




**ROB
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COMMON SENSE HAS FOUND A HOME


ROYAL LE PAGE
 K E L O W N A



MAY 2019

Residential Sales by Price (Year To Date)

| Price Range | 2019 | 2018 |
|--------------------|------|------|
| 280,000 to 319,000 | 1 | 4 |
| 320,000 to 359,000 | 2 | 9 |
| 360,000 to 399,000 | 11 | 6 |
| 400,000 to 439,000 | 20 | 10 |
| 440,000 to 479,000 | 29 | 25 |
| 480,000 to 519,000 | 37 | 56 |
| 520,000 to 559,000 | 54 | 52 |
| 560,000 to 599,000 | 51 | 74 |
| 600,000 to 699,000 | 125 | 173 |
| 700,000 to 799,000 | 71 | 117 |
| 800,000 to 899,000 | 47 | 59 |
| 900,000 to 999,000 | 32 | 35 |
| 1 million and over | 43 | 66 |

Real Estate Stats Last Month

| | | |
|---------------------------|-----------|-----------|
| Average house price | \$695,659 | \$726,926 |
| Median house price | \$635,000 | \$660,000 |
| Average Mobile Home price | \$155,432 | \$179,625 |
| Houses listed | 493 | 503 |

Residential Sales (Year To Date)

| Type | 2019 | 2018 |
|--------------------------|-------------|-------------|
| Acreage/House | 25 | 29 |
| Townhouse | 223 | 235 |
| Condo | 335 | 478 |
| Lots | 38 | 74 |
| Mobile Homes | 67 | 70 |
| Residential | 525 | 689 |
| Residential (Waterfront) | 9 | 13 |
| TOTAL | 1222 | 1588 |

Active Listings

| Res | Mobiles | Strata | Lots |
|-------|---------|--------|------|
| 1,153 | 118 | 1,051 | 489 |

Okanagan Mainline Real Estate Board Stats
 Not intended to solicit properties already listed for sale.

the real estate Report

HOW TO FIND THE PERFECT RENTERS

Take the guess work out of renting with these tips

With the recent Speculation and Vacancy Tax having come into effect across the province, being without tenants in your rental property is not a tenable option. Therefore, it becomes more important than ever to find good, reliable renters. Here are some tips to help you navigate the process with ease:

Ad Advantage

Make sure you are using your ad to best advantage by setting out clear expectations of what you will and won't accept in a renter right from the start. This will help weed out deadbeats and show you are serious about setting a standard of quality. Some areas to consider: smoking, pets, minimum yearly income, minimum credit score and no previous evictions.

Apply Yourself

Make sure your rental application has all the information necessary to cover due diligence in checking out your potential renters. You can search for

an appropriate application online if you don't want to reinvent the wheel, but you may want to make sure that it includes: previous addresses, income sources and amounts, children's names and ages, number of pets and their breeds (if allowed), employer contacts, previous landlord contacts, credit check and references (not family).

Price is Right

Make you sure you price in the right range for your property size, amenities and neighbourhood. You may rent more quickly if you under-price, but that can also attract the wrong type. If you value your property appropriately, so will your future tenant.

Personal Touch

Meet the prospective renter(s) in person if possible. This will give you a much clearer perspective as you get a feel for intangibles that may not come across in the application alone. Ask lots of questions and trust your instinct as to whether they are someone that you can trust with your property.

MOM
 Thank you for everything!



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