

SHUSWAP DIVISION

MONTHLY STATISTICS

FOR

October 1 - 31, 2002

SHUSWAP DIVISION

STAT - O - GRAM

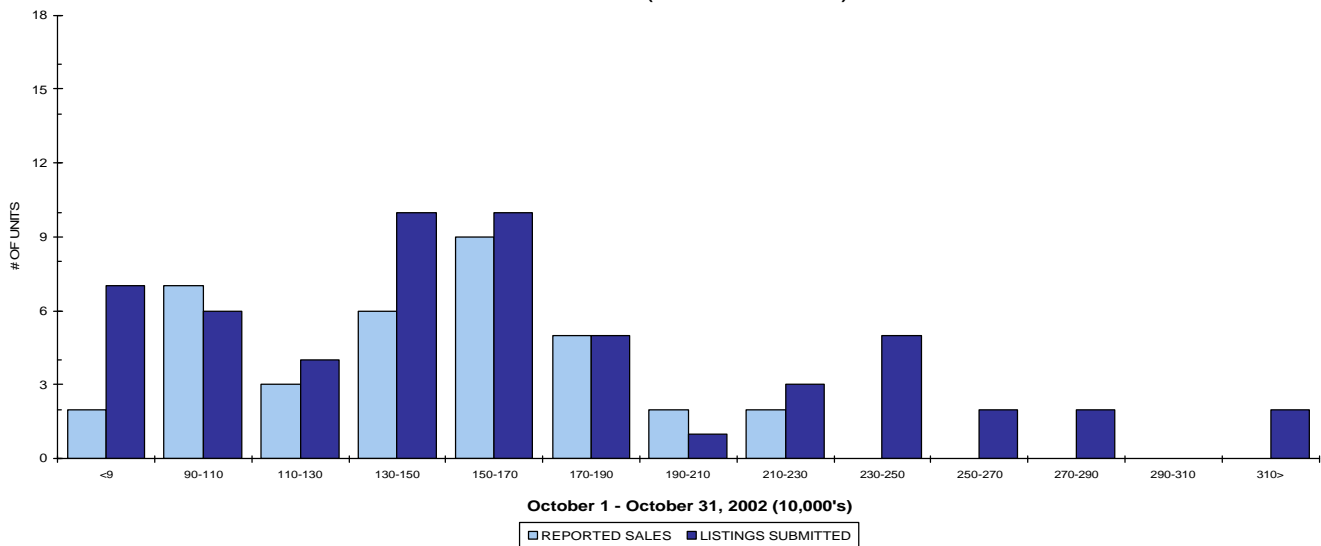
October 2002

QUICK SUMMARY

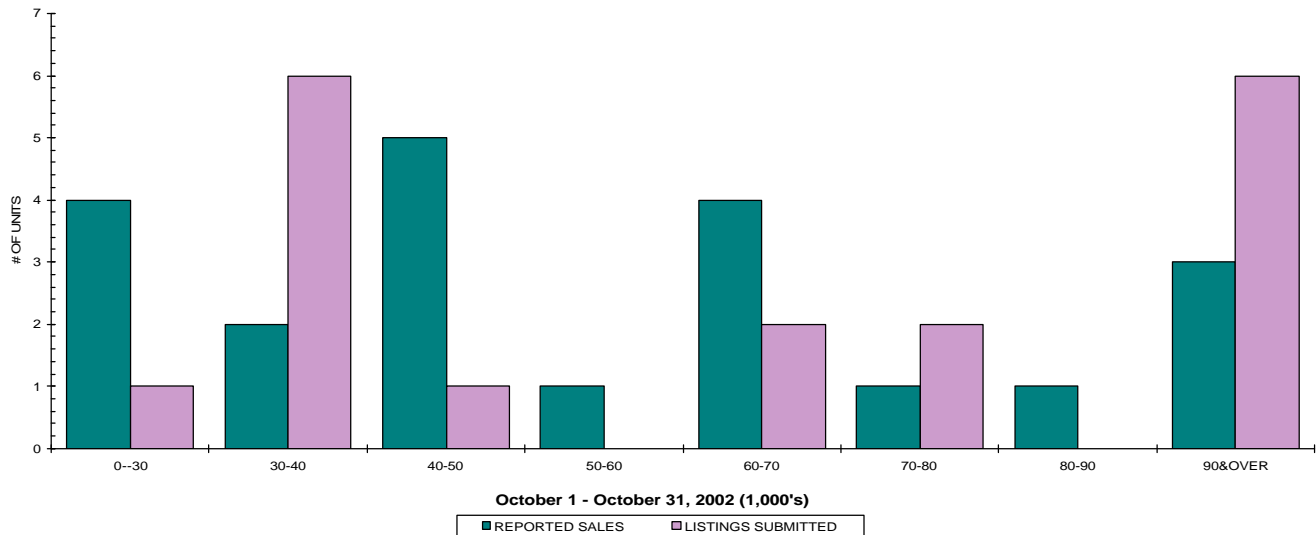
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	# of Units	\$ Value	# of Units	\$ Value	Listings Taken	Inventory
October 2002	92	\$12,774,083	36	\$5,230,400	138	1,539
September 2002	105	\$13,063,260	44	\$6,449,500	128	1,632
October 2001	70	\$8,667,621	28	\$3,758,520	137	1,736

The average of listings-per-licensee is 23.0

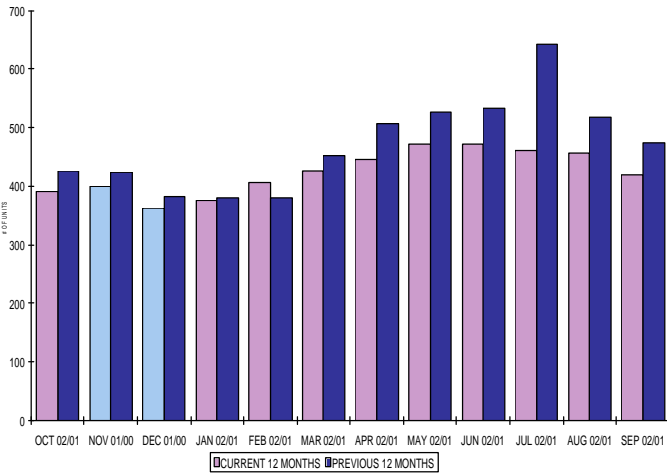
RESIDENTIAL LISTING & SALES ACTIVITY
SHUSWAP DIVISION (BY PRICE CATEGORY)



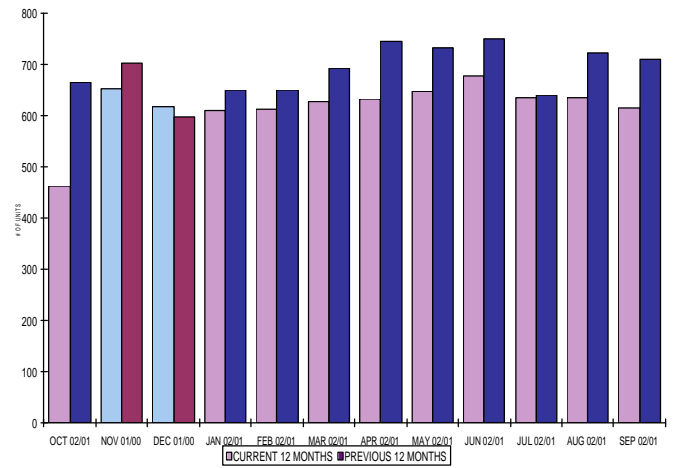
LOT LISTING & SALES ACTIVITY
SHUSWAP DIVISION (BY PRICE CATEGORY)



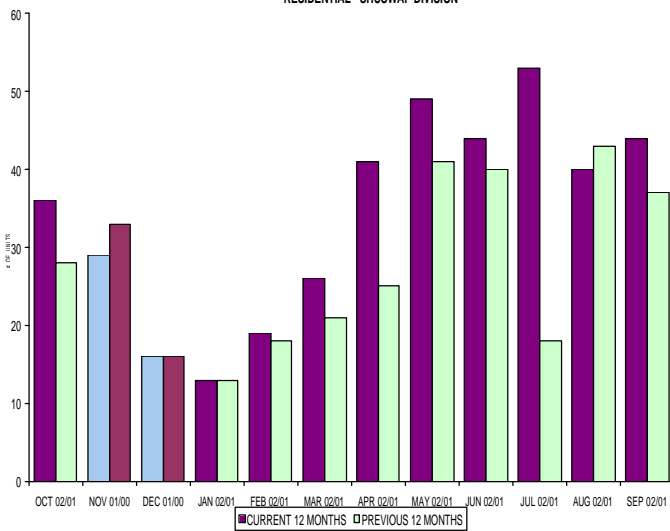
INVENTORY OF ACTIVE LISTINGS
RESIDENTIAL - SHUSWAP DIVISION



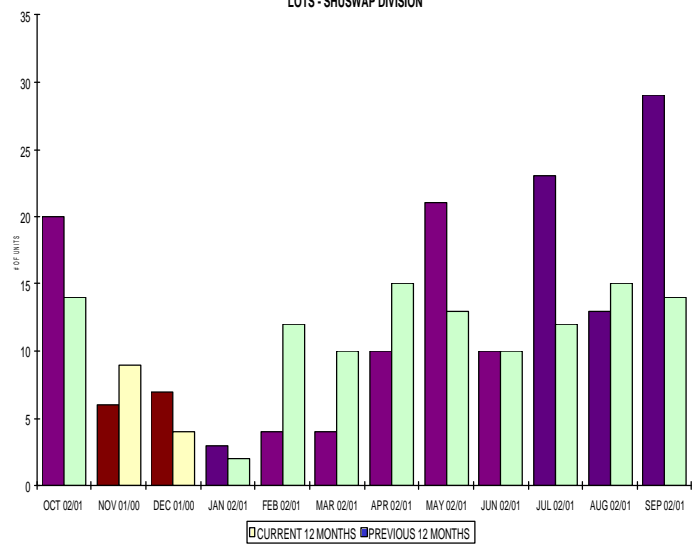
INVENTORY OF ACTIVE LISTINGS
LOTS - SHUSWAP DIVISION



NUMBER OF UNITS SOLD
RESIDENTIAL - SHUSWAP DIVISION



NUMBER OF UNITS SOLD
LOTS - SHUSWAP DIVISION



SHUSWAP DIVISION

October 2002

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	7	6	119	5.88%	382
ACREAGE/HOUSE	14	19	168	8.33%	151
LOTS	19	13	343	5.54%	317
RESIDENTIAL	16	19	362	4.42%	170
AVERAGE HOUSE PRICE \$145,289			MEDIAN HOUSE PRICE \$154,000		

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

**COMPARATIVE ACTIVITY BY ZONE AS AT
October 31, 2002**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ZONE CO TOTALS						
Units Listed	649	635	2.2%	6950	6889	0.9%
Units Sold	428	339	26.3%	4307	3171	35.8%
Sales Dollars	\$86,242,879	\$55,731,438	54.7%	\$800,171,434	\$539,629,282	48.3%
List/Sell Ratio	95.69	94.09		95.13	93.60	
Days to Sell	82	106	-22.6%	98	113	-13.3%
Active Listings	2602					
ZONE NO TOTALS						
Units Listed	306	302	1.3%	3220	3224	-0.1%
Units Sold	163	156	4.5%	1642	1387	18.4%
Sales Dollars	\$28,219,402	\$21,874,888	29.0%	\$261,944,406	\$199,513,215	31.3%
List/Sell Ratio	93.61	91.14		92.64	90.56	
Days to Sell	154	168	-8.3%	160	164	-2.4%
Active Listings	1820					
ZONE SH TOTALS						
Units Listed	138	138	0.0%	1788	1994	-10.3%
Units Sold	92	70	31.4%	785	677	16.0%
Sales Dollars	\$12,774,083	\$8,667,621	47.4%	\$109,029,546	\$91,381,411	19.3%
List/Sell Ratio	91.72	90.13		90.2	88.76	
Days to Sell	245	187	31.0%	220	220	0.0%
Active Listings	1539					
ZONE OB TOTALS						
Units Listed	11	14	-21.4%	181	148	22.3%
Units Sold	5	2	150.0%	24	17	41.2%
Sales Dollars	\$2,381,500	\$294,900	707.6%	\$8,481,451	\$5,351,900	58.5%
List/Sell Ratio	90.59	81.61		88.81	84.39	
Days to Sell	201	104	93.3%	158	126	25.4%
Active Listings	140					
GRAND TOTALS						
Units Listed	1104	1089	1.4%	12139	12255	-0.9%
Units Sold	688	567	21.3%	6758	5252	28.7%
Sales Dollars	\$129,617,864	\$86,568,847	49.7%	\$1,179,626,837	\$835,875,808	41.1%
List/Sell Ratio	94.26	91.40		93.77	91.51	
Days to Sell	111	140	-20.7%	125	144	-13.2%
Active Listings	6101					

LICENSEES
August 31, 2002

	TOTAL NUMBER OF LICENSEES	TOTAL NUMBER OF LICENSEES	CHANGE BY NUMBER	CHANGE BY %
	October 31/02	October 31/01		
ALL DIVISIONS	698	670	28	4.18%
CENTRAL OK DIV.	449	425	24	5.65%
NORTH OK DIV.	184	174	10	5.75%
SHUSWAP DIV.	67	71	-4	-5.63%
CURRENT MEMBERSHIP				
AGENT LICENSEES	68			
SALESPERSONS	560			
PROPERTY MANAGEMENT	9			
9:15 LICENCEE MEMBER	61			
EXEMPTION MEMBER				
TOTALS	698			

COMPARATIVE ACTIVITY BY PROPERTY TYPE
October 31, 2002
SHUSWAP

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage							
	UNITS LISTED	6	8	-25.0%	89	96	-7.3%
	UNITS SOLD	7	5	40.0%	22	19	15.8%
	SALES DOLLARS	\$764,500	\$244,900	212.2%	\$2,049,800	\$1,258,400	62.9%
	LIST/SELL RATIO	75.69	85.75		79.89	84.56	85.7%
	DAYS TO SELL	382	248	54.0%	351	220	59.5%
	ACTIVE INVENTORY	119					
	AVERAGE PRICE	\$109,214	\$48,980	123.0%	\$93,173	\$66,232	40.7%
	MEDIAN PRICE	\$79,000	\$55,000	43.6%	\$75,000	\$59,000	27.1%
Acreage with House							
	UNITS LISTED	19	17	11.8%	226	235	-3.8%
	UNITS SOLD	14	5	180.0%	93	73	27.4%
	SALES DOLLARS	\$2,778,400	\$1,043,900	166.2%	\$18,597,600	\$12,997,300	43.1%
	LIST/SELL RATIO	92.12	91.18		90.73	90.62	
	DAYS TO SELL	151	122	23.8%	172	201	-14.4%
	ACTIVE INVENTORY	168					
	AVERAGE PRICE	\$198,457	\$208,780	-4.9%	\$199,974	\$178,045	12.3%
	MEDIAN PRICE	\$196,500	\$247,000	-20.4%	\$182,000	\$170,000	7.1%
Acreage (Waterfront)							
	UNITS LISTED	1	0	100.0%	10	14	-28.6%
	UNITS SOLD	1	0	100.0%	6	2	200.0%
	SALES DOLLARS	\$177,000	\$0	100.0%	\$1,149,601	\$285,000	303.4%
	LIST/SELL RATIO	93.20	0.00		75.80	86.96	
	DAYS TO SELL	16	0	100.0%	254	92	176.1%
	ACTIVE INVENTORY	11					
	AVERAGE PRICE	\$177,000	\$0	100.0%	\$191,600	\$142,500	34.5%
	MEDIAN PRICE	\$177,000	\$0	100.0%	\$123,250	\$142,500	-13.5%
Business							
	UNITS LISTED	13	8	62.5%	66	89	-25.8%
	UNITS SOLD	1	1	0.0%	7	15	-53.3%
	SALES DOLLARS	\$3,000	\$13,500	-77.8%	\$3,415,600	\$4,480,400	-23.8%
	LIST/SELL RATIO	60.00	27.02		81.45	81.20	
	DAYS TO SELL	390	161	142.2%	223	183	21.9%
	ACTIVE INVENTORY	65					
	AVERAGE PRICE	\$3,000	\$13,500	-77.8%	\$487,943	\$298,693	63.4%
	MEDIAN PRICE	\$30,000	\$13,500	122.2%	\$405,000	\$225,000	80.0%
Condo (Townhouse)							
	UNITS LISTED	5	3	66.7%	44	64	-31.3%
	UNITS SOLD	5	3	66.7%	24	44	-45.5%
	SALES DOLLARS	\$619,000	\$352,000	75.9%	\$2,957,000	\$5,491,335	-46.2%
	LIST/SELL RATIO	99.34	92.45		96.17	93.46	
	DAYS TO SELL	118	155	-23.9%	264	274	-3.6%
	ACTIVE INVENTORY	25					
	AVERAGE PRICE	\$123,800	\$117,333	5.5%	\$123,208	\$124,803	-1.3%
	MEDIAN PRICE	\$126,000	\$89,000	41.6%	\$122,500	\$122,500	0.0%

COMPARATIVE ACTIVITY BY PROPERTY TYPE
October 31, 2002
SHUSWAP

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Condo (Apt)							
	UNITS LISTED	2	5	-60.0%	43	58	-25.9%
	UNITS SOLD	4	1	300.0%	34	15	126.7%
	SALES DOLLARS	\$625,750	\$55,000	1037.7%	\$3,490,650	\$1,304,150	167.7%
	LIST/SELL RATIO	94.22	84.74		94.48	91.91	
	DAYS TO SELL	251	513	-51.1%	273	307	-11.1%
	ACTIVE INVENTORY	37					
	AVERAGE PRICE	\$156,438	\$55,000	184.4%	\$102,666	\$86,943	18.1%
	MEDIAN PRICE	\$151,000	\$55,000	174.5%	\$79,400	\$82,000	-3.2%
Duplex							
	UNITS LISTED	0	2	-100.0%	6	13	-53.8%
	UNITS SOLD	0	1	-100.0%	0	3	-100.0%
	SALES DOLLARS	\$0	\$150,000	-100.0%	\$0	\$364,500	-100.0%
	LIST/SELL RATIO	0.00	83.37		0.00	82.40	
	DAYS TO SELL	0	591	0.0%	0	610	-100.0%
	ACTIVE INVENTORY	6					
	AVERAGE PRICE	\$0	\$150,000	-100.0%	\$0	\$121,500	-100.0%
	MEDIAN PRICE	\$0	\$150,000	-100.0%	\$0	\$135,000	-100.0%
Farms							
	UNITS LISTED	0	2	-100.0%	20	17	17.6%
	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	23					
	AVERAGE PRICE	\$0	\$0	0.0%	\$264,750	\$633,333	-58.2%
	MEDIAN PRICE	\$0	\$0	0.0%	\$247,000	\$565,000	-56.3%
IC&I							
	UNITS LISTED	2	1	100.0%	19	27	-29.6%
	UNITS SOLD	1	1	0.0%	7	6	16.7%
	SALES DOLLARS	\$333,333	\$63,000	429.1%	\$1,874,633	\$914,000	105.1%
	LIST/SELL RATIO	68.16	42.28		82.15	71.68	
	DAYS TO SELL	1327	854	55.4%	374	350	6.9%
	ACTIVE INVENTORY	23					
	AVERAGE PRICE	\$333,333	\$63,000	429.1%	\$267,805	\$152,333	75.8%
	MEDIAN PRICE	\$333,333	\$63,000	429.1%	\$242,000	\$163,000	48.5%
IC&I Land							
	UNITS LISTED	1	2	-50.0%	35	39	-10.3%
	UNITS SOLD	1	0	100.0%	7	3	133.3%
	SALES DOLLARS	\$245,000	\$0	100.0%	\$1,566,500	\$845,000	85.4%
	LIST/SELL RATIO	27.37	0.00		80.75	72.32	
	DAYS TO SELL	839	0	100.0%	489	274	78.5%
	ACTIVE INVENTORY	52					
	AVERAGE PRICE	\$245,000	\$0	100.0%	\$223,786	\$281,667	-20.5%
	MEDIAN PRICE	\$245,000	\$0	100.0%	\$122,500	\$250,000	-51.0%

COMPARATIVE ACTIVITY BY PROPERTY TYPE

October 31, 2002

SHUSWAP

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots						
UNITS LISTED	11	10	10.0%	237	306	-22.5%
UNITS SOLD	12	8	50.0%	91	79	15.2%
SALES DOLLARS	\$480,400	\$346,900	38.5%	\$3,877,460	\$2,795,350	38.7%
LIST/SELL RATIO	80.10	79.10		87.14	84.76	
DAYS TO SELL	624	362	72.4%	433	311	39.2%
ACTIVE INVENTORY	417					
AVERAGE PRICE	\$40,033	\$43,363	-7.7%	\$42,609	\$35,384	20.4%
MEDIAN PRICE	\$38,000	\$47,950	-20.8%	\$42,500	\$35,000	21.4%
Leases						
UNITS LISTED	5	4	-100.0%	11	21	-47.6%
UNITS SOLD	0	2	-100.0%	6	4	50.0%
SALES DOLLARS	\$0	\$1	-100.0%	\$14	\$5	180.0%
LIST/SELL RATIO	0.00	50.00		108.43	125.00	
DAYS TO SELL	0	35	-100.0%	276	167	65.3%
ACTIVE INVENTORY	19					
AVERAGE PRICE	\$0	\$1	100.0%	\$2	\$1	133.3%
MEDIAN PRICE	\$0	\$1	100.0%	\$1	\$1	0.0%
Lots (Waterfront)						
UNITS LISTED	0	0	0.0%	16	33	-51.5%
UNITS SOLD	1	1	0.0%	15	11	36.4%
SALES DOLLARS	\$42,800	\$100,500	-57.4%	\$1,392,200	\$1,553,401	-10.4%
LIST/SELL RATIO	74.56	87.46		80.54	86.24	
DAYS TO SELL	0	147	-100.0%	438	317	38.2%
ACTIVE INVENTORY	34					
AVERAGE PRICE	\$42,800	\$100,500	-57.4%	\$92,813	\$141,218	-34.3%
MEDIAN PRICE	\$42,800	\$100,500	-57.4%	\$97,000	\$100,500	-3.5%
Multi-Family						
UNITS LISTED	2	1	100.0%	11	15	-26.7%
UNITS SOLD	0	0	0.0%	2	2	0.0%
SALES DOLLARS	\$0	\$0	0.0%	\$525,000	\$943,000	-44.3%
LIST/SELL RATIO	0.00	0.00		81.24	83.70	
DAYS TO SELL	0	0	0.0%	472	1341	-64.8%
ACTIVE INVENTORY	8					
AVERAGE PRICE	\$0	\$0	0.0%	\$262,500	\$471,500	-44.3%
MEDIAN PRICE	\$0	\$0	0.0%	\$262,500	\$471,500	-44.3%
Mobile Homes						
UNITS LISTED	9	14	-35.7%	132	142	-7.0%
UNITS SOLD	4	8	-50.0%	50	50	0.0%
SALES DOLLARS	\$100,500	\$275,900	-63.6%	\$1,482,200	\$1,479,300	0.2%
LIST/SELL RATIO	78.89	65.94		80.39	80.58	
DAYS TO SELL	173	277	-37.5%	241	150	60.7%
ACTIVE INVENTORY	77					
AVERAGE PRICE	\$25,125	\$34,488	-27.1%	\$29,644	\$29,586	0.2%
MEDIAN PRICE	\$20,000	\$30,950	-35.4%	\$29,000	\$26,500	9.4%

COMPARATIVE ACTIVITY BY PROPERTY TYPE

October 31, 2002

SHUSWAP

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Residential						
UNITS LISTED	57	52	9.6%	721	712	1.3%
UNITS SOLD	36	28	28.6%	356	306	16.3%
SALES DOLLARS	\$5,230,400	\$3,758,520	39.2%	\$51,095,914	\$42,089,470	21.4%
LIST/SELL RATIO	92.31	88.54		92.72	91.28	
DAYS TO SELL	163	211	-22.7%	163	162	0.6%
ACTIVE INVENTORY	391					
AVERAGE PRICE	\$145,289	\$134,233	8.2%	\$143,528	\$137,547	4.3%
MEDIAN PRICE	\$154,000	\$129,750	18.7%	\$145,000	\$135,000	7.4%
Residential (Waterfront)						
UNITS LISTED	5	9	-44.4%	102	113	-9.7%
UNITS SOLD	5	6	-16.7%	61	42	45.2%
SALES DOLLARS	\$1,374,000	\$2,263,500	-39.3%	\$14,496,374	\$12,680,800	14.3%
LIST/SELL RATIO	90.36	88.80		89.42	92.64	
DAYS TO SELL	182	169	7.7%	192	194	-1.0%
ACTIVE INVENTORY	64					
AVERAGE PRICE	\$274,800	\$377,250	-27.2%	\$237,645	\$301,924	-21.3%
MEDIAN PRICE	\$227,500	\$253,500	-10.3%	\$230,000	\$267,500	-14.0%
SHUSWAP TOTALS						
UNITS LISTED	138	138	0.0%	1788	1994	-10.3%
UNITS SOLD	92	70	31.4%	785	677	16.0%
SALES DOLLARS	\$12,774,083	\$8,667,621	47.4%	\$109,029,546	\$91,381,411	19.3%
LIST/SELL RATIO	91.72	90.13		90.20	88.76	
DAYS TO SELL	245	187	31.0%	220	220	0.0%
ACTIVE INVENTORY	1539					

RESIDENTIAL LISTING / SALES ANALYSIS

October 31, 2002

SHUSWAP

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 90000	7	77	2	45
90001 to 110000	6	75	7	39
110001 to 130000	4	99	3	54
130001 to 150000	10	106	6	68
150001 to 170000	10	101	9	57
170001 to 190000	5	99	5	46
190001 to 210000	1	37	2	25
210001 to 230000	3	43	2	12
230001 to 250000	5	29	0	5
250001 to 270000	2	16	0	3
270001 to 290000	2	14	0	1
290001 to 310000	0	4	0	0
310001 and over	2	21	0	1
	57	721	36	356

LOT LISTING / SALES ANALYSIS

October 31, 2002

SHUSWAP

	Mthly Listings	YTD Listings		Mthly Sales	YTD Sales
Range	Total	Total		Total	Total
0 to 30000	1	89		4	30
30001 to 40000	6	54		2	21
40001 to 50000	1	64		5	23
50001 to 60000	0	26		1	9
60001 to 70000	2	21		4	22
70001 to 80000	2	19		1	7
80001 to 90000	0	7		1	2
90001 and over	6	72		3	20
	18	352		21	134