

# CENTRAL ZONE MONTHLY STATISTICS

FOR

February 1st - 28th, 2005

February Statistics Run March 4, 2005 2:30 p.m.

# CENTRAL OKANAGAN ZONE

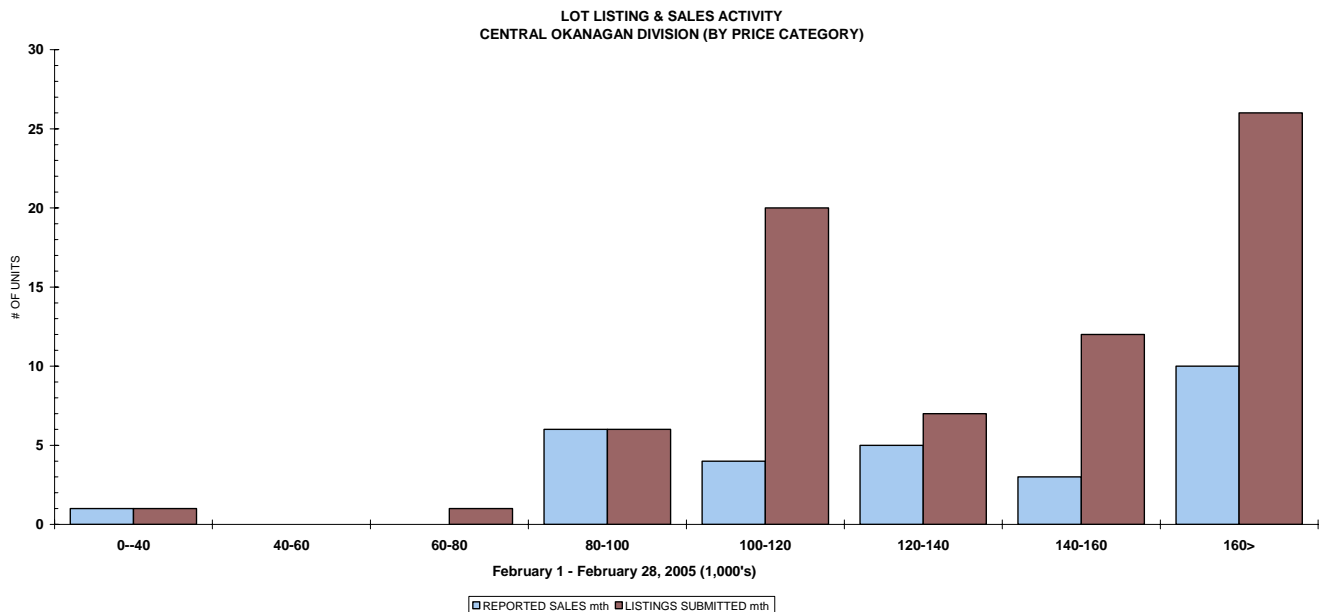
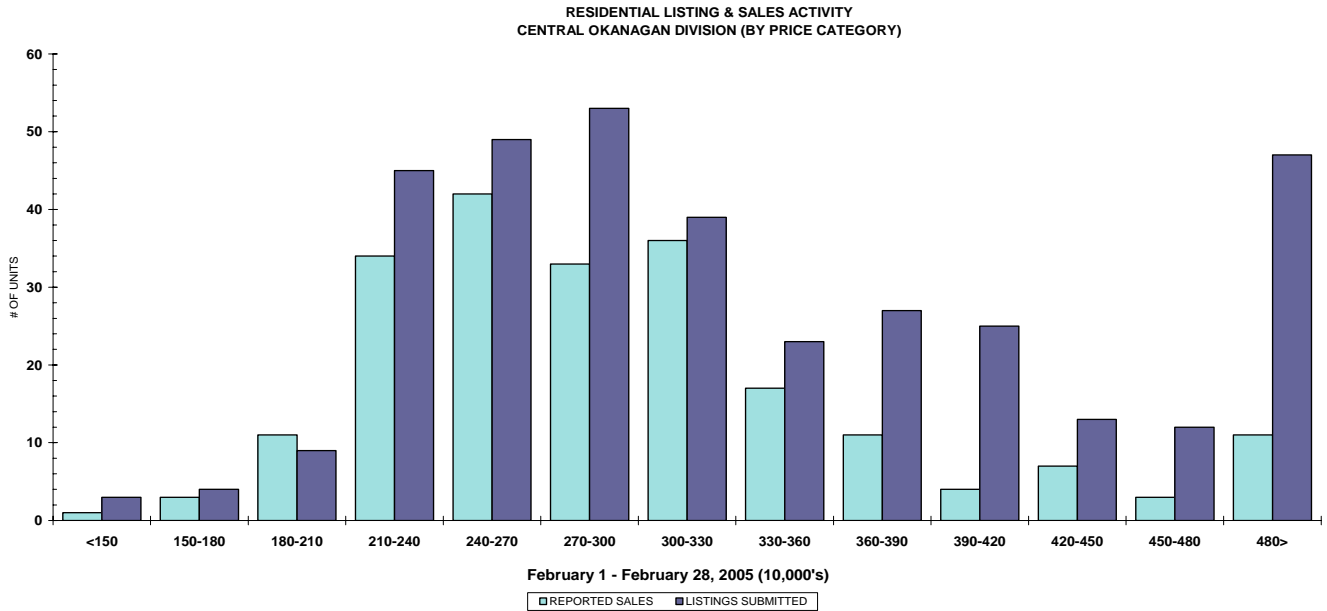
## STAT - O - GRAM

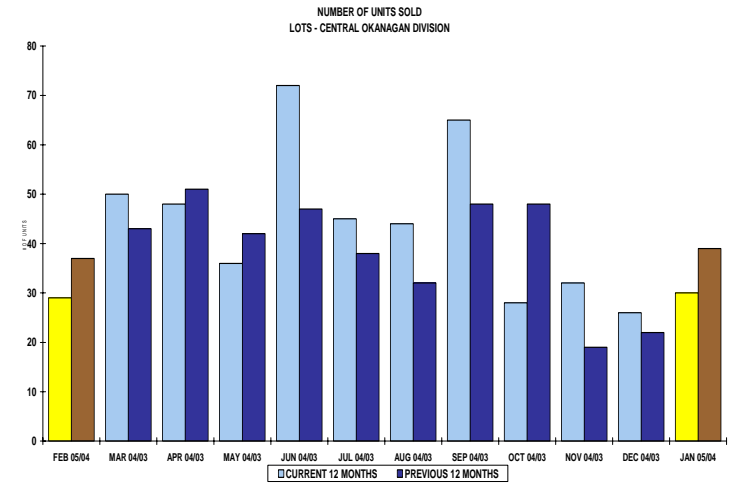
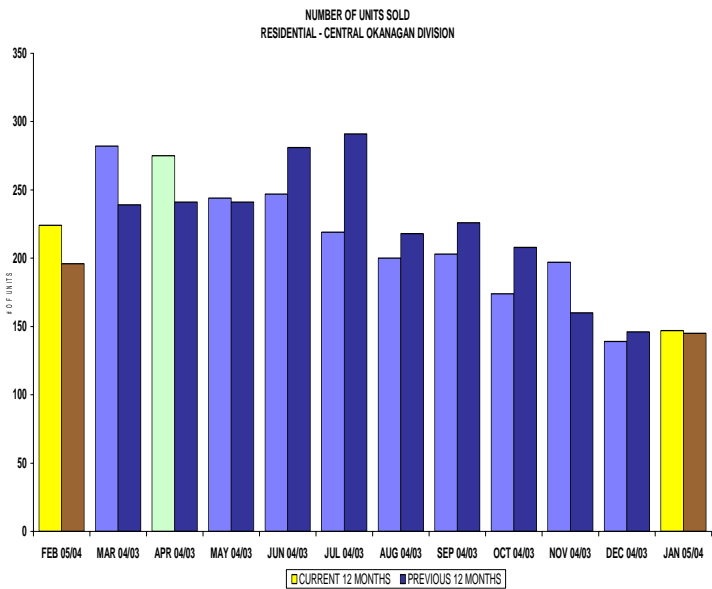
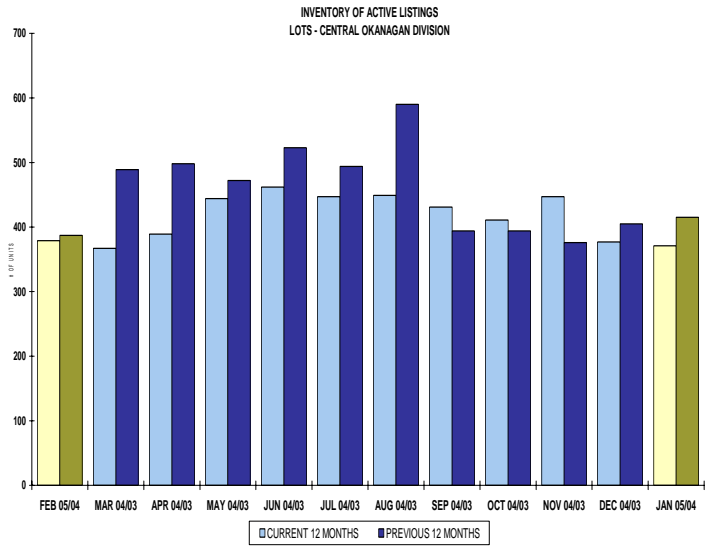
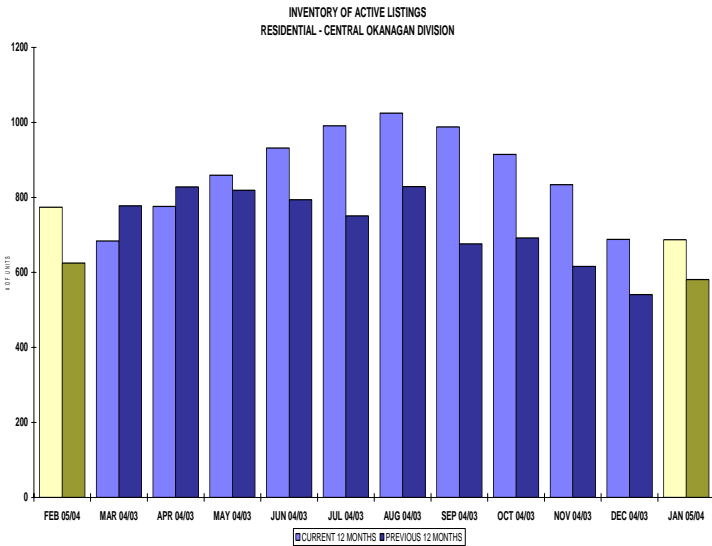
February 2005

### 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>
February 2005	445	\$119,135,234	224	\$68,439,284	738	2,430
January 2005	328	\$82,520,278	147	\$45,247,900	605	2,313
February 2004	398	\$103,183,924	198	\$50,743,942	608	2,021

The Central Zone has **565** Members. The average number of listings-per-licensee is 4.3





**CENTRAL OKANAGAN ZONE**

**February 2005**

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
CONDO/APT	82	96	417	19.66%	71
CONDO/TWNHSE	55	72	239	23.01%	78
LOTS	29	73	379	7.65%	221
RESIDENTIAL	224	357	774	28.94%	68

**AVERAGE HOUSE PRICE \$305,533**

**MEDIAN HOUSE PRICE \$287,750**

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	738	571	29.2%	1342	1187	13.1%
Units Sold	445	398	11.8%	774	711	8.9%
Sales Dollars	\$119,135,234	\$103,183,924	15.5%	\$201,986,119	\$175,244,265	15.3%
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	2430	2021	20.2%			

### ZONE NO TOTALS

Units Listed	333	267	24.7%	635	515	23.3%
Units Sold	202	183	10.4%	367	339	8.3%
Sales Dollars	\$36,206,012	\$29,519,075	22.7%	\$65,206,835	\$54,953,236	18.7%
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	1208	1221	-1.1%			

### ZONE SH TOTALS

Units Listed	136	131	3.8%	240	299	-19.7%
Units Sold	68	70	-2.9%	125	131	-4.6%
Sales Dollars	\$11,125,050	\$10,356,500	7.4%	\$19,397,476	\$19,316,900	0.4%
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	866	1072	-19.2%			

### ZONE OB TOTALS

Units Listed	19	11	72.7%	32	21	52.4%
Units Sold	4	3	100.0%	6	5	20.0%
Sales Dollars	\$902,500	\$531,000	100.0%	\$1,862,500	\$818,500	127.6%
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	122	121	0.8%			

### GRAND TOTALS

Units Listed	1226	980	25.1%	2249	2022	11.2%
Units Sold	719	654	9.9%	1272	1186	7.3%
Sales Dollars	\$167,368,796	\$143,590,499	16.6%	\$288,452,930	\$250,332,901	15.2%
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	4626	4435	4.3%			

# LICENSEES

	<b>TOTAL NUMBER OF LICENSEES February 28/05</b>	<b>TOTAL NUMBER OF LICENSEES February 29/04</b>	<b>CHANGE BY NUMBER</b>	<b>CHANGE BY %</b>
ALL DIVISIONS	962	817	145	17.75%
CENTRAL OK DIV.	565	515	50	9.71%
NORTH OK DIV.	261	233	28	12.02%
SHUSWAP DIV.	89	69	20	28.99%

## **CURRENT MEMBERSHIP**

AGENT LICENSEES	83
SALESPERSONS	761
PROPERTY MANAGEMENT	8
9:15 LICENCEE MEMBER	62
EXEMPTION MEMBER	1
<b>TOTALS</b>	<b>915</b>

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	% + or -	THIS YEAR	LAST YEAR	% + or -
<b>Acreage</b>						
Units Listed	10	9	11.1%	18	20	-10.0%
Units Sold	<b>2</b>	<b>7</b>	<b>-71.4%</b>	<b>4</b>	<b>14</b>	<b>-71.4%</b>
Sales Dollars	\$458,000	\$2,003,650	-77.1%	\$863,000	\$3,383,550	-74.5%
List/Sell \$ Ratio	95.63%	89.76%		92.97%	91.99%	
Days to Sell	167	202	-17.3%	155	250	-38.0%
Active Inventory	51	57	-10.5%			
Average Price	\$229,000	\$286,236	-20.0%	\$215,750	\$241,682	-10.7%
Median Price	\$229,000	\$237,500	-3.6%	\$228,000	\$222,500	2.5%
<b>Acreage with House</b>						
Units Listed	17	18	-5.6%	29	41	-29.3%
Units Sold	<b>5</b>	<b>10</b>	<b>-50.0%</b>	<b>12</b>	<b>17</b>	<b>-29.4%</b>
Sales Dollars	\$1,989,000	\$4,851,500	-59.0%	\$5,173,500	\$10,968,000	-52.8%
List/Sell \$ Ratio	91.93%	94.41%		91.63%	95.19%	
Days to Sell	274	125	119.2%	216	126	71.4%
Active Inventory	75	102	-26.5%			
Average Price	\$397,800	\$485,150	-18.0%	\$431,125	\$645,176	-33.2%
Median Price	\$290,000	\$385,000	-24.7%	\$399,750	\$413,500	-3.3%
<b>Acreage (Waterfront)</b>						
Units Listed	0	0	100.0%	2	0	100.0%
Units Sold	<b>2</b>	<b>1</b>	<b>100.0%</b>	<b>2</b>	<b>2</b>	<b>0.0%</b>
Sales Dollars	\$1,315,000	\$400,000	228.8%	\$1,315,000	\$3,825,000	-65.6%
List/Sell \$ Ratio	100.00%	93.24%		100.00%	95.54%	
Days to Sell	323	234	0.0%	323	234	38.0%
Active Inventory	10	5	100.0%			
Average Price	\$657,500	\$400,000	-100.0%	\$657,500	\$1,912,500	-65.6%
Median Price	\$657,500	\$400,000	-100.0%	\$657,500	\$3,425,000	-80.8%
<b>Business</b>						
Units Listed	12	6	100.0%	20	25	-20.0%
Units Sold	<b>1</b>	<b>4</b>	<b>-75.0%</b>	<b>6</b>	<b>6</b>	<b>0.0%</b>
Sales Dollars	\$94,000	\$464,500	-79.8%	\$931,500	\$669,500	39.1%
List/Sell \$ Ratio	94.09%	83.84%		77.51%	82.54%	
Days to Sell	38	102	-62.7%	202	95	112.6%
Active Inventory	72	82	-12.2%			
Average Price	\$94,000	\$116,125	-19.1%	\$155,250	\$111,583	39.1%
Median Price	\$94,000	\$23,750	295.8%	\$75,750	\$28,750	163.5%
<b>Condo (Townhouse)</b>						
Units Listed	72	44	63.6%	128	101	26.7%
Units Sold	<b>55</b>	<b>34</b>	<b>61.8%</b>	<b>83</b>	<b>65</b>	<b>27.7%</b>
Sales Dollars	\$14,686,096	\$7,313,000	100.8%	\$21,098,296	\$14,143,000	49.2%
List/Sell \$ Ratio	98.62%	96.80%		98.27%	97.54%	
Days to Sell	78	82	-4.9%	76	80	-5.0%
Active Inventory	239	101	136.6%			
Average Price	\$267,020	\$215,088	24.1%	\$254,196	\$217,585	16.8%
Median Price	\$250,000	\$192,750	29.7%	\$242,000	\$192,500	25.7%
<b>Condo (Apt)</b>						
Units Listed	96	81	18.5%	198	155	27.7%
Units Sold	<b>82</b>	<b>59</b>	<b>39.0%</b>	<b>137</b>	<b>104</b>	<b>31.7%</b>
Sales Dollars	\$16,551,800	\$22,286,434	-25.7%	\$28,846,290	\$29,204,434	-1.2%
List/Sell \$ Ratio	97.48%	98.23%		97.23%	98.00%	
Days to Sell	71	74	-4.1%	78	92	-15.2%
Active Inventory	417	211	97.6%			
Average Price	\$201,851	\$377,736	-46.6%	\$210,557	\$280,812	-25.0%
Median Price	\$175,000	\$156,900	11.5%	\$177,000	\$154,950	14.2%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Duplex</b>						
Units Listed	17	18	-5.6%	35	34	2.9%
Units Sold	<b>12</b>	<b>13</b>	<b>-7.7%</b>	<b>23</b>	<b>20</b>	<b>15.0%</b>
Sales Dollars	\$2,947,855	\$3,039,500	-3.0%	\$5,229,255	\$4,424,300	18.2%
List/Sell \$ Ratio	97.47%	95.88%		96.52%	96.24%	
Days to Sell	59	44	34.1%	61	59	3.4%
Active Inventory	41	28	46.4%			
Average Price	\$245,655	\$233,808	5.1%	\$227,359	\$221,215	2.8%
Median Price	\$214,250	\$177,600	20.6%	\$196,000	\$175,800	11.5%
<b>Farms</b>						
Units Listed	8	4	100.0%	12	11	9.1%
Units Sold	<b>2</b>	<b>2</b>	<b>0.0%</b>	<b>4</b>	<b>4</b>	<b>0.0%</b>
Sales Dollars	\$1,087,500	\$1,870,000	-41.8%	\$2,278,500	\$3,145,000	-27.6%
List/Sell \$ Ratio	87.18%	92.07%		88.31%	90.35%	
Days to Sell	66	144	-54.2%	119	223	-46.6%
Active Inventory	35	41	-14.6%			
Average Price	\$543,750	\$935,000	-41.8%	\$569,625	\$786,250	-27.6%
Median Price	\$543,750	\$935,000	-41.8%	\$594,250	\$637,500	-6.8%
<b>IC&amp;I</b>						
Units Listed	8	12	-33.3%	12	19	-36.8%
Units Sold	<b>1</b>	<b>5</b>	<b>-80.0%</b>	<b>3</b>	<b>7</b>	<b>-57.1%</b>
Sales Dollars	\$386,000	\$3,680,100	-89.5%	\$1,376,000	\$4,546,600	-69.7%
List/Sell \$ Ratio	99.87%	98.31%		99.17%	96.20%	
Days to Sell	91	158	-42.4%	57	246	-76.8%
Active Inventory	52	67	-22.4%			
Average Price	\$386,000	\$736,020	-47.6%	\$458,667	\$649,514	-29.4%
Median Price	\$386,000	\$425,000	-9.2%	\$386,000	\$425,000	-9.2%
<b>IC&amp;I Land</b>						
Units Listed	2	3	-33.3%	5	6	-16.7%
Units Sold	<b>3</b>	<b>3</b>	<b>0.0%</b>	<b>6</b>	<b>5</b>	<b>20.0%</b>
Sales Dollars	\$2,295,000	\$1,009,000	127.5%	\$3,537,000	\$1,594,000	121.9%
List/Sell \$ Ratio	83.94%	91.07%		86.31%	84.85%	
Days to Sell	371	221	67.9%	485	404	20.0%
Active Inventory	21	39	-46.2%			
Average Price	\$765,000	\$336,333	127.5%	\$589,500	\$318,800	84.9%
Median Price	\$600,000	\$225,000	166.7%	\$522,500	\$225,000	132.2%
<b>Lots</b>						
Units Listed	63	19	231.6%	116	104	11.5%
Units Sold	<b>24</b>	<b>31</b>	<b>-22.6%</b>	<b>51</b>	<b>67</b>	<b>-23.9%</b>
Sales Dollars	\$3,594,996	\$3,017,354	19.1%	\$6,629,388	\$7,399,354	-10.4%
List/Sell \$ Ratio	97.24%	94.58%		95.53%	97.07%	
Days to Sell	206	120	71.7%	162	158	2.5%
Active Inventory	314	318	-1.3%			
Average Price	\$149,792	\$97,334	53.9%	\$129,988	\$110,438	17.7%
Median Price	\$129,900	\$104,500	24.3%	\$116,903	\$100,000	16.9%
<b>Leases</b>						
Units Listed	16	9	77.8%	32	39	-17.9%
Units Sold	<b>5</b>	<b>5</b>	<b>0.0%</b>	<b>11</b>	<b>9</b>	<b>22.2%</b>
Sales Dollars	\$449,303	\$491,975	-8.7%	\$831,936	\$715,916	16.2%
Days to Sell	205	171	19.9%	208	188	10.6%
Active Inventory	153	172	-11.0%			
Average Price	\$89,861	\$98,395	-8.7%	\$75,631	\$79,546	-4.9%
Median Price	\$82,250	\$48,000	71.4%	\$67,812	\$55,200	22.8%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Lots (Waterfront)</b>						
Units Listed	0	0	0.0%	0	0	0.0%
Units Sold	<b>1</b>	<b>2</b>	<b>-50.0%</b>	<b>2</b>	<b>2</b>	<b>100.0%</b>
Sales Dollars	\$207,000	\$774,500	-73.3%	\$512,000	\$774,500	-33.9%
List/Sell \$ Ratio	95.83%	93.02%		88.15%	93.02%	
Days to Sell	189	77	145.5%	159	77	106.5%
Active Inventory	4	7	-42.9%			
Average Price	\$207,000	\$387,250	-46.5%	\$256,000	\$387,250	-33.9%
Median Price	\$207,000	\$387,250	-46.5%	\$256,000	\$387,250	-33.9%
<b>Multi-Family</b>						
Units Listed	2	2	0.0%	5	3	66.7%
Units Sold	<b>2</b>	<b>1</b>	<b>100.0%</b>	<b>2</b>	<b>2</b>	<b>0.0%</b>
Sales Dollars	\$730,000	\$206,000	254.4%	\$730,000	\$451,000	61.9%
List/Sell \$ Ratio	96.97%	93.63%		96.97%	93.93%	
Days to Sell	111	89	24.7%	111	212	-47.6%
Active Inventory	10	9	11.1%			
Average Price	\$365,000	\$206,000	77.2%	\$365,000	\$225,500	61.9%
Median Price	\$365,000	\$206,000	77.2%	\$365,000	\$225,500	61.9%
<b>Mobile Homes</b>						
Units Listed	39	42	-7.1%	74	76	-2.6%
Units Sold	<b>19</b>	<b>23</b>	<b>-17.4%</b>	<b>44</b>	<b>42</b>	<b>4.8%</b>
Sales Dollars	\$865,900	\$1,032,469	-16.1%	\$2,281,900	\$1,883,969	21.1%
List/Sell \$ Ratio	88.01%	91.36%		88.40%	91.93%	
Days to Sell	53	77	-31.2%	70	69	1.4%
Active Inventory	94	118	-20.3%			
Average Price	\$45,574	\$44,890	1.5%	\$51,861	\$52,130	-0.5%
Median Price	\$30,000	\$44,500	-32.6%	\$43,750	\$39,000	12.2%
<b>Recreational Properties</b>						
Units Listed	10	6	66.7%	30	10	200.0%
Units Sold	<b>2</b>	<b>0</b>	<b>100.0%</b>	<b>7</b>	<b>2</b>	<b>250.0%</b>
Sales Dollars	\$473,000	\$0	100.0%	\$1,649,900	\$419,000	293.8%
List/Sell \$ Ratio	98.02%	0.00%		95.46%	98.85%	
Days to Sell	21	0	100.0%	89	187	-52.4%
Active Inventory	23		0.0%			
Average Price	\$236,500	\$0	100.0%	\$235,700	\$209,500	12.5%
Median Price	\$236,500	\$0	100.0%	\$295,000	\$209,500	40.8%
<b>Residential</b>						
Units Listed	357	292	22.3%	611	532	14.8%
Units Sold	<b>224</b>	<b>198</b>	<b>13.1%</b>	<b>372</b>	<b>343</b>	<b>8.5%</b>
Sales Dollars	\$68,439,284	\$50,743,942	34.9%	\$114,007,154	\$87,697,142	30.0%
List/Sell \$ Ratio	97.93%	96.69%		97.57%	96.92%	
Days to Sell	68	56	21.4%	78	55	41.8%
Active Inventory	774	625	23.8%			
Average Price	\$305,533	\$256,283	19.2%	\$306,471	\$255,677	19.9%
Median Price	\$287,750	\$235,625	22.1%	\$287,750	\$240,000	19.9%
<b>Residential (Waterfront)</b>						
Units Listed	7	5	40.0%	11	10	10.0%
Units Sold	<b>2</b>	<b>0</b>	<b>100.0%</b>	<b>4</b>	<b>0</b>	<b>100.0%</b>
Sales Dollars	\$2,560,000	\$0	100.0%	\$4,690,000	\$0	100.0%
List/Sell \$ Ratio	98.42%	0.00%		92.16%	0.00%	
Days to Sell	38	0	100.0%	64	0	100.0%
Active Inventory	33	39	-15.4%			
Average Price	\$1,280,000	\$0	100.0%	\$1,172,500	\$0	100.0%
Median Price	\$1,280,000	\$0	100.0%	\$1,065,000	\$0	100.0%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Timeshares</b>						
Units Listed	2	1	100.0%	4	1	100.0%
Units Sold	1	0	0.0%	1	0	0.0%
Sales Dollars	\$5,500	\$0	100.0%	\$5,500	\$0	100.0%
List/Sell \$ Ratio	84.61%	0.00%		84.61%	0.00%	
Days to Sell	314	0	100.0%	314	0	100.0%
Active Inventory	12	0	100.0%			
Average Price	\$5,500	\$0	100.0%	\$5,500	\$0	100.0%
Median Price	\$5,500	\$0	100.0%	\$5,500	\$0	100.0%

**CENTRAL OKANAGAN - TOTALS**

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Units Sold	445	398	11.8%	774	711	8.9%
Sales Dollars	\$119,135,234	\$103,183,924	15.5%	\$201,986,119	\$175,244,265	15.3%
List/Sell Ratio	94.53%	95.53%		95.82%	96.00%	
Days to Sell	78	86	-9.3%	74	82	-9.8%
Active Inventory	2430	2021	20.2%			

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 150000	3	4	1	3
150001 to 180000	4	6	3	6
180001 to 210000	9	17	11	24
210001 to 240000	45	67	34	61
240001 to 270000	49	85	42	61
270001 to 300000	53	85	33	51
300001 to 330000	39	63	36	64
330001 to 360000	23	51	17	29
360001 to 390000	27	52	11	16
390001 to 420000	25	44	4	14
420001 to 450000	13	30	7	7
450001 to 480000	12	20	3	8
480001 and over	47	85	11	17
<b>Totals</b>	<b>349</b>	<b>609</b>	<b>213</b>	<b>361</b>

Central Division Lot Listing/Sales Analysis

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 40000	1	4	1	2
40001 to 60000	0	0	0	1
60001 to 80000	1	1	0	0
80001 to 100000	6	12	6	13
100001 to 120000	20	32	4	18
120001 to 140000	7	9	5	5
140001 to 160000	12	21	3	6
160001 and over	26	57	10	14
<b>Totals</b>	<b>73</b>	<b>136</b>	<b>29</b>	<b>59</b>