

# CENTRAL ZONE MONTHLY STATISTICS

FOR

May 1st - 31st, 2005

**May Statistics Run June 6, 2005 10:00 a.m.**

# CENTRAL OKANAGAN ZONE

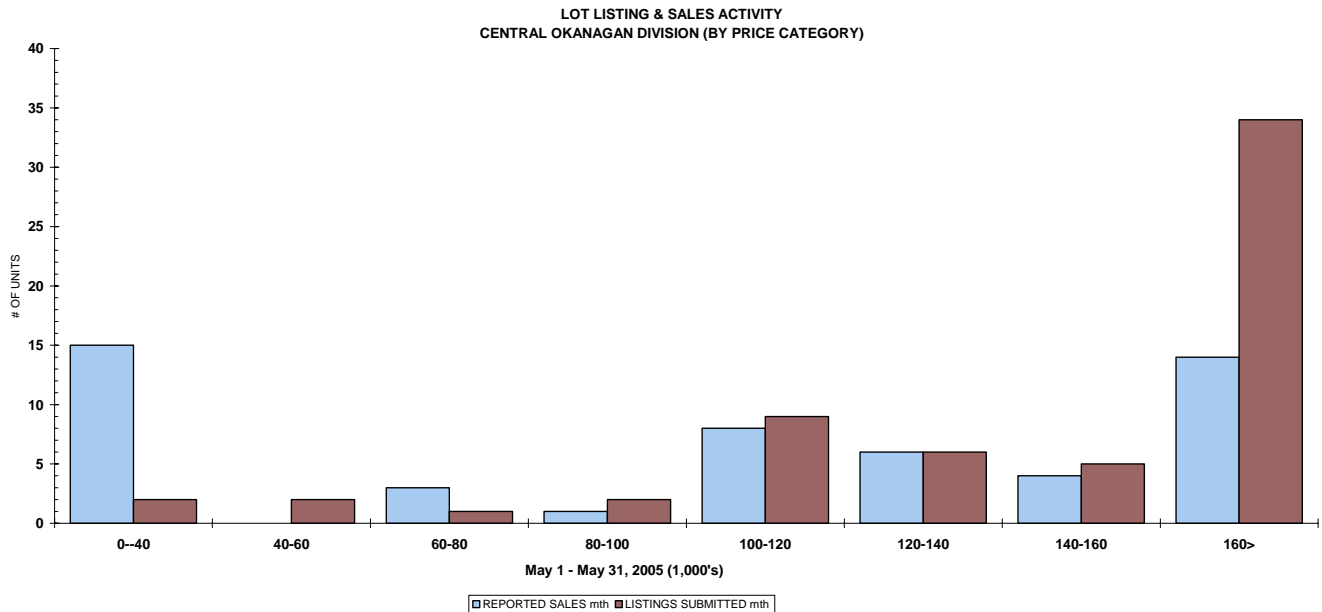
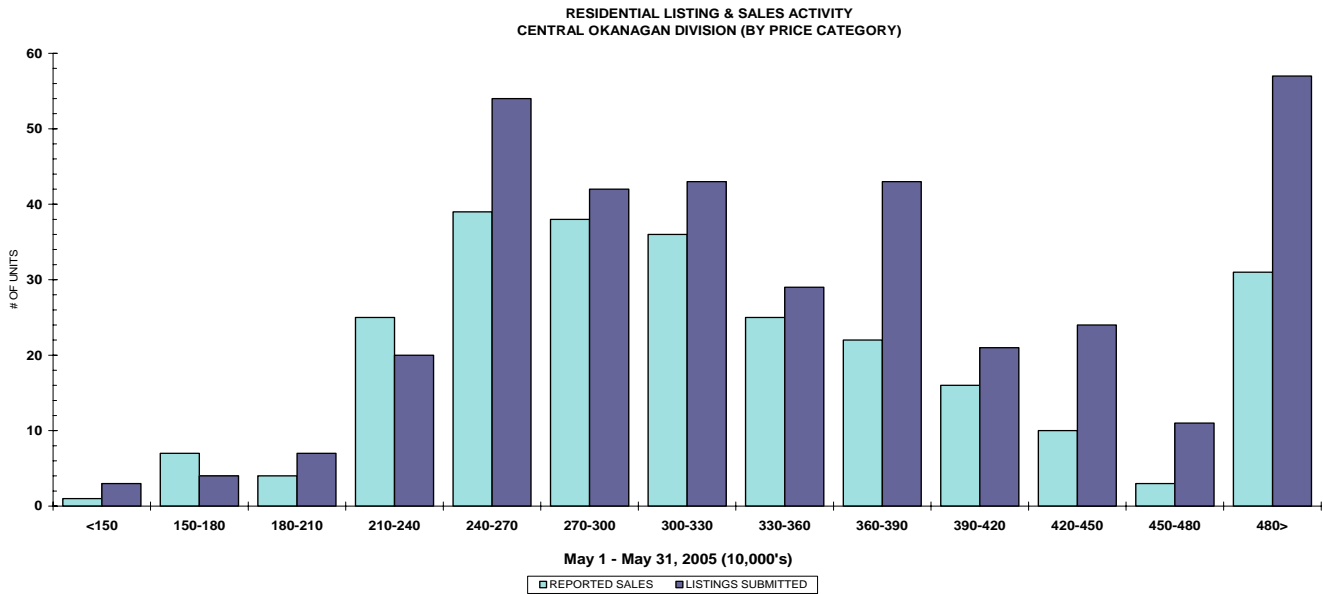
## STAT - O - GRAM

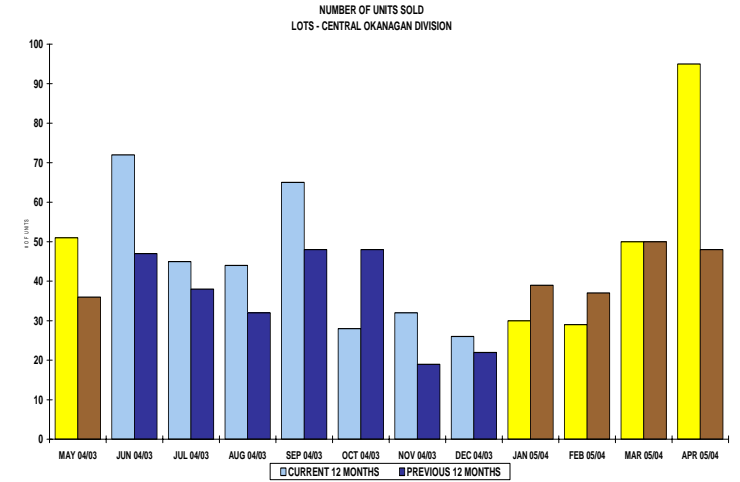
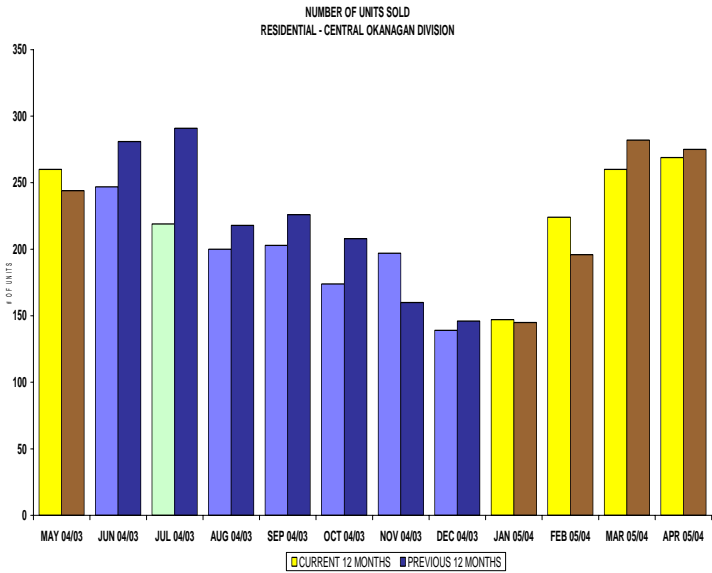
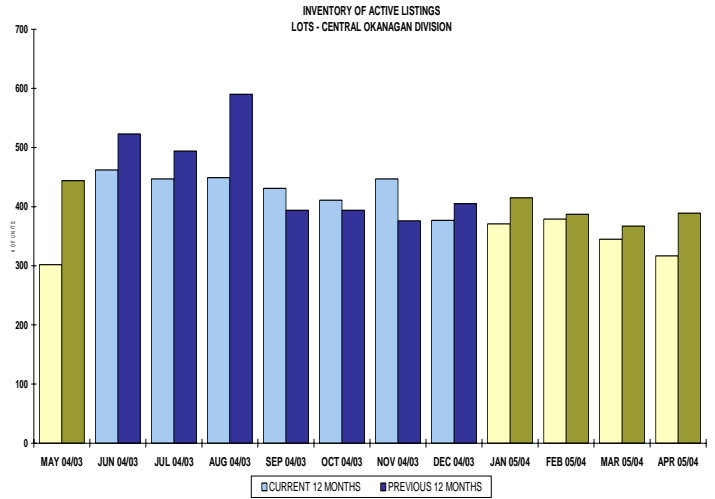
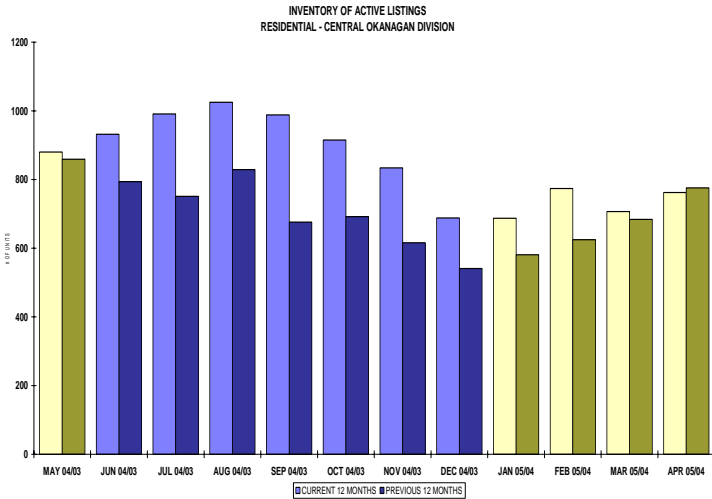
MAY 2005

### 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>
May 2005	557	\$161,880,081	260	\$90,405,467	835	2,354
April 2005	580	\$161,683,227	269	\$86,335,471	894	2,268
May 2004	533	\$135,351,446	282	\$77,901,647	938	2,298

The Central Zone has **586** Members. The average number of listings-per-licensee is 4.0





**CENTRAL OKANAGAN ZONE**

**May 2005**

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
CONDO/APT	83	146	355	23.38%	82
CONDO/TWNHSE	73	90	197	37.06%	75
LOTS	51	61	302	16.89%	89
RESIDENTIAL	260	359	880	29.55%	58

**AVERAGE HOUSE PRICE \$347,713**

**MEDIAN HOUSE PRICE \$315,000**

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	835	867	-3.7%	3947	3749	5.3%
Units Sold	<b>557</b>	<b>502</b>	<b>11.0%</b>	<b>2536</b>	<b>2320</b>	<b>9.3%</b>
Sales Dollars	\$161,880,081	\$129,125,777	25.4%	\$695,519,040	\$578,166,535	20.3%
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	2354	2477	-5.0%			

### ZONE NO TOTALS

Units Listed	395	431	-8.4%	1799	1803	-0.2%
Units Sold	<b>270</b>	<b>295</b>	<b>-8.5%</b>	<b>1236</b>	<b>1219</b>	<b>1.4%</b>
Sales Dollars	\$66,129,010	\$53,899,866	22.7%	\$265,022,946	\$219,618,540	20.7%
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	1122	1419	-20.9%			

### ZONE SH TOTALS

Units Listed	263	226	16.4%	955	941	1.5%
Units Sold	<b>165</b>	<b>119</b>	<b>38.7%</b>	<b>548</b>	<b>508</b>	<b>7.9%</b>
Sales Dollars	\$31,372,628	\$18,956,712	65.5%	\$96,712,816	\$80,587,869	20.0%
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	899	1174	-23.4%			

### ZONE OB TOTALS

Units Listed	10	15	-33.3%	71	63	12.7%
Units Sold	<b>7</b>	<b>5</b>	<b>100.0%</b>	<b>25</b>	<b>18</b>	<b>38.9%</b>
Sales Dollars	\$2,692,400	\$3,542,000	100.0%	\$9,049,400	\$6,042,500	49.8%
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	100	126	-20.6%			

### GRAND TOTALS

Units Listed	1503	1539	-2.3%	6772	6556	3.3%
Units Sold	<b>999</b>	<b>921</b>	<b>8.5%</b>	<b>4345</b>	<b>4065</b>	<b>6.9%</b>
Sales Dollars	\$262,074,119	\$205,524,355	27.5%	\$1,066,304,202	\$884,415,444	20.6%
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	4475	5196	-13.9%			

# LICENSEES

	TOTAL NUMBER OF LICENSEES May 31/05	TOTAL NUMBER OF LICENSEES May 31/04	CHANGE BY NUMBER	CHANGE BY %
ALL DIVISIONS	943	858	85	9.91%
CENTRAL OK DIV.	586	536	50	9.33%
NORTH OK DIV.	264	243	21	8.64%
SHUSWAP DIV.	93	79	14	17.72%

## CURRENT MEMBERSHIP

AGENT LICENSEES	84
SALESPERSONS	787
PROPERTY MANAGEMENT	8
9:15 LICENCEE MEMBER	61
EXEMPTION MEMBER	3
<b>TOTALS</b>	<b>943</b>

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	% + or -	THIS YEAR	LAST YEAR	% + or -
<b>Acreage</b>						
Units Listed	14	14	0.0%	56	62	-9.7%
Units Sold	<b>8</b>	<b>10</b>	<b>-20.0%</b>	<b>26</b>	<b>43</b>	<b>-39.5%</b>
Sales Dollars	\$4,920,120	\$2,207,100	122.9%	\$10,239,120	\$10,450,350	-2.0%
List/Sell \$ Ratio	96.87%	94.55%		93.29%	93.15%	
Days to Sell	24	394	-93.9%	97	256	-62.1%
Active Inventory	41	62	-33.9%			
Average Price	\$615,015	\$220,710	178.7%	\$393,812	\$243,031	62.0%
Median Price	\$325,000	\$192,500	68.8%	\$297,500	\$210,000	41.7%
<b>Acreage with House</b>						
Units Listed	29	23	26.1%	106	127	-16.5%
Units Sold	<b>8</b>	<b>13</b>	<b>-38.5%</b>	<b>48</b>	<b>63</b>	<b>-23.8%</b>
Sales Dollars	\$4,244,000	\$5,268,000	-19.4%	\$25,808,500	\$30,773,800	-16.1%
List/Sell \$ Ratio	95.05%	95.43%		93.73%	94.39%	
Days to Sell	99	69	43.5%	164	109	50.5%
Active Inventory	84	108	-22.2%			
Average Price	\$530,500	\$405,231	30.9%	\$537,677	\$488,473	10.1%
Median Price	\$532,500	\$361,000	47.5%	\$462,500	\$380,000	21.7%
<b>Acreage (Waterfront)</b>						
Units Listed	1	0	100.0%	6	7	100.0%
Units Sold	<b>2</b>	<b>0</b>	<b>100.0%</b>	<b>6</b>	<b>3</b>	<b>100.0%</b>
Sales Dollars	\$2,185,000	\$0	100.0%	\$4,285,000	\$4,010,000	6.9%
List/Sell \$ Ratio	93.58%	0.00%		96.31%	94.60%	
Days to Sell	134	0	100.0%	214	225	-4.9%
Active Inventory	8	4	100.0%			
Average Price	\$1,092,500	\$0	100.0%	\$714,167	\$1,336,667	-46.6%
Median Price	\$1,092,500	\$0	100.0%	\$537,500	\$400,000	34.4%
<b>Business</b>						
Units Listed	19	11	72.7%	76	65	16.9%
Units Sold	<b>5</b>	<b>3</b>	<b>66.7%</b>	<b>14</b>	<b>17</b>	<b>-17.6%</b>
Sales Dollars	\$612,000	\$1,779,800	-65.6%	\$5,276,500	\$10,190,300	-48.2%
List/Sell \$ Ratio	77.69%	75.78%		80.70%	82.55%	
Days to Sell	265	241	10.0%	212	224	-5.4%
Active Inventory	85	79	7.6%			
Average Price	\$122,400	\$593,267	-79.4%	\$376,893	\$599,429	-37.1%
Median Price	\$100,000	\$42,300	136.4%	\$94,500	\$44,000	114.8%
<b>Condo (Townhouse)</b>						
Units Listed	90	67	34.3%	410	334	22.8%
Units Sold	<b>73</b>	<b>51</b>	<b>43.1%</b>	<b>284</b>	<b>219</b>	<b>29.7%</b>
Sales Dollars	\$18,249,423	\$12,133,900	50.4%	\$70,907,874	\$49,397,663	43.5%
List/Sell \$ Ratio	97.85%	97.33%		98.07%	97.67%	
Days to Sell	75	36	108.3%	77	64	20.3%
Active Inventory	197	169	16.6%			
Average Price	\$249,992	\$237,920	5.1%	\$249,676	\$225,560	10.7%
Median Price	\$233,500	\$193,000	21.0%	\$238,450	\$201,250	18.5%
<b>Condo (Apt)</b>						
Units Listed	146	143	2.1%	612	514	19.1%
Units Sold	<b>83</b>	<b>81</b>	<b>2.5%</b>	<b>406</b>	<b>351</b>	<b>15.7%</b>
Sales Dollars	\$15,634,950	\$15,584,834	0.3%	\$82,598,746	\$71,590,315	15.4%
List/Sell \$ Ratio	97.04%	98.21%		97.28%	98.10%	
Days to Sell	82	47	74.5%	81	63	28.6%
Active Inventory	355	247	43.7%			
Average Price	\$188,373	\$192,405	-2.1%	\$203,445	\$203,961	-0.3%
Median Price	\$169,950	\$165,000	3.0%	\$177,000	\$152,500	16.1%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Duplex</b>						
Units Listed	26	17	52.9%	112	97	15.5%
Units Sold	<b>15</b>	<b>14</b>	<b>7.1%</b>	<b>73</b>	<b>66</b>	<b>10.6%</b>
Sales Dollars	\$4,333,000	\$3,343,400	29.6%	\$18,685,043	\$16,565,650	12.8%
List/Sell \$ Ratio	96.88%	96.25%		96.62%	96.78%	
Days to Sell	45	48	-6.3%	46	43	7.0%
Active Inventory	40	43	-7.0%			
Average Price	\$288,867	\$238,814	21.0%	\$255,959	\$250,995	2.0%
Median Price	\$235,000	\$207,950	13.0%	\$207,000	\$200,000	3.5%
<b>Farms</b>						
Units Listed	9	12	-25.0%	43	31	38.7%
Units Sold	<b>2</b>	<b>3</b>	<b>-33.3%</b>	<b>12</b>	<b>14</b>	<b>-14.3%</b>
Sales Dollars	\$1,597,900	\$1,137,400	40.5%	\$7,542,200	\$12,714,400	-40.7%
List/Sell \$ Ratio	100.00%	94.06%		93.24%	92.26%	
Days to Sell	230	36	538.9%	236	205	15.1%
Active Inventory	38	41	-7.3%			
Average Price	\$798,950	\$379,133	110.7%	\$628,517	\$908,171	-30.8%
Median Price	\$798,750	\$377,500	111.6%	\$616,200	\$532,500	15.7%
<b>IC&amp;I</b>						
Units Listed	15	11	36.4%	67	42	59.5%
Units Sold	<b>5</b>	<b>0</b>	<b>100.0%</b>	<b>25</b>	<b>16</b>	<b>56.3%</b>
Sales Dollars	\$2,311,400	\$0	100.0%	\$9,392,100	\$7,769,412	20.9%
List/Sell \$ Ratio	95.01%	0.00%		94.33%	96.90%	
Days to Sell	113	0	100.0%	96	238	-59.7%
Active Inventory	58	68	-14.7%			
Average Price	\$462,280	\$0	100.0%	\$375,684	\$485,588	-22.6%
Median Price	\$166,500	\$0	100.0%	\$290,000	\$372,406	-22.1%
<b>IC&amp;I Land</b>						
Units Listed	1	4	-75.0%	14	15	-6.7%
Units Sold	<b>1</b>	<b>4</b>	<b>-75.0%</b>	<b>13</b>	<b>12</b>	<b>8.3%</b>
Sales Dollars	\$270,000	\$2,955,000	-90.9%	\$8,728,000	\$5,989,000	45.7%
List/Sell \$ Ratio	97.12%	92.73%		89.07%	90.46%	
Days to Sell	1636	658	148.6%	490	445	10.1%
Active Inventory	11	29	-62.1%			
Average Price	\$270,000	\$738,750	-63.5%	\$671,385	\$499,083	34.5%
Median Price	\$270,000	\$652,500	-58.6%	\$521,000	\$477,500	9.1%
<b>Lots</b>						
Units Listed	42	89	-52.8%	316	318	-0.6%
Units Sold	<b>41</b>	<b>27</b>	<b>51.9%</b>	<b>227</b>	<b>173</b>	<b>31.2%</b>
Sales Dollars	\$3,940,400	\$3,738,050	5.4%	\$28,954,833	\$21,024,754	37.7%
List/Sell \$ Ratio	96.31%	93.70%		97.32%	95.44%	
Days to Sell	199	229	-13.1%	167	161	3.7%
Active Inventory	242	371	-34.8%			
Average Price	\$96,107	\$138,446	-30.6%	\$127,554	\$121,530	5.0%
Median Price	\$109,900	\$150,000	-26.7%	\$119,900	\$99,900	20.0%
<b>Leases</b>						
Units Listed	8	16	-50.0%	66	95	-30.5%
Units Sold	<b>7</b>	<b>3</b>	<b>133.3%</b>	<b>33</b>	<b>22</b>	<b>50.0%</b>
Sales Dollars	\$457,271	\$482,800	-5.3%	\$2,480,777	\$1,742,750	42.3%
Days to Sell	143	193	-25.9%	193	151	27.8%
Active Inventory	134	171	-21.6%			
Average Price	\$65,324	\$160,933	-59.4%	\$75,175	\$79,216	-5.1%
Median Price	\$63,000	\$168,800	-62.7%	\$48,875	\$49,440	-1.1%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Lots (Waterfront)</b>						
Units Listed	4	2	0.0%	7	4	0.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>2</b>	<b>4</b>	<b>-100.0%</b>
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	11	7	57.1%			
Average Price	\$0	\$0	0.0%	\$256,000	\$531,125	-51.8%
Median Price	\$0	\$0	0.0%	\$256,000	\$490,000	-47.8%
<b>Multi-Family</b>						
Units Listed	6	0	100.0%	17	9	88.9%
Units Sold	<b>2</b>	<b>2</b>	<b>0.0%</b>	<b>6</b>	<b>6</b>	<b>0.0%</b>
Sales Dollars	\$1,772,000	\$828,000	114.0%	\$4,189,300	\$2,267,000	84.8%
List/Sell \$ Ratio	95.39%	98.94%		95.18%	95.51%	
Days to Sell	90	34	164.7%	92	122	-24.6%
Active Inventory	7	9	-22.2%			
Average Price	\$886,000	\$414,000	114.0%	\$698,217	\$377,833	84.8%
Median Price	\$886,000	\$414,000	114.0%	\$517,150	\$403,000	28.3%
<b>Mobile Homes</b>						
Units Listed	41	39	5.1%	210	226	-7.1%
Units Sold	<b>35</b>	<b>42</b>	<b>-16.7%</b>	<b>134</b>	<b>152</b>	<b>-11.8%</b>
Sales Dollars	\$3,139,650	\$2,477,600	26.7%	\$8,357,399	\$7,892,569	5.9%
List/Sell \$ Ratio	90.22%	92.09%		89.26%	91.35%	
Days to Sell	70	50	40.0%	69	68	1.5%
Active Inventory	100	134	-25.4%			
Average Price	\$89,704	\$58,990	52.1%	\$62,369	\$52,130	19.6%
Median Price	\$44,000	\$52,450	-16.1%	\$43,250	\$43,250	0.0%
<b>Recreational Properties</b>						
Units Listed	6	3	100.0%	31	16	93.8%
Units Sold	<b>3</b>	<b>1</b>	<b>0.0%</b>	<b>13</b>	<b>6</b>	<b>116.7%</b>
Sales Dollars	\$1,600,000	\$395,000	305.1%	\$3,856,800	\$1,638,900	135.3%
List/Sell \$ Ratio	98.26%	99.74%		95.31%	97.38%	
Days to Sell	100	206	-51.5%	68	162	-58.0%
Active Inventory	8	15	-46.7%			
Average Price	\$533,333	\$395,000	35.0%	\$296,677	\$273,150	8.6%
Median Price	\$560,000	\$395,000	41.8%	\$158,000	\$344,950	-54.2%
<b>Residential</b>						
Units Listed	359	403	-10.9%	1741	1739	0.1%
Units Sold	<b>260</b>	<b>243</b>	<b>7.0%</b>	<b>1194</b>	<b>1142</b>	<b>4.6%</b>
Sales Dollars	\$90,405,467	\$72,052,893	25.5%	\$381,464,848	\$310,765,172	22.8%
List/Sell \$ Ratio	96.71%	96.97%		96.83%	97.02%	
Days to Sell	58	48	20.8%	63	49	28.6%
Active Inventory	880	859	2.4%			
Average Price	\$347,713	\$296,514	17.3%	\$319,485	\$272,124	17.4%
Median Price	\$315,000	\$271,500	16.0%	\$295,000	\$252,250	16.9%
<b>Residential (Waterfront)</b>						
Units Listed	17	12	41.7%	51	40	27.5%
Units Sold	<b>7</b>	<b>5</b>	<b>40.0%</b>	<b>19</b>	<b>11</b>	<b>72.7%</b>
Sales Dollars	\$6,207,500	\$4,742,000	30.9%	\$22,234,500	\$11,260,000	97.5%
List/Sell \$ Ratio	94.17%	95.76%		94.06%	94.51%	
Days to Sell	53	211	-74.9%	82	151	-45.7%
Active Inventory	42	42	0.0%			
Average Price	\$886,786	\$948,400	-6.5%	\$1,170,237	\$1,023,636	14.3%
Median Price	\$670,000	\$799,000	-16.1%	\$930,000	\$970,000	-4.1%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Timeshares</b>						
Units Listed	2	1	100.0%	6	8	-25.0%
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	13	19	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**

Units Listed	835	867	-3.7%	3947	3749	5.3%
Units Sold	557	502	11.0%	2536	2320	9.3%
Sales Dollars	\$161,880,081	\$129,125,777	25.4%	\$695,519,040	\$578,166,535	20.3%
List/Sell Ratio	94.53%	95.53%		95.82%	96.00%	
Days to Sell	78	86	-9.3%	74	82	-9.8%
Active Inventory	2354	2477	-5.0%			

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 150000	3	9	1	11
150001 to 180000	4	21	7	25
180001 to 210000	7	40	4	52
210001 to 240000	20	151	25	161
240001 to 270000	54	255	39	179
270001 to 300000	42	237	32	173
300001 to 330000	43	204	35	160
330001 to 360000	29	178	25	111
360001 to 390000	43	156	22	71
390001 to 420000	21	118	15	57
420001 to 450000	24	101	9	32
450001 to 480000	11	50	3	20
480001 and over	57	240	30	76
<b>Totals</b>	<b>358</b>	<b>1760</b>	<b>247</b>	<b>1128</b>

Central Division Lot Listing/Sales Analysis

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 40000	2	28	15	27
40001 to 60000	2	2	0	2
60001 to 80000	1	4	3	3
80001 to 100000	2	33	1	34
100001 to 120000	9	73	8	57
120001 to 140000	6	33	6	44
140001 to 160000	5	40	4	25
160001 and over	34	172	14	69
<b>Totals</b>	<b>61</b>	<b>385</b>	<b>51</b>	<b>261</b>