

# SHUSWAP ZONE MONTHLY STATISTICS

FOR

January 1st - 31st 2005

# SHUSWAP ZONE

## STAT - O - GRAM

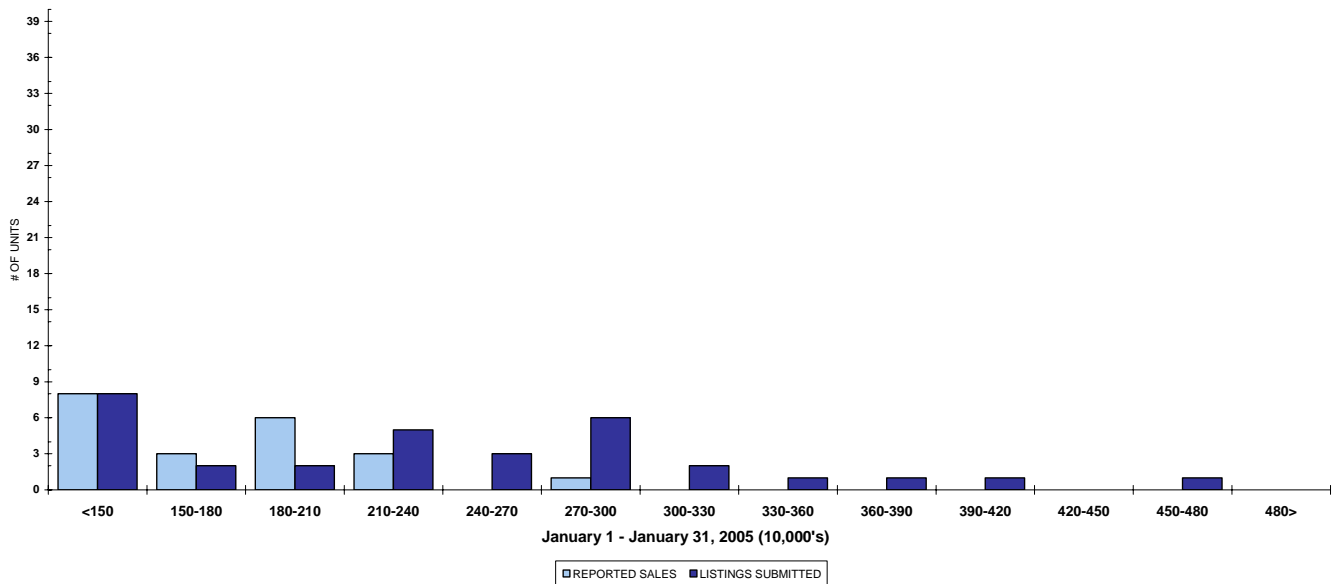
January 2005

### QUICK SUMMARY

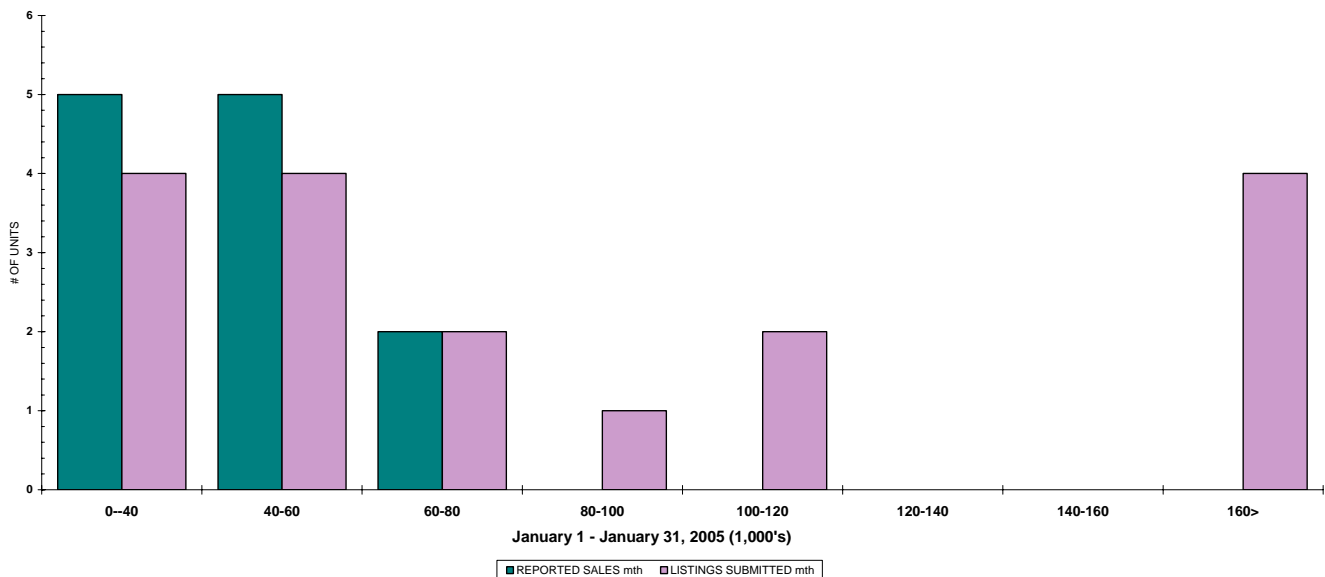
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	<u># of Units</u>	<u>\$ Value</u>	<u># of Units</u>	<u>\$ Value</u>	<u>Listings Taken</u>	<u>Inventory</u>
January 2005	56	\$8,093,926	22	\$3,476,400	104	834
December 2004	59	\$9,7226,200	20	\$3,562,100	83	821
January 2004	61	\$8,431,050	25	\$3,389,400	167	1,026

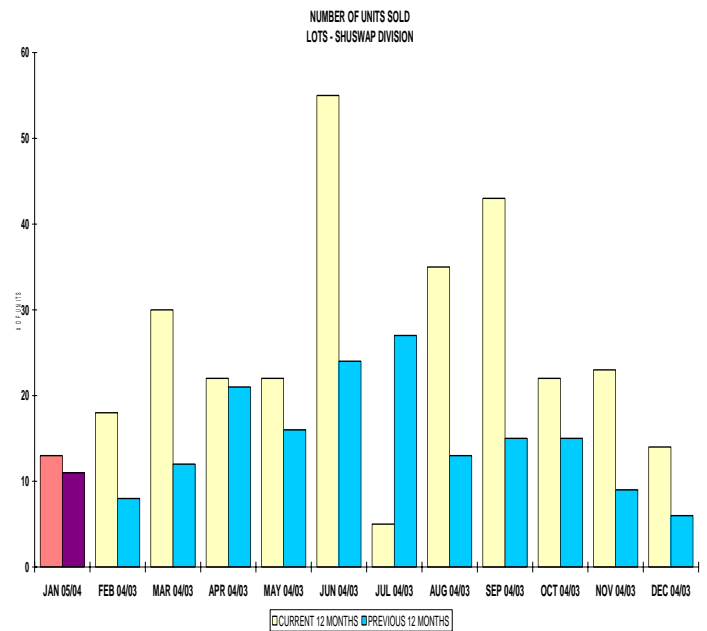
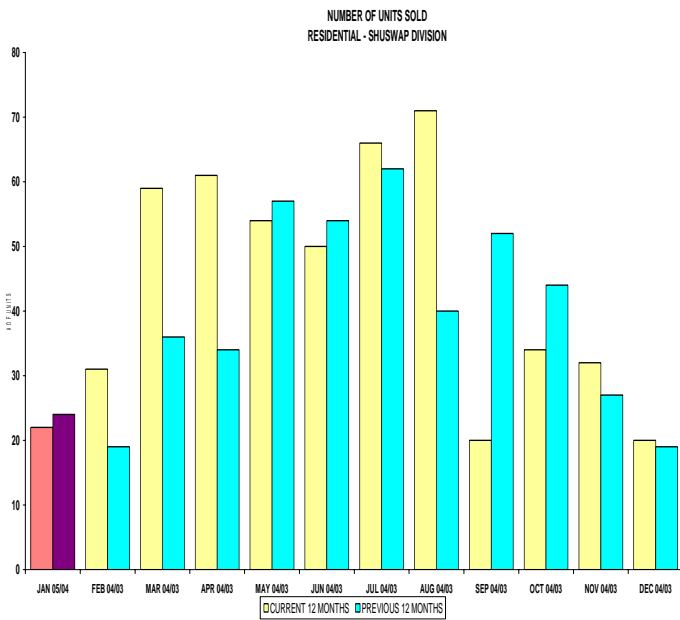
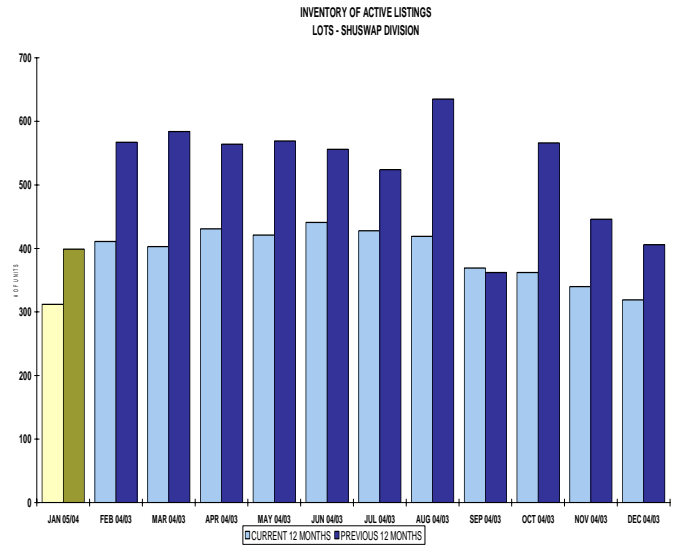
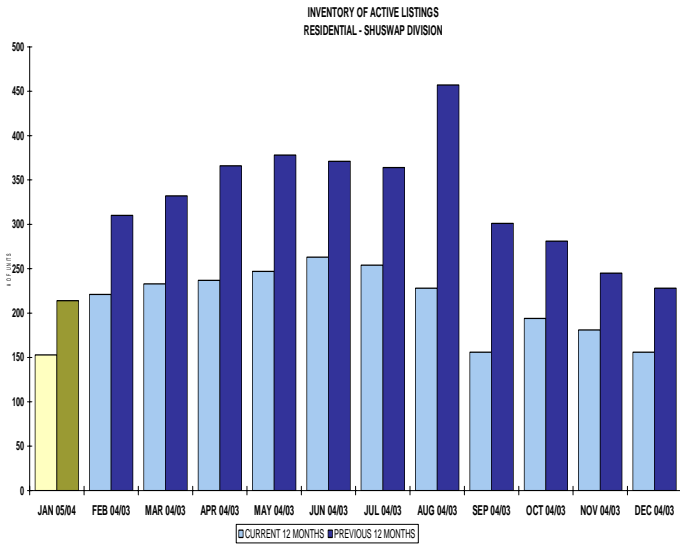
The Shuswap Zone has **88** Members. The average of listings-per-licensee is 9.6

RESIDENTIAL LISTING & SALES ACTIVITY  
SHUSWAP DIVISION (BY PRICE CATEGORY)



LOT LISTING & SALES ACTIVITY  
SHUSWAP DIVISION (BY PRICE CATEGORY)





**SHUSWAP ZONE**

**January 2005**

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	3	3	64	4.69%	139
ACREAGE/HOUSE	3	12	75	4.00%	109
LOTS	10	14	248	4.03%	204
RESIDENTIAL	22	38	153	14.38%	106
<b>AVERAGE HOUSE PRICE \$158,018</b>			<b>MEDIAN HOUSE PRICE \$165,000</b>		

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

## COMPARATIVE ACTIVITY BY ZONE

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE

### ZONE CO TOTALS

Units Listed	605	617	-1.9%	605	617	-1.9%
Units Sold	328	313	4.8%	328	313	4.8%
Sales Dollars	\$82,520,279	\$72,060,341	14.5%	\$82,520,279	\$72,060,341	14.5%
List/Sell Ratio	94.53%	95.53%		95.82%	96.00%	-0.2%
Days to Sell	78	86	-9.3%	74	82	-9.8%
Active Listings	2313	1985	16.5%			

### ZONE NO TOTALS

Units Listed	303	246	23.2%	303	246	23.2%
Units Sold	152	156	-2.6%	152	156	-2.6%
Sales Dollars	\$26,161,673	\$24,228,062	8.0%	\$26,161,673	\$24,228,062	8.0%
List/Sell Ratio	94.11%	94.61%		95.84%	94.37%	1.6%
Days to Sell	119	159	-25.2%	116	158	-26.6%
Active Listings	1139	1197	-4.8%			

### ZONE SH TOTALS

Units Listed	98	167	-41.3%	98	167	-41.3%
Units Sold	56	61	-8.2%	56	60	-6.7%
Sales Dollars	\$8,093,926	\$8,431,050	-4.0%	\$8,093,926	\$8,431,050	-4.0%
List/Sell Ratio	91.47%	91.73%		92.70%	91.86%	0.9%
Days to Sell	228	221	3.2%	197	230	-14.3%
Active Listings	834	1026	-18.7%			

### ZONE OB TOTALS

Units Listed	11	10	10.0%	16	20	-20.0%
Units Sold	3	2	100.0%	7	3	133.3%
Sales Dollars	\$998,000	\$287,500	100.0%	\$5,853,150	\$1,362,500	329.6%
List/Sell Ratio	93.98%	95.14%		95.44%	94.98%	0.5%
Days to Sell	110	107	2.8%	203	199	2.0%
Active Listings	108	117	-7.7%			

### GRAND TOTALS

Units Listed	1017	1040	-2.2%	1022	1050	-2.7%
Units Sold	539	532	1.3%	543	532	2.1%
Sales Dollars	\$117,773,878	\$105,006,953	12.2%	\$122,629,028	\$106,081,953	15.6%
List/Sell Ratio	96.15%	94.81%		96.02%	95.00%	1.1%
Days to Sell	89	132	-32.6%	105	126	-16.7%
Active Listings	4394	4325	1.6%			

# LICENSEES

	TOTAL NUMBER OF LICENSEES January 31/05	TOTAL NUMBER OF LICENSEES January 31/04	CHANGE BY NUMBER	CHANGE BY %
ALL DIVISIONS	910	801	109	13.61%
CENTRAL OK DIV.	563	506	57	11.26%
NORTH OK DIV.	258	226	32	14.16%
SHUSWAP DIV.	88	69	19	27.54%

## CURRENT MEMBERSHIP

AGENT LICENSEES	84
SALESPERSONS	756
PROPERTY MANAGEMENT	8
9:15 LICENCEE MEMBER	61
EXEMPTION MEMBER	1
<b>TOTALS</b>	<b>910</b>

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Acreage</b>						
Units Listed	3	7	-57.1%	3	7	-57.1%
Units Sold	<b>3</b>	<b>0</b>	<b>100.0%</b>	<b>3</b>	<b>0</b>	<b>100.0%</b>
Sales Dollars	\$180,000	\$0	100.0%	\$180,000	\$0	100.0%
List/Sell \$ Ratio	94.25%	0.00%		94.25%	0.00%	
Days to Sell	139	0	100.0%	139	0	100.0%
Active Inventory	64	90	-28.9%			
Average Price	\$60,000	\$0	100.0%	\$60,000	\$0	100.0%
Median Price	\$57,000	\$0	100.0%	\$57,000	\$0	100.0%
<b>Acreage with House</b>						
Units Listed	12	12	0.0%	12	12	0.0%
Units Sold	<b>3</b>	<b>3</b>	<b>0.0%</b>	<b>3</b>	<b>3</b>	<b>0.0%</b>
Sales Dollars	\$714,626	\$753,000	-5.1%	\$714,626	\$753,000	-5.1%
List/Sell \$ Ratio	99.11%	94.66%		99.11%	94.66%	
Days to Sell	109	100	9.0%	109	100	9.0%
Active Inventory	75	102	-26.5%			
Average Price	\$238,209	\$251,000	-5.1%	\$238,209	\$251,000	-5.1%
Median Price	\$210,000	\$262,000	-19.8%	\$210,000	\$262,000	-19.8%
<b>Acreage (Waterfront)</b>						
Units Listed	2	1	100.0%	2	1	100.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>
Sales Dollars	\$0	\$0	0.0%	\$0	\$0	0.0%
List/Sell \$ Ratio	0.00%	0.00%		0.00%	0.00%	
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	8	8	0.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
<b>Business</b>						
Units Listed	8	4	100.0%	8	4	100.0%
Units Sold	<b>1</b>	<b>0</b>	<b>100.0%</b>	<b>1</b>	<b>0</b>	<b>100.0%</b>
Sales Dollars	\$350,000	\$0	100.0%	\$350,000	\$0	100.0%
List/Sell \$ Ratio	87.71%	0.00%		87.71%	0.00%	
Days to Sell	271	0	100.0%	271	0	100.0%
Active Inventory	43	44	-2.3%			
Average Price	\$350,000	\$0	100.0%	\$350,000	\$0	100.0%
Median Price	\$350,000	\$0	100.0%	\$350,000	\$0	100.0%
<b>Condo (Townhouse)</b>						
Units Listed	3	4	-25.0%	3	4	-25.0%
Units Sold	<b>4</b>	<b>2</b>	<b>100.0%</b>	<b>4</b>	<b>2</b>	<b>100.0%</b>
Sales Dollars	\$507,500	\$299,250	69.6%	\$507,500	\$299,250	69.6%
List/Sell \$ Ratio	96.20%	91.18%		96.20%	91.18%	
Days to Sell	91	156	-41.7%	91	156	-41.7%
Active Inventory	32	13	146.2%			
Average Price	\$126,875	\$149,625	-15.2%	\$126,875	\$149,625	-15.2%
Median Price	\$121,000	\$149,625	-19.1%	\$121,000	\$149,625	-19.1%
<b>Condo (Apt)</b>						
Units Listed	7	0	100.0%	7	0	100.0%
Units Sold	<b>2</b>	<b>2</b>	<b>0.0%</b>	<b>2</b>	<b>2</b>	<b>0.0%</b>
Sales Dollars	\$152,000	\$348,000	-56.3%	\$152,000	\$348,000	-56.3%
List/Sell \$ Ratio	92.89%	93.24%		92.89%	93.24%	
Days to Sell	248	191	29.8%	248	191	29.8%
Active Inventory	39	42	-7.1%			
Average Price	\$76,000	\$174,000	-56.3%	\$76,000	\$174,000	-56.3%
Median Price	\$76,000	\$174,000	-56.3%	\$76,000	\$174,000	-56.3%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Duplex</b>						
Units Listed	1	1	0.0%	1	1	0.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>
Sales Dollars	\$0	\$0	0.0%	\$0	\$0	0.0%
List/Sell \$ Ratio	0.00%	0.00%		0.00%	0.00%	
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	2	5	-60.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
<b>Farms</b>						
Units Listed	2	0	100.0%	2	0	100.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>
Sales Dollars	\$0	\$0	0.0%	\$0	\$0	0.0%
List/Sell \$ Ratio	0.00%	0.00%		0.00%	0.00%	
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	10	9	11.1%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
<b>IC&amp;I</b>						
Units Listed	3	5	-40.0%	3	5	-40.0%
Units Sold	<b>2</b>	<b>3</b>	<b>-33.3%</b>	<b>2</b>	<b>3</b>	<b>-33.3%</b>
Sales Dollars	\$1,320,000	\$580,000	100.0%	\$1,320,000	\$580,000	127.6%
List/Sell \$ Ratio	91.13%	92.54%		91.13%	92.54%	
Days to Sell	364	283	100.0%	364	283	28.6%
Active Inventory	36	32	12.5%			
Average Price	\$660,000	\$193,333	241.4%	\$660,000	\$193,333	241.4%
Median Price	\$660,000	\$200,000	230.0%	\$660,000	\$200,000	230.0%
<b>IC&amp;I Land</b>						
Units Listed	1	3	-66.7%	1	3	-66.7%
Units Sold	<b>0</b>	<b>2</b>	<b>-100.0%</b>	<b>0</b>	<b>2</b>	<b>-100.0%</b>
Sales Dollars	\$0	\$1,415,000	-100.0%	\$0	\$1,415,000	-100.0%
List/Sell \$ Ratio	0.00%	92.48%		0.00%	92.48%	
Days to Sell	0	363	-100.0%	0	363	-100.0%
Active Inventory	29	35	-17.1%			
Average Price	\$0	\$707,500	-100.0%	\$0	\$707,500	-100.0%
Median Price	\$0	\$707,500	-100.0%	\$0	\$707,500	-100.0%
<b>Lots</b>						
Units Listed	11	69	-84.1%	11	69	-84.1%
Units Sold	<b>10</b>	<b>10</b>	<b>0.0%</b>	<b>10</b>	<b>10</b>	<b>0.0%</b>
Sales Dollars	\$437,400	\$491,650	-11.0%	\$437,400	\$491,650	-11.0%
List/Sell \$ Ratio	95.62%	91.59%		95.62%	91.59%	
Days to Sell	204	146	39.7%	204	146	39.7%
Active Inventory	226	282	-19.9%			
Average Price	\$43,740	\$49,165	-11.0%	\$43,740	\$49,165	-11.0%
Median Price	\$40,950	\$46,625	-12.2%	\$40,950	\$46,625	-12.2%
<b>Leases</b>						
Units Listed	3	2	50.0%	3	2	50.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>
Sales Dollars	\$0	\$0	0.0%	\$0	\$0	0.0%
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	12	14	-14.3%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Lots (Waterfront)</b>						
Units Listed	1	1	0.0%	1	1	0.0%
Units Sold	<b>0</b>	<b>2</b>	<b>-100.0%</b>	<b>0</b>	<b>1</b>	<b>-100.0%</b>
Sales Dollars	\$0	\$201,000	<b>-100.0%</b>	\$0	\$201,000	-100.0%
List/Sell \$ Ratio	0.00%	64.09%		0.00%	64.09%	
Days to Sell	0	1574	-100.0%	0	1574	-100.0%
Active Inventory	14	19	-26.3%			
Average Price	\$0	\$100,500	-100.0%	\$0	\$201,000	-100.0%
Median Price	\$0	\$100,500	-100.0%	\$0	\$100,500	-100.0%
<b>Multi-Family</b>						
Units Listed	1	0	100.0%	1	0	100.0%
Units Sold	<b>1</b>	<b>0</b>	<b>100.0%</b>	<b>1</b>	<b>0</b>	<b>100.0%</b>
Sales Dollars	\$339,500	\$0	100.0%	\$339,500	\$0	100.0%
List/Sell \$ Ratio	100.00%	0.00%		100.00%	0.00%	
Days to Sell	193	0	100.0%	193	0	100.0%
Active Inventory	11	4	175.0%			
Average Price	\$339,500	\$0	100.0%	\$339,500	\$0	100.0%
Median Price	\$339,500	\$0	100.0%	\$339,500	\$0	100.0%
<b>Mobile Homes</b>						
Units Listed	4	9	-55.6%	4	9	-55.6%
Units Sold	<b>6</b>	<b>8</b>	<b>-25.0%</b>	<b>6</b>	<b>8</b>	<b>-25.0%</b>
Sales Dollars	\$181,500	\$233,500	-22.3%	\$181,500	\$233,500	-22.3%
List/Sell \$ Ratio	81.79%	82.74%		81.79%	82.74%	
Days to Sell	116	121	-4.1%	116	121	164.0%
Active Inventory	52	58	-10.3%			
Average Price	\$30,250	\$29,188	3.6%	\$30,250	\$29,188	3.6%
Median Price	\$29,500	\$30,750	-4.1%	\$29,500	\$30,750	-4.1%
<b>Recreational Property</b>						
Units Listed	0	1	-100.0%	0	1	-100.0%
Units Sold	<b>1</b>	<b>1</b>	0.0%	<b>1</b>	<b>1</b>	<b>0.0%</b>
Sales Dollars	\$70,000	\$36,000	94.4%	\$70,000	\$36,000	94.4%
List/Sell \$ Ratio	90.32%	0.00%		90.32%	0.00%	
Days to Sell	52	787	-93.4%	52	787	-93.4%
Active Inventory	7	0	100.0%			
Average Price	\$70,000	\$36,000	94.4%	\$70,000	\$36,000	94.4%
Median Price	\$70,000	\$36,000	94.4%	\$70,000	\$36,000	94.4%
<b>Residential</b>						
Units Listed	38	42	-9.5%	38	42	-9.5%
Units Sold	<b>22</b>	<b>25</b>	<b>-12.0%</b>	<b>22</b>	<b>25</b>	<b>-12.0%</b>
Sales Dollars	\$3,476,400	\$3,389,400	2.6%	\$3,476,400	\$3,389,400	2.6%
List/Sell \$ Ratio	92.19%	93.68%		92.19%	93.68%	
Days to Sell	106	129	-17.8%	106	129	-17.8%
Active Inventory	153	214	-28.5%			
Average Price	\$158,018	\$135,576	16.6%	\$158,018	\$135,576	16.6%
Median Price	\$165,000	\$156,000	5.8%	\$165,000	\$156,000	5.8%
<b>Residential (Waterfront)</b>						
Units Listed	4	6	-33.3%	4	6	-33.3%
Units Sold	<b>1</b>	<b>3</b>	<b>-66.7%</b>	<b>1</b>	<b>3</b>	<b>-66.7%</b>
Sales Dollars	\$365,000	\$684,250	-46.7%	\$365,000	\$684,250	-46.7%
List/Sell \$ Ratio	0.00%	92.43%		0.00%	92.43%	
Days to Sell	0	47	-100.0%	0	47	-100.0%
Active Inventory	21	55	-61.8%			
Average Price	\$365,000	\$228,083	60.0%	\$365,000	\$228,083	60.0%
Median Price	\$365,000	\$296,250	23.2%	\$365,000	\$296,250	23.2%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Timeshares</b>						
Units Listed	0	0	0.0%	0	0	0.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>
Sales Dollars	\$0	\$0	0.0%	\$0	\$0	0.0%
List/Sell Ratio	0.00%	0.00%		0.00%	0.00%	
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	0	0	0.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
<b>SHUSWAP DIVISION - TOTALS</b>						
Units Listed	104	167	-37.7%	104	167	-37.7%
Units Sold	<b>56</b>	<b>61</b>	<b>-8.2%</b>	<b>56</b>	<b>60</b>	<b>-6.7%</b>
Sales Dollars	\$8,093,926	\$8,431,050	-4.0%	\$8,093,926	\$8,431,050	-4.0%
List/Sell Ratio	91.47%	91.73%		92.70%	91.86%	
Days to Sell	228	221	3.2%	197	230	-14.3%
Active Inventory	834	1026	-18.7%			

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 150000	8	8	8	8
150001 to 180000	2	2	3	3
180001 to 210000	2	2	6	6
210001 to 240000	5	5	3	3
240001 to 270000	3	3	0	0
270001 to 300000	6	6	1	1
300001 to 330000	2	2	0	0
330001 to 360000	1	1	0	0
360001 to 390000	1	1	0	0
390001 to 420000	1	1	0	0
420001 to 450000	0	0	0	0
450001 to 480000	1	1	0	0
480001 and over	0	0	0	0
<b>Totals</b>	<b>32</b>	<b>32</b>	<b>21</b>	<b>21</b>

Shuswap Division Lot Listing/Sales Analysis

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 40000	4	4	5	5
40001 to 60000	4	4	5	5
60001 to 80000	2	2	2	2
80001 to 100000	1	1	0	0
100001 to 120000	2	2	0	0
120001 to 140000	0	0	0	0
140001 to 160000	0	0	0	0
160001 and over	4	4	0	0
<b>Totals</b>	<b>17</b>	<b>17</b>	<b>12</b>	<b>12</b>