

SAGE NEWSLETTER

THE OKANAGAN'S LARGEST INDEPENDENT REAL ESTATE BROKERAGE

AUGUST 2020

MONTHLY QUICK-STATS

	July 2020	July 2019	Inc/Dec
Units Listed	1,196	963	24.20%
Units Sold	753	544	38.42%
Days to Sell	79	71	11.51%
Inventory	3,376	3,690	-8.51%

Total Sales Volume **\$508,209,641**

Seller's are receiving **96.23%** of asking price

AVERAGES

	July 2020	July 2019	Inc/Dec
Duplex	\$601,588	\$571,914	5.19%
Mobile Home	\$201,377	\$186,721	7.85%
Res. House	\$812,875	\$712,649	14.06%
Apartment	\$360,253	\$362,685	-0.67%
Townhouse	\$550,230	\$517,908	6.24%

Statistics provided by OMREB

4 Ways to Strengthen your Body's Immune System

Exercise - Unfortunately in the average person's everyday hustle and bustle routine it's easy to neglect the need for keeping the body active and finding time for proper exercise. Studies have proven time and time again that proper exercise is not just for cutting fat, but it is also one of the leading ways to boost your mental health and immune system.

Sleep - Studies show, for the average person, getting less than 6 hours of sleep per night can drastically increase your chances of catching the common cold compared to someone that gets at least 7 hours or more. You may think that staying up late might be helping you get ahead by getting in a few extra hours of work, but it's been proven that the cut in productivity from a tired mind will work against you greatly. It's important to get your rest, so if you do find yourself needing to stay up later than normal, don't be afraid to hit the snooze button in the morning and sleep in!

Diet - Healthy food choices like vegetables, fruits, and nuts contain antioxidants that can greatly decrease inflammation throughout the body. Inflammation not only links to heart disease, cancers and

Alzheimer's, but it can also drastically weaken the body's natural immune system. Watch out for processed foods that have lots of added sugars and refined carbs.

Vitamins and Supplements - There are multiple everyday vitamins you can take that will have a significant impact on strengthening immunity. Vitamin D is one of the most important vitamins in keeping a healthy immune system, but only about 10% of your needed supply comes from the foods we consume, the majority of it is produced when our skin is exposed to sunlight! Vitamin D deficiency is common, especially if you are inside for most of the day or live in an area that is regularly overcast. Other important supplements for a healthy immune system are Vitamin C and Zinc, some studies have even proven the effects of regularly supplementing these Vitamins can decrease the duration of a common cold by up to 33%.



100% Independent 100% Locally Owned

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Staging a Kitchen to Impress Buyers

Staging a property for sale not only decreases the time it takes to sell a home, but it also has been shown to increase the price it sells for. It's win-win! Staging doesn't necessarily need to involve renting or bringing in new furniture and accessories, although recommended for most vacant properties, but it can also be done using a Seller's current set up by rearranging furniture, drawing attention to important features, and most importantly de-cluttering.

One of the most difficult rooms to stage is the kitchen, because it's one of the most used. You can't just set it up once to look nice, but you need to remember to keep it tidied up and cleaned for each showing which sometimes can seem like a lot of effort. Just remember that the kitchen is one of the most impactful rooms that potential Buyers will consider when purchasing a home.



Here are some basic kitchen staging tips:

1. Be relentless when de-cluttering your kitchen. Stow or get rid of any unnecessary items.
2. Clear the countertops. Leave no more than two appliances in view. This will give the impression that there's a lot of counter space available.
3. Make sure the sink shines. If regular cleaners don't work, there are a number of specialty products available for cleaning sinks of all kinds, including stainless steel.
4. Consider making upgrades. You could do something as simple as replacing cabinetry hardware, or go as far as installing a new countertop.
5. Paint or stain cabinetry. One of the most affordable and impactful improvements you can make to the kitchen is painting. A new coat of paint or other finish can make older, worn cabinets look like new.
6. Add some fresh flowers in a vase. Flowers brighten up any room, especially the kitchen.

PHOTO OF THE MONTH



Taurus Lake, Kootenays





Residential sales for July continued to climb with an increase of 38% compared to June totaling 1,094 units across the region of Revelstoke to Peachland, up 35% compared to this time last year, reports the Okanagan Mainline Real Estate Board (OMREB).

New residential listings remained the same as last month clocking in at 1,494 new listings yet saw an 18% increase over the same time last year. The overall number of active listings however fell off 2% over June's inventory of 3,962 and remained 14% lower compared to last year July's inventory of 4,527.

"We are seeing a pent-up demand propped up by consumer's desire for more space in the wake of the pandemic," says OMREB President Kim Heizmann, adding that "while this is not normal market activity, there is nothing typical about 2020."

"It will be interesting to see whether this demand sustains through the rest of the year."

The average number of days to sell a home, always a good barometer to watch, saw a slight increase of 5% to 89 days.

Article provided by OMREB. Monthly Sales statistics are based on the sales reported by real estate offices on or before the last day of the month. Sales not reported by month end and collapsed sales are reflected in the subsequent month's statistics.

TRACKING YOUR MARKET STATISTICS

Average/Median House Price & Total Residential Units Sold - Central Okanagan

	2018			2019					2020				
	Average Price	Median Price	Total Units Sold	Average Price	Median Price	Total Units Sold	Average Inc/Dec	Units Sold Inc/Dec	Average Price	Median Price	Total Units Sold	Average Inc/Dec	Units Sold Inc/Dec
JANUARY	699K	651K	363	689K	643K	216	-2%	-41%	724K	674K	273	5%	26%
FEBRUARY	689K	645K	367	669K	619K	293	-1%	-20%	735K	660K	316	10%	9%
MARCH	734K	685K	441	722K	685K	372	-2%	-15%	725K	665K	417	4%	12%
APRIL	727K	660K	520	696K	635K	456	-4%	-12%	713K	670K	221	2%	-52%
MAY	723K	678K	558	689K	650K	544	-5%	-3%	725k	659k	312	5%	-43%
JUNE	718K	671K	526	692K	644K	479	-3%	-9%	748k	685k	517	8%	8%
JULY	782K	695K	476	713K	686K	545	-9%	15%	813K	725K	753	14%	38%
AUGUST	687k	648K	449	721K	657K	488	5%	9%					
SEPTEMBER	721K	678K	364	712K	678K	441	-1%	15%					
OCTOBER	667K	633K	403	682K	640K	420	2%	4%					
NOVEMBER	651K	625K	323	752K	650K	405	16%	27%					
DECEMBER	668K	635K	217	679K	635K	289	2%	33%					

Statistics provided by OMREB