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ROYAL LEPAGE
K E L O W N A

**APRIL
2021**

RESIDENTIAL SALES BY PRICE (Year To Date)

Price Range	2021	2020
280,000 to 439,000	4	21
440,000 to 479,000	5	16
480,000 to 519,000	4	18
520,000 to 559,000	15	40
560,000 to 599,000	35	47
600,000 to 699,000	150	158
700,000 to 799,000	172	142
800,000 to 899,000	156	109
900,000 to 999,000	100	64
1,000,000 to 1,199,000	49	10
1,200,000 to 1,399,000	41	7
1,400,000 to 1,599,000	9	0
1,600,000 to 1,799,000	9	2
1,800,000 to 1,999,000	4	0
2,000,000 +	15	2

REAL ESTATE STATS LAST MONTH
2021 2020

Average house price	967,452	718,009
Median house price	860,000	673,000
Average Mobile home price	190,500	214,451
Houses Listed	504	419

RESIDENTIAL SALES 2021 2020

Acreage/House	47	17
Townhouse	348	162
Condo	560	243
Lots	179	37
Mobile Homes	49	39
Residential	891	414
Residential (waterfront)	20	8
TOTAL	2,094	920

ACTIVE LISTINGS (Current Total Inventory)

Res	Mobiles	Strata	Lots
414	73	525	145

The Real Estate Report

Maximize Your Home Sale

Expert advice leads to the best sale price

The temperature is not the only thing rising in the Okanagan. Home sales continue at a near-historic rate, with some homes even going for above the asking price, as bidders drive the prices up. With early spring as the usual peak time for sales, it is paramount to have a Royal LePage REALTOR™ in your corner. We will help you to get the best deal possible.

Ride the Wave

We have our finger on the pulse of the current trends. What are homebuyers looking for? What is "in" and what décor, styles and colours are dated? What are the most important areas to focus on to make a good first impression? These are just a few of the topics that our expert advice can help you navigate.

Upgrades?

It is generally recommended that sellers get an inspection so they know the issues that may arise when it comes time to negotiate. We can help you decide what fixes are necessary and what will give you the most "bang for your buck." Smaller fixes are often more advisable than major upgrades, but we can assist you to know where to invest your hard-earned money.

Price is Right

It can be tricky to know exactly where to set the price in this current climate. We will aid you in choosing the best price possible to attract maximum buyers to your listing without undervaluing your home.

The Art of the Deal

Setting the price and listing is just the beginning! We will walk with you every step of the way to provide the kind of hands-on service that will give you peace of mind throughout the process. When it comes time to write the contract, we will go to bat for you and expertly negotiate a winning price that will maximise your earning potential.

Stats: April 2021 vs April 2020

Source: Association of Interior REALTORS® – Central Okanagan

NOTE: this representation is based in whole or in part on data generated by the Association of Interior REALTORS®, which assume no responsibility for its accuracy.

REALTOR®. Member of The Canadian Real Estate Association and more.

Not intended to solicit properties already listed for sale.



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