

CENTRAL OKANAGAN DIVISION

MONTHLY STATISTICS

FOR

January 1 - 31, 2003

CENTRAL OKANAGAN DIVISION

STAT - O - GRAM

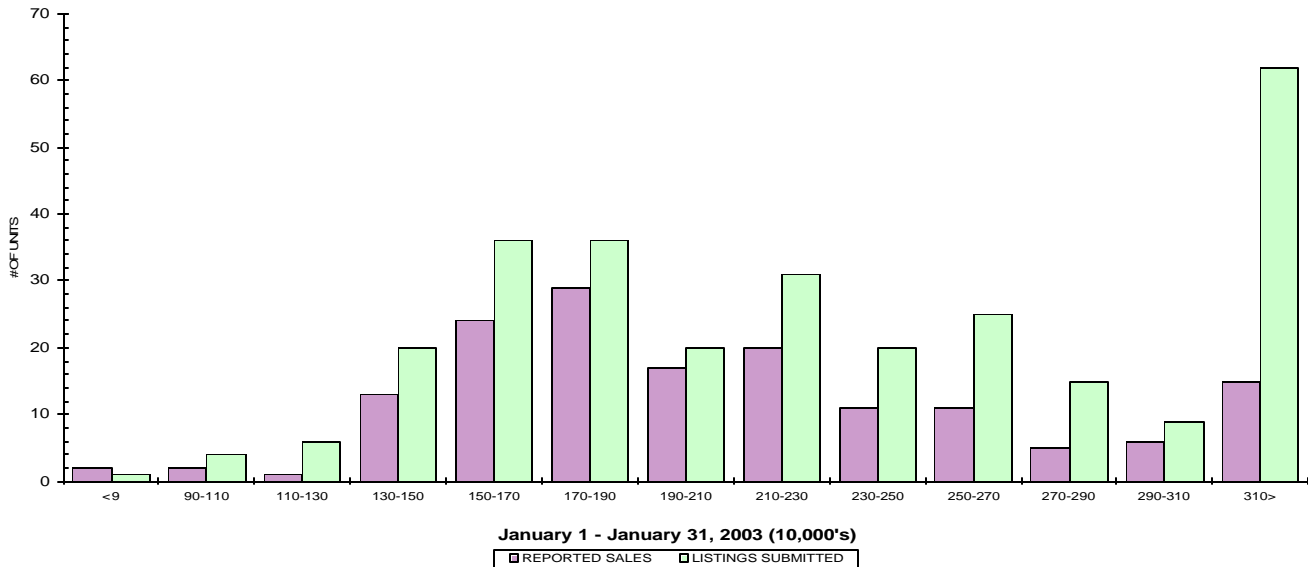
January 2003

QUICK SUMMARY

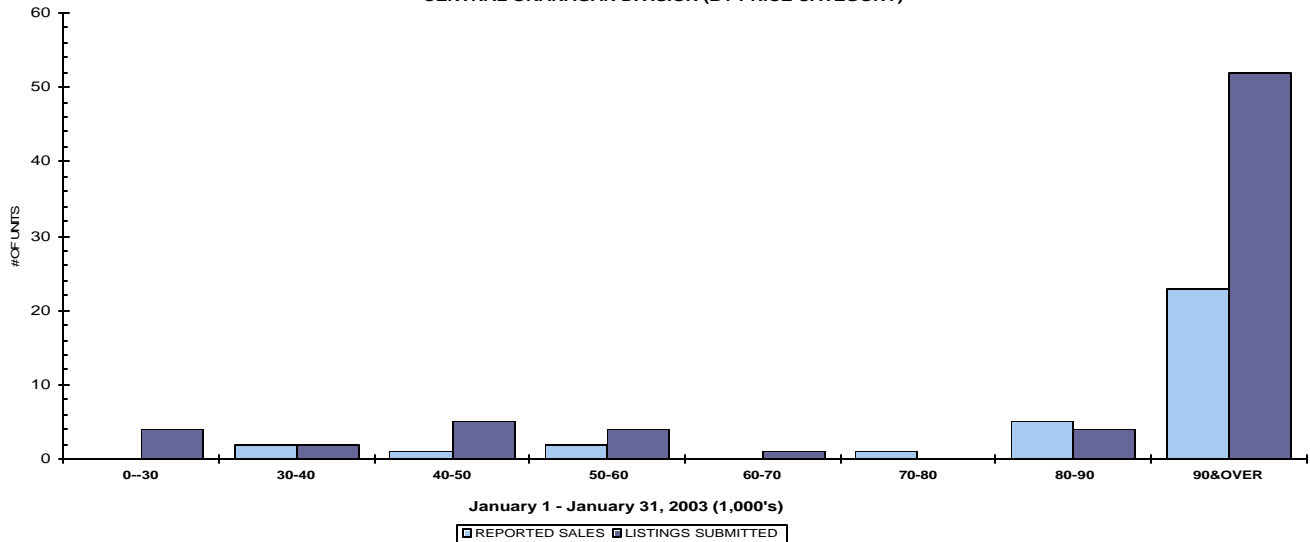
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	<u># of Units</u>	<u>\$ Value</u>	<u># of Units</u>	<u>\$ Value</u>	<u>Listings Taken</u>	<u>Inventory</u>
January 2003	310	\$59,417,432	156	\$34,319,003	650	2,280
December 2002	235	\$49,428,568	123	\$27,035,050	383	2,308
January 2002	286	\$53,402,030	151	\$29,211,254	665	2,737

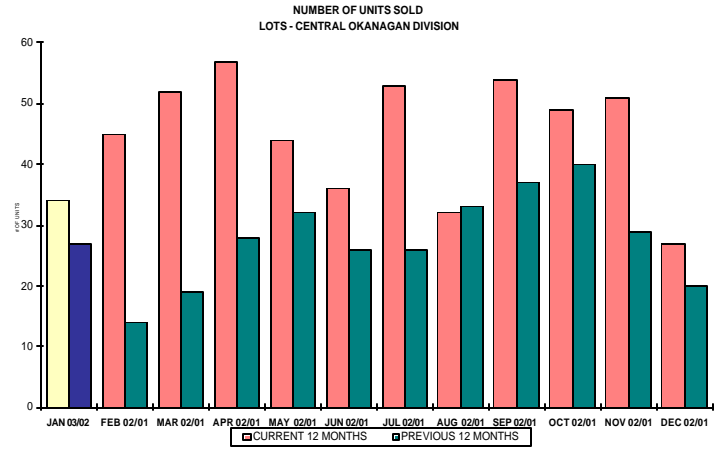
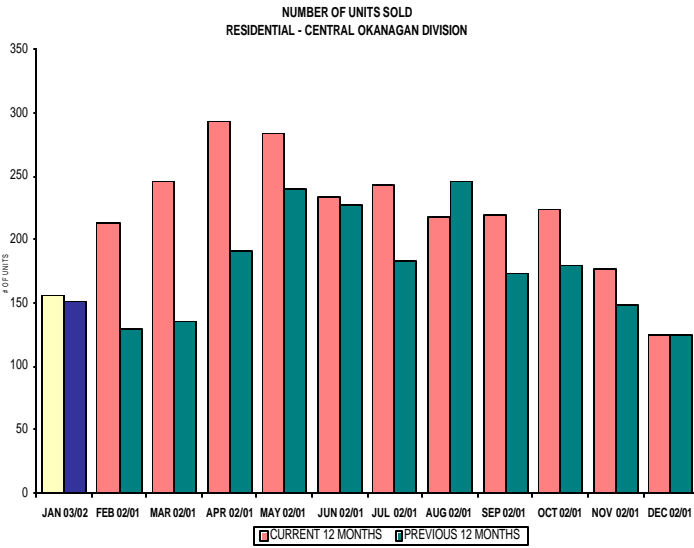
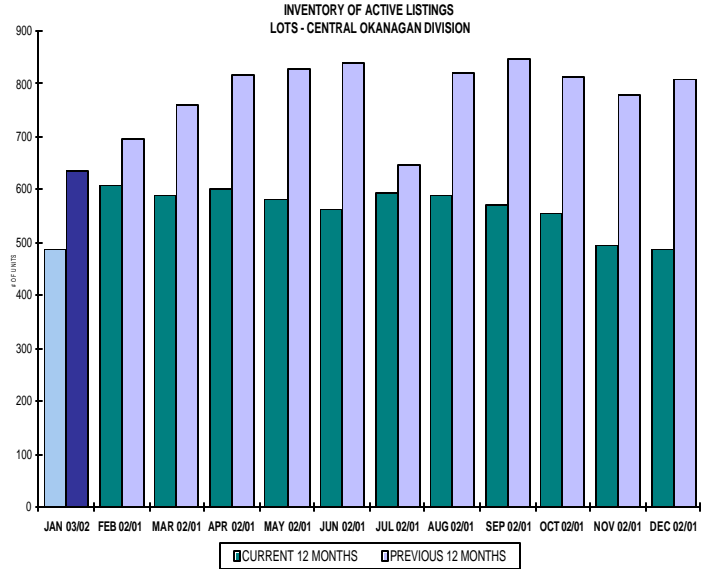
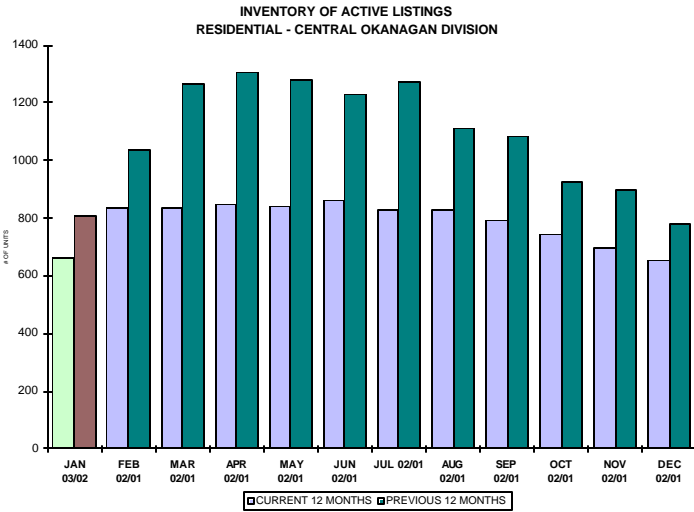
The average number of listings-per-licensee is 4.8

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



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





CENTRAL OKANAGAN DIVISION

January 2003

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
CONDO/APT	47	82	254	18.50%	76
CONDO/TWNHSE	23	45	124	18.55%	84
LOTS	34	72	487	6.98%	261
RESIDENTIAL	156	286	663	23.53%	63

AVERAGE HOUSE PRICE \$219,994

MEDIAN HOUSE PRICE \$196,000

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

**COMPARATIVE ACTIVITY BY ZONE AS AT
January 31, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ZONE CO TOTALS						
Units Listed	650	655	-0.8%	650	655	-0.8%
Units Sold	310	283	9.5%	310	283	9.5%
Sales Dollars	59417432	51297076	15.8%	59417432	51297076	15.8%
Price Ratio	93.49	91.84		93.49	91.84	
Days to Sell	125	138	-9.4%	125	138	-9.4%
Active Listings	2280					
ZONE NO TOTALS						
Units Listed	300	286	4.9%	300	286	4.9%
Units Sold	113	93	21.5%	113	93	21.5%
Sales Dollars	18683629	13355600	39.9%	18683629	13355600	39.9%
Price Ratio	93.58	90.07		93.58	90.07	
Days to Sell	176	179	-1.7%	176	179	-1.7%
Active Listings	1613					
ZONE SH TOTALS						
Units Listed	141	147	-4.1%	141	147	-4.1%
Units Sold	42	37	13.5%	42	37	13.5%
Sales Dollars	5894691	6541951	-9.9%	5894691	6539251	-9.9%
Price Ratio	90.6	89.16		90.6	89.16	
Days to Sell	248	198	25.3%	248	198	25.3%
Active Listings	1314					
ZONE OB TOTALS						
Units Listed	13	15	-13.3%	13	15	-13.3%
Units Sold	5	0		5	0	
Sales Dollars	2326800	0		2326800	0	
Price Ratio	0	89.24		0.00	89.24	
Days to Sell	0	194	-100.0%	0	194	-100.0%
Active Listings	132					
GRAND TOTALS						
Units Listed	1104	1103	0.1%	1104	1103	0.1%
Units Sold	470	413	13.8%	470	413	13.8%
Sales Dollars	86322552	71194627	21.2%	86322552	71191927	21.3%
Price Ratio	93.23	90.97		93.23	90.97	
Days to Sell	147	158	-7.0%	147	158	-7.0%
Active Listings	5339					

LICENSEES
January 31, 2002

	TOTAL NUMBER OF LICENSEES January 31/03	TOTAL NUMBER OF LICENSEES January 31/02	CHANGE BY NUMBER	CHANGE BY %
ALL DIVISIONS	722	666	56	8.41%
CENTRAL OK DIV.	468	423	45	10.64%
NORTH OK DIV.	189	176	13	7.39%
SHUSWAP DIV.	65	67	-2	-2.99%
CURRENT MEMBERSHIP				
AGENT LICENSEES	71			
SALESPERSONS	579			
PROPERTY MANAGEMENT	9			
9:15 LICENCEE MEMBER	62			
EXEMPTION MEMBER	1			
TOTALS	722			

COMPARATIVE ACTIVITY BY PROPERTY TYPE

January 31, 2003

CENTRAL OKANAGAN

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage							
	UNITS LISTED	18	21	-14.3%	18	21	-14.3%
	UNITS SOLD	4	2	100.0%	4	2	100.0%
	SALES DOLLARS	655000	411500	59.2%	655000	411500	59.2%
	PRICE RATIO	85.69	70.79		85.69	70.79	
	DAYS TO SELL	593	567	4.6%	593	567	4.6%
	ACTIVE INVENTORY	107	108	-0.9%			
	AVERAGE PRICE	\$163,750	\$205,750	-20.4%	\$163,750	\$205,750	-20.4%
	MEDIAN PRICE	\$157,500	\$205,750	-23.5%	\$157,500	\$205,750	-23.5%
Acreage with House							
	UNITS LISTED	28	22	27.3%	28	22	27.3%
	UNITS SOLD	7	1	600.0%	7	1	600.0%
	SALES DOLLARS	2609000	126000	1970.6%	2609000	126000	1970.6%
	PRICE RATIO	90.80	97.29		90.80	97.29	
	DAYS TO SELL	143	17	741.2%	143	17	741.2%
	ACTIVE INVENTORY	124	125	-0.8%			
	AVERAGE PRICE	\$372,714	\$126,000	195.8%	\$372,714	\$126,000	195.8%
	MEDIAN PRICE	\$318,000	\$126,000	152.4%	\$318,000	\$126,000	152.4%
Acreage (Waterfront)							
	UNITS LISTED	1	0	100.0%	1	0	100.0%
	UNITS SOLD	0	0	0.0%	0	0	0.0%
	SALES DOLLARS	0	0	0.0%	0	0	0.0%
	PRICE RATIO	0.00	0.00		0.00	0.00	
	DAYS TO SELL	0	0	0.0%	0	0	0.0%
	ACTIVE INVENTORY	8					
	AVERAGE PRICE	\$0	\$0	0.0%	\$0	\$0	0.0%
	MEDIAN PRICE	\$0	\$0	0.0%	\$0	\$0	0.0%
Business							
	UNITS LISTED	11	22	-50.0%	11	22	-50.0%
	UNITS SOLD	4	3	33.3%	4	3	33.3%
	SALES DOLLARS	902500	1190000	-24.2%	902500	1190000	-24.2%
	PRICE RATIO	74.92	74.04		74.92	74.04	
	DAYS TO SELL	254	293%	8568.9%	254	293	
	ACTIVE INVENTORY	73	125	-41.6%			
	AVERAGE PRICE	\$225,625	\$396,667	-43.1%	\$225,625	\$396,667	-43.1%
	MEDIAN PRICE	\$132,500	\$330,000	-59.8%	\$132,500	\$330,000	-59.8%
Condo (Townhouse)							
	UNITS LISTED	45	37	21.6%	45	37	21.6%
	UNITS SOLD	23	26	-11.5%	23	26	-11.5%
	SALES DOLLARS	4219720	3227500	30.7%	4219720	3227500	30.7%
	PRICE RATIO	94.25	95.95		94.25	95.95	
	DAYS TO SELL	84	88	-4.5%	84	88	-4.5%
	ACTIVE INVENTORY	124					
	AVERAGE PRICE	\$183,466	\$124,135	47.8%	\$183,466	\$124,135	47.8%
	MEDIAN PRICE	\$145,000	\$108,500	33.6%	\$145,000	\$108,500	33.6%

COMPARATIVE ACTIVITY BY PROPERTY TYPE

January 31, 2003

CENTRAL OKANAGAN

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Condo (Apt)							
	UNITS LISTED	82	77	6.5%	82	77	6.5%
	UNITS SOLD	47	38	23.7%	47	38	23.7%
	SALES DOLLARS	6312355	3917067	61.2%	6312355	3917067	61.2%
	PRICE RATIO	95.56	91.55		95.56	91.55	
	DAYS TO SELL	76	164	-53.7%	76	164	-53.7%
	ACTIVE INVENTORY	254					
	AVERAGE PRICE	\$134,305	\$103,081	30.3%	\$134,305	\$103,081	30.3%
	MEDIAN PRICE	\$114,900	\$93,750	22.6%	\$114,900	\$93,750	22.6%
Duplex							
	UNITS LISTED	21	11	90.9%	21	11	90.9%
	UNITS SOLD	10	13	-23.1%	10	13	-23.1%
	SALES DOLLARS	1741960	1907235	-8.7%	1741960	1907235	-8.7%
	PRICE RATIO	95.03	92.87		95.03	92.87	
	DAYS TO SELL	94	133	-29.3%	94	133	-29.3%
	ACTIVE INVENTORY	50	73	-31.5%			
	AVERAGE PRICE	\$174,196	\$146,710	18.7%	\$174,196	\$146,710	18.7%
	MEDIAN PRICE	\$152,375	\$153,500	-0.7%	\$152,375	\$153,500	-0.7%
Farms							
	UNITS LISTED	7	5	40.0%	7	5	40.0%
	UNITS SOLD	1	1	0.0%	1	1	0.0%
	SALES DOLLARS	396000	295000	34.2%	396000	295000	34.2%
	PRICE RATIO	79.27	84.40		79.27	84.40	
	DAYS TO SELL	406	300	35.3%	406	300	35.3%
	ACTIVE INVENTORY	58	63	-7.9%			
	AVERAGE PRICE	\$396,000	\$295,000	34.2%	\$396,000	\$295,000	34.2%
	MEDIAN PRICE	\$396,000	\$295,000	34.2%	\$396,000	\$295,000	34.2%
IC&I							
	UNITS LISTED	10	8	25.0%	10	8	25.0%
	UNITS SOLD	2	5	-60.0%	2	5	-60.0%
	SALES DOLLARS	780665	5335000	-85.4%	780665	5335000	-85.4%
	PRICE RATIO	96.80	93.04		96.80	93.04	
	DAYS TO SELL	124	201	-38.3%	124	201	-38.3%
	ACTIVE INVENTORY	66					
	AVERAGE PRICE	\$390,333	\$1,067,000	-63.4%	\$390,333	\$1,067,000	-63.4%
	MEDIAN PRICE	\$390,333	\$940,000	-58.5%	\$390,333	\$940,000	-58.5%
IC&I Land							
	UNITS LISTED	9	7	28.6%	9	7	28.6%
	UNITS SOLD	3	1	200.0%	3	1	200.0%
	SALES DOLLARS	1482500	1310000	13.2%	1482500	1310000	13.2%
	PRICE RATIO	89.98	81.87		89.98	81.87	
	DAYS TO SELL	352	44	700.0%	352	44	700.0%
	ACTIVE INVENTORY	61					
	AVERAGE PRICE	\$494,167	\$1,310,000	-62.3%	\$494,167	\$1,310,000	-62.3%
	MEDIAN PRICE	\$537,500	\$1,310,000	-59.0%	\$537,500	\$1,310,000	-59.0%

COMPARATIVE ACTIVITY BY PROPERTY TYPE
January 31, 2003
CENTRAL OKANAGAN

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots							
	UNITS LISTED	47	62	-24.2%	47	62	-24.2%
	UNITS SOLD	29	24	20.8%	29	24	20.8%
	SALES DOLLARS	3133940	1954200	60.4%	3133940	1954200	60.4%
	PRICE RATIO	107.67	91.48		107.67	91.48	
	DAYS TO SELL	184	238	-22.7%	184	238	-22.7%
	ACTIVE INVENTORY	364					
	AVERAGE PRICE	\$108,067	\$81,425	32.7%	\$108,067	\$81,425	32.7%
	MEDIAN PRICE	\$99,500	\$73,900	34.6%	\$99,500	\$73,900	34.6%
Leases							
	UNITS LISTED	27	22	22.7%	27	22	22.7%
	UNITS SOLD	3	2	50.0%	3	2	50.0%
	SALES DOLLARS	172039	60574	184.0%	172039	60574	184.0%
	PRICE RATIO	0.00	100.00		0.00	100.00	
	DAYS TO SELL	261	133	96.2%	261	133	96.2%
	ACTIVE INVENTORY	126					
	AVERAGE PRICE	\$57,346	\$30,287	89.3%	\$57,346	\$30,287	89.3%
	MEDIAN PRICE	\$14,392	\$30,287	-52.5%	\$14,392	\$30,287	-52.5%
Lots (Waterfront)							
	UNITS LISTED	6	1	500.0%	6	1	500.0%
	UNITS SOLD	1	1	0.0%	1	1	0.0%
	SALES DOLLARS	144900	300000	-51.7%	144900	300000	-51.7%
	PRICE RATIO	76.30	85.71		76.30	85.71	
	DAYS TO SELL	8	97	-91.8%	8	97	-91.8%
	ACTIVE INVENTORY	8					
	AVERAGE PRICE	\$144,900	\$300,000	-51.7%	\$144,900	\$300,000	-51.7%
	MEDIAN PRICE	\$144,900	\$300,000	-51.7%	\$144,900	\$300,000	-51.7%
Multi-Family							
	UNITS LISTED	5	4	25.0%	5	4	25.0%
	UNITS SOLD	2	0	100.0%	2	0	100.0%
	SALES DOLLARS	508000	0	100.0%	508000	0	100.0%
	PRICE RATIO	94.19			94.19	0	
	DAYS TO SELL	68	0	100.0%	68	0	100.0%
	ACTIVE INVENTORY	12					
	AVERAGE PRICE	\$254,000	\$0	100.0%	\$254,000	\$0	100.0%
	MEDIAN PRICE	\$254,000	\$0	100.0%	\$254,000	\$0	100.0%
Mobile Homes							
	UNITS LISTED	35	54	-35.2%	35	54	-35.2%
	UNITS SOLD	17	12	41.7%	17	12	41.7%
	SALES DOLLARS	839850	511700	64.1%	839850	511700	64.1%
	PRICE RATIO	86.13	88.80		86.13	88.80	
	DAYS TO SELL	95	115	-17.4%	95	115	-17.4%
	ACTIVE INVENTORY	147					
	AVERAGE PRICE	\$49,403	\$42,642	15.9%	\$49,403	\$42,642	15.9%
	MEDIAN PRICE	\$38,000	\$35,000	8.6%	\$38,000	\$35,000	8.6%

COMPARATIVE ACTIVITY BY PROPERTY TYPE

January 31, 2003

CENTRAL OKANAGAN

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Residential							
	UNITS LISTED	286	301	-5.0%	286	301	-5.0%
	UNITS SOLD	156	150	4.0%	156	150	4.0%
	SALES DOLLARS	34319003	28851300	19.0%	34319003	28851300	19.0%
	PRICE RATIO	98.61	95.23		98.61	95.22	
	DAYS TO SELL	63	91	-30.8%	63	91	-30.8%
	ACTIVE INVENTORY	663					
	AVERAGE PRICE	\$219,994	\$192,342	14.4%	\$219,994	\$192,342	14.4%
	MEDIAN PRICE	\$196,000	\$182,150	7.6%	\$196,000	\$182,150	7.6%
Residential (Waterfront)							
	UNITS LISTED	12	1	1100.0%	12	1	1100.0%
	UNITS SOLD	1	4	-75.0%	1	4	-75.0%
	SALES DOLLARS	1200000	1900000	-36.8%	1200000	1900000	-36.8%
	PRICE RATIO	93.38	90.31		93.38	90.31	
	DAYS TO SELL	177	234	-24.4%	177	234	-24.4%
	ACTIVE INVENTORY	35					
	AVERAGE PRICE	\$1,200,000	\$475,000	152.6%	\$1,200,000	\$475,000	152.6%
	MEDIAN PRICE	\$1,200,000	\$509,000	135.8%	\$1,200,000	\$509,000	135.8%
CENTRAL OKANAGAN - TOTALS							
	UNITS LISTED	650	655	-0.8%	650	655	-0.8%
	UNITS SOLD	310	283	9.5%	310	283	9.5%
	SALES DOLLARS	59417432	51297076	15.8%	59417432	51297076	15.8%
	PRICE RATIO	93.49	91.84		93.49	91.84	
	DAYS TO SELL	125	138	-9.4%	125	138	-9.4%
	ACTIVE INVENTORY	2280					

RESIDENTIAL LISTING / SALES ANALYSIS

January 31, 2003

CENTRAL OKANAGAN

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 90000	1	1	2	2
90001 to 110000	4	4	2	2
110001 to 130000	6	6	1	1
130001 to 150000	20	20	13	13
150001 to 170000	36	36	24	24
170001 to 190000	36	36	29	29
190001 to 210000	20	20	17	17
210001 to 230000	31	31	20	20
230001 to 250000	20	20	11	11
250001 to 270000	25	25	11	11
270001 to 290000	15	15	5	5
290001 to 310000	9	9	6	6
310001 and over	62	62	15	15
	285	285	156	156

LOT LISTING / SALES ANALYSIS

January 31, 2003

CENTRAL OKANAGAN

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 30000	4	4	0	0
30001 to 40000	2	2	2	2
40001 to 50000	5	5	1	1
50001 to 60000	4	4	2	2
60001 to 70000	1	1	0	0
70001 to 80000	0	0	1	1
80001 to 90000	4	4	5	5
90001 and over	52	52	23	23
	72	72	34	34