

For immediate release

Kootenay Residential Real Estate Market Sustaining Through Market Slowdown

NELSON, B.C. – October 6th, 2022. Residential real estate sales for the month of September in the region saw a similar slowing down as all other markets in the province, reports the Association of Interior REALTORS® (the Association).

A total of 1,084 residential unit sales were recorded across the Association region in September, down 37.3% compared to the number of units sold during September 2021.

“We are seeing that the Bank of Canada's interest rate tightening in the last few months is keeping some buyers on the sidelines although demand remains strong,” says the Association of Interior REALTORS® President Lyndi Cruickshank, adding “with no mortgage rate relief anticipated any time soon, some potential homeowners are constrained from being able to enter the real estate market.”

New residential listings saw a 6.9% decrease within the region compared to the same month last year with 2,081 new listings recorded. The overall inventory saw a 60.2% hike compared to the inventory available in September 2021 with 7,775 units currently on the market.

“While inventory levels have been climbing, it is still far below pre-pandemic listings levels and far below where it needs to be for the needle to move into a balanced market. Pent-up demand is still outpacing supply; however, the increased levels now offer buyers greater options and opportunities than they experienced in early 2022,” notes Cruickshank.

In the Kootenay region, unit sales decreased 34% compared to September 2021 with 235 sales recorded in September 2022, down only marginally from August's 238 units sold. There were 390 new listings recorded in the Kootenay and Boundary region in September 2022 coming in 10.3% lower compared to the same time last year. The overall active listings in the Kootenay and Boundary region increased 21.6% with 1,363 listings overall.

“In terms of real estate sales performance, the Kootenay region has behaved more like an outlier in our province with monthly unit sales figures in the region still holding strong. The area's high home affordability quotient is perhaps driving market action and it might be the key reason for the market sustaining through the last 3 months and holding steady,” says Cruickshank.

The Benchmark price, a better representation of value compared to the average or median price as it represents a dwelling of “typical attributes”, all saw double-digit increases across all home categories in the Kootenay compared to the same month last year. The benchmark price for condominiums saw the greatest increase in year-over-year comparison for another consecutive month with a 46.4% increase to \$297,900.

Given the high stakes on such a significant financial transaction, home sellers and buyers can benefit from the knowledge and skills of a practiced REALTOR®. Contact your local REALTOR® to find out more about the real estate market and how they can help you achieve your real estate goals.

The Association of Interior REALTORS® is a member-based professional organization serving approximately 2,500 REALTORS® who live and work in communities across the interior of British Columbia including the Okanagan Valley, Kamloops and Kootenay regions, as well as the South Peace River region.

The Association of Interior REALTORS® was formed on January 1, 2021 through the amalgamation of the Okanagan Mainline Real Estate Board and the South Okanagan Real Estate Board. The Association has since also amalgamated with the Kamloops & District Real Estate Association and the Kootenay Association of REALTORS®.

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