

**NEWS RELEASE**

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**For Immediate Release**

**\$1 BILLION MARK ECLIPSED IN RECORD TIME**

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**September MLS® Dollar Volume Up 12%**

**WINNIPEG -** The Winnipeg real estate market unit sales for September fell just shy of last year's record sales for the same month. However, MLS® dollar volume continued its record-breaking pace as it was up 12% over the same month last year. On September 14th, the Board recorded enough unit sales to go over \$1 billion in total year-to-date MLS® transactions and that is almost three months faster than last year.

September MLS® unit sales of 1,018 and a dollar volume of \$123 million make September 2004 one of the best on record with only last September slightly ahead in sales. September MLS® unit sales were down less than 1% (1,018/1,024) while dollar volume was up 12% (\$122.6 million/\$109.5 million). Year-to-date MLS® unit sales are up 7% (9,211/8,628), dollar volume is up 17% (\$1.074 billion/ \$920.5 million), and MLS® listings are up 8%.

“September is a continuation of a very strong MLS® run this year where we have had seven consecutive months of one-thousand plus sales and \$100 million plus dollar volume,” said Cliff King, President of the Winnipeg Real Estate Board. “We have also had a five month streak where new listings have been up significantly and that is a positive development since it offers buyers more homes to choose from.”

Residential-detached sales activity was most active in the two price ranges between \$100,000 and \$159,999. They represented 40 % of total sales. The next busiest price range at 18% was from \$70,000 to \$99,999. It is also worth mentioning that in September the highest MLS® house sale price on record occurred. It sold in Winnipeg for \$1,800,000. The average days on the market in September 2004 was 22 days, 3 days faster than last month and six days quicker than September 2004.

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 promote the benefits of organized real estate.

For further information, contact Peter Squire at 786-8854.



