

# SHUSWAP DIVISION MONTHLY STATISTICS

FOR

August 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

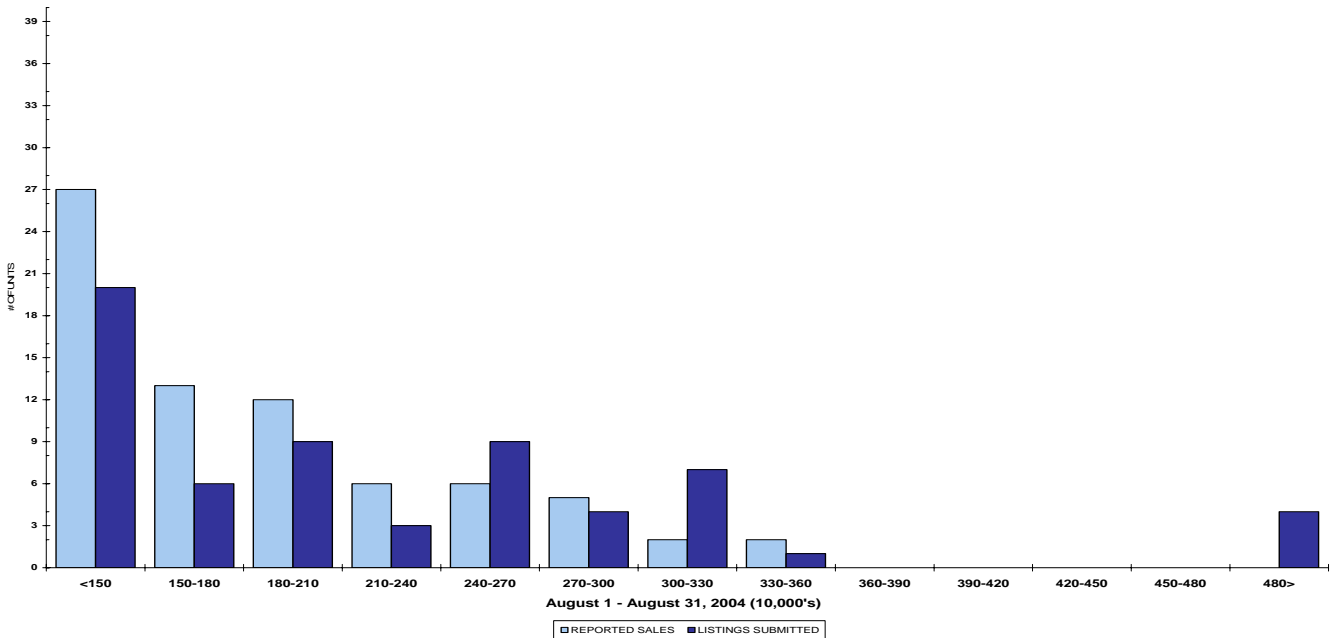
August 2004

### QUICK SUMMARY

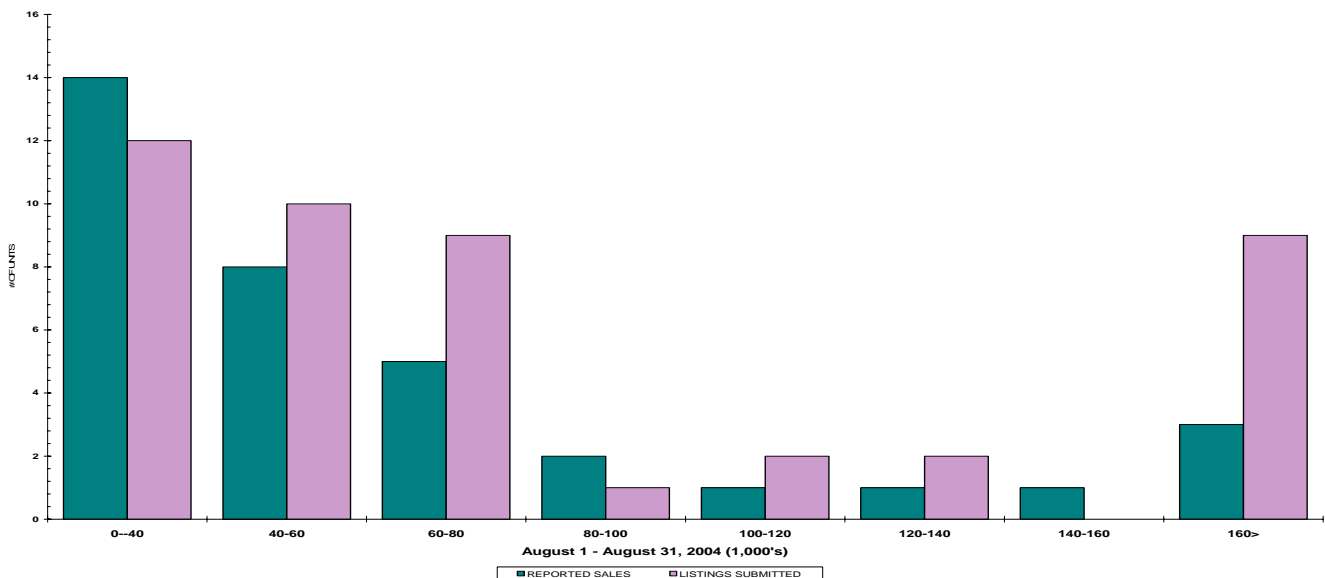
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	<u># of Units</u>	<u>\$ Value</u>	<u># of Units</u>	<u>\$ Value</u>	<u>Listings Taken</u>	<u>Inventory</u>
August 2004	159	\$26,226,290	71	\$13,018,200	177	1,124
July 2004	138	\$19,835,929	66	\$11,386,701	216	1,185
August 2003	95	\$14,334,700	36	\$6,032,050	167	1,452

The Shuswap Zone has **85** Members. The average of listings-per-licensee is 13.2

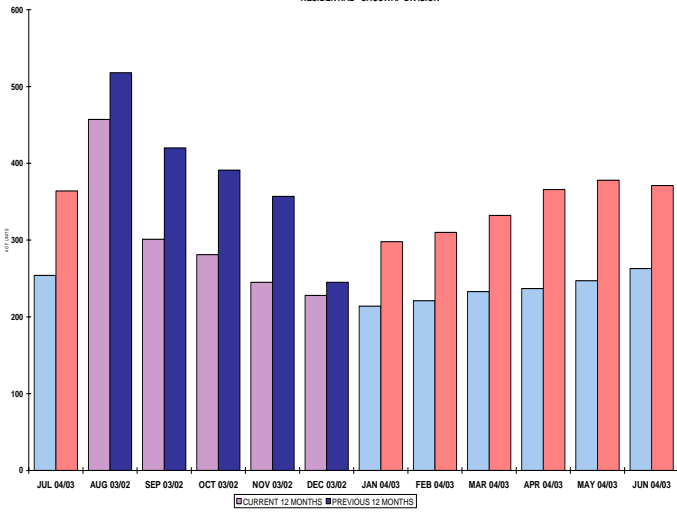
RESIDENTIAL LISTING & SALES ACTIVITY  
SHUSWAP DIVISION (BY PRICE CATEGORY)



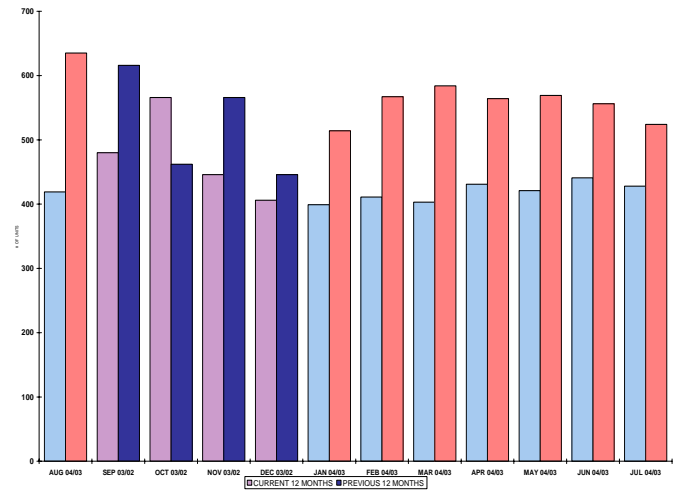
LOT LISTING & SALES ACTIVITY  
SHUSWAP DIVISION (BY PRICE CATEGORY)



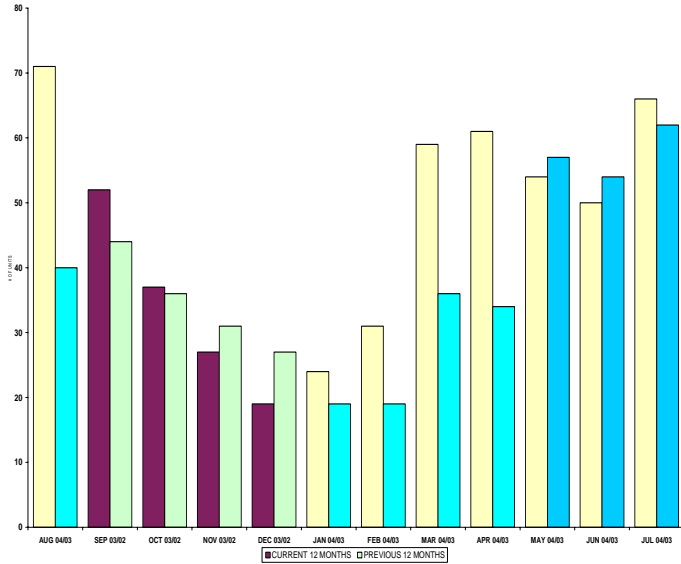
INVENTORY OF ACTIVE LISTINGS  
RESIDENTIAL - SHUSWAP DIVISION



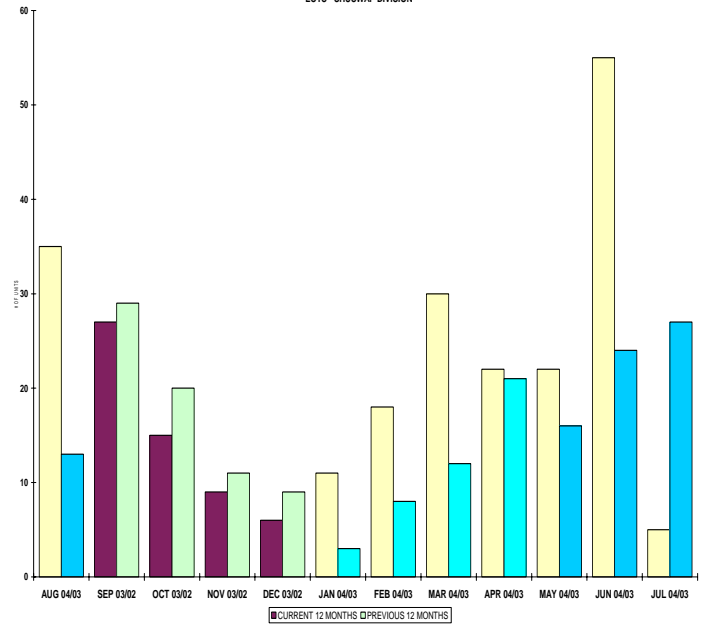
INVENTORY OF ACTIVE LISTINGS  
LOTS - SHUSWAP DIVISION



NUMBER OF UNITS SOLD  
RESIDENTIAL - SHUSWAP DIVISION



NUMBER OF UNITS SOLD  
LOTS - SHUSWAP DIVISION



**SHUSWAP DIVISION**

**August 2004**

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	7	7	102	6.86%	549
ACREAGE/HOUSE	19	21	123	15.45%	186
LOTS	28	38	317	8.83%	258
RESIDENTIAL	71	63	228	31.14%	117
<b>AVERAGE HOUSE PRICE \$183,355</b>			<b>MEDIAN HOUSE PRICE \$179,000</b>		

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

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

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

**ZONE CO  
TOTALS**

Units Listed	813	536	51.7%	6490	5184	25.2%
Units Sold	463	419	10.5%	3782	3461	9.3%
Sales Dollars	\$124,507,708	\$88,872,735	40.1%	\$944,238,822	\$724,658,919	30.3%
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	2879	2242	28.4%			

**ZONE NO  
TOTALS**

Units Listed	361	333	8.4%	3046	2541	19.9%
Units Sold	231	192	20.3%	1923	1553	23.8%
Sales Dollars	\$39,687,003	\$34,545,583	14.9%	\$354,600,569	\$257,745,350	37.6%
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	1496	1601	-6.6%			

**ZONE SH  
TOTALS**

Units Listed	177	167	6.0%	1553	1402	10.8%
Units Sold	159	95	67.4%	960	696	37.9%
Sales Dollars	\$26,226,290	\$14,334,700	83.0%	\$159,345,302	\$102,665,394	55.2%
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	1124	1452	-22.6%			

**ZONE OB  
TOTALS**

Units Listed	14	11	27.3%	114	125	-8.8%
Units Sold	3	0	100.0%	38	16	137.5%
Sales Dollars	\$1,004,000	\$0	100.0%	\$16,476,047	\$6,187,700	166.3%
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	135	149	-9.4%			

**GRAND TOTALS**

Units Listed	1365	1047	30.4%	11203	9252	21.1%
Units Sold	856	706	21.2%	6703	5726	17.1%
Sales Dollars	\$191,425,001	\$137,753,018	39.0%	\$1,474,660,740	\$1,091,257,363	35.1%
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	5634	5444	3.5%			

**LICENSEES**  
**August 31, 2004**

	TOTAL NUMBER OF LICENSEES August 31/04	TOTAL NUMBER OF LICENSEES August 31/03	CHANGE BY NUMBER	CHANGE BY %
ALL DIVISIONS	884	779	105	13.48%
CENTRAL OK DIV.	550	501	49	9.78%
NORTH OK DIV.	249	209	40	19.14%
SHUSWAP DIV.	85	69	16	23.19%

**CURRENT MEMBERSHIP**

AGENT LICENSEES	77
SALESPERSONS	733
PROPERTY MANAGEMENT	8
9:15 LICENCEE MEMBER	62
EXEMPTION MEMBER	4

**TOTALS** **884**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Acreage</b>						
Units Listed	7	16	-56.3%	84	79	6.3%
Units Sold	<b>7</b>	<b>4</b>	<b>75.0%</b>	<b>35</b>	<b>26</b>	<b>34.6%</b>
Sales Dollars	\$519,000	\$208,000	149.5%	\$4,295,950	\$2,386,700	80.0%
List/Sell Ratio	85.68%	90.97%		84.98%	85.88%	
Days to Sell	549	514	6.8%	362	425	-14.8%
Active Inventory	102	113	-9.7%			
Average Price	\$74,143	\$52,000	42.6%	\$122,741	\$91,796	33.7%
Median Price	\$70,000	\$47,000	48.9%	\$70,000	\$60,750	15.2%
<b>Acreage with House</b>						
Units Listed	21	22	-4.5%	180	170	5.9%
Units Sold	<b>19</b>	<b>6</b>	<b>216.7%</b>	<b>93</b>	<b>83</b>	<b>12.0%</b>
Sales Dollars	\$4,813,400	\$1,896,000	153.9%	\$24,960,400	\$18,657,342	33.8%
List/Sell Ratio	92.56%	87.60%		94.72%	91.50%	
Days to Sell	186	257	-27.6%	182	209	-12.9%
Active Inventory	123	151	-18.5%			
Average Price	\$253,337	\$316,000	-19.8%	\$268,391	\$224,787	19.4%
Median Price	\$232,500	\$251,000	-7.4%	\$228,500	\$189,000	20.9%
<b>Acreage (Waterfront)</b>						
Units Listed	3	1	200.0%	18	5	260.0%
Units Sold	<b>1</b>	<b>1</b>	<b>0.0%</b>	<b>6</b>	<b>5</b>	<b>20.0%</b>
Sales Dollars	\$142,000	\$27,000	425.9%	\$1,898,600	\$1,223,850	55.1%
List/Sell Ratio	88.19%	91.52%		90.55%	91.85%	
Days to Sell	7	12	-41.7%	121	299	-59.5%
Active Inventory	15	6	150.0%			
Average Price	\$142,000	\$27,000	425.9%	\$316,433	\$244,770	29.3%
Median Price	\$142,000	\$27,000	425.9%	\$327,000	\$120,000	172.5%
<b>Business</b>						
Units Listed	6	2	200.0%	55	36	52.8%
Units Sold	<b>1</b>	<b>0</b>	<b>100.0%</b>	<b>15</b>	<b>6</b>	<b>150.0%</b>
Sales Dollars	\$110,000	\$0	100.0%	\$8,308,000	\$3,391,500	145.0%
List/Sell Ratio	91.66%	0.00%		85.81%	78.67%	
Days to Sell	181	0	100.0%	325	636	-48.9%
Active Inventory	57	60	-5.0%			
Average Price	\$110,000	\$0	100.0%	\$553,867	\$565,250	-2.0%
Median Price	\$110,000	\$0	100.0%	\$379,500	\$378,500	0.3%
<b>Condo (Townhouse)</b>						
Units Listed	6	5	20.0%	53	46	15.2%
Units Sold	<b>5</b>	<b>6</b>	<b>-16.7%</b>	<b>42</b>	<b>34</b>	<b>23.5%</b>
Sales Dollars	\$792,500	\$759,900	4.3%	\$5,888,050	\$4,421,600	33.2%
List/Sell Ratio	98.47%	96.58%		97.09%	96.79%	
Days to Sell	16	123	-87.0%	74	149	-50.3%
Active Inventory	19	23	-17.4%			
Average Price	\$158,500	\$126,650	25.1%	\$140,192	\$130,047	7.8%
Median Price	\$124,000	\$126,500	-2.0%	\$131,200	\$124,750	5.2%
<b>Condo (Apt)</b>						
Units Listed	4	2	100.0%	30	27	11.1%
Units Sold	<b>3</b>	<b>2</b>	<b>50.0%</b>	<b>32</b>	<b>23</b>	<b>39.1%</b>
Sales Dollars	\$383,000	\$199,000	92.5%	\$3,910,980	\$2,806,750	39.3%
List/Sell Ratio	98.00%	96.85%		96.62%	94.13%	
Days to Sell	63	24	162.5%	129	252	-48.8%
Active Inventory	36	77	-53.2%			
Average Price	\$127,667	\$99,500	28.3%	\$122,218	\$122,033	0.2%
Median Price	\$95,000	\$99,500	-4.5%	\$96,250	\$118,000	-18.4%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Duplex</b>						
Units Listed	0	2	-100.0%	13	6	116.7%
Units Sold	<b>1</b>	<b>0</b>	<b>100.0%</b>	<b>6</b>	<b>2</b>	<b>200.0%</b>
Sales Dollars	\$105,000	\$0	100.0%	\$841,400	\$300,000	180.5%
List/Sell Ratio	87.50%	0.00%		92.14%	94.77%	
Days to Sell	100	0	100.0%	206	75	174.7%
Active Inventory	5	7	-28.6%			
Average Price	\$105,000	\$0	100.0%	\$140,233	\$150,000	-6.5%
Median Price	\$105,000	\$0	100.0%	\$134,000	\$150,000	-10.7%
<b>Farms</b>						
Units Listed	0	1	-100.0%	13	8	62.5%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>4</b>	<b>1</b>	<b>300.0%</b>
Sales Dollars	\$0	\$0	0.0%	\$1,859,000	\$600,000	209.8%
List/Sell Ratio	0.00%	0.00%		90.77%	92.44%	
Days to Sell	0	0	0.0%	301	1973	-84.7%
Active Inventory	15	11	36.4%			
Average Price	\$0	\$0	0.0%	\$464,750	\$600,000	-22.5%
Median Price	\$0	\$0	0.0%	\$375,000	\$600,000	-37.5%
<b>IC&amp;I</b>						
Units Listed	3	5	-40.0%	35	27	29.6%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>11</b>	<b>4</b>	<b>175.0%</b>
Sales Dollars	\$0	\$0	0.0%	\$2,686,692	\$788,738	240.6%
List/Sell Ratio	0.00%	0.00%		96.19%	87.07%	
Days to Sell	0	0	0.0%	219	284	-22.9%
Active Inventory	38	34	11.8%			
Average Price	\$0	\$0	0.0%	\$244,245	\$197,185	23.9%
Median Price	\$0	\$0	0.0%	\$189,000	\$194,369	-2.8%
<b>IC&amp;I Land</b>						
Units Listed	5	4	25.0%	27	25	8.0%
Units Sold	<b>2</b>	<b>0</b>	<b>100.0%</b>	<b>9</b>	<b>5</b>	<b>80.0%</b>
Sales Dollars	\$485,000	\$0	100.0%	\$3,120,000	\$1,109,700	181.2%
List/Sell Ratio	118.05%	0.00%		95.61%	99.81%	
Days to Sell	1282	0	100.0%	659	616	7.0%
Active Inventory	46	57	-19.3%			
Average Price	\$242,500	\$0	100.0%	\$346,667	\$221,940	56.2%
Median Price	\$242,500	\$0	100.0%	\$250,000	\$189,900	31.6%
<b>Lots</b>						
Units Listed	31	18	72.2%	255	214	19.2%
Units Sold	<b>23</b>	<b>18</b>	<b>27.8%</b>	<b>138</b>	<b>103</b>	<b>34.0%</b>
Sales Dollars	\$906,890	\$1,126,500	-19.5%	\$6,035,340	\$4,550,856	32.6%
List/Sell Ratio	89.22%	86.51%		91.32%	89.15%	
Days to Sell	309	413	-25.2%	287	454	-36.8%
Active Inventory	288	345	-16.5%			
Average Price	\$39,430	\$62,583	-37.0%	\$43,734	\$44,183	-1.0%
Median Price	\$38,000	\$42,750	-11.1%	\$41,500	\$40,000	3.8%
<b>Leases</b>						
Units Listed	3	0	100.0%	15	21	-28.6%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>3</b>	<b>3</b>	<b>0.0%</b>
Sales Dollars	\$0	\$0	0.0%	\$207,014	\$178,441	16.0%
List/Sell Ratio	0.00%	0.00%		95.45%	0.00%	
Days to Sell	0	0	0.0%	397	420	-5.5%
Active Inventory	19	16	18.8%			
Average Price	\$0	\$0	0.0%	\$69,005	\$59,480	16.0%
Median Price	\$0	\$0	0.0%	\$11	\$6,291	-99.8%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Lots (Waterfront)</b>						
Units Listed	4	1	300.0%	18	21	-14.3%
Units Sold	<b>4</b>	<b>5</b>	<b>-20.0%</b>	<b>19</b>	<b>15</b>	<b>26.7%</b>
Sales Dollars	\$780,000	\$679,000	14.9%	\$2,525,000	\$1,999,950	26.3%
List/Sell Ratio	94.78%	94.40%		83.88%	89.33%	
Days to Sell	459	778	-41.0%	1204	423	184.6%
Active Inventory	14	31	-54.8%			
Average Price	\$195,000	\$135,800	43.6%	\$132,895	\$133,330	-0.3%
Median Price	\$182,500	\$108,000	69.0%	\$125,000	\$108,000	15.7%
<b>Multi-Family</b>						
Units Listed	0	1	-100.0%	11	7	57.1%
Units Sold	<b>0</b>	<b>1</b>	<b>-100.0%</b>	<b>2</b>	<b>3</b>	<b>-33.3%</b>
Sales Dollars	\$0	\$235,000	0.0%	\$484,900	\$468,500	3.5%
List/Sell Ratio	0.00%	90.41%		100.13%	93.06%	
Days to Sell	0	76	0.0%	134	21	538.1%
Active Inventory	12	10	20.0%			
Average Price	\$0	\$235,000	-100.0%	\$242,450	\$156,167	55.3%
Median Price	\$0	\$235,000	0.0%	\$242,450	\$120,000	102.0%
<b>Mobile Homes</b>						
Units Listed	19	14	35.7%	134	114	17.5%
Units Sold	<b>11</b>	<b>7</b>	<b>57.1%</b>	<b>80</b>	<b>48</b>	<b>66.7%</b>
Sales Dollars	\$393,000	\$350,250	12.2%	\$2,917,750	\$1,684,100	73.3%
List/Sell Ratio	887.44%	88.69%		85.82%	85.76%	
Days to Sell	101	146	-30.8%	134	158	-15.2%
Active Inventory	73	92	-20.7%			
Average Price	\$35,727	\$50,036	-28.6%	\$36,472	\$35,085	4.0%
Median Price	\$22,000	\$49,500	-55.6%	\$27,950	\$30,000	-6.8%
<b>Recreational Property</b>						
Units Listed	2	3	-33.3%	19	21	-9.5%
Units Sold	<b>6</b>	<b>3</b>	<b>100.0%</b>	<b>11</b>	<b>11</b>	<b>0.0%</b>
Sales Dollars	\$889,300	\$492,000	80.8%	\$1,761,603	\$1,373,067	28.3%
List/Sell Ratio	91.18%	99.14%		93.92%	92.64%	
Days to Sell	50	246	-79.7%	159	209	-23.9%
Active Inventory	14	0	100.0%			
Average Price	\$148,217	\$164,000	-9.6%	\$160,146	\$124,824	28.3%
Median Price	\$106,500	\$227,000	-53.1%	\$106,500	\$94,000	13.3%
<b>Residential</b>						
Units Listed	63	58	8.6%	551	525	5.0%
Units Sold	<b>71</b>	<b>36</b>	<b>97.2%</b>	<b>414</b>	<b>299</b>	<b>38.5%</b>
Sales Dollars	\$13,018,200	\$6,032,050	115.8%	\$71,751,348	\$47,523,000	51.0%
List/Sell Ratio	93.32%	94.10%		95.17%	93.67%	
Days to Sell	117	96	21.9%	124	128	-3.1%
Active Inventory	228	350	-34.9%			
Average Price	\$183,355	\$167,557	9.4%	\$173,312	\$158,940	9.0%
Median Price	\$179,000	\$159,250	12.4%	\$163,000	\$155,000	5.2%
<b>Residential (Waterfront)</b>						
Units Listed	0	12	-100.0%	42	50	-16.0%
Units Sold	<b>5</b>	<b>6</b>	<b>-16.7%</b>	<b>40</b>	<b>25</b>	<b>60.0%</b>
Sales Dollars	\$2,889,000	\$2,330,000	24.0%	\$15,893,275	\$9,201,300	72.7%
List/Sell Ratio	90.98%	92.41%		94.09%	93.29%	
Days to Sell	193	204	-5.4%	153	221	-30.8%
Active Inventory	20	69	-71.0%			
Average Price	\$577,800	\$388,333	48.8%	\$397,332	\$368,052	8.0%
Median Price	\$614,000	\$345,000	78.0%	\$359,950	\$349,900	2.9%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<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	177	167	6.0%	1553	1402	10.8%
Units Sold	<b>159</b>	<b>95</b>	<b>67.4%</b>	<b>960</b>	<b>696</b>	<b>37.9%</b>
Sales Dollars	\$26,226,290	\$14,334,700	83.0%	\$159,345,302	\$102,665,394	55.2%
List/Sell Ratio	93.85%	92.08%		92.72%	91.45%	
Days to Sell	184	298	-38.3%	196	244	-19.7%
Active Inventory	1124	1452	-22.6%			

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

<b>Range</b>	<b>Mthly Listings Total</b>	<b>YTD Listings Total</b>	<b>Mthly Sales Total</b>	<b>YTD Sales Total</b>
0 to 150000	20	199	27	168
150001 to 180000	6	96	13	87
180001 to 210000	9	82	12	63
210001 to 240000	3	68	6	44
240001 to 270000	9	46	6	23
270001 to 300000	4	16	5	14
300001 to 330000	7	20	2	10
330001 to 360000	1	9	2	3
360001 to 390000	0	5	0	3
390001 to 420000	0	5	0	0
420001 to 450000	0	0	0	2
450001 to 480000	0	1	0	0
480001 and over	4	8	0	0
<b>Totals</b>	<b>63</b>	<b>555</b>	<b>73</b>	<b>417</b>

**Shuswap Division Lot Listing/Sales Analysis**

<b>Range</b>	<b>Mthly Listings Total</b>	<b>YTD Listings Total</b>	<b>Mthly Sales Total</b>	<b>YTD Sales Total</b>
0 to 40000	12	103	14	76
40001 to 60000	10	124	8	53
60001 to 80000	9	43	5	39
80001 to 100000	1	19	2	6
100001 to 120000	2	12	1	3
120001 to 140000	2	15	1	5
140001 to 160000	0	13	1	2
160001 and over	9	46	3	14
<b>Totals</b>	<b>45</b>	<b>375</b>	<b>35</b>	<b>198</b>