

### MAY 2019

#### Residential Sales by Price (Year To Date)

Price Range	2019	2018
280,000 to 319,000	1	4
320,000 to 359,000	2	9
360,000 to 399,000	11	6
400,000 to 439,000	20	10
440,000 to 479,000	29	25
480,000 to 519,000	37	56
520,000 to 559,000	54	52
560,000 to 599,000	51	74
600,000 to 699,000	125	173
700,000 to 799,000	71	117
800,000 to 899,000	47	59
900,000 to 999,000	32	35
1 million and over	43	66

#### Real Estate Stats Last Month

Average house price	\$695,659	\$726,926
Median house price	\$635,000	\$660,000
Average Mobile Home price	\$155,432	\$179,625
Houses listed	493	503

#### Residential Sales (Year To Date)

Type	2019	2018
Acreage/House	25	29
Townhouse	223	235
Condo	335	478
Lots	38	74
Mobile Homes	67	70
Residential	525	689
Residential (Waterfront)	9	13
<b>TOTAL</b>	<b>1222</b>	<b>1588</b>

#### Active Listings

Res	Mobiles	Strata	Lots
1,153	118	1,051	489

Okanagan Mainline Real Estate Board Stats  
 Not intended to solicit properties already listed for sale.

# the real estate Report

## HOW TO FIND THE PERFECT RENTERS

*Take the guess work out of renting with these tips*

With the recent Speculation and Vacancy Tax having come into effect across the province, being without tenants in your rental property is not a tenable option. Therefore, it becomes more important than ever to find good, reliable renters. Here are some tips to help you navigate the process with ease:

#### Ad Advantage

Make sure you are using your ad to best advantage by setting out clear expectations of what you will and won't accept in a renter right from the start. This will help weed out deadbeats and show you are serious about setting a standard of quality. Some areas to consider: smoking, pets, minimum yearly income, minimum credit score and no previous evictions.

#### Apply Yourself

Make sure your rental application has all the information necessary to cover due diligence in checking out your potential renters. You can search for

an appropriate application online if you don't want to reinvent the wheel, but you may want to make sure that it includes: previous addresses, income sources and amounts, children's names and ages, number of pets and their breeds (if allowed), employer contacts, previous landlord contacts, credit check and references (not family).

#### Price is Right

Make you sure you price in the right range for your property size, amenities and neighbourhood. You may rent more quickly if you under-price, but that can also attract the wrong type. If you value your property appropriately, so will your future tenant.

#### Personal Touch

Meet the prospective renter(s) in person if possible. This will give you a much clearer perspective as you get a feel for intangibles that may not come across in the application alone. Ask lots of questions and trust your instinct as to whether they are someone that you can trust with your property.

MOM  
 Thank you for everything!

