

CENTRAL OKANAGAN DIVISION

MONTHLY STATISTICS

FOR

SEPTEMBER 1 - 30, 2002

CENTRAL OKANAGAN DIVISION

STAT - O - GRAM

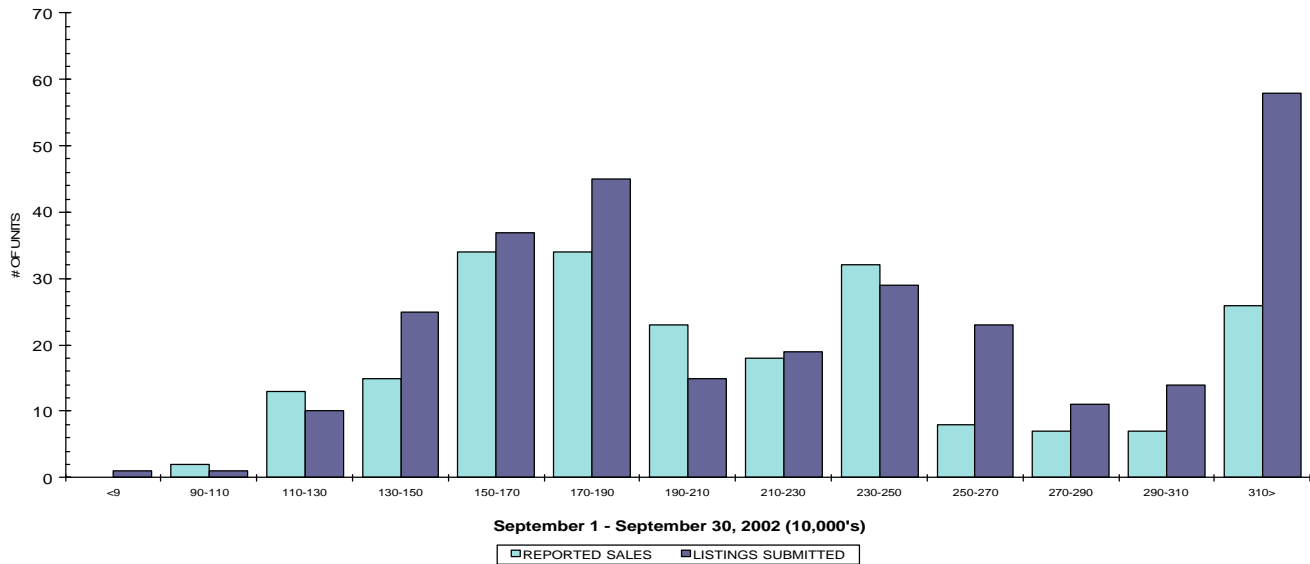
September 2002

QUICK SUMMARY

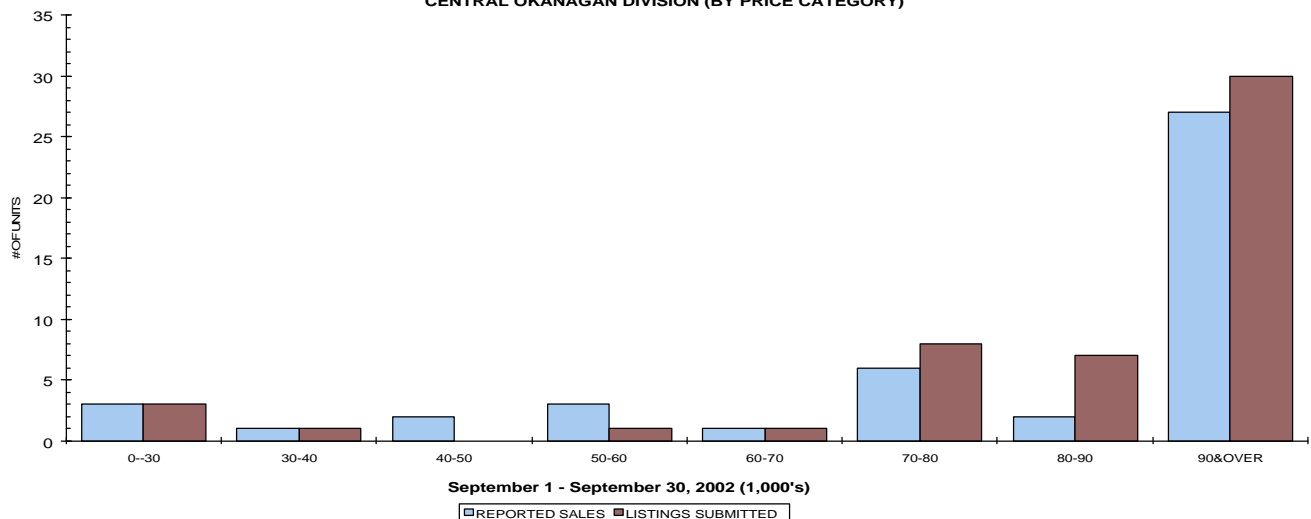
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	# of Units	\$ Value	# of Units	\$ Value	Listings Taken	Inventory
September 2002	395	\$76,522,728	220	\$47,595,309	598	2,728
August 2002	397	\$73,304,644	218	\$43,727,614	653	2,803
September 2001	322	\$57,118,129	173	\$33,366,363	642	3,448

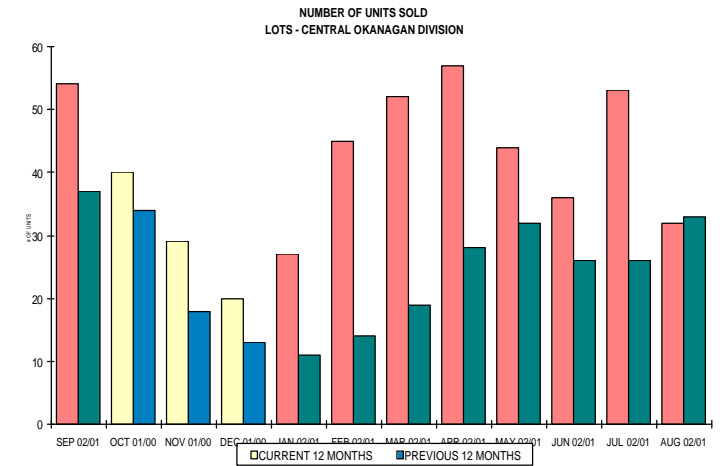
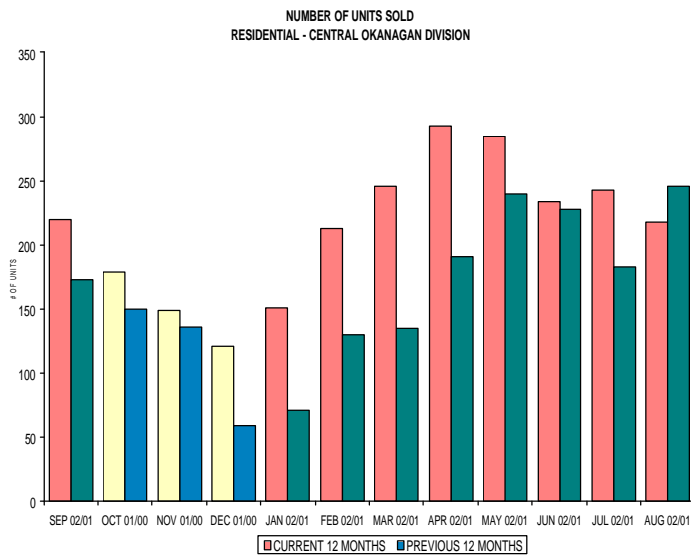
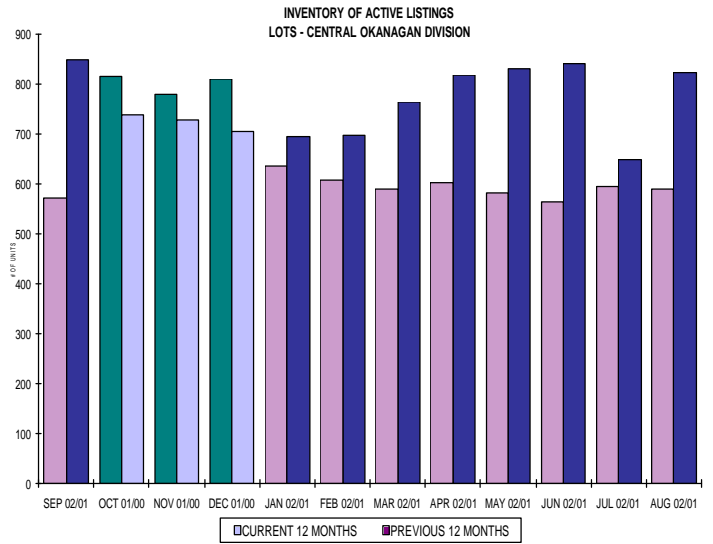
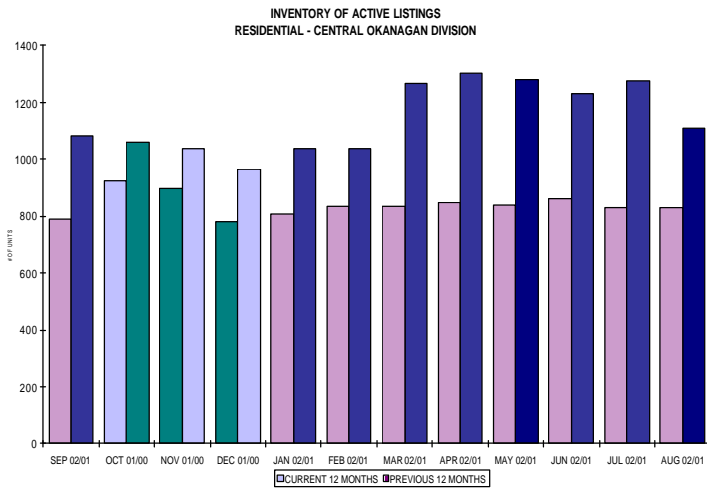
The average number of listings-per-licensee is 6.1

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



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





CENTRAL OKANAGAN DIVISION

September 2002

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
CONDO/APT	44	74	307	14.33%	87
CONDO/TWNHSE	29	54	122	23.77%	40
LOTS	54	51	572	9.44%	118
RESIDENTIAL	220	289	790	27.85%	64

AVERAGE HOUSE PRICE \$216,342

MEDIAN HOUSE PRICE \$197,750

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

**COMPARATIVE ACTIVITY BY ZONE AS AT
September 30, 2002**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ZONE CO TOTALS						
Units Listed	598	636	-6.0%	6312	6254	0.9%
Units Sold	395	318	24.2%	3885	2822	37.7%
Sales Dollars	\$76,522,728	\$56,491,629	35.5%	\$715,420,054	\$483,897,845	47.8%
List/Sell Ratio	95.69	94.09		95.13	93.60	
Days to Sell	82	106	-22.6%	98	113	-13.3%
Active Listings	2728					
ZONE NO TOTALS						
Units Listed	253	252	0.4%	2924	2923	0.0%
Units Sold	183	140	30.7%	1485	1231	20.6%
Sales Dollars	\$27,960,990	\$19,967,444	40.0%	\$234,746,903	\$177,638,327	32.1%
List/Sell Ratio	93.61	91.14		92.64	90.56	
Days to Sell	154	168	-8.3%	160	164	-2.4%
Active Listings	1942					
ZONE SH TOTALS						
Units Listed	128	139	-7.9%	1649	1856	-11.2%
Units Sold	105	86	22.1%	699	607	15.2%
Sales Dollars	\$13,063,260	\$12,155,954	7.5%	\$97,125,363	\$82,713,790	17.4%
List/Sell Ratio	91.72	90.13		90.2	88.76	
Days to Sell	245	187	31.0%	220	220	0.0%
Active Listings	1632					
ZONE OB TOTALS						
Units Listed	22	12	83.3%	173	137	26.3%
Units Sold	1	2	-50.0%	19	16	18.8%
Sales Dollars	\$392,500	\$161,500	143.0%	\$6,142,451	\$5,218,500	17.7%
List/Sell Ratio	90.59	81.61		88.81	84.39	
Days to Sell	201	104	93.3%	158	126	25.4%
Active Listings	149					
GRAND TOTALS						
Units Listed	1001	1039	-3.7%	11058	11170	-1.0%
Units Sold	684	546	25.3%	6088	4676	30.2%
Sales Dollars	\$117,939,478	\$88,776,527	32.8%	\$1,053,434,771	\$749,468,462	40.6%
List/Sell Ratio	94.26	91.40		93.77	91.51	
Days to Sell	111	140	-20.7%	125	144	-13.2%
Active Listings	6451					

LICENSEES
September 30, 2002

	TOTAL NUMBER OF LICENSEES Sept 30/02	TOTAL NUMBER OF LICENSEES Sept 30/01	CHANGE BY NUMBER	CHANGE BY %
ALL DIVISIONS	695	677	18	2.66%
CENTRAL OK DIV.	444	422	22	5.21%
NORTH OK DIV.	184	184	0	0.00%
SHUSWAP DIV.	67	71	-4	-5.63%
CURRENT MEMBERSHIP				
AGENT LICENSEES	73			
SALESPERSONS	556			
PROPERTY MANAGEMENT	8			
9:15 LICENCEE MEMBER	58			
EXEMPTION MEMBER	0			
TOTALS	695			

COMPARATIVE ACTIVITY BY PROPERTY TYPE

**September 30, 2002
CENTRAL OKANAGAN**

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage							
	UNITS LISTED	10	8	25.0%	154	118	30.5%
	UNITS SOLD	7	4	75.0%	32	24	33.3%
	SALES DOLLARS	\$1,601,000	\$486,000	229.4%	\$8,608,058	\$4,870,750	76.7%
	LIST/SELL RATIO	93.05	87.72		88.64	92.86	
	DAYS TO SELL	99	207	-52.2%	174	253	-31.2%
	ACTIVE INVENTORY	139					
	AVERAGE PRICE	\$228,714	\$121,500	88.2%	\$269,002	\$202,948	32.5%
	MEDIAN PRICE	\$184,000	\$128,000	43.8%	\$180,000	\$149,000	20.8%
Acreage with House							
	UNITS LISTED	24	19	26.3%	269	235	14.5%
	UNITS SOLD	6	5	20.0%	97	55	76.4%
	SALES DOLLARS	\$2,123,000	\$2,131,339	-0.4%	\$37,078,700	\$16,430,939	125.7%
	LIST/SELL RATIO	93.54	93.51		93.55	90.72	
	DAYS TO SELL	68	105	-35.2%	129	136	-5.1%
	ACTIVE INVENTORY	172					
	AVERAGE PRICE	\$353,833	\$426,268	-17.0%	\$382,255	\$298,744	28.0%
	MEDIAN PRICE	\$341,750	\$333,339	2.5%	\$320,000	\$270,000	18.5%
Acreage (Waterfront)							
	UNITS LISTED	0	6	-100.0%	14	23	-39.1%
	UNITS SOLD	3	0	100.0%	5	4	25.0%
	SALES DOLLARS	\$1,082,000	\$0	100.0%	\$1,712,000	\$2,660,450	-35.6%
	LIST/SELL RATIO	87.57	0.00		85.25	91.51	
	DAYS TO SELL	75	0	100.0%	252	141	78.7%
	ACTIVE INVENTORY	15					
	AVERAGE PRICE	\$360,667	\$0	100.0%	\$342,400	\$665,113	-48.5%
	MEDIAN PRICE	\$120,000	\$0	100.0%	\$270,000	\$263,725	2.4%
Business							
	UNITS LISTED	13	15	-13.3%	171	176	-2.8%
	UNITS SOLD	4	1	300.0%	25	21	19.0%
	SALES DOLLARS	\$766,000	\$40,000	1815.0%	\$9,016,500	\$4,419,900	104.0%
	LIST/SELL RATIO	70.26	88.88		74.51	72.80	
	DAYS TO SELL	154	77	100.0%	182	174	4.6%
	ACTIVE INVENTORY	122					
	AVERAGE PRICE	\$191,500	\$40,000	378.8%	\$360,660	\$210,471	71.4%
	MEDIAN PRICE	\$65,500	\$40,000	63.8%	\$90,000	\$70,000	28.6%
Condo (Townhouse)							
	UNITS LISTED	54	37	45.9%	400	407	-1.7%
	UNITS SOLD	29	27	7.4%	298	225	32.4%
	SALES DOLLARS	\$4,781,996	\$3,478,600	37.5%	\$47,941,622	\$31,278,918	53.3%
	LIST/SELL RATIO	96.89	96.09		96.06	94.79	
	DAYS TO SELL	40	60	-33.3%	72	96	-25.0%
	ACTIVE INVENTORY	122					
	AVERAGE PRICE	\$164,896	\$128,837	28.0%	\$160,878	\$139,017	15.7%
	MEDIAN PRICE	\$160,000	\$137,000	16.8%	\$146,450	\$133,250	9.9%

COMPARATIVE ACTIVITY BY PROPERTY TYPE
September 30, 2002
CENTRAL OKANAGAN

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Condo (Apt)							
	UNITS LISTED	74	64	15.6%	771	622	24.0%
	UNITS SOLD	44	29	51.7%	490	356	37.6%
	SALES DOLLARS	\$5,428,500	\$2,805,350	93.5%	\$57,014,517	\$36,439,343	56.5%
	LIST/SELL RATIO	94.67	94.13		95.07	93.13	
	DAYS TO SELL	87	80	8.7%	83	116	-28.4%
	ACTIVE INVENTORY	307					
	AVERAGE PRICE	\$123,375	\$96,736	27.5%	\$116,356	\$102,358	13.7%
	MEDIAN PRICE	\$111,500	\$105,000	6.2%	\$106,450	\$90,750	17.3%
Duplex							
	UNITS LISTED	9	17	-47.1%	148	167	-11.4%
	UNITS SOLD	7	11	-36.4%	103	76	35.5%
	SALES DOLLARS	\$941,500	\$1,863,150	-49.5%	\$16,143,131	\$11,911,900	35.5%
	LIST/SELL RATIO	95.80	98.37		94.93	95.43	
	DAYS TO SELL	44	96	-54.2%	94	92	2.2%
	ACTIVE INVENTORY	43					
	AVERAGE PRICE	\$134,500	\$169,377	-20.6%	\$156,729	\$156,736	0.0%
	MEDIAN PRICE	\$128,000	\$130,500	-1.9%	\$148,900	\$147,250	1.1%
Farms							
	UNITS LISTED	5	7	-28.6%	71	83	-14.5%
	UNITS SOLD	2	2	0.0%	18	12	50.0%
	SALES DOLLARS	\$1,268,000	\$3,400,000	-62.7%	\$9,566,000	\$7,041,000	35.9%
	LIST/SELL RATIO	90.13	149.08		88.90	99.51	
	DAYS TO SELL	98	231	-57.6%	242	206	17.5%
	ACTIVE INVENTORY	66					
	AVERAGE PRICE	\$634,000	\$1,700,000	-62.7%	\$531,444	\$586,750	-9.4%
	MEDIAN PRICE	\$634,000	\$1,700,000	-62.7%	\$387,500	\$313,500	23.6%
IC&I							
	UNITS LISTED	4	9	-55.6%	75	81	-7.4%
	UNITS SOLD	6	0	100.0%	34	1	3300.0%
	SALES DOLLARS	\$1,407,000	\$0	100.0%	\$16,821,000	\$6,546,000	157.0%
	LIST/SELL RATIO	79.17	0.00		86.16	87.46	
	DAYS TO SELL	183	0	-100.0%	198	156	26.9%
	ACTIVE INVENTORY	56					
	AVERAGE PRICE	\$234,500	\$0	100.0%	\$494,735	\$6,546,000	-92.4%
	MEDIAN PRICE	\$237,000	\$0	100.0%	\$299,500	\$320,000	-6.4%
IC&I Land							
	UNITS LISTED	3	3	0.0%	65	71	-8.5%
	UNITS SOLD	0	0	0.0%	6	10	-40.0%
	SALES DOLLARS	\$0	\$0	0.0%	\$5,162,000	\$5,660,000	-8.8%
	LIST/SELL RATIO	0.00	0.00		105.79	80.49	
	DAYS TO SELL	0	0	0.0%	136	382	-64.4%
	ACTIVE INVENTORY	69					
	AVERAGE PRICE	\$0	\$0	0.0%	\$860,333	\$566,000	52.0%
	MEDIAN PRICE	\$0	\$0	0.0%	\$675,000	\$332,000	103.3%

COMPARATIVE ACTIVITY BY PROPERTY TYPE
September 30, 2002
CENTRAL OKANAGAN

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots							
	UNITS LISTED	41	98	-58.2%	471	678	-30.5%
	UNITS SOLD	31	31	0.0%	339	187	81.3%
	SALES DOLLARS	\$3,097,133	\$2,490,750	24.3%	\$29,640,887	\$15,402,600	92.4%
	LIST/SELL RATIO	92.80	89.36		96.13	90.44	
	DAYS TO SELL	178	192	-7.3%	205	224	-8.5%
	ACTIVE INVENTORY	406					
	AVERAGE PRICE	\$99,908	\$80,347	24.3%	\$87,436	\$82,367	6.2%
	MEDIAN PRICE	\$90,500	\$71,900	25.9%	\$79,900	\$80,000	-0.1%
Leases							
	UNITS LISTED	19	19	0.0%	174	133	30.8%
	UNITS SOLD	7	5	40.0%	40	34	17.6%
	SALES DOLLARS	\$1,021,290	\$291,777	250.0%	\$2,713,637	\$3,549,655	-23.6%
	LIST/SELL RATIO	98.05	0.00		99.02	275.00	
	DAYS TO SELL	100	349	-71.3%	211	252	-16.3%
	ACTIVE INVENTORY	152					
	AVERAGE PRICE	\$145,899	\$58,355	150.0%	\$67,841	\$104,402	-35.0%
	MEDIAN PRICE	\$70,700	\$64,350	9.9%	\$43,520	\$41,128	5.8%
Lots (Waterfront)							
	UNITS LISTED	0	1	-100.0%	20	12	66.7%
	UNITS SOLD	3	3	0.0%	12	6	100.0%
	SALES DOLLARS	\$1,007,000	\$443,500	127.1%	\$2,677,500	\$1,198,000	123.5%
	LIST/SELL RATIO	94.84	87.95		91.66	89.35	
	DAYS TO SELL	121	539	-77.6%	164	347	-52.7%
	ACTIVE INVENTORY	12					
	AVERAGE PRICE	\$335,667	\$147,833	127.1%	\$223,125	\$199,667	11.7%
	MEDIAN PRICE	\$365,000	\$118,000	209.3%	\$208,500	\$112,750	84.9%
Multi-Family							
	UNITS LISTED	3	2	50.0%	35	30	16.7%
	UNITS SOLD	3	2	50.0%	17	7	142.9%
	SALES DOLLARS	\$666,000	\$2,044,500	-67.4%	\$5,195,000	\$4,906,500	5.9%
	LIST/SELL RATIO	86.20	61.60		91.59	81.01	
	DAYS TO SELL	166	301	-44.9%	115	305	-62.3%
	ACTIVE INVENTORY	16					
	AVERAGE PRICE	\$222,000	\$1,022,250	-78.3%	\$305,588	\$700,929	-56.4%
	MEDIAN PRICE	\$225,000	\$1,022,250	-78.0%	\$266,000	\$260,000	2.3%
Mobile Homes							
	UNITS LISTED	45	52	-13.5%	465	456	2.0%
	UNITS SOLD	18	21	-14.3%	217	147	47.6%
	SALES DOLLARS	\$703,750	\$634,700	10.9%	\$7,624,154	\$5,288,750	44.2%
	LIST/SELL RATIO	86.63	80.56		84.41	82.93	
	DAYS TO SELL	91	196	-53.6%	109	125	-12.8%
	ACTIVE INVENTORY	201					
	AVERAGE PRICE	\$39,097	\$30,224	29.4%	\$35,134	\$35,978	-2.3%
	MEDIAN PRICE	\$36,000	\$25,000	44.0%	\$29,900	\$28,500	4.9%

COMPARATIVE ACTIVITY BY PROPERTY TYPE
September 30, 2002
CENTRAL OKANAGAN

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Residential							
	UNITS LISTED	289	273	5.9%	2941	2875	2.3%
	UNITS SOLD	220	171	28.7%	2103	1614	30.3%
	SALES DOLLARS	\$47,595,309	\$33,095,963	43.8%	\$427,294,298	\$305,224,074	40.0%
	LIST/SELL RATIO	96.19	94.91		96.17	95.26	
	DAYS TO SELL	64	86	-25.6%	66	86	-23.3%
	ACTIVE INVENTORY	790					
	AVERAGE PRICE	\$216,342	\$193,544	11.8%	\$203,183	\$189,110	7.4%
	MEDIAN PRICE	\$197,750	\$179,000	10.5%	\$185,500	\$175,000	6.0%
Residential (Waterfront)							
	UNITS LISTED	5	6	-16.7%	68	87	-21.8%
	UNITS SOLD	5	6	-16.7%	49	43	14.0%
	SALES DOLLARS	\$3,033,250	\$3,286,000	-7.7%	\$31,211,050	\$21,069,066	48.1%
	LIST/SELL RATIO	94.42	91.82		92.73	91.83	
	DAYS TO SELL	103	187	-44.9%	142	160	-11.3%
	ACTIVE INVENTORY	40					
	AVERAGE PRICE	\$606,650	\$547,667	10.8%	\$636,960	\$489,978	30.0%
	MEDIAN PRICE	\$500,000	\$492,250	1.6%	\$580,000	\$420,000	38.1%
CENTRAL OKANAGAN - TOTALS							
	UNITS LISTED	598	636	-6.0%	6312	6254	0.9%
	UNITS SOLD	395	318	24.2%	3885	2822	37.7%
	SALES DOLLARS	\$76,522,728	\$56,491,629	35.5%	\$715,420,054	\$483,897,845	47.8%
	LIST/SELL RATIO	95.69	94.09		95.13	93.60	
	DAYS TO SELL	82	106	-22.6%	98	113	-13.3%
	ACTIVE INVENTORY	2728					

RESIDENTIAL LISTING / SALES ANALYSIS

September 30, 2002
CENTRAL OKANAGAN

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 90000	1	21	0	15
90001 to 110000	1	37	2	38
110001 to 130000	10	117	13	102
130001 to 150000	26	289	16	283
150001 to 170000	37	460	34	371
170001 to 190000	45	425	34	322
190001 to 210000	15	253	23	205
210001 to 230000	19	278	18	215
230001 to 250000	29	277	32	193
250001 to 270000	23	169	8	95
270001 to 290000	11	119	7	77
290001 to 310000	14	80	7	38
310001 and over	58	416	26	149
	289	2941	220	2103

RESIDENTIAL LISTING / SALES ANALYSIS

September 30, 2002

CENTRAL OKANAGAN

	Mthly Listings	YTD Listings		Mthly Sales		YTD Sales
Range	Total	Total		Total		Total
0 to 30000	3	53		3		22
30001 to 40000	1	12		1		7
40001 to 50000	0	21		2		14
50001 to 60000	1	25		3		20
60001 to 70000	1	45		1		44
70001 to 80000	8	92		5		81
80001 to 90000	7	68		2		56
90001 and over	30	343		27		144
	51	659		44		388