

SHUSWAP ZONE MONTHLY STATISTICS

FOR

February 1st - 28th 2005

February Statistics Run March 4, 2005 2:30 p.m.

SHUSWAP ZONE

STAT - O - GRAM

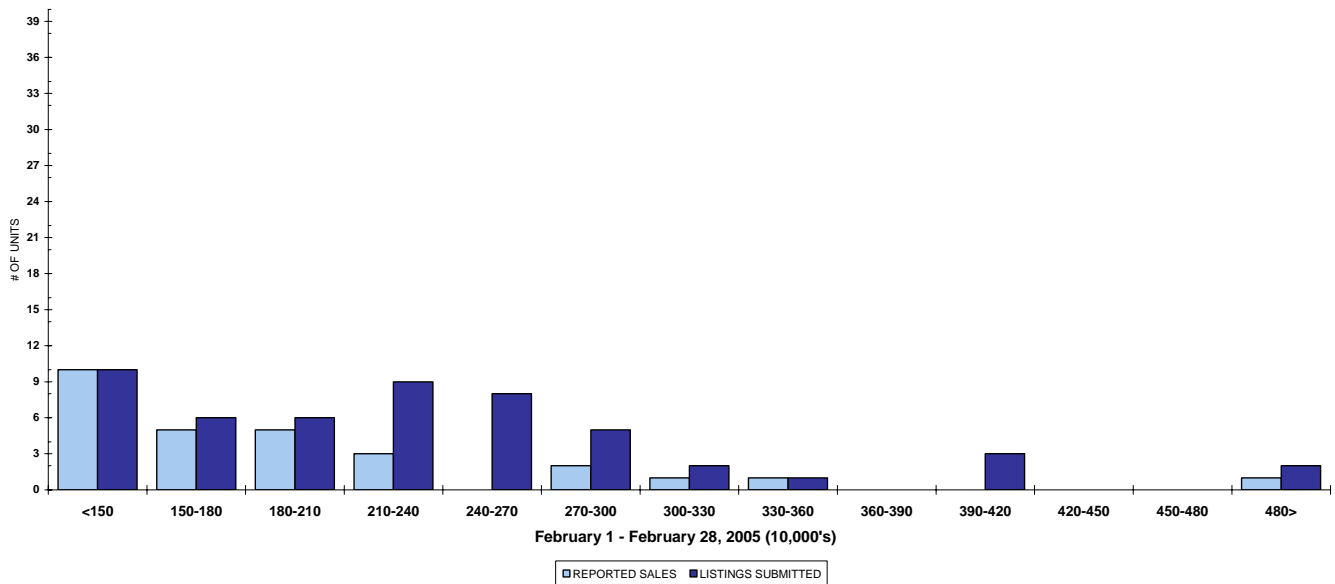
February 2005

QUICK SUMMARY

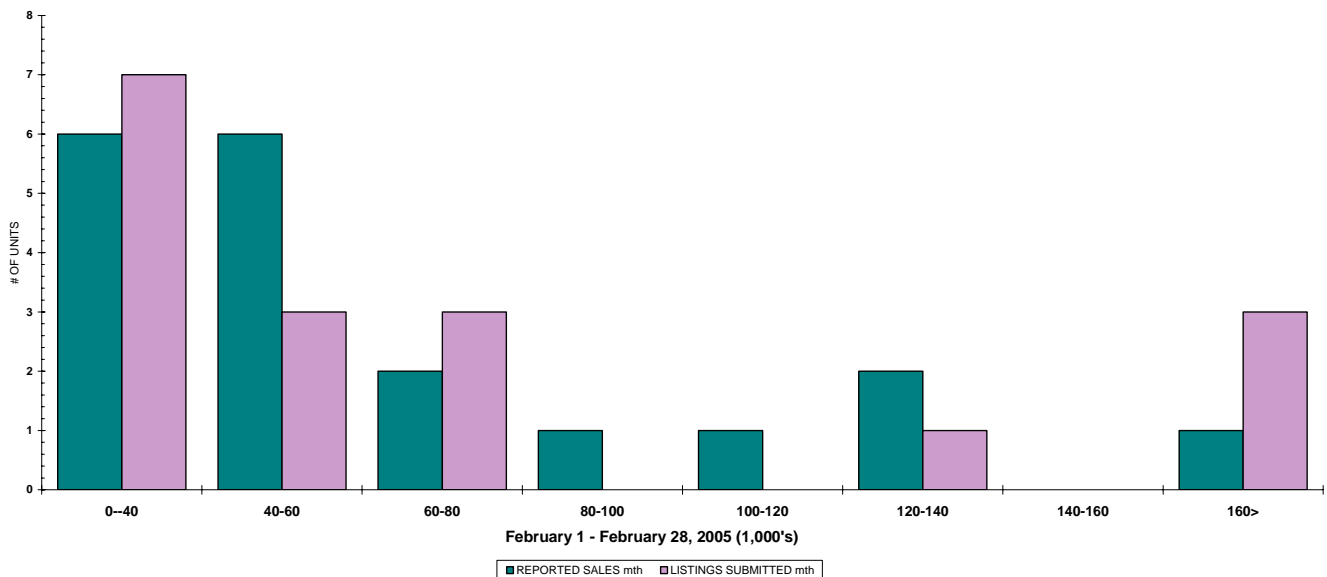
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	<u># of Units</u>	<u>\$ Value</u>	<u># of Units</u>	<u>\$ Value</u>	<u>Listings Taken</u>	<u>Inventory</u>
February 2005	68	\$11,125,050	28	\$5,270,300	136	868
January 2005	56	\$8,093,926	22	\$3,476,400	104	834
February 2004	70	\$10,356,500	31	\$4,897,400	131	1,072

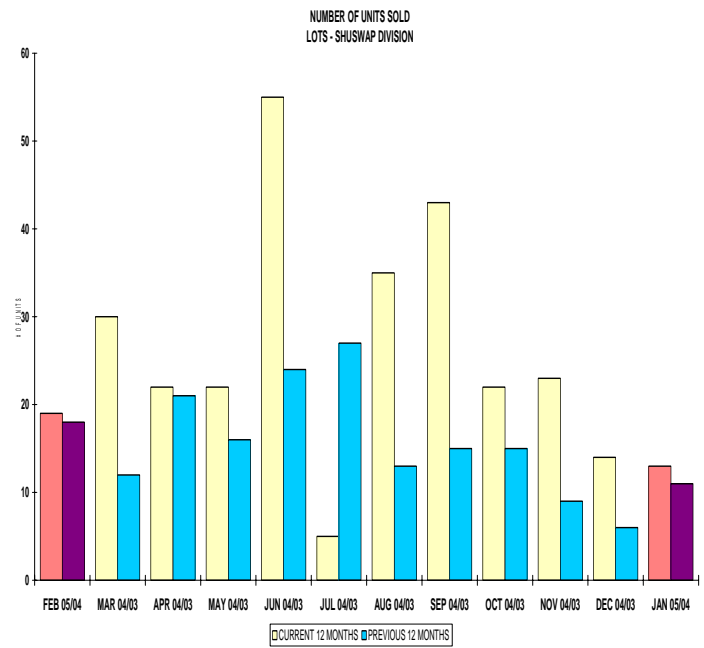
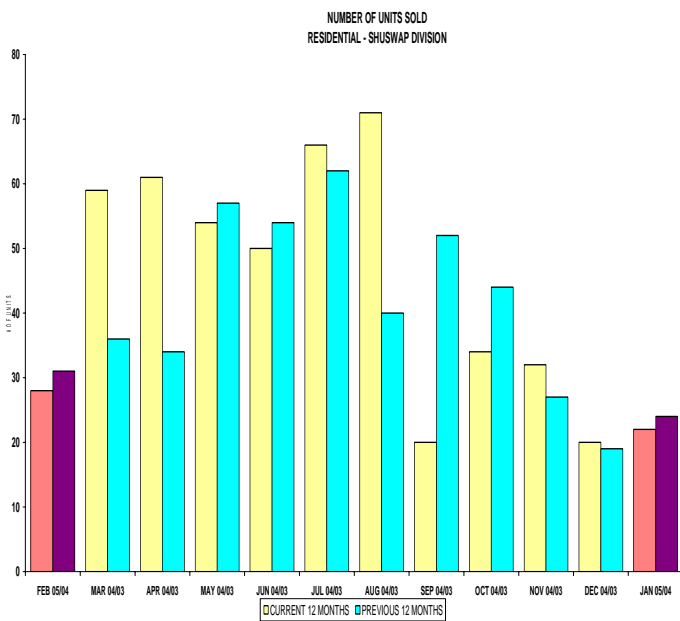
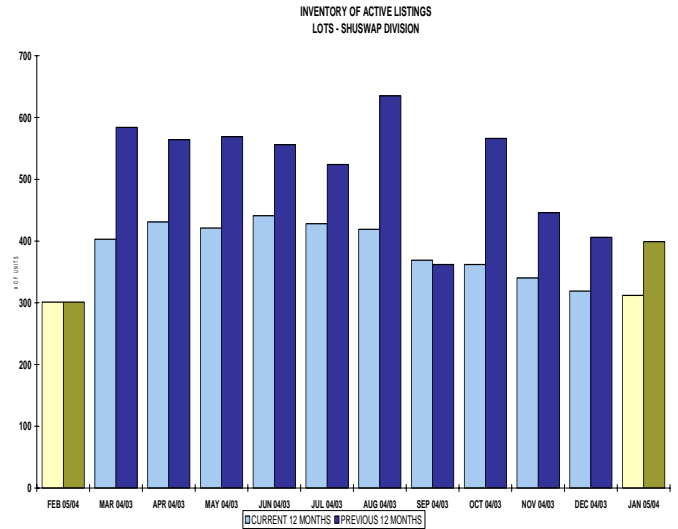
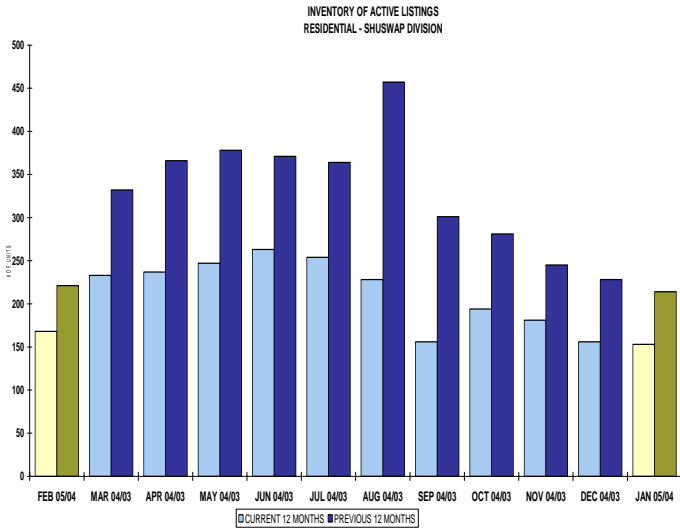
The Shuswap Zone has **89** Members. The average of listings-per-licensee is 9.6

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



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





SHUSWAP ZONE

February 2005

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	6	2	59	10.17%	193
ACREAGE/HOUSE	5	20	86	5.81%	63
LOTS	13	15	242	5.37%	290
RESIDENTIAL	28	52	168	14.38%	142
AVERAGE HOUSE PRICE \$188,232			MEDIAN HOUSE PRICE \$177,250		

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	738	571	29.2%	1342	1187	13.1%
Units Sold	445	398	11.8%	774	711	8.9%
Sales Dollars	\$119,135,234	\$103,183,924	15.5%	\$201,986,119	\$175,244,265	15.3%
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	2430	2021	20.2%			

ZONE NO TOTALS

Units Listed	333	267	24.7%	635	515	23.3%
Units Sold	202	183	10.4%	367	339	8.3%
Sales Dollars	\$36,206,012	\$29,519,075	22.7%	\$65,206,835	\$54,953,236	18.7%
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	1208	1221	-1.1%			

ZONE SH TOTALS

Units Listed	136	131	3.8%	240	299	-19.7%
Units Sold	68	70	-2.9%	125	131	-4.6%
Sales Dollars	\$11,125,050	\$10,356,500	7.4%	\$19,397,476	\$19,316,900	0.4%
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	866	1072	-19.2%			

ZONE OB TOTALS

Units Listed	19	11	72.7%	32	21	52.4%
Units Sold	4	3	100.0%	6	5	20.0%
Sales Dollars	\$902,500	\$531,000	100.0%	\$1,862,500	\$818,500	127.6%
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	122	121	0.8%			

GRAND TOTALS

Units Listed	1226	980	25.1%	2249	2022	11.2%
Units Sold	719	654	9.9%	1272	1186	7.3%
Sales Dollars	\$167,368,796	\$143,590,499	16.6%	\$288,452,930	\$250,332,901	15.2%
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	4626	4435	4.3%			

LICENSEES

	TOTAL NUMBER OF LICENSEES February 28/05	TOTAL NUMBER OF LICENSEES February 29/04	CHANGE BY NUMBER	CHANGE BY %
ALL DIVISIONS	962	817	145	17.75%
CENTRAL OK DIV.	565	515	50	9.71%
NORTH OK DIV.	261	233	28	12.02%
SHUSWAP DIV.	89	69	20	28.99%

CURRENT MEMBERSHIP

AGENT LICENSEES	83
SALESPERSONS	761
PROPERTY MANAGEMENT	8
9:15 LICENCEE MEMBER	62
EXEMPTION MEMBER	1
TOTALS	915

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	2	7	-71.4%	5	14	-64.3%
Units Sold	6	1	500.0%	9	1	800.0%
Sales Dollars	\$654,600	\$128,700	408.6%	\$834,600	\$128,700	548.5%
List/Sell \$ Ratio	95.87%	76.15%		95.27%	76.15%	
Days to Sell	193	161	19.9%	175	161	8.7%
Active Inventory	59	95	-37.9%			
Average Price	\$109,100	\$128,700	-15.2%	\$92,733	\$128,700	-27.9%
Median Price	\$112,750	\$128,700	-12.4%	\$89,000	\$128,700	-30.8%
Acreage with House						
Units Listed	20	15	33.3%	32	27	18.5%
Units Sold	5	9	-44.4%	8	12	-33.3%
Sales Dollars	\$1,207,000	\$2,726,700	-55.7%	\$1,921,626	\$3,479,700	-44.8%
List/Sell \$ Ratio	98.76%	90.74%		98.91%	91.72%	
Days to Sell	63	383	-83.6%	80	312	-74.4%
Active Inventory	86	107	-19.6%			
Average Price	\$241,400	\$302,967	-20.3%	\$240,203	\$289,975	-17.2%
Median Price	\$255,000	\$165,500	54.1%	\$238,000	\$213,750	11.3%
Acreage (Waterfront)						
Units Listed	1	1	0.0%	3	2	50.0%
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%		0.00%	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%
Business						
Units Listed	4	6	100.0%	12	10	20.0%
Units Sold	0	0	0.0%	1	0	100.0%
Sales Dollars	\$0	\$0	0.0%	\$350,000	\$0	100.0%
List/Sell \$ Ratio	0.00%	0.00%		87.71%	0.00%	
Days to Sell	0	0	0.0%	271	0	100.0%
Active Inventory	46	50	-8.0%			
Average Price	\$0	\$0	0.0%	\$350,000	\$0	100.0%
Median Price	\$0	\$0	0.0%	\$350,000	\$0	100.0%
Condo (Townhouse)						
Units Listed	1	4	-75.0%	4	9	-55.6%
Units Sold	1	4	-75.0%	6	6	0.0%
Sales Dollars	\$157,000	\$530,000	-70.4%	\$843,000	\$829,250	1.7%
List/Sell \$ Ratio	98.18%	95.85%		97.03%	94.29%	
Days to Sell	44	111	-60.4%	69	126	-45.2%
Active Inventory	31	12	158.3%			
Average Price	\$157,000	\$132,500	18.5%	\$140,500	\$138,208	1.7%
Median Price	\$157,000	\$119,000	31.9%	\$135,500	\$119,000	13.9%
Condo (Apt)						
Units Listed	5	1	100.0%	12	1	100.0%
Units Sold	2	1	100.0%	4	3	33.3%
Sales Dollars	\$282,000	\$92,000	206.5%	\$434,000	\$440,000	-1.4%
List/Sell \$ Ratio	98.27%	93.02%		95.58%	93.16%	
Days to Sell	54	146	-63.0%	151	176	-14.2%
Active Inventory	38	43	-11.6%			
Average Price	\$141,000	\$92,000	53.3%	\$108,500	\$146,667	-26.0%
Median Price	\$141,000	\$92,000	53.3%	\$103,500	\$94,000	10.1%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	0	1	-100.0%	1	2	-50.0%
Units Sold	0	2	-100.0%	0	2	-100.0%
Sales Dollars	\$0	\$260,500	-100.0%	\$0	\$260,500	-100.0%
List/Sell \$ Ratio	0.00%	92.70%		0.00%	92.70%	
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	2	5	-60.0%			
Average Price	\$0	\$130,250	-100.0%	\$0	\$130,250	-100.0%
Median Price	\$0	\$130,250	-100.0%	\$0	\$130,250	-100.0%
Farms						
Units Listed	1	0	100.0%	3	0	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%		0.00%	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%
IC&I						
Units Listed	3	3	0.0%	6	8	-25.0%
Units Sold	3	1	200.0%	5	4	25.0%
Sales Dollars	\$673,400	\$575,000	17.1%	\$1,993,400	\$1,155,000	72.6%
List/Sell \$ Ratio	85.88%	92.00%		87.98%	92.41%	
Days to Sell	513	19	2600.0%	454	217	109.2%
Active Inventory	34	35	-2.9%			
Average Price	\$224,467	\$575,000	-61.0%	\$398,680	\$288,750	38.1%
Median Price	\$275,000	\$575,000	-52.2%	\$275,000	\$239,500	14.8%
IC&I Land						
Units Listed	7	3	133.3%	8	6	33.3%
Units Sold	0	1	-100.0%	0	3	-100.0%
Sales Dollars	\$0	\$45,000	-100.0%	\$0	\$1,460,000	-100.0%
List/Sell \$ Ratio	0.00%	83.33%		0.00%	89.43%	
Days to Sell	0	177	-100.0%	0	301	-100.0%
Active Inventory	35	37	-5.4%			
Average Price	\$0	\$45,000	-100.0%	\$0	\$486,667	-100.0%
Median Price	\$0	\$707,500	-100.0%	\$0	\$707,500	-100.0%
Lots						
Units Listed	14	27	-48.1%	25	96	-74.0%
Units Sold	12	16	-25.0%	22	26	-15.4%
Sales Dollars	\$555,800	\$819,700	-32.2%	\$993,200	\$1,311,350	-24.3%
List/Sell \$ Ratio	94.70%	93.28%		95.12%	92.63%	
Days to Sell	275	142	93.7%	243	144	68.8%
Active Inventory	217	290	-25.2%			
Average Price	\$46,317	\$51,231	-9.6%	\$45,145	\$50,437	-10.5%
Median Price	\$47,700	\$51,250	-6.9%	\$43,000	\$49,125	-12.5%
Leases						
Units Listed	7	2	250.0%	10	4	150.0%
Units Sold	0	0	0.0%	0	0	0.0%
Sales Dollars	\$0	\$0	0.0%	\$0	\$0	0.0%
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	21	17	23.5%			
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
Lots (Waterfront)						
Units Listed	0	1	-100.0%	1	2	-50.0%
Units Sold	1	2	-50.0%	1	4	-75.0%
Sales Dollars	\$105,000	\$250,000	-58.0%	\$105,000	\$451,000	-76.7%
List/Sell \$ Ratio	84.00%	92.59%		84.00%	78.34%	
Days to Sell	304	221	37.6%	304	897	-66.1%
Active Inventory	17	18	-5.6%			
Average Price	\$105,000	\$125,000	-16.0%	\$105,000	\$112,750	-6.9%
Median Price	\$105,000	\$125,000	-16.0%	\$105,000	\$125,000	-16.0%
Multi-Family						
Units Listed	1	1	100.0%	2	1	100.0%
Units Sold	2	0	100.0%	3	0	100.0%
Sales Dollars	\$588,500	\$0	100.0%	\$928,000	\$0	100.0%
List/Sell \$ Ratio	96.32%	0.00%		97.54%	0.00%	
Days to Sell	333	0	100.0%	286	0	100.0%
Active Inventory	8	6	33.3%			
Average Price	\$294,250	\$0	100.0%	\$309,333	\$0	100.0%
Median Price	\$294,250	\$0	100.0%	\$339,500	\$0	100.0%
Mobile Homes						
Units Listed	12	14	-14.3%	16	23	-30.4%
Units Sold	5	2	150.0%	11	10	10.0%
Sales Dollars	\$163,250	\$31,500	418.3%	\$344,750	\$265,000	30.1%
List/Sell \$ Ratio	77.17%	76.27%		79.69%	82.02%	
Days to Sell	101	338	-70.1%	109	164	164.0%
Active Inventory	57	63	-9.5%			
Average Price	\$32,650	\$15,750	107.3%	\$31,341	\$26,500	18.3%
Median Price	\$35,000	\$15,750	122.2%	\$31,250	\$26,250	19.0%
Recreational Property						
Units Listed	2	0	100.0%	2	1	100.0%
Units Sold	0	0	0.0%	1	1	0.0%
Sales Dollars	\$0	\$0	0.0%	\$70,000	\$36,000	94.4%
List/Sell \$ Ratio	0.00%	0.00%		90.32%	0.00%	
Days to Sell	0	0	0.0%	52	787	-93.4%
Active Inventory	8	0	100.0%			
Average Price	\$0	\$0	0.0%	\$70,000	\$36,000	94.4%
Median Price	\$0	\$0	0.0%	\$70,000	\$36,000	94.4%
Residential						
Units Listed	52	44	18.2%	90	86	4.7%
Units Sold	28	31	-9.7%	50	56	-10.7%
Sales Dollars	\$5,270,500	\$4,897,400	7.6%	\$8,746,900	\$8,816,150	-0.8%
List/Sell \$ Ratio	94.51%	95.08%		93.51%	94.46%	
Days to Sell	142	100	42.0%	127	113	12.4%
Active Inventory	168	221	-24.0%			
Average Price	\$188,232	\$157,981	19.1%	\$174,938	\$157,431	11.1%
Median Price	\$177,250	\$152,000	16.6%	\$170,000	\$156,000	9.0%
Residential (Waterfront)						
Units Listed	4	1	300.0%	8	7	14.3%
Units Sold	3	0	100.0%	4	3	33.3%
Sales Dollars	\$1,468,000	\$0	100.0%	\$1,833,000	\$684,250	167.9%
List/Sell \$ Ratio	93.55%	0.00%		94.49%	92.43%	
Days to Sell	88	0	100.0%	68	47	44.7%
Active Inventory	21	56	-62.5%			
Average Price	\$489,333	\$0	100.0%	\$458,250	\$228,083	100.9%
Median Price	\$563,000	\$0	100.0%	\$464,000	\$296,250	56.6%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Timeshares						
Units Listed	0	0	0.0%	0	0	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%		0.00%	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%
SHUSWAP DIVISION - TOTALS						
Units Listed	136	131	3.8%	240	299	-19.7%
Units Sold	68	70	-2.9%	125	131	-4.6%
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Days to Sell	228	221	3.2%	197	230	-14.3%
Active Inventory	866	1072	-19.2%			

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 150000	10	18	10	18
150001 to 180000	6	8	5	8
180001 to 210000	6	8	5	11
210001 to 240000	9	14	3	6
240001 to 270000	8	11	0	0
270001 to 300000	5	11	2	3
300001 to 330000	2	4	1	1
330001 to 360000	1	2	1	1
360001 to 390000	0	1	0	0
390001 to 420000	3	4	0	0
420001 to 450000	0	0	0	0
450001 to 480000	0	1	0	0
480001 and over	2	2	1	1
Totals	52	84	28	49

Shuswap Division Lot Listing/Sales Analysis

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 40000	7	11	6	11
40001 to 60000	3	7	6	11
60001 to 80000	3	5	2	4
80001 to 100000	0	1	1	2
100001 to 120000	0	2	1	1
120001 to 140000	1	1	2	2
140001 to 160000	0	0	0	0
160001 and over	3	7	1	1
Totals	17	34	19	32