

CENTRAL ZONE MONTHLY STATISTICS

FOR

April 1st - 30th, 2005

April Statistics Run MAY 5, 2005 7:30 a.m.

CENTRAL OKANAGAN ZONE

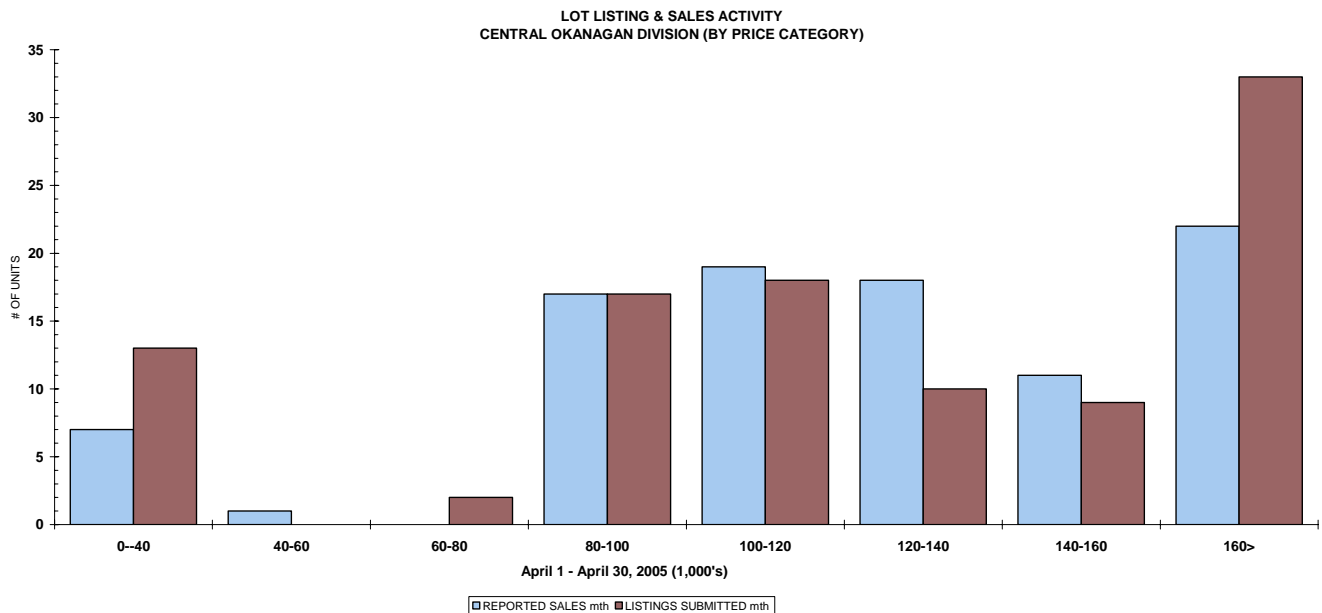
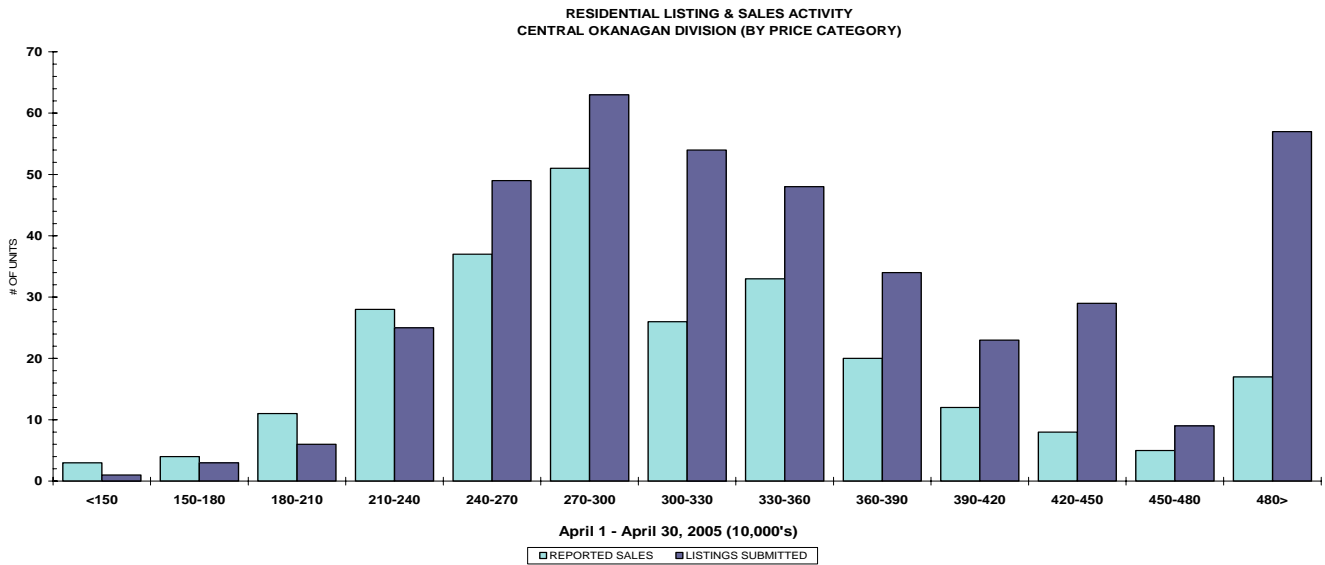
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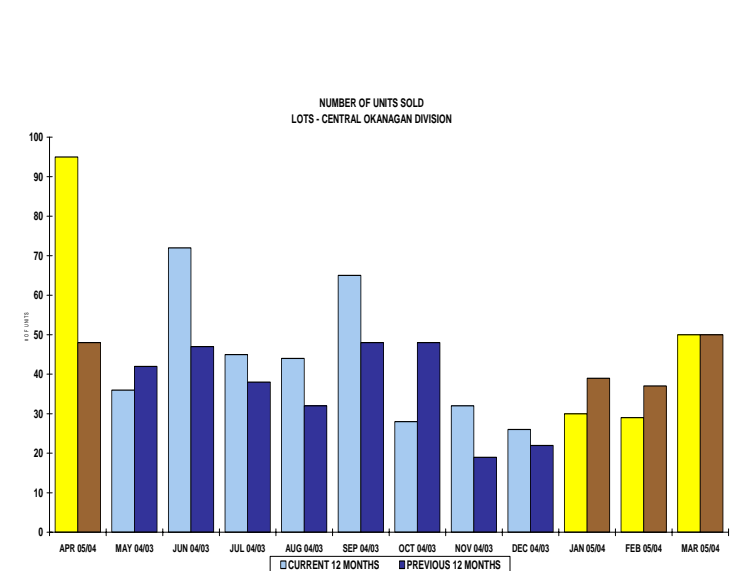
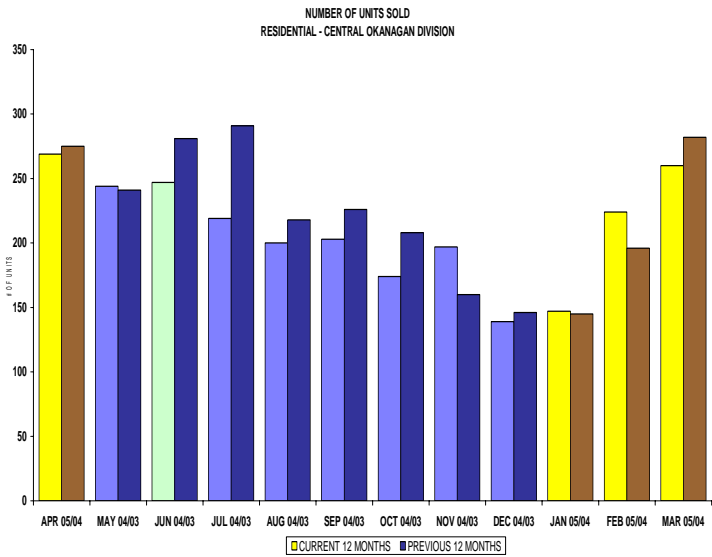
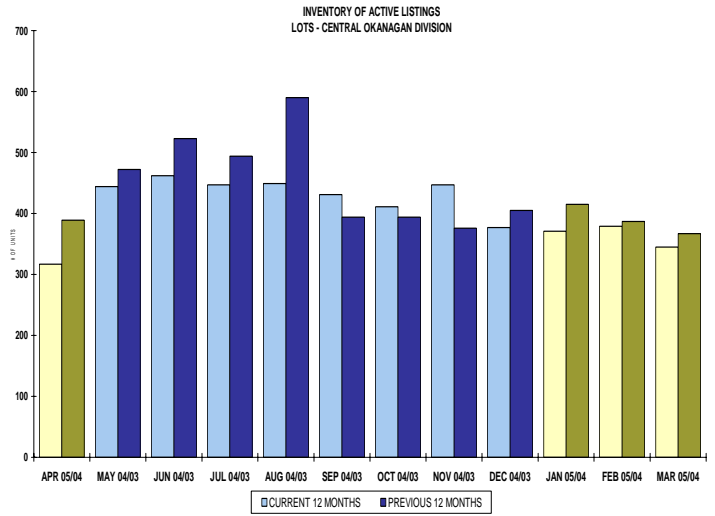
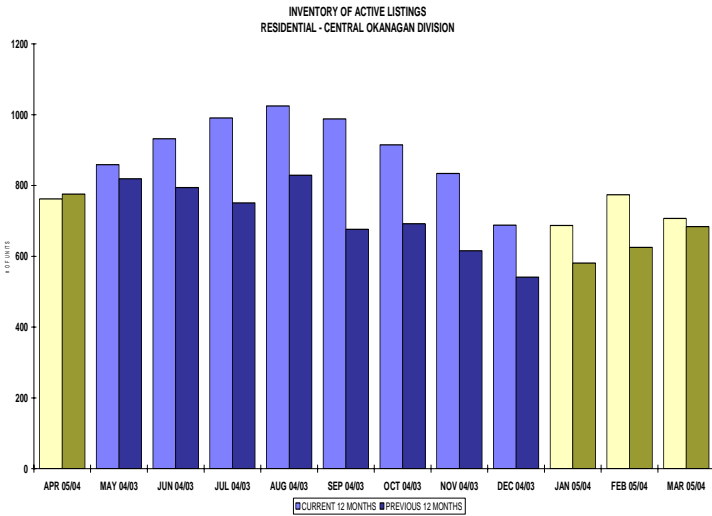
April 2005

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>
April 2005	580	\$161,683,227	269	\$86,335,471	894	2,268
March 2005	544	\$147,419,713	260	\$80,008,706	925	2,273
April 2004	533	\$135,351,446	282	\$77,901,647	938	2,298

The Central Zone has **574** Members. The average number of listings-per-licensee is 3.9





CENTRAL OKANAGAN ZONE

April 2005

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
CONDO/APT	92	105	375	24.53%	83
CONDO/TWNHSE	62	103	215	28.84%	74
LOTS	95	102	317	29.97%	153
RESIDENTIAL	269	416	762	35.30%	54

AVERAGE HOUSE PRICE \$320,950

MEDIAN HOUSE PRICE \$298,000

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	909	938	-3.1%	3124	2882	8.4%
Units Sold	596	533	11.8%	1958	1818	7.7%
Sales Dollars	\$166,477,927	\$135,351,446	23.0%	\$526,179,960	\$449,040,758	17.2%
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	2268	2298	-1.3%			

ZONE NO TOTALS

Units Listed	397	433	-8.3%	1420	1372	3.5%
Units Sold	298	311	-4.2%	963	924	4.2%
Sales Dollars	\$67,807,818	\$60,169,782	12.7%	\$197,663,716	\$165,718,674	19.3%
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	1046	1356	-22.9%			

ZONE SH TOTALS

Units Listed	254	223	13.9%	694	715	-2.9%
Units Sold	132	134	-1.5%	382	390	-2.1%
Sales Dollars	\$24,588,425	\$23,924,254	2.8%	\$64,745,715	\$61,941,157	4.5%
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	831	1146	-27.5%			

ZONE OB TOTALS

Units Listed	14	13	7.7%	62	49	26.5%
Units Sold	6	7	100.0%	18	13	38.5%
Sales Dollars	\$2,746,500	\$1,399,500	100.0%	\$6,357,000	\$2,500,500	154.2%
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	112	121	-7.4%			

GRAND TOTALS

Units Listed	1574	1607	-2.1%	5300	5018	5.6%
Units Sold	1032	985	4.8%	3321	3145	5.6%
Sales Dollars	\$261,620,670	\$220,844,982	18.5%	\$794,946,391	\$679,201,089	17.0%
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	4257	4921	-13.5%			

LICENSEES

	TOTAL NUMBER OF LICENSEES April 30/05	TOTAL NUMBER OF LICENSEES April 30/04	CHANGE BY NUMBER	CHANGE BY %
ALL DIVISIONS	925	835	90	10.78%
CENTRAL OK DIV.	574	527	47	8.92%
NORTH OK DIV.	262	235	27	11.49%
SHUSWAP DIV.	89	73	16	21.92%

CURRENT MEMBERSHIP

AGENT LICENSEES	84
SALESPERSONS	769
PROPERTY MANAGEMENT	8
9:15 LICENCEE MEMBER	61
EXEMPTION MEMBER	3
TOTALS	925

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	% + or -	THIS YEAR	LAST YEAR	% + or -
Acreage						
Units Listed	9	18	-50.0%	43	48	-10.4%
Units Sold	11	9	22.2%	18	33	-45.5%
Sales Dollars	\$3,336,000	\$2,918,900	14.3%	\$5,319,000	\$8,243,250	-35.5%
List/Sell \$ Ratio	90.88%	93.17%		91.69%	92.77%	
Days to Sell	125	186	-32.8%	129	214	-39.7%
Active Inventory	36	60	-40.0%			
Average Price	\$303,273	\$324,322	-6.5%	\$295,500	\$249,795	18.3%
Median Price	\$250,000	\$267,000	-6.4%	\$263,000	\$210,000	25.2%
Acreage with House						
Units Listed	22	36	-38.9%	77	104	-26.0%
Units Sold	11	18	-38.9%	40	50	-20.0%
Sales Dollars	\$6,464,000	\$7,979,400	-19.0%	\$21,564,500	\$25,505,800	-15.5%
List/Sell \$ Ratio	95.27%	93.53%		93.47%	94.12%	
Days to Sell	95	149	-36.2%	177	119	48.7%
Active Inventory	77	112	-31.3%			
Average Price	\$587,636	\$443,300	32.6%	\$539,113	\$510,116	5.7%
Median Price	\$415,000	\$387,125	7.2%	\$447,500	\$384,625	16.3%
Acreage (Waterfront)						
Units Listed	1	7	-85.7%	4	7	100.0%
Units Sold	1	0	100.0%	4	3	33.3%
Sales Dollars	\$400,000	\$0	100.0%	\$2,100,000	\$4,010,000	-47.6%
List/Sell \$ Ratio	93.24%	0.00%		97.67%	94.60%	
Days to Sell	212	0	100.0%	254	225	12.9%
Active Inventory	9	9	0.0%			
Average Price	\$400,000	\$0	100.0%	\$525,000	\$1,336,667	-60.7%
Median Price	\$400,000	\$0	100.0%	\$520,000	\$400,000	30.0%
Business						
Units Listed	21	19	10.5%	57	54	5.6%
Units Sold	1	5	-80.0%	8	14	-42.9%
Sales Dollars	\$3,600,000	\$1,801,000	99.9%	\$4,626,500	\$8,410,500	-45.0%
List/Sell \$ Ratio	91.13%	81.97%		82.71%	83.59%	
Days to Sell	99	135	-26.7%	178	220	-19.1%
Active Inventory	79	80	-1.3%			
Average Price	\$3,600,000	\$360,200	899.4%	\$578,313	\$600,750	-3.7%
Median Price	\$3,600,000	\$44,000	8081.8%	\$94,500	\$46,250	104.3%
Condo (Townhouse)						
Units Listed	103	98	5.1%	319	267	19.5%
Units Sold	62	43	44.2%	210	168	25.0%
Sales Dollars	\$15,658,944	\$10,472,059	49.5%	\$52,458,451	\$37,263,763	40.8%
List/Sell \$ Ratio	97.57%	97.87%		98.14%	97.77%	
Days to Sell	74	42	76.2%	79	73	8.2%
Active Inventory	215	160	34.4%			
Average Price	\$252,564	\$243,536	3.7%	\$249,802	\$221,808	12.6%
Median Price	\$240,750	\$224,900	7.0%	\$238,450	\$201,250	18.5%
Condo (Apt)						
Units Listed	105	114	-7.9%	467	371	25.9%
Units Sold	92	65	41.5%	312	270	15.6%
Sales Dollars	\$19,507,071	\$11,386,911	71.3%	\$64,609,096	\$56,005,481	15.4%
List/Sell \$ Ratio	96.90%	98.20%		97.34%	98.07%	
Days to Sell	83	46	80.4%	80	68	17.6%
Active Inventory	375	217	72.8%			
Average Price	\$212,033	\$175,183	21.0%	\$207,080	\$207,428	-0.2%
Median Price	\$187,200	\$160,000	17.0%	\$178,000	\$149,000	19.5%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	21	27	-22.2%	85	80	6.3%
Units Sold	18	16	12.5%	58	52	11.5%
Sales Dollars	\$5,032,000	\$4,718,000	6.7%	\$14,352,043	\$13,222,250	8.5%
List/Sell \$ Ratio	95.98%	97.68%		96.55%	97.20%	
Days to Sell	31	24	29.2%	47	41	14.6%
Active Inventory	37	39	-5.1%			
Average Price	\$279,556	\$294,875	-5.2%	\$247,449	\$254,274	-2.7%
Median Price	\$214,500	\$250,250	-14.3%	\$196,500	\$199,000	-1.3%
Farms						
Units Listed	10	3	233.3%	34	19	78.9%
Units Sold	1	3	-66.7%	10	11	-9.1%
Sales Dollars	\$455,000	\$4,330,000	-89.5%	\$5,944,300	\$11,577,000	-48.7%
List/Sell \$ Ratio	95.78%	79.50%		91.89%	91.66%	
Days to Sell	114	314	-63.7%	237	252	-6.0%
Active Inventory	38	39	-2.6%			
Average Price	\$455,000	\$1,443,333	-68.5%	\$594,430	\$1,052,455	-43.5%
Median Price	\$455,000	\$1,650,000	-72.4%	\$594,250	\$615,000	-3.4%
IC&I						
Units Listed	27	5	440.0%	52	31	67.7%
Units Sold	2	4	-50.0%	16	16	0.0%
Sales Dollars	\$202,400	\$1,200,000	-83.1%	\$4,657,200	\$7,769,412	-40.1%
List/Sell \$ Ratio	97.00%	92.86%		94.12%	96.90%	
Days to Sell	92	139	-33.8%	96	238	-59.7%
Active Inventory	51	58	-12.1%			
Average Price	\$101,200	\$300,000	-66.3%	\$291,075	\$485,588	-40.1%
Median Price	\$101,200	\$260,000	-61.1%	\$275,000	\$372,406	-26.2%
IC&I Land						
Units Listed	3	3	0.0%	13	11	18.2%
Units Sold	3	1	200.0%	12	8	50.0%
Sales Dollars	\$3,021,000	\$410,000	636.8%	\$8,458,000	\$3,034,000	178.8%
List/Sell \$ Ratio	94.98%	100.00%		88.40%	89.32%	
Days to Sell	374	28	1235.7%	395	339	16.5%
Active Inventory	12	33	-63.6%			
Average Price	\$1,007,000	\$410,000	145.6%	\$704,833	\$379,250	85.8%
Median Price	\$521,000	\$410,000	545000.0%	\$533,000	\$317,500	67.9%
Lots						
Units Listed	90	88	2.3%	274	229	19.7%
Units Sold	83	42	97.6%	186	146	27.4%
Sales Dollars	\$10,724,900	\$5,449,100	96.8%	\$24,852,433	\$17,286,704	43.8%
List/Sell \$ Ratio	99.22%	95.32%		97.54%	95.76%	
Days to Sell	121	128	-5.5%	155	148	4.7%
Active Inventory	265	314	-15.6%			
Average Price	\$129,216	\$129,740	-0.4%	\$133,615	\$118,402	12.8%
Median Price	\$119,900	\$86,950	37.9%	\$119,900	\$99,900	20.0%
Leases						
Units Listed	15	21	-28.6%	58	79	-26.6%
Units Sold	9	6	50.0%	26	19	36.8%
Sales Dollars	\$342,441	\$170,579	100.8%	\$2,023,506	\$1,259,950	60.6%
Days to Sell	202	88	129.5%	206	145	42.1%
Active Inventory	138	169	-18.3%			
Average Price	\$38,049	\$28,430	33.8%	\$77,827	\$66,313	17.4%
Median Price	\$38,190	\$27,500	38.9%	\$48,815	\$48,000	1.7%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots (Waterfront)						
Units Listed	2	1	0.0%	3	2	0.0%
Units Sold	0	0	0.0%	2	4	-100.0%
Sales Dollars	\$0	\$0	0.0%	\$512,000	\$2,124,500	-75.9%
List/Sell \$ Ratio	0.00%	0.00%		88.15%	92.57%	
Days to Sell	0	0	0.0%	159	132	20.5%
Active Inventory	7	6	16.7%			
Average Price	\$0	\$0	0.0%	\$256,000	\$531,125	-51.8%
Median Price	\$0	\$0	0.0%	\$256,000	\$490,000	-47.8%
Multi-Family						
Units Listed	3	4	-25.0%	11	9	22.2%
Units Sold	2	1	100.0%	4	4	0.0%
Sales Dollars	\$1,687,300	\$468,000	260.5%	\$2,417,300	\$1,439,000	68.0%
List/Sell \$ Ratio	93.20%	93.61%		95.08%	93.79%	
Days to Sell	74	68	8.8%	92	166	-44.6%
Active Inventory	7	12	-41.7%			
Average Price	\$843,650	\$468,000	80.3%	\$604,325	\$359,750	68.0%
Median Price	\$843,650	\$468,000	80.3%	\$446,150	\$356,500	25.1%
Mobile Homes						
Units Listed	48	57	-15.8%	168	187	-10.2%
Units Sold	23	34	-32.4%	99	110	-10.0%
Sales Dollars	\$1,249,400	\$1,910,850	-34.6%	\$5,217,749	\$5,414,969	-3.6%
List/Sell \$ Ratio	87.34%	90.20%		88.92%	91.06%	
Days to Sell	67	76	-11.8%	69	75	-8.0%
Active Inventory	103	145	-29.0%			
Average Price	\$54,322	\$56,201	-3.3%	\$52,705	\$52,130	1.1%
Median Price	\$60,000	\$42,500	41.2%	\$42,500	\$40,000	6.3%
Recreational Properties						
Units Listed	2	2	0.0%	25	13	92.3%
Units Sold	2	1	100.0%	10	5	100.0%
Sales Dollars	\$775,000	\$380,000	103.9%	\$2,256,800	\$1,243,900	81.4%
List/Sell \$ Ratio	96.31%	95.95%		95.01%	96.91%	
Days to Sell	64	307	-79.2%	65	154	-57.8%
Active Inventory	10	13	-23.1%			
Average Price	\$387,500	\$380,000	2.0%	\$225,680	\$248,780	-9.3%
Median Price	\$387,500	\$380,000	2.0%	\$141,500	\$340,000	-58.4%
Residential						
Units Listed	416	425	-2.1%	1397	1336	4.6%
Units Sold	269	282	-4.6%	931	899	3.6%
Sales Dollars	\$86,335,471	\$77,901,647	10.8%	\$290,978,582	\$238,712,279	21.9%
List/Sell \$ Ratio	97.18%	97.23%		96.86%	97.04%	
Days to Sell	54	47	14.9%	64	50	28.0%
Active Inventory	762	776	-1.8%			
Average Price	\$320,950	\$276,247	16.2%	\$312,544	\$265,531	17.7%
Median Price	\$298,000	\$261,700	13.9%	\$290,000	\$248,000	16.9%
Residential (Waterfront)						
Units Listed	11	8	37.5%	33	28	17.9%
Units Sold	6	3	100.0%	11	6	83.3%
Sales Dollars	\$7,687,000	\$3,855,000	99.4%	\$13,827,000	\$6,518,000	112.1%
List/Sell \$ Ratio	97.40%	91.36%		93.98%	93.47%	
Days to Sell	117	86	36.0%	100	101	-1.0%
Active Inventory	37	39	-5.1%			
Average Price	\$1,281,167	\$1,285,000	-0.3%	\$1,257,000	\$1,086,333	15.7%
Median Price	\$1,127,000	\$1,185,000	-4.9%	\$1,200,000	\$1,035,000	15.9%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Timeshares						
Units Listed	0	2	100.0%	4	7	-42.9%
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	10	17	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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Days to Sell	78	86	-9.3%	74	82	-9.8%
Active Inventory	2268	2298	-1.3%			

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 150000	1	6	3	10
150001 to 180000	3	17	4	18
180001 to 210000	6	31	11	48
210001 to 240000	25	129	28	135
240001 to 270000	49	193	37	139
270001 to 300000	63	200	51	141
300001 to 330000	54	162	26	124
330001 to 360000	48	150	33	86
360001 to 390000	34	115	20	49
390001 to 420000	23	91	12	42
420001 to 450000	29	80	8	23
450001 to 480000	9	41	5	17
480001 and over	57	186	17	46
Totals	401	1401	255	878

Central Division Lot Listing/Sales Analysis

Stats.xls Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 40000	13	26	7	13
40001 to 60000	0	0	1	2
60001 to 80000	2	3	0	0
80001 to 100000	17	32	17	33
100001 to 120000	18	63	19	49
120001 to 140000	10	27	18	38
140001 to 160000	9	34	11	21
160001 and over	33	139	22	54
Totals	102	324	95	210