

**NEWS RELEASE**

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For Immediate Release**

**MLS® MARKET REMAINS HOT**

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**July 2004 MLS® Sales Rank Among the Best July's Ever**

**WINNIPEG** – July 2004 continues a record setting MLS® dollar volume pace this year which began in earnest in March when dollar volume just fell shy of \$130 million and the lowest it has been since is \$124 million. July is also the fifth month in a row of one thousand plus sales and is right up there with the best July MLS® sales on record. Another real positive sign in July was a healthy increase in new MLS® listings over the same month last year.

July MLS® unit sales of 1,140 and a dollar volume of \$136 million resulted in another very strong month of MLS® market activity. July MLS® sales were up 3% (1,140/1,111) while dollar volume was up 11% (\$135.8 million/\$122.6 million). Year-to-date MLS® sales are up 5% (7,075/6,731) and dollar volume is up 14% (\$822.5 million/\$718.9 million). Three out of every four MLS® listings have sold this year.

“The MLS® market is continuing to show impressive results with record setting dollar volume every month since February and brisk sales where 50 percent of residential-detached listings have sold at or above list price,” said Cliff King, President of the Winnipeg Real Estate Board. “It is also the third month in a row of increased new MLS® listings which now puts the number of year-to-date listings ahead of 2003 for the same period and is a precursor of a more balanced market.”

Residential-detached MLS® sales in July were most active in the \$100,000 to \$129,999 price range with 24% of total sales. The two price ranges immediately below and above this one were tied for second with each having 18% of all sales. The average days on the market for July 2004 sales was 21 days, three off last month's pace and five days faster than July 2003.

The Winnipeg Real Estate Board is a professional industry association representing over 1,200 real estate brokers, salespeople, appraisers, and financial members active in the local real estate market. It exists to serve its members and to promote the benefits of organized real estate.

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