

**CENTRAL OKANAGAN DIVISION**

**MONTHLY STATISTICS**

**FOR**

**January 1 - 31, 2002**

# CENTRAL OKANAGAN DIVISION

## STAT - O - GRAM

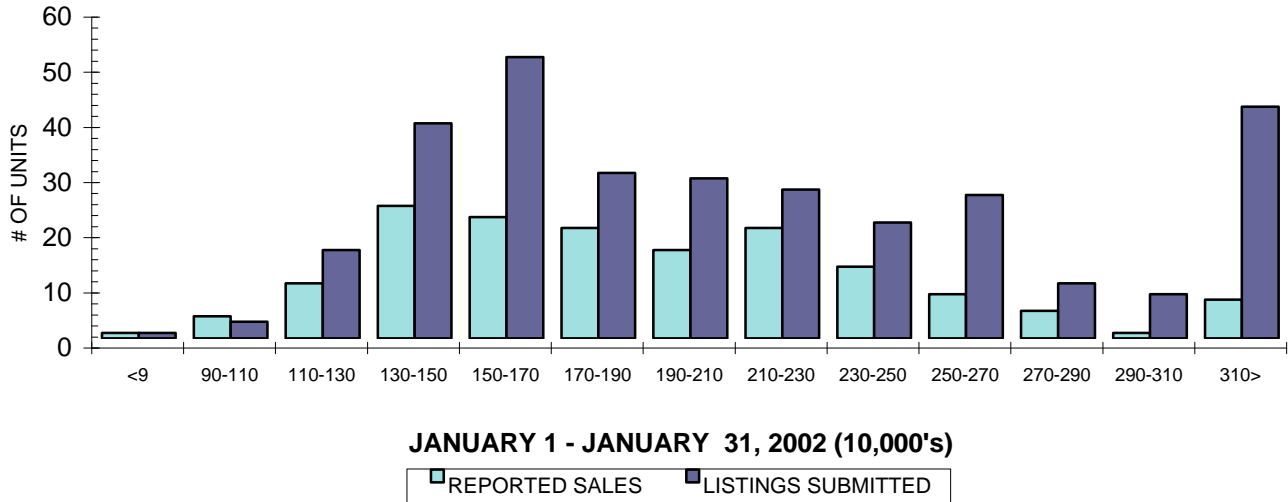
January 2002

### QUICK SUMMARY

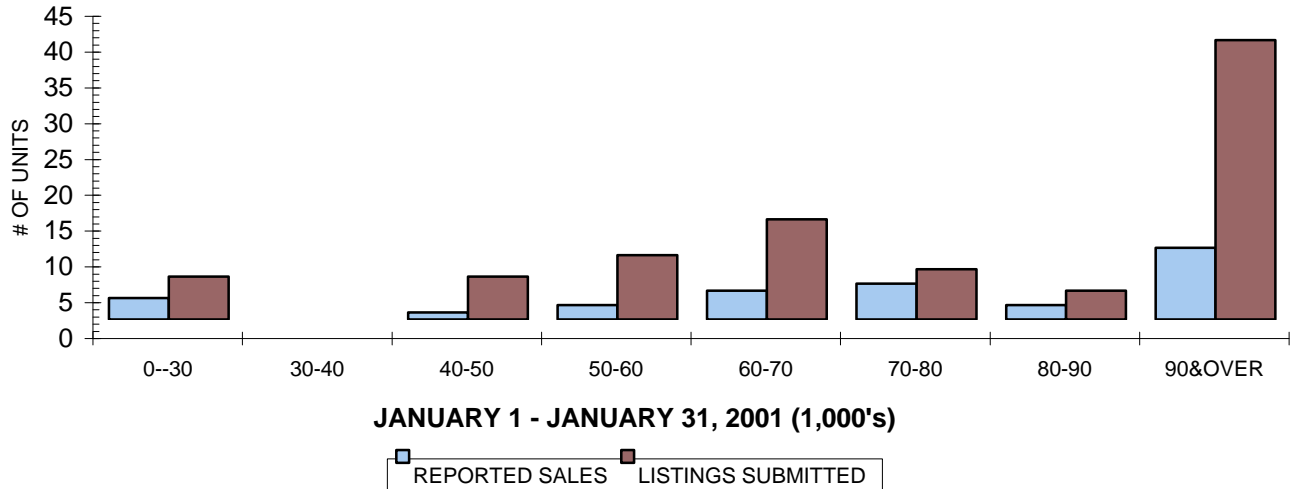
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	<u># of Units</u>	<u>\$ Value</u>	<u># of Units</u>	<u>\$ Value</u>	<u>Listings Taken</u>	<u>Inventory</u>
January 2002	286	\$53,402,030	151	\$29,211,254	665	2,737
December 2001	229	\$40,394,356	121	\$24,240,776	297	2,797
January 2001	142	\$22,665,256	71	\$13,704,235	632	3,148

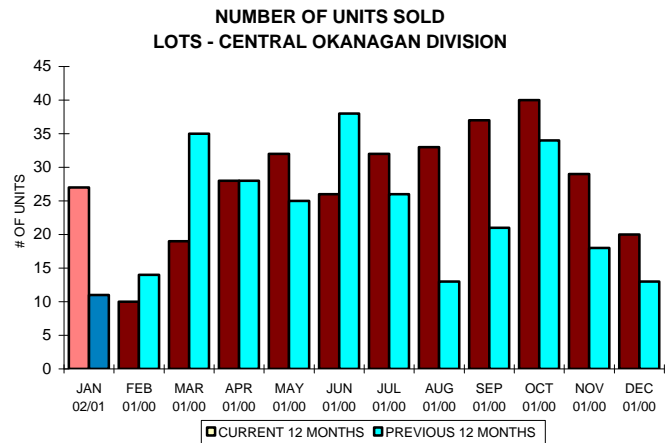
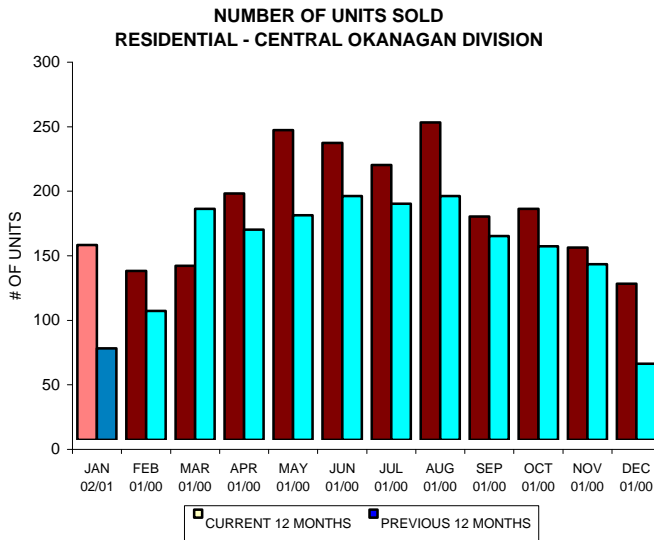
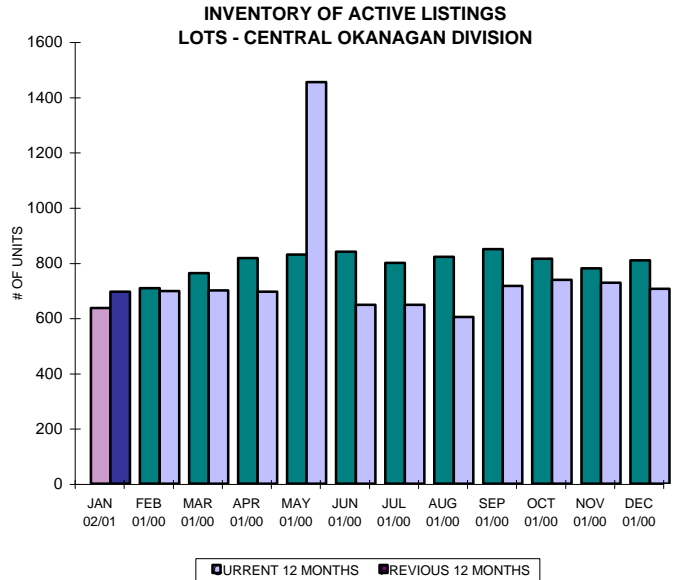
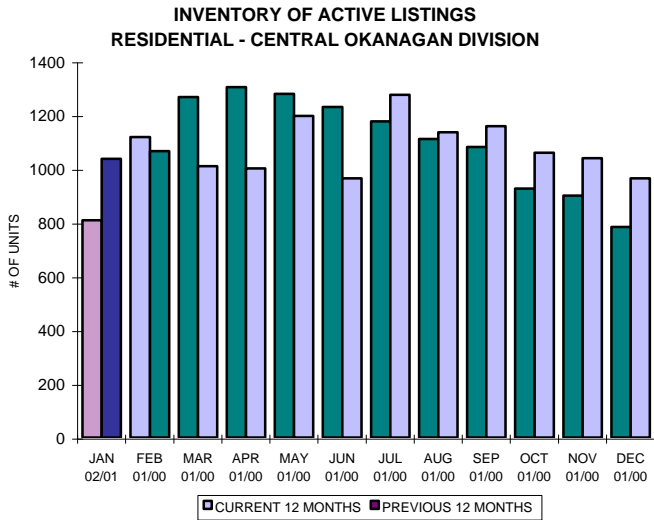
The average number of listings-per-licensee is 6.47

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



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





**CENTRAL OKANAGAN DIVISION**

**January 2002**

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
CONDO/APT	39	79	252	15.48%	161
CONDO/TWNHSE	26	36	144	18.06%	88
LOTS	27	85	636	4.25%	238
RESIDENTIAL	151	304	808	18.69%	90

**AVERAGE HOUSE PRICE \$193,452**

**MEDIAN HOUSE PRICE \$182,300**

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

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

	CURRENT MONTH				YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE		THIS YEAR	LAST YEAR	INCREASE
<b>ZONE CO TOTALS</b>							
Units Listed	665	624	6.6%		665	624	6.6%
Units Sold	286	139	105.8%		286	139	105.8%
Sales Dollars	53402030	19940456	167.8%		53402030	19940456	167.8%
Price Ratio	93.49	91.84			93.49	91.84	
Days to Sell	125	138	-9.4%		125	138	-9.4%
Active Listings	2737	3148	-13.1%				
<b>ZONE NO TOTALS</b>							
Units Listed	290	251	15.5%		290	251	15.5%
Units Sold	93	63	47.6%		93	63	47.6%
Sales Dollars	13355600	9499251	40.6%		13355600	9499251	40.6%
Price Ratio	93.58	90.07			93.58	90.07	
Days to Sell	176	179	-1.7%		176	179	-1.7%
Active Listings	1924	1873	2.7%				
<b>ZONE SH TOTALS</b>							
Units Listed	144	119	21.0%		144	119	21.0%
Units Sold	38	31	22.6%		38	31	22.6%
Sales Dollars	6569151	4506635	45.8%		6569151	4506635	45.8%
Price Ratio	90.6	89.16			90.6	89.16	
Days to Sell	248	198	25.3%		248	198	25.3%
Active Listings	1537	1581	-2.8%				
<b>ZONE OB TOTALS</b>							
Units Listed	15	17	-11.8%		15	19	-21.1%
Units Sold	0	3	-100.0%		0	3	-100.0%
Sales Dollars	0	1640000	-100.0%		0	1640000	-100.0%
Price Ratio	0	89.24			0.00	89.24	
Days to Sell	0	194	-100.0%		0	194	-100.0%
Active Listings	120	117	2.6%				
<b>GRAND TOTALS</b>							
Units Listed	1114	1011	10.2%		1114	1013	10.0%
Units Sold	417	236	76.7%		417	236	76.7%
Sales Dollars	73326781	35586342	106.1%		73326781	35586342	106.1%
Price Ratio	93.23	90.97			93.23	90.97	
Days to Sell	147	158	-7.0%		147	158	-7.0%
Active Listings	6318	6719	-6.0%				

**LICENSEES**  
**January 31, 2002**

	TOTAL NUMBER OF LICENSEES	TOTAL NUMBER OF LICENSEES	CHANGE BY NUMBER	CHANGE BY %
	January 31/02	January 31/01		
ALL DIVISIONS	666	692	-26	-3.76%
CENTRAL OK DIV.	423	433	-10	-2.31%
NORTH OK DIV.	176	180	-4	-2.22%
SHUSWAP DIV.	67	79	-12	-15.19%
<b>CURRENT MEMBERSHIP</b>				
AGENT LICENSEES	74			
SALESPERSONS	525			
PROPERTY MANAGEMENT	9			
9:15 LICENCEE MEMBER	55			
EXEMPTION MEMBER	3			
<b>TOTALS</b>	<b>666</b>			

**COMPARATIVE ACTIVITY BY PROPERTY TYPE**

January 31, 2002

**CENTRAL OKANAGAN**

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Acreage</b>							
	UNITS LISTED	23	10	130.0%	23	10	130.0%
	UNITS SOLD	2	1	100.0%	2	1	100.0%
	SALES DOLLARS	411500	85000	384.1%	411500	85000	384.1%
	PRICE RATIO	70.79	86.73		70.79	86.73	
	DAYS TO SELL	567	29	1855.2%	567	29	1855.2%
	ACTIVE INVENTORY	102	108	-5.6%			
	AVERAGE PRICE	\$205,750	\$85,000	142.1%	\$205,750	\$85,000	142.1%
	MEDIAN PRICE	\$205,750	\$85,000	142.1%	\$205,750	\$85,000	142.1%
<b>Acreage with House</b>							
	UNITS LISTED	23	18	27.8%	23	18	27.8%
	UNITS SOLD	1	2	-50.0%	1	2	-50.0%
	SALES DOLLARS	126000	547000	-77.0%	126000	547000	-77.0%
	PRICE RATIO	97.29	93.45		97.29	93.45	
	DAYS TO SELL	17	33	-48.5%	17	33	-48.5%
	ACTIVE INVENTORY	143	125	14.4%			
	AVERAGE PRICE	\$126,000	\$273,500	-53.9%	\$126,000	\$273,500	-53.9%
	MEDIAN PRICE	\$126,000	\$273,500	-53.9%	\$126,000	\$273,500	-53.9%
<b>Acreage (Waterfront)</b>							
	UNITS LISTED	0	2	-100.0%	0	2	-100.0%
	UNITS SOLD	0	1	-100.0%	0	1	-100.0%
	SALES DOLLARS	0	270000	-100.0%	0	270000	-100.0%
	PRICE RATIO	0.00	98.18		0.00	98.18	
	DAYS TO SELL	0	26	-100.0%	0	26	-100.0%
	ACTIVE INVENTORY	15	9	66.7%			
	AVERAGE PRICE	\$0	\$270,000	-100.0%	\$0	\$270,000	-100.0%
	MEDIAN PRICE	\$0	\$270,000	-100.0%	\$0	\$270,000	-100.0%
<b>Business</b>							
	UNITS LISTED	23	23	0.0%	23	23	0.0%
	UNITS SOLD	3	1	200.0%	3	1	200.0%
	SALES DOLLARS	1190000	99500	1096.0%	1190000	99500	1096.0%
	PRICE RATIO	74.04	77.13		74.04	77.13	
	DAYS TO SELL	293	315	-7.0%	293	315	-7.0%
	ACTIVE INVENTORY	97	125	-22.4%			
	AVERAGE PRICE	\$396,667	\$99,500	298.7%	\$396,667	\$99,500	298.7%
	MEDIAN PRICE	\$330,000	\$99,500	231.7%	\$330,000	\$99,500	231.7%
<b>Condo (Townhouse)</b>							
	UNITS LISTED	36	38	-5.3%	36	38	-5.3%
	UNITS SOLD	26	15	73.3%	26	15	73.3%
	SALES DOLLARS	3227500	1849900	74.5%	3227500	1849900	74.5%
	PRICE RATIO	95.95	91.91		95.95	91.91	
	DAYS TO SELL	88	147	-40.1%	88	147	-40.1%
	ACTIVE INVENTORY	144	171	-15.8%			
	AVERAGE PRICE	\$124,135	\$123,327	0.7%	\$124,135	\$123,327	0.7%
	MEDIAN PRICE	\$108,500	\$118,900	-8.7%	\$108,500	\$118,900	-8.7%

**COMPARATIVE ACTIVITY BY PROPERTY TYPE**

**January 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	79	76	3.9%	79	76	3.9%
	UNITS SOLD	39	18	116.7%	39	18	116.7%
	SALES DOLLARS	4162067	1437025	189.6%	4162067	1437025	189.6%
	PRICE RATIO	91.71	90.38		91.71	90.38	
	DAYS TO SELL	161	111	45.0%	161	111	45.0%
	ACTIVE INVENTORY	252	339	-25.7%			
	AVERAGE PRICE	\$106,720	\$79,835	33.7%	\$106,720	\$79,835	33.7%
	MEDIAN PRICE	\$94,000	\$74,000	27.0%	\$94,000	\$74,000	27.0%
<b>Duplex</b>							
	UNITS LISTED	11	19	-42.1%	11	19	-42.1%
	UNITS SOLD	13	5	160.0%	13	5	160.0%
	SALES DOLLARS	1907235	753000	153.3%	1907235	753000	153.3%
	PRICE RATIO	92.87	92.14		92.87	92.14	
	DAYS TO SELL	133	202	-34.2%	133	202	-34.2%
	ACTIVE INVENTORY	53	73	-27.4%			
	AVERAGE PRICE	\$146,710	\$150,600	-2.6%	\$146,710	\$150,600	-2.6%
	MEDIAN PRICE	\$153,500	\$137,000	12.0%	\$153,500	\$137,000	12.0%
<b>Farms</b>							
	UNITS LISTED	5	7	-28.6%	5	7	-28.6%
	UNITS SOLD	1	0	100.0%	1	0	100.0%
	SALES DOLLARS	295000	0	100.0%	295000	0	100.0%
	PRICE RATIO	84.40	0.00		84.40	0.00	
	DAYS TO SELL	300	0	100.0%	300	0	100.0%
	ACTIVE INVENTORY	66	63	4.8%			
	AVERAGE PRICE	\$295,000	\$0	100.0%	\$295,000	\$0	100.0%
	MEDIAN PRICE	\$295,000	\$0	100.0%	\$295,000	\$0	100.0%
<b>IC&amp;I</b>							
	UNITS LISTED	10	7	42.9%	10	7	42.9%
	UNITS SOLD	5	0	100.0%	5	0	100.0%
	SALES DOLLARS	5335000	0	100.0%	5335000	0	100.0%
	PRICE RATIO	93.04	0.00		93.04	0.00	
	DAYS TO SELL	201	0	100.0%	201	0	100.0%
	ACTIVE INVENTORY	66	44	50.0%			
	AVERAGE PRICE	\$1,067,000	\$0	100.0%	\$1,067,000	\$0	100.0%
	MEDIAN PRICE	\$940,000	\$0	100.0%	\$940,000	\$0	100.0%
<b>IC&amp;I Land</b>							
	UNITS LISTED	6	9	-33.3%	6	9	-33.3%
	UNITS SOLD	1	0	100.0%	1	0	100.0%
	SALES DOLLARS	1310000	0	100.0%	1310000	0	100.0%
	PRICE RATIO	81.87	0.00		81.87	0.00	
	DAYS TO SELL	44	0	100.0%	44	0	100.0%
	ACTIVE INVENTORY	71	65	9.2%			
	AVERAGE PRICE	\$1,310,000	\$0	100.0%	\$1,310,000	\$0	100.0%
	MEDIAN PRICE	\$1,310,000	\$0	100.0%	\$1,310,000	\$0	100.0%

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

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Lots</b>							
	UNITS LISTED	61	70	-12.9%	61	70	-12.9%
	UNITS SOLD	24	9	166.7%	24	9	166.7%
	SALES DOLLARS	1954200	479700	307.4%	1954200	479700	307.4%
	PRICE RATIO	91.48	85.13		91.48	85.13	
	DAYS TO SELL	238	217	9.7%	238	217	9.7%
	ACTIVE INVENTORY	511	563	-9.2%			
	AVERAGE PRICE	\$81,425	\$53,300	52.8%	\$81,425	\$53,300	52.8%
	MEDIAN PRICE	\$73,900	\$74,900	-1.3%	\$73,900	\$74,900	-1.3%
<b>Leases</b>							
	UNITS LISTED	23	11	109.1%	23	11	109.1%
	UNITS SOLD	3	4	-25.0%	3	4	-25.0%
	SALES DOLLARS	1560574	64996	2301.0%	1560574	64996	2301.0%
	PRICE RATIO	0.00	100.00		0.00	100.00	
	DAYS TO SELL	94	197	-52.3%	94	107	-12.1%
	ACTIVE INVENTORY	134	132	1.5%			
	AVERAGE PRICE	\$520,191	\$16,249	3101.4%	\$520,191	\$16,249	3101.4%
	MEDIAN PRICE	\$44,800	\$13,323	236.3%	\$44,800	\$13,323	236.3%
<b>Lots (Waterfront)</b>							
	UNITS LISTED	1	2	-50.0%	1	2	-50.0%
	UNITS SOLD	1	0	100.0%	1	0	100.0%
	SALES DOLLARS	300000	0	100.0%	300000	0	100.0%
	PRICE RATIO	85.71	0.00		85.71	0.00	#DIV/0!
	DAYS TO SELL	97	0	100.0%	97	0	100.0%
	ACTIVE INVENTORY	8	15	-46.7%			
	AVERAGE PRICE	\$300,000	\$0	100.0%	\$300,000	#DIV/0!	100.0%
	MEDIAN PRICE	\$300,000	\$0	100.0%	\$300,000	\$0	100.0%
<b>Multi-Family</b>							
	UNITS LISTED	4	2	100.0%	4	2	100.0%
	UNITS SOLD	0	1	-100.0%	0	1	-100.0%
	SALES DOLLARS	0	420000	-100.0%	0	420000	-100.0%
	PRICE RATIO	0.00	84.16		0	84.16	
	DAYS TO SELL	0	994	-100.0%	0	994	-100.0%
	ACTIVE INVENTORY	20	16	25.0%			
	AVERAGE PRICE	\$0	\$420,000	-100.0%	\$0	\$420,000	-100.0%
	MEDIAN PRICE	\$0	\$420,000	-100.0%	\$0	\$420,000	-100.0%
<b>Mobile Homes</b>							
	UNITS LISTED	55	41	34.1%	55	41	34.1%
	UNITS SOLD	12	11	9.1%	12	11	9.1%
	SALES DOLLARS	511700	393900	29.9%	511700	393900	29.9%
	PRICE RATIO	88.80	85.61		88.8	85.61	
	DAYS TO SELL	115	126	-8.7%	115	126	-8.7%
	ACTIVE INVENTORY	203	201	1.0%			
	AVERAGE PRICE	\$42,642	\$35,809	19.1%	\$42,642	\$35,809	19.1%
	MEDIAN PRICE	\$35,000	\$29,900	17.1%	\$35,000	\$29,900	17.1%

**COMPARATIVE ACTIVITY BY PROPERTY TYPE**

January 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>Residential</b>							
	UNITS LISTED	304	278	9.4%	304	278	9.4%
	UNITS SOLD	151	70	115.7%	151	70	115.7%
	SALES DOLLARS	29211254	13189435	121.5%	29211254	13189435	121.5%
	PRICE RATIO	95.23	94.23		95.23	94.43	
	DAYS TO SELL	90	119	-24.4%	90	119	-24.4%
	ACTIVE INVENTORY	808	1037	-22.1%			
	AVERAGE PRICE	\$193,452	\$188,421	2.7%	\$193,452	\$188,421	2.7%
	MEDIAN PRICE	\$182,300	\$161,750	12.7%	\$182,300	\$161,750	12.7%
<b>Residential (Waterfront)</b>							
	UNITS LISTED	1	11	-90.9%	1	11	-90.9%
	UNITS SOLD	4	1	300.0%	4	1	300.0%
	SALES DOLLARS	1900000	351000	441.3%	1900000	351000	441.3%
	PRICE RATIO	90.31	92.61		90.31	92.61	
	DAYS TO SELL	234	245	-4.5%	234	245	-4.5%
	ACTIVE INVENTORY	44	62	-29.0%			
	AVERAGE PRICE	\$475,000	\$351,000	35.3%	\$475,000	\$351,000	35.3%
	MEDIAN PRICE	\$509,000	\$351,000	45.0%	\$509,000	\$351,000	45.0%
<b>CENTRAL OKANAGAN - TOTALS</b>							
	UNITS LISTED	665	624	6.6%	665	624	6.6%
	UNITS SOLD	286	139	105.8%	286	139	105.8%
	SALES DOLLARS	53402030	19940456	167.8%	53402030	19940456	167.8%
	PRICE RATIO	93.49	91.84		93.49	91.84	
	DAYS TO SELL	125	138	-9.4%	125	138	-9.4%
	ACTIVE INVENTORY	2737	3148	-13.1%			

## RESIDENTIAL LISTING / SALES ANALYSIS

January 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	1	1	1	1
90001 to 110000	3	3	4	4
110001 to 130000	16	16	10	10
130001 to 150000	39	39	24	24
150001 to 170000	51	51	22	22
170001 to 190000	30	30	20	20
190001 to 210000	29	29	16	16
210001 to 230000	27	27	20	20
230001 to 250000	21	21	13	13
250001 to 270000	26	26	8	8
270001 to 290000	10	10	5	5
290001 to 310000	8	8	1	1
310001 and over	42	42	7	7
	<b>303</b>	<b>303</b>	<b>151</b>	<b>151</b>

**LOT LISTING / SALES ANALYSIS**

January 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 30000	6	6	3	3
30001 to 40000	0	0	0	0
40001 to 50000	6	6	1	1
50001 to 60000	9	9	2	2
60001 to 70000	14	14	4	4
70001 to 80000	7	7	5	5
80001 to 90000	4	4	2	2
90001 and over	39	39	10	10
	<b>85</b>	<b>85</b>	<b>27</b>	<b>27</b>