

# CENTRAL ZONE MONTHLY STATISTICS

FOR

July 1st - 31st, 2005

July Statistics Run August 4, 2005 10:10 a.m.

A New Property Type has been Added - Multi Family Triplex/Fourplex  
This is different from Multi Tenant 5 Plus Units  
Triplex and Fourplex Are entered under Residential

# CENTRAL OKANAGAN ZONE

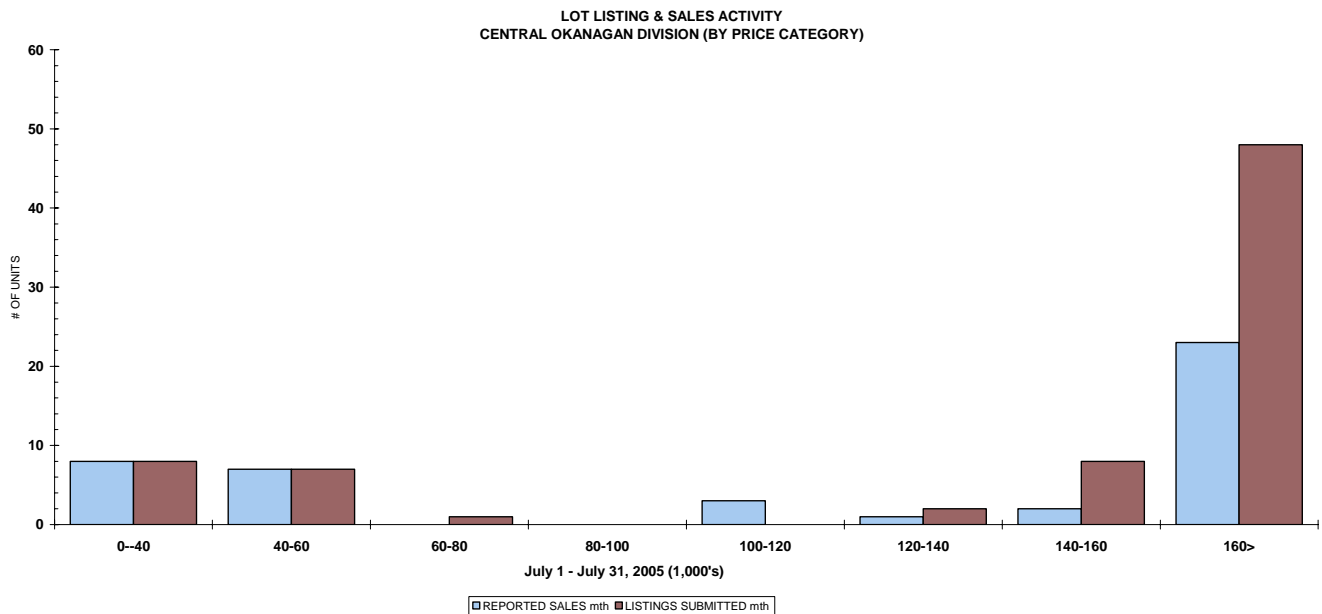
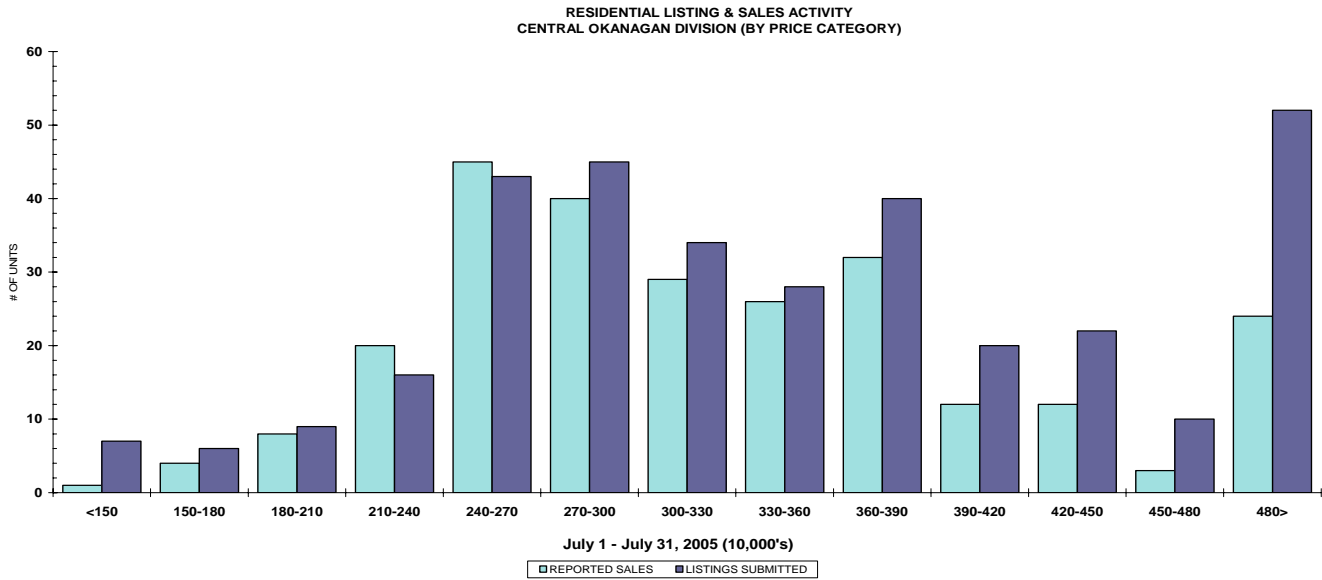
## STAT - O - GRAM

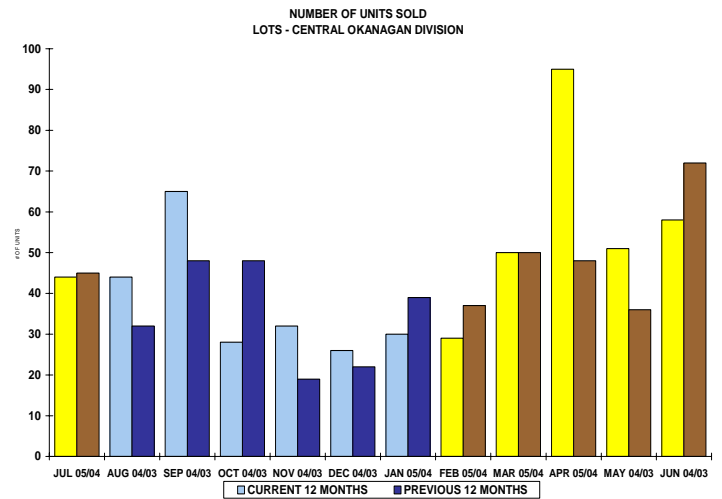
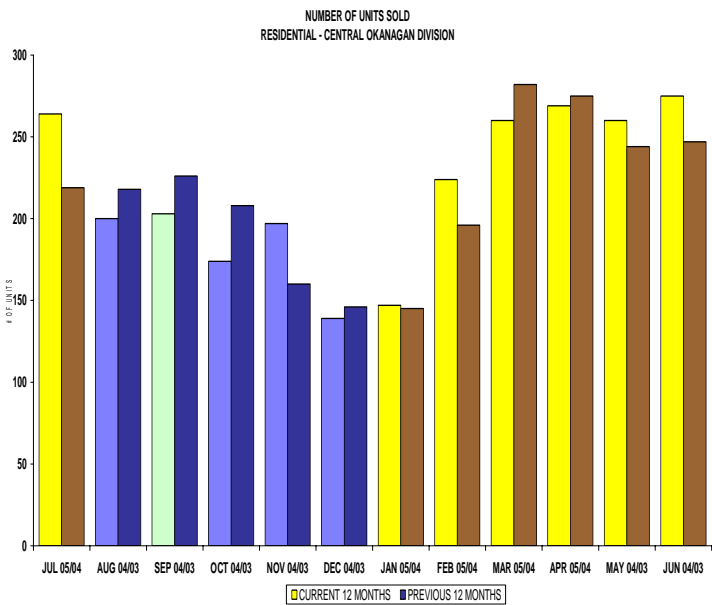
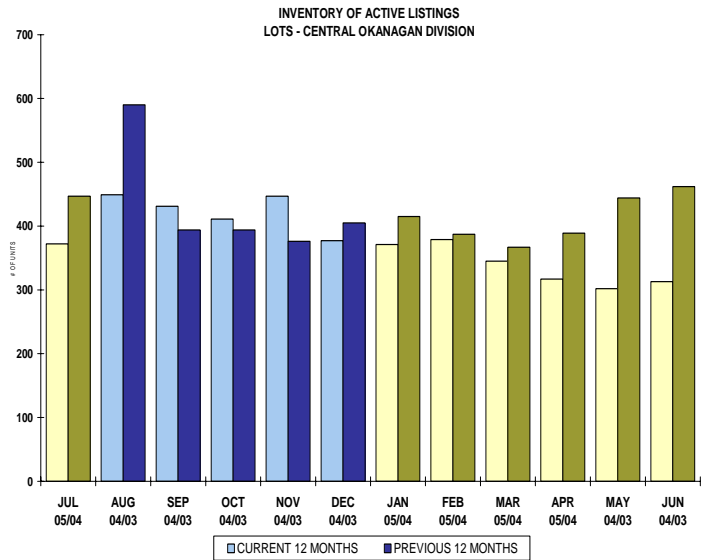
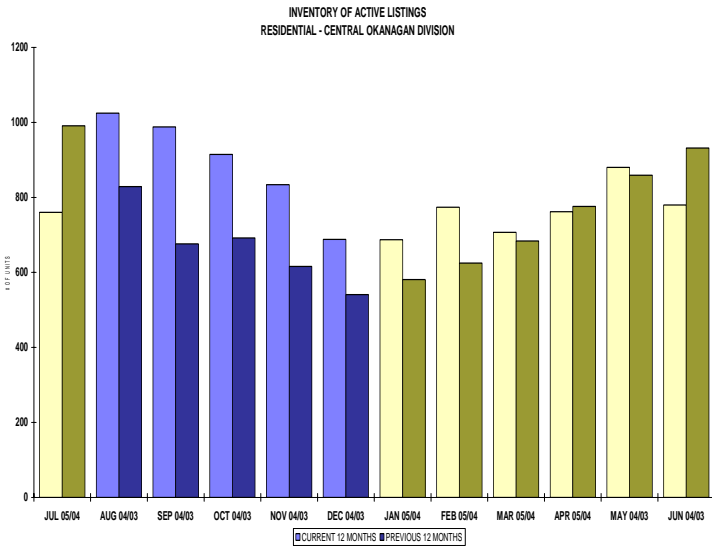
JULY 2005

### QUICK SUMMARY

	TOTAL SALES VOLUME		Residential Single Family SALES		TOTAL LISTINGS	
	<u># of Units</u>	<u>\$ Value</u>	<u># of Units</u>	<u>\$ Value</u>	<u>Listings Taken</u>	<u>Inventory</u>
July 2005	521	\$154,294,845	264	\$87,844,654	720	2,276
June 2005	586	\$171,908,008	275	\$91,873,014	857	2,273
July 2004	466	\$113,343,932	221	\$63,443,581	913	2,834

The Central Zone has **594** Members. The average number of listings-per-licensee is 3.8





**CENTRAL OKANAGAN ZONE**

**July 2005**

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
CONDO/APT	85	93	309	27.51%	80
CONDO/TWNHSE	51	72	210	24.29%	78
LOTS	44	74	372	11.83%	215
RESIDENTIAL	264	340	760	34.74%	62

**AVERAGE HOUSE PRICE \$332,745**

**MEDIAN HOUSE PRICE \$310,000**

Lots Include: Acreage, 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	720	913	-21.1%	5568	5457	2.0%
Units Sold	521	466	11.8%	3616	3340	8.3%
Sales Dollars	\$154,294,845	\$113,343,932	36.1%	\$1,013,906,082	\$825,132,960	22.9%
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	2276	2834	-19.7%			

### ZONE NO TOTALS

Units Listed	383	430	-10.9%	2569	2543	1.0%
Units Sold	241	248	-2.8%	1759	1707	3.0%
Sales Dollars	\$55,262,848	\$52,279,658	5.7%	\$384,478,508	\$317,553,933	21.1%
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	1082	1488	-27.3%			

### ZONE SH TOTALS

Units Listed	214	210	1.9%	1360	1319	3.1%
Units Sold	166	141	17.7%	868	815	6.5%
Sales Dollars	\$29,581,632	\$20,645,929	43.3%	\$152,333,414	\$134,130,312	13.6%
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	825	1185	-30.4%			

### ZONE OB TOTALS

Units Listed	20	17	17.6%	116	100	16.0%
Units Sold	4	11	100.0%	35	35	0.0%
Sales Dollars	\$2,235,900	\$3,196,547	100.0%	\$12,788,300	\$15,472,047	-17.3%
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	111	130	-14.6%			

### GRAND TOTALS

Units Listed	1337	1570	-14.8%	9613	9419	2.1%
Units Sold	932	866	7.6%	6278	5897	6.5%
Sales Dollars	\$241,375,225	\$189,466,066	27.4%	\$1,563,506,304	\$1,292,289,252	21.0%
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	4294	5637	-23.8%			

# LICENSEES

	TOTAL NUMBER OF LICENSEES July 31/05	TOTAL NUMBER OF LICENSEES July 31/04	CHANGE BY NUMBER	CHANGE BY %
ALL DIVISIONS	960	877	83	9.46%
CENTRAL OK DIV.	594	543	51	9.39%
NORTH OK DIV.	271	250	21	8.40%
SHUSWAP DIV.	95	84	11	13.10%
<b>CURRENT MEMBERSHIP</b>				
AGENT LICENSEES	82			
SALESPERSONS	808			
PROPERTY MANAGEMENT	9			
9:15 LICENCEE MEMBER	60			
EXEMPTION MEMBER	1			
<b>TOTALS</b>	<b>960</b>			

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	% + or -	THIS YEAR	LAST YEAR	% + or -
<b>Acreage</b>						
Units Listed	30	13	130.8%	94	84	11.9%
Units Sold	<b>4</b>	<b>5</b>	<b>-20.0%</b>	<b>35</b>	<b>51</b>	<b>-31.4%</b>
Sales Dollars	\$2,471,000	\$655,400	277.0%	\$17,112,020	\$12,355,750	38.5%
List/Sell \$ Ratio	91.16%	94.66%		93.37%	93.36%	
Days to Sell	177	97	82.5%	113	239	-52.7%
Active Inventory	63	71	-11.3%			
Average Price	\$617,750	\$131,080	371.3%	\$488,915	\$242,270	101.8%
Median Price	\$425,000	\$128,000	232.0%	\$363,000	\$210,000	72.9%
<b>Acreage with House</b>						
Units Listed	20	34	-41.2%	159	179	-11.2%
Units Sold	<b>13</b>	<b>11</b>	<b>18.2%</b>	<b>69</b>	<b>85</b>	<b>-18.8%</b>
Sales Dollars	\$8,549,500	\$5,191,500	64.7%	\$40,894,000	\$41,169,020	-0.7%
List/Sell \$ Ratio	94.26%	91.83%		94.10%	93.99%	
Days to Sell	91	139	-34.5%	143	108	32.4%
Active Inventory	95	127	-25.2%			
Average Price	\$657,654	\$471,955	39.3%	\$592,667	\$484,341	22.4%
Median Price	\$478,000	\$425,000	12.5%	\$478,000	\$385,000	24.2%
<b>Acreage (Waterfront)</b>						
Units Listed	1	2	100.0%	7	10	100.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>7</b>	<b>3</b>	<b>133.3%</b>
Sales Dollars	\$0	\$0	0.0%	\$4,820,000	\$4,010,000	20.2%
List/Sell \$ Ratio	0.00%	0.00%		96.83%	94.60%	
Days to Sell	0	0	100.0%	245	225	8.9%
Active Inventory	8	4	100.0%			
Average Price	\$0	\$0	100.0%	\$688,571	\$1,336,667	-48.5%
Median Price	\$0	\$0	100.0%	\$535,000	\$400,000	33.8%
<b>Business</b>						
Units Listed	6	18	-66.7%	101	95	6.3%
Units Sold	<b>1</b>	<b>3</b>	<b>-66.7%</b>	<b>20</b>	<b>22</b>	<b>-9.1%</b>
Sales Dollars	\$50,000	\$495,000	-89.9%	\$5,675,500	\$10,750,300	-47.2%
List/Sell \$ Ratio	76.92%	73.28%		81.25%	81.41%	
Days to Sell	169	83	103.6%	194	192	1.0%
Active Inventory	85	91	-6.6%			
Average Price	\$50,000	\$165,000	-69.7%	\$283,775	\$488,650	-41.9%
Median Price	\$50,000	\$60,000	-16.7%	\$79,500	\$46,250	71.9%
<b>Condo (Townhouse)</b>						
Units Listed	72	93	-22.6%	575	481	19.5%
Units Sold	<b>51</b>	<b>43</b>	<b>18.6%</b>	<b>410</b>	<b>322</b>	<b>27.3%</b>
Sales Dollars	\$15,075,730	\$9,587,650	57.2%	\$106,676,454	\$71,466,363	49.3%
List/Sell \$ Ratio	98.06%	97.38%		97.93%	97.63%	
Days to Sell	78	43	81.4%	77	57	35.1%
Active Inventory	210	188	11.7%			
Average Price	\$295,603	\$222,969	32.6%	\$260,186	\$221,945	17.2%
Median Price	\$253,000	\$189,000	33.9%	\$237,900	\$195,250	21.8%
<b>Condo (Apt)</b>						
Units Listed	93	168	-44.6%	812	799	1.6%
Units Sold	<b>85</b>	<b>78</b>	<b>9.0%</b>	<b>578</b>	<b>506</b>	<b>14.2%</b>
Sales Dollars	\$16,723,950	\$14,232,236	17.5%	\$117,609,654	\$102,059,626	15.2%
List/Sell \$ Ratio	96.71%	97.50%		97.05%	98.02%	
Days to Sell	80	36	122.2%	79	56	41.1%
Active Inventory	309	370	-16.5%			
Average Price	\$196,752	\$182,465	7.8%	\$203,477	\$201,699	0.9%
Median Price	\$181,500	\$171,668	5.7%	\$180,000	\$159,000	13.2%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Duplex</b>						
Units Listed	24	18	33.3%	164	147	11.6%
Units Sold	<b>10</b>	<b>13</b>	<b>-23.1%</b>	<b>96</b>	<b>94</b>	<b>2.1%</b>
Sales Dollars	\$3,091,900	\$3,000,250	3.1%	\$24,665,843	\$22,713,050	8.6%
List/Sell \$ Ratio	95.42%	96.73%		96.49%	97.01%	
Days to Sell	45	35	28.6%	45	40	12.5%
Active Inventory	52	56	-7.1%			
Average Price	\$309,190	\$230,788	34.0%	\$256,936	\$241,628	6.3%
Median Price	\$214,000	\$205,000	4.4%	\$205,500	\$199,000	3.3%
<b>Farms</b>						
Units Listed	3	9	-66.7%	56	45	24.4%
Units Sold	<b>3</b>	<b>1</b>	<b>200.0%</b>	<b>16</b>	<b>16</b>	<b>0.0%</b>
Sales Dollars	\$3,074,000	\$645,000	376.6%	\$11,016,200	\$13,449,400	-18.1%
List/Sell \$ Ratio	90.64%	92.73%		92.75%	92.13%	
Days to Sell	46	78	-41.0%	191	274	-30.3%
Active Inventory	40	48	-16.7%			
Average Price	\$1,024,667	\$645,000	58.9%	\$688,513	\$840,588	-18.1%
Median Price	\$1,225,000	\$645,000	89.9%	\$628,250	\$532,500	18.0%
<b>IC&amp;I</b>						
Units Listed	9	11	-18.2%	79	59	33.9%
Units Sold	<b>7</b>	<b>2</b>	<b>100.0%</b>	<b>39</b>	<b>24</b>	<b>62.5%</b>
Sales Dollars	\$2,464,900	\$2,348,000	5.0%	\$15,150,690	\$13,373,942	13.3%
List/Sell \$ Ratio	96.16%	98.00%		94.73%	95.87%	
Days to Sell	64	181	-64.6%	110	206	-46.6%
Active Inventory	48	66	-27.3%			
Average Price	\$352,129	\$0	#DIV/0!	\$388,479	\$557,248	-30.3%
Median Price	\$345,000	\$1,174,000	-70.6%	\$290,000	\$428,000	-32.2%
<b>IC&amp;I Land</b>						
Units Listed	3	4	-25.0%	22	19	15.8%
Units Sold	<b>0</b>	<b>1</b>	<b>-100.0%</b>	<b>14</b>	<b>16</b>	<b>-12.5%</b>
Sales Dollars	\$0	\$2,102,675	-100.0%	\$9,928,000	\$8,490,675	16.9%
List/Sell \$ Ratio	0.00%	95.16%		88.84%	91.24%	
Days to Sell	0	186	-100.0%	459	384	19.5%
Active Inventory	11	25	-56.0%			
Average Price	\$0	\$2,102,675	-100.0%	\$709,143	\$530,667	33.6%
Median Price	\$0	\$399,000	-100.0%	\$533,000	\$488,838	9.0%
<b>Lots</b>						
Units Listed	41	42	-2.4%	413	466	-11.4%
Units Sold	<b>39</b>	<b>42</b>	<b>-7.1%</b>	<b>314</b>	<b>285</b>	<b>10.2%</b>
Sales Dollars	\$6,950,068	\$4,492,950	54.7%	\$42,084,501	\$33,448,554	25.8%
List/Sell \$ Ratio	95.22%	92.43%		96.94%	95.68%	
Days to Sell	94	226	-58.4%	150	159	-5.7%
Active Inventory	290	361	-19.7%			
Average Price	\$178,207	\$106,975	66.6%	\$134,027	\$117,363	14.2%
Median Price	\$142,900	\$89,500	59.7%	\$119,900	\$99,000	21.1%
<b>Leases</b>						
Units Listed	12	25	-52.0%	89	133	-33.1%
Units Sold	<b>5</b>	<b>4</b>	<b>25.0%</b>	<b>44</b>	<b>35</b>	<b>25.7%</b>
Sales Dollars	\$558,143	\$708,590	-21.2%	\$3,478,305	\$2,773,292	25.4%
Days to Sell	149	192	-22.4%	199	192	3.6%
Active Inventory	127	186	-31.7%			
Average Price	\$111,629	\$177,148	-37.0%	\$79,052	\$79,237	-0.2%
Median Price	\$108,528	\$26,995	302.0%	\$51,413	\$36,281	41.7%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Lots (Waterfront)</b>						
Units Listed	2	1	100.0%	12	11	9.1%
Units Sold	<b>1</b>	<b>1</b>	<b>0.0%</b>	<b>5</b>	<b>6</b>	<b>-16.7%</b>
Sales Dollars	\$345,000	\$315,000	9.5%	\$1,937,000	\$3,688,100	-47.5%
List/Sell \$ Ratio	98.85%	85.15%		93.96%	93.25%	
Days to Sell	375	70	435.7%	217	101	114.9%
Active Inventory	11	11	0.0%			
Average Price	\$345,000	\$315,000	9.5%	\$387,400	\$614,683	-37.0%
Median Price	\$345,000	\$315,000	9.5%	\$345,000	\$522,500	-34.0%
<b>Multi-Family (5 Units and up)</b>						
Units Listed	0	2	-100.0%	20	17	17.6%
Units Sold	<b>1</b>	<b>0</b>	<b>100.0%</b>	<b>9</b>	<b>8</b>	<b>12.5%</b>
Sales Dollars	\$625,000	\$0	100.0%	\$5,628,300	\$2,919,000	92.8%
List/Sell \$ Ratio	98.81%	0.00%		95.99%	94.75%	
Days to Sell	26	0	100.0%	81	108	-25.0%
Active Inventory	4	11	-63.6%			
Average Price	\$625,000	\$0	100.0%	\$625,367	\$364,875	71.4%
Median Price	\$625,000	\$0	100.0%	\$447,300	\$365,000	22.5%
<b>Multi Plex (Triplex/Fourplex)</b>						
Units Listed	1	0	100.0%	1	0	100.0%
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	1	0	0.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
<b>Mobile Homes</b>						
Units Listed	47	55	-14.5%	303	319	-5.0%
Units Sold	<b>30</b>	<b>35</b>	<b>-14.3%</b>	<b>194</b>	<b>214</b>	<b>-9.3%</b>
Sales Dollars	\$1,405,000	\$1,810,100	-22.4%	\$11,642,599	\$11,671,599	-0.2%
List/Sell \$ Ratio	90.29%	88.68%		89.72%	90.77%	
Days to Sell	60	59	1.7%	68	67	1.5%
Active Inventory	101	140	-27.9%			
Average Price	\$46,833	\$51,717	-9.4%	\$60,013	\$52,130	15.1%
Median Price	\$41,000	\$46,000	-10.9%	\$45,500	\$44,000	3.4%
<b>Recreational Properties</b>						
Units Listed	5	8	-37.5%	39	30	30.0%
Units Sold	<b>2</b>	<b>1</b>	<b>100.0%</b>	<b>14</b>	<b>11</b>	<b>27.3%</b>
Sales Dollars	\$201,000	\$65,000	209.2%	\$3,069,800	\$2,405,900	27.6%
List/Sell \$ Ratio	88.03%	94.20%		92.77%	93.03%	
Days to Sell	120	57	110.5%	73	157	-53.5%
Active Inventory	14	20	-30.0%			
Average Price	\$100,500	\$65,000	54.6%	\$219,271	\$218,718	0.3%
Median Price	\$100,500	\$65,000	54.6%	\$135,500	\$193,000	-29.8%
<b>Residential</b>						
Units Listed	340	397	-14.4%	2541	2487	2.2%
Units Sold	<b>264</b>	<b>221</b>	<b>19.5%</b>	<b>1718</b>	<b>1621</b>	<b>6.0%</b>
Sales Dollars	\$87,844,654	\$63,443,581	38.5%	\$556,035,216	\$448,316,389	24.0%
List/Sell \$ Ratio	96.40%	96.06%		96.68%	96.81%	
Days to Sell	62	50	24.0%	61	49	24.5%
Active Inventory	760	991	-23.3%			
Average Price	\$332,745	\$287,075	15.9%	\$323,653	\$276,568	17.0%
Median Price	\$310,000	\$267,500	15.9%	\$299,500	\$258,000	16.1%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Residential (Waterfront)</b>						
Units Listed	11	11	0.0%	74	62	19.4%
Units Sold	<b>5</b>	<b>5</b>	<b>0.0%</b>	<b>33</b>	<b>21</b>	<b>57.1%</b>
Sales Dollars	\$4,865,000	\$4,251,000	14.4%	\$36,476,500	\$20,072,000	81.7%
List/Sell \$ Ratio	97.31%	94.28%		93.42%	93.76%	
Days to Sell	61	70	-12.9%	82	114	-28.1%
Active Inventory	36	45	-20.0%			
Average Price	\$973,000	\$850,200	14.4%	\$1,105,348	\$955,810	15.6%
Median Price	\$895,000	\$730,000	22.6%	\$930,000	\$900,000	3.3%
<b>Timeshares</b>						
Units Listed	0	2	-100.0%	7	14	-50.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>1</b>	<b>0</b>	<b>0.0%</b>
Sales Dollars	\$0	\$0	0.0%	\$5,500	\$0	100.0%
List/Sell \$ Ratio	0.00%	0.00%		84.61%	0.00%	
Days to Sell	0	0	0.0%	47	0	100.0%
Active Inventory	11	23	100.0%			
Average Price	\$0	\$0	0.0%	\$5,500	\$0	100.0%
Median Price	\$0	\$0	0.0%	\$5,500	\$0	100.0%
<b>CENTRAL OKANAGAN - TOTALS</b>						
Units Listed	720	913	-21.1%	5568	5457	2.0%
Units Sold	521	466	11.8%	3616	3340	8.3%
Sales Dollars	\$154,294,845	\$113,343,932	36.1%	\$1,013,906,082	\$825,132,960	22.9%
List/Sell Ratio	94.53%	95.53%		95.82%	96.00%	
Days to Sell	78	86	-9.3%	74	82	-9.8%
Active Inventory	2276	2834	-19.7%			

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 150000	7	16	1	14
150001 to 180000	6	32	4	35
180001 to 210000	9	56	8	67
210001 to 240000	16	194	20	209
240001 to 270000	43	364	45	265
270001 to 300000	45	341	40	263
300001 to 330000	34	279	29	232
330001 to 360000	28	242	26	156
360001 to 390000	40	240	32	131
390001 to 420000	20	161	12	90
420001 to 450000	22	154	12	57
450001 to 480000	10	70	3	32
480001 and over	52	338	24	117
<b>Totals</b>	<b>332</b>	<b>2487</b>	<b>256</b>	<b>1668</b>

Central Division Lot Listing/Sales Analysis

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 40000	8	43	8	41
40001 to 60000	7	16	7	10
60001 to 80000	1	5	0	3
80001 to 100000	0	35	0	38
100001 to 120000	0	79	3	73
120001 to 140000	2	41	1	53
140001 to 160000	8	52	2	34
160001 and over	48	255	23	109
<b>Totals</b>	<b>74</b>	<b>526</b>	<b>44</b>	<b>361</b>

## Central Zone Residential Sub Area Average Prices - May to July 2005

### Residential Single Family Only

■ May 
 ■ Jun 
 ▲ Jul

