

**North Okanagan Monthly Statistics
December 2017**

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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	390	355	9.86%	10,574	10,339	2.27%
2 Units Sold	363	351	3.42%	6,575	7,319	-10.17%
3 Sales Volume	\$201,110,143	\$173,927,021	15.63%	\$3,487,270,327	\$3,576,628,626	-2.50%
4 List/Sell Ratio	96.93%	96.82%		97.48%	97.38%	
5 Days to Sell	72	75	-4.64%	61	68	-10.20%
6 Active Listings	1,891	1,841	2.72%			
Area = North Okanagan						
1 Units Listed	105	135	-22.22%	3,733	3,905	-4.40%
2 Units Sold	122	116	5.17%	2,523	2,595	-2.77%
3 Sales Volume	\$53,966,809	\$40,396,828	33.59%	\$1,051,321,130	\$1,030,075,221	2.06%
4 List/Sell Ratio	97.77%	96.57%		97.12%	96.46%	
5 Days to Sell	77	97	-20.80%	94	111	-15.53%
6 Active Listings	1,012	1,136	-10.92%			
Area = Shuswap / Revels						
1 Units Listed	67	65	3.08%	2,284	2,367	-3.51%
2 Units Sold	55	64	-14.06%	1,384	1,375	0.65%
3 Sales Volume	\$19,866,327	\$19,323,670	2.81%	\$485,416,734	\$449,591,727	7.97%
4 List/Sell Ratio	95.20%	94.17%		96.05%	95.51%	
5 Days to Sell	134	166	-19.69%	118	141	-15.90%
6 Active Listings	669	812	-17.61%			
Area = Grand Total						
1 Units Listed	562	555	1.26%	16,591	16,611	-0.12%
2 Units Sold	540	531	1.69%	10,482	11,289	-7.15%
3 Sales Volume	\$274,943,279	\$233,647,519	17.67%	\$5,024,008,192	\$5,056,295,574	-0.64%
4 List/Sell Ratio	96.96%	96.55%		97.27%	97.02%	
5 Days to Sell	79	91	-12.95%	76	87	-11.81%
6 Active Listings	3,572	3,789	-5.73%			

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

North Okanagan Statistics -- December 2017

Quick Summary Part 1

			Residential	
Description	Total Units Sold	Total Sales Volume	Total Units Sold	Total Sales Volume
This Month	122	\$53,966,809	57	\$28,311,400
Last Month	158	\$66,481,521	66	\$30,281,108
This Month Last Year	116	\$40,396,828	60	\$25,755,461

Description	Total Listings Taken	Inventory
This Month	105	1,012
Last Month	237	1,178
This Month Last Year	135	1,136

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North Okanagan Statistics -- December 2017

Quick Summary Part 2

Condo/Apt

Sales	8
New Listings	7
Current Inventory	55
Sell/Inv. Ratio	14.55%
Days to Sell	103
Average Price	\$177,113
Median Price	\$153,950

Condo/Townhouse

Sales	21
New Listings	17
Current Inventory	63
Sell/Inv. Ratio	33.33%
Days to Sell	59
Average Price	\$341,076
Median Price	\$357,000

Lots

Sales	14
New Listings	8
Current Inventory	294
Sell/Inv. Ratio	4.76%
Days to Sell	155
Average Price	\$311,146
Median Price	\$252,250

Residential

Sales	57
New Listings	44
Current Inventory	213
Sell/Inv. Ratio	26.76%
Days to Sell	65
Average Price	\$496,691
Median Price	\$484,000
Ratio of Sales vs Inventory	20.24%

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North Okanagan Statistics -- December 2017

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	9	12	-25.00%	357	427	-16.39	115	121	-4.96
Duplex	7	3	133.33%	127	110	15.45	26	20	30.00
Mobile Home	5	2	150.00%	174	130	33.85	32	25	28.00
Recreational	1	2	-50.00%	21	23	-8.70	43	50	-14.00
Residential	44	47	-6.38%	1,577	1,685	-6.41	213	262	-18.70
Residential WF	2	0	0.00%	42	59	-28.81	22	16	37.50
3/4-Plex	0	2	-100.00%	25	11	127.27	5	1	400.00
Timeshare	0	0	0.00%	0	0	0.00			
Apartment	7	9	-22.22%	277	230	20.43	55	76	-27.63
Townhouse	17	15	13.33%	400	430	-6.98	63	73	-13.70
RES TOTAL	92	92.00	0.00%	3,000	3,105	-3.38%	574	644	-10.87
FARMS	1	1	0.00%	56	60	-6.67	22	39	-43.59
MULTIFAMILY	0	0	0.00%	10	11	-9.09	4	7	-42.86
Acreage	2	4	-50.00%	158	146	8.22	110	96	14.58
Acreage WF	3	0	0.00%	19	16	18.75	13	9	44.44
Lots	3	20	-85.00%	249	326	-23.62	163	205	-20.49
Lots WF	0	1	-100.00%	14	16	-12.50	8	12	-33.33
LOTS TOTAL	8	25.00	-68.00%	440	504	-12.70%	294	322	-8.70
Business	0	3	-100.00%	42	42	0.00	22	17	29.41
Commercial	4	10	-60.00%	149	142	4.93	74	80	-7.50
Land	0	4	-100.00%	36	40	-10.00	22	27	-18.52
COMM TOTAL	4	17.00	-76.47%	227	224	1.34%	118	124	-4.84
GRAND TOTAL	105	135	-22.22%	3,733	3,904	-4.38%	1,012	1,136	-10.92

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North Okanagan Statistics -- December 2017

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	7	3	133.33%	\$7,969,000	\$1,878,500	324.22%	97.58%	93.74%
Duplex	6	6	0.00%	\$2,437,850	\$2,869,000	-15.03%	99.65%	98.52%
Mobile Home	5	4	25.00%	\$820,500	\$464,900	76.49%	96.13%	79.63%
Recreational	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Residential	57	60	-5.00%	\$28,311,400	\$25,755,461	9.92%	98.22%	97.54%
Residential WF	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
3/4-Plex	1	0	0.00%	\$607,500	\$0	0.00%	97.20%	0.00%
Timeshare	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Apartment	8	10	-20.00%	\$1,416,900	\$1,474,752	-3.92%	96.48%	95.80%
Townhouse	21	16	31.25%	\$7,162,600	\$4,856,950	47.47%	98.15%	97.06%
RES TOTAL	105	99	6.06%	\$48,725,750	\$37,299,563	30.63%	98.07%	97.01%
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	6	3	100.00%	\$2,454,900	\$455,500	438.95%	95.36%	93.46%
Acreage WF	0	2	-100.00%	\$0	\$553,750	-100.00%	0.00%	96.47%
Lots	8	6	33.33%	\$1,901,150	\$951,500	99.81%	96.66%	86.52%
Lots WF	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
LOTS TOTAL	14	11	27.27%	\$4,356,050	\$1,960,750	122.16%	95.92%	90.73%
Business	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Commercial	1	6	-83.33%	\$9	\$1,136,515	-100.00%	0.00%	92.93%
Land	2	0	0.00%	\$885,000	\$0	0.00%	90.78%	0.00%
COMM TOTAL	3	6	-50.00%	\$885,009	\$1,136,515	-22.13%	90.78%	92.93%
GRAND TOTAL	122	116	5.17%	\$53,966,809	\$40,396,828	33.59%	97.77%	96.57%

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North Okanagan Statistics -- December 2017

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	185	229	-19.21%	\$145,576,000	\$139,817,251	4.12%	95.58%	96.04%
Duplex	93	82	13.41%	\$40,169,231	\$29,634,833	35.55%	99.06%	98.15%
Mobile Home	127	100	27.00%	\$17,318,811	\$12,709,901	36.26%	95.64%	94.11%
Recreational	16	9	77.78%	\$2,828,325	\$1,703,400	66.04%	90.39%	93.32%
Residential	1,220	1,325	-7.92%	\$575,117,927	\$570,376,343	0.83%	98.27%	97.74%
Residential WF	15	33	-54.55%	\$11,653,000	\$39,360,400	-70.39%	94.23%	94.31%
3/4-Plex	17	8	112.50%	\$5,772,280	\$3,743,960	54.18%	96.83%	97.56%
Timeshare	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Apartment	217	170	27.65%	\$44,270,508	\$32,052,651	38.12%	97.04%	96.36%
Townhouse	338	354	-4.52%	\$106,390,005	\$106,027,476	0.34%	98.04%	97.52%
RES TOTAL	2,228	2,310	-3.55%	\$949,096,088	\$935,426,215	1.46%	97.67%	97.22%
FARMS	9	8	12.50%	\$12,450,000	\$16,060,000	-22.48%	86.06%	84.84%
MULTIFAMILY	5	2	150.00%	\$2,599,900	\$1,463,000	77.71%	94.38%	97.66%
Acreage	71	74	-4.05%	\$23,502,200	\$18,361,700	28.00%	93.09%	91.82%
Acreage WF	1	7	-85.71%	\$625,000	\$2,393,750	-73.89%	75.76%	94.70%
Lots	141	113	24.78%	\$29,385,592	\$18,547,254	58.44%	94.43%	93.51%
Lots WF	3	8	-62.50%	\$1,879,900	\$3,132,500	-39.99%	94.00%	92.11%
LOTS TOTAL	216	202	6.93%	\$55,392,692	\$42,435,204	30.53%	93.58%	92.73%
Business	7	8	-12.50%	\$3,736,500	\$1,753,000	113.15%	88.05%	91.36%
Commercial	51	58	-12.07%	\$24,265,951	\$29,855,302	-18.72%	93.12%	87.62%
Land	7	6	16.67%	\$3,780,000	\$2,850,000	32.63%	94.36%	86.79%
COMM TOTAL	65	72	-9.72%	\$31,782,451	\$34,458,302	-7.77%	92.64%	87.73%
GRAND TOTAL	2,523	2,594	-2.74%	\$1,051,321,130	\$1,029,842,721	2.09%	97.12%	96.46%

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North Okanagan Statistics -- December 2017

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	\$1,138,429	\$626,167	81.81%	\$757,000	\$528,500	43.24%	95	94	0.25%
Duplex	\$406,308	\$478,167	-15.03%	\$372,500	\$308,750	20.65%	28	75	-62.42%
Mobile Home	\$164,100	\$116,225	41.19%	\$146,500	\$117,500	24.68%	58	87	-32.49%
Recreational									
Residential	\$496,691	\$429,258	15.71%	\$484,000	\$361,000	34.07%	65	77	-15.45%
Residential WF									
3/4-Plex	\$607,500			\$607,500			38		
Timeshare									
Apartment	\$177,113	\$147,475	20.10%	\$153,950	\$141,500	8.80%	103	56	85.14%
Townhouse	\$341,076	\$303,559	12.36%	\$357,000	\$323,750	10.27%	59	59	-0.07%
RES TOTAL	\$464,055	\$376,763	23.17%	\$415,000	\$336,000	23.51%	66	73	-9.25%
FARMS									
MULTIFAMILY									
Acreage	\$409,150	\$151,833	169.47%	\$392,500	\$177,500	121.13%	225	362	-38.04%
Acreage WF		\$276,875			\$276,875			103	
Lots	\$237,644	\$158,583	49.85%	\$243,575	\$136,250	78.77%	104	325	-68.10%
Lots WF									
LOTS TOTAL	\$311,146	\$178,250	74.56%	\$252,250	\$177,500	42.11%	155	295	-47.26%
Business									
Commercial	\$9	\$189,419	-100.00%	\$9	\$154,500	-99.99%	8	136	-94.10%
Land	\$442,500			\$442,500			130		
COMM TOTAL	\$295,003	\$189,419	55.74%	\$335,000	\$154,500	116.83%	89	136	-34.07%
GRAND TOTAL	\$442,351	\$348,249	27.02%	\$393,000	\$319,000	23.20%	77	97	-20.80%

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North Okanagan Statistics -- December 2017

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	\$786,897	\$610,556	28.88%	\$642,000	\$574,000	11.85%	126	129	-2.20%
Duplex	\$431,927	\$361,400	19.51%	\$415,000	\$333,500	24.44%	63	79	-20.51%
Mobile Home	\$136,369	\$127,099	7.29%	\$130,000	\$114,625	13.41%	80	144	-44.65%
Recreational	\$176,770	\$189,267	-6.60%	\$97,250	\$180,000	-45.97%	382	209	82.45%
Residential	\$471,408	\$430,473	9.51%	\$432,569	\$385,000	12.36%	60	79	-24.58%
Residential WF	\$776,867	\$1,192,739	-34.87%	\$775,000	\$1,300,000	-40.38%	159	154	3.39%
3/4-Plex	\$339,546	\$467,995	-27.45%	\$314,110	\$514,500	-38.95%	52	53	-2.57%
Timeshare									
Apartment	\$204,012	\$188,545	8.20%	\$185,000	\$164,500	12.46%	99	126	-21.87%
Townhouse	\$314,763	\$299,513	5.09%	\$306,000	\$284,500	7.56%	63	83	-23.80%
RES TOTAL	\$425,986	\$404,946	5.20%	\$385,000	\$360,000	6.94%	74	92	-20.23%
FARMS	\$1,383,333	\$2,007,500	-31.09%	\$1,300,000	\$1,380,000	-5.80%	325	494	-34.27%
MULTIFAMILY	\$519,980	\$731,500	-28.92%	\$566,900	\$731,500	-22.50%	244	55	348.07%
Acreage	\$331,017	\$248,131	33.40%	\$235,000	\$187,500	25.33%	285	299	-4.55%
Acreage WF	\$625,000	\$341,964	82.77%	\$625,000	\$320,000	95.31%	236	266	-11.23%
Lots	\$208,408	\$164,135	26.97%	\$200,000	\$140,000	42.86%	226	263	-13.78%
Lots WF	\$626,633	\$391,563	60.03%	\$599,900	\$315,000	90.44%	379	217	74.20%
LOTS TOTAL	\$256,448	\$210,075	22.07%	\$210,000	\$169,750	23.71%	248	274	-9.59%
Business	\$533,786	\$219,125	143.60%	\$74,000	\$87,500	-15.43%	110	269	-59.02%
Commercial	\$475,803	\$514,747	-7.57%	\$330,000	\$246,500	33.87%	268	182	46.82%
Land	\$540,000	\$475,000	13.68%	\$505,000	\$525,000	-3.81%	119	527	-77.35%
COMM TOTAL	\$488,961	\$478,588	2.17%	\$330,000	\$246,500	33.87%	235	221	6.37%
GRAND TOTAL	\$416,695	\$397,010	4.96%	\$372,900	\$349,700	6.63%	94	111	-15.56%

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