

# CENTRAL ZONE MONTHLY STATISTICS

FOR

February 1st - 28th, 2006

**The revised format for the monthly statistics contains the following:**

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**Central Summary (Summary Statistical Information and Membership)**  
**Central Statistics**  
**GRAPHS**  
**Residential Monthly Listings**  
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**Residential Sub Area Averages Year To Date**  
**Residential Averages 2001 - 2006**  
**Lots Monthly Listings**  
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**Residential Single Family Active Inventory**  
**Lots, Lots Waterfront, Acreage and Acreage Waterfront Active Inventory**  
**Condominium Sub Area Averages Year to Date**  
**Townhouse Sub Area Averages Year to Date**  
**Million Dollar Plus Active Listings (Residential, Acreage With House & Waterfront)**  
**Million Dollar Plus Sales (Residential, Acreage With House & Waterfront)**

**These replace the previous Statistics and Stat-O-Gram packages**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>ZONE CO TOTALS</b>						
Units Listed	766	744	3.0%	1505	1349	11.6%
Units Sold	<b>480</b>	<b>450</b>	<b>6.7%</b>	<b>857</b>	<b>780</b>	<b>9.9%</b>
Sales Dollars	\$150,064,303	\$119,646,934	25.4%	\$264,189,595	\$202,773,920	30.3%
List/Sell Ratio	96.92%	96.94%		96.89%	95.85%	1.1%
Days to Sell	73	85	-14.1%	78	91	-14.3%
Active Listings	2177	2430	-10.4%			
<b>ZONE NO TOTALS</b>						
Units Listed	320	331	-3.3%	612	636	-3.8%
Units Sold	<b>219</b>	<b>207</b>	<b>5.8%</b>	<b>359</b>	<b>362</b>	<b>-0.8%</b>
Sales Dollars	\$57,727,850	\$37,555,374	53.7%	\$92,586,691	\$64,082,047	44.5%
List/Sell Ratio	97.19%	96.72%		96.11%	96.20%	-0.1%
Days to Sell	87	98	-11.2%	90	97	-7.2%
Active Listings	1076	1209	-11.0%			
<b>ZONE SH TOTALS</b>						
Units Listed	158	113	39.8%	261	204	27.9%
Units Sold	<b>97</b>	<b>69</b>	<b>40.6%</b>	<b>178</b>	<b>127</b>	<b>40.2%</b>
Sales Dollars	\$27,976,900	\$11,437,550	144.6%	\$48,108,350	\$19,856,775	142.3%
List/Sell Ratio	96.00%	92.58%		95.67%	92.67%	3.2%
Days to Sell	113	191	-40.8%	140	163	-14.1%
Active Listings	693	863	-19.7%			
<b>ZONE OB TOTALS</b>						
Units Listed	8	19	-57.9%	19	30	-36.7%
Units Sold	<b>5</b>	<b>4</b>	<b>25.0%</b>	<b>13</b>	<b>7</b>	<b>85.7%</b>
Sales Dollars	\$416,000	\$902,500	-53.9%	\$2,040,902	\$1,900,500	7.4%
List/Sell Ratio	106.57%	92.45%		95.20%	89.80%	6.0%
Days to Sell	243	152	59.9%	243	152	59.9%
Active Listings	83	122	-32.0%			
<b>GRAND TOTALS</b>						
Units Listed	1252	1207	3.7%	2397	2219	8.0%
Units Sold	<b>801</b>	<b>730</b>	<b>9.7%</b>	<b>1407</b>	<b>1276</b>	<b>10.3%</b>
Sales Dollars	\$236,185,053	\$169,542,358	39.3%	\$406,925,538	\$288,613,242	41.0%
List/Sell Ratio	97.02%	96.39%		96.66%	95.66%	1.0%
Days to Sell	82	98	-16.3%	90	100	-10.0%
Active Listings	4029	4624	-12.9%			

# CENTRAL OKANAGAN ZONE

## QUICK SUMMARY

### February 28th, 2006

	<u>TOTAL SALES VOLUME</u>		<u>RESIDENTIAL SALES</u>		<u>TOTAL LISTINGS</u>	
	<u># of Units</u>	<u>\$ Value</u>	<u># of Units</u>	<u>\$ Value</u>	<u>Listings Taken</u>	<u>Inventory</u>
February-06	480	\$150,064,303	212	\$79,368,503	766	2,177
January-06	377	\$114,125,293	158	\$54,639,241	739	2,056
February-05	450	\$119,646,934	226	\$68,985,134	744	2,430

The Central Zone has 646 Members. The average number of listings-per-licensee is 3.3

<u>Category</u>	<u>Sales</u>	<u>New Listings</u>	<u>Current Inventory</u>	<u>Sell/Inv. Ratio</u>	<u>Days To Sell</u>
CONDO/APT	74	117	403	18.36%	63
CONDO/TWNHSE	52	56	166	31.33%	52
LOTS	56	107	289	19.38%	94
RESIDENTIAL	212	337	685	30.95%	53

Average House Price **\$362,183**                      Median House Price **\$337,200**  
 The Average and Median Price are the Year to Date Figures

### MEMBERSHIP INFORMATION

	<u>TOTAL NUMBER OF MEMBERS</u>	<u>TOTAL NUMBER OF MEMBERS</u>	<u>CHANGE BY NUMBER</u>	<u>CHANGE BY %</u>
	<u>February 28/06</u>	<u>February 28/05</u>		
ALL ZONES	1023	962	61	6.34%
CENTRAL ZONE	646	565	81	14.34%
NORTH ZONE	280	261	19	7.28%
SHUSWAP ZONE	97	89	8	8.99%

#### **CURRENT**

MANAGING BROKERS	81
SALES REPS	861
PROPERTY MGMNT	16
ASSOCIATE BROKERS	64
EXEMPTION MEMBER	1

**TOTALS**                      **1023**

## Central Zone Property Type Activity

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	% + or -	THIS YEAR	LAST YEAR	% + or -
<b>Acreage</b>						
Units Listed	3	11	-72.7%	11	19	-42.1%
Units Sold	<b>5</b>	<b>2</b>	<b>150.0%</b>	<b>13</b>	<b>4</b>	<b>225.0%</b>
Sales Dollars	\$2,510,000	\$458,000	448.0%	\$5,594,900	\$863,000	548.3%
List/Sell \$ Ratio	94.27%	95.63%		97.36%	92.97%	
Days to Sell	185	167	10.8%	169	155	9.0%
Active Inventory	51	51	0.0%			
Average Price	\$502,000	\$229,000	119.2%	\$430,377	\$215,750	99.5%
Median Price	\$510,000	\$229,000	122.7%	\$279,000	\$228,000	22.4%
<b>Acreage with House</b>						
Units Listed	19	17	11.8%	35	29	20.7%
Units Sold	<b>8</b>	<b>5</b>	<b>60.0%</b>	<b>21</b>	<b>12</b>	<b>75.0%</b>
Sales Dollars	\$7,019,900	\$1,989,000	252.9%	\$15,060,400	\$5,173,500	191.1%
List/Sell \$ Ratio	91.70%	91.93%		92.46%	91.63%	
Days to Sell	155	274	-43.4%	107	216	-50.5%
Active Inventory	77	75	2.7%			
Average Price	\$877,488	\$397,800	120.6%	\$717,162	\$431,125	66.3%
Median Price	\$602,500	\$2,190,000	-72.5%	\$590,000	\$399,750	47.6%
<b>Acreage (Waterfront)</b>						
Units Listed	0	0	0.0%	3	2	50.0%
Units Sold	<b>0</b>	<b>2</b>	<b>-100.0%</b>	<b>0</b>	<b>2</b>	<b>-100.0%</b>
Sales Dollars	\$0	\$1,315,000	-100.0%	\$0	\$1,315,000	-100.0%
List/Sell \$ Ratio	0.00%	100.00%		0.00%	100.00%	
Days to Sell	0	323	-100.0%	0	323	-100.0%
Active Inventory	6	10	-40.0%			
Average Price	\$0	\$657,500	-100.0%	\$0	\$657,500	-100.0%
Median Price	\$0	\$657,500	-100.0%	\$0	\$657,500	-100.0%
<b>Business</b>						
Units Listed	9	12	-25.0%	25	20	25.0%
Units Sold	<b>2</b>	<b>1</b>	<b>100.0%</b>	<b>5</b>	<b>6</b>	<b>-16.7%</b>
Sales Dollars	\$185,000	\$94,000	96.8%	\$679,000	\$961,500	-29.4%
List/Sell \$ Ratio	81.06%	94.09%		84.32%	77.51%	
Days to Sell	175	38	360.5%	160	202	-20.8%
Active Inventory	73	72	1.4%			
Average Price	\$92,500	\$94,000	-1.6%	\$135,800	\$160,250	-15.3%
Median Price	\$92,500	\$94,000	-1.6%	\$94,000	\$75,750	24.1%
<b>Condo (Townhouse)</b>						
Units Listed	56	73	-23.3%	140	129	8.5%
Units Sold	<b>52</b>	<b>54</b>	<b>-3.7%</b>	<b>104</b>	<b>82</b>	<b>26.8%</b>
Sales Dollars	\$14,363,850	\$14,414,646	-0.4%	\$28,117,223	\$20,826,846	35.0%
List/Sell \$ Ratio	97.97%	98.56%		97.61%	98.23%	
Days to Sell	52	78	-33.3%	72	76	-5.3%
Active Inventory	166	239	-30.5%			
Average Price	\$276,228	\$266,938	3.5%	\$270,358	\$253,986	6.4%
Median Price	\$261,950	\$248,573	5.4%	\$248,500	\$241,100	3.1%
<b>Condo (Apt)</b>						
Units Listed	117	96	21.9%	263	198	32.8%
Units Sold	<b>74</b>	<b>83</b>	<b>-10.8%</b>	<b>139</b>	<b>136</b>	<b>2.2%</b>
Sales Dollars	\$16,098,410	\$16,814,300	-4.3%	\$29,674,288	\$28,489,990	4.2%
List/Sell \$ Ratio	97.31%	97.50%		97.53%	97.20%	
Days to Sell	63	71	-11.3%	69	79	-12.7%
Active Inventory	403	417	-3.4%			
Average Price	\$217,546	\$202,582	7.4%	\$213,484	\$209,485	1.9%
Median Price	\$192,450	\$175,000	10.0%	\$190,000	\$176,000	8.0%

## Central Zone Property Type Activity

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Duplex</b>						
Units Listed	22	18	22.2%	45	36	25.0%
Units Sold	<b>17</b>	<b>12</b>	<b>41.7%</b>	<b>24</b>	<b>24</b>	<b>0.0%</b>
Sales Dollars	\$4,189,900	\$2,947,855	42.1%	\$6,545,900	\$5,475,255	19.6%
List/Sell \$ Ratio	95.59%	97.47%		97.45%	96.66%	
Days to Sell	32	59	-45.8%	35	48	-27.1%
Active Inventory	46	41	12.2%			
Average Price	\$246,465	\$245,655	0.3%	\$272,746	\$228,136	19.6%
Median Price	\$226,000	\$214,250	5.5%	\$232,000	\$196,500	18.1%
<b>Farms</b>						
Units Listed	4	7	-42.9%	10	11	-9.1%
Units Sold	<b>1</b>	<b>1</b>	<b>0.0%</b>	<b>4</b>	<b>3</b>	<b>33.3%</b>
Sales Dollars	\$425,000	\$497,500	-14.6%	\$1,989,900	\$1,688,500	17.9%
List/Sell \$ Ratio	92.41%	87.18%		95.40%	88.31%	
Days to Sell	14	66	-78.8%	56	119	-52.9%
Active Inventory	36	35	2.9%			
Average Price	\$425,000	\$497,500	-14.6%	\$497,475	\$562,833	-11.6%
Median Price	\$425,000	\$543,750	-21.8%	\$424,950	\$594,250	-28.5%
<b>IC&amp;I</b>						
Units Listed	10	8	25.0%	15	12	25.0%
Units Sold	<b>3</b>	<b>1</b>	<b>200.0%</b>	<b>6</b>	<b>3</b>	<b>100.0%</b>
Sales Dollars	\$2,145,000	\$386,000	455.7%	\$3,435,000	\$1,376,000	149.6%
List/Sell \$ Ratio	95.20%	99.87%		95.21%	99.17%	
Days to Sell	125	91	37.4%	88	57	54.4%
Active Inventory	47	52	-9.6%			
Average Price	\$715,000	\$386,000	85.2%	\$572,500	\$458,667	24.8%
Median Price	\$825,000	\$386,000	113.7%	\$540,000	\$386,000	39.9%
<b>IC&amp;I Land</b>						
Units Listed	4	2	100.0%	6	5	20.0%
Units Sold	<b>1</b>	<b>3</b>	<b>-66.7%</b>	<b>2</b>	<b>6</b>	<b>-66.7%</b>
Sales Dollars	\$2,950,000	\$2,295,000	28.5%	\$3,900,000	\$3,537,000	10.3%
List/Sell \$ Ratio	93.65%	83.94%		94.32%	86.31%	
Days to Sell	119	371	-67.9%	107	485	-77.9%
Active Inventory	28	21	33.3%			
Average Price	\$2,950,000	\$765,000	285.6%	\$1,950,000	\$589,500	230.8%
Median Price	\$2,950,000	\$600,000	391.7%	\$1,950,000	\$522,500	273.2%
<b>Lots</b>						
Units Listed	103	63	63.5%	135	116	16.4%
Units Sold	<b>50</b>	<b>28</b>	<b>78.6%</b>	<b>85</b>	<b>56</b>	<b>51.8%</b>
Sales Dollars	\$7,067,800	\$4,159,796	69.9%	\$13,518,102	\$7,320,189	84.7%
List/Sell \$ Ratio	98.51%	97.30%		97.81%	95.66%	
Days to Sell	91	189	-51.9%	122	155	-21.3%
Active Inventory	226	314	-28.0%			
Average Price	\$141,356	\$148,564	-4.9%	\$159,036	\$130,718	21.7%
Median Price	\$137,500	\$131,200	4.8%	\$138,900	\$119,000	16.7%
<b>Leases</b>						
Units Listed	16	16	0.0%	29	32	-9.4%
Units Sold	<b>13</b>	<b>5</b>	<b>160.0%</b>	<b>19</b>	<b>11</b>	<b>72.7%</b>
Sales Dollars	\$3,078,440	\$449,303	585.2%	\$3,514,938	\$831,936	322.5%
Days to Sell	337	205	64.4%	252	208	21.2%
Active Inventory	108	153	-29.4%			
Average Price	\$236,803	\$89,861	163.5%	\$184,997	\$75,631	144.6%
Median Price	\$105,000	\$82,250	27.7%	\$97,680	\$67,812	44.0%

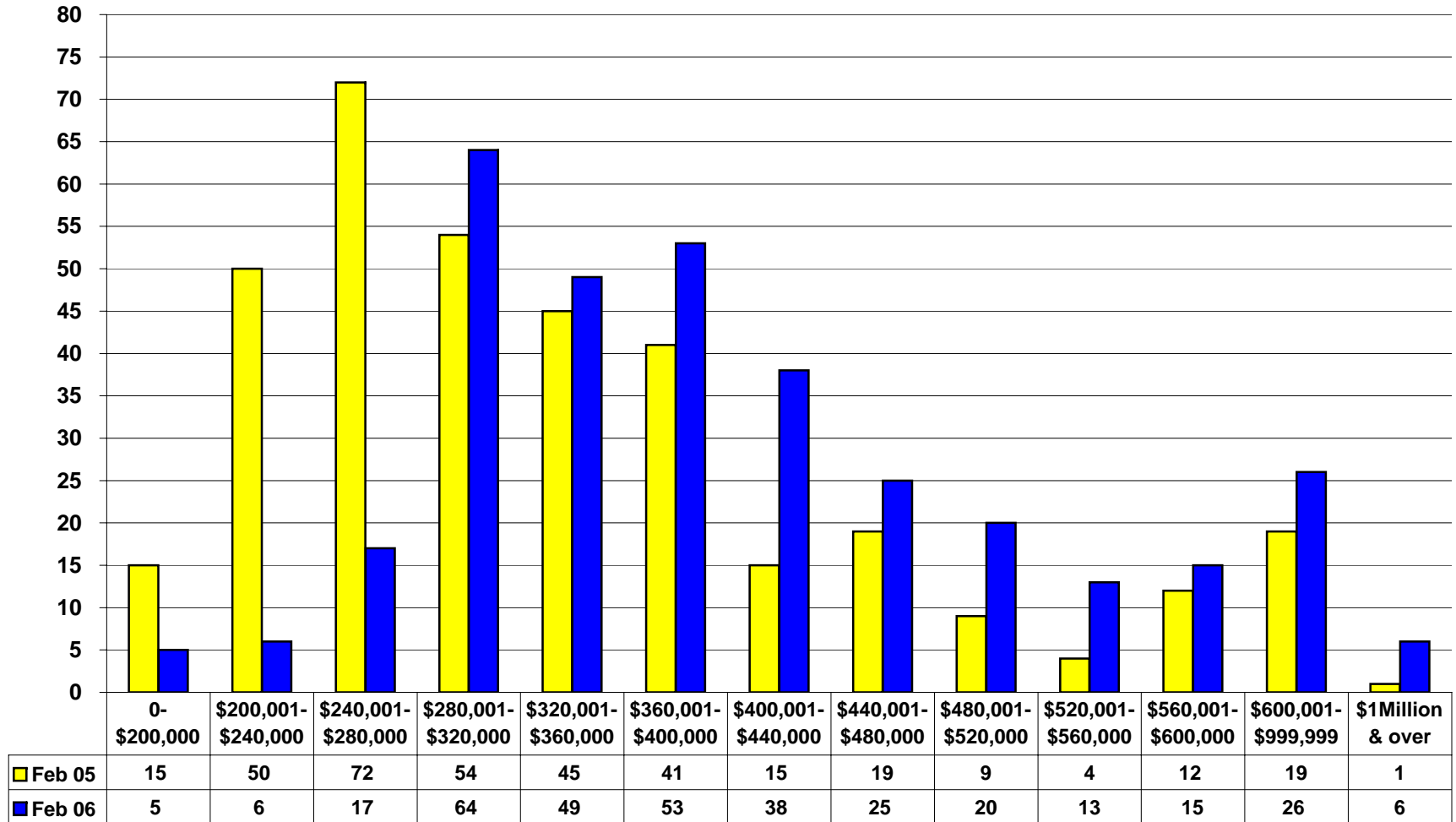
## Central Zone Property Type Activity

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Lots (Waterfront)</b>						
Units Listed	1	3	-66.7%	2	3	-33.3%
Units Sold	<b>1</b>	<b>1</b>	<b>0.0%</b>	<b>1</b>	<b>2</b>	<b>-50.0%</b>
Sales Dollars	\$224,500	\$207,000	8.5%	\$224,500	\$512,000	-56.2%
List/Sell \$ Ratio	100.00%	95.83%		100.00%	88.15%	
Days to Sell	7	189	-96.3%	7	159	-95.6%
Active Inventory	6	4	50.0%			
Average Price	\$224,500	\$207,000	8.5%	\$224,500	\$256,000	-12.3%
Median Price	\$224,500	\$207,000	8.5%	\$224,500	\$256,000	-12.3%
<b>Multi-Family (5 Units and up)</b>						
Units Listed	1	2	-50.0%	2	5	-60.0%
Units Sold	<b>0</b>	<b>2</b>	<b>-100.0%</b>	<b>1</b>	<b>2</b>	<b>100.0%</b>
Sales Dollars	\$0	\$730,000	-100.0%	\$1,176,000	\$730,000	61.1%
List/Sell \$ Ratio	0.00%	96.97%		94.08%	96.97%	
Days to Sell	0	111	-100.0%	66	111	-40.5%
Active Inventory	3	10	-70.0%			
Average Price	\$0	\$365,000	-100.0%	\$1,176,000	\$365,000	222.2%
Median Price	\$0	\$365,000	-100.0%	\$1,176,000	\$365,000	222.2%
<b>Multi Plex (Triplex/Fourplex)</b>						
Units Listed	0	0	0.0%	1	0	100.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>1</b>	<b>0</b>	<b>100.0%</b>
Sales Dollars	\$0	\$0	0.0%	\$400,000	\$0	100.0%
List/Sell \$ Ratio	0.00%	0.00%		100.00%	0.00%	
Days to Sell	0	0	0.0%	40	0	100.0%
Active Inventory	4	0	100.0%			
Average Price	\$0	\$0	0.0%	\$400,000	\$0	100.0%
Median Price	\$0	\$0	0.0%	\$400,000	\$0	100.0%
<b>Mobile Homes</b>						
Units Listed	47	40	17.5%	86	75	14.7%
Units Sold	<b>30</b>	<b>19</b>	<b>57.9%</b>	<b>48</b>	<b>44</b>	<b>9.1%</b>
Sales Dollars	\$2,090,100	\$865,900	141.4%	\$3,268,800	\$2,281,900	43.2%
List/Sell \$ Ratio	89.76%	88.01%		92.20%	88.40%	
Days to Sell	63	53	18.9%	60	70	-14.3%
Active Inventory	101	94	7.4%			
Average Price	\$69,670	\$45,574	52.9%	\$68,100	\$51,861	31.3%
Median Price	\$72,500	\$30,000	141.7%	\$65,000	\$43,750	48.6%
<b>Recreational Properties</b>						
Units Listed	9	10	-10.0%	29	29	0.0%
Units Sold	<b>7</b>	<b>2</b>	<b>250.0%</b>	<b>7</b>	<b>7</b>	<b>0.0%</b>
Sales Dollars	\$2,518,400	\$473,000	432.4%	\$2,518,400	\$1,649,900	52.6%
List/Sell \$ Ratio	111.44%	98.81%		111.44%	94.46%	
Days to Sell	467	21	2123.8%	467	89	424.7%
Active Inventory	58	23	152.2%			
Average Price	\$359,771	\$236,500	52.1%	\$359,771	\$235,700	52.6%
Median Price	\$290,000	\$158,000	83.5%	\$290,000	\$158,000	83.5%
<b>Residential</b>						
Units Listed	337	356	-5.3%	648	612	5.9%
Units Sold	<b>212</b>	<b>226</b>	<b>-6.2%</b>	<b>370</b>	<b>375</b>	<b>-1.3%</b>
Sales Dollars	\$79,368,503	\$68,985,134	15.1%	\$134,007,744	\$115,045,904	16.5%
List/Sell \$ Ratio	97.74%	97.07%		97.42%	96.43%	
Days to Sell	53	67	-20.9%	59	76	-22.4%
Active Inventory	685	774	-11.5%			
Average Price	\$374,380	\$305,244	22.6%	\$362,183	\$306,789	18.1%
Median Price	\$344,000	\$286,250	20.2%	\$337,200	\$287,750	17.2%

## Central Zone Property Type Activity

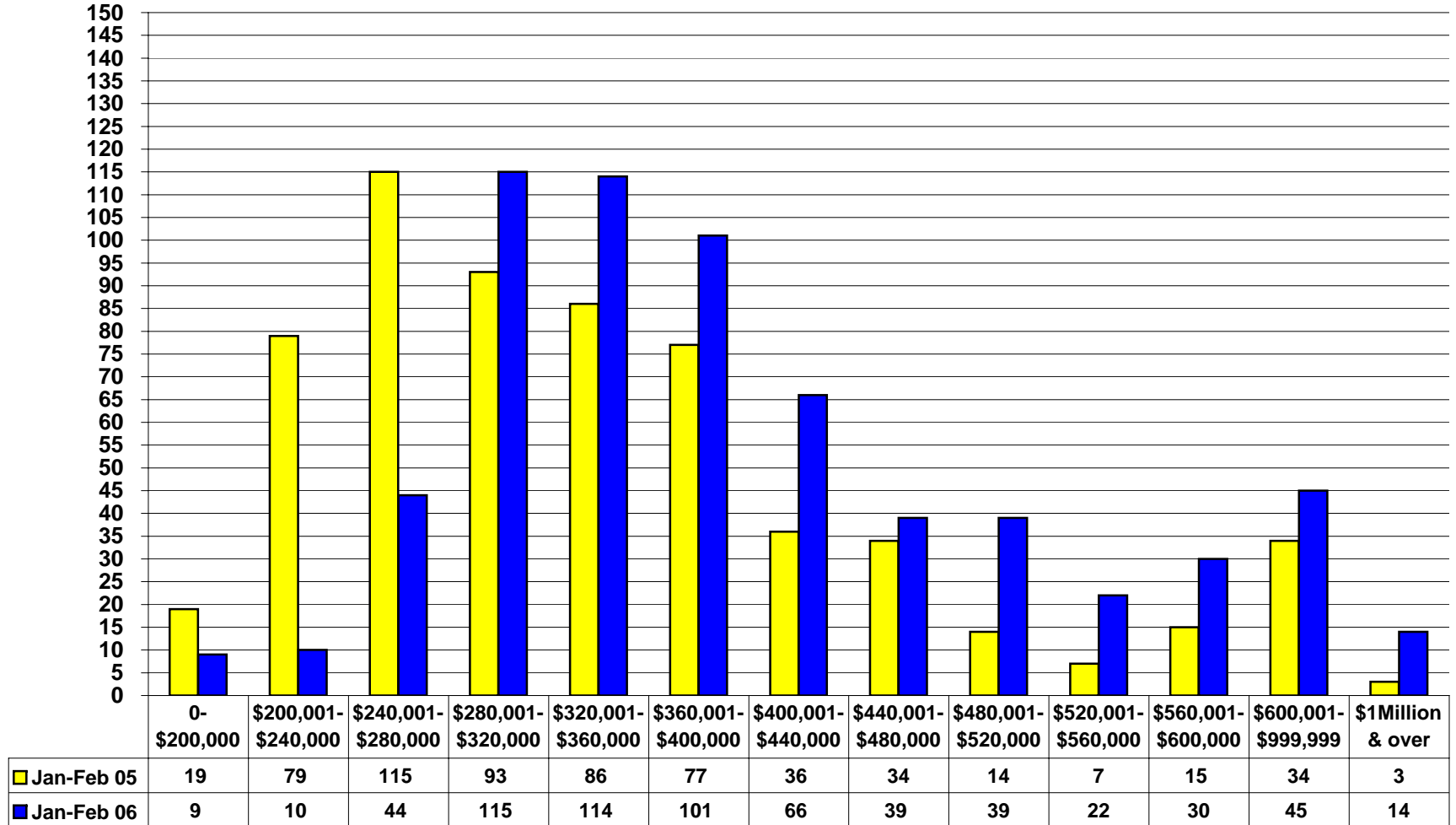
	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Residential (Waterfront)</b>						
Units Listed	8	8	0.0%	20	12	66.7%
Units Sold	<b>4</b>	<b>2</b>	<b>100.0%</b>	<b>7</b>	<b>4</b>	<b>75.0%</b>
Sales Dollars	\$5,829,500	\$2,560,000	127.7%	\$10,564,500	\$4,690,000	125.3%
List/Sell \$ Ratio	97.52%	98.42%		93.16%	92.16%	
Days to Sell	96	38	152.6%	106	64	65.6%
Active Inventory	46	33	39.4%			
Average Price	\$1,457,375	\$1,280,000	13.9%	\$1,509,214	\$1,172,500	28.7%
Median Price	\$1,294,500	\$1,280,000	1.1%	\$1,557,250	\$1,065,000	46.2%
<b>Timeshares</b>						
Units Listed	0	2	-100.0%	0	4	-100.0%
Units Sold	<b>0</b>	<b>1</b>	<b>-100.0%</b>	<b>0</b>	<b>1</b>	<b>-100.0%</b>
Sales Dollars	\$0	\$5,500	-100.0%	\$0	\$5,500	-100.0%
List/Sell \$ Ratio	0.00%	84.61%		0.00%	84.61%	-100.0%
Days to Sell	0	314	-100.0%	0	314	-100.0%
Active Inventory	7	12	-41.7%			
Average Price	\$0	\$5,500	-100.0%	\$0	\$5,500	-100.0%
Median Price	\$0	\$5,500	-100.0%	\$0	\$5,500	-100.0%
<b>CENTRAL OKANAGAN - TOTALS</b>						
Units Listed	766	744	3.0%	1505	1349	11.6%
Units Sold	480	450	6.7%	857	780	9.9%
Sales Dollars	\$150,064,303	\$119,646,934	25.4%	\$264,189,595	\$202,773,920	30.3%
List/Sell Ratio	96.92%	96.94%		96.89%	95.85%	
Active Inventory	2177	2430	-10.4%			

**Central Zone - Single Family Residential February 2006**  
**Monthly Listings By Price Range - Single Family Dwellings Only**



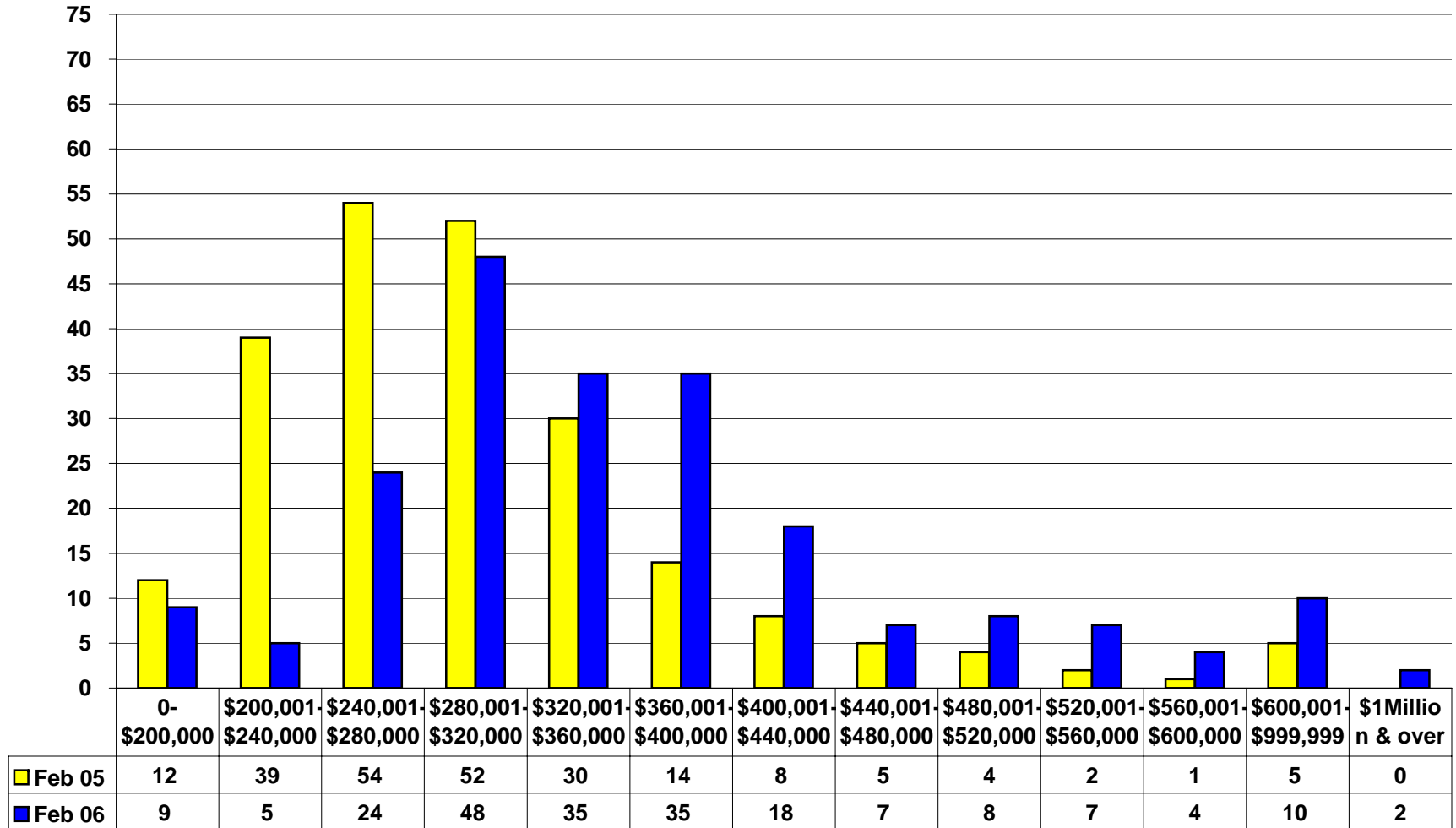
**Central Zone - Single Family Residential 2005 vs 2006**  
**Listings Taken By Price Range - Single Family Dwellings Only**

■ Jan-Feb 05    ■ Jan-Feb 06

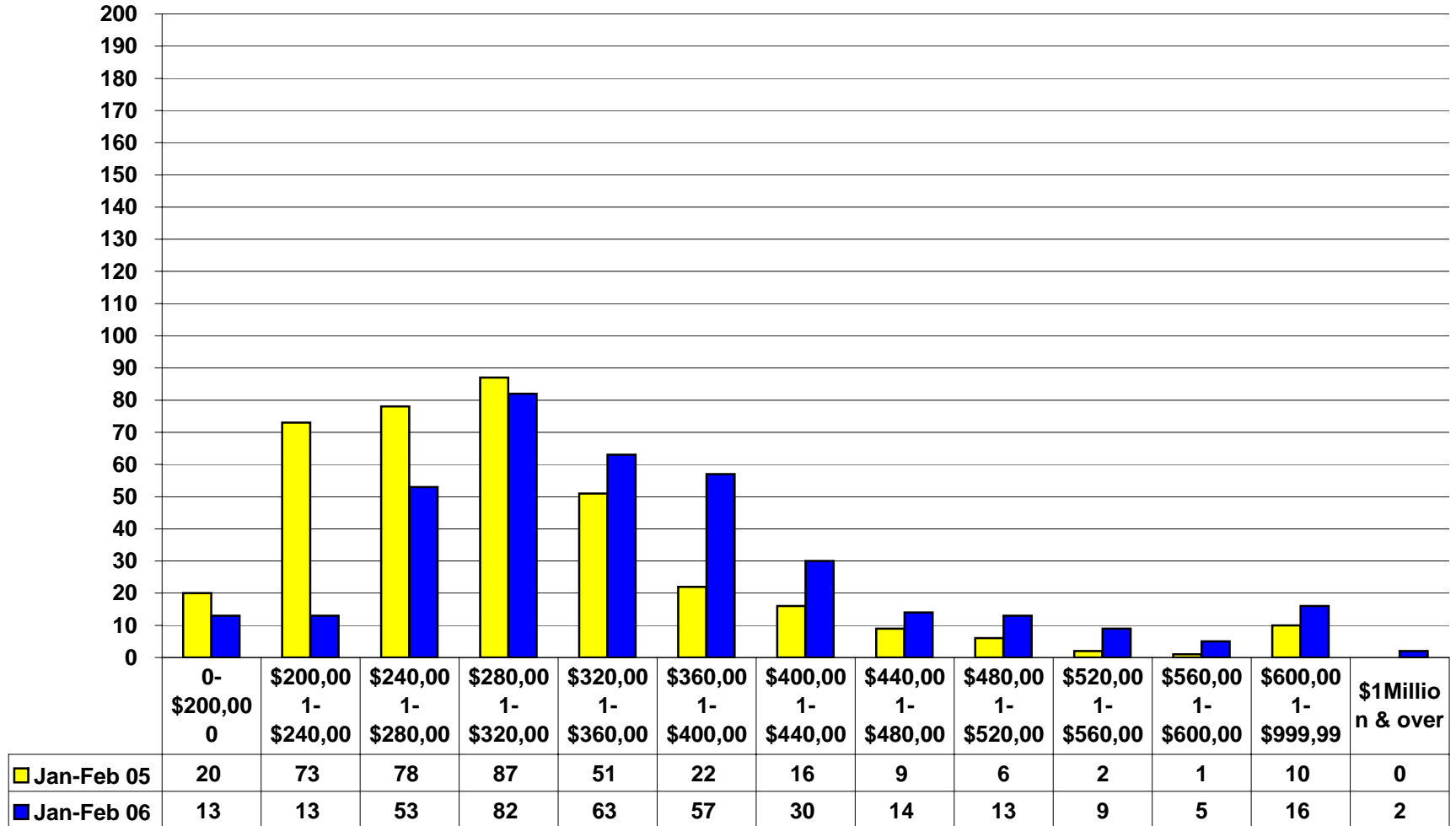


**Central Zone - Single Family Residential February 2006**  
**Monthly Sales by Price Range - Single Family Dwellings Only**

Feb 05 Feb 06



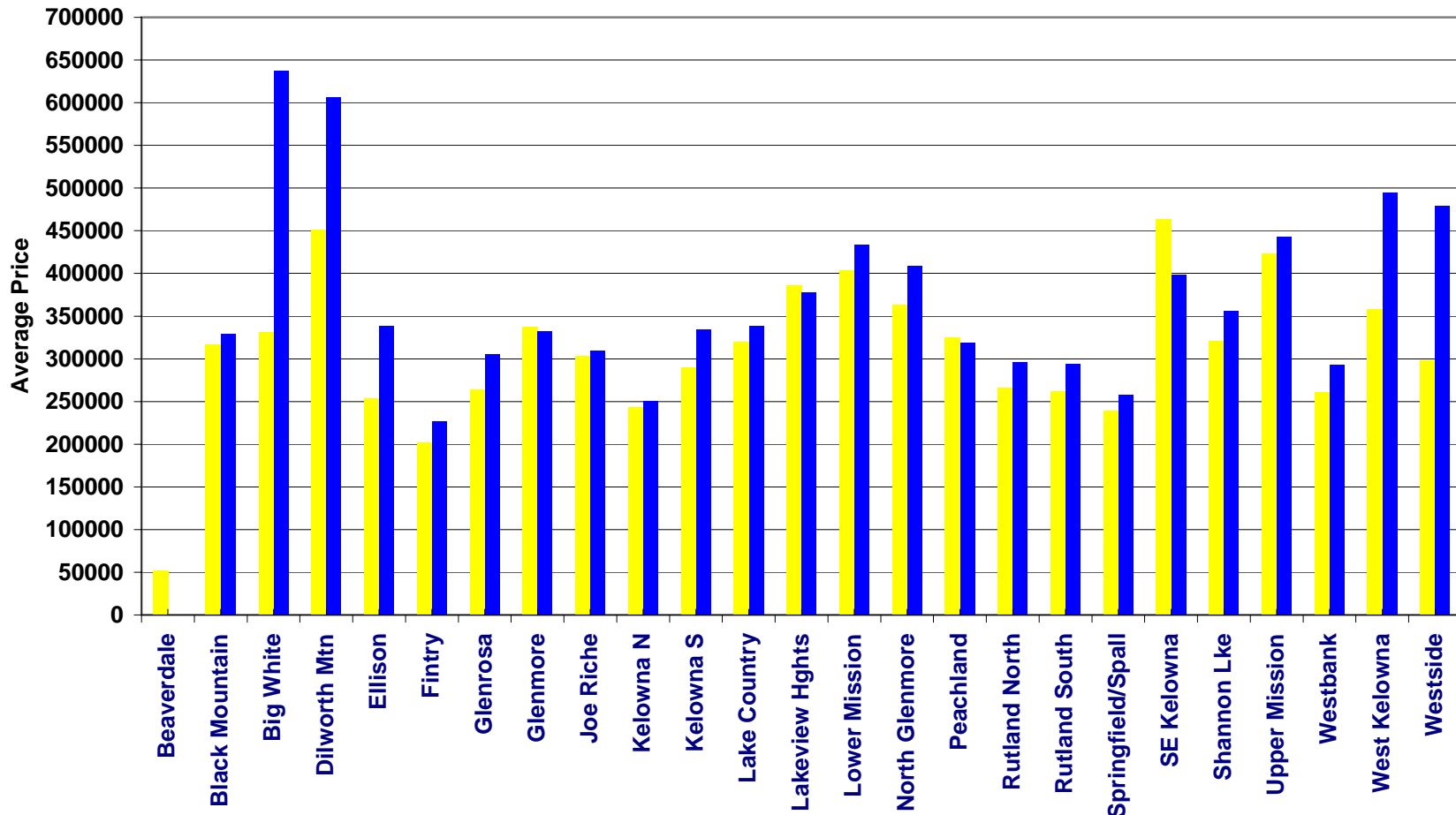
**Central Zone - Single Family Residential 2005 vs 2006**  
**Number of Solds by Price Range - Single Family Dwellings Only**



# Central Zone Residential Sub Area Average Prices - 2005 vs 2006

## Residential Single Family Only

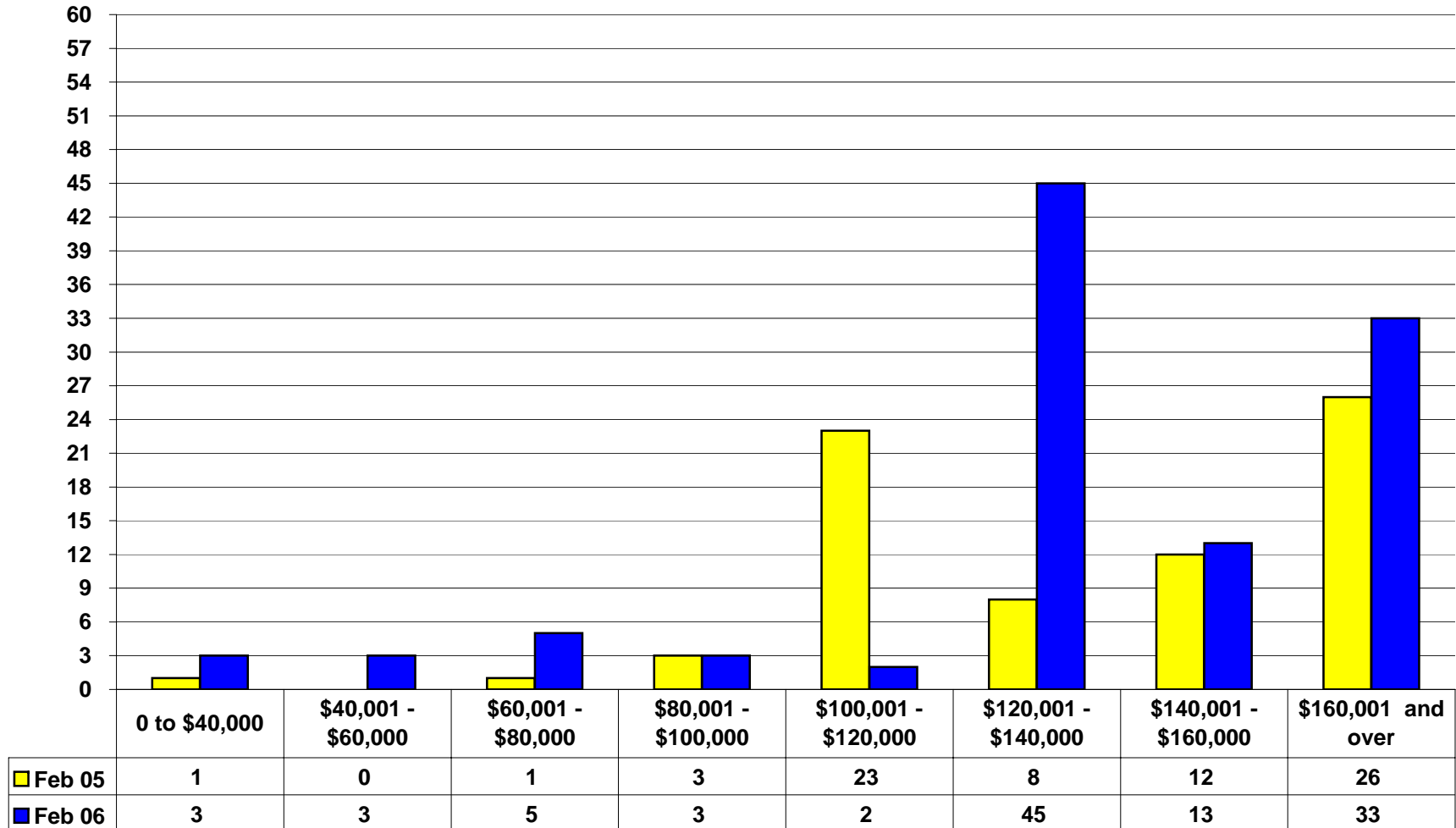
2005 2006



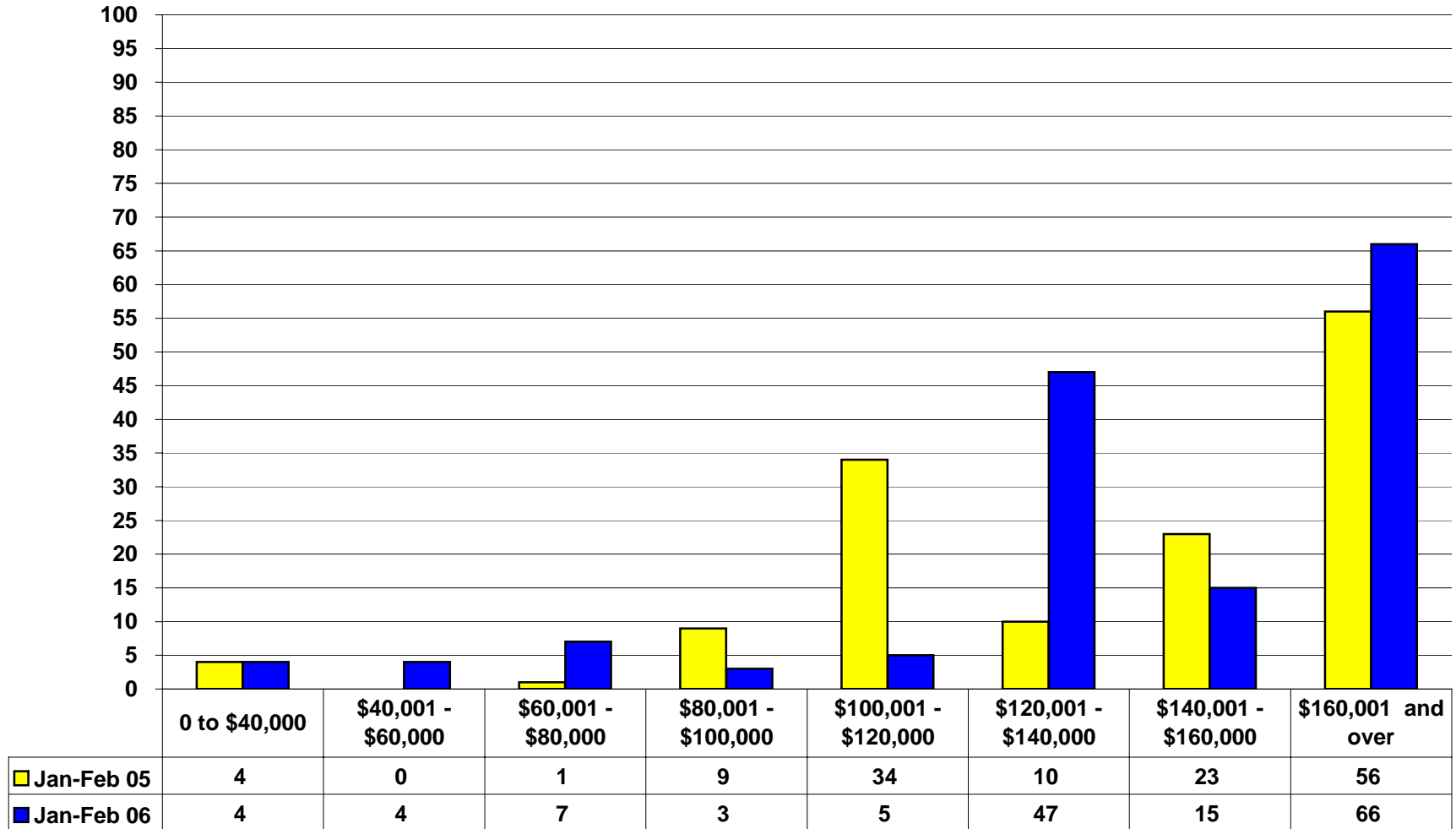


**Central Zone - February 2006**  
**Monthly Listing Comparison By Price Range -**  
**Lots, Lots Waterfront, Acreage and Acreage Waterfront**

■ Feb 05 ■ Feb 06



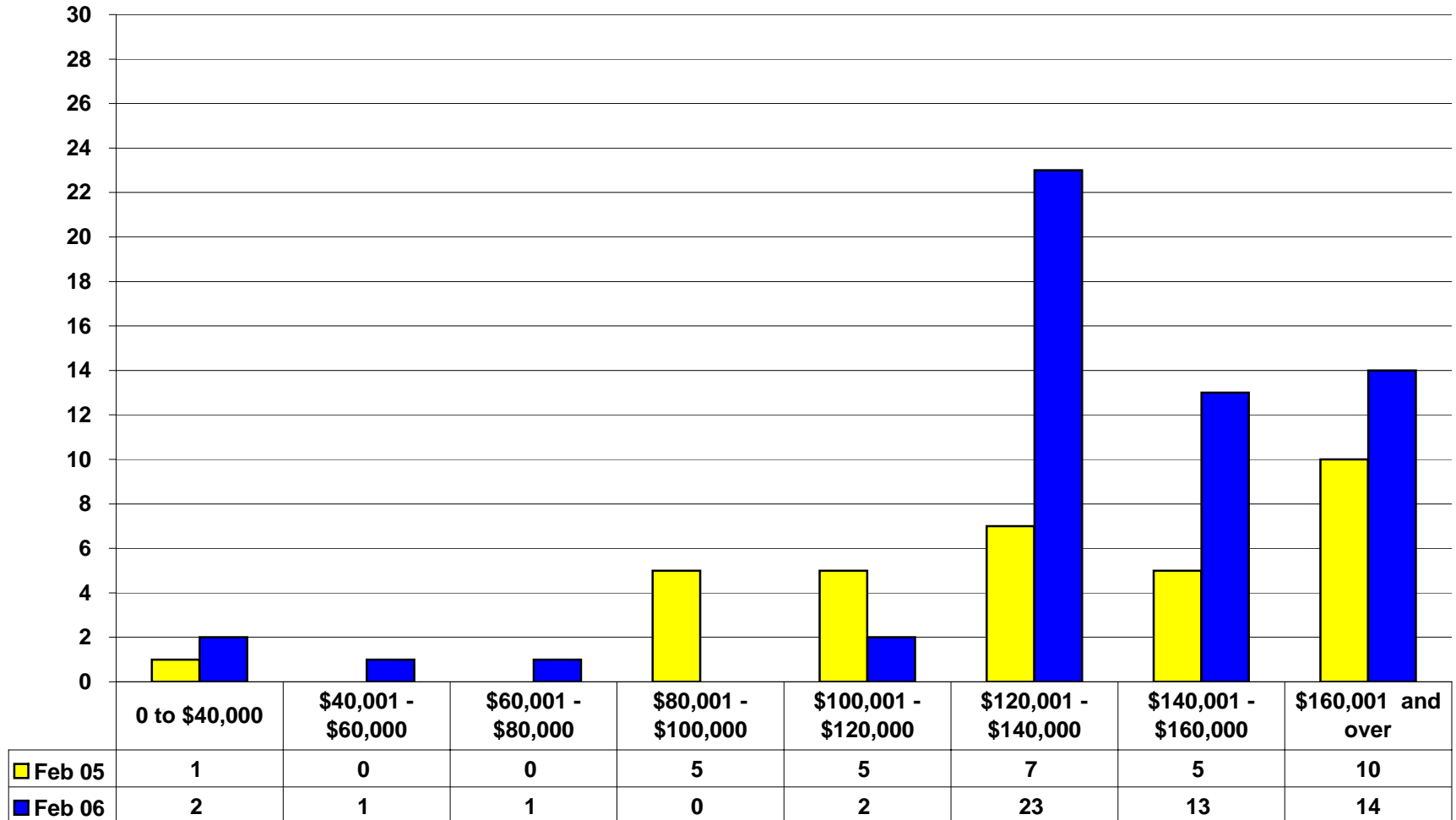
**Central Zone - Lots 2005 vs 2006**  
**Listings Taken By Price Range - Lots, Lots Waterfront, Acreage and Acreage Waterfront**



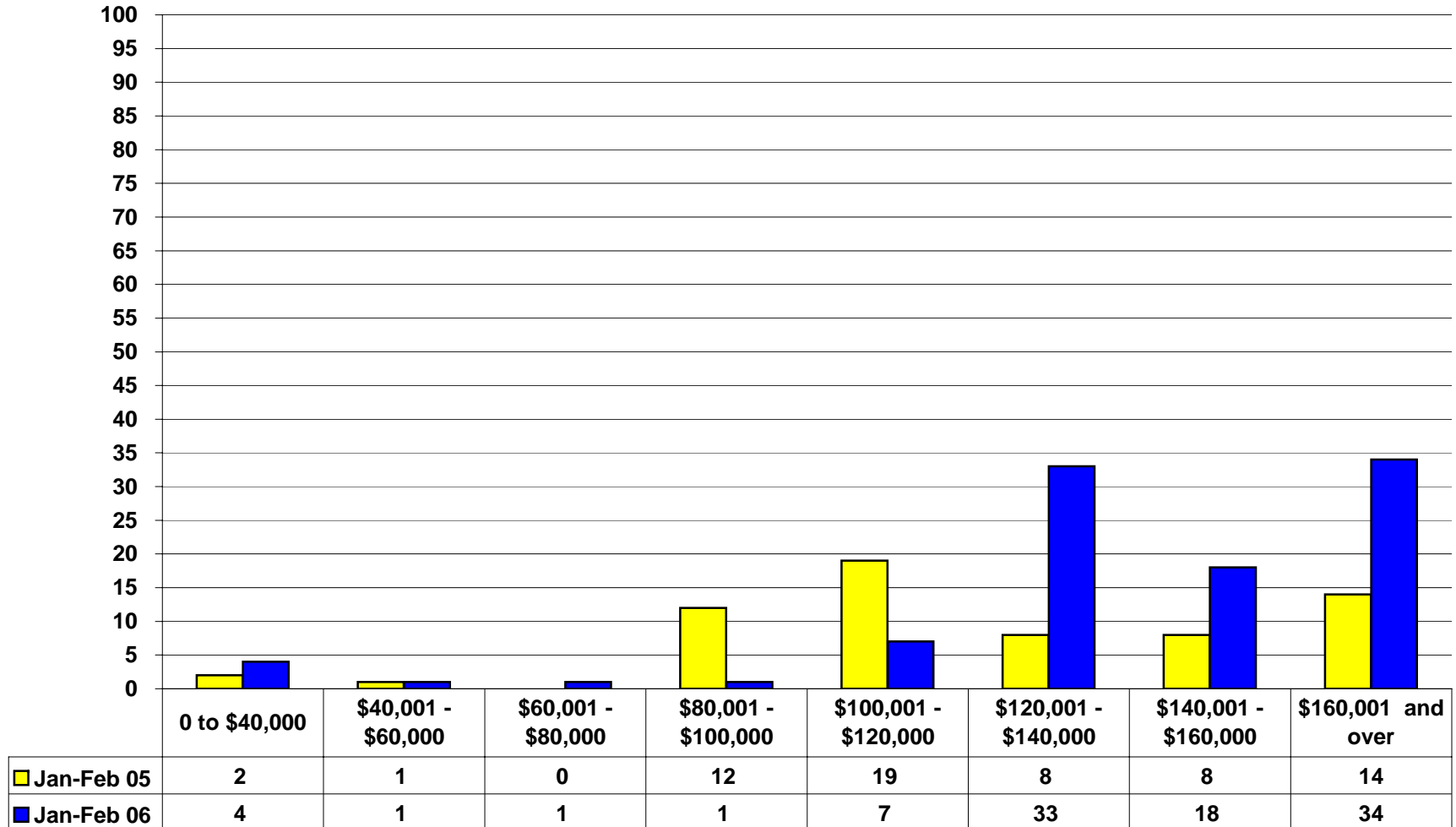
### Central Zone - February 2006

Monthly Sales By Price Range - Lots, Lots Waterfront, Acreage and Acreage Waterfront

Feb 05 Feb 06



**Central Zone - Lots 2005 vs 2006**  
**Sales By Price Range - Lots, Lots Waterfront, Acreage and Acreage Waterfront**

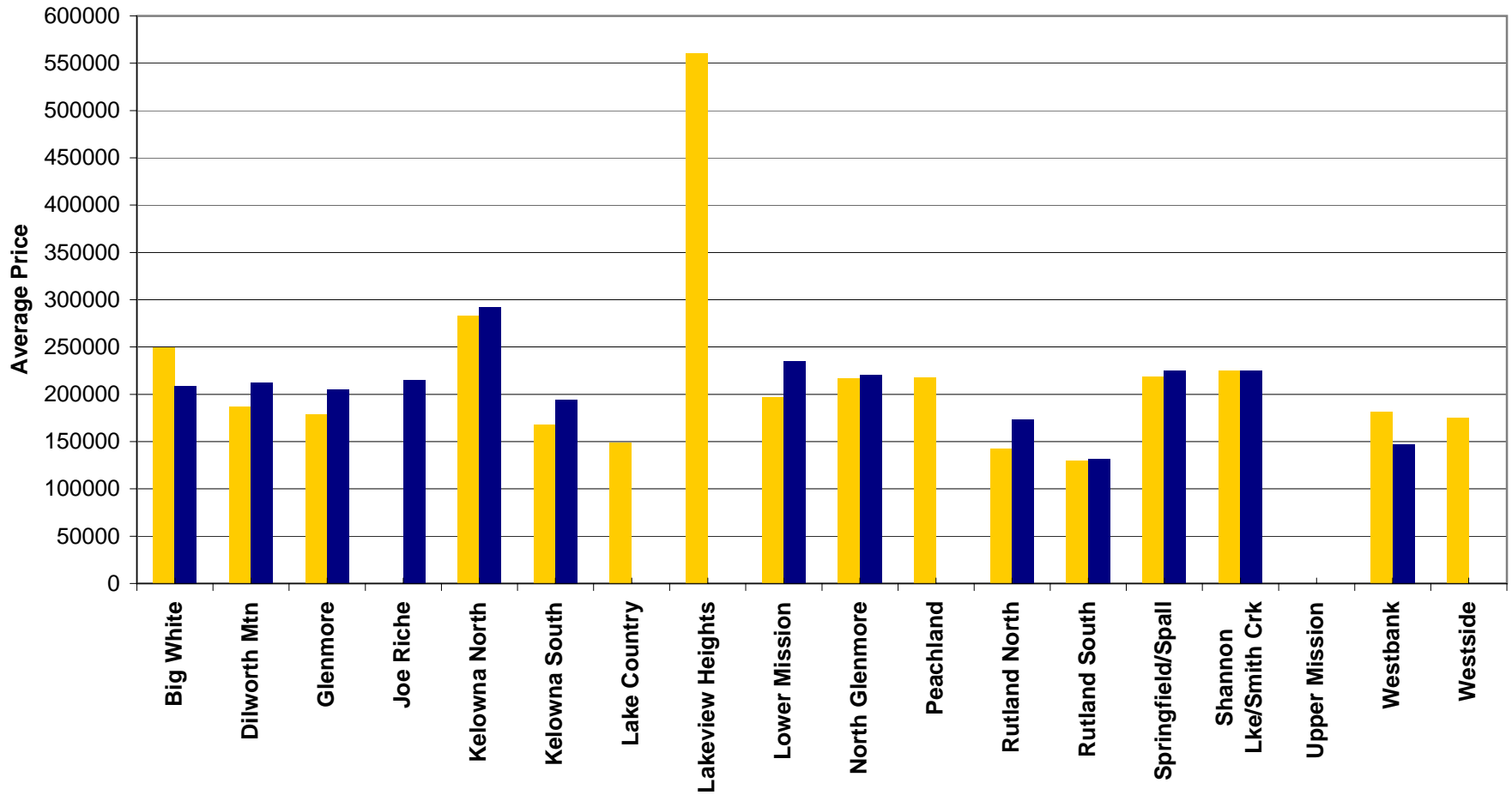






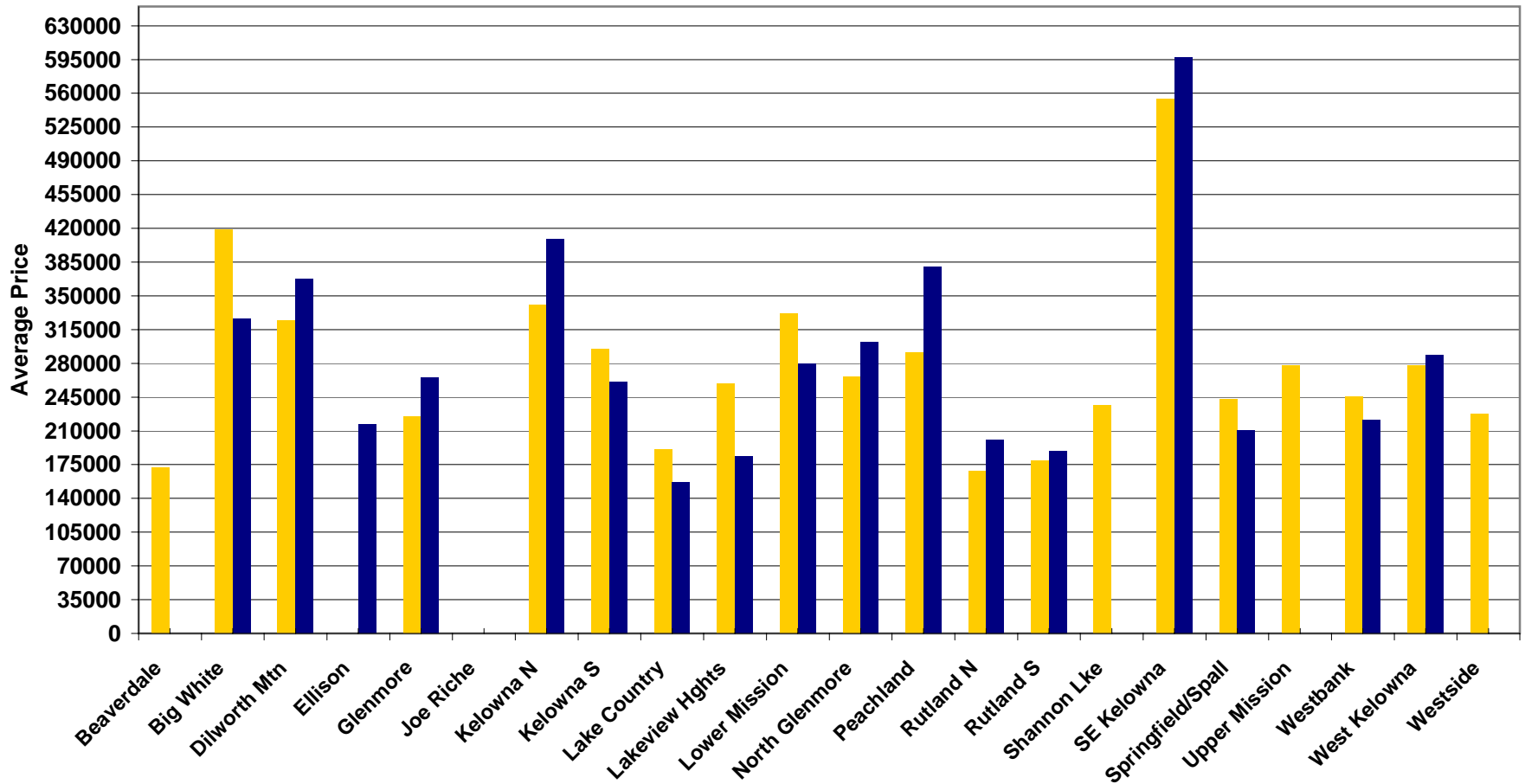
### Central Zone Condo Sub Area Average Prices - 2005 vs 2006

2005 2006



### Central Zone Townhouse Sub Area Average Prices - 2005 vs 2006

2005 2006



**Central Zone - Million Dollar Active Residential Properties  
(Includes Residential Single Family, Single Family With Acreage, Single Family Bare Land Strata and Waterfront)**

