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 Great Results.



June  
**2013**

### Residential Sales by Price

Price Range	2013	2012
\$0 to \$200,000	14	11
\$200,000 to \$240,000	28	11
\$240,000 to \$280,000	45	28
\$280,000 to \$320,000	80	59
\$320,000 to \$360,000	124	112
\$360,000 to \$400,000	109	98
\$400,000 to \$440,000	107	104
\$440,000 to \$480,000	96	83
\$480,000 to \$520,000	59	73
\$520,000 to \$560,000	47	50
\$560,000 to \$600,000	36	39
\$600,000 to \$999,999	93	102
\$1 Million and over	14	11

### Real Estate Stats Last Month

Average house price last month	\$452,615	\$487,167
Median house price last month	\$410,000	\$450,000
Houses listed last month	451	528
Average mobile home price	\$97,604	\$64,937

### Residential Sales (Year To Date)

Type	2013	2012
Acreage/House	34	37
Townhouse	237	229
Condo	267	319
Lots	78	64
Mobile Homes	71	73
Residential	852	781
Residential (Waterfront)	7	7
Timeshares	0	0
<b>TOTAL</b>	<b>1546</b>	<b>1510</b>

### Active Listings

Res	Mobiles	Strata	Lots
1594	209	1338	489

# The Real Estate Report

## New Paint Can Move Your Home

*You never get a second chance to make a first impression*

Sometimes it can be worth it to paint the exterior of your home. Freshening up the old or going with a totally new color can give your house an instant face-lift and greatly increase its curb appeal.

But what color sells best? What should be avoided? Here are some great tips for choosing colors for the outside of your home:

- 1) Please the masses. Choose a mainstream color with the widest possible appeal. This is not the time to try to express your hidden feelings.
- 2) Brash is bad. People are often turned off by colors that are too vibrant or stick out like a sore thumb. Some people may even pass over such a house entirely.

3) Follow the trends. Look at some new construction going on in your city to get an idea for what is currently popular. People are influenced by what is trendy.

4) Natural is beautiful. It's all about the earth tones. These warm, yet neutral tones are always popular. Don't fight what works.

5) Check out the Joneses. Take a drive around the neighborhood to get some ideas. You don't have to imitate but inspiration is always welcome.

6) Attract the knock. The front door should be the most beautifully painted part of the exterior as it draws the eye and makes someone enter the home. Make sure your door says, "Please come in!"

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ROYAL LEPAGE 100 YEARS

Join us on June 22, 2013 as we celebrate Royal LePage's 100<sup>th</sup> Birthday!

**FOR SALE**

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ROYAL LEPAGE Kelowna

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