

SHUSWAP DIVISION MONTHLY STATISTICS

FOR

December 1st - 31st 2004

SHUSWAP DIVISION

STAT - O - GRAM

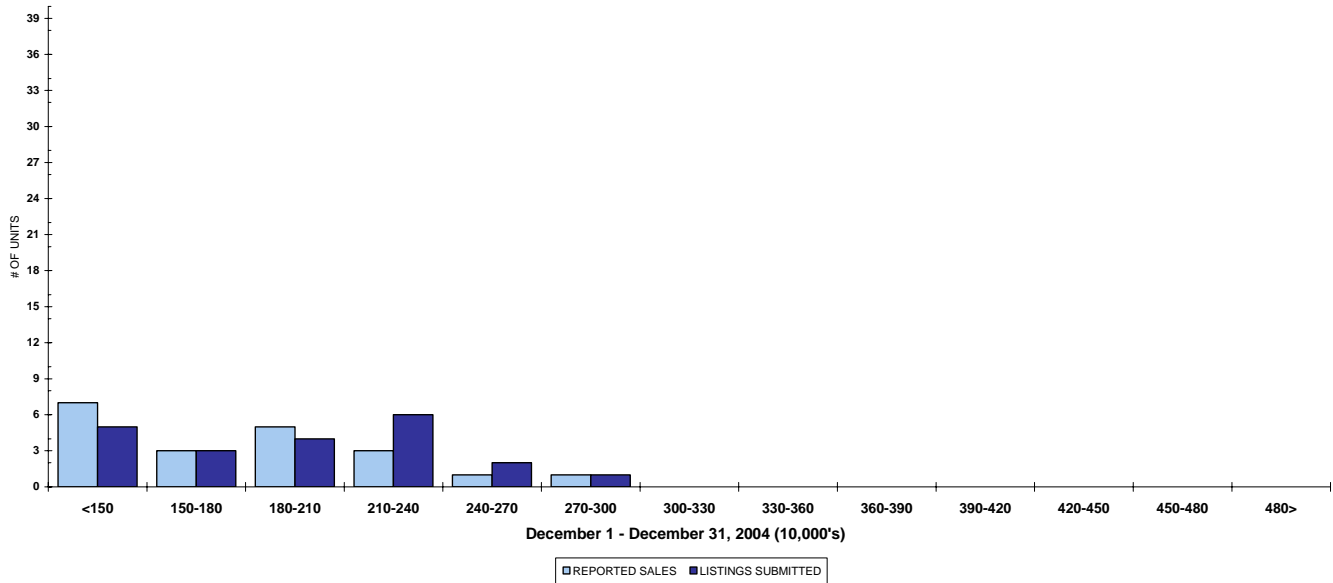
December 2004

QUICK SUMMARY

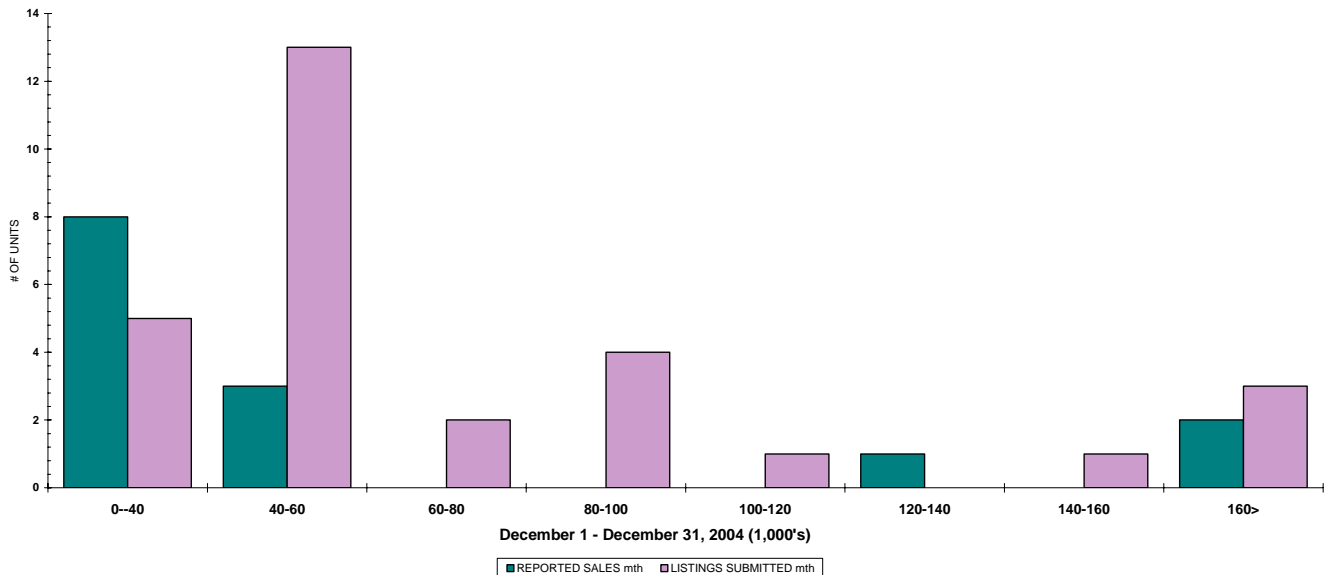
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	<u># of Units</u>	<u>\$ Value</u>	<u># of Units</u>	<u>\$ Value</u>	<u>Listings Taken</u>	<u>Inventory</u>
December 2004	59	\$9,7226,200	20	\$3,562,100	83	821
November 2004	77	\$14,686,550	32	\$6,598,050	132	931
December 2003	54	\$8,213,390	17	\$2,130,740	67	1,044

The Shuswap Zone has **85** Members. The average of listings-per-licensee is 9.6

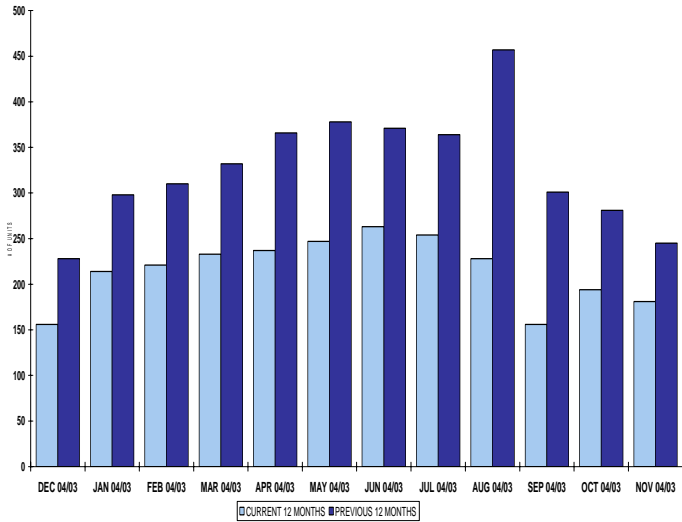
RESIDENTIAL LISTING & SALES ACTIVITY
SHUSWAP DIVISION (BY PRICE CATEGORY)



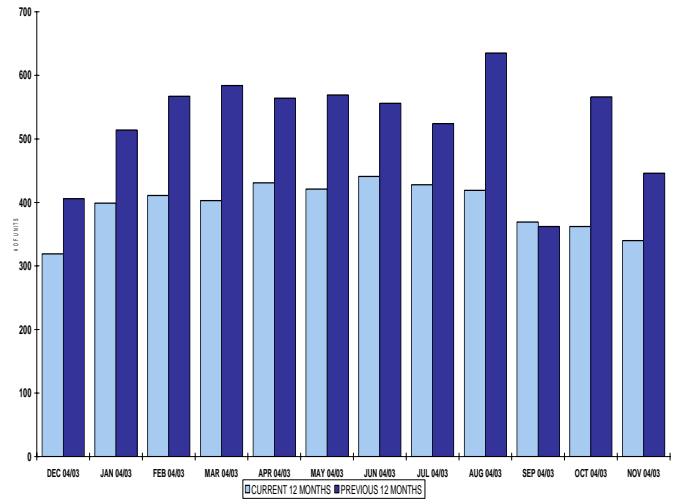
LOT LISTING & SALES ACTIVITY
SHUSWAP DIVISION (BY PRICE CATEGORY)



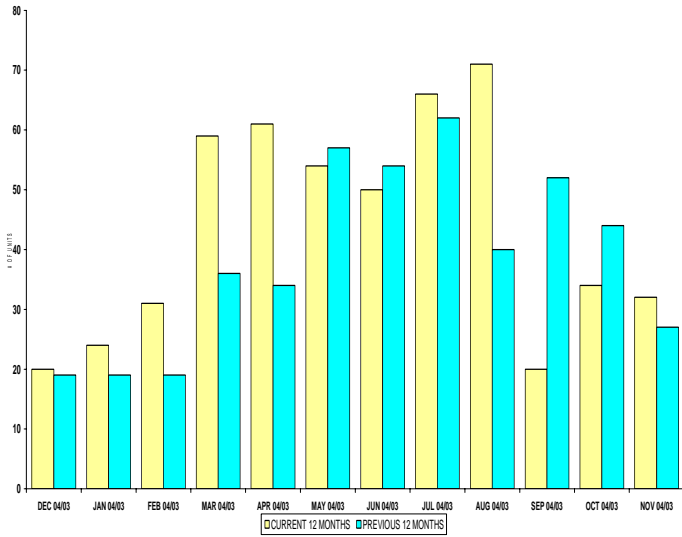
INVENTORY OF ACTIVE LISTINGS
RESIDENTIAL - SHUSWAP DIVISION



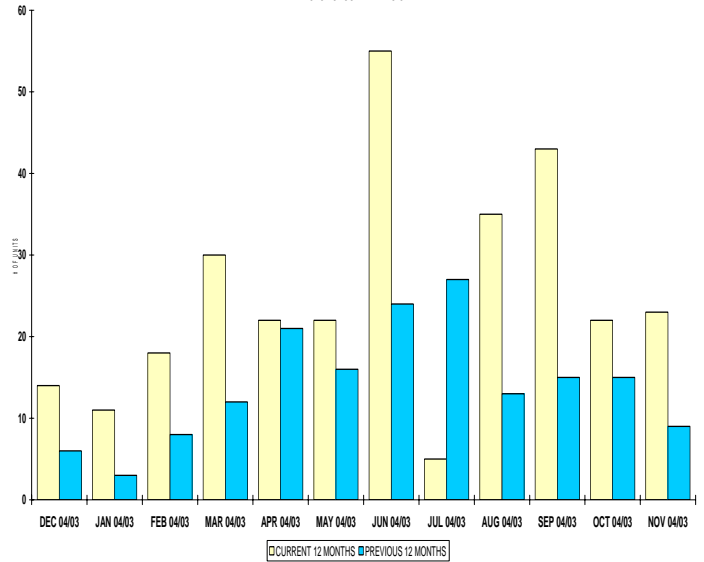
INVENTORY OF ACTIVE LISTINGS
LOTS - SHUSWAP DIVISION



NUMBER OF UNITS SOLD
RESIDENTIAL - SHUSWAP DIVISION



NUMBER OF UNITS SOLD
LOTS - SHUSWAP DIVISION



SHUSWAP DIVISION

December 2004

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	1	2	66	1.52%	173
ACREAGE/HOUSE	7	8	67	10.45%	86
LOTS	13	27	253	5.14%	216
RESIDENTIAL	20	20	156	12.82%	103
AVERAGE HOUSE PRICE \$178,105			MEDIAN HOUSE PRICE \$182,250		

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	375	398	-5.8%	8839	7315	20.8%
Units Sold	285	283	0.7%	5308	4958	7.1%
Sales Dollars	\$70,259,566	\$65,721,959	6.9%	\$1,341,127,159	\$1,062,661,535	26.2%
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	2296	1878	22.3%			

ZONE NO TOTALS

Units Listed	129	148	-12.8%	4013	3430	17.0%
Units Sold	142	108	31.5%	2761	2244	23.0%
Sales Dollars	\$44,190,593	\$24,496,150	80.4%	\$529,423,074	\$386,339,865	37.0%
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	1098	1190	-7.7%			

ZONE SH TOTALS

Units Listed	83	67	23.9%	2027	1847	9.7%
Units Sold	59	54	9.3%	1360	1042	30.5%
Sales Dollars	\$9,722,200	\$8,213,390	18.4%	\$223,847,131	\$156,396,019	43.1%
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	821	1044	-21.4%			

ZONE OB TOTALS

Units Listed	11	11	0.0%	181	176	2.8%
Units Sold	4	3	100.0%	58	27	114.8%
Sales Dollars	\$686,900	\$2,290,000	100.0%	\$20,710,779	\$16,988,700	21.9%
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	110	110	0.0%			

GRAND TOTALS

Units Listed	598	624	-4.2%	15060	12768	18.0%
Units Sold	490	448	9.4%	9487	8271	14.7%
Sales Dollars	\$124,859,259	\$100,721,499	24.0%	\$2,115,108,143	\$1,622,386,119	30.4%
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	4325	4222	2.4%			

LICENSEES

	TOTAL NUMBER OF LICENSEES December 31/04	TOTAL NUMBER OF LICENSEES December 31/03	CHANGE BY NUMBER	CHANGE BY %
ALL DIVISIONS	896	790	106	13.42%
CENTRAL OK DIV.	556	504	52	10.32%
NORTH OK DIV.	255	218	37	16.97%
SHUSWAP DIV.	85	68	17	25.00%
CURRENT MEMBERSHIP				
AGENT LICENSEES	80			
SALESPERSONS	742			
PROPERTY MANAGEMENT	8			
9:15 LICENCEE MEMBER	61			
EXEMPTION MEMBER	5			
TOTALS	896			

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Acreage						
Units Listed	2	4	-50.0%	111	95	16.8%
Units Sold	1	2	-50.0%	62	42	47.6%
Sales Dollars	\$137,000	\$199,500	-31.3%	\$7,082,450	\$3,699,985	91.4%
List/Sell \$ Ratio	98.56%	84.95%		86.46%	85.69%	
Days to Sell	173	35	394.3%	346	420	-17.6%
Active Inventory	66	87	-24.1%			
Average Price	\$137,000	\$99,750	37.3%	\$114,233	\$88,095	29.7%
Median Price	\$137,000	\$99,750	37.3%	\$68,750	\$74,250	-7.4%
Acreage with House						
Units Listed	8	9	-11.1%	235	210	11.9%
Units Sold	7	7	0.0%	138	119	16.0%
Sales Dollars	\$1,780,800	\$1,370,400	29.9%	\$37,237,200	\$25,772,142	44.5%
List/Sell \$ Ratio	96.26%	92.28%		94.00%	91.10%	
Days to Sell	86	259	-66.8%	178	206	-13.6%
Active Inventory	67	99	-32.3%			
Average Price	\$254,400	\$195,771	29.9%	\$269,835	\$216,573	24.6%
Median Price	\$250,000	\$203,000	23.2%	\$231,250	\$195,000	18.6%
Acreage (Waterfront)						
Units Listed	0	1	-100.0%	18	11	63.6%
Units Sold	1	0	100.0%	9	6	50.0%
Sales Dollars	\$435,000	\$0	100.0%	\$3,272,600	\$1,298,850	152.0%
List/Sell \$ Ratio	87.52%	0.00%		91.69%	92.17%	
Days to Sell	197	0	100.0%	129	255	-49.4%
Active Inventory	7	7	0.0%			
Average Price	\$435,000	\$0	100.0%	\$363,622	\$216,475	68.0%
Median Price	\$435,000	\$0	100.0%	\$365,000	\$97,500	274.4%
Business						
Units Listed	5	0	100.0%	71	49	44.9%
Units Sold	2	4	-50.0%	20	14	42.9%
Sales Dollars	\$370,000	\$877,500	-57.8%	\$10,045,000	\$6,049,000	66.1%
List/Sell \$ Ratio	87.71%	84.33%		86.27%	78.56%	
Days to Sell	581	320	81.6%	331	474	-30.2%
Active Inventory	39	43	-9.3%			
Average Price	\$185,000	\$219,375	-15.7%	\$502,250	\$432,071	16.2%
Median Price	\$185,000	\$222,000	-16.7%	\$374,250	\$304,250	23.0%
Condo (Townhouse)						
Units Listed	1	4	-75.0%	85	58	46.6%
Units Sold	1	5	-80.0%	56	55	1.8%
Sales Dollars	\$185,000	\$668,500	-72.3%	\$8,076,250	\$7,005,100	15.3%
List/Sell \$ Ratio	92.54%	99.02%		96.93%	96.44%	96.7%
Days to Sell	190	157	21.0%	77	164	-53.0%
Active Inventory	32	12	166.7%			
Average Price	\$185,000	\$133,700	38.4%	\$144,219	\$127,365	13.2%
Median Price	\$185,000	\$128,000	44.5%	\$132,400	\$124,000	6.8%
Condo (Apt)						
Units Listed	0	2	-100.0%	39	91	-57.1%
Units Sold	2	4	-50.0%	42	54	-22.2%
Sales Dollars	\$229,000	\$427,500	-46.4%	\$5,374,800	\$9,792,750	-45.1%
List/Sell \$ Ratio	98.07%	94.10%		96.32%	95.77%	
Days to Sell	40	311	-87.1%	148	173	-14.5%
Active Inventory	35	43	-18.6%			
Average Price	\$114,500	\$106,875	7.1%	\$127,971	\$181,347	-29.4%
Median Price	\$114,500	\$99,250	15.4%	\$97,000	\$167,500	-42.1%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	0	0	0.0%	15	9	66.7%
Units Sold	1	0	100.0%	8	4	100.0%
Sales Dollars	\$180,000	\$0	100.0%	\$1,149,400	\$623,000	84.5%
List/Sell \$ Ratio	96.00%	0.00%		93.42%	96.24%	
Days to Sell	13	0	100.0%	163	50	226.0%
Active Inventory	1	3	-66.7%			
Average Price	\$180,000	\$0	100.0%	\$143,675	\$155,750	-7.8%
Median Price	\$180,000	\$0	100.0%	\$136,500	\$161,500	-15.5%
Farms						
Units Listed	1	1	0.0%	19	11	72.7%
Units Sold	1	1	0.0%	7	2	250.0%
Sales Dollars	\$83,500	\$437,500	0.0%	\$2,991,500	\$1,037,500	188.3%
List/Sell \$ Ratio	84.34%	87.67%		87.47%	90.05%	
Days to Sell	9	584	0.0%	190	1278	-85.1%
Active Inventory	9	9	0.0%			
Average Price	\$83,500	\$437,500	0.0%	\$427,357	\$518,750	-17.6%
Median Price	\$83,500	\$437,500	0.0%	\$440,000	\$518,750	-15.2%
IC&I						
Units Listed	2	1	100.0%	46	37	24.3%
Units Sold	2	0	100.0%	15	9	66.7%
Sales Dollars	\$685,000	\$0	100.0%	\$3,589,692	\$1,643,738	118.4%
List/Sell \$ Ratio	89.77%	0.00%		93.50%	93.03%	
Days to Sell	195	0	100.0%	194	449	-56.8%
Active Inventory	33	34	-2.9%			
Average Price	\$342,500	\$0	100.0%	\$239,313	\$182,638	31.0%
Median Price	\$342,500	\$0	100.0%	\$189,000	\$175,000	8.0%
IC&I Land						
Units Listed	3	6	-50.0%	31	36	-13.9%
Units Sold	4	3	33.3%	16	10	60.0%
Sales Dollars	\$700,000	\$1,254,000	-44.2%	\$5,040,000	\$2,918,700	72.7%
List/Sell \$ Ratio	86.45%	86.32%		93.10%	95.30%	
Days to Sell	472	1132	-58.3%	581	723	-19.6%
Active Inventory	30	38	-21.1%			
Average Price	\$175,000	\$418,000	-58.1%	\$315,000	\$291,870	7.9%
Median Price	\$96,250	\$414,000	-76.8%	\$262,500	\$247,500	6.1%
Lots						
Units Listed	24	9	166.7%	328	280	17.1%
Units Sold	11	4	175.0%	210	142	47.9%
Sales Dollars	\$408,300	\$143,750	184.0%	\$8,723,040	\$6,228,306	40.1%
List/Sell \$ Ratio	90.36%	97.14%		91.75%	89.76%	
Days to Sell	314	129	143.4%	298	461	-35.4%
Active Inventory	233	293	-20.5%			
Average Price	\$37,118	\$35,938	3.3%	\$41,538	\$43,861	-5.3%
Median Price	\$37,000	\$38,625	-4.2%	\$39,000	\$39,900	-2.3%
Leases						
Units Listed	0	1	-100.0%	20	24	-16.7%
Units Sold	0	0	0.0%	5	4	25.0%
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	12	13	-7.7%			
Average Price	\$0	\$0	0.0%	\$41,405	\$46,110	-10.2%
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
Lots (Waterfront)						
Units Listed	3	0	100.0%	26	24	8.3%
Units Sold	1	0	100.0%	21	21	0.0%
Sales Dollars	\$260,000	\$0	100.0%	\$2,930,000	\$2,908,450	0.7%
List/Sell \$ Ratio	89.96%	0.00%		84.86%	88.59%	
Days to Sell	139	0	100.0%	1098	634	73.2%
Active Inventory	13	19	-31.6%			
Average Price	\$260,000	\$0	100.0%	\$139,524	\$138,498	0.7%
Median Price	\$260,000	\$0	100.0%	\$125,000	\$108,000	15.7%
Multi-Family						
Units Listed	1	1	0.0%	17	8	112.5%
Units Sold	1	1	0.0%	4	6	-33.3%
Sales Dollars	\$377,500	\$187,000	101.9%	\$1,125,400	\$1,097,500	2.5%
List/Sell \$ Ratio	89.13%	95.89%		96.25%	90.46%	
Days to Sell	85	36	136.1%	132	113	16.8%
Active Inventory	12	4	200.0%			
Average Price	\$377,500	\$187,000	101.9%	\$281,350	\$182,917	53.8%
Median Price	\$377,500	\$187,000	101.9%	\$311,500	\$202,000	54.2%
Mobile Homes						
Units Listed	6	6	0.0%	171	146	17.1%
Units Sold	3	4	-25.0%	112	72	55.6%
Sales Dollars	\$114,000	\$117,000	-2.6%	\$4,227,250	\$2,751,900	53.6%
List/Sell \$ Ratio	92.40%	80.70%		85.70%	85.95%	
Days to Sell	109	167	-34.7%	129	153	164.0%
Active Inventory	52	59	-11.9%			
Average Price	\$38,000	\$29,250	29.9%	\$37,743	\$38,221	-1.2%
Median Price	\$40,000	\$31,000	29.0%	\$90,700	\$34,000	166.8%
Recreational Property						
Units Listed	1	0	100.0%	21	24	-12.5%
Units Sold	1	1	100.0%	17	16	6.3%
Sales Dollars	\$215,000	\$0	100.0%	\$2,805,603	\$3,597,967	-22.0%
List/Sell \$ Ratio	86.03%	0.00%		90.64%	93.42%	
Days to Sell	565	0	100.0%	174	197	-11.7%
Active Inventory	7	0	100.0%			
Average Price	\$215,000	\$0	100.0%	\$165,035	\$224,873	-26.6%
Median Price	\$215,000	\$0	100.0%	\$131,500	\$156,750	-16.1%
Residential						
Units Listed	20	20	0.0%	711	669	6.3%
Units Sold	20	17	17.6%	563	431	30.6%
Sales Dollars	\$3,562,100	\$2,130,740	67.2%	\$97,603,648	\$67,609,490	44.4%
List/Sell \$ Ratio	92.06%	90.28%		96.08%	93.51%	
Days to Sell	103	224	-54.0%	124	130	-4.6%
Active Inventory	156	228	-31.6%			
Average Price	\$178,105	\$125,338	42.1%	\$173,363	\$156,867	10.5%
Median Price	\$182,250	\$120,000	51.9%	\$163,000	\$152,500	6.9%
Residential (Waterfront)						
Units Listed	6	2	200.0%	63	65	-3.1%
Units Sold	0	1	-100.0%	55	35	57.1%
Sales Dollars	\$0	\$400,000	-100.0%	\$22,366,275	\$12,177,200	83.7%
List/Sell \$ Ratio	84.63%	91.42%		94.01%	94.05%	
Days to Sell	25	87	-71.3%	184	206	-10.7%
Active Inventory	17	53	-67.9%			
Average Price	\$0	\$400,000	-100.0%	\$406,660	\$347,920	16.9%
Median Price	\$0	\$416,000	-100.0%	\$358,950	\$350,000	2.6%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
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	83	67	23.9%	2027	1847	9.7%
Units Sold	59	54	9.3%	1360	1042	30.5%
Sales Dollars	\$9,722,200	\$8,213,390	18.4%	\$223,847,131	\$156,396,019	43.1%
List/Sell Ratio	91.47%	91.73%		92.70%	91.86%	
Days to Sell	228	221	3.2%	197	230	-14.3%
Active Inventory	821	1044	-21.4%			

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 150000	5	243	7	232
150001 to 180000	3	121	3	111
180001 to 210000	4	108	5	85
210001 to 240000	6	91	3	60
240001 to 270000	2	57	1	31
270001 to 300000	1	26	1	19
300001 to 330000	0	28	0	15
330001 to 360000	0	15	0	8
360001 to 390000	0	10	0	3
390001 to 420000	0	5	0	0
420001 to 450000	0	1	0	2
450001 to 480000	0	1	0	0
480001 and over	0	10	0	0
Totals	21	716	20	566

Shuswap Division Lot Listing/Sales Analysis

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 40000	5	129	8	125
40001 to 60000	13	154	3	86
60001 to 80000	2	47	0	43
80001 to 100000	4	34	0	8
100001 to 120000	1	19	0	7
120001 to 140000	0	18	1	10
140001 to 160000	1	15	0	4
160001 and over	3	67	2	19
Totals	29	483	14	302