

**CENTRAL OKANAGAN DIVISION**

**MONTHLY STATISTICS**

**FOR**

**May 1 - 31, 2002**

# CENTRAL OKANAGAN DIVISION

## STAT - O - GRAM

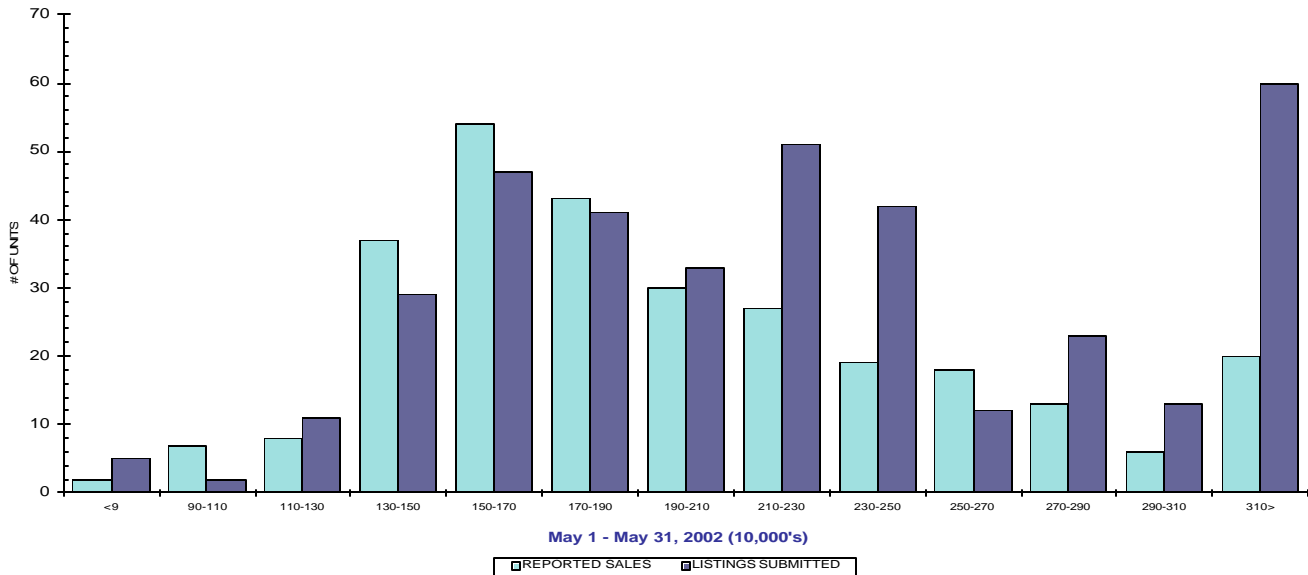
May 2002

### QUICK SUMMARY

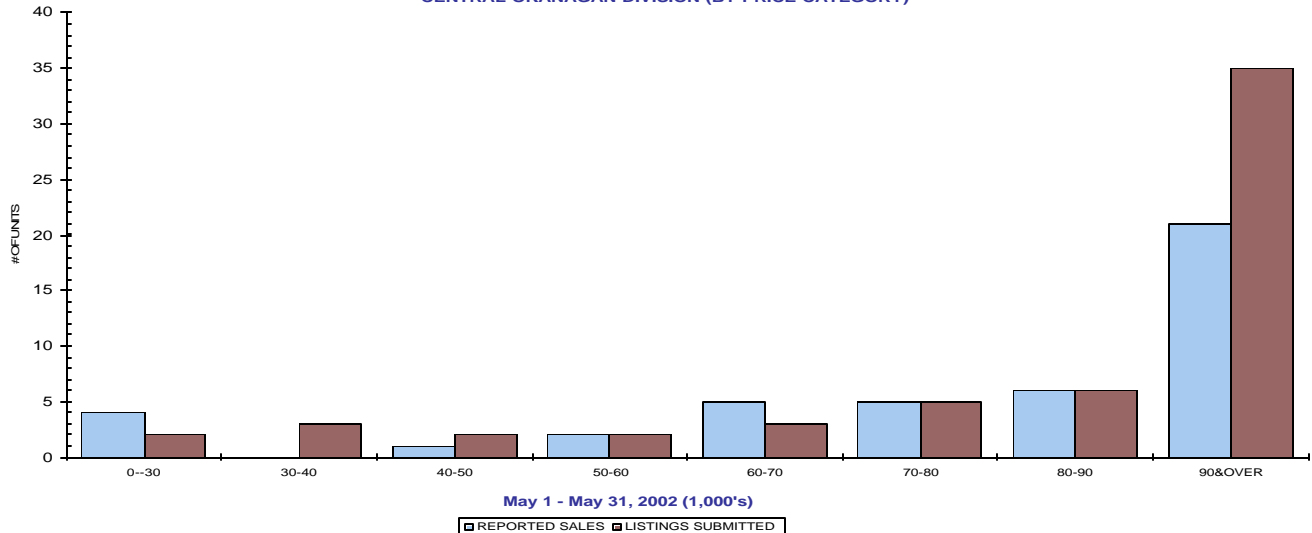
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	<u># of Units</u>	<u>\$ Value</u>	<u># of Units</u>	<u>\$ Value</u>	<u>Listings Taken</u>	<u>Inventory</u>
May 2002	533	\$95,625,271	284	\$58,689,099	901	2,871
April 2002	526	\$112,999,148	293	\$57,985,426	785	2,795
May 2001	397	\$64,125,405	236	\$43,723,010	704	3,148

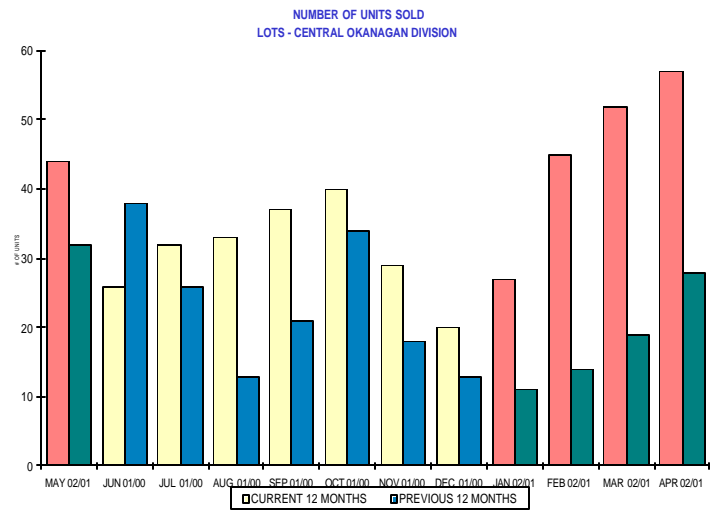
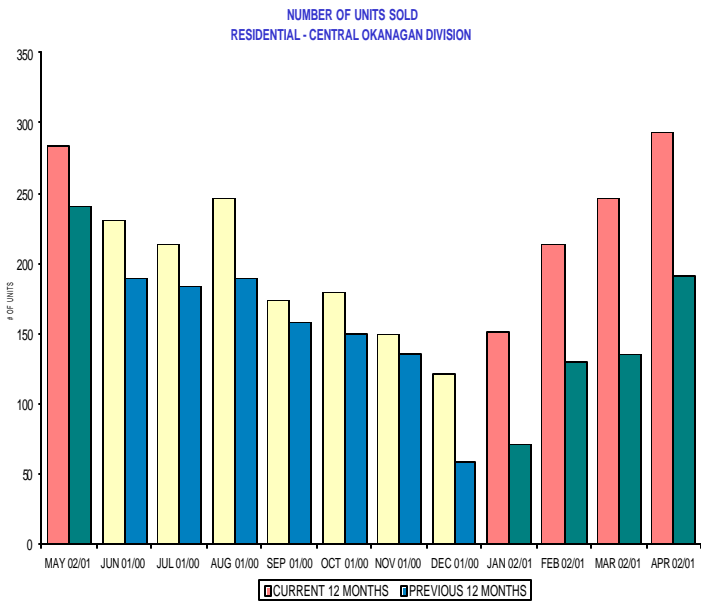
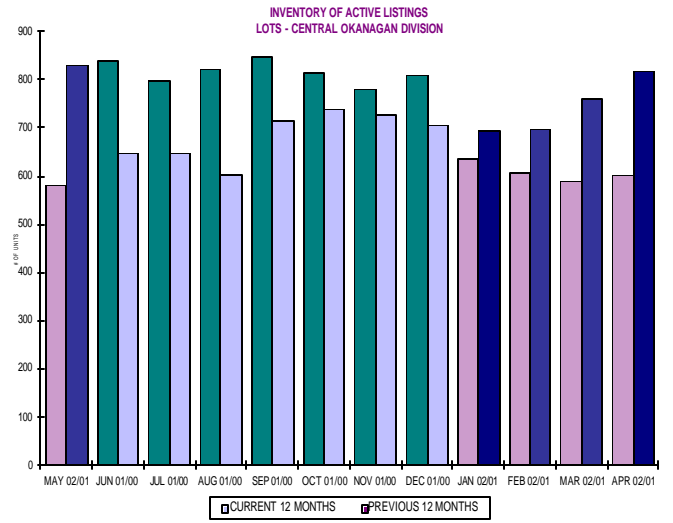
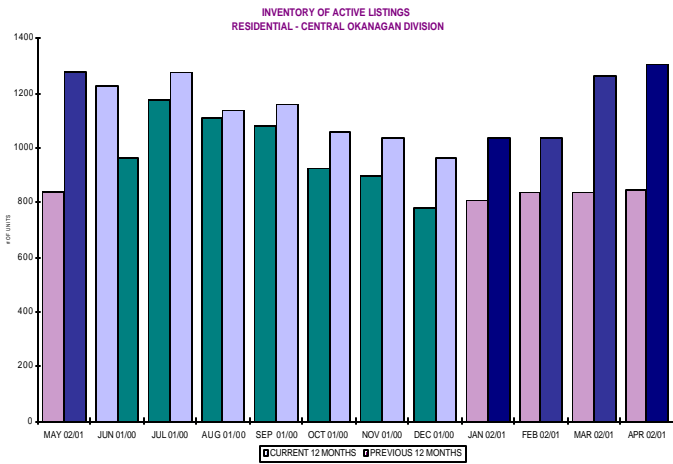
The average number of listings-per-licensee is 6.6

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



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





## CENTRAL OKANAGAN DIVISION

May 2002

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
CONDO/APT	91	213	311	29.26%	48
CONDO/TWNHSE	34	50	136	25.00%	65
LOTS	44	58	582	7.56%	264
RESIDENTIAL	284	370	841	33.76%	63

**AVERAGE HOUSE PRICE \$206,652**

**MEDIAN HOUSE PRICE \$188,500**

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

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

	CURRENT MONTH				YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE		THIS YEAR	LAST YEAR	INCREASE
<b>ZONE CO TOTALS</b>							
Units Listed	901	704	28.0%	3659	3472	5.4%	
Units Sold	533	397	34.3%	2216	1381	60.5%	
Sales Dollars	95625271	64125405	49.1%	409148920	223021382	83.5%	
List/Sell Ratio	95.69	94.09		95.13	93.60		
Days to Sell	82	106	-22.6%	98	113	-13.3%	
Active Listings	2871	3148	-8.8%				
<b>ZONE NO TOTALS</b>							
Units Listed	366	340	7.6%	1597	1670	-4.4%	
Units Sold	198	196	1.0%	769	606	26.9%	
Sales Dollars	32788251	28073071	16.8%	116534971	84538305	37.8%	
List/Sell Ratio	93.61	91.14		92.64	90.56		
Days to Sell	154	168	-8.3%	160	164	-2.4%	
Active Listings	2018	1873	7.7%				
<b>ZONE SH TOTALS</b>							
Units Listed	259	233	11.2%	932	1019	-8.5%	
Units Sold	105	80	31.3%	302	263	14.8%	
Sales Dollars	13885409	11998350	15.7%	42396767	34894685	21.5%	
List/Sell Ratio	91.72	90.13		90.2	88.76		
Days to Sell	245	187	31.0%	220	220	0.0%	
Active Listings	1732	1569	10.4%				
<b>ZONE OB TOTALS</b>							
Units Listed	28	9	211.1%	113	78	44.9%	
Units Sold	3	3	0.0%	6	11	-45.5%	
Sales Dollars	997500	957000	4.2%	2233500	4072000	-45.1%	
List/Sell Ratio	90.59	81.61		88.81	84.39		
Days to Sell	201	104	93.3%	158	126	25.4%	
Active Listings	169	117	44.4%				
<b>GRAND TOTALS</b>							
Units Listed	1554	1286	20.8%	6301	6239	1.0%	
Units Sold	839	676	24.1%	3293	2261	45.6%	
Sales Dollars	143296431	105153826	36.3%	570314158	346526372	64.6%	
List/Sell Ratio	94.26	91.40		93.77	91.51		
Days to Sell	111	140	-20.7%	125	144	-13.2%	
Active Listings	6790	6707	1.2%				

**LICENSEES**  
**April 30, 2002**

	TOTAL NUMBER OF LICENSEES May 31/02	TOTAL NUMBER OF LICENSEES May 3/01	CHANGE BY NUMBER	CHANGE BY %
ALL DIVISIONS	680	671	9	1.34%
CENTRAL OK DIV.	431	420	11	2.62%
NORTH OK DIV.	182	180	2	1.11%
SHUSWAP DIV.	67	71	-4	-5.63%
<b>CURRENT MEMBERSHIP</b>				
AGENT LICENSEES	74			
SALESPERSONS	539			
PROPERTY MANAGEMENT	8			
9:15 LICENCEE MEMBER	57			
EXEMPTION MEMBER	0			
<b>TOTALS</b>	<b>678</b>			

**COMPARATIVE ACTIVITY BY PROPERTY TYPE**

May 31, 2002

**CENTRAL OKANAGAN**

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Acreage</b>							
	UNITS LISTED	15	15	0.0%	85	62	37.1%
	UNITS SOLD	5	1	400.0%	14	10	40.0%
	SALES DOLLARS	1566200	110000	1323.8%	3069200	1700000	80.5%
	LIST/SELL RATIO	94.81	92.05		87.56	97.13	
	DAYS TO SELL	406	115	253.0%	301	207	45.4%
	ACTIVE INVENTORY	128	108	18.5%			
	AVERAGE PRICE	\$313,240	\$110,000	184.8%	\$219,229	\$170,000	29.0%
	MEDIAN PRICE	\$145,000	\$110,000	31.8%	\$145,250	\$148,000	-1.9%
<b>Acreage with House</b>							
	UNITS LISTED	40	31	29.0%	141	130	8.5%
	UNITS SOLD	10	9	11.1%	48	27	77.8%
	SALES DOLLARS	4109500	1977000	107.9%	17168300	7475500	129.7%
	LIST/SELL RATIO	98.55	91.71		93.86	92.64	
	DAYS TO SELL	132	156	-15.4%	143	114	25.4%
	ACTIVE INVENTORY	152	125	21.6%			
	AVERAGE PRICE	\$410,950	\$219,667	87.1%	\$357,673	\$276,870	29.2%
	MEDIAN PRICE	\$324,750	\$218,500	48.6%	\$310,000	\$270,000	14.8%
<b>Acreage (Waterfront)</b>							
	UNITS LISTED	1	3	-66.7%	5	12	-58.3%
	UNITS SOLD	0	1	-100.0%	1	2	-50.0%
	SALES DOLLARS	0	2050000	-100.0%	270000	2320000	-88.4%
	LIST/SELL RATIO	0.00	82.00		79.64	90.09	
	DAYS TO SELL	0	322	-100.0%	259	174	48.9%
	ACTIVE INVENTORY	15	9	66.7%			
	AVERAGE PRICE	\$0	\$2,050,000	-100.0%	\$270,000	\$1,160,000	-76.7%
	MEDIAN PRICE	\$0	\$2,050,000	-100.0%	\$270,000	\$1,160,000	-76.7%
<b>Business</b>							
	UNITS LISTED	29	18	61.1%	102	95	7.4%
	UNITS SOLD	2	4	-50.0%	11	14	-21.4%
	SALES DOLLARS	727500	296500	145.4%	2544000	2032000	25.2%
	LIST/SELL RATIO	82.57	67.69		74.18	70.71	
	DAYS TO SELL	158	156	1.3%	185	147	25.9%
	ACTIVE INVENTORY	127	125	1.6%			
	AVERAGE PRICE	\$363,750	\$74,125	390.7%	\$231,273	\$145,143	59.3%
	MEDIAN PRICE	\$363,750	\$66,250	449.1%	\$90,000	\$53,500	68.2%
<b>Condo (Townhouse)</b>							
	UNITS LISTED	50	45	11.1%	232	222	4.5%
	UNITS SOLD	34	30	13.3%	178	106	67.9%
	SALES DOLLARS	6087200	4420700	37.7%	28358107	14869518	90.7%
	LIST/SELL RATIO	95.72	95.63		96.29	93.90	
	DAYS TO SELL	65	92	-29.3%	76	96	-20.8%
	ACTIVE INVENTORY	136	171	-20.5%			
	AVERAGE PRICE	\$179,035	\$147,357	21.5%	\$159,315	\$140,278	13.6%
	MEDIAN PRICE	\$152,500	\$147,250	3.6%	\$145,226	\$133,125	9.1%

**COMPARATIVE ACTIVITY BY PROPERTY TYPE**

**May 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	213	58	267.2%	495	361	37.1%
	UNITS SOLD	91	44	106.8%	309	222	39.2%
	SALES DOLLARS	12349750	4492800	174.9%	36252967	21748400	66.7%
	LIST/SELL RATIO	97.38	92.05		95.13	92.84	
	DAYS TO SELL	48	157	-69.4%	84	122	-31.1%
	ACTIVE INVENTORY	311	339	-8.3%			
	AVERAGE PRICE	\$135,712	\$102,109	32.9%	\$117,324	\$97,966	19.8%
	MEDIAN PRICE	\$140,000	\$93,450	49.8%	\$108,000	\$85,000	27.1%
<b>Duplex</b>							
	UNITS LISTED	19	24	-20.8%	92	107	-14.0%
	UNITS SOLD	13	8	62.5%	61	34	79.4%
	SALES DOLLARS	2209900	1302150	69.7%	9828731	5364650	83.2%
	LIST/SELL RATIO	94.64	95.63		94.84	95.05	
	DAYS TO SELL	148	93	59.1%	107	97	10.3%
	ACTIVE INVENTORY	62	73	-15.1%			
	AVERAGE PRICE	\$169,992	\$162,769	4.4%	\$161,127	\$157,784	2.1%
	MEDIAN PRICE	\$175,000	\$159,750	9.5%	\$151,000	\$147,000	2.7%
<b>Farms</b>							
	UNITS LISTED	14	11	27.3%	43	48	-10.4%
	UNITS SOLD	2	0	100.0%	9	3	200.0%
	SALES DOLLARS	570000	0	100.0%	3228000	865000	273.2%
	LIST/SELL RATIO	95.69	0.00		90.56	93.51	
	DAYS TO SELL	39	0	100.0%	249	181	37.6%
	ACTIVE INVENTORY	72	63	14.3%			
	AVERAGE PRICE	\$285,000	\$0	100.0%	\$358,667	\$288,333	24.4%
	MEDIAN PRICE	\$285,000	\$0	100.0%	\$375,000	\$235,000	59.6%
<b>IC&amp;I</b>							
	UNITS LISTED	6	5	20.0%	45	40	12.5%
	UNITS SOLD	6	2	200.0%	18	4	350.0%
	SALES DOLLARS	1253000	470000	166.6%	10972000	3035000	261.5%
	LIST/SELL RATIO	91.51	93.04		90.77	91.83	
	DAYS TO SELL	265	91	191.2%	213	92	131.5%
	ACTIVE INVENTORY	65	44	47.7%			
	AVERAGE PRICE	\$208,833	\$235,000	-11.1%	\$609,556	\$758,750	-19.7%
	MEDIAN PRICE	\$197,000	\$235,000	-16.2%	\$382,500	\$342,500	11.7%
<b>IC&amp;I Land</b>							
	UNITS LISTED	8	8	0.0%	45	48	-6.3%
	UNITS SOLD	0	1	-100.0%	3	5	-40.0%
	SALES DOLLARS	0	575000	-100.0%	3785000	3020000	25.3%
	LIST/SELL RATIO	0.00	47.91		89.57	74.50	
	DAYS TO SELL	0	446	-100.0%	77	454	-83.0%
	ACTIVE INVENTORY	74	65	13.8%			
	AVERAGE PRICE	\$0	\$575,000	-100.0%	\$1,261,667	\$604,000	108.9%
	MEDIAN PRICE	\$0	\$575,000	-100.0%	\$1,310,000	\$520,000	151.9%

**COMPARATIVE ACTIVITY BY PROPERTY TYPE**

May 31, 2002

**CENTRAL OKANAGAN**

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Lots</b>							
	UNITS LISTED	37	58	-36.2%	242	332	-27.1%
	UNITS SOLD	38	28	35.7%	204	85	140.0%
	SALES DOLLARS	3343106	2256593	48.1%	17752604	6661573	166.5%
	LIST/SELL RATIO	97.95	94.69		96.91	90.17	
	DAYS TO SELL	182	244	-25.4%	218	244	-10.7%
	ACTIVE INVENTORY	424	563	-24.7%			
	AVERAGE PRICE	\$87,976	\$80,593	9.2%	\$87,023	\$78,371	11.0%
	MEDIAN PRICE	\$86,750	\$79,950	8.5%	\$79,900	\$79,900	0.0%
<b>Leases</b>							
	UNITS LISTED	22	6	266.7%	99	72	37.5%
	UNITS SOLD	4	5	-20.0%	20	22	-9.1%
	SALES DOLLARS	122166	535152	-77.2%	18406608	1283648	1333.9%
	LIST/SELL RATIO	0.00	0.00		100.00	275.00	
	DAYS TO SELL	235	324	-27.5%	231	225	2.7%
	ACTIVE INVENTORY	151	132	14.4%			
	AVERAGE PRICE	\$30,542	\$107,030	-71.5%	\$920,330	\$58,348	1477.3%
	MEDIAN PRICE	\$30,042	\$7,050	326.1%	\$42,156	\$26,363	59.9%
<b>Lots (Waterfront)</b>							
	UNITS LISTED	5	1	400.0%	14	11	27.3%
	UNITS SOLD	1	0	100.0%	5	0	100.0%
	SALES DOLLARS	73000	0	100.0%	560500	0	100.0%
	LIST/SELL RATIO	92.40	0.00		87.28	0.00	100.0%
	DAYS TO SELL	205	0	100.0%	199	0	100.0%
	ACTIVE INVENTORY	15	15	0.0%			
	AVERAGE PRICE	\$73,000	\$0	100.0%	\$112,100	\$0	100.0%
	MEDIAN PRICE	\$73,000	\$0	100.0%	\$73,000	\$0	100.0%
<b>Multi-Family</b>							
	UNITS LISTED	3	4	-25.0%	23	14	64.3%
	UNITS SOLD	2	0	100.0%	11	2	450.0%
	SALES DOLLARS	552000	0	100.0%	3429500	2270000	51.1%
	LIST/SELL RATIO	91.74	0.00		91.98	88.79	
	DAYS TO SELL	64	0	100.0%	103	566	-81.8%
	ACTIVE INVENTORY	19	16	18.8%			
	AVERAGE PRICE	\$276,000	\$0	100.0%	\$311,773	\$1,135,000	-72.5%
	MEDIAN PRICE	\$276,000	\$0	100.0%	\$227,500	\$1,135,000	-80.0%
<b>Mobile Homes</b>							
	UNITS LISTED	59	61	-3.3%	278	223	24.7%
	UNITS SOLD	37	26	42.3%	110	70	57.1%
	SALES DOLLARS	1146850	956000	20.0%	3724254	2508650	48.5%
	LIST/SELL RATIO	85.57	87.88		84.64	84.59	
	DAYS TO SELL	90	85	5.9%	99	115	-13.9%
	ACTIVE INVENTORY	235	201	16.9%			
	AVERAGE PRICE	\$30,996	\$36,769	-15.7%	\$33,857	\$35,838	-5.5%
	MEDIAN PRICE	\$26,000	\$27,500	-5.5%	\$28,000	\$27,500	1.8%

**COMPARATIVE ACTIVITY BY PROPERTY TYPE**

**May 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	370	346	6.9%	1682	1641	2.5%
	UNITS SOLD	284	236	20.3%	1190	760	56.6%
	SALES DOLLARS	58689099	43723010	34.2%	235673149	141950043	66.0%
	LIST/SELL RATIO	96.37	95.73		96.27	95.30	
	DAYS TO SELL	63	76	-17.1%	72	87	-17.2%
	ACTIVE INVENTORY	841	1037	-18.9%			
	AVERAGE PRICE	\$206,652	\$185,267	11.5%	\$198,045	\$186,776	6.0%
	MEDIAN PRICE	\$188,500	\$175,000	7.7%	\$183,900	\$172,750	6.5%
<b>Residential (Waterfront)</b>							
	UNITS LISTED	10	10	0.0%	36	54	-33.3%
	UNITS SOLD	4	2	100.0%	24	15	60.0%
	SALES DOLLARS	2826000	960500	194.2%	14126000	5917400	138.7%
	LIST/SELL RATIO	102.72	91.16		90.65	91.49	
	DAYS TO SELL	73	45	62.2%	137	173	-20.8%
	ACTIVE INVENTORY	44	62	-29.0%			
	AVERAGE PRICE	\$706,500	\$480,250	47.1%	\$588,583	\$394,493	49.2%
	MEDIAN PRICE	\$494,500	\$480,250	3.0%	\$538,000	\$351,000	53.3%
<b>CENTRAL OKANAGAN - TOTALS</b>							
	UNITS LISTED	901	704	28.0%	3659	3472	5.4%
	UNITS SOLD	533	397	34.3%	2216	1381	60.5%
	SALES DOLLARS	95625271	64125405	49.1%	409148920	223021382	83.5%
	LIST/SELL RATIO	95.69	94.09		95.13	93.6	
	DAYS TO SELL	82	106	-22.6%	98	113	-13.3%
	ACTIVE INVENTORY	2871	3148	-8.8%			

## RESIDENTIAL LISTING / SALES ANALYSIS

May 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	5	16	2	10
90001 to 110000	2	25	7	31
110001 to 130000	11	66	8	58
130001 to 150000	29	176	37	170
150001 to 170000	47	274	54	223
170001 to 190000	41	231	43	166
190001 to 210000	33	161	30	126
210001 to 230000	51	169	27	123
230001 to 250000	42	162	19	93
250001 to 270000	12	82	18	57
270001 to 290000	23	70	13	42
290001 to 310000	13	44	6	21
310001 and over	60	203	20	69
	<b>369</b>	<b>1679</b>	<b>284</b>	<b>1189</b>

**LOT LISTING / SALES ANALYSIS**

May 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	2	38		4		13
30001 to 40000	3	6		0		1
40001 to 50000	2	16		1		7
50001 to 60000	2	20		2		12
60001 to 70000	3	21		5		36
70001 to 80000	5	26		5		40
80001 to 90000	6	44		6		39
90001 and over	35	175		21		76
	<b>58</b>	<b>346</b>		<b>44</b>		<b>224</b>