

**North Okanagan Monthly Statistics
July 2018**

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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	1,097	1,059	3.59%	7,230	6,849	5.56%
2 Units Sold	476	676	-29.59%	3,251	4,083	-20.38%
3 Sales Volume	\$299,462,461	\$366,542,723	-18.30%	\$1,859,786,457	\$2,156,936,710	-13.78%
4 List/Sell Ratio	96.65%	97.88%		97.34%	97.87%	
5 Days to Sell	58	50	15.46%	60	59	1.00%
6 Active Listings	3,317	2,709	22.44%			
Area = North Okanagan						
1 Units Listed	385	334	15.27%	2,562	2,495	2.69%
2 Units Sold	218	253	-13.83%	1,268	1,547	-18.03%
3 Sales Volume	\$105,128,306	\$114,289,439	-8.02%	\$583,515,755	\$643,125,017	-9.27%
4 List/Sell Ratio	96.69%	97.33%		97.01%	97.04%	
5 Days to Sell	65	68	-4.17%	83	97	-14.91%
6 Active Listings	1,610	1,468	9.67%			
Area = Shuswap / Revels						
1 Units Listed	230	229	0.44%	1,660	1,589	4.47%
2 Units Sold	139	157	-11.46%	746	826	-9.69%
3 Sales Volume	\$55,623,200	\$49,941,951	11.38%	\$275,200,206	\$286,300,610	-3.88%
4 List/Sell Ratio	95.74%	97.02%		96.24%	96.66%	
5 Days to Sell	89	110	-19.31%	111	112	-0.66%
6 Active Listings	1,253	1,135	10.40%			
Area = Grand Total						
1 Units Listed	1,712	1,622	5.55%	11,452	10,933	4.75%
2 Units Sold	833	1,086	-23.30%	5,265	6,456	-18.45%
3 Sales Volume	\$460,213,968	\$530,774,113	-13.29%	\$2,718,502,418	\$3,086,362,337	-11.92%
4 List/Sell Ratio	96.55%	97.68%		97.16%	97.58%	
5 Days to Sell	65	63	3.16%	73	75	-3.28%
6 Active Listings	6,180	5,312	16.34%			

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

North Okanagan Statistics -- July 2018

Quick Summary Part 1

			Residential	
Description	Total Units Sold	Total Sales Volume	Total Units Sold	Total Sales Volume
This Month	218	\$105,128,306	103	\$51,108,801
Last Month	203	\$101,813,512	98	\$51,812,600
This Month Last Year	253	\$114,289,439	142	\$72,992,463

Description	Total Listings Taken	Inventory
This Month	385	1,610
Last Month	489	1,555
This Month Last Year	334	1,468

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North Okanagan Statistics -- July 2018

Quick Summary Part 2

Condo/Apt

Sales	26
New Listings	29
Current Inventory	76
Sell/Inv. Ratio	34.21%
Days to Sell	53
Average Price	\$202,229
Median Price	\$185,500

Condo/Townhouse

Sales	36
New Listings	36
Current Inventory	126
Sell/Inv. Ratio	28.57%
Days to Sell	61
Average Price	\$331,208
Median Price	\$335,500

Lots

Sales	13
New Listings	33
Current Inventory	339
Sell/Inv. Ratio	3.83%
Days to Sell	160
Average Price	\$915,115
Median Price	\$329,000

Residential

Sales	103
New Listings	183
Current Inventory	514
Sell/Inv. Ratio	20.04%
Days to Sell	52
Average Price	\$496,202
Median Price	\$470,000

Ratio of Sales vs Inventory	19.58%
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North Okanagan Statistics -- July 2018

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	50	33	51.52%	268	231	16.02	209	191	9.42
Duplex	11	7	57.14%	81	70	15.71	33	33	0.00
Mobile Home	16	15	6.67%	81	120	-32.50	41	45	-8.89
Recreational	0	0	0.00%	54	12	350.00	50	53	-5.66
Residential	183	165	10.91%	1,083	1,079	0.37	514	387	32.82
Residential WF	5	4	25.00%	45	33	36.36	45	30	50.00
3/4-Plex	1	3	-66.67%	7	12	-41.67	2	9	-77.78
Timeshare	0	0	0.00%	0	0	0.00			
Apartment	29	25	16.00%	194	192	1.04	76	93	-18.28
Townhouse	36	29	24.14%	311	264	17.80	126	89	41.57
RES TOTAL	331	281.00	17.79%	2,124	2,013	5.51%	1,096	930	17.85
FARMS	6	2	200.00%	39	37	5.41	36	33	9.09
MULTIFAMILY	0	0	0.00%	5	7	-28.57	3	5	-40.00
Acreage	14	14	0.00%	79	95	-16.84	106	117	-9.40
Acreage WF	5	1	400.00%	14	8	75.00	21	9	133.33
Lots	13	12	8.33%	148	186	-20.43	193	226	-14.60
Lots WF	1	3	-66.67%	18	11	63.64	19	15	26.67
LOTS TOTAL	33	30.00	10.00%	259	300	-13.67%	339	367	-7.63
Business	4	7	-42.86%	31	29	6.90	32	30	6.67
Commercial	10	13	-23.08%	85	81	4.94	84	68	23.53
Land	1	1	0.00%	19	28	-32.14	20	35	-42.86
COMM TOTAL	15	21.00	-28.57%	135	138	-2.17%	136	133	2.26
GRAND TOTAL	385	334	15.27%	2,562	2,495	2.69%	1,610	1,468	9.67

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North Okanagan Statistics -- July 2018

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	14	13	7.69%	\$9,960,500	\$9,145,000	8.92%	95.70%	97.59%
Duplex	9	5	80.00%	\$4,383,500	\$1,974,500	122.01%	98.59%	96.62%
Mobile Home	6	11	-45.45%	\$1,118,150	\$1,419,450	-21.23%	96.89%	94.32%
Recreational	1	1	0.00%	\$69,900	\$158,000	-55.76%	100.00%	93.49%
Residential	103	142	-27.46%	\$51,108,801	\$72,992,463	-29.98%	98.16%	98.20%
Residential WF	2	2	0.00%	\$3,990,000	\$2,260,000	76.55%	91.30%	90.36%
3/4-Plex	2	1	100.00%	\$949,500	\$648,500	46.41%	96.90%	92.78%
Apartment	26	18	44.44%	\$5,257,955	\$3,709,073	41.76%	97.87%	97.06%
Townhouse	36	41	-12.20%	\$11,923,500	\$12,987,724	-8.19%	97.96%	98.73%
RES TOTAL	199	234	-14.96%	\$88,761,806	\$105,294,710	-15.70%	97.50%	97.86%
FARMS	2	2	0.00%	\$1,530,000	\$2,600,000	-41.15%	96.32%	91.39%
MULTIFAMILY	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Acreage	4	5	-20.00%	\$9,480,000	\$1,253,500	656.28%	90.59%	93.42%
Acreage WF	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Lots	9	7	28.57%	\$2,416,500	\$1,122,469	115.28%	94.51%	93.77%
Lots WF	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
LOTS TOTAL	13	12	8.33%	\$11,896,500	\$2,375,969	400.70%	91.36%	93.58%
Business	1	1	0.00%	\$620,000	\$20,000	3,000.00%	96.57%	100.00%
Commercial	2	4	-50.00%	\$1,390,000	\$3,998,760	-65.24%	94.88%	90.37%
Land	1	0	0.00%	\$930,000	\$0	0.00%	96.17%	0.00%
COMM TOTAL	4	5	-20.00%	\$2,940,000	\$4,018,760	-26.84%	95.64%	90.41%
GRAND TOTAL	218	253	-13.83%	\$105,128,306	\$114,289,439	-8.02%	96.69%	97.33%

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North Okanagan Statistics -- July 2018

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	97	105	-7.62%	\$73,952,800	\$85,927,950	-13.94%	96.65%	95.65%
Duplex	50	49	2.04%	\$22,687,810	\$19,831,151	14.40%	99.53%	99.22%
Mobile Home	56	80	-30.00%	\$10,267,885	\$10,316,950	-0.48%	96.85%	95.83%
Recreational	6	6	0.00%	\$879,800	\$661,900	32.92%	91.90%	87.45%
Residential	581	757	-23.25%	\$298,070,096	\$356,822,610	-16.47%	98.04%	98.32%
Residential WF	11	9	22.22%	\$18,020,000	\$7,504,000	140.14%	92.19%	94.42%
3/4-Plex	7	3	133.33%	\$3,281,900	\$1,368,400	139.83%	98.01%	94.51%
Apartment	133	131	1.53%	\$28,092,544	\$26,170,187	7.35%	97.64%	97.12%
Townhouse	197	212	-7.08%	\$64,972,709	\$64,022,005	1.48%	97.91%	97.95%
RES TOTAL	1,138	1,352	-15.83%	\$520,225,544	\$572,625,154	-9.15%	97.62%	97.72%
FARMS	5	7	-28.57%	\$8,765,000	\$10,035,000	-12.66%	95.42%	85.21%
MULTIFAMILY	1	4	-75.00%	\$1,637,000	\$2,349,900	-30.34%	109.28%	94.38%
Acreage	27	48	-43.75%	\$16,163,425	\$15,398,400	4.97%	92.38%	92.02%
Acreage WF	3	1	200.00%	\$1,027,500	\$625,000	64.40%	93.07%	75.76%
Lots	55	96	-42.71%	\$10,669,350	\$19,611,642	-45.60%	94.43%	94.46%
Lots WF	1	3	-66.67%	\$298,000	\$1,879,900	-84.15%	100.00%	94.00%
LOTS TOTAL	86	148	-41.89%	\$28,158,275	\$37,514,942	-24.94%	93.25%	93.04%
Business	5	3	66.67%	\$1,794,500	\$315,000	469.68%	90.63%	83.33%
Commercial	25	31	-19.35%	\$15,968,436	\$19,105,022	-16.42%	91.61%	92.88%
Land	8	2	300.00%	\$6,967,000	\$1,180,000	490.42%	83.93%	95.55%
COMM TOTAL	38	36	5.56%	\$24,729,936	\$20,600,022	20.05%	89.24%	92.86%
GRAND TOTAL	1,268	1,547	-18.03%	\$583,515,755	\$643,125,017	-9.27%	97.01%	97.04%

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North Okanagan Statistics -- July 2018

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	\$711,464	\$703,462	1.14%	\$627,500	\$650,000	-3.46%	81	41	96.59%
Duplex	\$487,056	\$394,900	23.34%	\$428,000	\$379,000	12.93%	39	133	-70.64%
Mobile Home	\$186,358	\$129,041	44.42%	\$128,575	\$130,000	-1.10%	86	114	-24.44%
Recreational	\$69,900	\$158,000	-55.76%	\$69,900	\$158,000	-55.76%	81	353	-77.05%
Residential	\$496,202	\$514,031	-3.47%	\$470,000	\$462,250	1.68%	52	49	5.43%
Residential WF	\$1,995,000	\$1,130,000	76.55%	\$1,995,000	\$1,130,000	76.55%	173	25	606.12%
3/4-Plex	\$474,750	\$648,500	-26.79%	\$474,750	\$648,500	-26.79%	71	130	-45.38%
Apartment	\$202,229	\$206,060	-1.86%	\$185,500	\$177,000	4.80%	53	70	-23.63%
Townhouse	\$331,208	\$316,774	4.56%	\$335,500	\$315,000	6.51%	61	46	31.49%
RES TOTAL	\$446,039	\$449,977	-0.88%	\$412,500	\$404,500	1.98%	58	56	2.95%
FARMS	\$765,000	\$1,300,000	-41.15%	\$765,000	\$1,300,000	-41.15%	95	180	-47.08%
MULTIFAMILY									
Acreage	\$2,370,000	\$250,700	845.35%	\$1,007,500	\$200,000	403.75%	103	250	-58.97%
Acreage WF									
Lots	\$268,500	\$160,353	67.44%	\$260,000	\$140,000	85.71%	186	172	8.06%
Lots WF									
LOTS TOTAL	\$915,115	\$197,997	362.19%	\$329,000	\$194,375	69.26%	160	205	-21.72%
Business	\$620,000	\$20,000	3,000.00%	\$620,000	\$20,000	3,000.00%	71	45	57.78%
Commercial	\$695,000	\$999,690	-30.48%	\$695,000	\$834,380	-16.70%	84	281	-70.28%
Land	\$930,000			\$930,000			127		
COMM TOTAL	\$735,000	\$803,752	-8.55%	\$765,000	\$733,760	4.26%	91	234	-60.97%
GRAND TOTAL	\$482,240	\$451,737	6.75%	\$413,750	\$400,000	3.44%	65	68	-4.17%

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North Okanagan Statistics -- July 2018

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	\$762,400	\$818,361	-6.84%	\$746,000	\$649,000	14.95%	107	134	-20.37%
Duplex	\$453,756	\$404,717	12.12%	\$415,500	\$379,000	9.63%	83	78	6.18%
Mobile Home	\$183,355	\$128,962	42.18%	\$166,000	\$117,200	41.64%	89	79	13.14%
Recreational	\$146,633	\$110,317	32.92%	\$71,000	\$89,950	-21.07%	88	520	-83.03%
Residential	\$513,029	\$471,364	8.84%	\$471,000	\$425,000	10.82%	60	58	3.45%
Residential WF	\$1,638,182	\$833,778	96.48%	\$1,600,000	\$820,000	95.12%	148	85	73.34%
3/4-Plex	\$468,843	\$456,133	2.79%	\$464,900	\$470,000	-1.09%	141	53	164.38%
Apartment	\$211,222	\$199,772	5.73%	\$182,257	\$180,000	1.25%	71	104	-31.50%
Townhouse	\$329,811	\$301,991	9.21%	\$320,000	\$295,050	8.46%	55	62	-11.49%
RES TOTAL	\$457,140	\$423,539	7.93%	\$412,000	\$379,000	8.71%	68	73	-6.58%
FARMS	\$1,753,000	\$1,433,571	22.28%	\$1,435,000	\$1,300,000	10.38%	252	393	-35.75%
MULTIFAMILY	\$1,637,000	\$587,475	178.65%	\$1,637,000	\$643,450	154.41%	67	268	-75.02%
Acreage	\$598,645	\$320,800	86.61%	\$249,500	\$235,000	6.17%	227	303	-25.24%
Acreage WF	\$342,500	\$625,000	-45.20%	\$250,000	\$625,000	-60.00%	201	236	-14.97%
Lots	\$193,988	\$204,288	-5.04%	\$202,000	\$197,875	2.08%	189	227	-16.69%
Lots WF	\$298,000	\$626,633	-52.44%	\$298,000	\$599,900	-50.33%	55	379	-85.48%
LOTS TOTAL	\$327,422	\$253,479	29.17%	\$225,000	\$210,000	7.14%	200	255	-21.62%
Business	\$358,900	\$105,000	241.81%	\$430,000	\$40,000	975.00%	173	117	47.78%
Commercial	\$638,737	\$616,291	3.64%	\$335,000	\$464,000	-27.80%	215	310	-30.76%
Land	\$870,875	\$590,000	47.61%	\$785,000	\$590,000	33.05%	304	25	1,142.35%
COMM TOTAL	\$650,788	\$572,223	13.73%	\$379,500	\$360,000	5.42%	228	278	-17.97%
GRAND TOTAL	\$460,186	\$415,724	10.70%	\$400,000	\$367,000	8.99%	83	97	-14.91%

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