



Trust is Key

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January 2012 Newsletter



Okanagan-Shuswap Market Ends Year on a Strong Note

The Okanagan Mainline Real Estate Board (OMREB) reported December 2011 sales activity of all MLS® property types improved over the same month last year as the housing market continued to normalize with prices stabilizing and inventory on the decline at year end.

Board-wide (Peachland to Revelstoke): During December, the 293 overall sales in OMREB's Board area improved by 7.7% compared to last year's 272, but dropped 28.9% from the 412 sold this November.

Central Zone (Peachland to Lake Country): Overall unit sales in the Central Zone jumped by 4.6% to 183 units (\$77.0 million) compared to 175 (\$77.9 million) last December, and were down 29.1% compared to the 258 units sold in November.

Article by O.M.R.E.B. DISCLAIMER: Monthly sales statistics are based on the sales reported by real estate offices as of the last day of the month.

RESIDENTIAL SALES BY PRICE YEAR TO DATE

Table with 3 columns: PRICE RANGE, 2011, 2010. Rows include price ranges from \$0 to \$1 Million and over.

ACTIVE LISTINGS

Table with 4 columns: Res., Mobiles, Strata, Lots. Values: 1138, 153, 1155, 541.

If you are thinking of BUYING or SELLING please give me a call.

SUMMARY OF RESIDENTIAL SALES YEAR TO DATE

Table with 3 columns: TYPE, 2011, 2010. Rows include Acreage, Condo, Duplex, etc., up to TOTAL.

A Few More Real Estate Stats

Table with 2 columns: Statistic, Value. Includes Average House Price, Median House Price, etc.

THANK YOU! A BIG heartfelt thank you to all of you for your continued support of the Fill the Van for Sally Ann Food Drive!

Helping you is what we do.™



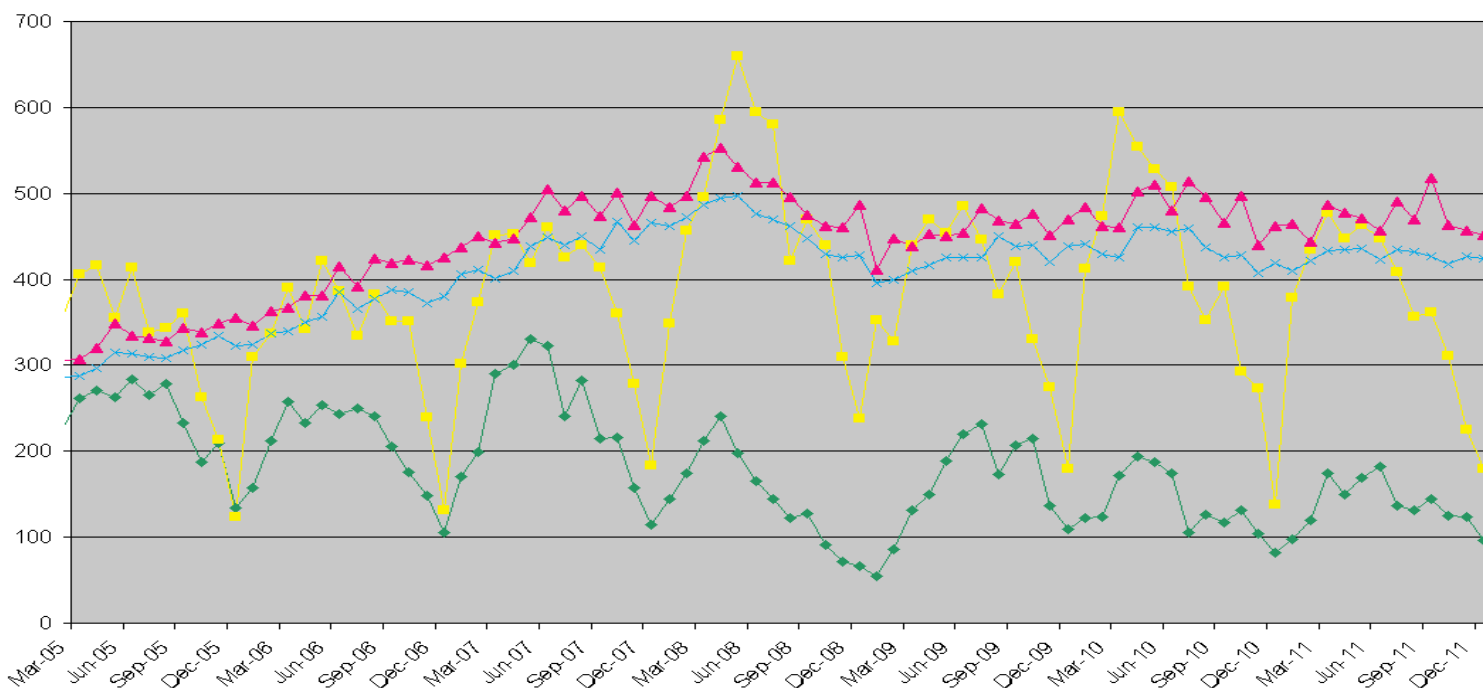
MONTHLY SALES COMPARISON 2011

13 MONTH STATISTICS

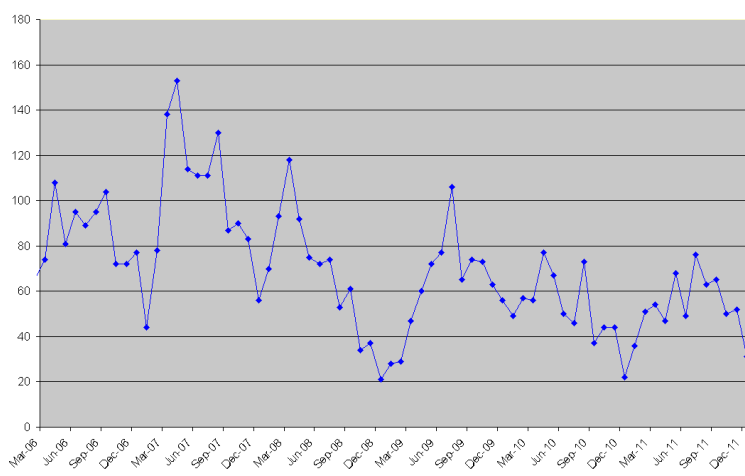
TOTAL	Dec. 10	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Dec-11
LISTINGS	447	861	1016	1122	1031	1213	1097	963	834	832	834	575	461
SALES	169	197	233	341	298	338	343	341	286	296	277	258	183
PRICE RATIO	93.40%	94.37%	96.34%	96.94%	95.78%	96.63%	96.22%	94.19%	95.69%	94.56%	94.30%	94.01%	94.54%
DAYS TO SELL	137	124	98	97	102	97	102	98	107	112	115	112	138
ACTIVE INVENTORY	3794	4137	4506	4750	4896	5223	5308	5338	5237	4992	4765	4479	3856
HOUSES													
LISTINGS	138	378	435	478	448	463	447	408	357	362	311	225	179
SALES	82	98	120	174	150	169	182	136	132	145	125	124	96
AVERAGE PRICE	\$462,527	\$463,913	\$443,360	\$486,609	\$477,652	\$471,128	\$456,580	\$490,364	\$470,138	\$517,864	\$463,503	\$456,910	\$451,130
MEDIAN PRICE	\$418,750	\$410,000	\$422,099	\$433,750	\$434,500	\$436,038	\$422,500	\$434,000	\$431,935	\$427,000	\$417,500	\$426,700	\$424,625
PRICE RATIO	92.61%	96.11%	96.57%	96.46%	96.14%	96.49%	96.26%	95.67%	95.75%	95.67%	91.56%	94.95%	95.28%
DAYS TO SELL	123	110	91	79	84	79	85	81	85	88	97	94	108
INVENTORY	1109	1227	1391	1524	1627	1721	1732	1742	1709	1590	1481	1359	1138
CONDO													
LISTINGS	94	175	177	197	179	221	190	177	151	180	200	119	87
SALES	22	35	51	54	47	68	49	76	63	65	50	52	31
AVERAGE PRICE	\$246,241	\$266,379	\$282,292	\$232,630	\$222,838	\$273,083	\$289,912	\$229,469	\$243,307	\$256,189	\$250,707	\$250,545	\$196,066
MEDIAN PRICE	\$192,000	\$242,250	\$246,000	\$210,000	\$213,000	\$254,272	\$284,000	\$216,950	\$237,000	\$212,500	\$210,625	\$219,500	\$186,500
PRICE RATIO	97.16%	94.81%	95.16%	95.97%	95.69%	95.46%	94.88%	94.89%	95.45%	93.01%	94.37%	93.84%	93.39%
DAYS TO SELL	137	153	100	100	107	120	104	101	117	107	118	113	166
INVENTORY	774	855	922	945	918	964	980	993	934	878	889	851	766
TOWNHOUSE													
LISTINGS	72	101	134	114	115	154	144	113	98	96	74	58	51
SALES	23	30	22	51	41	50	41	54	39	40	37	31	21
AVERAGE PRICE	\$333,472	\$320,191	\$336,235	\$347,035	\$344,477	\$349,839	\$348,305	\$366,403	\$355,573	\$328,331	\$347,664	\$337,129	\$324,183
MEDIAN PRICE	\$325,000	\$316,000	\$304,250	\$319,000	\$330,000	\$327,450	\$340,750	\$336,750	\$350,000	\$303,646	\$350,000	\$297,000	\$310,000
PRICE RATIO	91.18%	95.58%	96.24%	97.06%	96.34%	96.14%	97.44%	97.08%	95.15%	96.38%	92.70%	94.24%	98.03%
DAYS TO SELL	101	111	103	84	96	90	129	99	118	127	182	97	121
INVENTORY	395	440	494	493	498	548	569	555	546	540	507	455	389

RESIDENTIAL 2011

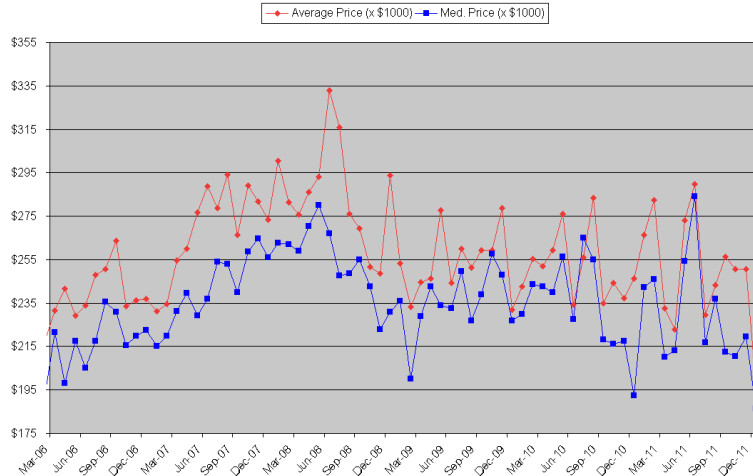
◆ Sales
 ■ New Listings
 ▲ Average Price (x1000)
 ◆ Med Price (x1000)



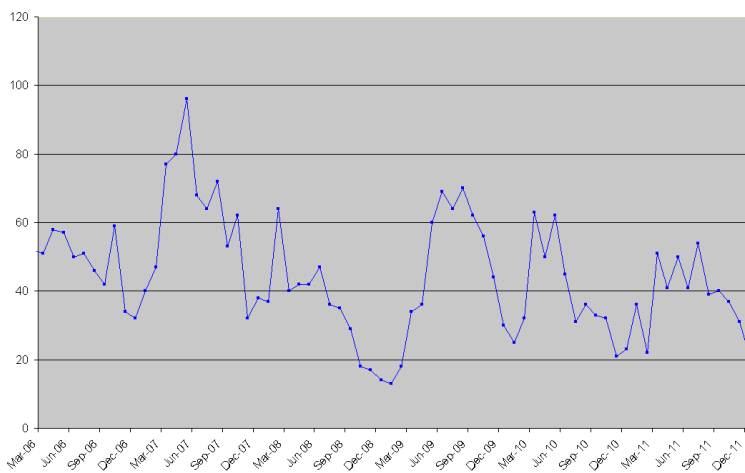
Condo Sales



Condo Prices



Townhouse Sales



Townhouse Prices

