

CENTRAL ZONE MONTHLY STATISTICS

FOR

March 1st - 31st, 2005

March Statistics Run April 6, 2005 10:18 a.m.

CENTRAL OKANAGAN ZONE

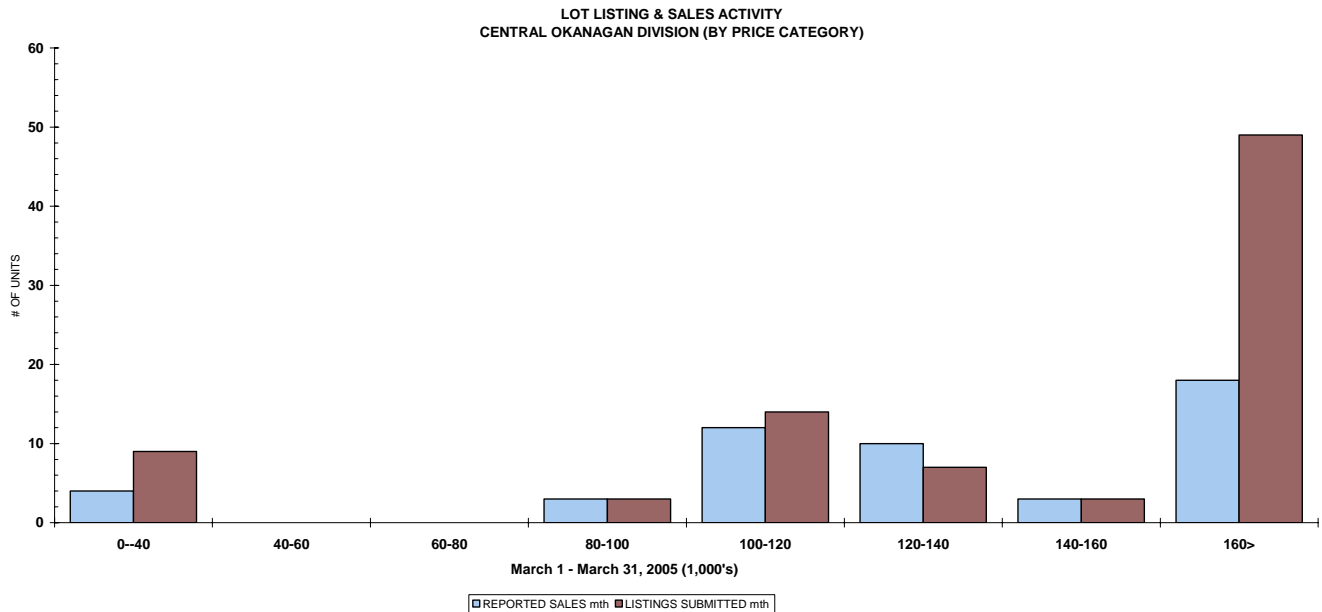
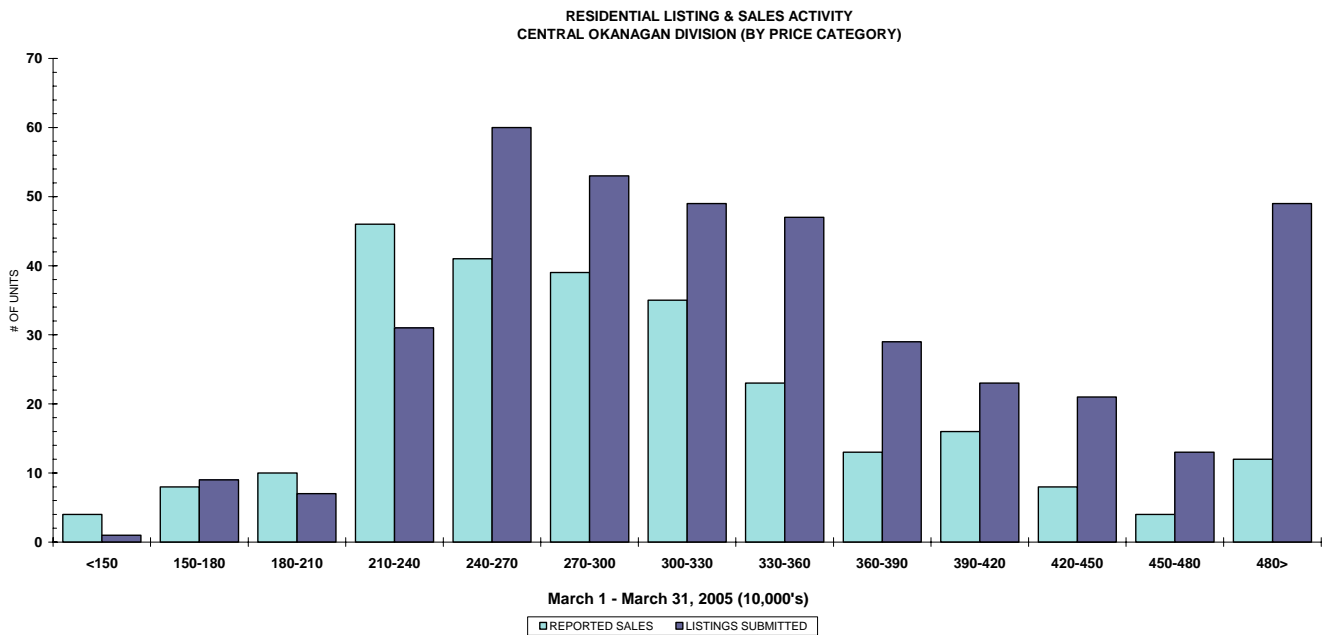
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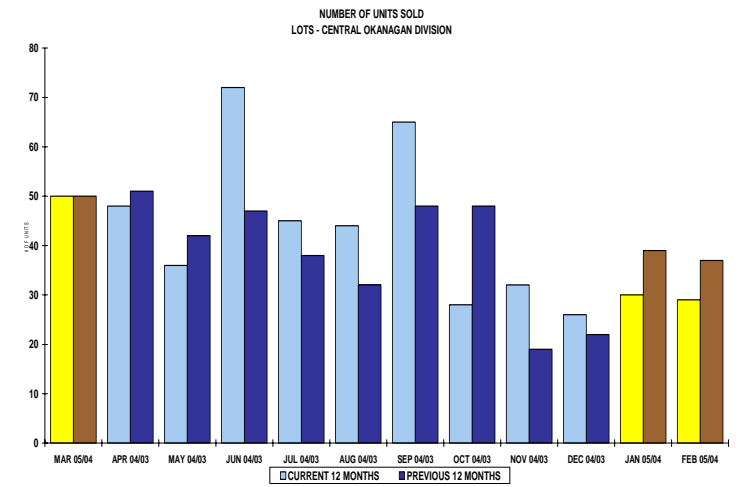
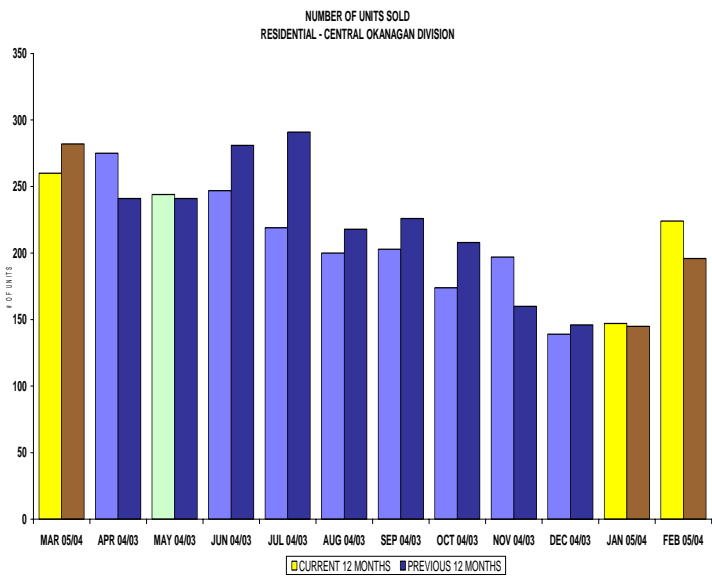
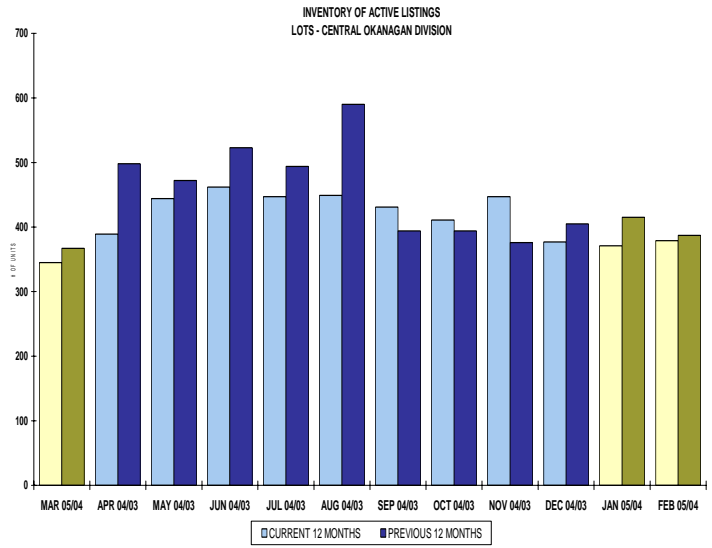
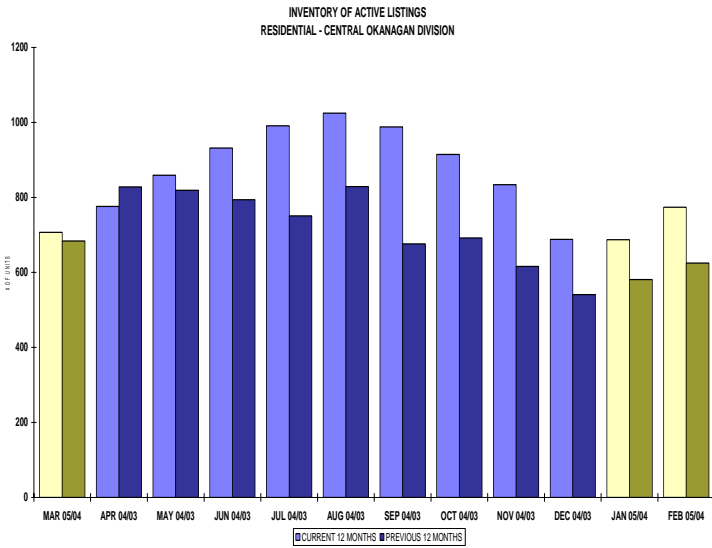
March 2005

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>
March 2005	544	\$147,419,713	260	\$80,008,706	925	2,273
Febuaury 2005	445	\$119,135,234	224	\$68,439,284	738	2,430
March 2004	572	\$138,000,164	274	\$73,113,489	406	2,092

The Central Zone has **566** Members. The average number of listings-per-licensee is 4.0





CENTRAL OKANAGAN ZONE

March 2005

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
CONDO/APT	83	164	428	19.39%	81
CONDO/TWNHSE	67	87	217	30.88%	88
LOTS	50	85	345	14.49%	161
RESIDENTIAL	260	405	707	36.78%	55

AVERAGE HOUSE PRICE \$307,726

MEDIAN HOUSE PRICE \$287,845

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	925	816	13.4%	2257	1939	16.4%
Units Sold	554	572	-3.1%	1331	1283	3.7%
Sales Dollars	\$147,419,713	\$138,000,146	6.8%	\$351,190,563	\$313,244,411	12.1%
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	2273	2092	8.7%			

ZONE NO TOTALS

Units Listed	395	445	-11.2%	1030	939	9.7%
Units Sold	293	274	6.9%	653	613	6.5%
Sales Dollars	\$64,093,300	\$50,595,656	26.7%	\$127,947,598	\$105,548,892	21.2%
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	1077	1303	-17.3%			

ZONE SH TOTALS

Units Listed	210	198	6.1%	449	492	-8.7%
Units Sold	118	125	-5.6%	244	256	-4.7%
Sales Dollars	\$19,360,637	\$18,700,003	3.5%	\$39,070,613	\$38,016,903	2.8%
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	1094	-24.6%			

ZONE OB TOTALS

Units Listed	18	17	5.9%	50	35	42.9%
Units Sold	5	1	100.0%	11	6	83.3%
Sales Dollars	\$1,710,000	\$282,500	100.0%	\$3,610,500	\$1,101,000	227.9%
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	119	128	-7.0%			

GRAND TOTALS

Units Listed	1548	1476	4.9%	3786	3405	11.2%
Units Sold	970	972	-0.2%	2239	2158	3.8%
Sales Dollars	\$232,583,650	\$207,578,305	12.0%	\$521,819,274	\$457,911,206	14.0%
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	4617	-7.0%			

LICENSEES

	TOTAL NUMBER OF LICENSEES March 31/05	TOTAL NUMBER OF LICENSEES March 31/04	CHANGE BY NUMBER	CHANGE BY %
ALL DIVISIONS	919	832	87	10.46%
CENTRAL OK DIV.	566	524	42	8.02%
NORTH OK DIV.	263	234	29	12.39%
SHUSWAP DIV.	90	74	16	21.62%

CURRENT MEMBERSHIP

AGENT LICENSEES	84
SALESPERSONS	764
PROPERTY MANAGEMENT	8
9:15 LICENCEE MEMBER	61
EXEMPTION MEMBER	2
TOTALS	919

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	% + or -	THIS YEAR	LAST YEAR	% + or -
Acreage						
Units Listed	15	10	50.0%	34	30	13.3%
Units Sold	3	10	-70.0%	7	24	-70.8%
Sales Dollars	\$1,120,000	\$1,940,800	-42.3%	\$1,983,000	\$5,324,350	-62.8%
List/Sell \$ Ratio	92.97%	93.50%		92.97%	92.62%	
Days to Sell	110	188	-41.5%	135	224	-39.7%
Active Inventory	48	57	-15.8%			
Average Price	\$373,333	\$194,080	92.4%	\$283,286	\$221,848	27.7%
Median Price	\$345,000	\$171,400	101.3%	\$345,000	\$205,000	68.3%
Acreage with House						
Units Listed	28	28	0.0%	57	68	-16.2%
Units Sold	17	15	13.3%	29	32	-9.4%
Sales Dollars	\$9,927,000	\$6,558,400	51.4%	\$15,100,500	\$17,526,400	-13.8%
List/Sell \$ Ratio	93.60%	93.62%		92.79%	94.45%	
Days to Sell	203	76	167.1%	208	102	103.9%
Active Inventory	74	109	-32.1%			
Average Price	\$583,941	\$437,227	33.6%	\$520,707	\$547,700	-4.9%
Median Price	\$570,000	\$359,000	58.8%	\$470,000	\$382,450	22.9%
Acreage (Waterfront)						
Units Listed	1	0	100.0%	3	0	100.0%
Units Sold	1	1	0.0%	3	3	0.0%
Sales Dollars	\$385,000	\$185,000	108.1%	\$1,700,000	\$4,010,000	-57.6%
List/Sell \$ Ratio	97.46%	92.73%		99.15%	94.60%	
Days to Sell	157	207	-24.2%	268	225	19.1%
Active Inventory	9	9	0.0%			
Average Price	\$385,000	\$185,000	108.1%	\$566,667	\$1,336,667	-57.6%
Median Price	\$385,000	\$185,000	108.1%	\$640,000	\$400,000	60.0%
Business						
Units Listed	16	12	33.3%	36	35	2.9%
Units Sold	1	3	-66.7%	7	9	-22.2%
Sales Dollars	\$95,000	\$5,940,000	-98.4%	\$1,026,500	\$6,609,500	-84.5%
List/Sell \$ Ratio	95.09%	88.08%		81.03%	84.61%	
Days to Sell	115	612	-81.2%	190	268	-29.1%
Active Inventory	73	78	-6.4%			
Average Price	\$95,000	\$1,980,000	-95.2%	\$146,643	\$734,389	-80.0%
Median Price	\$95,000	\$1,600,000	-94.1%	\$94,000	\$175,000	-46.3%
Condo (Townhouse)						
Units Listed	87	74	17.6%	214	169	26.6%
Units Sold	67	60	11.7%	149	125	19.2%
Sales Dollars	\$16,225,562	\$12,648,704	28.3%	\$37,052,408	\$26,791,704	38.3%
List/Sell \$ Ratio	98.63%	97.95%		98.41%	97.74%	
Days to Sell	88	88	0.0%	81	84	-3.6%
Active Inventory	217	105	106.7%			
Average Price	\$242,173	\$210,812	14.9%	\$248,674	\$214,334	16.0%
Median Price	\$233,150	\$200,000	16.6%	\$234,900	\$197,000	19.2%
Condo (Apt)						
Units Listed	164	108	51.9%	362	257	40.9%
Units Sold	83	101	-17.8%	220	205	7.3%
Sales Dollars	\$16,409,135	\$15,414,136	6.5%	\$45,192,025	\$44,618,570	1.3%
List/Sell \$ Ratio	98.01%	98.07%		97.52%	98.03%	
Days to Sell	81	57	42.1%	80	75	6.7%
Active Inventory	428	232	84.5%			
Average Price	\$197,700	\$152,615	29.5%	\$205,418	\$217,652	-5.6%
Median Price	\$174,410	\$137,000	27.3%	\$176,000	\$147,200	19.6%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	29	23	26.1%	64	53	20.8%
Units Sold	16	16	0.0%	39	36	8.3%
Sales Dollars	\$3,917,788	\$4,079,950	-4.0%	\$9,147,043	\$8,504,250	7.6%
List/Sell \$ Ratio	97.26%	97.91%		96.82%	96.98%	
Days to Sell	39	37	5.4%	52	49	6.1%
Active Inventory	40	32	25.0%			
Average Price	\$244,862	\$254,997	-4.0%	\$234,540	\$236,229	-0.7%
Median Price	\$200,750	\$196,500	2.2%	\$196,000	\$192,450	1.8%
Farms						
Units Listed	12	6	100.0%	24	16	50.0%
Units Sold	5	4	25.0%	9	8	12.5%
Sales Dollars	\$3,210,800	\$4,102,000	-21.7%	\$5,489,300	\$7,247,000	-24.3%
List/Sell \$ Ratio	93.99%	101.51%		91.46%	95.13%	
Days to Sell	357	234	52.6%	251	228	10.1%
Active Inventory	35	38	-7.9%			
Average Price	\$642,160	\$1,025,500	-37.4%	\$609,922	\$905,875	-32.7%
Median Price	\$635,000	\$508,500	24.9%	\$632,500	\$550,000	15.0%
IC&I						
Units Listed	13	7	85.7%	25	26	-3.8%
Units Sold	11	5	120.0%	14	12	16.7%
Sales Dollars	\$3,078,800	\$2,022,812	52.2%	\$4,454,800	\$6,569,412	-32.2%
List/Sell \$ Ratio	92.21%	101.10%		93.71%	98.24%	
Days to Sell	107	304	-64.8%	97	270	-64.1%
Active Inventory	35	65	-46.2%			
Average Price	\$279,891	\$404,562	-30.8%	\$318,200	\$547,451	-41.9%
Median Price	\$300,000	\$390,000	-23.1%	\$301,000	\$407,500	-26.1%
IC&I Land						
Units Listed	5	2	150.0%	10	8	25.0%
Units Sold	3	2	50.0%	9	7	28.6%
Sales Dollars	\$1,900,000	\$1,030,000	84.5%	\$5,437,000	\$2,624,000	107.2%
List/Sell \$ Ratio	86.01%	95.17%		86.21%	87.79%	
Days to Sell	237	332	-28.6%	402	383	5.0%
Active Inventory	13	35	-62.9%			
Average Price	\$633,333	\$515,000	23.0%	\$604,111	\$374,857	61.2%
Median Price	\$580,000	\$515,000	545000.0%	\$225,000	\$225,000	0.0%
Lots						
Units Listed	68	38	78.9%	184	141	30.5%
Units Sold	46	37	24.3%	102	104	-1.9%
Sales Dollars	\$6,683,345	\$4,438,250	50.6%	\$14,003,533	\$11,837,604	18.3%
List/Sell \$ Ratio	96.83%	93.84%		96.19%	95.94%	
Days to Sell	218	153	42.5%	184	156	17.9%
Active Inventory	283	293	-3.4%			
Average Price	\$145,290	\$119,953	21.1%	\$137,290	\$113,823	20.6%
Median Price	\$128,700	\$99,900	28.8%	\$121,422	\$99,900	21.5%
Leases						
Units Listed	11	24	-54.2%	43	58	-25.9%
Units Sold	6	4	50.0%	17	13	30.8%
Sales Dollars	\$849,128	\$373,455	127.4%	\$1,681,065	\$1,089,371	54.3%
Days to Sell	209	132	58.3%	208	171	21.6%
Active Inventory	144	161	-10.6%			
Average Price	\$141,521	\$93,364	51.6%	\$98,886	\$83,798	18.0%
Median Price	\$117,825	\$69,990	68.3%	\$67,812	\$55,200	22.8%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots (Waterfront)						
Units Listed	1	1	0.0%	1	1	0.0%
Units Sold	0	2	-100.0%	2	4	-100.0%
Sales Dollars	\$0	\$1,350,000	-100.0%	\$512,000	\$2,124,500	-75.9%
List/Sell \$ Ratio	0.00%	92.13%		88.15%	92.57%	
Days to Sell	0	77	-100.0%	159	132	20.5%
Active Inventory	5	8	-37.5%			
Average Price	\$0	\$675,000	-100.0%	\$256,000	\$531,125	-51.8%
Median Price	\$0	\$387,250	-100.0%	\$256,000	\$490,000	-47.8%
Multi-Family						
Units Listed	3	2	50.0%	8	3	166.7%
Units Sold	0	1	-100.0%	2	3	-33.3%
Sales Dollars	\$0	\$520,000	-100.0%	\$730,000	\$971,000	-24.8%
List/Sell \$ Ratio	0.00%	93.71%		96.97%	93.85%	
Days to Sell	0	172	-100.0%	111	199	-44.2%
Active Inventory	5	12	-58.3%			
Average Price	\$0	\$520,000	-100.0%	\$365,000	\$323,667	12.8%
Median Price	\$0	\$520,000	-100.0%	\$365,000	\$245,000	49.0%
Mobile Homes						
Units Listed	46	57	-19.3%	120	130	-7.7%
Units Sold	32	34	-5.9%	76	76	0.0%
Sales Dollars	\$1,686,449	\$1,620,150	4.1%	\$3,968,349	\$3,504,119	13.2%
List/Sell \$ Ratio	90.76%	90.86%		89.41%	91.45%	
Days to Sell	68	82	-17.1%	69	75	-8.0%
Active Inventory	86	135	-36.3%			
Average Price	\$52,702	\$47,651	10.6%	\$52,215	\$52,130	0.2%
Median Price	\$39,500	\$34,750	13.7%	\$40,000	\$37,500	6.7%
Recreational Properties						
Units Listed	10	6	66.7%	30	10	200.0%
Units Sold	2	0	100.0%	7	2	250.0%
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%
Residential						
Units Listed	405	406	-0.2%	1016	911	11.5%
Units Sold	260	274	-5.1%	633	617	2.6%
Sales Dollars	\$80,008,706	\$73,113,489	9.4%	\$195,917,640	\$160,810,631	21.8%
List/Sell \$ Ratio	97.16%	96.98%		96.73%	96.95%	
Days to Sell	55	45	22.2%	68	51	33.3%
Active Inventory	707	684	3.4%			
Average Price	\$307,726	\$266,838	15.3%	\$309,507	\$260,633	18.8%
Median Price	\$287,845	\$253,500	13.5%	\$287,500	\$244,000	17.8%
Residential (Waterfront)						
Units Listed	11	10	10.0%	22	20	10.0%
Units Sold	1	3	-66.7%	5	3	66.7%
Sales Dollars	\$1,450,000	\$2,663,000	-45.6%	\$6,140,000	\$2,663,000	130.6%
List/Sell \$ Ratio	80.76%	95.57%		89.88%	95.57%	
Days to Sell	148	116	27.6%	81	116	-30.2%
Active Inventory	36	39	-7.7%			
Average Price	\$1,450,000	\$887,667	63.3%	\$1,228,000	\$887,667	38.3%
Median Price	\$1,450,000	\$803,000	80.6%	\$1,200,000	\$803,000	49.4%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Timeshares						
Units Listed	0	2	100.0%	4	3	100.0%
Units Sold	0	0	0.0%	1	0	0.0%
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%	314	0	100.0%
Active Inventory	12	0	100.0%			
Average Price	\$0	\$0	0.0%	\$5,500	\$0	100.0%
Median Price	\$0	\$0	0.0%	\$5,500	\$0	100.0%

CENTRAL OKANAGAN - TOTALS

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Units Sold	554	572	-3.1%	1331	1283	3.7%
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List/Sell Ratio	94.53%	95.53%		95.82%	96.00%	
Days to Sell	78	86	-9.3%	74	82	-9.8%
Active Inventory	2273	2092	8.7%			

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 150000	1	5	4	7
150001 to 180000	9	14	8	14
180001 to 210000	7	25	10	35
210001 to 240000	31	99	46	107
240001 to 270000	60	144	41	102
270001 to 300000	53	138	39	90
300001 to 330000	49	111	35	98
330001 to 360000	47	101	23	53
360001 to 390000	29	82	13	29
390001 to 420000	23	66	16	30
420001 to 450000	21	52	8	15
450001 to 480000	13	33	4	12
480001 and over	49	131	12	29
Totals	392	1001	259	621

Central Division Lot Listing/Sales Analysis

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 40000	9	13	4	6
40001 to 60000	0	0	0	1
60001 to 80000	0	1	0	0
80001 to 100000	3	15	3	16
100001 to 120000	14	46	12	30
120001 to 140000	7	16	10	19
140001 to 160000	3	24	3	10
160001 and over	49	107	18	32
Totals	85	222	50	114