

CENTRAL ZONE MONTHLY STATISTICS

FOR

November 1st - 30th, 2005

CENTRAL OKANAGAN ZONE

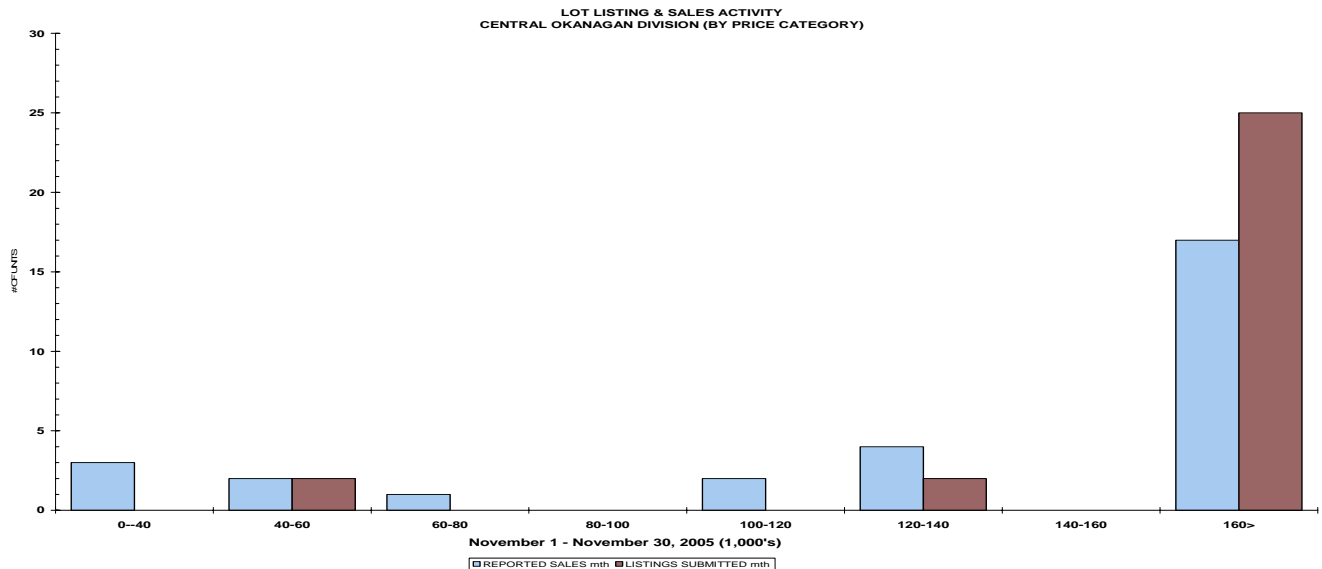
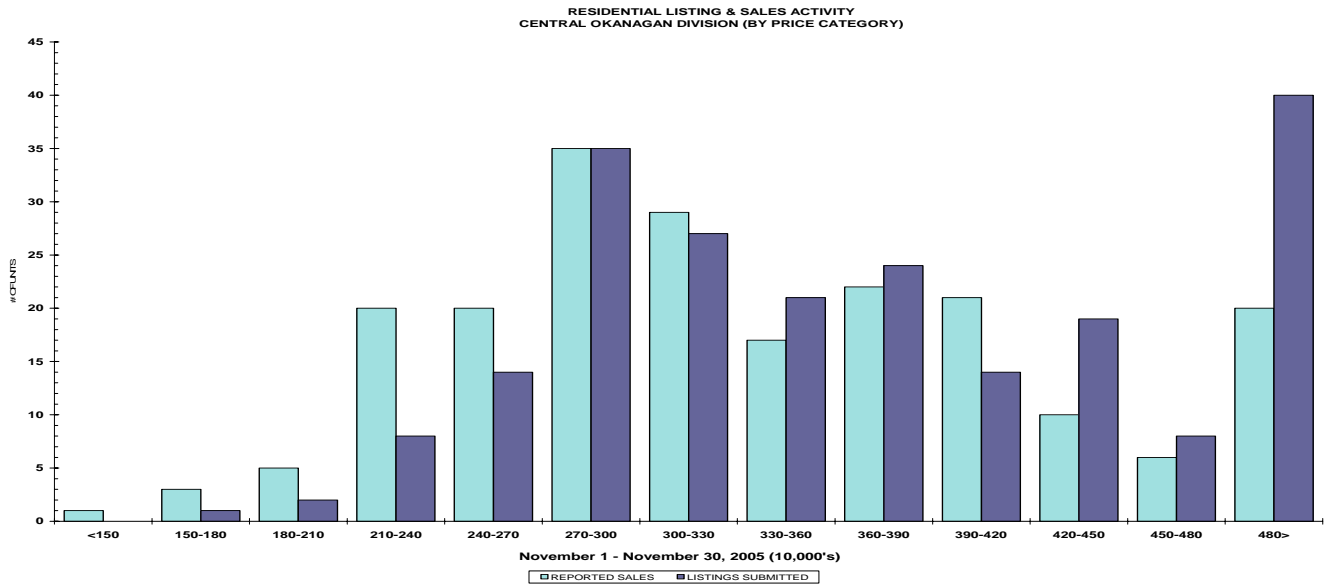
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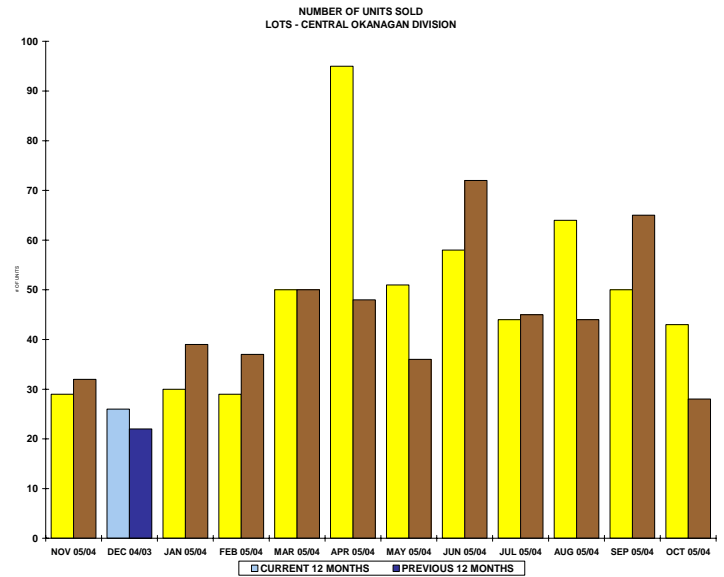
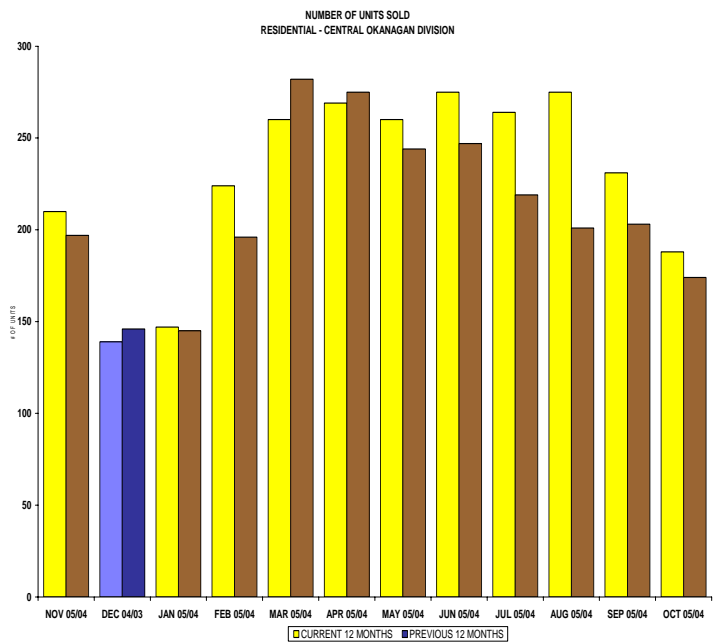
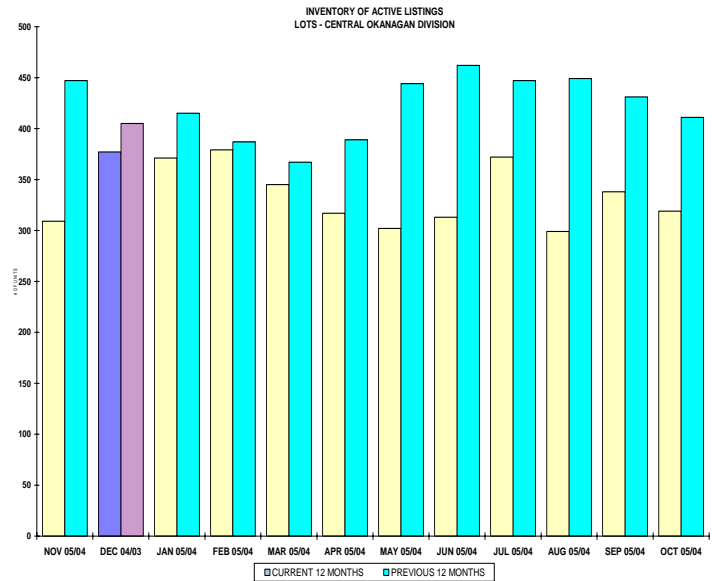
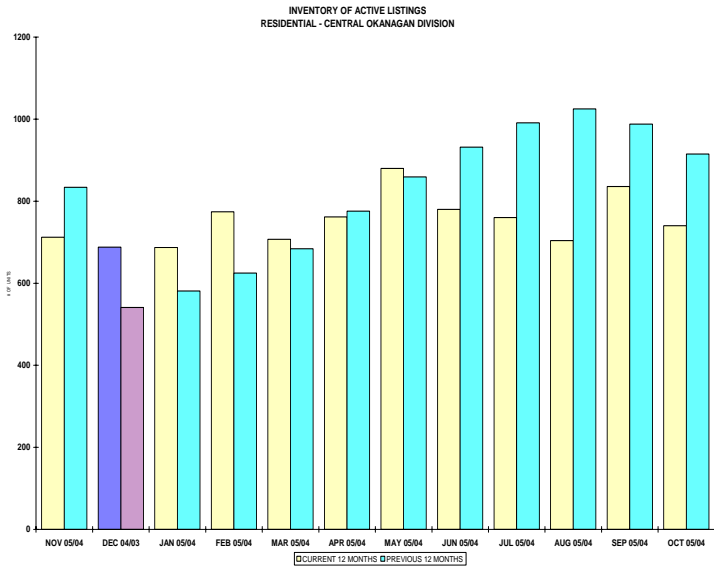
NOVEMBER 2005

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>
November 2005	447	\$133,814,052	210	\$73,328,705	569	2,195
October 2005	405	\$119,938,253	188	\$63,647,472	675	2,233
November 2004	393	\$100,658,201	189	\$55,781,674	638	2,605

The Central Zone has **631** Members. The average number of listings-per-licensee is 3.47





CENTRAL OKANAGAN ZONE

November 2005

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
CONDO/APT	78	123	379	20.58%	71
CONDO/TWNHSE	50	65	195	25.64%	52
LOTS	29	29	309	9.39%	154
RESIDENTIAL	210	213	712	29.49%	64

AVERAGE HOUSE PRICE \$349,184

MEDIAN HOUSE PRICE \$325,000

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	569	638	-10.8%	8516	8241	3.3%
Units Sold	447	393	13.7%	5774	5009	15.3%
Sales Dollars	\$133,814,052	\$100,658,201	32.9%	\$1,696,661,827	\$1,262,934,933	34.3%
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	2195	2605	-15.7%			

ZONE NO TOTALS

Units Listed	277	213	30.0%	3754	3691	1.7%
Units Sold	159	173	-8.1%	2588	2561	1.1%
Sales Dollars	\$36,909,250	\$32,962,170	12.0%	\$602,392,718	\$472,076,809	27.6%
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	1049	1189	-11.8%			

ZONE SH TOTALS

Units Listed	118	123	-4.1%	2035	1868	8.9%
Units Sold	104	82	26.8%	1478	1299	13.8%
Sales Dollars	\$18,345,070	\$14,611,050	25.6%	\$270,300,498	\$213,405,940	26.7%
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	726	931	-22.0%			

ZONE OB TOTALS

Units Listed	7	21	-66.7%	150	167	-10.2%
Units Sold	4	6	100.0%	59	54	9.3%
Sales Dollars	\$3,615,000	\$1,322,500	100.0%	\$26,887,400	\$20,023,879	34.3%
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	89	130	-31.5%			

GRAND TOTALS

Units Listed	971	995	-2.4%	14455	13967	3.5%
Units Sold	714	654	9.2%	9899	8923	10.9%
Sales Dollars	\$192,683,372	\$149,553,921	28.8%	\$2,596,242,443	\$1,968,441,561	31.9%
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	4059	4855	-16.4%			

MEMBERSHIP

	TOTAL NUMBER OF MEMBERS November 30/05	TOTAL NUMBER OF MEMBERS November 30/04	CHANGE BY NUMBER	CHANGE BY %
ALL ZONES	1008	900	108	12.00%
CENTRAL ZONE	631	562	69	12.28%
NORTH ZONE	280	254	26	10.24%
SHUSWAP ZONE	97	84	13	15.48%

CURRENT MEMBERSHIP

MANAGING BROKERS	83
SALES REPRESENTATIVES	848
PROPERTY MANAGEMENT	12
ASSOCIATE BROKERS	63
EXEMPTION MEMBER	2
TOTALS	1008

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	% + or -	THIS YEAR	LAST YEAR	% + or -
Acreage						
Units Listed	9	2	350.0%	132	113	16.8%
Units Sold	6	2	200.0%	56	66	-15.2%
Sales Dollars	\$1,889,500	\$2,470,000	-23.5%	\$26,297,520	\$20,409,250	28.9%
List/Sell \$ Ratio	93.29%	91.04%		93.99%	94.12%	
Days to Sell	185	80	131.3%	146	215	-32.1%
Active Inventory	70	58	20.7%			
Average Price	\$314,917	\$1,235,000	-74.5%	\$469,599	\$309,231	51.9%
Median Price	\$248,500	\$1,235,000	-79.9%	\$343,000	\$227,000	51.1%
Acreage with House						
Units Listed	17	14	21.4%	232	248	-6.5%
Units Sold	6	11	-45.5%	101	117	-13.7%
Sales Dollars	\$4,316,500	\$5,852,874	-26.2%	\$60,224,967	\$60,562,429	-0.6%
List/Sell \$ Ratio	95.39%	88.91%		93.08%	93.12%	
Days to Sell	104	109	-4.6%	134	111	20.7%
Active Inventory	88	91	-3.3%			
Average Price	\$719,417	\$532,079	35.2%	\$596,287	\$517,628	15.2%
Median Price	\$519,750	\$422,000	23.2%	\$500,000	\$385,000	29.9%
Acreage (Waterfront)						
Units Listed	1	0	100.0%	8	14	-42.9%
Units Sold	0	0	0.0%	11	4	175.0%
Sales Dollars	\$0	\$0	100.0%	\$8,147,000	\$7,185,000	13.4%
List/Sell \$ Ratio	0.00%	0.00%		97.75%	93.63%	
Days to Sell	0	0	0.0%	242	183	32.2%
Active Inventory	5	12	-58.3%			
Average Price	\$0	\$0	0.0%	\$740,636	\$1,796,250	-58.8%
Median Price	\$0	\$0	0.0%	\$640,000	\$1,787,500	-64.2%
Business						
Units Listed	11	10	10.0%	154	134	14.9%
Units Sold	3	0	100.0%	31	34	-8.8%
Sales Dollars	\$1,700,000	\$0	100.0%	\$12,240,500	\$12,205,200	0.3%
List/Sell \$ Ratio	86.42%	0.00%		81.46%	81.72%	
Days to Sell	144	0	100.0%	176	166	6.0%
Active Inventory	77	78	-1.3%			
Average Price	\$566,667	\$0	100.0%	\$394,855	\$358,976	10.0%
Median Price	\$435,000	\$0	100.0%	\$95,000	\$49,200	93.1%
Condo (Townhouse)						
Units Listed	65	82	-20.7%	855	789	8.4%
Units Sold	50	36	38.9%	653	498	31.1%
Sales Dollars	\$14,406,500	\$8,146,030	76.9%	\$172,137,651	\$113,384,043	51.8%
List/Sell \$ Ratio	97.36%	96.47%		87.63%	87.35%	
Days to Sell	52	65	-20.0%	71	60	18.3%
Active Inventory	195	236	-17.4%			
Average Price	\$288,130	\$226,279	27.3%	\$263,610	\$227,679	15.8%
Median Price	\$265,000	\$220,900	20.0%	\$239,900	\$202,500	18.5%
Condo (Apt)						
Units Listed	123	105	17.1%	1420	1238	14.7%
Units Sold	78	64	21.9%	1023	773	32.3%
Sales Dollars	\$15,443,750	\$11,435,712	35.0%	\$262,113,292	\$151,025,784	73.6%
List/Sell \$ Ratio	97.04%	96.22%		97.50%	97.56%	
Days to Sell	71	72	-1.4%	69	59	16.9%
Active Inventory	379	396	-4.3%			
Average Price	\$197,997	\$178,683	10.8%	\$256,220	\$195,376	31.1%
Median Price	\$192,950	\$163,500	18.0%	\$203,000	\$160,684	26.3%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Duplex						
Units Listed	16	18	-11.1%	232	224	3.6%
Units Sold	7	14	-50.0%	153	139	10.1%
Sales Dollars	\$1,672,500	\$2,871,900	-41.8%	\$40,188,593	\$32,182,050	24.9%
List/Sell \$ Ratio	98.51%	94.07%		96.29%	98.07%	
Days to Sell	22	64	-65.6%	42	47	-10.6%
Active Inventory	39	48	-18.8%			
Average Price	\$238,929	\$205,136	16.5%	\$262,671	\$231,526	13.5%
Median Price	\$219,000	\$178,200	22.9%	\$218,000	\$198,000	10.1%
Farms						
Units Listed	6	4	50.0%	83	67	23.9%
Units Sold	1	1	0.0%	25	29	-13.8%
Sales Dollars	\$1,200,000	\$747,000	60.6%	\$21,397,200	\$22,450,400	-4.7%
List/Sell \$ Ratio	100.00%	93.96%		92.96%	92.18%	
Days to Sell	153	74	106.8%	175	257	-31.9%
Active Inventory	40	36	11.1%			
Average Price	\$1,200,000	\$747,000	60.6%	\$855,888	\$774,152	10.6%
Median Price	\$1,200,000	\$747,000	60.6%	\$635,000	\$580,000	9.5%
IC&I						
Units Listed	16	8	100.0%	119	88	35.2%
Units Sold	7	6	16.7%	57	35	62.9%
Sales Dollars	\$2,042,900	\$4,020,000	-49.2%	\$22,436,870	\$19,788,442	13.4%
List/Sell \$ Ratio	94.36%	88.69%		95.40%	93.94%	
Days to Sell	183	148	23.6%	143	195	-26.7%
Active Inventory	48	59	-18.6%			
Average Price	\$291,843	\$670,000	-56.4%	\$393,629	\$565,384	-30.4%
Median Price	\$307,500	\$430,000	-28.5%	\$290,000	\$431,000	-32.7%
IC&I Land						
Units Listed	3	3	0.0%	42	30	40.0%
Units Sold	1	0	100.0%	19	16	18.8%
Sales Dollars	\$830,000	\$0	100.0%	\$12,516,000	\$8,490,675	47.4%
List/Sell \$ Ratio	97.76%	0.00%		91.42%	91.24%	
Days to Sell	69	0	100.0%	348	384	-9.4%
Active Inventory	23	29	-20.7%			
Average Price	\$830,000	\$0	100.0%	\$658,737	\$530,667	24.1%
Median Price	\$830,000	\$0	100.0%	\$521,000	\$488,838	6.6%
Lots						
Units Listed	19	96	-80.2%	618	742	-16.7%
Units Sold	23	31	-25.8%	470	435	8.0%
Sales Dollars	\$4,316,350	\$4,693,100	-8.0%	\$64,864,268	\$51,440,922	26.1%
List/Sell \$ Ratio	95.98%	96.27%		96.79%	95.41%	
Days to Sell	124	166	-25.3%	145	154	-5.8%
Active Inventory	227	373	-39.1%			
Average Price	\$187,667	\$151,390	24.0%	\$138,009	\$118,255	16.7%
Median Price	\$175,000	\$125,000	40.0%	\$124,900	\$99,000	26.2%
Leases						
Units Listed	14	20	-30.0%	144	196	-26.5%
Units Sold	14	6	133.3%	77	57	35.1%
Sales Dollars	\$889,397	\$414,661	114.5%	\$7,581,921	\$4,770,362	58.9%
Days to Sell	270	219	23.3%	247	180	37.2%
Active Inventory	118	182	-35.2%			
Average Price	\$63,528	\$69,110	-8.1%	\$98,467	\$83,691	17.7%
Median Price	\$51,572	\$66,657	-22.6%	\$52,474	\$46,020	14.0%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Lots (Waterfront)						
Units Listed	0	0	0.0%	20	14	42.9%
Units Sold	0	0	0.0%	16	10	60.0%
Sales Dollars	\$0	\$0	100.0%	\$7,769,400	\$6,188,200	25.6%
List/Sell \$ Ratio	0.00%	0.00%		96.39%	95.08%	
Days to Sell	0	0	0.0%	155	98	58.2%
Active Inventory	7	4	75.0%			
Average Price	\$0	\$0	0.0%	\$485,588	\$618,820	-21.5%
Median Price	\$0	\$0	0.0%	\$398,750	\$690,050	-42.2%
Multi-Family (5 Units and up)						
Units Listed	4	2	-100.0%	36	38	-5.3%
Units Sold	4	4	0.0%	15	18	-16.7%
Sales Dollars	\$4,350,000	\$1,542,000	182.1%	\$15,978,300	\$8,319,990	92.0%
List/Sell \$ Ratio	93.41%	94.99%		95.53%	95.64%	
Days to Sell	37	69	-46.4%	68	73	-6.8%
Active Inventory	7	12	-41.7%			
Average Price	\$1,087,500	\$385,500	182.1%	\$1,065,220	\$462,222	130.5%
Median Price	\$852,500	\$415,000	105.4%	\$825,000	\$415,000	98.8%
Multi Plex (Triplex/Fourplex)						
Units Listed	1	0	100.0%	9	0	100.0%
Units Sold	0	0	0.0%	1	0	100.0%
Sales Dollars	\$0	\$0	0.0%	\$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	\$0	\$0	0.0%	\$460,000	\$0	100.0%
Median Price	\$0	\$0	0.0%	\$460,000	\$0	100.0%
Mobile Homes						
Units Listed	36	24	50.0%	458	443	3.4%
Units Sold	27	25	8.0%	338	328	3.0%
Sales Dollars	\$1,866,550	\$1,359,050	37.3%	\$21,546,399	\$16,643,119	29.5%
List/Sell \$ Ratio	89.89%	87.60%		90.04%	89.73%	
Days to Sell	57	70	-18.6%	66	72	-8.3%
Active Inventory	86	83	3.6%			
Average Price	\$69,131	\$54,362	27.2%	\$63,747	\$52,130	22.3%
Median Price	\$60,000	\$48,000	25.0%	\$52,000	\$42,000	23.8%
Recreational Properties						
Units Listed	8	1	700.0%	105	52	101.9%
Units Sold	6	2	200.0%	42	23	82.6%
Sales Dollars	\$2,075,400	\$245,000	747.1%	\$11,988,950	\$4,777,300	151.0%
List/Sell \$ Ratio	93.82%	87.41%		92.59%	92.60%	
Days to Sell	74	111	-33.3%	80	111	-27.9%
Active Inventory	23	28	-17.9%			
Average Price	\$345,900	\$122,500	182.4%	\$285,451	\$207,709	37.4%
Median Price	\$434,950	\$122,500	255.1%	\$265,000	\$145,000	82.8%
Residential						
Units Listed	213	247	-13.8%	3723	3700	0.6%
Units Sold	210	189	11.1%	2629	2381	10.4%
Sales Dollars	\$73,328,705	\$55,781,674	31.5%	\$865,119,246	\$672,332,567	28.7%
List/Sell \$ Ratio	95.94%	94.56%		96.59%	96.28%	
Days to Sell	64	70	-8.6%	61	53	15.1%
Active Inventory	712	834	-14.6%			
Average Price	\$349,184	\$295,141	18.3%	\$329,068	\$282,374	16.5%
Median Price	\$325,000	\$270,000	20.4%	\$306,500	\$264,000	16.1%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
Residential (Waterfront)						
Units Listed	7	2	250.0%	117	96	21.9%
Units Sold	3	1	200.0%	54	45	20.0%
Sales Dollars	\$3,483,500	\$1,075,000	224.0%	\$63,641,250	\$50,775,000	25.3%
List/Sell \$ Ratio	86.94%	83.98%		93.55%	92.82%	
Days to Sell	222	148	50.0%	104	132	-21.2%
Active Inventory	40	32	25.0%			
Average Price	\$1,161,167	\$1,075,000	8.0%	\$1,178,542	\$1,128,333	4.4%
Median Price	\$986,000	\$1,075,000	-8.3%	\$1,025,500	\$999,000	2.7%
Timeshares						
Units Listed	0	0	0.0%	9	15	-40.0%
Units Sold	1	1	0.0%	3	1	200.0%
Sales Dollars	\$2,500	\$4,200	-40.5%	\$12,500	\$4,200	197.6%
List/Sell \$ Ratio	100.00%	93.33%		92.30%	93.33%	
Days to Sell	64	174	-63.2%	312	174	79.3%
Active Inventory	7	14	-50.0%			
Average Price	\$2,500	\$4,200	-40.5%	\$4,167	\$4,200	-0.8%
Median Price	\$2,500	\$4,200	-40.5%	\$4,500	\$4,200	7.1%
CENTRAL OKANAGAN - TOTALS						
Units Listed	569	638	-10.8%	8516	8241	3.3%
Units Sold	447	393	13.7%	5774	5009	15.3%
Sales Dollars	\$133,814,052	\$100,658,201	32.9%	\$1,696,661,827	\$1,262,934,933	34.3%
List/Sell Ratio	94.53%	95.53%		95.82%	96.00%	
Days to Sell	78	86	-9.3%	74	82	-9.8%
Active Inventory	2195	2605	-15.7%			

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 150000	0	15	1	17
150001 to 180000	1	45	3	44
180001 to 210000	2	74	5	90
210001 to 240000	8	268	20	288
240001 to 270000	14	475	20	389
270001 to 300000	35	528	35	419
300001 to 330000	27	428	29	367
330001 to 360000	21	361	17	253
360001 to 390000	24	351	22	232
390001 to 420000	14	259	21	165
420001 to 450000	19	240	10	102
450001 to 480000	8	114	6	58
480001 and over	40	564	20	204
Totals	213	3722	209	2628

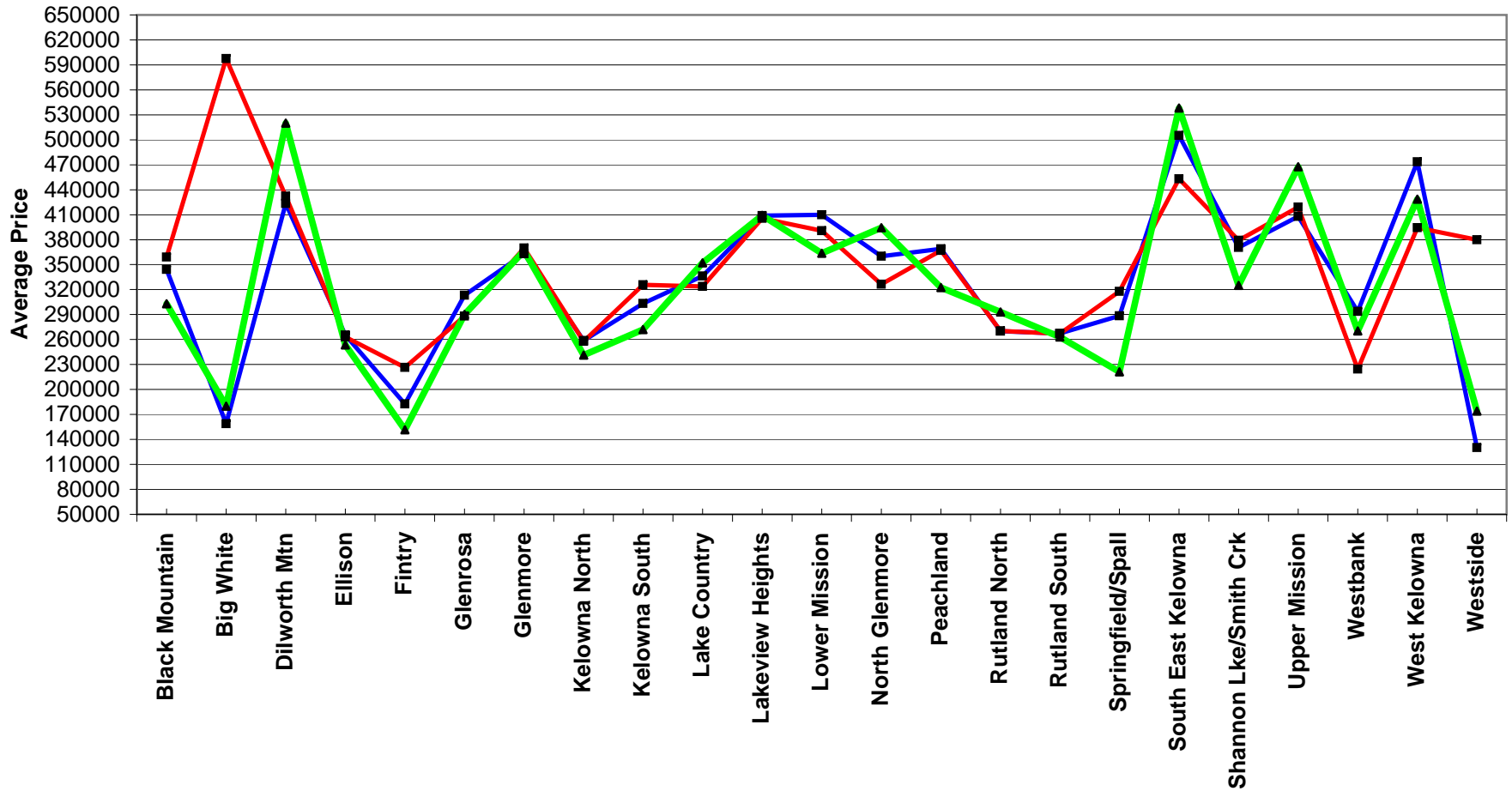
Central Division Lot Listing/Sales Analysis

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 40000	0	50	3	57
40001 to 60000	2	17	2	17
60001 to 80000	0	7	1	4
80001 to 100000	0	38	0	43
100001 to 120000	0	98	2	104
120001 to 140000	2	109	4	71
140001 to 160000	0	84	0	62
160001 and over	25	375	17	170
Totals	29	778	29	528

Central Zone Residential Sub Area Average Prices - September to November 2005

Residential Single Family Only

■ Sep
 ■ Oct
 ■ Nov



Central Zone Residential Sub Area Average Prices - 2005 vs 2004

Residential Single Family Only as of December 6, 2005

■ 2004 ■ 2005

