

NEWS RELEASE

**January 6th, 2006
For Immediate Release**

AN IMPRESSIVE WAY TO FINISH 2005

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December Sales Up 13%, Dollar Volume Shot Up 32%

WINNIPEG – The Winnipeg real estate market in December 2005 sustained year long momentum with near record-setting sales and the 12th consecutive month of record breaking monthly dollar volume. December sales outpaced new listings entered on MLS® by 20 per cent.

December MLS® unit sales of 559 was up notably and dollar volume was the highest it has been for this month at just over \$79 million. December sales were up 13% (559 / 494) while dollar volume increased a whopping 32% (\$79.0 million / \$60.0 million).

“What a way to finish the year!” exclaimed Ruthe Penner, President of The Winnipeg Real Estate Board. “There was certainly no let up in December with MLS® sales falling just shy of the best year-end month ever in 2003 and a dollar volume that smashed the dollar volume record set that same year. Besides some of the optimum market conditions that I have cited as reasons for such strong MLS® performance this year I believe the unusually mild December weather made it much easier for buyers to get out and about to view MLS® properties they were interested in.”

Residential-detached sales in December were most dominant in the \$130,000 to \$159,999 price range with 19% of the total sales. Coming second for the first time this year was the lower price range of \$70,000 to \$99,999. It represented 16% of all sales. The highest house price was \$899,000 while the lowest was \$20,000. The average days on market in December 2005 was 31 days, 4 days off last month’s pace and 3 days quicker than December 2004.

2005 – AN OUTSTANDING RECORD-SETTING YEAR

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MLS® Sales Top 12,000; Dollar Volume Goes Over \$1.6 Billion

MLS® sales activity of 12,087 different property types and a dollar volume of \$1.62 billion made 2005 the new benchmark for MLS® performance in the Winnipeg real estate market. 2005 MLS® sales were up nearly 6% (12,087 / 11,447) while dollar volume rose 21% (\$1.62 billion / \$1.34 billion). Number of MLS® listings were up 13% or nearly 2,000; the best result in six years.

“The demand for MLS® property was unprecedented this year as even with a healthy increase in new listing supply, nearly half of all residential-detached properties sold at or above list price,” said Ruthe Penner, outgoing President of The Winnipeg Real Estate Board.

“As a result, dollar volume continued its record-setting pace for 12 consecutive months in 2005 and MLS® sales went over 12,000 for the first time in 102 years.”

Residential-detached sales performed extremely well with over 9,200 sales by year-end. Four homes in 2005 sold for one million or more with the highest selling for \$1.4 million. One of the big stories this year is the shift to higher end price ranges. The percentage of over \$300,000 sales doubled from 2004 and sales between \$200,000 to \$300,000 were up 45 per cent in comparison to the same price range last year.

The under \$100,000 residential-detached price ranges continued to lose market share in relation to the higher price ranges. Together they only represented 29 per cent of the pie compared to 36 per cent last year. Gains coming at the lower price ranges' expense were in all of the higher price ranges with the exception of the \$100,000 to \$129,999 price range which at 18% was down 3% from this same range in 2004. The busiest price range by far was the \$130,000 to \$159,999 residential-detached one as it enjoyed 21% of all activity.

Not surprisingly, dollar volume for residential-detached sales was also another highlight as it went from \$1.13 billion in 2004 to \$1.33 billion in 2005 – an over \$200 million increase.

Condominium sales were impressive as well as they went over 1,000 sales for the first time ever. They finished off at 1,026 which represents 8.50 per cent of total MLS® sales. Dollar volume resulting from these sales was \$128 million.

Condominium sales activity was more pronounced in price ranges under \$100,000 than residential-detached. The percentage was 44 per cent compared to 29 per cent for residential-detached. The most active condominium price range with 19% of total sales activity was between \$100,000 and \$119,999. The highest priced condominium was \$579,000 while the lowest was \$19,500. The average days on market for condominium sales was only three weeks, 3 days off last year's terrific pace.

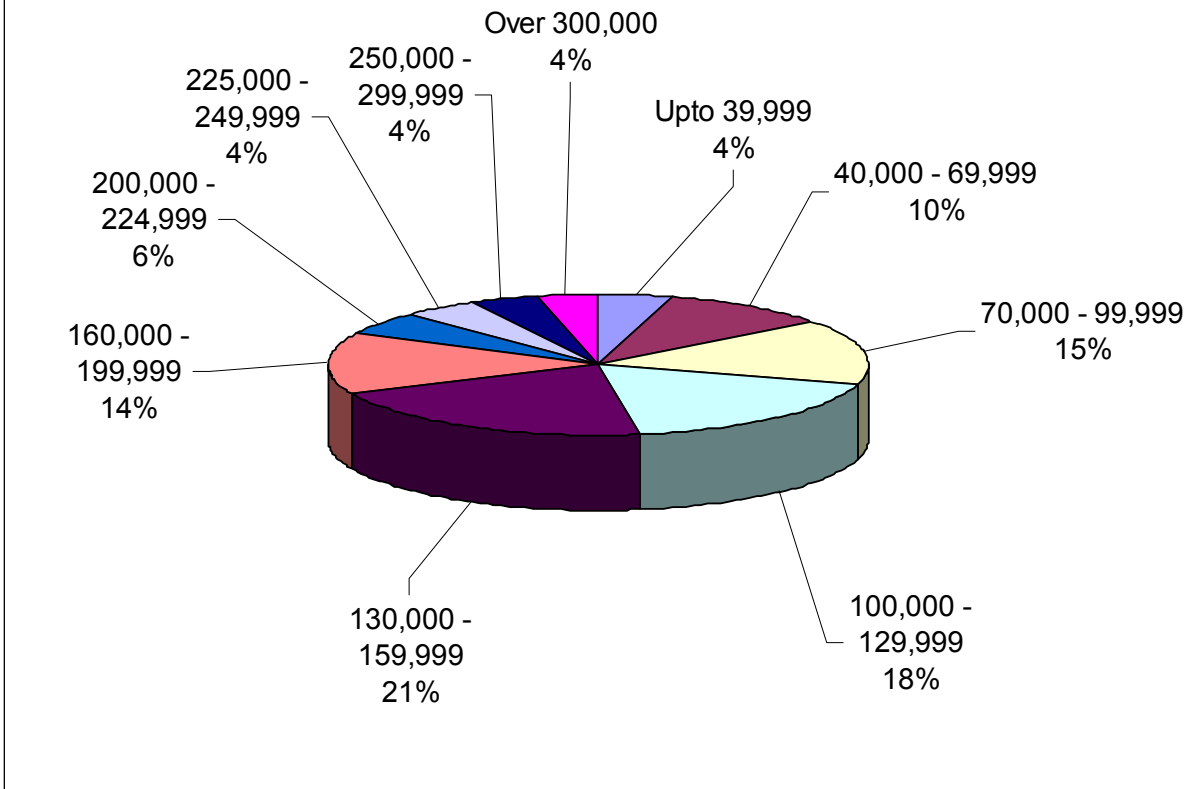
“My own sense of the MLS® market for 2006 is very positive since all the factors at play in 2005 exist now,” said outgoing President Ruthe Penner. “Winnipeg's labor market is healthy, interest rates remain historically low and consumer optimism has never been better. My only caution as some economists are now indicating is that we have been on a real upswing for over three years and there may be a little retraction due to less pent up demand.”

MLS® is a co-operative marketing system used exclusively by more than 81,000 REALTORS® across the country to ensure maximum exposure of properties listed for sale.

The Winnipeg Real Estate Board is a professional industry association representing over 1,200 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, 2005 to December 31st, 2005**



**Average 2005 MLS® Residential-Detached
Sale Price by City of Winnipeg Quadrant**

Quadrant	Average Price
Southwest Winnipeg	\$194,745
Southeast Winnipeg	\$166,849
Northwest / Central	\$103,353
Northeast Winnipeg	\$121,502
West Winnipeg	\$105,906

*Note the overall City of Winnipeg 2005 MLS® residential-detached average sale price is just over \$140,000