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**Christine
Wolter**

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Great Results.

ROYAL LEPAGE
K E L O W N A

October
2012

Residential Sales by Price

Price Range	2012	2011
\$0 to \$200,000	15	14
\$200,000 to \$240,000	21	27
\$240,000 to \$280,000	53	33
\$280,000 to \$320,000	113	107
\$320,000 to \$360,000	188	162
\$360,000 to \$400,000	199	194
\$400,000 to \$440,000	215	214
\$440,000 to \$480,000	163	136
\$480,000 to \$520,000	133	134
\$520,000 to \$560,000	99	99
\$560,000 to \$600,000	65	66
\$600,000 to \$999,999	203	172
\$1 Million and over	27	36

Real Estate Stats Last Month

Average house price last month	\$488,788	\$516,853
Median house price last month	\$447,250	\$427,000
Houses listed last month	318	361
Average mobile home price	\$74,080	\$105,386

Residential Sales (Year To Date)

Type	2012	2011
Acreage/House	74	68
Townhouse	444	399
Condo	606	542
Lots	141	121
Mobile Homes	139	158
Residential	1493	1394
Residential (Waterfront)	27	22
Timeshares	0	0
TOTAL	2924	2704

Active Listings

Res	Mobiles	Strata	Lots
1616	213	1334	591

Thank You!

To everyone that helped us with our Client Appreciation Hawaiian Barbeque in September!

Activities provided by:



Door Prizes provided by:



Entertainment and Services by:

The Beets ~ Sugar the Clown ~ Dusk till Dawn Entertainment ~ The Moose Par-T-Perfect ~ TTM Events

The Real Estate Report

First Time Buyers Older and Wiser

Buyers are waiting longer to enter the market with more tools available than ever before.

Do you remember what it was like to buy your first home? Were you stressed about money? Did you feel nervous about the responsibility? Were you sure about the home that you finally chose?

For many of us, we might have felt like we were taking a tremendous risk, especially if we were green and barely out of school; just starting out on our own. Nowadays the picture looks quite different: The demographic of first-time buyers has shifted into a more mature, savvy one. 34% of all home buyers this year will be taking the plunge for the first time but at a higher average age of 34.

While nowadays it seems to be taking longer for first-timers to save up, there are also advantages for today's buyers. The amount of information available to buyers has increased dramatically as online resources have opened a virtual floodgate (literally) of tools unheard of in decades previous. Nearly three quarters of buyers use these resources as part of their research regarding mortgage options and almost half of those relied solely on the internet. In just the past two years, social media is playing an increasing role with more than 6 times as many people relying on sites such as Facebook and Twitter for mortgage research. Truly the landscape has shifted for first-time buyers compared to ten or twenty years ago.

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