

**Central Okanagan Monthly Statistics
January 2019**

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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 | 787 | 637 | 23.55% | 787 | 637 | 23.55% |
| 2 Units Sold | 216 | 363 | -40.50% | 216 | 363 | -40.50% |
| 3 Sales Volume | \$103,150,032 | \$191,653,204 | -46.18% | \$103,150,032 | \$191,653,204 | -46.18% |
| 4 List/Sell Ratio | 96.57% | 97.12% | | 96.57% | 97.12% | |
| 5 Days to Sell | 83 | 85 | -2.40% | 83 | 85 | -2.40% |
| 6 Active Listings | 2,736 | 1,947 | 40.52% | | | |
| Area = North Okanagan | | | | | | |
| 1 Units Listed | 245 | 210 | 16.67% | 245 | 210 | 16.67% |
| 2 Units Sold | 105 | 111 | -5.41% | 105 | 111 | -5.41% |
| 3 Sales Volume | \$44,599,771 | \$54,048,777 | -17.48% | \$44,599,771 | \$54,048,777 | -17.48% |
| 4 List/Sell Ratio | 96.63% | 96.60% | | 96.63% | 96.60% | |
| 5 Days to Sell | 114 | 115 | -0.99% | 114 | 115 | -0.99% |
| 6 Active Listings | 1,108 | 995 | 11.36% | | | |
| Area = Shuswap / Revels | | | | | | |
| 1 Units Listed | 118 | 112 | 5.36% | 118 | 112 | 5.36% |
| 2 Units Sold | 46 | 58 | -20.69% | 46 | 58 | -20.69% |
| 3 Sales Volume | \$15,552,530 | \$19,584,218 | -20.59% | \$15,552,530 | \$19,584,218 | -20.59% |
| 4 List/Sell Ratio | 94.97% | 97.41% | | 94.97% | 97.41% | |
| 5 Days to Sell | 165 | 153 | 7.88% | 165 | 153 | 7.88% |
| 6 Active Listings | 780 | 717 | 8.79% | | | |
| Area = Grand Total | | | | | | |
| 1 Units Listed | 1,150 | 959 | 19.92% | 1,150 | 959 | 19.92% |
| 2 Units Sold | 367 | 532 | -31.02% | 367 | 532 | -31.02% |
| 3 Sales Volume | \$163,302,333 | \$265,286,199 | -38.44% | \$163,302,333 | \$265,286,199 | -38.44% |
| 4 List/Sell Ratio | 96.43% | 97.04% | | 96.43% | 97.04% | |
| 5 Days to Sell | 102 | 99 | 3.40% | 102 | 99 | 3.40% |
| 6 Active Listings | 4,624 | 3,659 | 26.37% | | | |

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

Central Okanagan Statistics -- January 2019

Quick Summary Part 1

| | | | Residential | |
|-----------------------------|-------------------------|---------------------------|-------------------------|---------------------------|
| Description | Total Units Sold | Total Sales Volume | Total Units Sold | Total Sales Volume |
| This Month | 216 | \$103,150,032 | 80 | \$55,110,900 |
| Last Month | 217 | \$122,322,483 | | |
| This Month Last Year | 363 | \$191,653,204 | 143 | \$100,007,337 |

| Description | Total Listings Taken | Inventory |
|-----------------------------|-----------------------------|------------------|
| This Month | 787 | 2,736 |
| Last Month | 387 | 2,565 |
| This Month Last Year | 637 | 1,947 |

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

Central Okanagan Statistics -- January 2019

Quick Summary Part 2

Condo/Apt

| | |
|-------------------|-----------|
| Sales | 60 |
| New Listings | 180 |
| Current Inventory | 478 |
| Sell/Inv. Ratio | 12.55% |
| Days to Sell | 78 |
| Average Price | \$336,258 |
| Median Price | \$330,500 |

Condo/Townhouse

| | |
|-------------------|-----------|
| Sales | 33 |
| New Listings | 122 |
| Current Inventory | 335 |
| Sell/Inv. Ratio | 9.85% |
| Days to Sell | 86 |
| Average Price | \$489,037 |
| Median Price | \$499,900 |

Lots

| | |
|-------------------|-----------|
| Sales | 7 |
| New Listings | 70 |
| Current Inventory | 430 |
| Sell/Inv. Ratio | 1.63% |
| Days to Sell | 90 |
| Average Price | \$366,428 |
| Median Price | \$386,000 |

Residential

| | |
|-----------------------------|-----------|
| Sales | 80 |
| New Listings | 282 |
| Current Inventory | 807 |
| Sell/Inv. Ratio | 9.91% |
| Days to Sell | 77 |
| Average Price | \$688,886 |
| Median Price | \$642,500 |
| Ratio of Sales vs Inventory | 10.99% |

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

Central Okanagan Statistics -- January 2019

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 = Central Okanagan | | | | | | | | | |
| Acreage/House | 16 | 15 | 6.67% | 16 | 15 | 6.67 | 110 | 99 | 11.11 |
| Duplex | 21 | 14 | 50.00% | 21 | 14 | 50.00 | 52 | 28 | 85.71 |
| Mobile Home | 34 | 20 | 70.00% | 34 | 20 | 70.00 | 97 | 51 | 90.20 |
| Recreational | 3 | 2 | 50.00% | 3 | 2 | 50.00 | 10 | 5 | 100.00 |
| Residential | 282 | 250 | 12.80% | 282 | 250 | 12.80 | 807 | 609 | 32.51 |
| Residential WF | 5 | 6 | -16.67% | 5 | 6 | -16.67 | 67 | 58 | 15.52 |
| 3/4-Plex | 1 | 0 | 0.00% | 1 | 0 | 0.00 | 5 | 3 | 66.67 |
| Timeshare | 0 | 0 | 0.00% | 0 | 0 | 0.00 | | 1 | |
| Apartment | 180 | 146 | 23.29% | 180 | 146 | 23.29 | 478 | 284 | 68.31 |
| Townhouse | 122 | 76 | 60.53% | 122 | 76 | 60.53 | 335 | 157 | 113.38 |
| RES TOTAL | 664 | 529.00 | 25.52% | 664 | 529 | 25.52% | 1,961 | 1,295 | 51.43 |
| FARMS | 3 | 4 | -25.00% | 3 | 4 | -25.00 | 26 | 23 | 13.04 |
| MULTIFAMILY | 1 | 2 | -50.00% | 1 | 2 | -50.00 | 7 | 6 | 16.67 |
| Acreage | 2 | 6 | -66.67% | 2 | 6 | -66.67 | 35 | 43 | -18.60 |
| Acreage WF | 2 | 0 | 0.00% | 2 | 0 | 0.00 | 14 | 8 | 75.00 |
| Lots | 65 | 41 | 58.54% | 65 | 41 | 58.54 | 363 | 240 | 51.25 |
| Lots WF | 1 | 3 | -66.67% | 1 | 3 | -66.67 | 18 | 14 | 28.57 |
| LOTS TOTAL | 70 | 50.00 | 40.00% | 70 | 50 | 40.00% | 430 | 305 | 40.98 |
| Business | 9 | 18 | -50.00% | 9 | 18 | -50.00 | 48 | 53 | -9.43 |
| Commercial | 27 | 30 | -10.00% | 27 | 30 | -10.00 | 200 | 216 | -7.41 |
| Land | 13 | 3 | 333.33% | 13 | 3 | 333.33 | 64 | 48 | 33.33 |
| COMM TOTAL | 49 | 51.00 | -3.92% | 49 | 51 | -3.92% | 312 | 317 | -1.58 |
| GRAND TOTAL | 787 | 636 | 23.74% | 787 | 636 | 23.74% | 2,736 | 1,946 | 40.60 |

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

Central Okanagan Statistics -- January 2019

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 = Central Okanagan | | | | | | | | |
| Acreage/House | 5 | 7 | -28.57% | \$4,244,500 | \$8,574,400 | -50.50% | 91.98% | 95.20% |
| Duplex | 3 | 7 | -57.14% | \$1,329,000 | \$3,205,388 | -58.54% | 97.03% | 99.59% |
| Mobile Home | 11 | 12 | -8.33% | \$1,384,000 | \$2,211,800 | -37.43% | 94.57% | 97.05% |
| Recreational | 0 | 0 | 0.00% | \$0 | \$0 | 0.00% | 0.00% | 0.00% |
| Residential | 80 | 143 | -44.06% | \$55,110,900 | \$100,007,337 | -44.89% | 96.89% | 97.94% |
| Residential WF | 0 | 2 | -100.00% | \$0 | \$7,832,300 | -100.00% | 0.00% | 86.56% |
| 3/4-Plex | 0 | 0 | 0.00% | \$0 | \$0 | 0.00% | 0.00% | 0.00% |
| Timeshare | 0 | 0 | 0.00% | \$0 | \$0 | 0.00% | 0.00% | 0.00% |
| Apartment | 60 | 110 | -45.45% | \$20,175,461 | \$35,440,138 | -43.07% | 97.00% | 97.81% |
| Townhouse | 33 | 37 | -10.81% | \$16,138,226 | \$16,504,001 | -2.22% | 97.22% | 98.29% |
| RES TOTAL | 192 | 318 | -39.62% | \$98,382,087 | \$173,775,364 | -43.39% | 96.71% | 97.25% |
| 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 | 1 | 1 | 0.00% | \$400,000 | \$438,000 | -8.68% | 95.24% | 97.55% |
| Acreage WF | 0 | 0 | 0.00% | \$0 | \$0 | 0.00% | 0.00% | 0.00% |
| Lots | 6 | 23 | -73.91% | \$2,164,998 | \$7,295,720 | -70.33% | 97.61% | 96.96% |
| Lots WF | 0 | 0 | 0.00% | \$0 | \$0 | 0.00% | 0.00% | 0.00% |
| LOTS TOTAL | 7 | 24 | -70.83% | \$2,564,998 | \$7,733,720 | -66.83% | 97.24% | 96.99% |
| Business | 3 | 1 | 200.00% | \$102,800 | \$380,000 | -72.95% | 59.15% | 98.70% |
| Commercial | 14 | 17 | -17.65% | \$2,100,148 | \$4,424,120 | -52.53% | 92.31% | 93.18% |
| Land | 0 | 3 | -100.00% | \$0 | \$5,340,000 | -100.00% | 0.00% | 96.39% |
| COMM TOTAL | 17 | 21 | -19.05% | \$2,202,948 | \$10,144,120 | -78.28% | 89.95% | 95.04% |
| GRAND TOTAL | 216 | 363 | -40.50% | \$103,150,032 | \$191,653,204 | -46.18% | 96.57% | 97.12% |

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Central Okanagan Statistics -- January 2019

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 = Central Okanagan | | | | | | | | |
| Acreage/House | 5 | 7 | -28.57% | \$4,244,500 | \$8,574,400 | -50.50% | 91.98% | 95.20% |
| Duplex | 3 | 7 | -57.14% | \$1,329,000 | \$3,205,388 | -58.54% | 97.03% | 99.59% |
| Mobile Home | 11 | 12 | -8.33% | \$1,384,000 | \$2,211,800 | -37.43% | 94.57% | 97.05% |
| Recreational | 0 | 0 | 0.00% | \$0 | \$0 | 0.00% | 0.00% | 0.00% |
| Residential | 80 | 143 | -44.06% | \$55,110,900 | \$100,007,337 | -44.89% | 96.89% | 97.94% |
| Residential WF | 0 | 2 | -100.00% | \$0 | \$7,832,300 | -100.00% | 0.00% | 86.56% |
| 3/4-Plex | 0 | 0 | 0.00% | \$0 | \$0 | 0.00% | 0.00% | 0.00% |
| Timeshare | 0 | 0 | 0.00% | \$0 | \$0 | 0.00% | 0.00% | 0.00% |
| Apartment | 60 | 110 | -45.45% | \$20,175,461 | \$35,440,138 | -43.07% | 97.00% | 97.81% |
| Townhouse | 33 | 37 | -10.81% | \$16,138,226 | \$16,504,001 | -2.22% | 97.22% | 98.29% |
| RES TOTAL | 192 | 318 | -39.62% | \$98,382,087 | \$173,775,364 | -43.39% | 96.71% | 97.25% |
| 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 | 1 | 1 | 0.00% | \$400,000 | \$438,000 | -8.68% | 95.24% | 97.55% |
| Acreage WF | 0 | 0 | 0.00% | \$0 | \$0 | 0.00% | 0.00% | 0.00% |
| Lots | 6 | 23 | -73.91% | \$2,164,998 | \$7,295,720 | -70.33% | 97.61% | 96.96% |
| Lots WF | 0 | 0 | 0.00% | \$0 | \$0 | 0.00% | 0.00% | 0.00% |
| LOTS TOTAL | 7 | 24 | -70.83% | \$2,564,998 | \$7,733,720 | -66.83% | 97.24% | 96.99% |
| Business | 3 | 1 | 200.00% | \$102,800 | \$380,000 | -72.95% | 59.15% | 98.70% |
| Commercial | 14 | 17 | -17.65% | \$2,100,148 | \$4,424,120 | -52.53% | 92.31% | 93.18% |
| Land | 0 | 3 | -100.00% | \$0 | \$5,340,000 | -100.00% | 0.00% | 96.39% |
| COMM TOTAL | 17 | 21 | -19.05% | \$2,202,948 | \$10,144,120 | -78.28% | 89.95% | 95.04% |
| GRAND TOTAL | 216 | 363 | -40.50% | \$103,150,032 | \$191,653,204 | -46.18% | 96.57% | 97.12% |

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Central Okanagan Statistics -- January 2019

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 = Central Okanagan | | | | | | | | | |
| Acreage/House | \$848,900 | \$1,224,914 | -30.70% | \$723,000 | \$970,000 | -25.46% | 155 | 236 | -34.49% |
| Duplex | \$443,000 | \$457,913 | -3.26% | \$425,000 | \$405,000 | 4.94% | 57 | 58 | -3.02% |
| Mobile Home | \$125,818 | \$184,317 | -31.74% | \$127,500 | \$188,650 | -32.41% | 69 | 48 | 43.70% |
| Recreational | | | | | | | | | |
| Residential | \$688,886 | \$699,352 | -1.50% | \$642,500 | \$651,000 | -1.31% | 77 | 75 | 2.66% |
| Residential WF | | \$3,916,150 | | | \$3,916,150 | | | 165 | |
| 3/4-Plex | | | | | | | | | |
| Timeshare | | | | | | | | | |
| Apartment | \$336,258 | \$322,183 | 4.37% | \$330,500 | \$316,250 | 4.51% | 78 | 65 | 19.96% |
| Townhouse | \$489,037 | \$446,054 | 9.64% | \$499,900 | \$444,000 | 12.59% | 86 | 69 | 24.83% |
| RES TOTAL | \$512,407 | \$546,463 | -6.23% | \$496,000 | \$487,500 | 1.74% | 80 | 73 | 8.96% |
| FARMS | | | | | | | | | |
| MULTIFAMILY | | | | | | | | | |
| Acreage | \$400,000 | \$438,000 | -8.68% | \$400,000 | \$438,000 | -8.68% | 53 | 75 | -29.33% |
| Acreage WF | | | | | | | | | |
| Lots | \$360,833 | \$317,205 | 13.75% | \$330,500 | \$284,999 | 15.97% | 96 | 136 | -29.81% |
| Lots WF | | | | | | | | | |
| LOTS TOTAL | \$366,428 | \$322,238 | 13.71% | \$386,000 | \$284,999 | 35.44% | 90 | 134 | -33.03% |
| Business | \$34,267 | \$380,000 | -90.98% | \$40,000 | \$380,000 | -89.47% | 165 | 198 | -16.84% |
| Commercial | \$150,011 | \$260,242 | -42.36% | \$14 | \$22 | -38.64% | 109 | 219 | -50.50% |
| Land | | \$1,780,000 | | | \$1,695,000 | | | 170 | |
| COMM TOTAL | \$129,585 | \$483,053 | -73.17% | \$14 | \$37 | -62.16% | 118 | 211 | -43.92% |
| GRAND TOTAL | \$477,546 | \$527,970 | -9.55% | \$483,500 | \$460,000 | 5.11% | 83 | 85 | -2.40% |

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Central Okanagan Statistics -- January 2019

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 = Central Okanagan | | | | | | | | | |
| Acreage/House | \$848,900 | \$1,224,914 | -30.70% | \$723,000 | \$970,000 | -25.46% | 155 | 236 | -34.49% |
| Duplex | \$443,000 | \$457,913 | -3.26% | \$425,000 | \$405,000 | 4.94% | 57 | 58 | -3.02% |
| Mobile Home | \$125,818 | \$184,317 | -31.74% | \$127,500 | \$188,650 | -32.41% | 69 | 48 | 43.70% |
| Recreational | | | | | | | | | |
| Residential | \$688,886 | \$699,352 | -1.50% | \$642,500 | \$651,000 | -1.31% | 77 | 75 | 2.66% |
| Residential WF | | \$3,916,150 | | | \$3,916,150 | | | 165 | |
| 3/4-Plex | | | | | | | | | |
| Timeshare | | | | | | | | | |
| Apartment | \$336,258 | \$322,183 | 4.37% | \$330,500 | \$316,250 | 4.51% | 78 | 65 | 19.96% |
| Townhouse | \$489,037 | \$446,054 | 9.64% | \$499,900 | \$444,000 | 12.59% | 86 | 69 | 24.83% |
| RES TOTAL | \$512,407 | \$546,463 | -6.23% | \$496,000 | \$487,500 | 1.74% | 80 | 73 | 8.96% |
| FARMS | | | | | | | | | |
| MULTIFAMILY | | | | | | | | | |
| Acreage | \$400,000 | \$438,000 | -8.68% | \$400,000 | \$438,000 | -8.68% | 53 | 75 | -29.33% |
| Acreage WF | | | | | | | | | |
| Lots | \$360,833 | \$317,205 | 13.75% | \$330,500 | \$284,999 | 15.97% | 96 | 136 | -29.81% |
| Lots WF | | | | | | | | | |
| LOTS TOTAL | \$366,428 | \$322,238 | 13.71% | \$386,000 | \$284,999 | 35.44% | 90 | 134 | -33.03% |
| Business | \$34,267 | \$380,000 | -90.98% | \$40,000 | \$380,000 | -89.47% | 165 | 198 | -16.84% |
| Commercial | \$150,011 | \$260,242 | -42.36% | \$14 | \$22 | -38.64% | 109 | 219 | -50.50% |
| Land | | \$1,780,000 | | | \$1,695,000 | | | 170 | |
| COMM TOTAL | \$129,585 | \$483,053 | -73.17% | \$14 | \$37 | -62.16% | 118 | 211 | -43.92% |
| GRAND TOTAL | \$477,546 | \$527,970 | -9.55% | \$483,500 | \$460,000 | 5.11% | 83 | 85 | -2.40% |

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