

SHUSWAP ZONE MONTHLY STATISTICS

FOR

May 1st - 31st, 2005

May Statistics Run June 6, 2005 10:00 a.m.

SHUSWAP ZONE

STAT - O - GRAM

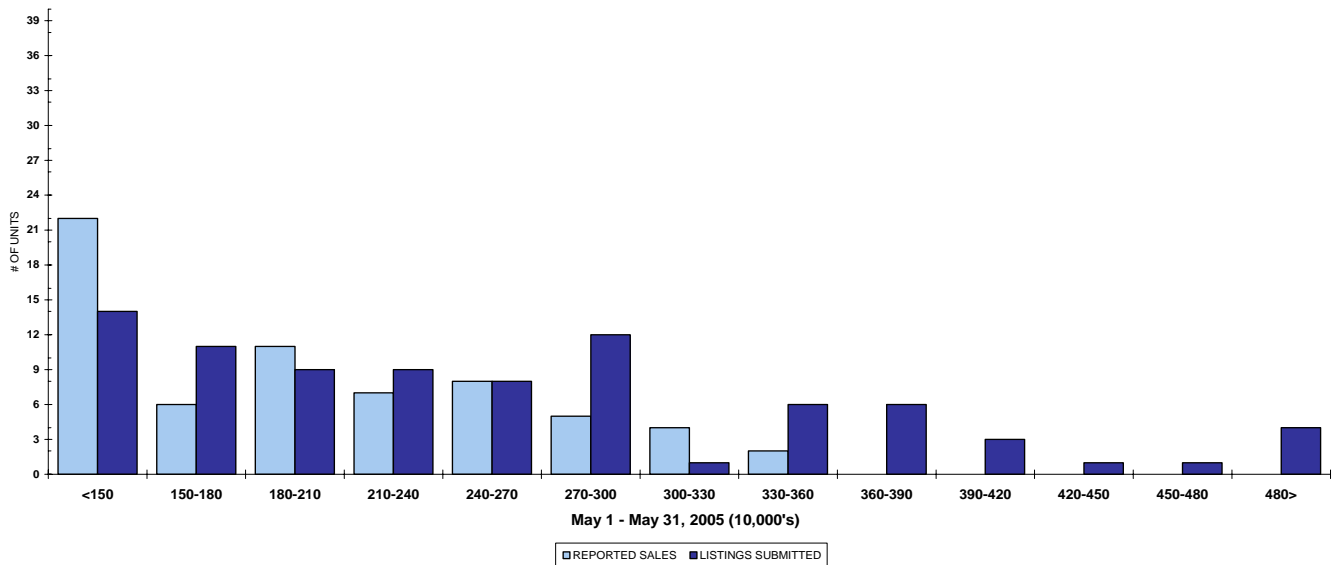
May 2005

QUICK SUMMARY

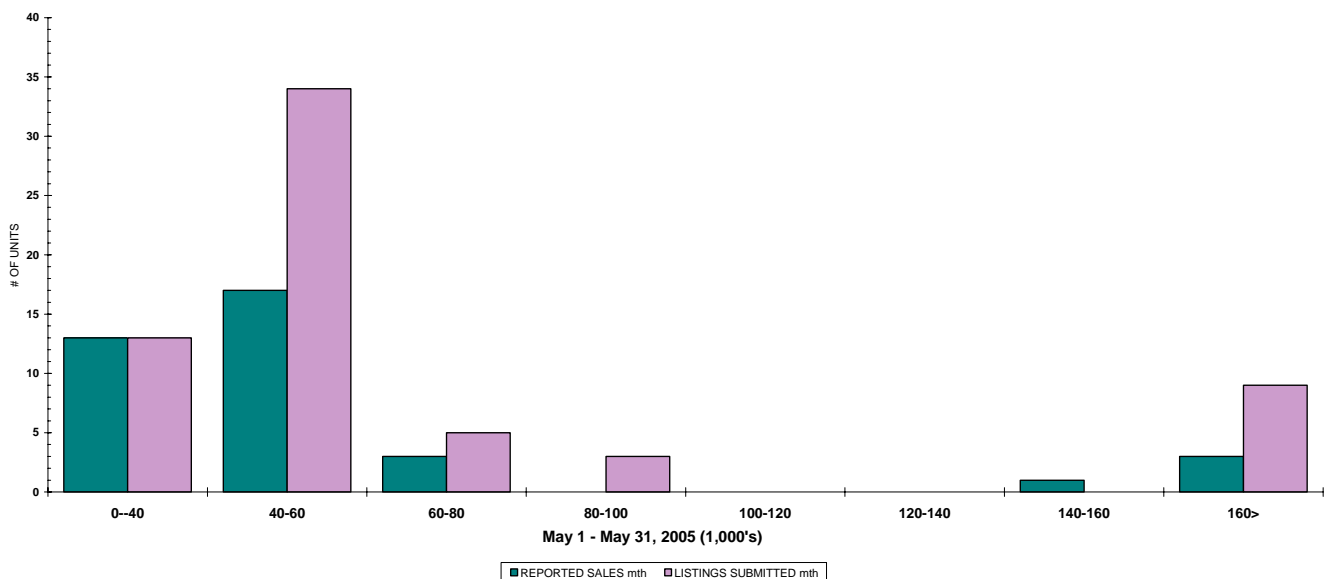
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	# of Units	\$ Value	# of Units	\$ Value	Listings Taken	Inventory
May 2005	165	\$31,372,628	65	\$12,733,527	263	899
April 2005	128	\$22,774,425	61	\$12,659,000	251	831
May 2004	134	\$23,924,254	62	\$10,325,712	223	1,146

The Shuswap Zone has **93** Members. The average of listings-per-licensee is 9.6

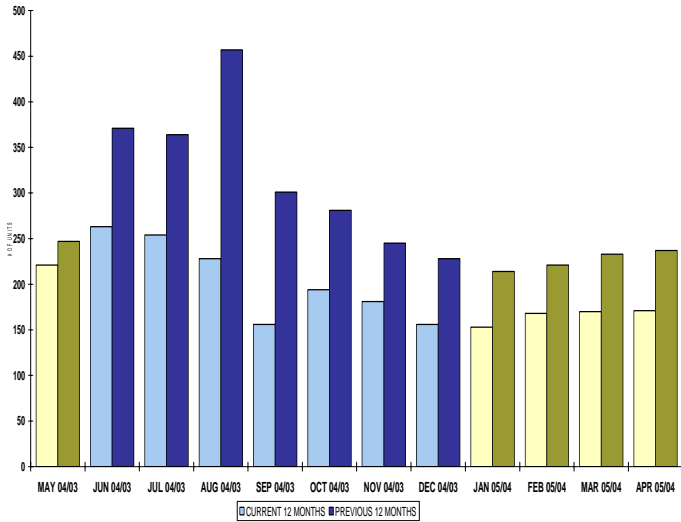
RESIDENTIAL LISTING & SALES ACTIVITY
SHUSWAP DIVISION (BY PRICE CATEGORY)



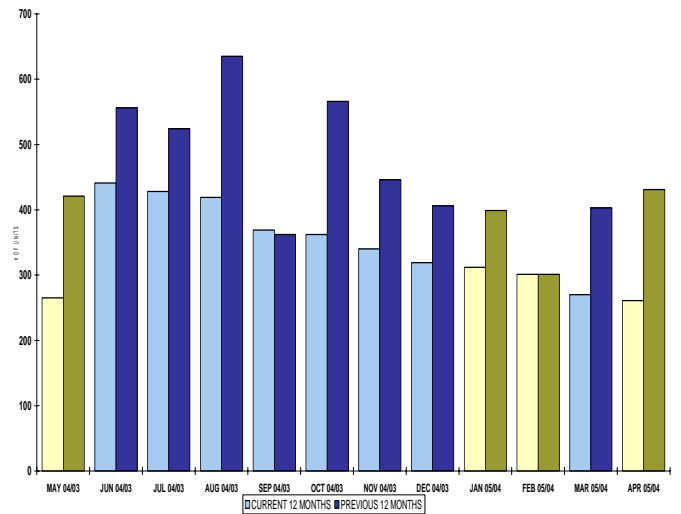
LOT LISTING & SALES ACTIVITY
SHUSWAP DIVISION (BY PRICE CATEGORY)



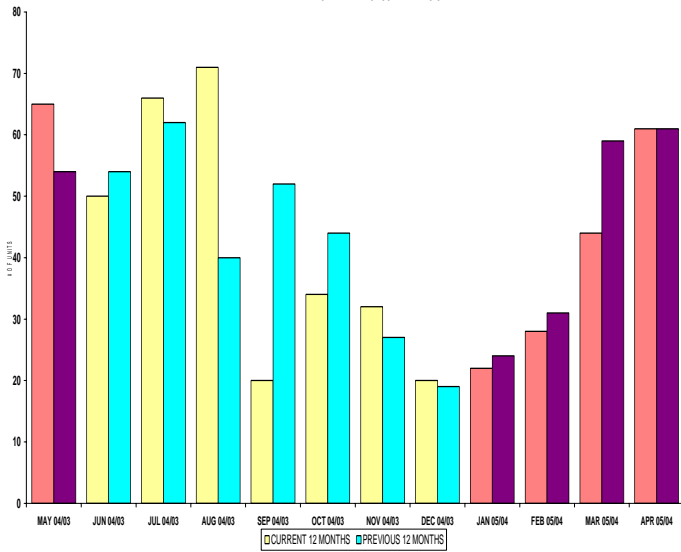
INVENTORY OF ACTIVE LISTINGS
RESIDENTIAL - SHUSWAP DIVISION



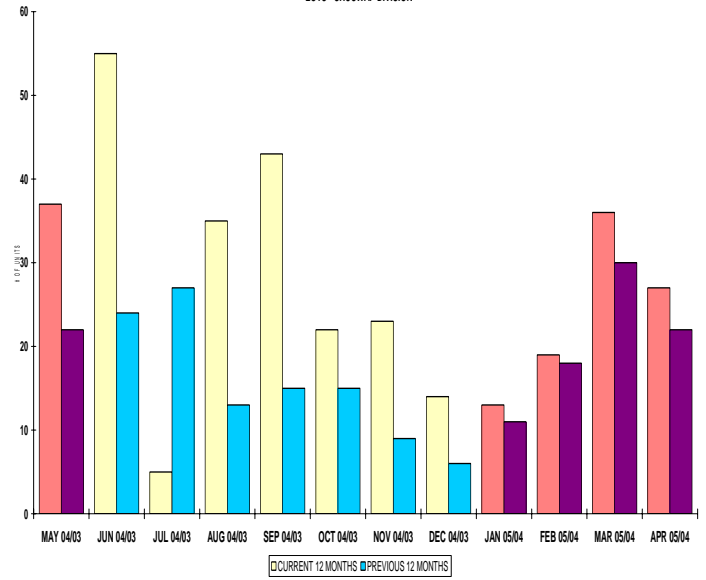
INVENTORY OF ACTIVE LISTINGS
LOTS - SHUSWAP DIVISION



NUMBER OF UNITS SOLD
RESIDENTIAL - SHUSWAP DIVISION



NUMBER OF UNITS SOLD
LOTS - SHUSWAP DIVISION



SHUSWAP ZONE

May 2005

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	6	10	61	8.06%	198
ACREAGE/HOUSE	14	30	93	15.05%	95
LOTS	31	54	204	15.20%	253
RESIDENTIAL	65	85	221	29.41%	82
AVERAGE HOUSE PRICE \$195,900		MEDIAN HOUSE PRICE \$200,000			

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	835	867	-3.7%	3947	3749	5.3%
Units Sold	557	502	11.0%	2536	2320	9.3%
Sales Dollars	\$161,880,081	\$129,125,777	25.4%	\$695,519,040	\$578,166,535	20.3%
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	2354	2477	-5.0%			

ZONE NO TOTALS

Units Listed	395	431	-8.4%	1799	1803	-0.2%
Units Sold	270	295	-8.5%	1236	1219	1.4%
Sales Dollars	\$66,129,010	\$53,899,866	22.7%	\$265,022,946	\$219,618,540	20.7%
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	1122	1419	-20.9%			

ZONE SH TOTALS

Units Listed	263	226	16.4%	955	941	1.5%
Units Sold	165	119	38.7%	548	508	7.9%
Sales Dollars	\$31,372,628	\$18,956,712	65.5%	\$96,712,816	\$80,587,869	20.0%
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	899	1174	-23.4%			

ZONE OB TOTALS

Units Listed	10	15	-33.3%	71	63	12.7%
Units Sold	7	5	100.0%	25	18	38.9%
Sales Dollars	\$2,692,400	\$3,542,000	100.0%	\$9,049,400	\$6,042,500	49.8%
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	100	126	-20.6%			

GRAND TOTALS

Units Listed	1503	1539	-2.3%	6772	6556	3.3%
Units Sold	999	921	8.5%	4345	4065	6.9%
Sales Dollars	\$262,074,119	\$205,524,355	27.5%	\$1,066,304,202	\$884,415,444	20.6%
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	4475	5196	-13.9%			

LICENSEES

	TOTAL NUMBER OF LICENSEES May 31/05	TOTAL NUMBER OF LICENSEES May 31/04	CHANGE BY NUMBER	CHANGE BY %
ALL DIVISIONS	943	858	85	9.91%
CENTRAL OK DIV.	586	536	50	9.33%
NORTH OK DIV.	264	243	21	8.64%
SHUSWAP DIV.	93	79	14	17.72%
CURRENT MEMBERSHIP				
AGENT LICENSEES	84			
SALESPERSONS	787			
PROPERTY MANAGEMENT	8			
9:15 LICENCEE MEMBER	61			
EXEMPTION MEMBER	3			
TOTALS	943			

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	10	13	-23.1%	46	60	-23.3%
Units Sold	6	4	50.0%	22	15	46.7%
Sales Dollars	\$579,400	\$316,500	83.1%	\$1,903,535	\$1,364,700	39.5%
List/Sell \$ Ratio	89.91%	86.08%		92.73%	82.13%	
Days to Sell	198	223	-11.2%	338	296	14.2%
Active Inventory	61	112	-45.5%			
Average Price	\$96,567	\$79,125	22.0%	\$86,524	\$90,980	-4.9%
Median Price	\$61,200	\$82,500	-25.8%	\$73,200	\$80,000	-8.5%
Acreage with House						
Units Listed	30	34	-11.8%	118	104	13.5%
Units Sold	14	11	27.3%	45	40	12.5%
Sales Dollars	\$5,814,500	\$2,677,800	117.1%	\$14,675,526	\$10,015,500	46.5%
List/Sell \$ Ratio	97.30%	95.82%		96.90%	94.14%	
Days to Sell	95	156	-39.1%	107	219	-51.1%
Active Inventory	93	139	-33.1%			
Average Price	\$415,321	\$243,436	70.6%	\$326,123	\$250,388	30.2%
Median Price	\$377,500	\$189,900	98.8%	\$290,000	\$206,000	40.8%
Acreage (Waterfront)						
Units Listed	0	3	-100.0%	5	8	-37.5%
Units Sold	1	1	0.0%	1	2	-100.0%
Sales Dollars	\$295,000	\$50,000	490.0%	\$295,000	\$415,000	-28.9%
List/Sell \$ Ratio	98.66%	66.66%		98.66%	81.99%	
Days to Sell	424	265	60.0%	424	153	177.1%
Active Inventory	5	11	-54.5%			
Average Price	\$295,000	\$50,000	490.0%	\$295,000	\$207,500	42.2%
Median Price	\$295,000	\$50,000	490.0%	\$295,000	\$207,500	42.2%
Business						
Units Listed	10	6	66.7%	37	33	12.1%
Units Sold	3	2	50.0%	7	8	-12.5%
Sales Dollars	\$1,982,000	\$682,000	190.6%	\$3,669,000	\$3,985,000	-7.9%
List/Sell \$ Ratio	95.79%	90.93%		95.03%	88.32%	
Days to Sell	47	401	-88.3%	95	287	-66.9%
Active Inventory	49	53	-7.5%			
Average Price	\$660,667	\$341,000	93.7%	\$524,143	\$498,125	5.2%
Median Price	\$840,000	\$341,000	146.3%	\$561,000	\$280,750	99.8%
Condo (Townhouse)						
Units Listed	14	12	16.7%	35	31	12.9%
Units Sold	9	6	50.0%	23	25	-8.0%
Sales Dollars	\$1,344,200	\$848,500	58.4%	\$3,795,100	\$3,555,250	6.7%
List/Sell \$ Ratio	98.00%	65.00%		104.00%	102.00%	96.7%
Days to Sell	98	65	50.8%	104	102	2.0%
Active Inventory	38	15	153.3%			
Average Price	\$149,356	\$141,417	5.6%	\$165,004	\$142,210	16.0%
Median Price	\$165,000	\$125,500	31.5%	\$165,000	\$131,900	25.1%
Condo (Apt)						
Units Listed	21	7	200.0%	87	20	335.0%
Units Sold	3	4	-25.0%	17	15	13.3%
Sales Dollars	\$282,000	\$534,000	-47.2%	\$1,907,500	\$1,969,500	-3.1%
List/Sell \$ Ratio	95.88%	96.37%		96.45%	96.19%	
Days to Sell	37	191	-80.6%	64	155	-58.7%
Active Inventory	70	44	59.1%			
Average Price	\$94,000	\$133,500	-29.6%	\$112,206	\$131,300	-14.5%
Median Price	\$111,000	\$90,500	22.7%	\$111,000	\$96,500	15.0%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	1	0	100.0%	4	7	-42.9%
Units Sold	0	0	0.0%	2	5	-60.0%
Sales Dollars	\$0	\$0	0.0%	\$370,000	\$728,900	-49.2%
List/Sell \$ Ratio	0.00%	0.00%		94.17%	92.97%	
Days to Sell	0	0	100.0%	80	94	-14.9%
Active Inventory	2	6	-66.7%			
Average Price	\$0	\$0	0.0%	\$185,000	\$145,780	26.9%
Median Price	\$0	\$0	0.0%	\$185,000	\$137,500	34.5%
Farms						
Units Listed	1	2	-50.0%	4	6	-33.3%
Units Sold	2	0	100.0%	2	1	100.0%
Sales Dollars	\$1,388,000	\$0	100.0%	\$1,388,000	\$310,000	347.7%
List/Sell \$ Ratio	77.01%	0.00%		77.01%	88.82%	
Days to Sell	657	0	100.0%	657	97	577.3%
Active Inventory	5	13	-61.5%			
Average Price	\$694,000	\$0	100.0%	\$694,000	\$310,000	123.9%
Median Price	\$694,000	\$0	100.0%	\$694,000	\$310,000	123.9%
IC&I						
Units Listed	1	6	-83.3%	15	24	-37.5%
Units Sold	2	0	100.0%	12	7	71.4%
Sales Dollars	\$626,000	\$0	100.0%	\$5,219,400	\$1,945,692	168.3%
List/Sell \$ Ratio	92.27%	0.00%		91.31%	98.27%	
Days to Sell	317	0	100.0%	340	174	95.4%
Active Inventory	31	39	-20.5%			
Average Price	\$313,000	\$0	100.0%	\$434,950	\$277,956	56.5%
Median Price	\$313,000	\$0	100.0%	\$292,500	\$200,000	46.3%
IC&I Land						
Units Listed	2	2	0.0%	16	16	0.0%
Units Sold	1	0	100.0%	4	6	-33.3%
Sales Dollars	\$80,000	\$0	10000.0%	\$886,700	\$2,120,000	-58.2%
List/Sell \$ Ratio	96.50%	0.00%		89.52%	86.87%	
Days to Sell	155	0	100.0%	551	501	10.0%
Active Inventory	27	42	-35.7%			
Average Price	\$80,000	\$0	100.0%	\$221,675	\$353,333	-37.3%
Median Price	\$80,000	\$0	100.0%	\$193,350	\$245,000	-21.1%
Lots						
Units Listed	50	24	108.3%	117	156	-25.0%
Units Sold	29	14	107.1%	100	72	38.9%
Sales Dollars	\$1,240,900	\$636,000	95.1%	\$4,365,725	\$3,418,650	27.7%
List/Sell \$ Ratio	96.11%	89.15%		95.01%	92.24%	
Days to Sell	289	307	-5.9%	366	253	44.7%
Active Inventory	179	286	-37.4%			
Average Price	\$42,790	\$45,429	-5.8%	\$43,657	\$47,481	-8.1%
Median Price	\$44,500	\$38,000	17.1%	\$43,250	\$44,250	-2.3%
Leases						
Units Listed	2	2	0.0%	13	9	44.4%
Units Sold	0	2	-100.0%	0	2	-100.0%
Sales Dollars	\$0	\$207,011	-100.0%	\$0	\$207,011	-100.0%
Days to Sell	0	0.95	0.0%	0	95.45%	0.0%
Active Inventory	15	18	-16.7%			
Average Price	\$0	\$103,506	-100.0%	\$0	\$103,506	-100.0%
Median Price	\$0	\$103,505	-100.0%	\$0	\$103,506	-100.0%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots (Waterfront)						
Units Listed	4	4	100.0%	16	8	100.0%
Units Sold	1	3	-66.7%	8	10	-20.0%
Sales Dollars	\$247,000	\$325,000	-24.0%	\$1,513,000	\$1,249,500	21.1%
List/Sell \$ Ratio	98.83%	82.69%		90.53%	79.78%	
Days to Sell	46	1648	-97.2%	118	1342	-91.2%
Active Inventory	20	12	66.7%			
Average Price	\$247,000	\$108,333	128.0%	\$189,125	\$124,950	51.4%
Median Price	\$247,000	\$43,000	474.4%	\$236,250	\$102,500	130.5%
Multi-Family						
Units Listed	1	1	0.0%	5	8	-37.5%
Units Sold	2	0	100.0%	8	2	300.0%
Sales Dollars	\$464,000	\$0	100.0%	\$2,261,000	\$484,900	366.3%
List/Sell \$ Ratio	92.74%	0.00%		95.00%	100.13%	
Days to Sell	79	0	100.0%	199	134	48.5%
Active Inventory	5	10	-50.0%			
Average Price	\$232,000	\$0	100.0%	\$282,625	\$242,450	16.6%
Median Price	\$232,000	\$0	100.0%	\$283,500	\$242,450	16.9%
Mobile Homes						
Units Listed	24	17	41.2%	80	80	0.0%
Units Sold	23	11	109.1%	53	41	29.3%
Sales Dollars	\$1,210,100	\$549,900	120.1%	\$2,315,150	\$1,414,050	63.7%
List/Sell \$ Ratio	89.45%	89.97%		86.69%	86.31%	
Days to Sell	117	122	-4.1%	124	147	164.0%
Active Inventory	54	76	-28.9%			
Average Price	\$52,613	\$49,991	5.2%	\$43,682	\$34,489	26.7%
Median Price	\$48,000	\$46,500	3.2%	\$37,000	\$29,000	27.6%
Recreational Property						
Units Listed	3	3	0.0%	10	9	11.1%
Units Sold	1	1	0.0%	3	4	-25.0%
Sales Dollars	\$921,001	\$500,000	84.2%	\$1,541,001	\$726,103	112.2%
List/Sell \$ Ratio	103.48%	95.23%		95.41%	97.97%	
Days to Sell	3	25	-88.0%	45	225	-80.0%
Active Inventory	7	13	-46.2%			
Average Price	\$921,001	\$500,000	84.2%	\$513,667	\$181,526	183.0%
Median Price	\$921,001	\$500,000	84.2%	\$550,000	\$95,052	478.6%
Residential						
Units Listed	85	80	6.3%	327	328	-0.3%
Units Sold	65	55	18.2%	227	230	-1.3%
Sales Dollars	\$12,733,527	\$10,066,001	26.5%	\$44,001,779	\$38,390,463	14.6%
List/Sell \$ Ratio	95.62%	96.30%		95.93%	95.58%	
Days to Sell	82	155	-47.1%	90	139	-35.3%
Active Inventory	221	247	-10.5%			
Average Price	\$195,900	\$183,018	7.0%	\$193,840	\$166,915	16.1%
Median Price	\$200,000	\$180,101	11.0%	\$186,000	\$159,900	16.3%
Residential (Waterfront)						
Units Listed	4	10	-60.0%	20	34	-41.2%
Units Sold	3	5	-40.0%	14	23	-39.1%
Sales Dollars	\$2,165,000	\$1,564,000	38.4%	\$6,605,400	\$8,287,650	-20.3%
List/Sell \$ Ratio	93.22%	94.01%		96.73%	93.29%	
Days to Sell	407	98	315.3%	141	175	-19.4%
Active Inventory	17	37	-54.1%			
Average Price	\$721,667	\$312,800	130.7%	\$471,814	\$360,333	30.9%
Median Price	\$725,000	\$313,000	131.6%	\$475,000	\$330,000	43.9%

	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	1	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						
Units Listed	263	226	16.4%	955	941	1.5%
Units Sold	165	119	38.7%	548	508	7.9%
Sales Dollars	\$31,372,628	\$18,956,712	65.5%	\$96,712,816	\$80,587,869	20.0%
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Days to Sell	228	221	3.2%	197	230	-14.3%
Active Inventory	899	1174	-23.4%			

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 150000	14	62	21	68
150001 to 180000	11	39	6	29
180001 to 210000	9	38	11	35
210001 to 240000	9	48	7	34
240001 to 270000	8	41	8	18
270001 to 300000	12	33	5	11
300001 to 330000	1	12	4	8
330001 to 360000	6	19	2	4
360001 to 390000	6	11	0	1
390001 to 420000	2	4	0	2
420001 to 450000	1	4	0	1
450001 to 480000	1	2	0	0
480001 and over	4	14	0	3
Totals	84	327	64	214

Shuswap Division Lot Listing/Sales Analysis

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 40000	13	44	13	49
40001 to 60000	34	61	17	50
60001 to 80000	5	15	3	15
80001 to 100000	3	8	0	4
100001 to 120000	0	11	0	2
120001 to 140000	0	2	0	2
140001 to 160000	0	5	1	1
160001 and over	9	38	3	8
Totals	64	184	37	131