

CENTRAL ZONE MONTHLY STATISTICS

FOR

June 1st - 30th, 2005

June Statistics Run July 6, 2005 8:30 a.m.

CENTRAL OKANAGAN ZONE

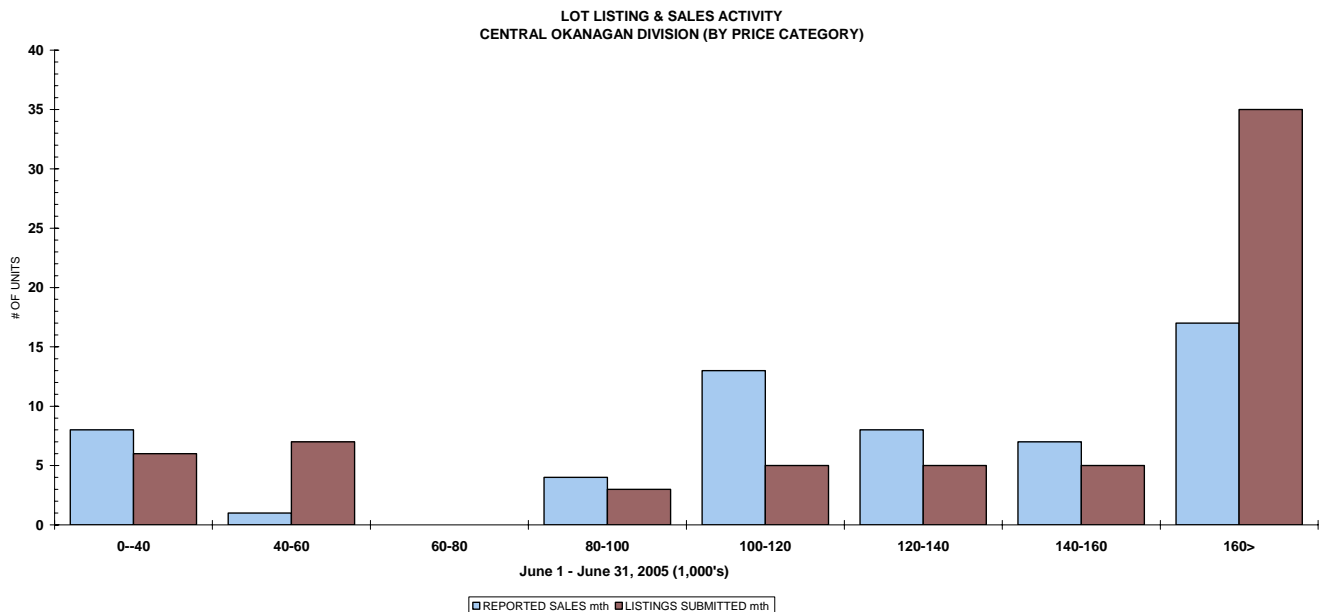
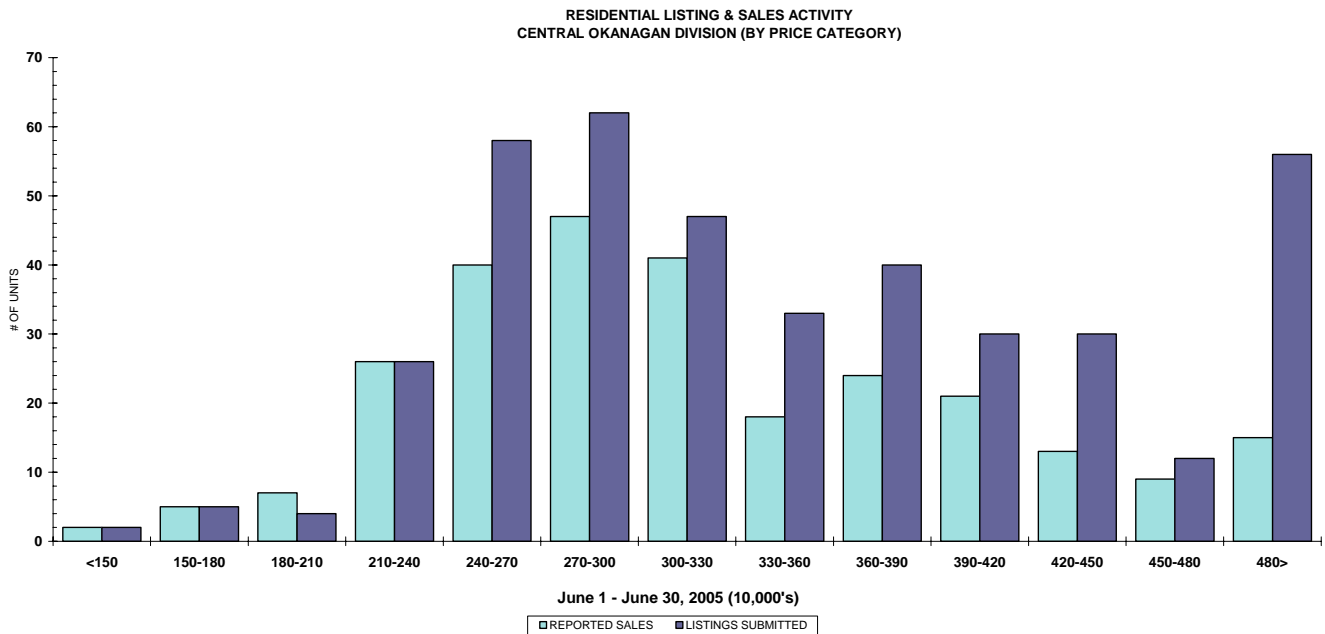
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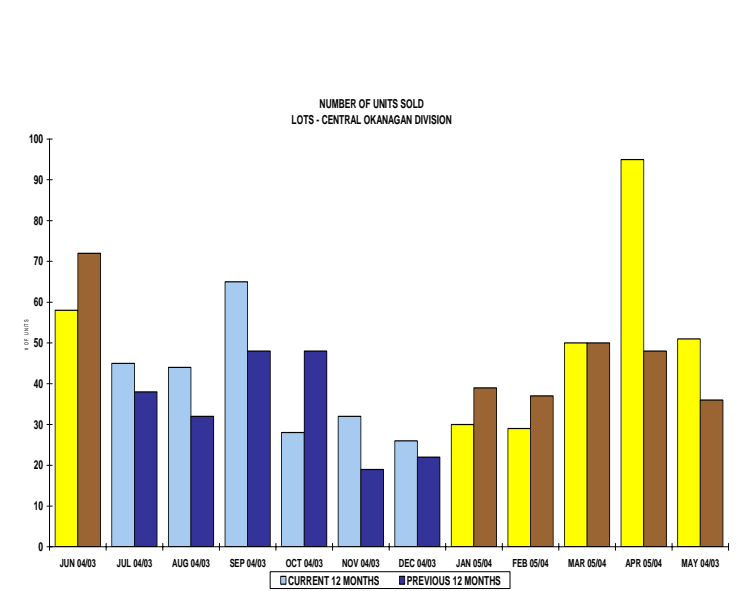
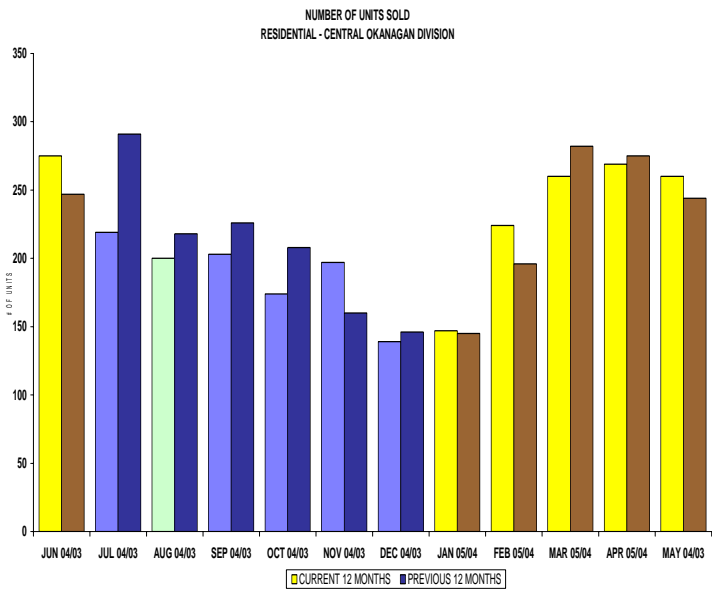
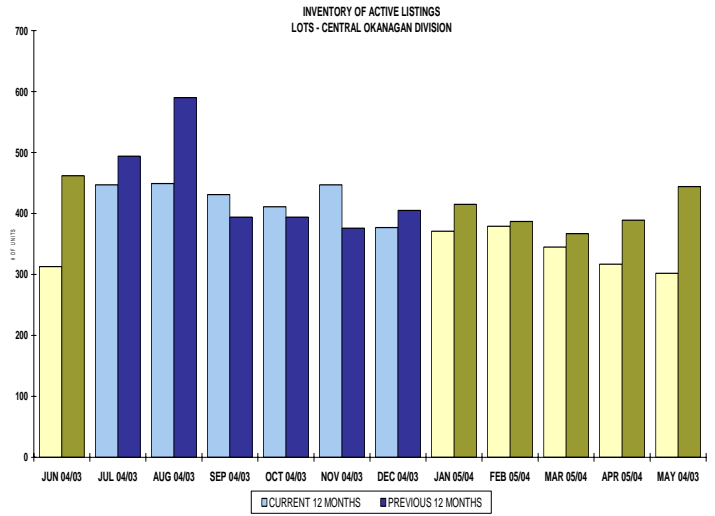
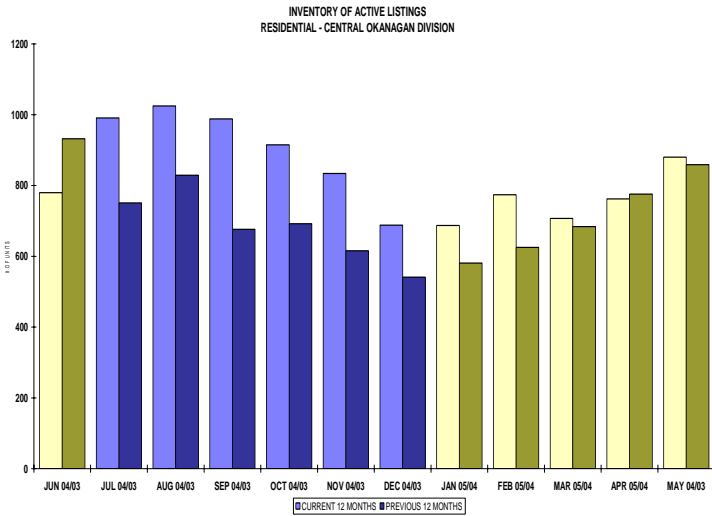
JUNE 2005

QUICK SUMMARY

	TOTAL SALES VOLUME		Residential Single Family SALES		TOTAL LISTINGS	
	<u># of Units</u>	<u>\$ Value</u>	<u># of Units</u>	<u>\$ Value</u>	<u>Listings Taken</u>	<u>Inventory</u>
June 2005	586	\$171,908,008	275	\$91,873,014	857	2,273
May 2005	557	\$161,880,081	260	\$90,405,467	835	2,354
June 2004	546	\$131,843,889	250	\$71,114,737	955	2,582

The Central Zone has **587** Members. The average number of listings-per-licensee is 3.8





CENTRAL OKANAGAN ZONE

June 2005

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
CONDO/APT	96	107	329	29.18%	75
CONDO/TWNHSE	73	95	209	34.93%	76
LOTS	58	66	313	18.53%	222
RESIDENTIAL	275	412	780	35.26%	56

AVERAGE HOUSE PRICE \$334,08413

MEDIAN HOUSE PRICE \$311,800

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	857	955	-10.3%	4787	4538	5.5%
Units Sold	586	546	7.3%	3077	2866	7.4%
Sales Dollars	\$171,908,008	\$131,843,889	30.4%	\$851,228,647	\$710,010,424	19.9%
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	2582	-12.0%			

ZONE NO TOTALS

Units Listed	370	420	-11.9%	2171	2126	2.1%
Units Sold	292	238	22.7%	1514	1456	4.0%
Sales Dollars	\$68,300,535	\$45,044,735	51.6%	\$328,252,860	\$264,388,275	24.2%
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	1042	1437	-27.5%			

ZONE SH TOTALS

Units Listed	212	223	-4.9%	1165	1148	1.5%
Units Sold	159	166	-4.2%	702	674	4.2%
Sales Dollars	\$27,342,216	\$30,985,514	-11.8%	\$122,751,782	\$113,484,383	8.2%
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	844	1178	-28.4%			

ZONE OB TOTALS

Units Listed	24	23	4.3%	96	85	12.9%
Units Sold	3	6	100.0%	28	24	16.7%
Sales Dollars	\$1,220,500	\$6,233,000	100.0%	\$10,269,900	\$10,268,000	0.0%
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	105	129	-18.6%			

GRAND TOTALS

Units Listed	1463	1621	-9.7%	8219	7897	4.1%
Units Sold	1040	956	8.8%	5321	5020	6.0%
Sales Dollars	\$268,771,259	\$214,107,138	25.5%	\$1,312,503,189	\$1,098,151,082	19.5%
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	4264	5326	-19.9%			

LICENSEES

	TOTAL NUMBER OF LICENSEES June 30/05	TOTAL NUMBER OF LICENSEES June 30/04	CHANGE BY NUMBER	CHANGE BY %
ALL DIVISIONS	947	866	81	9.35%
CENTRAL OK DIV.	587	535	52	9.72%
NORTH OK DIV.	266	247	19	7.69%
SHUSWAP DIV.	94	84	10	11.90%

CURRENT MEMBERSHIP

AGENT LICENSEES	82
SALESPERSONS	795
PROPERTY MANAGEMENT	8
9:15 LICENCEE MEMBER	60
EXEMPTION MEMBER	2
TOTALS	947

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	% + or -	THIS YEAR	LAST YEAR	% + or -
Acreage						
Units Listed	8	10	-20.0%	64	71	-9.9%
Units Sold	5	3	66.7%	31	46	-32.6%
Sales Dollars	\$4,401,900	\$1,250,000	252.2%	\$14,641,020	\$11,700,350	25.1%
List/Sell \$ Ratio	95.56%	94.16%		93.65%	93.22%	
Days to Sell	144	230	-37.4%	104	254	-59.1%
Active Inventory	43	70	-38.6%			
Average Price	\$880,380	\$416,667	111.3%	\$472,291	\$254,355	85.7%
Median Price	\$615,000	\$375,000	64.0%	\$340,000	\$210,000	61.9%
Acreage with House						
Units Listed	33	27	22.2%	139	145	-4.1%
Units Sold	6	11	-45.5%	54	74	-27.0%
Sales Dollars	\$3,441,000	\$5,203,720	-33.9%	\$29,249,500	\$35,977,520	-18.7%
List/Sell \$ Ratio	96.27%	93.82%		94.01%	94.31%	
Days to Sell	86	77	11.7%	156	104	50.0%
Active Inventory	102	114	-10.5%			
Average Price	\$573,500	\$473,065	21.2%	\$541,657	\$486,183	11.4%
Median Price	\$549,500	\$425,000	29.3%	\$481,250	\$382,125	25.9%
Acreage (Waterfront)						
Units Listed	0	1	100.0%	6	8	100.0%
Units Sold	1	0	100.0%	7	3	133.3%
Sales Dollars	\$535,000	\$0	100.0%	\$4,820,000	\$4,010,000	20.2%
List/Sell \$ Ratio	100.00%	0.00%		96.83%	94.60%	
Days to Sell	430	0	100.0%	245	225	8.9%
Active Inventory	6	3	100.0%			
Average Price	\$535,000	\$0	100.0%	\$688,571	\$1,336,667	-48.5%
Median Price	\$535,000	\$0	100.0%	\$535,000	\$400,000	33.8%
Business						
Units Listed	19	20	-5.0%	95	77	23.4%
Units Sold	6	2	200.0%	19	19	0.0%
Sales Dollars	\$387,000	\$65,000	495.4%	\$5,625,500	\$10,255,300	-45.1%
List/Sell \$ Ratio	82.90%	85.07%		81.52%	82.85%	
Days to Sell	159	90	76.7%	195	210	-7.1%
Active Inventory	85	84	1.2%			
Average Price	\$64,500	\$32,500	98.5%	\$296,079	\$539,753	-45.1%
Median Price	\$52,500	\$32,500	61.5%	\$94,000	\$42,500	121.2%
Condo (Townhouse)						
Units Listed	95	68	39.7%	504	388	29.9%
Units Sold	73	60	21.7%	357	279	28.0%
Sales Dollars	\$20,205,350	\$12,481,050	61.9%	\$91,113,224	\$61,878,713	47.2%
List/Sell \$ Ratio	97.30%	97.66%		97.92%	97.67%	
Days to Sell	76	39	94.9%	77	59	30.5%
Active Inventory	209	147	42.2%			
Average Price	\$276,786	\$208,018	33.1%	\$255,219	\$221,788	15.1%
Median Price	\$234,900	\$188,700	24.5%	\$235,900	\$197,000	19.7%
Condo (Apt)						
Units Listed	107	129	-17.1%	719	631	13.9%
Units Sold	96	77	24.7%	491	428	14.7%
Sales Dollars	\$20,333,158	\$16,237,075	25.2%	\$100,577,204	\$87,827,390	14.5%
List/Sell \$ Ratio	96.51%	98.17%		97.12%	98.12%	
Days to Sell	75	42	78.6%	80	59	35.6%
Active Inventory	329	271	21.4%			
Average Price	\$211,804	\$210,871	0.4%	\$204,842	\$205,204	-0.2%
Median Price	\$202,500	\$182,900	10.7%	\$180,000	\$156,900	14.7%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	28	35	-20.0%	140	129	8.5%
Units Sold	13	15	-13.3%	86	81	6.2%
Sales Dollars	\$2,888,900	\$3,147,150	-8.2%	\$21,573,943	\$19,712,800	9.4%
List/Sell \$ Ratio	96.61%	98.27%		96.62%	97.06%	
Days to Sell	40	31	29.0%	45	41	9.8%
Active Inventory	49	59	-16.9%			
Average Price	\$222,223	\$209,810	5.9%	\$250,860	\$243,368	3.1%
Median Price	\$200,000	\$185,500	7.8%	\$202,500	\$198,000	2.3%
Farms						
Units Listed	10	8	25.0%	53	36	47.2%
Units Sold	1	1	0.0%	13	15	-13.3%
Sales Dollars	\$400,000	\$90,000	344.4%	\$7,942,200	\$12,804,400	-38.0%
List/Sell \$ Ratio	93.13%	90.00%		93.24%	92.09%	
Days to Sell	80	1423	-94.4%	224	287	-22.0%
Active Inventory	43	43	0.0%			
Average Price	\$400,000	\$90,000	344.4%	\$610,938	\$853,627	-28.4%
Median Price	\$400,000	\$90,000	344.4%	\$599,900	\$485,000	23.7%
IC&I						
Units Listed	4	7	-42.9%	70	48	45.8%
Units Sold	8	6	100.0%	30	22	36.4%
Sales Dollars	\$4,962,500	\$3,256,530	52.4%	\$12,195,600	\$11,025,942	10.6%
List/Sell \$ Ratio	93.31%	92.42%		94.25%	95.68%	
Days to Sell	199	163	22.1%	125	217	-42.4%
Active Inventory	47	62	-24.2%			
Average Price	\$620,313	\$0	#DIV/0!	\$406,520	\$501,179	-18.9%
Median Price	\$458,750	\$545,765	-15.9%	\$295,000	\$428,000	-31.1%
IC&I Land						
Units Listed	5	2	150.0%	19	15	26.7%
Units Sold	1	3	-66.7%	14	15	-6.7%
Sales Dollars	\$1,200,000	\$2,102,675	-42.9%	\$9,928,000	\$8,091,675	22.7%
List/Sell \$ Ratio	85.89%	95.16%		88.84%	91.40%	
Days to Sell	49	206	-76.2%	459	397	15.6%
Active Inventory	12	22	-45.5%			
Average Price	\$1,200,000	\$700,892	71.2%	\$709,143	\$539,445	31.5%
Median Price	\$1,200,000	\$575,000	108.7%	\$533,000	\$500,000	6.6%
Lots						
Units Listed	55	112	-50.9%	372	424	-12.3%
Units Sold	50	70	-28.6%	276	243	13.6%
Sales Dollars	\$6,253,600	\$7,930,850	-21.1%	\$35,174,433	\$28,955,604	21.5%
List/Sell \$ Ratio	96.72%	98.22%		97.21%	96.24%	
Days to Sell	119	113	5.3%	158	147	7.5%
Active Inventory	251	379	-33.8%			
Average Price	\$125,072	\$113,298	10.4%	\$127,444	\$119,159	7.0%
Median Price	\$109,900	\$97,000	13.3%	\$119,900	\$99,000	21.1%
Leases						
Units Listed	11	20	-45.0%	77	108	-28.7%
Units Sold	6	9	-33.3%	39	31	25.8%
Sales Dollars	\$439,386	\$321,952	36.5%	\$2,920,162	\$2,064,702	41.4%
Days to Sell	272	291	-6.5%	205	192	6.8%
Active Inventory	127	168	-24.4%			
Average Price	\$73,231	\$35,772	104.7%	\$74,876	\$66,603	12.4%
Median Price	\$55,875	\$36,000	55.2%	\$48,875	\$36,748	33.0%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots (Waterfront)						
Units Listed	3	6	-50.0%	10	10	0.0%
Units Sold	2	1	100.0%	4	5	-20.0%
Sales Dollars	\$1,080,000	\$1,248,600	-13.5%	\$1,592,000	\$3,373,100	-52.8%
List/Sell \$ Ratio	97.33%	104.05%		92.74%	94.87%	
Days to Sell	195	8	2337.5%	177	107	65.4%
Active Inventory	13	10	30.0%			
Average Price	\$540,000	\$1,248,600	-56.8%	\$398,000	\$674,620	-41.0%
Median Price	\$540,000	\$1,248,600	-56.8%	\$360,000	\$730,000	-50.7%
Multi-Family						
Units Listed	3	6	100.0%	20	15	33.3%
Units Sold	2	2	0.0%	8	8	0.0%
Sales Dollars	\$814,000	\$652,000	24.8%	\$5,003,300	\$2,919,000	71.4%
List/Sell \$ Ratio	96.99%	92.48%		95.63%	94.75%	
Days to Sell	76	68	11.8%	88	108	-18.5%
Active Inventory	6	9	-33.3%			
Average Price	\$407,000	\$326,000	24.8%	\$625,413	\$364,875	71.4%
Median Price	\$407,000	\$326,000	24.8%	\$446,150	\$365,000	22.2%
Mobile Homes						
Units Listed	45	45	0.0%	256	264	-3.0%
Units Sold	30	27	11.1%	164	179	-8.4%
Sales Dollars	\$1,909,200	\$1,479,550	29.0%	\$10,266,599	\$9,372,119	9.5%
List/Sell \$ Ratio	91.22%	90.26%		89.62%	91.18%	
Days to Sell	72	70	2.9%	70	68	2.9%
Active Inventory	102	132	-22.7%			
Average Price	\$63,640	\$54,798	16.1%	\$62,601	\$52,130	20.1%
Median Price	\$52,450	\$47,000	11.6%	\$46,300	\$43,500	6.4%
Recreational Properties						
Units Listed	6	7	-14.3%	34	22	54.5%
Units Sold	2	4	-50.0%	13	10	30.0%
Sales Dollars	\$191,000	\$702,000	-72.8%	\$3,007,800	\$2,340,900	28.5%
List/Sell \$ Ratio	74.39%	86.21%		93.57%	92.91%	
Days to Sell	30	175	-82.9%	65	167	-61.1%
Active Inventory	13	14	-7.1%			
Average Price	\$95,500	\$175,500	-45.6%	\$231,369	\$234,090	-1.2%
Median Price	\$52,000	\$136,000	-61.8%	\$141,500	\$266,500	-46.9%
Residential						
Units Listed	412	436	-5.5%	2139	2084	2.6%
Units Sold	275	250	10.0%	1442	1392	3.6%
Sales Dollars	\$91,873,014	\$71,114,737	29.2%	\$463,981,162	\$381,879,909	21.5%
List/Sell \$ Ratio	96.43%	96.50%		96.73%	96.92%	
Days to Sell	56	48	16.7%	61	49	24.5%
Active Inventory	780	932	-16.3%			
Average Price	\$334,084	\$284,459	17.4%	\$321,762	\$274,339	17.3%
Median Price	\$311,800	\$268,950	15.9%	\$297,500	\$257,000	15.8%
Residential (Waterfront)						
Units Listed	12	12	0.0%	63	51	23.5%
Units Sold	9	5	80.0%	28	16	75.0%
Sales Dollars	\$10,593,000	\$4,561,000	132.3%	\$31,611,500	\$15,821,000	99.8%
List/Sell \$ Ratio	90.22%	91.59%		92.72%	93.60%	
Days to Sell	94	78	20.5%	86	128	-32.8%
Active Inventory	44	44	0.0%			
Average Price	\$1,177,000	\$912,200	29.0%	\$1,128,982	\$988,813	14.2%
Median Price	\$1,075,000	\$900,000	19.4%	\$957,000	\$935,000	2.4%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Timeshares						
Units Listed	1	4	-75.0%	7	12	-41.7%
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	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	857	955	-10.3%	4787	4538	5.5%
Units Sold	586	546	7.3%	3077	2866	7.4%
Sales Dollars	\$171,908,008	\$131,843,889	30.4%	\$851,228,647	\$710,010,424	19.9%
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	2582	-12.0%			

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 150000	2	9	2	13
150001 to 180000	5	26	5	30
180001 to 210000	4	46	7	59
210001 to 240000	26	174	26	188
240001 to 270000	58	320	40	220
270001 to 300000	62	294	47	221
300001 to 330000	47	251	41	201
330001 to 360000	33	210	18	130
360001 to 390000	40	200	24	95
390001 to 420000	30	142	21	78
420001 to 450000	30	131	13	45
450001 to 480000	12	59	9	29
480001 and over	56	291	15	91
Totals	405	2153	268	1400

Central Division Lot Listing/Sales Analysis

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 40000	6	35	8	34
40001 to 60000	7	9	1	3
60001 to 80000	0	4	0	3
80001 to 100000	3	35	4	38
100001 to 120000	5	79	13	70
120001 to 140000	5	39	8	52
140001 to 160000	5	44	7	32
160001 and over	35	207	17	86
Totals	66	452	58	318