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 Great Results.



May  
**2013**

### Residential Sales by Price

Price Range \$	2013	2012
0 to 200,000	9	7
200,000 to 240,000	19	8
240,001 to 280,000	31	22
280,001 to 320,000	59	47
320,001 to 360,000	88	93
360,001 to 400,000	75	68
400,001 to 440,000	75	84
440,001 to 480,000	65	59
480,001 to 520,000	39	53
520,001 to 560,000	33	36
560,001 to 600,000	23	26
600,001 to 999,999	66	67
1 million and over	9	8

### Real Estate Stats Last Month

Average house price last month	\$460,351	\$482,093
Median house price last month	\$426,500	\$435,000
Houses listed last month	481	454
Average mobile home price	\$63,122	\$117,389

### Residential Sales (Year To Date)

Type	2013	2012
Acreage/House	24	28
Townhouse	167	161
Condo	196	235
Lots	55	47
Mobile Homes	51	54
Residential	591	578
Residential (Waterfront)	4	4
Timeshares	0	0
<b>TOTAL</b>	<b>1088</b>	<b>1107</b>

### Active Listings

Res	Mobiles	Strata	Lots
1587	198	1245	473

We would like to take this opportunity to thank Sallie Ritchey of A Decorative Touch for supplying us with the article "New Beginnings, a Fresh New Look" in the April Newsletter.

Thank you Sallie!

Sallie can be reached via email:  
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# The Real Estate Report

## 5 Tips to Selling Your Home Quickly

*Don't Make Rookie Mistakes When it's Time to Sell*

As you look to get back into the market this Spring, there are important things you should know that will help you sell your home more quickly. Here are 5 great tips to help you sell your home faster:

- 1) Choose the right price. One of the biggest mistakes sellers make is over-pricing their home. Emotional attachment can make it hard to price competitively but this is an absolute must to get a second look.
- 2) Small touches go a long way. You may not need to do a huge renovation in the kitchen or bathroom. However, if your home looks like it has issues, buyers will assume that is true. A water stain on the ceiling can scare potentials away, even if the roof was fixed ages ago. A touch of paint here or some landscaping there can go a long way to making your home attractive.
- 3) Truth in advertising is important. You don't want to undersell your home, but you don't want to oversell it either. Quality pictures

and the proper write-up to accompany them are a must. If you are unsure about your ability to produce either, it might be better to get some professional help.

- 4) Stage your home with buyers in mind. Don't make the mistake of imposing too much of your personal tastes or interests on the environment. A buyer must be able to picture themselves living there. Be willing to open up the space by removing your clutter and even painting with neutral colors to give them a chance to envision themselves living there.
- 5) Bring in the experts. Many realtors will give a free home valuation to help you know how to enter the market. Ask them to point out any obstacles to selling. There may be things like odors, temperature or colors that you have grown accustomed to that a third party will pick up on. It never hurts to get an expert opinion.

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