

SHUSWAP DIVISION
MONTHLY STATISTICS

FOR

August 1 - 31, 2002

SHUSWAP DIVISION

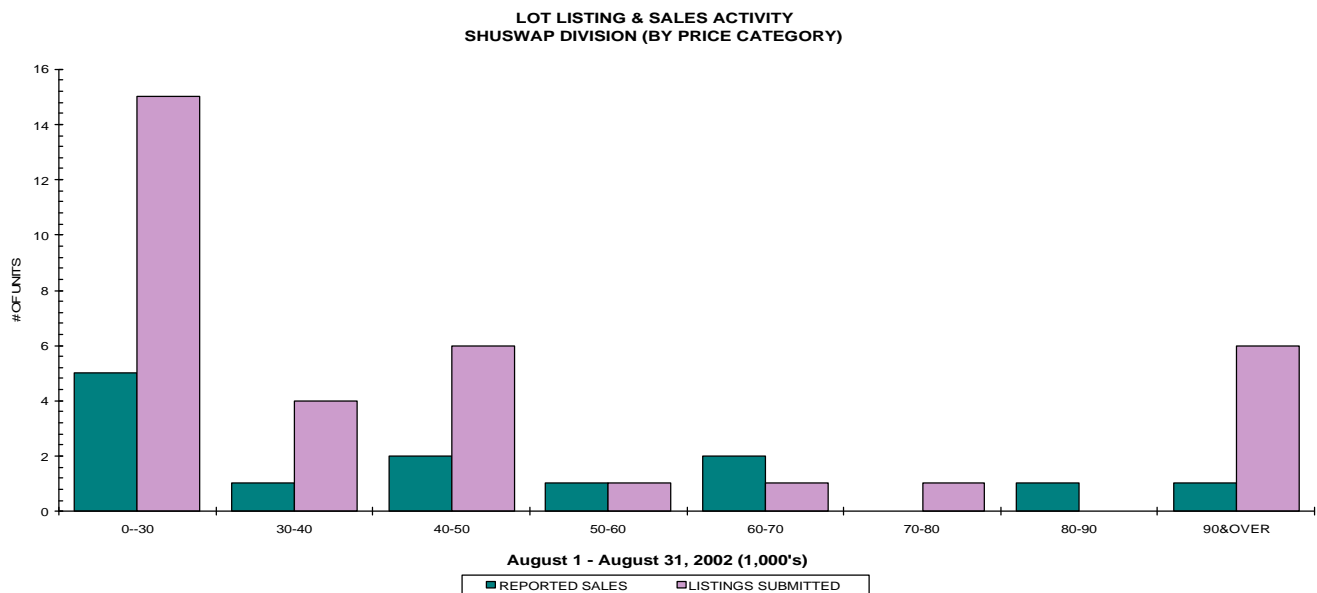
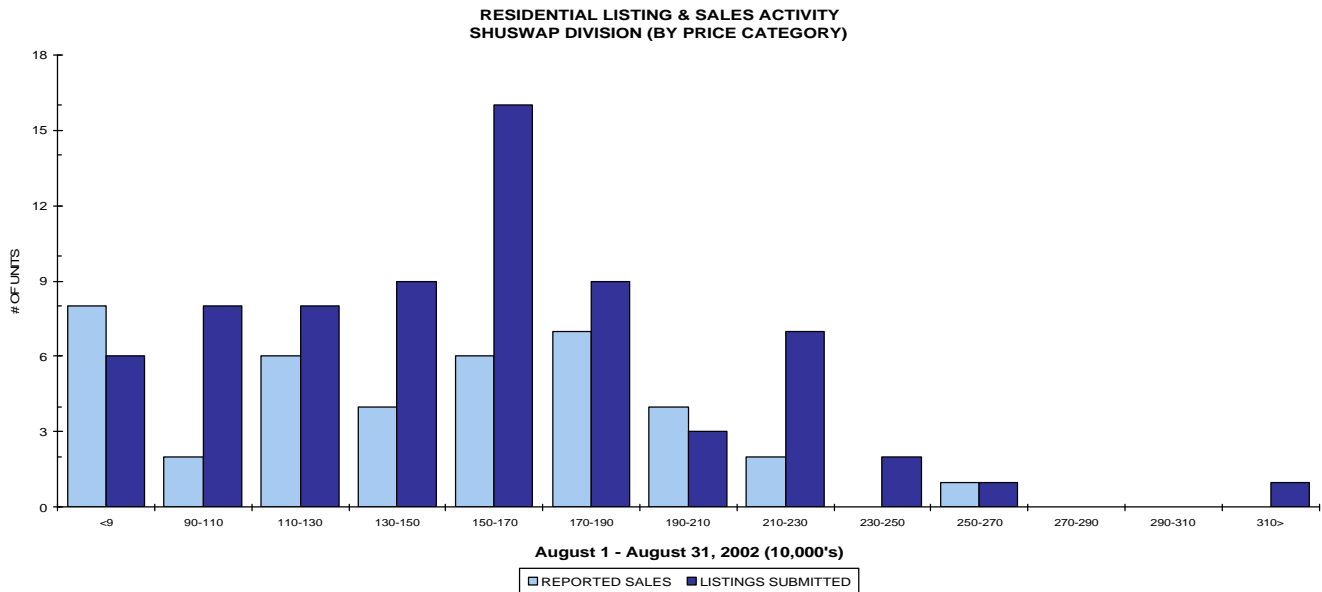
STAT - O - GRAM

August 2002

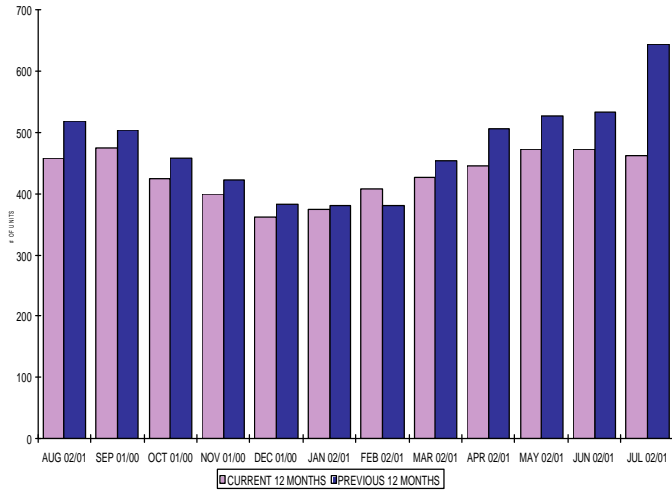
QUICK SUMMARY

| | TOTAL SALES VOLUME | | RESIDENTIAL SALES | | TOTAL LISTINGS | |
|-------------|--------------------|--------------|-------------------|-------------|----------------|-----------|
| | # of Units | \$ Value | # of Units | \$ Value | Listings Taken | Inventory |
| August 2002 | 96 | \$16,431,586 | 40 | \$5,773,985 | 171 | 1,690 |
| July 2002 | 109 | \$13,853,200 | 53 | \$7,806,300 | 205 | 1,721 |
| August 2001 | 88 | \$11,717,050 | 43 | \$5,885,200 | 192 | 1,973 |

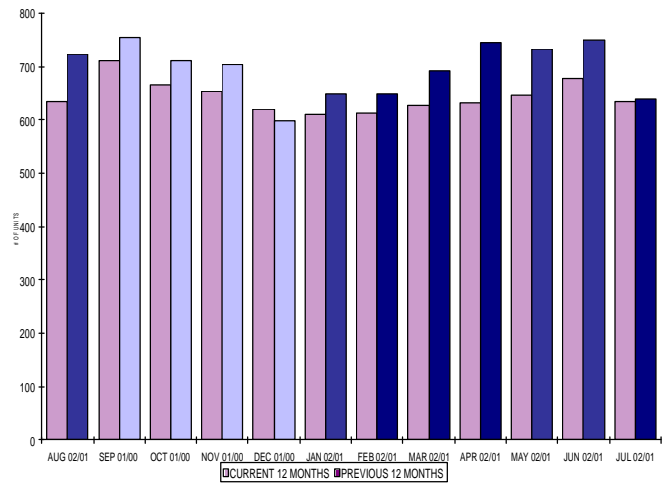
The average of listings-per-licensee is 25.6



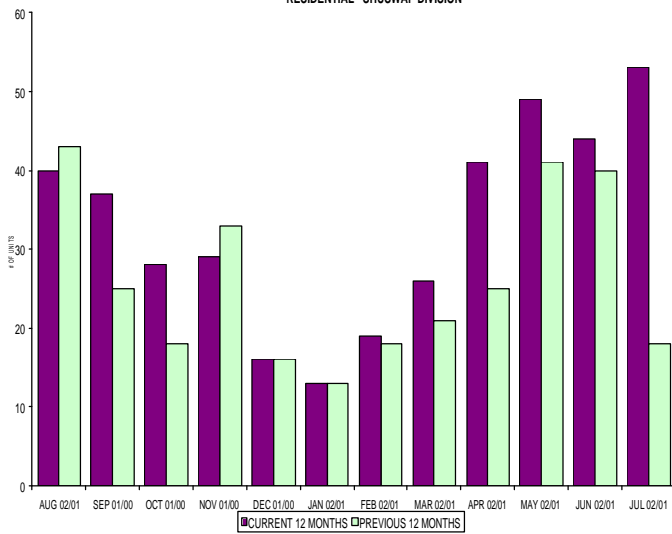
INVENTORY OF ACTIVE LISTINGS
RESIDENTIAL - SHUSWAP DIVISION



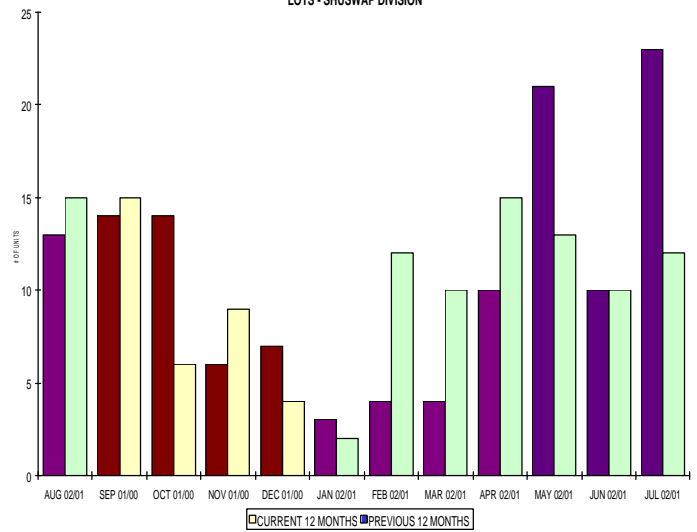
INVENTORY OF ACTIVE LISTINGS
LOTS - SHUSWAP DIVISION



NUMBER OF UNITS SOLD
RESIDENTIAL - SHUSWAP DIVISION



NUMBER OF UNITS SOLD
LOTS - SHUSWAP DIVISION



SHUSWAP DIVISION

August 2002

| Category | Sales | New Listings | Current Inventory | Sell/Inv. Ratio | Days To Sell |
|--------------------------------------|-------|--------------|-------------------------------------|-----------------|--------------|
| ACREAGE | 1 | 5 | 121 | 0.83% | 125 |
| ACREAGE/HOUSE | 13 | 23 | 184 | 7.07% | 168 |
| LOTS | 10 | 26 | 459 | 2.18% | 267 |
| RESIDENTIAL | 40 | 70 | 457 | 8.75% | 159 |
| AVERAGE HOUSE PRICE \$144,350 | | | MEDIAN HOUSE PRICE \$152,000 | | |

Lots Include: Acreage Waterfront, Lots Waterfront

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

| | CURRENT MONTH | | | YEAR TO DATE | | |
|---------------------------|---------------|---------------|----------|---------------|---------------|----------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| ZONE CO TOTALS | | | | | | |
| Units Listed | 653 | 698 | -6.4% | 5722 | 5618 | 1.9% |
| Units Sold | 397 | 401 | -1.0% | 3493 | 2514 | 38.9% |
| Sales Dollars | \$73,304,644 | \$72,295,131 | 1.4% | \$639,280,827 | \$427,406,216 | 49.6% |
| List/Sell Ratio | 95.69 | 94.09 | | 95.13 | 93.60 | |
| Days to Sell | 82 | 106 | -22.6% | 98 | 113 | -13.3% |
| Active Listings | 2803 | | | | | |
| ZONE NO TOTALS | | | | | | |
| Units Listed | 328 | 322 | 1.9% | 2674 | 2671 | 0.1% |
| Units Sold | 183 | 160 | 14.4% | 1307 | 1092 | 19.7% |
| Sales Dollars | \$31,969,599 | \$24,443,550 | 30.8% | \$207,361,313 | \$157,620,383 | 31.6% |
| List/Sell Ratio | 93.61 | 91.14 | | 92.64 | 90.56 | |
| Days to Sell | 154 | 168 | -8.3% | 160 | 164 | -2.4% |
| Active Listings | 2036 | | | | | |
| ZONE SH TOTALS | | | | | | |
| Units Listed | 171 | 191 | -10.5% | 1524 | 1717 | -11.2% |
| Units Sold | 96 | 88 | 9.1% | 602 | 522 | 15.3% |
| Sales Dollars | \$16,431,586 | \$11,578,300 | 41.9% | \$85,249,603 | \$70,777,836 | 20.4% |
| List/Sell Ratio | 91.72 | 90.13 | | 90.2 | 88.76 | |
| Days to Sell | 245 | 187 | 31.0% | 220 | 220 | 0.0% |
| Active Listings | 1690 | | | | | |
| ZONE OB TOTALS | | | | | | |
| Units Listed | 13 | 12 | 8.3% | 147 | 125 | 17.6% |
| Units Sold | 3 | 0 | #DIV/0! | 18 | 14 | 28.6% |
| Sales Dollars | \$2,045,000 | \$0 | #DIV/0! | \$5,749,951 | \$5,057,000 | 13.7% |
| List/Sell Ratio | 90.59 | 81.61 | | 88.81 | 84.39 | |
| Days to Sell | 201 | 104 | 93.3% | 158 | 126 | 25.4% |
| Active Listings | 137 | | | | | |
| GRAND TOTALS | | | | | | |
| Units Listed | 1165 | 1223 | -4.7% | 10067 | 10131 | -0.6% |
| Units Sold | 679 | 649 | 4.6% | 5420 | 4142 | 30.9% |
| Sales Dollars | \$123,750,829 | \$108,316,981 | 14.2% | \$937,641,694 | \$660,861,435 | 41.9% |
| List/Sell Ratio | 94.26 | 91.40 | | 93.77 | 91.51 | |
| Days to Sell | 111 | 140 | -20.7% | 125 | 144 | -13.2% |
| Active Listings | 6666 | | | | | |

LICENSEES
August 31, 2002

| | TOTAL NUMBER OF LICENSEES | TOTAL NUMBER OF LICENSEES | CHANGE BY NUMBER | CHANGE BY % |
|---------------------------|------------------------------|------------------------------|---------------------|----------------|
| | August 31/02 | August 31/01 | | |
| ALL DIVISIONS | 692 | 677 | 15 | 2.22% |
| CENTRAL OK DIV. | 438 | 422 | 16 | 3.79% |
| NORTH OK DIV. | 188 | 184 | 4 | 2.17% |
| SHUSWAP DIV. | 66 | 71 | -5 | -7.04% |
| | | | | |
| CURRENT MEMBERSHIP | | | | |
| | | | | |
| AGENT LICENSEES | 74 | | | |
| SALESPERSONS | 551 | | | |
| PROPERTY MANAGEMENT | 9 | | | |
| 9:15 LICENCEE MEMBER | 58 | | | |
| EXEMPTION MEMBER | 0 | | | |
| | | | | |
| TOTALS | 692 | | | |
| | | | | |
| | | | | |

COMPARATIVE ACTIVITY BY PROPERTY TYPE

August 31, 2002

SHUSWAP

| | | CURRENT MONTH | | | YEAR TO DATE | | |
|-----------------------------|------------------|---------------|-------------|----------|--------------|--------------|----------|
| | | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Acreage | | | | | | | |
| | UNITS LISTED | 5 | 11 | -54.5% | 77 | 80 | -3.8% |
| | UNITS SOLD | 1 | 1 | 0.0% | 12 | 12 | 0.0% |
| | SALES DOLLARS | \$85,300 | \$59,000 | 44.6% | \$1,038,300 | \$845,500 | 22.8% |
| | LIST/SELL RATIO | 96.16 | 90.76 | | 81.68 | 83.59 | 85.7% |
| | DAYS TO SELL | 125 | 43 | 190.7% | 245 | 231 | 6.1% |
| | ACTIVE INVENTORY | 121 | | | | | |
| | AVERAGE PRICE | \$85,300 | \$59,000 | 44.6% | \$86,525 | \$70,458 | 22.8% |
| | MEDIAN PRICE | \$85,300 | \$59,000 | 44.6% | \$71,000 | \$59,000 | 20.3% |
| Acreage with House | | | | | | | |
| | UNITS LISTED | 23 | 29 | -20.7% | 195 | 194 | 0.5% |
| | UNITS SOLD | 13 | 10 | 30.0% | 74 | 60 | 23.3% |
| | SALES DOLLARS | \$2,689,400 | \$1,602,400 | 67.8% | \$14,828,200 | \$10,251,400 | 44.6% |
| | LIST/SELL RATIO | 94.56 | 92.20 | | 90.84 | 90.04 | |
| | DAYS TO SELL | 168 | 234 | -28.2% | 175 | 227 | -22.9% |
| | ACTIVE INVENTORY | 184 | | | | | |
| | AVERAGE PRICE | \$206,877 | \$160,240 | 29.1% | \$200,381 | \$170,857 | 17.3% |
| | MEDIAN PRICE | \$165,000 | \$163,950 | 0.6% | \$180,000 | \$165,000 | 9.1% |
| Acreage (Waterfront) | | | | | | | |
| | UNITS LISTED | 1 | 2 | -100.0% | 8 | 13 | -38.5% |
| | UNITS SOLD | 1 | 0 | 100.0% | 4 | 2 | 100.0% |
| | SALES DOLLARS | \$69,500 | \$0 | 100.0% | \$622,601 | \$285,000 | 118.5% |
| | LIST/SELL RATIO | 81.86 | 0.00 | | 67.38 | 86.96 | |
| | DAYS TO SELL | 499 | 0 | 100.0% | 275 | 92 | 198.9% |
| | ACTIVE INVENTORY | 14 | | | | | |
| | AVERAGE PRICE | \$69,500 | \$0 | 100.0% | \$155,650 | \$142,500 | 9.2% |
| | MEDIAN PRICE | \$69,500 | \$0 | 100.0% | \$69,500 | \$142,500 | -51.2% |
| Business | | | | | | | |
| | UNITS LISTED | 7 | 8 | -12.5% | 46 | 74 | -37.8% |
| | UNITS SOLD | 1 | 2 | -50.0% | 6 | 13 | -53.8% |
| | SALES DOLLARS | \$772,000 | \$910,000 | -15.2% | \$3,385,600 | \$4,275,900 | -20.8% |
| | LIST/SELL RATIO | 97.10 | 92.91 | | 85.03 | 84.61 | |
| | DAYS TO SELL | 140 | 155 | -9.7% | 195 | 187 | 4.3% |
| | ACTIVE INVENTORY | 53 | | | | | |
| | AVERAGE PRICE | \$772,000 | \$455,000 | 69.7% | \$564,267 | \$328,915 | 71.6% |
| | MEDIAN PRICE | \$772,000 | \$455,000 | 69.7% | \$588,500 | \$235,000 | 150.4% |
| Condo (Townhouse) | | | | | | | |
| | UNITS LISTED | 1 | 5 | -80.0% | 36 | 55 | -34.5% |
| | UNITS SOLD | 3 | 6 | -50.0% | 17 | 35 | -51.4% |
| | SALES DOLLARS | \$341,000 | \$685,750 | -50.3% | \$2,085,000 | \$4,527,835 | -54.0% |
| | LIST/SELL RATIO | 93.46 | 96.65 | | 95.40 | 93.94 | |
| | DAYS TO SELL | 186 | 276 | -32.6% | 327 | 278 | 17.6% |
| | ACTIVE INVENTORY | 30 | | | | | |
| | AVERAGE PRICE | \$113,667 | \$114,292 | -0.5% | \$122,647 | \$129,367 | -5.2% |
| | MEDIAN PRICE | \$120,000 | \$113,625 | 5.6% | \$120,000 | \$122,500 | -2.0% |

COMPARATIVE ACTIVITY BY PROPERTY TYPE

August 31, 2002

SHUSWAP

| | | CURRENT MONTH | | | YEAR TO DATE | | |
|----------------------|------------------|---------------|-----------|----------|--------------|-------------|----------|
| | | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Condo (Apt) | | | | | | | |
| | UNITS LISTED | 2 | 8 | -75.0% | 36 | 53 | -32.1% |
| | UNITS SOLD | 2 | 0 | 100.0% | 25 | 12 | 108.3% |
| | SALES DOLLARS | \$285,000 | \$0 | 100.0% | \$2,219,900 | \$1,071,150 | 107.2% |
| | LIST/SELL RATIO | 98.27 | 0.00 | | 94.69 | 91.97 | |
| | DAYS TO SELL | 217 | 0 | 100.0% | 231 | 332 | -30.4% |
| | ACTIVE INVENTORY | 43 | | | | | |
| | AVERAGE PRICE | \$142,500 | \$0 | 100.0% | \$88,796 | \$89,263 | -0.5% |
| | MEDIAN PRICE | \$142,500 | \$0 | 100.0% | \$71,000 | \$81,500 | -12.9% |
| Duplex | | | | | | | |
| | UNITS LISTED | 0 | 0 | 0.0% | 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 | 5 | | | | | |
| | 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 | 1 | 3 | -66.7% | 19 | 15 | 26.7% |
| | UNITS SOLD | 2 | 1 | 100.0% | 4 | 3 | 33.3% |
| | SALES DOLLARS | \$494,000 | \$170,000 | 190.6% | \$1,059,000 | \$1,900,000 | -44.3% |
| | LIST/SELL RATIO | 89.80 | 73.91 | | 73.82 | 93.03 | |
| | DAYS TO SELL | 255 | 232 | 9.9% | 235 | 241 | -2.5% |
| | ACTIVE INVENTORY | 25 | | | | | |
| | AVERAGE PRICE | \$247,000 | \$170,000 | 45.3% | \$264,750 | \$633,333 | -58.2% |
| | MEDIAN PRICE | \$247,000 | \$170,000 | 45.3% | \$247,000 | \$565,000 | -56.3% |
| IC&I | | | | | | | |
| | UNITS LISTED | 0 | 2 | -100.0% | 17 | 23 | -26.1% |
| | UNITS SOLD | 3 | 0 | 100.0% | 6 | 2 | 200.0% |
| | SALES DOLLARS | \$1,097,000 | \$0 | 100.0% | \$1,541,300 | \$345,000 | 346.8% |
| | LIST/SELL RATIO | 82.06 | 0.00 | | 84.48 | 87.19 | |
| | DAYS TO SELL | 264 | 0 | 100.0% | 215 | 214 | 0.5% |
| | ACTIVE INVENTORY | 24 | | | | | |
| | AVERAGE PRICE | \$365,667 | \$0 | 100.0% | \$256,883 | \$172,500 | 48.9% |
| | MEDIAN PRICE | \$242,000 | \$0 | 100.0% | \$186,000 | \$172,500 | 7.8% |
| IC&I Land | | | | | | | |
| | UNITS LISTED | 2 | 7 | -71.4% | 33 | 34 | -2.9% |
| | UNITS SOLD | 1 | 1 | 0.0% | 6 | 3 | 100.0% |
| | SALES DOLLARS | \$725,000 | \$137,500 | 427.3% | \$1,321,500 | \$845,000 | 56.4% |
| | LIST/SELL RATIO | 81.00 | 35.26 | | 89.64 | 72.32 | |
| | DAYS TO SELL | 353 | 384 | -8.1% | 431 | 274 | 57.3% |
| | ACTIVE INVENTORY | 57 | | | | | |
| | AVERAGE PRICE | \$725,000 | \$137,500 | 427.3% | \$220,250 | \$281,667 | -21.8% |
| | MEDIAN PRICE | \$725,000 | \$137,500 | 427.3% | \$117,750 | \$250,000 | -52.9% |

COMPARATIVE ACTIVITY BY PROPERTY TYPE

August 31, 2002

SHUSWAP

| | CURRENT MONTH | | | YEAR TO DATE | | |
|--------------------------|---------------|-----------|----------|--------------|-------------|----------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Lots | | | | | | |
| UNITS LISTED | 26 | 24 | 8.3% | 208 | 281 | -26.0% |
| UNITS SOLD | 10 | 12 | -16.7% | 62 | 63 | -1.6% |
| SALES DOLLARS | \$346,900 | \$450,950 | -23.1% | \$2,693,400 | \$2,139,700 | 25.9% |
| LIST/SELL RATIO | 93.35 | 87.27 | | 88.82 | 85.14 | |
| DAYS TO SELL | 267 | 480 | -44.4% | 393 | 313 | 25.6% |
| ACTIVE INVENTORY | 459 | | | | | |
| AVERAGE PRICE | \$34,690 | \$37,579 | -7.7% | \$43,442 | \$33,963 | 27.9% |
| MEDIAN PRICE | \$34,500 | \$39,500 | -12.7% | \$43,000 | \$34,500 | 24.6% |
| Leases | | | | | | |
| UNITS LISTED | 0 | 1 | -100.0% | 6 | 10 | -40.0% |
| UNITS SOLD | 1 | 0 | 100.0% | 6 | 1 | 500.0% |
| SALES DOLLARS | \$1 | \$0 | 100.0% | \$14 | \$1 | 1300.0% |
| LIST/SELL RATIO | 100.00 | 0.00 | | 108.43 | 100.00 | |
| DAYS TO SELL | 339 | 0 | 100.0% | 276 | 341 | -19.1% |
| ACTIVE INVENTORY | 15 | | | | | |
| AVERAGE PRICE | \$1 | \$0 | 100.0% | \$2 | \$1 | 133.3% |
| MEDIAN PRICE | \$1 | \$0 | 100.0% | \$1 | \$1 | 0.0% |
| Lots (Waterfront) | | | | | | |
| UNITS LISTED | 2 | 2 | 0.0% | 15 | 29 | -48.3% |
| UNITS SOLD | 1 | 2 | -100.0% | 8 | 6 | 33.3% |
| SALES DOLLARS | \$104,000 | \$103,000 | 1.0% | \$916,500 | \$778,500 | 17.7% |
| LIST/SELL RATIO | 74.33 | 92.48 | | 81.46 | 87.76 | |
| DAYS TO SELL | 518 | 322 | 60.9% | 436 | 472 | -7.6% |
| ACTIVE INVENTORY | 41 | | | | | |
| AVERAGE PRICE | \$104,000 | \$51,500 | 101.9% | \$114,563 | \$129,750 | -11.7% |
| MEDIAN PRICE | \$104,000 | \$50,500 | 105.9% | \$113,250 | \$123,500 | -8.3% |
| Multi-Family | | | | | | |
| UNITS LISTED | 2 | 0 | 100.0% | 9 | 13 | -30.8% |
| UNITS SOLD | 0 | 0 | 0.0% | 2 | 1 | 100.0% |
| SALES DOLLARS | \$0 | \$0 | 0.0% | \$525,000 | \$273,000 | 92.3% |
| LIST/SELL RATIO | 0.00 | 0.00 | | 81.24 | 92.54 | |
| DAYS TO SELL | 0 | 0 | 0.0% | 472 | 1041 | -54.7% |
| ACTIVE INVENTORY | 10 | | | | | |
| AVERAGE PRICE | \$0 | \$0 | 0.0% | \$262,500 | \$273,000 | -3.8% |
| MEDIAN PRICE | \$0 | \$0 | 0.0% | \$262,500 | \$273,000 | -3.8% |
| Mobile Homes | | | | | | |
| UNITS LISTED | 15 | 12 | 25.0% | 107 | 120 | -10.8% |
| UNITS SOLD | 6 | 7 | -14.3% | 42 | 36 | 16.7% |
| SALES DOLLARS | \$159,000 | \$185,500 | -14.3% | \$1,316,800 | \$1,075,250 | 22.5% |
| LIST/SELL RATIO | 86.87 | 88.57 | | 81.07 | 84.74 | |
| DAYS TO SELL | 283 | 146 | 93.8% | 259 | 131 | 97.7% |
| ACTIVE INVENTORY | 81 | | | | | |
| AVERAGE PRICE | \$26,500 | \$26,500 | 0.0% | \$31,352 | \$29,868 | 5.0% |
| MEDIAN PRICE | \$26,500 | \$22,000 | 20.5% | \$31,500 | \$27,500 | 14.5% |

COMPARATIVE ACTIVITY BY PROPERTY TYPE

August 31, 2002

SHUSWAP

| | CURRENT MONTH | | | YEAR TO DATE | | |
|---------------------------------|---------------|--------------|----------|--------------|--------------|----------|
| | THIS YEAR | LAST YEAR | INCREASE | THIS YEAR | LAST YEAR | INCREASE |
| Residential | | | | | | |
| UNITS LISTED | 70 | 63 | 11.1% | 619 | 613 | 1.0% |
| UNITS SOLD | 40 | 42 | -4.8% | 280 | 241 | 16.2% |
| SALES DOLLARS | \$5,773,985 | \$5,631,200 | 2.5% | \$40,085,014 | \$33,282,900 | 20.4% |
| LIST/SELL RATIO | 91.96 | 92.18 | | 92.97 | 91.64 | |
| DAYS TO SELL | 159 | 141 | 12.8% | 164 | 153 | 7.2% |
| ACTIVE INVENTORY | 457 | | | | | |
| AVERAGE PRICE | \$144,350 | \$134,076 | 7.7% | \$143,161 | \$138,103 | 3.7% |
| MEDIAN PRICE | \$152,000 | \$131,500 | 15.6% | \$145,000 | \$135,000 | 7.4% |
| Residential (Waterfront) | | | | | | |
| UNITS LISTED | 14 | 14 | 0.0% | 88 | 100 | -12.0% |
| UNITS SOLD | 11 | 4 | 175.0% | 48 | 30 | 60.0% |
| SALES DOLLARS | \$3,489,500 | \$1,643,000 | 112.4% | \$11,611,474 | \$8,667,200 | 34.0% |
| LIST/SELL RATIO | 90.75 | 94.47 | | 88.36 | 92.10 | |
| DAYS TO SELL | 142 | 71 | 100.0% | 201 | 156 | 28.8% |
| ACTIVE INVENTORY | 71 | | | | | |
| AVERAGE PRICE | \$317,227 | \$410,750 | -22.8% | \$241,906 | \$288,907 | -16.3% |
| MEDIAN PRICE | \$340,000 | \$422,500 | -19.5% | \$230,000 | \$267,500 | -14.0% |
| SHUSWAP TOTALS | | | | | | |
| UNITS LISTED | 171 | 191 | -10.5% | 1524 | 1717 | -11.2% |
| UNITS SOLD | 96 | 88 | 9.1% | 602 | 522 | 15.3% |
| SALES DOLLARS | \$16,431,586 | \$11,578,300 | 41.9% | \$85,249,603 | \$70,777,836 | 20.4% |
| LIST/SELL RATIO | 91.72 | 90.13 | | 90.20 | 88.76 | |
| DAYS TO SELL | 245 | 187 | 31.0% | 220 | 220 | 0.0% |
| ACTIVE INVENTORY | 1690 | | | | | |

RESIDENTIAL LISTING / SALES ANALYSIS

August 31, 2002

SHUSWAP

| Range | Mthly Listings Total | YTD Listings Total | Mthly Sales Total | YTD Sales Total |
|------------------|---------------------------------|-------------------------------|------------------------------|----------------------------|
| 0 to 90000 | 6 | 63 | 8 | 39 |
| 90001 to 110000 | 8 | 66 | 2 | 28 |
| 110001 to 130000 | 8 | 88 | 6 | 41 |
| 130001 to 150000 | 9 | 93 | 4 | 57 |
| 150001 to 170000 | 16 | 83 | 6 | 44 |
| 170001 to 190000 | 9 | 85 | 7 | 33 |
| 190001 to 210000 | 3 | 32 | 4 | 21 |
| 210001 to 230000 | 7 | 39 | 2 | 9 |
| 230001 to 250000 | 2 | 23 | 0 | 3 |
| 250001 to 270000 | 1 | 14 | 1 | 3 |
| 270001 to 290000 | 0 | 9 | 0 | 1 |
| 290001 to 310000 | 0 | 5 | 0 | 0 |
| 310001 and over | 1 | 17 | 0 | 1 |
| | 70 | 617 | 40 | 280 |

LOT LISTING / SALES ANALYSIS

August 31, 2002

SHUSWAP

| Range | Mthly Listings Total | YTD Listings Total | Mthly Sales Total | YTD Sales Total |
|----------------|---------------------------------|-------------------------------|------------------------------|----------------------------|
| 0 to 30000 | 15 | 82 | 5 | 20 |
| 30001 to 40000 | 4 | 46 | 1 | 14 |
| 40001 to 50000 | 6 | 56 | 2 | 13 |
| 50001 to 60000 | 1 | 24 | 1 | 7 |
| 60001 to 70000 | 1 | 17 | 2 | 15 |
| 70001 to 80000 | 1 | 16 | 0 | 4 |
| 80001 to 90000 | 0 | 6 | 1 | 1 |
| 90001 and over | 6 | 61 | 1 | 12 |
| | 34 | 308 | 13 | 86 |