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#### **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	1,113	1,068	4.21%	10,803	10,488	3.00%
2 Units Sold	398	286	39.16%	3,585	3,228	11.06%
3 Sales Volume	\$346,768,826	\$218,216,581	58.91%	\$2,965,221,042	\$2,512,449,343	18.02%
4 List/Sell Ratio	95.45%	95.95%		95.97%	96.21%	
5 Days to Sell	78	66	17.84%	69	61	13.32%
6 Active Listings	4,180	4,230	-1.18%			
Area = North Okanagan						
1 Units Listed	329	264	24.62%	3,485	3,193	9.15%
2 Units Sold	180	109	65.14%	1,455	1,265	15.02%
3 Sales Volume	\$119,616,932	\$82,680,890	44.67%	\$977,052,306	\$857,277,464	13.97%
4 List/Sell Ratio	94.95%	96.77%		95.85%	95.08%	
5 Days to Sell	84	74	12.99%	79	75	6.04%
6 Active Listings	1,550	1,504	3.06%			
Area = Shuswap / Revelstoke						
1 Units Listed	189	152	24.34%	2,138	2,310	-7.45%
2 Units Sold	107	103	3.88%	879	848	3.66%
3 Sales Volume	\$65,368,647	\$59,297,682	10.24%	\$547,778,349	\$546,527,126	0.23%
4 List/Sell Ratio	91.81%	95.10%		95.63%	95.11%	
5 Days to Sell	98	95	2.68%	86	75	15.49%
6 Active Listings	1,109	1,189	-6.73%			
Area = South Okanagan						_
1 Units Listed	384	395	-2.78%	4,117	4,023	2.34%
2 Units Sold	157	125	25.60%	1,517	1,356	11.87%
3 Sales Volume	\$101,617,923	\$70,094,521	44.97%	\$993,257,535	\$872,057,004	13.90%
4 List/Sell Ratio	94.51%	91.45%		95.69%	95.07%	
5 Days to Sell	87	101	-13.07%	87	87	-0.96%
6 Active Listings	1,997	2,025	-1.38%			
Area = South Peace River						
1 Units Listed	62	71	-12.68%	684	679	0.74%
2 Units Sold	36	51	-29.41%	337	349	-3.44%
3 Sales Volume	\$10,453,700	\$23,537,800	-55.59%	\$104,519,650	\$109,647,048	-4.68%
4 List/Sell Ratio	97.90%	92.17%		96.96%	94.94%	
5 Days to Sell	87	105	-16.46%	92	103	-10.12%
6 Active Listings	367	423	-13.24%			
Area = Kamloops and District						_
1 Units Listed	496	497	-0.20%	5,008	4,918	1.83%
2 Units Sold	235	188	25.00%	2,016	1,959	2.91%
3 Sales Volume	\$149,181,957	\$112,412,117	32.71%	\$1,254,955,142	\$1,193,893,612	5.11%
4 List/Sell Ratio	96.74%	96.71%		96.91%	97.13%	
5 Days to Sell	72	63	14.40%	66	60	8.98%
6 Active Listings	2,098	1,867	12.37%			
Area = Kootenay						
1 Units Listed	570	473	20.51%	5,487	5,401	1.59%
2 Units Sold	276	303	-8.91%	2,676	2,600	2.92%
3 Sales Volume	\$149,990,096	\$162,916,752	-7.93%	\$1,451,332,248	\$1,327,717,140	9.31%
4 List/Sell Ratio	96.16%	96.09%		96.19%	96.61%	
5 Days to Sell	93	91	2.52%	90	84	7.47%
6 Active Listings	2,938	2,796	5.08%			

Area = Grand Total						
1 Units Listed	3,143	2,920	7.64%	31,722	31,012	2.29%
2 Units Sold	1,389	1,165	19.23%	12,465	11,605	7.41%
3 Sales Volume	\$942,998,081	\$729,156,343	29.33%	\$8,294,116,271	\$7,419,568,737	11.79%
4 List/Sell Ratio	95.36%	95.54%		96.09%	96.06%	
5 Days to Sell	83	81	3.48%	78	73	7.39%
6 Active Listings	14,239	14,034	1.46%			

# **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	36	\$10,453,700	25	\$8,245,900
Last Month	26	\$8,373,850	13	\$3,841,100
This Month Last Year	51	\$23,537,800	30	\$11,076,300
Description	Total Listings Taken	Inventory		
	Total Elothigo Takon	mivolitory		
This Month	62	367		
This Month Last Month				

# **Quick Summary Part 2**

Condo/Apt	
Sales	2
New Listings	1
Current Inventory	24
Sell/Inv. Ratio	8.33%
Days to Sell	124
Average Price	\$72,950
Median Price	\$72,950
Condo/Townhouse	
Sales	1
New Listings	1
Current Inventory	8
Sell/Inv. Ratio	12.50%
Days to Sell	22
Average Price	\$185,000
Median Price	\$185,000
Single Family (Excluding lakefron	
Sales	25
New Listings	28
Current Inventory	129
Sell/Inv. Ratio	19.38%
Days to Sell	75
Average Price	\$329,836
Median Price	\$350,000
Ratio of Sales vs Inventory	17.39%

## **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 = South Peace R	iver								
Acreage/House	4	1	300.00%	49	47	4.26	20	32	-37.50
Duplex	1	1	0.00%	16	39	-58.97	10	16	-37.50
Mobile Home	4	6	-33.33%	46	56	-17.86	22	32	-31.25
Recreational	0	0	0.00%	0	0	0.00			0.00
Single Family*	28	45	-37.78%	354	339	4.42	129	141	-8.51
Single Family Lakefront	0	0	0.00%	3	2	50.00			0.00
3/4-Plex	0	0	0.00%	2	0	0.00	2	3	-33.33
Apartment	1	6	-83.33%	46	46	0.00	24	26	-7.69
Townhouse	1	1	0.00%	13	19	-31.58	8	9	-11.11
Residential Total	39	60	-35.00%	529	548	-3.47%	215	259	-16.99
FARMS	1	0	0.00%	6	1	500.00	4	4	0.00
MULTIFAMILY	0	0	0.00%	1	2	-50.00	1		0.00
Residential Acreage	1	1	0.00%	10	19	-47.37	7	33	-78.79
Residential Acreage Lakefror	t 0	0	0.00%	1	0	0.00	1		0.00
Residential Lot	3	2	50.00%	39	54	-27.78	39	64	-39.06
Residential Lot Lakefront	0	0	0.00%	0	0	0.00			0.00
Residential Lots	4	3	33.33%	50	73	-31.51%	47	97	-51.55
Business	0	0	0.00%	3	0	0.00	3	1	200.00
Commercial**	17	6	183.33%	83	47	76.60	77	55	40.00
Land***	1	2	-50.00%	12	8	50.00	20	7	185.71
COMM TOTAL	1	2	-50.00%	12	8	50.00%	0	0	0.00
GRAND TOTAL	62	71	-12.68%	684	679	0.74%	367	423	-13.24

<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>		List/Sale Ratio				
Description	Cur Mo	Lst Yr Mo	Incr/Decr%	Cur Mo	Lst Yr Mo	Incr/Decr%	Cur Mo	Lst Yr Mo
Zone = South Peace Riv	er							
Acreage/House	1	5	-80.00%	\$610,000	\$4,339,000	-85.94%	98.55%	92.42%
Duplex	0	3	-100.00%	\$0	\$831,500	-100.00%	0.00%	95.15%
Mobile Home	3	5	-40.00%	\$703,900	\$767,000	-8.23%	97.91%	91.64%
Recreational	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Single Family*	25	30	-16.67%	\$8,245,900	\$11,076,300	-25.55%	98.14%	97.55%
Single Family Lakefront	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
3/4-Plex	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Apartment	2	3	-33.33%	\$145,900	\$256,000	-43.01%	95.48%	95.56%
Townhouse	1	0	0.00%	\$185,000	\$0	0.00%	97.88%	0.00%
Residential Total	32	46	-30.43%	\$9,890,700	\$17,269,800	-42.73%	98.10%	95.79%
FARMS	0	1	-100.00%	\$0	\$400,000	-100.00%	0.00%	100.00%
MULTIFAMILY	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Residential Acreage	1	1	0.00%	\$210,000	\$70,000	200.00%	84.00%	82.45%
Residential Acreage Lakefront	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Residential Lot	2	2	0.00%	\$48,000	\$48,000	0.00%	96.00%	106.90%
Residential Lot Lakefront	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Residential Lots	3	3	0.00%	\$258,000	\$118,000	118.64%	86.00%	90.91%
Business	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Commercial**	0	1	-100.00%	\$0	\$5,750,000	-100.00%	0.00%	82.38%
Land***	1	0	0.00%	\$305,000	\$0	0.00%	103.04%	0.00%
COMM TOTAL	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
GRAND TOTAL	36	51	-29.41%	\$10.453.700	\$23.537.800	-55.59%	97.90%	92.17%

<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

## **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 = South Peace Riv	/er							
Acreage/House	26	28	-7.14%	\$15,583,000	\$15,843,000	-1.64%	96.88%	94.83%
Duplex	5	19	-73.68%	\$1,610,400	\$6,110,200	-73.64%	98.64%	96.12%
Mobile Home	23	28	-17.86%	\$5,265,400	\$5,673,900	-7.20%	95.06%	95.13%
Recreational	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Single Family*	226	202	11.88%	\$72,105,550	\$62,137,021	16.04%	97.50%	96.92%
Single Family Lakefront	2	1	100.00%	\$1,181,000	\$715,000	65.17%	94.94%	95.35%
3/4-Plex	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Apartment	21	22	-4.55%	\$2,529,550	\$1,800,600	40.48%	96.13%	94.95%
Townhouse	6	9	-33.33%	\$1,196,000	\$1,333,677	-10.32%	97.02%	97.23%
Residential Total	309	309	0.00%	\$99,470,900	\$93,613,398	6.26%	97.22%	96.35%
FARMS	1	2	-50.00%	\$353,500	\$1,185,000	-70.17%	98.19%	96.42%
MULTIFAMILY	0	1	-100.00%	\$0	\$880,000	-100.00%	0.00%	98.88%
Residential Acreage	3	7	-57.14%	\$415,000	\$1,385,500	-70.05%	85.04%	87.76%
Residential Acreage Lakefront	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Residential Lot	9	15	-40.00%	\$412,500	\$921,900	-55.26%	76.63%	90.23%
Residential Lot Lakefront	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Residential Lots	12	22	-45.45%	\$827,500	\$2,307,400	-64.14%	80.63%	88.73%
Business	0	1	-100.00%	\$0	\$288,000	-100.00%	0.00%	72.02%
Commercial**	6	11	-45.45%	\$794,750	\$10,811,250	-92.65%	80.44%	85.80%
Land***	9	3	200.00%	\$3,073,000	\$562,000	446.80%	98.72%	91.55%
COMM TOTAL	0	1	-100.00%	\$0	\$230,000	-100.00%	0.00%	92.00%
GRAND TOTAL	337	349	-3.44%	\$104,519,650	\$109,647,048	-4.68%	96.96%	94.94%

<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		r	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 = South Pe	eace River								
Acreage/House	\$610,000	\$867,800	-29.71%	\$610,000	\$549,000	11.11%	99	170	-41.70%
Duplex	\$0	\$277,167	-100.00%	\$0	\$285,000	-100.00%	0	112	-100.00%
Mobile Home	\$234,633	\$153,400	52.96%	\$159,000	\$160,000	-0.63%	102	108	-5.86%
Recreational	\$0	\$0	0.00%	\$0	\$0	0.00%	0	0	0.00%
Single Family*	\$329,836	\$369,210	-10.66%	\$350,000	\$348,400	0.46%	75	55	36.51%
Single Family LF	\$0	\$0	0.00%	\$0	\$0	0.00%	0	0	0.00%
3/4-Plex	\$0	\$0	0.00%	\$0	\$0	0.00%	0	0	0.00%
Apartment	\$72,950	\$85,333	-14.51%	\$72,950	\$93,000	-21.56%	124	129	-3.63%
Townhouse	\$185,000	\$0	0.00%	\$185,000	\$0	0.00%	22	0	0.00%
Residential Total	\$309,084	\$375,430	-17.67%	\$344,200	\$336,500	2.29%	80	82	-2.50%
FARMS	\$0	\$400,000	-100.00%	\$0	\$400,000	-100.00%	0	414	-100.00%
MULTIFAMILY	\$0	\$0	0.00%	\$0	\$0	0.00%	0	0	0.00%
Res Acreage	\$210,000	\$70,000	200.00%	\$210,000	\$70,000	200.00%	232	83	179.52%
Res Acreage LF	\$0	\$0	0.00%	\$0	\$0	0.00%	0	0	0.00%
Res Lot	\$24,000	\$24,000	0.00%	\$24,000	\$24,000	0.00%	140	87	61.85%
Res Lot LF	\$0	\$0	0.00%	\$0	\$0	0.00%	0	0	0.00%
Residential Lots	\$86,000	\$39,333	118.64%	\$24,000	\$28,000	-14.29%	171	85	100.00%
Business	\$0	\$0	0.00%	\$0	\$0	0.00%	0	0	0.00%
Commercial**	\$0	\$5,750,000	-100.00%	\$0	\$5,750,000	-100.00%	0	899	-100.00%
Land***	\$305,000	\$0	0.00%	\$305,000	\$0	0.00%	80	0	0.00%
COMM TOTAL	\$0	\$0	0.00%	\$0	\$0	0.00%	0	0	0.00%
GRAND TOTAL	\$290.381	\$461,525	-37.08%	\$315.000	\$335,000	-5.97%	87	105	-16.46%

<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)

	A	verage Price		M	edian Price			Days to Sell	
Description	Cur YTD	Lst YTD	Incr/Decr%	Cur YTD	Lst YTD	Incr/Decr%	Cur YTD	Lst YTD	Incr/Decr%
Zone = South Pe	eace River								
Acreage/House	\$599,346	\$565,821	5.92%	\$562,500	\$512,500	9.76%	111	125	-11.75%
Duplex	\$322,080	\$321,589	0.15%	\$344,900	\$327,500	5.31%	63	87	-26.99%
Mobile Home	\$228,930	\$202,639	12.97%	\$220,000	\$180,000	22.22%	87	98	-11.86%
Recreational	\$0	\$0	0.00%	\$0	\$0	0.00%	0	0	0.00%
Single Family*	\$319,051	\$307,609	3.72%	\$296,250	\$292,500	1.28%	76	79	-3.49%
Single Family LF	\$590,500	\$715,000	-17.41%	\$590,500	\$715,000	-17.41%	18	17	5.88%
3/4-Plex	\$0	\$0	0.00%	\$0	\$0	0.00%	0	0	0.00%
Apartment	\$120,455	\$81,845	47.17%	\$89,000	\$72,050	23.53%	112	88	28.01%
Townhouse	\$199,333	\$148,186	34.52%	\$175,000	\$155,000	12.90%	67	59	14.42%
Residential Total	\$321,912	\$302,956	6.26%	\$291,000	\$285,000	2.11%	82	85	-4.27%
FARMS	\$353,500	\$592,500	-40.34%	\$353,500	\$592,500	-40.34%	61	285	-78.56%
MULTIFAMILY	\$0	\$880,000	-100.00%	\$0	\$880,000	-100.00%	0	43	-100.00%
Res Acreage	\$138,333	\$197,929	-30.11%	\$120,000	\$72,500	65.52%	155	33	372.75%
Res Acreage LF	\$0	\$0	0.00%	\$0	\$0	0.00%	0	0	0.00%
Res Lot	\$45,833	\$61,460	-25.43%	\$30,000	\$45,000	-33.33%	129	217	-40.53%
Res Lot LF	\$0	\$0	0.00%	\$0	\$0	0.00%	0	0	0.00%
Residential Lots	\$68,958	\$104,882	-34.25%	\$63,000	\$60,500	4.13%	136	158	-14.38%
Business	\$0	\$288,000	-100.00%	\$0	\$288,000	-100.00%	0	434	-100.00%
Commercial**	\$132,458	\$982,841	-86.52%	\$52,500	\$275,000	-80.91%	286	410	-30.33%
Land***	\$341,444	\$187,333	82.27%	\$305,000	\$217,000	40.55%	272	139	95.84%
COMM TOTAL	\$0	\$230,000	-100.00%	\$0	\$230,000	-100.00%	0	64	-100.00%
GRAND TOTAL	\$310.147	\$314.175	-1.28%	\$284.000	\$276.000	2.90%	92	103	-10.12%

<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