

# SHUSWAP DIVISION MONTHLY STATISTICS

FOR

May 1 - 31, 2003

# SHUSWAP DIVISION

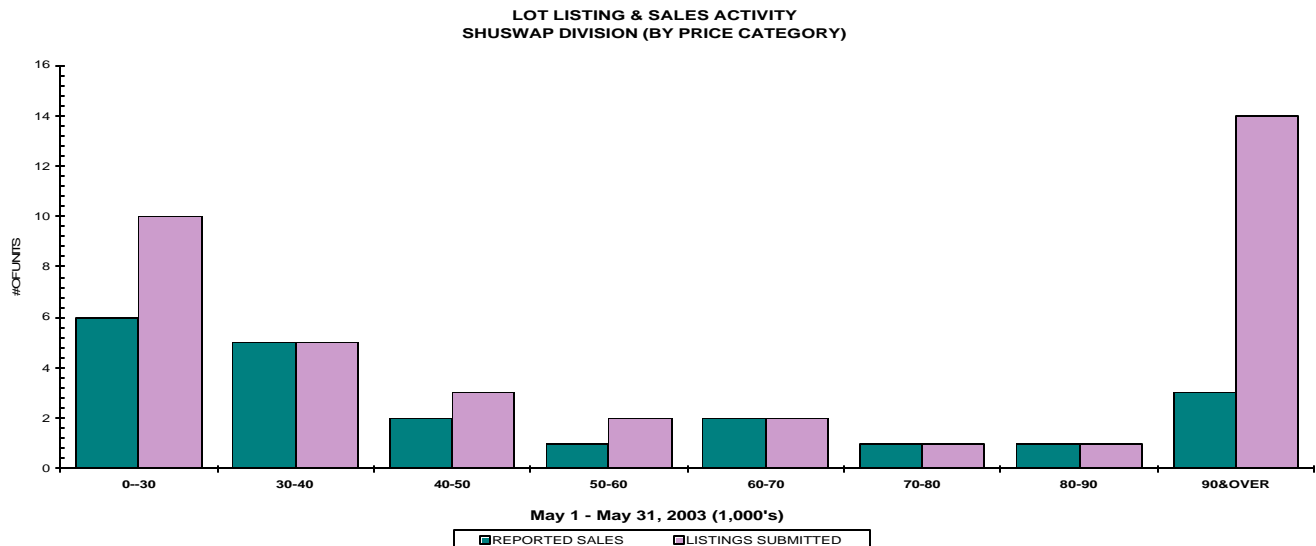
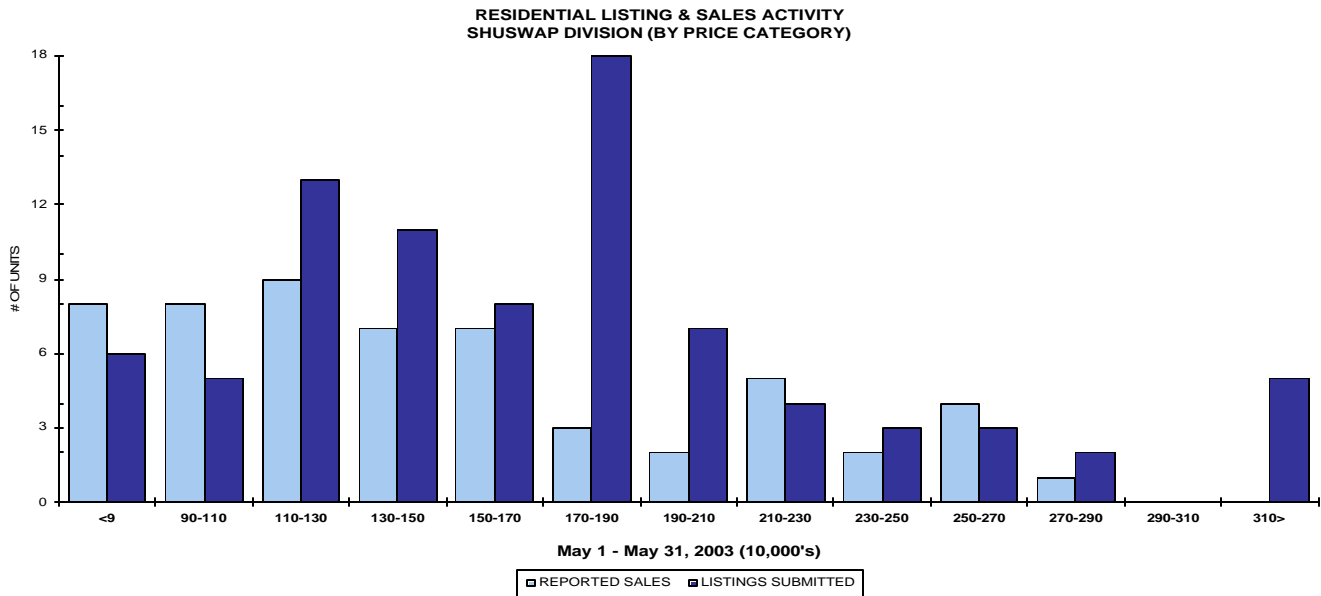
## STAT - O - GRAM

May 2003

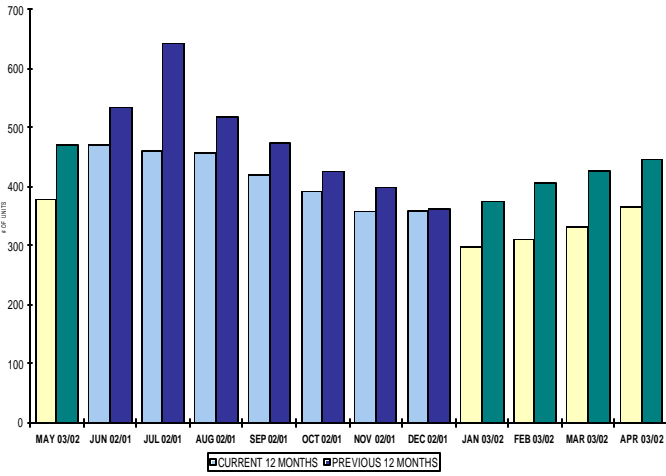
### QUICK SUMMARY

	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	# of Units	\$ Value	# of Units	\$ Value	Listings Taken	Inventory
May 2003	115	\$16,930,992	57	\$8,621,850	205	1,506
April 2003	87	\$9,844,950	34	\$4,599,700	190	1,474
May 2002	105	\$13,885,409	49	\$7,060,900	259	1,732

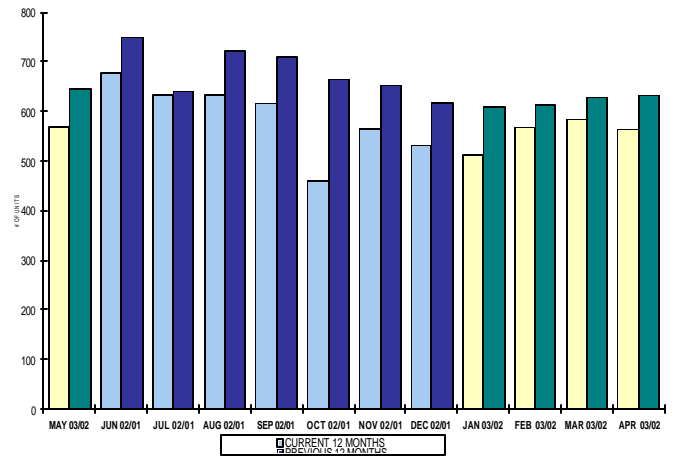
The average of listings-per-licensee is 22.0



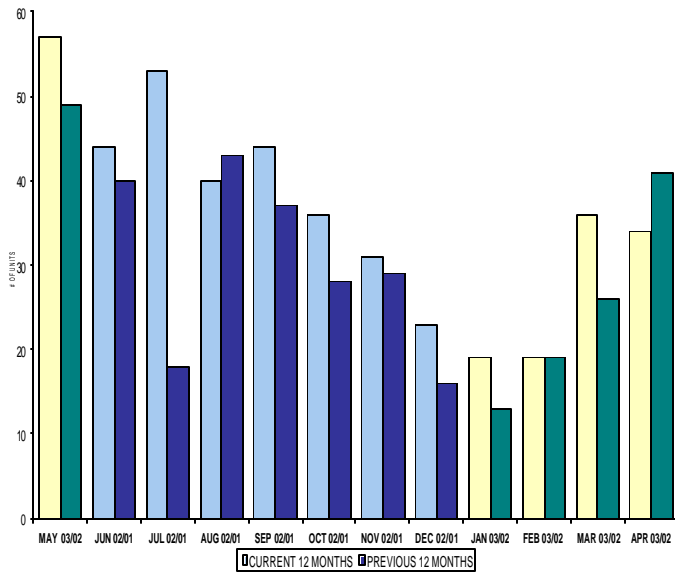
INVENTORY OF ACTIVE LISTINGS  
RESIDENTIAL - SHUSWAP DIVISION



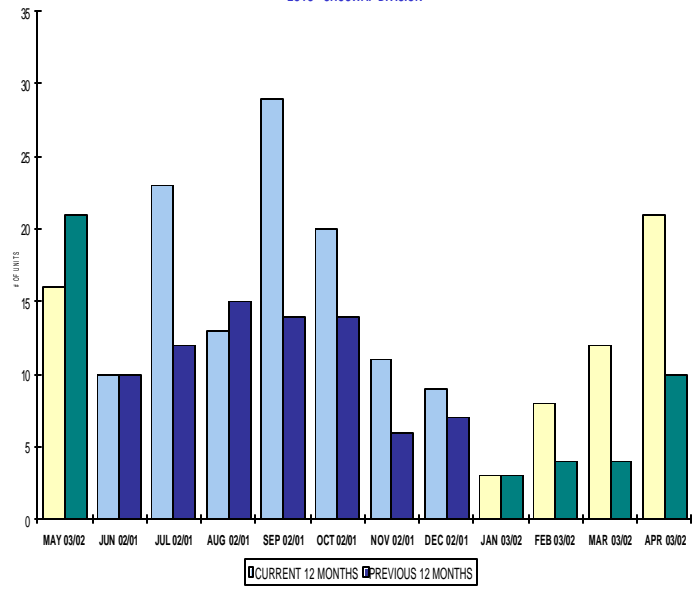
INVENTORY OF ACTIVE LISTINGS  
LOTS - SHUSWAP DIVISION



NUMBER OF UNITS SOLD  
RESIDENTIAL - SHUSWAP DIVISION



NUMBER OF UNITS SOLD  
LOTS - SHUSWAP DIVISION



**SHUSWAP DIVISION**

**May 2003**

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	4	12	117	3.42%	164
ACREAGE/HOUSE	14	21	139	10.07%	255
LOTS	12	26	452	2.65%	221
RESIDENTIAL	57	89	378	15.08%	133
<b>AVERAGE HOUSE PRICE \$151,261</b>			<b>MEDIAN HOUSE PRICE \$135,000</b>		

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

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

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>ZONE CO TOTALS</b>						
Units Listed	688	905	-23.98%	3482	3700	-5.89%
Units Sold	482	543	-11.23%	2092	2258	-7.35%
Sales Dollars	\$96,101,741	\$97,895,771	-1.83%	\$438,870,422	\$400,622,569	9.55%
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	2564	2871	-10.69%			
<b>ZONE NO TOTALS</b>						
Units Listed	332	377	-11.94%	1653	1648	0.30%
Units Sold	251	199	26.13%	909	790	15.06%
Sales Dollars	\$42,333,750	\$32,964,651	28.42%	\$148,673,006	\$119,696,171	24.21%
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	1761	2018	-12.74%			
<b>ZONE SH TOTALS</b>						
Units Listed	205	257	-20.23%	894	931	-3.97%
Units Sold	115	104	10.58%	367	301	21.93%
Sales Dollars	\$16,930,992	\$13,758,409	23.06%	\$50,782,139	\$42,409,767	19.74%
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	1506	1732	-13.05%			
<b>ZONE OB TOTALS</b>						
Units Listed	18	31	-41.94%	75	115	-34.78%
Units Sold	5	3	0.00%	16	6	166.67%
Sales Dollars	\$3,058,400	\$997,500	206.61%	\$12,948,600	\$2,233,500	479.74%
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	138	169	-18.34%			
<b>GRAND TOTALS</b>						
Units Listed	1243	1570	-20.83%	6104	6394	-4.54%
Units Sold	853	849	0.47%	3384	3355	0.86%
Sales Dollars	\$158,424,883	\$145,616,331	8.80%	\$651,274,167	\$564,962,007	15.28%
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	5969	6790	-12.09%			

**LICENSEES**  
**May 31, 2003**

	TOTAL NUMBER OF	TOTAL NUMBER OF	CHANGE BY	CHANGE BY
	LICENSEES	LICENSEES	NUMBER	%
	May 31/03	May 31/02		
ALL DIVISIONS	768	680	88	12.94%
CENTRAL OK DIV.	490	431	59	13.69%
NORTH OK DIV.	205	182	23	12.64%
SHUSWAP DIV.	68	67	1	1.49%
<b>CURRENT MEMBERSHIP</b>				
AGENT LICENSEES	72			
SALESPERSONS	625			
PROPERTY MANAGEMENT	8			
9:15 LICENCEE MEMBER	61			
EXEMPTION MEMBER	2			
<b>TOTALS</b>	<b>768</b>			

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

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Acreage</b>						
Units Listed	12	14	-14.3%	47	39	20.5%
Units Sold	<b>4</b>	<b>1</b>	<b>300.0%</b>	<b>15</b>	<b>7</b>	<b>114.3%</b>
Sales Dollars	\$341,500	\$65,000	425.4%	\$1,376,200	\$639,500	115.2%
List/Sell Ratio	84.06%	98.63%	-14.8%	82.35%	91.62%	-10.1%
Days to Sell	164	225	-27.1%	521	238	118.9%
Active Inventory	117	102	14.7%			
Average Price	\$85,375	\$65,000	31.3%	\$91,747	\$91,357	0.4%
Median Price	\$52,500	\$65,000	-19.2%	\$74,500	\$65,000	14.6%
<b>Acreage with House</b>						
Units Listed	21	31	-32.3%	91	113	-19.5%
Units Sold	<b>14</b>	<b>11</b>	<b>27.3%</b>	<b>53</b>	<b>36</b>	<b>47.2%</b>
Sales Dollars	\$3,024,092	\$2,364,300	27.9%	\$10,948,392	\$7,646,300	43.2%
List/Sell Ratio	91.53%	93.04%	-1.6%	91.52%	91.77%	-0.3%
Days to Sell	255	162	57.4%	231	184	25.5%
Active Inventory	139	178	-21.9%			
Average Price	\$216,007	\$214,936	0.5%	\$206,573	\$212,397	-2.7%
Median Price	\$202,000	\$180,000	12.2%	\$187,500	\$181,000	3.6%
<b>Acreage (Waterfront)</b>						
Units Listed	0	0	0.0%	3	6	-50.0%
Units Sold	<b>1</b>	<b>0</b>	<b>100.0%</b>	<b>2</b>	<b>2</b>	<b>0.0%</b>
Sales Dollars	\$140,250	\$0	100.0%	\$260,250	\$483,601	-46.2%
List/Sell Ratio	89.90%	0.00%	100.0%	89.42%	84.84%	5.4%
Days to Sell	71	0	100.0%	567	74	666.2%
Active Inventory	8	16	100.0%			
Average Price	\$140,250	\$0	100.0%	\$130,125	\$241,801	-46.2%
Median Price	\$140,250	\$0	100.0%	\$130,125	\$241,801	-46.2%
<b>Business</b>						
Units Listed	2	6	-66.7%	17	29	-41.4%
Units Sold	<b>0</b>	<b>1</b>	<b>-100.0%</b>	<b>2</b>	<b>4</b>	<b>-50.0%</b>
Sales Dollars	\$0	\$405,000	-100.0%	\$87,500	\$2,313,600	-96.2%
List/Sell Ratio	0.00%	94.20%	-100.0%	89.32%	84.94%	5.2%
Days to Sell	0	341	-100.0%	300	200	50.0%
Active Inventory	58	55	5.5%			
Average Price	\$0	\$405,000	-100.0%	\$43,750	\$578,400	-92.4%
Median Price	\$0	\$405,000	-100.0%	\$43,750	\$675,000	-93.5%
<b>Condo (Townhouse)</b>						
Units Listed	4	8	-50.0%	33	35	-5.7%
Units Sold	<b>6</b>	<b>4</b>	<b>50.0%</b>	<b>23</b>	<b>13</b>	<b>76.9%</b>
Sales Dollars	\$714,150	\$507,500	40.7%	\$2,816,200	\$1,612,500	74.6%
List/Sell Ratio	95.97%	90.20%	6.4%	96.64%	93.94%	2.9%
Days to Sell	152	492	-69.1%	177	342	-48.2%
Active Inventory	27	34	-20.6%			
Average Price	\$119,025	\$126,875	-6.2%	\$122,443	\$124,038	-1.3%
Median Price	\$105,000	\$116,250	-9.7%	\$121,500	\$123,000	-1.2%
<b>Condo (Apt)</b>						
Units Listed	6	5	20.0%	19	30	-36.7%
Units Sold	<b>3</b>	<b>9</b>	<b>-66.7%</b>	<b>15</b>	<b>19</b>	<b>-21.1%</b>
Sales Dollars	\$417,000	\$670,300	-37.8%	\$1,873,400	\$1,515,400	23.6%
List/Sell Ratio	96.65%	92.41%	4.6%	92.81%	94.99%	-2.3%
Days to Sell	255	323	-21.1%	285	237	20.3%
Active Inventory	33	51	-35.3%			
Average Price	\$139,000	\$74,478	86.6%	\$124,893	\$79,758	56.6%
Median Price	\$152,500	\$67,000	127.6%	\$139,900	\$70,000	99.9%

May 31, 2003

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Duplex</b>						
Units Listed	1	0	100.0%	3	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	5	4	25.0%			
Average Price	\$0	\$0	0.0%	\$175,000	\$0	100.0%
Median Price	\$0	\$0	0.0%	\$175,000	\$0	100.0%
<b>Farms</b>						
Units Listed	1	3	-66.7%	4	8	-50.0%
Units Sold	0	0	0.0%	0	1	-100.0%
Sales Dollars	\$0	\$0	0.0%	\$0	\$350,000	-100.0%
List/Sell Ratio	0.00%	0.00%	0.0%	0.00%	0.00%	0.0%
Days to Sell	0	0	0.0%	0	368	-100.0%
Active Inventory	13	24	-45.8%			
Average Price	\$0	\$0	0.0%	\$0	\$350,000	-100.0%
Median Price	\$0	\$0	0.0%	\$0	\$350,000	-100.0%
<b>IC&amp;I</b>						
Units Listed	4	6	-33.3%	15	15	0.0%
Units Sold	1	0	100.0%	2	1	100.0%
Sales Dollars	\$250,000	\$0	100.0%	\$400,000	\$103,050	288.2%
List/Sell Ratio	83.33%	0.00%	100.0%	80.32%	103.05%	-22.1%
Days to Sell	359	0	100.0%	449	10	4390.0%
Active Inventory	32	33	-3.0%			
Average Price	\$250,000	\$0	0.0%	\$200,000	\$103,050	94.1%
Median Price	\$250,000	\$0	0.0%	\$150,000	\$103,050	45.6%
<b>IC&amp;I Land</b>						
Units Listed	2	2	0.0%	19	13	46.2%
Units Sold	1	1	0.0%	3	3	0.0%
Sales Dollars	\$115,000	\$113,000	1.8%	\$380,500	\$441,500	-13.8%
List/Sell Ratio	79.31%	94.56%	-16.1%	78.53%	94.89%	-17.2%
Days to Sell	479	64	648.4%	348	373	-6.7%
Active Inventory	59	45	31.1%			
Average Price	\$115,000	\$113,000	0.0%	\$126,833	\$147,167	-13.8%
Median Price	\$115,000	\$113,000	0.0%	\$115,000	\$122,500	-6.1%
<b>Lots</b>						
Units Listed	26	39	-33.3%	145	122	18.9%
Units Sold	8	17	-52.9%	37	29	27.6%
Sales Dollars	\$291,500	\$699,500	-58.3%	\$1,359,506	\$1,360,900	-0.1%
List/Sell Ratio	88.24%	85.85%	2.8%	87.68%	83.71%	4.7%
Days to Sell	452	278	62.6%	572	417	37.2%
Active Inventory	407	483	-15.7%			
Average Price	\$36,438	\$41,147	-11.4%	\$36,743	\$46,928	-21.7%
Median Price	\$37,000	\$45,500	-18.7%	\$38,000	\$45,500	-16.5%
<b>Leases</b>						
Units Listed	6	0	100.0%	18	5	260.0%
Units Sold	0	1	-100.0%	1	5	-80.0%
Sales Dollars	\$0	\$9	-100.0%	\$6,291	\$13	48292.3%
List/Sell Ratio	0.00%	142.16%	-100.0%	0.00%	110.54%	-100.0%
Days to Sell	0	183	-100.0%	683	264	158.7%
Active Inventory	29	21	38.1%			
Average Price	\$0	\$9	-100.0%	\$6,291	\$1	629000.0%
Median Price	\$0	\$9	-100.0%	\$6,291	\$1	629000.0%

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

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Lots (Waterfront)</b>						
Units Listed	0	3	-100.0%	14	8	75.0%
Units Sold	<b>3</b>	<b>2</b>	<b>50.0%</b>	<b>6</b>	<b>2</b>	<b>100.0%</b>
Sales Dollars	\$424,850	\$255,000	66.6%	\$715,350	\$255,000	180.5%
List/Sell Ratio	86.56%	79.90%	8.3%	82.72%	79.90%	3.5%
Days to Sell	141	252	-44.0%	115	252	-54.4%
Active Inventory	37	46	-19.6%			
Average Price	\$141,617	\$127,500	11.1%	\$119,225	\$127,500	-6.5%
Median Price	\$155,850	\$127,500	22.2%	\$100,250	\$127,500	-21.4%
<b>Multi-Family</b>						
Units Listed	1	3	-66.7%	6	8	-25.0%
Units Sold	<b>1</b>	<b>0</b>	<b>100.0%</b>	<b>1</b>	<b>0</b>	<b>100.0%</b>
Sales Dollars	\$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	27	0	100.0%	27	0	100.0%
Active Inventory	10	11	-9.1%			
Average Price	\$120,000	\$0	100.0%	\$120,000	\$0	100.0%
Median Price	\$120,000	\$0	100.0%	\$120,000	\$0	100.0%
<b>Mobile Homes</b>						
Units Listed	14	15	-6.7%	68	59	15.3%
Units Sold	<b>10</b>	<b>4</b>	<b>150.0%</b>	<b>25</b>	<b>15</b>	<b>66.7%</b>
Sales Dollars	\$262,800	\$114,400	129.7%	\$726,700	\$494,900	46.8%
List/Sell Ratio	87.90%	85.96%	2.3%	87.14%	82.91%	5.1%
Days to Sell	193	323	-40.2%	138	322	-57.1%
Active Inventory	84	84	0.0%			
Average Price	\$26,280	\$28,600	-8.1%	\$29,068	\$32,993	-11.9%
Median Price	\$18,000	\$25,750	-30.1%	\$23,000	\$39,500	-41.8%
<b>Residential</b>						
Units Listed	89	106	-16.0%	350	391	-10.5%
Units Sold	<b>57</b>	<b>48</b>	<b>18.8%</b>	<b>165</b>	<b>144</b>	<b>14.6%</b>
Sales Dollars	\$8,621,850	\$6,894,400	25.1%	\$24,909,050	\$19,843,429	25.5%
List/Sell Ratio	93.93%	92.71%	1.3%	93.29%	93.21%	0.1%
Days to Sell	133	252	-47.2%	154	170	-9.4%
Active Inventory	378	472	-19.9%			
Average Price	\$151,261	\$143,633	5.3%	\$150,964	\$137,802	9.6%
Median Price	\$135,000	\$140,250	-3.7%	\$146,000	\$138,950	5.1%
<b>Residential (Waterfront)</b>						
Units Listed	16	16	0.0%	42	49	-14.3%
Units Sold	<b>6</b>	<b>5</b>	<b>20.0%</b>	<b>16</b>	<b>20</b>	<b>-20.0%</b>
Sales Dollars	\$2,208,000	\$1,670,000	32.2%	\$4,627,800	\$5,350,074	-13.5%
List/Sell Ratio	87.44%	94.34%	-7.3%	92.93%	89.27%	4.1%
Days to Sell	324	71	356.3%	212	211	0.5%
Active Inventory	70	73	-4.1%			
Average Price	\$368,000	\$334,000	10.2%	\$289,238	\$267,504	8.1%
Median Price	\$360,750	\$340,000	6.1%	\$298,750	\$246,500	21.2%
<b>SHUSWAP DIVISION - TOTALS</b>						
Units Listed	205	257	-20.2%	894	931	-4.0%
Units Sold	<b>115</b>	<b>104</b>	<b>10.6%</b>	<b>367</b>	<b>301</b>	<b>21.9%</b>
Sales Dollars	\$16,930,992	\$13,758,409	23.1%	\$50,782,139	\$42,409,767	19.7%
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	1506	1732	-13.0%			

**Shuswap Division Residential Listing/Sales Analysis**  
**May 31, 2003**

<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	6	35	8	27
90001 to 110000	5	25	8	14
110001 to 130000	13	43	9	27
130001 to 150000	11	46	7	22
150001 to 170000	8	53	7	21
170001 to 190000	18	49	3	17
190001 to 210000	7	18	2	10
210001 to 230000	4	18	5	8
230001 to 250000	3	21	2	5
250001 to 270000	3	11	4	6
270001 to 290000	2	9	1	2
290001 to 310000	0	5	0	1
310001 and over	5	10	0	3
<b>Totals</b>	<b>85</b>	<b>343</b>	<b>56</b>	<b>163</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	10	38	4	15
30001 to 40000	5	44	4	12
40001 to 50000	3	30	2	10
50001 to 60000	2	20	0	1
60001 to 70000	2	9	1	5
70001 to 80000	1	11	1	5
80001 to 90000	1	10	0	1
90001 and over	14	47	4	11
<b>Totals</b>	<b>38</b>	<b>209</b>	<b>16</b>	<b>60</b>