

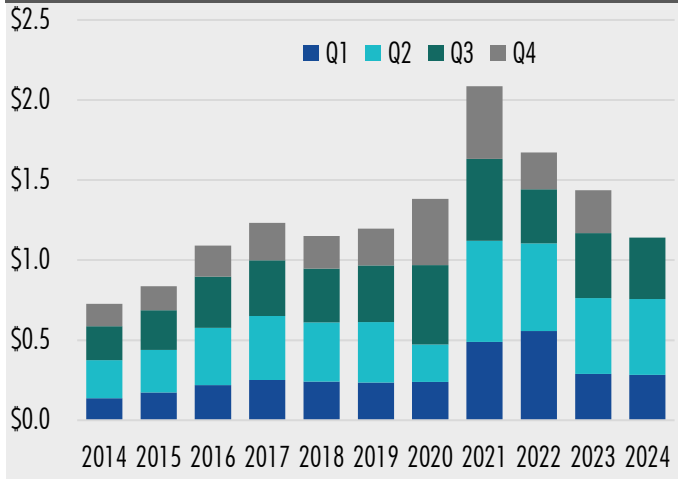


Q3 2024

KAMLOOPS & DISTRICT MARKET OVERVIEW

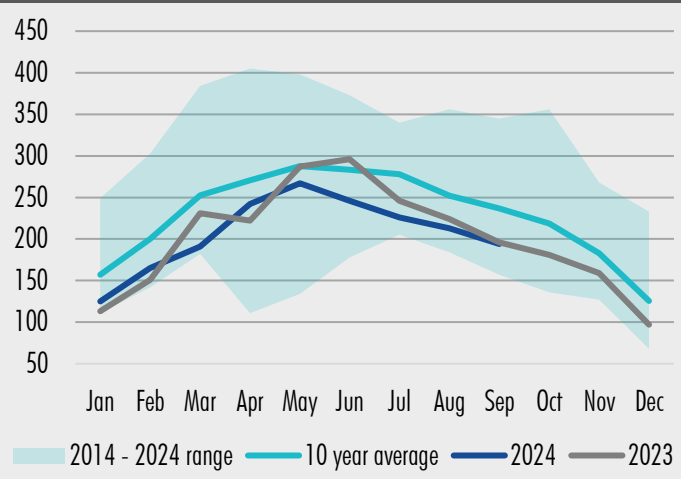
OCTOBER 2024

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



Source: ASSOCIATION OF INTERIOR REALTORS®, Q3 2024

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



Source: ASSOCIATION OF INTERIOR REALTORS®, Q3 2024

The Kamloops residential real estate market continues to struggle to gain momentum despite declining interest rates, as affordability concerns and buyer fatigue persist. In Q3 2024, the region recorded 616 residential sales worth \$374.4 million, marking a 7.5% decline in transaction volume and a 7.7% drop in transaction value compared to Q3 2023. Monthly sales have consistently fallen below the 10-year average throughout the year, as high home prices and inflation have made buyers more cautious. With disposable income under pressure, many potential buyers are taking a more deliberate approach, showing little urgency to enter the market.

Although Kamloops remains one of the most affordable housing markets in the province, its relative affordability has declined over the past decade. The home price-to-income ratio has risen from 3 in 2014 to an estimated 4.5 in 2024, meaning buyers now need 4.5 times their income to purchase a home, compared to 3 times a decade ago.

**FIGURE 3: QUARTERLY RESIDENTIAL
QUICK STATS**



616 Residential sales in Q3 2024
7.5% decrease vs Q3 2023



\$374.4 Million transacted in Q3 2024
7.7% decrease vs Q3 2023



1,325 New listings in Q3 2024
0.5% decrease vs Q3 2023



1,386 Active residential listings as of September 2024
24.5% increase vs September 2023

Source: ASSOCIATION OF INTERIOR REALTORS®, Q3 2024



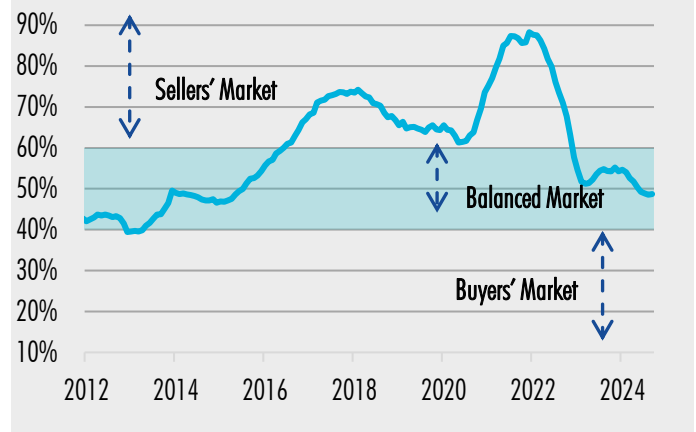
Combined with higher mortgage rates, this puts added pressure on households, especially first-time buyers with limited equity. Although the urgency to make quick decisions has decreased, financial constraints continue to be a major barrier for new buyers.

The slowdown in transactions has increased active listings to 1,386 as of September 2024. More rental properties are also for sale as investors look to exit the market due to challenges such as higher interest rates, taxes, and the short-term rental ban (which is less relevant in Kamloops). However, many of these properties are less appealing to renters, often featuring smaller square footage or are outdated. Despite listings tripling from pandemic lows, the current supply is slightly above 2018–2019 levels, with six months of inventory,

From 2016 to 2023, the market strongly favoured sellers, so the shift to balance now feels like a sharp slowdown. At the peak of the market, monthly sales reached nearly 90% of new listings, which was an unsustainable rate. Currently, the market shows signs of stabilizing, with a sales-to-new-listings ratio indicating a balanced environment. Monthly sales now account for about 50% of new listings, though this figure is trending downward, gradually moving toward a buyer's market.

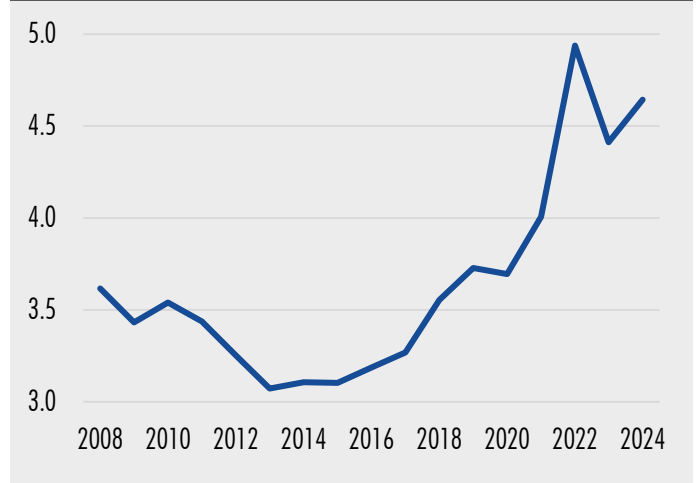
Inflation returned to the 2% target in August, with shelter costs keeping prices elevated. Households are under pressure from high debt levels, reduced purchasing power, and higher interest rates. Furthermore, recent GDP data shows that Canada's economy remains sluggish, despite some improvement in employment.

FIGURE 4: SALES-TO-NEW-LISTINGS RATIO – 12 Month-Moving-Average



Source: ASSOCIATION OF INTERIOR REALTORS®, Q3 2024

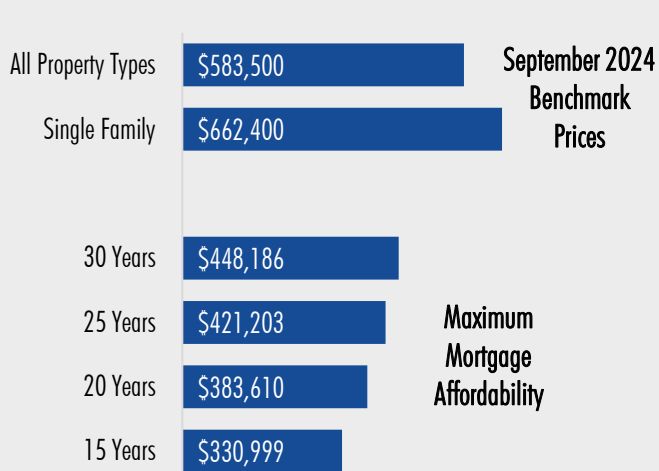
FIGURE 5: KAMLOOPS HOME PRICE-TO-INCOME RATIO – All Property Types



Source: ASSOCIATION OF INTERIOR REALTORS®, Q3 2024



FIGURE 6: MAXIMUM MORTGAGE AFFORDABILITY* Based on the Average Household Income



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

Source: ASSOCIATION OF INTERIOR REALTORS®, Q3 2024

FIGURE 7: HISTORICAL MONTHS OF INVENTORY - All Property Types



Source: ASSOCIATION OF INTERIOR REALTORS®, Q3 2024

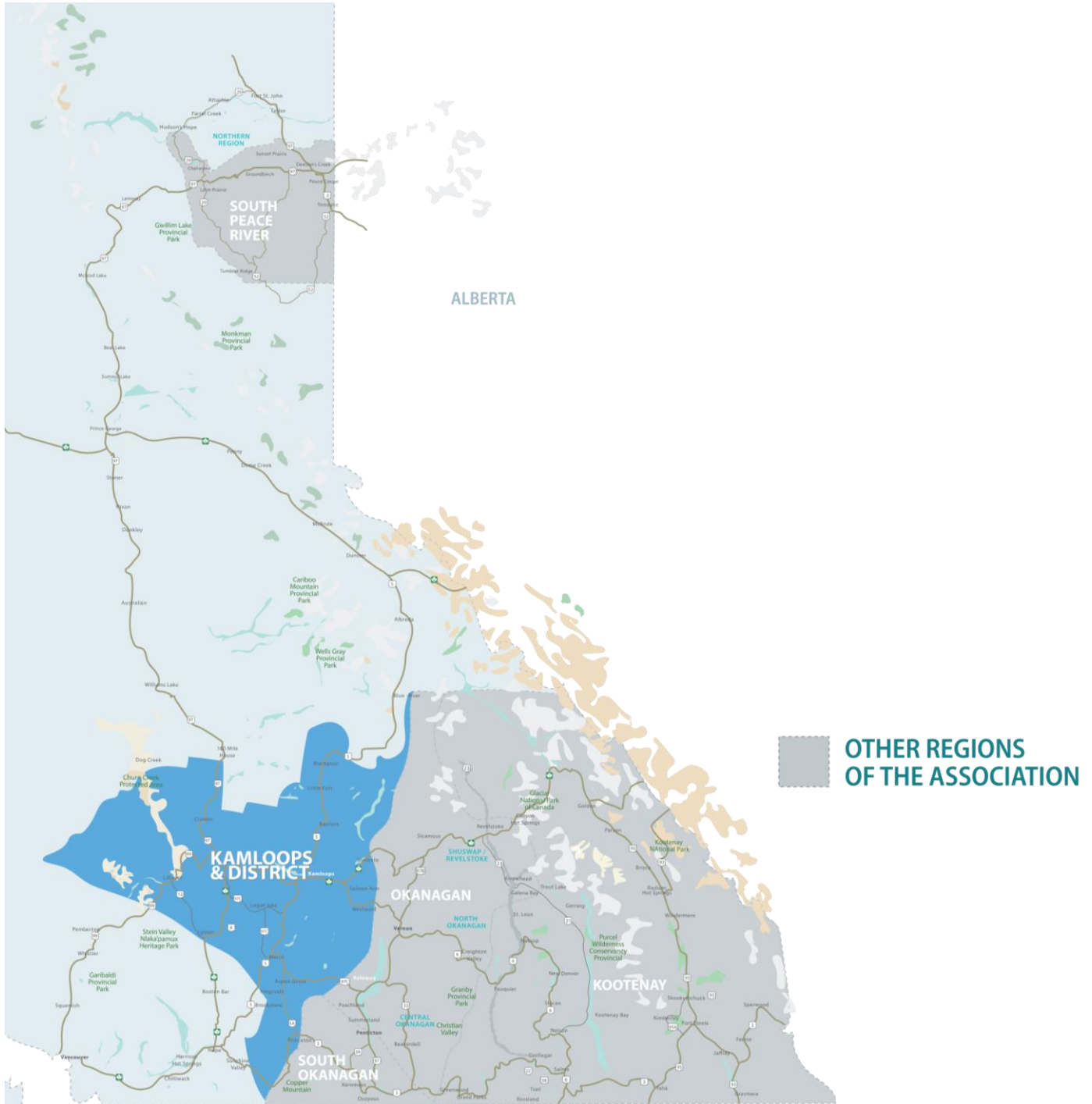
Job growth in September exceeded expectations, and the unemployment rate dropped slightly, though more recent gains have been weak. The current labour market has so far helped borrowers manage higher payments, but job losses could increase financial strain. Yet, the Bank of Canada has responded to concerns over a slowing economy and the risk of deflation by cutting interest rates by 50 basis points. Such a significant cut signals deeper worries that consumer spending is weakening. Historically, the Bank has been reluctant to make rate adjustments larger than 25 basis points at a time. October's decision likely reflects heightened fears about the diminishing strength of Canada's economy and job market. Despite this move, mortgage rates are unlikely to return to the historically low levels seen during the pandemic anytime soon.

Any significant improvement in the spring market will depend on the state of the economy and the pace of interest rate cuts. Interest rates have already decreased in anticipation of future reductions. The

government recognizes housing affordability challenges, and recent policy changes— such as raising the price cap for insured mortgages from \$1 million to \$1.5 million and allowing 30-year amortizations for first-time buyers (effective December 15) — aim to help. However, these changes are unlikely to significantly boost demand given the high mortgage payments to acquire the current inventory.

Throughout the rest of the year, the market is expected to remain slow but balanced, with demand primarily driven by local buyers. The influx of out-of-town buyers has diminished due to the decline of remote work post-COVID, leaving fewer options for those buyers. Sellers are generally not in a rush to sell and are often reluctant to lower their prices. Many would rather hold onto their properties than sell at a loss, suggesting they'll adapt to the current conditions rather than make steep price cuts.

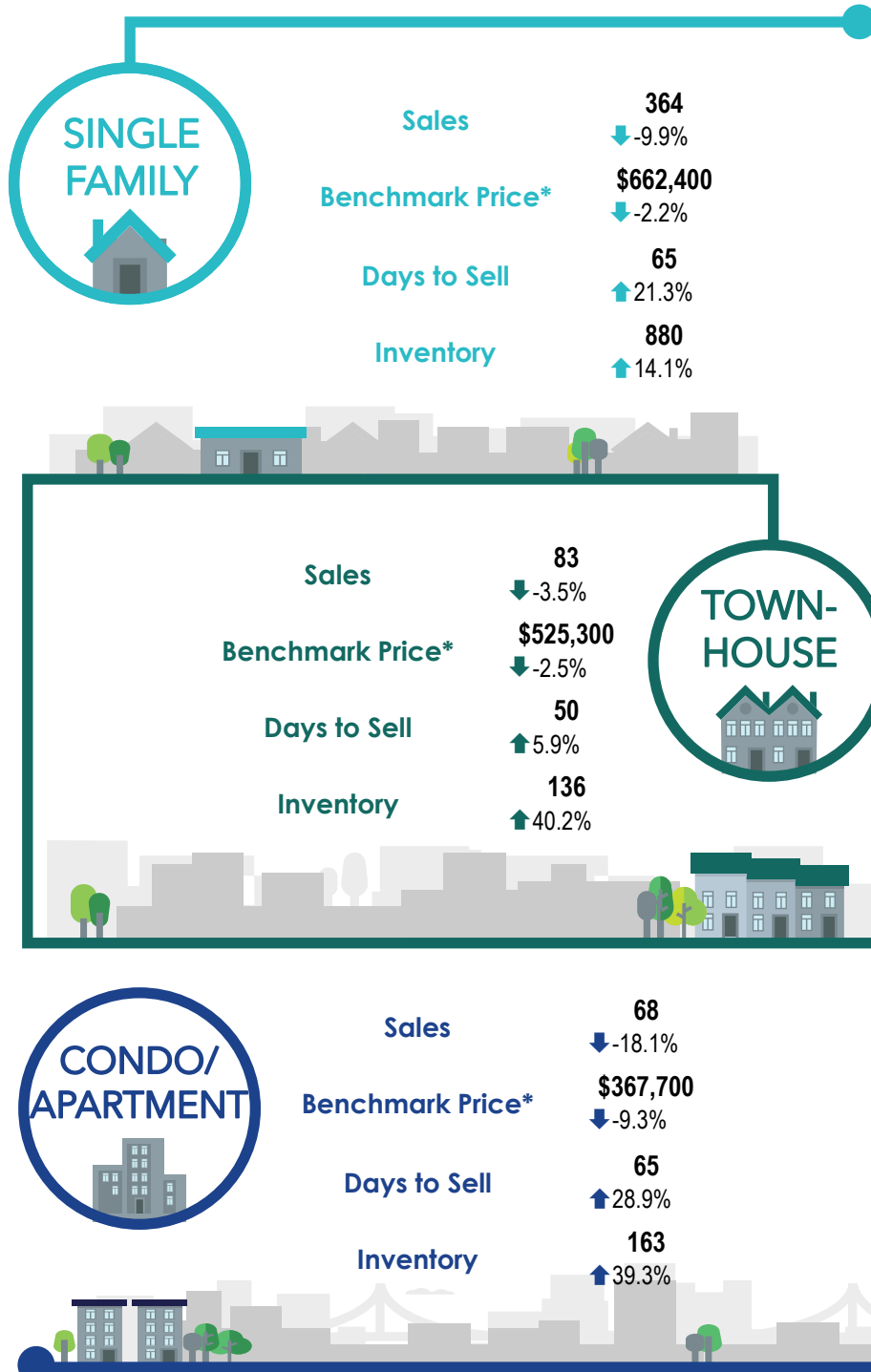




This map is for informational purposes. It does not represent an on-the-ground survey and represents only the approximate relative location of property boundaries.



KAMLOOPS AND DISTRICT REGION



* Percentage represents change compared to the same period last year

** Benchmark Prices and Inventory as of September 2024



Q3 2024 Statistics

Location	SINGLE FAMILY		TOWNHOUSE		APARTMENT	
	Sales	Benchmark Price	Sales	Benchmark Price	Sales	Benchmark Price
Aberdeen	28 ↑ 27.3%	\$873,600 ↓ -0.4%	10 ↑ 42.9%	\$565,500 ↓ -2.3%	4 ↓ -20.0%	\$340,300 ↓ -4.8%
Ashcroft	2 ↓ -71.4%	\$361,500 ↓ -6.4%	1 0.0%		0 ↓ -100.0%	
Barnhartvale	10 ↓ -28.6%	\$762,200 ↓ -1.1%	0		0	
Barriere	9 0.0%	\$512,600 ↓ -5.0%	0		0	
Batchelor Heights	8 ↓ -33.3%	\$904,700 ↑ 0.1%	0 ↓ -100.0%	\$557,500 ↓ -2.5%	0	
Brocklehurst	23 ↓ -14.8%	\$636,000 ↓ -0.6%	11 ↓ -21.4%	\$388,400 ↓ -1.0%	1 ↓ -87.5%	\$254,800 ↓ -5.1%
Cache Creek	3 ↑ 50.0%	\$411,200 ↓ -7.4%	0 ↓ -100.0%		0	
Campbell Creek/Deloro	4 0.0%	\$678,800 ↓ -3.8%	0 ↓ -100.0%		0	
Chase	16 ↑ 77.8%	\$498,200 ↓ -3.6%	1 ↓ -3.9%	\$497,000	0	
Cherry Creek/Savona	3 ↓ -50.0%	\$850,100 ↓ 0.0%	0		0	
Clearwater	11 ↓ -8.3%	\$460,900 ↓ -5.5%	0 ↓ -100.0%		1	
Clinton	3 ↑ 200.0%	\$318,700 ↓ -5.8%	0		0	
Dallas	9 ↓ -18.2%	\$732,600 ↓ -3.3%	0		1 0.0%	\$346,000 ↓ -9.2%
Dufferin/Southgate	9 ↑ 50.0%	\$828,000 ↑ 0.1%	5 ↓ -6.1%	\$687,200	0 ↓ -100.0%	\$426,100 ↓ -12.8%
Heffley	6 ↑ 100.0%	\$776,500 ↑ 0.5%	0		0	
Lillooet	11 0.0%	\$363,100 ↓ -6.0%	0		0	
Logan Lake	10 ↓ -9.1%	\$470,700 ↓ -5.1%	2		3 ↓ -25.0%	\$166,800 ↓ -1.5%

* Percentage represents change compared to the same period last year

** Benchmark Prices as of September 2024



Q3 2024 Statistics

Location	SINGLE FAMILY		TOWNHOUSE		APARTMENT	
	Sales	Benchmark Price	Sales	Benchmark Price	Sales	Benchmark Price
Merritt	32 ↑ 3.2%	\$457,500 ↓ -5.4%	2 0.0%	\$372,500 ↓ -2.3%	1 ↓ -50.0%	\$276,400 ↓ -5.4%
North Kamloops	20 ↓ -35.5%	\$538,100 ↓ -5.5%	0 ↓ -100.0%		2 ↓ -33.3%	\$301,100 ↓ -5.7%
Pinantan	3 ↓ -40.0%	\$397,400 ↓ -8.7%	0		0	
Pineview Valley	5 ↓ -37.5%	\$805,800 ↑ 1.5%	3 ↓ -70.0%	\$495,000 ↓ -2.8%	5 ↑ 66.7%	\$366,600 ↓ -6.9%
Pritchard	2 ↓ -60.0%	\$461,700 ↓ -4.4%	0		0	
Rayleigh	8 ↑ 700.0%	\$761,700 ↑ 1.8%	0		0	
Sahali	18 ↓ -43.8%	\$800,600 ↓ -0.1%	21 0.0%	\$398,200 ↓ -3.3%	16 0.0%	\$442,500 ↓ -9.3%
South Kamloops	23 ↑ 9.5%	\$683,800 ↓ -0.7%	4 ↓ -50.0%	\$552,500 ↓ -4.4%	21 ↑ 5.0%	\$341,800 ↓ -6.3%
South Thompson Valley	8 ↑ 60.0%	\$795,300 ↓ 0.0%	0		0	
Sun Peaks	3 ↑ 4.4%	\$845,900 ↑ 4.4%	4 ↓ -20.0%	\$852,000 ↓ -4.2%	9 ↑ 28.6%	\$467,700 ↓ -11.3%
Sun Rivers	7 0.0%	\$901,900 ↓ -1.6%	6 ↓ -4.1%	\$684,100 ↓ -4.1%	2 ↓ -75.0%	\$336,000 ↓ -10.0%
Valleyview	14 ↑ 27.3%	\$805,700 ↓ -0.1%	4 ↑ 300.0%	\$577,400 ↓ -3.2%	2	
Westsyde	16 ↓ -46.7%	\$752,900 ↑ 1.3%	3 ↓ -40.0%	\$417,400 ↓ -0.8%	0 ↓ -100.0%	\$390,400 ↓ -7.6%
Juniper Ridge	12 ↓ -47.8%	\$956,000 ↓ -0.8%	5 ↑ 66.7%	\$596,500 ↓ -4.0%	0	

* Percentage represents change compared to the same period last year

** Benchmark Prices as of September 2024



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