

# CENTRAL ZONE MONTHLY STATISTICS

FOR

March 1st - 31st, 2006

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

**Cover Page**  
**Zone Total Summary**  
**Central Summary (Summary Statistical Information and Membership)**  
**Central Statistics**

## **GRAPHS**

**Residential Monthly and Year To Date Listings**  
**Residential Monthly and Year to Date Sales**  
**Residential Sub Area Averages Year To Date and Comparison 2002 to 2006**  
**Lots Monthly and Year to Date Listings**  
**Lots Monthly and Year to Date Sales**  
**Apartment and Townhouse Sub Area Averages Year to Date**  
**Residential and Lots Inventory**  
**Million Dollar Plus Active Listings and Sales**

ZONE CO TOTALS	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Units Listed	899	921	-2.4%	2406	2267	6.1%
Units Sold	<b>567</b>	<b>562</b>	<b>0.9%</b>	<b>1431</b>	<b>1342</b>	<b>6.6%</b>
Sales Dollars	\$189,185,853	\$148,618,112	27.3%	\$455,656,848	\$351,362,032	29.7%
List/Sell Ratio	95.20%	95.44%		95.73%	94.12%	1.7%
Days to Sell	155	191	-18.7%	128	197	-35.3%
Active Listings	2281	2273	0.4%			
<b>ZONE NO TOTALS</b>						
Units Listed	399	396	0.8%	1009	1032	-2.2%
Units Sold	<b>229</b>	<b>293</b>	<b>-21.8%</b>	<b>589</b>	<b>655</b>	<b>-10.1%</b>
Sales Dollars	\$61,321,068	\$62,138,800	-1.3%	\$154,187,799	\$126,220,847	22.2%
List/Sell Ratio	95.62%	96.17%		93.52%	94.53%	-1.1%
Days to Sell	138	155	-11.0%	149	162	-8.1%
Active Listings	1139	1077	5.8%			
<b>ZONE SH TOTALS</b>						
Units Listed	208	214	-2.8%	510	455	12.1%
Units Sold	<b>98</b>	<b>120</b>	<b>-18.3%</b>	<b>276</b>	<b>247</b>	<b>11.7%</b>
Sales Dollars	\$19,992,217	\$19,646,037	1.8%	\$68,100,567	\$39,502,812	72.4%
List/Sell Ratio	94.71%	94.41%		94.19%	95.23%	-1.1%
Days to Sell	157	246	-36.3%	184	241	-23.8%
Active Listings	767	825	-7.0%			
<b>ZONE OB TOTALS</b>						
Units Listed	20	18	11.1%	40	48	-16.7%
Units Sold	<b>2</b>	<b>6</b>	<b>-66.7%</b>	<b>15</b>	<b>13</b>	<b>15.4%</b>
Sales Dollars	\$650,000	\$1,800,000	-63.9%	\$2,690,902	\$3,700,500	-27.3%
List/Sell Ratio	94.93%	93.23%		94.77%	89.71%	5.6%
Days to Sell	244	162	50.8%	188	139	35.0%
Active Listings	91	119	-23.5%			
<b>GRAND TOTALS</b>						
Units Listed	1526	1549	-1.5%	3965	3802	4.3%
Units Sold	<b>896</b>	<b>981</b>	<b>-8.7%</b>	<b>2311</b>	<b>2257</b>	<b>2.4%</b>
Sales Dollars	\$271,149,138	\$232,202,949	16.8%	\$680,636,116	\$520,786,191	30.7%
List/Sell Ratio	95.12%	94.81%		94.55%	93.40%	1.2%
Days to Sell	173	188	-7.9%	162	185	-12.4%
Active Listings	4278	4294	-0.4%			

# CENTRAL OKANAGAN ZONE

## QUICK SUMMARY

### March 31st, 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>
March-06	567	\$189,185,853	257	\$96,098,649	899	2,281
February-06	480	\$150,064,303	212	\$79,368,503	766	2,177
March-05	562	\$148,618,112	262	\$80,407,206	921	2,273

The Central Zone has 643 Members. The average number of listings-per-licensee is 3.5

<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	108	170	418	25.84%	148
CONDO/TWNHSE	51	85	190	26.84%	69
LOTS	52	71	296	17.57%	182
RESIDENTIAL	257	390	733	35.06%	57

Average House Price **\$367,287**                      Median House Price **\$340,000**  
 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>March 31/06</u>	<u>March 31/05</u>		
ALL ZONES	1024	919	105	11.43%
CENTRAL ZONE	643	566	77	13.60%
NORTH ZONE	281	263	18	6.84%
SHUSWAP ZONE	100	90	10	11.11%

#### CURRENT

MANAGING BROKERS	82
SALES REPS	861
PROPERTY MGMNT	17
ASSOCIATE BROKERS	63
EXEMPTION MEMBER	1

**TOTALS**                      **1024**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	% + or -	THIS YEAR	LAST YEAR	% + or -
<b>Acreage</b>						
Units Listed	4	15	-73.3%	15	34	-55.9%
Units Sold	<b>8</b>	<b>3</b>	<b>166.7%</b>	<b>21</b>	<b>7</b>	<b>200.0%</b>
Sales Dollars	<b>\$8,519,000</b>	<b>\$1,120,000</b>	<b>660.6%</b>	<b>\$14,113,900</b>	<b>\$1,983,000</b>	<b>611.7%</b>
List/Sell \$ Ratio	87.14%	98.08%		93.18%	94.30%	
Days to Sell	195	109	78.9%	190	135	40.7%
Active Inventory	44	48	-8.3%			
Average Price	\$1,064,875	\$373,333	185.2%	\$672,090	\$283,286	137.2%
Median Price	\$400,000	\$345,000	15.9%	\$400,000	\$345,000	15.9%
<b>Acreage with House</b>						
Units Listed	22	26	-15.4%	57	55	3.6%
Units Sold	<b>8</b>	<b>17</b>	<b>-52.9%</b>	<b>29</b>	<b>29</b>	<b>0.0%</b>
Sales Dollars	<b>\$4,382,500</b>	<b>\$9,927,000</b>	<b>-55.9%</b>	<b>\$19,442,900</b>	<b>\$15,100,500</b>	<b>28.8%</b>
List/Sell \$ Ratio	94.90%	95.07%		95.63%	95.18%	
Days to Sell	166	203	-18.2%	123	208	-40.9%
Active Inventory	86	74	16.2%			
Average Price	\$547,813	\$583,941	-6.2%	\$670,445	\$520,707	28.8%
Median Price	\$537,000	\$570,000	-5.8%	\$585,000	\$470,000	24.5%
<b>Acreage (Waterfront)</b>						
Units Listed	2	1	-100.0%	5	3	66.7%
Units Sold	<b>0</b>	<b>1</b>	<b>-100.0%</b>	<b>0</b>	<b>3</b>	<b>-100.0%</b>
Sales Dollars	<b>\$0</b>	<b>\$385,000</b>	<b>-100.0%</b>	<b>\$0</b>	<b>\$1,700,000</b>	<b>-100.0%</b>
List/Sell \$ Ratio	0.00%	97.47%		0.00%	99.16%	
Days to Sell	0	156	-100.0%	0	267	-100.0%
Active Inventory	7	9	-22.2%			
Average Price	\$0	\$385,000	-100.0%	\$0	\$566,667	-100.0%
Median Price	\$0	\$385,000	-100.0%	\$0	\$640,000	-100.0%
<b>Business</b>						
Units Listed	12	16	-25.0%	37	36	2.8%
Units Sold	<b>2</b>	<b>1</b>	<b>100.0%</b>	<b>7</b>	<b>7</b>	<b>0.0%</b>
Sales Dollars	<b>\$73,400</b>	<b>\$95,000</b>	<b>-22.7%</b>	<b>\$752,400</b>	<b>\$1,026,500</b>	<b>-26.7%</b>
List/Sell \$ Ratio	96.48%	95.10%		90.67%	80.11%	
Days to Sell	60	114	-47.4%	131	189	-30.7%
Active Inventory	77	73	5.5%			
Average Price	\$36,700	\$95,000	-61.4%	\$107,486	\$146,643	-26.7%
Median Price	\$36,700	\$95,000	-61.4%	\$65,000	\$94,000	-30.9%
<b>Condo (Townhouse)</b>						
Units Listed	85	87	-2.3%	226	216	4.6%
Units Sold	<b>51</b>	<b>66</b>	<b>-22.7%</b>	<b>157</b>	<b>148</b>	<b>6.1%</b>
Sales Dollars	<b>\$14,988,016</b>	<b>\$15,972,662</b>	<b>-6.2%</b>	<b>\$43,654,239</b>	<b>\$36,799,508</b>	<b>18.6%</b>
List/Sell \$ Ratio	98.37%	99.00%		98.21%	98.70%	
Days to Sell	69	86	-19.8%	70	80	-12.5%
Active Inventory	190	217	-12.4%			
Average Price	\$293,883	\$242,010	21.4%	\$278,052	\$248,645	11.8%
Median Price	\$261,500	\$231,525	12.9%	\$259,000	\$234,900	10.3%
<b>Condo (Apt)</b>						
Units Listed	170	164	3.7%	434	362	19.9%
Units Sold	<b>108</b>	<b>84</b>	<b>28.6%</b>	<b>249</b>	<b>220</b>	<b>13.2%</b>
Sales Dollars	<b>\$25,007,150</b>	<b>\$16,612,035</b>	<b>50.5%</b>	<b>\$55,129,338</b>	<b>\$45,102,025</b>	<b>22.2%</b>
List/Sell \$ Ratio	98.63%	98.10%		98.24%	97.78%	
Days to Sell	148	79	87.3%	103	79	30.4%
Active Inventory	418	428	-2.3%			
Average Price	\$231,548	\$197,762	17.1%	\$221,403	\$205,009	8.0%
Median Price	\$221,450	\$176,205	25.7%	\$196,500	\$176,000	11.6%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Duplex</b>						
Units Listed	28	29	-3.4%	73	65	12.3%
Units Sold	<b>20</b>	<b>17</b>	<b>17.6%</b>	<b>44</b>	<b>41</b>	<b>7.3%</b>
Sales Dollars	<b>\$6,278,500</b>	<b>\$4,090,788</b>	<b>53.5%</b>	<b>\$12,824,400</b>	<b>\$9,566,043</b>	<b>34.1%</b>
List/Sell \$ Ratio	97.90%	97.56%		97.81%	97.31%	
Days to Sell	46	43	7.0%	39	46	-15.2%
Active Inventory	47	40	17.5%			
Average Price	\$313,925	\$240,635	30.5%	\$291,464	\$233,318	24.9%
Median Price	\$268,850	\$192,500	39.7%	\$243,000	\$196,000	24.0%
<b>Farms</b>						
Units Listed	5	12	-58.3%	15	23	-34.8%
Units Sold	<b>1</b>	<b>4</b>	<b>-75.0%</b>	<b>5</b>	<b>7</b>	<b>-28.6%</b>
Sales Dollars	<b>\$1,290,000</b>	<b>\$2,360,800</b>	<b>-100.0%</b>	<b>\$3,279,900</b>	<b>\$4,049,300</b>	<b>-19.0%</b>
List/Sell \$ Ratio	93.37%	98.10%		95.73%	94.04%	
Days to Sell	296	376	-100.0%	103	247	-58.3%
Active Inventory	37	35	5.7%			
Average Price	\$0	\$590,200	-100.0%	\$655,980	\$578,471	13.4%
Median Price	\$1,290,000	\$587,500	-100.0%	\$425,000	\$594,250	-28.5%
<b>IC&amp;I</b>						
Units Listed	19	13	46.2%	34	25	36.0%
Units Sold	<b>6</b>	<b>11</b>	<b>-45.5%</b>	<b>12</b>	<b>14</b>	<b>-14.3%</b>
Sales Dollars	<b>\$2,629,985</b>	<b>\$3,078,800</b>	<b>-14.6%</b>	<b>\$6,064,985</b>	<b>\$4,454,800</b>	<b>36.1%</b>
List/Sell \$ Ratio	88.78%	93.85%		92.54%	95.01%	
Days to Sell	92	107	-14.0%	90	96	-6.3%
Active Inventory	55	35	57.1%			
Average Price	\$438,331	\$279,891	56.6%	\$505,415	\$318,200	58.8%
Median Price	\$366,243	\$300,000	22.1%	\$366,243	\$301,000	21.7%
<b>IC&amp;I Land</b>						
Units Listed	8	5	60.0%	14	10	40.0%
Units Sold	<b>1</b>	<b>3</b>	<b>-66.7%</b>	<b>3</b>	<b>9</b>	<b>-66.7%</b>
Sales Dollars	<b>\$670,000</b>	<b>\$1,900,000</b>	<b>-64.7%</b>	<b>\$4,570,000</b>	<b>\$5,437,000</b>	<b>-15.9%</b>
List/Sell \$ Ratio	96.40%	88.76%		95.02%	90.57%	
Days to Sell	605	237	155.3%	273	401	-31.9%
Active Inventory	29	13	123.1%			
Average Price	\$670,000	\$633,333	5.8%	\$1,523,333	\$604,111	152.2%
Median Price	\$670,000	\$580,000	15.5%	\$950,000	\$545,000	74.3%
<b>Lots</b>						
Units Listed	62	68	-8.8%	197	184	7.1%
Units Sold	<b>44</b>	<b>47</b>	<b>-6.4%</b>	<b>129</b>	<b>103</b>	<b>25.2%</b>
Sales Dollars	<b>\$8,504,950</b>	<b>\$6,807,344</b>	<b>24.9%</b>	<b>\$22,023,052</b>	<b>\$14,127,533</b>	<b>55.9%</b>
List/Sell \$ Ratio	96.64%	96.65%		97.55%	96.66%	
Days to Sell	169	1,029	-83.6%	439	924	-52.5%
Active Inventory	237	283	-16.3%			
Average Price	\$193,294	\$144,837	33.5%	\$170,721	\$137,161	24.5%
Median Price	\$127,950	\$127,500	0.4%	\$137,050	\$122,943	11.5%
<b>Leases</b>						
Units Listed	22	11	100.0%	51	43	18.6%
Units Sold	<b>11</b>	<b>6</b>	<b>83.3%</b>	<b>30</b>	<b>17</b>	<b>76.5%</b>
Sales Dollars	<b>\$943,287</b>	<b>\$849,128</b>	<b>11.1%</b>	<b>\$4,458,225</b>	<b>\$1,681,064</b>	<b>165.2%</b>
Days to Sell	160	208	-23.1%	218	208	4.8%
Active Inventory	109	144	-24.3%			
Average Price	\$85,753	\$141,521	-39.4%	\$148,608	\$98,886	50.3%
Median Price	\$58,500	\$117,825	-50.4%	\$96,630	\$67,812	42.5%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Lots (Waterfront)</b>						
Units Listed	3	1	200.0%	5	1	400.0%
Units Sold	0	0	0.0%	1	2	-50.0%
Sales Dollars	\$0	\$0	0.0%	\$224,500	\$512,000	-56.2%
List/Sell \$ Ratio	100.00%	0.00%		100.00%	95.59%	
Days to Sell	0	0	0.0%	6	159	-96.2%
Active Inventory	8	5	60.0%			
Average Price	\$0	\$0	0.0%	\$224,500	\$256,000	-12.3%
Median Price	\$0	\$0	0.0%	\$224,500	\$256,000	-12.3%
<b>Multi-Family (5 Units and up)</b>						
Units Listed	5	3	66.7%	7	8	-12.5%
Units Sold	0	0	0.0%	1	2	100.0%
Sales Dollars	\$0	\$0	0.0%	\$1,176,000	\$730,000	100.0%
List/Sell \$ Ratio	0.00%	0.00%		94.08%	96.97%	
Days to Sell	0	0	0.0%	65	111	100.0%
Active Inventory	6	5	20.0%			
Average Price	\$0	\$0	0.0%	\$1,176,000	\$365,000	100.0%
Median Price	\$0	\$0	0.0%	\$1,176,000	\$365,000	100.0%
<b>Multi Plex (Triplex/Fourplex)</b>						
Units Listed	2	0	100.0%	3	0	100.0%
Units Sold	0	0	0.0%	1	0	100.0%
Sales Dollars	\$0	\$0	0.0%	\$400,000	\$0	100.0%
List/Sell \$ Ratio	0.00%	0.00%		100.03%	0.00%	
Days to Sell	0	0	0.0%	40	0	100.0%
Active Inventory	5	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	43	46	-6.5%	129	121	6.6%
Units Sold	36	32	12.5%	84	76	10.5%
Sales Dollars	\$2,328,816	\$1,686,449	38.1%	\$5,597,616	\$3,968,349	41.1%
List/Sell \$ Ratio	92.87%	92.88%		92.32%	91.12%	
Days to Sell	48	68	-29.4%	54	69	-21.7%
Active Inventory	95	86	10.5%			
Average Price	\$64,689	\$52,702	22.7%	\$66,638	\$52,215	27.6%
Median Price	\$55,125	\$39,500	39.6%	\$61,750	\$40,000	54.4%
<b>Recreational Properties</b>						
Units Listed	10	6	66.7%	37	35	5.7%
Units Sold	3	7	-57.1%	10	14	-28.6%
Sales Dollars	\$777,500	\$1,875,900	-58.6%	\$3,295,900	\$3,525,800	-6.5%
List/Sell \$ Ratio	93.76%	95.24%		94.74%	95.35%	
Days to Sell	140	37	278.4%	203	65	212.3%
Active Inventory	54	23	134.8%			
Average Price	\$0	\$267,986	-100.0%	\$329,590	\$251,843	30.9%
Median Price	\$325,000	\$275,000	18.2%	\$328,750	\$282,500	16.4%
<b>Residential</b>						
Units Listed	390	406	-3.9%	1040	1018	2.2%
Units Sold	257	262	-1.9%	630	637	-1.1%
Sales Dollars	\$96,098,649	\$80,407,206	19.5%	\$231,390,893	\$195,453,110	18.4%
List/Sell \$ Ratio	97.98%	97.93%		97.97%	97.70%	
Days to Sell	57	55	3.6%	58	68	-14.7%
Active Inventory	733	707	3.7%			
Average Price	\$373,925	\$306,898	21.8%	\$367,287	\$306,834	19.7%
Median Price	\$349,664	\$287,125	21.8%	\$340,000	\$288,000	18.1%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE

### Residential (Waterfront)

Units Listed	6	12	-50.0%	26	24	8.3%
Units Sold	<b>11</b>	<b>1</b>	<b>1000.0%</b>	<b>18</b>	<b>5</b>	<b>260.0%</b>
Sales Dollars	<b>\$16,694,100</b>	<b>\$1,450,000</b>	<b>1051.3%</b>	<b>\$27,258,600</b>	<b>\$6,140,000</b>	<b>344.0%</b>
List/Sell \$ Ratio	94.79%	87.88%		93.63%	93.98%	
Days to Sell	77	55	40.0%	90	80	12.5%
Active Inventory	38	36	5.6%			
Average Price	\$1,517,645	\$1,450,000	4.7%	\$1,514,367	\$1,228,000	23.3%
Median Price	\$1,500,000	\$1,450,000	3.4%	\$1,487,500	\$1,200,000	24.0%

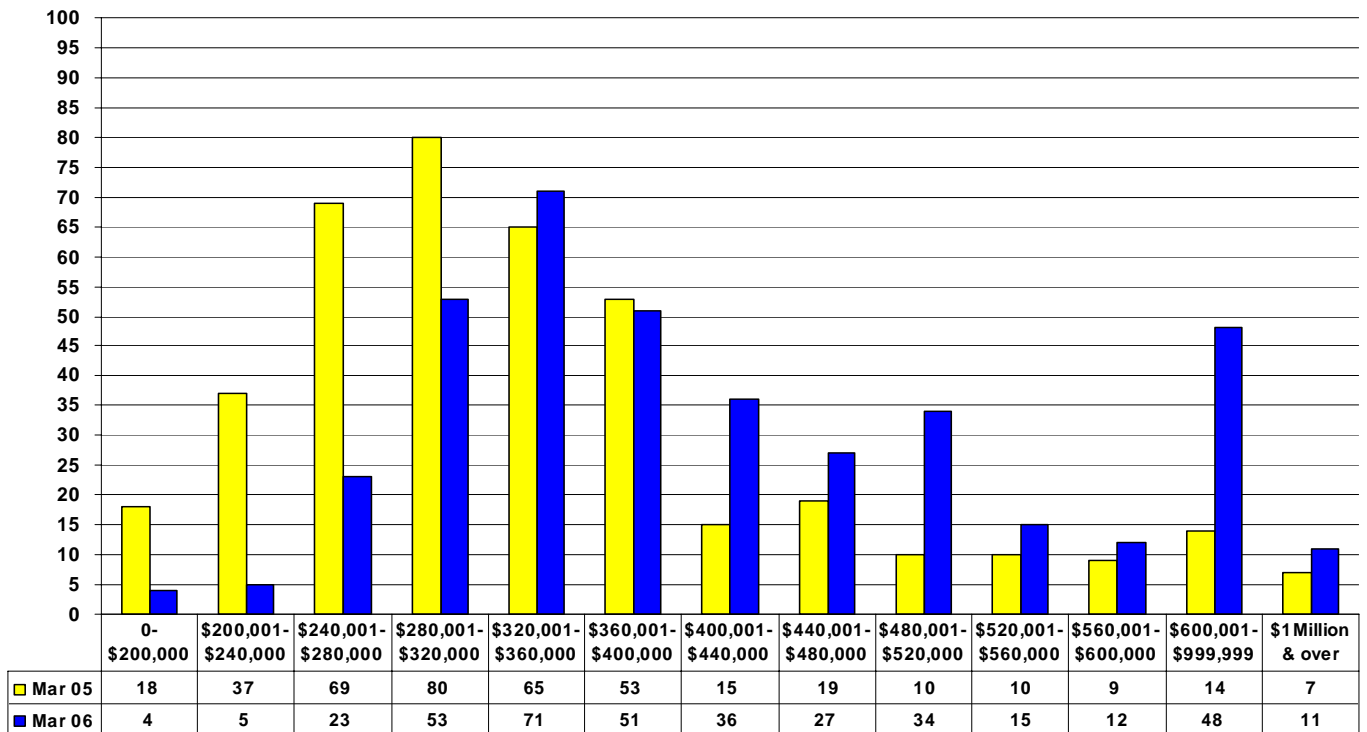
### Timeshares

Units Listed	1	0	100.0%	1	4	-75.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>1</b>	<b>-100.0%</b>
Sales Dollars	<b>\$0</b>	<b>\$0</b>	<b>0.0%</b>	<b>\$0</b>	<b>\$5,500</b>	<b>-100.0%</b>
List/Sell \$ Ratio	0.00%	0.00%		0.00%	84.62%	-100.0%
Days to Sell	0	0	0.0%	0	313	-100.0%
Active Inventory	6	12	-50.0%			
Average Price	\$0	\$0	0.0%	\$0	\$5,500	-100.0%
Median Price	\$0	\$0	0.0%	\$0	\$55,000	-100.0%

### CENTRAL OKANAGAN - TOTALS

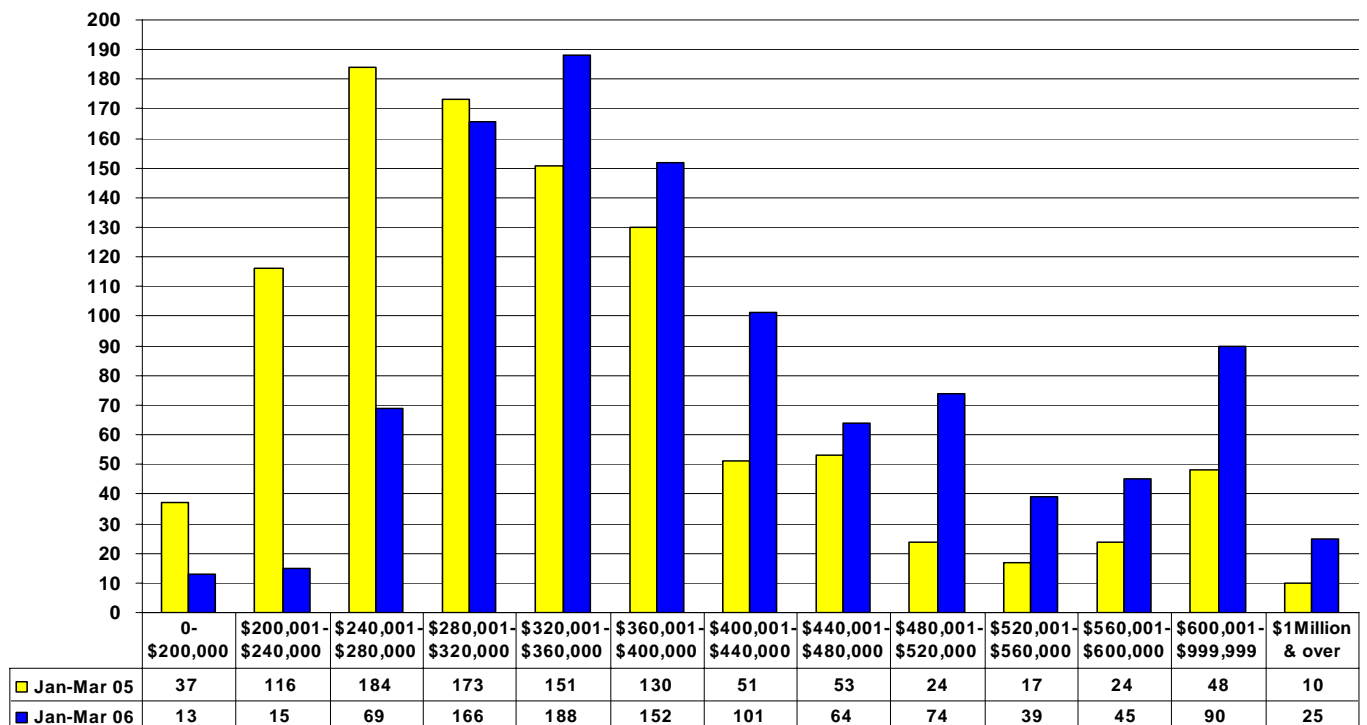
Units Listed	899	921	-2.4%	2406	2267	6.1%
Units Sold	<b>567</b>	<b>562</b>	<b>0.9%</b>	<b>1431</b>	<b>1342</b>	<b>6.6%</b>
Sales Dollars	<b>\$189,185,853</b>	<b>\$148,618,112</b>	<b>27.3%</b>	<b>\$455,656,848</b>	<b>\$351,362,032</b>	<b>29.7%</b>
List/Sell Ratio	95.20%	95.44%		95.73%	94.12%	
Days to Sell	155	191	-18.7%	128	197	
Active Inventory	2281	2273	0.4%			

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



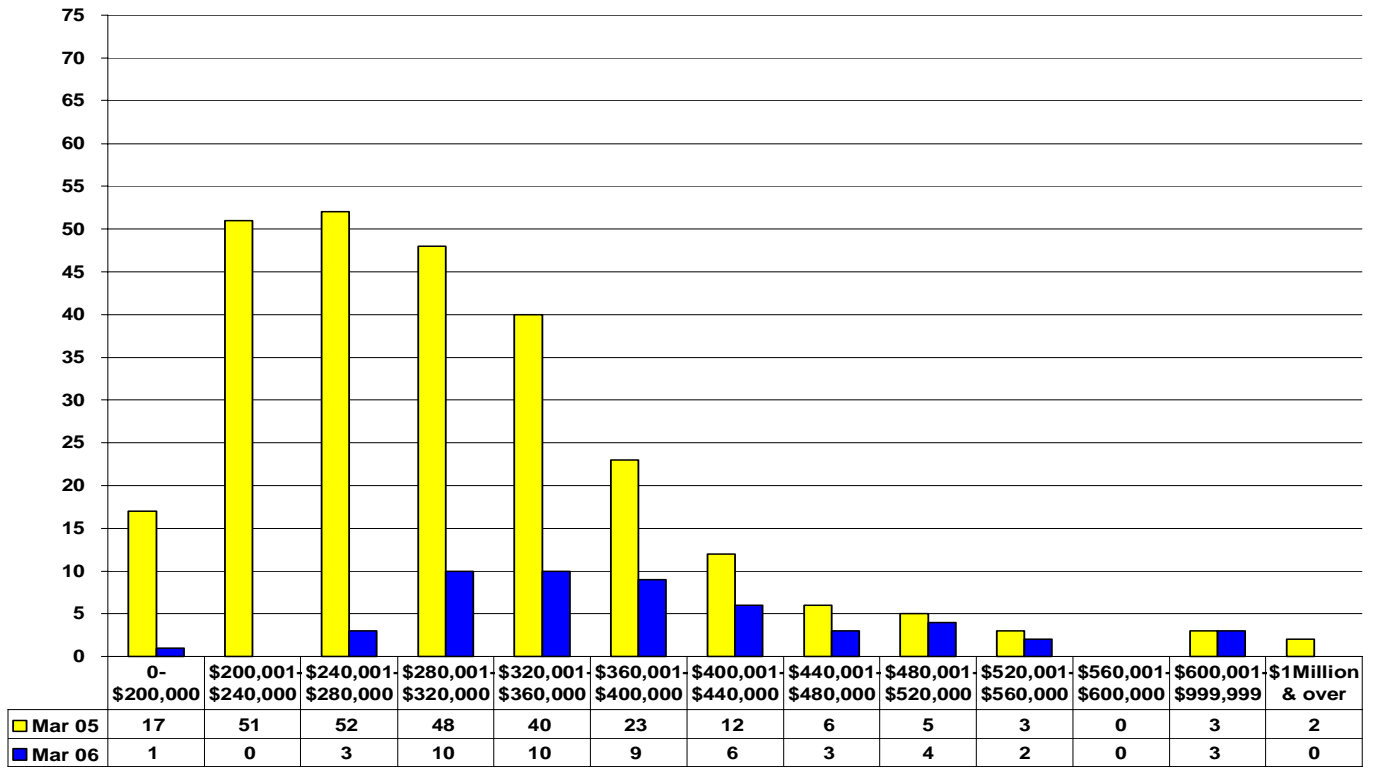
**Central Zone - Single Family Residential 2005 vs 2006**  
**Listings Taken By Price Range - Single Family Dwellings Only**

■ Jan-Mar 05    ■ Jan-Mar 06

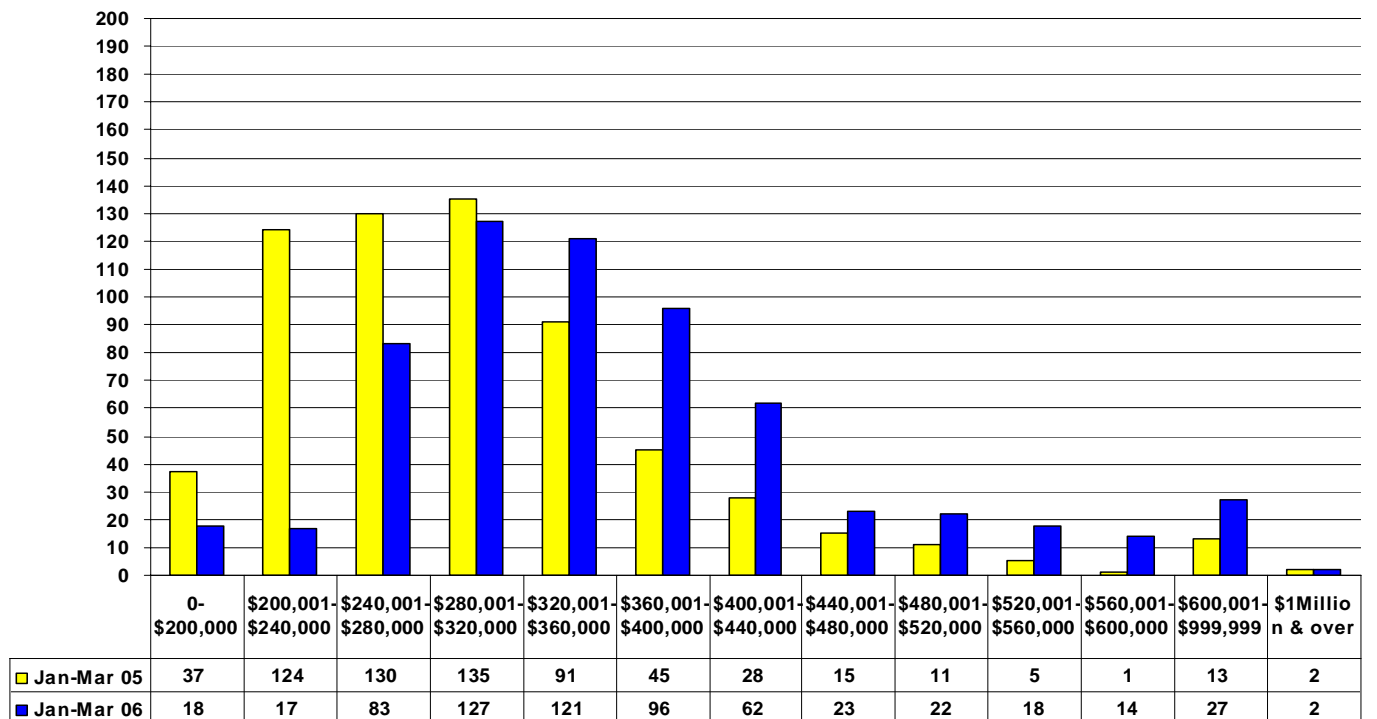


**Central Zone - Single Family Residential March 2006**  
**Monthly Sales by Price Range - Single Family Dwellings Only**

■ Mar 05 ■ Mar 06

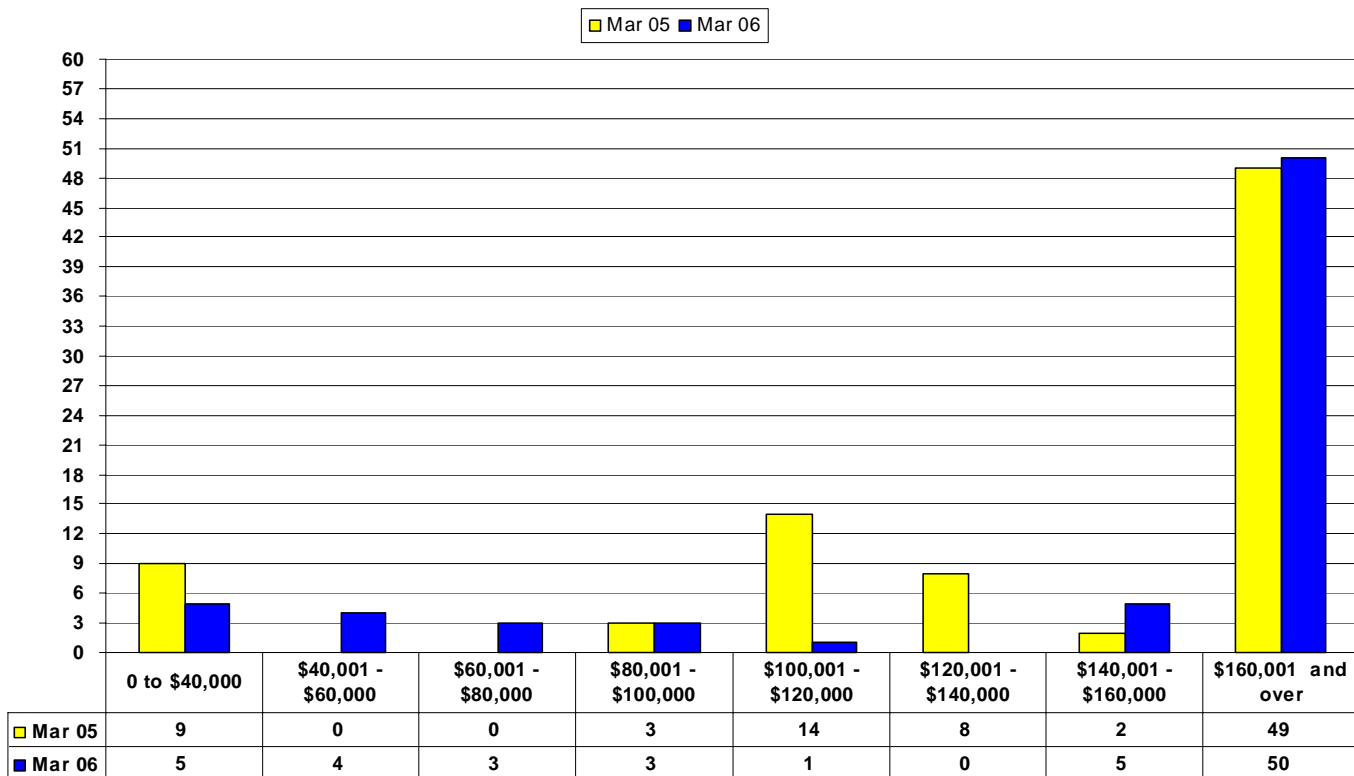


**Central Zone - Single Family Residential 2005 vs 2006**  
**Number of Solds by Price Range - Single Family Dwellings Only**

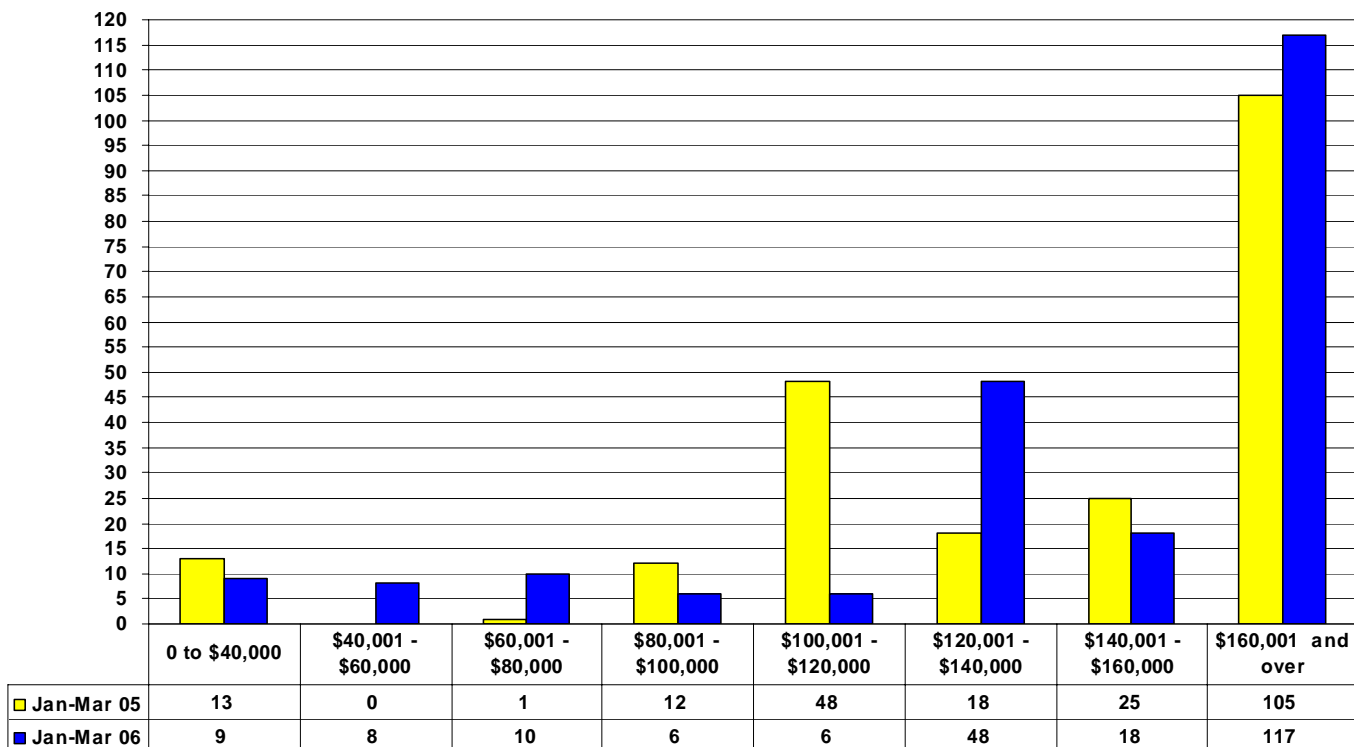




**Central Zone - March 2006**  
**Monthly Listing Comparison By Price Range -**  
**Lots, Lots Waterfront, Acreage and Acreage Waterfront**



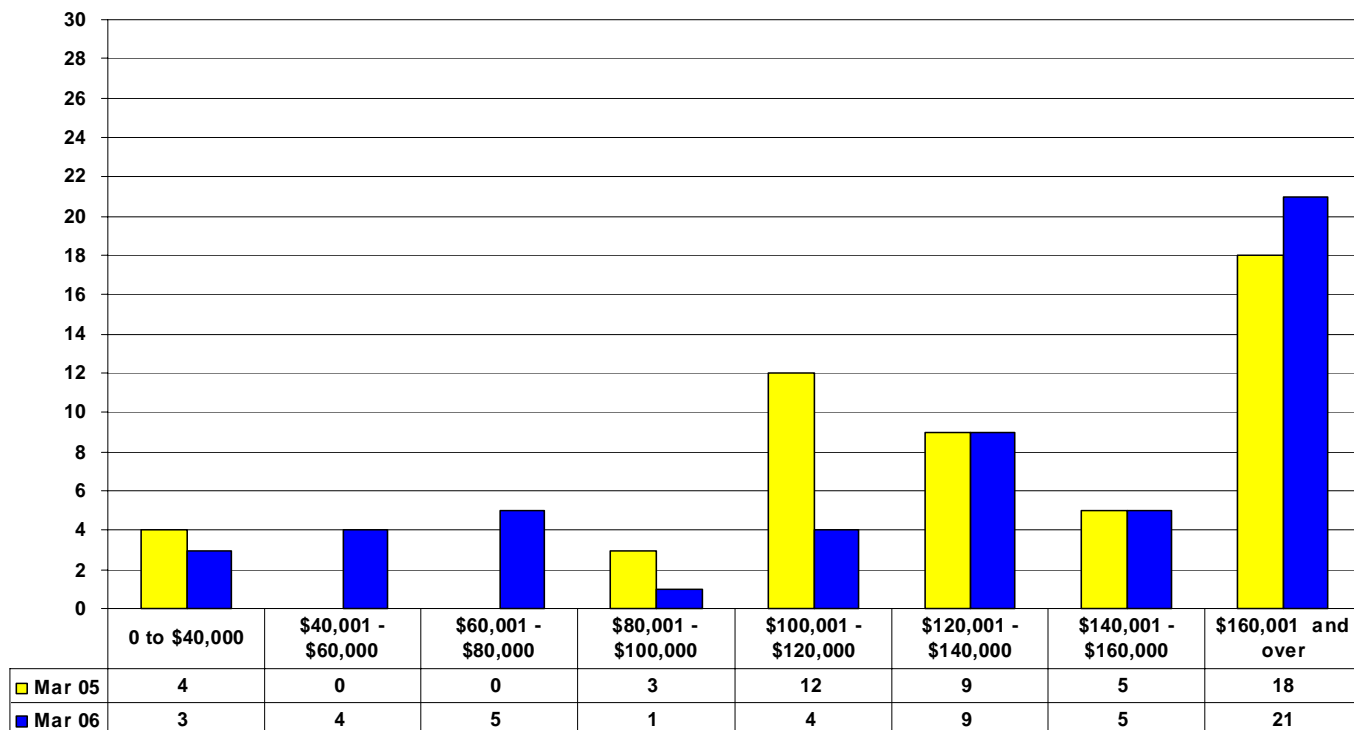
**Central Zone - Lots 2005 vs 2006**  
**Listings Taken By Price Range - Lots, Lots Waterfront, Acreage and Acreage Waterfront**



### Central Zone - March 2006

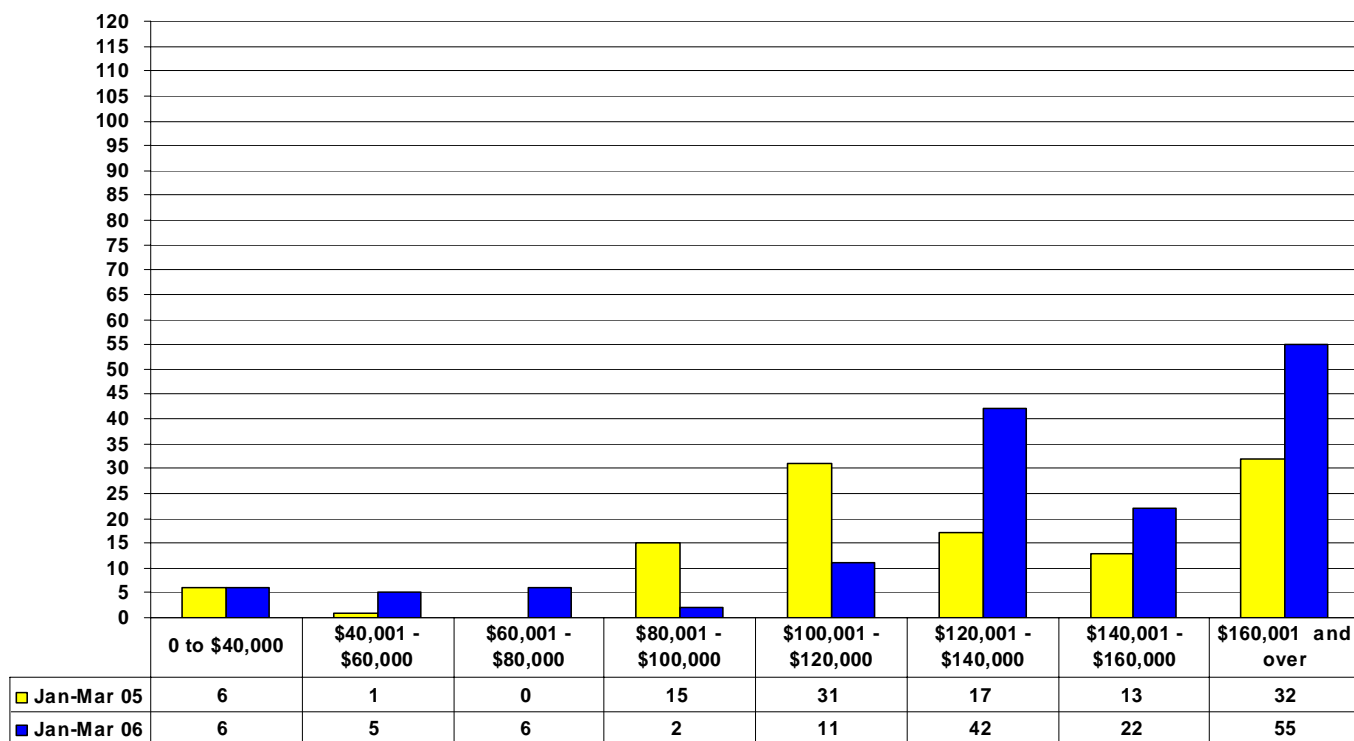
Monthly Sales By Price Range - Lots, Lots Waterfront, Acreage and Acreage Waterfront

■ Mar 05 ■ Mar 06

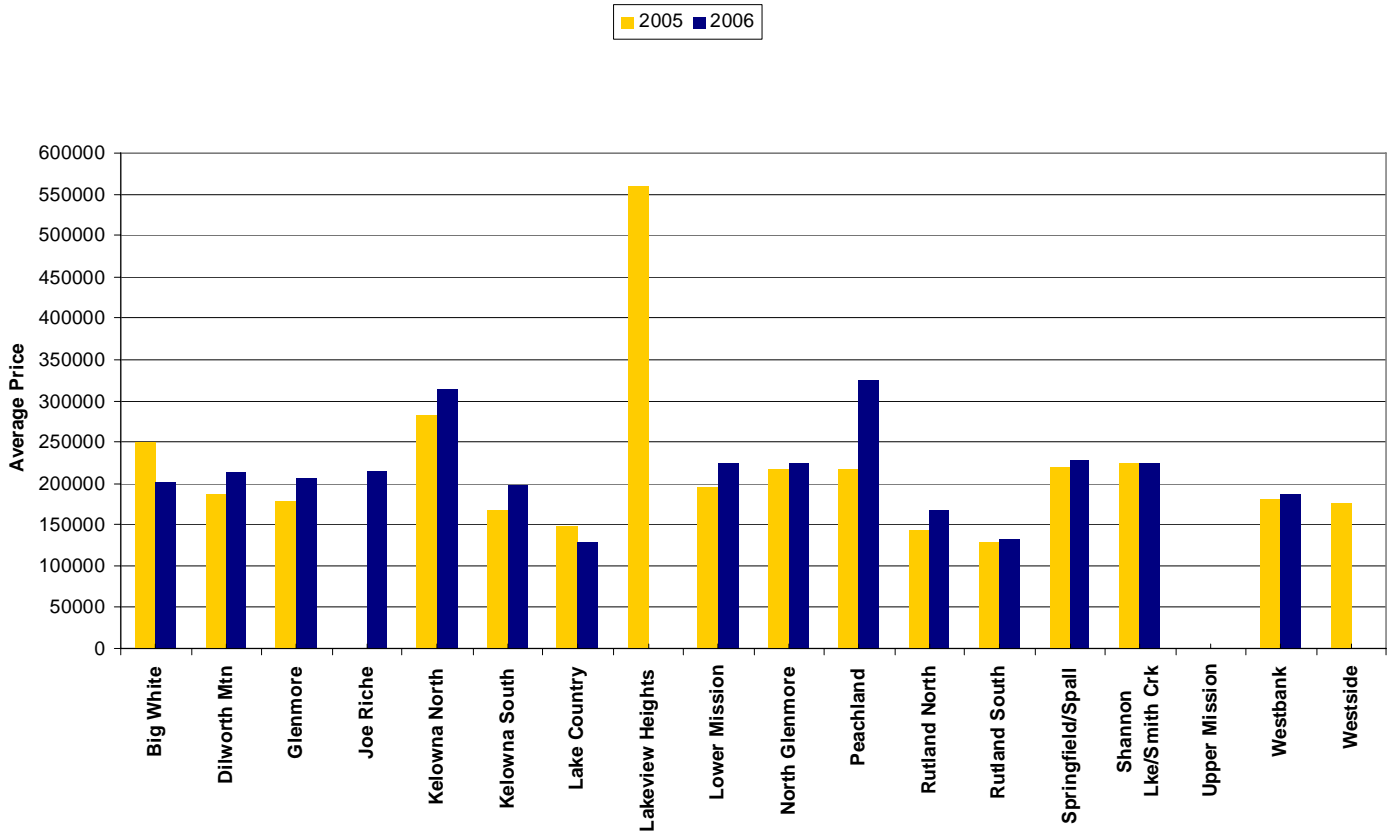


### Central Zone - Lots 2005 vs 2006

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



Central Zone Condo Sub Area Average Prices - 2005 vs 2006



Central Zone Townhouse Sub Area Average Prices - 2005 vs 2006

