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CHRISTINE WOLTER

Ph: 250.317.1782

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Great Results.



January
2016

Residential Sales by Price

Price Range	2015	2014
\$0 to \$200,000	16	25
\$200,000 to \$240,000	29	39
\$240,000 to \$280,000	48	58
\$280,000 to \$320,000	95	125
\$320,000 to \$360,000	206	267
\$360,000 to \$400,000	311	291
\$400,000 to \$440,000	325	326
\$440,000 to \$480,000	322	310
\$480,000 to \$520,000	284	233
\$520,000 to \$560,000	278	215
\$560,000 to \$600,000	175	154
\$600,000 to \$999,999	551	393
\$1 Million and over	55	67

Real Estate Stats Last Month

Average house price last month	508,627	475,983
Median house price last month	463,125	440,000
Average Mobile Home price	110,214	88,038
Houses listed	132	133

Residential Sales (Year To Date)

Type	2015	2014
Acreage/House	150	123
Townhouse	898	814
Condo	1,174	1,027
Lots	248	296
Mobile Homes	249	236
Residential	2,695	2,503
Residential (Waterfront)	58	61
TOTAL	5472	5060

Active Listings

Res	Mobiles	Strata	Lots
649	108	596	398



The Real Estate Report

3 Tips to Make 2016 Great

Start the new year off better than ever

I want to digress a bit from my usual topics to wish you all a Happy New Year and give some thoughts that can help you make the most of 2016. These three tips are proven to make a difference and can be practised on a quarterly basis to maximize your growth and productivity in the year ahead.

Reflection

Take time to think back on the last year (or quarter). Make a list of what went well and what could improve. Take some time to visualize items from the list. This will allow you to fully cherish the good memories and lock in lessons for the future. You can even take some time to imagine situations you want to improve and how you might handle them in the coming year. This way you will be ready to meet them head on when the time comes.

Gratitude

Practising gratitude is a proven way to improve your life. Studies have

been tied to improved mental health and self-esteem as well as better physical health and sleep. Take what went well from your Reflection list and spend some time being thankful. If there is someone who played a role in your success then make sure to thank them personally.

Looking ahead

Choose one goal that you realistically can achieve in the next 90 days. Planning and accomplishing goals a quarter at a time, rather than annually, causes your fulfillment and success rate to rise significantly. It keeps you on task, makes goals more manageable and helps you celebrate more often. Once you have your goal, think through each step you need to accomplish on the path there. Try to narrow it down to one first step that you can focus on immediately that leads into the next until your goal is a reality.

