

NORTH OKANAGAN DIVISION

MONTHLY STATISTICS

FOR

DECEMBER 1 - 31, 2001

NORTH OKANAGAN DIVISION

STAT - O - GRAM

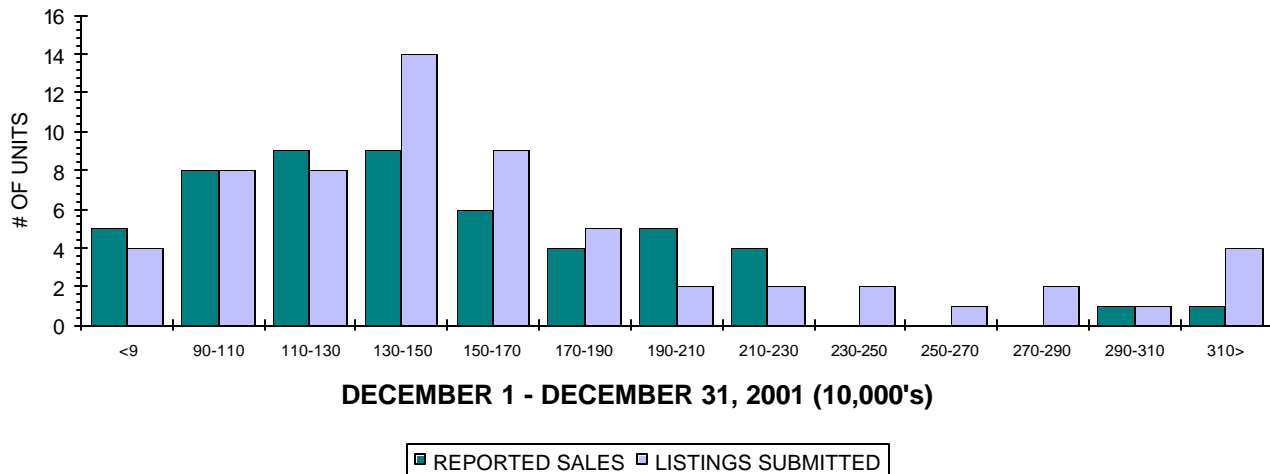
December 2001

QUICK SUMMARY

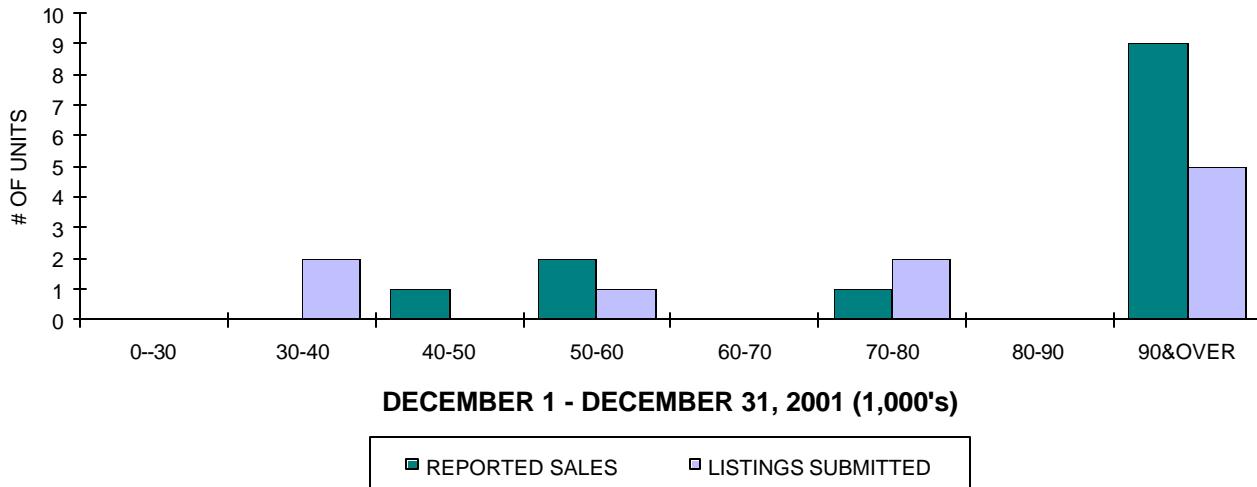
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	<u># of Units</u>	<u>\$ Value</u>	<u># of Units</u>	<u>\$ Value</u>	<u>Listings Taken</u>	<u>Inventory</u>
December 2001	94	\$14,208,889	52	\$7,835,964	157	1,968
November 2001	107	\$16,247,491	53	\$8,380,800	236	2,089
December 2000	72	\$10,765,333	39	\$5,364,500	46	1,929

The average number of listings-per-licensee is 11.3

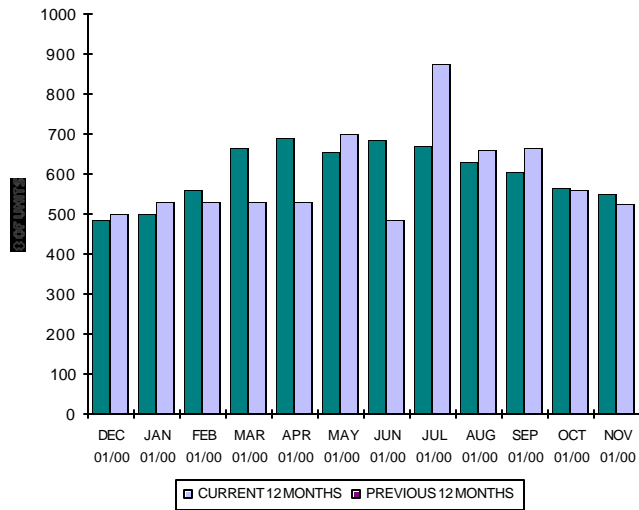
RESIDENTIAL LISTING & SALES ACTIVITY NORTH OKANAGAN DIVISION (BY PRICE CATEGORY)



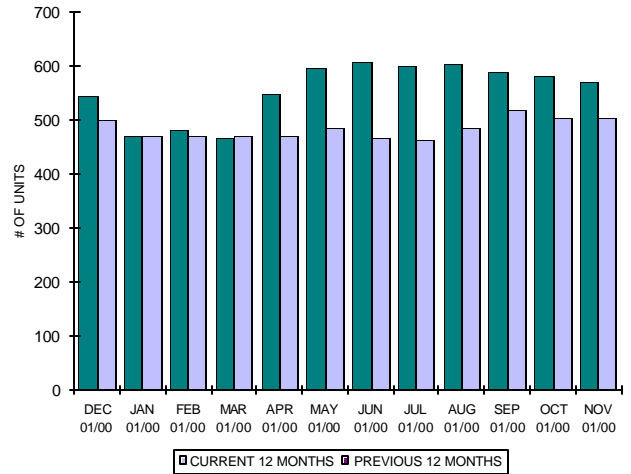
LOT LISTING & SALES ACTIVITY NORTH OKANAGAN DIV. (BY PRICE CATEGORY)



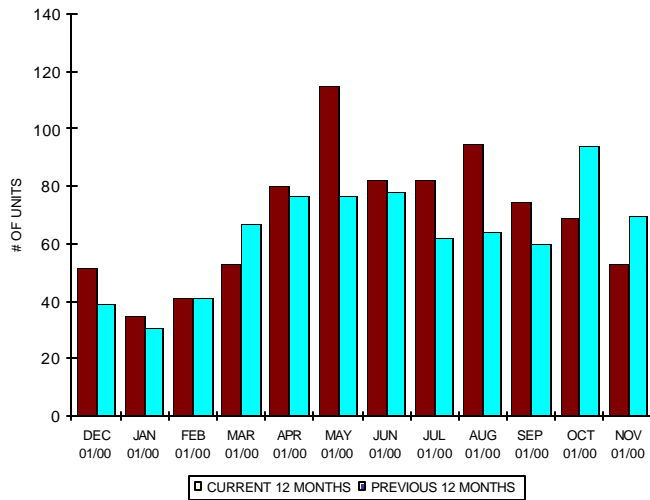
**INVENTORY OF ACTIVE LISTINGS
RESIDENTIAL - NORTH OKANAGAN DIVISION**



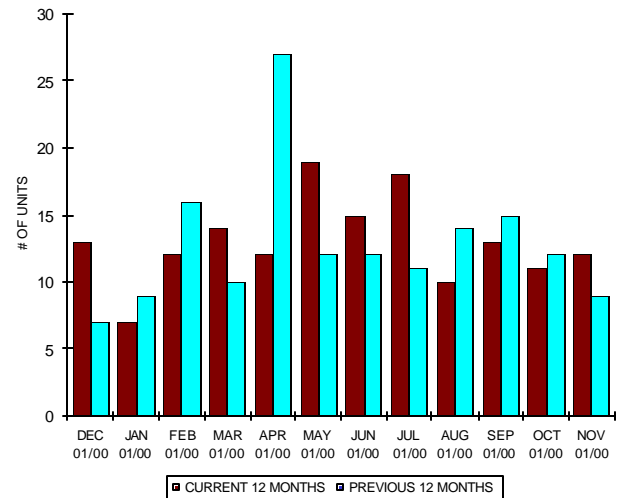
**INVENTORY OF ACTIVE LISTINGS
LOTS - NORTH OKANAGAN DIVISION**



**NUMBER OF UNITS SOLD
RESIDENTIAL - NORTH OKANAGAN DIVISION**



**NUMBER OF UNITS SOLD
LOTS - NORTH OKANAGAN DIVISION**



NORTH OKANAGAN DIVISION

December 2001

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	7	4	156	4.49%	257
ACREAGE/HOUSE	5	19	217	2.30%	193
CONDO/APT	6	6	101	5.94%	113
CONDO/TWNHSE	11	19	116	9.48%	120
LOTS	6	6	390	1.54%	263
RESIDENTIAL	52	62	487	10.68%	127

AVERAGE HOUSE PRICE \$150,692

MEDIAN HOUSE PRICE \$145,750

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

**COMPARATIVE ACTIVITY BY ZONE AS AT
December 31, 2001**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ZONE CO TOTALS						
Units Listed	297	260	14.2%	7707	7476	3.1%
Units Sold	229	131	74.8%	3675	3253	13.0%
Sales Dollars	40394356	20324223	98.7%	623943059	548183342	13.8%
Price Ratio	93.49	90.47		93.42	93.35	
Days to Sell	105	138	-23.9%	108	116	-6.9%
Active Listings	2797					
ZONE NO TOTALS						
Units Listed	157	118	33.1%	3631	3422	6.1%
Units Sold	94	72	30.6%	1588	1374	15.6%
Sales Dollars	14208889	10765333	32.0%	231597095	201489832	14.9%
Price Ratio	94.62	87.71		91.55	91.40	
Days to Sell	157	164	-4.3%	165	156	5.8%
Active Listings	1968					
ZONE SH TOTALS						
Units Listed	57	57	0.0%	2187	2104	3.9%
Units Sold	33	36	-8.3%	758	621	22.1%
Sales Dollars	3420769	5059628	-32.4%	99935340	82223296	21.5%
Price Ratio	83.7	85.25		88.85	88.41	
Days to Sell	192	227	-15.4%	207	203	2.0%
Active Listings	1572					
ZONE OB TOTALS						
Units Listed	8	7	14.3%	173	159	8.8%
Units Sold	1	0	100.0%	19	19	0.0%
Sales Dollars	155000	0	100.0%	5668400	7246300	-21.8%
Price Ratio	88.57	0.00		85.89	109.30	
Days to Sell	45	0	100.0%	140	179	-21.8%
Active Listings	126					
GRAND TOTALS						
Units Listed	519	442	17.4%	13698	13161	4.1%
Units Sold	357	239	49.4%	6040	5267	14.7%
Sales Dollars	58179014	36149184	60.9%	961143894	839142770	14.5%
Price Ratio	91.93	92.48		92.29	92.47	
Days to Sell	135	150	-10.0%	136	136	0.0%
Active Listings	6463					

LICENSEES
December 31, 2001

	TOTAL NUMBER OF LICENSEES December 31/01	TOTAL NUMBER OF LICENSEES December 31/00	CHANGE BY NUMBER	CHANGE BY %
ALL DIVISIONS	663	680	-17	-2.50%
CENTRAL OK DIV.	419	429	-10	-2.33%
NORTH OK DIV.	174	175	-1	-0.57%
SHUSWAP DIV.	69	76	-7	-9.21%
CURRENT MEMBERSHIP				
AGENT LICENSEES	74			
SALESPERSONS	521			
PROPERTY MANAGEMENT	9			
9:15 LICENCEE MEMBER	54			
EXEMPTION MEMBER	4			
TOTALS	662			

COMPARATIVE ACTIVITY BY PROPERTY TYPE
December 31, 2001
NORTH OKANAGAN

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
UNITS LISTED	4	12	-66.7%	182	167	9.0%
UNITS SOLD	7	1	600.0%	58	43	34.9%
SALES DOLLARS	1403620	337500	315.9%	8337359	5100200	63.5%
PRICE RATIO	110.11	90.00		90.40	85.39	
DAYS TO SELL	257	165	55.8%	243	266	-8.6%
ACTIVE INVENTORY	156					
AVERAGE PRICE	\$200,517	\$337,500	-40.6%	\$143,748	\$118,609	21.2%
MEDIAN PRICE	\$139,000	\$337,500	-58.8%	\$120,000	\$93,700	28.1%
Acreage with House						
UNITS LISTED	19	14	35.7%	447	387	15.5%
UNITS SOLD	5	7	-28.6%	180	137	31.4%
SALES DOLLARS	1484500	1719000	-13.6%	40360553	29740060	35.7%
PRICE RATIO	86.96	92.10		89.73	91.10	
DAYS TO SELL	193	167	15.6%	190	156	21.8%
ACTIVE INVENTORY	217					
AVERAGE PRICE	\$296,900	\$245,571	20.9%	\$224,225	\$217,081	3.3%
MEDIAN PRICE	\$350,000	\$240,000	45.8%	\$205,000	\$200,000	2.5%
Acreage (Waterfront)						
UNITS LISTED	0	1	-100.0%	15	14	7.1%
UNITS SOLD	0	0	0.0%	3	2	50.0%
SALES DOLLARS	0	0	0.0%	262500	251400	4.4%
PRICE RATIO	0.00	0.00		89.95	83.57	
DAYS TO SELL	0	0	0.0%	498	122	308.2%
ACTIVE INVENTORY	16					
AVERAGE PRICE	\$0	\$0	0.0%	\$87,500	\$125,700	100.0%
MEDIAN PRICE	\$0	\$0	0.0%	\$99,000	\$125,700	100.0%
Business						
UNITS LISTED	8	2	300.0%	110	96	14.6%
UNITS SOLD	1	1	0.0%	19	15	26.7%
SALES DOLLARS	18000	300000	-94.0%	3249250	4131500	-21.4%
PRICE RATIO	41.95	85.71		82.01	77.42	
DAYS TO SELL	112	351	-68.1%	163	284	-42.6%
ACTIVE INVENTORY	82					
AVERAGE PRICE	\$18,000	\$300,000	-94.0%	\$171,013	\$275,433	-37.9%
MEDIAN PRICE	\$18,000	\$300,000	-94.0%	\$45,000	\$185,000	-75.7%
Condo (Townhouse)						
UNITS LISTED	19	6	216.7%	260	248	4.8%
UNITS SOLD	11	2	450.0%	144	107	34.6%
SALES DOLLARS	1093400	175000	524.8%	15424801	11132618	38.6%
PRICE RATIO	93.88	95.59		91.64	94.41	
DAYS TO SELL	120	34	252.9%	158	152	3.9%
ACTIVE INVENTORY	116					
AVERAGE PRICE	\$99,400	\$87,500	13.6%	\$107,117	\$104,043	3.0%
MEDIAN PRICE	\$97,000	\$87,500	10.9%	\$98,500	\$102,500	-3.9%

COMPARATIVE ACTIVITY BY PROPERTY TYPE
December 31, 2001
NORTH OKANAGAN

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Condo (Apt)							
	UNITS LISTED	6	5	20.0%	152	147	3.4%
	UNITS SOLD	6	5	20.0%	85	58	46.6%
	SALES DOLLARS	277100	462000	-40.0%	7850922	5258856	49.3%
	PRICE RATIO	93.63	90.24		92.90	90.91	
	DAYS TO SELL	113	61	85.2%	211	172	22.7%
	ACTIVE INVENTORY	101					
	AVERAGE PRICE	\$46,183	\$92,400	-50.0%	\$92,364	\$90,670	1.9%
	MEDIAN PRICE	\$31,300	\$75,000	-58.3%	\$95,000	\$85,000	11.8%
Duplex							
	UNITS LISTED	3	1	200.0%	63	65	-3.1%
	UNITS SOLD	2	0	100.0%	30	19	57.9%
	SALES DOLLARS	197005	0	100.0%	2930905	2065284	41.9%
	PRICE RATIO	91.74	0		90.41	97.16	
	DAYS TO SELL	59	0	100.0%	144	151	-4.6%
	ACTIVE INVENTORY	33					
	AVERAGE PRICE	\$98,503	\$0	100.0%	\$97,697	\$108,699	-10.1%
	MEDIAN PRICE	\$98,503	\$0	100.0%	\$89,925	\$86,000	4.6%
Farms							
	UNITS LISTED	6	3	100.0%	54	58	-6.9%
	UNITS SOLD	0	0	0.0%	12	4	200.0%
	SALES DOLLARS	0	0	0.0%	6067934	3705000	63.8%
	PRICE RATIO	0.00	0.00		89.81	89.61	
	DAYS TO SELL	0	0	0.0%	191	485	-60.6%
	ACTIVE INVENTORY	41					
	AVERAGE PRICE	\$0	\$0	0.0%	\$505,661	\$926,250	-45.4%
	MEDIAN PRICE	\$0	\$0	0.0%	\$418,000	\$567,500	-26.3%
IC&I							
	UNITS LISTED	10	3	233.3%	76	75	1.3%
	UNITS SOLD	1	1	0.0%	8	14	-42.9%
	SALES DOLLARS	265000	145000	82.8%	1881000	3186400	-41.0%
	PRICE RATIO	78.17	91.25		77.91	85.08	
	DAYS TO SELL	804	223	260.5%	252	233	8.2%
	ACTIVE INVENTORY	70					
	AVERAGE PRICE	\$265,000	\$145,000	82.8%	\$235,125	\$227,600	3.3%
	MEDIAN PRICE	\$265,000	\$145,000	82.8%	\$228,750	\$180,450	26.8%
IC&I Land							
	UNITS LISTED	2	4	-50.0%	65	59	10.2%
	UNITS SOLD	0	1	-100.0%	4	10	-60.0%
	SALES DOLLARS	0	142000	-100.0%	831600	1330400	-37.5%
	PRICE RATIO	0.00	0.00		83.21	76.35	
	DAYS TO SELL	0	185	0.0%	581	268	116.8%
	ACTIVE INVENTORY	66					
	AVERAGE PRICE	\$0	\$142,000	-100.0%	\$207,900	\$133,040	56.3%
	MEDIAN PRICE	\$0	\$142,000	-100.0%	\$220,800	\$137,000	61.2%

COMPARATIVE ACTIVITY BY PROPERTY TYPE

December 31, 2001

NORTH OKANAGAN

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots							
	UNITS LISTED	6	13	-53.8%	285	275	3.6%
	UNITS SOLD	6	5	20.0%	91	93	-2.2%
	SALES DOLLARS	500300	252600	98.1%	5464550	5693700	-4.0%
	PRICE RATIO	94.23	81.95		88.78	88.84	
	DAYS TO SELL	263	252	4.4%	413	311	32.8%
	ACTIVE INVENTORY	356					
	AVERAGE PRICE	\$83,383	\$50,520	65.1%	\$60,050	\$61,223	-1.9%
	MEDIAN PRICE	\$76,500	\$47,000	62.8%	\$57,000	\$58,000	-1.7%
Leases							
	UNITS LISTED	1	4	-75.0%	39	62	-37.1%
	UNITS SOLD	0	2	-100.0%	8	16	-50.0%
	SALES DOLLARS	0	93533	-100.0%	298088	322059	-7.4%
	PRICE RATIO	0.00	0.00		13.33	125.00	
	DAYS TO SELL	0	157	-100.0%	327	166	97.0%
	ACTIVE INVENTORY	43					
	AVERAGE PRICE	\$0	\$0	0.0%	\$37,261	\$20,129	85.1%
	MEDIAN PRICE	\$0	\$0	0.0%	\$25,842	\$9,600	169.2%
Lots (Waterfront)							
	UNITS LISTED	0	0	0.0%	15	52	-71.2%
	UNITS SOLD	0	2	-100.0%	5	8	-37.5%
	SALES DOLLARS	0	516000	-100.0%	1086570	1456617	-25.4%
	PRICE RATIO	0.00	95.52		91.42	92.60	
	DAYS TO SELL	0	129	-100.0%	236	206	14.6%
	ACTIVE INVENTORY	18					
	AVERAGE PRICE	\$0	\$258,000	-100.0%	\$217,314	\$182,077	100.0%
	MEDIAN PRICE	\$0	\$258,000	-100.0%	\$226,670	\$197,500	100.0%
Multi-Family							
	UNITS LISTED	3	1	200.0%	40	35	14.3%
	UNITS SOLD	0	2	-100.0%	5	12	-58.3%
	SALES DOLLARS	0	886200	-100.0%	952000	6492200	-85.3%
	PRICE RATIO	0.00	79.31		86.06	86.18	
	DAYS TO SELL	0	347	-100.0%	272	169	60.9%
	ACTIVE INVENTORY	29					
	AVERAGE PRICE	\$0	\$443,100	-100.0%	\$190,400	\$541,017	-64.8%
	MEDIAN PRICE	\$0	\$443,100	-100.0%	\$185,000	\$370,600	-50.1%
Mobile Homes							
	UNITS LISTED	6	5	20.0%	225	174	29.3%
	UNITS SOLD	1	2	-50.0%	68	53	28.3%
	SALES DOLLARS	20000	34100	-41.3%	1962088	1546167	26.9%
	PRICE RATIO	80.00	22.85		80.75	77.27	
	DAYS TO SELL	419	307	36.5%	175	154	13.6%
	ACTIVE INVENTORY	109					
	AVERAGE PRICE	\$20,000	\$17,050	17.3%	\$28,854	\$29,173	-1.1%
	MEDIAN PRICE	\$20,000	\$17,050	17.3%	\$25,373	\$22,000	15.3%

COMPARATIVE ACTIVITY BY PROPERTY TYPE

December 31, 2001

NORTH OKANAGAN

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Residential							
	UNITS LISTED	62	44	40.9%	1532	1446	5.9%
	UNITS SOLD	52	39	33.3%	833	758	9.9%
	SALES DOLLARS	7835964	5364500	46.1%	123388925	112602871	9.6%
	PRICE RATIO	95.47	91.19		93.90	93.34	
	DAYS TO SELL	127	149	-14.8%	113	123	-8.1%
	ACTIVE INVENTORY	487					
	AVERAGE PRICE	\$150,692	\$137,551	9.6%	\$148,126	\$148,553	-0.3%
	MEDIAN PRICE	\$145,750	\$131,000	11.3%	\$140,000	\$134,000	4.5%
Residential (Waterfront)							
	UNITS LISTED	2	0	100.0%	71	62	14.5%
	UNITS SOLD	2	2	0.0%	35	25	40.0%
	SALES DOLLARS	1114000	337900	229.7%	11248050	7474500	50.5%
	PRICE RATIO	90.97	71.28		86.86	86.97	
	DAYS TO SELL	170	206	-17.5%	255	194	31.4%
	ACTIVE INVENTORY	28					
	AVERAGE PRICE	\$557,000	\$168,950	229.7%	\$321,373	\$298,980	7.5%
	MEDIAN PRICE	\$557,000	\$168,950	229.7%	\$284,000	\$295,000	-3.7%
NORTH OKANAGAN - TOTALS							
	UNITS LISTED	157	118	33.1%	3631	3422	6.1%
	UNITS SOLD	94	72	30.6%	1588	1374	15.6%
	SALES DOLLARS	14208889	10765333	32.0%	231597095	201489832	14.9%
	PRICE RATIO	94.62	87.71		91.55	91.40	
	DAYS TO SELL	157	164	-4.3%	165	156	
	ACTIVE INVENTORY	1968					

RESIDENTIAL LISTING / SALES ANALYSIS

December 31, 2001

NORTH OKANAGAN

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 90000	4	128	5	78
90001 to 110000	8	160	8	89
110001 to 130000	8	279	9	166
130001 to 150000	14	297	9	163
150001 to 170000	9	223	6	110
170001 to 190000	5	160	4	90
190001 to 210000	2	69	5	52
210001 to 230000	2	76	4	34
230001 to 250000	2	38	0	12
250001 to 270000	1	24	0	14
270001 to 290000	2	17	0	8
290001 to 310000	1	17	1	6
310001 and over	4	41	1	7
	62	1529	52	829

LOT LISTING / SALES ANALYSIS
December 31, 2001
NORTH OKANAGAN

Range	Mthly Listings Total	YTD Listings Total		Mthly Sales Total		YTD Sales Total
0 to 30000	0	37		0		17
30001 to 40000	2	69		0		5
40001 to 50000	0	69		1		12
50001 to 60000	1	57		2		26
60001 to 70000	0	25		0		21
70001 to 80000	2	29		1		14
80001 to 90000	0	21		0		7
90001 and over	5	190		9		55
	10	497		13		157