

SHUSWAP DIVISION
MONTHLY STATISTICS

FOR

January 1 - 31, 2003

SHUSWAP DIVISION

STAT - O - GRAM

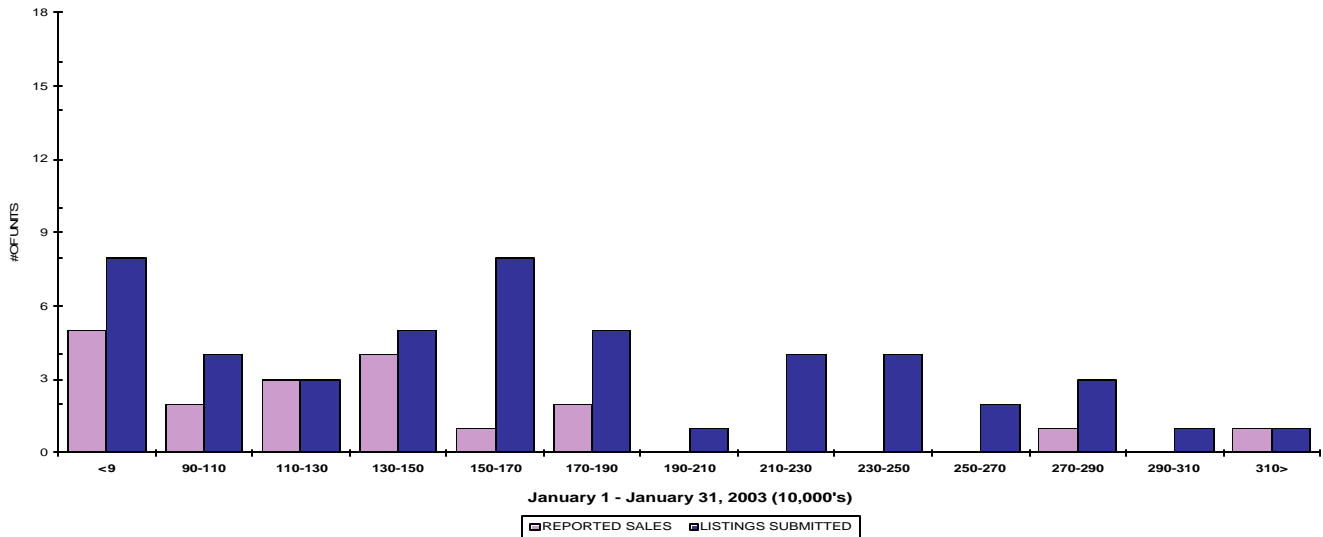
January 2003

QUICK SUMMARY

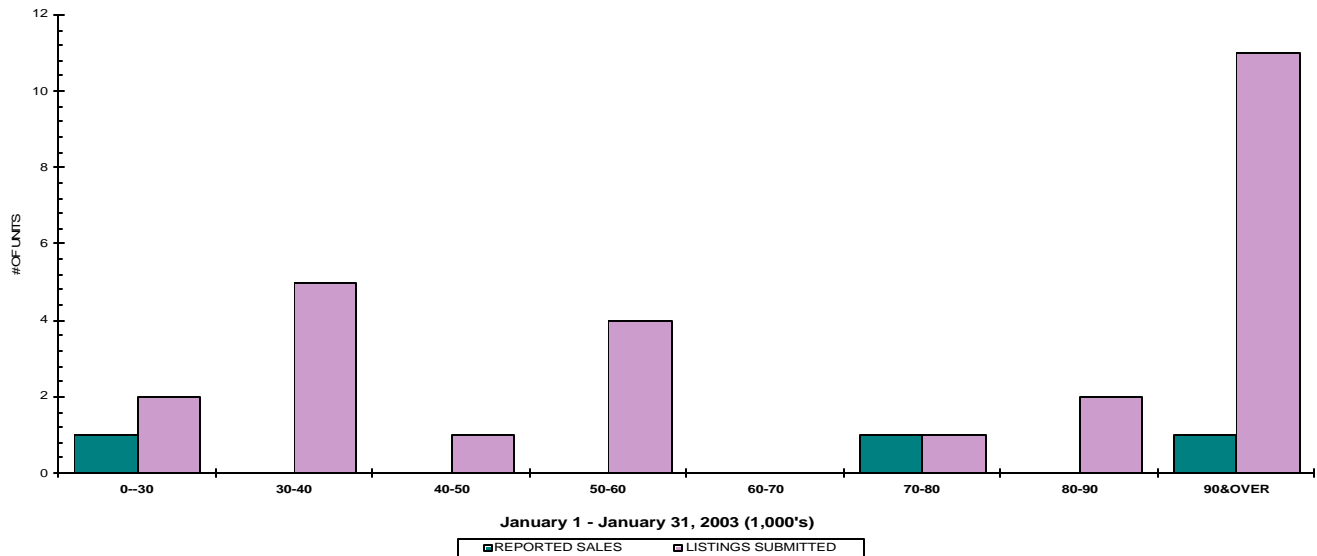
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	# of Units	\$ Value	# of Units	\$ Value	Listings Taken	Inventory
January 2003	42	\$5,894,691	19	\$2,772,500	141	1,314
December 2002	50	\$6,134,767	22	\$3,278,700	82	1,328
January 2002	38	\$6,569,151	13	\$1,775,400	144	1,537

The average of listings-per-licensee is 20.2

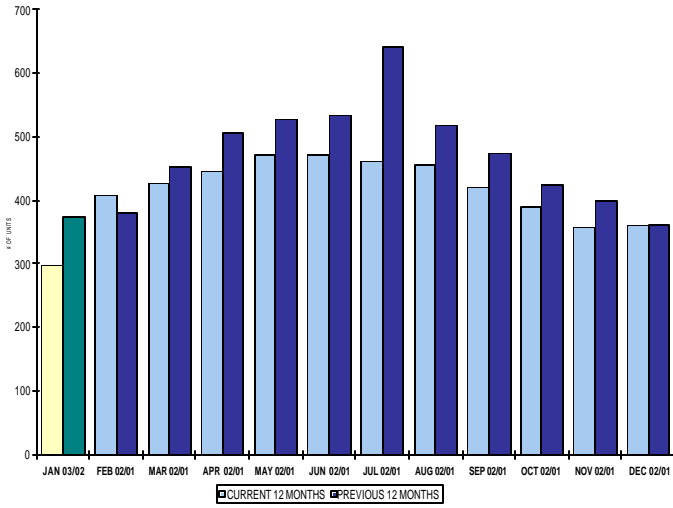
RESIDENTIAL LISTING & SALES ACTIVITY
SHUSWAP DIVISION (BY PRICE CATEGORY)



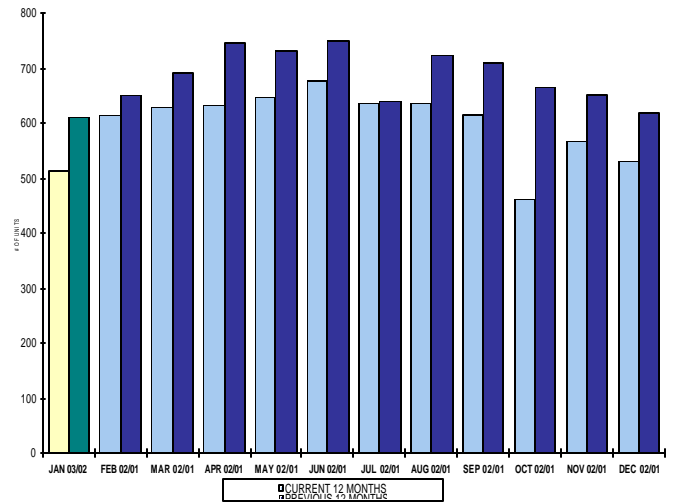
LOT LISTING & SALES ACTIVITY
SHUSWAP DIVISION (BY PRICE CATEGORY)



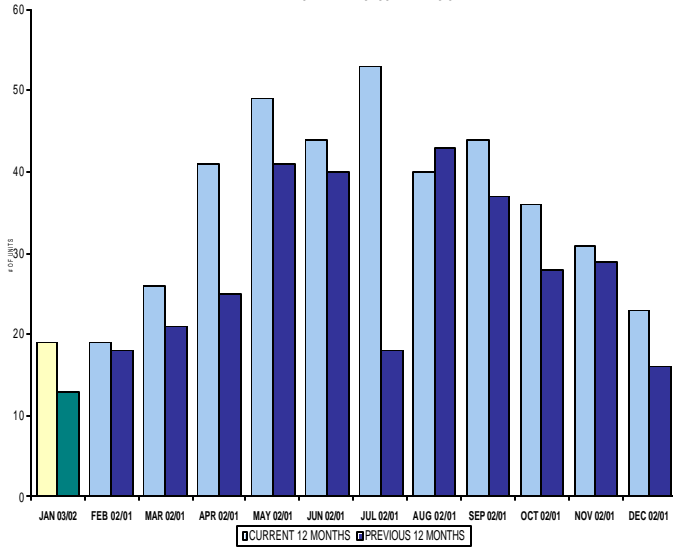
INVENTORY OF ACTIVE LISTINGS
RESIDENTIAL - SHUSWAP DIVISION



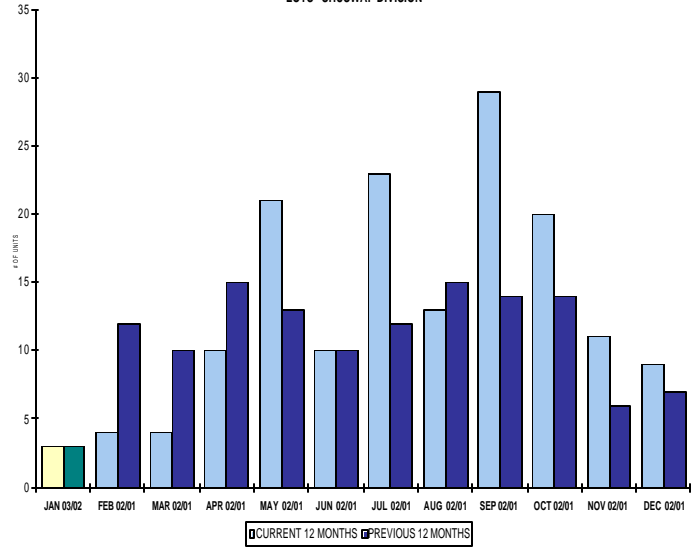
INVENTORY OF ACTIVE LISTINGS
LOTS - SHUSWAP DIVISION



NUMBER OF UNITS SOLD
RESIDENTIAL - SHUSWAP DIVISION



NUMBER OF UNITS SOLD
LOTS - SHUSWAP DIVISION



SHUSWAP DIVISION

January 2003

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	1	7	102	0.98%	15
ACREAGE/HOUSE	8	16	131	6.11%	148
LOTS	2	19	412	0.49%	67
RESIDENTIAL	19	49	298	6.38%	146
AVERAGE HOUSE PRICE \$145,921			MEDIAN HOUSE PRICE \$127,000		

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

**COMPARATIVE ACTIVITY BY ZONE AS AT
January 31, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ZONE CO TOTALS						
Units Listed	650	655	-0.8%	650	655	-0.8%
Units Sold	310	283	9.5%	310	283	9.5%
Sales Dollars	59417432	51297076	15.8%	59417432	51297076	15.8%
Price Ratio	93.49	91.84		93.49	91.84	
Days to Sell	125	138	-9.4%	125	138	-9.4%
Active Listings	2280					
ZONE NO TOTALS						
Units Listed	300	286	4.9%	300	286	4.9%
Units Sold	113	93	21.5%	113	93	21.5%
Sales Dollars	18683629	13355600	39.9%	18683629	13355600	39.9%
Price Ratio	93.58	90.07		93.58	90.07	
Days to Sell	176	179	-1.7%	176	179	-1.7%
Active Listings	1613					
ZONE SH TOTALS						
Units Listed	141	147	-4.1%	141	147	-4.1%
Units Sold	42	37	13.5%	42	37	13.5%
Sales Dollars	5894691	6541951	-9.9%	5894691	6539251	-9.9%
Price Ratio	90.6	89.16		90.6	89.16	
Days to Sell	248	198	25.3%	248	198	25.3%
Active Listings	1314					
ZONE OB TOTALS						
Units Listed	13	15	-13.3%	13	15	-13.3%
Units Sold	5	0		5	0	
Sales Dollars	2326800	0		2326800	0	
Price Ratio	0	89.24		0.00	89.24	
Days to Sell	0	194	-100.0%	0	194	-100.0%
Active Listings	132					
GRAND TOTALS						
Units Listed	1104	1103	0.1%	1104	1103	0.1%
Units Sold	470	413	13.8%	470	413	13.8%
Sales Dollars	86322552	71194627	21.2%	86322552	71191927	21.3%
Price Ratio	93.23	90.97		93.23	90.97	
Days to Sell	147	158	-7.0%	147	158	-7.0%
Active Listings	5339					

LICENSEES
January 31, 2002

	TOTAL NUMBER OF LICENSEES January 31/03	TOTAL NUMBER OF LICENSEES January 31/02	CHANGE BY NUMBER	CHANGE BY %
ALL DIVISIONS	722	666	56	8.41%
CENTRAL OK DIV.	468	423	45	10.64%
NORTH OK DIV.	189	176	13	7.39%
SHUSWAP DIV.	65	67	-2	-2.99%
CURRENT MEMBERSHIP				
AGENT LICENSEES	71			
SALESPERSONS	579			
PROPERTY MANAGEMENT	9			
9:15 LICENCEE MEMBER	62			
EXEMPTION MEMBER	1			
TOTALS	722			

COMPARATIVE ACTIVITY BY PROPERTY TYPE

January 31, 2003

SHUSWAP

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage							
	UNITS LISTED	7	4	75.0%	7	4	75.0%
	UNITS SOLD	1	1	0.0%	1	1	0.0%
	SALES DOLLARS	235000	142500	64.9%	235000	142500	64.9%
	PRICE RATIO	95.91	83.87		95.91	83.87	
	DAYS TO SELL	15	263	-94.3%	15	263	-94.3%
	ACTIVE INVENTORY	102					
	AVERAGE PRICE	\$235,000	\$142,500	64.9%	\$235,000	\$142,500	64.9%
	MEDIAN PRICE	\$235,000	\$142,500	64.9%	\$235,000	\$142,500	64.9%
Acreage with House							
	UNITS LISTED	16	11	45.5%	16	11	45.5%
	UNITS SOLD	8	7	14.3%	8	7	14.3%
	SALES DOLLARS	1653500	1844500	-10.4%	1653500	1844500	-10.4%
	PRICE RATIO	89.38	89.64		89.38	89.64	
	DAYS TO SELL	148	247	-40.1%	148	247	-40.1%
	ACTIVE INVENTORY	131					
	AVERAGE PRICE	\$206,688	\$263,500	-21.6%	\$206,688	\$263,500	-21.6%
	MEDIAN PRICE	\$212,200	\$240,900	-11.9%	\$212,200	\$240,900	-11.9%
Acreage (Waterfront)							
	UNITS LISTED	0	0	0.0%	0	0	0.0%
	UNITS SOLD	0	1	-100.0%	0	1	-100.0%
	SALES DOLLARS	0	420000	-100.0%	0	420000	-100.0%
	PRICE RATIO	0.00	84.84		0.00	84.84	
	DAYS TO SELL	0	145	-100.0%	0	145	-100.0%
	ACTIVE INVENTORY	8					
	AVERAGE PRICE	\$0	\$420,000	-100.0%	\$0	\$420,000	-100.0%
	MEDIAN PRICE	\$0	\$420,000	-100.0%	\$0	\$420,000	-100.0%
Business							
	UNITS LISTED	6	6	0.0%	6	6	0.0%
	UNITS SOLD	2	0	100.0%	2	0	100.0%
	SALES DOLLARS	87500	0	100.0%	87500	0	100.0%
	PRICE RATIO	57.99	0.00		57.99	0.00	
	DAYS TO SELL	300	0	100.0%	300	0	100.0%
	ACTIVE INVENTORY	65					
	AVERAGE PRICE	\$43,750	\$0	100.0%	\$43,750	\$0	100.0%
	MEDIAN PRICE	\$43,750	\$0	100.0%	\$43,750	\$0	100.0%
Condo (Townhouse)							
	UNITS LISTED	4	5	-20.0%	4	5	-20.0%
	UNITS SOLD	3	0	100.0%	3	0	100.0%
	SALES DOLLARS	373400	0	100.0%	373400	0	100.0%
	PRICE RATIO	96.88	0	100.0%	96.88	0	100.0%
	DAYS TO SELL	292	0	100.0%	292	0	100.0%
	ACTIVE INVENTORY	21					
	AVERAGE PRICE	\$124,467	\$0	100.0%	\$124,467	\$0	100.0%
	MEDIAN PRICE	\$132,900	\$0	100.0%	\$132,900	\$0	100.0%

COMPARATIVE ACTIVITY BY PROPERTY TYPE
January 31, 2003
SHUSWAP

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Condo (Apt)							
	UNITS LISTED	5	8	-37.5%	5	8	-37.5%
	UNITS SOLD	1	4	-75.0%	1	4	-75.0%
	SALES DOLLARS	95000	323000	-70.6%	95000	320300	-70.3%
	PRICE RATIO	96.05	99.81		96.05	99.81	
	DAYS TO SELL	137	206	-33.5%	137	206	-33.5%
	ACTIVE INVENTORY	36					
	AVERAGE PRICE	\$95,000	\$80,750	17.6%	\$95,000	\$80,075	18.6%
	MEDIAN PRICE	\$95,000	\$76,900	23.5%	\$95,000	\$76,900	23.5%
Duplex							
	UNITS LISTED	0	1	-100.0%	0	1	-100.0%
	UNITS SOLD	0	0	0.0%	0	0	0.0%
	SALES DOLLARS	0	0	0.0%	0	0	0.0%
	PRICE RATIO	0.00	0.00		0.00	0.00	
	DAYS TO SELL	0	0	0.0%	0	0	0.0%
	ACTIVE INVENTORY	5					
	AVERAGE PRICE	\$0	\$0	0.0%	\$0	\$0	0.0%
	MEDIAN PRICE	\$0	\$0	0.0%	\$0	\$0	0.0%
Farms							
	UNITS LISTED	1	1	0.0%	1	1	0.0%
	UNITS SOLD	0	0	0.0%	0	0	0.0%
	SALES DOLLARS	\$0	\$0	0.0%	\$0	\$0	0.0%
	PRICE RATIO	0.00	0.00		0.00	0.00	
	DAYS TO SELL	0	0	0.0%	0	0	0.0%
	ACTIVE INVENTORY	12					
	AVERAGE PRICE	\$0	\$0	0.0%	\$0	\$0	0.0%
	MEDIAN PRICE	\$0	\$0	0.0%	\$0	\$0	0.0%
IC&I							
	UNITS LISTED	3	4	-25.0%	3	4	-25.0%
	UNITS SOLD	0	1	-100.0%	0	1	-100.0%
	SALES DOLLARS	0	103050	-100.0%	0	103050	-100.0%
	PRICE RATIO	0.00	103.05		0	103.05	
	DAYS TO SELL	0	0	-100.0%	0	10	
	ACTIVE INVENTORY	22					
	AVERAGE PRICE	\$0	\$103,050	-100.0%	\$0	\$103,050	-100.0%
	MEDIAN PRICE	\$0	\$103,050	-100.0%	\$0	\$103,050	-100.0%
IC&I Land							
	UNITS LISTED	7	3	133.3%	7	3	133.3%
	UNITS SOLD	2	2	0.0%	2	2	0.0%
	SALES DOLLARS	265500	328500	-19.2%	265500	328500	-19.2%
	PRICE RATIO	78.14	95.05		78.14	95.05	
	DAYS TO SELL	283	528	-46.4%	283	528	-46.4%
	ACTIVE INVENTORY	54					
	AVERAGE PRICE	\$132,750	\$164,250	-19.2%	\$132,750	\$164,250	-19.2%
	MEDIAN PRICE	\$132,750	\$164,250	-19.2%	\$132,750	\$164,250	-19.2%

COMPARATIVE ACTIVITY BY PROPERTY TYPE

January 31, 2003

SHUSWAP

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots							
	UNITS LISTED	11	19	-42.1%	11	19	-42.1%
	UNITS SOLD	2	1	100.0%	2	1	100.0%
	SALES DOLLARS	90000	65000	38.5%	90000	65000	38.5%
	PRICE RATIO	94.31	86.78		94.31	86.78	
	DAYS TO SELL	67	429	-84.4%	67	429	-84.4%
	ACTIVE INVENTORY	365					
	AVERAGE PRICE	\$45,000	\$65,000	-30.8%	\$45,000	\$65,000	-30.8%
	MEDIAN PRICE	\$45,000	\$65,000	-30.8%	\$45,000	\$65,000	-30.8%
Leases							
	UNITS LISTED	7	0	100.0%	7	0	100.0%
	UNITS SOLD	1	1	0.0%	1	1	0.0%
	SALES DOLLARS	6291	1	629000.0%	6291	1	629000.0%
	PRICE RATIO	0.00	100.00		0.00	100.00	
	DAYS TO SELL	683	626	9.1%	683	626	9.1%
	ACTIVE INVENTORY	19					
	AVERAGE PRICE	\$6,291	\$1	629000.0%	\$6,291	\$1	629000.0%
	MEDIAN PRICE	\$6,291	\$1	629000.0%	\$6,291	\$1	629000.0%
Lots (Waterfront)							
	UNITS LISTED	8	1	700.0%	8	1	700.0%
	UNITS SOLD	0	0	0.0%	0	0	0.0%
	SALES DOLLARS	0	0	0.0%	0	0	0.0%
	PRICE RATIO	0.00	0.00		0.00	0.00	
	DAYS TO SELL	0	0	0.0%	0	0	0.0%
	ACTIVE INVENTORY	39					
	AVERAGE PRICE	\$0	\$0	0.0%	\$0	\$0	0.0%
	MEDIAN PRICE	\$0	\$0	0.0%	\$0	\$0	0.0%
Multi-Family							
	UNITS LISTED	0	3	-100.0%	0	3	-100.0%
	UNITS SOLD	0	0	0.0%	0	0	0.0%
	SALES DOLLARS	0	0	0.0%	0	0	0.0%
	PRICE RATIO	0.00	0.00		0.00	0.00	
	DAYS TO SELL	0	0	0.0%	0	0	
	ACTIVE INVENTORY	10					
	AVERAGE PRICE	\$0	\$0	0.0%	\$0	\$0	0.0%
	MEDIAN PRICE	\$0	\$0	0.0%	\$0	\$0	0.0%
Mobile Homes							
	UNITS LISTED	16	10	60.0%	16	10	60.0%
	UNITS SOLD	1	1	0.0%	1	1	0.0%
	SALES DOLLARS	10000	47500	-78.9%	10000	47500	-78.9%
	PRICE RATIO	84.03	67.95		84.03	67.95	
	DAYS TO SELL	95	103	-7.8%	95	103	-7.8%
	ACTIVE INVENTORY	73					
	AVERAGE PRICE	\$10,000	\$47,500	-78.9%	\$10,000	\$47,500	-78.9%
	MEDIAN PRICE	\$10,000	\$47,500	-78.9%	\$10,000	\$47,500	-78.9%

COMPARATIVE ACTIVITY BY PROPERTY TYPE

January 31, 2003

SHUSWAP

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Residential							
	UNITS LISTED	49	65	-24.6%	49	65	-24.6%
	UNITS SOLD	19	13	46.2%	19	13	46.2%
	SALES DOLLARS	2772500	1775400	56.2%	2772500	1775400	56.2%
	PRICE RATIO	91.59	89.58		91.59	89.58	
	DAYS TO SELL	146	201	-27.4%	146	201	-27.4%
	ACTIVE INVENTORY	298					
	AVERAGE PRICE	\$145,921	\$136,569	6.8%	\$145,921	\$136,569	6.8%
	MEDIAN PRICE	\$127,000	\$145,000	-12.4%	\$127,000	\$145,000	-12.4%
Residential (Waterfront)							
	UNITS LISTED	1	6	-83.3%	1	6	-83.3%
	UNITS SOLD	2	5	-60.0%	2	5	-60.0%
	SALES DOLLARS	306000	1492500	-79.5%	306000	1492500	-79.5%
	PRICE RATIO	94.36	86.60		94.36	86.60	
	DAYS TO SELL	144	298	-51.7%	144	298	-51.7%
	ACTIVE INVENTORY	54					
	AVERAGE PRICE	\$153,000	\$298,500	-48.7%	\$153,000	\$298,500	-48.7%
	MEDIAN PRICE	\$153,000	\$300,000	-49.0%	\$153,000	\$300,000	-49.0%
SHUSWAP TOTALS							
	UNITS LISTED	141	147	-4.1%	141	147	-4.1%
	UNITS SOLD	42	37	13.5%	42	37	13.5%
	SALES DOLLARS	5894691	6541951	-9.9%	5894691	6539251	-9.9%
	PRICE RATIO	90.60	89.16		90.60	89.16	
	DAYS TO SELL	248	198	25.3%	248	198	25.3%
	ACTIVE INVENTORY	1314	0				

RESIDENTIAL LISTING / SALES ANALYSIS

January 31, 2003

SHUSWAP

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 90000	8	8	5	5
90001 to 110000	4	4	2	2
110001 to 130000	3	3	3	3
130001 to 150000	5	5	4	4
150001 to 170000	8	8	1	1
170001 to 190000	5	5	2	2
190001 to 210000	1	1	0	0
210001 to 230000	4	4	0	0
230001 to 250000	4	4	0	0
250001 to 270000	2	2	0	0
270001 to 290000	3	3	1	1
290001 to 310000	1	1	0	0
310001 and over	1	1	1	1
	49	49	19	19

LOT LISTING / SALES ANALYSIS

January 31, 2003

SHUSWAP

	Mthly Listings	YTD Listings		Mthly Sales	YTD Sales
Range	Total	Total		Total	Total
0 to 30000	2	2		1	1
30001 to 40000	5	5		0	0
40001 to 50000	1	1		0	0
50001 to 60000	4	4		0	0
60001 to 70000	0	0		0	0
70001 to 80000	1	1		1	1
80001 to 90000	2	2		0	0
90001 and over	11	11		1	1
	26	26		3	3