

SHUSWAP DIVISION
MONTHLY STATISTICS

FOR

March 1 - 31, 2002

SHUSWAP DIVISION

STAT - O - GRAM

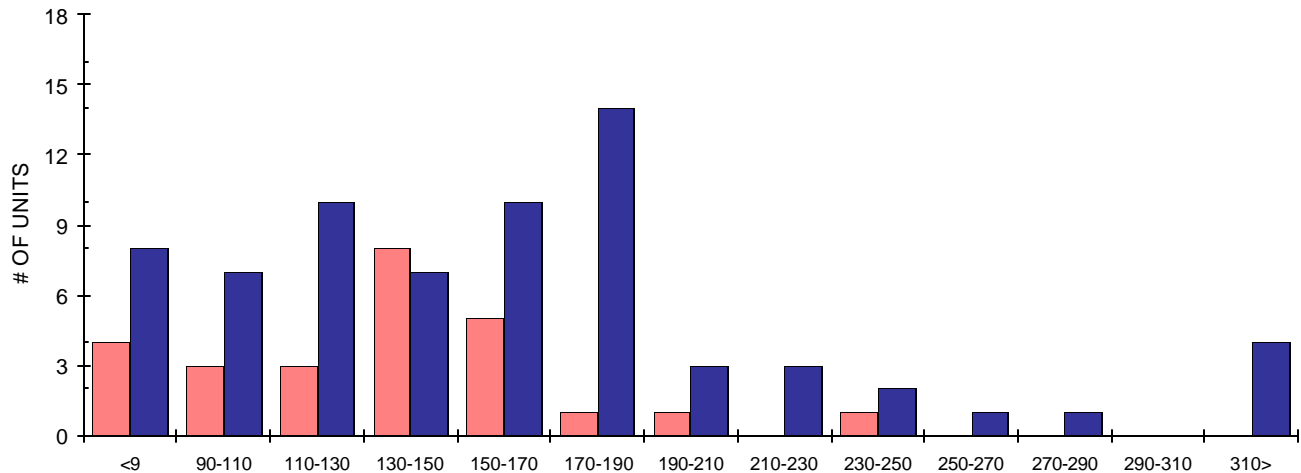
March 2002

QUICK SUMMARY

	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	# of Units	\$ Value	# of Units	\$ Value	Listings Taken	Inventory
March 2002	50	\$6,371,569	26	\$3,487,069	171	1,639
February 2002	39	\$5,736,211	19	\$2,343,760	146	1,586
March 2001	54	\$6,419,650	21	\$2,929,550	201	1,763

The average of listings-per-licensee is 24.0

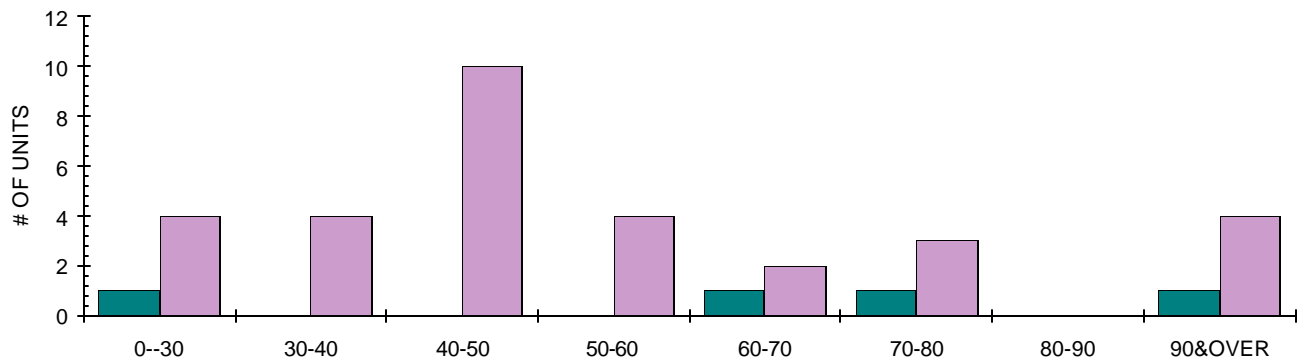
RESIDENTIAL LISTING & SALES ACTIVITY SHUSWAP DIVISION (BY PRICE CATEGORY)



March 1 - March 31, 2002 (10,000's)

■ REPORTED SALES ■ LISTINGS SUBMITTED

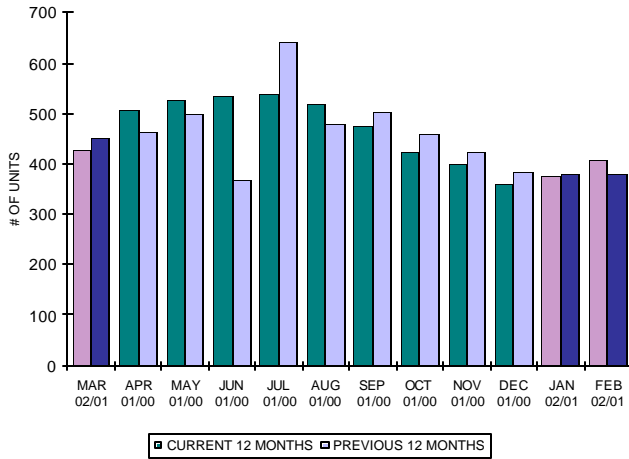
LOT LISTING & SALES ACTIVITY SHUSWAP DIVISION (BY PRICE CATEGORY)



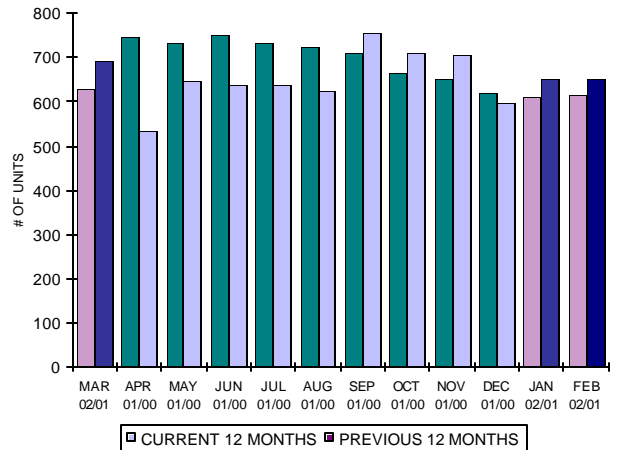
March 1 - March 31, 2002 (1,000's)

■ REPORTED SALES ■ LISTINGS SUBMITTED

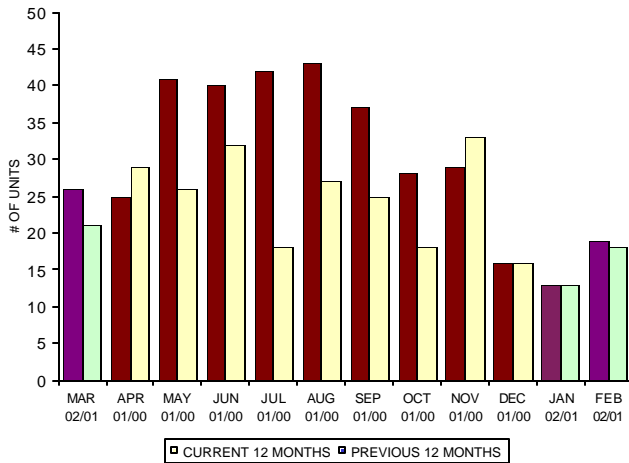
**INVENTORY OF ACTIVE LISTINGS
RESIDENTIAL - SHUSWAP DIVISION**



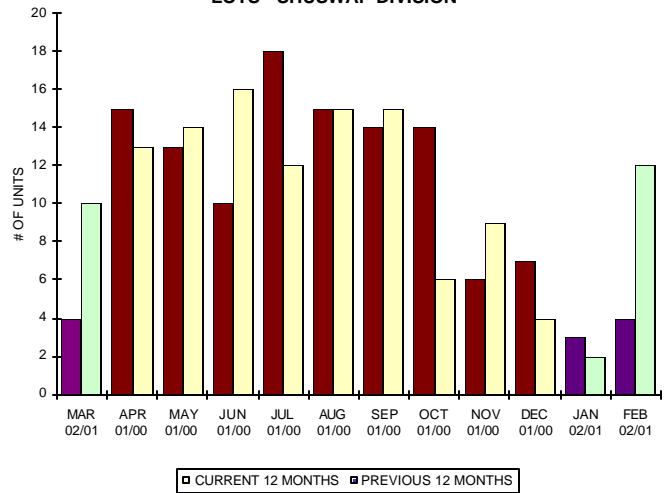
**INVENTORY OF ACTIVE LISTINGS
LOTS - SHUSWAP DIVISION**



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



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



SHUSWAP DIVISION

March 2002

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	3	2	91	1.98%	160
ACREAGE/HOUSE	8	23	152	1.95%	221
LOTS	1	29	537	0.97%	764
RESIDENTIAL	26	70	427	4.42%	72
AVERAGE HOUSE PRICE \$134,118			MEDIAN HOUSE PRICE \$135,500		

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

**COMPARATIVE ACTIVITY BY ZONE AS AT
March 31, 2002**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ZONE CO TOTALS						
Units Listed	659	856	-23.0%	1979	2030	-2.5%
Units Sold	460	280	64.3%	1153	649	77.7%
Sales Dollars	78171509	39880536	96.0%	199409016	102557642	94.4%
List/Sell Ratio	95.43	92.35		94.57	92.62	
Days to Sell	90	110	-18.2%	106	117	-9.4%
Active Listings	2766	3148	-12.1%			
ZONE NO TOTALS						
Units Listed	293	429	-31.7%	839	964	-13.0%
Units Sold	138	109	26.6%	364	257	41.6%
Sales Dollars	18178800	14623764	24.3%	51311021	34648438	48.1%
List/Sell Ratio	91.74	90.73		92.57	90.27	
Days to Sell	159	158	0.6%	160	171	-6.4%
Active Listings	1996	1873	6.6%			
ZONE SH TOTALS						
Units Listed	171	209	-18.2%	462	489	-5.5%
Units Sold	50	53	-5.7%	127	124	2.4%
Sales Dollars	6371569	6249650	2.0%	18676930	18357885	1.7%
List/Sell Ratio	90.77	88.39		90.23	88.68	
Days to Sell	177	263	-32.7%	204	226	-9.7%
Active Listings	1639	1569	4.5%			
ZONE OB TOTALS						
Units Listed	19	24	-20.8%	70	62	12.9%
Units Sold	1	1	0.0%	3	4	-25.0%
Sales Dollars	215000	95000	126.3%	1236000	1735000	-28.8%
List/Sell Ratio	74.39	73.64		87.03	85.34	
Days to Sell	140	106	100.0%	115	165	-30.3%
Active Listings	149	117	27.4%			
GRAND TOTALS						
Units Listed	1142	1518	-24.8%	3350	3545	-5.5%
Units Sold	649	443	46.5%	1647	1034	59.3%
Sales Dollars	102936878	60848950	69.2%	270632967	157298965	72.1%
List/Sell Ratio	94.26	91.40		93.77	91.51	
Days to Sell	111	140	-20.7%	125	144	-13.2%
Active Listings	6550	6707	-2.3%			

LICENSEES
March 31, 2002

	TOTAL NUMBER OF LICENSEES	TOTAL NUMBER OF LICENSEES	CHANGE BY NUMBER	CHANGE BY %
	March 31/02	March 31/01		
ALL DIVISIONS	664	669	-5	-0.75%
CENTRAL OK DIV.	420	424	-4	-0.94%
NORTH OK DIV.	177	174	3	1.72%
SHUSWAP DIV.	67	71	-4	-5.63%
CURRENT MEMBERSHIP				
AGENT LICENSEES	74			
SALESPERSONS	521			
PROPERTY MANAGEMENT	9			
9:15 LICENCEE MEMBER	57			
EXEMPTION MEMBER	3			
TOTALS	664			

COMPARATIVE ACTIVITY BY PROPERTY TYPE
MARCH 31, 2002
SHUSWAP

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage							
	UNITS LISTED	2	15	7.0%	18	30	-40.0%
	UNITS SOLD	3	1	200.0%	4	3	33.3%
	SALES DOLLARS	393000	115000	241.7%	535500	200500	167.1%
	LIST/SELL RATIO	92.97	96.63		89.94	80.24	85.7%
	DAYS TO SELL	160	291	-45.0%	186	281	-33.8%
	ACTIVE INVENTORY	91	103	-11.7%			
	AVERAGE PRICE	\$131,000	\$115,000	13.9%	\$133,875	\$66,833	100.3%
	MEDIAN PRICE	\$75,000	\$115,000	-34.8%	\$108,750	\$44,000	147.2%
Acreage with House							
	UNITS LISTED	23	16	43.8%	49	40	22.5%
	UNITS SOLD	8	10	-20.0%	20	18	11.1%
	SALES DOLLARS	1633500	1491500	9.5%	4214800	3043500	38.5%
	LIST/SELL RATIO	90.78	89.08		90.15	89.04	
	DAYS TO SELL	221	257	-14.0%	216	233	-7.3%
	ACTIVE INVENTORY	152	113	34.5%			
	AVERAGE PRICE	\$204,188	\$149,150	36.9%	\$210,740	\$169,083	24.6%
	MEDIAN PRICE	\$152,750	\$162,500	-6.0%	\$184,500	\$170,500	8.2%
Acreage (Waterfront)							
	UNITS LISTED	1	3	-66.7%	3	6	-50.0%
	UNITS SOLD	0	0	0.0%	1	0	100.0%
	SALES DOLLARS	0	0	0.0%	420000	0	100.0%
	LIST/SELL RATIO	0.00	0.00		84.84	0.00	
	DAYS TO SELL	0	0	0.0%	145	0	100.0%
	ACTIVE INVENTORY	16	16	0.0%			
	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	6	9	-33.3%	18	21	-14.3%
	UNITS SOLD	0	0	0.0%	2	2	0.0%
	SALES DOLLARS	0	0	0.0%	963600	480000	100.8%
	LIST/SELL RATIO	0.00	0.00		75.53	76.33	
	DAYS TO SELL	0	0	0.0%	51	168	-69.6%
	ACTIVE INVENTORY	57	47	21.3%			
	AVERAGE PRICE	\$0	\$0	0.0%	\$481,800	\$240,000	100.8%
	MEDIAN PRICE	\$0	\$0	0.0%	\$481,800	\$240,000	100.8%
Condo (Townhouse)							
	UNITS LISTED	6	5	20.0%	15	20	-25.0%
	UNITS SOLD	4	2	100.0%	5	7	-28.6%
	SALES DOLLARS	452500	330400	37.0%	610500	849535	-28.1%
	LIST/SELL RATIO	95.81	94.58		95.25	94.32	
	DAYS TO SELL	192	462	-58.4%	201	355	-43.4%
	ACTIVE INVENTORY	38	44	-13.6%			
	AVERAGE PRICE	\$113,125	\$165,200	-31.5%	\$122,100	\$121,362	0.6%
	MEDIAN PRICE	\$119,750	\$165,200	-27.5%	\$128,500	\$120,000	7.1%

COMPARATIVE ACTIVITY BY PROPERTY TYPE
MARCH 31, 2002
SHUSWAP

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Condo (Apt)							
	UNITS LISTED	9	6	50.0%	23	10	130.0%
	UNITS SOLD	0	3	-100.0%	5	8	-37.5%
	SALES DOLLARS	0	336750	-100.0%	399300	766150	-47.9%
	LIST/SELL RATIO	0.00	89.32		99.62	93.18	
	DAYS TO SELL	0	148	-100.0%	169	257	-34.2%
	ACTIVE INVENTORY	64	50	28.0%			
	AVERAGE PRICE	\$0	\$112,250	-100.0%	\$79,860	\$95,769	-16.6%
	MEDIAN PRICE	\$0	\$82,000	-100.0%	\$79,000	\$82,750	-4.5%
Duplex							
	UNITS LISTED	0	1	-100.0%	1	3	-66.7%
	UNITS SOLD	0	0	0.0%	0	1	-100.0%
	SALES DOLLARS	0	0	0.0%	0	79500	-100.0%
	LIST/SELL RATIO	0.00	0.00		0.00	88.43	
	DAYS TO SELL	0	0	0.0%	0	520	0.0%
	ACTIVE INVENTORY	6	0	100.0%			
	AVERAGE PRICE	\$0	\$0	0.0%	\$0	\$79,500	-100.0%
	MEDIAN PRICE	\$0	\$0	0.0%	\$0	\$79,500	-100.0%
Farms							
	UNITS LISTED	0	0	0.0%	5	3	66.7%
	UNITS SOLD	0	0	0.0%	0	0	0.0%
	SALES DOLLARS	\$0	\$0	0.0%	\$0	\$0	0.0%
	LIST/SELL 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	1	4	-75.0%	7	12	-41.7%
	UNITS SOLD	0	0	0.0%	1	1	0.0%
	SALES DOLLARS	0	0	0.0%	103050	210000	-50.9%
	LIST/SELL RATIO	0.00	0.00		103.05	84.33	
	DAYS TO SELL	0	0	0.0%	10	361	-97.2%
	ACTIVE INVENTORY	31	28	10.7%			
	AVERAGE PRICE	\$0	\$0	0.0%	\$103,050	\$210,000	-50.9%
	MEDIAN PRICE	\$0	\$0	0.0%	\$103,050	\$210,000	-50.9%
IC&I Land							
	UNITS LISTED	5	5	0.0%	11	14	-21.4%
	UNITS SOLD	0	0	0.0%	2	0	100.0%
	SALES DOLLARS	0	0	0.0%	328500	0	100.0%
	LIST/SELL 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
MARCH 31, 2002
SHUSWAP

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots							
	UNITS LISTED	26	34	-23.5%	61	62	-1.6%
	UNITS SOLD	1	9	-88.9%	6	12	-50.0%
	SALES DOLLARS	65500	370950	-82.3%	412500	507350	-18.7%
	LIST/SELL RATIO	86.18	80.81		78.05	83.85	
	DAYS TO SELL	764	405	88.6%	752	340	121.2%
	ACTIVE INVENTORY	472	465	1.5%			
	AVERAGE PRICE	\$65,500	\$41,217	58.9%	\$68,750	\$42,279	62.6%
	MEDIAN PRICE	\$65,500	\$28,500	129.8%	\$65,250	\$37,700	73.1%
Leases							
	UNITS LISTED	2	4	-50.0%	4	7	-42.9%
	UNITS SOLD	0	0	0.0%	2	0	100.0%
	SALES DOLLARS	0	0	100.0%	1	0	100.0%
	LIST/SELL RATIO	0.00	0.00		100.00	0.00	
	DAYS TO SELL	0	0	100.0%	369	0	100.0%
	ACTIVE INVENTORY	24	31	-22.6%			
	AVERAGE PRICE	\$0	\$0	0.0%	\$1	\$0	100.0%
	MEDIAN PRICE	\$0	\$0	0.0%	\$1	\$0	100.0%
Lots (Waterfront)							
	UNITS LISTED	2	4	-50.0%	3	9	-66.7%
	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	49	66	-25.8%			
	AVERAGE PRICE	\$0	\$0	0.0%	\$0	\$0	0.0%
	MEDIAN PRICE	\$0	\$0	0.0%	\$0	\$0	0.0%
Multi-Family							
	UNITS LISTED	1	2	-50.0%	3	6	-50.0%
	UNITS SOLD	0	1	-100.0%	0	1	-100.0%
	SALES DOLLARS	0	273000	-100.0%	0	2763000	-100.0%
	LIST/SELL RATIO	0.00	92.54		0.00	92.54	
	DAYS TO SELL	0	1041	0.0%	0	1041	0.0%
	ACTIVE INVENTORY	10	11	-9.1%			
	AVERAGE PRICE	\$0	\$273,000	0.0%	\$0	\$2,763,000	0.0%
	MEDIAN PRICE	\$0	\$273,000	0.0%	\$0	\$273,000	0.0%
Mobile Homes							
	UNITS LISTED	10	18	-44.4%	28	39	-28.2%
	UNITS SOLD	6	5	20.0%	10	11	-9.1%
	SALES DOLLARS	175000	167500	4.5%	336400	322000	4.5%
	LIST/SELL RATIO	74.60	81.57		79.62	80.85	
	DAYS TO SELL	424	158	168.4%	325	129	151.9%
	ACTIVE INVENTORY	77	78	-1.3%			
	AVERAGE PRICE	\$29,167	\$33,500	-12.9%	\$33,640	\$29,273	14.9%
	MEDIAN PRICE	\$24,000	\$41,000	-41.5%	\$34,750	\$25,500	36.3%

COMPARATIVE ACTIVITY BY PROPERTY TYPE
MARCH 31, 2002
SHUSWAP

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Residential							
	UNITS LISTED	70	67	4.5%	197	181	8.8%
	UNITS SOLD	26	21	23.8%	58	52	11.5%
	SALES DOLLARS	3487069	2929550	19.0%	7606229	7096850	7.2%
	LIST/SELL RATIO	94.09	91.52		92.85	90.20	
	DAYS TO SELL	72	165	-56.4%	110	184	-40.2%
	ACTIVE INVENTORY	427	381	12.1%			
	AVERAGE PRICE	\$134,118	\$139,502	-3.9%	\$131,142	\$136,478	-3.9%
	MEDIAN PRICE	\$135,500	\$130,000	4.2%	\$134,750	\$129,500	4.1%
Residential (Waterfront)							
	UNITS LISTED	7	16	-56.3%	16	26	-38.5%
	UNITS SOLD	2	1	100.0%	11	8	37.5%
	SALES DOLLARS	165000	235000	-29.8%	2746550	2039500	34.7%
	LIST/SELL RATIO	86.03	90.55		86.38	92.01	
	DAYS TO SELL	326	166	96.4%	250	126	98.4%
	ACTIVE INVENTORY	61	57	7.0%			
	AVERAGE PRICE	\$82,500	\$235,000	-64.9%	\$249,686	\$254,938	-2.1%
	MEDIAN PRICE	\$82,500	\$235,000	-64.9%	\$230,000	\$276,000	-16.7%
SHUSWAP TOTALS							
	UNITS LISTED	171	209	-18.2%	462	489	-5.5%
	UNITS SOLD	50	53	-5.7%	127	124	2.4%
	SALES DOLLARS	6371569	6249650	2.0%	18676930	18357885	1.7%
	LIST/SELL RATIO	90.77	88.39		90.23	88.68	
	DAYS TO SELL	177	263	-32.7%	204	226	-9.7%
	ACTIVE INVENTORY	1639	1569				

RESIDENTIAL LISTING / SALES ANALYSIS

MARCH 31, 2002

SHUSWAP

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 90000	8	22	4	11
90001 to 110000	7	21	3	8
110001 to 130000	10	25	3	7
130001 to 150000	7	35	8	14
150001 to 170000	10	26	5	10
170001 to 190000	14	26	1	5
190001 to 210000	3	10	1	2
210001 to 230000	3	8	0	0
230001 to 250000	2	8	1	1
250001 to 270000	1	5	0	0
270001 to 290000	1	3	0	0
290001 to 310000	0	1	0	0
310001 and over	4	7	0	0
	70	197	26	58

LOT LISTING / SALES ANALYSIS

MARCH 31, 2002

SHUSWAP

	Mthly Listings	YTD Listings		Mthly Sales	YTD Sales
Range	Total	Total		Total	Total
0 to 30000	4	13		1	3
30001 to 40000	4	13		0	0
40001 to 50000	10	21		0	0
50001 to 60000	4	9		0	0
60001 to 70000	2	8		1	2
70001 to 80000	3	4		1	1
80001 to 90000	0	2		0	0
90001 and over	4	15		1	5
	31	85		4	11