

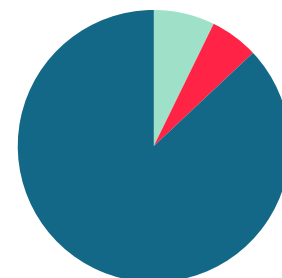
# January 2025

Area Delimited by Entire AIR MLS

## MONTHLY INVENTORY ANALYSIS

Report produced on Feb 10, 2025 for Kirsten Mason

Compared Metrics	2024	January 2025	+/-%
Sold Listings	719	887	23.37%
New Listings	2,167	2,849	31.47%
Average List Price	643,169	674,413	4.86%
Average Sale Price	599,373	632,423	5.51%
Average Percent of Selling Price to List Price	243.17%	94.12%	-61.29%
Average Days on Market to Sale	91.99	98.17	6.72%
End of Month Inventory	9,069	10,652	17.46%
Months Supply of Inventory	7.24	8.43	16.33%



■ Sold (7.24%)  
■ Other OffMarket (5.75%)  
■ Active (87.00%)

**Absorption:** Last 12 months, an Average of **1,264** Sales/Month  
**Active Inventory** as of January 31, 2025 = **10,652**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of January 2025 rose **17.46%** to 10,652 existing homes available for sale. Over the last 12 months this area has had an average of 1,264 closed sales per month. This represents an unsold inventory index of **8.43** MSI for this period.

#### Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **5.51%** in January 2025 to \$632,423 versus the previous year at \$599,373.

#### Average Days on Market Lengthens

The average number of **98.17** days that homes spent on the market before selling increased by 6.18 days or **6.72%** in January 2025 compared to last year's same month at **91.99** DOM.

#### Sales Success for January 2025 is Positive

Overall, with Average Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 2,849 New Listings in January 2025, up **31.47%** from last year at 2,167. Furthermore, there were 887 Sold Listings this month versus last year at 719, a **23.37%** increase.

Closed versus Listed trends yielded a **31.1%** ratio, down from previous year's, January 2024, at **33.2%**, a **6.17%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

<b>Sold Listings</b>	<b>2</b>
<b>New Listings</b>	<b>3</b>
<b>Inventory</b>	<b>4</b>
<b>Months Supply of Inventory</b>	<b>5</b>
<b>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average Percent of Selling Price to List Price</b>	<b>9</b>
<b>Market Summary</b>	<b>10</b>

### Real Estate is Local

#### Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

#### Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

#### Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

**Kirsten Mason -**

**Phone:** 250-377-3279

**Email:** kirsten.mason@century21.ca

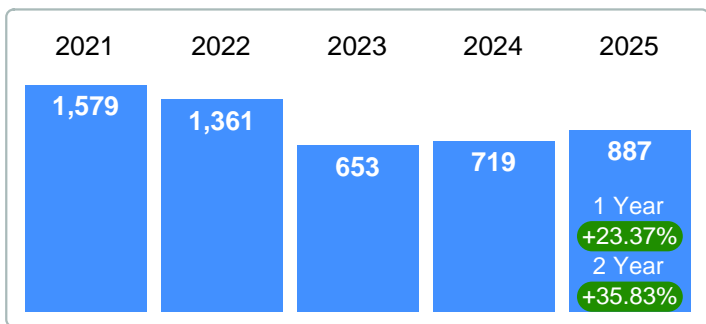
# January 2025

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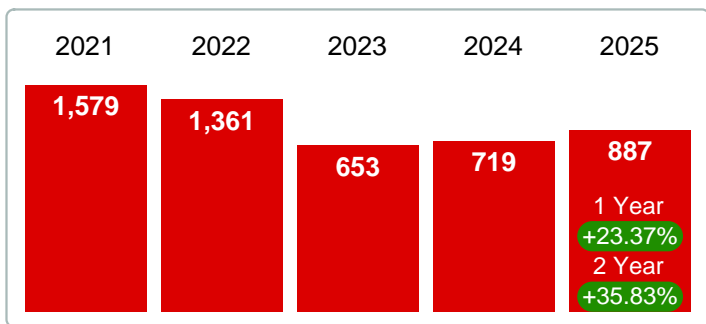
## SOLD LISTINGS

Report produced on Feb 10, 2025 for Kirsten Mason

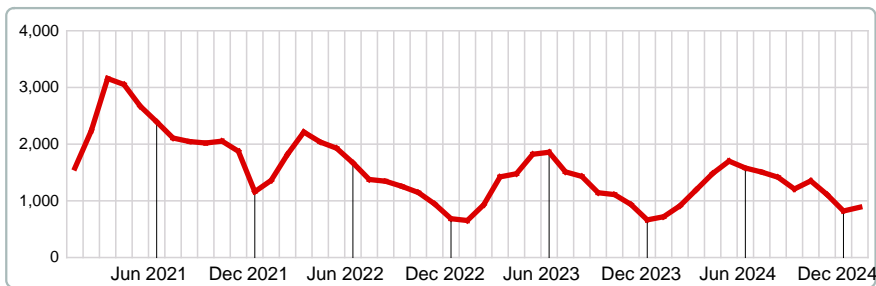
### JANUARY



### YEAR TO DATE (YTD)

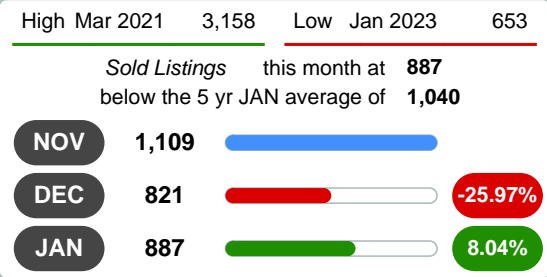


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 1,040



### SOLD LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$175,000 and less	82	9.24%	143.2	71	10	1	0
\$175,001 - \$300,000	107	12.06%	113.9	83	16	7	1
\$300,001 - \$425,000	127	14.32%	88.1	94	23	6	4
\$425,001 - \$675,000	240	27.06%	88.7	87	96	42	15
\$675,001 - \$825,000	124	13.98%	89.3	18	48	42	16
\$825,001 - \$1,125,000	122	13.75%	90.5	13	35	50	24
\$1,125,001 and up	85	9.58%	100.6	11	18	32	24
<b>Total Closed Units</b>	<b>887</b>			<b>377</b>	<b>246</b>	<b>180</b>	<b>84</b>
<b>Total Closed Volume</b>	<b>560,958,979</b>	<b>100%</b>	<b>98.2</b>	<b>150.98M</b>	<b>170.20M</b>	<b>158.35M</b>	<b>81.42M</b>
<b>Average Closed Price</b>	<b>\$632,423</b>			<b>\$400,489</b>	<b>\$691,860</b>	<b>\$879,737</b>	<b>\$969,340</b>

Contact: Kirsten Mason

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Email: kirsten.mason@century21.ca

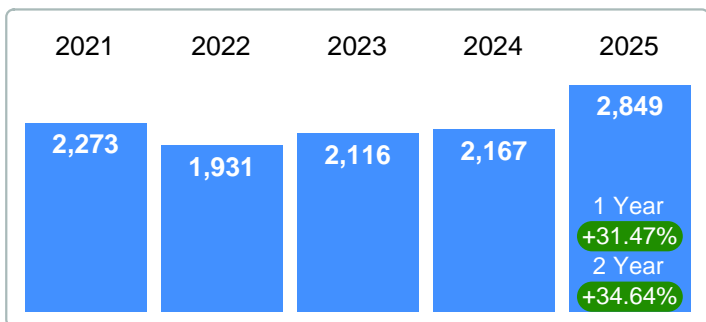
# January 2025

Area Delimited by Entire AIR MLS

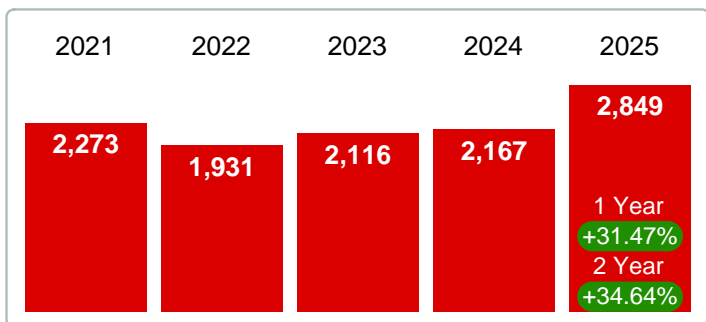
## NEW LISTINGS

Report produced on Feb 10, 2025 for Kirsten Mason

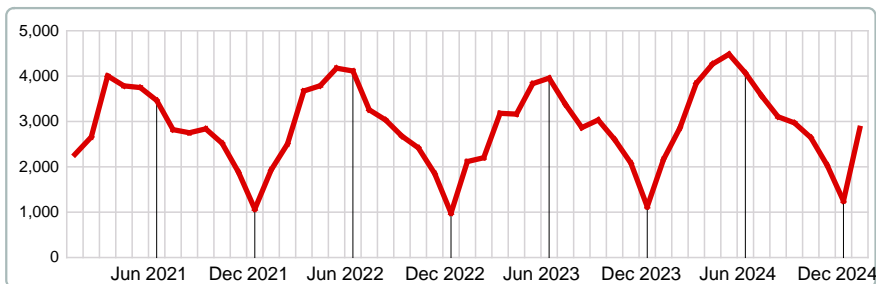
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 2,267

High May 2024 4,482 Low Dec 2022 979

New Listings this month at **2,849**  
above the 5 yr JAN average of **2,267**



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	269	9.44%	215	25	19	10
\$150,001 - \$350,000	376	13.20%	313	49	12	2
\$350,001 - \$525,000	418	14.67%	301	84	31	2
\$525,001 - \$775,000	636	22.32%	246	238	113	39
\$775,001 - \$1,075,000	493	17.30%	130	150	136	77
\$1,075,001 - \$1,600,000	378	13.27%	59	82	119	118
\$1,600,001 and up	279	9.79%	102	39	53	85
<b>Total New Listed Units</b>	<b>2,849</b>		<b>1,366</b>	<b>667</b>	<b>483</b>	<b>333</b>
<b>Total New Listed Volume</b>	<b>2,563,115,169</b>	<b>100%</b>	<b>1.05B</b>	<b>531.58M</b>	<b>511.85M</b>	<b>474.59M</b>
<b>Average New Listed Listing Price</b>	<b>\$684,342</b>		<b>\$765,077</b>	<b>\$796,969</b>	<b>\$1,059,731</b>	<b>\$1,425,203</b>

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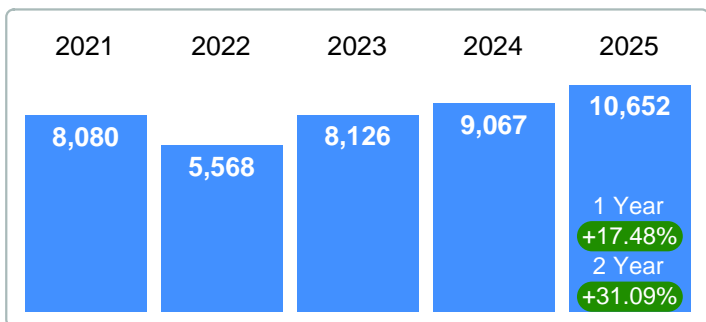
# January 2025

Area Delimited by Entire AIR MLS

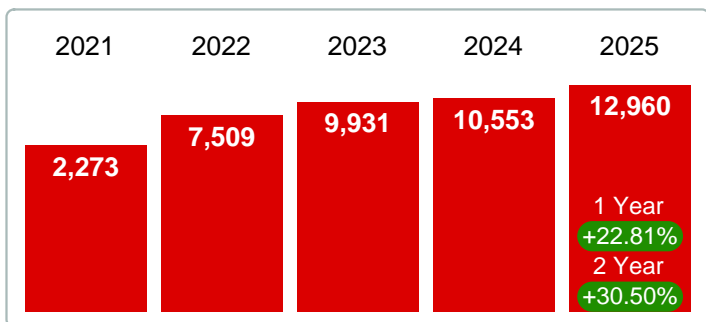
## ACTIVE INVENTORY

Report produced on Feb 10, 2025 for Kirsten Mason

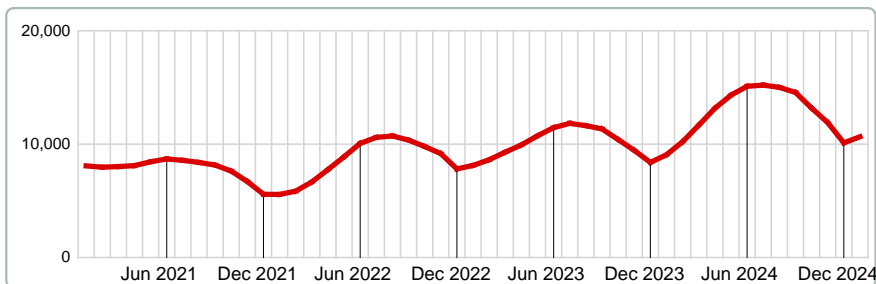
### END OF JANUARY



### ACTIVE DURING JANUARY



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 8,299

High Jul 2024 15,204 Low Jan 2022 5,568

Inventory this month at 10,652  
above the 5 yr JAN average of 8,299



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	678	6.37%	1,258.1	362	160	88	68
\$1 \$225,000	1,586	14.89%	197.5	1,487	92	6	1
\$225,001 \$425,000	1,667	15.65%	141.8	1,389	211	55	12
\$425,001 \$775,000	2,701	25.36%	122.6	1,475	784	314	128
\$775,001 \$1,125,000	1,591	14.94%	115.2	504	481	381	225
\$1,125,001 \$1,875,000	1,335	12.53%	129.4	327	296	341	371
\$1,875,001 and up	1,094	10.27%	160.3	492	143	165	294
Total Active Inventory by Units			10,652	6,036	2,167	1,350	1,099
Total Active Inventory by Volume			10,421,818,479	4.96B	1.86B	1.63B	1.97B
Average Active Inventory Listing Price			\$978,391	\$822,072	\$857,272	\$1,205,948	\$1,796,224

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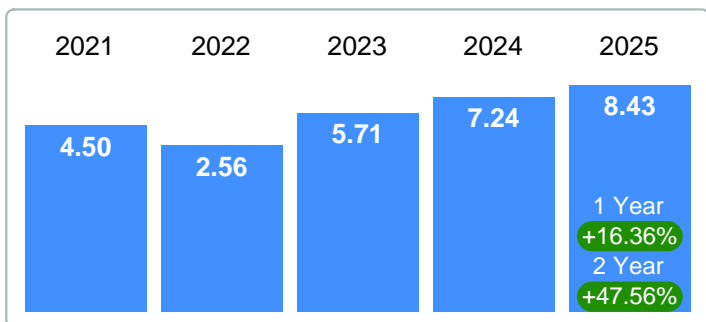
# January 2025

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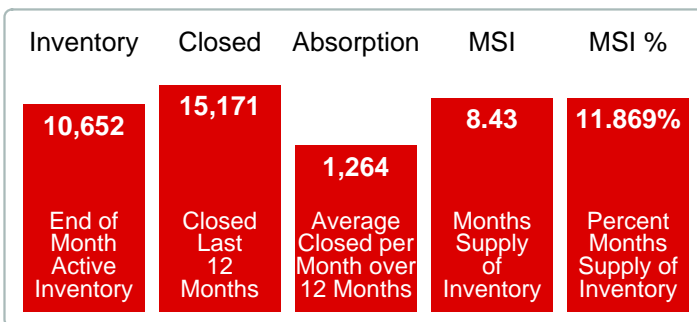
## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Feb 10, 2025 for Kirsten Mason

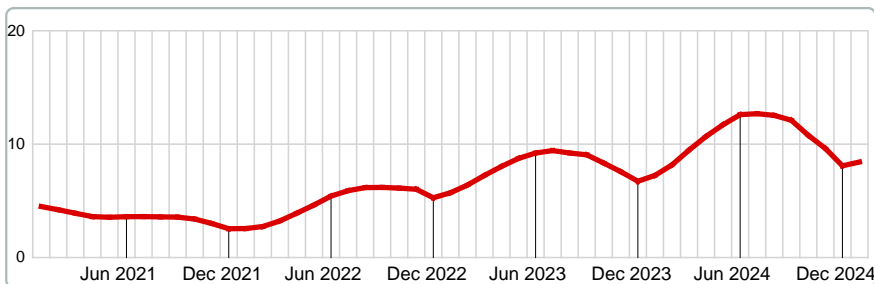
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2025

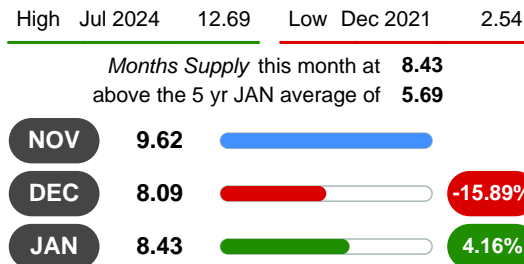


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 5.69



### MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	678	6.37%	inf	0.00	0.00	0.00	0.00
\$1-\$225,000	1,586	14.89%	10.42	11.34	4.97	2.67	3.00
\$225,001-\$425,000	1,667	15.65%	6.23	7.43	3.66	3.30	1.92
\$425,001-\$775,000	2,701	25.36%	5.47	8.92	4.25	3.05	3.16
\$775,001-\$1,125,000	1,591	14.94%	7.02	18.78	7.01	4.61	4.62
\$1,125,001-\$1,875,000	1,335	12.53%	13.46	32.97	14.15	10.60	10.26
\$1,875,001 and up	1,094	10.27%	43.76	82.00	33.65	21.52	41.51
Market Supply of Inventory (MSI)			8.43	11.47	6.11	5.52	7.91
Total Active Inventory by Units		100%	8.43	6,036	2,167	1,350	1,099

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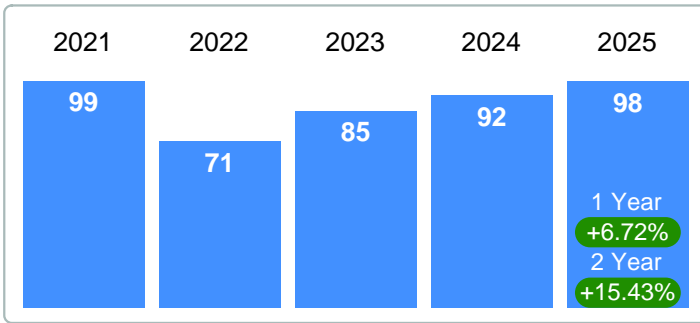
# January 2025

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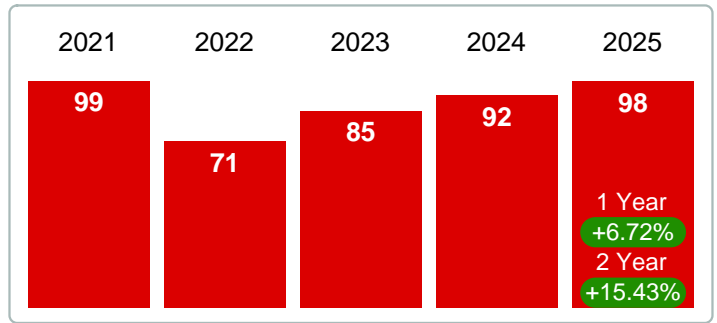
## AVERAGE DAYS ON MARKET TO SALE

Report produced on Feb 10, 2025 for Kirsten Mason

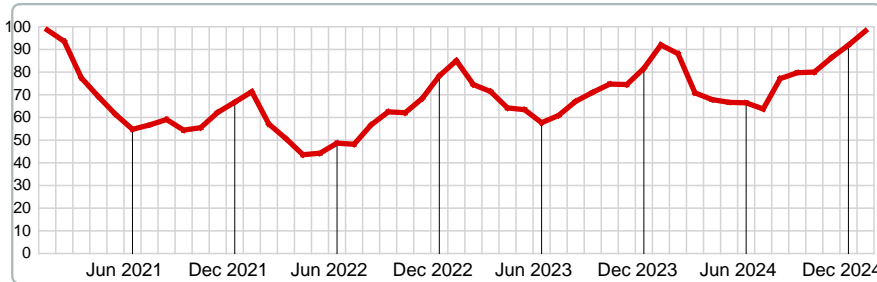
### JANUARY



### YEAR TO DATE (YTD)

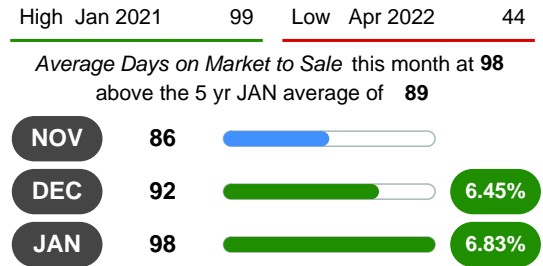


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 89



### AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range	%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$175,000 and less	9.24%	143	148	117	70	0
\$175,001 - \$300,000	12.06%	114	126	80	66	16
\$300,001 - \$425,000	14.32%	88	87	92	94	95
\$425,001 - \$675,000	27.06%	89	81	99	87	66
\$675,001 - \$825,000	13.98%	89	118	91	94	39
\$825,001 - \$1,125,000	13.75%	91	127	100	83	71
\$1,125,001 and up	9.58%	101	142	94	93	97
Average Closed DOM		98	110	96	88	72
Total Closed Units	100%	887	377	246	180	84
Total Closed Volume		560,958,979	150.98M	170.20M	158.35M	81.42M

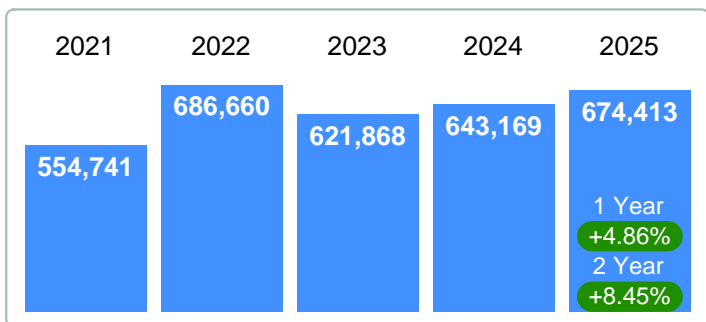
# January 2025

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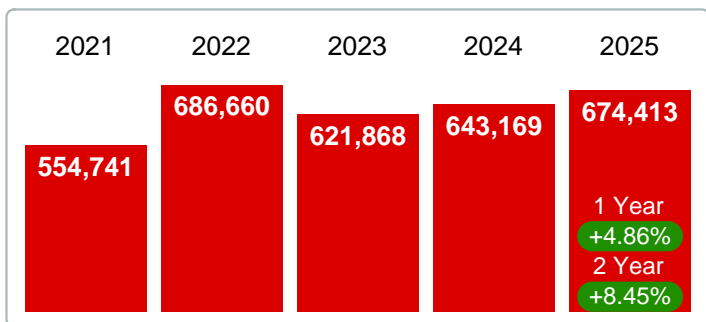
## AVERAGE LIST PRICE AT CLOSING

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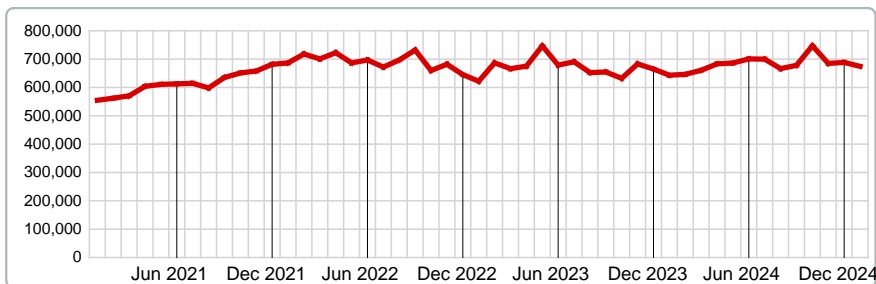
### JANUARY



### YEAR TO DATE (YTD)

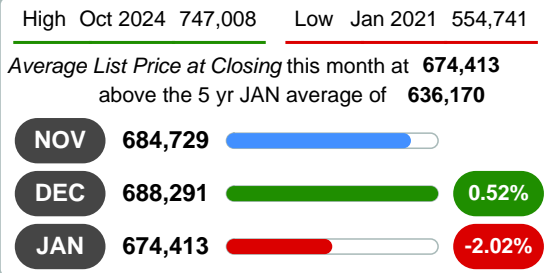


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 636,170



### AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range	%	AVLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$175,000 and less	8.23%	86,149	98,652	144,440	155,000	0
\$175,001 - \$300,000	9.92%	247,748	270,883	269,567	263,829	259,000
\$300,001 - \$425,000	15.67%	367,942	379,015	402,222	397,650	411,475
\$425,001 - \$675,000	25.48%	553,541	548,779	599,176	602,726	595,013
\$675,001 - \$825,000	13.75%	743,267	781,056	783,735	777,048	769,738
\$825,001 - \$1,125,000	15.78%	944,845	1,045,823	988,935	986,254	1,014,841
\$1,125,001 and up	11.16%	1,726,386	2,145,455	1,942,272	1,735,512	1,653,287
<b>Average List Price</b>		<b>674,413</b>	<b>435,314</b>	<b>730,579</b>	<b>928,818</b>	<b>1,037,869</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>674,413</b>	<b>377</b>	<b>246</b>	<b>180</b>	<b>84</b>
<b>Total Closed Volume</b>		<b>598,204,097</b>	<b>164.11M</b>	<b>179.72M</b>	<b>167.19M</b>	<b>87.18M</b>

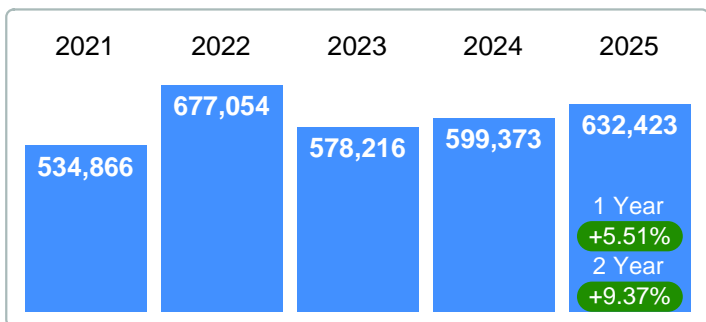
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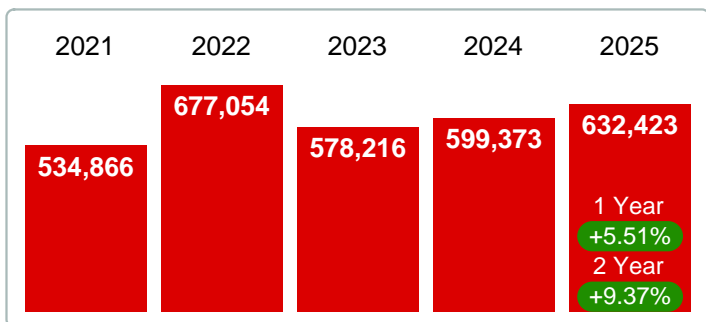
## AVERAGE SOLD PRICE AT CLOSING

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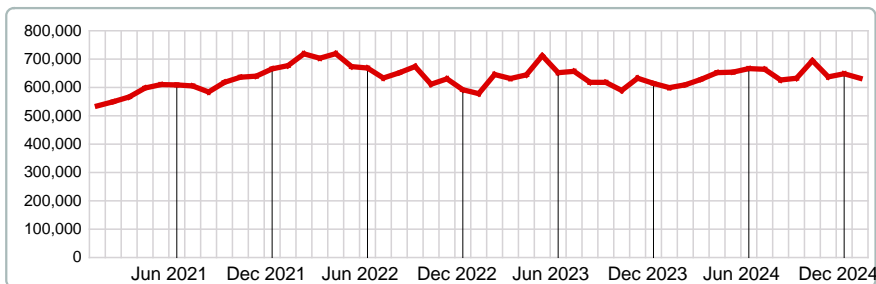
### JANUARY



### YEAR TO DATE (YTD)

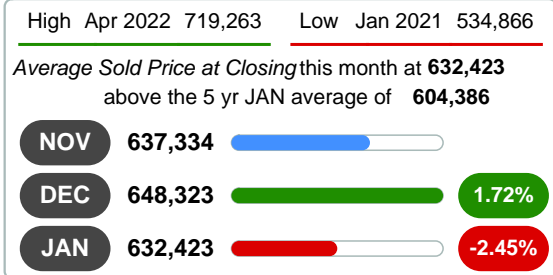


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 604,386



### AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range	%	AV Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$175,000 and less	9.24%	84,239	79,757	107,100	173,800	0
\$175,001 - \$300,000	12.06%	244,586	244,012	244,844	249,314	255,000
\$300,001 - \$425,000	14.32%	364,690	359,895	379,934	366,417	387,125
\$425,001 - \$675,000	27.06%	553,929	527,496	568,395	572,251	563,360
\$675,001 - \$825,000	13.98%	747,238	744,239	747,873	744,645	755,513
\$825,001 - \$1,125,000	13.75%	951,101	949,415	941,064	945,384	978,563
\$1,125,001 and up	9.58%	1,646,238	1,782,493	1,837,199	1,614,258	1,483,208
<b>Average Sold Price</b>		<b>632,423</b>	<b>400,489</b>	<b>691,860</b>	<b>879,737</b>	<b>969,340</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>887</b>	<b>377</b>	<b>246</b>	<b>180</b>	<b>84</b>
<b>Total Closed Volume</b>		<b>560,958,979</b>	<b>150.98M</b>	<b>170.20M</b>	<b>158.35M</b>	<b>81.42M</b>



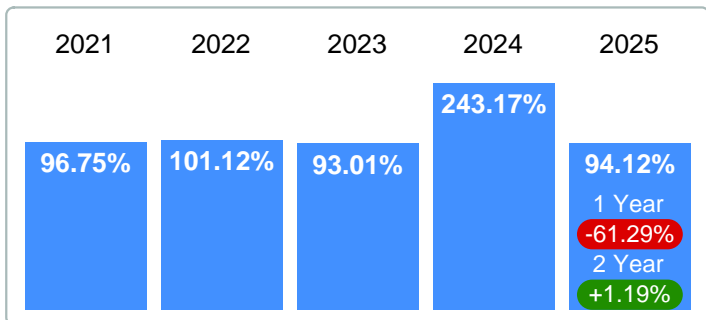
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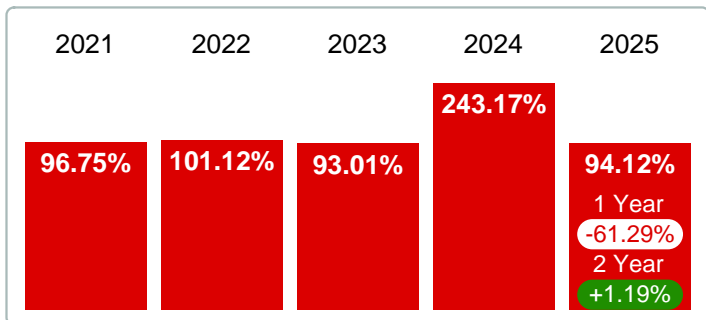
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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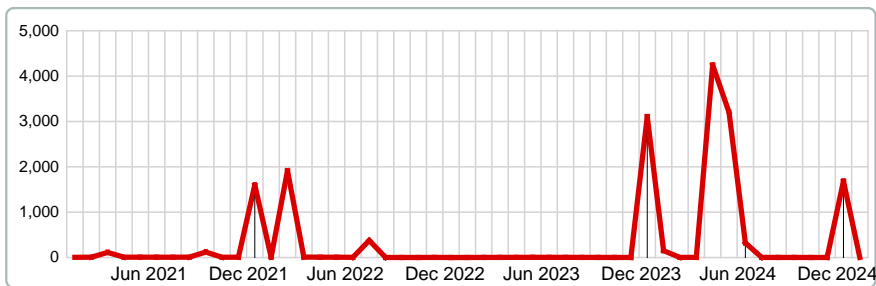
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

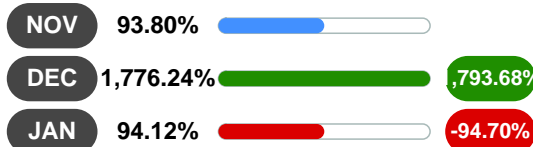


### 3 MONTHS

5 year JAN AVG = 125.63%

High Apr 2024, 335.84% Low Dec 2022 92.41%

Average Sold/List Ratio this month at **94.12%**  
below the 5 yr JAN average of **125.63%**



### AVERAGE SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	AV S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$175,000 and less	82	9.24%	88.08%	88.22%	84.69%	112.13%	0.00%
\$175,001 - \$300,000	107	12.06%	91.27%	90.85%	91.61%	94.40%	98.46%
\$300,001 - \$425,000	127	14.32%	94.92%	95.20%	94.50%	92.41%	94.58%
\$425,001 - \$675,000	240	27.06%	95.66%	96.32%	95.21%	95.49%	95.17%
\$675,001 - \$825,000	124	13.98%	96.09%	95.40%	95.67%	96.04%	98.23%
\$825,001 - \$1,125,000	122	13.75%	95.61%	92.24%	95.46%	96.15%	96.55%
\$1,125,001 and up	85	9.58%	92.96%	87.39%	94.95%	93.72%	93.02%
Average Sold/List Ratio		94.10%		92.87%	94.59%	95.43%	95.54%
Total Closed Units		887	100%	377	246	180	84
Total Closed Volume		560,958,979		150.98M	170.20M	158.35M	81.42M

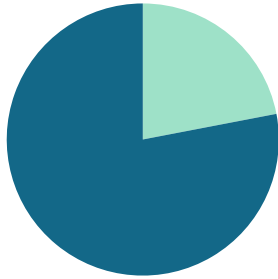
# January 2025

Area Delimited by Entire AIR MLS

## MARKET SUMMARY

Report produced on Feb 10, 2025 for Kirsten Mason

### INVENTORY

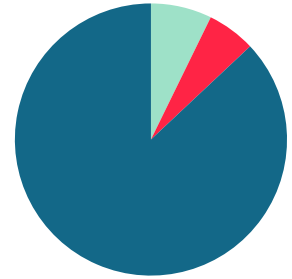


**Inventory**  
 New Listings  
**2,849 = 21.98%**  
 Start Inventory  
**10,113**  
 Total Inventory Units  
**12,962**  
 Volume  
**\$12,498,602,970**

### Market Activity

Sold Listings  
**887 = 7.24%**  
 Other Off Market  
**704 = 5.75%**  
 Active Inventory  
**10,652 = 87.00%**

### MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2024	2025	+/-%	2024	2025	+/-%
Sold Listings	719	887	23.37%	719	887	23.37%
New Listings	2,167	2,849	31.47%	2,167	2,849	31.47%
Average List Price	643,169	674,413	4.86%	643,169	674,413	4.86%
Average Sale Price	599,373	632,423	5.51%	599,373	632,423	5.51%
Average Percent of Selling Price to List Price	243.17%	94.12%	-61.29%	243.17%	94.12%	-61.29%
Average Days on Market to Sale	91.99	98.17	6.72%	91.99	98.17	6.72%
Monthly Inventory	9,069	10,652	17.46%	9,069	10,652	17.46%
Months Supply of Inventory	7.24	8.43	16.33%	7.24	8.43	16.33%

**Absorption:** Last 12 months, an Average of **1,264** Sales/Month

**Inventory** on January 31, 2025 = **10,652** 2024 2025

### JANUARY MARKET

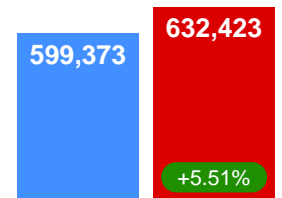
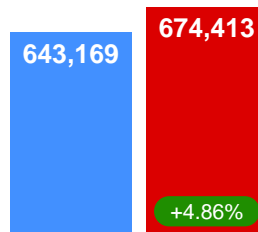
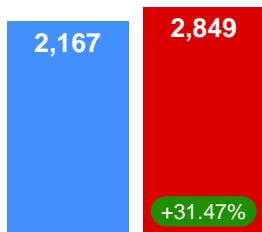
### AVERAGE PRICES

#### New Listings

#### Pending Listings

#### List Price

#### Sale Price



### INVENTORY

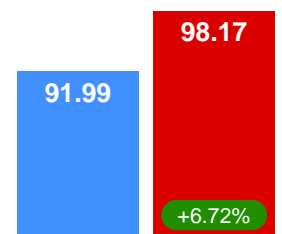
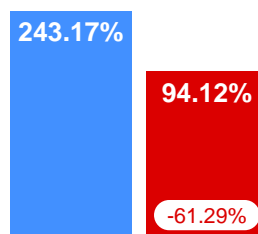
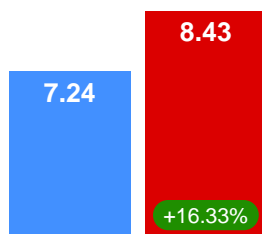
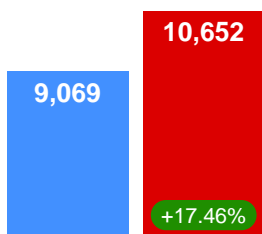
### AVERAGE SOLD/LIST RATIO & DOM

#### Active Inventory

#### Monthly Supply of Inventory

#### Sale/List Ratio

#### Days on Market



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