

**SHUSWAP DIVISION
MONTHLY STATISTICS**

FOR

December 1 - 31, 2003

SHUSWAP DIVISION

STAT - O - GRAM

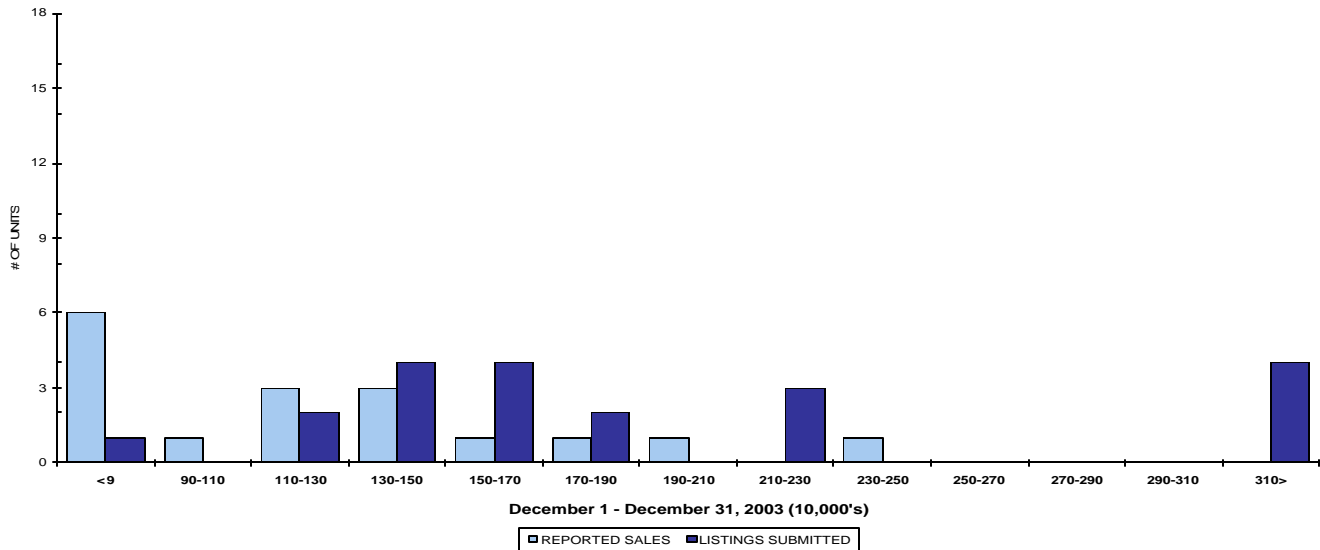
December 2003

QUICK SUMMARY

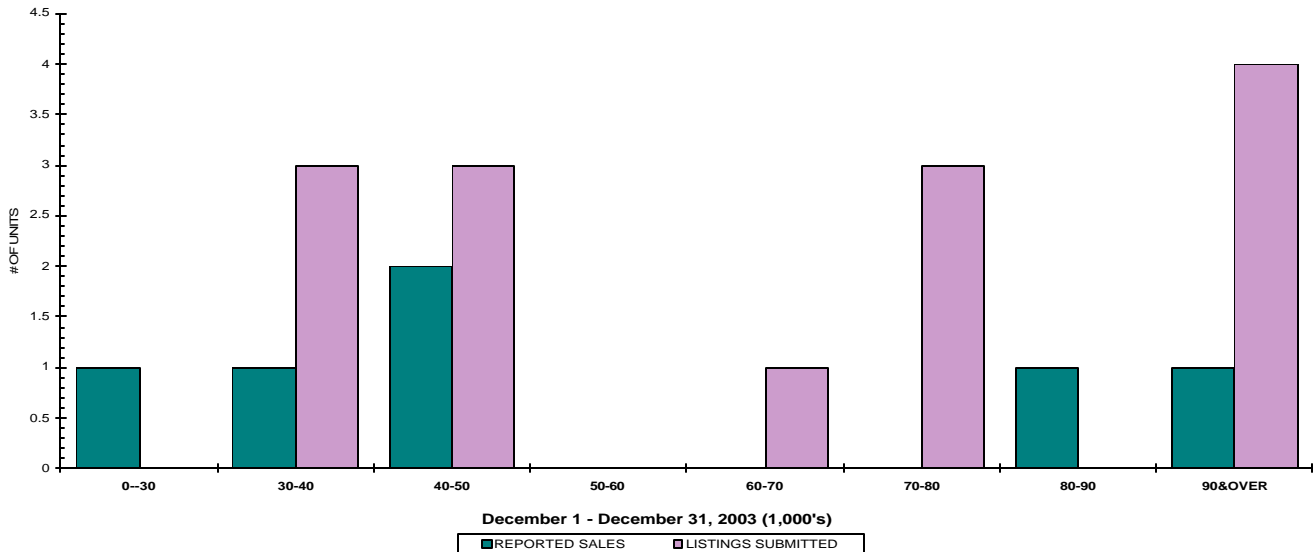
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	<u># of Units</u>	<u>\$ Value</u>	<u># of Units</u>	<u>\$ Value</u>	<u>Listings Taken</u>	<u>Inventory</u>
December 2003	54	\$8,160,890	19	\$2,363,240	66	1,044
November 2003	48	\$7,874,500	27	\$4,369,000	77	1,189
December 2002	50	\$6,134,767	22	\$3,278,700	22	1,328

The average of listings-per-licensee is 15.3

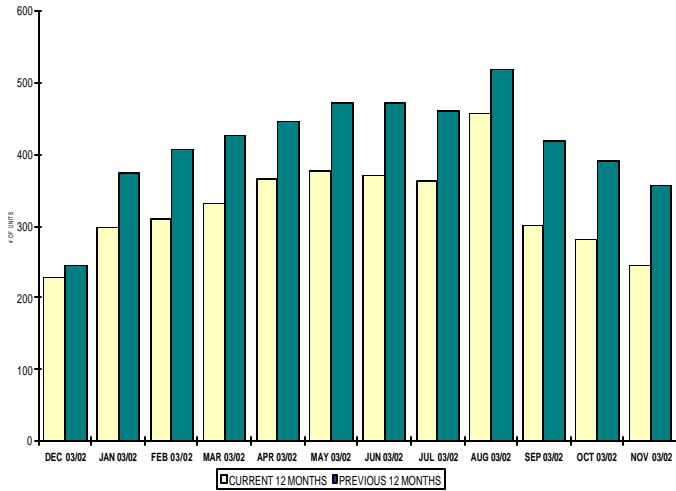
RESIDENTIAL LISTING & SALES ACTIVITY
SHUSWAP DIVISION (BY PRICE CATEGORY)



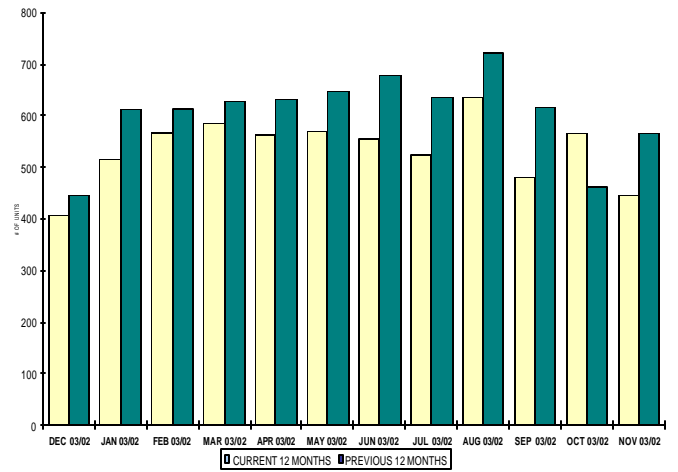
LOT LISTING & SALES ACTIVITY
SHUSWAP DIVISION (BY PRICE CATEGORY)



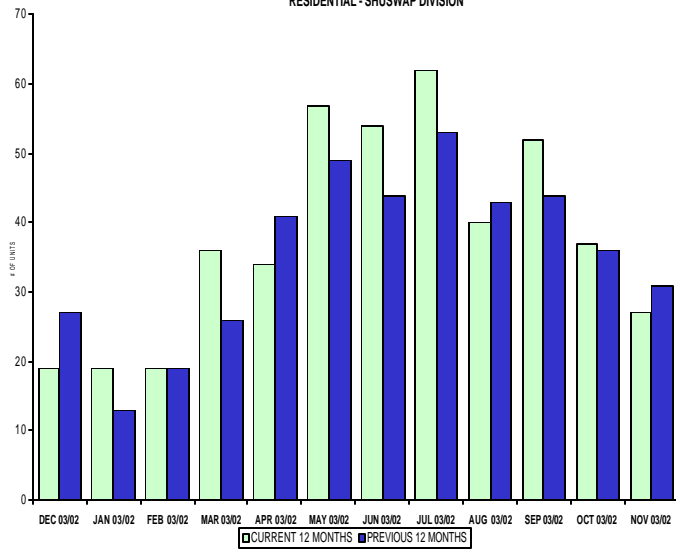
INVENTORY OF ACTIVE LISTINGS
RESIDENTIAL - SHUSWAP DIVISION



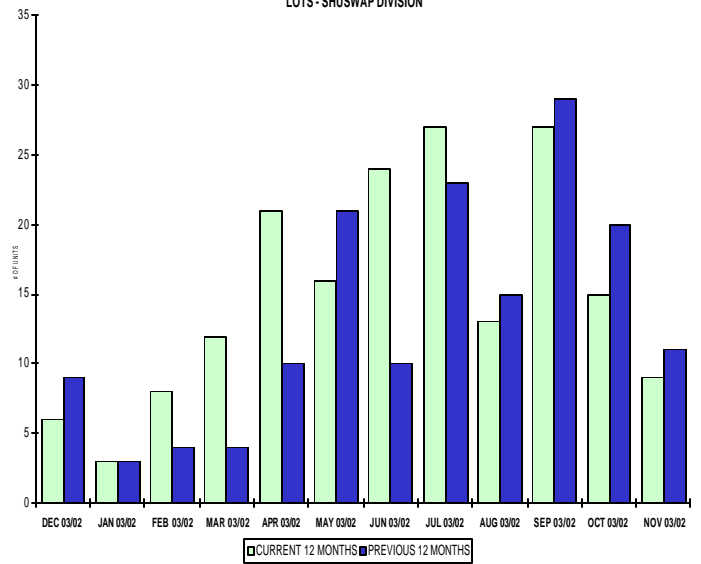
INVENTORY OF ACTIVE LISTINGS
LOTS - SHUSWAP DIVISION



NUMBER OF UNITS SOLD
RESIDENTIAL - SHUSWAP DIVISION



NUMBER OF UNITS SOLD
LOTS - SHUSWAP DIVISION



SHUSWAP DIVISION

December 2003

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	2	4	87	2.30%	35
ACREAGE/HOUSE	7	9	99	7.07%	259
LOTS	4	9	293	1.37%	126
RESIDENTIAL	19	22	228	8.33%	219
AVERAGE HOUSE PRICE \$124,381			MEDIAN HOUSE PRICE \$120,000		

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

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

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
ZONE CO TOTALS						
Units Listed	399	390	2.3%	7442	7985	-6.8%
Units Sold	281	223	26.0%	5064	4909	3.2%
Sales Dollars	\$64,283,157	\$45,822,636	40.3%	\$1,086,668,171	\$919,045,740	18.2%
List/Sell Ratio	95.47%	94.44%	1.1%	95.92%	94.92%	1.1%
Days to Sell	82	95	-13.7%	82	86	-4.7%
Active Listings	1878	2792	-32.7%			
ZONE NO TOTALS						
Units Listed	148	165	-10.3%	3534	3665	-3.6%
Units Sold	106	130	-18.5%	2301	1969	16.9%
Sales Dollars	\$24,341,150	\$19,569,602	24.4%	\$397,036,313	\$314,901,156	26.1%
List/Sell Ratio	94.00%	96.26%	-2.3%	94.38%	93.25%	1.2%
Days to Sell	151	168	-10.1%	139	155	-10.3%
Active Listings	1190	1968	-39.5%			
ZONE SH TOTALS						
Units Listed	66	75	-12.0%	1889	1988	-5.0%
Units Sold	54	41	31.7%	1073	891	20.4%
Sales Dollars	\$8,160,890	\$5,595,800	45.8%	\$161,382,369	\$120,876,305	33.5%
List/Sell Ratio	92.79%	85.13%	9.0%	92.02%	89.89%	2.4%
Days to Sell	267	277	-3.6%	228	222	2.7%
Active Listings	1044	1586	-34.2%			
ZONE OB TOTALS						
Units Listed	10	7	42.9%	180	214	-15.9%
Units Sold	3	5	-40.0%	28	26	7.7%
Sales Dollars	\$2,290,000	\$2,266,000	1.1%	\$16,988,700	\$11,594,250	46.5%
List/Sell Ratio	88.06%	89.17%	-1.2%	85.06%	90.14%	-5.6%
Days to Sell	232	195	19.0%	211	168	25.6%
Active Listings	110	146	-24.7%			
GRAND TOTALS						
Units Listed	623	637	-2.2%	13045	13852	-5.8%
Units Sold	444	399	11.3%	8466	7795	8.6%
Sales Dollars	\$99,075,197	\$73,254,038	35.2%	\$1,662,075,553	\$1,366,417,451	21.6%
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	4222	6492	-35.0%			

LICENSEES
December 31, 2003

	TOTAL NUMBER OF LICENSEES	TOTAL NUMBER OF LICENSEES	CHANGE BY NUMBER	CHANGE BY %
	December 31/03	December 31/02		
ALL DIVISIONS	790	778	12	1.54%
CENTRAL OK DIV.	504	453	51	11.26%
NORTH OK DIV.	218	189	29	15.34%
SHUSWAP DIV.	68	66	2	3.03%
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
December 31, 2003**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	4	3	33.3%	95	94	1.1%
Units Sold	2	2	0.0%	42	26	61.5%
Sales Dollars	\$199,500	\$311,000	-35.9%	\$3,699,985	\$2,474,233	49.5%
List/Sell Ratio	84.95%	95.54%	-11.1%	85.69%	87.92%	-2.5%
Days to Sell	35	519	-93.3%	420	394	6.6%
Active Inventory	87	122	-28.7%			
Average Price	\$99,750	\$155,500	-35.9%	\$88,095	\$95,163	-7.4%
Median Price	\$99,750	\$155,500	-35.9%	\$74,250	\$75,000	-1.0%
Acreage with House						
Units Listed	9	5	80.0%	211	244	-13.5%
Units Sold	7	2	250.0%	119	100	19.0%
Sales Dollars	\$1,370,400	\$361,000	279.6%	\$25,772,142	\$19,877,500	29.7%
List/Sell Ratio	92.28%	88.54%	4.2%	91.10%	91.63%	-0.6%
Days to Sell	259	119	117.6%	206	158	30.4%
Active Inventory	99	186	-46.8%			
Average Price	\$195,771	\$180,500	8.5%	\$216,573	\$198,775	9.0%
Median Price	\$203,000	\$180,500	12.5%	\$195,000	\$182,000	7.1%
Acreage (Waterfront)						
Units Listed	1	1	0.0%	11	12	-8.3%
Units Sold	0	1	-100.0%	6	7	-14.3%
Sales Dollars	\$0	\$107,000	-100.0%	\$1,298,850	\$876,601	48.2%
List/Sell Ratio	0.00%	82.37%	-100.0%	92.17%	80.67%	14.3%
Days to Sell	0	599	-100.0%	255	297	-14.1%
Active Inventory	7	14	-50.0%			
Average Price	\$0	\$107,000	-100.0%	\$216,475	\$125,229	72.9%
Median Price	\$0	\$107,000	-100.0%	\$97,500	\$69,500	40.3%
Business						
Units Listed	0	5	-100.0%	48	83	-42.2%
Units Sold	3	3	0.0%	13	12	8.3%
Sales Dollars	\$592,500	\$402,000	47.4%	\$5,764,000	\$4,102,600	40.5%
List/Sell Ratio	80.78%	94.55%	-14.6%	77.29%	81.54%	-5.2%
Days to Sell	284	220	29.1%	478	205	133.2%
Active Inventory	43	56	-23.2%			
Average Price	\$197,500	\$134,000	47.4%	\$443,385	\$341,883	29.7%
Median Price	\$159,000	\$42,000	278.6%	\$323,500	\$262,500	23.2%
Condo (Townhouse)						
Units Listed	3	2	50.0%	54	68	-20.6%
Units Sold	5	0	100.0%	54	39	38.5%
Sales Dollars	\$668,500	\$0	100.0%	\$6,842,100	\$5,038,600	35.8%
List/Sell Ratio	99.02%	0.00%	100.0%	96.39%	94.79%	1.7%
Days to Sell	157	0	100.0%	166	237	-30.0%
Active Inventory	12	36	-66.7%			
Average Price	\$133,700	\$0	100.0%	\$126,706	\$129,195	-1.9%
Median Price	\$126,000	\$0	100.0%	\$124,000	\$125,000	-0.8%
Condo (Apt)						
Units Listed	2	1	100.0%	91	49	85.7%
Units Sold	4	1	300.0%	54	35	54.3%
Sales Dollars	\$427,500	\$87,000	391.4%	\$9,792,750	\$3,704,550	164.3%
List/Sell Ratio	94.10%	90.71%	3.7%	95.77%	93.23%	2.7%
Days to Sell	311	285	9.1%	173	236	-26.7%
Active Inventory	43	45	-4.4%			
Average Price	\$106,875	\$87,000	22.8%	\$181,347	\$105,844	71.3%
Median Price	\$99,250	\$87,000	14.1%	\$167,500	\$81,000	106.8%

December 31, 2003

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	0	2	-100.0%	9	8	12.5%
Units Sold	0	1	-100.0%	4	1	300.0%
Sales Dollars	\$0	\$122,500	-100.0%	\$623,000	\$122,500	408.6%
List/Sell Ratio	0.00%	97.68%	-100.0%	96.24%	97.68%	-1.5%
Days to Sell	0	133	-100.0%	50	133	-62.4%
Active Inventory	3	7	-57.1%			
Average Price	\$0	\$122,500	-100.0%	\$155,750	\$122,500	27.1%
Median Price	\$0	\$122,500	-100.0%	\$161,500	\$122,500	31.8%
Farms						
Units Listed	1	0	100.0%	11	16	-31.3%
Units Sold	1	1	0.0%	2	5	-60.0%
Sales Dollars	\$437,500	\$450,000	-2.8%	\$600,000	\$1,059,000	-43.3%
List/Sell Ratio	87.67%	90.18%	-2.8%	90.05%	85.42%	5.4%
Days to Sell	584	71	722.5%	1278	200	539.0%
Active Inventory	9	29	-69.0%			
Average Price	\$437,500	\$450,000	-2.8%	\$300,000	\$211,800	41.6%
Median Price	\$437,500	\$450,000	-2.8%	\$518,750	\$275,000	88.6%
IC&I						
Units Listed	1	3	-66.7%	38	25	52.0%
Units Sold	0	0	0.0%	9	7	28.6%
Sales Dollars	\$0	\$0	0.0%	\$1,643,738	\$1,843,583	-10.8%
List/Sell Ratio	0.00%	0.00%	0.0%	83.03%	80.28%	3.4%
Days to Sell	0	0	0.0%	449	413	8.7%
Active Inventory	34	28	21.4%			
Average Price	\$0	\$0	0.0%	\$182,638	\$263,369	-30.7%
Median Price	\$0	\$0	0.0%	\$175,000	\$242,000	-27.7%
IC&I Land						
Units Listed	6	1	500.0%	36	39	-7.7%
Units Sold	3	2	50.0%	10	9	11.1%
Sales Dollars	\$1,254,000	\$130,600	860.2%	\$2,918,700	\$960,767	203.8%
List/Sell Ratio	86.32%	75.19%	100.0%	95.30%	83.13%	14.6%
Days to Sell	1132	463	144.5%	723	565	28.0%
Active Inventory	38	57	-33.3%			
Average Price	\$418,000	\$65,300	540.1%	\$291,870	\$106,752	173.4%
Median Price	\$414,000	\$65,300	534.0%	\$247,500	\$80,000	209.4%
Lots						
Units Listed	9	10	-10.0%	280	258	8.5%
Units Sold	4	4	0.0%	141	101	39.6%
Sales Dollars	\$143,750	\$203,600	-29.4%	\$6,202,806	\$4,303,110	44.1%
List/Sell Ratio	97.14%	77.51%	25.3%	89.85%	87.97%	2.1%
Days to Sell	126	633	-80.1%	463	427	8.4%
Active Inventory	293	457	-35.9%			
Average Price	\$35,938	\$50,900	-29.4%	\$43,992	\$42,605	3.3%
Median Price	\$38,625	\$49,800	-22.4%	\$39,900	\$43,000	-7.2%
Leases						
Units Listed	1	0	100.0%	24	11	118.2%
Units Sold	0	0	0.0%	4	6	-33.3%
Sales Dollars	\$0	\$0	0.0%	\$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	0	0.0%	389	399	-2.5%
Active Inventory	13	17	-23.5%			
Average Price	\$0	\$0	0.0%	\$46,110	\$5,364	759.6%
Median Price	\$0	\$0	0.0%	\$6,146	\$5	122820.0%

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

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots (Waterfront)						
Units Listed	0	1	-100.0%	24	17	41.2%
Units Sold	0	0	0.0%	21	16	31.3%
Sales Dollars	\$0	\$0	0.0%	\$2,908,450	\$1,479,200	96.6%
List/Sell Ratio	0.00%	0.00%	0.0%	88.59%	81.90%	8.2%
Days to Sell	0	0	100.0%	634	426	48.8%
Active Inventory	19	42	-54.8%			
Average Price	\$0	\$0	0.0%	\$138,498	\$92,450	49.8%
Median Price	\$0	\$0	0.0%	\$108,000	\$92,000	17.4%
Multi-Family						
Units Listed	0	1	-100.0%	10	16	-37.5%
Units Sold	1	0	100.0%	6	2	200.0%
Sales Dollars	\$187,000	\$0	100.0%	\$1,097,500	\$525,000	109.0%
List/Sell Ratio	95.89%	0.00%	100.0%	90.46%	81.24%	11.3%
Days to Sell	36	0	100.0%	128	469	-72.7%
Active Inventory	4	8	-50.0%			
Average Price	\$187,000	\$0	100.0%	\$182,917	\$262,500	-30.3%
Median Price	\$187,000	\$0	100.0%	\$202,000	\$262,500	-23.0%
Mobile Homes						
Units Listed	6	9	-33.3%	147	149	-1.3%
Units Sold	4	4	0.0%	72	56	28.6%
Sales Dollars	\$117,000	\$93,000	25.8%	\$2,751,900	\$1,597,200	72.3%
List/Sell Ratio	80.70%	79.00%	2.2%	85.95%	82.30%	4.4%
Days to Sell	167	194	-13.9%	153	217	-29.5%
Active Inventory	59	84	-29.8%			
Average Price	\$29,250	\$23,250	25.8%	\$38,221	\$28,521	34.0%
Median Price	\$31,000	\$23,250	33.3%	\$34,000	\$27,500	23.6%
Residential						
Units Listed	22	21	4.8%	713	776	-8.1%
Units Sold	19	18	5.6%	462	404	14.4%
Sales Dollars	\$2,363,240	\$2,820,200	-16.2%	\$71,302,507	\$57,479,001	24.0%
List/Sell Ratio	90.08%	88.95%	1.3%	93.55%	92.84%	0.8%
Days to Sell	219	169	29.6%	132	154	-14.3%
Active Inventory	228	461	-50.5%			
Average Price	\$124,381	\$156,678	-20.6%	\$154,334	\$142,275	8.5%
Median Price	\$120,000	\$142,250	-15.6%	\$150,000	\$142,250	5.4%
Residential (Waterfront)						
Units Listed	1	10	-90.0%	87	123	-29.3%
Units Sold	1	2	-50.0%	54	65	-16.9%
Sales Dollars	\$400,000	\$507,900	-21.2%	\$17,979,500	\$15,400,674	16.7%
List/Sell Ratio	93.24%	102.22%	-8.8%	92.29%	90.80%	1.6%
Days to Sell	158	536	-70.5%	204	194	5.2%
Active Inventory	53	72	-26.4%			
Average Price	\$400,000	\$253,950	57.5%	\$332,954	\$236,933	40.5%
Median Price	\$400,000	\$253,950	57.5%	\$284,950	\$230,000	23.9%
SHUSWAP DIVISION - TOTALS						
Units Listed	66	75	-12.0%	1889	1988	-5.0%
Units Sold	54	41	31.7%	1073	891	20.4%
Sales Dollars	\$8,160,890	\$5,595,800	45.8%	\$161,382,369	\$120,876,305	33.5%
List/Sell Ratio	92.79%	85.13%	9.0%	92.02%	92.02%	0.0%
Days to Sell	267	277	-3.6%	228	222	2.7%
Active Inventory	1044	1721	-39.3%			

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

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 90000	1	71	6	61
90001 to 110000	0	54	1	33
110001 to 130000	2	89	3	62
130001 to 150000	4	98	3	70
150001 to 170000	4	104	1	68
170001 to 190000	2	88	1	59
190001 to 210000	0	36	1	26
210001 to 230000	3	42	0	26
230001 to 250000	0	31	1	15
250001 to 270000	0	19	0	19
270001 to 290000	0	15	0	4
290001 to 310000	0	10	0	3
310001 and over	4	27	0	4
Totals	20	684	17	450

Shuswap Division Lot Listing/Sales Analysis

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 30000	0	70	1	43
30001 to 40000	3	70	1	44
40001 to 50000	3	71	2	31
50001 to 60000	0	39	0	25
60001 to 70000	1	26	0	12
70001 to 80000	3	26	0	11
80001 to 90000	0	13	1	4
90001 and over	4	95	1	40
Totals	14	410	6	210