

SHUSWAP ZONE MONTHLY STATISTICS

FOR

September 1 - 30th, 2005

September Statistics Run October 5, 2005 2:00 p.m.

SHUSWAP ZONE

STAT - O - GRAM

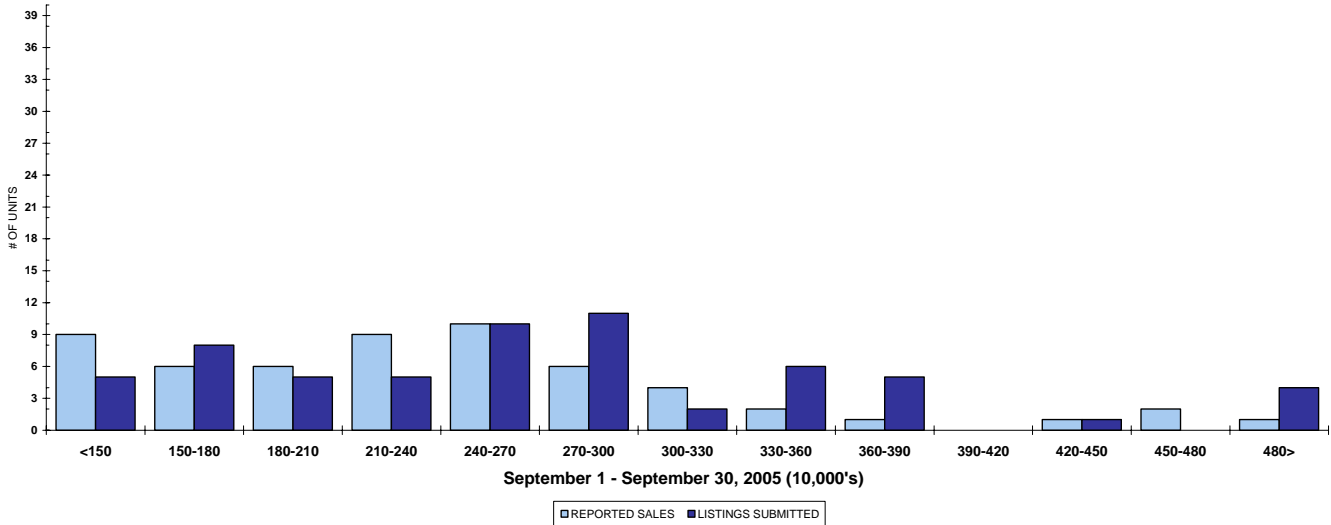
SEPTEMBER 2005

QUICK SUMMARY

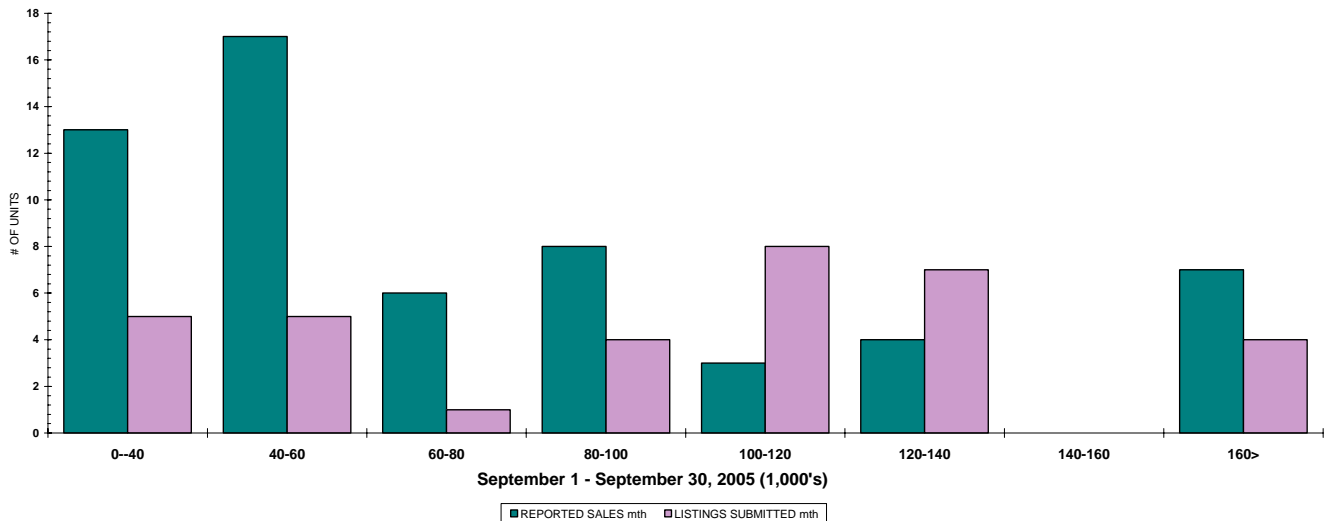
	TOTAL SALES VOLUME		Residential Single Family SALES		TOTAL LISTINGS	
	<u># of Units</u>	<u>\$ Value</u>	<u># of Units</u>	<u>\$ Value</u>	<u>Listings Taken</u>	<u>Inventory</u>
September 2005	176	\$35,484,607	62	\$14,731,740	160	869
August 2005	191	\$34,964,782	71	\$15,824,800	262	841
September 2004	148	\$24,049,488	48	\$8,285,950	134	1,019

The Shuswap Zone has **96** Members. The average of listings-per-licensee is 9.0

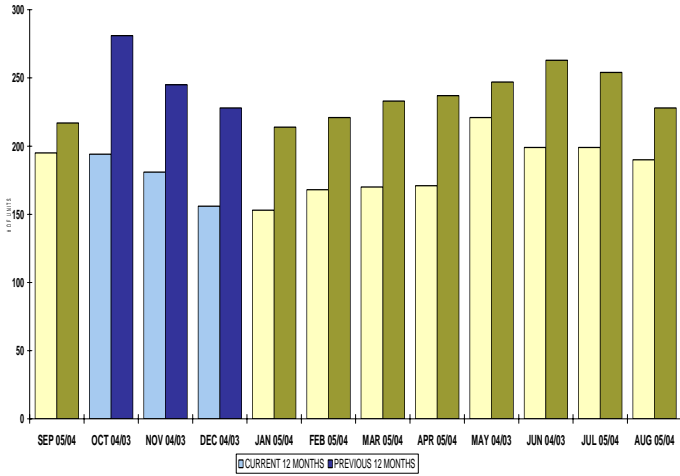
RESIDENTIAL LISTING & SALES ACTIVITY
SHUSWAP DIVISION (BY PRICE CATEGORY)



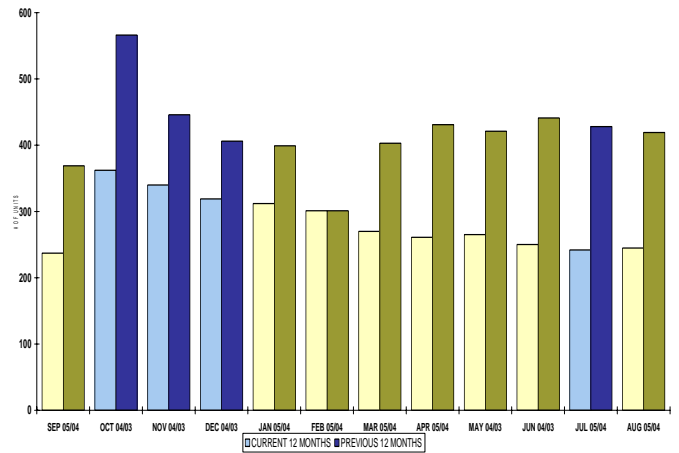
LOT LISTING & SALES ACTIVITY
SHUSWAP DIVISION (BY PRICE CATEGORY)



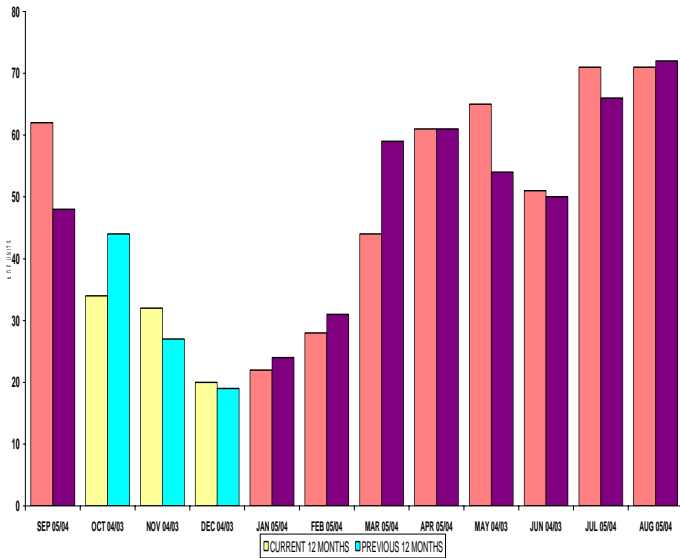
INVENTORY OF ACTIVE LISTINGS
RESIDENTIAL - SHUSWAP DIVISION



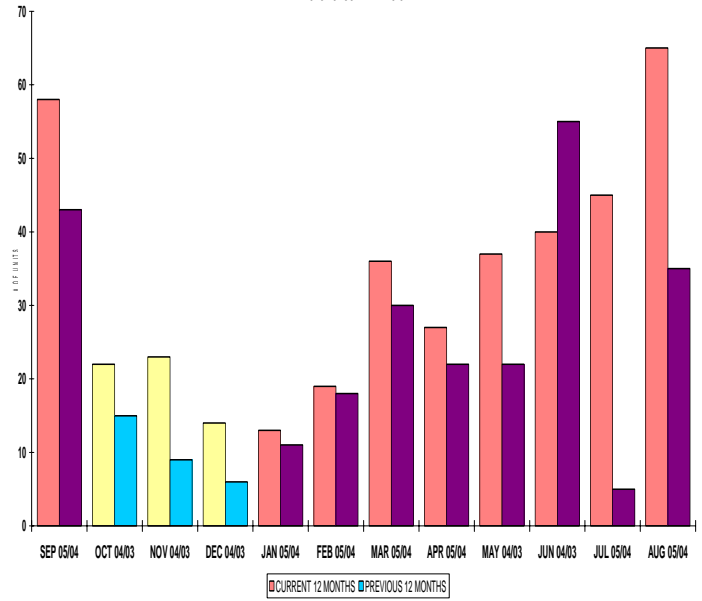
INVENTORY OF ACTIVE LISTINGS
LOTS - SHUSWAP DIVISION



NUMBER OF UNITS SOLD
RESIDENTIAL - SHUSWAP DIVISION



NUMBER OF UNITS SOLD
LOTS - SHUSWAP DIVISION



SHUSWAP ZONE

September 2005

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	7	7	58	12.07%	113
ACREAGE/HOUSE	7	12	79	8.86%	202
LOTS	51	27	179	28.49%	103
RESIDENTIAL	62	61	195	31.79%	74
AVERAGE HOUSE PRICE \$237,609			MEDIAN HOUSE PRICE \$230,025		

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

COMPARATIVE ACTIVITY BY ZONE

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

ZONE CO TOTALS

Units Listed	852	803	6.1%	7269	7080	2.7%
Units Sold	584	467	25.1%	4888	4284	14.1%
Sales Dollars	\$205,767,957	\$137,151,624	50.0%	\$1,461,520,523	\$1,117,979,014	30.7%
List/Sell Ratio	94.53%	95.53%		95.82%	96.00%	-0.2%
Days to Sell	78	86	-9.3%	74	82	-9.8%
Active Listings	2389	2813	-15.1%			

ZONE NO TOTALS

Units Listed	307	316	-2.8%	3254	3224	0.9%
Units Sold	205	247	-17.0%	2233	2183	2.3%
Sales Dollars	\$50,294,474	\$43,515,644	15.6%	\$509,828,405	\$400,715,637	27.2%
List/Sell Ratio	94.11%	94.61%		95.84%	94.37%	1.6%
Days to Sell	119	159	-25.2%	116	158	-26.6%
Active Listings	1176	1402	-16.1%			

ZONE SH TOTALS

Units Listed	160	134	19.4%	1794	1651	8.7%
Units Sold	176	148	18.9%	1256	1155	8.7%
Sales Dollars	\$35,484,607	\$24,049,488	47.5%	\$233,016,947	\$198,993,962	17.1%
List/Sell Ratio	91.47%	91.73%		92.70%	91.86%	0.9%
Days to Sell	228	221	3.2%	197	230	-14.3%
Active Listings	869	1019	-14.7%			

ZONE OB TOTALS

Units Listed	10	24	-58.3%	132	137	-3.6%
Units Sold	2	6	100.0%	44	43	2.3%
Sales Dollars	\$1,675,000	\$590,332	100.0%	\$16,254,000	\$17,066,379	-4.8%
List/Sell Ratio	93.98%	95.14%		95.44%	94.98%	0.5%
Days to Sell	110	107	2.8%	203	199	2.0%
Active Listings	106	134	-20.9%			

GRAND TOTALS

Units Listed	1329	1277	4.1%	12449	12092	3.0%
Units Sold	967	868	11.4%	8421	7665	9.9%
Sales Dollars	\$293,222,038	\$205,307,088	42.8%	\$2,220,619,875	\$1,734,754,992	28.0%
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	4540	5368	-15.4%			

MEMBERSHIP

	TOTAL NUMBER OF MEMBERS	TOTAL NUMBER OF MEMBERS	CHANGE BY NUMBER	CHANGE BY %
	September 30/05	September 30/04		
ALL ZONES	975	884	91	10.29%
CENTRAL ZONE	605	550	55	10.00%
NORTH ZONE	274	249	25	10.04%
SHUSWAP ZONE	96	85	11	12.94%

CURRENT MEMBERSHIP

MANAGING BROKERS	81
SALES REPRESENTATIVES	822
PROPERTY MANAGEMENT	9
ASSOCIATE BROKERS	61
EXEMPTION MEMBER	2
TOTALS	975

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	7	8	-12.5%	92	91	1.1%
Units Sold	7	10	-30.0%	59	46	28.3%
Sales Dollars	\$1,079,500	\$1,315,500	-17.9%	\$6,807,535	\$5,663,450	20.2%
List/Sell \$ Ratio	91.33%	83.36%		92.02%	84.83%	
Days to Sell	113	199	-43.2%	264	318	-17.0%
Active Inventory	58	89	-34.8%			
Average Price	\$154,214	\$131,550	17.2%	\$115,382	\$123,118	-6.3%
Median Price	\$139,000	\$63,250	119.8%	\$95,000	\$67,000	41.8%
Acreage with House						
Units Listed	12	15	-20.0%	188	190	-1.1%
Units Sold	7	16	-56.3%	102	109	-6.4%
Sales Dollars	\$2,683,500	\$3,823,000	-29.8%	\$30,879,876	\$28,319,400	9.0%
List/Sell \$ Ratio	93.70%	92.08%		95.46%	94.21%	
Days to Sell	202	184	9.8%	132	187	-29.4%
Active Inventory	79	105	-24.8%			
Average Price	\$383,357	\$238,938	60.4%	\$302,744	\$259,811	16.5%
Median Price	\$358,500	\$212,500	68.7%	\$279,450	\$227,500	22.8%
Acreage (Waterfront)						
Units Listed	1	0	100.0%	8	17	-52.9%
Units Sold	0	1	-100.0%	4	7	-42.9%
Sales Dollars	\$0	\$905,000	-100.0%	\$833,000	\$2,803,600	-70.3%
List/Sell \$ Ratio	0.00%	106.47%		92.48%	92.83%	
Days to Sell	0	81	-100.0%	194	115	68.7%
Active Inventory	5	11	-54.5%			
Average Price	\$0	\$905,000	-100.0%	\$208,250	\$400,514	-48.0%
Median Price	\$0	\$905,000	-100.0%	\$180,500	\$365,000	-50.5%
Business						
Units Listed	3	3	0.0%	57	56	1.8%
Units Sold	1	0	100.0%	14	16	-12.5%
Sales Dollars	\$286,000	\$0	100.0%	\$6,312,000	\$8,350,000	-24.4%
List/Sell \$ Ratio	81.71%	0.00%		86.51%	86.09%	
Days to Sell	233	0	100.0%	158	305	-48.2%
Active Inventory	39	56	-30.4%			
Average Price	\$286,000	\$0	100.0%	\$450,857	\$521,875	-13.6%
Median Price	\$286,000	\$0	100.0%	\$321,000	\$374,250	-14.2%
Condo (Townhouse)						
Units Listed	4	2	100.0%	88	57	54.4%
Units Sold	15	7	114.3%	56	50	12.0%
Sales Dollars	\$2,619,117	\$1,138,700	130.0%	\$9,640,517	\$7,210,750	33.7%
List/Sell \$ Ratio	102.92%	96.71%		99.01%	97.09%	96.7%
Days to Sell	112	91	23.1%	104	75	38.7%
Active Inventory	82	20	310.0%			
Average Price	\$174,608	\$162,671	7.3%	\$172,152	\$144,215	19.4%
Median Price	\$189,000	\$162,500	16.3%	\$163,750	\$137,250	19.3%
Condo (Apt)						
Units Listed	1	3	-66.7%	96	32	200.0%
Units Sold	7	6	16.7%	42	38	10.5%
Sales Dollars	\$2,403,000	\$841,037	185.7%	\$8,590,770	\$4,752,017	80.8%
List/Sell \$ Ratio	98.00%	96.20%		96.06%	96.55%	
Days to Sell	118	300	-60.7%	79	156	-49.4%
Active Inventory	49	33	48.5%			
Average Price	\$343,286	\$140,173	144.9%	\$204,542	\$125,053	63.6%
Median Price	\$315,000	\$119,250	164.2%	\$135,750	\$97,000	39.9%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	1	0	100.0%	9	13	-30.8%
Units Sold	0	1	-100.0%	4	8	-50.0%
Sales Dollars	\$0	\$128,000	-100.0%	\$780,000	\$1,106,900	-29.5%
List/Sell \$ Ratio	0.00%	98.53%		93.02%	93.45%	
Days to Sell	0	62	-100.0%	68	122	-44.3%
Active Inventory	5	3	66.7%			
Average Price	\$0	\$128,000	-100.0%	\$195,000	\$138,363	40.9%
Median Price	\$0	\$128,000	-100.0%	\$185,000	\$132,750	39.4%
Farms						
Units Listed	1	2	0.0%	13	15	-13.3%
Units Sold	0	0	0.0%	4	4	0.0%
Sales Dollars	\$0	\$0	100.0%	\$2,408,000	\$1,859,000	29.5%
List/Sell \$ Ratio	0.00%	0.00%		80.87%	90.77%	
Days to Sell	0	0	100.0%	404	301	34.2%
Active Inventory	11	13	-15.4%			
Average Price	\$0	\$0	100.0%	\$602,000	\$464,750	29.5%
Median Price	\$0	\$0	100.0%	\$510,000	\$375,000	36.0%
IC&I						
Units Listed	1	1	0.0%	30	36	-16.7%
Units Sold	3	2	50.0%	20	13	53.8%
Sales Dollars	\$2,666,100	\$218,000	1123.0%	\$9,076,250	\$2,904,692	212.5%
List/Sell \$ Ratio	89.22%	82.45%		90.61%	94.08%	
Days to Sell	242	59	#DIV/0!	326	194	68.0%
Active Inventory	28	35	-20.0%			
Average Price	\$888,700	\$109,000	715.3%	\$453,813	\$223,438	103.1%
Median Price	\$245,100	\$109,000	124.9%	\$272,500	\$175,792	55.0%
IC&I Land						
Units Listed	1	1	0.0%	24	28	-14.3%
Units Sold	2	1	100.0%	10	10	0.0%
Sales Dollars	\$2,025,000	\$315,000	542.9%	\$6,171,700	\$3,435,000	79.7%
List/Sell \$ Ratio	116.66%	90.25%		97.44%	95.08%	
Days to Sell	832	429	93.9%	529	636	-16.8%
Active Inventory	27	43	-37.2%			
Average Price	\$1,012,500	\$315,000	221.4%	\$617,170	\$343,500	79.7%
Median Price	\$1,012,500	\$315,000	221.4%	\$317,500	\$282,500	12.4%
Lots						
Units Listed	25	17	47.1%	281	270	4.1%
Units Sold	49	32	53.1%	264	170	55.3%
Sales Dollars	\$3,307,150	\$1,196,500	176.4%	\$12,987,038	\$7,231,840	79.6%
List/Sell \$ Ratio	92.54%	94.37%		93.80%	91.88%	
Days to Sell	129	313	-58.8%	260	292	-11.0%
Active Inventory	162	253	-36.0%			
Average Price	\$67,493	\$37,391	80.5%	\$49,193	\$42,540	15.6%
Median Price	\$56,000	\$37,750	48.3%	\$44,250	\$39,000	13.5%
Leases						
Units Listed	3	4	-100.0%	21	19	10.5%
Units Sold	0	2	-100.0%	0	5	-100.0%
Sales Dollars	\$0	\$36,801	-100.0%	\$0	\$243,815	-100.0%
Days to Sell	0	258	-100.0%	0	341	-100.0%
Active Inventory	14	20	-30.0%			
Average Price	\$0	\$18,401	-100.0%	\$0	\$48,763	-100.0%
Median Price	\$0	\$18,401	-100.0%	\$0	\$11	-100.0%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots (Waterfront)						
Units Listed	1	3	-66.7%	23	22	4.5%
Units Sold	2	1	100.0%	16	20	-20.0%
Sales Dollars	\$660,000	\$145,000	355.2%	\$3,514,900	\$2,670,000	31.6%
List/Sell \$ Ratio	93.23%	98.30%		93.82%	84.60%	
Days to Sell	76	33	130.3%	125	1146	-89.1%
Active Inventory	12	16	-25.0%			
Average Price	\$330,000	\$145,000	127.6%	\$219,681	\$133,500	64.6%
Median Price	\$330,000	\$145,000	127.6%	\$236,250	\$125,000	89.0%
Multi-Family						
Units Listed	1	5	-80.0%	9	16	-43.8%
Units Sold	1	0	100.0%	11	2	450.0%
Sales Dollars	\$382,500	\$0	100.0%	\$3,884,500	\$484,900	701.1%
List/Sell \$ Ratio	91.07%	0.00%		95.09%	100.13%	
Days to Sell	51	0	100.0%	162	134	20.9%
Active Inventory	6	14	-57.1%			
Average Price	\$382,500	\$0	100.0%	\$353,136	\$242,450	45.7%
Median Price	\$382,500	\$0	100.0%	\$320,000	\$242,450	32.0%
Multi Family (Triplex/Fourplex)						
Units Listed	1	0	0.0%	2	0	0.0%
Units Sold	0	0	0.0%	0	0	0.0%
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	1	0	0.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Mobile Homes						
Units Listed	14	9	55.6%	136	143	-4.9%
Units Sold	14	11	27.3%	118	92	28.3%
Sales Dollars	\$781,000	\$478,000	63.4%	\$5,662,560	\$3,417,250	65.7%
List/Sell \$ Ratio	87.92%	87.30%		87.24%	85.97%	
Days to Sell	68	136	-50.0%	117	134	-12.7%
Active Inventory	42	65	-35.4%			
Average Price	\$55,786	\$43,455	28.4%	\$47,988	\$37,144	29.2%
Median Price	\$50,000	\$38,500	29.9%	\$44,450	\$28,500	56.0%
Recreational Property						
Units Listed	11	4	175.0%	53	47	12.8%
Units Sold	3	5	-40.0%	27	48	-43.8%
Sales Dollars	\$930,000	\$2,611,500	-64.4%	\$11,951,200	\$18,925,275	-36.9%
List/Sell \$ Ratio	89.34%	97.30%		95.84%	94.40%	
Days to Sell	33	286	-88.5%	113	174	-35.1%
Active Inventory	27	9	200.0%			
Average Price	\$310,000	\$522,300	-40.6%	\$442,637	\$394,277	12.3%
Median Price	\$190,000	\$385,000	-50.6%	\$415,000	\$358,950	15.6%
Residential						
Units Listed	61	57	7.0%	664	599	10.9%
Units Sold	62	48	29.2%	478	469	1.9%
Sales Dollars	\$14,731,740	\$8,285,950	77.8%	\$101,565,901	\$80,690,798	25.9%
List/Sell \$ Ratio	93.17%	94.11%		95.31%	95.02%	
Days to Sell	74	125	-40.8%	83	126	-34.1%
Active Inventory	195	217	-10.1%			
Average Price	\$237,609	\$172,624	37.6%	\$212,481	\$172,049	23.5%
Median Price	\$230,025	\$167,750	37.1%	\$210,625	\$162,500	29.6%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Residential (Waterfront)						
Units Listed	11	4	100.0%	53	47	12.8%
Units Sold	3	5	-40.0%	27	48	-43.8%
Sales Dollars	\$930,000	\$2,611,500	-64.4%	\$11,951,200	\$18,925,275	-36.9%
List/Sell \$ Ratio	89.34%	97.30%		95.84%	94.40%	
Days to Sell	33	286	-88.5%	113	174	-35.1%
Active Inventory	27	17	58.8%			
Average Price	\$310,000	\$522,300	-40.6%	\$442,637	\$394,277	12.3%
Median Price	\$190,000	\$385,000	-50.6%	\$415,000	\$358,950	15.6%
Timeshares						
Units Listed	0	0	0.0%	0	0	0.0%
Units Sold	0	0	0.0%	0	0	0.0%
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%
SHUSWAP DIVISION - TOTALS						
Units Listed	160	134	19.4%	1794	1651	8.7%
Units Sold	176	148	18.9%	1256	1155	8.7%
Sales Dollars	\$35,484,607	\$24,049,488	47.5%	\$233,016,947	\$198,993,962	17.1%
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Days to Sell	228	221	3.2%	197	230	-14.3%
Active Inventory	869	1019	-14.7%			

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 150000	5	115	9	118
150001 to 180000	8	66	6	49
180001 to 210000	5	70	6	65
210001 to 240000	5	89	9	78
240001 to 270000	10	79	10	54
270001 to 300000	11	85	6	37
300001 to 330000	2	32	4	23
330001 to 360000	6	40	2	17
360001 to 390000	5	20	1	6
390001 to 420000	0	7	0	4
420001 to 450000	1	11	1	2
450001 to 480000	0	4	2	2
480001 and over	4	25	1	6
Totals	62	643	57	461

Shuswap Division Lot Listing/Sales Analysis

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 40000	5	84	13	121
40001 to 60000	5	84	17	105
60001 to 80000	1	49	6	36
80001 to 100000	4	54	8	27
100001 to 120000	8	33	3	9
120001 to 140000	7	19	4	11
140001 to 160000	0	13	0	3
160001 and over	4	68	7	31

Shuswap Zone Residential Sub Area Average Price - July to September 2005
 Residential Single Family Only (Does Not Include Waterfront)

◆ Jul
 ■ Aug1
 ▲ Sep

