

OUT OF BOARD MONTHLY STATISTICS

FOR

November 1st - 30th, 2004

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

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	4	4	100.0%	22	18	22.2%
Units Sold	2	0	100.0%	6	3	100.0%
Sales Dollars	\$315,000	\$0	100.0%	\$986,001	\$341,500	188.7%
List/Sell Ratio	100.00%	0.00%		91.19%	92.27%	
Days to Sell	7	0	100.0%	162	187	-13.4%
Active Inventory	21	19	10.5%			
Average Price	\$157,500	\$0	100.0%	\$164,334	\$113,833	44.4%
Median Price	\$157,500	\$0	100.0%	\$178,750	\$99,500	79.6%
Acreage with House						
Units Listed	1	4	-75.0%	18	15	20.0%
Units Sold	1	0	100.0%	8	1	700.0%
Sales Dollars	\$180,000	\$0	100.0%	\$2,068,000	\$955,000	116.5%
List/Sell Ratio	90.45%	0.00%		91.56%	86.81%	
Days to Sell	198	0	100.0%	222	388	-42.8%
Active Inventory	9	17	-47.1%			
Average Price	\$180,000	\$0	100.0%	\$258,500	\$955,000	-72.9%
Median Price	\$180,000	\$0	100.0%	\$222,500	\$955,000	-76.7%
Acreage (Waterfront)						
Units Listed	0	1	-100.0%	3	4	-25.0%
Units Sold	0	0	100.0%	3	0	100.0%
Sales Dollars	\$0	\$0	0.0%	\$497,728	\$0	0.0%
List/Sell Ratio	0.00%	0.00%		111.84%	0.00%	
Days to Sell	0	0	0.0%	170	0	0.0%
Active Inventory	2	4	100.0%			
Average Price	\$0	\$0	0.0%	\$165,909	\$0	100.0%
Median Price	\$0	\$0	0.0%	\$117,331	\$0	100.0%
Business						
Units Listed	9	3	200.0%	51	50	2.0%
Units Sold	1	0	100.0%	10	5	100.0%
Sales Dollars	\$339,000	\$0	100.0%	\$3,605,500	\$3,861,400	-6.6%
List/Sell Ratio	95.49%	0.00%		96.33%	83.25%	
Days to Sell	60	0	100.0%	246	152	61.8%
Active Inventory	41	32	28.1%			
Average Price	\$339,000	\$0	100.0%	\$360,550	\$772,280	-53.3%
Median Price	\$339,000	\$0	100.0%	\$347,000	\$825,900	-58.0%
Condo (Townhouse)						
Units Listed	0	0	0.0%	3	1	200.0%
Units Sold	0	1	-100.0%	1	1	0.0%
Sales Dollars	\$0	\$113,500	0.0%	\$145,000	\$113,500	0.0%
List/Sell Ratio	0.00%	84.07%		96.73%	84.07%	
Days to Sell	0	295	0.0%	114	295	0.0%
Active Inventory	2	0	100.0%			
Average Price	\$0	\$113,500	0.0%	\$145,000	\$113,500	0.0%
Median Price	\$0	\$113,500	0.0%	\$145,000	\$113,500	100.0%
Condo (Apt)						
Units Listed	0	0	0.0%	4	4	0.0%
Units Sold	0	0	0.0%	2	1	100.0%
Sales Dollars	\$0	\$0	0.0%	\$210,500	\$2,000	10425.0%
List/Sell Ratio	0.00%	0.00%		90.42%	0.00%	
Days to Sell	0	0	100.0%	121	598	-79.8%
Active Inventory	2	4	-50.0%			
Average Price	\$0	\$0	100.0%	\$105,250	\$2,000	5162.5%
Median Price	\$0	\$0	100.0%	\$105,250	\$2,000	5162.5%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	1	0	-100.0%	3	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	1	1	100.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Farms						
Units Listed	0	0	100.0%	9	5	80.0%
Units Sold	0	1	-100.0%	3	3	0.0%
Sales Dollars	\$0	\$400,000	-100.0%	\$3,265,000	\$1,055,000	209.5%
List/Sell Ratio	0.00%	65.07%		94.57%	78.98%	
Days to Sell	0	339	-100.0%	184	201	-8.5%
Active Inventory	6	9	-33.3%			
Average Price	\$0	\$400,000	-100.0%	\$1,088,333	\$450,000	100.0%
Median Price	\$0	\$205,000	-100.0%	\$525,000	\$400,000	31.3%
IC&I						
Units Listed	1	1	0.0%	7	13	-46.2%
Units Sold	1	0	100.0%	2	3	-33.3%
Sales Dollars	\$410,000	\$0	0.0%	\$2,185,000	\$5,615,000	-61.1%
List/Sell Ratio	82.82%	0.00%		85.89%	75.76%	
Days to Sell	658	0	0.0%	438	393	11.5%
Active Inventory	9	13	-30.8%			
Average Price	\$410,000	\$0	100.0%	\$1,092,500	\$1,871,667	-100.0%
Median Price	\$410,000	\$0	100.0%	\$1,092,500	\$1,350,000	-19.1%
IC&I Land						
Units Listed	0	0	0.0%	2	5	-60.0%
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	5	8	6.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Lots						
Units Listed	3	1	200.0%	13	7	85.7%
Units Sold	0	0	0.0%	5	0	100.0%
Sales Dollars	\$0	\$0	0.0%	\$320,000	\$0	100.0%
List/Sell Ratio	0.00%	0.00%		80.56%	0.00%	
Days to Sell	0	0	0.0%	259	0	0.0%
Active Inventory	11	8	37.5%			
Average Price	\$0	\$0	0.0%	\$64,000	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$4,167	\$0	0.0%
Leases						
Units Listed	0	1	-100.0%	4	3	33.3%
Units Sold	0	0	0.0%	0	0	0.0%
Sales Dollars	\$0	\$0	0.0%	\$0	\$0	0.0%
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	6	2	200.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots (Waterfront)						
Units Listed	0	0	100.0%	2	9	-77.8%
Units Sold	0	0	0.0%	2	0	100.0%
Sales Dollars	\$0	\$0	100.0%	\$840,150	\$0	100.0%
List/Sell Ratio	0.00%	0.00%		103.57%	0.00%	
Days to Sell	0	0	0.0%	8	0	0.0%
Active Inventory	0	10	0.0%			
Average Price	\$0	\$0	100.0%	\$420,075	\$0	100.0%
Median Price	\$0	\$0	100.0%	\$420,075	\$0	100.0%
Multi-Family						
Units Listed	0	1	-100.0%	1	2	-50.0%
Units Sold	0	0	0.0%	2	1	100.0%
Sales Dollars	\$0	\$0	0.0%	\$4,015,000	\$1,075,000	273.5%
List/Sell Ratio	0.00%	0.00%	0.0%	95.66%	0.00%	
Days to Sell	0	0	0.0%	289	284	1.8%
Active Inventory	0	2	-100.0%			
Average Price	\$0	\$0	0.0%	\$2,007,500	\$1,075,000	86.7%
Median Price	\$0	\$0	0.0%	\$2,007,500	\$1,075,000	86.7%
Mobile Homes						
Units Listed	0	0	0.0%	2	0	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	1	0	100.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Recreational Property						
Units Listed	0	0	0.0%	3	4	-25.0%
Units Sold	1	0	100.0%	2	1	0.0%
Sales Dollars	\$78,500	\$0	100.0%	\$138,500	\$167,000	-17.1%
List/Sell Ratio	92.46%	0.00%		92.45%	90.27%	
Days to Sell	200	0	100.0%	147	98	-100.0%
Active Inventory	2	0	0.0%			
Average Price	\$78,500	\$0	100.0%	\$69,250	\$167,000	0.0%
Median Price	\$78,500	\$0	100.0%	\$69,250	\$167,000	-58.5%
Residential						
Units Listed	2	0	100.0%	17	19	-10.5%
Units Sold	0	0	0.0%	8	5	60.0%
Sales Dollars	\$0	\$0	-100.0%	\$1,747,500	\$1,130,800	54.5%
List/Sell Ratio	0.00%	0.00%		96.19%	92.71%	
Days to Sell	0	0	0.0%	161	81	98.8%
Active Inventory	9	10	-10.0%			
Average Price	\$0	\$0	0.0%	\$218,438	\$226,160	-3.4%
Median Price	\$0	\$0	0.0%	\$135,250	\$235,000	-42.4%
Residential (Waterfront)						
Units Listed	2	0	0.0%	4	5	-20.0%
Units Sold	0	0	100.0%	2	1	100.0%
Sales Dollars	\$0	\$0	0.0%	\$688,000	\$382,500	79.9%
List/Sell Ratio	0.00%	0.00%		96.96%	91.28%	
Days to Sell	0	0	100.0%	200	34	488.2%
Active Inventory	2	6	-66.7%			
Average Price	\$0	\$0	0.0%	\$344,000	\$382,500	-100.0%
Median Price	\$0	\$0	0.0%	\$344,000	\$382,500	-10.1%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Timeshares						
Units Listed	2	0	100.0%	2	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	1	0	0.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
OUTSIDE BOARD AREA - 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%	
Days to Sell	110	107	100.0%	203	199	2.0%
Active Inventory	130	145	-10.3%			

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 150000	0	4	0	4
150001 to 180000	0	1	0	1
180001 to 210000	0	3	0	0
210001 to 240000	0	0	0	0
240001 to 270000	0	1	0	0
270001 to 300000	1	4	0	0
300001 to 330000	0	0	0	1
330001 to 360000	0	1	0	1
360001 to 390000	0	2	0	0
390001 to 420000	0	0	0	0
420001 to 450000	0	0	0	0
450001 to 480000	0	0	0	0
480001 and over	1	2	0	0
Totals	2	18	0	7

LOT LISTING/SALES ANALYSIS

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 40000	2	10	0	4
40001 to 60000	1	5	0	0
60001 to 80000	0	4	0	1
80001 to 100000	1	5	0	2
100001 to 120000	0	1	0	1
120001 to 140000	0	2	1	1
140001 to 160000	0	1	0	1
160001 and over	3	12	1	6
Totals	7	40	2	16