

**SHUSWAP DIVISION**

**MONTHLY STATISTICS**

**FOR**

**September 1 - 30, 2002**

# SHUSWAP DIVISION

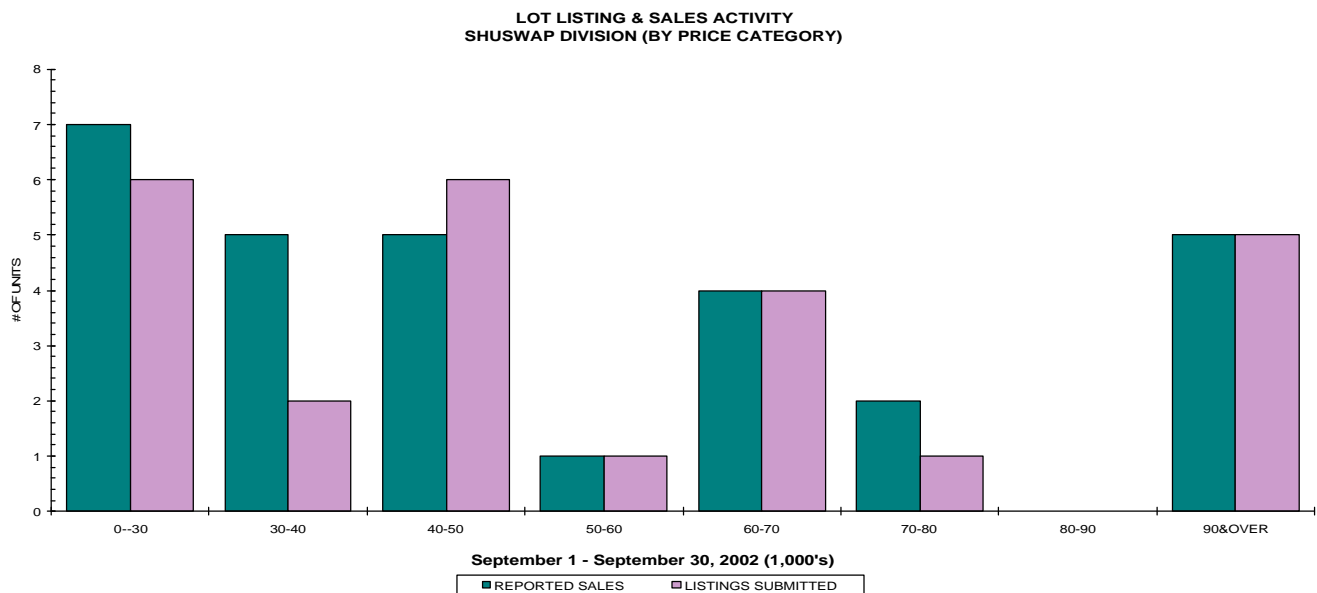
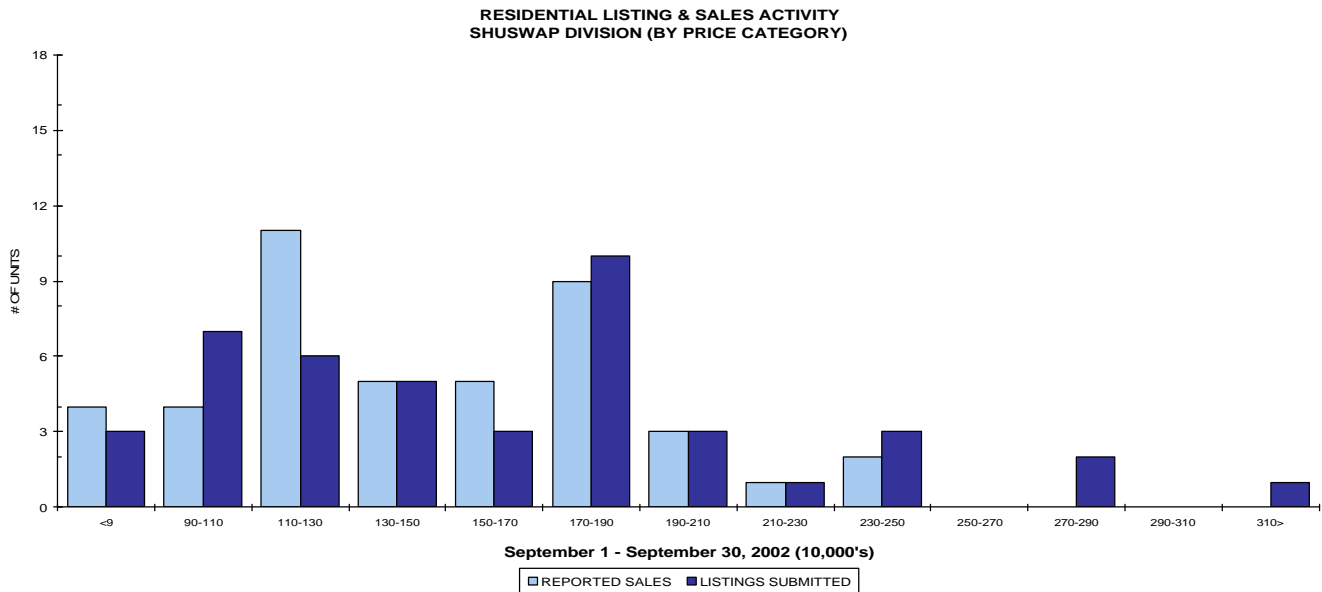
## STAT - O - GRAM

September 2002

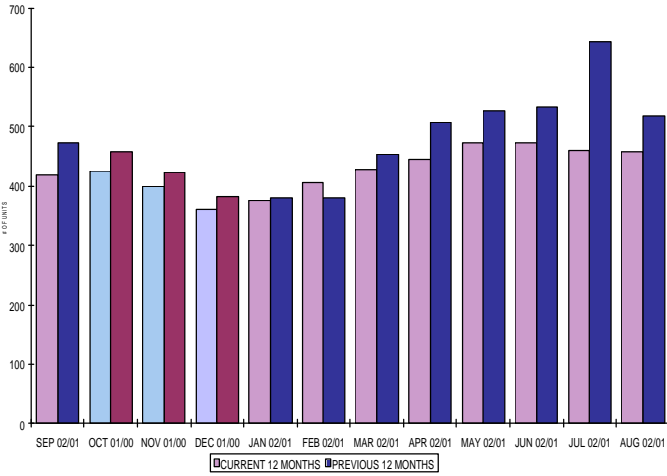
### QUICK SUMMARY

	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	# of Units	\$ Value	# of Units	\$ Value	Listings Taken	Inventory
September 2002	105	\$13,063,260	44	\$6,449,500	128	1,632
August 2002	96	\$16,431,586	40	\$57,739,985	171	1,690
September 2001	86	\$12,155,954	37	\$50,485,050	138	1,903

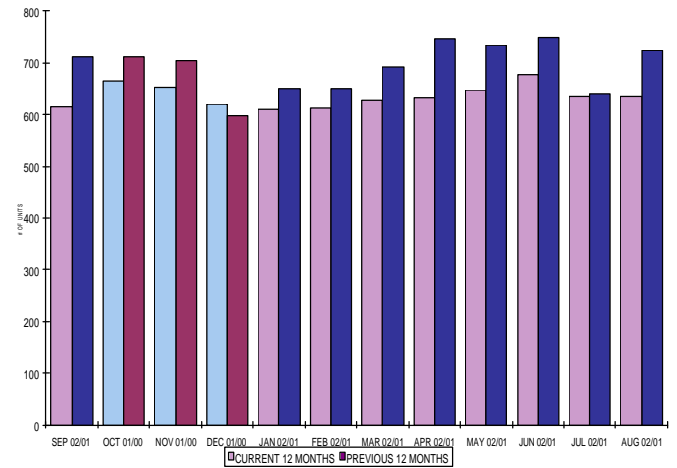
The average of listings-per-licensee is 24.3



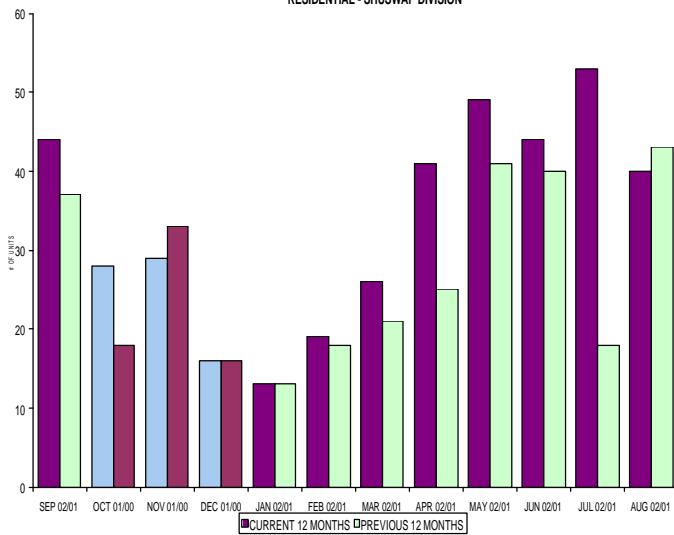
INVENTORY OF ACTIVE LISTINGS  
RESIDENTIAL - SHUSWAP DIVISION



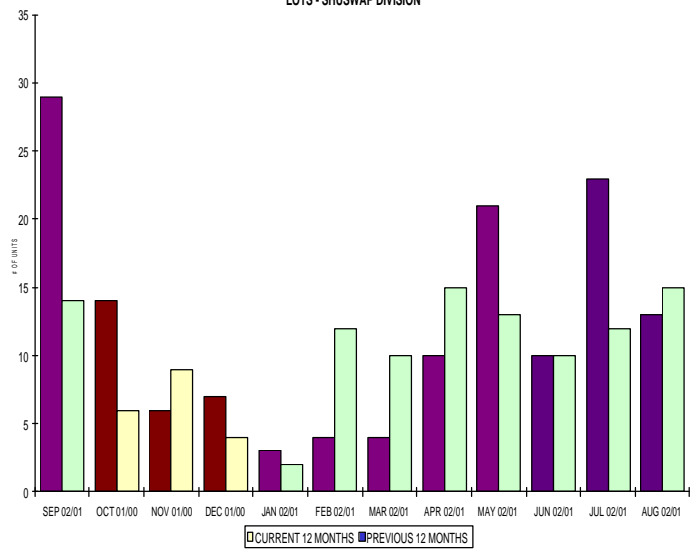
INVENTORY OF ACTIVE LISTINGS  
LOTS - SHUSWAP DIVISION



NUMBER OF UNITS SOLD  
RESIDENTIAL - SHUSWAP DIVISION



NUMBER OF UNITS SOLD  
LOTS - SHUSWAP DIVISION



**SHUSWAP DIVISION**

**September 2002**

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	3	6	124	2.42%	705
ACREAGE/HOUSE	7	15	85	8.24%	174
LOTS	26	19	492	5.28%	429
RESIDENTIAL	44	45	420	10.48%	156
<b>AVERAGE HOUSE PRICE \$146,580</b>			<b>MEDIAN HOUSE PRICE \$147,000</b>		

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

**COMPARATIVE ACTIVITY BY ZONE AS AT  
September 30, 2002**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>ZONE CO TOTALS</b>						
Units Listed	598	636	-6.0%	6312	6254	0.9%
Units Sold	395	318	24.2%	3885	2822	37.7%
Sales Dollars	\$76,522,728	\$56,491,629	35.5%	\$715,420,054	\$483,897,845	47.8%
List/Sell Ratio	95.69	94.09		95.13	93.60	
Days to Sell	82	106	-22.6%	98	113	-13.3%
Active Listings	2728					
<b>ZONE NO TOTALS</b>						
Units Listed	253	252	0.4%	2924	2923	0.0%
Units Sold	183	140	30.7%	1485	1231	20.6%
Sales Dollars	\$27,960,990	\$19,967,444	40.0%	\$234,746,903	\$177,638,327	32.1%
List/Sell Ratio	93.61	91.14		92.64	90.56	
Days to Sell	154	168	-8.3%	160	164	-2.4%
Active Listings	1942					
<b>ZONE SH TOTALS</b>						
Units Listed	128	139	-7.9%	1649	1856	-11.2%
Units Sold	105	86	22.1%	699	607	15.2%
Sales Dollars	\$13,063,260	\$12,155,954	7.5%	\$97,125,363	\$82,713,790	17.4%
List/Sell Ratio	91.72	90.13		90.2	88.76	
Days to Sell	245	187	31.0%	220	220	0.0%
Active Listings	1632					
<b>ZONE OB TOTALS</b>						
Units Listed	22	12	83.3%	173	137	26.3%
Units Sold	1	2	-50.0%	19	16	18.8%
Sales Dollars	\$392,500	\$161,500	143.0%	\$6,142,451	\$5,218,500	17.7%
List/Sell Ratio	90.59	81.61		88.81	84.39	
Days to Sell	201	104	93.3%	158	126	25.4%
Active Listings	149					
<b>GRAND TOTALS</b>						
Units Listed	1001	1039	-3.7%	11058	11170	-1.0%
Units Sold	684	546	25.3%	6088	4676	30.2%
Sales Dollars	\$117,939,478	\$88,776,527	32.8%	\$1,053,434,771	\$749,468,462	40.6%
List/Sell Ratio	94.26	91.40		93.77	91.51	
Days to Sell	111	140	-20.7%	125	144	-13.2%
Active Listings	6451					

**LICENSEES**  
**September 30, 2002**

	TOTAL NUMBER OF LICENSEES Sept 30/02	TOTAL NUMBER OF LICENSEES Sept 30/01	CHANGE BY NUMBER	CHANGE BY %
ALL DIVISIONS	695	677	18	2.66%
CENTRAL OK DIV.	444	422	22	5.21%
NORTH OK DIV.	184	184	0	0.00%
SHUSWAP DIV.	67	71	-4	-5.63%
<b>CURRENT MEMBERSHIP</b>				
AGENT LICENSEES	73			
SALESPERSONS	556			
PROPERTY MANAGEMENT	8			
9:15 LICENCEE MEMBER	58			
EXEMPTION MEMBER	0			
<b>TOTALS</b>	<b>695</b>			

**COMPARATIVE ACTIVITY BY PROPERTY TYPE**  
**September 30, 2002**  
**SHUSWAP**

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Acreage</b>							
	UNITS LISTED	6	8	-25.0%	83	88	-5.7%
	UNITS SOLD	3	2	50.0%	15	14	7.1%
	SALES DOLLARS	\$247,000	\$168,000	47.0%	\$1,285,300	\$1,013,500	26.8%
	LIST/SELL RATIO	83.13	87.39		81.99	84.13	85.7%
	DAYS TO SELL	705	81	770.4%	337	210	60.5%
	ACTIVE INVENTORY	124					
	AVERAGE PRICE	\$82,333	\$84,000	-2.0%	\$85,687	\$72,393	18.4%
	MEDIAN PRICE	\$92,000	\$84,000	9.5%	\$75,000	\$60,500	24.0%
<b>Acreage with House</b>							
	UNITS LISTED	15	24	-37.5%	208	218	-4.6%
	UNITS SOLD	7	9	-22.2%	81	68	19.1%
	SALES DOLLARS	\$1,400,000	\$1,922,000	-27.2%	\$16,228,200	\$11,953,400	35.8%
	LIST/SELL RATIO	88.13	94.89		90.60	90.59	
	DAYS TO SELL	174	99	75.8%	175	207	-15.5%
	ACTIVE INVENTORY	185					
	AVERAGE PRICE	\$200,000	\$213,556	-6.3%	\$200,348	\$175,785	14.0%
	MEDIAN PRICE	\$200,000	\$214,000	-6.5%	\$182,000	\$168,250	8.2%
<b>Acreage (Waterfront)</b>							
	UNITS LISTED	1	1	0.0%	9	14	-35.7%
	UNITS SOLD	1	0	100.0%	5	2	150.0%
	SALES DOLLARS	\$350,000	\$0	100.0%	\$972,601	\$285,000	241.3%
	LIST/SELL RATIO	92.10	0.00		72.32	86.96	
	DAYS TO SELL	406	0	100.0%	301	92	227.2%
	ACTIVE INVENTORY	14					
	AVERAGE PRICE	\$350,000	\$0	100.0%	\$194,520	\$142,500	36.5%
	MEDIAN PRICE	\$350,000	\$0	100.0%	\$69,500	\$142,500	-51.2%
<b>Business</b>							
	UNITS LISTED	7	7	0.0%	52	81	-35.8%
	UNITS SOLD	0	1	-100.0%	6	14	-57.1%
	SALES DOLLARS	\$0	\$191,000	-100.0%	\$3,385,600	\$4,466,900	-24.2%
	LIST/SELL RATIO	0.00	90.95		85.03	85.07	
	DAYS TO SELL	0	153	-100.0%	195	184	6.0%
	ACTIVE INVENTORY	58					
	AVERAGE PRICE	\$0	\$191,000	-100.0%	\$564,267	\$319,064	76.9%
	MEDIAN PRICE	\$0	\$191,000	-100.0%	\$588,500	\$230,000	155.9%
<b>Condo (Townhouse)</b>							
	UNITS LISTED	3	6	-50.0%	39	61	-36.1%
	UNITS SOLD	3	6	-50.0%	19	41	-53.7%
	SALES DOLLARS	\$379,500	\$611,500	-37.9%	\$2,338,000	\$5,139,335	-54.5%
	LIST/SELL RATIO	96.98	91.16		95.29	93.54	
	DAYS TO SELL	77	315	-75.6%	303	283	7.1%
	ACTIVE INVENTORY	27					
	AVERAGE PRICE	\$126,500	\$101,917	24.1%	\$123,053	\$125,350	-1.8%
	MEDIAN PRICE	\$126,500	\$98,000	29.1%	\$120,000	\$122,500	-2.0%

**COMPARATIVE ACTIVITY BY PROPERTY TYPE**  
**September 30, 2002**  
**SHUSWAP**

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Condo (Apt)</b>							
	UNITS LISTED	5	0	100.0%	41	53	-22.6%
	UNITS SOLD	5	2	150.0%	30	14	114.3%
	SALES DOLLARS	\$645,000	\$178,000	262.4%	\$2,864,900	\$1,249,150	129.3%
	LIST/SELL RATIO	93.65	95.17		94.52	92.46	
	DAYS TO SELL	501	54	827.8%	276	292	-5.5%
	ACTIVE INVENTORY	41					
	AVERAGE PRICE	\$129,000	\$89,000	44.9%	\$95,497	\$89,225	7.0%
	MEDIAN PRICE	\$146,000	\$89,000	64.0%	\$75,950	\$82,000	-7.4%
<b>Duplex</b>							
	UNITS LISTED	1	1	0.0%	6	11	-45.5%
	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	6					
	AVERAGE PRICE	\$0	\$0	0.0%	\$0	\$107,250	-100.0%
	MEDIAN PRICE	\$0	\$0	0.0%	\$0	\$107,250	-100.0%
<b>Farms</b>							
	UNITS LISTED	1	0	100.0%	20	15	33.3%
	UNITS SOLD	0	0	0.0%	4	3	33.3%
	SALES DOLLARS	\$0	\$0	0.0%	\$1,059,000	\$1,900,000	-44.3%
	LIST/SELL RATIO	0.00	0.00		73.82	93.03	
	DAYS TO SELL	0	0	0.0%	235	241	-2.5%
	ACTIVE INVENTORY	24					
	AVERAGE PRICE	\$0	\$0	0.0%	\$264,750	\$633,333	-58.2%
	MEDIAN PRICE	\$0	\$0	0.0%	\$247,000	\$565,000	-56.3%
<b>IC&amp;I</b>							
	UNITS LISTED	0	3	-100.0%	17	26	-34.6%
	UNITS SOLD	0	3	-100.0%	6	5	20.0%
	SALES DOLLARS	\$0	\$506,000	-100.0%	\$1,541,300	\$851,000	81.1%
	LIST/SELL RATIO	0.00	71.14		84.48	77.56	
	DAYS TO SELL	0	272	-100.0%	215	249	-13.7%
	ACTIVE INVENTORY	24					
	AVERAGE PRICE	\$0	\$0	0.0%	\$256,883	\$170,200	50.9%
	MEDIAN PRICE	\$0	\$0	0.0%	\$186,000	\$166,000	12.0%
<b>IC&amp;I Land</b>							
	UNITS LISTED	1	3	-66.7%	34	37	-8.1%
	UNITS SOLD	0	0	0.0%	6	3	100.0%
	SALES DOLLARS	\$0	\$0	0.0%	\$1,321,500	\$845,000	56.4%
	LIST/SELL RATIO	0.00	0.00		89.64	72.32	
	DAYS TO SELL	0	0	0.0%	431	274	57.3%
	ACTIVE INVENTORY	56					
	AVERAGE PRICE	\$0	\$0	0.0%	\$220,250	\$281,667	-21.8%
	MEDIAN PRICE	\$0	\$0	0.0%	\$117,750	\$250,000	-52.9%

**COMPARATIVE ACTIVITY BY PROPERTY TYPE**  
**September 30, 2002**  
**SHUSWAP**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Lots</b>						
UNITS LISTED	17	15	13.3%	225	296	-24.0%
UNITS SOLD	19	8	137.5%	81	71	14.1%
SALES DOLLARS	\$792,560	\$308,750	156.7%	\$3,485,960	\$2,448,450	42.4%
LIST/SELL RATIO	86.06	87.46		88.17	85.40	
DAYS TO SELL	441	238	85.3%	404	305	32.5%
ACTIVE INVENTORY	442					
AVERAGE PRICE	\$41,714	\$38,594	8.1%	\$43,037	\$34,485	24.8%
MEDIAN PRICE	\$40,500	\$32,250	25.6%	\$42,500	\$34,500	23.2%
<b>Leases</b>						
UNITS LISTED	0	7	-100.0%	6	17	-64.7%
UNITS SOLD	0	1	-100.0%	6	2	200.0%
SALES DOLLARS	\$0	\$3	-100.0%	\$14	\$4	250.0%
LIST/SELL RATIO	0.00	300.00		108.43	200.00	
DAYS TO SELL	0	260	-100.0%	276	300	-8.0%
ACTIVE INVENTORY	15					
AVERAGE PRICE	\$0	\$3	-100.0%	\$2	\$1	133.3%
MEDIAN PRICE	\$0	\$3	-100.0%	\$1	\$2	0.0%
<b>Lots (Waterfront)</b>						
UNITS LISTED	1	4	-75.0%	16	33	-51.5%
UNITS SOLD	6	4	50.0%	14	10	40.0%
SALES DOLLARS	\$432,900	\$674,401	-35.8%	\$1,349,400	\$1,452,901	-7.1%
LIST/SELL RATIO	80.30	83.65		80.96	86.12	
DAYS TO SELL	442	116	281.0%	438	338	29.6%
ACTIVE INVENTORY	36					
AVERAGE PRICE	\$72,150	\$168,600	-57.2%	\$96,386	\$145,290	-33.7%
MEDIAN PRICE	\$58,500	\$169,750	-65.5%	\$100,500	\$126,750	-20.7%
<b>Multi-Family</b>						
UNITS LISTED	0	1	-100.0%	9	14	-35.7%
UNITS SOLD	0	1	-100.0%	2	2	0.0%
SALES DOLLARS	\$0	\$670,000	0.0%	\$525,000	\$943,000	-44.3%
LIST/SELL RATIO	0.00	74.86		81.24	83.70	
DAYS TO SELL	0	1642	-100.0%	472	1341	-64.8%
ACTIVE INVENTORY	10					
AVERAGE PRICE	\$0	\$670,000	-100.0%	\$262,500	\$471,500	-44.3%
MEDIAN PRICE	\$0	\$670,000	-100.0%	\$262,500	\$471,500	-44.3%
<b>Mobile Homes</b>						
UNITS LISTED	16	8	100.0%	123	128	-3.9%
UNITS SOLD	7	6	16.7%	47	42	11.9%
SALES DOLLARS	\$160,900	\$128,150	25.6%	\$1,430,700	\$1,203,400	18.9%
LIST/SELL RATIO	79.64	75.81		80.72	83.43	
DAYS TO SELL	113	85	32.9%	243	124	96.0%
ACTIVE INVENTORY	83					
AVERAGE PRICE	\$22,986	\$21,358	7.6%	\$30,440	\$28,652	6.2%
MEDIAN PRICE	\$20,000	\$22,500	-11.1%	\$31,000	\$26,500	17.0%

**COMPARATIVE ACTIVITY BY PROPERTY TYPE**

**September 30, 2002**

**SHUSWAP**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Residential</b>						
UNITS LISTED	45	47	-4.3%	664	660	0.6%
UNITS SOLD	44	37	18.9%	320	278	15.1%
SALES DOLLARS	\$6,449,500	\$5,048,050	27.8%	\$45,865,514	\$38,330,950	19.7%
LIST/SELL RATIO	91.77	91.18		92.77	91.58	
DAYS TO SELL	156	184	-15.2%	163	157	3.8%
ACTIVE INVENTORY	420					
AVERAGE PRICE	\$146,580	\$136,434	7.4%	\$143,330	\$137,881	4.0%
MEDIAN PRICE	\$147,000	\$130,000	13.1%	\$145,000	\$135,000	7.4%
<b>Residential (Waterfront)</b>						
UNITS LISTED	9	4	125.0%	97	104	-6.7%
UNITS SOLD	10	6	66.7%	57	36	58.3%
SALES DOLLARS	\$2,205,900	\$1,750,100	26.0%	\$13,472,374	\$10,417,300	29.3%
LIST/SELL RATIO	94.08	99.01		89.38	93.32	
DAYS TO SELL	138	411	-66.4%	192	199	-3.5%
ACTIVE INVENTORY	67					
AVERAGE PRICE	\$220,590	\$291,683	-24.4%	\$236,357	\$289,369	-18.3%
MEDIAN PRICE	\$227,500	\$275,150	-17.3%	\$230,000	\$267,500	-14.0%
<b>SHUSWAP TOTALS</b>						
UNITS LISTED	128	139	-7.9%	1649	1856	-11.2%
UNITS SOLD	105	86	22.1%	699	607	15.2%
SALES DOLLARS	\$13,063,260	\$12,155,954	7.5%	\$97,125,363	\$82,713,790	17.4%
LIST/SELL RATIO	91.72	90.13		92.20		88.76
DAYS TO SELL	245	187	31.0%	220	220	0.0%
ACTIVE INVENTORY	1632					

**RESIDENTIAL LISTING / SALES ANALYSIS**

**September 30, 2002**

**SHUSWAP**

<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 90000	3	68	4	43
90001 to 110000	7	71	4	32
110001 to 130000	6	95	11	51
130001 to 150000	6	98	5	62
150001 to 170000	3	89	5	48
170001 to 190000	10	93	9	41
190001 to 210000	3	38	3	23
210001 to 230000	1	40	1	10
230001 to 250000	3	24	2	5
250001 to 270000	0	13	0	3
270001 to 290000	2	12	0	1
290001 to 310000	0	5	0	0
310001 and over	1	18	0	1
	<b>45</b>	<b>664</b>	<b>44</b>	<b>320</b>

**LOT LISTING / SALES ANALYSIS**

**September 30, 2002**

**SHUSWAP**

	<b>Mthly Listings</b>	<b>YTD Listings</b>		<b>Mthly Sales</b>	<b>YTD Sales</b>
<b>Range</b>	<b>Total</b>	<b>Total</b>		<b>Total</b>	<b>Total</b>
0 to 30000	6	88		7	27
30001 to 40000	2	48		5	19
40001 to 50000	6	62		5	18
50001 to 60000	1	25		1	8
60001 to 70000	4	21		4	19
70001 to 80000	1	17		2	6
80001 to 90000	0	6		0	1
90001 and over	5	66		5	17
	<b>25</b>	<b>333</b>		<b>29</b>	<b>115</b>