

# SHUSWAP DIVISION MONTHLY STATISTICS

FOR

November 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

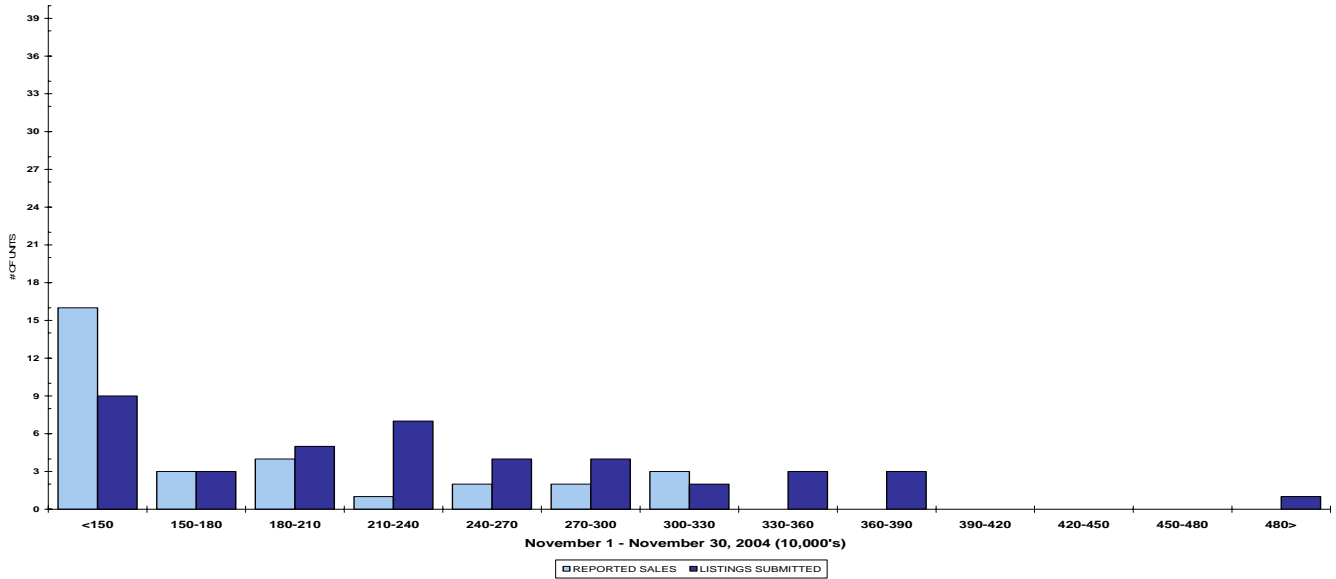
November 2004

### QUICK SUMMARY

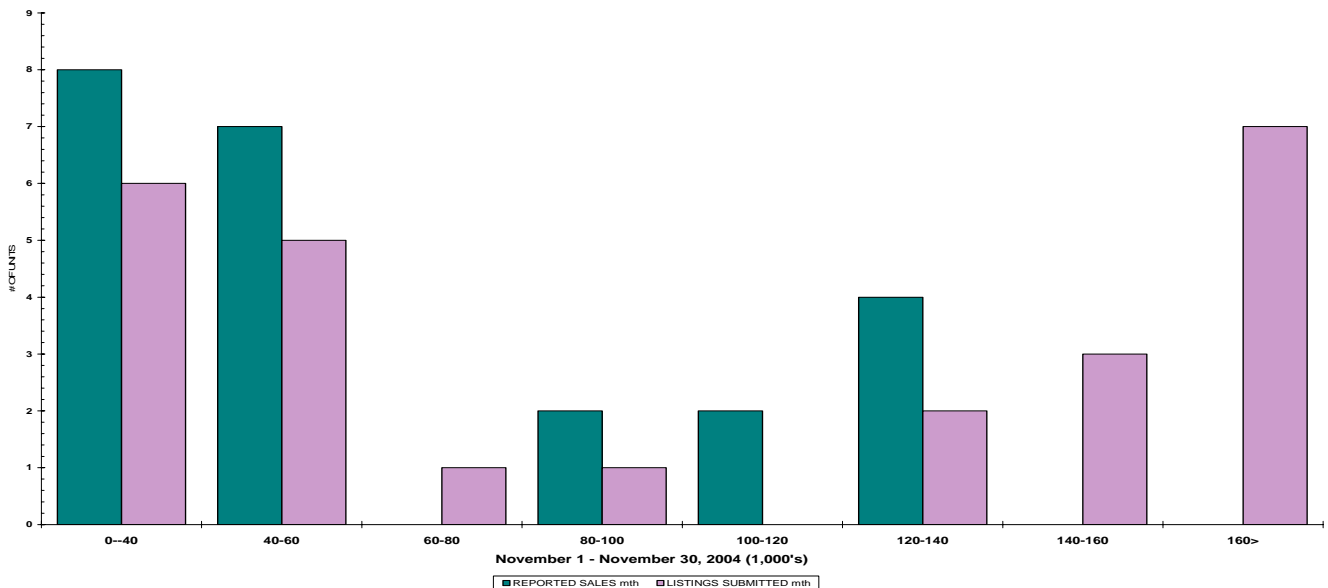
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	<u># of Units</u>	<u>\$ Value</u>	<u># of Units</u>	<u>\$ Value</u>	<u>Listings Taken</u>	<u>Inventory</u>
November 2004	77	\$14,686,550	32	\$6,598,050	132	931
October 2004	89	\$15,103,700	34	\$6,314,300	130	971
November 2003	78	\$15,904,400	30	\$5,306,900	79	1,189

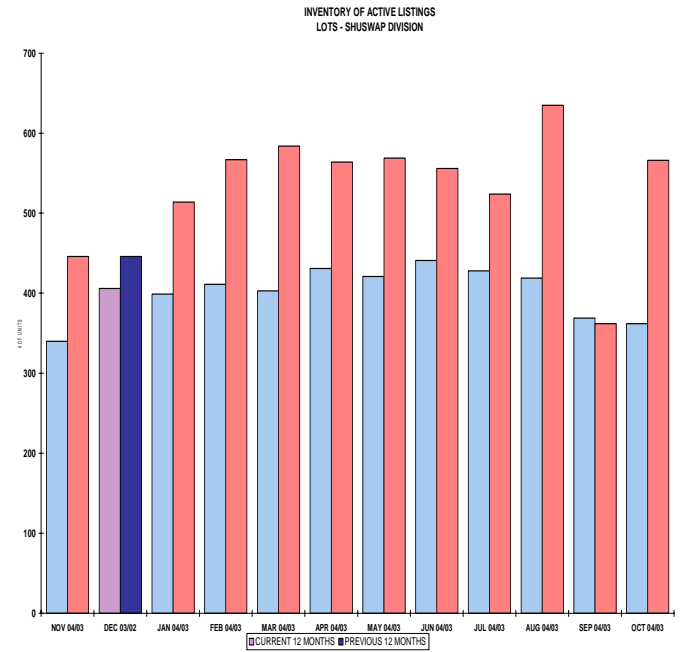
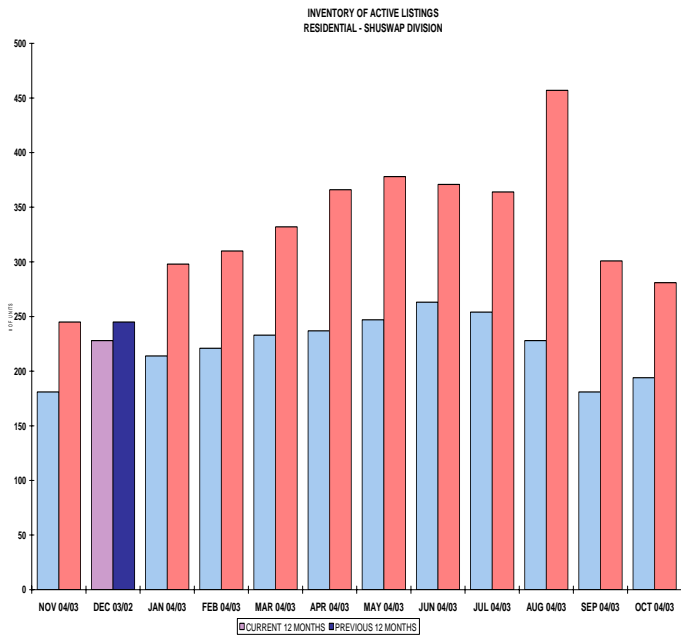
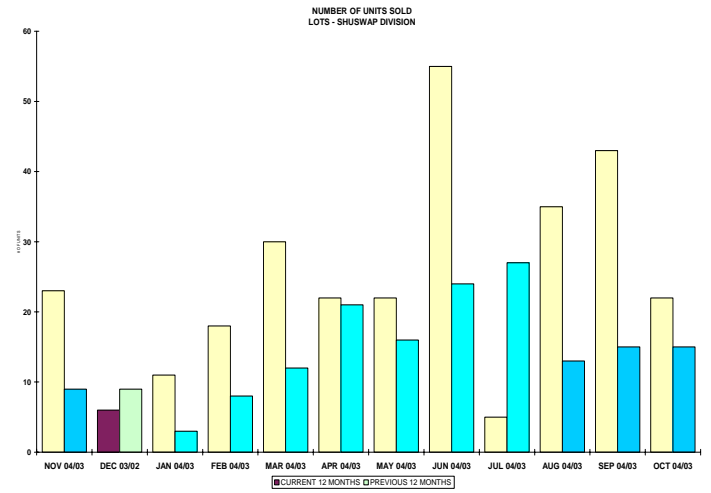
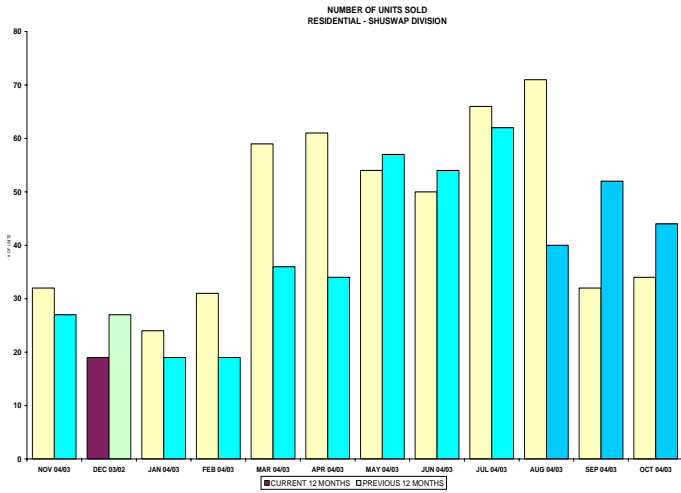
The Shuswap Zone has **84** Members. The average of listings-per-licensee is 11.0

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



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





**SHUSWAP DIVISION**

**November 2004**

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	11	13	73	15.07%	424
ACREAGE/HOUSE	12	11	83	14.46%	138
LOTS	12	12	267	4.49%	242
RESIDENTIAL	32	46	181	17.68%	61
<b>AVERAGE HOUSE PRICE \$206,189</b>			<b>MEDIAN HOUSE PRICE \$147,500</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
<b>ZONE CO TOTALS</b>						
Units Listed	644	467	37.9%	8632	7678	12.4%
Units Sold	397	362	9.7%	5079	4736	7.2%
Sales Dollars	\$102,720,700	\$88,372,900	16.2%	\$1,322,998,489	\$1,051,189,657	25.9%
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	2605	2001	30.2%			
<b>ZONE NO TOTALS</b>						
Units Listed	205	198	3.5%	3900	3281	18.9%
Units Sold	180	150	20.0%	2642	2182	21.1%
Sales Dollars	\$34,574,080	\$26,719,250	29.4%	\$502,501,156	\$385,939,910	30.2%
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	1189	1315	-9.6%			
<b>ZONE SH TOTALS</b>						
Units Listed	132	79	67.1%	1947	1776	9.6%
Units Sold	77	78	-1.3%	1346	1023	31.6%
Sales Dollars	\$14,686,550	\$15,904,400	-7.7%	\$235,500,423	\$163,480,879	44.1%
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	931	1189	-21.7%			
<b>ZONE OB TOTALS</b>						
Units Listed	25	16	56.3%	170	166	2.4%
Units Sold	6	2	100.0%	56	25	124.0%
Sales Dollars	\$1,322,500	\$513,500	100.0%	\$20,711,879	\$14,698,700	40.9%
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	130	145	-10.3%			
<b>GRAND TOTALS</b>						
Units Listed	1006	760	32.4%	14649	12901	13.5%
Units Sold	660	592	11.5%	9123	7966	14.5%
Sales Dollars	\$153,303,830	\$131,510,050	16.6%	\$2,081,711,947	\$1,615,309,146	28.9%
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	4855	4650	4.4%			

# LICENSEES

	<b>TOTAL NUMBER OF LICENSEES November 30/04</b>	<b>TOTAL NUMBER OF LICENSEES November 30/03</b>	<b>CHANGE BY NUMBER</b>	<b>CHANGE BY %</b>
ALL DIVISIONS	751	790	-39	-4.94%
CENTRAL OK DIV.	562	504	58	11.51%
NORTH OK DIV.	254	218	36	16.51%
SHUSWAP DIV.	84	68	16	23.53%
<b>CURRENT MEMBERSHIP</b>				
AGENT LICENSEES	74			
SALESPERSONS	751			
PROPERTY MANAGEMENT	8			
9:15 LICENCEE MEMBER	61			
EXEMPTION MEMBER	6			
<b>TOTALS</b>	<b>900</b>			

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Acreage</b>						
Units Listed	13	3	333.3%	109	91	19.8%
Units Sold	<b>11</b>	<b>2</b>	<b>450.0%</b>	<b>61</b>	<b>40</b>	<b>52.5%</b>
Sales Dollars	\$1,090,000	\$128,000	751.6%	\$6,945,450	\$3,500,485	98.4%
List/Sell Ratio	93.65%	67.94%		86.25%	85.72%	
Days to Sell	424	617	-31.3%	349	440	-20.7%
Active Inventory	73	97	-24.7%			
Average Price	\$99,091	\$64,000	54.8%	\$113,860	\$87,512	30.1%
Median Price	\$104,000	\$64,000	62.5%	\$67,500	\$69,500	-2.9%
<b>Acreage with House</b>						
Units Listed	11	8	37.5%	227	201	12.9%
Units Sold	<b>12</b>	<b>3</b>	<b>300.0%</b>	<b>128</b>	<b>112</b>	<b>14.3%</b>
Sales Dollars	\$4,241,000	\$580,000	631.2%	\$34,889,400	\$24,401,742	43.0%
List/Sell Ratio	93.32%	89.79%		94.24%	91.03%	
Days to Sell	138	314	-56.1%	179	203	-11.8%
Active Inventory	83	107	-22.4%			
Average Price	\$353,417	\$193,333	82.8%	\$272,573	\$217,873	25.1%
Median Price	\$280,000	\$205,000	36.6%	\$231,250	\$189,500	22.0%
<b>Acreage (Waterfront)</b>						
Units Listed	0	1	-100.0%	18	10	80.0%
Units Sold	<b>0</b>	<b>1</b>	<b>-100.0%</b>	<b>8</b>	<b>6</b>	<b>33.3%</b>
Sales Dollars	\$0	\$75,000	-100.0%	\$2,837,600	\$1,298,850	118.5%
List/Sell Ratio	0.00%	93.75%		91.87%	92.17%	
Days to Sell	0	36	-100.0%	120	255	-52.9%
Active Inventory	9	9	0.0%			
Average Price	\$0	\$75,000	-100.0%	\$354,700	\$216,475	63.9%
Median Price	\$0	\$75,000	-100.0%	\$327,000	\$97,500	235.4%
<b>Business</b>						
Units Listed	5	7	-28.6%	66	49	34.7%
Units Sold	<b>0</b>	<b>1</b>	<b>-100.0%</b>	<b>16</b>	<b>10</b>	<b>60.0%</b>
Sales Dollars	\$0	\$1,050,000	-100.0%	\$9,633,000	\$5,171,500	86.3%
List/Sell Ratio	0.00%	81.08%		85.26%	76.25%	
Days to Sell	0	138	-100.0%	320	536	-40.3%
Active Inventory	50	56	-10.7%			
Average Price	\$0	\$1,050,000	-100.0%	\$602,063	\$517,150	16.4%
Median Price	\$0	\$1,050,000	-100.0%	\$500,000	\$376,000	33.0%
<b>Condo (Townhouse)</b>						
Units Listed	17	4	325.0%	82	54	51.9%
Units Sold	<b>0</b>	<b>5</b>	<b>-100.0%</b>	<b>54</b>	<b>50</b>	<b>8.0%</b>
Sales Dollars	\$0	\$611,000	-100.0%	\$7,732,250	\$6,336,600	22.0%
List/Sell Ratio	0.00%	94.82%		96.81%	96.18%	
Days to Sell	0	220	-100.0%	74	165	-55.2%
Active Inventory	34	16	112.5%			
Average Price	\$0	\$122,200	-100.0%	\$143,190	\$126,732	13.0%
Median Price	\$0	\$128,000	-100.0%	\$132,400	\$124,000	6.8%
<b>Condo (Apt)</b>						
Units Listed	4	3	33.3%	39	89	-56.2%
Units Sold	<b>1</b>	<b>23</b>	<b>-95.7%</b>	<b>40</b>	<b>50</b>	<b>-20.0%</b>
Sales Dollars	\$150,000	\$6,129,000	-97.6%	\$4,996,517	\$9,365,250	-46.6%
List/Sell Ratio	85.76%	99.24%		96.23%	95.90%	
Days to Sell	98	69	42.0%	154	162	-4.9%
Active Inventory	36	75	-52.0%			
Average Price	\$150,000	\$266,478	-43.7%	\$124,913	\$187,305	-33.3%
Median Price	\$150,000	\$268,000	-44.0%	\$97,000	\$185,500	-47.7%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Duplex</b>						
Units Listed	2	0	100.0%	15	9	66.7%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>11</b>	<b>4</b>	<b>175.0%</b>
Sales Dollars	\$0	\$0	0.0%	\$1,421,400	\$623,000	128.2%
List/Sell Ratio	0.00%	0.00%		93.05%	96.24%	
Days to Sell	0	0	0.0%	185	50	270.0%
Active Inventory	3	7	-57.1%			
Average Price	\$0	\$0	0.0%	\$129,218	\$155,750	-17.0%
Median Price	\$0	\$0	0.0%	\$128,000	\$161,500	-20.7%
<b>Farms</b>						
Units Listed	1	0	100.0%	18	10	80.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>6</b>	<b>1</b>	<b>500.0%</b>
Sales Dollars	\$0	\$0	0.0%	\$2,908,000	\$600,000	384.7%
List/Sell Ratio	0.00%	0.00%		87.99%	92.44%	
Days to Sell	0	0	0.0%	221	1973	-88.8%
Active Inventory	13	11	18.2%			
Average Price	\$0	\$0	0.0%	\$484,667	\$600,000	-19.2%
Median Price	\$0	\$0	0.0%	\$470,000	\$600,000	-21.7%
<b>IC&amp;I</b>						
Units Listed	4	3	33.3%	44	36	22.2%
Units Sold	<b>0</b>	<b>1</b>	<b>-100.0%</b>	<b>13</b>	<b>9</b>	<b>44.4%</b>
Sales Dollars	\$0	\$210,000	-100.0%	\$2,904,692	\$1,643,738	76.7%
List/Sell Ratio	0.00%	70.00%		94.08%	83.03%	
Days to Sell	0	1235	-100.0%	194	449	-56.8%
Active Inventory	39	33	18.2%			
Average Price	\$0	\$210,000	-100.0%	\$223,438	\$182,638	22.3%
Median Price	\$0	\$210,000	-100.0%	\$175,792	\$175,000	0.5%
<b>IC&amp;I Land</b>						
Units Listed	0	4	-100.0%	28	30	-6.7%
Units Sold	<b>1</b>	<b>1</b>	<b>0.0%</b>	<b>12</b>	<b>7</b>	<b>71.4%</b>
Sales Dollars	\$275,000	\$280,000	-1.8%	\$4,340,000	\$1,664,700	160.7%
List/Sell Ratio	100.00%	87.77%		95.52%	97.86%	
Days to Sell	108	306	-64.7%	618	547	13.0%
Active Inventory	40	49	-18.4%			
Average Price	\$275,000	\$280,000	-1.8%	\$361,667	\$237,814	52.1%
Median Price	\$275,000	\$280,000	-1.8%	\$295,000	\$214,900	37.3%
<b>Lots</b>						
Units Listed	11	5	120.0%	304	271	12.2%
Units Sold	<b>12</b>	<b>4</b>	<b>200.0%</b>	<b>199</b>	<b>138</b>	<b>44.2%</b>
Sales Dollars	\$441,000	\$339,500	29.9%	\$8,314,740	\$6,084,556	36.7%
List/Sell Ratio	92.99%	90.34%		91.83%	89.54%	
Days to Sell	242	257	-5.8%	297	471	-36.9%
Active Inventory	246	319	-22.9%			
Average Price	\$36,750	\$84,875	-56.7%	\$41,783	\$44,091	-5.2%
Median Price	\$35,000	\$58,000	-39.7%	\$39,000	\$39,900	-2.3%
<b>Leases</b>						
Units Listed	1	0	-100.0%	20	23	-13.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>4</b>	<b>4</b>	<b>0.0%</b>
Sales Dollars	\$0	\$0	-100.0%	\$207,023	\$184,441	12.2%
Days to Sell	0	0	0.0%	317	389	-18.5%
Active Inventory	20	13	53.8%			
Average Price	\$0	\$0	0.0%	\$51,756	\$46,110	12.2%
Median Price	\$0	\$0	0.0%	\$10	\$6,146	-99.8%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Lots (Waterfront)</b>						
Units Listed	1	1	0.0%	23	24	-4.2%
Units Sold	<b>0</b>	<b>3</b>	<b>-100.0%</b>	<b>20</b>	<b>21</b>	<b>-4.8%</b>
Sales Dollars	\$0	\$510,000	-100.0%	\$2,670,000	\$2,908,450	-8.2%
List/Sell Ratio	0.00%	87.25%		84.60%	88.59%	
Days to Sell	0	647	-100.0%	1146	634	80.8%
Active Inventory	12	21	-42.9%			
Average Price	\$0	\$170,000	-100.0%	\$133,500	\$138,498	-3.6%
Median Price	\$0	\$135,000	-100.0%	\$125,000	\$108,000	15.7%
<b>Multi-Family</b>						
Units Listed	1	1	0.0%	17	8	112.5%
Units Sold	<b>1</b>	<b>0</b>	<b>100.0%</b>	<b>3</b>	<b>5</b>	<b>-40.0%</b>
Sales Dollars	\$263,000	\$0	100.0%	\$747,900	\$910,500	-17.9%
List/Sell Ratio	95.63%	0.00%		98.63%	89.37%	
Days to Sell	175	0	100.0%	147	128	14.8%
Active Inventory	12	7	71.4%			
Average Price	\$263,000	\$0	100.0%	\$249,300	\$182,100	36.9%
Median Price	\$263,000	\$0	100.0%	\$263,000	\$217,000	21.2%
<b>Mobile Homes</b>						
Units Listed	10	5	100.0%	165	140	17.9%
Units Sold	<b>6</b>	<b>2</b>	<b>200.0%</b>	<b>110</b>	<b>68</b>	<b>61.8%</b>
Sales Dollars	\$278,500	\$74,000	276.4%	\$4,210,250	\$2,634,900	59.8%
List/Sell Ratio	74.94%	82.52%		85.51%	86.26%	
Days to Sell	90	106	-15.1%	130	152	164.0%
Active Inventory	59	67	-11.9%			
Average Price	\$46,417	\$37,000	25.5%	\$38,275	\$38,749	-1.2%
Median Price	\$42,250	\$37,000	14.2%	\$30,000	\$34,000	-11.8%
<b>Recreational Property</b>						
Units Listed	1	0	100.0%	20	24	-16.7%
Units Sold	<b>0</b>	<b>1</b>	<b>-100.0%</b>	<b>17</b>	<b>16</b>	<b>6.3%</b>
Sales Dollars	\$0	\$195,000	-100.0%	\$2,725,603	\$3,597,967	-24.2%
List/Sell Ratio	0.00%	111.42%		90.95%	93.42%	
Days to Sell	0	470	-100.0%	149	197	-24.4%
Active Inventory	7	0	100.0%			
Average Price	\$0	\$195,000	-100.0%	\$160,330	\$224,873	-28.7%
Median Price	\$0	\$195,000	-100.0%	\$119,000	\$156,750	-24.1%
<b>Residential</b>						
Units Listed	46	31	48.4%	695	645	7.8%
Units Sold	<b>32</b>	<b>30</b>	<b>6.7%</b>	<b>590</b>	<b>448</b>	<b>31.7%</b>
Sales Dollars	\$6,598,050	\$5,306,900	24.3%	\$115,786,823	\$80,777,000	43.3%
List/Sell Ratio	94.54%	93.05%		94.96%	93.65%	
Days to Sell	61	104	-41.3%	123	126	-2.4%
Active Inventory	181	245	-26.1%			
Average Price	\$206,189	\$176,897	16.6%	\$196,249	\$180,306	8.8%
Median Price	\$147,500	\$156,000	-5.4%	\$174,900	\$164,900	6.1%
<b>Residential (Waterfront)</b>						
Units Listed	4	3	33.3%	57	62	-8.1%
Units Sold	<b>1</b>	<b>1</b>	<b>0.0%</b>	<b>54</b>	<b>34</b>	<b>58.8%</b>
Sales Dollars	\$1,350,000	\$416,000	224.5%	\$22,229,775	\$11,777,200	88.8%
List/Sell Ratio	84.63%	91.42%		94.01%	94.05%	
Days to Sell	25	87	-71.3%	184	206	-10.7%
Active Inventory	14	57	-75.4%			
Average Price	\$1,350,000	\$416,000	224.5%	\$411,663	\$346,388	18.8%
Median Price	\$1,350,000	\$416,000	224.5%	\$358,950	\$349,950	2.6%

	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	132	79	67.1%	1947	1776	9.6%
Units Sold	<b>77</b>	<b>78</b>	<b>-1.3%</b>	<b>1346</b>	<b>1023</b>	<b>31.6%</b>
Sales Dollars	\$14,686,550	\$15,904,400	-7.7%	\$235,500,423	\$163,480,879	44.1%
List/Sell Ratio	91.47%	91.73%		92.70%	91.86%	
Days to Sell	228	221	3.2%	197	230	-14.3%
Active Inventory	931	1189	-21.7%			

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 150000	9	237	16	220
150001 to 180000	3	118	3	107
180001 to 210000	5	104	4	80
210001 to 240000	7	85	1	55
240001 to 270000	4	56	2	29
270001 to 300000	4	24	2	18
300001 to 330000	2	28	3	15
330001 to 360000	3	15	0	8
360001 to 390000	3	11	0	3
390001 to 420000	0	5	0	0
420001 to 450000	0	0	0	2
450001 to 480000	0	1	0	0
480001 and over	1	10	0	0
<b>Totals</b>	<b>41</b>	<b>694</b>	<b>31</b>	<b>537</b>

Shuswap Division Lot Listing/Sales Analysis

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 40000	6	124	8	117
40001 to 60000	5	141	7	83
60001 to 80000	1	48	0	43
80001 to 100000	1	27	2	8
100001 to 120000	0	18	2	7
120001 to 140000	2	18	4	9
140001 to 160000	3	14	0	4
160001 and over	7	64	0	17
<b>Totals</b>	<b>25</b>	<b>454</b>	<b>23</b>	<b>288</b>