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**Christine
Wolter**
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Great Service.
Great Results.

ROYAL LEPAGE
K E L O W N A

August
2013

Residential Sales by Price

Price Range	2013	2012
\$0 to \$200,000	19	14
\$200,000 to \$240,000	34	17
\$240,000 to \$280,000	69	43
\$280,000 to \$320,000	105	90
\$320,000 to \$360,000	178	155
\$360,000 to \$400,000	186	165
\$400,000 to \$440,000	169	166
\$440,000 to \$480,000	156	129
\$480,000 to \$520,000	83	108
\$520,000 to \$560,000	88	78
\$560,000 to \$600,000	53	57
\$600,000 to \$999,999	160	149
\$1 Million and over	27	21

Real Estate Stats Last Month

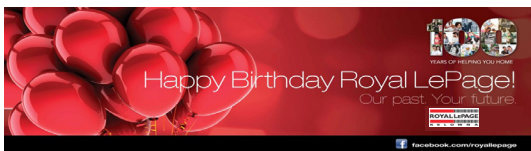
Average house price last month	\$479,258	\$466,549
Median house price last month	\$422,500	\$427,950
Houses listed last month	371	376
Average mobile home price	\$76,661	\$69,200

Residential Sales (Year To Date)

Type	2013	2012
Acreage/House	62	60
Townhouse	353	352
Condo	432	468
Lots	138	109
Mobile Homes	114	102
Residential	1,327	1,192
Residential (Waterfront)	17	13
Timeshares	0	0
TOTAL	2443	2296

Active Listings

Res	Mobiles	Strata	Lots
1573	210	1280	462



Please join us...

Friday, September 6, 2013
From 5:00 pm ~7:30 pm
Royal LePage Place
(2760 Cameron Rd. West Kelowna)

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The Real Estate Report

Top 5 Buyer Tips for Negotiating a Successful Offer

Make your offer stand out without breaking the bank

When you are negotiating the sale of your home, it can be daunting to know how to negotiate properly. Unless you have haggled before, it can be hard to know what to do when the situation arises. Your real estate agent is there to help, but if you come into the situation prepared, you will be more likely to have your offer seriously considered and even accepted. Here are 5 tips to help make sure you're ready:

1. Set boundaries

Set a limit for how much you're willing to spend so that you know when to walk away and don't get caught up in a bidding war.

2. Don't Low-ball the Price

If you start insultingly low, you won't be taken seriously. Make a reasonable offer that you are prepared to live with and it will keep the doors of negotiation open.

3. Prepare your responses in advance

Sometimes in the heat of the moment it's hard to come up with what to say. A tried and tested response like "Is that the best you can do?" helps to get you a better deal without putting pressure on your brain.

4. Get Your Financing in Place

If you are pre-qualified at the bank, then you will have the ability to close easily and that's attractive.

5. Be Flexible

If you can be willing to change your closing date to accommodate the seller, your offer will get more consideration.

FOR SALE
The Perfect Treehouse Tree
HOUSE INCLUDED

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