NORTH DIVISION
MONTHLY STATISTICS

FOR

December 1 - 31, 2003

NORTH OKANAGAN DIVISION

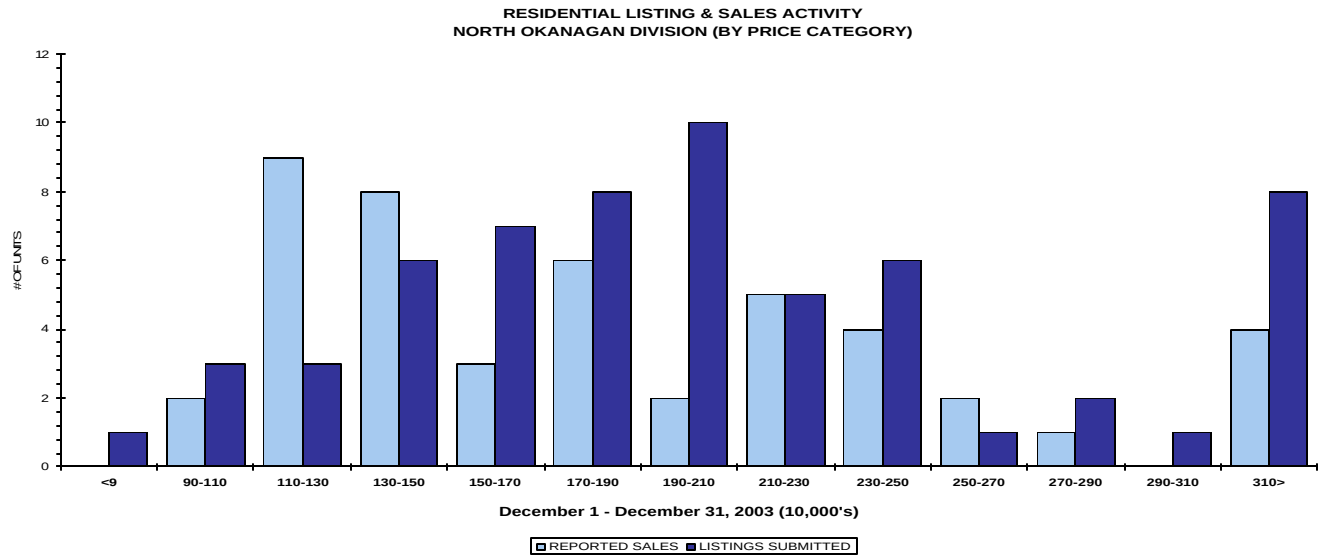
STAT - O - GRAM

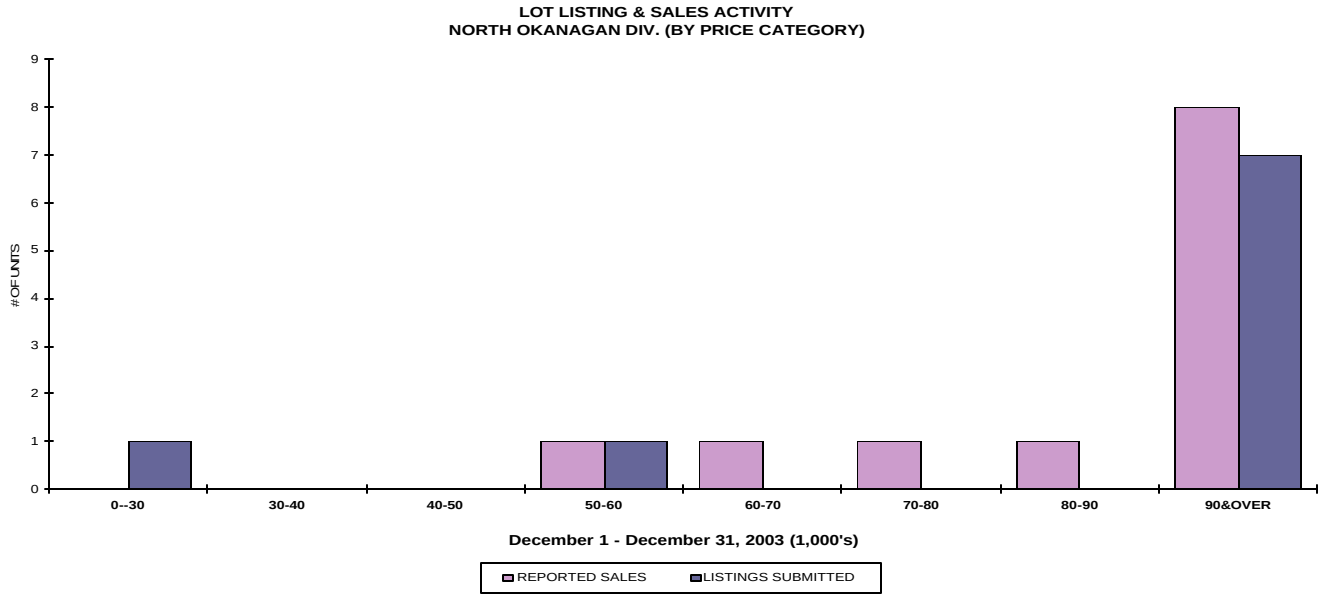
December 2003

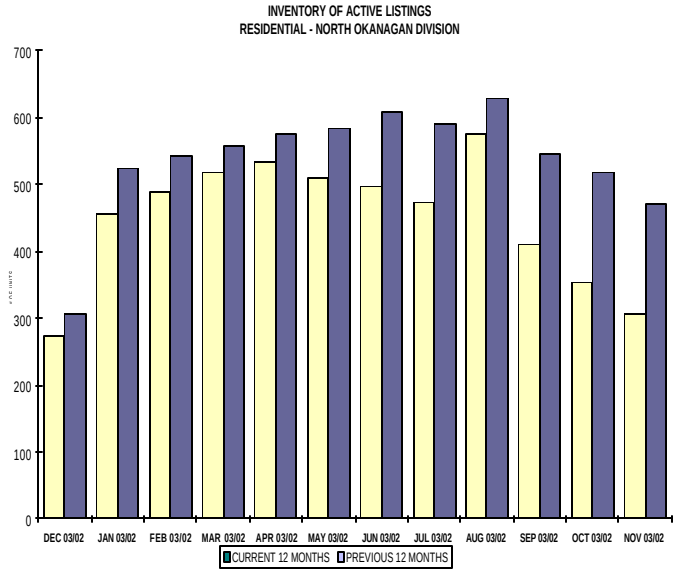
QUICK SUMMARY

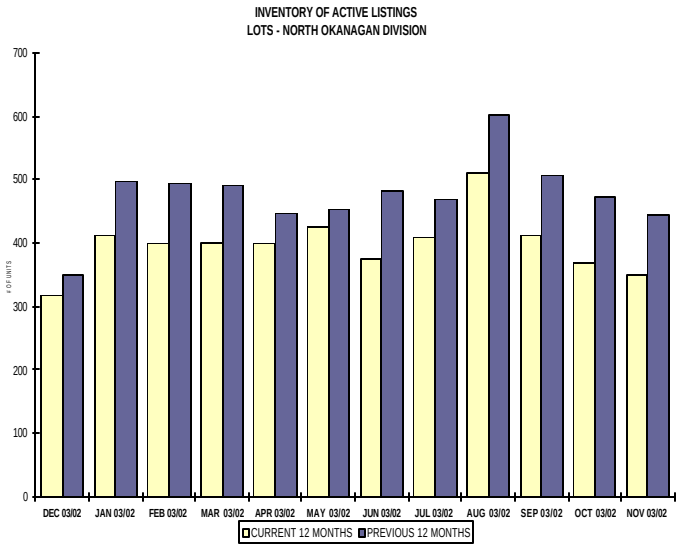
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	# of Units	$ Value	# of Units	$ Value	Listings Taken	Inventory
December 2003	106	$24,341,150	47	$8,684,300	148	1,190
November 2003	125	$19,822,850	66	$11,867,250	203	1,315
December 2002	113	$16,023,601	53	$8,775,901	167	1,560

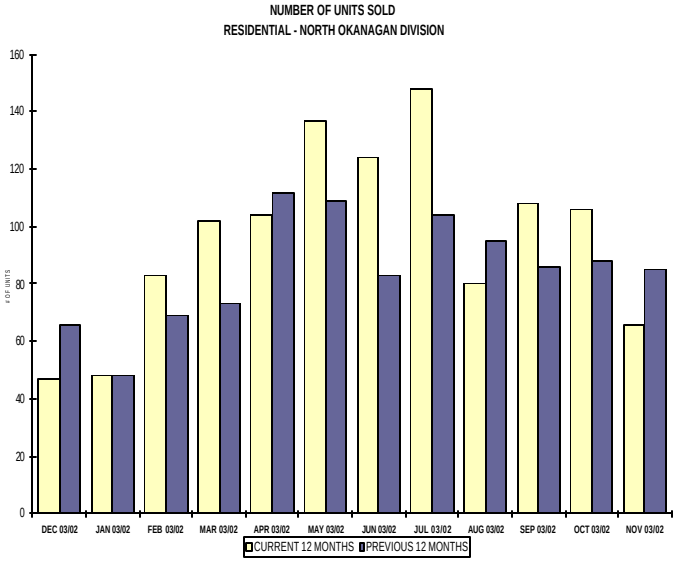
The average number of listings-per-licensee is 5.5

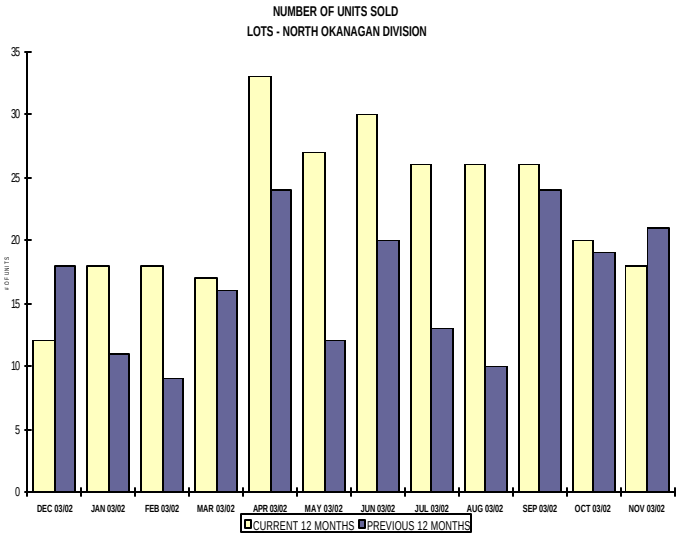












NORTH OKANAGAN DIVISION — December 2003

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	5	2	98	5.10%	528
ACREAGE/HOUSE	22	21	139	15.83%	141
CONDO/APT	5	12	49	10.20%	90
CONDO/TWNHSE	5	16	62	8.06%	166
LOTS	7	7	220	3.18%	280
RESIDENTIAL	47	63	274	17.15%	90

AVERAGE HOUSE PRICE $184,772 **MEDIAN HOUSE PRICE $173,000**

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

COMPARATIVE ACTIVITY BY ZONE AS AT
December 31, 2003

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ZONE CO TOTALS						
Units Listed	399	390	2.3%	7442	7985	-6.8%
Units Sold	281	223	26.0%	5064	4909	3.2%
Sales Dollars	$64,283,157	$45,822,636	40.3%	$1,086,668,171	$919,045,740	18.2%
List/Sell Ratio	95.47%	94.44%	1.1%	95.92%	94.92%	1.1%
Days to Sell	82	95	-13.7%	82	86	-4.7%
Active Listings	1878	2792	-32.7%			
ZONE NO TOTALS						
Units Listed	148	165	-10.3%	3534	3665	-3.6%
Units Sold	106	130	-18.5%	2301	1969	16.9%
Sales Dollars	$24,341,150	$19,569,602	24.4%	$397,036,313	$314,901,156	26.1%
List/Sell Ratio	94.00%	96.26%	-2.3%	94.38%	93.25%	1.2%
Days to Sell	151	168	-10.1%	139	155	-10.3%
Active Listings	1190	1968	-39.5%			
ZONE SH TOTALS						
Units Listed	66	75	-12.0%	1889	1988	-5.0%
Units Sold	54	41	31.7%	1073	891	20.4%
Sales Dollars	$8,160,890	$5,595,800	45.8%	$161,382,369	$120,876,305	33.5%
List/Sell Ratio	92.79%	85.13%	9.0%	92.02%	89.89%	2.4%
Days to Sell	267	277	-3.6%	228	222	2.7%
Active Listings	1044	1586	-34.2%			
ZONE OB TOTALS						
Units Listed	10	7	42.9%	180	214	-15.9%
Units Sold	3	5	-40.0%	28	26	7.7%
Sales Dollars	$2,290,000	$2,266,000	1.1%	$16,988,700	$11,594,250	46.5%
List/Sell Ratio	88.06%	89.17%	-1.2%	85.06%	90.14%	-5.6%
Days to Sell	232	195	19.0%	211	168	25.6%
Active Listings	110	146	-24.7%			
GRAND TOTALS						
Units Listed	623	637	-2.2%	13045	13852	-5.8%
Units Sold	444	399	11.3%	8466	7795	8.6%
Sales Dollars	$99,075,197	$73,254,038	35.2%	$1,662,075,553	$1,366,417,451	21.6%
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	4222	6492	-35.0%			

LICENSEES
December 31, 2003

	TOTAL NUMBER OF LICENSEES December 31/03	TOTAL NUMBER OF LICENSEES December 31/02	CHANGE BY NUMBER	CHANGE BY %
ALL DIVISIONS	790	778	12	1.54%
CENTRAL OK DIV.	504	453	51	11.26%
NORTH OK DIV.	218	189	29	15.34%
SHUSWAP DIV.	68	66	2	3.03%
CURRENT MEMBERSHIP				
AGENT LICENSEES	71			
SALESPERSONS	649			
PROPERTY MANAGEMENT	9			
9:15 LICENCEE MEMBER	61			
EXEMPTION MEMBER	0			
TOTALS	**790**			

North Division Comparative Activity By Property Type
December 31, 2003

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage							
	Units Listed	2	8	-75.0%	134	154	-13.0%
	Units Sold	**5**	**4**	**25.0%**	**65**	**69**	**-5.8%**
	Sales Dollars	$2,837,000	$598,000	374.4%	$10,713,200	$9,891,605	8.3%
	List/Sell Ratio	90.19%	91.27%	-1.2%	91.29%	89.52%	2.0%
	Days to Sell	528	339	55.8%	317	310	2.3%
	Active Inventory	98	169	-42.0%			
	Average Price	$567,400	$149,500	279.5%	$164,818	$143,357	15.0%
	Median Price	$170,000	$121,000	40.5%	$123,000	$110,000	11.8%
Acreage with House							
	Units Listed	21	13	61.5%	401	403	-0.5%
	Units Sold	**22**	**11**	**100.0%**	**203**	**191**	**6.3%**
	Sales Dollars	$6,856,500	$2,581,500	165.6%	$57,411,831	$43,002,500	33.5%
	List/Sell Ratio	93.56%	89.70%	4.3%	93.37%	91.42%	2.1%
	Days to Sell	141	242	-41.7%	162	155	4.5%
	Active Inventory	139	270	-48.5%			
	Average Price	$311,659	$234,682	32.8%	$282,817	$225,144	25.6%
	Median Price	$243,000	$192,000	26.6%	$240,000	$215,000	11.6%
Acreage (Waterfront)							
	Units Listed	0	0	0.0%	11	11	0.0%
	Units Sold	**1**	**0**	**100.0%**	**8**	**8**	**0.0%**
	Sales Dollars	$290,000	$0	100.0%	$1,708,500	$1,011,000	69.0%
	List/Sell Ratio	0.00%	0.00%	0.0%	89.27%	89.56%	-0.3%
	Days to Sell	150	0	100.0%	201	478	-57.9%
	Active Inventory	3	10	-70.0%			
	Average Price	$290,000	$0	100.0%	$213,563	$126,375	69.0%
	Median Price	$290,000	$0	100.0%	$235,000	$121,000	94.2%
Business							
	Units Listed	1	5	-80.0%	106	96	10.4%
	Units Sold	**3**	**0**	**100.0%**	**22**	**19**	**15.8%**
	Sales Dollars	$322,900	$0	100.0%	$2,946,400	$2,924,965	0.7%
	List/Sell Ratio	79.24%	0.00%	100.0%	81.65%	81.06%	0.7%
	Days to Sell	205	0	100.0%	196	264	-25.8%
	Active Inventory	59	72	-18.1%			
	Average Price	$107,633	$0	100.0%	$133,927	$153,946	-13.0%
	Median Price	$60,000	$0	100.0%	$42,500	$85,000	-50.0%
Condo (Townhouse)							
	Units Listed	16	7	128.6%	252	334	-24.6%
	Units Sold	**5**	**15**	**-66.7%**	**214**	**221**	**-3.2%**
	Sales Dollars	$509,000	$1,971,001	-74.2%	$27,226,133	$27,398,687	-0.6%
	List/Sell Ratio	95.70%	95.19%	0.5%	96.27%	95.35%	1.0%
	Days to Sell	166	162	2.5%	114	104	9.6%
	Active Inventory	62	107	-42.1%			
	Average Price	$101,800	$131,400	-22.5%	$127,225	$123,976	2.6%
	Median Price	$110,000	$136,900	-19.6%	$116,200	$114,800	1.2%
Condo (Apt)							
	Units Listed	12	4	200.0%	156	173	-9.8%
	Units Sold	**5**	**8**	**-37.5%**	**120**	**101**	**18.8%**
	Sales Dollars	$561,900	$746,400	-24.7%	$11,308,850	$9,293,360	21.7%
	List/Sell Ratio	95.51%	91.62%	4.2%	94.54%	93.85%	0.7%
	Days to Sell	90	533	-83.1%	219	237	-7.6%
	Active Inventory	49	111	-55.9%			
	Average Price	$112,380	$93,300	20.5%	$94,240	$92,013	2.4%
	Median Price	$94,000	$110,500	-14.9%	$92,750	$83,900	10.5%

North Division Comparative Activity By Property Type

December 31, 2003

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex							
	Units Listed	2	5	-60.0%	92	64	43.8%
	Units Sold	**2**	**1**	**100.0%**	**60**	**25**	**140.0%**
	Sales Dollars	$302,000	$104,000	190.4%	$8,927,650	$3,094,800	188.5%
	List/Sell Ratio	93.99%	94.63%	-0.7%	99.63%	90.93%	9.6%
	Days to Sell	195	161	21.1%	138	188	-26.6%
	Active Inventory	23	40	-42.5%			
	Average Price	$151,000	$104,000	45.2%	$148,794	$123,792	20.2%
	Median Price	$151,000	$104,000	45.2%	$138,250	$104,000	32.9%
Farms							
	Units Listed	0	3	-100.0%	27	42	-35.7%
	Units Sold	**1**	**2**	**-50.0%**	**8**	**16**	**-50.0%**
	Sales Dollars	$859,000	$775,000	10.8%	$3,633,000	$9,323,000	-61.0%
	List/Sell Ratio	100.00%	94.43%	5.9%	88.98%	86.79%	2.5%
	Days to Sell	64	422	-84.8%	368	337	9.2%
	Active Inventory	22	44	-50.0%			
	Average Price	$859,000	$387,500	121.7%	$454,125	$582,688	-22.1%
	Median Price	$859,000	$387,500	121.7%	$351,250	$367,500	-4.4%
IC&I							
	Units Listed	5	3	66.7%	105	68	54.4%
	Units Sold	**1**	**2**	**-50.0%**	**23**	**14**	**64.3%**
	Sales Dollars	$62,000	$740,000	-91.6%	$4,967,600	$3,241,500	53.3%
	List/Sell Ratio	94.08%	76.08%	23.7%	88.03%	87.02%	1.2%
	Days to Sell	334	301	11.0%	297	189	57.1%
	Active Inventory	72	73	-1.4%			
	Average Price	$62,000	$370,000	-83.2%	$215,983	$231,536	-6.7%
	Median Price	$62,000	$370,000	-83.2%	$168,000	$193,250	-13.1%
IC&I Land							
	Units Listed	3	3	0.0%	60	63	-4.8%
	Units Sold	**2**	**0**	**100.0%**	**9**	**9**	**0.0%**
	Sales Dollars	$158,000	$0	100.0%	$4,568,000	$2,599,250	75.7%
	List/Sell Ratio	93.95%	0.00%	100.0%	86.75%	86.73%	0.0%
	Days to Sell	101	0	100.0%	230	352	-34.7%
	Active Inventory	44	57	-22.8%			
	Average Price	$79,000	$0	100.0%	$507,556	$288,806	75.7%
	Median Price	$79,000	$0	100.0%	$355,000	$220,250	61.2%
Lots							
	Units Listed	7	36	-80.6%	253	273	-7.3%
	Units Sold	**6**	**24**	**-75.0%**	**195**	**127**	**53.5%**
	Sales Dollars	$569,500	$1,990,900	-71.4%	$14,200,003	$9,038,124	57.1%
	List/Sell Ratio	104.30%	99.27%	5.1%	95.87%	92.34%	3.8%
	Days to Sell	410	93	340.9%	377	413	-8.7%
	Active Inventory	216	274	-21.2%			
	Average Price	$94,917	$82,954	14.4%	$72,821	$71,166	2.3%
	Median Price	$92,000	$75,000	22.7%	$63,400	$70,000	-9.4%
Leases							
	Units Listed	3	3	0.0%	55	54	1.9%
	Units Sold	**1**	**1**	**0.0%**	**6**	**8**	**-25.0%**
	Sales Dollars	$1,381,050	$35,100	3834.6%	$1,606,766	$551,587	191.3%
	List/Sell Ratio	0.00%	0.00%	0.0%	0.00%	0.00%	0.0%
	Days to Sell	124	56	0.0%	227	236	-3.8%
	Active Inventory	39	50	-22.0%			
	Average Price	$1,381,050	$35,100	3834.6%	$267,794	$68,948	288.4%
	Median Price	$1,381,050	$35,100	3834.6%	$31,078	$41,521	-25.2%

North Division Comparative Activity By Property Type
December 31, 2003

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots (Waterfront)							
	Units Listed	0	0	0.0%	7	11	-36.4%
	Units Sold	0	0	0.0%	8	11	-27.3%
	Sales Dollars	$0	$0	0.0%	$2,124,750	$2,654,000	-19.9%
	List/Sell Ratio	0.00%	0.00%	0.0%	95.62%	102.17%	-6.4%
	Days to Sell	0	0	0.0%	220	518	-57.5%
	Active Inventory	1	15	-93.3%			
	Average Price	$0	$0	0.0%	$265,594	$241,273	10.1%
	Median Price	$0	$0	0.0%	$306,250	$252,000	21.5%
Multi-Family							
	Units Listed	1	2	-50.0%	37	37	0.0%
	Units Sold	1	0	100.0%	23	21	9.5%
	Sales Dollars	$838,000	$0	100.0%	$9,267,900	$8,803,900	5.3%
	List/Sell Ratio	95.22%	0.00%	100.0%	93.75%	87.60%	7.0%
	Days to Sell	419	0	100.0%	169	188	-10.1%
	Active Inventory	12	31	-61.3%			
	Average Price	$838,000	$0	100.0%	$402,952	$419,233	-3.9%
	Median Price	$838,000	$0	100.0%	$235,000	$210,000	11.9%
Mobile Homes							
	Units Listed	11	7	57.1%	188	193	-2.6%
	Units Sold	4	3	33.3%	89	95	-6.3%
	Sales Dollars	$110,000	$28,000	292.9%	$3,632,250	$3,206,400	13.3%
	List/Sell Ratio	87.54%	83.22%	5.2%	86.47%	84.40%	2.5%
	Days to Sell	51	29	75.9%	123	141	-12.8%
	Active Inventory	59	103	-42.7%			
	Average Price	$27,500	$9,333	194.6%	$40,812	$33,752	20.9%
	Median Price	$23,000	$7,000	228.6%	$32,000	$26,000	23.1%
Residential							
	Units Listed	63	62	1.6%	1588	1621	-2.0%
	Units Sold	47	58	-19.0%	1213	986	23.0%
	Sales Dollars	$8,684,300	$9,519,701	-8.8%	$215,416,180	$161,232,478	33.6%
	List/Sell Ratio	96.56%	95.55%	1.1%	95.87%	95.42%	0.5%
	Days to Sell	90	121	-25.6%	80	93	-14.0%
	Active Inventory	274	592	-53.7%			
	Average Price	$184,772	$164,133	12.6%	$177,590	$163,522	8.6%
	Median Price	$173,000	$148,950	16.1%	$159,000	$145,000	9.7%
Residential (Waterfront)							
	Units Listed	1	4	-75.0%	62	68	-8.8%
	Units Sold	0	1	-100.0%	35	48	-27.1%
	Sales Dollars	$0	$480,000	-100.0%	$17,377,300	$17,634,000	-1.5%
	List/Sell Ratio	0.00%	96.19%	-100.0%	93.65%	92.26%	1.5%
	Days to Sell	0	22	-100.0%	118	190	-37.9%
	Active Inventory	18	35	-48.6%			
	Average Price	$0	$480,000	-100.0%	$496,494	$367,375	35.1%
	Median Price	$0	$480,000	-100.0%	$485,000	$380,750	27.4%
NORTH OKANAGAN - TOTALS							
	Units Listed	148	165	-10.3%	3534	3665	-3.6%
	Units Sold	106	130	-18.5%	2301	1969	16.9%
	Sales Dollars	$24,341,150	$19,569,602	24.4%	$397,036,313	$314,901,156	26.1%
	List/Sell Ratio	94.00%	96.26%	-2.3%	94.38%	93.25%	1.2%
	Days to Sell	151	168	-10.1%	139	155	-10.3%
	Active Inventory	1190	2053	-42.0%			

North Residential Listing/Sales Analysis
December 31, 2003

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 90000	1	62	0	69
90001 to 110000	3	85	2	73
110001 to 130000	3	198	9	170
130001 to 150000	6	236	8	194
150001 to 170000	7	210	3	180
170001 to 190000	8	169	6	123
190001 to 210000	10	123	2	81
210001 to 230000	5	107	5	84
230001 to 250000	6	95	4	67
250001 to 270000	1	48	2	32
270001 to 290000	2	45	1	25
290001 to 310000	1	28	0	17
310001 and over	8	135	4	67
Totals	61	1541	46	1182

North Division Lot Listing/Sales Analysis

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 30000	1	18	0	26
30001 to 40000	0	23	0	11
40001 to 50000	0	31	0	19
50001 to 60000	1	22	1	31
60001 to 70000	0	31	1	42
70001 to 80000	0	43	1	25
80001 to 90000	0	36	1	10
90001 and over	7	201	8	112
Totals	9	405	12	276