

CENTRAL OKANAGAN DIVISION

MONTHLY STATISTICS

FOR

DECEMBER 1 - 31, 2002

CENTRAL OKANAGAN DIVISION

STAT - O - GRAM

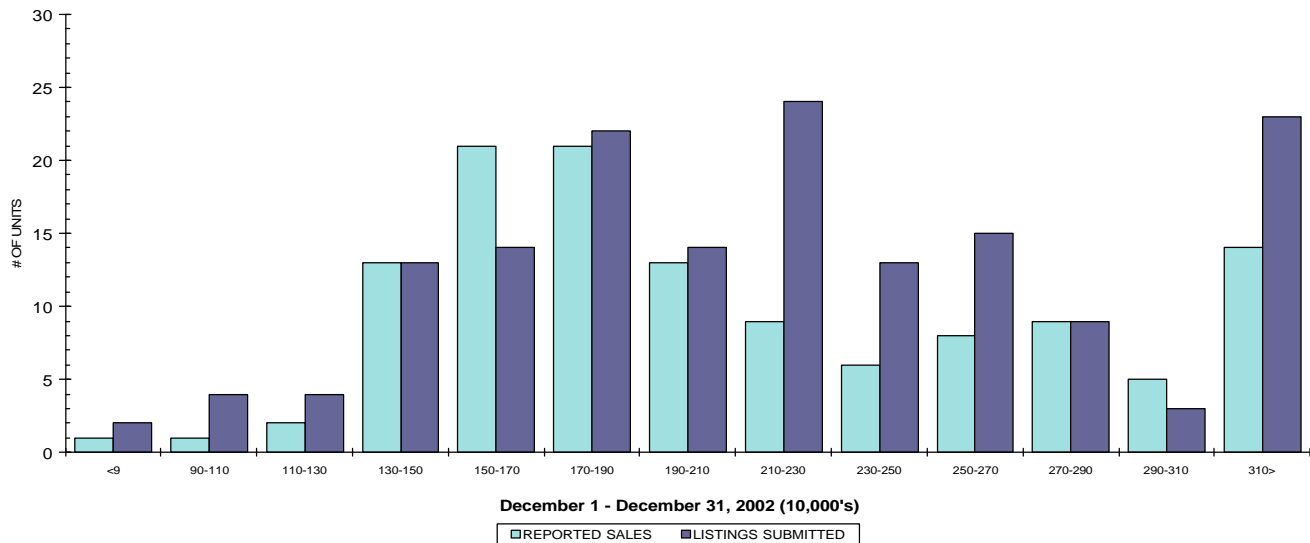
December 2002

QUICK SUMMARY

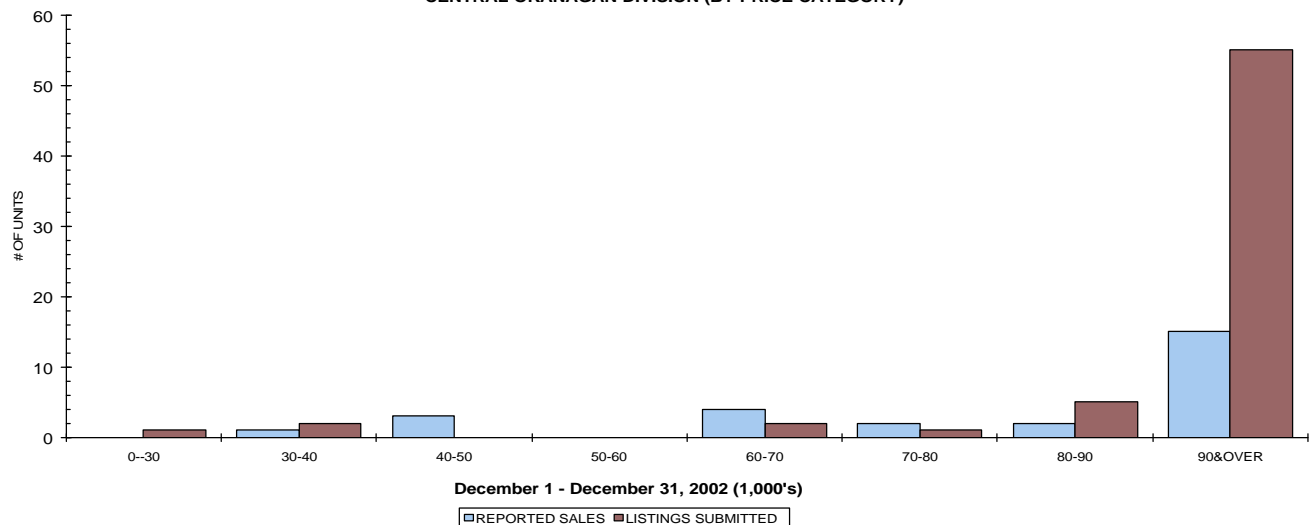
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	# of Units	\$ Value	# of Units	\$ Value	Listings Taken	Inventory
December 2002	235	\$49,428,568	123	\$27,035,050	383	2,308
November 2002	329	\$62,234,181	177	\$37,648,466	476	2,489
December 2001	229	\$40,394,356	121	\$24,240,776	297	2,797

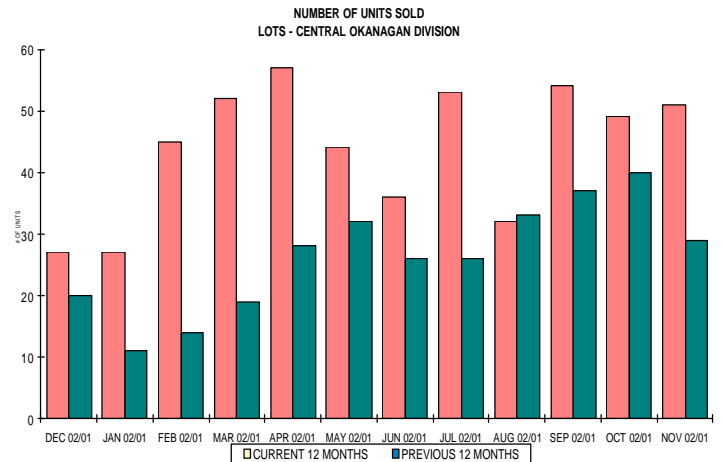
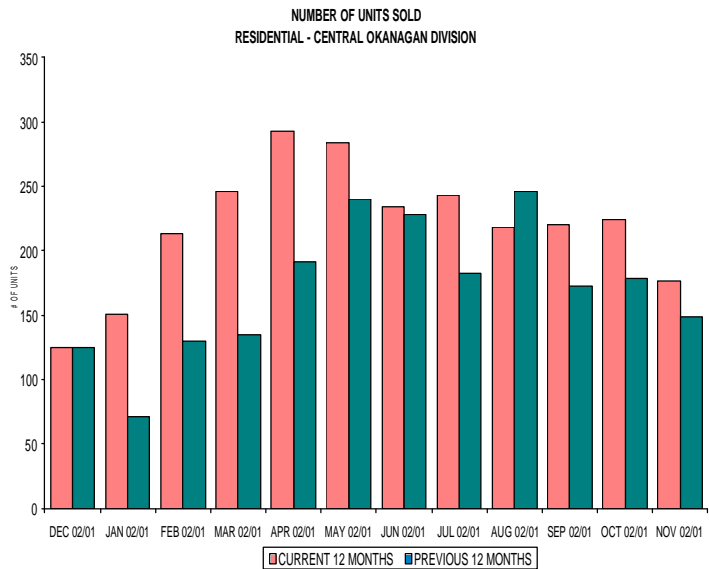
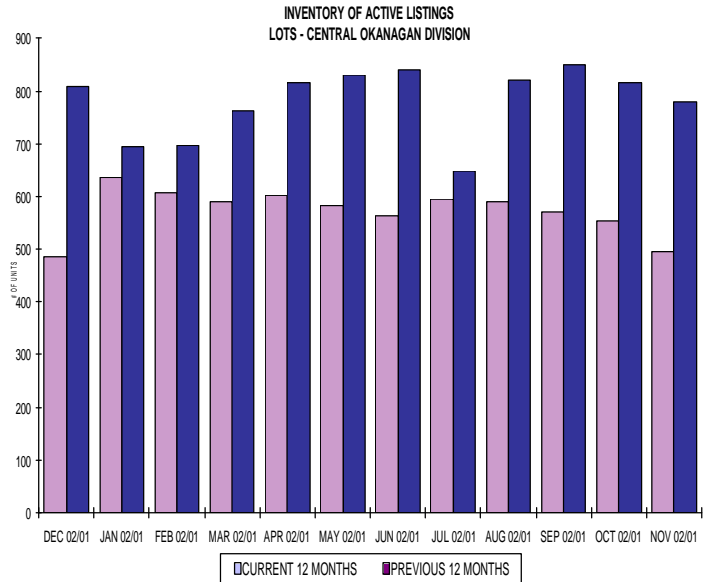
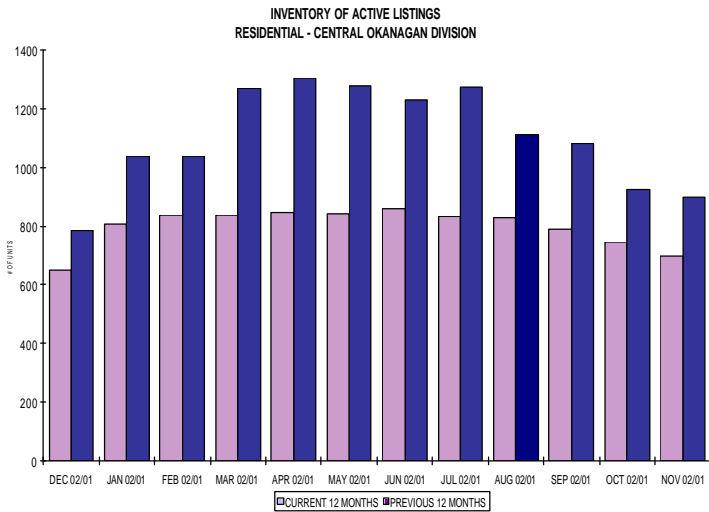
The average number of listings-per-licensee is 5

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



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





CENTRAL OKANAGAN DIVISION

December 2002

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
CONDO/APT	29	52	321	9.03%	61
CONDO/TWNHSE	16	20	113	14.16%	70
LOTS	27	66	498	5.42%	325
RESIDENTIAL	123	161	625	19.68%	1

AVERAGE HOUSE PRICE \$219,797

MEDIAN HOUSE PRICE \$193,900

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

**COMPARATIVE ACTIVITY BY ZONE AS AT
December 31, 2002**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ZONE CO TOTALS						
Units Listed	383	288	33.0%	7789	7680	1.4%
Units Sold	235	230	2.2%	4856	3681	31.9%
Sales Dollars	\$49,428,568	\$40,280,156	22.7%	\$909,597,082	\$626,759,985	45.1%
List/Sell Ratio	95.49	93.00		94.89	93.51	
Days to Sell	87	103	-15.5%	92	109	-15.6%
Active Listings	2308					
ZONE NO TOTALS						
Units Listed	167	159	5.0%	3615	3622	-0.2%
Units Sold	113	94	20.2%	1910	1586	20.4%
Sales Dollars	\$16,023,601	\$14,231,384	12.6%	\$306,668,472	\$230,169,295	33.2%
List/Sell Ratio	93.61	91.14		92.64	90.56	
Days to Sell	154	168	-8.3%	160	164	-2.4%
Active Listings	1560					
ZONE SH TOTALS						
Units Listed	82	57	43.9%	1969	2185	-9.9%
Units Sold	50	33	51.5%	893	761	17.3%
Sales Dollars	\$6,134,767	\$3,274,769	87.3%	\$121,892,657	\$100,443,537	21.4%
List/Sell Ratio	91.72	90.13		90.2	88.76	
Days to Sell	245	187	31.0%	220	220	0.0%
Active Listings	1328					
ZONE OB TOTALS						
Units Listed	7	9	-22.2%	216	176	22.7%
Units Sold	4	1	100.0%	30	19	57.9%
Sales Dollars	\$2,096,000	\$155,000	100.0%	\$10,814,451	\$5,668,400	90.8%
List/Sell Ratio	90.59	81.61		88.81	84.39	
Days to Sell	201	104	93.3%	158	126	25.4%
Active Listings	148					
GRAND TOTALS						
Units Listed	639	513	24.6%	13589	13663	-0.5%
Units Sold	402	358	12.3%	7689	6047	27.2%
Sales Dollars	\$73,682,936	\$57,941,309	27.2%	\$1,348,972,662	\$963,041,217	40.1%
List/Sell Ratio	94.26	91.40		93.77	91.51	
Days to Sell	111	140	-20.7%	125	144	-13.2%
Active Listings	5344					

LICENSEES
December 31, 2002

	TOTAL NUMBER OF LICENSEES December 31/02	TOTAL NUMBER OF LICENSEES December 31/01	CHANGE BY NUMBER	CHANGE BY %
ALL DIVISIONS	778	663	115	17.35%
CENTRAL OK DIV.	453	419	34	8.11%
NORTH OK DIV.	189	174	15	8.62%
SHUSWAP DIV.	66	69	-3	-4.35%
CURRENT MEMBERSHIP				
AGENT LICENSEES	70			
SALESPERSONS	562			
PROPERTY MANAGEMENT	10			
9:15 LICENCEE MEMBER	62			
EXEMPTION MEMBER	1			
TOTALS	705			

COMPARATIVE ACTIVITY BY PROPERTY TYPE

December 31, 2002

CENTRAL OKANAGAN

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage							
	UNITS LISTED	8	6	33.3%	190	143	32.9%
	UNITS SOLD	4	1	300.0%	58	35	65.7%
	SALES DOLLARS	\$605,400	\$175,000	245.9%	\$12,776,408	\$7,117,650	79.5%
	LIST/SELL RATIO	85.91	87.54		88.95	90.65	
	DAYS TO SELL	287	128	124.2%	194	248	-21.8%
	ACTIVE INVENTORY	112					
	AVERAGE PRICE	\$151,350	\$175,000	-13.5%	\$220,283	\$203,361	8.3%
	MEDIAN PRICE	\$146,700	\$175,000	-16.2%	\$159,950	\$140,000	14.3%
Acreage with House							
	UNITS LISTED	12	8	50.0%	318	301	5.6%
	UNITS SOLD	9	7	28.6%	128	82	56.1%
	SALES DOLLARS	\$3,286,000	\$2,306,500	42.5%	\$49,352,700	\$24,189,689	104.0%
	LIST/SELL RATIO	94.40	91.87		93.22	91.56	
	DAYS TO SELL	135	139	-2.9%	127	128	-0.8%
	ACTIVE INVENTORY	126					
	AVERAGE PRICE	\$365,111	\$329,500	10.8%	\$385,568	\$294,996	30.7%
	MEDIAN PRICE	\$349,500	\$270,000	29.4%	\$321,000	\$260,000	23.5%
Acreage (Waterfront)							
	UNITS LISTED	0	3	-100.0%	18	29	-37.9%
	UNITS SOLD	0	0	0.0%	7	6	16.7%
	SALES DOLLARS	\$0	\$0	100.0%	\$4,812,000	\$3,263,950	47.4%
	LIST/SELL RATIO	0.00	0.00		86.42	90.64	
	DAYS TO SELL	0	0	0.0%	216	170	27.1%
	ACTIVE INVENTORY	11					
	AVERAGE PRICE	\$0	\$0	0.0%	\$687,429	\$543,992	26.4%
	MEDIAN PRICE	\$0	\$0	0.0%	\$300,000	\$263,725	13.8%
Business							
	UNITS LISTED	8	8	0.0%	195	211	-7.6%
	UNITS SOLD	1	5	-80.0%	29	28	3.6%
	SALES DOLLARS	\$33,000	\$439,500	-92.5%	\$9,134,389	\$5,074,400	80.0%
	LIST/SELL RATIO	82.70	60.69		74.18	70.00	
	DAYS TO SELL	120	113	6.2%	171	164	4.3%
	ACTIVE INVENTORY	81					
	AVERAGE PRICE	\$33,000	\$87,900	-62.5%	\$314,979	\$181,229	73.8%
	MEDIAN PRICE	\$33,000	\$45,000	-26.7%	\$60,000	\$63,500	-5.5%
Condo (Townhouse)							
	UNITS LISTED	20	21	-4.8%	507	525	-3.4%
	UNITS SOLD	16	23	-30.4%	368	297	23.9%
	SALES DOLLARS	\$3,477,828	\$2,978,567	16.8%	\$60,715,274	\$41,415,185	46.6%
	LIST/SELL RATIO	96.94	95.19		96.30	94.84	
	DAYS TO SELL	70	104	-32.7%	69	96	-28.1%
	ACTIVE INVENTORY	113					
	AVERAGE PRICE	\$217,364	\$129,503	67.8%	\$164,987	\$139,445	18.3%
	MEDIAN PRICE	\$190,000	\$123,900	53.3%	\$148,950	\$133,250	11.8%

COMPARATIVE ACTIVITY BY PROPERTY TYPE

December 31, 2002

CENTRAL OKANAGAN

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Condo (Apt)							
	UNITS LISTED	52	41	26.8%	984	773	27.3%
	UNITS SOLD	29	32	-9.4%	613	475	29.1%
	SALES DOLLARS	\$3,850,688	\$4,647,450	-17.1%	\$73,580,810	\$50,436,293	45.9%
	LIST/SELL RATIO	95.00	92.61		95.36	93.21	
	DAYS TO SELL	61	98	-37.8%	80	112	-28.6%
	ACTIVE INVENTORY	321					
	AVERAGE PRICE	\$132,782	\$145,233	-8.6%	\$120,034	\$106,182	13.0%
	MEDIAN PRICE	\$114,000	\$123,750	-7.9%	\$109,000	\$94,000	16.0%
Duplex							
	UNITS LISTED	9	13	-30.8%	198	206	-3.9%
	UNITS SOLD	9	7	28.6%	126	95	32.6%
	SALES DOLLARS	\$1,803,900	\$963,000	87.3%	\$20,479,931	\$14,465,300	41.6%
	LIST/SELL RATIO	96.74	94.62		95.12	95.17	
	DAYS TO SELL	84	78	7.7%	92	87	5.7%
	ACTIVE INVENTORY	47					
	AVERAGE PRICE	\$200,433	\$137,571	45.7%	\$162,539	\$152,266	6.7%
	MEDIAN PRICE	\$199,900	\$116,000	72.3%	\$151,000	\$143,000	5.6%
Farms							
	UNITS LISTED	2	4	-50.0%	84	96	-12.5%
	UNITS SOLD	0	1	-100.0%	19	15	26.7%
	SALES DOLLARS	\$0	\$560,000	100.0%	\$10,141,000	\$7,999,000	26.8%
	LIST/SELL RATIO	0.00	91.95		88.89	97.38	
	DAYS TO SELL	0	184	0.0%	234	196	19.4%
	ACTIVE INVENTORY	55					
	AVERAGE PRICE	\$0	\$560,000	100.0%	\$533,737	\$533,267	0.1%
	MEDIAN PRICE	\$0	\$560,000	100.0%	\$400,000	\$305,000	31.1%
IC&I							
	UNITS LISTED	5	8	-37.5%	99	115	-13.9%
	UNITS SOLD	3	2	50.0%	43	18	138.9%
	SALES DOLLARS	\$2,155,000	\$388,560	454.6%	\$22,092,000	\$7,499,560	194.6%
	LIST/SELL RATIO	77.72	95.02		85.89	89.62	
	DAYS TO SELL	341	72	373.6%	231	128	80.5%
	ACTIVE INVENTORY	54					
	AVERAGE PRICE	\$718,333	\$194,280	269.7%	\$513,767	\$416,642	23.3%
	MEDIAN PRICE	\$400,000	\$184,280	117.1%	\$295,000	\$223,000	32.3%
IC&I Land							
	UNITS LISTED	5	7	-28.6%	81	93	-12.9%
	UNITS SOLD	0	1	-100.0%	8	13	-38.5%
	SALES DOLLARS	\$0	\$450,500	-100.0%	\$7,014,000	\$6,595,500	6.3%
	LIST/SELL RATIO	0.00	88.33		97.39	79.63	
	DAYS TO SELL	0	316	-100.0%	245	344	-28.8%
	ACTIVE INVENTORY	61					
	AVERAGE PRICE	\$0	\$450,500	-100.0%	\$876,750	\$507,346	72.8%
	MEDIAN PRICE	\$0	\$450,500	-100.0%	\$675,000	\$335,000	101.5%

COMPARATIVE ACTIVITY BY PROPERTY TYPE
December 31, 2002
CENTRAL OKANAGAN

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots							
	UNITS LISTED	58	4	1350.0%	592	785	-24.6%
	UNITS SOLD	23	19	21.1%	417	261	59.8%
	SALES DOLLARS	\$2,174,725	\$1,769,500	22.9%	\$37,551,452	\$21,181,150	77.3%
	LIST/SELL RATIO	95.26	90.05		96.32	89.92	
	DAYS TO SELL	363	172	111.0%	214	200	7.0%
	ACTIVE INVENTORY	368					
	AVERAGE PRICE	\$94,553	\$93,132	1.5%	\$90,051	\$81,154	11.0%
	MEDIAN PRICE	\$89,900	\$77,500	16.0%	\$79,900	\$76,000	5.1%
Leases							
	UNITS LISTED	10	10	0.0%	210	190	10.5%
	UNITS SOLD	1	4	-75.0%	48	48	0.0%
	SALES DOLLARS	\$100,577	\$92,603	8.6%	\$3,121,171	\$4,260,165	-26.7%
	LIST/SELL RATIO	0.00	0.00		99.22	275.00	
	DAYS TO SELL	298	215	38.6%	205	253	-19.0%
	ACTIVE INVENTORY	137					
	AVERAGE PRICE	\$100,577	\$23,151	334.4%	\$65,024	\$88,753	-26.7%
	MEDIAN PRICE	\$100,577	\$20,762	384.4%	\$42,156	\$37,820	11.5%
Lots (Waterfront)							
	UNITS LISTED	0	1	-100.0%	22	18	22.2%
	UNITS SOLD	0	0	0.0%	16	9	77.8%
	SALES DOLLARS	\$0	\$0	0.0%	\$3,265,030	\$2,678,000	21.9%
	LIST/SELL RATIO	0.00	0.00		92.68	100.06	
	DAYS TO SELL	0	0	0.0%	142	314	-54.8%
	ACTIVE INVENTORY	7					
	AVERAGE PRICE	\$0	\$0	0.0%	\$204,064	\$297,556	-31.4%
	MEDIAN PRICE	\$0	\$0	0.0%	\$186,765	\$264,500	-29.4%
Multi-Family							
	UNITS LISTED	2	2	0.0%	38	38	0.0%
	UNITS SOLD	1	0	100.0%	21	11	90.9%
	SALES DOLLARS	\$2,160,000	\$0	100.0%	\$8,538,000	\$7,183,500	18.9%
	LIST/SELL RATIO	0.00	0.00		92.04	85.28	
	DAYS TO SELL	129	0	100.0%	116	218	-46.8%
	ACTIVE INVENTORY	11					
	AVERAGE PRICE	\$2,160,000	\$0	100.0%	\$406,571	\$653,045	-37.7%
	MEDIAN PRICE	\$2,160,000	\$0	100.0%	\$271,000	\$386,000	-29.8%
Mobile Homes							
	UNITS LISTED	26	21	23.8%	556	544	2.2%
	UNITS SOLD	14	3	366.7%	272	175	55.4%
	SALES DOLLARS	\$376,400	\$94,900	296.6%	\$9,534,254	\$6,214,400	53.4%
	LIST/SELL RATIO	82.64	80.93		84.46	82.38	
	DAYS TO SELL	123	76	61.8%	108	120	-10.0%
	ACTIVE INVENTORY	152					
	AVERAGE PRICE	\$26,886	\$31,633	-15.0%	\$35,052	\$35,511	-1.3%
	MEDIAN PRICE	\$26,250	\$19,000	38.2%	\$29,650	\$28,500	4.0%

COMPARATIVE ACTIVITY BY PROPERTY TYPE

**December 31, 2002
CENTRAL OKANAGAN**

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Residential							
	UNITS LISTED	161	128	25.8%	3613	3505	3.1%
	UNITS SOLD	123	123	0.0%	2620	2062	27.1%
	SALES DOLLARS	\$27,035,050	\$24,526,576	10.2%	\$536,675,113	\$391,757,677	37.0%
	LIST/SELL RATIO	96.62	95.96		96.19	95.35	
	DAYS TO SELL	61	94	-35.1%	66	86	-23.3%
	ACTIVE INVENTORY	625					
	AVERAGE PRICE	\$219,797	\$199,403	10.2%	\$204,838	\$189,989	7.8%
	MEDIAN PRICE	\$193,900	\$182,500	6.2%	\$186,000	\$175,500	6.0%
Residential (Waterfront)							
	UNITS LISTED	5	3	66.7%	84	108	-22.2%
	UNITS SOLD	2	2	0.0%	63	51	23.5%
	SALES DOLLARS	\$2,370,000	\$887,500	167.0%	\$40,813,550	\$25,428,566	60.5%
	LIST/SELL RATIO	94.97	86.89		92.54	91.90	
	DAYS TO SELL	16	164	-90.2%	125	159	-21.4%
	ACTIVE INVENTORY	27					
	AVERAGE PRICE	\$1,185,000	\$443,750	167.0%	\$647,834	\$498,599	29.9%
	MEDIAN PRICE	\$1,185,000	\$443,750	167.0%	\$595,000	\$444,500	33.9%
CENTRAL OKANAGAN - TOTALS							
	UNITS LISTED	383	288	33.0%	7789	7680	1.4%
	UNITS SOLD	235	230	2.2%	4856	3681	31.9%
	SALES DOLLARS	\$49,428,568	\$40,280,156	22.7%	\$909,597,082	\$626,759,985	45.1%
	LIST/SELL RATIO	95.69	94.09		95.13	93.6	
	DAYS TO SELL	82	106	-22.6%	98	113	-13.3%
	ACTIVE INVENTORY	2308					

RESIDENTIAL LISTING / SALES ANALYSIS

December 31, 2002
CENTRAL OKANAGAN

Range	Mthly Listings Total	YTD Listings Total		Mthly Sales Total	YTD Sales Total
0 to 90000	2	29		1	18
90001 to 110000	4	45		1	46
110001 to 130000	4	145		2	123
130001 to 150000	13	331		13	329
150001 to 170000	14	535		21	476
170001 to 190000	22	525		21	409
190001 to 210000	14	312		13	253
210001 to 230000	24	351		9	258
230001 to 250000	13	335		6	228
250001 to 270000	15	215		8	130
270001 to 290000	9	150		9	99
290001 to 310000	3	108		5	56
310001 and over	23	532		14	195
	160	3613		123	2620

RESIDENTIAL LISTING / SALES ANALYSIS

December 31, 2002
CENTRAL OKANAGAN

	Mthly Listings	YTD Listings		Mthly Sales		YTD Sales
Range	Total	Total		Total		Total
0 to 30000	1	60		0		24
30001 to 40000	2	21		1		8
40001 to 50000	0	24		3		18
50001 to 60000	0	26		0		24
60001 to 70000	2	50		4		55
70001 to 80000	1	94		2		96
80001 to 90000	5	73		2		60
90001 and over	55	474		15		213
	66	822		27		498