

SHUSWAP DIVISION MONTHLY STATISTICS

FOR

July 1 - 31, 2003

SHUSWAP DIVISION

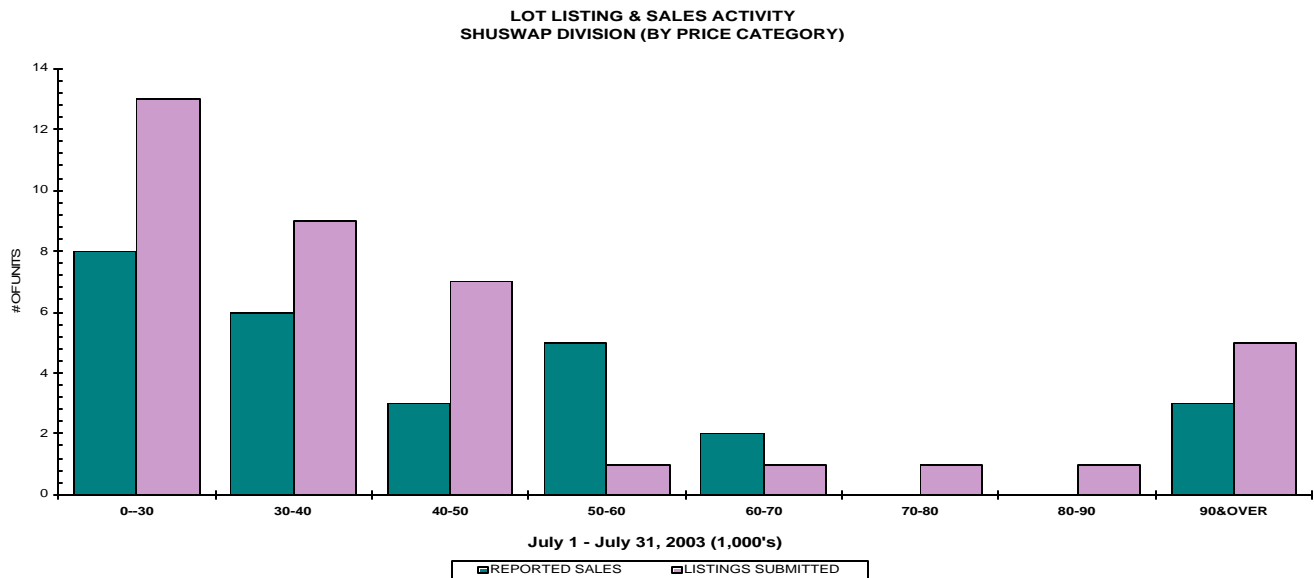
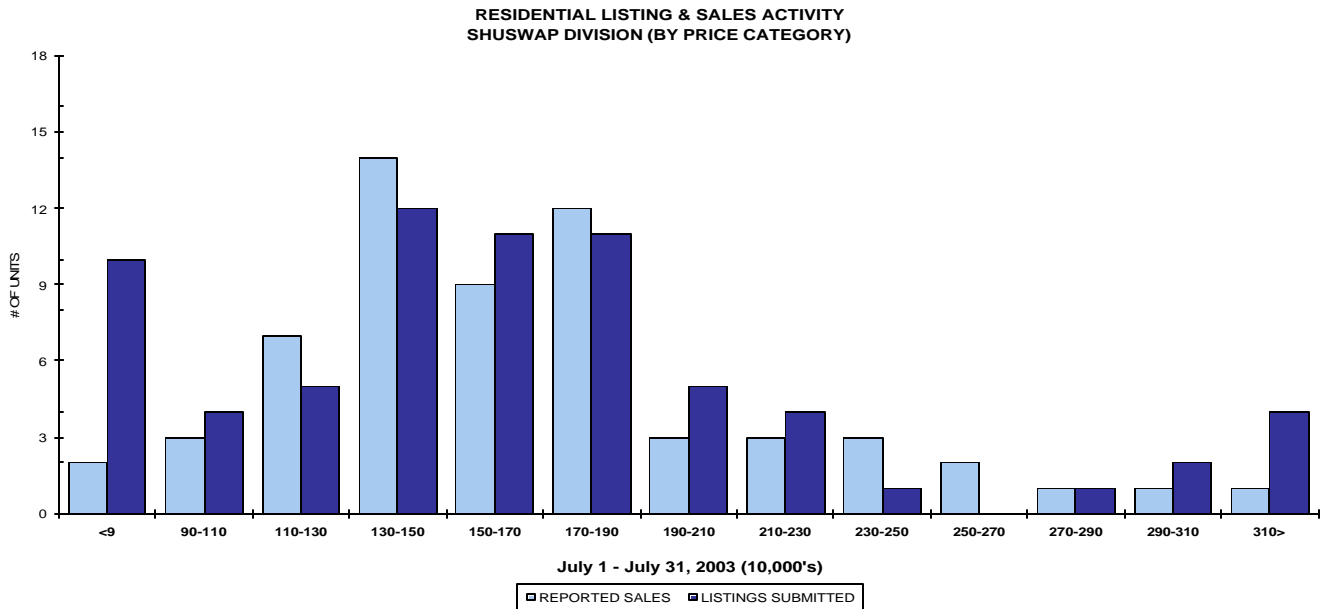
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July 2003

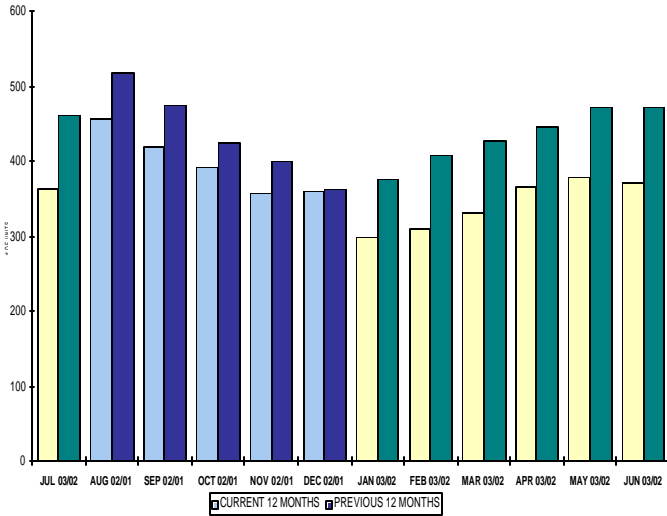
QUICK SUMMARY

	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	# of Units	\$ Value	# of Units	\$ Value	Listings Taken	Inventory
July 2003	130	\$22,162,517	62	\$10,568,717	187	1,451
June 2003	118	\$19,197,789	54	\$7,715,100	186	1,504
July 2002	109	\$13,853,200	53	\$7,806,300	205	1,721

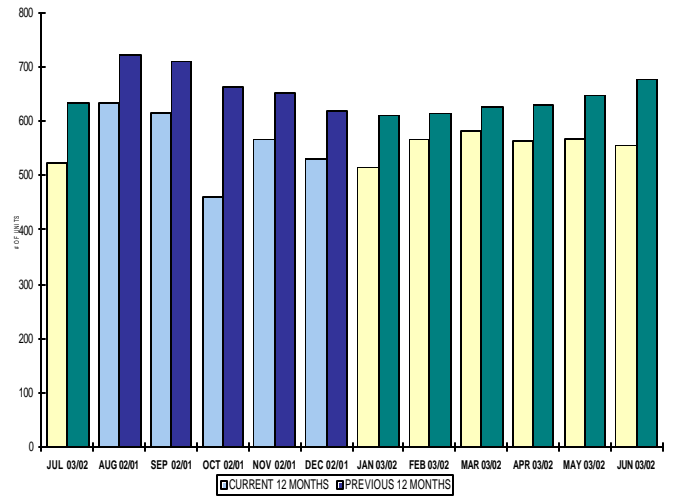
The average of listings-per-licensee is 21.0



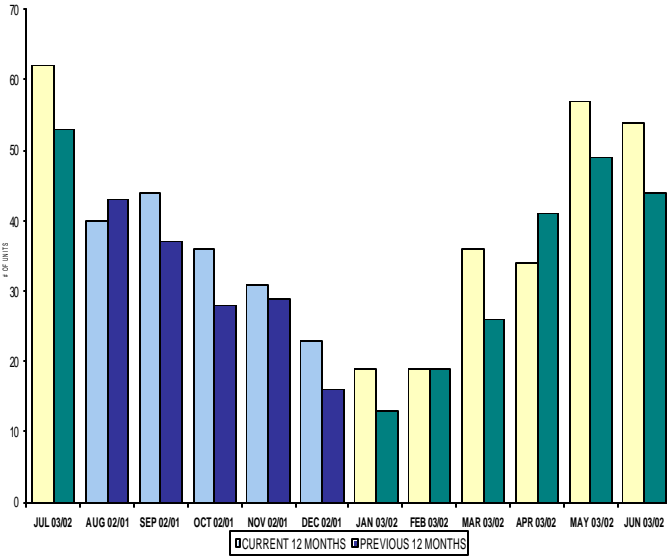
INVENTORY OF ACTIVE LISTINGS
RESIDENTIAL - SHUSWAP DIVISION



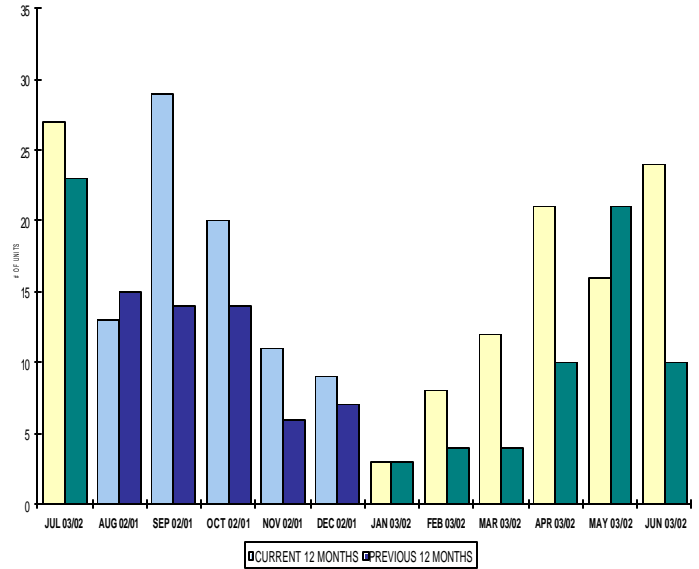
INVENTORY OF ACTIVE LISTINGS
LOTS - SHUSWAP DIVISION



NUMBER OF UNITS SOLD
RESIDENTIAL - SHUSWAP DIVISION



NUMBER OF UNITS SOLD
LOTS - SHUSWAP DIVISION



SHUSWAP DIVISION

July 2003

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	1	8	108	0.93%	145
ACREAGE/HOUSE	11	22	151	7.28%	138
LOTS	26	30	416	6.25%	251
RESIDENTIAL	62	76	364	17.03%	139
AVERAGE HOUSE PRICE \$170,463			MEDIAN HOUSE PRICE \$162,875		

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

**COMPARATIVE ACTIVITY BY ZONE AS AT
July 31, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ZONE CO TOTALS						
Units Listed	684	747	-8.43%	4818	5159	-6.61%
Units Sold	520	471	10.40%	3096	3168	-2.27%
Sales Dollars	\$117,656,689	\$96,661,895	21.72%	\$642,901,321	\$580,856,832	10.68%
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	2386	2792	-14.54%			
ZONE NO TOTALS						
Units Listed	377	356	5.90%	2334	2413	-3.27%
Units Sold	263	184	42.93%	1408	1164	20.96%
Sales Dollars	\$44,529,085	\$31,685,819	40.53%	\$234,610,741	\$181,504,595	29.26%
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	1649	1968	-16.21%			
ZONE SH TOTALS						
Units Listed	187	205	-8.78%	1226	1346	-8.92%
Units Sold	130	107	21.50%	614	503	22.07%
Sales Dollars	\$22,162,517	\$13,782,700	60.80%	\$89,027,694	\$68,767,011	29.46%
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	1451	1586	-8.51%			
ZONE OB TOTALS						
Units Listed	16	17	-5.88%	120	145	-17.24%
Units Sold	1	3	-66.67%	18	15	20.00%
Sales Dollars	\$167,000	\$471,250	-64.56%	\$13,117,600	\$3,704,951	254.06%
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	151	146	3.42%			
GRAND TOTALS						
Units Listed	1264	1325	-4.60%	8498	9063	-6.23%
Units Sold	914	765	19.48%	5136	4850	5.90%
Sales Dollars	\$184,515,291	\$142,601,664	29.39%	\$979,657,356	\$834,833,389	17.35%
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	5637	6492	-13.17%			

LICENSEES
July 31, 2003

	TOTAL NUMBER OF LICENSEES July 31/03	TOTAL NUMBER OF LICENSEES July 31/02	CHANGE BY NUMBER	CHANGE BY %
ALL DIVISIONS	780	691	89	12.88%
CENTRAL OK DIV.	498	439	59	13.44%
NORTH OK DIV.	214	185	29	15.68%
SHUSWAP DIV.	68	67	1	1.49%
CURRENT MEMBERSHIP				
AGENT LICENSEES	71			
SALESPERSONS	638			
PROPERTY MANAGEMENT	9			
9:15 LICENCEE MEMBER	60			
EXEMPTION MEMBER	2			
TOTALS	780			

**Shuswap Division Comparative Activity By Property Type
July 31, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	8	10	-20.0%	63	68	-7.4%
Units Sold	1	4	-75.0%	21	11	90.9%
Sales Dollars	\$39,100	\$313,500	-87.5%	\$2,164,800	\$953,000	127.2%
List/Sell Ratio	87.08%	86.07%	1.2%	85.62%	89.15%	-4.0%
Days to Sell	145	289	100.0%	405	256	58.2%
Active Inventory	108	122	-11.5%			
Average Price	\$39,100	\$78,375	-50.1%	\$103,086	\$86,636	19.0%
Median Price	\$39,100	\$71,000	-44.9%	\$74,500	\$67,000	11.2%
Acreage with House						
Units Listed	22	25	-12.0%	149	168	-11.3%
Units Sold	11	13	-15.4%	79	61	29.5%
Sales Dollars	\$2,839,400	\$2,531,000	12.2%	\$17,197,342	\$12,138,800	41.7%
List/Sell Ratio	92.09%	90.99%	1.2%	91.67%	91.56%	0.1%
Days to Sell	138	128	7.8%	212	177	19.8%
Active Inventory	151	186	-18.8%			
Average Price	\$258,127	\$194,692	32.6%	\$217,688	\$198,997	9.4%
Median Price	\$195,000	\$215,000	-9.3%	\$185,000	\$182,000	1.6%
Acreage (Waterfront)						
Units Listed	0	0	0.0%	4	7	-42.9%
Units Sold	1	0	100.0%	3	3	0.0%
Sales Dollars	\$66,600	\$0	100.0%	\$326,850	\$553,101	-40.9%
List/Sell Ratio	88.91%	0.00%	100.0%	89.25%	81.07%	10.1%
Days to Sell	134	0	100.0%	423	201	110.4%
Active Inventory	8	14	100.0%			
Average Price	\$66,600	\$0	100.0%	\$108,950	\$184,367	-40.9%
Median Price	\$66,600	\$0	100.0%	\$120,000	\$69,500	72.7%
Business						
Units Listed	10	7	42.9%	34	42	-19.0%
Units Sold	2	0	100.0%	7	5	40.0%
Sales Dollars	\$1,125,000	\$0	100.0%	\$3,399,500	\$2,613,600	30.1%
List/Sell Ratio	58.84%	0.00%	100.0%	78.67%	82.62%	-4.8%
Days to Sell	448	0	100.0%	626	206	203.9%
Active Inventory	60	56	7.1%			
Average Price	\$562,500	\$0	100.0%	\$485,643	\$522,720	-7.1%
Median Price	\$562,500	\$0	100.0%	\$372,000	\$405,000	-8.1%
Condo (Townhouse)						
Units Listed	7	4	75.0%	21	35	-40.0%
Units Sold	1	3	-66.7%	28	20	40.0%
Sales Dollars	\$248,000	\$423,000	-41.4%	\$3,661,700	\$2,544,500	43.9%
List/Sell Ratio	95.75%	95.27%	0.5%	96.84%	94.67%	2.3%
Days to Sell	168	353	-52.4%	162	349	-53.6%
Active Inventory	28	36	-22.2%			
Average Price	\$248,000	\$141,000	75.9%	\$130,775	\$127,225	2.8%
Median Price	\$248,000	\$145,000	71.0%	\$124,750	\$124,250	0.4%
Condo (Apt)						
Units Listed	2	1	100.0%	25	34	-26.5%
Units Sold	3	1	200.0%	22	23	-4.3%
Sales Dollars	\$415,000	\$195,000	112.8%	\$2,780,750	\$1,934,900	43.7%
List/Sell Ratio	97.16%	99.74%	-2.6%	94.11%	94.38%	-0.3%
Days to Sell	243	246	-1.2%	295	232	27.2%
Active Inventory	28	45	-37.8%			
Average Price	\$138,333	\$195,000	-29.1%	\$126,398	\$84,126	50.2%
Median Price	\$146,000	\$195,000	-25.1%	\$138,450	\$70,000	97.8%

July 31, 2003

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	1	3	-66.7%	4	5	-20.0%
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	5	7	-28.6%			
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	0	3	-100.0%	7	14	-50.0%
Units Sold	1	1	0.0%	1	2	-50.0%
Sales Dollars	\$600,000	\$215,000	179.1%	\$600,000	\$565,000	6.2%
List/Sell Ratio	92.44%	71.90%	28.6%	92.44%	71.90%	28.6%
Days to Sell	1974	63	3033.3%	1974	215	818.1%
Active Inventory	12	29	-58.6%			
Average Price	\$600,000	\$215,000	179.1%	\$600,000	\$282,500	112.4%
Median Price	\$600,000	\$215,000	179.1%	\$600,000	\$282,500	112.4%
IC&I						
Units Listed	2	1	100.0%	21	18	16.7%
Units Sold	1	1	0.0%	4	3	33.3%
Sales Dollars	\$155,000	\$265,000	-41.5%	\$788,738	\$444,300	77.5%
List/Sell Ratio	83.78%	67.94%	23.3%	87.07%	86.89%	0.2%
Days to Sell	216	307	-29.6%	289	166	74.1%
Active Inventory	31	28	10.7%			
Average Price	\$155,000	\$265,000	-41.5%	\$197,185	\$148,100	33.1%
Median Price	\$155,000	\$265,000	-41.5%	\$194,369	\$103,050	88.6%
IC&I Land						
Units Listed	3	15	-80.0%	22	32	-31.3%
Units Sold	1	2	-50.0%	6	5	20.0%
Sales Dollars	\$410,000	\$155,000	164.5%	\$1,160,300	\$596,500	94.5%
List/Sell Ratio	83.84%	86.11%	-2.6%	92.55%	91.37%	1.3%
Days to Sell	1246	558	123.3%	605	447	35.3%
Active Inventory	56	57	-1.8%			
Average Price	\$410,000	\$77,500	429.0%	\$193,383	\$119,300	62.1%
Median Price	\$410,000	\$77,500	429.0%	\$184,900	\$113,000	63.6%
Lots						
Units Listed	29	24	20.8%	195	182	7.1%
Units Sold	23	17	35.3%	78	51	52.9%
Sales Dollars	\$1,023,450	\$735,000	39.2%	\$3,167,056	\$2,329,500	36.0%
List/Sell Ratio	94.00%	96.38%	-2.5%	90.45%	88.33%	2.4%
Days to Sell	403	445	-9.4%	471	416	13.2%
Active Inventory	371	457	-18.8%			
Average Price	\$44,498	\$43,235	2.9%	\$40,603	\$45,676	-11.1%
Median Price	\$38,900	\$43,000	-9.5%	\$39,200	\$44,000	-10.9%
Leases						
Units Listed	2	0	100.0%	21	6	250.0%
Units Sold	1	0	100.0%	3	5	-40.0%
Sales Dollars	\$350	\$0	0.0%	\$6,291	\$7	89771.4%
List/Sell Ratio	0.00%	0.00%	0.0%	0.00%	100.00%	-100.0%
Days to Sell	120	0	0.0%	426	264	61.4%
Active Inventory	24	17	41.2%			
Average Price	\$0	\$0	0.0%	\$2,097	\$1	209600.0%
Median Price	\$350	\$0	0.0%	\$6,291	\$1	629000.0%

**Shuswap Division Comparative Activity By Property Type
July 31, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots (Waterfront)						
Units Listed	1	1	100.0%	20	13	53.8%
Units Sold	2	1	100.0%	9	7	28.6%
Sales Dollars	\$266,600	\$30,500	774.1%	\$1,097,950	\$812,500	35.1%
List/Sell Ratio	89.80%	67.92%	32.2%	85.68%	82.48%	3.9%
Days to Sell	217	0	100.0%	194	423	-54.1%
Active Inventory	37	42	-11.9%			
Average Price	\$133,300	\$0	#DIV/0!	\$121,994	\$116,071	5.1%
Median Price	\$133,300	\$30,500	337.0%	\$105,500	\$122,500	-13.9%
Multi-Family						
Units Listed	0	1	-100.0%	7	9	-22.2%
Units Sold	0	1	-100.0%	1	2	-50.0%
Sales Dollars	\$0	\$310,000	-100.0%	\$120,000	\$525,000	-77.1%
List/Sell Ratio	0.00%	79.48%	-100.0%	93.82%	81.24%	15.5%
Days to Sell	0	258	-100.0%	27	472	
Active Inventory	10	8	25.0%			
Average Price	\$0	\$310,000	-100.0%	\$120,000	\$262,500	-54.3%
Median Price	\$0	\$310,000	-100.0%	\$120,000	\$262,500	-54.3%
Mobile Homes						
Units Listed	16	15	6.7%	101	92	9.8%
Units Sold	9	6	50.0%	39	34	14.7%
Sales Dollars	\$407,900	\$227,400	79.4%	\$1,285,750	\$1,123,800	14.4%
List/Sell Ratio	89.70%	86.98%	3.1%	86.08%	83.10%	3.6%
Days to Sell	204	254	-19.7%	163	261	-37.5%
Active Inventory	93	84	10.7%			
Average Price	\$45,322	\$37,900	19.6%	\$32,968	\$33,053	-0.3%
Median Price	\$44,700	\$37,950	17.8%	\$30,000	\$33,450	-10.3%
Residential						
Units Listed	76	83	-8.4%	497	546	-9.0%
Units Sold	62	53	17.0%	281	240	17.1%
Sales Dollars	\$10,568,717	\$7,806,300	35.4%	\$43,192,867	\$34,311,029	25.9%
List/Sell Ratio	93.98%	94.01%	0.0%	93.54%	93.60%	-0.1%
Days to Sell	139	132	5.3%	141	165	-14.5%
Active Inventory	364	461	-21.0%			
Average Price	\$170,463	\$147,289	15.7%	\$153,711	\$142,963	7.5%
Median Price	\$162,875	\$148,500	9.7%	\$148,000	\$144,650	2.3%
Residential (Waterfront)						
Units Listed	8	12	-33.3%	56	75	-25.3%
Units Sold	11	6	83.3%	31	37	-16.2%
Sales Dollars	\$3,462,900	\$873,500	296.4%	\$10,062,700	\$8,121,974	23.9%
List/Sell Ratio	90.88%	89.48%	1.6%	92.49%	88.92%	4.0%
Days to Sell	274	351	-21.9%	236	219	7.8%
Active Inventory	65	72	-9.7%			
Average Price	\$314,809	\$145,583	116.2%	\$324,603	\$219,513	47.9%
Median Price	\$266,500	\$127,000	109.8%	\$280,000	\$225,000	24.4%
SHUSWAP DIVISION - TOTALS						
Units Listed	187	205	-8.8%	1247	1346	-7.4%
Units Sold	130	109	19.3%	614	509	20.6%
Sales Dollars	\$21,628,017	\$14,080,200	53.6%	\$91,187,594	\$69,567,511	31.1%
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	1451	1721	-15.7%			

Shuswap Residential Listing/Sales Analysis
July 31, 2003

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 90000	10	49	2	42
90001 to 110000	4	37	3	19
110001 to 130000	5	58	7	42
130001 to 150000	12	70	14	42
150001 to 170000	11	73	9	35
170001 to 190000	11	70	12	40
190001 to 210000	5	29	3	14
210001 to 230000	4	27	3	14
230001 to 250000	1	24	3	10
250001 to 270000	0	13	2	10
270001 to 290000	1	10	1	3
290001 to 310000	2	8	1	2
310001 and over	4	15	1	4
Totals	70	483	61	277

Shuswap Division Lot Listing/Sales Analysis

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 30000	13	57	8	27
30001 to 40000	9	47	6	25
40001 to 50000	7	54	3	15
50001 to 60000	1	25	5	10
60001 to 70000	1	13	2	8
70001 to 80000	1	13	0	6
80001 to 90000	1	12	0	2
90001 and over	5	61	3	18
Totals	38	282	27	111