



Compliments of:  
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September  
**2015**

### Residential Sales by Price

Price Range	2015	2014
\$0 to \$200,000	11	17
\$200,000 to \$240,000	18	22
\$240,000 to \$280,000	36	39
\$280,000 to \$320,000	78	86
\$320,000 to \$360,000	148	193
\$360,000 to \$400,000	226	210
\$400,000 to \$440,000	230	228
\$440,000 to \$480,000	242	217
\$480,000 to \$520,000	210	173
\$520,000 to \$560,000	192	159
\$560,000 to \$600,000	128	112
\$600,000 to \$999,999	402	265
\$1 Million and over	40	45

### Real Estate Stats Last Month

Average house price last month	531,199	514,475
Median house price last month	490,000	466,000
Average Mobile Home price	118,782	92,138
Houses listed	343	373

### Residential Sales (Year To Date)

Type	2015	2014
Acreage/House	99	87
Townhouse	628	560
Condo	800	711
Lots	164	205
Mobile Homes	181	174
Residential	1,961	1,766
Residential (Waterfront)	41	43
<b>TOTAL</b>	<b>3874</b>	<b>3546</b>

### Active Listings

Res	Mobiles	Strata	Lots
1,101	146	954	485



# The Real Estate Report

## Sell Your Home This Autumn

*3 Tips to make the most of Fall sales season*

Did you know that Autumn is the second best time of the year to sell a home? It's a two to three month window of stability sandwiched between the summer and winter holiday seasons where families are getting back into routine. Agents are motivated by the last big sales push of the calendar year and neighborhood lawns are covered with leaves and "For Sale" signs. Here's some tips to make sure buyers are motivated by your home.

#### Increase curb appeal

Tidy up the yard, making sure that the lawn is well maintained and the leftovers from your summer gardens are cleared away. Take advantage of your green bin while you have the chance! Clean the windows that may have accumulated dirt and streaks from the summer storms and weather. As the leaves start to fall, stay on top of the task with regular raking so that prospective buyers don't feel like they are inheriting an insurmountable task.

#### Cozy up

As the cooler weather comes to the Okanagan, folks want to feel at home when they come inside. This is not a time to save on heating bills - make sure that your house feels like somewhere that they want to linger. If you have a wood fireplace, this can be a great time to make use of it.

#### Fall is in the air

Never underestimate the power of the senses. Decorate inside with fall-themed colours. Make sure you are compensating for the seasonal decrease in natural light by opening your curtains and having plenty of lights on as well. Burn a cinnamon-scented candle or, better yet, bake pumpkin muffins and give them away to those who come to view the home. That is guaranteed to make your home memorable!

