

# CENTRAL ZONE MONTHLY STATISTICS

FOR

September 1st - 30th, 2005

September Statistics Run October 5, 2005 2:00 p.m.

# CENTRAL OKANAGAN ZONE

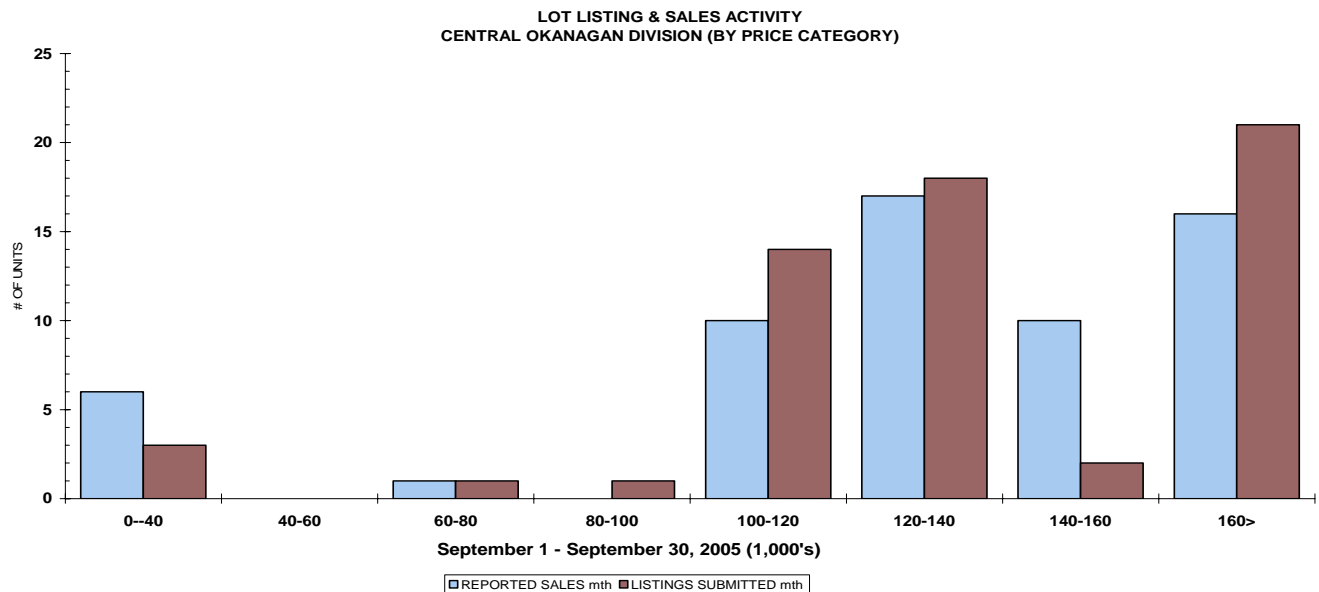
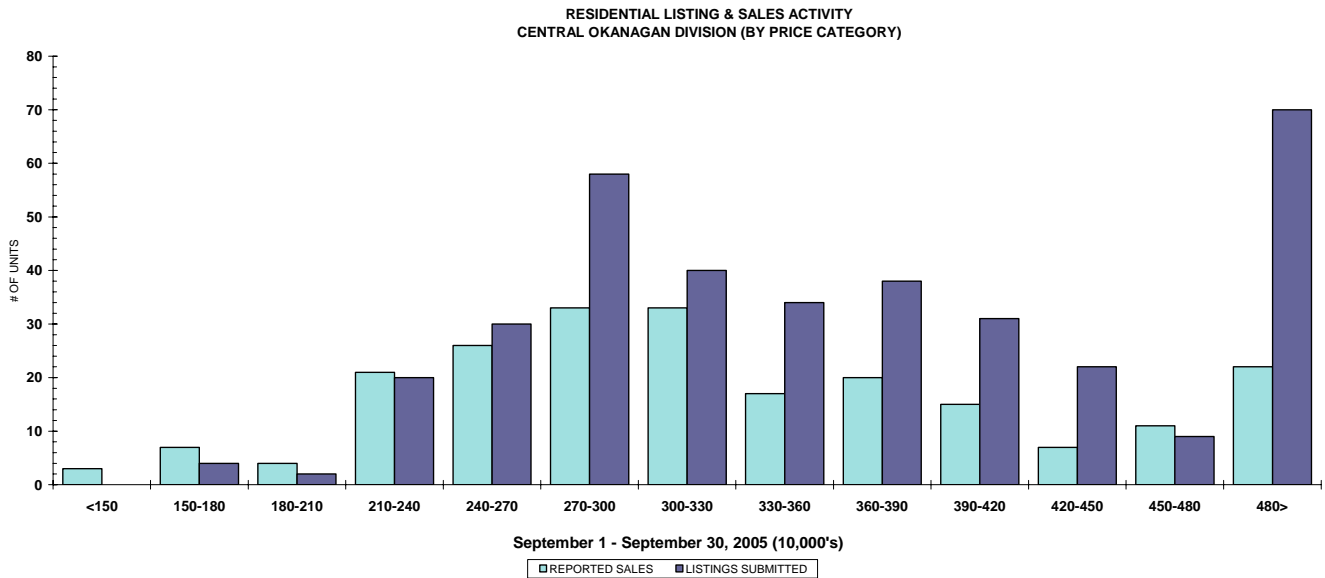
## STAT - O - GRAM

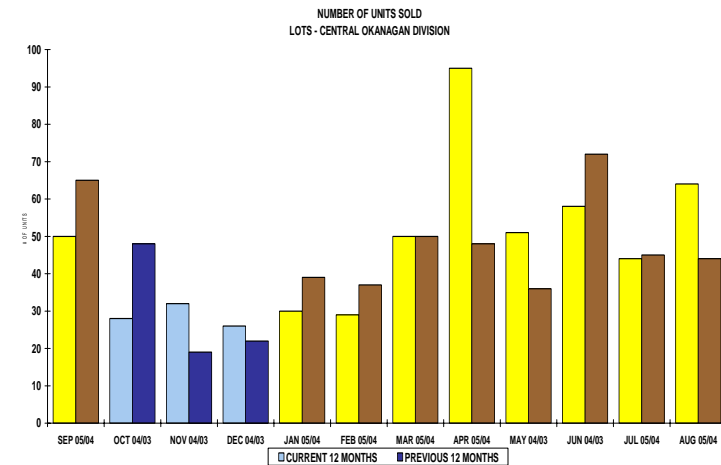
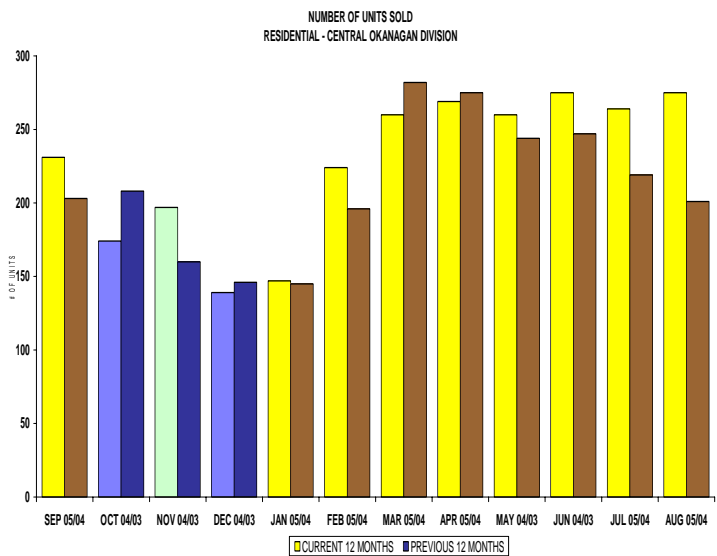
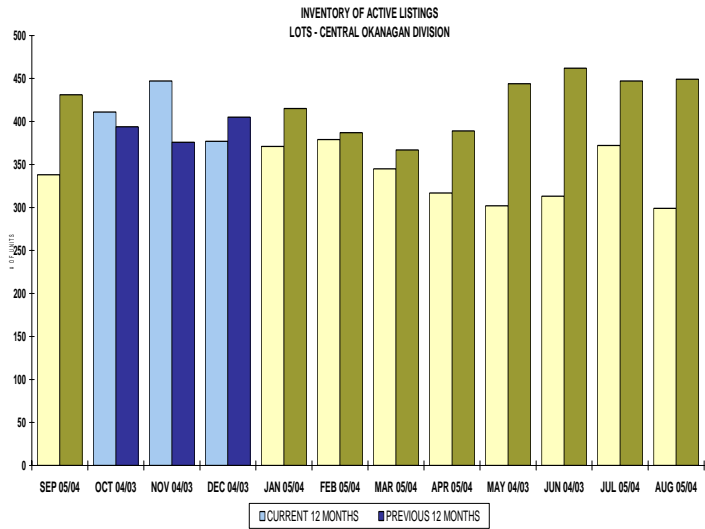
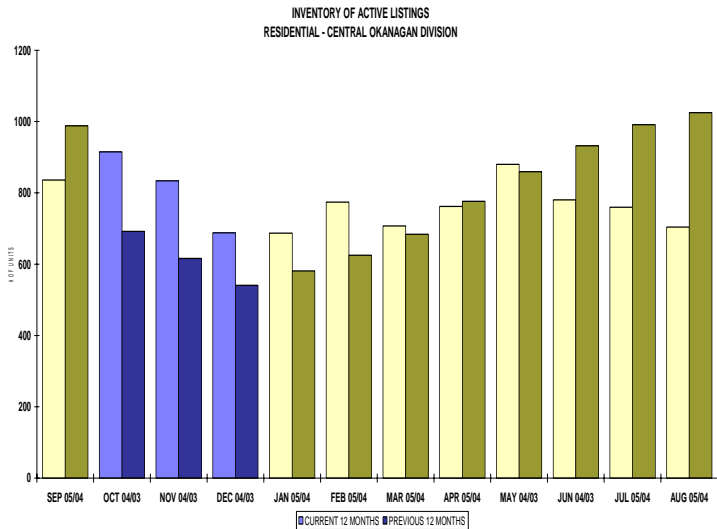
SEPTEMBER 2005

### 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>Taken</u>	<u>Inventory</u>
September 2005	584	\$205,767,957	231	\$79,006,720	852	2,389
August 2005	618	\$183,339,984	275	\$90,554,034	733	2,037
September 2004	467	\$137,151,624	205	\$60,668,751	803	2,813

The Central Zone has **605** Members. The average number of listings-per-licensee is 3.9





**CENTRAL OKANAGAN ZONE**

**September 2005**

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
CONDO/APT	150	205	347	43.23%	32
CONDO/TWNHSE	55	63	210	26.19%	65
LOTS	50	60	338	14.79%	181
RESIDENTIAL	231	363	836	27.63%	60

**AVERAGE HOUSE PRICE \$342,020**

**MEDIAN HOUSE PRICE \$320,000**

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	852	803	6.1%	7269	7080	2.7%
Units Sold	<b>584</b>	<b>467</b>	<b>25.1%</b>	<b>4888</b>	<b>4284</b>	<b>14.1%</b>
Sales Dollars	\$205,767,957	\$137,151,624	50.0%	\$1,461,520,523	\$1,117,979,014	30.7%
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	2389	2813	-15.1%			

### ZONE NO TOTALS

Units Listed	307	316	-2.8%	3254	3224	0.9%
Units Sold	<b>205</b>	<b>247</b>	<b>-17.0%</b>	<b>2233</b>	<b>2183</b>	<b>2.3%</b>
Sales Dollars	\$50,294,474	\$43,515,644	15.6%	\$509,828,405	\$400,715,637	27.2%
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	1176	1402	-16.1%			

### ZONE SH TOTALS

Units Listed	160	134	19.4%	1794	1651	8.7%
Units Sold	<b>176</b>	<b>148</b>	<b>18.9%</b>	<b>1256</b>	<b>1155</b>	<b>8.7%</b>
Sales Dollars	\$35,484,607	\$24,049,488	47.5%	\$233,016,947	\$198,993,962	17.1%
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	869	1019	-14.7%			

### ZONE OB TOTALS

Units Listed	10	24	-58.3%	132	137	-3.6%
Units Sold	<b>2</b>	<b>6</b>	<b>100.0%</b>	<b>44</b>	<b>43</b>	<b>2.3%</b>
Sales Dollars	\$1,675,000	\$590,332	100.0%	\$16,254,000	\$17,066,379	-4.8%
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	106	134	-20.9%			

### GRAND TOTALS

Units Listed	1329	1277	4.1%	12449	12092	3.0%
Units Sold	<b>967</b>	<b>868</b>	<b>11.4%</b>	<b>8421</b>	<b>7665</b>	<b>9.9%</b>
Sales Dollars	\$293,222,038	\$205,307,088	42.8%	\$2,220,619,875	\$1,734,754,992	28.0%
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	4540	5368	-15.4%			

# MEMBERSHIP

	<b>TOTAL NUMBER OF MEMBERS</b>	<b>TOTAL NUMBER OF MEMBERS</b>	<b>CHANGE BY NUMBER</b>	<b>CHANGE BY %</b>
	<b>September 30/05</b>	<b>September 30/04</b>		
ALL ZONES	975	884	91	10.29%
CENTRAL ZONE	605	550	55	10.00%
NORTH ZONE	274	249	25	10.04%
SHUSWAP ZONE	96	85	11	12.94%

## CURRENT MEMBERSHIP

MANAGING BROKERS	81
SALES REPRESENTATIVES	822
PROPERTY MANAGEMENT	9
ASSOCIATE BROKERS	61
EXEMPTION MEMBER	2
<b>TOTALS</b>	<b>975</b>

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	% + or -	THIS YEAR	LAST YEAR	% + or -
<b>Acreage</b>						
Units Listed	10	10	0.0%	113	107	5.6%
Units Sold	<b>4</b>	<b>2</b>	<b>100.0%</b>	<b>46</b>	<b>60</b>	<b>-23.3%</b>
Sales Dollars	\$1,655,000	\$605,000	173.6%	\$21,387,020	\$16,905,250	26.5%
List/Sell \$ Ratio	92.56%	87.75%		93.66%	93.99%	
Days to Sell	269	77	249.4%	120	215	-44.2%
Active Inventory	72	65	10.8%			
Average Price	\$413,750	\$302,500	36.8%	\$464,935	\$281,754	65.0%
Median Price	\$340,000	\$302,500	12.4%	\$364,000	\$221,450	64.4%
<b>Acreage with House</b>						
Units Listed	21	22	-4.5%	201	224	-10.3%
Units Sold	<b>9</b>	<b>6</b>	<b>50.0%</b>	<b>89</b>	<b>99</b>	<b>-10.1%</b>
Sales Dollars	\$5,102,067	\$8,146,000	-37.4%	\$53,722,467	\$52,003,555	3.3%
List/Sell \$ Ratio	92.82%	88.85%		93.14%	93.56%	
Days to Sell	80	249	-67.9%	137	113	21.2%
Active Inventory	92	123	-25.2%			
Average Price	\$566,896	\$1,357,667	-58.2%	\$603,623	\$525,288	14.9%
Median Price	\$519,000	\$746,000	-30.4%	\$505,000	\$384,250	31.4%
<b>Acreage (Waterfront)</b>						
Units Listed	0	2	-100.0%	7	12	100.0%
Units Sold	<b>0</b>	<b>1</b>	<b>-100.0%</b>	<b>9</b>	<b>4</b>	<b>125.0%</b>
Sales Dollars	\$0	\$3,175,000	-100.0%	\$6,482,000	\$7,185,000	-9.8%
List/Sell \$ Ratio	0.00%	90.71%		96.06%	93.63%	
Days to Sell	0	59	-100.0%	208	183	13.7%
Active Inventory	6	11	-45.5%			
Average Price	\$0	\$3,175,000	-100.0%	\$720,222	\$1,796,250	-59.9%
Median Price	\$0	\$3,175,000	-100.0%	\$535,000	\$1,787,500	-70.1%
<b>Business</b>						
Units Listed	10	9	11.1%	127	115	10.4%
Units Sold	<b>5</b>	<b>2</b>	<b>150.0%</b>	<b>26</b>	<b>30</b>	<b>-13.3%</b>
Sales Dollars	\$3,505,000	\$140,000	2403.6%	\$9,240,500	\$11,255,200	-17.9%
List/Sell \$ Ratio	75.15%	92.30%		80.35%	81.56%	
Days to Sell	185	50	270.0%	187	174	7.5%
Active Inventory	85	82	3.7%			
Average Price	\$701,000	\$70,000	901.4%	\$355,404	\$375,173	-5.3%
Median Price	\$775,000	\$70,000	1007.1%	\$84,500	\$49,200	71.7%
<b>Condo (Townhouse)</b>						
Units Listed	63	54	16.7%	713	634	12.5%
Units Sold	<b>55</b>	<b>50</b>	<b>10.0%</b>	<b>552</b>	<b>426</b>	<b>29.6%</b>
Sales Dollars	\$14,078,900	\$12,416,788	13.4%	\$143,413,304	\$96,293,635	48.9%
List/Sell \$ Ratio	96.83%	96.92%		97.70%	97.54%	
Days to Sell	65	60	8.3%	73	57	28.1%
Active Inventory	210	209	0.5%			
Average Price	\$255,980	\$248,336	3.1%	\$259,807	\$226,041	14.9%
Median Price	\$239,900	\$203,950	17.6%	\$239,000	\$197,000	21.3%
<b>Condo (Apt)</b>						
Units Listed	205	129	58.9%	1121	1055	6.3%
Units Sold	<b>150</b>	<b>63</b>	<b>138.1%</b>	<b>837</b>	<b>647</b>	<b>29.4%</b>
Sales Dollars	\$62,741,950	\$11,618,251	440.0%	\$205,016,524	\$128,002,575	60.2%
List/Sell \$ Ratio	99.10%	96.86%		97.37%	97.88%	
Days to Sell	32	69	-53.6%	74	57	29.8%
Active Inventory	347	410	-15.4%			
Average Price	\$418,280	\$184,417	126.8%	\$244,942	\$197,840	23.8%
Median Price	\$382,400	\$170,000	124.9%	\$198,000	\$160,500	23.4%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Duplex</b>						
Units Listed	18	16	12.5%	198	185	7.0%
Units Sold	<b>17</b>	<b>11</b>	<b>54.5%</b>	<b>133</b>	<b>118</b>	<b>12.7%</b>
Sales Dollars	\$4,682,900	\$2,121,900	120.7%	\$34,956,218	\$27,851,450	25.5%
List/Sell \$ Ratio	96.38%	94.58%		96.40%	96.52%	
Days to Sell	46	65	-29.2%	43	44	-2.3%
Active Inventory	36	49	-26.5%			
Average Price	\$275,465	\$192,900	42.8%	\$262,829	\$236,029	11.4%
Median Price	\$255,000	\$198,000	28.8%	\$212,000	\$199,000	6.5%
<b>Farms</b>						
Units Listed	9	5	80.0%	72	57	26.3%
Units Sold	<b>4</b>	<b>5</b>	<b>-20.0%</b>	<b>23</b>	<b>25</b>	<b>-8.0%</b>
Sales Dollars	\$3,756,000	\$3,792,000	-0.9%	\$19,222,200	\$19,371,400	-0.8%
List/Sell \$ Ratio	92.71%	94.01%		91.56%	93.13%	
Days to Sell	137	245	-44.1%	172	243	-29.2%
Active Inventory	44	41	7.3%			
Average Price	\$939,000	\$758,400	23.8%	\$835,748	\$774,856	7.9%
Median Price	\$847,000	\$725,000	16.8%	\$635,000	\$552,000	15.0%
<b>IC&amp;I</b>						
Units Listed	18	12	50.0%	100	73	37.0%
Units Sold	<b>4</b>	<b>1</b>	<b>100.0%</b>	<b>46</b>	<b>27</b>	<b>70.4%</b>
Sales Dollars	\$2,164,280	\$570,000	279.7%	\$17,901,970	\$14,605,442	22.6%
List/Sell \$ Ratio	95.83%	95.15%		94.89%	95.06%	
Days to Sell	127	85	49.4%	124	211	-41.2%
Active Inventory	52	63	-17.5%			
Average Price	\$541,070	\$570,000	-5.1%	\$389,173	\$540,942	-28.1%
Median Price	\$428,640	\$570,000	-24.8%	\$278,545	\$431,000	-35.4%
<b>IC&amp;I Land</b>						
Units Listed	3	3	0.0%	33	25	32.0%
Units Sold	<b>2</b>	<b>0</b>	<b>100.0%</b>	<b>17</b>	<b>16</b>	<b>6.3%</b>
Sales Dollars	\$598,000	\$0	100.0%	\$10,976,000	\$8,490,675	29.3%
List/Sell \$ Ratio	101.35%	0.00%		90.85%	91.24%	
Days to Sell	21	0	100.0%	383	384	-0.3%
Active Inventory	21	27	-22.2%			
Average Price	\$299,000	\$0	100.0%	\$645,647	\$530,667	21.7%
Median Price	\$299,000	\$0	100.0%	\$500,000	\$488,838	2.3%
<b>Lots</b>						
Units Listed	50	98	-49.0%	548	619	-11.5%
Units Sold	<b>44</b>	<b>59</b>	<b>-25.4%</b>	<b>411</b>	<b>380</b>	<b>8.2%</b>
Sales Dollars	\$6,295,806	\$5,888,875	6.9%	\$55,085,913	\$43,611,229	26.3%
List/Sell \$ Ratio	98.04%	95.41%		96.81%	95.30%	
Days to Sell	151	99	52.5%	144	152	-5.3%
Active Inventory	252	352	-28.4%			
Average Price	\$143,087	\$99,811	43.4%	\$134,029	\$114,766	16.8%
Median Price	\$135,603	\$98,500	37.7%	\$122,943	\$99,000	24.2%
<b>Leases</b>						
Units Listed	18	22	-18.2%	117	171	-31.6%
Units Sold	<b>6</b>	<b>10</b>	<b>-40.0%</b>	<b>55</b>	<b>48</b>	<b>14.6%</b>
Sales Dollars	\$406,034	\$1,156,659	-64.9%	\$4,877,688	\$4,006,368	21.7%
Days to Sell	302	128	135.9%	239	177	35.0%
Active Inventory	133	183	-27.3%			
Average Price	\$67,672	\$115,666	-41.5%	\$88,685	\$83,466	6.3%
Median Price	\$53,767	\$34,010	58.1%	\$53,950	\$36,141	49.3%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Lots (Waterfront)</b>						
Units Listed	0	1	-100.0%	16	13	23.1%
Units Sold	<b>2</b>	<b>2</b>	<b>0.0%</b>	<b>13</b>	<b>10</b>	<b>30.0%</b>
Sales Dollars	\$2,084,900	\$1,430,100	45.8%	\$6,731,900	\$6,188,200	8.8%
List/Sell \$ Ratio	97.14%	99.06%		96.27%	95.08%	
Days to Sell	124	112	10.7%	185	98	88.8%
Active Inventory	8	3	166.7%			
Average Price	\$1,042,450	\$715,050	45.8%	\$517,838	\$618,820	-16.3%
Median Price	\$1,042,450	\$715,050	45.8%	\$415,000	\$690,050	-39.9%
<b>Multi-Family (5 Units and up)</b>						
Units Listed	3	8	-100.0%	25	32	-21.9%
Units Sold	<b>0</b>	<b>1</b>	<b>-100.0%</b>	<b>11</b>	<b>11</b>	<b>0.0%</b>
Sales Dollars	\$0	\$860,000	-100.0%	\$11,628,300	\$5,774,000	101.4%
List/Sell \$ Ratio	0.00%	96.08%		96.30%	95.14%	
Days to Sell	0	20	-100.0%	80	87	-8.0%
Active Inventory	7	17	-58.8%			
Average Price	\$0	\$860,000	-100.0%	\$1,057,118	\$524,909	101.4%
Median Price	\$0	\$860,000	-100.0%	\$587,000	\$468,000	25.4%
<b>Multi Plex (Triplex/Fourplex)</b>						
Units Listed	2	0	100.0%	4	0	100.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>
Sales Dollars	\$0	\$0	0.0%	\$0	\$0	0.0%
List/Sell \$ Ratio	0.00%	0.00%		0.00%	0.00%	
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	4	0	0.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
<b>Mobile Homes</b>						
Units Listed	38	37	2.7%	380	390	-2.6%
Units Sold	<b>37</b>	<b>29</b>	<b>27.6%</b>	<b>282</b>	<b>283</b>	<b>-0.4%</b>
Sales Dollars	\$2,684,400	\$1,275,300	110.5%	\$17,853,549	\$14,365,369	24.3%
List/Sell \$ Ratio	90.50%	83.28%		89.94%	89.92%	
Days to Sell	50	97	-48.5%	66	71	-7.0%
Active Inventory	91	101	-9.9%			
Average Price	\$72,551	\$43,976	65.0%	\$63,310	\$52,130	21.4%
Median Price	\$58,100	\$34,000	70.9%	\$50,000	\$42,000	19.0%
<b>Recreational Properties</b>						
Units Listed	10	12	-16.7%	93	86	8.1%
Units Sold	<b>8</b>	<b>10</b>	<b>-20.0%</b>	<b>47</b>	<b>42</b>	<b>11.9%</b>
Sales Dollars	\$8,503,000	\$11,643,500	-27.0%	\$54,969,500	\$48,315,000	13.8%
List/Sell \$ Ratio	97.03%	89.13%		93.88%	93.23%	
Days to Sell	133	108	23.1%	96	132	-27.3%
Active Inventory	41	32	28.1%			
Average Price	\$1,062,875	\$1,164,350	-8.7%	\$1,169,564	\$1,150,357	1.7%
Median Price	\$1,067,750	\$1,093,750	-2.4%	\$984,000	\$1,008,250	-2.4%
<b>Residential</b>						
Units Listed	363	351	3.4%	3300	3182	3.7%
Units Sold	<b>231</b>	<b>205</b>	<b>12.7%</b>	<b>2243</b>	<b>2016</b>	<b>11.3%</b>
Sales Dollars	\$79,006,720	\$60,668,751	30.2%	\$733,080,470	\$565,439,666	29.6%
List/Sell \$ Ratio	96.37%	94.94%		96.66%	96.57%	
Days to Sell	60	66	-9.1%	60	52	15.4%
Active Inventory	836	988	-15.4%			
Average Price	\$342,020	\$295,945	15.6%	\$326,830	\$280,476	16.5%
Median Price	\$320,000	\$275,000	16.4%	\$302,000	\$261,000	15.7%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Residential (Waterfront)</b>						
Units Listed	10	12	-16.7%	93	86	8.1%
Units Sold	<b>6</b>	<b>10</b>	<b>-40.0%</b>	<b>47</b>	<b>42</b>	<b>11.9%</b>
Sales Dollars	\$8,503,000	\$11,643,500	-27.0%	\$54,969,500	\$48,315,000	13.8%
List/Sell \$ Ratio	97.03%	89.13%		93.88%	93.23%	
Days to Sell	133	108	23.1%	96	132	-27.3%
Active Inventory	41	37	10.8%			
Average Price	\$1,417,167	\$1,164,350	21.7%	\$1,169,564	\$1,150,357	1.7%
Median Price	\$1,067,750	\$1,093,750	-2.4%	\$984,000	\$1,008,250	-2.4%
<b>Timeshares</b>						
Units Listed	1	0	100.0%	8	14	-42.9%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>1</b>	<b>0</b>	<b>0.0%</b>
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%	47	0	100.0%
Active Inventory	11	20	100.0%			
Average Price	\$0	\$0	0.0%	\$5,500	\$0	100.0%
Median Price	\$0	\$0	0.0%	\$5,500	\$0	100.0%
<b>CENTRAL OKANAGAN - TOTALS</b>						
Units Listed	852	803	6.1%	7269	7080	2.7%
Units Sold	584	467	25.1%	4888	4284	14.1%
Sales Dollars	\$205,767,957	\$137,151,624	50.0%	\$1,461,520,523	\$1,117,979,014	30.7%
List/Sell Ratio	94.53%	95.53%		95.82%	96.00%	
Days to Sell	78	86	-9.3%	74	82	-9.8%
Active Inventory	2389	2813	-15.1%			

## Central Zone Listing/Sales Analysis

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 150000	0	18	3	19
150001 to 180000	4	37	7	44
180001 to 210000	2	67	4	79
210001 to 240000	20	233	21	251
240001 to 270000	30	429	26	334
270001 to 300000	58	445	33	346
300001 to 330000	40	355	33	302
330001 to 360000	34	306	17	195
360001 to 390000	38	302	20	181
390001 to 420000	31	220	15	123
420001 to 450000	22	195	7	80
450001 to 480000	9	96	11	47
480001 and over	70	473	22	158
<b>Totals</b>	<b>358</b>	<b>3176</b>	<b>219</b>	<b>2159</b>

## Central Division Lot Listing/Sales Analysis

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 40000	3	48	6	56
40001 to 60000	0	15	0	11
60001 to 80000	1	7	1	4
80001 to 100000	1	37	0	44
100001 to 120000	14	95	10	88
120001 to 140000	18	97	17	71
140001 to 160000	2	83	10	53
160001 and over	21	302	16	152
<b>Totals</b>	<b>60</b>	<b>684</b>	<b>60</b>	<b>479</b>

## Central Zone Residential Sub Area Average Prices - July to September 2005

### Residential Single Family Only

■ Jul   
 ■ Augl   
 ▲ Sep

