

SHUSWAP DIVISION MONTHLY STATISTICS

FOR

March 1 - 31, 2003

SHUSWAP DIVISION

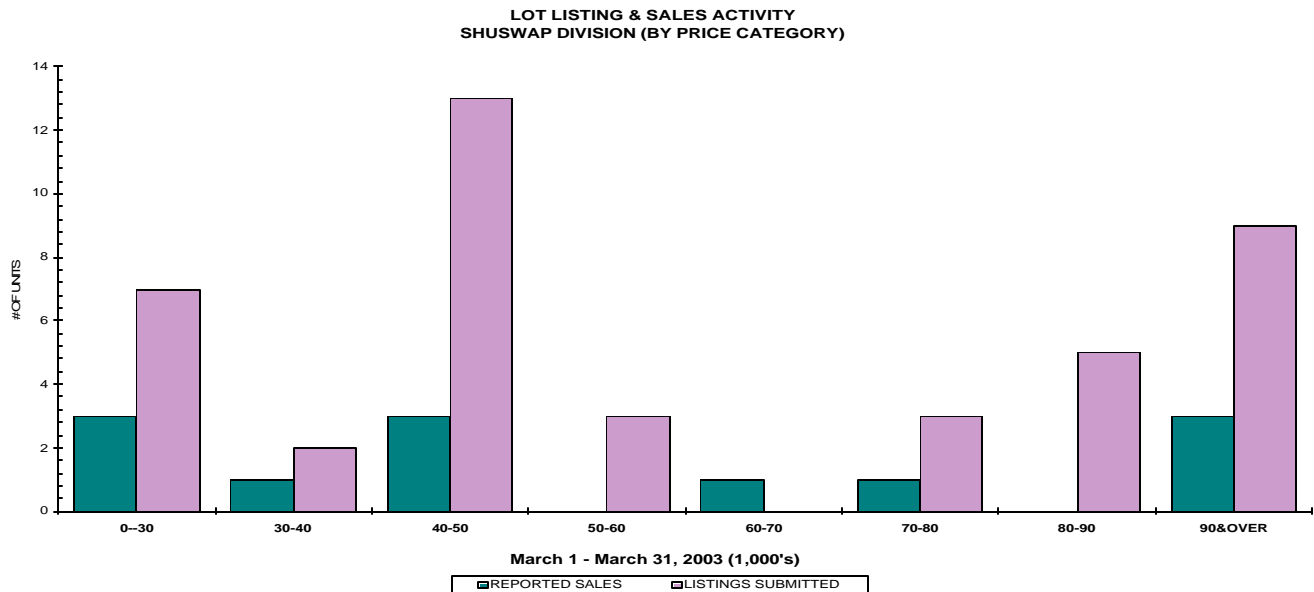
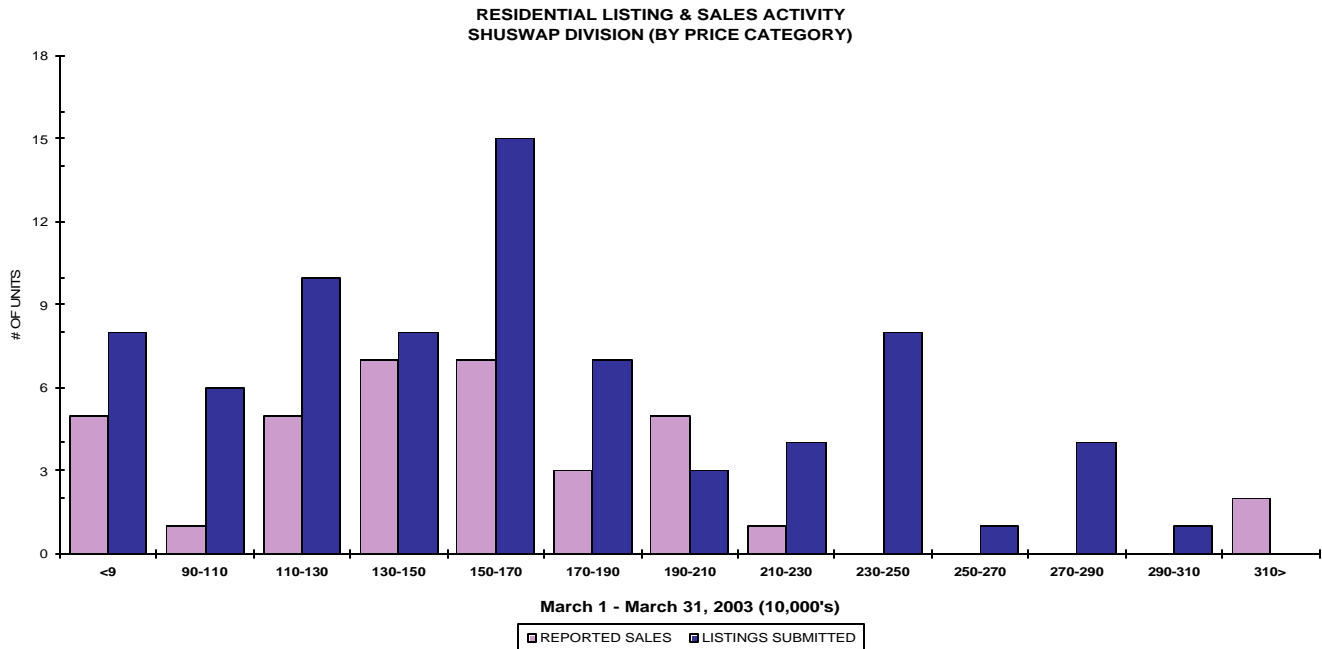
STAT - O - GRAM

March 2003

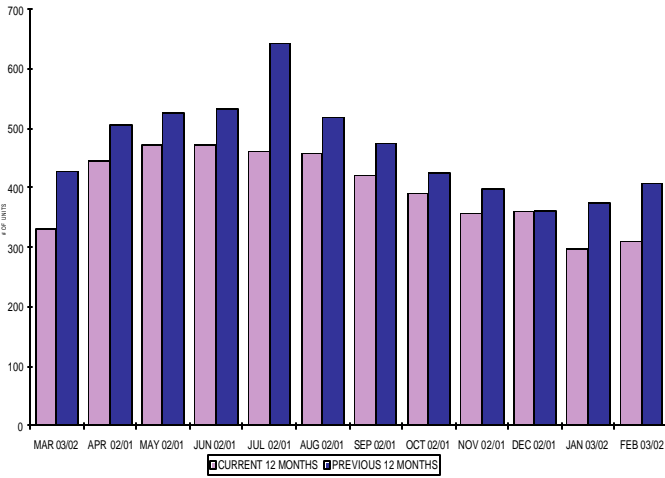
QUICK SUMMARY

	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	# of Units	\$ Value	# of Units	\$ Value	Listings Taken	Inventory
March 2003	73	\$10,013,006	36	\$5,572,000	190	1,448
February 2002	39	\$5,736,211	19	\$2,343,760	146	1,586
March 2002	50	\$6,371,569	26	\$3,487,069	171	1,639

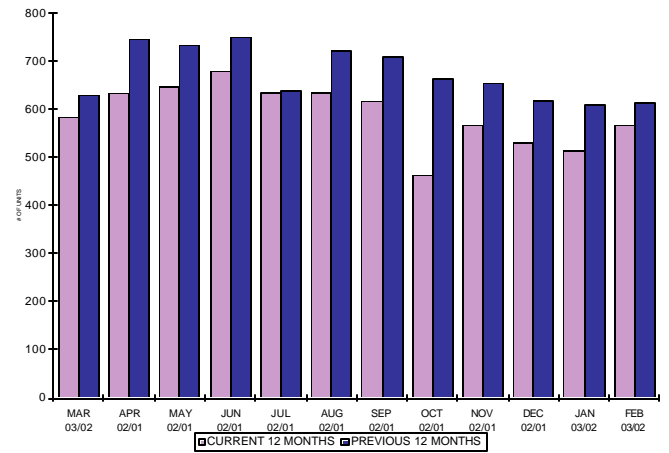
The average of listings-per-licensee is 21.2



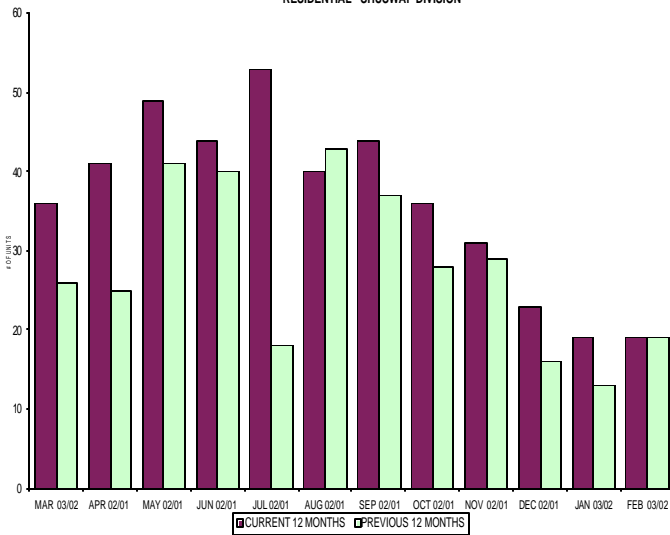
INVENTORY OF ACTIVE LISTINGS
RESIDENTIAL - SHUSWAP DIVISION



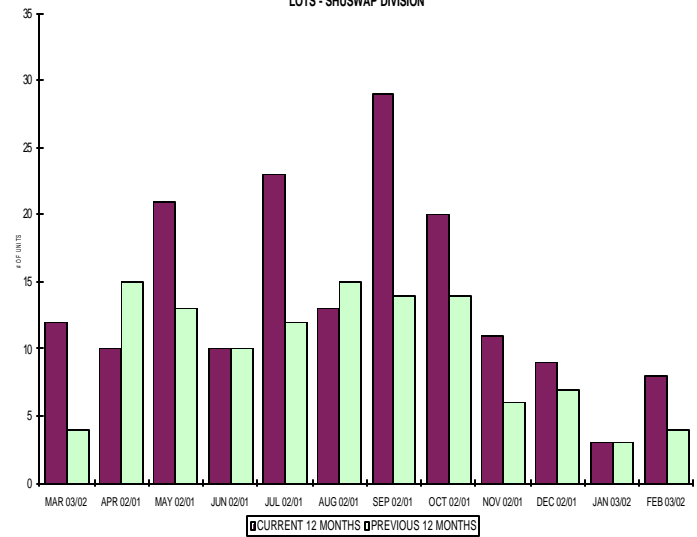
INVENTORY OF ACTIVE LISTINGS
LOTS - SHUSWAP DIVISION



NUMBER OF UNITS SOLD
RESIDENTIAL - SHUSWAP DIVISION



NUMBER OF UNITS SOLD
LOTS - SHUSWAP DIVISION



SHUSWAP DIVISION

March 2003

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	3	14	105	2.86%	852
ACREAGE/HOUSE	7	19	135	5.19%	163
LOTS	9	28	479	1.88%	497
RESIDENTIAL	36	77	332	10.84%	182
AVERAGE HOUSE PRICE \$154,7788			MEDIAN HOUSE PRICE \$150,500		

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

**COMPARATIVE ACTIVITY BY ZONE AS AT
March 31, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ZONE CO TOTALS						
Units Listed	724	667	8.55%	2109	2009	4.98%
Units Sold	492	477	3.14%	1145	1182	-3.13%
Sales Dollars	\$94,375,752	\$81,705,795	15.51%	\$224,337,570	\$203,638,702	10.16%
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	2500	2792	-10.46%			
ZONE NO TOTALS						
Units Listed	355	302	17.55%	959	865	10.87%
Units Sold	184	142	29.58%	456	378	20.63%
Sales Dollars	\$29,649,021	\$18,953,900	56.43%	\$74,799,650	\$53,622,621	39.49%
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	1731	1968	-12.04%			
ZONE SH TOTALS						
Units Listed	190	172	10.47%	498	459	8.50%
Units Sold	73	49	48.98%	167	126	32.54%
Sales Dollars	\$10,013,006	\$6,238,569	60.50%	\$24,156,197	\$18,670,031	29.38%
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	1448	1586	-8.70%			
ZONE OB TOTALS						
Units Listed	7	19	-63.16%	36	69	-47.83%
Units Sold	3	1	200.00%	11	3	266.67%
Sales Dollars	\$1,487,500	\$215,000	591.86%	\$9,890,200	\$1,236,000	700.18%
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	124	146	-15.07%			
GRAND TOTALS						
Units Listed	1276	1160	10.00%	3602	3402	5.88%
Units Sold	752	669	12.41%	1779	1689	5.33%
Sales Dollars	\$135,525,279	\$107,113,264	26.53%	\$333,183,617	\$277,167,354	20.21%
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	5803	6492	-10.61%			

LICENSEES
March 31, 2003

	TOTAL NUMBER OF LICENSEES	TOTAL NUMBER OF LICENSEES	CHANGE BY NUMBER	CHANGE BY %
	March 31/03	March 31/02		
ALL DIVISIONS	740	664	76	11.45%
CENTRAL OK DIV.	474	420	54	12.86%
NORTH OK DIV.	198	177	21	11.86%
SHUSWAP DIV.	68	67	1	1.49%
CURRENT MEMBERSHIP				
AGENT LICENSEES	72			
SALESPERSONS	598			
PROPERTY MANAGEMENT	9			
9:15 LICENCEE MEMBER	61			
EXEMPTION MEMBER	0			
TOTALS	740			

**Shuswap Division Comparative Activity By Property Type
March 31, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	14	2	600.0%	23	17	35.3%
Units Sold	3	3	0.0%	5	4	25.0%
Sales Dollars	\$205,700	\$393,000	-47.7%	\$519,700	\$535,500	-3.0%
List/Sell Ratio	84.94%	92.97%	100.0%	87.90%	89.94%	-2.3%
Days to Sell	852	160	100.0%	554	186	197.8%
Active Inventory	105	91	15.4%			
Average Price	\$68,567	\$131,000	-47.7%	\$103,940	\$133,875	-22.4%
Median Price	\$41,600	\$75,000	-44.5%	\$79,000	\$108,750	-27.4%
Acreage with House						
Units Listed	19	23	-17.4%	54	47	14.9%
Units Sold	7	8	-12.5%	28	20	40.0%
Sales Dollars	\$1,183,500	\$1,633,500	-27.5%	\$5,980,800	\$4,214,800	41.9%
List/Sell Ratio	94.15%	90.78%	3.7%	91.68%	90.15%	1.7%
Days to Sell	163	221	-26.2%	207	216	-4.2%
Active Inventory	135	152	-11.2%			
Average Price	\$169,071	\$204,188	-17.2%	\$213,600	\$210,740	1.4%
Median Price	\$167,000	\$152,750	9.3%	\$197,000	\$184,500	6.8%
Acreage (Waterfront)						
Units Listed	1	1	0.0%	3	3	0.0%
Units Sold	1	0	100.0%	1	1	0.0%
Sales Dollars	\$120,000	\$0	100.0%	\$120,000	\$420,000	-71.4%
List/Sell Ratio	88.95%	0.00%	100.0%	88.95%	84.84%	4.8%
Days to Sell	1064	0	100.0%	1064	145	633.8%
Active Inventory	9	16	100.0%			
Average Price	\$120,000	\$0	100.0%	\$120,000	\$420,000	-71.4%
Median Price	\$120,000	\$0	100.0%	\$120,000	\$420,000	-71.4%
Business						
Units Listed	2	6	-66.7%	11	19	-42.1%
Units Sold	0	0	0.0%	2	2	0.0%
Sales Dollars	\$0	\$0	0.0%	\$87,500	\$963,600	-90.9%
List/Sell Ratio	0.00%	0.00%	0.0%	89.32%	75.53%	18.3%
Days to Sell	0	0	0.0%	300	51	488.2%
Active Inventory	59	57	3.5%			
Average Price	\$0	\$0	0.0%	\$43,750	\$481,800	-90.9%
Median Price	\$0	\$0	0.0%	\$43,750	\$481,800	-90.9%
Condo (Townhouse)						
Units Listed	13	8	62.5%	20	20	0.0%
Units Sold	6	3	100.0%	12	5	140.0%
Sales Dollars	\$782,500	\$319,500	144.9%	\$1,501,800	\$633,500	137.1%
List/Sell Ratio	95.93%	95.13%	0.8%	96.19%	94.13%	2.2%
Days to Sell	197	234	-15.8%	207	214	-3.3%
Active Inventory	29	38	-23.7%			
Average Price	\$130,417	\$106,500	22.5%	\$125,150	\$126,700	-1.2%
Median Price	\$125,250	\$111,000	12.8%	\$125,250	\$128,500	-2.5%
Condo (Apt)						
Units Listed	2	9	-77.8%	11	23	-52.2%
Units Sold	1	0	100.0%	5	5	0.0%
Sales Dollars	\$160,000	\$0	100.0%	\$752,900	\$399,300	88.6%
List/Sell Ratio	95.23%	0.00%	100.0%	95.78%	99.62%	-3.9%
Days to Sell	490	0	100.0%	402	169	137.9%
Active Inventory	38	64	-40.6%			
Average Price	\$160,000	\$0	100.0%	\$150,580	\$79,860	88.6%
Median Price	\$160,000	\$0	100.0%	\$160,000	\$79,000	102.5%

Shuswap Division Comparative Activity By Property Type

March 31, 2003

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	1	0	100.0%	1	1	0.0%
Units Sold	0	0	0.0%	1	0	100.0%
Sales Dollars	\$0	\$0	0.0%	\$175,000	\$0	100.0%
List/Sell Ratio	0.00%	0.00%	100.0%	93.33%	0.00%	100.0%
Days to Sell	0	0	100.0%	147	0	100.0%
Active Inventory	4	6	-33.3%			
Average Price	\$0	\$0	0.0%	\$175,000	\$0	100.0%
Median Price	\$0	\$0	0.0%	\$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	11	18	-38.9%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
IC&I						
Units Listed	5	1	400.0%	10	7	42.9%
Units Sold	1	0	100.0%	1	1	0.0%
Sales Dollars	\$150,000	\$0	100.0%	\$150,000	\$103,050	-100.0%
List/Sell Ratio	77.31%	0.00%	0.0%	77.31%	103.05%	-25.0%
Days to Sell	539	0	100.0%	539	10	5290.0%
Active Inventory	27	31	-12.9%			
Average Price	\$150,000	\$0	100.0%	\$150,000	\$103,050	45.6%
Median Price	\$150,000	\$0	100.0%	\$150,000	\$103,050	45.6%
IC&I Land						
Units Listed	6	5	20.0%	13	11	18.2%
Units Sold	0	0	0.0%	2	2	0.0%
Sales Dollars	\$0	\$0	0.0%	\$265,500	\$328,500	-100.0%
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	55	46	19.6%			
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	25	26	-3.8%	97	61	59.0%
Units Sold	7	1	600.0%	16	6	166.7%
Sales Dollars	\$277,006	\$65,500	322.9%	\$657,006	\$412,500	59.3%
List/Sell Ratio	83.36%	86.18%	-3.3%	88.03%	78.05%	12.8%
Days to Sell	364	764	-52.4%	405	752	-46.1%
Active Inventory	427	472	-9.5%			
Average Price	\$39,572	\$65,500	-39.6%	\$41,063	\$68,750	-40.3%
Median Price	\$37,000	\$65,500	-43.5%	\$41,500	\$65,250	-36.4%
Leases						
Units Listed	2	2	0.0%	9	4	125.0%
Units Sold	0	0	0.0%	1	2	-50.0%
Sales Dollars	\$0	\$0	0.0%	\$6,291	\$2	314450.0%
List/Sell Ratio	0.00%	0.00%	0.0%	0.00%	100.00%	-100.0%
Days to Sell	0	0	0.0%	683	369	85.1%
Active Inventory	20	24	-16.7%			
Average Price	\$0	\$0	0.0%	\$6,291	\$1	629000.0%
Median Price	\$0	\$0	0.0%	\$6,291	\$1	629000.0%

**Shuswap Division Comparative Activity By Property Type
March 31, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots (Waterfront)						
Units Listed	2	2	100.0%	13	3	333.3%
Units Sold	1	0	0.0%	1	0	0.0%
Sales Dollars	\$95,000	\$0	100.0%	\$95,000	\$0	100.0%
List/Sell Ratio	96.93%	0.00%	100.0%	96.93%	0.00%	100.0%
Days to Sell	64	0	100.0%	64	0	100.0%
Active Inventory	43	49	-12.2%			
Average Price	\$95,000	\$0	100.0%	\$95,000	\$0	100.0%
Median Price	\$95,000	\$0	100.0%	\$95,000	\$0	100.0%
Multi-Family						
Units Listed	3	1	200.0%	3	4	-25.0%
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	12	10	20.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Mobile Homes						
Units Listed	10	11	-9.1%	42	29	44.8%
Units Sold	6	6	0.0%	11	9	22.2%
Sales Dollars	\$247,500	\$175,000	41.4%	\$317,400	\$306,500	3.6%
List/Sell Ratio	90.27%	80.40%	12.3%	86.03%	81.37%	5.7%
Days to Sell	76	424	-82.1%	74	359	-79.4%
Active Inventory	84	77	9.1%			
Average Price	\$41,250	\$29,167	41.4%	\$28,855	\$34,056	-15.3%
Median Price	\$35,750	\$24,000	49.0%	\$20,000	\$39,500	-49.4%
Residential						
Units Listed	77	69	11.6%	173	194	-10.8%
Units Sold	36	26	38.5%	74	58	27.6%
Sales Dollars	\$5,572,000	\$3,487,069	59.8%	\$11,687,500	\$7,606,229	53.7%
List/Sell Ratio	93.28%	94.09%	-0.9%	93.07%	92.93%	0.2%
Days to Sell	182	72	152.8%	170	110	54.5%
Active Inventory	332	427	-22.2%			
Average Price	\$154,778	\$134,118	15.4%	\$157,939	\$131,142	20.4%
Median Price	\$150,500	\$135,500	11.1%	\$149,250	\$134,750	10.8%
Residential (Waterfront)						
Units Listed	8	6	33.3%	14	15	-6.7%
Units Sold	4	2	100.0%	7	11	-36.4%
Sales Dollars	\$1,219,800	\$165,000	639.3%	\$1,839,800	\$2,746,550	-33.0%
List/Sell Ratio	97.88%	86.03%	13.8%	96.69%	86.38%	11.9%
Days to Sell	155	326	-52.5%	138	250	-44.8%
Active Inventory	58	61	-4.9%			
Average Price	\$304,950	\$82,500	269.6%	\$262,829	\$249,686	5.3%
Median Price	\$307,450	\$82,500	272.7%	\$251,000	\$230,000	9.1%
SHUSWAP DIVISION - TOTALS						
Units Listed	190	172	10.5%	498	459	8.5%
Units Sold	73	49	49.0%	167	126	32.5%
Sales Dollars	\$10,013,006	\$6,238,569	60.5%	\$24,156,197	\$18,670,031	29.4%
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	1448	1586	-8.7%			

Shuswap Division Residential Listing/Sales Analysis
March 31, 2003

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 90000	8	24	5	11
90001 to 110000	6	15	1	3
110001 to 130000	10	17	5	13
130001 to 150000	8	20	7	12
150001 to 170000	15	32	7	11
170001 to 190000	7	18	3	8
190001 to 210000	3	8	5	6
210001 to 230000	4	8	1	2
230001 to 250000	8	12	0	1
250001 to 270000	1	5	0	2
270001 to 290000	4	7	0	1
290001 to 310000	1	3	0	1
310001 and over	0	2	2	3
Totals	75	171	36	74

Shuswap Division Lot Listing/Sales Analysis

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 30000	7	23	3	5
30001 to 40000	2	29	1	3
40001 to 50000	13	21	3	6
50001 to 60000	3	15	0	0
60001 to 70000	0	6	1	2
70001 to 80000	3	10	1	3
80001 to 90000	5	7	0	0
90001 and over	9	25	3	4
Totals	42	136	12	23