

SHUSWAP DIVISION

MONTHLY STATISTICS

FOR

DECEMBER 1 - 31, 2002

SHUSWAP DIVISION

STAT - O - GRAM

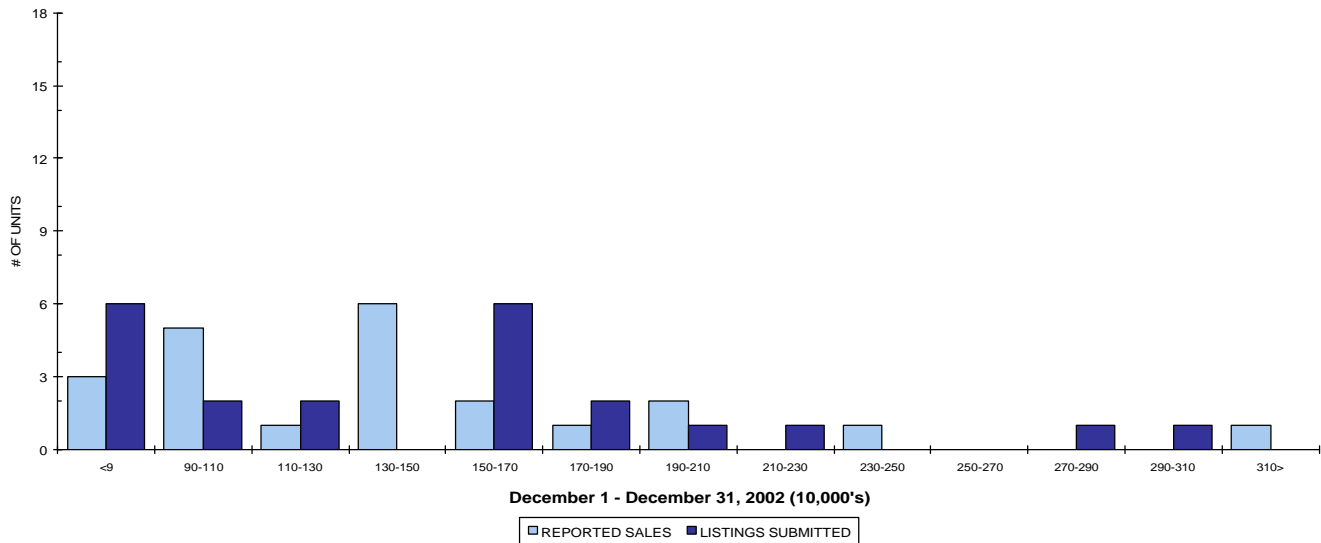
December 2002

QUICK SUMMARY

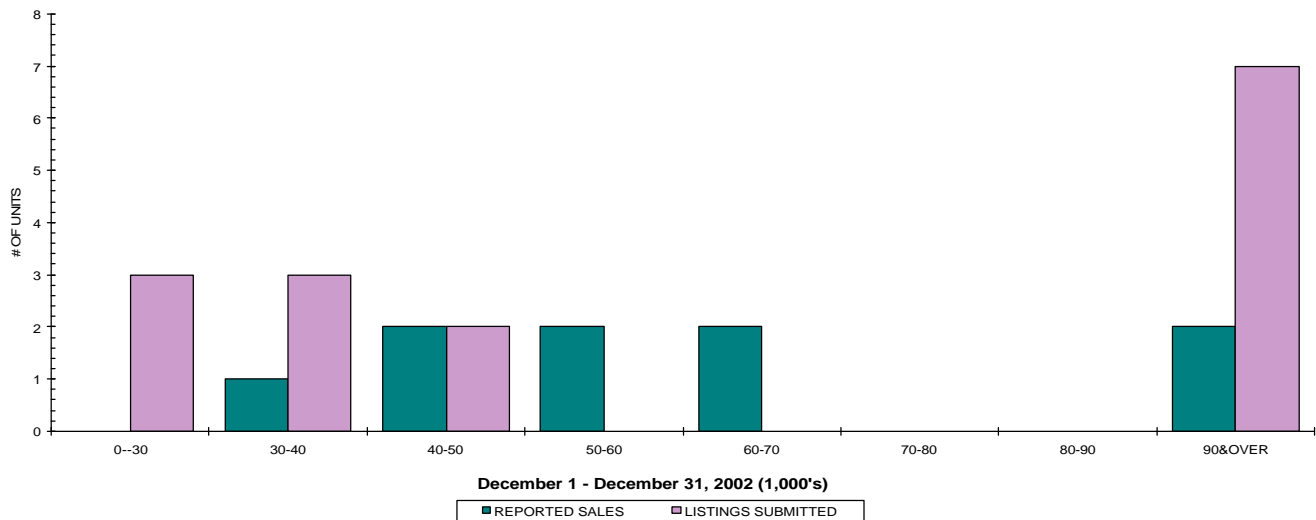
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	# of Units	\$ Value	# of Units	\$ Value	Listings Taken	Inventory
December 2002	50	\$6,134,767	22	\$3,278,700	22	1,328
November 2002	63	\$6,960,844	31	\$3,853,387	110	1,458
December 2001	33	\$3,420,760	16	\$1,947,000	57	1,572

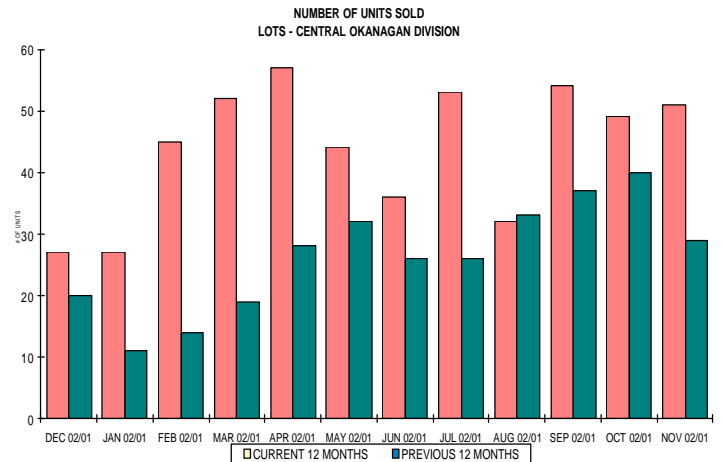
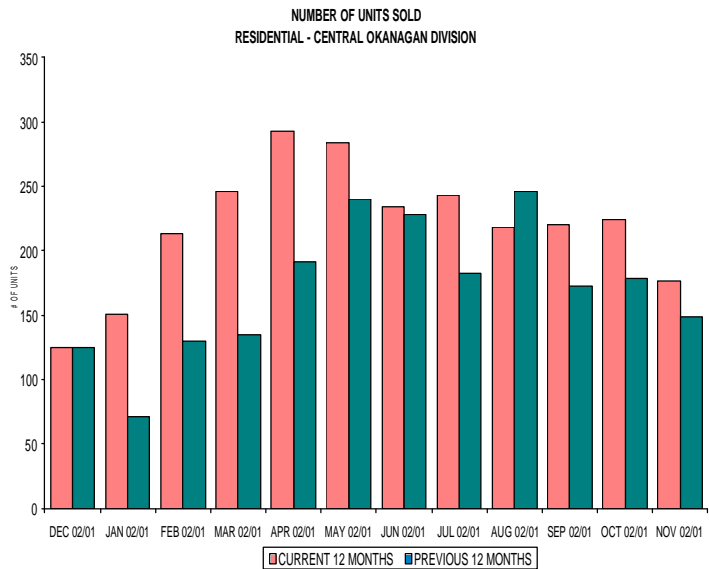
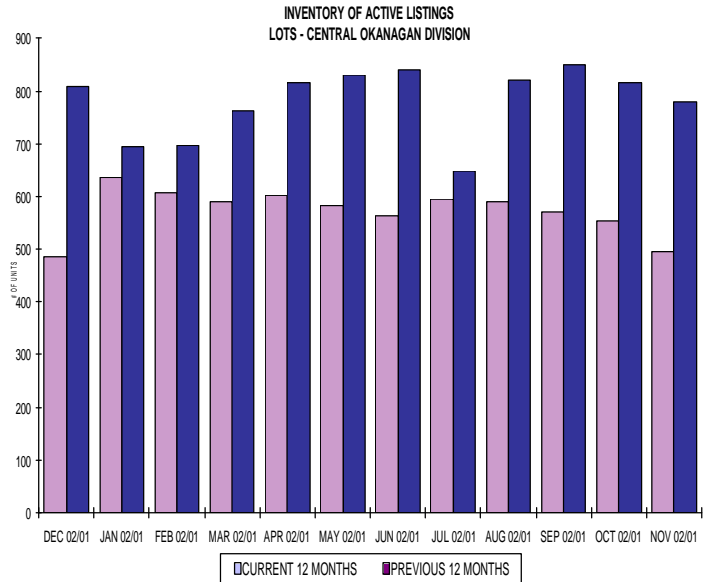
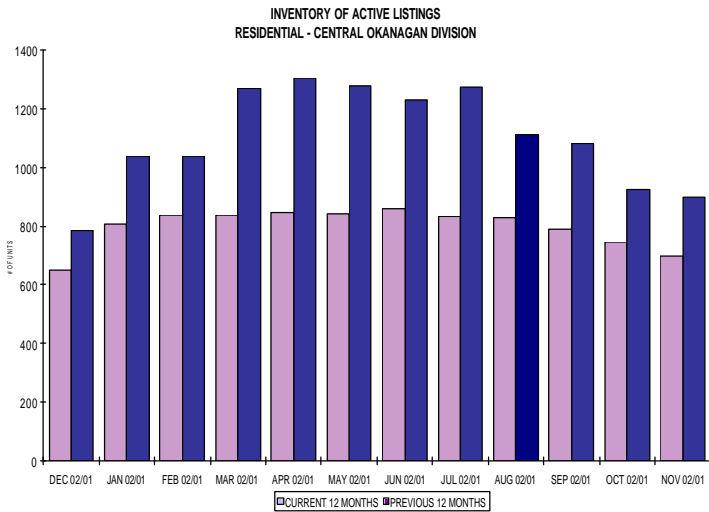
The average of listings-per-licensee is 20

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



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





CENTRAL OKANAGAN DIVISION

December 2002

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
CONDO/APT	29	52	321	9.03%	61
CONDO/TWNHSE	16	20	113	14.16%	70
LOTS	27	66	498	5.42%	325
RESIDENTIAL	123	161	625	19.68%	1

AVERAGE HOUSE PRICE \$219,797

MEDIAN HOUSE PRICE \$193,900

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

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

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ZONE CO TOTALS						
Units Listed	383	288	33.0%	7789	7680	1.4%
Units Sold	235	230	2.2%	4856	3681	31.9%
Sales Dollars	\$49,428,568	\$40,280,156	22.7%	\$909,597,082	\$626,759,985	45.1%
List/Sell Ratio	95.49	93.00		94.89	93.51	
Days to Sell	87	103	-15.5%	92	109	-15.6%
Active Listings	2308					
ZONE NO TOTALS						
Units Listed	167	159	5.0%	3615	3622	-0.2%
Units Sold	113	94	20.2%	1910	1586	20.4%
Sales Dollars	\$16,023,601	\$14,231,384	12.6%	\$306,668,472	\$230,169,295	33.2%
List/Sell Ratio	93.61	91.14		92.64	90.56	
Days to Sell	154	168	-8.3%	160	164	-2.4%
Active Listings	1560					
ZONE SH TOTALS						
Units Listed	82	57	43.9%	1969	2185	-9.9%
Units Sold	50	33	51.5%	893	761	17.3%
Sales Dollars	\$6,134,767	\$3,274,769	87.3%	\$121,892,657	\$100,443,537	21.4%
List/Sell Ratio	91.72	90.13		90.2	88.76	
Days to Sell	245	187	31.0%	220	220	0.0%
Active Listings	1328					
ZONE OB TOTALS						
Units Listed	7	9	-22.2%	216	176	22.7%
Units Sold	4	1	100.0%	30	19	57.9%
Sales Dollars	\$2,096,000	\$155,000	100.0%	\$10,814,451	\$5,668,400	90.8%
List/Sell Ratio	90.59	81.61		88.81	84.39	
Days to Sell	201	104	93.3%	158	126	25.4%
Active Listings	148					
GRAND TOTALS						
Units Listed	639	513	24.6%	13589	13663	-0.5%
Units Sold	402	358	12.3%	7689	6047	27.2%
Sales Dollars	\$73,682,936	\$57,941,309	27.2%	\$1,348,972,662	\$963,041,217	40.1%
List/Sell Ratio	94.26	91.40		93.77	91.51	
Days to Sell	111	140	-20.7%	125	144	-13.2%
Active Listings	5344					

LICENSEES
December 31, 2002

	TOTAL NUMBER OF LICENSEES December 31/02	TOTAL NUMBER OF LICENSEES December 31/01	CHANGE BY NUMBER	CHANGE BY %
ALL DIVISIONS	778	663	115	17.35%
CENTRAL OK DIV.	453	419	34	8.11%
NORTH OK DIV.	189	174	15	8.62%
SHUSWAP DIV.	66	69	-3	-4.35%
CURRENT MEMBERSHIP				
AGENT LICENSEES	70			
SALESPERSONS	562			
PROPERTY MANAGEMENT	10			
9:15 LICENCEE MEMBER	62			
EXEMPTION MEMBER	1			
TOTALS	705			

COMPARATIVE ACTIVITY BY PROPERTY TYPE
December 31, 2002
SHUSWAP

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage							
	UNITS LISTED	3	3	0.0%	93	103	-9.7%
	UNITS SOLD	2	3	-33.3%	28	23	21.7%
	SALES DOLLARS	\$311,000	\$196,000	58.7%	\$2,686,633	\$1,514,300	77.4%
	LIST/SELL RATIO	95.54	74.89		82.29	83.97	85.7%
	DAYS TO SELL	538	197	173.1%	388	227	70.9%
	ACTIVE INVENTORY	101					
	AVERAGE PRICE	\$155,500	\$65,333	138.0%	\$95,951	\$65,839	45.7%
	MEDIAN PRICE	\$155,500	\$80,000	94.4%	\$75,000	\$59,000	27.1%
Acreage with House							
	UNITS LISTED	13	13	0.0%	241	264	-8.7%
	UNITS SOLD	2	2	0.0%	100	82	22.0%
	SALES DOLLARS	\$142,400	\$292,500	-51.3%	\$19,819,900	\$14,502,600	36.7%
	LIST/SELL RATIO	88.28	58.06		90.81	89.86	
	DAYS TO SELL	69	218	-68.3%	171	199	-14.1%
	ACTIVE INVENTORY	131					
	AVERAGE PRICE	\$71,200	\$146,250	-51.3%	\$198,199	\$176,861	12.1%
	MEDIAN PRICE	\$71,200	\$146,250	-51.3%	\$182,000	\$169,500	7.4%
Acreage (Waterfront)							
	UNITS LISTED	1	0	100.0%	12	14	-14.3%
	UNITS SOLD	2	0	100.0%	8	2	300.0%
	SALES DOLLARS	\$147,000	\$0	100.0%	\$1,296,601	\$285,000	354.9%
	LIST/SELL RATIO	69.79	0.00		74.30	86.96	
	DAYS TO SELL	457	0	100.0%	305	92	231.5%
	ACTIVE INVENTORY	9					
	AVERAGE PRICE	\$73,500	\$0	100.0%	\$162,075	\$142,500	13.7%
	MEDIAN PRICE	\$73,500	\$0	100.0%	\$88,250	\$142,500	-38.1%
Business							
	UNITS LISTED	5	1	400.0%	82	98	-16.3%
	UNITS SOLD	3	1	200.0%	11	17	-35.3%
	SALES DOLLARS	\$454,000	\$41,000	1007.3%	\$4,094,600	\$4,525,400	-9.5%
	LIST/SELL RATIO	83.05	63.07		81.54	80.06	
	DAYS TO SELL	93	206	-54.9%	187	176	6.3%
	ACTIVE INVENTORY	67					
	AVERAGE PRICE	\$151,333	\$41,000	269.1%	\$372,236	\$266,200	39.8%
	MEDIAN PRICE	\$60,000	\$41,000	46.3%	\$300,000	\$225,000	33.3%
Condo (Townhouse)							
	UNITS LISTED	1	3	-66.7%	50	71	-29.6%
	UNITS SOLD	2	2	0.0%	27	46	-41.3%
	SALES DOLLARS	\$231,000	\$282,000	-18.1%	\$3,287,100	\$5,773,335	-43.1%
	LIST/SELL RATIO	90.87	97.45		95.71	93.55	
	DAYS TO SELL	260	139	87.1%	256	269	-4.8%
	ACTIVE INVENTORY	23					
	AVERAGE PRICE	\$115,500	\$141,000	-18.1%	\$121,744	\$125,507	-3.0%
	MEDIAN PRICE	\$115,500	\$141,000	-18.1%	\$122,000	\$122,500	-0.4%

COMPARATIVE ACTIVITY BY PROPERTY TYPE
December 31, 2002
SHUSWAP

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Condo (Apt)							
	UNITS LISTED	1	0	100.0%	49	77	-36.4%
	UNITS SOLD	2	2	0.0%	36	21	71.4%
	SALES DOLLARS	\$167,500	\$137,000	22.3%	\$3,658,150	\$1,743,535	109.8%
	LIST/SELL RATIO	93.32	96.92		94.42	93.24	
	DAYS TO SELL	156	53	194.3%	267	244	9.4%
	ACTIVE INVENTORY	37					
	AVERAGE PRICE	\$83,750	\$68,500	22.3%	\$101,615	\$83,025	22.4%
	MEDIAN PRICE	\$83,750	\$68,500	22.3%	\$80,150	\$80,000	0.2%
Duplex							
	UNITS LISTED	2	0	100.0%	8	14	-42.9%
	UNITS SOLD	1	0	100.0%	1	3	-66.7%
	SALES DOLLARS	\$122,500	\$0	100.0%	\$122,500	\$364,500	-66.4%
	LIST/SELL RATIO	97.68	0.00		97.68	82.40	
	DAYS TO SELL	134	0	100.0%	134	610	-78.0%
	ACTIVE INVENTORY	6					
	AVERAGE PRICE	\$122,500	\$0	100.0%	\$122,500	\$121,500	0.8%
	MEDIAN PRICE	\$122,500	\$0	100.0%	\$122,500	\$135,000	-9.3%
Farms							
	UNITS LISTED	0	0	0.0%	16	16	0.0%
	UNITS SOLD	1	1	0.0%	5	5	0.0%
	SALES DOLLARS	\$450,000	\$142,500	215.8%	\$1,509,000	\$2,442,500	-38.2%
	LIST/SELL RATIO	90.18	83.87		77.09	91.41	
	DAYS TO SELL	81	75	8.0%	204	205	-0.5%
	ACTIVE INVENTORY	11					
	AVERAGE PRICE	\$450,000	\$142,500	215.8%	\$301,800	\$488,500	-38.2%
	MEDIAN PRICE	\$450,000	\$142,500	215.8%	\$275,000	\$400,000	-31.3%
IC&I							
	UNITS LISTED	3	3	0.0%	24	33	-27.3%
	UNITS SOLD	0	0	0.0%	8	6	33.3%
	SALES DOLLARS	\$0	\$0	0.0%	\$1,946,633	\$914,000	113.0%
	LIST/SELL RATIO	0.00	0.00		83.13	71.68	
	DAYS TO SELL	0	0	100.0%	370	350	5.7%
	ACTIVE INVENTORY	22					
	AVERAGE PRICE	\$0	\$0	0.0%	\$243,329	\$152,333	59.7%
	MEDIAN PRICE	\$0	\$0	0.0%	\$186,000	\$163,000	14.1%
IC&I Land							
	UNITS LISTED	1	0	100.0%	40	44	-9.1%
	UNITS SOLD	2	0	100.0%	10	3	233.3%
	SALES DOLLARS	\$196,667	\$0	100.0%	\$1,841,167	\$845,000	117.9%
	LIST/SELL RATIO	77.91	0.00		81.29	72.32	
	DAYS TO SELL	915	0	100.0%	539	274	96.7%
	ACTIVE INVENTORY	53					
	AVERAGE PRICE	\$98,334	\$0	100.0%	\$184,117	\$281,667	-34.6%
	MEDIAN PRICE	\$98,333	\$0	100.0%	\$114,833	\$250,000	-54.1%

COMPARATIVE ACTIVITY BY PROPERTY TYPE
December 31, 2002
SHUSWAP

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots						
UNITS LISTED	10	7	42.9%	259	332	-22.0%
UNITS SOLD	5	4	25.0%	101	88	14.8%
SALES DOLLARS	\$265,100	\$141,269	87.7%	\$4,290,110	\$3,066,041	39.9%
LIST/SELL RATIO	79.84	79.63		88.61	84.38	
DAYS TO SELL	524	467	12.2%	432	314	37.6%
ACTIVE INVENTORY	389					
AVERAGE PRICE	\$53,020	\$35,317	50.1%	\$42,476	\$34,841	21.9%
MEDIAN PRICE	\$52,600	\$39,250	34.0%	\$43,000	\$35,000	22.9%
Leases						
UNITS LISTED	0	1	-100.0%	11	24	-54.2%
UNITS SOLD	0	0	0.0%	8	4	100.0%
SALES DOLLARS	\$0	\$0	0.0%	\$32,188	\$5	643660.0%
LIST/SELL RATIO	0.00	0.00		108.43	125.00	
DAYS TO SELL	0	0	100.0%	395	167	136.5%
ACTIVE INVENTORY	14					
AVERAGE PRICE	\$0	\$0	0.0%	\$4,024	\$1	402250.0%
MEDIAN PRICE	\$0	\$0	0.0%	\$1	\$1	0.0%
Lots (Waterfront)						
UNITS LISTED	1	0	100.0%	17	34	-50.0%
UNITS SOLD	0	1	-100.0%	16	12	33.3%
SALES DOLLARS	\$0	\$79,000	-100.0%	\$1,479,200	\$1,632,401	-9.4%
LIST/SELL RATIO	0.00	96.34		81.90	87.08	
DAYS TO SELL	0	31	-100.0%	445	288	54.5%
ACTIVE INVENTORY	32					
AVERAGE PRICE	\$0	\$79,000	-100.0%	\$92,450	\$136,033	-32.0%
MEDIAN PRICE	\$0	\$79,000	-100.0%	\$92,000	\$95,000	-3.2%
Multi-Family						
UNITS LISTED	1	0	100.0%	16	16	0.0%
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	11					
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	8	4	100.0%	148	152	-2.6%
UNITS SOLD	5	1	400.0%	58	54	7.4%
SALES DOLLARS	\$112,000	\$16,500	578.8%	\$1,681,200	\$1,706,300	-1.5%
LIST/SELL RATIO	75.72	66.00		80.11	80.04	
DAYS TO SELL	172	210	-18.1%	235	150	56.7%
ACTIVE INVENTORY	62					
AVERAGE PRICE	\$22,400	\$16,500	35.8%	\$28,986	\$31,598	-8.3%
MEDIAN PRICE	\$19,000	\$16,500	15.2%	\$28,000	\$27,500	1.8%

COMPARATIVE ACTIVITY BY PROPERTY TYPE
December 31, 2002
SHUSWAP

		CURRENT MONTH			YEAR TO DATE		
		THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Residential							
	UNITS LISTED	22	19	15.8%	786	772	1.8%
	UNITS SOLD	22	16	37.5%	408	351	16.2%
	SALES DOLLARS	\$3,278,700	\$1,947,000	68.4%	\$58,060,501	\$47,504,820	22.2%
	LIST/SELL RATIO	89.32	87.73		92.51	90.80	
	DAYS TO SELL	178	170	4.7%	167	166	0.6%
	ACTIVE INVENTORY	303					
	AVERAGE PRICE	\$149,032	\$121,688	22.5%	\$142,305	\$135,341	5.1%
	MEDIAN PRICE	\$139,000	\$126,000	10.3%	\$142,750	\$133,000	7.3%
Residential (Waterfront)							
	UNITS LISTED	10	3	233.3%	117	121	-3.3%
	UNITS SOLD	1	0	100.0%	66	42	57.1%
	SALES DOLLARS	\$256,900	\$0	100.0%	\$15,562,174	\$12,680,800	22.7%
	LIST/SELL RATIO	107.53	0.00		89.98	92.64	
	DAYS TO SELL	1002	0	100.0%	211	194	8.8%
	ACTIVE INVENTORY	57					
	AVERAGE PRICE	\$256,900	\$0	100.0%	\$235,791	\$301,924	-21.9%
	MEDIAN PRICE	\$256,900	\$0	100.0%	\$230,000	\$267,500	-14.0%
SHUSWAP TOTALS							
	UNITS LISTED	82	57	43.9%	1969	2185	-9.9%
	UNITS SOLD	50	33	51.5%	893	761	17.3%
	SALES DOLLARS	\$6,134,767	\$3,274,769	87.3%	\$121,892,657	\$100,443,537	21.4%
	LIST/SELL RATIO	92.90	87.65		90.29	89.10	
	DAYS TO SELL	262	189	38.6%	231	207	11.6%
	ACTIVE INVENTORY	1328					

RESIDENTIAL LISTING / SALES ANALYSIS

December 31, 2002

SHUSWAP

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 90000	6	90	3	57
90001 to 110000	2	76	5	49
110001 to 130000	2	109	1	56
130001 to 150000	0	114	6	80
150001 to 170000	6	114	2	61
170001 to 190000	2	103	1	49
190001 to 210000	1	45	2	32
210001 to 230000	1	44	0	12
230001 to 250000	0	29	1	6
250001 to 270000	0	15	0	3
270001 to 290000	1	16	0	1
290001 to 310000	1	6	0	0
310001 and over	0	25	1	2
	22	786	22	408

LOT LISTING / SALES ANALYSIS

December 31, 2002

SHUSWAP

	Mthly Listings	YTD Listings		Mthly Sales	YTD Sales
Range	Total	Total		Total	Total
0 to 30000	3	94		0	32
30001 to 40000	3	62		1	24
40001 to 50000	2	65		2	25
50001 to 60000	0	29		2	13
60001 to 70000	0	22		2	25
70001 to 80000	0	24		0	7
80001 to 90000	0	5		0	3
90001 and over	7	80		2	24
	15	381		9	153