

CENTRAL DIVISION MONTHLY STATISTICS

FOR

August 1st - 31st, 2004

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

CENTRAL OKANAGAN DIVISION

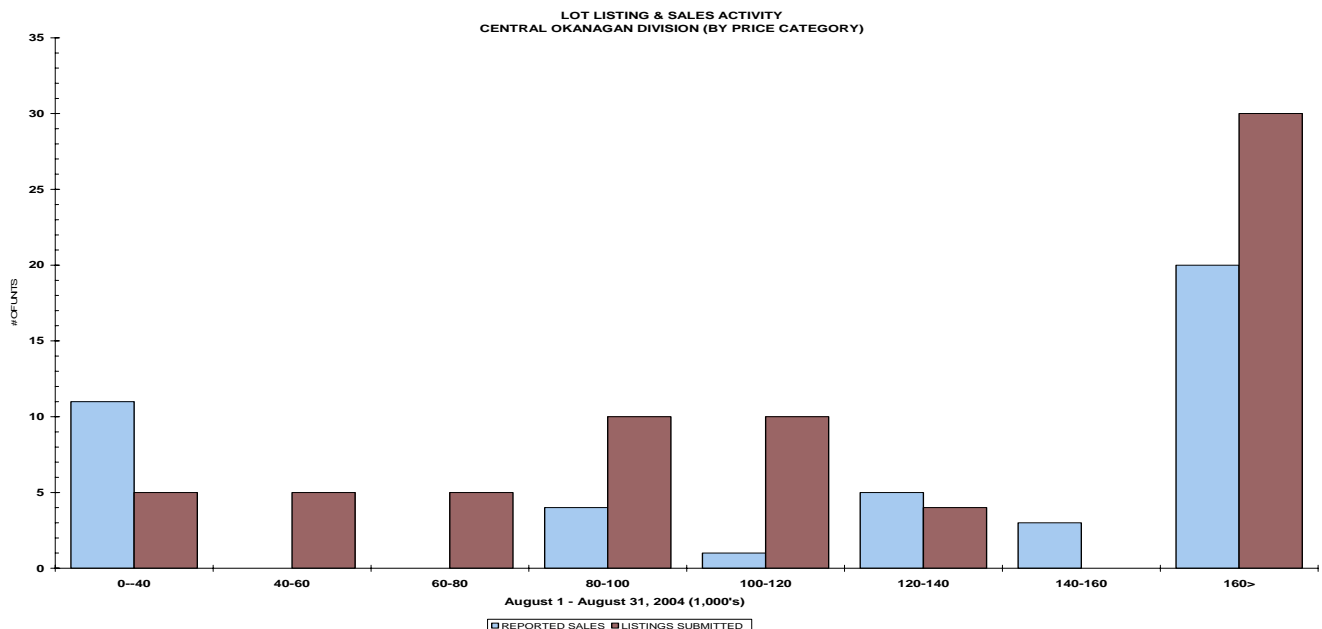
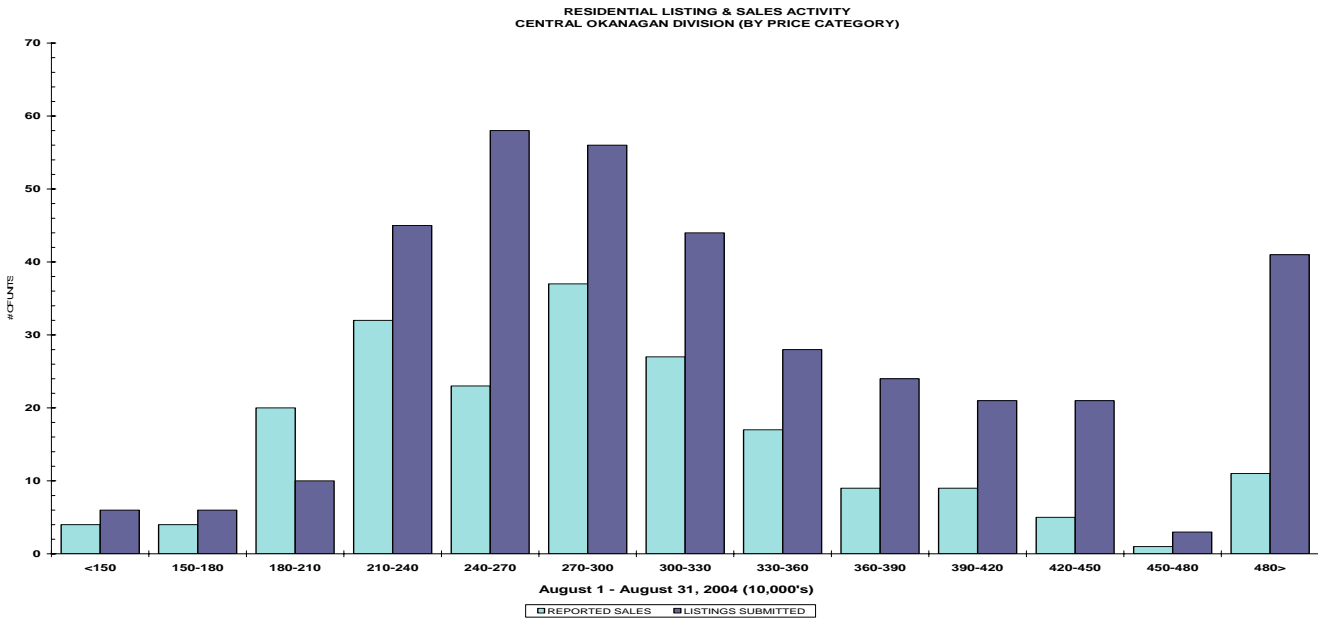
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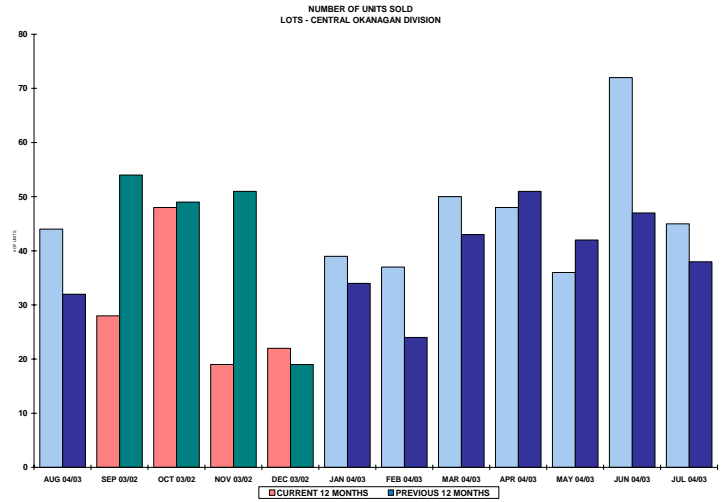
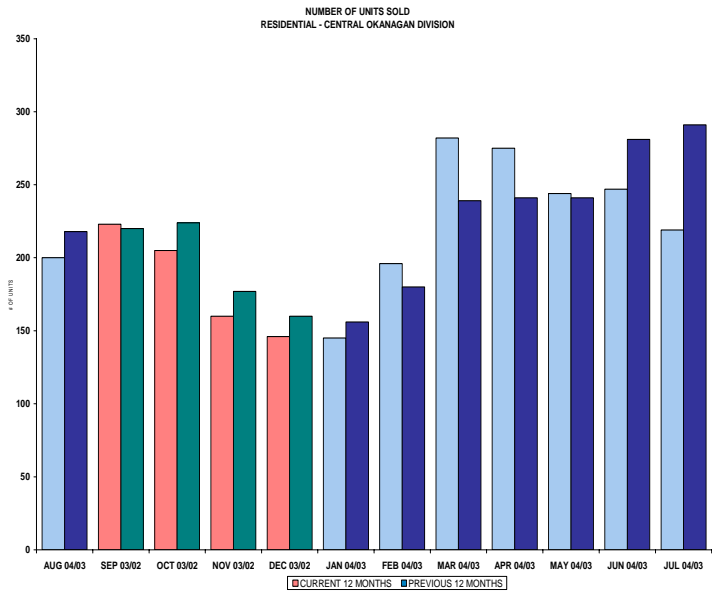
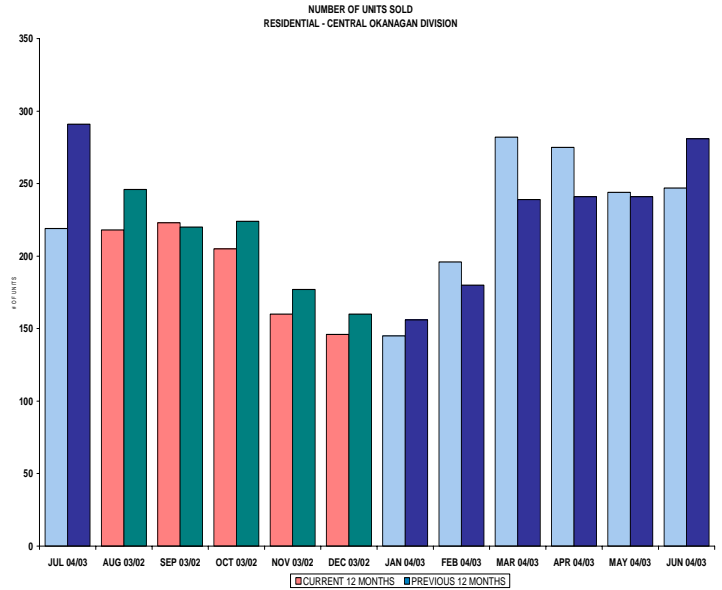
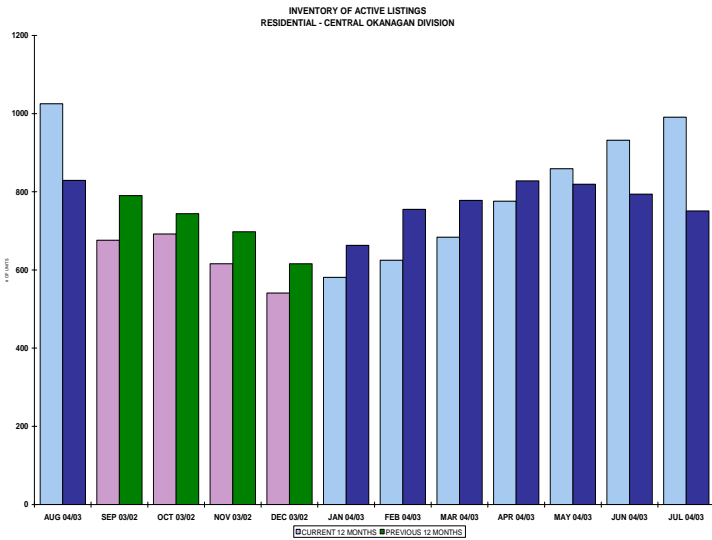
August 2004

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>
August 2004	463	\$124,507,708	200	\$59,988,526	813	2,879
July 2004	461	\$112,010,313	219	\$63,054,537	919	2,834
August 2003	419	\$88,872,735	194	\$47,648,953	536	2,242

The Central Zone has **550** Members. The average number of listings-per-licensee is 5.2





CENTRAL OKANAGAN DIVISION

August 2004

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
CONDO/APT	76	127	367	20.71%	52
CONDO/TWNHSE	51	108	217	23.50%	62
LOTS	44	69	449	10.07%	114
RESIDENTIAL	200	359	1025	19.51%	56

AVERAGE HOUSE PRICE \$299,943

MEDIAN HOUSE PRICE \$288,163

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

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

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

**ZONE CO
TOTALS**

Units Listed	813	536	51.7%	6490	5184	25.2%
Units Sold	463	419	10.5%	3782	3461	9.3%
Sales Dollars	\$124,507,708	\$88,872,735	40.1%	\$944,238,822	\$724,658,919	30.3%
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	2879	2242	28.4%			

**ZONE NO
TOTALS**

Units Listed	361	333	8.4%	3046	2541	19.9%
Units Sold	231	192	20.3%	1923	1553	23.8%
Sales Dollars	\$39,687,003	\$34,545,583	14.9%	\$354,600,569	\$257,745,350	37.6%
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	1496	1601	-6.6%			

**ZONE SH
TOTALS**

Units Listed	177	167	6.0%	1553	1402	10.8%
Units Sold	159	95	67.4%	960	696	37.9%
Sales Dollars	\$26,226,290	\$14,334,700	83.0%	\$159,345,302	\$102,665,394	55.2%
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	1124	1452	-22.6%			

**ZONE OB
TOTALS**

Units Listed	14	11	27.3%	114	125	-8.8%
Units Sold	3	0	100.0%	38	16	137.5%
Sales Dollars	\$1,004,000	\$0	100.0%	\$16,476,047	\$6,187,700	166.3%
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	135	149	-9.4%			

GRAND TOTALS

Units Listed	1365	1047	30.4%	11203	9252	21.1%
Units Sold	856	706	21.2%	6703	5726	17.1%
Sales Dollars	\$191,425,001	\$137,753,018	39.0%	\$1,474,660,740	\$1,091,257,363	35.1%
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	5634	5444	3.5%			

LICENSEES
August 31, 2004

	TOTAL NUMBER OF LICENSEES August 31/04	TOTAL NUMBER OF LICENSEES August 31/03	CHANGE BY NUMBER	CHANGE BY %
ALL DIVISIONS	884	779	105	13.48%
CENTRAL OK DIV.	550	501	49	9.78%
NORTH OK DIV.	249	209	40	19.14%
SHUSWAP DIV.	85	69	16	23.19%

CURRENT MEMBERSHIP

AGENT LICENSEES	77
SALESPERSONS	733
PROPERTY MANAGEMENT	8
9:15 LICENCEE MEMBER	62
EXEMPTION MEMBER	4

TOTALS **884**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	% + or -	THIS YEAR	LAST YEAR	% + or -
Acreage						
Units Listed	13	9	44.4%	99	86	15.1%
Units Sold	7	2	250.0%	57	39	46.2%
Sales Dollars	\$3,944,500	\$1,465,000	169.2%	\$15,640,625	\$9,582,250	63.2%
List/Sell Ratio	100.23%	90.12%		94.30%	91.84%	
Days to Sell	78	284	-72.5%	221	220	0.5%
Active Inventory	71	68	4.4%			
Average Price	\$563,500	\$732,500	-23.1%	\$274,397	\$245,699	11.7%
Median Price	\$375,000	\$732,500	-48.8%	\$210,000	\$155,000	35.5%
Acreage with House						
Units Listed	23	16	43.8%	214	184	16.3%
Units Sold	7	11	-36.4%	92	77	19.5%
Sales Dollars	\$2,298,535	\$4,493,400	-48.8%	\$43,467,555	\$32,605,200	33.3%
List/Sell Ratio	91.85%	93.95%		93.82%	93.46%	
Days to Sell	68	171	-60.2%	105	136	-22.8%
Active Inventory	128	130	-1.5%			
Average Price	\$328,362	\$408,491	-19.6%	\$472,473	\$423,444	11.6%
Median Price	\$309,000	\$370,000	-16.5%	\$379,950	\$325,000	16.9%
Acreage (Waterfront)						
Units Listed	0	1	-100.0%	10	12	-16.7%
Units Sold	0	0	0.0%	3	3	0.0%
Sales Dollars	\$0	\$0	0.0%	\$4,010,000	\$5,195,000	-22.8%
List/Sell Ratio	0.00%	0.00%		94.60%	90.64%	
Days to Sell	0	140	-100.0%	225	65	246.2%
Active Inventory	11	9	22.2%			
Average Price	\$0	\$0	0.0%	\$1,336,667	\$1,731,667	-22.8%
Median Price	\$0	\$0	0.0%	\$400,000	\$650,000	-38.5%
Business						
Units Listed	11	12	-8.3%	116	113	2.7%
Units Sold	6	4	50.0%	28	21	33.3%
Sales Dollars	\$364,900	\$839,333	-56.5%	\$11,115,200	\$4,162,833	167.0%
List/Sell Ratio	80.28%	85.43%		81.15%	85.22%	
Days to Sell	150	326	-54.0%	183	226	-19.0%
Active Inventory	83	90	-7.8%			
Average Price	\$60,817	\$209,833	-71.0%	\$396,971	\$198,230	100.3%
Median Price	\$54,450	\$28,000	94.5%	\$43,200	\$100,000	-56.8%
Condo (Townhouse)						
Units Listed	108	43	151.2%	606	405	49.6%
Units Sold	51	42	21.4%	371	367	1.1%
Sales Dollars	\$11,366,684	\$8,431,150	34.8%	\$82,413,447	\$67,912,295	21.4%
List/Sell Ratio	97.46%	97.20%		97.61%	96.81%	
Days to Sell	62	71	-12.7%	58	69	-15.9%
Active Inventory	217	92	135.9%			
Average Price	\$222,876	\$200,742	11.0%	\$222,139	\$185,047	20.0%
Median Price	\$184,000	\$184,500	-0.3%	\$194,000	\$170,000	14.1%
Condo (Apt)						
Units Listed	127	65	95.4%	942	689	36.7%
Units Sold	76	66	15.2%	581	490	18.6%
Sales Dollars	\$13,974,697	\$9,796,452	42.7%	\$115,810,324	\$70,986,391	63.1%
List/Sell Ratio	97.83%	97.19%		98.00%	96.03%	
Days to Sell	52	92	-43.5%	55	68	-19.1%
Active Inventory	367	221	66.1%			
Average Price	\$183,878	\$148,431	23.9%	\$199,329	\$144,870	37.6%
Median Price	\$162,700	\$135,858	19.8%	\$159,900	\$122,500	30.5%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	23	19	21.1%	177	158	12.0%
Units Sold	13	21	-38.1%	107	120	-10.8%
Sales Dollars	\$3,016,500	\$3,158,391	-4.5%	\$25,729,550	\$21,594,151	19.2%
List/Sell Ratio	94.59%	95.14%		96.72%	95.50%	
Days to Sell	58	89	-34.8%	42	70	-40.0%
Active Inventory	56	38	47.4%			
Average Price	\$232,038	\$150,400	54.3%	\$240,463	\$179,951	33.6%
Median Price	\$201,000	\$140,000	43.6%	\$200,000	\$157,250	27.2%
Farms						
Units Listed	7	3	133.3%	56	41	36.6%
Units Sold	4	1	300.0%	20	20	0.0%
Sales Dollars	\$2,130,000	\$420,000	407.1%	\$15,579,400	\$9,918,500	57.1%
List/Sell Ratio	95.51%	87.50%		92.88%	92.81%	
Days to Sell	116	202	-42.6%	242	157	54.1%
Active Inventory	44	50	-12.0%			
Average Price	\$532,500	\$420,000	26.8%	\$778,970	\$495,925	57.1%
Median Price	\$455,000	\$420,000	8.3%	\$487,500	\$419,000	16.3%
IC&I						
Units Listed	2	13	-84.6%	62	84	-26.2%
Units Sold	2	6	-66.7%	26	28	-7.1%
Sales Dollars	\$661,500	\$2,221,000	-70.2%	\$14,035,442	\$17,126,752	-18.0%
List/Sell Ratio	85.32%	95.66%		95.06%	93.55%	
Days to Sell	332	145	129.0%	216	154	40.3%
Active Inventory	62	73	-15.1%			
Average Price	\$330,750	\$370,167	-10.6%	\$539,825	\$611,670	-11.7%
Median Price	\$330,750	\$395,500	-16.4%	\$428,000	\$492,000	-13.0%
IC&I Land						
Units Listed	3	2	50.0%	24	37	-35.1%
Units Sold	0	0	0.0%	17	16	6.3%
Sales Dollars	\$0	\$0	0.0%	\$9,690,675	\$5,488,500	76.6%
List/Sell Ratio	0.00%	0.00%		89.79%	90.33%	
Days to Sell	0	0	0.0%	367	201	82.6%
Active Inventory	28	43	-34.9%			
Average Price	\$0	\$0	0.0%	\$570,040	\$343,031	66.2%
Median Price	\$0	\$0	0.0%	\$500,000	\$329,500	51.7%
Lots						
Units Listed	56	18	211.1%	533	418	27.5%
Units Sold	35	26	34.6%	317	265	19.6%
Sales Dollars	\$4,189,800	\$2,864,936	46.2%	\$37,481,054	\$26,927,736	39.2%
List/Sell Ratio	91.94%	93.25%		95.29%	96.10%	
Days to Sell	192	267	-28.1%	162	188	-13.8%
Active Inventory	361	362	-0.3%			
Average Price	\$119,709	\$110,190	8.6%	\$118,237	\$101,614	16.4%
Median Price	\$127,900	\$88,750	44.1%	\$99,000	\$89,500	10.6%
Leases						
Units Listed	16	10	60.0%	161	146	10.3%
Units Sold	3	4	-25.0%	38	40	-5.0%
Sales Dollars	\$76,416	\$458,570	-83.3%	\$2,849,709	\$5,981,361	-52.4%
List/Sell Ratio	0.00%	0.00%		100.00%	82.01%	
Days to Sell	174	122	42.6%	190	173	9.8%
Active Inventory	194	140	38.6%			
Average Price	\$25,472	\$114,643	-77.8%	\$74,992	\$149,534	-49.8%
Median Price	\$13,796	\$61,640	-77.6%	\$36,141	\$41,384	-12.7%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots (Waterfront)						
Units Listed	0	2	-100.0%	11	16	-31.3%
Units Sold	2	1	100.0%	8	8	0.0%
Sales Dollars	\$1,070,000	\$89,000	1102.2%	\$4,758,100	\$3,193,900	49.0%
List/Sell Ratio	96.60%	94.68%		94.08%	91.39%	
Days to Sell	74	74	0.0%	94	165	-43.0%
Active Inventory	6	9	-33.3%			
Average Price	\$535,000	\$89,000	501.1%	\$594,763	\$399,238	49.0%
Median Price	\$535,000	\$89,000	501.1%	\$522,500	\$240,000	117.7%
Multi-Family						
Units Listed	7	4	75.0%	25	35	-28.6%
Units Sold	2	4	-50.0%	10	16	-37.5%
Sales Dollars	\$1,995,000	\$1,215,500	64.1%	\$4,914,000	\$6,354,601	-22.7%
List/Sell Ratio	96.24%	98.17%		95.05%	95.28%	
Days to Sell	38	98	-61.2%	94	91	3.3%
Active Inventory	14	15	-6.7%			
Average Price	\$997,500	\$303,875	228.3%	\$491,400	\$397,163	23.7%
Median Price	\$997,500	\$289,750	244.3%	\$430,000	\$294,750	45.9%
Mobile Homes						
Units Listed	34	36	-5.6%	365	319	14.4%
Units Sold	40	30	33.3%	252	196	28.6%
Sales Dollars	\$1,907,850	\$1,493,550	27.7%	\$12,809,569	\$9,165,500	39.8%
List/Sell Ratio	90.15%	87.37%		90.65%	88.22%	
Days to Sell	75	80	-6.3%	70	93	-24.7%
Active Inventory	116	145	-20.0%			
Average Price	\$47,696	\$49,785	-4.2%	\$50,832	\$52,130	-2.5%
Median Price	\$39,500	\$43,500	-9.2%	\$42,125	\$39,500	6.6%
Recreational Properties						
Units Listed	12	3	300.0%	43	19	126.3%
Units Sold	4	1	300.0%	15	7	114.3%
Sales Dollars	\$923,300	\$55,500	1563.6%	\$3,292,200	\$959,000	243.3%
List/Sell Ratio	89.66%	84.21%		92.51%	85.31%	
Days to Sell	71	57	24.6%	144	78	84.6%
Active Inventory	29		0.0%			
Average Price	\$230,825	\$55,500	315.9%	\$219,480	\$137,000	60.2%
Median Price	\$48,750	\$55,500	-12.2%	\$95,000	\$55,500	71.2%
Residential						
Units Listed	359	273	31.5%	2956	2354	25.6%
Units Sold	200	194	3.1%	1808	1705	6.0%
Sales Dollars	\$59,988,526	\$47,648,953	25.9%	\$503,970,472	\$397,937,049	26.6%
List/Sell Ratio	96.23%	96.56%		96.75%	96.91%	
Days to Sell	56	52	7.7%	51	57	-10.5%
Active Inventory	1025	714	43.6%			
Average Price	\$299,943	\$245,613	22.1%	\$278,745	\$233,394	19.4%
Median Price	\$288,163	\$222,700	29.4%	\$260,000	\$212,000	22.6%
Residential (Waterfront)						
Units Listed	12	7	71.4%	76	65	16.9%
Units Sold	11	6	83.3%	32	43	-25.6%
Sales Dollars	\$16,599,500	\$4,222,000	293.2%	\$36,671,500	\$29,567,900	24.0%
List/Sell Ratio	95.93%	93.04%		94.50%	93.84%	
Days to Sell	190	44	331.8%	140	72	94.4%
Active Inventory	44	43	2.3%			
Average Price	\$1,509,045	\$703,667	114.5%	\$1,145,984	\$687,626	66.7%
Median Price	\$1,040,000	\$657,000	58.3%	\$947,500	\$610,000	55.3%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Timeshares						
Units Listed	0	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	813	536	51.7%	6490	5184	25.2%
Units Sold	463	419	10.5%	3782	3461	9.3%
Sales Dollars	\$124,507,708	\$88,872,735	40.1%	\$944,238,822	\$724,658,919	30.3%
List/Sell Ratio	96.49%	96.14%		96.32%	96.62%	
Days to Sell	65	85	-23.5%	77	82	-6.1%
Active Inventory	2879	2242	28.4%			

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 150000	6	53	4	50
150001 to 180000	6	88	4	85
180001 to 210000	10	231	20	238
210001 to 240000	45	446	32	344
240001 to 270000	58	435	23	284
270001 to 300000	56	401	37	251
300001 to 330000	44	313	27	176
330001 to 360000	28	262	17	128
360001 to 390000	24	174	9	84
390001 to 420000	21	134	9	55
420001 to 450000	21	132	5	26
450001 to 480000	3	50	1	16
480001 and over	41	258	11	70
Totals	363	2977	199	1807

Central Division Lot Listing/Sales Analysis

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 40000	5	61	11	74
40001 to 60000	5	13	0	7
60001 to 80000	5	10	0	15
80001 to 100000	10	112	4	85
100001 to 120000	10	100	1	35
120001 to 140000	4	48	5	25
140001 to 160000	0	30	3	15
160001 and over	30	279	20	129
Totals	69	653	44	385