

# SHUSWAP DIVISION MONTHLY STATISTICS

FOR

September 1st - 30th, 2004

**PLEASE NOTE THAT THERE ARE 2 NEW SECTIONS IN THE STATISTICS  
1. TIMESHARES AND 2. RECREATIONAL PROPERTY TYPES**

# SHUSWAP DIVISION

## STAT - O - GRAM

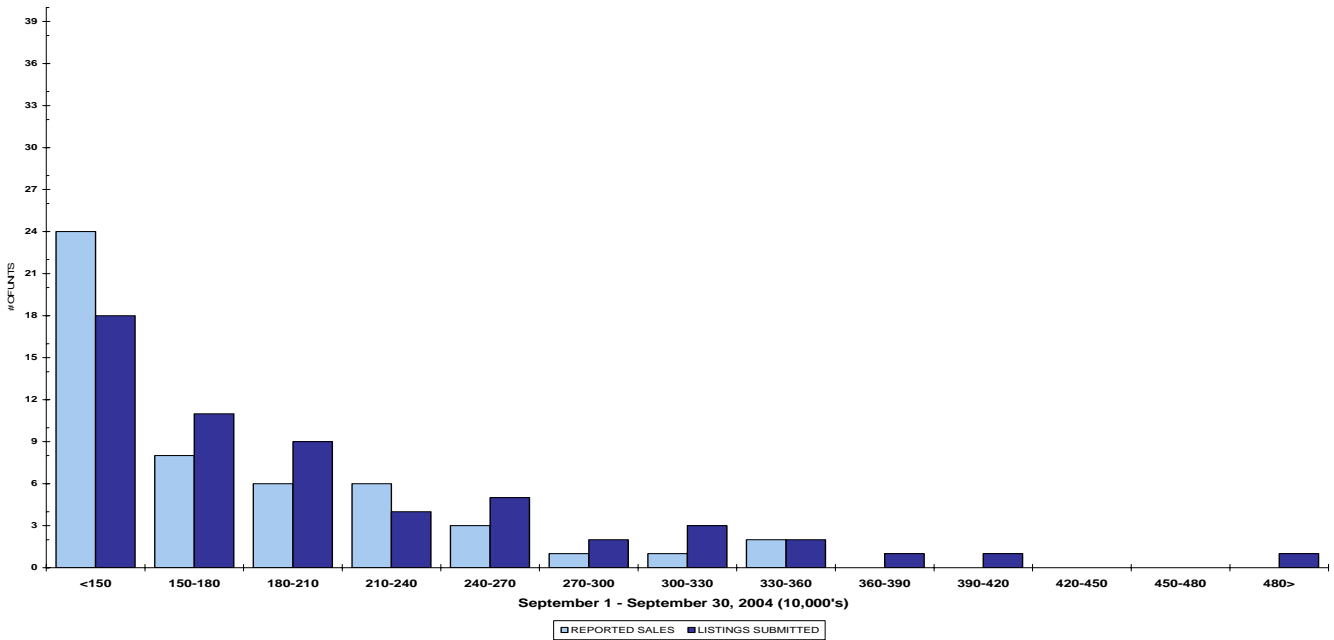
September 2004

### QUICK SUMMARY

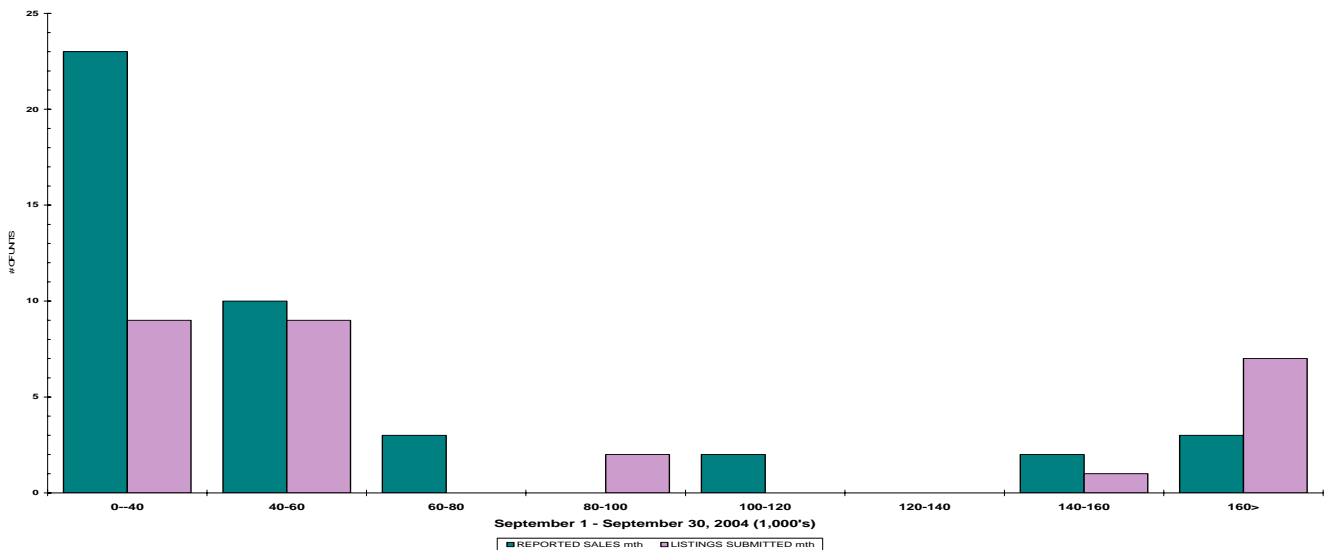
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	<u># of Units</u>	<u>\$ Value</u>	<u># of Units</u>	<u>\$ Value</u>	<u>Listings Taken</u>	<u>Inventory</u>
September 2004	142	\$21,599,896	48	\$8,285,950	134	1,019
August 2004	159	\$26,226,290	71	\$13,018,200	177	1,124
September 2003	119	\$18,240,600	52	\$8,127,900	180	1,343

The Shuswap Zone has **83** Members. The average of listings-per-licensee is 12.3

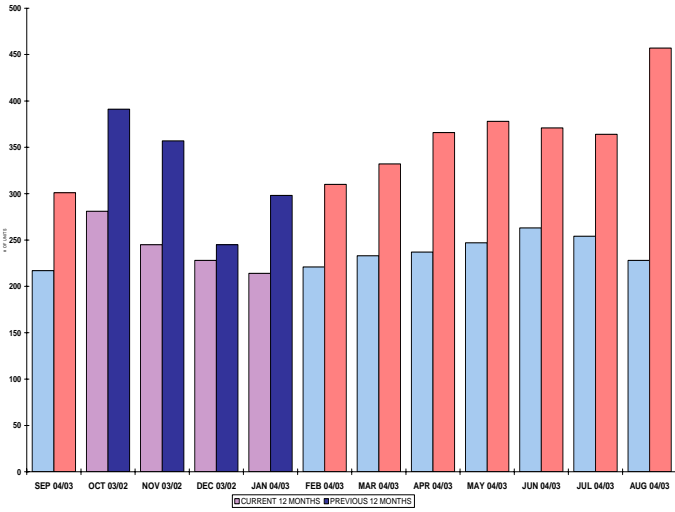
RESIDENTIAL LISTING & SALES ACTIVITY  
SHUSWAP DIVISION (BY PRICE CATEGORY)



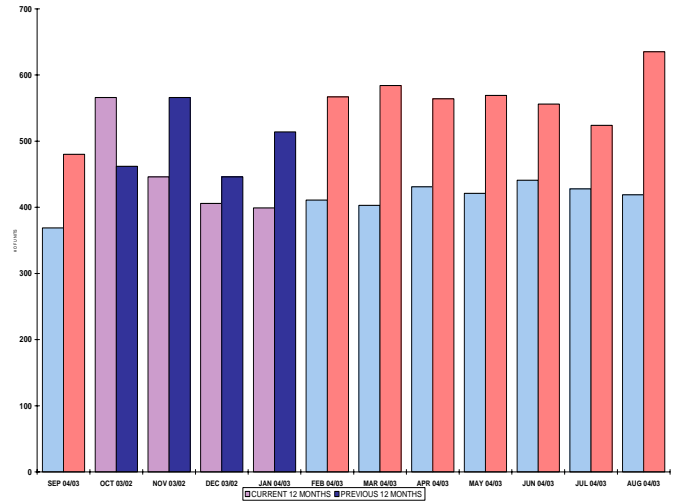
LOT LISTING & SALES ACTIVITY  
SHUSWAP DIVISION (BY PRICE CATEGORY)



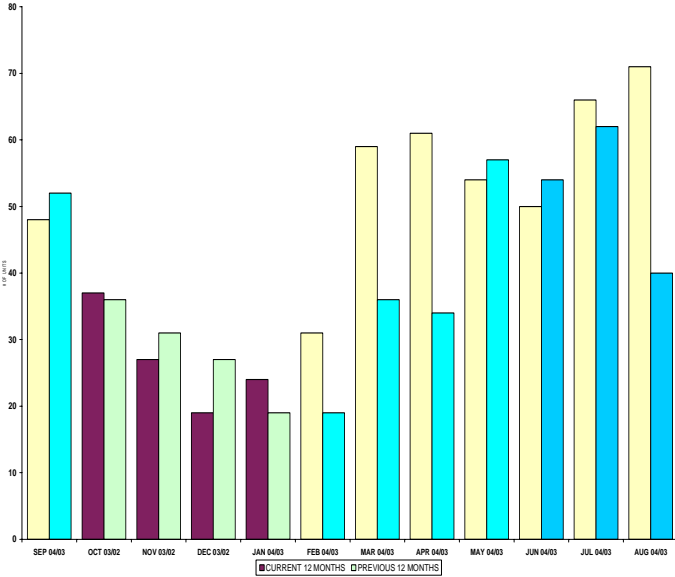
INVENTORY OF ACTIVE LISTINGS  
RESIDENTIAL - SHUSWAP DIVISION



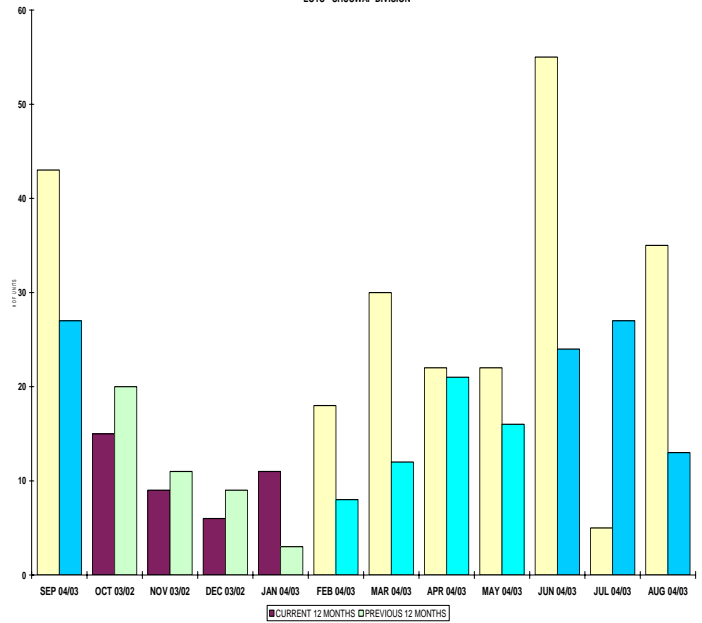
INVENTORY OF ACTIVE LISTINGS  
LOTS - SHUSWAP DIVISION



NUMBER OF UNITS SOLD  
RESIDENTIAL - SHUSWAP DIVISION



NUMBER OF UNITS SOLD  
LOTS - SHUSWAP DIVISION



**SHUSWAP DIVISION**

**September 2004**

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	10	8	89	11.24%	199
ACREAGE/HOUSE	16	15	105	15.24%	184
LOTS	33	20	280	11.79%	258
RESIDENTIAL	48	57	217	22.12%	125
<b>AVERAGE HOUSE PRICE \$172,624</b>			<b>MEDIAN HOUSE PRICE \$167,750</b>		

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	795	554	43.5%	7269	5738	26.7%
Units Sold	456	419	8.8%	4241	3880	9.3%
Sales Dollars	\$125,922,124	\$89,557,668	40.6%	\$1,071,437,471	\$814,216,587	31.6%
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	2813	2155	30.5%			

### ZONE NO TOTALS

Units Listed	314	300	4.7%	3361	2841	18.3%
Units Sold	239	216	10.6%	2167	1768	22.6%
Sales Dollars	\$42,408,810	\$40,724,631	4.1%	\$397,902,884	\$294,217,481	35.2%
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	1402	1554	-9.8%			

### ZONE SH TOTALS

Units Listed	134	172	-22.1%	1687	1574	7.2%
Units Sold	142	120	18.3%	1105	816	35.4%
Sales Dollars	\$21,599,896	\$17,956,600	20.3%	\$181,218,198	\$120,386,994	50.5%
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	1019	1343	-24.1%			

### ZONE OB TOTALS

Units Listed	23	10	130.0%	137	135	1.5%
Units Sold	5	4	100.0%	43	20	115.0%
Sales Dollars	\$590,332	\$679,500	100.0%	\$17,066,379	\$12,392,200	37.7%
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	134	149	-10.1%			

### GRAND TOTALS

Units Listed	1266	1036	22.2%	12454	10288	21.1%
Units Sold	842	759	10.9%	7556	6484	16.5%
Sales Dollars	\$190,521,162	\$148,918,399	27.9%	\$1,667,624,932	\$1,241,213,262	34.4%
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	5368	5201	3.2%			

# LICENSEES

	<b>TOTAL NUMBER OF LICENSEES September 30/04</b>	<b>TOTAL NUMBER OF LICENSEES September 30/03</b>	<b>CHANGE BY NUMBER</b>	<b>CHANGE BY %</b>
ALL DIVISIONS	889	781	108	13.83%
CENTRAL OK DIV.	557	503	54	10.74%
NORTH OK DIV.	249	208	41	19.71%
SHUSWAP DIV.	83	70	13	18.57%
<b>CURRENT MEMBERSHIP</b>				
AGENT LICENSEES	76			
SALESPERSONS	739			
PROPERTY MANAGEMENT	8			
9:15 LICENCEE MEMBER	62			
EXEMPTION MEMBER	4			
<b>TOTALS</b>	<b>889</b>			

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Acreage</b>						
Units Listed	8	4	100.0%	92	83	10.8%
Units Sold	<b>10</b>	<b>7</b>	<b>42.9%</b>	<b>46</b>	<b>33</b>	<b>39.4%</b>
Sales Dollars	\$1,315,500	\$630,850	108.5%	\$5,663,450	\$3,017,550	87.7%
List/Sell Ratio	83.36%	86.55%		84.83%	86.02%	
Days to Sell	199	556	-64.2%	318	423	-24.8%
Active Inventory	89	110	-19.1%			
Average Price	\$131,550	\$90,121	46.0%	\$123,118	\$91,441	34.6%
Median Price	\$63,250	\$97,000	-34.8%	\$67,000	\$74,000	-9.5%
<b>Acreage with House</b>						
Units Listed	15	13	15.4%	195	183	6.6%
Units Sold	<b>16</b>	<b>14</b>	<b>14.3%</b>	<b>109</b>	<b>97</b>	<b>12.4%</b>
Sales Dollars	\$3,823,000	\$2,895,400	32.0%	\$28,783,400	\$21,552,742	33.5%
List/Sell Ratio	92.08%	88.33%		94.33%	91.05%	
Days to Sell	184	167	10.2%	182	203	-10.3%
Active Inventory	105	135	-22.2%			
Average Price	\$238,938	\$206,814	15.5%	\$264,068	\$222,193	18.8%
Median Price	\$212,500	\$207,000	2.7%	\$228,000	\$195,000	16.9%
<b>Acreage (Waterfront)</b>						
Units Listed	0	1	-100.0%	18	6	200.0%
Units Sold	<b>1</b>	<b>0</b>	<b>100.0%</b>	<b>7</b>	<b>5</b>	<b>40.0%</b>
Sales Dollars	\$905,000	\$0	100.0%	\$2,803,600	\$1,223,850	129.1%
List/Sell Ratio	106.47%	0.00%		92.83%	91.85%	
Days to Sell	81	0	100.0%	115	299	-61.5%
Active Inventory	11	9	22.2%			
Average Price	\$905,000	\$0	100.0%	\$400,514	\$244,770	63.6%
Median Price	\$905,000	\$0	100.0%	\$365,000	\$120,000	204.2%
<b>Business</b>						
Units Listed	3	4	-25.0%	58	40	45.0%
Units Sold	<b>0</b>	<b>2</b>	<b>-100.0%</b>	<b>15</b>	<b>8</b>	<b>87.5%</b>
Sales Dollars	\$0	\$615,000	-100.0%	\$8,308,000	\$4,006,500	107.4%
List/Sell Ratio	0.00%	69.87%		85.81%	76.47%	
Days to Sell	0	384	100.0%	325	573	-43.3%
Active Inventory	56	55	1.8%			
Average Price	\$0	\$307,500	100.0%	\$553,867	\$500,813	10.6%
Median Price	\$0	\$307,500	100.0%	\$379,500	\$376,000	0.9%
<b>Condo (Townhouse)</b>						
Units Listed	2	2	0.0%	55	48	14.6%
Units Sold	<b>4</b>	<b>3</b>	<b>33.3%</b>	<b>46</b>	<b>37</b>	<b>24.3%</b>
Sales Dollars	\$661,900	\$342,500	93.3%	\$6,549,950	\$4,764,100	37.5%
List/Sell Ratio	94.81%	96.58%	95.5%	97.09%	96.89%	96.7%
Days to Sell	82	254	-67.7%	74	158	-53.2%
Active Inventory	20	23	-13.0%			
Average Price	\$165,475	\$114,167	44.9%	\$142,390	\$128,759	10.6%
Median Price	\$165,250	\$116,000	42.5%	\$133,450	\$124,000	7.6%
<b>Condo (Apt)</b>						
Units Listed	3	58	-94.8%	33	85	-61.2%
Units Sold	<b>6</b>	<b>1</b>	<b>500.0%</b>	<b>38</b>	<b>24</b>	<b>58.3%</b>
Sales Dollars	\$841,037	\$151,000	457.0%	\$4,752,017	\$2,957,750	60.7%
List/Sell Ratio	96.20%	94.67%		96.55%	94.15%	
Days to Sell	300	107	180.4%	156	246	-36.6%
Active Inventory	33	78	-57.7%			
Average Price	\$140,173	\$151,000	-7.2%	\$125,053	\$123,240	1.5%
Median Price	\$119,250	\$151,000	-21.0%	\$97,000	\$127,500	-23.9%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Duplex</b>						
Units Listed	0	3	-100.0%	13	9	44.4%
Units Sold	<b>1</b>	<b>1</b>	<b>0.0%</b>	<b>7</b>	<b>3</b>	<b>133.3%</b>
Sales Dollars	\$128,000	\$153,000	-16.3%	\$969,400	\$453,000	114.0%
List/Sell Ratio	98.53%	98.77%		93.05%	96.10%	
Days to Sell	62	17	264.7%	185	56	230.4%
Active Inventory	3	7	-57.1%			
Average Price	\$128,000	\$153,000	100.0%	\$138,486	\$151,000	-8.3%
Median Price	\$128,000	\$153,000	-16.3%	\$128,000	\$153,000	-16.3%
<b>Farms</b>						
Units Listed	2	1	100.0%	15	9	66.7%
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	13	12	8.3%			
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	1	1	0.0%	36	28	28.6%
Units Sold	<b>2</b>	<b>1</b>	<b>100.0%</b>	<b>13</b>	<b>5</b>	<b>160.0%</b>
Sales Dollars	\$218,000	\$130,000	67.7%	\$2,904,692	\$918,738	216.2%
List/Sell Ratio	82.45%	72.62%		94.08%	84018.00%	
Days to Sell	59	976	-94.0%	194	422	-54.0%
Active Inventory	35	33	6.1%			
Average Price	\$109,000	\$130,000	-16.2%	\$223,438	\$183,748	21.6%
Median Price	\$109,000	\$130,000	-16.2%	\$175,792	\$155,000	13.4%
<b>IC&amp;I Land</b>						
Units Listed	1	0	100.0%	28	25	12.0%
Units Sold	<b>1</b>	<b>0</b>	<b>100.0%</b>	<b>10</b>	<b>5</b>	<b>100.0%</b>
Sales Dollars	\$315,000	\$0	100.0%	\$3,435,000	\$1,109,700	209.5%
List/Sell Ratio	90.25%	0.00%		95.08%	99.81%	
Days to Sell	429	0	100.0%	636	616	3.2%
Active Inventory	43	57	-24.6%			
Average Price	\$315,000	\$0	100.0%	\$343,500	\$221,940	54.8%
Median Price	\$315,000	\$0	100.0%	\$282,500	\$189,900	48.8%
<b>Lots</b>						
Units Listed	17	17	0.0%	272	231	17.7%
Units Sold	<b>31</b>	<b>21</b>	<b>47.6%</b>	<b>169</b>	<b>124</b>	<b>36.3%</b>
Sales Dollars	\$1,185,500	\$885,800	33.8%	\$7,220,840	\$5,436,656	32.8%
List/Sell Ratio	94.67%	91.41%		91.92%	89.54%	
Days to Sell	319	585	-45.5%	293	476	-38.4%
Active Inventory	253	330	-23.3%			
Average Price	\$38,242	\$42,181	-9.3%	\$42,727	\$43,844	-2.5%
Median Price	\$38,000	\$38,500	-1.3%	\$39,000	\$39,950	-2.4%
<b>Leases</b>						
Units Listed	4	0	100.0%	19	21	-9.5%
Units Sold	<b>1</b>	<b>0</b>	<b>0.0%</b>	<b>4</b>	<b>3</b>	<b>33.3%</b>
Sales Dollars	\$9	\$0	0.0%	\$207,023	\$178,441	16.0%
List/Sell Ratio	81.81%	0.00%		88.63%	0.00%	
Days to Sell	78	0	0.0%	317	420	-24.5%
Active Inventory	20	15	33.3%			
Average Price	\$9	\$0	0.0%	\$51,756	\$59,480	-13.0%
Median Price	\$9	\$0	0.0%	\$10	\$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	3	2	50.0%	21	23	-8.7%
Units Sold	<b>1</b>	<b>2</b>	<b>-50.0%</b>	<b>20</b>	<b>17</b>	<b>17.6%</b>
Sales Dollars	\$145,000	\$355,000	-59.2%	\$2,670,000	\$2,354,950	13.4%
List/Sell Ratio	98.30%	94.37%		84.60%	89.65%	
Days to Sell	33	1145	-97.1%	1146	526	117.9%
Active Inventory	16	31	-48.4%			
Average Price	\$145,000	\$177,500	-18.3%	\$133,500	\$138,526	-3.6%
Median Price	\$145,000	\$177,500	-18.3%	\$125,000	\$108,000	15.7%
<b>Multi-Family</b>						
Units Listed	5	0	100.0%	16	7	128.6%
Units Sold	<b>0</b>	<b>2</b>	<b>-100.0%</b>	<b>2</b>	<b>5</b>	<b>-60.0%</b>
Sales Dollars	\$0	\$235,000	0.0%	\$484,900	\$468,500	3.5%
List/Sell Ratio	0.00%	83.84%		100.13%	89.37%	
Days to Sell	0	290	0.0%	134	128	4.7%
Active Inventory	14	7	100.0%			
Average Price	\$0	\$117,500	-100.0%	\$242,450	\$93,700	158.8%
Median Price	\$0	\$221,000	0.0%	\$242,450	\$217,000	11.7%
<b>Mobile Homes</b>						
Units Listed	9	8	12.5%	143	121	18.2%
Units Sold	<b>11</b>	<b>9</b>	<b>22.2%</b>	<b>92</b>	<b>57</b>	<b>61.4%</b>
Sales Dollars	\$478,000	\$393,750	21.4%	\$3,417,250	\$2,077,850	64.5%
List/Sell Ratio	87.30%	84.71%		85.97%	85.59%	
Days to Sell	136	199	-31.7%	134	158	164.0%
Active Inventory	65	80	-18.8%			
Average Price	\$43,455	\$43,750	-0.7%	\$37,144	\$36,454	1.9%
Median Price	\$38,500	\$43,500	-11.5%	\$28,500	\$30,500	-6.6%
<b>Recreational Property</b>						
Units Listed	0	3	-100.0%	19	24	-20.8%
Units Sold	<b>5</b>	<b>3</b>	<b>66.7%</b>	<b>16</b>	<b>14</b>	<b>14.3%</b>
Sales Dollars	\$829,000	\$1,804,900	-54.1%	\$2,590,603	\$3,177,967	-18.5%
List/Sell Ratio	84.99%	90.14%		90.95%	92.11%	
Days to Sell	129	90	43.3%	149	183	-18.6%
Active Inventory	9	0	100.0%			
Average Price	\$165,800	\$601,633	-72.4%	\$161,913	\$226,998	-28.7%
Median Price	\$155,000	\$289,900	-46.5%	\$119,000	\$108,750	9.4%
<b>Residential</b>						
Units Listed	57	48	18.8%	608	574	5.9%
Units Sold	<b>48</b>	<b>49</b>	<b>-2.0%</b>	<b>463</b>	<b>348</b>	<b>33.0%</b>
Sales Dollars	\$8,285,950	\$7,962,400	4.1%	\$80,236,798	\$55,485,400	44.6%
List/Sell Ratio	94.11%	93.85%		95.04%	93.70%	
Days to Sell	125	131	-4.6%	124	129	-3.9%
Active Inventory	217	301	-27.9%			
Average Price	\$172,624	\$162,498	6.2%	\$173,298	\$159,441	8.7%
Median Price	\$167,750	\$160,000	4.8%	\$163,500	\$156,450	4.5%
<b>Residential (Waterfront)</b>						
Units Listed	4	7	-42.9%	46	57	-19.3%
Units Sold	<b>4</b>	<b>5</b>	<b>-20.0%</b>	<b>44</b>	<b>30</b>	<b>46.7%</b>
Sales Dollars	\$2,469,000	\$1,402,000	76.1%	\$18,362,275	\$10,603,300	73.2%
List/Sell Ratio	100.03%	86.85%		94.64%	92.21%	
Days to Sell	272	158	72.2%	164	211	-22.3%
Active Inventory	17	60	-71.7%			
Average Price	\$617,250	\$280,400	120.1%	\$417,324	\$353,443	18.1%
Median Price	\$490,000	\$372,500	31.5%	\$360,000	\$349,950	2.9%

Shuswap Zone Property Type Activity

	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	134	172	-22.1%	1687	1574	7.2%
Units Sold	<b>142</b>	<b>120</b>	<b>18.3%</b>	<b>1105</b>	<b>816</b>	<b>35.4%</b>
Sales Dollars	\$21,599,896	\$17,956,600	20.3%	\$181,218,198	\$120,386,994	50.5%
List/Sell Ratio	93.85%	92.08%		92.72%	91.45%	
Days to Sell	184	298	-38.3%	196	244	-19.7%
Active Inventory	1019	1343	-24.1%			

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 150000	18	218	24	192
150001 to 180000	11	106	8	95
180001 to 210000	9	93	6	70
210001 to 240000	4	71	6	50
240001 to 270000	5	50	3	26
270001 to 300000	2	18	1	15
300001 to 330000	3	23	1	11
330001 to 360000	2	11	2	5
360001 to 390000	1	6	0	3
390001 to 420000	1	6	0	0
420001 to 450000	0	0	0	2
450001 to 480000	0	1	0	0
480001 and over	1	9	0	0
<b>Totals</b>	<b>57</b>	<b>612</b>	<b>51</b>	<b>469</b>

Shuswap Division Lot Listing/Sales Analysis

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 40000	9	112	23	99
40001 to 60000	9	133	10	64
60001 to 80000	0	43	3	42
80001 to 100000	2	21	0	6
100001 to 120000	0	12	2	5
120001 to 140000	0	15	0	5
140001 to 160000	1	13	2	4
160001 and over	7	54	3	17
<b>Totals</b>	<b>28</b>	<b>403</b>	<b>43</b>	<b>242</b>