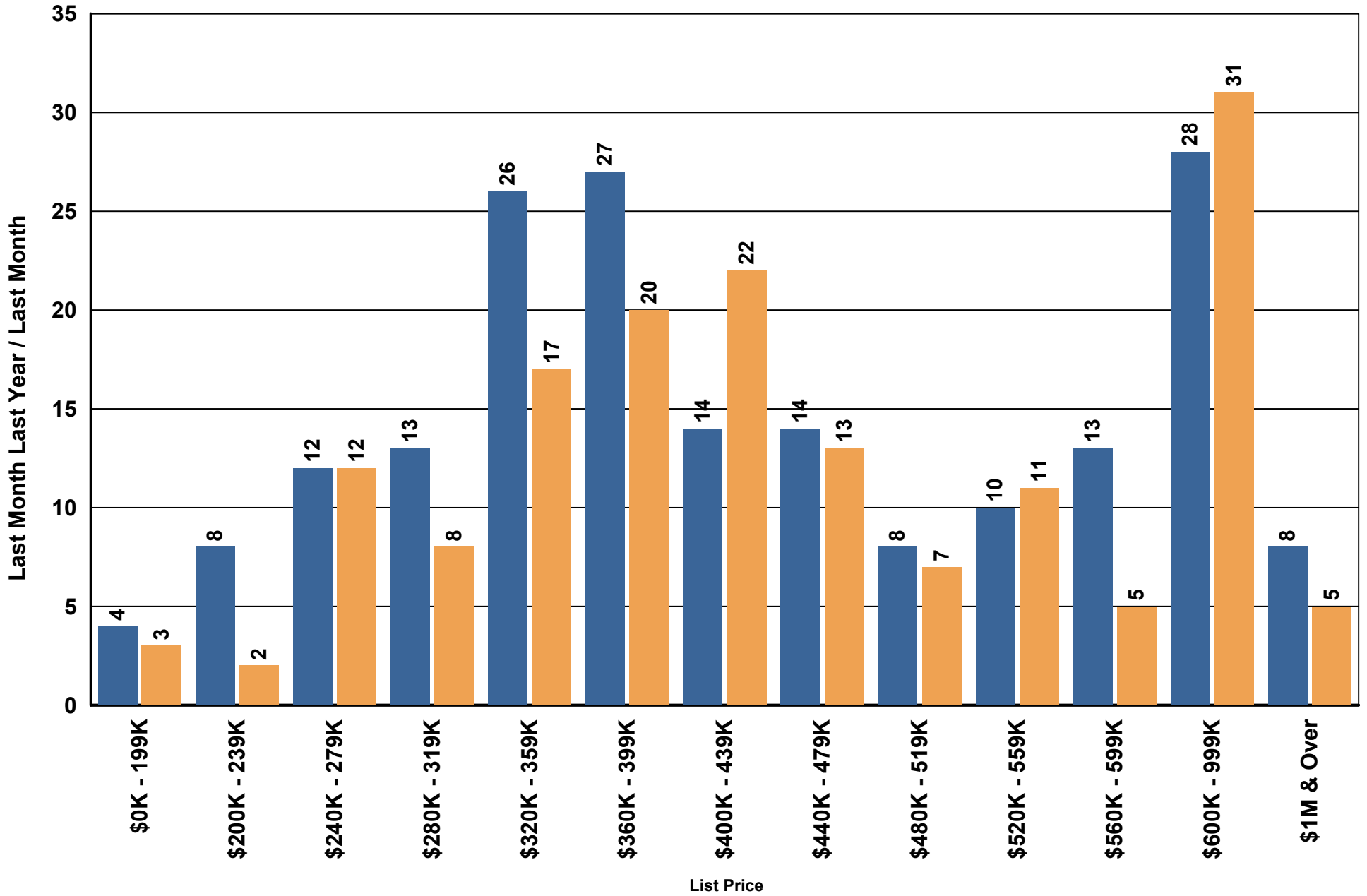


**North Okanagan Monthly Statistics
Graphs
March 2017**

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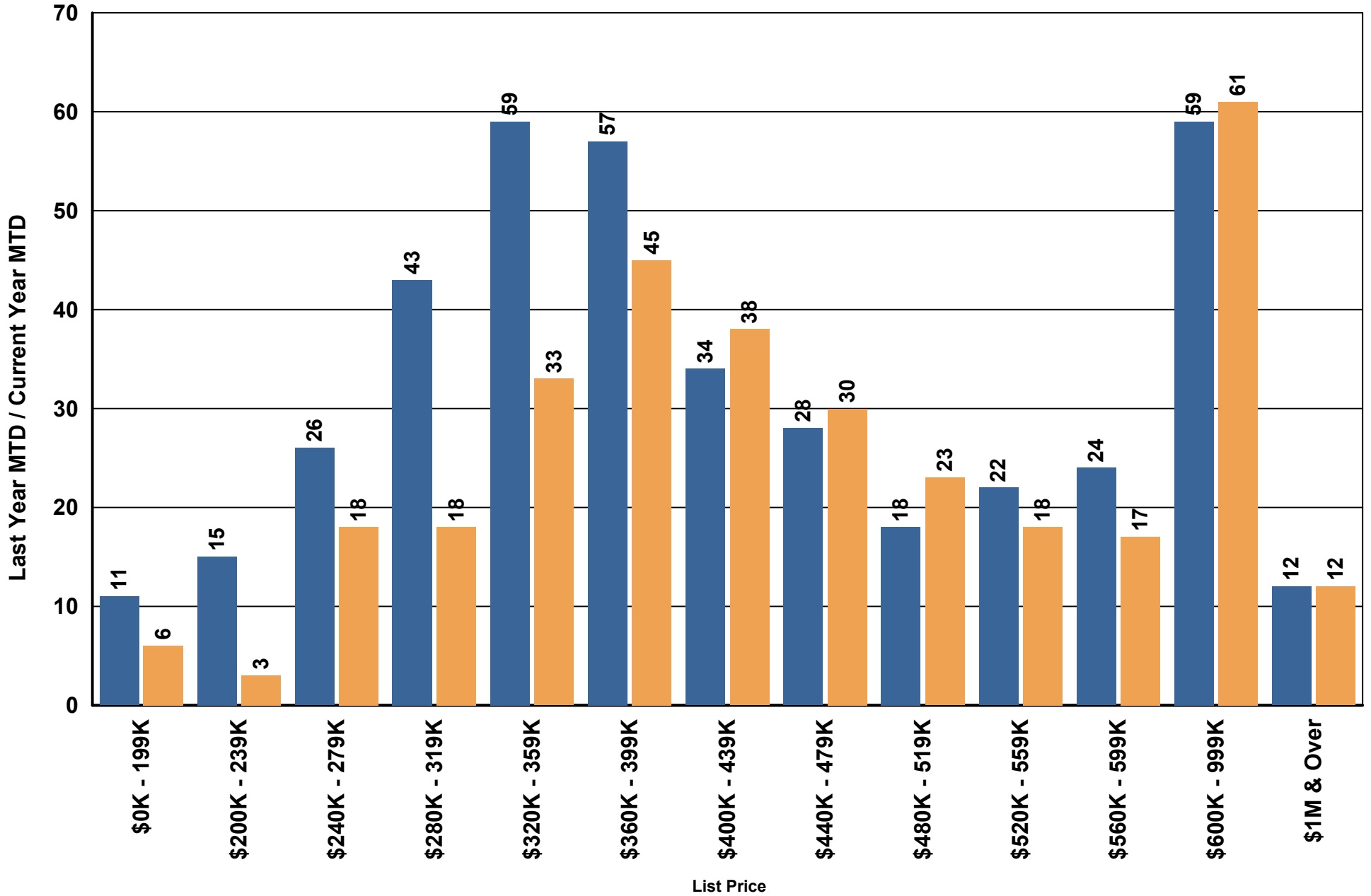
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Single Family Monthly Listings by Price



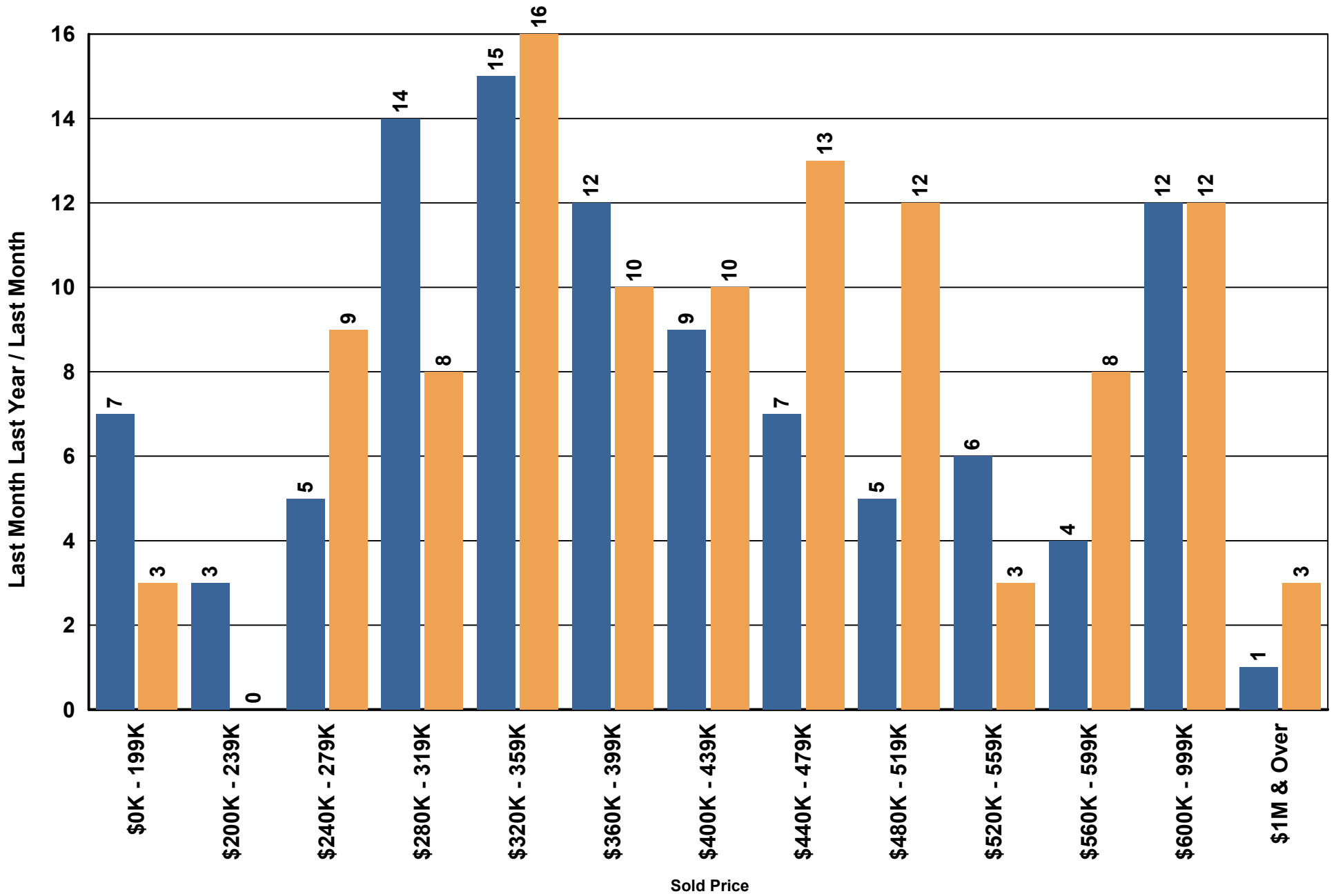
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Single Family YTD Listings by Price



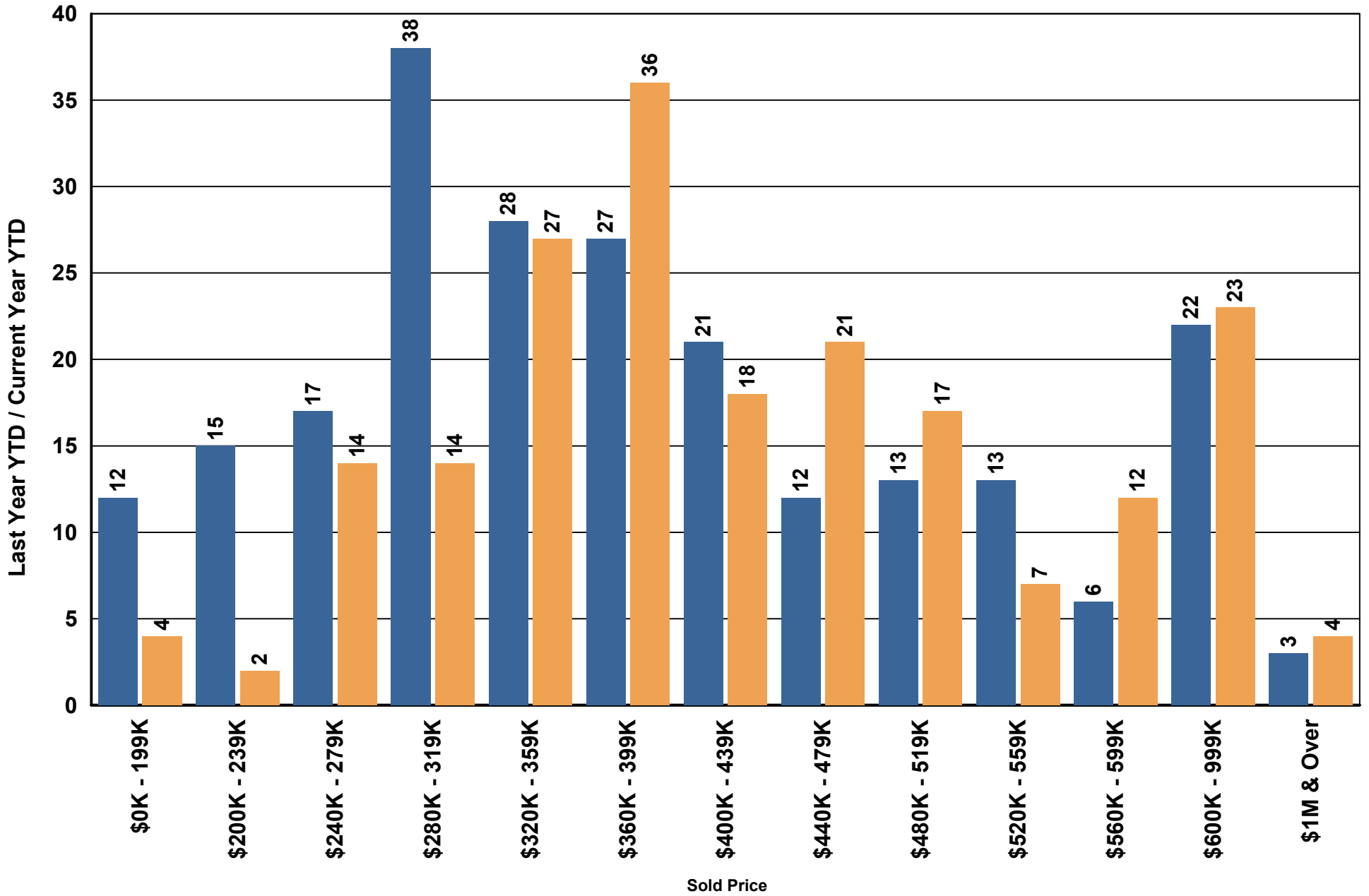
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Single Family Monthly Sales by Price



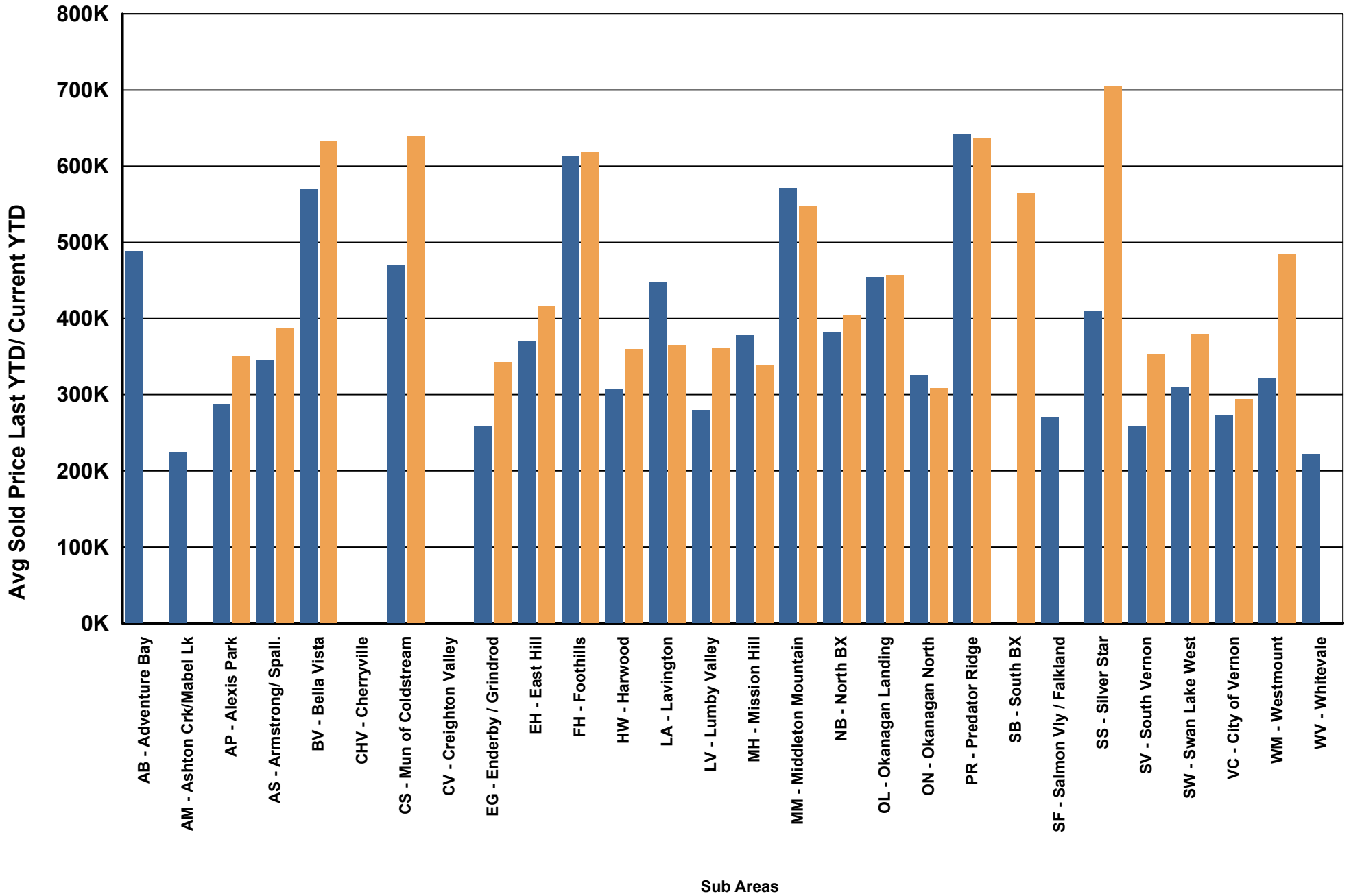
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Single Family YTD Sales by Price



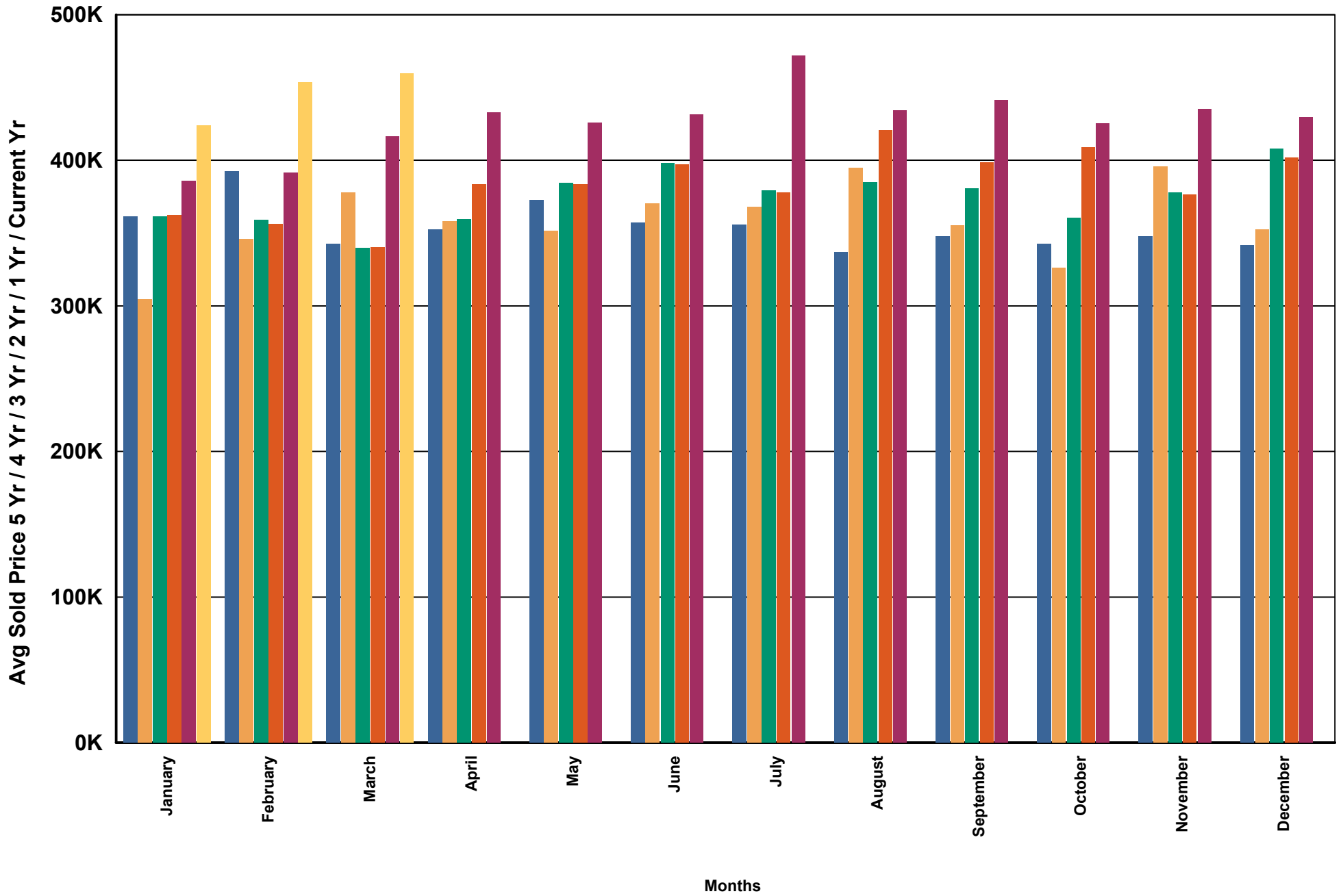
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Sub Area Average Prices



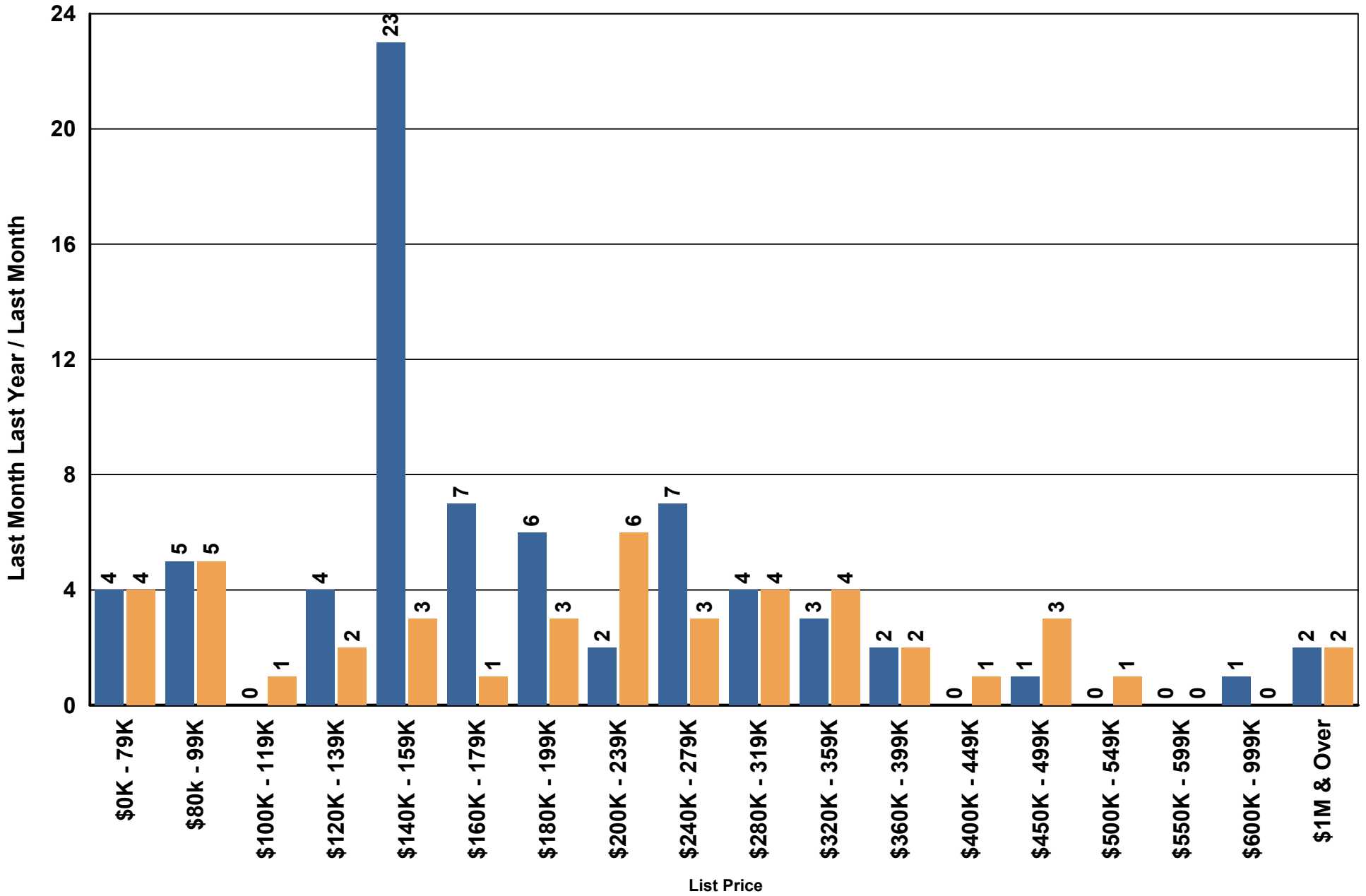
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Single Family Residential Average Prices



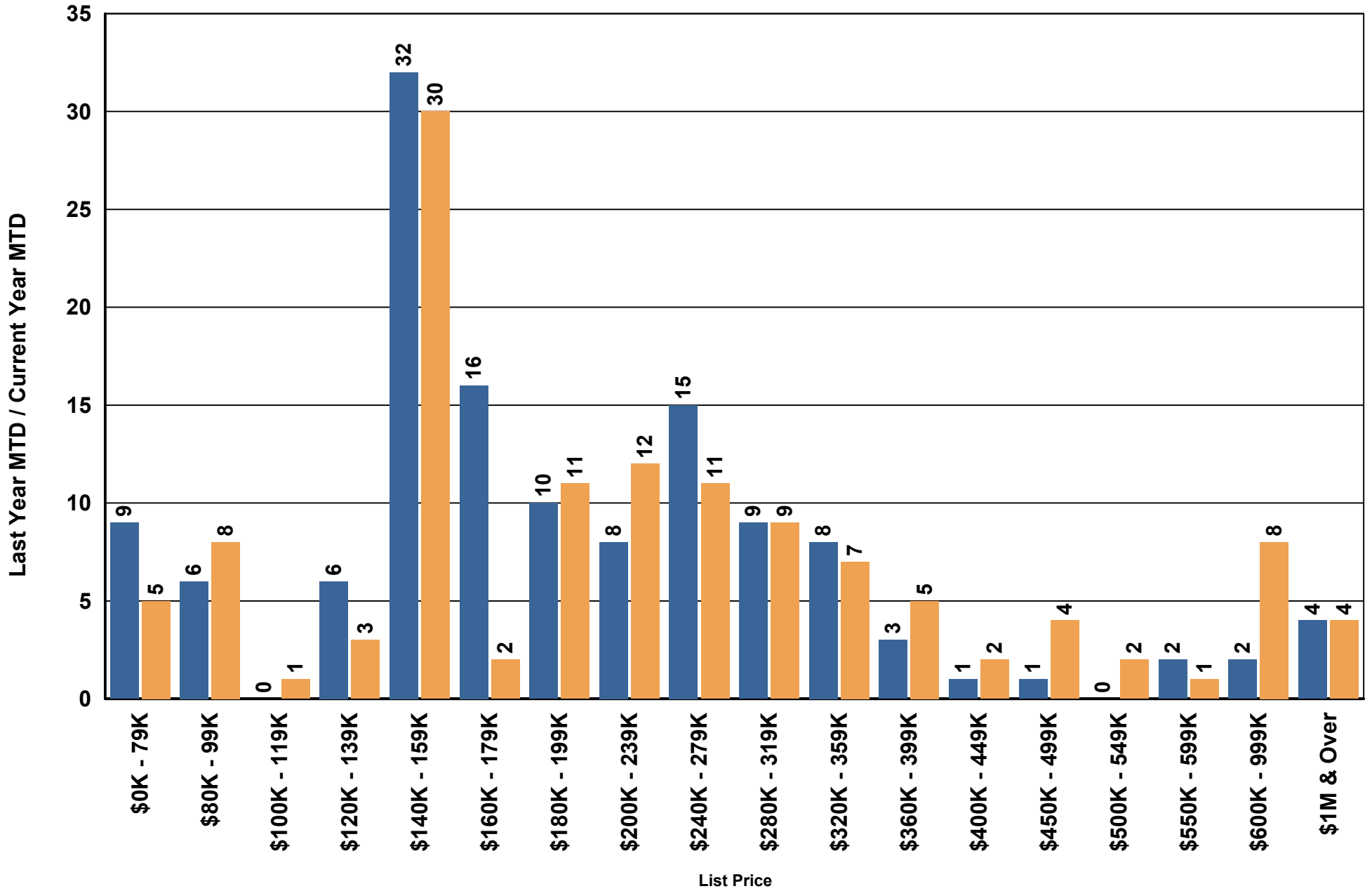
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Lots/Acreage Monthly Listings by Price



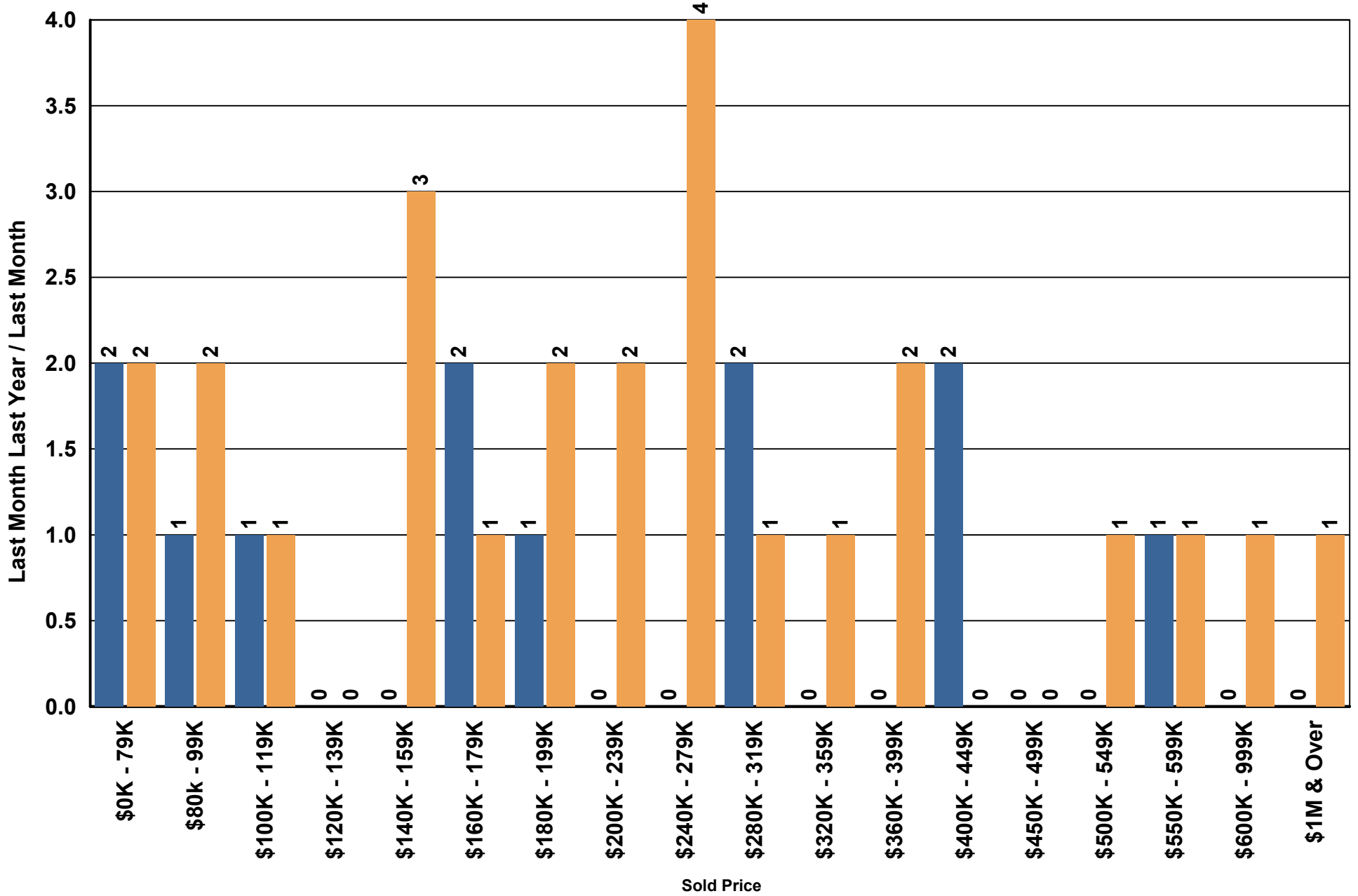
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Lots/Acreage YTD Listings by Price



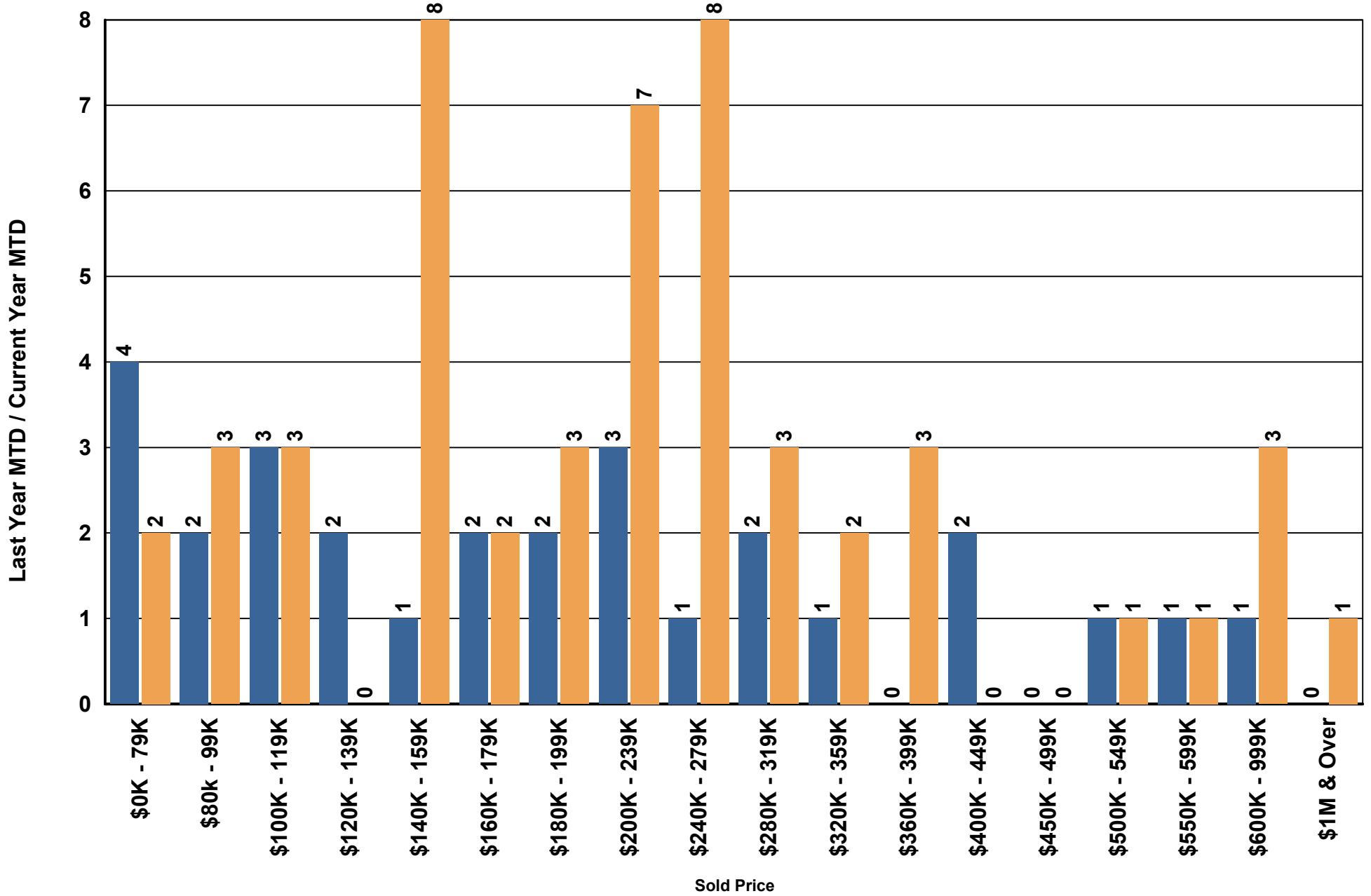
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Lots/Acreage Monthly Sold by Price



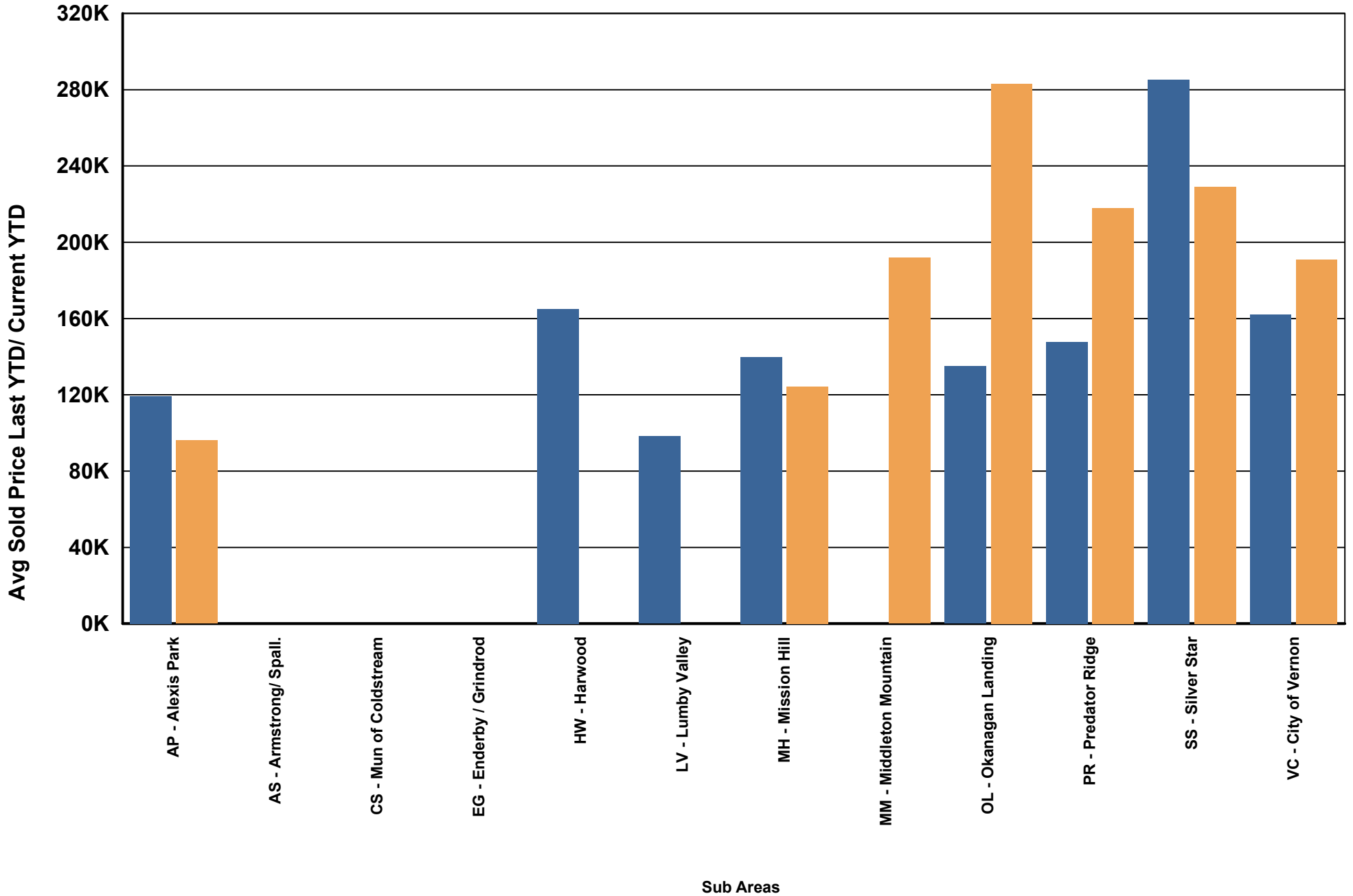
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Lots/Acreage YTD Sold by Price



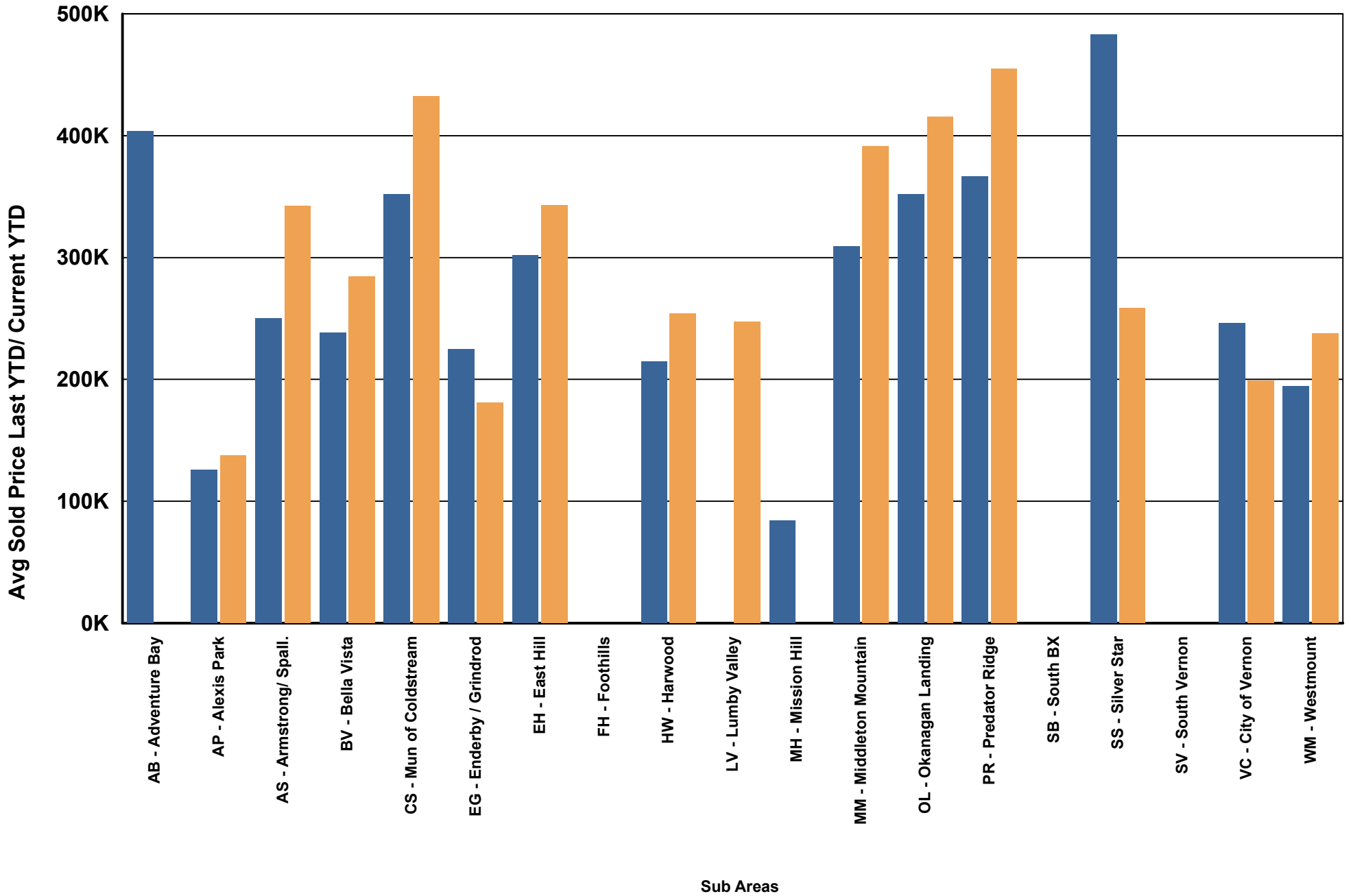
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Condo Sub Area Average Prices



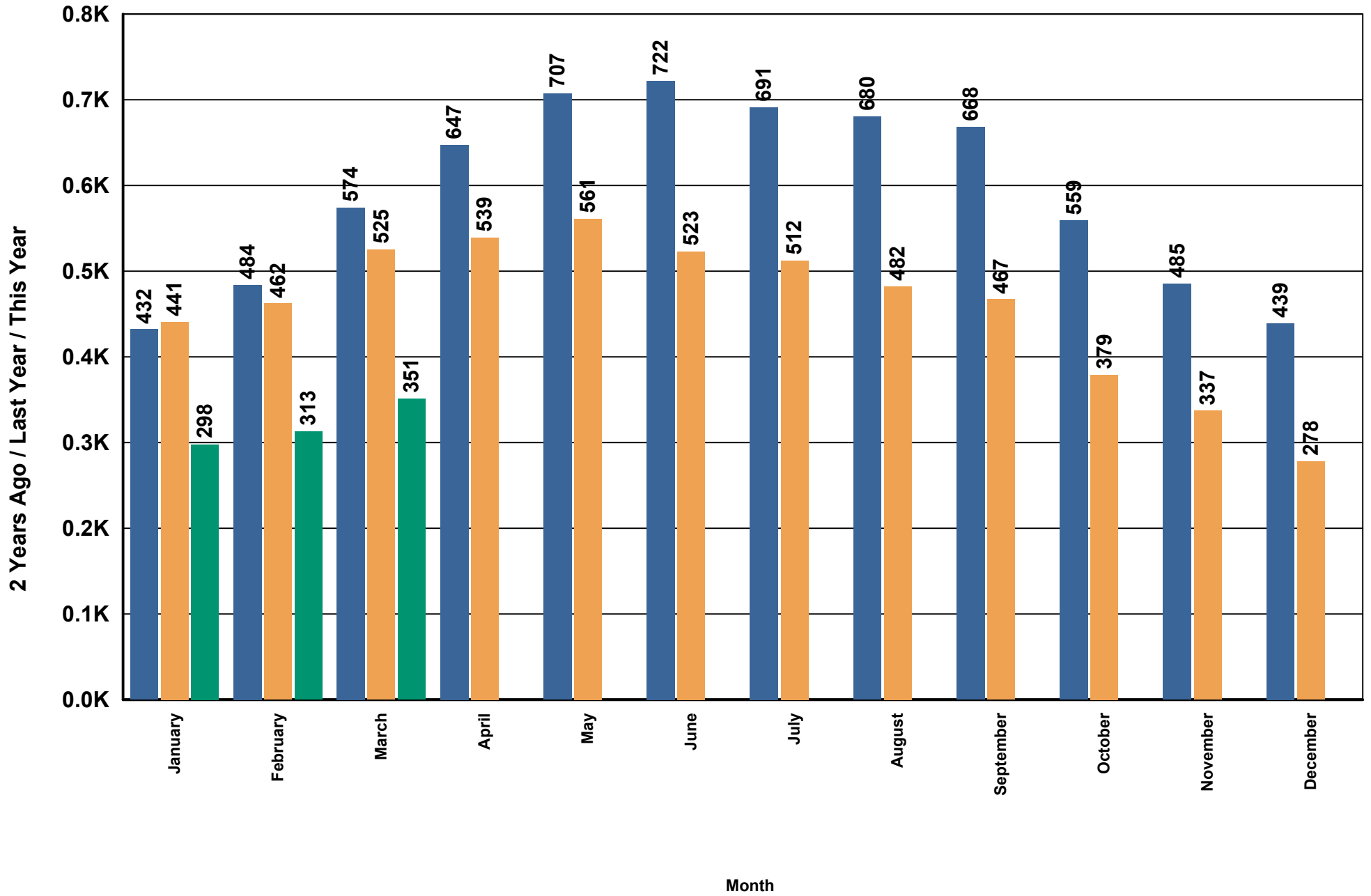
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Townhouse Sub Area Average Prices



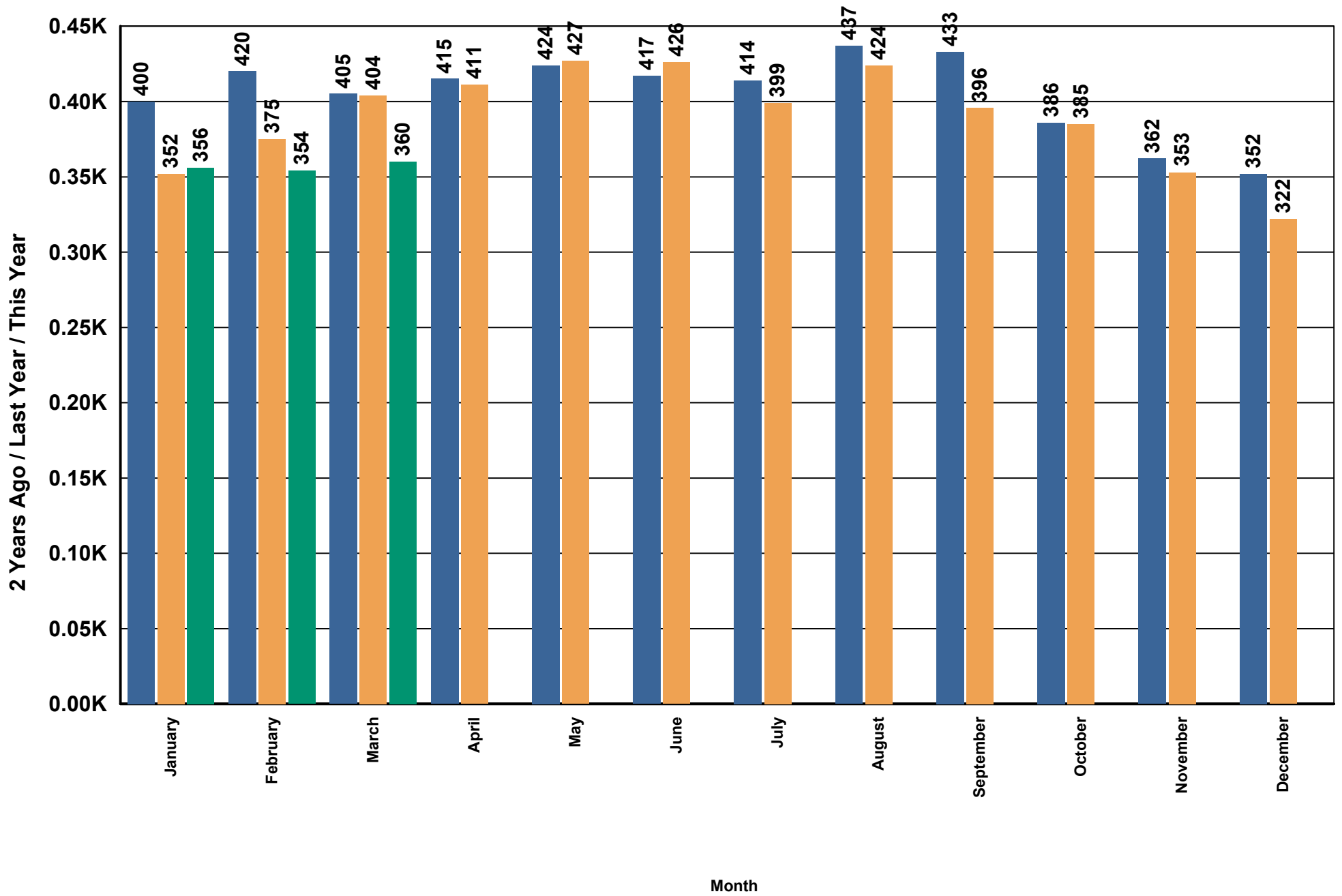
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3-Year Inventory of Active Single Family Residential



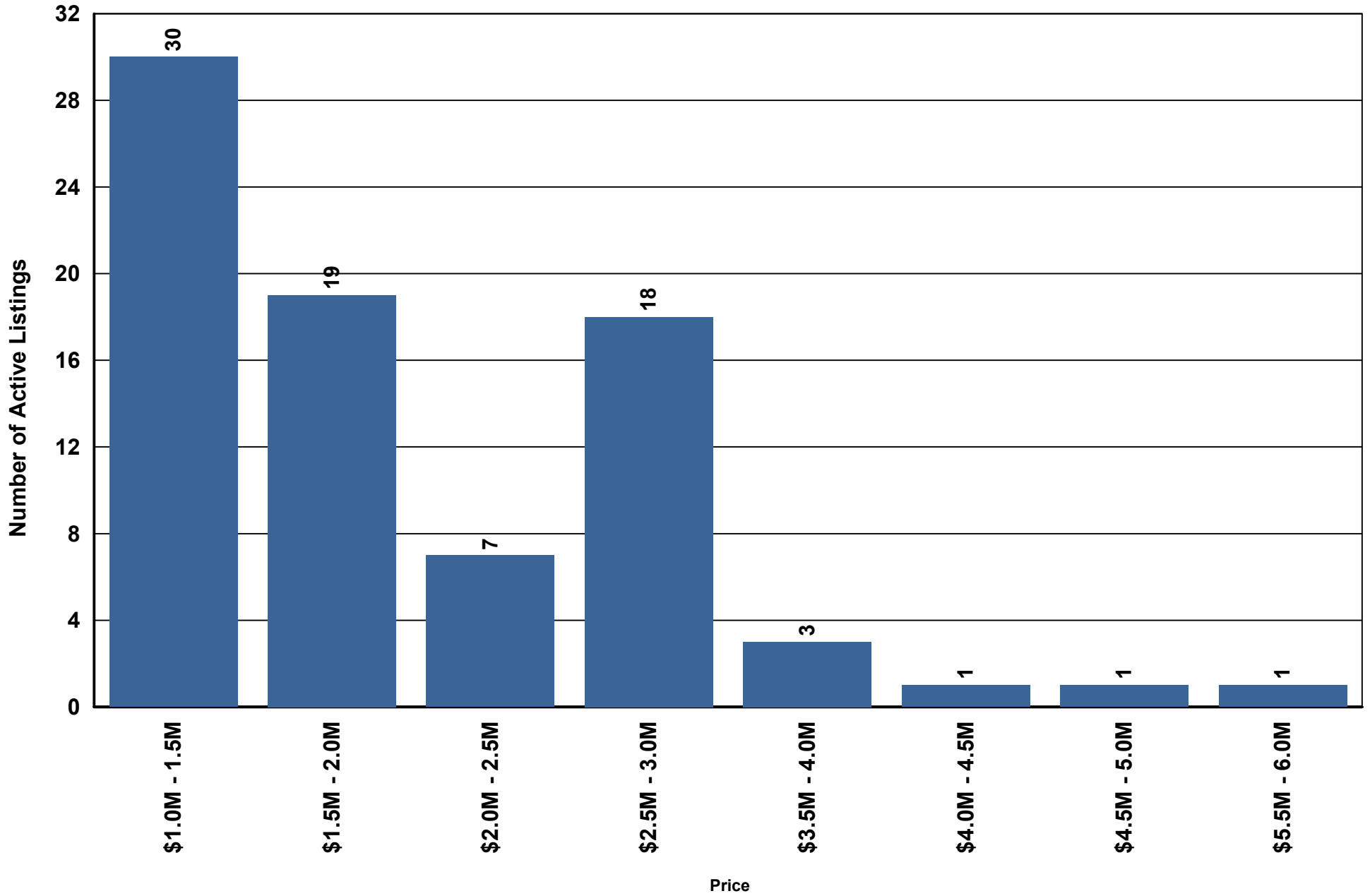
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3-Year Inventory of Active Lots



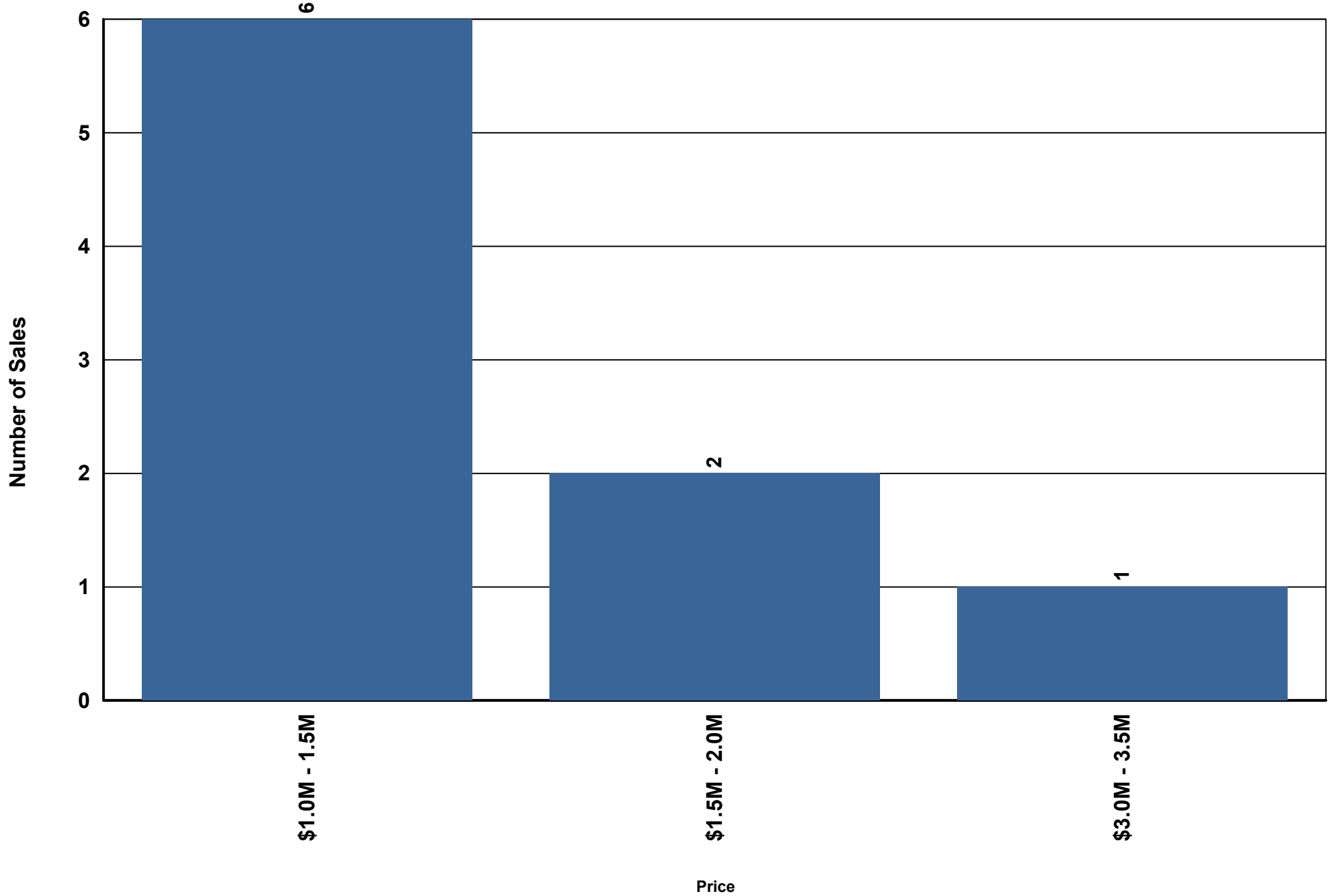
Totals include variables in any given, due to preceding month's collapsed sales and deleted listings. e & oe

Million-Dollar Active Residential Listings



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

Million-Dollar Sold Residential Sales (Last 2 Months)



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

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March 2017

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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	1,069	1,133	-5.65%	2,393	2,645	-9.53%
2 Units Sold	637	636	0.16%	1,313	1,318	-0.38%
3 Sales Volume	\$310,337,683	\$299,168,384	3.73%	\$656,152,439	\$595,417,112	10.20%
4 List/Sell Ratio	98.28%	98.24%		97.82%	97.48%	
5 Days to Sell	61	72	-15.03%	68	79	-14.10%
6 Active Listings	2,274	2,921	-22.15%			
Area = North Okanagan						
1 Units Listed	369	460	-19.78%	829	1,013	-18.16%
2 Units Sold	225	186	20.97%	445	435	2.30%
3 Sales Volume	\$93,924,742	\$69,862,924	34.44%	\$176,276,165	\$155,135,728	13.63%
4 List/Sell Ratio	96.15%	96.00%		96.43%	96.31%	
5 Days to Sell	108	116	-6.62%	114	123	-7.43%
6 Active Listings	1,326	1,805	-26.54%			
Area = Shuswap / Revels						
1 Units Listed	199	283	-29.68%	455	613	-25.77%
2 Units Sold	89	109	-18.35%	204	192	6.25%
3 Sales Volume	\$31,268,601	\$34,920,967	-10.46%	\$67,364,699	\$57,568,493	17.02%
4 List/Sell Ratio	96.41%	95.28%		96.16%	95.23%	
5 Days to Sell	136	200	-31.99%	132	184	-28.36%
6 Active Listings	908	1,192	-23.83%			
Area = Grand Total						
1 Units Listed	1,637	1,876	-12.74%	3,677	4,271	-13.91%
2 Units Sold	951	931	2.15%	1,962	1,945	0.87%
3 Sales Volume	\$435,531,026	\$403,952,275	7.82%	\$899,793,302	\$808,121,333	11.34%
4 List/Sell Ratio	97.68%	97.58%		97.42%	97.09%	
5 Days to Sell	79	96	-17.20%	85	99	-14.37%
6 Active Listings	4,508	5,918	-23.83%			

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

North Okanagan Statistics -- March 2017

Quick Summary Part 1

			Residential	
Description	Total Units Sold	Total Sales Volume	Total Units Sold	Total Sales Volume
This Month	225	\$93,924,742	107	\$49,205,095
Last Month	135	\$51,093,943	59	\$26,768,500
This Month Last Year	186	\$69,862,924	100	\$41,627,300

Description	Total Listings Taken	Inventory
This Month	369	1,326
Last Month	226	1,260
This Month Last Year	460	1,805

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

North Okanagan Statistics -- March 2017

Quick Summary Part 2

Condo/Apt

Sales	20
New Listings	39
Current Inventory	108
Sell/Inv. Ratio	18.52%
Days to Sell	162
Average Price	\$204,030
Median Price	\$214,500

Condo/Townhouse

Sales	38
New Listings	44
Current Inventory	79
Sell/Inv. Ratio	48.10%
Days to Sell	69
Average Price	\$304,127
Median Price	\$331,500

Lots

Sales	25
New Listings	45
Current Inventory	360
Sell/Inv. Ratio	6.94%
Days to Sell	195
Average Price	\$277,872
Median Price	\$235,000

Residential

Sales	107
New Listings	156
Current Inventory	327
Sell/Inv. Ratio	32.72%
Days to Sell	74
Average Price	\$459,861
Median Price	\$425,000
Ratio of Sales vs Inventory	35.98%

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

North Okanagan Statistics -- March 2017

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	30	49	-38.78%	55	106	-48.11	124	186	-33.33
Duplex	8	12	-33.33%	23	31	-25.81	28	38	-26.32
Mobile Home	25	10	150.00%	50	34	47.06	53	60	-11.67
Recreational	1	1	0.00%	7	6	16.67	55	65	-15.38
Residential	156	185	-15.68%	322	408	-21.08	327	493	-33.67
Residential WF	6	11	-45.45%	11	21	-47.62	24	32	-25.00
3/4-Plex	2	1	100.00%	3	2	50.00	2	4	-50.00
Timeshare	0	0	0.00%	0	0	0.00			
Apartment	39	29	34.48%	86	66	30.30	108	134	-19.40
Townhouse	44	52	-15.38%	91	118	-22.88	79	144	-45.14
RES TOTAL	311	350.00	-11.14%	648	792	-18.18%	800	1,156	-30.80
FARMS	1	10	-90.00%	10	18	-44.44	32	46	-30.43
MULTIFAMILY	1	0	0.00%	1	4	-75.00	6	6	0.00
Acreage	18	16	12.50%	38	39	-2.56	107	145	-26.21
Acreage WF	0	1	-100.00%	3	2	50.00	8	10	-20.00
Lots	26	51	-49.02%	80	86	-6.98	231	234	-1.28
Lots WF	1	3	-66.67%	4	5	-20.00	14	15	-6.67
LOTS TOTAL	45	71.00	-36.62%	125	132	-5.30%	360	404	-10.89
Business	1	4	-75.00%	9	11	-18.18	21	32	-34.38
Commercial	7	19	-63.16%	22	46	-52.17	74	123	-39.84
Land	3	5	-40.00%	14	9	55.56	33	37	-10.81
COMM TOTAL	11	28.00	-60.71%	45	66	-31.82%	128	192	-33.33
GRAND TOTAL	369	459	-19.61%	829	1,012	-18.08%	1,326	1,804	-26.50

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

North Okanagan Statistics -- March 2017

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	11	16	-31.25%	\$10,529,500	\$9,285,500	13.40%	92.85%	93.20%
Duplex	6	7	-14.29%	\$2,819,400	\$2,569,400	9.73%	100.34%	99.24%
Mobile Home	9	4	125.00%	\$1,266,500	\$319,500	296.40%	94.40%	92.56%
Recreational	1	0	0.00%	\$95,000	\$0	0.00%	95.00%	0.00%
Residential	107	100	7.00%	\$49,205,095	\$41,627,300	18.20%	98.04%	97.34%
Residential WF	1	1	0.00%	\$820,000	\$1,100,000	-25.45%	97.68%	95.65%
3/4-Plex	1	1	0.00%	\$470,000	\$510,000	-7.84%	94.19%	96.24%
Timeshare	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Apartment	20	11	81.82%	\$4,080,600	\$2,002,150	103.81%	96.34%	97.19%
Townhouse	38	28	35.71%	\$11,556,835	\$6,505,049	77.66%	98.40%	97.13%
RES TOTAL	194	168	15.48%	\$80,842,930	\$63,918,899	26.48%	97.29%	96.70%
FARMS	2	0	0.00%	\$3,700,000	\$0	0.00%	83.16%	0.00%
MULTIFAMILY	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Acreage	9	6	50.00%	\$2,683,900	\$1,791,000	49.85%	92.31%	91.10%
Acreage WF	1	1	0.00%	\$625,000	\$186,000	236.02%	75.76%	93.47%
Lots	14	5	180.00%	\$2,637,900	\$795,000	231.81%	96.25%	93.60%
Lots WF	1	0	0.00%	\$1,000,000	\$0	0.00%	90.91%	0.00%
LOTS TOTAL	25	12	108.33%	\$6,946,800	\$2,772,000	150.61%	91.73%	91.96%
Business	0	1	-100.00%	\$0	\$35,000	-100.00%	0.00%	70.14%
Commercial	3	5	-40.00%	\$1,585,012	\$3,137,025	-49.47%	94.63%	86.90%
Land	1	0	0.00%	\$850,000	\$0	0.00%	94.97%	0.00%
COMM TOTAL	4	6	-33.33%	\$2,435,012	\$3,172,025	-23.23%	94.75%	86.67%
GRAND TOTAL	225	186	20.97%	\$93,924,742	\$69,862,924	34.44%	96.15%	96.00%

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

North Okanagan Statistics -- March 2017

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	31	35	-11.43%	\$23,598,500	\$20,027,500	17.83%	95.26%	93.97%
Duplex	13	18	-27.78%	\$5,427,300	\$6,012,300	-9.73%	99.12%	98.28%
Mobile Home	20	11	81.82%	\$2,306,500	\$1,033,250	123.23%	94.52%	94.15%
Recreational	2	1	100.00%	\$270,000	\$219,900	22.78%	96.77%	100.00%
Residential	199	227	-12.33%	\$89,956,645	\$91,033,048	-1.18%	97.83%	97.27%
Residential WF	1	1	0.00%	\$820,000	\$1,100,000	-25.45%	97.68%	95.65%
3/4-Plex	1	1	0.00%	\$470,000	\$510,000	-7.84%	94.19%	96.24%
Timeshare	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Apartment	42	33	27.27%	\$8,764,943	\$5,870,875	49.30%	96.51%	96.00%
Townhouse	74	61	21.31%	\$21,986,035	\$16,657,259	31.99%	97.58%	97.67%
RES TOTAL	383	388	-1.29%	\$153,599,923	\$142,464,132	7.82%	97.30%	96.79%
FARMS	3	0	0.00%	\$4,990,000	\$0	0.00%	83.89%	0.00%
MULTIFAMILY	1	0	0.00%	\$900,000	\$0	0.00%	89.91%	0.00%
Acreage	20	14	42.86%	\$5,665,400	\$4,364,400	29.81%	93.81%	89.94%
Acreage WF	1	1	0.00%	\$625,000	\$186,000	236.02%	75.76%	93.47%
Lots	27	13	107.69%	\$5,909,830	\$1,723,000	243.00%	94.28%	92.30%
Lots WF	2	0	0.00%	\$1,280,000	\$0	0.00%	91.44%	0.00%
LOTS TOTAL	50	28	78.57%	\$13,480,230	\$6,273,400	114.88%	92.76%	90.68%
Business	1	2	-50.00%	\$40,000	\$81,000	-50.62%	67.80%	77.22%
Commercial	5	17	-70.59%	\$2,086,012	\$6,317,196	-66.98%	96.40%	91.94%
Land	2	0	0.00%	\$1,180,000	\$0	0.00%	95.55%	0.00%
COMM TOTAL	8	19	-57.89%	\$3,306,012	\$6,398,196	-48.33%	95.60%	91.72%
GRAND TOTAL	445	435	2.30%	\$176,276,165	\$155,135,728	13.63%	96.43%	96.31%

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

North Okanagan Statistics -- March 2017

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	\$957,227	\$580,344	64.94%	\$745,000	\$540,000	37.96%	230	155	48.62%
Duplex	\$469,900	\$367,057	28.02%	\$462,950	\$329,900	40.33%	49	56	-13.46%
Mobile Home	\$140,722	\$79,875	76.18%	\$142,000	\$58,500	142.74%	63	97	-35.33%
Recreational	\$95,000			\$95,000			43		
Residential	\$459,861	\$416,273	10.47%	\$425,000	\$385,750	10.17%	74	97	-23.68%
Residential WF	\$820,000	\$1,100,000	-25.45%	\$820,000	\$1,100,000	-25.45%	64	292	-78.08%
3/4-Plex	\$470,000	\$510,000	-7.84%	\$470,000	\$510,000	-7.84%	12	38	-68.42%
Timeshare									
Apartment	\$204,030	\$182,014	12.10%	\$214,500	\$158,500	35.33%	162	107	51.24%
Townhouse	\$304,127	\$232,323	30.91%	\$331,500	\$219,500	51.03%	69	110	-36.86%
RES TOTAL	\$416,716	\$380,470	9.53%	\$365,000	\$350,000	4.29%	89	105	-14.59%
FARMS	\$1,850,000			\$1,850,000			827		
MULTIFAMILY									
Acreage	\$298,211	\$298,500	-0.10%	\$249,900	\$289,000	-13.53%	222	114	94.83%
Acreage WF	\$625,000	\$186,000	236.02%	\$625,000	\$186,000	236.02%	236	1,233	-80.86%
Lots	\$188,421	\$159,000	18.50%	\$192,000	\$100,000	92.00%	137	204	-32.80%
Lots WF	\$1,000,000			\$1,000,000			727		
LOTS TOTAL	\$277,872	\$231,000	20.29%	\$235,000	\$182,000	29.12%	195	245	-20.24%
Business		\$35,000			\$35,000			289	
Commercial	\$528,337	\$627,405	-15.79%	\$670,000	\$280,000	139.29%	139	143	-3.30%
Land	\$850,000			\$850,000			24		
COMM TOTAL	\$608,753	\$528,671	15.15%	\$760,000	\$157,500	382.54%	110	168	-34.39%
GRAND TOTAL	\$417,443	\$375,607	11.14%	\$352,900	\$335,125	5.30%	108	116	-6.62%

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

North Okanagan Statistics -- March 2017

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	\$761,242	\$572,214	33.03%	\$630,000	\$570,000	10.53%	172	168	2.80%
Duplex	\$417,485	\$334,017	24.99%	\$430,500	\$329,900	30.49%	130	86	50.59%
Mobile Home	\$115,325	\$93,932	22.78%	\$79,500	\$76,000	4.61%	71	76	-6.10%
Recreational	\$135,000	\$219,900	-38.61%	\$135,000	\$219,900	-38.61%	326	22	1,379.55%
Residential	\$452,043	\$401,027	12.72%	\$411,250	\$365,000	12.67%	71	107	-33.62%
Residential WF	\$820,000	\$1,100,000	-25.45%	\$820,000	\$1,100,000	-25.45%	64	292	-78.08%
3/4-Plex	\$470,000	\$510,000	-7.84%	\$470,000	\$510,000	-7.84%	12	38	-68.42%
Timeshare									
Apartment	\$208,689	\$177,905	17.30%	\$215,750	\$158,500	36.12%	162	113	44.16%
Townhouse	\$297,109	\$273,070	8.80%	\$302,500	\$264,000	14.58%	78	116	-33.00%
RES TOTAL	\$401,044	\$367,176	9.22%	\$360,000	\$332,500	8.27%	94	113	-16.82%
FARMS	\$1,663,333			\$1,300,000			655		
MULTIFAMILY	\$900,000			\$900,000			366		
Acreage	\$283,270	\$311,743	-9.13%	\$235,000	\$235,000	0.00%	302	244	23.53%
Acreage WF	\$625,000	\$186,000	236.02%	\$625,000	\$186,000	236.02%	236	1,233	-80.86%
Lots	\$218,883	\$132,538	65.15%	\$220,000	\$105,000	109.52%	160	185	-13.72%
Lots WF	\$640,000			\$640,000			384		
LOTS TOTAL	\$269,605	\$224,050	20.33%	\$230,500	\$182,000	26.65%	227	252	-9.96%
Business	\$40,000	\$40,500	-1.23%	\$40,000	\$40,500	-1.23%	136	218	-37.47%
Commercial	\$417,202	\$371,600	12.27%	\$330,000	\$600	54,900.00%	205	142	44.34%
Land	\$590,000			\$590,000			25		
COMM TOTAL	\$413,252	\$336,747	22.72%	\$330,000	\$1,500	21,900.00%	151	150	0.86%
GRAND TOTAL	\$396,126	\$356,634	11.07%	\$349,000	\$323,500	7.88%	114	123	-7.43%

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