

NORTH OKANAGAN DIVISION

MONTHLY STATISTICS

FOR

DECEMBER 1 - 31, 2002

NORTH OKANAGAN DIVISION

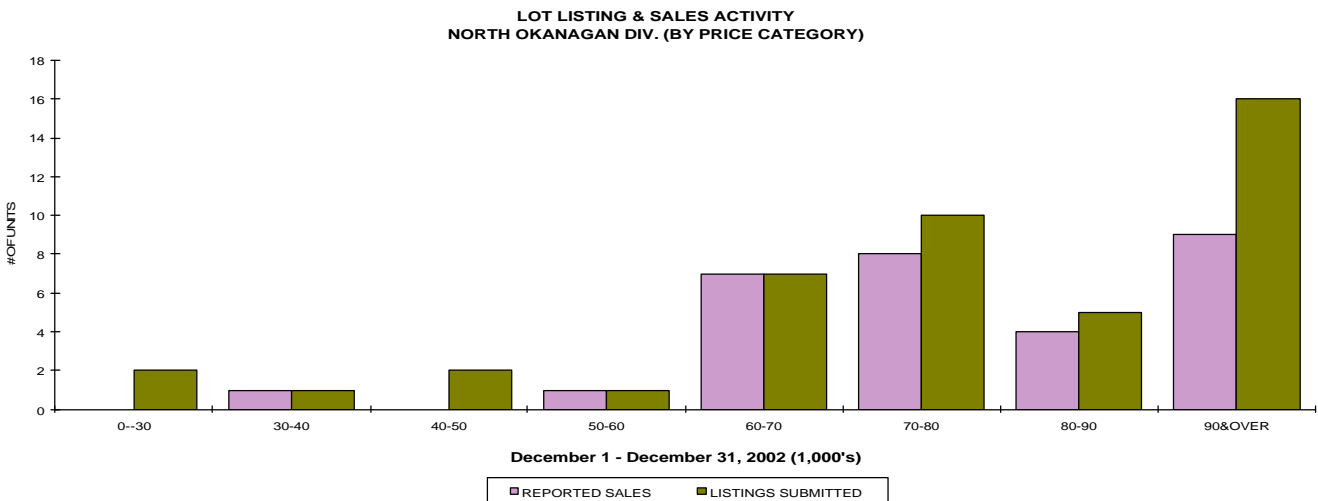
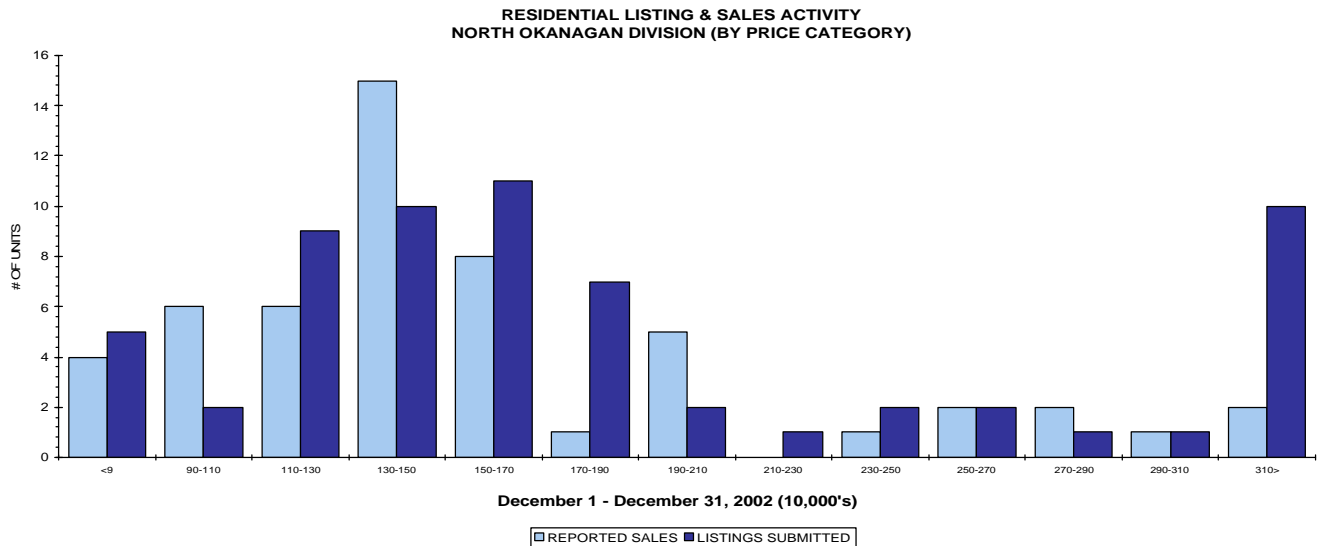
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December 2002

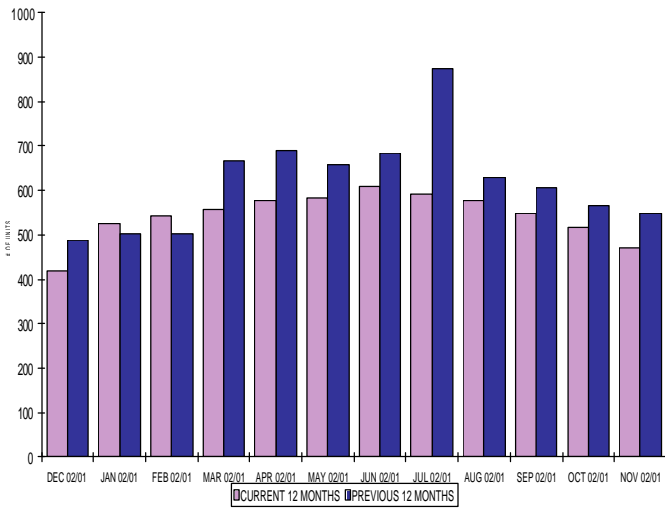
QUICK SUMMARY

	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	# of Units	\$ Value	# of Units	\$ Value	Listings Taken	Inventory
December 2002	113	\$16,023,601	53	\$8,775,901	167	1,560
November 2002	155	\$28,618,966	85	\$13,262,117	211	1,690
December 2001	94	\$14,208,889	52	\$7,835,964	157	1,968

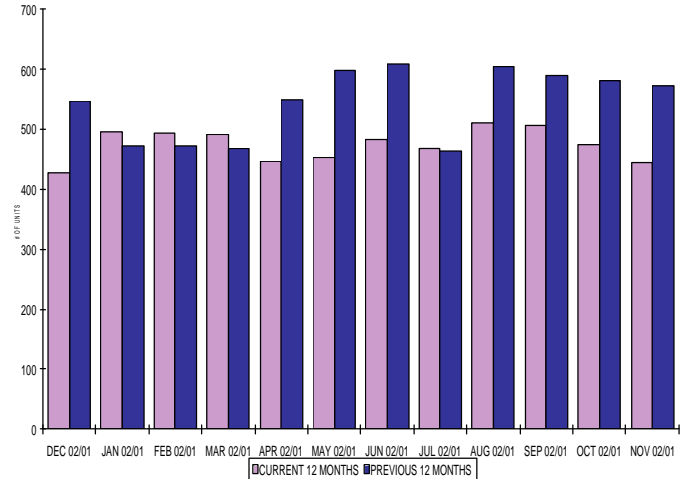
The average number of listings-per-licensee is 8



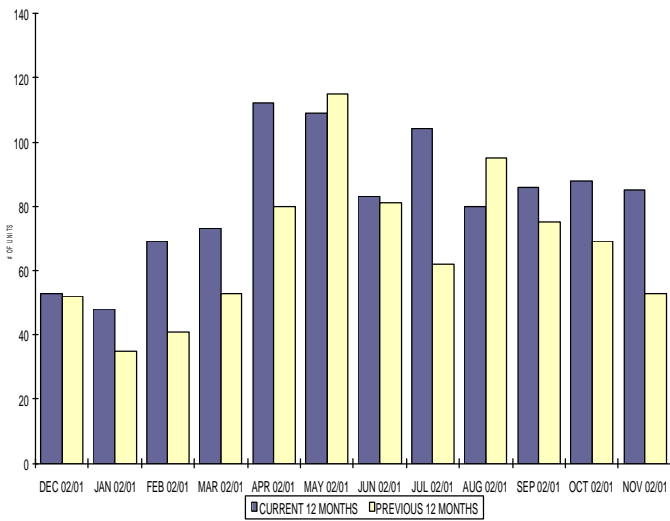
INVENTORY OF ACTIVE LISTINGS
RESIDENTIAL - NORTH OKANAGAN DIVISION



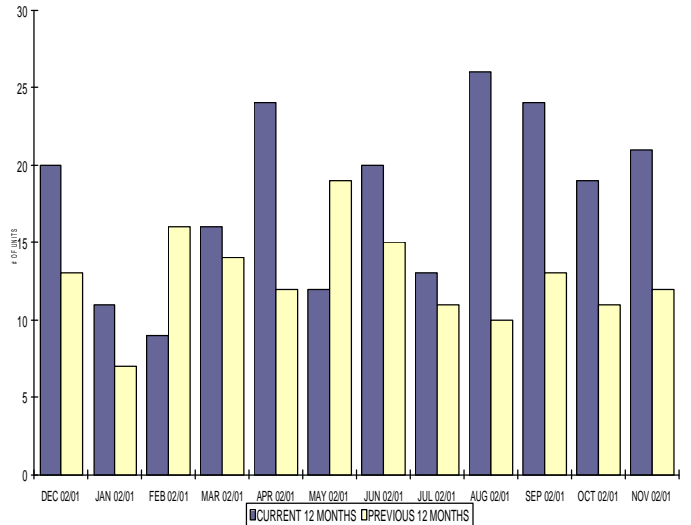
INVENTORY OF ACTIVE LISTINGS
LOTS - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD
RESIDENTIAL - NORTH OKANAGAN DIVISION



NUMBER OF UNITS SOLD
LOTS - NORTH OKANAGAN DIVISION



NORTH OKANAGAN DIVISION

December 2002

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	4	8	126	3.17%	377
ACREAGE/HOUSE	11	13	161	6.83%	239
CONDO/APT	8	3	82	9.76%	537
CONDO/TWNHSE	4	7	69	5.80%	139
LOTS	26	36	307	8.47%	93
RESIDENTIAL	53	63	404	13.12%	119

AVERAGE HOUSE PRICE \$165,583

MEDIAN HOUSE PRICE \$148,000

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

**COMPARATIVE ACTIVITY BY ZONE AS AT
December 31, 2002**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ZONE CO TOTALS						
Units Listed	383	288	33.0%	7789	7680	1.4%
Units Sold	235	230	2.2%	4856	3681	31.9%
Sales Dollars	\$49,428,568	\$40,280,156	22.7%	\$909,597,082	\$626,759,985	45.1%
List/Sell Ratio	95.49	93.00		94.89	93.51	
Days to Sell	87	103	-15.5%	92	109	-15.6%
Active Listings	2308					
ZONE NO TOTALS						
Units Listed	167	159	5.0%	3615	3622	-0.2%
Units Sold	113	94	20.2%	1910	1586	20.4%
Sales Dollars	\$16,023,601	\$14,231,384	12.6%	\$306,668,472	\$230,169,295	33.2%
List/Sell Ratio	93.61	91.14		92.64	90.56	
Days to Sell	154	168	-8.3%	160	164	-2.4%
Active Listings	1560					
ZONE SH TOTALS						
Units Listed	82	57	43.9%	1969	2185	-9.9%
Units Sold	50	33	51.5%	893	761	17.3%
Sales Dollars	\$6,134,767	\$3,274,769	87.3%	\$121,892,657	\$100,443,537	21.4%
List/Sell Ratio	91.72	90.13		90.2	88.76	
Days to Sell	245	187	31.0%	220	220	0.0%
Active Listings	1328					
ZONE OB TOTALS						
Units Listed	7	9	-22.2%	216	176	22.7%
Units Sold	4	1	100.0%	30	19	57.9%
Sales Dollars	\$2,096,000	\$155,000	100.0%	\$10,814,451	\$5,668,400	90.8%
List/Sell Ratio	90.59	81.61		88.81	84.39	
Days to Sell	201	104	93.3%	158	126	25.4%
Active Listings	148					
GRAND TOTALS						
Units Listed	639	513	24.6%	13589	13663	-0.5%
Units Sold	402	358	12.3%	7689	6047	27.2%
Sales Dollars	\$73,682,936	\$57,941,309	27.2%	\$1,348,972,662	\$963,041,217	40.1%
List/Sell Ratio	94.26	91.40		93.77	91.51	
Days to Sell	111	140	-20.7%	125	144	-13.2%
Active Listings	5344					

LICENSEES
December 31, 2002

	TOTAL NUMBER OF LICENSEES December 31/02	TOTAL NUMBER OF LICENSEES December 31/01	CHANGE BY NUMBER	CHANGE BY %
ALL DIVISIONS	778	663	115	17.35%
CENTRAL OK DIV.	453	419	34	8.11%
NORTH OK DIV.	189	174	15	8.62%
SHUSWAP DIV.	66	69	-3	-4.35%
CURRENT MEMBERSHIP				
AGENT LICENSEES	70			
SALESPERSONS	562			
PROPERTY MANAGEMENT	10			
9:15 LICENCEE MEMBER	62			
EXEMPTION MEMBER	1			
TOTALS	705			

COMPARATIVE ACTIVITY BY PROPERTY TYPE
December 31, 2002
NORTH OKANAGAN

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
UNITS LISTED	8	4	100.0%	159	183	-13.1%
UNITS SOLD	4	7	-42.9%	68	58	17.2%
SALES DOLLARS	\$625,000	\$1,403,620	-55.5%	\$9,799,605	\$8,337,359	17.5%
LIST/SELL RATIO	92.78	110.11		91.13	90.40	
DAYS TO SELL	377	257	46.7%	321	243	32.1%
ACTIVE INVENTORY	126					
AVERAGE PRICE	\$156,250	\$200,517	-22.1%	\$144,112	\$143,748	0.3%
MEDIAN PRICE	\$134,500	\$139,000	-3.2%	\$114,500	\$120,000	-4.6%
Acreage with House						
UNITS LISTED	13	19	-31.6%	414	444	-6.8%
UNITS SOLD	11	5	120.0%	198	180	10.0%
SALES DOLLARS	\$2,516,500	\$1,484,500	69.5%	\$44,518,016	\$40,576,053	9.7%
LIST/SELL RATIO	89.84	86.96		91.34	89.70	
DAYS TO SELL	239	193	23.8%	172	190	-9.5%
ACTIVE INVENTORY	161					
AVERAGE PRICE	\$228,773	\$296,900	-22.9%	\$224,838	\$225,423	-0.3%
MEDIAN PRICE	\$210,000	\$350,000	-40.0%	\$212,500	\$205,000	3.7%
Acreage (Waterfront)						
UNITS LISTED	0	0	0.0%	11	15	-26.7%
UNITS SOLD	0	0	0.0%	8	3	166.7%
SALES DOLLARS	\$0	\$0	0.0%	\$1,011,000	\$262,500	285.1%
LIST/SELL RATIO	0.00	0.00		89.56	89.95	
DAYS TO SELL	0	0	0.0%	475	498	-4.6%
ACTIVE INVENTORY	6					
AVERAGE PRICE	\$0	\$0	0.0%	\$126,375	\$87,500	44.4%
MEDIAN PRICE	\$0	\$0	0.0%	\$121,000	\$99,000	22.2%
Business						
UNITS LISTED	5	8	-37.5%	98	110	-10.9%
UNITS SOLD	0	1	-100.0%	20	18	11.1%
SALES DOLLARS	\$0	\$18,000	-100.0%	\$3,013,965	\$1,549,250	94.5%
LIST/SELL RATIO	0.00	41.95		88.23	81.73	
DAYS TO SELL	0	112	-100.0%	287	170	68.8%
ACTIVE INVENTORY	66					
AVERAGE PRICE	\$0	\$18,000	-100.0%	\$150,698	\$86,069	75.1%
MEDIAN PRICE	\$0	\$470,000	-100.0%	\$87,000	\$39,500	120.3%
Condo (Townhouse)						
UNITS LISTED	7	19	-63.2%	242	259	-6.6%
UNITS SOLD	4	11	-63.6%	152	144	5.6%
SALES DOLLARS	\$533,900	\$1,093,400	-51.2%	\$17,411,887	\$15,424,801	12.9%
LIST/SELL RATIO	95.27	93.88		94.07	91.64	
DAYS TO SELL	139	120	15.8%	109	158	-31.0%
ACTIVE INVENTORY	69					
AVERAGE PRICE	\$133,475	\$99,400	34.3%	\$114,552	\$107,117	6.9%
MEDIAN PRICE	\$134,450	\$97,000	38.6%	\$103,250	\$98,500	4.8%

COMPARATIVE ACTIVITY BY PROPERTY TYPE
December 31, 2002
NORTH OKANAGAN

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Condo (Apt)							
	UNITS LISTED	3	6	-50.0%	173	152	13.8%
	UNITS SOLD	8	6	33.3%	101	85	18.8%
	SALES DOLLARS	\$759,300	\$277,100	174.0%	\$9,224,860	\$7,850,922	17.5%
	LIST/SELL RATIO	91.76	93.63		93.85	92.90	
	DAYS TO SELL	537	113	375.2%	230	211	9.0%
	ACTIVE INVENTORY	82					
	AVERAGE PRICE	\$94,913	\$46,183	105.5%	\$91,335	\$92,364	-1.1%
	MEDIAN PRICE	\$110,500	\$31,300	253.0%	\$83,000	\$95,000	-12.6%
Duplex							
	UNITS LISTED	5	3	66.7%	65	63	3.2%
	UNITS SOLD	0	2	-100.0%	25	30	-16.7%
	SALES DOLLARS	\$0	\$219,500	-100.0%	\$3,080,800	\$2,930,905	5.1%
	LIST/SELL RATIO	0.00	91.74		90.94	90.41	
	DAYS TO SELL	0	59	-100.0%	195	144	35.4%
	ACTIVE INVENTORY	33					
	AVERAGE PRICE	\$0	\$109,750	-100.0%	\$123,232	\$97,697	26.1%
	MEDIAN PRICE	\$0	\$98,503	-100.0%	\$100,000	\$89,925	11.2%
Farms							
	UNITS LISTED	3	7	-57.1%	42	57	-26.3%
	UNITS SOLD	1	0	100.0%	16	12	33.3%
	SALES DOLLARS	\$405,000	\$0	100.0%	\$9,153,000	\$6,067,934	50.8%
	LIST/SELL RATIO	90.20	0.00		86.14	89.81	
	DAYS TO SELL	318	0	100.0%	322	191	68.6%
	ACTIVE INVENTORY	31					
	AVERAGE PRICE	\$405,000	\$0	100.0%	\$572,063	\$505,661	13.1%
	MEDIAN PRICE	\$405,000	\$0	100.0%	\$350,000	\$418,000	-16.3%
IC&I							
	UNITS LISTED	4	10	-60.0%	69	76	-9.2%
	UNITS SOLD	1	1	0.0%	14	8	75.0%
	SALES DOLLARS	\$200,000	\$265,000	-24.5%	\$2,852,500	\$1,881,000	51.6%
	LIST/SELL RATIO	67.79	78.17		87.74	77.91	
	DAYS TO SELL	365	804	-54.6%	190	252	-24.6%
	ACTIVE INVENTORY	68					
	AVERAGE PRICE	\$200,000	\$265,000	-24.5%	\$203,750	\$235,125	-13.3%
	MEDIAN PRICE	\$200,000	\$265,000	-24.5%	\$185,750	\$228,750	-18.8%
IC&I Land							
	UNITS LISTED	4	2	100.0%	63	65	-3.1%
	UNITS SOLD	0	0	0.0%	8	4	100.0%
	SALES DOLLARS	\$0	\$0	0.0%	\$3,524,250	\$831,600	323.8%
	LIST/SELL RATIO	0.00	0.00		84.04	83.21	
	DAYS TO SELL	0	0	0.0%	501	581	-13.8%
	ACTIVE INVENTORY	56					
	AVERAGE PRICE	\$0	\$0	0.0%	\$440,531	\$207,900	111.9%
	MEDIAN PRICE	\$0	\$0	0.0%	\$271,375	\$220,800	22.9%

COMPARATIVE ACTIVITY BY PROPERTY TYPE
December 31, 2002
NORTH OKANAGAN

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots							
	UNITS LISTED	36	6	500.0%	275	284	-3.2%
	UNITS SOLD	26	6	333.3%	132	90	46.7%
	SALES DOLLARS	\$2,112,900	\$500,300	322.3%	\$9,507,024	\$5,374,650	76.9%
	LIST/SELL RATIO	98.43	94.23		93.00	88.65	
	DAYS TO SELL	93	263	-64.6%	410	416	-1.4%
	ACTIVE INVENTORY	295					
	AVERAGE PRICE	\$81,265	\$83,383	-2.5%	\$72,023	\$59,718	20.6%
	MEDIAN PRICE	\$75,000	\$76,500	-2.0%	\$70,000	\$56,500	23.9%
Leases							
	UNITS LISTED	3	3	0.0%	54	41	31.7%
	UNITS SOLD	1	0	100.0%	8	8	0.0%
	SALES DOLLARS	\$35,100	\$0	100.0%	\$551,587	\$298,088	85.0%
	LIST/SELL RATIO	0.00	0.00		0.00	13.33	
	DAYS TO SELL	55	0	100.0%	259	327	-20.8%
	ACTIVE INVENTORY	41					
	AVERAGE PRICE	\$35,100	\$0	100.0%	\$68,948	\$37,261	85.0%
	MEDIAN PRICE	\$35,100	\$0	100.0%	\$41,521	\$25,842	60.7%
Lots (Waterfront)							
	UNITS LISTED	0	0	0.0%	11	15	-26.7%
	UNITS SOLD	0	0	0.0%	11	5	120.0%
	SALES DOLLARS	\$0	\$0	0.0%	\$2,654,000	\$1,086,570	144.3%
	LIST/SELL RATIO	0.00	0.00		102.17	91.42	
	DAYS TO SELL	0	0	0.0%	534	236	126.3%
	ACTIVE INVENTORY	6					
	AVERAGE PRICE	\$0	\$0	0.0%	\$241,273	\$217,314	11.0%
	MEDIAN PRICE	\$0	\$0	0.0%	\$252,000	\$226,670	11.2%
Multi-Family							
	UNITS LISTED	2	3	-33.3%	38	39	-2.6%
	UNITS SOLD	0	0	0.0%	22	5	340.0%
	SALES DOLLARS	\$0	\$0	0.0%	\$9,208,900	\$952,000	867.3%
	LIST/SELL RATIO	0.00	0.00		87.92	86.06	
	DAYS TO SELL	0	0	0.0%	186	272	-31.6%
	ACTIVE INVENTORY	20					
	AVERAGE PRICE	\$0	\$0	0.0%	\$418,586	\$190,400	119.8%
	MEDIAN PRICE	\$0	\$0	0.0%	\$222,500	\$185,000	20.3%
Mobile Homes							
	UNITS LISTED	7	5	40.0%	195	223	-12.6%
	UNITS SOLD	4	1	300.0%	97	67	44.8%
	SALES DOLLARS	\$60,000	\$20,000	200.0%	\$3,242,800	\$1,932,188	67.8%
	LIST/SELL RATIO	78.45	80.00		81.85	80.46	
	DAYS TO SELL	58	419	-86.2%	151	178	-15.2%
	ACTIVE INVENTORY	81					
	AVERAGE PRICE	\$15,000	\$20,000	-25.0%	\$33,431	\$28,839	15.9%
	MEDIAN PRICE	\$11,000	\$20,000	-45.0%	\$26,000	\$25,250	3.0%

COMPARATIVE ACTIVITY BY PROPERTY TYPE

December 31, 2002

NORTH OKANAGAN

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Residential						
UNITS LISTED	63	62	1.6%	1637	1525	7.3%
UNITS SOLD	53	52	1.9%	981	835	17.5%
SALES DOLLARS	\$8,775,901	\$7,835,964	12.0%	\$160,135,278	\$123,583,925	29.6%
LIST/SELL RATIO	98.98	95.47		95.21	94.00	
DAYS TO SELL	119	127	-6.3%	99	113	-12.4%
ACTIVE INVENTORY	404					
AVERAGE PRICE	\$165,583	\$150,692	9.9%	\$163,237	\$148,005	10.3%
MEDIAN PRICE	\$148,000	\$145,750	1.5%	\$145,000	\$140,000	3.6%
Residential (Waterfront)						
UNITS LISTED	4	2	100.0%	69	71	-2.8%
UNITS SOLD	0	2	-100.0%	49	34	44.1%
SALES DOLLARS	\$0	\$1,114,000	-100.0%	\$17,779,000	\$11,229,550	58.3%
LIST/SELL RATIO	0.00	90.97		92.11	87.24	
DAYS TO SELL	0	170	-100.0%	197	261	-24.5%
ACTIVE INVENTORY	15					
AVERAGE PRICE	\$0	\$557,000	-100.0%	\$362,837	\$330,281	9.9%
MEDIAN PRICE	\$0	\$557,000	-100.0%	\$365,000	\$301,000	21.3%
NORTH OKANAGAN - TOTALS						
UNITS LISTED	167	159	5.0%	3615	3622	-0.2%
UNITS SOLD	113	94	20.2%	1910	1586	20.4%
SALES DOLLARS	\$16,023,601	\$14,231,384	12.6%	\$306,668,472	\$230,169,295	33.2%
LIST/SELL RATIO	94.41	91.31		93.01	91.37	
DAYS TO SELL	160	195	-17.9%	161	165	-2.4%
ACTIVE INVENTORY	1560					

RESIDENTIAL LISTING / SALES ANALYSIS

December 31, 2002

NORTH OKANAGAN

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 90000	5	121	4	70
90001 to 110000	2	138	6	108
110001 to 130000	9	291	6	178
130001 to 150000	10	266	15	177
150001 to 170000	11	234	8	140
170001 to 190000	7	162	1	95
190001 to 210000	2	96	5	54
210001 to 230000	1	78	0	49
230001 to 250000	2	63	1	28
250001 to 270000	2	32	2	20
270001 to 290000	1	27	2	14
290001 to 310000	1	22	1	7
310001 and over	10	107	2	41
	63	1637	53	981

RESIDENTIAL LISTING / SALES ANALYSIS

December 31, 2002

NORTH OKANAGAN

	Mthly Listings	YTD Listings		Mthly Sales		YTD Sales
Range	Total	Total		Total		Total
0 to 30000	2	31		0		21
30001 to 40000	1	34		1		8
40001 to 50000	2	30		0		12
50001 to 60000	1	38		1		20
60001 to 70000	7	49		7		26
70001 to 80000	10	38		8		29
80001 to 90000	5	27		4		15
90001 and over	16	209		9		88
	44	456		30		219