

SHUSWAP DIVISION MONTHLY STATISTICS

FOR

June 1st - 30th, 2004

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

SHUSWAP DIVISION

STAT - O - GRAM

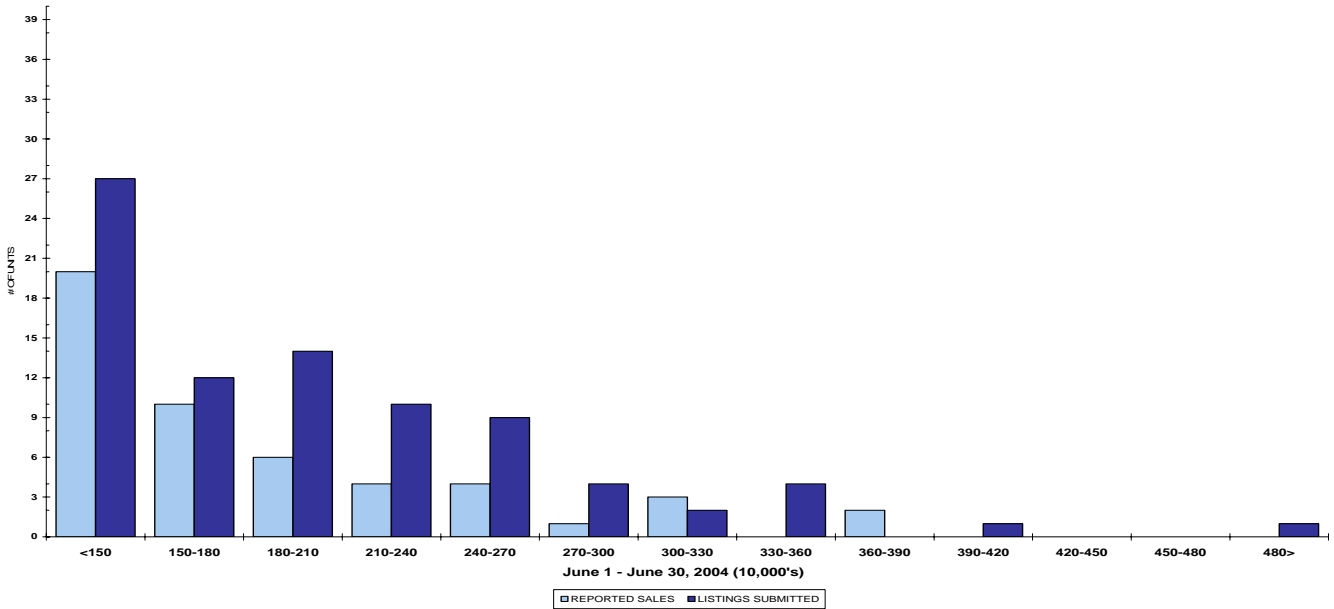
June 2004

QUICK SUMMARY

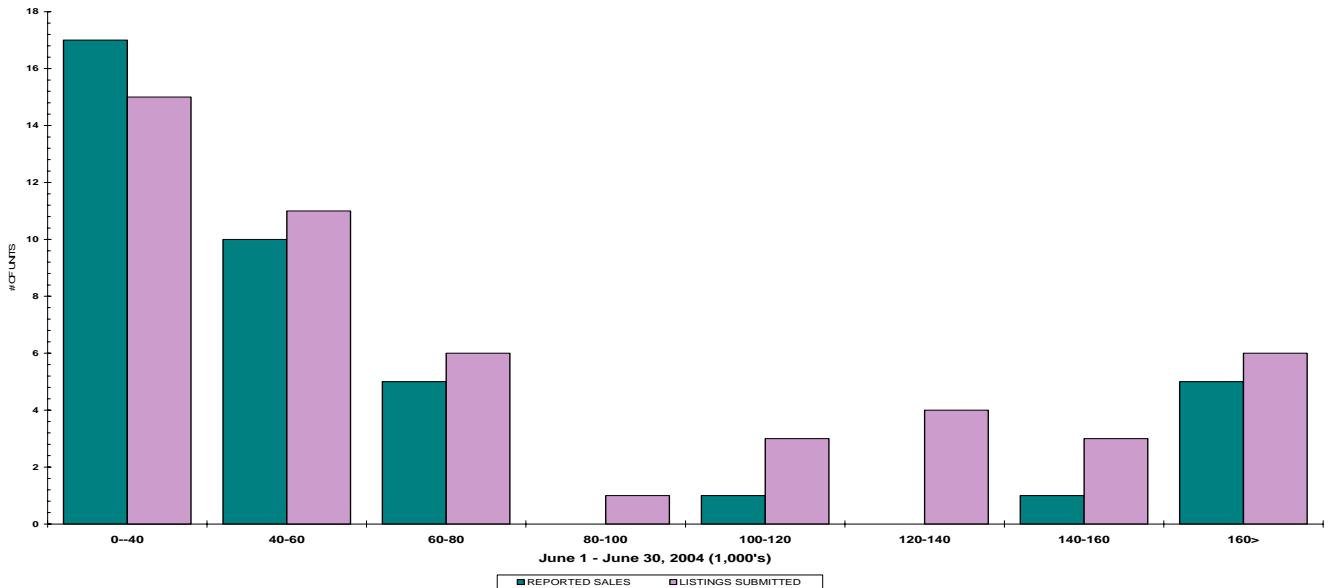
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	<u># of Units</u>	<u>\$ Value</u>	<u># of Units</u>	<u>\$ Value</u>	<u>Listings Taken</u>	<u>Inventory</u>
June 2004	164	\$32,656,514	52	\$9,165,984	227	1,178
May 2004	117	\$18,777,712	54	\$9,929,001	222	1,174
June 2003	118	\$19,197,789	54	\$7,715,100	186	1,504

The average of listings-per-licensee is 14.0

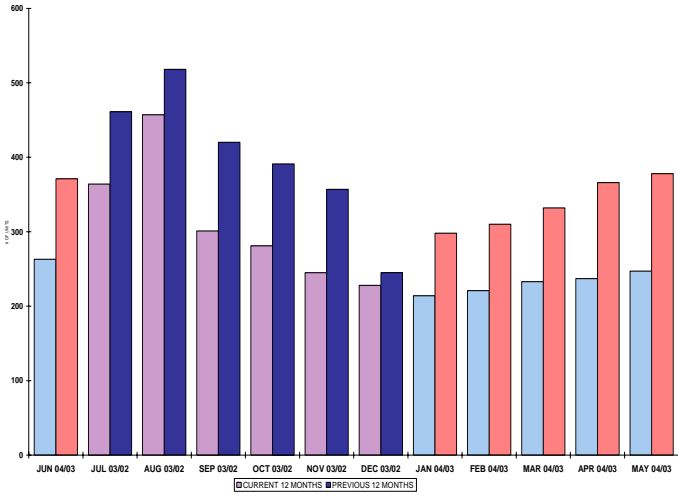
RESIDENTIAL LISTING & SALES ACTIVITY
SHUSWAP DIVISION (BY PRICE CATEGORY)



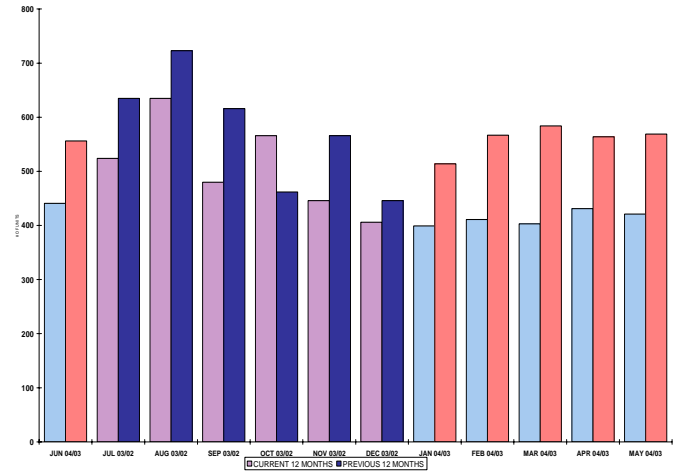
LOT LISTING & SALES ACTIVITY
SHUSWAP DIVISION (BY PRICE CATEGORY)



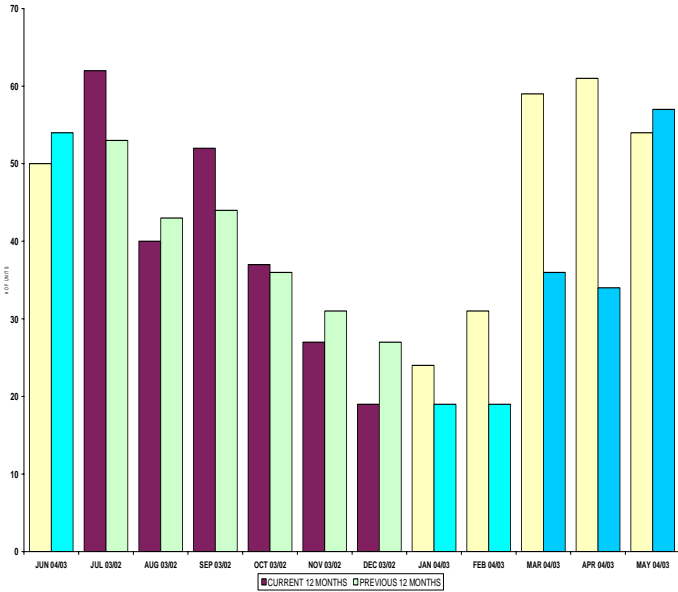
INVENTORY OF ACTIVE LISTINGS
RESIDENTIAL - SHUSWAP DIVISION



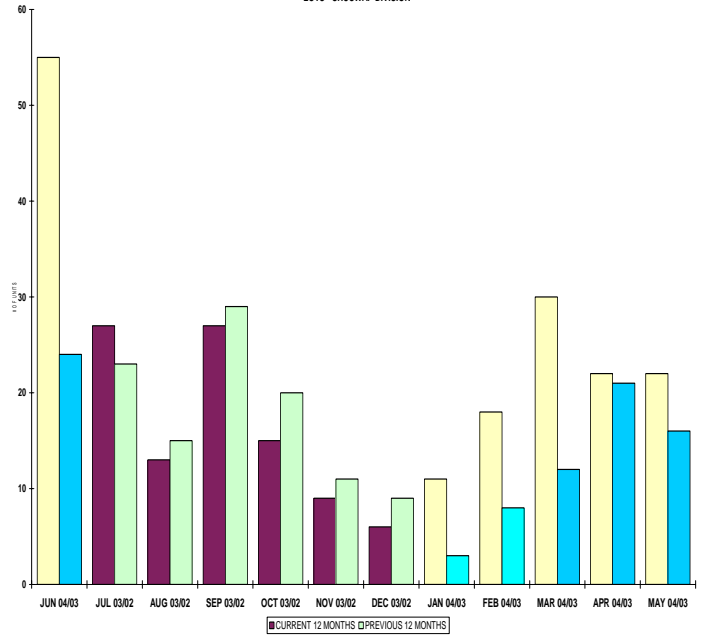
INVENTORY OF ACTIVE LISTINGS
LOTS - SHUSWAP DIVISION



NUMBER OF UNITS SOLD
RESIDENTIAL - SHUSWAP DIVISION



NUMBER OF UNITS SOLD
LOTS - SHUSWAP DIVISION



SHUSWAP DIVISION

June 2004

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	8	13	113	7.08%	370
ACREAGE/HOUSE	24	30	137	17.52%	130
LOTS	31	36	304	10.20%	769
RESIDENTIAL	52	84	263	19.77%	146
AVERAGE HOUSE PRICE \$176,269			MEDIAN HOUSE PRICE \$162,000		

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

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

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

**ZONE CO
TOTALS**

Units Listed	965	661	46.0%	4768	3966	20.2%
Units Sold	537	476	12.8%	2849	2520	13.1%
Sales Dollars	\$129,952,360	\$104,128,043	24.8%	\$706,462,971	\$514,457,761	37.3%
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	2584	2564	0.8%			

**ZONE NO
TOTALS**

Units Listed	420	294	42.9%	2259	1842	22.6%
Units Sold	237	225	5.3%	1446	1122	28.9%
Sales Dollars	\$44,845,635	\$38,347,950	16.9%	\$262,508,583	\$184,520,007	42.3%
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	1437	1761	-18.4%			

**ZONE SH
TOTALS**

Units Listed	227	184	23.4%	1170	1051	11.3%
Units Sold	164	115	42.6%	664	474	40.1%
Sales Dollars	\$32,656,514	\$19,950,988	63.7%	\$112,608,883	\$69,692,777	61.6%
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	1178	1506	-21.8%			

**ZONE OB
TOTALS**

Units Listed	23	27	-14.8%	86	104	-17.3%
Units Sold	4	1	100.0%	22	13	69.2%
Sales Dollars	\$3,653,000	\$2,000	100.0%	\$9,695,500	\$10,825,800	-10.4%
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	129	139	-7.2%			

GRAND TOTALS

Units Listed	1635	1166	40.2%	8283	6963	19.0%
Units Sold	942	817	15.3%	4981	4129	20.6%
Sales Dollars	\$211,107,509	\$162,428,981	30.0%	\$1,091,275,937	\$779,496,345	40.0%
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	5328	5970	-10.8%			

LICENSEES
June 30, 2004

	TOTAL NUMBER OF LICENSEES June 30/04	TOTAL NUMBER OF LICENSEES June 30/03	CHANGE BY NUMBER	CHANGE BY %
ALL DIVISIONS	866	776	90	11.60%
CENTRAL OK DIV.	535	500	35	7.00%
NORTH OK DIV.	247	209	38	18.18%
SHUSWAP DIV.	84	67	17	25.37%

CURRENT MEMBERSHIP

AGENT LICENSEES	76
SALESPERSONS	716
PROPERTY MANAGEMENT	8
9:15 LICENCEE MEMBER	62
EXEMPTION MEMBER	4

TOTALS **866**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	13	8	62.5%	73	55	32.7%
Units Sold	8	5	60.0%	23	20	15.0%
Sales Dollars	\$2,123,250	\$749,500	183.3%	\$3,487,950	\$2,125,700	64.1%
List/Sell Ratio	85.96%	95.16%		83.47%	85.55%	
Days to Sell	370	108	242.6%	322	416	-22.6%
Active Inventory	113	117	-3.4%			
Average Price	\$265,406	\$149,900	77.1%	\$151,650	\$106,285	42.7%
Median Price	\$55,625	\$200,000	-72.2%	\$67,500	\$75,750	-10.9%
Acreage with House						
Units Listed	30	34	-11.8%	135	125	8.0%
Units Sold	24	14	71.4%	63	68	-7.4%
Sales Dollars	\$7,146,100	\$3,137,550	127.8%	\$17,066,600	\$14,214,442	20.1%
List/Sell Ratio	96.40%	92.65%		95.13%	91.70%	
Days to Sell	130	161	-19.3%	179	218	-17.9%
Active Inventory	137	139	-1.4%			
Average Price	\$297,754	\$224,111	32.9%	\$270,898	\$209,036	29.6%
Median Price	\$215,000	\$167,700	28.2%	\$207,000	\$183,800	12.6%
Acreage (Waterfront)						
Units Listed	4	1	300.0%	12	4	200.0%
Units Sold	3	0	100.0%	5	2	150.0%
Sales Dollars	\$1,341,600	\$0	100.0%	\$1,756,600	\$260,250	575.0%
List/Sell Ratio	97.05%	0.00%		91.03%	89.42%	
Days to Sell	138	0	100.0%	144	563	-74.4%
Active Inventory	12	8	50.0%			
Average Price	\$447,200	\$0	100.0%	\$351,320	\$130,125	170.0%
Median Price	\$376,500	\$0	100.0%	\$365,000	\$130,125	180.5%
Business						
Units Listed	12	7	71.4%	44	24	83.3%
Units Sold	4	4	0.0%	11	5	120.0%
Sales Dollars	\$3,296,000	\$3,287,000	0.3%	\$7,239,000	\$3,366,500	115.0%
List/Sell Ratio	84.02%	82.92%		86.58%	84.20%	
Days to Sell	392	884	100.0%	350	720	-51.4%
Active Inventory	59	58	1.7%			
Average Price	\$824,000	\$821,750	0.3%	\$658,091	\$673,300	-2.3%
Median Price	\$683,000	\$742,500	-8.0%	\$596,000	\$385,000	54.8%
Condo (Townhouse)						
Units Listed	8	2	300.0%	37	34	8.8%
Units Sold	6	3	100.0%	31	27	14.8%
Sales Dollars	\$933,400	\$456,500	104.5%	\$4,488,650	\$3,413,700	31.5%
List/Sell Ratio	97.15%	99.44%		97.04%	96.88%	
Days to Sell	43	100	-57.0%	92	154	-40.3%
Active Inventory	18	27	-33.3%			
Average Price	\$155,567	\$152,167	2.2%	\$144,795	\$126,433	14.5%
Median Price	\$147,500	\$125,500	17.5%	\$133,450	\$124,000	7.6%
Condo (Apt)						
Units Listed	3	4	-25.0%	24	23	4.3%
Units Sold	9	4	125.0%	24	18	33.3%
Sales Dollars	\$1,133,480	\$492,350	130.2%	\$3,102,980	\$2,182,750	42.2%
List/Sell Ratio	98.15%	96.70%		96.92%	93.39%	
Days to Sell	80	367	-78.2%	127	292	-56.5%
Active Inventory	40	33	21.2%			
Average Price	\$125,942	\$123,088	2.3%	\$129,291	\$121,264	6.6%
Median Price	\$98,000	\$124,500	-21.3%	\$97,750	\$126,000	-22.4%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	4	0	-100.0%	11	3	266.7%
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	7	5	40.0%			
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	3	3	100.0%	9	7	28.6%
Units Sold	3	0	100.0%	4	0	100.0%
Sales Dollars	\$1,549,000	\$0	100.0%	\$1,859,000	\$0	100.0%
List/Sell Ratio	91.42%	0.00%		90.77%	0.00%	
Days to Sell	369	0	0.0%	97	0	100.0%
Active Inventory	12	13	-7.7%			
Average Price	\$516,333	\$0	100.0%	\$464,750	\$0	100.0%
Median Price	\$440,000	\$0	100.0%	\$375,000	\$0	100.0%
IC&I						
Units Listed	3	4	-25.0%	28	20	40.0%
Units Sold	2	1	100.0%	9	3	200.0%
Sales Dollars	\$427,000	\$233,738	82.7%	\$2,372,692	\$633,738	274.4%
List/Sell Ratio	92.03%	103.88%		96.88%	88.17%	
Days to Sell	334	42	695.2%	210	307	-31.6%
Active Inventory	39	32	21.9%			
Average Price	\$213,500	\$233,738	-8.7%	\$263,632	\$211,246	24.8%
Median Price	\$213,500	\$233,738	-8.7%	\$200,000	\$233,738	-14.4%
IC&I Land						
Units Listed	4	0	100.0%	20	18	11.1%
Units Sold	0	2	-100.0%	6	4	50.0%
Sales Dollars	\$0	\$369,800	-100.0%	\$2,120,000	\$699,700	203.0%
List/Sell Ratio	0.00%	117.96%		86.87%	103.80%	
Days to Sell	0	667	100.0%	501	460	8.9%
Active Inventory	43	59	-27.1%			
Average Price	\$0	\$184,900	-100.0%	\$353,333	\$174,925	102.0%
Median Price	\$0	\$184,900	-100.0%	\$245,000	\$184,900	32.5%
Lots						
Units Listed	30	21	42.9%	187	166	12.7%
Units Sold	24	16	50.0%	96	57	68.4%
Sales Dollars	\$985,100	\$717,400	37.3%	\$4,403,750	\$2,210,606	99.2%
List/Sell Ratio	90.67%	86.64%		91.84%	87.91%	
Days to Sell	325	524	-38.0%	270	521	-48.2%
Active Inventory	280	407	-31.2%			
Average Price	\$41,046	\$44,838	-8.5%	\$45,872	\$38,783	18.3%
Median Price	\$37,950	\$40,000	-5.1%	\$43,300	\$38,000	13.9%
Leases						
Units Listed	1	1	0.0%	10	19	-47.4%
Units Sold	0	0	0.0%	2	2	0.0%
Sales Dollars	\$0	\$0	0.0%	\$207,011	\$178,091	16.2%
List/Sell Ratio	0.00%	0.00%		95.45%	0.00%	
Days to Sell	0	0	0.0%	407	572	-100.0%
Active Inventory	17	29	-41.4%			
Average Price	\$0	\$0	0.0%	\$103,506	\$89,046	16.2%
Median Price	\$0	\$0	0.0%	\$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	2	5	100.0%	9	19	-52.6%
Units Sold	4	1	0.0%	14	7	100.0%
Sales Dollars	\$369,500	\$116,000	218.5%	\$1,619,000	\$831,350	94.7%
List/Sell Ratio	82.48%	95.15%		80.55%	84.50%	
Days to Sell	1845	381	100.0%	1486	180	725.6%
Active Inventory	12	37	-67.6%			
Average Price	\$92,375	\$116,000	-20.4%	\$115,643	\$118,764	-2.6%
Median Price	\$48,000	\$116,000	-58.6%	\$64,000	\$105,500	-39.3%
Multi-Family						
Units Listed	2	1	100.0%	10	6	66.7%
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	11	10	10.0%			
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	17	-5.9%	95	85	11.8%
Units Sold	15	8	87.5%	56	34	64.7%
Sales Dollars	\$671,200	\$308,650	117.5%	\$2,085,250	\$1,061,850	96.4%
List/Sell Ratio	84.48%	81.47%		85.80%	85.85%	
Days to Sell	112	231	-51.5%	138	152	-9.2%
Active Inventory	67	84	-20.2%			
Average Price	\$44,747	\$38,581	16.0%	\$37,237	\$31,231	19.2%
Median Price	\$32,000	\$31,950	0.2%	\$29,500	\$26,250	12.4%
Recreational Property						
Units Listed	2	6	-66.7%	11	16	-31.3%
Units Sold	1	0	100.0%	5	3	66.7%
Sales Dollars	\$300,000	\$0	100.0%	\$1,026,103	\$374,900	173.7%
List/Sell Ratio	101.69%	0.00%		98.90%	95.53%	
Days to Sell	594	0	100.0%	299	317	-5.7%
Active Inventory	15	0	0.0%			
Average Price	\$300,000	\$0	100.0%	\$205,221	\$124,967	64.2%
Median Price	\$300,000	\$0	100.0%	\$131,500	\$82,500	59.4%
Residential						
Units Listed	84	68	23.5%	415	396	4.8%
Units Sold	52	54	-3.7%	278	207	34.3%
Sales Dollars	\$9,165,984	\$8,370,500	9.5%	\$47,331,947	\$32,119,300	47.4%
List/Sell Ratio	96.05%	94.51%		95.71%	93.60%	
Days to Sell	146	87	67.8%	139	129	7.8%
Active Inventory	263	378	-30.4%			
Average Price	\$176,269	\$155,009	13.7%	\$170,259	\$155,166	9.7%
Median Price	\$162,000	\$148,950	8.8%	\$160,500	\$149,000	7.7%
Residential (Waterfront)						
Units Listed	5	2	150.0%	39	31	25.8%
Units Sold	9	3	200.0%	31	15	106.7%
Sales Dollars	\$3,214,900	\$1,712,000	87.8%	\$11,366,050	\$5,724,900	98.5%
List/Sell Ratio	96.60%	100.63%		94.36%	93.76%	
Days to Sell	53	398	-86.7%	138	212	-34.9%
Active Inventory	32	70	-54.3%			
Average Price	\$357,211	\$570,667	-37.4%	\$366,647	\$381,660	-3.9%
Median Price	\$360,000	\$420,000	-14.3%	\$338,000	\$365,000	-7.4%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Timeshares						
Units Listed	1	0	0.0%	1	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						
Units Listed	227	184	23.4%	1170	1051	11.3%
Units Sold	164	115	42.6%	664	474	40.1%
Sales Dollars	\$32,656,514	\$19,950,988	63.7%	\$112,608,883	\$69,692,777	61.6%
List/Sell Ratio	93.85%	92.08%		92.72%	91.45%	
Days to Sell	184	298	-38.3%	196	244	-19.7%
Active Inventory	1178	1506	-21.8%			

**Shuswap Residential Listing/Sales Analysis
June 30, 2004**

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 150000	27	149	20	112
150001 to 180000	12	78	10	63
180001 to 210000	14	61	6	36
210001 to 240000	10	57	4	32
240001 to 270000	9	31	4	15
270001 to 300000	4	11	1	7
300001 to 330000	2	10	3	7
330001 to 360000	4	7	0	1
360001 to 390000	0	4	2	3
390001 to 420000	1	3	0	0
420001 to 450000	0	1	0	0
450001 to 480000	0	1	0	0
480001 and over	1	3	0	0
Totals	84	416	50	276

Shuswap Division Lot Listing/Sales Analysis

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 40000	15	68	17	49
40001 to 60000	1	104	10	39
60001 to 80000	6	29	5	29
80001 to 100000	1	14	0	4
100001 to 120000	3	9	1	2
120001 to 140000	4	12	0	3
140001 to 160000	3	14	1	1
160001 and over	6	31	5	11
Totals	39	281	39	138