

SHUSWAP DIVISION MONTHLY STATISTICS

FOR

May 1st - 31st, 2004

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

SHUSWAP DIVISION

STAT - O - GRAM

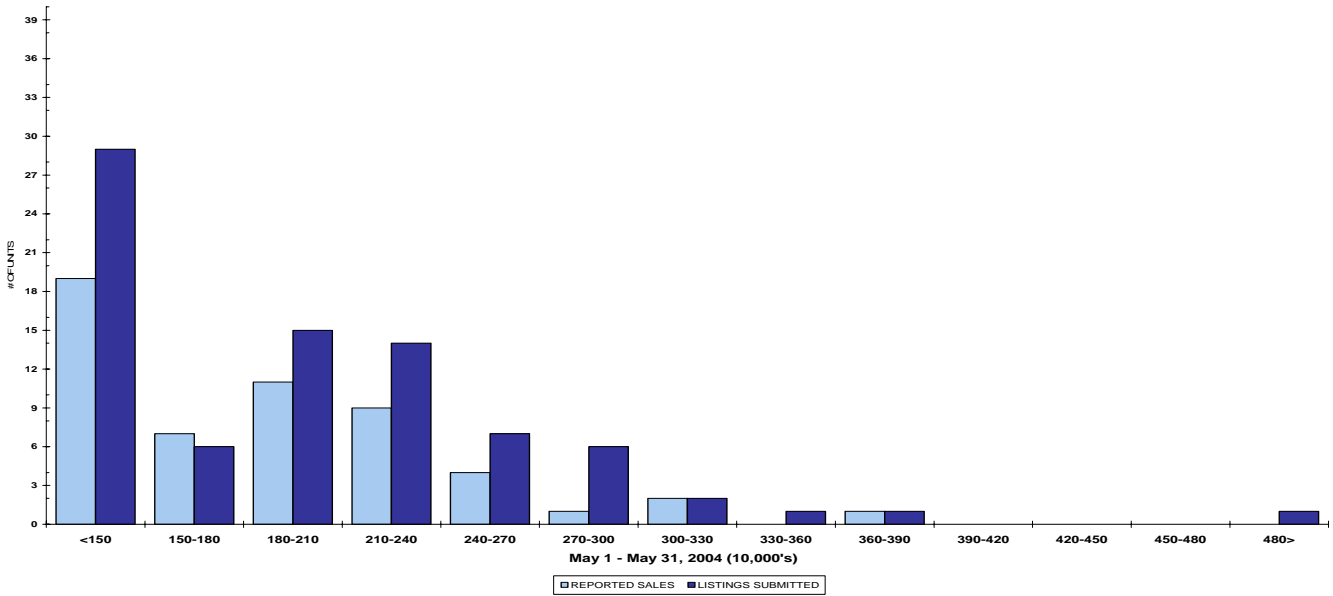
May 2004

QUICK SUMMARY

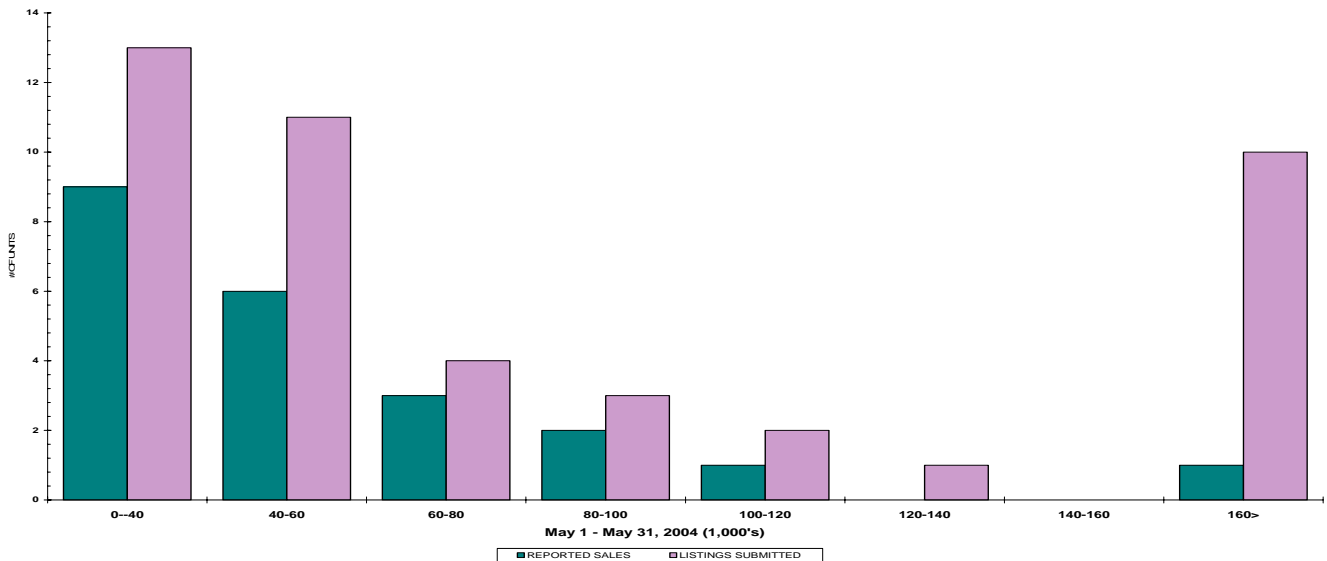
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	# of Units	\$ Value	# of Units	\$ Value	Listings Taken	Inventory
May 2004	117	\$18,777,712	54	\$9,929,001	222	1,174
April 2004	130	\$23,463,754	61	\$10,157,212	225	1,146
May 2003	115	\$16,930,992	57	\$8,621,850	205	1,506

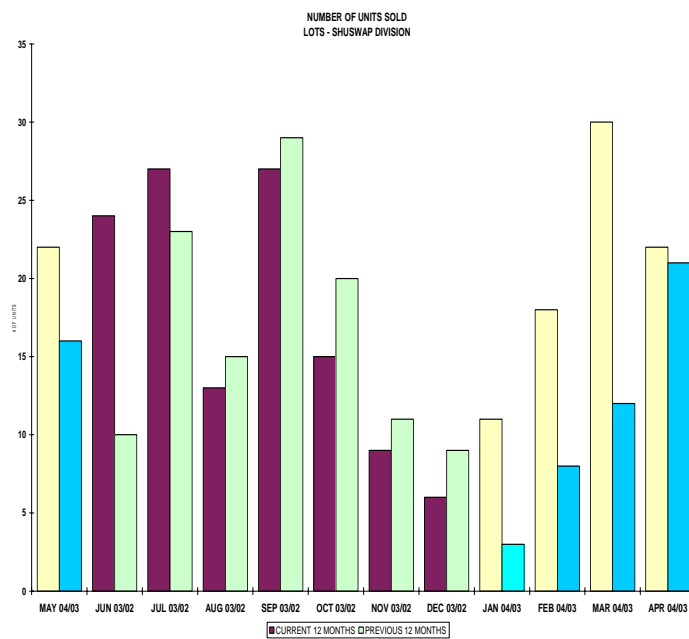
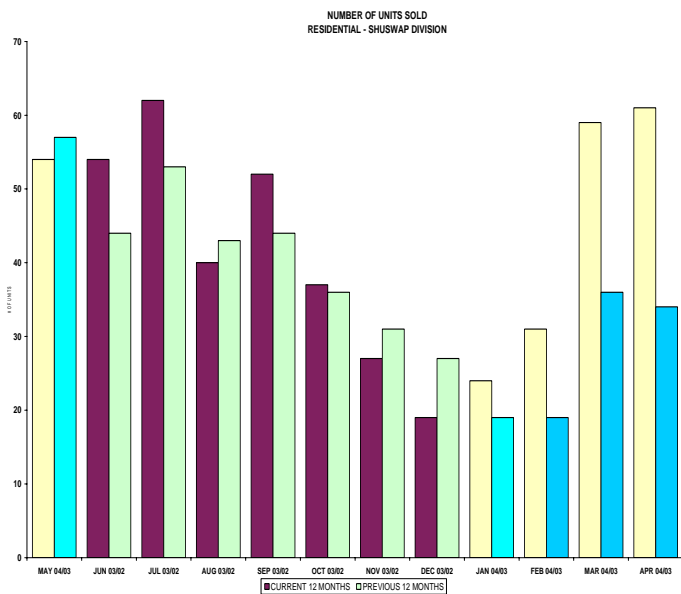
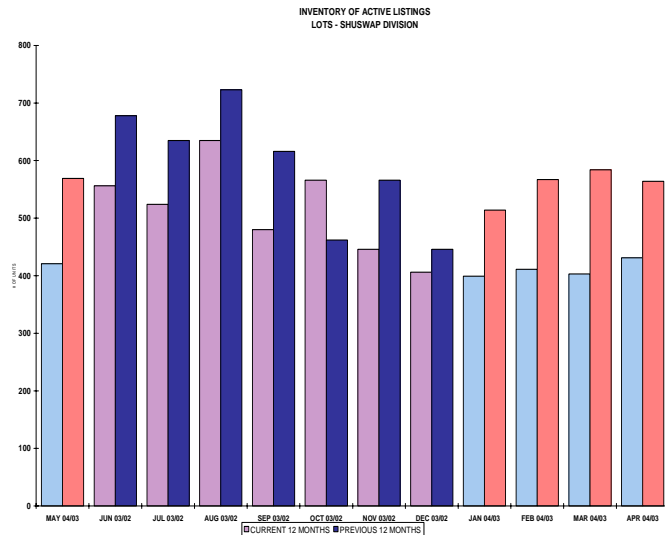
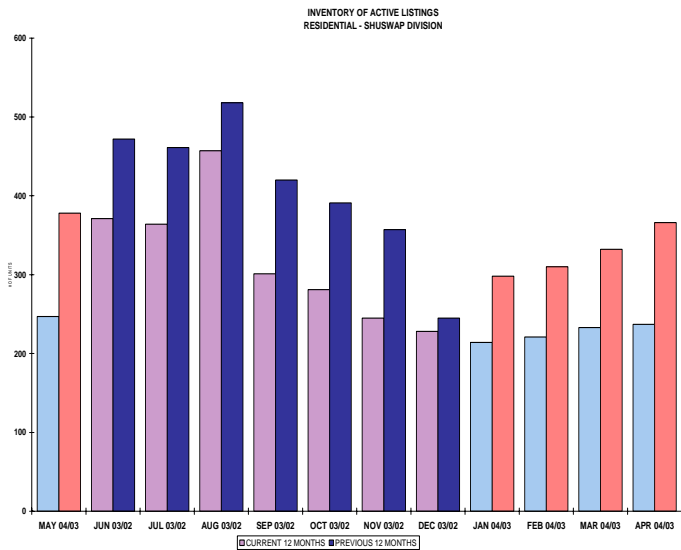
The average of listings-per-licensee is 15.6

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



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





SHUSWAP DIVISION

May 2004

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	4	13	112	3.57%	223
ACREAGE/HOUSE	11	33	139	7.91%	156
LOTS	18	31	309	5.83%	1110
RESIDENTIAL	54	80	247	21.86%	160
AVERAGE HOUSE PRICE \$183,870			MEDIAN HOUSE PRICE \$183,001		

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

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

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

**ZONE CO
TOTALS**

Units Listed	866	674	28.5%	3802	3304	15.1%
Units Sold	500	455	9.9%	2307	2044	12.9%
Sales Dollars	\$129,278,677	\$92,811,761	39.3%	\$590,609,310	\$410,329,719	43.9%
List/Sell Ratio	96.49%	96.14%		96.32%	96.62%	-0.3%
Days to Sell	65	85	-23.5%	77	82	-6.1%
Active Listings	2477	2564	-3.4%			

**ZONE NO
TOTALS**

Units Listed	435	325	33.8%	1830	1547	18.3%
Units Sold	289	239	20.9%	1202	897	34.0%
Sales Dollars	\$53,072,911	\$38,297,400	38.6%	\$215,856,548	\$154,578,057	39.6%
List/Sell Ratio	97.41%	94.40%		96.51%	93.82%	2.9%
Days to Sell	119	159	-25.2%	116	158	-26.6%
Active Listings	1419	1761	-19.4%			

**ZONE SH
TOTALS**

Units Listed	222	201	10.4%	944	866	9.0%
Units Sold	117	108	8.3%	499	359	39.0%
Sales Dollars	\$18,777,712	\$16,246,092	15.6%	\$79,891,869	\$49,741,789	60.6%
List/Sell Ratio	93.85%	92.08%		92.72%	91.45%	1.4%
Days to Sell	184	298	-38.3%	196	244	-19.7%
Active Listings	1174	1506	-22.0%			

**ZONE OB
TOTALS**

Units Listed	15	19	-21.1%	64	75	-14.7%
Units Sold	5	4	100.0%	18	12	50.0%
Sales Dollars	\$3,542,000	\$2,922,500	100.0%	\$6,042,500	\$10,823,800	-44.2%
List/Sell Ratio	97.02%	90.91%		89.76%	85.99%	4.4%
Days to Sell	313	0	100.0%	286	243	17.7%
Active Listings	126	139	-9.4%			

GRAND TOTALS

Units Listed	1538	1219	26.2%	6640	5792	14.6%
Units Sold	911	806	13.0%	4026	3312	21.6%
Sales Dollars	\$204,671,300	\$150,277,753	36.2%	\$892,400,227	\$625,473,365	42.7%
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	5196	5970	-13.0%			

**LICENSEES
May 31, 2004**

	TOTAL NUMBER OF LICENSEES May 31/04	TOTAL NUMBER OF LICENSEES May 31/03	CHANGE BY NUMBER	CHANGE BY %
ALL DIVISIONS	858	768	90	11.72%
CENTRAL OK DIV.	536	490	46	9.39%
NORTH OK DIV.	243	205	38	18.54%
SHUSWAP DIV.	79	68	11	16.18%

CURRENT MEMBERSHIP

AGENT LICENSEES	77
SALESPERSONS	707
PROPERTY MANAGEMENT	8
9:15 LICENCEE MEMBER	61
EXEMPTION MEMBER	5
TOTALS	858

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	13	12	8.3%	61	47	29.8%
Units Sold	4	3	33.3%	15	15	0.0%
Sales Dollars	\$316,500	\$325,000	-2.6%	\$1,364,700	\$1,376,200	-0.8%
List/Sell Ratio	86.08%	81.53%		82.13%	82.35%	
Days to Sell	223	152	46.7%	296	518	-42.9%
Active Inventory	112	117	-4.3%			
Average Price	\$79,125	\$108,333	-27.0%	\$90,980	\$91,747	-0.8%
Median Price	\$82,500	\$77,000	7.1%	\$80,000	\$74,500	7.4%
Acreage with House						
Units Listed	33	21	57.1%	104	91	14.3%
Units Sold	11	15	-26.7%	39	54	-27.8%
Sales Dollars	\$2,677,800	\$3,261,092	-17.9%	\$9,920,500	\$11,076,892	-10.4%
List/Sell Ratio	95.82%	91.78%		94.32%	91.46%	
Days to Sell	156	241	-35.3%	210	232	-9.5%
Active Inventory	139	139	0.0%			
Average Price	\$243,436	\$217,406	12.0%	\$254,372	\$205,128	24.0%
Median Price	\$189,900	\$219,000	-13.3%	\$207,000	\$188,250	10.0%
Acreage (Waterfront)						
Units Listed	3	0	100.0%	8	3	166.7%
Units Sold	1	0	100.0%	2	2	0.0%
Sales Dollars	\$50,000	\$0	100.0%	\$415,000	\$260,250	59.5%
List/Sell Ratio	66.66%	0.00%		81.99%	89.42%	
Days to Sell	265	0	100.0%	153	563	-72.8%
Active Inventory	11	8	37.5%			
Average Price	\$50,000	\$0	100.0%	\$207,500	\$130,125	59.5%
Median Price	\$50,000	\$0	100.0%	\$207,500	\$130,125	59.5%
Business						
Units Listed	6	2	200.0%	32	17	88.2%
Units Sold	1	0	100.0%	7	1	600.0%
Sales Dollars	\$640,000	\$0	100.0%	\$3,943,000	\$79,500	4859.7%
List/Sell Ratio	91.55%	0.00%		88.03%	89.32%	
Days to Sell	788	0	100.0%	326	62	425.8%
Active Inventory	53	58	-8.6%			
Average Price	\$640,000	\$0	100.0%	\$563,286	\$79,500	608.5%
Median Price	\$640,000	\$0	100.0%	\$379,500	\$79,500	377.4%
Condo (Townhouse)						
Units Listed	10	4	150.0%	29	32	-9.4%
Units Sold	6	5	20.0%	25	24	4.2%
Sales Dollars	\$848,500	\$677,150	25.3%	\$3,555,250	\$2,957,200	20.2%
List/Sell Ratio	99.46%	95.58%		97.02%	96.56%	
Days to Sell	65	154	-57.8%	102	161	-36.6%
Active Inventory	15	27	-44.4%			
Average Price	\$141,417	\$135,430	4.4%	\$142,210	\$123,217	15.4%
Median Price	\$125,500	\$134,000	-6.3%	\$131,900	\$124,000	6.4%
Condo (Apt)						
Units Listed	7	6	16.7%	21	19	10.5%
Units Sold	4	3	33.3%	15	14	7.1%
Sales Dollars	\$534,000	\$417,000	28.1%	\$1,969,500	\$1,690,400	16.5%
List/Sell Ratio	96.37%	96.65%		96.19%	92.44%	
Days to Sell	191	255	-25.1%	155	270	-42.6%
Active Inventory	44	33	33.3%			
Average Price	\$133,500	\$139,000	-4.0%	\$131,300	\$120,743	8.7%
Median Price	\$90,500	\$152,500	-40.7%	\$96,500	\$127,450	-24.3%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	0	1	-100.0%	7	3	133.3%
Units Sold	0	0	0.0%	4	1	300.0%
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	5	20.0%			
Average Price	\$0	\$0	100.0%	\$147,850	\$175,000	-15.5%
Median Price	\$0	\$0	100.0%	\$141,450	\$175,000	-19.2%
Farms						
Units Listed	2	1	100.0%	7	4	75.0%
Units Sold	0	0	0.0%	1	0	100.0%
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	13	13	0.0%			
Average Price	\$0	\$0	0.0%	\$310,000	\$0	100.0%
Median Price	\$0	\$0	0.0%	\$310,000	\$0	100.0%
IC&I						
Units Listed	6	4	50.0%	25	16	56.3%
Units Sold	0	1	-100.0%	7	2	250.0%
Sales Dollars	\$0	\$250,000	-100.0%	\$1,945,692	\$400,000	386.4%
List/Sell Ratio	0.00%	83.33%		98.27%	80.32%	
Days to Sell	0	344	0.0%	174	440	-60.5%
Active Inventory	39	32	21.9%			
Average Price	\$0	\$250,000	-100.0%	\$277,956	\$200,000	39.0%
Median Price	\$0	\$250,000	-100.0%	\$200,000	\$200,000	0.0%
IC&I Land						
Units Listed	2	2	0.0%	16	18	-11.1%
Units Sold	0	1	-100.0%	6	2	200.0%
Sales Dollars	\$0	\$115,000	-100.0%	\$2,120,000	\$329,900	542.6%
List/Sell Ratio	0.00%	79.31%		86.87%	89.65%	
Days to Sell	0	479	100.0%	501	252	98.8%
Active Inventory	42	59	-28.8%			
Average Price	\$0	\$115,000	-100.0%	\$353,333	\$164,950	114.2%
Median Price	\$0	\$115,000	-100.0%	\$245,000	\$164,950	48.5%
Lots						
Units Listed	24	26	-7.7%	157	145	8.3%
Units Sold	14	12	16.7%	71	41	73.2%
Sales Dollars	\$636,000	\$422,200	50.6%	\$3,358,150	\$1,493,206	124.9%
List/Sell Ratio	89.15%	90.16%		92.08%	88.43%	
Days to Sell	307	330	-7.0%	254	520	-51.2%
Active Inventory	286	407	-29.7%			
Average Price	\$45,429	\$35,183	29.1%	\$47,298	\$36,420	29.9%
Median Price	\$38,000	\$34,000	11.8%	\$44,000	\$38,000	15.8%
Leases						
Units Listed	2	6	-66.7%	9	18	-50.0%
Units Sold	2	1	100.0%	2	2	0.0%
Sales Dollars	\$207,011	\$171,800	20.5%	\$207,011	\$178,091	16.2%
List/Sell Ratio	95.45%	0.00%		95.45%	0.00%	
Days to Sell	407	469	-13.2%	407	572	-100.0%
Active Inventory	18	29	-37.9%			
Average Price	\$103,506	\$171,800	-39.8%	\$103,506	\$89,046	16.2%
Median Price	\$103,505	\$171,800	-39.8%	\$103,505	\$89,046	16.2%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots (Waterfront)						
Units Listed	4	0	100.0%	7	14	-50.0%
Units Sold	3	3	0.0%	10	6	66.7%
Sales Dollars	\$325,000	\$424,850	-23.5%	\$1,249,500	\$715,350	74.7%
List/Sell Ratio	82.69%	86.56%		79.78%	82.72%	
Days to Sell	1648	140	100.0%	1342	114	1077.2%
Active Inventory	12	37	-67.6%			
Average Price	\$108,333	\$141,617	-23.5%	\$124,950	\$119,225	4.8%
Median Price	\$43,000	\$155,850	-72.4%	\$102,500	\$100,250	2.2%
Multi-Family						
Units Listed	1	2	-50.0%	8	5	60.0%
Units Sold	0	0	0.0%	2	1	100.0%
Sales Dollars	\$0	\$0	0.0%	\$484,900	\$120,000	304.1%
List/Sell Ratio	0.00%	0.00%		100.13%	93.82%	
Days to Sell	0	0	0.0%	134	13	930.8%
Active Inventory	10	10	0.0%			
Average Price	\$0	\$0	0.0%	\$242,450	\$120,000	102.0%
Median Price	\$0	\$0	0.0%	\$242,450	\$120,000	102.0%
Mobile Homes						
Units Listed	16	14	14.3%	79	68	16.2%
Units Sold	11	6	83.3%	41	26	57.7%
Sales Dollars	\$549,900	\$146,300	275.9%	\$1,414,050	\$753,200	87.7%
List/Sell Ratio	89.97%	92.49%		86.31%	87.19%	
Days to Sell	122	168	-27.4%	147	128	14.8%
Active Inventory	76	84	-9.5%			
Average Price	\$49,991	\$24,383	105.0%	\$34,489	\$28,969	19.1%
Median Price	\$46,500	\$20,750	124.1%	\$29,000	\$24,500	18.4%
Recreational Property						
Units Listed	3	5	-40.0%	9	10	-10.0%
Units Sold	1	2	100.0%	4	3	33.3%
Sales Dollars	\$500,000	\$155,000	222.6%	\$726,103	\$374,900	93.7%
List/Sell Ratio	95.23%	94.41%		97.97%	95.53%	
Days to Sell	25	318	100.0%	225	317	-29.0%
Active Inventory	13	0	0.0%			
Average Price	\$500,000	\$77,500	545.2%	\$181,526	\$124,967	45.3%
Median Price	\$500,000	\$77,500	545.2%	\$95,052	\$82,500	15.2%
Residential						
Units Listed	80	86	-7.0%	331	327	1.2%
Units Sold	54	51	5.9%	226	153	47.7%
Sales Dollars	\$9,929,001	\$7,870,700	26.2%	\$38,165,963	\$23,748,800	60.7%
List/Sell Ratio	96.32%	93.88%		95.63%	93.28%	
Days to Sell	160	127	26.0%	138	143	-3.5%
Active Inventory	247	378	-34.7%			
Average Price	\$183,870	\$154,327	19.1%	\$168,876	\$155,221	8.8%
Median Price	\$183,001	\$135,000	35.6%	\$160,000	\$149,000	7.4%
Residential (Waterfront)						
Units Listed	10	9	11.1%	34	29	17.2%
Units Sold	5	5	0.0%	22	12	83.3%
Sales Dollars	\$1,564,000	\$2,010,000	-22.2%	\$8,151,150	\$4,012,900	103.1%
List/Sell Ratio	94.01%	85.28%		93.40%	92.03%	
Days to Sell	98	197	-50.3%	172	165	4.2%
Active Inventory	37	70	-47.1%			
Average Price	\$312,800	\$402,000	-22.2%	\$370,507	\$334,408	10.8%
Median Price	\$313,000	\$425,000	-26.4%	\$334,000	\$357,500	-6.6%

	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	1	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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**Shuswap Residential Listing/Sales Analysis
May 31, 2004**

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 150000	29	120	19	92
150001 to 180000	6	68	7	53
180001 to 210000	15	47	11	30
210001 to 240000	14	47	9	28
240001 to 270000	7	23	4	11
270001 to 300000	6	7	1	6
300001 to 330000	2	7	2	4
330001 to 360000	1	3	0	1
360001 to 390000	1	4	1	1
390001 to 420000	0	2	0	0
420001 to 450000	0	1	0	0
450001 to 480000	0	1	0	0
480001 and over	1	2	0	0
Totals	82	332	54	226

Shuswap Division Lot Listing/Sales Analysis

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 40000	13	53	9	32
40001 to 60000	11	93	6	29
60001 to 80000	4	23	3	23
80001 to 100000	3	13	2	4
100001 to 120000	2	6	1	1
120001 to 140000	1	8	0	3
140001 to 160000	0	11	0	0
160001 and over	10	26	1	6
Totals	44	233	22	98