

**CENTRAL DIVISION  
MONTHLY STATISTICS**

**FOR**

**December 1 - 31, 2003**

# CENTRAL OKANAGAN DIVISION

## STAT - O - GRAM

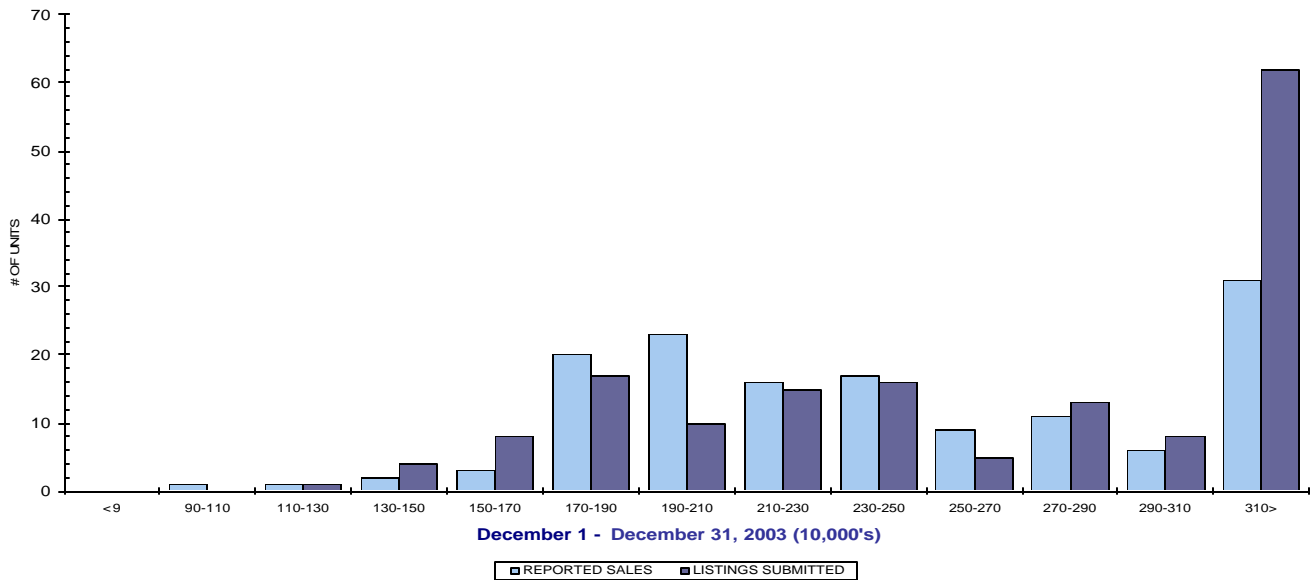
December 2003

### QUICK SUMMARY

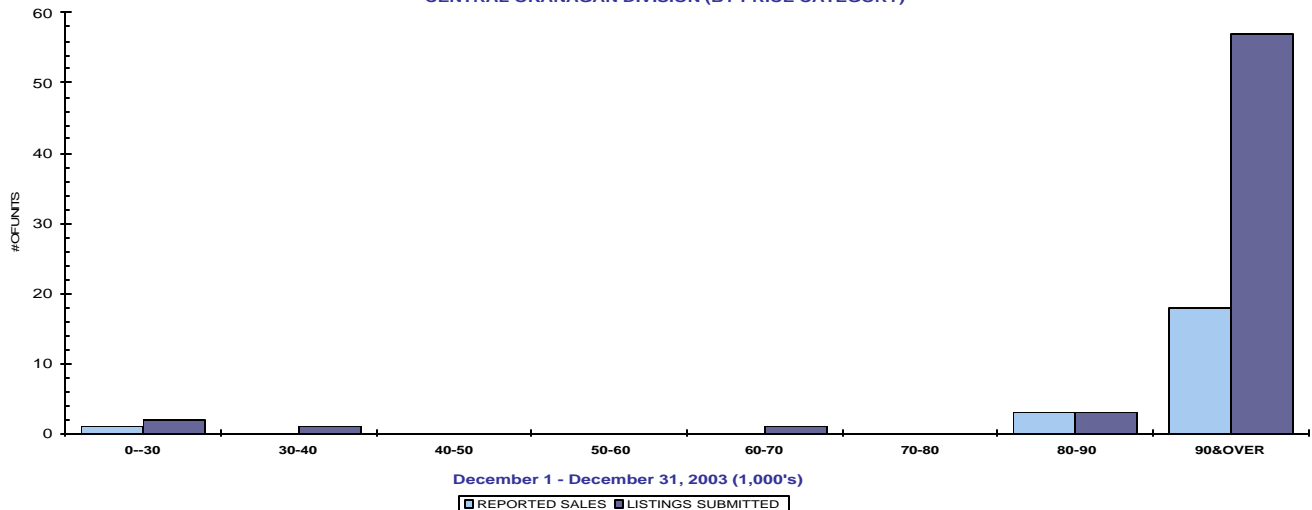
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	# of Units	\$ Value	# of Units	\$ Value	Listings Taken	Inventory
December 2003	281	\$64,283,157	146	\$38,264,416	399	1,878
November 2003	310	\$69,559,365	160	\$39,148,032	468	2,001
December 2002	235	\$49,428,568	123	\$27,035,050	383	2,308

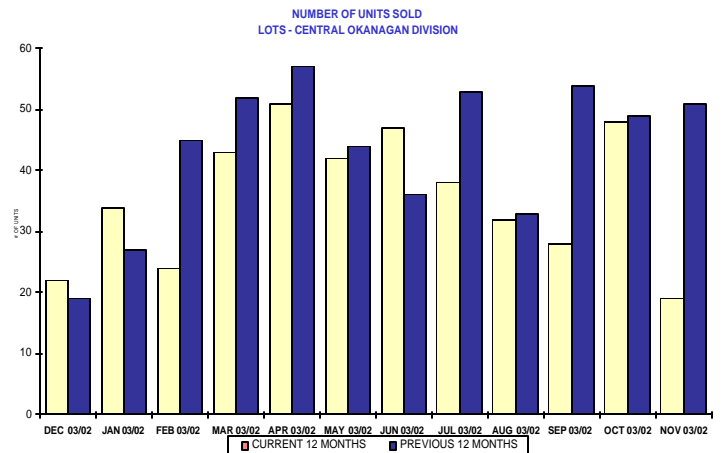
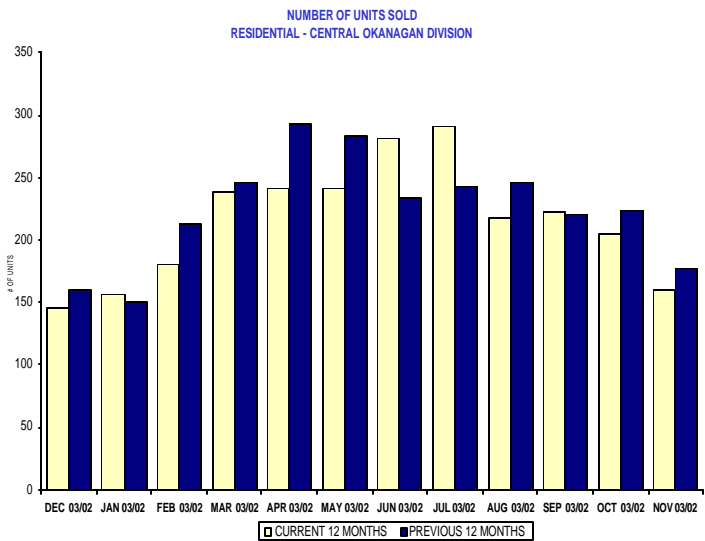
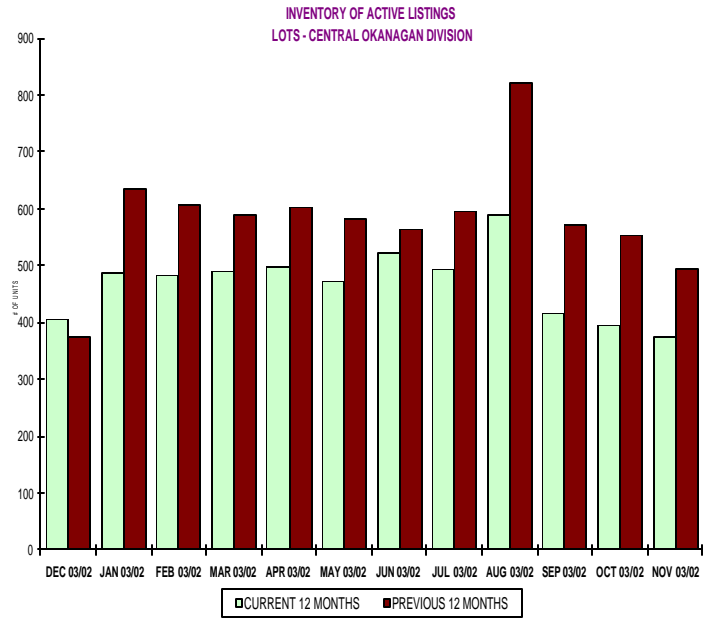
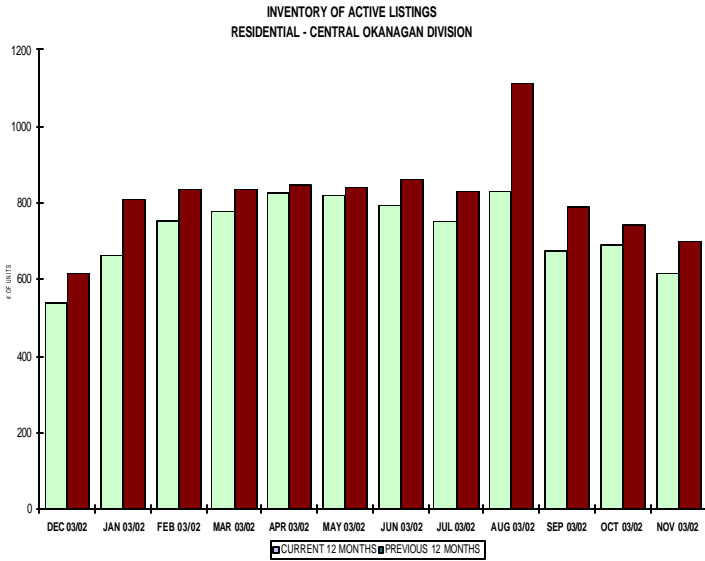
The average number of listings-per-licensee is 3.9

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



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





**CENTRAL OKANAGAN DIVISION**

**December 2003**

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
CONDO/APT	41	60	178	23.03%	101
CONDO/TWNHSE	25	28	91	27.47%	42
LOTS	22	64	405	5.43%	144
RESIDENTIAL	146	165	541	26.99%	51

**AVERAGE HOUSE PRICE \$262,085**

**MEDIAN HOUSE PRICE \$236,500**

Lots Include: Acreage, 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
<b>ZONE CO TOTALS</b>						
Units Listed	399	390	2.3%	7442	7985	-6.8%
Units Sold	<b>281</b>	<b>223</b>	<b>26.0%</b>	<b>5064</b>	<b>4909</b>	<b>3.2%</b>
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%			
<b>ZONE NO TOTALS</b>						
Units Listed	148	165	-10.3%	3534	3665	-3.6%
Units Sold	<b>106</b>	<b>130</b>	<b>-18.5%</b>	<b>2301</b>	<b>1969</b>	<b>16.9%</b>
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%			
<b>ZONE SH TOTALS</b>						
Units Listed	66	75	-12.0%	1889	1988	-5.0%
Units Sold	<b>54</b>	<b>41</b>	<b>31.7%</b>	<b>1073</b>	<b>891</b>	<b>20.4%</b>
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%			
<b>ZONE OB TOTALS</b>						
Units Listed	10	7	42.9%	180	214	-15.9%
Units Sold	<b>3</b>	<b>5</b>	<b>-40.0%</b>	<b>28</b>	<b>26</b>	<b>7.7%</b>
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%			
<b>GRAND TOTALS</b>						
Units Listed	623	637	-2.2%	13045	13852	-5.8%
Units Sold	<b>444</b>	<b>399</b>	<b>11.3%</b>	<b>8466</b>	<b>7795</b>	<b>8.6%</b>
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	TOTAL NUMBER OF LICENSEES	CHANGE BY NUMBER	CHANGE BY %
	December 31/03	December 31/02		
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%
<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  
December 31, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Acreage</b>						
Units Listed	8	8	0.0%	120	193	-37.8%
Units Sold	<b>7</b>	<b>4</b>	<b>75.0%</b>	<b>59</b>	<b>58</b>	<b>1.7%</b>
Sales Dollars	\$2,315,000	\$605,400	282.4%	\$15,269,600	\$12,776,408	19.5%
List/Sell Ratio	84.15%	85.91%	-2.0%	90.86%	88.95%	2.1%
Days to Sell	121	284	-57.4%	195	188	3.7%
Active Inventory	57	146	-61.0%			
Average Price	\$330,714	\$151,350	118.5%	\$258,807	\$220,283	17.5%
Median Price	\$255,000	\$146,700	73.8%	\$160,000	\$159,950	0.0%
<b>Acreage with House</b>						
Units Listed	9	12	-25.0%	242	330	-26.7%
Units Sold	<b>6</b>	<b>10</b>	<b>-40.0%</b>	<b>116</b>	<b>130</b>	<b>-10.8%</b>
Sales Dollars	\$2,195,000	\$4,006,000	-45.2%	\$47,072,350	\$50,462,700	-6.7%
List/Sell Ratio	93.65%	94.44%	-0.8%	93.76%	93.27%	0.5%
Days to Sell	109	134	-18.7%	139	123	13.0%
Active Inventory	92	172	-46.5%			
Average Price	\$365,833	\$400,600	-8.7%	\$405,796	\$388,175	4.5%
Median Price	\$301,000	\$349,750	-13.9%	\$330,500	\$323,500	2.2%
<b>Acreage (Waterfront)</b>						
Units Listed	0	0	0.0%	12	18	-33.3%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>5</b>	<b>7</b>	<b>-28.6%</b>
Sales Dollars	\$0	\$0	0.0%	\$7,335,000	\$4,812,000	52.4%
List/Sell Ratio	0.00%	0.00%	-100.0%	93.05%	86.42%	7.7%
Days to Sell	0	0	-100.0%	240	200	20.0%
Active Inventory	6	18	-66.7%			
Average Price	\$0	\$0	-100.0%	\$1,467,000	\$687,429	113.4%
Median Price	\$0	\$0	-100.0%	\$890,000	\$300,000	196.7%
<b>Business</b>						
Units Listed	12	8	50.0%	159	197	-19.3%
Units Sold	<b>3</b>	<b>2</b>	<b>50.0%</b>	<b>33</b>	<b>28</b>	<b>17.9%</b>
Sales Dollars	\$539,700	\$68,000	693.7%	\$5,520,933	\$8,279,389	-33.3%
List/Sell Ratio	87.95%	66.38%	32.5%	83.48%	80.93%	3.2%
Days to Sell	117	115	1.7%	258	158	63.3%
Active Inventory	82	124	-33.9%			
Average Price	\$179,900	\$34,000	429.1%	\$167,301	\$295,692	-43.4%
Median Price	\$70,000	\$34,000	105.9%	\$80,000	\$48,000	66.7%
<b>Condo (Townhouse)</b>						
Units Listed	28	30	-6.7%	515	682	-24.5%
Units Sold	<b>25</b>	<b>22</b>	<b>13.6%</b>	<b>448</b>	<b>491</b>	<b>-8.8%</b>
Sales Dollars	\$5,427,940	\$4,619,678	17.5%	\$83,965,433	\$86,169,011	-2.6%
List/Sell Ratio	98.47%	96.92%	1.6%	96.87%	96.70%	0.2%
Days to Sell	42	40	5.0%	68	63	7.9%
Active Inventory	91	111	-18.0%			
Average Price	\$217,118	\$209,985	3.4%	\$187,423	\$175,497	6.8%
Median Price	\$190,000	\$205,500	-7.5%	\$170,000	\$158,500	7.3%
<b>Condo (Apt)</b>						
Units Listed	60	50	20.0%	955	981	-2.7%
Units Sold	<b>41</b>	<b>26</b>	<b>57.7%</b>	<b>702</b>	<b>595</b>	<b>18.0%</b>
Sales Dollars	\$6,182,600	\$3,282,688	88.3%	\$101,759,691	\$71,261,510	42.8%
List/Sell Ratio	96.49%	95.34%	1.2%	96.36%	95.37%	
Days to Sell	101	54	87.0%	78	71	9.9%
Active Inventory	178	321	-44.5%			
Average Price	\$150,795	\$126,257	19.4%	\$144,957	\$119,767	21.0%
Median Price	\$135,000	\$109,950	22.8%	\$124,450	\$108,000	15.2%

**Central Division Comparative Activity By Property Type  
December 31, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Duplex</b>						
Units Listed	5	9	-44.4%	228	196	16.3%
Units Sold	17	7	142.9%	182	121	50.4%
Sales Dollars	\$3,285,000	\$1,468,000	123.8%	\$34,135,456	\$19,760,931	72.7%
List/Sell Ratio	96.40%	96.21%	0.2%	95.51%	95.13%	0.4%
Days to Sell	52	58	-10.3%	67	88	-23.9%
Active Inventory	19	49	-61.2%			
Average Price	\$193,235	\$209,714	-7.9%	\$187,557	\$163,313	14.8%
Median Price	\$160,000	\$200,000	-20.0%	\$159,500	\$151,000	5.6%
<b>Farms</b>						
Units Listed	4	2	100.0%	61	83	-26.5%
Units Sold	1	0	100.0%	29	19	52.6%
Sales Dollars	\$825,000	\$0	100.0%	\$16,674,500	\$10,046,000	66.0%
List/Sell Ratio	86.02%	0.00%	100.0%	91.90%	89.13%	3.1%
Days to Sell	573	0	100.0%	179	225	-20.4%
Active Inventory	42	72	-41.7%			
Average Price	\$825,000	\$0	100.0%	\$574,983	\$528,737	8.7%
Median Price	\$825,000	\$0	100.0%	\$425,000	\$400,000	6.3%
<b>IC&amp;I</b>						
Units Listed	6	5	20.0%	116	99	17.2%
Units Sold	3	2	50.0%	36	40	-10.0%
Sales Dollars	\$746,000	\$636,665	17.2%	\$19,459,752	\$19,258,665	1.0%
List/Sell Ratio	92.69%	88.17%	5.1%	91.32%	88.97%	2.6%
Days to Sell	69	321	-78.5%	145	220	-34.1%
Active Inventory	63	60	5.0%			
Average Price	\$248,667	\$318,333	-21.9%	\$540,549	\$481,467	12.3%
Median Price	\$300,000	\$318,333	-5.8%	\$345,000	\$273,500	26.1%
<b>IC&amp;I Land</b>						
Units Listed	4	6	-33.3%	52	82	-36.6%
Units Sold	1	0	100.0%	20	7	185.7%
Sales Dollars	\$585,000	\$0	100.0%	\$11,458,500	\$5,014,000	128.5%
List/Sell Ratio	100.00%	0.00%	100.0%	92.12%	98.32%	-6.3%
Days to Sell	201	0	100.0%	204	235	-13.2%
Active Inventory	41	74	-44.6%			
Average Price	\$585,000	\$0	#DIV/0!	\$572,925	\$716,286	-20.0%
Median Price	\$585,000	\$0	#DIV/0!	\$344,500	\$475,000	-27.5%
<b>Lots</b>						
Units Listed	55	58	-5.2%	559	594	-5.9%
Units Sold	15	15	0.0%	368	412	-10.7%
Sales Dollars	\$1,978,800	\$1,431,325	38.2%	\$37,998,145	\$37,227,952	2.1%
List/Sell Ratio	100.25%	95.83%	4.6%	96.03%	94.75%	1.4%
Days to Sell	166	388	-57.2%	202	207	-2.4%
Active Inventory	333	415	-19.8%			
Average Price	\$131,920	\$95,422	38.2%	\$103,256	\$90,359	14.3%
Median Price	\$111,000	\$89,900	23.5%	\$92,500	\$79,900	15.8%
<b>Leases</b>						
Units Listed	22	10	120.0%	238	210	13.3%
Units Sold	2	1	100.0%	47	48	-2.1%
Sales Dollars	\$8,401	\$15,600	-46.1%	\$6,207,208	\$3,120,997	98.9%
List/Sell Ratio	100.00%	0.00%	-100.0%	91.00%	99.22%	-8.3%
Days to Sell	1305	412	216.7%	211	201	5.0%
Active Inventory	175	151	15.9%			
Average Price	\$4,201	\$15,600	-73.1%	\$132,068	\$65,021	103.1%
Median Price	\$4,201	\$15,600	-73.1%	\$39,893	\$42,156	-5.4%

**Central Division Comparative Activity by Property Type  
December 31, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Lots (Waterfront)</b>						
Units Listed	1	0	100.0%	23	22	4.5%
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	9	16	-43.8%			
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	2	2	100.0%	50	38	31.6%
Units Sold	<b>3</b>	<b>1</b>	<b>200.0%</b>	<b>25</b>	<b>21</b>	<b>19.0%</b>
Sales Dollars	\$938,000	\$2,160,000	-56.6%	\$9,582,601	\$8,538,000	12.2%
List/Sell Ratio	98.90%	0.00%	100.0%	95.18%	92.04%	3.4%
Days to Sell	139	122	13.9%	102	111	-8.1%
Active Inventory	9	18	-50.0%			
Average Price	\$312,667	\$2,160,000	-85.5%	\$383,304	\$406,571	-5.7%
Median Price	\$290,000	\$2,160,000	-86.6%	\$305,000	\$271,000	12.5%
<b>Mobile Homes</b>						
Units Listed	13	26	-50.0%	460	557	-17.4%
Units Sold	<b>10</b>	<b>15</b>	<b>-33.3%</b>	<b>287</b>	<b>274</b>	<b>4.7%</b>
Sales Dollars	\$317,300	\$404,400	-21.5%	\$13,306,500	\$9,572,154	39.0%
List/Sell Ratio	87.21%	83.91%	3.9%	87.87%	85.23%	3.1%
Days to Sell	84	90	-6.7%	89	102	-12.7%
Active Inventory	108	207	-47.8%			
Average Price	\$31,730	\$26,960	17.7%	\$46,364	\$34,935	32.7%
Median Price	\$23,000	\$25,500	-9.8%	\$39,500	\$29,650	33.2%
<b>Residential</b>						
Units Listed	165	159	3.8%	3549	3618	-1.9%
Units Sold	<b>146</b>	<b>117</b>	<b>24.8%</b>	<b>2626</b>	<b>2580</b>	<b>1.8%</b>
Sales Dollars	\$38,264,416	\$25,579,880	49.6%	\$627,280,402	\$528,967,443	18.6%
List/Sell Ratio	96.37%	95.95%	0.4%	96.79%	96.37%	0.4%
Days to Sell	51	58	-12.1%	57	60	-5.0%
Active Inventory	541	831	-34.9%			
Average Price	\$262,085	\$218,631	19.9%	\$238,873	\$205,026	16.5%
Median Price	\$236,500	\$194,000	21.9%	\$217,750	\$186,000	17.1%
<b>Residential (Waterfront)</b>						
Units Listed	5	5	0.0%	103	85	21.2%
Units Sold	<b>1</b>	<b>1</b>	<b>0.0%</b>	<b>68</b>	<b>63</b>	<b>7.9%</b>
Sales Dollars	\$675,000	\$1,545,000	-56.3%	\$44,214,200	\$40,813,550	8.3%
List/Sell Ratio	97.84%	91.15%	7.3%	94.18%	92.80%	1.5%
Days to Sell	12	0	100.0%	98	121	-19.0%
Active Inventory	32	45	-28.9%			
Average Price	\$675,000	\$1,545,000	-56.3%	\$650,209	\$647,834	0.4%
Median Price	\$675,000	\$1,545,000	-56.3%	\$598,000	\$595,000	0.5%
<b>CENTRAL OKANAGAN - TOTALS</b>						
Units Listed	399	390	2.3%	7442	7985	-6.8%
Units Sold	<b>281</b>	<b>223</b>	<b>26.0%</b>	<b>5064</b>	<b>4909</b>	<b>3.2%</b>
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 Inventory	1878	2830	-33.6%			

**Central Residential Listing/Sales Analysis  
December 31, 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	0	17
90001 to 110000	0	8	1	16
110001 to 130000	1	51	1	55
130001 to 150000	4	118	2	130
150001 to 170000	8	263	3	272
170001 to 190000	17	424	20	384
190001 to 210000	10	321	23	320
210001 to 230000	15	375	16	282
230001 to 250000	16	349	17	253
250001 to 270000	5	239	9	170
270001 to 290000	13	213	11	157
290001 to 310000	8	168	6	102
310001 and over	62	886	31	395
<b>Totals</b>	<b>159</b>	<b>3428</b>	<b>140</b>	<b>2553</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	56	1	34
30001 to 40000	1	13	0	13
40001 to 50000	0	20	0	11
50001 to 60000	0	11	0	9
60001 to 70000	1	17	0	18
70001 to 80000	0	37	0	36
80001 to 90000	3	80	3	68
90001 and over	57	481	18	256
<b>Totals</b>	<b>64</b>	<b>715</b>	<b>22</b>	<b>445</b>