

SHUSWAP DIVISION MONTHLY STATISTICS

FOR

July 1st - 31st, 2004

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

SHUSWAP DIVISION

STAT - O - GRAM

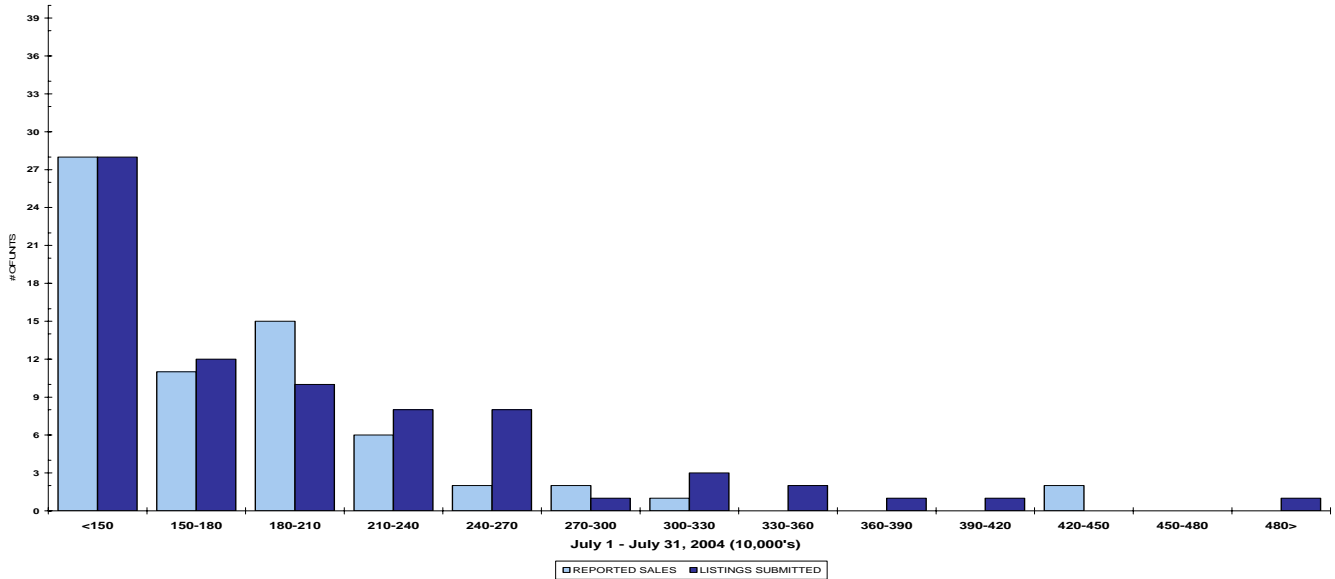
July 2004

QUICK SUMMARY

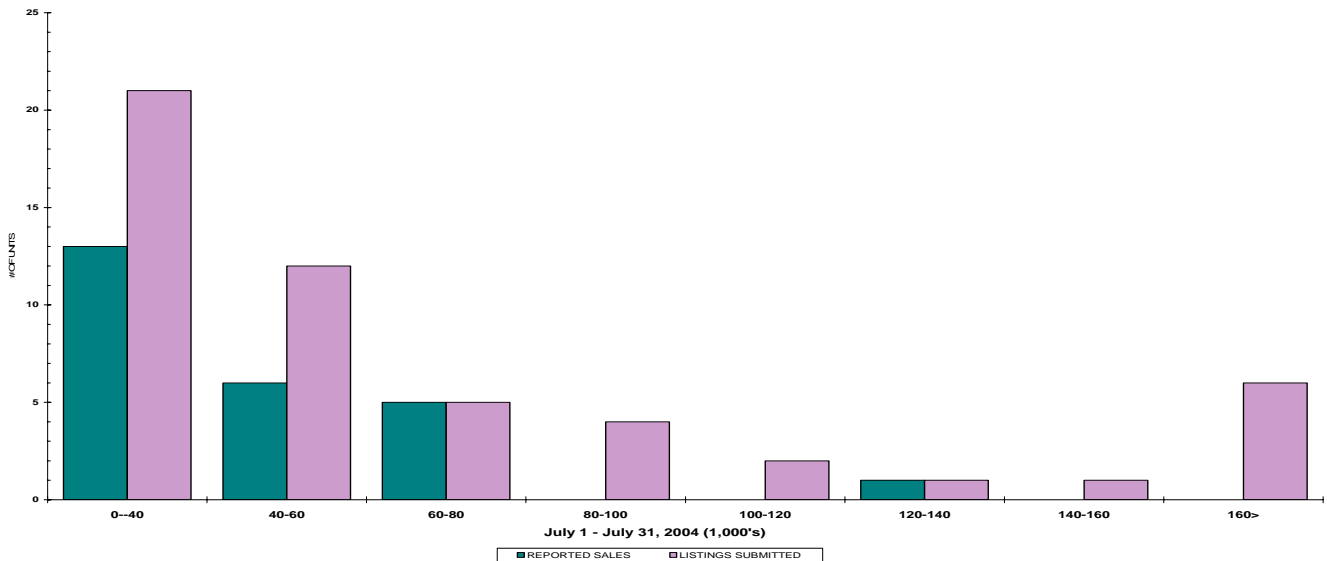
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	<u># of Units</u>	<u>\$ Value</u>	<u># of Units</u>	<u>\$ Value</u>	<u>Listings Taken</u>	<u>Inventory</u>
July 2004	138	\$19,835,929	66	\$11,386,701	216	1,185
June 2004	164	\$32,656,514	52	\$9,165,984	227	1,178
July 2003	127	\$18,637,917	56	\$9,371,650	183	1,451

The Shuswap Zone has **84** Members. The average of listings-per-licensee is 14.0

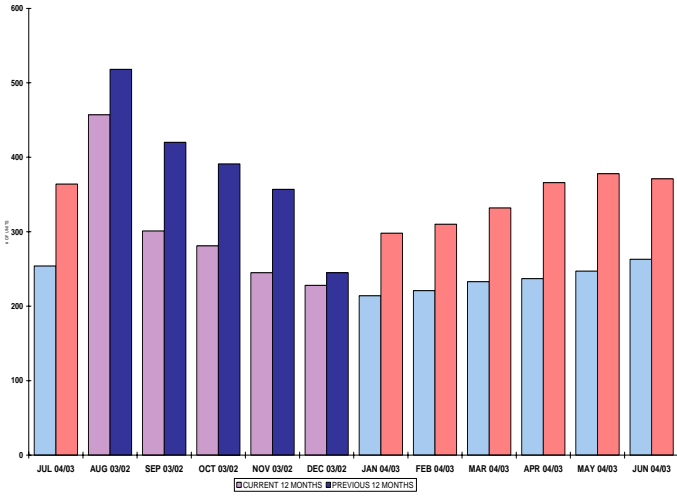
RESIDENTIAL LISTING & SALES ACTIVITY
SHUSWAP DIVISION (BY PRICE CATEGORY)



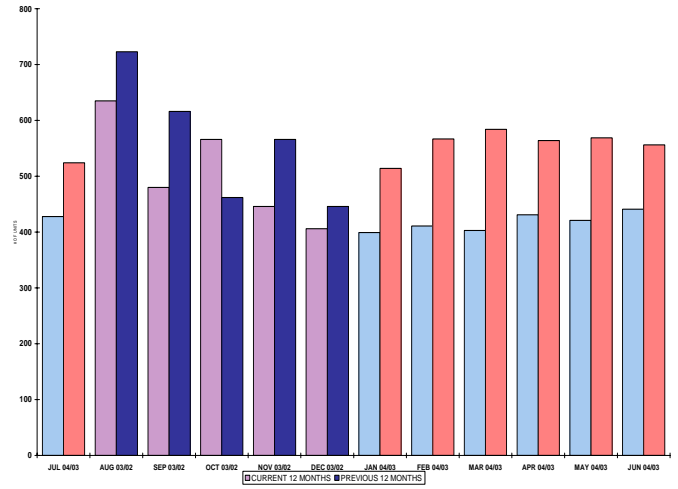
LOT LISTING & SALES ACTIVITY
SHUSWAP DIVISION (BY PRICE CATEGORY)



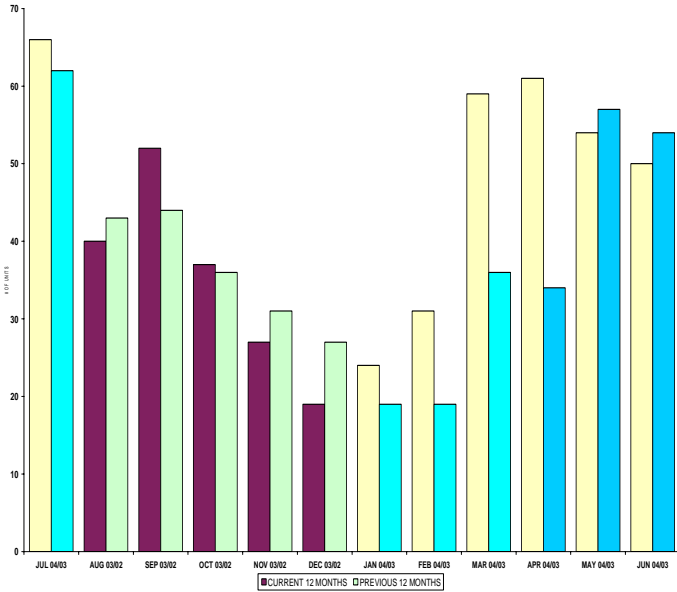
INVENTORY OF ACTIVE LISTINGS
RESIDENTIAL - SHUSWAP DIVISION



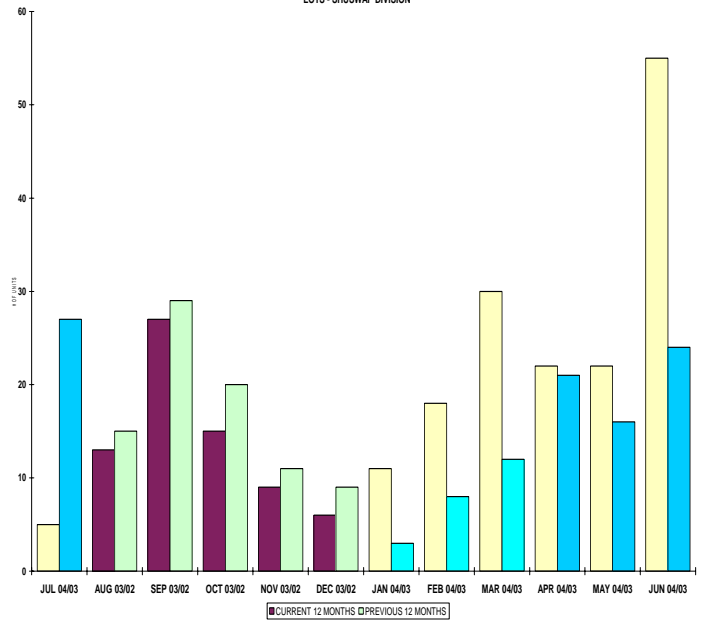
INVENTORY OF ACTIVE LISTINGS
LOTS - SHUSWAP DIVISION



NUMBER OF UNITS SOLD
RESIDENTIAL - SHUSWAP DIVISION



NUMBER OF UNITS SOLD
LOTS - SHUSWAP DIVISION



SHUSWAP DIVISION

July 2004

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	5	7	110	4.55%	549
ACREAGE/HOUSE	11	26	133	8.27%	188
LOTS	20	45	318	6.29%	295
RESIDENTIAL	52	84	263	19.77%	146
AVERAGE HOUSE PRICE \$172,526			MEDIAN HOUSE PRICE \$167,250		

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

**COMPARATIVE ACTIVITY BY ZONE AS AT
July 31, 2004**

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

**ZONE CO
TOTALS**

Units Listed	919	682	34.8%	5691	4647	22.5%
Units Sold	461	522	-11.7%	3317	3042	9.0%
Sales Dollars	\$112,010,313	\$121,328,423	-7.7%	\$820,524,612	\$635,786,184	29.1%
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	2834	2386	18.8%			

**ZONE NO
TOTALS**

Units Listed	430	366	17.5%	2686	2208	21.6%
Units Sold	244	238	2.5%	1691	1360	24.3%
Sales Dollars	\$51,584,158	\$38,679,760	33.4%	\$314,595,596	\$223,199,767	40.9%
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	1488	1649	-9.8%			

**ZONE SH
TOTALS**

Units Listed	216	183	18.0%	1386	1235	12.2%
Units Sold	138	127	8.7%	801	601	33.3%
Sales Dollars	\$19,835,929	\$18,637,917	6.4%	\$132,644,312	\$88,330,694	50.2%
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	1185	1451	-18.3%			

**ZONE OB
TOTALS**

Units Listed	16	23	-30.4%	101	116	-12.9%
Units Sold	11	3	100.0%	34	16	112.5%
Sales Dollars	\$3,232,547	\$886,900	100.0%	\$15,363,047	\$11,712,700	31.2%
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	131	151	-13.2%			

GRAND TOTALS

Units Listed	1581	1254	26.1%	9864	8206	20.2%
Units Sold	854	890	-4.0%	5843	5019	16.4%
Sales Dollars	\$186,662,947	\$179,533,000	4.0%	\$1,283,127,567	\$959,029,345	33.8%
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	5638	5637	0.0%			

LICENSEES
July 31, 2004

	TOTAL NUMBER OF LICENSEES July 31/04	TOTAL NUMBER OF LICENSEES July 31/03	CHANGE BY NUMBER	CHANGE BY %
ALL DIVISIONS	876	780	97	12.44%
CENTRAL OK DIV.	543	498	45	9.04%
NORTH OK DIV.	249	214	36	16.82%
SHUSWAP DIV.	84	68	16	23.53%

CURRENT MEMBERSHIP

AGENT LICENSEES	76
SALESPERSONS	727
PROPERTY MANAGEMENT	8
9:15 LICENCEE MEMBER	61
EXEMPTION MEMBER	4

TOTALS **876**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	7	8	-12.5%	80	63	27.0%
Units Sold	5	2	150.0%	28	22	27.3%
Sales Dollars	\$289,000	\$53,000	445.3%	\$3,776,950	\$2,178,700	73.4%
List/Sell Ratio	90.05%	78.99%		84.79%	84.96%	
Days to Sell	549	514	6.8%	362	425	-14.8%
Active Inventory	110	108	1.9%			
Average Price	\$57,800	\$26,500	118.1%	\$134,891	\$99,032	36.2%
Median Price	\$56,500	\$26,500	113.2%	\$65,000	\$69,750	-6.8%
Acreage with House						
Units Listed	26	23	13.0%	160	148	8.1%
Units Sold	11	9	22.2%	74	77	-3.9%
Sales Dollars	\$3,080,400	\$2,546,900	20.9%	\$20,147,000	\$16,761,342	20.2%
List/Sell Ratio	96.20%	92.63%		95.29%	91.81%	
Days to Sell	188	110	70.9%	181	205	-11.7%
Active Inventory	133	151	-11.9%			
Average Price	\$280,036	\$282,989	-1.0%	\$272,257	\$217,680	25.1%
Median Price	\$265,000	\$245,000	8.2%	\$211,000	\$185,000	14.1%
Acreage (Waterfront)						
Units Listed	3	0	100.0%	15	4	275.0%
Units Sold	0	2	-100.0%	5	4	25.0%
Sales Dollars	\$0	\$936,600	-100.0%	\$1,756,600	\$1,196,850	46.8%
List/Sell Ratio	0.00%	94.45%		91.03%	91.94%	
Days to Sell	0	179	-100.0%	144	371	-61.2%
Active Inventory	15	8	87.5%			
Average Price	\$0	\$468,300	-100.0%	\$351,320	\$299,213	17.4%
Median Price	\$0	\$468,300	-100.0%	\$365,000	\$130,125	180.5%
Business						
Units Listed	4	10	-60.0%	49	34	44.1%
Units Sold	2	1	100.0%	14	6	133.3%
Sales Dollars	\$590,000	\$25,000	2260.0%	\$8,198,000	\$3,391,500	141.7%
List/Sell Ratio	74.85%	51.02%		85.39%	78.67%	
Days to Sell	398	216	84.3%	335	636	-47.3%
Active Inventory	61	60	1.7%			
Average Price	\$295,000	\$25,000	1080.0%	\$585,571	\$565,250	3.6%
Median Price	\$295,000	\$25,000	1080.0%	\$444,750	\$378,500	17.5%
Condo (Townhouse)						
Units Listed	9	7	28.6%	47	41	14.6%
Units Sold	7	1	600.0%	37	28	32.1%
Sales Dollars	\$790,900	\$248,000	218.9%	\$5,095,550	\$3,661,700	39.2%
List/Sell Ratio	96.31%	95.75%		96.90%	96.84%	
Days to Sell	34	167	-79.6%	81	155	-47.7%
Active Inventory	20	28	-28.6%			
Average Price	\$112,986	\$248,000	-54.4%	\$137,718	\$130,775	5.3%
Median Price	\$117,000	\$248,000	-52.8%	\$131,900	\$124,750	5.7%
Condo (Apt)						
Units Listed	2	2	0.0%	26	25	4.0%
Units Sold	5	3	66.7%	29	21	38.1%
Sales Dollars	\$425,000	\$425,000	0.0%	\$3,527,980	\$2,607,750	35.3%
List/Sell Ratio	94.34%	96.75%		96.48%	93.87%	
Days to Sell	176	165	6.7%	135	274	-50.7%
Active Inventory	37	28	32.1%			
Average Price	\$85,000	\$141,667	-40.0%	\$121,654	\$124,179	-2.0%
Median Price	\$94,000	\$146,000	-35.6%	\$96,500	\$137,000	-29.6%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	2	1	100.0%	13	4	225.0%
Units Sold	1	1	0.0%	5	2	150.0%
Sales Dollars	\$145,000	\$125,000	16.0%	\$736,400	\$300,000	145.5%
List/Sell Ratio	96.73%	96.22%		93.07%	94.77%	
Days to Sell	342	6	5600.0%	227	75	202.7%
Active Inventory	7	5	40.0%			
Average Price	\$145,000	\$125,000	16.0%	\$147,280	\$150,000	-1.8%
Median Price	\$145,000	\$125,000	16.0%	\$145,000	\$150,000	-3.3%
Farms						
Units Listed	4	0	100.0%	13	7	85.7%
Units Sold	0	1	-100.0%	4	1	300.0%
Sales Dollars	\$0	\$600,000	-100.0%	\$1,859,000	\$600,000	209.8%
List/Sell Ratio	0.00%	92.44%		90.77%	92.44%	
Days to Sell	0	1973	0.0%	301	1973	-84.7%
Active Inventory	15	12	25.0%			
Average Price	\$0	\$600,000	-100.0%	\$464,750	\$600,000	-22.5%
Median Price	\$0	\$600,000	-100.0%	\$375,000	\$600,000	-37.5%
IC&I						
Units Listed	5	2	150.0%	32	22	45.5%
Units Sold	2	1	100.0%	11	4	175.0%
Sales Dollars	\$314,000	\$155,000	102.6%	\$2,686,692	\$788,738	240.6%
List/Sell Ratio	93.10%	83.78%		96.19%	87.07%	
Days to Sell	259	215	20.5%	219	284	-22.9%
Active Inventory	36	31	16.1%			
Average Price	\$157,000	\$155,000	1.3%	\$244,245	\$197,185	23.9%
Median Price	\$157,000	\$155,000	1.3%	\$189,000	\$194,369	-2.8%
IC&I Land						
Units Listed	2	3	-33.3%	22	21	4.8%
Units Sold	1	1	0.0%	7	5	40.0%
Sales Dollars	\$515,000	\$410,000	25.6%	\$2,635,000	\$1,109,700	137.5%
List/Sell Ratio	103.20%	83.84%		89.20%	99.81%	
Days to Sell	360	1241	-71.0%	481	616	-21.9%
Active Inventory	42	56	-25.0%			
Average Price	\$515,000	\$410,000	25.6%	\$376,429	\$221,940	69.6%
Median Price	\$515,000	\$410,000	25.6%	\$250,000	\$189,900	31.6%
Lots						
Units Listed	37	30	23.3%	224	196	14.3%
Units Sold	19	28	-32.1%	115	85	35.3%
Sales Dollars	\$724,700	\$1,213,750	-40.3%	\$5,128,450	\$3,424,356	49.8%
List/Sell Ratio	91.20%	93.47%		91.74%	89.72%	
Days to Sell	342	341	0.3%	282	463	-39.1%
Active Inventory	287	371	-22.6%			
Average Price	\$38,142	\$43,348	-12.0%	\$44,595	\$40,287	10.7%
Median Price	\$36,750	\$39,400	-6.7%	\$42,500	\$38,900	9.3%
Leases						
Units Listed	2	2	0.0%	12	21	-42.9%
Units Sold	1	1	0.0%	3	3	0.0%
Sales Dollars	\$3	\$350	-99.1%	\$207,014	\$178,441	16.0%
List/Sell Ratio	0.00%	0.00%		95.45%	0.00%	
Days to Sell	376	117	221.4%	397	420	-5.5%
Active Inventory	17	24	-29.2%			
Average Price	\$3	\$350	-99.1%	\$69,005	\$59,480	16.0%
Median Price	\$3	\$350	-99.1%	\$11	\$6,291	-99.8%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots (Waterfront)						
Units Listed	5	1	400.0%	14	20	-30.0%
Units Sold	1	3	-66.7%	15	10	50.0%
Sales Dollars	\$126,000	\$489,600	-74.3%	\$1,745,000	\$1,320,950	32.1%
List/Sell Ratio	86.95%	92.18%		80.98%	86.80%	
Days to Sell	248	155	100.0%	1403	170	725.3%
Active Inventory	16	37	-56.8%			
Average Price	\$126,000	\$163,200	-22.8%	\$116,333	\$132,095	-11.9%
Median Price	\$126,000	\$215,000	-41.4%	\$80,000	\$110,750	-27.8%
Multi-Family						
Units Listed	1	0	100.0%	11	6	83.3%
Units Sold	0	1	-100.0%	2	2	0.0%
Sales Dollars	\$0	\$113,500	10000.0%	\$484,900	\$233,500	107.7%
List/Sell Ratio	0.00%	94.97%		100.13%	94.39%	
Days to Sell	0	26	0.0%	6	13	-53.8%
Active Inventory	13	10	30.0%			
Average Price	\$0	\$113,500	-100.0%	\$242,450	\$116,750	107.7%
Median Price	\$0	\$113,500	-100.0%	\$242,450	\$116,750	107.7%
Mobile Homes						
Units Listed	21	15	40.0%	116	100	16.0%
Units Sold	13	7	85.7%	69	41	68.3%
Sales Dollars	\$439,500	\$272,000	61.6%	\$2,524,750	\$1,333,850	89.3%
List/Sell Ratio	84.49%	82.37%		85.55%	85.25%	
Days to Sell	148	198	-25.3%	140	160	-12.5%
Active Inventory	77	93	-17.2%			
Average Price	\$33,808	\$38,857	-13.0%	\$36,591	\$32,533	12.5%
Median Price	\$28,000	\$41,500	-32.5%	\$29,000	\$28,900	0.3%
Recreational Property						
Units Listed	6	2	200.0%	17	18	-5.6%
Units Sold	1	5	-80.0%	6	8	-25.0%
Sales Dollars	\$31,500	\$506,167	-93.8%	\$1,057,603	\$881,067	20.0%
List/Sell Ratio	87.74%	87.01%		96.66%	90.20%	
Days to Sell	4	140	-97.1%	250	206	21.4%
Active Inventory	19	0	100.0%			
Average Price	\$31,500	\$101,233	-68.9%	\$176,267	\$110,133	60.0%
Median Price	\$31,500	\$94,000	-66.5%	\$95,052	\$88,250	7.7%
Residential						
Units Listed	77	70	10.0%	493	467	5.6%
Units Sold	66	56	17.9%	343	263	30.4%
Sales Dollars	\$11,386,701	\$9,371,650	21.5%	\$58,733,148	\$41,490,950	41.6%
List/Sell Ratio	94.96%	93.66%		95.56%	93.62%	
Days to Sell	72	149	-51.7%	126	133	-5.3%
Active Inventory	254	364	-30.2%			
Average Price	\$172,526	\$167,351	3.1%	\$171,234	\$157,760	8.5%
Median Price	\$167,250	\$162,875	2.7%	\$162,000	\$151,000	7.3%
Residential (Waterfront)						
Units Listed	3	7	-57.1%	42	38	10.5%
Units Sold	3	4	-25.0%	34	19	78.9%
Sales Dollars	\$978,225	\$1,146,400	-14.7%	\$12,344,275	\$6,871,300	79.6%
List/Sell Ratio	95.78%	92.85%		94.49%	93.57%	
Days to Sell	276	281	-1.8%	150	226	-33.6%
Active Inventory	26	65	-60.0%			
Average Price	\$326,075	\$286,600	13.8%	\$363,067	\$361,647	0.4%
Median Price	\$249,000	\$273,250	-8.9%	\$334,000	\$349,900	-4.5%

	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	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	216	183	18.0%	1386	1235	12.2%
Units Sold	138	127	8.7%	801	601	33.3%
Sales Dollars	\$19,835,929	\$18,637,917	6.4%	\$132,644,312	\$88,330,694	50.2%
List/Sell Ratio	93.85%	92.08%		92.72%	91.45%	
Days to Sell	184	298	-38.3%	196	244	-19.7%
Active Inventory	1185	1451	-18.3%			

**Shuswap Residential Listing/Sales Analysis
July 31, 2004**

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 150000	28	179	28	141
150001 to 180000	12	89	11	74
180001 to 210000	10	72	15	51
210001 to 240000	8	64	6	38
240001 to 270000	8	40	2	17
270001 to 300000	1	11	2	9
300001 to 330000	3	14	1	8
330001 to 360000	2	8	0	1
360001 to 390000	1	5	0	3
390001 to 420000	1	5	0	0
420001 to 450000	0	0	2	2
450001 to 480000	0	1	0	0
480001 and over	1	4	0	0
Totals	75	492	67	344

Shuswap Division Lot Listing/Sales Analysis

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 40000	21	91	13	62
40001 to 60000	12	114	6	45
60001 to 80000	5	34	5	34
80001 to 100000	4	18	0	4
100001 to 120000	2	11	0	2
120001 to 140000	1	15	1	4
140001 to 160000	1	13	0	1
160001 and over	6	37	0	11
Totals	52	333	25	163