

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

*Home of the CLHMS™*

DECEMBER  
2022



OKANAGAN VALLEY  

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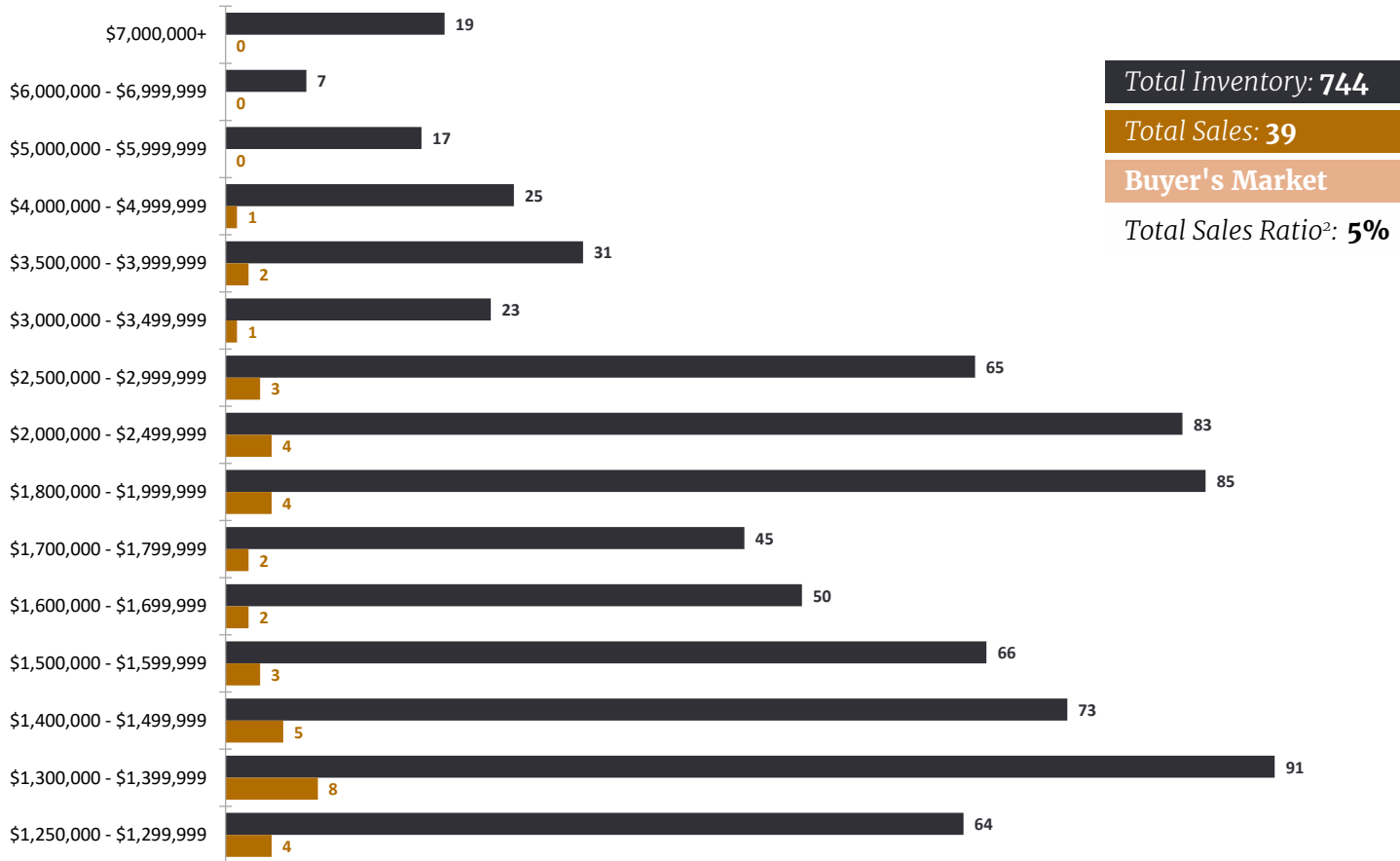
BRITISH COLUMBIA

[www.LuxuryHomeMarketing.com](http://www.LuxuryHomeMarketing.com)

### LUXURY INVENTORY VS. SALES | NOVEMBER 2022

Inventory Sales

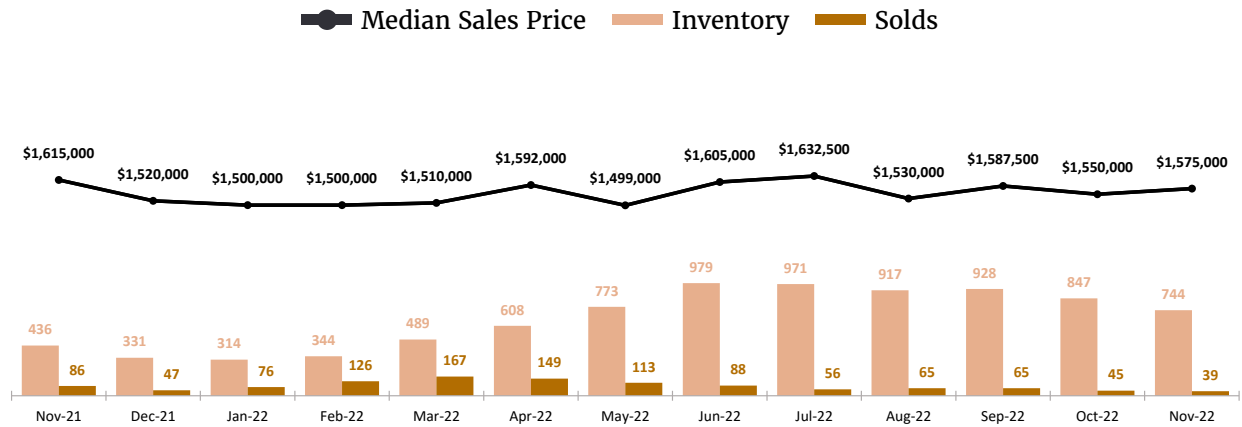
Luxury Benchmark Price<sup>1</sup>: **\$1,250,000**



Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$1,610,000	4	4	11	293	4%
3,000 - 3,499	\$1,470,000	4	3	8	114	7%
3,500 - 3,999	\$1,575,000	5	4	10	114	9%
4,000 - 4,499	\$1,690,000	5	4	4	73	5%
4,500 - 4,999	\$2,136,608	6	7	2	36	6%
5,000+	\$3,095,500	6	6	4	113	4%

<sup>1</sup> The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup> Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

### 13-MONTH LUXURY MARKET TREND<sup>4</sup>



### MEDIAN DATA REVIEW | NOVEMBER

#### TOTAL INVENTORY

Nov. 2021    Nov. 2022  
**436**        **744**

VARIANCE: **71%**

#### TOTAL SOLDS

Nov. 2021    Nov. 2022  
**86**         **39**

VARIANCE: **-55%**

#### SALES PRICE

Nov. 2021    Nov. 2022  
**\$1.62m**    **\$1.58m**

VARIANCE: **-2%**

#### SALE PRICE PER SQFT.

Nov. 2021    Nov. 2022  
**\$470**        **\$474**

VARIANCE: **1%**

#### SALE TO LIST PRICE RATIO

Nov. 2021    Nov. 2022  
**97.26%**    **96.04%**

VARIANCE: **-1%**

#### DAYS ON MARKET

Nov. 2021    Nov. 2022  
**44**         **42**

VARIANCE: **-5%**

## OKANAGAN VALLEY MARKET SUMMARY | NOVEMBER 2022

- The Okanagan Valley single-family luxury market is a **Buyer's Market** with a **5% Sales Ratio**.
- Homes sold for a median of **96.04% of list price** in November 2022.
- The most active price band is **\$1,300,000-\$1,399,999**, where the sales ratio is **9%**.
- The median luxury sales price for single-family homes is **\$1,575,000**.
- The median days on market for November 2022 was **42** days, down from **44** in November 2021.

<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

<sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.