

**CENTRAL OKANAGAN DIVISION**

**MONTHLY STATISTICS**

**FOR**

**NOVEMBER 1 - 30, 2002**

# CENTRAL OKANAGAN DIVISION

## STAT - O - GRAM

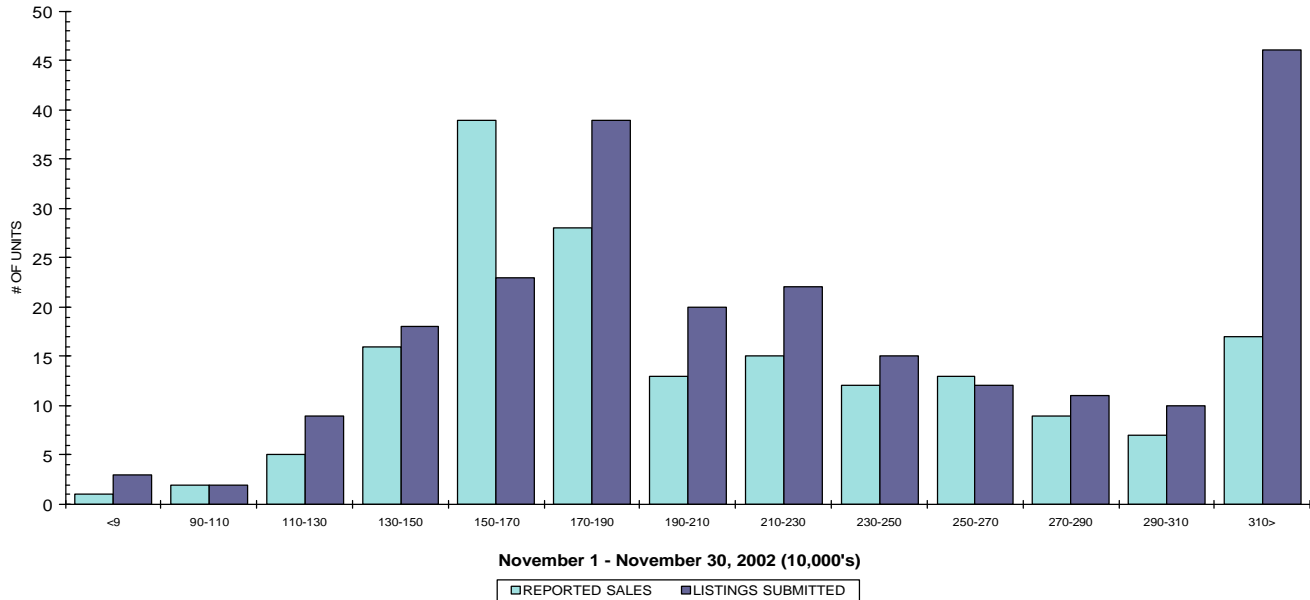
November 2002

### QUICK SUMMARY

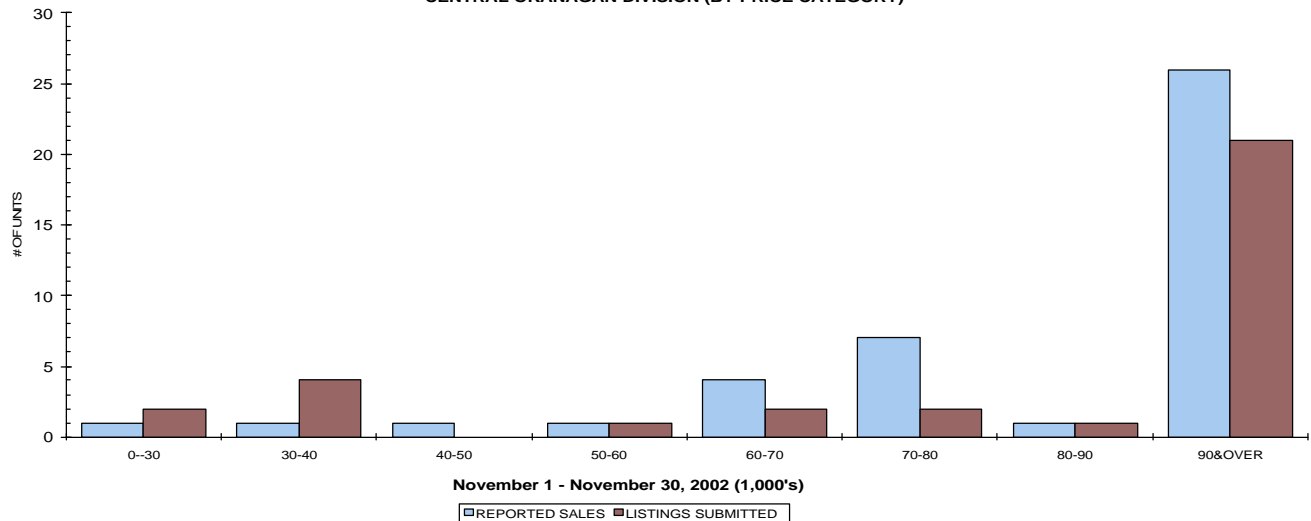
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	# of Units	\$ Value	# of Units	\$ Value	Listings Taken	Inventory
November 2002	329	\$62,234,181	177	\$37,648,466	476	2,489
October 2002	428	\$86,242,879	224	\$46,257,799	649	2,602
November 2001	282	\$47,073,047	149	\$28,015,839	516	3,110

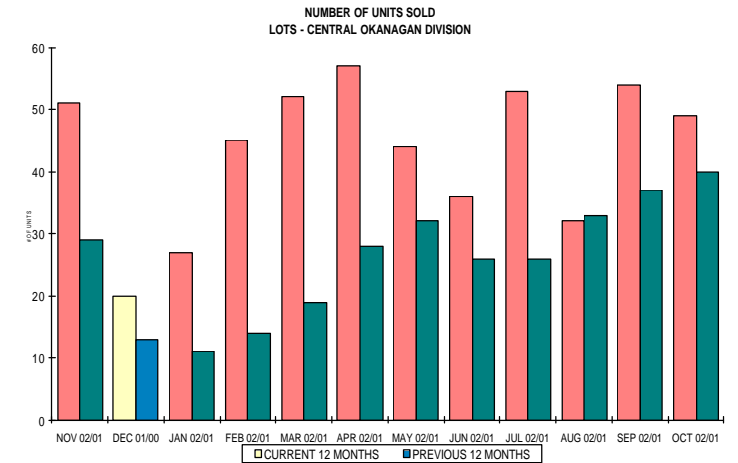
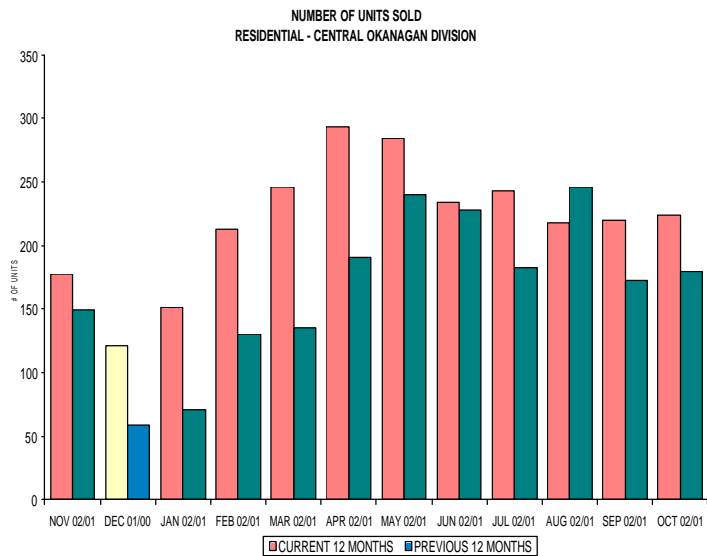
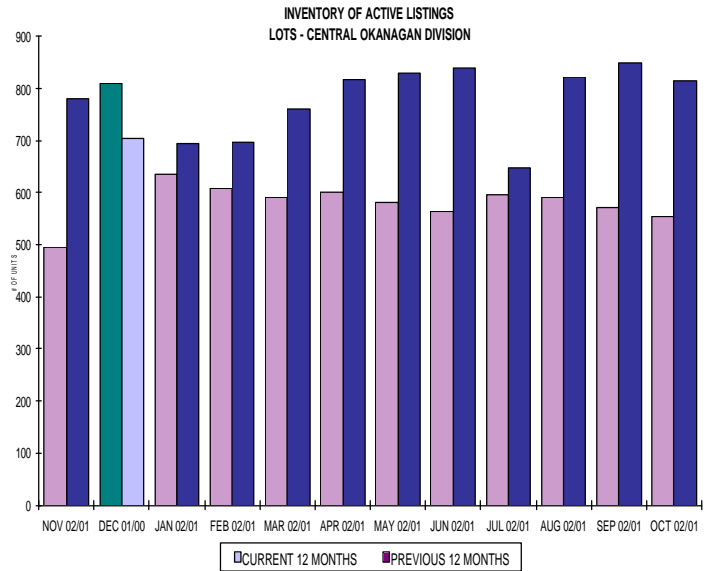
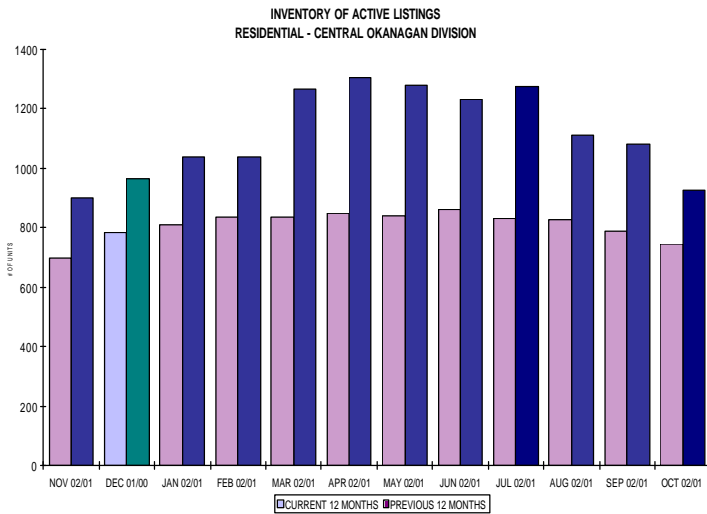
The average number of listings-per-licensee is 5.5

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



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





**CENTRAL OKANAGAN DIVISION**

**November 2002**

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
CONDO/APT	43	91	324	13.27%	58
CONDO/TWNHSE	20	28	126	15.87%	56
LOTS	51	34	495	10.30%	116
RESIDENTIAL	177	230	698	25.36%	59

**AVERAGE HOUSE PRICE \$212,703**

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

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

**COMPARATIVE ACTIVITY BY ZONE AS AT  
November 30, 2002**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>ZONE CO TOTALS</b>						
Units Listed	476	509	-6.5%	7428	7396	0.4%
Units Sold	329	280	17.5%	4631	3451	34.2%
Sales Dollars	\$62,234,181	\$46,850,547	32.8%	\$861,442,615	\$586,479,831	46.9%
List/Sell Ratio	95.49	93.00		94.89	93.51	
Days to Sell	87	103	-15.5%	92	109	-15.6%
Active Listings	2489					
<b>ZONE NO TOTALS</b>						
Units Listed	211	236	-10.6%	3436	3461	-0.7%
Units Sold	155	106	46.2%	1797	1492	20.4%
Sales Dollars	\$28,618,966	\$16,477,091	73.7%	\$290,644,871	\$215,960,406	34.6%
List/Sell Ratio	93.61	91.14		92.64	90.56	
Days to Sell	154	168	-8.3%	160	164	-2.4%
Active Listings	1690					
<b>ZONE SH TOTALS</b>						
Units Listed	110	135	-18.5%	1898	2129	-10.9%
Units Sold	63	51	23.5%	843	728	15.8%
Sales Dollars	\$6,960,844	\$5,787,357	20.3%	\$115,757,890	\$97,168,768	19.1%
List/Sell Ratio	91.72	90.13		90.2	88.76	
Days to Sell	245	187	31.0%	220	220	0.0%
Active Listings	1458					
<b>ZONE OB TOTALS</b>						
Units Listed	20	14	42.9%	201	165	21.8%
Units Sold	2	0	100.0%	26	17	52.9%
Sales Dollars	\$237,000	\$0	100.0%	\$8,718,451	\$5,454,900	59.8%
List/Sell Ratio	90.59	81.61		88.81	84.39	
Days to Sell	201	104	93.3%	158	126	25.4%
Active Listings	145					
<b>GRAND TOTALS</b>						
Units Listed	817	894	-8.6%	12963	13151	-1.4%
Units Sold	549	437	25.6%	7297	5688	28.3%
Sales Dollars	\$98,050,991	\$69,114,995	41.9%	\$1,276,563,827	\$905,063,905	41.0%
List/Sell Ratio	94.26	91.40		93.77	91.51	
Days to Sell	111	140	-20.7%	125	144	-13.2%
Active Listings	5782					

**LICENSEES**  
**November 30, 2002**

	TOTAL NUMBER OF LICENSEES	TOTAL NUMBER OF LICENSEES	CHANGE BY NUMBER	CHANGE BY %
	November 30/02	November 30/01		
ALL DIVISIONS	705	664	41	6.17%
CENTRAL OK DIV.	450	421	29	6.89%
NORTH OK DIV.	188	173	15	8.67%
SHUSWAP DIV.	67	70	-3	-4.29%
<b>CURRENT MEMBERSHIP</b>				
AGENT LICENSEES	70			
SALESPERSONS	563			
PROPERTY MANAGEMENT	10			
9:15 LICENCEE MEMBER	62			
EXEMPTION MEMBER	0			
<b>TOTALS</b>	<b>705</b>			

**COMPARATIVE ACTIVITY BY PROPERTY TYPE**

November 30, 2002

**CENTRAL OKANAGAN**

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Acreage</b>							
	UNITS LISTED	10	8	25.0%	184	137	34.3%
	UNITS SOLD	13	3	333.3%	54	34	58.8%
	SALES DOLLARS	\$2,066,550	\$431,900	378.5%	\$12,171,008	\$6,942,650	75.3%
	LIST/SELL RATIO	92.83	91.89		89.18	90.74	
	DAYS TO SELL	207	108	91.7%	187	251	-25.5%
	ACTIVE INVENTORY	125					
	AVERAGE PRICE	\$158,965	\$143,967	10.4%	\$225,389	\$204,196	10.4%
	MEDIAN PRICE	\$141,000	\$129,900	8.5%	\$161,625	\$139,500	15.9%
<b>Acreage with House</b>							
	UNITS LISTED	11	24	-54.2%	308	293	5.1%
	UNITS SOLD	9	10	-10.0%	119	75	58.7%
	SALES DOLLARS	\$4,130,000	\$3,115,250	32.6%	\$46,066,700	\$21,883,189	110.5%
	LIST/SELL RATIO	93.42	91.43		93.13	91.53	
	DAYS TO SELL	134	112	19.6%	127	127	0.0%
	ACTIVE INVENTORY	144					
	AVERAGE PRICE	\$458,889	\$311,525	47.3%	\$387,115	\$291,776	32.7%
	MEDIAN PRICE	\$313,500	\$261,500	19.9%	\$320,000	\$260,000	23.1%
<b>Acreage (Waterfront)</b>							
	UNITS LISTED	0	0	0.0%	18	26	-30.8%
	UNITS SOLD	1	0	100.0%	7	6	16.7%
	SALES DOLLARS	\$300,000	\$0	100.0%	\$4,812,000	\$3,263,950	47.4%
	LIST/SELL RATIO	92.30	0.00		86.42	90.64	
	DAYS TO SELL	119	0	100.0%	216	170	27.1%
	ACTIVE INVENTORY	11					
	AVERAGE PRICE	\$300,000	\$0	100.0%	\$687,429	\$543,992	26.4%
	MEDIAN PRICE	\$300,000	\$0	100.0%	\$300,000	\$263,725	13.8%
<b>Business</b>							
	UNITS LISTED	8	13	-38.5%	193	205	-5.9%
	UNITS SOLD	2	1	100.0%	28	23	21.7%
	SALES DOLLARS	\$72,000	\$175,000	-58.9%	\$9,101,389	\$4,634,900	96.4%
	LIST/SELL RATIO	70.49	50.01		73.88	72.11	
	DAYS TO SELL	97	296	-67.2%	173	175	-1.1%
	ACTIVE INVENTORY	110					
	AVERAGE PRICE	\$36,000	\$175,000	-79.4%	\$325,050	\$201,517	61.3%
	MEDIAN PRICE	\$36,000	\$175,000	-79.4%	\$71,000	\$70,000	1.4%
<b>Condo (Townhouse)</b>							
	UNITS LISTED	28	37	-24.3%	486	504	-3.6%
	UNITS SOLD	20	17	17.6%	352	274	28.5%
	SALES DOLLARS	\$3,495,545	\$2,316,700	50.9%	\$57,237,447	\$38,436,618	48.9%
	LIST/SELL RATIO	97.63	94.67		96.27	94.82	
	DAYS TO SELL	56	99	-43.4%	69	95	-27.4%
	ACTIVE INVENTORY	126					
	AVERAGE PRICE	\$174,777	\$136,276	28.3%	\$162,606	\$140,280	15.9%
	MEDIAN PRICE	\$164,450	\$125,000	31.6%	\$148,250	\$135,500	9.4%

**COMPARATIVE ACTIVITY BY PROPERTY TYPE**

**November 30, 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	91	47	93.6%	934	733	27.4%
	UNITS SOLD	43	40	7.5%	584	443	31.8%
	SALES DOLLARS	\$5,715,582	\$4,146,300	37.8%	\$69,730,122	\$45,788,843	52.3%
	LIST/SELL RATIO	97.58	93.54		95.38	93.25	
	DAYS TO SELL	58	116	-50.0%	81	113	-28.3%
	ACTIVE INVENTORY	324					
	AVERAGE PRICE	\$132,921	\$103,658	28.2%	\$119,401	\$103,361	15.5%
	MEDIAN PRICE	\$119,000	\$89,650	32.7%	\$108,000	\$92,900	16.3%
<b>Duplex</b>							
	UNITS LISTED	18	12	50.0%	188	193	-2.6%
	UNITS SOLD	8	8	0.0%	118	88	34.1%
	SALES DOLLARS	\$1,598,900	\$1,041,000	53.6%	\$18,866,031	\$13,502,300	39.7%
	LIST/SELL RATIO	94.32	93.49		94.99	95.21	
	DAYS TO SELL	107	66	62.1%	94	88	6.8%
	ACTIVE INVENTORY	52					
	AVERAGE PRICE	\$199,863	\$130,125	53.6%	\$159,882	\$153,435	4.2%
	MEDIAN PRICE	\$209,500	\$115,000	82.2%	\$150,500	\$144,250	4.3%
<b>Farms</b>							
	UNITS LISTED	4	5	-20.0%	84	92	-8.7%
	UNITS SOLD	0	0	0.0%	19	14	35.7%
	SALES DOLLARS	\$0	\$0	0.0%	\$10,141,000	\$7,439,000	36.3%
	LIST/SELL RATIO	0.00	0.00		88.89	97.77	
	DAYS TO SELL	0	0	0.0%	234	196	19.4%
	ACTIVE INVENTORY	63					
	AVERAGE PRICE	\$0	\$0	0.0%	\$533,737	\$531,357	0.4%
	MEDIAN PRICE	\$0	\$0	0.0%	\$400,000	\$287,500	39.1%
<b>IC&amp;I</b>							
	UNITS LISTED	5	8	-37.5%	94	107	-12.1%
	UNITS SOLD	2	0	100.0%	40	16	150.0%
	SALES DOLLARS	\$580,000	\$0	100.0%	\$19,937,000	\$7,111,000	180.4%
	LIST/SELL RATIO	91.69	0.00		86.50	88.90	
	DAYS TO SELL	81	0	100.0%	223	136	64.0%
	ACTIVE INVENTORY	59					
	AVERAGE PRICE	\$290,000	\$0	100.0%	\$498,425	\$444,438	12.1%
	MEDIAN PRICE	\$290,000	\$0	100.0%	\$294,500	\$238,000	23.7%
<b>IC&amp;I Land</b>							
	UNITS LISTED	6	6	0.0%	79	87	-9.2%
	UNITS SOLD	1	2	-50.0%	8	12	-33.3%
	SALES DOLLARS	\$1,700,000	\$485,000	250.5%	\$7,014,000	\$6,145,000	14.1%
	LIST/SELL RATIO	68.00	70.95		97.39	78.90	
	DAYS TO SELL	562	171	228.7%	245	347	-29.4%
	ACTIVE INVENTORY	66					
	AVERAGE PRICE	\$1,700,000	\$242,500	601.0%	\$876,750	\$512,083	71.2%
	MEDIAN PRICE	\$1,700,000	\$242,500	601.0%	\$675,000	\$325,000	107.7%

**COMPARATIVE ACTIVITY BY PROPERTY TYPE**  
**November 30, 2002**  
**CENTRAL OKANAGAN**

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Lots</b>							
	UNITS LISTED	22	36	-38.9%	534	780	-31.5%
	UNITS SOLD	28	23	21.7%	399	242	64.9%
	SALES DOLLARS	\$2,964,438	\$1,445,600	105.1%	\$35,759,827	\$19,411,650	84.2%
	LIST/SELL RATIO	101.37	86.26		96.35	89.91	
	DAYS TO SELL	221	135	63.7%	204	202	1.0%
	ACTIVE INVENTORY	351					
	AVERAGE PRICE	\$105,873	\$62,852	68.4%	\$89,624	\$80,213	11.7%
	MEDIAN PRICE	\$91,900	\$58,900	56.0%	\$79,900	\$76,000	5.1%
<b>Leases</b>							
	UNITS LISTED	15	28	-46.4%	201	180	11.7%
	UNITS SOLD	2	8	-75.0%	47	44	6.8%
	SALES DOLLARS	\$26,000	\$348,458	-92.5%	\$3,020,594	\$4,167,562	-27.5%
	LIST/SELL RATIO	0.00	0.00		99.22	275.00	
	DAYS TO SELL	290	224	29.5%	203	256	-20.7%
	ACTIVE INVENTORY	144					
	AVERAGE PRICE	\$13,000	\$43,557	-70.2%	\$64,268	\$94,717	-32.1%
	MEDIAN PRICE	\$13,000	\$33,194	-60.8%	\$42,072	\$41,128	2.3%
<b>Lots (Waterfront)</b>							
	UNITS LISTED	1	0	100.0%	23	17	35.3%
	UNITS SOLD	0	3	-100.0%	16	9	77.8%
	SALES DOLLARS	\$0	\$1,480,000	-100.0%	\$3,265,030	\$2,678,000	21.9%
	LIST/SELL RATIO	0.00	164.34		92.68	100.06	
	DAYS TO SELL	0	248	100.0%	142	314	-54.8%
	ACTIVE INVENTORY	8					
	AVERAGE PRICE	\$0	\$493,333	-100.0%	\$204,064	\$297,556	-31.4%
	MEDIAN PRICE	\$0	\$590,000	-100.0%	\$186,765	\$264,500	-29.4%
<b>Multi-Family</b>							
	UNITS LISTED	0	2	-100.0%	36	36	0.0%
	UNITS SOLD	0	3	-100.0%	20	11	81.8%
	SALES DOLLARS	\$0	\$1,891,000	-100.0%	\$6,378,000	\$7,183,500	-11.2%
	LIST/SELL RATIO	0.00	91.52		92.04	85.28	
	DAYS TO SELL	0	55	-100.0%	115	218	-47.2%
	ACTIVE INVENTORY	13					
	AVERAGE PRICE	\$0	\$630,333	-100.0%	\$318,900	\$653,045	-51.2%
	MEDIAN PRICE	\$0	\$571,000	-100.0%	\$268,500	\$386,000	-30.4%
<b>Mobile Homes</b>							
	UNITS LISTED	25	29	-13.8%	530	523	1.3%
	UNITS SOLD	20	11	81.8%	258	172	50.0%
	SALES DOLLARS	\$603,200	\$289,000	108.7%	\$9,157,854	\$6,119,500	49.7%
	LIST/SELL RATIO	83.59	74.24		84.56	82.40	
	DAYS TO SELL	79	87	-9.2%	107	120	-10.8%
	ACTIVE INVENTORY	164					
	AVERAGE PRICE	\$30,160	\$26,273	14.8%	\$35,496	\$35,578	-0.2%
	MEDIAN PRICE	\$25,900	\$23,000	12.6%	\$29,950	\$28,700	4.4%

**COMPARATIVE ACTIVITY BY PROPERTY TYPE**

**November 30, 2002**

**CENTRAL OKANAGAN**

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Residential</b>							
	UNITS LISTED	230	248	-7.3%	3457	3378	2.3%
	UNITS SOLD	177	148	19.6%	2501	1939	29.0%
	SALES DOLLARS	\$37,648,466	\$27,908,339	34.9%	\$510,341,063	\$367,231,101	39.0%
	LIST/SELL RATIO	96.08	95.18		96.17	95.30	
	DAYS TO SELL	59	84	-29.8%	66	85	-22.4%
	ACTIVE INVENTORY	698					
	AVERAGE PRICE	\$212,703	\$188,570	12.8%	\$204,055	\$189,392	7.7%
	MEDIAN PRICE	\$188,500	\$175,250	7.6%	\$185,500	\$175,000	6.0%
<b>Residential (Waterfront)</b>							
	UNITS LISTED	2	6	-66.7%	79	105	-24.8%
	UNITS SOLD	3	3	0.0%	61	49	24.5%
	SALES DOLLARS	\$1,333,500	\$1,777,000	-25.0%	\$38,443,550	\$24,541,068	56.6%
	LIST/SELL RATIO	93.38	94.02		92.46	92.11	
	DAYS TO SELL	49	198	-75.3%	129	159	-18.9%
	ACTIVE INVENTORY	31					
	AVERAGE PRICE	\$444,500	\$592,333	-25.0%	\$630,222	\$500,838	25.8%
	MEDIAN PRICE	\$445,000	\$631,000	-29.5%	\$580,000	\$444,500	30.5%
<b>CENTRAL OKANAGAN - TOTALS</b>							
	UNITS LISTED	476	509	-6.5%	7428	7396	0.4%
	UNITS SOLD	329	280	17.5%	4631	3451	34.2%
	SALES DOLLARS	\$62,234,181	\$46,850,547	32.8%	\$861,442,615	\$586,479,831	46.9%
	LIST/SELL RATIO	95.69	94.09		95.13	93.6	
	DAYS TO SELL	82	106	-22.6%	98	113	-13.3%
	ACTIVE INVENTORY	2489					

## RESIDENTIAL LISTING / SALES ANALYSIS

November 30, 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	3	26	1	17
90001 to 110000	2	39	2	45
110001 to 130000	9	142	5	120
130001 to 150000	18	319	16	318
150001 to 170000	23	521	39	454
170001 to 190000	39	503	28	390
190001 to 210000	20	298	13	241
210001 to 230000	22	326	15	248
230001 to 250000	15	327	12	223
250001 to 270000	12	197	13	122
270001 to 290000	11	145	9	90
290001 to 310000	10	105	7	52
310001 and over	46	509	17	181
	<b>230</b>	<b>3457</b>	<b>177</b>	<b>2501</b>

## RESIDENTIAL LISTING / SALES ANALYSIS

November 30, 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	57		1		24
30001 to 40000	4	19		1		8
40001 to 50000	0	25		1		16
50001 to 60000	1	26		1		24
60001 to 70000	2	49		4		51
70001 to 80000	2	95		7		94
80001 to 90000	1	69		1		60
90001 and over	21	419		26		199
	<b>33</b>	<b>759</b>		<b>42</b>		<b>476</b>