

**CENTRAL ZONE
MONTHLY STATISTICS**

FOR

January 1st - 31st, 2005

CENTRAL OKANAGAN ZONE

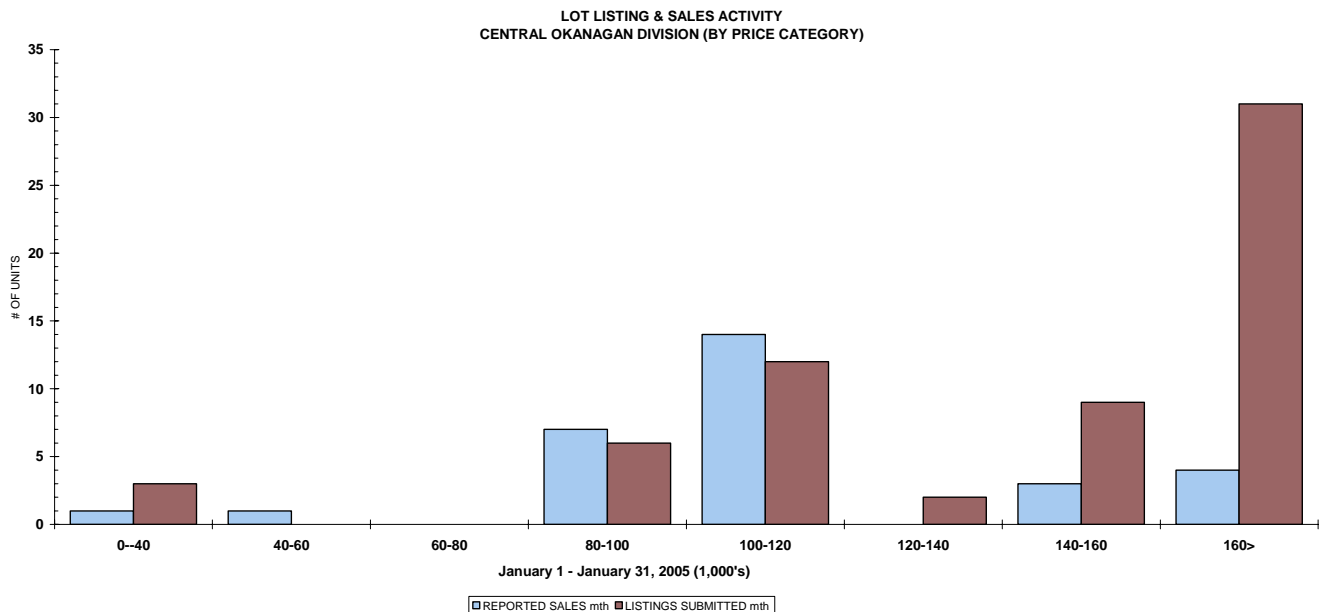
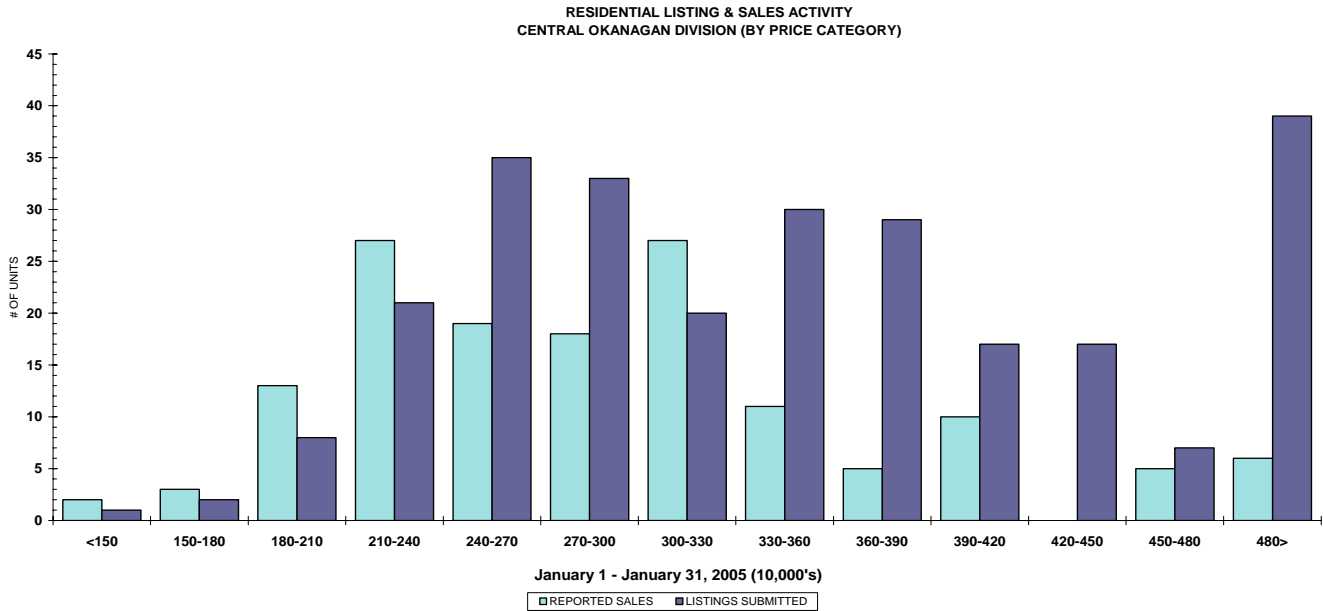
STAT - O - GRAM

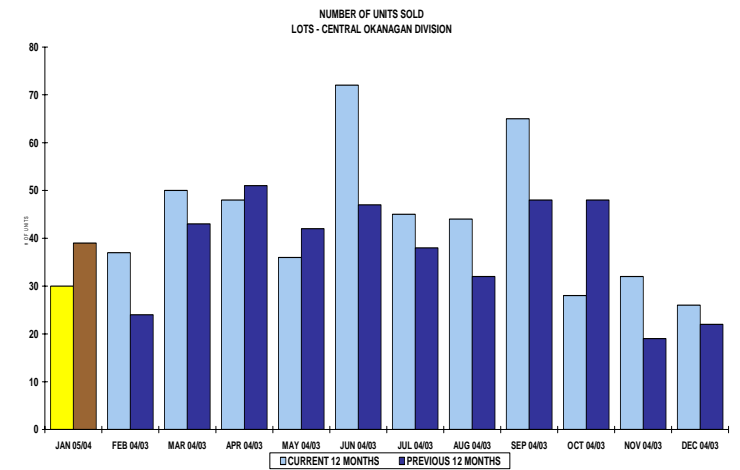
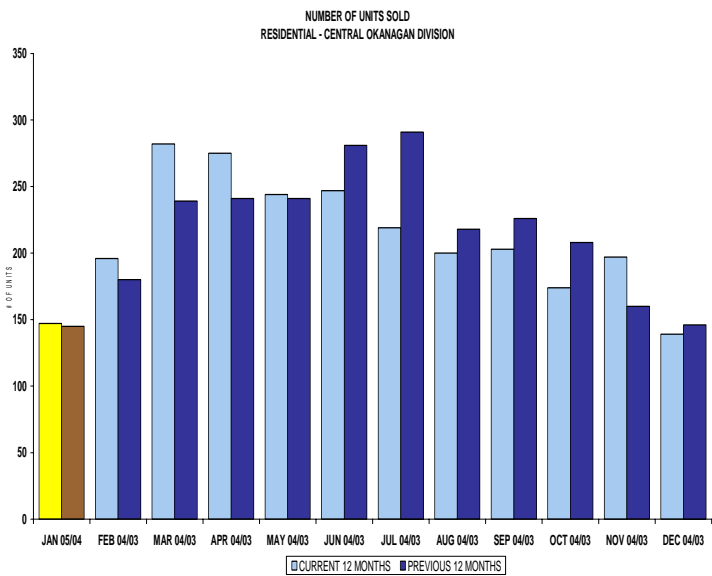
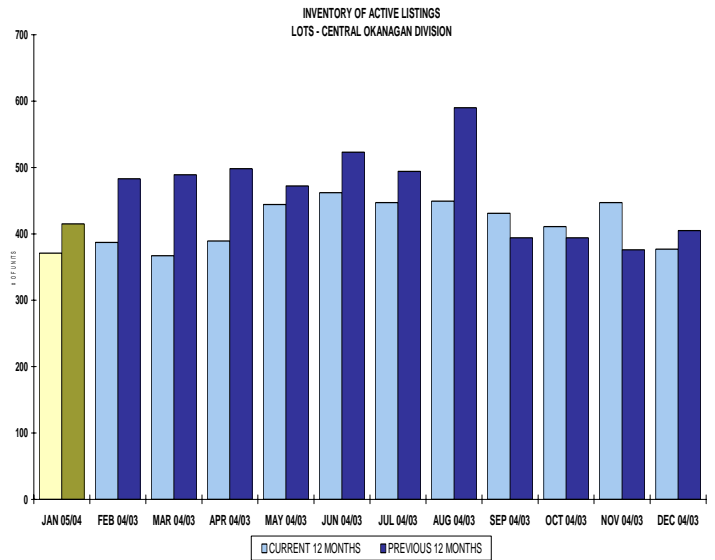
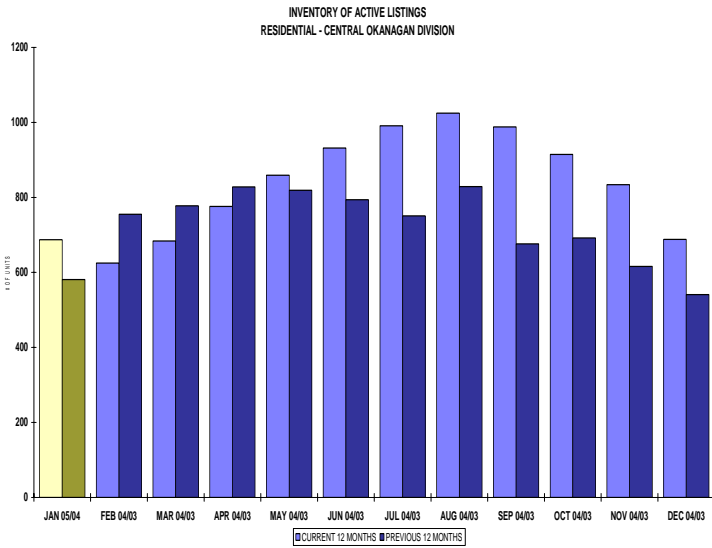
January 2005

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>
January 2005	328	\$82,520,278	147	\$45,247,900	605	2,313
December 2004	281	\$69,139,166	139	\$39,941,850	375	2,296
January 2004	313	\$72,060,341	145	\$37,581,800	608	1,985

The Central Zone has **563** Members. The average number of listings-per-licensee is 4.1





CENTRAL OKANAGAN ZONE

January 2005

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
CONDO/APT	55	103	410	13.41%	90
CONDO/TWNHSE	28	56	247	11.34%	71
LOTS	30	63	371	8.09%	98
RESIDENTIAL	147	254	687	21.40%	92

AVERAGE HOUSE PRICE \$307,809

MEDIAN HOUSE PRICE \$285,000

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	605	617	-1.9%	605	617	-1.9%
Units Sold	328	313	4.8%	328	313	4.8%
Sales Dollars	\$82,520,279	\$72,060,341	14.5%	\$82,520,279	\$72,060,341	14.5%
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	2313	1985	16.5%			

ZONE NO TOTALS

Units Listed	303	246	23.2%	303	246	23.2%
Units Sold	152	156	-2.6%	152	156	-2.6%
Sales Dollars	\$26,161,673	\$24,228,062	8.0%	\$26,161,673	\$24,228,062	8.0%
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	1139	1197	-4.8%			

ZONE SH TOTALS

Units Listed	98	167	-41.3%	98	167	-41.3%
Units Sold	56	61	-8.2%	56	60	-6.7%
Sales Dollars	\$8,093,926	\$8,431,050	-4.0%	\$8,093,926	\$8,431,050	-4.0%
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	834	1026	-18.7%			

ZONE OB TOTALS

Units Listed	11	10	10.0%	16	20	-20.0%
Units Sold	3	2	100.0%	7	3	133.3%
Sales Dollars	\$998,000	\$287,500	100.0%	\$5,853,150	\$1,362,500	329.6%
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	108	117	-7.7%			

GRAND TOTALS

Units Listed	1017	1040	-2.2%	1022	1050	-2.7%
Units Sold	539	532	1.3%	543	532	2.1%
Sales Dollars	\$117,773,878	\$105,006,953	12.2%	\$122,629,028	\$106,081,953	15.6%
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	4394	4325	1.6%			

LICENSEES

	TOTAL NUMBER OF LICENSEES January 31/05	TOTAL NUMBER OF LICENSEES January 31/04	CHANGE BY NUMBER	CHANGE BY %
ALL DIVISIONS	910	801	109	13.61%
CENTRAL OK DIV.	563	506	57	11.26%
NORTH OK DIV.	258	226	32	14.16%
SHUSWAP DIV.	88	69	19	27.54%

CURRENT MEMBERSHIP

AGENT LICENSEES	84
SALESPERSONS	756
PROPERTY MANAGEMENT	8
9:15 LICENCEE MEMBER	61
EXEMPTION MEMBER	1
TOTALS	910

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	% + or -	THIS YEAR	LAST YEAR	% + or -
Acreage						
Units Listed	8	11	-27.3%	8	11	-27.3%
Units Sold	2	7	-71.4%	2	7	-71.4%
Sales Dollars	\$405,000	\$1,379,900	-70.7%	\$405,000	\$1,379,900	-70.7%
List/Sell \$ Ratio	90.30%	94.22%		90.30%	94.22%	
Days to Sell	143	299	-52.2%	143	299	-52.2%
Active Inventory	49	59	-16.9%			
Average Price	\$202,500	\$197,129	2.7%	\$202,500	\$197,129	2.7%
Median Price	\$202,500	\$210,000	-3.6%	\$202,500	\$210,000	-3.6%
Acreage with House						
Units Listed	12	24	-50.0%	12	24	-50.0%
Units Sold	7	7	0.0%	7	7	0.0%
Sales Dollars	\$3,184,500	\$6,116,500	-47.9%	\$3,184,500	\$6,116,500	-47.9%
List/Sell \$ Ratio	91.42%	96.29%		91.42%	96.29%	
Days to Sell	174	126	38.1%	174	126	38.1%
Active Inventory	74	93	-20.4%			
Average Price	\$454,929	\$873,786	-47.9%	\$454,929	\$873,786	-47.9%
Median Price	\$439,500	\$450,000	-2.3%	\$439,500	\$450,000	-2.3%
Acreage (Waterfront)						
Units Listed	2	0	100.0%	2	0	100.0%
Units Sold	0	1	-100.0%	0	1	-100.0%
Sales Dollars	\$0	\$3,425,000	-100.0%	\$0	\$3,425,000	-100.0%
List/Sell \$ Ratio	0.00%	97.85%		0.00%	97.85%	
Days to Sell	0	235	0.0%	0	235	-100.0%
Active Inventory	12	6	100.0%			
Average Price	\$0	\$3,425,000	-100.0%	\$0	\$3,425,000	-100.0%
Median Price	\$0	\$3,425,000	-100.0%	\$0	\$3,425,000	-100.0%
Business						
Units Listed	8	19	-57.9%	8	19	-57.9%
Units Sold	5	2	150.0%	5	2	150.0%
Sales Dollars	\$837,500	\$205,000	308.5%	\$837,500	\$205,000	308.5%
List/Sell \$ Ratio	71.99%	80.59%		71.99%	80.59%	
Days to Sell	235	83	183.1%	235	83	183.1%
Active Inventory	72	91	-20.9%			
Average Price	\$167,500	\$102,500	63.4%	\$167,500	\$102,500	63.4%
Median Price	\$57,500	\$102,500	-43.9%	\$57,500	\$102,500	-43.9%
Condo (Townhouse)						
Units Listed	56	57	-1.8%	56	57	-1.8%
Units Sold	28	31	-9.7%	28	31	-9.7%
Sales Dollars	\$6,412,200	\$6,830,000	-6.1%	\$6,412,200	\$6,830,000	-6.1%
List/Sell \$ Ratio	97.59%	98.38%		97.59%	98.37%	
Days to Sell	71	76	-6.6%	71	76	-6.6%
Active Inventory	247	94	162.8%			
Average Price	\$229,007	\$220,323	3.9%	\$229,007	\$220,323	3.9%
Median Price	\$214,250	\$190,000	12.8%	\$214,250	\$190,000	12.8%
Condo (Apt)						
Units Listed	103	74	39.2%	103	74	39.2%
Units Sold	55	45	22.2%	55	45	22.2%
Sales Dollars	\$12,283,783	\$6,918,000	77.6%	\$12,283,783	\$6,918,000	77.6%
List/Sell \$ Ratio	96.79%	97.69%		96.79%	97.69%	
Days to Sell	90	116	-22.4%	90	116	-22.4%
Active Inventory	410	200	105.0%			
Average Price	\$223,342	\$153,733	45.3%	\$223,342	\$153,733	45.3%
Median Price	\$190,600	\$149,000	27.9%	\$190,600	\$149,000	27.9%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	18	16	12.5%	18	16	12.5%
Units Sold	11	7	57.1%	11	7	57.1%
Sales Dollars	\$2,281,400	\$1,384,800	64.7%	\$2,281,400	\$1,384,800	64.7%
List/Sell \$ Ratio	95.49%	96.92%		95.49%	96.92%	
Days to Sell	63	85	-25.9%	63	85	-25.9%
Active Inventory	39	28	39.3%			
Average Price	\$207,400	\$197,829	4.8%	\$207,400	\$197,829	4.8%
Median Price	\$195,000	\$174,000	12.1%	\$195,000	\$174,000	12.1%
Farms						
Units Listed	4	7	-42.9%	4	7	-42.9%
Units Sold	2	2	0.0%	2	2	0.0%
Sales Dollars	\$1,191,000	\$1,275,000	-6.6%	\$1,191,000	\$1,275,000	-6.6%
List/Sell \$ Ratio	89.45%	88.64%		89.45%	88.64%	
Days to Sell	171	303	-43.6%	171	303	-43.6%
Active Inventory	32	41	-22.0%			
Average Price	\$595,500	\$637,500	-6.6%	\$595,500	\$637,500	-6.6%
Median Price	\$595,500	\$637,500	-6.6%	\$595,500	\$637,500	-6.6%
IC&I						
Units Listed	4	7	-42.9%	4	7	-42.9%
Units Sold	2	2	0.0%	2	2	0.0%
Sales Dollars	\$990,000	\$866,500	14.3%	\$990,000	\$866,500	14.3%
List/Sell \$ Ratio	98.83%	90.93%		98.83%	90.93%	
Days to Sell	41	467	-91.2%	41	467	-91.2%
Active Inventory	51	66	-22.7%			
Average Price	\$495,000	\$433,250	14.3%	\$495,000	\$433,250	14.3%
Median Price	\$495,000	\$433,250	14.3%	\$495,000	\$433,250	14.3%
IC&I Land						
Units Listed	3	3	0.0%	3	3	0.0%
Units Sold	3	2	50.0%	3	2	50.0%
Sales Dollars	\$1,242,000	\$585,000	112.3%	\$1,242,000	\$585,000	112.3%
List/Sell \$ Ratio	98.24%	100.00%		91.65%	92.38%	
Days to Sell	598	678	-11.8%	598	678	-11.8%
Active Inventory	23	39	-41.0%			
Average Price	\$414,000	\$292,500	41.5%	\$414,000	\$292,500	41.5%
Median Price	\$500,000	\$292,500	70.9%	\$500,000	\$292,500	70.9%
Lots						
Units Listed	53	85	-37.6%	53	85	-37.6%
Units Sold	27	36	-25.0%	27	36	-25.0%
Sales Dollars	\$3,034,393	\$4,382,000	-30.8%	\$3,034,393	\$4,382,000	-30.8%
List/Sell \$ Ratio	94.02%	99.22%		94.02%	99.22%	
Days to Sell	121	190	-36.3%	121	190	-36.3%
Active Inventory	306	342	-10.5%			
Average Price	\$112,385	\$121,722	-7.7%	\$112,385	\$121,722	-7.7%
Median Price	\$110,000	\$99,900	10.1%	\$110,000	\$99,900	10.1%
Leases						
Units Listed	16	30	-46.7%	16	30	-46.7%
Units Sold	6	4	50.0%	6	4	50.0%
Sales Dollars	\$382,633	\$223,941	70.9%	\$382,633	\$223,941	70.9%
Days to Sell	211	210	0.5%	212	210	1.0%
Active Inventory	162	187	-13.4%			
Average Price	\$63,772	\$55,985	13.9%	\$63,772	\$55,985	13.9%
Median Price	\$34,204	\$55,408	-38.3%	\$34,204	\$55,408	-38.3%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots (Waterfront)						
Units Listed	0	0	0.0%	0	0	0.0%
Units Sold	1	0	100.0%	1	0	100.0%
Sales Dollars	\$305,000	\$0	100.0%	\$305,000	\$0	100.0%
List/Sell \$ Ratio	80.47%	0.00%		80.47%	0.00%	
Days to Sell	130	0	100.0%	130	0	100.0%
Active Inventory	4	8	-50.0%			
Average Price	\$305,000	\$0	100.0%	\$305,000	\$0	100.0%
Median Price	\$305,000	\$0	100.0%	\$305,000	\$0	100.0%
Multi-Family						
Units Listed	3	1	200.0%	3	1	200.0%
Units Sold	0	1	-100.0%	0	1	-100.0%
Sales Dollars	\$0	\$245,000	-100.0%	\$0	\$245,000	-100.0%
List/Sell \$ Ratio	0.00%	94.25%		0.00%	94.25%	
Days to Sell	0	336	-100.0%	0	336	-100.0%
Active Inventory	13	9	44.4%			
Average Price	\$0	\$245,000	-100.0%	\$0	\$245,000	-100.0%
Median Price	\$0	\$245,000	-100.0%	\$0	\$245,000	-100.0%
Mobile Homes						
Units Listed	35	34	2.9%	35	34	2.9%
Units Sold	25	19	31.6%	25	19	31.6%
Sales Dollars	\$1,416,000	\$851,500	66.3%	\$1,416,000	\$851,500	66.3%
List/Sell \$ Ratio	88.69%	92.62%		88.69%	92.62%	
Days to Sell	83	59	40.7%	83	59	40.7%
Active Inventory	72	109	-33.9%			
Average Price	\$56,640	\$44,816	26.4%	\$56,640	\$52,130	8.7%
Median Price	\$52,000	\$37,000	40.5%	\$52,000	\$37,000	40.5%
Recreational Properties						
Units Listed	20	4	400.0%	20	4	400.0%
Units Sold	5	2	100.0%	5	2	150.0%
Sales Dollars	\$1,176,900	\$419,000	180.9%	\$1,176,900	\$419,000	180.9%
List/Sell \$ Ratio	93.37%	98.85%		93.37%	98.85%	
Days to Sell	106	187	100.0%	106	187	-43.3%
Active Inventory	22		0.0%			
Average Price	\$235,380	\$209,500	12.4%	\$235,380	\$209,500	12.4%
Median Price	\$178,500	\$209,500	-14.8%	\$178,500	\$209,500	-14.8%
Residential						
Units Listed	254	240	5.8%	254	240	5.8%
Units Sold	147	145	1.4%	147	145	1.4%
Sales Dollars	\$45,247,970	\$36,953,200	22.4%	\$45,247,970	\$36,953,200	22.4%
List/Sell \$ Ratio	95.54%	97.24%		95.54%	97.24%	
Days to Sell	92	55	67.3%	92	55	67.3%
Active Inventory	687	581	18.2%			
Average Price	\$307,809	\$254,850	20.8%	\$307,809	\$254,850	20.8%
Median Price	\$285,000	\$243,000	17.3%	\$285,000	\$243,000	17.3%
Residential (Waterfront)						
Units Listed	4	5	-20.0%	4	5	-20.0%
Units Sold	2	0	100.0%	2	0	100.0%
Sales Dollars	\$2,130,000	\$0	100.0%	\$2,130,000	\$0	100.0%
List/Sell \$ Ratio	85.90%	0.00%		85.90%	0.00%	
Days to Sell	90	0	100.0%	90	0	100.0%
Active Inventory	28	32	-12.5%			
Average Price	\$1,065,000	\$0	100.0%	\$1,065,000	\$0	100.0%
Median Price	\$1,065,000	\$0	100.0%	\$1,065,000	\$0	100.0%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Timeshares						
Units Listed	2	0	100.0%	2	0	100.0%
Units Sold	0	0	0.0%	0	0	0.0%
Sales Dollars	\$0	\$0	100.0%	\$0	\$0	100.0%
List/Sell \$ Ratio	0.00%	0.00%		0.00%	0.00%	
Days to Sell	0	0	100.0%	194	0	100.0%
Active Inventory	10	0	100.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%

CENTRAL OKANAGAN - TOTALS

Units Listed	605	617	-1.9%	605	617	-1.9%
Units Sold	328	313	4.8%	328	313	4.8%
Sales Dollars	\$82,520,279	\$72,060,341	14.5%	\$82,520,279	\$72,060,341	14.5%
List/Sell Ratio	94.53%	95.53%		95.82%	96.00%	
Days to Sell	78	86	-9.3%	74	82	-9.8%
Active Inventory	2313	1985	16.5%			

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 150000	1	1	2	2
150001 to 180000	2	2	3	3
180001 to 210000	8	8	13	13
210001 to 240000	21	21	27	27
240001 to 270000	35	35	19	19
270001 to 300000	33	33	18	18
300001 to 330000	20	20	27	27
330001 to 360000	30	30	11	11
360001 to 390000	29	29	5	5
390001 to 420000	17	17	10	10
420001 to 450000	17	17	0	0
450001 to 480000	7	7	5	5
480001 and over	39	39	6	6
Totals	259	259	146	146

Central Division Lot Listing/Sales Analysis

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 40000	3	3	1	1
40001 to 60000	0	0	1	1
60001 to 80000	0	0	0	0
80001 to 100000	6	6	7	7
100001 to 120000	12	12	14	14
120001 to 140000	2	2	0	0
140001 to 160000	9	9	3	3
160001 and over	31	31	4	4
Totals	63	63	30	30