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



October
2013

Residential Sales by Price

Price Range	2013	2012
\$0 to \$200,000	22	15
\$200,000 to \$240,000	50	21
\$240,000 to \$280,000	86	53
\$280,000 to \$320,000	136	113
\$320,000 to \$360,000	225	188
\$360,000 to \$400,000	230	198
\$400,000 to \$440,000	233	215
\$440,000 to \$480,000	204	161
\$480,000 to \$520,000	111	133
\$520,000 to \$560,000	108	99
\$560,000 to \$600,000	67	65
\$600,000 to \$999,999	209	203
\$1 Million and over	42	27

Real Estate Stats Last Month

Average house price last month	\$465,966	\$488,788
Median house price last month	\$420,000	\$447,250
Houses listed last month	298	329
Average mobile home price	\$75,637	\$74,080

Residential Sales (Year To Date)

Type	2013	2012
Acreage/House	72	74
Townhouse	474	442
Condo	599	605
Lots	183	140
Mobile Homes	160	139
Residential	1,723	1,491
Residential (Waterfront)	27	27
Timeshares	0	0
TOTAL	3238	2918

Active Listings

Res	Mobiles	Strata	Lots
1,347	186	1,185	411

Save The Date



OUR 14TH ANNUAL
**FILL THE VAN FOR SALLY ANN
CHRISTMAS FOOD BANK DRIVE**
WILL BE HELD ON

SATURDAY, DECEMBER 7, 2013

Non-Perishable food items can be donated at any

SAVE-ON-FOODS LOCATION
(ORCHARD PLAZA, LAKESHORE PLACE or WESTBANK TOWNE CENTRE)

COOPERS FOODS LOCATION
(RUTLAND AND GLENMORE)

The Real Estate Report

4 Common Myths About Pre-Qualifying for a Mortgage

How to make sure you get the most out your pre-qualification process

It's considered common knowledge these days that before you start seriously looking to buy a home you should take the step to pre-qualify for your mortgage. However, there can be some confusion as to how the process works and what it really means. Allow us to dispel 4 myths about the pre-qualification process in order to maximize the value for you:

1. A pre-qualification means the 'money's in the bank'

Many people confuse pre-qualifying with getting pre-approval for a loan. They are two different things. Pre-qualifying is an estimate of what you can afford so you know what you're working with – it does not carry the commitment of a loan.

2. It takes the fun out of home shopping

It is worthwhile to know where you sit financially so

that you don't fall in love with a home that you can't afford. If you have a clear picture of your boundaries then you can actually build towards fulfilling those dreams.

3. The process requires a lot of premature paperwork

Some people think that pre-qualifying is 'jumping the gun' and forces you to come up with tax returns and other paperwork before it is really necessary. On the contrary, by taking care of these things at the beginning of your home-buying process, you are ensuring less stress for later.

4. You must stick with the lender who pre-qualifies you.

While it can be easier for you to use the lender with whom you pre-qualify, there is no obligation to do so.

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