

# THE C21 EXECUTIVES REPORT

*The official publication of the Century 21 Executives Realty Ltd.  
Okanagan Shuswap*

OUR MISSION: TO DEFINE AND DELIVER

## THE GOLD STANDARD

IN CANADIAN REAL ESTATE.

## TOP OF THE DAY TO YOU, FOLKS

This month's report illustrates one of the reasons why I still love this industry. After 32 years of being a licensed Realtor, the industry is always full of surprises. Very often, people quote, "history repeats itself." It's pretty hard to find historical data that illustrates that history is repeating itself in the Okanagan Shuswap Real Estate market. This is all new territory. Everything points towards, "We should be slowing down." It is the time of year that things slow down, interest rates are rising, which should slow things down, and consumer confidence is at least skeptical as to whether this market can sustain itself. People are expecting a slowdown. I learned long ago not to follow rhetoric or interpretations based on fear like, "The bubble has to burst." The stats don't lie, and they never will. What's happening in the statistics in the Real Estate market? They are rising.

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newsletter:*

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## WINTER SLOW DOWN?

If you recalled last month, I referred to the expected slow down and decrease in absorption simply because of the winter months. However, in November, the absorption rate in all three zones, the North Okanagan, the Central Okanagan, and the Shuswap, is rising.

In the Shuswap, 58% of the residential inventory was sold in November, up 42% in October. In the Central Okanagan, 71% of the residential inventory was sold in November, up from 54% in October. In the North Okanagan, a whopping 86% of the residential inventory was sold in November, up from 50% in October.

Not only that, the inventory went down more in all three zones. What does this mean?

As bizarre as it may sound, the demand for Real Estate in the Okanagan Shuswap, which is already higher than ever in recorded history, is now starting to increase again. Prices are going to continue to rise. The fact that we all live in paradise is no longer a secret. In my opinion, over the next few months, it has to soften a bit because winter is here. It softens every year at this time. However, as we get closer and closer to 2022, it is setting itself up for a very hot spring in the Okanagan Shuswap Real Estate Market.

Alas, as always, that is just the world, according to Bill.

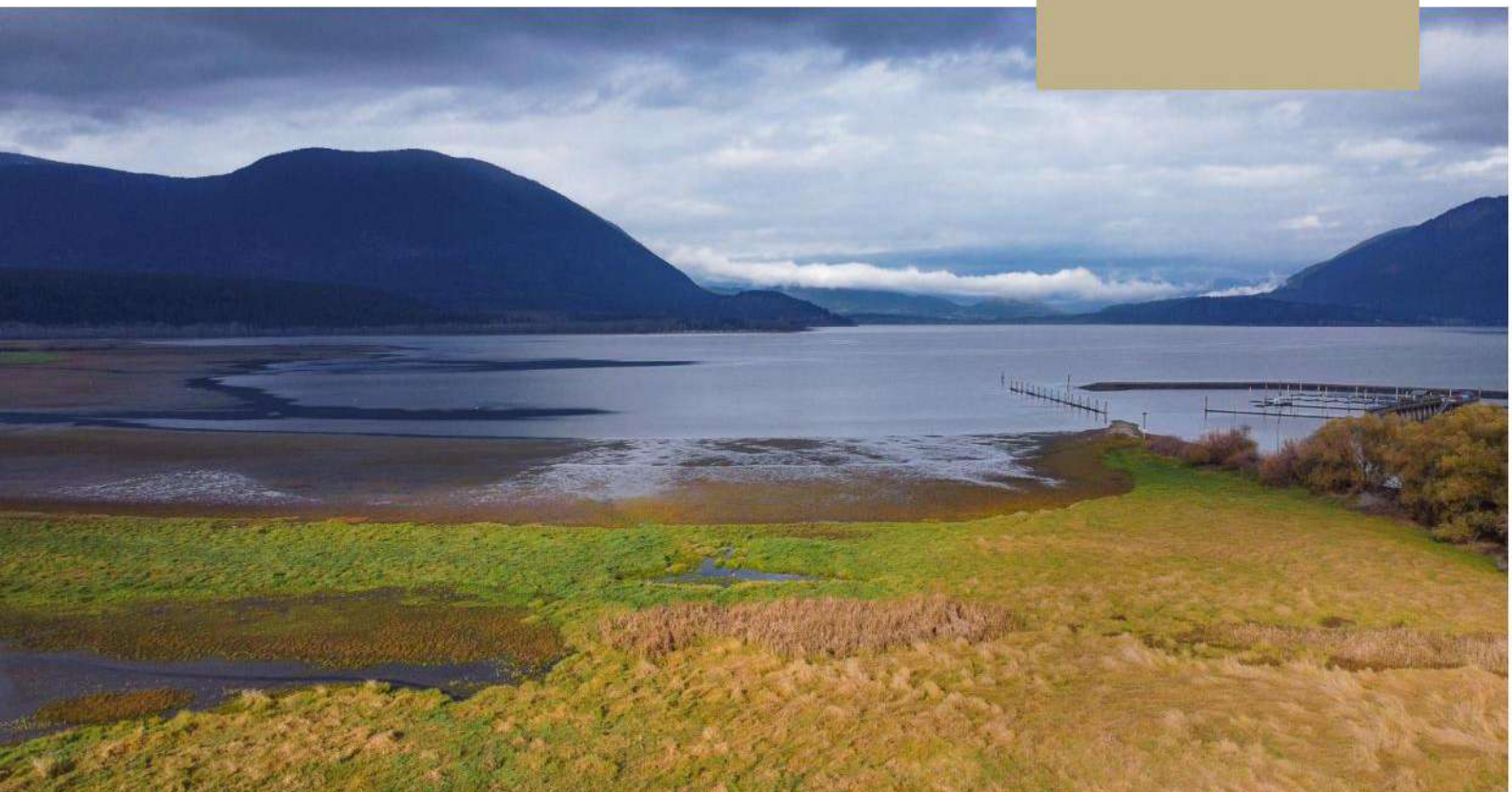
Have an amazing Christmas all and stay safe!

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*Prices are going to continue to rise.*

*The fact that we all live in paradise is no longer a secret..*

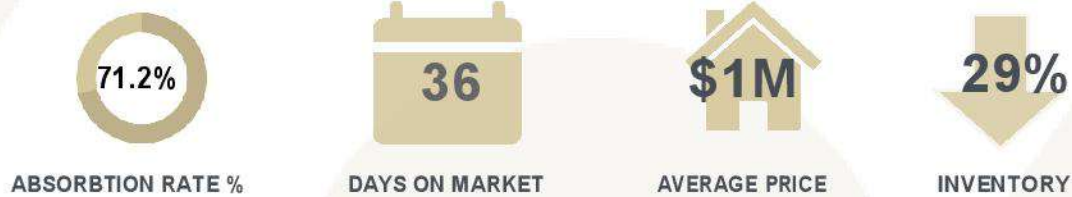
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# Residential Market STATS

## November 2021

### CENTRAL OKANAGAN



### NORTH OKANAGAN



### SHUSWAP



\*ABSORPTION RATE is the percentage of the total inventory that sells on a monthly basis.



## WILL RISING INTEREST RATES SLOW DOWN THE REAL ESTATE MARKET IN CANADA?

In my ever so humble opinion, the answer is not likely. As a matter of fact, it will hurt the very demographics it is trying to help. At the end of the day, the people having difficulty affording a home will have more difficulty. The high price of Real Estate is created by one thing and one thing only, that's historically low inventory.

Toronto, this past week, a house sold with 42 offers on it. That's what drives prices up. Demand is so high, and the supply is so low right across this country. It is creating rising prices that will not stop until the inventory increases. A civic employee told me that it takes so long to go through the rezoning or development process to get to where the municipality can issue a development permit because of the workforce. There are not enough people to do the work. So if the Canadian government wants to inject money into the economy to try and fix the housing shortage, perhaps they should inject subsidies for wages into the municipalities to get the workforce to push through the development process of the upcoming developments while still protecting the public.

Author: Bill Hubbard

**BROKER | OWNER, Century 21 Executives Realty Ltd.**