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**Christine Wolter**  
 250.317.1782  
 Great Service.  
 Great Results.



November  
**2012**

### Residential Sales by Price

Price Range	2012	2011
\$0 to \$200,000	16	15
\$200,000 to \$240,000	24	32
\$240,000 to \$280,000	61	41
\$280,000 to \$320,000	125	117
\$320,000 to \$360,000	199	178
\$360,000 to \$400,000	217	209
\$400,000 to \$440,000	232	236
\$440,000 to \$480,000	182	144
\$480,000 to \$520,000	144	145
\$520,000 to \$560,000	105	110
\$560,000 to \$600,000	70	74
\$600,000 to \$999,999	210	185
\$1 Million and over	30	40

### Real Estate Stats Last Month

Average house price last month	\$488,788	\$466,600
Median house price last month	\$447,250	\$420,000
Houses listed last month	318	311
Average mobile home price	\$74,080	\$92,484

### Residential Sales (Year To Date)

Type	2012	2011
Acreage/House	81	82
Townhouse	485	438
Condo	661	598
Lots	164	133
Mobile Homes	164	178
Residential	1614	1526
Residential (Waterfront)	32	23
Timeshares	0	0
<b>TOTAL</b>	<b>3201</b>	<b>2978</b>

### Active Listings

Res	Mobiles	Strata	Lots
1514	186	1251	552

# The Real Estate Report

## Build Your Home Equity Today

*Regardless of potential house price drops, homeowners can still increase home equity.*

With all the headlines in the media these days about house prices softening, we need to take a look and find the silver lining. We truly believe there is a silver lining for those mortgage agents who really understand what mortgage coaching is all about.

By coaching clients to make bi-weekly or additional payments they can create a lot of equity in only 5 years, regardless of what is happening to house prices. These numbers grow even faster if you bump up the payments annually or put that tax return down as a lump sum.

Clients need one of two things to make another purchase or to upgrade their current home; cash or equity. Since so many people took those 30 or 40 year amortized mortgages, building equity can be a challenge when house prices are not climbing.

The key is to first find out what truly drives or motivates your clients, and then build the plan to achieve their goals and stay connected and help them stay on track through ongoing coaching. Feel free to contact your Royal LePage agent to assist you with complimentary mortgage coaching today.

There are a few simple things we can coach our clients on that will help them build that equity so that they can buy that bigger house, condo at the ski hill, or even better, payoff their existing mortgage sooner.



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