

**SHUSWAP DIVISION
MONTHLY STATISTICS**

FOR

September 1 - 30th, 2003

SHUSWAP DIVISION

STAT - O - GRAM

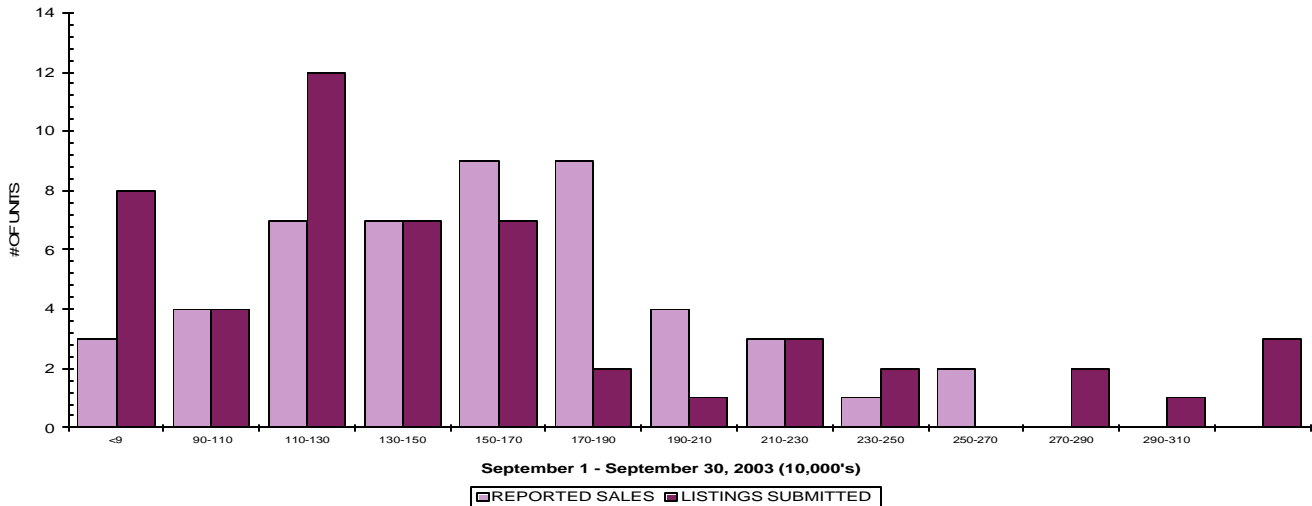
September 2003

QUICK SUMMARY

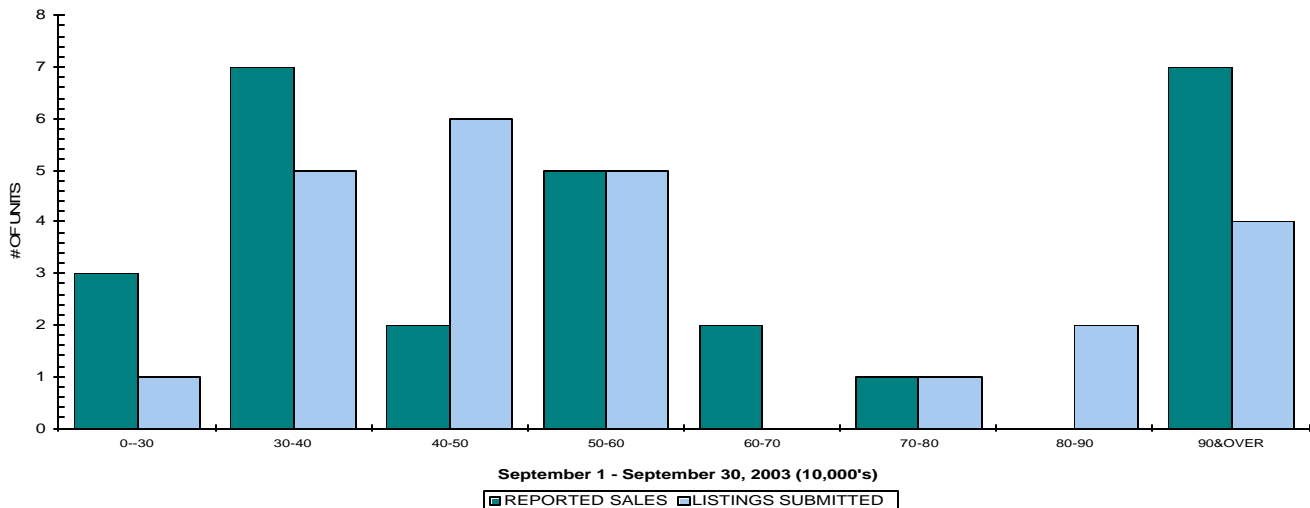
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	# of Units	\$ Value	# of Units	\$ Value	Taken	Inventory
September 2003	119	\$18,240,600	52	\$8,127,900	180	1,343
August 2003	102	\$14,195,600	39	\$6,452,650	173	1,462
September 2002	105	\$13,063,260	44	\$6,449,500	128	1,632

The average of listings-per-licensee is 19.1

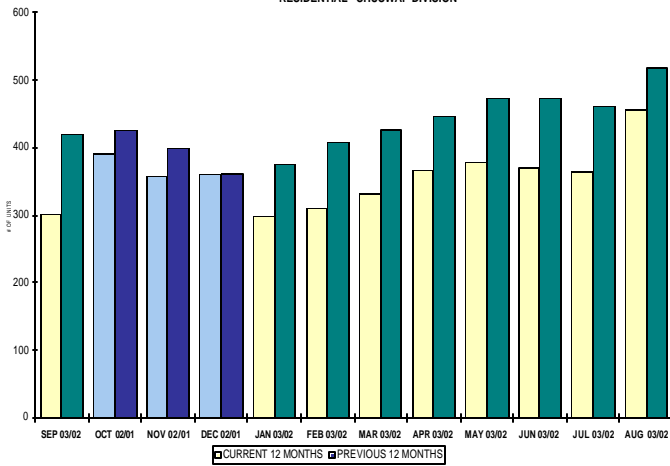
RESIDENTIAL LISTING & SALES ACTIVITY SHUSWAP DIVISION BY PRICE CATEGORY



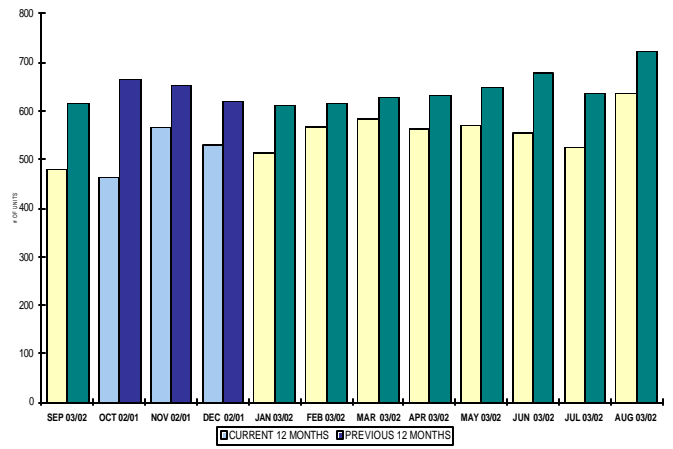
LOT LISTING & SALES ACTIVITY SHUSWAP DIVISION (BY PRICE CATEGORY)



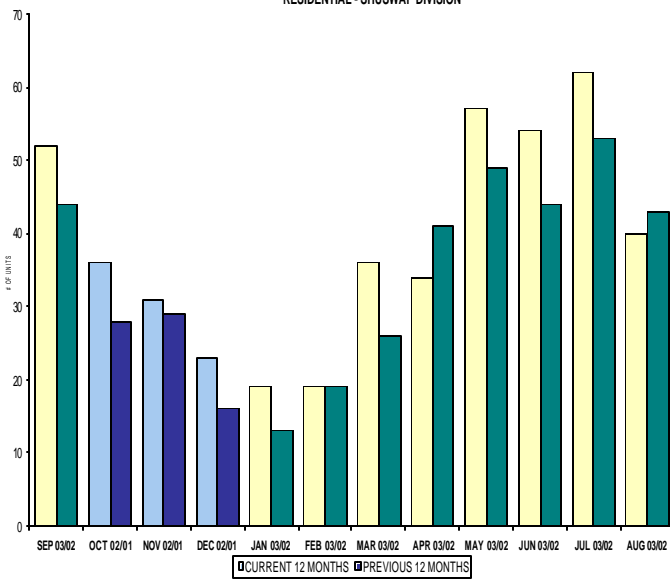
INVENTORY OF ACTIVE LISTINGS
RESIDENTIAL - SHUSWAP DIVISION



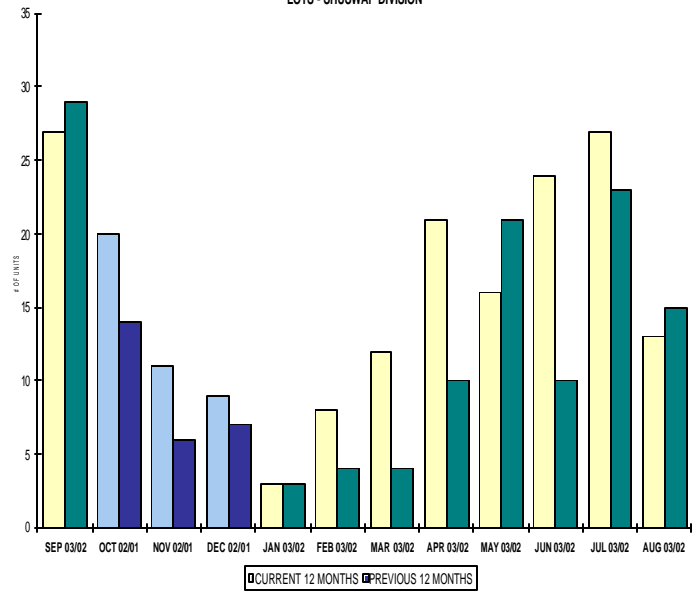
INVENTORY OF ACTIVE LISTINGS
LOTS - SHUSWAP DIVISION



NUMBER OF UNITS SOLD
RESIDENTIAL - SHUSWAP DIVISION



NUMBER OF UNITS SOLD
LOTS - SHUSWAP DIVISION



SHUSWAP DIVISION

September 2003

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	7	4	110	6.36%	556
ACREAGE/HOUSE	13	13	135	9.63%	162
LOTS	19	21	370	5.14%	899
RESIDENTIAL	44	45	420	10.48%	156
AVERAGE HOUSE PRICE \$156,306			MEDIAN HOUSE PRICE \$156,700		

Lots Include: Acreage Waterfront Lots and Lots Waterfront

**COMPARATIVE ACTIVITY BY ZONE AS AT
September 30, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ZONE CO TOTALS						
Units Listed	555	595	-6.72%	5907	6417	-7.95%
Units Sold	396	408	-2.94%	3930	3930	0.00%
Sales Dollars	\$84,850,037	\$82,347,263	3.04%	\$824,541,393	\$726,070,153	13.56%
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	2155	2792	-22.82%			
ZONE NO TOTALS						
Units Listed	311	263	18.25%	2986	3007	-0.70%
Units Sold	200	176	13.64%	1824	1524	19.69%
Sales Dollars	\$33,480,931	\$27,262,800	22.81%	\$307,633,379	\$240,206,068	28.07%
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	1554	1968	-21.04%			
ZONE SH TOTALS						
Units Listed	180	129	39.53%	1620	1660	-2.41%
Units Sold	119	98	21.43%	840	715	17.48%
Sales Dollars	\$18,240,600	\$12,800,850	42.50%	\$125,453,194	\$99,189,656	26.48%
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	1343	1586	-15.32%			
ZONE OB TOTALS						
Units Listed	10	20	-50.00%	140	176	-20.45%
Units Sold	3	1	200.00%	19	18	5.56%
Sales Dollars	\$580,000	\$392,500	47.77%	\$12,292,700	\$5,647,450	117.67%
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	143	146	-2.05%			
GRAND TOTALS						
Units Listed	1056	1007	4.87%	10653	11260	-5.39%
Units Sold	718	683	5.12%	6613	6187	6.89%
Sales Dollars	\$137,151,568	\$122,803,413	11.68%	\$1,269,920,666	\$1,071,113,327	18.56%
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	5195	6492	-19.98%			

LICENSEES
August 31, 2003

	TOTAL NUMBER OF LICENSEES	TOTAL NUMBER OF LICENSEES	CHANGE BY NUMBER	CHANGE BY %
	September 30/03	September 30/02		
ALL DIVISIONS	781	695	86	12.37%
CENTRAL OK DIV.	503	444	59	13.29%
NORTH OK DIV.	208	184	24	13.04%
SHUSWAP DIV.	70	67	3	4.48%
CURRENT MEMBERSHIP				
AGENT LICENSEES	71			
SALESPERSONS	638			
PROPERTY MANAGEMENT	9			
9:15 LICENCEE MEMBER	61			
EXEMPTION MEMBER	2			
TOTALS	781			

**Shuswap Division Comparative Activity By Property Type
September 30, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	4	6	-33.3%	83	80	3.8%
Units Sold	7	5	40.0%	33	16	106.3%
Sales Dollars	\$630,850	\$454,000	39.0%	\$3,017,550	\$1,349,800	123.6%
List/Sell Ratio	86.55%	82.13%	5.4%	86.02%	87.52%	-1.7%
Days to Sell	556	457	21.7%	423	299	41.5%
Active Inventory	110	122	-9.8%			
Average Price	\$90,121	\$90,800	-0.7%	\$91,441	\$84,363	8.4%
Median Price	\$97,000	\$92,000	5.4%	\$74,000	\$75,000	-1.3%
Acreage with House						
Units Listed	13	15	-13.3%	185	205	-9.8%
Units Sold	13	9	44.4%	96	84	14.3%
Sales Dollars	\$2,630,400	\$1,696,000	55.1%	\$21,287,742	\$16,541,100	28.7%
List/Sell Ratio	88.31%	88.96%	-0.7%	91.07%	91.71%	-0.7%
Days to Sell	162	185	-12.4%	202	161	25.5%
Active Inventory	135	186	-27.4%			
Average Price	\$202,338	\$188,444	7.4%	\$221,747	\$196,918	12.6%
Median Price	\$200,000	\$189,000	5.8%	\$192,500	\$180,000	6.9%
Acreage (Waterfront)						
Units Listed	1	1	0.0%	6	9	-33.3%
Units Sold	0	0	0.0%	5	4	25.0%
Sales Dollars	\$0	\$0	0.0%	\$1,223,850	\$552,601	121.5%
List/Sell Ratio	0.00%	0.00%	0.0%	91.85%	83.75%	9.7%
Days to Sell	0	0	0.0%	299	293	2.0%
Active Inventory	9	14	-35.7%			
Average Price	\$0	\$0	0.0%	\$244,770	\$138,150	77.2%
Median Price	\$0	\$0	0.0%	\$120,000	\$69,500	72.7%
Business						
Units Listed	4	8	-50.0%	40	56	-28.6%
Units Sold	2	1	100.0%	8	7	14.3%
Sales Dollars	\$615,000	\$225,000	100.0%	\$4,006,500	\$3,610,600	11.0%
List/Sell Ratio	69.87%	77.61%	100.0%	76.47%	83.97%	-8.9%
Days to Sell	384	166	100.0%	573	183	213.1%
Active Inventory	55	56	-1.8%			
Average Price	\$307,500	\$225,000	100.0%	\$500,813	\$515,800	-2.9%
Median Price	\$307,500	\$225,000	100.0%	\$376,000	\$405,000	-7.2%
Condo (Townhouse)						
Units Listed	2	2	0.0%	45	53	-15.1%
Units Sold	2	3	-33.3%	36	31	16.1%
Sales Dollars	\$240,000	\$423,500	-43.3%	\$4,661,600	\$4,042,500	15.3%
List/Sell Ratio	96.67%	93.86%	3.0%	96.78%	94.55%	2.4%
Days to Sell	298	113	163.7%	157	259	-39.4%
Active Inventory	23	36	-36.1%			
Average Price	\$120,000	\$141,167	-15.0%	\$129,489	\$130,403	-0.7%
Median Price	\$120,000	\$110,500	8.6%	\$124,000	\$123,500	0.4%
Condo (Apt)						
Units Listed	58	5	1060.0%	85	41	107.3%
Units Sold	1	6	-83.3%	24	30	-20.0%
Sales Dollars	\$151,000	\$780,500	-80.7%	\$2,957,750	\$3,052,050	-3.1%
List/Sell Ratio	94.67%	93.92%	0.8%	94.15%	93.16%	1.1%
Days to Sell	107	460	-76.7%	246	239	2.9%
Active Inventory	78	45	73.3%			
Average Price	\$151,000	\$130,083	16.1%	\$123,240	\$101,735	21.1%
Median Price	\$151,000	\$140,875	7.2%	\$127,500	\$79,500	60.4%

September 30, 2003

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	3	1	200.0%	9	6	50.0%
Units Sold	1	0	0.0%	3	0	100.0%
Sales Dollars	\$153,000	\$0	100.0%	\$453,000	\$0	100.0%
List/Sell Ratio	98.77%	0.00%	100.0%	96.10%	0.00%	100.0%
Days to Sell	17	0	100.0%	56	0	100.0%
Active Inventory	7	7	0.0%			
Average Price	\$153,000	\$0	100.0%	\$151,000	\$0	100.0%
Median Price	\$153,000	\$0	100.0%	\$153,000	\$0	100.0%
Farms						
Units Listed	1	1	0.0%	9	16	-43.8%
Units Sold	0	0	0.0%	1	4	-75.0%
Sales Dollars	\$0	\$0	0.0%	\$600,000	\$1,059,000	-43.3%
List/Sell Ratio	0.00%	0.00%	0.0%	92.44%	83.83%	10.3%
Days to Sell	0	0	0.0%	1974	235	740.0%
Active Inventory	12	29	-58.6%			
Average Price	\$0	\$0	0.0%	\$600,000	\$264,750	126.6%
Median Price	\$0	\$0	0.0%	\$600,000	\$247,000	142.9%
IC&I						
Units Listed	1	0	100.0%	27	18	50.0%
Units Sold	1	1	0.0%	5	6	-16.7%
Sales Dollars	\$130,000	\$333,333	-61.0%	\$918,738	\$1,771,583	-48.1%
List/Sell Ratio	72.62%	68.16%	6.5%	84.18%	78.66%	7.0%
Days to Sell	977	1316	-25.8%	422	427	-1.2%
Active Inventory	33	28	17.9%			
Average Price	\$130,000	\$333,333	-61.0%	\$183,748	\$295,264	-37.8%
Median Price	\$130,000	\$333,333	-61.0%	\$155,000	\$253,500	-38.9%
IC&I Land						
Units Listed	0	1	-100.0%	24	36	-33.3%
Units Sold	0	1	-100.0%	5	5	0.0%
Sales Dollars	\$0	\$116,667	-100.0%	\$1,109,700	\$507,167	118.8%
List/Sell Ratio	0.00%	61.72%	-100.0%	99.81%	84.56%	18.0%
Days to Sell	0	1316	-100.0%	616	636	-3.1%
Active Inventory	57	57	0.0%			
Average Price	\$0	\$0	0.0%	\$221,940	\$101,433	118.8%
Median Price	\$0	\$0	0.0%	\$184,900	\$117,750	57.0%
Lots						
Units Listed	17	18	-5.6%	231	225	2.7%
Units Sold	18	16	12.5%	120	81	48.1%
Sales Dollars	\$779,800	\$769,900	1.3%	\$5,289,656	\$3,522,960	50.1%
List/Sell Ratio	90.76%	89.34%	1.6%	89.48%	88.31%	1.3%
Days to Sell	652	367	77.7%	487	408	19.4%
Active Inventory	330	457	-27.8%			
Average Price	\$43,322	\$48,119	-10.0%	\$44,080	\$43,493	1.3%
Median Price	\$39,150	\$44,250	-11.5%	\$39,950	\$43,000	-7.1%
Leases						
Units Listed	0	0	0.0%	21	6	250.0%
Units Sold	0	0	0.0%	3	4	-25.0%
Sales Dollars	\$0	\$0	0.0%	\$6,291	\$7	89771.4%
List/Sell Ratio	0.00%	0.00%	0.0%	0.00%	110.54%	-100.0%
Days to Sell	0	0	0.0%	426	276	54.3%
Active Inventory	15	17	-11.8%			
Average Price	\$0	\$0	0.0%	\$2,097	\$1	209600.0%
Median Price	\$0	\$0	0.0%	\$6,291	\$1	629000.0%

**Shuswap Division Comparative Activity By Property Type
September 30, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots (Waterfront)						
Units Listed	2	1	-100.0%	23	16	43.8%
Units Sold	2	4	-50.0%	17	16	6.3%
Sales Dollars	\$355,000	\$228,200	55.6%	\$2,385,450	\$1,479,200	61.3%
List/Sell Ratio	94.37%	80.11%	17.8%	89.65%	81.90%	9.5%
Days to Sell	1145	667	71.7%	526	426	23.5%
Active Inventory	31	42	-26.2%			
Average Price	\$177,500	\$0	#DIV/0!	\$140,321	\$92,450	51.8%
Median Price	\$177,500	\$55,650	219.0%	\$108,000	\$92,000	17.4%
Multi-Family						
Units Listed	0	0	0.0%	8	11	-27.3%
Units Sold	2	0	100.0%	5	2	150.0%
Sales Dollars	\$442,000	\$0	100.0%	\$910,500	\$525,000	73.4%
List/Sell Ratio	83.84%	0.00%	100.0%	89.37%	81.24%	10.0%
Days to Sell	290	0	100.0%	128	469	-72.7%
Active Inventory	7	8	-12.5%			
Average Price	\$221,000	\$0	100.0%	\$182,100	\$262,500	-30.6%
Median Price	\$221,000	\$0	100.0%	\$217,000	\$262,500	-17.3%
Mobile Homes						
Units Listed	8	16	-50.0%	123	123	0.0%
Units Sold	9	4	125.0%	57	45	26.7%
Sales Dollars	\$393,750	\$77,000	411.4%	\$2,077,850	\$1,346,700	54.3%
List/Sell Ratio	84.71%	74.29%	14.0%	85.59%	82.68%	3.5%
Days to Sell	199	110	80.9%	164	233	-29.6%
Active Inventory	80	84	-4.8%			
Average Price	\$43,750	\$19,250	127.3%	\$36,454	\$29,927	21.8%
Median Price	\$43,500	\$10,750	304.7%	\$30,500	\$30,000	1.7%
Residential						
Units Listed	56	43	30.2%	619	658	-5.9%
Units Sold	52	39	33.3%	374	325	15.1%
Sales Dollars	\$8,127,900	\$5,835,850	39.3%	\$58,366,417	\$46,769,514	24.8%
List/Sell Ratio	93.95%	91.09%	3.1%	93.72%	93.16%	0.6%
Days to Sell	125	186	-32.8%	131	150	-12.7%
Active Inventory	301	461	-34.7%			
Average Price	\$156,306	\$149,637	4.5%	\$156,060	\$143,906	8.4%
Median Price	\$156,700	\$147,000	6.6%	\$151,000	\$145,000	4.1%
Residential (Waterfront)						
Units Listed	10	11	-9.1%	82	101	-18.8%
Units Sold	9	9	0.0%	48	55	-12.7%
Sales Dollars	\$3,591,900	\$1,860,900	93.0%	\$16,180,600	\$13,059,874	23.9%
List/Sell Ratio	83.89%	94.69%	-11.4%	90.94%	90.19%	0.8%
Days to Sell	122	137	-10.9%	206	187	10.2%
Active Inventory	60	72	-16.7%			
Average Price	\$399,100	\$206,767	93.0%	\$337,096	\$237,452	42.0%
Median Price	\$289,900	\$222,500	30.3%	\$284,950	\$230,000	23.9%
SHUSWAP DIVISION - TOTALS						
Units Listed	180	129	39.5%	1620	1660	-2.4%
Units Sold	119	98	21.4%	840	715	17.5%
Sales Dollars	\$18,240,600	\$12,800,850	42.5%	\$125,453,194	\$99,189,656	26.5%
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	1343	1721	-22.0%			

**Shuswap Residential Listing/Sales Analysis
September 30, 2003**

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 90000	8	65	3	46
90001 to 110000	4	48	4	24
110001 to 130000	12	77	7	51
130001 to 150000	7	81	7	57
150001 to 170000	7	91	9	56
170001 to 190000	2	78	9	54
190001 to 210000	1	34	4	21
210001 to 230000	3	34	3	21
230001 to 250000	2	26	1	13
250001 to 270000	0	15	2	14
270001 to 290000	2	14	0	3
290001 to 310000	1	9	0	2
310001 and over	3	20	0	4
Totals	52	592	49	366

Shuswap Division Lot Listing/Sales Analysis

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 30000	1	64	3	38
30001 to 40000	5	60	7	37
40001 to 50000	6	62	2	22
50001 to 60000	5	32	5	22
60001 to 70000	0	15	2	11
70001 to 80000	1	15	1	9
80001 to 90000	2	13	0	2
90001 and over	4	82	7	34
Totals	24	343	27	175