

# Okanagan's Home Team



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## Home Run Update

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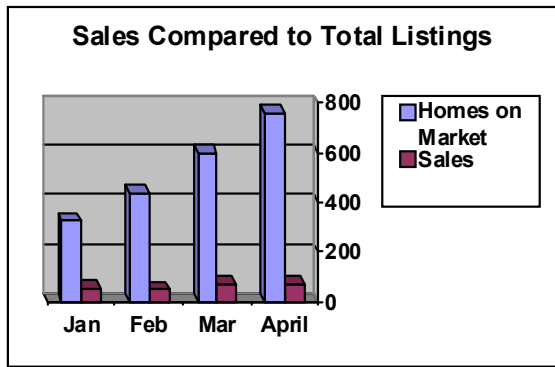
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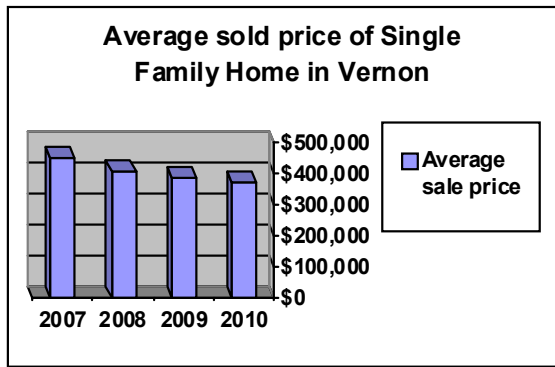
### HOME RUN TEAM MARKET UPDATE

#### Single Family Homes

The **number** of single family homes on the market in the North Okanagan has risen sharply over the last two months and now sits at **767**. To put this into perspective, the record high for houses on the market was 1,150 which happened in June 1998. In contrast, the record low for listings on the market was 275 which happened in December 2003. There were 72 single family home sales in April, or 10% of total listings, which means that we are still in a **balanced market situation with no significant upward or downward pressure on prices** (see chart below).



The **Days on Market (DOM)**, or average number of days all active listings have been on the market, is now at 92 days. To put this into perspective for you, the lowest DOM was 57 days and that was in the first half of 2006 when prices and sales were taking off. The good news is that in January of this year the DOM was at 119, so this drop to 92 days is good news for sellers!



The **average sold price** for a single family home in the North Okanagan has been dropping steadily since the last part of 2007 where the average sold price was **\$447,100**. The average sold price of a single family home in Vernon now sits around **\$367,000** (see chart below). Should we see an increase in the number of homes on the market along with a slowing in the sales each month, we **may slip into a buyers market again**, with a further reduction of home prices.

With interest rates now starting to rise from record lows we could see a further reduction in the number of qualified buyers in the market. If buyers can't afford the high prices of homes in Vernon, we may see prices drop further to catch up

with demand. **To find out how you can benefit from this market, please contact Greg at 250-503-3758, and**  
***Let Us Hit You Home!***

### SOME HANDY HOUSEHOLD TIPS

1. Have a grimy toilet but no time to scrub? Simply drop a couple of Alka-Seltzer tablets in the bowl, let fizz for 10 minutes, then wipe the scum away! The fizzing action works as a powerful cleaning agent, so you don't have to.
2. To deter mosquitoes from biting, splash plain rubbing alcohol on yourself and allow it to dry. If ticks are the worry, put some Vick's Vaporub® on your pants and legs to ward them off.

3. Remove acid build up on your car battery by sprinkling baking soda on the battery terminals. Spritz with water to dampen, and let set for about an hour. Sponge off with water, and air dry.
4. Rejuvenate feather pillows by tumbling them in a cool dryer for about 10 minutes. Make them extra fresh by adding a cloth dampened with fabric softener to the dryer.
5. Grind a cup of uncooked rice in your coffee grinder every now and then to clean the grinder and sharpen its blades.
6. Tired of the kids tracking dirt and grass into the house? Place a large wicker basket by the front door and let everyone know that all shoes (and dirty socks, too) must be dropped in before taking another step.

## Creating Curb Appeal

### Six Tips for “Making an Entrance”

**Has the “spring cleaning” bug bitten you yet? Why not take that urge to spruce up your home one step further—right out the door! Now is the perfect time to clean up, warm up and maximize your home’s curb appeal!**



We all know the curb appeal “standards” such as keeping the lawn watered and cut, trimming the hedges and pulling those pesky weeds. Those, of course, are the “must-dos” that make your home look neat. What about adding a little sizzle to your steps with some things that shout “welcome home” not only to you pulling in at the end of a long day, but also to potential buyers searching for a new home of their own?

**Plant flowers, flowers and MORE flowers.** Pick a color scheme of flowers that complements your shutters and front door, and plant them not just in your flower beds, but in pots as well. Choose pots of varying heights and sizes for contrast and interest, and place them in groups of three on your porch or patio. Fertilize, water and dead-head the flowers to keep them looking picture-perfect.

**Be front door friendly.** Give your front door a fresh coat of paint and polish up the hardware or replace it with new. Take a look at your light fixtures, and replace anything that’s dated, weathered or worn with one of today’s beautiful, new designs. Clear those cobwebs and sweep away the dust, then add an attractive welcome mat, shiny new door knocker or a seasonal wreath.

**Take a seat.** The right piece of weatherproof furniture creates a focal point for your front porch and invites all who enter to sit down and stay for a while. Choose a pretty chair for a corner, a pair of rocking chairs, a porch swing or a nice bench with a colorful array of pillows for just the right flair.

**Power wash or paint.** The wood trim on your home is often the first thing potential buyers and guests notice. Sand and add a fresh coat of paint to trim that’s chipped and weathered, or simply power wash that which is just in need of a good cleaning, and you’ll instantly create a home facelift!

**Wash your windows.** Make it a point to really make those windows sparkle! A good cleaning inside and out will add shine to the outside of your home and lets that beautiful spring light in!

**Add a touch of charm and whimsy.** Little things mean a lot when it comes to adding just the right touch of charm to the face of your home. Hang a small wind chime, add a book, magazine or accent candle to a porch table, keep your bird feeders full, or even tuck a lavender sachet close to the doorway for a welcoming fragrance.

Whether you’re looking to sell or simply want to renew your sense of pride in the place where your family “hangs its hat,” spring cleaning and the extra “curb appeal” awaken and rejuvenate both the inside and outside of your home.

**WANT A FREE HOME MARKET EVALUATION? CALL GREG AT 250-503-3758 TO GET YOURS!**

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