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**ROYAL LEPAGE**  
K E L O W N A

**MAR.  
2018**

**Residential Sales by Price (Year To Date)**

Price Range	2018	2017
\$280,000 to \$319,000	3	2
\$320,000 to \$359,000	3	14
\$360,000 to \$399,000	0	8
\$400,000 to \$439,000	7	25
\$440,000 to \$479,000	11	31
\$480,000 to \$519,000	27	22
\$520,000 to \$559,000	31	30
\$560,000 to \$599,000	31	29
\$600,000 to \$699,000	65	53
\$700,000 to \$799,000	43	32
\$800,000 to \$899,000	24	19
\$900,000 to \$999,000	15	8
\$1 million and over	21	16

**Real Estate Stats Last Month**

Average house price	\$678,156	\$638,447
Median house price	\$634,250	\$589,750
Average Mobile Home price	\$154,786	\$126,790
Houses listed	284	293

**Residential Sales (Year To Date)**

Type	2018	2017
Acreage/House	17	7
Townhouse	96	103
Condo	221	160
Lots	38	34
Mobile Homes	30	23
Residential	281	293
Residential (Waterfront)	4	1
<b>TOTAL</b>	<b>687</b>	<b>621</b>

**Active Listings**

Res	Mobiles	Strata	Lots
680	52	483	318

Okanagan Mainline Real Estate Board Stats



# The Real Estate Report

**It's Never Too Early for Spring!**

*Position yourself now for the swift spring market*

While the cold weather has persisted longer than expected in the Okanagan, the real estate market is far from frozen. A solid start in 2018 to residential sales throughout the region (from Revelstoke to Peachland) points towards the possibility of a swift spring sales climate. In January, both sales and listings rose considerably year over year, increasing 27% and 45% respectively. Despite this increase in supply, prices were still consistent with December prices and up 19% from January 2017.

Spring typically sees a rise in both buyer interest and listings on the market, so if you are thinking of selling you will want to be proactive. As supply increases the prices can be affected, so being a step ahead and ready to list can make a big difference. Here are some tips you can put into action even before the snow melts:

**Position your listing**  
If you have kept your home on the

market throughout the holiday season, you may want to consider taking down the listing for a few weeks to let it “cool off”. This will reset the “days on market” in the listing and strengthen your position in the buyer’s perspective.

**Kick off the spring cleaning**  
Start your interior spring cleaning by de-cluttering your home. You can even begin to pack some non-essentials to get a jump on your potential move. As you open up spaces in your home, you will feel better and see your energy increase proportionately.

**It's Scrub Time**  
Once the snow melts you may have your work cut out for you in landscaping. That means now is the time to check off your indoor cleaning. Clean your windows, carpets, furnace and major appliances. On warmer days try to get some fresh air moving through your home.

