

SHUSWAP DIVISION MONTHLY STATISTICS

FOR

November 1 - 30, 2003

SHUSWAP DIVISION

STAT - O - GRAM

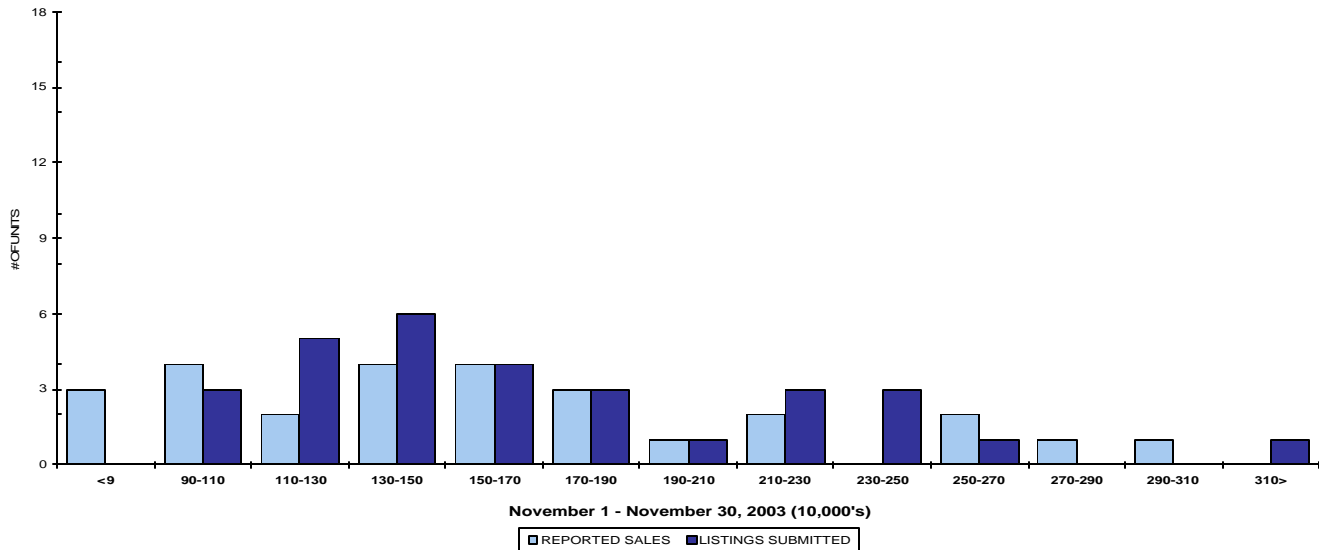
November 2003

QUICK SUMMARY

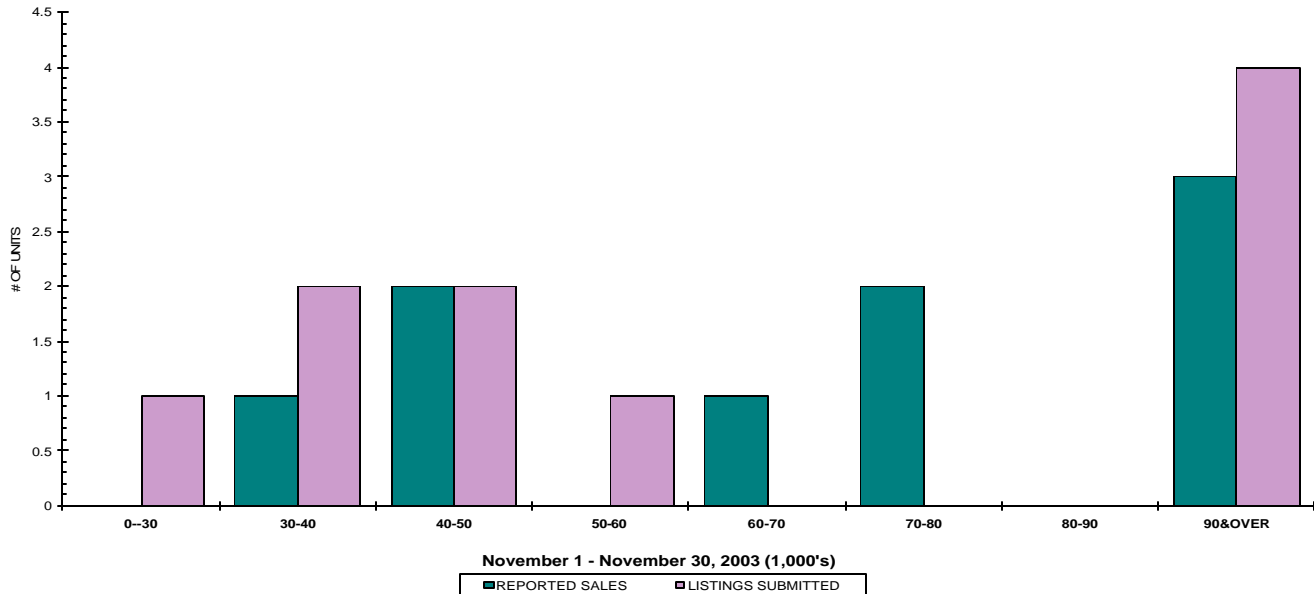
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	# of Units	\$ Value	# of Units	\$ Value	Listings Taken	Inventory
November 2003	48	\$7,874,500	27	\$4,369,000	77	1,189
October 2003	87	\$10,772,235	37	\$5,254,850	124	1,290
November 2002	63	\$6,960,844	31	\$3,853,387	110	1,458

The average of listings-per-licensee is 17.4

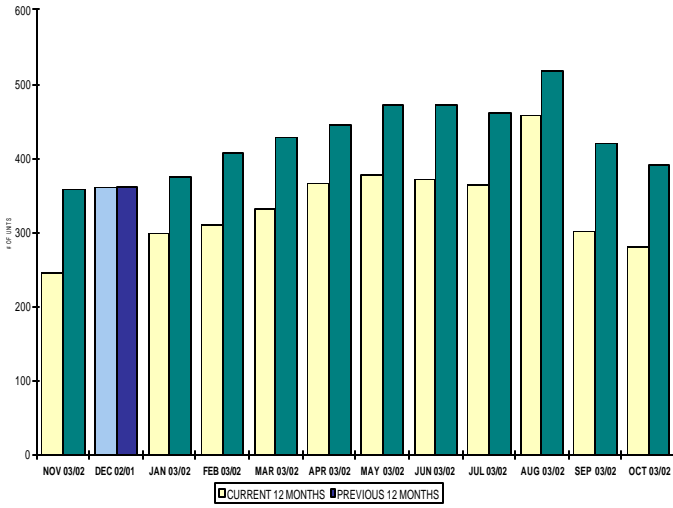
RESIDENTIAL LISTING & SALES ACTIVITY
SHUSWAP DIVISION (BY PRICE CATEGORY)



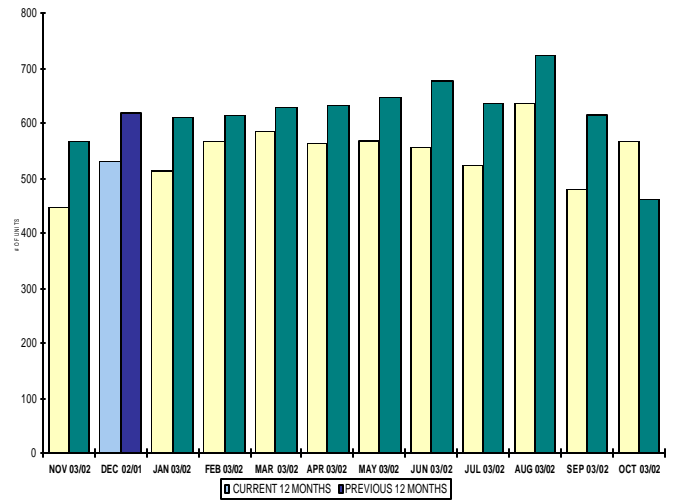
LOT LISTING & SALES ACTIVITY
SHUSWAP DIVISION (BY PRICE CATEGORY)



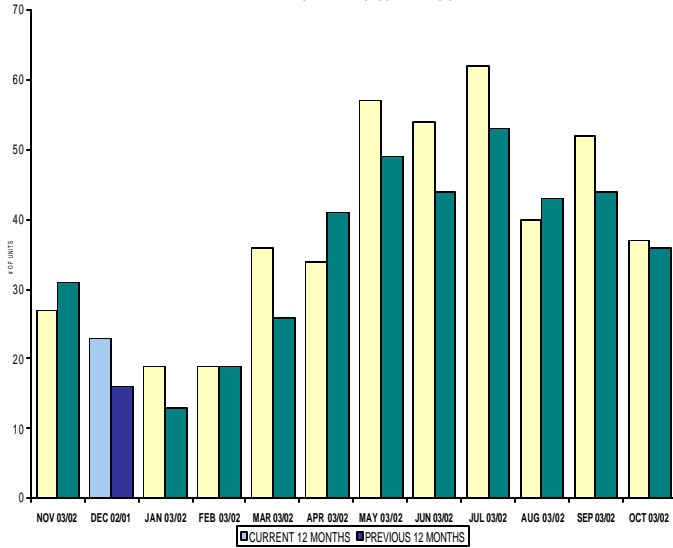
INVENTORY OF ACTIVE LISTINGS
RESIDENTIAL - SHUSWAP DIVISION



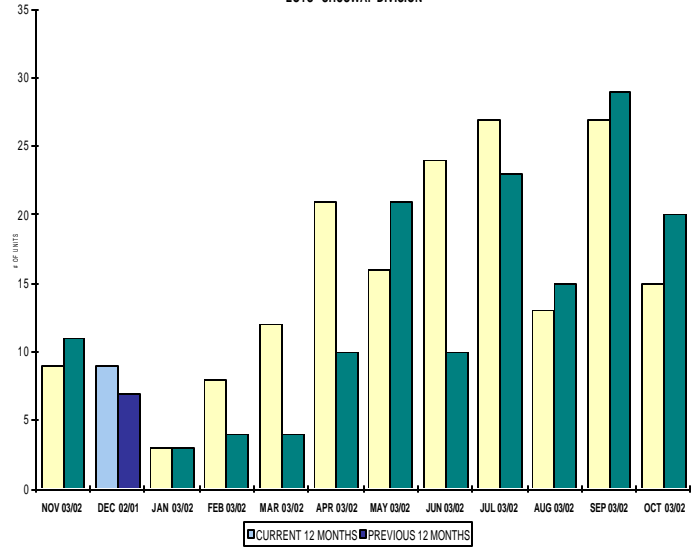
INVENTORY OF ACTIVE LISTINGS
LOTS - SHUSWAP DIVISION



NUMBER OF UNITS SOLD
RESIDENTIAL - SHUSWAP DIVISION



NUMBER OF UNITS SOLD
LOTS - SHUSWAP DIVISION



SHUSWAP DIVISION

November 2003

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	2	3	97	2.06%	617
ACREAGE/HOUSE	3	7	107	2.80%	314
LOTS	7	7	349	2.01%	331
RESIDENTIAL	27	30	245	4.42%	125
AVERAGE HOUSE PRICE \$161,815			MEDIAN HOUSE PRICE \$160,000		

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

**COMPARATIVE ACTIVITY BY ZONE AS AT
November 30, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ZONE CO TOTALS						
Units Listed	468	485	-3.5%	7043	7595	-7.3%
Units Sold	310	340	-8.8%	4733	4686	1.0%
Sales Dollars	\$69,559,365	\$67,679,284	2.8%	\$1,006,652,097	\$873,223,105	15.3%
List/Sell Ratio	95.44%	95.69%	-0.3%	95.96%	94.94%	1.1%
Days to Sell	86	85	1.2%	82	86	-4.7%
Active Listings	2001	2792	-28.3%			
ZONE NO TOTALS						
Units Listed	203	211	-3.8%	3386	3500	-3.3%
Units Sold	125	143	-12.6%	2168	1839	17.9%
Sales Dollars	\$19,822,850	\$25,630,866	-22.7%	\$366,954,263	\$295,331,554	24.3%
List/Sell Ratio	94.49%	94.20%	0.3%	94.37%	93.04%	1.4%
Days to Sell	146	171	-14.6%	138	154	-10.4%
Active Listings	1315	1968	-33.2%			
ZONE SH TOTALS						
Units Listed	77	112	-31.3%	1823	1913	-4.7%
Units Sold	48	61	-21.3%	989	850	16.4%
Sales Dollars	\$7,874,500	\$6,563,970	20.0%	\$146,330,979	\$115,730,505	26.4%
List/Sell Ratio	90.24%	92.84%	-2.8%	91.78%	90.12%	1.8%
Days to Sell	234	247	-5.3%	231	219	5.5%
Active Listings	1189	1586	-25.0%			
ZONE OB TOTALS						
Units Listed	17	22	-22.7%	170	207	-17.9%
Units Sold	2	4	-50.0%	25	22	13.6%
Sales Dollars	\$318,500	\$1,657,800	-80.8%	\$14,698,700	\$9,406,250	56.3%
List/Sell Ratio	74.57%	90.90%	-18.0%	84.67%	90.30%	-6.2%
Days to Sell	317	243	30.5%	208	164	26.8%
Active Listings	145	146	-0.7%			
GRAND TOTALS						
Units Listed	765	830	-7.8%	12422	13215	-6.0%
Units Sold	485	548	-11.5%	7915	7397	7.0%
Sales Dollars	\$97,575,215	\$101,531,920	-3.9%	\$1,534,636,039	\$1,293,691,414	18.6%
List/Sell Ratio	94.74%	93.87%	0.9%	94.96%	94.09%	0.9%
Days to Sell	117	127	-7.9%	117	118	-0.8%
Active Listings	4650	6492	-28.4%			

LICENSEES
November 30, 2003

	TOTAL NUMBER OF LICENSEES	TOTAL NUMBER OF LICENSEES	CHANGE BY NUMBER	CHANGE BY %
	November 30/03	November 30/02		
ALL DIVISIONS	790	705	85	12.06%
CENTRAL OK DIV.	504	450	54	12.00%
NORTH OK DIV.	218	188	30	15.96%
SHUSWAP DIV.	68	67	1	1.49%
CURRENT MEMBERSHIP				
AGENT LICENSEES	71			
SALESPERSONS	649			
PROPERTY MANAGEMENT	9			
9:15 LICENCEE MEMBER	61			
EXEMPTION MEMBER	0			
TOTALS	790			

**Shuswap Division Comparative Activity By Property Type
November 30, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	3	4	-25.0%	91	91	0.0%
Units Sold	2	3	-33.3%	40	24	66.7%
Sales Dollars	\$128,000	\$203,833	-37.2%	\$3,500,485	\$2,163,233	61.8%
List/Sell Ratio	67.94%	87.53%	-22.4%	85.72%	87.19%	-1.7%
Days to Sell	617	639	-3.4%	440	384	14.6%
Active Inventory	97	122	-20.5%			
Average Price	\$64,000	\$67,944	-5.8%	\$87,512	\$90,135	-2.9%
Median Price	\$64,000	\$58,000	10.3%	\$69,500	\$75,000	-7.3%
Acreage with House						
Units Listed	7	14	-50.0%	202	239	-15.5%
Units Sold	3	3	0.0%	112	98	14.3%
Sales Dollars	\$580,000	\$673,000	-13.8%	\$24,401,742	\$19,516,500	25.0%
List/Sell Ratio	89.79%	90.48%	-0.8%	91.03%	91.70%	-0.7%
Days to Sell	314	201	56.2%	203	159	27.7%
Active Inventory	107	186	-42.5%			
Average Price	\$193,333	\$224,333	-13.8%	\$217,873	\$199,148	9.4%
Median Price	\$205,000	\$223,000	-8.1%	\$189,500	\$182,000	4.1%
Acreage (Waterfront)						
Units Listed	1	1	0.0%	10	11	-9.1%
Units Sold	1	1	0.0%	6	6	0.0%
Sales Dollars	\$75,000	\$40,000	87.5%	\$1,298,850	\$769,601	68.8%
List/Sell Ratio	93.75%	57.22%	63.8%	92.17%	80.33%	14.7%
Days to Sell	36	290	-87.6%	255	246	3.7%
Active Inventory	9	14	-35.7%			
Average Price	\$75,000	\$40,000	87.5%	\$216,475	\$128,267	68.8%
Median Price	\$75,000	\$40,000	87.5%	\$97,500	\$69,500	40.3%
Business						
Units Listed	6	8	-25.0%	48	78	-38.5%
Units Sold	1	1	0.0%	10	9	11.1%
Sales Dollars	\$1,050,000	\$60,000	1650.0%	\$5,171,500	\$3,700,600	39.7%
List/Sell Ratio	81.08%	60.06%	35.0%	76.25%	78.65%	-3.1%
Days to Sell	138	139	-0.7%	536	200	168.0%
Active Inventory	56	56	0.0%			
Average Price	\$1,050,000	\$60,000	1650.0%	\$517,150	\$411,178	25.8%
Median Price	\$1,050,000	\$60,000	1650.0%	\$376,000	\$300,000	25.3%
Condo (Townhouse)						
Units Listed	5	6	-16.7%	52	66	-21.2%
Units Sold	4	4	0.0%	49	39	25.6%
Sales Dollars	\$448,000	\$499,100	-10.2%	\$6,173,600	\$5,038,600	22.5%
List/Sell Ratio	93.82%	92.62%	1.3%	96.13%	94.79%	1.4%
Days to Sell	250	175	42.9%	167	237	-29.5%
Active Inventory	16	36	-55.6%			
Average Price	\$112,000	\$124,775	-10.2%	\$125,992	\$129,195	-2.5%
Median Price	\$111,500	\$117,550	-5.1%	\$124,000	\$125,000	-0.8%
Condo (Apt)						
Units Listed	3	5	-40.0%	89	48	85.4%
Units Sold	0	2	-100.0%	27	34	-20.6%
Sales Dollars	\$0	\$263,500	-100.0%	\$3,236,250	\$3,617,550	-10.5%
List/Sell Ratio	0.00%	96.90%	-100.0%	93.06%	93.30%	-0.3%
Days to Sell	0	201	-100.0%	242	235	3.0%
Active Inventory	75	45	66.7%			
Average Price	\$0	\$131,750	-100.0%	\$119,861	\$106,399	12.7%
Median Price	\$0	\$131,750	-100.0%	\$115,000	\$80,750	42.4%

November 30, 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%	4	0	100.0%
Sales Dollars	\$0	\$0	0.0%	\$623,000	\$0	100.0%
List/Sell Ratio	0.00%	0.00%	0.0%	96.24%	0.00%	100.0%
Days to Sell	0	0	0.0%	50	0	100.0%
Active Inventory	7	7	0.0%			
Average Price	\$0	\$0	0.0%	\$155,750	\$0	100.0%
Median Price	\$0	\$0	0.0%	\$161,500	\$0	100.0%
Farms						
Units Listed	0	0	0.0%	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%	1973	232	750.4%
Active Inventory	11	29	-62.1%			
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	4	2	100.0%	37	22	68.2%
Units Sold	1	0	100.0%	9	7	28.6%
Sales Dollars	\$210,000	\$0	100.0%	\$1,643,738	\$1,843,583	-10.8%
List/Sell Ratio	70.00%	0.00%	100.0%	83.03%	80.28%	3.4%
Days to Sell	1235	0	100.0%	449	413	8.7%
Active Inventory	33	28	17.9%			
Average Price	\$210,000	\$0	#DIV/0!	\$182,638	\$263,369	-30.7%
Median Price	\$210,000	\$0	#DIV/0!	\$175,000	\$242,000	-27.7%
IC&I Land						
Units Listed	4	1	300.0%	30	38	-21.1%
Units Sold	1	1	0.0%	7	7	0.0%
Sales Dollars	\$280,000	\$78,000	259.0%	\$1,664,700	\$830,167	100.5%
List/Sell Ratio	87.77%	91.87%	100.0%	97.86%	85.77%	14.1%
Days to Sell	306	139	120.1%	547	594	-7.9%
Active Inventory	49	57	-14.0%			
Average Price	\$280,000	\$78,000	259.0%	\$237,814	\$118,595	100.5%
Median Price	\$280,000	\$78,000	259.0%	\$214,900	\$113,000	90.2%
Lots						
Units Listed	5	12	-58.3%	271	248	9.3%
Units Sold	3	6	-50.0%	136	97	40.2%
Sales Dollars	\$150,500	\$162,500	-7.4%	\$5,870,056	\$4,099,510	43.2%
List/Sell Ratio	87.21%	91.46%	-4.6%	89.56%	88.41%	1.3%
Days to Sell	311	356	-12.6%	476	419	13.6%
Active Inventory	319	457	-30.2%			
Average Price	\$50,167	\$27,083	85.2%	\$43,162	\$42,263	2.1%
Median Price	\$47,000	\$24,275	93.6%	\$39,900	\$40,500	-1.5%
Leases						
Units Listed	0	0	0.0%	23	11	109.1%
Units Sold	0	1	-100.0%	4	6	-33.3%
Sales Dollars	\$0	\$20,250	-100.0%	\$184,441	\$32,186	473.0%
List/Sell Ratio	0.00%	0.00%	0.0%	0.00%	110.54%	-100.0%
Days to Sell	0	740	-100.0%	389	399	-2.5%
Active Inventory	13	17	-23.5%			
Average Price	\$0	\$20,250	-100.0%	\$46,110	\$5,364	759.6%
Median Price	\$0	\$20,250	-100.0%	\$6,146	\$5	122820.0%

**Shuswap Division Comparative Activity By Property Type
November 30, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots (Waterfront)						
Units Listed	1	0	0.0%	24	16	50.0%
Units Sold	3	0	100.0%	21	16	31.3%
Sales Dollars	\$510,000	\$0	100.0%	\$2,908,450	\$1,479,200	96.6%
List/Sell Ratio	87.25%	0.00%	100.0%	88.59%	81.90%	8.2%
Days to Sell	647	0	100.0%	634	426	48.8%
Active Inventory	21	42	-50.0%			
Average Price	\$170,000	\$0	100.0%	\$138,498	\$92,450	49.8%
Median Price	\$135,000	\$0	100.0%	\$108,000	\$92,000	17.4%
Multi-Family						
Units Listed	1	2	-50.0%	10	15	-33.3%
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	7	8	-12.5%			
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	5	8	-37.5%	141	140	0.7%
Units Sold	2	3	-33.3%	66	52	26.9%
Sales Dollars	\$74,000	\$78,000	-5.1%	\$2,517,900	\$1,504,200	67.4%
List/Sell Ratio	82.52%	87.76%	-6.0%	86.03%	82.51%	4.3%
Days to Sell	106	52	103.8%	152	218	-30.3%
Active Inventory	67	84	-20.2%			
Average Price	\$37,000	\$26,000	42.3%	\$38,150	\$28,927	31.9%
Median Price	\$37,000	\$23,000	60.9%	\$31,750	\$27,500	15.5%
Residential						
Units Listed	30	42	-28.6%	690	755	-8.6%
Units Sold	27	33	-18.2%	440	386	14.0%
Sales Dollars	\$4,369,000	\$4,021,887	8.6%	\$68,462,267	\$54,658,801	25.3%
List/Sell Ratio	93.14%	92.19%	1.0%	93.68%	93.09%	0.6%
Days to Sell	125	201	-37.8%	129	153	-15.7%
Active Inventory	245	461	-46.9%			
Average Price	\$161,815	\$121,875	32.8%	\$155,596	\$141,603	9.9%
Median Price	\$160,000	\$126,000	27.0%	\$151,000	\$142,250	6.2%
Residential (Waterfront)						
Units Listed	2	7	-71.4%	86	113	-23.9%
Units Sold	0	3	-100.0%	52	63	-17.5%
Sales Dollars	\$0	\$463,900	-100.0%	\$17,163,500	\$14,892,774	15.2%
List/Sell Ratio	0.00%	92.04%	-100.0%	92.29%	90.42%	2.1%
Days to Sell	0	374	-100.0%	204	194	5.2%
Active Inventory	57	72	-20.8%			
Average Price	\$0	\$154,633	-100.0%	\$330,067	\$236,393	39.6%
Median Price	\$0	\$153,000	-100.0%	\$273,250	\$230,000	18.8%
SHUSWAP DIVISION - TOTALS						
Units Listed	77	112	-31.3%	1823	1913	-4.7%
Units Sold	48	61	-21.3%	989	850	16.4%
Sales Dollars	\$7,874,500	\$6,563,970	20.0%	\$146,330,979	\$115,730,505	26.4%
List/Sell Ratio	90.24%	92.84%	-2.8%	91.78%	90.12%	1.8%
Days to Sell	234	247	-5.3%	231	219	5.5%
Active Inventory	1189	1721	-30.9%			

**Shuswap Residential Listing/Sales Analysis
November 30, 2003**

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 90000	0	70	3	55
90001 to 110000	3	54	4	32
110001 to 130000	5	87	2	58
130001 to 150000	6	94	4	66
150001 to 170000	4	100	4	67
170001 to 190000	3	86	3	58
190001 to 210000	1	36	1	25
210001 to 230000	3	39	2	25
230001 to 250000	3	31	0	14
250001 to 270000	1	18	2	19
270001 to 290000	0	15	1	4
290001 to 310000	0	10	1	3
310001 and over	1	23	0	4
Totals	30	663	27	430

Shuswap Division Lot Listing/Sales Analysis

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 30000	1	70	0	42
30001 to 40000	2	67	1	43
40001 to 50000	2	68	2	29
50001 to 60000	1	39	0	25
60001 to 70000	0	25	1	12
70001 to 80000	0	23	2	11
80001 to 90000	0	13	0	3
90001 and over	4	91	3	38
Totals	10	396	9	203