



BRITISH COLUMBIA
REAL ESTATE
ASSOCIATION

For immediate release

October Home Sales Trend Down in BC

Vancouver, BC – November 24, 2006. British Columbia Real Estate Association (BCREA) figures indicate BC's residential sales volume on the Multiple Listing Service® (MLS®) reached \$2.96 billion in October, up 7 per cent from October 2005. The increase in sales volume is attributable to rising home prices over the last 12 months, rather than an elevated number of sales. The average home price in BC rose to \$410,728 in October, up 20 per cent from October 2005. Sales dipped 11 per cent to 7,196 units last month, the fourth straight month of decline in BC home sales.

“Home sales in the province are definitely easing back from last year's record-breaking pace,” noted Cameron Muir, BCREA Chief Economist. “While a strong provincial economy continues to underpin consumer demand, affordability concerns are keeping some would-be homebuyers on the sidelines.”

BC's robust job growth, historically low unemployment, and wage and salary increases that are outpacing inflation continue to serve as solid fundamentals for the housing market. Affordability remains an issue, however, as persistently low mortgage interest rates and high consumer confidence have contributed to a significant run-up in home prices over the last several years. As a result, some potential homebuyers are finding it increasingly difficult to afford their preferred home type in the location they desire.

“The BC housing market is now trending toward more balance between buyers and sellers,” added Muir. “The combination of less frenetic buying activity and a moderate increase in the number of homes for sale is providing more choice for homebuyers and easing upward pressure on home prices.”

Although year-to-date figures have declined 8 per cent to 85,399 units from last year (see below), BCREA estimates home sales will reach 96,600 units in 2006, the second highest number ever recorded for the province.

- 30 -

For more information, please contact:

Cameron Muir, Chief Economist
Direct: 604.742.2780
Mobile: 778.229.1884
Email: cmuir@bcrea.bc.ca

Multiple Listing Service® - **October 2006** - BC Residential Sales Data

	October '06 Residential Sales (\$)	October '05 Residential Sales (\$)	Per Cent Change	October '06 Residential Sales (Units)	October '05 Residential Sales (Units)	Per Cent Change
Provincial Totals	2,955,597,647	2,767,841,061	6.78%	7,196	8,112	-11.29%

	2006 Year-To-Date Residential Sales (\$)	2005 Year-To-Date Residential Sales (\$)	Per Cent Change	2006 Year-To-Date Residential Sales (Units)	2005 Year-To-Date Residential Sales (Units)	Per Cent Change
Provincial Totals	33,367,642,631	30,434,531,022	9.64%	85,399	92,522	-7.70%

A study prepared by Clayton Research Associates Limited found the average BC home sold on the MLS® between 2002 and 2004 triggered nearly \$28,000 in additional spending, including legal fees, moving expenses, furniture and appliance purchases and taxes. Using that figure, BC homes sold on the MLS® in 2006 have already generated nearly \$2.2 billion in additional spending.

BCREA represents 12 member real estate boards and their more than 16,000 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.