

**North Okanagan Monthly Statistics**  
**March 2015**

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## Zone Totals

Description	CM This Year	CM Last Year	Increase	This YTD	Last YTD	Increase
<b>Area = Central Okanagan</b>						
1 Units Listed	1,205	938	28.46%	2,859	2,540	12.56%
2 Units Sold	516	401	28.68%	1,109	898	23.50%
3 Sales Volume	\$217,827,920	\$164,349,837	32.54%	\$462,916,898	\$370,632,129	24.90%
4 List/Sell Ratio	96.71%	95.39%		96.54%	94.95%	
5 Days to Sell	85	104	-18.36%	94	119	-21.59%
6 Active Listings	3,551	3,868	-8.20%			
<b>Area = North Okanagan</b>						
1 Units Listed	452	366	23.50%	989	936	5.66%
2 Units Sold	140	142	-1.41%	312	336	-7.14%
3 Sales Volume	\$41,681,010	\$45,304,778	-8.00%	\$98,386,999	\$105,016,954	-6.31%
4 List/Sell Ratio	96.23%	96.43%		96.22%	95.51%	
5 Days to Sell	154	133	15.48%	149	140	6.44%
6 Active Listings	1,924	1,920	0.21%			
<b>Area = Shuswap / Revels</b>						
1 Units Listed	288	213	35.21%	611	498	22.69%
2 Units Sold	89	75	18.67%	167	160	4.38%
3 Sales Volume	\$25,929,686	\$18,289,696	41.77%	\$49,175,739	\$39,577,415	24.25%
4 List/Sell Ratio	94.90%	92.62%		95.61%	93.65%	
5 Days to Sell	132	199	-33.76%	139	208	-33.17%
6 Active Listings	1,346	1,429	-5.81%			
<b>Area = Grand Total</b>						
1 Units Listed	1,945	1,517	28.21%	4,459	3,974	12.20%
2 Units Sold	745	618	20.55%	1,588	1,394	13.92%
3 Sales Volume	\$285,438,616	\$227,944,312	25.22%	\$610,479,636	\$515,226,497	18.49%
4 List/Sell Ratio	96.47%	95.37%		96.41%	94.96%	
5 Days to Sell	103	122	-15.37%	109	135	-18.78%
6 Active Listings	6,821	7,217	-5.49%			

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

North Okanagan Statistics -- March 2015

**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>	140	\$41,681,010	63	\$21,438,733
<b>Last Month</b>	88	\$31,768,342	39	\$13,882,793
<b>This Month Last Year</b>	142	\$45,304,778	90	\$30,589,328

  

<b>Description</b>	<b>Total Listings Taken</b>	<b>Inventory</b>
<b>This Month</b>	452	1,924
<b>Last Month</b>	302	1,770
<b>This Month Last Year</b>	366	1,920

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North Okanagan Statistics -- March 2015

## Quick Summary Part 2

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### Condo/Apt

Sales	10
New Listings	18
Current Inventory	131
Sell/Inv. Ratio	7.63%
Days to Sell	124
Average Price	\$177,050
Median Price	\$174,500

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### Condo/Townhouse

Sales	27
New Listings	71
Current Inventory	173
Sell/Inv. Ratio	15.61%
Days to Sell	119
Average Price	\$255,165
Median Price	\$247,500

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### Lots

Sales	12
New Listings	40
Current Inventory	405
Sell/Inv. Ratio	2.96%
Days to Sell	412
Average Price	\$183,657
Median Price	\$168,000

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### Residential

Sales	63
New Listings	185
Current Inventory	538
Sell/Inv. Ratio	11.71%
Days to Sell	90
Average Price	\$340,297
Median Price	\$322,900
Ratio of Sales vs Inventory	10.41%

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North Okanagan Statistics -- March 2015

## 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	63	37	70.27%	112	85	31.76	233	192	21.35
Duplex	6	11	-45.45%	17	29	-41.38	29	33	-12.12
Mobile Home	23	18	27.78%	42	39	7.69	71	73	-2.74
Recreational	3	1	200.00%	9	4	125.00	30	21	42.86
Residential	185	160	15.63%	405	366	10.66	538	552	-2.54
Residential WF	14	5	180.00%	25	11	127.27	36	41	-12.20
3/4-Plex	1	2	-50.00%	1	5	-80.00	8	8	0.00
Timeshare	0	0	0.00%	0	0	0.00			
Apartment	18	19	-5.26%	51	57	-10.53	131	138	-5.07
Townhouse	71	45	57.78%	138	121	14.05	173	187	-7.49
RES TOTAL	384	298.00	28.86%	800	717	11.58%	1,249	1,245	0.32
FARMS	7	5	40.00%	23	10	130.00	48	34	41.18
MULTIFAMILY	2	1	100.00%	3	2	50.00	5	5	0.00
Acreage	17	13	30.77%	36	28	28.57	139	145	-4.14
Acreage WF	2	0	0.00%	2	2	0.00	12	21	-42.86
Lots	15	14	7.14%	54	103	-47.57	234	252	-7.14
Lots WF	6	3	100.00%	9	4	125.00	20	12	66.67
LOTS TOTAL	40	30.00	33.33%	101	137	-26.28%	405	430	-5.81
Business	7	7	0.00%	15	13	15.38	43	28	53.57
Commercial	10	22	-54.55%	40	48	-16.67	139	148	-6.08
Land	2	2	0.00%	6	8	-25.00	33	28	17.86
COMM TOTAL	19	31.00	-38.71%	61	69	-11.59%	215	204	5.39
<b>GRAND TOTAL</b>	<b>452</b>	<b>365</b>	<b>23.84%</b>	<b>988</b>	<b>935</b>	<b>5.67%</b>	<b>1,922</b>	<b>1,918</b>	<b>0.21</b>

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North Okanagan Statistics -- March 2015

## 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	12	7	71.43%	\$6,521,000	\$3,672,200	77.58%	94.39%	96.07%
Duplex	1	5	-80.00%	\$645,000	\$1,629,800	-60.42%	93.61%	99.16%
Mobile Home	6	5	20.00%	\$794,000	\$629,900	26.05%	96.23%	94.21%
Recreational	2	2	0.00%	\$673,500	\$321,000	109.81%	89.92%	97.60%
Residential	63	90	-30.00%	\$21,438,733	\$30,589,328	-29.91%	97.02%	97.03%
Residential WF	1	3	-66.67%	\$559,200	\$1,837,649	-69.57%	90.93%	92.40%
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%	\$1,770,500	\$962,000	84.04%	95.72%	97.17%
Townhouse	27	14	92.86%	\$6,889,450	\$3,883,100	77.42%	97.45%	96.05%
RES TOTAL	122	132	-7.58%	\$39,291,383	\$43,524,977	-9.73%	96.30%	96.70%
FARMS	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
MULTIFAMILY	0	1	-100.00%	\$0	\$310,000	-100.00%	0.00%	94.22%
Acreage	2	3	-33.33%	\$344,500	\$639,500	-46.13%	91.38%	86.89%
Acreage WF	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Lots	8	3	166.67%	\$1,202,380	\$395,300	204.17%	96.59%	88.85%
Lots WF	2	0	0.00%	\$657,000	\$0	0.00%	94.13%	0.00%
LOTS TOTAL	12	6	100.00%	\$2,203,880	\$1,034,800	112.98%	95.00%	87.63%
Business	0	1	-100.00%	\$0	\$50,000	-100.00%	0.00%	72.46%
Commercial	5	2	150.00%	\$747	\$385,001	-99.81%	0.00%	97.47%
Land	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
COMM TOTAL	5	3	66.67%	\$747	\$435,001	-99.83%	0.00%	93.75%
<b>GRAND TOTAL</b>	<b>139</b>	<b>142</b>	<b>-2.11%</b>	<b>\$41,496,010</b>	<b>\$45,304,778</b>	<b>-8.41%</b>	<b>96.23%</b>	<b>96.43%</b>

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North Okanagan Statistics -- March 2015

## 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	29	21	38.10%	\$16,654,700	\$11,074,939	50.38%	94.52%	95.94%
Duplex	9	13	-30.77%	\$2,628,212	\$4,021,200	-34.64%	97.15%	97.52%
Mobile Home	13	14	-7.14%	\$1,474,000	\$1,410,800	4.48%	93.43%	92.51%
Recreational	2	2	0.00%	\$673,500	\$321,000	109.81%	89.92%	97.60%
Residential	138	167	-17.37%	\$48,364,976	\$58,351,356	-17.11%	97.16%	96.95%
Residential WF	3	6	-50.00%	\$4,049,199	\$4,471,399	-9.44%	94.28%	93.23%
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	24	22	9.09%	\$4,457,388	\$3,779,900	17.92%	95.95%	94.59%
Townhouse	55	39	41.03%	\$13,204,650	\$9,928,984	32.99%	96.97%	95.74%
RES TOTAL	273	284	-3.87%	\$91,506,625	\$93,359,578	-1.98%	96.33%	96.37%
FARMS	0	1	-100.00%	\$0	\$1,700,000	-100.00%	0.00%	75.69%
MULTIFAMILY	0	1	-100.00%	\$0	\$310,000	-100.00%	0.00%	94.22%
Acreage	5	6	-16.67%	\$1,184,500	\$1,164,825	1.69%	92.05%	88.19%
Acreage WF	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Lots	17	36	-52.78%	\$3,141,810	\$5,498,550	-42.86%	95.53%	94.47%
Lots WF	2	0	0.00%	\$657,000	\$0	0.00%	94.13%	0.00%
LOTS TOTAL	24	42	-42.86%	\$4,983,310	\$6,663,375	-25.21%	94.50%	93.31%
Business	1	1	0.00%	\$20,000	\$50,000	-60.00%	66.67%	72.46%
Commercial	13	6	116.67%	\$1,692,064	\$2,374,001	-28.73%	95.32%	88.03%
Land	0	1	-100.00%	\$0	\$560,000	-100.00%	0.00%	93.49%
COMM TOTAL	14	8	75.00%	\$1,712,064	\$2,984,001	-42.63%	94.85%	88.68%
<b>GRAND TOTAL</b>	<b>311</b>	<b>336</b>	<b>-7.44%</b>	<b>\$98,201,999</b>	<b>\$105,016,954</b>	<b>-6.49%</b>	<b>96.21%</b>	<b>95.51%</b>

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North Okanagan Statistics -- March 2015

## 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	\$543,417	\$524,600	3.59%	\$549,500	\$510,000	7.75%	212	167	26.91%
Duplex	\$645,000	\$325,960	97.88%	\$645,000	\$255,000	152.94%	98	47	106.75%
Mobile Home	\$132,333	\$125,980	5.04%	\$126,500	\$153,000	-17.32%	108	78	38.82%
Recreational	\$336,750	\$160,500	109.81%	\$336,750	\$160,500	109.81%	424	512	-17.29%
Residential	\$340,297	\$339,881	0.12%	\$322,900	\$329,000	-1.85%	90	117	-22.79%
Residential WF	\$559,200	\$612,550	-8.71%	\$559,200	\$450,000	24.27%	253	284	-10.92%
3/4-Plex									
Timeshare									
Apartment	\$177,050	\$160,333	10.43%	\$174,500	\$165,000	5.76%	124	217	-42.95%
Townhouse	\$255,165	\$277,364	-8.00%	\$247,500	\$282,500	-12.39%	119	121	-1.64%
RES TOTAL	\$322,061	\$329,735	-2.33%	\$300,000	\$320,000	-6.25%	119	130	-8.67%
<b>FARMS</b>									
MULTIFAMILY		\$310,000			\$310,000			19	
Acreage	\$172,250	\$213,167	-19.19%	\$172,250	\$204,500	-15.77%	47	137	-65.69%
Acreage WF									
Lots	\$150,298	\$131,767	14.06%	\$167,500	\$170,300	-1.64%	528	203	160.53%
Lots WF	\$328,500			\$328,500			313		
LOTS TOTAL	\$183,657	\$172,467	6.49%	\$168,000	\$172,650	-2.69%	412	170	142.54%
Business		\$50,000			\$50,000			85	
Commercial	\$149	\$192,501	-99.92%	\$10	\$192,501	-99.99%	335	274	22.41%
Land									
COMM TOTAL	\$149	\$145,000	-99.90%	\$10	\$50,000	-99.98%	335	211	58.96%
<b>GRAND TOTAL</b>	<b>\$298,532</b>	<b>\$319,048</b>	<b>-6.43%</b>	<b>\$282,000</b>	<b>\$309,950</b>	<b>-9.02%</b>	<b>152</b>	<b>133</b>	<b>14.43%</b>

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North Okanagan Statistics -- March 2015

**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	\$574,300	\$527,378	8.90%	\$584,000	\$522,000	11.88%	166	220	-24.38%
Duplex	\$292,024	\$309,323	-5.59%	\$245,000	\$240,000	2.08%	99	101	-2.13%
Mobile Home	\$113,385	\$100,771	12.52%	\$87,000	\$105,500	-17.54%	118	104	13.54%
Recreational	\$336,750	\$160,500	109.81%	\$336,750	\$160,500	109.81%	424	512	-17.29%
Residential	\$350,471	\$349,409	0.30%	\$334,250	\$330,000	1.29%	100	127	-21.76%
Residential WF	\$1,349,733	\$745,233	81.12%	\$559,200	\$791,875	-29.38%	189	277	-31.65%
3/4-Plex									
Timeshare									
Apartment	\$185,725	\$171,814	8.10%	\$197,000	\$180,000	9.44%	124	145	-14.60%
Townhouse	\$240,085	\$254,589	-5.70%	\$245,000	\$258,500	-5.22%	123	141	-12.33%
RES TOTAL	\$335,189	\$328,731	1.96%	\$300,000	\$300,250	-0.08%	118	141	-16.36%
FARMS		\$1,700,000			\$1,700,000			445	
MULTIFAMILY		\$310,000			\$310,000			19	
Acreage	\$236,900	\$194,138	22.03%	\$208,500	\$182,750	14.09%	208	253	-17.97%
Acreage WF									
Lots	\$184,812	\$152,738	21.00%	\$167,000	\$150,000	11.33%	438	93	369.77%
Lots WF	\$328,500			\$328,500			313		
LOTS TOTAL	\$207,638	\$158,652	30.88%	\$169,000	\$150,000	12.67%	380	116	226.93%
Business	\$20,000	\$50,000	-60.00%	\$20,000	\$50,000	-60.00%	118	85	38.82%
Commercial	\$130,159	\$395,667	-67.10%	\$20	\$255,000	-99.99%	355	184	93.16%
Land		\$560,000			\$560,000			366	
COMM TOTAL	\$122,290	\$373,000	-67.21%	\$23	\$255,000	-99.99%	338	194	74.04%
<b>GRAND TOTAL</b>	<b>\$315,762</b>	<b>\$312,550</b>	<b>1.03%</b>	<b>\$287,000</b>	<b>\$275,000</b>	<b>4.36%</b>	<b>148</b>	<b>140</b>	<b>5.98%</b>

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