

**North Okanagan Monthly Statistics
April 2018**

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
Area = Central Okanagan						
1 Units Listed	1,170	1,003	16.65%	3,645	3,397	7.30%
2 Units Sold	520	617	-15.72%	1,691	1,925	-12.16%
3 Sales Volume	\$303,405,721	\$312,770,833	-2.99%	\$930,154,134	\$966,868,561	-3.80%
4 List/Sell Ratio	97.05%	98.09%		97.44%	97.91%	
5 Days to Sell	56	55	1.56%	65	64	1.52%
6 Active Listings	2,727	2,393	13.96%			
Area = North Okanagan						
1 Units Listed	391	392	-0.26%	1,198	1,220	-1.80%
2 Units Sold	190	222	-14.41%	610	666	-8.41%
3 Sales Volume	\$75,486,093	\$83,699,747	-9.81%	\$260,772,703	\$258,314,479	0.95%
4 List/Sell Ratio	98.06%	97.34%		97.53%	96.71%	
5 Days to Sell	71	97	-26.04%	92	108	-14.87%
6 Active Listings	1,261	1,391	-9.35%			
Area = Shuswap / Revels						
1 Units Listed	298	285	4.56%	764	740	3.24%
2 Units Sold	117	116	0.86%	321	320	0.31%
3 Sales Volume	\$39,388,329	\$41,365,381	-4.78%	\$115,371,006	\$108,730,080	6.11%
4 List/Sell Ratio	97.15%	94.79%		96.24%	95.64%	
5 Days to Sell	96	138	-30.37%	142	134	6.15%
6 Active Listings	964	1,018	-5.30%			
Area = Grand Total						
1 Units Listed	1,859	1,680	10.65%	5,607	5,357	4.67%
2 Units Sold	827	955	-13.40%	2,622	2,911	-9.93%
3 Sales Volume	\$418,280,143	\$437,835,961	-4.47%	\$1,306,297,844	\$1,333,913,119	-2.07%
4 List/Sell Ratio	97.24%	97.62%		97.35%	97.49%	
5 Days to Sell	65	75	-12.90%	80	82	-1.31%
6 Active Listings	4,952	4,802	3.12%			

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

North Okanagan Statistics -- April 2018

Quick Summary Part 1

			Residential	
Description	Total Units Sold	Total Sales Volume	Total Units Sold	Total Sales Volume
This Month	190	\$75,486,093	92	\$46,954,244
Last Month	178	\$72,610,360	71	\$34,000,030
This Month Last Year	222	\$83,699,747	104	\$45,935,576

Description	Total Listings Taken	Inventory
This Month	391	1,261
Last Month	380	1,135
This Month Last Year	392	1,391

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

North Okanagan Statistics -- April 2018

Quick Summary Part 2

Condo/Apt

Sales	28
New Listings	24
Current Inventory	63
Sell/Inv. Ratio	44.44%
Days to Sell	54
Average Price	\$197,911
Median Price	\$157,000

Condo/Townhouse

Sales	28
New Listings	45
Current Inventory	107
Sell/Inv. Ratio	26.17%
Days to Sell	42
Average Price	\$322,840
Median Price	\$327,500

Lots

Sales	10
New Listings	44
Current Inventory	307
Sell/Inv. Ratio	3.26%
Days to Sell	230
Average Price	\$196,450
Median Price	\$211,000

Residential

Sales	92
New Listings	168
Current Inventory	346
Sell/Inv. Ratio	26.59%
Days to Sell	55
Average Price	\$510,372
Median Price	\$460,250
Ratio of Sales vs Inventory	23.10%

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

North Okanagan Statistics -- April 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	42	34	23.53%	103	89	15.73	139	134	3.73
Duplex	13	9	44.44%	42	32	31.25	33	30	10.00
Mobile Home	16	24	-33.33%	44	74	-40.54	38	59	-35.59
Recreational	3	1	200.00%	11	7	57.14	14	57	-75.44
Residential	168	183	-8.20%	485	506	-4.15	346	371	-6.74
Residential WF	8	4	100.00%	20	16	25.00	32	25	28.00
3/4-Plex	1	2	-50.00%	3	4	-25.00	5	3	66.67
Timeshare	0	0	0.00%	0	0	0.00			
Apartment	24	25	-4.00%	106	112	-5.36	63	99	-36.36
Townhouse	45	44	2.27%	153	134	14.18	107	101	5.94
RES TOTAL	320	326.00	-1.84%	967	974	-0.72%	777	879	-11.60
FARMS	4	8	-50.00%	15	18	-16.67	27	30	-10.00
MULTIFAMILY	1	1	0.00%	4	2	100.00	7	7	0.00
Acreage	17	9	88.89%	35	46	-23.91	107	103	3.88
Acreage WF	2	1	100.00%	3	4	-25.00	14	7	100.00
Lots	23	23	0.00%	76	103	-26.21	168	229	-26.64
Lots WF	2	2	0.00%	15	6	150.00	18	15	20.00
LOTS TOTAL	44	35.00	25.71%	129	159	-18.87%	307	354	-13.28
Business	3	4	-25.00%	14	13	7.69	23	20	15.00
Commercial	16	13	23.08%	57	35	62.86	95	64	48.44
Land	3	5	-40.00%	12	19	-36.84	25	37	-32.43
COMM TOTAL	22	22.00	0.00%	83	67	23.88%	143	121	18.18
GRAND TOTAL	391	392	-0.26%	1,198	1,220	-1.80%	1,261	1,391	-9.35

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

North Okanagan Statistics -- April 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	15	-46.67%	\$4,784,000	\$11,062,000	-56.75%	93.68%	97.22%
Duplex	9	6	50.00%	\$3,721,800	\$2,219,550	67.68%	100.52%	98.48%
Mobile Home	9	15	-40.00%	\$1,563,500	\$2,119,000	-26.22%	97.65%	98.12%
Recreational	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Residential	92	104	-11.54%	\$46,954,244	\$45,935,576	2.22%	98.62%	98.58%
Residential WF	1	3	-66.67%	\$1,365,000	\$1,530,000	-10.78%	99.27%	94.04%
3/4-Plex	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Apartment	28	26	7.69%	\$5,541,500	\$4,700,000	17.90%	98.18%	98.18%
Townhouse	28	19	47.37%	\$9,039,527	\$5,594,900	61.57%	97.35%	98.10%
RES TOTAL	175	188	-6.91%	\$72,969,571	\$73,161,026	-0.26%	98.17%	98.19%
FARMS	0	2	-100.00%	\$0	\$2,445,000	-100.00%	0.00%	81.94%
MULTIFAMILY	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Acreage	2	7	-71.43%	\$369,000	\$1,538,000	-76.01%	98.69%	93.40%
Acreage WF	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Lots	8	15	-46.67%	\$1,595,500	\$3,154,200	-49.42%	94.86%	96.94%
Lots WF	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
LOTS TOTAL	10	22	-54.55%	\$1,964,500	\$4,692,200	-58.13%	95.56%	95.75%
Business	1	0	0.00%	\$58,000	\$0	0.00%	77.33%	0.00%
Commercial	3	10	-70.00%	\$335,022	\$3,401,521	-90.15%	93.18%	94.55%
Land	1	0	0.00%	\$159,000	\$0	0.00%	96.48%	0.00%
COMM TOTAL	5	10	-50.00%	\$552,022	\$3,401,521	-83.77%	92.11%	94.55%
GRAND TOTAL	190	222	-14.41%	\$75,486,093	\$83,699,747	-9.81%	98.06%	97.34%

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

North Okanagan Statistics -- April 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	46	46	0.00%	\$33,225,400	\$34,660,500	-4.14%	96.75%	95.88%
Duplex	27	19	42.11%	\$11,611,200	\$7,646,850	51.84%	99.70%	98.94%
Mobile Home	31	35	-11.43%	\$5,315,239	\$4,425,500	20.10%	96.31%	96.21%
Recreational	2	2	0.00%	\$144,000	\$270,000	-46.67%	95.05%	96.77%
Residential	265	302	-12.25%	\$135,169,555	\$134,230,788	0.70%	98.13%	98.09%
Residential WF	4	4	0.00%	\$5,590,000	\$2,350,000	137.87%	94.76%	95.28%
3/4-Plex	2	1	100.00%	\$1,170,000	\$470,000	148.94%	97.58%	94.19%
Apartment	81	68	19.12%	\$17,285,684	\$13,464,943	28.38%	97.75%	97.09%
Townhouse	88	93	-5.38%	\$27,035,746	\$27,580,935	-1.98%	98.13%	97.69%
RES TOTAL	546	570	-4.21%	\$236,546,825	\$225,099,516	5.09%	97.85%	97.58%
FARMS	2	5	-60.00%	\$3,735,000	\$7,435,000	-49.76%	93.45%	83.24%
MULTIFAMILY	0	1	-100.00%	\$0	\$900,000	-100.00%	0.00%	89.91%
Acreage	13	27	-51.85%	\$3,924,900	\$7,203,400	-45.51%	94.81%	93.72%
Acreage WF	0	1	-100.00%	\$0	\$625,000	-100.00%	0.00%	75.76%
Lots	29	42	-30.95%	\$4,776,850	\$9,064,030	-47.30%	94.50%	95.19%
Lots WF	0	2	-100.00%	\$0	\$1,280,000	-100.00%	0.00%	91.44%
LOTS TOTAL	42	72	-41.67%	\$8,701,750	\$18,172,430	-52.12%	94.64%	93.52%
Business	4	1	300.00%	\$1,174,500	\$40,000	2,836.25%	87.78%	67.80%
Commercial	12	15	-20.00%	\$7,685,629	\$5,487,533	40.06%	95.21%	95.25%
Land	4	2	100.00%	\$2,929,000	\$1,180,000	148.22%	96.55%	95.55%
COMM TOTAL	20	18	11.11%	\$11,789,129	\$6,707,533	75.76%	94.74%	95.07%
GRAND TOTAL	610	666	-8.41%	\$260,772,703	\$258,314,479	0.95%	97.53%	96.71%

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

North Okanagan Statistics -- April 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	\$598,000	\$737,467	-18.91%	\$527,500	\$580,000	-9.05%	220	173	27.38%
Duplex	\$413,533	\$369,925	11.79%	\$367,500	\$348,250	5.53%	56	47	18.08%
Mobile Home	\$173,722	\$141,267	22.97%	\$181,000	\$119,000	52.10%	112	71	56.68%
Recreational									
Residential	\$510,372	\$441,688	15.55%	\$460,250	\$409,250	12.46%	55	53	3.46%
Residential WF	\$1,365,000	\$510,000	167.65%	\$1,365,000	\$385,000	254.55%	21	147	-85.71%
3/4-Plex									
Apartment	\$197,911	\$180,769	9.48%	\$157,000	\$154,250	1.78%	54	117	-53.56%
Townhouse	\$322,840	\$294,468	9.63%	\$327,500	\$311,000	5.31%	42	85	-51.05%
RES TOTAL	\$416,969	\$389,154	7.15%	\$395,000	\$367,250	7.56%	63	77	-18.70%
FARMS		\$1,222,500			\$1,222,500			213	
MULTIFAMILY									
Acreage	\$184,500	\$219,714	-16.03%	\$184,500	\$214,000	-13.79%	272	141	93.30%
Acreage WF									
Lots	\$199,438	\$210,280	-5.16%	\$221,000	\$171,500	28.86%	220	227	-3.39%
Lots WF									
LOTS TOTAL	\$196,450	\$213,282	-7.89%	\$211,000	\$204,500	3.18%	230	200	15.18%
Business	\$58,000			\$58,000			85		
Commercial	\$111,674	\$340,152	-67.17%	\$13	\$342,500	-100.00%	57	211	-72.78%
Land	\$159,000			\$159,000			26		
COMM TOTAL	\$110,404	\$340,152	-67.54%	\$58,000	\$342,500	-83.07%	57	211	-73.12%
GRAND TOTAL	\$397,295	\$377,026	5.38%	\$376,003	\$350,750	7.20%	71	97	-26.04%

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

North Okanagan Statistics -- April 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	\$722,291	\$753,489	-4.14%	\$693,000	\$622,500	11.33%	149	173	-13.66%
Duplex	\$430,044	\$402,466	6.85%	\$399,000	\$414,000	-3.62%	88	104	-15.43%
Mobile Home	\$171,459	\$126,443	35.60%	\$146,000	\$89,900	62.40%	102	71	43.29%
Recreational	\$72,000	\$135,000	-46.67%	\$72,000	\$135,000	-46.67%	75	326	-77.11%
Residential	\$510,074	\$444,473	14.76%	\$465,000	\$410,625	13.24%	67	65	3.65%
Residential WF	\$1,397,500	\$587,500	137.87%	\$1,482,500	\$602,500	146.06%	223	126	76.63%
3/4-Plex	\$585,000	\$470,000	24.47%	\$585,000	\$470,000	24.47%	43	12	258.33%
Apartment	\$213,404	\$198,014	7.77%	\$175,000	\$190,000	-7.89%	79	145	-45.45%
Townhouse	\$307,224	\$296,569	3.59%	\$302,500	\$311,000	-2.73%	48	79	-39.91%
RES TOTAL	\$433,236	\$394,911	9.70%	\$398,500	\$360,500	10.54%	77	88	-13.13%
FARMS	\$1,867,500	\$1,487,000	25.59%	\$1,867,500	\$1,300,000	43.65%	362	478	-24.40%
MULTIFAMILY		\$900,000			\$900,000			366	
Acreage	\$301,915	\$266,793	13.16%	\$240,000	\$219,000	9.59%	190	260	-26.71%
Acreage WF		\$625,000			\$625,000			236	
Lots	\$164,719	\$215,810	-23.67%	\$142,500	\$207,500	-31.33%	220	184	19.39%
Lots WF		\$640,000			\$640,000			384	
LOTS TOTAL	\$207,185	\$252,395	-17.91%	\$221,000	\$221,000	0.00%	211	219	-3.71%
Business	\$293,625	\$40,000	634.06%	\$245,750	\$40,000	514.38%	199	136	46.32%
Commercial	\$640,469	\$365,836	75.07%	\$391,944	\$330,000	18.77%	286	209	36.82%
Land	\$732,250	\$590,000	24.11%	\$420,000	\$590,000	-28.81%	146	25	494.90%
COMM TOTAL	\$589,456	\$372,641	58.18%	\$382,500	\$330,000	15.91%	240	184	30.45%
GRAND TOTAL	\$427,496	\$387,860	10.22%	\$380,500	\$349,000	9.03%	92	108	-14.87%

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