

NEWS RELEASE

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For Immediate Release**

MLS® OFF TO A TERRIFIC START

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January MLS® Sales Ahead 8%, Dollar Volume Up 25%, Listings Jump 31%

WINNIPEG – The Winnipeg real estate market in January outperformed the same month last year in all main indicators including an impressive sales to active listing conversion of 36 per cent. New MLS® listings were up 31 per cent.

January MLS® unit sales of 544 and a dollar volume of \$77 million resulted in a stellar month of MLS® activity. January sales were up 8% (544 / 505) while dollar volume set a new month of January record with an increase of 25% (\$76.8 million / \$61.5 million).

“While it is too early to say we are in for a repeat performance in 2006, it is apparent from the January MLS® results that we started the same way we finished 2005,” said Walter Boni, President of the Winnipeg Real Estate Board. “What is most encouraging to me is seeing how our listings came up over last year as that is our best hope of moving towards a more balanced market where supply of new MLS® listings can start catching up with demand.”

Due to the continuation of favourable market conditions, Boni is cautiously optimistic 2006 will be another good year for the close to 1,300 members of the Winnipeg Real Estate Board. His caution comes from the fact there may be some let up given how hectic the MLS® market has been over the past three years. Boni is unwavering though when he makes the following statement.

“Annual MLS® sales worth \$1 billion are here to stay,” said Boni.

Residential-detached sales in January were most active in the three price ranges between \$100,000 and \$200,000 with 52% of total sales. All were close in percentage terms with the \$100,000 to \$129,999 being the highest at 18%. The highest priced home to sell in January was one for \$1,275,000. The average days on market for January 2006 was 34 days, 3 days off last month and one day quicker than January 2005.

The Winnipeg Real Estate Board is a professional industry association representing just under 1,300 real estate brokers, salespeople, appraisers, and financial members active in the local real estate market. It exists to serve its members and to promote the benefits of organized real estate.

For further information, contact Peter Squire at 786-8854.

Residential Detached Sales January 1st, 2006 to January 31st, 2006

