CENTRAL DIVISION
MONTHLY STATISTICS

FOR

May 1st - 31st, 2004

PLEASE NOTE THAT THERE ARE 2 NEW SECTIONS IN THE STATISTICS
1. TIMESHARES AND 2. RECREATIONAL PROPERTY TYPES

CENTRAL OKANAGAN DIVISION

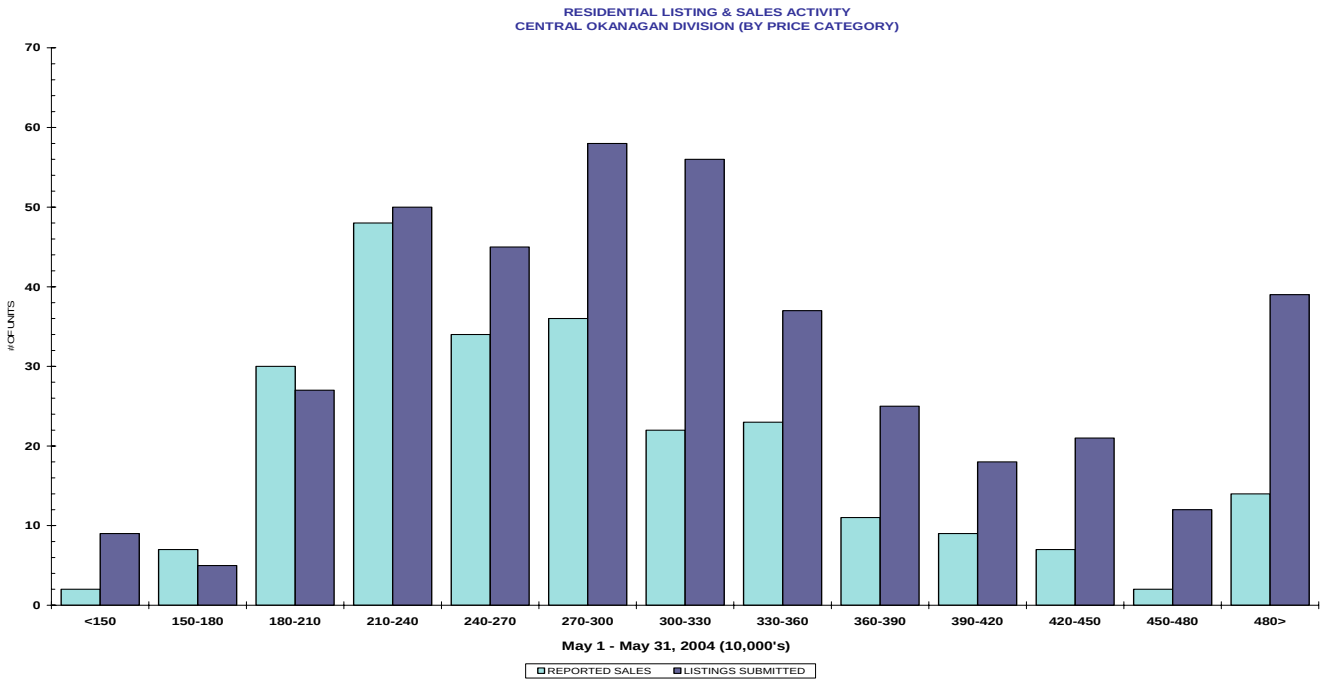
STAT - O - GRAM

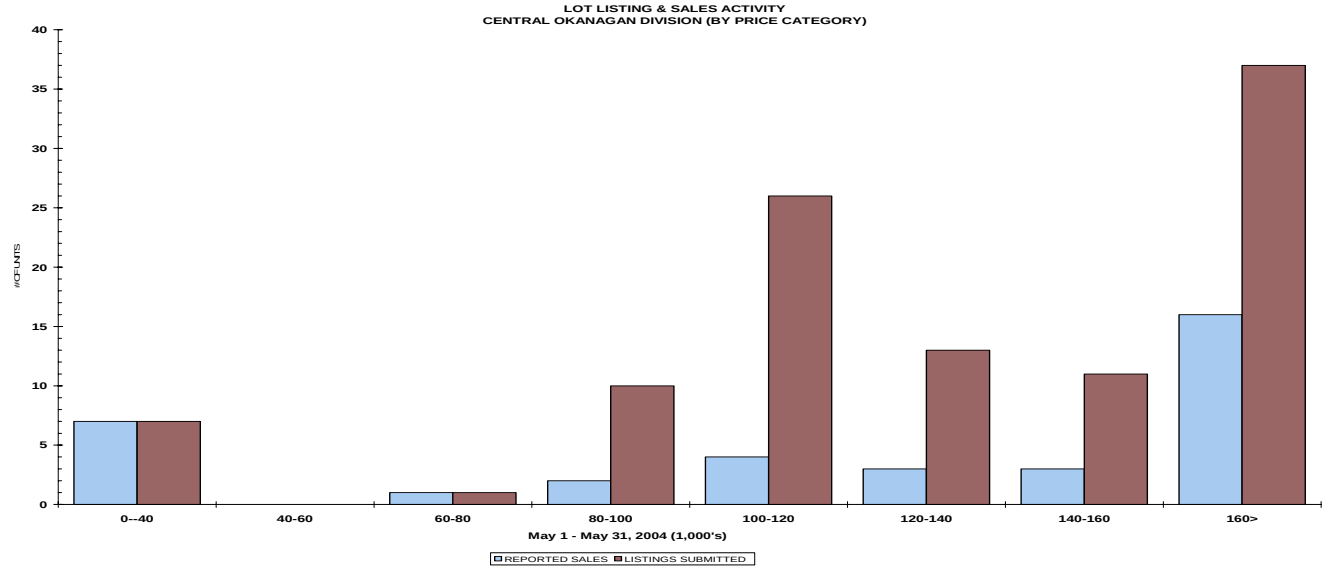
May 2004

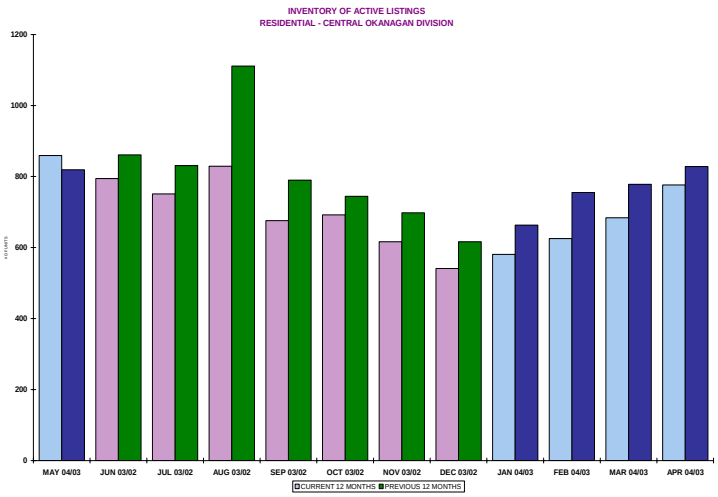
QUICK SUMMARY

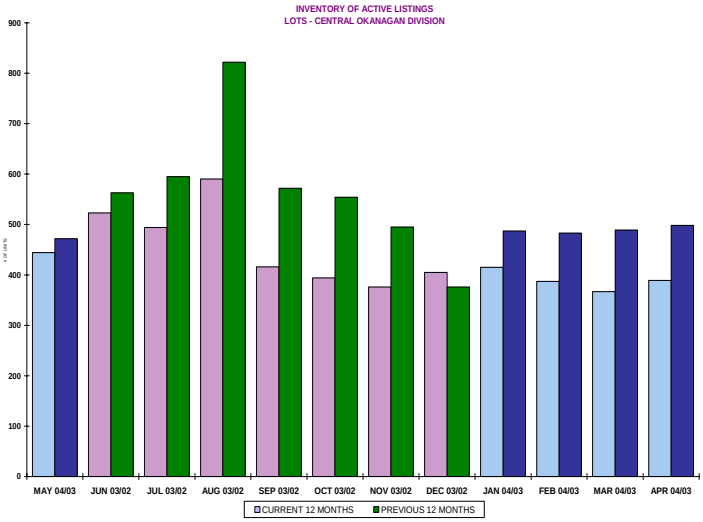
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	# of Units	$ Value	# of Units	$ Value	Listings Taken	Inventory
May 2004	500	$129,278,677	244	$72,338,893	866	2,477
April 2004	514	$128,271,846	275	$76,137,747	929	2,298
May 2003	482	$96,101,741	241	$53,553,844	688	2,564

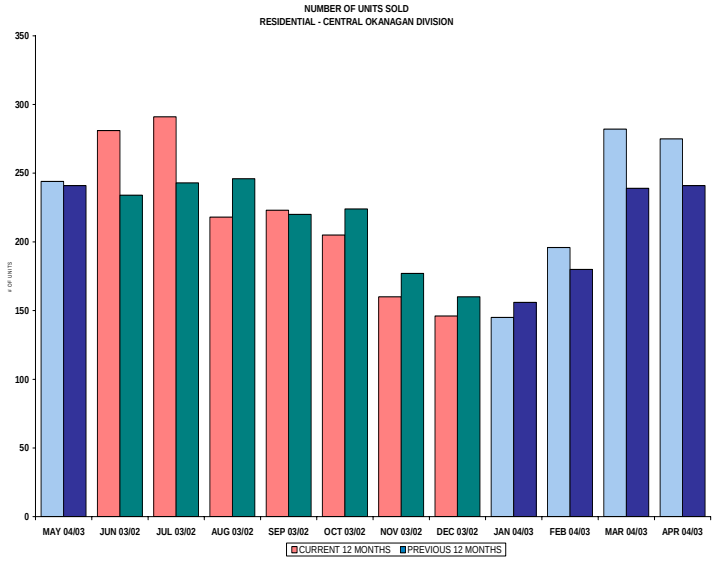
The average number of listings-per-licensee is 4.3

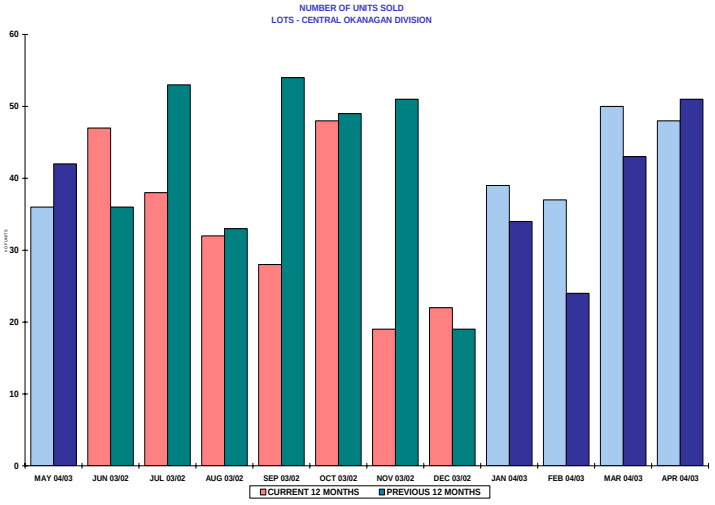












CENTRAL OKANAGAN DIVISION — May 2004

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
CONDO/APT	81	143	247	32.79%	47
CONDO/TWNHSE	51	67	169	30.18%	36
LOTS	36	105	444	8.11%	314
RESIDENTIAL	244	402	859	28.41%	49

AVERAGE HOUSE PRICE $296,471 **MEDIAN HOUSE PRICE $271,750**

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

COMPARATIVE ACTIVITY BY ZONE AS AT
May 31, 2004

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ZONE CO TOTALS						
Units Listed	866	674	28.5%	3802	3304	15.1%
Units Sold	**500**	**455**	**9.9%**	**2307**	**2044**	**12.9%**
Sales Dollars	$129,278,677	$92,811,761	39.3%	$590,609,310	$410,329,719	43.9%
List/Sell Ratio	96.49%	96.14%		96.32%	96.62%	-0.3%
Days to Sell	65	85	-23.5%	77	82	-6.1%
Active Listings	2477	2564	-3.4%			
ZONE NO TOTALS						
Units Listed	435	325	33.8%	1830	1547	18.3%
Units Sold	**289**	**239**	**20.9%**	**1202**	**897**	**34.0%**
Sales Dollars	$53,072,911	$38,297,400	38.6%	$215,856,548	$154,578,057	39.6%
List/Sell Ratio	97.41%	94.40%		96.51%	93.82%	2.9%
Days to Sell	119	159	-25.2%	116	158	-26.6%
Active Listings	1419	1761	-19.4%			
ZONE SH TOTALS						
Units Listed	222	201	10.4%	944	866	9.0%
Units Sold	**117**	**108**	**8.3%**	**499**	**359**	**39.0%**
Sales Dollars	$18,777,712	$16,246,092	15.6%	$79,891,869	$49,741,789	60.6%
List/Sell Ratio	93.85%	92.08%		92.72%	91.45%	1.4%
Days to Sell	184	298	-38.3%	196	244	-19.7%
Active Listings	1174	1506	-22.0%			
ZONE OB TOTALS						
Units Listed	15	19	-21.1%	64	75	-14.7%
Units Sold	**5**	**4**	**100.0%**	**18**	**12**	**50.0%**
Sales Dollars	$3,542,000	$2,922,500	100.0%	$6,042,500	$10,823,800	-44.2%
List/Sell Ratio	97.02%	90.91%		89.76%	85.99%	4.4%
Days to Sell	313	0	100.0%	286	243	17.7%
Active Listings	126	139	-9.4%			
GRAND TOTALS						
Units Listed	1538	1219	26.2%	6640	5792	14.6%
Units Sold	**911**	**806**	**13.0%**	**4026**	**3312**	**21.6%**
Sales Dollars	$204,671,300	$150,277,753	36.2%	$892,400,227	$625,473,365	42.7%
List/Sell Ratio	96.15%	94.81%		96.02%	95.00%	1.1%
Days to Sell	89	132	-32.6%	105	126	-16.7%
Active Listings	5196	5970	-13.0%			

LICENSEES
May 31, 2004

	TOTAL NUMBER OF LICENSEES May 31/04	TOTAL NUMBER OF LICENSEES May 31/03	CHANGE BY NUMBER	CHANGE BY %
ALL DIVISIONS	858	768	90	11.72%
CENTRAL OK DIV.	536	490	46	9.39%
NORTH OK DIV.	243	205	38	18.54%
SHUSWAP DIV.	79	68	11	16.18%

CURRENT MEMBERSHIP

AGENT LICENSEES	77
SALESPERSONS	707
PROPERTY MANAGEMENT	8
9:15 LICENCEE MEMBER	61
EXEMPTION MEMBER	5
TOTALS	**858**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	% + or -	THIS YEAR	LAST YEAR	% + or -
Acreage						
Units Listed	14	3	366.7%	63	54	16.7%
Units Sold	10	4	150.0%	41	23	78.3%
Sales Dollars	$2,207,100	$798,900	176.3%	$9,684,725	$3,908,900	147.8%
List/Sell Ratio	94.55%	93.28%		93.14%	90.31%	
Days to Sell	394	216	82.4%	267	234	14.1%
Active Inventory	62	87	-28.7%			
Average Price	$220,710	$199,725	10.5%	$236,213	$169,952	39.0%
Median Price	$192,500	$204,000	-5.6%	$200,000	$155,000	29.0%
Acreage with House						
Units Listed	24	25	-4.0%	129	119	8.4%
Units Sold	13	9	44.4%	63	40	57.5%
Sales Dollars	$5,268,000	$4,024,000	30.9%	$30,773,800	$15,391,400	99.9%
List/Sell Ratio	95.43%	95.20%		94.39%	94.04%	
Days to Sell	69	136	-49.3%	109	124	-12.1%
Active Inventory	108	137	-21.2%			
Average Price	$405,231	$447,111	-9.4%	$488,473	$384,785	26.9%
Median Price	$361,000	$385,000	-6.2%	$380,000	$301,000	26.2%
Acreage (Waterfront)						
Units Listed	0	4	-100.0%	7	8	-12.5%
Units Sold	0	1	-100.0%	3	2	50.0%
Sales Dollars	$0	$45,000	-100.0%	$4,010,000	$4,545,000	-11.8%
List/Sell Ratio	0.00%	90.18%		94.60%	95.09%	
Days to Sell	0	14	-100.0%	225	28	703.6%
Active Inventory	4	10	-60.0%			
Average Price	$0	$45,000	-100.0%	$1,336,667	$2,272,500	-41.2%
Median Price	$0	$45,000	-100.0%	$400,000	$2,272,500	-82.4%
Business						
Units Listed	10	15	-33.3%	66	68	-2.9%
Units Sold	3	1	200.0%	17	15	13.3%
Sales Dollars	$1,779,800	$215,000	727.8%	$10,190,300	$3,162,500	222.2%
List/Sell Ratio	75.78%	78.18%		82.55%	83.74%	
Days to Sell	241	199	21.1%	224	206	8.7%
Active Inventory	79	92	-14.1%			
Average Price	$593,267	$215,000	175.9%	$599,429	$210,833	184.3%
Median Price	$42,300	$215,000	-80.3%	$44,000	$180,000	-75.6%
Condo (Townhouse)						
Units Listed	67	41	63.4%	338	273	23.8%
Units Sold	51	55	-7.3%	218	232	-6.0%
Sales Dollars	$12,043,800	$9,814,700	22.7%	$48,977,563	$41,949,651	16.8%
List/Sell Ratio	97.34%	96.18%		97.68%	96.75%	
Days to Sell	36	71	-49.3%	65	71	-8.5%
Active Inventory	169	122	38.5%			
Average Price	$236,153	$178,449	32.3%	$224,668	$180,817	24.3%
Median Price	$193,000	$166,500	15.9%	$200,000	$171,500	16.6%
Condo (Apt)						
Units Listed	143	136	5.1%	516	498	3.6%
Units Sold	81	63	28.6%	349	302	15.6%
Sales Dollars	$15,584,834	$9,161,842	70.1%	$71,321,415	$41,989,421	69.9%
List/Sell Ratio	98.21%	96.31%		98.10%	95.90%	
Days to Sell	47	61	-23.0%	63	64	-1.6%
Active Inventory	247	342	-27.8%			
Average Price	$192,405	$145,426	32.3%	$204,359	$139,038	47.0%
Median Price	$165,000	$121,500	35.8%	$154,000	$120,950	27.3%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	17	14	21.4%	101	102	-1.0%
Units Sold	13	12	8.3%	64	64	0.0%
Sales Dollars	$3,145,400	$2,082,200	51.1%	$16,038,850	$12,057,560	33.0%
List/Sell Ratio	95.93%	95.73%		96.90%	95.76%	
Days to Sell	31	80	-61.3%	37	68	-45.6%
Active Inventory	43	59	-27.1%			
Average Price	$241,954	$173,517	39.4%	$250,607	$188,399	33.0%
Median Price	$212,900	$149,650	42.3%	$200,000	$168,750	18.5%
Farms						
Units Listed	12	5	140.0%	32	28	14.3%
Units Sold	3	4	-25.0%	14	16	-12.5%
Sales Dollars	$1,137,400	$2,248,000	-49.4%	$12,714,400	$7,221,500	76.1%
List/Sell Ratio	94.06%	94.51%		92.26%	92.48%	
Days to Sell	36	113	-68.1%	205	167	22.8%
Active Inventory	41	49	-16.3%			
Average Price	$379,133	$562,000	-32.5%	$908,171	$451,344	101.2%
Median Price	$377,500	$555,000	-32.0%	$532,500	$407,000	30.8%
IC&I						
Units Listed	12	15	-20.0%	43	57	-24.6%
Units Sold	0	0	0.0%	16	12	33.3%
Sales Dollars	$0	$0	0.0%	$7,769,412	$7,283,252	6.7%
List/Sell Ratio	0.00%	0.00%		96.90%	92.26%	
Days to Sell	0	0	0.0%	238	200	19.0%
Active Inventory	68	79	-13.9%			
Average Price	$0	$0	0.0%	$485,588	$606,938	-20.0%
Median Price	$0	$0	0.0%	$372,406	$452,000	-17.6%
IC&I Land						
Units Listed	3	7	-57.1%	14	28	-50.0%
Units Sold	4	4	0.0%	12	14	-14.3%
Sales Dollars	$2,955,000	$1,499,000	97.1%	$5,989,000	$4,886,500	22.6%
List/Sell Ratio	92.73%	96.44%		90.46%	90.22%	
Days to Sell	658	53	1141.5%	445	159	179.9%
Active Inventory	29	52	-44.2%			
Average Price	$738,750	$374,750	97.1%	$499,083	$349,036	43.0%
Median Price	$652,500	$362,500	80.0%	$477,500	$335,000	42.5%
Lots						
Units Listed	89	43	107.0%	317	259	22.4%
Units Sold	26	35	-25.7%	172	170	1.2%
Sales Dollars	$3,565,050	$3,772,060	-5.5%	$20,851,754	$17,452,785	19.5%
List/Sell Ratio	93.60%	97.11%		95.43%	96.58%	
Days to Sell	233	225	3.6%	161	190	-15.3%
Active Inventory	371	367	1.1%			
Average Price	$137,117	$107,773	27.2%	$121,231	$102,663	18.1%
Median Price	$145,000	$99,900	45.1%	$99,900	$92,950	7.5%
Leases						
Units Listed	16	12	33.3%	100	89	12.4%
Units Sold	3	4	-25.0%	22	27	-18.5%
Sales Dollars	$482,800	$355,572	35.8%	$1,742,750	$3,182,380	-45.2%
List/Sell Ratio	0.00%	82.01%		0.00%	82.01%	
Days to Sell	193	186	3.8%	151	189	-20.1%
Active Inventory	171	127	34.6%			
Average Price	$160,933	$88,893	81.0%	$79,216	$117,866	-32.8%
Median Price	$168,800	$75,616	123.2%	$49,440	$35,908	37.7%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots (Waterfront)						
Units Listed	2	1	100.0%	4	10	-60.0%
Units Sold	0	0	0.0%	4	4	0.0%
Sales Dollars	$0	$0	0.0%	$2,124,500	$2,584,900	-17.8%
List/Sell Ratio	0.00%	0.00%		92.57%	87.27%	
Days to Sell	0	0	0.0%	132	54	144.4%
Active Inventory	7	8	-12.5%			
Average Price	$0	$0	0.0%	$490,000	$620,000	-21.0%
Median Price	$0	$0	0.0%	$490,000	$620,000	-21.0%
Multi-Family						
Units Listed	0	1	-100.0%	9	25	-64.0%
Units Sold	2	2	0.0%	6	7	-14.3%
Sales Dollars	$828,000	$1,681,000	-50.7%	$2,267,000	$2,624,001	-13.6%
List/Sell Ratio	98.94%	97.82%		95.51%	95.42%	
Days to Sell	34	19	78.9%	122	62	96.8%
Active Inventory	9	21	-57.1%			
Average Price	$414,000	$840,500	-50.7%	$377,833	$374,857	0.8%
Median Price	$414,000	$840,500	-50.7%	$403,000	$280,000	43.9%
Mobile Homes						
Units Listed	39	40	-2.5%	230	193	19.2%
Units Sold	41	30	36.7%	150	111	35.1%
Sales Dollars	$2,805,600	$1,540,300	82.1%	$8,003,569	$4,921,650	62.6%
List/Sell Ratio	92.07%	86.33%		91.34%	87.28%	
Days to Sell	60	112	-46.4%	71	103	-31.1%
Active Inventory	134	150	-10.7%			
Average Price	$68,429	$51,343	33.3%	$53,357	$52,130	2.4%
Median Price	$53,000	$50,250	5.5%	$42,700	$35,200	21.3%
Recreational Properties						
Units Listed	3	2	50.0%	18	11	63.6%
Units Sold	1	1	0.0%	6	4	50.0%
Sales Dollars	$395,000	$52,500	652.4%	$16,389,000	$472,000	3372.2%
List/Sell Ratio	99.74%	82.15%		97.38%	86.31%	
Days to Sell	206	50	312.0%	162	101	60.4%
Active Inventory	15		0.0%			
Average Price	$395,000	$52,500	652.4%	$2,731,500	$118,000	2214.8%
Median Price	$395,000	$52,500	652.4%	$344,950	$59,750	477.3%
Residential						
Units Listed	402	298	34.9%	1768	1438	22.9%
Units Sold	244	222	9.9%	1138	979	16.2%
Sales Dollars	$72,338,893	$50,587,687	43.0%	$309,629,272	$223,063,819	38.8%
List/Sell Ratio	96.95%	96.83%		96.98%	97.27%	
Days to Sell	49	65	-24.6%	50	59	-15.3%
Active Inventory	859	819	4.9%			
Average Price	$296,471	$227,872	30.1%	$272,082	$227,849	19.4%
Median Price	$271,750	$216,000	25.8%	$252,250	$208,000	21.3%
Residential (Waterfront)						
Units Listed	12	11	9.1%	40	42	-4.8%
Units Sold	5	8	-37.5%	12	22	-45.5%
Sales Dollars	$4,742,000	$4,934,000	-3.9%	$12,132,000	$13,632,500	-11.0%
List/Sell Ratio	95.76%	93.82%		93.90%	94.55%	
Days to Sell	86	56	53.6%	105	55	90.9%
Active Inventory	42	43	-2.3%			
Average Price	$948,400	$616,750	53.8%	$1,011,000	$619,659	63.2%
Median Price	$799,000	$492,000	62.4%	$921,000	$528,000	74.4%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Timeshares						
Units Listed	1	1	0.0%	7	2	250.0%
Units Sold	**0**	**0**	**0.0%**	**0**	**0**	**0.0%**
Sales Dollars	$0	$0	0.0%	$0	$0	0.0%
List/Sell Ratio	0.00%	0.00%		0.00%	0.00%	
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	19	0	100.0%			
Average Price	$0	$0	0.0%	$0	$0	0.0%
Median Price	$0	$0	0.0%	$0	$0	0.0%
CENTRAL OKANAGAN - TOTALS						
Units Listed	866	674	28.5%	3802	3304	15.1%
Units Sold	500	455	9.9%	2307	2044	12.9%
Sales Dollars	$129,278,677	$92,811,761	39.3%	$590,609,310	$410,329,719	43.9%
List/Sell Ratio	96.49%	96.14%		96.32%	96.62%	
Days to Sell	65	85	-23.5%	77	82	-6.1%
Active Inventory	2477	2564	-3.4%			

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 150000	9	33	2	34
150001 to 180000	5	69	7	72
180001 to 210000	27	164	30	172
210001 to 240000	50	273	48	216
240001 to 270000	44	234	34	179
270001 to 300000	59	232	36	145
300001 to 330000	55	177	22	100
330001 to 360000	39	161	23	76
360001 to 390000	25	101	11	48
390001 to 420000	18	69	9	29
420001 to 450000	21	71	7	14
450001 to 480000	12	41	2	10
480001 and over	38	151	14	43
Totals	402	1776	245	1138

Central Division Lot Listing/Sales Analysis

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 40000	7	45	7	37
40001 to 60000	0	7	0	6
60001 to 80000	1	5	1	13
80001 to 100000	10	35	2	40
100001 to 120000	26	65	4	28
120001 to 140000	13	31	3	12
140001 to 160000	11	21	3	11
160001 and over	37	182	16	73
Totals	105	391	36	220