

SHUSWAP ZONE MONTHLY STATISTICS

FOR

March 1st - 31st, 2005

March Statistics Run April 6, 2005 10:18 a.m.

SHUSWAP ZONE

STAT - O - GRAM

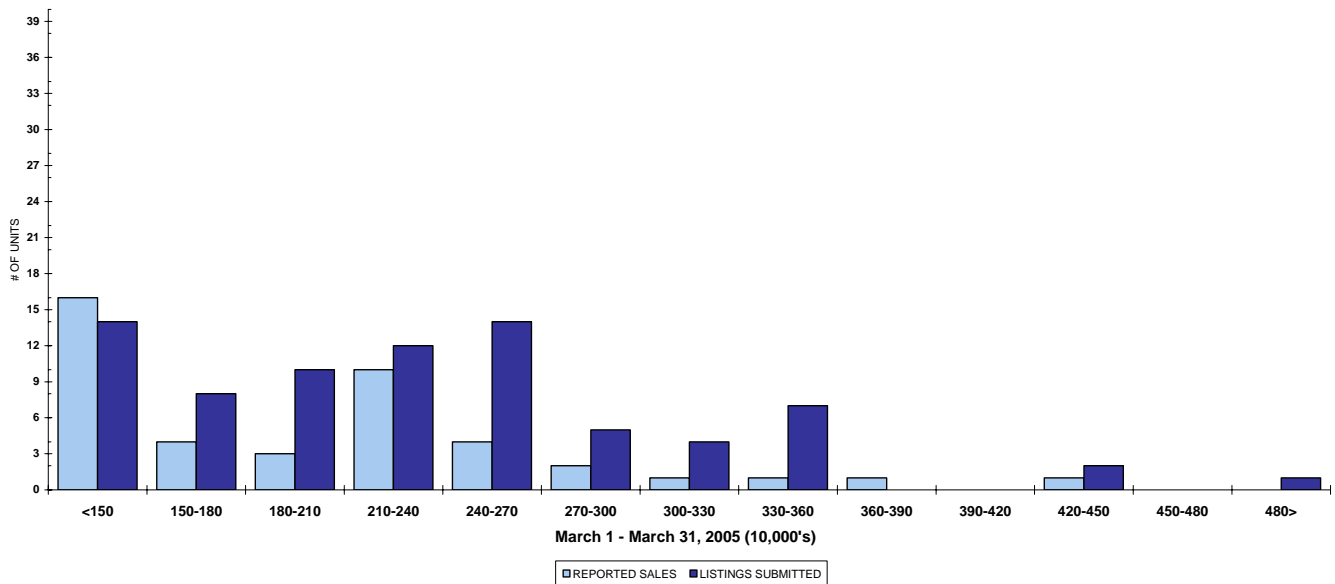
March 2005

QUICK SUMMARY

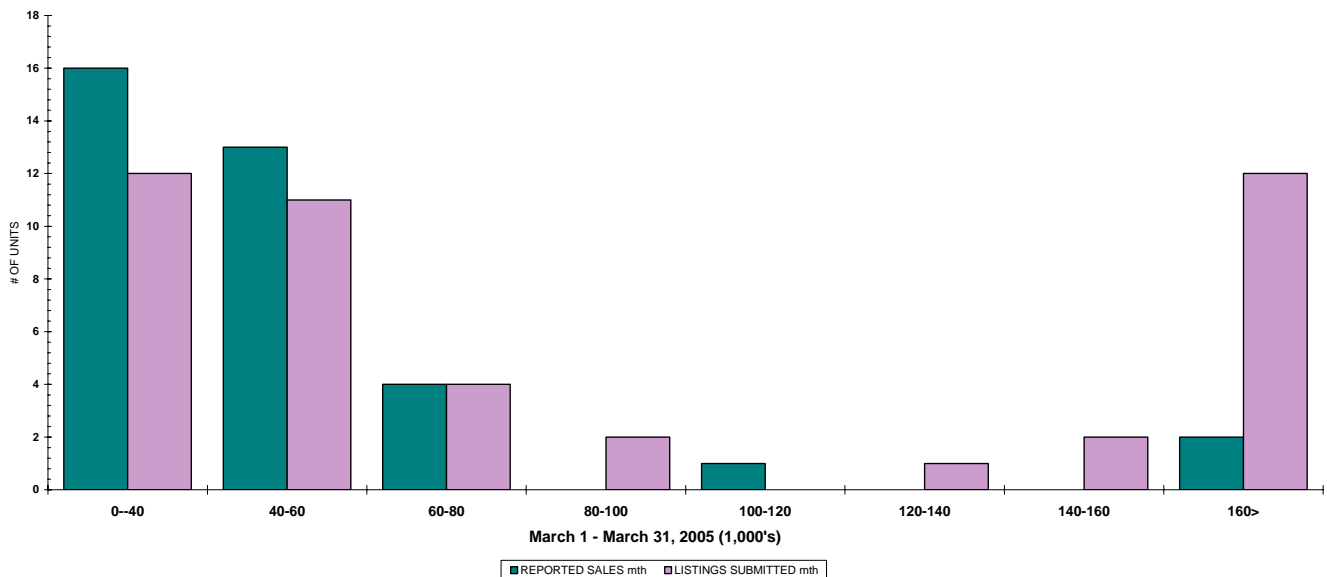
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	<u># of Units</u>	<u>\$ Value</u>	<u># of Units</u>	<u>\$ Value</u>	<u>Listings Taken</u>	<u>Inventory</u>
March 2005	118	\$19,360,637	44	\$8,383,602	210	825
February 2005	68	\$11,125,050	28	\$5,270,300	136	868
March 2004	125	\$18,700,003	58	\$9,492,600	198	1,094

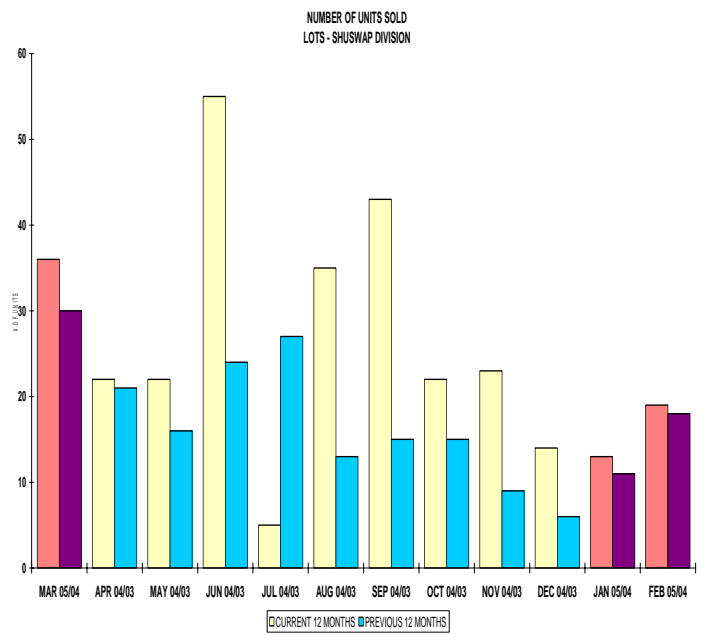
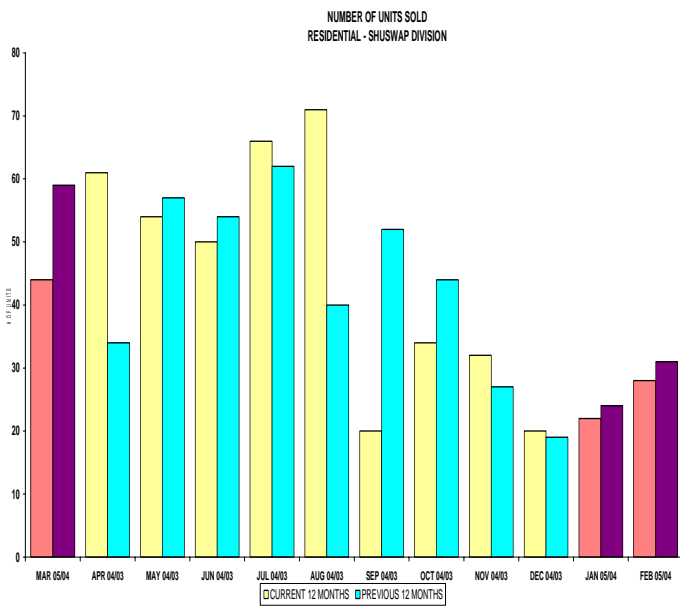
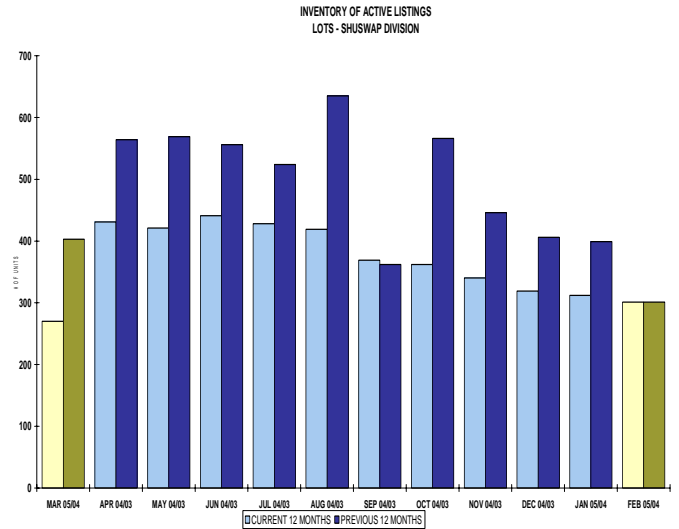
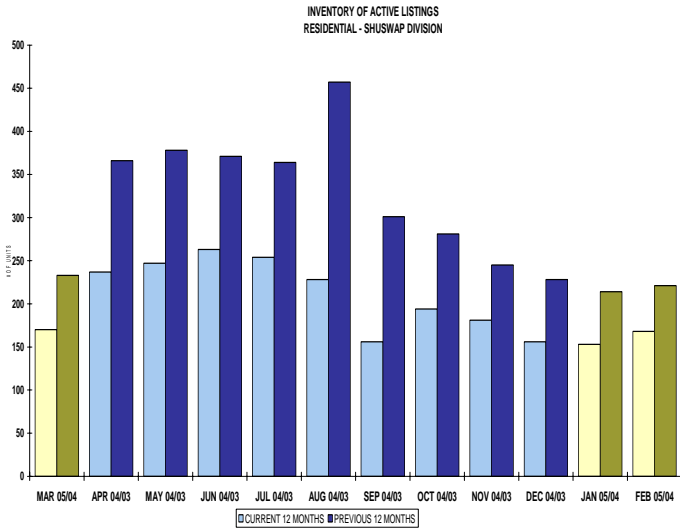
The Shuswap Zone has **90** Members. The average of listings-per-licensee is 9.1

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



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





SHUSWAP ZONE

March 2005

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	2	13	60	3.33%	1434
ACREAGE/HOUSE	14	26	83	16.87%	90
LOTS	34	31	257	13.23%	257
RESIDENTIAL	44	79	170	25.88%	91
AVERAGE HOUSE PRICE \$190,536			MEDIAN HOUSE PRICE \$191,250		

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	925	816	13.4%	2257	1939	16.4%
Units Sold	554	572	-3.1%	1331	1283	3.7%
Sales Dollars	\$147,419,713	\$138,000,146	6.8%	\$351,190,563	\$313,244,411	12.1%
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	2273	2092	8.7%			

ZONE NO TOTALS

Units Listed	395	445	-11.2%	1030	939	9.7%
Units Sold	293	274	6.9%	653	613	6.5%
Sales Dollars	\$64,093,300	\$50,595,656	26.7%	\$127,947,598	\$105,548,892	21.2%
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	1077	1303	-17.3%			

ZONE SH TOTALS

Units Listed	210	198	6.1%	449	492	-8.7%
Units Sold	118	125	-5.6%	244	256	-4.7%
Sales Dollars	\$19,360,637	\$18,700,003	3.5%	\$39,070,613	\$38,016,903	2.8%
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	825	1094	-24.6%			

ZONE OB TOTALS

Units Listed	18	17	5.9%	50	35	42.9%
Units Sold	5	1	100.0%	11	6	83.3%
Sales Dollars	\$1,710,000	\$282,500	100.0%	\$3,610,500	\$1,101,000	227.9%
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	119	128	-7.0%			

GRAND TOTALS

Units Listed	1548	1476	4.9%	3786	3405	11.2%
Units Sold	970	972	-0.2%	2239	2158	3.8%
Sales Dollars	\$232,583,650	\$207,578,305	12.0%	\$521,819,274	\$457,911,206	14.0%
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	4294	4617	-7.0%			

LICENSEES

	TOTAL NUMBER OF LICENSEES March 31/05	TOTAL NUMBER OF LICENSEES March 31/04	CHANGE BY NUMBER	CHANGE BY %
ALL DIVISIONS	919	832	87	10.46%
CENTRAL OK DIV.	566	524	42	8.02%
NORTH OK DIV.	263	234	29	12.39%
SHUSWAP DIV.	90	74	16	21.62%

CURRENT MEMBERSHIP

AGENT LICENSEES	84
SALESPERSONS	764
PROPERTY MANAGEMENT	8
9:15 LICENCEE MEMBER	61
EXEMPTION MEMBER	2
TOTALS	919

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	13	19	-31.6%	18	33	-45.5%
Units Sold	2	4	-50.0%	11	5	120.0%
Sales Dollars	\$191,635	\$168,000	14.1%	\$1,026,235	\$296,700	245.9%
List/Sell \$ Ratio	100.46%	92.14%		96.22%	86.81%	
Days to Sell	1434	510	181.2%	404	440	-8.2%
Active Inventory	60	104	-42.3%			
Average Price	\$95,818	\$42,000	128.1%	\$93,294	\$59,340	57.2%
Median Price	\$95,818	\$40,000	139.5%	\$89,000	\$40,000	122.5%
Acreage with House						
Units Listed	26	13	100.0%	58	39	48.7%
Units Sold	14	7	100.0%	23	19	21.1%
Sales Dollars	\$4,461,400	\$1,736,500	156.9%	\$6,695,526	\$5,216,200	28.4%
List/Sell \$ Ratio	97.54%	94.22%		97.73%	92.64%	
Days to Sell	90	225	-60.0%	127	280	-54.6%
Active Inventory	83	113	-26.5%			
Average Price	\$318,671	\$248,071	28.5%	\$291,110	\$274,537	6.0%
Median Price	\$272,450	\$239,000	14.0%	\$260,000	\$239,000	8.8%
Acreage (Waterfront)						
Units Listed	2	0	100.0%	5	2	150.0%
Units Sold	0	1	-100.0%	0	1	-100.0%
Sales Dollars	\$0	\$365,000	-100.0%	\$0	\$365,000	-100.0%
List/Sell \$ Ratio	0.00%	97.33%		0.00%	97.33%	
Days to Sell	0	42	0.0%	0	42	0.0%
Active Inventory	8	8	0.0%			
Average Price	\$0	\$365,000	-100.0%	\$0	\$365,000	-100.0%
Median Price	\$0	\$365,000	-100.0%	\$0	\$365,000	-100.0%
Business						
Units Listed	9	10	-10.0%	21	20	5.0%
Units Sold	0	4	-100.0%	1	4	-75.0%
Sales Dollars	\$0	\$873,500	-100.0%	\$350,000	\$873,500	-59.9%
List/Sell \$ Ratio	0.00%	91.75%		87.71%	91.75%	
Days to Sell	0	326	-100.0%	271	326	-16.9%
Active Inventory	46	52	-11.5%			
Average Price	\$0	\$218,375	-100.0%	\$350,000	\$218,375	60.3%
Median Price	\$0	\$118,750	-100.0%	\$350,000	\$118,750	194.7%
Condo (Townhouse)						
Units Listed	4	6	-33.3%	8	14	-42.9%
Units Sold	5	5	0.0%	11	11	0.0%
Sales Dollars	\$1,034,900	\$679,600	52.3%	\$1,877,900	\$1,508,850	24.5%
List/Sell \$ Ratio	97.91%	99.04%		97.43%	96.45%	
Days to Sell	170	80	112.5%	115	105	9.5%
Active Inventory	27	9	200.0%			
Average Price	\$206,980	\$135,920	52.3%	\$170,718	\$137,168	24.5%
Median Price	\$189,900	\$139,900	35.7%	\$165,000	\$130,500	26.4%
Condo (Apt)						
Units Listed	8	9	-11.1%	20	10	100.0%
Units Sold	3	1	200.0%	7	4	75.0%
Sales Dollars	\$276,000	\$96,500	186.0%	\$710,000	\$536,500	32.3%
List/Sell \$ Ratio	95.49%	97.57%		95.54%	94.26%	
Days to Sell	63	292	-78.4%	113	205	-44.9%
Active Inventory	41	50	-18.0%			
Average Price	\$92,000	\$96,500	-4.7%	\$101,429	\$134,125	-24.4%
Median Price	\$104,000	\$96,500	7.8%	\$104,000	\$95,250	9.2%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	1	2	-50.0%	2	4	-50.0%
Units Sold	1	3	-66.7%	1	5	-80.0%
Sales Dollars	\$178,000	\$468,400	-62.0%	\$178,000	\$728,900	-75.6%
List/Sell \$ Ratio	94.17%	93.14%		94.17%	92.97%	
Days to Sell	116	173	-32.9%	116	94	23.4%
Active Inventory	0	3	-100.0%			
Average Price	\$178,000	\$156,133	14.0%	\$178,000	\$145,780	22.1%
Median Price	\$178,000	\$159,900	11.3%	\$178,000	\$137,500	29.5%
Farms						
Units Listed	0	1	-100.0%	3	1	200.0%
Units Sold	0	1	-100.0%	0	1	-100.0%
Sales Dollars	\$0	\$310,000	-100.0%	\$0	\$310,000	-100.0%
List/Sell \$ Ratio	0.00%	88.82%		0.00%	88.82%	
Days to Sell	0	97	-100.0%	0	97	-100.0%
Active Inventory	9	8	12.5%			
Average Price	\$0	\$310,000	-100.0%	\$0	\$310,000	0.0%
Median Price	\$0	\$310,000	-100.0%	\$0	\$310,000	-100.0%
IC&I						
Units Listed	3	4	-25.0%	9	12	-25.0%
Units Sold	2	0	100.0%	7	4	75.0%
Sales Dollars	\$485,000	\$0	100.0%	\$2,478,400	\$1,155,000	114.6%
List/Sell \$ Ratio	96.93%	0.00%		90.54%	92.41%	
Days to Sell	112	0	100.0%	356	217	64.1%
Active Inventory	29	34	-14.7%			
Average Price	\$242,500	\$0	100.0%	\$354,057	\$288,750	22.6%
Median Price	\$242,500	\$0	100.0%	\$275,000	\$239,500	14.8%
IC&I Land						
Units Listed	3	8	-62.5%	11	14	-21.4%
Units Sold	2	2	0.0%	2	5	-60.0%
Sales Dollars	\$635,000	\$410,000	54.9%	\$635,000	\$1,870,000	-66.0%
List/Sell \$ Ratio	81.74%	88.61%		81.74%	89.10%	
Days to Sell	798	541	47.5%	798	397	101.0%
Active Inventory	29	42	-31.0%			
Average Price	\$317,500	\$205,000	54.9%	\$317,500	\$374,000	-15.1%
Median Price	\$317,500	\$205,000	54.9%	\$317,500	\$240,000	32.3%
Lots						
Units Listed	22	11	100.0%	47	107	-56.1%
Units Sold	31	17	82.4%	53	43	23.3%
Sales Dollars	\$1,292,200	\$803,500	60.8%	\$2,285,400	\$2,114,850	8.1%
List/Sell \$ Ratio	93.39%	93.43%		94.11%	92.95%	
Days to Sell	346	327	5.8%	303	216	40.3%
Active Inventory	186	274	-32.1%			
Average Price	\$41,684	\$47,265	-11.8%	\$43,121	\$49,183	-12.3%
Median Price	\$41,000	\$39,000	5.1%	\$41,000	\$48,000	-14.6%
Leases						
Units Listed	0	2	-100.0%	10	6	66.7%
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	18	16.7%			
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	7	0	100.0%	8	2	300.0%
Units Sold	3	1	200.0%	4	5	-20.0%
Sales Dollars	\$613,500	\$350,000	75.3%	\$718,500	\$801,000	-10.3%
List/Sell \$ Ratio	85.56%	82.35%		85.17%	79.14%	
Days to Sell	167	294	-43.2%	201	776	-74.1%
Active Inventory	16	17	-5.9%			
Average Price	\$204,500	\$350,000	-41.6%	\$179,625	\$160,200	12.1%
Median Price	\$280,000	\$350,000	-20.0%	\$192,500	\$125,000	54.0%
Multi-Family						
Units Listed	2	2	0.0%	4	3	33.3%
Units Sold	0	1	-100.0%	3	1	200.0%
Sales Dollars	\$0	\$360,000	-100.0%	\$928,000	\$360,000	157.8%
List/Sell \$ Ratio	0.00%	100.27%		97.54%	100.27%	
Days to Sell	0	264	-100.0%	286	264	8.3%
Active Inventory	6	6	0.0%			
Average Price	\$0	\$360,000	-100.0%	\$309,333	\$360,000	-14.1%
Median Price	\$0	\$360,000	-100.0%	\$339,500	\$360,000	-5.7%
Mobile Homes						
Units Listed	24	17	41.2%	40	40	0.0%
Units Sold	8	12	-33.3%	19	22	-13.6%
Sales Dollars	\$239,500	\$269,400	-11.1%	\$584,250	\$534,400	9.3%
List/Sell \$ Ratio	81.09%	82.22%		80.28%	82.13%	
Days to Sell	196	170	15.3%	146	168	164.0%
Active Inventory	67	65	3.1%			
Average Price	\$29,938	\$22,450	33.4%	\$30,750	\$24,291	26.6%
Median Price	\$29,750	\$22,750	30.8%	\$30,500	\$23,000	32.6%
Recreational Property						
Units Listed	2	3	-33.3%	4	4	0.0%
Units Sold	0	1	-100.0%	1	2	-50.0%
Sales Dollars	\$0	\$58,603	-100.0%	\$70,000	\$94,603	-26.0%
List/Sell \$ Ratio	0.00%	101.21%		90.32%	101.21%	
Days to Sell	0	60	0.0%	52	423	-87.7%
Active Inventory	8	0	100.0%			
Average Price	\$0	\$58,603	-100.0%	\$70,000	\$47,302	48.0%
Median Price	\$0	\$58,603	-100.0%	\$70,000	\$47,302	48.0%
Residential						
Units Listed	79	82	-3.7%	169	165	2.4%
Units Sold	44	58	-24.1%	94	114	-17.5%
Sales Dollars	\$8,383,602	\$9,492,600	-11.7%	\$17,130,502	\$18,308,750	-6.4%
List/Sell \$ Ratio	97.38%	94.65%		95.32%	94.55%	
Days to Sell	91	187	-51.3%	110	151	-27.2%
Active Inventory	170	233	-27.0%			
Average Price	\$190,536	\$163,666	16.4%	\$182,239	\$160,603	13.5%
Median Price	\$191,250	\$159,250	20.1%	\$177,250	\$155,250	14.2%
Residential (Waterfront)						
Units Listed	5	9	-44.4%	12	16	-25.0%
Units Sold	3	7	-57.1%	7	10	-30.0%
Sales Dollars	\$1,569,900	\$2,258,400	-30.5%	\$3,402,900	\$2,942,650	15.6%
List/Sell \$ Ratio	96.54%	89.43%		95.37%	90.43%	
Days to Sell	48	252	-81.0%	59	191	-69.1%
Active Inventory	19	58	-67.2%			
Average Price	\$523,300	\$322,629	62.2%	\$486,129	\$294,265	65.2%
Median Price	\$545,000	\$359,900	51.4%	\$545,000	\$334,000	63.2%

	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						
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Active Inventory	825	1094	-24.6%			

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 150000	14	32	16	34
150001 to 180000	8	16	4	12
180001 to 210000	10	18	3	14
210001 to 240000	12	26	10	16
240001 to 270000	14	25	4	4
270001 to 300000	5	17	2	5
300001 to 330000	4	7	1	2
330001 to 360000	7	11	1	2
360001 to 390000	0	1	1	1
390001 to 420000	0	3	0	0
420001 to 450000	2	2	1	1
450001 to 480000	0	1	0	0
480001 and over	1	3	0	1
Totals	77	162	43	92

Shuswap Division Lot Listing/Sales Analysis

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 40000	12	23	16	27
40001 to 60000	11	19	13	24
60001 to 80000	4	8	4	8
80001 to 100000	2	3	0	2
100001 to 120000	0	2	1	2
120001 to 140000	1	2	0	2
140001 to 160000	2	2	0	0
160001 and over	12	19	2	3
Totals	44	78	36	68