

# The Real Estate Report

## Simple Staging for Spring

*These inexpensive tips will make your home attractive and fresh*

### RESIDENTIAL SALES BY PRICE

Price Range	2018	2017
280,000 to 319,000	3	6
360,000 to 399,000	4	20
400,000 to 439,000	2	18
440,000 to 479,000	8	43
480,000 to 519,000	20	45
520,000 to 559,000	36	42
560,000 to 599,000	41	49
600,000 to 699,000	49	57
700,000 to 799,000	115	102
800,000 to 899,000	81	61
900,000 to 999,000	44	38
900,000 to 999,000	26	16
1 million and over	34	33

### REAL ESTATE STATS LAST MONTH

	2018	2017
Average house price	734,197	640,969
Median house price	685,000	600,000
Average Mobile home price	\$196,887	113,188
Houses Listed	420	424

### RESIDENTIAL SALES

	2018	2017
Acreage/House	23	17
Townhouse	159	205
Condo	350	325
Lots	51	87
Mobile Homes	45	44
Residential	464	536
Residential (waterfront)	8	5
<b>TOTAL</b>	<b>1100</b>	<b>1219</b>

### ACTIVE LISTINGS (Current Total Inventory)

Res	Mobiles	Strata	Lots
801	64	660	333

It may have taken longer than usual but at last spring has sprung upon the Okanagan Valley! For those who have been suffering from spring fever a time of focused action is the perfect prescription. And it's not too late to take advantage of the seasonal upswing market in the real estate market. Regardless of whether you are selling, these staging tips will help your home have the fresh feeling you've been craving:

#### Bright is Right

Adding colourful accents will give new feeling to your rooms and it can be inexpensive and easy. Simply use seasonal fruits and vegetables to create your displays! A glass vase or bowl filled with lemons or radishes, for example, can bring a splash of colour into your décor. If you have an all-white kitchen then don't be afraid to go bold, tempering the colours to match a more colourful environment.

#### Deep Clean

Get into the hidden areas for your spring cleaning as you just know that potential buyers will find them all. Pressure washing the house siding and walkways can make the exterior look like new. As well, make sure to clean the blinds and windows to let the sunshine in.

#### Smells like Home

Take advantage of scents to create an atmosphere that will attract both buyers and guests. To attract potential buyers, some homeowners try baking cookies or cooking a roast to create that homey smell. Other simple ideas are fresh cut flowers or lemon scents (Pro tip: use real fruit).

#### Come Alive

After a long, snowy winter most people want to be around life and vitality. Every room should have healthy, green plants and bright flowers. Open the windows when possible to air out the rooms. People will be drawn to a home that feels full of energy and possibility.

