

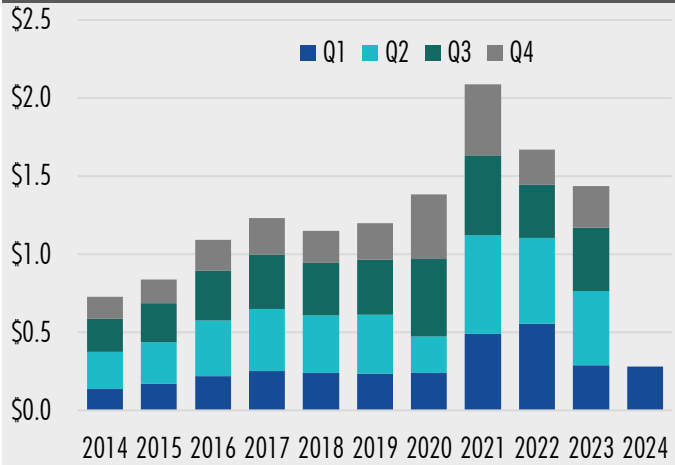


Q1 2024

KAMLOOPS & DISTRICT MARKET OVERVIEW

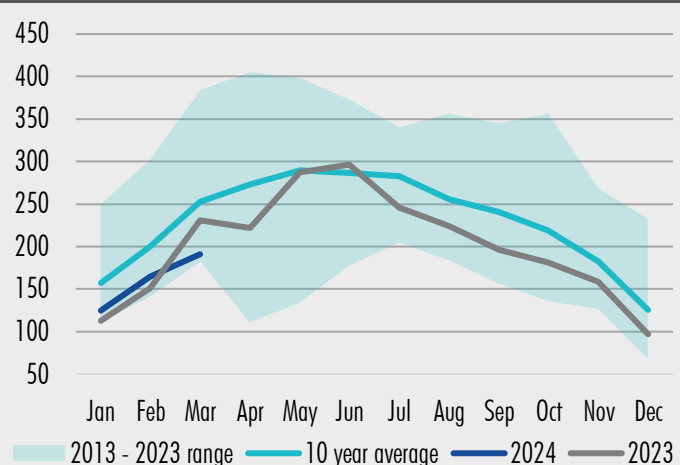
APRIL 2024

**FIGURE 1: RESIDENTIAL SALES VOLUME
KAMLOOPS & DISTRICT- \$ Billions**



Source: ASSOCIATION OF INTERIOR REALTORS®, Q1 2024

**FIGURE 2: NUMBER OF RESIDENTIAL
SALES KAMLOOPS & DISTRICT**



Source: ASSOCIATION OF INTERIOR REALTORS®, Q1 2024

The first quarter of 2024 saw the slowest Q1 pace since 2015, with subdued activity throughout January and February, with a notable uptick towards the end of March. Buyers were hesitant to close deals early in the year, resulting in a noticeable lack of transactions despite market activity. During this period, members of the Association of Interior REALTORS® facilitated 462 residential sales in the region, totalling \$270.5 million. This represents a 6.7% decrease in the number of sales and a 6.2% decrease in dollar volume compared to the same period in 2023.

Buyers are cautious amid expectations of mortgage rate drops, which have caused activity to decline. This slowdown is more noticeable for homes priced above \$1 million, while those priced under \$650,000 see increased demand and in some cases multiple offers. Properties with basement suites also garner interest for their mortgage-qualifying income. Market conditions in recent years have been challenging for first-time homebuyers. However, the recent slowdown has provided some relief, enabling them to negotiate on long-standing properties.

**FIGURE 3: QUARTERLY NEW HOMES
QUICK STATS**



462 Residential sales in Q1 2024
6.7% decrease vs Q1 2023



\$270.5 Million transacted in Q1 2024
6.2% decrease vs Q1 2023



1,167 New listings in Q1 2024
13.4% increase vs Q1 2023



1,063 Active residential listings as of March 2024
25.4% increase vs March 2023

Source: ASSOCIATION OF INTERIOR REALTORS®, Q1 2024

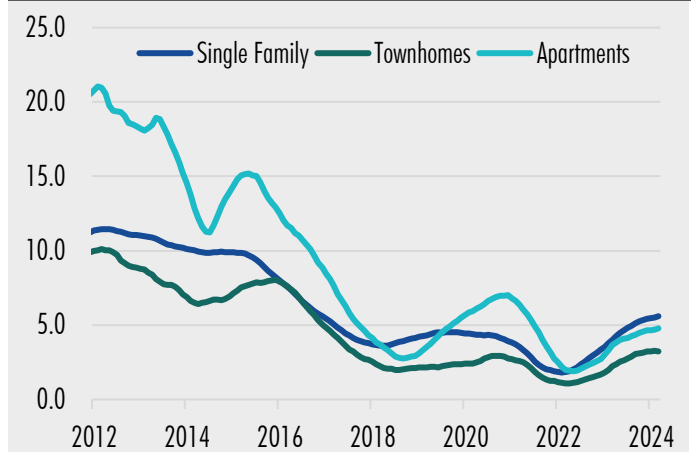


The decrease in activity has led to an increase in listings. As of March 2024, there were 1,063 active residential listings, marking a 25.4% rise compared to March 2023. However, inventories remain 5.3% below the 10-year average. The market has also seen a surge in new listings, totaling 1,167 residential properties in Q1 2024. This marks a 13.4% uptick from the same period in 2023. Despite this increase, the number of new listings remains just 7 shy of the 15-year average, indicating a relatively normal level.

Although the market has seen inventory levels improve, it remains relatively tight, with less than 6 months worth of supply available since at least 2017. However, there are distinct variations among property types, with apartments and single-family homes experiencing a faster increase in months of supply compared to townhomes. Buyers typically favour ground-oriented homes, with detached single-family homes being the most sought-after home type. Nonetheless, buyers are increasingly turning to townhomes due to affordability.

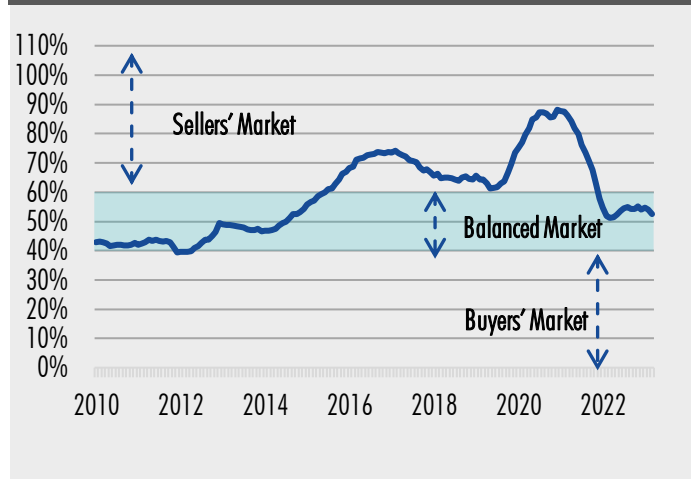
At their April 10th meeting, the Bank of Canada maintained its policy interest rate at 5 percent for the sixth consecutive time. The Bank's remarks indicated a continued cautious optimism regarding inflation following declines in both headline and core inflation in recent months. This could suggest a potential shift leading to rate cuts later this year. Regardless, the Bank wants to see further evidence that underlying inflationary pressures are continuing to moderate. Notably, it highlights shelter inflation as a key concern, a phenomenon ironically fueled by the interest rate hikes implemented by the Bank itself.

FIGURE 4: MONTHS OF SUPPLY
12 MONTH MOVING AVERAGE



Source: ASSOCIATION OF INTERIOR REALTORS®, Q1 2024

FIGURE 5: SALES-TO-NEW-LISTINGS RATIO – 12 MONTH MOVING AVERAGE



Source: ASSOCIATION OF INTERIOR REALTORS®, Q1 2024



FIGURE 6: KAMLOOPS MORTGAGE AFFORDABILITY BY INCOME GROUP

Income range	% of total Households	Max Affordability
Under \$60K	35.0%	\$225,950
\$60K to \$80K	13.8%	\$308,328
\$80K to \$100K	11.5%	\$390,705
\$100K to \$125K	11.4%	\$493,678
\$125K to \$150K	8.9%	\$596,650
\$150K to \$200K	10.3%	\$802,594
\$200K+	9.0%	

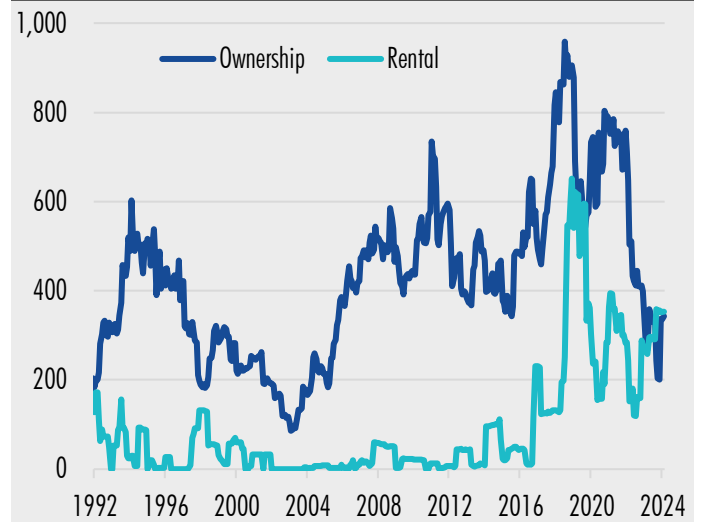
*Based on the NAHB "Priced-Out" Methodology, assuming a 10% down payment.

Source: ASSOCIATION OF INTERIOR REALTORS®, Q1 2024

High borrowing costs are making it harder for people to afford homes, even in historically affordable markets like Kamloops. In March 2024, Kamloops' composite benchmark price stood at \$583,700. While this represents a 9.6% decline relative to the peak prices in May 2022, due to rising interest rates, the overall cost of buying a home has still gone up, with prices almost doubling since 2019. The absence of a significant down payment or existing equity renders over 50% of households in Kamloops ineligible for a mortgage to afford a condominium priced at the benchmark of \$388,500 based solely on their household income. Moreover, over 80% of households face ineligibility for a mortgage to purchase a benchmark-priced single-family home at \$658,300 under the same conditions.

Despite Kamloops experiencing recent population growth and corresponding home price increases, the region is failing to build enough homes to accommodate the influx. As of February 2024, only 694 homes were under construction, matching levels not seen since 2017. Additionally, over the past 6 months, there's been an

FIGURE 7: HISTORICAL UNDER CONSTRUCTION INVENTORY

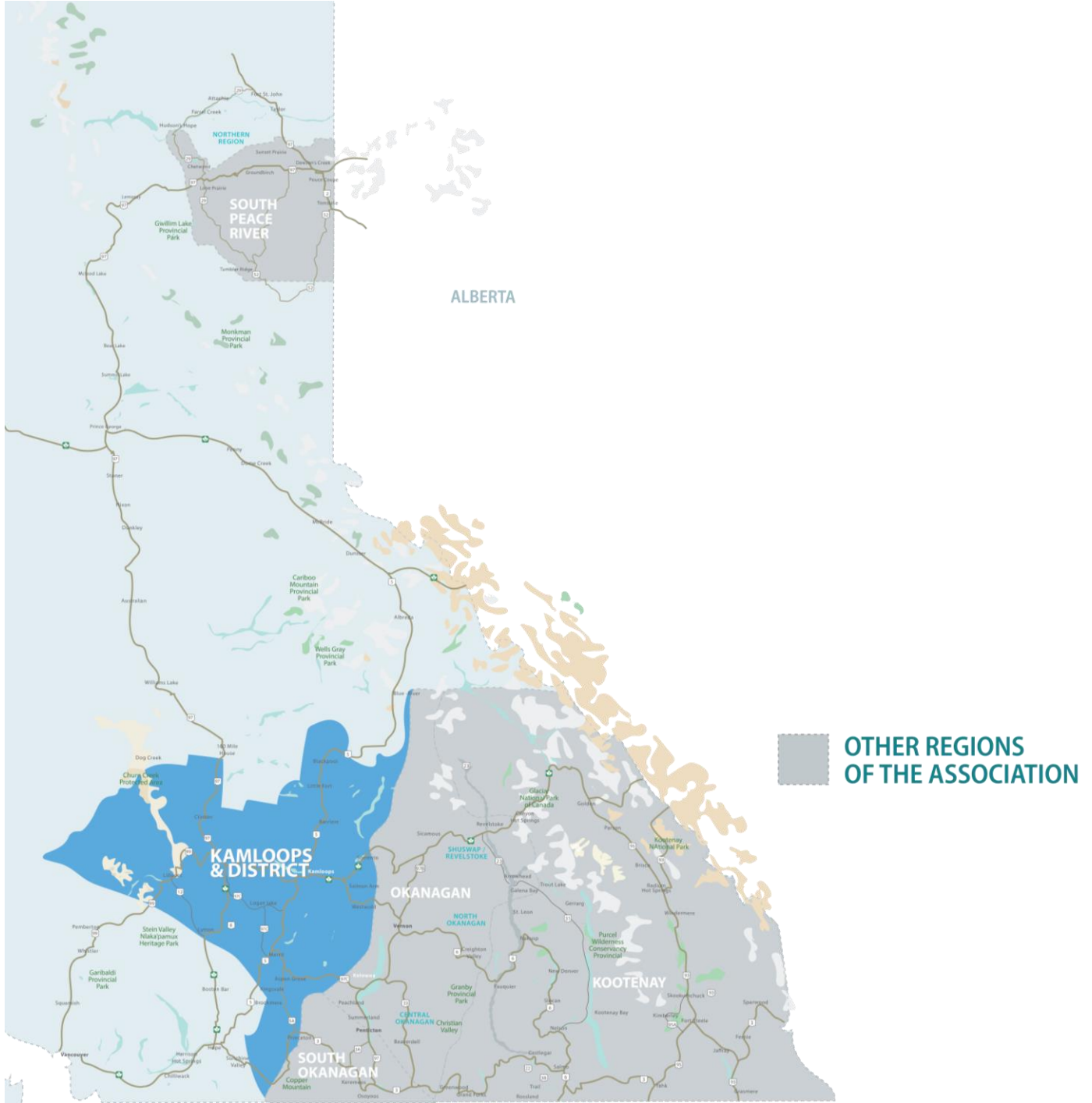


Source: CMHC Housing Market Portal, Q1 2024

unprecedented trend of more homes under construction intended for the rental market. Construction of homes for ownership has sharply declined since its peak in July 2018, with only 342 homes under construction as of February 2024. Though higher than February 2023, these levels are comparable to those seen in 2005.

The federal government has recently released the "Canada's Housing Plan", an ambitious action plan aimed at addressing Canada's housing crisis and making housing more affordable. This extensive plan outlines the multi-pronged approach and extensive list of measures geared towards increasing housing supply, helping Canadians rent or buy a home, construction innovation, and protecting consumers. Additionally, they announced new rules on mortgages that will allow first-time homebuyers to take out 30-year loans when purchasing newly built homes. While this plan will help buyers in the long-run it will likely not stimulate much activity in the near future.

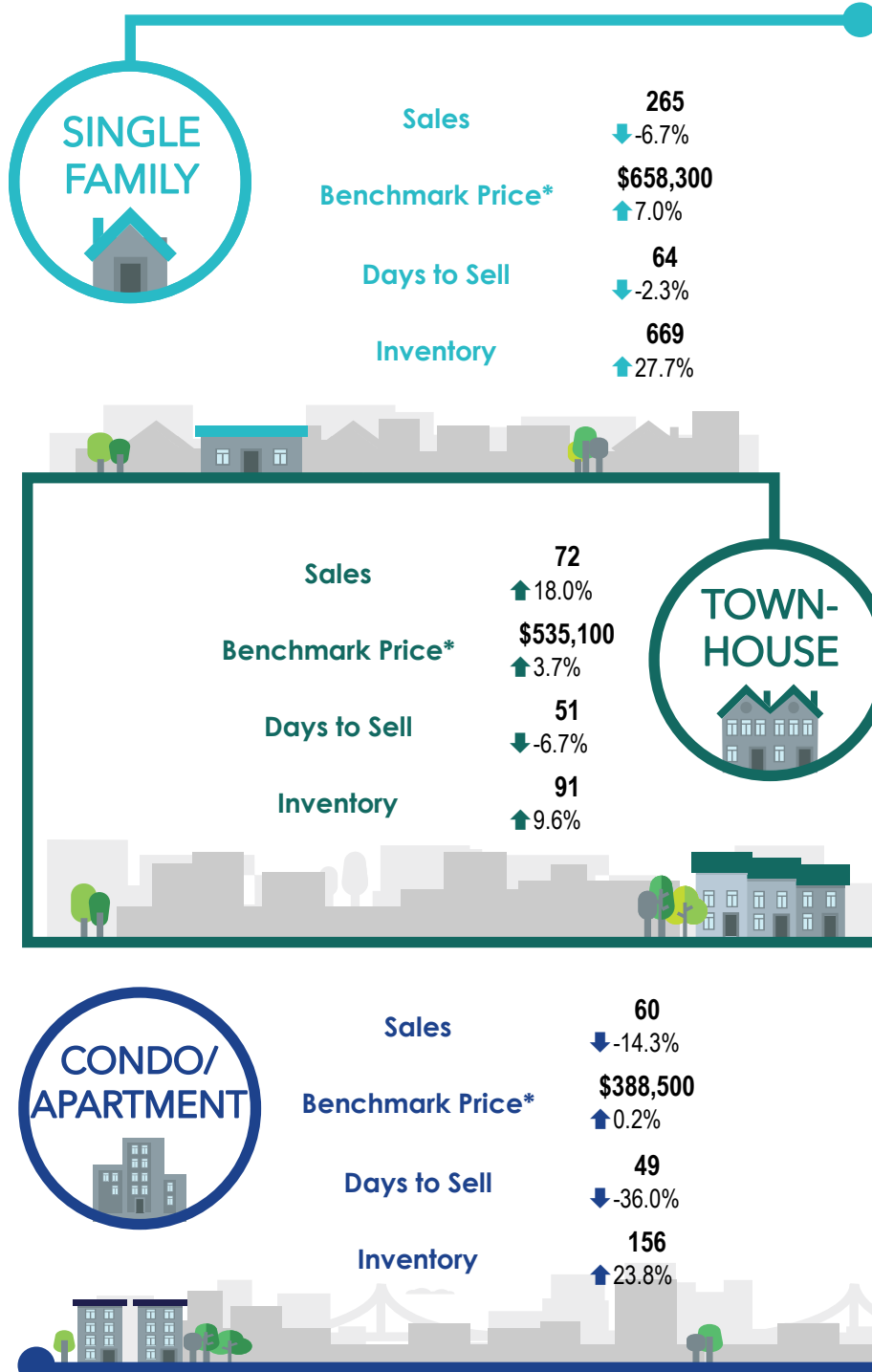




This map is for informational purposes. It does not represent an on-the-ground survey and represents only the approximate relative location of property boundaries.



KAMLOOPS AND DISTRICT REGION



* Percentage represents change compared to the same period last year

** Benchmark Prices and Inventory as of March 2024



Q1 2024 Statistics

Location	SINGLE FAMILY		TOWNHOUSE		APARTMENT	
	Sales	Benchmark Price	Sales	Benchmark Price	Sales	Benchmark Price
Aberdeen	18 ↓ -5.3%	\$856,000 ↑ 9.1%	6 ↓ -14.3%	\$582,400 ↑ 2.2%	6 ↑ 50.0%	\$348,700 ↑ 2.8%
Ashcroft	5 ↑ 66.7%	\$370,900 ↑ 3.5%	1 0.0%		0	
Barnhartvale	10 ↑ 100.0%	\$747,500 ↑ 7.0%	0		0	
Barriere	4 ↓ -50.0%	\$527,600 ↑ 9.5%	0		0	
Batchelor Heights	10 ↑ 25.0%	\$886,100 ↑ 10.4%	3 ↑ 200.0%	\$562,000 ↑ 4.1%	0	
Brocklehurst	13 ↓ -56.7%	\$617,800 ↑ 8.0%	3 ↓ -40.0%	\$391,500 ↑ 7.9%	2 0.0%	\$262,700 ↑ 2.7%
Cache Creek	2 ↓ -50.0%	\$476,900 ↑ 5.6%	0		0	
Campbell Creek/Deloro	4 ↓ -20.0%	\$714,500 ↑ 8.3%	0 ↓ -100.0%		0	
Chase	5 ↓ -44.4%	\$520,000 ↑ 6.7%	0	\$491,800 ↑ 6.1%	0	
Cherry Creek/Savona	2 ↓ -60.0%	\$851,200 ↑ 11.8%	0		0	
Clearwater	9 ↑ 12.5%	\$486,400 ↑ 10.4%	0		0 ↓ -100.0%	
Clinton	2 ↑ 100.0%	\$328,400 ↑ 5.4%	0		0	
Dallas	8 ↑ 14.3%	\$709,100 ↑ 7.6%	0		0 ↓ -100.0%	\$359,300 ↓ -1.8%
Dufferin/Southgate	4 ↓ -50.0%	\$790,600 ↑ 4.4%	1 ↑ 0.5%	\$686,900	0	\$512,000 ↓ -1.8%
Heffley	3 ↑ 50.0%	\$864,600 ↑ 12.7%	0		0	
Lillooet	3 ↓ -50.0%	\$374,800 ↑ 7.9%	0		0	
Logan Lake	18 ↑ 157.1%	\$445,300 ↑ 6.5%	1 ↓ -50.0%		1 ↓ -50.0%	\$179,500 ↑ 7.0%

* Percentage represents change compared to the same period last year

** Benchmark Prices as of March 2024



Q1 2024 Statistics

Location	SINGLE FAMILY		TOWNHOUSE		APARTMENT	
	Sales	Benchmark Price	Sales	Benchmark Price	Sales	Benchmark Price
Merritt	14 ↓ -6.7%	\$468,400 ↑ 3.6%	2 ↓ -33.3%	\$384,100 ↑ 3.1%	0	\$297,600 ↑ 5.1%
North Kamloops	23 ↑ 9.5%	\$542,200 ↑ 6.3%	0 ↓ -100.0%		3 ↓ -25.0%	\$311,000 ↑ 3.6%
Pinantan	4 ↑ 100.0%	\$440,200 ↑ 4.6%	0		0	
Pineview Valley	4 ↓ -42.9%	\$782,600 ↑ 8.6%	7 ↓ -12.5%	\$512,300 ↑ 7.5%	2	\$379,100 ↑ 2.3%
Pritchard	5 ↑ 150.0%	\$444,600 ↑ 10.1%	0		0	
Rayleigh	4 ↑ 300.0%	\$712,700 ↑ 6.3%	0		0	
Sahali	4 ↓ -66.7%	\$784,500 ↑ 8.0%	19 ↑ 90.0%	\$408,500 ↑ 6.5%	12 ↓ -14.3%	\$457,200 ↓ -0.4%
South Kamloops	18 ↓ -21.7%	\$670,400 ↑ 7.7%	5 ↑ 150.0%	\$579,900 ↑ 1.9%	16 ↓ -11.1%	\$361,100 ↑ 1.7%
South Thompson Valley	2	\$789,200 ↑ 6.1%	0		0	
Sun Peaks	1 ↓ -50.0%	\$876,000 ↑ 12.1%	7 ↑ 75.0%	\$918,900 ↑ 3.3%	10 ↓ -33.3%	\$497,300 ↓ -1.3%
Sun Rivers	7 ↑ 16.7%	\$878,300 ↑ 6.4%	2 ↓ -33.3%	\$688,000 ↑ 3.1%	7 0.0%	\$354,700 ↓ -4.6%
Valleyview	10 ↑ 42.9%	\$797,600 ↑ 7.8%	2 ↓ -33.3%	\$585,300 ↑ 3.1%	1	
Westsyde	18 ↓ -10.0%	\$719,600 ↑ 9.1%	6 ↑ 50.0%	\$399,800 ↑ 8.1%	0 ↓ -100.0%	\$405,300 ↑ 2.9%
Juniper Ridge	17 ↑ 112.5%	\$944,600 ↑ 8.5%	6 ↑ 20.0%	\$595,600 ↑ 4.9%	0	

* Percentage represents change compared to the same period last year

** Benchmark Prices as of March 2024



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