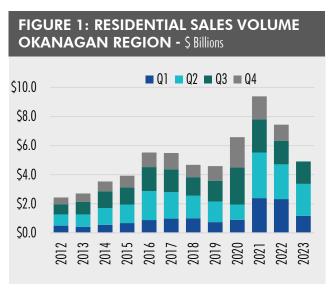




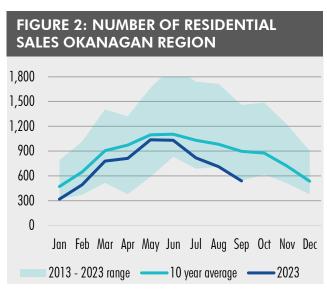
Q3 2023 Market Overview



Source: ASSOCIATION OF INTERIOR REALTORS®, Q3 2023

Sentiment regarding the Okanagan real estate market has recently soured as sales activity slowed down. Earlier this year, sales were slightly below the 10-year average. However, during the third quarter, the market experienced a notable plunge in activity, reaching a decade-low for both August and September. The market's diminished performance was not solely a consequence of the summer's forest fires; elevated interest rates also played a substantial role in the overall decline in sales. For Q3, the Association of Interior REALTORS® recorded 2,068 residential transactions totalling \$1.5 billion. This represents a 1.0% drop in the number of sales and a 5.4% decrease in the dollar volume when compared to the same period in 2022.

Caution among buyers has become the prevailing approach, with many choosing to wait on the sidelines until interest rates stabilize. First-time buyers and those with limited equity are nearly absent from the market, with activity predominantly fueled by buyers with existing equity.



Source: ASSOCIATION OF INTERIOR REALTORS®, Q3 2023

FIGURE 3: QUARTERLY RESIDENTIAL QUICK STATS OKANAGAN REGION



2,068 Residential sales in Q3 2023

1.0% decrease vs Q3 2022



\$1.5 Billion transacted in Q3 2023

5.4% decrease vs Q3 2022



5,005 Active residential listings as of September 2023

20.6% increase vs September 2022

Source: ASSOCIATION OF INTERIOR REALTORS®, Q3 2023



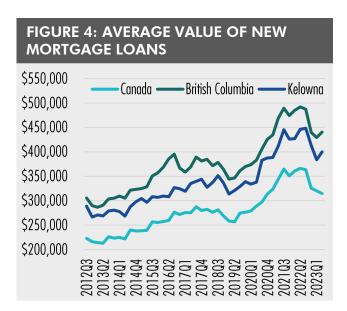


Q3 2023 Market Overview

Despite the high-interest rates affecting home prices, existing homeowners are benefitting from significant price appreciation over the past 5 years, helping mitigate the impact of interest rates when trading homes. Between Q3 2019 and Q2 2023, the average value of new mortgage loans in the Central Okanagan increased by \$70,654 to \$399,930. In the same period, the average property price rose by over \$210,000.

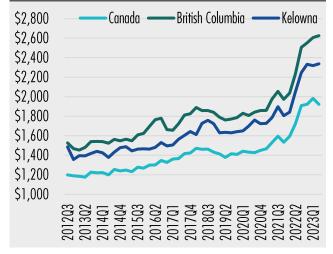
Notably, market dynamics have shifted over time. Previously, sellers would often see clauses requiring the sale of their current home to be contingent on finding a new one, reflecting the area's limited availability. Today, the situation has reversed, with sellers looking to trade their current home for a new one and offers now contingent on the sale of their existing properties. Inventories have returned to numbers last seen in 2015, with 5,005 residential listings as of September 2023. However, this inventory increase can be attributed to the deceleration in sales as the number of new listings remains somewhat consistent with historical averages for the region. There were 4,715 new listings in Q3 2023, a marginal 5.5% increase compared to the same period in 2022.

Escalating interest rates have strained cash flow in many households. According to the CMHC, the average monthly mortgage payment in the Central Okanagan surged by 30% from Q2 2019 to Q3 2023. Those most affected by the rising rates are homeowners who acquired properties at the market peak in 2022 with variable interest rates. Yet, the market has not experienced increased foreclosures. Equifax data indicated that Kelowna has a near record-low mortgage delinguency rate.



Source: Canada Mortgage Housing Corporation, Q3 2023

FIGURE 5: AVERAGE SCHEDULED MORTGAGE PAYMENTS FOR NEW LOANS



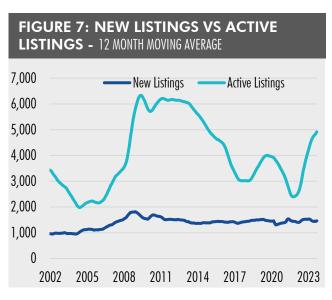
Source: Canada Mortgage Housing Corporation, Q3 2023





Source: ASSOCIATION OF INTERIOR REALTORS®, Q3 2023

British Columbia is considering new regulations to transform short-term rentals into long-term housing. The move could increase the rental housing supply. However, this could have an adverse impact on the Okanagan. The region, known for its scenic beauty, has many secondary homes. Many of these are not purchased as investment properties. However, the additional short-term rental income can be the deciding factor when buyers are on the fence about whether to make the purchase. Many of the condominium projects currently under construction cater to this market. Moreover, the proposed policy may disrupt the rental market, affecting students who benefit from lower rents as property owners can use the same properties for short-term rentals during the off-school season. In September 2023, investors accounted for less than 7.6% of buyers, as per the latest buyers' survey from the Association of Interior REALTORS®. The potential consequences of this government policy on the Okanagan housing market underscore the complexity of balancing housing supply and the local economy.



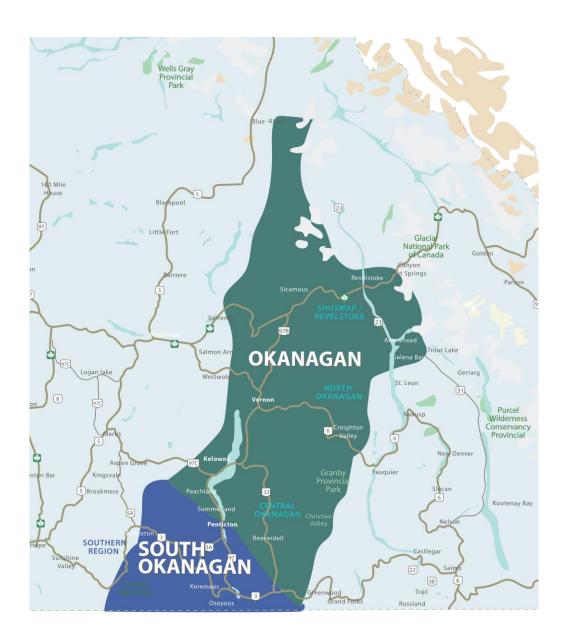
Source: ASSOCIATION OF INTERIOR REALTORS®, Q3 2023

In September 2023, Canada's inflation dropped to 3.8% from August's 4.0%. Indicators suggest the August uptick was likely temporary. Major financial institutions are predicting that the Central Bank will maintain its 5% policy rates due to recent inflation easing. However, with inflation still above the 3% target range, a rate reduction seems improbable, indicating elevated mortgage rates for the foreseeable future.

Going into the winter months, a sense of caution prevails in the Okanagan real estate market. While there might be a temporary increase in sales in October from deals negotiated in September, the overall sales pace is expected to slow. Moreover, the impact of the short-term rental policy remains uncertain but will likely affect transactions. Still, the surplus in supply is a win for buyers, providing more options. Significant price corrections are unlikely, but the market has seen properties available now that would not be in different market conditions. Additionally, sellers listing their homes during the winter months are generally keen to transact.





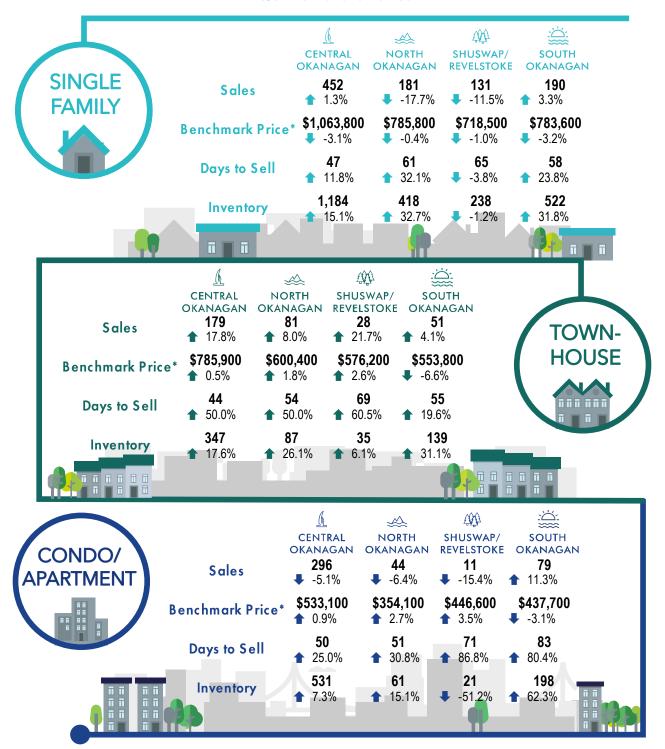


This map is for informational purposes. It does not represent an on-the-ground survey and represents only the approximate relative location of property boundaries.





Q3 2023 Statistics



^{*}Benchmark Price: Estimated sales price of a benchmark property. Benchmarks represent a typical property within each market.



^{**}Percentage indicates change from the same period last year

^{**} Benchmark Prices and Inventory as of September 2023



CENTRAL OKANAGAN Q3 2023 Statistics

	SINGLE-FAMILY		TOWNHOUSE		APARTMENT	
Location	Sales	Benchmark Price	Sales	Benchmark Price	Sales	Benchmark Price
D: \A/b:10	0		5	\$708,400	17	\$456,000
Big White	- -100.0%		₹ -28.6%	1 2.4%	1 3.3%	- 6.7%
Black Mountain	20	\$1,107,900	1	\$868,100	0	
black Mountain	1 7.6%	1 5.3%		1 2.3%		
Crawford Estates	6	\$1,357,500	0		0	
Cidwioid Esidies	1 20.0%	1 0.2%				
Dilworth Mountain	10	\$1,132,500	1	\$936,200	3	\$450,900
Dilworin Mouniain	₹ -23.1%	1 5.4%	♣ -83.3%	1 .5%	0.0%	♣ -6.7%
Ellison	9	\$962,700	1	\$768,300	0	
EIIISON	125.0%	1 4.4%	0.0%	1 0.5%		
Elmbor.	10	\$867,800	0	\$647,800	0	\$245,300
Fintry	1 42.9%	- -0.7%		- 7.8%		₹ -4.8%
Claumana	23	\$934,100	12	\$777,100	17	\$567,700
Glenmore	- 4.2%	1 4.1%	₹ -20.0%	1 .8%	1 325.0%	♣ -6.2%
Cl	23	\$736,700	0	\$743,400	0	
Glenrosa	1 21.1%	- 3.3%		- 9.3%		
Joe Rich	1	\$1,107,800	0		0	
Joe Kich	- 66.7%	1 5.6%				
V-l NI	8	\$969,600	6	\$850,800	56	\$566,300
Kelowna North	0.0%	1 5.5%	0.0%	1 .1%	♣ -8.2%	₹ -7.1%
V 1	21	\$955,900	9	\$752,600	21	\$500,700
Kelowna South	1 5.0%	1 6.6%	₹ -35.7%	1 3.0%	₹ -27.6%	₹ -7.4%
v.ul. v.ll.	9	\$1,317,600	1	\$812,900	0	
Kettle Valley	1 28.6%	1 6.2%		1 2.9%		
Lake Country East /	7	\$1,060,200	7	\$755,000	3	\$442,800
Oyama	- 50.0%	1 5.8%	1 75.0%	- 0.5%	1 200.0%	♣ -6.2%
Lake Country North	11	\$1,400,400	2	\$859,300	10	
West	0.0%	1 4.7%	♣ -60.0%	1 2.1%	1 00.0%	
Lake Country South	18	\$1,054,600	4	\$948,900	0	
West	1 5.9%	1 4.6%	1 33.3%	1 2.1%		
Lakoviou Hojakta	28	\$1,104,500	2	\$964,300	2	\$660,000
Lakeview Heights	♣ -6.7%	- -2.8%	- 66.7%	- 8.2%	₹ -71.4%	₹ -7.5%
Laurar Mississ	29	\$1,262,700	28	\$813,000	45	\$468,900
Lower Mission	- -19.4%	1 6.4%	1 15.4%	1 .7%	1 5.4%	₽ -6.3%

 $^{^{}st}$ Percentage represents change compared to the same period last year



^{**} Benchmark Prices and Inventory as of September 2023

CENTRAL OKANAGAN Q3 2023 Statistics

	SINGLE-FAMILY		TOWNHOUSE		APARTMENT	
Location	Sales	Benchmark Price	Sales	Benchmark Price	Sales	Benchmark Price
McKinley Landing	4 ↑ 33.3%	\$1,092,000 • 4.6%	0		1 ▼ -75.0%	
North Glenmore	22	\$970,800	11	\$718,700	12	\$452,900
Norm Glenmore	22.2%	1 4.8%	- 38.9%	1 .3%	0.0%	- 7.5%
Peachland	13	\$928,600	4	\$771,900	1	\$546,800
Peachiana	₹ -43.5%	- -2.1%	1 00.0%	- 9.8%	₹ -93.8%	- 7.2%
D. Marrad Marrah	34	\$777,500	18	\$573,400	26	\$361,800
Rutland North	1 12.5%	4 .7%	1 63.6%	1 .2%	1 3.0%	₹ -7.0%
D. 41 d C 44.	21	\$766,200	7	\$614,500	7	\$384,800
Rutland South	0.0%	1 2.7%	0.0%	1 3.7%	₹ -53.3%	₹ -7.5%
Cl 1l	21	\$953,400	4	\$828,600	7	\$575,500
Shannon Lake	1 31.3%	- 1.8%	- 42.9%	- 8.5%	₹ -22.2%	₽ -7.4%
C:ul. C l.	4	\$866,700	0	\$742,000	0	
Smith Creek	- -20.0%	- 4.3%		- -10.4%		
South East Kelowna	9	\$1,221,000	1	\$1,050,500	1	
South East Kelowna	- 40.0%	1 5.9%		- 0.4%		
Saminartialal/Samil	11	\$815,000	14	\$640,600	26	\$477,200
Springfield/Spall	₹ -15.4%	1 .7%	4 0.0%	0.0%	1 4.0%	- 6.4%
Hairrannika Diakaiak	2	\$996,200	11	\$870,600	13	\$441,600
University District	-33.3%	1 .9%	175.0%	1 .7%	₹ -31.6%	₹ -7.3%
Ummar Missian	28	\$1,288,000	2	\$1,140,800	0	
Upper Mission	1 33.3%	1 6.1%		1 .9%		
Wost Kolowaa Estatos	24	\$976,400	0	\$878,100	0	
West Kelowna Estates	4 .3%	₹ -2.2%	- 100.0%	- 9.2%		
Westbank Centre	19	\$673,400	26	\$663,000	26	\$434,900
wesibalik Cellife	₹ -5.0%	₹ -2.6%	1 225.0%	- -10.3%	1 8.3%	- 6.6%
Wilden	8	\$1,321,100	1	\$993,900	0	\$383,900
Wilden	- 33.3%	1 9.4%	0.0%	1 .9%		- 5.9%

^{*} Percentage represents change compared to the same period last year
** Benchmark Prices and Inventory as of September 2023





NORTH OKANAGAN Q3 2023 Statistics

SINGLE-FAMILY TOWNHOUSE APARTMENT Benchmark **Benchmark** Benchmark Location **Sales Sales Sales** Price Price **Price** 3 \$1,101,300 1 \$938,000 0 Adventure Bay **-**40.0% **-**1.5% **₹** -5.0% 3 1 \$560,400 \$253,500 1 \$290,800 Alexis Park **-**5.3% **1** 50.0% **-**1.3% **₽** -90.0% **-**4.2% 14 \$679,700 \$516,500 \$236,700 Armstrong **-61.1%** 0.0% **20.0% ₽** -2.4% **-**4.7% -5.5% \$806,500 \$553,300 Bella Vista **-25.0%** -2.9% **-25.0% ♣** -3.2% 0 \$471,800 \$449,800 Cherryville -8.1% **-**1.7% 9 24 \$290,700 6 \$521,200 \$433,400 City of Vernon -25.0% -30.8% **1** 50.0% **1** 0.7% **-**4.2% **-**4.0% \$913,700 25 \$781,000 0 Coldstream **19.0% -100.0% -**0.5% 0.0% **-**0.5% 20 \$659,700 \$540,000 East Hill -39.4% **125.0% -**1.2% **₹** -2.8% \$547,800 4 \$442,600 \$332,500 **Enderby / Grindrod** -35.7% **-**6.2% 0.0% **₹** -2.3% 0.0% **₽** -6.6% 11 \$965,300 \$926,700 **Foothills 120.0% 1** 4.4% **-**3.2% 9 4 \$527,500 \$415,300 0 Harwood 0.0% **-**2.3% -10.0% **₹** -2.5% **-100.0%** \$955,600 0 Lavington **1** 300.0% **1** 5.8% \$434,700 10 \$566,000 4 **Lumby Valley -**9.1% **4.8% 1** 300.0% **-**2.5% Middleton Mtn 0 \$1,009,600 0 \$738,600 Coldstream -50.0% **-**2.0% **-2.4%** 7 \$828,000 \$606,900 2 Middleton Mtn Vernon **1** 75.0% **1** 50.0% -2.8% **-**1.3% \$301,100 5 \$591,300 3 \$469,700 3 Mission Hill -28.6% **-**0.5% 0.0% **₹** -50.0% **-**4.3% **-**1.6% 8 \$1,030,000 0 \$604,700 0 North BX 0.0% **1** 0.3% **₹** -1.5%



^{*} Percentage represents change compared to the same period last year

^{**} Benchmark Prices and Inventory as of September 2023



NORTH OKANAGAN Q3 2023 Statistics

SINGLE-FAMILY TOWNHOUSE APARTMENT

	JII TOLL	JINOLL-I AMILI		TOVVIALIOUSE		AFARIMLINI	
Location	Sales	Benchmark Price	Sales	Benchmark Price	Sales	Benchmark Price	
	4	\$953,800	10	\$743,000	3	\$488,500	
Okanagan Landing	₹ -55.6%	₹ -2.2%	1 1.1%	₹ -2.0%	0.0%	- 6.8%	
	11	\$503,500	0	\$533,100	0		
Okanagan North	1 0.0%	- 0.9%		- 2.2%			
Predator Ridge	4	\$1,071,900	2	\$847,400	1		
	₹ -42.9%	- 4.7%	♣ -60.0%	₹ -3.9%			
	1	\$623,700	0		0		
Salmon Valley	- 66.7%	₹ -5.2%					
Silver Star	3	\$1,085,600	1	\$570,200	7	\$334,400	
		1 8.9%	0.0%	1 5.8%	1 6.7%	₽ -3.0%	
Ca	4	\$499,100	1		1		
South Vernon	₹ -20.0%	₹ -3.3%			0.0%		
Swan Lake West	6	\$1,093,400	0		0		
	1 50.0%	- 4.6%					
Westmount	3	\$574,000	1	\$445,500	0		
	1 50.0%	- 4.2%	₹ -50.0%	- 5.8%			

^{*} Percentage represents change compared to the same period last year



^{**} Benchmark Prices and Inventory as of September 2023



Sicamous

Sorrento

SW Salmon Arm

Tappen

Q3 2023 Market Statistics

APARTMENT

SHUSWAP/REVELSTOKE Q3 2023 Statistics

TOWNHOUSE

SINGLE-FAMILY

15.4%

5

150.0%

-16.7%

5

150.0%

-5.3%

\$613,600

₹ -2.8%

\$705,100

-5.8%

\$780,500

- -2.6%

Benchmark Benchmark Benchmark **Sales** Sales Sales Location Price Price **Price** \$745,600 0 \$704,900 0 21 Blind Bay -8.7% -6.0% **-**1.6% 4 \$756,200 0 \$654,700 0 Eagle Bay 0.0% **-**5.1% **-**1.0% 24 \$632,700 6 \$478,500 2 \$340,900 **NE Salmon Arm -**17.2% **-**4.9% 0.0% **-2.4**% **100.0% ♣** -5.0% 2 8 \$637,900 \$620,500 North Shuswap 0.0% **-**46.7% **-**4.8% **-**1.3% \$894,800 \$513,300 0 \$290,100 **NW Salmon Arm 100.0% ₹** -33.3% **♣** -6.9% **-**4.3% **-**1.5% 23 \$682,100 \$465,800 2 \$473,300 **Revelstoke ₹** -50.0% **-**1.9% **1**00.0% **₹** -7.1% **1** 9.5% -4.0% 17 \$702,800 7 \$497,500 2 SE Salmon Arm **-**45.2% -5.0% **1** 75.0% **₹** -2.6% **₹** -33.3% \$478,200 \$436,800 15 \$515,500 6 3

1 50.0%

1

0.0%

1 200.0%

0

₹ -2.8%

₹ -3.0%

₹ -2.0%

\$583,800

\$576,300

4-40.0%

2

₽ -33.3%

0

-4.1%



^{*} Percentage represents change compared to the same period last year

^{**} Benchmark Prices and Inventory as of September 2023



SOUTH OKANAGAN Q3 2023 Statistics

	SINGLE-FAMILY		TOWNHOUSE		APARTMENT	
Location	Sales	Benchmark Price	Sales	Benchmark Price	Sales	Benchmark Price
1/	8	\$491,000	1	\$431,700	0	
Keremeos	0.0%	1 .2%		- 1.5%		
Eastside / Lkshr Hi /	2	\$1,199,600	0		0	
Skaha Est	0.0%	- -2.6%				
v.l.J.	1	\$1,021,700	0		0	
Kaleden	₹ -50.0%	- -0.8%				
Kaleden / Okanagan	2	\$1,177,400	0		0	
Falls Rural	0.0%	- -2.3%				
OL	6	\$617,800	1	\$623,800	0	\$361,700
Okanagan Falls	- 33.3%	₹ -1.0%	0.0%	1 .0%		₹ -3.0%
N . D .	2	\$1,076,500	0		0	
Naramata Rural	0.0%	1 0.1%				
Ol:	26	\$618,600	5	\$417,000	9	\$363,900
Oliver	1 3.0%	₹ -3.0%	1 66.7%	- 0.7%	1 350.0%	1 .6%
	1	\$728,700	0		0	
Oliver Rural	-83.3%	- 3.4%			₽ -100.0%	
	19	\$816,800	4	\$629,100	12	\$481,100
Osoyoos	1 26.7%	- -1.4%	1 00.0%	1 .0%	1 71.4%	1 0.6%
o	0	\$1,227,300	0		0	
Osoyoos Rural	- -100.0%	₹ -1.8%				
	0		0		0	
Rock Crk. & Area	₹ -100.0%					
C.II.: / D	15	\$860,700	1	\$609,800	0	\$255,500
Columbia / Duncan	0.0%	- -2.3%	₹ -75.0%	- 2.7%	₽ -100.0%	1 0.4%
Husula / West Bench /	5	\$823,300	0		0	
Sage Mesa	₹ -28.6%	₹ -2.3%				
······	24	\$609,700	5	\$607,500	21	\$460,600
Main North	4 .3%	₹ -2.9%	♣ -64.3%	- 1.0%	1 6.7%	₹ -2.8%
AA. '. C. II.	15	\$761,600	17	\$454,600	30	\$469,400
Main South	1 50.0%	- 1.6%	0.0%	- 1.6%	1 3.4%	₽ -2.8%

 $^{^{}st}$ Percentage represents change compared to the same period last year



^{**} Benchmark Prices and Inventory as of September 2023

SOUTH OKANAGAN Q3 2023 Statistics

	SINGLE-FAMILY		TOWNHOUSE		APARTMENT	
Location	Sales	Benchmark Price	Sales	Benchmark Price	Sales	Benchmarl Price
D A	1		1		0	\$297,900
Penticton Apex					₹ -100.0%	- 0.2%
Penticton Rural	0		0		0	
Halaada / Dadlaada	5	\$1,037,400	2		0	
Uplands / Redlands	150.0%	- -2.4%				
	14	\$946,400	3	\$731,700	0	
Wiltse / Valleyview	1 7.7%	- 2.3%	1 50.0%	₽ -2.7%		
D.*	7	\$374,300	0		0	
Princeton	₹ -30.0%	1 0.3%	- -100.0%			
D.:	2	\$783,000	0		0	
Princeton Rural		- -2.9%				
T	6	\$928,500	0		0	\$532,100
Lower Town	200.0%	- 4.0%				₽ -3.4%
M. *. T	17	\$730,400	7	\$487,600	7	\$375,700
Main Town	1 21.4%	- 1.7%	1 33.3%	- 1.2%	0.0%	₽ -1.8%
C	6	\$1,023,900	0		0	
Summerland Rural	1 00.0%	- -0.3%				
Tuand Cuante	1	\$1,155,200	2	\$594,400	0	
Trout Creek	-80.0%	1 0.2%		₹ -1.9%		

 $^{^{}st}$ Percentage represents change compared to the same period last year



^{**} Benchmark Prices and Inventory as of September 2023



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