

**SHUSWAP DIVISION  
MONTHLY STATISTICS**

FOR

**March 1 - 31, 2004**

# SHUSWAP DIVISION

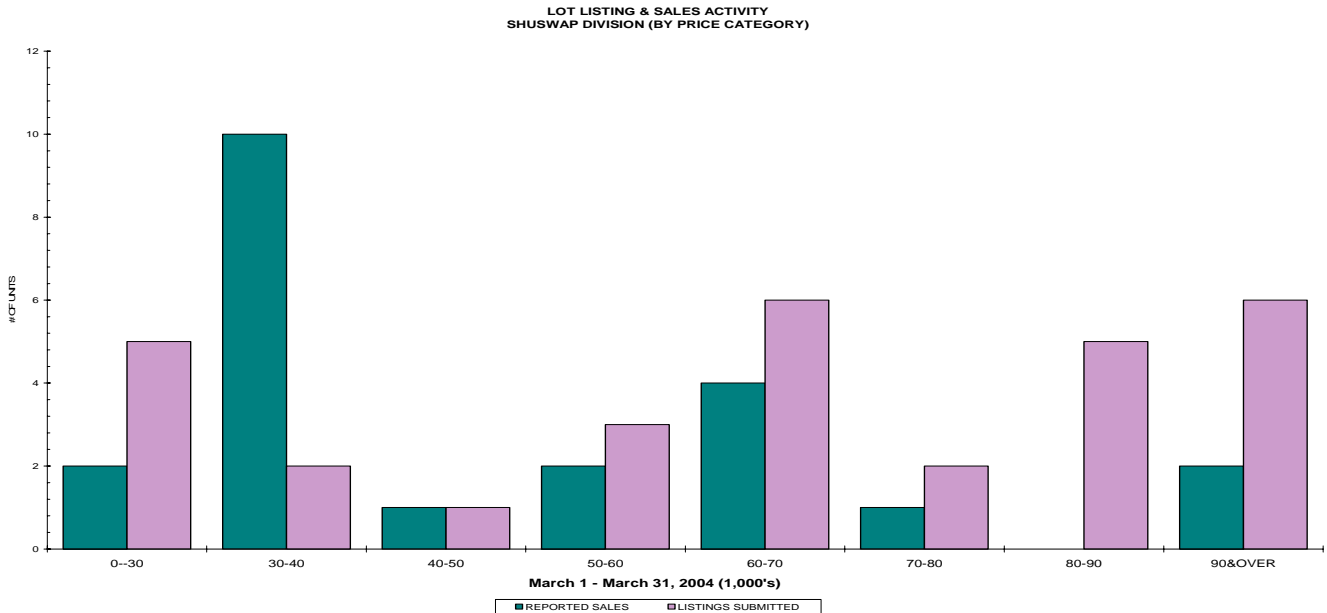
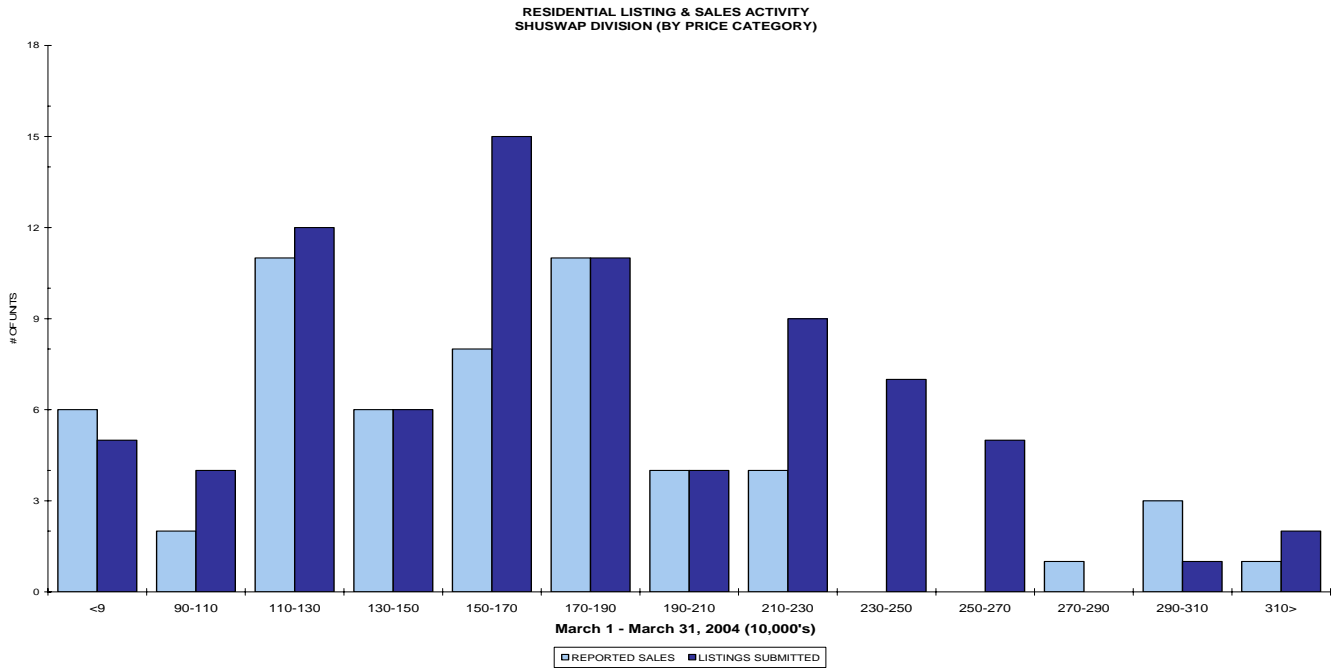
## STAT - O - GRAM

March 2004

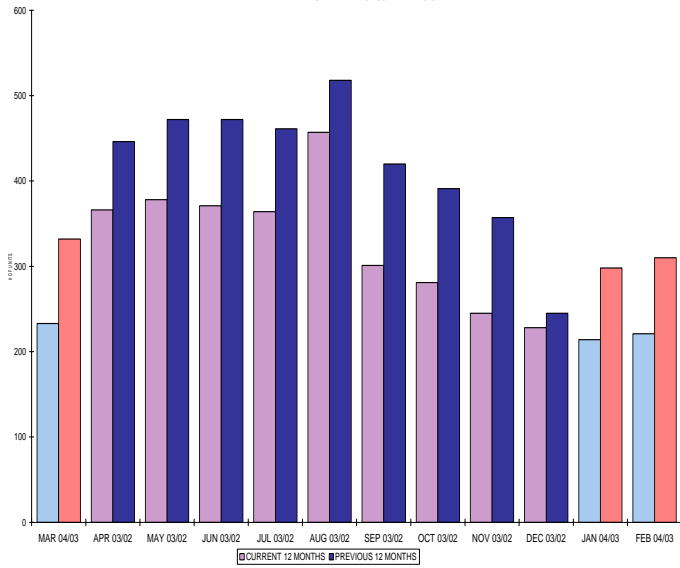
### QUICK SUMMARY

	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	# of Units	\$ Value	# of Units	\$ Value	Listings Taken	Inventory
March 2004	123	\$18,111,600	59	\$9,663,800	196	1,094
February 2004	68	\$10,172,000	31	\$4,897,400	130	1,072
March 2003	73	\$10,013,006	36	\$5,572,000	190	1,448

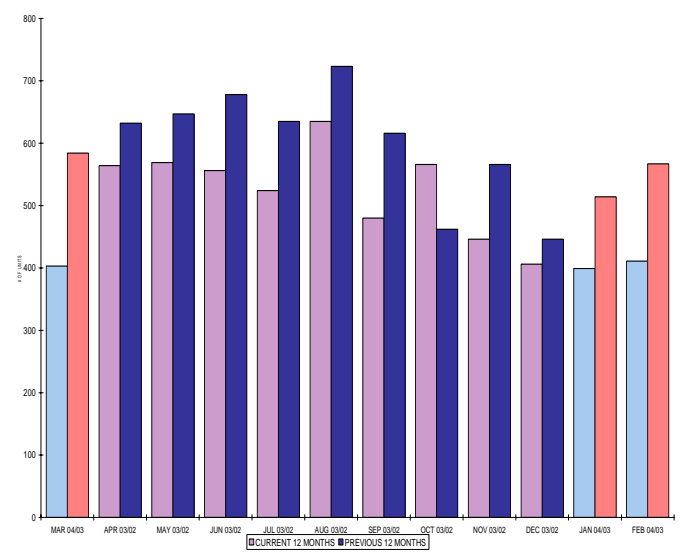
The average of listings-per-licensee is 15



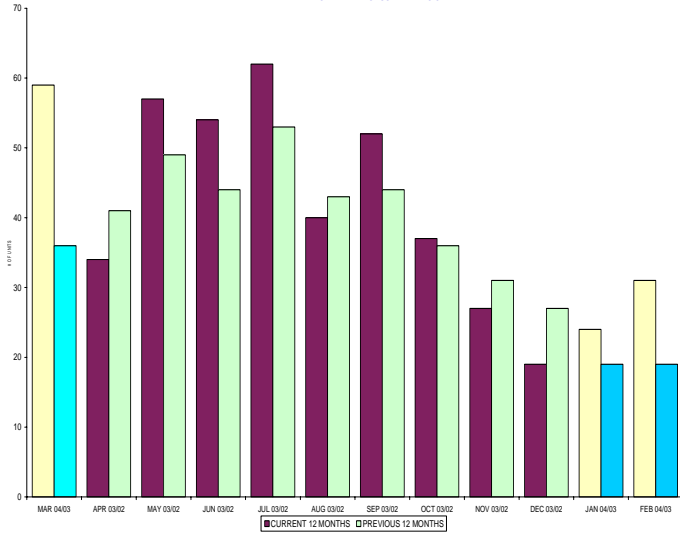
INVENTORY OF ACTIVE LISTINGS  
RESIDENTIAL - SHUSWAP DIVISION



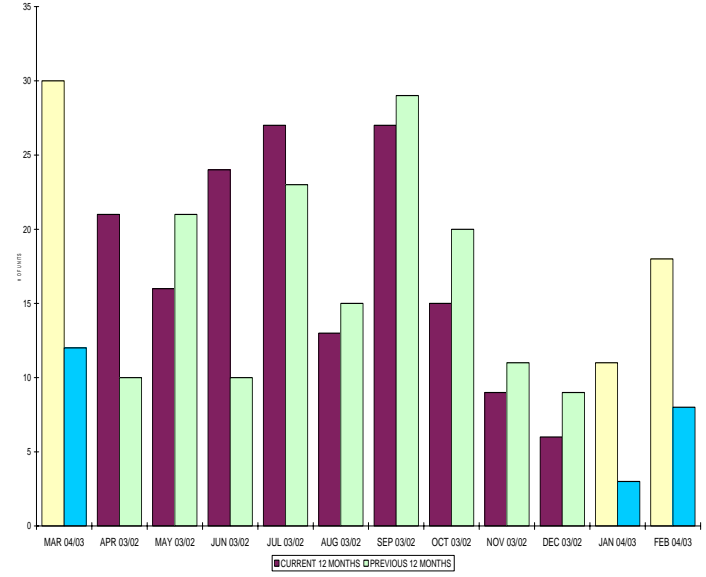
INVENTORY OF ACTIVE LISTINGS  
LOTS - SHUSWAP DIVISION



NUMBER OF UNITS SOLD  
RESIDENTIAL - SHUSWAP DIVISION



NUMBER OF UNITS SOLD  
LOTS - SHUSWAP DIVISION



**SHUSWAP DIVISION**

**March 2004**

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	4	19	104	3.85%	510
ACREAGE/HOUSE	7	13	113	6.19%	225
LOTS	18	11	299	6.02%	293
RESIDENTIAL	59	82	233	25.32%	184
<b>AVERAGE HOUSE PRICE \$163,793</b>			<b>MEDIAN HOUSE PRICE \$162,000</b>		

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

**COMPARATIVE ACTIVITY BY ZONE AS AT  
March 31, 2004**

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

**ZONE CO  
TOTALS**

<b>Units Listed</b>	810	731	10.8%	1981	2117	-6.4%
<b>Units Sold</b>	563	495	13.7%	1278	1183	8.0%
<b>Sales Dollars</b>	\$135,110,586	\$96,489,441	40.0%	\$313,885,683	\$231,056,708	35.8%
<b>List/Sell Ratio</b>	95.89%	95.65%	0.3%	96.35%	96.34%	0.0%
<b>Days to Sell</b>	76	89	-14.6%	88	90	-2.2%
<b>Active Listings</b>	2092	2487	-15.9%			

**ZONE NO  
TOTALS**

<b>Units Listed</b>	440	353	24.6%	943	952	-0.9%
<b>Units Sold</b>	269	194	38.7%	608	472	28.8%
<b>Sales Dollars</b>	\$50,257,819	\$30,590,546	64.3%	\$104,896,755	\$75,415,159	39.1%
<b>List/Sell Ratio</b>	96.06%	92.29%	4.1%	96.07%	93.29%	3.0%
<b>Days to Sell</b>	89	197	-54.8%	113	186	-39.2%
<b>Active Listings</b>	1303	1654	-21.2%			

**ZONE SH  
TOTALS**

<b>Units Listed</b>	196	189	3.7%	494	497	-0.6%
<b>Units Sold</b>	123	72	70.8%	252	166	51.8%
<b>Sales Dollars</b>	\$18,111,600	\$9,821,006	84.4%	\$37,110,500	\$24,473,597	51.6%
<b>List/Sell Ratio</b>	92.46%	91.61%	0.9%	91.45%	92.09%	-0.7%
<b>Days to Sell</b>	164	239	-31.4%	176	201	-12.4%
<b>Active Listings</b>	1094	1384	-21.0%			

**ZONE OB  
TOTALS**

<b>Units Listed</b>	18	14	28.6%	36	42	-14.3%
<b>Units Sold</b>	1	1	0.0%	6	8	-25.0%
<b>Sales Dollars</b>	\$282,500	\$135,900	107.9%	\$1,101,000	\$7,901,300	-86.1%
<b>List/Sell Ratio</b>	92.62%	75.62%	22.5%	90.68%	79.83%	13.6%
<b>Days to Sell</b>	192	255	-24.7%	237	271	-12.5%
<b>Active Listings</b>	128	132	-3.0%			

**GRAND TOTALS**

<b>Units Listed</b>	1464	1287	13.8%	3454	3608	-4.3%
<b>Units Sold</b>	956	762	25.5%	2144	1829	17.2%
<b>Sales Dollars</b>	\$203,762,505	\$137,036,893	48.7%	\$456,993,938	\$338,846,764	34.9%
<b>List/Sell Ratio</b>	95.75%	94.54%	1.3%	95.90%	94.84%	1.1%
<b>Days to Sell</b>	89	132	-32.6%	105	126	-16.7%
<b>Active Listings</b>	4617	5657	-18.4%			

**LICENSEES**  
**March 31, 2004**

	<b>TOTAL NUMBER OF LICENSEES March 31/04</b>	<b>TOTAL NUMBER OF LICENSEES March 31/03</b>	<b>CHANGE BY NUMBER</b>	<b>CHANGE BY %</b>
ALL DIVISIONS	832	740	92	12.43%
CENTRAL OK DIV.	524	474	50	10.55%
NORTH OK DIV.	234	198	36	18.18%
SHUSWAP DIV.	74	68	6	8.82%

**CURRENT MEMBERSHIP**

AGENT LICENSEES	78
SALESPERSONS	681
PROPERTY MANAGEMENT	8
9:15 LICENCEE MEMBER	62
EXEMPTION MEMBER	3

**TOTALS** **832**

**Shuswap Division Comparative Activity By Property Type  
March 31, 2004**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Acreage</b>						
Units Listed	19	14	35.7%	33	23	43.5%
Units Sold	<b>4</b>	<b>3</b>	<b>33.3%</b>	<b>5</b>	<b>5</b>	<b>0.0%</b>
Sales Dollars	\$168,000	\$205,700	-18.3%	\$296,700	\$519,700	-42.9%
List/Sell Ratio	92.14%	84.94%		86.84%	87.90%	
Days to Sell	510	850	-40.0%	440	550	-20.0%
Active Inventory	104	102	2.0%			
Average Price	\$42,000	\$68,567	-38.7%	\$59,340	\$103,940	-42.9%
Median Price	\$40,000	\$41,600	-3.8%	\$40,000	\$79,000	-49.4%
<b>Acreage with House</b>						
Units Listed	13	18	-27.8%	40	51	-21.6%
Units Sold	<b>7</b>	<b>7</b>	<b>0.0%</b>	<b>19</b>	<b>29</b>	<b>-34.5%</b>
Sales Dollars	\$1,736,500	\$1,411,500	23.0%	\$5,216,200	\$6,147,300	-15.1%
List/Sell Ratio	94.22%	91.66%		92.64%	91.25%	
Days to Sell	225	236	-4.7%	280	214	30.8%
Active Inventory	113	131	-13.7%			
Average Price	\$248,071	\$201,643	23.0%	\$274,537	\$211,976	29.5%
Median Price	\$239,000	\$189,000	26.5%	\$239,000	\$190,000	25.8%
<b>Acreage (Waterfront)</b>						
Units Listed	0	1	-100.0%	2	3	-33.3%
Units Sold	<b>1</b>	<b>0</b>	<b>100.0%</b>	<b>1</b>	<b>1</b>	<b>0.0%</b>
Sales Dollars	\$365,000	\$0	100.0%	\$365,000	\$120,000	204.2%
List/Sell Ratio	97.33%	0.00%		97.33%	88.95%	
Days to Sell	42	0	100.0%	42	1061	-96.0%
Active Inventory	8	9	-11.1%			
Average Price	\$365,000	\$0	100.0%	\$365,000	\$120,000	204.2%
Median Price	\$365,000	\$0	100.0%	\$365,000	\$120,000	204.2%
<b>Business</b>						
Units Listed	10	2	400.0%	19	11	72.7%
Units Sold	<b>3</b>	<b>0</b>	<b>100.0%</b>	<b>3</b>	<b>1</b>	<b>200.0%</b>
Sales Dollars	\$691,500	\$0	100.0%	\$691,500	\$79,500	769.8%
List/Sell Ratio	89.73%	0.00%		89.73%	89.32%	
Days to Sell	211	0	100.0%	211	62	240.3%
Active Inventory	52	64	-18.8%			
Average Price	\$230,500	\$0	100.0%	\$230,500	\$79,500	189.9%
Median Price	\$55,500	\$0	100.0%	\$55,500	\$79,500	-30.2%
<b>Condo (Townhouse)</b>						
Units Listed	4	13	-69.2%	11	20	-45.0%
Units Sold	<b>4</b>	<b>7</b>	<b>-42.9%</b>	<b>10</b>	<b>14</b>	<b>-28.6%</b>
Sales Dollars	\$504,600	\$815,500	-38.1%	\$1,333,850	\$1,707,800	-21.9%
List/Sell Ratio	99.48%	96.44%		96.36%	96.58%	
Days to Sell	92	233	-60.5%	112	209	-46.4%
Active Inventory	9	19	-52.6%			
Average Price	\$126,150	\$116,500	8.3%	\$133,385	\$121,986	9.3%
Median Price	\$118,200	\$119,000	-0.7%	\$119,000	\$121,500	-2.1%
<b>Condo (Apt)</b>						
Units Listed	10	2	400.0%	11	11	0.0%
Units Sold	<b>1</b>	<b>1</b>	<b>0.0%</b>	<b>4</b>	<b>4</b>	<b>0.0%</b>
Sales Dollars	\$96,500	\$160,000	-39.7%	\$536,500	\$569,900	-5.9%
List/Sell Ratio	97.57%	95.23%		94.26%	95.27%	
Days to Sell	292	490	-40.4%	205	384	-46.6%
Active Inventory	50	36	38.9%			
Average Price	\$96,500	\$160,000	-39.7%	\$134,125	\$142,475	-5.9%
Median Price	\$96,500	\$160,000	-39.7%	\$95,250	\$149,950	-36.5%

Shuswap Division Comparative Activity By Property Type

March 31, 2004

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Duplex</b>						
Units Listed	2	2	0.0%	4	2	100.0%
Units Sold	<b>3</b>	<b>0</b>	<b>100.0%</b>	<b>4</b>	<b>1</b>	<b>300.0%</b>
Sales Dollars	\$468,400	\$0	100.0%	\$591,400	\$175,000	237.9%
List/Sell Ratio	93.14%	0.00%		92.15%	93.33%	
Days to Sell	173	0	100.0%	198	145	36.6%
Active Inventory	3	3	0.0%			
Average Price	\$156,133	\$0	100.0%	\$147,850	\$175,000	-15.5%
Median Price	\$159,900	\$0	100.0%	\$141,450	\$175,000	-19.2%
<b>Farms</b>						
Units Listed	1	0	100.0%	1	1	0.0%
Units Sold	<b>1</b>	<b>0</b>	<b>100.0%</b>	<b>1</b>	<b>0</b>	<b>100.0%</b>
Sales Dollars	\$310,000	\$0	100.0%	\$310,000	\$0	100.0%
List/Sell Ratio	88.82%	0.00%		88.82%	0.00%	
Days to Sell	97	0	100.0%	97	0	100.0%
Active Inventory	8	12	-33.3%			
Average Price	\$310,000	\$0	100.0%	\$310,000	\$0	100.0%
Median Price	\$310,000	\$0	100.0%	\$310,000	\$0	100.0%
<b>IC&amp;I</b>						
Units Listed	4	6	-33.3%	13	11	18.2%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>4</b>	<b>1</b>	<b>300.0%</b>
Sales Dollars	\$0	\$0	0.0%	\$1,155,000	\$150,000	670.0%
List/Sell Ratio	0.00%	0.00%		92.41%	77.31%	
Days to Sell	0	0	0.0%	217	536	-59.5%
Active Inventory	34	24	41.7%			
Average Price	\$0	\$0	0.0%	\$288,750	\$150,000	92.5%
Median Price	\$0	\$0	0.0%	\$239,500	\$150,000	59.7%
<b>IC&amp;I Land</b>						
Units Listed	8	5	60.0%	14	13	7.7%
Units Sold	<b>2</b>	<b>0</b>	<b>100.0%</b>	<b>5</b>	<b>1</b>	<b>400.0%</b>
Sales Dollars	\$410,000	\$0	100.0%	\$1,870,000	\$214,900	770.2%
List/Sell Ratio	88.61%	0.00%		89.10%	100.00%	
Days to Sell	541	0	100.0%	397	26	1426.9%
Active Inventory	42	51	-17.6%			
Average Price	\$205,000	\$0	100.0%	\$374,000	\$214,900	74.0%
Median Price	\$205,000	\$0	100.0%	\$240,000	\$214,900	11.7%
<b>Lots</b>						
Units Listed	11	25	-56.0%	107	97	10.3%
Units Sold	<b>17</b>	<b>7</b>	<b>142.9%</b>	<b>43</b>	<b>15</b>	<b>186.7%</b>
Sales Dollars	\$803,500	\$277,006	190.1%	\$2,114,850	\$617,006	242.8%
List/Sell Ratio	93.43%	83.36%		92.95%	87.84%	
Days to Sell	327	363	-9.9%	216	412	-47.6%
Active Inventory	274	414	-33.8%			
Average Price	\$47,265	\$39,572	19.4%	\$49,183	\$41,134	19.6%
Median Price	\$39,000	\$37,000	5.4%	\$48,000	\$43,000	11.6%
<b>Leases</b>						
Units Listed	2	2	0.0%	6	9	-33.3%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>1</b>	<b>-100.0%</b>
Sales Dollars	\$0	\$0	-100.0%	\$0	\$6,291	-100.0%
List/Sell Ratio	0.00%	0.00%		0.00%	0.00%	
Days to Sell	0	0	-100.0%	0	676	-100.0%
Active Inventory	18	19	-5.3%			
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  
March 31, 2004**

	<b>CURRENT MONTH</b>			<b>YEAR TO DATE</b>		
	<b>THIS YEAR</b>	<b>LAST YEAR</b>	<b>INCREASE</b>	<b>THIS YEAR</b>	<b>LAST YEAR</b>	<b>INCREASE</b>
<b>Lots (Waterfront)</b>						
Units Listed	0	2	-100.0%	2	13	-84.6%
Units Sold	<b>0</b>	<b>1</b>	<b>-100.0%</b>	<b>4</b>	<b>1</b>	<b>300.0%</b>
Sales Dollars	\$0	\$95,000	-100.0%	\$425,000	\$95,000	347.4%
List/Sell Ratio	0.00%	96.93%		78.34%	96.93%	
Days to Sell	0	62	-100.0%	897	62	1346.8%
Active Inventory	17	42	-59.5%			
Average Price	\$0	\$95,000	100.0%	\$106,250	\$95,000	11.8%
Median Price	\$0	\$95,000	100.0%	\$125,000	\$95,000	31.6%
<b>Multi-Family</b>						
Units Listed	2	3	100.0%	3	3	100.0%
Units Sold	<b>1</b>	<b>0</b>	<b>100.0%</b>	<b>1</b>	<b>0</b>	<b>100.0%</b>
Sales Dollars	\$360,000	\$0	100.0%	\$360,000	\$0	100.0%
List/Sell Ratio	100.27%	0.00%		100.27%	0.00%	
Days to Sell	264	0	100.0%	264	0	100.0%
Active Inventory	6	10	-40.0%			
Average Price	\$360,000	\$0	100.0%	\$360,000	\$0	0.0%
Median Price	\$360,000	\$0	100.0%	\$360,000	\$0	0.0%
<b>Mobile Homes</b>						
Units Listed	16	10	60.0%	38	42	-9.5%
Units Sold	<b>13</b>	<b>6</b>	<b>116.7%</b>	<b>23</b>	<b>11</b>	<b>109.1%</b>
Sales Dollars	\$275,400	\$247,500	11.3%	\$540,400	\$317,400	70.3%
List/Sell Ratio	82.72%	90.27%		82.42%	86.03%	
Days to Sell	159	73	117.8%	161	72	123.6%
Active Inventory	65	81	-19.8%			
Average Price	\$21,185	\$41,250	-48.6%	\$23,496	\$28,855	-18.6%
Median Price	\$22,000	\$35,750	-38.5%	\$22,500	\$20,000	12.5%
<b>Residential</b>						
Units Listed	82	76	7.9%	169	173	-2.3%
Units Sold	<b>59</b>	<b>36</b>	<b>63.9%</b>	<b>114</b>	<b>75</b>	<b>52.0%</b>
Sales Dollars	\$9,663,800	\$5,389,000	79.3%	\$18,325,450	\$12,165,000	50.6%
List/Sell Ratio	95.04%	93.07%		94.72%	93.39%	
Days to Sell	184	184	0.0%	153	153	0.0%
Active Inventory	233	310	-24.8%			
Average Price	\$163,793	\$149,694	9.4%	\$160,750	\$162,200	-0.9%
Median Price	\$162,000	\$150,000	8.0%	\$156,250	\$150,000	4.2%
<b>Residential (Waterfront)</b>						
Units Listed	12	8	50.0%	21	14	50.0%
Units Sold	<b>7</b>	<b>4</b>	<b>0.0%</b>	<b>11</b>	<b>6</b>	<b>83.3%</b>
Sales Dollars	\$2,258,400	\$1,219,800	85.1%	\$2,978,650	\$1,588,800	87.5%
List/Sell Ratio	89.43%	97.88%		90.43%	96.65%	
Days to Sell	252	150	68.0%	245	141	73.8%
Active Inventory	58	57	1.8%			
Average Price	\$322,629	\$304,950	5.8%	\$270,786	\$264,800	2.3%
Median Price	\$359,900	\$307,450	17.1%	\$330,000	\$281,950	17.0%
<b>SHUSWAP DIVISION - TOTALS</b>						
Units Listed	196	189	3.7%	494	497	-0.6%
Units Sold	<b>123</b>	<b>72</b>	<b>70.8%</b>	<b>252</b>	<b>166</b>	<b>51.8%</b>
Sales Dollars	\$18,111,600	\$9,821,006	84.4%	\$37,110,500	\$24,473,597	51.6%
List/Sell Ratio	92.46%	91.61%		91.45%	92.09%	
Days to Sell	164	239	-31.4%	176	201	-12.4%
Active Inventory	1094	1384	-21.0%			

**Shuswap Residential Listing/Sales Analysis  
March 31, 2004**

<b>Range</b>	<b>Mthly Listings Total</b>	<b>YTD Listings Total</b>	<b>Mthly Sales Total</b>	<b>YTD Sales Total</b>
0 to 90000	5	9	6	14
90001 to 110000	4	10	2	2
110001 to 130000	12	22	11	17
130001 to 150000	6	22	6	15
150001 to 170000	15	29	8	20
170001 to 190000	11	21	11	16
190001 to 210000	4	11	4	6
210001 to 230000	9	16	4	8
230001 to 250000	7	15	0	5
250001 to 270000	5	6	0	1
270001 to 290000	0	0	1	2
290001 to 310000	1	2	3	3
310001 and over	2	4	1	1
<b>Totals</b>	<b>81</b>	<b>167</b>	<b>57</b>	<b>110</b>

**Shuswap Division Lot Listing/Sales Analysis**

<b>Range</b>	<b>Mthly Listings Total</b>	<b>YTD Listings Total</b>	<b>Mthly Sales Total</b>	<b>YTD Sales Total</b>
0 to 30000	5	12	2	6
30001 to 40000	2	15	10	12
40001 to 50000	1	47	1	10
50001 to 60000	3	24	2	4
60001 to 70000	6	9	4	11
70001 to 80000	2	8	1	4
80001 to 90000	5	7	0	0
90001 and over	6	22	2	6
<b>Totals</b>	<b>30</b>	<b>144</b>	<b>22</b>	<b>53</b>