

CENTRAL OKANAGAN DIVISION

MONTHLY STATISTICS

FOR

March 1 - 31, 2002

CENTRAL OKANAGAN DIVISION

STAT - O - GRAM

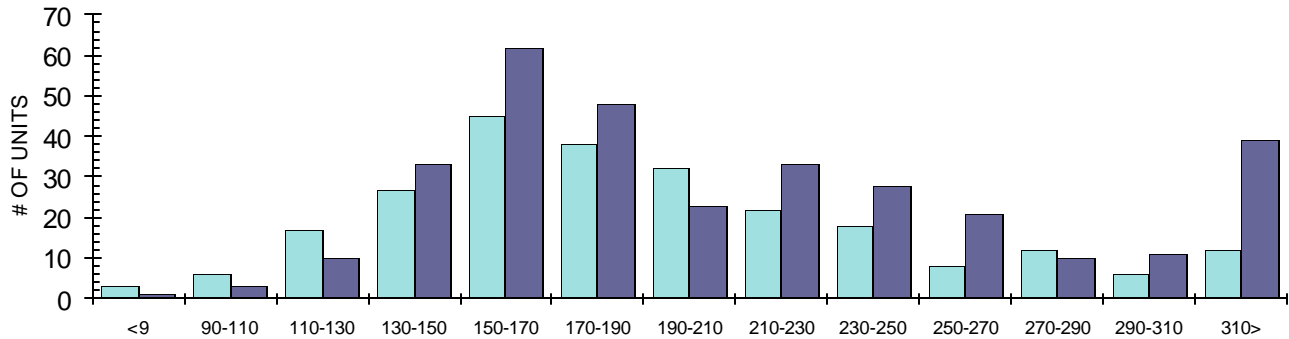
March 2002

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>
March 2002	460	\$78,171,509	246	\$48,087,587	659	2,766
February 2002	408	\$69,679,931	213	\$41,392,237	661	2,792
March 2001	279	\$39,884,536	135	\$25,261,300	849	3,595

The average number of listings-per-licensee is 6.6

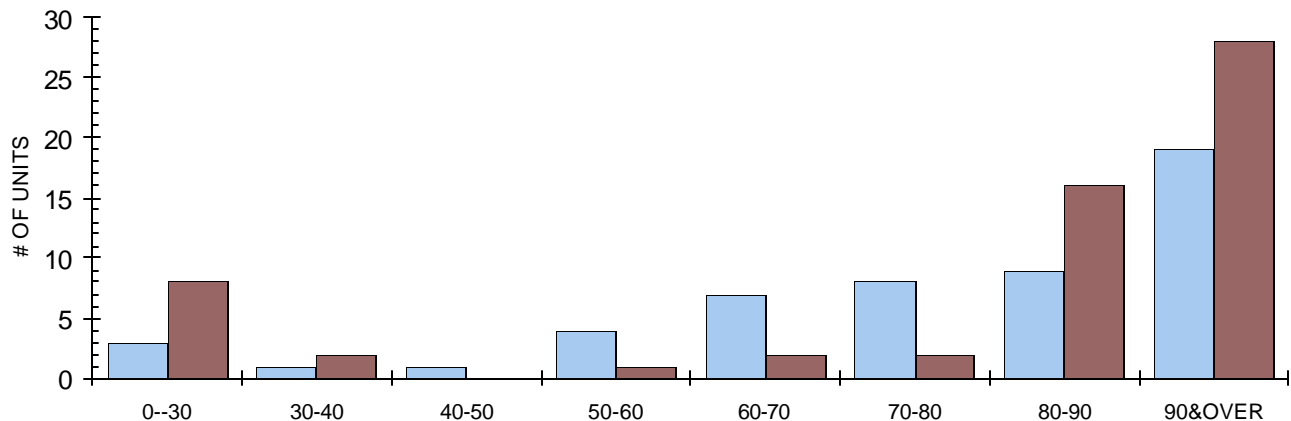
RESIDENTIAL LISTING & SALES ACTIVITY CENTRAL OKANAGAN DIVISION (BY PRICE CATEGORY)



March 1 - March 31, 2002 (10,000's)

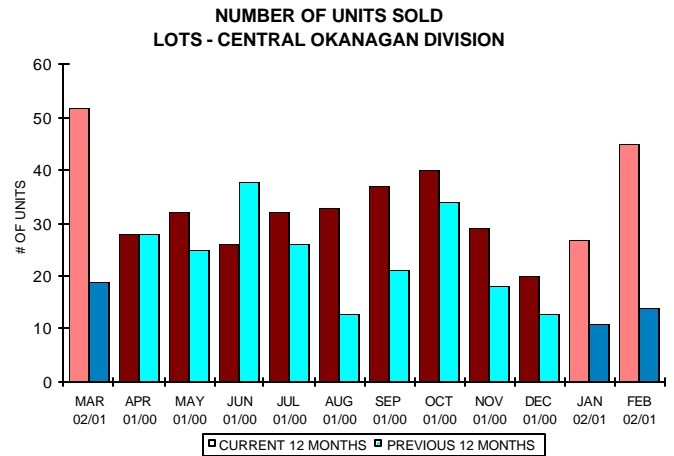
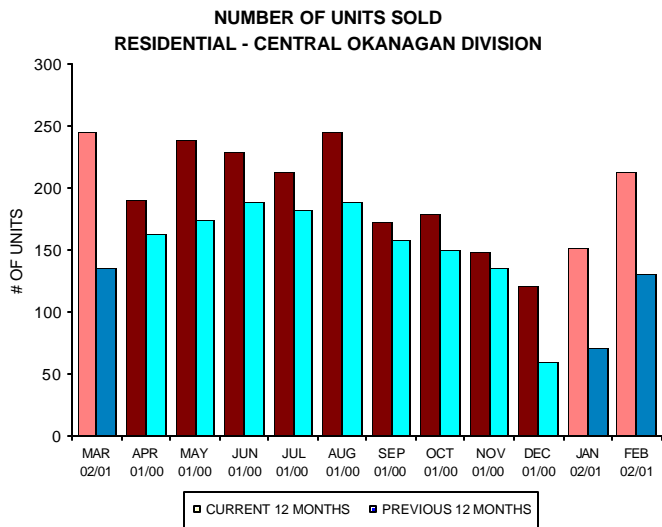
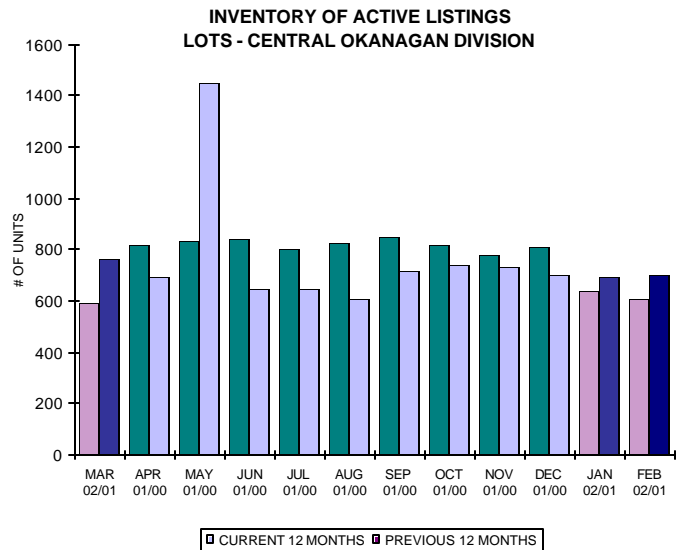
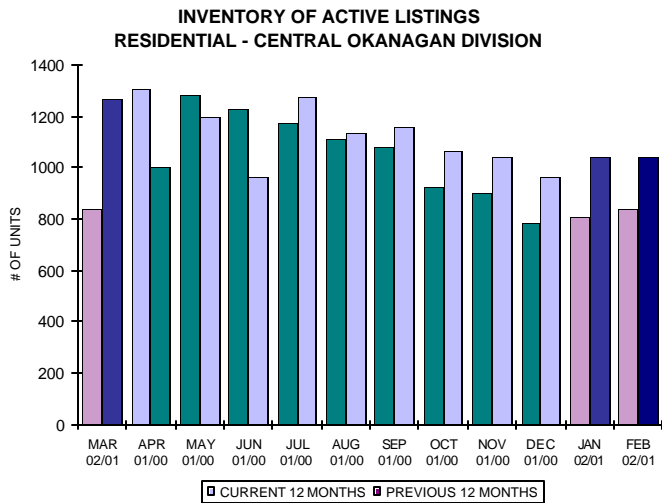
□ REPORTED SALES ■ LISTINGS SUBMITTED

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



March 1 - March 31, 2002 (1,000's)

□ REPORTED SALES ■ LISTINGS SUBMITTED



CENTRAL OKANAGAN DIVISION

March 2002

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
CONDO/APT	61	62	218	27.98%	71
CONDO/TWNHSE	39	40	151	25.83%	73
LOTS	52	59	590	8.81%	305
RESIDENTIAL	246	322	836	29.43%	70

AVERAGE HOUSE PRICE \$195,478

MEDIAN HOUSE PRICE \$185,500

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

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

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ZONE CO TOTALS						
Units Listed	659	856	-23.0%	1979	2030	-2.5%
Units Sold	460	280	64.3%	1153	649	77.7%
Sales Dollars	78171509	39880536	96.0%	199409016	102557642	94.4%
List/Sell Ratio	95.43	92.35		94.57	92.62	
Days to Sell	90	110	-18.2%	106	117	-9.4%
Active Listings	2766	3148	-12.1%			
ZONE NO TOTALS						
Units Listed	293	429	-31.7%	839	964	-13.0%
Units Sold	138	109	26.6%	364	257	41.6%
Sales Dollars	18178800	14623764	24.3%	51311021	34648438	48.1%
List/Sell Ratio	91.74	90.73		92.57	90.27	
Days to Sell	159	158	0.6%	160	171	-6.4%
Active Listings	1996	1873	6.6%			
ZONE SH TOTALS						
Units Listed	171	209	-18.2%	462	489	-5.5%
Units Sold	50	53	-5.7%	127	124	2.4%
Sales Dollars	6371569	6249650	2.0%	18676930	18357885	1.7%
List/Sell Ratio	90.77	88.39		90.23	88.68	
Days to Sell	177	263	-32.7%	204	226	-9.7%
Active Listings	1639	1569	4.5%			
ZONE OB TOTALS						
Units Listed	19	24	-20.8%	70	62	12.9%
Units Sold	1	1	0.0%	3	4	-25.0%
Sales Dollars	215000	95000	126.3%	1236000	1735000	-28.8%
List/Sell Ratio	74.39	73.64		87.03	85.34	
Days to Sell	140	106	100.0%	115	165	-30.3%
Active Listings	149	117	27.4%			
GRAND TOTALS						
Units Listed	1142	1518	-24.8%	3350	3545	-5.5%
Units Sold	649	443	46.5%	1647	1034	59.3%
Sales Dollars	102936878	60848950	69.2%	270632967	157298965	72.1%
List/Sell Ratio	94.26	91.40		93.77	91.51	
Days to Sell	111	140	-20.7%	125	144	-13.2%
Active Listings	6550	6707	-2.3%			

LICENSEES
March 31, 2002

	TOTAL NUMBER OF LICENSEES	TOTAL NUMBER OF LICENSEES	CHANGE BY NUMBER	CHANGE BY %
	March 31/02	March 31/01		
ALL DIVISIONS	664	669	-5	-0.75%
CENTRAL OK DIV.	420	424	-4	-0.94%
NORTH OK DIV.	177	174	3	1.72%
SHUSWAP DIV.	67	71	-4	-5.63%
CURRENT MEMBERSHIP				
AGENT LICENSEES	74			
SALESPERSONS	521			
PROPERTY MANAGEMENT	9			
9:15 LICENCEE MEMBER	57			
EXEMPTION MEMBER	3			
TOTALS	664			

COMPARATIVE ACTIVITY BY PROPERTY TYPE

March 31, 2002

CENTRAL OKANAGAN

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage							
	UNITS LISTED	11	17	-35.3%	49	36	36.1%
	UNITS SOLD	4	3	33.3%	6	5	20.0%
	SALES DOLLARS	648000	603500	7.4%	1059500	895500	18.3%
	LIST/SELL RATIO	93.07	90.98		84.15	89.19	
	DAYS TO SELL	95	184	-48.4%	252	183	37.7%
	ACTIVE INVENTORY	110	108	1.9%			
	AVERAGE PRICE	\$162,000	\$201,167	-19.5%	\$176,583	\$179,100	-1.4%
	MEDIAN PRICE	\$147,000	\$177,500	-17.2%	\$147,000	\$177,500	-17.2%
Acreage with House							
	UNITS LISTED	22	37	-40.5%	63	76	-17.1%
	UNITS SOLD	11	3	266.7%	19	15	26.7%
	SALES DOLLARS	3759000	914000	311.3%	6350700	4725000	34.4%
	LIST/SELL RATIO	93.03	93.53		93.29	91.29	
	DAYS TO SELL	105	18	483.3%	119	76	56.6%
	ACTIVE INVENTORY	138	125	10.4%			
	AVERAGE PRICE	\$341,727	\$304,667	12.2%	\$334,247	\$315,000	6.1%
	MEDIAN PRICE	\$314,500	\$345,000	-8.8%	\$314,500	\$325,000	-3.2%
Acreage (Waterfront)							
	UNITS LISTED	2	2	0.0%	3	5	-40.0%
	UNITS SOLD	0	0	0.0%	1	1	0.0%
	SALES DOLLARS	0	0	0.0%	270000	270000	0.0%
	LIST/SELL RATIO	0.00	0.00		79.64	98.18	
	DAYS TO SELL	0	0	0.0%	259	26	896.2%
	ACTIVE INVENTORY	14	9	55.6%			
	AVERAGE PRICE	\$0	\$0	0.0%	\$270,000	\$270,000	0.0%
	MEDIAN PRICE	\$0	\$0	0.0%	\$270,000	\$270,000	0.0%
Business							
	UNITS LISTED	13	21	-38.1%	53	63	-15.9%
	UNITS SOLD	0	3	-100.0%	5	5	0.0%
	SALES DOLLARS	0	74000	-100.0%	1310000	230500	468.3%
	LIST/SELL RATIO	0.00	62.23		61.79	65.95	
	DAYS TO SELL	0	76	-100.0%	216	141	53.2%
	ACTIVE INVENTORY	107	125	-14.4%			
	AVERAGE PRICE	\$0	\$24,667	-100.0%	\$262,000	\$46,100	468.3%
	MEDIAN PRICE	\$0	\$27,000	-100.0%	\$90,000	\$42,000	114.3%
Condo (Townhouse)							
	UNITS LISTED	40	55	-27.3%	134	131	2.3%
	UNITS SOLD	39	19	105.3%	99	49	102.0%
	SALES DOLLARS	6903972	2681950	157.4%	14745407	6806150	116.6%
	LIST/SELL RATIO	96.21	93.60		96.45	92.89	
	DAYS TO SELL	73	120	-39.2%	75	144	-47.9%
	ACTIVE INVENTORY	151	171	-11.7%			
	AVERAGE PRICE	\$177,025	\$141,155	25.4%	\$148,944	\$138,901	7.2%
	MEDIAN PRICE	\$148,900	\$149,900	-0.7%	\$140,000	\$121,000	15.7%

COMPARATIVE ACTIVITY BY PROPERTY TYPE

March 31, 2002

CENTRAL OKANAGAN

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Condo (Apt)							
	UNITS LISTED	62	110	-43.6%	204	240	-15.0%
	UNITS SOLD	61	74	-17.6%	161	135	19.3%
	SALES DOLLARS	6750250	5976925	12.9%	17471267	12093300	44.5%
	LIST/SELL RATIO	94.83	92.07		93.63	92.24	
	DAYS TO SELL	71	79	-10.1%	110	105	4.8%
	ACTIVE INVENTORY	218	339	-35.7%			
	AVERAGE PRICE	\$110,660	\$80,769	37.0%	\$108,517	\$89,580	21.1%
	MEDIAN PRICE	\$102,500	\$65,000	57.7%	\$99,000	\$76,900	28.7%
Duplex							
	UNITS LISTED	22	24	-8.3%	54	59	-8.5%
	UNITS SOLD	13	9	44.4%	38	18	111.1%
	SALES DOLLARS	2321500	1248000	86.0%	6061967	2629500	130.5%
	LIST/SELL RATIO	96.15	95.46		94.95	94.41	
	DAYS TO SELL	75	106	-29.2%	91	120	-24.2%
	ACTIVE INVENTORY	62	73	-15.1%			
	AVERAGE PRICE	\$178,577	\$138,667	28.8%	\$159,525	\$146,083	9.2%
	MEDIAN PRICE	\$144,000	\$127,500	12.9%	\$148,500	\$140,250	5.9%
Farms							
	UNITS LISTED	14	16	-12.5%	21	31	-32.3%
	UNITS SOLD	2	1	100.0%	6	2	200.0%
	SALES DOLLARS	975000	235000	314.9%	2258000	400000	464.5%
	LIST/SELL RATIO	86.05	87.36		88.26	93.68	
	DAYS TO SELL	389	28	1289.3%	356	148	140.5%
	ACTIVE INVENTORY	67	63	6.3%			
	AVERAGE PRICE	\$487,500	\$235,000	107.4%	\$376,333	\$200,000	88.2%
	MEDIAN PRICE	\$487,500	\$235,000	107.4%	\$425,000	\$200,000	112.5%
IC&I							
	UNITS LISTED	12	12	0.0%	33	25	32.0%
	UNITS SOLD	1	0	100.0%	9	1	800.0%
	SALES DOLLARS	225000	0	100.0%	6570000	2200000	198.6%
	LIST/SELL RATIO	86.87	0.00		93.06	89.79	
	DAYS TO SELL	19	0	100.0%	186	164	13.4%
	ACTIVE INVENTORY	75	44	70.5%			
	AVERAGE PRICE	\$225,000	\$0	100.0%	\$730,000	\$2,200,000	-66.8%
	MEDIAN PRICE	\$225,000	\$0	100.0%	\$845,000	\$2,200,000	-61.6%
IC&I Land							
	UNITS LISTED	7	9	-22.2%	33	32	3.1%
	UNITS SOLD	1	1	0.0%	3	3	0.0%
	SALES DOLLARS	475000	315000	50.8%	3785000	1095000	245.7%
	LIST/SELL RATIO	95.95	94.02		89.57	83.20	
	DAYS TO SELL	43	498	-91.4%	77	561	-86.3%
	ACTIVE INVENTORY	83	65	27.7%			
	AVERAGE PRICE	\$475,000	\$315,000	50.8%	\$1,261,667	\$365,000	245.7%
	MEDIAN PRICE	\$475,000	\$315,000	50.8%	\$1,310,000	\$315,000	315.9%

COMPARATIVE ACTIVITY BY PROPERTY TYPE

March 31, 2002

CENTRAL OKANAGAN

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots							
	UNITS LISTED	46	74	-37.8%	146	175	-16.6%
	UNITS SOLD	47	16	193.8%	115	34	238.2%
	SALES DOLLARS	4196300	1342380	212.6%	9513610	2681180	254.8%
	LIST/SELL RATIO	96.93	87.33		94.86	87.61	
	DAYS TO SELL	206	322	-36.0%	223	266	-16.2%
	ACTIVE INVENTORY	459	563	-18.5%			
	AVERAGE PRICE	\$89,283	\$83,899	6.4%	\$82,727	\$78,858	4.9%
	MEDIAN PRICE	\$80,000	\$88,450	-9.6%	\$74,000	\$83,950	-11.9%
Leases							
	UNITS LISTED	26	12	116.7%	66	44	50.0%
	UNITS SOLD	4	4	0.0%	10	10	0.0%
	SALES DOLLARS	168446	280881	-40.0%	398537	571188	-30.2%
	LIST/SELL RATIO	0.00	0.00		100.00	100.00	
	DAYS TO SELL	135	280	-51.8%	118	204	-42.2%
	ACTIVE INVENTORY	148	132	12.1%			
	AVERAGE PRICE	\$42,112	\$70,220	-40.0%	\$39,854	\$57,119	-30.2%
	MEDIAN PRICE	\$47,166	\$59,080	-20.2%	\$43,520	\$41,128	5.8%
Lots (Waterfront)							
	UNITS LISTED	0	4	-100.0%	3	6	-50.0%
	UNITS SOLD	1	0	100.0%	2	0	100.0%
	SALES DOLLARS	126000	0	100.0%	426000	0	100.0%
	LIST/SELL RATIO	97.67	0.00	100.0%	91.69	0.00	100.0%
	DAYS TO SELL	615	0	100.0%	356	0	100.0%
	ACTIVE INVENTORY	7	15	-53.3%			
	AVERAGE PRICE	\$126,000	\$0	100.0%	\$213,000	\$0	100.0%
	MEDIAN PRICE	\$126,000	\$0	100.0%	\$213,000	\$0	100.0%
Multi-Family							
	UNITS LISTED	4	5	-20.0%	16	8	100.0%
	UNITS SOLD	5	0	100.0%	7	2	250.0%
	SALES DOLLARS	1774000	0	100.0%	2340000	2270000	3.1%
	LIST/SELL RATIO	94.01	0.00		94.78	88.79	
	DAYS TO SELL	81	0	100.0%	99	566	-82.5%
	ACTIVE INVENTORY	21	16	31.3%			
	AVERAGE PRICE	\$354,800	\$0	100.0%	\$334,286	\$1,135,000	-70.5%
	MEDIAN PRICE	\$219,000	\$0	100.0%	\$219,000	\$1,135,000	-80.7%
Mobile Homes							
	UNITS LISTED	49	45	8.9%	158	114	38.6%
	UNITS SOLD	22	10	120.0%	51	27	88.9%
	SALES DOLLARS	791454	449400	76.1%	1855904	951600	95.0%
	LIST/SELL RATIO	85.20	86.76		85.2	82.72	
	DAYS TO SELL	94	90	4.4%	105	122	-13.9%
	ACTIVE INVENTORY	226	201	12.4%			
	AVERAGE PRICE	\$35,975	\$44,940	-19.9%	\$36,390	\$35,244	3.3%
	MEDIAN PRICE	\$31,500	\$28,500	10.5%	\$31,000	\$22,000	40.9%

COMPARATIVE ACTIVITY BY PROPERTY TYPE
MARCH 31, 2002
CENTRAL OKANAGAN

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Residential							
	UNITS LISTED	322	397	-18.9%	926	950	-2.5%
	UNITS SOLD	246	135	82.2%	609	335	81.8%
	SALES DOLLARS	48087587	25171500	91.0%	118331124	62093224	90.6%
	LIST/SELL RATIO	96.37	93.88		95.87	94.97	
	DAYS TO SELL	70	97	-27.8%	79	97	-18.6%
	ACTIVE INVENTORY	836	1037	-19.4%			
	AVERAGE PRICE	\$195,478	\$186,456	4.8%	\$194,304	\$185,353	4.8%
	MEDIAN PRICE	\$185,500	\$174,000	6.6%	\$180,000	\$165,000	9.1%
Residential (Waterfront)							
	UNITS LISTED	7	16	-56.3%	17	35	-51.4%
	UNITS SOLD	3	2	50.0%	12	7	71.4%
	SALES DOLLARS	970000	588000	65.0%	6662000	2645500	151.8%
	LIST/SELL RATIO	87.48	94.39		88.91	91.13	
	DAYS TO SELL	98	41	139.0%	152	138	10.1%
	ACTIVE INVENTORY	44	62	-29.0%			
	AVERAGE PRICE	\$323,333	\$294,000	10.0%	\$555,167	\$377,929	46.9%
	MEDIAN PRICE	\$350,000	\$294,000	19.0%	\$530,000	\$350,000	51.4%
CENTRAL OKANAGAN - TOTALS							
	UNITS LISTED	659	856	-23.0%	1979	2030	-2.5%
	UNITS SOLD	460	280	64.3%	1153	649	77.7%
	SALES DOLLARS	78171509	39880536	96.0%	199409016	102557642	94.4%
	LIST/SELL RATIO	95.43	92.35		94.57	92.62	
	DAYS TO SELL	90	110	-18.2%	125	138	-9.4%
	ACTIVE INVENTORY	2766	3148	-12.1%			

RESIDENTIAL LISTING / SALES ANALYSIS

MARCH 31, 2002

CENTRAL OKANAGAN

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 90000	1	6	3	5
90001 to 110000	3	13	6	18
110001 to 130000	10	40	17	39
130001 to 150000	33	102	27	88
150001 to 170000	62	173	45	112
170001 to 190000	48	124	38	87
190001 to 210000	23	84	32	62
210001 to 230000	33	88	22	61
230001 to 250000	28	78	18	42
250001 to 270000	21	57	8	26
270001 to 290000	10	29	12	25
290001 to 310000	11	26	6	11
310001 and over	39	105	12	32
	322	925	246	608

LOT LISTING / SALES ANALYSIS

MARCH 31, 2002

CENTRAL OKANAGAN

	Mthly Listings	YTD Listings		Mthly Sales		YTD Sales
Range	Total	Total		Total		Total
0 to 30000	8	24		3		7
30001 to 40000	2	2		1		1
40001 to 50000	0	7		1		5
50001 to 60000	1	12		4		8
60001 to 70000	2	16		7		26
70001 to 80000	2	11		8		23
80001 to 90000	16	26		9		18
90001 and over	28	103		19		36
	59	201		52		124