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**MAY
2017**

Residential Sales by Price

| Price Range | 2017 | 2016 |
|------------------------|------|------|
| \$0 to \$200,000 | 2 | 3 |
| \$200,000 to \$240,000 | 1 | 8 |
| \$240,000 to \$280,000 | 6 | 15 |
| \$280,000 to \$320,000 | 8 | 18 |
| \$320,000 to \$360,000 | 20 | 41 |
| \$360,000 to \$400,000 | 28 | 90 |
| \$400,000 to \$440,000 | 52 | 95 |
| \$440,000 to \$480,000 | 65 | 116 |
| \$480,000 to \$520,000 | 63 | 95 |
| \$520,000 to \$560,000 | 77 | 116 |
| \$560,000 to \$600,000 | 78 | 87 |
| \$600,000 to \$999,999 | 343 | 243 |
| \$1 Million and over | 49 | 40 |

Real Estate Stats Last Month

| | | |
|--------------------------------|---------|---------|
| Average house price last month | 667,105 | 563,020 |
| Median house price last month | 624,000 | 528,000 |
| Average Mobile Home price | 129,905 | 115,898 |
| Houses listed | 420 | 495 |

Residential Sales (Year To Date)

| Type | 2017 | 2016 |
|--------------------------|-------------|-------------|
| Acreage/House | 27 | 45 |
| Townhouse | 287 | 313 |
| Condo | 487 | 445 |
| Lots | 132 | 103 |
| Mobile Homes | 63 | 95 |
| Residential | 792 | 967 |
| Residential (Waterfront) | 8 | 18 |
| TOTAL | 1796 | 1986 |

Active Listings

| Res | Mobiles | Strata | Lots |
|-----|---------|--------|------|
| 719 | 80 | 570 | 380 |



The Real Estate Report

Are You Ready to "Move Up" to a New House?

These three tips will help you decide if it's time for an upgrade

If you've ever felt frustrated with your home or it's no longer meeting your needs, it may be time to consider a "move up". With the spring selling season underway in the Okanagan it could be an opportune time to take the leap to achieve your dream. How do you know if you're ready? Here are a few tips to help:

Get Your Financial House in Order

Check out your credit score and evaluate whatever debt you are currently holding. Make sure you have adequate savings set aside to make the transition feasible. Set out a budget that considers the difference in monthly cost that you can afford. This will help you make sure that you won't be reaching beyond your means and become "house poor". You may even want to venture to your local bank or credit union to pre-qualify for a mortgage amount.

Dream Big... Plan Bigger

Take some time to dream about the features that are important to you and that you want to upgrade. If you're going to go through the process of selling your current home and moving everything, you want to make sure that you are maximizing the benefit. You may even want to include your children in the process to get them excited about the potential change. Once you've made a list, prioritize the items into "non-negotiable" and "optional" categories.

Talk to the experts

We can help you to gauge the heat of the market and whether buyers or sellers are at an advantage. Show us your dream list and we can give you an idea of the price range it will take to achieve it in each neighborhood in your area. Then together we can make a plan of action to get you moving toward your seeing your dream fulfilled.

