

# KAREN TANNOUS

REAL ESTATE

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## OCTOBER 2022

### RESIDENTIAL SALES BY PRICE (YEAR TO DATE)

PRICE RANGE	2022	2021
\$280,000 to \$559,000	18	68
\$560,000 to \$599,000	14	48
\$600,000 to \$699,000	36	253
\$700,000 to \$799,000	112	393
\$800,000 to \$899,000	215	450
\$900,000 to \$999,000	227	331
\$1,000,000 to \$1,199,000	309	306
\$1,200,000 to \$1,399,000	252	227
\$1,400,000 to \$1,599,000	134	103
\$1,600,000 to \$1,799,000	77	68
\$1,800,000 to \$1,999,000	43	45
\$2,000,000+	105	80

### REAL ESTATE STATS LAST MONTH

	2022	2021
Avg. House Price	\$1,090,830	\$1,028,021
Median House Price	\$955,000	\$913,750
Avg. Condo price	\$585,664	\$475,605
Avg. Townhouse price	\$778,794	\$675,248
Avg. Mobile Home price	\$316,888	\$243,630
Houses listed	401	347

### RESIDENTIAL SALES (YEAR TO DATE)

TYPE	2022	2021
Acreage/House	73	140
Townhouse	665	946
Condo	1,218	1,750
Lots	143	340
Mobile Homes	210	216
Residential	1,783	2,678
Residential (Waterfront)	32	68
TOTAL	4124	6138

### ACTIVE LISTINGS

RES	MOBILE	STRATA	LOTS
1,029	72	790	143

Stats: Sept 2022 vs Sept 2021

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.

# THE REAL ESTATE REPORT



## TOP REASONS TO BUY A HOME IN THE FALL

*Find a better home at a better price this autumn*

We generally think of spring, or even summer, as the peak seasons for real estate. And while this may be true, peak doesn't necessarily mean it's the best time of year to find a home. The fall season contains lots of hidden advantages if you know how to look for them:

### Motivated Sellers

Some sellers who have listed their house all summer may be weary and more ready to negotiate. Additionally, fall tends to attract serious sellers who need to sell for personal reasons such as a new job or change in life circumstances. Timing and expediency can make them highly motivated to find a buyer.

### A Clearer Picture

Summer landscaping covers a lot of flaws. All those leafy trees and gorgeous flowers tend to mask issues that become more evident when autumn progresses and you can see the yard, walkways, siding, etc. more clearly. It is also a good

time to gauge how much work it will take annually for summer clean-up, clearing out all the fallen leaves and debris, and winterizing.

### Know the Neighbourhood

As summer vacations end and families return to school schedules, you can get a much clearer picture of what the neighbourhood is usually like. Traffic will settle into a more normal pattern and parks and schools will repopulate with locals, giving a more accurate feel of the community you are considering.

### Bargains abound

As year-end approaches, so do holiday sales and annual quotas. This can make it a great time to find reduced prices on everything you need to settle in: from furniture to landscaping, décor, tools and more. You may even be able to strike a better deal with your bank, mortgage brokers and various trades as holiday bills and sales targets loom.



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Not intended to solicit properties already listed for sale.