

**CENTRAL DIVISION
MONTHLY STATISTICS**

FOR

June 1 - 30th, 2003

CENTRAL OKANAGAN DIVISION

STAT - O - GRAM

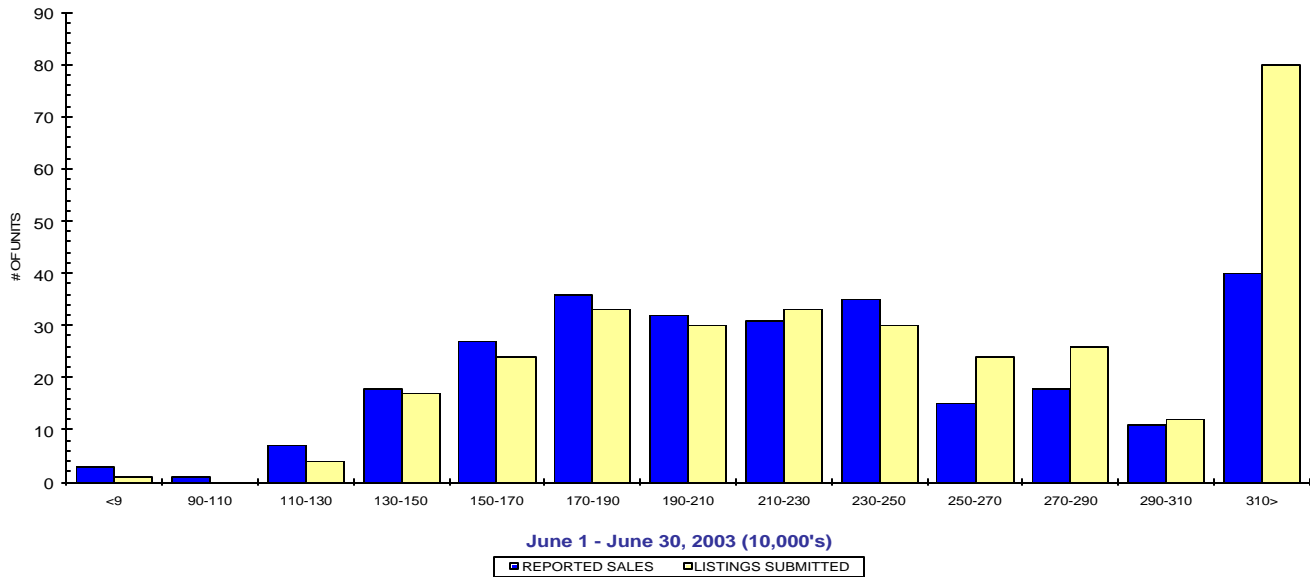
June 2003

QUICK SUMMARY

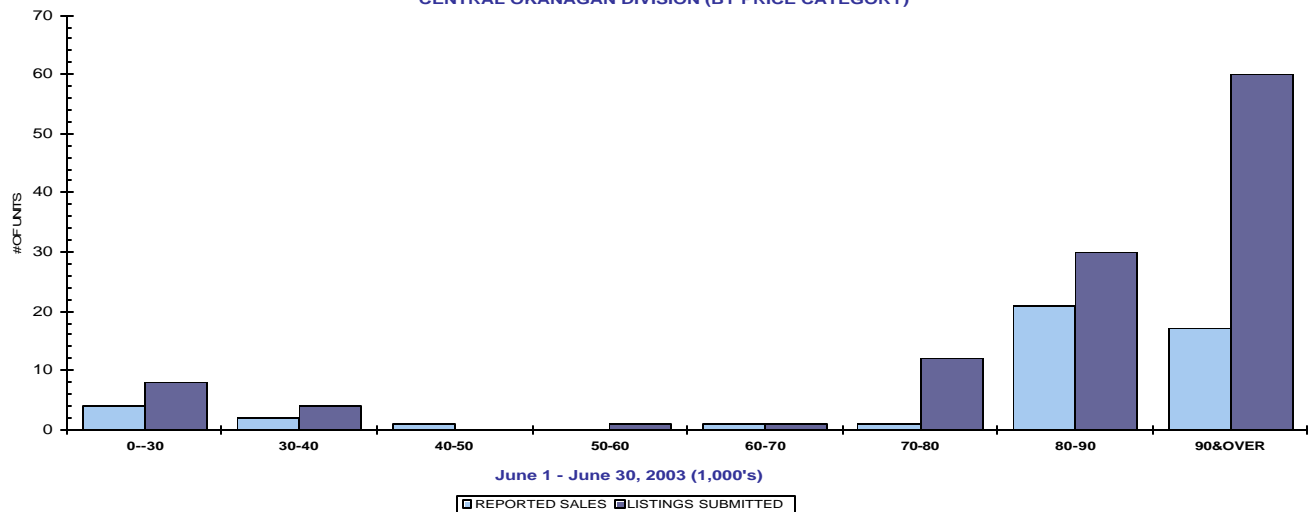
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	<u># of Units</u>	<u>\$ Value</u>	<u># of Units</u>	<u>\$ Value</u>	<u>Listings Taken</u>	<u>Inventory</u>
June 2003	491	\$106,631,612	281	\$67,247,770	658	2,506
May 2003	482	\$96,101,741	241	\$53,553,844	688	2,564
June 2002	432	\$81,439,619	234	\$49,268,651	702	2,890

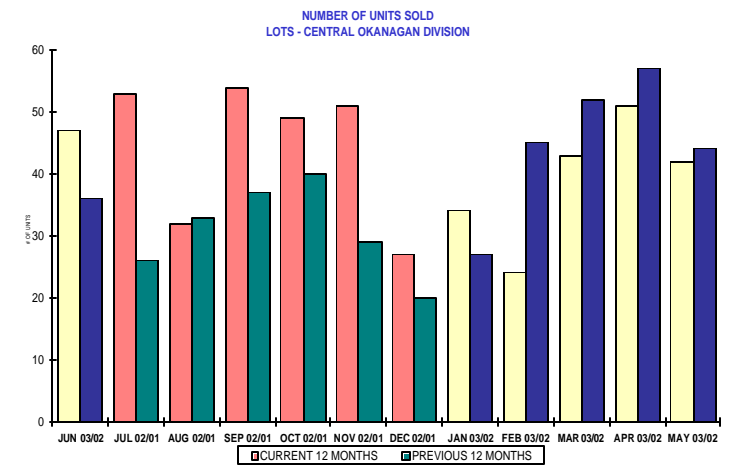
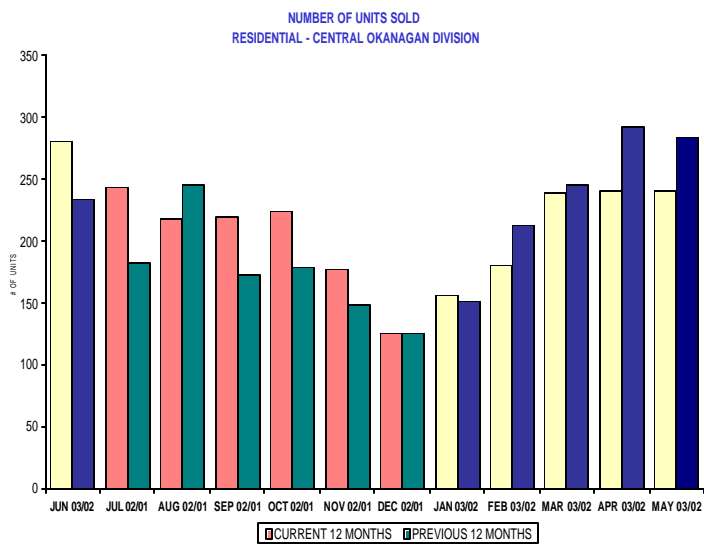
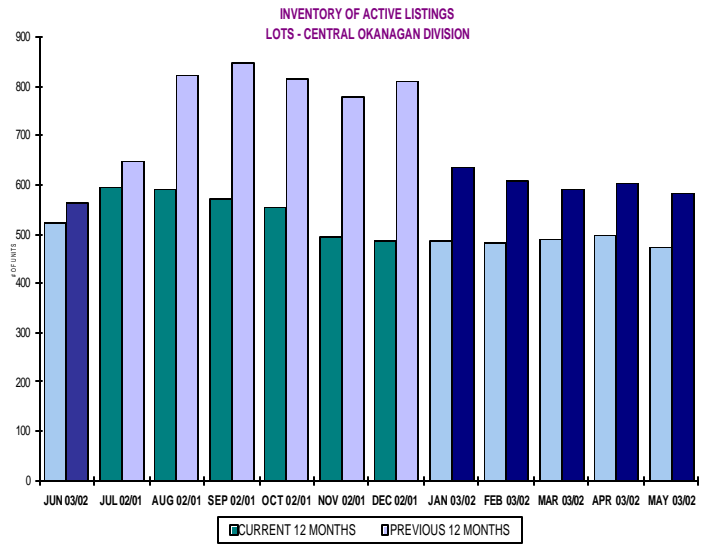
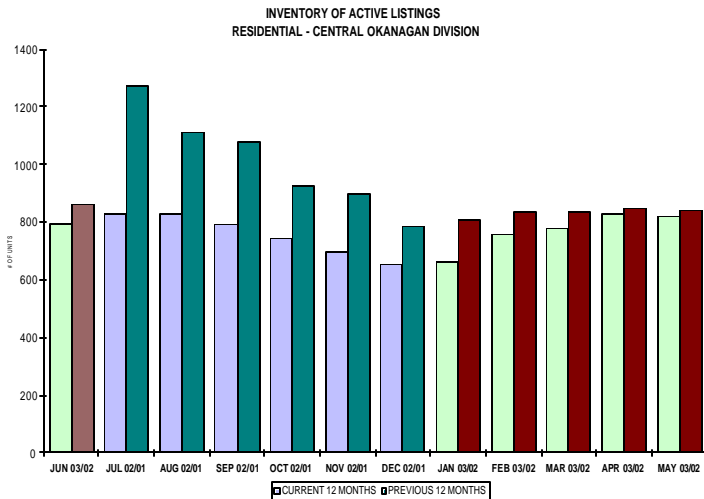
The average number of listings-per-licensee is 5.0

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



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





CENTRAL OKANAGAN DIVISION

June 2003

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
CONDO/APT	49	59	269	18.22%	54
CONDO/TWNHSE	38	29	108	35.19%	71
LOTS	47	116	523	8.99%	127
RESIDENTIAL	281	325	794	35.39%	61

AVERAGE HOUSE PRICE \$239,316

MEDIAN HOUSE PRICE \$223,000

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

**COMPARATIVE ACTIVITY BY ZONE AS AT
June 30, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ZONE CO TOTALS						
Units Listed	658	712	-7.58%	4133	4412	-6.32%
Units Sold	491	441	11.34%	2580	2699	-4.41%
Sales Dollars	\$106,631,612	\$83,572,369	27.59%	\$544,802,033	\$484,194,936	12.52%
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	2506	2890	-13.29%			
ZONE NO TOTALS						
Units Listed	298	409	-27.14%	1956	2057	-4.91%
Units Sold	240	190	26.32%	1148	980	17.14%
Sales Dollars	\$42,281,150	\$30,122,607	40.36%	\$190,594,156	\$149,818,778	27.22%
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	1713	2108	-18.74%			
ZONE SH TOTALS						
Units Listed	186	222	-16.22%	1081	1153	-6.24%
Units Sold	118	99	19.19%	485	400	21.25%
Sales Dollars	\$19,197,789	\$13,074,550	46.83%	\$69,979,928	\$55,487,526	26.12%
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	1504	1769	-14.98%			
ZONE OB TOTALS						
Units Listed	29	12	141.67%	104	127	-18.11%
Units Sold	1	7	0.00%	17	12	41.67%
Sales Dollars	\$2,000	\$1,000,201	-99.80%	\$12,950,600	\$3,233,701	300.49%
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	159	147	8.16%			
GRAND TOTALS						
Units Listed	1171	1355	-13.58%	7274	7749	-6.13%
Units Sold	850	737	15.33%	4230	4091	3.40%
Sales Dollars	\$168,112,551	\$127,769,727	31.57%	\$818,326,717	\$692,734,941	18.13%
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	5882	6914	-14.93%			

LICENSEES
June 30, 2003

	TOTAL NUMBER OF LICENSEES June 30/03	TOTAL NUMBER OF LICENSEES June 30/02	CHANGE BY NUMBER	CHANGE BY %
ALL DIVISIONS	776	686	90	13.12%
CENTRAL OK DIV.	500	434	66	15.21%
NORTH OK DIV.	209	184	25	13.59%
SHUSWAP DIV.	67	68	-1	-1.47%
CURRENT MEMBERSHIP				
AGENT LICENSEES	71			
SALESPERSONS	634			
PROPERTY MANAGEMENT	9			
9:15 LICENCEE MEMBER	60			
EXEMPTION MEMBER	2			
TOTALS	776			

**Central Division Comparative Activity By Property Type
June 30, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	12	28	-57.1%	60	110	-45.5%
Units Sold	5	6	-16.7%	27	19	42.1%
Sales Dollars	\$676,000	\$1,610,500	-58.0%	\$4,404,900	\$4,564,700	-3.5%
List/Sell Ratio	98.78%	87.56%	12.8%	91.95%	87.10%	5.6%
Days to Sell	230	145	58.6%	236	177	33.3%
Active Inventory	88	139	-36.7%			
Average Price	\$135,200	\$268,417	-49.6%	\$163,144	\$240,247	-32.1%
Median Price	\$125,000	\$205,500	-39.2%	\$139,500	\$155,000	-10.0%
Acreage with House						
Units Listed	21	34	-38.2%	137	178	-23.0%
Units Sold	10	13	-23.1%	48	61	-21.3%
Sales Dollars	\$5,245,000	\$6,129,700	-14.4%	\$20,516,400	\$23,298,000	-11.9%
List/Sell Ratio	96.12%	94.88%	1.3%	94.57%	94.07%	0.5%
Days to Sell	162	87	86.2%	136	131	3.8%
Active Inventory	135	163	-17.2%			
Average Price	\$524,500	\$471,515	11.2%	\$427,425	\$381,934	11.9%
Median Price	\$382,500	\$355,000	7.7%	\$320,250	\$319,500	0.2%
Acreage (Waterfront)						
Units Listed	1	4	-75.0%	11	9	22.2%
Units Sold	0	0	0.0%	2	1	0.0%
Sales Dollars	\$0	\$0	0.0%	\$454,500	\$270,000	68.3%
List/Sell Ratio	0.00%	0.00%	0.0%	95.09%	79.64%	19.4%
Days to Sell	0	0	0.0%	32	259	-87.6%
Active Inventory	11	18	-38.9%			
Average Price	\$0	\$0	0.0%	\$227,250	\$270,000	-15.8%
Median Price	\$0	\$0	0.0%	\$2,272,500	\$270,000	741.7%
Business						
Units Listed	9	13	-30.8%	78	113	-31.0%
Units Sold	0	5	-100.0%	16	16	0.0%
Sales Dollars	\$0	\$372,500	-100.0%	\$3,197,500	\$2,916,500	9.6%
List/Sell Ratio	0.00%	78.55%	-100.0%	81.33%	80.52%	1.0%
Days to Sell	0	194	-100.0%	205	187	9.6%
Active Inventory	91	129	-29.5%			
Average Price	\$0	\$74,500	-100.0%	\$199,844	\$182,281	9.6%
Median Price	\$0	\$93,000	-100.0%	\$140,000	\$91,500	53.0%
Condo (Townhouse)						
Units Listed	29	69	-58.0%	291	369	-21.1%
Units Sold	38	47	-19.1%	262	274	-4.4%
Sales Dollars	\$6,942,194	\$8,423,850	-17.6%	\$48,107,245	\$46,798,357	2.8%
List/Sell Ratio	96.48%	96.92%	-0.5%	96.72%	96.33%	0.4%
Days to Sell	71	69	2.9%	76	76	0.0%
Active Inventory	108	123	-12.2%			
Average Price	\$182,689	\$179,231	1.9%	\$183,615	\$170,797	7.5%
Median Price	\$149,500	\$175,000	-14.6%	\$170,000	\$155,500	9.3%
Condo (Apt)						
Units Listed	59	75	-21.3%	574	569	0.9%
Units Sold	49	46	6.5%	347	353	-1.7%
Sales Dollars	\$6,423,068	\$5,677,850	13.1%	\$47,998,760	\$41,520,317	15.6%
List/Sell Ratio	95.98%	94.90%	1.1%	95.91%	95.20%	0.7%
Days to Sell	54	84	-35.7%	66	84	-21.4%
Active Inventory	269	324	-17.0%			
Average Price	\$131,083	\$123,432	6.2%	\$138,325	\$117,621	17.6%
Median Price	\$122,500	\$111,000	10.4%	\$121,400	\$108,000	12.4%

Central Division Comparative Activity By Property Type

June 30, 2003

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	20	16	25.0%	129	108	19.4%
Units Sold	18	11	63.6%	83	71	16.9%
Sales Dollars	\$3,158,900	\$1,650,600	91.4%	\$15,360,460	\$11,335,331	35.5%
List/Sell Ratio	94.88%	94.02%	0.9%	95.57%	94.70%	0.9%
Days to Sell	76	63	20.6%	76	98	-22.4%
Active Inventory	56	59	-5.1%			
Average Price	\$175,494	\$150,055	17.0%	\$185,066	\$159,653	15.9%
Median Price	\$156,250	\$150,000	4.2%	\$164,300	\$151,000	8.8%
Farms						
Units Listed	5	7	-28.6%	33	49	-32.7%
Units Sold	3	4	-25.0%	18	13	38.5%
Sales Dollars	\$1,412,000	\$3,765,000	-62.5%	\$8,148,500	\$6,993,000	16.5%
List/Sell Ratio	96.99%	89.33%	8.6%	93.01%	90.18%	3.1%
Days to Sell	50	151	-66.9%	157	219	-28.3%
Active Inventory	50	69	-27.5%			
Average Price	\$470,667	\$941,250	-50.0%	\$452,694	\$537,923	-15.8%
Median Price	\$485,000	\$1,040,000	-53.4%	\$407,000	\$400,000	1.8%
IC&I						
Units Listed	7	12	-41.7%	66	55	20.0%
Units Sold	5	4	25.0%	17	22	-22.7%
Sales Dollars	\$3,425,000	\$1,031,000	232.2%	\$10,584,917	\$12,003,000	-11.8%
List/Sell Ratio	92.35%	88.40%	4.5%	92.44%	90.44%	2.2%
Days to Sell	70	156	-55.1%	148	202	-26.7%
Active Inventory	76	65	16.9%			
Average Price	\$685,000	\$257,750	165.8%	\$622,642	\$545,591	14.1%
Median Price	\$330,000	\$303,000	8.9%	\$330,000	\$345,500	-4.5%
IC&I Land						
Units Listed	3	5	-40.0%	31	50	-38.0%
Units Sold	3	1	200.0%	14	4	250.0%
Sales Dollars	\$988,000	\$297,000	232.7%	\$4,799,500	\$4,082,000	17.6%
List/Sell Ratio	90.99%	100.00%	-9.0%	89.77%	92.18%	-2.6%
Days to Sell	278	122	127.9%	197	88	123.9%
Active Inventory	47	75	-37.3%			
Average Price	\$329,333	\$297,000	10.9%	\$342,821	\$1,020,500	-66.4%
Median Price	\$362,500	\$297,000	22.1%	\$309,500	\$892,500	-65.3%
Lots						
Units Listed	101	34	197.1%	362	275	31.6%
Units Sold	41	29	41.4%	206	233	-11.6%
Sales Dollars	\$3,651,748	\$2,123,500	72.0%	\$43,838,805	\$19,876,104	120.6%
List/Sell Ratio	98.02%	93.36%	5.0%	96.84%	94.61%	2.4%
Days to Sell	137	107	28.0%	176	229	-23.1%
Active Inventory	415	391	6.1%			
Average Price	\$89,067	\$73,224	21.6%	\$212,810	\$85,305	149.5%
Median Price	\$84,000	\$71,900	16.8%	\$89,900	\$79,900	12.5%
Leases						
Units Listed	18	24	-25.0%	112	122	-8.2%
Units Sold	4	8	-50.0%	33	28	17.9%
Sales Dollars	\$290,532	\$412,468	-29.6%	\$3,632,711	\$1,263,624	187.5%
List/Sell Ratio	0.00%	0.00%	0.0%	82.01%	100.00%	-18.0%
Days to Sell	109	295	-63.1%	194	249	-22.1%
Active Inventory	138	155	-11.0%			
Average Price	\$72,633	\$51,559	40.9%	\$110,082	\$45,129	143.9%
Median Price	\$42,312	\$22,220	151.7%	\$37,374	\$35,700	4.7%

**Central Division Comparative Activity by Property Type
June 30, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots (Waterfront)						
Units Listed	2	2	0.0%	11	15	-26.7%
Units Sold	1	1	0.0%	5	6	-16.7%
Sales Dollars	\$240,000	\$86,000	179.1%	\$2,824,900	\$646,500	337.0%
List/Sell Ratio	96.38%	96.62%	-0.2%	89.54%	88.84%	0.8%
Days to Sell	14	30	-53.3%	48	171	-71.9%
Active Inventory	9	15	-40.0%			
Average Price	\$240,000	\$86,000	179.1%	\$564,980	\$107,750	424.3%
Median Price	\$240,000	\$86,000	179.1%	\$605,000	\$79,500	661.0%
Multi-Family						
Units Listed	0	3	-100.0%	26	26	0.0%
Units Sold	0	2	-100.0%	7	13	-46.2%
Sales Dollars	\$0	\$757,500	-100.0%	\$2,624,001	\$4,187,000	-37.3%
List/Sell Ratio	0.00%	95.79%	-100.0%	95.42%	92.56%	3.1%
Days to Sell	0	64	-100.0%	68	111	-38.7%
Active Inventory	21	19	10.5%			
Average Price	\$0	\$378,750	-100.0%	\$374,857	\$322,077	16.4%
Median Price	\$0	\$276,000	-100.0%	\$280,000	\$271,000	3.3%
Mobile Homes						
Units Listed	40	56	-28.6%	235	332	-29.2%
Units Sold	27	28	-3.6%	137	138	-0.7%
Sales Dollars	\$1,251,900	\$986,250	26.9%	\$5,980,450	\$4,710,504	27.0%
List/Sell Ratio	89.37%	87.11%	2.6%	87.59%	86.21%	1.6%
Days to Sell	97	92	5.4%	115	98	17.3%
Active Inventory	153	236	-35.2%			
Average Price	\$46,367	\$35,223	31.6%	\$43,653	\$34,134	27.9%
Median Price	\$43,000	\$30,375	41.6%	\$36,000	\$28,000	28.6%
Residential						
Units Listed	325	321	1.2%	1919	1986	-3.4%
Units Sold	281	234	20.1%	1325	1421	-6.8%
Sales Dollars	\$67,247,770	\$49,268,651	36.5%	\$302,055,684	\$284,623,999	6.1%
List/Sell Ratio	96.54%	96.70%	-0.2%	97.11%	96.49%	0.6%
Days to Sell	61	56	8.9%	63	70	-10.0%
Active Inventory	794	861	-7.8%			
Average Price	\$239,316	\$210,550	13.7%	\$227,967	\$200,298	13.8%
Median Price	\$223,000	\$191,175	16.6%	\$206,500	\$185,000	11.6%
Residential (Waterfront)						
Units Listed	6	9	-33.3%	58	46	26.1%
Units Sold	6	2	200.0%	33	26	26.9%
Sales Dollars	\$5,679,500	\$980,000	479.5%	\$20,272,800	\$15,106,000	34.2%
List/Sell Ratio	94.33%	93.44%	1.0%	94.06%	91.30%	3.0%
Days to Sell	70	233	-70.0%	72	144	-50.0%
Active Inventory	45	49	-8.2%			
Average Price	\$946,583	\$490,000	93.2%	\$614,327	\$581,000	5.7%
Median Price	\$772,500	\$490,000	57.7%	\$549,000	\$538,000	2.0%
CENTRAL OKANAGAN - TOTALS						
Units Listed	658	712	-7.6%	4133	4412	-6.3%
Units Sold	491	441	11.3%	2580	2699	-4.4%
Sales Dollars	\$106,631,612	\$83,572,369	27.6%	\$544,802,033	\$484,194,936	12.5%
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	2506	2890	-13.3%			

**Central Residential Listing/Sales Analysis
June 30, 2003**

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 90000	1	9	3	12
90001 to 110000	0	9	1	14
110001 to 130000	4	34	7	40
130001 to 150000	17	86	18	89
150001 to 170000	24	175	27	170
170001 to 190000	33	238	36	199
190001 to 210000	30	168	32	152
210001 to 230000	33	214	31	144
230001 to 250000	30	185	35	124
250001 to 270000	24	131	15	79
270001 to 290000	26	115	18	67
290001 to 310000	12	70	11	40
310001 and over	80	433	40	171
Totals	314	1867	274	1301

Central Division Lot Listing/Sales Analysis				
Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 30000	8	33	4	14
30001 to 40000	4	9	2	7
40001 to 50000	0	15	1	9
50001 to 60000	1	11	0	7
60001 to 70000	1	15	1	12
70001 to 80000	12	29	1	18
80001 to 90000	30	71	21	43
90001 and over	60	261	17	130
Totals	116	444	47	240