

For Immediate Release

Housing Demand Continues to Outpace Supply

KELOWNA, B.C. – September 5, 2017. Residential sales in the Okanagan region of Peachland to Revelstoke cooled slightly in August to 882, an 8% drop from July sales of 961 posted to the Multiple Listing Service (MLS®) and 14% fewer sales than August of last year reports the Okanagan Mainline Real Estate Board (OMREB).

“Conditions still favour the seller, and will likely continue to do so until inventory grows or demand lessens,” says OMREB President Tanis Read, adding, “While August is typically a slower month in terms of sales volume, this imbalance between demand and supply is propping home prices in the Okanagan and may lead to a more sustained drop in home sales if supply can’t catch up.”

Average price in August, at \$489,130, was just 3% lower than July, and 5% higher than August of last year. New listings stayed relatively consistent with the previous month, while days on market rose slightly to 70 from 63 in July, but lower than 85 days this time last year.

Demand is likely to continue to be fueled by strong economic conditions and population growth, driving consumer confidence and housing demand.

“We know there was a high volume of building permits taken out in 2016 and as construction on new builds is completed, supply will hopefully start to catch up to demand, which will, in turn, have a positive effect on affordability,” comments Read.

“In these conditions, a real estate professional can enhance the buyer’s ability to stay on top of scarce new listings and aid in writing offers that will attract sellers’ attention,” says Read. “Sellers can benefit from the in-depth analysis that goes into pricing a home to suit the conditions and effective management of high-pressure, multiple offer situations. Both buyers and sellers can be advantaged by engaging a REALTOR® who is knowledgeable about the local market to act as a trusted advisor throughout a complex, high stakes transaction process.”

Turning to buyers of homes in the region served by OMREB, those relocated and/or moving to a similar property type topped the list at 19% of home buyers, followed by first time buyers and those upgrading, both at about 17% of buyers of properties that closed in July, according to an OMREB survey. Once again, two-parent families with children were the largest buying group at 29%, closely followed by couples without children at 26%. Buyer origins continue to consistently track, with the vast majority, at 56%, from within the region, followed by 17% from the Lower Mainland/Vancouver Island and 11% from Alberta. Low percentages of buyers from elsewhere in Canada and outside Canada made up the balance.

“While millennials are now reaching ages where they will start to form their own households, it’s interesting, yet perhaps not surprising, to note that we are seeing more parents and even grandparents participating in home purchases for their children/grandchildren,” says Read.



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OMREB serves three diverse markets within the region: the Central Okanagan Zone (Peachland to Lake Country), the North Zone (Predator Ridge to Enderby) and the Shuswap- Revelstoke Zone (Salmon Arm to Revelstoke).

For detailed statistics specific to each of the three regions served by OMREB, visit www.omreb.com.

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OMREB is a member-governed not-for-profit association representing more than 1200 REALTORS® and 92 real estate offices within the southern interior region of British Columbia (Peachland to Revelstoke). The Board is dedicated to providing leadership and support to its members in their pursuit of professional excellence.

DISCLAIMER: Monthly Sales statistics are based on the sales reported by real estate offices on or before the last day of the month. Sales not reported by month end and collapsed sales are reflected in the subsequent month's statistics.

All OMREB listings are published in the MLS® Real Estate Review and MLS® Commercial Review magazines available at all real estate offices and various locations in the Central Okanagan, North Okanagan, the Shuswap and Revelstoke areas. For comprehensive Board-wide statistical information, please visit our local public site: www.omreb.com