

**CENTRAL OKANAGAN DIVISION**

**MONTHLY STATISTICS**

**FOR**

**June 1 - 30, 2002**

# CENTRAL OKANAGAN DIVISION

## STAT - O - GRAM

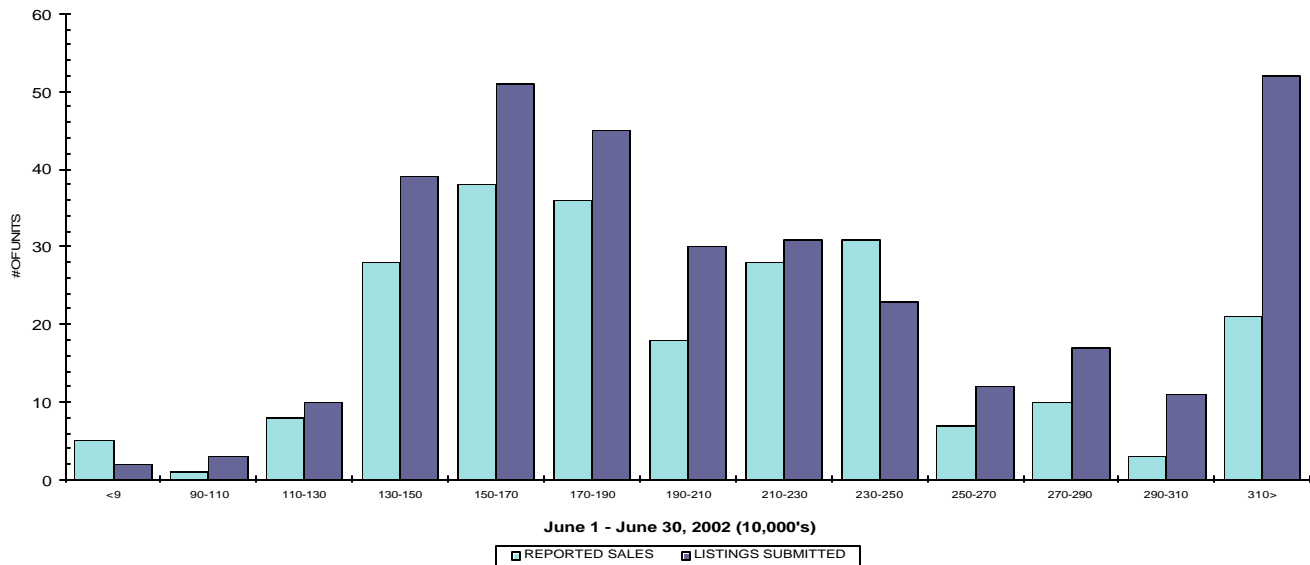
June 2002

### QUICK SUMMARY

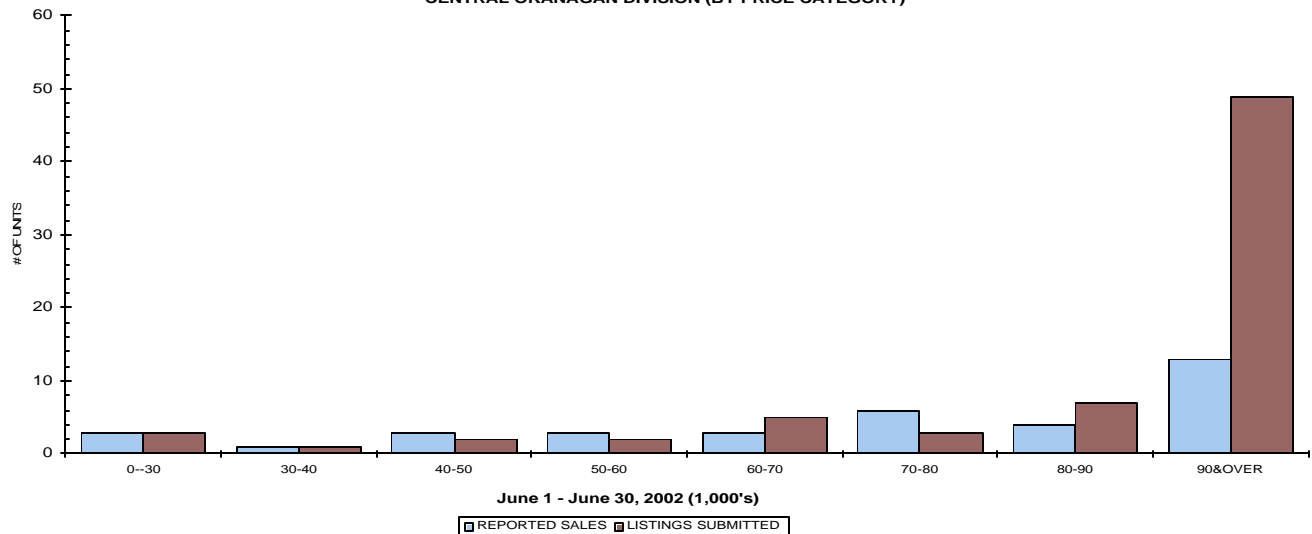
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	# of Units	\$ Value	# of Units	\$ Value	Listings Taken	Inventory
June 2002	432	\$81,439,619	234	\$49,268,651	702	2,890
May 2002	533	\$95,625,271	284	\$58,689,099	901	2,871
June 2001	387	\$71,740,877	230	\$43,708,330	728	3,644

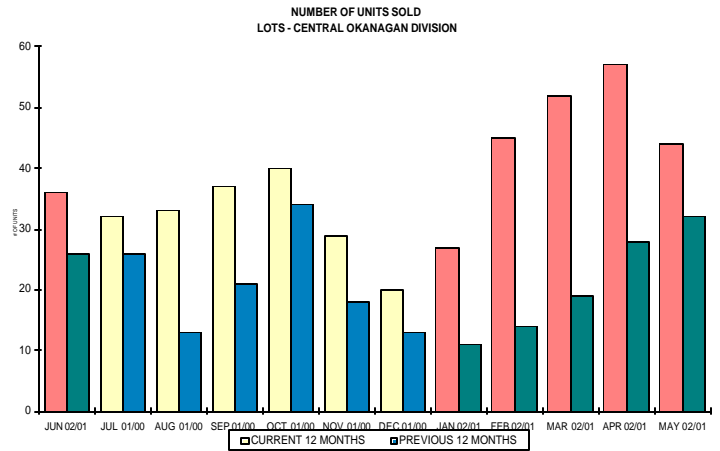
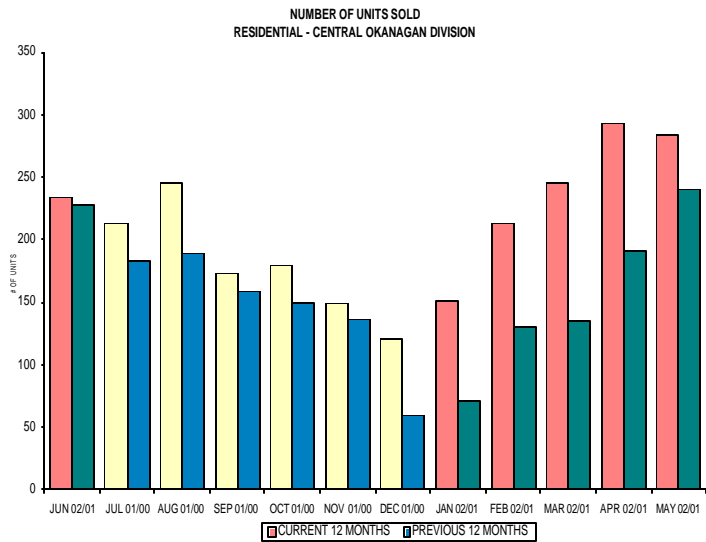
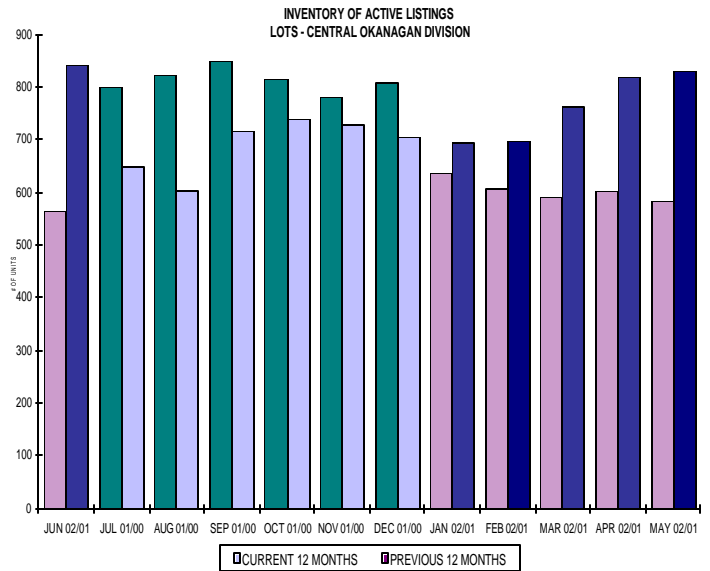
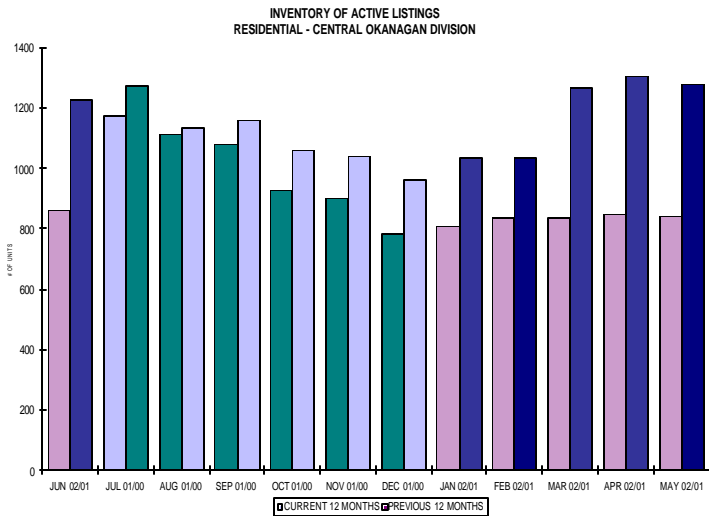
The average number of listings-per-licensee is 6.6

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



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





**CENTRAL OKANAGAN DIVISION**

**June 2002**

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
CONDO/APT	46	75	324	14.20%	84
CONDO/TWNHSE	36	43	123	29.27%	66
LOTS	36	72	563	6.39%	160
RESIDENTIAL	234	328	861	27.18%	56

**AVERAGE HOUSE PRICE \$210,550**

**MEDIAN HOUSE PRICE \$191,175**

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

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

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>ZONE CO TOTALS</b>						
Units Listed	702	730	-3.8%	4350	4201	3.5%
Units Sold	432	385	12.2%	2644	1766	49.7%
Sales Dollars	\$81,439,619	\$71,591,977	13.8%	\$472,453,786	\$294,613,359	60.4%
List/Sell Ratio	95.69	94.09		95.13	93.60	
Days to Sell	82	106	-22.6%	98	113	-13.3%
Active Listings	2890					
<b>ZONE NO TOTALS</b>						
Units Listed	398	358	11.2%	1995	2028	-1.6%
Units Sold	185	164	12.8%	951	770	23.5%
Sales Dollars	\$29,428,407	\$27,567,174	6.8%	\$145,544,878	\$112,105,479	29.8%
List/Sell Ratio	93.61	91.14		92.64	90.56	
Days to Sell	154	168	-8.3%	160	164	-2.4%
Active Listings	2108					
<b>ZONE SH TOTALS</b>						
Units Listed	219	238	-8.0%	1151	1269	-9.3%
Units Sold	101	82	23.2%	400	345	15.9%
Sales Dollars	\$13,337,450	\$12,176,700	9.5%	\$55,386,217	\$47,071,385	17.7%
List/Sell Ratio	91.72	90.13		90.2	88.76	
Days to Sell	245	187	31.0%	220	220	0.0%
Active Listings	1769					
<b>ZONE OB TOTALS</b>						
Units Listed	13	10	30.0%	126	89	41.6%
Units Sold	6	1	500.0%	12	12	0.0%
Sales Dollars	\$1,000,201	\$390,000	156.5%	\$3,233,701	\$4,462,000	-27.5%
List/Sell Ratio	90.59	81.61		88.81	84.39	
Days to Sell	201	104	93.3%	158	126	25.4%
Active Listings	147					
<b>GRAND TOTALS</b>						
Units Listed	1332	1336	-0.3%	7622	7587	0.5%
Units Sold	724	632	14.6%	4007	2893	38.5%
Sales Dollars	\$125,205,677	\$111,725,851	12.1%	\$676,618,582	\$458,252,223	47.7%
List/Sell Ratio	94.26	91.40		93.77	91.51	
Days to Sell	111	140	-20.7%	125	144	-13.2%
Active Listings	6914					

**LICENSEES**  
**June 30, 2002**

	TOTAL NUMBER OF LICENSEES June 30/02	TOTAL NUMBER OF LICENSEES June 30/01	CHANGE BY NUMBER	CHANGE BY %
ALL DIVISIONS	686	671	15	2.24%
CENTRAL OK DIV.	434	420	14	3.33%
NORTH OK DIV.	184	180	4	2.22%
SHUSWAP DIV.	68	71	-3	-4.23%
<b>CURRENT MEMBERSHIP</b>				
AGENT LICENSEES	73			
SALESPERSONS	546			
PROPERTY MANAGEMENT	9			
9:15 LICENCEE MEMBER	58			
EXEMPTION MEMBER	0			
<b>TOTALS</b>	<b>686</b>			

**COMPARATIVE ACTIVITY BY PROPERTY TYPE**

June 30, 2002

**CENTRAL OKANAGAN**

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Acreage</b>							
	UNITS LISTED	29	18	61.1%	113	80	41.3%
	UNITS SOLD	6	7	-14.3%	20	17	17.6%
	SALES DOLLARS	\$1,610,500	\$2,141,000	-24.8%	\$4,679,700	\$3,841,000	21.8%
	LIST/SELL RATIO	87.56	92.96		87.56	95.42	
	DAYS TO SELL	145	337	-57.0%	254	260	-2.3%
	ACTIVE INVENTORY	139					
	AVERAGE PRICE	\$268,417	\$305,857	-12.2%	\$233,985	\$225,941	3.6%
	MEDIAN PRICE	\$205,500	\$200,000	2.8%	\$150,250	\$171,000	-12.1%
<b>Acreage with House</b>							
	UNITS LISTED	36	32	12.5%	178	163	9.2%
	UNITS SOLD	13	9	44.4%	61	36	69.4%
	SALES DOLLARS	\$6,129,700	\$3,018,700	103.1%	\$23,298,000	\$10,494,200	122.0%
	LIST/SELL RATIO	94.88	87.16		94.07	91.27	
	DAYS TO SELL	87	164	-47.0%	131	127	3.1%
	ACTIVE INVENTORY	163					
	AVERAGE PRICE	\$471,515	\$335,411	40.6%	\$381,934	\$291,506	31.0%
	MEDIAN PRICE	\$355,000	\$303,700	16.9%	\$319,500	\$272,500	17.2%
<b>Acreage (Waterfront)</b>							
	UNITS LISTED	4	3	33.3%	9	15	-40.0%
	UNITS SOLD	0	0	0.0%	1	2	-50.0%
	SALES DOLLARS	\$0	\$0	0.0%	\$270,000	\$2,320,000	-88.4%
	LIST/SELL RATIO	0.00	0.00		79.64	90.09	
	DAYS TO SELL	0	0	0.0%	259	174	48.9%
	ACTIVE INVENTORY	18					
	AVERAGE PRICE	\$0	\$0	0.0%	\$270,000	\$1,160,000	-76.7%
	MEDIAN PRICE	\$0	\$0	0.0%	\$270,000	\$1,160,000	-76.7%
<b>Business</b>							
	UNITS LISTED	13	25	-48.0%	115	120	-4.2%
	UNITS SOLD	5	1	400.0%	16	15	6.7%
	SALES DOLLARS	\$372,500	\$185,900	100.4%	\$2,916,500	\$2,217,900	31.5%
	LIST/SELL RATIO	78.55	80.82		75.54	71.44	
	DAYS TO SELL	194	123	57.7%	187	145	29.0%
	ACTIVE INVENTORY	129					
	AVERAGE PRICE	\$74,500	\$185,900	-59.9%	\$182,281	\$147,860	23.3%
	MEDIAN PRICE	\$93,000	\$185,900	-50.0%	\$91,500	\$57,000	60.5%
<b>Condo (Townhouse)</b>							
	UNITS LISTED	43	43	0.0%	273	265	3.0%
	UNITS SOLD	36	32	12.5%	214	138	55.1%
	SALES DOLLARS	\$6,248,100	\$4,335,300	44.1%	\$34,606,207	\$19,204,818	80.2%
	LIST/SELL RATIO	96.81	94.40		96.38	94.02	
	DAYS TO SELL	66	103	-35.9%	96.38	94.02	2.5%
	ACTIVE INVENTORY	123					
	AVERAGE PRICE	\$173,558	\$135,478	28.1%	\$161,711	\$139,165	16.2%
	MEDIAN PRICE	\$173,250	\$133,250	30.0%	\$148,000	\$133,125	11.2%

**COMPARATIVE ACTIVITY BY PROPERTY TYPE**

June 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	75	74	1.4%	569	435	30.8%
	UNITS SOLD	46	38	21.1%	353	260	35.8%
	SALES DOLLARS	\$5,677,850	\$3,828,000	48.3%	\$41,520,317	\$25,576,400	62.3%
	LIST/SELL RATIO	94.90	92.75		95.03	92.83	
	DAYS TO SELL	84	115	-27.0%	84	121	-30.6%
	ACTIVE INVENTORY	324					
	AVERAGE PRICE	\$123,432	\$100,737	22.5%	\$117,621	\$98,371	19.6%
	MEDIAN PRICE	\$111,000	\$92,250	20.3%	\$108,000	\$86,000	25.6%
<b>Duplex</b>							
	UNITS LISTED	16	6	166.7%	108	113	-4.4%
	UNITS SOLD	11	11	0.0%	72	45	60.0%
	SALES DOLLARS	\$1,650,600	\$1,574,900	4.8%	\$11,479,331	\$6,939,550	65.4%
	LIST/SELL RATIO	94.02	94.81		94.72	94.99	
	DAYS TO SELL	63	74	-14.9%	97	92	5.4%
	ACTIVE INVENTORY	59					
	AVERAGE PRICE	\$150,055	\$143,173	4.8%	\$159,435	\$154,212	3.4%
	MEDIAN PRICE	\$150,000	\$158,500	-5.4%	\$150,500	\$147,000	2.4%
<b>Farms</b>							
	UNITS LISTED	7	11	-36.4%	50	59	-15.3%
	UNITS SOLD	4	3	33.3%	13	6	116.7%
	SALES DOLLARS	\$3,765,000	\$831,000	353.1%	\$6,993,000	\$1,696,000	312.3%
	LIST/SELL RATIO	89.33	87.59		90.16	90.55	
	DAYS TO SELL	151	151	0.0%	219	166	31.9%
	ACTIVE INVENTORY	69					
	AVERAGE PRICE	\$941,250	\$277,000	239.8%	\$537,923	\$282,667	90.3%
	MEDIAN PRICE	\$1,040,000	\$270,000	285.2%	\$400,000	\$254,500	57.2%
<b>IC&amp;I</b>							
	UNITS LISTED	12	16	-25.0%	56	56	0.0%
	UNITS SOLD	4	6	-33.3%	22	10	120.0%
	SALES DOLLARS	\$1,031,000	\$2,706,000	-61.9%	\$12,003,000	\$5,741,000	109.1%
	LIST/SELL RATIO	66.30	84.52		86.32	87.77	
	DAYS TO SELL	156	182	-14.3%	202	142	42.3%
	ACTIVE INVENTORY	65					
	AVERAGE PRICE	\$257,750	\$451,000	-42.8%	\$545,591	\$574,100	-5.0%
	MEDIAN PRICE	\$303,000	\$275,000	10.2%	\$345,500	\$310,000	11.5%
<b>IC&amp;I Land</b>							
	UNITS LISTED	6	10	-40.0%	51	58	-12.1%
	UNITS SOLD	1	2	-50.0%	4	7	-42.9%
	SALES DOLLARS	\$297,000	\$2,045,000	-85.5%	\$4,082,000	\$5,065,000	-19.4%
	LIST/SELL RATIO	100.00	88.95		92.18	78.63	
	DAYS TO SELL	122	591	-79.4%	88	493	-82.2%
	ACTIVE INVENTORY	75					
	AVERAGE PRICE	\$297,000	\$1,022,500	-71.0%	\$1,020,500	\$723,571	41.0%
	MEDIAN PRICE	\$297,000	\$1,022,500	-71.0%	\$892,500	\$520,000	71.6%

**COMPARATIVE ACTIVITY BY PROPERTY TYPE**

June 30, 2002

**CENTRAL OKANAGAN**

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Lots</b>							
	UNITS LISTED	37	72	-48.6%	279	403	-30.8%
	UNITS SOLD	29	19	52.6%	233	104	124.0%
	SALES DOLLARS	\$2,123,500	\$1,490,755	42.4%	\$19,876,104	\$8,152,328	143.8%
	LIST/SELL RATIO	93.36	85.55		96.46	89.33	
	DAYS TO SELL	307	329	-6.7%	229	260	-11.9%
	ACTIVE INVENTORY	391					
	AVERAGE PRICE	\$73,224	\$78,461	-6.7%	\$85,305	\$78,388	8.8%
	MEDIAN PRICE	\$71,900	\$78,000	-7.8%	\$79,900	\$79,900	0.0%
<b>Leases</b>							
	UNITS LISTED	24	23	4.3%	123	95	29.5%
	UNITS SOLD	8	3	166.7%	28	25	12.0%
	SALES DOLLARS	\$412,468	\$1,609,092	-74.4%	\$1,263,624	\$2,892,740	-56.3%
	LIST/SELL RATIO	0.00	0.00		100.00	275.00	
	DAYS TO SELL	295	172	71.5%	249	219	13.7%
	ACTIVE INVENTORY	155					
	AVERAGE PRICE	\$51,559	\$536,364	-90.4%	\$45,129	\$115,710	-61.0%
	MEDIAN PRICE	\$22,220	\$72,250	-69.2%	\$35,700	\$30,510	17.0%
<b>Lots (Waterfront)</b>							
	UNITS LISTED	2	0	100.0%	16	11	45.5%
	UNITS SOLD	1	0	100.0%	6	0	100.0%
	SALES DOLLARS	\$86,000	\$0	100.0%	\$646,500	\$0	100.0%
	LIST/SELL RATIO	96.62	0.00		88.84	0.00	100.0%
	DAYS TO SELL	30	0	100.0%	171	0	100.0%
	ACTIVE INVENTORY	15					
	AVERAGE PRICE	\$86,000	\$0	100.0%	\$107,750	\$0	100.0%
	MEDIAN PRICE	\$86,000	\$0	100.0%	\$79,500	\$0	100.0%
<b>Multi-Family</b>							
	UNITS LISTED	3	3	0.0%	26	17	52.9%
	UNITS SOLD	2	1	100.0%	13	3	333.3%
	SALES DOLLARS	\$757,500	\$260,000	191.3%	\$4,187,000	\$2,530,000	65.5%
	LIST/SELL RATIO	95.79	92.89		92.56	90.16	
	DAYS TO SELL	154	19	710.5%	111	384	-71.1%
	ACTIVE INVENTORY	19					
	AVERAGE PRICE	\$378,750	\$260,000	45.7%	\$322,077	\$843,333	-61.8%
	MEDIAN PRICE	\$378,750	\$260,000	45.7%	\$271,000	\$420,000	-35.5%
<b>Mobile Homes</b>							
	UNITS LISTED	58	69	-15.9%	336	292	15.1%
	UNITS SOLD	30	18	66.7%	140	88	59.1%
	SALES DOLLARS	\$1,029,250	\$661,300	55.6%	\$4,753,504	\$3,169,950	50.0%
	LIST/SELL RATIO	83.65	84.86		84.42	84.65	
	DAYS TO SELL	106	110	-3.6%	101	114	-11.4%
	ACTIVE INVENTORY	236					
	AVERAGE PRICE	\$34,308	\$36,739	-6.6%	\$33,954	\$36,022	-5.7%
	MEDIAN PRICE	\$30,375	\$36,500	-16.8%	\$28,000	\$28,750	-2.6%

**COMPARATIVE ACTIVITY BY PROPERTY TYPE**

June 30, 2002

**CENTRAL OKANAGAN**

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Residential</b>							
	UNITS LISTED	328	317	3.5%	2003	1957	2.4%
	UNITS SOLD	234	228	2.6%	1422	988	43.9%
	SALES DOLLARS	\$49,268,651	\$43,451,530	13.4%	\$284,772,999	\$185,401,573	53.6%
	LIST/SELL RATIO	96.30	94.77		96.27	95.21	
	DAYS TO SELL	56	88	-36.4%	70	88	-20.5%
	ACTIVE INVENTORY	861					
	AVERAGE PRICE	\$210,550	\$190,577	10.5%	\$200,262	\$187,653	6.7%
	MEDIAN PRICE	\$191,175	\$175,250	9.1%	\$185,000	\$174,000	6.3%
<b>Residential (Waterfront)</b>							
	UNITS LISTED	9	8	12.5%	45	62	-27.4%
	UNITS SOLD	2	7	-71.4%	26	22	18.2%
	SALES DOLLARS	\$980,000	\$3,453,500	-71.6%	\$15,106,000	\$9,370,900	61.2%
	LIST/SELL RATIO	93.44	94.20		90.86	92.31	
	DAYS TO SELL	233	170	37.1%	144	172	-16.3%
	ACTIVE INVENTORY	49					
	AVERAGE PRICE	\$490,000	\$493,357	-0.7%	\$581,000	\$425,950	36.4%
	MEDIAN PRICE	\$490,000	\$480,000	2.1%	\$538,000	\$407,500	32.0%
<b>CENTRAL OKANAGAN - TOTALS</b>							
	UNITS LISTED	702	730	-3.8%	4350	4201	3.5%
	UNITS SOLD	432	385	12.2%	2644	1766	49.7%
	SALES DOLLARS	\$81,439,619	\$71,591,977	13.8%	\$472,453,786	\$294,613,359	60.4%
	LIST/SELL RATIO	95.69	94.09		95.13	93.6	
	DAYS TO SELL	82	106	-22.6%	98	113	-13.3%
	ACTIVE INVENTORY	2890					

**RESIDENTIAL LISTING / SALES ANALYSIS**

June 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	2	17	5	13
90001 to 110000	3	28	1	32
110001 to 130000	10	78	8	66
130001 to 150000	39	214	28	198
150001 to 170000	51	325	38	261
170001 to 190000	45	276	36	202
190001 to 210000	30	189	18	144
210001 to 230000	31	200	28	151
230001 to 250000	23	183	31	124
250001 to 270000	12	99	7	64
270001 to 290000	17	86	10	52
290001 to 310000	11	49	3	24
310001 and over	52	254	21	90
	<b>326</b>	<b>1998</b>	<b>234</b>	<b>1421</b>

**LOT LISTING / SALES ANALYSIS**

June 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	3	41		3		16
30001 to 40000	1	8		1		2
40001 to 50000	2	17		3		10
50001 to 60000	2	22		3		15
60001 to 70000	5	26		3		39
70001 to 80000	3	29		6		46
80001 to 90000	7	52		4		43
90001 and over	49	222		13		89
	<b>72</b>	<b>417</b>		<b>36</b>		<b>260</b>