

**CENTRAL ZONE  
MONTHLY STATISTICS**

**FOR**

**December 1st - 31st, 2005**

# CENTRAL OKANAGAN ZONE

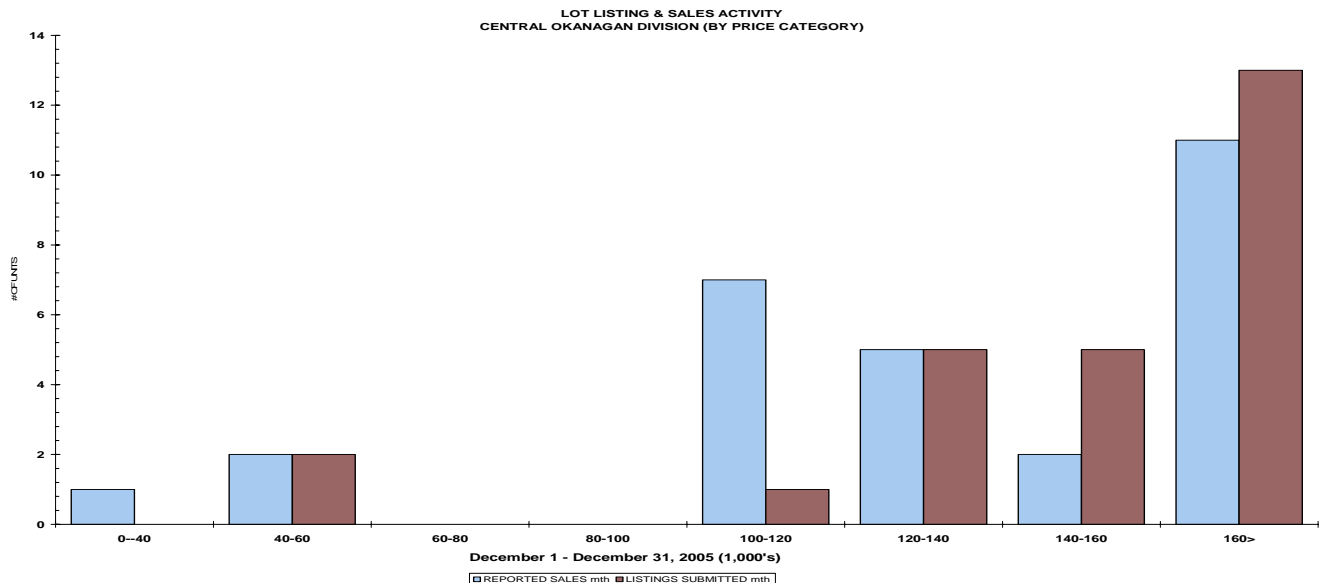
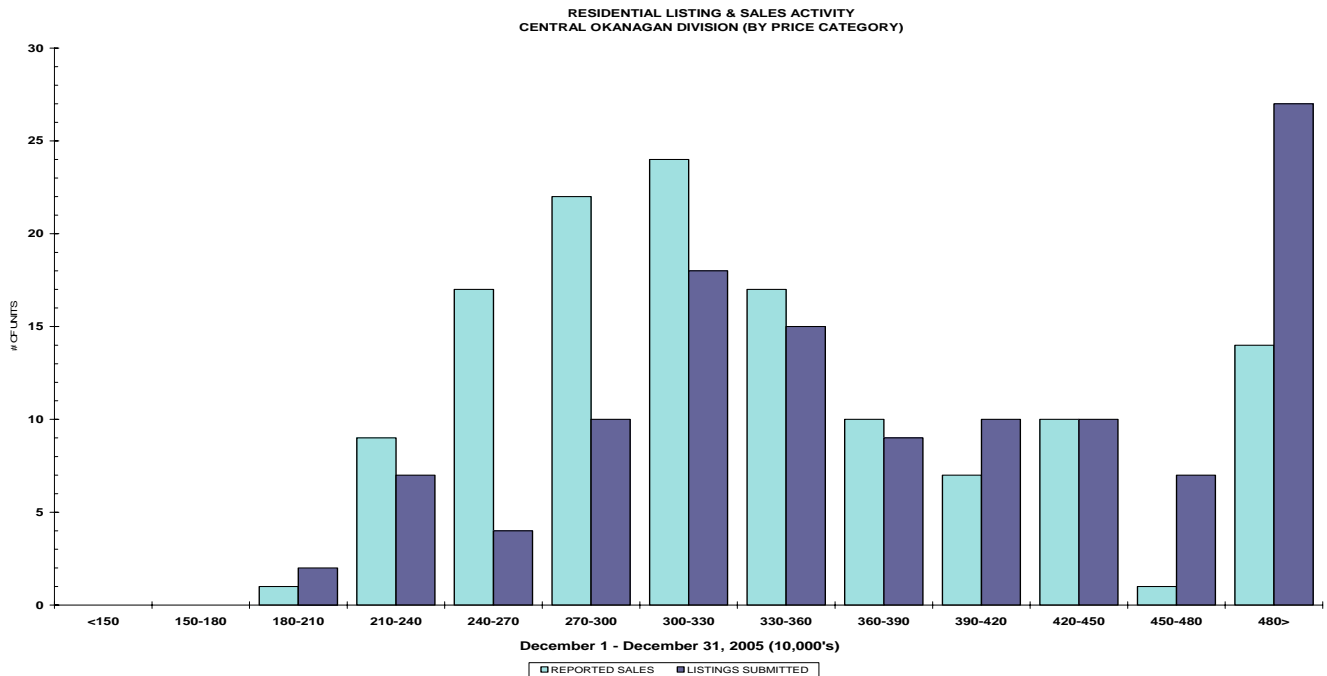
## STAT - O - GRAM

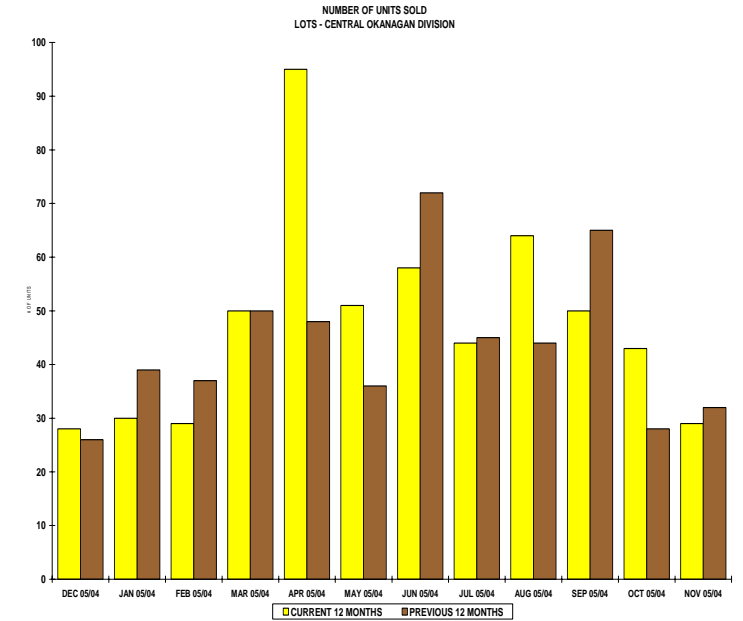
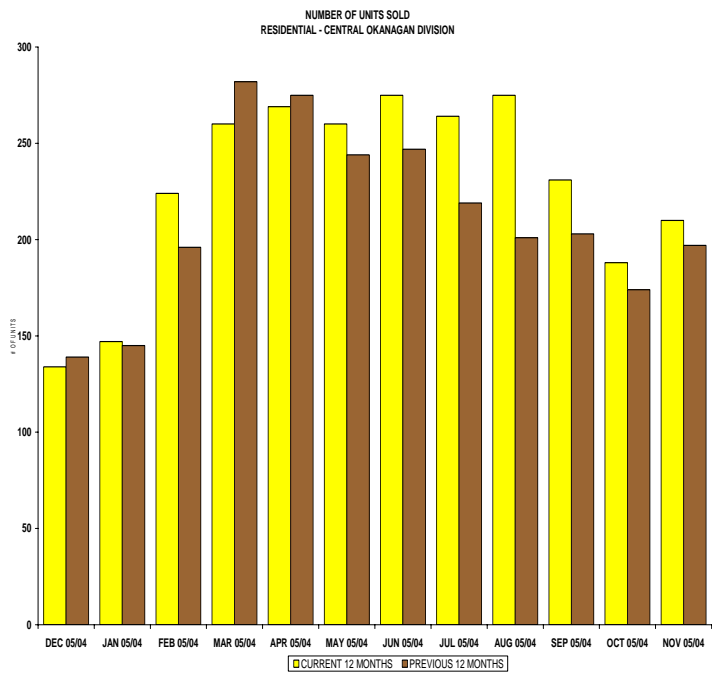
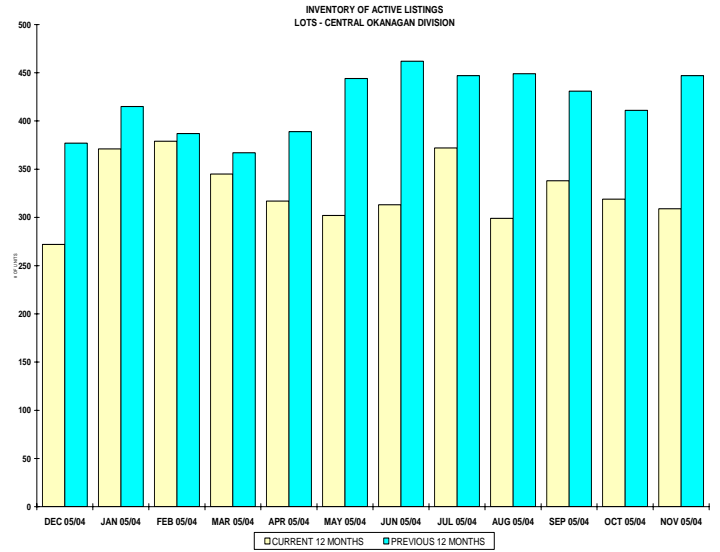
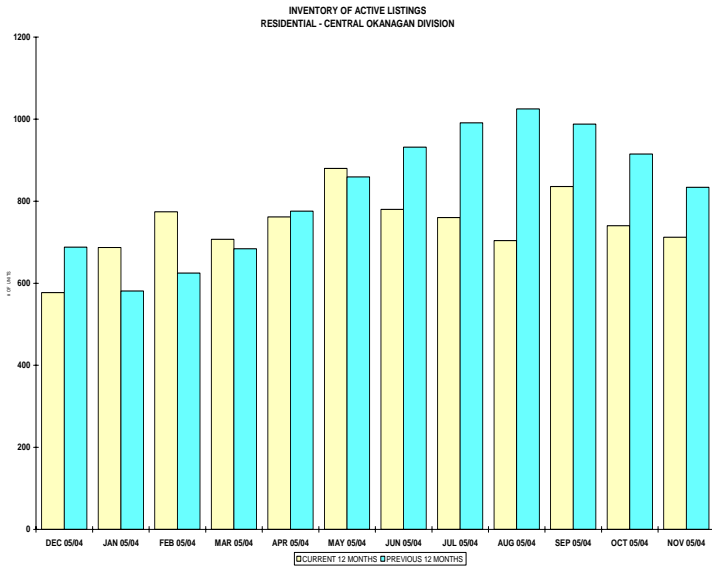
DECEMBER 2005

### 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>
December 2005	302	\$98,813,191	134	\$47,620,937	336	1,921
November 2005	447	\$133,814,052	210	\$73,328,705	569	2,195
December 2004	340	\$85,860,990	189	\$55,781,674	377	2,296

The Central Zone has **635** Members. The average number of listings-per-licensee is 3.0





**CENTRAL OKANAGAN ZONE**

**December 2005**

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
CONDO/APT	53	69	354	14.97%	71
CONDO/TWNHSE	35	31	172	20.35%	74
LOTS	28	27	272	10.29%	223
RESIDENTIAL	134	124	577	23.22%	64

**AVERAGE HOUSE PRICE \$355,380**

**MEDIAN HOUSE PRICE \$322,500**

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	336	377	-10.9%	8855	8148	8.7%
Units Sold	<b>302</b>	<b>340</b>	<b>-11.2%</b>	<b>6081</b>	<b>5153</b>	<b>18.0%</b>
Sales Dollars	\$98,813,191	\$85,860,990	15.1%	\$1,797,084,017	\$1,290,152,249	39.3%
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	1921	2296	-16.3%			

### ZONE NO TOTALS

Units Listed	177	128	38.3%	3935	3590	9.6%
Units Sold	<b>156</b>	<b>140</b>	<b>11.4%</b>	<b>2751</b>	<b>2756</b>	<b>-0.2%</b>
Sales Dollars	\$35,402,737	\$49,774,240	-28.9%	\$638,688,706	\$494,708,682	29.1%
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	917	1098	-16.5%			

### ZONE SH TOTALS

Units Listed	83	97	-14.4%	2190	1863	17.6%
Units Sold	<b>46</b>	<b>74</b>	<b>-37.8%</b>	<b>1530</b>	<b>1336</b>	<b>14.5%</b>
Sales Dollars	\$7,472,988	\$13,231,150	-43.5%	\$278,375,186	\$219,007,540	27.1%
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	670	821	-18.4%			

### ZONE OB TOTALS

Units Listed	12	11	9.1%	161	171	-5.8%
Units Sold	<b>3</b>	<b>3</b>	<b>100.0%</b>	<b>62</b>	<b>56</b>	<b>10.7%</b>
Sales Dollars	\$1,326,000	\$317,400	100.0%	\$28,213,400	\$20,262,779	39.2%
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	84	110	-23.6%			

### GRAND TOTALS

Units Listed	608	613	-0.8%	15141	13772	9.9%
Units Sold	<b>507</b>	<b>557</b>	<b>-9.0%</b>	<b>10424</b>	<b>9301</b>	<b>12.1%</b>
Sales Dollars	\$143,014,916	\$149,183,780	-4.1%	\$2,742,361,309	\$2,024,131,250	35.5%
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	3592	4325	-16.9%			

# MEMBERSHIP

	<b>TOTAL NUMBER OF MEMBERS December 31/05</b>	<b>TOTAL NUMBER OF MEMBERS December 30/04</b>	<b>CHANGE BY NUMBER</b>	<b>CHANGE BY %</b>
ALL ZONES	1015	896	119	13.28%
CENTRAL ZONE	635	556	79	14.21%
NORTH ZONE	283	255	28	10.98%
SHUSWAP ZONE	97	85	12	14.12%

## **CURRENT MEMBERSHIP**

MANAGING BROKERS	82
SALES REPRESENTATIVES	855
PROPERTY MANAGEMENT	12
ASSOCIATE BROKERS	64
EXEMPTION MEMBER	2
<b>TOTALS</b>	<b>1015</b>

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	% + or -	THIS YEAR	LAST YEAR	% + or -
<b>Acreage</b>						
Units Listed	7	7	0.0%	139	108	28.7%
Units Sold	<b>3</b>	<b>1</b>	<b>200.0%</b>	<b>59</b>	<b>67</b>	<b>-11.9%</b>
Sales Dollars	\$1,015,000	\$156,500	548.6%	\$27,312,520	\$20,565,750	32.8%
List/Sell \$ Ratio	83.85%	94.90%		93.48%	94.13%	
Days to Sell	232	458	-49.3%	150	219	-31.5%
Active Inventory	58	49	18.4%			
Average Price	\$338,333	\$156,500	116.2%	\$462,924	\$306,951	50.8%
Median Price	\$240,000	\$156,500	53.4%	\$341,000	\$225,000	51.6%
<b>Acreage with House</b>						
Units Listed	7	8	-12.5%	240	223	7.6%
Units Sold	<b>7</b>	<b>7</b>	<b>0.0%</b>	<b>108</b>	<b>124</b>	<b>-12.9%</b>
Sales Dollars	\$3,834,500	\$2,860,000	34.1%	\$64,059,467	\$63,422,429	1.0%
List/Sell \$ Ratio	93.10%	94.51%		93.09%	93.20%	
Days to Sell	118	104	13.5%	133	111	19.8%
Active Inventory	75	76	-1.3%			
Average Price	\$547,786	\$408,571	34.1%	\$593,143	\$511,471	16.0%
Median Price	\$420,000	\$410,000	2.4%	\$496,250	\$387,500	28.1%
<b>Acreage (Waterfront)</b>						
Units Listed	0	0	100.0%	8	14	-42.9%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>11</b>	<b>4</b>	<b>175.0%</b>
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	6	12	-50.0%			
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%
<b>Business</b>						
Units Listed	5	8	-37.5%	159	127	25.2%
Units Sold	<b>1</b>	<b>0</b>	<b>100.0%</b>	<b>32</b>	<b>34</b>	<b>-5.9%</b>
Sales Dollars	\$30,000	\$0	100.0%	\$12,270,500	\$12,205,200	0.5%
List/Sell \$ Ratio	75.18%	0.00%		81.24%	81.72%	
Days to Sell	88	0	100.0%	173	166	4.2%
Active Inventory	65	74	-12.2%			
Average Price	\$30,000	\$0	100.0%	\$383,453	\$358,976	6.8%
Median Price	\$30,000	\$0	100.0%	\$94,500	\$49,200	92.1%
<b>Condo (Townhouse)</b>						
Units Listed	31	34	-8.8%	889	784	13.4%
Units Sold	<b>35</b>	<b>28</b>	<b>25.0%</b>	<b>688</b>	<b>526</b>	<b>30.8%</b>
Sales Dollars	\$11,067,550	\$6,423,956	72.3%	\$183,205,201	\$119,807,999	52.9%
List/Sell \$ Ratio	97.96%	96.94%		97.65%	97.32%	
Days to Sell	74	61	21.3%	71	60	18.3%
Active Inventory	172	232	-25.9%			
Average Price	\$316,216	\$229,427	37.8%	\$266,287	\$227,772	16.9%
Median Price	\$285,000	\$211,200	34.9%	\$240,000	\$202,700	18.4%
<b>Condo (Apt)</b>						
Units Listed	69	106	-34.9%	1489	1281	16.2%
Units Sold	<b>53</b>	<b>54</b>	<b>-1.9%</b>	<b>1076</b>	<b>827</b>	<b>30.1%</b>
Sales Dollars	\$10,994,367	\$10,966,500	0.3%	\$273,272,858	\$161,992,284	68.7%
List/Sell \$ Ratio	97.31%	95.22%		97.48%	97.41%	
Days to Sell	71	72	-1.4%	69	59	16.9%
Active Inventory	354	390	-9.2%			
Average Price	\$207,441	\$203,083	2.1%	\$253,971	\$195,879	29.7%
Median Price	\$207,000	\$156,300	32.4%	\$204,500	\$160,500	27.4%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Duplex</b>						
Units Listed	8	2	300.0%	240	205	17.1%
Units Sold	<b>8</b>	<b>6</b>	<b>33.3%</b>	<b>162</b>	<b>145</b>	<b>11.7%</b>
Sales Dollars	\$2,633,500	\$1,120,500	135.0%	\$43,017,093	\$33,302,550	29.2%
List/Sell \$ Ratio	95.98%	95.21%		96.29%	96.03%	
Days to Sell	59	69	-14.5%	42	48	-12.5%
Active Inventory	35	42	-16.7%			
Average Price	\$329,188	\$186,750	76.3%	\$265,538	\$229,673	15.6%
Median Price	\$370,500	\$185,750	99.5%	\$220,750	\$198,000	11.5%
<b>Farms</b>						
Units Listed	3	4	-25.0%	86	65	32.3%
Units Sold	<b>1</b>	<b>0</b>	<b>100.0%</b>	<b>26</b>	<b>29</b>	<b>-10.3%</b>
Sales Dollars	\$420,000	\$0	100.0%	\$21,817,200	\$22,450,400	-2.8%
List/Sell \$ Ratio	97.78%	0.00%		93.15%	92.18%	
Days to Sell	117	0	100.0%	173	257	-32.7%
Active Inventory	38	33	15.2%			
Average Price	\$420,000	\$0	100.0%	\$839,123	\$774,152	8.4%
Median Price	\$420,000	\$0	100.0%	\$635,000	\$580,000	9.5%
<b>IC&amp;I</b>						
Units Listed	2	12	-83.3%	121	93	30.1%
Units Sold	<b>6</b>	<b>2</b>	<b>200.0%</b>	<b>62</b>	<b>37</b>	<b>67.6%</b>
Sales Dollars	\$2,397,325	\$1,248,000	92.1%	\$24,679,195	\$21,036,442	17.3%
List/Sell \$ Ratio	99.65%	91.67%		95.79%	93.82%	
Days to Sell	168	289	-41.9%	148	200	-26.0%
Active Inventory	44	56	-21.4%			
Average Price	\$399,554	\$624,000	-36.0%	\$398,052	\$568,552	-30.0%
Median Price	\$416,000	\$624,000	-33.3%	\$304,750	\$431,000	-29.3%
<b>IC&amp;I Land</b>						
Units Listed	2	5	-60.0%	44	32	37.5%
Units Sold	<b>0</b>	<b>1</b>	<b>-100.0%</b>	<b>19</b>	<b>17</b>	<b>11.8%</b>
Sales Dollars	\$0	\$275,000	-100.0%	\$12,516,000	\$8,765,675	42.8%
List/Sell \$ Ratio	0.00%	98.24%		91.42%	91.65%	
Days to Sell	0	14	-100.0%	348	362	-3.9%
Active Inventory	22	23	-4.3%			
Average Price	\$0	\$275,000	-100.0%	\$658,737	\$515,628	27.8%
Median Price	\$0	\$275,000	-100.0%	\$521,000	\$477,675	9.1%
<b>Lots</b>						
Units Listed	20	18	11.1%	638	716	-10.9%
Units Sold	<b>25</b>	<b>25</b>	<b>0.0%</b>	<b>496</b>	<b>460</b>	<b>7.8%</b>
Sales Dollars	\$3,765,686	\$3,096,710	21.6%	\$68,769,854	\$54,537,632	26.1%
List/Sell \$ Ratio	96.65%	97.83%		96.78%	95.55%	
Days to Sell	214	129	65.9%	149	153	-2.6%
Active Inventory	201	312	-35.6%			
Average Price	\$150,627	\$123,868	21.6%	\$138,649	\$118,560	16.9%
Median Price	\$128,708	\$124,900	3.0%	\$124,900	\$100,000	24.9%
<b>Leases</b>						
Units Listed	25	13	92.3%	169	171	-1.2%
Units Sold	<b>6</b>	<b>6</b>	<b>0.0%</b>	<b>83</b>	<b>63</b>	<b>31.7%</b>
Sales Dollars	\$848,926	\$381,750	122.4%	\$8,430,847	\$5,152,112	63.6%
Days to Sell	248	475	-47.8%	246	208	18.3%
Active Inventory	107	171	-37.4%			
Average Price	\$141,488	\$63,625	122.4%	\$101,576	\$81,780	24.2%
Median Price	\$91,865	\$49,500	85.6%	\$53,440	\$48,000	11.3%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Lots (Waterfront)</b>						
Units Listed	0	0	0.0%	20	11	81.8%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>16</b>	<b>10</b>	<b>60.0%</b>
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%
<b>Multi-Family (5 Units and up)</b>						
Units Listed	3	4	-100.0%	39	38	2.6%
Units Sold	<b>3</b>	<b>4</b>	<b>0.0%</b>	<b>18</b>	<b>18</b>	<b>0.0%</b>
Sales Dollars	\$2,577,000	\$1,542,000	67.1%	\$18,555,300	\$8,319,990	123.0%
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	11	-36.4%			
Average Price	\$859,000	\$385,500	122.8%	\$1,030,850	\$462,222	123.0%
Median Price	\$880,000	\$415,000	112.0%	\$825,000	\$415,000	98.8%
<b>Multi Plex (Triplex/Fourplex)</b>						
Units Listed	2	0	100.0%	11	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%	\$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%
<b>Mobile Homes</b>						
Units Listed	18	13	38.5%	476	419	13.6%
Units Sold	<b>17</b>	<b>13</b>	<b>30.8%</b>	<b>355</b>	<b>341</b>	<b>4.1%</b>
Sales Dollars	\$1,133,400	\$646,400	75.3%	\$22,679,799	\$17,289,519	31.2%
List/Sell \$ Ratio	89.33%	84.41%		90.00%	89.53%	
Days to Sell	51	67	-23.9%	66	72	-8.3%
Active Inventory	79	66	19.7%			
Average Price	\$66,671	\$49,723	34.1%	\$63,887	\$52,130	22.6%
Median Price	\$64,000	\$27,000	137.0%	\$52,000	\$42,000	23.8%
<b>Recreational Properties</b>						
Units Listed	6	1	500.0%	111	52	113.5%
Units Sold	<b>0</b>	<b>2</b>	<b>-100.0%</b>	<b>42</b>	<b>23</b>	<b>82.6%</b>
Sales Dollars	\$0	\$245,000	-100.0%	\$11,988,950	\$4,777,300	151.0%
List/Sell \$ Ratio	0.00%	87.41%		92.59%	92.60%	
Days to Sell	0	111	-100.0%	80	111	-27.9%
Active Inventory	23	17	35.3%			
Average Price	\$0	\$122,500	-100.0%	\$285,451	\$207,709	37.4%
Median Price	\$0	\$122,500	-100.0%	\$265,000	\$145,000	82.8%
<b>Residential</b>						
Units Listed	124	139	-10.8%	3846	3700	3.9%
Units Sold	<b>134</b>	<b>189</b>	<b>-29.1%</b>	<b>2767</b>	<b>2381</b>	<b>16.2%</b>
Sales Dollars	\$47,620,937	\$55,781,674	-14.6%	\$914,004,083	\$672,332,567	35.9%
List/Sell \$ Ratio	95.94%	94.56%		96.59%	96.28%	
Days to Sell	64	70	-8.6%	61	53	15.1%
Active Inventory	<b>577</b>	688	-16.1%			
Average Price	\$355,380	\$295,141	20.4%	\$330,323	\$282,374	17.0%
Median Price	\$322,500	\$270,000	19.4%	\$307,500	\$264,000	16.5%

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Residential (Waterfront)</b>						
Units Listed	3	2	50.0%	120	96	25.0%
Units Sold	<b>3</b>	<b>1</b>	<b>200.0%</b>	<b>57</b>	<b>45</b>	<b>26.7%</b>
Sales Dollars	\$10,475,000	\$1,075,000	874.4%	\$74,116,250	\$50,775,000	46.0%
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	31	29.0%			
Average Price	\$3,491,667	\$1,075,000	224.8%	\$1,300,285	\$1,128,333	15.2%
Median Price	\$2,550,000	\$1,075,000	137.2%	\$1,075,000	\$999,000	7.6%
<b>Timeshares</b>						
Units Listed	1	1	0.0%	10	13	-23.1%
Units Sold	<b>0</b>	<b>1</b>	<b>-100.0%</b>	<b>3</b>	<b>2</b>	<b>50.0%</b>
Sales Dollars	\$0	\$42,000	-100.0%	\$12,500	\$46,200	-72.9%
List/Sell \$ Ratio	0.00%	0.00%		92.30%	93.33%	
Days to Sell	0	215	-100.0%	312	194	60.8%
Active Inventory	7	9	-22.2%			
Average Price	\$0	\$42,000	-100.0%	\$4,167	\$23,100	-82.0%
Median Price	\$0	\$42,000	-100.0%	\$4,500	\$23,100	-80.5%
<b>CENTRAL OKANAGAN - TOTALS</b>						
Units Listed	336	377	-10.9%	8855	8148	8.7%
Units Sold	302	340	-11.2%	6081	5153	18.0%
Sales Dollars	\$98,813,191	\$85,860,990	15.1%	\$1,797,084,017	\$1,290,152,249	39.3%
List/Sell Ratio	94.53%	95.53%		95.82%	96.00%	
Days to Sell	78	86	-9.3%	74	82	-9.8%
Active Inventory	1921	2296	-16.3%			

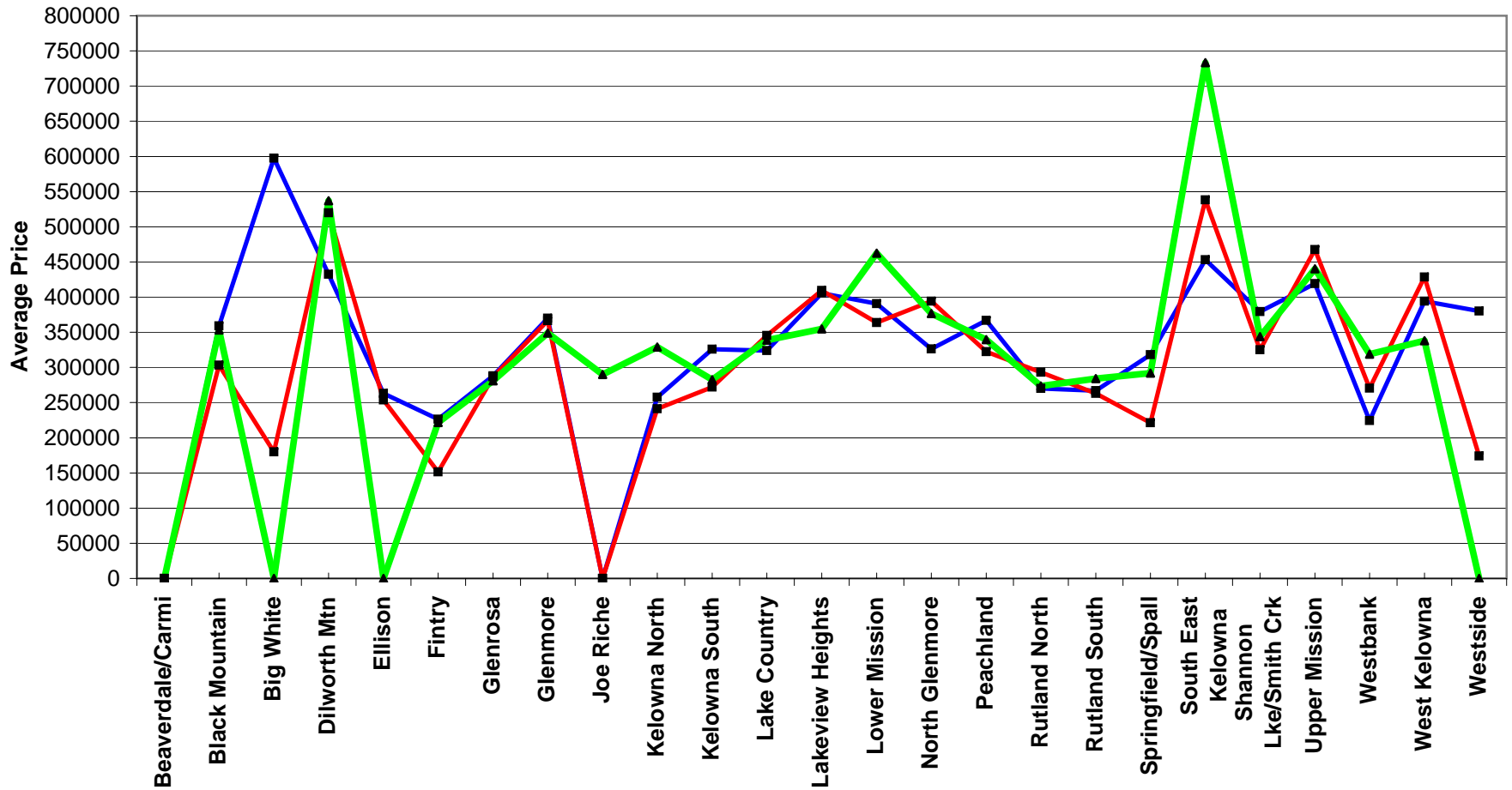
Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 150000	0	18	0	22
150001 to 180000	0	42	0	46
180001 to 210000	2	74	1	92
210001 to 240000	7	267	9	294
240001 to 270000	4	468	17	393
270001 to 300000	10	518	22	425
300001 to 330000	18	437	24	386
330001 to 360000	15	375	17	257
360001 to 390000	9	355	10	235
390001 to 420000	10	255	7	163
420001 to 450000	10	252	10	106
450001 to 480000	7	110	1	56
480001 and over	27	584	14	205
<b>Totals</b>	<b>119</b>	<b>3755</b>	<b>132</b>	<b>2680</b>

Central Division Lot Listing/Sales Analysis

Range	Mthly Listings Total	YTD Listings Total	Mthly Sales Total	YTD Sales Total
0 to 40000	0	50	1	61
40001 to 60000	2	19	2	16
60001 to 80000	0	7	0	6
80001 to 100000	0	38	0	44
100001 to 120000	1	99	7	108
120001 to 140000	5	114	5	82
140001 to 160000	5	89	2	60
160001 and over	13	388	11	205
<b>Totals</b>	<b>26</b>	<b>804</b>	<b>28</b>	<b>582</b>

## Central Zone Residential Sub Area Average Prices - October to December 2005

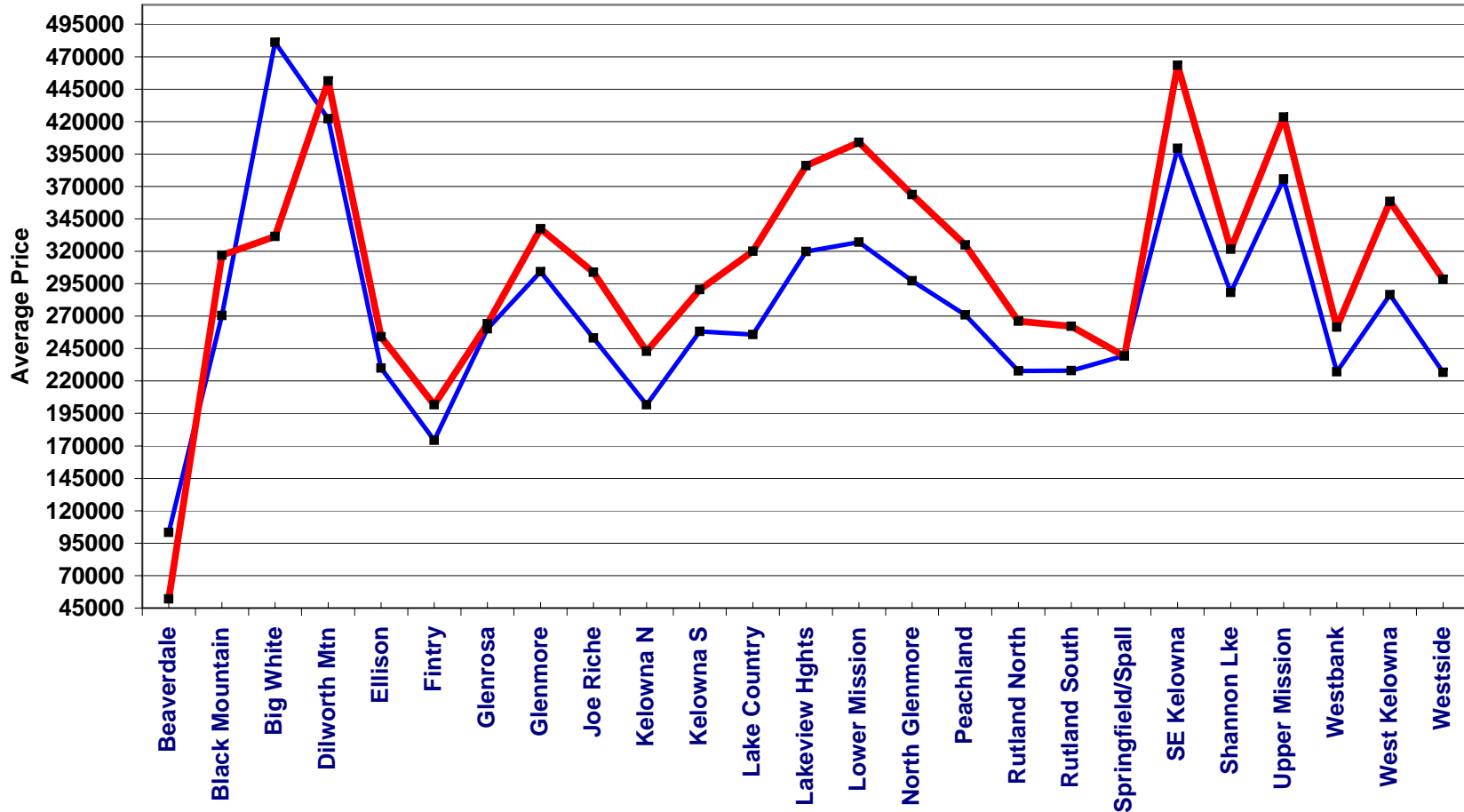
### Residential Single Family Only



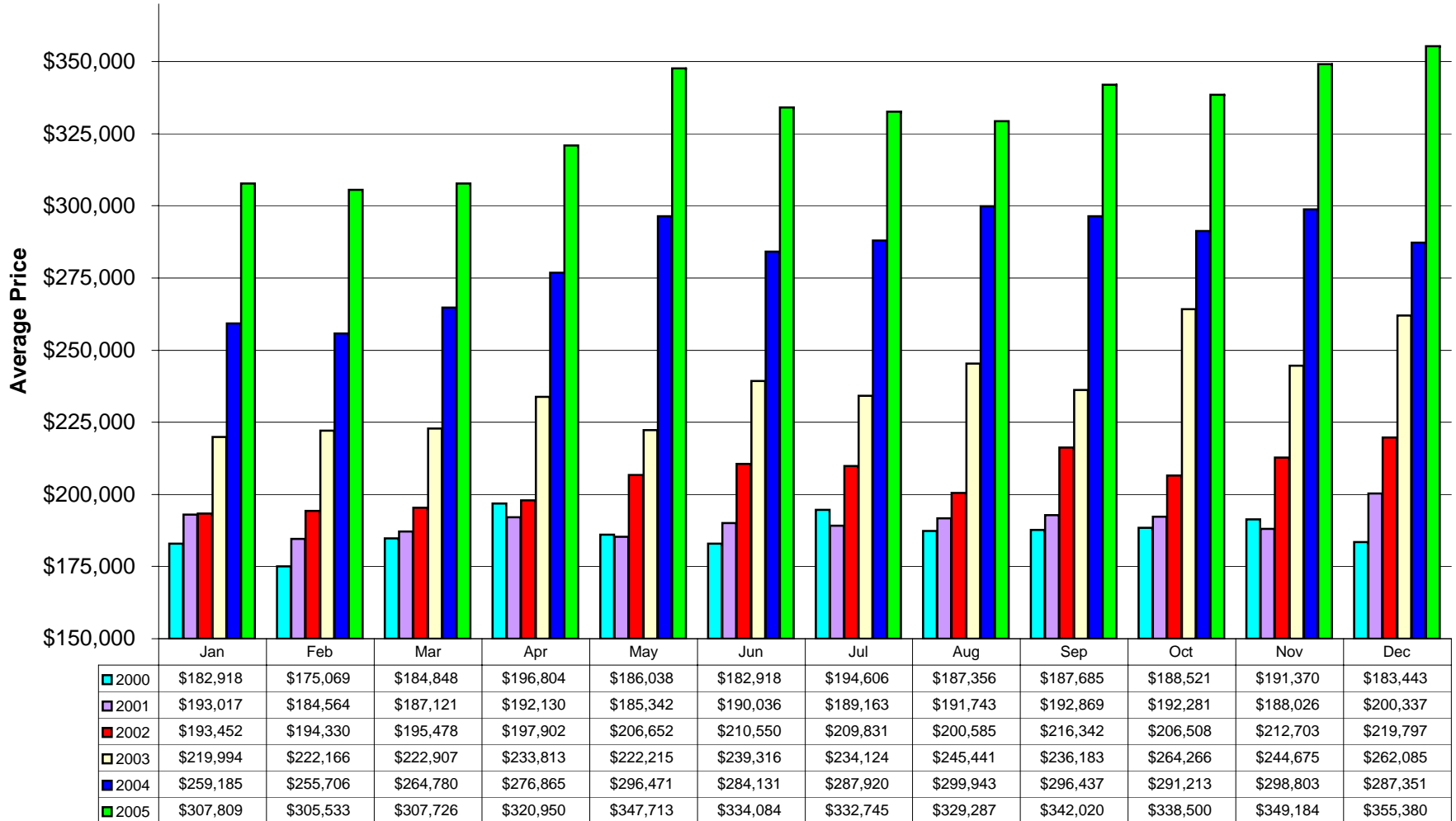
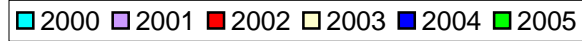
## Central Zone Residential Sub Area Average Prices - 2005 vs 2004

### Residential Single Family Only

■ 2004    ■ 2005

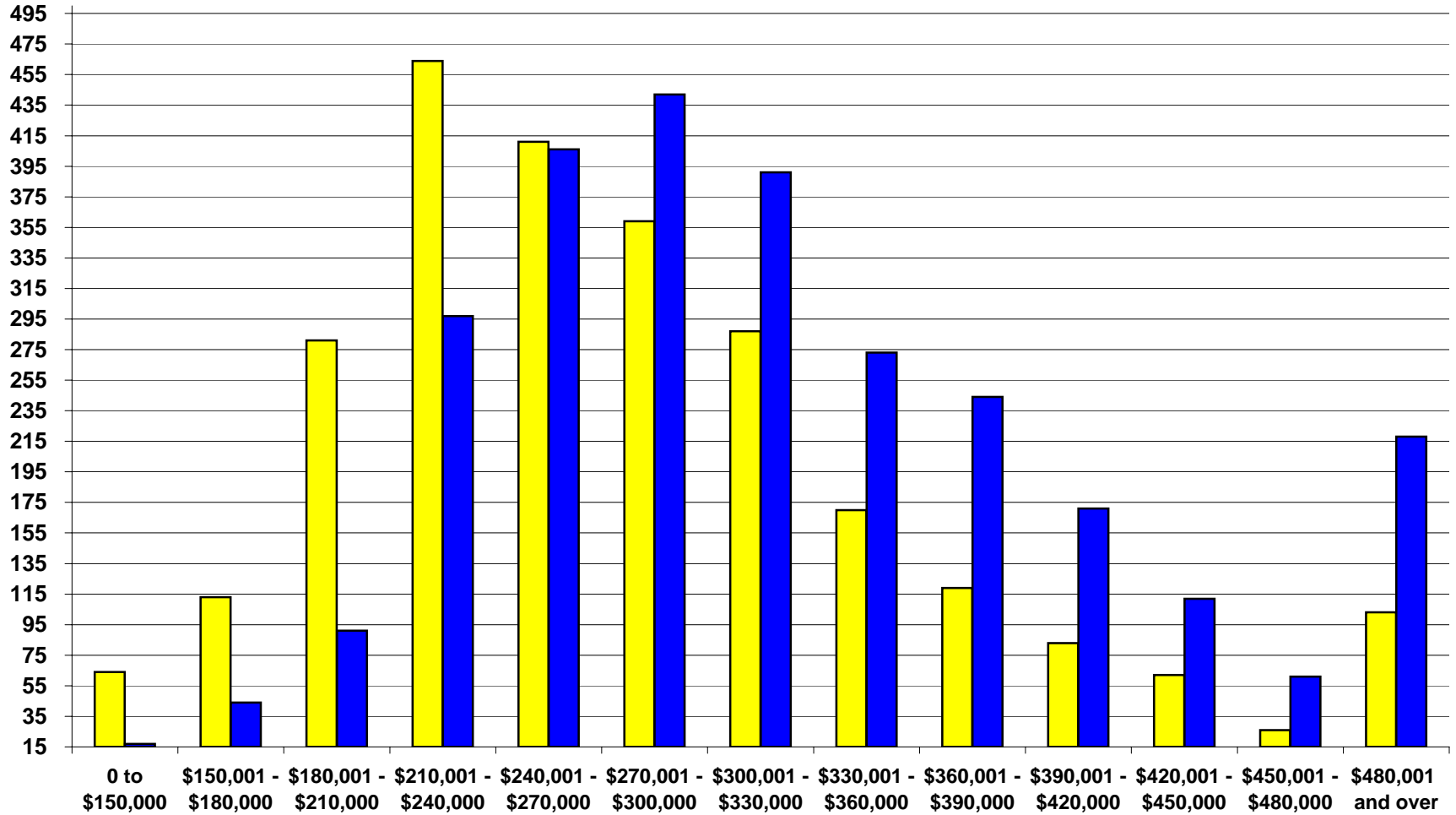


## Central Okanagan Single Family Residential Average Prices 2000 to 2005

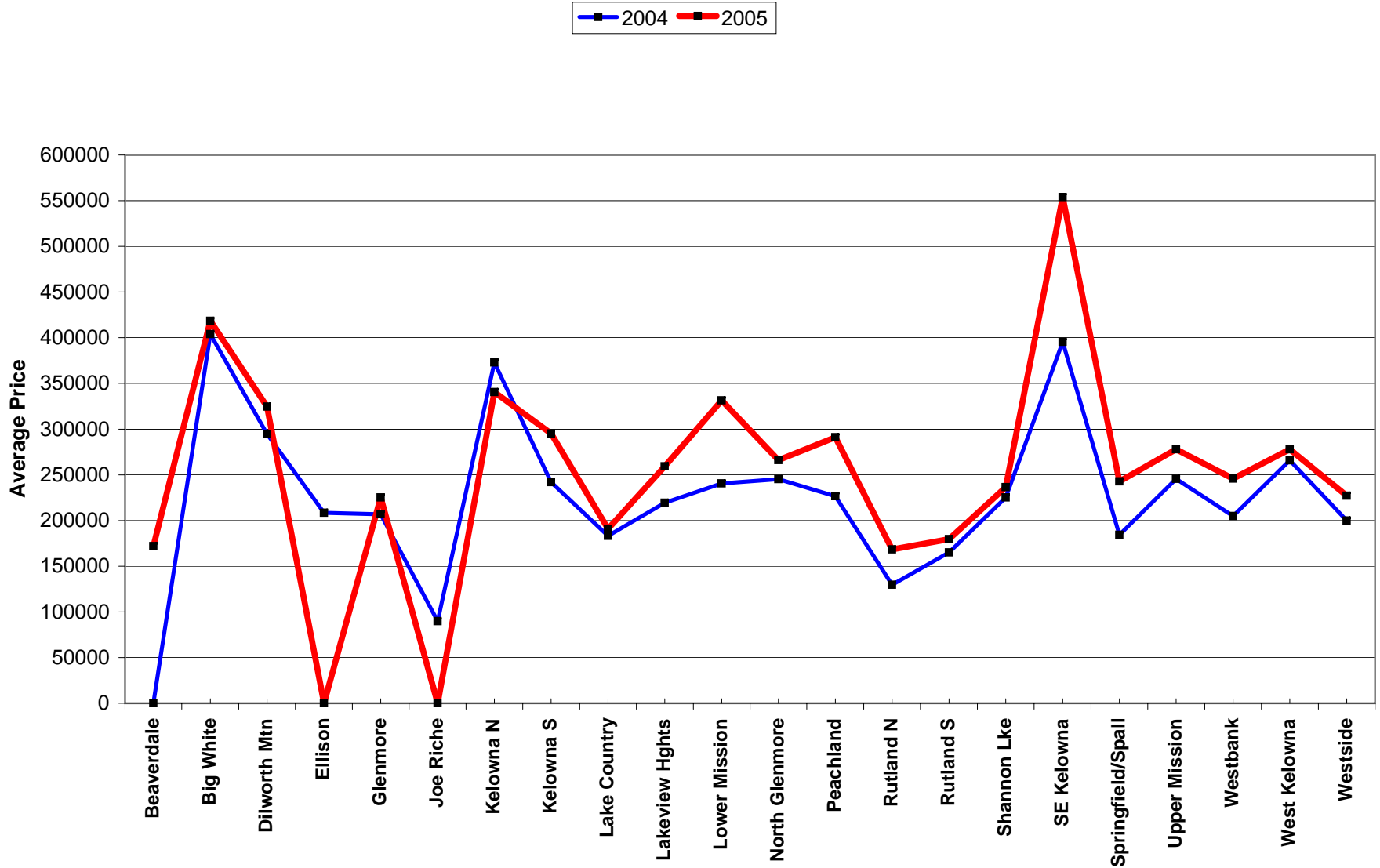


**Central Zone - Single Family Residential 2004 vs 2005**  
**Number of Solds by Price Range - Single Family Dwellings Only**

2004 2005



Central Zone Townhouse Sub Area Average Prices - 2005 vs 2004



Central Zone Condo Sub Area Average Prices - 2005 vs 2004

