

**CENTRAL DIVISION
MONTHLY STATISTICS**

FOR

October 1 - 31, 2003

CENTRAL OKANAGAN DIVISION

STAT - O - GRAM

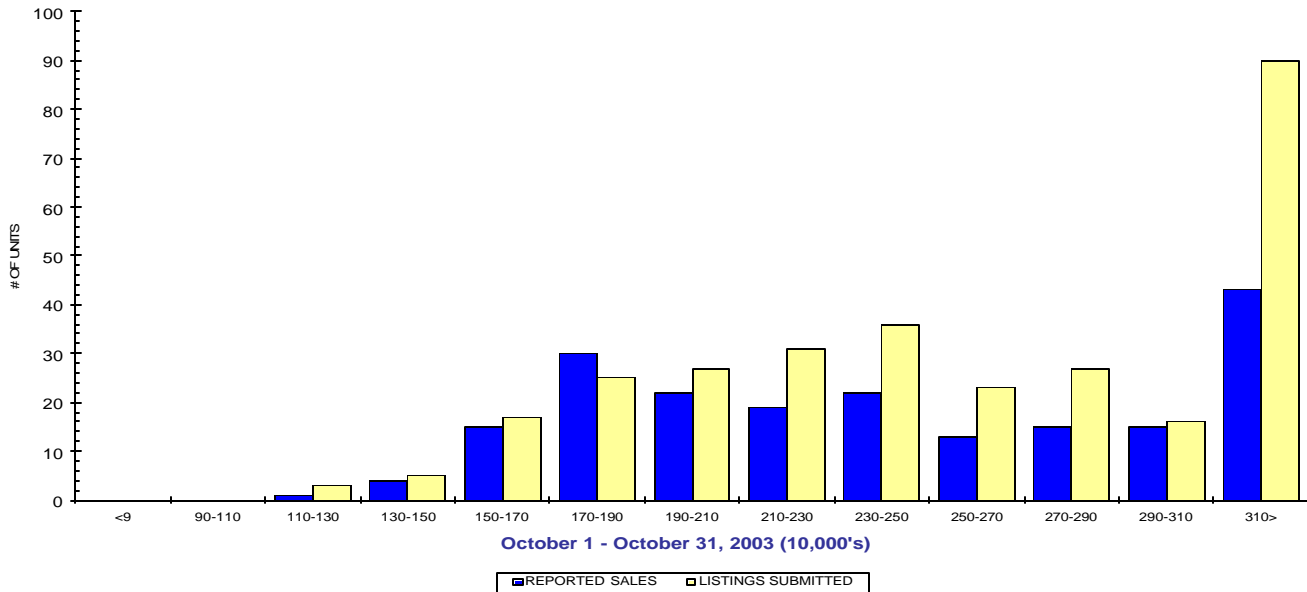
October 2003

QUICK SUMMARY

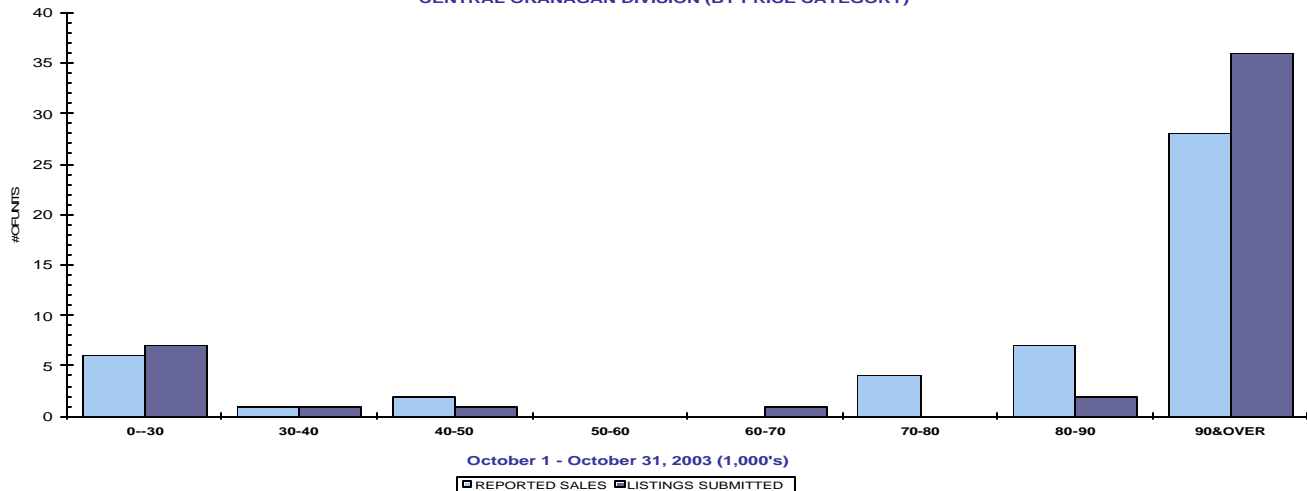
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	# of Units	\$ Value	# of Units	\$ Value	Listings Taken	Inventory
October 2003	392	\$88,094,799	205	\$54,174,472	615	2,134
September 2003	396	\$84,850,037	223	\$52,668,896	555	2,155
October 2002	428	\$86,242,879	224	\$46,257,799	649	2,602

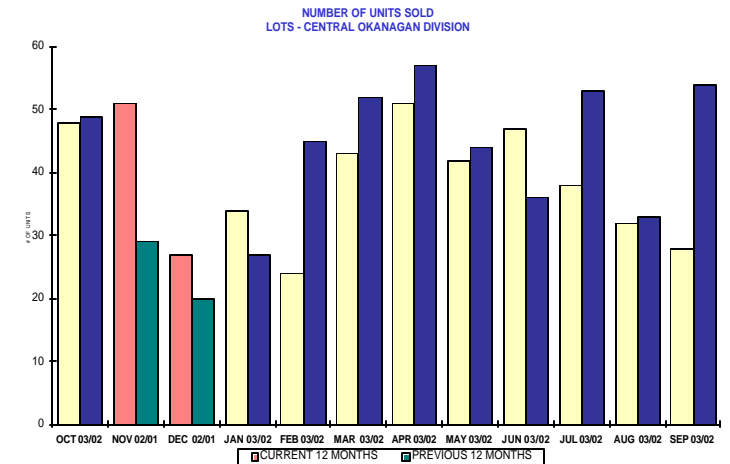
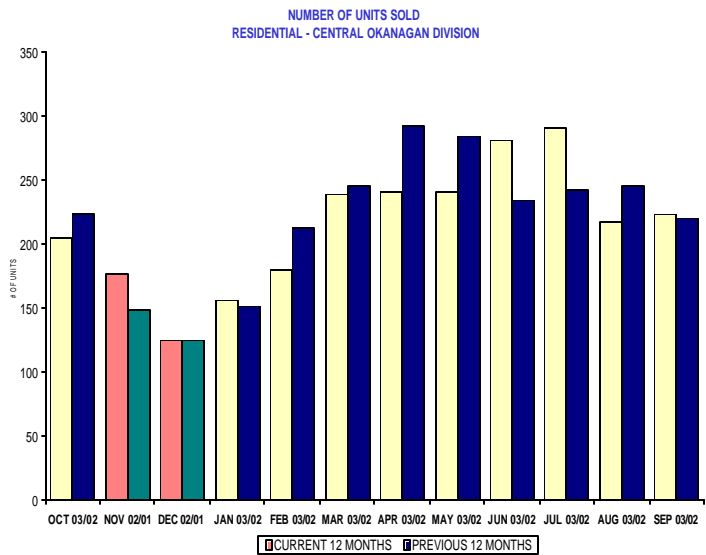
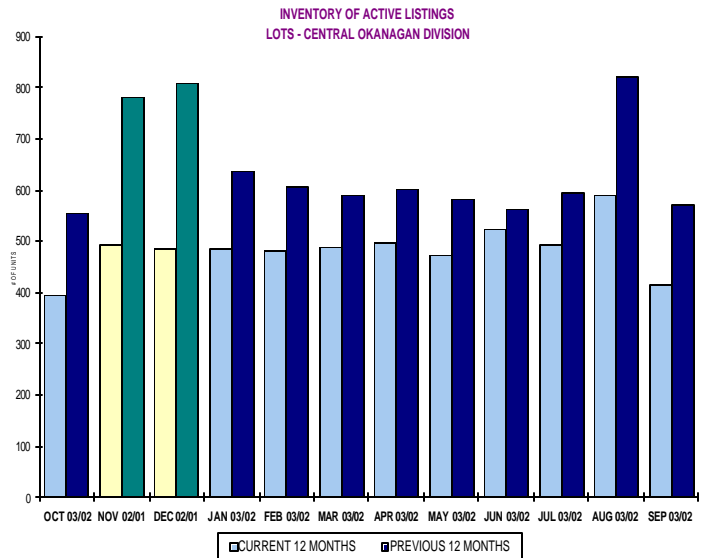
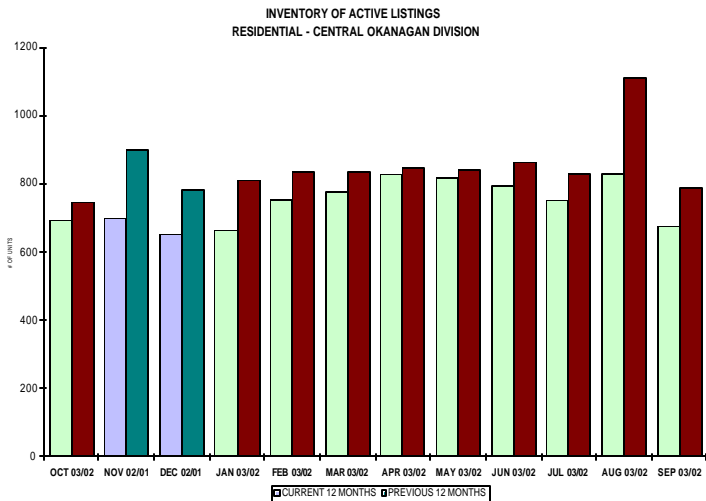
The average number of listings-per-licensee is 4.2

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



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





CENTRAL OKANAGAN DIVISION

October 2003

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
CONDO/APT	52	69	207	25.12%	94
CONDO/TWNHSE	28	34	96	29.17%	70
LOTS	48	48	394	12.18%	176
RESIDENTIAL	205	316	692	29.62%	57

AVERAGE HOUSE PRICE \$264,266

MEDIAN HOUSE PRICE \$235,000

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

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

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ZONE CO TOTALS						
Units Listed	615	665	-7.52%	6570	7110	-7.59%
Units Sold	392	411	-4.62%	4383	4346	0.85%
Sales Dollars	\$88,094,799	\$78,860,488	11.71%	\$921,549,598	\$805,543,821	14.40%
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	2134	2792	-23.57%			
ZONE NO TOTALS						
Units Listed	244	312	-21.79%	3184	3289	-3.19%
Units Sold	200	177	12.99%	2015	1696	18.81%
Sales Dollars	\$39,220,319	\$30,107,619	30.27%	\$342,628,248	\$248,247,689	38.02%
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	1420	1968	-27.85%			
ZONE SH TOTALS						
Units Listed	124	140	-11.43%	1744	1800	-3.11%
Units Sold	87	74	17.57%	932	789	18.12%
Sales Dollars	\$10,772,235	\$9,976,824	7.97%	\$136,906,929	\$109,154,556	25.42%
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	1290	1586	-18.66%			
ZONE OB TOTALS						
Units Listed	18	19	-5.26%	156	185	-15.68%
Units Sold	2	6	-66.67%	21	23	-8.70%
Sales Dollars	\$730,000	\$2,493,500	-70.72%	\$13,022,700	\$7,748,450	68.07%
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	151	146	3.42%			
GRAND TOTALS						
Units Listed	1001	1136	-11.88%	11654	12384	-5.89%
Units Sold	681	668	1.95%	7351	6854	7.25%
Sales Dollars	\$138,817,353	\$121,438,431	14.31%	\$1,414,107,475	\$1,170,694,516	20.79%
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	4995	6492	-23.06%			

LICENSEES
October 31, 2003

	TOTAL NUMBER OF LICENSEES	TOTAL NUMBER OF LICENSEES	CHANGE BY NUMBER	CHANGE BY %
	October 31/03	October 31/02		
ALL DIVISIONS	788	698	90	12.89%
CENTRAL OK DIV.	504	449	55	12.25%
NORTH OK DIV.	216	184	32	17.39%
SHUSWAP DIV.	68	67	1	1.49%
CURRENT MEMBERSHIP				
AGENT LICENSEES	71			
SALESPERSONS	647			
PROPERTY MANAGEMENT	9			
9:15 LICENCEE MEMBER	61			
EXEMPTION MEMBER	0			
TOTALS	788			

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

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	12	21	-42.9%	103	176	-41.5%
Units Sold	5	7	-28.6%	49	42	16.7%
Sales Dollars	\$1,175,000	\$1,016,300	15.6%	\$12,334,100	\$10,274,358	20.0%
List/Sell Ratio	92.72%	88.79%	4.4%	91.39%	87.92%	3.9%
Days to Sell	194	265	-26.8%	211	188	12.2%
Active Inventory	66	146	-54.8%			
Average Price	\$235,000	\$145,186	61.9%	\$251,716	\$244,628	2.9%
Median Price	\$120,000	\$155,000	-22.6%	\$155,000	\$172,950	-10.4%
Acreage with House						
Units Listed	15	27	-44.4%	220	307	-28.3%
Units Sold	11	13	-15.4%	101	110	-8.2%
Sales Dollars	\$3,701,450	\$4,858,000	-23.8%	\$41,597,950	\$41,936,700	-0.8%
List/Sell Ratio	94.35%	89.98%	4.9%	93.68%	93.11%	0.6%
Days to Sell	99	101	-2.0%	145	122	18.9%
Active Inventory	109	172	-36.6%			
Average Price	\$336,495	\$373,692	-10.0%	\$411,861	\$381,243	8.0%
Median Price	\$299,000	\$310,000	-3.5%	\$328,000	\$320,000	2.5%
Acreage (Waterfront)						
Units Listed	0	4	-100.0%	13	18	-27.8%
Units Sold	0	0	0.0%	5	6	-16.7%
Sales Dollars	\$0	\$0	0.0%	\$7,335,000	\$4,512,000	62.6%
List/Sell Ratio	0.00%	0.00%	0.0%	93.05%	85.25%	9.1%
Days to Sell	0	0	0.0%	240	216	11.1%
Active Inventory	8	18	-55.6%			
Average Price	\$0	\$0	0.0%	\$1,467,000	\$752,000	95.1%
Median Price	\$0	\$0	0.0%	\$890,000	\$315,000	182.5%
Business						
Units Listed	10	13	-23.1%	133	181	-26.5%
Units Sold	1	0	100.0%	27	24	12.5%
Sales Dollars	\$78,000	\$0	100.0%	\$4,715,233	\$8,139,389	-42.1%
List/Sell Ratio	60.46%	0.00%	100.0%	84.05%	83.31%	0.9%
Days to Sell	305	0	100.0%	207	166	24.7%
Active Inventory	90	124	-27.4%			
Average Price	\$78,000	\$0	100.0%	\$174,638	\$339,141	-48.5%
Median Price	\$78,000	\$0	100.0%	\$85,000	\$71,000	19.7%
Condo (Townhouse)						
Units Listed	34	70	-51.4%	444	608	-27.0%
Units Sold	28	45	-37.8%	392	441	-11.1%
Sales Dollars	\$5,203,300	\$7,923,980	-34.3%	\$72,130,195	\$75,762,039	-4.8%
List/Sell Ratio	96.06%	97.23%	-1.2%	96.78%	96.56%	0.2%
Days to Sell	70	54	29.6%	72	65	10.8%
Active Inventory	96	111	-13.5%			
Average Price	\$185,832	\$176,088	5.5%	\$184,006	\$171,796	7.1%
Median Price	\$161,200	\$168,000	-4.0%	\$165,750	\$157,000	5.6%
Condo (Apt)						
Units Listed	69	76	-9.2%	836	841	-0.6%
Units Sold	52	52	0.0%	598	523	14.3%
Sales Dollars	\$7,273,413	\$6,697,298	8.6%	\$86,599,991	\$61,514,240	40.8%
List/Sell Ratio	97.66%	96.48%	1.2%	96.25%	95.21%	
Days to Sell	94	68	38.2%	73	73	0.0%
Active Inventory	207	321	-35.5%			
Average Price	\$139,873	\$128,794	8.6%	\$144,816	\$117,618	23.1%
Median Price	\$126,500	\$119,500	5.9%	\$123,500	\$107,000	15.4%

October 31, 2003

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	20	23	-13.0%	208	171	21.6%
Units Sold	15	7	114.3%	147	106	38.7%
Sales Dollars	\$3,273,400	\$1,163,000	181.5%	\$27,233,451	\$16,757,131	62.5%
List/Sell Ratio	96.46%	97.43%	-1.0%	95.64%	95.07%	0.6%
Days to Sell	36	80	-55.0%	67	89	-24.7%
Active Inventory	43	49	-12.2%			
Average Price	\$218,227	\$166,143	31.3%	\$185,262	\$158,086	17.2%
Median Price	\$213,000	\$154,000	38.3%	\$164,300	\$150,000	9.5%
Farms						
Units Listed	7	8	-12.5%	54	77	-29.9%
Units Sold	0	1	-100.0%	24	19	26.3%
Sales Dollars	\$0	\$575,000	-100.0%	\$12,064,500	\$10,046,000	20.1%
List/Sell Ratio	0.00%	88.46%	-100.0%	92.83%	89.13%	4.2%
Days to Sell	0	81	-100.0%	158	225	-29.8%
Active Inventory	50	72	-30.6%			
Average Price	\$0	\$575,000	-100.0%	\$502,688	\$528,737	-4.9%
Median Price	\$0	\$634,000	-100.0%	\$422,500	\$400,000	5.6%
IC&I						
Units Listed	11	14	-21.4%	101	89	13.5%
Units Sold	0	4	-100.0%	30	36	-16.7%
Sales Dollars	\$0	\$831,000	-100.0%	\$17,310,752	\$16,737,000	3.4%
List/Sell Ratio	0.00%	90.27%	-100.0%	91.92%	89.67%	2.5%
Days to Sell	0	472	-100.0%	151	218	-30.7%
Active Inventory	65	60	8.3%			
Average Price	\$0	\$207,750	-100.0%	\$577,025	\$464,917	24.1%
Median Price	\$0	\$186,000	-100.0%	\$422,500	\$252,500	67.3%
IC&I Land						
Units Listed	3	9	-66.7%	44	70	-37.1%
Units Sold	1	1	0.0%	17	6	183.3%
Sales Dollars	\$1,550,000	\$152,000	919.7%	1652546.6%	\$3,314,000	-99.5%
List/Sell Ratio	91.44%	76.38%	19.7%	90.40%	103.37%	-12.5%
Days to Sell	221	580	-61.9%	202	181	11.6%
Active Inventory	40	74	-45.9%			
Average Price	\$1,550,000	\$152,000	919.7%	\$972	\$552,333	-99.8%
Median Price	\$1,550,000	\$152,000	919.7%	\$339,000	\$386,000	-12.2%
Lots						
Units Listed	34	41	-17.1%	479	514	-6.8%
Units Sold	38	29	31.0%	329	369	-10.8%
Sales Dollars	\$3,883,550	\$3,212,884	20.9%	\$33,136,269	\$33,007,314	0.4%
List/Sell Ratio	95.10%	94.20%	1.0%	95.85%	94.83%	1.1%
Days to Sell	230	170	35.3%	204	196	4.1%
Active Inventory	311	415	-25.1%			
Average Price	\$102,199	\$110,789	-7.8%	\$100,718	\$89,451	12.6%
Median Price	\$105,300	\$100,473	4.8%	\$89,500	\$79,900	12.0%
Leases						
Units Listed	22	12	83.3%	188	185	1.6%
Units Sold	2	5	-60.0%	43	43	0.0%
Sales Dollars	\$111,564	\$300,527	-62.9%	\$6,144,125	\$2,978,819	106.3%
List/Sell Ratio	0.00%	100.00%	-100.0%	82.01%	99.02%	-17.2%
Days to Sell	141	125	12.8%	168	193	-13.0%
Active Inventory	156	151	3.3%			
Average Price	\$55,782	\$60,105	-7.2%	\$142,887	\$69,275	106.3%
Median Price	\$55,782	\$23,256	139.9%	\$42,875	\$44,800	-4.3%

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

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots (Waterfront)						
Units Listed	2	2	100.0%	21	21	0.0%
Units Sold	5	3	-100.0%	13	15	-13.3%
Sales Dollars	\$2,234,000	\$388,350	475.3%	\$5,427,900	\$2,965,030	83.1%
List/Sell Ratio	87.21%	94.32%	-7.5%	89.65%	93.14%	-3.7%
Days to Sell	103	64	60.9%	141	138	2.2%
Active Inventory	9	16	-43.8%			
Average Price	\$446,800	\$129,450	245.2%	\$417,531	\$197,669	111.2%
Median Price	\$399,000	\$145,000	175.2%	\$240,000	\$182,000	31.9%
Multi-Family						
Units Listed	1	1	0.0%	42	36	16.7%
Units Sold	3	2	50.0%	21	20	5.0%
Sales Dollars	\$1,195,000	\$613,000	94.9%	\$8,339,601	\$6,378,000	30.8%
List/Sell Ratio	95.59%	94.06%	1.6%	95.13%	92.04%	3.4%
Days to Sell	45	128	-64.8%	90	110	-18.2%
Active Inventory	11	18	-38.9%			
Average Price	\$398,333	\$306,500	30.0%	\$397,124	\$318,900	24.5%
Median Price	\$382,500	\$306,500	24.8%	\$375,000	\$268,500	39.7%
Mobile Homes						
Units Listed	53	41	29.3%	418	507	-17.6%
Units Sold	20	22	-9.1%	246	241	2.1%
Sales Dollars	\$855,150	\$977,500	-12.5%	\$11,719,050	\$8,640,654	35.6%
List/Sell Ratio	85.14%	86.77%	-1.9%	88.07%	85.54%	3.0%
Days to Sell	69	111	-37.8%	93	103	-9.7%
Active Inventory	141	207	-31.9%			
Average Price	\$42,758	\$44,432	-3.8%	\$47,638	\$35,853	32.9%
Median Price	\$42,250	\$35,000	20.7%	\$39,950	\$30,000	33.2%
Residential						
Units Listed	316	295	7.1%	3173	3231	-1.8%
Units Sold	205	210	-2.4%	2279	2286	-0.3%
Sales Dollars	\$54,174,472	\$43,714,149	23.9%	\$536,098,756	\$464,932,597	15.3%
List/Sell Ratio	96.68%	96.14%	0.6%	96.82%	96.40%	0.4%
Days to Sell	57	58	-1.7%	57	60	-5.0%
Active Inventory	692	831	-16.7%			
Average Price	\$264,266	\$208,163	27.0%	\$235,234	\$203,383	15.7%
Median Price	\$235,000	\$183,250	28.2%	\$215,000	\$185,000	16.2%
Residential (Waterfront)						
Units Listed	6	8	-25.0%	93	78	19.2%
Units Sold	6	10	-40.0%	62	59	5.1%
Sales Dollars	\$3,386,500	\$6,437,500	-47.4%	\$39,346,200	\$37,648,550	4.5%
List/Sell Ratio	100.44%	91.07%	10.3%	94.33%	92.74%	1.7%
Days to Sell	161	83	94.0%	99	128	-22.7%
Active Inventory	40	45	-11.1%			
Average Price	\$564,417	\$643,750	-12.3%	\$634,616	\$638,111	-0.5%
Median Price	\$462,750	\$627,500	-26.3%	\$567,500	\$595,000	-4.6%
CENTRAL OKANAGAN - TOTALS						
Units Listed	615	665	-7.5%	6570	7110	-7.6%
Units Sold	392	411	-4.6%	4383	4346	0.9%
Sales Dollars	\$88,094,799	\$78,860,488	11.7%	\$921,549,598	\$805,543,821	14.4%
List/Sell Ratio	95.48%	94.87%	0.6%	96.00%	94.88%	1.2%
Days to Sell	84	83	1.2%	82	86	-4.7%
Active Inventory	2134	2830	-24.6%			

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

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 90000	0	13	0	16
90001 to 110000	0	8	0	14
110001 to 130000	3	49	1	51
130001 to 150000	5	107	4	124
150001 to 170000	17	248	15	256
170001 to 190000	25	386	30	336
190001 to 210000	27	290	22	278
210001 to 230000	31	342	19	244
230001 to 250000	36	308	22	214
250001 to 270000	23	214	13	148
270001 to 290000	27	192	15	131
290001 to 310000	16	143	15	83
310001 and over	90	768	43	326
Totals	300	3068	199	2221

Central Division Lot Listing/Sales Analysis				
Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 30000	7	51	6	31
30001 to 40000	1	12	1	13
40001 to 50000	1	20	2	11
50001 to 60000	0	11	0	9
60001 to 70000	1	17	0	18
70001 to 80000	0	33	4	36
80001 to 90000	2	82	7	61
90001 and over	36	391	28	217
Totals	48	617	48	396