

North Okanagan Monthly Statistics
March 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	1,053	1,096	-3.92%	2,617	2,475	5.74%
2 Units Sold	372	440	-15.45%	879	1,170	-24.87%
3 Sales Volume	\$200,539,009	\$242,694,131	-17.37%	\$449,135,702	\$626,433,413	-28.30%
4 List/Sell Ratio	96.94%	97.97%		96.71%	97.63%	
5 Days to Sell	78	58	34.66%	79	69	15.46%
6 Active Listings	3,141	2,458	27.79%			
Area = North Okanagan						
1 Units Listed	347	381	-8.92%	856	807	6.07%
2 Units Sold	157	178	-11.80%	384	420	-8.57%
3 Sales Volume	\$75,705,254	\$72,592,185	4.29%	\$177,723,618	\$185,269,923	-4.07%
4 List/Sell Ratio	95.03%	97.78%		95.89%	97.31%	
5 Days to Sell	103	92	12.43%	106	102	3.81%
6 Active Listings	1,237	1,135	8.99%			
Area = Shuswap / Revels						
1 Units Listed	209	196	6.63%	469	465	0.86%
2 Units Sold	77	85	-9.41%	173	204	-15.20%
3 Sales Volume	\$30,930,364	\$31,835,259	-2.84%	\$64,782,944	\$75,982,677	-14.74%
4 List/Sell Ratio	96.80%	96.22%		96.17%	95.77%	
5 Days to Sell	138	158	-12.77%	140	169	-17.07%
6 Active Listings	910	825	10.30%			
Area = Grand Total						
1 Units Listed	1,609	1,673	-3.83%	3,942	3,747	5.20%
2 Units Sold	606	703	-13.80%	1,436	1,794	-19.96%
3 Sales Volume	\$307,174,628	\$347,121,575	-11.51%	\$691,642,264	\$887,686,014	-22.08%
4 List/Sell Ratio	96.45%	97.77%		96.44%	97.40%	
5 Days to Sell	92	79	17.20%	93	88	6.65%
6 Active Listings	5,288	4,418	19.69%			

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

North Okanagan Statistics -- March 2019

Quick Summary Part 1

			Residential	
Description	Total Units Sold	Total Sales Volume	Total Units Sold	Total Sales Volume
This Month	157	\$75,705,254	65	\$35,491,400
Last Month	121	\$57,268,593	54	\$26,774,985
This Month Last Year	178	\$72,592,185	71	\$34,000,030

Description	Total Listings Taken	Inventory
This Month	347	1,237
Last Month	265	1,165
This Month Last Year	381	1,135

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North Okanagan Statistics -- March 2019

Quick Summary Part 2

Condo/Apt

Sales	17
New Listings	21
Current Inventory	70
Sell/Inv. Ratio	24.29%
Days to Sell	71
Average Price	\$196,632
Median Price	\$172,500

Condo/Townhouse

Sales	33
New Listings	54
Current Inventory	140
Sell/Inv. Ratio	23.57%
Days to Sell	68
Average Price	\$358,192
Median Price	\$355,000

Lots

Sales	9
New Listings	18
Current Inventory	258
Sell/Inv. Ratio	3.49%
Days to Sell	314
Average Price	\$282,717
Median Price	\$279,000

Residential

Sales	65
New Listings	174
Current Inventory	387
Sell/Inv. Ratio	16.80%
Days to Sell	77
Average Price	\$546,022
Median Price	\$463,000
Ratio of Sales vs Inventory	16.78%

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North Okanagan Statistics -- March 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 = North Okanagan									
Acreage/House	33	31	6.45%	69	62	11.29	131	116	12.93
Duplex	8	13	-38.46%	24	29	-17.24	25	30	-16.67
Mobile Home	10	13	-23.08%	26	28	-7.14	36	32	12.50
Recreational	1	7	-85.71%	3	8	-62.50	4	13	-69.23
Residential	174	143	21.68%	359	315	13.97	387	290	33.45
Residential WF	5	8	-37.50%	11	13	-15.38	24	25	-4.00
3/4-Plex	1	2	-50.00%	1	2	-50.00	2	4	-50.00
Timeshare	0	0	0.00%	0	0	0.00			
Apartment	21	40	-47.50%	68	82	-17.07	70	73	-4.11
Townhouse	54	53	1.89%	138	108	27.78	140	93	50.54
RES TOTAL	307	310.00	-0.97%	699	647	8.04%	819	676	21.15
FARMS	2	4	-50.00%	6	11	-45.45	22	25	-12.00
MULTIFAMILY	0	3	-100.00%	1	3	-66.67	3	6	-50.00
Acreage	3	6	-50.00%	17	18	-5.56	88	103	-14.56
Acreage WF	3	0	0.00%	5	1	400.00	15	13	15.38
Lots	11	25	-56.00%	51	53	-3.77	142	162	-12.35
Lots WF	1	6	-83.33%	5	13	-61.54	13	18	-27.78
LOTS TOTAL	18	37.00	-51.35%	78	85	-8.24%	258	296	-12.84
Business	5	2	150.00%	11	11	0.00	21	23	-8.70
Commercial	11	21	-47.62%	52	41	26.83	92	86	6.98
Land	4	4	0.00%	9	9	0.00	22	23	-4.35
COMM TOTAL	20	27.00	-25.93%	72	61	18.03%	135	132	2.27
GRAND TOTAL	347	381	-8.92%	856	807	6.07%	1,237	1,135	8.99

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North Okanagan Statistics -- March 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 = North Okanagan								
Acreage/House	9	14	-35.71%	\$7,052,400	\$11,136,000	-36.67%	97.55%	96.94%
Duplex	5	9	-44.44%	\$2,562,500	\$3,802,900	-32.62%	97.03%	101.74%
Mobile Home	8	14	-42.86%	\$1,543,500	\$2,611,251	-40.89%	96.68%	96.22%
Recreational	1	0	0.00%	\$170,000	\$0	0.00%	95.77%	0.00%
Residential	65	71	-8.45%	\$35,491,400	\$34,000,030	4.39%	96.86%	98.21%
Residential WF	3	0	0.00%	\$2,944,900	\$0	0.00%	93.47%	0.00%
3/4-Plex	0	1	-100.00%	\$0	\$505,000	-100.00%	0.00%	101.20%
Apartment	17	25	-32.00%	\$3,342,750	\$5,536,379	-39.62%	95.41%	98.24%
Townhouse	33	23	43.48%	\$11,820,342	\$7,108,425	66.29%	98.11%	97.69%
RES TOTAL	141	157	-10.19%	\$64,927,792	\$64,699,985	0.35%	96.92%	98.08%
FARMS	0	1	-100.00%	\$0	\$1,435,000	-100.00%	0.00%	95.79%
MULTIFAMILY	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Acreage	5	4	25.00%	\$1,759,000	\$897,500	95.99%	96.40%	90.29%
Acreage WF	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Lots	4	10	-60.00%	\$785,450	\$1,363,000	-42.37%	95.10%	94.09%
Lots WF	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
LOTS TOTAL	9	14	-35.71%	\$2,544,450	\$2,260,500	12.56%	96.00%	92.54%
Business	2	1	100.00%	\$2,040,000	\$430,000	374.42%	88.97%	93.68%
Commercial	4	3	33.33%	\$1,943,013	\$2,926,700	-33.61%	86.97%	97.89%
Land	1	2	-50.00%	\$4,250,000	\$840,000	405.95%	77.27%	95.57%
COMM TOTAL	7	6	16.67%	\$8,233,013	\$4,196,700	96.18%	82.11%	96.97%
GRAND TOTAL	157	178	-11.80%	\$75,705,254	\$72,592,185	4.29%	95.03%	97.78%

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North Okanagan Statistics -- March 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 = North Okanagan								
Acreage/House	25	38	-34.21%	\$19,697,700	\$28,441,400	-30.74%	97.23%	97.29%
Duplex	10	18	-44.44%	\$4,749,900	\$7,889,400	-39.79%	97.73%	99.31%
Mobile Home	13	22	-40.91%	\$2,141,400	\$3,751,739	-42.92%	95.64%	95.76%
Recreational	2	2	0.00%	\$465,000	\$144,000	222.92%	97.40%	95.05%
Residential	171	173	-1.16%	\$87,385,446	\$88,215,311	-0.94%	97.25%	97.87%
Residential WF	6	3	100.00%	\$5,954,900	\$4,225,000	40.94%	95.68%	93.39%
3/4-Plex	0	2	-100.00%	\$0	\$1,170,000	-100.00%	0.00%	97.58%
Apartment	40	53	-24.53%	\$8,574,350	\$11,744,184	-26.99%	96.30%	97.55%
Townhouse	70	60	16.67%	\$24,789,342	\$17,979,532	37.88%	97.47%	98.44%
RES TOTAL	337	371	-9.16%	\$153,758,038	\$163,560,566	-5.99%	97.16%	97.70%
FARMS	1	2	-50.00%	\$2,370,000	\$3,735,000	-36.55%	94.84%	93.45%
MULTIFAMILY	1	0	0.00%	\$640,000	\$0	0.00%	91.56%	0.00%
Acreage	9	11	-18.18%	\$4,254,000	\$3,555,900	19.63%	89.30%	94.43%
Acreage WF	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Lots	16	21	-23.81%	\$3,735,950	\$3,181,350	17.43%	93.74%	94.32%
Lots WF	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
LOTS TOTAL	25	32	-21.88%	\$7,989,950	\$6,737,250	18.59%	91.32%	94.38%
Business	4	3	33.33%	\$2,463,000	\$1,116,500	120.60%	90.19%	88.40%
Commercial	15	9	66.67%	\$6,252,630	\$7,350,607	-14.94%	90.48%	95.30%
Land	1	3	-66.67%	\$4,250,000	\$2,770,000	53.43%	77.27%	96.55%
COMM TOTAL	20	15	33.33%	\$12,965,630	\$11,237,107	15.38%	85.63%	94.87%
GRAND TOTAL	384	420	-8.57%	\$177,723,618	\$185,269,923	-4.07%	95.89%	97.31%

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North Okanagan Statistics -- March 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 = North Okanagan									
Acreage/House	\$783,600	\$795,429	-1.49%	\$775,000	\$753,000	2.92%	139	123	13.27%
Duplex	\$512,500	\$422,544	21.29%	\$525,000	\$370,000	41.89%	114	81	41.43%
Mobile Home	\$192,938	\$186,518	3.44%	\$179,000	\$158,750	12.76%	83	105	-20.50%
Recreational	\$170,000			\$170,000			137		
Residential	\$546,022	\$478,874	14.02%	\$463,000	\$442,500	4.63%	77	53	47.03%
Residential WF	\$981,633			\$789,900			166		
3/4-Plex		\$505,000			\$505,000			2	
Apartment	\$196,632	\$221,455	-11.21%	\$172,500	\$201,000	-14.18%	71	108	-33.90%
Townhouse	\$358,192	\$309,062	15.90%	\$355,000	\$305,000	16.39%	68	61	12.35%
RES TOTAL	\$460,481	\$412,102	11.74%	\$400,000	\$382,900	4.47%	82	75	10.08%
FARMS		\$1,435,000			\$1,435,000			628	
MULTIFAMILY									
Acreage	\$351,800	\$224,375	56.79%	\$345,000	\$237,250	45.42%	405	176	130.44%
Acreage WF									
Lots	\$196,363	\$136,300	44.07%	\$199,950	\$103,750	92.72%	201	229	-12.00%
Lots WF									
LOTS TOTAL	\$282,717	\$161,464	75.10%	\$279,000	\$166,250	67.82%	314	214	47.23%
Business	\$1,020,000	\$430,000	137.21%	\$1,020,000	\$430,000	137.21%	204	390	-47.82%
Commercial	\$485,753	\$975,567	-50.21%	\$521,500	\$1,025,000	-49.12%	249	142	75.53%
Land	\$4,250,000	\$420,000	911.90%	\$4,250,000	\$420,000	911.90%	362	83	338.79%
COMM TOTAL	\$1,176,145	\$699,450	68.15%	\$558,000	\$535,000	4.30%	252	164	54.30%
GRAND TOTAL	\$482,199	\$407,821	18.24%	\$400,000	\$363,500	10.04%	103	92	12.43%

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North Okanagan Statistics -- March 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 = North Okanagan									
Acreage/House	\$787,908	\$748,458	5.27%	\$775,000	\$731,000	6.02%	148	134	10.26%
Duplex	\$474,990	\$438,300	8.37%	\$472,000	\$422,000	11.85%	85	104	-17.86%
Mobile Home	\$164,723	\$170,534	-3.41%	\$167,000	\$144,250	15.77%	83	98	-15.97%
Recreational	\$232,500	\$72,000	222.92%	\$232,500	\$72,000	222.92%	118	75	58.39%
Residential	\$511,026	\$509,915	0.22%	\$460,000	\$469,000	-1.92%	89	74	21.29%
Residential WF	\$992,483	\$1,408,333	-29.53%	\$1,019,950	\$1,600,000	-36.25%	146	290	-49.71%
3/4-Plex		\$585,000			\$585,000			43	
Apartment	\$214,359	\$221,588	-3.26%	\$202,500	\$180,000	12.50%	60	92	-34.66%
Townhouse	\$354,133	\$299,659	18.18%	\$333,500	\$297,000	12.29%	73	50	44.39%
RES TOTAL	\$456,255	\$440,864	3.49%	\$410,000	\$399,000	2.76%	88	83	5.23%
FARMS	\$2,370,000	\$1,867,500	26.91%	\$2,370,000	\$1,867,500	26.91%	336	362	-7.05%
MULTIFAMILY	\$640,000			\$640,000			46		
Acreage	\$472,667	\$323,264	46.22%	\$345,000	\$249,500	38.28%	344	176	96.11%
Acreage WF									
Lots	\$233,497	\$151,493	54.13%	\$190,000	\$137,500	38.18%	253	220	15.26%
Lots WF									
LOTS TOTAL	\$319,598	\$210,539	51.80%	\$215,000	\$221,000	-2.71%	286	205	39.85%
Business	\$615,750	\$372,167	65.45%	\$312,500	\$430,000	-27.33%	144	237	-39.35%
Commercial	\$416,842	\$816,734	-48.96%	\$350,000	\$500,000	-30.00%	167	362	-53.70%
Land	\$4,250,000	\$923,333	360.29%	\$4,250,000	\$640,000	564.06%	362	186	94.97%
COMM TOTAL	\$648,282	\$749,140	-13.46%	\$357,500	\$500,000	-28.50%	172	301	-42.81%
GRAND TOTAL	\$462,822	\$441,119	4.92%	\$400,000	\$384,000	4.17%	106	102	3.81%

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