

**North Okanagan Monthly Statistics**  
**March 2013**

# Table of Contents

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Table of Contents	2
Zone Totals	3
Quick Summary Part 1	4
Quick Summary Part 2	5
Listing Information	6
Sales Information (Month)	7
Sales Information (YTD)	8
Average/Median Price, Days to Sell (Month)	9
Average/Median Price, Days to Sell (YTD)	10

## Zone Totals

Description	CM This Year	CM Last Year	Increase	This YTD	Last YTD	Increase
<b>Area = Central Okanagan</b>						
1 Units Listed	979	1,104	-11.32%	2,540	2,959	-14.16%
2 Units Sold	329	351	-6.27%	785	850	-7.65%
3 Sales Volume	\$114,435,004	\$133,110,029	-14.03%	\$282,454,522	\$308,236,635	-8.36%
4 List/Sell Ratio	96.07%	95.18%		96.05%	95.71%	
5 Days to Sell	129	123	4.92%	130	115	12.63%
6 Active Listings	4,322	4,767	-9.34%			
<b>Area = North Okanagan</b>						
1 Units Listed	410	458	-10.48%	922	1,096	-15.88%
2 Units Sold	109	125	-12.80%	239	287	-16.72%
3 Sales Volume	\$35,744,574	\$43,512,552	-17.85%	\$72,874,509	\$100,000,133	-27.13%
4 List/Sell Ratio	96.08%	95.01%		95.79%	95.17%	
5 Days to Sell	159	152	4.75%	171	171	0.00%
6 Active Listings	2,117	2,200	-3.77%			
<b>Area = Shuswap / Revels</b>						
1 Units Listed	238	271	-12.18%	559	603	-7.30%
2 Units Sold	47	57	-17.54%	120	135	-11.11%
3 Sales Volume	\$13,220,450	\$16,425,408	-19.51%	\$33,260,394	\$41,979,370	-20.77%
4 List/Sell Ratio	93.08%	91.19%		94.48%	92.19%	
5 Days to Sell	195	189	2.82%	171	184	-7.20%
6 Active Listings	1,511	1,396	8.24%			
<b>Area = Grand Total</b>						
1 Units Listed	1,627	1,833	-11.24%	4,021	4,658	-13.68%
2 Units Sold	485	533	-9.01%	1,144	1,272	-10.06%
3 Sales Volume	\$163,400,028	\$193,047,989	-15.36%	\$388,589,425	\$450,216,139	-13.69%
4 List/Sell Ratio	95.82%	94.79%		95.86%	95.25%	
5 Days to Sell	142	137	3.87%	143	135	5.60%
6 Active Listings	7,950	8,363	-4.94%			

Totals include variables in any given month, due to preceding month's collapsed sales and deleted listings. e & oe

North Okanagan Statistics -- March 2013

**Quick Summary Part 1**

			<b>Residential</b>	
<b>Description</b>	<b>Total Units Sold</b>	<b>Total Sales Volume</b>	<b>Total Units Sold</b>	<b>Total Sales Volume</b>
<b>This Month</b>	109	\$35,744,574	52	\$19,651,850
<b>Last Month</b>	81	\$24,290,916	40	\$13,833,410
<b>This Month Last Year</b>	125	\$43,512,552	66	\$22,603,452

  

<b>Description</b>	<b>Total Listings Taken</b>	<b>Inventory</b>
<b>This Month</b>	410	2,117
<b>Last Month</b>	299	2,040
<b>This Month Last Year</b>	458	2,200

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North Okanagan Statistics -- March 2013

## Quick Summary Part 2

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### Condo/Apt

Sales	10
New Listings	17
Current Inventory	149
Sell/Inv. Ratio	6.71%
Days to Sell	173
Average Price	\$153,958
Median Price	\$156,450

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### Condo/Townhouse

Sales	16
New Listings	52
Current Inventory	233
Sell/Inv. Ratio	6.87%
Days to Sell	160
Average Price	\$249,260
Median Price	\$226,000

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### Lots

Sales	9
New Listings	40
Current Inventory	430
Sell/Inv. Ratio	2.09%
Days to Sell	311
Average Price	\$192,672
Median Price	\$188,000

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### Residential

Sales	52
New Listings	173
Current Inventory	603
Sell/Inv. Ratio	8.62%
Days to Sell	132
Average Price	\$377,920
Median Price	\$338,500
Ratio of Sales vs Inventory	7.03%

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North Okanagan Statistics -- March 2013

## Comparative Activity -- Listing Information

Description	Cur Mo	Lst Yr Mo	Incr/Decr%	Cur YTD	Lst YTD	Incr/Decr%	Inventory		
							Cur Mo	Lst Yr Mo	Incr/Decr%
<b>Zone = North Okanagan</b>									
Acreage/House	51	49	4.08%	101	110	-8.18	213	212	0.47
Duplex	15	11	36.36%	27	25	8.00	56	53	5.66
Mobile Home	23	23	0.00%	52	67	-22.39	106	120	-11.67
Recreational	1	0	0.00%	3	2	50.00	22	13	69.23
Residential	173	187	-7.49%	354	456	-22.37	603	682	-11.58
Residential WF	9	6	50.00%	19	16	18.75	42	29	44.83
3/4-Plex	1	1	0.00%	2	1	100.00	4	3	33.33
Timeshare	0	0	0.00%	0	0	0.00			
Apartment	17	24	-29.17%	53	69	-23.19	149	147	1.36
Townhouse	52	61	-14.75%	135	127	6.30	233	230	1.30
RES TOTAL	342	362.00	-5.52%	746	873	-14.55%	1,428	1,489	-4.10
FARMS	4	9	-55.56%	16	15	6.67	45	51	-11.76
MULTIFAMILY	0	1	-100.00%	0	3	-100.00	4	5	-20.00
Acreage	12	24	-50.00%	35	50	-30.00	147	147	0.00
Acreage WF	0	3	-100.00%	1	5	-80.00	16	16	0.00
Lots	27	26	3.85%	47	53	-11.32	253	264	-4.17
Lots WF	1	1	0.00%	8	4	100.00	14	15	-6.67
LOTS TOTAL	40	54.00	-25.93%	91	112	-18.75%	430	442	-2.71
Business	5	7	-28.57%	12	18	-33.33	34	47	-27.66
Commercial	14	21	-33.33%	45	63	-28.57	147	135	8.89
Land	5	4	25.00%	12	12	0.00	29	30	-3.33
<b>GRAND TOTAL</b>	<b>410</b>	<b>458</b>	<b>-10.48%</b>	<b>922</b>	<b>1,096</b>	<b>-15.88%</b>	<b>2,117</b>	<b>2,199</b>	<b>-3.73</b>

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North Okanagan Statistics -- March 2013

## Comparative Activity -- Sales Information (Month)

Description	Unit Sales			Sales Volume			List/Sale Ratio	
	Cur Mo	Lst Yr Mo	Incr/Decr%	Cur Mo	Lst Yr Mo	Incr/Decr%	Cur Mo	Lst Yr Mo
<b>Zone = North Okanagan</b>								
Acreage/House	9	16	-43.75%	\$5,847,000	\$9,835,300	-40.55%	95.84%	92.85%
Duplex	2	0	0.00%	\$815,000	\$0	0.00%	96.01%	0.00%
Mobile Home	8	5	60.00%	\$1,144,900	\$616,000	85.86%	93.71%	93.28%
Recreational	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Residential	52	66	-21.21%	\$19,651,850	\$22,603,452	-13.06%	96.67%	96.61%
Residential WF	0	1	-100.00%	\$0	\$1,125,000	-100.00%	0.00%	93.83%
3/4-Plex	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Timeshare	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Apartment	10	6	66.67%	\$1,539,580	\$826,900	86.19%	94.14%	95.74%
Townhouse	16	20	-20.00%	\$3,988,160	\$5,596,100	-28.73%	95.70%	95.76%
RES TOTAL	97	114	-14.91%	\$32,986,490	\$40,602,752	-18.76%	96.16%	95.41%
FARMS	0	1	-100.00%	\$0	\$550,000	-100.00%	0.00%	84.75%
MULTIFAMILY	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Acreage	4	4	0.00%	\$861,000	\$825,000	4.36%	91.79%	95.49%
Acreage WF	0	2	-100.00%	\$0	\$307,700	-100.00%	0.00%	72.59%
Lots	5	2	150.00%	\$873,050	\$360,000	142.51%	94.09%	88.91%
Lots WF	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
LOTS TOTAL	9	8	12.50%	\$1,734,050	\$1,492,700	16.17%	92.93%	88.18%
Business	1	0	0.00%	\$858,000	\$0	0.00%	95.44%	0.00%
Commercial	1	2	-50.00%	\$38,534	\$867,100	-95.56%	0.00%	96.56%
Land	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
<b>GRAND TOTAL</b>	<b>108</b>	<b>125</b>	<b>-13.60%</b>	<b>\$35,617,074</b>	<b>\$43,512,552</b>	<b>-18.15%</b>	<b>96.08%</b>	<b>95.01%</b>

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North Okanagan Statistics -- March 2013

## Comparative Activity -- Sales Information (YTD)

Description	Unit Sales			Sales Volume			List/Sale Ratio	
	Cur YTD	Lst YTD	Incr/Decr%	Cur YTD	Lst YTD	Incr/Decr%	Cur YTD	Lst YTD
<b>Zone = North Okanagan</b>								
Acreage/House	23	27	-14.81%	\$11,703,000	\$17,197,000	-31.95%	93.95%	92.29%
Duplex	4	4	0.00%	\$1,443,000	\$1,178,000	22.50%	96.40%	101.05%
Mobile Home	18	11	63.64%	\$1,740,150	\$1,026,500	69.52%	93.28%	91.76%
Recreational	2	1	100.00%	\$200,000	\$121,000	65.29%	95.69%	98.37%
Residential	113	145	-22.07%	\$39,875,279	\$52,462,852	-23.99%	95.89%	96.15%
Residential WF	1	3	-66.67%	\$1,132,500	\$2,895,000	-60.88%	87.79%	93.48%
3/4-Plex	1	2	-50.00%	\$400,000	\$621,000	-35.59%	88.91%	92.70%
Timeshare	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Apartment	19	19	0.00%	\$3,032,705	\$2,989,700	1.44%	94.61%	93.68%
Townhouse	32	41	-21.95%	\$7,870,660	\$10,730,100	-26.65%	96.04%	95.49%
RES TOTAL	213	253	-15.81%	\$67,397,294	\$89,221,152	-24.46%	95.26%	95.12%
FARMS	0	3	-100.00%	\$0	\$1,650,000	-100.00%	0.00%	92.33%
MULTIFAMILY	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Acreage	7	7	0.00%	\$1,738,500	\$2,700,000	-35.61%	93.62%	87.84%
Acreage WF	0	2	-100.00%	\$0	\$307,700	-100.00%	0.00%	72.59%
Lots	9	7	28.57%	\$1,255,550	\$1,147,000	9.46%	92.83%	88.95%
Lots WF	1	0	0.00%	\$75,000	\$0	0.00%	93.75%	0.00%
LOTS TOTAL	17	16	6.25%	\$3,069,050	\$4,154,700	-26.13%	93.30%	86.79%
Business	1	2	-50.00%	\$858,000	\$358,000	139.66%	95.44%	152.99%
Commercial	6	13	-53.85%	\$1,197,665	\$4,616,281	-74.06%	156.10%	103.36%
Land	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
<b>GRAND TOTAL</b>	<b>237</b>	<b>287</b>	<b>-17.42%</b>	<b>\$72,522,009</b>	<b>\$100,000,133</b>	<b>-27.48%</b>	<b>95.79%</b>	<b>95.17%</b>

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North Okanagan Statistics -- March 2013

## Average/Median price, Days to Sell (Month)

Description	Average Price			Median Price			Days to Sell		
	Cur Mo	Lst Yr Mo	Incr/Decr%	Cur Mo	Lst Yr Mo	Incr/Decr%	Cur Mo	Lst Yr Mo	Incr/Decr%
<b>Zone = North Okanagan</b>									
Acreage/House	\$649,667	\$614,706	5.69%	\$490,000	\$387,550	26.44%	153	259	-40.87%
Duplex	\$407,500			\$407,500			65		
Mobile Home	\$143,113	\$123,200	16.16%	\$124,000	\$105,000	18.10%	202	86	134.74%
Recreational									
Residential	\$377,920	\$342,477	10.35%	\$338,500	\$339,250	-0.22%	132	95	39.72%
Residential WF		\$1,125,000			\$1,125,000			25	
3/4-Plex									
Timeshare									
Apartment	\$153,958	\$137,817	11.71%	\$156,450	\$137,000	14.20%	173	117	47.52%
Townhouse	\$249,260	\$279,805	-10.92%	\$226,000	\$290,250	-22.14%	160	187	-14.32%
RES TOTAL	\$340,067	\$356,164	-4.52%	\$308,000	\$317,250	-2.92%	147	134	9.84%
FARMS		\$550,000			\$550,000			588	
<b>MULTIFAMILY</b>									
Acreage	\$215,250	\$206,250	4.36%	\$219,000	\$221,500	-1.13%	343	180	90.28%
Acreage WF		\$153,850			\$153,850			921	
Lots	\$174,610	\$180,000	-2.99%	\$160,050	\$180,000	-11.08%	286	122	134.43%
Lots WF									
LOTS TOTAL	\$192,672	\$186,588	3.26%	\$188,000	\$201,500	-6.70%	311	351	-11.30%
Business	\$858,000			\$858,000			47		
Commercial	\$38,534	\$433,550	-91.11%	\$38,534	\$433,550	-91.11%	31	158	-80.32%
Land									
<b>GRAND TOTAL</b>	<b>\$329,788</b>	<b>\$348,100</b>	<b>-5.26%</b>	<b>\$292,500</b>	<b>\$313,000</b>	<b>-6.55%</b>	<b>159</b>	<b>152</b>	<b>4.58%</b>

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North Okanagan Statistics -- March 2013

**Average/Median price, Days to Sell (YTD)**

Description	Average Price			Median Price			Days to Sell		
	Cur YTD	Lst YTD	Incr/Decr%	Cur YTD	Lst YTD	Incr/Decr%	Cur YTD	Lst YTD	Incr/Decr%
<b>Zone = North Okanagan</b>									
Acreage/House	\$508,826	\$636,926	-20.11%	\$420,000	\$470,000	-10.64%	177	222	-20.37%
Duplex	\$360,750	\$294,500	22.50%	\$330,000	\$288,500	14.38%	82	157	-47.93%
Mobile Home	\$96,675	\$93,318	3.60%	\$53,875	\$83,000	-35.09%	228	158	44.22%
Recreational	\$100,000	\$121,000	-17.36%	\$100,000	\$121,000	-17.36%	172	167	2.99%
Residential	\$352,879	\$361,813	-2.47%	\$328,500	\$345,000	-4.78%	135	132	2.34%
Residential WF	\$1,132,500	\$965,000	17.36%	\$1,132,500	\$910,000	24.45%	330	105	215.29%
3/4-Plex	\$400,000	\$310,500	28.82%	\$400,000	\$310,500	28.82%	251	141	78.65%
Timeshare									
Apartment	\$159,616	\$157,353	1.44%	\$149,000	\$141,000	5.67%	161	162	-0.94%
Townhouse	\$245,958	\$261,710	-6.02%	\$226,000	\$260,000	-13.08%	140	196	-28.55%
RES TOTAL	\$316,419	\$352,653	-10.27%	\$295,000	\$318,000	-7.23%	151	156	-2.81%
FARMS		\$550,000			\$550,000			347	
<b>MULTIFAMILY</b>									
Acreage	\$248,357	\$385,714	-35.61%	\$188,000	\$272,000	-30.88%	451	134	237.50%
Acreage WF		\$153,850			\$153,850			921	
Lots	\$139,506	\$163,857	-14.86%	\$120,000	\$150,000	-20.00%	379	417	-9.02%
Lots WF	\$75,000			\$75,000			28		
LOTS TOTAL	\$180,532	\$259,669	-30.48%	\$155,000	\$201,500	-23.08%	388	356	9.06%
Business	\$858,000	\$179,000	379.33%	\$858,000	\$179,000	379.33%	47	137	-65.57%
Commercial	\$199,611	\$355,099	-43.79%	\$124,267	\$192,000	-35.28%	282	207	35.97%
Land									
<b>GRAND TOTAL</b>	<b>\$306,000</b>	<b>\$348,433</b>	<b>-12.18%</b>	<b>\$285,000</b>	<b>\$310,000</b>	<b>-8.06%</b>	<b>171</b>	<b>171</b>	<b>0.07%</b>

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