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**JUNE
2012**

RESIDENTIAL SALES BY PRICE

Price Range	2012	2011
0 to 200,000	11	4
200,000 to 240,000	11	13
240,001 to 280,000	28	18
280,001 to 320,000	59	54
320,001 to 360,000	112	89
360,001 to 400,000	99	106
400,001 to 440,000	104	119
440,001 to 480,000	83	72
480,001 to 520,000	73	74
520,001 to 560,000	50	66
560,001 to 600,000	39	30
600,001 to 999,999	102	88
1 million and over	11	15

REAL ESTATE STATS LAST MONTH

Average house price	487,167	450,000
Median house price	450,000	433,500
Houses listed	518	464
Average Mobile Home price	64,937	105,877

RESIDENTIAL SALES 2012 2011

	2012	2011
Acreage/House	37	39
Townhouse	230	213
Condo	319	271
Lots	65	52
Mobile Homes	74	81
Residential	781	748
Residential (waterfront)	7	11
Timeshares	0	0
TOTAL	1513	1415

ACTIVE LISTINGS

Res	Mobiles	Strata	Lots
1731	226	1538	669

The Real Estate Report

Survey Finds Buyers are Home Grown

Locals and move-up buyers are fuelling home sales in the Okanagan-Shuswap region.

A survey by the Okanagan Mainline Real Estate Board found locals (*those from Peachland to Revelstoke*) made up 64.2% of all purchasers, while those from Alberta and Eastern Canada represented just 14.3% and 1.1% respectively.

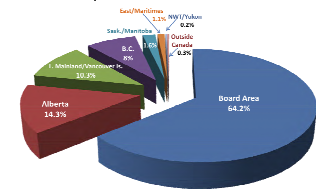
“People think all our buyers are coming from Alberta, Vancouver and back east but that is simply not the case,” said Royal LePage broker Wade Webb. “What that means is we need to focus our marketing efforts on locals who are taking advantage of historically low interest rates to enter or move up in the market.”

The survey from the first quarter of 2012 found 22% of buyers were moving up in the market, while first time buyers represented 21.8% of all buyers. Investors purchasing revenue property increased from 8.6% in the first quarter of 2011 to 14.34% in the first quarter of 2012.

The survey found 29% of purchasers were two-parent families with children, while 28% were single, 24% were couples without children, and 15% were empty nesters.

Conventional mortgages continue to be the most popular form of financing with 53% of all purchasers choosing this option. Twenty-four per cent of purchasers used cash, while 22% opted for a high-ratio mortgage (*less than 20% down*).

Where Buyers Were From - 1st Quarter 2012



The Kelowna/West Kelowna area continues to be the most popular area to buy at 53% of all sales, however sales in the Vernon/Coldstream area have risen from 14.9% in the first quarter of 2011 to 21% in the first quarter of 2012.



HUGE "GARAGE SALE" THANK YOU!

Royal LePage Offices hosting Garage Sales across Canada raised over \$400,000. Over 1.2 million dollars has now been raised at the National Garage Sale for Shelter since its inception in 2009! Royal LePage Kelowna and West Kelowna had another extremely successful year raising **OVER \$15,900.00**, placing Number 6 in Canada!

Special thanks to our Red Shoe Racers: Colin Basran, Jeff Parker, Wade Webb, Mark Hetherington, Shawn Worsfold, Brad Bredin, Don Gagnon, Phillippe Daigle, Richard Montgomery, Scott Jennings, Andrew Shillington and Norm Letnick. **Thanks to Sponsors:** AMJ Campbell, Access Signs, The View Winery, Gord Vizzutti and Astral Media, Paradigm Mortgage Corporation, Lending Max, Save On Foods, Perc's, Capri Insurance, Terry Moore, Porrelli Law, Amerispec, Capital News, Dynapro Promotions and World of Music, Canada Trust, Atlas Canada, Advance Commission Company of Canada

FOR SALE
Playroom for Afternoon Tea Parties
HOUSE INCLUDED

