

**CENTRAL DIVISION
MONTHLY STATISTICS**

FOR

February 1 - 28, 2003

CENTRAL OKANAGAN DIVISION

STAT - O - GRAM

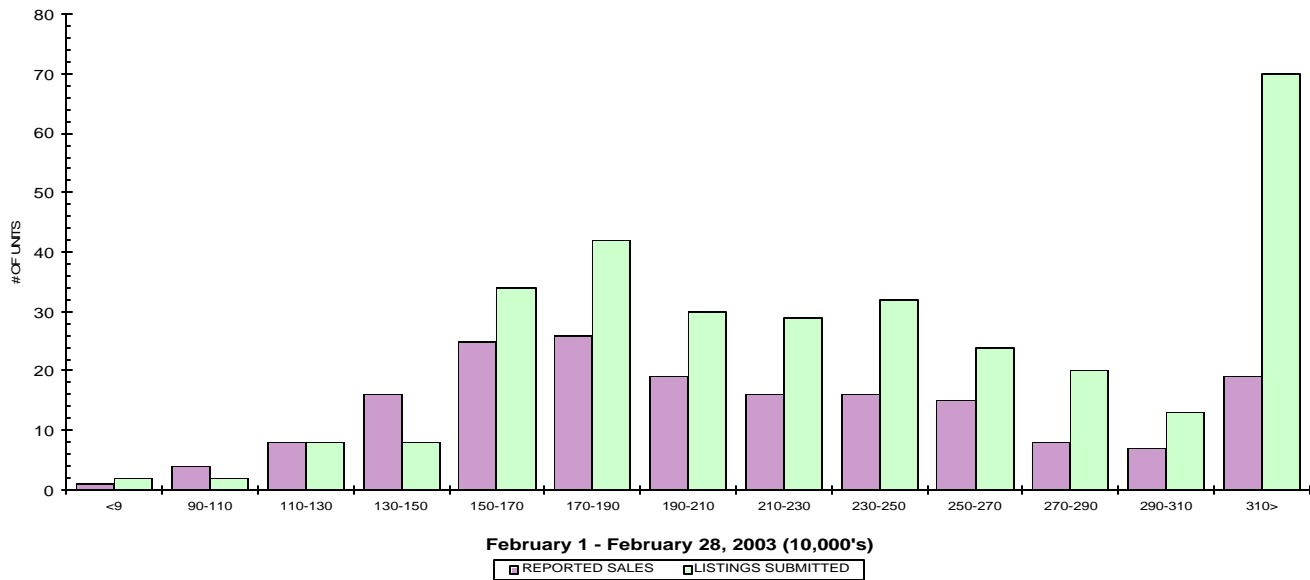
February 2003

QUICK SUMMARY

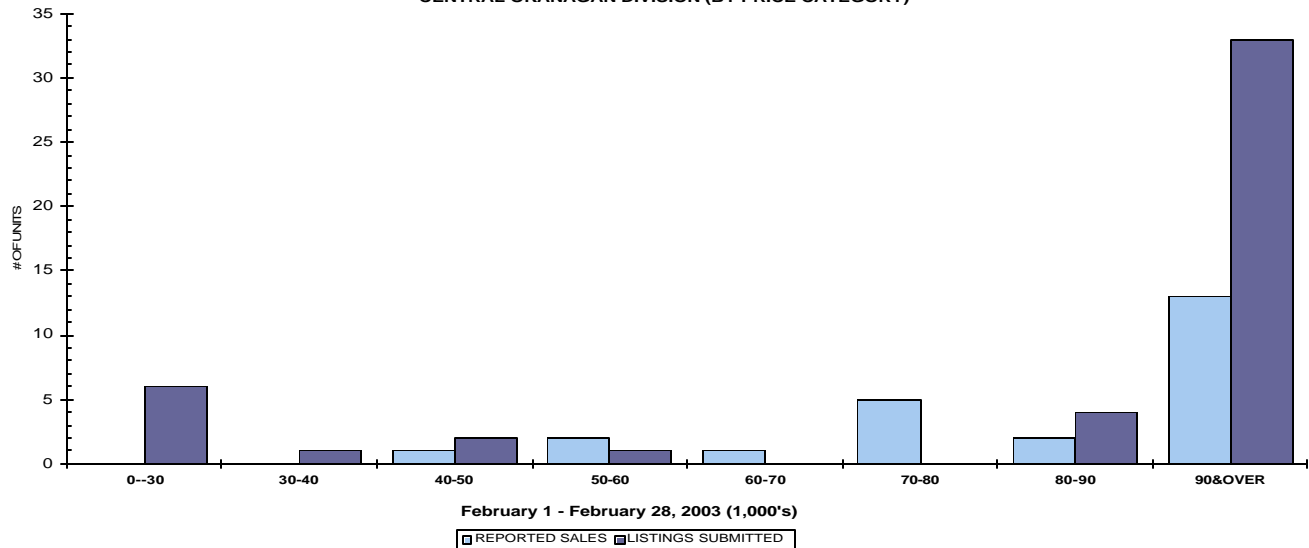
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	# of Units	\$ Value	# of Units	\$ Value	Listings Taken	Inventory
February 2003	356	\$70,614,836	180	\$39,989,877	711	2,477
January 2003	310	\$59,417,432	156	\$34,319,003	650	2,280
February 2002	408	\$69,676,931	213	\$41,392,237	661	2,792

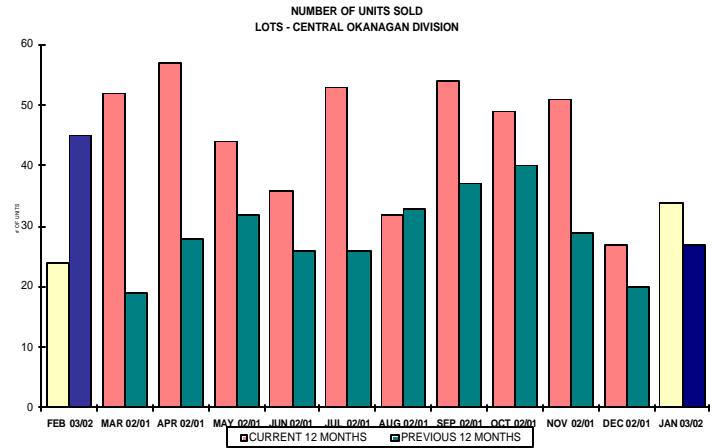
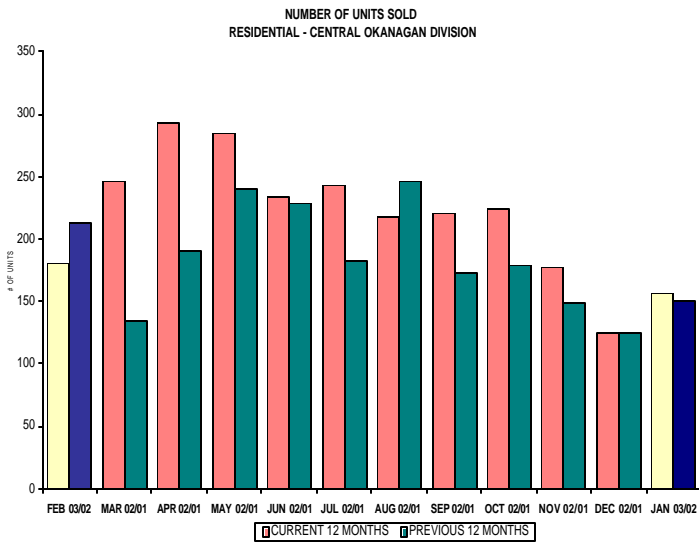
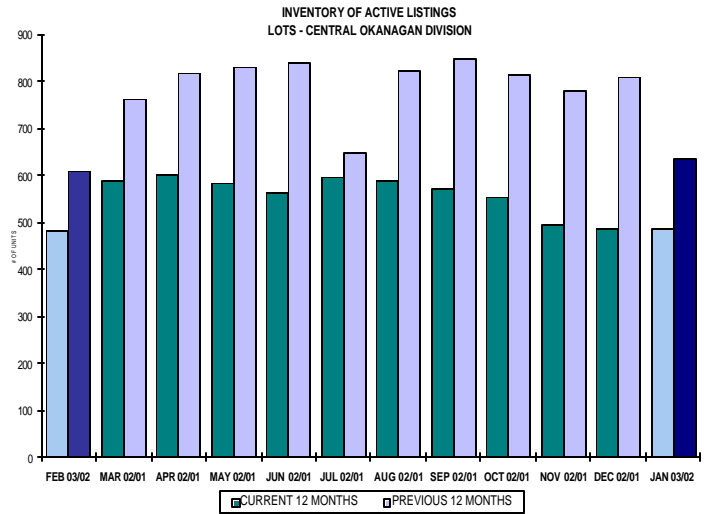
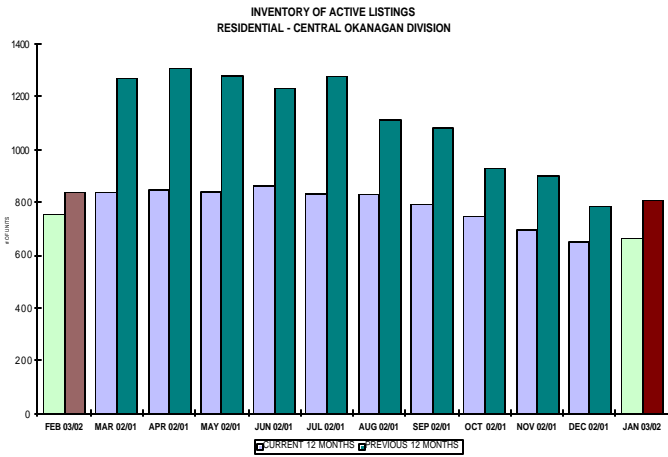
The average number of listings-per-licensee is 5.2

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



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





CENTRAL OKANAGAN DIVISION

February 2003

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
CONDO/APT	56	148	334	16.77%	68
CONDO/TWNHSE	34	47	128	26.56%	91
LOTS	21	46	483	4.35%	201
RESIDENTIAL	180	316	755	23.84%	68

AVERAGE HOUSE PRICE \$222,166

MEDIAN HOUSE PRICE \$203,750

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

**COMPARATIVE ACTIVITY BY ZONE AS AT
February 28, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ZONE CO TOTALS						
Units Listed	711	656	8.38%	1311	1311	0.00%
Units Sold	356	407	-12.53%	690	690	0.00%
Sales Dollars	\$70,614,836	\$69,492,431	1.62%	\$120,789,507	\$120,789,507	0.00%
List/Sell Ratio	93.49%	91.84%	1.80%	93.49%	91.84%	1.80%
Days to Sell	125	138	-9.42%	125	138	-9.42%
Active Listings	2280	2792	-18.34%			
ZONE NO TOTALS						
Units Listed	290	262	10.69%	589	548	7.48%
Units Sold	148	133	11.28%	262	226	15.93%
Sales Dollars	\$24,914,900	\$19,776,621	25.98%	\$43,743,529	\$33,132,221	32.03%
List/Sell Ratio	93.58%	90.07%	3.90%	93.58%	90.07%	3.90%
Days to Sell	176	179	-1.68%	176	179	-1.68%
Active Listings	1613	1968	-18.04%			
ZONE SH TOTALS						
Units Listed	163	140	16.43%	308	284	8.45%
Units Sold	52	39	33.33%	94	76	23.68%
Sales Dollars	\$8,248,500	\$5,736,211	43.80%	\$14,143,191	\$12,275,462	15.22%
List/Sell Ratio	90.60%	89.16%	1.62%	90.60%	89.16%	1.62%
Days to Sell	248	198	25.25%	248	198	25.25%
Active Listings	1314	1586	-17.15%			
ZONE OB TOTALS						
Units Listed	13	36	-63.89%	28	148	-81.08%
Units Sold	4	2	100.00%	8	2	300.00%
Sales Dollars	\$6,075,900	\$1,021,000	495.09%	\$8,402,700	\$1,021,000	722.99%
List/Sell Ratio	0.00%	89.24%	-100.00%	0.00%	89.24%	-100.00%
Days to Sell	0	194	-100.00%	0	194	-100.00%
Active Listings	132	146	-9.59%			
GRAND TOTALS						
Units Listed	1177	1094	7.59%	2236	2291	-2.40%
Units Sold	560	581	-3.61%	1054	994	6.04%
Sales Dollars	\$109,854,136	\$96,026,263	14.40%	\$187,078,927	\$167,218,190	11.88%
List/Sell Ratio	93.23%	90.97%	2.48%	93.23%	90.97%	2.48%
Days to Sell	147	158	-6.96%	147	158	-6.96%
Active Listings	5339	6492	-17.76%			

LICENSEES
February 28th, 2003

	TOTAL NUMBER OF LICENSEES	TOTAL NUMBER OF LICENSEES	CHANGE BY NUMBER	CHANGE BY %
	February 28/03	February 28/02		
ALL DIVISIONS	727	667	60	9.00%
CENTRAL OK DIV.	472	424	48	11.32%
NORTH OK DIV.	190	175	15	8.57%
SHUSWAP DIV.	65	67	-2	-2.99%
CURRENT MEMBERSHIP				
AGENT LICENSEES	71			
SALESPERSONS	585			
PROPERTY MANAGEMENT	9			
9:15 LICENCEE MEMBER	62			
EXEMPTION MEMBER	0			
TOTALS	727			

**Central Division Comparative Activity By Property Type
February 28, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	13	17	-23.5%	31	38	-18.4%
Units Sold	3	0	100.0%	7	2	250.0%
Sales Dollars	\$450,500	\$0	100.0%	\$1,105,500	\$411,500	168.7%
List/Sell Ratio	92.08%	0.00%	100.0%	88.89%	70.79%	25.6%
Days to Sell	112	0	100.0%	387	567	-31.7%
Active Inventory	107	111	-3.6%			
Average Price	\$150,167	\$0	100.0%	\$157,929	\$205,750	-23.2%
Median Price	\$139,500	\$0	100.0%	\$155,000	\$205,750	-24.7%
Acreage with House						
Units Listed	24	20	20.0%	52	42	23.8%
Units Sold	5	7	-28.6%	12	8	50.0%
Sales Dollars	\$2,324,500	\$2,465,700	-5.7%	\$4,933,500	\$2,591,700	90.4%
List/Sell Ratio	92.07%	93.07%	-1.1%	91.38%	93.67%	-2.4%
Days to Sell	103	155	-33.5%	126	138	-8.7%
Active Inventory	130	144	-9.7%			
Average Price	\$464,900	\$352,243	32.0%	\$411,125	\$323,963	26.9%
Median Price	\$280,000	\$339,000	-17.4%	\$299,000	\$294,500	1.5%
Acreage (Waterfront)						
Units Listed	2	1	100.0%	3	1	200.0%
Units Sold	0	1	-100.0%	0	1	-100.0%
Sales Dollars	\$0	\$270,000	-100.0%	\$0	\$270,000	-100.0%
List/Sell Ratio	0.00%	79.64%	-100.0%	0.00%	79.64%	-100.0%
Days to Sell	0	259	-100.0%	0	259	-100.0%
Active Inventory	8	14	-42.9%			
Average Price	\$0	\$270,000	-100.0%	\$0	\$270,000	-100.0%
Median Price	\$0	\$270,000	-100.0%	\$0	\$270,000	-100.0%
Business						
Units Listed	21	18	16.7%	33	40	-17.5%
Units Sold	4	2	100.0%	8	5	60.0%
Sales Dollars	\$770,000	\$120,000	541.7%	\$1,672,500	\$1,310,000	27.7%
List/Sell Ratio	134.21%	43.42%	209.1%	104.56%	61.79%	69.2%
Days to Sell	124	99	25.3%	189	216	-12.5%
Active Inventory	86	105	-18.1%			
Average Price	\$192,500	\$60,000	220.8%	\$209,063	\$262,000	-20.2%
Median Price	\$74,000	\$60,000	23.3%	\$74,000	\$90,000	-17.8%
Condo (Townhouse)						
Units Listed	47	57	-17.5%	91	94	-3.2%
Units Sold	34	34	0.0%	57	60	-5.0%
Sales Dollars	\$6,485,152	\$4,613,935	40.6%	\$10,704,872	\$7,841,435	36.5%
List/Sell Ratio	96.96%	97.13%	-0.2%	95.87%	96.61%	
Days to Sell	91	68	33.8%	88	77	14.3%
Active Inventory	128	159	-19.5%			
Average Price	\$190,740	\$135,704	40.6%	\$187,805	\$130,691	43.7%
Median Price	\$175,000	\$137,500	27.3%	\$175,000	\$129,000	35.7%
Condo (Apt)						
Units Listed	148	64	131.3%	230	141	63.1%
Units Sold	56	61	-8.2%	103	99	4.0%
Sales Dollars	\$7,133,217	\$6,558,950	8.8%	\$13,445,572	\$10,476,017	28.3%
List/Sell Ratio	94.25%	93.77%	0.5%	94.86%	92.89%	
Days to Sell	68	115	-40.9%	71	134	-47.0%
Active Inventory	334	241	38.6%			
Average Price	\$127,379	\$107,524	18.5%	\$130,540	\$105,818	23.4%
Median Price	\$123,750	\$103,000	20.1%	\$117,900	\$96,000	22.8%

Central Division Comparative Activity By Property Type

February 28, 2003

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	24	22	9.1%	45	33	36.4%
Units Sold	13	11	18.2%	23	24	-4.2%
Sales Dollars	\$2,641,900	\$1,689,232	56.4%	\$4,383,860	\$3,596,467	21.9%
List/Sell Ratio	97.06%	95.63%	1.5%	96.18%	94.25%	2.0%
Days to Sell	97	62	56.5%	96	100	-4.0%
Active Inventory	57	58	-1.7%			
Average Price	\$203,223	\$153,567	32.3%	\$190,603	\$149,853	27.2%
Median Price	\$175,000	\$151,000	15.9%	\$158,000	\$151,000	4.6%
Farms						
Units Listed	7	2	250.0%	14	7	100.0%
Units Sold	5	3	66.7%	6	4	50.0%
Sales Dollars	\$2,348,500	\$988,000	137.7%	\$2,744,500	\$1,283,000	113.9%
List/Sell Ratio	92.51%	91.03%	1.6%	90.30%	89.37%	1.0%
Days to Sell	222	353	-37.1%	253	340	-25.6%
Active Inventory	55	60	-8.3%			
Average Price	\$469,700	\$329,333	42.6%	\$457,417	\$320,750	42.6%
Median Price	\$333,000	\$375,000	-11.2%	\$364,500	\$335,000	8.8%
IC&I						
Units Listed	9	11	-18.2%	20	19	5.3%
Units Sold	3	3	0.0%	5	8	-37.5%
Sales Dollars	\$2,797,000	\$1,010,000	176.9%	\$3,577,665	\$6,345,000	-43.6%
List/Sell Ratio	93.85%	95.16%	-1.4%	95.03%	93.83%	1.3%
Days to Sell	193	216	-10.6%	165	207	-20.3%
Active Inventory	56	70	-20.0%			
Average Price	\$932,333	\$336,667	176.9%	\$715,533	\$793,125	-9.8%
Median Price	\$775,000	\$330,000	134.8%	\$544,000	\$847,500	-35.8%
IC&I Land						
Units Listed	4	20	-80.0%	13	27	-51.9%
Units Sold	0	1	-100.0%	3	2	50.0%
Sales Dollars	\$0	\$2,000,000	-100.0%	\$1,482,500	\$3,310,000	-55.2%
List/Sell Ratio	0.00%	90.90%	-100.0%	89.98%	86.38%	4.2%
Days to Sell	0	145	-100.0%	352	94	274.5%
Active Inventory	60	87	-31.0%			
Average Price	\$0	\$2,000,000	-100.0%	\$494,167	\$1,655,000	-70.1%
Median Price	\$0	\$2,000,000	-100.0%	\$537,500	\$1,655,000	-67.5%
Lots						
Units Listed	29	37	-21.6%	76	99	-23.2%
Units Sold	21	44	-52.3%	50	68	-26.5%
Sales Dollars	\$2,245,425	\$3,363,110	-33.2%	\$5,379,365	\$5,317,310	1.2%
List/Sell Ratio	106.59%	94.30%	13.0%	107.20%	93.39%	14.8%
Days to Sell	290	234	23.9%	229	235	-2.6%
Active Inventory	358	474	-24.5%			
Average Price	\$106,925	\$76,434	39.9%	\$107,587	\$78,196	37.6%
Median Price	\$86,000	\$73,900	16.4%	\$92,813	\$73,900	25.6%
Leases						
Units Listed	15	17	-11.8%	42	39	7.7%
Units Sold	10	4	150.0%	13	6	116.7%
Sales Dollars	\$839,165	\$169,517	395.0%	\$1,011,204	\$230,091	339.5%
List/Sell Ratio	0.00%	100.00%	-100.0%	0.00%	100.00%	-100.0%
Days to Sell	163	94	73.4%	185	107	72.9%
Active Inventory	120	135	-11.1%			
Average Price	\$83,917	\$42,379	98.0%	\$77,785	\$38,349	102.8%
Median Price	\$45,691	\$43,175	5.8%	\$35,820	\$37,400	-4.2%

**Central Division Comparative Activity by Property Type
February 28, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots (Waterfront)						
Units Listed	2	2	0.0%	8	3	166.7%
Units Sold	0	0	0.0%	1	1	0.0%
Sales Dollars	\$0	\$0	0.0%	\$144,900	\$300,000	-51.7%
List/Sell Ratio	0.00%	0.00%	0.0%	76.30%	85.71%	-11.0%
Days to Sell	0	0	0.0%	8	97	-91.8%
Active Inventory	10	9	11.1%			
Average Price	\$0	\$0	#DIV/0!	\$144,900	\$300,000	-51.7%
Median Price	\$0	\$0	#DIV/0!	\$144,900	\$300,000	-51.7%
Multi-Family						
Units Listed	3	8	-62.5%	8	12	-33.3%
Units Sold	0	2	-100.0%	2	2	0.0%
Sales Dollars	\$0	\$566,000	-100.0%	\$508,000	\$566,000	-10.2%
List/Sell Ratio	0.00%	96.72%	-100.0%	94.19%	96.72%	-2.6%
Days to Sell	0	143	100.0%	68	143	-52.4%
Active Inventory	15	24	-37.5%			
Average Price	\$0	\$283,000	-100.0%	\$254,000	\$283,000	-10.2%
Median Price	\$0	\$283,000	-100.0%	\$254,000	\$283,000	-10.2%
Mobile Homes						
Units Listed	43	54	-20.4%	78	108	-27.8%
Units Sold	19	17	11.8%	35	29	20.7%
Sales Dollars	\$827,600	\$552,750	49.7%	\$1,541,450	\$1,064,450	44.8%
List/Sell Ratio	84.94%	82.87%	2.5%	85.33%	85.20%	0.2%
Days to Sell	71	112	-36.6%	81	113	-28.3%
Active Inventory	162	222	-27.0%			
Average Price	\$43,558	\$32,515	34.0%	\$44,041	\$36,705	20.0%
Median Price	\$35,000	\$25,500	37.3%	\$35,200	\$31,000	13.5%
Residential						
Units Listed	316	298	6.0%	599	599	0.0%
Units Sold	180	212	-15.1%	334	362	-7.7%
Sales Dollars	\$39,989,877	\$41,333,237	-3.3%	\$73,824,380	\$70,184,537	5.2%
List/Sell Ratio	95.34%	96.03%	-0.7%	96.87%	95.78%	1.1%
Days to Sell	68	83	-18.1%	64	87	-26.4%
Active Inventory	755	836	-9.7%			
Average Price	\$222,166	\$194,968	13.9%	\$221,031	\$193,880	14.0%
Median Price	\$203,750	\$172,644	18.0%	\$201,950	\$177,000	14.1%
Residential (Waterfront)						
Units Listed	4	8	-50.0%	16	9	77.8%
Units Sold	3	5	-40.0%	4	9	-55.6%
Sales Dollars	\$1,762,000	\$3,792,000	-53.5%	\$2,962,000	\$5,692,000	-48.0%
List/Sell Ratio	93.04%	88.66%	4.9%	93.12%	89.39%	4.2%
Days to Sell	76	118	-35.6%	101	170	-40.6%
Active Inventory	36	43	-16.3%			
Average Price	\$587,333	\$758,400	-22.6%	\$740,500	\$632,444	17.1%
Median Price	\$507,000	\$812,000	-37.6%	\$653,500	\$598,000	9.3%
CENTRAL OKANAGAN - TOTALS						
Units Listed	711	656	8.4%	1359	1311	3.7%
Units Sold	356	407	-12.5%	663	690	-3.9%
Sales Dollars	\$70,614,836	\$69,492,431	1.6%	\$129,421,768	\$120,789,507	7.1%
List/Sell Ratio	93.49%	91.84%	1.8%	93.49%	91.84%	1.8%
Days to Sell	125	138	-9.4%	125	138	-9.4%
Active Inventory	2477	2792	-11.3%			

Central Residential Listing/Sales Analysis
February 28, 2003

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 90000	2	3	1	3
90001 to 110000	2	6	4	6
110001 to 130000	8	14	8	9
130001 to 150000	8	29	16	29
150001 to 170000	34	69	25	48
170001 to 190000	42	78	26	55
190001 to 210000	30	52	19	36
210001 to 230000	29	57	16	36
230001 to 250000	32	52	16	27
250001 to 270000	24	48	15	26
270001 to 290000	20	35	8	13
290001 to 310000	13	21	7	13
310001 and over	70	132	19	33
Totals	314	596	180	334

Central Division Lot Listing/Sales Analysis				
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
Totals	72	72	34	34