



Greg
Kalyniuk
REALTOR®
Your Dream. Your Home.



N. Okanagan Market Update

250-503-3758

www.gregkalyniuk.com

June, 2016

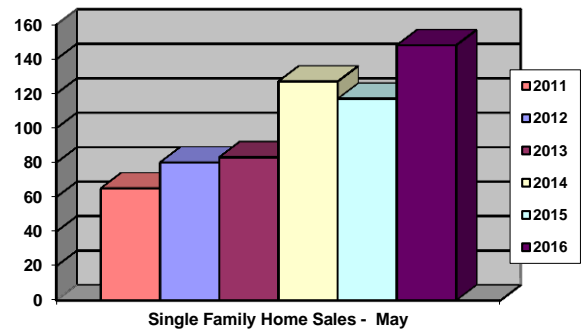
SPRING MARKET ON FIRE

May Single Family Home Sales UP 26%!

With soaring temperatures and sunny skies you would think it was summer already in the North Okanagan! Hold on, Summer is still three weeks away folks.

The temperature continues **SCORCHING HOT** for single family home sales also. As you can see by the chart at the right, May single family home sales have increased significantly compared to last year. The number of single family homes sold this May (**148**) was **WAY UP** by **26%** compared to last year (**117**). In April there were 138 sales so the hot market continues.

In **May** with **500** single family homes for sale and **148** sales during the month, the *sales to listing ratio* was **30%**. At this rate all of the homes for sale now would be GONE in a little over 3 months! This is a great number and shows we are still in a strong **SELLERS market**. The **AVERAGE SOLD price** of a single family home in May was **\$449,755** while the **MEDIAN SOLD price** was **\$400,000**. The average Days on Market or **DOM** for single family homes in May 2016 was **69 days**, down from **87 days** in April.



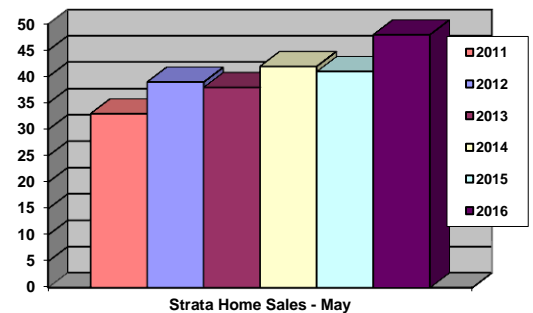
STRATA SALES MAKING PROGRESS

Strata Home Sales UP by 17%

Strata home sales are finally making progress this year compared to last. Like our blistering weather and single family home sales, strata sales are finally heating up. As you can see by the chart at right, the number of strata homes **sold** in **May 2016** was higher than last year. This May there were **48** Strata home sales, **up by 17%** compared to last May (**41**). Nice to see the sales increases over the last 5 years. The average sold price of strata homes in May 2016 was **\$263,445** while the median sold price was **\$244,900**.

The average Days on Market to sell has **stayed the same** at **70 days** over the last two months.

With **262** Strata homes on the market in **May** and **48** sales during the month, the sales to listing ratio was **18%** which means we are in a **SELLERS market** for this category.



FEATURE HOME

3615 21 AVENUE – MLS 10109709 \$347,000

This well maintained 5 bedroom, 3 bathroom family home is perfect for an investor or someone who wants extra help with their mortgage payments. The layout is ideal for two residences with 3 bedrooms, 2 baths and laundry up, and 2 bedrooms, 1 bath and separate laundry down. The basement has a separate entrance and it is nice and bright inside too! For more information on this fine home call Greg at **250-503-3758** or visit www.gregkalyniuk.com.



5 Tips to Get Your Home Ready to Show

Although the majority of buyers will see your home online before they see it in person, the time to prepare your home for showings is before you list it.

1 CLEAR THE CLUTTER

Make sure potential buyers can picture themselves in your home by clearing away the unnecessary clutter that prevents them from seeing its unique features.

- **In the kitchen:** Put away any appliances you don't use regularly and sort mail then other paperwork when you receive it.
- **In the bedrooms:** Buyers will open your closets to assess storage space. Go through your wardrobe and donate what you don't wear or want, then box up seasonal clothing.
- **Around the house:** Store furniture you don't use often, such as chairs, end tables, bookshelves or storage cabinets. This will make it easier for buyers to move through your home and is one less thing for you to pack later.

2 MAKE REPAIRS AND IMPROVEMENTS

Although buyers plan to put their own personal touch on the homes they buy, most want to avoid undergoing major renovation projects within the first year.

- **Repair broken items**, such as windows, doors, holes in the wall, etc.
- **Make updates** to old appliances and fixtures with inexpensive basics.
- **Add a fresh coat of paint** in a neutral colour that will brighten and revive your home's interiors.



© 2016 Baffini & Company. All Rights Reserved. Used by Permission

3 CONSIDER STAGING

Staging uses rented furniture and décor to accentuate the features and feel of a home, it also improves the flow and makes it easier for potential buyers to imagine themselves living there. If you live in a competitive market, professionally staging your home may help it stand out among the competition.

4 BOOST CURB APPEAL

Before potential buyers step foot in your home, they're assessing its potential from the outside. Make sure your home's exterior and landscape are on point.

- **Paint** the exterior for an inexpensive makeover.
- **Tend to your landscape** by keeping your grass short, your flower beds free of weeds, and your hedges trimmed.
- **Clear your walkways** by sweeping often and keeping them free of debris.

5 PUT AWAY PHOTOS AND PERSONAL ITEMS

Packing away valuables and photos makes your home less personal so buyers can focus on its features.

- **If it's valuable, store it.** Showings can happen suddenly, and you don't want to worry about things getting broken.
- **Store fixtures you don't plan to sell with the home.** If your heirloom sconces or crystal chandelier won't be included in the sale, replace them with something less expensive.

Are you thinking of listing your home? Give me a call to help you get it ready for its market debut!



OH BY THE WAY, I AM NEVER TOO BUSY FOR ANY OF YOUR REFFERALS!

Greg
Kalyniuk
REALTOR
Your Dream. Your Home.

250-503-3758 greg@gregkalyniuk.com

RE/MAX[®]