



ROB MARAK

PERSONAL REAL ESTATE CORPORATION

cell 250.470.1311
robmarak@royallepage.ca
robmarak.ca

COMMON SENSE HAS FOUND A HOME



APRIL 2021

RESIDENTIAL SALES BY PRICE (YEAR TO DATE)

| PRICE RANGE | 2021 | 2020 |
|----------------------------|------|------|
| \$280,000 to \$439,999 | 4 | 21 |
| \$440,000 to \$479,999 | 5 | 16 |
| \$480,000 to \$519,999 | 4 | 18 |
| \$520,000 to \$559,999 | 15 | 40 |
| \$560,000 to \$599,999 | 35 | 47 |
| \$600,000 to \$699,999 | 150 | 158 |
| \$700,000 to \$799,999 | 172 | 142 |
| \$800,000 to \$899,999 | 156 | 109 |
| \$900,000 to \$999,999 | 100 | 64 |
| \$1,000,000 to \$1,199,999 | 49 | 10 |
| \$1,200,000 to \$1,399,999 | 41 | 7 |
| \$1,400,000 to \$1,599,999 | 9 | 0 |
| \$1,600,000 to \$1,799,999 | 9 | 2 |
| \$1,800,000 to \$1,999,999 | 4 | 0 |
| \$2,000,000+ | 15 | 2 |

REAL ESTATE STATS LAST MONTH

| | 2021 | 2020 |
|------------------------|-----------|-----------|
| Average House Price | \$967,452 | \$718,009 |
| Median House Price | \$860,000 | \$673,000 |
| Avg. Mobile Home Price | \$190,500 | \$214,451 |
| Houses Listed | 504 | 419 |

RESIDENTIAL SALES (YEAR TO DATE)

| TYPE | 2021 | 2020 |
|--------------------------|------|------|
| Acreage/House | 47 | 17 |
| Townhouse | 348 | 162 |
| Condo | 560 | 243 |
| Lots | 179 | 37 |
| Mobile Homes | 49 | 39 |
| Residential | 891 | 414 |
| Residential (Waterfront) | 20 | 8 |
| TOTAL | 2094 | 920 |

ACTIVE LISTINGS

| RES | MOBILE | STRATA | LOTS |
|-----|--------|--------|------|
| 414 | 73 | 525 | 145 |

Stats: March 2021 vs March 2020

Source: Association of Interior REALTORS® – Central Okanagan

NOTE: this representation is based in whole or in part on data generated by the Association of Interior REALTORS®, which assume no responsibility for its accuracy.

THE REAL ESTATE REPORT



MAXIMIZE YOUR HOME SALE

Expert advice leads to the best sale price

The temperature is not the only thing rising in the Okanagan. Home sales continue at a near-historic rate, with some homes even going for above the asking price, as bidders drive the prices up. With early spring as the usual peak time for sales, it is paramount to have a Royal LePage REALTOR® in your corner. We will help you to get the best deal possible.

Ride the Wave

We have our finger on the pulse of the current trends. What are homebuyers looking for? What is “in” and what décor, styles and colours are dated? What are the most important areas to focus on to make a good first impression? These are just a few of the topics that our expert advice can help you navigate.

Upgrades?

It is generally recommended that sellers get an inspection so they know the issues that may arise when it comes time to negotiate.

We can help you decide what fixes are necessary and what will give you the most “bang for your buck.” Smaller fixes are often more advisable than major upgrades, but we can assist you to know where to invest your hard-earned money.

Price is Right

It can be tricky to know exactly where to set the price in this current climate. We will aid you in choosing the best price possible to attract maximum buyers to your listing without undervaluing your home.

The Art of the Deal

Setting the price and listing is just the beginning! We will walk with you every step of the way to provide the kind of hands-on service that will give you peace of mind throughout the process. When it comes time to write the contract, we will go to bat for you and expertly negotiate a winning price that will maximise your earning potential.



REALTOR®. Member of The Canadian Real Estate Association and more.

Not intended to solicit properties already listed for sale.