

# CENTRAL DIVISION MONTHLY STATISTICS

FOR

July 1st - 31st, 2004

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

# CENTRAL OKANAGAN DIVISION

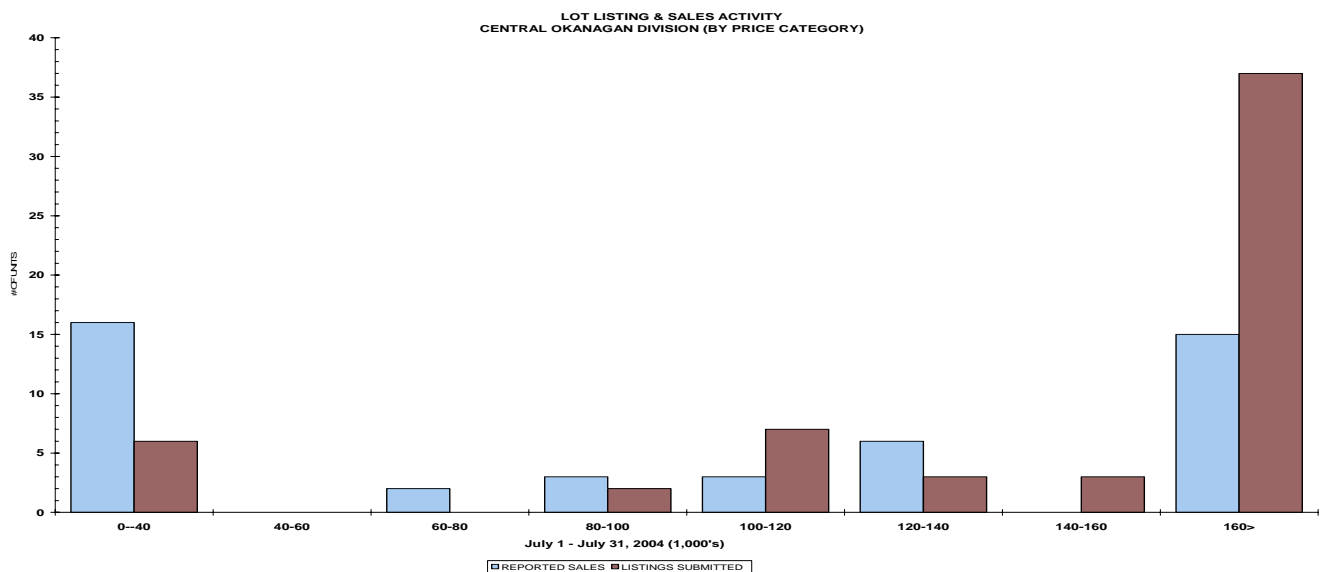
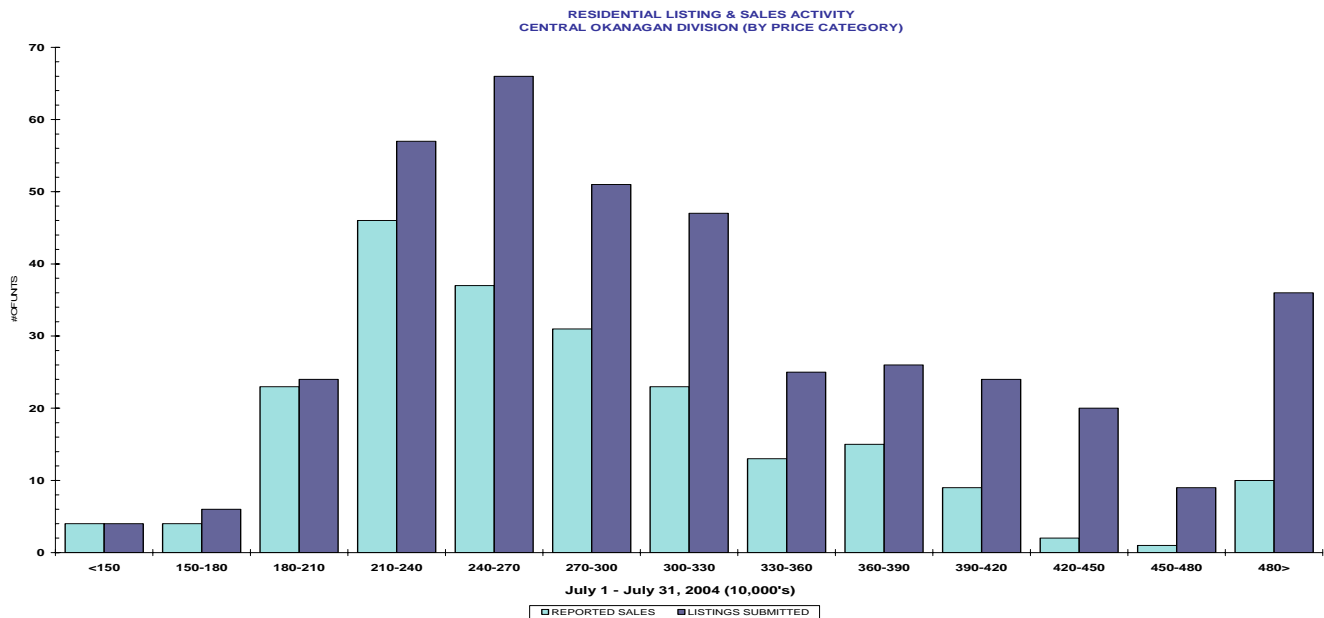
## STAT - O - GRAM

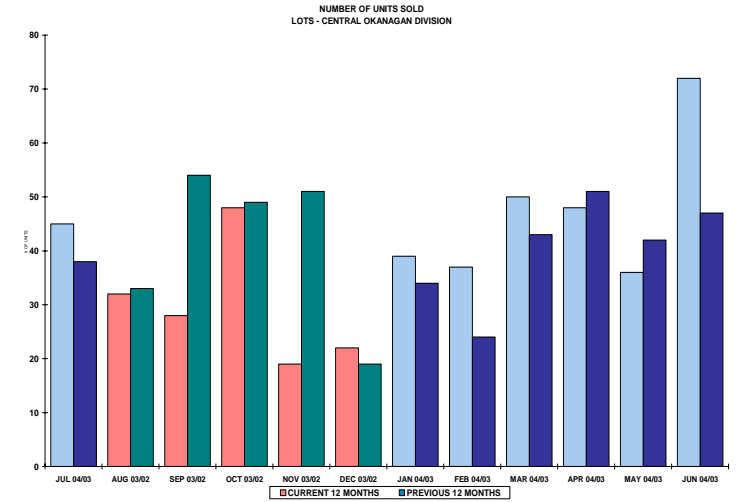
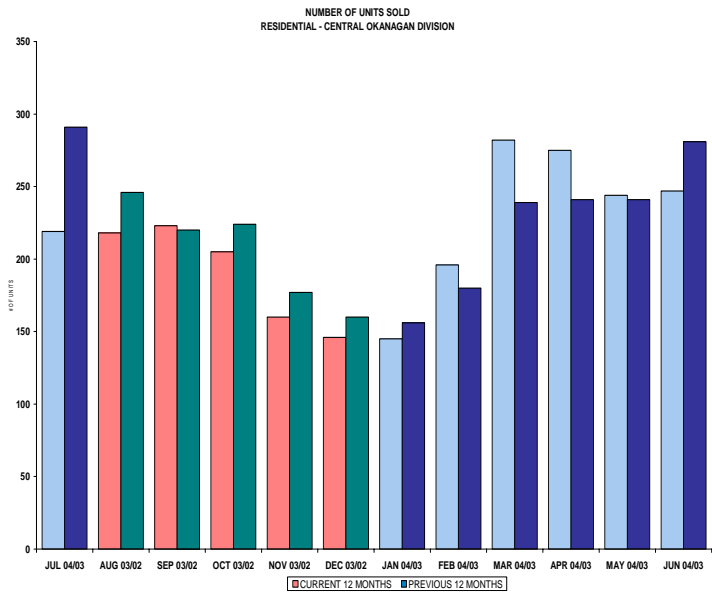
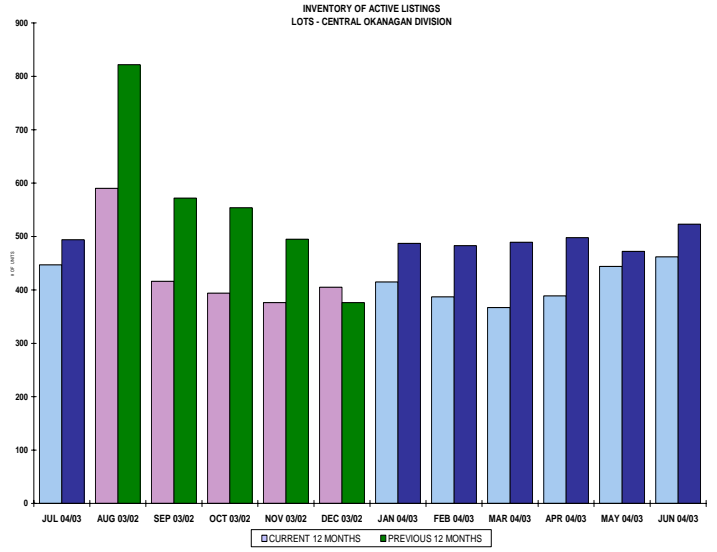
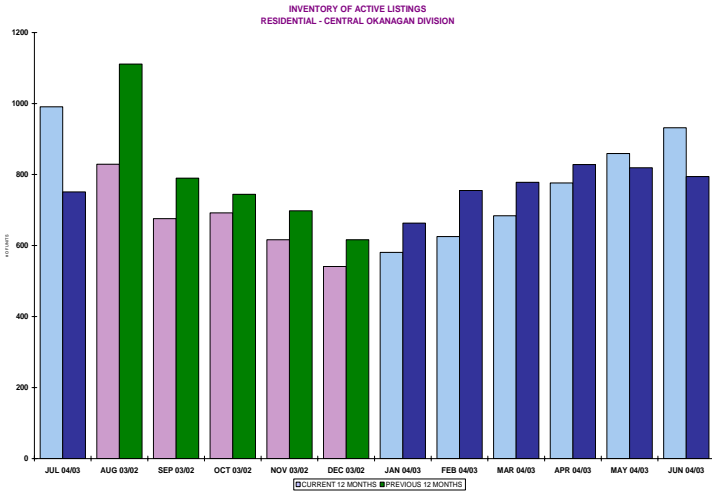
July 2004

### 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 2004	461	\$112,010,313	219	\$63,054,537	919	2,834
June 2004	537	\$129,952,360	247	\$70,180,237	865	2,584
July 2003	522	\$121,328,423	280	\$66,285,599	682	2,386

The Central Zone has **543** Members. The average number of listings-per-licensee is 5.2





**CENTRAL OKANAGAN DIVISION**

**July 2004**

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
CONDO/APT	77	166	370	20.81%	35
CONDO/TWNHSE	43	90	188	22.87%	43
LOTS	45	58	447	10.07%	124
RESIDENTIAL	219	405	991	22.10%	50

**AVERAGE HOUSE PRICE \$287,970**

**MEDIAN HOUSE PRICE \$266,750**

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

**COMPARATIVE ACTIVITY BY ZONE AS AT  
July 31, 2004**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE

**ZONE CO  
TOTALS**

Units Listed	919	682	34.8%	5691	4647	22.5%
Units Sold	461	522	-11.7%	3317	3042	9.0%
Sales Dollars	\$112,010,313	\$121,328,423	-7.7%	\$820,524,612	\$635,786,184	29.1%
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	2834	2386	18.8%			

**ZONE NO  
TOTALS**

Units Listed	430	366	17.5%	2686	2208	21.6%
Units Sold	244	238	2.5%	1691	1360	24.3%
Sales Dollars	\$51,584,158	\$38,679,760	33.4%	\$314,595,596	\$223,199,767	40.9%
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	1488	1649	-9.8%			

**ZONE SH  
TOTALS**

Units Listed	216	183	18.0%	1386	1235	12.2%
Units Sold	138	127	8.7%	801	601	33.3%
Sales Dollars	\$19,835,929	\$18,637,917	6.4%	\$132,644,312	\$88,330,694	50.2%
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	1185	1451	-18.3%			

**ZONE OB  
TOTALS**

Units Listed	16	23	-30.4%	101	116	-12.9%
Units Sold	11	3	100.0%	34	16	112.5%
Sales Dollars	\$3,232,547	\$886,900	100.0%	\$15,363,047	\$11,712,700	31.2%
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	131	151	-13.2%			

**GRAND TOTALS**

Units Listed	1581	1254	26.1%	9864	8206	20.2%
Units Sold	854	890	-4.0%	5843	5019	16.4%
Sales Dollars	\$186,662,947	\$179,533,000	4.0%	\$1,283,127,567	\$959,029,345	33.8%
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	5638	5637	0.0%			

**LICENSEES**  
**July 31, 2004**

	<b>TOTAL NUMBER OF LICENSEES July 31/04</b>	<b>TOTAL NUMBER OF LICENSEES July 31/03</b>	<b>CHANGE BY NUMBER</b>	<b>CHANGE BY %</b>
ALL DIVISIONS	876	780	97	12.44%
CENTRAL OK DIV.	543	498	45	9.04%
NORTH OK DIV.	249	214	36	16.82%
SHUSWAP DIV.	84	68	16	23.53%

**CURRENT MEMBERSHIP**

AGENT LICENSEES	76
SALESPERSONS	727
PROPERTY MANAGEMENT	8
9:15 LICENCEE MEMBER	61
EXEMPTION MEMBER	4

**TOTALS** **876**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	% + or -	THIS YEAR	LAST YEAR	% + or -
<b>Acreage</b>						
Units Listed	13	11	18.2%	86	77	11.7%
Units Sold	<b>5</b>	<b>9</b>	<b>-44.4%</b>	<b>50</b>	<b>37</b>	<b>35.1%</b>
Sales Dollars	\$655,400	\$3,555,350	-81.6%	\$11,696,125	\$8,117,250	44.1%
List/Sell Ratio	94.66%	92.62%		93.43%	91.95%	
Days to Sell	97	177	-45.2%	242	217	11.5%
Active Inventory	71	75	-5.3%			
Average Price	\$131,080	\$395,039	-66.8%	\$233,923	\$219,385	6.6%
Median Price	\$128,000	\$180,000	-28.9%	\$194,950	\$150,000	30.0%
<b>Acreage with House</b>						
Units Listed	36	28	28.6%	191	168	13.7%
Units Sold	<b>11</b>	<b>13</b>	<b>-15.4%</b>	<b>85</b>	<b>66</b>	<b>28.8%</b>
Sales Dollars	\$5,191,500	\$5,830,400	-11.0%	\$41,169,020	\$28,111,800	46.4%
List/Sell Ratio	91.83%	91.22%		93.99%	93.38%	
Days to Sell	139	146	-4.8%	108	131	-17.6%
Active Inventory	127	136	-6.6%			
Average Price	\$471,955	\$448,492	5.2%	\$484,341	\$425,936	13.7%
Median Price	\$425,000	\$355,000	19.7%	\$385,000	\$320,250	20.2%
<b>Acreage (Waterfront)</b>						
Units Listed	1	1	0.0%	9	10	-10.0%
Units Sold	<b>0</b>	<b>1</b>	<b>-100.0%</b>	<b>3</b>	<b>3</b>	<b>0.0%</b>
Sales Dollars	\$0	\$650,000	-100.0%	\$4,010,000	\$5,195,000	-22.8%
List/Sell Ratio	0.00%	81.76%		94.60%	90.64%	
Days to Sell	0	140	-100.0%	225	65	246.2%
Active Inventory	4	8	-50.0%			
Average Price	\$0	\$650,000	-100.0%	\$1,336,667	\$1,731,667	-22.8%
Median Price	\$0	\$650,000	-100.0%	\$400,000	\$650,000	-38.5%
<b>Business</b>						
Units Listed	18	24	-25.0%	104	101	3.0%
Units Sold	<b>3</b>	<b>1</b>	<b>200.0%</b>	<b>22</b>	<b>17</b>	<b>29.4%</b>
Sales Dollars	\$495,000	\$16,000	2993.8%	\$10,750,300	\$3,323,500	223.5%
List/Sell Ratio	73.28%	100.00%		81.41%	85.16%	
Days to Sell	83	59	40.7%	192	203	-5.4%
Active Inventory	91	96	-5.2%			
Average Price	\$165,000	\$16,000	931.3%	\$488,650	\$195,500	149.9%
Median Price	\$60,000	\$16,000	275.0%	\$46,250	\$145,000	-68.1%
<b>Condo (Townhouse)</b>						
Units Listed	90	48	87.5%	498	362	37.6%
Units Sold	<b>43</b>	<b>46</b>	<b>-6.5%</b>	<b>320</b>	<b>325</b>	<b>-1.5%</b>
Sales Dollars	\$9,587,650	\$9,125,000	5.1%	\$71,046,763	\$59,481,145	19.4%
List/Sell Ratio	97.38%	96.71%		97.63%	96.76%	
Days to Sell	43	69	-37.7%	57	68	-16.2%
Active Inventory	188	99	89.9%			
Average Price	\$222,969	\$198,370	12.4%	\$222,021	\$183,019	21.3%
Median Price	\$189,000	\$171,250	10.4%	\$194,750	\$167,000	16.6%
<b>Condo (Apt)</b>						
Units Listed	166	67	147.8%	815	624	30.6%
Units Sold	<b>77</b>	<b>71</b>	<b>8.5%</b>	<b>504</b>	<b>424</b>	<b>18.9%</b>
Sales Dollars	\$13,991,236	\$12,265,350	14.1%	\$101,594,626	\$61,189,939	66.0%
List/Sell Ratio	97.51%	95.30%		98.03%	95.84%	
Days to Sell	35	75	-53.3%	56	65	-13.8%
Active Inventory	370	238	55.5%			
Average Price	\$181,704	\$172,751	5.2%	\$201,577	\$144,316	39.7%
Median Price	\$169,900	\$115,000	47.7%	\$159,900	\$120,000	33.3%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Duplex</b>						
Units Listed	19	17	11.8%	156	139	12.2%
Units Sold	<b>13</b>	<b>15</b>	<b>-13.3%</b>	<b>94</b>	<b>99</b>	<b>-5.1%</b>
Sales Dollars	\$3,000,250	\$2,975,800	0.8%	\$22,713,050	\$18,435,760	23.2%
List/Sell Ratio	96.73%	95.62%		97.01%	95.57%	
Days to Sell	35	50	-30.0%	40	66	-39.4%
Active Inventory	56	48	16.7%			
Average Price	\$230,788	\$198,387	16.3%	\$241,628	\$186,220	29.8%
Median Price	\$205,000	\$200,000	2.5%	\$199,000	\$170,500	16.7%
<b>Farms</b>						
Units Listed	9	5	80.0%	49	38	28.9%
Units Sold	<b>1</b>	<b>1</b>	<b>0.0%</b>	<b>16</b>	<b>19</b>	<b>-15.8%</b>
Sales Dollars	\$645,000	\$1,350,000	-52.2%	\$13,449,400	\$9,498,500	41.6%
List/Sell Ratio	92.73%	94.73%		92.13%	93.10%	
Days to Sell	78	183	-57.4%	274	155	76.8%
Active Inventory	48	52	-7.7%			
Average Price	\$645,000	\$1,350,000	-52.2%	\$840,588	\$499,921	68.1%
Median Price	\$645,000	\$1,350,000	-52.2%	\$532,500	\$418,000	27.4%
<b>IC&amp;I</b>						
Units Listed	11	8	37.5%	61	71	-14.1%
Units Sold	<b>2</b>	<b>3</b>	<b>-33.3%</b>	<b>24</b>	<b>22</b>	<b>9.1%</b>
Sales Dollars	\$2,348,000	\$3,485,000	-32.6%	\$13,373,942	\$14,905,752	-10.3%
List/Sell Ratio	98.00%	97.16%		95.87%	92.88%	
Days to Sell	81	183	-55.7%	206	156	32.1%
Active Inventory	66	67	-1.5%			
Average Price	\$1,174,000	\$1,161,667	1.1%	\$557,248	\$677,534	-17.8%
Median Price	\$1,174,000	\$1,200,000	-2.2%	\$428,000	\$514,500	-16.8%
<b>IC&amp;I Land</b>						
Units Listed	4	3	33.3%	21	35	-40.0%
Units Sold	<b>2</b>	<b>0</b>	<b>100.0%</b>	<b>17</b>	<b>16</b>	<b>6.3%</b>
Sales Dollars	\$1,599,000	\$0	100.0%	\$9,690,675	\$5,488,500	76.6%
List/Sell Ratio	77.78%	0.00%		89.79%	90.33%	
Days to Sell	136	0	100.0%	367	201	82.6%
Active Inventory	25	45	-44.4%			
Average Price	\$799,500	\$0	100.0%	\$570,040	\$343,031	66.2%
Median Price	\$799,500	\$0	100.0%	\$500,000	\$329,500	51.7%
<b>Lots</b>						
Units Listed	42	41	2.4%	475	400	18.8%
Units Sold	<b>39</b>	<b>30</b>	<b>30.0%</b>	<b>280</b>	<b>239</b>	<b>17.2%</b>
Sales Dollars	\$4,293,050	\$3,033,645	41.5%	\$33,187,254	\$24,062,800	37.9%
List/Sell Ratio	92.76%	93.43%		95.80%	96.43%	
Days to Sell	205	221	-7.2%	156	180	-13.3%
Active Inventory	361	404	-10.6%			
Average Price	\$110,078	\$101,122	8.9%	\$118,526	\$100,681	17.7%
Median Price	\$90,000	\$88,701	1.5%	\$99,000	\$89,900	10.1%
<b>Leases</b>						
Units Listed	25	29	-13.8%	145	136	6.6%
Units Sold	<b>4</b>	<b>5</b>	<b>-20.0%</b>	<b>35</b>	<b>36</b>	<b>-2.8%</b>
Sales Dollars	\$708,590	\$2,049,879	-65.4%	\$2,773,292	\$5,522,791	-49.8%
List/Sell Ratio	0.00%	82.01%		100.00%	82.01%	
Days to Sell	192	185	3.8%	192	179	7.3%
Active Inventory	186	142	31.0%			
Average Price	\$177,148	\$409,976	-56.8%	\$79,237	\$153,411	-48.3%
Median Price	\$26,995	\$54,000	-50.0%	\$36,281	\$40,125	-9.6%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Lots (Waterfront)</b>						
Units Listed	2	1	100.0%	12	14	-14.3%
Units Sold	<b>1</b>	<b>1</b>	<b>0.0%</b>	<b>6</b>	<b>7</b>	<b>-14.3%</b>
Sales Dollars	\$315,000	\$40,000	687.5%	\$3,688,100	\$3,104,900	18.8%
List/Sell Ratio	85.15%	90.90%		93.25%	90.84%	
Days to Sell	70	199	-64.8%	101	179	-43.6%
Active Inventory	11	7	57.1%			
Average Price	\$315,000	\$40,000	687.5%	\$614,683	\$443,557	38.6%
Median Price	\$315,000	\$40,000	687.5%	\$522,500	\$240,000	117.7%
<b>Multi-Family</b>						
Units Listed	2	6	-66.7%	18	31	-41.9%
Units Sold	<b>0</b>	<b>5</b>	<b>-100.0%</b>	<b>8</b>	<b>12</b>	<b>-33.3%</b>
Sales Dollars	\$0	\$2,515,100	-100.0%	\$2,919,000	\$5,139,101	-43.2%
List/Sell Ratio	0.00%	92.92%		94.75%	94.42%	
Days to Sell	0	127	-100.0%	108	89	21.3%
Active Inventory	11	16	-31.3%			
Average Price	\$0	\$503,020	-100.0%	\$364,875	\$428,258	-14.8%
Median Price	\$0	\$521,200	-100.0%	\$365,000	\$385,000	-5.2%
<b>Mobile Homes</b>						
Units Listed	55	50	10.0%	331	283	17.0%
Units Sold	<b>35</b>	<b>30</b>	<b>16.7%</b>	<b>212</b>	<b>166</b>	<b>27.7%</b>
Sales Dollars	\$1,810,100	\$1,626,400	11.3%	\$10,901,719	\$7,671,950	42.1%
List/Sell Ratio	88.68%	91.54%		90.74%	88.38%	
Days to Sell	59	76	-22.4%	69	95	-27.4%
Active Inventory	140	157	-10.8%			
Average Price	\$51,717	\$54,213	-4.6%	\$51,423	\$52,130	-1.4%
Median Price	\$46,000	\$51,750	-11.1%	\$43,500	\$39,000	11.5%
<b>Recreational Properties</b>						
Units Listed	7	2	250.0%	31	16	93.8%
Units Sold	<b>1</b>	<b>1</b>	<b>0.0%</b>	<b>12</b>	<b>6</b>	<b>100.0%</b>
Sales Dollars	\$65,000	\$3,500	1757.1%	\$2,634,900	\$903,500	191.6%
List/Sell Ratio	94.20%	70.00%		100.09%	85.49%	
Days to Sell	57	79	-27.8%	145	81	79.0%
Active Inventory	20		0.0%			
Average Price	\$65,000	\$3,500	1757.1%	\$219,575	\$150,583	45.8%
Median Price	\$65,000	\$3,500	1757.1%	\$217,500	\$59,750	264.0%
<b>Residential</b>						
Units Listed	405	330	22.7%	2611	2081	25.5%
Units Sold	<b>219</b>	<b>280</b>	<b>-21.8%</b>	<b>1608</b>	<b>1511</b>	<b>6.4%</b>
Sales Dollars	\$63,054,537	\$66,285,599	-4.9%	\$444,854,446	\$350,288,096	27.0%
List/Sell Ratio	96.05%	96.30%		96.81%	96.95%	
Days to Sell	50	53	-5.7%	50	57	-12.3%
Active Inventory	991	751	32.0%			
Average Price	\$287,920	\$236,734	21.6%	\$276,651	\$231,825	19.3%
Median Price	\$266,750	\$216,750	23.1%	\$258,000	\$211,000	22.3%
<b>Residential (Waterfront)</b>						
Units Listed	12	11	9.1%	64	58	10.3%
Units Sold	<b>5</b>	<b>10</b>	<b>-50.0%</b>	<b>21</b>	<b>37</b>	<b>-43.2%</b>
Sales Dollars	\$4,251,000	\$6,521,400	-34.8%	\$20,072,000	\$25,345,900	-20.8%
List/Sell Ratio	94.28%	92.14%		93.76%	93.97%	
Days to Sell	70	140	-50.0%	114	76	50.0%
Active Inventory	45	45	0.0%			
Average Price	\$850,200	\$652,140	30.4%	\$955,810	\$685,024	39.5%
Median Price	\$730,000	\$567,500	28.6%	\$900,000	\$580,000	55.2%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Timeshares</b>						
Units Listed	2	0	100.0%	14	3	366.7%
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	23	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	919	682	34.8%	5691	4647	22.5%
Units Sold	461	522	-11.7%	3317	3042	9.0%
Sales Dollars	\$112,010,313	\$121,328,423	-7.7%	\$820,524,612	\$635,786,184	29.1%
List/Sell Ratio	96.49%	96.14%		96.32%	96.62%	
Days to Sell	65	85	-23.5%	77	82	-6.1%
Active Inventory	2834	2386	18.8%			

<b>Range</b>	<b>Mthly Listings Total</b>	<b>YTD Listings Total</b>	<b>Mthly Sales Total</b>	<b>YTD Sales Total</b>
0 to 150000	4	47	4	46
150001 to 180000	6	78	4	81
180001 to 210000	24	220	23	217
210001 to 240000	57	402	46	312
240001 to 270000	66	372	37	261
270001 to 300000	51	343	31	214
300001 to 330000	47	272	23	149
330001 to 360000	25	233	13	111
360001 to 390000	26	151	15	76
390001 to 420000	24	110	9	46
420001 to 450000	20	111	2	21
450001 to 480000	9	48	1	15
480001 and over	36	223	10	59
<b>Totals</b>	<b>395</b>	<b>2610</b>	<b>218</b>	<b>1608</b>

**Central Division Lot Listing/Sales Analysis**

<b>Range</b>	<b>Mthly Listings Total</b>	<b>YTD Listings Total</b>	<b>Mthly Sales Total</b>	<b>YTD Sales Total</b>
0 to 40000	6	54	16	62
40001 to 60000	0	8	0	7
60001 to 80000	0	5	2	15
80001 to 100000	2	102	3	80
100001 to 120000	7	90	3	34
120001 to 140000	3	43	6	20
140001 to 160000	3	31	0	12
160001 and over	37	249	15	109
<b>Totals</b>	<b>58</b>	<b>582</b>	<b>45</b>	<b>339</b>