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Wolter**  
250.317.1782

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March  
**2014**



### Residential Sales by Price

Price Range	2014	2013
\$0 to \$200,000	3	2
\$200,000 to \$240,000	4	9
\$240,000 to \$280,000	5	12
\$280,000 to \$320,000	15	28
\$320,000 to \$360,000	25	41
\$360,000 to \$400,000	26	27
\$400,000 to \$440,000	22	20
\$440,000 to \$480,000	22	24
\$480,000 to \$520,000	26	17
\$520,000 to \$560,000	15	8
\$560,000 to \$600,000	15	5
\$600,000 to \$999,999	27	24
\$1 Million and over	9	4

### Real Estate Stats Last Month

Average house price last month	\$554,729	\$415,845
Median house price last month	\$476,190	\$380,000
Average Mobile Home price	\$81,667	\$86,767
Houses listed	390	359

### Residential Sales (Year To Date)

Type	2014	2013
Acreage/House	12	8
Townhouse	74	63
Condo	104	78
Lots	25	19
Mobile Homes	21	18
Residential	214	221
Residential (Waterfront)	6	0
<b>TOTAL</b>	<b>456</b>	<b>407</b>

### Active Listings

Res	Mobiles	Strata	Lots
1,153	164	1,057	362



# The Real Estate Report

## Three Common Mistakes Sellers Make

*These errors can greatly impact your chance to sell your home*

Sometimes homeowners can be their own worst enemy when it comes time to sell their house. Here are 3 common mistakes homeowners make that can hurt their chances of attracting a potential buyer.

1. Seller won't leave the house during showings

There are few things more awkward than having the owner hanging around while people are looking at the home. This keeps the prospective buyer feeling like they can't freely assess the property and that there may be parts of the house that are off-limits. The last thing any seller wants is for that buyer to feel uncomfortable in the home and have them picturing the seller living there rather than imagining what it would be like to make their own.

2. Danger signs around the home

One example of this 'sale-killer' is leaving empty beer and liquor bottles visible in the house. This gives the impression that this

has been a party house and there may be hidden damage or ill use that will raise future concerns. Another no-no is excessive burglar bars, deadbolt locks and other scary-looking security devices. No matter what is said about the neighborhood, all that the buyer will be able to think about is this strong visual imprinting a sense of insecurity in their imagination.

3. Too much 'fixer-upper' and not enough dream home

There is a fine balance between a home that a buyer thinks they can get a good deal on because they will add in their own touches and a money pit that will be overwhelming to deal with on top of a move. Worn carpet, dated decor and gaudy paint all lend the feeling that the home has not been looked after and there may be deeper problems lurking. As well, having unrepaired issues that have been poorly concealed shows a lack of care. Sweeping a floor defect under a rug or painting over ceiling stains are two such 'tells'.

FOR SALE  
**Bright and Airy Reading Space**  
HOUSE INCLUDED

