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 Great Results.



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Residential Sales by Price

Price Range \$	2013	2012
0 to 200,000	1	2
200,000 to 240,000	6	0
240,001 to 280,000	8	7
280,001 to 320,000	9	10
320,001 to 360,000	19	17
360,001 to 400,000	10	14
400,001 to 440,000	13	16
440,001 to 480,000	10	12
480,001 to 520,000	9	10
520,001 to 560,000	3	6
560,001 to 600,000	2	3
600,001 to 999,999	14	4
1 million and over	3	1

Real Estate Stats Last Month

Average house price last month	\$465,292	\$415,358
Median house price last month	\$401,000	\$403,000
Houses listed last month	299	384
Average mobile home price	\$99,667	\$92,804

Residential Sales (Year To Date)

Type	2013	2012
Acreage/House	4	5
Townhouse	29	25
Condo	37	40
Lots	8	11
Mobile Homes	9	12
Residential	107	102
Residential (Waterfront)	0	0
Timeshares	0	0
TOTAL	194	195

Active Listings

Res	Mobiles	Strata	Lots
1196	153	1118	471



We would like to take this opportunity to thank our sponsor partners on the enRICHed Academy Live presentation that took place January 27th at the Rotary Centre for the Arts. Helping young adults learn about building financial wealth is an important topic and it was a pleasure to work with you while providing this event free to the community.

OUR THANKS TO:



Financial Dream Solutions



The Real Estate Report

To Buy or Sell First – That is the Question

What is the best way to enter this market?

For homeowners considering a change in their living situation, one question comes quickly to the forefront. Is it better to look for that perfect home or get the ideal price first? Both decisions can contain some level of risk.

If you buy first, then you can be stuck trying to sell under-the-gun, which can be daunting if the market slows down. Bridge financing can be hard to obtain from the bank unless you have a definite buyer for your home. And even if you have a high enough income to qualify to carry two homes for a season, you may not have the means to live that way for very long.

However, if you make sure to sell before really looking around you might be stuck settling for something less than your ideal home. If you can't find the right

home in the neighborhood you want, you may even have to rent in the interim. Adding an extra move can complicate the process and the rental market isn't always a piece of cake either.

The answer to the question ultimately depends on your values, risk tolerance and stage of life. The right neighborhood may be more important to a young family; while re-sale value might be more important to empty-nesters. One possible solution is to increase the period before your purchase closing date to give yourself the extra time to sell. But in the end, this very individual question can only be answered through conversation and careful analysis.

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