

**CENTRAL OKANAGAN DIVISION**

**MONTHLY STATISTICS**

**FOR**

**AUGUST 1 - 31, 2002**

# CENTRAL OKANAGAN DIVISION

## STAT - O - GRAM

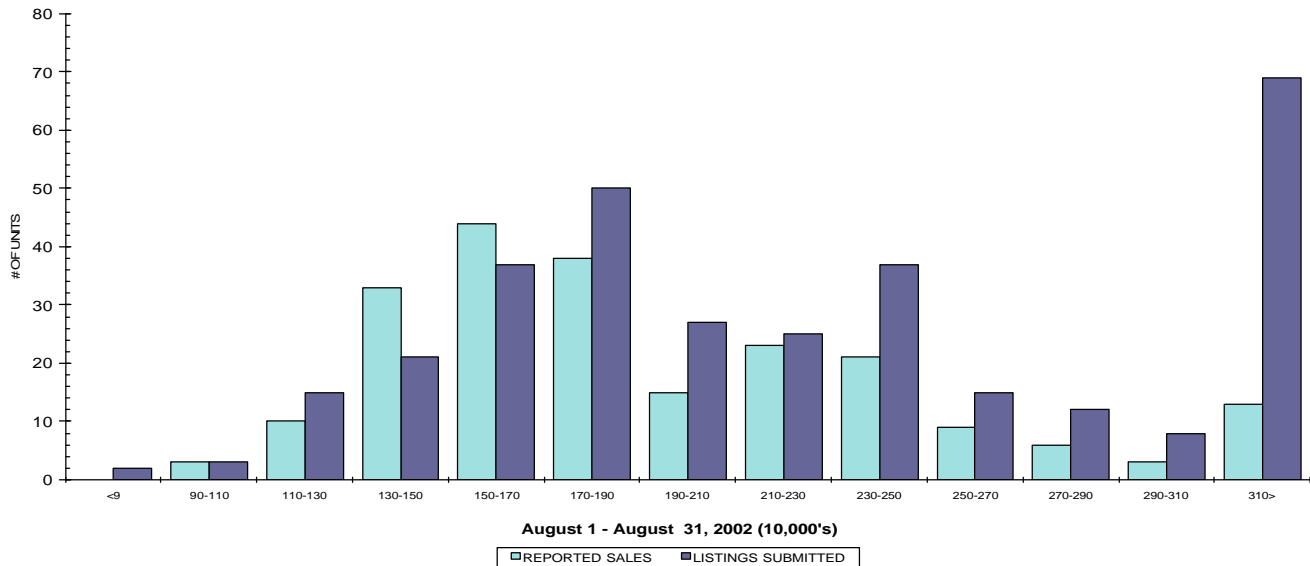
August 2002

### QUICK SUMMARY

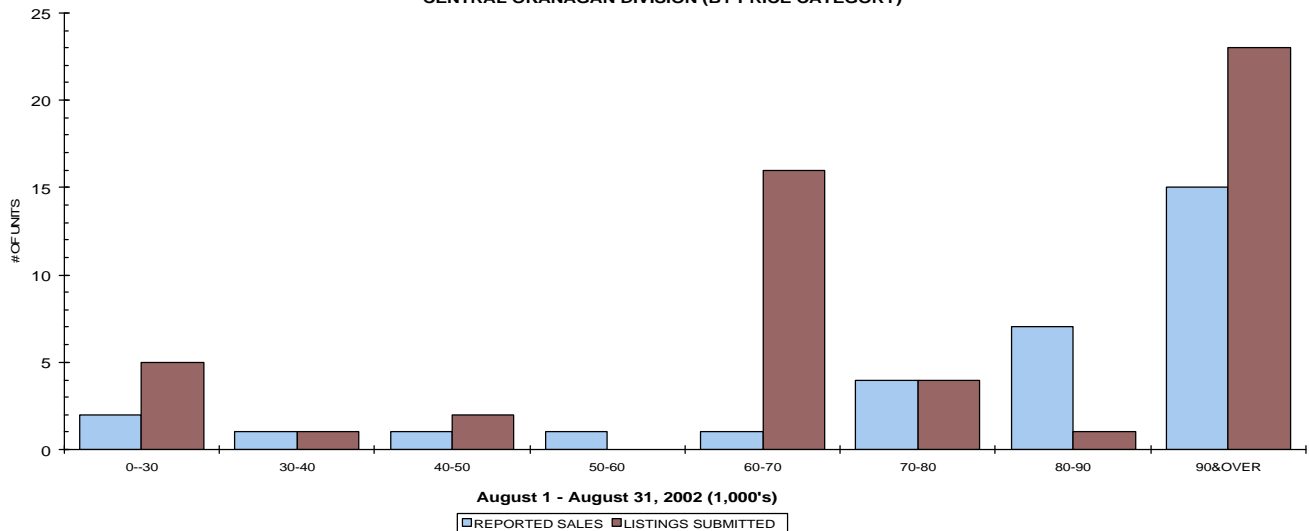
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	# of Units	\$ Value	# of Units	\$ Value	Listings Taken	Inventory
August 2002	397	\$73,304,644	218	\$43,727,614	653	2,803
July 2002	451	\$92,176,595	243	\$50,988,875	736	2,830
August 2001	411	\$73,769,481	246	\$47,168,841	700	3,480

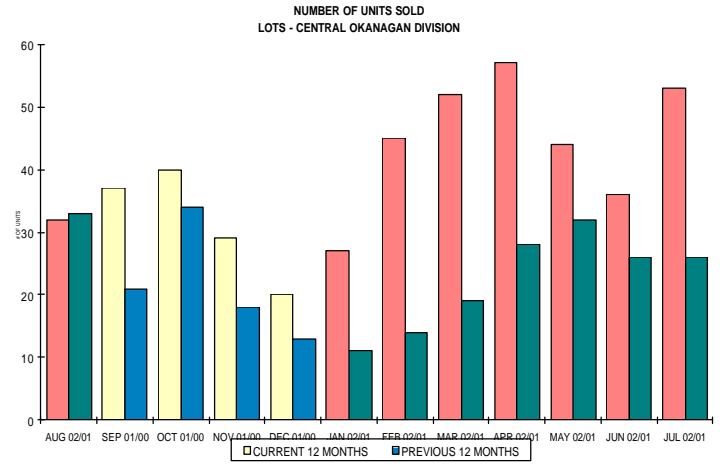
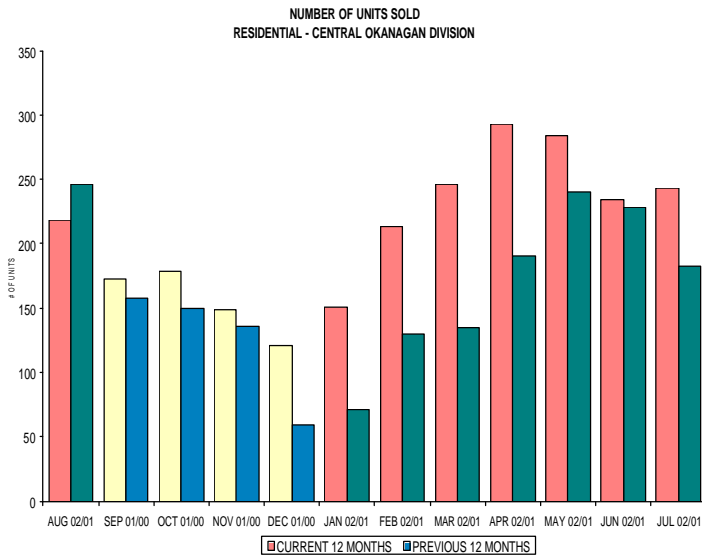
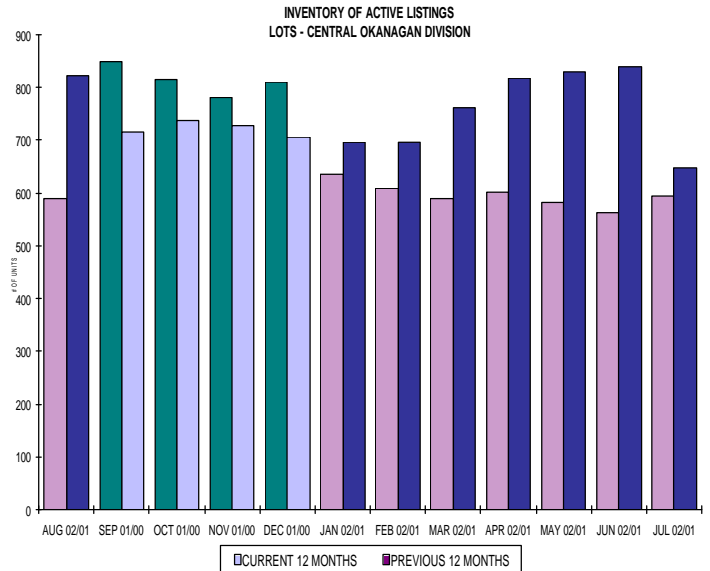
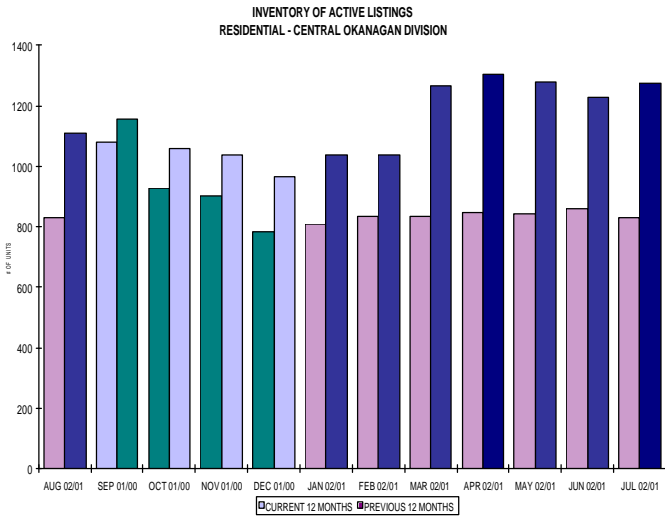
The average number of listings-per-licensee is 6.39

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



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





**CENTRAL OKANAGAN DIVISION**

**August 2002**

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
CONDO/APT	57	69	304	18.75%	78
CONDO/TWNHSE	25	42	116	21.55%	90
LOTS	32	52	590	5.42%	348
RESIDENTIAL	218	321	829	26.30%	54

**AVERAGE HOUSE PRICE \$200,585**

**MEDIAN HOUSE PRICE \$179,000**

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

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

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>ZONE CO TOTALS</b>						
Units Listed	653	698	-6.4%	5722	5618	1.9%
Units Sold	397	401	-1.0%	3493	2514	38.9%
Sales Dollars	\$73,304,644	\$72,295,131	1.4%	\$639,280,827	\$427,406,216	49.6%
List/Sell Ratio	95.69	94.09		95.13	93.60	
Days to Sell	82	106	-22.6%	98	113	-13.3%
Active Listings	2803					
<b>ZONE NO TOTALS</b>						
Units Listed	328	322	1.9%	2674	2671	0.1%
Units Sold	183	160	14.4%	1307	1092	19.7%
Sales Dollars	\$31,969,599	\$24,443,550	30.8%	\$207,361,313	\$157,620,383	31.6%
List/Sell Ratio	93.61	91.14		92.64	90.56	
Days to Sell	154	168	-8.3%	160	164	-2.4%
Active Listings	2036					
<b>ZONE SH TOTALS</b>						
Units Listed	171	191	-10.5%	1524	1717	-11.2%
Units Sold	96	88	9.1%	602	522	15.3%
Sales Dollars	\$16,431,586	\$11,578,300	41.9%	\$85,249,603	\$70,777,836	20.4%
List/Sell Ratio	91.72	90.13		90.2	88.76	
Days to Sell	245	187	31.0%	220	220	0.0%
Active Listings	1690					
<b>ZONE OB TOTALS</b>						
Units Listed	13	12	8.3%	147	125	17.6%
Units Sold	3	0	#DIV/0!	18	14	28.6%
Sales Dollars	\$2,045,000	\$0	#DIV/0!	\$5,749,951	\$5,057,000	13.7%
List/Sell Ratio	90.59	81.61		88.81	84.39	
Days to Sell	201	104	93.3%	158	126	25.4%
Active Listings	137					
<b>GRAND TOTALS</b>						
Units Listed	1165	1223	-4.7%	10067	10131	-0.6%
Units Sold	679	649	4.6%	5420	4142	30.9%
Sales Dollars	\$123,750,829	\$108,316,981	14.2%	\$937,641,694	\$660,861,435	41.9%
List/Sell Ratio	94.26	91.40		93.77	91.51	
Days to Sell	111	140	-20.7%	125	144	-13.2%
Active Listings	6666					

**LICENSEES**  
**August 31, 2002**

	TOTAL NUMBER OF LICENSEES August 31/02	TOTAL NUMBER OF LICENSEES August 31/01	CHANGE BY NUMBER	CHANGE BY %
ALL DIVISIONS	692	677	15	2.22%
CENTRAL OK DIV.	438	422	16	3.79%
NORTH OK DIV.	188	184	4	2.17%
SHUSWAP DIV.	66	71	-5	-7.04%
<b>CURRENT MEMBERSHIP</b>				
AGENT LICENSEES	74			
SALESPERSONS	551			
PROPERTY MANAGEMENT	9			
9:15 LICENCEE MEMBER	58			
EXEMPTION MEMBER	0			
<b>TOTALS</b>	<b>692</b>			

**COMPARATIVE ACTIVITY BY PROPERTY TYPE**

August 31, 2002

**CENTRAL OKANAGAN**

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Acreage</b>							
	UNITS LISTED	7	13	-46.2%	143	110	30.0%
	UNITS SOLD	4	2	100.0%	25	20	25.0%
	SALES DOLLARS	\$1,646,000	\$403,750	307.7%	\$7,007,058	\$4,384,750	59.8%
	LIST/SELL RATIO	90.17	81.11		87.36	93.88	
	DAYS TO SELL	311	351	-11.4%	194	262	-26.0%
	ACTIVE INVENTORY	140					
	AVERAGE PRICE	\$411,500	\$201,875	103.8%	\$280,282	\$219,238	27.8%
	MEDIAN PRICE	\$400,500	\$201,875	98.4%	\$160,000	\$162,000	-1.2%
<b>Acreage with House</b>							
	UNITS LISTED	31	22	40.9%	246	216	13.9%
	UNITS SOLD	14	10	40.0%	91	50	82.0%
	SALES DOLLARS	\$5,087,700	\$2,782,500	82.8%	\$34,955,700	\$14,299,600	144.5%
	LIST/SELL RATIO	91.19	88.88		93.55	90.41	
	DAYS TO SELL	147	156	-5.8%	133	139	-4.3%
	ACTIVE INVENTORY	173					
	AVERAGE PRICE	\$363,407	\$278,250	30.6%	\$384,129	\$285,992	34.3%
	MEDIAN PRICE	\$300,000	\$236,500	26.8%	\$320,000	\$261,500	22.4%
<b>Acreage (Waterfront)</b>							
	UNITS LISTED	3	0	100.0%	14	17	-17.6%
	UNITS SOLD	1	2	-50.0%	2	4	-50.0%
	SALES DOLLARS	\$360,000	\$340,450	5.7%	\$630,000	\$2,660,450	-76.3%
	LIST/SELL RATIO	83.91	92.93		81.77	91.51	
	DAYS TO SELL	779	108	621.3%	519	141	268.1%
	ACTIVE INVENTORY	20					
	AVERAGE PRICE	\$360,000	\$170,225	0.0%	\$315,000	\$665,113	-52.6%
	MEDIAN PRICE	\$360,000	\$170,225	0.0%	\$315,000	\$263,725	19.4%
<b>Business</b>							
	UNITS LISTED	24	17	41.2%	158	161	-1.9%
	UNITS SOLD	3	2	50.0%	21	20	5.0%
	SALES DOLLARS	\$1,459,000	\$97,000	1404.1%	\$8,250,500	\$4,379,900	88.4%
	LIST/SELL RATIO	78.28	48.74		75.32	71.96	
	DAYS TO SELL	205	352	-41.8%	187	179	4.5%
	ACTIVE INVENTORY	123					
	AVERAGE PRICE	\$486,333	\$48,500	902.7%	\$392,881	\$218,995	79.4%
	MEDIAN PRICE	\$690,000	\$48,500	1322.7%	\$93,000	\$72,500	28.3%
<b>Condo (Townhouse)</b>							
	UNITS LISTED	42	62	-32.3%	347	370	-6.2%
	UNITS SOLD	25	35	-28.6%	269	198	35.9%
	SALES DOLLARS	\$3,844,620	\$5,075,200	-24.2%	\$43,159,627	\$27,800,318	55.2%
	LIST/SELL RATIO	91.96	96.11		95.98	94.62	
	DAYS TO SELL	90	114	-21.1%	75	101	-25.7%
	ACTIVE INVENTORY	116					
	AVERAGE PRICE	\$153,785	\$145,006	6.1%	\$160,445	\$140,406	14.3%
	MEDIAN PRICE	\$137,500	\$128,500	7.0%	\$146,000	\$133,125	9.7%

**COMPARATIVE ACTIVITY BY PROPERTY TYPE**

**August 31, 2002**

**CENTRAL OKANAGAN**

		<b>CURRENT MONTH</b>			<b>YEAR TO DATE</b>		
		<b>THIS YEAR</b>	<b>LAST YEAR</b>	<b>INCREASE</b>	<b>THIS YEAR</b>	<b>LAST YEAR</b>	<b>INCREASE</b>
<b>Condo (Apt)</b>							
	UNITS LISTED	69	67	3.0%	698	558	25.1%
	UNITS SOLD	57	35	62.9%	446	327	36.4%
	SALES DOLLARS	\$6,357,950	\$3,676,443	72.9%	\$51,586,017	\$33,633,993	53.4%
	LIST/SELL RATIO	95.53	93.97		95.10	93.04	
	DAYS TO SELL	78	104	-25.0%	83	119	-30.3%
	ACTIVE INVENTORY	304					
	AVERAGE PRICE	\$111,543	\$105,041	6.2%	\$115,664	\$102,856	12.5%
	MEDIAN PRICE	\$104,500	\$98,000	6.6%	\$105,000	\$90,000	16.7%
<b>Duplex</b>							
	UNITS LISTED	19	19	0.0%	139	150	-7.3%
	UNITS SOLD	10	15	-33.3%	96	65	47.7%
	SALES DOLLARS	\$1,613,300	\$2,482,200	-35.0%	\$15,201,631	\$10,048,750	51.3%
	LIST/SELL RATIO	95.29	94.86		94.87	94.92	
	DAYS TO SELL	106	95	11.6%	98	91	7.7%
	ACTIVE INVENTORY	48					
	AVERAGE PRICE	\$161,330	\$165,480	-2.5%	\$158,350	\$154,596	2.4%
	MEDIAN PRICE	\$136,950	\$169,000	-19.0%	\$150,000	\$147,500	1.7%
<b>Farms</b>							
	UNITS LISTED	5	8	-37.5%	66	76	-13.2%
	UNITS SOLD	1	1	0.0%	16	10	60.0%
	SALES DOLLARS	\$310,000	\$605,000	-48.8%	\$8,298,000	\$3,641,000	127.9%
	LIST/SELL RATIO	82.66	91.80		88.77	89.60	
	DAYS TO SELL	1152	283	307.1%	260	201	29.4%
	ACTIVE INVENTORY	69					
	AVERAGE PRICE	\$310,000	\$605,000	-48.8%	\$518,625	\$364,100	42.4%
	MEDIAN PRICE	\$310,000	\$605,000	-48.8%	\$387,500	\$313,500	23.6%
<b>IC&amp;I</b>							
	UNITS LISTED	8	10	-20.0%	71	72	-1.4%
	UNITS SOLD	2	1	100.0%	28	11	154.5%
	SALES DOLLARS	\$758,000	\$805,000	-5.8%	\$15,414,000	\$6,546,000	135.5%
	LIST/SELL RATIO	94.82	84.73		87.65	87.46	
	DAYS TO SELL	156	280	-44.3%	202	156	29.5%
	ACTIVE INVENTORY	63					
	AVERAGE PRICE	\$379,000	\$805,000	-52.9%	\$550,500	\$595,091	-7.5%
	MEDIAN PRICE	\$379,000	\$805,000	-52.9%	\$317,500	\$320,000	-0.8%
<b>IC&amp;I Land</b>							
	UNITS LISTED	7	6	16.7%	62	68	-8.8%
	UNITS SOLD	1	1	0.0%	6	10	-40.0%
	SALES DOLLARS	\$205,000	\$150,000	36.7%	\$5,162,000	\$5,660,000	-8.8%
	LIST/SELL RATIO	191.58	75.03		105.79	80.49	
	DAYS TO SELL	464	249	86.3%	136	382	-64.4%
	ACTIVE INVENTORY	73					
	AVERAGE PRICE	\$205,000	\$150,000	36.7%	\$860,333	\$566,000	52.0%
	MEDIAN PRICE	\$205,000	\$150,000	36.7%	\$675,000	\$332,000	103.3%

**COMPARATIVE ACTIVITY BY PROPERTY TYPE**  
**August 31, 2002**  
**CENTRAL OKANAGAN**

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Lots</b>							
	UNITS LISTED	41	92	-55.4%	431	580	-25.7%
	UNITS SOLD	26	25	4.0%	308	156	97.4%
	SALES DOLLARS	\$2,407,550	\$2,199,007	9.5%	\$26,543,754	\$12,911,850	105.6%
	LIST/SELL RATIO	95.23	95.41		96.47	90.65	
	DAYS TO SELL	165	112	47.3%	208	230	-9.6%
	ACTIVE INVENTORY	415					
	AVERAGE PRICE	\$92,598	\$87,960	5.3%	\$86,181	\$82,768	4.1%
	MEDIAN PRICE	\$85,000	\$86,000	-1.2%	\$79,900	\$80,500	-0.7%
<b>Leases</b>							
	UNITS LISTED	16	5	220.0%	155	114	36.0%
	UNITS SOLD	3	1	200.0%	33	29	13.8%
	SALES DOLLARS	\$239,810	\$37,290	543.1%	\$1,692,347	\$3,257,878	-48.1%
	LIST/SELL RATIO	0.00	0.00		100.00	275.00	
	DAYS TO SELL	200	290	-31.0%	234	235	-0.4%
	ACTIVE INVENTORY	156					
	AVERAGE PRICE	\$79,937	\$37,290	114.4%	\$51,283	\$112,341	-54.4%
	MEDIAN PRICE	\$70,800	\$37,290	89.9%	\$42,072	\$37,290	12.8%
<b>Lots (Waterfront)</b>							
	UNITS LISTED	1	0	100.0%	20	11	81.8%
	UNITS SOLD	1	2	-50.0%	9	3	200.0%
	SALES DOLLARS	\$469,000	\$179,500	161.3%	\$1,670,500	\$754,500	121.4%
	LIST/SELL RATIO	93.98	87.81		90.60	90.75	
	DAYS TO SELL	136	142	100.0%	179	156	14.7%
	ACTIVE INVENTORY	15					
	AVERAGE PRICE	\$469,000	\$89,750	422.6%	\$185,611	\$251,500	-26.2%
	MEDIAN PRICE	\$469,000	\$89,750	422.6%	\$126,000	\$107,500	17.2%
<b>Multi-Family</b>							
	UNITS LISTED	4	5	-20.0%	32	28	14.3%
	UNITS SOLD	0	1	-100.0%	14	5	180.0%
	SALES DOLLARS	\$0	\$156,000	-100.0%	\$4,529,000	\$2,862,000	58.2%
	LIST/SELL RATIO	0.00	93.41		92.74	88.77	
	DAYS TO SELL	0	131	-100.0%	104	307	-66.1%
	ACTIVE INVENTORY	17					
	AVERAGE PRICE	\$0	\$156,000	-100.0%	\$323,500	\$572,400	-43.5%
	MEDIAN PRICE	\$0	\$176,000	-100.0%	\$283,000	\$260,000	8.8%
<b>Mobile Homes</b>							
	UNITS LISTED	46	56	-17.9%	420	404	4.0%
	UNITS SOLD	25	18	38.9%	200	126	58.7%
	SALES DOLLARS	\$884,600	\$700,800	26.2%	\$6,945,404	\$4,654,050	49.2%
	LIST/SELL RATIO	82.11	85.73		84.20	83.25	
	DAYS TO SELL	173	94	84.0%	110	113	-2.7%
	ACTIVE INVENTORY	200					
	AVERAGE PRICE	\$35,384	\$38,933	-9.1%	\$34,727	\$36,937	-6.0%
	MEDIAN PRICE	\$37,000	\$34,950	5.9%	\$28,625	\$29,250	-2.1%

**COMPARATIVE ACTIVITY BY PROPERTY TYPE**

**August 31, 2002**

**CENTRAL OKANAGAN**

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Residential</b>							
	UNITS LISTED	321	306	4.9%	2657	2602	2.1%
	UNITS SOLD	218	241	-9.5%	1885	1443	30.6%
	SALES DOLLARS	\$43,727,614	\$46,205,991	-5.4%	\$380,057,489	\$272,128,111	39.7%
	LIST/SELL RATIO	95.93	95.04		96.17	95.29	
	DAYS TO SELL	54	80	-32.5%	67	86	-22.1%
	ACTIVE INVENTORY	829					
	AVERAGE PRICE	\$200,585	\$191,726	4.6%	\$201,622	\$188,585	6.9%
	MEDIAN PRICE	\$179,000	\$179,900	-0.5%	\$184,900	\$175,000	5.7%
<b>Residential (Waterfront)</b>							
	UNITS LISTED	9	10	-10.0%	63	81	-22.2%
	UNITS SOLD	6	9	-33.3%	44	37	18.9%
	SALES DOLLARS	\$3,934,500	\$6,399,000	-38.5%	\$28,177,800	\$17,783,066	58.5%
	LIST/SELL RATIO	96.04	89.36		92.52	91.83	
	DAYS TO SELL	103	180	-42.8%	146	156	-6.4%
	ACTIVE INVENTORY	42					
	AVERAGE PRICE	\$655,750	\$711,000	-7.8%	\$640,405	\$480,623	33.2%
	MEDIAN PRICE	\$585,500	\$560,000	4.6%	\$589,000	\$395,000	49.1%
<b>CENTRAL OKANAGAN - TOTALS</b>							
	UNITS LISTED	653	698	-6.4%	5722	5618	1.9%
	UNITS SOLD	397	401	-1.0%	3493	2514	38.9%
	SALES DOLLARS	\$73,304,644	\$72,295,131	1.4%	\$639,280,827	\$427,406,216	49.6%
	LIST/SELL RATIO	95.69	94.09		95.13	93.6	
	DAYS TO SELL	82	106	-22.6%	98	113	-13.3%
	ACTIVE INVENTORY	2803					

## RESIDENTIAL LISTING / SALES ANALYSIS

August 31, 2002  
CENTRAL OKANAGAN

<b>Range</b>	<b>Mthly Listings Total</b>	<b>YTD Listings Total</b>	<b>Mthly Sales Total</b>	<b>YTD Sales Total</b>
0 to 90000	2	20	0	15
90001 to 110000	3	35	3	36
110001 to 130000	15	106	10	88
130001 to 150000	21	261	33	268
150001 to 170000	37	422	44	337
170001 to 190000	50	381	38	288
190001 to 210000	27	238	15	182
210001 to 230000	25	259	23	198
230001 to 250000	37	248	21	160
250001 to 270000	15	145	9	87
270001 to 290000	12	109	6	70
290001 to 310000	8	65	3	31
310001 and over	69	362	13	123
	<b>321</b>	<b>2651</b>	<b>218</b>	<b>1883</b>

## RESIDENTIAL LISTING / SALES ANALYSIS

August 31, 2002

## CENTRAL OKANAGAN

	<b>Mthly Listings</b>	<b>YTD Listings</b>		<b>Mthly Sales</b>		<b>YTD Sales</b>
<b>Range</b>	<b>Total</b>	<b>Total</b>		<b>Total</b>		<b>Total</b>
0 to 30000	5	50		2		19
30001 to 40000	1	11		1		6
40001 to 50000	2	20		1		12
50001 to 60000	0	25		1		17
60001 to 70000	16	44		1		43
70001 to 80000	4	83		4		76
80001 to 90000	1	62		7		54
90001 and over	23	313		15		117
	<b>52</b>	<b>608</b>		<b>32</b>		<b>344</b>