#### HOUSING MARKET INFORMATION

## HOUSING NOW Kelowna CMA





#### Date Released: June 2010

#### **Housing Starts Increase in May**

Kelowna area housing starts totaled 82 homes in May. Both detached home and multi-family starts have increased from last year.

Lower construction costs and lot prices have allowed builders to target value conscious buyers, boosting demand for new homes. Favourable interest rates have also been a key factor contributing to increased demand. The inventory of new,

completed and unoccupied detached homes has steadily declined since mid 2009, clearing the way for more new home construction this year.

Kelowna's multi-family construction sector has moved away from large scale apartment condominiums towards smaller, phased attached housing projects and rental apartment construction. The uptick in detached home and multi-family construction is in line with CMHC's 2010 forecast.

# Housing Starts - Detached Homes - Kelowna C.M.A. 2000 - 2010 Singles Trend 150 50 00 00 02 04 06 08 10

Source: CMHC.

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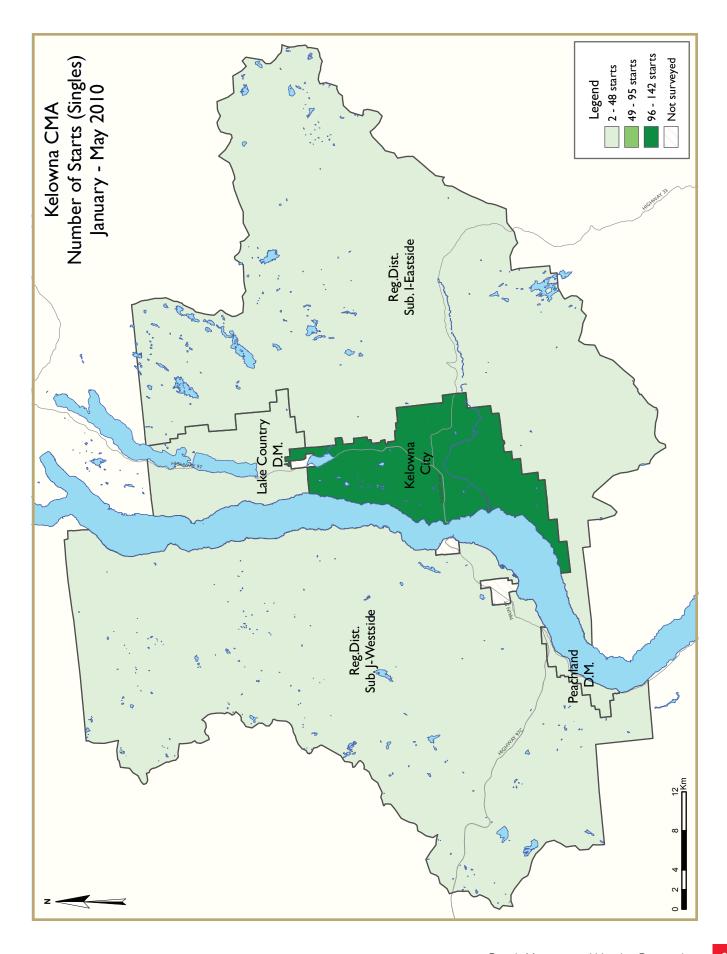
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#### **SYMBOLS**

- n/a Not applicable
- \* Totals may not add up due to co-operatives and unknown market types
- \*\* Percent change > 200%
- Nil
- -- Amount too small to be expressed
- SA Monthly figures are adjusted to remove normal seasonal variation

|                        | able I: H | ousing A | ctivity Su           | mmary o | of Kelown       | a CMA           |                             |                 |        |
|------------------------|-----------|----------|----------------------|---------|-----------------|-----------------|-----------------------------|-----------------|--------|
|                        |           |          | May 20               |         |                 |                 |                             |                 |        |
|                        |           |          | Owne                 | rship   |                 |                 | <b>D</b>                    | . 1             |        |
|                        |           | Freehold |                      | C       | Condominium     |                 | Ren                         | tal             |        |
|                        | Single    | Semi     | Row, Apt.<br>& Other | Single  | Row and<br>Semi | Apt. &<br>Other | Single,<br>Semi, and<br>Row | Apt. &<br>Other | Total* |
| STARTS                 |           |          |                      |         |                 |                 |                             |                 |        |
| May 2010               | 56        | 4        | 0                    | 0       | 20              | 0               | 2                           | 0               | 82     |
| May 2009               | 31        | 2        | 0                    | 0       | 2               | 0               | 3                           | 0               | 38     |
| % Change               | 80.6      | 100.0    | n/a                  | n/a     | **              | n/a             | -33.3                       | n/a             | 115.8  |
| Year-to-date 2010      | 220       | 18       | 0                    | 7       | 40              | 3               | 9                           | 111             | 408    |
| Year-to-date 2009      | 94        | 4        | 0                    | 5       | 22              | 0               | 14                          | 0               | 139    |
| % Change               | 134.0     | **       | n/a                  | 40.0    | 81.8            | n/a             | -35.7                       | n/a             | 193.5  |
| UNDER CONSTRUCTION     |           |          |                      |         |                 |                 |                             |                 |        |
| May 2010               | 473       | 30       | 0                    | 9       | 155             | 173             | 14                          | 212             | 1,066  |
| May 2009               | 453       | 6        | 0                    | 17      | 196             | 1,054           | 20                          | 59              | 1,805  |
| % Change               | 4.4       | **       | n/a                  | -47.1   | -20.9           | -83.6           | -30.0                       | **              | -40.9  |
| COMPLETIONS            |           |          |                      |         |                 |                 |                             |                 |        |
| May 2010               | 44        | 2        | 0                    | 3       | 8               | 0               | - 1                         | 0               | 58     |
| May 2009               | 39        | 0        | 0                    | 4       | 6               | 141             | 6                           | 0               | 196    |
| % Change               | 12.8      | n/a      | n/a                  | -25.0   | 33.3            | -100.0          | -83.3                       | n/a             | -70.4  |
| Year-to-date 2010      | 195       | 6        | 0                    | 8       | 64              | <del>4</del> 81 | 13                          | 0               | 767    |
| Year-to-date 2009      | 234       | 2        | 0                    | 10      | 111             | 583             | 26                          | 0               | 966    |
| % Change               | -16.7     | 200.0    | n/a                  | -20.0   | -42.3           | -17.5           | -50.0                       | n/a             | -20.6  |
| COMPLETED & NOT ABSORB | ED        |          |                      |         |                 |                 |                             |                 |        |
| May 2010               | 99        | 4        | 0                    | 6       | 66              | 393             | 0                           | 0               | 568    |
| May 2009               | 178       | - 1      | 0                    | 5       | 81              | 208             | 4                           | 0               | 477    |
| % Change               | -44.4     | **       | n/a                  | 20.0    | -18.5           | 88.9            | -100.0                      | n/a             | 19.1   |
| ABSORBED               |           |          |                      |         |                 |                 |                             |                 |        |
| May 2010               | 46        | 2        | 0                    | 2       | 16              | 26              | 1                           | 0               | 93     |
| May 2009               | 38        | 0        | 0                    | 4       | 7               | 86              | 6                           | 0               | 141    |
| % Change               | 21.1      | n/a      | n/a                  | -50.0   | 128.6           | -69.8           | -83.3                       | n/a             | -34.0  |
| Year-to-date 2010      | 206       | 4        | 0                    | 9       | 69              | 369             | 13                          | 0               | 670    |
| Year-to-date 2009      | 237       | 2        | 0                    | 9       | 99              | 482             | 22                          | 0               | 851    |
| % Change               | -13.1     | 100.0    | n/a                  | 0.0     | -30.3           | -23.4           | -40.9                       | n/a             | -21.3  |

Source: CMHC (Starts and Completions Survey, Market Absorption Survey)

|                              | Гable I.I: | Housing  | Activity             | Summar | y by Subr       | narket          |                             |                 |        |
|------------------------------|------------|----------|----------------------|--------|-----------------|-----------------|-----------------------------|-----------------|--------|
|                              |            |          | May 20               | 010    |                 |                 |                             |                 |        |
|                              |            |          | Owne                 | rship  |                 |                 |                             |                 |        |
|                              |            | Freehold |                      |        | Condominium     | ı               | Ren                         | tal             |        |
|                              | Single     | Semi     | Row, Apt.<br>& Other | Single | Row and<br>Semi | Apt. &<br>Other | Single,<br>Semi, and<br>Row | Apt. &<br>Other | Total* |
| STARTS                       |            |          |                      |        |                 |                 |                             |                 |        |
| Kelowna City                 |            |          |                      |        |                 |                 |                             |                 |        |
| May 2010                     | 30         | 2        | 0                    | 0      | 20              | 0               | 2                           | 0               | 54     |
| May 2009                     | 20         | 2        | 0                    | 0      | 0               | 0               | - 1                         | 0               | 23     |
| Lake Country D.M.            |            |          |                      |        |                 |                 |                             |                 |        |
| May 2010                     | 8          | 0        | 0                    | 0      | 0               | 0               | 0                           | 0               | 8      |
| May 2009                     | - 1        | 0        | 0                    | 0      | 0               | 0               | 0                           | 0               | I      |
| Peachland D.M.               |            |          |                      |        |                 | -               |                             |                 |        |
| May 2010                     | 2          | 0        | 0                    | 0      | 0               | 0               | 0                           | 0               | 2      |
| May 2009                     | 0          | 0        | 0                    | 0      | 0               | 0               | 2                           | 0               | 2      |
| Reg. Dist. Sub. J - Westside | -          | -        |                      |        |                 | -               | _                           | Ĭ               | _      |
| May 2010                     | 16         | 2        | 0                    | 0      | 0               | 0               | 0                           | 0               | 18     |
| May 2009                     | 10         | 0        | 0                    | 0      | 0               | 0               | 0                           | 0               | 10     |
| Reg. Dist. Sub. I - Eastside | 10         | J        | Ů                    | J      | J               | J               | Ü                           | Ĭ               | 10     |
| May 2010                     | 0          | 0        | 0                    | 0      | 2               | 0               | 0                           | 0               | 2      |
| May 2009                     | 0          | 0        | 0                    | 0      | 0               | 0               | 0                           | 0               | 0      |
| Kelowna CMA                  | U          | U        | U                    | U      | U               | U               | U                           | U               | U      |
| May 2010                     | 56         | 4        | 0                    | 0      | 20              | 0               | 2                           | 0               | 82     |
| May 2009                     | 31         | 2        | 0                    | 0      | 20              | 0               | 3                           | 0               | 38     |
| UNDER CONSTRUCTION           | 31         | Z        | U                    | U      | 2               | U               | 3                           | U               | 30     |
|                              |            |          |                      |        |                 |                 |                             |                 |        |
| Kelowna City                 | 222        | 10       |                      | -      | 100             | 107             | 1.4                         | 141             | 420    |
| May 2010                     | 220        | 18       | 0                    | 7      | 103             | 127             | 14                          | 141             | 630    |
| May 2009                     | 214        | 4        | 0                    | 10     | 98              | 901             | 18                          | 59              | 1,304  |
| Lake Country D.M.            |            |          |                      |        | -               | _               |                             |                 |        |
| May 2010                     | 92         | 6        | 0                    | 0      | 2               | 0               | 0                           | 71              | 171    |
| May 2009                     | 65         | 0        | 0                    | 2      | 25              | 87              | 0                           | 0               | 179    |
| Peachland D.M.               |            |          |                      |        |                 |                 |                             |                 |        |
| May 2010                     | 16         | 0        | 0                    | I      | 22              | 0               | 0                           | 0               | 39     |
| May 2009                     | 23         | 0        | 0                    | 1      | 20              | 0               | 0                           | 0               | 44     |
| Reg. Dist. Sub. J - Westside |            |          |                      |        |                 |                 |                             |                 |        |
| May 2010                     | 130        | 4        | 0                    | I      | 22              | 46              | 0                           | 0               | 203    |
| May 2009                     | 139        | 2        | 0                    | 4      | 47              | 66              | 2                           | 0               | 260    |
| Reg. Dist. Sub. I - Eastside |            |          |                      |        |                 |                 |                             |                 |        |
| May 2010                     | 15         | 2        | 0                    | 0      | 6               | 0               | 0                           | 0               | 23     |
| May 2009                     | 12         | 0        |                      | 0      |                 | 0               |                             | 0               | 18     |
| Kelowna CMA                  |            |          |                      |        |                 |                 |                             |                 |        |
| May 2010                     | 473        | 30       | 0                    | 9      | 155             | 173             | 14                          | 212             | 1,066  |
| May 2009                     | 453        | 6        |                      |        |                 | 1,054           |                             | 59              | 1,805  |

Source: CMHC (Starts and Completions Survey, Market Absorption Survey)

|                                   | Table I.I: | Housing  | Activity             | Summar | y by Subr       | narket          |                             |                 |        |
|-----------------------------------|------------|----------|----------------------|--------|-----------------|-----------------|-----------------------------|-----------------|--------|
|                                   |            |          | May 2                | 010    |                 |                 |                             |                 |        |
|                                   |            |          | Owne                 |        |                 |                 |                             |                 |        |
|                                   |            | Freehold |                      |        | Condominium     | <u> </u>        | Ren                         | tal             |        |
|                                   | Single     | Semi     | Row, Apt.<br>& Other | Single | Row and<br>Semi | Apt. &<br>Other | Single,<br>Semi, and<br>Row | Apt. &<br>Other | Total* |
| COMPLETIONS                       |            |          |                      |        |                 |                 |                             |                 |        |
| Kelowna City                      |            |          |                      |        |                 |                 |                             |                 |        |
| May 2010                          | 23         | 2        | 0                    | 0      | 6               | 0               | 1                           | 0               | 32     |
| May 2009                          | 21         | 0        | 0                    | 0      | 2               | 107             | 4                           | 0               | 134    |
| Lake Country D.M.                 |            |          |                      |        |                 |                 |                             |                 |        |
| May 2010                          | 5          | 0        | 0                    | 0      | 2               | 0               | 0                           | 0               | 7      |
| May 2009                          | 5          | 0        | 0                    | 0      | 0               | 0               | 0                           | 0               | 5      |
| Peachland D.M.                    |            |          |                      |        |                 |                 |                             |                 |        |
| May 2010                          | - 1        | 0        | 0                    | 0      | 0               | 0               | 0                           | 0               | - 1    |
| May 2009                          | 0          | 0        | 0                    | 0      | 0               | 0               | 2                           | 0               | 2      |
| Reg. Dist. Sub. J - Westside      |            |          |                      |        |                 |                 |                             |                 |        |
| May 2010                          | 15         | 0        | 0                    | 3      | 0               | 0               | 0                           | 0               | 18     |
| May 2009                          | 12         | 0        | 0                    | 4      | 2               | 34              | 0                           | 0               | 52     |
| Reg. Dist. Sub. I - Eastside      |            |          |                      |        |                 |                 |                             |                 |        |
| May 2010                          | - 1        | 0        | 0                    | 0      | 2               | 0               | 0                           | 0               | 3      |
| May 2009                          | 0          | 0        | 0                    | 0      | 0               | 0               | 0                           | 0               | 0      |
| Kelowna CMA                       |            |          |                      |        |                 |                 |                             |                 |        |
| May 2010                          | 44         | 2        | 0                    | 3      | 8               | 0               | 1                           | 0               | 58     |
| May 2009                          | 39         | 0        | 0                    | 4      | 6               | 141             | 6                           | 0               | 196    |
| <b>COMPLETED &amp; NOT ABSORB</b> | ED         |          |                      |        |                 |                 |                             |                 |        |
| Kelowna City                      |            |          |                      |        |                 |                 |                             |                 |        |
| May 2010                          | 58         | 2        | 0                    | 2      | 33              | 276             | 0                           | 0               | 371    |
| May 2009                          | 93         | - 1      | 0                    | 2      | 47              | 112             | 4                           | 0               | 259    |
| Lake Country D.M.                 |            |          |                      |        |                 |                 |                             |                 |        |
| May 2010                          | 8          | 0        | 0                    | 0      | 12              | 25              | 0                           | 0               | 45     |
| May 2009                          | 17         | 0        | 0                    | 0      | 18              | 9               | 0                           | 0               | 44     |
| Peachland D.M.                    |            |          |                      |        |                 |                 |                             |                 |        |
| May 2010                          | 6          | 0        | 0                    | I      | 3               | 0               | 0                           | 0               | 10     |
| May 2009                          | 4          | 0        | 0                    | 0      | 6               | 0               | 0                           | 0               | 10     |
| Reg. Dist. Sub. J - Westside      |            |          |                      |        |                 |                 |                             |                 |        |
| May 2010                          | 27         | 2        | 0                    | 3      | 14              | 92              | 0                           | 0               | 138    |
| May 2009                          | 64         | 0        | 0                    | 3      | 8               | 87              | 0                           | 0               | 162    |
| Reg. Dist. Sub. I - Eastside      |            |          |                      |        |                 |                 |                             |                 |        |
| May 2010                          | 0          | 0        | 0                    | 0      | 4               | 0               | 0                           | 0               | 4      |
| May 2009                          | 0          | 0        |                      | 0      |                 | 0               |                             | 0               | 2      |
| Kelowna CMA                       |            |          |                      |        |                 |                 |                             |                 |        |
| May 2010                          | 99         | 4        | 0                    | 6      | 66              | 393             | 0                           | 0               | 568    |
| May 2009                          | 178        | - 1      |                      | 5      |                 | 208             |                             | 0               |        |

Source: CMHC (Starts and Completions Survey, Market Absorption Survey)

|                                  | Table 2: Starts by Submarket and by Dwelling Type |             |             |             |             |             |             |             |             |             |             |  |  |
|----------------------------------|---|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|--|--|
|                                  |   |             |             | 1ay 201     |             |             |             |             |             |             |             |  |  |
|                                  | Sin   | gle         | Se          | mi          | Ro          | w           | Apt. &      | Other       | Total       |             |             |  |  |
| Submarket                        | May 2010  | May<br>2009 | May<br>2010 | May<br>2009 | May<br>2010 | May<br>2009 | May<br>2010 | May<br>2009 | May<br>2010 | May<br>2009 | %<br>Change |  |  |
| Black Mountain                   | 8   | 5           | 0           | 0           | 4           | 0           | 0           | 0           | 12          | 5           | 140.0       |  |  |
| Dilworth Mountain                | 0   | - 1         | 4           | 0           | 0           | 0           | 0           | 0           | 4           | - 1         | **          |  |  |
| Ellison/Joe Rich                 | 0   | 0           | 0           | 2           | 0           | 0           | 0           | 0           | 0           | 2           | -100.0      |  |  |
| Glenrosa 0 0 0 0 0 0 0 0 0 0 0   |   |             |             |             |             |             |             |             |             |             |             |  |  |
| Glenmore 4 0 0 0 0 0 0 0 0 4 0 I |   |             |             |             |             |             |             |             |             |             |             |  |  |
| Kelowna Core Area                | - 1   | 3           | 0           | 0           | 0           | 0           | 0           | 0           | 1           | 3           | -66.7       |  |  |
| Lake Country                     | 8   | I           | 0           | 0           | 0           | 0           | 0           | 0           | 8           | - 1         | **          |  |  |
| Lakeview Heights                 | 3   | - 1         | 0           | 0           | 0           | 0           | 0           | 0           | 3           | - 1         | 200.0       |  |  |
| Lower Mission                    | - 1   | I           | 0           | 0           | 0           | 0           | 0           | 0           | - 1         | - 1         | 0.0         |  |  |
| North Glenmore                   | 5   | 6           | 0           | 0           | 0           | 0           | 0           | 0           | 5           | 6           | -16.7       |  |  |
| Peachland                        | 2   | 2           | 0           | 0           | 0           | 0           | 0           | 0           | 2           | 2           | 0.0         |  |  |
| Rutland                          | 0   | 2           | 0           | 2           | 14          | 0           | 0           | 0           | 14          | 4           | **          |  |  |
| Southeast Kelowna                | - 1   | - 1         | 0           | 0           | 0           | 0           | 0           | 0           | 1           | - 1         | 0.0         |  |  |
| Shannon Lake                     | 7   | 5           | 0           | 0           | 0           | 0           | 0           | 0           | 7           | 5           | 40.0        |  |  |
| Upper Mission                    | 12  | 2           | 0           | 0           | 0           | 0           | 0           | 0           | 12          | 2           | **          |  |  |
| Westbank                         | 2   | 2           | 2           | 0           | 0           | 0           | 0           | 0           | 4           | 2           | 100.0       |  |  |
| West Kelowna                     | 4   | - 1         | 0           | 0           | 0           | 0           | 0           | 0           | 4           | 1           | **          |  |  |
| Westside                         | 0   | - 1         | 0           | 0           | 0           | 0           | 0           | 0           | 0           | - 1         | -100.0      |  |  |
| Kelowna CMA                      | 58  | 34          | 6           | 4           | 18          | 0           | 0           | 0           | 82          | 38          | 115.8       |  |  |

| ,                               | able 2. | l: Start |             |          | t and by | Dwelli   | ng Type      | е     |      |       |        |  |
|---------------------------------|---------|----------|-------------|----------|----------|----------|--------------|-------|------|-------|--------|--|
|                                 | Sin     | rlo.     | Janua<br>Se | ry - May | Ro       | <b>1</b> | Apt 9        | Othor |      | Total |        |  |
| Submarket                       |         | -        |             |          |          |          | Apt. & Other |       |      |       | •      |  |
| Submarket                       | YTD     | YTD      | YTD         | YTD      | YTD      | YTD      | YTD          | YTD   | YTD  | YTD   | %      |  |
|                                 | 2010    | 2009     | 2010        | 2009     | 2010     | 2009     | 2010         | 2009  | 2010 | 2009  | Change |  |
| Black Mountain                  | 30      | 7        | 2           | 0        | 4        | 0        | 0            | 0     | 36   | 7     | **     |  |
| Dilworth Mountain               | 3       | 3        | 16          | 0        | 0        | 0        | 0            | 0     | 19   | 3     | **     |  |
| Ellison/Joe Rich                | 5       | 6        | 4           | 2        | 0        | 0        | 0            | 0     | 9    | 8     | 12.5   |  |
| Glenrosa                        | 0       | 0        | 0           | 2        | 0        | 0        | 0            | 0     | 0    | 2     | -100.0 |  |
| Glenmore 15 0 0 0 0 0 0 15 0 n. |         |          |             |          |          |          |              |       |      |       |        |  |
| Kelowna Core Area               | 3       | 8        | 4           | 4        | 0        | 0        | 114          | 0     | 121  | 12    | **     |  |
| Lake Country                    | 41      | 14       | 2           | 0        | 0        | 0        | 0            | 0     | 43   | 14    | **     |  |
| Lakeview Heights                | 12      | 3        | 0           | 0        | 0        | 0        | 0            | 0     | 12   | 3     | **     |  |
| Lower Mission                   | 5       | 2        | 0           | 0        | 6        | 0        | 0            | 0     | - 11 | 2     | **     |  |
| North Glenmore                  | 19      | 9        | 0           | 0        | 0        | 0        | 0            | 0     | 19   | 9     | 111.1  |  |
| Peachland                       | 2       | 6        | 0           | 0        | 0        | 20       | 0            | 0     | 2    | 26    | -92.3  |  |
| Rutland                         | 14      | 3        | 4           | 2        | 14       | 0        | 0            | 0     | 32   | 5     | **     |  |
| Southeast Kelowna               | 7       | 6        | 0           | 0        | 0        | 0        | 0            | 0     | 7    | 6     | 16.7   |  |
| Shannon Lake                    | 23      | 13       | 0           | 0        | 0        | 0        | 0            | 0     | 23   | 13    | 76.9   |  |
| Upper Mission                   | 46      | - 11     | 0           | 0        | 0        | 0        | 0            | 0     | 46   | - 11  | **     |  |
| Westbank                        | 3       | 5        | 2           | 0        | 0        | 0        | 0            | 0     | 5    | 5     | 0.0    |  |
| West Kelowna                    | 8       | 4        | 0           | 0        | 0        | 0        | 0            | 0     | 8    | 4     | 100.0  |  |
| Westside                        | 0       | 9        | 0           | 0        | 0        | 0        | 0            | 0     | 0    | 9     | -100.0 |  |
| Kelowna CMA                     | 236     | 109      | 34          | 10       | 24       | 20       | 114          | 0     | 408  | 139   | 193.5  |  |

Source: CMHC (Starts and Completions Survey)

| Tab                          | ole 3: Co   | ompleti     | _           | Submar<br>1ay 201 |             | by Dw       | elling T    | ype         |             |             |             |  |
|------------------------------|-------------|-------------|-------------|-------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|--|
|                              | Sin         | gle         | Se          |                   | Ro          | w           | Apt. &      | Other       |             | Total       |             |  |
| Submarket                    | May<br>2010 | May<br>2009 | May<br>2010 | May<br>2009       | May<br>2010 | May<br>2009 | May<br>2010 | May<br>2009 | May<br>2010 | May<br>2009 | %<br>Change |  |
| Black Mountain               | 3           | 4           | 2           | 0                 | 0           | 0           | 0           | 0           | 5           | 4           | 25.0        |  |
| Dilworth Mountain            | 2           | - 1         | 6           | 0                 | 0           | 0           | 0           | 0           | 8           | - 1         | **          |  |
| Ellison/Joe Rich             | 0           | - 1         | 0           | 2                 | 0           | 0           | 0           | 0           | 0           | 3           | -100.0      |  |
| Glenrosa                     | 3           | 0           | 0           | 0                 | 0           | 0           | 0           | 0           | 3           | 0           | n/a         |  |
| Glenmore 2 I 0 2 0 0 67 2 70 |             |             |             |                   |             |             |             |             |             |             |             |  |
| Kelowna Core Area            | 0           | - 1         | 0           | 0                 | 0           | 0           | 0           | 0           | 0           | - 1         | -100.0      |  |
| Lake Country                 | 5           | 5           | 2           | 0                 | 0           | 0           | 0           | 0           | 7           | 5           | 40.0        |  |
| Lakeview Heights             | - 1         | - 1         | 0           | 0                 | 0           | 0           | 0           | 0           | 1           | - 1         | 0.0         |  |
| Lower Mission                | 1           | 0           | 0           | 0                 | 0           | 0           | 0           | 0           | 1           | 0           | n/a         |  |
| North Glenmore               | 4           | 6           | 0           | 0                 | 0           | 0           | 0           | 0           | 4           | 6           | -33.3       |  |
| Peachland                    | - 1         | 2           | 0           | 0                 | 0           | 0           | 0           | 0           | 1           | 2           | -50.0       |  |
| Rutland                      | 0           | 4           | 0           | 0                 | 0           | 0           | 0           | 40          | 0           | 44          | -100.0      |  |
| Southeast Kelowna            | 3           | 2           | 0           | 0                 | 0           | 0           | 0           | 0           | 3           | 2           | 50.0        |  |
| Shannon Lake                 | 6           | 4           | 0           | 2                 | 0           | 0           | 0           | 34          | 6           | 40          | -85.0       |  |
| Upper Mission                | 9           | 6           | 0           | 0                 | 0           | 0           | 0           | 0           | 9           | 6           | 50.0        |  |
| Westbank                     | 3           | 7           | 0           | 0                 | 0           | 0           | 0           | 0           | 3           | 7           | -57.1       |  |
| West Kelowna                 | 5           | 4           | 0           | 0                 | 0           | 0           | 0           | 0           | 5           | 4           | 25.0        |  |
| Westside                     | 0           | 0           | 0           | 0                 | 0           | 0           | 0           | 0           | 0           | 0           | n/a         |  |
| Kelowna CMA                  | 48          | 49          | 10          | 6                 | 0           | 0           | 0           | 141         | 58          | 196         | -70.4       |  |

| Tabl                              | e 3.1: C | omplet |              | Subma<br>ry - May | rket and | d by Dw | elling T | уре   |      |       |        |  |
|-----------------------------------|----------|--------|--------------|-------------------|----------|---------|----------|-------|------|-------|--------|--|
|                                   | Sin      | gle    | Januar<br>Se |                   | Ro       | w       | Apt. &   | Other |      | Total |        |  |
| Submarket                         | YTD      | YTD    | YTD          | YTD               | YTD      | YTD     | YTD      | YTD   | YTD  | YTD   | %      |  |
|                                   | 2010     | 2009   | 2010         | 2009              | 2010     | 2009    | 2010     | 2009  | 2010 | 2009  | Change |  |
| Black Mountain                    | 19       | 15     | 2            | 4                 | 0        | 0       | 0        | 0     | 21   | 19    | 10.5   |  |
| Dilworth Mountain                 | 5        | 2      | 20           | 4                 | 0        | 0       | 0        | 0     | 25   | 6     | **     |  |
| Ellison/Joe Rich                  | 6        | 4      | 8            | 10                | 0        | 0       | 0        | 0     | 14   | 14    | 0.0    |  |
| Glenrosa 3 0 0 0 0 0 0 0 3 0      |          |        |              |                   |          |         |          |       |      |       |        |  |
| Glenmore 4 11 0 2 0 0 0 67 4 80 - |          |        |              |                   |          |         |          |       |      |       |        |  |
| Kelowna Core Area                 | 8        | 5      | 0            | 6                 | 0        | 0       | 406      | 154   | 414  | 165   | 150.9  |  |
| Lake Country                      | 32       | 35     | 2            | 0                 | 12       | 30      | 15       | 0     | 61   | 65    | -6.2   |  |
| Lakeview Heights                  | 7        | 10     | 0            | 0                 | 0        | 0       | 0        | 0     | 7    | 10    | -30.0  |  |
| Lower Mission                     | 5        | 5      | 4            | 2                 | 0        | 0       | 60       | 0     | 69   | 7     | **     |  |
| North Glenmore                    | 16       | 28     | 2            | 2                 | 0        | 12      | 0        | 60    | 18   | 102   | -82.4  |  |
| Peachland                         | 9        | 6      | 0            | 2                 | 0        | 24      | 0        | 0     | 9    | 32    | -71.9  |  |
| Rutland                           | 8        | 16     | 2            | 2                 | 0        | 8       | 0        | 40    | 10   | 66    | -84.8  |  |
| Southeast Kelowna                 | 22       | 6      | 0            | 0                 | 0        | 0       | 0        | 0     | 22   | 6     | **     |  |
| Shannon Lake                      | 13       | 24     | 0            | 4                 | 0        | 0       | 0        | 150   | 13   | 178   | -92.7  |  |
| Upper Mission                     | 42       | 49     | 0            | 0                 | 16       | 8       | 0        | 0     | 58   | 57    | 1.8    |  |
| Westbank                          | 4        | 12     | 2            | 2                 | 0        | 0       | 0        | 112   | 6    | 126   | -95.2  |  |
| West Kelowna                      | 13       | 20     | 0            | 0                 | 0        | 0       | 0        | 0     | 13   | 20    | -35.0  |  |
| Westside                          | 0        | 13     | 0            | 0                 | 0        | 0       | 0        | 0     | 0    | 13    | -100.0 |  |
| Kelowna CMA                       | 216      | 261    | 42           | 40                | 28       | 82      | 481      | 583   | 767  | 966   | -20.6  |  |

Source: CMHC (Starts and Completions Survey)

|                     | Tab    | ole 4: A     | Absorb          | ed Sin       | gle-D | etache       | d Unit          | s by P       | rice Ra | ınge         |       |                      |                       |
|---------------------|--------|--------------|-----------------|--------------|-------|--------------|-----------------|--------------|---------|--------------|-------|----------------------|-----------------------|
|                     |        |              |                 |              | May   | 2010         |                 |              |         |              |       |                      |                       |
|                     | T      |              |                 |              |       | Ranges       |                 |              |         |              |       |                      |                       |
| Submarket           | < \$40 | 0,000        | \$400,<br>\$499 |              | \$500 | ,000 -       | \$600,<br>\$749 |              | \$750,0 | 000 +        | Total | Median<br>Price (\$) | Average<br>Price (\$) |
|                     | Units  | Share<br>(%) | Units           | Share<br>(%) | Units | Share<br>(%) | Units           | Share<br>(%) | Units   | Share<br>(%) |       | 11100 (ψ)            | 111ce (ψ)             |
| Black Mountain      |        |              |                 |              |       |              |                 |              |         |              |       |                      |                       |
| May 2010            | 0      | 0.0          | 0               | 0.0          | - 1   | 25.0         | 3               | 75.0         | 0       | 0.0          | 4     |                      |                       |
| May 2009            | - 1    | 20.0         | - 1             | 20.0         | 2     | 40.0         | 0               | 0.0          | - 1     | 20.0         | 5     |                      |                       |
| Year-to-date 2010   | 0      | 0.0          | 3               | 16.7         | 5     | 27.8         | 8               | 44.4         | 2       | 11.1         | 18    | 654,900              | 631,071               |
| Year-to-date 2009   | - 1    | 6.7          | - 1             | 6.7          | 7     | 46.7         | 2               | 13.3         | 4       | 26.7         | 15    | 567,722              | 683,298               |
| Dilworth Mountain   |        |              |                 |              |       |              |                 |              |         |              |       |                      |                       |
| May 2010            | 0      | 0.0          | 0               | 0.0          | 0     | 0.0          | I               | 50.0         | - 1     | 50.0         | 2     |                      |                       |
| May 2009            | 0      | 0.0          | 0               | 0.0          | - 1   | 100.0        | 0               | 0.0          | 0       | 0.0          | - 1   |                      |                       |
| Year-to-date 2010   | 0      | 0.0          | 0               | 0.0          | 0     | 0.0          | I               | 25.0         | 3       | 75.0         | 4     |                      |                       |
| Year-to-date 2009   | 0      | 0.0          | 0               | 0.0          | 3     | 50.0         | 0               | 0.0          | 3       | 50.0         | 6     |                      |                       |
| Ellison/Joe Rich    |        |              |                 |              |       |              |                 |              |         |              |       |                      |                       |
| May 2010            | 0      | n/a          | 0               | n/a          | 0     | n/a          | 0               | n/a          | 0       | n/a          | 0     |                      |                       |
| May 2009            | 0      | 0.0          | - 1             | 100.0        | 0     | 0.0          | 0               | 0.0          | 0       | 0.0          | - 1   |                      |                       |
| Year-to-date 2010   | 0      | 0.0          | - 1             | 20.0         | I     | 20.0         | I               | 20.0         | 2       | 40.0         | 5     |                      |                       |
| Year-to-date 2009   | - 1    | 20.0         | 2               | 40.0         | - 1   | 20.0         | 0               | 0.0          | - 1     | 20.0         | 5     |                      |                       |
| Glenrosa            |        |              |                 |              |       | ·            |                 |              |         |              |       |                      |                       |
| May 2010            | 0      | 0.0          | - 1             | 50.0         | - 1   | 50.0         | 0               | 0.0          | 0       | 0.0          | 2     |                      |                       |
| May 2009            | 0      | n/a          | 0               | n/a          | 0     | n/a          | 0               | n/a          | 0       | n/a          | 0     |                      |                       |
| Year-to-date 2010   | 0      | 0.0          | - 1             | 50.0         | - 1   | 50.0         | 0               | 0.0          | 0       | 0.0          | 2     |                      |                       |
| Year-to-date 2009   | 0      | n/a          | 0               | n/a          | 0     | n/a          | 0               | n/a          | 0       | n/a          | 0     |                      |                       |
| Glenmore            |        |              |                 |              |       |              |                 |              |         |              |       |                      |                       |
| May 2010            | 0      | 0.0          | 2               | 100.0        | 0     | 0.0          | 0               | 0.0          | 0       | 0.0          | 2     |                      |                       |
| May 2009            | - 1    | 100.0        | 0               | 0.0          | 0     | 0.0          | 0               | 0.0          | 0       | 0.0          | - 1   |                      |                       |
| Year-to-date 2010   | 0      | 0.0          | 2               | 33.3         | 0     | 0.0          | 2               | 33.3         | 2       | 33.3         | 6     |                      |                       |
| Year-to-date 2009   | 2      | 22.2         | 0               | 0.0          | 0     | 0.0          | 0               | 0.0          | 7       | 77.8         | 9     |                      |                       |
| Kelowna Core Area   |        |              |                 |              |       |              |                 |              |         |              |       |                      |                       |
| May 2010            | 0      | n/a          | 0               | n/a          | 0     | n/a          | 0               | n/a          | 0       | n/a          | 0     |                      |                       |
| May 2009            | - 1    | 100.0        | 0               | 0.0          | 0     | 0.0          | 0               | 0.0          | 0       | 0.0          | - 1   |                      |                       |
| Year-to-date 2010   | 0      | 0.0          | - 1             | 100.0        | 0     | 0.0          | 0               | 0.0          | 0       | 0.0          | - 1   |                      |                       |
| Year-to-date 2009   | 3      | 42.9         | - 1             | 14.3         | 2     | 28.6         | 0               | 0.0          | - 1     | 14.3         | 7     |                      |                       |
| Lake Country        |        |              |                 |              |       |              |                 |              |         |              |       |                      |                       |
| May 2010            | 0      | 0.0          | 0               | 0.0          | - 1   | 25.0         | - 1             | 25.0         | 2       | 50.0         | 4     |                      |                       |
| May 2009            | 0      | 0.0          | - 1             | 16.7         | 5     |              | 0               | 0.0          | 0       | 0.0          |       |                      |                       |
| Year-to-date 2010   | 2      |              | 8               | 22.2         | - 11  | 30.6         | 6               |              | 9       | 25.0         |       | 548,900              | 682,735               |
| Year-to-date 2009   | 0      |              | 4               | 10.3         | 27    |              | 4               |              | 4       | 10.3         | 39    | 545,895              | 636,889               |
| Lakeview Heights    |        |              |                 |              |       | J.1.         | -               |              |         |              |       | 2 10,2 1             |                       |
| May 2010            | 0      | 0.0          | 0               | 0.0          | 0     | 0.0          | 0               | 0.0          | 1       | 100.0        | 1     |                      |                       |
| May 2009            | 0      | 0.0          | 0               | 0.0          | I     | 100.0        | 0               |              | 0       | 0.0          |       |                      |                       |
| Year-to-date 2010   | 0      | 0.0          | 0               | 0.0          | 0     |              | I               | 14.3         | 6       | 85.7         | 7     |                      |                       |
| Year-to-date 2009   | 0      | 0.0          | 0               | 0.0          |       |              | i               | 8.3          | 9       | 75.0         |       | 1,149,150            | 1,430,154             |
| Lower Mission       |        | 5.5          |                 | 5.5          |       | . 5.7        |                 | 5.5          |         |              |       | .,,,,,,              | .,,                   |
| May 2010            | 0      | n/a          | 0               | n/a          | 0     | n/a          | 0               | n/a          | 0       | n/a          | 0     |                      |                       |
| May 2009            | 0      | n/a          | 0               | n/a          | 0     |              | 0               |              | 0       | n/a          |       |                      |                       |
| Year-to-date 2010   | 0      | 0.0          | I               | 33.3         | 0     |              | 0               |              | 2       | 66.7         | 3     |                      |                       |
| Year-to-date 2009   | 2      | 33.3         | 0               | 0.0          |       |              | 3               |              | 0       | 0.0          |       |                      |                       |
| i eai -to-date 2007 |        | رد.          | U               | 0.0          | - 1   | 10.7         | 3               | 30.0         | U       | 0.0          | 0     |                      |                       |

Source: CMHC (Market Absorption Survey)

|                   | Tab    | le 4: A      | bsorb   | ed Sin       | gle-De  | tache        | d Unit | s by P       | rice Ra | ınge      |       |                      |                       |
|-------------------|--------|--------------|---------|--------------|---------|--------------|--------|--------------|---------|-----------|-------|----------------------|-----------------------|
|                   |        |              |         |              | May     | 2010         |        |              |         |           |       |                      |                       |
|                   |        |              |         |              | Price R |              |        |              |         |           |       |                      |                       |
|                   |        |              | \$400,0 | 000 -        | \$500,0 |              | \$600, | 000 -        |         |           |       | Mark                 | <b>A</b>              |
| Submarket         | < \$40 | 0,000        | \$499   |              | \$599   |              | \$749  |              | \$750,0 | 000 +     | Total | Median<br>Price (\$) | Average<br>Price (\$) |
|                   | Units  | Share<br>(%) | Units   | Share<br>(%) | Units   | Share<br>(%) | Units  | Share<br>(%) | Units   | Share (%) |       | rrice (\$)           | rrice (\$)            |
| North Glenmore    |        | ()           |         | (/           |         | (**)         |        | (,,,,        |         | ()        |       |                      |                       |
| May 2010          | 0      | 0.0          | - 1     | 25.0         | 0       | 0.0          | I      | 25.0         | 2       | 50.0      | 4     |                      |                       |
| May 2009          | 0      | 0.0          | 0       | 0.0          | 0       | 0.0          | 2      | 40.0         | 3       | 60.0      | 5     |                      |                       |
| Year-to-date 2010 | 0      | 0.0          | 3       | 20.0         | - 1     | 6.7          | 5      | 33.3         | 6       | 40.0      | 15    | 733,950              | 693,332               |
| Year-to-date 2009 | 0      | 0.0          | 0       | 0.0          | 5       | 17.2         | 9      | 31.0         | 15      | 51.7      | 29    | 761,145              | 770,449               |
| Peachland         |        |              |         |              |         |              |        |              |         |           |       |                      |                       |
| May 2010          | 0      | 0.0          | 0       | 0.0          | 0       | 0.0          | I      | 100.0        | 0       | 0.0       | - 1   |                      |                       |
| May 2009          | 2      | 100.0        | 0       | 0.0          | 0       | 0.0          | 0      | 0.0          | 0       | 0.0       | 2     |                      |                       |
| Year-to-date 2010 | 0      | 0.0          | 0       | 0.0          | 3       | 42.9         | 3      | 42.9         | - 1     | 14.3      | 7     |                      |                       |
| Year-to-date 2009 | 2      | 66.7         | 0       | 0.0          | - 1     | 33.3         | 0      | 0.0          | 0       | 0.0       | 3     |                      |                       |
| Rutland           |        |              |         |              |         |              |        |              |         |           |       |                      |                       |
| May 2010          | 0      | n/a          | 0       | n/a          | 0       | n/a          | 0      | n/a          | 0       | n/a       | 0     |                      |                       |
| May 2009          | 0      | 0.0          | 0       | 0.0          | 0       | 0.0          | 3      | 100.0        | 0       | 0.0       | 3     |                      |                       |
| Year-to-date 2010 | - 1    | 14.3         | 4       | 57.1         | - 1     | 14.3         | - 1    | 14.3         | 0       | 0.0       | 7     |                      |                       |
| Year-to-date 2009 | 2      | 16.7         | 5       | 41.7         | 0       | 0.0          | 4      | 33.3         | I       | 8.3       | 12    | 556,647              | 573,658               |
| Southeast Kelowna |        |              |         |              |         |              |        |              |         |           |       |                      |                       |
| May 2010          | 0      | 0.0          | I       | 33.3         | 0       | 0.0          | 2      | 66.7         | 0       | 0.0       | 3     |                      |                       |
| May 2009          | - 1    | 50.0         | 0       | 0.0          | 0       | 0.0          | 0      | 0.0          | - 1     | 50.0      | 2     |                      |                       |
| Year-to-date 2010 | 0      | 0.0          | 1       | 6.3          | 0       | 0.0          | 2      | 12.5         | 13      | 81.3      | 16    | 919,750              | 987,000               |
| Year-to-date 2009 | 3      | 50.0         | 0       | 0.0          | 0       | 0.0          | 0      | 0.0          | 3       | 50.0      | 6     |                      |                       |
| Shannon Lake      |        |              |         |              |         |              |        |              |         |           |       |                      |                       |
| May 2010          | 0      | 0.0          | 0       | 0.0          | 4       | 66.7         | 0      | 0.0          | 2       | 33.3      | 6     |                      |                       |
| May 2009          | 0      | 0.0          | 0       | 0.0          | I       | 16.7         | 3      | 50.0         | 2       | 33.3      | 6     |                      |                       |
| Year-to-date 2010 | 0      | 0.0          | 4       | 21.1         | 8       | 42.1         | 4      | 21.1         | 3       | 15.8      | 19    | 548,100              | 601,605               |
| Year-to-date 2009 | - 1    | 4.5          | - 1     | 4.5          | 9       | 40.9         | 8      | 36.4         | 3       | 13.6      | 22    | 618,000              | 625,775               |
| Upper Mission     |        |              |         |              |         |              |        |              |         |           |       |                      |                       |
| May 2010          | 0      | 0.0          | 0       | 0.0          | 2       | 16.7         | 3      | 25.0         | 7       | 58.3      | 12    | 759,788              | 843,810               |
| May 2009          | 0      | 0.0          | I       | 20.0         | 2       | 40.0         | I      | 20.0         | - 1     | 20.0      | 5     |                      |                       |
| Year-to-date 2010 | 0      | 0.0          | 0       | 0.0          | 7       | 15.9         | П      | 25.0         | 26      | 59.1      | 44    | 782,198              | 921,237               |
| Year-to-date 2009 | 0      | 0.0          | 2       | 3.8          | 13      | 24.5         | 11     | 20.8         | 27      | 50.9      | 53    | 775,950              | 826,769               |
| Westbank          |        |              |         |              |         |              |        |              |         |           |       |                      |                       |
| May 2010          | 0      | 0.0          | - 1     | 100.0        | 0       | 0.0          | 0      | 0.0          | 0       | 0.0       | - 1   |                      |                       |
| May 2009          | 0      | 0.0          | 3       | 37.5         | 5       | 62.5         | 0      | 0.0          | 0       | 0.0       |       |                      |                       |
| Year-to-date 2010 | 0      | 0.0          | - 1     | 50.0         | - 1     | 50.0         | 0      | 0.0          | 0       | 0.0       |       |                      |                       |
| Year-to-date 2009 | 0      | 0.0          | 4       | 36.4         | 7       | 63.6         | 0      | 0.0          | 0       | 0.0       | - 11  | 524,895              | 506,916               |
| West Kelowna      |        |              |         |              |         |              |        |              |         |           |       |                      |                       |
| May 2010          | 0      | 0.0          | 2       | 40.0         | 2       | 40.0         | I      | 20.0         | 0       | 0.0       | 5     |                      |                       |
| May 2009          | 0      | 0.0          | 0       | 0.0          | - 1     | 100.0        | 0      | 0.0          | 0       | 0.0       | - 1   |                      |                       |
| Year-to-date 2010 | 0      | 0.0          | 9       | 60.0         | 5       | 33.3         | - 1    | 6.7          | 0       | 0.0       | 15    | 481,950              | 480,994               |
| Year-to-date 2009 | 0      | 0.0          | 6       | 40.0         | 7       | 46.7         | 0      | 0.0          | 2       | 13.3      | 15    | 513,450              | 636,101               |
| Westside          |        |              |         |              |         |              |        |              |         |           |       |                      |                       |
| May 2010          | 0      | n/a          | 0       | n/a          | 0       | n/a          | 0      | n/a          | 0       | n/a       | 0     |                      |                       |
| May 2009          | 0      | n/a          | 0       | n/a          | 0       | n/a          | 0      | n/a          | 0       | n/a       | 0     |                      |                       |
| Year-to-date 2010 | 0      | n/a          | 0       | n/a          | 0       | n/a          | 0      | n/a          | 0       | n/a       | 0     |                      |                       |
| Year-to-date 2009 | 0      | 0.0          | П       | 84.6         | 2       | 15.4         | 0      | 0.0          | 0       | 0.0       | 13    | 449,500              | 457,988               |
| Kelowna CMA       |        |              |         |              |         |              |        |              |         |           |       |                      |                       |
| May 2010          | 0      | 0.0          | 8       | 17.0         | 11      | 23.4         | 13     | 27.7         | 15      | 31.9      | 47    | 640,500              | 704,651               |
| May 2009          | 6      | 12.5         | 7       | 14.6         | 18      | 37.5         | 9      | 18.8         | 8       | 16.7      | 48    | 557,225              | 618,646               |
| Year-to-date 2010 | 3      | 1.4          | 39      | 18.8         | 44      | 21.3         | 46     | 22.2         | 75      | 36.2      | 207   | 659,900              | 766,717               |
| Year-to-date 2009 | 17     | 6.5          | 37      | 14.1         | 87      | 33.1         | 42     | 16.0         | 80      | 30.4      | 263   | 599,000              | 741,460               |

Source: CMHC (Market Absorption Survey)

| Tat               | ole 4.1: Average Pr | ice (\$) of Abso<br>May 2010 | _        | e-detached Un | its       |          |
|-------------------|---------------------|------------------------------|----------|---------------|-----------|----------|
| Submarket         | May 2010            | May 2009                     | % Change | YTD 2010      | YTD 2009  | % Change |
| Black Mountain    |                     |                              | n/a      | 631,071       | 683,298   | -7.6     |
| Dilworth Mountain |                     |                              | n/a      |               |           | n/a      |
| Ellison/Joe Rich  |                     |                              | n/a      |               |           | n/a      |
| Glenrosa          |                     |                              | n/a      |               |           | n/a      |
| Glenmore          |                     |                              | n/a      |               |           | n/a      |
| Kelowna Core Area |                     |                              | n/a      |               |           | n/a      |
| Lake Country      |                     |                              | n/a      | 682,735       | 636,889   | 7.2      |
| Lakeview Heights  |                     |                              | n/a      |               | 1,430,154 | n/a      |
| Lower Mission     |                     |                              | n/a      |               |           | n/a      |
| North Glenmore    |                     |                              | n/a      | 693,332       | 770,449   | -10.0    |
| Peachland         |                     |                              | n/a      |               |           | n/a      |
| Rutland           |                     |                              | n/a      |               | 573,658   | n/a      |
| Southeast Kelowna |                     |                              | n/a      | 987,000       |           | n/a      |
| Shannon Lake      |                     |                              | n/a      | 601,605       | 625,775   | -3.9     |
| Upper Mission     | 843,810             |                              | n/a      | 921,237       | 826,769   | 11.4     |
| Westbank          |                     |                              | n/a      |               | 506,916   | n/a      |
| West Kelowna      |                     |                              | n/a      | 480,994       | 636,101   | -24.4    |
| Westside          |                     |                              | n/a      |               | 457,988   | n/a      |
| Kelowna CMA       | 704,651             | 618,646                      | 13.9     | 766,717       | 741,460   | 3.4      |

Source: CMHC (Market Absorption Survey)

|      |           |                    | 1                               | Table 5:                                 | MLS® I                |      | tial Acti                       | ivity for                                | Kelowr                | na                 |                                 |  |                       |
|------|-----------|--------------------|---------------------------------|--|-----------------------|------|---------------------------------|--|-----------------------|--------------------|---------------------------------|--|-----------------------|
|      |           |                    |                                 |  |                       | May  | 2010                            |  |                       |                    |                                 |  |                       |
|      |           |                    | Single D                        | etached                                  |                       |      | Town                            | house                                    |                       |                    | Apartmer                        | nt Condo                                 |                       |
|      |           | Number<br>of Sales | Number<br>of Active<br>Listings | Sales-to-<br>Active<br>Listings<br>Ratio | Average<br>Price (\$) |      | Number<br>of Active<br>Listings | Sales-to-<br>Active<br>Listings<br>Ratio | Average<br>Price (\$) | Number<br>of Sales | Number<br>of Active<br>Listings | Sales-to-<br>Active<br>Listings<br>Ratio | Average<br>Price (\$) |
| 2009 | January   | 60                 | 1,823                           | 3  | 411,943               | 10   | 303                             | 3  | 347,390               | 25                 | 806                             | 3  |                       |
|      | February  | 91                 | 1,859                           | 5  | 446,733               | 12   | 344                             | 3  | 299,408               | 28                 | 868                             | 3  | 232,761               |
|      | March     | 142                | 1,979                           | 7  | 437,118               | 25   | 380                             | 7  | 320,512               | 43                 | 940                             | 5  | 253,706               |
|      | April     | 178                | 2,079                           | 9  | 459,684               | 27   | 378                             | 7  | 320,089               | 60                 | 923                             | 7  | 243,386               |
|      | May       | 216                | 2,068                           | 10                                       | 501,617               | 37   | 363                             | 10                                       | 320,767               | 71                 | 988                             | 7  | 279,935               |
|      | June      |                    |                                 |  |                       |      |                                 |  |                       |                    |                                 |  |                       |
|      | July      |                    |                                 |  |                       |      |                                 |  |                       |                    |                                 |  |                       |
|      | August    |                    |                                 |  |                       |      |                                 |  |                       |                    |                                 |  |                       |
|      | September |                    |                                 |  |                       |      |                                 |  |                       |                    |                                 |  |                       |
|      | October   |                    |                                 |  |                       |      |                                 |  |                       |                    |                                 |  |                       |
|      | November  |                    |                                 |  |                       |      |                                 |  |                       |                    |                                 |  |                       |
|      | December  |                    |                                 |  |                       |      |                                 |  |                       |                    |                                 |  |                       |
| 2010 | January   | 149                | 1,413                           | П  | 506,581               | 23   | 227                             | 10                                       | 351,185               | 47                 | 807                             | 6  | 232,494               |
|      | February  | 154                | 1,673                           | 9  | 500,523               | 25   | 308                             | 8  | 272,312               | 57                 | 1,005                           | 6  | 257,532               |
|      | March     | 205                | 1,856                           | Ш  | 496,243               | 45   | 289                             | 16                                       | 329,985               | 53                 | 917                             | 6  | 251,347               |
|      | April     | 237                | 2,136                           | 11                                       | 509,338               | 42   | 309                             | 14                                       | 341,430               | 83                 | 970                             | 9  | 254,459               |
|      | May       | 217                | 2,205                           | 10                                       | 523,327               | 50   | 318                             | 16                                       | 317,127               | 67                 | 1,047                           | 6  | 273,725               |
|      | June      |                    |                                 |  |                       |      |                                 |  |                       |                    |                                 |  |                       |
|      | July      |                    |                                 |  |                       |      |                                 |  |                       |                    |                                 |  |                       |
|      | August    |                    |                                 |  |                       |      |                                 |  |                       |                    |                                 |  |                       |
|      | September |                    |                                 |  |                       |      |                                 |  |                       |                    |                                 |  |                       |
|      | October   |                    |                                 |  |                       |      |                                 |  |                       |                    |                                 |  |                       |
|      | November  |                    |                                 |  |                       |      |                                 |  |                       |                    |                                 |  |                       |
|      | December  |                    |                                 |  |                       |      |                                 |  |                       |                    |                                 |  |                       |
|      | VTD 2000  | (05                | 1.043                           | 7  | 462.615               | 111  | 254                             |  | 220.424               | 227                | 005                             | F  | 257 570               |
|      | YTD 2009  | 685                | 1,962                           | 7  | 462,615               | 111  | 354                             | 6  | 320,634               | 227                | 905                             | 5  | 257,570               |
|      | YTD 2010  | 962                | 1,857                           | 10                                       | 507,865               | 185  | 290                             | 13                                       | 323,950               | 308                | 949                             | 7  | 256,583               |
|      | % Change  | 40.0               | -5.0                            | 43.0                                     | 10.0                  | 67.0 | -18.0                           | 117.0                                    | 1.0                   | 36.0               | 5.0                             | 40.0                                     | -0.4                  |

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Note: Based on boundaries of the OMREB. Townhouse and apartment data does not include Big White.

Source: Okanagan Mainline Real Estate Board (OMREB)

|      |           |              | Т          | able 6:            | Economic                     | Indicat                | ors                     |                             |                              |                   |
|------|-----------|--------------|------------|--------------------|------------------------------|------------------------|-------------------------|-----------------------------|------------------------------|-------------------|
|      |           |              |            |                    | May 2010                     | )                      |                         |                             |                              |                   |
|      |           | Inte         | rest Rates |                    | NHPI,                        | CPI,                   |                         | Kelowna Labo                | our Market                   |                   |
|      |           | P & I<br>Per | Mortage F  | Rates (%)<br>5 Yr. | Total,<br>1997=100<br>(B.C.) | 2002<br>=100<br>(B.C.) | Employment<br>SA (,000) | Unemployment<br>Rate (%) SA | Participation<br>Rate (%) SA | Average<br>Weekly |
|      |           | \$100,000    | Term       | Term               | (5.0.)                       | (5.0.)                 | 3, ( (,000)             | 1 tace (70) 57 t            | 11466 (70) 67 1              | Earnings (\$)     |
| 2009 | January   | 627          | 5.00       | 5.79               | 119.2                        | 111.4                  | 92.6                    | 6.4                         | 64.2                         | 795               |
|      | February  | 627          | 5.00       | 5.79               | 115.9                        | 111.9                  | 94.2                    | 6.0                         |                              |                   |
|      | March     | 613          | 4.50       | 5.55               | 114.6                        | 112.0                  | 92.1                    | 7.4                         | 64.4                         | 796               |
|      | April     | 596          | 3.90       | 5.25               | 113.3                        | 112.1                  | 90.0                    | 9.2                         | 64.2                         | 797               |
|      | May       | 596          | 3.90       | 5.25               | 113.7                        | 112.9                  | 89.6                    | 10.6                        | 64.7                         | 794               |
|      | June      | 631          | 3.75       | 5.85               | 112.8                        | 112.8                  | 89.4                    | 11.3                        | 65.2                         | 795               |
|      | July      | 631          | 3.75       | 5.85               | 113.5                        | 112.4                  | 93.4                    | 10.1                        | 65.5                         | 791               |
|      | August    | 631          | 3.75       | 5.85               | 113.7                        | 112.8                  | 95.7                    | 8.4                         | 66.9                         |                   |
|      | September | 610          | 3.70       | 5.49               | 115.1                        | 112.7                  | 97.9                    | 8.0                         | 67.2                         | 802               |
|      | October   | 630          | 3.80       | 5.84               | 115.8                        | 112.1                  | 100.0                   | 6.9                         | 68.6                         |                   |
|      | November  | 616          | 3.60       | 5.59               | 116.1                        | 112.4                  | 102.2                   | 7.5                         | 69.6                         | 807               |
|      | December  | 610          | 3.60       | 5.49               | 116.8                        | 111.9                  | 102.4                   | 8.2                         | 70.7                         | 809               |
| 2010 | January   | 610          | 3.60       | 5.49               | 117.3                        | 112.2                  | 103.0                   | 8.9                         | 71.7                         |                   |
|      | February  | 604          | 3.60       | 5.39               | 117.8                        | 113.2                  | 103.4                   | 8.2                         | 71.2                         | 814               |
|      | March     | 631          | 3.60       | 5.85               | 118.4                        | 112.6                  | 103.5                   | 7.8                         | 70.8                         | 816               |
|      | April     | 655          | 3.80       | 6.25               | 118.8                        | 113.2                  | 103.5                   | 7.0                         | 70.2                         | 818               |
|      | May       | 639          | 3.70       | 5.99               |                              |                        | 103.0                   | 7.1                         | 69.4                         | 824               |
|      | June      |              |            |                    |                              |                        |                         |                             |                              |                   |
|      | July      |              |            |                    |                              |                        |                         |                             |                              |                   |
|      | August    |              |            |                    |                              |                        |                         |                             |                              |                   |
|      | September |              |            |                    |                              |                        |                         |                             |                              |                   |
|      | October   |              |            |                    |                              |                        |                         |                             |                              |                   |
|      | November  |              |            |                    |                              |                        |                         |                             |                              |                   |
|      | December  |              |            |                    |                              |                        |                         |                             |                              |                   |

<sup>&</sup>quot;P & I" means Principal and Interest (assumes \$100,000 mortgage amortized over 25 years using current 5 year interest rate)

Source: CMHC, adapted from Statistics Canada (CANSIM), Statistics Canada (CANSIM)

<sup>&</sup>quot;NHPI" means New Housing Price Index

<sup>&</sup>quot;CPI" means Consumer Price Index

<sup>&</sup>quot;SA" means Seasonally Adjusted

#### **METHODOLOGY**

#### **Starts & Completions Survey Methodology**

The Starts and Completions Survey is conducted by way of site visits which are used to confirm that new units have reached set stages in the construction process. Since most municipalities in the country issue building permits, these are used as an indication of where construction is likely to take place. In areas where there are no permits, reliance has to be placed either on local sources or searching procedures.

The Starts and Completions Survey is carried out monthly in urban areas with population in excess of 50,000, as defined by the 2006 Census. In urban areas with populations of 10,000 to 49,999, all Starts are enumerated in the last month of the quarter (i.e. four times a year, in March, June, September and December). In these centres with quarterly enumeration, Completion activity is modelled based on historical patterns. Monthly Starts and Completions activity in these quarterly locations are statistically estimated at a provincial level for single and multi categories. Centres with populations below 10,000 are enumerated on a sample basis, also in the last month of each quarter (i.e. four times a year, in March, June, September and December).

The Starts and Completions Survey enumerates dwelling units in new structures only, designed for non-transient and year-round occupancy.

Mobile homes are included in the surveys. A mobile home is a type of manufactured house that is completely assembled in a factory and then moved to a foundation before it is occupied.

Trailers or any other movable dwelling (the larger often referred to as a mobile home) with no permanent foundation are excluded from the survey.

Conversions and/or alterations within an existing structure are excluded from the surveys as are seasonal dwellings, such as: summer cottages, hunting and ski cabins, trailers and boat houses; and hostel accommodations, such as: hospitals, nursing homes, penal institutions, convents, monasteries, military and industrial camps, and collective types of accommodation such as: hotels, clubs, and lodging homes.

#### **Market Absorption Survey Methodology**

The Market Absorption Survey is carried out in conjunction with the Starts and Completions Survey in urban areas with populations in excess of 50,000. When a structure is recorded as completed, an update is also made as units are sold or rented. The dwellings are then enumerated each month until such time as full absorption occurs.

### STARTS AND COMPLETIONS SURVEY AND MARKET ABSORPTION SURVEY DEFINITIONS

A "dwelling unit", for purposes of the Starts and Completions Survey, is defined as a structurally separate set of self-contained living premises with a private entrance from outside the building or from a common hall, lobby, or stairway inside the building. Such an entrance must be one that can be used without passing through another separate dwelling unit.

A "start", for purposes of the Starts and Completions Survey, is defined as the beginning of construction work on a building, usually when the concrete has been poured for the whole of the footing around the structure, or an equivalent stage where a basement will not be part of the structure.

The number of units "under construction" as at the end of the period shown, takes into account certain adjustments which are necessary for various reasons. For example, after a start on a dwelling has commenced construction may cease, or a structure, when completed, may contain more or fewer dwelling units than were reported at start.

A "completion", for purposes of the Starts and Completions Survey, is defined as the stage at which all the proposed construction work on a dwelling unit has been performed, although under some circumstances a dwelling may be counted as completed where up to 10 per cent of the proposed work remains to be done.

The term "absorbed" means that a housing unit is no longer on the market (i.e. has been sold or rented). This usually happens when a binding contract is secured by a non-refundable deposit and has been signed by a qualified purchaser. The purpose of the Market Absorption Survey is to measure the rate at which units are sold or rented after they are completed, as well as collect prices.

#### **DWELLING TYPES:**

A "Single-Detached" dwelling (also referred to as "Single") is a building containing only one dwelling unit, which is completely separated on all sides from any other dwelling or structure. Includes link homes, where two units may share a common basement wall but are separated above grade. Also includes cluster-single developments.

A "Semi-Detached (Double)" dwelling (also referred to as "Semi") is one of two dwellings located side-by-side in a building, adjoining no other structure and separated by a common or party wall extending from ground to roof.

A "Row (Townhouse)" dwelling is a one family dwelling unit in a row of three or more attached dwellings separated by a common or party wall extending from ground to roof.

The term "Apartment and other" includes all dwellings other than those described above, including structures commonly known as stacked townhouses, duplexes, triplexes, double duplexes and row duplexes.

#### INTENDED MARKET:

The "intended market" is the tenure in which the unit is being marketed. This includes the following categories:

Freehold: A residence where the owner owns the dwelling and lot outright.

**Condominium (including Strata-Titled):** An individual dwelling which is privately owned, but where the building and/or the land are collectively owned by all dwelling unit owners. A condominium is a form of ownership rather than a type of house.

Rental: Dwelling constructed for rental purposes regardless of who finances the structure.

#### **GEOGRAPHICAL TERMS:**

A census metropolitan area (CMA) or a census agglomeration (CA) is formed by one or more adjacent municipalities centred on a large urban area (known as the urban core). The census population count of the urban core is at least 10,000 to form a census agglomeration and at least 100,000 to form a census metropolitan area. To be included in the CMA or CA, other adjacent municipalities must have a high degree on integration with the central urban area, as measured by commuting flows derived from census place of work data. CMAs and CAs contain whole municipalities or Census Subdivisions.

A "Rural" area, for the purposes of this publication, is a centre with a population less than 10,000.

All data presented in this publication is based on Statistics Canada's 2006 Census area definitions, except the Economic Indicators data (Table 6) which is based on Statistics Canada's 2001 Census area definitions.

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