



Okanagan's Home Team



Home Run Update

250-503-3758

www.okhometeam.ca

December, 2014

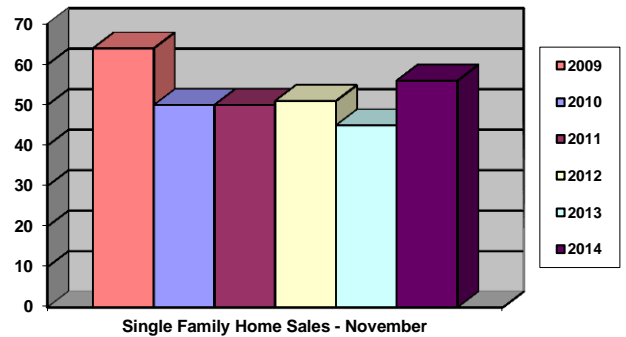
Greg Kalyniuk

SINGLE FAMILY HOME SALES STILL IMPROVING

Single Family Home Sales WARM

With the holiday season underway and winter not too far away I hope you and your families have a wonderful rest of the year.

Single family home sales in the North Okanagan continue to surprise as November sales increased by 24% compared to November 2013. As you can see by the chart at the right, sales for the month have jumped up compared to recent years. There were 56 sales this November, down from 86 in October 2014.



The number of single family homes for sale (inventory) continues to decline as Sellers settle in for winter. There are 64 less homes on the market now (415), compared to last month. The sales to listing ratio for November 2014 was 13% which means we have slipped from a Sellers market into a **BALANCED Market**. This means that there is a good balance between number of homes for sale and the number of Buyers.

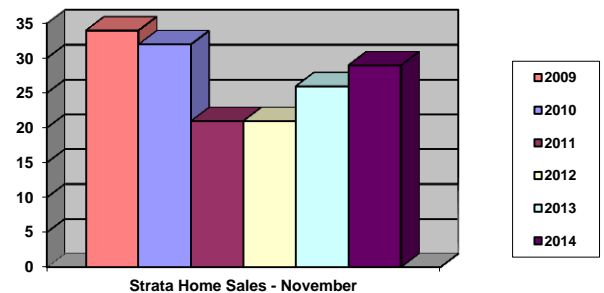
The average sold price of a single family home in the North Okanagan this past November was \$387,727. The November median single family home sale price was \$342,000.

STRATA HOME SALES EDGING UP, FINALLY

Strata Home Sales IMPROVING

As expected, strata home sales have finally started to catch up with the single family home sales surge.

As you can see by the chart at the right, the number of Strata homes sold in November, 2014 increased by 12% to 29 sales compared to 26 sales in November, 2013. While this isn't the activity needed to keep Sellers happy, the trend is upward and a sign of better times ahead.



In November 2014 the average strata sold price was \$212,466 while the median sold price was \$180,000. With only 271 Strata homes on the market and 29 sales in November, the sales to listing ratio is up to 11%. This means that we have moved up to a **BALANCED market** in this category. The number of great investment properties continues to decline with only a handful of good ones left.

HOME OF THE MONTH – 5690 PETWORTH ROAD, COLDSTREAM – MLS 10090526- \$899,949

If you want a **BIG** 6 bed 4 bath home, 14.6 acres of Coldstream farmland, and a **HUGE** state of the art shop, then this property is for you! Bring all of your toys too, there are lots of garages. For an informed showing please call Greg at 250-503-3758.





5 Tips for Writing Memorable Holiday Cards

Do you get writer's block when you sit down to write holiday cards? If you're like many people, writing holiday cards can be a nerve-wracking experience. You want your message to be memorable but you may become hung up on finding the perfect thing to say. Instead of focusing on perfection, remember the spirit of the season and channel generosity with these five tips.

Try to write something personal in each card to make every recipient feel special.

1 Start on a positive note. Beginning your note with "Happy Holidays," "Merry Christmas," "Happy Hanukkah," etc. will set a bright, positive tone for the rest of the card.

Example: Happy Holidays from the Jones family! Our year has been full of many blessings.

2 Remember, it's a note not a novel.

Although it's tempting to recount everything that happened during the year, try to stick to the highlights. Focus on one or two memorable things such as a job promotion, a fun family vacation or your son getting into his dream college.

Example: We had a great time hiking through Banff this summer with the kids before Tommy headed off to the University of Toronto in the fall.

3 Reflect on a happy holiday memory. Take family and close friends on a stroll down memory lane with a funny or sentimental holiday memory that will make them feel good.

Example: I had to laugh the other day when Mary and her friends were building a snowman. Remember when we built that huge snowman and dressed it in Dad's clothes? Even Nana and Pop-pop got a good chuckle out of that.

4 Don't make it all about you. While you should tell the recipient what's going on in your life, remember to ask about them and their families. Congratulate them on something good that happened this year, or say that you look forward to meeting up with them soon.

Example: Linda, congratulations on your new job! Your company is very lucky to have you! Hard work pays off. How are Mikey and Hannah doing? Is Hannah still planning to play softball in the spring?

5 Bring your message home with a great sign off. End your sentiment on a positive note.

Example: We wish you and your family all the best in the coming year.



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



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