

SHUSWAP DIVISION
MONTHLY STATISTICS

FOR

July 1 - 31, 2002

SHUSWAP DIVISION

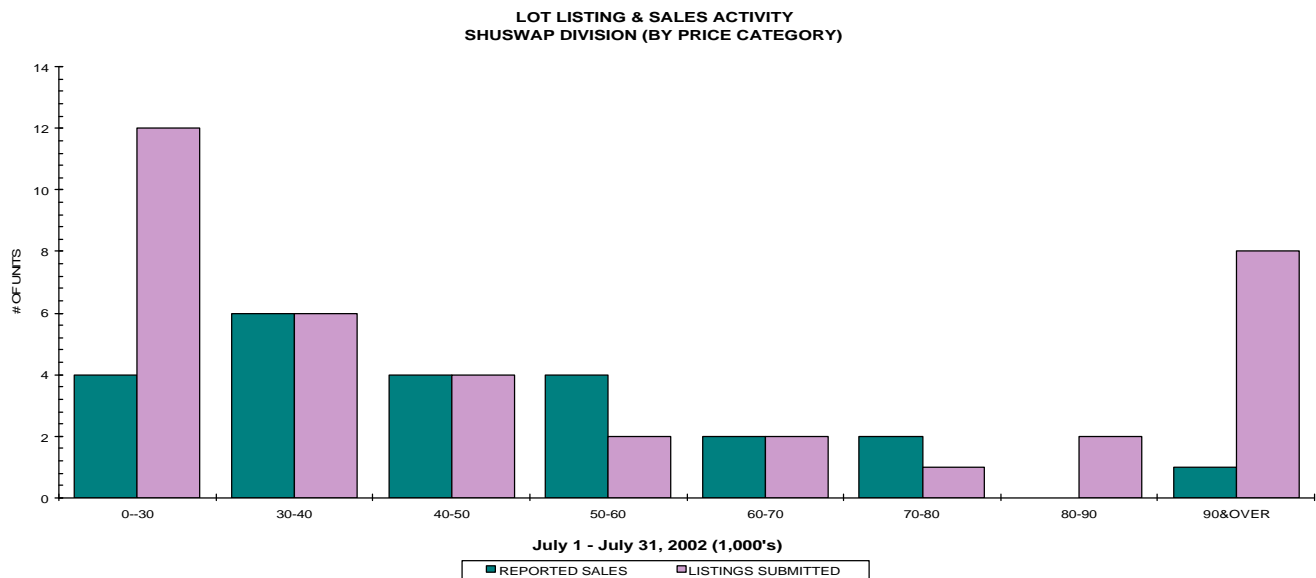
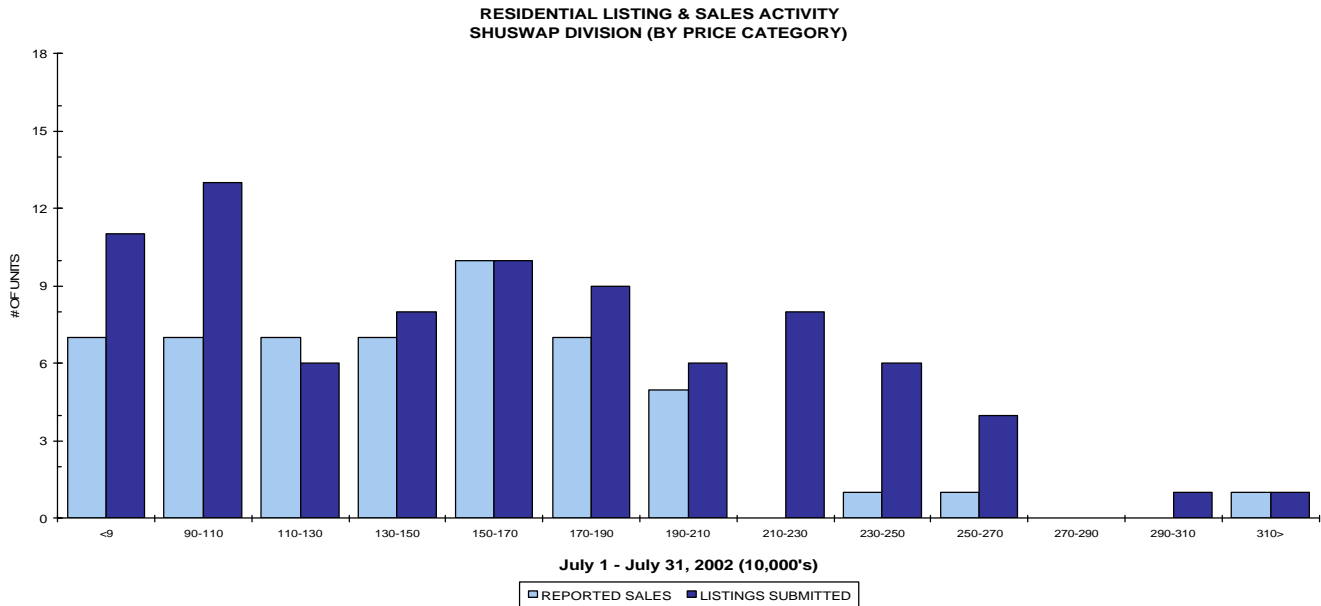
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July 2002

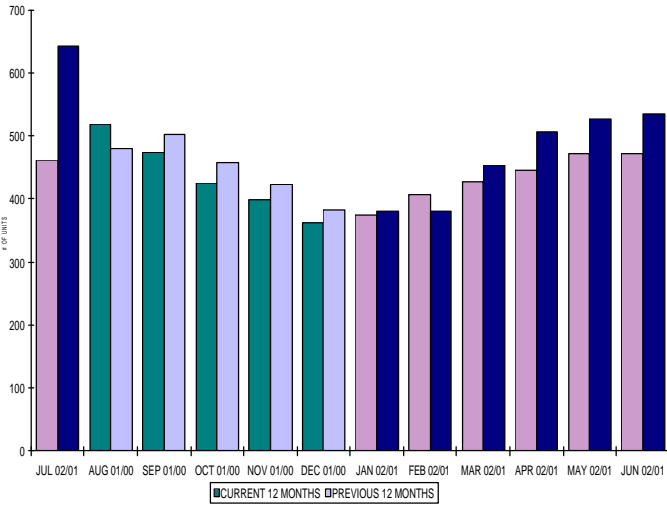
QUICK SUMMARY

	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	# of Units	\$ Value	# of Units	\$ Value	Listings Taken	Inventory
July 2002	109	\$13,853,200	53	\$7,806,300	205	1,721
June 2002	101	\$13,337,450	44	\$6,839,200	219	1,769
July 2001	90	\$12,165,150	42	\$6,166,250	267	1,992

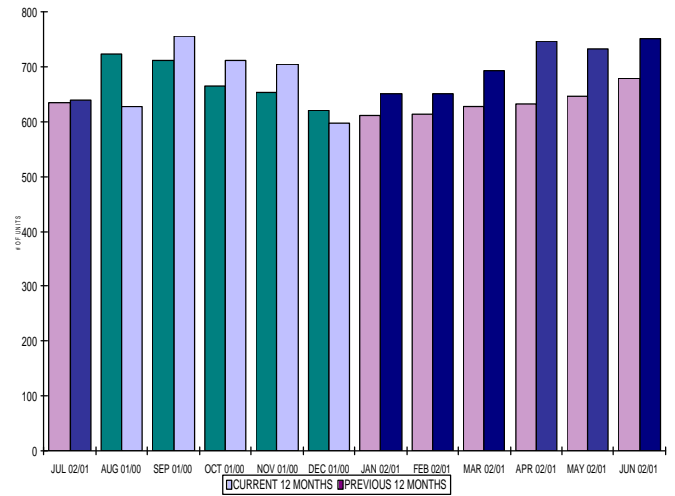
The average of listings-per-licensee is 25.7



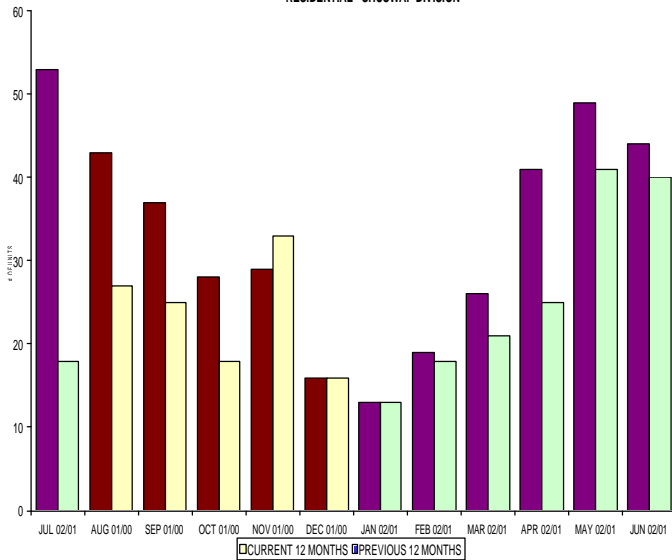
INVENTORY OF ACTIVE LISTINGS
RESIDENTIAL - SHUSWAP DIVISION



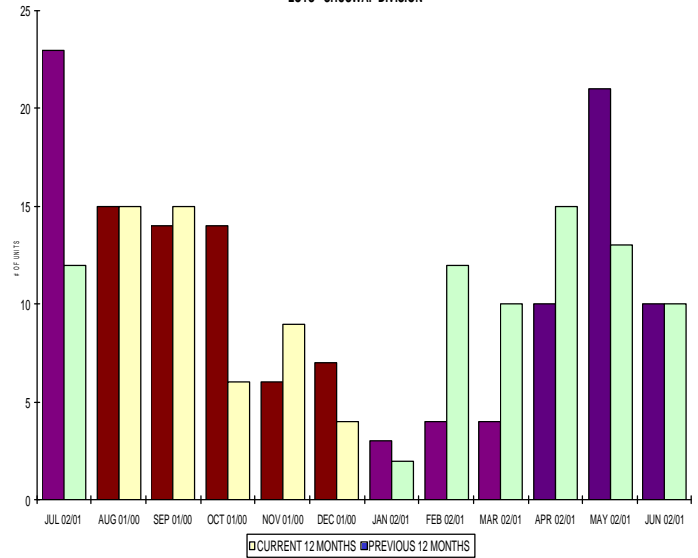
INVENTORY OF ACTIVE LISTINGS
LOTS - SHUSWAP DIVISION



NUMBER OF UNITS SOLD
RESIDENTIAL - SHUSWAP DIVISION



NUMBER OF UNITS SOLD
LOTS - SHUSWAP DIVISION



SHUSWAP DIVISION

July 2002

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	4	12	122	1.98%	289
ACREAGE/HOUSE	13	26	186	6.99%	128
LOTS	19	25	513	3.70%	447
RESIDENTIAL	53	83	461	11.50%	132
AVERAGE HOUSE PRICE \$147,289			MEDIAN HOUSE PRICE \$148,500		

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

**COMPARATIVE ACTIVITY BY ZONE AS AT
July 31, 2002**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ZONE CO						
TOTALS						
Units Listed	736	719	2.4%	5081	4920	3.3%
Units Sold	451	347	30.0%	3093	2113	46.4%
Sales Dollars	\$92,176,595	\$60,497,726	52.4%	\$564,587,382	\$355,111,085	59.0%
List/Sell Ratio	95.69	94.09		95.13	93.60	
Days to Sell	82	106	-22.6%	98	113	-13.3%
Active Listings	2830					
ZONE NO						
TOTALS						
Units Listed	353	321	10.0%	2349	2349	0.0%
Units Sold	177	162	9.3%	1124	932	20.6%
Sales Dollars	\$30,871,637	\$21,244,534	45.3%	\$175,847,714	\$133,350,013	31.9%
List/Sell Ratio	93.61	91.14		92.64	90.56	
Days to Sell	154	168	-8.3%	160	164	-2.4%
Active Listings	2053					
ZONE SH						
TOTALS						
Units Listed	205	257	-20.2%	1357	1526	-11.1%
Units Sold	109	89	22.5%	507	434	16.8%
Sales Dollars	\$13,853,200	\$12,128,151	14.2%	\$68,871,517	\$59,199,536	16.3%
List/Sell Ratio	91.72	90.13		90.2	88.76	
Days to Sell	245	187	31.0%	220	220	0.0%
Active Listings	1721					
ZONE OB						
TOTALS						
Units Listed	15	25	-40.0%	140	114	22.8%
Units Sold	4	2	100.0%	16	14	14.3%
Sales Dollars	\$567,850	\$595,000	-4.6%	\$3,801,551	\$5,057,000	-24.8%
List/Sell Ratio	90.59	81.61		88.81	84.39	
Days to Sell	201	104	93.3%	158	126	25.4%
Active Listings	138					
GRAND TOTALS						
Units Listed	1309	1322	-1.0%	8927	8909	0.2%
Units Sold	741	600	23.5%	4740	3493	35.7%
Sales Dollars	\$137,469,282	\$94,465,411	45.5%	\$813,108,164	\$552,717,634	47.1%
List/Sell Ratio	94.26	91.40		93.77	91.51	
Days to Sell	111	140	-20.7%	125	144	-13.2%
Active Listings	6742					

LICENSEES
June 30, 2002

	TOTAL NUMBER OF LICENSEES July 31/02	TOTAL NUMBER OF LICENSEES July 31/01	CHANGE BY NUMBER	CHANGE BY %
ALL DIVISIONS	691	677	14	2.07%
CENTRAL OK DIV.	439	422	17	4.03%
NORTH OK DIV.	185	184	1	0.54%
SHUSWAP DIV.	67	71	-4	-5.63%
CURRENT MEMBERSHIP				
AGENT LICENSEES	73			
SALESPERSONS	551			
PROPERTY MANAGEMENT	9			
9:15 LICENCEE MEMBER	58			
EXEMPTION MEMBER	0			
TOTALS	691			

COMPARATIVE ACTIVITY BY PROPERTY TYPE

July 31, 2002

SHUSWAP

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage							
	UNITS LISTED	12	10	20.0%	72	69	4.3%
	UNITS SOLD	4	1	300.0%	11	11	0.0%
	SALES DOLLARS	\$313,500	\$149,000	110.4%	\$953,000	\$786,500	21.2%
	LIST/SELL RATIO	86.07	93.71		80.23	82.94	85.7%
	DAYS TO SELL	289	491	-41.1%	256	248	3.2%
	ACTIVE INVENTORY	122					
	AVERAGE PRICE	\$78,375	\$149,000	-47.4%	\$86,636	\$71,500	21.2%
	MEDIAN PRICE	\$71,000	\$149,000	-52.3%	\$67,000	\$59,000	13.6%
Acreage with House							
	UNITS LISTED	26	32	-18.8%	172	165	4.2%
	UNITS SOLD	13	14	-7.1%	61	50	22.0%
	SALES DOLLARS	\$2,531,000	\$2,517,500	0.5%	\$12,138,800	\$8,649,000	40.3%
	LIST/SELL RATIO	90.99	87.73		90.03	89.59	
	DAYS TO SELL	128	267	-52.1%	177	226	-21.7%
	ACTIVE INVENTORY	186					
	AVERAGE PRICE	\$194,692	\$179,821	8.3%	\$198,997	\$172,980	15.0%
	MEDIAN PRICE	\$215,000	\$171,250	25.5%	\$182,000	\$166,250	9.5%
Acreage (Waterfront)							
	UNITS LISTED	0	3	-100.0%	7	11	-36.4%
	UNITS SOLD	0	0	0.0%	3	2	50.0%
	SALES DOLLARS	\$0	\$0	0.0%	\$553,101	\$285,000	94.1%
	LIST/SELL RATIO	0.00	0.00		62.56	89.96	
	DAYS TO SELL	0	0	0.0%	201	92	118.5%
	ACTIVE INVENTORY	14					
	AVERAGE PRICE	\$0	\$0	0.0%	\$184,367	\$142,500	29.4%
	MEDIAN PRICE	\$0	\$0	0.0%	\$69,500	\$142,500	-51.2%
Business							
	UNITS LISTED	6	6	0.0%	40	66	-39.4%
	UNITS SOLD	0	1	-100.0%	5	11	-54.5%
	SALES DOLLARS	\$0	\$775,000	-100.0%	\$2,613,600	\$3,365,900	-22.4%
	LIST/SELL RATIO	0.00	64.58		82.62	83.11	
	DAYS TO SELL	0	299	-100.0%	206	193	6.7%
	ACTIVE INVENTORY	56					
	AVERAGE PRICE	\$0	\$775,000	-100.0%	\$522,720	\$305,991	70.8%
	MEDIAN PRICE	\$0	\$197,500	-100.0%	\$405,000	\$225,000	80.0%
Condo (Townhouse)							
	UNITS LISTED	4	5	-20.0%	35	50	-30.0%
	UNITS SOLD	1	5	-80.0%	14	29	-51.7%
	SALES DOLLARS	\$125,500	\$786,000	-84.0%	\$1,744,000	\$3,842,085	-54.6%
	LIST/SELL RATIO	96.61	92.66		95.85	93.39	
	DAYS TO SELL	865	287	201.4%	358	278	28.8%
	ACTIVE INVENTORY	36					
	AVERAGE PRICE	\$125,500	\$157,200	-20.2%	\$124,571	\$132,486	-6.0%
	MEDIAN PRICE	\$125,500	\$127,000	-1.2%	\$120,750	\$124,000	-2.6%

COMPARATIVE ACTIVITY BY PROPERTY TYPE

July 31, 2002

SHUSWAP

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Condo (Apt)							
	UNITS LISTED	1	23	-95.7%	34	45	-24.4%
	UNITS SOLD	1	0	100.0%	23	12	91.7%
	SALES DOLLARS	\$195,000	\$0	100.0%	\$1,934,900	\$1,071,150	80.6%
	LIST/SELL RATIO	99.74	0.00		94.38	91.97	
	DAYS TO SELL	246	0	100.0%	232	332	-30.1%
	ACTIVE INVENTORY	45					
	AVERAGE PRICE	\$195,000	\$0	100.0%	\$84,126	\$89,263	-5.8%
	MEDIAN PRICE	\$195,000	\$0	100.0%	\$70,000	\$81,500	-14.1%
Duplex							
	UNITS LISTED	3	1	-100.0%	5	10	-50.0%
	UNITS SOLD	0	0	0.0%	0	2	-100.0%
	SALES DOLLARS	\$0	\$0	0.0%	\$0	\$214,500	-100.0%
	LIST/SELL RATIO	0.00	0.00		0.00	81.92	
	DAYS TO SELL	0	0	0.0%	0	620	-100.0%
	ACTIVE INVENTORY	7					
	AVERAGE PRICE	\$0	\$0	0.0%	\$0	\$107,250	-100.0%
	MEDIAN PRICE	\$0	\$0	0.0%	\$0	\$107,250	-100.0%
Farms							
	UNITS LISTED	3	3	0.0%	18	12	50.0%
	UNITS SOLD	1	0	100.0%	2	2	0.0%
	SALES DOLLARS	\$215,000	\$0	100.0%	\$565,000	\$1,730,000	-67.3%
	LIST/SELL RATIO	71.90	0.00		57.85	102.59	
	DAYS TO SELL	63	0	100.0%	215	246	-12.6%
	ACTIVE INVENTORY	29					
	AVERAGE PRICE	\$215,000	\$0	100.0%	\$282,500	\$865,000	-67.3%
	MEDIAN PRICE	\$215,000	\$0	100.0%	\$282,500	\$865,000	-67.3%
IC&I							
	UNITS LISTED	1	1	0.0%	17	21	-19.0%
	UNITS SOLD	1	0	100.0%	3	2	50.0%
	SALES DOLLARS	\$265,000	\$0	100.0%	\$444,300	\$345,000	28.8%
	LIST/SELL RATIO	67.94	0.00		86.89	87.19	
	DAYS TO SELL	307	0	100.0%	166	214	-22.4%
	ACTIVE INVENTORY	28					
	AVERAGE PRICE	\$265,000	\$0	100.0%	\$148,100	\$172,500	-14.1%
	MEDIAN PRICE	\$265,000	\$0	100.0%	\$103,050	\$172,500	-40.3%
IC&I Land							
	UNITS LISTED	14	7	100.0%	31	27	14.8%
	UNITS SOLD	2	0	100.0%	5	2	150.0%
	SALES DOLLARS	\$155,000	\$0	100.0%	\$596,500	\$707,500	-15.7%
	LIST/SELL RATIO	86.11	0.00		91.37	90.85	
	DAYS TO SELL	558	0	100.0%	447	219	104.1%
	ACTIVE INVENTORY	57					
	AVERAGE PRICE	\$77,500	\$0	100.0%	\$119,300	\$353,750	-66.3%
	MEDIAN PRICE	\$77,500	\$0	100.0%	\$113,000	\$353,750	-68.1%

COMPARATIVE ACTIVITY BY PROPERTY TYPE

July 31, 2002

SHUSWAP

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots						
UNITS LISTED	24	37	-35.1%	182	257	-29.2%
UNITS SOLD	18	15	20.0%	52	51	2.0%
SALES DOLLARS	\$752,000	\$289,000	160.2%	\$2,346,500	\$1,688,750	38.9%
LIST/SELL RATIO	94.82	86.55		87.95	84.64	
DAYS TO SELL	447	172	159.9%	417	273	52.7%
ACTIVE INVENTORY	457					
AVERAGE PRICE	\$41,778	\$19,267	116.8%	\$45,125	\$33,113	36.3%
MEDIAN PRICE	\$41,500	\$16,000	159.4%	\$43,750	\$28,500	53.5%
Leases						
UNITS LISTED	0	0	0.0%	6	9	-33.3%
UNITS SOLD	0	1	-100.0%	5	1	400.0%
SALES DOLLARS	\$0	\$1	0.0%	\$13	\$1	1200.0%
LIST/SELL RATIO	0.00	100.00		110.54	100.00	
DAYS TO SELL	0	341	-100.0%	264	341	-22.6%
ACTIVE INVENTORY	17					
AVERAGE PRICE	\$0	\$1	-100.0%	\$3	\$1	160.0%
MEDIAN PRICE	\$0	\$1	-100.0%	\$1	\$1	0.0%
Lots (Waterfront)						
UNITS LISTED	1	4	-75.0%	13	27	-51.9%
UNITS SOLD	1	0	100.0%	7	4	75.0%
SALES DOLLARS	\$30,500	\$0	100.0%	\$812,500	\$675,500	20.3%
LIST/SELL RATIO	67.92	0.00		82.48	85.40	
DAYS TO SELL	0	0	100.0%	423	572	-26.0%
ACTIVE INVENTORY	42					
AVERAGE PRICE	\$30,500	\$0	100.0%	\$116,071	\$168,875	-31.3%
MEDIAN PRICE	\$30,500	\$0	100.0%	\$122,500	\$194,000	-36.9%
Multi-Family						
UNITS LISTED	0	2	-100.0%	7	13	-46.2%
UNITS SOLD	1	0	100.0%	2	1	100.0%
SALES DOLLARS	\$310,000	\$0	100.0%	\$525,000	\$273,000	92.3%
LIST/SELL RATIO	79.48	0.00		81.24	92.54	
DAYS TO SELL	258	0	100.0%	472	1041	-54.7%
ACTIVE INVENTORY	8					
AVERAGE PRICE	\$310,000	\$0	100.0%	\$262,500	\$273,000	-3.8%
MEDIAN PRICE	\$310,000	\$0	100.0%	\$262,500	\$273,000	-3.8%
Mobile Homes						
UNITS LISTED	15	17	-11.8%	92	108	-14.8%
UNITS SOLD	7	4	75.0%	37	29	27.6%
SALES DOLLARS	\$280,900	\$147,500	90.4%	\$1,211,300	\$889,750	36.1%
LIST/SELL RATIO	82.49	91.24		80.62	83.78	
DAYS TO SELL	227	100	127.0%	250	127	96.9%
ACTIVE INVENTORY	84					
AVERAGE PRICE	\$40,129	\$36,875	8.8%	\$32,738	\$30,681	6.7%
MEDIAN PRICE	\$43,000	\$38,750	11.0%	\$32,900	\$28,000	17.5%

COMPARATIVE ACTIVITY BY PROPERTY TYPE

July 31, 2002

SHUSWAP

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Residential							
	UNITS LISTED	83	93	-10.8%	552	550	0.4%
	UNITS SOLD	53	42	26.2%	240	199	20.6%
	SALES DOLLARS	\$7,806,300	\$6,166,250	26.6%	\$34,311,029	\$27,651,700	24.1%
	LIST/SELL RATIO	94.01	93.23		93.01	91.51	
	DAYS TO SELL	132	108	22.2%	165	156	5.8%
	ACTIVE INVENTORY	461					
	AVERAGE PRICE	\$147,289	\$146,815	0.3%	\$142,963	\$138,953	2.9%
	MEDIAN PRICE	\$148,500	\$148,000	0.3%	\$144,650	\$135,500	6.8%
Residential (Waterfront)							
	UNITS LISTED	12	13	-7.7%	74	86	-14.0%
	UNITS SOLD	6	6	0.0%	37	26	42.3%
	SALES DOLLARS	\$873,500	\$1,297,900	-32.7%	\$8,121,974	\$7,024,200	15.6%
	LIST/SELL RATIO	89.48	92.30		87.63	91.71	
	DAYS TO SELL	351	251	39.8%	219	169	29.6%
	ACTIVE INVENTORY	72					
	AVERAGE PRICE	\$145,583	\$216,317	-32.7%	\$219,513	\$270,162	-18.7%
	MEDIAN PRICE	\$127,000	\$242,450	-47.6%	\$225,000	\$265,000	-15.1%
SHUSWAP TOTALS							
	UNITS LISTED	205	257	-20.2%	1357	1526	-11.1%
	UNITS SOLD	109	89	22.5%	507	434	16.8%
	SALES DOLLARS	\$13,853,200	\$12,128,151	14.2%	\$68,871,517	\$59,199,536	16.3%
	LIST/SELL RATIO	91.72	90.13		90.20	88.76	
	DAYS TO SELL	245	187	31.0%	220	220	0.0%
	ACTIVE INVENTORY	1721					

RESIDENTIAL LISTING / SALES ANALYSIS

July 31, 2002

SHUSWAP

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 90000	11	56	7	31
90001 to 110000	13	58	7	26
110001 to 130000	6	80	7	35
130001 to 150000	8	84	7	53
150001 to 170000	10	70	10	38
170001 to 190000	9	77	7	26
190001 to 210000	6	29	5	17
210001 to 230000	8	30	0	7
230001 to 250000	6	21	1	3
250001 to 270000	4	14	1	2
270001 to 290000	0	9	0	1
290001 to 310000	1	6	0	0
310001 and over	1	16	1	1
	83	550	53	240

LOT LISTING / SALES ANALYSIS

July 31, 2002

SHUSWAP

	Mthly Listings	YTD Listings		Mthly Sales	YTD Sales
Range	Total	Total		Total	Total
0 to 30000	12	67		4	15
30001 to 40000	6	41		6	13
40001 to 50000	4	51		4	11
50001 to 60000	2	23		4	6
60001 to 70000	2	16		2	13
70001 to 80000	1	15		2	4
80001 to 90000	2	6		0	0
90001 and over	8	55		1	11
	37	274		23	73