

**North Okanagan Monthly Statistics
June 2015**

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Zone Totals

| Description | CM This Year | CM Last Year | Increase | This YTD | Last YTD | Increase |
|--------------------------------|---------------|---------------|----------|-----------------|-----------------|----------|
| Area = Central Okanagan | | | | | | |
| 1 Units Listed | 990 | 980 | 1.02% | 5,958 | 5,681 | 4.88% |
| 2 Units Sold | 663 | 606 | 9.41% | 2,923 | 2,615 | 11.78% |
| 3 Sales Volume | \$275,737,517 | \$246,624,690 | 11.80% | \$1,244,646,245 | \$1,088,477,641 | 14.35% |
| 4 List/Sell Ratio | 97.15% | 96.52% | | 96.67% | 95.81% | |
| 5 Days to Sell | 75 | 88 | -15.47% | 79 | 103 | -23.08% |
| 6 Active Listings | 3,755 | 4,006 | -6.27% | | | |
| Area = North Okanagan | | | | | | |
| 1 Units Listed | 444 | 401 | 10.72% | 2,389 | 2,293 | 4.19% |
| 2 Units Sold | 221 | 234 | -5.56% | 964 | 976 | -1.23% |
| 3 Sales Volume | \$81,374,232 | \$91,587,225 | -11.15% | \$332,074,929 | \$337,976,723 | -1.75% |
| 4 List/Sell Ratio | 96.09% | 96.04% | | 96.24% | 95.97% | |
| 5 Days to Sell | 106 | 112 | -5.72% | 116 | 137 | -14.77% |
| 6 Active Listings | 2,199 | 2,235 | -1.61% | | | |
| Area = Shuswap / Revels | | | | | | |
| 1 Units Listed | 241 | 267 | -9.74% | 1,436 | 1,381 | 3.98% |
| 2 Units Sold | 122 | 121 | 0.83% | 529 | 496 | 6.65% |
| 3 Sales Volume | \$45,880,384 | \$34,560,335 | 32.75% | \$169,696,874 | \$138,652,848 | 22.39% |
| 4 List/Sell Ratio | 95.24% | 95.09% | | 95.40% | 93.21% | |
| 5 Days to Sell | 124 | 180 | -31.02% | 137 | 187 | -26.58% |
| 6 Active Listings | 1,557 | 1,694 | -8.09% | | | |
| Area = Grand Total | | | | | | |
| 1 Units Listed | 1,675 | 1,648 | 1.64% | 9,783 | 9,355 | 4.58% |
| 2 Units Sold | 1,006 | 961 | 4.68% | 4,416 | 4,087 | 8.05% |
| 3 Sales Volume | \$402,992,134 | \$372,772,249 | 8.11% | \$1,746,418,049 | \$1,565,107,212 | 11.58% |
| 4 List/Sell Ratio | 96.72% | 96.27% | | 96.47% | 95.61% | |
| 5 Days to Sell | 88 | 106 | -17.21% | 94 | 121 | -22.20% |
| 6 Active Listings | 7,511 | 7,935 | -5.34% | | | |

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

North Okanagan Statistics -- June 2015

Quick Summary Part 1

| | | | Residential | |
|-----------------------------|-------------------------|---------------------------|-------------------------|---------------------------|
| Description | Total Units Sold | Total Sales Volume | Total Units Sold | Total Sales Volume |
| This Month | 221 | \$81,374,232 | 107 | \$42,809,927 |
| Last Month | 229 | \$83,396,010 | 117 | \$44,869,244 |
| This Month Last Year | 234 | \$91,587,225 | 121 | \$48,180,434 |

| Description | Total Listings Taken | Inventory |
|-----------------------------|-----------------------------|------------------|
| This Month | 444 | 2,199 |
| Last Month | 469 | 2,154 |
| This Month Last Year | 401 | 2,235 |

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

North Okanagan Statistics -- June 2015

Quick Summary Part 2

Condo/Apt

| | |
|-------------------|-----------|
| Sales | 7 |
| New Listings | 18 |
| Current Inventory | 131 |
| Sell/Inv. Ratio | 5.34% |
| Days to Sell | 81 |
| Average Price | \$204,429 |
| Median Price | \$198,000 |

Condo/Townhouse

| | |
|-------------------|-----------|
| Sales | 31 |
| New Listings | 44 |
| Current Inventory | 177 |
| Sell/Inv. Ratio | 17.51% |
| Days to Sell | 70 |
| Average Price | \$238,845 |
| Median Price | \$225,000 |

Lots

| | |
|-------------------|-----------|
| Sales | 16 |
| New Listings | 43 |
| Current Inventory | 417 |
| Sell/Inv. Ratio | 3.84% |
| Days to Sell | 330 |
| Average Price | \$154,731 |
| Median Price | \$158,025 |

Residential

| | |
|-------------------|-----------|
| Sales | 107 |
| New Listings | 175 |
| Current Inventory | 676 |
| Sell/Inv. Ratio | 15.83% |
| Days to Sell | 68 |
| Average Price | \$400,093 |
| Median Price | \$383,500 |

| | |
|-----------------------------|--------|
| Ratio of Sales vs Inventory | 14.27% |
|-----------------------------|--------|

North Okanagan Statistics -- June 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% |
| Zone = North Okanagan | | | | | | | | | |
| Acreage/House | 53 | 50 | 6.00% | 289 | 273 | 5.86 | 285 | 277 | 2.89 |
| Duplex | 8 | 12 | -33.33% | 50 | 63 | -20.63 | 36 | 48 | -25.00 |
| Mobile Home | 18 | 15 | 20.00% | 99 | 99 | 0.00 | 72 | 81 | -11.11 |
| Recreational | 44 | 5 | 780.00% | 61 | 24 | 154.17 | 76 | 34 | 123.53 |
| Residential | 175 | 169 | 3.55% | 1,010 | 906 | 11.48 | 676 | 630 | 7.30 |
| Residential WF | 6 | 13 | -53.85% | 49 | 52 | -5.77 | 46 | 66 | -30.30 |
| 3/4-Plex | 1 | 1 | 0.00% | 3 | 8 | -62.50 | 6 | 9 | -33.33 |
| Timeshare | 0 | 0 | 0.00% | 1 | 0 | 0.00 | 1 | | |
| Apartment | 18 | 23 | -21.74% | 119 | 126 | -5.56 | 131 | 138 | -5.07 |
| Townhouse | 44 | 28 | 57.14% | 277 | 249 | 11.24 | 177 | 206 | -14.08 |
| RES TOTAL | 367 | 316.00 | 16.14% | 1,958 | 1,800 | 8.78% | 1,506 | 1,489 | 1.14 |
| FARMS | 5 | 2 | 150.00% | 46 | 32 | 43.75 | 55 | 43 | 27.91 |
| MULTIFAMILY | 1 | 0 | 0.00% | 6 | 4 | 50.00 | 5 | 5 | 0.00 |
| Acreage | 11 | 18 | -38.89% | 77 | 75 | 2.67 | 144 | 148 | -2.70 |
| Acreage WF | 1 | 2 | -50.00% | 6 | 11 | -45.45 | 11 | 19 | -42.11 |
| Lots | 30 | 34 | -11.76% | 140 | 213 | -34.27 | 237 | 301 | -21.26 |
| Lots WF | 1 | 4 | -75.00% | 15 | 15 | 0.00 | 25 | 16 | 56.25 |
| LOTS TOTAL | 43 | 58.00 | -25.86% | 238 | 314 | -24.20% | 417 | 484 | -13.84 |
| Business | 3 | 7 | -57.14% | 25 | 25 | 0.00 | 40 | 34 | 17.65 |
| Commercial | 22 | 16 | 37.50% | 99 | 101 | -1.98 | 143 | 149 | -4.03 |
| Land | 2 | 2 | 0.00% | 15 | 15 | 0.00 | 32 | 29 | 10.34 |
| COMM TOTAL | 27 | 25.00 | 8.00% | 139 | 141 | -1.42% | 215 | 212 | 1.42 |
| GRAND TOTAL | 443 | 401 | 10.47% | 2,387 | 2,291 | 4.19% | 2,198 | 2,233 | -1.57 |

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

North Okanagan Statistics -- June 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 |
| Zone = North Okanagan | | | | | | | | |
| Acreage/House | 26 | 25 | 4.00% | \$14,161,100 | \$13,910,900 | 1.80% | 95.56% | 96.06% |
| Duplex | 6 | 9 | -33.33% | \$2,246,000 | \$3,395,500 | -33.85% | 99.75% | 96.67% |
| Mobile Home | 15 | 11 | 36.36% | \$1,698,000 | \$1,838,000 | -7.62% | 95.32% | 93.85% |
| Recreational | 0 | 0 | 0.00% | \$0 | \$0 | 0.00% | 0.00% | 0.00% |
| Residential | 107 | 121 | -11.57% | \$42,809,927 | \$48,180,434 | -11.15% | 96.96% | 97.02% |
| Residential WF | 3 | 3 | 0.00% | \$3,280,000 | \$6,300,000 | -47.94% | 93.26% | 91.30% |
| 3/4-Plex | 2 | 0 | 0.00% | \$904,286 | \$0 | 0.00% | 92.46% | 0.00% |
| Timeshare | 0 | 0 | 0.00% | \$0 | \$0 | 0.00% | 0.00% | 0.00% |
| Apartment | 7 | 13 | -46.15% | \$1,431,000 | \$3,972,900 | -63.98% | 96.19% | 95.90% |
| Townhouse | 31 | 32 | -3.13% | \$7,404,200 | \$8,050,480 | -8.03% | 96.89% | 96.20% |
| RES TOTAL | 197 | 214 | -7.94% | \$73,934,513 | \$85,648,214 | -13.68% | 96.49% | 96.21% |
| FARMS | 0 | 2 | -100.00% | \$0 | \$1,925,000 | -100.00% | 0.00% | 91.34% |
| MULTIFAMILY | 1 | 0 | 0.00% | \$1,050,000 | \$0 | 0.00% | 93.33% | 0.00% |
| Acreage | 5 | 2 | 150.00% | \$909,750 | \$413,000 | 120.28% | 94.40% | 98.83% |
| Acreage WF | 0 | 1 | -100.00% | \$0 | \$200,000 | -100.00% | 0.00% | 95.24% |
| Lots | 11 | 12 | -8.33% | \$1,565,950 | \$2,381,500 | -34.25% | 91.33% | 94.92% |
| Lots WF | 0 | 1 | -100.00% | \$0 | \$339,500 | -100.00% | 0.00% | 97.28% |
| LOTS TOTAL | 16 | 16 | 0.00% | \$2,475,700 | \$3,334,000 | -25.74% | 92.44% | 95.64% |
| Business | 1 | 0 | 0.00% | \$187,500 | \$0 | 0.00% | 94.22% | 0.00% |
| Commercial | 5 | 2 | 150.00% | \$3,571,520 | \$680,011 | 425.22% | 92.10% | 90.79% |
| Land | 1 | 0 | 0.00% | \$155,000 | \$0 | 0.00% | 88.57% | 0.00% |
| COMM TOTAL | 7 | 2 | 250.00% | \$3,914,020 | \$680,011 | 475.58% | 92.05% | 90.79% |
| GRAND TOTAL | 221 | 234 | -5.56% | \$81,374,232 | \$91,587,225 | -11.15% | 96.09% | 96.04% |

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North Okanagan Statistics -- June 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 |
| Zone = North Okanagan | | | | | | | | |
| Acreage/House | 108 | 84 | 28.57% | \$59,566,700 | \$44,687,839 | 33.30% | 95.04% | 95.81% |
| Duplex | 25 | 28 | -10.71% | \$8,552,600 | \$9,613,500 | -11.04% | 97.23% | 97.18% |
| Mobile Home | 48 | 51 | -5.88% | \$5,531,200 | \$5,836,550 | -5.23% | 95.03% | 93.86% |
| Recreational | 2 | 4 | -50.00% | \$673,500 | \$536,000 | 25.65% | 89.92% | 94.25% |
| Residential | 464 | 508 | -8.66% | \$175,174,810 | \$188,911,826 | -7.27% | 97.26% | 96.88% |
| Residential WF | 10 | 14 | -28.57% | \$10,021,999 | \$16,938,149 | -40.83% | 94.02% | 93.32% |
| 3/4-Plex | 3 | 2 | 50.00% | \$1,310,286 | \$598,250 | 119.02% | 93.73% | 96.52% |
| Timeshare | 0 | 0 | 0.00% | \$0 | \$0 | 0.00% | 0.00% | 0.00% |
| Apartment | 58 | 57 | 1.75% | \$10,859,388 | \$11,825,600 | -8.17% | 96.25% | 95.45% |
| Townhouse | 149 | 123 | 21.14% | \$37,620,325 | \$31,487,248 | 19.48% | 96.80% | 96.36% |
| RES TOTAL | 867 | 871 | -0.46% | \$309,310,808 | \$310,434,962 | -0.36% | 96.55% | 96.36% |
| FARMS | 1 | 5 | -80.00% | \$100,000 | \$5,125,000 | -98.05% | 100.00% | 85.65% |
| MULTIFAMILY | 2 | 2 | 0.00% | \$1,720,000 | \$670,000 | 156.72% | 91.05% | 95.99% |
| Acreage | 20 | 16 | 25.00% | \$4,555,250 | \$3,492,800 | 30.42% | 93.94% | 92.13% |
| Acreage WF | 0 | 3 | -100.00% | \$0 | \$560,000 | -100.00% | 0.00% | 89.74% |
| Lots | 39 | 61 | -36.07% | \$6,379,265 | \$9,499,050 | -32.84% | 93.84% | 94.16% |
| Lots WF | 2 | 2 | 0.00% | \$657,000 | \$759,500 | -13.50% | 94.13% | 95.06% |
| LOTS TOTAL | 61 | 82 | -25.61% | \$11,591,515 | \$14,311,350 | -19.00% | 93.90% | 93.53% |
| Business | 3 | 2 | 50.00% | \$525,300 | \$268,000 | 96.01% | 94.14% | 93.06% |
| Commercial | 27 | 11 | 145.45% | \$8,080,606 | \$5,349,412 | 51.06% | 91.01% | 91.37% |
| Land | 2 | 2 | 0.00% | \$561,700 | \$1,525,000 | -63.17% | 77.48% | 95.67% |
| COMM TOTAL | 32 | 15 | 113.33% | \$9,167,606 | \$7,142,412 | 28.35% | 90.21% | 92.32% |
| GRAND TOTAL | 963 | 975 | -1.23% | \$331,889,929 | \$337,683,723 | -1.72% | 96.24% | 95.97% |

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

North Okanagan Statistics -- June 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% |
| Zone = North Okanagan | | | | | | | | | |
| Acreage/House | \$544,658 | \$556,436 | -2.12% | \$479,500 | \$529,000 | -9.36% | 149 | 112 | 33.15% |
| Duplex | \$374,333 | \$377,278 | -0.78% | \$378,000 | \$401,000 | -5.74% | 40 | 49 | -18.52% |
| Mobile Home | \$113,200 | \$167,091 | -32.25% | \$96,000 | \$175,000 | -45.14% | 100 | 115 | -12.83% |
| Recreational | | | | | | | | | |
| Residential | \$400,093 | \$398,185 | 0.48% | \$383,500 | \$374,900 | 2.29% | 68 | 87 | -21.38% |
| Residential WF | \$1,093,333 | \$2,100,000 | -47.94% | \$1,150,000 | \$2,100,000 | -45.24% | 77 | 269 | -71.25% |
| 3/4-Plex | \$452,143 | | | \$452,143 | | | 395 | | |
| Timeshare | | | | | | | | | |
| Apartment | \$204,429 | \$305,608 | -33.11% | \$198,000 | \$210,000 | -5.71% | 81 | 129 | -37.40% |
| Townhouse | \$238,845 | \$251,578 | -5.06% | \$225,000 | \$232,000 | -3.02% | 70 | 124 | -43.08% |
| RES TOTAL | \$375,302 | \$400,225 | -6.23% | \$352,000 | \$331,750 | 6.10% | 85 | 100 | -15.52% |
| FARMS | | \$962,500 | | | \$962,500 | | | 36 | |
| MULTIFAMILY | \$1,050,000 | | | \$1,050,000 | | | 70 | | |
| Acreage | \$181,950 | \$206,500 | -11.89% | \$169,500 | \$206,500 | -17.92% | 293 | 457 | -35.82% |
| Acreage WF | | \$200,000 | | | \$200,000 | | | 46 | |
| Lots | \$142,359 | \$198,458 | -28.27% | \$142,500 | \$154,500 | -7.77% | 347 | 293 | 18.40% |
| Lots WF | | \$339,500 | | | \$339,500 | | | 34 | |
| LOTS TOTAL | \$154,731 | \$208,375 | -25.74% | \$158,025 | \$177,500 | -10.97% | 330 | 282 | 17.13% |
| Business | \$187,500 | | | \$187,500 | | | 580 | | |
| Commercial | \$714,304 | \$340,005 | 110.09% | \$360,000 | \$340,005 | 5.88% | 146 | 109 | 34.19% |
| Land | \$155,000 | | | \$155,000 | | | 31 | | |
| COMM TOTAL | \$559,146 | \$340,005 | 64.45% | \$187,500 | \$340,005 | -44.85% | 191 | 109 | 76.30% |
| GRAND TOTAL | \$368,209 | \$391,398 | -5.92% | \$339,000 | \$325,000 | 4.31% | 106 | 112 | -5.72% |

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

North Okanagan Statistics -- June 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% |
| Zone = North Okanagan | | | | | | | | | |
| Acreage/House | \$551,544 | \$531,998 | 3.67% | \$511,000 | \$503,750 | 1.44% | 121 | 189 | -36.13% |
| Duplex | \$342,104 | \$343,339 | -0.36% | \$315,000 | \$306,750 | 2.69% | 81 | 74 | 8.51% |
| Mobile Home | \$115,233 | \$114,442 | 0.69% | \$92,950 | \$106,000 | -12.31% | 124 | 148 | -16.23% |
| Recreational | \$336,750 | \$134,000 | 151.31% | \$336,750 | \$124,000 | 171.57% | 422 | 394 | 6.98% |
| Residential | \$377,532 | \$371,874 | 1.52% | \$353,250 | \$345,000 | 2.39% | 81 | 105 | -23.15% |
| Residential WF | \$1,002,200 | \$1,209,868 | -17.16% | \$950,000 | \$1,007,500 | -5.71% | 116 | 203 | -42.67% |
| 3/4-Plex | \$436,762 | \$299,125 | 46.01% | \$406,000 | \$299,125 | 35.73% | 416 | 58 | 616.67% |
| Timeshare | | | | | | | | | |
| Apartment | \$187,231 | \$207,467 | -9.75% | \$194,500 | \$190,000 | 2.37% | 124 | 145 | -14.16% |
| Townhouse | \$252,485 | \$255,994 | -1.37% | \$235,000 | \$250,000 | -6.00% | 91 | 131 | -30.49% |
| RES TOTAL | \$356,760 | \$356,412 | 0.10% | \$325,000 | \$320,000 | 1.56% | 95 | 124 | -23.11% |
| FARMS | \$100,000 | \$1,025,000 | -90.24% | \$100,000 | \$875,000 | -88.57% | 19 | 652 | -97.09% |
| MULTIFAMILY | \$860,000 | \$335,000 | 156.72% | \$860,000 | \$335,000 | 156.72% | 70 | 328 | -78.78% |
| Acreage | \$227,763 | \$218,300 | 4.33% | \$200,000 | \$226,288 | -11.62% | 280 | 256 | 9.17% |
| Acreage WF | | \$186,667 | | | \$200,000 | | | 1,080 | |
| Lots | \$163,571 | \$155,722 | 5.04% | \$160,000 | \$150,000 | 6.67% | 354 | 181 | 96.30% |
| Lots WF | \$328,500 | \$379,750 | -13.50% | \$328,500 | \$379,750 | -13.50% | 312 | 60 | 424.37% |
| LOTS TOTAL | \$190,025 | \$174,529 | 8.88% | \$168,000 | \$152,000 | 10.53% | 329 | 225 | 45.84% |
| Business | \$175,100 | \$134,000 | 30.67% | \$187,500 | \$134,000 | 39.93% | 248 | 67 | 272.43% |
| Commercial | \$299,282 | \$486,310 | -38.46% | \$764 | \$235,000 | -99.68% | 298 | 231 | 28.97% |
| Land | \$280,850 | \$762,500 | -63.17% | \$280,850 | \$762,500 | -63.17% | 169 | 193 | -12.47% |
| COMM TOTAL | \$286,488 | \$476,161 | -39.83% | \$87,500 | \$235,000 | -62.77% | 285 | 204 | 39.81% |
| GRAND TOTAL | \$344,642 | \$346,342 | -0.49% | \$315,000 | \$305,000 | 3.28% | 116 | 137 | -15.02% |

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