

SHUSWAP ZONE MONTHLY STATISTICS

FOR

October 1st - 31st, 2005

October Statistics Run November 4, 2005 11:00 a.m.

SHUSWAP ZONE

STAT - O - GRAM

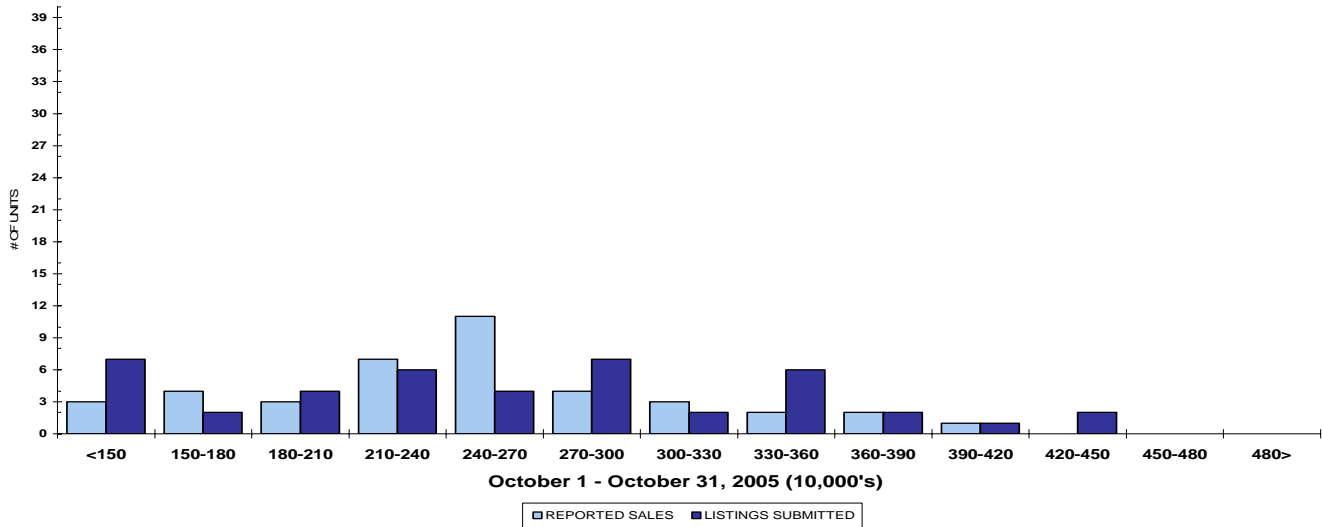
OCTOBER 2005

QUICK SUMMARY

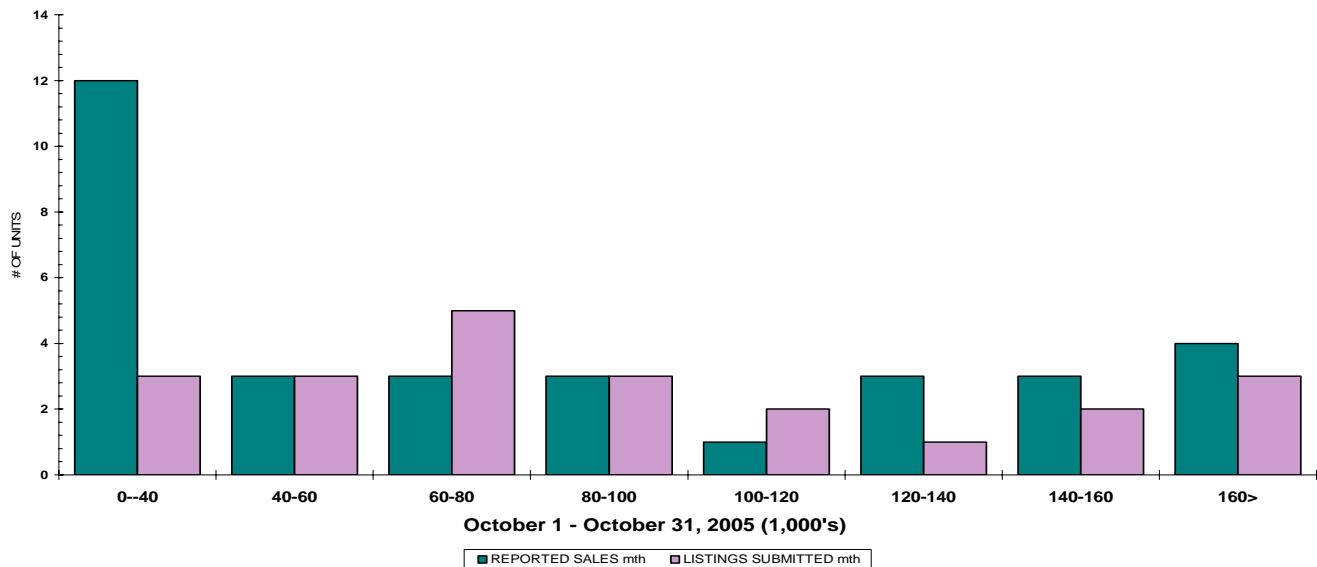
	TOTAL SALES VOLUME		Residential Single Family SALES		TOTAL LISTINGS	
	<u># of Units</u>	<u>\$ Value</u>	<u># of Units</u>	<u>\$ Value</u>	<u>Listings Taken</u>	<u>Inventory</u>
October 2005	126	\$26,847,355	43	\$10,537,455	162	770
September 2005	176	\$35,484,607	62	\$14,731,740	160	869
October 2004	94	\$16,169,600	36	\$6,590,200	123	971

The Shuswap Zone has **95** Members. The average of listings-per-licensee is 8.1

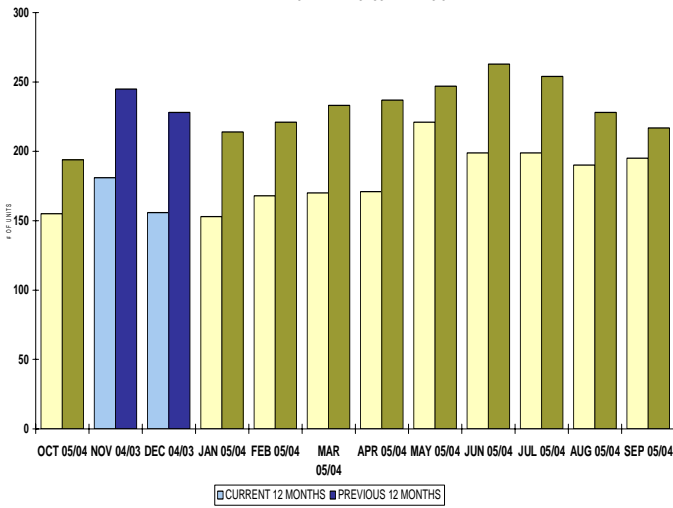
RESIDENTIAL LISTING & SALES ACTIVITY
SHUSWAP DIVISION (BY PRICE CATEGORY)



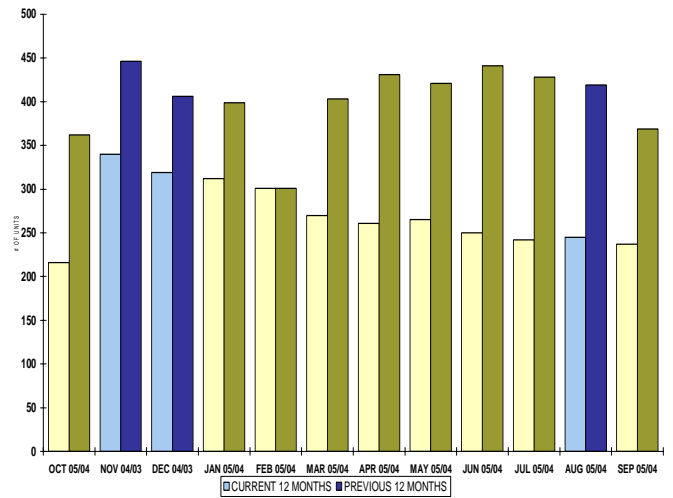
LOT LISTING & SALES ACTIVITY
SHUSWAP DIVISION (BY PRICE CATEGORY)



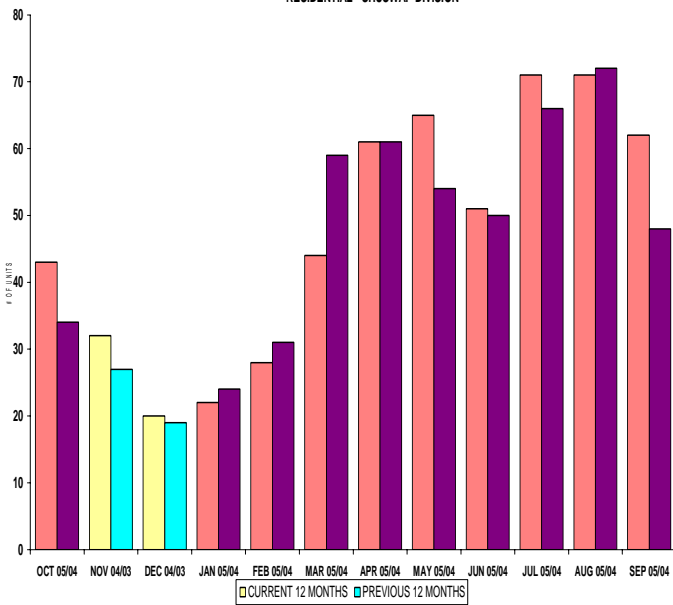
INVENTORY OF ACTIVE LISTINGS
RESIDENTIAL - SHUSWAP DIVISION



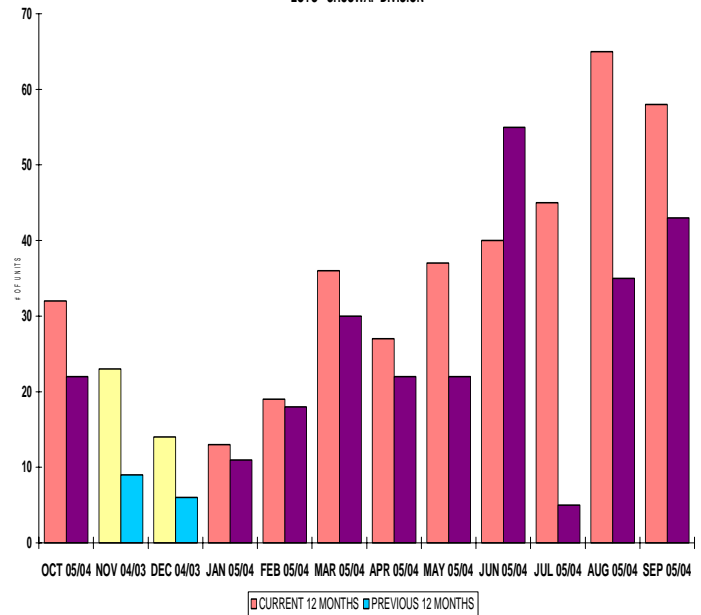
INVENTORY OF ACTIVE LISTINGS
LOTS - SHUSWAP DIVISION



NUMBER OF UNITS SOLD
RESIDENTIAL - SHUSWAP DIVISION



NUMBER OF UNITS SOLD
LOTS - SHUSWAP DIVISION



SHUSWAP ZONE

October 2005

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	5	6	53	9.43%	269
ACREAGE/HOUSE	13	18	69	18.84%	154
LOTS	27	16	163	16.56%	189
RESIDENTIAL	43	44	155	27.74%	70
AVERAGE HOUSE PRICE \$245,057			MEDIAN HOUSE PRICE \$250,000		

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	675	560	20.5%	7945	7603	4.5%
Units Sold	405	356	13.8%	5324	4616	15.3%
Sales Dollars	\$119,938,253	\$88,425,419	35.6%	\$1,561,743,076	\$1,162,276,732	34.4%
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	2233	2705	-17.4%			

ZONE NO TOTALS

Units Listed	226	335	-32.5%	3477	3560	-2.3%
Units Sold	191	257	-25.7%	2430	2440	-0.4%
Sales Dollars	\$49,356,216	\$49,059,176	0.6%	\$561,476,570	\$449,774,814	24.8%
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	1040	1335	-22.1%			

ZONE SH TOTALS

Units Listed	162	123	31.7%	1920	1745	10.0%
Units Sold	126	94	34.0%	1397	1217	14.8%
Sales Dollars	\$26,847,355	\$16,169,600	66.0%	\$264,514,928	\$179,918,890	47.0%
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	770	971	-20.7%			

ZONE OB TOTALS

Units Listed	9	10	-10.0%	142	146	-2.7%
Units Sold	11	5	100.0%	55	48	14.6%
Sales Dollars	\$7,018,400	\$1,635,000	100.0%	\$23,272,400	\$18,701,379	24.4%
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	92	127	-27.6%			

GRAND TOTALS

Units Listed	1072	1028	4.3%	13484	13054	3.3%
Units Sold	733	712	2.9%	9206	8321	10.6%
Sales Dollars	\$203,160,224	\$155,289,195	30.8%	\$2,411,006,974	\$1,810,671,815	33.2%
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	4135	5138	-19.5%			

MEMBERSHIP

	TOTAL NUMBER OF MEMBERS October 31/05	TOTAL NUMBER OF MEMBERS October 31/04	CHANGE BY NUMBER	CHANGE BY %
ALL ZONES	993	902	91	10.09%
CENTRAL ZONE	620	560	60	10.71%
NORTH ZONE	278	257	21	8.17%
SHUSWAP ZONE	95	85	10	11.76%

CURRENT MEMBERSHIP

MANAGING BROKERS	81
SALES REPRESENTATIVES	838
PROPERTY MANAGEMENT	11
ASSOCIATE BROKERS	61
EXEMPTION MEMBER	2
TOTALS	993

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	6	4	50.0%	98	95	3.2%
Units Sold	5	4	25.0%	64	50	28.0%
Sales Dollars	\$617,500	\$192,000	221.6%	\$7,425,035	\$5,855,450	26.8%
List/Sell \$ Ratio	90.15%	81.17%		91.87%	84.52%	
Days to Sell	269	488	-44.9%	264	332	-20.5%
Active Inventory	53	84	-36.9%			
Average Price	\$123,500	\$48,000	157.3%	\$116,016	\$117,109	-0.9%
Median Price	\$84,000	\$48,950	71.6%	\$95,000	\$61,750	53.8%
Acreage with House						
Units Listed	18	21	-14.3%	206	211	-2.4%
Units Sold	13	8	62.5%	115	117	-1.7%
Sales Dollars	\$3,889,500	\$2,424,000	60.5%	\$34,769,376	\$30,743,400	13.1%
List/Sell \$ Ratio	92.53%	95.04%		95.13%	94.27%	
Days to Sell	154	187	-17.6%	134	187	-28.3%
Active Inventory	69	91	-24.2%			
Average Price	\$299,192	\$303,000	-1.3%	\$302,342	\$262,764	15.1%
Median Price	\$300,000	\$267,000	12.4%	\$284,900	\$228,500	24.7%
Acreage (Waterfront)						
Units Listed	0	0	0.0%	8	17	-52.9%
Units Sold	0	1	-100.0%	4	8	-50.0%
Sales Dollars	\$0	\$34,000	-100.0%	\$833,000	\$2,837,600	-70.6%
List/Sell \$ Ratio	0.00%	85.21%		92.48%	91.87%	
Days to Sell	0	155	-100.0%	194	120	61.7%
Active Inventory	5	10	-50.0%			
Average Price	\$0	\$34,000	-100.0%	\$208,250	\$354,700	-41.3%
Median Price	\$0	\$34,000	-100.0%	\$180,500	\$327,000	-44.8%
Business						
Units Listed	7	4	75.0%	64	60	6.7%
Units Sold	0	2	-100.0%	14	18	-22.2%
Sales Dollars	\$0	\$1,325,000	-100.0%	\$6,312,000	\$9,675,000	-34.8%
List/Sell \$ Ratio	0.00%	87.05%		86.51%	86.19%	
Days to Sell	0	283	-100.0%	158	303	-47.9%
Active Inventory	43	54	-20.4%			
Average Price	\$0	\$662,500	-100.0%	\$450,857	\$537,500	-16.1%
Median Price	\$0	\$662,500	-100.0%	\$321,000	\$439,750	-27.0%
Condo (Townhouse)						
Units Listed	29	10	190.0%	117	67	74.6%
Units Sold	11	5	120.0%	67	55	21.8%
Sales Dollars	\$2,179,500	\$680,500	220.3%	\$11,820,017	\$7,891,250	49.8%
List/Sell \$ Ratio	99.86%	96.21%		99.15%	97.01%	96.7%
Days to Sell	101	74	36.5%	103	75	37.3%
Active Inventory	75	27	177.8%			
Average Price	\$198,136	\$136,100	45.6%	\$176,418	\$143,477	23.0%
Median Price	\$224,000	\$116,500	92.3%	\$169,900	\$134,000	26.8%
Condo (Apt)						
Units Listed	16	2	700.0%	112	34	229.4%
Units Sold	6	1	500.0%	48	39	23.1%
Sales Dollars	\$1,835,000	\$94,500	1841.8%	\$10,425,270	\$4,846,517	115.1%
List/Sell \$ Ratio	96.73%	94.59%		96.14%	96.50%	
Days to Sell	128	129	-0.8%	85	155	-45.2%
Active Inventory	56	34	64.7%			
Average Price	\$305,833	\$94,500	223.6%	\$217,193	\$124,270	74.8%
Median Price	\$296,500	\$94,500	213.8%	\$162,000	\$96,500	67.9%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	1	0	100.0%	10	13	-23.1%
Units Sold	0	0	0.0%	4	8	-50.0%
Sales Dollars	\$0	\$0	0.0%	\$780,000	\$1,106,900	-29.5%
List/Sell \$ Ratio	0.00%	0.00%		93.02%	93.45%	
Days to Sell	0	0	0.0%	68	122	-44.3%
Active Inventory	5	1	400.0%			
Average Price	\$0	\$0	0.0%	\$195,000	\$138,363	40.9%
Median Price	\$0	\$0	0.0%	\$185,000	\$132,750	39.4%
Farms						
Units Listed	0	2	-100.0%	13	17	-23.5%
Units Sold	0	2	-100.0%	4	6	-33.3%
Sales Dollars	\$0	\$1,049,000	-100.0%	\$2,408,000	\$2,908,000	-17.2%
List/Sell \$ Ratio	0.00%	82.43%		80.87%	87.99%	
Days to Sell	0	61	100.0%	404	221	82.8%
Active Inventory	10	13	-23.1%			
Average Price	\$0	\$524,500	-100.0%	\$602,000	\$484,667	24.2%
Median Price	\$0	\$524,500	-100.0%	\$510,000	\$470,000	8.5%
IC&I						
Units Listed	5	3	66.7%	35	39	-10.3%
Units Sold	1	0	100.0%	21	13	61.5%
Sales Dollars	\$81,000	\$0	100.0%	\$9,157,250	\$2,904,692	215.3%
List/Sell \$ Ratio	67.50%	0.00%		89.46%	94.08%	
Days to Sell	68	0	\$100	314	194	61.9%
Active Inventory	28	35	-20.0%			
Average Price	\$81,000	\$0	100.0%	\$436,060	\$223,438	95.2%
Median Price	\$81,000	\$0	100.0%	\$270,000	\$175,792	53.6%
IC&I Land						
Units Listed	2	0	100.0%	26	28	-7.1%
Units Sold	4	1	300.0%	14	11	27.3%
Sales Dollars	\$1,732,500	\$630,000	175.0%	\$7,904,200	\$4,065,000	94.4%
List/Sell \$ Ratio	88.92%	0.00%		95.00%	95.08%	
Days to Sell	173	949	-81.8%	427	664	-35.7%
Active Inventory	25	41	-39.0%			
Average Price	\$433,125	\$630,000	-31.3%	\$564,586	\$369,545	52.8%
Median Price	\$245,000	\$630,000	-61.1%	\$302,500	\$315,000	-4.0%
Lots						
Units Listed	15	21	-28.6%	296	291	1.7%
Units Sold	26	17	52.9%	293	187	56.7%
Sales Dollars	\$2,016,000	\$641,900	214.1%	\$15,185,038	\$7,873,740	92.9%
List/Sell \$ Ratio	91.66%	90.53%		93.65%	91.75%	
Days to Sell	233	386	-39.6%	255	300	-15.0%
Active Inventory	148	253	-41.5%			
Average Price	\$77,538	\$37,759	105.4%	\$51,826	\$42,106	23.1%
Median Price	\$64,500	\$47,000	37.2%	\$45,000	\$39,000	15.4%
Leases						
Units Listed	1	0	-100.0%	22	19	15.8%
Units Sold	0	0	0.0%	0	5	-100.0%
Sales Dollars	\$0	\$0	0.0%	\$0	\$243,815	-100.0%
Days to Sell	0	0	0.0%	0	341	-100.0%
Active Inventory	15	20	-25.0%			
Average Price	\$0	\$0	0.0%	\$0	\$48,763	-100.0%
Median Price	\$0	\$0	0.0%	\$0	\$11	-100.0%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots (Waterfront)						
Units Listed	1	1	0.0%	24	23	4.3%
Units Sold	1	0	100.0%	17	20	-15.0%
Sales Dollars	\$174,000	\$0	100.0%	\$3,688,900	\$2,670,000	38.2%
List/Sell \$ Ratio	91.62%	0.00%		93.69%	84.60%	
Days to Sell	146	0	100.0%	127	1146	-88.9%
Active Inventory	10	15	-33.3%			
Average Price	\$174,000	\$0	100.0%	\$216,994	\$133,500	62.5%
Median Price	\$174,000	\$0	100.0%	\$230,000	\$125,000	84.0%
Multi-Family						
Units Listed	0	0	0.0%	9	16	-43.8%
Units Sold	2	0	100.0%	38	2	1800.0%
Sales Dollars	\$715,000	\$0	100.0%	\$17,313,000	\$484,900	3470.4%
List/Sell \$ Ratio	88.45%	0.00%		94.07%	100.13%	
Days to Sell	756	0	100.0%	254	134	89.6%
Active Inventory	3	15	-80.0%			
Average Price	\$357,500	\$0	100.0%	\$455,605	\$242,450	87.9%
Median Price	\$357,500	\$0	100.0%	\$320,000	\$242,450	32.0%
Multi Family (Triplex/Fourplex)						
Units Listed	0	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	11	14	-21.4%	145	157	-7.6%
Units Sold	9	11	-18.2%	127	103	23.3%
Sales Dollars	\$356,400	\$417,500	-14.6%	\$6,018,960	\$3,834,750	57.0%
List/Sell \$ Ratio	91.31%	87.63%		87.53%	86.15%	
Days to Sell	113	117	-3.4%	116	132	-12.1%
Active Inventory	32	60	-46.7%			
Average Price	\$39,600	\$37,955	4.3%	\$47,393	\$37,231	27.3%
Median Price	\$34,000	\$32,000	6.3%	\$43,000	\$30,000	43.3%
Recreational Property						
Units Listed	3	0	100.0%	35	18	94.4%
Units Sold	0	0	0.0%	15	16	-6.3%
Sales Dollars	\$0	\$0	0.0%	\$3,642,626	\$2,590,603	40.6%
List/Sell \$ Ratio	0.00%	0.00%		90.82%	90.95%	
Days to Sell	0	0	0.0%	176	149	18.1%
Active Inventory	13	9	44.4%			
Average Price	\$0	\$0	0.0%	\$242,842	\$161,913	50.0%
Median Price	\$0	\$0	0.0%	\$105,000	\$119,000	-11.8%
Residential						
Units Listed	44	41	7.3%	698	640	9.1%
Units Sold	43	36	19.4%	518	505	2.6%
Sales Dollars	\$10,537,455	\$6,590,200	59.9%	\$111,331,556	\$87,280,998	27.6%
List/Sell \$ Ratio	95.50%	94.22%		95.33%	94.96%	
Days to Sell	70	167	-58.1%	82	129	-36.4%
Active Inventory	155	194	-20.1%			
Average Price	\$245,057	\$183,061	33.9%	\$214,926	\$172,834	24.4%
Median Price	\$250,000	\$167,750	49.0%	\$213,250	\$163,000	30.8%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Residential (Waterfront)						
Units Listed	3	6	100.0%	62	53	17.0%
Units Sold	5	6	-16.7%	34	54	-37.0%
Sales Dollars	\$2,713,500	\$2,091,000	29.8%	\$15,500,700	\$2,106,275	635.9%
List/Sell \$ Ratio	93.97%	92.03%		95.54%	94.12%	
Days to Sell	60	299	-79.9%	105	188	-44.1%
Active Inventory	24	15	60.0%			
Average Price	\$542,700	\$348,500	55.7%	\$455,903	\$39,005	1068.8%
Median Price	\$680,000	\$200,000	240.0%	\$472,500	\$348,000	35.8%
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	162	123	31.7%	1920	1745	10.0%
Units Sold	126	94	34.0%	1397	1217	14.8%
Sales Dollars	\$26,847,355	\$16,169,600	66.0%	\$264,514,928	\$179,918,890	47.0%
List/Sell Ratio	91.47%	91.73%		92.70%	91.86%	
Days to Sell	228	221	3.2%	197	230	-14.3%
Active Inventory	770	971	-20.7%			

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 150000	7	122	3	121
150001 to 180000	2	69	4	53
180001 to 210000	4	74	3	68
210001 to 240000	6	94	7	85
240001 to 270000	4	84	11	65
270001 to 300000	7	92	4	41
300001 to 330000	2	33	3	26
330001 to 360000	6	47	2	19
360001 to 390000	2	23	2	8
390001 to 420000	1	8	1	5
420001 to 450000	2	12	0	2
450001 to 480000	0	4	0	2
480001 and over	0	24	0	6
Totals	43	686	40	501

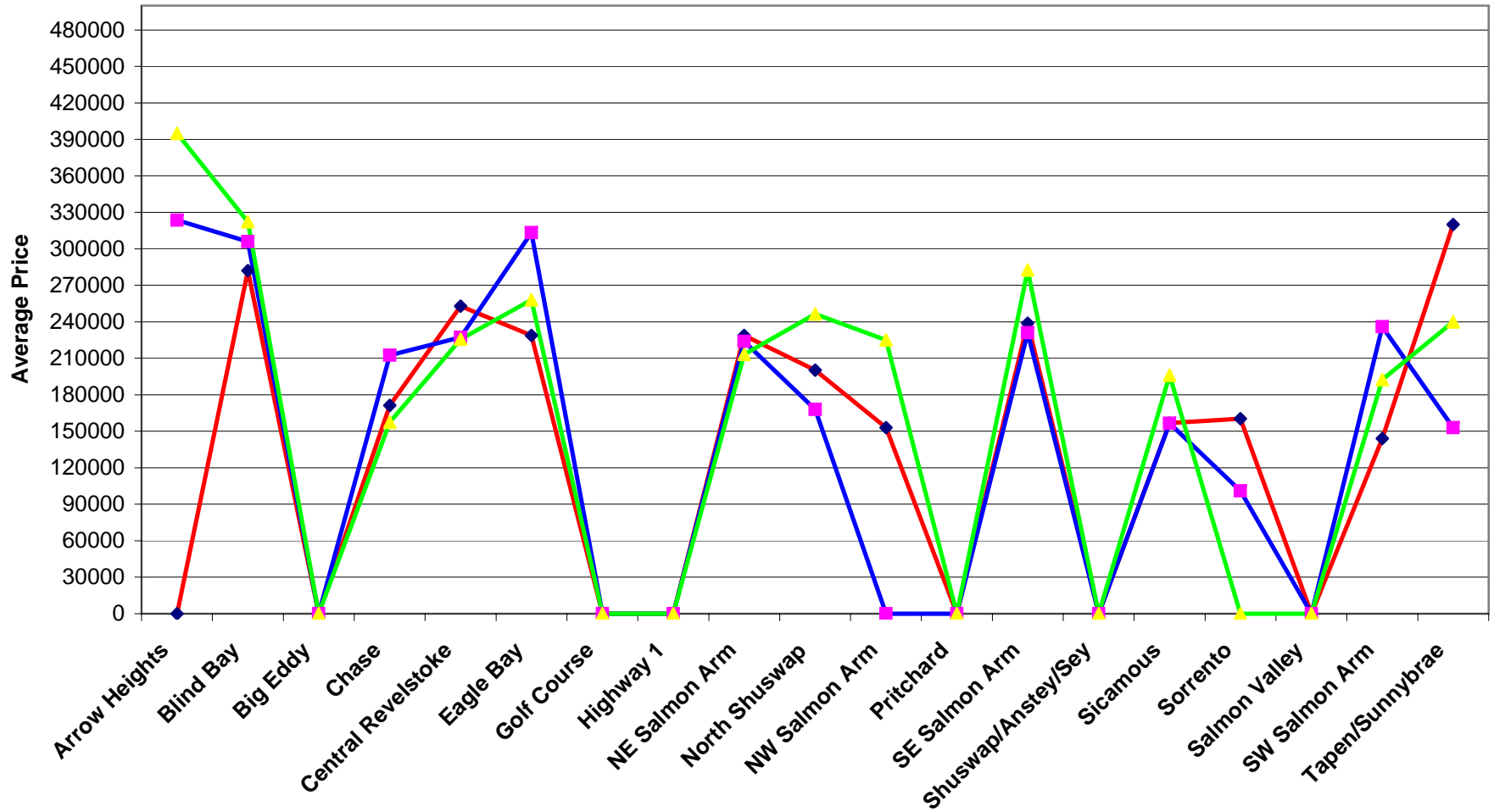
Shuswap Division Lot Listing/Sales Analysis

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 40000	3	87	12	134
40001 to 60000	3	87	3	108
60001 to 80000	5	54	3	40
80001 to 100000	3	57	3	31
100001 to 120000	2	35	1	10
120001 to 140000	1	20	3	14
140001 to 160000	2	15	3	6
160001 and over	3	71	4	35
Totals	22	426	32	378

Shuswap Zone Residential Sub Area Average Price - August to October 2005

Residential Single Family Only (Does Not Include Waterfront)

◆ Aug
 ■ Sep
 ▲ Oct



Shuswap Zone Residential Sub Area Average Price - 2005 vs 2004
 Residential Single Family Only (Does Not Include Waterfront) as of November 5, 2005

◆ 2004 □ 2005

