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Great Service.
Great Results.



MARCH 2024

RESIDENTIAL SALES BY PRICE (YEAR TO DATE)

| PRICE RANGE | 2024 | 2023 |
|----------------------------|------|------|
| \$280,000 to \$559,000 | 5 | 4 |
| \$560,000 to \$599,000 | 0 | 1 |
| \$600,000 to \$699,000 | 18 | 18 |
| \$700,000 to \$799,000 | 29 | 37 |
| \$800,000 to \$899,000 | 35 | 25 |
| \$900,000 to \$999,000 | 25 | 30 |
| \$1,000,000 to \$1,199,000 | 30 | 29 |
| \$1,200,000 to \$1,399,000 | 15 | 19 |
| \$1,400,000 to \$1,599,000 | 6 | 14 |
| \$1,600,000 to \$1,799,000 | 7 | 2 |
| \$1,800,000 to \$1,999,000 | 2 | 5 |
| \$2,000,000+ | 9 | 11 |

REAL ESTATE STATS LAST MONTH

| | 2024 | 2023 |
|------------------------|-------------|-------------|
| Avg. House Price | \$1,032,771 | \$1,056,824 |
| Median House Price | \$939,625 | \$950,000 |
| Avg. Condo price | \$467,664 | \$469,511 |
| Avg. Townhouse price | \$673,241 | \$759,411 |
| Avg. Mobile Home price | \$263,905 | \$314,067 |
| Houses listed | 351 | 318 |

RESIDENTIAL SALES (YEAR TO DATE)

| TYPE | 2024 | 2023 |
|--------------------------|------|------|
| Acreage/House | 10 | 6 |
| Townhouse | 69 | 71 |
| Condo | 121 | 126 |
| Lots | 9 | 4 |
| Mobile Homes | 31 | 17 |
| Residential | 185 | 189 |
| Residential (Waterfront) | 3 | 5 |
| TOTAL | 428 | 418 |

ACTIVE LISTINGS

| RES | MOBILE | STRATA | LOTS |
|-----|--------|--------|------|
| 954 | 90 | 917 | 226 |

Stats: Feb 2024 vs Feb 2023

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.

THE REAL ESTATE REPORT



TAKE ADVANTAGE OF THE SPRING REAL ESTATE MARKET

These key tips will make your homebuying experience a breeze

As the flowers bloom and the weather warms, the spring season ushers in a busy time in the real estate market in the Okanagan. It's important for homebuyers beginning their property search during this competitive time to be strategic in their approach. Here are some key tips to help you make informed decisions and secure your dream home in the spring market:

Start early

Don't wait until mid-April to start looking. With higher demand during this time, properties will move quickly, so being proactive can give you an advantage in finding the right home.

Do your prework

Start with a mortgage pre-approval from a lender to help you understand your budget. It will also signal to sellers that you're a serious buyer, increasing your chances of having your offer accepted. Make a list of all your must-haves and desires for your new home. Think through the variables such as location, size, amenities, and budget constraints to

narrow down your options and streamline your search process.

Partner up

Let us come alongside you on the journey to make it as easy and successful as possible. Make use of our industry expertise and our knowledge of the local market. We can provide valuable insights, guide you through the buying process, and help you make informed decisions.

Stay flexible

In a competitive market, flexibility is essential. Be open to exploring different neighbourhoods, considering homes that may need minor updates, and adjusting your criteria based on what's available and within your budget.

Be ready and steady

When you find a suitable property, be ready to make an offer. We can help ensure that you know what you need to about the property and have reviewed comparable sales so that your offer can be both considered and competitive.



REALTOR®. Member of The Canadian Real Estate Association and more.

Not intended to solicit properties already listed for sale.