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REAL ESTATE

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JULY 2024

RESIDENTIAL SALES BY PRICE (YEAR TO DATE)

PRICE RANGE	2024	2023
\$280,000 to \$559,000	21	14
\$560,000 to \$599,000	13	8
\$600,000 to \$699,000	57	75
\$700,000 to \$799,000	111	172
\$800,000 to \$899,000	173	169
\$900,000 to \$999,000	127	151
\$1,000,000 to \$1,199,000	88	92
\$1,200,000 to \$1,399,000	98	129
\$1,400,000 to \$1,599,000	38	72
\$1,600,000 to \$1,799,000	23	28
\$1,800,000 to \$1,999,000	11	23
\$2,000,000+	41	63

REAL ESTATE STATS LAST MONTH

	2024	2023
Avg. House Price	\$1,071,446	\$1,081,665
Median House Price	\$980,000	\$953,811
Avg. Condo price	\$452,513	\$493,400
Avg. Townhouse price	\$701,298	\$734,401
Avg. Mobile Home price	\$311,276	\$301,317
Houses listed	600	612

RESIDENTIAL SALES (YEAR TO DATE)

TYPE	2024	2023
Acreage/House	38	35
Townhouse	339	356
Condo	534	674
Lots	52	53
Mobile Homes	108	120
Residential	876	1,047
Residential (Waterfront)	17	24
TOTAL	1964	2309

ACTIVE LISTINGS

RES	MOBILE	STRATA	LOTS
1,690	134	1,247	364

Stats: June 2024 vs June 2023

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



HOW TO SELL YOUR HOME THIS SUMMER

Maximize the Okanagan's hot season to your advantage

Selling your home in the Okanagan during the summer presents a unique opportunity to showcase its charm. It's an ideal time to capture the attention of potential buyers who are eager to experience the relaxed, outdoor-oriented lifestyle of valley life. Here are some essential tips to prepare your home for a successful sale:

First Looks

First impressions matter greatly. Start with enhancing your curb appeal. Ensure lawns are well-manicured, flower beds are tidy, and pathways are clear. Consider adding colourful potted plants to add a pop of seasonal colour.

Keep Your Cool

Since the summers can get quite warm, ensure your home is cool and inviting. Consider installing ceiling fans or providing portable fans during showings. Open windows to let in fresh air, and if possible, showcase any outdoor living spaces such as patios or decks that offer shade.

Open Interest

Highlight the indoor-outdoor flow of your home. Clean windows and sliding doors to maximize natural light and views of the picturesque surroundings. If you have a pool or access to a lake or beach, emphasize these features as part of the Okanagan lifestyle experience.

Tidy Sales

Declutter and depersonalize your interiors. Summer is a time for light and airy spaces, so pack away heavy winter items and excess belongings. Neutralize décor to appeal to a broad range of buyers while allowing them to envision their own style in the space. Ensure your home is well-maintained. Fix any minor repairs, such as leaky faucets or squeaky doors, to present a move-in ready condition.

Welcome Home

Leverage the summer ambiance to create a welcoming atmosphere. Consider placing a bowl of fresh Okanagan fruit in the kitchen or setting up a refreshing drink station to keep potential buyers comfortable during viewings.



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Not intended to solicit properties already listed for sale.