

**North Okanagan Monthly Statistics
December 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	387	390	-0.77%	11,061	10,573	4.62%
2 Units Sold	217	362	-40.06%	5,021	6,557	-23.43%
3 Sales Volume	\$122,322,483	\$200,870,243	-39.10%	\$2,825,882,490	\$3,483,551,927	-18.88%
4 List/Sell Ratio	95.45%	96.92%		97.06%	97.48%	
5 Days to Sell	83	71	15.98%	64	61	4.81%
6 Active Listings	2,565	1,891	35.64%			
Area = North Okanagan						
1 Units Listed	121	105	15.24%	3,801	3,733	1.82%
2 Units Sold	111	122	-9.02%	2,077	2,521	-17.61%
3 Sales Volume	\$52,428,262	\$53,956,909	-2.83%	\$974,305,223	\$1,049,586,730	-7.17%
4 List/Sell Ratio	96.18%	97.75%		96.54%	97.14%	
5 Days to Sell	116	77	51.04%	88	94	-6.33%
6 Active Listings	1,064	1,012	5.14%			
Area = Shuswap / Revels						
1 Units Listed	53	67	-20.90%	2,275	2,284	-0.39%
2 Units Sold	42	55	-23.64%	1,227	1,383	-11.28%
3 Sales Volume	\$17,173,500	\$19,866,327	-13.55%	\$454,314,777	\$485,167,734	-6.36%
4 List/Sell Ratio	94.40%	95.20%		96.02%	96.05%	
5 Days to Sell	142	134	5.83%	116	118	-1.60%
6 Active Listings	719	669	7.47%			
Area = Grand Total						
1 Units Listed	561	562	-0.18%	17,137	16,590	3.30%
2 Units Sold	370	539	-31.35%	8,325	10,461	-20.42%
3 Sales Volume	\$191,924,245	\$274,693,479	-30.13%	\$4,254,502,490	\$5,018,306,392	-15.22%
4 List/Sell Ratio	95.56%	96.96%		96.83%	97.27%	
5 Days to Sell	99	79	25.93%	78	76	1.51%
6 Active Listings	4,348	3,572	21.72%			

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

North Okanagan Statistics -- December 2018

Quick Summary Part 1

			Residential	
Description	Total Units Sold	Total Sales Volume	Total Units Sold	Total Sales Volume
This Month	111	\$52,428,262	52	\$24,851,000
Last Month	147	\$76,485,191	68	\$33,117,513
This Month Last Year	122	\$53,956,909	57	\$28,301,500

Description	Total Listings Taken	Inventory
This Month	121	1,064
Last Month	218	1,312
This Month Last Year	105	1,012

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North Okanagan Statistics -- December 2018

Quick Summary Part 2

Condo/Apt

Sales	12
New Listings	17
Current Inventory	56
Sell/Inv. Ratio	21.43%
Days to Sell	84
Average Price	\$202,875
Median Price	\$186,250

Condo/Townhouse

Sales	19
New Listings	20
Current Inventory	115
Sell/Inv. Ratio	16.52%
Days to Sell	99
Average Price	\$348,484
Median Price	\$350,000

Lots

Sales	9
New Listings	18
Current Inventory	245
Sell/Inv. Ratio	3.67%
Days to Sell	189
Average Price	\$404,889
Median Price	\$280,000

Residential

Sales	52
New Listings	34
Current Inventory	285
Sell/Inv. Ratio	18.25%
Days to Sell	94
Average Price	\$477,904
Median Price	\$442,000
Ratio of Sales vs Inventory	16.91%

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North Okanagan Statistics -- December 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	11	9	22.22%	373	356	4.78	119	115	3.48
Duplex	2	7	-71.43%	123	127	-3.15	27	26	3.85
Mobile Home	3	5	-40.00%	126	174	-27.59	28	32	-12.50
Recreational	0	1	-100.00%	57	21	171.43	4	43	-90.70
Residential	34	44	-22.73%	1,569	1,577	-0.51	285	213	33.80
Residential WF	0	2	-100.00%	62	42	47.62	25	22	13.64
3/4-Plex	0	0	0.00%	12	25	-52.00	2	5	-60.00
Timeshare	0	0	0.00%	0	0	0.00			
Apartment	17	7	142.86%	294	277	6.14	56	55	1.82
Townhouse	20	17	17.65%	508	400	27.00	115	63	82.54
RES TOTAL	87	92.00	-5.43%	3,124	2,999	4.17%	661	574	15.16
FARMS	1	1	0.00%	61	56	8.93	22	22	0.00
MULTIFAMILY	1	0	0.00%	7	10	-30.00	3	4	-25.00
Acreage	8	2	300.00%	121	158	-23.42	88	110	-20.00
Acreage WF	0	3	-100.00%	16	19	-15.79	12	13	-7.69
Lots	10	3	233.33%	222	250	-11.20	135	163	-17.18
Lots WF	0	0	0.00%	20	14	42.86	10	8	25.00
LOTS TOTAL	18	8.00	125.00%	379	441	-14.06%	245	294	-16.67
Business	1	0	0.00%	51	43	18.60	24	22	9.09
Commercial	9	4	125.00%	150	148	1.35	92	74	24.32
Land	4	0	0.00%	29	36	-19.44	17	22	-22.73
COMM TOTAL	14	4.00	250.00%	230	227	1.32%	133	118	12.71
GRAND TOTAL	121	105	15.24%	3,801	3,733	1.82%	1,064	1,012	5.14

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North Okanagan Statistics -- December 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	8	7	14.29%	\$8,434,000	\$7,969,000	5.84%	95.91%	97.58%
Duplex	3	6	-50.00%	\$1,840,000	\$2,437,850	-24.52%	97.99%	99.65%
Mobile Home	2	5	-60.00%	\$472,000	\$820,500	-42.47%	95.78%	96.13%
Recreational	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Residential	52	57	-8.77%	\$24,851,000	\$28,301,500	-12.19%	97.06%	98.18%
Residential WF	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
3/4-Plex	0	1	-100.00%	\$0	\$607,500	-100.00%	0.00%	97.20%
Apartment	12	8	50.00%	\$2,434,500	\$1,416,900	71.82%	94.99%	96.48%
Townhouse	19	21	-9.52%	\$6,621,200	\$7,162,600	-7.56%	97.58%	98.15%
RES TOTAL	96	105	-8.57%	\$44,652,700	\$48,715,850	-8.34%	96.83%	98.05%
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	5	6	-16.67%	\$2,880,000	\$2,454,900	17.32%	89.86%	95.36%
Acreage WF	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Lots	3	8	-62.50%	\$524,000	\$1,901,150	-72.44%	95.46%	96.66%
Lots WF	1	0	0.00%	\$240,000	\$0	0.00%	96.00%	0.00%
LOTS TOTAL	9	14	-35.71%	\$3,644,000	\$4,356,050	-16.35%	91.01%	95.92%
Business	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Commercial	4	1	300.00%	\$2,436,562	\$9,341,110	110.81%	94.75%	0.00%
Land	2	2	0.00%	\$1,695,000	\$885,000	91.53%	93.18%	90.78%
COMM TOTAL	6	3	100.00%	\$4,131,562	\$885,009	366.84%	94.10%	90.78%
GRAND TOTAL	111	122	-9.02%	\$52,428,262	\$53,956,909	-2.83%	96.18%	97.75%

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North Okanagan Statistics -- December 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	167	185	-9.73%	\$140,854,800	\$145,576,000	-3.24%	95.65%	95.58%
Duplex	79	93	-15.05%	\$36,915,635	\$40,169,231	-8.10%	98.97%	99.06%
Mobile Home	98	127	-22.83%	\$15,717,908	\$17,318,811	-9.24%	96.09%	95.64%
Recreational	10	15	-33.33%	\$1,312,700	\$2,728,825	-51.90%	91.19%	90.23%
Residential	932	1,220	-23.61%	\$471,522,304	\$575,108,027	-18.01%	97.80%	98.27%
Residential WF	20	15	33.33%	\$31,695,000	\$11,653,000	171.99%	91.24%	94.23%
3/4-Plex	10	17	-41.18%	\$4,602,900	\$5,772,280	-20.26%	98.17%	96.83%
Apartment	215	217	-0.92%	\$46,422,894	\$44,270,508	4.86%	97.18%	97.04%
Townhouse	323	338	-4.44%	\$109,243,897	\$106,390,005	2.68%	97.73%	98.04%
RES TOTAL	1,854	2,227	-16.75%	\$858,288,038	\$948,986,688	-9.56%	97.15%	97.67%
FARMS	15	8	87.50%	\$26,764,000	\$10,825,000	147.24%	91.54%	85.97%
MULTIFAMILY	2	5	-60.00%	\$2,317,000	\$2,599,900	-10.88%	103.58%	94.38%
Acreage	45	71	-36.62%	\$28,681,005	\$23,502,200	22.04%	92.74%	93.09%
Acreage WF	4	1	300.00%	\$1,417,500	\$625,000	126.80%	93.69%	75.76%
Lots	89	141	-36.88%	\$17,491,828	\$29,385,592	-40.47%	93.65%	94.43%
Lots WF	5	3	66.67%	\$2,566,000	\$1,879,900	36.50%	97.40%	94.00%
LOTS TOTAL	143	216	-33.80%	\$50,156,333	\$55,392,692	-9.45%	93.31%	93.58%
Business	9	7	28.57%	\$2,938,400	\$3,736,500	-21.36%	93.02%	88.05%
Commercial	41	51	-19.61%	\$21,144,172	\$24,265,951	-12.86%	91.82%	93.12%
Land	13	7	85.71%	\$12,697,280	\$3,780,000	235.91%	88.12%	94.36%
COMM TOTAL	63	65	-3.08%	\$36,779,852	\$31,782,451	15.72%	90.60%	92.64%
GRAND TOTAL	2,077	2,521	-17.61%	\$974,305,223	\$1,049,586,730	-7.17%	96.54%	97.14%

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North Okanagan Statistics -- December 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	\$1,054,250	\$1,138,429	-7.39%	\$975,000	\$757,000	28.80%	275	95	191.05%
Duplex	\$613,333	\$406,308	50.95%	\$575,000	\$372,500	54.36%	110	28	291.67%
Mobile Home	\$236,000	\$164,100	43.81%	\$236,000	\$146,500	61.09%	95	58	62.67%
Recreational									
Residential	\$477,904	\$496,518	-3.75%	\$442,000	\$484,000	-8.68%	94	65	44.50%
Residential WF									
3/4-Plex		\$607,500			\$607,500			38	
Apartment	\$202,875	\$177,113	14.55%	\$186,250	\$153,950	20.98%	84	103	-18.57%
Townhouse	\$348,484	\$341,076	2.17%	\$350,000	\$357,000	-1.96%	99	59	68.62%
RES TOTAL	\$465,132	\$463,960	0.25%	\$400,000	\$415,000	-3.61%	110	66	65.73%
FARMS									
MULTIFAMILY									
Acreage	\$576,000	\$409,150	40.78%	\$292,000	\$392,500	-25.61%	248	225	10.65%
Acreage WF									
Lots	\$174,667	\$237,644	-26.50%	\$192,000	\$243,575	-21.17%	117	104	13.23%
Lots WF	\$240,000			\$240,000			107		
LOTS TOTAL	\$404,889	\$311,146	30.13%	\$280,000	\$252,250	11.00%	189	155	21.60%
Business									
Commercial	\$609,141	\$9,585,202.70%		\$168,275	\$9,819,089.19%		126	8	1,478.13%
Land	\$847,500	\$442,500	91.53%	\$847,500	\$442,500	91.53%	87	130	-33.08%
COMM TOTAL	\$688,594	\$295,003	133.42%	\$375,000	\$335,000	11.94%	113	89	26.68%
GRAND TOTAL	\$472,327	\$442,270	6.80%	\$399,000	\$393,000	1.53%	116	77	51.04%

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North Okanagan Statistics -- December 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	\$843,442	\$786,897	7.19%	\$780,000	\$642,000	21.50%	125	126	-0.28%
Duplex	\$467,287	\$431,927	8.19%	\$445,000	\$415,000	7.23%	86	63	36.60%
Mobile Home	\$160,387	\$136,369	17.61%	\$143,650	\$130,000	10.50%	92	80	15.06%
Recreational	\$131,270	\$181,922	-27.84%	\$73,200	\$95,000	-22.95%	90	404	-77.71%
Residential	\$505,925	\$471,400	7.32%	\$465,000	\$432,569	7.50%	66	60	10.53%
Residential WF	\$1,584,750	\$776,867	103.99%	\$1,575,000	\$775,000	103.23%	146	159	-8.57%
3/4-Plex	\$460,290	\$339,546	35.56%	\$461,200	\$314,110	46.83%	115	52	121.66%
Apartment	\$215,920	\$204,012	5.84%	\$183,000	\$185,000	-1.08%	70	99	-29.51%
Townhouse	\$338,216	\$314,763	7.45%	\$333,000	\$306,000	8.82%	60	63	-4.72%
RES TOTAL	\$462,939	\$426,128	8.64%	\$408,500	\$385,000	6.10%	74	74	0.65%
FARMS	\$1,784,267	\$1,353,125	31.86%	\$1,600,000	\$1,295,000	23.55%	176	360	-51.06%
MULTIFAMILY	\$1,158,500	\$519,980	122.80%	\$1,158,500	\$566,900	104.36%	113	244	-53.93%
Acreage	\$637,356	\$331,017	92.54%	\$310,000	\$235,000	31.91%	214	285	-24.90%
Acreage WF	\$354,375	\$625,000	-43.30%	\$320,000	\$625,000	-48.80%	175	236	-25.95%
Lots	\$196,537	\$208,408	-5.70%	\$192,000	\$200,000	-4.00%	196	226	-13.37%
Lots WF	\$513,200	\$626,633	-18.10%	\$308,000	\$599,900	-48.66%	144	379	-61.97%
LOTS TOTAL	\$350,744	\$256,448	36.77%	\$229,000	\$210,000	9.05%	199	248	-19.56%
Business	\$326,489	\$533,786	-38.84%	\$405,000	\$74,000	447.30%	148	110	34.17%
Commercial	\$515,712	\$475,803	8.39%	\$223,750	\$330,000	-32.20%	213	268	-20.28%
Land	\$976,714	\$540,000	80.87%	\$899,000	\$505,000	78.02%	301	119	152.36%
COMM TOTAL	\$583,807	\$488,961	19.40%	\$335,000	\$330,000	1.52%	222	235	-5.34%
GRAND TOTAL	\$469,093	\$416,337	12.67%	\$399,000	\$372,900	7.00%	88	94	-6.33%

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