

CENTRAL ZONE MONTHLY STATISTICS

FOR

October 1st - 31st, 2005

October Statistics Run November 4, 2005 11:00 a.m.

CENTRAL OKANAGAN ZONE

STAT - O - GRAM

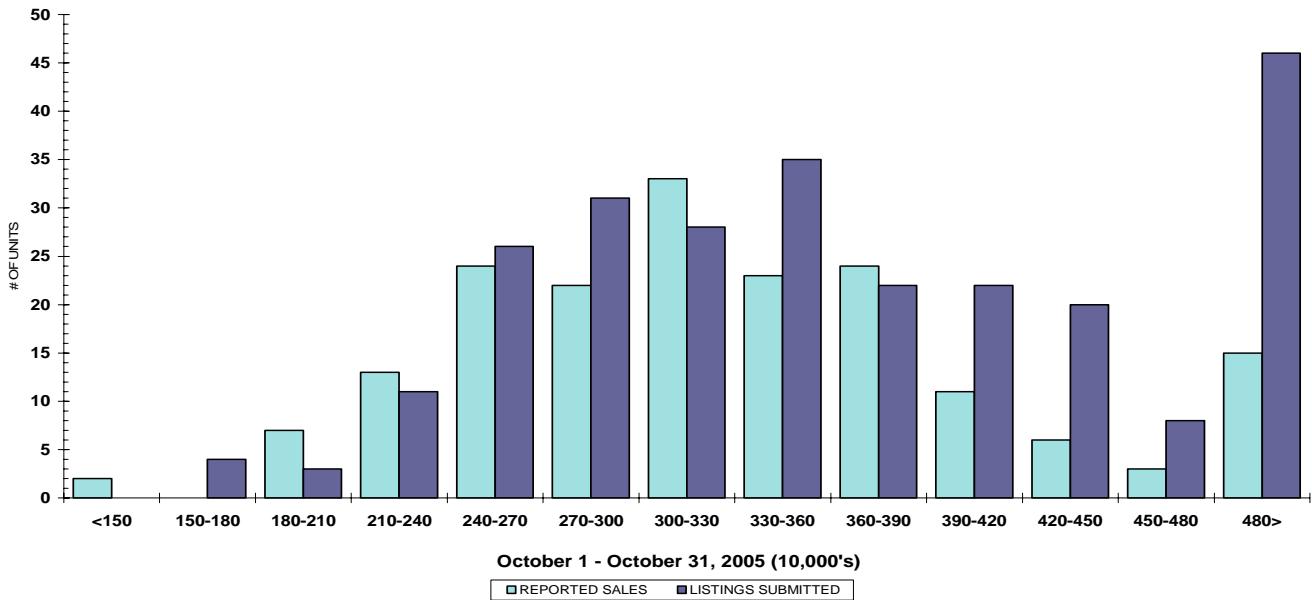
OCTOBER 2005

QUICK SUMMARY

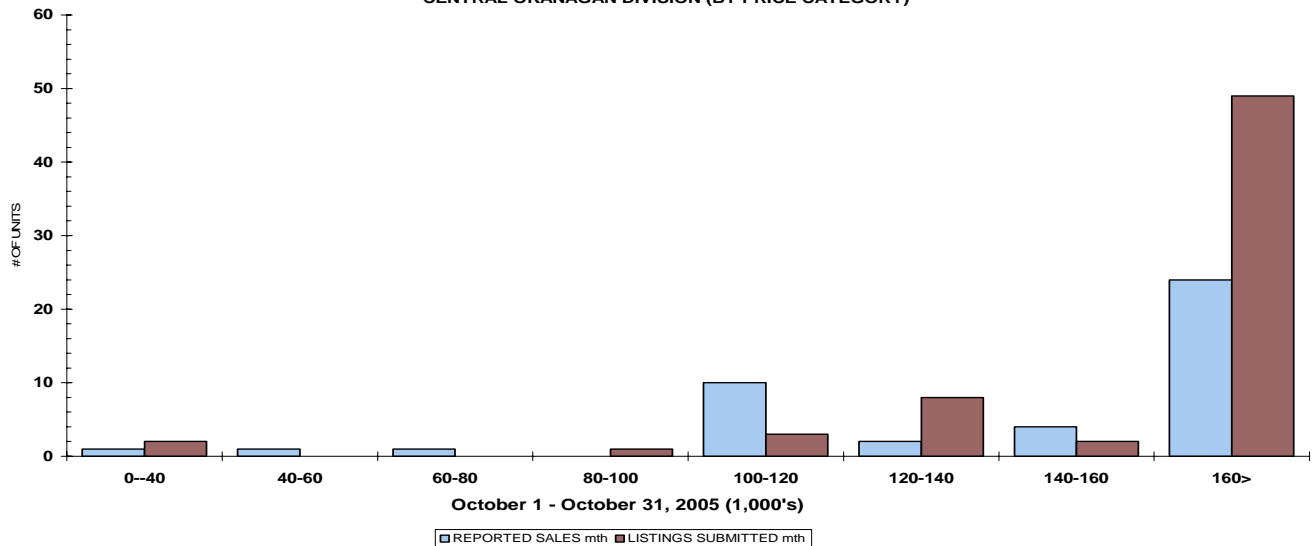
	TOTAL SALES VOLUME		Residential Single Family SALES		TOTAL LISTINGS	
	<u># of Units</u>	<u>\$ Value</u>	<u># of Units</u>	<u>\$ Value</u>	<u>Listings Taken</u>	<u>Inventory</u>
October 2005	405	\$119,938,253	188	\$63,647,472	675	2,233
September 2005	584	\$205,767,957	231	\$79,006,720	852	2,389
October 2004	356	\$88,425,419	176	\$51,111,227	560	2,705

The Central Zone has **620** Members. The average number of listings-per-licensee is 3.6

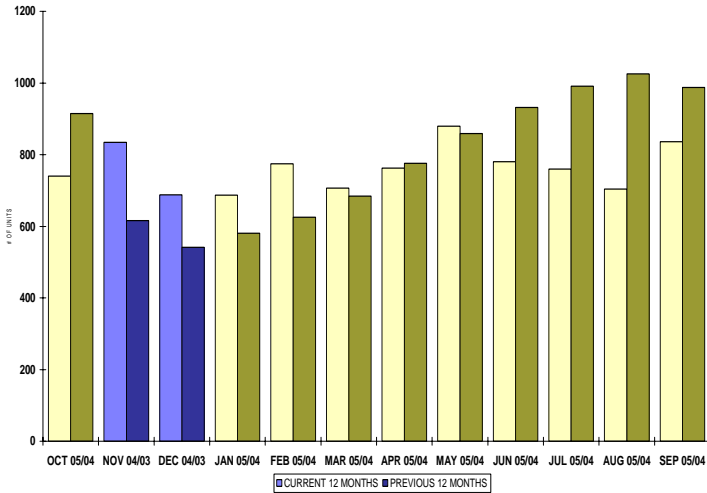
RESIDENTIAL LISTING & SALES ACTIVITY
CENTRAL OKANAGAN DIVISION (BY PRICE CATEGORY)



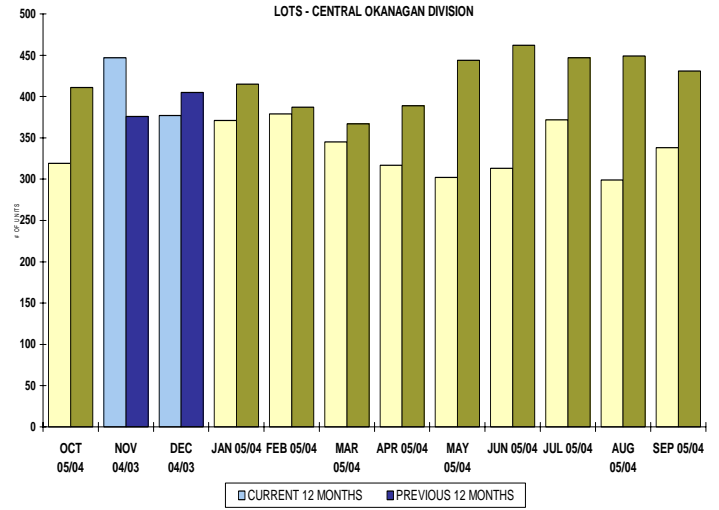
LOT LISTING & SALES ACTIVITY
CENTRAL OKANAGAN DIVISION (BY PRICE CATEGORY)



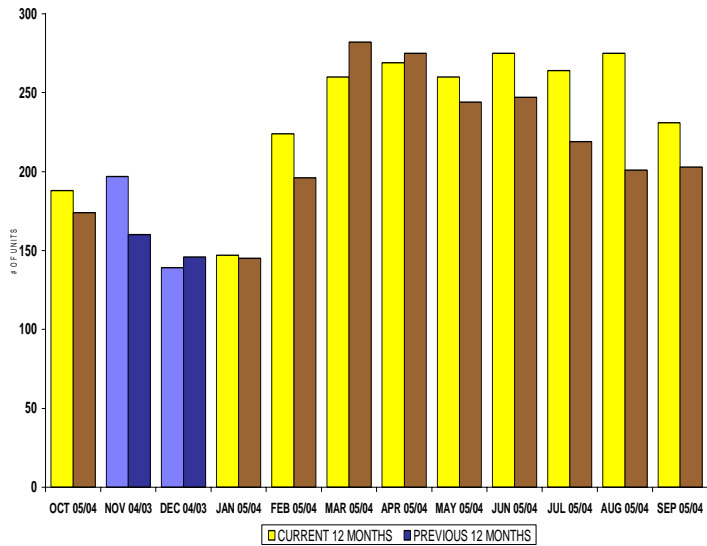
INVENTORY OF ACTIVE LISTINGS
RESIDENTIAL - CENTRAL OKANAGAN DIVISION



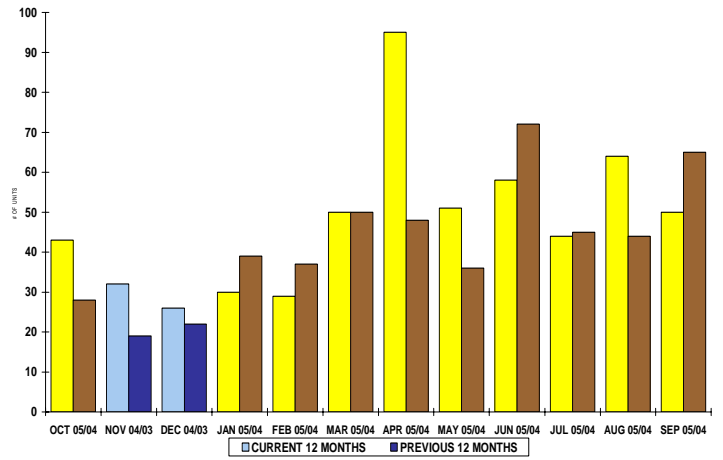
INVENTORY OF ACTIVE LISTINGS
LOTS - CENTRAL OKANAGAN DIVISION



NUMBER OF UNITS SOLD
RESIDENTIAL - CENTRAL OKANAGAN DIVISION



NUMBER OF UNITS SOLD
LOTS - CENTRAL OKANAGAN DIVISION



CENTRAL OKANAGAN ZONE

October 2005

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
CONDO/APT	56	124	361	15.51%	51
CONDO/TWNHSE	48	76	197	24.37%	69
LOTS	43	65	319	13.48%	248
RESIDENTIAL	188	263	740	25.41%	63

AVERAGE HOUSE PRICE \$338,550

MEDIAN HOUSE PRICE \$323,500

Lots Include: Acreage, Acreage Waterfront, Lots and Lots Waterfront

COMPARATIVE ACTIVITY BY ZONE

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

ZONE CO TOTALS

Units Listed	675	560	20.5%	7945	7603	4.5%
Units Sold	405	356	13.8%	5324	4616	15.3%
Sales Dollars	\$119,938,253	\$88,425,419	35.6%	\$1,561,743,076	\$1,162,276,732	34.4%
List/Sell Ratio	94.53%	95.53%		95.82%	96.00%	-0.2%
Days to Sell	78	86	-9.3%	74	82	-9.8%
Active Listings	2233	2705	-17.4%			

ZONE NO TOTALS

Units Listed	226	335	-32.5%	3477	3560	-2.3%
Units Sold	191	257	-25.7%	2430	2440	-0.4%
Sales Dollars	\$49,356,216	\$49,059,176	0.6%	\$561,476,570	\$449,774,814	24.8%
List/Sell Ratio	94.11%	94.61%		95.84%	94.37%	1.6%
Days to Sell	119	159	-25.2%	116	158	-26.6%
Active Listings	1040	1335	-22.1%			

ZONE SH TOTALS

Units Listed	162	123	31.7%	1920	1745	10.0%
Units Sold	126	94	34.0%	1397	1217	14.8%
Sales Dollars	\$26,847,355	\$16,169,600	66.0%	\$264,514,928	\$179,918,890	47.0%
List/Sell Ratio	91.47%	91.73%		92.70%	91.86%	0.9%
Days to Sell	228	221	3.2%	197	230	-14.3%
Active Listings	770	971	-20.7%			

ZONE OB TOTALS

Units Listed	9	10	-10.0%	142	146	-2.7%
Units Sold	11	5	100.0%	55	48	14.6%
Sales Dollars	\$7,018,400	\$1,635,000	100.0%	\$23,272,400	\$18,701,379	24.4%
List/Sell Ratio	93.98%	95.14%		95.44%	94.98%	0.5%
Days to Sell	110	107	2.8%	203	199	2.0%
Active Listings	92	127	-27.6%			

GRAND TOTALS

Units Listed	1072	1028	4.3%	13484	13054	3.3%
Units Sold	733	712	2.9%	9206	8321	10.6%
Sales Dollars	\$203,160,224	\$155,289,195	30.8%	\$2,411,006,974	\$1,810,671,815	33.2%
List/Sell Ratio	96.15%	94.81%		96.02%	95.00%	1.1%
Days to Sell	89	132	-32.6%	105	126	-16.7%
Active Listings	4135	5138	-19.5%			

MEMBERSHIP

	TOTAL NUMBER OF MEMBERS October 31/05	TOTAL NUMBER OF MEMBERS October 31/04	CHANGE BY NUMBER	CHANGE BY %
ALL ZONES	993	902	91	10.09%
CENTRAL ZONE	620	560	60	10.71%
NORTH ZONE	278	257	21	8.17%
SHUSWAP ZONE	95	85	10	11.76%

CURRENT MEMBERSHIP

MANAGING BROKERS	81
SALES REPRESENTATIVES	838
PROPERTY MANAGEMENT	11
ASSOCIATE BROKERS	61
EXEMPTION MEMBER	2
TOTALS	993

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	% + or -	THIS YEAR	LAST YEAR	% + or -
Acreage						
Units Listed	9	4	125.0%	122	111	9.9%
Units Sold	2	4	-50.0%	49	64	-23.4%
Sales Dollars	\$591,000	\$1,034,000	-42.8%	\$22,908,020	\$17,939,250	27.7%
List/Sell \$ Ratio	98.72%	97.63%		93.96%	94.22%	
Days to Sell	410	288	42.4%	143	219	-34.7%
Active Inventory	69	64	7.8%			
Average Price	\$295,500	\$258,500	14.3%	\$467,511	\$280,301	66.8%
Median Price	\$295,500	\$269,500	9.6%	\$363,000	\$224,500	61.7%
Acreage with House						
Units Listed	14	10	40.0%	215	234	-8.1%
Units Sold	7	7	0.0%	95	106	-10.4%
Sales Dollars	\$3,176,000	\$2,706,000	17.4%	\$55,908,467	\$54,709,555	2.2%
List/Sell \$ Ratio	90.31%	93.52%		92.94%	93.56%	
Days to Sell	95	90	5.6%	135	112	20.5%
Active Inventory	89	113	-21.2%			
Average Price	\$453,714	\$386,571	17.4%	\$588,510	\$516,128	14.0%
Median Price	\$465,000	\$345,000	34.8%	\$500,000	\$382,125	30.8%
Acreage (Waterfront)						
Units Listed	0	2	-100.0%	7	14	100.0%
Units Sold	2	0	100.0%	11	4	175.0%
Sales Dollars	\$1,665,000	\$0	100.0%	\$8,147,000	\$7,185,000	13.4%
List/Sell \$ Ratio	105.35%	0.00%		97.75%	93.63%	
Days to Sell	398	0	100.0%	242	183	32.2%
Active Inventory	4	13	-69.2%			
Average Price	\$832,500	\$0	100.0%	\$740,636	\$1,796,250	-58.8%
Median Price	\$832,500	\$0	100.0%	\$640,000	\$1,787,500	-64.2%
Business						
Units Listed	16	9	77.8%	143	124	15.3%
Units Sold	2	4	-50.0%	28	34	-17.6%
Sales Dollars	\$1,300,000	\$950,000	36.8%	\$10,540,500	\$12,205,200	-13.6%
List/Sell \$ Ratio	86.27%	82.78%		80.84%	81.72%	
Days to Sell	83	107	-22.4%	179	166	7.8%
Active Inventory	86	79	8.9%			
Average Price	\$650,000	\$237,500	173.7%	\$376,446	\$358,976	4.9%
Median Price	\$650,000	\$59,500	992.4%	\$84,500	\$49,200	71.7%
Condo (Townhouse)						
Units Listed	76	73	4.1%	790	707	11.7%
Units Sold	48	36	33.3%	602	462	30.3%
Sales Dollars	\$13,373,647	\$8,944,378	49.5%	\$157,133,451	\$105,238,013	49.3%
List/Sell \$ Ratio	97.47%	95.97%		97.65%	97.42%	
Days to Sell	69	82	-15.9%	73	59	23.7%
Active Inventory	197	215	-8.4%			
Average Price	\$278,618	\$248,455	12.1%	\$261,019	\$227,788	14.6%
Median Price	\$236,050	\$221,500	6.6%	\$239,000	\$199,450	19.8%
Condo (Apt)						
Units Listed	124	78	59.0%	1296	1133	14.4%
Units Sold	56	62	-9.7%	944	709	33.1%
Sales Dollars	\$13,373,017	\$11,587,497	15.4%	\$246,472,542	\$139,590,072	76.6%
List/Sell \$ Ratio	97.03%	95.63%		97.51%	97.68%	
Days to Sell	51	73	-30.1%	68	58	17.2%
Active Inventory	361	400	-9.8%			
Average Price	\$238,804	\$186,895	27.8%	\$261,094	\$196,883	32.6%
Median Price	\$191,950	\$161,500	18.9%	\$204,000	\$160,500	27.1%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	18	21	-14.3%	216	206	4.9%
Units Sold	13	7	85.7%	146	125	16.8%
Sales Dollars	\$3,559,875	\$1,458,700	144.0%	\$38,516,093	\$29,310,150	31.4%
List/Sell \$ Ratio	94.04%	92.38%		96.19%	96.29%	
Days to Sell	42	67	-37.3%	43	45	-4.4%
Active Inventory	37	59	-37.3%			
Average Price	\$273,837	\$208,386	31.4%	\$263,809	\$234,481	12.5%
Median Price	\$260,000	\$202,000	28.7%	\$217,500	\$200,000	8.7%
Farms						
Units Listed	5	6	-16.7%	77	63	22.2%
Units Sold	1	3	-66.7%	24	28	-14.3%
Sales Dollars	\$975,000	\$2,332,000	-58.2%	\$20,197,200	\$21,703,400	-6.9%
List/Sell \$ Ratio	118.18%	84.31%		92.37%	92.11%	
Days to Sell	270	442	-38.9%	176	264	-33.3%
Active Inventory	40	43	-7.0%			
Average Price	\$975,000	\$777,333	25.4%	\$841,550	\$775,121	8.6%
Median Price	\$975,000	\$881,000	10.7%	\$635,000	\$575,000	10.4%
IC&I						
Units Listed	3	7	-57.1%	103	80	28.8%
Units Sold	4	2	100.0%	50	29	72.4%
Sales Dollars	\$2,492,000	\$1,163,000	114.3%	\$20,393,970	\$15,768,442	29.3%
List/Sell \$ Ratio	103.15%	94.63%		95.55%	95.03%	
Days to Sell	289	123	135.0%	137	205	-33.2%
Active Inventory	44	64	-31.3%			
Average Price	\$623,000	\$581,500	7.1%	\$407,879	\$543,739	-25.0%
Median Price	\$507,000	\$581,500	-12.8%	\$285,000	\$431,000	-33.9%
IC&I Land						
Units Listed	6	2	200.0%	39	27	44.4%
Units Sold	1	0	100.0%	18	16	12.5%
Sales Dollars	\$710,000	\$0	100.0%	\$11,686,000	\$8,490,675	37.6%
List/Sell \$ Ratio	94.66%	0.00%		91.07%	91.24%	
Days to Sell	37	0	100.0%	363	384	-5.5%
Active Inventory	22	29	-24.1%			
Average Price	\$710,000	\$0	100.0%	\$649,222	\$530,667	22.3%
Median Price	\$710,000	\$0	100.0%	\$510,500	\$488,838	4.4%
Lots						
Units Listed	52	27	92.6%	600	646	-7.1%
Units Sold	36	24	50.0%	448	404	10.9%
Sales Dollars	\$6,852,105	\$3,136,593	118.5%	\$62,047,918	\$46,747,822	32.7%
List/Sell \$ Ratio	96.75%	96.09%		96.84%	95.35%	
Days to Sell	160	166	-3.6%	146	153	-4.6%
Active Inventory	238	330	-27.9%			
Average Price	\$190,336	\$130,691	45.6%	\$138,500	\$115,712	19.7%
Median Price	\$152,450	\$121,297	25.7%	\$124,000	\$99,000	25.3%
Leases						
Units Listed	13	5	160.0%	130	176	-26.1%
Units Sold	8	3	166.7%	63	51	23.5%
Sales Dollars	\$1,814,837	\$349,334	419.5%	\$6,692,525	\$4,355,701	53.6%
Days to Sell	266	150	77.3%	243	176	38.1%
Active Inventory	130	181	-28.2%			
Average Price	\$226,855	\$116,445	94.8%	\$106,231	\$85,406	24.4%
Median Price	\$81,339	\$100,935	-19.4%	\$60,472	\$36,748	64.6%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots (Waterfront)						
Units Listed	4	1	300.0%	20	14	42.9%
Units Sold	3	0	100.0%	16	10	60.0%
Sales Dollars	\$1,037,500	\$0	100.0%	\$7,769,400	\$6,188,200	25.6%
List/Sell \$ Ratio	96.93%	0.00%		96.39%	95.08%	
Days to Sell	24	0	100.0%	155	98	58.2%
Active Inventory	8	4	100.0%			
Average Price	\$345,833	\$0	100.0%	\$485,588	\$618,820	-21.5%
Median Price	\$315,000	\$0	100.0%	\$398,750	\$690,050	-42.2%
Multi-Family (5 Units and up)						
Units Listed	7	4	-100.0%	32	36	-11.1%
Units Sold	0	3	-100.0%	11	14	-21.4%
Sales Dollars	\$0	\$1,003,990	-100.0%	\$11,628,300	\$6,777,990	71.6%
List/Sell \$ Ratio	0.00%	98.35%		96.30%	95.83%	
Days to Sell	0	23	-100.0%	80	74	8.1%
Active Inventory	10	17	-41.2%			
Average Price	\$0	\$334,663	-100.0%	\$1,057,118	\$484,142	118.3%
Median Price	\$0	\$333,000	-100.0%	\$587,000	\$415,500	41.3%
Multi Plex (Triplex/Fourplex)						
Units Listed	3	0	100.0%	8	0	100.0%
Units Sold	1	0	100.0%	1	0	100.0%
Sales Dollars	\$460,000	\$0	100.0%	\$460,000	\$0	100.0%
List/Sell \$ Ratio	0.00%	0.00%		0.00%	0.00%	
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	4	0	0.0%			
Average Price	\$460,000	\$0	100.0%	\$460,000	\$0	100.0%
Median Price	\$460,000	\$0	100.0%	\$460,000	\$0	100.0%
Mobile Homes						
Units Listed	42	29	44.8%	423	419	1.0%
Units Sold	28	20	40.0%	311	303	2.6%
Sales Dollars	\$1,711,300	\$918,700	86.3%	\$19,679,849	\$15,284,069	28.8%
List/Sell \$ Ratio	90.94%	89.80%		90.05%	89.91%	
Days to Sell	77	94	-18.1%	67	75	-10.7%
Active Inventory	85	94	-9.6%			
Average Price	\$61,118	\$45,935	33.1%	\$63,279	\$52,130	21.4%
Median Price	\$65,500	\$42,750	53.2%	\$51,500	\$42,000	22.6%
Recreational Properties						
Units Listed	7	2	250.0%	97	51	90.2%
Units Sold	2	3	-33.3%	36	21	71.4%
Sales Dollars	\$670,000	\$345,000	94.2%	\$9,913,550	\$4,532,300	118.7%
List/Sell \$ Ratio	85.71%	88.35%		92.45%	93.10%	
Days to Sell	90	51	76.5%	81	111	-27.0%
Active Inventory	22	29	-24.1%			
Average Price	\$335,000	\$115,000	191.3%	\$275,376	\$215,824	27.6%
Median Price	\$335,000	\$85,000	294.1%	\$243,500	\$175,000	39.1%
Residential						
Units Listed	263	271	-3.0%	3508	3453	1.6%
Units Sold	188	176	6.8%	2418	2192	10.3%
Sales Dollars	\$63,647,472	\$51,111,227	24.5%	\$791,480,541	\$616,550,893	28.4%
List/Sell \$ Ratio	96.53%	94.84%		96.64%	96.43%	
Days to Sell	63	54	16.7%	61	52	17.3%
Active Inventory	740	915	-19.1%			
Average Price	\$338,550	\$290,405	16.6%	\$327,329	\$281,273	16.4%
Median Price	\$323,500	\$278,550	16.1%	\$304,950	\$263,500	15.7%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Residential (Waterfront)						
Units Listed	13	8	62.5%	111	94	18.1%
Units Sold	2	2	0.0%	51	44	15.9%
Sales Dollars	\$2,525,000	\$1,385,000	82.3%	\$60,157,750	\$49,700,000	21.0%
List/Sell \$ Ratio	95.83%	88.83%		93.96%	93.03%	
Days to Sell	120	112	7.1%	97	132	-26.5%
Active Inventory	40	38	5.3%			
Average Price	\$1,262,500	\$692,500	82.3%	\$1,179,564	\$1,129,545	4.4%
Median Price	\$1,262,500	\$692,500	82.3%	\$1,065,000	\$984,500	8.2%
Timeshares						
Units Listed	0	1	-100.0%	8	15	-46.7%
Units Sold	1	0	100.0%	2	0	0.0%
Sales Dollars	\$4,500	\$0	100.0%	\$10,000	\$0	100.0%
List/Sell \$ Ratio	0.00%	0.00%		84.61%	0.00%	
Days to Sell	558	0	0.0%	436	0	100.0%
Active Inventory	7	18	100.0%			
Average Price	\$4,500	\$0	100.0%	\$5,000	\$0	100.0%
Median Price	\$4,500	\$0	100.0%	\$5,000	\$0	100.0%
CENTRAL OKANAGAN - TOTALS						
Units Listed	675	560	20.5%	7945	7603	4.5%
Units Sold	405	356	13.8%	5324	4616	15.3%
Sales Dollars	\$119,938,253	\$88,425,419	35.6%	\$1,561,743,076	\$1,162,276,732	34.4%
List/Sell Ratio	94.53%	95.53%		95.82%	96.00%	
Days to Sell	78	86	-9.3%	74	82	-9.8%
Active Inventory	2233	2705	-17.4%			

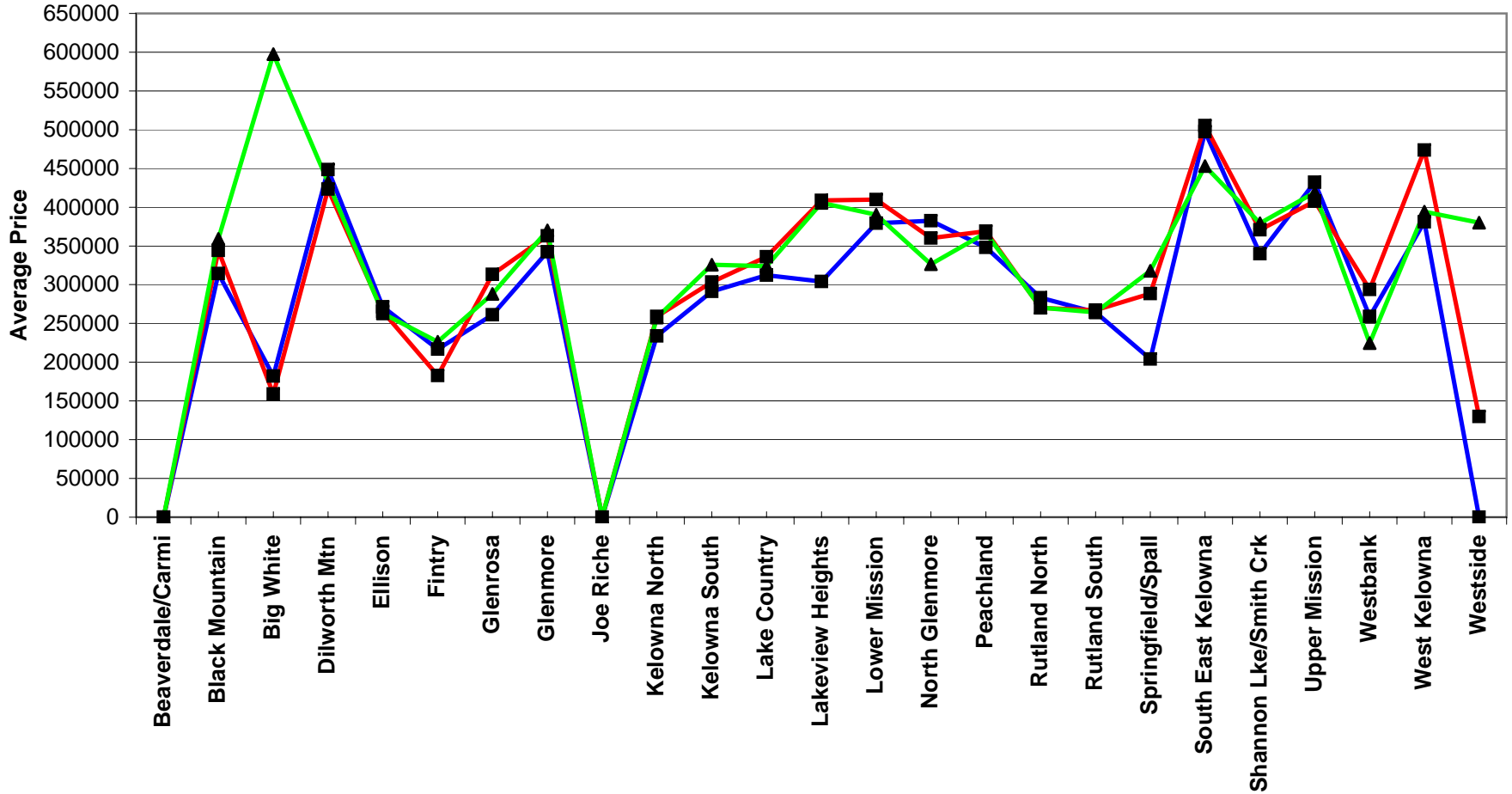
Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 150000	0	18	2	20
150001 to 180000	4	41	0	44
180001 to 210000	3	70	7	87
210001 to 240000	11	249	13	264
240001 to 270000	26	453	24	358
270001 to 300000	31	474	22	368
300001 to 330000	28	391	33	334
330001 to 360000	35	334	23	219
360001 to 390000	22	326	24	205
390001 to 420000	22	239	11	134
420001 to 450000	20	219	6	86
450001 to 480000	8	99	3	50
480001 and over	46	517	15	173
Totals	256	3430	183	2342

Central Division Lot Listing/Sales Analysis

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 40000	2	50	1	57
40001 to 60000	0	15	1	12
60001 to 80000	0	7	1	5
80001 to 100000	1	38	0	44
100001 to 120000	3	98	10	99
120001 to 140000	8	107	2	73
140001 to 160000	2	84	4	57
160001 and over	49	350	24	177
Totals	65	749	43	524

Central Zone Residential Sub Area Average Prices - August to October 2005
Residential Single Family Only

■ Aug ■ Sep ▲ Oct



Central Zone Residential Sub Area Average Prices - 2005 vs 2004
 Residential Single Family Only As of November 5, 2005

■ 2004 ■ 2005

