



Compliments of:  
**CHRISTINE WOLTER**

Ph: 250.317.1782

Great Service.  
Great Results.



## NOVEMBER 2018

### Residential Sales by Price (Year To Date)

Price Range	2018	2017
280,000 to 319,000	13	18
320,000 to 359,000	24	37
360,000 to 399,000	17	52
400,000 to 439,000	40	107
440,000 to 479,000	88	156
480,000 to 519,000	134	187
520,000 to 559,000	134	223
560,000 to 599,000	188	230
600,000 to 699,000	470	496
700,000 to 799,000	332	335
800,000 to 899,000	173	177
900,000 to 999,000	107	95
1 million and over	171	191

### Real Estate Stats Last Month

Average house price	\$667,490	\$672,434
Median house price	\$633,000	\$634,000
Average Mobile Home price	\$152,100	\$151,442
Houses listed	334	332

### Residential Sales (Year To Date)

Type	2018	2017
Acreage/House	80	115
Townhouse	617	853
Condo	1,198	1,420
Lots	179	414
Mobile Homes	201	226
Residential	1,899	2,327
Residential (Waterfront)	40	37
<b>TOTAL</b>	<b>4214</b>	<b>5392</b>

### Active Listings

Res	Mobiles	Strata	Lots
1,114	101	877	451

Okanagan Mainline Real Estate Board Stats



# the real estate Report

## WHY WAIT FOR SPRING – SELL NOW!

### *Four great reasons to take advantage of the winter market*

Winter is coming. This now-famous phrase evokes thoughts of hunkering down in snowed-in shelters waiting for sunnier days. Yet in the real estate world, winter brings with it some distinct bonuses that could make it worth your while to consider listing your home now.

#### **Are you serious?**

The buyers that you will encounter in an admittedly slower winter market are serious about their intent. Colder weather tends to weed out the “open house tourists” who are either just curious or barely dipping their toe in the market. These are people motivated to buy, often because of external reasons. For instance, they may have a job offer that requires a move or an urgent personal situation like a new baby, etc.

#### **Scarcity works in your favour**

With less homes available on the market, yours becomes a commodity worth fighting for. There is less competition and increased demand. This

can be to your benefit, allowing you to achieve a better price, especially if your home is in move-in condition.

#### **Now is the time**

With interest rates projected to continue to rise, there is more pressure on the real estate market than before. This means that there may be more winter buyers than usual this season. Not only that, but it is an opportune time to leverage the current market conditions if you are considering moving up yourself.

#### **Winter is warmer**

Despite the freeze outside, winter gives you a chance to show off your home's stability and security. Warm and cozy are targets you can easily achieve with proper furnace maintenance and insulation. Tailor your indoor décor to be inviting in peaceful contrast to the stark weather and light up the outside with seasonal illumination. This will cause buyers to want your home for the holidays.

