

SHUSWAP DIVISION MONTHLY STATISTICS

FOR

April 1 - 30, 2003

SHUSWAP DIVISION

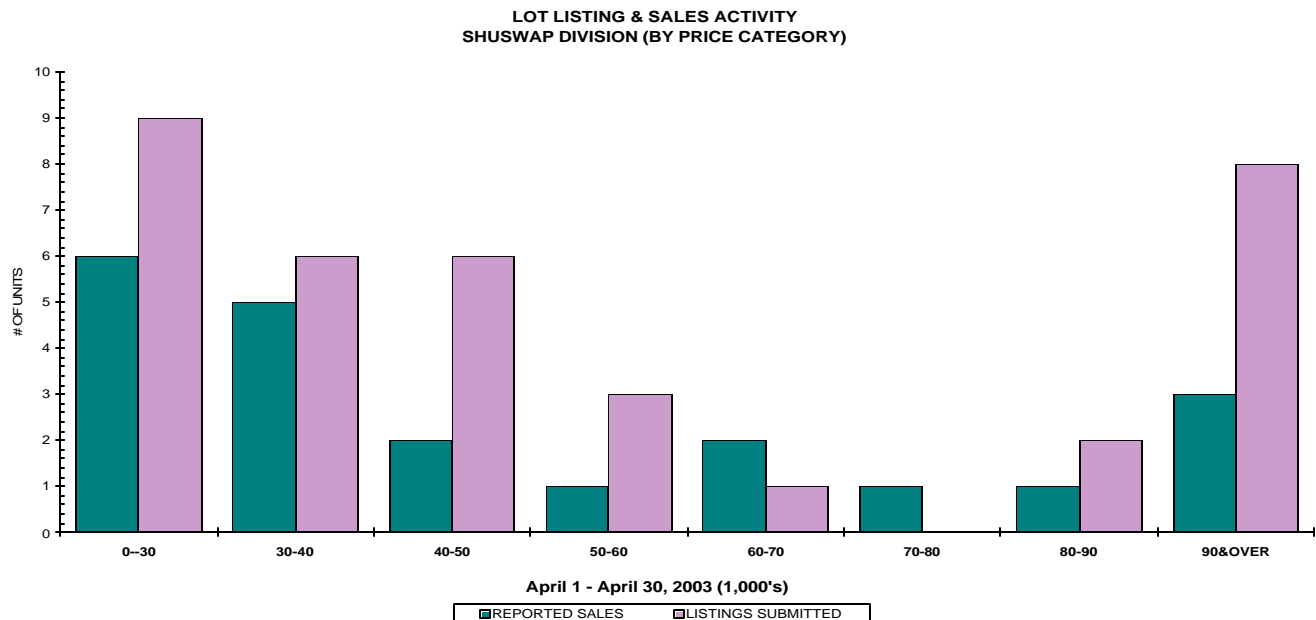
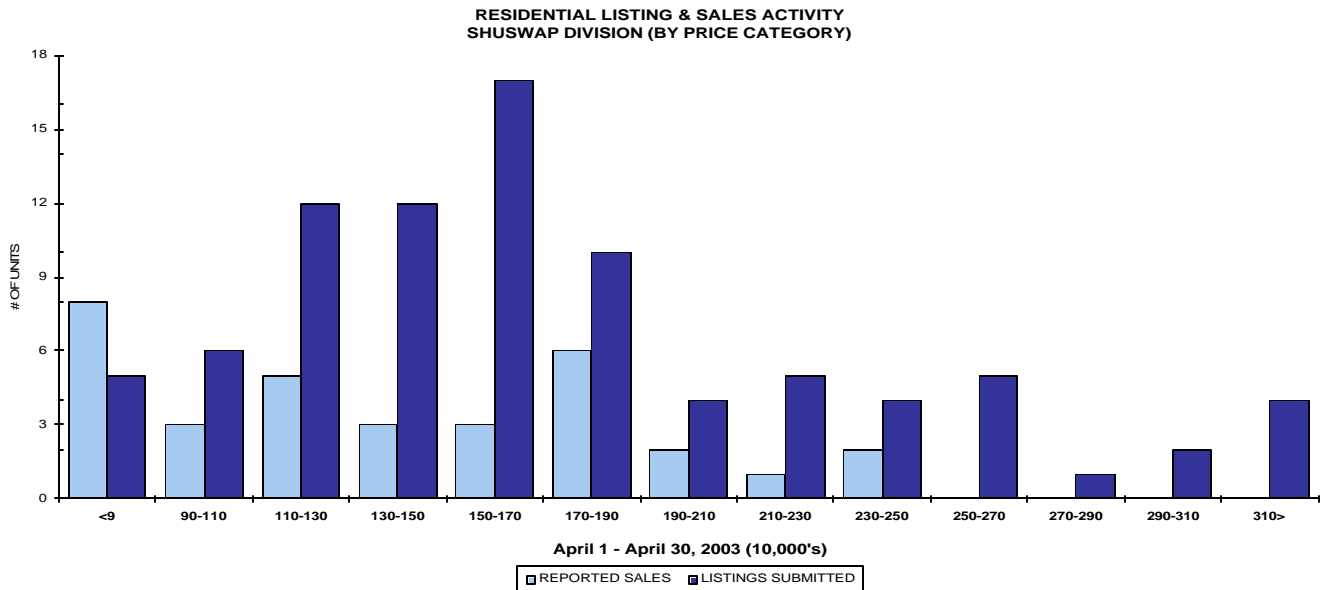
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April 2003

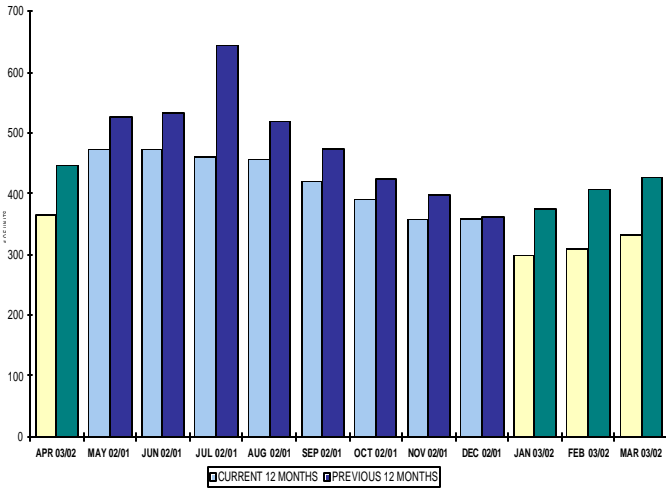
QUICK SUMMARY

	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	# of Units	\$ Value	# of Units	\$ Value	Listings Taken	Inventory
April 2003	87	\$9,844,950	34	\$4,599,700	190	1,474
March 2003	73	\$10,013,006	36	\$5,572,000	190	1,639
April 2002	79	\$10,567,727	41	\$5,525,700	214	1,685

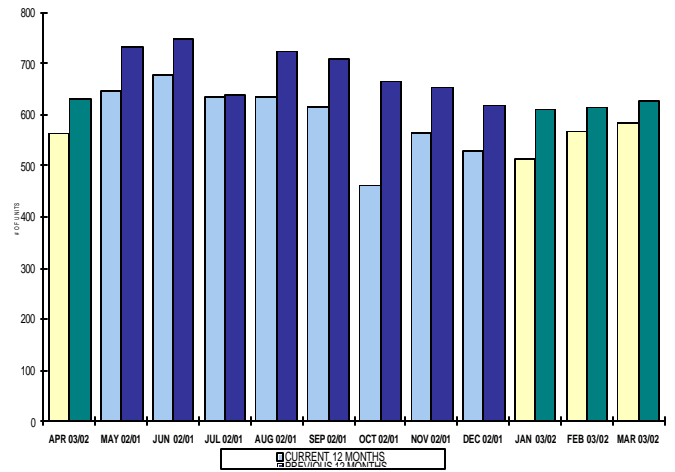
The average of listings-per-licensee is 22.0



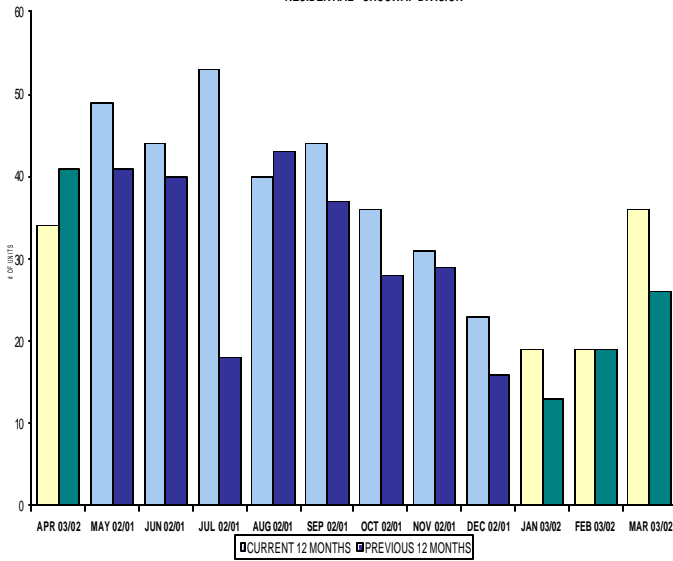
INVENTORY OF ACTIVE LISTINGS
RESIDENTIAL - SHUSWAP DIVISION



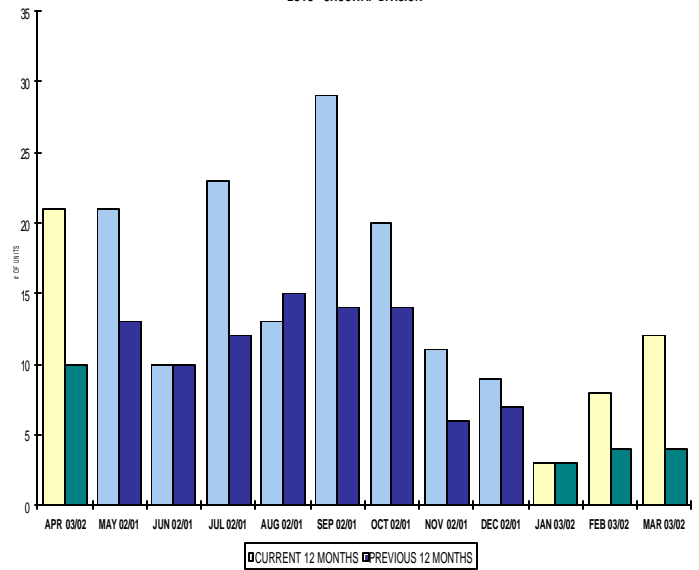
INVENTORY OF ACTIVE LISTINGS
LOTS - SHUSWAP DIVISION



NUMBER OF UNITS SOLD
RESIDENTIAL - SHUSWAP DIVISION



NUMBER OF UNITS SOLD
LOTS - SHUSWAP DIVISION



SHUSWAP DIVISION

April 2003

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	6	12	111	5.41%	732
ACREAGE/HOUSE	11	20	137	8.03%	260
LOTS	15	23	453	3.31%	469
RESIDENTIAL	34	87	366	9.29%	159
AVERAGE HOUSE PRICE \$135,285		MEDIAN HOUSE PRICE \$134,000			

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

**COMPARATIVE ACTIVITY BY ZONE AS AT
April 30, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ZONE CO TOTALS						
Units Listed	615	786	-21.76%	2722	2795	-2.61%
Units Sold	481	534	-9.93%	1621	1715	-5.48%
Sales Dollars	\$124,338,058	\$97,442,097	27.60%	\$347,792,586	\$302,726,799	14.89%
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	2535	2795	-9.30%			
ZONE NO TOTALS						
Units Listed	319	405	-21.23%	1287	1270	1.34%
Units Sold	204	213	-4.23%	659	591	11.51%
Sales Dollars	\$31,889,606	\$33,108,899	-3.68%	\$106,579,256	\$86,731,520	22.88%
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	1758	2011	-12.58%			
ZONE SH TOTALS						
Units Listed	190	215	-11.63%	685	674	1.63%
Units Sold	87	71	22.54%	254	197	28.93%
Sales Dollars	\$9,844,950	\$9,981,327	-1.37%	\$34,001,147	\$28,651,358	18.67%
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	1474	1685	-12.52%			
ZONE OB TOTALS						
Units Listed	16	17	-5.88%	56	84	-33.33%
Units Sold	0	0	0.00%	11	3	266.67%
Sales Dollars	\$0	\$0	#DIV/0!	\$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	143	163	-12.27%			
GRAND TOTALS						
Units Listed	1140	1423	-19.89%	4750	4823	-1.51%
Units Sold	772	818	-5.62%	2545	2506	1.56%
Sales Dollars	\$166,072,614	\$140,532,323	18.17%	\$498,263,189	\$419,345,677	18.82%
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	5910	6654	-11.18%			

LICENSEES
April 30, 2003

	TOTAL NUMBER OF LICENSEES April 30/03	TOTAL NUMBER OF LICENSEES April 30/02	CHANGE BY NUMBER	CHANGE BY %
ALL DIVISIONS	741	667	74	11.09%
CENTRAL OK DIV.	473	421	52	12.35%
NORTH OK DIV.	200	179	21	11.73%
SHUSWAP DIV.	67	68	-1	-1.47%
CURRENT MEMBERSHIP				
AGENT LICENSEES	72			
SALESPERSONS	597			
PROPERTY MANAGEMENT	9			
9:15 LICENCEE MEMBER	61			
EXEMPTION MEMBER	2			
TOTALS	741			

**Shuswap Division Comparative Activity By Property Type
April 30, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	12	8	50.0%	35	25	40.0%
Units Sold	6	2	200.0%	11	6	83.3%
Sales Dollars	\$515,000	\$39,000	1220.5%	\$1,034,700	\$574,500	80.1%
List/Sell Ratio	76.58%	89.65%	-14.6%	81.73%	89.86%	-9.0%
Days to Sell	732	348	110.3%	651	240	171.3%
Active Inventory	111	91	22.0%			
Average Price	\$85,833	\$19,500	340.2%	\$94,064	\$95,750	-1.8%
Median Price	\$69,750	\$19,500	257.7%	\$74,500	\$57,000	30.7%
Acreage with House						
Units Listed	20	35	-42.9%	70	82	-14.6%
Units Sold	11	5	120.0%	39	25	56.0%
Sales Dollars	\$1,943,500	\$1,067,200	82.1%	\$7,924,300	\$5,282,000	50.0%
List/Sell Ratio	91.09%	95.50%	-4.6%	91.51%	91.22%	0.3%
Days to Sell	260	106	145.3%	222	194	14.4%
Active Inventory	137	169	-18.9%			
Average Price	\$176,682	\$213,440	-17.2%	\$203,187	\$211,280	-3.8%
Median Price	\$174,000	\$145,000	20.0%	\$187,500	\$182,000	3.0%
Acreage (Waterfront)						
Units Listed	0	3	-100.0%	3	6	-50.0%
Units Sold	0	1	-100.0%	1	2	-50.0%
Sales Dollars	\$0	\$63,601	-100.0%	\$120,000	\$483,601	-75.2%
List/Sell Ratio	0.00%	0.00%	0.0%	88.95%	84.84%	4.8%
Days to Sell	0	0	0.0%	1064	74	1337.8%
Active Inventory	9	16	100.0%			
Average Price	\$0	\$63,601	-100.0%	\$120,000	\$241,801	-50.4%
Median Price	\$0	\$63,601	-100.0%	\$120,000	\$241,801	-50.4%
Business						
Units Listed	4	4	0.0%	15	23	-34.8%
Units Sold	0	1	-100.0%	2	3	-33.3%
Sales Dollars	\$0	\$945,000	-100.0%	\$87,500	\$1,908,600	-95.4%
List/Sell Ratio	0.00%	94.50%	-100.0%	89.32%	81.85%	9.1%
Days to Sell	0	357	-100.0%	300	153	96.1%
Active Inventory	60	57	5.3%			
Average Price	\$0	\$945,000	-100.0%	\$43,750	\$636,200	-93.1%
Median Price	\$0	\$945,000	-100.0%	\$43,750	\$945,000	-95.4%
Condo (Townhouse)						
Units Listed	7	7	0.0%	27	27	0.0%
Units Sold	5	4	25.0%	17	9	88.9%
Sales Dollars	\$600,250	\$471,500	27.3%	\$2,102,050	\$1,105,000	90.2%
List/Sell Ratio	98.53%	97.44%	1.1%	96.88%	95.60%	1.3%
Days to Sell	133	352	-62.2%	185	275	-32.7%
Active Inventory	30	33	-9.1%			
Average Price	\$120,050	\$117,875	1.8%	\$123,650	\$122,778	0.7%
Median Price	\$115,000	\$120,750	-4.8%	\$124,000	\$123,000	0.8%
Condo (Apt)						
Units Listed	2	2	0.0%	13	25	-48.0%
Units Sold	7	5	40.0%	12	10	20.0%
Sales Dollars	\$703,500	\$445,800	57.8%	\$1,456,400	\$845,100	72.3%
List/Sell Ratio	89.03%	95.02%	-6.3%	91.84%	97.32%	-5.6%
Days to Sell	215	152	41.4%	293	160	83.1%
Active Inventory	30	58	-48.3%			
Average Price	\$100,500	\$89,160	12.7%	\$121,367	\$84,510	43.6%
Median Price	\$100,000	\$77,900	28.4%	\$127,450	\$78,450	62.5%

April 30, 2003

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	0	0	0.0%	2	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	5	-20.0%			
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	2	4	-50.0%	3	5	-40.0%
Units Sold	0	1	-100.0%	0	1	-100.0%
Sales Dollars	\$0	\$350,000	-100.0%	\$0	\$350,000	-100.0%
List/Sell Ratio	0.00%	0.00%	0.0%	0.00%	0.00%	0.0%
Days to Sell	0	368	-100.0%	0	368	-100.0%
Active Inventory	13	21	-38.1%			
Average Price	\$0	\$350,000	-100.0%	\$0	\$350,000	-100.0%
Median Price	\$0	\$350,000	-100.0%	\$0	\$350,000	-100.0%
IC&I						
Units Listed	1	2	-50.0%	11	9	22.2%
Units Sold	0	0	0.0%	1	1	0.0%
Sales Dollars	\$0	\$0	0.0%	\$150,000	\$103,050	-100.0%
List/Sell Ratio	0.00%	0.00%	0.0%	77.31%	103.05%	-25.0%
Days to Sell	0	0	0.0%	539	10	5290.0%
Active Inventory	29	34	-14.7%			
Average Price	\$0	\$0	0.0%	\$150,000	\$103,050	45.6%
Median Price	\$0	\$0	0.0%	\$150,000	\$103,050	45.6%
IC&I Land						
Units Listed	3	0	100.0%	17	11	54.5%
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	59	47	25.5%			
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	22	22	0.0%	119	83	43.4%
Units Sold	13	6	116.7%	29	12	141.7%
Sales Dollars	\$411,000	\$248,900	65.1%	\$1,068,006	\$661,400	61.5%
List/Sell Ratio	86.83%	83.33%	4.2%	87.52%	80.69%	8.5%
Days to Sell	874	474	84.4%	606	613	-1.1%
Active Inventory	402	473	-15.0%			
Average Price	\$31,615	\$41,483	-23.8%	\$36,828	\$55,117	-33.2%
Median Price	\$37,500	\$35,500	5.6%	\$38,000	\$43,000	-11.6%
Leases						
Units Listed	3	1	200.0%	12	5	140.0%
Units Sold	0	2	-100.0%	1	4	-75.0%
Sales Dollars	\$0	\$2	-100.0%	\$6,291	\$4	157175.0%
List/Sell Ratio	0.00%	100.00%	-100.0%	0.00%	100.00%	-100.0%
Days to Sell	0	200	-100.0%	683	284	140.5%
Active Inventory	23	23	0.0%			
Average Price	\$0	\$1	-100.0%	\$6,291	\$1	629000.0%
Median Price	\$0	\$1	-100.0%	\$6,291	\$1	629000.0%

**Shuswap Division Comparative Activity By Property Type
April 30, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots (Waterfront)						
Units Listed	1	2	-50.0%	14	5	180.0%
Units Sold	2	0	100.0%	3	0	100.0%
Sales Dollars	\$195,500	\$0	100.0%	\$290,500	\$0	100.0%
List/Sell Ratio	69.87%	0.00%	100.0%	78.89%	0.00%	100.0%
Days to Sell	64	0	0.0%	64	0	100.0%
Active Inventory	42	52	-19.2%			
Average Price	\$97,750	\$0	100.0%	\$96,833	\$0	100.0%
Median Price	\$97,750	\$0	100.0%	\$95,000	\$0	100.0%
Multi-Family						
Units Listed	2	1	100.0%	5	5	0.0%
Units Sold	1	0	100.0%	1	0	100.0%
Sales Dollars	\$120,000	\$0	100.0%	\$120,000	\$0	100.0%
List/Sell Ratio	93.82%	0.00%	100.0%	93.82%	0.00%	100.0%
Days to Sell	15	0	100.0%	15	0	100.0%
Active Inventory	10	9	11.1%			
Average Price	\$120,000	\$0	100.0%	\$120,000	\$0	100.0%
Median Price	\$120,000	\$0	100.0%	\$120,000	\$0	100.0%
Mobile Homes						
Units Listed	12	15	-20.0%	54	44	22.7%
Units Sold	5	2	150.0%	16	11	45.5%
Sales Dollars	\$176,500	\$74,000	138.5%	\$493,900	\$380,500	29.8%
List/Sell Ratio	89.09%	82.95%	7.4%	86.98%	81.69%	6.5%
Days to Sell	156	152	2.6%	100	322	-68.9%
Active Inventory	84	85	-1.2%			
Average Price	\$35,300	\$37,000	-4.6%	\$30,869	\$34,591	-10.8%
Median Price	\$39,500	\$37,000	6.8%	\$28,000	\$39,500	-29.1%
Residential						
Units Listed	87	92	-5.4%	259	286	-9.4%
Units Sold	34	38	-10.5%	108	96	12.5%
Sales Dollars	\$4,599,700	\$5,342,800	-13.9%	\$16,287,200	\$12,949,029	25.8%
List/Sell Ratio	92.70%	93.91%	-1.3%	92.96%	93.32%	-0.4%
Days to Sell	159	157	1.3%	166	129	28.7%
Active Inventory	366	446	-17.9%			
Average Price	\$135,285	\$140,600	-3.8%	\$150,807	\$134,886	11.8%
Median Price	\$134,000	\$141,750	-5.5%	\$147,250	\$137,950	6.7%
Residential (Waterfront)						
Units Listed	12	17	-29.4%	26	32	-18.8%
Units Sold	3	4	-25.0%	10	15	-33.3%
Sales Dollars	\$580,000	\$933,524	-37.9%	\$2,419,800	\$3,680,074	-34.2%
List/Sell Ratio	95.13%	90.87%	4.7%	96.22%	87.58%	9.9%
Days to Sell	158	280	-43.6%	144	258	-44.2%
Active Inventory	65	66	-1.5%			
Average Price	\$193,333	\$233,381	-17.2%	\$241,980	\$245,338	-1.4%
Median Price	\$245,000	\$251,762	-2.7%	\$250,450	\$230,000	8.9%
SHUSWAP DIVISION - TOTALS						
Units Listed	190	215	-11.6%	685	674	1.6%
Units Sold	87	71	22.5%	254	197	28.9%
Sales Dollars	\$9,844,950	\$9,981,327	-1.4%	\$34,001,147	\$28,651,358	18.7%
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	1474	1685	-12.5%			

Shuswap Division Residential Listing/Sales Analysis
April 30, 2003

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 90000	5	29	8	19
90001 to 110000	6	20	3	6
110001 to 130000	12	29	5	18
130001 to 150000	12	33	3	15
150001 to 170000	17	48	3	14
170001 to 190000	11	31	6	14
190001 to 210000	4	11	2	8
210001 to 230000	4	13	1	3
230001 to 250000	4	17	2	3
250001 to 270000	5	10	0	2
270001 to 290000	1	7	0	1
290001 to 310000	2	5	0	1
310001 and over	4	5	0	3
Totals	87	258	33	107

Shuswap Division Lot Listing/Sales Analysis

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 30000	9	32	6	11
30001 to 40000	6	35	5	8
40001 to 50000	6	27	2	8
50001 to 60000	3	18	1	1
60001 to 70000	1	7	2	4
70001 to 80000	0	10	1	4
80001 to 90000	2	9	1	1
90001 and over	8	33	3	7
Totals	35	171	21	44