

SHUSWAP DIVISION MONTHLY STATISTICS

FOR

February 1 - 29, 2004

SHUSWAP DIVISION

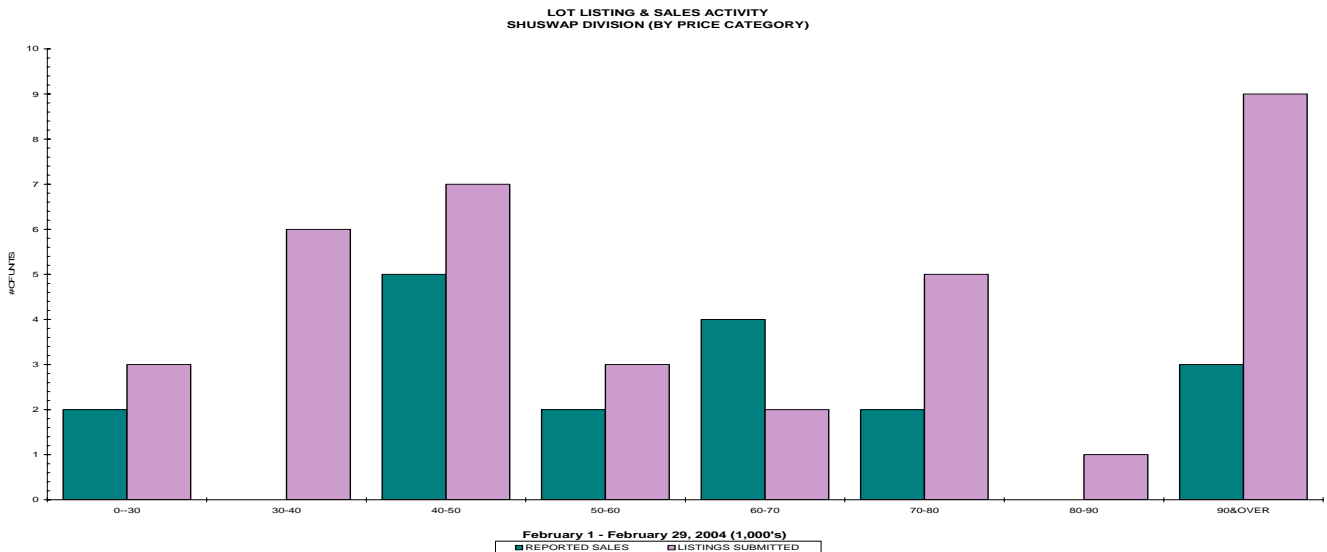
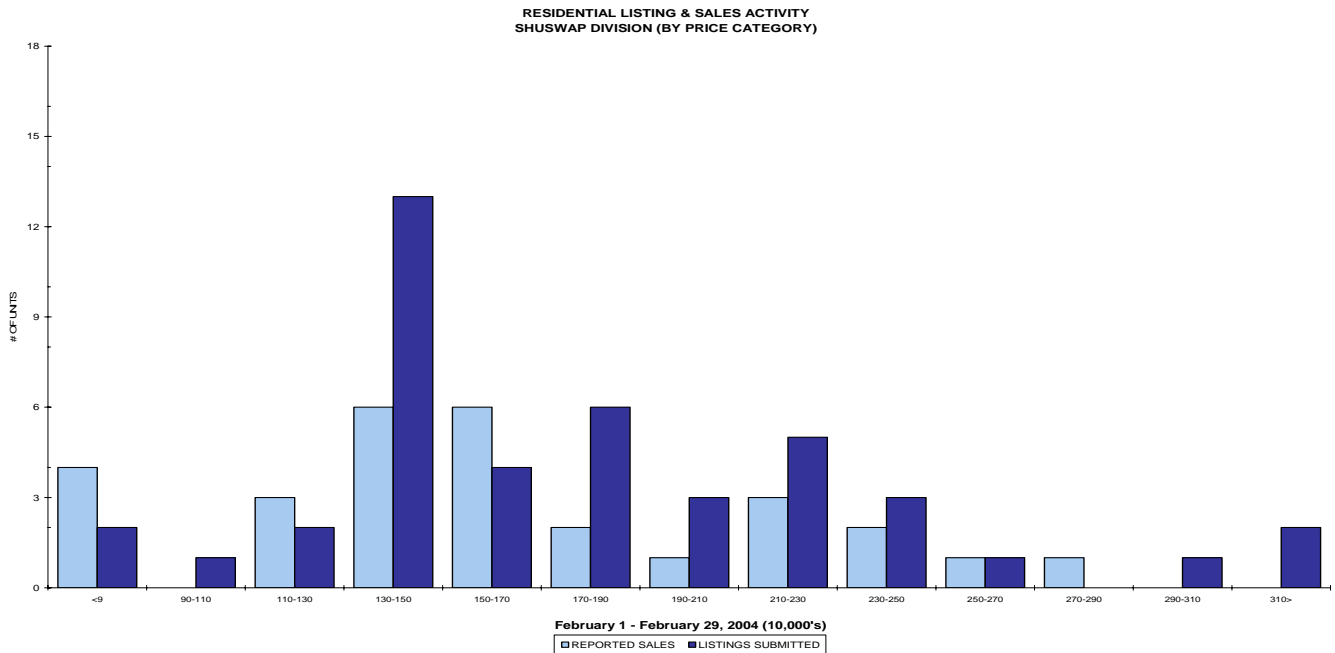
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February 2004

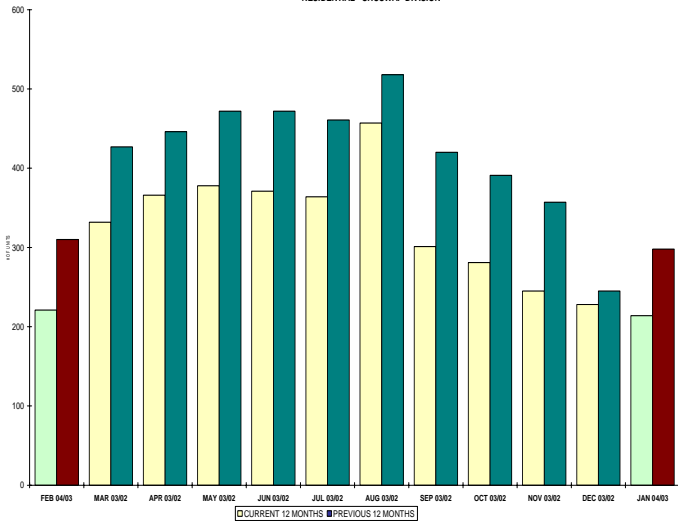
QUICK SUMMARY

| | 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 2004 | 68 | \$10,172,000 | 31 | \$4,897,400 | 130 | 1,072 |
| January 2004 | 59 | \$8,779,900 | 24 | \$3,764,250 | 168 | 1,026 |
| February 2003 | 52 | \$8,248,500 | 19 | \$3,343,000 | 163 | 1,384 |

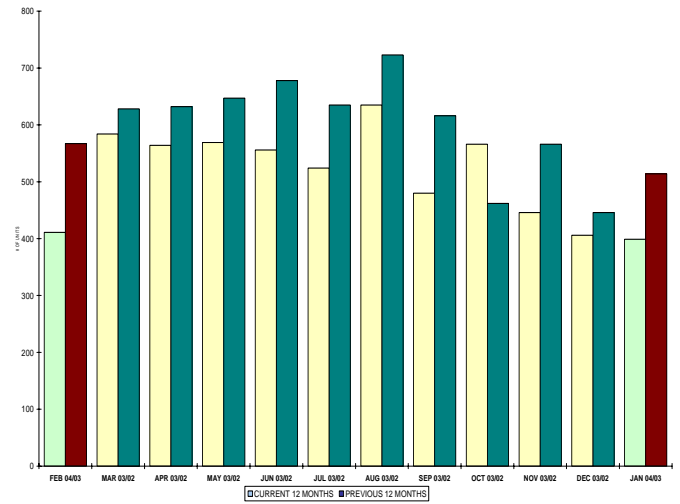
The average of listings-per-licensee is 15



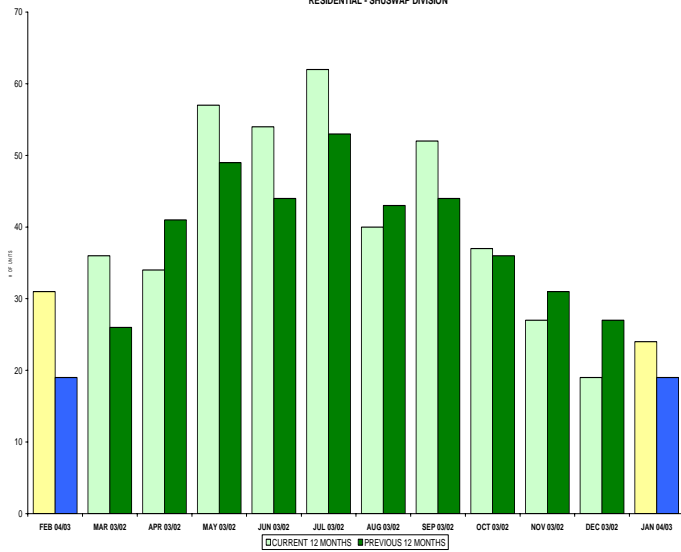
INVENTORY OF ACTIVE LISTINGS
RESIDENTIAL - SHUSWAP DIVISION



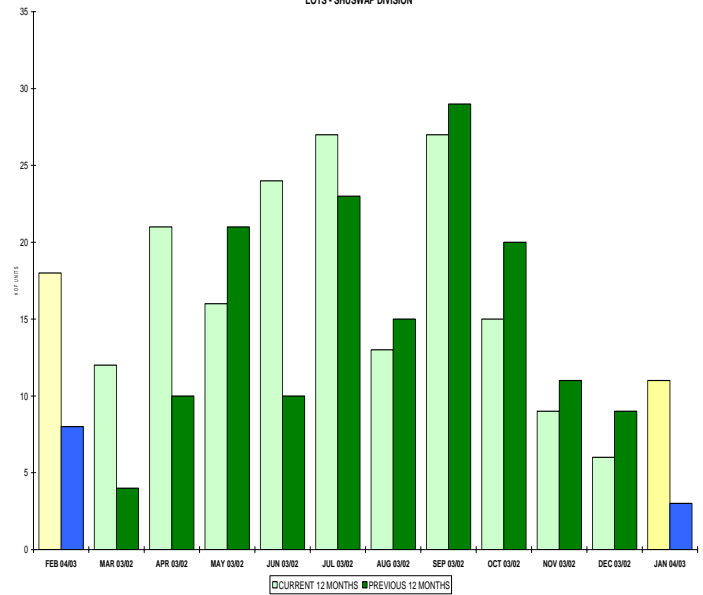
INVENTORY OF ACTIVE LISTINGS
LOTS - SHUSWAP DIVISION



NUMBER OF UNITS SOLD
RESIDENTIAL - SHUSWAP DIVISION



NUMBER OF UNITS SOLD
LOTS - SHUSWAP DIVISION



SHUSWAP DIVISION

February 2004

| Category | Sales | New Listings | Current Inventory | Sell/Inv. Ratio | Days To Sell |
|--------------------------------------|-------|--------------|-------------------------------------|-----------------|--------------|
| ACREAGE | 1 | 7 | 95 | 1.05% | 161 |
| ACREAGE/HOUSE | 9 | 15 | 107 | 2.94% | 383 |
| LOTS | 17 | 29 | 316 | 5.38% | 185 |
| RESIDENTIAL | 31 | 44 | 221 | 11.21% | 100 |
| AVERAGE HOUSE PRICE \$157,981 | | | MEDIAN HOUSE PRICE \$152,000 | | |

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

**COMPARATIVE ACTIVITY BY ZONE AS AT
February 29, 2004**

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

**ZONE CO
TOTALS**

| | | | | | | |
|------------------------|---------------|--------------|-------------|---------------|---------------|-------------|
| Units Listed | 565 | 718 | -21.3% | 1173 | 1386 | -15.4% |
| Units Sold | 388 | 373 | 4.0% | 699 | 689 | 1.5% |
| Sales Dollars | \$100,847,880 | \$73,843,696 | 36.6% | \$175,571,921 | \$132,635,767 | 32.4% |
| List/Sell Ratio | 95.89% | 95.65% | 0.3% | 96.35% | 96.34% | 0.0% |
| Days to Sell | 76 | 89 | -14.6% | 88 | 90 | -2.2% |
| Active Listings | 2021 | 2487 | -18.7% | | | |

**ZONE NO
TOTALS**

| | | | | | | |
|------------------------|--------------|--------------|-------------|--------------|--------------|--------------|
| Units Listed | 261 | 295 | -11.5% | 501 | 599 | -16.4% |
| Units Sold | 178 | 166 | 7.2% | 335 | 278 | 20.5% |
| Sales Dollars | \$28,858,275 | \$26,602,885 | 8.5% | \$53,114,436 | \$44,824,613 | 18.5% |
| List/Sell Ratio | 96.06% | 92.29% | 4.1% | 96.07% | 93.29% | 3.0% |
| Days to Sell | 89 | 197 | -54.8% | 113 | 186 | -39.2% |
| Active Listings | 1221 | 1654 | -26.2% | | | |

**ZONE SH
TOTALS**

| | | | | | | |
|------------------------|--------------|-------------|--------------|--------------|--------------|--------------|
| Units Listed | 130 | 161 | -19.3% | 298 | 308 | -3.2% |
| Units Sold | 68 | 48 | 41.7% | 127 | 93 | 36.6% |
| Sales Dollars | \$10,172,000 | \$7,319,800 | 39.0% | \$18,376,900 | \$14,652,591 | 25.4% |
| List/Sell Ratio | 92.46% | 91.61% | 0.9% | 91.45% | 92.09% | -0.7% |
| Days to Sell | 164 | 239 | -31.4% | 176 | 201 | -12.4% |
| Active Listings | 1072 | 1384 | -22.5% | | | |

**ZONE OB
TOTALS**

| | | | | | | |
|------------------------|-----------|-------------|---------------|-----------|-------------|---------------|
| Units Listed | 12 | 17 | -29.4% | 22 | 30 | -26.7% |
| Units Sold | 3 | 6 | -50.0% | 5 | 7 | -28.6% |
| Sales Dollars | \$531,000 | \$7,563,400 | -93.0% | \$818,500 | \$7,765,400 | -89.5% |
| List/Sell Ratio | 92.62% | 75.62% | 22.5% | 90.68% | 79.83% | 13.6% |
| Days to Sell | 192 | 255 | -24.7% | 237 | 271 | -12.5% |
| Active Listings | 121 | 132 | -8.3% | | | |

GRAND TOTALS

| | | | | | | |
|------------------------|---------------|---------------|-------------|---------------|---------------|-------------|
| Units Listed | 968 | 1191 | -18.7% | 1994 | 2323 | -14.2% |
| Units Sold | 637 | 593 | 7.4% | 1166 | 1067 | 9.3% |
| Sales Dollars | \$140,409,155 | \$115,329,781 | 21.7% | \$247,881,757 | \$199,878,371 | 24.0% |
| List/Sell Ratio | 95.75% | 94.54% | 1.3% | 95.90% | 94.84% | 1.1% |
| Days to Sell | 89 | 132 | -32.6% | 105 | 126 | -16.7% |
| Active Listings | 4435 | 5657 | -21.6% | | | |

LICENSEES
February 29, 2004

| | TOTAL NUMBER OF LICENSEES February 29/04 | TOTAL NUMBER OF LICENSEES February 28/03 | CHANGE BY NUMBER | CHANGE BY % |
|-----------------|--|--|---------------------|----------------|
| ALL DIVISIONS | 817 | 722 | 95 | 13.16% |
| CENTRAL OK DIV. | 515 | 468 | 47 | 10.04% |
| NORTH OK DIV. | 233 | 189 | 44 | 23.28% |
| SHUSWAP DIV. | 69 | 65 | 4 | 6.15% |

CURRENT MEMBERSHIP

| | |
|----------------------|-----|
| AGENT LICENSEES | 77 |
| SALESPERSONS | 669 |
| PROPERTY MANAGEMENT | 8 |
| 9:15 LICENCEE MEMBER | 60 |
| EXEMPTION MEMBER | 3 |

TOTALS **817**

**Shuswap Division Comparative Activity By Property Type
February 29, 2004**

| | CURRENT MONTH | | | YEAR TO DATE | | |
|-----------------------------|----------------------|------------------|-----------------|---------------------|------------------|-----------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Acreage | | | | | | |
| Units Listed | 7 | 2 | 250.0% | 14 | 9 | 55.6% |
| Units Sold | 1 | 1 | 0.0% | 1 | 1 | 0.0% |
| Sales Dollars | \$128,700 | \$79,000 | 62.9% | \$128,700 | \$314,000 | -59.0% |
| List/Sell Ratio | 76.15% | 88.76% | -14.2% | 76.15% | 92.33% | -17.5% |
| Days to Sell | 161 | 189 | -14.8% | 161 | 101 | 59.4% |
| Active Inventory | 95 | 102 | -6.9% | | | |
| Average Price | \$128,700 | \$79,000 | 62.9% | \$128,700 | \$314,000 | -59.0% |
| Median Price | \$128,700 | \$79,000 | 62.9% | \$128,700 | \$157,000 | -18.0% |
| Acreage with House | | | | | | |
| Units Listed | 15 | 16 | -6.3% | 27 | 33 | -18.2% |
| Units Sold | 9 | 12 | -25.0% | 12 | 22 | -45.5% |
| Sales Dollars | \$2,726,700 | \$2,328,900 | 17.1% | \$3,479,700 | \$4,735,800 | -26.5% |
| List/Sell Ratio | 90.74% | 92.51% | -1.9% | 91.72% | 91.11% | 0.7% |
| Days to Sell | 383 | 176 | 117.6% | 312 | 207 | 50.7% |
| Active Inventory | 107 | 131 | -18.3% | | | |
| Average Price | \$302,967 | \$194,075 | 56.1% | \$289,975 | \$215,264 | 34.7% |
| Median Price | \$165,500 | \$166,500 | -0.6% | \$213,750 | \$207,700 | 2.9% |
| Acreage (Waterfront) | | | | | | |
| Units Listed | 1 | 2 | -50.0% | 2 | 2 | 0.0% |
| Units Sold | 0 | 1 | -100.0% | 0 | 1 | -100.0% |
| Sales Dollars | \$0 | \$120,000 | -100.0% | \$0 | \$120,000 | -100.0% |
| List/Sell Ratio | 0.00% | 88.95% | -100.0% | 0.00% | 88.95% | -100.0% |
| Days to Sell | 0 | 1061 | -100.0% | 0 | 1061 | -100.0% |
| Active Inventory | 8 | 9 | -11.1% | | | |
| Average Price | \$0 | \$120,000 | -100.0% | \$0 | \$120,000 | -100.0% |
| Median Price | \$0 | \$120,000 | -100.0% | \$0 | \$120,000 | -100.0% |
| Business | | | | | | |
| Units Listed | 5 | 2 | 150.0% | 9 | 9 | 0.0% |
| Units Sold | 0 | 0 | 0.0% | 0 | 1 | -100.0% |
| Sales Dollars | \$0 | \$0 | 0.0% | \$0 | \$79,500 | -100.0% |
| List/Sell Ratio | 0.00% | 0.00% | 0.0% | 0.00% | 89.32% | -100.0% |
| Days to Sell | 0 | 0 | 0.0% | 0 | 62 | -100.0% |
| Active Inventory | 50 | 64 | -21.9% | | | |
| Average Price | \$0 | \$0 | 0.0% | \$0 | \$79,500 | -100.0% |
| Median Price | \$0 | \$0 | 0.0% | \$0 | \$79,500 | -100.0% |
| Condo (Townhouse) | | | | | | |
| Units Listed | 3 | 2 | 50.0% | 7 | 7 | 0.0% |
| Units Sold | 4 | 1 | 300.0% | 6 | 7 | -14.3% |
| Sales Dollars | \$530,000 | \$114,000 | 364.9% | \$829,250 | \$892,300 | -7.1% |
| List/Sell Ratio | 95.85% | 96.69% | -0.9% | 94.29% | 96.72% | -2.5% |
| Days to Sell | 111 | 134 | -17.2% | 126 | 185 | -31.9% |
| Active Inventory | 12 | 19 | -36.8% | | | |
| Average Price | \$132,500 | \$114,000 | 16.2% | \$138,208 | \$127,471 | 8.4% |
| Median Price | \$119,000 | \$114,000 | 4.4% | \$119,000 | \$132,900 | -10.5% |
| Condo (Apt) | | | | | | |
| Units Listed | 1 | 4 | -75.0% | 1 | 9 | -88.9% |
| Units Sold | 1 | 2 | -50.0% | 3 | 3 | 0.0% |
| Sales Dollars | \$92,000 | \$314,900 | -70.8% | \$440,000 | \$409,900 | 7.3% |
| List/Sell Ratio | 93.02% | 94.90% | -2.0% | 93.16% | 95.28% | -2.2% |
| Days to Sell | 146 | 455 | -67.9% | 176 | 349 | -49.6% |
| Active Inventory | 43 | 36 | 19.4% | | | |
| Average Price | \$92,000 | \$157,450 | -41.6% | \$146,667 | \$136,633 | 7.3% |
| Median Price | \$92,000 | \$157,450 | -41.6% | \$94,000 | \$139,900 | -32.8% |

Shuswap Division Comparative Activity By Property Type

February 29, 2004

| | CURRENT MONTH | | | YEAR TO DATE | | |
|----------------------|---------------|-----------|---------------|--------------|-----------|----------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Duplex | | | | | | |
| Units Listed | 1 | 0 | 100.0% | 2 | 0 | 100.0% |
| Units Sold | 1 | 1 | 0.0% | 1 | 1 | 0.0% |
| Sales Dollars | \$123,000 | \$175,000 | -29.7% | \$123,000 | \$175,000 | -29.7% |
| List/Sell Ratio | 89.19% | 93.33% | -4.4% | 89.19% | 93.33% | -4.4% |
| Days to Sell | 274 | 145 | 89.0% | 274 | 145 | 89.0% |
| Active Inventory | 5 | 3 | 66.7% | | | |
| Average Price | \$123,000 | \$175,000 | -29.7% | \$123,000 | \$175,000 | -29.7% |
| Median Price | \$123,000 | \$175,000 | -29.7% | \$123,000 | \$175,000 | -29.7% |
| Farms | | | | | | |
| Units Listed | 0 | 0 | 0.0% | 0 | 1 | -100.0% |
| Units Sold | 0 | 0 | 0.0% | 0 | 0 | 0.0% |
| Sales Dollars | \$0 | \$0 | 0.0% | \$0 | \$0 | 0.0% |
| 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 | 9 | 12 | -25.0% | | | |
| Average Price | \$0 | \$0 | 0.0% | \$0 | \$0 | 0.0% |
| Median Price | \$0 | \$0 | 0.0% | \$0 | \$0 | 0.0% |
| IC&I | | | | | | |
| Units Listed | 4 | 2 | 100.0% | 9 | 5 | 80.0% |
| Units Sold | 1 | 1 | 0.0% | 4 | 1 | 300.0% |
| Sales Dollars | \$575,000 | \$150,000 | 283.3% | \$580,000 | \$150,000 | 286.7% |
| List/Sell Ratio | 92.00% | 77.31% | 19.0% | 92.41% | 77.31% | 19.5% |
| Days to Sell | 19 | 536 | -96.5% | 217 | 536 | -59.5% |
| Active Inventory | 35 | 24 | 45.8% | | | |
| Average Price | \$575,000 | \$150,000 | 283.3% | \$145,000 | \$150,000 | -3.3% |
| Median Price | \$575,000 | \$150,000 | 283.3% | \$239,500 | \$150,000 | 59.7% |
| IC&I Land | | | | | | |
| Units Listed | 3 | 1 | 200.0% | 6 | 8 | -25.0% |
| Units Sold | 1 | 0 | 100.0% | 3 | 1 | 200.0% |
| Sales Dollars | \$45,000 | \$0 | 100.0% | \$1,460,000 | \$214,900 | 579.4% |
| List/Sell Ratio | 83.33% | 0.00% | 100.0% | 89.43% | 100.00% | -10.6% |
| Days to Sell | 177 | 0 | 100.0% | 301 | 26 | 1057.7% |
| Active Inventory | 37 | 51 | -27.5% | | | |
| Average Price | \$45,000 | \$0 | 100.0% | \$486,667 | \$214,900 | 126.5% |
| Median Price | \$45,000 | \$0 | 100.0% | \$660,000 | \$214,900 | 207.1% |
| Lots | | | | | | |
| Units Listed | 27 | 60 | -55.0% | 96 | 72 | 33.3% |
| Units Sold | 15 | 5 | 200.0% | 25 | 8 | 212.5% |
| Sales Dollars | \$772,700 | \$207,000 | 273.3% | \$1,264,350 | \$340,000 | 271.9% |
| List/Sell Ratio | 93.70% | 90.08% | 4.0% | 92.86% | 91.77% | 1.2% |
| Days to Sell | 150 | 573 | -73.8% | 149 | 455 | -67.3% |
| Active Inventory | 290 | 414 | -30.0% | | | |
| Average Price | \$51,513 | \$41,400 | 24.4% | \$50,574 | \$42,500 | 19.0% |
| Median Price | \$53,500 | \$43,000 | 24.4% | \$49,250 | \$43,000 | 14.5% |
| Leases | | | | | | |
| Units Listed | 2 | 0 | 100.0% | 4 | 7 | -42.9% |
| Units Sold | 0 | 0 | 0.0% | 0 | 1 | -100.0% |
| Sales Dollars | \$0 | \$0 | -100.0% | \$0 | \$6,291 | -100.0% |
| List/Sell Ratio | 0.00% | 0.00% | 0.0% | 0.00% | 0.00% | 0.0% |
| Days to Sell | 0 | 0 | -100.0% | 0 | 676 | -100.0% |
| Active Inventory | 17 | 19 | -10.5% | | | |
| Average Price | \$0 | \$0 | -100.0% | \$0 | \$6,291 | -100.0% |
| Median Price | \$0 | \$0 | -100.0% | \$0 | \$6,291 | -100.0% |

**Shuswap Division Comparative Activity By Property Type
February 29, 2004**

| | CURRENT MONTH | | | YEAR TO DATE | | |
|----------------------------------|----------------------|------------------|-----------------|---------------------|------------------|-----------------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Lots (Waterfront) | | | | | | |
| Units Listed | 1 | 3 | -66.7% | 2 | 11 | -81.8% |
| Units Sold | 2 | 0 | 100.0% | 3 | 0 | 100.0% |
| Sales Dollars | \$250,000 | \$0 | 100.0% | \$425,000 | \$0 | 100.0% |
| List/Sell Ratio | 92.59% | 0.00% | 100.0% | 85.06% | 0.00% | 100.0% |
| Days to Sell | 221 | 0 | 100.0% | 718 | 0 | 100.0% |
| Active Inventory | 18 | 42 | -57.1% | | | |
| Average Price | \$125,000 | \$0 | 100.0% | \$141,667 | \$0 | 100.0% |
| Median Price | \$125,000 | \$0 | 100.0% | \$125,000 | \$0 | 100.0% |
| Multi-Family | | | | | | |
| Units Listed | 1 | 0 | 100.0% | 1 | 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% | 0.0% | 0.00% | 0.00% | 0.0% |
| Days to Sell | 0 | 0 | 0.0% | 0 | 0 | 0.0% |
| Active Inventory | 6 | 10 | -40.0% | | | |
| Average Price | \$0 | \$0 | 0.0% | \$0 | \$0 | 0.0% |
| Median Price | \$0 | \$0 | 0.0% | \$0 | \$0 | 0.0% |
| Mobile Homes | | | | | | |
| Units Listed | 13 | 16 | -18.8% | 22 | 32 | -31.3% |
| Units Sold | 2 | 4 | -50.0% | 10 | 5 | 100.0% |
| Sales Dollars | \$31,500 | \$59,900 | -47.4% | \$265,000 | \$69,900 | 279.1% |
| List/Sell Ratio | 76.27% | 80.16% | -4.9% | 82.02% | 80.93% | 1.3% |
| Days to Sell | 338 | 79 | 327.8% | 164 | 70 | 134.3% |
| Active Inventory | 63 | 81 | -22.2% | | | |
| Average Price | \$15,750 | \$14,975 | 5.2% | \$26,500 | \$13,980 | 89.6% |
| Median Price | \$15,750 | \$11,950 | 31.8% | \$26,250 | \$10,000 | 162.5% |
| Residential | | | | | | |
| Units Listed | 44 | 46 | -4.3% | 87 | 97 | -10.3% |
| Units Sold | 31 | 20 | 55.0% | 55 | 39 | 41.0% |
| Sales Dollars | \$4,897,400 | \$3,771,100 | 29.9% | \$8,661,650 | \$6,776,000 | 27.8% |
| List/Sell Ratio | 95.08% | 94.07% | 1.1% | 94.39% | 93.26% | 1.2% |
| Days to Sell | 100 | 159 | -37.1% | 120 | 124 | -3.2% |
| Active Inventory | 221 | 310 | -28.7% | | | |
| Average Price | \$157,981 | \$188,555 | -16.2% | \$157,485 | \$173,744 | -9.4% |
| Median Price | \$152,000 | \$176,250 | -13.8% | \$152,000 | \$152,000 | 0.0% |
| Residential (Waterfront) | | | | | | |
| Units Listed | 2 | 5 | -60.0% | 9 | 6 | 50.0% |
| Units Sold | 0 | 0 | 0.0% | 4 | 2 | 100.0% |
| Sales Dollars | \$0 | \$0 | 0.0% | \$720,250 | \$369,000 | 95.2% |
| List/Sell Ratio | 0.00% | 0.00% | 0.0% | 92.43% | 94.21% | -1.9% |
| Days to Sell | 0 | 0 | 0.0% | 232 | 154 | 50.6% |
| Active Inventory | 56 | 57 | -1.8% | | | |
| Average Price | \$0 | \$0 | 0.0% | \$180,063 | \$184,500 | -2.4% |
| Median Price | \$0 | \$0 | 0.0% | \$173,175 | \$184,500 | -6.1% |
| SHUSWAP DIVISION - TOTALS | | | | | | |
| Units Listed | 130 | 161 | -19.3% | 298 | 308 | -3.2% |
| Units Sold | 68 | 48 | 41.7% | 127 | 93 | 36.6% |
| Sales Dollars | \$10,172,000 | \$7,319,800 | 39.0% | \$18,376,900 | \$14,652,591 | 25.4% |
| List/Sell Ratio | 92.46% | 91.61% | 0.9% | 91.45% | 92.09% | -0.7% |
| Days to Sell | 164 | 239 | -31.4% | 176 | 201 | -12.4% |
| Active Inventory | 1072 | 1384 | -22.5% | | | |

**Shuswap Residential Listing/Sales Analysis
February 29, 2004**

| Range | Mthly Listings Total | YTD Listings Total | Mthly Sales Total | YTD Sales Total |
|------------------|---------------------------------|-------------------------------|------------------------------|----------------------------|
| 0 to 90000 | 2 | 4 | 4 | 8 |
| 90001 to 110000 | 1 | 6 | 0 | 0 |
| 110001 to 130000 | 2 | 10 | 3 | 6 |
| 130001 to 150000 | 13 | 16 | 6 | 9 |
| 150001 to 170000 | 4 | 12 | 6 | 12 |
| 170001 to 190000 | 6 | 12 | 2 | 5 |
| 190001 to 210000 | 3 | 7 | 1 | 2 |
| 210001 to 230000 | 5 | 7 | 3 | 4 |
| 230001 to 250000 | 3 | 7 | 2 | 5 |
| 250001 to 270000 | 1 | 2 | 1 | 1 |
| 270001 to 290000 | 0 | 0 | 1 | 1 |
| 290001 to 310000 | 1 | 1 | 0 | 0 |
| 310001 and over | 2 | 2 | 0 | 0 |
| Totals | 43 | 86 | 29 | 53 |

Shuswap Division Lot Listing/Sales Analysis

| Range | Mthly Listings Total | YTD Listings Total | Mthly Sales Total | YTD Sales Total |
|----------------|---------------------------------|-------------------------------|------------------------------|----------------------------|
| 0 to 30000 | 3 | 7 | 2 | 3 |
| 30001 to 40000 | 6 | 13 | 0 | 2 |
| 40001 to 50000 | 7 | 45 | 5 | 8 |
| 50001 to 60000 | 3 | 22 | 2 | 2 |
| 60001 to 70000 | 2 | 3 | 4 | 7 |
| 70001 to 80000 | 5 | 6 | 2 | 3 |
| 80001 to 90000 | 1 | 2 | 0 | 0 |
| 90001 and over | 9 | 16 | 3 | 4 |
| Totals | 36 | 114 | 18 | 29 |