

**North Okanagan Monthly Statistics
October 2020**

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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 | 797 | 736 | 8.29% | 9,103 | 9,711 | -6.26% |
| 2 Units Sold | 774 | 419 | 84.73% | 5,097 | 4,246 | 20.04% |
| 3 Sales Volume | \$529,415,170 | \$221,530,420 | 138.98% | \$3,207,429,490 | \$2,355,978,275 | 36.14% |
| 4 List/Sell Ratio | 97.45% | 96.58% | | 96.92% | 96.52% | |
| 5 Days to Sell | 70 | 81 | -13.36% | 77 | 73 | 5.85% |
| 6 Active Listings | 2,526 | 3,132 | -19.35% | | | |
| Area = North Okanagan | | | | | | |
| 1 Units Listed | 302 | 258 | 17.05% | 3,160 | 3,404 | -7.17% |
| 2 Units Sold | 297 | 177 | 67.80% | 2,013 | 1,792 | 12.33% |
| 3 Sales Volume | \$171,757,888 | \$82,971,031 | 107.01% | \$1,057,528,270 | \$849,043,309 | 24.56% |
| 4 List/Sell Ratio | 96.78% | 96.53% | | 96.75% | 96.68% | |
| 5 Days to Sell | 97 | 105 | -7.96% | 97 | 85 | 13.37% |
| 6 Active Listings | 1,131 | 1,360 | -16.84% | | | |
| Area = Shuswap / Revels | | | | | | |
| 1 Units Listed | 159 | 109 | 45.87% | 1,772 | 1,976 | -10.32% |
| 2 Units Sold | 158 | 106 | 49.06% | 1,086 | 982 | 10.59% |
| 3 Sales Volume | \$73,228,245 | \$43,409,027 | 68.69% | \$470,466,281 | \$396,904,848 | 18.53% |
| 4 List/Sell Ratio | 96.70% | 95.84% | | 96.29% | 95.58% | |
| 5 Days to Sell | 113 | 117 | -3.51% | 123 | 107 | 14.98% |
| 6 Active Listings | 731 | 946 | -22.73% | | | |
| Area = Grand Total | | | | | | |
| 1 Units Listed | 1,258 | 1,103 | 14.05% | 14,035 | 15,091 | -7.00% |
| 2 Units Sold | 1,229 | 702 | 75.07% | 8,196 | 7,020 | 16.75% |
| 3 Sales Volume | \$774,401,303 | \$347,910,478 | 122.59% | \$4,735,424,041 | \$3,601,926,432 | 31.47% |
| 4 List/Sell Ratio | 97.23% | 96.48% | | 96.82% | 96.45% | |
| 5 Days to Sell | 82 | 92 | -11.27% | 88 | 81 | 8.92% |
| 6 Active Listings | 4,388 | 5,438 | -19.31% | | | |

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

North Okanagan Statistics -- October 2020

Quick Summary Part 1

| | | | Residential | |
|-----------------------------|-------------------------|---------------------------|-------------------------|---------------------------|
| Description | Total Units Sold | Total Sales Volume | Total Units Sold | Total Sales Volume |
| This Month | 297 | \$171,757,888 | 143 | \$89,346,528 |
| Last Month | 311 | \$186,721,079 | 163 | \$95,186,464 |
| This Month Last Year | 177 | \$82,971,031 | 78 | \$43,639,550 |

| Description | Total Listings Taken | Inventory |
|-----------------------------|-----------------------------|------------------|
| This Month | 302 | 1,131 |
| Last Month | 358 | 1,266 |
| This Month Last Year | 258 | 1,360 |

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

North Okanagan Statistics -- October 2020

Quick Summary Part 2

Condo/Apt

| | |
|-------------------|-----------|
| Sales | 24 |
| New Listings | 30 |
| Current Inventory | 82 |
| Sell/Inv. Ratio | 29.27% |
| Days to Sell | 93 |
| Average Price | \$280,815 |
| Median Price | \$257,450 |

Condo/Townhouse

| | |
|-------------------|-----------|
| Sales | 35 |
| New Listings | 35 |
| Current Inventory | 101 |
| Sell/Inv. Ratio | 34.65% |
| Days to Sell | 65 |
| Average Price | \$412,183 |
| Median Price | \$379,500 |

Lots

| | |
|-------------------|-----------|
| Sales | 39 |
| New Listings | 24 |
| Current Inventory | 247 |
| Sell/Inv. Ratio | 15.79% |
| Days to Sell | 241 |
| Average Price | \$250,921 |
| Median Price | \$255,000 |

Residential

| | |
|-----------------------------|-----------|
| Sales | 143 |
| New Listings | 112 |
| Current Inventory | 293 |
| Sell/Inv. Ratio | 48.81% |
| Days to Sell | 62 |
| Average Price | \$624,801 |
| Median Price | \$550,000 |
| Ratio of Sales vs Inventory | 48.98% |

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North Okanagan Statistics -- October 2020

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 | 31 | 25 | 24.00% | 274 | 331 | -17.22 | 98 | 156 | -37.18 |
| Duplex | 12 | 8 | 50.00% | 79 | 91 | -13.19 | 19 | 21 | -9.52 |
| Mobile Home | 14 | 7 | 100.00% | 118 | 112 | 5.36 | 42 | 33 | 27.27 |
| Recreational | 0 | 2 | -100.00% | 23 | 39 | -41.03 | 12 | 15 | -20.00 |
| Residential | 112 | 99 | 13.13% | 1,353 | 1,452 | -6.82 | 293 | 426 | -31.22 |
| Residential WF | 5 | 4 | 25.00% | 60 | 66 | -9.09 | 25 | 44 | -43.18 |
| 3/4-Plex | 1 | 0 | 0.00% | 9 | 6 | 50.00 | 4 | 3 | 33.33 |
| Timeshare | 0 | 0 | 0.00% | 0 | 0 | 0.00 | | | |
| Apartment | 30 | 31 | -3.23% | 225 | 219 | 2.74 | 82 | 71 | 15.49 |
| Townhouse | 35 | 41 | -14.63% | 425 | 480 | -11.46 | 101 | 116 | -12.93 |
| RES TOTAL | 240 | 217.00 | 10.60% | 2,566 | 2,796 | -8.23% | 676 | 885 | -23.62 |
| FARMS | 9 | 3 | 200.00% | 30 | 38 | -21.05 | 18 | 21 | -14.29 |
| MULTIFAMILY | 1 | 0 | 0.00% | 14 | 9 | 55.56 | 11 | 4 | 175.00 |
| Acreage | 15 | 7 | 114.29% | 87 | 93 | -6.45 | 76 | 84 | -9.52 |
| Acreage WF | 1 | 0 | 0.00% | 19 | 8 | 137.50 | 16 | 9 | 77.78 |
| Lots | 7 | 14 | -50.00% | 210 | 203 | 3.45 | 145 | 172 | -15.70 |
| Lots WF | 1 | 1 | 0.00% | 12 | 25 | -52.00 | 10 | 18 | -44.44 |
| LOTS TOTAL | 24 | 22.00 | 9.09% | 328 | 329 | -0.30% | 247 | 283 | -12.72 |
| Business | 4 | 4 | 0.00% | 24 | 47 | -48.94 | 20 | 35 | -42.86 |
| Commercial | 18 | 8 | 125.00% | 138 | 146 | -5.48 | 95 | 95 | 0.00 |
| Land | 6 | 4 | 50.00% | 60 | 39 | 53.85 | 64 | 37 | 72.97 |
| COMM TOTAL | 28 | 16.00 | 75.00% | 222 | 232 | -4.31% | 179 | 167 | 7.19 |
| GRAND TOTAL | 302 | 258 | 17.05% | 3,160 | 3,404 | -7.17% | 1,131 | 1,360 | -16.84 |

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

North Okanagan Statistics -- October 2020

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 | 15 | 73.33% | \$25,208,400 | \$10,547,591 | 139.00% | 97.12% | 95.24% |
| Duplex | 10 | 8 | 25.00% | \$5,666,800 | \$3,378,150 | 67.75% | 99.03% | 98.09% |
| Mobile Home | 4 | 12 | -66.67% | \$783,700 | \$2,307,000 | -66.03% | 96.21% | 96.54% |
| Recreational | 2 | 0 | 0.00% | \$140,000 | \$0 | 0.00% | 96.89% | 0.00% |
| Residential | 143 | 78 | 83.33% | \$89,346,528 | \$43,639,550 | 104.74% | 98.21% | 97.44% |
| Residential WF | 3 | 2 | 50.00% | \$5,749,900 | \$1,042,875 | 451.35% | 79.09% | 95.34% |
| 3/4-Plex | 0 | 1 | -100.00% | \$0 | \$289,000 | -100.00% | 0.00% | 96.66% |
| Apartment | 24 | 16 | 50.00% | \$6,739,550 | \$4,298,250 | 56.80% | 96.56% | 97.36% |
| Townhouse | 35 | 30 | 16.67% | \$14,426,388 | \$11,661,165 | 23.71% | 98.81% | 97.87% |
| RES TOTAL | 247 | 162 | 52.47% | \$148,061,266 | \$77,163,581 | 91.88% | 97.11% | 97.16% |
| FARMS | 3 | 1 | 200.00% | \$10,760,000 | \$592,000 | 1,717.57% | 99.17% | 100.00% |
| MULTIFAMILY | 0 | 1 | -100.00% | \$0 | \$289,000 | -100.00% | 0.00% | 96.66% |
| Acreage | 12 | 1 | 1,100.00% | \$4,139,100 | \$350,000 | 1,082.60% | 95.43% | 90.93% |
| Acreage WF | 1 | 0 | 0.00% | \$255,000 | \$0 | 0.00% | 92.73% | 0.00% |
| Lots | 26 | 7 | 271.43% | \$5,391,800 | \$921,450 | 485.14% | 95.33% | 90.45% |
| Lots WF | 0 | 0 | 0.00% | \$0 | \$0 | 0.00% | 0.00% | 0.00% |
| LOTS TOTAL | 39 | 8 | 387.50% | \$9,785,900 | \$1,271,450 | 669.66% | 95.30% | 90.58% |
| Business | 1 | 2 | -50.00% | \$1,675,000 | \$280,000 | 498.21% | 76.14% | 89.20% |
| Commercial | 7 | 3 | 133.33% | \$1,475,722 | \$3,375,000 | -56.27% | 87.54% | 85.94% |
| Land | 0 | 0 | 0.00% | \$0 | \$0 | 0.00% | 0.00% | 0.00% |
| COMM TOTAL | 8 | 5 | 60.00% | \$3,150,722 | \$3,655,000 | -13.80% | 81.08% | 86.18% |
| GRAND TOTAL | 297 | 177 | 67.80% | \$171,757,888 | \$82,971,031 | 107.01% | 96.78% | 96.53% |

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North Okanagan Statistics -- October 2020

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 | 172 | 136 | 26.47% | \$133,284,315 | \$97,178,929 | 37.15% | 96.78% | 95.88% |
| Duplex | 57 | 48 | 18.75% | \$30,663,494 | \$22,173,650 | 38.29% | 98.35% | 98.18% |
| Mobile Home | 74 | 89 | -16.85% | \$12,324,550 | \$15,783,650 | -21.92% | 94.70% | 95.81% |
| Recreational | 12 | 11 | 9.09% | \$1,366,675 | \$2,250,000 | -39.26% | 93.74% | 94.32% |
| Residential | 970 | 856 | 13.32% | \$557,827,169 | \$448,711,741 | 24.32% | 97.86% | 97.53% |
| Residential WF | 39 | 24 | 62.50% | \$64,895,300 | \$31,593,275 | 105.41% | 90.09% | 93.05% |
| 3/4-Plex | 2 | 3 | -33.33% | \$950,000 | \$952,500 | -0.26% | 95.97% | 96.82% |
| Apartment | 157 | 141 | 11.35% | \$39,785,421 | \$32,875,922 | 21.02% | 96.83% | 97.15% |
| Townhouse | 302 | 314 | -3.82% | \$114,943,518 | \$110,008,471 | 4.49% | 98.21% | 97.76% |
| RES TOTAL | 1,785 | 1,622 | 10.05% | \$956,040,442 | \$761,528,138 | 25.54% | 97.10% | 97.11% |
| FARMS | 5 | 8 | -37.50% | \$15,970,000 | \$19,222,000 | -16.92% | 98.19% | 100.09% |
| MULTIFAMILY | 2 | 3 | -33.33% | \$4,310,000 | \$6,629,000 | -34.98% | 105.12% | 93.39% |
| Acreage | 44 | 35 | 25.71% | \$17,306,290 | \$12,574,860 | 37.63% | 93.26% | 92.63% |
| Acreage WF | 4 | 1 | 300.00% | \$1,895,000 | \$804,000 | 135.70% | 88.80% | 89.43% |
| Lots | 104 | 63 | 65.08% | \$25,783,550 | \$12,566,400 | 105.18% | 94.34% | 94.01% |
| Lots WF | 6 | 4 | 50.00% | \$5,027,500 | \$2,544,900 | 97.55% | 90.41% | 86.96% |
| LOTS TOTAL | 158 | 103 | 53.40% | \$50,012,340 | \$28,490,160 | 75.54% | 93.33% | 92.60% |
| Business | 6 | 8 | -25.00% | \$8,970,000 | \$3,091,500 | 190.15% | 88.16% | 90.14% |
| Commercial | 50 | 44 | 13.64% | \$17,975,587 | \$23,677,511 | -24.08% | 92.13% | 92.42% |
| Land | 7 | 4 | 75.00% | \$4,249,900 | \$6,405,000 | -33.65% | 86.77% | 81.60% |
| COMM TOTAL | 63 | 56 | 12.50% | \$31,195,487 | \$33,174,011 | -5.96% | 90.20% | 89.91% |
| GRAND TOTAL | 2,013 | 1,792 | 12.33% | \$1,057,528,270 | \$849,043,309 | 24.56% | 96.75% | 96.68% |

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North Okanagan Statistics -- October 2020

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 | \$969,554 | \$703,173 | 37.88% | \$820,000 | \$660,000 | 24.24% | 97 | 139 | -30.50% |
| Duplex | \$566,680 | \$422,269 | 34.20% | \$616,575 | \$413,450 | 49.13% | 87 | 48 | 79.95% |
| Mobile Home | \$195,925 | \$192,250 | 1.91% | \$165,950 | \$120,000 | 38.29% | 50 | 60 | -16.48% |
| Recreational | \$70,000 | | | \$70,000 | | | 382 | | |
| Residential | \$624,801 | \$559,481 | 11.68% | \$550,000 | \$521,500 | 5.47% | 62 | 84 | -26.53% |
| Residential WF | \$1,916,633 | \$521,438 | 267.57% | \$1,799,900 | \$521,438 | 245.18% | 130 | 144 | -9.41% |
| 3/4-Plex | | \$289,000 | | | \$289,000 | | | 16 | |
| Apartment | \$280,815 | \$268,641 | 4.53% | \$257,450 | \$259,750 | -0.89% | 93 | 68 | 35.77% |
| Townhouse | \$412,183 | \$388,705 | 6.04% | \$379,500 | \$391,000 | -2.94% | 65 | 84 | -22.38% |
| RES TOTAL | \$599,438 | \$476,318 | 25.85% | \$515,000 | \$437,500 | 17.71% | 73 | 84 | -13.24% |
| FARMS | \$3,586,667 | \$592,000 | 505.86% | \$900,000 | \$592,000 | 52.03% | 193 | 471 | -59.02% |
| MULTIFAMILY | | \$289,000 | | | \$289,000 | | | 15 | |
| Acreage | \$344,925 | \$350,000 | -1.45% | \$345,000 | \$350,000 | -1.43% | 215 | 530 | -59.45% |
| Acreage WF | \$255,000 | | | \$255,000 | | | 101 | | |
| Lots | \$207,377 | \$131,636 | 57.54% | \$222,450 | \$135,000 | 64.78% | 258 | 442 | -41.57% |
| Lots WF | | | | | | | | | |
| LOTS TOTAL | \$250,921 | \$158,931 | 57.88% | \$255,000 | \$142,000 | 79.58% | 241 | 453 | -46.82% |
| Business | \$1,675,000 | \$140,000 | 1,096.43% | \$1,675,000 | \$140,000 | 1,096.43% | 304 | 133 | 129.43% |
| Commercial | \$210,817 | \$1,125,000 | -81.26% | \$12 | \$1,200,000 | -100.00% | 66 | 208 | -68.06% |
| Land | | | | | | | | | |
| COMM TOTAL | \$393,840 | \$731,000 | -46.12% | \$344 | \$775,000 | -99.96% | 96 | 178 | -45.94% |
| GRAND TOTAL | \$578,309 | \$468,763 | 23.37% | \$475,852 | \$429,441 | 10.81% | 97 | 105 | -7.96% |

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

North Okanagan Statistics -- October 2020

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 | \$774,909 | \$714,551 | 8.45% | \$720,000 | \$658,750 | 9.30% | 121 | 115 | 5.24% |
| Duplex | \$537,956 | \$461,951 | 16.45% | \$559,900 | \$440,650 | 27.06% | 92 | 69 | 32.99% |
| Mobile Home | \$166,548 | \$177,344 | -6.09% | \$157,500 | \$169,250 | -6.94% | 80 | 80 | 0.10% |
| Recreational | \$113,890 | \$204,545 | -44.32% | \$89,750 | \$152,000 | -40.95% | 169 | 187 | -9.41% |
| Residential | \$575,080 | \$524,196 | 9.71% | \$524,700 | \$483,700 | 8.48% | 73 | 69 | 6.23% |
| Residential WF | \$1,663,982 | \$1,316,386 | 26.41% | \$1,450,000 | \$1,185,000 | 22.36% | 153 | 136 | 12.39% |
| 3/4-Plex | \$475,000 | \$317,500 | 49.61% | \$475,000 | \$289,000 | 64.36% | 160 | 29 | 450.00% |
| Apartment | \$253,410 | \$233,163 | 8.68% | \$215,000 | \$216,000 | -0.46% | 81 | 69 | 16.74% |
| Townhouse | \$380,608 | \$350,345 | 8.64% | \$360,600 | \$343,500 | 4.98% | 82 | 70 | 18.44% |
| RES TOTAL | \$535,597 | \$469,499 | 14.08% | \$474,000 | \$427,250 | 10.94% | 83 | 75 | 10.83% |
| FARMS | \$3,194,000 | \$2,402,750 | 32.93% | \$910,000 | \$2,310,000 | -60.61% | 129 | 203 | -36.47% |
| MULTIFAMILY | \$2,155,000 | \$2,209,667 | -2.47% | \$2,155,000 | \$640,000 | 236.72% | 66 | 75 | -11.61% |
| Acreage | \$393,325 | \$359,282 | 9.48% | \$295,000 | \$320,000 | -7.81% | 231 | 219 | 5.33% |
| Acreage WF | \$473,750 | \$804,000 | -41.08% | \$515,000 | \$804,000 | -35.95% | 59 | 46 | 28.80% |
| Lots | \$247,919 | \$199,467 | 24.29% | \$207,500 | \$181,000 | 14.64% | 201 | 202 | -0.20% |
| Lots WF | \$837,917 | \$636,225 | 31.70% | \$735,000 | \$487,500 | 50.77% | 161 | 34 | 377.04% |
| LOTS TOTAL | \$316,534 | \$276,603 | 14.44% | \$245,500 | \$212,500 | 15.53% | 204 | 200 | 2.41% |
| Business | \$1,495,000 | \$386,438 | 286.87% | \$1,287,500 | \$260,000 | 395.19% | 200 | 138 | 44.56% |
| Commercial | \$359,512 | \$538,125 | -33.19% | \$13 | \$370,000 | -100.00% | 153 | 160 | -4.15% |
| Land | \$607,129 | \$1,601,250 | -62.08% | \$300,000 | \$900,000 | -66.67% | 650 | 197 | 230.37% |
| COMM TOTAL | \$495,166 | \$592,393 | -16.41% | \$1,275 | \$352,500 | -99.64% | 213 | 160 | 33.51% |
| GRAND TOTAL | \$525,349 | \$473,796 | 10.88% | \$455,000 | \$418,950 | 8.60% | 97 | 85 | 13.37% |

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