

**CENTRAL DIVISION
MONTHLY STATISTICS**

FOR

July 1 - 31, 2003

CENTRAL OKANAGAN DIVISION

STAT - O - GRAM

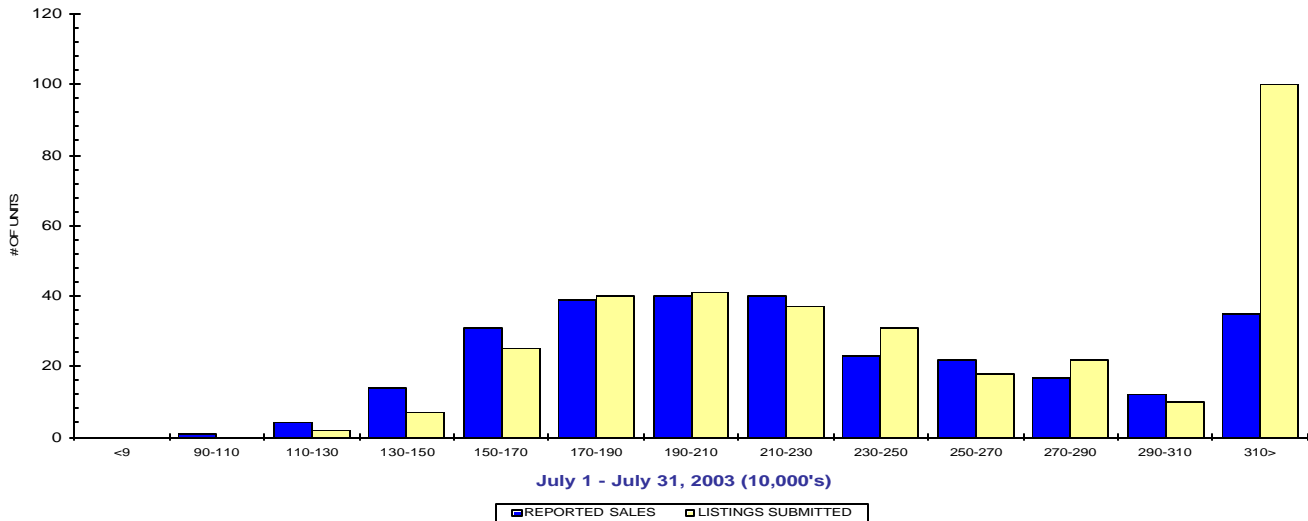
July 2003

QUICK SUMMARY

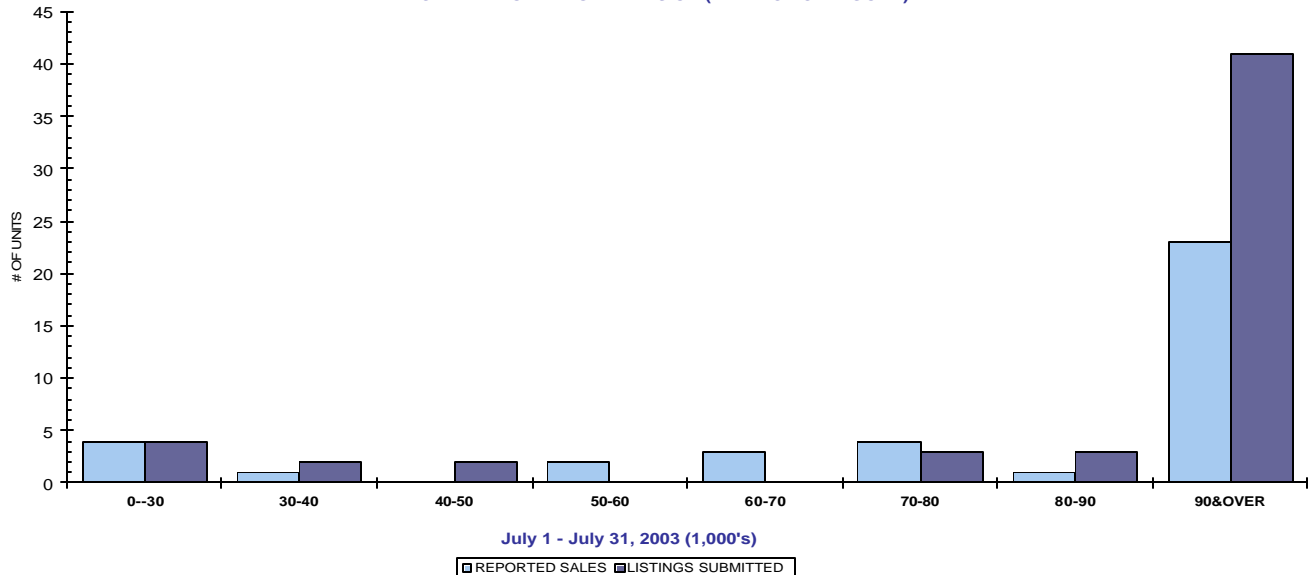
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	<u># of Units</u>	<u>\$ Value</u>	<u># of Units</u>	<u>\$ Value</u>	<u>Listings Taken</u>	<u>Inventory</u>
July 2003	520	\$117,656,689	291	\$68,129,951	684	2,386
June 2003	491	\$96,101,741	241	\$53,553,844	688	2,564
July 2002	451	\$92,176,595	243	\$50,988,875	736	2,830

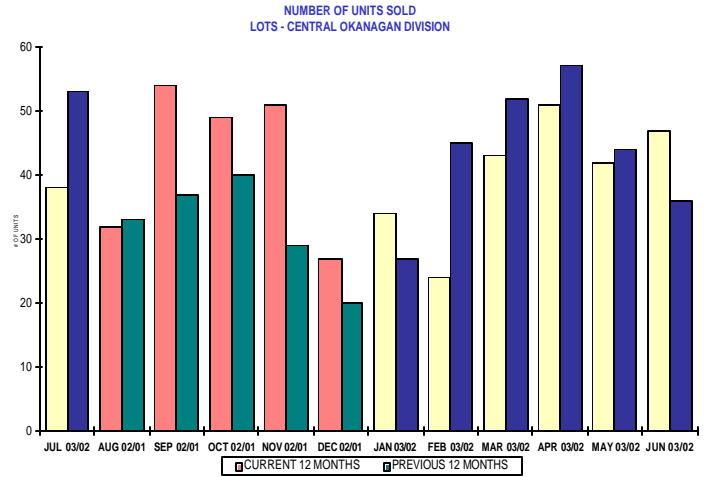
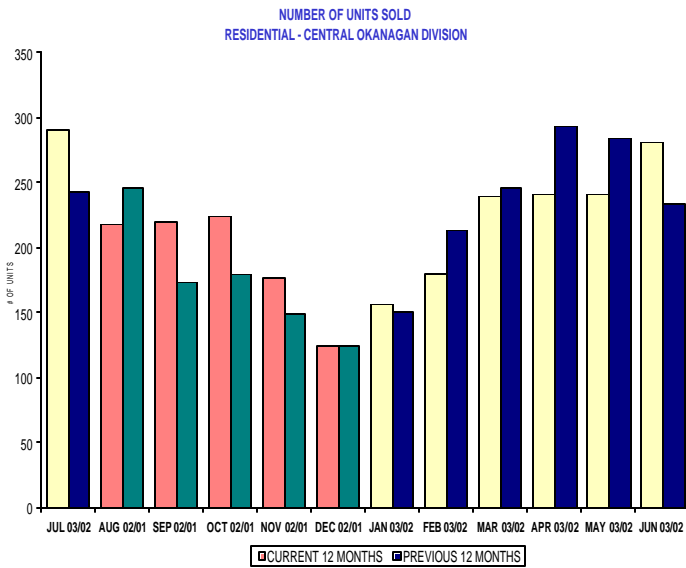
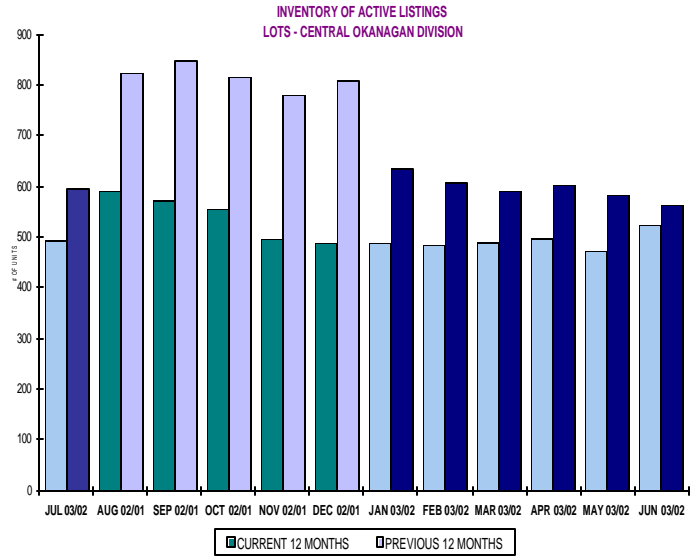
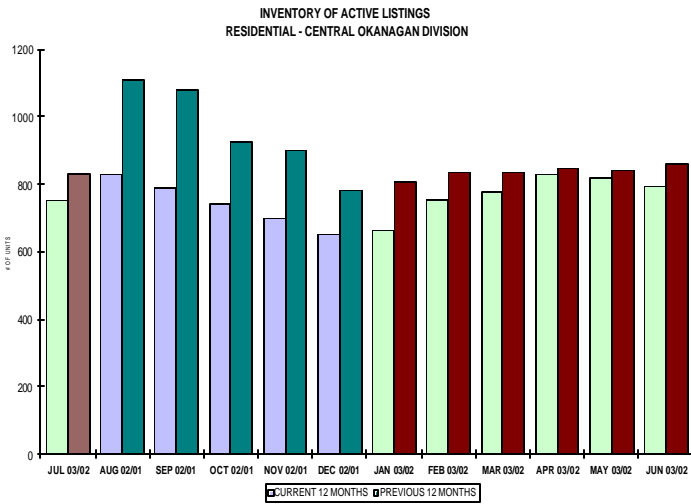
The average number of listings-per-licensee is 4.8

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



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





CENTRAL OKANAGAN DIVISION

July 2003

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
CONDO/APT	74	66	238	31.09%	79
CONDO/TWNHSE	35	37	99	35.35%	57
LOTS	38	54	494	7.69%	292
RESIDENTIAL	291	348	751	38.75%	56

AVERAGE HOUSE PRICE \$234,124

MEDIAN HOUSE PRICE \$217,500

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

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

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ZONE CO TOTALS						
Units Listed	684	747	-8.43%	4818	5159	-6.61%
Units Sold	520	471	10.40%	3096	3168	-2.27%
Sales Dollars	\$117,656,689	\$96,661,895	21.72%	\$642,901,321	\$580,856,832	10.68%
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	2386	2792	-14.54%			
ZONE NO TOTALS						
Units Listed	377	356	5.90%	2334	2413	-3.27%
Units Sold	263	184	42.93%	1408	1164	20.96%
Sales Dollars	\$44,529,085	\$31,685,819	40.53%	\$234,610,741	\$181,504,595	29.26%
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	1649	1968	-16.21%			
ZONE SH TOTALS						
Units Listed	187	205	-8.78%	1226	1346	-8.92%
Units Sold	130	107	21.50%	614	503	22.07%
Sales Dollars	\$22,162,517	\$13,782,700	60.80%	\$89,027,694	\$68,767,011	29.46%
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	1451	1586	-8.51%			
ZONE OB TOTALS						
Units Listed	16	17	-5.88%	120	145	-17.24%
Units Sold	1	3	-66.67%	18	15	20.00%
Sales Dollars	\$167,000	\$471,250	-64.56%	\$13,117,600	\$3,704,951	254.06%
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	151	146	3.42%			
GRAND TOTALS						
Units Listed	1264	1325	-4.60%	8498	9063	-6.23%
Units Sold	914	765	19.48%	5136	4850	5.90%
Sales Dollars	\$184,515,291	\$142,601,664	29.39%	\$979,657,356	\$834,833,389	17.35%
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	5637	6492	-13.17%			

LICENSEES
July 31, 2003

	TOTAL NUMBER OF LICENSEES July 31/03	TOTAL NUMBER OF LICENSEES July 31/02	CHANGE BY NUMBER	CHANGE BY %
ALL DIVISIONS	780	691	89	12.88%
CENTRAL OK DIV.	498	439	59	13.44%
NORTH OK DIV.	214	185	29	15.68%
SHUSWAP DIV.	68	67	1	1.49%
CURRENT MEMBERSHIP				
AGENT LICENSEES	71			
SALESPERSONS	638			
PROPERTY MANAGEMENT	9			
9:15 LICENCEE MEMBER	60			
EXEMPTION MEMBER	2			
TOTALS	780			

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

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	12	22	-45.5%	72	132	-45.5%
Units Sold	7	2	250.0%	32	21	52.4%
Sales Dollars	\$1,577,500	\$796,358	98.1%	\$5,684,400	\$5,361,058	6.0%
List/Sell Ratio	91.88%	84.09%	9.3%	91.73%	86.80%	5.7%
Days to Sell	223	127	75.6%	241	172	40.1%
Active Inventory	75	146	-48.6%			
Average Price	\$225,357	\$398,179	-43.4%	\$177,638	\$255,288	-30.4%
Median Price	\$142,500	\$398,179	-64.2%	\$141,000	\$155,000	-9.0%
Acreage with House						
Units Listed	28	39	-28.2%	165	217	-24.0%
Units Sold	13	16	-18.8%	61	77	-20.8%
Sales Dollars	\$6,391,400	\$6,570,000	-2.7%	\$26,907,800	\$29,868,000	-9.9%
List/Sell Ratio	90.48%	93.81%	-3.5%	93.67%	94.02%	-0.4%
Days to Sell	131	128	2.3%	135	131	3.1%
Active Inventory	136	172	-20.9%			
Average Price	\$491,646	\$410,625	19.7%	\$441,111	\$387,896	13.7%
Median Price	\$377,500	\$362,000	4.3%	\$325,000	\$320,000	1.6%
Acreage (Waterfront)						
Units Listed	0	2	-100.0%	11	11	0.0%
Units Sold	1	0	100.0%	3	1	200.0%
Sales Dollars	\$650,000	\$0	100.0%	\$5,195,000	\$270,000	1824.1%
List/Sell Ratio	81.76%	0.00%	100.0%	90.64%	79.64%	13.8%
Days to Sell	143	0	100.0%	69	259	-73.4%
Active Inventory	8	18	-55.6%			
Average Price	\$650,000	\$0	100.0%	\$1,731,667	\$270,000	541.4%
Median Price	\$650,000	\$0	100.0%	\$650,000	\$270,000	140.7%
Business						
Units Listed	22	18	22.2%	100	131	-23.7%
Units Sold	1	2	-50.0%	17	18	-5.6%
Sales Dollars	\$16,000	\$3,875,000	-99.6%	\$3,213,500	\$6,791,500	-52.7%
List/Sell Ratio	100.00%	92.77%	7.8%	82.58%	81.28%	1.6%
Days to Sell	59	161	-63.4%	197	184	7.1%
Active Inventory	96	124	-22.6%			
Average Price	\$16,000	\$0	100.0%	\$189,029	\$377,306	-49.9%
Median Price	\$16,000	\$1,937,500	-99.2%	\$100,000	\$91,500	9.3%
Condo (Townhouse)						
Units Listed	37	47	-21.3%	328	416	-21.2%
Units Sold	35	46	-23.9%	297	320	-7.2%
Sales Dollars	\$6,471,500	\$7,690,300	-15.8%	\$54,578,745	\$54,488,657	0.2%
List/Sell Ratio	96.06%	96.38%	-0.3%	96.64%	96.34%	
Days to Sell	57	75	-24.0%	74	76	-2.6%
Active Inventory	99	111	-10.8%			
Average Price	\$184,900	\$167,180	10.6%	\$183,767	\$170,277	7.9%
Median Price	\$159,500	\$152,000	4.9%	\$166,500	\$155,000	7.4%
Condo (Apt)						
Units Listed	66	60	10.0%	640	629	1.7%
Units Sold	74	36	105.6%	421	389	8.2%
Sales Dollars	\$12,846,800	\$3,707,750	246.5%	\$60,845,560	\$45,228,067	34.5%
List/Sell Ratio	95.33%	95.15%	0.2%	95.81%	95.19%	
Days to Sell	79	82	-3.7%	68	83	-18.1%
Active Inventory	238	321	-25.9%			
Average Price	\$173,605	\$102,993	68.6%	\$144,526	\$116,268	24.3%
Median Price	\$115,250	\$86,950	32.5%	\$120,000	\$106,000	13.2%

Central Division Comparative Activity By Property Type

July 31, 2003

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	16	13	23.1%	145	121	19.8%
Units Sold	16	14	14.3%	99	85	16.5%
Sales Dollars	\$3,071,300	\$2,109,000	45.6%	\$18,431,760	\$13,444,331	37.1%
List/Sell Ratio	95.63%	95.35%	0.3%	95.58%	94.81%	0.8%
Days to Sell	52	92	-43.5%	72	97	-25.8%
Active Inventory	48	49	-2.0%			
Average Price	\$191,956	\$150,643	27.4%	\$186,179	\$158,169	17.7%
Median Price	\$189,000	\$148,000	27.7%	\$170,500	\$151,000	12.9%
Farms						
Units Listed	5	10	-50.0%	38	59	-35.6%
Units Sold	0	2	-100.0%	18	15	20.0%
Sales Dollars	\$0	\$995,000	-100.0%	\$8,148,500	\$7,988,000	2.0%
List/Sell Ratio	0.00%	82.63%	-100.0%	93.01%	89.18%	4.3%
Days to Sell	0	84	-100.0%	157	201	-21.9%
Active Inventory	52	72	-27.8%			
Average Price	\$0	\$497,500	-100.0%	\$452,694	\$532,533	-15.0%
Median Price	\$0	\$497,500	-100.0%	\$407,000	\$400,000	1.8%
IC&I						
Units Listed	8	8	0.0%	74	63	17.5%
Units Sold	5	4	25.0%	22	26	-15.4%
Sales Dollars	\$4,072,500	\$2,653,000	53.5%	\$14,657,417	\$14,656,000	0.0%
List/Sell Ratio	95.10%	91.38%	4.1%	92.97%	90.59%	2.6%
Days to Sell	219	220	-0.5%	164	205	-20.0%
Active Inventory	67	60	11.7%			
Average Price	\$814,500	\$663,250	22.8%	\$666,246	\$563,692	18.2%
Median Price	\$557,500	\$277,500	100.9%	\$452,000	\$317,500	42.4%
IC&I Land						
Units Listed	3	3	0.0%	34	53	-35.8%
Units Sold	1	1	0.0%	15	3	400.0%
Sales Dollars	\$350,000	\$875,000	-60.0%	\$5,149,500	\$4,957,000	3.9%
List/Sell Ratio	88.60%	74.46%	19.0%	89.69%	88.63%	1.2%
Days to Sell	402	0	100.0%	211	70	201.4%
Active Inventory	45	74	-39.2%			
Average Price	\$350,000	\$875,000	-60.0%	\$343,300	\$1,652,333	-79.2%
Median Price	\$350,000	\$875,000	-60.0%	\$320,000	\$875,000	-63.4%
Lots						
Units Listed	41	115	-64.3%	404	390	3.6%
Units Sold	28	49	-42.9%	232	282	-17.7%
Sales Dollars	\$2,935,058	\$4,260,100	-31.1%	\$23,423,963	\$24,136,204	-3.0%
List/Sell Ratio	93.61%	97.17%	-3.7%	96.43%	95.07%	1.4%
Days to Sell	270	128	110.9%	1878	212	785.8%
Active Inventory	404	415	-2.7%			
Average Price	\$104,824	\$86,941	20.6%	\$100,965	\$85,589	18.0%
Median Price	\$95,700	\$79,900	19.8%	\$89,900	\$79,900	12.5%
Leases						
Units Listed	29	16	81.3%	141	138	2.2%
Units Sold	3	2	50.0%	36	30	20.0%
Sales Dollars	\$105,680	\$188,912	-44.1%	\$3,738,391	\$1,452,537	157.4%
List/Sell Ratio	0.00%	0.00%	0.0%	82.01%	100.00%	-18.0%
Days to Sell	186	81	129.6%	193	238	-18.9%
Active Inventory	142	151	-6.0%			
Average Price	\$35,227	\$94,456	-62.7%	\$103,844	\$48,418	114.5%
Median Price	\$27,680	\$94,456	-70.7%	\$36,641	\$41,436	-11.6%

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

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots (Waterfront)						
Units Listed	1	3	-66.7%	12	18	-33.3%
Units Sold	2	2	0.0%	7	8	-12.5%
Sales Dollars	\$280,000	\$555,000	-49.5%	\$3,104,900	\$1,201,500	158.4%
List/Sell Ratio	93.45%	94.19%	-0.8%	90.84%	90.17%	0.7%
Days to Sell	530	224	136.6%	185	184	0.5%
Active Inventory	7	16	-56.3%			
Average Price	\$140,000	\$277,500	-49.5%	\$443,557	\$150,188	195.3%
Median Price	\$140,000	\$277,500	-49.5%	\$240,000	\$106,000	126.4%
Multi-Family						
Units Listed	6	2	200.0%	32	28	14.3%
Units Sold	5	1	400.0%	12	14	-14.3%
Sales Dollars	\$2,515,100	\$342,000	635.4%	\$5,139,101	\$4,529,000	13.5%
List/Sell Ratio	92.92%	95.02%	-2.2%	94.42%	92.74%	1.8%
Days to Sell	129	25	416.0%	93	104	-10.6%
Active Inventory	16	18	-11.1%			
Average Price	\$503,020	\$342,000	47.1%	\$428,258	\$323,500	32.4%
Median Price	\$521,200	\$342,000	52.4%	\$385,000	\$283,000	36.0%
Mobile Homes						
Units Listed	48	41	17.1%	283	373	-24.1%
Units Sold	28	37	-24.3%	165	175	-5.7%
Sales Dollars	\$1,477,500	\$1,350,300	9.4%	\$7,457,950	\$6,060,804	23.1%
List/Sell Ratio	91.45%	84.67%	8.0%	88.26%	85.88%	2.8%
Days to Sell	78	113	-31.0%	108	101	6.9%
Active Inventory	157	207	-24.2%			
Average Price	\$52,768	\$36,495	44.6%	\$45,200	\$34,633	30.5%
Median Price	\$54,000	\$27,800	94.2%	\$39,000	\$28,000	39.3%
Residential						
Units Listed	348	340	2.4%	2267	2326	-2.5%
Units Sold	291	245	18.8%	1616	1666	-3.0%
Sales Dollars	\$68,129,951	\$51,556,875	32.1%	\$370,185,634	\$336,180,874	10.1%
List/Sell Ratio	96.21%	95.83%	0.4%	96.94%	96.39%	0.6%
Days to Sell	56	61	-8.2%	62	68	-8.8%
Active Inventory	751	831	-9.6%			
Average Price	\$234,124	\$210,436	11.3%	\$229,075	\$201,789	13.5%
Median Price	\$217,500	\$187,000	16.3%	\$209,250	\$185,350	12.9%
Residential (Waterfront)						
Units Listed	14	8	75.0%	72	54	33.3%
Units Sold	10	12	-16.7%	43	38	13.2%
Sales Dollars	\$6,766,400	\$9,137,300	-25.9%	\$27,039,200	\$24,243,300	11.5%
List/Sell Ratio	96.39%	94.73%	1.8%	94.61%	92.20%	2.6%
Days to Sell	135	174	-22.4%	86	153	-43.8%
Active Inventory	45	45	0.0%			
Average Price	\$676,640	\$761,442	-11.1%	\$628,819	\$637,982	-1.4%
Median Price	\$620,700	\$760,000	-18.3%	\$550,000	\$589,000	-6.6%
CENTRAL OKANAGAN - TOTALS						
Units Listed	684	747	-8.4%	4818	5159	-6.6%
Units Sold	520	471	10.4%	3096	3168	-2.3%
Sales Dollars	\$117,656,689	\$96,661,895	21.7%	\$642,901,321	\$580,856,832	10.7%
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	2386	2830	-15.7%			

Central Residential Listing/Sales Analysis
July 31, 2003

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 90000	0	9	0	12
90001 to 110000	0	9	1	15
110001 to 130000	2	36	4	44
130001 to 150000	7	94	14	103
150001 to 170000	25	201	31	201
170001 to 190000	40	281	39	238
190001 to 210000	41	204	40	192
210001 to 230000	37	258	40	184
230001 to 250000	31	209	23	147
250001 to 270000	18	155	22	101
270001 to 290000	22	133	17	84
290001 to 310000	10	80	12	52
310001 and over	100	531	35	206
Totals	333	2200	278	1579

Central Division Lot Listing/Sales Analysis				
Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 30000	4	37	4	18
30001 to 40000	2	11	1	8
40001 to 50000	2	17	0	9
50001 to 60000	0	11	2	9
60001 to 70000	0	15	3	15
70001 to 80000	3	31	4	22
80001 to 90000	3	74	1	44
90001 and over	41	304	23	149
Totals	55	500	38	274