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**ROYAL LEPAGE**  
K E L O W N A

**October  
2022**

**RESIDENTIAL SALES BY PRICE (Year To Date)**

Price Range	2022	2021
280,000 to 559,000	18	68
560,000 to 599,000	14	48
600,000 to 699,000	36	253
700,000 to 799,000	112	393
800,000 to 899,000	215	450
900,000 to 999,000	227	331
1,000,000 to 1,199,000	309	306
1,200,000 to 1,399,000	252	227
1,400,000 to 1,599,000	134	103
1,600,000 to 1,799,000	77	68
1,800,000 to 1,999,000	43	45
2,000,000 +	105	80

**REAL ESTATE STATS LAST MONTH**

	2022	2021
Average house price	1,090,830	1,028,021
Median house price	955,000	913,750
Average Condo price	585,664	475,605
Average Townhome price	778,794	675,248
Average Mobile home price	316,888	243,630
Houses Listed	401	347

**RESIDENTIAL SALES**

	2022	2021
Acreage/House	73	140
Townhouse	665	946
Condo	1,218	1,750
Lots	143	340
Mobile Homes	210	216
Residential	1,783	2,678
Residential (waterfront)	32	68
<b>TOTAL</b>	<b>4,124</b>	<b>6,138</b>

**ACTIVE LISTINGS (Current Total Inventory)**

Res	Mobiles	Strata	Lots
1,029	72	790	143

# The Real Estate Report

## Top Reasons to Buy a Home in the Fall

*Find a better home at a better price this autumn*

We generally think of spring, or even summer, as the peak seasons for real estate. And while this may be true, peak doesn't necessarily mean it's the best time of year to find a home. The fall season contains lots of hidden advantages if you know how to look for them:

### Motivated Sellers

Some sellers who have listed their house all summer may be weary and more ready to negotiate. Additionally, fall tends to attract serious sellers who need to sell for personal reasons such as a new job or change in life circumstances. Timing and expediency can make them highly motivated to find a buyer.

### A Clearer Picture

Summer landscaping covers a lot of flaws. All those leafy trees and gorgeous flowers tend to mask issues that become more evident when autumn progresses and you can see the yard, walkways, siding, etc. more clearly. It is also a good time to gauge how much work it will take annually for summer clean-up, clearing out all the fallen leaves and debris, and winterizing.

### Know the Neighbourhood

As summer vacations end and families return to school schedules, you can get a much clearer picture of what the neighbourhood is usually like. Traffic will settle into a more normal pattern and parks and schools will repopulate with locals, giving a more accurate feel of the community you are considering.

### Bargains abound

As year-end approaches, so do holiday sales and annual quotas. This can make it a great time to find reduced prices on everything you need to settle in: from furniture to landscaping, décor, tools and more. You may even be able to strike a better deal with your bank, mortgage brokers and various trades as holiday bills and sales targets loom.

Stats: October 2022 vs October 2021

Source: Association of Interior REALTORS® – Central Okanagan

NOTE: this representation is based in whole or in part on data generated by the Association of Interior REALTORS®, which assume no responsibility for its accuracy.

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Not intended to solicit properties already listed for sale.



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