

**North Okanagan Monthly Statistics
September 2020**

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 | 989 | 836 | 18.30% | 8,306 | 8,975 | -7.45% |
| 2 Units Sold | 810 | 441 | 83.67% | 4,327 | 3,827 | 13.07% |
| 3 Sales Volume | \$538,525,839 | \$265,607,700 | 102.75% | \$2,679,443,970 | \$2,134,447,855 | 25.53% |
| 4 List/Sell Ratio | 97.33% | 96.24% | | 96.82% | 96.51% | |
| 5 Days to Sell | 77 | 78 | -1.83% | 79 | 72 | 9.18% |
| 6 Active Listings | 2,921 | 3,454 | -15.43% | | | |
| Area = North Okanagan | | | | | | |
| 1 Units Listed | 358 | 271 | 32.10% | 2,858 | 3,146 | -9.15% |
| 2 Units Sold | 311 | 187 | 66.31% | 1,717 | 1,615 | 6.32% |
| 3 Sales Volume | \$186,736,079 | \$84,336,580 | 121.42% | \$886,454,382 | \$766,072,278 | 15.71% |
| 4 List/Sell Ratio | 95.94% | 96.93% | | 96.74% | 96.70% | |
| 5 Days to Sell | 90 | 82 | 9.49% | 97 | 83 | 16.31% |
| 6 Active Listings | 1,266 | 1,516 | -16.49% | | | |
| Area = Shuswap / Revels | | | | | | |
| 1 Units Listed | 202 | 135 | 49.63% | 1,613 | 1,867 | -13.60% |
| 2 Units Sold | 183 | 114 | 60.53% | 928 | 876 | 5.94% |
| 3 Sales Volume | \$83,192,882 | \$45,402,650 | 83.23% | \$397,238,036 | \$353,495,821 | 12.37% |
| 4 List/Sell Ratio | 95.89% | 95.17% | | 96.21% | 95.55% | |
| 5 Days to Sell | 150 | 104 | 45.00% | 125 | 106 | 17.95% |
| 6 Active Listings | 799 | 1,115 | -28.34% | | | |
| Area = Grand Total | | | | | | |
| 1 Units Listed | 1,549 | 1,242 | 24.72% | 12,777 | 13,988 | -8.66% |
| 2 Units Sold | 1,304 | 742 | 75.74% | 6,972 | 6,318 | 10.35% |
| 3 Sales Volume | \$808,454,800 | \$395,346,930 | 104.49% | \$3,963,136,388 | \$3,254,015,953 | 21.79% |
| 4 List/Sell Ratio | 96.86% | 96.26% | | 96.74% | 96.45% | |
| 5 Days to Sell | 90 | 83 | 8.58% | 89 | 80 | 12.17% |
| 6 Active Listings | 4,986 | 6,085 | -18.06% | | | |

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

North Okanagan Statistics -- September 2020

Quick Summary Part 1

| | | | Residential | |
|-----------------------------|-------------------------|---------------------------|-------------------------|---------------------------|
| Description | Total Units Sold | Total Sales Volume | Total Units Sold | Total Sales Volume |
| This Month | 311 | \$186,736,079 | 163 | \$95,201,464 |
| Last Month | 287 | \$160,403,350 | 139 | \$89,515,265 |
| This Month Last Year | 187 | \$84,336,580 | 81 | \$41,647,988 |

| Description | Total Listings Taken | Inventory |
|-----------------------------|-----------------------------|------------------|
| This Month | 358 | 1,266 |
| Last Month | 356 | 1,357 |
| This Month Last Year | 271 | 1,517 |

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

North Okanagan Statistics -- September 2020

Quick Summary Part 2

Condo/Apt

| | |
|-------------------|-----------|
| Sales | 23 |
| New Listings | 23 |
| Current Inventory | 82 |
| Sell/Inv. Ratio | 28.05% |
| Days to Sell | 89 |
| Average Price | \$274,706 |
| Median Price | \$249,900 |

Condo/Townhouse

| | |
|-------------------|-----------|
| Sales | 40 |
| New Listings | 50 |
| Current Inventory | 119 |
| Sell/Inv. Ratio | 33.61% |
| Days to Sell | 91 |
| Average Price | \$446,863 |
| Median Price | \$407,450 |

Lots

| | |
|-------------------|-----------|
| Sales | 19 |
| New Listings | 60 |
| Current Inventory | 279 |
| Sell/Inv. Ratio | 6.81% |
| Days to Sell | 182 |
| Average Price | \$503,674 |
| Median Price | \$335,000 |

Residential

| | |
|-----------------------------|-----------|
| Sales | 163 |
| New Listings | 137 |
| Current Inventory | 364 |
| Sell/Inv. Ratio | 44.78% |
| Days to Sell | 73 |
| Average Price | \$584,058 |
| Median Price | \$545,000 |
| Ratio of Sales vs Inventory | 33.33% |

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

North Okanagan Statistics -- September 2020

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 | 26 | 27 | -3.70% | 242 | 306 | -20.92 | 116 | 187 | -37.97 |
| Duplex | 8 | 7 | 14.29% | 67 | 83 | -19.28 | 21 | 30 | -30.00 |
| Mobile Home | 14 | 10 | 40.00% | 104 | 105 | -0.95 | 36 | 43 | -16.28 |
| Recreational | 2 | 4 | -50.00% | 22 | 37 | -40.54 | 15 | 21 | -28.57 |
| Residential | 137 | 114 | 20.18% | 1,241 | 1,353 | -8.28 | 364 | 489 | -25.56 |
| Residential WF | 4 | 3 | 33.33% | 55 | 62 | -11.29 | 24 | 48 | -50.00 |
| 3/4-Plex | 2 | 2 | 0.00% | 8 | 6 | 33.33 | 5 | 4 | 25.00 |
| Timeshare | 0 | 0 | 0.00% | 0 | 0 | 0.00 | | 1 | |
| Apartment | 23 | 19 | 21.05% | 195 | 188 | 3.72 | 82 | 63 | 30.16 |
| Townhouse | 50 | 34 | 47.06% | 390 | 439 | -11.16 | 119 | 131 | -9.16 |
| RES TOTAL | 266 | 220.00 | 20.91% | 2,324 | 2,579 | -9.89% | 782 | 1,017 | -23.11 |
| FARMS | 6 | 2 | 200.00% | 21 | 35 | -40.00 | 16 | 28 | -42.86 |
| MULTIFAMILY | 2 | 4 | -50.00% | 13 | 9 | 44.44 | 12 | 6 | 100.00 |
| Acreage | 6 | 11 | -45.45% | 73 | 86 | -15.12 | 84 | 97 | -13.40 |
| Acreage WF | 2 | 1 | 100.00% | 19 | 8 | 137.50 | 16 | 13 | 23.08 |
| Lots | 52 | 5 | 940.00% | 203 | 189 | 7.41 | 170 | 173 | -1.73 |
| Lots WF | 0 | 0 | 0.00% | 11 | 24 | -54.17 | 9 | 17 | -47.06 |
| LOTS TOTAL | 60 | 17.00 | 252.94% | 306 | 307 | -0.33% | 279 | 300 | -7.00 |
| Business | 1 | 7 | -85.71% | 20 | 43 | -53.49 | 16 | 36 | -55.56 |
| Commercial | 18 | 15 | 20.00% | 120 | 138 | -13.04 | 101 | 97 | 4.12 |
| Land | 5 | 6 | -16.67% | 54 | 35 | 54.29 | 60 | 33 | 81.82 |
| COMM TOTAL | 24 | 28.00 | -14.29% | 194 | 216 | -10.19% | 177 | 166 | 6.63 |
| GRAND TOTAL | 358 | 271 | 32.10% | 2,858 | 3,146 | -9.15% | 1,266 | 1,517 | -16.55 |

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

North Okanagan Statistics -- September 2020

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 | 25 | 19 | 31.58% | \$17,650,000 | \$11,813,700 | 49.40% | 97.75% | 97.03% |
| Duplex | 10 | 5 | 100.00% | \$4,942,200 | \$2,317,800 | 113.23% | 99.68% | 99.65% |
| Mobile Home | 11 | 6 | 83.33% | \$2,293,350 | \$987,500 | 132.24% | 97.42% | 93.91% |
| Recreational | 1 | 3 | -66.67% | \$94,500 | \$935,000 | -89.89% | 98.44% | 92.08% |
| Residential | 163 | 81 | 101.23% | \$95,201,464 | \$41,647,988 | 128.59% | 98.25% | 97.57% |
| Residential WF | 13 | 2 | 550.00% | \$27,964,000 | \$3,320,000 | 742.29% | 87.00% | 92.38% |
| 3/4-Plex | 0 | 0 | 0.00% | \$0 | \$0 | 0.00% | 0.00% | 0.00% |
| Apartment | 23 | 14 | 64.29% | \$6,318,238 | \$3,376,472 | 87.13% | 97.28% | 97.95% |
| Townhouse | 40 | 35 | 14.29% | \$17,874,500 | \$12,385,749 | 44.32% | 98.73% | 98.26% |
| RES TOTAL | 286 | 165 | 73.33% | \$172,338,252 | \$76,784,209 | 124.44% | 96.22% | 97.32% |
| 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 | 2 | 10 | -80.00% | \$1,335,000 | \$2,392,360 | -44.20% | 83.49% | 95.52% |
| Acreage WF | 1 | 0 | 0.00% | \$430,000 | \$0 | 0.00% | 91.49% | 0.00% |
| Lots | 15 | 5 | 200.00% | \$6,824,800 | \$883,000 | 672.91% | 93.76% | 90.69% |
| Lots WF | 1 | 1 | 0.00% | \$980,000 | \$1,500,000 | -34.67% | 94.41% | 94.04% |
| LOTS TOTAL | 19 | 16 | 18.75% | \$9,569,800 | \$4,775,360 | 100.40% | 92.14% | 94.13% |
| Business | 1 | 1 | 0.00% | \$3,200,000 | \$280,000 | 1,042.86% | 92.75% | 90.32% |
| Commercial | 4 | 4 | 0.00% | \$1,528,027 | \$2,142,011 | -28.66% | 98.71% | 92.13% |
| Land | 1 | 1 | 0.00% | \$100,000 | \$355,000 | -71.83% | 67.11% | 88.97% |
| COMM TOTAL | 6 | 6 | 0.00% | \$4,828,027 | \$2,777,011 | 73.86% | 93.80% | 91.53% |
| GRAND TOTAL | 311 | 187 | 66.31% | \$186,736,079 | \$84,336,580 | 121.42% | 95.94% | 96.93% |

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

North Okanagan Statistics -- September 2020

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 | 146 | 121 | 20.66% | \$108,075,915 | \$86,631,338 | 24.75% | 96.70% | 95.96% |
| Duplex | 47 | 40 | 17.50% | \$24,996,694 | \$18,795,500 | 32.99% | 98.20% | 98.19% |
| Mobile Home | 70 | 77 | -9.09% | \$11,540,850 | \$13,476,650 | -14.36% | 94.60% | 95.68% |
| Recreational | 10 | 11 | -9.09% | \$1,226,675 | \$2,250,000 | -45.48% | 93.40% | 94.32% |
| Residential | 828 | 778 | 6.43% | \$469,164,641 | \$405,072,191 | 15.82% | 97.79% | 97.54% |
| Residential WF | 36 | 22 | 63.64% | \$59,145,400 | \$30,550,400 | 93.60% | 91.33% | 92.97% |
| 3/4-Plex | 2 | 2 | 0.00% | \$950,000 | \$663,500 | 43.18% | 95.97% | 96.89% |
| Apartment | 133 | 125 | 6.40% | \$33,045,871 | \$28,577,672 | 15.64% | 96.88% | 97.12% |
| Townhouse | 267 | 284 | -5.99% | \$100,517,130 | \$98,347,306 | 2.21% | 98.12% | 97.75% |
| RES TOTAL | 1,539 | 1,460 | 5.41% | \$808,663,176 | \$684,364,557 | 18.16% | 97.10% | 97.10% |
| FARMS | 2 | 7 | -71.43% | \$5,210,000 | \$18,630,000 | -72.03% | 96.22% | 100.10% |
| MULTIFAMILY | 2 | 2 | 0.00% | \$4,310,000 | \$6,340,000 | -32.02% | 105.12% | 93.25% |
| Acreage | 32 | 34 | -5.88% | \$13,167,190 | \$12,224,860 | 7.71% | 92.59% | 92.68% |
| Acreage WF | 3 | 1 | 200.00% | \$1,640,000 | \$804,000 | 103.98% | 88.22% | 89.43% |
| Lots | 78 | 56 | 39.29% | \$20,391,750 | \$11,644,950 | 75.11% | 94.08% | 94.30% |
| Lots WF | 6 | 4 | 50.00% | \$5,027,500 | \$2,544,900 | 97.55% | 90.41% | 86.96% |
| LOTS TOTAL | 119 | 95 | 25.26% | \$40,226,440 | \$27,218,710 | 47.79% | 92.87% | 92.69% |
| Business | 5 | 6 | -16.67% | \$7,295,000 | \$2,811,500 | 159.47% | 91.47% | 90.23% |
| Commercial | 43 | 41 | 4.88% | \$16,499,865 | \$20,302,511 | -18.73% | 92.57% | 93.60% |
| Land | 7 | 4 | 75.00% | \$4,249,900 | \$6,405,000 | -33.65% | 86.77% | 81.60% |
| COMM TOTAL | 55 | 51 | 7.84% | \$28,044,765 | \$29,519,011 | -4.99% | 91.36% | 90.39% |
| GRAND TOTAL | 1,717 | 1,615 | 6.32% | \$886,454,382 | \$766,072,278 | 15.71% | 96.74% | 96.70% |

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

North Okanagan Statistics -- September 2020

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 | \$706,000 | \$621,774 | 13.55% | \$697,000 | \$606,000 | 15.02% | 118 | 131 | -10.13% |
| Duplex | \$494,220 | \$463,560 | 6.61% | \$447,500 | \$431,300 | 3.76% | 52 | 75 | -31.15% |
| Mobile Home | \$208,486 | \$164,583 | 26.68% | \$220,000 | \$134,000 | 64.18% | 68 | 93 | -26.19% |
| Recreational | \$94,500 | \$311,667 | -69.68% | \$94,500 | \$175,000 | -46.00% | 51 | 118 | -56.78% |
| Residential | \$584,058 | \$514,173 | 13.59% | \$545,000 | \$475,000 | 14.74% | 73 | 61 | 18.07% |
| Residential WF | \$2,151,077 | \$1,660,000 | 29.58% | \$1,862,000 | \$1,660,000 | 12.17% | 145 | 304 | -52.07% |
| 3/4-Plex | | | | | | | | | |
| Apartment | \$274,706 | \$241,177 | 13.90% | \$249,900 | \$206,000 | 21.31% | 89 | 74 | 19.86% |
| Townhouse | \$446,863 | \$353,879 | 26.28% | \$407,450 | \$355,000 | 14.77% | 91 | 76 | 19.88% |
| RES TOTAL | \$602,581 | \$465,359 | 29.49% | \$503,000 | \$435,000 | 15.63% | 83 | 79 | 4.61% |
| FARMS | | | | | | | | | |
| MULTIFAMILY | | | | | | | | | |
| Acreage | \$667,500 | \$239,236 | 179.01% | \$667,500 | \$238,500 | 179.87% | 324 | 113 | 186.73% |
| Acreage WF | \$430,000 | | | \$430,000 | | | 16 | | |
| Lots | \$454,987 | \$176,600 | 157.64% | \$315,000 | \$175,000 | 80.00% | 178 | 112 | 58.87% |
| Lots WF | \$980,000 | \$1,500,000 | -34.67% | \$980,000 | \$1,500,000 | -34.67% | 119 | 34 | 250.00% |
| LOTS TOTAL | \$503,674 | \$298,460 | 68.76% | \$335,000 | \$220,000 | 52.27% | 182 | 108 | 68.62% |
| Business | \$3,200,000 | \$280,000 | 1,042.86% | \$3,200,000 | \$280,000 | 1,042.86% | 133 | 128 | 3.91% |
| Commercial | \$382,007 | \$535,503 | -28.66% | \$165,008 | \$526,000 | -68.63% | 142 | 86 | 65.41% |
| Land | \$100,000 | \$355,000 | -71.83% | \$100,000 | \$355,000 | -71.83% | 240 | 161 | 49.07% |
| COMM TOTAL | \$804,671 | \$462,835 | 73.86% | \$215,000 | \$317,500 | -32.28% | 157 | 106 | 48.82% |
| GRAND TOTAL | \$600,438 | \$450,998 | 33.14% | \$497,000 | \$417,000 | 19.18% | 90 | 82 | 9.49% |

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

North Okanagan Statistics -- September 2020

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 | \$740,246 | \$715,961 | 3.39% | \$698,000 | \$657,500 | 6.16% | 126 | 112 | 11.91% |
| Duplex | \$531,845 | \$469,888 | 13.19% | \$541,405 | \$440,650 | 22.87% | 94 | 74 | 26.95% |
| Mobile Home | \$164,869 | \$175,021 | -5.80% | \$157,500 | \$171,000 | -7.89% | 82 | 83 | -1.59% |
| Recreational | \$122,668 | \$204,545 | -40.03% | \$95,250 | \$152,000 | -37.34% | 127 | 187 | -32.19% |
| Residential | \$566,624 | \$520,658 | 8.83% | \$520,250 | \$480,000 | 8.39% | 75 | 67 | 11.55% |
| Residential WF | \$1,642,928 | \$1,388,655 | 18.31% | \$1,370,000 | \$1,250,000 | 9.60% | 155 | 136 | 14.36% |
| 3/4-Plex | \$475,000 | \$331,750 | 43.18% | \$475,000 | \$331,750 | 43.18% | 160 | 36 | 349.30% |
| Apartment | \$248,465 | \$228,621 | 8.68% | \$210,000 | \$205,000 | 2.44% | 79 | 69 | 13.44% |
| Townhouse | \$376,469 | \$346,293 | 8.71% | \$355,275 | \$335,000 | 6.05% | 85 | 68 | 24.38% |
| RES TOTAL | \$525,447 | \$468,743 | 12.10% | \$466,000 | \$425,500 | 9.52% | 85 | 74 | 14.53% |
| FARMS | \$2,605,000 | \$2,661,429 | -2.12% | \$2,605,000 | \$2,370,000 | 9.92% | 34 | 165 | -79.71% |
| MULTIFAMILY | \$2,155,000 | \$3,170,000 | -32.02% | \$2,155,000 | \$3,170,000 | -32.02% | 66 | 105 | -36.84% |
| Acreage | \$411,475 | \$359,555 | 14.44% | \$242,500 | \$317,500 | -23.62% | 237 | 210 | 12.73% |
| Acreage WF | \$546,667 | \$804,000 | -32.01% | \$600,000 | \$804,000 | -25.37% | 45 | 46 | -1.45% |
| Lots | \$261,433 | \$207,946 | 25.72% | \$202,500 | \$187,500 | 8.00% | 182 | 172 | 6.19% |
| Lots WF | \$837,917 | \$636,225 | 31.70% | \$735,000 | \$487,500 | 50.77% | 161 | 34 | 377.04% |
| LOTS TOTAL | \$338,037 | \$286,513 | 17.98% | \$235,000 | \$220,000 | 6.82% | 192 | 178 | 7.95% |
| Business | \$1,459,000 | \$468,583 | 211.36% | \$900,000 | \$270,000 | 233.33% | 179 | 140 | 27.71% |
| Commercial | \$383,718 | \$495,183 | -22.51% | \$14 | \$140,000 | -99.99% | 168 | 156 | 7.04% |
| Land | \$607,129 | \$1,601,250 | -62.08% | \$300,000 | \$900,000 | -66.67% | 650 | 197 | 230.37% |
| COMM TOTAL | \$509,905 | \$578,804 | -11.90% | \$69,900 | \$350,000 | -80.03% | 230 | 158 | 45.81% |
| GRAND TOTAL | \$516,281 | \$474,348 | 8.84% | \$450,000 | \$418,900 | 7.42% | 97 | 83 | 16.31% |

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