REAL ESTATE REPORT



Industry Facts – Getting statistics of current home sales and listings is very important if your thinking of selling or buying a home, but there are other things to know about buyers that will help you in the sale of your home.

Here are some facts and figures that have been compiled from the Okanagan Mainline Real Estate Board, Stats Canada and the National Association of REALTORS®

24.2% of Buyers this past year in the Central Okanagan were those looking to move up to a newer or bigger home. First time buyers comprised of 20.7% while another 11% moved from a single family home to a strata complex.

Residential Sales By Price

Year To Date

While there are quite a few people that believe that most of our home buyers come from elsewhere, we found that 53.47% of the homes purchases came from within our own area. Another 8.3% came from other areas of BC with another 11.13% were from the Lower Mainland/Vancouver area. Alberta came in at 14.9% and only 2.37% of buyers came from outside of Canada.

Factors that influenced purchase, were led by; the quality of the neighborhood, followed by convenience to work and then affordability. Quality of schools were very important to couples and

Summary of Residential Sales

April 2012



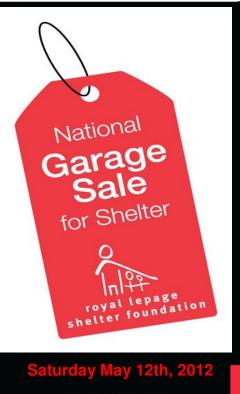
commuting costs and environmental efficiency have been steadily increasing year by year as well.

With regards to buyers financing their purchase, 31% prefer to opt for variable rate mortgages while 60% were fixed rate. 76% of first time home buyers got a pre-approval on their mortgage, which is down from 91% in 2010.

27% of all buyers financing their purchase used the services of a mortgage broker while 73% went directly to a financial institution such as a bank or credit union.

89% of buyers used the service of a Real Estate Agent and ranked them as the most useful source for information on Real Estate. Buyers looked at an average of 12 homes prior to purchasing and 84% of Canadians believe that Real Estate is a good long term investment.

Helping you is what we do.



ACTIVE LISTINGS			
Res.	Mobiles	Strata	Lots
1492	186	1435	659

If you are thinking of buying or selling ...please give me a call.

PRICE RANGE	2012	2011
\$0 to \$200,000	5	2
\$200,001 to \$240,000	7	9
\$240,001 to \$280,000	18	11
\$280,001 to \$320,000	35	31
\$320,001 to \$360,000	69	49
\$360,001 to \$400,000	54	63
\$400,001 to \$440,000	49	65
\$440,001 to \$480,000	38	36

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\$400,001	to \$440,000	49
\$440,001	to \$480,000	38
\$480,001	to \$520,000	39
\$520,001	to \$560,000	25
\$560,001	to \$600,000	13
\$600,001	to \$999,999	45

\$1 Million and over

43 31 14

48

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A Few More Real Estate Stats

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Average House Price in March	2012	\$456,568		
Median House Price in March	2012	\$415,000		
Number of houses listed last n	nonth:	459		
Number of lakeshore homes s	old last m	nonth: 2		
Average Mobile Home Price in March \$88,103				
Dollar value of sales in March	2012 \$	133,064,929		
Dollar value of sales in March	2011 \$	138,660,344		

Year To Date				
ТҮРЕ	2012	2011		
Acreage	17	22		
Acreage/House	20	13		
Acreage (Waterfront)	0	0		
Business	2	6		
Townhouse	112	107		
Condo	172	148		
Duplex	20	13		
Farms	2	1		
IC & I	35	22		
IC & Lands	3	1		
Lots	37	26		
Lots (Waterfront)	1	1		
Multi-Family	0	0		
Multi-Plex	0	2		
Mobile Homes	44	43		
Recreational	0	1		
Residential	399	410		
Residential (waterfront)	2	8		
Timeshares	0	0		
TOTAL	850	818		

This newsletter is not intended to solicit properties that are currently listed for sale, or to induce the breach of any contract. Should you not want this publication please call me at 1-800-421-3214.