

# SHUSWAP DIVISION MONTHLY STATISTICS

FOR

April 1 - 30, 2004

**PLEASE NOTE THAT THERE ARE 2 NEW SECTIONS IN THE STATISTICS  
1. TIMESHARES AND 2. RECREATIONAL PROPERTY TYPES**

# SHUSWAP DIVISION

## STAT - O - GRAM

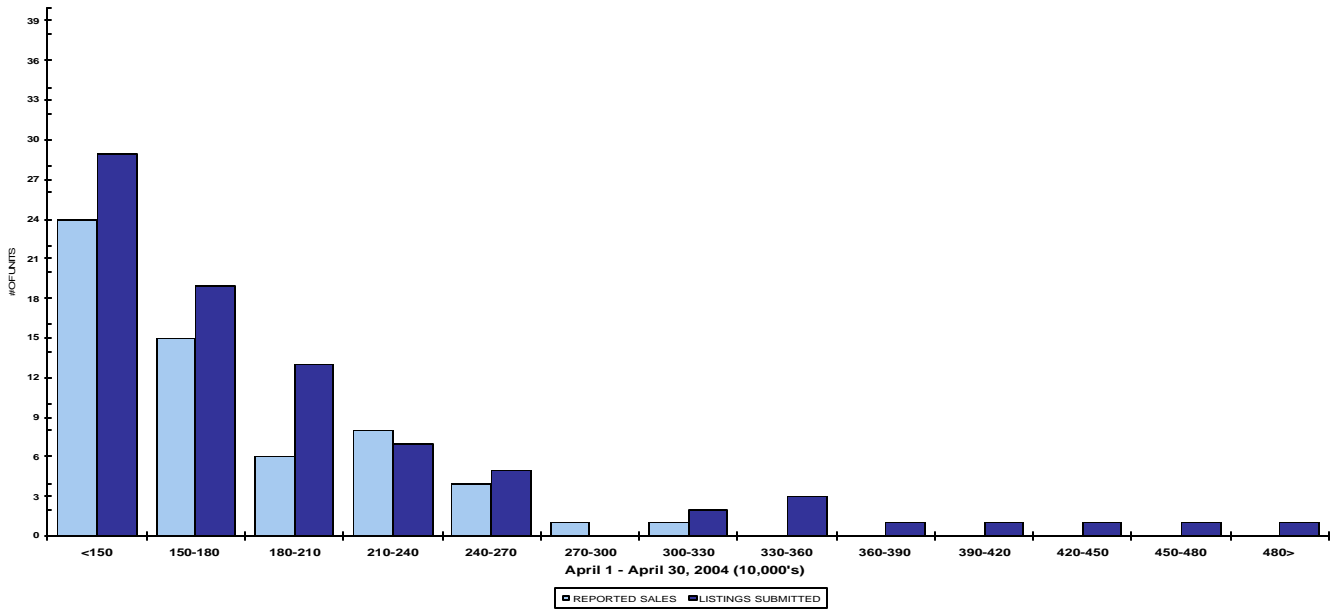
April 2004

### QUICK SUMMARY

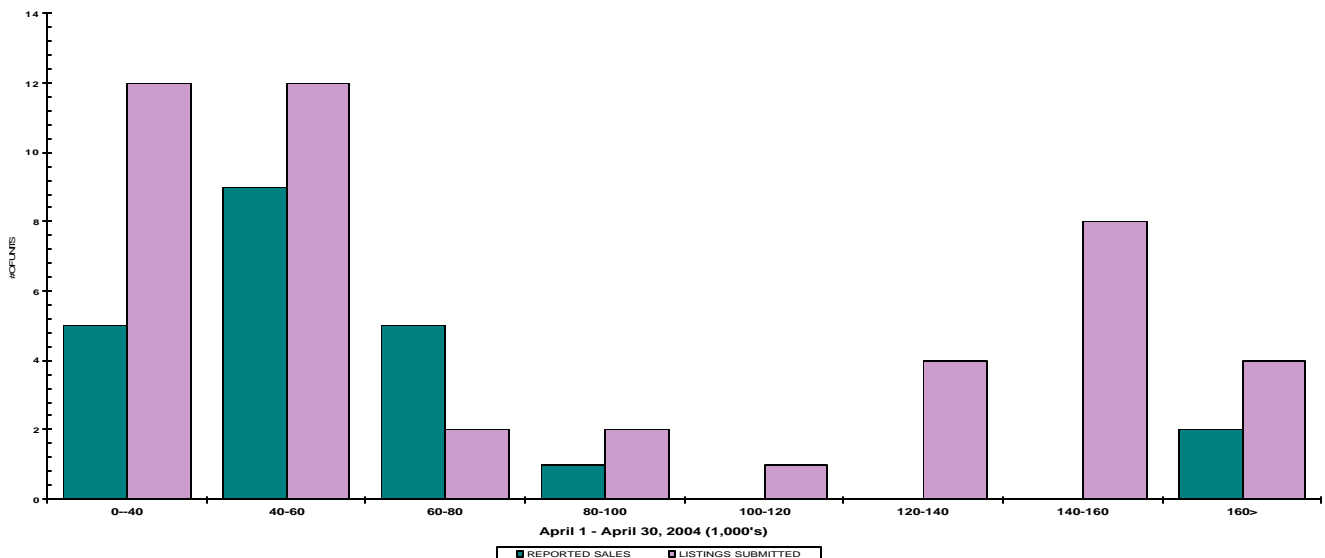
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	# of Units	\$ Value	# of Units	\$ Value	Listings Taken	Inventory
April 2004	130	\$23,463,754	61	\$10,157,212	225	1,146
March 2004	123	\$18,111,600	59	\$9,663,800	196	1,094
April 2003	87	\$9,844,950	34	\$4,599,700	190	1,474

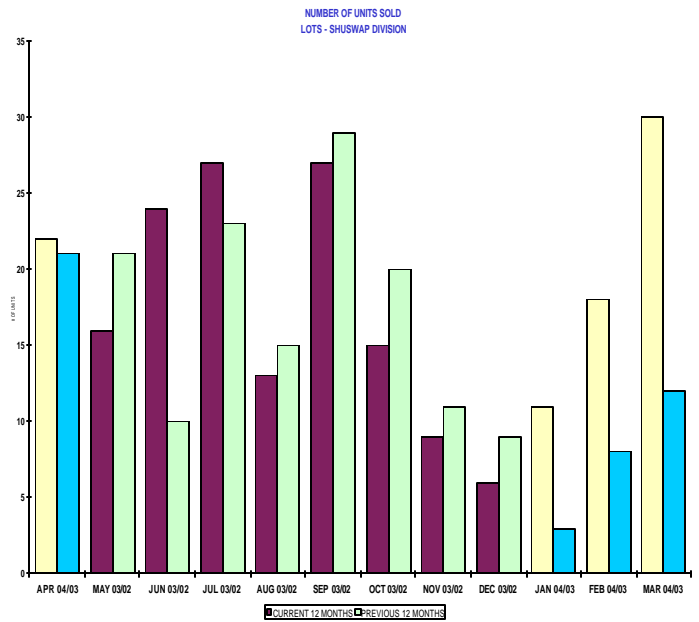
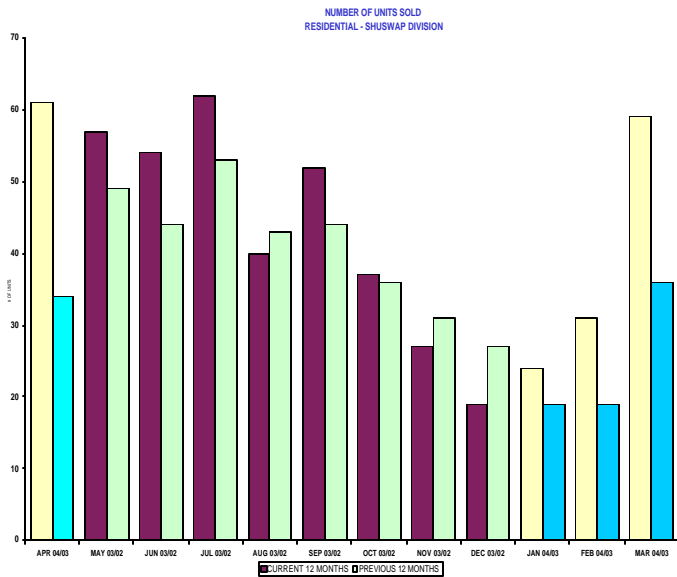
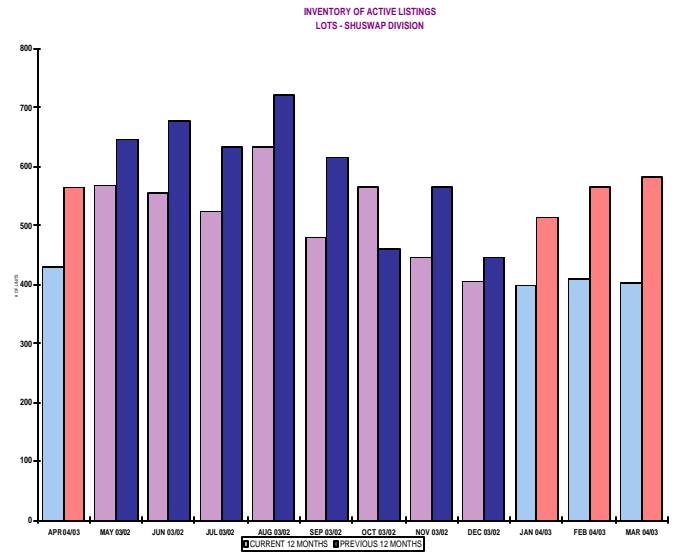
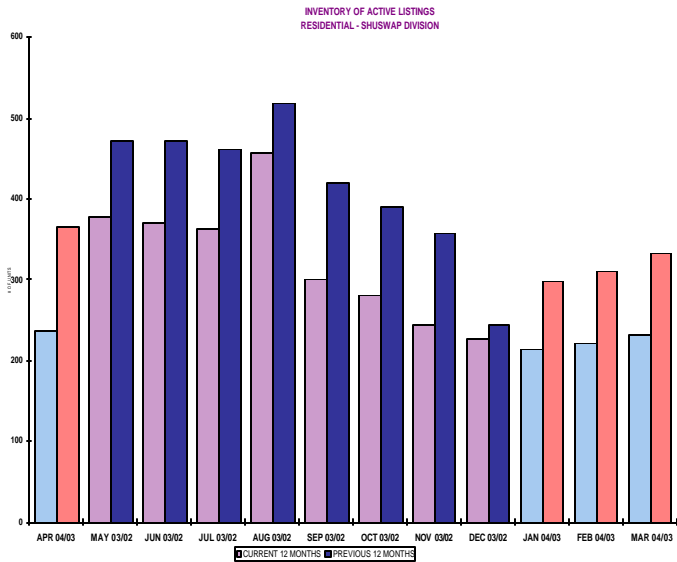
The average of listings-per-licensee is 15.6

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



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





**SHUSWAP DIVISION**

**April 2004**

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	6	15	117	5.13%	224
ACREAGE/HOUSE	9	31	129	6.98%	127
LOTS	16	30	314	5.10%	1307
RESIDENTIAL	60	83	236	25.42%	101
<b>AVERAGE HOUSE PRICE \$166,512</b>			<b>MEDIAN HOUSE PRICE \$159,900</b>		

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

**COMPARATIVE ACTIVITY BY ZONE AS AT  
April 30, 2004**

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

**ZONE CO  
TOTALS**

<b>Units Listed</b>	929	683	36.0%	2916	2631	10.8%
<b>Units Sold</b>	<b>514</b>	<b>444</b>	<b>15.8%</b>	<b>1787</b>	<b>1589</b>	<b>12.5%</b>
<b>Sales Dollars</b>	\$128,271,846	\$95,255,659	34.7%	\$439,055,633	\$317,517,959	38.3%
<b>List/Sell Ratio</b>	96.19%	95.73%	0.5%	96.25%	96.77%	-0.5%
<b>Days to Sell</b>	65	85	-23.5%	77	82	-6.1%
<b>Active Listings</b>	2298	2535	-9.3%			

**ZONE NO  
TOTALS**

<b>Units Listed</b>	431	344	25.3%	1390	1222	13.7%
<b>Units Sold</b>	<b>294</b>	<b>210</b>	<b>40.0%</b>	<b>898</b>	<b>658</b>	<b>36.5%</b>
<b>Sales Dollars</b>	\$56,730,982	\$36,436,246	55.7%	\$160,213,937	\$116,280,657	37.8%
<b>List/Sell Ratio</b>	96.33%	93.98%	2.5%	96.21%	93.61%	2.8%
<b>Days to Sell</b>	119	159	-25.2%	116	158	-26.6%
<b>Active Listings</b>	1356	1758	-22.9%			

**ZONE SH  
TOTALS**

<b>Units Listed</b>	225	187	20.3%	719	665	8.1%
<b>Units Sold</b>	<b>130</b>	<b>94</b>	<b>38.3%</b>	<b>380</b>	<b>251</b>	<b>51.4%</b>
<b>Sales Dollars</b>	\$23,463,754	\$10,234,100	129.3%	\$60,763,657	\$33,495,697	81.4%
<b>List/Sell Ratio</b>	94.37%	89.63%	5.3%	92.34%	91.18%	1.3%
<b>Days to Sell</b>	184	298	-38.3%	196	244	-19.7%
<b>Active Listings</b>	1146	1474	-22.3%			

**ZONE OB  
TOTALS**

<b>Units Listed</b>	13	17	-23.5%	49	57	-14.0%
<b>Units Sold</b>	<b>7</b>	<b>0</b>	<b>100.0%</b>	<b>13</b>	<b>8</b>	<b>62.5%</b>
<b>Sales Dollars</b>	\$1,399,500	\$0	100.0%	\$2,500,500	\$7,901,300	-68.4%
<b>List/Sell Ratio</b>	84.32%	0.00%	100.0%	86.97%	82.71%	5.2%
<b>Days to Sell</b>	313	0	100.0%	286	243	17.7%
<b>Active Listings</b>	121	143	-15.4%			

**GRAND TOTALS**

<b>Units Listed</b>	1598	1231	29.8%	5074	4575	10.9%
<b>Units Sold</b>	<b>945</b>	<b>748</b>	<b>26.3%</b>	<b>3078</b>	<b>2506</b>	<b>22.8%</b>
<b>Sales Dollars</b>	\$209,866,082	\$141,926,005	47.9%	\$662,533,727	\$475,195,613	39.4%
<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>	4921	5910	-16.7%			

**LICENSEES**  
**April 30, 2004**

	TOTAL NUMBER OF LICENSEES April 30/04	TOTAL NUMBER OF LICENSEES April 30/03	CHANGE BY NUMBER	CHANGE BY %
ALL DIVISIONS	835	741	94	12.69%
CENTRAL OK DIV.	527	473	54	11.42%
NORTH OK DIV.	235	200	35	17.50%
SHUSWAP DIV.	73	67	6	8.96%

**CURRENT MEMBERSHIP**

AGENT LICENSEES	78
SALESPERSONS	682
PROPERTY MANAGEMENT	8
9:15 LICENCEE MEMBER	63
EXEMPTION MEMBER	4

**TOTALS** **835**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Acreage</b>						
Units Listed	15	12	25.0%	48	35	37.1%
Units Sold	<b>6</b>	<b>7</b>	<b>-14.3%</b>	<b>11</b>	<b>12</b>	<b>-8.3%</b>
Sales Dollars	\$751,500	\$531,500	41.4%	\$1,048,200	\$1,051,200	-0.3%
List/Sell Ratio	77.16%	78.74%		80.38%	82.55%	
Days to Sell	224	653	-65.7%	322	610	-47.2%
Active Inventory	117	111	5.4%			
Average Price	\$125,250	\$75,929	65.0%	\$95,291	\$87,600	8.8%
Median Price	\$88,750	\$65,000	36.5%	\$61,000	\$69,750	-12.5%
<b>Acreage with House</b>						
Units Listed	31	22	40.9%	71	70	1.4%
Units Sold	<b>9</b>	<b>10</b>	<b>-10.0%</b>	<b>28</b>	<b>39</b>	<b>-28.2%</b>
Sales Dollars	\$2,026,500	\$1,668,500	21.5%	\$7,242,700	\$7,815,800	-7.3%
List/Sell Ratio	96.26%	91.58%		93.71%	91.33%	
Days to Sell	127	273	-53.5%	231	229	0.9%
Active Inventory	129	137	-5.8%			
Average Price	\$225,167	\$166,850	35.0%	\$258,668	\$200,405	29.1%
Median Price	\$215,000	\$162,000	32.7%	\$236,500	\$187,500	26.1%
<b>Acreage (Waterfront)</b>						
Units Listed	3	0	100.0%	5	3	66.7%
Units Sold	<b>0</b>	<b>1</b>	<b>-100.0%</b>	<b>1</b>	<b>2</b>	<b>-50.0%</b>
Sales Dollars	\$0	\$140,250	-100.0%	\$365,000	\$260,250	40.2%
List/Sell Ratio	0.00%	0.00%		97.33%	89.42%	
Days to Sell	0	0	100.0%	42	563	-92.5%
Active Inventory	11	9	22.2%			
Average Price	\$0	\$140,250	-100.0%	\$365,000	\$130,125	180.5%
Median Price	\$0	\$140,250	-100.0%	\$365,000	\$130,125	180.5%
<b>Business</b>						
Units Listed	7	4	75.0%	26	15	73.3%
Units Sold	<b>2</b>	<b>0</b>	<b>100.0%</b>	<b>5</b>	<b>1</b>	<b>400.0%</b>
Sales Dollars	\$2,429,500	\$0	100.0%	\$3,121,000	\$79,500	3825.8%
List/Sell Ratio	78.84%	0.00%		85.37%	89.32%	
Days to Sell	97	0	100.0%	165	62	166.1%
Active Inventory	51	60	-15.0%			
Average Price	\$1,214,750	\$0	100.0%	\$624,200	\$79,500	685.2%
Median Price	\$1,214,750	\$0	100.0%	\$379,500	\$79,500	377.4%
<b>Condo (Townhouse)</b>						
Units Listed	5	8	-37.5%	19	28	-32.1%
Units Sold	<b>8</b>	<b>5</b>	<b>60.0%</b>	<b>19</b>	<b>19</b>	<b>0.0%</b>
Sales Dollars	\$1,197,900	\$572,250	109.3%	\$2,706,750	\$2,280,050	18.7%
List/Sell Ratio	95.97%	97.47%		96.25%	96.81%	
Days to Sell	126	36	250.0%	114	163	-30.1%
Active Inventory	11	30	-63.3%			
Average Price	\$149,738	\$114,450	30.8%	\$142,461	\$120,003	18.7%
Median Price	\$139,000	\$115,000	20.9%	\$134,000	\$119,000	12.6%
<b>Condo (Apt)</b>						
Units Listed	3	2	50.0%	14	13	7.7%
Units Sold	<b>7</b>	<b>7</b>	<b>0.0%</b>	<b>11</b>	<b>11</b>	<b>0.0%</b>
Sales Dollars	\$899,000	\$703,500	27.8%	\$1,435,500	\$1,273,400	12.7%
List/Sell Ratio	97.19%	89.03%		96.13%	91.30%	
Days to Sell	107	212	-49.5%	142	274	-48.2%
Active Inventory	46	30	53.3%			
Average Price	\$128,429	\$100,500	27.8%	\$130,500	\$115,764	12.7%
Median Price	\$140,000	\$100,000	40.0%	\$100,000	\$115,000	-13.0%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Duplex</b>						
Units Listed	3	0	100.0%	7	2	250.0%
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	100.0%	\$591,400	\$175,000	237.9%
List/Sell Ratio	0.00%	0.00%		92.15%	93.33%	
Days to Sell	0	0	100.0%	198	145	36.6%
Active Inventory	6	4	50.0%			
Average Price	\$0	\$0	100.0%	\$147,850	\$175,000	-15.5%
Median Price	\$0	\$0	100.0%	\$141,450	\$175,000	-19.2%
<b>Farms</b>						
Units Listed	4	2	100.0%	5	3	66.7%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>1</b>	<b>0</b>	<b>100.0%</b>
Sales Dollars	\$0	\$0	0.0%	\$310,000	\$0	100.0%
List/Sell Ratio	0.00%	0.00%		88.82%	0.00%	
Days to Sell	0	0	0.0%	97	0	100.0%
Active Inventory	12	13	-7.7%			
Average Price	\$0	\$0	0.0%	\$310,000	\$0	100.0%
Median Price	\$0	\$0	0.0%	\$310,000	\$0	100.0%
<b>IC&amp;I</b>						
Units Listed	6	1	500.0%	19	12	58.3%
Units Sold	<b>3</b>	<b>0</b>	<b>100.0%</b>	<b>7</b>	<b>1</b>	<b>600.0%</b>
Sales Dollars	\$790,692	\$0	100.0%	\$1,945,692	\$150,000	1197.1%
List/Sell Ratio	106.09%	0.00%		98.27%	77.31%	
Days to Sell	118	0	0.0%	174	536	-67.5%
Active Inventory	36	29	24.1%			
Average Price	\$263,564	\$0	100.0%	\$277,956	\$150,000	85.3%
Median Price	\$175,792	\$0	100.0%	\$200,000	\$150,000	33.3%
<b>IC&amp;I Land</b>						
Units Listed	0	3	-100.0%	14	16	-12.5%
Units Sold	<b>1</b>	<b>0</b>	<b>100.0%</b>	<b>6</b>	<b>1</b>	<b>500.0%</b>
Sales Dollars	\$250,000	\$0	100.0%	\$2,120,000	\$214,900	886.5%
List/Sell Ratio	75.75%	0.00%		86.87%	100.00%	
Days to Sell	1024	0	100.0%	501	26	1826.9%
Active Inventory	41	59	-30.5%			
Average Price	\$250,000	\$0	100.0%	\$353,333	\$214,900	64.4%
Median Price	\$250,000	\$0	100.0%	\$245,000	\$214,900	14.0%
<b>Lots</b>						
Units Listed	26	22	18.2%	133	119	11.8%
Units Sold	<b>14</b>	<b>14</b>	<b>0.0%</b>	<b>57</b>	<b>29</b>	<b>96.6%</b>
Sales Dollars	\$607,300	\$454,000	33.8%	\$2,722,150	\$1,071,006	154.2%
List/Sell Ratio	92.33%	87.50%		92.80%	87.68%	
Days to Sell	317	821	-61.4%	241	602	-60.0%
Active Inventory	288	402	-28.4%			
Average Price	\$43,379	\$32,429	33.8%	\$47,757	\$36,931	29.3%
Median Price	\$42,750	\$37,750	13.2%	\$45,700	\$38,000	20.3%
<b>Leases</b>						
Units Listed	1	3	-66.7%	7	12	-41.7%
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	19	23	-17.4%			
Average Price	\$0	\$0	-100.0%	\$0	\$6,291	-100.0%
Median Price	\$0	\$0	-100.0%	\$0	\$6,291	-100.0%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Lots (Waterfront)</b>						
Units Listed	1	1	0.0%	3	14	-78.6%
Units Sold	<b>2</b>	<b>2</b>	<b>0.0%</b>	<b>7</b>	<b>3</b>	<b>133.3%</b>
Sales Dollars	\$123,500	\$195,500	-36.8%	\$924,500	\$290,500	218.2%
List/Sell Ratio	77.03%	69.87%		78.53%	78.89%	
Days to Sell	2297	0	100.0%	1211	62	1853.2%
Active Inventory	15	42	-64.3%			
Average Price	\$61,750	\$97,750	-36.8%	\$132,071	\$96,833	36.4%
Median Price	\$61,750	\$97,750	-36.8%	\$125,000	\$95,000	31.6%
<b>Multi-Family</b>						
Units Listed	4	2	100.0%	7	3	133.3%
Units Sold	<b>1</b>	<b>1</b>	<b>0.0%</b>	<b>2</b>	<b>1</b>	<b>100.0%</b>
Sales Dollars	\$124,900	\$120,000	4.1%	\$484,900	\$120,000	304.1%
List/Sell Ratio	100.00%	93.82%		100.13%	93.82%	
Days to Sell	4	13	-69.2%	134	13	930.8%
Active Inventory	9	10	-10.0%			
Average Price	\$124,900	\$120,000	4.1%	\$242,450	\$120,000	102.0%
Median Price	\$124,900	\$120,000	4.1%	\$242,450	\$120,000	102.0%
<b>Mobile Homes</b>						
Units Listed	23	12	91.7%	60	54	11.1%
Units Sold	<b>8</b>	<b>9</b>	<b>-11.1%</b>	<b>30</b>	<b>20</b>	<b>50.0%</b>
Sales Dollars	\$329,750	\$289,500	13.9%	\$864,150	\$606,900	42.4%
List/Sell Ratio	91.75%	85.09%		84.88%	85.61%	
Days to Sell	127	170	-25.3%	157	116	35.3%
Active Inventory	70	84	-16.7%			
Average Price	\$41,219	\$32,167	28.1%	\$28,805	\$30,345	-5.1%
Median Price	\$41,250	\$26,000	58.7%	\$25,750	\$24,500	5.1%
<b>Recreational Property</b>						
Units Listed	2	4	-50.0%	6	5	20.0%
Units Sold	<b>1</b>	<b>0</b>	<b>100.0%</b>	<b>3</b>	<b>1</b>	<b>200.0%</b>
Sales Dollars	\$131,500	\$0	100.0%	\$226,103	\$219,900	2.8%
List/Sell Ratio	97.47%	0.00%		99.34%	97.77%	
Days to Sell	31	0	100.0%	292	314	-7.0%
Active Inventory	11	0	0.0%			
Average Price	\$131,500	\$0	100.0%	\$75,368	\$219,900	-65.7%
Median Price	\$131,500	\$0	100.0%	\$58,603	\$219,900	-73.4%
<b>Residential</b>						
Units Listed	83	81	2.5%	251	241	4.1%
Units Sold	<b>61</b>	<b>36</b>	<b>69.4%</b>	<b>171</b>	<b>102</b>	<b>67.6%</b>
Sales Dollars	\$10,157,212	\$4,925,100	106.2%	\$28,068,462	\$15,878,100	76.8%
List/Sell Ratio	96.72%	92.51%		95.41%	92.99%	
Days to Sell	104	154	-32.5%	131	152	-13.8%
Active Inventory	237	366	-35.2%			
Average Price	\$166,512	\$136,808	21.7%	\$164,143	\$155,668	5.4%
Median Price	\$159,900	\$141,500	13.0%	\$159,000	\$151,500	5.0%
<b>Residential (Waterfront)</b>						
Units Listed	8	8	0.0%	24	20	20.0%
Units Sold	<b>7</b>	<b>2</b>	<b>250.0%</b>	<b>17</b>	<b>7</b>	<b>142.9%</b>
Sales Dollars	\$3,644,500	\$634,000	474.8%	\$6,587,150	\$2,002,900	228.9%
List/Sell Ratio	96.77%	97.94%		93.20%	96.86%	
Days to Sell	199	233	-14.6%	194	143	35.7%
Active Inventory	37	65	-43.1%			
Average Price	\$520,643	\$317,000	64.2%	\$387,479	\$286,129	35.4%
Median Price	\$425,000	\$317,000	34.1%	\$358,000	\$314,000	14.0%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Timeshares</b>						
Units Listed	0	0	0.0%	0	0	0.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>
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%
<b>SHUSWAP DIVISION - TOTALS</b>						
Units Listed	225	187	20.3%	719	665	8.1%
Units Sold	<b>130</b>	<b>94</b>	<b>38.3%</b>	<b>380</b>	<b>251</b>	<b>51.4%</b>
Sales Dollars	\$23,463,754	\$10,234,100	129.3%	\$60,763,657	\$33,495,697	81.4%
List/Sell Ratio	94.37%	89.63%		92.34%	91.18%	
Days to Sell	184	298	-38.3%	196	244	-19.7%
Active Inventory	1146	1474	-22.3%			

**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 150000	29	91	24	73
150001 to 180000	19	61	15	45
180001 to 210000	13	33	7	19
210001 to 240000	7	30	8	19
240001 to 270000	5	19	4	7
270001 to 300000	0	1	1	5
300001 to 330000	2	4	1	2
330001 to 360000	3	3	0	1
360001 to 390000	1	3	0	0
390001 to 420000	1	2	0	0
420001 to 450000	1	1	0	0
450001 to 480000	1	1	0	0
480001 and over	1	1	0	0
<b>Totals</b>	<b>83</b>	<b>250</b>	<b>60</b>	<b>171</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 40000	12	40	5	23
40001 to 60000	12	82	9	23
60001 to 80000	2	19	5	20
80001 to 100000	2	10	1	2
100001 to 120000	1	4	0	0
120001 to 140000	4	7	0	3
140001 to 160000	8	11	0	0
160001 and over	4	16	2	5
<b>Totals</b>	<b>45</b>	<b>189</b>	<b>22</b>	<b>76</b>