

CENTRAL OKANAGAN DIVISION

MONTHLY STATISTICS

FOR

OCTOBER 1 - 31, 2002

CENTRAL OKANAGAN DIVISION

STAT - O - GRAM

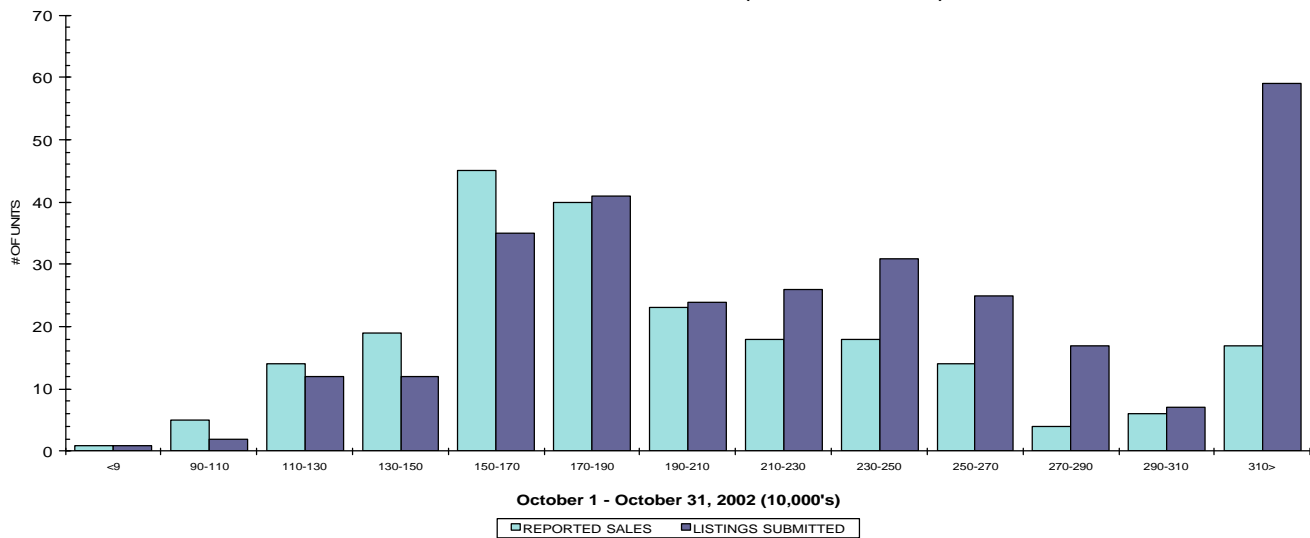
October 2002

QUICK SUMMARY

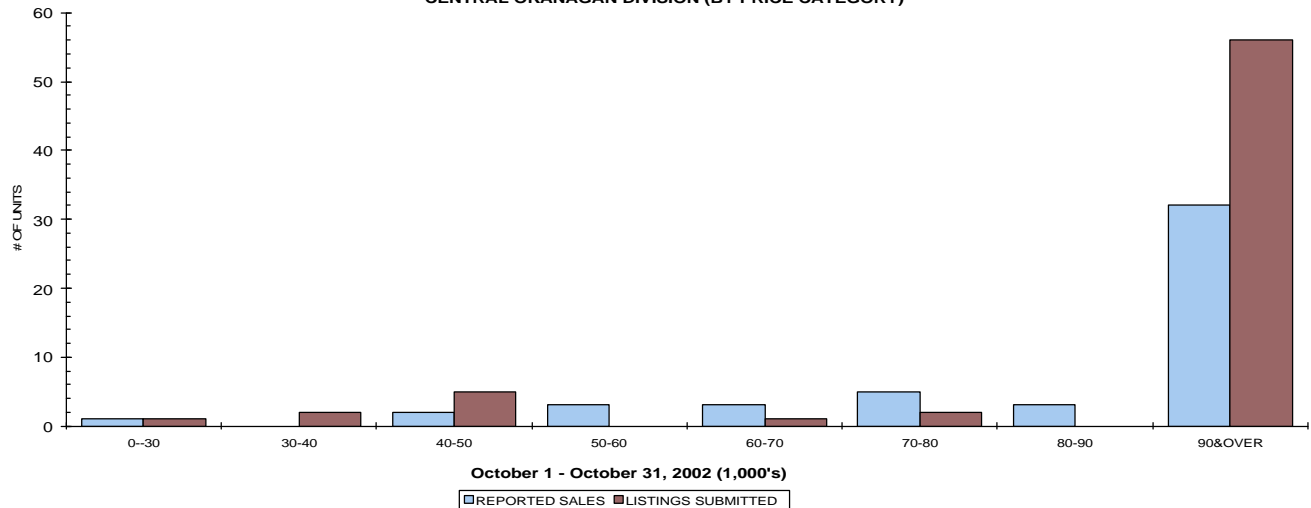
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	# of Units	\$ Value	# of Units	\$ Value	Listings Taken	Inventory
October 2002	428	\$86,242,879	224	\$46,257,799	649	2,602
September 2002	395	\$76,522,728	220	\$47,595,309	598	2,728
October 2001	342	\$56,761,782	179	\$34,418,333	639	3203

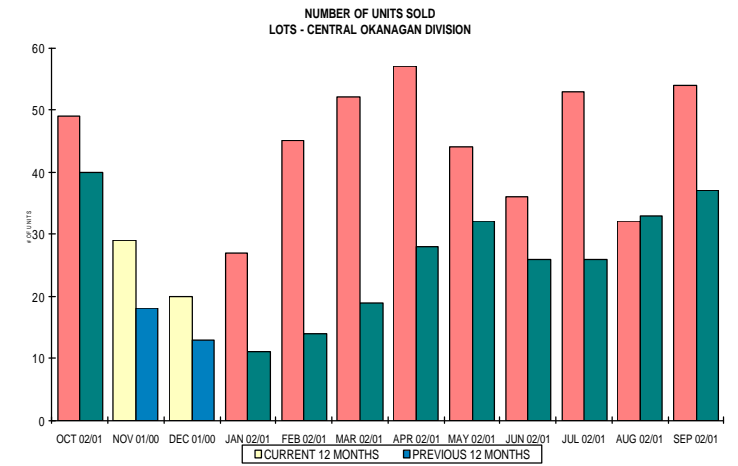
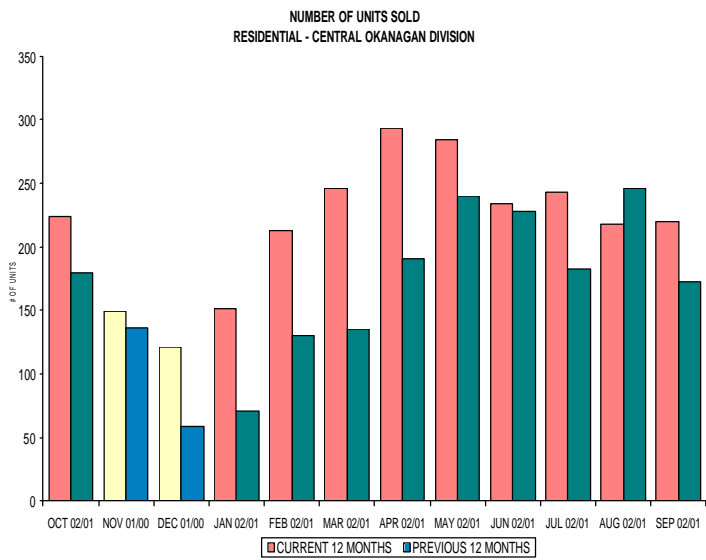
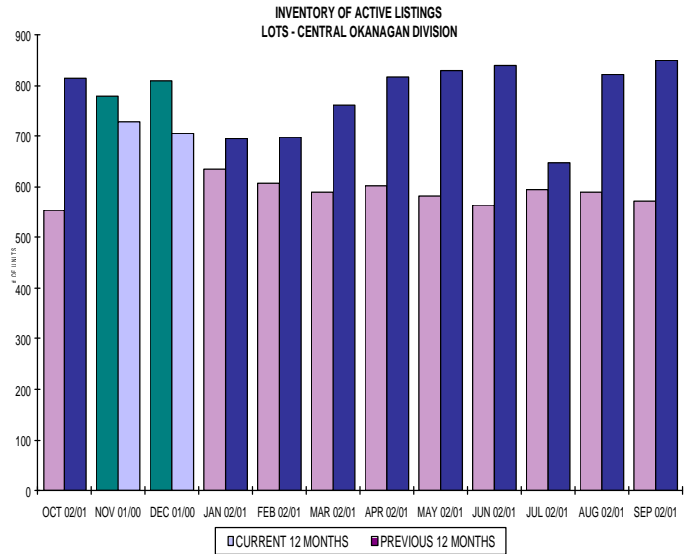
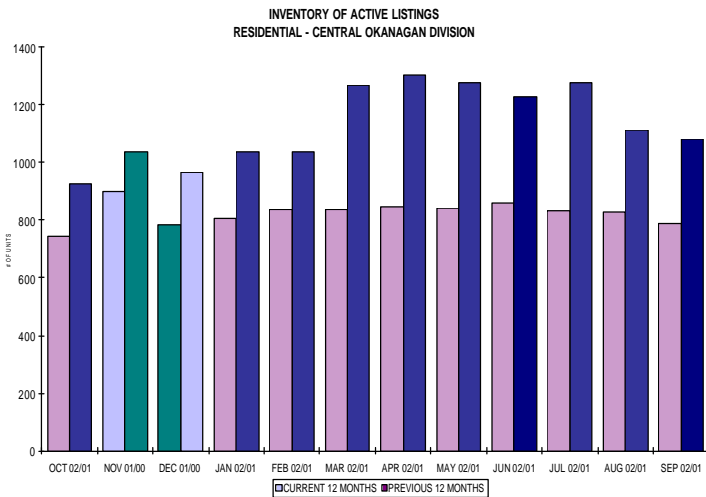
The average number of listings-per-licensee is 5.8

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



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





CENTRAL OKANAGAN DIVISION

October 2002

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
CONDO/APT	53	74	292	18.15%	78
CONDO/TWNHSE	36	57	130	27.69%	53
LOTS	49	67	554	8.84%	135
RESIDENTIAL	224	292	744	30.11%	64

AVERAGE HOUSE PRICE \$206,508

MEDIAN HOUSE PRICE \$183,250

Lots Include: Acreage Acreage Waterfront, Lots and Lots Waterfront

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

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ZONE CO TOTALS						
Units Listed	649	635	2.2%	6950	6889	0.9%
Units Sold	428	339	26.3%	4307	3171	35.8%
Sales Dollars	\$86,242,879	\$55,731,438	54.7%	\$800,171,434	\$539,629,282	48.3%
List/Sell Ratio	95.69	94.09		95.13	93.60	
Days to Sell	82	106	-22.6%	98	113	-13.3%
Active Listings	2602					
ZONE NO TOTALS						
Units Listed	306	302	1.3%	3220	3224	-0.1%
Units Sold	163	156	4.5%	1642	1387	18.4%
Sales Dollars	\$28,219,402	\$21,874,888	29.0%	\$261,944,406	\$199,513,215	31.3%
List/Sell Ratio	93.61	91.14		92.64	90.56	
Days to Sell	154	168	-8.3%	160	164	-2.4%
Active Listings	1820					
ZONE SH TOTALS						
Units Listed	138	138	0.0%	1788	1994	-10.3%
Units Sold	92	70	31.4%	785	677	16.0%
Sales Dollars	\$12,774,083	\$8,667,621	47.4%	\$109,029,546	\$91,381,411	19.3%
List/Sell Ratio	91.72	90.13		90.2	88.76	
Days to Sell	245	187	31.0%	220	220	0.0%
Active Listings	1539					
ZONE OB TOTALS						
Units Listed	11	14	-21.4%	181	148	22.3%
Units Sold	5	2	150.0%	24	17	41.2%
Sales Dollars	\$2,381,500	\$294,900	707.6%	\$8,481,451	\$5,351,900	58.5%
List/Sell Ratio	90.59	81.61		88.81	84.39	
Days to Sell	201	104	93.3%	158	126	25.4%
Active Listings	140					
GRAND TOTALS						
Units Listed	1104	1089	1.4%	12139	12255	-0.9%
Units Sold	688	567	21.3%	6758	5252	28.7%
Sales Dollars	\$129,617,864	\$86,568,847	49.7%	\$1,179,626,837	\$835,875,808	41.1%
List/Sell Ratio	94.26	91.40		93.77	91.51	
Days to Sell	111	140	-20.7%	125	144	-13.2%
Active Listings	6101					

LICENSEES
August 31, 2002

	TOTAL NUMBER OF	TOTAL NUMBER OF	CHANGE BY	CHANGE BY
	LICENSEES	LICENSEES	NUMBER	%
	October 31/02	October 31/01		
ALL DIVISIONS	698	670	28	4.18%
CENTRAL OK DIV.	449	425	24	5.65%
NORTH OK DIV.	184	174	10	5.75%
SHUSWAP DIV.	67	71	-4	-5.63%
CURRENT MEMBERSHIP				
AGENT LICENSEES	68			
SALESPERSONS	560			
PROPERTY MANAGEMENT	9			
9:15 LICENCEE MEMBER	61			
EXEMPTION MEMBER				
TOTALS	698			

COMPARATIVE ACTIVITY BY PROPERTY TYPE

October 31, 2002

CENTRAL OKANAGAN

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage							
	UNITS LISTED	21	12	75.0%	174	130	33.8%
	UNITS SOLD	9	7	28.6%	41	31	32.3%
	SALES DOLLARS	\$1,496,400	\$1,640,000	-8.8%	\$10,104,458	\$6,510,750	55.2%
	LIST/SELL RATIO	85.74	82.98		87.99	90.63	
	DAYS TO SELL	207	307	-32.6%	181	265	-31.7%
	ACTIVE INVENTORY	142					
	AVERAGE PRICE	\$166,267	\$234,286	-29.0%	\$246,450	\$210,024	17.3%
	MEDIAN PRICE	\$155,000	\$130,000	19.2%	\$176,000	\$140,000	25.7%
Acreage with House							
	UNITS LISTED	29	34	-14.7%	299	269	11.2%
	UNITS SOLD	13	10	30.0%	110	65	69.2%
	SALES DOLLARS	\$4,858,000	\$2,337,000	107.9%	\$41,936,700	\$18,767,939	123.4%
	LIST/SELL RATIO	89.98	95.70		93.11	91.55	
	DAYS TO SELL	103	95	8.4%	126	129	-2.3%
	ACTIVE INVENTORY	159					
	AVERAGE PRICE	\$373,692	\$233,700	59.9%	\$381,243	\$288,738	32.0%
	MEDIAN PRICE	\$310,000	\$249,500	24.2%	\$320,000	\$255,000	25.5%
Acreage (Waterfront)							
	UNITS LISTED	4	3	33.3%	18	26	-30.8%
	UNITS SOLD	2	2	0.0%	6	6	0.0%
	SALES DOLLARS	\$2,842,000	\$603,500	370.9%	\$4,512,000	\$3,263,950	38.2%
	LIST/SELL RATIO	84.08	88.90		85.25	90.64	
	DAYS TO SELL	81	229	-64.6%	232	170	36.5%
	ACTIVE INVENTORY	12					
	AVERAGE PRICE	\$1,421,000	\$301,750	370.9%	\$752,000	\$543,992	38.2%
	MEDIAN PRICE	\$1,421,000	\$301,750	370.9%	\$315,000	\$263,725	19.4%
Business							
	UNITS LISTED	13	16	-18.8%	185	192	-3.6%
	UNITS SOLD	1	1	0.0%	26	22	18.2%
	SALES DOLLARS	\$12,889	\$40,000	-67.8%	\$9,029,389	\$4,459,900	102.5%
	LIST/SELL RATIO	64.76	80.48		74.14	73.17	
	DAYS TO SELL	105	79	32.9%	179	170	5.3%
	ACTIVE INVENTORY	117					
	AVERAGE PRICE	\$12,889	\$40,000	-67.8%	\$347,284	\$202,723	71.3%
	MEDIAN PRICE	\$12,889	\$40,000	-67.8%	\$86,000	\$63,500	35.4%
Condo (Townhouse)							
	UNITS LISTED	57	60	-5.0%	457	467	-2.1%
	UNITS SOLD	36	32	12.5%	333	257	29.6%
	SALES DOLLARS	\$6,218,280	\$4,841,000	28.5%	\$53,909,902	\$36,119,918	49.3%
	LIST/SELL RATIO	97.12	94.93		96.18	94.81	
	DAYS TO SELL	53	86	-38.4%	70	95	-26.3%
	ACTIVE INVENTORY	130					
	AVERAGE PRICE	\$172,730	\$151,281	14.2%	\$161,892	\$140,544	15.2%
	MEDIAN PRICE	\$158,000	\$140,900	12.1%	\$147,000	\$136,000	8.1%

COMPARATIVE ACTIVITY BY PROPERTY TYPE

October 31, 2002

CENTRAL OKANAGAN

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Condo (Apt)							
	UNITS LISTED	74	64	15.6%	843	686	22.9%
	UNITS SOLD	53	47	12.8%	542	403	34.5%
	SALES DOLLARS	\$7,257,022	\$5,203,200	39.5%	\$64,133,540	\$41,642,543	54.0%
	LIST/SELL RATIO	96.55	93.95		95.20	93.23	
	DAYS TO SELL	78	91	-14.3%	82	113	-27.4%
	ACTIVE INVENTORY	292					
	AVERAGE PRICE	\$136,925	\$110,706	23.7%	\$118,328	\$103,331	14.5%
	MEDIAN PRICE	\$122,000	\$103,000	18.4%	\$108,000	\$93,000	16.1%
Duplex							
	UNITS LISTED	24	14	71.4%	172	181	-5.0%
	UNITS SOLD	7	4	75.0%	110	80	37.5%
	SALES DOLLARS	\$1,124,000	\$549,400	104.6%	\$17,267,131	\$12,461,300	38.6%
	LIST/SELL RATIO	96.79	94.55		95.04	95.38	
	DAYS TO SELL	88	45	95.6%	94	90	4.4%
	ACTIVE INVENTORY	52					
	AVERAGE PRICE	\$160,571	\$137,350	16.9%	\$156,974	\$155,766	0.8%
	MEDIAN PRICE	\$154,000	\$138,950	10.8%	\$150,000	\$147,250	1.9%
Farms							
	UNITS LISTED	9	5	80.0%	80	88	-9.1%
	UNITS SOLD	1	2	-50.0%	19	14	35.7%
	SALES DOLLARS	\$575,000	\$398,000	44.5%	\$10,141,000	\$7,439,000	36.3%
	LIST/SELL RATIO	88.46	87.30		88.89	97.77	
	DAYS TO SELL	84	139	-39.6%	234	196	19.4%
	ACTIVE INVENTORY	68					
	AVERAGE PRICE	\$575,000	\$199,000	188.9%	\$533,737	\$531,357	0.4%
	MEDIAN PRICE	\$575,000	\$199,000	188.9%	\$400,000	\$287,500	39.1%
IC&I							
	UNITS LISTED	14	18	-22.2%	89	99	-10.1%
	UNITS SOLD	5	5	100.0%	38	16	137.5%
	SALES DOLLARS	\$2,986,000	\$565,000	428.5%	\$19,357,000	\$7,111,000	172.2%
	LIST/SELL RATIO	85.15	91.78		86.23	88.90	
	DAYS TO SELL	442	96	360.4%	230	136	69.1%
	ACTIVE INVENTORY	60					
	AVERAGE PRICE	\$597,200	\$113,000	428.5%	\$509,395	\$444,438	14.6%
	MEDIAN PRICE	\$295,000	\$117,000	152.1%	\$294,500	\$238,000	23.7%
IC&I Land							
	UNITS LISTED	9	10	-10.0%	73	81	-9.9%
	UNITS SOLD	1	0	100.0%	7	10	-30.0%
	SALES DOLLARS	\$152,000	\$0	100.0%	\$5,314,000	\$5,660,000	-6.1%
	LIST/SELL RATIO	76.38	0.00		101.59	80.49	
	DAYS TO SELL	580	0	100.0%	199	382	-47.9%
	ACTIVE INVENTORY	62					
	AVERAGE PRICE	\$152,000	\$0	100.0%	\$759,143	\$566,000	34.1%
	MEDIAN PRICE	\$152,000	\$0	100.0%	\$475,000	\$332,000	43.1%

COMPARATIVE ACTIVITY BY PROPERTY TYPE
October 31, 2002
CENTRAL OKANAGAN

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots							
	UNITS LISTED	40	66	-39.4%	511	744	-31.3%
	UNITS SOLD	33	32	3.1%	372	219	69.9%
	SALES DOLLARS	\$3,400,502	\$2,563,450	32.7%	\$32,930,389	\$17,966,050	83.3%
	LIST/SELL RATIO	94.17	89.29		95.97	90.28	
	DAYS TO SELL	165	128	28.9%	203	209	-2.9%
	ACTIVE INVENTORY	393					
	AVERAGE PRICE	\$103,046	\$80,108	28.6%	\$88,523	\$82,037	7.9%
	MEDIAN PRICE	\$95,643	\$70,950	34.8%	\$79,900	\$79,900	0.0%
Leases							
	UNITS LISTED	12	19	-36.8%	186	152	22.4%
	UNITS SOLD	5	2	150.0%	45	36	25.0%
	SALES DOLLARS	\$280,957	\$269,449	4.3%	\$2,994,594	\$3,819,104	-21.6%
	LIST/SELL RATIO	100.00	0.00		99.22	275.00	
	DAYS TO SELL	100	458	-78.2%	199	264	-24.6%
	ACTIVE INVENTORY	135					
	AVERAGE PRICE	\$56,191	\$134,725	-58.3%	\$66,547	\$106,086	-37.3%
	MEDIAN PRICE	\$23,256	\$134,724	-82.7%	\$42,240	\$45,119	-6.4%
Lots (Waterfront)							
	UNITS LISTED	2	5	-60.0%	22	17	29.4%
	UNITS SOLD	5	0	100.0%	16	6	166.7%
	SALES DOLLARS	\$769,530	\$0	100.0%	\$3,265,030	\$1,198,000	172.5%
	LIST/SELL RATIO	95.85	0.00		92.68	89.35	
	DAYS TO SELL	89	0	100.0%	142	347	-59.1%
	ACTIVE INVENTORY	7					
	AVERAGE PRICE	\$153,906	\$0	100.0%	\$204,064	\$199,667	2.2%
	MEDIAN PRICE	\$182,000	\$0	100.0%	\$186,765	\$112,750	65.6%
Multi-Family							
	UNITS LISTED	1	4	-75.0%	36	34	5.9%
	UNITS SOLD	3	1	200.0%	20	8	150.0%
	SALES DOLLARS	\$1,183,000	\$386,000	206.5%	\$6,378,000	\$5,292,500	20.5%
	LIST/SELL RATIO	94.63	96.50		92.04	82.95	
	DAYS TO SELL	116	92	26.1%	115	279	-58.8%
	ACTIVE INVENTORY	13					
	AVERAGE PRICE	\$394,333	\$386,000	2.2%	\$318,900	\$661,563	-51.8%
	MEDIAN PRICE	\$393,000	\$386,000	1.8%	\$268,500	\$323,000	-16.9%
Mobile Homes							
	UNITS LISTED	40	38	5.3%	504	494	2.0%
	UNITS SOLD	21	14	50.0%	238	161	47.8%
	SALES DOLLARS	\$930,500	\$541,750	71.8%	\$8,554,654	\$5,830,500	46.7%
	LIST/SELL RATIO	86.96	82.92		84.64	82.93	
	DAYS TO SELL	116	101	14.9%	109	123	-11.4%
	ACTIVE INVENTORY	183					
	AVERAGE PRICE	\$44,310	\$38,696	14.5%	\$35,944	\$36,214	-0.7%
	MEDIAN PRICE	\$35,000	\$36,750	-4.8%	\$30,000	\$29,000	3.4%

COMPARATIVE ACTIVITY BY PROPERTY TYPE

**October 31, 2002
CENTRAL OKANAGAN**

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Residential							
	UNITS LISTED	292	255	14.5%	3224	3130	3.0%
	UNITS SOLD	224	177	26.6%	2326	1791	29.9%
	SALES DOLLARS	\$46,257,799	\$34,098,689	35.7%	\$473,233,597	\$339,322,762	39.5%
	LIST/SELL RATIO	96.33	95.39		96.19	95.29	
	DAYS TO SELL	64	72	-11.1%	66	85	-22.4%
	ACTIVE INVENTORY	744					
	AVERAGE PRICE	\$206,508	\$192,648	7.2%	\$203,454	\$189,460	7.4%
	MEDIAN PRICE	\$183,250	\$179,900	1.9%	\$185,000	\$175,000	5.7%
Residential (Waterfront)							
	UNITS LISTED	8	12	-33.3%	77	99	-22.2%
	UNITS SOLD	9	3	200.0%	58	46	26.1%
	SALES DOLLARS	\$5,899,000	\$1,695,000	248.0%	\$37,110,050	\$22,764,066	63.0%
	LIST/SELL RATIO	90.54	93.95		92.40	91.98	
	DAYS TO SELL	86	103	-16.5%	133	156	-14.7%
	ACTIVE INVENTORY	33					
	AVERAGE PRICE	\$655,444	\$565,000	16.0%	\$639,828	\$494,871	29.3%
	MEDIAN PRICE	\$660,000	\$665,000	-0.8%	\$596,500	\$432,250	38.0%
CENTRAL OKANAGAN - TOTALS							
	UNITS LISTED	649	635	2.2%	6950	6889	0.9%
	UNITS SOLD	428	339	26.3%	4307	3171	35.8%
	SALES DOLLARS	\$86,242,879	\$55,731,438	54.7%	\$800,171,434	\$539,629,282	48.3%
	LIST/SELL RATIO	95.69	94.09		95.13	93.6	
	DAYS TO SELL	82	106	-22.6%	98	113	-13.3%
	ACTIVE INVENTORY	2602					

RESIDENTIAL LISTING / SALES ANALYSIS

October 31, 2002
CENTRAL OKANAGAN

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 90000	1	23	1	16
90001 to 110000	2	39	5	43
110001 to 130000	12	129	14	116
130001 to 150000	12	300	19	301
150001 to 170000	35	493	45	416
170001 to 190000	41	466	40	363
190001 to 210000	24	279	23	228
210001 to 230000	26	302	18	233
230001 to 250000	31	313	18	210
250001 to 270000	25	187	14	109
270001 to 290000	17	136	4	82
290001 to 310000	7	92	6	44
310001 and over	59	465	17	165
	292	3224	224	2326

RESIDENTIAL LISTING / SALES ANALYSIS

October 31, 2002
CENTRAL OKANAGAN

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 30000	1	54	1	23
30001 to 40000	2	14	0	7
40001 to 50000	5	26	2	15
50001 to 60000	0	25	3	23
60001 to 70000	1	46	3	47
70001 to 80000	2	94	5	87
80001 to 90000	0	68	3	59
90001 and over	56	398	32	174
	67	725	49	435