

PRESS RELEASE

**October 5th, 2007
For Immediate Release**

SEPTEMBER MLS® ACTIVITY CAPS OFF RECORD MONTH

Sales Up 2%; Dollar Volume Rises 15%

WINNIPEG – The Winnipeg real estate market in September performed remarkably well with MLS® sales and dollar volume activity being the best on record for this time of year. It has been an impressive nine month run with MLS® activity setting another year-to-date best ever pace. Nearly half of the entire MLS® inventory sold in the month of September and year-to-date conversions of sales-to-listings remains high at 78 per cent. WinnipegREALTORS® recorded its third million dollar plus home sale this year in September. It is a brand new luxury home in Royal Wood.

September MLS® sales are up 2% (1,060/1,038) while dollar volume increased 15% (\$177.1 million/\$153.9 million) when compared to the same month last year. Year-to-date MLS® sales are running just under 7% ahead of the same period last year (10,503/9,846) while MLS® dollar volume is up nearly 20% (\$1.78 billion/\$1.49 billion).

“With a full quarter or three months of MLS® market activity still to go in 2007, WinnipegREALTORS® has already produced the equivalent of a solid annual performance with sales rivaling our fourth and fifth highest property sales years and dollar volume closing in on last year’s record level of \$1.86 billion,” said Wes Schollenberg, President of the WinnipegREALTORS® Association.

He added, “September has now become a more active real estate month as it is the fifth consecutive year of 1,000 plus MLS® sales. The big difference however between September 2007 and September 2003 is the 62% increase in dollar volume over this four year time frame.”

“Going into the final quarter of 2007, I fully expect our 1300 REALTORS® to not let up whatsoever in providing buyers and sellers with their professional advice and expertise to help them successfully transact on what is often the most important investment of one’s life. Our REALTORS® make it their business to know exactly what is going on in the current market.”

Residential-detached sales in September were predominant in the \$160,000 to \$199,999 price range with 23% of total sales activity. Interestingly enough, the under \$100,000 price ranges bounced back from previous months where the percentage of sales activity was consistently under 20% (17% in August) to grab 20% of this month’s total. There were 75 sales or 9% of total home sales over



\$300,000 including one for \$1,150,000 – second only to a home earlier this year that sold for \$1,300,000.

The average days on market for residential-detached sales in September was 23 days, the same as August and 6 days faster than September 2006.

Established in 1903, WinnipegREALTORS® is a professional industry association representing 1,400 real estate brokers, salespeople, appraisers, and financial members active in the Greater Winnipeg Area real estate market. Its REALTOR members adhere to a strict code of ethics and share a state-of-the-art Multiple Listing Service® (MLS®) developed exclusively for REALTORS®. WinnipegREALTORS serves its members by promoting the benefits of an organized real estate profession.

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

