



Compliments of:
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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.

