

**North Okanagan Monthly Statistics
September 2019**

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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	836	941	-11.16%	8,976	9,159	-2.00%
2 Units Sold	441	385	14.55%	3,827	4,079	-6.18%
3 Sales Volume	\$265,607,700	\$218,334,389	21.65%	\$2,134,447,855	\$2,316,077,286	-7.84%
4 List/Sell Ratio	96.24%	96.76%		96.51%	97.19%	
5 Days to Sell	78	70	11.49%	72	62	16.74%
6 Active Listings	3,454	3,342	3.35%			
Area = North Okanagan						
1 Units Listed	271	304	-10.86%	3,146	3,203	-1.78%
2 Units Sold	187	166	12.65%	1,616	1,633	-1.04%
3 Sales Volume	\$84,336,580	\$79,097,251	6.62%	\$766,387,278	\$750,990,051	2.05%
4 List/Sell Ratio	96.93%	94.72%		96.70%	96.83%	
5 Days to Sell	82	97	-15.44%	83	84	-0.60%
6 Active Listings	1,517	1,575	-3.68%			
Area = Shuswap / Revels						
1 Units Listed	136	128	6.25%	1,868	2,006	-6.88%
2 Units Sold	114	106	7.55%	877	1,005	-12.74%
3 Sales Volume	\$45,402,650	\$41,055,737	10.59%	\$353,880,721	\$369,952,145	-4.34%
4 List/Sell Ratio	95.17%	94.69%		95.55%	96.08%	
5 Days to Sell	104	150	-30.82%	106	114	-6.54%
6 Active Listings	1,115	1,117	-0.18%			
Area = Grand Total						
1 Units Listed	1,243	1,373	-9.47%	13,990	14,368	-2.63%
2 Units Sold	742	657	12.94%	6,320	6,717	-5.91%
3 Sales Volume	\$395,346,930	\$338,487,377	16.80%	\$3,254,715,853	\$3,437,019,482	-5.30%
4 List/Sell Ratio	96.26%	96.02%		96.45%	96.99%	
5 Days to Sell	83	90	-7.52%	80	75	6.44%
6 Active Listings	6,086	6,034	0.86%			

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

North Okanagan Statistics -- September 2019

Quick Summary Part 1

			Residential	
Description	Total Units Sold	Total Sales Volume	Total Units Sold	Total Sales Volume
This Month	187	\$84,336,580	81	\$41,647,988
Last Month	192	\$80,968,256	95	\$51,172,947
This Month Last Year	166	\$79,097,251	73	\$38,148,700

Description	Total Listings Taken	Inventory
This Month	271	1,517
Last Month	333	1,623
This Month Last Year	304	1,575

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North Okanagan Statistics -- September 2019

Quick Summary Part 2

Condo/Apt

Sales	14
New Listings	19
Current Inventory	63
Sell/Inv. Ratio	22.22%
Days to Sell	74
Average Price	\$241,177
Median Price	\$206,000

Condo/Townhouse

Sales	35
New Listings	33
Current Inventory	131
Sell/Inv. Ratio	26.72%
Days to Sell	76
Average Price	\$353,879
Median Price	\$355,000

Lots

Sales	16
New Listings	21
Current Inventory	300
Sell/Inv. Ratio	5.33%
Days to Sell	108
Average Price	\$298,460
Median Price	\$220,000

Residential

Sales	81
New Listings	114
Current Inventory	489
Sell/Inv. Ratio	16.56%
Days to Sell	61
Average Price	\$514,173
Median Price	\$475,000
Ratio of Sales vs Inventory	18.72%

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North Okanagan Statistics -- September 2019

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	27	27	0.00%	305	331	-7.85	187	208	-10.10
Duplex	7	13	-46.15%	83	105	-20.95	30	36	-16.67
Mobile Home	10	10	0.00%	105	108	-2.78	43	40	7.50
Recreational	0	0	0.00%	33	55	-40.00	21	42	-50.00
Residential	114	137	-16.79%	1,353	1,351	0.15	489	493	-0.81
Residential WF	3	4	-25.00%	62	53	16.98	48	39	23.08
3/4-Plex	2	1	100.00%	6	11	-45.45	4	5	-20.00
Timeshare	1	0	0.00%	1	0	0.00	1		
Apartment	19	25	-24.00%	188	238	-21.01	63	78	-19.23
Townhouse	33	44	-25.00%	439	411	6.81	131	143	-8.39
RES TOTAL	216	261.00	-17.24%	2,575	2,663	-3.30%	1,017	1,084	-6.18
FARMS	2	6	-66.67%	35	56	-37.50	28	41	-31.71
MULTIFAMILY	4	0	0.00%	9	5	80.00	6	2	200.00
Acreage	11	4	175.00%	87	93	-6.45	97	96	1.04
Acreage WF	1	0	0.00%	8	15	-46.67	13	21	-38.10
Lots	9	15	-40.00%	192	180	6.67	173	181	-4.42
Lots WF	0	0	0.00%	24	20	20.00	17	19	-10.53
LOTS TOTAL	21	19.00	10.53%	311	308	0.97%	300	317	-5.36
Business	7	4	75.00%	43	40	7.50	36	29	24.14
Commercial	15	13	15.38%	138	109	26.61	97	82	18.29
Land	6	1	500.00%	35	22	59.09	33	20	65.00
COMM TOTAL	28	18.00	55.56%	216	171	26.32%	166	131	26.72
GRAND TOTAL	271	304	-10.86%	3,146	3,203	-1.78%	1,517	1,575	-3.68

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North Okanagan Statistics -- September 2019

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	19	13	46.15%	\$11,813,700	\$12,153,000	-2.79%	97.03%	93.28%
Duplex	5	5	0.00%	\$2,317,800	\$2,062,200	12.39%	99.65%	96.87%
Mobile Home	6	8	-25.00%	\$987,500	\$1,009,522	-2.18%	93.91%	93.23%
Recreational	3	1	200.00%	\$935,000	\$95,000	884.21%	92.08%	86.36%
Residential	81	73	10.96%	\$41,647,988	\$38,148,700	9.17%	97.57%	96.76%
Residential WF	2	0	0.00%	\$3,320,000	\$0	0.00%	92.38%	0.00%
3/4-Plex	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Apartment	14	17	-17.65%	\$3,376,472	\$3,703,775	-8.84%	97.95%	95.27%
Townhouse	35	21	66.67%	\$12,385,749	\$7,396,400	67.46%	98.26%	96.76%
RES TOTAL	165	138	19.57%	\$76,784,209	\$64,568,597	18.92%	97.32%	95.93%
FARMS	0	5	-100.00%	\$0	\$6,935,000	-100.00%	0.00%	84.16%
MULTIFAMILY	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Acreage	10	5	100.00%	\$2,392,360	\$2,465,000	-2.95%	95.52%	94.34%
Acreage WF	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Lots	5	10	-50.00%	\$883,000	\$2,112,000	-58.19%	90.69%	94.95%
Lots WF	1	1	0.00%	\$1,500,000	\$1,345,000	11.52%	94.04%	98.21%
LOTS TOTAL	16	16	0.00%	\$4,775,360	\$5,922,000	-19.36%	94.13%	95.41%
Business	1	0	0.00%	\$280,000	\$0	0.00%	90.32%	0.00%
Commercial	4	6	-33.33%	\$2,142,011	\$772,654	177.23%	92.13%	90.62%
Land	1	1	0.00%	\$355,000	\$899,000	-60.51%	88.97%	100.00%
COMM TOTAL	6	7	-14.29%	\$2,777,011	\$1,671,654	66.12%	91.53%	95.43%
GRAND TOTAL	187	166	12.65%	\$84,336,580	\$79,097,251	6.62%	96.93%	94.72%

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North Okanagan Statistics -- September 2019

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	121	123	-1.63%	\$86,631,338	\$95,840,800	-9.61%	95.96%	96.20%
Duplex	40	63	-36.51%	\$18,795,500	\$28,506,760	-34.07%	98.19%	99.32%
Mobile Home	77	79	-2.53%	\$13,476,650	\$13,151,808	2.47%	95.68%	96.31%
Recreational	11	8	37.50%	\$2,250,000	\$1,137,300	97.84%	94.32%	91.25%
Residential	778	747	4.15%	\$405,072,191	\$381,196,741	6.26%	97.54%	97.83%
Residential WF	22	15	46.67%	\$30,550,400	\$21,800,000	40.14%	92.97%	93.27%
3/4-Plex	2	8	-75.00%	\$663,500	\$3,514,400	-81.12%	96.89%	97.93%
Apartment	125	164	-23.78%	\$28,577,672	\$35,381,569	-19.23%	97.12%	97.27%
Townhouse	284	249	14.06%	\$98,347,306	\$83,360,409	17.98%	97.75%	97.84%
RES TOTAL	1,460	1,456	0.27%	\$684,364,557	\$663,889,787	3.08%	97.10%	97.43%
FARMS	7	11	-36.36%	\$18,630,000	\$19,750,000	-5.67%	100.10%	92.61%
MULTIFAMILY	2	2	0.00%	\$6,340,000	\$2,317,000	173.63%	93.25%	103.58%
Acreage	35	35	0.00%	\$12,539,860	\$19,805,425	-36.68%	92.76%	92.84%
Acreage WF	1	4	-75.00%	\$804,000	\$1,417,500	-43.28%	89.43%	93.69%
Lots	56	74	-24.32%	\$11,644,950	\$14,841,850	-21.54%	94.30%	94.63%
Lots WF	4	2	100.00%	\$2,544,900	\$1,643,000	54.89%	86.96%	98.53%
LOTS TOTAL	96	115	-16.52%	\$27,533,710	\$37,707,775	-26.98%	92.73%	93.81%
Business	6	8	-25.00%	\$2,811,500	\$2,383,400	17.96%	90.23%	91.71%
Commercial	41	32	28.13%	\$20,302,511	\$17,076,089	18.89%	93.60%	91.65%
Land	4	9	-55.56%	\$6,405,000	\$7,866,000	-18.57%	81.60%	85.50%
COMM TOTAL	51	49	4.08%	\$29,519,011	\$27,325,489	8.03%	90.39%	89.79%
GRAND TOTAL	1,616	1,633	-1.04%	\$766,387,278	\$750,990,051	2.05%	96.70%	96.83%

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North Okanagan Statistics -- September 2019

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	\$621,774	\$934,846	-33.49%	\$606,000	\$890,000	-31.91%	131	108	21.51%
Duplex	\$463,560	\$412,440	12.39%	\$431,300	\$380,200	13.44%	75	77	-2.35%
Mobile Home	\$164,583	\$126,190	30.42%	\$134,000	\$98,000	36.73%	93	150	-38.49%
Recreational	\$311,667	\$95,000	228.07%	\$175,000	\$95,000	84.21%	118	9	1,211.11%
Residential	\$514,173	\$522,585	-1.61%	\$475,000	\$460,000	3.26%	61	77	-20.04%
Residential WF	\$1,660,000			\$1,660,000			304		
3/4-Plex									
Apartment	\$241,177	\$217,869	10.70%	\$206,000	\$172,000	19.77%	74	59	25.42%
Townhouse	\$353,879	\$352,210	0.47%	\$355,000	\$335,000	5.97%	76	51	49.94%
RES TOTAL	\$465,359	\$467,888	-0.54%	\$435,000	\$400,000	8.75%	79	77	2.23%
FARMS		\$1,387,000			\$1,600,000			101	
MULTIFAMILY									
Acreage	\$239,236	\$493,000	-51.47%	\$238,500	\$405,000	-41.11%	113	139	-18.82%
Acreage WF									
Lots	\$176,600	\$211,200	-16.38%	\$175,000	\$219,500	-20.27%	112	201	-44.33%
Lots WF	\$1,500,000	\$1,345,000	11.52%	\$1,500,000	\$1,345,000	11.52%	34	118	-71.19%
LOTS TOTAL	\$298,460	\$370,125	-19.36%	\$220,000	\$289,000	-23.88%	108	177	-39.00%
Business	\$280,000			\$280,000			128		
Commercial	\$535,503	\$128,776	315.84%	\$526,000	\$499	105,310.82%	86	264	-67.40%
Land	\$355,000	\$899,000	-60.51%	\$355,000	\$899,000	-60.51%	161	585	-72.48%
COMM TOTAL	\$462,835	\$238,808	93.81%	\$317,500	\$985	32,133.50%	106	310	-65.94%
GRAND TOTAL	\$450,998	\$476,489	-5.35%	\$417,000	\$391,750	6.45%	82	97	-15.44%

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North Okanagan Statistics -- September 2019

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	\$715,961	\$779,193	-8.12%	\$657,500	\$750,000	-12.33%	112	107	4.79%
Duplex	\$469,888	\$452,488	3.85%	\$440,650	\$412,000	6.95%	74	87	-15.19%
Mobile Home	\$175,021	\$166,479	5.13%	\$171,000	\$144,800	18.09%	83	100	-16.29%
Recreational	\$204,545	\$142,163	43.88%	\$152,000	\$72,000	111.11%	187	73	156.42%
Residential	\$520,658	\$510,304	2.03%	\$480,000	\$465,000	3.23%	67	62	8.02%
Residential WF	\$1,388,655	\$1,453,333	-4.45%	\$1,250,000	\$1,365,000	-8.42%	136	127	7.03%
3/4-Plex	\$331,750	\$439,300	-24.48%	\$331,750	\$461,200	-28.07%	36	126	-71.88%
Apartment	\$228,621	\$215,741	5.97%	\$205,000	\$182,629	12.25%	69	68	2.60%
Townhouse	\$346,293	\$334,781	3.44%	\$335,000	\$329,000	1.82%	68	56	22.11%
RES TOTAL	\$468,743	\$455,968	2.80%	\$425,500	\$410,000	3.78%	74	70	6.49%
FARMS	\$2,661,429	\$1,795,455	48.23%	\$2,370,000	\$1,600,000	48.13%	165	188	-11.95%
MULTIFAMILY	\$3,170,000	\$1,158,500	173.63%	\$3,170,000	\$1,158,500	173.63%	105	113	-7.11%
Acreage	\$358,282	\$565,869	-36.68%	\$315,000	\$300,000	5.00%	205	204	0.18%
Acreage WF	\$804,000	\$354,375	126.88%	\$804,000	\$320,000	151.25%	46	175	-73.68%
Lots	\$207,946	\$200,566	3.68%	\$187,500	\$203,500	-7.86%	172	184	-6.95%
Lots WF	\$636,225	\$821,500	-22.55%	\$487,500	\$821,500	-40.66%	34	87	-60.98%
LOTS TOTAL	\$286,809	\$327,894	-12.53%	\$225,000	\$229,000	-1.75%	177	188	-6.28%
Business	\$468,583	\$297,925	57.28%	\$270,000	\$267,500	0.93%	140	154	-8.87%
Commercial	\$495,183	\$533,628	-7.20%	\$140,000	\$112,725	24.20%	156	227	-31.05%
Land	\$1,601,250	\$874,000	83.21%	\$900,000	\$899,000	0.11%	197	336	-41.37%
COMM TOTAL	\$578,804	\$557,663	3.79%	\$350,000	\$335,000	4.48%	158	235	-32.87%
GRAND TOTAL	\$474,250	\$459,884	3.12%	\$418,450	\$399,900	4.64%	83	84	-0.60%

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