

NORTH DIVISION MONTHLY STATISTICS

FOR

December 1st - 31st, 2004

NORTH OKANAGAN DIVISION

STAT - O - GRAM

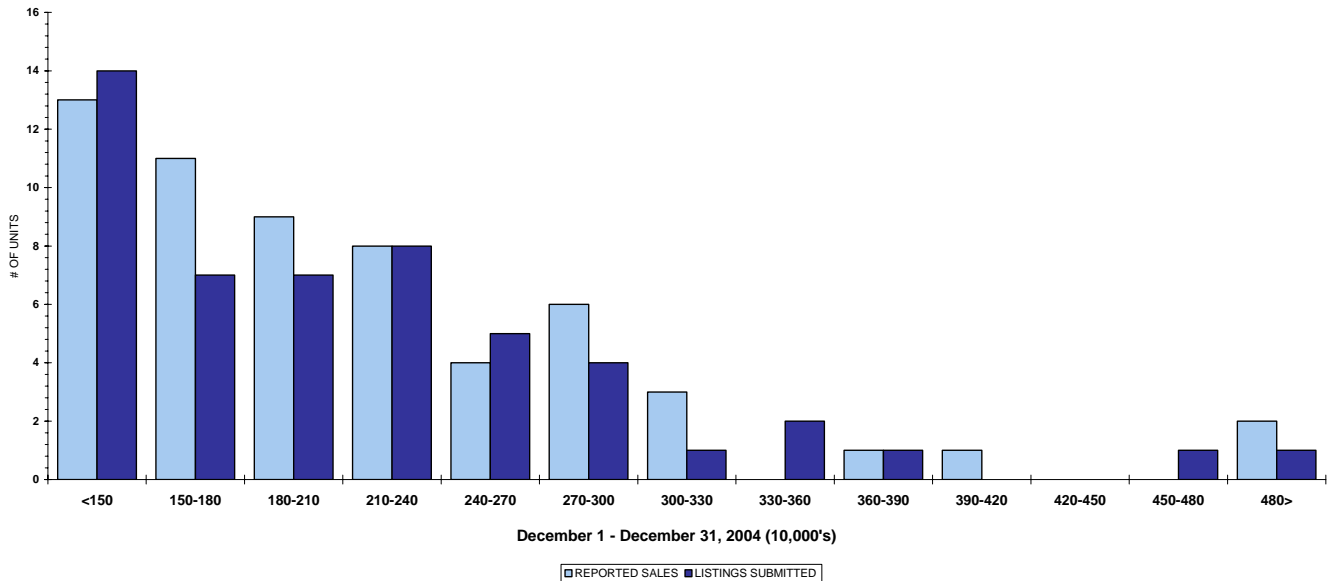
December 2004

QUICK SUMMARY

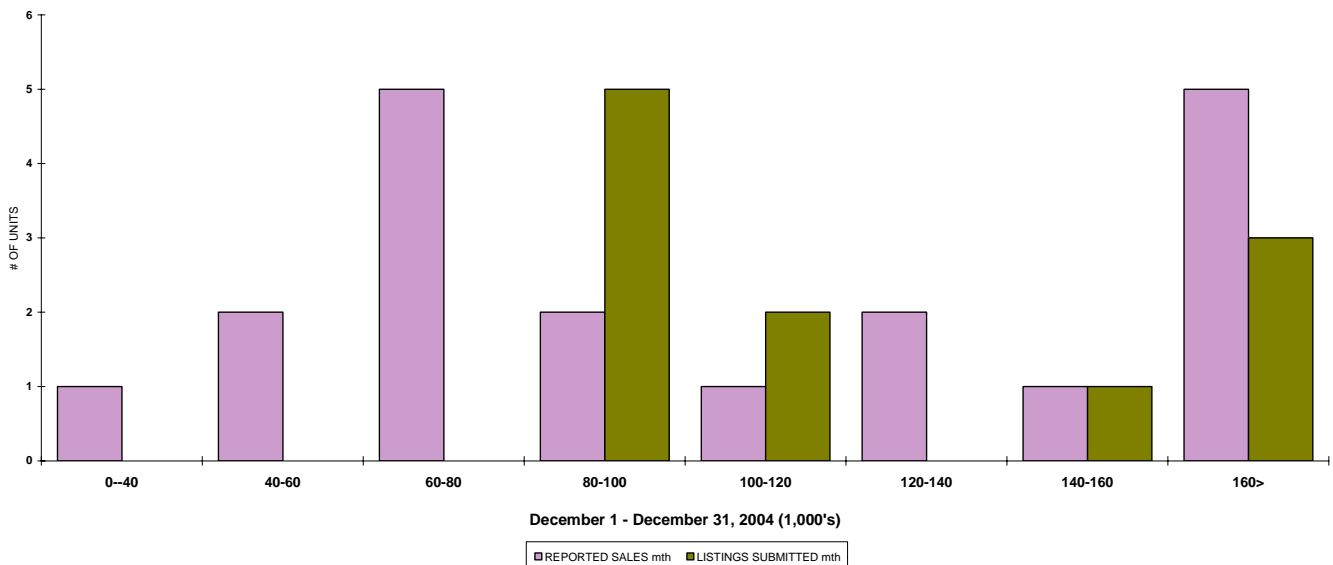
| | TOTAL SALES VOLUME | | RESIDENTIAL SALES | | TOTAL LISTINGS | |
|---------------|--------------------|-----------------|-------------------|-----------------|-----------------------|------------------|
| | <u># of Units</u> | <u>\$ Value</u> | <u># of Units</u> | <u>\$ Value</u> | <u>Listings Taken</u> | <u>Inventory</u> |
| December 2004 | 141 | \$43,913,643 | 59 | \$13,071,330 | 129 | 1,098 |
| November 2004 | 180 | \$34,574,080 | 89 | \$19,886,477 | 205 | 1,189 |
| December 2003 | 108 | \$24,496,150 | 47 | \$8,857,300 | 148 | 1,190 |

The North Zone has **255** Members. The average number of listings-per-licensee is 4.3

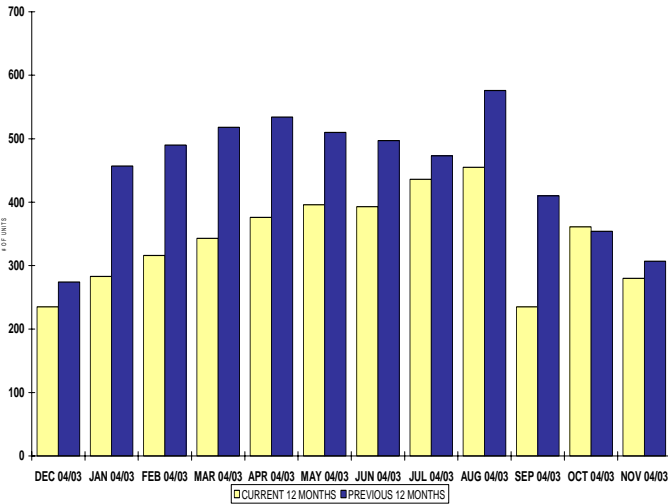
RESIDENTIAL LISTING & SALES ACTIVITY
NORTH OKANAGAN DIVISION (BY PRICE CATEGORY)



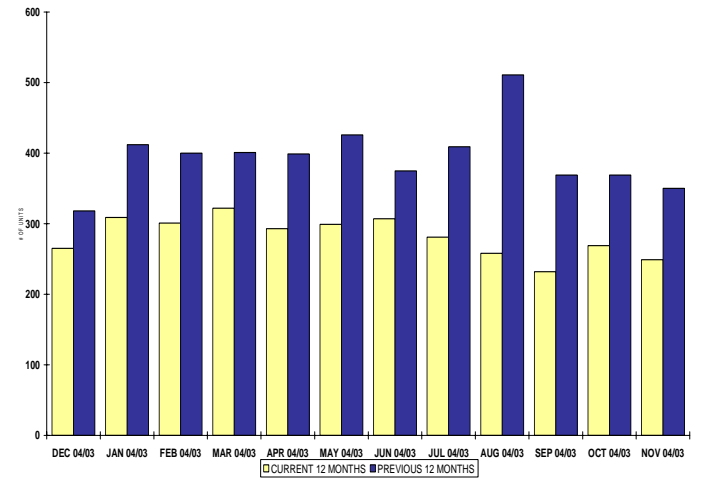
LOT LISTING & SALES ACTIVITY
NORTH OKANAGAN DIV. (BY PRICE CATEGORY)



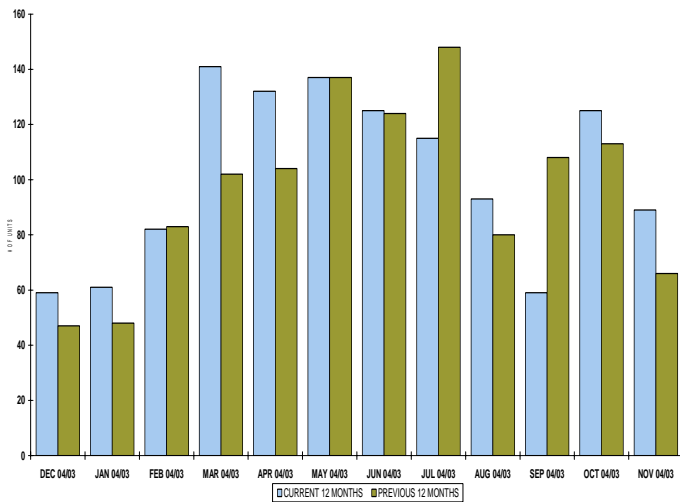
INVENTORY OF ACTIVE LISTINGS
RESIDENTIAL - NORTH OKANAGAN DIVISION



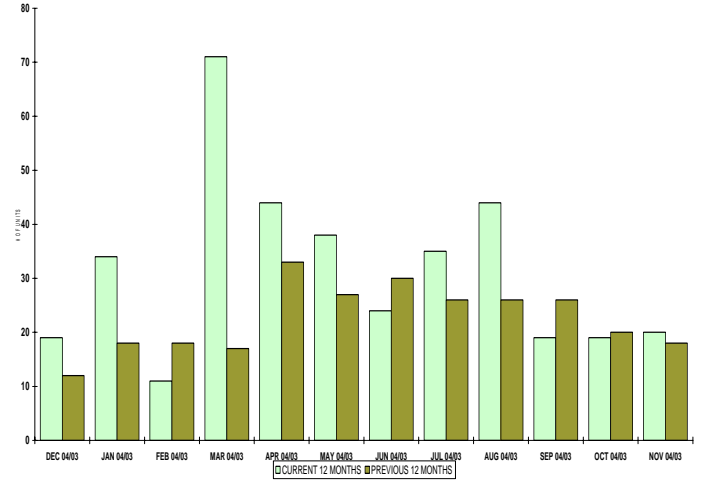
INVENTORY OF ACTIVE LISTINGS
LOTS - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD
RESIDENTIAL - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD
LOTS - NORTH OKANAGAN DIVISION



NORTH OKANAGAN DIVISION

December 2004

| Category | Sales | New Listings | Current Inventory | Sell/Inv. Ratio | Days To Sell |
|---------------|-------|--------------|-------------------|-----------------|--------------|
| ACREAGE | 10 | 6 | 68 | 14.71% | 179 |
| ACREAGE/HOUSE | 8 | 14 | 140 | 5.71% | 114 |
| CONDO/APT | 11 | 12 | 54 | 20.37% | 68 |
| CONDO/TWNHSE | 17 | 16 | 107 | 15.89% | 68 |
| LOTS | 9 | 5 | 197 | 4.57% | 169 |
| RESIDENTIAL | 59 | 51 | 235 | 25.11% | 86 |

AVERAGE HOUSE PRICE \$221,548

MEDIAN HOUSE PRICE \$201,000

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 | 375 | 398 | -5.8% | 8839 | 7315 | 20.8% |
| Units Sold | 285 | 283 | 0.7% | 5308 | 4958 | 7.1% |
| Sales Dollars | \$70,259,566 | \$65,721,959 | 6.9% | \$1,341,127,159 | \$1,062,661,535 | 26.2% |
| 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 | 2296 | 1878 | 22.3% | | | |

ZONE NO TOTALS

| | | | | | | |
|-----------------|--------------|--------------|--------------|---------------|---------------|--------------|
| Units Listed | 129 | 148 | -12.8% | 4013 | 3430 | 17.0% |
| Units Sold | 142 | 108 | 31.5% | 2761 | 2244 | 23.0% |
| Sales Dollars | \$44,190,593 | \$24,496,150 | 80.4% | \$529,423,074 | \$386,339,865 | 37.0% |
| 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 | 1098 | 1190 | -7.7% | | | |

ZONE SH TOTALS

| | | | | | | |
|-----------------|-------------|-------------|-------------|---------------|---------------|--------------|
| Units Listed | 83 | 67 | 23.9% | 2027 | 1847 | 9.7% |
| Units Sold | 59 | 54 | 9.3% | 1360 | 1042 | 30.5% |
| Sales Dollars | \$9,722,200 | \$8,213,390 | 18.4% | \$223,847,131 | \$156,396,019 | 43.1% |
| 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 | 821 | 1044 | -21.4% | | | |

ZONE OB TOTALS

| | | | | | | |
|-----------------|-----------|-------------|---------------|--------------|--------------|---------------|
| Units Listed | 11 | 11 | 0.0% | 181 | 176 | 2.8% |
| Units Sold | 4 | 3 | 100.0% | 58 | 27 | 114.8% |
| Sales Dollars | \$686,900 | \$2,290,000 | 100.0% | \$20,710,779 | \$16,988,700 | 21.9% |
| 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 | 110 | 110 | 0.0% | | | |

GRAND TOTALS

| | | | | | | |
|-----------------|---------------|---------------|-------------|-----------------|-----------------|--------------|
| Units Listed | 598 | 624 | -4.2% | 15060 | 12768 | 18.0% |
| Units Sold | 490 | 448 | 9.4% | 9487 | 8271 | 14.7% |
| Sales Dollars | \$124,859,259 | \$100,721,499 | 24.0% | \$2,115,108,143 | \$1,622,386,119 | 30.4% |
| 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 | 4325 | 4222 | 2.4% | | | |

LICENSEES

| | TOTAL NUMBER OF LICENSEES December 31/04 | TOTAL NUMBER OF LICENSEES December 31/03 | CHANGE BY NUMBER | CHANGE BY % |
|---------------------------|---|---|-----------------------------|------------------------|
| ALL DIVISIONS | 896 | 790 | 106 | 13.42% |
| CENTRAL OK DIV. | 556 | 504 | 52 | 10.32% |
| NORTH OK DIV. | 255 | 218 | 37 | 16.97% |
| SHUSWAP DIV. | 85 | 68 | 17 | 25.00% |
| CURRENT MEMBERSHIP | | | | |
| AGENT LICENSEES | 80 | | | |
| SALESPERSONS | 742 | | | |
| PROPERTY MANAGEMENT | 8 | | | |
| 9:15 LICENCEE MEMBER | 61 | | | |
| EXEMPTION MEMBER | 5 | | | |
| TOTALS | 896 | | | |

| | CURRENT MONTH | | | YEAR TO DATE | | |
|-----------------------------|---------------|-------------|----------------|--------------|--------------|---------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Acreage | | | | | | |
| Units Listed | 6 | 2 | 200.0% | 140 | 134 | 4.5% |
| Units Sold | 10 | 5 | 100.0% | 94 | 65 | 44.6% |
| Sales Dollars | \$16,293,400 | \$2,837,000 | 474.3% | \$29,041,900 | \$10,713,200 | 171.1% |
| List/Sell \$ Ratio | 95.49% | 90.19% | | 93.20% | 91.29% | |
| Days to Sell | 179 | 528 | -66.1% | 270 | 317 | -14.8% |
| Active Inventory | 68 | 98 | -30.6% | | | |
| Average Price | \$1,629,340 | \$567,400 | 187.2% | \$308,956 | \$164,818 | 87.5% |
| Median Price | \$140,000 | \$170,000 | -17.6% | \$130,000 | \$123,000 | 5.7% |
| Acreage with House | | | | | | |
| Units Listed | 10 | 22 | -54.5% | 422 | 392 | 7.7% |
| Units Sold | 12 | 21 | -42.9% | 237 | 202 | 17.3% |
| Sales Dollars | \$6,397,900 | \$6,531,500 | -2.0% | \$73,155,275 | \$57,086,831 | 28.1% |
| List/Sell \$ Ratio | 98.94% | 93.28% | | 95.02% | 93.34% | |
| Days to Sell | 168 | 144 | 16.7% | 115 | 162 | -29.0% |
| Active Inventory | 118 | 139 | -15.1% | 139 | 270 | |
| Average Price | \$533,158 | \$311,024 | 71.4% | \$308,672 | \$282,608 | 9.2% |
| Median Price | \$306,450 | \$205,000 | 49.5% | \$273,000 | \$238,500 | 14.5% |
| Acreage (Waterfront) | | | | | | |
| Units Listed | 3 | 0 | 0.0% | 13 | 11 | 18.2% |
| Units Sold | 0 | 1 | -100.0% | 5 | 8 | -37.5% |
| Sales Dollars | \$0 | \$290,000 | -100.0% | \$605,400 | \$1,708,500 | -64.6% |
| List/Sell \$ Ratio | 0.00% | 0.00% | | 94.78% | 89.27% | |
| Days to Sell | 0 | 150 | 0.0% | 59 | 201 | -70.6% |
| Active Inventory | 3 | 3 | 0.0% | | | |
| Average Price | \$0 | \$290,000 | -100.0% | \$121,080 | \$213,563 | -43.3% |
| Median Price | \$0 | \$290,000 | -100.0% | \$123,750 | \$235,000 | -47.3% |
| Business | | | | | | |
| Units Listed | 4 | 1 | 300.0% | 93 | 106 | -12.3% |
| Units Sold | 2 | 3 | -33.3% | 20 | 22 | -9.1% |
| Sales Dollars | \$38,500 | \$322,900 | -88.1% | \$3,950,930 | \$2,946,400 | 34.1% |
| List/Sell \$ Ratio | 66.66% | 79.24% | | 84.09% | 81.65% | |
| Days to Sell | 229 | 205 | 11.7% | 385 | 196 | 96.4% |
| Active Inventory | 66 | 59 | 11.9% | | | |
| Average Price | \$19,250 | \$107,633 | -82.1% | \$197,547 | \$133,927 | 47.5% |
| Median Price | \$19,250 | \$60,000 | -67.9% | \$105,000 | \$42,500 | 147.1% |
| Condo (Townhouse) | | | | | | |
| Units Listed | 16 | 18 | -11.1% | 426 | 269 | 58.4% |
| Units Sold | 17 | 5 | 240.0% | 321 | 226 | 42.0% |
| Sales Dollars | \$2,332,846 | \$509,000 | 358.3% | \$47,199,796 | \$29,200,833 | 61.6% |
| List/Sell \$ Ratio | 98.88% | 95.70% | | 97.63% | 96.28% | |
| Days to Sell | 68 | 166 | -59.0% | 67 | 110 | -39.1% |
| Active Inventory | 107 | 62 | 72.6% | | | |
| Average Price | \$137,226 | \$101,800 | 34.8% | \$147,040 | \$129,207 | 13.8% |
| Median Price | \$130,500 | \$110,000 | 18.6% | \$134,500 | \$119,900 | 12.2% |
| Condo (Apt) | | | | | | |
| Units Listed | 12 | 12 | 0.0% | 257 | 155 | 65.8% |
| Units Sold | 11 | 6 | 83.3% | 204 | 123 | 65.9% |
| Sales Dollars | \$954,716 | \$692,900 | 37.8% | \$21,675,600 | \$11,733,850 | 84.7% |
| List/Sell \$ Ratio | 96.19% | 95.78% | | 96.45% | 94.60% | |
| Days to Sell | 68 | 85 | -20.0% | 78 | 213 | -63.4% |
| Active Inventory | 54 | 49 | 10.2% | | | |
| Average Price | \$86,792 | \$115,483 | -24.8% | \$106,253 | \$95,397 | 11.4% |
| Median Price | \$75,000 | \$112,500 | -33.3% | \$89,000 | \$94,000 | -5.3% |

| | CURRENT MONTH | | | YEAR TO DATE | | |
|----------------------|---------------|-------------|----------------|--------------|--------------|---------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Duplex | | | | | | |
| Units Listed | 3 | 2 | 50.0% | 102 | 92 | 10.9% |
| Units Sold | 6 | 2 | 200.0% | 84 | 60 | 40.0% |
| Sales Dollars | \$832,900 | \$302,000 | 175.8% | \$13,428,444 | \$8,927,650 | 50.4% |
| List/Sell \$ Ratio | 94.06% | 93.99% | | 95.81% | 99.63% | |
| Days to Sell | 95 | 195 | -51.3% | 89 | 138 | -35.5% |
| Active Inventory | 13 | 23 | -43.5% | | | |
| Average Price | \$138,817 | \$151,000 | -8.1% | \$159,862 | \$148,794 | 7.4% |
| Median Price | \$137,200 | \$151,000 | -9.1% | \$137,000 | \$138,250 | -0.9% |
| Farms | | | | | | |
| Units Listed | 2 | 0 | 100.0% | 67 | 27 | 148.1% |
| Units Sold | 0 | 1 | -100.0% | 14 | 8 | 75.0% |
| Sales Dollars | \$0 | \$859,000 | -100.0% | \$8,092,725 | \$3,633,000 | 122.8% |
| List/Sell \$ Ratio | 0.00% | 100.00% | | 91.65% | 88.98% | |
| Days to Sell | 0 | 64 | -100.0% | 291 | 368 | -20.9% |
| Active Inventory | 33 | 22 | 50.0% | 26 | 30 | |
| Average Price | \$0 | \$859,000 | -100.0% | \$578,052 | \$454,125 | 27.3% |
| Median Price | \$0 | \$859,000 | -100.0% | \$581,250 | \$351,250 | 65.5% |
| IC&I | | | | | | |
| Units Listed | 3 | 5 | -40.0% | 78 | 104 | -25.0% |
| Units Sold | 5 | 1 | 400.0% | 35 | 23 | 52.2% |
| Sales Dollars | \$2,203,500 | \$62,000 | 3454.0% | \$10,331,008 | \$4,967,600 | 108.0% |
| List/Sell \$ Ratio | 91.43% | 94.08% | | 90.84% | 88.03% | |
| Days to Sell | 199 | 334 | -40.4% | 225 | 297 | -24.2% |
| Active Inventory | 49 | 72 | -31.9% | | | |
| Average Price | \$440,700 | \$62,000 | 610.8% | \$295,172 | \$215,983 | 36.7% |
| Median Price | \$250,000 | \$62,000 | 303.2% | \$210,000 | \$168,000 | 25.0% |
| IC&I Land | | | | | | |
| Units Listed | 5 | 3 | 66.7% | 53 | 60 | -11.7% |
| Units Sold | 0 | 2 | -100.0% | 23 | 9 | 155.6% |
| Sales Dollars | \$0 | \$158,000 | -100.0% | \$10,065,300 | \$4,568,000 | 120.3% |
| List/Sell \$ Ratio | 0.00% | 93.95% | | 89.77% | 86.75% | |
| Days to Sell | 0 | 101 | -100.0% | 207 | 230 | -10.0% |
| Active Inventory | 47 | 44 | 6.8% | | | |
| Average Price | \$0 | \$79,000 | -100.0% | \$437,622 | \$507,556 | -13.8% |
| Median Price | \$0 | \$79,000 | -100.0% | \$172,500 | \$355,000 | -51.4% |
| Lots | | | | | | |
| Units Listed | 2 | 7 | -71.4% | 305 | 255 | 19.6% |
| Units Sold | 9 | 7 | 28.6% | 241 | 196 | 23.0% |
| Sales Dollars | \$859,000 | \$689,500 | 24.6% | \$19,797,500 | \$14,320,003 | 38.3% |
| List/Sell \$ Ratio | 94.47% | 102.31% | | 96.55% | 95.86% | |
| Days to Sell | 169 | 373 | -54.7% | 255 | 376 | -32.2% |
| Active Inventory | 191 | 216 | -11.6% | | | |
| Average Price | \$95,444 | \$98,500 | -3.1% | \$82,147 | \$73,061 | 12.4% |
| Median Price | \$71,000 | \$100,000 | -29.0% | \$75,000 | \$63,450 | 18.2% |
| Leases | | | | | | |
| Units Listed | 3 | 3 | 0.0% | 52 | 55 | -5.5% |
| Units Sold | 1 | 1 | 0.0% | 8 | 6 | 33.3% |
| Sales Dollars | \$1 | \$1,381,050 | 0.0% | \$392,007 | \$1,606,766 | -75.6% |
| Days to Sell | 93 | 124 | -25.0% | 205 | 227 | -9.7% |
| Active Inventory | 30 | 39 | -23.1% | | | |
| Average Price | \$1 | \$1,381,050 | 0.0% | \$49,001 | \$267,794 | -81.7% |
| Median Price | \$1 | \$1,381,050 | 0.0% | \$13,050 | \$31,078 | -58.0% |

| | CURRENT MONTH | | | YEAR TO DATE | | |
|---------------------------------|---------------|-------------|---------------|---------------|---------------|---------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Lots (Waterfront) | | | | | | |
| Units Listed | 0 | 0 | 0.0% | 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 | 1 | 1 | 0.0% | 40 | 35 | 14.3% |
| Units Sold | 2 | 1 | 100.0% | 22 | 23 | -4.3% |
| Sales Dollars | \$606,000 | \$838,000 | -27.7% | \$7,075,099 | \$9,267,900 | -23.7% |
| List/Sell \$ Ratio | 88.16% | 95.22% | | 94.16% | 93.75% | |
| Days to Sell | 234 | 419 | -44.2% | 132 | 169 | -21.9% |
| Active Inventory | 9 | 12 | -25.0% | 10 | 25 | |
| Average Price | \$303,000 | \$838,000 | -63.8% | \$321,595 | \$402,952 | -20.2% |
| Median Price | \$303,000 | \$838,000 | 268250.0% | \$235,000 | \$233,500 | 0.6% |
| Mobile Homes | | | | | | |
| Units Listed | 7 | 10 | -30.0% | 198 | 184 | 7.6% |
| Units Sold | 8 | 5 | 60.0% | 119 | 90 | 32.2% |
| Sales Dollars | \$600,500 | \$166,000 | 261.7% | \$5,847,450 | \$3,688,250 | 58.5% |
| List/Sell \$ Ratio | 86.10% | 84.86% | | 88.69% | 86.36% | |
| Days to Sell | 154 | 53 | 190.6% | 119 | 122 | -2.5% |
| Active Inventory | 57 | 59 | -3.4% | | | |
| Average Price | \$75,063 | \$33,200 | 126.1% | \$49,138 | \$40,981 | 19.9% |
| Median Price | \$51,750 | \$32,000 | 61.7% | \$36,500 | \$32,000 | 14.1% |
| Recreational Property | | | | | | |
| Units Listed | 0 | 0 | 0.0% | 16 | 10 | 60.0% |
| Units Sold | 0 | 0 | 0.0% | 8 | 4 | 100.0% |
| 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% | \$241,557 | \$133,000 | 81.6% |
| Median Price | \$0 | \$0 | 100.0% | \$149,778 | \$98,500 | 52.1% |
| Residential | | | | | | |
| Units Listed | 51 | 61 | -16.4% | 1699 | 1486 | 14.3% |
| Units Sold | 59 | 47 | 25.5% | 1297 | 1142 | 13.6% |
| Sales Dollars | \$13,071,330 | \$8,857,300 | 47.6% | \$263,780,685 | \$203,762,032 | 29.5% |
| List/Sell \$ Ratio | 96.81% | 96.62% | | 97.48% | 95.92% | |
| Days to Sell | 86 | 88 | -2.3% | 66 | 78 | -15.4% |
| Active Inventory | 235 | 274 | -14.2% | | | |
| Average Price | \$221,548 | \$188,453 | 17.6% | \$203,378 | \$178,426 | 14.0% |
| Median Price | \$201,000 | \$176,000 | 14.2% | \$185,000 | \$160,000 | 15.6% |
| Residential (Waterfront) | | | | | | |
| Units Listed | 0 | 1 | -100.0% | 31 | 48 | -35.4% |
| Units Sold | 0 | 0 | 0.0% | 17 | 29 | -41.4% |
| Sales Dollars | \$0 | \$0 | 0.0% | \$9,574,000 | \$15,552,300 | -38.4% |
| List/Sell \$ Ratio | 0.00% | 0.00% | | 94.61% | 95.58% | |
| Days to Sell | 0 | 0 | 0.0% | 102 | 91 | 12.1% |
| Active Inventory | 11 | 18 | -38.9% | | | |
| Average Price | \$0 | \$0 | 0.0% | \$563,176 | \$536,286 | 5.0% |
| Median Price | \$0 | \$0 | 0.0% | \$527,000 | \$501,000 | 5.2% |

| | CURRENT MONTH | | | YEAR TO DATE | | |
|--------------------------------|---------------|--------------|---------------|---------------|---------------|---------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Timeshares | | | | | | |
| Units Listed | 1 | 0 | 100.0% | 5 | 0 | 400.0% |
| Units Sold | 0 | 0 | 100.0% | 3 | 0 | 100.0% |
| Sales Dollars | \$0 | \$0 | 100.0% | \$334,000 | \$0 | 100.0% |
| List/Sell Ratio | 0.00% | 0.00% | | 96.89% | 0.00% | |
| Days to Sell | 0 | 0 | 100.0% | 159 | 0 | 100.0% |
| Active Inventory | 2 | 0 | 0.0% | | | |
| Average Price | \$0 | \$0 | 100.0% | \$111,333 | \$0 | 100.0% |
| Median Price | \$0 | \$0 | 100.0% | \$112,000 | \$0 | 100.0% |
| NORTH OKANAGAN - TOTALS | | | | | | |
| Units Listed | 129 | 148 | -12.8% | 4013 | 3430 | 17.0% |
| Units Sold | 142 | 108 | 31.5% | 2761 | 2244 | 23.0% |
| Sales Dollars | \$44,190,593 | \$24,496,150 | 80.4% | \$529,423,074 | \$386,339,865 | 37.0% |
| List/Sell Ratio | 94.11% | 94.61% | | 95.84% | 94.37% | |
| Days to Sell | 119 | 159 | -25.2% | 116 | 158 | -26.6% |
| Active Inventory | 1098 | 1190 | -7.7% | | | |

| Range | Mthly Listings Total | YTD Listings Total | Mthly Sales Total | YTD Sales Total |
|------------------|-------------------------|-----------------------|----------------------|--------------------|
| 0 to 150000 | 14 | 359 | 13 | 335 |
| 150001 to 180000 | 7 | 339 | 11 | 288 |
| 180001 to 210000 | 7 | 236 | 9 | 195 |
| 210001 to 240000 | 8 | 194 | 8 | 146 |
| 240001 to 270000 | 5 | 147 | 4 | 98 |
| 270001 to 300000 | 4 | 156 | 6 | 90 |
| 300001 to 330000 | 1 | 82 | 3 | 54 |
| 330001 to 360000 | 2 | 53 | 0 | 23 |
| 360001 to 390000 | 1 | 38 | 1 | 18 |
| 390001 to 420000 | 0 | 20 | 1 | 10 |
| 420001 to 450000 | 0 | 23 | 0 | 11 |
| 450001 to 480000 | 1 | 18 | 0 | 6 |
| 480001 and over | 1 | 36 | 2 | 13 |
| Totals | 51 | 1701 | 58 | 1287 |

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 | 40 |
| 40001 to 60000 | 0 | 48 | 2 | 40 |
| 60001 to 80000 | 0 | 69 | 5 | 75 |
| 80001 to 100000 | 5 | 71 | 2 | 69 |
| 100001 to 120000 | 2 | 49 | 1 | 37 |
| 120001 to 140000 | 0 | 48 | 2 | 22 |
| 140001 to 160000 | 1 | 38 | 1 | 18 |
| 160001 and over | 3 | 124 | 5 | 48 |
| Totals | 11 | 474 | 19 | 349 |