

## **Table of Contents**

Table of Contents	2
Zone Totals	3
Quick Summary Part 1	5
Quick Summary Part 2	6
Listing Information	7
Sales Information (Month)	8
Sales Information (YTD)	9
Average/Median Price, Days to Sell (Month)	10
Average/Median Price, Days to Sell (YTD)	11

#### **Zone Totals**

All property types: Residential, Farms, Multifamily, Land, Commercial

Description	CM This Year	CM Last Year	Increase	This YTD	Last YTD	Increase
Area = Central Okanagan						
1 Units Listed	1,335	1,402	-4.78%	3,418	3,133	9.10%
2 Units Sold	370	334	10.78%	948	820	15.61%
3 Sales Volume	\$320,034,845	\$256,567,954	24.74%	\$796,316,750	\$613,289,909	29.84%
4 List/Sell Ratio	95.77%	97.03%		95.10%	96.19%	
5 Days to Sell	66	63	4.82%	76	70	9.52%
6 Active Listings	3,932	3,372	16.61%			
Area = North Okanagan						
1 Units Listed	465	373	24.66%	1,017	864	17.71%
2 Units Sold	138	105	31.43%	354	286	23.78%
3 Sales Volume	\$88,854,235	\$69,324,279	28.17%	\$225,094,277	\$178,925,865	25.80%
4 List/Sell Ratio	97.00%	96.88%		96.59%	94.77%	
5 Days to Sell	70	80	-12.24%	90	87	3.31%
6 Active Listings	1,297	1,220	6.31%			
Area = Shuswap / Revelstoke						
1 Units Listed	311	318	-2.20%	617	617	
2 Units Sold	78	74	5.41%	190	184	3.26%
3 Sales Volume	\$47,887,785	\$48,808,863	-1.89%	\$109,003,685	\$118,349,579	-7.90%
4 List/Sell Ratio	95.64%	92.08%		95.40%	93.32%	
5 Days to Sell	89	74	20.49%	102	100	1.42%
6 Active Listings	858	815	5.28%			
Area = South Okanagan						
1 Units Listed	542	533	1.69%	1,293	1,187	8.93%
2 Units Sold	160	121	32.23%	391	305	28.20%
3 Sales Volume	\$104,073,734	\$69,416,745	49.93%	\$263,407,263	\$184,202,995	43.00%
4 List/Sell Ratio	95.42%	95.89%		95.30%	95.32%	
5 Days to Sell	78	84	-6.59%	92	94	-1.80%
6 Active Listings	1,715	1,694	1.24%			
Area = South Peace River						
1 Units Listed	76	52	46.15%	199	172	15.70%
2 Units Sold	33	25	32.00%	84	79	6.33%
3 Sales Volume	\$10,649,700	\$7,642,900	39.34%	\$25,222,550	\$22,027,598	14.50%
4 List/Sell Ratio	97.35%	95.91%		96.63%	94.73%	
5 Days to Sell	92	109	-15.43%	103	147	-29.65%
6 Active Listings	333	356	-6.46%			
Area = Kamloops and District						
1 Units Listed	565	511	10.57%	1,440	1,352	6.51%
2 Units Sold	196	214	-8.41%	515	518	-0.58%
3 Sales Volume	\$111,379,443	\$121,414,165	-8.26%	\$303,891,680	\$296,999,971	2.32%
4 List/Sell Ratio	97.09%	97.02%		96.80%	96.85%	
5 Days to Sell	70	54	30.46%	74	64	16.17%
6 Active Listings	1,731	1	3,000.00%			
Area = Kootenay						
1 Units Listed	671	602	11.46%	1,553	1,400	10.93%
2 Units Sold	290	282	2.84%	725	609	19.05%
3 Sales Volume	\$161,587,153	\$141,712,676	14.02%	\$379,722,108	\$288,903,667	31.44%
4 List/Sell Ratio	96.22%	96.05%		96.31%	96.24%	
5 Days to Sell	101	86	17.80%	106	95	12.00%
6 Active Listings	2,309	0	0.00%		, <u>, , , , , , , , , , , , , , , , , , </u>	
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Area = Grand Total						
1 Units Listed	3,965	3,791	4.59%	9,537	8,725	9.31%
2 Units Sold	1,265	1,155	9.52%	3,207	2,801	14.49%
3 Sales Volume	\$844,466,895	\$714,887,581	18.13%	\$2,102,658,312	\$1,702,699,585	23.49%
4 List/Sell Ratio	96.12%	96.34%		95.78%	95.84%	
5 Days to Sell	79	72	9.04%	88	83	6.91%
6 Active Listings	12.175	7.458	63.25%			

## **Quick Summary Part 1**

All property types: Residential, Farms, Multifamily, Land, Commercial

#### Residential

Description	Total Units Sold	Total Sales Volume	Total Units Sold	Total Sales Volume
This Month	196	\$111,379,443	78	\$55,187,725
Last Month	169	\$106,587,409	68	\$49,924,975
This Month Last Year	214	\$121,414,165	98	\$67,355,177
Description	Total Listings Taken	Inventory		
This Month	565	1,731		
Last Month	395	1,558		
This Month Last Year	511	1		

# **Quick Summary Part 2**

Condo/Apt	
Sales	28
New Listings	60
Current Inventory	169
Sell/Inv. Ratio	16.57%
Days to Sell	77
Average Price	\$376,145
Median Price	\$341,900
Condo/Townhouse	
Sales	29
New Listings	54
Current Inventory	123
Sell/Inv. Ratio	23.58%
Days to Sell	51
Average Price	\$508,842
Median Price	\$500,000
Single Family (Excluding lakefro	
Sales	78
New Listings	249
Current Inventory	526
Sell/Inv. Ratio	14.83%
Days to Sell	58
Average Price	\$707,535
Median Price	\$677,000
Ratio of Sales vs Inventory	16.50%

## **Comparative Activity -- Listing Information**

								Inventory	
Description	Cur Mo	Lst Yr Mo	Incr/Decr%	Cur YTD	Lst YTD	Incr/Decr%	Cur Mo	Lst Yr Mo	Incr/Decr%
Zone = Kamloops and	District								
Acreage/House	32	50	-36.00%	84	112	-25.00	125		0.00
Duplex	24	26	-7.69%	78	76	2.63	63		0.00
Mobile Home	48	29	65.52%	116	75	54.67	104		0.00
Recreational	0	1	-100.00%	0	5	-100.00	2		0.00
Single Family*	249	231	7.79%	602	572	5.24	526		0.00
Single Family Lakefront	9	7	28.57%	20	16	25.00	24		0.00
3/4-Plex	0	3	-100.00%	0	4	-100.00	4		0.00
Apartment	60	55	9.09%	167	167	0.00	169		0.00
Townhouse	54	44	22.73%	143	125	14.40	123		0.00
Residential Total	476	446	6.73%	1,210	1,152	5.03%	1,140	0	0.00
FARMS	2	0	0.00%	7	3	133.33	11		0.00
MULTIFAMILY	1	0	0.00%	4	0	0.00	5		0.00
Residential Acreage	12	12	0.00%	27	33	-18.18	72		0.00
Residential Acreage Lakefron	nt 2	0	0.00%	3	0	0.00	5		0.00
Residential Lot	36	24	50.00%	88	65	35.38	263		0.00
Residential Lot Lakefront	1	0	0.00%	1	0	0.00	6		0.00
Residential Lots	51	36	41.67%	119	98	21.43%	346	0	0.00
Business	3	9	-66.67%	7	24	-70.83	27	1	2,600.00
Commercial**	28	18	55.56%	86	64	34.38	183		0.00
Land***	4	2	100.00%	7	11	-36.36	19		0.00
COMM TOTAL	4	2	100.00%	7	11	-36.36%	0	0	0.00
GRAND TOTAL	565	511	10.57%	1,440	1,352	6.51%	1,731	1	173,000.00

<sup>\*</sup> Excludes lakefront and acreage.

<sup>\*\*</sup> Inclusive of Hospitality/Resort, industrial, Mixed use, office retail, services and specialty property subtypes

<sup>\*\*\*</sup>Excludes residential land

#### **Comparative Activity -- Sales Information (Month)**

		<b>Unit Sales</b>		Sales Volume			List/Sale Ratio		
Description	Cur Mo	Lst Yr Mo	Incr/Decr%	Cur Mo	Lst Yr Mo	Incr/Decr%	Cur Mo	Lst Yr Mo	
Zone = Kamloops and D	istrict								
Acreage/House	8	7	14.29%	\$6,456,500	\$5,073,500	27.26%	94.51%	89.26%	
Duplex	18	14	28.57%	\$10,919,450	\$8,427,300	29.57%	98.36%	99.46%	
Mobile Home	23	17	35.29%	\$5,167,800	\$4,742,000	8.98%	93.86%	95.88%	
Recreational	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%	
Single Family*	78	98	-20.41%	\$55,187,725	\$67,355,177	-18.06%	97.84%	98.56%	
Single Family Lakefront	1	1	0.00%	\$495,000	\$335,000	47.76%	96.12%	95.74%	
3/4-Plex	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%	
Apartment	28	32	-12.50%	\$10,532,050	\$11,733,000	-10.24%	97.23%	98.23%	
Townhouse	29	27	7.41%	\$14,756,418	\$14,380,100	2.62%	98.17%	98.56%	
Residential Total	185	196	-5.61%	\$103,514,943	\$112,046,077	-7.61%	97.45%	98.00%	
FARMS	1	0	0.00%	\$2,550,000	\$0	0.00%	91.23%	0.00%	
MULTIFAMILY	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%	
Residential Acreage	2	5	-60.00%	\$970,000	\$1,815,000	-46.56%	86.53%	88.71%	
Residential Acreage Lakefront	0	1	-100.00%	\$0	\$500,000	-100.00%	0.00%	77.16%	
Residential Lot	3	3	0.00%	\$1,650,000	\$357,500	361.54%	92.96%	88.51%	
Residential Lot Lakefront	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%	
Residential Lots	5	9	-44.44%	\$2,620,000	\$2,672,500	-1.96%	90.47%	86.27%	
Business	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%	
Commercial**	4	8	-50.00%	\$2,673,000	\$3,895,588	-31.38%	96.36%	97.35%	
Land***	1	1	0.00%	\$21,500	\$2,800,000	-99.23%	74.14%	75.27%	
COMM TOTAL	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%	
GRAND TOTAL	196	214	-8.41%	\$111,379,443	\$121,414,165	-8.26%	97.09%	97.02%	

<sup>\*</sup> Excludes lakefront and acreage.

<sup>\*\*</sup> Inclusive of Hospitality/Resort, industrial, Mixed use, office retail, services and specialty property subtypes

<sup>\*\*\*</sup>Excludes residential land

# **Comparative Activity -- Sales Information (YTD)**

		<b>Unit Sales</b>		Sales Volume			List/Sal	e Ratio
Description	Cur YTD	Lst YTD	Incr/Decr%	Cur YTD	Lst YTD	Incr/Decr%	Cur YTD	Lst YTD
Zone = Kamloops and D	District							
Acreage/House	32	22	45.45%	\$32,093,595	\$19,104,261	67.99%	93.27%	91.98%
Duplex	41	27	51.85%	\$24,194,250	\$16,289,800	48.52%	97.91%	98.38%
Mobile Home	55	38	44.74%	\$13,543,100	\$9,771,000	38.61%	94.91%	95.18%
Recreational	1	1	0.00%	\$325,000	\$225,700	44.00%	93.12%	100.00%
Single Family*	205	246	-16.67%	\$144,171,299	\$166,795,610	-13.56%	97.79%	97.75%
Single Family Lakefront	4	3	33.33%	\$2,737,000	\$1,150,000	138.00%	99.03%	94.36%
3/4-Plex	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Apartment	74	63	17.46%	\$27,408,250	\$23,774,300	15.29%	97.15%	98.10%
Townhouse	72	74	-2.70%	\$39,974,043	\$40,809,200	-2.05%	98.26%	98.09%
Residential Total	484	474	2.11%	\$284,446,537	\$277,919,871	2.35%	97.14%	97.34%
FARMS	1	2	-50.00%	\$2,550,000	\$3,260,000	-21.78%	91.23%	97.20%
MULTIFAMILY	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Residential Acreage	6	14	-57.14%	\$1,655,000	\$4,544,000	-63.58%	86.97%	91.02%
Residential Acreage Lakefront	0	1	-100.00%	\$0	\$500,000	-100.00%	0.00%	77.16%
Residential Lot	9	8	12.50%	\$3,119,860	\$1,735,400	79.78%	94.19%	91.99%
Residential Lot Lakefront	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Residential Lots	15	23	-34.78%	\$4,774,860	\$6,779,400	-29.57%	91.55%	90.07%
Business	1	2	-50.00%	\$310,000	\$875,000	-64.57%	95.38%	87.50%
Commercial**	12	16	-25.00%	\$11,728,783	\$5,365,700	118.59%	92.31%	96.65%
Land***	2	1	100.00%	\$81,500	\$2,800,000	-97.09%	103.30%	75.27%
COMM TOTAL	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
GRAND TOTAL	515	518	-0.58%	\$303,891,680	\$296,999,971	2.32%	96.80%	96.85%

<sup>\*</sup> Excludes lakefront and acreage.

<sup>\*\*</sup> Inclusive of Hospitality/Resort, industrial, Mixed use, office retail, services and specialty property subtypes

<sup>\*\*\*</sup>Excludes residential land

## Average/Median price, Days to Sell (Month)

	A	verage Price		Median Price			Days to Sell		
Description	Cur Mo	Lst Yr Mo	Incr/Decr%	Cur Mo	Lst Yr Mo	Incr/Decr%	Cur Mo	Lst Yr Mo	Incr/Decr%
Zone = Kamloo	ps and District								
Acreage/House	\$807,063	\$724,786	11.35%	\$721,500	\$660,000	9.32%	90	120	-24.60%
Duplex	\$606,636	\$601,950	0.78%	\$641,000	\$569,000	12.65%	48	41	16.53%
Mobile Home	\$224,687	\$278,941	-19.45%	\$200,000	\$236,000	-15.25%	88	70	25.19%
Recreational	\$0	\$0	0.00%	\$0	\$0	0.00%	0	0	0.00%
Single Family*	\$707,535	\$687,298	2.94%	\$677,000	\$652,500	3.75%	58	53	9.86%
Single Family LF	\$495,000	\$335,000	47.76%	\$495,000	\$335,000	47.76%	27	44	-38.64%
3/4-Plex	\$0	\$0	0.00%	\$0	\$0	0.00%	0	0	0.00%
Apartment	\$376,145	\$366,656	2.59%	\$341,900	\$343,750	-0.54%	77	55	39.83%
Townhouse	\$508,842	\$532,596	-4.46%	\$500,000	\$515,000	-2.91%	51	32	59.01%
Residential Total	\$559,540	\$571,664	-2.12%	\$545,000	\$561,250	-2.90%	64	53	19.55%
FARMS	\$2,550,000	\$0	0.00%	\$2,550,000	\$0	0.00%	98	0	0.00%
MULTIFAMILY	\$0	\$0	0.00%	\$0	\$0	0.00%	0	0	0.00%
Res Acreage	\$485,000	\$363,000	33.61%	\$485,000	\$235,000	106.38%	158	58	171.48%
Res Acreage LF	\$0	\$500,000	-100.00%	\$0	\$500,000	-100.00%	0	168	-100.00%
Res Lot	\$550,000	\$119,167	361.54%	\$500,000	\$65,000	669.23%	29	20	40.98%
Res Lot LF	\$0	\$0	0.00%	\$0	\$0	0.00%	0	0	0.00%
Residential Lots	\$524,000	\$296,944	76.46%	\$500,000	\$235,000	112.77%	80	58	39.15%
Business	\$0	\$0	0.00%	\$0	\$0	0.00%	0	0	0.00%
Commercial**	\$668,250	\$486,948	37.23%	\$811,500	\$131,268	518.20%	349	63	451.38%
Land***	\$21,500	\$2,800,000	-99.23%	\$21,500	\$2,800,000	-99.23%	93	56	66.07%
COMM TOTAL	\$0	\$0	0.00%	\$0	\$0	0.00%	0	0	0.00%
GRAND TOTAL	\$568,262	\$567,356	0.16%	\$547,000	\$549,500	-0.45%	70	54	30.46%

<sup>\*</sup> Excludes lakefront and acreage.

<sup>\*\*</sup> Inclusive of Hospitality/Resort, industrial, Mixed use, office retail, services and specialty property subtypes

<sup>\*\*\*</sup>Excludes residential land

## Average/Median price, Days to Sell (YTD)

	А	verage Price		Median Price			Days to Sell		
Description	Cur YTD	Lst YTD	Incr/Decr%	Cur YTD	Lst YTD	Incr/Decr%	Cur YTD	Lst YTD	Incr/Decr%
Zone = Kamloo	ps and District								
Acreage/House	\$1,002,925	\$868,376	15.49%	\$873,198	\$814,250	7.24%	120	134	-10.59%
Duplex	\$590,104	\$603,326	-2.19%	\$616,900	\$539,000	14.45%	49	50	-2.85%
Mobile Home	\$246,238	\$257,132	-4.24%	\$215,000	\$232,500	-7.53%	80	75	6.06%
Recreational	\$325,000	\$225,700	44.00%	\$325,000	\$225,700	44.00%	25	5	400.00%
Single Family*	\$703,275	\$678,031	3.72%	\$668,500	\$640,000	4.45%	60	57	5.35%
Single Family LF	\$684,250	\$383,333	78.50%	\$618,500	\$350,000	76.71%	105	93	13.17%
3/4-Plex	\$0	\$0	0.00%	\$0	\$0	0.00%	0	0	0.00%
Apartment	\$370,382	\$377,370	-1.85%	\$351,900	\$370,000	-4.89%	82	49	66.77%
Townhouse	\$555,195	\$551,476	0.67%	\$493,150	\$527,500	-6.51%	63	52	21.05%
Residential Total	\$587,699	\$586,329	0.23%	\$559,500	\$566,000	-1.15%	70	60	15.67%
FARMS	\$2,550,000	\$1,630,000	56.44%	\$2,550,000	\$1,630,000	56.44%	98	136	-27.68%
MULTIFAMILY	\$0	\$0	0.00%	\$0	\$0	0.00%	0	0	0.00%
Res Acreage	\$275,833	\$324,571	-15.02%	\$212,500	\$227,500	-6.59%	181	105	73.37%
Res Acreage LF	\$0	\$500,000	-100.00%	\$0	\$500,000	-100.00%	0	168	-100.00%
Res Lot	\$346,651	\$216,925	59.80%	\$312,360	\$157,500	98.32%	83	70	19.53%
Res Lot LF	\$0	\$0	0.00%	\$0	\$0	0.00%	0	0	0.00%
Residential Lots	\$318,324	\$294,757	8.00%	\$280,000	\$220,000	27.27%	122	95	28.67%
Business	\$310,000	\$437,500	-29.14%	\$310,000	\$437,500	-29.14%	126	125	1.20%
Commercial**	\$977,399	\$335,356	191.45%	\$418,500	\$25	,649,161.08%	191	115	65.19%
Land***	\$40,750	\$2,800,000	-98.54%	\$40,750	\$2,800,000	-98.54%	116	56	106.25%
COMM TOTAL	\$0	\$0	0.00%	\$0	\$0	0.00%	0	0	0.00%
GRAND TOTAL	\$590,081	\$573,359	2.92%	\$547,500	\$548,000	-0.09%	74	64	16.17%

<sup>\*</sup> Excludes lakefront and acreage.

<sup>\*\*</sup> Inclusive of Hospitality/Resort, industrial, Mixed use, office retail, services and specialty property subtypes

<sup>\*\*\*</sup>Excludes residential land