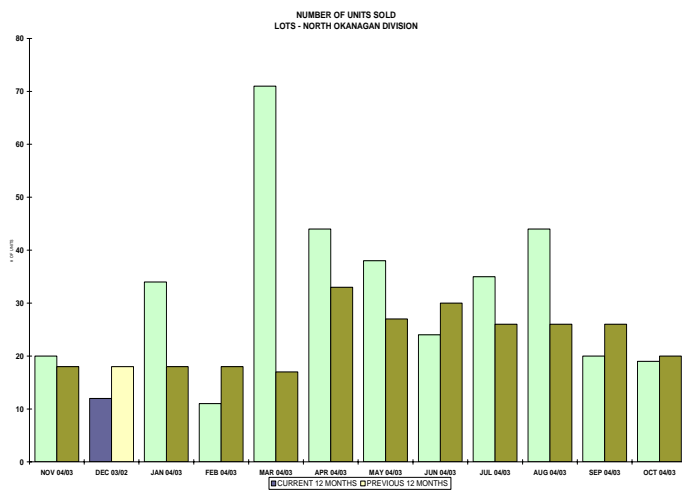
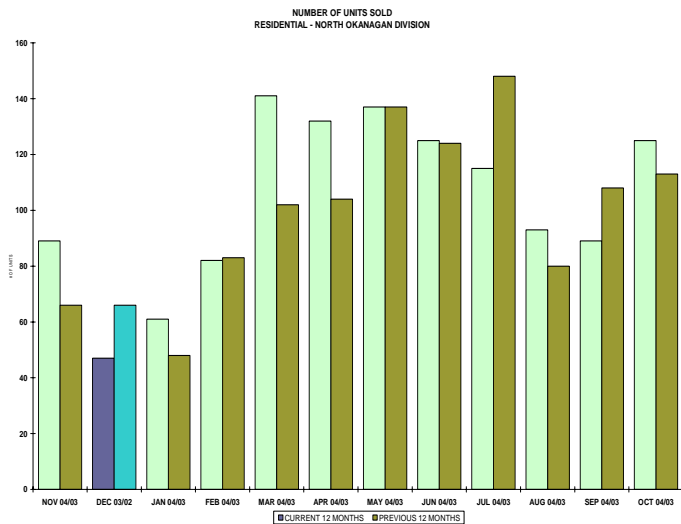
November 2004

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>
November 2004	180	\$34,574,080	89	\$19,886,477	205	1,189
October 2004	251	\$47,744,301	125	\$27,311,370	336	1,335
November 2003	150	\$26,719,250	80	\$16,094,650	198	1,315

The North Zone has **254** Members. The average number of listings-per-licensee is 4.6





NORTH OKANAGAN DIVISION

November 2004

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	6	14	82	7.32%	295
ACREAGE/HOUSE	8	14	140	5.71%	114
CONDO/APT	11	15	58	18.97%	74
CONDO/TWNHSE	28	18	128	21.88%	73
LOTS	14	8	167	8.38%	332
RESIDENTIAL	89	86	280	31.79%	74

AVERAGE HOUSE PRICE \$223,444

MEDIAN HOUSE PRICE \$215,000

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	644	467	37.9%	8632	7678	12.4%
Units Sold	397	362	9.7%	5079	4736	7.2%
Sales Dollars	\$102,720,700	\$88,372,900	16.2%	\$1,322,998,489	\$1,051,189,657	25.9%
List/Sell Ratio	94.53%	95.53%		95.82%	96.00%	-0.2%
Days to Sell	78	86	-9.3%	74	82	-9.8%
Active Listings	2605	2001	30.2%			
ZONE NO TOTALS						
Units Listed	205	198	3.5%	3900	3281	18.9%
Units Sold	180	150	20.0%	2642	2182	21.1%
Sales Dollars	\$34,574,080	\$26,719,250	29.4%	\$502,501,156	\$385,939,910	30.2%
List/Sell Ratio	94.11%	94.61%		95.84%	94.37%	1.6%
Days to Sell	119	159	-25.2%	116	158	-26.6%
Active Listings	1189	1315	-9.6%			
ZONE SH TOTALS						
Units Listed	132	79	67.1%	1947	1776	9.6%
Units Sold	77	78	-1.3%	1346	1023	31.6%
Sales Dollars	\$14,686,550	\$15,904,400	-7.7%	\$235,500,423	\$163,480,879	44.1%
List/Sell Ratio	91.47%	91.73%		92.70%	91.86%	0.9%
Days to Sell	228	221	3.2%	197	230	-14.3%
Active Listings	931	1189	-21.7%			
ZONE OB TOTALS						
Units Listed	25	16	56.3%	170	166	2.4%
Units Sold	6	2	100.0%	56	25	124.0%
Sales Dollars	\$1,322,500	\$513,500	100.0%	\$20,711,879	\$14,698,700	40.9%
List/Sell Ratio	93.98%	95.14%		95.44%	94.98%	0.5%
Days to Sell	110	107	2.8%	203	199	2.0%
Active Listings	130	145	-10.3%			
GRAND TOTALS						
Units Listed	1006	760	32.4%	14649	12901	13.5%
Units Sold	660	592	11.5%	9123	7966	14.5%
Sales Dollars	\$153,303,830	\$131,510,050	16.6%	\$2,081,711,947	\$1,615,309,146	28.9%
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	4855	4650	4.4%			

LICENSEES

	TOTAL NUMBER OF LICENSEES November 30/04	TOTAL NUMBER OF LICENSEES November 30/03	CHANGE BY NUMBER	CHANGE BY %
ALL DIVISIONS	751	790	-39	-4.94%
CENTRAL OK DIV.	562	504	58	11.51%
NORTH OK DIV.	254	218	36	16.51%
SHUSWAP DIV.	84	68	16	23.53%
CURRENT MEMBERSHIP				
AGENT LICENSEES	74			
SALESPERSONS	751			
PROPERTY MANAGEMENT	8			
9:15 LICENCEE MEMBER	61			
EXEMPTION MEMBER	6			
TOTALS	900			

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	14	13	7.7%	134	132	1.5%
Units Sold	6	5	20.0%	84	60	40.0%
Sales Dollars	\$676,500	\$522,500	29.5%	\$12,748,500	\$7,876,200	61.9%
List/Sell Ratio	91.00%	95.74%		92.93%	91.38%	
Days to Sell	295	212	39.2%	281	300	-6.3%
Active Inventory	82	116	-29.3%			
Average Price	\$112,750	\$104,500	7.9%	\$151,768	\$131,270	15.6%
Median Price	\$82,750	\$110,000	-24.8%	\$129,500	\$117,500	10.2%
Acreage with House						
Units Listed	14	24	-41.7%	412	370	11.4%
Units Sold	8	9	-11.1%	224	181	23.8%
Sales Dollars	\$1,952,000	\$3,308,500	-41.0%	\$65,657,375	\$50,555,331	29.9%
List/Sell Ratio	88.05%	96.35%		94.82%	93.35%	
Days to Sell	114	246	-53.7%	112	164	-31.7%
Active Inventory	140	164	-14.6%	139	270	
Average Price	\$244,000	\$367,611	-33.6%	\$293,113	\$279,311	4.9%
Median Price	\$250,000	\$367,500	-32.0%	\$271,500	\$240,000	13.1%
Acreage (Waterfront)						
Units Listed	1	1	0.0%	10	11	-9.1%
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	0.00%	0.00%		94.78%	89.27%	
Days to Sell	0	0	0.0%	59	208	-71.6%
Active Inventory	5	3	66.7%			
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	9	-33.3%	88	105	-16.2%
Units Sold	2	2	0.0%	18	19	-5.3%
Sales Dollars	\$439,000	\$43,500	909.2%	\$3,912,430	\$2,623,500	49.1%
List/Sell Ratio	89.17%	96.87%		85.25%	82.11%	
Days to Sell	138	101	36.6%	402	195	106.2%
Active Inventory	64	81	-21.0%			
Average Price	\$219,500	\$21,750	909.2%	\$217,357	\$138,079	57.4%
Median Price	\$219,500	\$21,750	909.2%	\$151,350	\$40,000	278.4%
Condo (Townhouse)						
Units Listed	18	15	20.0%	421	251	67.7%
Units Sold	28	15	86.7%	307	221	38.9%
Sales Dollars	\$4,855,603	\$1,746,000	178.1%	\$46,498,449	\$28,691,833	62.1%
List/Sell Ratio	96.15%	95.71%		97.56%	96.29%	
Days to Sell	73	142	-48.6%	66	109	-39.4%
Active Inventory	128	57	124.6%			
Average Price	\$173,414	\$116,400	49.0%	\$151,461	\$129,827	16.7%
Median Price	\$139,700	\$108,000	29.4%	\$134,750	\$119,900	12.4%
Condo (Apt)						
Units Listed	15	8	87.5%	242	143	69.2%
Units Sold	11	8	37.5%	190	117	62.4%
Sales Dollars	\$1,015,100	\$783,000	29.6%	\$19,777,485	\$11,040,950	79.1%
List/Sell Ratio	95.31%	94.78%		96.46%	94.54%	
Days to Sell	74	107	-30.8%	79	220	-64.1%
Active Inventory	58	46	26.1%			
Average Price	\$92,282	\$97,875	-5.7%	\$104,092	\$94,367	10.3%
Median Price	\$84,000	\$89,250	-5.9%	\$91,000	\$93,500	-2.7%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	6	5	20.0%	99	90	10.0%
Units Sold	6	5	20.0%	78	58	34.5%
Sales Dollars	\$1,150,900	\$529,150	117.5%	\$12,635,844	\$8,625,650	46.5%
List/Sell Ratio	93.33%	97.24%		95.91%	99.83%	
Days to Sell	64	197	-67.5%	88	136	-35.3%
Active Inventory	15	23	-34.8%			
Average Price	\$191,817	\$105,830	81.2%	\$161,998	\$148,718	8.9%
Median Price	\$157,000	\$93,500	67.9%	\$137,000	\$138,250	-0.9%
Farms						
Units Listed	4	2	100.0%	65	27	140.7%
Units Sold	2	0	100.0%	14	7	100.0%
Sales Dollars	\$805,000	\$0	100.0%	\$8,092,725	\$2,774,000	191.7%
List/Sell Ratio	93.78%	0.00%		91.65%	87.41%	
Days to Sell	227	0	100.0%	291	412	-29.4%
Active Inventory	36	27	33.3%	26	30	
Average Price	\$402,500	\$0	0.0%	\$578,052	\$396,286	45.9%
Median Price	\$402,500	\$0	0.0%	\$581,250	\$347,500	67.3%
IC&I						
Units Listed	9	5	80.0%	76	99	-23.2%
Units Sold	0	4	-100.0%	30	22	36.4%
Sales Dollars	\$0	\$541,750	-100.0%	\$8,127,508	\$4,905,600	65.7%
List/Sell Ratio	0.00%	97.20%		90.74%	87.74%	
Days to Sell	0	246	-100.0%	230	296	-22.3%
Active Inventory	57	78	-26.9%			
Average Price	\$0	\$135,438	-100.0%	\$270,917	\$222,982	21.5%
Median Price	\$0	\$96,875	-100.0%	\$192,000	\$172,250	11.5%
IC&I Land						
Units Listed	4	5	-20.0%	47	57	-17.5%
Units Sold	1	1	0.0%	24	7	242.9%
Sales Dollars	\$1,125,000	\$850,000	32.4%	\$11,190,300	\$4,410,000	153.7%
List/Sell Ratio	112.83%	113.33%		90.73%	84.36%	
Days to Sell	13	431	-97.0%	199	267	-25.5%
Active Inventory	44	50	-12.0%			
Average Price	\$1,125,000	\$850,000	32.4%	\$466,263	\$630,000	-26.0%
Median Price	\$1,125,000	\$850,000	32.4%	\$173,500	\$475,000	-63.5%
Lots						
Units Listed	6	19	-68.4%	303	248	22.2%
Units Sold	14	16	-12.5%	231	189	22.2%
Sales Dollars	\$1,251,500	\$1,247,000	0.4%	\$18,822,000	\$13,630,503	38.1%
List/Sell Ratio	98.70%	98.16%		96.60%	95.65%	
Days to Sell	332	367	-9.5%	256	376	-31.9%
Active Inventory	159	230	-30.9%			
Average Price	\$89,393	\$77,938	14.7%	\$81,481	\$72,119	13.0%
Median Price	\$75,000	\$75,500	-0.7%	\$76,000	\$62,500	21.6%
Leases						
Units Listed	1	5	-80.0%	49	52	-5.8%
Units Sold	0	0	0.0%	6	5	20.0%
Sales Dollars	\$0	\$0	0.0%	\$195,131	\$225,716	-13.6%
Days to Sell	0	0	0.0%	230	247	-6.9%
Active Inventory	34	40	-15.0%			
Average Price	\$0	\$0	0.0%	\$32,522	\$45,143	-28.0%
Median Price	\$0	\$0	0.0%	\$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	1	0	100.0%	16	7	128.6%
Units Sold	0	0	0.0%	9	8	12.5%
Sales Dollars	\$0	\$0	0.0%	\$3,143,500	\$2,124,750	47.9%
List/Sell Ratio	0.00%	0.00%		94.32%	95.62%	
Days to Sell	0	0	0.0%	114	220	-48.2%
Active Inventory	3	1	200.0%			
Average Price	\$0	\$0	0.0%	\$349,278	\$265,594	31.5%
Median Price	\$0	\$0	0.0%	\$385,000	\$306,250	25.7%
Multi-Family						
Units Listed	3	2	50.0%	39	34	14.7%
Units Sold	1	1	0.0%	20	22	-9.1%
Sales Dollars	\$177,000	\$229,000	-22.7%	\$6,469,099	\$8,429,900	-23.3%
List/Sell Ratio	93.20%	95.45%		94.76%	93.68%	
Days to Sell	123	226	-45.6%	121	157	-22.9%
Active Inventory	11	15	-26.7%	10	25	
Average Price	\$177,000	\$229,000	-22.7%	\$323,455	\$383,177	-15.6%
Median Price	\$177,000	\$229,000	-22.7%	\$268,250	\$233,500	14.9%
Mobile Homes						
Units Listed	16	9	77.8%	192	173	11.0%
Units Sold	9	3	200.0%	113	85	32.9%
Sales Dollars	\$568,000	\$84,200	574.6%	\$5,452,650	\$3,522,250	54.8%
List/Sell Ratio	85.20%	70.39%		89.03%	86.43%	
Days to Sell	129	188	-31.4%	114	126	-9.5%
Active Inventory	59	60	-1.7%			
Average Price	\$63,111	\$28,067	124.9%	\$48,254	\$41,438	16.4%
Median Price	\$36,500	\$18,000	102.8%	\$35,000	\$32,000	9.4%
Recreational Property						
Units Listed	0	0	0.0%	16	10	60.0%
Units Sold	0	0	0.0%	10	4	150.0%
Sales Dollars	\$0	\$0	100.0%	\$1,932,455	\$532,000	263.2%
List/Sell Ratio	0.00%	0.00%		93.49%	84.75%	
Days to Sell	0	0	100.0%	120	200	-40.0%
Active Inventory	2	0	0.0%			
Average Price	\$0	\$0	100.0%	\$193,246	\$133,000	45.3%
Median Price	\$0	\$0	100.0%	\$149,778	\$98,500	52.1%
Residential						
Units Listed	86	74	16.2%	1656	1424	16.3%
Units Sold	89	80	11.3%	1258	1141	10.3%
Sales Dollars	\$19,886,477	\$16,094,650	23.6%	\$266,832,305	\$219,000,927	21.8%
List/Sell Ratio	96.41%	95.57%		96.53%	95.89%	
Days to Sell	74	80	-7.5%	64	78	-17.9%
Active Inventory	280	307	-8.8%			
Average Price	\$223,444	\$201,183	11.1%	\$212,108	\$191,938	10.5%
Median Price	\$215,000	\$167,750	28.2%	\$189,900	\$164,000	15.8%
Residential (Waterfront)						
Units Listed	1	2	100.0%	31	48	-35.4%
Units Sold	1	1	0.0%	18	29	-37.9%
Sales Dollars	\$450,000	\$740,000	-39.2%	\$10,074,000	\$15,552,300	-35.2%
List/Sell Ratio	90.01%	61.66%		94.15%	95.58%	
Days to Sell	276	252	9.5%	106	91	16.5%
Active Inventory	10	17	-41.2%			
Average Price	\$450,000	\$740,000	-39.2%	\$559,667	\$536,286	4.4%
Median Price	\$450,000	\$740,000	-39.2%	\$524,500	\$501,000	4.7%

	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	2	0	100.0%	3	0	100.0%
Sales Dollars	\$222,000	\$0	100.0%	\$334,000	\$0	100.0%
List/Sell Ratio	96.60%	0.00%		97.47%	0.00%	
Days to Sell	174	0	100.0%	159	0	100.0%
Active Inventory	2	0	0.0%			
Average Price	\$111,000	\$0	100.0%	\$111,333	\$0	100.0%
Median Price	\$111,000	\$0	100.0%	\$112,000	\$0	100.0%
NORTH OKANAGAN - TOTALS						
Units Listed	205	198	3.5%	3900	3281	18.9%
Units Sold	180	150	20.0%	2642	2182	21.1%
Sales Dollars	\$34,574,080	\$26,719,250	29.4%	\$502,501,156	\$385,939,910	30.2%
List/Sell Ratio	94.11%	94.61%		95.84%	94.37%	
Days to Sell	119	159	-25.2%	116	158	-26.6%
Active Inventory	1189	1315	-9.6%			

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 150000	9	343	16	320
150001 to 180000	13	333	16	276
180001 to 210000	12	232	8	186
210001 to 240000	14	185	14	138
240001 to 270000	11	143	9	94
270001 to 300000	11	154	10	84
300001 to 330000	3	80	7	51
330001 to 360000	3	51	1	23
360001 to 390000	1	36	1	17
390001 to 420000	1	22	1	9
420001 to 450000	1	22	1	11
450001 to 480000	0	17	0	6
480001 and over	1	35	1	11
Totals	80	1653	85	1226

North Division Lot Listing/Sales Analysis

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 40000	0	27	1	39
40001 to 60000	1	48	2	38
60001 to 80000	0	69	9	70
80001 to 100000	1	67	3	67
100001 to 120000	3	47	2	35
120001 to 140000	2	48	0	20
140001 to 160000	3	35	1	17
160001 and over	12	122	2	43
Totals	22	463	20	329