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 Wolter**  
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Great Service.  
 Great Results.



June  
**2014**

**Residential Sales by Price**

Price Range	2014	2013
\$0 to \$200,000	9	14
\$200,000 to \$240,000	14	28
\$240,000 to \$280,000	22	45
\$280,000 to \$320,000	51	80
\$320,000 to \$360,000	106	124
\$360,000 to \$400,000	111	109
\$400,000 to \$440,000	131	107
\$440,000 to \$480,000	122	96
\$480,000 to \$520,000	95	59
\$520,000 to \$560,000	83	47
\$560,000 to \$600,000	60	36
\$600,000 to \$999,999	135	93
\$1 Million and over	21	14

**Real Estate Stats Last Month**

Average house price last month	\$500,919	\$452,615
Median house price last month	\$459,000	\$410,000
Average Mobile Home price	\$85,113	\$94,846
Houses listed	508	451

**Residential Sales (Year To Date)**

Type	2014	2013
Acreage/House	46	33
Townhouse	305	237
Condo	359	267
Lots	93	77
Mobile Homes	91	71
Residential	960	852
Residential (Waterfront)	21	7
<b>TOTAL</b>	<b>1875</b>	<b>1544</b>

**Active Listings**

Res	Mobiles	Strata	Lots
1,339	161	1,159	369



**ROAD RALLY-14**

This summer, Royal LePage Kelowna agents will take to the streets for our 1st Annual Road Rally, to raise funds for the Royal LePage Shelter Foundation.

**START YOUR ENGINES**

# The Real Estate Report

## Four Things That Home Buyers Should Never Reveal

*Avoid making these facts known if you want to make the best deal*

When you're buying a home, shrewdness can pay off in real dollars. That's why it's not always good to lay all your cards on the table. As with any negotiating process, there is some information that will hurt your position and can keep you from getting the best bargain.

Here are statements that you'll want to avoid making known:

1) I'm pre-approved for this amount.

There's no reason that the seller needs to know exactly what the ceiling is on your pre-approval. This will likely make them counter-offer at a higher amount. It's better to play this close to the vest and a realtor can help you to do that.

2) I'm not yet pre-approved.

This can put you at a disadvantage because if there are competing offers then the seller will choose the sure bet. Choosing the offer of someone who is not

pre-approved can be riskier. In general it's better to be pre-approved, but if you're not then you won't want to broadcast that.

3) I love this neighbourhood.

While there is nothing wrong with the sentiment, you are immediately limiting your scope of homes and giving power to the seller. If they know that you are desperate to get into their neighbourhood, then that gives them a bargaining chip.

4) This is our dream home.

If you decide there's only one dream home for you, you will likely end up paying dream home prices. One of the most powerful bargaining chips that any buyer has is the ability to walk away if the deal's not right. Once you become fixated on one property, you are hurting your chances of getting a bargain. A "buy at any cost" mentality will end up forcing you to pay more than you hoped to spend.

**FOR SALE**  
**The Perfect Treehouse Tree**  
 HOUSE INCLUDED

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