

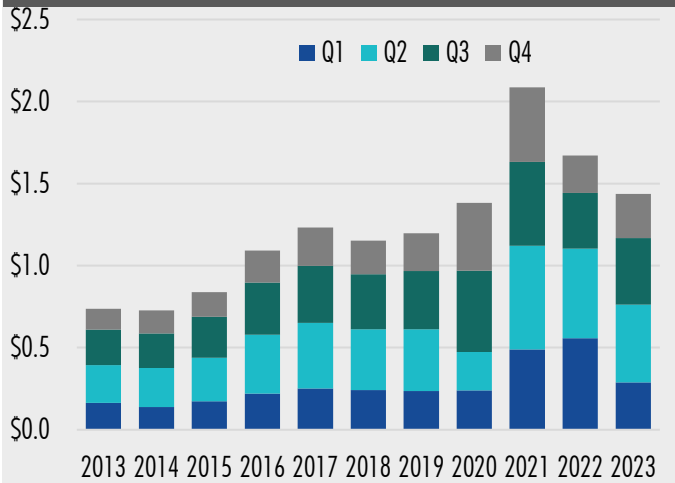


2023

KAMLOOPS & DISTRICT MARKET OVERVIEW

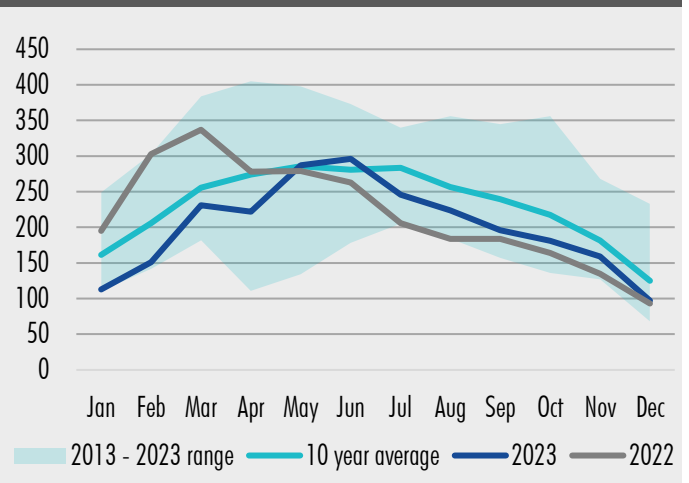
JANUARY 2024

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



Source: ASSOCIATION OF INTERIOR REALTORS®, Q4 2023

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



Source: ASSOCIATION OF INTERIOR REALTORS®, Q4 2023

In 2023, residential sales in Kamloops experienced the slowest pace since 2014. Throughout the region, the Association of Interior REALTORS® recorded a total of 2,392 residential sales amounting to \$1.4 billion. This figure reflects an 8.8% decline in the number of sales compared to 2022 and a substantial 16.1% dip below the 10-year average. The early months of the year set the tone, with January and February posting 10-year lows. Although the market saw a brief surge in activity during the summer, peaking in June, the following six months witnessed consecutive declines in sales. Although this pattern is considered typical, every month in 2023, excluding May and June, recorded sales below the 10-year average for that month. The continual increase in interest rates throughout 2023 played a role in cooling the market, as elevated rates and prices diminished the affordability of homeownership.

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



2,392 Residential sales in 2023
8.8% decrease vs 2022



\$1.4 Billion transacted in 2023
x% increase vs 2022



4,494 New listings in 2023
5.9% decrease vs 2022



740 Active residential listings as of December 2023
11.4% increase vs December 2022

Source: ASSOCIATION OF INTERIOR REALTORS®, Q4 2023

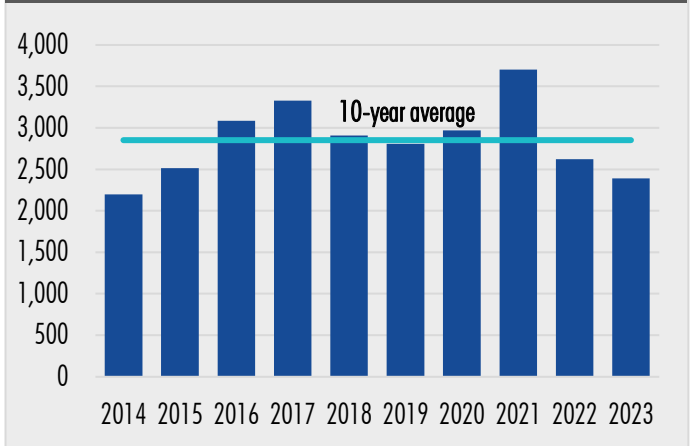


The sales slowdown impacted both urban and rural communities, with rural areas generally facing more challenges. The ski resort town of Sun Peaks experienced the most significant decline among all submarkets, with sales declining by 40.2%. However, notable exceptions include Pineview Valley and Clearwater, which saw strong increases of 62.8% and 28.0%, respectively. Pineview Valley's rise in desirability can be attributed to the construction of the new Pineview Valley Elementary School in Kamloops, set to break ground next year. The rise in Clearwater was driven by heightened demand associated with the construction of the Trans Mountain pipeline.

Despite less demand, which has led to a recent increase in inventories, Kamloops still has a shortage of homes. As of December 2023, there were 740 active residential listings, an 11.4% increase compared to December 2022. However, the available inventory falls 12.1% below the 10-year average for December. The uptick in listings is primarily attributed to a slowdown in demand rather than an increase in overall supply. In fact, in 2023, there were only 4,494 new listings, reflecting a 5.9% decline compared to 2022. The limited supply adds another layer of challenge to an already difficult market for buyers, limiting their options and further slowing down the overall market. For instance, limited choices have compelled individuals in an aging population to age in place, further reducing the availability of homes entering the market.

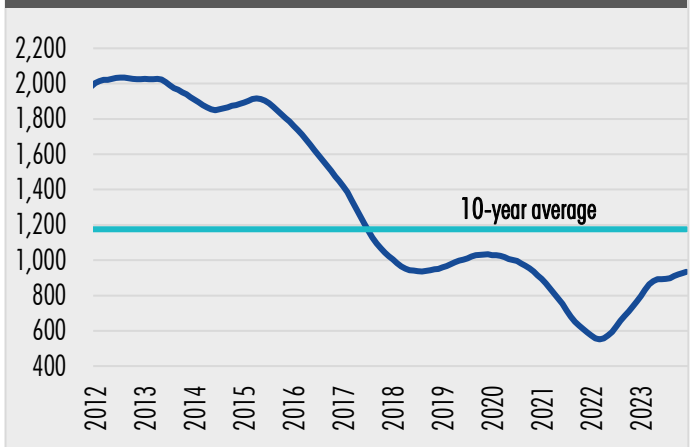
In December 2023, the composite Benchmark Price for all categories and submarkets reached \$572,900. Although prices declined 11.3% from their peak in May 2022, they have rebounded with a 4.8% increase from December 2022 to December 2023. The surge in 2022 was fueled by unrealistic gains in a frenzied market, necessitating a correction. Despite the recent decline, the market has maintained a steady long-term trend with a 4.5% annual compound growth since 2005. Notably, this growth persisted in 2023. The period between 2007 and 2015 witnessed minimal growth, highlighting the contrast with the recent positive trend.

FIGURE 4: ANNUAL RESIDENTIAL HOME SALES



Source: ASSOCIATION OF INTERIOR REALTORS®, Q4 2023

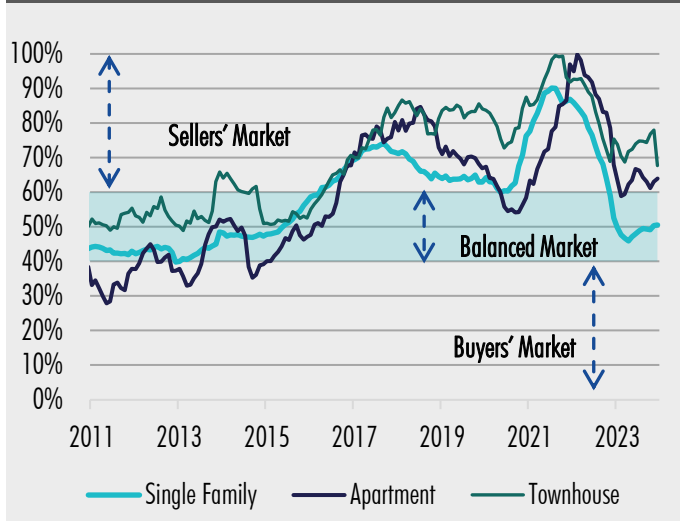
FIGURE 5: RESIDENTIAL ACTIVE INVENTORY – 12 MONTH MOVING AVERAGE



Source: ASSOCIATION OF INTERIOR REALTORS®, Q4 2023



FIGURE 6: SALES-TO-NEW-LISTINGS RATIO - 12 MONTH MOVING AVERAGE

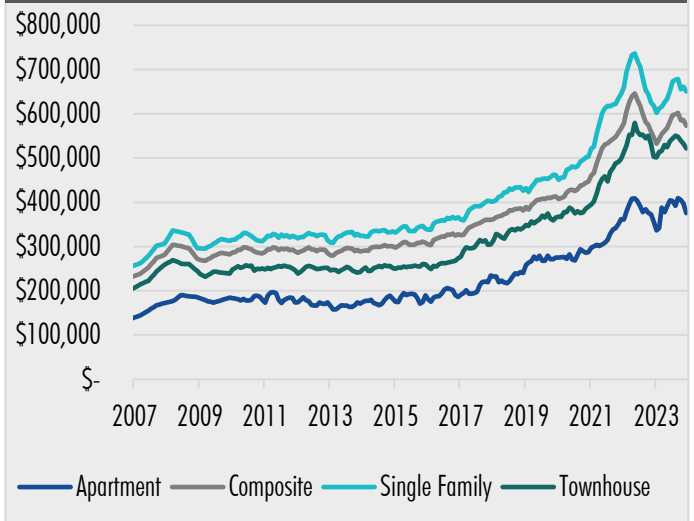


Source: ASSOCIATION OF INTERIOR REALTORS®, Q4 2023

Interest rates are expected to remain unchanged for the foreseeable future, but economists suggest possible cuts into the summer of 2024. While it's considered premature to discuss rate cuts, the Bank of Canada emphasizes the need for consistent evidence of inflation heading back to 2% before any policy easing. Canada is thought to be finished with raising rates, yet addressing inflation remains a priority. Inflation, which was over 8% last year, eased to 3.4% in December 2023. Although this is slightly higher than the month before, the increase was anticipated and expected to be temporary. Past rate increases will continue to impact the economy, restricting spending and limiting growth and employment to control inflation.

Looking ahead, the market is expected to undergo its traditional slowdown earlier in the year, with a subsequent moderate pickup. However, the increase is not expected to reach the levels observed in 2021 and 2022. Consumer confidence is on the rise due to stable

FIGURE 7: KAMLOOPS HISTORICAL BENCHMARK PRICE

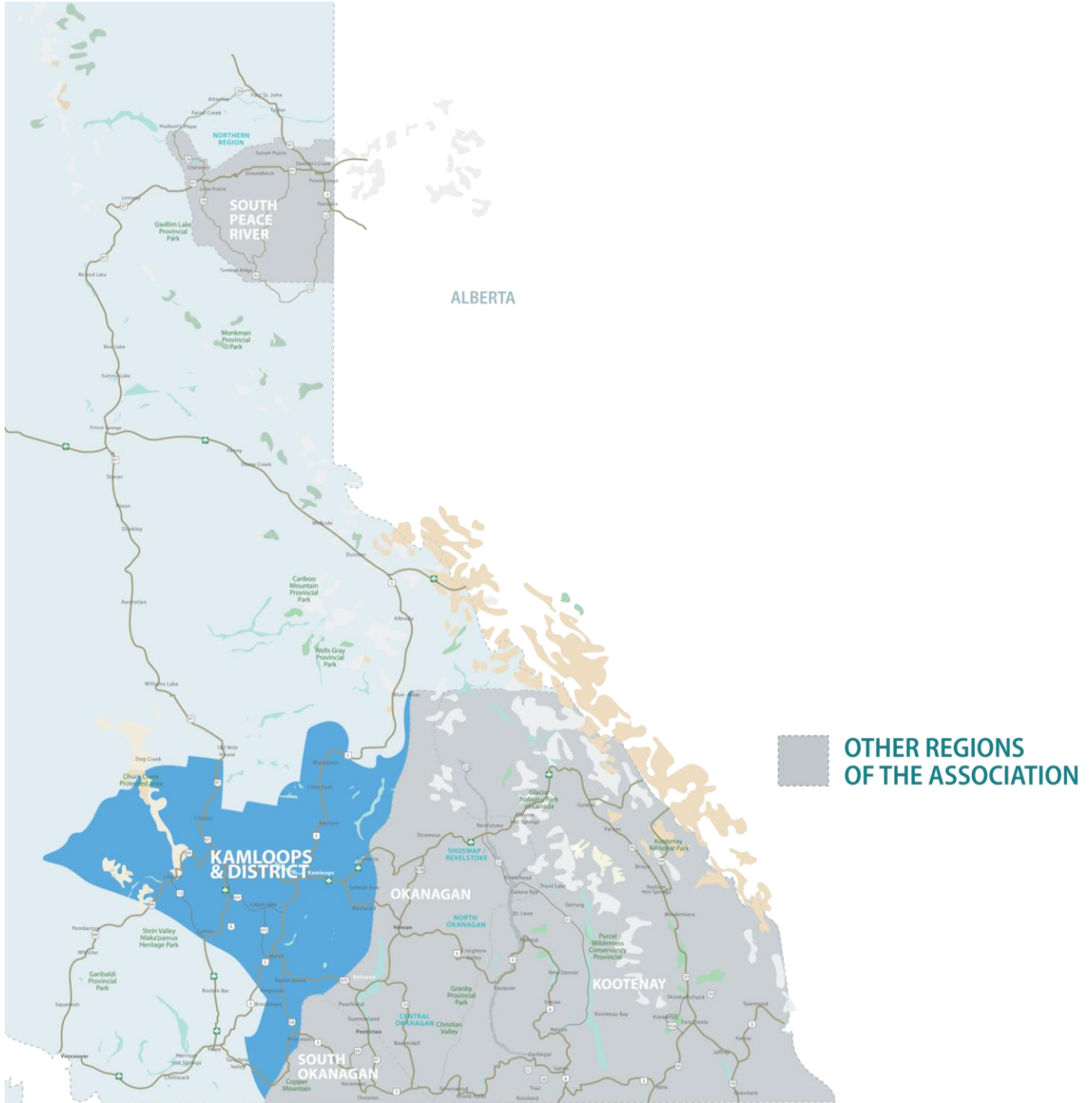


Source: ASSOCIATION OF INTERIOR REALTORS®, Q4 2023

mortgage rates. With fixed rates already dropping to low 5%, and the potential for rate cuts, this is likely to entice some who were previously hesitant to enter the market. The recent slowdown in prices creates an opportunity for buyers. However, mortgage affordability will remain a barrier for some. Supply is expected to remain a challenge into the next year, with limited new construction underway due to high building costs and infrastructure expenses. The upcoming B.C. government rules, set to regulate short-term rentals by May 2024, may offer some extra housing supply.

The Kamloops housing market stands resilient, attracting individuals with its central location, favorable weather, and outdoor activities. The market's affordability compared to other markets in BC, coupled with a steady economy, makes it an attractive place to live. This contributes to a cautiously optimistic outlook for the local real estate market.

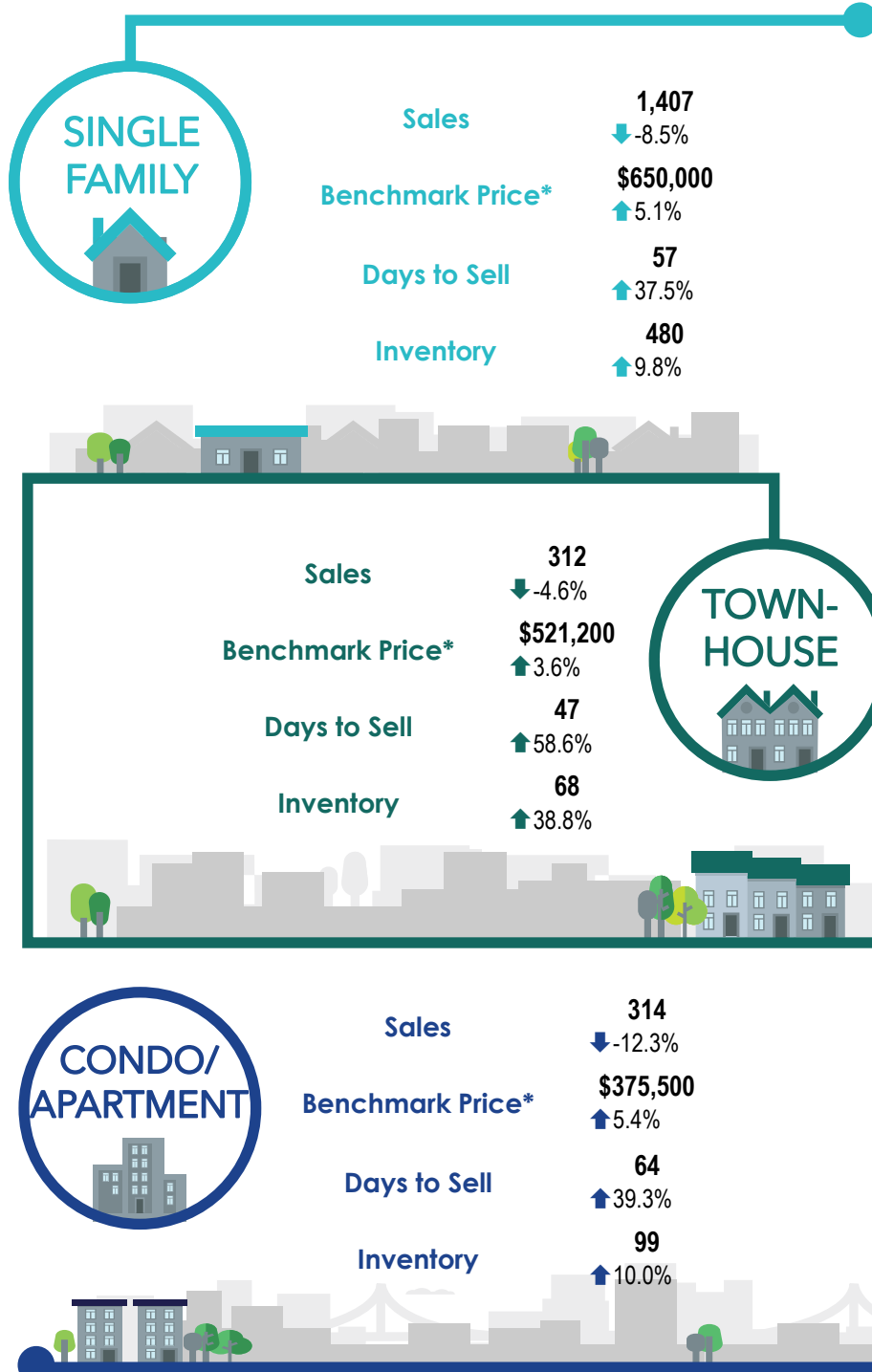




This map is for informational purposes. It does not represent an on-the-ground survey and represents only the approximate relative location of property boundaries.



KAMLOOPS AND DISTRICT REGION



* Percentage represents change compared to the same period last year

** Benchmark Prices and Inventory as of December 2023



2023 Statistics

Location	SINGLE FAMILY		TOWNHOUSE		APARTMENT	
	Sales	Benchmark Price	Sales	Benchmark Price	Sales	Benchmark Price
Aberdeen	86 ↓ -14.9%	\$851,200 ↑ 5.2%	38 ↓ -17.4%	\$566,000 ↑ 2.4%	18 ↓ -5.3%	\$337,000 ↑ 5.0%
Ashcroft	23 ↑ 4.5%	\$358,900 ↑ 5.4%	4 0.0%		5 ↑ 150.0%	
Barnhartvale	37 ↓ -36.2%	\$737,800 ↑ 3.6%	0		0	
Barriere	31 ↓ -22.5%	\$516,500 ↑ 9.9%	1		0	
Batchelor Heights	46 ↓ -9.8%	\$875,300 ↑ 7.6%	2 ↓ -77.8%	\$547,300 ↑ 3.9%	0	
Brocklehurst	109 ↓ -15.5%	\$610,500 ↑ 5.4%	34 ↑ 21.4%	\$382,500 ↑ 8.7%	27 ↓ -10.0%	\$252,500 ↑ 7.4%
Cache Creek	13 ↓ -13.3%	\$463,700 ↑ 8.0%	1		0	
Campbell Creek/Deloro	18 ↑ 80.0%	\$707,200 ↑ 3.7%	4 ↓ -50.0%		0	
Chase	36 ↓ -20.0%	\$507,000 ↑ 7.9%	1 ↓ -75.0%	\$480,600 ↑ 7.0%	1 0.0%	
Cherry Creek/Savona	24 ↑ 100.0%	\$834,800 ↑ 7.2%	0		0	
Clearwater	50 ↑ 25.0%	\$473,900 ↑ 11.6%	2		1 0.0%	
Clinton	14 ↓ -6.7%	\$314,600 ↑ 5.0%	0		0	
Dallas	37 ↓ -2.6%	\$694,900 ↑ 5.2%	1 ↓ -50.0%		5 ↓ -16.7%	\$349,300 ↑ 3.6%
Dufferin/Southgate	24 ↓ -14.3%	\$783,700 ↑ 2.2%	2 ↓ -75.0%	\$682,800 ↑ 3.4%	4 ↑ 100.0%	\$501,900 ↑ 2.6%
Heffley	8 ↓ -60.0%	\$843,000 ↑ 7.3%	0		0	
Lillooet	34 ↓ -10.5%	\$360,600 ↑ 3.4%	0		0	
Logan Lake	43 ↑ 7.5%	\$430,200 ↑ 7.5%	4 ↑ 33.3%		10 ↓ -41.2%	\$173,300 ↑ 10.3%

* Percentage represents change compared to the same period last year

** Benchmark Prices as of December 2023



2023 Statistics

Location	SINGLE FAMILY		TOWNHOUSE		APARTMENT	
	Sales	Benchmark Price	Sales	Benchmark Price	Sales	Benchmark Price
Merritt	93 ↓ -8.8%	\$454,700 ↑ 3.7%	12 ↑ 71.4%	\$371,000 ↑ 1.1%	3 ↓ -76.9%	\$287,000 ↑ 8.5%
North Kamloops	99 ↑ 10.0%	\$524,600 ↑ 8.1%	2 0.0%		15 0.0%	\$300,300 ↑ 7.1%
Pinantan	17 ↑ 70.0%	\$423,700 ↑ 4.3%	0		0	
Pineview Valley	32 ↑ 14.3%	\$774,400 ↑ 5.1%	33 ↑ 266.7%	\$497,200 ↑ 7.3%	4 ↓ -33.3%	\$364,300 ↑ 5.5%
Pritchard	12 ↓ -36.8%	\$424,500 ↑ 8.2%	0		0	
Rayleigh	12 ↓ -50.0%	\$709,700 ↑ 2.9%	0		0	
Sahali	90 ↓ -3.2%	\$776,500 ↑ 3.7%	67 ↓ -5.6%	\$397,700 ↑ 6.8%	62 ↓ -21.5%	\$442,600 ↑ 4.1%
South Kamloops	70 0.0%	\$666,400 ↑ 5.1%	21 ↓ -8.7%	\$569,800 ↑ 2.5%	79 ↑ 9.7%	\$345,300 ↑ 4.1%
South Thompson Valley	27 ↓ -12.9%	\$778,100 ↑ 4.1%	0		0	
Sun Peaks	7 ↓ -36.4%	\$870,900 ↑ 9.8%	17 ↓ -52.8%	\$904,900 ↑ 5.0%	43 ↓ -29.5%	\$482,200 ↑ 6.5%
Sun Rivers	23 ↓ -25.8%	\$875,600 ↑ 3.7%	8 ↓ -33.3%	\$672,000 ↑ 3.6%	26 ↑ 36.8%	\$350,100 ↑ 2.5%
Valleyview	40 ↓ -24.5%	\$789,500 ↑ 5.0%	12 ↓ -25.0%	\$569,300 ↑ 3.2%	1 ↓ -50.0%	
Westsyde	109 ↑ 6.9%	\$711,400 ↑ 6.3%	18 ↑ 5.9%	\$388,100 ↑ 7.7%	8 ↓ -11.1%	\$389,000 ↑ 6.0%
Juniper Ridge	54 ↓ -15.6%	\$939,600 ↑ 5.4%	19 ↑ 58.3%	\$584,300 ↑ 5.4%	0	

* Percentage represents change compared to the same period last year

** Benchmark Prices as of December 2023



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