

SHUSWAP DIVISION MONTHLY STATISTICS

FOR

June 1 - 30th, 2003

SHUSWAP DIVISION

STAT - O - GRAM

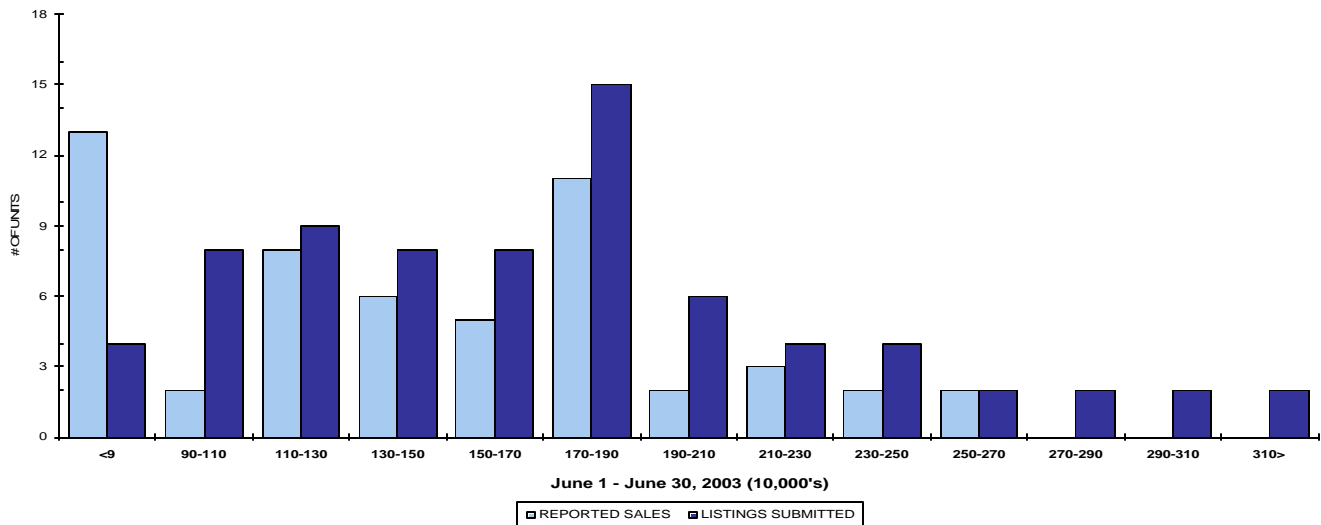
June 2003

QUICK SUMMARY

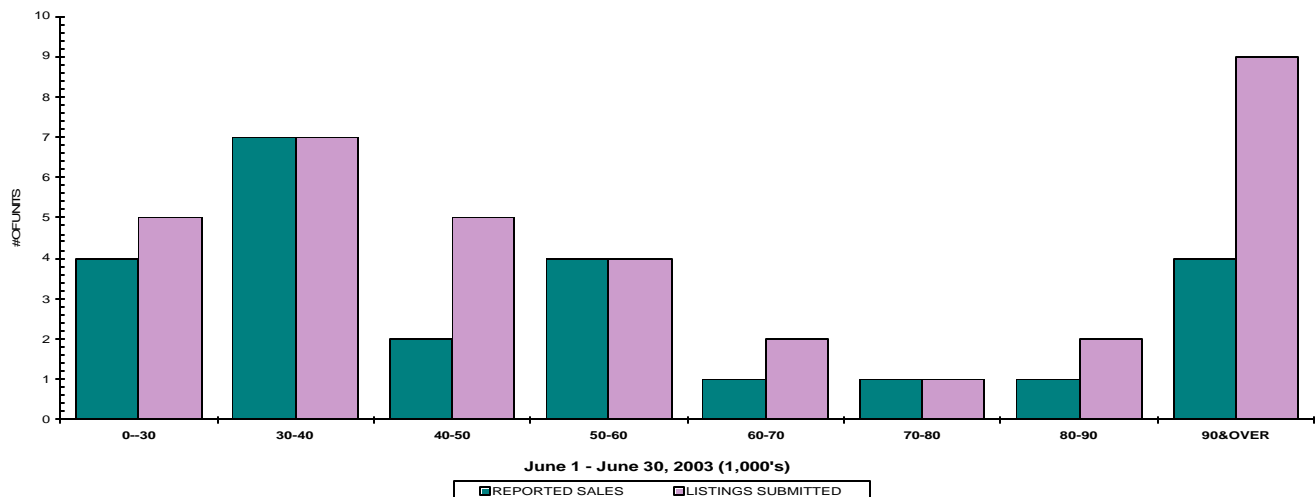
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	# of Units	\$ Value	# of Units	\$ Value	Listings Taken	Inventory
June 2003	118	\$19,197,789	54	\$7,715,100	186	1,504
May 2003	115	\$16,930,992	57	\$8,621,850	205	1,506
June 2002	101	\$13,337,450	44	\$6,839,200	219	1,769

The average of listings-per-licensee is 22.4

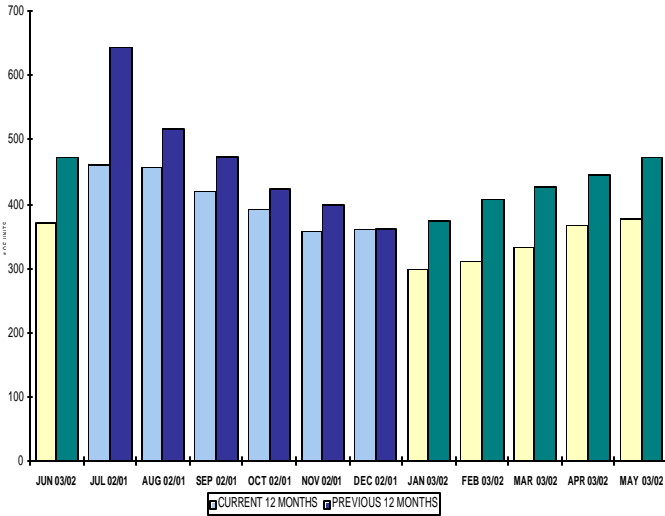
RESIDENTIAL LISTING & SALES ACTIVITY
SHUSWAP DIVISION (BY PRICE CATEGORY)



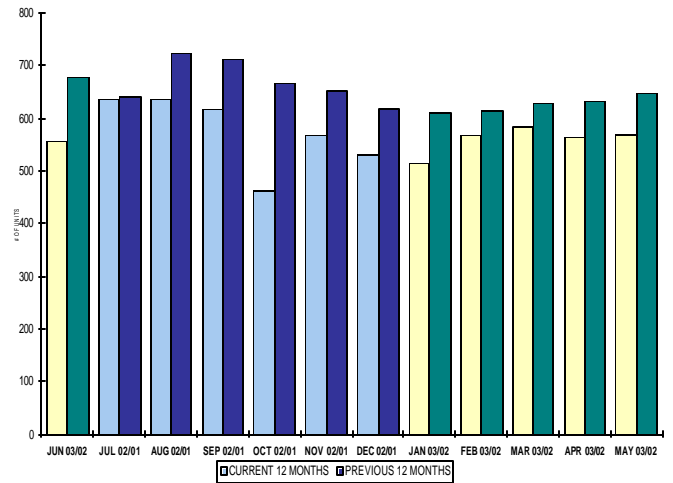
LOT LISTING & SALES ACTIVITY
SHUSWAP DIVISION (BY PRICE CATEGORY)



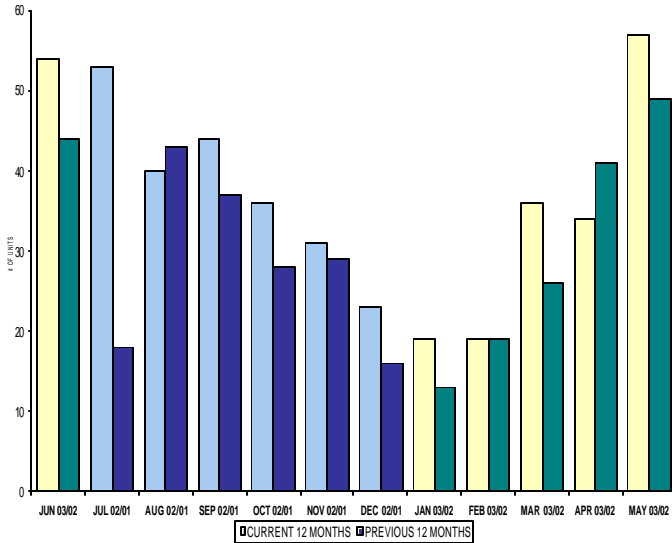
INVENTORY OF ACTIVE LISTINGS
RESIDENTIAL - SHUSWAP DIVISION



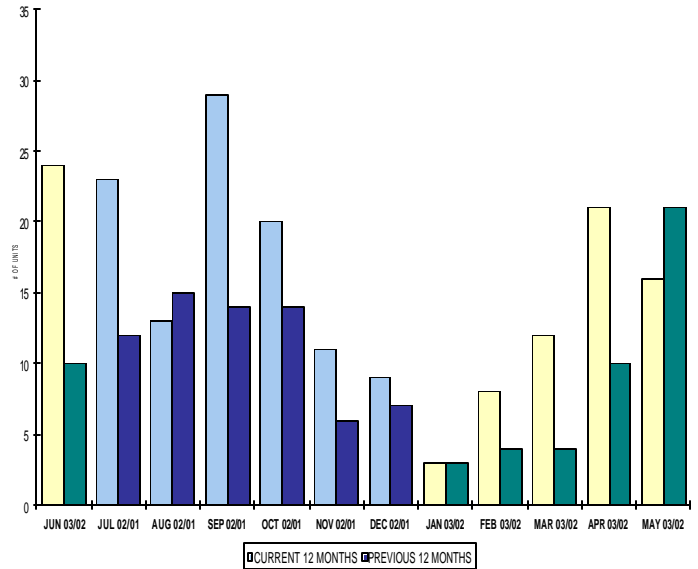
INVENTORY OF ACTIVE LISTINGS
LOTS - SHUSWAP DIVISION



NUMBER OF UNITS SOLD
RESIDENTIAL - SHUSWAP DIVISION



NUMBER OF UNITS SOLD
LOTS - SHUSWAP DIVISION



SHUSWAP DIVISION

June 2003

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	5	9	115	4.35%	110
ACREAGE/HOUSE	15	34	150	10.00%	203
LOTS	19	29	341	5.57%	368
RESIDENTIAL	54	74	371	14.56%	106
AVERAGE HOUSE PRICE \$142,872			MEDIAN HOUSE PRICE \$138,250		

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

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

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ZONE CO TOTALS						
Units Listed	658	712	-7.58%	4133	4412	-6.32%
Units Sold	491	441	11.34%	2580	2699	-4.41%
Sales Dollars	\$106,631,612	\$83,572,369	27.59%	\$544,802,033	\$484,194,936	12.52%
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	2506	2890	-13.29%			
ZONE NO TOTALS						
Units Listed	298	409	-27.14%	1956	2057	-4.91%
Units Sold	240	190	26.32%	1148	980	17.14%
Sales Dollars	\$42,281,150	\$30,122,607	40.36%	\$190,594,156	\$149,818,778	27.22%
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	1713	2108	-18.74%			
ZONE SH TOTALS						
Units Listed	186	222	-16.22%	1081	1153	-6.24%
Units Sold	118	99	19.19%	485	400	21.25%
Sales Dollars	\$19,197,789	\$13,074,550	46.83%	\$69,979,928	\$55,487,526	26.12%
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	1504	1769	-14.98%			
ZONE OB TOTALS						
Units Listed	29	12	141.67%	104	127	-18.11%
Units Sold	1	7	0.00%	17	12	41.67%
Sales Dollars	\$2,000	\$1,000,201	-99.80%	\$12,950,600	\$3,233,701	300.49%
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	159	147	8.16%			
GRAND TOTALS						
Units Listed	1171	1355	-13.58%	7274	7749	-6.13%
Units Sold	850	737	15.33%	4230	4091	3.40%
Sales Dollars	\$168,112,551	\$127,769,727	31.57%	\$818,326,717	\$692,734,941	18.13%
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	5882	6914	-14.93%			

LICENSEES
June 30, 2003

	TOTAL NUMBER OF	TOTAL NUMBER OF	CHANGE BY	CHANGE BY
	LICENSEES	LICENSEES	NUMBER	%
	June 30/03	June 30/02		
ALL DIVISIONS	776	686	90	13.12%
CENTRAL OK DIV.	500	434	66	15.21%
NORTH OK DIV.	209	184	25	13.59%
SHUSWAP DIV.	67	68	-1	-1.47%
CURRENT MEMBERSHIP				
AGENT LICENSEES	71			
SALESPERSONS	634			
PROPERTY MANAGEMENT	9			
9:15 LICENCEE MEMBER	60			
EXEMPTION MEMBER	2			
TOTALS	776			

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

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	9	19	-52.6%	56	58	-3.4%
Units Sold	5	0	100.0%	20	7	185.7%
Sales Dollars	\$749,500	\$0	100.0%	\$2,125,700	\$639,500	232.4%
List/Sell Ratio	95.16%	0.00%	100.0%	85.55%	91.62%	-6.6%
Days to Sell	110	0	100.0%	418	238	75.6%
Active Inventory	115	118	-2.5%			
Average Price	\$149,900	\$0	100.0%	\$106,285	\$91,357	16.3%
Median Price	\$200,000	\$0	100.0%	\$75,750	\$65,000	16.5%
Acreage with House						
Units Listed	34	30	13.3%	126	143	-11.9%
Units Sold	15	12	25.0%	68	48	41.7%
Sales Dollars	\$3,409,550	\$1,961,500	73.8%	\$14,357,942	\$9,607,800	49.4%
List/Sell Ratio	91.89%	91.53%	0.4%	91.60%	91.72%	-0.1%
Days to Sell	203	208	-2.4%	224	190	17.9%
Active Inventory	150	183	-18.0%			
Average Price	\$227,303	\$163,458	39.1%	\$211,146	\$200,163	5.5%
Median Price	\$169,900	\$179,250	-5.2%	\$184,500	\$181,000	1.9%
Acreage (Waterfront)						
Units Listed	0	1	-100.0%	3	7	-57.1%
Units Sold	0	1	-100.0%	2	3	-33.3%
Sales Dollars	\$0	\$69,500	-100.0%	\$260,250	\$553,101	-52.9%
List/Sell Ratio	0.00%	77.30%	-100.0%	89.42%	81.07%	10.3%
Days to Sell	0	455	-100.0%	567	201	182.1%
Active Inventory	8	14	100.0%			
Average Price	\$0	\$69,500	-100.0%	\$130,125	\$184,367	-29.4%
Median Price	\$0	\$69,500	-100.0%	\$130,125	\$69,500	87.2%
Business						
Units Listed	7	6	16.7%	24	35	-31.4%
Units Sold	3	1	200.0%	5	5	0.0%
Sales Dollars	\$2,187,000	\$300,000	629.0%	\$2,274,500	\$2,613,600	-13.0%
List/Sell Ratio	88.34%	73.34%	20.5%	88.58%	82.62%	7.2%
Days to Sell	961	232	314.2%	697	206	238.3%
Active Inventory	58	57	1.8%			
Average Price	\$729,000	\$300,000	143.0%	\$454,900	\$522,720	-13.0%
Median Price	\$385,000	\$300,000	28.3%	\$372,000	\$405,000	-8.1%
Condo (Townhouse)						
Units Listed	0	8	-100.0%	33	43	-23.3%
Units Sold	4	4	0.0%	27	17	58.8%
Sales Dollars	\$597,500	\$509,000	17.4%	\$3,413,700	\$2,121,500	60.9%
List/Sell Ratio	98.23%	97.25%	1.0%	96.88%	94.56%	2.5%
Days to Sell	80	367	-78.2%	162	348	-53.4%
Active Inventory	24	36	-33.3%			
Average Price	\$149,375	\$127,250	17.4%	\$126,433	\$124,794	1.3%
Median Price	\$133,250	\$126,000	5.8%	\$124,000	\$123,000	0.8%
Condo (Apt)						
Units Listed	5	3	66.7%	24	33	-27.3%
Units Sold	4	3	33.3%	19	22	-13.6%
Sales Dollars	\$492,350	\$224,500	119.3%	\$2,365,750	\$1,739,900	36.0%
List/Sell Ratio	96.70%	88.74%	9.0%	93.62%	94.14%	-0.6%
Days to Sell	369	196	88.3%	303	232	30.6%
Active Inventory	34	48	-29.2%			
Average Price	\$123,088	\$74,833	64.5%	\$124,513	\$79,086	57.4%
Median Price	\$124,500	\$67,500	84.4%	\$137,000	\$69,500	97.1%

Shuswap Division Comparative Activity By Property Type

Page 7

June 30, 2003

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	0	1	100.0%	3	2	50.0%
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	3	3	0.0%	7	11	-36.4%
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	15	25	-40.0%			
Average Price	\$0	\$0	0.0%	\$0	\$350,000	-100.0%
Median Price	\$0	\$0	0.0%	\$0	\$350,000	-100.0%
IC&I						
Units Listed	4	2	100.0%	19	17	11.8%
Units Sold	1	1	0.0%	3	2	50.0%
Sales Dollars	\$233,738	\$73,250	219.1%	\$633,738	\$179,500	253.1%
List/Sell Ratio	103.88%	89.70%	15.8%	88.17%	96.37%	-8.5%
Days to Sell	42	181	-76.8%	313	95	229.5%
Active Inventory	34	32	6.3%			
Average Price	\$233,738	\$73,250	219.1%	\$211,246	\$89,750	135.4%
Median Price	\$233,738	\$73,250	219.1%	\$233,738	\$89,650	160.7%
IC&I Land						
Units Listed	0	4	-100.0%	19	17	11.8%
Units Sold	2	0	100.0%	5	3	0.0%
Sales Dollars	\$369,800	\$0	100.0%	\$750,300	\$441,500	69.9%
List/Sell Ratio	117.96%	0.00%	100.0%	94.30%	94.89%	-0.6%
Days to Sell	670	0	100.0%	477	373	27.9%
Active Inventory	54	47	14.9%			
Average Price	\$184,900	\$0	100.0%	\$150,060	\$147,167	2.0%
Median Price	\$184,900	\$0	100.0%	\$179,900	\$122,500	46.9%
Lots						
Units Listed	21	36	-41.7%	166	158	5.1%
Units Sold	18	5	260.0%	55	34	61.8%
Sales Dollars	\$784,100	\$233,600	235.7%	\$2,143,606	\$1,594,500	34.4%
List/Sell Ratio	91.44%	87.76%	4.2%	88.93%	84.31%	5.5%
Days to Sell	352	311	13.2%	499	401	24.4%
Active Inventory	393	501	-21.6%			
Average Price	\$43,561	\$46,720	-6.8%	\$38,975	\$46,897	-16.9%
Median Price	\$39,950	\$48,500	-17.6%	\$39,500	\$45,954	-14.0%
Leases						
Units Listed	1	1	0.0%	19	6	216.7%
Units Sold	1	0	-100.0%	2	5	-60.0%
Sales Dollars	\$1	\$0	-100.0%	\$6,292	\$22	28500.0%
List/Sell Ratio	0.00%	0.00%	-100.0%	0.00%	110.54%	-100.0%
Days to Sell	0	183	-100.0%	683	264	158.7%
Active Inventory	29	22	31.8%			
Average Price	\$1	\$0	-100.0%	\$3,146	\$1	314500.0%
Median Price	\$1	\$9	-100.0%	\$6,292	\$1	629100.0%

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

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots (Waterfront)						
Units Listed	5	4	25.0%	19	12	58.3%
Units Sold	1	4	-75.0%	7	6	16.7%
Sales Dollars	\$116,000	\$527,000	-78.0%	\$831,350	\$782,000	6.3%
List/Sell Ratio	95.15%	87.41%	8.9%	84.50%	84.91%	-0.5%
Days to Sell	384	508	-24.4%	182	423	-57.0%
Active Inventory	40	45	-11.1%			
Average Price	\$116,000	\$131,750	-12.0%	\$118,764	\$130,333	-8.9%
Median Price	\$116,000	\$125,000	-7.2%	\$105,500	\$125,000	-15.6%
Multi-Family						
Units Listed	0	0	0.0%	7	8	-12.5%
Units Sold	0	1	-100.0%	1	1	0.0%
Sales Dollars	\$0	\$215,000	-100.0%	\$120,000	\$215,000	-44.2%
List/Sell Ratio	0.00%	83.01%	-100.0%	93.82%	83.01%	13.0%
Days to Sell	0	686	-100.0%	27	686	-96.1%
Active Inventory	11	10	10.0%			
Average Price	\$0	\$215,000	-100.0%	\$120,000	\$215,000	-44.2%
Median Price	\$0	\$215,000	-100.0%	\$120,000	\$215,000	-44.2%
Mobile Homes						
Units Listed	17	18	-5.6%	85	77	10.4%
Units Sold	5	13	-61.5%	30	28	7.1%
Sales Dollars	\$151,150	\$401,500	-62.4%	\$877,850	\$896,400	-2.1%
List/Sell Ratio	74.31%	81.71%	-9.1%	85.00%	82.36%	3.2%
Days to Sell	217	194	11.9%	151	263	-42.6%
Active Inventory	92	84	9.5%			
Average Price	\$30,230	\$30,885	-2.1%	\$29,262	\$32,014	-8.6%
Median Price	\$26,500	\$31,000	-14.5%	\$24,500	\$33,000	-25.8%
Residential						
Units Listed	74	72	2.8%	423	463	-8.6%
Units Sold	54	43	25.6%	219	187	17.1%
Sales Dollars	\$7,715,100	\$6,661,300	15.8%	\$32,624,150	\$26,504,729	23.1%
List/Sell Ratio	93.80%	94.42%	-0.7%	93.41%	93.51%	-0.1%
Days to Sell	106	185	-42.7%	142	173	-17.9%
Active Inventory	371	472	-21.4%			
Average Price	\$142,872	\$154,914	-7.8%	\$148,969	\$141,737	5.1%
Median Price	\$138,250	\$150,000	-7.8%	\$145,000	\$143,000	1.4%
Residential (Waterfront)						
Units Listed	6	14	-57.1%	48	63	-23.8%
Units Sold	5	11	-54.5%	21	31	-32.3%
Sales Dollars	\$2,392,000	\$1,898,400	26.0%	\$7,019,800	\$7,248,474	-3.2%
List/Sell Ratio	98.52%	87.76%	12.3%	94.26%	88.80%	6.1%
Days to Sell	329	161	104.3%	240	193	24.4%
Active Inventory	72	70	2.9%			
Average Price	\$478,400	\$172,582	177.2%	\$334,276	\$233,822	43.0%
Median Price	\$420,000	\$185,000	127.0%	\$305,000	\$225,000	35.6%
SHUSWAP DIVISION - TOTALS						
Units Listed	186	222	-16.2%	1081	1153	-6.2%
Units Sold	118	99	19.2%	485	400	21.3%
Sales Dollars	\$19,197,789	\$13,074,550	46.8%	\$69,979,928	\$55,487,526	26.1%
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	1504	1769	-15.0%			

Shuswap Division Residential Listing/Sales Analysis
June 30, 2003

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 90000	4	39	13	40
90001 to 110000	8	33	2	16
110001 to 130000	9	53	8	35
130001 to 150000	8	53	6	28
150001 to 170000	8	63	5	26
170001 to 190000	15	62	11	28
190001 to 210000	6	23	2	11
210001 to 230000	4	22	3	11
230001 to 250000	4	25	2	7
250001 to 270000	2	13	2	8
270001 to 290000	2	9	0	2
290001 to 310000	2	7	0	1
310001 and over	2	11	0	3
Totals	74	413	54	216

Shuswap Division Lot Listing/Sales Analysis

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 30000	5	43	4	19
30001 to 40000	7	46	7	19
40001 to 50000	5	40	2	12
50001 to 60000	4	24	4	5
60001 to 70000	2	11	1	6
70001 to 80000	1	12	1	6
80001 to 90000	2	12	1	2
90001 and over	9	56	4	15
Totals	35	244	24	84