

**CENTRAL DIVISION
MONTHLY STATISTICS**

FOR

September 1 - 30th, 2003

CENTRAL OKANAGAN DIVISION

STAT - O - GRAM

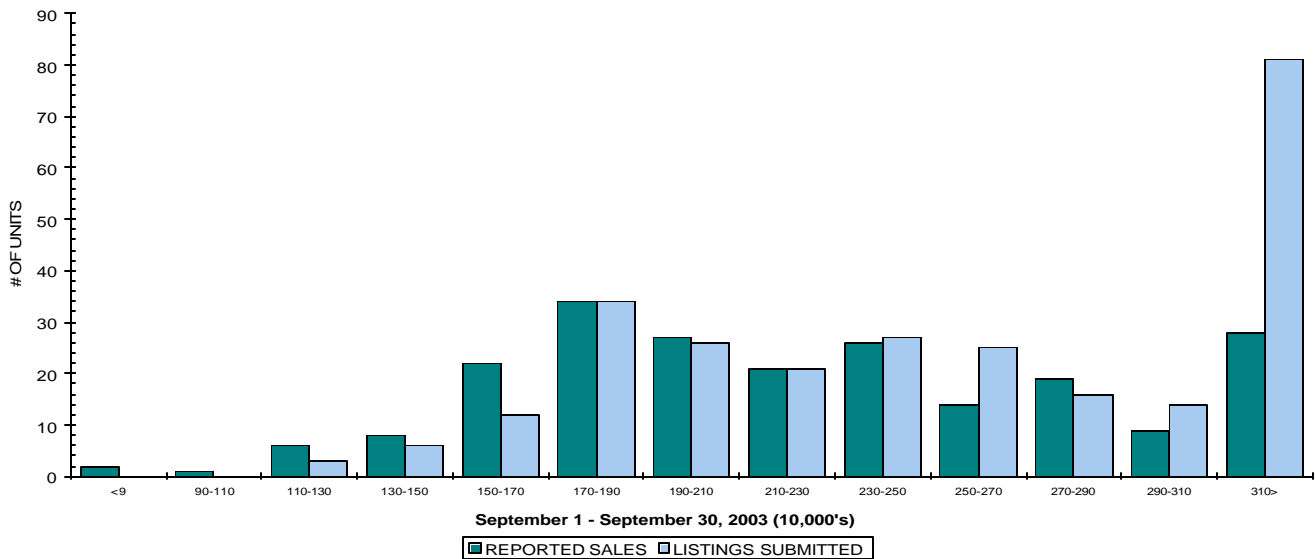
September 2003

QUICK SUMMARY

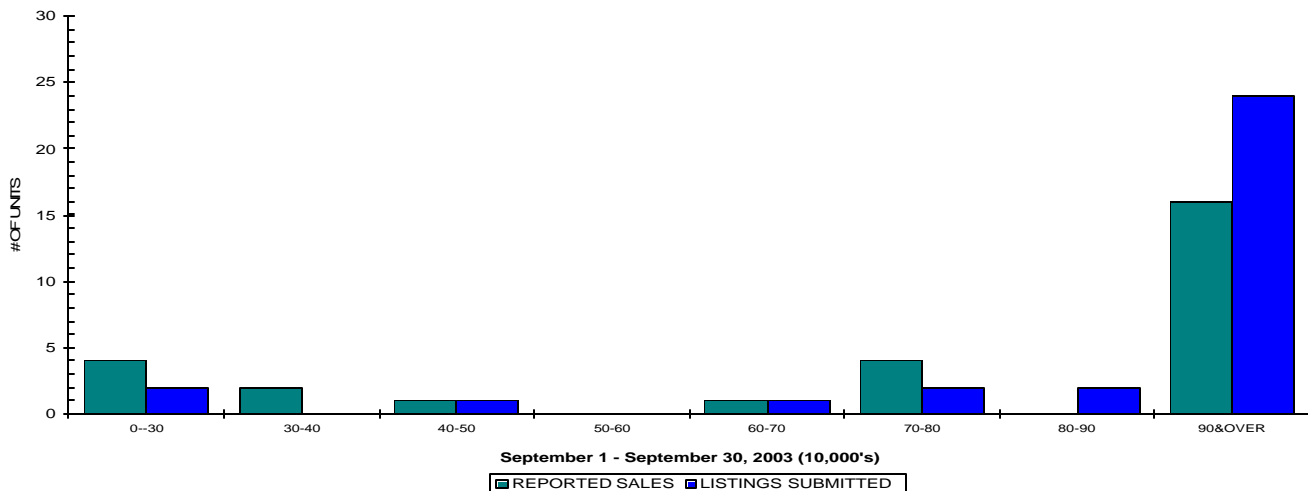
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	<u># of Units</u>	<u>\$ Value</u>	<u># of Units</u>	<u>\$ Value</u>	<u>Listings Taken</u>	<u>Inventory</u>
September 2003	396	\$84,850,037	223	\$52,668,896	555	2,155
August 2003	431	\$93,650,669	213	\$52,278,853	532	2,242
September 2002	395	\$76,522,728	220	\$47,595,309	598	2,728

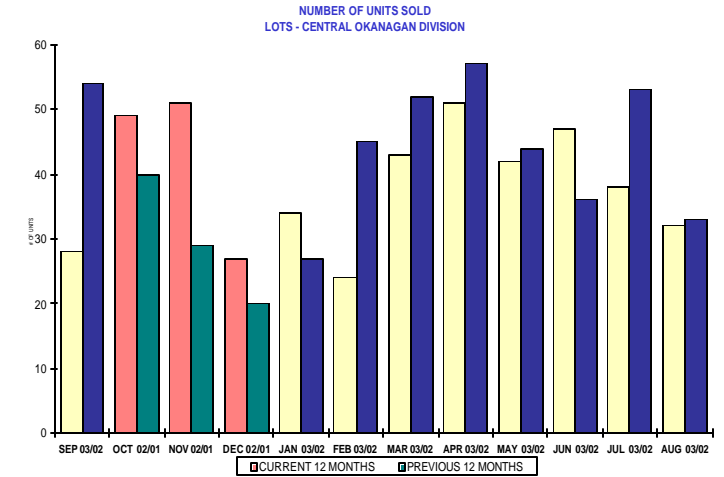
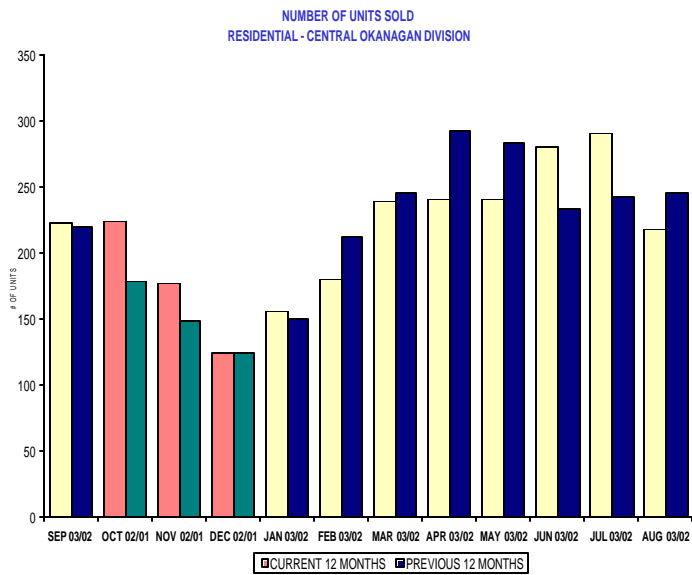
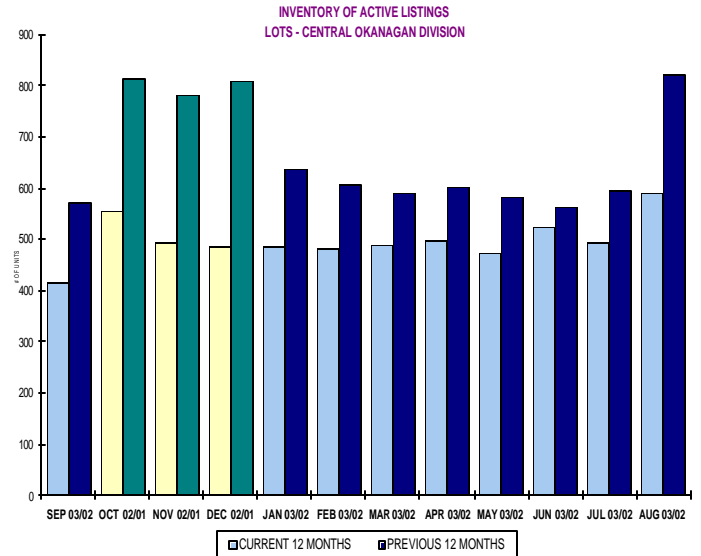
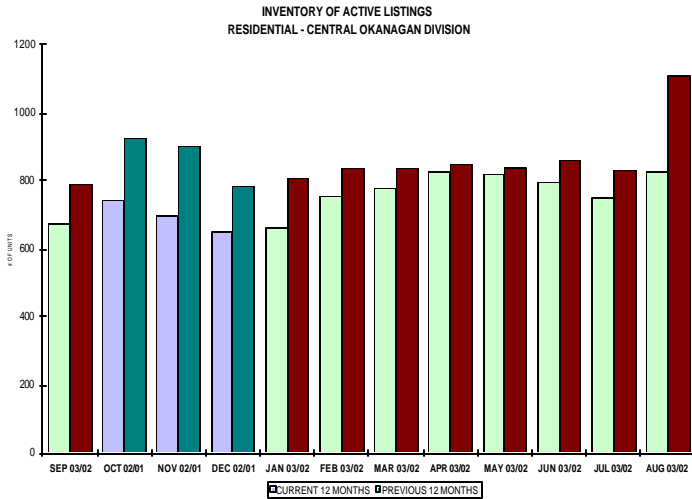
The average number of listings-per-licensee is 4.2

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



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





CENTRAL OKANAGAN DIVISION

September 2003

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
CONDO/APT	51	61	223	22.87%	91
CONDO/TWNHSE	22	48	105	20.95%	57
LOTS	28	32	416	6.73%	336
RESIDENTIAL	223	282	676	32.99%	58

AVERAGE HOUSE PRICE \$236,183

MEDIAN HOUSE PRICE \$218,500

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

**COMPARATIVE ACTIVITY BY ZONE AS AT
September 30, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ZONE CO TOTALS						
Units Listed	555	595	-6.72%	5907	6417	-7.95%
Units Sold	396	408	-2.94%	3930	3930	0.00%
Sales Dollars	\$84,850,037	\$82,347,263	3.04%	\$824,541,393	\$726,070,153	13.56%
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	2155	2792	-22.82%			
ZONE NO TOTALS						
Units Listed	311	263	18.25%	2986	3007	-0.70%
Units Sold	200	176	13.64%	1824	1524	19.69%
Sales Dollars	\$33,480,931	\$27,262,800	22.81%	\$307,633,379	\$240,206,068	28.07%
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	1554	1968	-21.04%			
ZONE SH TOTALS						
Units Listed	180	129	39.53%	1620	1660	-2.41%
Units Sold	119	98	21.43%	840	715	17.48%
Sales Dollars	\$18,240,600	\$12,800,850	42.50%	\$125,453,194	\$99,189,656	26.48%
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	1343	1586	-15.32%			
ZONE OB TOTALS						
Units Listed	10	20	-50.00%	140	176	-20.45%
Units Sold	3	1	200.00%	19	18	5.56%
Sales Dollars	\$580,000	\$392,500	47.77%	\$12,292,700	\$5,647,450	117.67%
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	143	146	-2.05%			
GRAND TOTALS						
Units Listed	1056	1007	4.87%	10653	11260	-5.39%
Units Sold	718	683	5.12%	6613	6187	6.89%
Sales Dollars	\$137,151,568	\$122,803,413	11.68%	\$1,269,920,666	\$1,071,113,327	18.56%
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	5195	6492	-19.98%			

LICENSEES
September 30, 2003

	TOTAL NUMBER OF LICENSEES	TOTAL NUMBER OF LICENSEES	CHANGE BY NUMBER	CHANGE BY %
	September 30/03	September 30/02		
ALL DIVISIONS	781	695	86	12.37%
CENTRAL OK DIV.	503	444	59	13.29%
NORTH OK DIV.	208	184	24	13.04%
SHUSWAP DIV.	70	67	3	4.48%
CURRENT MEMBERSHIP				
AGENT LICENSEES	71			
SALESPERSONS	638			
PROPERTY MANAGEMENT	9			
9:15 LICENCEE MEMBER	61			
EXEMPTION MEMBER	2			
TOTALS	781			

**Central Division Comparative Activity By Property Type
September 30, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	5	10	-50.0%	86	151	-43.0%
Units Sold	5	10	-50.0%	41	35	17.1%
Sales Dollars	\$1,576,850	\$2,251,000	-29.9%	\$9,106,100	\$9,258,058	-1.6%
List/Sell Ratio	86.78%	88.65%	-2.1%	91.29%	87.74%	4.0%
Days to Sell	152	146	4.1%	218	172	26.7%
Active Inventory	61	146	-58.2%			
Average Price	\$315,370	\$225,100	40.1%	\$222,100	\$264,516	-16.0%
Median Price	\$199,850	\$184,500	8.3%	\$150,000	\$184,000	-18.5%
Acreage with House						
Units Listed	18	25	-28.0%	197	270	-27.0%
Units Sold	13	6	116.7%	84	97	-13.4%
Sales Dollars	\$5,291,300	\$2,123,000	149.2%	\$35,972,500	\$37,078,700	-3.0%
List/Sell Ratio	94.37%	93.54%	0.9%	93.81%	93.55%	0.3%
Days to Sell	233	67	247.8%	152	125	21.6%
Active Inventory	119	172	-30.8%			
Average Price	\$407,023	\$353,833	15.0%	\$428,244	\$382,255	12.0%
Median Price	\$380,000	\$341,750	11.2%	\$345,500	\$320,000	8.0%
Acreage (Waterfront)						
Units Listed	0	0	0.0%	13	14	-7.1%
Units Sold	2	4	-50.0%	5	6	-16.7%
Sales Dollars	\$2,140,000	\$3,882,000	-44.9%	\$7,335,000	\$4,512,000	62.6%
List/Sell Ratio	96.66%	87.57%	10.4%	93.05%	85.25%	9.1%
Days to Sell	503	84	498.8%	240	216	11.1%
Active Inventory	8	18	-55.6%			
Average Price	\$1,070,000	\$970,500	10.3%	\$1,467,000	\$752,000	95.1%
Median Price	\$1,070,000	\$520,000	105.8%	\$890,000	\$315,000	182.5%
Business						
Units Listed	10	14	-28.6%	122	167	-26.9%
Units Sold	4	5	-20.0%	25	24	4.2%
Sales Dollars	\$446,400	\$778,889	-42.7%	\$4,609,233	\$8,139,389	-43.4%
List/Sell Ratio	91.77%	80.19%	14.4%	86.11%	83.31%	3.4%
Days to Sell	79	140	-43.6%	203	166	22.3%
Active Inventory	86	124	-30.6%			
Average Price	\$111,600	\$155,778	100.0%	\$184,369	\$339,141	-45.6%
Median Price	\$71,200	\$49,000	45.3%	\$85,000	\$71,000	19.7%
Condo (Townhouse)						
Units Listed	48	63	-23.8%	410	538	-23.8%
Units Sold	22	44	-50.0%	357	396	-9.8%
Sales Dollars	\$3,717,600	\$7,624,396	-51.2%	\$65,046,195	\$67,838,059	-4.1%
List/Sell Ratio	97.84%	96.99%	0.9%	96.72%	96.48%	0.2%
Days to Sell	57	49	16.3%	70	67	4.5%
Active Inventory	105	111	-5.4%			
Average Price	\$168,982	\$173,282	-2.5%	\$182,202	\$171,308	6.4%
Median Price	\$160,250	\$163,950	-2.3%	\$165,000	\$155,000	6.5%
Condo (Apt)						
Units Listed	61	68	-10.3%	767	765	0.3%
Units Sold	51	41	24.4%	539	471	14.4%
Sales Dollars	\$6,982,586	\$5,619,224	24.3%	\$77,726,477	\$54,816,942	41.8%
List/Sell Ratio	96.67%	95.12%	1.6%	96.08%	95.08%	1.0%
Days to Sell	91	79	15.2%	71	74	-4.1%
Active Inventory	223	321	-30.5%			
Average Price	\$136,913	\$137,054	-0.1%	\$144,205	\$116,384	23.9%
Median Price	\$122,500	\$119,000	2.9%	\$122,500	\$105,000	16.7%

Central Division Comparative Activity By Property Type
September 30, 2003

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	24	8	200.0%	188	148	27.0%
Units Sold	12	7	71.4%	131	99	32.3%
Sales Dollars	\$2,365,900	\$933,500	153.4%	\$23,842,051	\$15,594,131	52.9%
List/Sell Ratio	96.07%	95.40%	0.7%	95.58%	94.93%	0.7%
Days to Sell	72	47	53.2%	70	89	-21.3%
Active Inventory	47	49	-4.1%			
Average Price	\$197,158	\$133,357	47.8%	\$182,000	\$157,516	15.5%
Median Price	\$185,000	\$128,000	44.5%	\$159,000	\$150,000	6.0%
Farms						
Units Listed	5	5	0.0%	46	69	-33.3%
Units Sold	4	2	100.0%	24	17	41.2%
Sales Dollars	\$2,146,000	\$1,268,000	69.2%	\$12,064,500	\$9,271,000	30.1%
List/Sell Ratio	92.94%	90.13%	3.1%	92.83%	89.18%	4.1%
Days to Sell	160	91	75.8%	158	235	-32.8%
Active Inventory	46	72	-36.1%			
Average Price	\$536,500	\$634,000	-15.4%	\$502,688	\$545,353	-7.8%
Median Price	\$510,000	\$634,000	-19.6%	\$422,500	\$400,000	5.6%
IC&I						
Units Listed	3	4	-25.0%	90	75	20.0%
Units Sold	2	6	-66.7%	29	32	-9.4%
Sales Dollars	\$184,000	\$2,932,000	-93.7%	\$16,811,752	\$15,906,000	5.7%
List/Sell Ratio	51.28%	86.06%	-40.4%	91.60%	89.59%	2.2%
Days to Sell	111	143	-22.4%	150	187	-19.8%
Active Inventory	62	60	3.3%			
Average Price	\$92,000	\$488,667	-81.2%	\$579,716	\$497,063	16.6%
Median Price	\$92,000	\$274,500	-66.5%	\$360,000	\$273,500	31.6%
IC&I Land						
Units Listed	5	1	400.0%	41	61	-32.8%
Units Sold	0	0	0.0%	15	5	200.0%
Sales Dollars	\$0	\$0	0.0%	\$5,149,500	\$3,162,000	62.9%
List/Sell Ratio	0.00%	0.00%	0.0%	89.69%	108.77%	-17.5%
Days to Sell	0	0	0.0%	202	101	100.0%
Active Inventory	43	74	-41.9%			
Average Price	\$0	\$0	0.0%	\$343,300	\$632,400	-45.7%
Median Price	\$0	\$0	0.0%	\$320,000	\$475,000	-32.6%
Lots						
Units Listed	24	42	-42.9%	444	472	-5.9%
Units Sold	21	33	-36.4%	283	339	-16.5%
Sales Dollars	\$1,928,405	\$3,251,476	-40.7%	\$28,343,220	\$29,716,430	-4.6%
List/Sell Ratio	93.35%	92.75%	0.6%	95.87%	94.91%	1.0%
Days to Sell	349	161	116.8%	202	197	2.5%
Active Inventory	335	415	-19.3%			
Average Price	\$91,829	\$98,530	-6.8%	\$100,153	\$87,659	14.3%
Median Price	\$78,000	\$90,500	-13.8%	\$88,000	\$79,900	10.1%
Leases						
Units Listed	15	19	-21.1%	166	173	-4.0%
Units Sold	1	3	-66.7%	41	38	7.9%
Sales Dollars	\$51,200	\$180,719	-71.7%	\$6,032,561	\$2,678,292	125.2%
List/Sell Ratio	0.00%	100.00%	-100.0%	82.01%	99.02%	-17.2%
Days to Sell	25	51	-51.0%	169	202	-16.3%
Active Inventory	143	151	-5.3%			
Average Price	\$51,200	\$60,240	-15.0%	\$147,136	\$70,481	108.8%
Median Price	\$51,200	\$58,309	-12.2%	\$42,875	\$48,446	-11.5%

**Central Division Comparative Activity by Property Type
September 30, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots (Waterfront)						
Units Listed	3	0	100.0%	18	19	-5.3%
Units Sold	0	3	-100.0%	8	12	-33.3%
Sales Dollars	\$0	\$746,000	-100.0%	\$3,193,900	\$2,576,500	24.0%
List/Sell Ratio	0.00%	97.45%	-100.0%	91.39%	92.85%	-1.6%
Days to Sell	0	77	-100.0%	165	156	5.8%
Active Inventory	12	16	-25.0%			
Average Price	\$0	\$248,667	-100.0%	\$399,238	\$214,708	85.9%
Median Price	\$0	\$199,000	-100.0%	\$240,000	\$190,500	26.0%
Multi-Family						
Units Listed	5	3	66.7%	41	35	17.1%
Units Sold	2	4	-50.0%	18	18	0.0%
Sales Dollars	\$790,000	\$1,236,000	-36.1%	\$7,144,601	\$5,765,000	23.9%
List/Sell Ratio	93.44%	88.60%	5.5%	95.04%	91.82%	3.5%
Days to Sell	154	141	9.2%	98	108	-9.3%
Active Inventory	16	18	-11.1%			
Average Price	\$395,000	\$309,000	27.8%	\$396,922	\$320,278	23.9%
Median Price	\$395,000	\$245,500	60.9%	\$337,250	\$268,500	25.6%
Mobile Homes						
Units Listed	41	44	-6.8%	359	464	-22.6%
Units Sold	31	18	72.2%	226	218	3.7%
Sales Dollars	\$1,760,900	\$696,750	152.7%	\$10,825,400	\$7,632,154	41.8%
List/Sell Ratio	89.28%	86.22%	3.5%	88.35%	85.52%	3.3%
Days to Sell	107	89	20.2%	95	102	-6.9%
Active Inventory	131	207	-36.7%			
Average Price	\$56,803	\$38,708	46.7%	\$47,900	\$35,010	36.8%
Median Price	\$41,000	\$37,500	9.3%	\$39,900	\$29,900	33.4%
Residential						
Units Listed	282	283	-0.4%	2833	2927	-3.2%
Units Sold	223	217	2.8%	2048	2074	-1.3%
Sales Dollars	\$52,668,896	\$45,791,059	15.0%	\$475,378,703	\$420,914,448	12.9%
List/Sell Ratio	96.01%	96.42%	-0.4%	96.82%	96.41%	0.4%
Days to Sell	58	61	-4.9%	57	60	-5.0%
Active Inventory	676	831	-18.7%			
Average Price	\$236,183	\$211,019	11.9%	\$232,119	\$202,948	14.4%
Median Price	\$218,500	\$195,000	12.1%	\$212,000	\$185,100	14.5%
Residential (Waterfront)						
Units Listed	6	6	0.0%	86	69	24.6%
Units Sold	3	5	-40.0%	56	49	14.3%
* Sales Dollars	\$2,800,000	\$3,033,250	-7.7%	\$35,959,700	\$31,211,050	15.2%
List/Sell Ratio	95.91%	94.42%	1.6%	93.68%	92.90%	0.8%
Days to Sell	33	102	-67.6%	93	138	-32.6%
Active Inventory	42	45	-6.7%			
* Average Price	\$933,333	\$606,650	53.9%	\$642,138	\$636,960	0.8%
Median Price	\$620,000	\$500,000	24.0%	\$589,000	\$580,000	1.6%
CENTRAL OKANAGAN - TOTALS						
Units Listed	555	595	-6.7%	5907	6417	-7.9%
Units Sold	396	408	-2.9%	3930	3930	0.0%
Sales Dollars	\$84,850,037	\$82,347,263	3.0%	\$824,541,393	\$726,070,153	13.6%
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	2155	2830	-23.9%			

**Central Residential Listing/Sales Analysis
September 30, 2003**

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 90000	0	13	2	17
90001 to 110000	0	8	1	14
110001 to 130000	3	44	6	50
130001 to 150000	6	104	8	120
150001 to 170000	12	227	22	239
170001 to 190000	34	356	34	302
190001 to 210000	26	262	27	249
210001 to 230000	21	308	21	223
230001 to 250000	27	268	26	188
250001 to 270000	25	191	14	133
270001 to 290000	16	165	19	115
290001 to 310000	14	119	9	68
310001 and over	81	679	28	279
Totals	265	2744	217	1997

Central Division Lot Listing/Sales Analysis				
Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 30000	2	44	4	25
30001 to 40000	0	11	2	12
40001 to 50000	1	19	1	9
50001 to 60000	0	11	0	9
60001 to 70000	1	16	1	18
70001 to 80000	2	33	4	31
80001 to 90000	2	78	0	52
90001 and over	24	350	16	181
Totals	32	562	28	337