

**North Okanagan Monthly Statistics  
September 2018**

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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	942	877	7.41%	9,164	8,680	5.58%
2 Units Sold	385	507	-24.06%	4,085	5,180	-21.14%
3 Sales Volume	\$218,344,389	\$281,256,063	-22.37%	\$2,323,687,195	\$2,745,825,200	-15.37%
4 List/Sell Ratio	96.76%	96.65%		97.23%	97.71%	
5 Days to Sell	70	61	14.02%	62	59	4.77%
6 Active Listings	3,342	2,654	25.92%			
<b>Area = North Okanagan</b>						
1 Units Listed	302	291	3.78%	3,199	3,170	0.91%
2 Units Sold	167	214	-21.96%	1,634	2,018	-19.03%
3 Sales Volume	\$80,359,751	\$86,839,983	-7.46%	\$752,252,551	\$835,894,849	-10.01%
4 List/Sell Ratio	94.53%	97.67%		96.80%	97.19%	
5 Days to Sell	98	85	15.44%	84	94	-10.84%
6 Active Listings	1,575	1,403	12.26%			
<b>Area = Shuswap / Revels</b>						
1 Units Listed	129	192	-32.81%	2,005	1,993	0.60%
2 Units Sold	108	142	-23.94%	1,007	1,129	-10.81%
3 Sales Volume	\$41,361,237	\$46,108,799	-10.30%	\$370,257,645	\$390,255,496	-5.12%
4 List/Sell Ratio	94.69%	95.68%		96.08%	96.37%	
5 Days to Sell	151	130	16.18%	114	112	1.42%
6 Active Listings	1,117	1,034	8.03%			
<b>Area = Grand Total</b>						
1 Units Listed	1,373	1,360	0.96%	14,368	13,843	3.79%
2 Units Sold	660	863	-23.52%	6,726	8,327	-19.23%
3 Sales Volume	\$340,065,377	\$414,204,845	-17.90%	\$3,446,197,391	\$3,971,975,545	-13.24%
4 List/Sell Ratio	95.97%	96.75%		97.01%	97.47%	
5 Days to Sell	90	78	15.07%	75	75	0.33%
6 Active Listings	6,034	5,091	18.52%			

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

North Okanagan Statistics -- September 2018

**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>	167	\$80,359,751	73	\$38,148,700
<b>Last Month</b>	199	\$88,380,045	93	\$44,980,945
<b>This Month Last Year</b>	214	\$86,839,983	103	\$47,460,132

  

<b>Description</b>	<b>Total Listings Taken</b>	<b>Inventory</b>
<b>This Month</b>	302	1,575
<b>Last Month</b>	335	1,606
<b>This Month Last Year</b>	291	1,403

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North Okanagan Statistics -- September 2018

## Quick Summary Part 2

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### Condo/Apt

Sales	17
New Listings	24
Current Inventory	78
Sell/Inv. Ratio	21.79%
Days to Sell	59
Average Price	\$217,869
Median Price	\$172,000

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### Condo/Townhouse

Sales	21
New Listings	45
Current Inventory	143
Sell/Inv. Ratio	14.69%
Days to Sell	51
Average Price	\$352,210
Median Price	\$335,000

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### Lots

Sales	16
New Listings	18
Current Inventory	317
Sell/Inv. Ratio	5.05%
Days to Sell	177
Average Price	\$370,125
Median Price	\$289,000

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### Residential

Sales	73
New Listings	138
Current Inventory	493
Sell/Inv. Ratio	14.81%
Days to Sell	77
Average Price	\$522,585
Median Price	\$460,000
Ratio of Sales vs Inventory	14.19%

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North Okanagan Statistics -- September 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%
<b>Zone = North Okanagan</b>									
Acreage/House	26	37	-29.73%	332	311	6.75	208	186	11.83
Duplex	13	5	160.00%	105	98	7.14	36	34	5.88
Mobile Home	10	17	-41.18%	108	152	-28.95	40	45	-11.11
Recreational	0	2	-100.00%	55	15	266.67	42	48	-12.50
Residential	138	141	-2.13%	1,353	1,367	-1.02	493	367	34.33
Residential WF	3	0	0.00%	51	38	34.21	39	27	44.44
3/4-Plex	1	6	-83.33%	11	23	-52.17	5	14	-64.29
Timeshare	0	0	0.00%	0	0	0.00			
Apartment	24	11	118.18%	237	227	4.41	78	75	4.00
Townhouse	45	25	80.00%	412	332	24.10	143	78	83.33
RES TOTAL	260	244.00	6.56%	2,664	2,563	3.94%	1,084	874	24.03
FARMS	6	6	0.00%	56	50	12.00	41	29	41.38
MULTIFAMILY	0	1	-100.00%	5	8	-37.50	2	4	-50.00
Acreage	4	17	-76.47%	93	142	-34.51	96	133	-27.82
Acreage WF	0	1	-100.00%	15	11	36.36	21	11	90.91
Lots	14	4	250.00%	175	207	-15.46	181	197	-8.12
Lots WF	0	2	-100.00%	20	13	53.85	19	14	35.71
LOTS TOTAL	18	24.00	-25.00%	303	373	-18.77%	317	355	-10.70
Business	4	4	0.00%	40	37	8.11	29	29	0.00
Commercial	13	11	18.18%	109	109	0.00	82	81	1.23
Land	1	1	0.00%	22	30	-26.67	20	31	-35.48
COMM TOTAL	18	16.00	12.50%	171	176	-2.84%	131	141	-7.09
<b>GRAND TOTAL</b>	<b>302</b>	<b>291</b>	<b>3.78%</b>	<b>3,199</b>	<b>3,170</b>	<b>0.91%</b>	<b>1,575</b>	<b>1,403</b>	<b>12.26</b>

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North Okanagan Statistics -- September 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
<b>Zone = North Okanagan</b>								
Acreage/House	14	19	-26.32%	\$13,415,500	\$12,653,650	6.02%	92.35%	96.58%
Duplex	5	8	-37.50%	\$2,062,200	\$3,336,400	-38.19%	96.87%	98.43%
Mobile Home	8	15	-46.67%	\$1,009,522	\$2,077,271	-51.40%	93.23%	96.25%
Recreational	1	1	0.00%	\$95,000	\$643,425	-85.24%	86.36%	93.39%
Residential	73	103	-29.13%	\$38,148,700	\$47,460,132	-19.62%	96.76%	98.24%
Residential WF	0	1	-100.00%	\$0	\$309,000	-100.00%	0.00%	91.15%
3/4-Plex	0	4	-100.00%	\$0	\$1,639,680	-100.00%	0.00%	100.37%
Apartment	17	16	6.25%	\$3,703,775	\$3,178,000	16.54%	95.27%	96.92%
Townhouse	21	30	-30.00%	\$7,396,400	\$11,282,000	-34.44%	96.76%	98.18%
RES TOTAL	139	197	-29.44%	\$65,831,097	\$82,579,558	-20.28%	95.67%	97.85%
FARMS	5	0	0.00%	\$6,935,000	\$0	0.00%	84.16%	0.00%
MULTIFAMILY	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Acreage	5	3	66.67%	\$2,465,000	\$897,400	174.68%	94.34%	97.15%
Acreage WF	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Lots	10	8	25.00%	\$2,112,000	\$1,920,000	10.00%	94.95%	95.53%
Lots WF	1	0	0.00%	\$1,345,000	\$0	0.00%	98.21%	0.00%
LOTS TOTAL	16	11	45.45%	\$5,922,000	\$2,817,400	110.19%	95.41%	96.04%
Business	0	1	-100.00%	\$0	\$74,000	-100.00%	0.00%	93.67%
Commercial	6	5	20.00%	\$772,654	\$1,369,025	-43.56%	90.62%	90.79%
Land	1	0	0.00%	\$899,000	\$0	0.00%	100.00%	0.00%
COMM TOTAL	7	6	16.67%	\$1,671,654	\$1,443,025	15.84%	95.43%	90.93%
<b>GRAND TOTAL</b>	<b>167</b>	<b>214</b>	<b>-21.96%</b>	<b>\$80,359,751</b>	<b>\$86,839,983</b>	<b>-7.46%</b>	<b>94.53%</b>	<b>97.67%</b>

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North Okanagan Statistics -- September 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
<b>Zone = North Okanagan</b>								
Acreage/House	124	142	-12.68%	\$97,103,300	\$110,225,000	-11.90%	96.03%	95.81%
Duplex	63	67	-5.97%	\$28,506,760	\$28,238,031	0.95%	99.32%	99.75%
Mobile Home	79	103	-23.30%	\$13,151,808	\$13,583,673	-3.18%	96.31%	95.73%
Recreational	8	12	-33.33%	\$1,137,300	\$2,460,325	-53.77%	91.25%	90.29%
Residential	747	991	-24.62%	\$381,196,741	\$465,390,996	-18.09%	97.83%	98.32%
Residential WF	15	14	7.14%	\$21,800,000	\$10,878,000	100.40%	93.27%	94.03%
3/4-Plex	8	10	-20.00%	\$3,514,400	\$4,022,780	-12.64%	97.93%	98.21%
Apartment	164	170	-3.53%	\$35,381,569	\$34,285,242	3.20%	97.27%	96.88%
Townhouse	249	276	-9.78%	\$83,360,409	\$86,311,855	-3.42%	97.84%	97.97%
RES TOTAL	1,457	1,785	-18.38%	\$665,152,287	\$755,395,903	-11.95%	97.40%	97.75%
FARMS	11	8	37.50%	\$19,750,000	\$10,825,000	82.45%	92.61%	85.97%
MULTIFAMILY	2	4	-50.00%	\$2,317,000	\$2,349,900	-1.40%	103.58%	94.38%
Acreage	35	54	-35.19%	\$19,805,425	\$17,508,800	13.12%	92.84%	92.63%
Acreage WF	4	1	300.00%	\$1,417,500	\$625,000	126.80%	93.69%	75.76%
Lots	74	115	-35.65%	\$14,841,850	\$23,411,942	-36.61%	94.63%	94.54%
Lots WF	2	3	-33.33%	\$1,643,000	\$1,879,900	-12.60%	98.53%	94.00%
LOTS TOTAL	115	173	-33.53%	\$37,707,775	\$43,425,642	-13.17%	93.81%	93.41%
Business	8	5	60.00%	\$2,383,400	\$689,000	245.92%	91.71%	87.66%
Commercial	32	40	-20.00%	\$17,076,089	\$21,524,404	-20.67%	91.65%	92.84%
Land	9	3	200.00%	\$7,866,000	\$1,685,000	366.82%	85.50%	95.52%
COMM TOTAL	49	48	2.08%	\$27,325,489	\$23,898,404	14.34%	89.79%	92.86%
<b>GRAND TOTAL</b>	<b>1,634</b>	<b>2,018</b>	<b>-19.03%</b>	<b>\$752,252,551</b>	<b>\$835,894,849</b>	<b>-10.01%</b>	<b>96.80%</b>	<b>97.19%</b>

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North Okanagan Statistics -- September 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%
<b>Zone = North Okanagan</b>									
Acreage/House	\$958,250	\$665,982	43.89%	\$894,500	\$600,000	49.08%	110	119	-7.78%
Duplex	\$412,440	\$417,050	-1.11%	\$380,200	\$390,000	-2.51%	77	35	120.43%
Mobile Home	\$126,190	\$138,485	-8.88%	\$98,000	\$149,900	-34.62%	150	90	66.22%
Recreational	\$95,000	\$643,425	-85.24%	\$95,000	\$643,425	-85.24%	9	413	-97.82%
Residential	\$522,585	\$460,778	13.41%	\$460,000	\$427,500	7.60%	77	56	36.34%
Residential WF		\$309,000			\$309,000			115	
3/4-Plex		\$409,920			\$402,785			73	
Apartment	\$217,869	\$198,625	9.69%	\$172,000	\$170,000	1.18%	59	146	-59.40%
Townhouse	\$352,210	\$376,067	-6.34%	\$335,000	\$355,125	-5.67%	51	60	-15.34%
RES TOTAL	\$473,605	\$419,186	12.98%	\$400,000	\$386,000	3.63%	78	74	4.63%
FARMS	\$1,387,000			\$1,600,000			101		
<b>MULTIFAMILY</b>									
Acreage	\$493,000	\$299,133	64.81%	\$405,000	\$237,500	70.53%	139	227	-38.77%
Acreage WF									
Lots	\$211,200	\$240,000	-12.00%	\$219,500	\$283,000	-22.44%	201	141	42.70%
Lots WF	\$1,345,000			\$1,345,000			118		
LOTS TOTAL	\$370,125	\$256,127	44.51%	\$289,000	\$281,000	2.85%	177	165	7.34%
Business		\$74,000			\$74,000			130	
Commercial	\$128,776	\$273,805	-52.97%	\$499	\$305,000	-99.84%	264	304	-13.21%
Land	\$899,000			\$899,000			585		
COMM TOTAL	\$238,808	\$240,504	-0.71%	\$985	\$189,500	-99.48%	310	275	12.62%
<b>GRAND TOTAL</b>	<b>\$481,196</b>	<b>\$405,794</b>	<b>18.58%</b>	<b>\$392,500</b>	<b>\$379,950</b>	<b>3.30%</b>	<b>98</b>	<b>85</b>	<b>15.44%</b>

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North Okanagan Statistics -- September 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%
<b>Zone = North Okanagan</b>									
Acreage/House	\$783,091	\$776,232	0.88%	\$750,000	\$638,500	17.46%	108	131	-17.95%
Duplex	\$452,488	\$421,463	7.36%	\$412,000	\$415,000	-0.72%	87	66	31.54%
Mobile Home	\$166,479	\$131,880	26.23%	\$144,800	\$129,900	11.47%	100	79	26.43%
Recreational	\$142,163	\$205,027	-30.66%	\$72,000	\$93,750	-23.20%	73	379	-80.81%
Residential	\$510,304	\$469,618	8.66%	\$465,000	\$427,000	8.90%	62	57	8.56%
Residential WF	\$1,453,333	\$777,000	87.04%	\$1,365,000	\$677,500	101.48%	127	87	45.67%
3/4-Plex	\$439,300	\$402,278	9.20%	\$461,200	\$362,785	27.13%	126	51	150.00%
Apartment	\$215,741	\$201,678	6.97%	\$182,629	\$186,000	-1.81%	68	101	-33.15%
Townhouse	\$334,781	\$312,724	7.05%	\$329,000	\$306,000	7.52%	56	65	-14.41%
RES TOTAL	\$456,522	\$423,191	7.88%	\$410,000	\$381,500	7.47%	70	72	-3.80%
FARMS	\$1,795,455	\$1,353,125	32.69%	\$1,600,000	\$1,295,000	23.55%	188	360	-47.87%
MULTIFAMILY	\$1,158,500	\$587,475	97.20%	\$1,158,500	\$643,450	80.05%	113	268	-58.06%
Acreage	\$565,869	\$324,237	74.52%	\$300,000	\$235,000	27.66%	204	304	-32.85%
Acreage WF	\$354,375	\$625,000	-43.30%	\$320,000	\$625,000	-48.80%	175	236	-25.95%
Lots	\$200,566	\$203,582	-1.48%	\$203,500	\$200,000	1.75%	184	225	-18.14%
Lots WF	\$821,500	\$626,633	31.10%	\$821,500	\$599,900	36.94%	87	379	-77.16%
LOTS TOTAL	\$327,894	\$251,015	30.63%	\$229,000	\$210,000	9.05%	188	253	-25.42%
Business	\$297,925	\$137,800	116.20%	\$267,500	\$74,000	261.49%	154	103	49.44%
Commercial	\$533,628	\$538,110	-0.83%	\$112,725	\$360,000	-68.69%	227	301	-24.48%
Land	\$874,000	\$561,667	55.61%	\$899,000	\$505,000	78.02%	336	92	266.06%
COMM TOTAL	\$557,663	\$497,883	12.01%	\$335,000	\$329,500	1.67%	235	267	-11.97%
<b>GRAND TOTAL</b>	<b>\$460,375</b>	<b>\$414,219</b>	<b>11.14%</b>	<b>\$399,900</b>	<b>\$370,000</b>	<b>8.08%</b>	<b>84</b>	<b>94</b>	<b>-10.84%</b>

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