

SHUSWAP DIVISION MONTHLY STATISTICS

FOR

August 1 - 31, 2003

SHUSWAP DIVISION

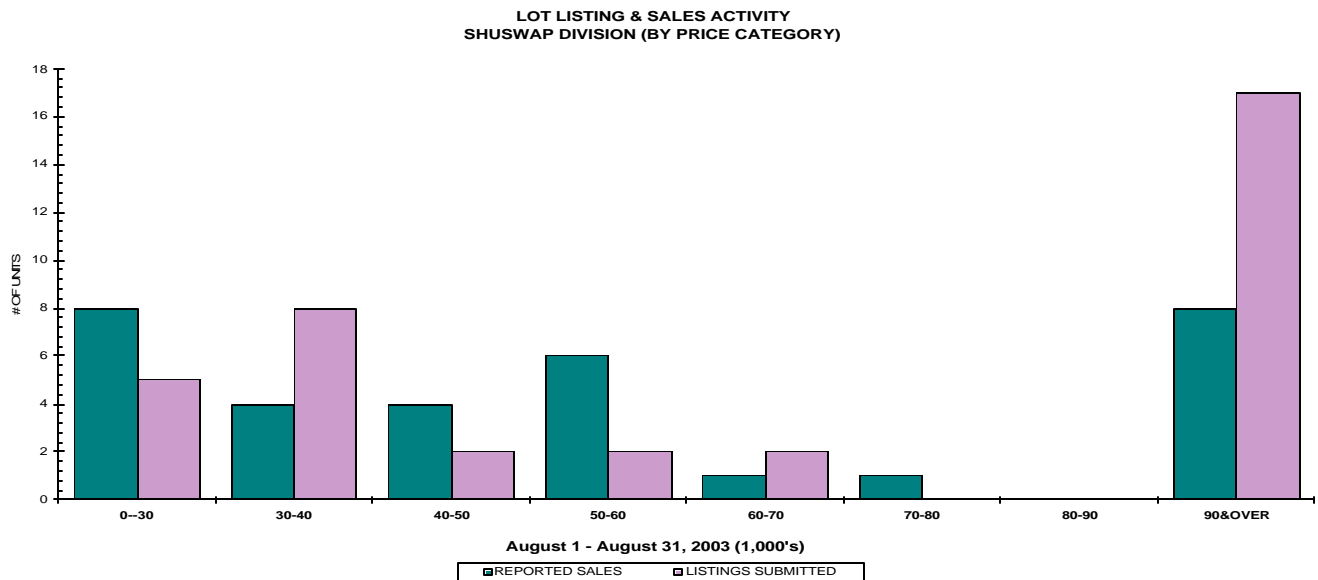
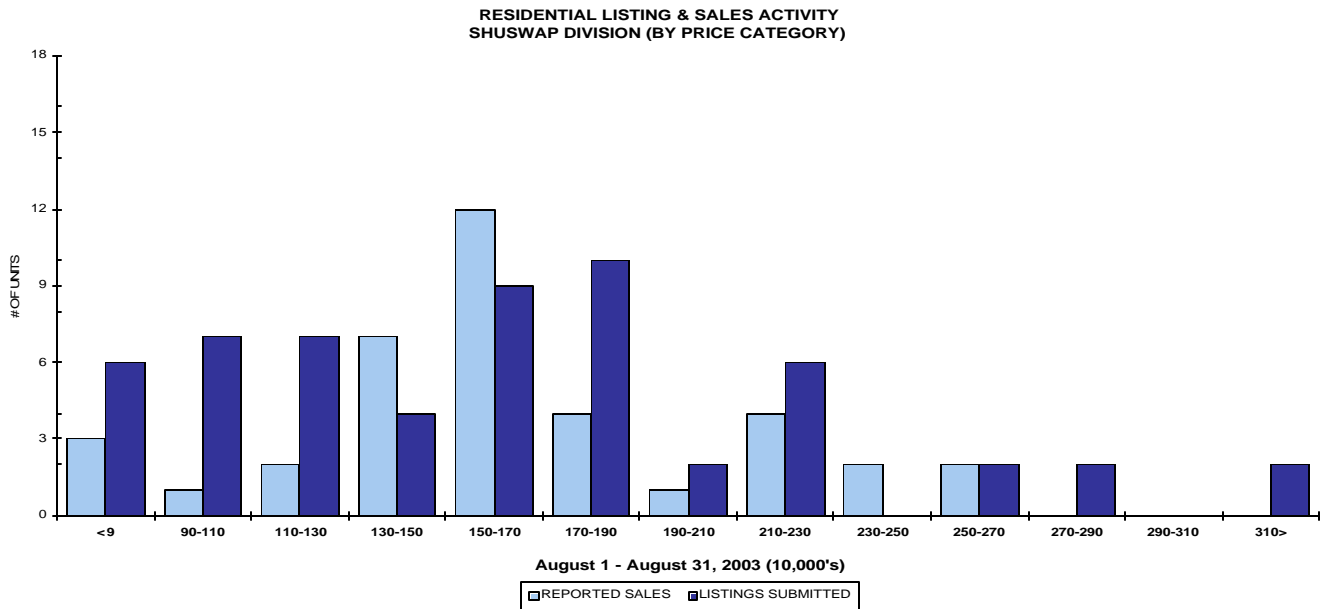
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August 2003

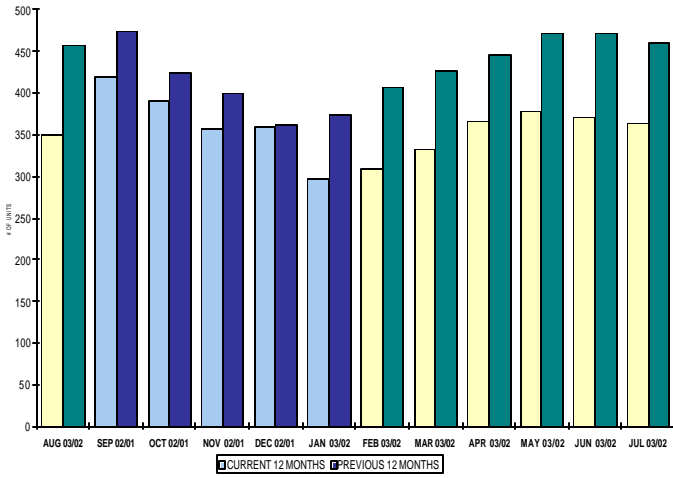
QUICK SUMMARY

	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>
August 2003	102	\$14,195,600	39	\$6,452,650	173	1,462
July 2003	130	\$22,162,517	62	\$10,568,717	187	1,451
August 2002	96	\$16,431,586	40	\$5,773,985	171	1,690

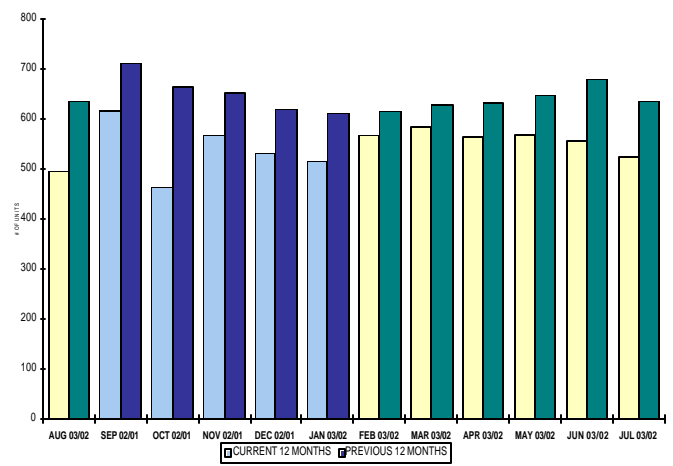
The average of listings-per-licensee is 21.0



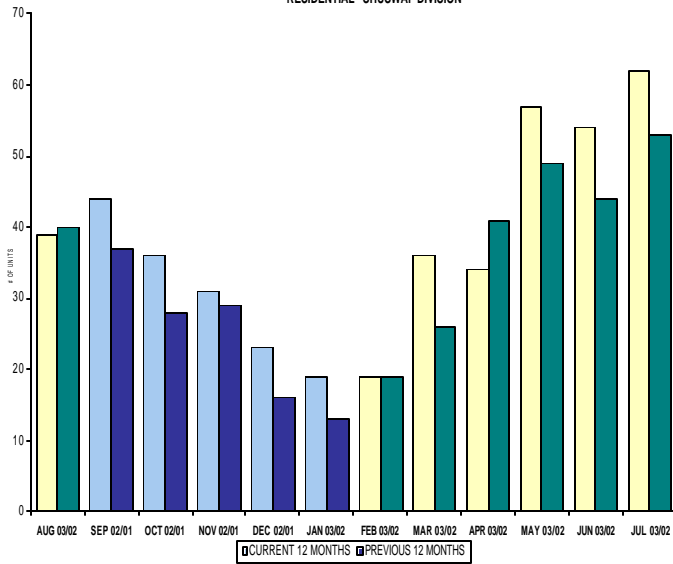
INVENTORY OF ACTIVE LISTINGS
RESIDENTIAL - SHUSWAP DIVISION



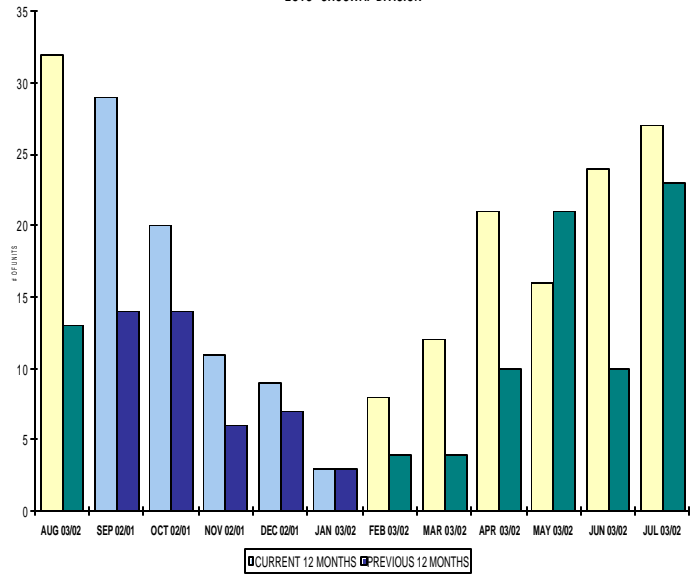
INVENTORY OF ACTIVE LISTINGS
LOTS - SHUSWAP DIVISION



NUMBER OF UNITS SOLD
RESIDENTIAL - SHUSWAP DIVISION



NUMBER OF UNITS SOLD
LOTS - SHUSWAP DIVISION



SHUSWAP DIVISION

August 2003

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	3	16	113	2.65%	501
ACREAGE/HOUSE	4	22	151	2.65%	173
LOTS	29	20	382	7.59%	382
RESIDENTIAL	40	70	457	8.75%	159
AVERAGE HOUSE PRICE \$165,453			MEDIAN HOUSE PRICE \$158,500		

Lots Include: Acreage Waterfront, Lots, Lots Waterfront

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

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ZONE CO TOTALS						
Units Listed	532	663	-19.76%	5350	5822	-8.11%
Units Sold	431	408	5.64%	3527	3578	-1.43%
Sales Dollars	\$93,650,669	\$75,440,831	24.14%	\$736,261,791	\$655,777,664	12.27%
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	2242	2792	-19.70%			
ZONE NO TOTALS						
Units Listed	343	331	3.63%	2677	2744	-2.44%
Units Sold	210	183	14.75%	1616	1347	19.97%
Sales Dollars	\$39,765,958	\$31,650,099	25.64%	\$273,881,299	\$213,154,694	28.49%
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	1601	1968	-18.65%			
ZONE SH TOTALS						
Units Listed	173	170	1.76%	1439	1531	-6.01%
Units Sold	102	90	13.33%	716	599	19.53%
Sales Dollars	\$14,195,600	\$15,696,586	-9.56%	\$105,383,194	\$85,264,096	23.60%
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	1452	1586	-8.45%			
ZONE OB TOTALS						
Units Listed	10	12	-16.67%	129	156	-17.31%
Units Sold	2	5	-60.00%	20	19	5.26%
Sales Dollars	\$719,900	\$2,603,250	-72.35%	\$13,837,500	\$6,099,951	126.85%
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	149	146	2.05%			
GRAND TOTALS						
Units Listed	1058	1176	-10.03%	9595	10253	-6.42%
Units Sold	745	686	8.60%	5879	5543	6.06%
Sales Dollars	\$148,332,127	\$125,390,766	18.30%	\$1,129,363,784	\$960,296,405	17.61%
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	5444	6492	-16.14%			

LICENSEES
August 31, 2003

	TOTAL NUMBER OF LICENSEES	TOTAL NUMBER OF LICENSEES	CHANGE BY NUMBER	CHANGE BY %
	August 31/03	August 31/02		
ALL DIVISIONS	779	691	88	12.74%
CENTRAL OK DIV.	501	439	62	14.12%
NORTH OK DIV.	209	185	24	12.97%
SHUSWAP DIV.	69	67	2	2.99%
CURRENT MEMBERSHIP				
AGENT LICENSEES	71			
SALESPERSONS	638			
PROPERTY MANAGEMENT	9			
9:15 LICENCEE MEMBER	59			
EXEMPTION MEMBER	2			
TOTALS	779			

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

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	16	5	220.0%	79	73	8.2%
Units Sold	3	1	200.0%	24	12	100.0%
Sales Dollars	\$131,900	\$85,300	54.6%	\$2,296,700	\$1,038,300	121.2%
List/Sell Ratio	83.30%	96.16%	-13.4%	85.33%	89.85%	-5.0%
Days to Sell	501	125	300.8%	417	245	70.2%
Active Inventory	113	122	-7.4%			
Average Price	\$43,967	\$85,300	-48.5%	\$95,696	\$86,525	10.6%
Median Price	\$40,000	\$85,300	-53.1%	\$69,750	\$71,000	-1.8%
Acreage with House						
Units Listed	22	22	0.0%	171	190	-10.0%
Units Sold	4	13	-69.2%	83	74	12.2%
Sales Dollars	\$1,320,000	\$2,689,400	-50.9%	\$18,517,342	\$14,828,200	24.9%
List/Sell Ratio	86.00%	94.56%	-9.1%	91.39%	92.10%	-0.8%
Days to Sell	173	168	3.0%	210	175	20.0%
Active Inventory	151	186	-18.8%			
Average Price	\$330,000	\$206,877	59.5%	\$223,101	\$200,381	11.3%
Median Price	\$251,000	\$165,000	52.1%	\$189,000	\$180,000	5.0%
Acreage (Waterfront)						
Units Listed	1	1	0.0%	5	8	-37.5%
Units Sold	1	1	0.0%	4	4	0.0%
Sales Dollars	\$27,000	\$69,500	-61.2%	\$353,850	\$622,601	-43.2%
List/Sell Ratio	91.52%	81.86%	11.8%	89.82%	81.33%	10.4%
Days to Sell	15	499	-97.0%	321	275	16.7%
Active Inventory	6	14	-57.1%			
Average Price	\$27,000	\$0	#DIV/0!	\$88,463	\$155,650	-43.2%
Median Price	\$27,000	\$69,500	-61.2%	\$93,300	\$69,500	34.2%
Business						
Units Listed	2	6	-66.7%	36	48	-25.0%
Units Sold	0	1	-100.0%	7	6	16.7%
Sales Dollars	\$0	\$772,000	-100.0%	\$3,399,500	\$3,385,600	0.4%
List/Sell Ratio	0.00%	97.10%	-100.0%	78.67%	85.03%	-7.5%
Days to Sell	0	140	-100.0%	626	195	221.0%
Active Inventory	60	56	7.1%			
Average Price	\$0	\$772,000	-100.0%	\$485,643	\$564,267	-13.9%
Median Price	\$0	\$772,000	-100.0%	\$372,000	\$588,500	-36.8%
Condo (Townhouse)						
Units Listed	3	1	200.0%	43	51	-15.7%
Units Sold	6	5	20.0%	34	25	36.0%
Sales Dollars	\$759,900	\$681,000	11.6%	\$4,421,600	\$3,225,500	37.1%
List/Sell Ratio	96.58%	92.36%	4.6%	96.79%	94.19%	2.8%
Days to Sell	124	177	-29.9%	156	314	-50.3%
Active Inventory	23	36	-36.1%			
Average Price	\$126,650	\$136,200	-7.0%	\$130,047	\$129,020	0.8%
Median Price	\$126,500	\$120,000	5.4%	\$124,750	\$123,500	1.0%
Condo (Apt)						
Units Listed	2	2	0.0%	27	36	-25.0%
Units Sold	2	2	0.0%	24	25	-4.0%
Sales Dollars	\$171,000	\$285,000	-40.0%	\$2,951,750	\$2,219,900	33.0%
List/Sell Ratio	94.08%	98.27%	-4.3%	94.10%	94.69%	-0.6%
Days to Sell	48	217	-77.9%	274	231	18.6%
Active Inventory	77	45	71.1%			
Average Price	\$85,500	\$142,500	-40.0%	\$122,990	\$88,796	38.5%
Median Price	\$85,500	\$142,500	-40.0%	\$126,000	\$71,000	77.5%

Shuswap Division Comparative Activity By Property Type

August 31, 2003

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	2	0	100.0%	6	5	20.0%
Units Sold	1	0	100.0%	2	0	100.0%
Sales Dollars	\$125,000	\$0	100.0%	\$300,000	\$0	100.0%
List/Sell Ratio	96.22%	0.00%	100.0%	94.77%	0.00%	100.0%
Days to Sell	43	0	100.0%	95	0	100.0%
Active Inventory	7	7	0.0%			
Average Price	\$125,000	\$0	100.0%	\$150,000	\$0	100.0%
Median Price	\$125,000	\$0	100.0%	\$175,000	\$0	100.0%
Farms						
Units Listed	1	1	0.0%	8	15	-46.7%
Units Sold	0	2	-100.0%	1	4	-75.0%
Sales Dollars	\$0	\$494,000	-100.0%	\$600,000	\$1,059,000	-43.3%
List/Sell Ratio	0.00%	89.80%	-100.0%	92.44%	83.83%	10.3%
Days to Sell	0	255	-100.0%	1974	235	740.0%
Active Inventory	11	29	-62.1%			
Average Price	\$0	\$247,000	-100.0%	\$600,000	\$264,750	126.6%
Median Price	\$0	\$247,000	-100.0%	\$600,000	\$247,000	142.9%
IC&I						
Units Listed	5	0	100.0%	26	18	44.4%
Units Sold	0	3	-100.0%	4	6	-33.3%
Sales Dollars	\$0	\$1,097,000	-100.0%	\$788,738	\$1,541,300	-48.8%
List/Sell Ratio	0.00%	82.06%	-100.0%	87.07%	84.48%	3.1%
Days to Sell	0	264	-100.0%	289	215	34.4%
Active Inventory	34	28	21.4%			
Average Price	\$0	\$365,667	-100.0%	\$197,185	\$256,883	-23.2%
Median Price	\$0	\$242,000	-100.0%	\$194,369	\$186,000	4.5%
IC&I Land						
Units Listed	4	3	33.3%	26	35	-25.7%
Units Sold	0	1	-100.0%	6	6	0.0%
Sales Dollars	\$0	\$725,000	-100.0%	\$1,160,300	\$1,321,500	-12.2%
List/Sell Ratio	0.00%	81.00%	-100.0%	92.55%	89.64%	3.2%
Days to Sell	0	353	-100.0%	605	431	40.4%
Active Inventory	57	57	0.0%			
Average Price	\$0	\$725,000	-100.0%	\$193,383	\$220,250	-12.2%
Median Price	\$0	\$725,000	-100.0%	\$184,900	\$117,750	57.0%
Lots						
Units Listed	18	26	-30.8%	213	208	2.4%
Units Sold	22	10	120.0%	100	61	63.9%
Sales Dollars	\$1,225,800	\$346,900	253.4%	\$4,392,856	\$2,676,400	64.1%
List/Sell Ratio	84.26%	93.35%	-9.7%	89.12%	89.16%	0.0%
Days to Sell	473	267	77.2%	471	391	20.5%
Active Inventory	345	457	-24.5%			
Average Price	\$55,718	\$34,690	60.6%	\$43,929	\$43,875	0.1%
Median Price	\$43,250	\$34,500	25.4%	\$39,950	\$43,000	-7.1%
Leases						
Units Listed	0	0	0.0%	21	6	250.0%
Units Sold	0	1	-100.0%	3	6	-50.0%
Sales Dollars	\$0	\$1	-100.0%	\$6,291	\$7	89771.4%
List/Sell Ratio	0.00%	100.00%	-100.0%	0.00%	108.43%	-100.0%
Days to Sell	0	339	-100.0%	426	276	54.3%
Active Inventory	16	17	-5.9%			
Average Price	\$0	\$1	-100.0%	\$2,097	\$1	209600.0%
Median Price	\$0	\$1	-100.0%	\$6,291	\$1	629000.0%

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

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots (Waterfront)						
Units Listed	1	2	-100.0%	21	15	40.0%
Units Sold	6	1	500.0%	15	8	87.5%
Sales Dollars	\$902,000	\$104,000	767.3%	\$1,999,950	\$916,500	118.2%
List/Sell Ratio	94.82%	74.33%	27.6%	89.33%	81.46%	9.7%
Days to Sell	660	518	27.4%	427	436	-2.1%
Active Inventory	31	42	-26.2%			
Average Price	\$150,333	\$0	#DIV/0!	\$133,330	\$114,563	16.4%
Median Price	\$145,750	\$104,000	40.1%	\$108,000	\$113,250	-4.6%
Multi-Family						
Units Listed	1	2	-50.0%	8	11	-27.3%
Units Sold	1	0	100.0%	2	2	0.0%
Sales Dollars	\$235,000	\$0	100.0%	\$355,000	\$525,000	-32.4%
List/Sell Ratio	90.41%	0.00%	100.0%	92.11%	81.24%	13.4%
Days to Sell	88	0	100.0%	57	472	-87.9%
Active Inventory	10	8	25.0%			
Average Price	\$235,000	\$0	100.0%	\$177,500	\$262,500	-32.4%
Median Price	\$235,000	\$310,000	100.0%	\$177,500	\$262,500	-32.4%
Mobile Homes						
Units Listed	15	15	0.0%	116	107	8.4%
Units Sold	9	3	200.0%	48	37	29.7%
Sales Dollars	\$398,350	\$98,000	306.5%	\$1,684,100	\$1,221,800	37.8%
List/Sell Ratio	84.34%	91.79%	-8.1%	85.76%	83.63%	2.5%
Days to Sell	169	472	-64.2%	164	278	-41.0%
Active Inventory	92	84	9.5%			
Average Price	\$44,261	\$32,667	35.5%	\$35,085	\$33,022	6.2%
Median Price	\$43,000	\$33,000	30.3%	\$30,000	\$33,000	-9.1%
Residential						
Units Listed	64	69	-7.2%	561	615	-8.8%
Units Sold	39	36	8.3%	320	276	15.9%
Sales Dollars	\$6,452,650	\$5,104,985	26.4%	\$49,645,517	\$39,416,014	26.0%
List/Sell Ratio	94.57%	91.58%	3.3%	93.67%	93.36%	0.3%
Days to Sell	122	164	-25.6%	139	165	-15.8%
Active Inventory	350	461	-24.1%			
Average Price	\$165,453	\$141,805	16.7%	\$155,142	\$142,812	8.6%
Median Price	\$158,500	\$145,000	9.3%	\$150,000	\$144,650	3.7%
Residential (Waterfront)						
Units Listed	16	15	6.7%	72	90	-20.0%
Units Sold	8	10	-20.0%	39	47	-17.0%
Sales Dollars	\$2,447,000	\$3,144,500	-22.2%	\$12,509,700	\$11,266,474	11.0%
List/Sell Ratio	92.91%	90.97%	2.1%	92.58%	89.37%	3.6%
Days to Sell	224	149	50.3%	233	204	14.2%
Active Inventory	69	72	-4.2%			
Average Price	\$305,875	\$314,450	-2.7%	\$320,762	\$239,712	33.8%
Median Price	\$232,000	\$327,250	-29.1%	\$266,500	\$230,000	15.9%
SHUSWAP DIVISION - TOTALS						
Units Listed	173	170	1.8%	1439	1531	-6.0%
Units Sold	102	90	13.3%	716	599	19.5%
Sales Dollars	\$14,195,600	\$15,696,586	-9.6%	\$105,383,194	\$85,264,096	23.6%
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	1452	1721	-15.6%			

**Shuswap Residential Listing/Sales Analysis
August 31, 2003**

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 90000	6	56	3	45
90001 to 110000	7	44	1	20
110001 to 130000	7	66	2	44
130001 to 150000	4	72	7	49
150001 to 170000	9	84	12	47
170001 to 190000	10	78	4	44
190001 to 210000	2	32	1	15
210001 to 230000	6	32	4	18
230001 to 250000	0	24	2	12
250001 to 270000	2	15	2	12
270001 to 290000	2	12	0	3
290001 to 310000	0	8	0	2
310001 and over	2	17	0	4
Totals	57	540	38	315

Shuswap Division Lot Listing/Sales Analysis

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 30000	5	62	8	35
30001 to 40000	8	55	4	29
40001 to 50000	2	56	4	19
50001 to 60000	2	27	6	16
60001 to 70000	2	15	1	9
70001 to 80000	0	14	1	7
80001 to 90000	0	11	0	2
90001 and over	17	78	8	26
Totals	36	318	32	143