

**SHUSWAP DIVISION
MONTHLY STATISTICS**

FOR

October 1 - 31, 2003

SHUSWAP DIVISION

STAT - O - GRAM

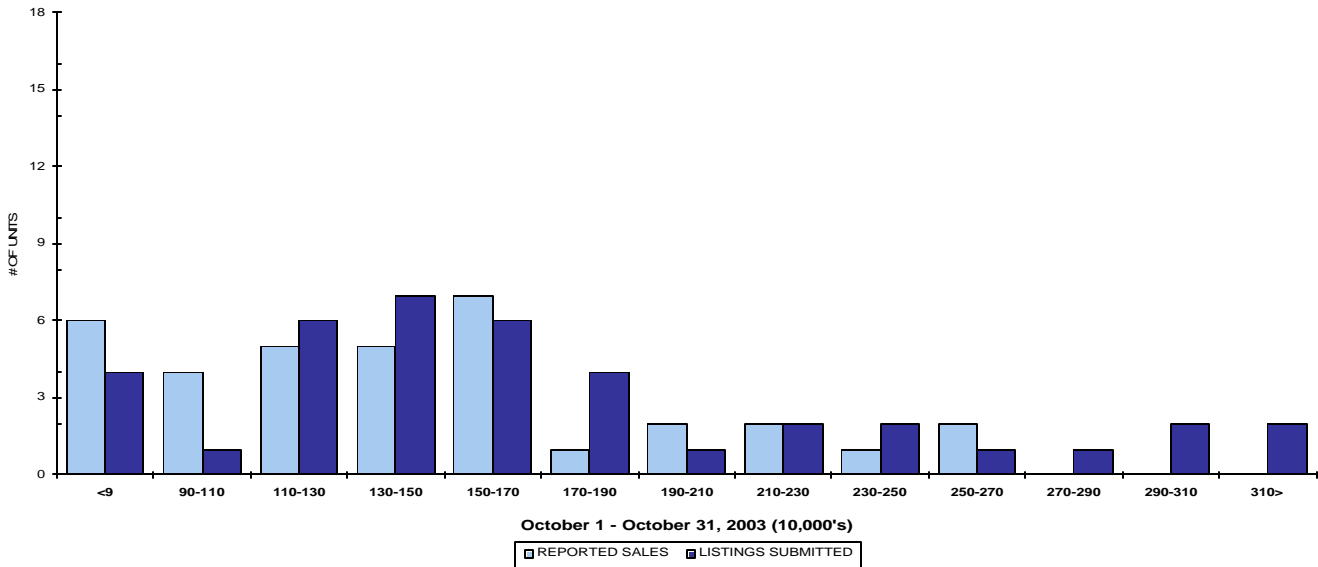
October 2003

QUICK SUMMARY

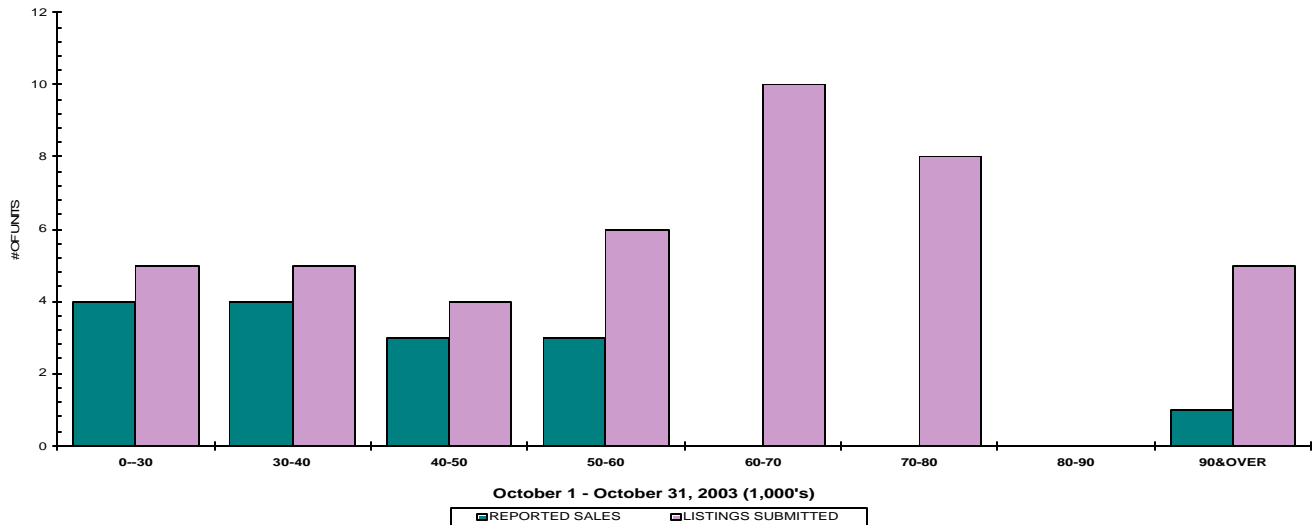
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	<u># of Units</u>	<u>\$ Value</u>	<u># of Units</u>	<u>\$ Value</u>	<u>Listings Taken</u>	<u>Inventory</u>
October 2003	87	\$10,772,235	37	\$5,254,850	124	1,290
September 2003	119	\$18,240,600	52	\$8,127,900	180	1,343
October 2002	92	\$12,774,083	36	\$5,230,400	138	1,539

The average of listings-per-licensee is 19

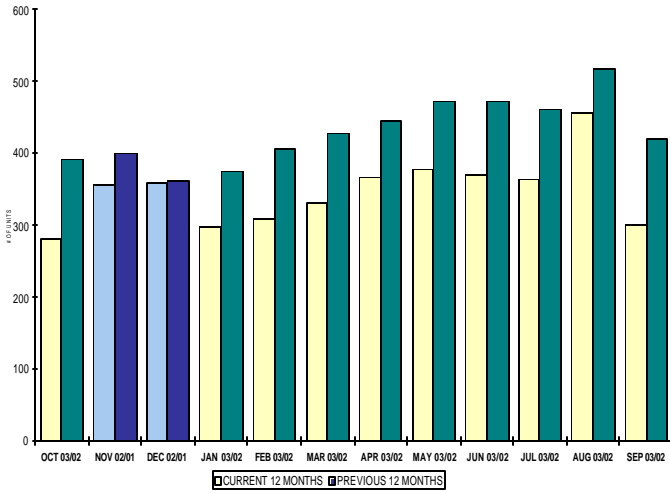
RESIDENTIAL LISTING & SALES ACTIVITY
SHUSWAP DIVISION (BY PRICE CATEGORY)



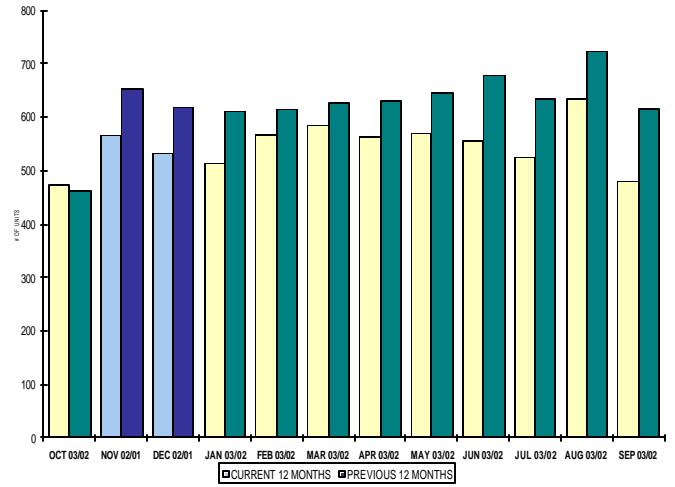
LOT LISTING & SALES ACTIVITY
SHUSWAP DIVISION (BY PRICE CATEGORY)



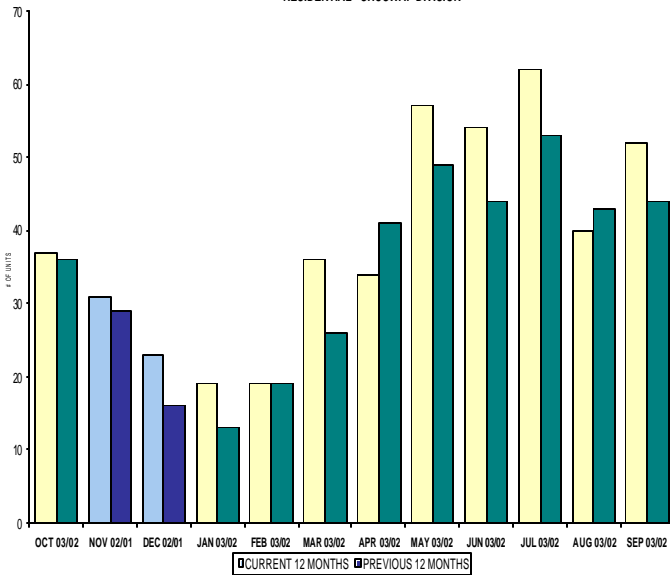
INVENTORY OF ACTIVE LISTINGS
RESIDENTIAL - SHUSWAP DIVISION



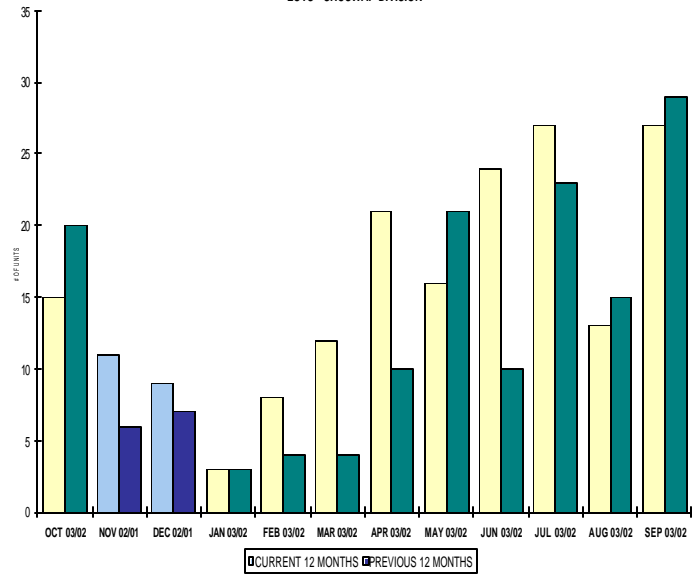
INVENTORY OF ACTIVE LISTINGS
LOTS - SHUSWAP DIVISION



NUMBER OF UNITS SOLD
RESIDENTIAL - SHUSWAP DIVISION



NUMBER OF UNITS SOLD
LOTS - SHUSWAP DIVISION



SHUSWAP DIVISION

October 2003

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	4	5	106	3.77%	576
ACREAGE/HOUSE	12	10	119	10.08%	177
LOTS	11	38	368	2.99%	1056
RESIDENTIAL	37	40	281	13.17%	118
AVERAGE HOUSE PRICE \$142,023			MEDIAN HOUSE PRICE \$142,000		

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

**COMPARATIVE ACTIVITY BY ZONE AS AT
October 31, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ZONE CO TOTALS						
Units Listed	615	665	-7.52%	6570	7110	-7.59%
Units Sold	392	411	-4.62%	4383	4346	0.85%
Sales Dollars	\$88,094,799	\$78,860,488	11.71%	\$921,549,598	\$805,543,821	14.40%
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	2134	2792	-23.57%			
ZONE NO TOTALS						
Units Listed	244	312	-21.79%	3184	3289	-3.19%
Units Sold	200	177	12.99%	2015	1696	18.81%
Sales Dollars	\$39,220,319	\$30,107,619	30.27%	\$342,628,248	\$248,247,689	38.02%
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	1420	1968	-27.85%			
ZONE SH TOTALS						
Units Listed	124	140	-11.43%	1744	1800	-3.11%
Units Sold	87	74	17.57%	932	789	18.12%
Sales Dollars	\$10,772,235	\$9,976,824	7.97%	\$136,906,929	\$109,154,556	25.42%
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	1290	1586	-18.66%			
ZONE OB TOTALS						
Units Listed	18	19	-5.26%	156	185	-15.68%
Units Sold	2	6	-66.67%	21	23	-8.70%
Sales Dollars	\$730,000	\$2,493,500	-70.72%	\$13,022,700	\$7,748,450	68.07%
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	151	146	3.42%			
GRAND TOTALS						
Units Listed	1001	1136	-11.88%	11654	12384	-5.89%
Units Sold	681	668	1.95%	7351	6854	7.25%
Sales Dollars	\$138,817,353	\$121,438,431	14.31%	\$1,414,107,475	\$1,170,694,516	20.79%
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	4995	6492	-23.06%			

LICENSEES
October 31, 2003

	TOTAL NUMBER OF LICENSEES	TOTAL NUMBER OF LICENSEES	CHANGE BY NUMBER	CHANGE BY %
	October 31/03	October 31/02		
ALL DIVISIONS	788	698	90	12.89%
CENTRAL OK DIV.	504	449	55	12.25%
NORTH OK DIV.	216	184	32	17.39%
SHUSWAP DIV.	68	67	1	1.49%
CURRENT MEMBERSHIP				
AGENT LICENSEES	71			
SALESPERSONS	647			
PROPERTY MANAGEMENT	9			
9:15 LICENCEE MEMBER	61			
EXEMPTION MEMBER	0			
TOTALS	788			

**Shuswap Division Comparative Activity By Property Type
October 31, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	5	7	-28.6%	88	87	1.1%
Units Sold	4	5	-20.0%	37	21	76.2%
Sales Dollars	\$265,935	\$609,600	-56.4%	\$3,283,485	\$1,959,400	67.6%
List/Sell Ratio	90.04%	85.78%	5.0%	86.46%	87.13%	-0.8%
Days to Sell	576	501	15.0%	440	347	26.8%
Active Inventory	106	122	-13.1%			
Average Price	\$66,484	\$121,920	-45.5%	\$88,743	\$93,305	-4.9%
Median Price	\$53,750	\$79,000	-32.0%	\$65,000	\$75,000	-13.3%
Acreage with House						
Units Listed	10	20	-50.0%	195	225	-13.3%
Units Sold	12	11	9.1%	109	95	14.7%
Sales Dollars	\$2,269,000	\$2,302,400	-1.5%	\$23,821,742	\$18,843,500	26.4%
List/Sell Ratio	91.17%	91.94%	-0.8%	91.06%	91.74%	-0.7%
Days to Sell	177	128	38.3%	200	157	27.4%
Active Inventory	119	186	-36.0%			
Average Price	\$189,083	\$209,309	-9.7%	\$218,548	\$198,353	10.2%
Median Price	\$176,500	\$210,000	-16.0%	\$189,000	\$182,000	3.8%
Acreage (Waterfront)						
Units Listed	3	1	0.0%	9	10	-10.0%
Units Sold	0	1	-100.0%	5	5	0.0%
Sales Dollars	\$0	\$177,000	-100.0%	\$1,223,850	\$729,601	67.7%
List/Sell Ratio	0.00%	93.20%	-100.0%	91.85%	86.11%	6.7%
Days to Sell	0	15	-100.0%	299	238	25.6%
Active Inventory	10	14	-28.6%			
Average Price	\$0	\$177,000	-100.0%	\$244,770	\$145,920	67.7%
Median Price	\$0	\$177,000	-100.0%	\$120,000	\$69,500	72.7%
Business						
Units Listed	2	13	-84.6%	42	69	-39.1%
Units Sold	1	1	0.0%	9	8	12.5%
Sales Dollars	\$115,000	\$30,000	283.3%	\$4,121,500	\$3,640,600	13.2%
List/Sell Ratio	69.69%	60.00%	16.2%	75.71%	80.97%	-6.5%
Days to Sell	641	386	66.1%	580	208	178.8%
Active Inventory	55	56	-1.8%			
Average Price	\$115,000	\$30,000	283.3%	\$457,944	\$455,075	0.6%
Median Price	\$115,000	\$30,000	283.3%	\$372,000	\$352,500	5.5%
Condo (Townhouse)						
Units Listed	2	7	-71.4%	47	60	-21.7%
Units Sold	7	4	75.0%	44	35	25.7%
Sales Dollars	\$871,500	\$497,000	75.4%	\$5,635,600	\$4,539,500	24.1%
List/Sell Ratio	93.92%	98.77%	-4.9%	96.25%	95.05%	1.3%
Days to Sell	187	126	48.4%	162	244	-33.6%
Active Inventory	17	36	-52.8%			
Average Price	\$124,500	\$124,250	0.2%	\$128,082	\$129,700	-1.2%
Median Price	\$124,000	\$130,000	-4.6%	\$124,000	\$125,000	-0.8%
Condo (Apt)						
Units Listed	1	2	-50.0%	86	43	100.0%
Units Sold	1	2	-50.0%	25	32	-21.9%
Sales Dollars	\$89,000	\$302,000	-70.5%	\$3,046,750	\$3,354,050	-9.2%
List/Sell Ratio	81.27%	91.86%	-11.5%	93.63%	93.08%	0.6%
Days to Sell	386	198	94.9%	251	237	5.9%
Active Inventory	78	45	73.3%			
Average Price	\$89,000	\$151,000	-41.1%	\$121,870	\$104,814	16.3%
Median Price	\$89,000	\$151,000	-41.1%	\$118,000	\$80,500	46.6%

October 31, 2003

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	0	0	0.0%	9	6	50.0%
Units Sold	0	0	0.0%	3	0	100.0%
Sales Dollars	\$0	\$0	0.0%	\$453,000	\$0	100.0%
List/Sell Ratio	0.00%	0.00%	0.0%	96.10%	0.00%	100.0%
Days to Sell	0	0	0.0%	56	0	100.0%
Active Inventory	7	7	0.0%			
Average Price	\$0	\$0	0.0%	\$151,000	\$0	100.0%
Median Price	\$0	\$0	0.0%	\$153,000	\$0	100.0%
Farms						
Units Listed	1	0	100.0%	10	16	-37.5%
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	13	29	-55.2%			
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	5	2	150.0%	33	20	65.0%
Units Sold	3	1	200.0%	8	7	14.3%
Sales Dollars	\$515,000	\$72,000	615.3%	\$1,433,738	\$1,843,583	-22.2%
List/Sell Ratio	85.47%	90.00%	-5.0%	84.66%	80.28%	5.5%
Days to Sell	233	331	-29.6%	351	413	-15.0%
Active Inventory	34	28	21.4%			
Average Price	\$171,667	\$72,000	138.4%	\$179,217	\$263,369	-32.0%
Median Price	\$175,000	\$72,000	143.1%	\$165,000	\$242,000	-31.8%
IC&I Land						
Units Listed	1	1	0.0%	26	37	-29.7%
Units Sold	1	1	0.0%	6	6	0.0%
Sales Dollars	\$275,000	\$245,000	12.2%	\$1,384,700	\$752,167	84.1%
List/Sell Ratio	98.24%	0.00%	100.0%	99.55%	84.56%	17.7%
Days to Sell	448	835	-46.3%	588	669	-12.1%
Active Inventory	51	57	-10.5%			
Average Price	\$275,000	\$245,000	12.2%	\$230,783	\$125,361	84.1%
Median Price	\$275,000	\$245,000	12.2%	\$202,400	\$114,833	76.3%
Lots						
Units Listed	35	11	218.2%	266	236	12.7%
Units Sold	10	10	0.0%	132	91	45.1%
Sales Dollars	\$308,400	\$414,000	-25.5%	\$5,678,556	\$3,936,960	44.2%
List/Sell Ratio	89.28%	87.61%	1.9%	89.70%	88.24%	1.7%
Days to Sell	493	546	-9.7%	483	423	14.2%
Active Inventory	335	457	-26.7%			
Average Price	\$30,840	\$41,400	-25.5%	\$43,019	\$43,263	-0.6%
Median Price	\$33,500	\$41,500	-19.3%	\$39,700	\$43,000	-7.7%
Leases						
Units Listed	2	5	-60.0%	23	11	109.1%
Units Sold	1	1	0.0%	4	5	-20.0%
Sales Dollars	\$6,000	\$11,924	-49.7%	\$6,291	\$7	89771.4%
List/Sell Ratio	0.00%	0.00%	0.0%	0.00%	110.54%	-100.0%
Days to Sell	297	737	-59.7%	389	331	17.5%
Active Inventory	16	17	-5.9%			
Average Price	\$6,000	\$11,924	-49.7%	\$1,573	\$1	157175.0%
Median Price	\$6,000	\$11,924	-49.7%	\$6,146	\$1	614500.0%

**Shuswap Division Comparative Activity By Property Type
October 31, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots (Waterfront)						
Units Listed	0	0	0.0%	23	16	43.8%
Units Sold	1	0	100.0%	18	16	12.5%
Sales Dollars	\$43,500	\$0	100.0%	\$2,398,450	\$1,479,200	62.1%
List/Sell Ratio	75.78%	0.00%	100.0%	88.83%	81.90%	8.5%
Days to Sell	2099	0	100.0%	631	426	48.1%
Active Inventory	23	42	-45.2%			
Average Price	\$43,500	\$0	100.0%	\$133,247	\$92,450	44.1%
Median Price	\$43,500	\$0	100.0%	\$106,750	\$92,000	16.0%
Multi-Family						
Units Listed	0	2	-100.0%	8	13	-38.5%
Units Sold	0	0	0.0%	5	2	150.0%
Sales Dollars	\$0	\$0	100.0%	\$910,500	\$525,000	73.4%
List/Sell Ratio	0.00%	0.00%	100.0%	89.37%	81.24%	10.0%
Days to Sell	0	0	100.0%	128	469	-72.7%
Active Inventory	6	8	-25.0%			
Average Price	\$0	\$0	100.0%	\$182,100	\$262,500	-30.6%
Median Price	\$0	\$0	100.0%	\$217,000	\$262,500	-17.3%
Mobile Homes						
Units Listed	15	9	66.7%	136	132	3.0%
Units Sold	6	4	50.0%	63	49	28.6%
Sales Dollars	\$226,150	\$79,500	184.5%	\$2,304,000	\$1,426,200	61.5%
List/Sell Ratio	89.08%	76.87%	15.9%	85.92%	82.15%	4.6%
Days to Sell	75	185	-59.5%	156	229	-31.9%
Active Inventory	80	84	-4.8%			
Average Price	\$37,692	\$19,875	89.6%	\$36,571	\$29,106	25.6%
Median Price	\$37,750	\$20,000	88.8%	\$30,500	\$28,000	8.9%
Residential						
Units Listed	40	55	-27.3%	659	713	-7.6%
Units Sold	37	28	32.1%	412	353	16.7%
Sales Dollars	\$5,254,850	\$3,867,400	35.9%	\$63,891,267	\$50,636,914	26.2%
List/Sell Ratio	93.14%	92.19%	1.0%	93.68%	93.09%	0.6%
Days to Sell	118	142	-16.9%	130	150	-13.3%
Active Inventory	281	461	-39.0%			
Average Price	\$142,023	\$138,121	2.8%	\$155,076	\$143,447	8.1%
Median Price	\$142,000	\$143,000	-0.7%	\$150,850	\$145,000	4.0%
Residential (Waterfront)						
Units Listed	2	5	-60.0%	84	106	-20.8%
Units Sold	3	5	-40.0%	51	60	-15.0%
Sales Dollars	\$532,900	\$1,369,000	-61.1%	\$16,713,500	\$14,428,874	15.8%
List/Sell Ratio	114.48%	91.94%	24.5%	92.33%	90.34%	2.2%
Days to Sell	82	156	-47.4%	199	184	8.2%
Active Inventory	59	72	-18.1%			
Average Price	\$177,633	\$273,800	-35.1%	\$327,716	\$240,481	36.3%
Median Price	\$225,000	\$227,500	-1.1%	\$266,500	\$230,000	15.9%
SHUSWAP DIVISION - TOTALS						
Units Listed	124	140	-11.4%	1744	1800	-3.1%
Units Sold	87	74	17.6%	932	789	18.1%
Sales Dollars	\$10,772,235	\$9,976,824	8.0%	\$136,906,929	\$109,154,556	25.4%
List/Sell Ratio	91.40%	87.48%	4.5%	91.86%	89.91%	2.2%
Days to Sell	236	244	-3.3%	232	217	6.9%
Active Inventory	1290	1721	-25.0%			

**Shuswap Residential Listing/Sales Analysis
October 31, 2003**

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 90000	4	70	6	52
90001 to 110000	1	48	4	28
110001 to 130000	6	83	5	56
130001 to 150000	7	89	5	62
150001 to 170000	6	96	7	63
170001 to 190000	4	82	1	55
190001 to 210000	1	35	2	23
210001 to 230000	2	36	2	23
230001 to 250000	2	28	1	14
250001 to 270000	1	17	2	17
270001 to 290000	1	15	0	3
290001 to 310000	2	10	0	2
310001 and over	2	22	0	4
Totals	39	631	35	402

Shuswap Division Lot Listing/Sales Analysis

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 30000	5	69	4	42
30001 to 40000	5	65	4	42
40001 to 50000	4	66	3	26
50001 to 60000	6	38	3	25
60001 to 70000	10	25	0	11
70001 to 80000	8	23	0	9
80001 to 90000	0	13	0	2
90001 and over	5	87	1	35
Totals	43	386	15	192