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ROYAL LEPAGE

REAL ESTATE REPORT

COMPLIMENTS OF:



TERRY ALBRECHT

862-6554

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Market Update

While market conditions continue to be balanced and supported by the economic fundamentals of strong employment and immigration, and historically low interest rates, economists predict it may be 2010 before we once again experience the robust conditions of past. With the Okanagan no longer being the booming market it once was, buyers may soon have the upper hand. It's been more of a seller's market over the past few years but people looking to buy a home are beginning to find more options on the market, resulting in a balanced market. Experts remind us that real estate, like the economy is cyclical in nature and the market will eventually balance out again. A balanced market is typically a 6 month supply of inventory.

The easing Canadian market differs from the U.S. Prices to the south of us were driven up by speculative investment and relaxed lending standards. Canadian resale housing prices, especially in B.C. and Alberta, climbed due to strong job growth and low interest rates. Downward pressure on home prices is expected to ease by the second quarter of 2009, as an increase in affordability and consumer confidence induces a modest growth in sales.

Two major events have happened in October, but it's uncertain how that has impacted MLS sales in the market. Mortgage changes took effect Oct. 15, which include the requirement for buyers to put down at least five per cent for a down payment. The federal government also implemented a reduction of government-backed mortgages from maximum amortization periods of 40 years to 35 years. Another factor in the current MLS sales is the "tremendous erosion" in equity values on the stock market. So people who were saving for a down payment will likely have to wait for those equities to rebound.

ACTIVE LISTINGS			
Res.	Mobiles	Strata	Lots
1861	195	1823	459

SUMMARY OF RESIDENTIAL SALES

Price Range	2008	2007
0 - \$200,000	1	8
\$200,001 - \$240,000	5	12
\$240,001 - \$280,000	28	54
\$280,001 - \$320,000	30	132
\$320,001 - \$360,000	87	338
\$360,001 - \$400,000	200	364
\$400,001 - \$440,000	254	406
\$440,001 - \$480,000	218	299
\$480,001 - \$520,000	200	237
\$520,001 - \$560,000	160	160
\$560,001 - \$600,000	124	154
\$600,001 - \$999,999	277	358
\$1 million & Over	29	42

A FEW MORE REAL ESTATE STATS!

Average house price :	\$462,239
Median house price :	\$430,000
Number of houses listed last :	440
Number of lakeshore homes sold last month:	0
Average mobile home price:	\$95,593
Dollar value of sales in Oct 2008:	\$62,242,400
Dollar value of sales in Oct 2007:	\$196,106,992

SALES BY TYPE Year to Date

	2008	2007
Acreage	22	39
Acreage with Home	68	106
Acreage - Waterfront	2	1
Business	21	21
Townhouse	393	666
Condo	755	1123
Lots (Waterfront)	1	6
Lots	127	284
Duplex	92	171
Farms	9	18
IC & I	29	42
IC & I Land	20	29
Leases	75	85
Multi-Family	1	6
Mobile Homes	228	261
Residential	1619	2573
Residential-Waterfront	25	48
Recreational	9	52
Timeshares	1	5
Multi Plex	4	14

Your Asking Price doesn't need to be Competitive...

It needs to be COMPELLING! The interest rates may not have reached 18% like in 1979, but buyers may have limitations. As a seller, you might want to add a little more incentive for the rest of the buyers and bring creative solutions to the table. There are many different ways to incorporate creative financing which will entice buyers and help you close the transaction.

1. Vendor Take Back
2. Trades
3. Rent to Own
4. Agreement for Sale
5. Assumption

Contact me to learn about these options IF YOU ARE THINKING OF BUYING OR SELLING, PLEASE GIVE US A CALL!

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