

CENTRAL DIVISION MONTHLY STATISTICS

FOR

September 1st - 30st, 2004

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

CENTRAL OKANAGAN DIVISION

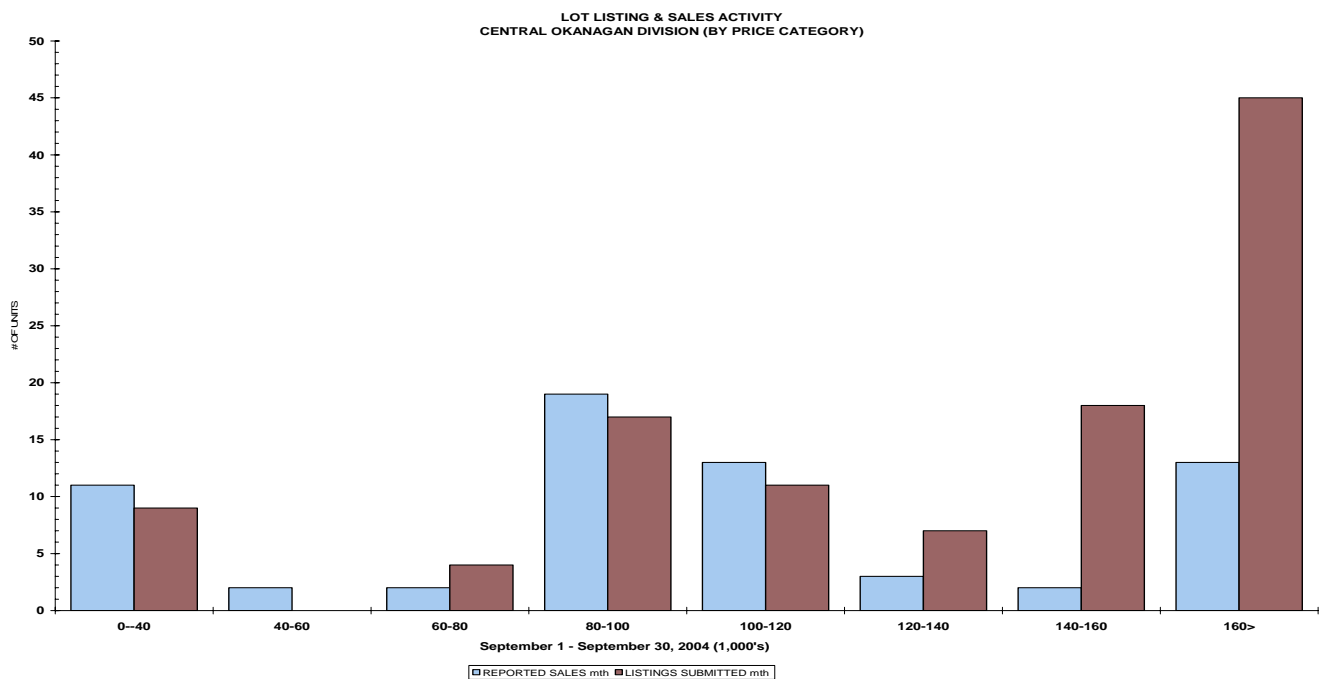
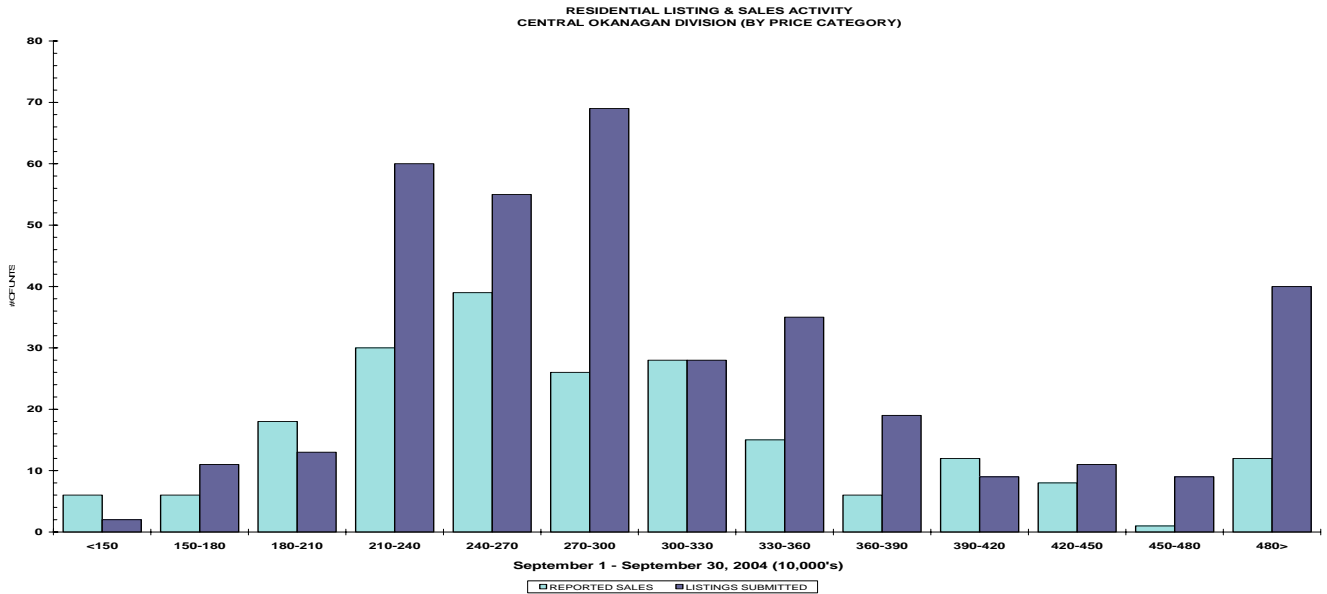
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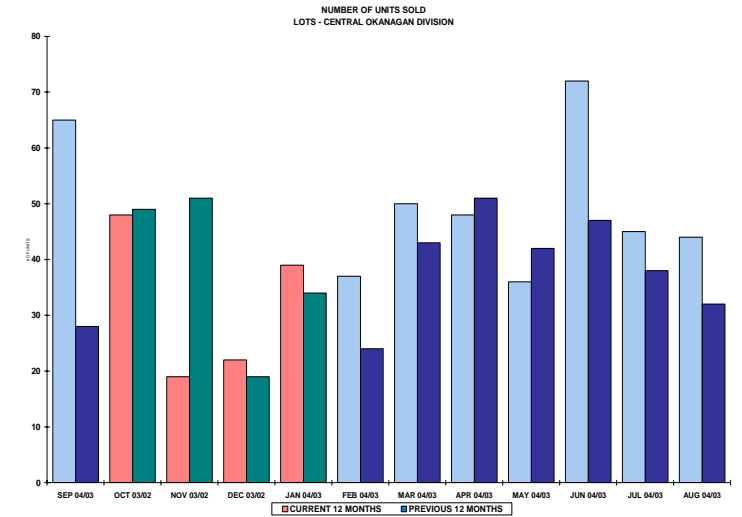
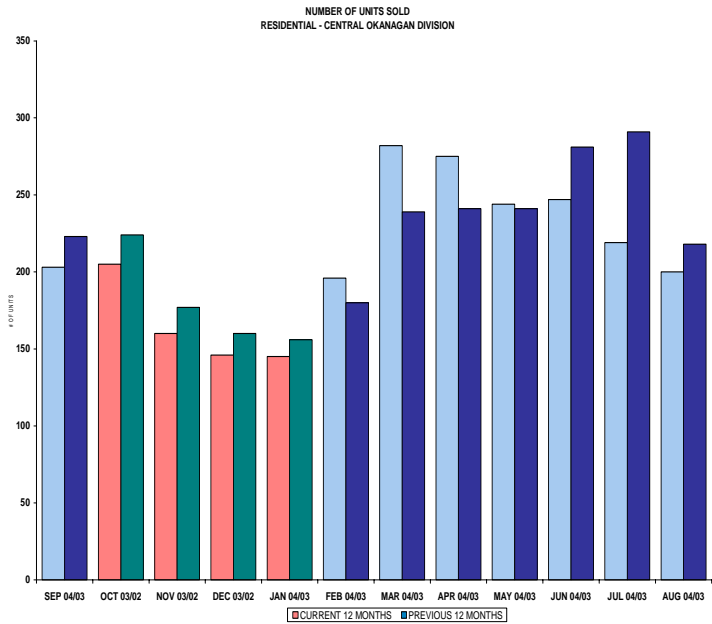
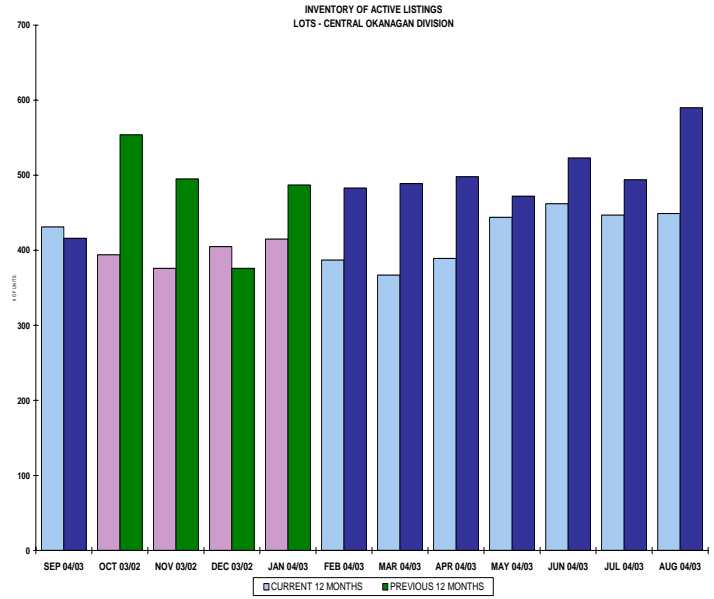
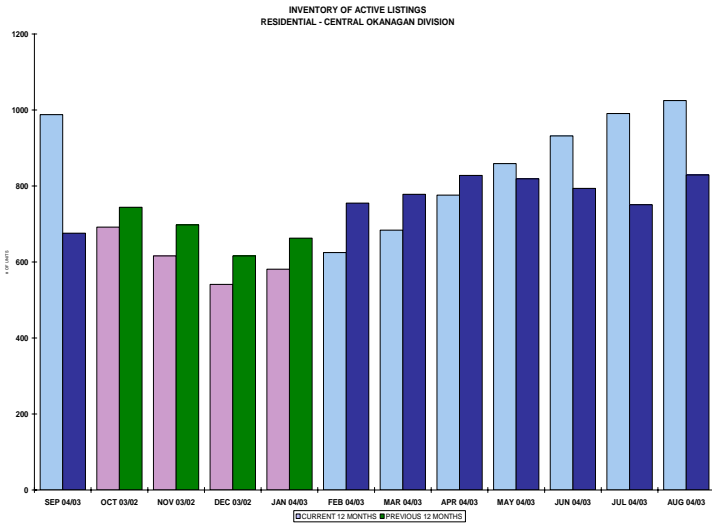
September 2004

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>
September 2004	456	\$125,922,124	203	\$60,176,751	795	2,813
August 2004	463	\$124,507,708	200	\$59,988,526	813	2,879
September 2003	396	\$84,850,037	223	\$52,668,896	555	2,155

The Central Zone has **557** Members. The average number of listings-per-licensee is 5.1





CENTRAL OKANAGAN DIVISION

September 2004

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
CONDO/APT	63	126	410	15.37%	71
CONDO/TWNHSE	46	52	209	22.01%	62
LOTS	65	111	431	15.08%	347
RESIDENTIAL	203	353	988	20.55%	66

AVERAGE HOUSE PRICE \$296,437

MEDIAN HOUSE PRICE \$275,000

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

COMPARATIVE ACTIVITY BY ZONE

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

ZONE CO TOTALS

Units Listed	795	554	43.5%	7269	5738	26.7%
Units Sold	456	419	8.8%	4241	3880	9.3%
Sales Dollars	\$125,922,124	\$89,557,668	40.6%	\$1,071,437,471	\$814,216,587	31.6%
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	2813	2155	30.5%			

ZONE NO TOTALS

Units Listed	314	300	4.7%	3361	2841	18.3%
Units Sold	239	216	10.6%	2167	1768	22.6%
Sales Dollars	\$42,408,810	\$40,724,631	4.1%	\$397,902,884	\$294,217,481	35.2%
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	1402	1554	-9.8%			

ZONE SH TOTALS

Units Listed	134	172	-22.1%	1687	1574	7.2%
Units Sold	142	120	18.3%	1105	816	35.4%
Sales Dollars	\$21,599,896	\$17,956,600	20.3%	\$181,218,198	\$120,386,994	50.5%
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	1019	1343	-24.1%			

ZONE OB TOTALS

Units Listed	23	10	130.0%	137	135	1.5%
Units Sold	5	4	100.0%	43	20	115.0%
Sales Dollars	\$590,332	\$679,500	100.0%	\$17,066,379	\$12,392,200	37.7%
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	134	149	-10.1%			

GRAND TOTALS

Units Listed	1266	1036	22.2%	12454	10288	21.1%
Units Sold	842	759	10.9%	7556	6484	16.5%
Sales Dollars	\$190,521,162	\$148,918,399	27.9%	\$1,667,624,932	\$1,241,213,262	34.4%
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	5368	5201	3.2%			

LICENSEES

	TOTAL NUMBER OF LICENSEES September 30/04	TOTAL NUMBER OF LICENSEES September 30/03	CHANGE BY NUMBER	CHANGE BY %
ALL DIVISIONS	889	781	108	13.83%
CENTRAL OK DIV.	557	503	54	10.74%
NORTH OK DIV.	249	208	41	19.71%
SHUSWAP DIV.	83	70	13	18.57%
CURRENT MEMBERSHIP				
AGENT LICENSEES	76			
SALESPERSONS	739			
PROPERTY MANAGEMENT	8			
9:15 LICENCEE MEMBER	62			
EXEMPTION MEMBER	4			
TOTALS	889			

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	% + or -	THIS YEAR	LAST YEAR	% + or -
Acreage						
Units Listed	10	5	100.0%	109	91	19.8%
Units Sold	2	5	-60.0%	60	44	36.4%
Sales Dollars	\$605,000	\$1,576,850	-61.6%	\$16,905,250	\$11,159,100	51.5%
List/Sell Ratio	87.50%	86.78%		93.99%	91.23%	
Days to Sell	77	152	-49.3%	215	213	0.9%
Active Inventory	65	61	6.6%			
Average Price	\$302,500	\$315,370	-4.1%	\$281,754	\$253,616	11.1%
Median Price	\$302,500	\$199,850	51.4%	\$221,450	\$156,500	41.5%
Acreage with House						
Units Listed	21	21	0.0%	235	205	14.6%
Units Sold	6	13	-53.8%	99	90	10.0%
Sales Dollars	\$8,146,000	\$5,291,300	54.0%	\$52,003,555	\$37,896,500	37.2%
List/Sell Ratio	88.85%	94.37%		93.56%	93.60%	
Days to Sell	249	233	6.9%	113	150	-24.7%
Active Inventory	123	119	3.4%			
Average Price	\$1,357,667	\$407,023	233.6%	\$525,288	\$421,072	24.8%
Median Price	\$746,000	\$380,000	96.3%	\$384,250	\$331,500	15.9%
Acreage (Waterfront)						
Units Listed	2	0	100.0%	12	12	0.0%
Units Sold	1	2	-50.0%	4	5	-20.0%
Sales Dollars	\$3,175,000	\$2,140,000	48.4%	\$7,185,000	\$7,335,000	-2.0%
List/Sell Ratio	90.71%	96.66%		93.63%	93.05%	
Days to Sell	59	503	-88.3%	183	240	-23.8%
Active Inventory	11	8	37.5%			
Average Price	\$3,175,000	\$1,070,000	196.7%	\$1,796,250	\$1,467,000	22.4%
Median Price	\$3,175,000	\$1,070,000	196.7%	\$1,787,500	\$890,000	100.8%
Business						
Units Listed	10	10	0.0%	126	123	2.4%
Units Sold	2	5	-60.0%	30	26	15.4%
Sales Dollars	\$140,000	\$474,400	-70.5%	\$11,255,200	\$4,637,233	142.7%
List/Sell Ratio	92.30%	84.42%		81.56%	85.08%	
Days to Sell	50	108	-53.7%	174	203	-14.3%
Active Inventory	82	86	-4.7%			
Average Price	\$70,000	\$94,880	-26.2%	\$375,173	\$178,355	110.4%
Median Price	\$70,000	\$57,400	22.0%	\$49,200	\$85,000	-42.1%
Condo (Townhouse)						
Units Listed	52	60	-13.3%	649	465	39.6%
Units Sold	46	31	48.4%	419	398	5.3%
Sales Dollars	\$11,599,788	\$5,899,700	96.6%	\$94,700,135	\$73,811,995	28.3%
List/Sell Ratio	96.87%	97.74%		97.53%	96.89%	
Days to Sell	62	61	1.6%	58	68	-14.7%
Active Inventory	209	105	99.0%			
Average Price	\$252,169	\$190,313	32.5%	\$226,015	\$185,457	21.9%
Median Price	\$214,950	\$172,500	24.6%	\$197,000	\$170,000	15.9%
Condo (Apt)						
Units Listed	126	61	106.6%	1068	750	42.4%
Units Sold	63	57	10.5%	645	547	17.9%
Sales Dollars	\$11,607,251	\$8,468,186	37.1%	\$127,657,575	\$79,454,577	60.7%
List/Sell Ratio	96.96%	96.92%		97.90%	96.12%	
Days to Sell	71	97	-26.8%	57	71	-19.7%
Active Inventory	410	223	83.9%			
Average Price	\$184,242	\$148,565	24.0%	\$197,919	\$145,255	36.3%
Median Price	\$169,900	\$125,900	34.9%	\$160,500	\$123,000	30.5%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	16	25	-36.0%	192	183	4.9%
Units Sold	11	12	-8.3%	118	132	-10.6%
Sales Dollars	\$2,121,900	\$2,365,900	-10.3%	\$27,851,450	\$23,960,051	16.2%
List/Sell Ratio	94.58%	96.07%		96.52%	95.55%	
Days to Sell	65	72	-9.7%	44	70	-37.1%
Active Inventory	49	47	4.3%			
Average Price	\$192,900	\$197,158	-2.2%	\$236,029	\$181,516	30.0%
Median Price	\$198,000	\$185,000	7.0%	\$199,000	\$158,750	25.4%
Farms						
Units Listed	5	6	-16.7%	61	47	29.8%
Units Sold	5	4	25.0%	25	24	4.2%
Sales Dollars	\$3,792,000	\$2,146,000	76.7%	\$19,371,400	\$12,064,500	60.6%
List/Sell Ratio	94.01%	92.94%		93.13%	92.83%	
Days to Sell	245	160	53.1%	243	158	53.8%
Active Inventory	41	46	-10.9%			
Average Price	\$758,400	\$536,500	41.4%	\$774,856	\$502,688	54.1%
Median Price	\$725,000	\$510,000	42.2%	\$552,000	\$422,500	30.7%
IC&I						
Units Listed	11	3	266.7%	73	87	-16.1%
Units Sold	1	2	-50.0%	27	30	-10.0%
Sales Dollars	\$570,000	\$184,000	209.8%	\$14,605,442	\$17,310,752	-15.6%
List/Sell Ratio	95.15%	51.28%		95.06%	91.92%	
Days to Sell	85	111	-23.4%	211	151	39.7%
Active Inventory	63	62	1.6%			
Average Price	\$570,000	\$92,000	519.6%	\$540,942	\$577,025	-6.3%
Median Price	\$570,000	\$92,000	519.6%	\$431,000	\$422,500	2.0%
IC&I Land						
Units Listed	3	5	-40.0%	27	42	-35.7%
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	27	43	-37.2%			
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	99	24	312.5%	632	442	43.0%
Units Sold	59	26	126.9%	376	291	29.2%
Sales Dollars	\$5,888,875	\$2,503,405	135.2%	\$43,369,929	\$29,431,141	47.4%
List/Sell Ratio	95.41%	94.63%		95.31%	95.97%	
Days to Sell	99	313	-68.4%	153	199	-23.1%
Active Inventory	352	335	5.1%			
Average Price	\$99,811	\$96,285	3.7%	\$115,346	\$101,138	14.0%
Median Price	\$98,500	\$88,750	11.0%	\$99,000	\$89,500	10.6%
Leases						
Units Listed	22	15	46.7%	183	161	13.7%
Units Sold	10	1	900.0%	48	41	17.1%
Sales Dollars	\$1,156,659	\$51,200	2159.1%	\$4,006,368	\$6,032,561	-33.6%
List/Sell Ratio	0.00%	0.00%		100.00%	82.01%	
Days to Sell	128	25	412.0%	177	169	4.7%
Active Inventory	183	143	28.0%			
Average Price	\$115,666	\$51,200	125.9%	\$83,466	\$147,136	-43.3%
Median Price	\$34,010	\$51,200	-33.6%	\$36,141	\$42,875	-15.7%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots (Waterfront)						
Units Listed	0	3	-100.0%	11	19	-42.1%
Units Sold	3	0	100.0%	11	8	37.5%
Sales Dollars	\$1,830,100	\$0	100.0%	\$6,588,200	\$3,193,900	106.3%
List/Sell Ratio	96.76%	0.00%		94.81%	91.39%	
Days to Sell	112	0	100.0%	99	165	-40.0%
Active Inventory	3	12	-75.0%			
Average Price	\$610,033	\$0	100.0%	\$598,927	\$399,238	50.0%
Median Price	\$650,100	\$0	100.0%	\$650,010	\$240,000	170.8%
Multi-Family						
Units Listed	8	5	60.0%	33	40	-17.5%
Units Sold	1	2	-50.0%	11	18	-38.9%
Sales Dollars	\$860,000	\$790,000	8.9%	\$5,774,000	\$7,144,601	-19.2%
List/Sell Ratio	96.08%	93.44%		95.14%	95.04%	
Days to Sell	20	154	-87.0%	87	98	-11.2%
Active Inventory	17	16	6.3%			
Average Price	\$860,000	\$395,000	117.7%	\$524,909	\$396,922	32.2%
Median Price	\$860,000	\$395,000	117.7%	\$468,000	\$337,250	38.8%
Mobile Homes						
Units Listed	37	41	-9.8%	402	360	11.7%
Units Sold	29	30	-3.3%	281	226	24.3%
Sales Dollars	\$1,275,300	\$1,698,400	-24.9%	\$14,084,869	\$10,863,900	29.6%
List/Sell Ratio	83.28%	89.11%		89.89%	88.34%	
Days to Sell	97	106	-8.5%	73	95	-23.2%
Active Inventory	101	131	-22.9%			
Average Price	\$43,976	\$56,613	-22.3%	\$50,124	\$52,130	-3.8%
Median Price	\$34,000	\$40,750	-16.6%	\$41,000	\$339,900	-87.9%
Recreational Properties						
Units Listed	8	0	100.0%	52	19	173.7%
Units Sold	4	0	100.0%	18	7	157.1%
Sales Dollars	\$1,334,000	\$0	100.0%	\$4,187,300	\$959,000	336.6%
List/Sell Ratio	96.86%	0.00%		93.89%	85.31%	
Days to Sell	37	0	100.0%	121	78	55.1%
Active Inventory	32		0.0%			
Average Price	\$333,500	\$0	100.0%	\$232,628	\$137,000	69.8%
Median Price	\$242,500	\$0	100.0%	\$184,000	\$55,500	231.5%
Residential						
Units Listed	353	264	33.7%	3303	2618	26.2%
Units Sold	203	226	-10.2%	2010	1931	4.1%
Sales Dollars	\$60,176,751	\$53,168,327	13.2%	\$563,886,123	\$451,105,376	25.0%
List/Sell Ratio	94.98%	95.94%		96.58%	96.79%	
Days to Sell	66	59	11.9%	52	57	-8.8%
Active Inventory	988	676	46.2%			
Average Price	\$296,437	\$235,258	26.0%	\$280,540	\$233,612	20.1%
Median Price	\$275,000	\$219,200	25.5%	\$261,000	\$213,000	22.5%
Residential (Waterfront)						
Units Listed	12	6	100.0%	87	71	22.5%
Units Sold	10	3	233.3%	42	46	-8.7%
Sales Dollars	\$11,643,500	\$2,800,000	315.8%	\$48,315,000	\$32,367,900	49.3%
List/Sell Ratio	89.13%	95.91%		93.23%	93.98%	
Days to Sell	108	33	227.3%	132	69	91.3%
Active Inventory	37	42	-11.9%			
Average Price	\$1,164,350	\$933,333	24.8%	\$1,150,357	\$703,650	63.5%
Median Price	\$1,093,750	\$620,000	76.4%	\$1,008,250	\$615,000	63.9%

	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	20	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	795	554	43.5%	7269	5738	26.7%
Units Sold	456	419	8.8%	4241	3880	9.3%
Sales Dollars	\$125,922,124	\$89,557,668	40.6%	\$1,071,437,471	\$814,216,587	31.6%
List/Sell Ratio	96.49%	96.14%		96.32%	96.62%	
Days to Sell	65	85	-23.5%	77	82	-6.1%
Active Inventory	2813	2155	30.5%			

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 150000	2	57	6	56
150001 to 180000	11	99	6	91
180001 to 210000	13	250	18	256
210001 to 240000	60	511	30	374
240001 to 270000	55	494	39	323
270001 to 300000	69	466	26	277
300001 to 330000	28	341	28	205
330001 to 360000	35	295	15	144
360001 to 390000	19	185	6	90
390001 to 420000	9	147	12	67
420001 to 450000	11	140	8	34
450001 to 480000	9	60	1	17
480001 and over	40	294	12	82
Totals	361	3339	207	2016

Central Division Lot Listing/Sales Analysis

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 40000	9	70	11	84
40001 to 60000	0	13	2	9
60001 to 80000	4	14	2	17
80001 to 100000	17	131	19	104
100001 to 120000	11	109	13	48
120001 to 140000	7	55	3	28
140001 to 160000	18	48	2	17
160001 and over	45	324	13	144
Totals	111	764	65	451