

**North Okanagan Monthly Statistics
January 2018**

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Zone Totals

Description	CM This Year	CM Last Year	Increase	This YTD	Last YTD	Increase
Area = Central Okanagan						
1 Units Listed	637	564	12.94%	637	564	12.94%
2 Units Sold	363	277	31.05%	363	277	31.05%
3 Sales Volume	\$191,653,204	\$134,163,272	42.85%	\$191,653,204	\$134,163,272	42.85%
4 List/Sell Ratio	97.12%	97.42%		97.12%	97.42%	
5 Days to Sell	85	77	11.06%	85	77	11.06%
6 Active Listings	1,947	1,951	-0.21%			
Area = North Okanagan						
1 Units Listed	210	234	-10.26%	210	234	-10.26%
2 Units Sold	111	85	30.59%	111	85	30.59%
3 Sales Volume	\$54,048,777	\$31,257,480	72.91%	\$54,048,777	\$31,257,480	72.91%
4 List/Sell Ratio	96.60%	95.75%		96.60%	95.75%	
5 Days to Sell	115	131	-12.08%	115	131	-12.08%
6 Active Listings	995	1,232	-19.24%			
Area = Shuswap / Revels						
1 Units Listed	112	95	17.89%	112	95	17.89%
2 Units Sold	59	61	-3.28%	59	61	-3.28%
3 Sales Volume	\$19,829,218	\$20,208,054	-1.87%	\$19,829,218	\$20,208,054	-1.87%
4 List/Sell Ratio	97.38%	95.68%		97.38%	95.68%	
5 Days to Sell	153	135	13.39%	153	135	13.39%
6 Active Listings	717	813	-11.81%			
Area = Grand Total						
1 Units Listed	959	893	7.39%	959	893	7.39%
2 Units Sold	533	423	26.00%	533	423	26.00%
3 Sales Volume	\$265,531,199	\$185,628,806	43.04%	\$265,531,199	\$185,628,806	43.04%
4 List/Sell Ratio	97.03%	96.94%		97.03%	96.94%	
5 Days to Sell	99	96	3.08%	99	96	3.08%
6 Active Listings	3,659	3,996	-8.43%			

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

North Okanagan Statistics -- January 2018

Quick Summary Part 1

			Residential	
Description	Total Units Sold	Total Sales Volume	Total Units Sold	Total Sales Volume
This Month	111	\$54,048,777	42	\$24,862,275
Last Month	122	\$53,966,809		
This Month Last Year	85	\$31,257,480	33	\$13,983,050

Description	Total Listings Taken	Inventory
This Month	210	995
Last Month	105	1,012
This Month Last Year	234	1,232

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North Okanagan Statistics -- January 2018

Quick Summary Part 2

Condo/Apt

Sales	13
New Listings	19
Current Inventory	58
Sell/Inv. Ratio	22.41%
Days to Sell	95
Average Price	\$227,269
Median Price	\$162,500

Condo/Townhouse

Sales	20
New Listings	30
Current Inventory	71
Sell/Inv. Ratio	28.17%
Days to Sell	54
Average Price	\$295,315
Median Price	\$284,500

Lots

Sales	11
New Listings	21
Current Inventory	278
Sell/Inv. Ratio	3.96%
Days to Sell	173
Average Price	\$172,718
Median Price	\$137,500

Residential

Sales	42
New Listings	86
Current Inventory	234
Sell/Inv. Ratio	17.95%
Days to Sell	84
Average Price	\$591,959
Median Price	\$520,500
Ratio of Sales vs Inventory	17.03%

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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	18	10	80.00%	18	10	80.00	116	119	-2.52
Duplex	5	5	0.00%	5	5	0.00	26	25	4.00
Mobile Home	6	14	-57.14%	6	14	-57.14	34	34	0.00
Recreational	1	0	0.00%	1	0	0.00	10	49	-79.59
Residential	86	71	21.13%	86	71	21.13	234	276	-15.22
Residential WF	5	5	0.00%	5	5	0.00	23	22	4.55
3/4-Plex	0	0	0.00%	0	0	0.00	4	1	300.00
Timeshare	0	0	0.00%	0	0	0.00			
Apartment	19	18	5.56%	19	18	5.56	58	84	-30.95
Townhouse	30	18	66.67%	30	18	66.67	71	73	-2.74
RES TOTAL	170	141.00	20.57%	170	141	20.57%	576	683	-15.67
FARMS	7	8	-12.50%	7	8	-12.50	24	41	-41.46
MULTIFAMILY	0	0	0.00%	0	0	0.00	3	7	-57.14
Acreage	10	13	-23.08%	10	13	-23.08	113	106	6.60
Acreage WF	0	3	-100.00%	0	3	-100.00	13	9	44.44
Lots	8	42	-80.95%	8	42	-80.95	142	228	-37.72
Lots WF	3	2	50.00%	3	2	50.00	10	13	-23.08
LOTS TOTAL	21	60.00	-65.00%	21	60	-65.00%	278	356	-21.91
Business	4	6	-33.33%	4	6	-33.33	22	20	10.00
Commercial	8	12	-33.33%	8	12	-33.33	71	90	-21.11
Land	0	7	-100.00%	0	7	-100.00	21	35	-40.00
COMM TOTAL	12	25.00	-52.00%	12	25	-52.00%	114	145	-21.38
GRAND TOTAL	210	234	-10.26%	210	234	-10.26%	995	1,232	-19.24

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North Okanagan Statistics -- January 2018

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	8	8	0.00%	\$5,273,900	\$5,064,500	4.13%	97.65%	95.89%
Duplex	4	2	100.00%	\$1,845,000	\$989,000	86.55%	96.66%	98.12%
Mobile Home	3	6	-50.00%	\$616,000	\$436,500	41.12%	95.55%	93.83%
Recreational	1	1	0.00%	\$72,000	\$175,000	-58.86%	100.00%	97.77%
Residential	42	33	27.27%	\$24,862,275	\$13,983,050	77.80%	97.29%	96.96%
Residential WF	2	0	0.00%	\$3,350,000	\$0	0.00%	91.93%	0.00%
3/4-Plex	1	0	0.00%	\$665,000	\$0	0.00%	95.00%	0.00%
Apartment	13	7	85.71%	\$2,954,500	\$1,361,000	117.08%	97.10%	95.72%
Townhouse	20	14	42.86%	\$5,906,305	\$4,165,900	41.78%	98.17%	95.95%
RES TOTAL	94	71	32.39%	\$45,544,980	\$26,174,950	74.00%	96.94%	96.52%
FARMS	1	1	0.00%	\$2,300,000	\$1,290,000	78.29%	92.04%	86.06%
MULTIFAMILY	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Acreage	3	4	-25.00%	\$889,400	\$1,410,000	-36.92%	94.64%	96.97%
Acreage WF	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Lots	8	7	14.29%	\$1,010,500	\$2,062,530	-51.01%	94.83%	93.16%
Lots WF	0	1	-100.00%	\$0	\$280,000	-100.00%	0.00%	93.36%
LOTS TOTAL	11	12	-8.33%	\$1,899,900	\$3,752,530	-49.37%	94.74%	94.57%
Business	0	1	-100.00%	\$0	\$40,000	-100.00%	0.00%	67.80%
Commercial	4	0	0.00%	\$2,373,897	\$0	0.00%	95.99%	0.00%
Land	1	0	0.00%	\$1,930,000	\$0	0.00%	96.98%	0.00%
COMM TOTAL	5	1	400.00%	\$4,303,897	\$40,000	10,659.74%	96.43%	67.80%
GRAND TOTAL	111	85	30.59%	\$54,048,777	\$31,257,480	72.91%	96.60%	95.75%

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North Okanagan Statistics -- January 2018

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	8	8	0.00%	\$5,273,900	\$5,064,500	4.13%	97.65%	95.89%
Duplex	4	2	100.00%	\$1,845,000	\$989,000	86.55%	96.66%	98.12%
Mobile Home	3	6	-50.00%	\$616,000	\$436,500	41.12%	95.55%	93.83%
Recreational	1	1	0.00%	\$72,000	\$175,000	-58.86%	100.00%	97.77%
Residential	42	33	27.27%	\$24,862,275	\$13,983,050	77.80%	97.29%	96.96%
Residential WF	2	0	0.00%	\$3,350,000	\$0	0.00%	91.93%	0.00%
3/4-Plex	1	0	0.00%	\$665,000	\$0	0.00%	95.00%	0.00%
Apartment	13	7	85.71%	\$2,954,500	\$1,361,000	117.08%	97.10%	95.72%
Townhouse	20	14	42.86%	\$5,906,305	\$4,165,900	41.78%	98.17%	95.95%
RES TOTAL	94	71	32.39%	\$45,544,980	\$26,174,950	74.00%	96.94%	96.52%
FARMS	1	1	0.00%	\$2,300,000	\$1,290,000	78.29%	92.04%	86.06%
MULTIFAMILY	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Acreage	3	4	-25.00%	\$889,400	\$1,410,000	-36.92%	94.64%	96.97%
Acreage WF	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Lots	8	7	14.29%	\$1,010,500	\$2,062,530	-51.01%	94.83%	93.16%
Lots WF	0	1	-100.00%	\$0	\$280,000	-100.00%	0.00%	93.36%
LOTS TOTAL	11	12	-8.33%	\$1,899,900	\$3,752,530	-49.37%	94.74%	94.57%
Business	0	1	-100.00%	\$0	\$40,000	-100.00%	0.00%	67.80%
Commercial	4	0	0.00%	\$2,373,897	\$0	0.00%	95.99%	0.00%
Land	1	0	0.00%	\$1,930,000	\$0	0.00%	96.98%	0.00%
COMM TOTAL	5	1	400.00%	\$4,303,897	\$40,000	10,659.74%	96.43%	67.80%
GRAND TOTAL	111	85	30.59%	\$54,048,777	\$31,257,480	72.91%	96.60%	95.75%

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North Okanagan Statistics -- January 2018

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	\$659,238	\$633,063	4.13%	\$645,250	\$550,000	17.32%	124	109	13.16%
Duplex	\$461,250	\$494,500	-6.72%	\$387,500	\$494,500	-21.64%	143	277	-48.47%
Mobile Home	\$205,333	\$72,750	182.25%	\$235,000	\$76,500	207.19%	56	81	-31.28%
Recreational	\$72,000	\$175,000	-58.86%	\$72,000	\$175,000	-58.86%	20	608	-96.71%
Residential	\$591,959	\$423,729	39.70%	\$520,500	\$370,000	40.68%	84	59	43.87%
Residential WF	\$1,675,000			\$1,675,000			310		
3/4-Plex	\$665,000			\$665,000			84		
Apartment	\$227,269	\$194,429	16.89%	\$162,500	\$185,000	-12.16%	95	198	-51.72%
Townhouse	\$295,315	\$297,564	-0.76%	\$284,500	\$256,750	10.81%	54	77	-30.32%
RES TOTAL	\$484,521	\$368,661	31.43%	\$399,000	\$340,000	17.35%	88	97	-9.31%
FARMS	\$2,300,000	\$1,290,000	78.29%	\$2,300,000	\$1,290,000	78.29%	95	313	-69.65%
MULTIFAMILY									
Acreage	\$296,467	\$352,500	-15.90%	\$310,000	\$192,500	61.04%	114	486	-76.62%
Acreage WF									
Lots	\$126,313	\$294,647	-57.13%	\$89,750	\$226,000	-60.29%	195	251	-22.08%
Lots WF		\$280,000			\$280,000			40	
LOTS TOTAL	\$172,718	\$312,711	-44.77%	\$137,500	\$230,500	-40.35%	173	312	-44.48%
Business		\$40,000			\$40,000			136	
Commercial	\$593,474			\$474,444			514		
Land	\$1,930,000			\$1,930,000			392		
COMM TOTAL	\$860,779	\$40,000	2,051.95%	\$500,000	\$40,000	1,150.00%	489	136	259.71%
GRAND TOTAL	\$486,926	\$367,735	32.41%	\$380,000	\$317,000	19.87%	115	131	-12.08%

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North Okanagan Statistics -- January 2018

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	\$659,238	\$633,063	4.13%	\$645,250	\$550,000	17.32%	124	109	13.16%
Duplex	\$461,250	\$494,500	-6.72%	\$387,500	\$494,500	-21.64%	143	277	-48.47%
Mobile Home	\$205,333	\$72,750	182.25%	\$235,000	\$76,500	207.19%	56	81	-31.28%
Recreational	\$72,000	\$175,000	-58.86%	\$72,000	\$175,000	-58.86%	20	608	-96.71%
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