

**KNEW**

REALTY  
RESEARCH INC.

## Mission Statement:

To Grow Our Company By Growing Our Communities



CONSUMER DEPTH REPORTING AND FORECASTING



RESIDENTIAL HOME SIZE & PRICE MIX SUPPLY & DEMAND COMPARISONS



TRENDS IN RESIDENTIAL CONSTRUCTION AND MARKET CAPS



FLOOR PLAN FEATURES AND SPECIFICATION RECOMENDATION

## Our Clients:



Municipal Planners



Lenders



Land Developers



Realtors



Low-dense to High-dense Home Builders

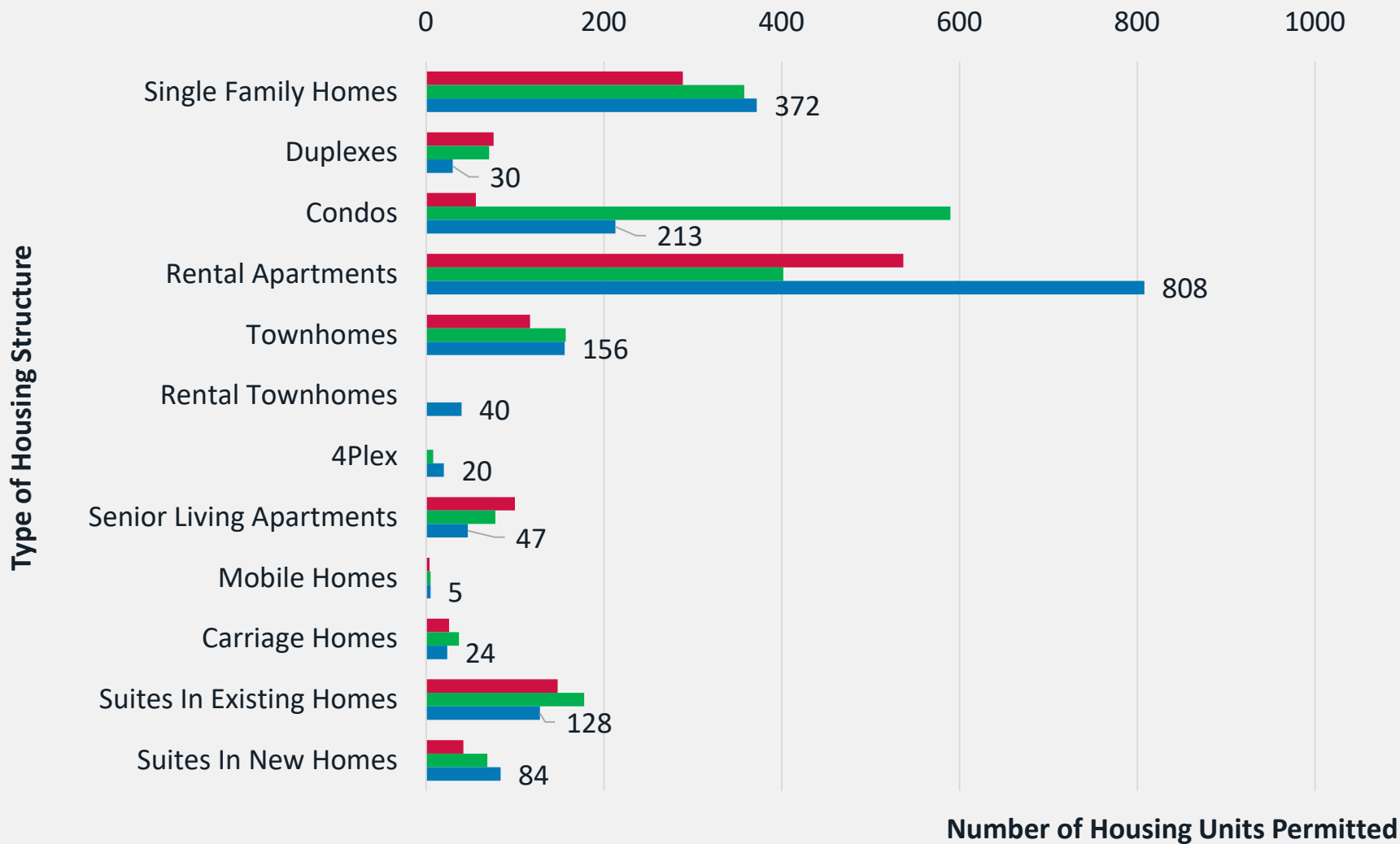


Buyers and Sellers of Residential Real Estate

# City of Kelowna Permitted Housing Units by Product Type

## City of Kelowna Permitted Housing Units

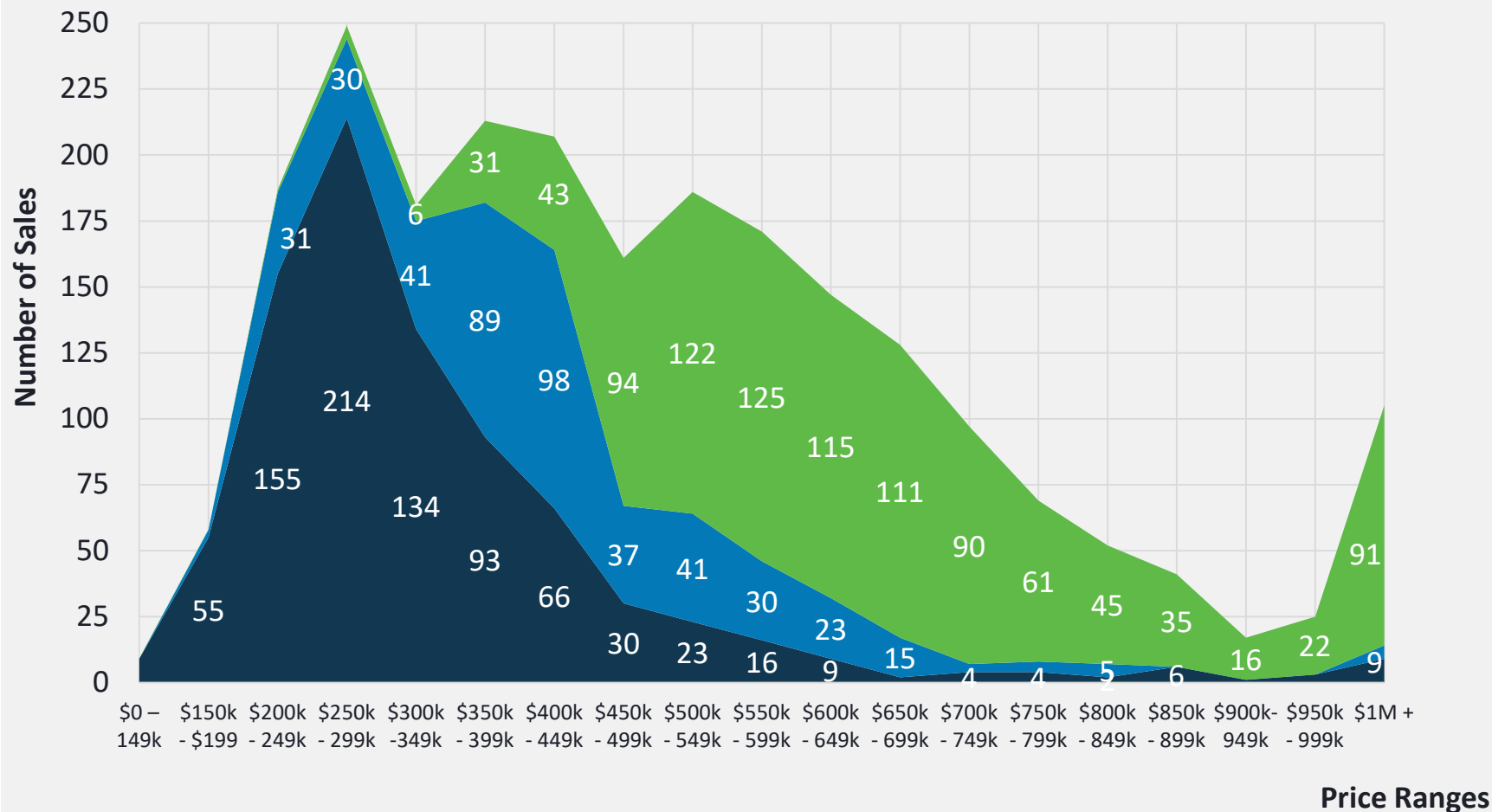
■ 2015 ■ 2016 ■ 2017 January to August



# City of Kelowna Existing Home Sales by Product Type and Price Point

## Price Distribution of Existing Home Sales in 2017

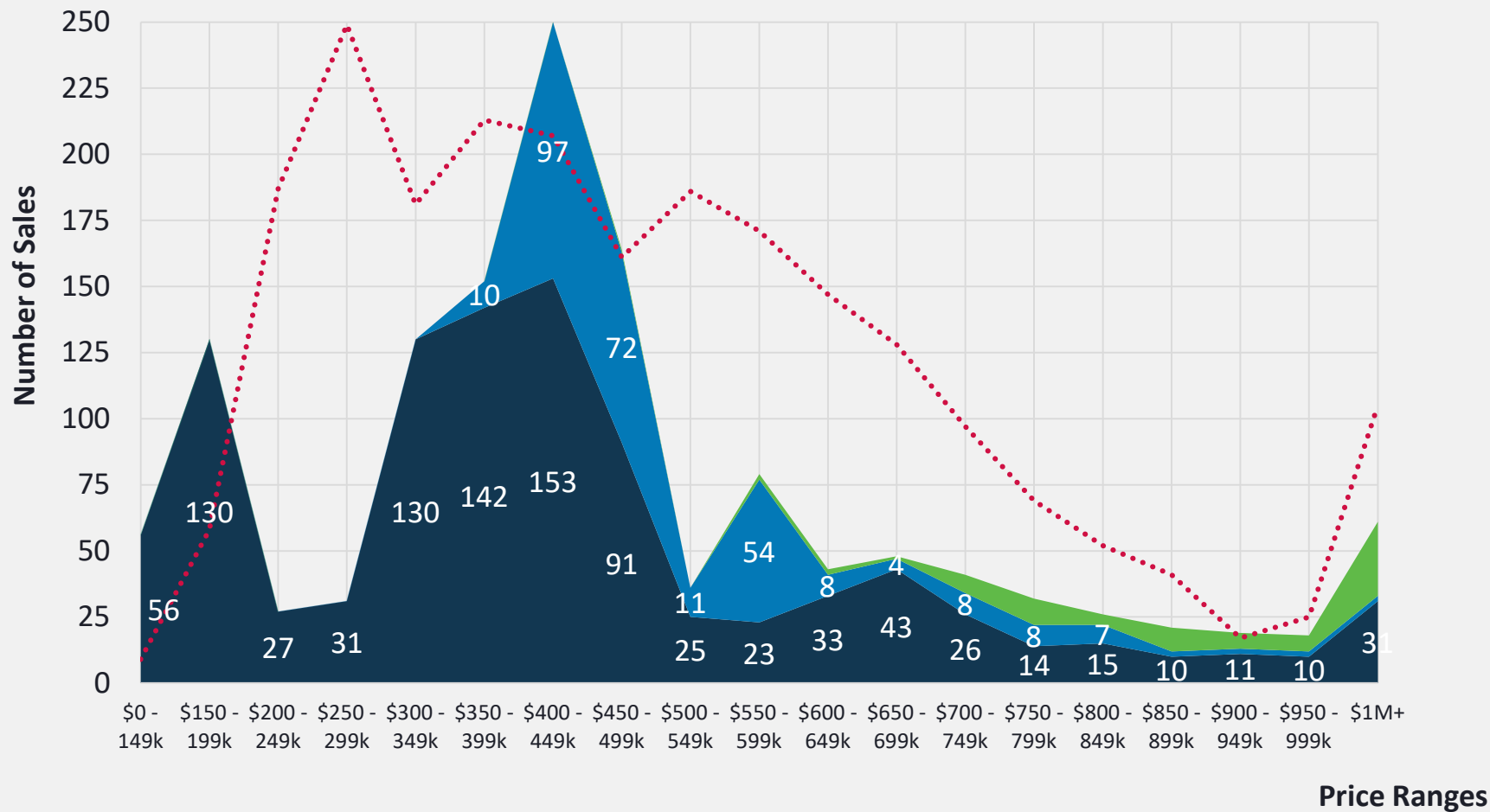
- Existing Apartment Sales January to August 2017
- Existing Attached Wall Sales January to August 2017
- Existing Single Family Sales January to August 2017



# City of Kelowna New Residential Sales vs. Existing Home Sales by Product Type and Price Point

## Price Distribution of New Home Sales June 2016 to September 2017

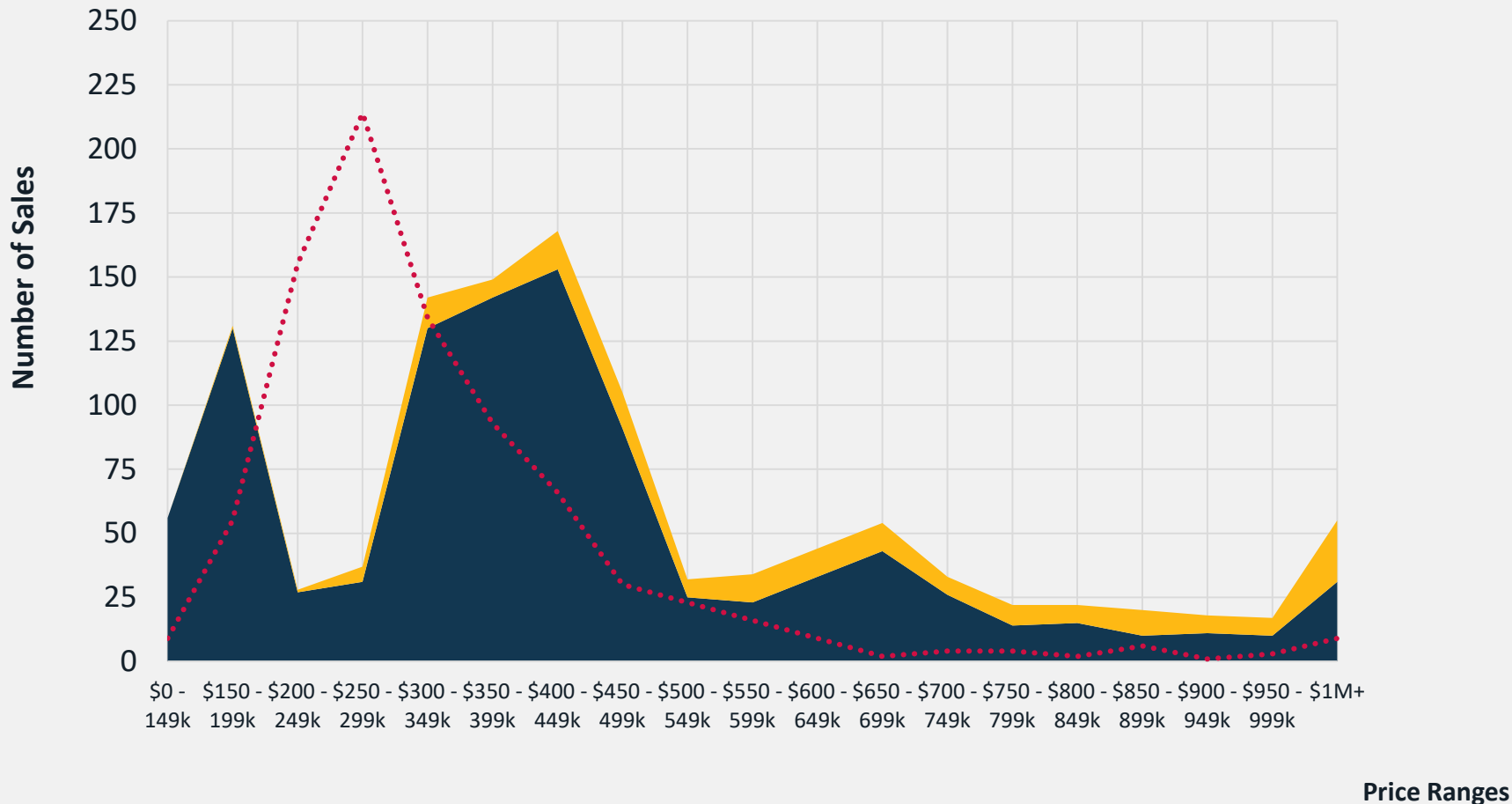
- New Single Family Sales June 2016 to September 2017
- New Attached Wall Sales June 2016 to September 2017
- New Apartment Sales June 2016 to September 2017
- ⋯ All Existing Home Sales January to August 2017



# City of Kelowna New Apartment Sales vs. Availables by Price Point

Price Distribution of New Apartment Sales From June 2016 to September 2016 vs. Availables September 2017

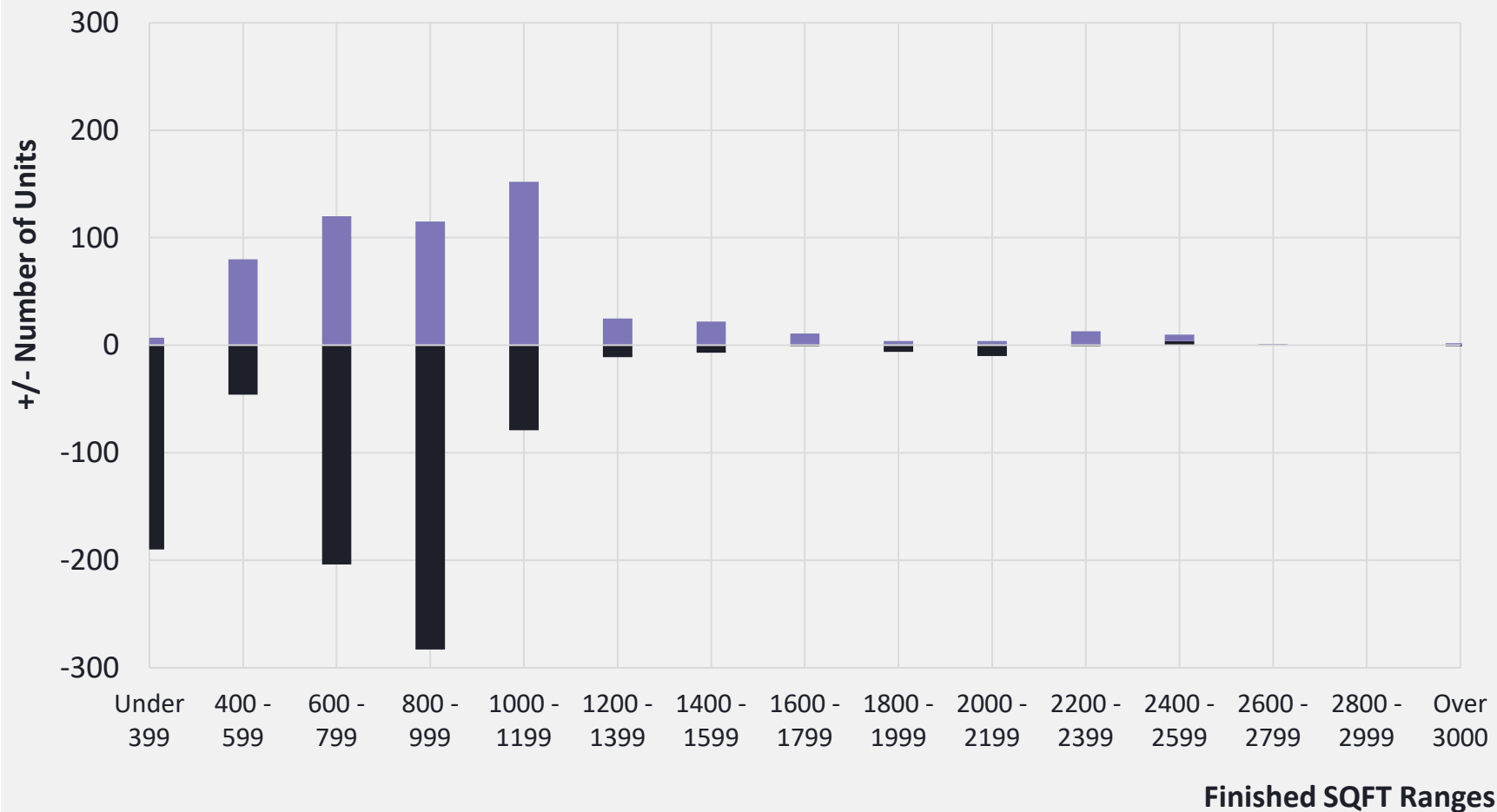
- *New Apartment Sales June 2016 to September 2016*
- *New Apartment Availables September 2017*
- *Existing Apartment Sales January to August 2017*



# City of Kelowna New Apartment Sales Net Availables vs. Proposed Units by Finished SQFT

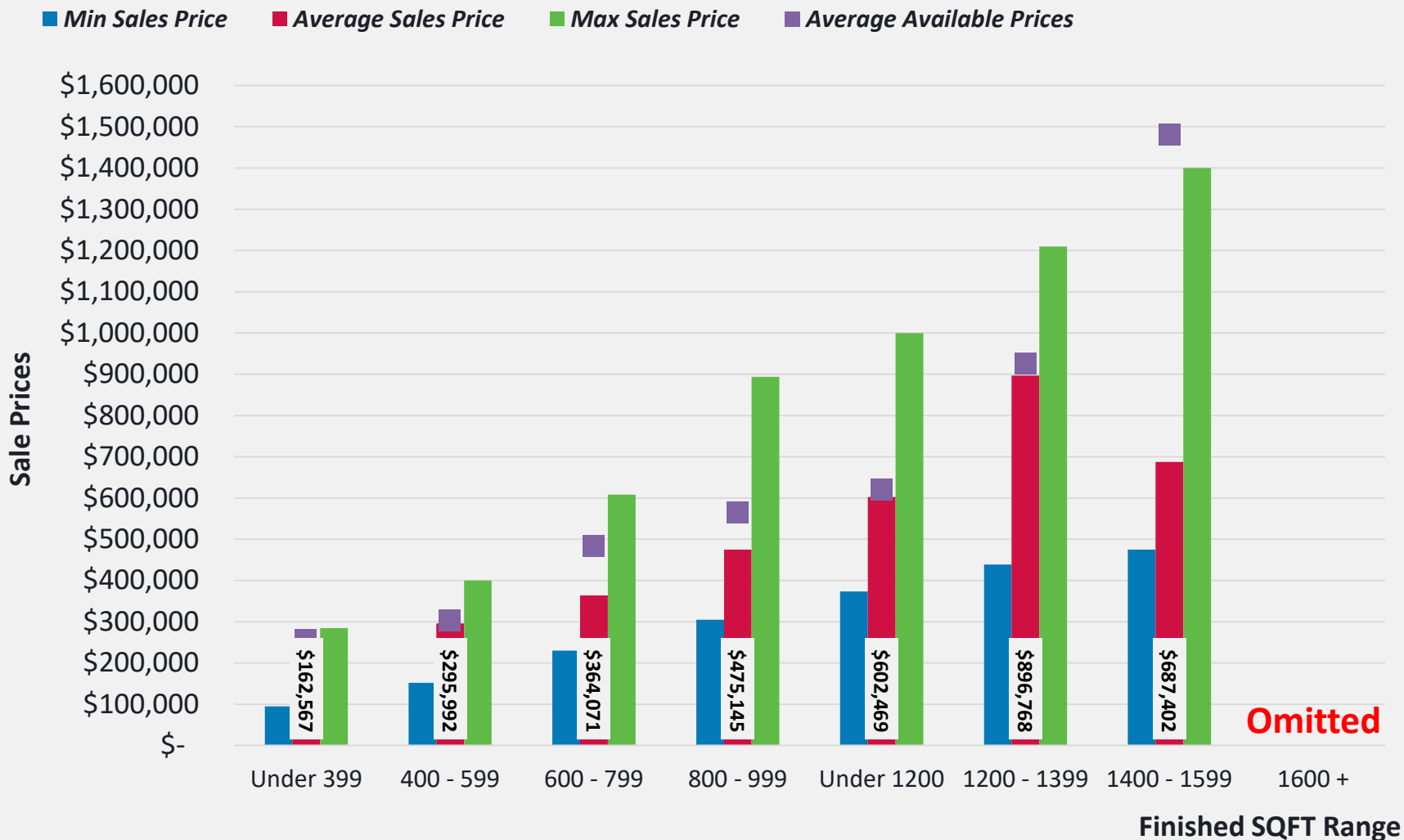
## Finished SQFT Distribution of New Apartment Sales From June 2016 to September 2017 Net Availables September 2017 Vs. Units Under Development Proposal September 2017

- *New Apartment Units Under Development Proposal September 2017*
- *(Availables September 2017 Net Sales June 2016 to September 2017)*



# City of Kelowna New Apartment Sales Price Point Spreads by Finished SQFT

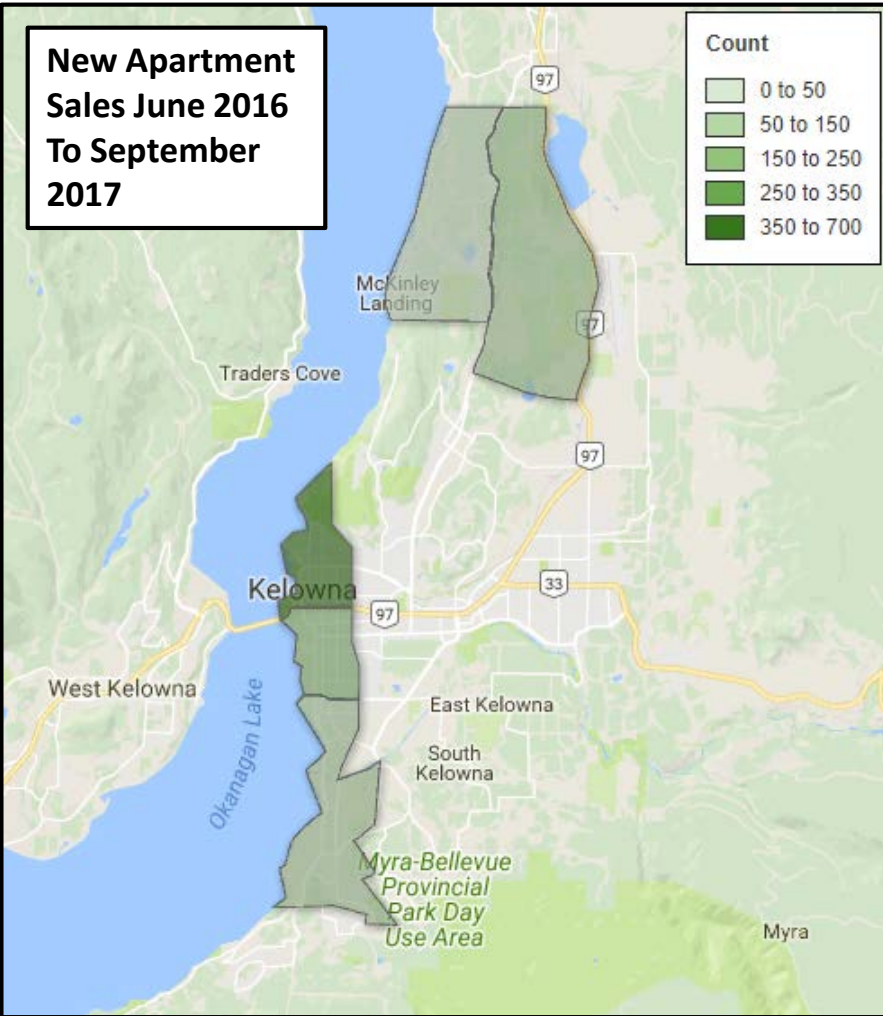
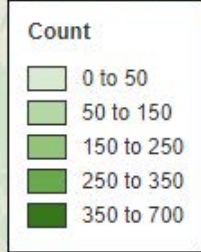
## Price Point Spread of New Apartment Sales From June 2016 to September 2017 by Finished SQFT



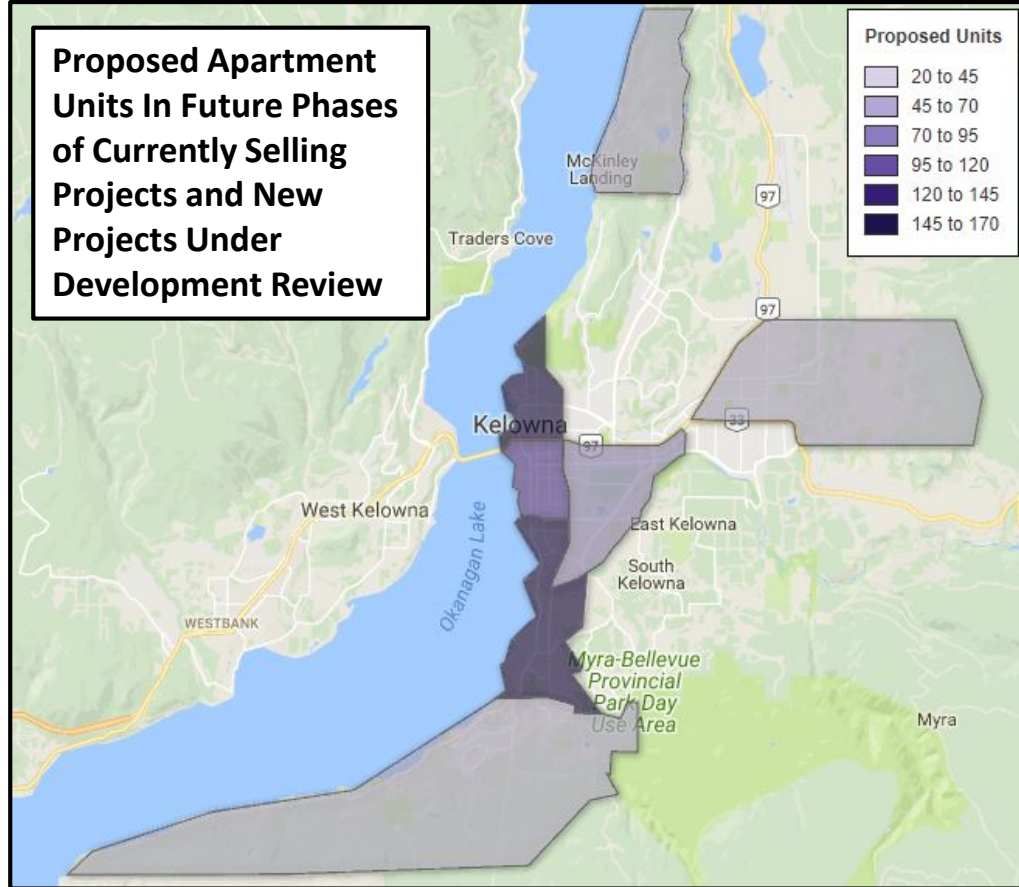
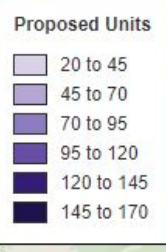


# Thematic Map of New Apartment Sales June 2016 to September 2017 vs. Forthcoming New Apartment Supply

## New Apartment Sales June 2016 To September 2017

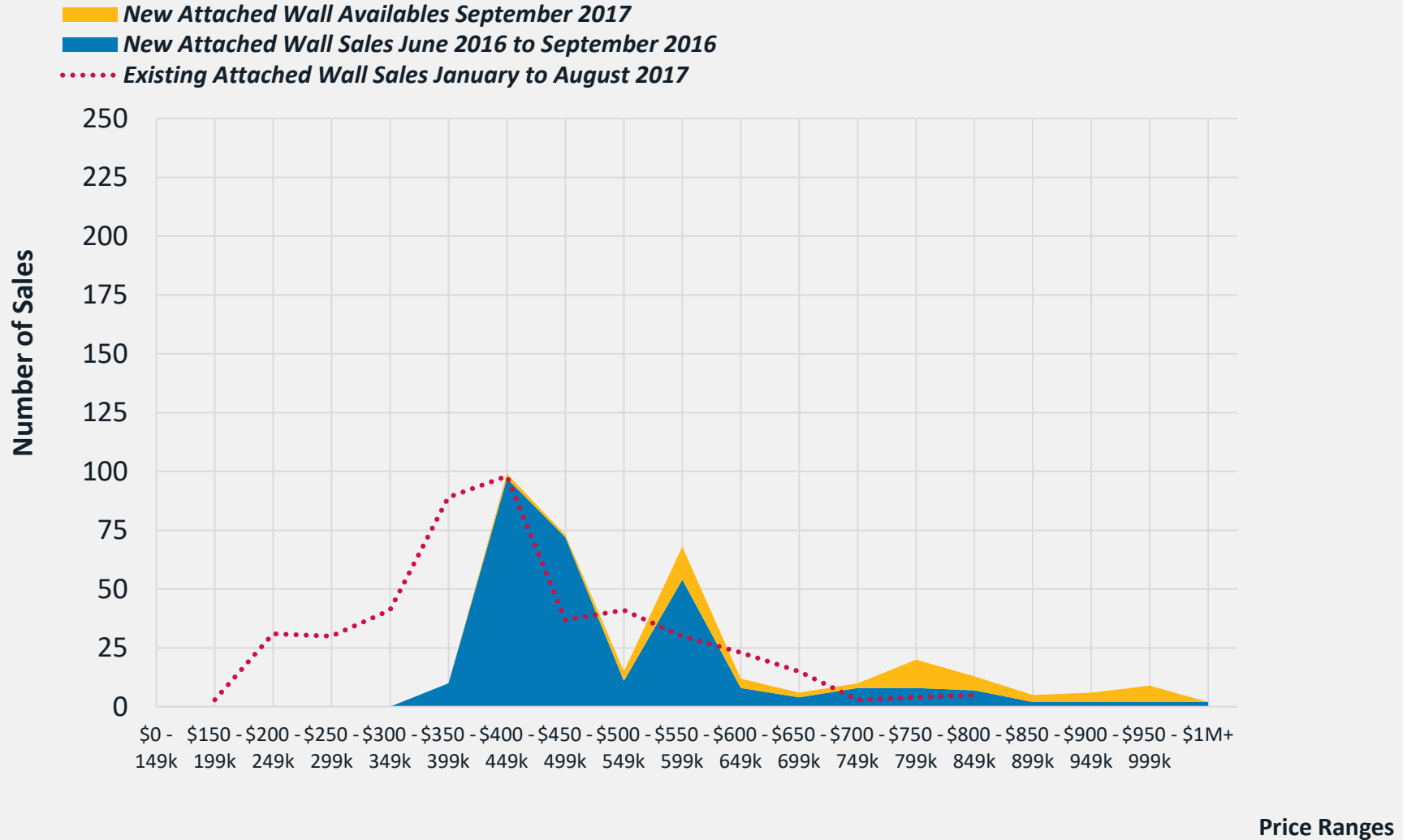


## Proposed Apartment Units In Future Phases of Currently Selling Projects and New Projects Under Development Review



# City of Kelowna New Attached Wall Sales vs. Availables by Price Point

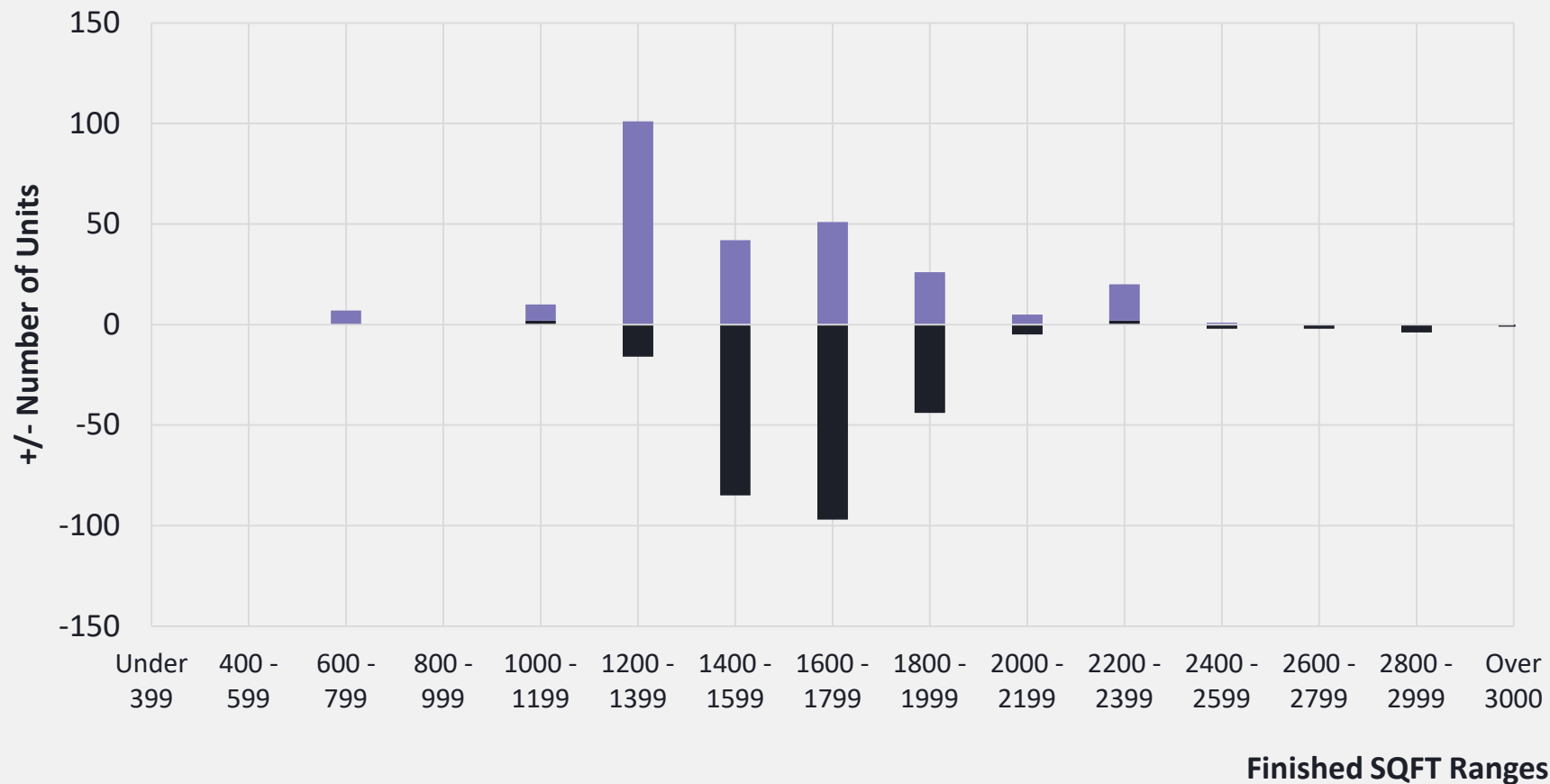
Price Distribution of New Attached Wall Sales From June 2016 to September 2017 vs. Availables September 2017



# City of Kelowna New Attached Wall Sales Net Availables vs. Proposed Units by Finished SQFT

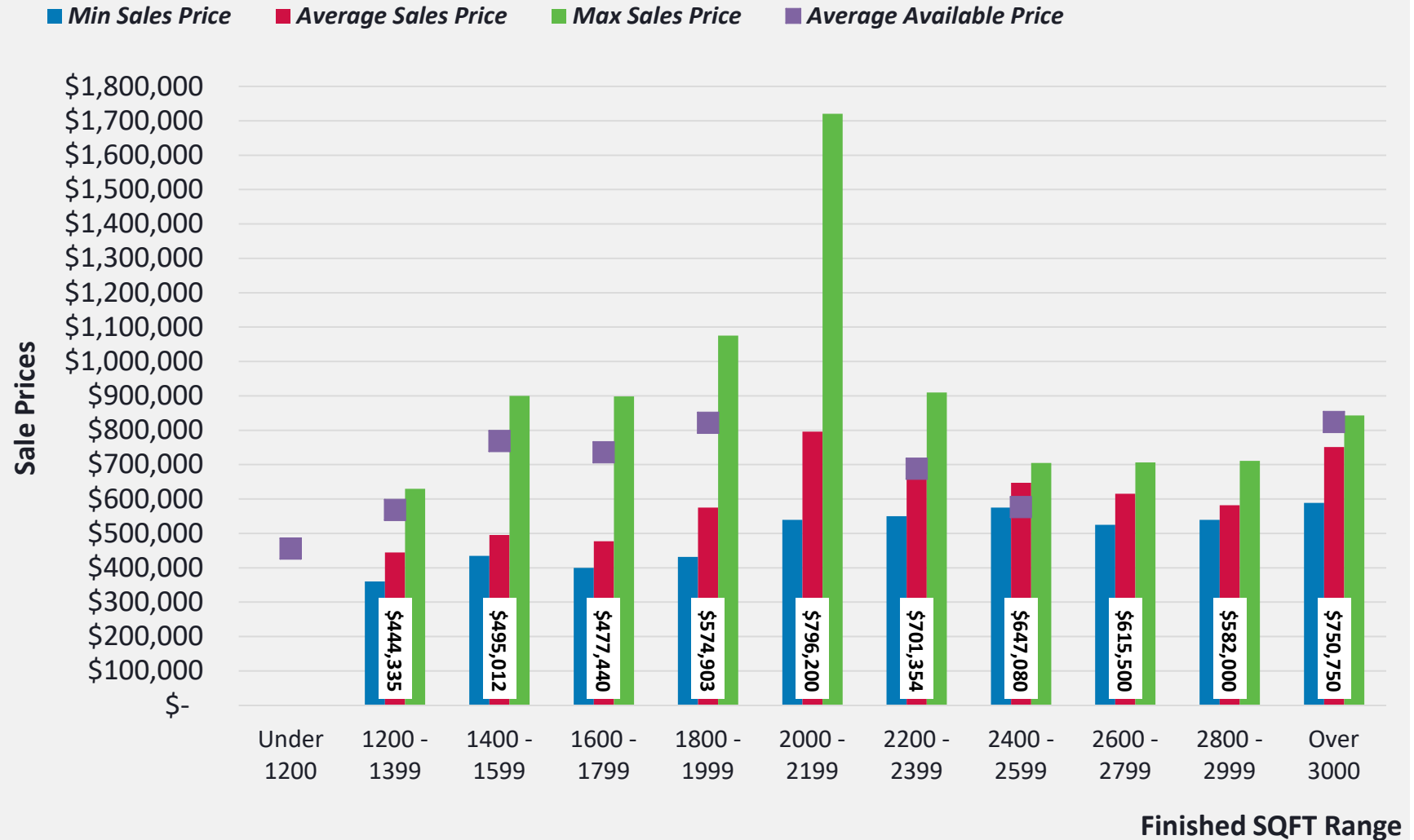
Finished SQFT Distribution of New Attached Wall Sales From June 2016 to September 2017 Net Availables September 2017 Vs. Units Under Development Proposal September 2017

- New Attached Wall Units Under Development Proposal September 2017
- (Availables September 2017 Net Sales June 2016 to September 2017)



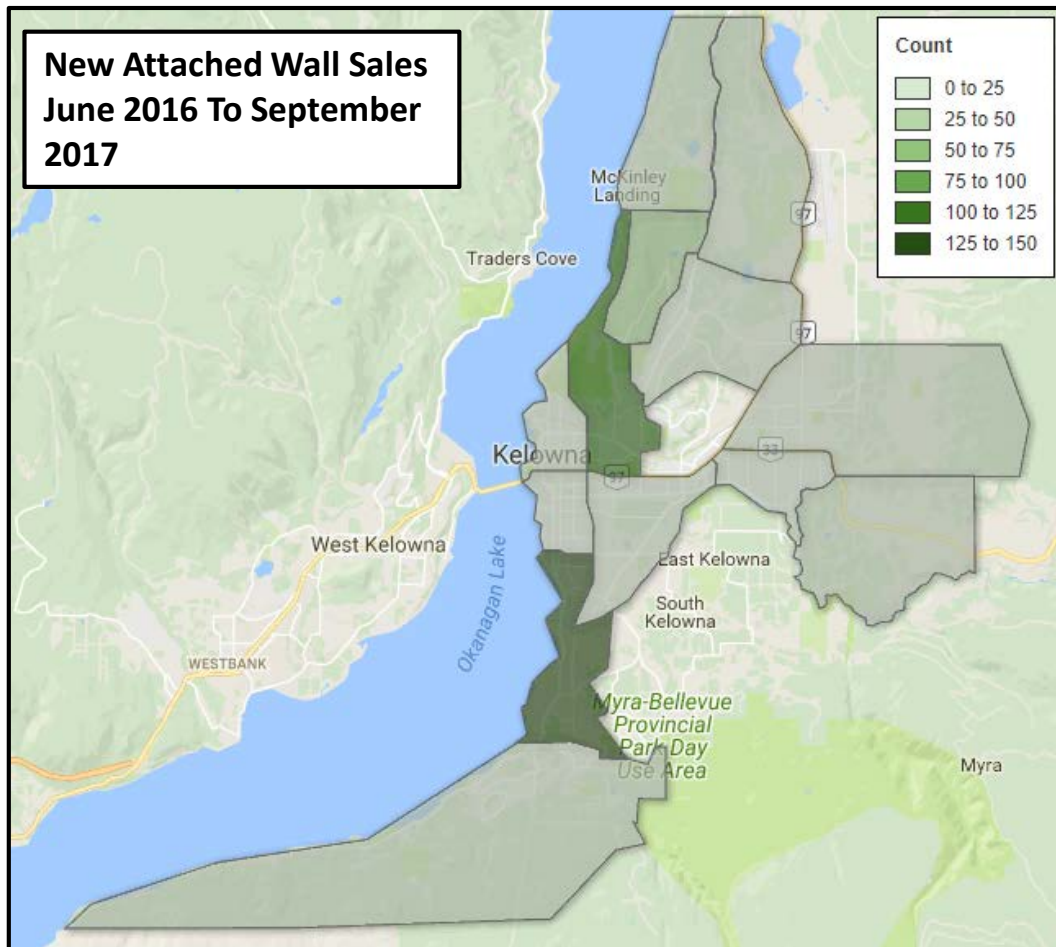
# City of Kelowna New Attached Wall Sales Price Point Spreads by Finished SQFT

Price Point Spread of New Attached Wall Sales From June 2016 to September 2017 by Finished SQFT

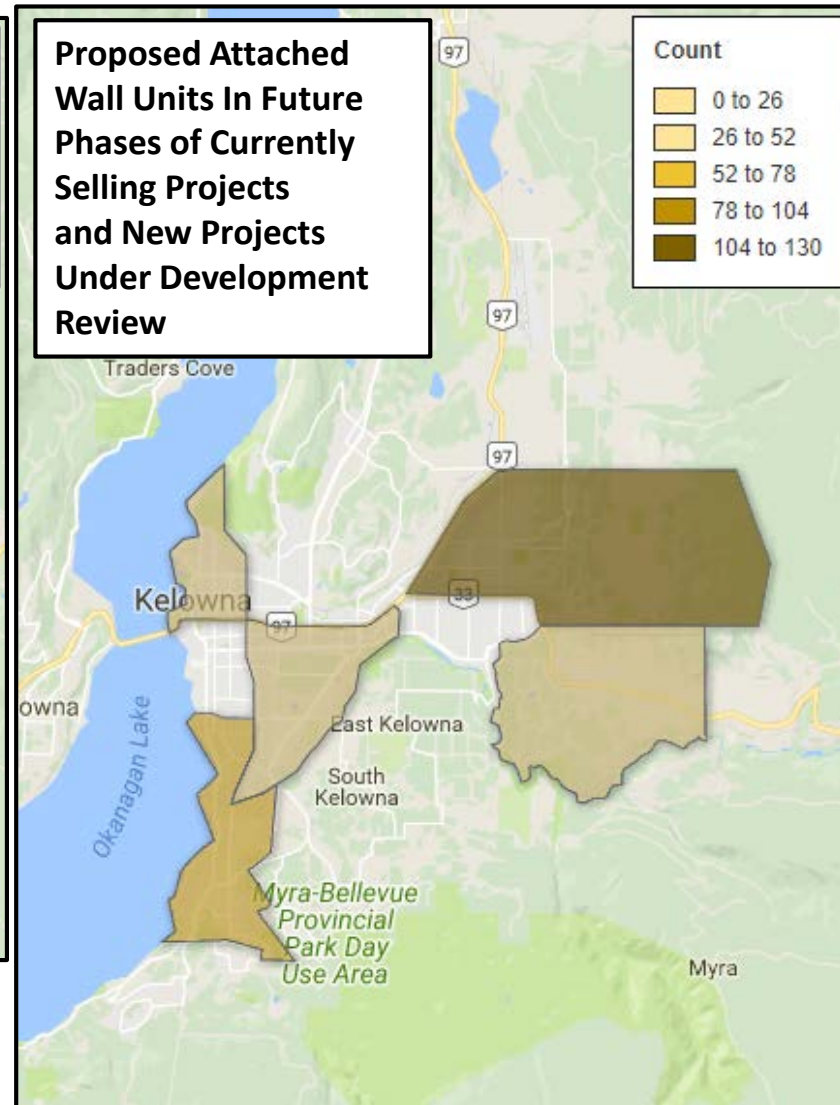


# Thematic Map of New Attached Wall Sales June 2016 to September 2017 vs. Forthcoming New Apartment Supply

**New Attached Wall Sales  
June 2016 To September  
2017**

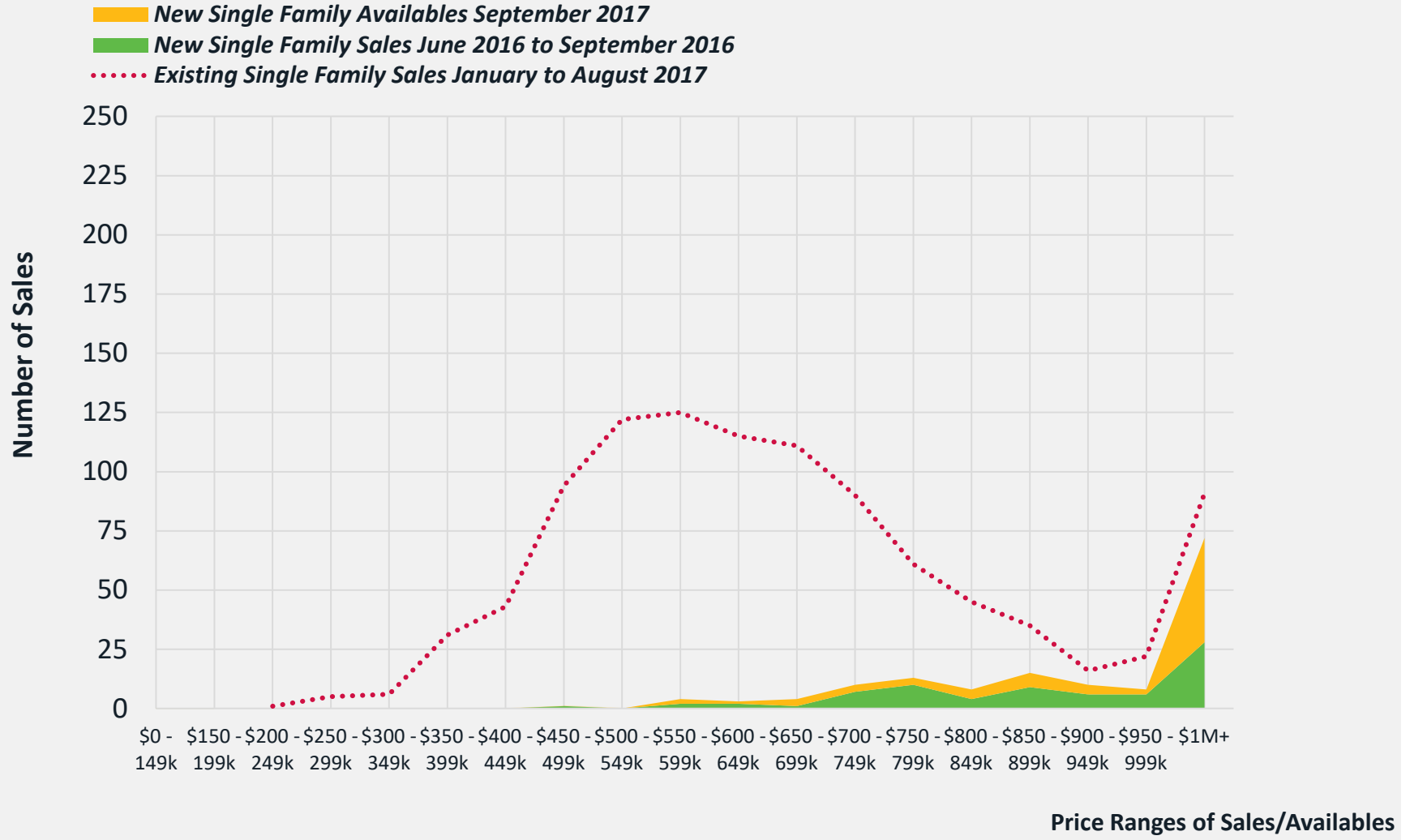


**Proposed Attached  
Wall Units In Future  
Phases of Currently  
Selling Projects  
and New Projects  
Under Development  
Review**



# City of Kelowna New Single Family Sales vs. Availables by Price Point and Product Type from June 2016 to September 2017

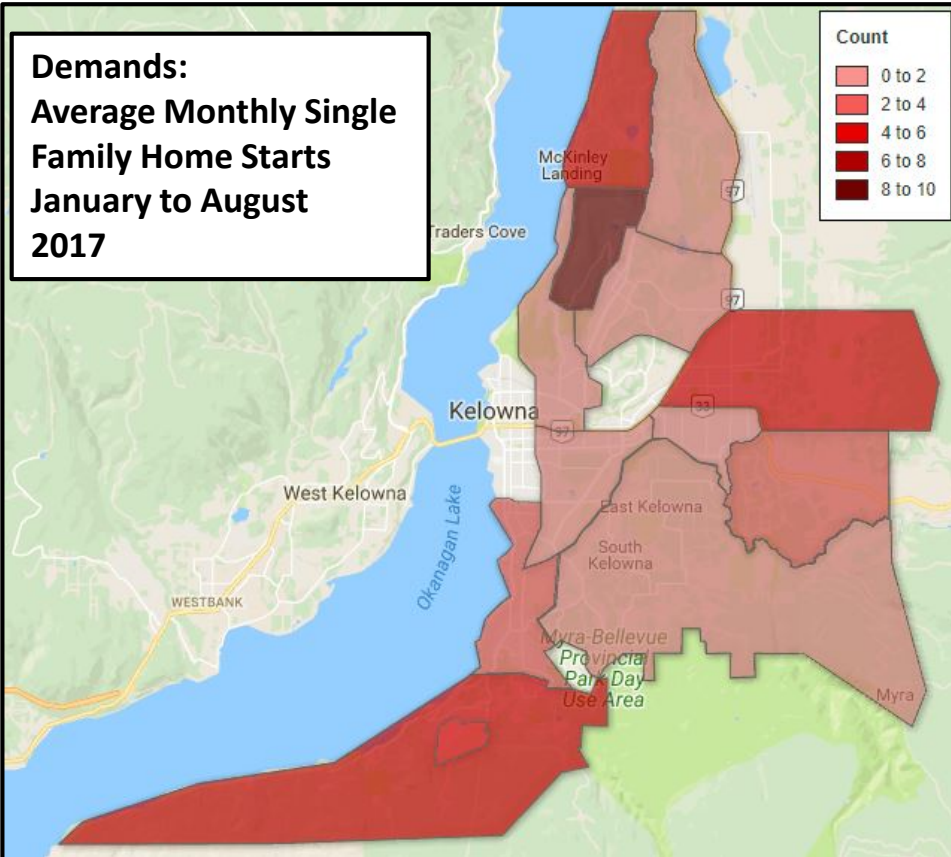
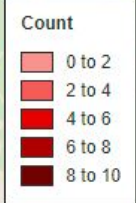
## Price Distribution of New Single Family Sales From June 2016 to September 2017 vs. Availables September 2017



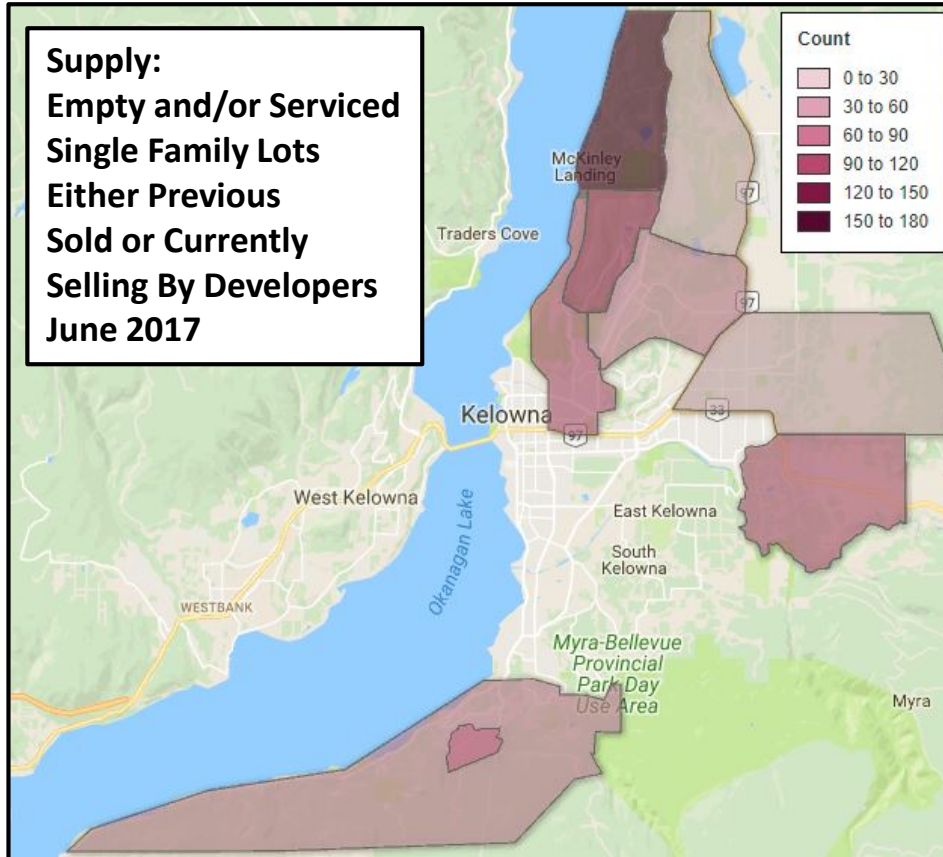
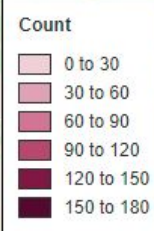


# Thematic Map of Single Family Developing Community Lot Demands vs. Supply June 2017

**Demands:  
Average Monthly Single  
Family Home Starts  
January to August  
2017**

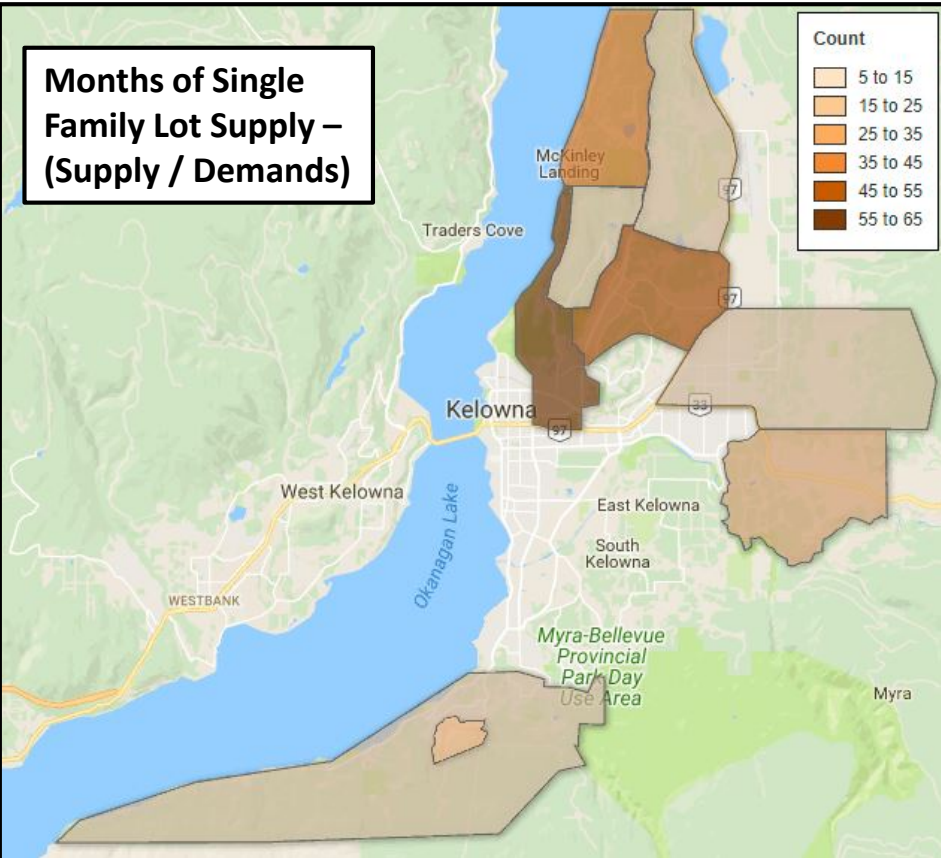


**Supply:  
Empty and/or Serviced  
Single Family Lots  
Either Previous  
Sold or Currently  
Selling By Developers  
June 2017**

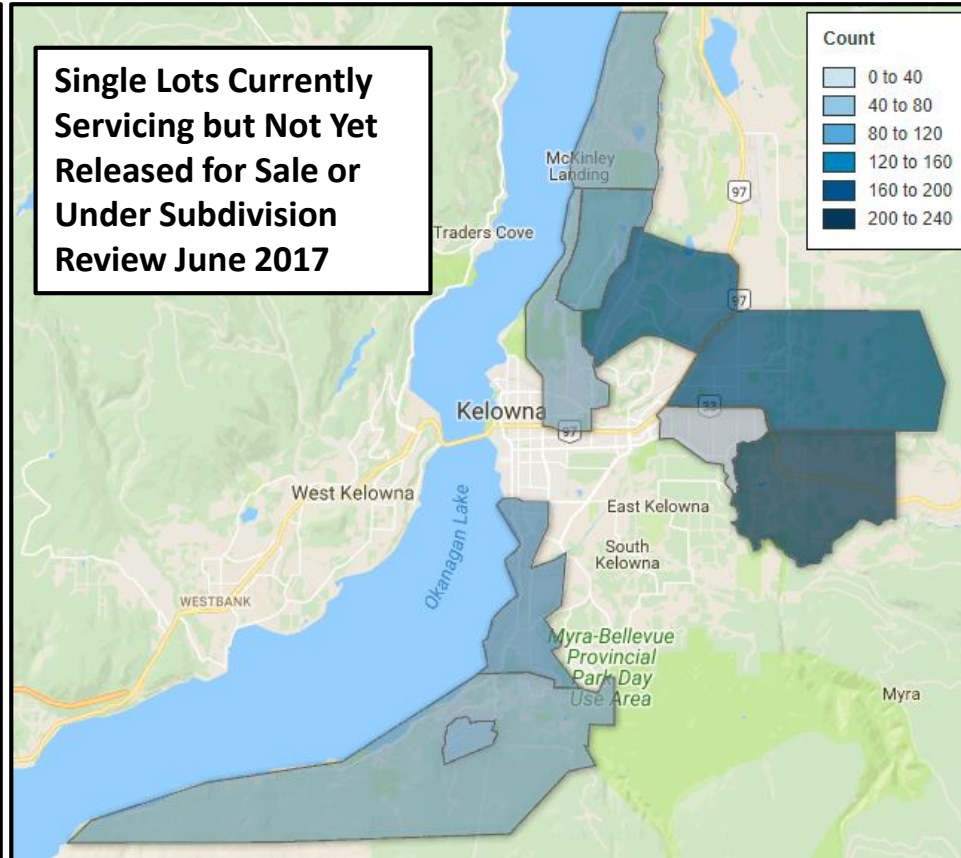


# Thematic Map of Single Family Developing Community Lot Demands vs. Supply June 2017

**Months of Single Family Lot Supply – (Supply / Demands)**



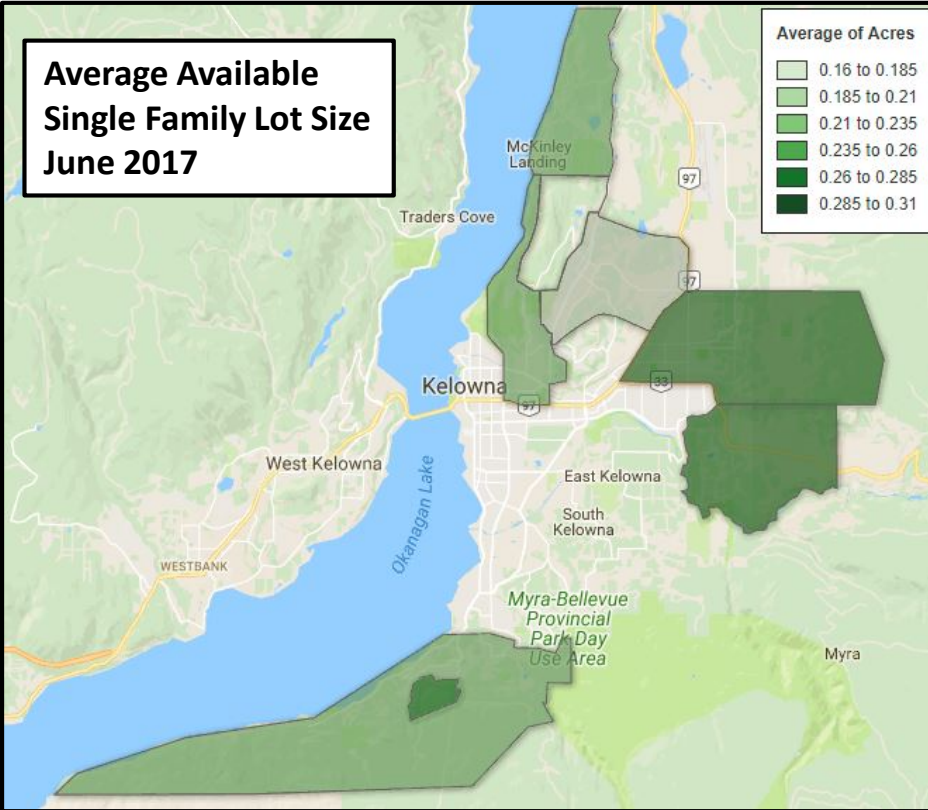
**Single Lots Currently Servicing but Not Yet Released for Sale or Under Subdivision Review June 2017**



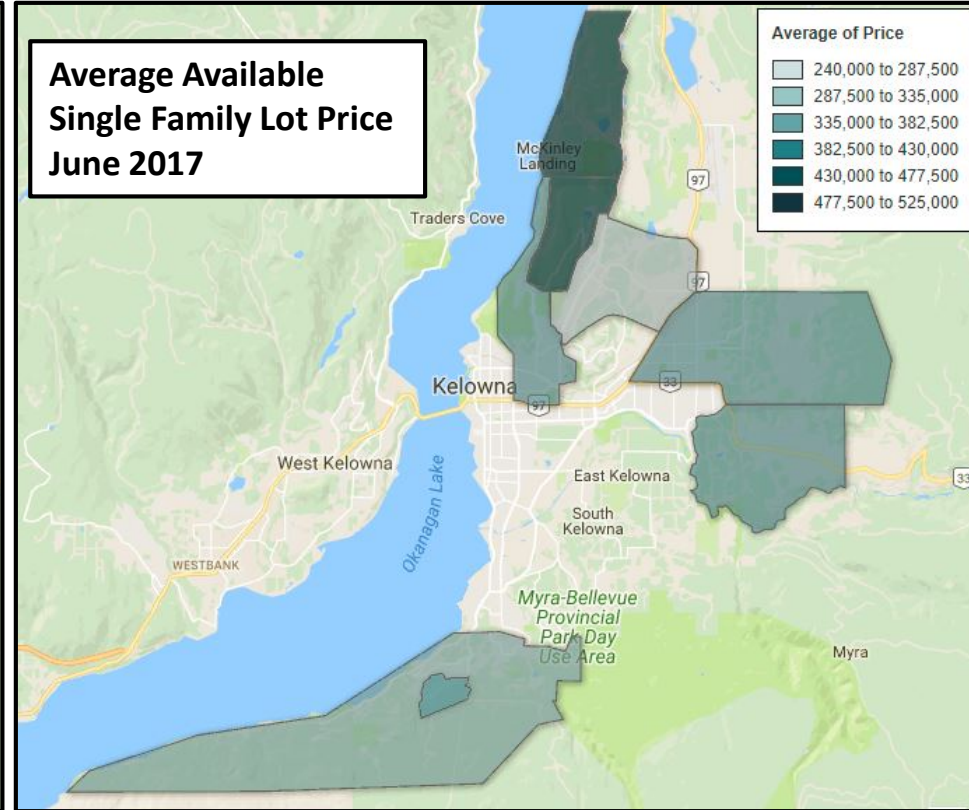


# Thematic Map of Single Family Developing Community Available Lot Sizes (Acres) and Prices June 2017

## Average Available Single Family Lot Size June 2017



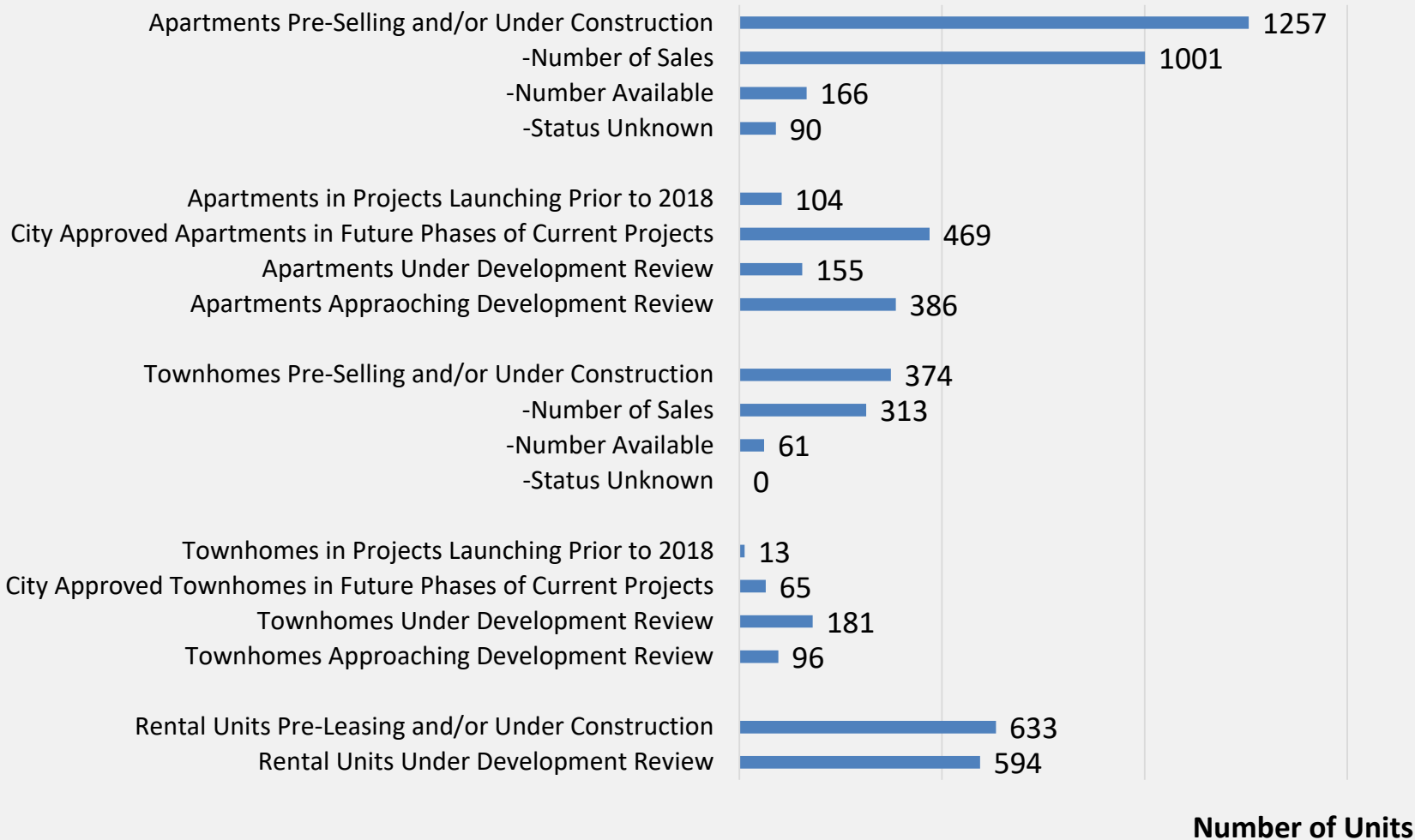
## Average Available Single Family Lot Price June 2017



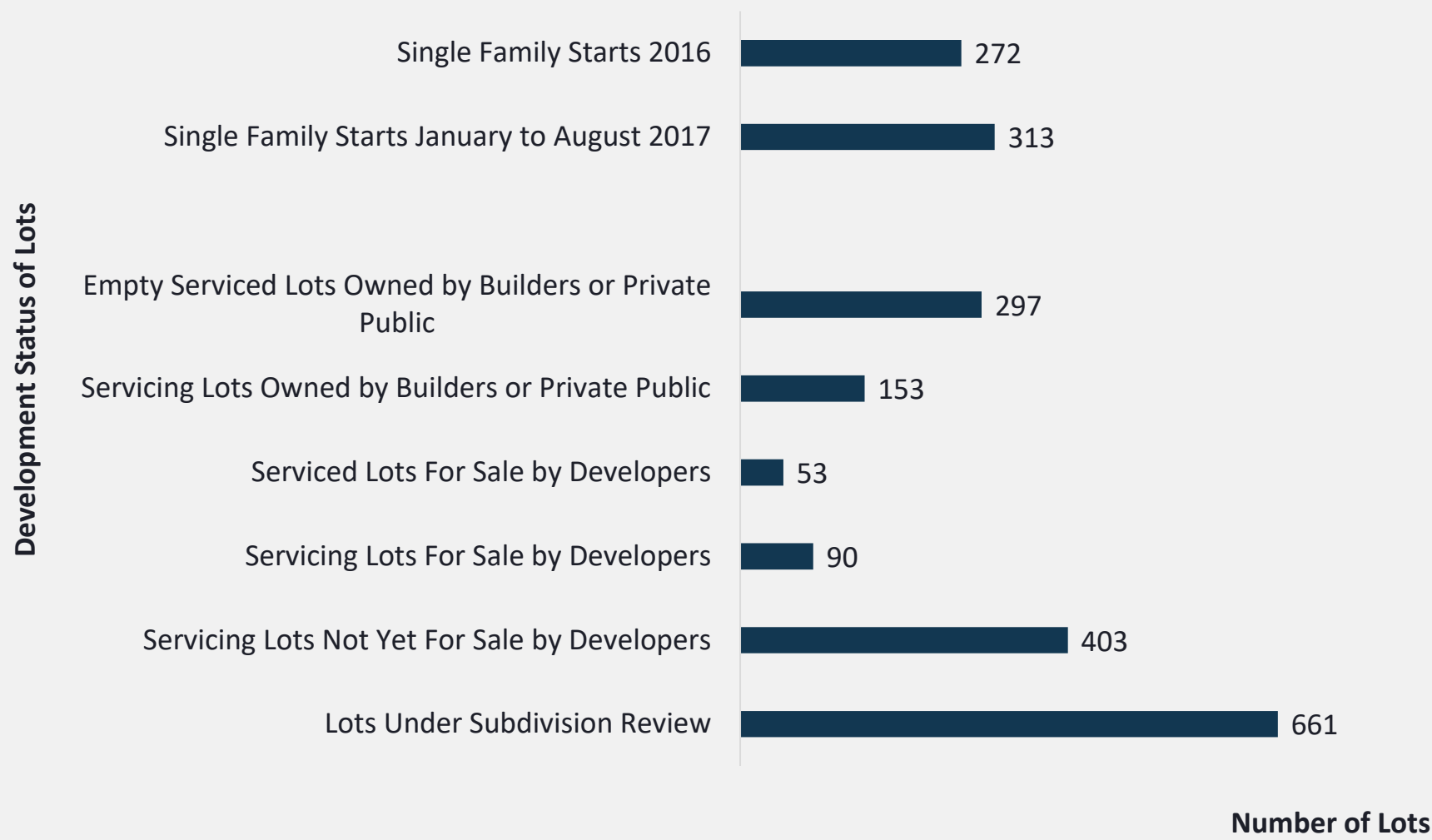
Source: City of Kelowna, Knew Realty Research Inc.

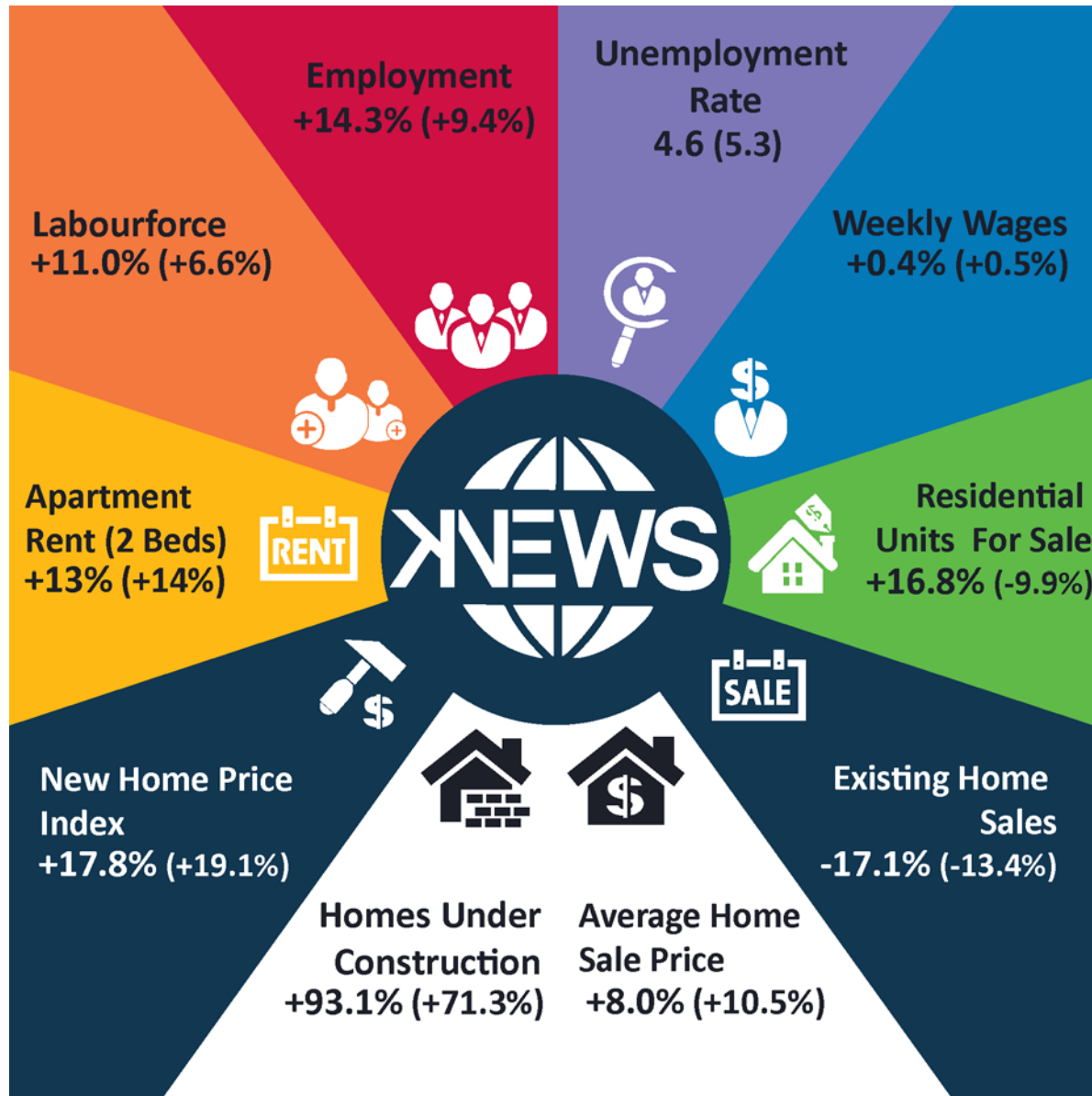
Notes: All Lot Pricing and Acreage size's is from Knew Realty Research's Semi Annual Lot count

Snap Shot of Knew Realty Research’s New Multi-Family Residential Databases as of September 30<sup>th</sup> 2017



## City of Kelowna Developing Community Single Family Starts vs. Lot Inventories by Development Status as of June 2017





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