

**CENTRAL DIVISION
MONTHLY STATISTICS**

FOR

August 1 - 31, 2003

CENTRAL OKANAGAN DIVISION

STAT - O - GRAM

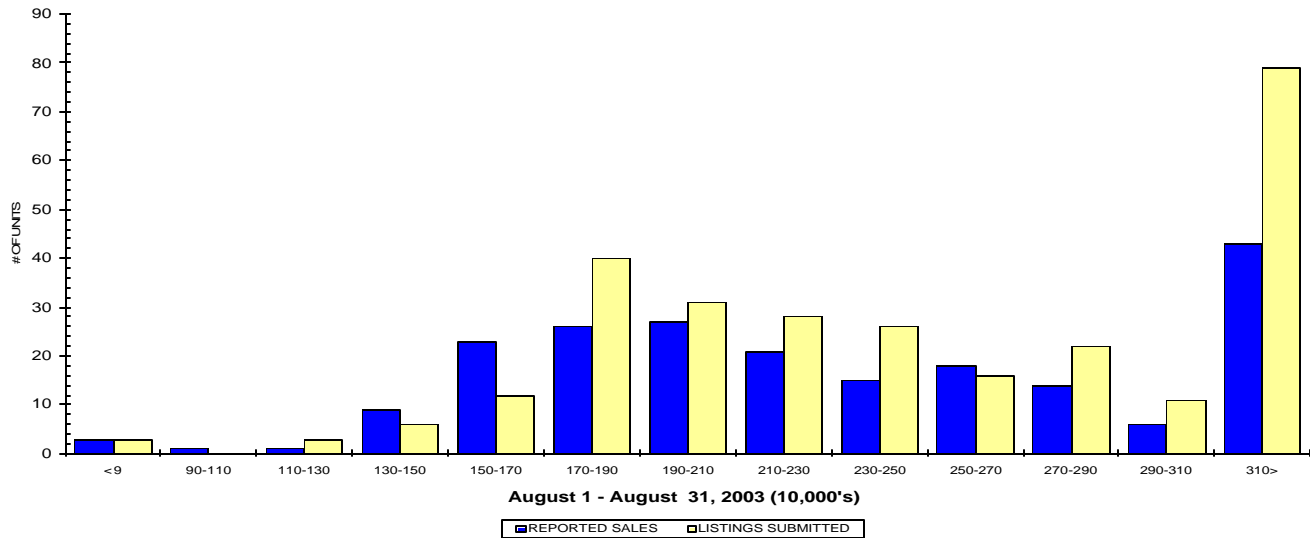
August 2003

QUICK SUMMARY

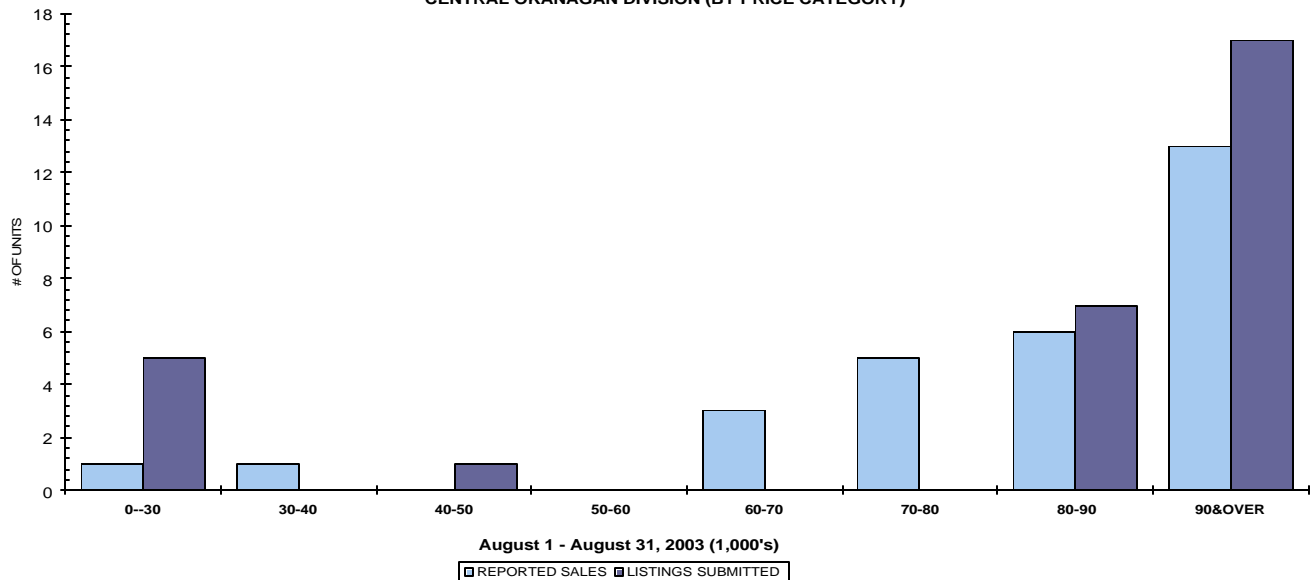
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	<u># of Units</u>	<u>\$ Value</u>	<u># of Units</u>	<u>\$ Value</u>	<u>Listings Taken</u>	<u>Inventory</u>
August 2003	431	\$93,650,669	213	\$52,278,853	532	2,242
July 2003	520	\$117,656,689	291	\$68,129,951	684	2,386
August 2002	397	\$73,304,644	218	\$43,727,614	653	2,803

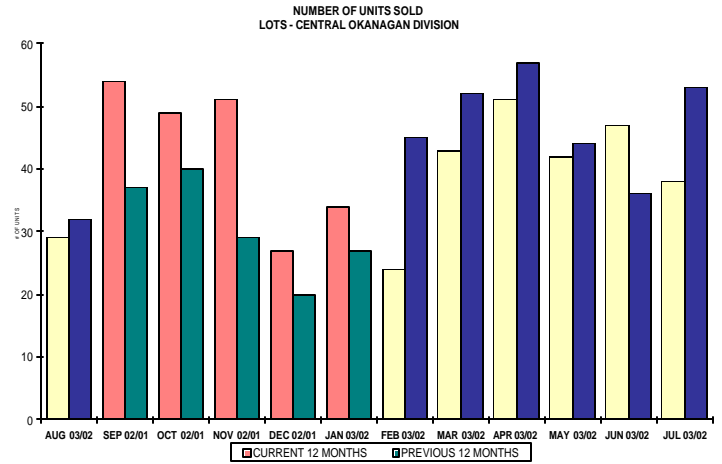
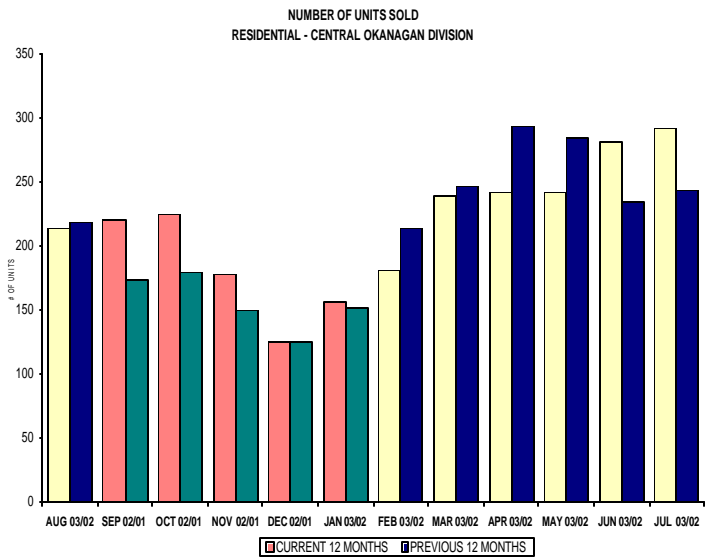
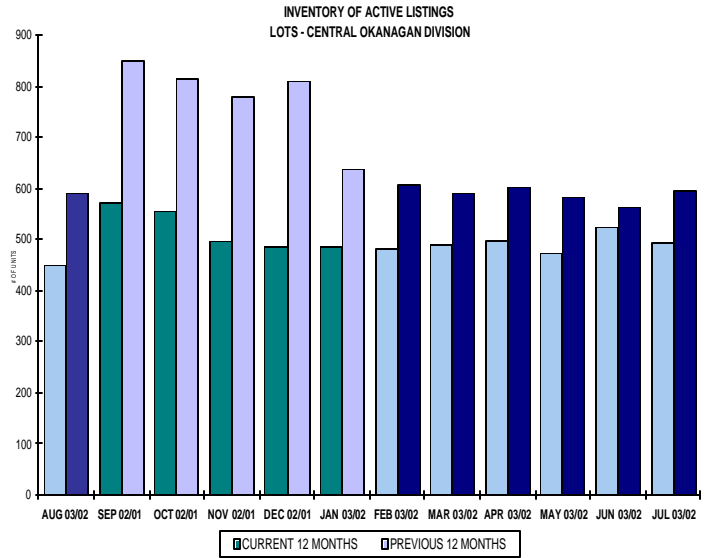
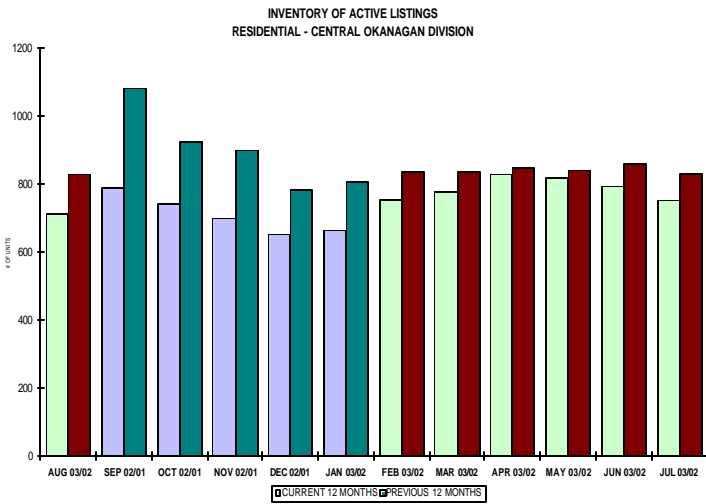
The average number of listings-per-licensee is 4.5

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



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





CENTRAL OKANAGAN DIVISION

August 2003

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
CONDO/APT	67	65	221	30.32%	95
CONDO/TWNHSE	36	34	92	39.13%	57
LOTS	29	30	448	6.47%	176
RESIDENTIAL	213	284	714	29.83%	56

AVERAGE HOUSE PRICE \$245,441

MEDIAN HOUSE PRICE \$225,000

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

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

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ZONE CO TOTALS						
Units Listed	532	663	-19.76%	5350	5822	-8.11%
Units Sold	431	408	5.64%	3527	3578	-1.43%
Sales Dollars	\$93,650,669	\$75,440,831	24.14%	\$736,261,791	\$655,777,664	12.27%
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	2242	2792	-19.70%			
ZONE NO TOTALS						
Units Listed	343	331	3.63%	2677	2744	-2.44%
Units Sold	210	183	14.75%	1616	1347	19.97%
Sales Dollars	\$39,765,958	\$31,650,099	25.64%	\$273,881,299	\$213,154,694	28.49%
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	1601	1968	-18.65%			
ZONE SH TOTALS						
Units Listed	173	170	1.76%	1439	1531	-6.01%
Units Sold	102	90	13.33%	716	599	19.53%
Sales Dollars	\$14,195,600	\$15,696,586	-9.56%	\$105,383,194	\$85,264,096	23.60%
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	1452	1586	-8.45%			
ZONE OB TOTALS						
Units Listed	10	12	-16.67%	129	156	-17.31%
Units Sold	2	5	-60.00%	20	19	5.26%
Sales Dollars	\$719,900	\$2,603,250	-72.35%	\$13,837,500	\$6,099,951	126.85%
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	149	146	2.05%			
GRAND TOTALS						
Units Listed	1058	1176	-10.03%	9595	10253	-6.42%
Units Sold	745	686	8.60%	5879	5543	6.06%
Sales Dollars	\$148,332,127	\$125,390,766	18.30%	\$1,129,363,784	\$960,296,405	17.61%
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	5444	6492	-16.14%			

LICENSEES
August 31, 2003

	TOTAL NUMBER OF LICENSEES	TOTAL NUMBER OF LICENSEES	CHANGE BY NUMBER	CHANGE BY %
	August 31/03	August 31/02		
ALL DIVISIONS	779	691	88	12.74%
CENTRAL OK DIV.	501	439	62	14.12%
NORTH OK DIV.	209	185	24	12.97%
SHUSWAP DIV.	69	67	2	2.99%
CURRENT MEMBERSHIP				
AGENT LICENSEES	71			
SALESPERSONS	638			
PROPERTY MANAGEMENT	9			
9:15 LICENCEE MEMBER	59			
EXEMPTION MEMBER	2			
TOTALS	779			

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

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	8	9	-11.1%	80	141	-43.3%
Units Sold	3	4	-25.0%	35	25	40.0%
Sales Dollars	\$1,604,850	\$1,646,000	-2.5%	\$7,289,250	\$7,007,058	4.0%
List/Sell Ratio	96.33%	90.17%	6.8%	92.17%	87.36%	5.5%
Days to Sell	151	311	-51.4%	233	194	20.1%
Active Inventory	68	146	-53.4%			
Average Price	\$534,950	\$411,500	30.0%	\$208,264	\$280,282	-25.7%
Median Price	\$199,850	\$400,500	-50.1%	\$142,500	\$160,000	-10.9%
Acreage with House						
Units Listed	15	28	-46.4%	180	245	-26.5%
Units Sold	10	14	-28.6%	71	91	-22.0%
Sales Dollars	\$3,668,400	\$5,087,700	-27.9%	\$30,576,200	\$34,955,700	-12.5%
List/Sell Ratio	95.85%	91.19%	5.1%	93.99%	93.55%	0.5%
Days to Sell	110	147	-25.2%	132	133	-0.8%
Active Inventory	130	172	-24.4%			
Average Price	\$366,840	\$363,407	0.9%	\$430,651	\$384,129	12.1%
Median Price	\$367,500	\$300,000	22.5%	\$328,000	\$320,000	2.5%
Acreage (Waterfront)						
Units Listed	1	3	-66.7%	13	14	-7.1%
Units Sold	0	1	-100.0%	3	2	50.0%
Sales Dollars	\$0	\$360,000	-100.0%	\$5,195,000	\$630,000	724.6%
List/Sell Ratio	0.00%	83.91%	-100.0%	90.64%	81.77%	10.8%
Days to Sell	0	779	-100.0%	69	519	-86.7%
Active Inventory	9	18	-50.0%			
Average Price	\$0	\$360,000	-100.0%	\$1,731,667	\$315,000	449.7%
Median Price	\$0	\$360,000	-100.0%	\$650,000	\$315,000	106.3%
Business						
Units Listed	11	22	-50.0%	112	153	-26.8%
Units Sold	5	3	66.7%	22	21	4.8%
Sales Dollars	\$984,333	\$1,459,000	-32.5%	\$4,197,833	\$8,250,500	-49.1%
List/Sell Ratio	86.11%	97.39%	-11.6%	83.46%	83.07%	0.5%
Days to Sell	335	205	63.4%	228	187	21.9%
Active Inventory	90	124	-27.4%			
Average Price	\$196,867	\$0	100.0%	\$190,811	\$392,881	-51.4%
Median Price	\$34,000	\$690,000	-95.1%	\$92,500	\$93,000	-0.5%
Condo (Townhouse)						
Units Listed	34	59	-42.4%	362	475	-23.8%
Units Sold	36	40	-10.0%	333	360	-7.5%
Sales Dollars	\$6,812,050	\$6,483,307	5.1%	\$61,390,795	\$60,971,964	0.7%
List/Sell Ratio	96.69%	96.67%	0.0%	96.64%	96.37%	0.3%
Days to Sell	57	72	-20.8%	72	75	-4.0%
Active Inventory	92	111	-17.1%			
Average Price	\$189,224	\$162,083	16.7%	\$184,357	\$169,367	8.9%
Median Price	\$169,500	\$147,000	15.3%	\$567,500	\$589,000	-3.7%
Condo (Apt)						
Units Listed	65	68	-4.4%	706	697	1.3%
Units Sold	67	56	19.6%	489	445	9.9%
Sales Dollars	\$9,975,502	\$6,238,950	59.9%	\$70,958,063	\$51,467,017	37.9%
List/Sell Ratio	97.19%	95.49%	1.8%	96.00%	95.23%	
Days to Sell	95	79	20.3%	72	83	-13.3%
Active Inventory	221	321	-31.2%			
Average Price	\$148,888	\$111,410	33.6%	\$145,109	\$115,656	25.5%
Median Price	\$135,900	\$103,750	31.0%	\$122,500	\$105,000	16.7%

Central Division Comparative Activity By Property Type

August 31, 2003

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	19	19	0.0%	164	140	17.1%
Units Sold	19	10	90.0%	118	95	24.2%
Sales Dollars	\$2,933,391	\$1,613,300	81.8%	\$21,365,151	\$15,057,631	41.9%
List/Sell Ratio	94.88%	95.29%	-0.4%	95.46%	94.86%	0.6%
Days to Sell	94	106	-11.3%	76	98	-22.4%
Active Inventory	38	49	-22.4%			
Average Price	\$154,389	\$161,330	-4.3%	\$181,061	\$158,501	14.2%
Median Price	\$143,500	\$136,950	4.8%	\$157,750	\$150,000	5.2%
Farms						
Units Listed	3	5	-40.0%	41	64	-35.9%
Units Sold	2	1	100.0%	20	16	25.0%
Sales Dollars	\$1,770,000	\$310,000	471.0%	\$9,918,500	\$8,298,000	19.5%
List/Sell Ratio	91.11%	82.66%	10.2%	92.81%	88.77%	4.6%
Days to Sell	207	1152	-82.0%	162	260	-37.7%
Active Inventory	50	72	-30.6%			
Average Price	\$885,000	\$310,000	185.5%	\$495,925	\$518,625	-4.4%
Median Price	\$885,000	\$310,000	185.5%	\$419,000	\$387,500	8.1%
IC&I						
Units Listed	14	8	75.0%	88	71	23.9%
Units Sold	6	2	200.0%	28	28	0.0%
Sales Dollars	\$2,207,000	\$758,000	191.2%	\$16,864,417	\$15,414,000	9.4%
List/Sell Ratio	94.79%	94.82%	0.0%	93.33%	90.90%	2.7%
Days to Sell	167	156	7.1%	164	202	-18.8%
Active Inventory	73	60	21.7%			
Average Price	\$367,833	\$379,000	-2.9%	\$602,301	\$550,500	9.4%
Median Price	\$388,500	\$379,000	2.5%	\$422,500	\$317,500	33.1%
IC&I Land						
Units Listed	2	7	-71.4%	36	60	-40.0%
Units Sold	0	1	-100.0%	15	6	150.0%
Sales Dollars	\$0	\$205,000	-100.0%	\$5,149,500	\$5,162,000	-0.2%
List/Sell Ratio	0.00%	191.58%	-100.0%	89.69%	105.79%	-15.2%
Days to Sell	0	464	-100.0%	211	136	55.1%
Active Inventory	43	74	-41.9%			
Average Price	\$0	\$205,000	-100.0%	\$343,300	\$860,333	-60.1%
Median Price	\$0	\$205,000	-100.0%	\$320,000	\$675,000	-52.6%
Lots						
Units Listed	19	40	-52.5%	421	430	-2.1%
Units Sold	25	26	-3.8%	257	308	-16.6%
Sales Dollars	\$2,317,557	\$2,407,550	-3.7%	\$25,741,520	\$26,543,754	-3.0%
List/Sell Ratio	94.00%	95.23%	-1.3%	96.18%	95.08%	1.2%
Days to Sell	304	165	84.2%	199	208	-4.3%
Active Inventory	362	415	-12.8%			
Average Price	\$92,702	\$92,598	0.1%	\$100,162	\$86,181	16.2%
Median Price	\$86,750	\$85,000	2.1%	\$567,500	\$589,000	-3.7%
Leases						
Units Listed	10	16	-37.5%	151	154	-1.9%
Units Sold	4	3	33.3%	40	33	21.2%
Sales Dollars	\$2,175,183	\$239,810	807.0%	\$5,913,574	\$1,692,347	249.4%
List/Sell Ratio	0.00%	0.00%	0.0%	82.01%	100.00%	-18.0%
Days to Sell	135	200	-32.5%	187	234	-20.1%
Active Inventory	140	151	-7.3%			
Average Price	\$543,796	\$79,937	580.3%	\$147,839	\$51,283	188.3%
Median Price	\$168,447	\$70,800	137.9%	\$39,091	\$42,072	-7.1%

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

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots (Waterfront)						
Units Listed	2	1	100.0%	15	19	-21.1%
Units Sold	1	1	0.0%	8	9	-11.1%
Sales Dollars	\$89,000	\$469,000	-81.0%	\$3,193,900	\$1,670,500	91.2%
List/Sell Ratio	94.68%	93.98%	0.7%	91.39%	90.60%	0.9%
Days to Sell	74	136	-45.6%	171	179	-4.5%
Active Inventory	9	16	-43.8%			
Average Price	\$89,000	\$469,000	-81.0%	\$399,238	\$185,611	115.1%
Median Price	\$89,000	\$469,000	-81.0%	\$240,000	\$126,000	90.5%
Multi-Family						
Units Listed	4	4	0.0%	36	32	12.5%
Units Sold	4	0	100.0%	16	14	14.3%
Sales Dollars	\$1,215,500	\$0	100.0%	\$6,354,601	\$4,529,000	40.3%
List/Sell Ratio	98.17%	0.00%	100.0%	95.28%	92.74%	2.7%
Days to Sell	102	0	100.0%	95	104	-8.7%
Active Inventory	15	18	-16.7%			
Average Price	\$303,875	\$0	100.0%	\$397,163	\$323,500	22.8%
Median Price	\$289,750	\$0	100.0%	\$294,750	\$283,000	4.2%
Mobile Homes						
Units Listed	34	47	-27.7%	318	420	-24.3%
Units Sold	29	24	20.8%	195	199	-2.0%
Sales Dollars	\$1,428,550	\$859,600	66.2%	\$8,933,500	\$6,920,404	29.1%
List/Sell Ratio	87.40%	82.05%	6.5%	88.16%	85.40%	3.2%
Days to Sell	80	180	-55.6%	104	110	-5.5%
Active Inventory	145	207	-30.0%			
Average Price	\$49,260	\$35,817	37.5%	\$45,813	\$34,776	31.7%
Median Price	\$39,900	\$37,000	7.8%	\$39,000	\$28,750	35.7%
Residential						
Units Listed	284	318	-10.7%	2548	2644	-3.6%
Units Sold	213	216	-1.4%	1827	1882	-2.9%
Sales Dollars	\$52,278,853	\$43,369,114	20.5%	\$422,102,587	\$379,549,989	11.2%
List/Sell Ratio	96.37%	96.58%	-0.2%	96.89%	96.40%	0.5%
Days to Sell	56	54	3.7%	61	67	-9.0%
Active Inventory	714	831	-14.1%			
Average Price	\$245,441	\$200,783	22.2%	\$231,036	\$201,674	14.6%
Median Price	\$225,000	\$179,000	25.7%	\$210,000	\$184,950	13.5%
Residential (Waterfront)						
Units Listed	7	9	-22.2%	79	63	25.4%
Units Sold	7	6	16.7%	50	44	13.6%
Sales Dollars	\$4,190,500	\$3,934,500	6.5%	\$31,117,400	\$27,657,800	12.5%
List/Sell Ratio	91.30%	96.04%	-4.9%	94.14%	92.72%	1.5%
Days to Sell	75	103	-27.2%	85	146	-41.8%
Active Inventory	43	45	-4.4%			
Average Price	\$598,643	\$655,750	-8.7%	\$622,348	\$628,586	-1.0%
Median Price	\$598,000	\$585,000	2.2%	\$567,500	\$589,000	-3.7%
CENTRAL OKANAGAN - TOTALS						
Units Listed	532	663	-19.8%	5350	5822	-8.1%
Units Sold	431	408	5.6%	3527	3578	-1.4%
Sales Dollars	\$93,650,669	\$75,440,831	24.1%	\$736,261,791	\$655,777,664	12.3%
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	2242	2830	-20.8%			

**Central Residential Listing/Sales Analysis
August 31, 2003**

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 90000	3	12	3	15
90001 to 110000	0	8	1	15
110001 to 130000	3	40	1	45
130001 to 150000	6	99	9	112
150001 to 170000	12	214	23	224
170001 to 190000	40	320	26	265
190001 to 210000	31	240	27	219
210001 to 230000	28	285	21	203
230001 to 250000	26	235	15	162
250001 to 270000	16	168	18	119
270001 to 290000	22	153	14	98
290001 to 310000	11	97	6	58
310001 and over	79	605	43	249
Totals	277	2476	207	1784

Central Division Lot Listing/Sales Analysis				
Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 30000	5	42	1	19
30001 to 40000	0	11	1	9
40001 to 50000	1	18	0	9
50001 to 60000	0	11	0	9
60001 to 70000	0	15	3	18
70001 to 80000	0	31	5	27
80001 to 90000	7	78	6	50
90001 and over	17	324	13	162
Totals	30	530	29	303