

For immediate release

Kootenay Residential Real Estate Market Activity Below Average for December

NELSON, B.C. – January 4th, 2024. Residential real estate market sales activity for December cooled as high interest rates continued to impact the real estate market, reports the Association of Interior REALTORS® (the Association).

A total of 528 residential unit sales were recorded across the Association region in December coming in below November's 813 units sold and representing a 12.4% decrease in sales compared to December 2022.

New residential listings saw a healthy increase of 16.7% compared to December 2022 with 859 new listings recorded last month. The total number of active listings saw an increase of 24.3% of total inventory compared to December 2022 with 5,889 recorded across the Association region. The highest percentage increase in active listings was seen in the South Okanagan for another consecutive month with a total increase of 47.5% compared to December 2022.

"While we usually see a slowdown in market activity during the holiday season, sales activity was slower than usual in December" says the Association of Interior REALTORS® President Chelsea Mann, adding that "buyers and sellers who have been waiting on the sidelines for potential interest rate relief may likely still be optimistically holding off on pursuing their real estate endeavours to see if the new year will finally provide more favourable mortgage rates."

"Overall, 2023 was a bit of a weak year for real estate sales with three rate hikes, devastating wildfires, a lack of affordable housing and other outside factors all likely contributing to a general slowdown in transactions," says Mann.

In the Kootenay and Boundary region, unit sales saw a 16.2% decrease compared to sales activity in December 2022 with 93 sales recorded last month; below November 2023's 171 units sold. There were 124 new listings recorded in the Kootenay and Boundary region in December marking a 15.1% decrease compared to December 2022 and a decrease from November 2023's 239 new listings. The overall active listings in the Kootenay region saw a 7.9% increase compared to December 2022 with 1,015 listings overall.

"While other markets in BC started a steady slowdown earlier in the year the Kootenay and Boundary region seemed to buck the trend at the time. Below average sales activity last month could just be the Kootenay region catching up to what we are seeing in other markets, so to speak," says Mann.

The benchmark price, a better representation of value compared to the average or median price as it represents a dwelling of "typical attributes", saw percentage increases in the townhome and condominium housing categories in the Kootenay region compared to November 2022. The benchmark price for single-family homes saw a decrease of 2.7% in year-over-year comparisons coming in at \$523,400.

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®.

The Association of Interior REALTORS® is a member-based professional organization serving approximately 2,600 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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