

**CENTRAL DIVISION
MONTHLY STATISTICS**

FOR

March 1 - 31, 2003

CENTRAL OKANAGAN DIVISION

STAT - O - GRAM

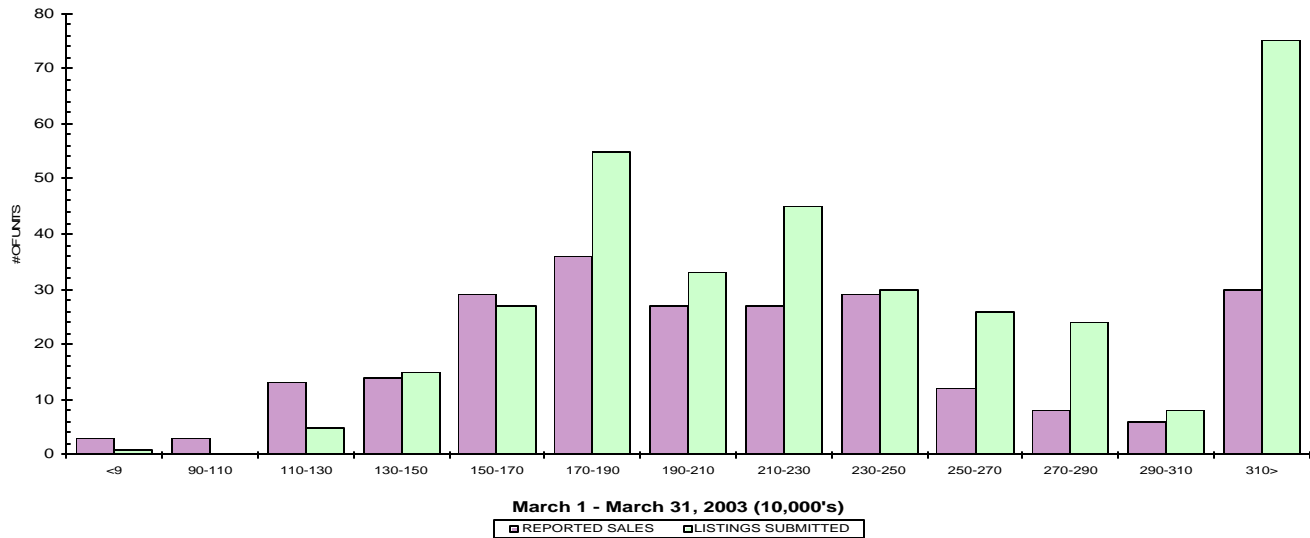
March 2003

QUICK SUMMARY

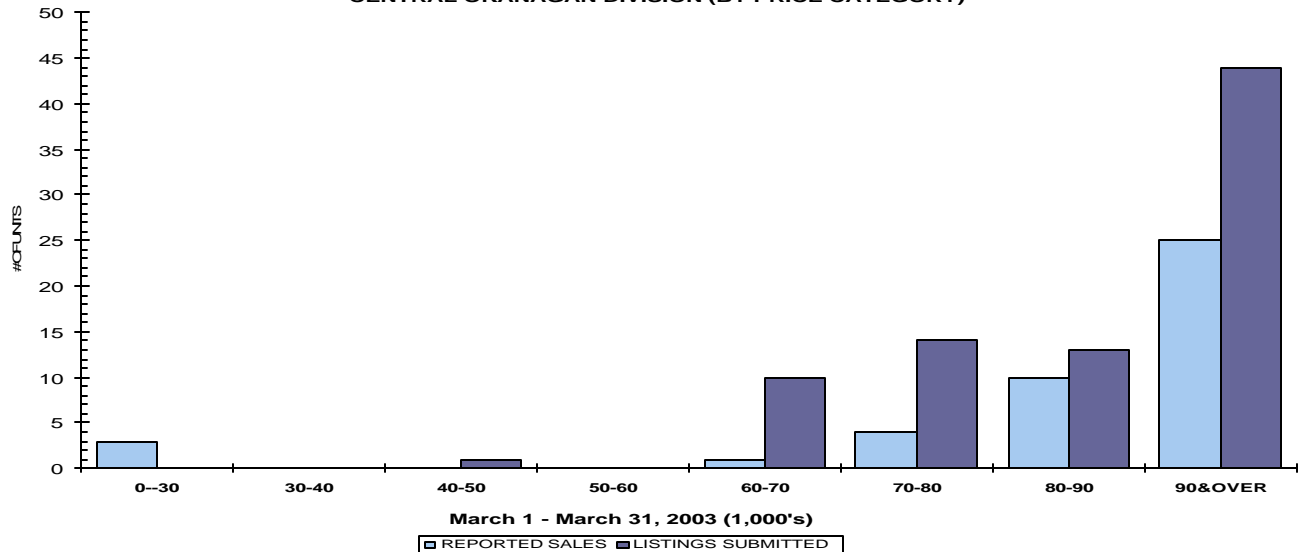
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	<u># of Units</u>	<u>\$ Value</u>	<u># of Units</u>	<u>\$ Value</u>	<u>Listings Taken</u>	<u>Inventory</u>
March 2003	492	\$94,375,752	239	\$53,274,667	724	2,500
February 2002	408	\$69,679,931	213	\$41,392,237	661	2,792
March 2002	460	\$78,171,509	246	\$48,087,587	659	2,766

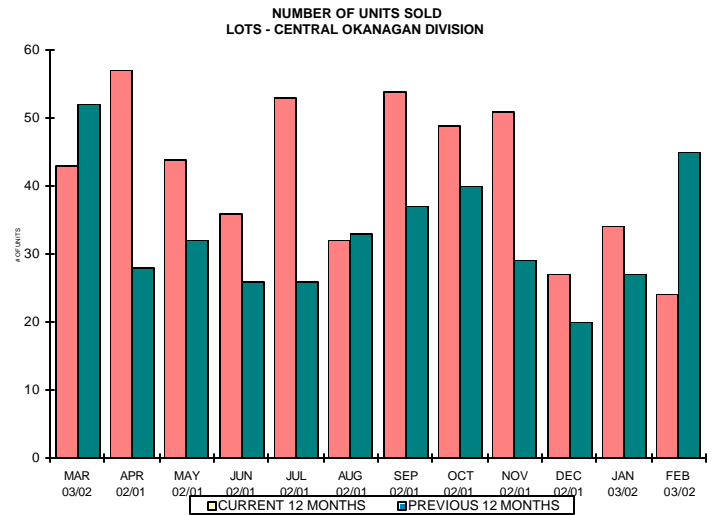
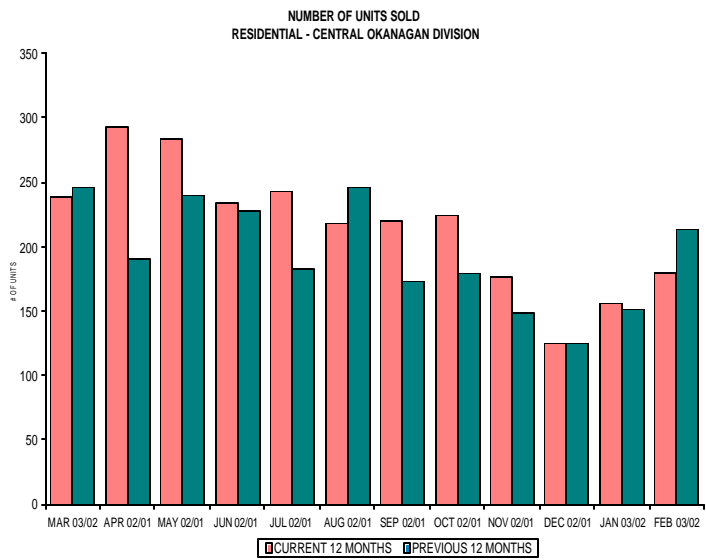
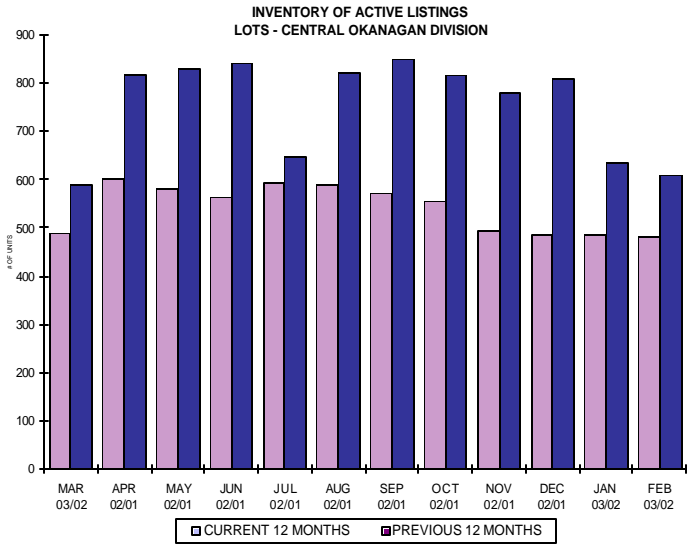
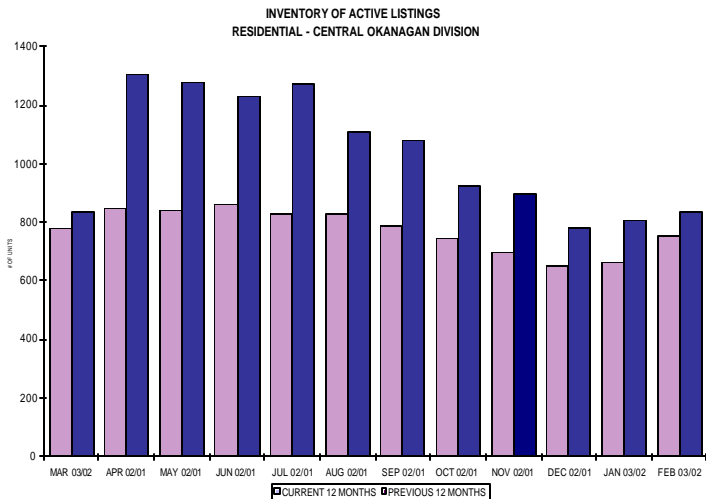
The average number of listings-per-licensee is 5.2

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



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





CENTRAL OKANAGAN DIVISION

March 2003

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
CONDO/APT	75	80	308	24.35%	74
CONDO/TWNHSE	55	63	163	33.74%	76
LOTS	43	82	489	8.79%	95
RESIDENTIAL	239	346	778	30.72%	60

AVERAGE HOUSE PRICE \$222,907

MEDIAN HOUSE PRICE \$208,000

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

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

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ZONE CO TOTALS						
Units Listed	724	667	8.55%	2109	2009	4.98%
Units Sold	492	477	3.14%	1145	1182	-3.13%
Sales Dollars	\$94,375,752	\$81,705,795	15.51%	\$224,337,570	\$203,638,702	10.16%
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	2500	2792	-10.46%			
ZONE NO TOTALS						
Units Listed	355	302	17.55%	959	865	10.87%
Units Sold	184	142	29.58%	456	378	20.63%
Sales Dollars	\$29,649,021	\$18,953,900	56.43%	\$74,799,650	\$53,622,621	39.49%
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	1731	1968	-12.04%			
ZONE SH TOTALS						
Units Listed	190	172	10.47%	498	459	8.50%
Units Sold	73	49	48.98%	167	126	32.54%
Sales Dollars	\$10,013,006	\$6,238,569	60.50%	\$24,156,197	\$18,670,031	29.38%
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	1448	1586	-8.70%			
ZONE OB TOTALS						
Units Listed	7	19	-63.16%	36	69	-47.83%
Units Sold	3	1	200.00%	11	3	266.67%
Sales Dollars	\$1,487,500	\$215,000	591.86%	\$9,890,200	\$1,236,000	700.18%
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	124	146	-15.07%			
GRAND TOTALS						
Units Listed	1276	1160	10.00%	3602	3402	5.88%
Units Sold	752	669	12.41%	1779	1689	5.33%
Sales Dollars	\$135,525,279	\$107,113,264	26.53%	\$333,183,617	\$277,167,354	20.21%
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	5803	6492	-10.61%			

LICENSEES
March 31, 2003

	TOTAL NUMBER OF	TOTAL NUMBER OF	CHANGE BY	CHANGE BY
	LICENSEES	LICENSEES	NUMBER	%
	March 31/03	March 31/02		
ALL DIVISIONS	740	664	76	11.45%
CENTRAL OK DIV.	474	420	54	12.86%
NORTH OK DIV.	198	177	21	11.86%
SHUSWAP DIV.	68	67	1	1.49%
CURRENT MEMBERSHIP				
AGENT LICENSEES	72			
SALESPERSONS	598			
PROPERTY MANAGEMENT	9			
9:15 LICENCEE MEMBER	61			
EXEMPTION MEMBER	0			
TOTALS	740			

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

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	11	11	0.0%	43	49	-12.2%
Units Sold	6	4	100.0%	13	6	116.7%
Sales Dollars	\$1,360,000	\$648,000	109.9%	\$2,465,500	\$1,059,500	132.7%
List/Sell Ratio	92.52%	93.07%	-0.6%	90.54%	84.15%	7.6%
Days to Sell	114	95	20.0%	261	252	3.6%
Active Inventory	103	110	-6.4%			
Average Price	\$226,667	\$162,000	39.9%	\$189,654	\$176,583	7.4%
Median Price	\$205,000	\$147,000	39.5%	\$155,000	\$147,000	5.4%
Acreage with House						
Units Listed	16	22	-27.3%	67	64	4.7%
Units Sold	11	12	-8.3%	22	20	10.0%
Sales Dollars	\$4,007,400	\$4,016,000	-0.2%	\$8,707,900	\$6,607,700	31.8%
List/Sell Ratio	96.42%	92.36%	4.4%	93.61%	92.87%	0.8%
Days to Sell	132	117	12.8%	134	126	6.3%
Active Inventory	116	138	-15.9%			
Average Price	\$364,309	\$334,667	8.9%	\$395,814	\$330,385	19.8%
Median Price	\$286,000	\$304,750	-6.2%	\$297,950	\$304,750	-2.2%
Acreage (Waterfront)						
Units Listed	3	1	200.0%	6	2	200.0%
Units Sold	0	0	0.0%	0	1	-100.0%
Sales Dollars	\$0	\$0	0.0%	\$0	\$270,000	-100.0%
List/Sell Ratio	0.00%	0.00%	0.0%	0.00%	79.64%	-100.0%
Days to Sell	0	0	0.0%	0	259	-100.0%
Active Inventory	11	14	-21.4%			
Average Price	\$0	\$0	0.0%	\$0	\$270,000	-100.0%
Median Price	\$0	\$0	0.0%	\$0	\$270,000	-100.0%
Business						
Units Listed	12	14	-14.3%	45	54	-16.7%
Units Sold	3	0	100.0%	11	5	120.0%
Sales Dollars	\$650,000	\$0	100.0%	\$2,322,500	\$1,310,000	77.3%
List/Sell Ratio	90.36%	0.00%	100.0%	83.56%	77.01%	8.5%
Days to Sell	227	0	100.0%	199	216	-7.9%
Active Inventory	89	107	-16.8%			
Average Price	\$216,667	\$0	100.0%	\$211,136	\$262,000	-19.4%
Median Price	\$210,000	\$0	100.0%	\$100,000	\$90,000	11.1%
Condo (Townhouse)						
Units Listed	63	52	21.2%	182	177	2.8%
Units Sold	55	50	10.0%	124	125	-0.8%
Sales Dollars	\$10,617,009	\$9,261,272	14.6%	\$23,596,381	\$20,041,107	17.7%
List/Sell Ratio	97.69%	96.67%	1.1%	96.76%	96.41%	
Days to Sell	76	72	5.6%	80	76	5.3%
Active Inventory	163	151	7.9%			
Average Price	\$193,037	\$185,225	4.2%	\$190,293	\$160,329	18.7%
Median Price	\$174,000	\$157,000	10.8%	\$175,000	\$149,000	17.4%
Condo (Apt)						
Units Listed	80	61	31.1%	310	202	53.5%
Units Sold	75	62	21.0%	178	161	10.6%
Sales Dollars	\$10,356,572	\$6,943,750	49.1%	\$23,802,144	\$17,419,767	36.6%
List/Sell Ratio	95.35%	94.79%	0.6%	95.37%	93.97%	
Days to Sell	74	71	4.2%	72	110	-34.5%
Active Inventory	308	218	41.3%			
Average Price	\$138,088	\$111,996	23.3%	\$133,720	\$108,197	23.6%
Median Price	\$118,850	\$103,000	15.4%	\$118,425	\$99,000	19.6%

Central Division Comparative Activity By Property Type

March 31, 2003

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	34	22	54.5%	79	55	43.6%
Units Sold	10	13	-23.1%	33	37	-10.8%
Sales Dollars	\$1,827,700	\$2,321,500	-21.3%	\$6,211,560	\$5,917,967	5.0%
List/Sell Ratio	96.25%	96.15%	0.1%	96.20%	94.92%	1.3%
Days to Sell	75	75	0.0%	89	92	-3.3%
Active Inventory	73	62	17.7%			
Average Price	\$182,770	\$178,577	2.3%	\$188,229	\$159,945	17.7%
Median Price	\$166,900	\$144,000	15.9%	\$158,500	\$151,000	5.0%
Farms						
Units Listed	5	13	-61.5%	19	20	-5.0%
Units Sold	4	2	100.0%	10	6	66.7%
Sales Dollars	\$1,357,000	\$975,000	39.2%	\$4,101,500	\$2,258,000	81.6%
List/Sell Ratio	92.60%	86.05%	7.6%	91.07%	88.26%	3.2%
Days to Sell	166	389	-57.3%	218	356	-38.8%
Active Inventory	52	67	-22.4%			
Average Price	\$339,250	\$487,500	-30.4%	\$410,150	\$376,333	9.0%
Median Price	\$362,000	\$487,500	-25.7%	\$362,000	\$425,000	-14.8%
IC&I						
Units Listed	5	12	-58.3%	25	31	-19.4%
Units Sold	1	1	0.0%	6	9	-33.3%
Sales Dollars	\$160,000	\$225,000	-28.9%	\$3,737,665	\$6,570,000	-43.1%
List/Sell Ratio	94.67%	86.87%	9.0%	94.97%	93.06%	2.1%
Days to Sell	35	19	84.2%	144	186	-22.6%
Active Inventory	53	75	-29.3%			
Average Price	\$160,000	\$225,000	-28.9%	\$622,944	\$730,000	-14.7%
Median Price	\$160,000	\$225,000	-28.9%	\$390,333	\$845,000	-53.8%
IC&I Land						
Units Listed	3	6	-50.0%	16	33	-51.5%
Units Sold	2	1	100.0%	5	3	66.7%
Sales Dollars	\$495,000	\$475,000	4.2%	\$1,977,500	\$1,990,000	-0.6%
List/Sell Ratio	86.18%	95.95%	-10.2%	88.46%	89.57%	-1.2%
Days to Sell	149	43	246.5%	271	77	251.9%
Active Inventory	54	83	-34.9%			
Average Price	\$247,500	\$475,000	-47.9%	\$395,500	\$663,333	-40.4%
Median Price	\$247,500	\$475,000	-47.9%	\$290,000	\$1,310,000	-77.9%
Lots						
Units Listed	68	46	47.8%	144	145	-0.7%
Units Sold	37	47	-21.3%	87	115	-24.3%
Sales Dollars	\$3,936,400	\$4,196,300	-6.2%	\$9,315,765	\$9,513,610	-2.1%
List/Sell Ratio	98.70%	94.45%	4.5%	97.90%	93.82%	4.3%
Days to Sell	76	206	-63.1%	165	223	-26.0%
Active Inventory	365	459	-20.5%			
Average Price	\$106,389	\$89,283	19.2%	\$107,078	\$82,727	29.4%
Median Price	\$92,900	\$80,000	16.1%	\$92,900	\$74,000	25.5%
Leases						
Units Listed	22	26	-15.4%	64	65	-1.5%
Units Sold	6	3	100.0%	19	9	111.1%
Sales Dollars	\$274,763	\$168,432	63.1%	\$1,285,967	\$398,523	222.7%
List/Sell Ratio	0.00%	0.00%	0.0%	0.00%	100.00%	-100.0%
Days to Sell	230	136	69.1%	199	116	71.6%
Active Inventory	120	148	-18.9%			
Average Price	\$45,794	\$56,144	-18.4%	\$67,682	\$44,280	52.8%
Median Price	\$35,169	\$52,092	-32.5%	\$35,820	\$44,800	-20.0%

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

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots (Waterfront)						
Units Listed	0	1	-100.0%	8	4	100.0%
Units Sold	0	1	-100.0%	1	2	-50.0%
Sales Dollars	\$0	\$126,000	-100.0%	\$144,900	\$426,000	-66.0%
List/Sell Ratio	0.00%	97.67%	-100.0%	76.30%	91.69%	-16.8%
Days to Sell	0	615	-100.0%	8	356	-97.8%
Active Inventory	10	7	42.9%			
Average Price	\$0	\$126,000	-100.0%	\$144,900	\$213,000	-32.0%
Median Price	\$0	\$126,000	-100.0%	\$144,900	\$213,000	-32.0%
Multi-Family						
Units Listed	6	4	50.0%	14	16	-12.5%
Units Sold	1	5	-80.0%	3	7	-57.1%
Sales Dollars	\$280,000	\$1,774,000	-84.2%	\$788,000	\$2,340,000	-66.3%
List/Sell Ratio	90.35%	94.01%	-3.9%	92.91%	94.78%	-2.0%
Days to Sell	192	81	137.0%	109	99	10.1%
Active Inventory	17	21	-19.0%			
Average Price	\$280,000	\$354,800	-21.1%	\$262,667	\$334,286	-21.4%
Median Price	\$280,000	\$219,000	27.9%	\$280,000	\$219,000	27.9%
Mobile Homes						
Units Listed	35	49	-28.6%	112	157	-28.7%
Units Sold	35	22	59.1%	51	51	0.0%
Sales Dollars	\$1,921,741	\$791,454	142.8%	\$2,441,641	\$1,855,904	31.6%
List/Sell Ratio	87.43%	85.20%	2.6%	86.55%	86.31%	0.3%
Days to Sell	126	94	34.0%	116	105	10.5%
Active Inventory	145	226	-35.8%			
Average Price	\$54,907	\$35,975	52.6%	\$47,875	\$36,390	31.6%
Median Price	\$36,000	\$31,500	14.3%	\$35,000	\$31,000	12.9%
Residential						
Units Listed	346	318	8.8%	944	917	2.9%
Units Sold	239	251	-4.8%	571	613	-6.9%
Sales Dollars	\$53,274,667	\$48,814,087	9.1%	\$126,619,147	\$118,998,624	6.4%
List/Sell Ratio	98.01%	96.41%	1.7%	97.37%	96.09%	1.3%
Days to Sell	60	71	-15.5%	63	80	-21.3%
Active Inventory	778	836	-6.9%			
Average Price	\$222,907	\$194,478	14.6%	\$221,750	\$194,125	14.2%
Median Price	\$208,000	\$184,500	12.7%	\$203,000	\$180,000	12.8%
Residential (Waterfront)						
Units Listed	15	9	66.7%	31	18	72.2%
Units Sold	7	3	133.3%	11	12	-8.3%
Sales Dollars	\$3,857,500	\$970,000	297.7%	\$6,819,500	\$6,662,000	2.4%
List/Sell Ratio	95.02%	87.48%	8.6%	94.34%	88.91%	6.1%
Days to Sell	31	98	-68.4%	56	152	-63.2%
Active Inventory	43	44	-2.3%			
Average Price	\$551,071	\$323,333	70.4%	\$619,955	\$555,167	11.7%
Median Price	\$610,000	\$350,000	74.3%	\$610,000	\$530,000	15.1%
CENTRAL OKANAGAN - TOTALS						
Units Listed	724	667	8.5%	2109	2009	5.0%
Units Sold	492	477	3.1%	1145	1182	-3.1%
Sales Dollars	\$94,375,752	\$81,705,795	15.5%	\$224,337,570	\$203,638,702	10.2%
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	2500	2792	-10.5%			

Central Residential Listing/Sales Analysis
March 31, 2003

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 90000	1	4	3	6
90001 to 110000	0	6	3	9
110001 to 130000	5	19	13	22
130001 to 150000	15	43	14	43
150001 to 170000	27	100	29	77
170001 to 190000	55	133	36	91
190001 to 210000	33	81	27	63
210001 to 230000	45	102	27	63
230001 to 250000	30	86	29	54
250001 to 270000	26	73	12	38
270001 to 290000	24	57	8	21
290001 to 310000	8	29	6	19
310001 and over	75	206	30	63
Totals	344	939	237	569

Central Division Lot Listing/Sales Analysis				
Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 30000	0	10	3	3
30001 to 40000	0	3	0	2
40001 to 50000	1	8	0	2
50001 to 60000	0	5	0	4
60001 to 70000	10	11	1	2
70001 to 80000	14	14	4	10
80001 to 90000	13	21	10	17
90001 and over	44	129	25	61
Totals	82	201	43	101