

SHUSWAP DIVISION

MONTHLY STATISTICS

FOR

February 1 - 28, 2002

SHUSWAP DIVISION

STAT - O - GRAM

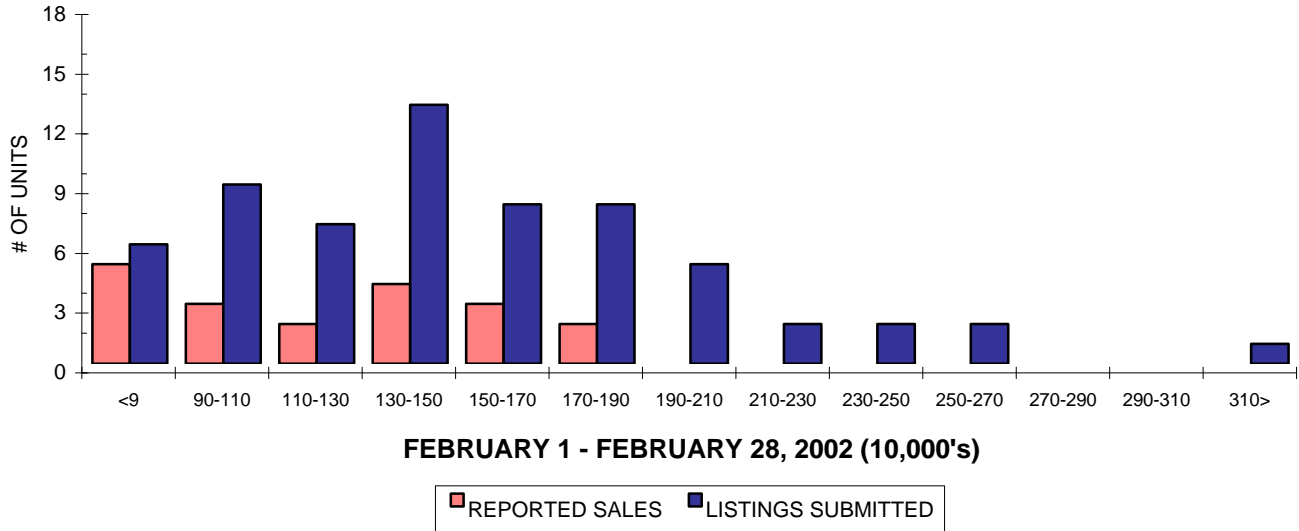
February 2002

QUICK SUMMARY

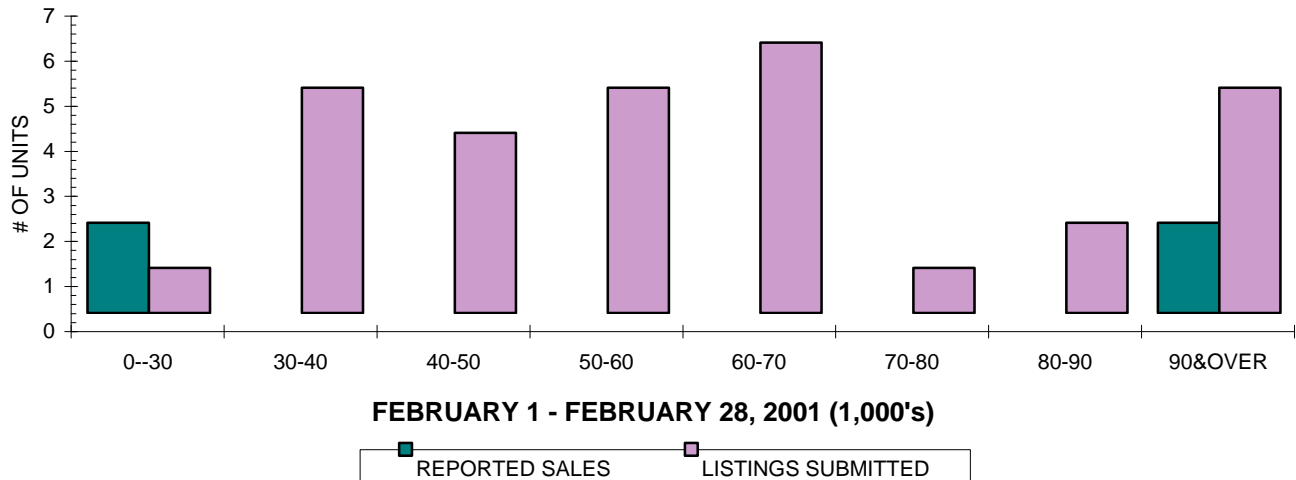
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	<u># of Units</u>	<u>\$ Value</u>	<u># of Units</u>	<u>\$ Value</u>	<u>Listings Taken</u>	<u>Inventory</u>
February 2002	39	\$5,736,211	19	\$2,343,760	146	1,586
January 2002	38	\$6,569,151	13	\$1,775,400	144	1,537
February 2001	41	\$5,241,600	19	\$2,320,800	171	1,669

The average of listings-per-licensee is 23.6

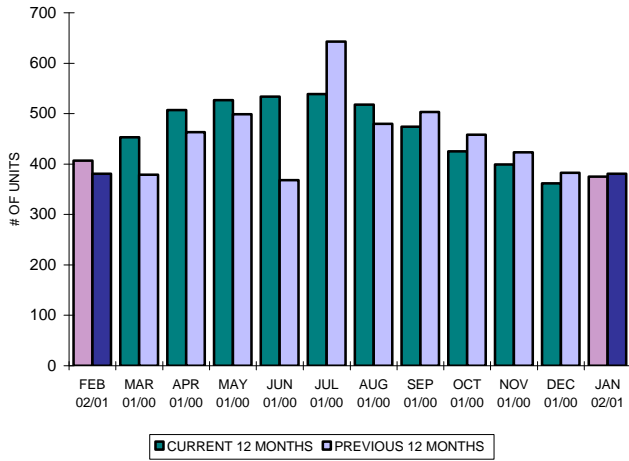
RESIDENTIAL LISTING & SALES ACTIVITY SHUSWAP DIVISION (BY PRICE CATEGORY)



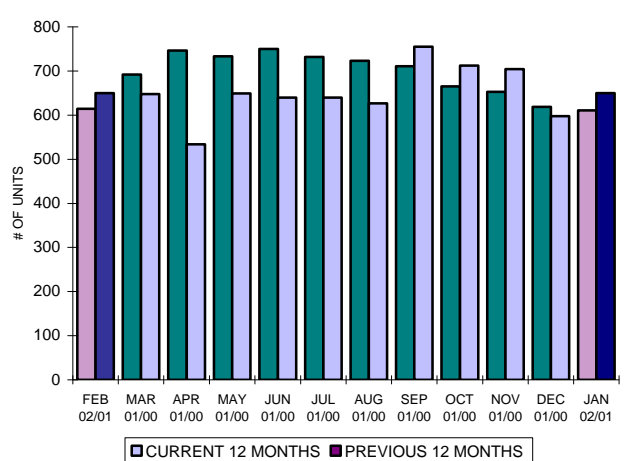
LOT LISTING & SALES ACTIVITY SHUSWAP DIVISION (BY PRICE CATEGORY)



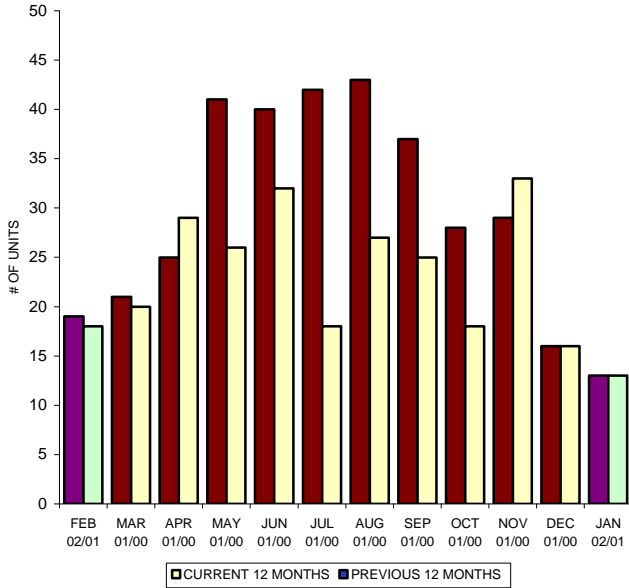
**INVENTORY OF ACTIVE LISTINGS
RESIDENTIAL - SHUSWAP DIVISION**



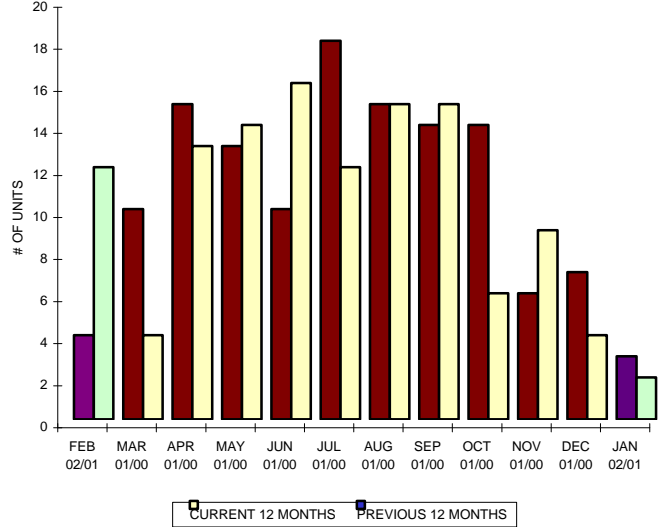
**INVENTORY OF ACTIVE LISTINGS
LOTS - SHUSWAP DIVISION**



**NUMBER OF UNITS SOLD
RESIDENTIAL - SHUSWAP DIVISION**



**NUMBER OF UNITS SOLD
LOTS - SHUSWAP DIVISION**



SHUSWAP DIVISION

February 2002

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	0	11	97	0.00%	0
ACREAGE/HOUSE	5	14	144	3.47%	165
LOTS	4	18	517	0.77%	830
RESIDENTIAL	19	63	407	4.67%	102
AVERAGE HOUSE PRICE \$123,356			MEDIAN HOUSE PRICE \$120,000		

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

**COMPARATIVE ACTIVITY BY ZONE AS AT
February 28, 2002**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ZONE CO TOTALS						
Units Listed	661	550	20.2%	1324	1174	12.8%
Units Sold	408	230	77.4%	693	369	87.8%
Sales Dollars	69676931	42736650	63.0%	121578961	62677106	94.0%
Price Ratio	94.35	93.40		94	92.82	
Days to Sell	110	113	-2.7%	116	122	-4.9%
Active Listings	2792	3148	-11.3%			
ZONE NO TOTALS						
Units Listed	263	285	-7.7%	551	536	2.8%
Units Sold	133	85	56.5%	226	148	52.7%
Sales Dollars	19776621	10524423	87.9%	33132221	20023674	65.5%
Price Ratio	92.70	89.81		93.06	89.92	
Days to Sell	149	182	-18.1%	161	181	-11.0%
Active Listings	1968	1873	5.1%			
ZONE SH TOTALS						
Units Listed	146	169	-13.6%	291	288	1.0%
Units Sold	39	40	-2.5%	77	71	8.5%
Sales Dollars	5736211	5081600	12.9%	12305361	9618235	27.9%
Price Ratio	89.16	88.72		89.87	88.91	
Days to Sell	197	198	-0.5%	222	198	12.1%
Active Listings	1586	1581	0.3%			
ZONE OB TOTALS						
Units Listed	35	20	75.0%	51	39	30.8%
Units Sold	2	1	100.0%	2	3	-33.3%
Sales Dollars	1021000	300000	240.3%	1021000	1640000	-37.7%
Price Ratio	93.35	0		93.35	89.24	
Days to Sell	103	0	100.0%	103	194	-46.9%
Active Listings	146	117	24.8%			
GRAND TOTALS						
Units Listed	1105	1024	7.9%	2217	2037	8.8%
Units Sold	582	356	63.5%	998	591	68.9%
Sales Dollars	96210763	58642673	64.1%	168037543	93959015	78.8%
Price Ratio	93.62	92.01		93.46	91.59	
Days to Sell	125	139	-10.1%	134	146	-8.2%
Active Listings	6492	6719	-3.4%			

LICENSEES
January 31, 2002

	TOTAL NUMBER OF LICENSEES	TOTAL NUMBER OF LICENSEES	CHANGE BY NUMBER	CHANGE BY %
	February 28/02	February 28/01		
ALL DIVISIONS	665	669	-4	-0.60%
CENTRAL OK DIV.	424	424	0	0.00%
NORTH OK DIV.	175	174	1	0.57%
SHUSWAP DIV.	67	71	-4	-5.63%
CURRENT MEMBERSHIP				
AGENT LICENSEES	74			
SALESPERSONS	523			
PROPERTY MANAGEMENT	9			
9:15 LICENCEE MEMBER	57			
EXEMPTION MEMBER	2			
TOTALS	665			

COMPARATIVE ACTIVITY BY PROPERTY TYPE

February 28, 2002

SHUSWAP

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage							
	UNITS LISTED	11	15	-26.7%	16	23	-30.4%
	UNITS SOLD	0	1	-100.0%	1	2	-50.0%
	SALES DOLLARS	0	41500	-100.0%	142500	85500	66.7%
	PRICE RATIO	0.00	83.16		83.87	80.24	
	DAYS TO SELL	0	243	-100.0%	263	276	-4.7%
	ACTIVE INVENTORY	97	103	-5.8%			
	AVERAGE PRICE	\$0	\$41,500	-100.0%	\$142,500	\$42,750	233.3%
	MEDIAN PRICE	\$0	\$41,500	-100.0%	\$142,500	\$42,750	233.3%
Acreage with House							
	UNITS LISTED	14	13	7.7%	25	24	4.2%
	UNITS SOLD	5	5	0.0%	12	8	50.0%
	SALES DOLLARS	736800	1104000	-33.3%	2581300	1552000	66.3%
	PRICE RATIO	89.83	90.58		89.72	89.00	
	DAYS TO SELL	165	177	-6.8%	213	203	4.9%
	ACTIVE INVENTORY	144	113	27.4%			
	AVERAGE PRICE	\$147,360	\$220,800	-33.3%	\$215,108	\$194,000	10.9%
	MEDIAN PRICE	\$182,000	\$221,000	-17.6%	\$193,500	\$197,500	-2.0%
Acreage (Waterfront)							
	UNITS LISTED	2	3	-33.3%	2	3	-33.3%
	UNITS SOLD	0	0	0.0%	1	0	100.0%
	SALES DOLLARS	0	0	0.0%	420000	0	100.0%
	PRICE RATIO	0.00	0.00		84.84	0.00	
	DAYS TO SELL	0	0	0.0%	145	0	100.0%
	ACTIVE INVENTORY	15	16	-6.3%			
	AVERAGE PRICE	\$0	\$0	0.0%	\$420,000	\$0	100.0%
	MEDIAN PRICE	\$0	\$0	0.0%	\$420,000	\$0	100.0%
Business							
	UNITS LISTED	7	5	40.0%	12	12	0.0%
	UNITS SOLD	2	1	100.0%	2	2	0.0%
	SALES DOLLARS	963600	225000	328.3%	963600	480000	100.8%
	PRICE RATIO	75.53	70.85		75.53	76.33	
	DAYS TO SELL	51	337	-84.9%	51	168	-69.6%
	ACTIVE INVENTORY	55	47	17.0%			
	AVERAGE PRICE	\$481,800	\$225,000	114.1%	\$481,800	\$240,000	100.8%
	MEDIAN PRICE	\$481,800	\$225,000	114.1%	\$481,800	\$225,000	114.1%
Condo (Townhouse)							
	UNITS LISTED	4	5	-20.0%	9	15	-40.0%
	UNITS SOLD	1	1	0.0%	1	5	-80.0%
	SALES DOLLARS	158000	90000	75.6%	158000	519135	-69.6%
	PRICE RATIO	92.99	94.73		92.99	94.22	
	DAYS TO SELL	237	233	1.7%	237	312	-24.0%
	ACTIVE INVENTORY	38	44	-13.6%			
	AVERAGE PRICE	\$158,000	\$90,000	75.6%	\$158,000	\$103,827	52.2%
	MEDIAN PRICE	\$158,000	\$90,000	75.6%	\$158,000	\$99,000	59.6%

COMPARATIVE ACTIVITY BY PROPERTY TYPE

February 28, 2002

SHUSWAP

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Condo (Apt)							
	UNITS LISTED	6	3	100.0%	14	4	250.0%
	UNITS SOLD	1	3	-66.7%	5	5	0.0%
	SALES DOLLARS	79000	270900	-70.8%	399300	429400	-7.0%
	PRICE RATIO	98.87	97.65		99.62	96.08	
	DAYS TO SELL	21	148	-85.8%	169	199	-15.1%
	ACTIVE INVENTORY	57	50	14.0%			
	AVERAGE PRICE	\$79,000	\$90,300	-12.5%	\$79,860	\$85,880	-7.0%
	MEDIAN PRICE	\$79,000	\$87,500	-9.7%	\$79,000	\$83,500	-5.4%
Duplex							
	UNITS LISTED	0	2	-100.0%	1	2	-50.0%
	UNITS SOLD	0	1	-100.0%	0	1	-100.0%
	SALES DOLLARS	0	79500	-100.0%	0	79500	-100.0%
	PRICE RATIO	0.00	88.43		0.00	88.43	
	DAYS TO SELL	0	520	0.0%	0	520	0.0%
	ACTIVE INVENTORY	6	12	-50.0%			
	AVERAGE PRICE	\$0	\$79,500	-100.0%	\$0	\$79,500	-100.0%
	MEDIAN PRICE	\$0	\$79,500	-100.0%	\$0	\$79,500	-100.0%
Farms							
	UNITS LISTED	3	1	200.0%	5	3	66.7%
	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	18	19	-5.3%			
	AVERAGE PRICE	\$0	\$0	0.0%	\$0	\$0	0.0%
	MEDIAN PRICE	\$0	\$0	0.0%	\$0	\$0	0.0%
IC&I							
	UNITS LISTED	2	5	-60.0%	6	8	-25.0%
	UNITS SOLD	0	1	-100.0%	1	1	0.0%
	SALES DOLLARS	0	210000	-100.0%	103050	210000	-50.9%
	PRICE RATIO	0.00	84.33		103.05	84.33	
	DAYS TO SELL	0	361	-100.0%	10	361	-97.2%
	ACTIVE INVENTORY	31	28	10.7%			
	AVERAGE PRICE	\$0	\$210,000	-100.0%	\$103,050	\$210,000	-50.9%
	MEDIAN PRICE	\$0	\$210,000	-100.0%	\$103,050	\$210,000	-50.9%
IC&I Land							
	UNITS LISTED	3	3	0.0%	6	9	-33.3%
	UNITS SOLD	0	0	0.0%	2	0	100.0%
	SALES DOLLARS	0	0	0.0%	328500	0	100.0%
	PRICE RATIO	0.00	0.00		95.05	0.00	
	DAYS TO SELL	0	0	100.0%	528	0	100.0%
	ACTIVE INVENTORY	46	60	-23.3%			
	AVERAGE PRICE	\$0	\$0	0.0%	\$164,250	\$0	100.0%
	MEDIAN PRICE	\$0	\$0	0.0%	\$164,250	\$0	100.0%

COMPARATIVE ACTIVITY BY PROPERTY TYPE
February 28, 2002
SHUSWAP

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots							
	UNITS LISTED	16	19	-15.8%	35	28	25.0%
	UNITS SOLD	4	2	100.0%	5	3	66.7%
	SALES DOLLARS	282000	82900	240.2%	347000	136400	154.4%
	PRICE RATIO	73.84	91.50		76.43	92.95	
	DAYS TO SELL	830	154	439.0%	750	146	413.7%
	ACTIVE INVENTORY	454	465	-2.4%			
	AVERAGE PRICE	\$70,500	\$41,450	70.1%	\$69,400	\$45,467	52.6%
	MEDIAN PRICE	\$68,500	\$41,450	65.3%	\$65,000	\$49,000	32.7%
Leases							
	UNITS LISTED	2	0	100.0%	2	3	-33.3%
	UNITS SOLD	1	0	100.0%	2	0	100.0%
	SALES DOLLARS	1	0	100.0%	1	0	100.0%
	PRICE RATIO	0.00	0.00		100.00	0.00	
	DAYS TO SELL	112	0	100.0%	369	0	100.0%
	ACTIVE INVENTORY	24	31	-22.6%			
	AVERAGE PRICE	\$1	\$0	100.0%	\$1	\$0	100.0%
	MEDIAN PRICE	\$1	\$0	100.0%	\$1	\$0	100.0%
Lots (Waterfront)							
	UNITS LISTED	0	0	0.0%	1	5	-80.0%
	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	48	66	-27.3%			
	AVERAGE PRICE	\$0	\$0	0.0%	\$0	\$0	0.0%
	MEDIAN PRICE	\$0	\$0	0.0%	\$0	\$0	0.0%
Multi-Family							
	UNITS LISTED	2	1	100.0%	2	4	-50.0%
	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	9	11	-18.2%			
	AVERAGE PRICE	\$0	\$0	0.0%	\$0	\$0	0.0%
	MEDIAN PRICE	\$0	\$0	0.0%	\$0	\$0	0.0%
Mobile Homes							
	UNITS LISTED	8	13	-38.5%	18	21	-14.3%
	UNITS SOLD	2	3	-33.3%	4	6	-33.3%
	SALES DOLLARS	84000	63000	33.3%	161400	154500	4.5%
	PRICE RATIO	90.52	73.67		87.16	80.25	
	DAYS TO SELL	261	99	163.6%	178	100	78.0%
	ACTIVE INVENTORY	80	78	2.6%			
	AVERAGE PRICE	\$42,000	\$21,000	100.0%	\$40,350	\$25,750	56.7%
	MEDIAN PRICE	\$42,000	\$19,500	115.4%	\$42,000	\$22,500	86.7%

COMPARATIVE ACTIVITY BY PROPERTY TYPE

February 28, 2002

SHUSWAP

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Residential							
	UNITS LISTED	63	74	-14.9%	128	114	12.3%
	UNITS SOLD	19	18	5.6%	32	31	3.2%
	SALES DOLLARS	2343760	2190800	7.0%	4119160	4167300	-1.2%
	PRICE RATIO	93.39	90.21		91.84	89.30	
	DAYS TO SELL	102	208	-51.0%	142	197	-27.9%
	ACTIVE INVENTORY	407	381	6.8%			
	AVERAGE PRICE	\$123,356	\$121,711	1.4%	\$128,724	\$134,429	-4.2%
	MEDIAN PRICE	\$120,000	\$118,450	1.3%	\$129,500	\$129,000	0.4%
Residential (Waterfront)							
	UNITS LISTED	3	7	-57.1%	9	10	-10.0%
	UNITS SOLD	4	4	0.0%	9	7	28.6%
	SALES DOLLARS	1089050	724000	50.4%	2581550	1804500	43.1%
	PRICE RATIO	86.29	91.06		86.46	92.22	
	DAYS TO SELL	153	137	11.7%	233	121	92.6%
	ACTIVE INVENTORY	57	57	0.0%			
	AVERAGE PRICE	\$272,263	\$181,000	50.4%	\$286,839	\$257,786	11.3%
	MEDIAN PRICE	\$232,500	\$207,500	12.0%	\$235,000	\$282,000	-16.7%
SHUSWAP TOTALS							
	UNITS LISTED	146	169	-13.6%	291	288	1.0%
	UNITS SOLD	39	40	-2.5%	77	71	8.5%
	SALES DOLLARS	5736211	5081600	12.9%	12305361	9618235	27.9%
	PRICE RATIO	89.16	88.72		89.87	88.91	
	DAYS TO SELL	197	198	-0.5%	222	198	12.1%
	ACTIVE INVENTORY	1586	1581				

RESIDENTIAL LISTING / SALES ANALYSIS

February 28, 2002

SHUSWAP

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 90000	6	14	5	7
90001 to 110000	9	14	3	5
110001 to 130000	7	16	2	4
130001 to 150000	13	28	4	6
150001 to 170000	8	16	3	5
170001 to 190000	8	12	2	4
190001 to 210000	5	7	0	1
210001 to 230000	2	5	0	0
230001 to 250000	2	6	0	0
250001 to 270000	2	4	0	0
270001 to 290000	0	2	0	0
290001 to 310000	0	1	0	0
310001 and over	1	3	0	0
	63	128	19	32

LOT LISTING / SALES ANALYSIS

February 28, 2002

SHUSWAP

	Mthly Listings	YTD Listings		Mthly Sales	YTD Sales
Range	Total	Total		Total	Total
0 to 30000	1	9		2	2
30001 to 40000	5	9		0	0
40001 to 50000	4	11		0	0
50001 to 60000	5	5		0	0
60001 to 70000	6	6		0	1
70001 to 80000	1	1		0	0
80001 to 90000	2	2		0	0
90001 and over	5	11		2	4
	29	54		4	7