

# Compliments of Beverly Shoaf



# 250-860-1100

## January 2010

The current strength of housing demand stands in sharp contrast to the weak activity recorded a year ago. Existing home sales activity remains upbeat with 109 residential single family homes selling in December of 2009, up 65% over December 2008's figure of 66. Townhouse sales are also up 100% over December of last year with 30 sales recorded in 2009 over 15 sales in 2008. Condo sales lead the pack however, with a 155% increase in units sold during December of each year - 56 in 2009 over 22 in 2008. Condo sales lead the pack however, with a 155% increase in units sold during December of each year - 56 in 2009 over 22 2008.

When the numbers are accumulated for the entire year, the picture changes somewhat. Year to date figures indicate the residential market is up nearly 10.5% with 1943 sales in 2009 over 2008's number of 1759. Townhouse sales indicate the strongest jump showing close to 33.5% increase in units sold from 562 in 2009 over 421 sales in 2008. Although condo sales were up in December over last year, the year to date sales are down just over 5.5%, 769 condos selling in 2009 compared to 815 sales in 2008.

Are prices going up or down? That is typically the question on the tips of everyone's tongues. The average price for residential properties decreased nearly 9% from \$460,077 over last year's price of \$505,257 and the median price dropped slightly over 10% from \$425,000 in 2009 compared to 2008's median price of \$473,000.

While the figures indicate a decrease in home prices, you have to look carefully at different segments of the market to see what's actually happening. Some of these market segments are very strong and there is upward pressure on price, and there are other segments of the market that are inactive and there is downward pressure on price. Contact me today to see where your property is positioned in the market. See the residential sales YTD shown below to see what impacts prices.

Price	2009/2008	+/-
\$280K - \$320K	126 / 42	+200%
\$320K - \$360K	252 / 102	+147%
\$360K - \$400K	323 / 218	+ 47%
\$520K - \$560K	121 / 169	- 28%
\$560K - \$600K	94 / 130	- 28%
\$600K - \$1M	225 / 297	- 24%
\$1M & Over	23 / 30	- 25%

**Finance Minister Jim Flaherty says he's watching the country's hot real estate market closely, and may impose measures to make it harder for Canadians to obtain a mortgage.**

Contact me for the news release

### RESIDENTIAL SALES BY PRICE YEAR TO DATE

PRICE RANGE	2009	2008
\$0 to \$200,000	11	2
\$200,001 to \$240,000	28	7
\$240,001 to \$280,000	40	31
\$280,001 to \$320,000	126	42
\$320,001 to \$360,000	252	102
\$360,001 to \$400,000	323	218
\$400,001 to \$440,000	259	279
\$440,001 to \$480,000	227	232
\$480,001 to \$520,000	202	213
\$520,001 to \$560,000	121	169
\$560,001 to \$600,000	94	130
\$600,001 to \$999,999	225	297
\$1 Million and over	23	30

### ACTIVE LISTINGS

Res.	Mobiles	Strata	Lots
1058	199	1051	634

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

### SUMMARY OF RESIDENTIAL SALES YEAR TO DATE

TYPE	2009	2008
Acreage	22	23
Acreage/House	74	70
Acreage (Waterfront)	2	2
Business	16	25
Townhouse	562	421
Condo	769	815
Duplex	91	96
Farms	15	8
IC & I	28	32
IC & Lands	6	20
Lots	103	130
Leases	67	85
Lots (Waterfront)	0	1
Multi-Family	4	1
Multi Plex	9	3
Mobile Homes	171	246
Recreational	10	8
Residential	1943	1759
Residential (waterfront)	31	26
Timeshares	0	1
TOTAL	3923	3772

### A Few More Real Estate Stats

Average House Price in Dec. 09	\$ 469,515
Median House Price in Dec. 09	\$ 438,500
Number of houses listed last month:	180
Number of lakeshore homes sold last month:	5
Average Mobile Home Price:	\$ 106,983
Dollar value of sales in Dec. 2009 :	\$108,745,576
Dollar value of sales in Dec. 2008.	\$ 48,835,116



**Royal LePage  
Shelter Foundation**



**BECOME A Shelter  
Facebook FAN!**

<http://www.facebook.com/RLPshelter>

**In 2009**

**Royal LePage Kelowna**  
(Kelowna, West Kelowna,  
Lake Country and Big White)

**gave over**

**\$72,000**

**by way of cash, gifts, food and  
donations to local Shelters, Food Bank and  
Salvation Army**

**Helping you is what we do.**



This newsletter is not intended to solicit properties that are currently listed for sale, or to induce the breach of any contract. Should you not want this publication please call me at 1-800-421-3214.