

# SHUSWAP ZONE MONTHLY STATISTICS

FOR

July 1st - 31st, 2005

**July Statistics Run August 4th, 2005 10:10 a.m.**

**A New Property Type has been Added - Multi Family Triplex/Fourplex  
This is different from Multi Tenant 5 Plus Units  
Triplex and Fourplex Are entered under Residential**

# SHUSWAP ZONE

## STAT - O - GRAM

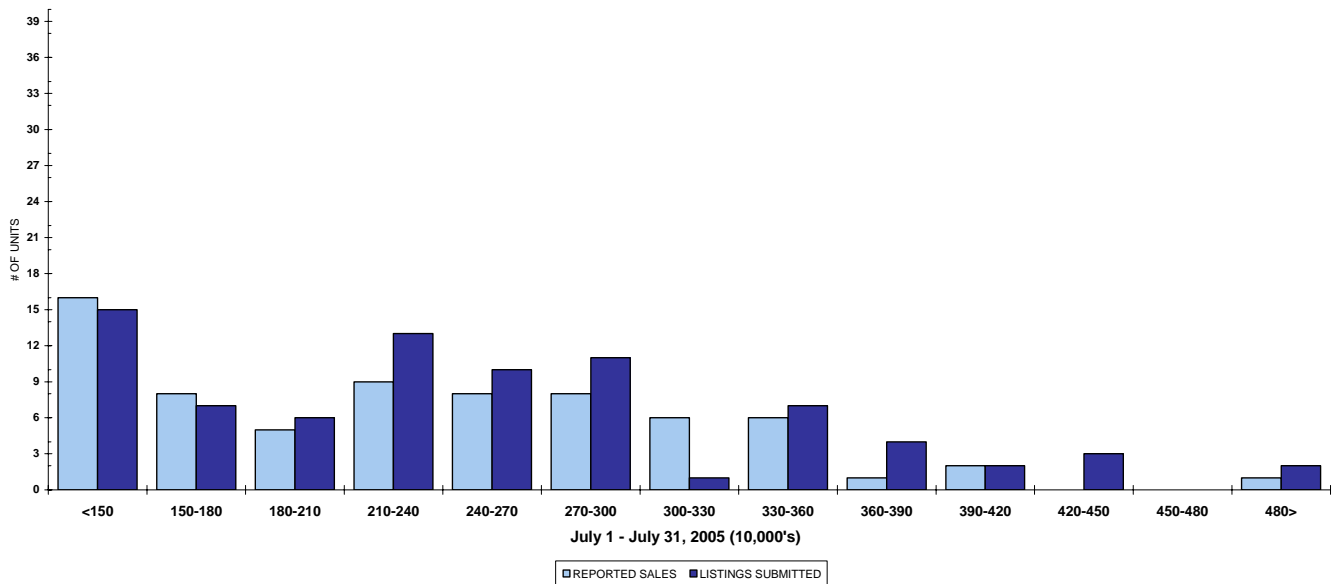
JULY 2005

### QUICK SUMMARY

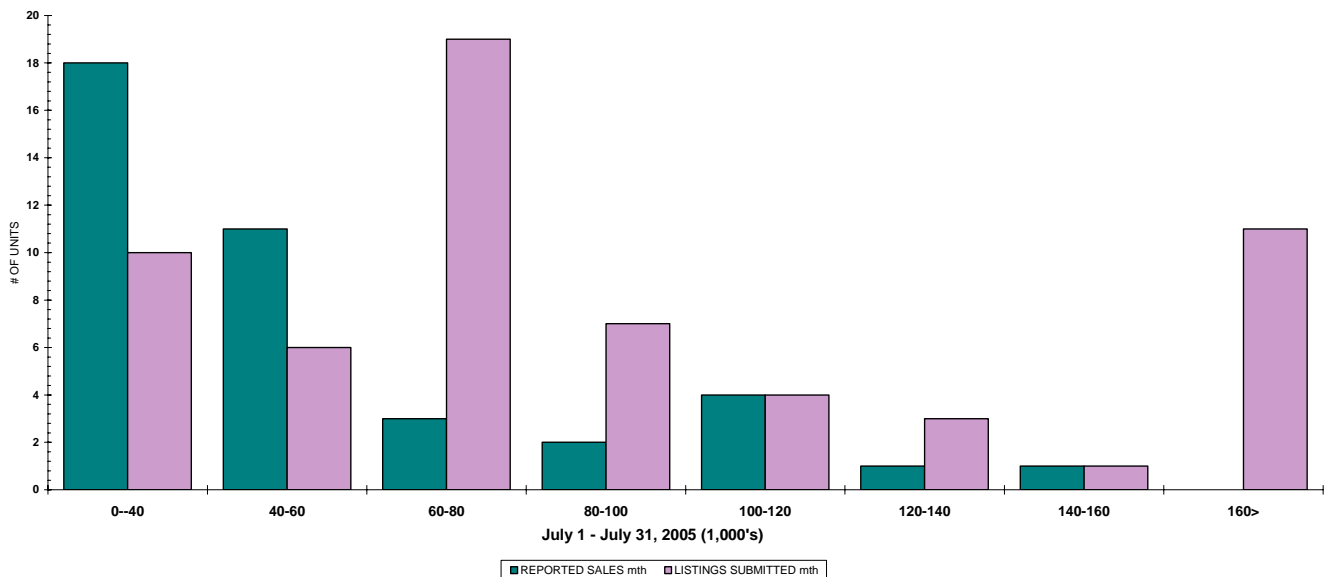
	TOTAL SALES VOLUME		Residential Single Family SALES		TOTAL LISTINGS	
	<u># of Units</u>	<u>\$ Value</u>	<u># of Units</u>	<u>\$ Value</u>	<u>Listings Taken</u>	<u>Inventory</u>
July 2005	166	\$29,581,632	71	\$16,421,782	214	825
June 2005	159	\$27,342,216	51	\$10,975,250	212	844
July 2004	141	\$20,645,929	67	\$11,484,701	223	1,185

The Shuswap Zone has **95** Members. The average of listings-per-licensee is 8.6

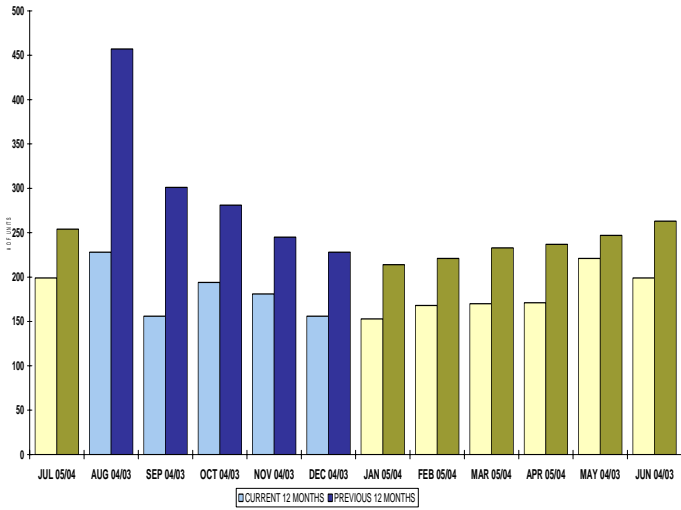
RESIDENTIAL LISTING & SALES ACTIVITY  
SHUSWAP DIVISION (BY PRICE CATEGORY)



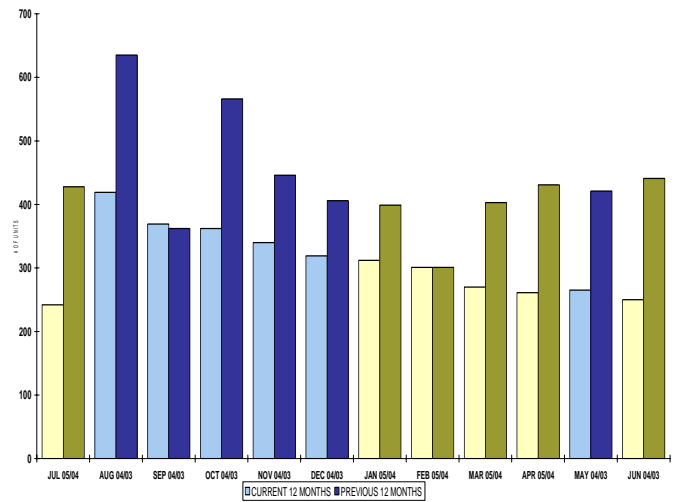
LOT LISTING & SALES ACTIVITY  
SHUSWAP DIVISION (BY PRICE CATEGORY)



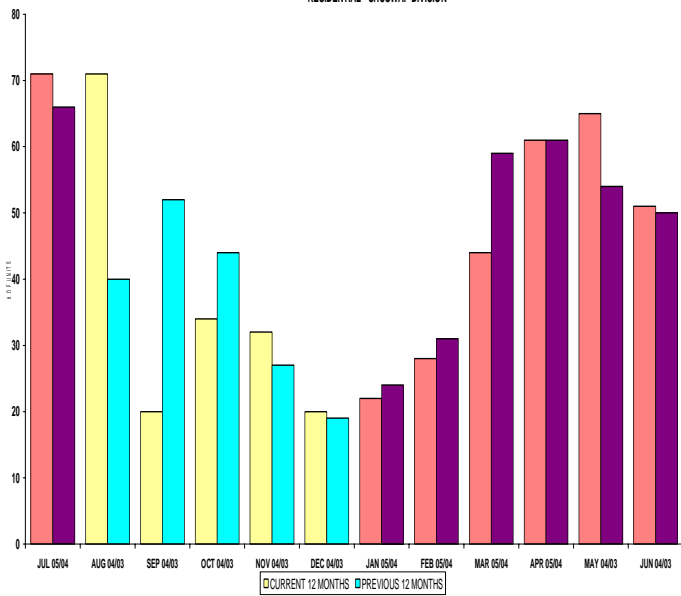
INVENTORY OF ACTIVE LISTINGS  
RESIDENTIAL - SHUSWAP DIVISION



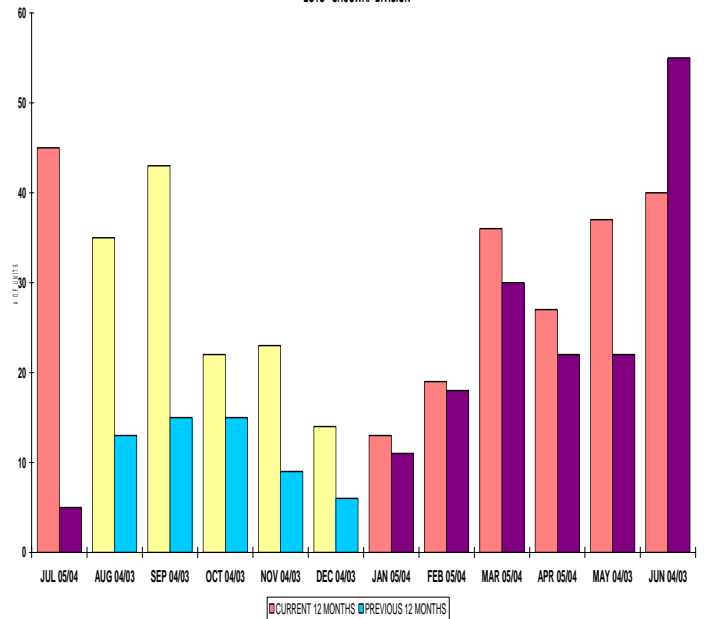
INVENTORY OF ACTIVE LISTINGS  
LOTS - SHUSWAP DIVISION



NUMBER OF UNITS SOLD  
RESIDENTIAL - SHUSWAP DIVISION



NUMBER OF UNITS SOLD  
LOTS - SHUSWAP DIVISION



**SHUSWAP ZONE**

**July 2005**

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	7	16	55	12.73%	272
ACREAGE/HOUSE	18	19	83	21.69%	121
LOTS	38	45	187	20.32%	112
RESIDENTIAL	71	79	199	35.68%	67
<b>AVERAGE HOUSE PRICE \$231,293</b>			<b>MEDIAN HOUSE PRICE \$233,750</b>		

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

## COMPARATIVE ACTIVITY BY ZONE

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

### ZONE CO TOTALS

Units Listed	720	913	-21.1%	5568	5457	2.0%
Units Sold	521	466	11.8%	3616	3340	8.3%
Sales Dollars	\$154,294,845	\$113,343,932	36.1%	\$1,013,906,082	\$825,132,960	22.9%
List/Sell Ratio	94.53%	95.53%		95.82%	96.00%	-0.2%
Days to Sell	78	86	-9.3%	74	82	-9.8%
Active Listings	2276	2834	-19.7%			

### ZONE NO TOTALS

Units Listed	383	430	-10.9%	2569	2543	1.0%
Units Sold	241	248	-2.8%	1759	1707	3.0%
Sales Dollars	\$55,262,848	\$52,279,658	5.7%	\$384,478,508	\$317,553,933	21.1%
List/Sell Ratio	94.11%	94.61%		95.84%	94.37%	1.6%
Days to Sell	119	159	-25.2%	116	158	-26.6%
Active Listings	1082	1488	-27.3%			

### ZONE SH TOTALS

Units Listed	214	210	1.9%	1360	1319	3.1%
Units Sold	166	141	17.7%	868	815	6.5%
Sales Dollars	\$29,581,632	\$20,645,929	43.3%	\$152,333,414	\$134,130,312	13.6%
List/Sell Ratio	91.47%	91.73%		92.70%	91.86%	0.9%
Days to Sell	228	221	3.2%	197	230	-14.3%
Active Listings	825	1185	-30.4%			

### ZONE OB TOTALS

Units Listed	20	17	17.6%	116	100	16.0%
Units Sold	4	11	100.0%	35	35	0.0%
Sales Dollars	\$2,235,900	\$3,196,547	100.0%	\$12,788,300	\$15,472,047	-17.3%
List/Sell Ratio	93.98%	95.14%		95.44%	94.98%	0.5%
Days to Sell	110	107	2.8%	203	199	2.0%
Active Listings	111	130	-14.6%			

### GRAND TOTALS

Units Listed	1337	1570	-14.8%	9613	9419	2.1%
Units Sold	932	866	7.6%	6278	5897	6.5%
Sales Dollars	\$241,375,225	\$189,466,066	27.4%	\$1,563,506,304	\$1,292,289,252	21.0%
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	4294	5637	-23.8%			

# LICENSEES

	TOTAL NUMBER OF LICENSEES July 31/05	TOTAL NUMBER OF LICENSEES July 31/04	CHANGE BY NUMBER	CHANGE BY %
ALL DIVISIONS	960	877	83	9.46%
CENTRAL OK DIV.	594	543	51	9.39%
NORTH OK DIV.	271	250	21	8.40%
SHUSWAP DIV.	95	84	11	13.10%
<b>CURRENT MEMBERSHIP</b>				
AGENT LICENSEES	82			
SALESPERSONS	808			
PROPERTY MANAGEMENT	9			
9:15 LICENCEE MEMBER	60			
EXEMPTION MEMBER	1			
<b>TOTALS</b>	<b>960</b>			

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Acreage</b>						
Units Listed	16	7	128.6%	75	76	-1.3%
Units Sold	<b>7</b>	<b>6</b>	<b>16.7%</b>	<b>35</b>	<b>29</b>	<b>20.7%</b>
Sales Dollars	\$1,278,000	\$341,000	274.8%	\$3,754,535	\$3,828,950	-1.9%
List/Sell \$ Ratio	94.11%	90.83%		92.89%	85.17%	
Days to Sell	112	471	-76.2%	300	353	-15.0%
Active Inventory	55	110	-50.0%			
Average Price	\$182,571	\$56,833	221.2%	\$107,272	\$132,033	-18.8%
Median Price	\$140,000	\$54,250	158.1%	\$87,500	\$62,500	40.0%
<b>Acreage with House</b>						
Units Listed	19	26	-26.9%	160	154	3.9%
Units Sold	<b>18</b>	<b>11</b>	<b>63.6%</b>	<b>82</b>	<b>74</b>	<b>10.8%</b>
Sales Dollars	\$4,425,750	\$3,080,400	43.7%	\$24,060,776	\$19,683,000	22.2%
List/Sell \$ Ratio	95.06%	96.20%		95.96%	95.11%	
Days to Sell	121	188	-35.6%	107	187	-42.8%
Active Inventory	83	133	-37.6%			
Average Price	\$245,875	\$280,036	-12.2%	\$293,424	\$265,986	10.3%
Median Price	\$204,750	\$265,000	-22.7%	\$264,000	\$206,000	28.2%
<b>Acreage (Waterfront)</b>						
Units Listed	1	3	-66.7%	7	14	-50.0%
Units Sold	<b>2</b>	<b>0</b>	<b>100.0%</b>	<b>5</b>	<b>5</b>	<b>0.0%</b>
Sales Dollars	\$572,000	\$0	100.0%	\$1,128,000	\$1,756,600	-35.8%
List/Sell \$ Ratio	90.10%	0.00%		93.71%	91.03%	
Days to Sell	194	0	100.0%	240	144	66.7%
Active Inventory	4	15	-73.3%			
Average Price	\$286,000	\$0	100.0%	\$225,600	\$351,320	-35.8%
Median Price	\$286,000	\$0	100.0%	\$186,000	\$365,000	-49.0%
<b>Business</b>						
Units Listed	4	4	0.0%	48	48	0.0%
Units Sold	<b>1</b>	<b>2</b>	<b>-50.0%</b>	<b>9</b>	<b>15</b>	<b>-40.0%</b>
Sales Dollars	\$55,000	\$590,000	-90.7%	\$5,224,000	\$8,240,000	-36.6%
List/Sell \$ Ratio	61.17%	74.85%		90.16%	85.72%	
Days to Sell	94	398	-76.4%	104	314	-66.9%
Active Inventory	49	61	-19.7%			
Average Price	\$55,000	\$295,000	-81.4%	\$580,444	\$549,333	5.7%
Median Price	\$55,000	\$295,000	-81.4%	\$387,000	\$379,500	2.0%
<b>Condo (Townhouse)</b>						
Units Listed	9	9	0.0%	50	49	2.0%
Units Sold	<b>5</b>	<b>7</b>	<b>-28.6%</b>	<b>35</b>	<b>38</b>	<b>-7.9%</b>
Sales Dollars	\$1,177,800	\$790,900	48.9%	\$5,927,400	\$5,279,550	12.3%
List/Sell \$ Ratio	102.73%	96.31%		97.51%	96.98%	
Days to Sell	105	34	208.8%	92	80	15.0%
Active Inventory	39	20	95.0%			
Average Price	\$235,560	\$112,986	108.5%	\$169,354	\$138,936	21.9%
Median Price	\$172,500	\$117,000	47.4%	\$159,900	\$132,400	20.8%
<b>Condo (Apt)</b>						
Units Listed	2	2	0.0%	92	25	268.0%
Units Sold	<b>2</b>	<b>5</b>	<b>-60.0%</b>	<b>25</b>	<b>29</b>	<b>-13.8%</b>
Sales Dollars	\$354,000	\$425,000	-16.7%	\$3,400,500	\$3,527,980	-3.6%
List/Sell \$ Ratio	87.47%	94.34%		95.31%	96.48%	
Days to Sell	148	176	-15.9%	70	135	-48.1%
Active Inventory	60	37	62.2%			
Average Price	\$177,000	\$85,000	108.2%	\$136,020	\$121,654	11.8%
Median Price	\$177,000	\$94,000	88.3%	\$112,000	\$96,500	16.1%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Duplex</b>						
Units Listed	0	2	-100.0%	6	13	-53.8%
Units Sold	<b>1</b>	<b>1</b>	<b>0.0%</b>	<b>3</b>	<b>6</b>	<b>-50.0%</b>
Sales Dollars	\$160,000	\$145,000	0.0%	\$530,000	\$873,900	-39.4%
List/Sell \$ Ratio	96.96%	96.73%		95.79%	93.59%	
Days to Sell	15	342	100.0%	58	135	-57.0%
Active Inventory	2	7	-71.4%			
Average Price	\$160,000	\$145,000	10.3%	\$176,667	\$145,650	21.3%
Median Price	\$160,000	\$145,000	10.3%	\$178,000	\$141,250	26.0%
<b>Farms</b>						
Units Listed	6	4	50.0%	12	13	-7.7%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>3</b>	<b>4</b>	<b>-25.0%</b>
Sales Dollars	\$0	\$0	0.0%	\$1,868,000	\$1,859,000	0.5%
List/Sell \$ Ratio	0.00%	0.00%		75.04%	90.77%	
Days to Sell	0	0	0.0%	524	301	74.1%
Active Inventory	11	15	-26.7%			
Average Price	\$0	\$0	0.0%	\$622,667	\$464,750	34.0%
Median Price	\$0	\$0	0.0%	\$480,000	\$375,000	28.0%
<b>IC&amp;I</b>						
Units Listed	4	5	-20.0%	24	31	-22.6%
Units Sold	<b>2</b>	<b>2</b>	<b>100.0%</b>	<b>15</b>	<b>11</b>	<b>36.4%</b>
Sales Dollars	\$474,000	\$314,000	100.0%	\$5,805,150	\$2,686,692	116.1%
List/Sell \$ Ratio	83.40%	93.10%		90.36%	96.19%	
Days to Sell	533	259	100.0%	375	219	71.2%
Active Inventory	29	36	-19.4%			
Average Price	\$237,000	\$0	100.0%	\$387,010	\$244,245	58.5%
Median Price	\$237,000	\$157,000	100.0%	\$275,000	\$189,000	45.5%
<b>IC&amp;I Land</b>						
Units Listed	2	2	0.0%	19	22	-13.6%
Units Sold	<b>1</b>	<b>1</b>	<b>0.0%</b>	<b>8</b>	<b>7</b>	<b>14.3%</b>
Sales Dollars	\$120,000	\$515,000	100.0%	\$4,146,700	\$2,635,000	57.4%
List/Sell \$ Ratio	86.33%	103.20%		92.63%	89.20%	
Days to Sell	403	360	100.0%	453	481	-5.8%
Active Inventory	26	42	-38.1%			
Average Price	\$120,000	\$0	100.0%	\$518,338	\$376,429	37.7%
Median Price	\$120,000	\$515,000	100.0%	\$193,350	\$250,000	-22.7%
<b>Lots</b>						
Units Listed	40	37	8.1%	184	222	-17.1%
Units Sold	<b>35</b>	<b>19</b>	<b>84.2%</b>	<b>166</b>	<b>115</b>	<b>44.3%</b>
Sales Dollars	\$1,416,350	\$724,700	95.4%	\$7,169,331	\$5,128,450	39.8%
List/Sell \$ Ratio	89.66%	91.20%		93.55%	91.74%	
Days to Sell	319	342	-6.7%	325	282	15.2%
Active Inventory	168	287	-41.5%			
Average Price	\$40,467	\$38,142	6.1%	\$43,189	\$44,595	-3.2%
Median Price	\$40,000	\$36,750	8.8%	\$42,000	\$42,500	-1.2%
<b>Leases</b>						
Units Listed	2	2	0.0%	18	12	50.0%
Units Sold	<b>0</b>	<b>1</b>	<b>-100.0%</b>	<b>0</b>	<b>3</b>	<b>-100.0%</b>
Sales Dollars	\$0	\$3	-100.0%	\$0	\$207,014	-100.0%
Days to Sell	0	376	0.0%	0	397	0.0%
Active Inventory	13	17	-23.5%			
Average Price	\$0	\$3	-100.0%	\$0	\$69,005	-100.0%
Median Price	\$0	\$3	-100.0%	\$0	\$11	-100.0%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Lots (Waterfront)</b>						
Units Listed	4	5	100.0%	21	15	40.0%
Units Sold	<b>1</b>	<b>1</b>	<b>0.0%</b>	<b>11</b>	<b>15</b>	<b>-26.7%</b>
Sales Dollars	\$210,000	\$126,000	<b>66.7%</b>	\$2,268,000	\$1,745,000	30.0%
List/Sell \$ Ratio	95.89%	86.95%		91.81%	80.98%	
Days to Sell	302	248	21.8%	127	1403	-90.9%
Active Inventory	15	16	-6.3%			
Average Price	\$210,000	\$126,000	66.7%	\$206,182	\$116,333	77.2%
Median Price	\$210,000	\$126,000	66.7%	\$230,000	\$80,000	187.5%
<b>Multi-Family</b>						
Units Listed	1	1	0.0%	7	11	-36.4%
Units Sold	<b>1</b>	<b>0</b>	<b>100.0%</b>	<b>9</b>	<b>2</b>	<b>350.0%</b>
Sales Dollars	\$1,041,000	\$0	100.0%	\$3,302,000	\$484,900	581.0%
List/Sell \$ Ratio	94.63%	0.00%		94.96%	100.13%	
Days to Sell	34	0	0.0%	199	134	48.5%
Active Inventory	6	13	-53.8%			
Average Price	\$1,041,000	\$0	100.0%	\$366,889	\$242,450	51.3%
Median Price	\$1,041,000	\$0	100.0%	\$320,000	\$242,450	32.0%
<b>Multi Family (Triplex/Fourplex)</b>						
Units Listed	0	0	0.0%	0	0	0.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>
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%
<b>Mobile Homes</b>						
Units Listed	13	20	-35.0%	106	116	-8.6%
Units Sold	<b>16</b>	<b>13</b>	<b>23.1%</b>	<b>94</b>	<b>69</b>	<b>36.2%</b>
Sales Dollars	\$970,950	\$439,500	120.9%	\$4,277,560	\$2,524,750	69.4%
List/Sell \$ Ratio	89.14%	84.49%		87.15%	85.55%	
Days to Sell	167	148	12.8%	129	140	-7.9%
Active Inventory	36	77	-53.2%			
Average Price	\$60,684	\$33,808	79.5%	\$45,506	\$36,591	24.4%
Median Price	\$63,750	\$28,000	127.7%	\$37,000	\$29,000	27.6%
<b>Recreational Property</b>						
Units Listed	7	6	16.7%	20	16	25.0%
Units Sold	<b>0</b>	<b>1</b>	<b>-100.0%</b>	<b>9</b>	<b>6</b>	<b>50.0%</b>
Sales Dollars	\$0	\$31,500	-100.0%	\$2,041,001	\$1,057,603	93.0%
List/Sell \$ Ratio	0.00%	87.74%		88.95%	96.66%	
Days to Sell	0	4	-100.0%	216	250	-13.6%
Active Inventory	11	19	-42.1%			
Average Price	\$0	\$31,500	-100.0%	\$226,778	\$176,267	28.7%
Median Price	\$0	\$31,500	-100.0%	\$70,000	\$95,052	-26.4%
<b>Residential</b>						
Units Listed	79	75	5.3%	511	482	6.0%
Units Sold	<b>71</b>	<b>67</b>	<b>6.0%</b>	<b>342</b>	<b>349</b>	<b>-2.0%</b>
Sales Dollars	\$16,421,782	\$11,484,701	43.0%	\$69,920,061	\$59,187,148	18.1%
List/Sell \$ Ratio	95.33%	94.94%		95.58%	95.51%	
Days to Sell	67	76	-11.8%	85	128	-33.6%
Active Inventory	199	254	-21.7%			
Average Price	\$231,293	\$171,413	34.9%	\$204,445	\$169,591	20.6%
Median Price	\$233,750	\$165,500	41.2%	\$205,000	\$160,000	28.1%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Residential (Waterfront)</b>						
Units Listed	5	4	25.0%	33	43	-23.3%
Units Sold	<b>3</b>	<b>4</b>	<b>-25.0%</b>	<b>17</b>	<b>38</b>	<b>-55.3%</b>
Sales Dollars	\$905,000	\$1,638,225	-44.8%	\$7,510,400	\$13,424,775	-44.1%
List/Sell \$ Ratio	93.96%	95.96%		96.24%	94.47%	
Days to Sell	191	224	-14.7%	150	157	-4.5%
Active Inventory	19	26	-26.9%			
Average Price	\$301,667	\$409,556	-26.3%	\$441,788	\$353,284	25.1%
Median Price	\$290,000	\$377,000	-23.1%	\$415,000	\$325,000	27.7%
<b>Timeshares</b>						
Units Listed	0	0	0.0%	0	0	0.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>
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%
<b>SHUSWAP DIVISION - TOTALS</b>						
Units Listed	214	210	1.9%	1360	1319	3.1%
Units Sold	<b>166</b>	<b>141</b>	<b>17.7%</b>	<b>868</b>	<b>815</b>	<b>6.5%</b>
Sales Dollars	\$29,581,632	\$20,645,929	43.3%	\$152,333,414	\$134,130,312	13.6%
List/Sell Ratio	91.47%	91.73%		92.70%	91.86%	
Days to Sell	228	221	3.2%	197	230	-14.3%
Active Inventory	825	1185	-30.4%			

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 150000	15	98	16	93
150001 to 180000	7	52	8	39
180001 to 210000	6	57	5	49
210001 to 240000	13	72	9	58
240001 to 270000	10	58	8	33
270001 to 300000	11	59	8	23
300001 to 330000	1	25	6	17
330001 to 360000	7	29	6	10
360001 to 390000	4	15	1	2
390001 to 420000	2	8	2	4
420001 to 450000	3	8	0	1
450001 to 480000	0	3	0	0
480001 and over	2	17	1	4
<b>Totals</b>	<b>81</b>	<b>501</b>	<b>70</b>	<b>333</b>

Shuswap Division Lot Listing/Sales Analysis

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 40000	10	67	18	83
40001 to 60000	6	75	11	73
60001 to 80000	19	38	3	24
80001 to 100000	7	17	2	7
100001 to 120000	4	17	4	6
120001 to 140000	3	8	1	4
140001 to 160000	1	7	0	1
160001 and over	11	58	6	19
<b>Totals</b>	<b>61</b>	<b>287</b>	<b>45</b>	<b>217</b>

## Shuswap Zone Residential Sub Area Average Price - May to July 2005

Residential Single Family Only (Does Not Include Waterfront)

