

**North Okanagan Monthly Statistics
August 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 | 831 | 826 | 0.61% | 7,716 | 7,448 | 3.60% |
| 2 Units Sold | 591 | 546 | 8.24% | 4,091 | 3,743 | 9.30% |
| 3 Sales Volume | \$246,192,908 | \$235,772,706 | 4.42% | \$1,743,887,275 | \$1,572,221,278 | 10.92% |
| 4 List/Sell Ratio | 96.94% | 96.45% | | 96.69% | 96.04% | |
| 5 Days to Sell | 88 | 95 | -7.47% | 82 | 101 | -19.06% |
| 6 Active Listings | 3,557 | 3,827 | -7.06% | | | |
| Area = North Okanagan | | | | | | |
| 1 Units Listed | 322 | 340 | -5.29% | 3,055 | 3,000 | 1.83% |
| 2 Units Sold | 164 | 208 | -21.15% | 1,334 | 1,407 | -5.19% |
| 3 Sales Volume | \$62,066,236 | \$77,327,230 | -19.74% | \$466,146,055 | \$492,396,432 | -5.33% |
| 4 List/Sell Ratio | 95.76% | 95.86% | | 96.19% | 96.02% | |
| 5 Days to Sell | 124 | 134 | -7.16% | 117 | 135 | -13.45% |
| 6 Active Listings | 2,185 | 2,252 | -2.98% | | | |
| Area = Shuswap / Revels | | | | | | |
| 1 Units Listed | 191 | 194 | -1.55% | 1,849 | 1,826 | 1.26% |
| 2 Units Sold | 127 | 123 | 3.25% | 792 | 741 | 6.88% |
| 3 Sales Volume | \$40,140,970 | \$35,596,011 | 12.77% | \$251,932,236 | \$214,964,886 | 17.20% |
| 4 List/Sell Ratio | 94.18% | 95.58% | | 95.13% | 93.97% | |
| 5 Days to Sell | 143 | 155 | -7.84% | 135 | 176 | -23.58% |
| 6 Active Listings | 1,545 | 1,716 | -9.97% | | | |
| Area = Grand Total | | | | | | |
| 1 Units Listed | 1,344 | 1,360 | -1.18% | 12,620 | 12,274 | 2.82% |
| 2 Units Sold | 882 | 877 | 0.57% | 6,217 | 5,891 | 5.53% |
| 3 Sales Volume | \$348,400,114 | \$348,695,947 | -0.08% | \$2,461,965,565 | \$2,279,582,595 | 8.00% |
| 4 List/Sell Ratio | 96.40% | 96.23% | | 96.43% | 95.84% | |
| 5 Days to Sell | 102 | 112 | -8.93% | 96 | 118 | -19.03% |
| 6 Active Listings | 7,287 | 7,795 | -6.52% | | | |

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

North Okanagan Statistics -- August 2015

Quick Summary Part 1

| | | | Residential | |
|-----------------------------|-------------------------|---------------------------|-------------------------|---------------------------|
| Description | Total Units Sold | Total Sales Volume | Total Units Sold | Total Sales Volume |
| This Month | 164 | \$62,066,236 | 89 | \$37,452,236 |
| Last Month | 208 | \$73,079,890 | 114 | \$43,070,247 |
| This Month Last Year | 208 | \$77,327,230 | 110 | \$42,303,846 |

| Description | Total Listings Taken | Inventory |
|-----------------------------|-----------------------------|------------------|
| This Month | 322 | 2,185 |
| Last Month | 349 | 2,178 |
| This Month Last Year | 340 | 2,252 |

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

North Okanagan Statistics -- August 2015

Quick Summary Part 2

Condo/Apt

| | |
|-------------------|-----------|
| Sales | 13 |
| New Listings | 15 |
| Current Inventory | 140 |
| Sell/Inv. Ratio | 9.29% |
| Days to Sell | 91 |
| Average Price | \$204,731 |
| Median Price | \$200,000 |

Condo/Townhouse

| | |
|-------------------|-----------|
| Sales | 19 |
| New Listings | 30 |
| Current Inventory | 179 |
| Sell/Inv. Ratio | 10.61% |
| Days to Sell | 103 |
| Average Price | \$249,553 |
| Median Price | \$250,000 |

Lots

| | |
|-------------------|-----------|
| Sales | 11 |
| New Listings | 58 |
| Current Inventory | 437 |
| Sell/Inv. Ratio | 2.52% |
| Days to Sell | 268 |
| Average Price | \$310,227 |
| Median Price | \$200,000 |

Residential

| | |
|-------------------|-----------|
| Sales | 89 |
| New Listings | 138 |
| Current Inventory | 632 |
| Sell/Inv. Ratio | 14.08% |
| Days to Sell | 102 |
| Average Price | \$420,812 |
| Median Price | \$360,000 |

| | |
|-----------------------------|--------|
| Ratio of Sales vs Inventory | 11.98% |
|-----------------------------|--------|

North Okanagan Statistics -- August 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 | 33 | 48 | -31.25% | 367 | 358 | 2.51 | 293 | 297 | -1.35 |
| Duplex | 11 | 3 | 266.67% | 67 | 70 | -4.29 | 42 | 39 | 7.69 |
| Mobile Home | 6 | 11 | -45.45% | 122 | 131 | -6.87 | 54 | 81 | -33.33 |
| Recreational | 2 | 1 | 100.00% | 66 | 25 | 164.00 | 74 | 34 | 117.65 |
| Residential | 138 | 155 | -10.97% | 1,292 | 1,215 | 6.34 | 632 | 615 | 2.76 |
| Residential WF | 5 | 1 | 400.00% | 59 | 63 | -6.35 | 48 | 51 | -5.88 |
| 3/4-Plex | 1 | 2 | -50.00% | 4 | 12 | -66.67 | 6 | 9 | -33.33 |
| Timeshare | 0 | 0 | 0.00% | 0 | 0 | 0.00 | | | |
| Apartment | 15 | 17 | -11.76% | 165 | 164 | 0.61 | 140 | 144 | -2.78 |
| Townhouse | 30 | 29 | 3.45% | 346 | 316 | 9.49 | 179 | 172 | 4.07 |
| RES TOTAL | 241 | 267.00 | -9.74% | 2,488 | 2,354 | 5.69% | 1,468 | 1,442 | 1.80 |
| FARMS | 3 | 7 | -57.14% | 55 | 43 | 27.91 | 56 | 50 | 12.00 |
| MULTIFAMILY | 2 | 1 | 100.00% | 9 | 5 | 80.00 | 8 | 5 | 60.00 |
| Acreage | 28 | 13 | 115.38% | 110 | 98 | 12.24 | 151 | 167 | -9.58 |
| Acreage WF | 2 | 2 | 0.00% | 11 | 14 | -21.43 | 15 | 21 | -28.57 |
| Lots | 25 | 21 | 19.05% | 183 | 266 | -31.20 | 252 | 308 | -18.18 |
| Lots WF | 3 | 2 | 50.00% | 20 | 22 | -9.09 | 19 | 30 | -36.67 |
| LOTS TOTAL | 58 | 38.00 | 52.63% | 324 | 400 | -19.00% | 437 | 526 | -16.92 |
| Business | 4 | 1 | 300.00% | 31 | 30 | 3.33 | 41 | 30 | 36.67 |
| Commercial | 12 | 23 | -47.83% | 124 | 146 | -15.07 | 142 | 167 | -14.97 |
| Land | 2 | 3 | -33.33% | 22 | 20 | 10.00 | 33 | 31 | 6.45 |
| COMM TOTAL | 18 | 27.00 | -33.33% | 177 | 196 | -9.69% | 216 | 228 | -5.26 |
| GRAND TOTAL | 322 | 340 | -5.29% | 3,053 | 2,998 | 1.83% | 2,185 | 2,251 | -2.93 |

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

North Okanagan Statistics -- August 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 | 12 | 17 | -29.41% | \$8,451,500 | \$13,948,250 | -39.41% | 95.93% | 94.02% |
| Duplex | 2 | 4 | -50.00% | \$671,000 | \$1,349,500 | -50.28% | 98.68% | 95.85% |
| Mobile Home | 12 | 10 | 20.00% | \$950,000 | \$818,300 | 16.09% | 91.14% | 94.83% |
| Recreational | 0 | 1 | -100.00% | \$0 | \$35,000 | -100.00% | 0.00% | 87.72% |
| Residential | 89 | 110 | -19.09% | \$37,452,236 | \$42,303,846 | -11.47% | 96.62% | 96.72% |
| Residential WF | 1 | 5 | -80.00% | \$1,150,000 | \$4,975,000 | -76.88% | 90.20% | 93.53% |
| 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 | 13 | 12 | 8.33% | \$2,661,500 | \$2,459,900 | 8.20% | 93.75% | 96.02% |
| Townhouse | 19 | 31 | -38.71% | \$4,741,500 | \$7,803,184 | -39.24% | 97.42% | 96.86% |
| RES TOTAL | 148 | 190 | -22.11% | \$56,077,736 | \$73,692,980 | -23.90% | 96.23% | 95.93% |
| FARMS | 0 | 0 | 0.00% | \$0 | \$0 | 0.00% | 0.00% | 0.00% |
| MULTIFAMILY | 0 | 0 | 0.00% | \$0 | \$0 | 0.00% | 0.00% | 0.00% |
| Acreage | 3 | 1 | 200.00% | \$1,410,000 | \$290,000 | 386.21% | 89.87% | 85.55% |
| Acreage WF | 0 | 0 | 0.00% | \$0 | \$0 | 0.00% | 0.00% | 0.00% |
| Lots | 7 | 15 | -53.33% | \$1,072,500 | \$2,426,250 | -55.80% | 92.23% | 94.37% |
| Lots WF | 1 | 0 | 0.00% | \$930,000 | \$0 | 0.00% | 95.88% | 0.00% |
| LOTS TOTAL | 11 | 16 | -31.25% | \$3,412,500 | \$2,716,250 | 25.63% | 92.18% | 93.34% |
| Business | 0 | 1 | -100.00% | \$0 | \$378,000 | -100.00% | 0.00% | 98.18% |
| Commercial | 5 | 1 | 400.00% | \$2,576,000 | \$540,000 | 377.04% | 90.80% | 98.36% |
| Land | 0 | 0 | 0.00% | \$0 | \$0 | 0.00% | 0.00% | 0.00% |
| COMM TOTAL | 5 | 2 | 150.00% | \$2,576,000 | \$918,000 | 180.61% | 90.80% | 98.29% |
| GRAND TOTAL | 164 | 208 | -21.15% | \$62,066,236 | \$77,327,230 | -19.74% | 95.76% | 95.86% |

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North Okanagan Statistics -- August 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 | 135 | 114 | 18.42% | \$75,985,943 | \$65,538,989 | 15.94% | 95.34% | 95.35% |
| Duplex | 33 | 38 | -13.16% | \$11,088,100 | \$13,821,500 | -19.78% | 97.22% | 96.56% |
| Mobile Home | 71 | 72 | -1.39% | \$7,990,100 | \$7,819,850 | 2.18% | 94.70% | 93.80% |
| Recreational | 7 | 6 | 16.67% | \$1,357,050 | \$691,000 | 96.39% | 91.22% | 93.56% |
| Residential | 666 | 731 | -8.89% | \$254,957,293 | \$274,068,622 | -6.97% | 97.12% | 96.94% |
| Residential WF | 13 | 24 | -45.83% | \$14,476,999 | \$26,488,149 | -45.35% | 93.26% | 93.74% |
| 3/4-Plex | 4 | 2 | 100.00% | \$1,425,786 | \$598,250 | 138.33% | 94.55% | 96.52% |
| Timeshare | 0 | 0 | 0.00% | \$0 | \$0 | 0.00% | 0.00% | 0.00% |
| Apartment | 81 | 82 | -1.22% | \$15,212,788 | \$16,516,300 | -7.89% | 95.65% | 95.81% |
| Townhouse | 194 | 191 | 1.57% | \$49,508,125 | \$48,721,360 | 1.61% | 96.93% | 96.46% |
| RES TOTAL | 1,204 | 1,260 | -4.44% | \$432,002,184 | \$454,264,020 | -4.90% | 96.52% | 96.35% |
| FARMS | 2 | 6 | -66.67% | \$865,000 | \$6,825,000 | -87.33% | 93.03% | 87.13% |
| MULTIFAMILY | 2 | 2 | 0.00% | \$1,720,000 | \$670,000 | 156.72% | 91.05% | 95.99% |
| Acreage | 26 | 21 | 23.81% | \$6,955,250 | \$4,862,300 | 43.04% | 91.15% | 91.10% |
| Acreage WF | 1 | 4 | -75.00% | \$165,000 | \$720,000 | -77.08% | 75.00% | 90.79% |
| Lots | 51 | 92 | -44.57% | \$8,236,815 | \$15,392,200 | -46.49% | 93.66% | 94.10% |
| Lots WF | 5 | 2 | 150.00% | \$2,592,000 | \$759,500 | 241.28% | 97.01% | 95.06% |
| LOTS TOTAL | 83 | 119 | -30.25% | \$17,949,065 | \$21,734,000 | -17.41% | 92.92% | 93.33% |
| Business | 4 | 3 | 33.33% | \$1,110,300 | \$646,000 | 71.87% | 95.96% | 95.99% |
| Commercial | 34 | 14 | 142.86% | \$11,447,806 | \$6,439,412 | 77.78% | 91.42% | 92.16% |
| Land | 3 | 2 | 50.00% | \$746,700 | \$1,525,000 | -51.04% | 79.90% | 95.67% |
| COMM TOTAL | 41 | 19 | 115.79% | \$13,304,806 | \$8,610,412 | 54.52% | 91.04% | 93.05% |
| GRAND TOTAL | 1,332 | 1,406 | -5.26% | \$465,841,055 | \$492,103,432 | -5.34% | 96.19% | 96.02% |

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North Okanagan Statistics -- August 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 | \$704,292 | \$820,485 | -14.16% | \$637,500 | \$492,750 | 29.38% | 144 | 163 | -11.55% |
| Duplex | \$335,500 | \$337,375 | -0.56% | \$335,500 | \$254,750 | 31.70% | 28 | 89 | -68.45% |
| Mobile Home | \$79,167 | \$81,830 | -3.25% | \$80,000 | \$75,500 | 5.96% | 110 | 235 | -53.20% |
| Recreational | | \$35,000 | | | \$35,000 | | | 709 | |
| Residential | \$420,812 | \$384,580 | 9.42% | \$360,000 | \$347,500 | 3.60% | 102 | 100 | 1.53% |
| Residential WF | \$1,150,000 | \$995,000 | 15.58% | \$1,150,000 | \$1,050,000 | 9.52% | 125 | 219 | -42.97% |
| 3/4-Plex | | | | | | | | | |
| Timeshare | | | | | | | | | |
| Apartment | \$204,731 | \$204,992 | -0.13% | \$200,000 | \$210,450 | -4.97% | 91 | 121 | -25.02% |
| Townhouse | \$249,553 | \$251,716 | -0.86% | \$250,000 | \$255,000 | -1.96% | 103 | 123 | -15.94% |
| RES TOTAL | \$378,904 | \$387,858 | -2.31% | \$330,000 | \$319,000 | 3.45% | 104 | 124 | -15.95% |
| FARMS | | | | | | | | | |
| MULTIFAMILY | | | | | | | | | |
| Acreage | \$470,000 | \$290,000 | 62.07% | \$500,000 | \$290,000 | 72.41% | 384 | 71 | 440.85% |
| Acreage WF | | | | | | | | | |
| Lots | \$153,214 | \$161,750 | -5.28% | \$190,000 | \$150,350 | 26.37% | 195 | 253 | -22.90% |
| Lots WF | \$930,000 | | | \$930,000 | | | 436 | | |
| LOTS TOTAL | \$310,227 | \$169,766 | 82.74% | \$200,000 | \$152,675 | 31.00% | 268 | 241 | 11.23% |
| Business | | \$378,000 | | | \$378,000 | | | 329 | |
| Commercial | \$515,200 | \$540,000 | -4.59% | \$495,000 | \$540,000 | -8.33% | 391 | 27 | 1,349.63% |
| Land | | | | | | | | | |
| COMM TOTAL | \$515,200 | \$459,000 | 12.24% | \$495,000 | \$459,000 | 7.84% | 391 | 178 | 119.89% |
| GRAND TOTAL | \$378,453 | \$371,766 | 1.80% | \$328,500 | \$312,500 | 5.12% | 124 | 134 | -7.16% |

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

North Okanagan Statistics -- August 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 | \$562,859 | \$574,903 | -2.10% | \$515,000 | \$502,500 | 2.49% | 120 | 181 | -33.62% |
| Duplex | \$336,003 | \$363,724 | -7.62% | \$315,000 | \$306,750 | 2.69% | 77 | 79 | -2.67% |
| Mobile Home | \$112,537 | \$108,609 | 3.62% | \$95,000 | \$105,000 | -9.52% | 119 | 151 | -21.13% |
| Recreational | \$193,864 | \$115,167 | 68.33% | \$70,000 | \$101,500 | -31.03% | 216 | 396 | -45.49% |
| Residential | \$382,819 | \$374,923 | 2.11% | \$354,000 | \$346,000 | 2.31% | 85 | 103 | -17.80% |
| Residential WF | \$1,113,615 | \$1,103,673 | 0.90% | \$1,150,000 | \$956,000 | 20.29% | 131 | 172 | -23.38% |
| 3/4-Plex | \$356,446 | \$299,125 | 19.16% | \$398,000 | \$299,125 | 33.05% | 320 | 58 | 451.29% |
| Timeshare | | | | | | | | | |
| Apartment | \$187,812 | \$201,418 | -6.76% | \$195,000 | \$187,500 | 4.00% | 111 | 132 | -15.93% |
| Townhouse | \$255,197 | \$255,086 | 0.04% | \$242,750 | \$250,000 | -2.90% | 95 | 125 | -23.84% |
| RES TOTAL | \$358,806 | \$360,527 | -0.48% | \$326,000 | \$320,000 | 1.88% | 96 | 120 | -19.97% |
| FARMS | \$432,500 | \$1,137,500 | -61.98% | \$432,500 | \$987,500 | -56.20% | 79 | 638 | -87.61% |
| MULTIFAMILY | \$860,000 | \$335,000 | 156.72% | \$860,000 | \$335,000 | 156.72% | 70 | 328 | -78.78% |
| Acreage | \$267,510 | \$231,538 | 15.54% | \$206,750 | \$249,000 | -16.97% | 308 | 222 | 38.91% |
| Acreage WF | \$165,000 | \$180,000 | -8.33% | \$165,000 | \$180,000 | -8.33% | 952 | 1,448 | -34.24% |
| Lots | \$161,506 | \$167,307 | -3.47% | \$160,050 | \$152,000 | 5.30% | 348 | 208 | 67.38% |
| Lots WF | \$518,400 | \$379,750 | 36.51% | \$440,000 | \$379,750 | 15.87% | 264 | 60 | 344.03% |
| LOTS TOTAL | \$216,254 | \$182,639 | 18.41% | \$169,500 | \$157,500 | 7.62% | 338 | 249 | 35.33% |
| Business | \$277,575 | \$215,333 | 28.90% | \$252,650 | \$218,000 | 15.89% | 212 | 154 | 37.82% |
| Commercial | \$336,700 | \$459,958 | -26.80% | \$168,500 | \$310,000 | -45.65% | 293 | 246 | 18.71% |
| Land | \$248,900 | \$762,500 | -67.36% | \$185,000 | \$762,500 | -75.74% | 180 | 193 | -6.67% |
| COMM TOTAL | \$324,507 | \$453,180 | -28.39% | \$187,500 | \$378,000 | -50.40% | 276 | 226 | 22.23% |
| GRAND TOTAL | \$349,731 | \$350,002 | -0.08% | \$320,000 | \$310,000 | 3.23% | 117 | 135 | -13.58% |

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