

**North Okanagan Monthly Statistics  
September 2016**

# Table of Contents

---

Table of Contents	2
Zone Totals	3
Quick Summary Part 1	4
Quick Summary Part 2	5
Listing Information	6
Sales Information (Month)	7
Sales Information (YTD)	8
Average/Median Price, Days to Sell (Month)	9
Average/Median Price, Days to Sell (YTD)	10

## Zone Totals

Description	CM This Year	CM Last Year	Increase	This YTD	Last YTD	Increase
<b>Area = Central Okanagan</b>						
1 Units Listed	869	874	-0.57%	8,716	8,588	1.49%
2 Units Sold	644	495	30.10%	6,032	4,586	31.53%
3 Sales Volume	\$318,827,613	\$214,777,122	48.45%	\$2,950,406,914	\$1,957,934,897	50.69%
4 List/Sell Ratio	97.16%	96.34%		97.48%	96.64%	
5 Days to Sell	61	87	-29.61%	67	82	-18.49%
6 Active Listings	2,487	3,609	-31.09%			
<b>Area = North Okanagan</b>						
1 Units Listed	277	281	-1.42%	3,313	3,337	-0.72%
2 Units Sold	209	172	21.51%	2,067	1,506	37.25%
3 Sales Volume	\$88,912,835	\$65,378,933	36.00%	\$830,810,253	\$531,524,988	56.31%
4 List/Sell Ratio	94.80%	96.08%		96.53%	96.17%	
5 Days to Sell	120	93	29.41%	109	114	-4.69%
6 Active Listings	1,619	2,142	-24.42%			
<b>Area = Shuswap / Revels</b>						
1 Units Listed	165	146	13.01%	2,062	1,996	3.31%
2 Units Sold	145	116	25.00%	1,126	908	24.01%
3 Sales Volume	\$49,420,750	\$35,142,291	40.63%	\$369,519,899	\$287,074,527	28.72%
4 List/Sell Ratio	96.19%	96.89%		95.79%	95.34%	
5 Days to Sell	134	161	-16.74%	136	138	-1.39%
6 Active Listings	1,209	1,515	-20.20%			
<b>Area = Grand Total</b>						
1 Units Listed	1,311	1,301	0.77%	14,091	13,921	1.22%
2 Units Sold	998	783	27.46%	9,225	7,000	31.79%
3 Sales Volume	\$457,161,198	\$315,298,346	44.99%	\$4,150,737,065	\$2,776,534,412	49.49%
4 List/Sell Ratio	96.59%	96.35%		97.14%	96.41%	
5 Days to Sell	84	99	-15.21%	85	96	-11.96%
6 Active Listings	5,315	7,266	-26.85%			

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

North Okanagan Statistics -- September 2016

**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>	209	\$88,912,835	97	\$42,804,993
<b>Last Month</b>	248	\$97,479,595	122	\$53,001,006
<b>This Month Last Year</b>	172	\$65,378,933	84	\$33,458,150

  

<b>Description</b>	<b>Total Listings Taken</b>	<b>Inventory</b>
<b>This Month</b>	277	1,619
<b>Last Month</b>	327	1,712
<b>This Month Last Year</b>	281	2,142

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

North Okanagan Statistics -- September 2016

## Quick Summary Part 2

---

### Condo/Apt

Sales	18
New Listings	17
Current Inventory	94
Sell/Inv. Ratio	19.15%
Days to Sell	94
Average Price	\$179,656
Median Price	\$145,250

---

### Condo/Townhouse

Sales	36
New Listings	31
Current Inventory	109
Sell/Inv. Ratio	33.03%
Days to Sell	89
Average Price	\$303,829
Median Price	\$263,500

---

### Lots

Sales	11
New Listings	14
Current Inventory	396
Sell/Inv. Ratio	2.78%
Days to Sell	341
Average Price	\$189,318
Median Price	\$164,000

---

### Residential

Sales	97
New Listings	139
Current Inventory	440
Sell/Inv. Ratio	22.05%
Days to Sell	89
Average Price	\$441,289
Median Price	\$378,400
Ratio of Sales vs Inventory	20.77%

---

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

North Okanagan Statistics -- September 2016

## 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	30	29	3.45%	378	397	-4.79	193	284	-32.04
Duplex	7	8	-12.50%	91	75	21.33	33	44	-25.00
Mobile Home	17	10	70.00%	114	132	-13.64	48	53	-9.43
Recreational	0	1	-100.00%	21	67	-68.66	65	73	-10.96
Residential	139	122	13.93%	1,467	1,415	3.67	440	623	-29.37
Residential WF	2	1	100.00%	54	59	-8.47	27	45	-40.00
3/4-Plex	2	1	100.00%	9	5	80.00	3	5	-40.00
Timeshare	0	0	0.00%	0	0	0.00			
Apartment	17	19	-10.53%	181	183	-1.09	94	133	-29.32
Townhouse	31	28	10.71%	361	375	-3.73	109	162	-32.72
RES TOTAL	245	219.00	11.87%	2,676	2,708	-1.18%	1,012	1,422	-28.83
FARMS	4	2	100.00%	52	57	-8.77	50	56	-10.71
MULTIFAMILY	1	1	0.00%	9	10	-10.00	8	9	-11.11
Acreage	5	9	-44.44%	121	119	1.68	137	150	-8.67
Acreage WF	1	1	0.00%	11	12	-8.33	10	15	-33.33
Lots	8	14	-42.86%	261	197	32.49	232	248	-6.45
Lots WF	0	1	-100.00%	13	21	-38.10	17	20	-15.00
LOTS TOTAL	14	25.00	-44.00%	406	349	16.33%	396	433	-8.55
Business	1	4	-75.00%	33	36	-8.33	24	41	-41.46
Commercial	10	26	-61.54%	106	149	-28.86	95	148	-35.81
Land	2	4	-50.00%	30	26	15.38	34	33	3.03
COMM TOTAL	13	34.00	-61.76%	169	211	-19.91%	153	222	-31.08
<b>GRAND TOTAL</b>	<b>277</b>	<b>281</b>	<b>-1.42%</b>	<b>3,312</b>	<b>3,335</b>	<b>-0.69%</b>	<b>1,619</b>	<b>2,142</b>	<b>-24.42</b>

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

North Okanagan Statistics -- September 2016

## 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	22	21	4.76%	\$13,692,500	\$11,286,150	21.32%	95.16%	95.97%
Duplex	6	1	500.00%	\$2,294,593	\$199,000	1,053.06%	97.53%	97.07%
Mobile Home	9	7	28.57%	\$1,102,200	\$601,300	83.30%	94.13%	96.07%
Recreational	1	2	-50.00%	\$68,500	\$505,000	-86.44%	98.00%	94.57%
Residential	97	84	15.48%	\$42,804,993	\$33,458,150	27.94%	97.60%	97.41%
Residential WF	3	3	0.00%	\$3,450,000	\$4,340,000	-20.51%	96.16%	90.93%
3/4-Plex	0	1	-100.00%	\$0	\$380,000	-100.00%	0.00%	95.24%
Timeshare	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Apartment	18	12	50.00%	\$3,233,800	\$2,320,555	39.35%	97.88%	96.53%
Townhouse	36	23	56.52%	\$10,937,850	\$5,399,250	102.58%	97.60%	95.88%
RES TOTAL	192	154	24.68%	\$77,584,435	\$58,489,405	32.65%	97.05%	96.39%
FARMS	1	1	0.00%	\$900,000	\$643,000	39.97%	81.89%	98.17%
MULTIFAMILY	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Acreage	6	4	50.00%	\$1,427,000	\$1,370,000	4.16%	78.35%	94.56%
Acreage WF	0	1	-100.00%	\$0	\$240,000	-100.00%	0.00%	97.96%
Lots	5	4	25.00%	\$655,500	\$545,000	20.28%	95.01%	91.02%
Lots WF	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
LOTS TOTAL	11	9	22.22%	\$2,082,500	\$2,155,000	-3.36%	82.93%	94.00%
Business	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Commercial	4	7	-42.86%	\$7,770,900	\$3,839,028	102.42%	80.60%	92.64%
Land	1	1	0.00%	\$575,000	\$252,500	127.72%	95.99%	90.50%
COMM TOTAL	5	8	-37.50%	\$8,345,900	\$4,091,528	103.98%	81.50%	92.51%
<b>GRAND TOTAL</b>	<b>209</b>	<b>172</b>	<b>21.51%</b>	<b>\$88,912,835</b>	<b>\$65,378,933</b>	<b>36.00%</b>	<b>94.80%</b>	<b>96.08%</b>

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

North Okanagan Statistics -- September 2016

## 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	189	156	21.15%	\$116,643,636	\$87,272,093	33.66%	96.12%	95.42%
Duplex	63	34	85.29%	\$22,528,981	\$11,287,100	99.60%	98.21%	97.22%
Mobile Home	79	78	1.28%	\$9,944,451	\$8,591,400	15.75%	94.80%	94.79%
Recreational	8	9	-11.11%	\$1,368,400	\$1,862,050	-26.51%	95.94%	92.10%
Residential	1,064	750	41.87%	\$458,758,497	\$288,415,443	59.06%	97.77%	97.15%
Residential WF	30	16	87.50%	\$34,950,400	\$18,816,999	85.74%	94.32%	92.71%
3/4-Plex	6	5	20.00%	\$3,365,960	\$1,805,786	86.40%	97.68%	94.70%
Timeshare	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Apartment	131	93	40.86%	\$24,629,733	\$17,533,343	40.47%	96.47%	95.77%
Townhouse	286	217	31.80%	\$85,580,374	\$54,907,375	55.86%	97.77%	96.83%
RES TOTAL	1,856	1,358	36.67%	\$757,770,432	\$490,491,589	54.49%	97.28%	96.51%
FARMS	7	3	133.33%	\$15,310,000	\$1,508,000	915.25%	85.16%	95.15%
MULTIFAMILY	1	2	-50.00%	\$885,000	\$1,720,000	-48.55%	98.44%	91.05%
Acreage	55	30	83.33%	\$14,354,700	\$8,325,250	72.42%	91.35%	91.69%
Acreage WF	4	2	100.00%	\$1,495,000	\$405,000	269.14%	93.22%	87.10%
Lots	85	55	54.55%	\$14,338,854	\$8,781,815	63.28%	94.15%	93.49%
Lots WF	5	5	0.00%	\$1,932,500	\$2,592,000	-25.44%	94.37%	97.01%
LOTS TOTAL	149	92	61.96%	\$32,121,054	\$20,104,065	59.77%	92.85%	93.03%
Business	7	4	75.00%	\$1,628,000	\$1,110,300	46.63%	91.99%	95.96%
Commercial	41	41	0.00%	\$20,733,267	\$15,286,834	35.63%	87.19%	91.72%
Land	5	4	25.00%	\$2,130,000	\$999,200	113.17%	87.52%	82.34%
COMM TOTAL	53	49	8.16%	\$24,491,267	\$17,396,334	40.78%	87.52%	91.38%
<b>GRAND TOTAL</b>	<b>2,066</b>	<b>1,504</b>	<b>37.37%</b>	<b>\$830,577,753</b>	<b>\$531,219,988</b>	<b>56.35%</b>	<b>96.53%</b>	<b>96.17%</b>

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



North Okanagan Statistics -- September 2016

## 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	\$622,386	\$537,436	15.81%	\$641,500	\$460,000	39.46%	112	139	-19.34%
Duplex	\$382,432	\$199,000	92.18%	\$348,750	\$199,000	75.25%	88	36	143.52%
Mobile Home	\$122,467	\$85,900	42.57%	\$127,000	\$57,500	120.87%	306	85	259.40%
Recreational	\$68,500	\$252,500	-72.87%	\$68,500	\$252,500	-72.87%	382	54	607.41%
Residential	\$441,289	\$398,311	10.79%	\$378,400	\$347,500	8.89%	89	76	16.71%
Residential WF	\$1,150,000	\$1,446,667	-20.51%	\$1,300,000	\$2,000,000	-35.00%	110	89	23.22%
3/4-Plex		\$380,000			\$380,000			46	
Timeshare									
Apartment	\$179,656	\$193,380	-7.10%	\$145,250	\$144,000	0.87%	94	80	16.79%
Townhouse	\$303,829	\$234,750	29.43%	\$263,500	\$215,000	22.56%	89	95	-6.81%
RES TOTAL	\$404,086	\$379,801	6.39%	\$352,250	\$336,750	4.60%	104	88	18.43%
FARMS	\$900,000	\$643,000	39.97%	\$900,000	\$643,000	39.97%	652	67	873.13%
<b>MULTIFAMILY</b>									
Acreage	\$237,833	\$342,500	-30.56%	\$187,000	\$247,500	-24.44%	438	163	168.71%
Acreage WF		\$240,000			\$240,000			56	
Lots	\$131,100	\$136,250	-3.78%	\$128,000	\$145,000	-11.72%	224	184	22.29%
Lots WF									
LOTS TOTAL	\$189,318	\$239,444	-20.93%	\$164,000	\$175,000	-6.29%	341	160	112.77%
<b>Business</b>									
Commercial	\$1,942,725	\$548,433	254.23%	\$2,110,000	\$340,000	520.59%	161	131	23.36%
Land	\$575,000	\$252,500	127.72%	\$575,000	\$252,500	127.72%	191	83	130.12%
COMM TOTAL	\$1,669,180	\$511,441	226.37%	\$720,000	\$296,250	143.04%	167	125	34.03%
<b>GRAND TOTAL</b>	<b>\$425,420</b>	<b>\$380,110</b>	<b>11.92%</b>	<b>\$348,900</b>	<b>\$331,250</b>	<b>5.33%</b>	<b>120</b>	<b>93</b>	<b>29.41%</b>

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

North Okanagan Statistics -- September 2016

## 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	\$617,162	\$559,436	10.32%	\$575,000	\$511,000	12.52%	121	123	-1.89%
Duplex	\$357,603	\$331,974	7.72%	\$336,000	\$311,750	7.78%	79	76	4.37%
Mobile Home	\$125,879	\$110,146	14.28%	\$103,900	\$94,000	10.53%	151	116	30.12%
Recreational	\$171,050	\$206,894	-17.32%	\$169,500	\$94,000	80.32%	221	180	22.58%
Residential	\$431,164	\$384,554	12.12%	\$385,000	\$353,750	8.83%	81	84	-3.63%
Residential WF	\$1,165,013	\$1,176,062	-0.94%	\$1,267,500	\$1,150,000	10.22%	149	124	20.59%
3/4-Plex	\$560,993	\$361,157	55.33%	\$555,008	\$390,000	42.31%	58	265	-78.30%
Timeshare									
Apartment	\$188,013	\$188,531	-0.27%	\$165,000	\$194,000	-14.95%	118	107	9.67%
Townhouse	\$299,232	\$253,029	18.26%	\$283,450	\$240,000	18.10%	85	95	-10.07%
RES TOTAL	\$408,281	\$361,187	13.04%	\$361,375	\$329,900	9.54%	93	95	-2.53%
FARMS	\$2,187,143	\$502,667	335.11%	\$1,610,000	\$643,000	150.39%	401	75	435.24%
MULTIFAMILY	\$885,000	\$860,000	2.91%	\$885,000	\$860,000	2.91%	65	70	-6.47%
Acreage	\$260,995	\$277,508	-5.95%	\$190,000	\$209,250	-9.20%	256	289	-11.22%
Acreage WF	\$373,750	\$202,500	84.57%	\$279,500	\$202,500	38.02%	372	504	-26.29%
Lots	\$168,692	\$159,669	5.65%	\$140,000	\$160,050	-12.53%	268	336	-20.23%
Lots WF	\$386,500	\$518,400	-25.44%	\$290,000	\$440,000	-34.09%	150	264	-43.22%
LOTS TOTAL	\$215,578	\$218,522	-1.35%	\$169,750	\$169,750	0.00%	262	320	-18.05%
Business	\$232,571	\$277,575	-16.21%	\$70,000	\$252,650	-72.29%	285	212	34.07%
Commercial	\$505,689	\$372,850	35.63%	\$235,000	\$195,000	20.51%	170	265	-35.95%
Land	\$426,000	\$249,800	70.54%	\$475,000	\$218,750	117.14%	317	156	103.73%
COMM TOTAL	\$462,099	\$355,027	30.16%	\$235,000	\$195,000	20.51%	199	252	-21.03%
<b>GRAND TOTAL</b>	<b>\$402,022</b>	<b>\$353,205</b>	<b>13.82%</b>	<b>\$353,000</b>	<b>\$320,000</b>	<b>10.31%</b>	<b>109</b>	<b>114</b>	<b>-4.58%</b>

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