

**North Okanagan Monthly Statistics**  
**March 2018**

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## Zone Totals

Description	CM This Year	CM Last Year	Increase	This YTD	Last YTD	Increase
<b>Area = Central Okanagan</b>						
1 Units Listed	1,096	1,070	2.43%	2,475	2,394	3.38%
2 Units Sold	441	633	-30.33%	1,171	1,308	-10.47%
3 Sales Volume	\$243,009,131	\$308,857,973	-21.32%	\$626,748,413	\$654,097,729	-4.18%
4 List/Sell Ratio	97.97%	98.28%		97.63%	97.82%	
5 Days to Sell	58	61	-4.95%	69	68	1.14%
6 Active Listings	2,458	2,274	8.09%			
<b>Area = North Okanagan</b>						
1 Units Listed	380	368	3.26%	807	828	-2.54%
2 Units Sold	178	225	-20.89%	420	444	-5.41%
3 Sales Volume	\$72,610,360	\$93,903,308	-22.68%	\$185,286,611	\$174,614,731	6.11%
4 List/Sell Ratio	97.81%	96.12%		97.32%	96.41%	
5 Days to Sell	92	108	-15.01%	102	114	-11.01%
6 Active Listings	1,135	1,326	-14.40%			
<b>Area = Shuswap / Revels</b>						
1 Units Listed	197	199	-1.01%	466	455	2.42%
2 Units Sold	85	89	-4.49%	204	204	
3 Sales Volume	\$31,835,259	\$31,268,601	1.81%	\$75,982,677	\$67,364,699	12.79%
4 List/Sell Ratio	96.22%	96.41%		95.77%	96.16%	
5 Days to Sell	158	136	15.92%	169	132	28.14%
6 Active Listings	825	908	-9.14%			
<b>Area = Grand Total</b>						
1 Units Listed	1,673	1,637	2.20%	3,748	3,677	1.93%
2 Units Sold	704	947	-25.66%	1,795	1,956	-8.23%
3 Sales Volume	\$347,454,750	\$434,029,882	-19.95%	\$888,017,701	\$896,077,158	-0.90%
4 List/Sell Ratio	97.78%	97.67%		97.40%	97.42%	
5 Days to Sell	78	79	-0.79%	88	85	3.17%
6 Active Listings	4,418	4,508	-2.00%			

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

North Okanagan Statistics -- March 2018

**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>	178	\$72,610,360	71	\$34,000,030
<b>Last Month</b>	131	\$58,627,473	60	\$29,353,006
<b>This Month Last Year</b>	225	\$93,903,308	107	\$49,183,661

  

<b>Description</b>	<b>Total Listings Taken</b>	<b>Inventory</b>
<b>This Month</b>	380	1,135
<b>Last Month</b>	217	1,004
<b>This Month Last Year</b>	368	1,326

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North Okanagan Statistics -- March 2018

## Quick Summary Part 2

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### Condo/Apt

Sales	25
New Listings	40
Current Inventory	73
Sell/Inv. Ratio	34.25%
Days to Sell	108
Average Price	\$221,455
Median Price	\$201,000

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### Condo/Townhouse

Sales	23
New Listings	53
Current Inventory	93
Sell/Inv. Ratio	24.73%
Days to Sell	61
Average Price	\$309,852
Median Price	\$305,000

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### Lots

Sales	14
New Listings	37
Current Inventory	296
Sell/Inv. Ratio	4.73%
Days to Sell	214
Average Price	\$161,464
Median Price	\$166,250

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### Residential

Sales	71
New Listings	145
Current Inventory	290
Sell/Inv. Ratio	24.48%
Days to Sell	53
Average Price	\$478,874
Median Price	\$442,500
Ratio of Sales vs Inventory	21.52%

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North Okanagan Statistics -- March 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%
<b>Zone = North Okanagan</b>									
Acreage/House	29	30	-3.33%	61	55	10.91	116	124	-6.45
Duplex	13	8	62.50%	29	23	26.09	30	28	7.14
Mobile Home	13	25	-48.00%	28	50	-44.00	32	53	-39.62
Recreational	7	0	0.00%	8	6	33.33	13	55	-76.36
Residential	145	157	-7.64%	317	323	-1.86	290	327	-11.31
Residential WF	7	7	0.00%	12	12	0.00	25	24	4.17
3/4-Plex	2	1	100.00%	2	2	0.00	4	2	100.00
Timeshare	0	0	0.00%	0	0	0.00			
Apartment	40	40	0.00%	82	87	-5.75	73	108	-32.41
Townhouse	53	43	23.26%	108	90	20.00	93	79	17.72
RES TOTAL	309	311.00	-0.64%	647	648	-0.15%	676	800	-15.50
FARMS	4	1	300.00%	11	10	10.00	25	32	-21.88
MULTIFAMILY	3	1	200.00%	3	1	200.00	6	6	0.00
Acreage	6	17	-64.71%	18	37	-51.35	103	107	-3.74
Acreage WF	0	0	0.00%	1	3	-66.67	13	8	62.50
Lots	25	26	-3.85%	53	80	-33.75	162	231	-29.87
Lots WF	6	1	500.00%	13	4	225.00	18	14	28.57
LOTS TOTAL	37	44.00	-15.91%	85	124	-31.45%	296	360	-17.78
Business	2	1	100.00%	11	9	22.22	23	21	9.52
Commercial	21	7	200.00%	41	22	86.36	86	74	16.22
Land	4	3	33.33%	9	14	-35.71	23	33	-30.30
COMM TOTAL	27	11.00	145.45%	61	45	35.56%	132	128	3.13
<b>GRAND TOTAL</b>	<b>380</b>	<b>368</b>	<b>3.26%</b>	<b>807</b>	<b>828</b>	<b>-2.54%</b>	<b>1,135</b>	<b>1,326</b>	<b>-14.40</b>

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North Okanagan Statistics -- March 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
<b>Zone = North Okanagan</b>								
Acreage/House	14	11	27.27%	\$11,136,000	\$10,529,500	5.76%	96.94%	92.85%
Duplex	9	6	50.00%	\$3,802,900	\$2,819,400	34.88%	101.74%	100.34%
Mobile Home	14	9	55.56%	\$2,611,251	\$1,266,500	106.18%	96.22%	94.40%
Recreational	0	1	-100.00%	\$0	\$95,000	-100.00%	0.00%	95.00%
Residential	71	107	-33.64%	\$34,000,030	\$49,183,661	-30.87%	98.21%	98.00%
Residential WF	0	1	-100.00%	\$0	\$820,000	-100.00%	0.00%	97.68%
3/4-Plex	1	1	0.00%	\$505,000	\$470,000	7.45%	101.20%	94.19%
Apartment	25	20	25.00%	\$5,536,379	\$4,080,600	35.68%	98.24%	96.34%
Townhouse	23	38	-39.47%	\$7,126,600	\$11,556,835	-38.33%	97.94%	98.40%
RES TOTAL	157	194	-19.07%	\$64,718,160	\$80,821,496	-19.92%	98.10%	97.26%
FARMS	1	2	-50.00%	\$1,435,000	\$3,700,000	-61.22%	95.79%	83.16%
MULTIFAMILY	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Acreage	4	9	-55.56%	\$897,500	\$2,683,900	-66.56%	90.29%	92.31%
Acreage WF	0	1	-100.00%	\$0	\$625,000	-100.00%	0.00%	75.76%
Lots	10	14	-28.57%	\$1,363,000	\$2,637,900	-48.33%	94.09%	96.25%
Lots WF	0	1	-100.00%	\$0	\$1,000,000	-100.00%	0.00%	90.91%
LOTS TOTAL	14	25	-44.00%	\$2,260,500	\$6,946,800	-67.46%	92.54%	91.73%
Business	1	0	0.00%	\$430,000	\$0	0.00%	93.68%	0.00%
Commercial	3	3	0.00%	\$2,926,700	\$1,585,012	84.65%	97.89%	94.63%
Land	2	1	100.00%	\$840,000	\$850,000	-1.18%	95.57%	94.97%
COMM TOTAL	6	4	50.00%	\$4,196,700	\$2,435,012	72.35%	96.97%	94.75%
<b>GRAND TOTAL</b>	<b>178</b>	<b>225</b>	<b>-20.89%</b>	<b>\$72,610,360</b>	<b>\$93,903,308</b>	<b>-22.68%</b>	<b>97.81%</b>	<b>96.12%</b>

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North Okanagan Statistics -- March 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
<b>Zone = North Okanagan</b>								
Acreage/House	38	31	22.58%	\$28,441,400	\$23,598,500	20.52%	97.29%	95.26%
Duplex	18	13	38.46%	\$7,889,400	\$5,427,300	45.37%	99.31%	99.12%
Mobile Home	22	20	10.00%	\$3,751,739	\$2,306,500	62.66%	95.76%	94.52%
Recreational	2	2	0.00%	\$144,000	\$270,000	-46.67%	95.05%	96.77%
Residential	173	198	-12.63%	\$88,215,311	\$88,295,211	-0.09%	97.87%	97.83%
Residential WF	3	1	200.00%	\$4,225,000	\$820,000	415.24%	93.39%	97.68%
3/4-Plex	2	1	100.00%	\$1,170,000	\$470,000	148.94%	97.58%	94.19%
Apartment	53	42	26.19%	\$11,744,184	\$8,764,943	33.99%	97.55%	96.51%
Townhouse	60	74	-18.92%	\$17,996,219	\$21,986,035	-18.15%	98.54%	97.58%
RES TOTAL	371	382	-2.88%	\$163,577,253	\$151,938,489	7.66%	97.71%	97.29%
FARMS	2	3	-33.33%	\$3,735,000	\$4,990,000	-25.15%	93.45%	83.89%
MULTIFAMILY	0	1	-100.00%	\$0	\$900,000	-100.00%	0.00%	89.91%
Acreage	11	20	-45.00%	\$3,555,900	\$5,665,400	-37.23%	94.43%	93.81%
Acreage WF	0	1	-100.00%	\$0	\$625,000	-100.00%	0.00%	75.76%
Lots	21	27	-22.22%	\$3,181,350	\$5,909,830	-46.17%	94.32%	94.28%
Lots WF	0	2	-100.00%	\$0	\$1,280,000	-100.00%	0.00%	91.44%
LOTS TOTAL	32	50	-36.00%	\$6,737,250	\$13,480,230	-50.02%	94.38%	92.76%
Business	3	1	200.00%	\$1,116,500	\$40,000	2,691.25%	88.40%	67.80%
Commercial	9	5	80.00%	\$7,350,607	\$2,086,012	252.38%	95.30%	96.40%
Land	3	2	50.00%	\$2,770,000	\$1,180,000	134.75%	96.55%	95.55%
COMM TOTAL	15	8	87.50%	\$11,237,107	\$3,306,012	239.90%	94.87%	95.60%
<b>GRAND TOTAL</b>	<b>420</b>	<b>444</b>	<b>-5.41%</b>	<b>\$185,286,611</b>	<b>\$174,614,731</b>	<b>6.11%</b>	<b>97.32%</b>	<b>96.41%</b>

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North Okanagan Statistics -- March 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%
<b>Zone = North Okanagan</b>									
Acreage/House	\$795,429	\$957,227	-16.90%	\$753,000	\$745,000	1.07%	123	230	-46.69%
Duplex	\$422,544	\$469,900	-10.08%	\$370,000	\$462,950	-20.08%	81	49	65.64%
Mobile Home	\$186,518	\$140,722	32.54%	\$158,750	\$142,000	11.80%	105	63	66.51%
Recreational		\$95,000			\$95,000			43	
Residential	\$478,874	\$459,660	4.18%	\$442,500	\$425,000	4.12%	53	74	-29.26%
Residential WF		\$820,000			\$820,000			64	
3/4-Plex	\$505,000	\$470,000	7.45%	\$505,000	\$470,000	7.45%	2	12	-83.33%
Apartment	\$221,455	\$204,030	8.54%	\$201,000	\$214,500	-6.29%	108	162	-33.30%
Townhouse	\$309,852	\$304,127	1.88%	\$305,000	\$331,500	-7.99%	61	69	-12.44%
RES TOTAL	\$412,218	\$416,606	-1.05%	\$382,900	\$365,000	4.90%	75	89	-16.28%
FARMS	\$1,435,000	\$1,850,000	-22.43%	\$1,435,000	\$1,850,000	-22.43%	628	827	-24.02%
<b>MULTIFAMILY</b>									
Acreage	\$224,375	\$298,211	-24.76%	\$237,250	\$249,900	-5.06%	176	222	-20.75%
Acreage WF		\$625,000			\$625,000			236	
Lots	\$136,300	\$188,421	-27.66%	\$103,750	\$192,000	-45.96%	229	137	66.50%
Lots WF		\$1,000,000			\$1,000,000			727	
LOTS TOTAL	\$161,464	\$277,872	-41.89%	\$166,250	\$235,000	-29.26%	214	195	9.37%
Business	\$430,000			\$430,000			390		
Commercial	\$975,567	\$528,337	84.65%	\$1,025,000	\$670,000	52.99%	142	139	2.40%
Land	\$420,000	\$850,000	-50.59%	\$420,000	\$850,000	-50.59%	83	24	243.75%
COMM TOTAL	\$699,450	\$608,753	14.90%	\$535,000	\$760,000	-29.61%	164	110	48.64%
<b>GRAND TOTAL</b>	<b>\$407,923</b>	<b>\$417,348</b>	<b>-2.26%</b>	<b>\$363,500</b>	<b>\$352,900</b>	<b>3.00%</b>	<b>92</b>	<b>108</b>	<b>-15.01%</b>

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North Okanagan Statistics -- March 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%
<b>Zone = North Okanagan</b>									
Acreage/House	\$748,458	\$761,242	-1.68%	\$731,000	\$630,000	16.03%	134	172	-22.27%
Duplex	\$438,300	\$417,485	4.99%	\$422,000	\$430,500	-1.97%	104	130	-20.12%
Mobile Home	\$170,534	\$115,325	47.87%	\$144,250	\$79,500	81.45%	98	71	37.73%
Recreational	\$72,000	\$135,000	-46.67%	\$72,000	\$135,000	-46.67%	75	326	-77.11%
Residential	\$509,915	\$445,935	14.35%	\$469,000	\$410,625	14.22%	74	71	3.84%
Residential WF	\$1,408,333	\$820,000	71.75%	\$1,600,000	\$820,000	95.12%	290	64	353.65%
3/4-Plex	\$585,000	\$470,000	24.47%	\$585,000	\$470,000	24.47%	43	12	258.33%
Apartment	\$221,588	\$208,689	6.18%	\$180,000	\$215,750	-16.57%	92	162	-43.21%
Townhouse	\$299,937	\$297,109	0.95%	\$297,000	\$302,500	-1.82%	50	78	-35.16%
RES TOTAL	\$440,909	\$397,745	10.85%	\$399,000	\$360,000	10.83%	83	94	-11.18%
FARMS	\$1,867,500	\$1,663,333	12.27%	\$1,867,500	\$1,300,000	43.65%	362	655	-44.84%
MULTIFAMILY		\$900,000			\$900,000			366	
Acreage	\$323,264	\$283,270	14.12%	\$249,500	\$235,000	6.17%	176	302	-41.77%
Acreage WF		\$625,000			\$625,000			236	
Lots	\$151,493	\$218,883	-30.79%	\$137,500	\$220,000	-37.50%	220	160	37.36%
Lots WF		\$640,000			\$640,000			384	
LOTS TOTAL	\$210,539	\$269,605	-21.91%	\$221,000	\$230,500	-4.12%	205	227	-9.93%
Business	\$372,167	\$40,000	830.42%	\$430,000	\$40,000	975.00%	237	136	74.26%
Commercial	\$816,734	\$417,202	95.76%	\$500,000	\$330,000	51.52%	362	205	76.54%
Land	\$923,333	\$590,000	56.50%	\$640,000	\$590,000	8.47%	186	25	657.82%
COMM TOTAL	\$749,140	\$413,252	81.28%	\$500,000	\$330,000	51.52%	301	151	99.48%
<b>GRAND TOTAL</b>	<b>\$441,159</b>	<b>\$393,276</b>	<b>12.18%</b>	<b>\$384,000</b>	<b>\$349,000</b>	<b>10.03%</b>	<b>102</b>	<b>114</b>	<b>-11.01%</b>

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