

**SHUSWAP DIVISION
MONTHLY STATISTICS**

FOR

February 1 - 28, 2003

SHUSWAP DIVISION

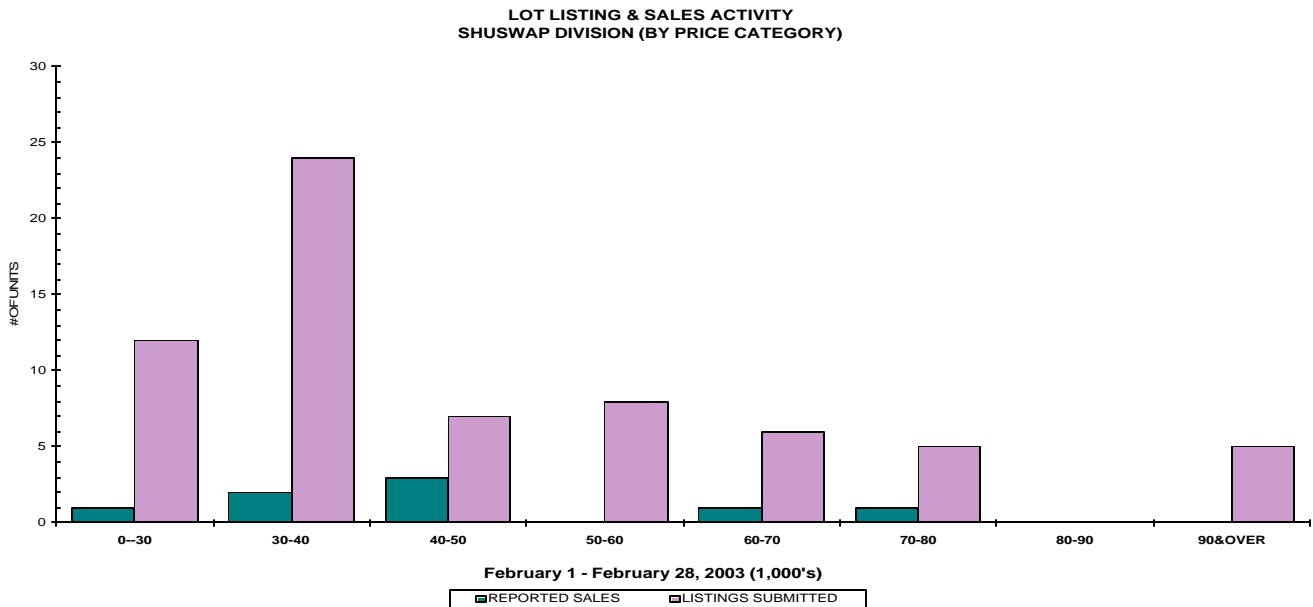
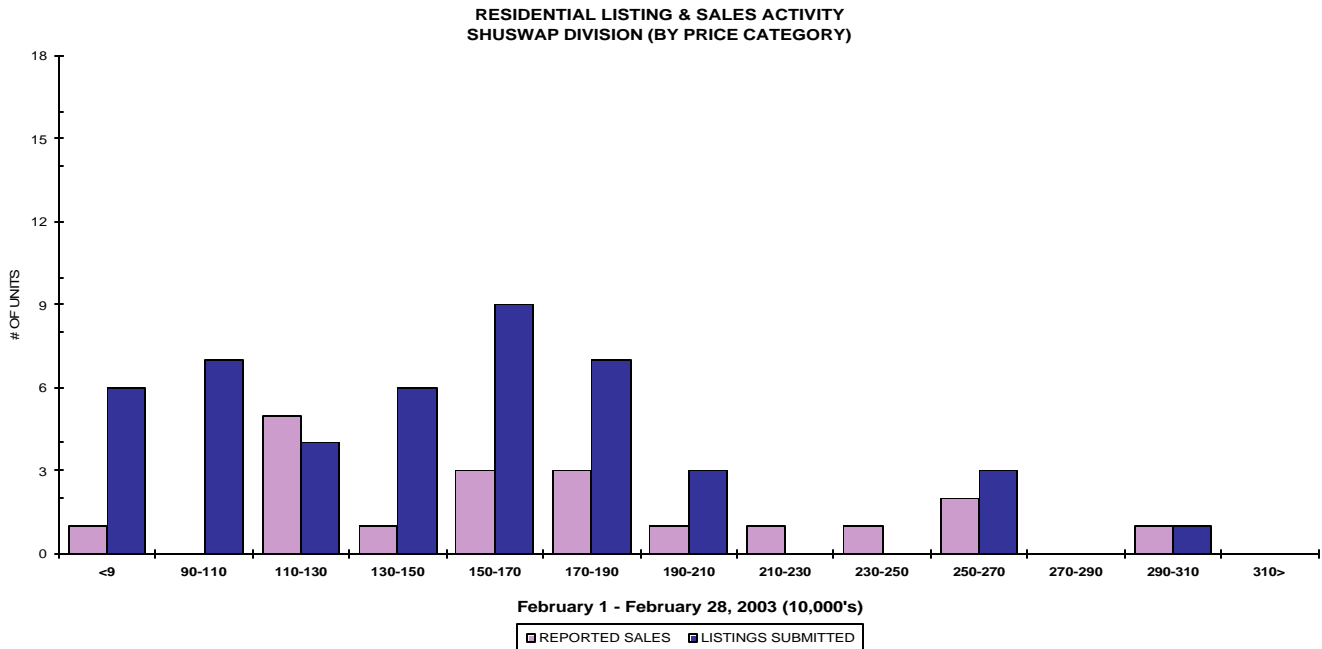
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February 2003

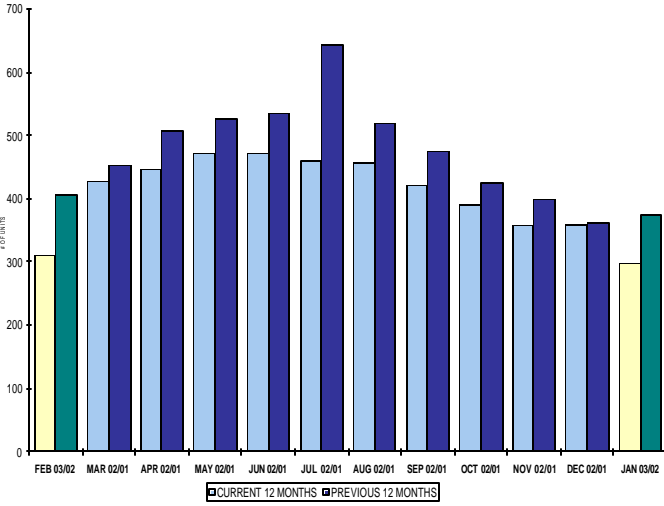
QUICK SUMMARY

	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	# of Units	\$ Value	# of Units	\$ Value	Listings Taken	Inventory
February 2003	52	\$8,248,500	19	\$3,343,000	163	1,384
January 2003	42	\$5,894,691	19	\$2,772,500	141	1,314
February 2002	39	\$6,569,151	13	\$1,775,400	144	1,537

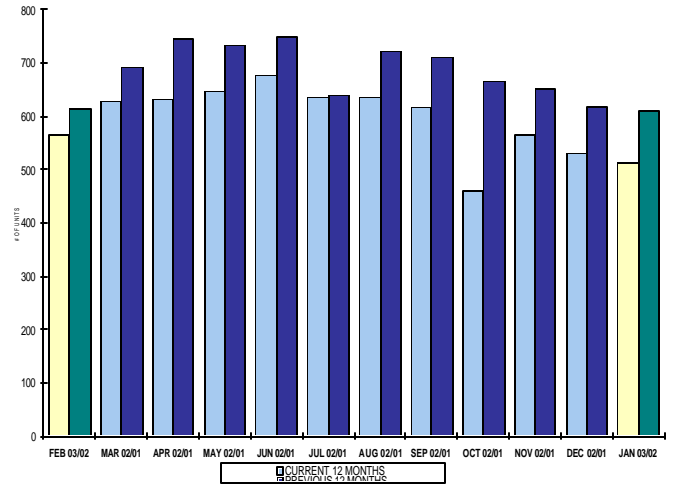
The average of listings-per-licensee is 21.2



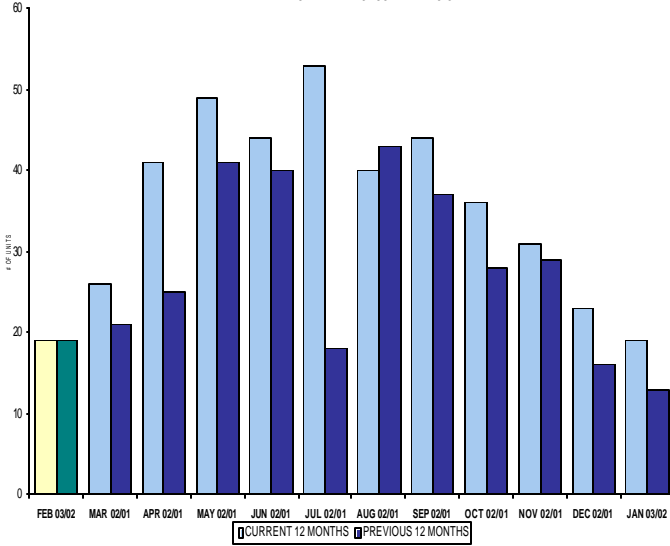
INVENTORY OF ACTIVE LISTINGS
RESIDENTIAL - SHUSWAP DIVISION



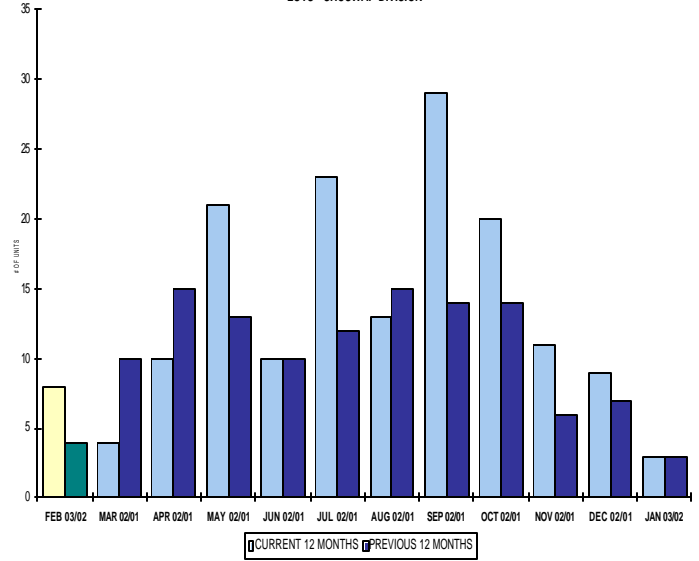
INVENTORY OF ACTIVE LISTINGS
LOTS - SHUSWAP DIVISION



NUMBER OF UNITS SOLD
RESIDENTIAL - SHUSWAP DIVISION



NUMBER OF UNITS SOLD
LOTS - SHUSWAP DIVISION



SHUSWAP DIVISION

February 2003

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	1	2	102	0.98%	102
ACREAGE/HOUSE	13	18	131	9.92%	267
LOTS	7	60	414	1.69%	544
RESIDENTIAL	19	46	310	6.13%	170
AVERAGE HOUSE PRICE \$175,947			MEDIAN HOUSE PRICE \$163,500		

Lots Include: Acreage Waterfront and Lots Waterfront

**COMPARATIVE ACTIVITY BY ZONE AS AT
February 28, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ZONE CO TOTALS						
Units Listed	711	656	8.38%	1311	1311	0.00%
Units Sold	356	407	-12.53%	690	690	0.00%
Sales Dollars	\$70,614,836	\$69,492,431	1.62%	\$120,789,507	\$120,789,507	0.00%
List/Sell Ratio	93.49%	91.84%	1.80%	93.49%	91.84%	1.80%
Days to Sell	125	138	-9.42%	125	138	-9.42%
Active Listings	2280	2792	-18.34%			
ZONE NO TOTALS						
Units Listed	290	262	10.69%	589	548	7.48%
Units Sold	148	133	11.28%	262	226	15.93%
Sales Dollars	\$24,914,900	\$19,776,621	25.98%	\$43,743,529	\$33,132,221	32.03%
List/Sell Ratio	93.58%	90.07%	3.90%	93.58%	90.07%	3.90%
Days to Sell	176	179	-1.68%	176	179	-1.68%
Active Listings	1613	1968	-18.04%			
ZONE SH TOTALS						
Units Listed	163	140	16.43%	308	284	8.45%
Units Sold	52	39	33.33%	94	76	23.68%
Sales Dollars	\$8,248,500	\$5,736,211	43.80%	\$14,143,191	\$12,275,462	15.22%
List/Sell Ratio	90.60%	89.16%	1.62%	90.60%	89.16%	1.62%
Days to Sell	248	198	25.25%	248	198	25.25%
Active Listings	1314	1586	-17.15%			
ZONE OB TOTALS						
Units Listed	13	36	-63.89%	28	148	-81.08%
Units Sold	4	2	100.00%	8	2	300.00%
Sales Dollars	\$6,075,900	\$1,021,000	495.09%	\$8,402,700	\$1,021,000	722.99%
List/Sell Ratio	0.00%	89.24%	-100.00%	0.00%	89.24%	-100.00%
Days to Sell	0	194	-100.00%	0	194	-100.00%
Active Listings	132	146	-9.59%			
GRAND TOTALS						
Units Listed	1177	1094	7.59%	2236	2291	-2.40%
Units Sold	560	581	-3.61%	1054	994	6.04%
Sales Dollars	\$109,854,136	\$96,026,263	14.40%	\$187,078,927	\$167,218,190	11.88%
List/Sell Ratio	93.23%	90.97%	2.48%	93.23%	90.97%	2.48%
Days to Sell	147	158	-6.96%	147	158	-6.96%
Active Listings	5339	6492	-17.76%			

LICENSEES
February 28th, 2003

	TOTAL NUMBER OF LICENSEES	TOTAL NUMBER OF LICENSEES	CHANGE BY NUMBER	CHANGE BY %
	February 28/03	February 28/02		
ALL DIVISIONS	727	667	60	9.00%
CENTRAL OK DIV.	472	424	48	11.32%
NORTH OK DIV.	190	175	15	8.57%
SHUSWAP DIV.	65	67	-2	-2.99%
CURRENT MEMBERSHIP				
AGENT LICENSEES	71			
SALESPERSONS	585			
PROPERTY MANAGEMENT	9			
9:15 LICENCEE MEMBER	62			
EXEMPTION MEMBER	0			
TOTALS	727			

**Shuswap Division Comparative Activity By Property Type
February 28, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	2	11	-81.8%	9	15	-40.0%
Units Sold	1	0	100.0%	2	1	100.0%
Sales Dollars	\$79,000	\$0	100.0%	\$314,000	\$142,500	120.4%
List/Sell Ratio	88.76%	0.00%	100.0%	92.33%	83.87%	10.1%
Days to Sell	200	0	100.0%	107	263	-59.3%
Active Inventory	102	97	5.2%			
Average Price	\$79,000	\$0	100.0%	\$157,000	\$142,500	10.2%
Median Price	\$79,000	\$0	100.0%	\$157,000	\$142,500	10.2%
Acreage with House						
Units Listed	18	13	38.5%	34	24	41.7%
Units Sold	13	5	160.0%	21	12	75.0%
Sales Dollars	\$3,143,800	\$736,800	326.7%	\$4,797,300	\$2,581,300	85.8%
List/Sell Ratio	91.76%	89.83%	2.1%	90.85%	89.72%	1.3%
Days to Sell	267	165	61.8%	222	213	4.2%
Active Inventory	131	144	-9.0%			
Average Price	\$241,831	\$147,360	64.1%	\$228,443	\$215,108	6.2%
Median Price	\$229,000	\$182,000	25.8%	\$214,000	\$193,500	10.6%
Acreage (Waterfront)						
Units Listed	2	2	0.0%	2	2	0.0%
Units Sold	0	0	0.0%	0	1	-100.0%
Sales Dollars	\$0	\$0	0.0%	\$0	\$420,000	-100.0%
List/Sell Ratio	0.00%	0.00%	0.0%	0.00%	84.84%	-100.0%
Days to Sell	0	0	-100.0%	0	145	-100.0%
Active Inventory	9	15	100.0%			
Average Price	\$0	\$0	-100.0%	\$0	\$420,000	-100.0%
Median Price	\$0	\$0	-100.0%	\$0	\$420,000	-100.0%
Business						
Units Listed	2	7	-71.4%	9	13	-30.8%
Units Sold	0	2	-100.0%	2	2	0.0%
Sales Dollars	\$0	\$963,600	-100.0%	\$87,500	\$963,600	-90.9%
List/Sell Ratio	0.00%	75.53%	-100.0%	57.99%	75.53%	-23.2%
Days to Sell	0	51	100.0%	300	51	488.2%
Active Inventory	64	55	16.4%			
Average Price	\$0	\$481,800	-100.0%	\$43,750	\$481,800	-90.9%
Median Price	\$0	\$481,800	-100.0%	\$43,750	\$481,800	-90.9%
Condo (Townhouse)						
Units Listed	2	4	-50.0%	6	9	-33.3%
Units Sold	3	1	200.0%	6	1	500.0%
Sales Dollars	\$345,900	\$158,000	118.9%	\$719,300	\$158,000	355.3%
List/Sell Ratio	96.01%	92.99%	3.2%	96.88%	92.99%	4.2%
Days to Sell	143	237	-39.7%	292	237	23.2%
Active Inventory	19	38	-50.0%			
Average Price	\$115,300	\$158,000	-27.0%	\$119,883	\$158,000	-24.1%
Median Price	\$114,000	\$158,000	-27.8%	\$123,450	\$158,000	-21.9%
Condo (Apt)						
Units Listed	4	6	-33.3%	9	14	-35.7%
Units Sold	3	1	200.0%	4	5	-20.0%
Sales Dollars	\$497,900	\$79,000	530.3%	\$592,900	\$399,300	48.5%
List/Sell Ratio	95.88%	98.87%	-3.0%	95.92%	99.62%	-3.7%
Days to Sell	461	21	2095.2%	380	169	124.9%
Active Inventory	36	57	-36.8%			
Average Price	\$165,967	\$79,000	110.1%	\$148,225	\$79,860	85.6%
Median Price	\$175,000	\$79,000	121.5%	\$157,450	\$79,000	99.3%

Shuswap Division Comparative Activity By Property Type

February 28, 2003

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	0	0	0.0%	0	1	-100.0%
Units Sold	1	0	100.0%	1	0	100.0%
Sales Dollars	\$175,000	\$0	100.0%	\$175,000	\$0	100.0%
List/Sell Ratio	93.33%	0.00%	100.0%	93.33%	0.00%	100.0%
Days to Sell	147	0	100.0%	147	0	100.0%
Active Inventory	3	6	-50.0%			
Average Price	\$175,000	\$0	100.0%	\$175,000	\$0	100.0%
Median Price	\$175,000	\$0	100.0%	\$175,000	\$0	100.0%
Farms						
Units Listed	0	0	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%
List/Sell Ratio	0.00%	0.00%	0.0%	0.00%	0.00%	0.0%
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	12	18	-33.3%			
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	2	0.0%	5	6	-16.7%
Units Sold	0	0	0.0%	0	1	-100.0%
Sales Dollars	\$0	\$0	0.0%	\$0	\$103,050	-100.0%
List/Sell Ratio	0.00%	0.00%	0.0%	0.00%	103.05%	-100.0%
Days to Sell	0	0	0.0%	0.0%	0	0.0%
Active Inventory	24	31	-22.6%			
Average Price	\$0	\$0	0.0%	\$0	\$103,050	-100.0%
Median Price	\$0	\$0	0.0%	\$0	\$103,050	-100.0%
IC&I Land						
Units Listed	1	3	-66.7%	8	6	33.3%
Units Sold	0	0	0.0%	2	2	0.0%
Sales Dollars	\$0	\$0	0.0%	\$265,500	\$328,500	-19.2%
List/Sell Ratio	0.00%	0.00%	0.0%	78.14%	95.05%	-17.8%
Days to Sell	0	0	0.0%	283	528	-46.4%
Active Inventory	51	46	10.9%			
Average Price	\$0	\$0	0.0%	\$132,750	\$164,250	-19.2%
Median Price	\$0	\$0	0.0%	\$132,750	\$164,250	-19.2%
Lots						
Units Listed	60	16	275.0%	72	35	105.7%
Units Sold	7	4	75.0%	9	5	80.0%
Sales Dollars	\$290,000	\$282,000	2.8%	\$380,000	\$347,000	9.5%
List/Sell Ratio	90.91%	73.84%	23.1%	91.67%	76.43%	19.9%
Days to Sell	544	830	-34.5%	438	750	-41.6%
Active Inventory	414	454	-8.8%			
Average Price	\$41,429	\$70,500	-41.2%	\$42,222	\$69,400	-39.2%
Median Price	\$43,000	\$68,500	-37.2%	\$43,000	\$65,000	-33.8%
Leases						
Units Listed	0	2	-100.0%	7	2	250.0%
Units Sold	0	1	-100.0%	1	2	-50.0%
Sales Dollars	\$0	\$1	-100.0%	\$6,291	\$2	314450.0%
List/Sell Ratio	0.00%	0.00%	0.0%	0.00%	100.00%	-100.0%
Days to Sell	0	112	-100.0%	683	369	85.1%
Active Inventory	19	24	-20.8%			
Average Price	\$0	\$1	-100.0%	\$6,291	\$1	629000.0%
Median Price	\$0	\$1	-100.0%	\$6,291	\$1	629000.0%

**Shuswap Division Comparative Activity By Property Type
February 28, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots (Waterfront)						
Units Listed	3	0	100.0%	11	1	1000.0%
Units Sold	0	0	0.0%	0	0	0.0%
Sales Dollars	\$0	\$0	0.0%	\$0	\$0	0.0%
List/Sell Ratio	0.00%	0.00%	0.0%	0.00%	0.00%	0.0%
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	42	48	-12.5%			
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%
List/Sell Ratio	0.00%	0.00%	0.0%	0.00%	0.00%	0.0%
Days to Sell	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%
Mobile Homes						
Units Listed	16	8	100.0%	32	18	77.8%
Units Sold	4	2	100.0%	5	3	66.7%
Sales Dollars	\$59,900	\$84,000	-28.7%	\$69,900	\$131,500	-46.8%
List/Sell Ratio	80.16%	90.52%	-11.4%	80.93%	83.00%	-2.5%
Days to Sell	82	261	-68.6%	73	231	-68.4%
Active Inventory	81	80	1.3%			
Average Price	\$14,975	\$42,000	-64.3%	\$13,980	\$43,833	-68.1%
Median Price	\$11,950	\$42,000	-71.5%	\$10,000	\$42,000	-76.2%
Residential						
Units Listed	46	60	-23.3%	97	125	-22.4%
Units Sold	19	19	0.0%	38	32	18.8%
Sales Dollars	\$3,343,000	\$2,343,760	42.6%	\$6,115,500	\$4,119,160	48.5%
List/Sell Ratio	94.17%	93.39%	0.8%	92.88%	91.83%	1.1%
Days to Sell	170	102	66.7%	158	142	11.3%
Active Inventory	310	407	-23.8%			
Average Price	\$175,947	\$123,356	42.6%	\$160,934	\$128,724	25.0%
Median Price	\$163,500	\$120,000	36.3%	\$145,750	\$129,500	12.5%
Residential (Waterfront)						
Units Listed	5	3	66.7%	6	9	-33.3%
Units Sold	1	4	-75.0%	3	9	-66.7%
Sales Dollars	\$314,000	\$1,089,050	-71.2%	\$620,000	\$2,581,550	-76.0%
List/Sell Ratio	96.61%	86.29%	12.0%	95.11%	86.46%	10.0%
Days to Sell	56	153	-63.4%	115	233	-50.6%
Active Inventory	57	57	0.0%			
Average Price	\$314,000	\$272,263	15.3%	\$206,667	\$286,839	-28.0%
Median Price	\$314,000	\$232,500	35.1%	\$251,000	\$235,000	6.8%
SHUSWAP DIVISION - TOTALS						
Units Listed	163	140	16.4%	308	284	8.5%
Units Sold	52	39	33.3%	94	76	23.7%
Sales Dollars	\$8,248,500	\$5,736,211	43.8%	\$14,143,191	\$12,275,462	15.2%
List/Sell Ratio	90.60%	89.16%	1.6%	90.60%	89.16%	1.6%
Days to Sell	248	198	25.3%	248	198	25.3%
Active Inventory	1384	1586	-12.7%			

Shuswap Division Residential Listing/Sales Analysis
February 28, 2003

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 90000	6	15	1	6
90001 to 110000	7	11	0	2
110001 to 130000	4	7	5	8
130001 to 150000	6	12	1	5
150001 to 170000	9	16	3	4
170001 to 190000	7	12	3	5
190001 to 210000	3	5	1	1
210001 to 230000	0	4	1	1
230001 to 250000	0	4	1	1
250001 to 270000	3	5	2	2
270001 to 290000	0	3	0	1
290001 to 310000	1	2	1	1
310001 and over	0	1	0	1
Totals	46	97	19	38

Shuswap Division Lot Listing/Sales Analysis

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 30000	12	14	1	2
30001 to 40000	24	29	2	2
40001 to 50000	7	8	3	3
50001 to 60000	8	12	0	0
60001 to 70000	6	6	1	1
70001 to 80000	5	7	1	2
80001 to 90000	0	2	0	0
90001 and over	5	16	0	1
Totals	67	94	8	11