



BRITISH COLUMBIA  
REAL ESTATE  
ASSOCIATION

**For immediate release**

## **BC Home Sales Surge in March**

**Vancouver, BC – April 15, 2005.** The demand for homes in BC shows no signs of slowing, as sales surged in March. The British Columbia Real Estate Association (BCREA) reports 9,979 homes, worth \$3.2 billion, sold on the Multiple Listing Service® (MLS®) in March—a 4.99 per cent increase in dollar volume and a 5.96 per cent dip in unit sales, compared to March 2004.

“The value of sales in March, at \$3.2 billion, is the highest monthly total on record,” says BCREA President Gordon Maroney. “Sales are keeping pace with last year’s record levels, and people are buying homes right across the province, despite varying economic conditions and markets.”

In fact, all but one of the 12 BC real estate boards reported increases in dollar volume sales over March 2004, with six boards noting an improvement in unit sales.

“Strong economic conditions are fueling the market,” says Maroney. “Consumers are confident in our economy, they see real estate as a sound investment and, as long as those conditions remain positive, we’ll see another good year for home sales in BC.”

Consumers invested a record \$27.8 billion in residential real estate across BC in 2004, shattering the 2003 record by more than \$3.6 billion, or 15 per cent. More homes were sold than any other year, totaling 96,316, over 2,700 more than the previous record set in 1992.

A recent study prepared by the Economic Planning Group found the average BC home sold on the MLS® in 2003 triggered an estimated \$27,915 in additional spending,

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including legal fees, moving expenses, home renovations, furniture and appliance purchases and taxes, and created nearly one-quarter of a job. Based on that figure, 2004 BC home sales generated \$2.7 billion in spending and created 22,538 jobs.

BCREA represents 12 member real estate boards and their approximately 14,000 REALTORS® on all provincial issues, providing an extensive communications network, standard forms, government relations, required post-licensing courses and continuing education. To demonstrate the profession’s commitment to improving Quality of Life in BC communities, BCREA supports growth that encourages economic vitality, provides housing opportunities and builds communities with good schools and safe neighbourhoods.

For detailed statistical information, contact your [local real estate board](#). MLS® is a cooperative marketing system used only by Canada’s real estate boards to ensure maximum exposure of properties listed for sale.

**Multiple Listing Service® - March 2005 - BC Residential Sales Data**

	March '05 Residential Sales (\$)	March '04 Residential Sales (\$)	Per Cent Change	March '05 Residential Sales (Units)	March '04 Residential Sales (Units)	Per Cent Change
Provincial Totals	3,195,898,716	3,043,990,033	4.99%	9,979	10,612	-5.96%

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