

**CENTRAL DIVISION  
MONTHLY STATISTICS**

**FOR**

**December 1st - 31st, 2004**

# CENTRAL OKANAGAN DIVISION

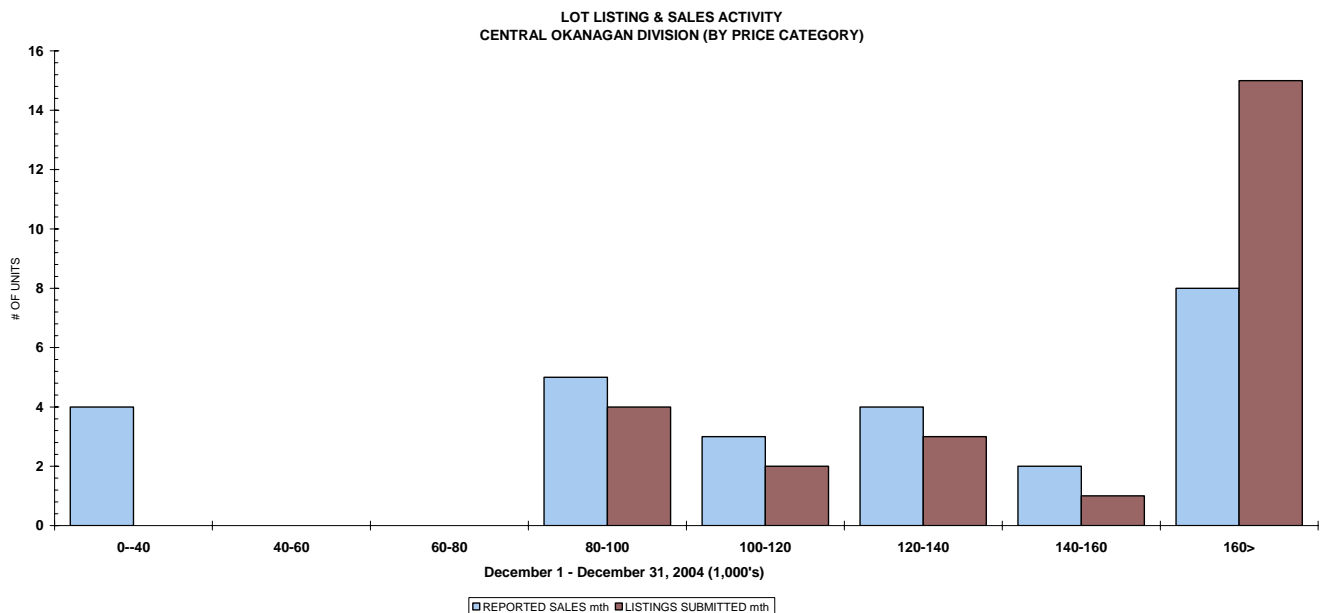
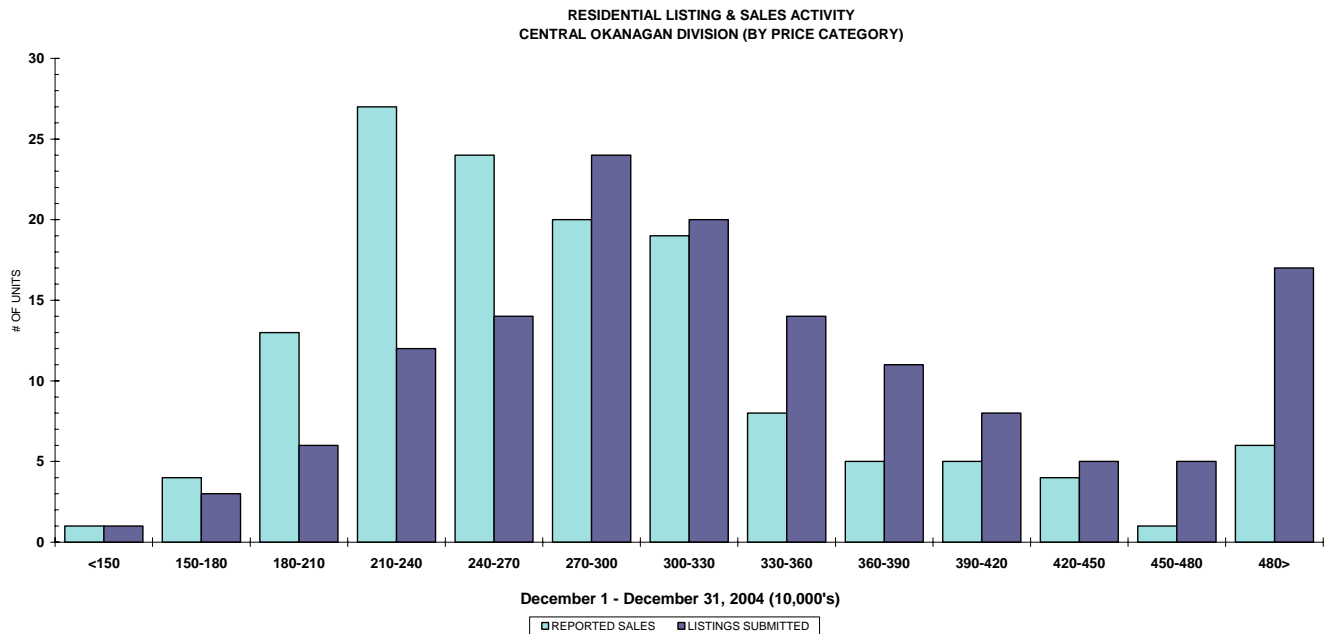
## STAT - O - GRAM

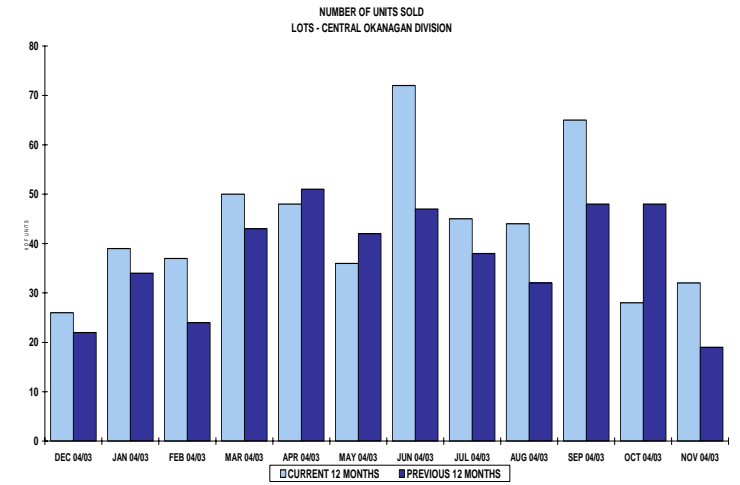
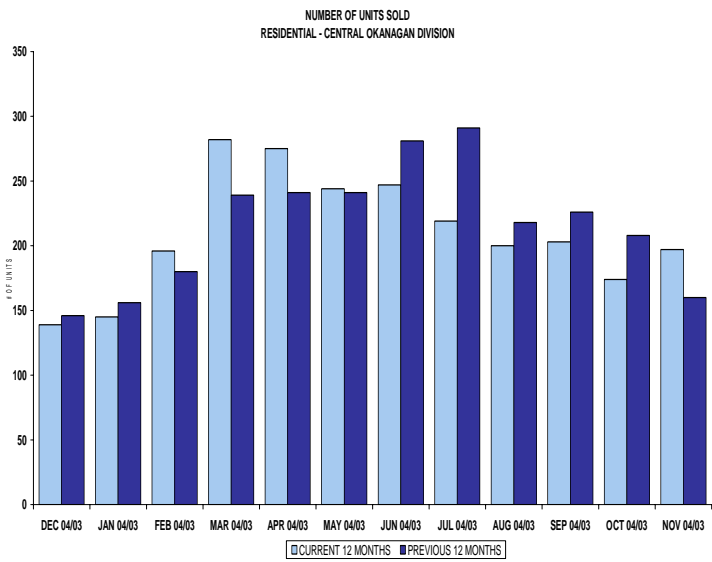
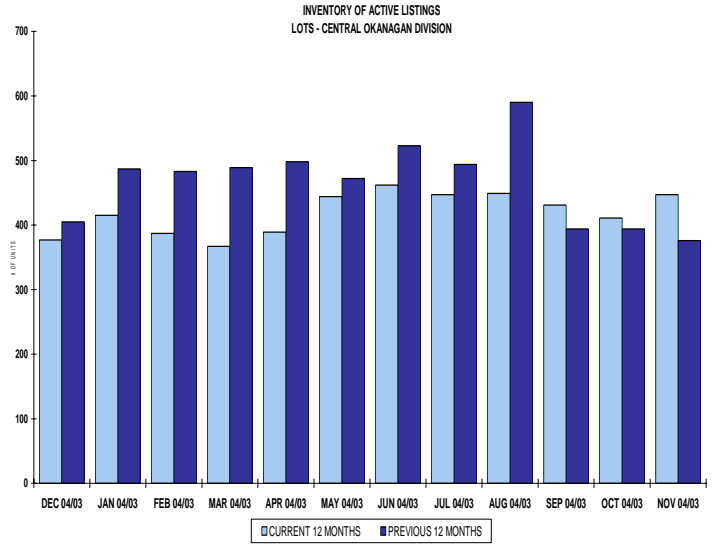
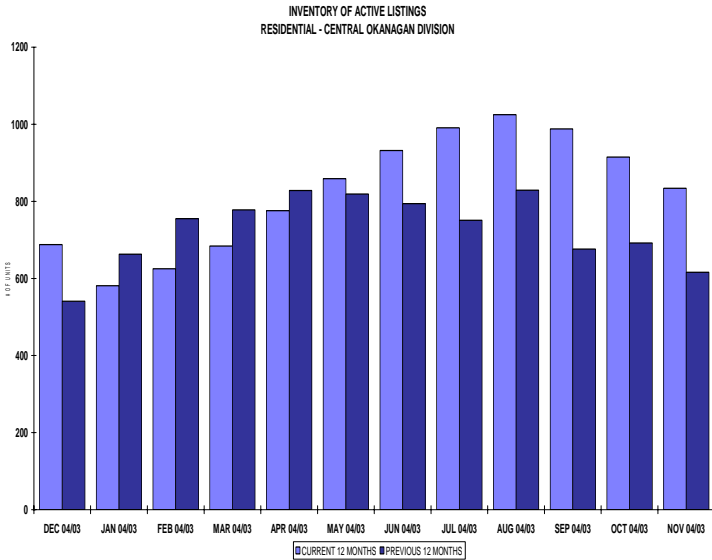
December 2004

### 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>
December 2004	281	\$69,139,166	139	\$39,941,850	375	2,296
November 2004	397	\$102,720,700	197	\$58,864,173	644	2,605
December 2003	283	\$65,721,959	143	\$38,711,693	398	1,878

The Central Zone has **556** Members. The average number of listings-per-licensee is 4.1





**CENTRAL OKANAGAN DIVISION**

**December 2004**

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
CONDO/APT	52	107	390	13.33%	75
CONDO/TWNHSE	28	28	232	12.07%	64
LOTS	26	25	377	7.16%	293
RESIDENTIAL	139	139	688	23.62%	65

**AVERAGE HOUSE PRICE \$287,351**

**MEDIAN HOUSE PRICE \$270,000**

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	375	398	-5.8%	8839	7315	20.8%
Units Sold	<b>285</b>	<b>283</b>	<b>0.7%</b>	<b>5308</b>	<b>4958</b>	<b>7.1%</b>
Sales Dollars	\$70,259,566	\$65,721,959	6.9%	\$1,341,127,159	\$1,062,661,535	26.2%
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	2296	1878	22.3%			

### ZONE NO TOTALS

Units Listed	129	148	-12.8%	4013	3430	17.0%
Units Sold	<b>142</b>	<b>108</b>	<b>31.5%</b>	<b>2761</b>	<b>2244</b>	<b>23.0%</b>
Sales Dollars	\$44,190,593	\$24,496,150	80.4%	\$529,423,074	\$386,339,865	37.0%
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	1098	1190	-7.7%			

### ZONE SH TOTALS

Units Listed	83	67	23.9%	2027	1847	9.7%
Units Sold	<b>59</b>	<b>54</b>	<b>9.3%</b>	<b>1360</b>	<b>1042</b>	<b>30.5%</b>
Sales Dollars	\$9,722,200	\$8,213,390	18.4%	\$223,847,131	\$156,396,019	43.1%
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	821	1044	-21.4%			

### ZONE OB TOTALS

Units Listed	11	11	0.0%	181	176	2.8%
Units Sold	<b>4</b>	<b>3</b>	<b>100.0%</b>	<b>58</b>	<b>27</b>	<b>114.8%</b>
Sales Dollars	\$686,900	\$2,290,000	100.0%	\$20,710,779	\$16,988,700	21.9%
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	110	110	0.0%			

### GRAND TOTALS

Units Listed	598	624	-4.2%	15060	12768	18.0%
Units Sold	<b>490</b>	<b>448</b>	<b>9.4%</b>	<b>9487</b>	<b>8271</b>	<b>14.7%</b>
Sales Dollars	\$124,859,259	\$100,721,499	24.0%	\$2,115,108,143	\$1,622,386,119	30.4%
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	4325	4222	2.4%			

# LICENSEES

	<b>TOTAL NUMBER OF LICENSEES December 31/04</b>	<b>TOTAL NUMBER OF LICENSEES December 31/03</b>	<b>CHANGE BY NUMBER</b>	<b>CHANGE BY %</b>
ALL DIVISIONS	896	790	106	13.42%
CENTRAL OK DIV.	556	504	52	10.32%
NORTH OK DIV.	255	218	37	16.97%
SHUSWAP DIV.	85	68	17	25.00%
<b>CURRENT MEMBERSHIP</b>				
AGENT LICENSEES	80			
SALESPERSONS	742			
PROPERTY MANAGEMENT	8			
9:15 LICENCEE MEMBER	61			
EXEMPTION MEMBER	5			
<b>TOTALS</b>	<b>896</b>			

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	% + or -	THIS YEAR	LAST YEAR	% + or -
<b>Acreage</b>						
Units Listed	7	8	-12.5%	121	120	0.8%
Units Sold	<b>1</b>	<b>7</b>	<b>-85.7%</b>	<b>67</b>	<b>59</b>	<b>13.6%</b>
Sales Dollars	\$156,500	\$2,315,000	-93.2%	\$20,565,750	\$15,269,600	34.7%
List/Sell \$ Ratio	94.90%	84.15%		94.13%	90.86%	
Days to Sell	458	121	278.5%	219	195	12.3%
Active Inventory	49	57	-14.0%			
Average Price	\$156,500	\$330,714	-52.7%	\$306,951	\$258,807	18.6%
Median Price	\$156,500	\$255,000	-38.6%	\$225,000	\$160,000	40.6%
<b>Acreage with House</b>						
Units Listed	7	9	-22.2%	264	245	7.8%
Units Sold	<b>7</b>	<b>6</b>	<b>16.7%</b>	<b>124</b>	<b>118</b>	<b>5.1%</b>
Sales Dollars	\$2,860,000	\$2,195,000	30.3%	\$63,422,429	\$50,165,350	26.4%
List/Sell \$ Ratio	94.51%	93.65%		93.20%	93.58%	
Days to Sell	104	109	-4.6%	111	138	-19.6%
Active Inventory	76	92	-17.4%			
Average Price	\$408,571	\$365,833	11.7%	\$511,471	\$425,130	20.3%
Median Price	\$410,000	\$301,000	36.2%	\$387,500	\$330,500	17.2%
<b>Acreage (Waterfront)</b>						
Units Listed	0	0	0.0%	14	12	16.7%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>4</b>	<b>5</b>	<b>-20.0%</b>
Sales Dollars	\$0	\$0	0.0%	\$7,185,000	\$7,335,000	-2.0%
List/Sell \$ Ratio	0.00%	0.00%		93.63%	93.05%	
Days to Sell	0	0	0.0%	183	240	-23.8%
Active Inventory	12	6	100.0%			
Average Price	\$0	\$0	0.0%	\$1,796,250	\$1,467,000	22.4%
Median Price	\$0	\$0	0.0%	\$1,787,500	\$890,000	100.8%
<b>Business</b>						
Units Listed	8	11	-27.3%	153	156	-1.9%
Units Sold	<b>0</b>	<b>3</b>	<b>-100.0%</b>	<b>34</b>	<b>33</b>	<b>3.0%</b>
Sales Dollars	\$0	\$539,700	-100.0%	\$12,205,200	\$5,520,933	121.1%
List/Sell \$ Ratio	0.00%	87.95%		81.72%	83.48%	
Days to Sell	0	117	-100.0%	166	258	-35.7%
Active Inventory	74	82	-9.8%			
Average Price	\$0	\$179,900	-100.0%	\$358,976	\$167,301	114.6%
Median Price	\$0	\$70,000	-100.0%	\$49,200	\$80,000	-38.5%
<b>Condo (Townhouse)</b>						
Units Listed	28	34	-17.6%	824	593	39.0%
Units Sold	<b>28</b>	<b>26</b>	<b>7.7%</b>	<b>522</b>	<b>499</b>	<b>4.6%</b>
Sales Dollars	\$6,463,956	\$5,603,440	15.4%	\$118,765,399	\$94,365,853	25.9%
List/Sell \$ Ratio	96.28%	98.66%		97.29%	96.91%	
Days to Sell	64	41	56.1%	60	65	-7.7%
Active Inventory	232	91	154.9%			
Average Price	\$230,856	\$215,517	7.1%	\$227,520	\$189,110	20.3%
Median Price	\$211,200	\$187,500	12.6%	\$202,500	\$173,250	16.9%
<b>Condo (Apt)</b>						
Units Listed	107	58	84.5%	1363	937	45.5%
Units Sold	<b>52</b>	<b>43</b>	<b>20.9%</b>	<b>825</b>	<b>707</b>	<b>16.7%</b>
Sales Dollars	\$10,721,500	\$6,470,750	65.7%	\$165,381,944	\$102,451,841	61.4%
List/Sell \$ Ratio	95.26%	96.56%		97.42%	96.36%	
Days to Sell	75	109	-31.2%	60	78	-23.1%
Active Inventory	390	178	119.1%			
Average Price	\$206,183	\$150,483	37.0%	\$200,463	\$144,911	38.3%
Median Price	\$156,300	\$135,000	15.8%	\$160,500	\$124,900	28.5%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Duplex</b>						
Units Listed	2	5	-60.0%	234	224	4.5%
Units Sold	<b>6</b>	<b>18</b>	<b>-66.7%</b>	<b>145</b>	<b>183</b>	<b>-20.8%</b>
Sales Dollars	\$1,120,500	\$3,397,000	-67.0%	\$33,302,550	\$34,247,456	-2.8%
List/Sell \$ Ratio	95.21%	96.23%		96.03%	95.50%	
Days to Sell	69	54	27.8%	48	67	-28.4%
Active Inventory	42	19	121.1%			
Average Price	\$186,750	\$188,722	-1.0%	\$229,673	\$187,145	22.7%
Median Price	\$185,750	\$158,500	17.2%	\$198,000	\$159,000	24.5%
<b>Farms</b>						
Units Listed	6	4	50.0%	77	62	24.2%
Units Sold	<b>0</b>	<b>1</b>	<b>-100.0%</b>	<b>29</b>	<b>29</b>	<b>0.0%</b>
Sales Dollars	\$0	\$825,000	-100.0%	\$22,450,400	\$16,674,500	34.6%
List/Sell \$ Ratio	0.00%	86.02%		92.18%	91.90%	
Days to Sell	0	573	-100.0%	257	179	43.6%
Active Inventory	33	42	-21.4%			
Average Price	\$0	\$825,000	-100.0%	\$774,152	\$574,983	34.6%
Median Price	\$0	\$825,000	-100.0%	\$580,000	\$425,000	36.5%
<b>IC&amp;I</b>						
Units Listed	12	7	71.4%	100	116	-13.8%
Units Sold	<b>2</b>	<b>3</b>	<b>-33.3%</b>	<b>37</b>	<b>37</b>	<b>0.0%</b>
Sales Dollars	\$1,248,000	\$746,000	67.3%	\$21,036,442	\$19,628,752	7.2%
List/Sell \$ Ratio	91.67%	92.69%		93.82%	90.98%	
Days to Sell	289	69	318.8%	200	146	37.0%
Active Inventory	56	63	-11.1%			
Average Price	\$624,000	\$248,667	150.9%	\$568,552	\$530,507	7.2%
Median Price	\$624,000	\$300,000	108.0%	\$431,000	\$330,000	30.6%
<b>IC&amp;I Land</b>						
Units Listed	5	4	25.0%	37	51	-27.5%
Units Sold	<b>1</b>	<b>1</b>	<b>0.0%</b>	<b>17</b>	<b>21</b>	<b>-19.0%</b>
Sales Dollars	\$275,000	\$585,000	-53.0%	\$8,765,675	\$12,043,500	-27.2%
List/Sell \$ Ratio	98.24%	100.00%		91.65%	92.38%	
Days to Sell	14	204	-93.1%	362	194	86.6%
Active Inventory	23	41	-43.9%			
Average Price	\$275,000	\$585,000	-53.0%	\$515,628	\$573,500	-10.1%
Median Price	\$275,000	\$585,000	-53.0%	\$477,675	\$350,000	36.5%
<b>Lots</b>						
Units Listed	18	55	-67.3%	772	554	39.4%
Units Sold	<b>25</b>	<b>15</b>	<b>66.7%</b>	<b>459</b>	<b>370</b>	<b>24.1%</b>
Sales Dollars	\$3,096,710	\$1,868,675	65.7%	\$54,412,632	\$38,029,570	43.1%
List/Sell \$ Ratio	97.83%	100.14%		95.55%	96.03%	
Days to Sell	129	180	-28.3%	153	203	-24.6%
Active Inventory	312	333	-6.3%			
Average Price	\$123,868	\$124,578	-0.6%	\$118,546	\$102,783	15.3%
Median Price	\$124,900	\$104,900	19.1%	\$100,000	\$91,313	9.5%
<b>Leases</b>						
Units Listed	13	22	-40.9%	221	233	-5.2%
Units Sold	<b>6</b>	<b>2</b>	<b>200.0%</b>	<b>63</b>	<b>47</b>	<b>34.0%</b>
Sales Dollars	\$381,750	\$8,401	4444.1%	\$5,152,112	\$6,207,208	-17.0%
Days to Sell	475	1305	-63.6%	208	211	-1.4%
Active Inventory	171	175	-2.3%			
Average Price	\$63,625	\$4,201	1414.7%	\$81,780	\$132,068	-38.1%
Median Price	\$49,500	\$4,201	1078.3%	\$48,000	\$39,893	20.3%

	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%	12	22	-45.5%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>10</b>	<b>13</b>	<b>-23.1%</b>
Sales Dollars	\$0	\$0	0.0%	\$6,188,200	\$5,427,900	14.0%
List/Sell \$ Ratio	0.00%	0.00%		95.08%	89.65%	
Days to Sell	0	0	0.0%	98	141	-30.5%
Active Inventory	4	9	-55.6%			
Average Price	\$0	\$0	0.0%	\$618,820	\$417,531	48.2%
Median Price	\$0	\$0	0.0%	\$690,050	\$240,000	187.5%
<b>Multi-Family</b>						
Units Listed	4	2	100.0%	43	49	-12.2%
Units Sold	<b>0</b>	<b>3</b>	<b>-100.0%</b>	<b>18</b>	<b>25</b>	<b>-28.0%</b>
Sales Dollars	\$0	\$938,000	-100.0%	\$8,319,990	\$10,782,600	-22.8%
List/Sell \$ Ratio	0.00%	84.95%		95.64%	95.22%	
Days to Sell	0	139	-100.0%	73	102	-28.4%
Active Inventory	11	9	22.2%			
Average Price	\$0	\$312,667	-100.0%	\$462,222	\$431,304	7.2%
Median Price	\$0	\$290,000	-100.0%	\$415,000	\$375,000	10.7%
<b>Mobile Homes</b>						
Units Listed	13	13	0.0%	469	546	-14.1%
Units Sold	<b>13</b>	<b>10</b>	<b>30.0%</b>	<b>340</b>	<b>287</b>	<b>18.5%</b>
Sales Dollars	\$646,400	\$317,300	103.7%	\$17,226,019	\$13,306,500	29.5%
List/Sell \$ Ratio	84.41%	87.21%		89.50%	87.87%	
Days to Sell	67	84	-20.2%	73	89	-18.0%
Active Inventory	66	108	-38.9%			
Average Price	\$49,723	\$31,730	56.7%	\$50,665	\$52,130	-2.8%
Median Price	\$27,000	\$23,000	17.4%	\$42,000	\$39,500	6.3%
<b>Recreational Properties</b>						
Units Listed	1	3	-66.7%	56	26	115.4%
Units Sold	<b>2</b>	<b>1</b>	<b>100.0%</b>	<b>25</b>	<b>9</b>	<b>177.8%</b>
Sales Dollars	\$837,900	\$526,000	59.3%	\$5,615,200	\$1,780,000	215.5%
List/Sell \$ Ratio	100.27%	99.26%		93.22%	88.72%	
Days to Sell	117	16	100.0%	111	74	50.0%
Active Inventory	17		0.0%			
Average Price	\$418,950	\$526,000	-20.4%	\$224,608	\$197,778	13.6%
Median Price	\$418,950	\$526,000	-20.4%	\$175,000	\$67,000	161.2%
<b>Residential</b>						
Units Listed	139	155	-10.3%	3962	3276	20.9%
Units Sold	<b>139</b>	<b>143</b>	<b>-2.8%</b>	<b>2540</b>	<b>2459</b>	<b>3.3%</b>
Sales Dollars	\$39,941,850	\$38,711,693	3.2%	\$717,843,517	\$588,892,472	21.9%
List/Sell \$ Ratio	97.42%	96.19%		97.60%	96.76%	
Days to Sell	65	54	20.4%	54	56	-3.6%
Active Inventory	688	541	27.2%			
Average Price	\$287,351	\$270,711	6.1%	\$282,616	\$239,485	18.0%
Median Price	\$270,000	\$235,000	14.9%	\$264,700	\$219,250	20.7%
<b>Residential (Waterfront)</b>						
Units Listed	4	5	-20.0%	101	85	18.8%
Units Sold	<b>2</b>	<b>1</b>	<b>100.0%</b>	<b>47</b>	<b>57</b>	<b>-17.5%</b>
Sales Dollars	\$2,467,500	\$675,000	265.6%	\$53,242,500	\$40,532,500	31.4%
List/Sell \$ Ratio	83.45%	97.84%		92.42%	94.41%	
Days to Sell	132	12	1000.0%	132	73	80.8%
Active Inventory	31	32	-3.1%			
Average Price	\$1,233,750	\$675,000	82.8%	\$1,132,819	\$711,096	59.3%
Median Price	\$1,233,750	\$675,000	82.8%	\$999,000	\$620,000	61.1%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Timeshares</b>						
Units Listed	1	2	-50.0%	16	8	100.0%
Units Sold	<b>1</b>	<b>0</b>	<b>100.0%</b>	<b>2</b>	<b>0</b>	<b>100.0%</b>
Sales Dollars	\$42,000	\$0	100.0%	\$46,200	\$0	100.0%
List/Sell \$ Ratio	93.33%	0.00%		93.33%	0.00%	
Days to Sell	215	0	100.0%	194	0	100.0%
Active Inventory	9	0	100.0%			
Average Price	\$42,000	\$0	100.0%	\$23,100	\$0	100.0%
Median Price	\$42,000	\$0	100.0%	\$23,100	\$0	100.0%

**CENTRAL OKANAGAN - TOTALS**

Units Listed	375	398	-5.8%	8839	7315	20.8%
Units Sold	285	283	0.7%	5308	4958	7.1%
Sales Dollars	\$70,259,566	\$65,721,959	6.9%	\$1,341,127,159	\$1,062,661,535	26.2%
List/Sell Ratio	94.53%	95.53%		95.82%	96.00%	
Days to Sell	78	86	-9.3%	74	82	-9.8%
Active Inventory	2296	1878	22.3%			

<b>Range</b>	<b>Mthly Listings Total</b>	<b>YTD Listings Total</b>	<b>Mthly Sales Total</b>	<b>YTD Sales Total</b>
0 to 150000	1	69	1	69
150001 to 180000	3	112	4	114
180001 to 210000	6	301	13	297
210001 to 240000	12	594	27	456
240001 to 270000	14	571	24	416
270001 to 300000	24	581	20	359
300001 to 330000	20	401	19	265
330001 to 360000	14	358	8	172
360001 to 390000	11	225	5	118
390001 to 420000	8	184	5	82
420001 to 450000	5	171	4	54
450001 to 480000	5	76	1	24
480001 and over	17	358	6	101
<b>Totals</b>	<b>140</b>	<b>4001</b>	<b>137</b>	<b>2527</b>

**Central Division Lot Listing/Sales Analysis**

<b>Range</b>	<b>Mthly Listings Total</b>	<b>YTD Listings Total</b>	<b>Mthly Sales Total</b>	<b>YTD Sales Total</b>
0 to 40000	0	75	4	102
40001 to 60000	0	12	0	9
60001 to 80000	0	15	0	17
80001 to 100000	4	151	5	115
100001 to 120000	2	128	3	63
120001 to 140000	3	73	4	37
140001 to 160000	1	72	2	23
160001 and over	15	393	8	174
<b>Totals</b>	<b>25</b>	<b>919</b>	<b>26</b>	<b>540</b>