

**CENTRAL DIVISION  
MONTHLY STATISTICS**

FOR

**November 1 - 30, 2003**

# CENTRAL OKANAGAN DIVISION

## STAT - O - GRAM

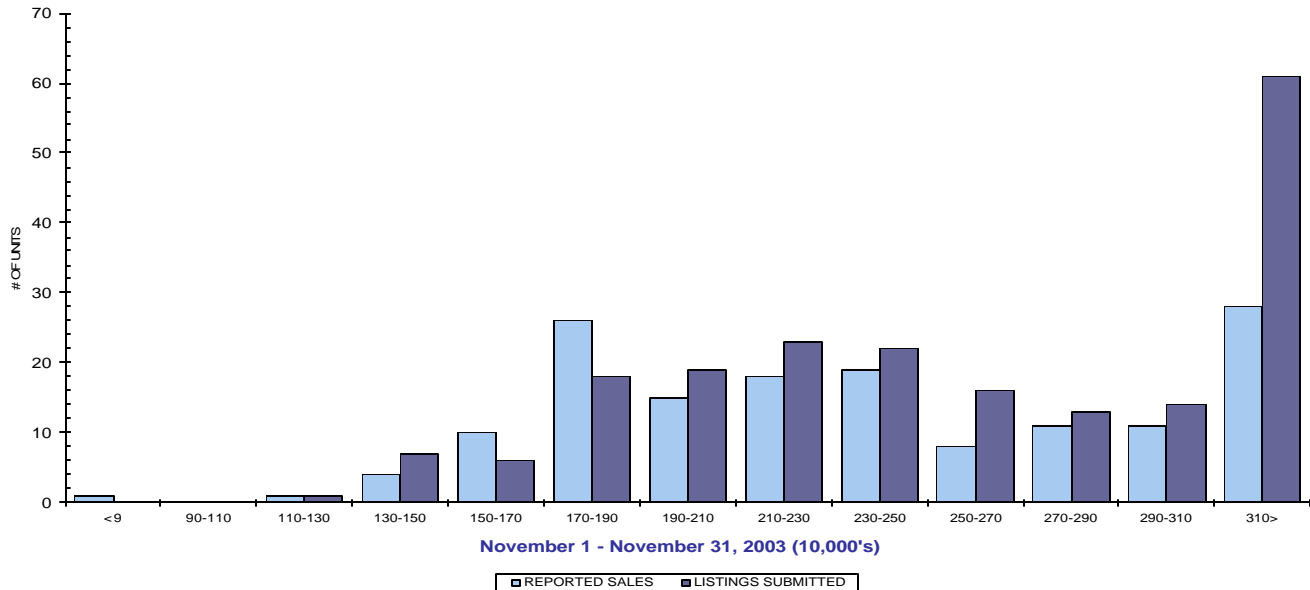
November 2003

### QUICK SUMMARY

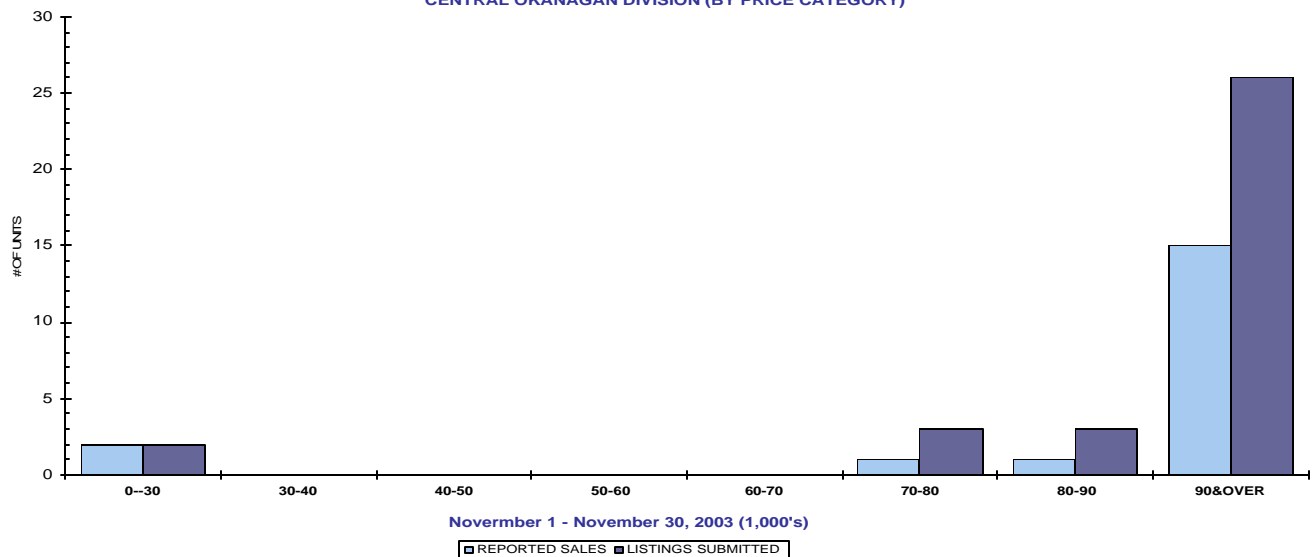
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	<u># of Units</u>	<u>\$ Value</u>	<u># of Units</u>	<u>\$ Value</u>	<u>Listings Taken</u>	<u>Inventory</u>
November 2003	310	\$69,559,365	160	\$39,148,032	468	2,001
October 2003	392	\$88,094,799	205	\$54,174,472	615	2,134
November 2002	329	\$62,234,181	177	\$37,648,466	476	2,489

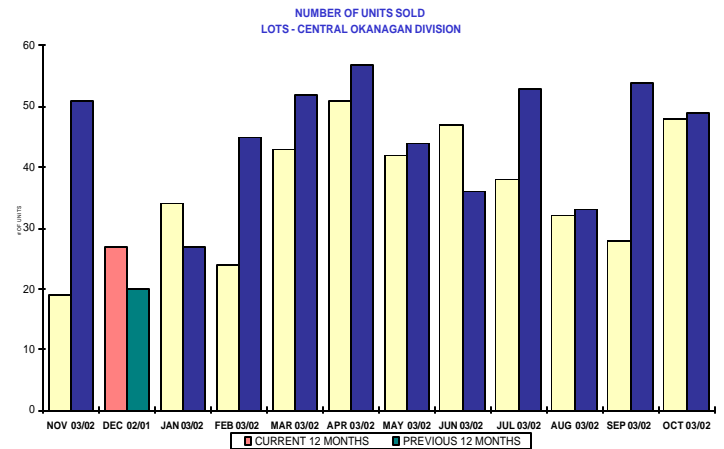
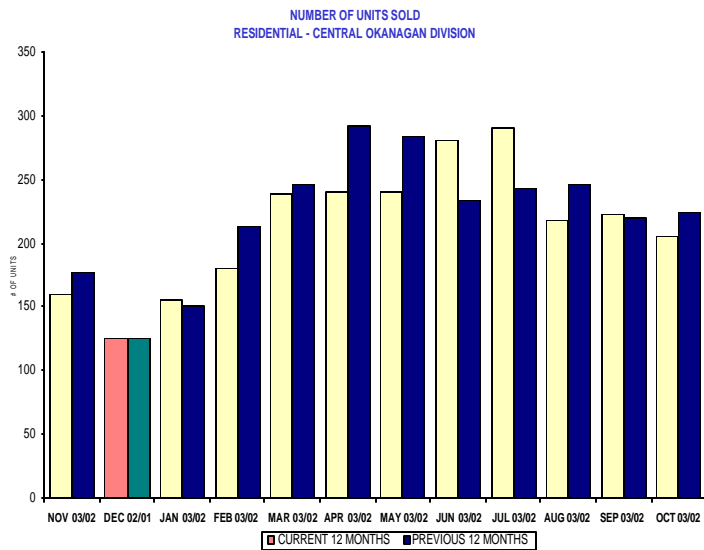
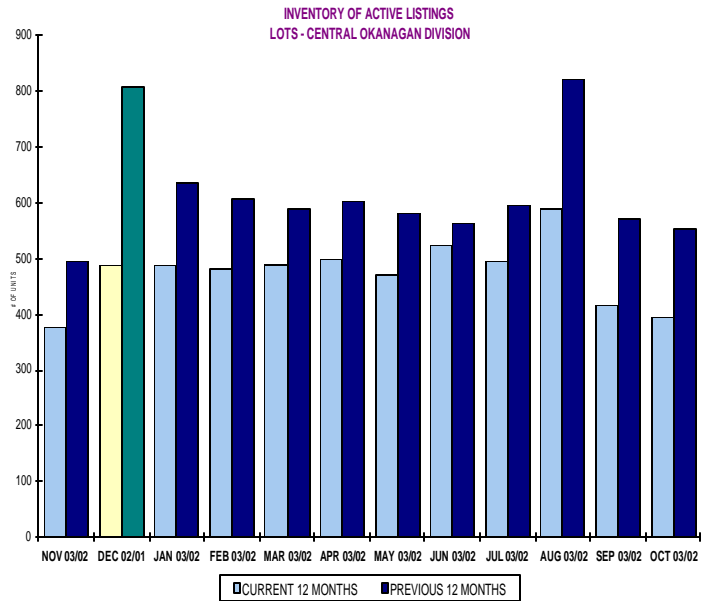
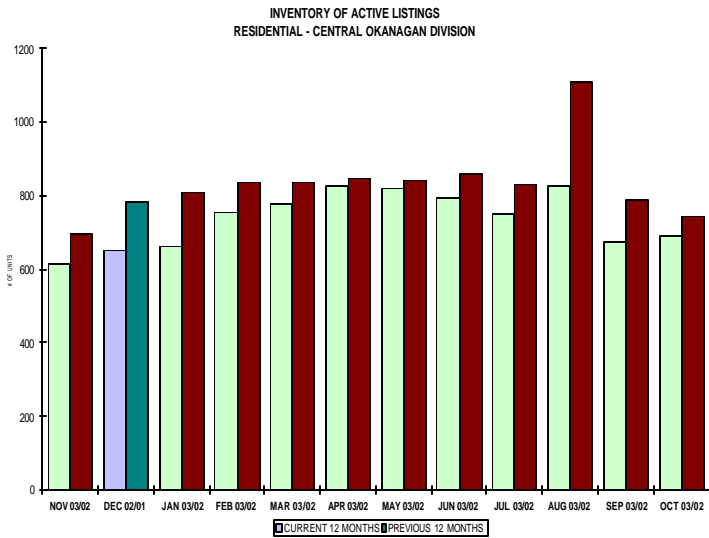
The average number of listings-per-licensee is 3.9

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



LOT LISTING & SALES ACTIVITY  
CENTRAL OKANAGAN DIVISION (BY PRICE CATEGORY)





**CENTRAL OKANAGAN DIVISION**

**November 2003**

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
CONDO/APT	51	57	193	26.42%	112
CONDO/TWNHSE	21	41	103	20.39%	40
LOTS	19	34	376	5.05%	173
RESIDENTIAL	160	212	616	25.97%	55

**AVERAGE HOUSE PRICE \$244,675**

**MEDIAN HOUSE PRICE \$230,500**

Lots Include: Acreage, Acreage Waterfront, Lots and Lots Waterfront

**COMPARATIVE ACTIVITY BY ZONE AS AT  
November 30, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>ZONE CO TOTALS</b>						
Units Listed	468	485	-3.5%	7043	7595	-7.3%
Units Sold	<b>310</b>	<b>340</b>	<b>-8.8%</b>	<b>4733</b>	<b>4686</b>	<b>1.0%</b>
Sales Dollars	\$69,559,365	\$67,679,284	2.8%	\$1,006,652,097	\$873,223,105	15.3%
List/Sell Ratio	95.44%	95.69%	-0.3%	95.96%	94.94%	1.1%
Days to Sell	86	85	1.2%	82	86	-4.7%
Active Listings	2001	2792	-28.3%			
<b>ZONE NO TOTALS</b>						
Units Listed	203	211	-3.8%	3386	3500	-3.3%
Units Sold	<b>125</b>	<b>143</b>	<b>-12.6%</b>	<b>2168</b>	<b>1839</b>	<b>17.9%</b>
Sales Dollars	\$19,822,850	\$25,630,866	-22.7%	\$366,954,263	\$295,331,554	24.3%
List/Sell Ratio	94.49%	94.20%	0.3%	94.37%	93.04%	1.4%
Days to Sell	146	171	-14.6%	138	154	-10.4%
Active Listings	1315	1968	-33.2%			
<b>ZONE SH TOTALS</b>						
Units Listed	77	112	-31.3%	1823	1913	-4.7%
Units Sold	<b>48</b>	<b>61</b>	<b>-21.3%</b>	<b>989</b>	<b>850</b>	<b>16.4%</b>
Sales Dollars	\$7,874,500	\$6,563,970	20.0%	\$146,330,979	\$115,730,505	26.4%
List/Sell Ratio	90.24%	92.84%	-2.8%	91.78%	90.12%	1.8%
Days to Sell	234	247	-5.3%	231	219	5.5%
Active Listings	1189	1586	-25.0%			
<b>ZONE OB TOTALS</b>						
Units Listed	17	22	-22.7%	170	207	-17.9%
Units Sold	<b>2</b>	<b>4</b>	<b>-50.0%</b>	<b>25</b>	<b>22</b>	<b>13.6%</b>
Sales Dollars	\$318,500	\$1,657,800	-80.8%	\$14,698,700	\$9,406,250	56.3%
List/Sell Ratio	74.57%	90.90%	-18.0%	84.67%	90.30%	-6.2%
Days to Sell	317	243	30.5%	208	164	26.8%
Active Listings	145	146	-0.7%			
<b>GRAND TOTALS</b>						
Units Listed	765	830	-7.8%	12422	13215	-6.0%
Units Sold	<b>485</b>	<b>548</b>	<b>-11.5%</b>	<b>7915</b>	<b>7397</b>	<b>7.0%</b>
Sales Dollars	\$97,575,215	\$101,531,920	-3.9%	\$1,534,636,039	\$1,293,691,414	18.6%
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	4650	6492	-28.4%			

**LICENSEES**  
**November 30, 2003**

	TOTAL NUMBER OF LICENSEES	TOTAL NUMBER OF LICENSEES	CHANGE BY NUMBER	CHANGE BY %
	November 30/03	November 30/02		
ALL DIVISIONS	790	705	85	12.06%
CENTRAL OK DIV.	504	450	54	12.00%
NORTH OK DIV.	218	188	30	15.96%
SHUSWAP DIV.	68	67	1	1.49%
<b>CURRENT MEMBERSHIP</b>				
AGENT LICENSEES	71			
SALESPERSONS	649			
PROPERTY MANAGEMENT	9			
9:15 LICENCEE MEMBER	61			
EXEMPTION MEMBER	0			
<b>TOTALS</b>	<b>790</b>			

**Central Division Comparative Activity By Property Type  
November 30, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Acreage</b>						
Units Listed	9	9	0.0%	112	185	-39.5%
Units Sold	<b>4</b>	<b>12</b>	<b>-66.7%</b>	<b>53</b>	<b>54</b>	<b>-1.9%</b>
Sales Dollars	\$860,500	\$1,896,650	-54.6%	\$13,194,600	\$12,171,008	8.4%
List/Sell Ratio	97.85%	93.48%	4.7%	91.91%	89.18%	3.1%
Days to Sell	138	156	-11.5%	205	181	13.3%
Active Inventory	63	146	-56.8%			
Average Price	\$215,125	\$158,054	36.1%	\$248,955	\$225,389	10.5%
Median Price	\$168,750	\$140,500	20.1%	\$158,000	\$161,625	-2.2%
<b>Acreage with House</b>						
Units Listed	14	11	27.3%	234	318	-26.4%
Units Sold	<b>6</b>	<b>10</b>	<b>-40.0%</b>	<b>107</b>	<b>120</b>	<b>-10.8%</b>
Sales Dollars	\$2,191,400	\$4,520,000	-51.5%	\$43,789,350	\$46,456,700	-5.7%
List/Sell Ratio	93.88%	93.88%	0.0%	93.69%	93.17%	0.6%
Days to Sell	114	124	-8.1%	143	122	17.2%
Active Inventory	96	172	-44.2%			
Average Price	\$365,233	\$452,000	-19.2%	\$409,246	\$387,139	5.7%
Median Price	\$363,950	\$319,250	14.0%	\$333,000	\$320,000	4.1%
<b>Acreage (Waterfront)</b>						
Units Listed	0	0	0.0%	12	18	-33.3%
Units Sold	<b>0</b>	<b>1</b>	<b>-100.0%</b>	<b>5</b>	<b>7</b>	<b>-28.6%</b>
Sales Dollars	\$0	\$300,000	-100.0%	\$7,335,000	\$4,812,000	52.4%
List/Sell Ratio	0.00%	92.30%	-100.0%	93.05%	86.42%	7.7%
Days to Sell	0	105	-100.0%	240	200	20.0%
Active Inventory	6	18	-66.7%			
Average Price	\$0	\$300,000	-100.0%	\$1,467,000	\$687,429	113.4%
Median Price	\$0	\$300,000	-100.0%	\$890,000	\$300,000	196.7%
<b>Business</b>						
Units Listed	12	8	50.0%	147	189	-22.2%
Units Sold	<b>2</b>	<b>2</b>	<b>0.0%</b>	<b>29</b>	<b>26</b>	<b>11.5%</b>
Sales Dollars	\$254,000	\$72,000	252.8%	\$4,969,233	\$8,211,389	-39.5%
List/Sell Ratio	79.54%	70.49%	12.8%	83.87%	82.19%	2.0%
Days to Sell	1252	94	1231.9%	279	161	73.3%
Active Inventory	89	124	-28.2%			
Average Price	\$127,000	\$36,000	252.8%	\$171,353	\$315,823	-45.7%
Median Price	\$127,000	\$36,000	252.8%	\$85,000	\$54,500	56.0%
<b>Condo (Townhouse)</b>						
Units Listed	41	44	-6.8%	487	652	-25.3%
Units Sold	<b>21</b>	<b>28</b>	<b>-25.0%</b>	<b>414</b>	<b>469</b>	<b>-11.7%</b>
Sales Dollars	\$4,249,200	\$5,787,295	-26.6%	\$76,561,895	\$81,549,334	-6.1%
List/Sell Ratio	95.56%	98.70%	-3.2%	96.73%	96.69%	0.0%
Days to Sell	40	47	-14.9%	70	64	9.4%
Active Inventory	103	111	-7.2%			
Average Price	\$202,343	\$206,689	-2.1%	\$184,932	\$173,879	6.4%
Median Price	\$176,000	\$173,000	1.7%	\$166,750	\$158,000	5.5%
<b>Condo (Apt)</b>						
Units Listed	57	90	-36.7%	895	931	-3.9%
Units Sold	<b>51</b>	<b>46</b>	<b>10.9%</b>	<b>657</b>	<b>569</b>	<b>15.5%</b>
Sales Dollars	\$7,504,400	\$6,464,582	16.1%	\$95,114,191	\$67,978,822	39.9%
List/Sell Ratio	97.01%	97.11%	-0.1%	96.33%	95.37%	
Days to Sell	112	48	133.3%	77	71	8.5%
Active Inventory	193	321	-39.9%			
Average Price	\$147,145	\$140,534	4.7%	\$144,770	\$119,471	21.2%
Median Price	\$133,000	\$124,750	6.6%	\$124,000	\$108,000	14.8%

**Central Division Comparative Activity By Property Type  
November 30, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Duplex</b>						
Units Listed	14	16	-12.5%	222	187	18.7%
Units Sold	14	8	75.0%	162	114	42.1%
Sales Dollars	\$3,086,600	\$1,535,800	101.0%	\$30,440,956	\$18,292,931	66.4%
List/Sell Ratio	92.09%	94.94%	-3.0%	95.44%	95.06%	0.4%
Days to Sell	86	98	-12.2%	68	89	-23.6%
Active Inventory	36	49	-26.5%			
Average Price	\$220,471	\$191,975	14.8%	\$187,907	\$160,464	17.1%
Median Price	\$144,000	\$204,950	-29.7%	\$160,500	\$150,500	6.6%
<b>Farms</b>						
Units Listed	3	4	-25.0%	57	81	-29.6%
Units Sold	2	0	100.0%	27	19	42.1%
Sales Dollars	\$635,000	\$0	100.0%	\$13,049,500	\$10,046,000	29.9%
List/Sell Ratio	95.30%	0.00%	100.0%	92.90%	89.13%	4.2%
Days to Sell	115	0	100.0%	169	225	-24.9%
Active Inventory	47	72	-34.7%			
Average Price	\$317,500	\$0	100.0%	\$483,315	\$528,737	-8.6%
Median Price	\$317,500	\$0	100.0%	\$420,000	\$400,000	5.0%
<b>IC&amp;I</b>						
Units Listed	11	5	120.0%	110	94	17.0%
Units Sold	2	2	0.0%	33	38	-13.2%
Sales Dollars	\$697,000	\$1,885,000	-63.0%	\$18,713,752	\$18,622,000	0.5%
List/Sell Ratio	78.42%	77.77%	0.8%	91.18%	89.01%	2.4%
Days to Sell	73	153	-52.3%	152	215	-29.3%
Active Inventory	65	60	8.3%			
Average Price	\$348,500	\$942,500	-63.0%	\$567,083	\$490,053	15.7%
Median Price	\$348,500	\$942,500	-63.0%	\$412,000	\$273,500	50.6%
<b>IC&amp;I Land</b>						
Units Listed	2	6	-66.7%	48	76	-36.8%
Units Sold	2	1	100.0%	19	7	171.4%
Sales Dollars	\$3,835,000	\$1,700,000	125.6%	\$10,873,500	\$5,014,000	116.9%
List/Sell Ratio	102.85%	68.00%	51.3%	91.71%	98.32%	-6.7%
Days to Sell	216	562	-61.6%	204	235	-13.2%
Active Inventory	41	74	-44.6%			
Average Price	\$1,917,500	\$1,700,000	12.8%	\$572,289	\$716,286	-20.1%
Median Price	\$1,917,500	\$1,700,000	12.8%	\$339,000	\$475,000	-28.6%
<b>Lots</b>						
Units Listed	25	22	13.6%	504	536	-6.0%
Units Sold	15	28	-46.4%	350	397	-11.8%
Sales Dollars	\$1,648,900	\$2,789,313	-40.9%	\$35,626,824	\$35,796,627	-0.5%
List/Sell Ratio	93.69%	93.00%	0.7%	95.82%	94.71%	1.2%
Days to Sell	209	259	-19.3%	204	201	1.5%
Active Inventory	297	415	-28.4%			
Average Price	\$109,927	\$99,618	10.3%	\$101,791	\$90,168	12.9%
Median Price	\$107,000	\$82,700	29.4%	\$90,239	\$79,900	12.9%
<b>Leases</b>						
Units Listed	28	15	86.7%	216	200	8.0%
Units Sold	2	4	-50.0%	45	47	-4.3%
Sales Dollars	\$54,683	\$126,578	-56.8%	\$6,198,807	\$3,105,397	99.6%
List/Sell Ratio	0.00%	100.00%	-100.0%	82.01%	99.22%	-17.3%
Days to Sell	33	228	-85.5%	162	196	-17.3%
Active Inventory	169	151	11.9%			
Average Price	\$27,342	\$31,645	-13.6%	\$137,751	\$66,072	108.5%
Median Price	\$27,341	\$13,000	110.3%	\$42,875	\$42,240	1.5%

**Central Division Comparative Activity by Property Type  
November 30, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Lots (Waterfront)</b>						
Units Listed	0	1	-100.0%	22	22	0.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>13</b>	<b>15</b>	<b>-13.3%</b>
Sales Dollars	\$0	\$0	0.0%	\$5,427,900	\$2,965,030	83.1%
List/Sell Ratio	0.00%	0.00%	0.0%	89.65%	93.14%	-3.7%
Days to Sell	0	0	0.0%	141	138	2.2%
Active Inventory	10	16	-37.5%			
Average Price	\$0	\$0	0.0%	\$417,531	\$197,669	111.2%
Median Price	\$0	\$0	0.0%	\$240,000	\$182,000	31.9%
<b>Multi-Family</b>						
Units Listed	6	0	100.0%	48	36	33.3%
Units Sold	<b>1</b>	<b>0</b>	<b>100.0%</b>	<b>22</b>	<b>20</b>	<b>10.0%</b>
Sales Dollars	\$305,000	\$0	100.0%	\$8,644,601	\$6,378,000	35.5%
List/Sell Ratio	84.95%	0.00%	100.0%	94.59%	92.04%	2.8%
Days to Sell	228	0	100.0%	97	110	-11.8%
Active Inventory	14	18	-22.2%			
Average Price	\$305,000	\$0	100.0%	\$392,936	\$318,900	23.2%
Median Price	\$305,000	\$0	100.0%	\$340,000	\$268,500	26.6%
<b>Mobile Homes</b>						
Units Listed	29	24	20.8%	447	531	-15.8%
Units Sold	<b>23</b>	<b>18</b>	<b>27.8%</b>	<b>274</b>	<b>259</b>	<b>5.8%</b>
Sales Dollars	\$896,650	\$527,100	70.1%	\$12,762,700	\$9,167,754	39.2%
List/Sell Ratio	86.43%	82.35%	5.0%	87.79%	85.31%	2.9%
Days to Sell	71	92	-22.8%	90	102	-11.8%
Active Inventory	122	207	-41.1%			
Average Price	\$38,985	\$29,283	33.1%	\$46,579	\$35,397	31.6%
Median Price	\$36,900	\$27,100	36.2%	\$39,700	\$29,900	32.8%
<b>Residential</b>						
Units Listed	212	228	-7.0%	3384	3459	-2.2%
Units Sold	<b>160</b>	<b>177</b>	<b>-9.6%</b>	<b>2456</b>	<b>2463</b>	<b>-0.3%</b>
Sales Dollars	\$39,148,032	\$38,454,966	1.8%	\$580,410,088	\$503,387,563	15.3%
List/Sell Ratio	96.98%	96.47%	0.5%	96.83%	96.38%	0.5%
Days to Sell	55	57	-3.5%	57	60	-5.0%
Active Inventory	616	831	-25.9%			
Average Price	\$244,675	\$217,260	12.6%	\$236,323	\$204,380	15.6%
Median Price	\$230,500	\$193,500	19.1%	\$216,000	\$185,500	16.4%
<b>Residential (Waterfront)</b>						
Units Listed	5	2	150.0%	98	80	22.5%
Units Sold	<b>5</b>	<b>3</b>	<b>66.7%</b>	<b>67</b>	<b>62</b>	<b>8.1%</b>
Sales Dollars	\$4,193,000	\$1,620,000	158.8%	\$43,539,200	\$39,268,550	10.9%
List/Sell Ratio	91.57%	94.55%	-3.2%	94.13%	92.82%	1.4%
Days to Sell	102	31	229.0%	99	123	-19.5%
Active Inventory	34	45	-24.4%			
Average Price	\$838,600	\$540,000	55.3%	\$649,839	\$633,364	2.6%
Median Price	\$713,000	\$445,000	60.2%	\$598,000	\$587,500	1.8%
<b>CENTRAL OKANAGAN - TOTALS</b>						
Units Listed	468	485	-3.5%	7043	7595	-7.3%
Units Sold	<b>310</b>	<b>340</b>	<b>-8.8%</b>	<b>4733</b>	<b>4686</b>	<b>1.0%</b>
Sales Dollars	\$69,559,365	\$67,679,284	2.8%	\$1,006,652,097	\$873,223,105	15.3%
List/Sell Ratio	95.44%	95.69%	-0.3%	95.96%	94.94%	1.1%
Days to Sell	86	85	1.2%	82	86	-4.7%
Active Inventory	2001	2830	-29.3%			

**Central Residential Listing/Sales Analysis  
November 30, 2003**

<b>Range</b>	<b>Mthly Listings Total</b>	<b>YTD Listings Total</b>	<b>Mthly Sales Total</b>	<b>YTD Sales Total</b>
0 to 90000	0	13	1	17
90001 to 110000	0	8	0	14
110001 to 130000	1	50	1	53
130001 to 150000	7	114	4	128
150001 to 170000	6	256	10	266
170001 to 190000	18	406	26	364
190001 to 210000	19	306	15	296
210001 to 230000	23	364	18	264
230001 to 250000	22	335	19	233
250001 to 270000	16	232	8	159
270001 to 290000	13	202	11	142
290001 to 310000	14	158	11	94
310001 and over	61	825	28	360
<b>Totals</b>	<b>200</b>	<b>3269</b>	<b>152</b>	<b>2390</b>

<b>Central Division Lot Listing/Sales Analysis</b>				
<b>Range</b>	<b>Mthly Listings Total</b>	<b>YTD Listings Total</b>	<b>Mthly Sales Total</b>	<b>YTD Sales Total</b>
0 to 30000	2	53	2	33
30001 to 40000	0	12	0	13
40001 to 50000	0	20	0	11
50001 to 60000	0	11	0	9
60001 to 70000	0	17	0	18
70001 to 80000	3	36	1	37
80001 to 90000	3	85	1	64
90001 and over	26	417	15	236
<b>Totals</b>	<b>34</b>	<b>651</b>	<b>19</b>	<b>421</b>