

SAGE NEWSLETTER

THE OKANAGAN'S LARGEST INDEPENDENT REAL ESTATE BROKERAGE

JUNE 2020

MONTHLY QUICK-STATS

	May 2020	May 2019	Inc/Dec
Units Listed	921	1,292	-28.72%
Units Sold	312	543	-42.54%
Days to Sell	90	65	38.45%
Inventory	3,227	3,716	-13.16%

Total Sales Volume **\$176,475,122**

Seller's are receiving **96.33%** of asking price

AVERAGES

	May 2020	May 2019	Inc/Dec
Duplex	\$586,875	\$612,667	-4.21%
Mobile Home	\$155,780	\$176,374	-11.68%
Res. House	\$724,767	\$689,469	5.12%
Apartment	\$321,526	\$357,184	-9.98%
Townhouse	\$480,139	\$489,555	-1.92%

Statistics provided by OMREB

A 30min Workout to do from your Living Room Floor!

Keeping fit is difficult enough as it is, take the gyms away due to an unforeseen pandemic and you might forget about fitness altogether.

Although we may see a reopening of gyms on the horizon, let's not take for granted what you might be able to accomplish at home! I know the living room where you might nap on the couch or stare at the TV might not be the best motivator, but with a little elbow room you can have a full functioning at home gym! No equipment necessary! Here's a quick 30min workout you can do right off your living room floor.

Cardio/Warm Up: High Knees or Jog in place for one minute, lifting each knee as high as you can and follow it with some Jumping Jacks to get your heart rate up. Making sure to raise your hands over your head each time, and keep the cardio going for at least one minute. If these are too easy for you, try some full body burpees and I'm sure you'll really tire yourself out!

Core: Try out doing some basic Sit-Ups or Crunches. It's best to start with smaller sets and work your way up. Try out 3 sets of 10, and increase from 10 to 15, and so on as you find it to be less difficult. If you're having

difficulty at the start, try having someone sit on your feet or slide them under the couch. A great workout to follow you be the bicycle on your back for 20 seconds or as long as you can hold on! Then turn yourself over and try a plank for 30 seconds!

Arms/Back/Chest: Push-Ups. A classic chest and arm workout. Try for sets of 10, and if you're having difficulty you can always lower your knees to the ground and still get a great workout. Push off closer to your abdominal to get a good Bicep burn! For your back, a pull-up bar works wonders, but we're focusing on no equipment so try lying on your stomach with your arms out and squeeze back your muscles for sets of 20. Like a reverse sit up.

Legs: It's easy to get a great leg workout with no equipment because you can use all of your body weight from just a standing position. Try out some Squats for 10-20 reps. Make sure to keep your back straight, feet slightly turned out and drop your butt to about knee height. Then finish it off with some lunges, hey why not practice your lunges all the way into the kitchen to grab yourself a well deserved drink.



100% Independent 100% Locally Owned

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Predicting Your Future Housing Needs

What will your housing needs be in three to five years? If you can figure that out, you can watch the market, target areas and neighbourhoods you might like to live in, and reap the benefits of planning ahead.

To begin the process, start by asking yourself the following questions:

- What will my family look like in three to five years? Will there be a new addition (or two) to your family? Will you have kids that are grown up and about to move out? What is the possibility that an elderly relative (Mom, Dad or grandparent) will be living with you?
- What will change regarding work and school? Will a teenager be off to college? Will you or your spouse be retired? Will someone in your household be starting a home business?
- How will your lifestyle be different? Will you take up a hobby that you'd like to be able to reach easily (such as golf)? Do you see yourself wanting to live closer to shopping, theatre, walks in the woods, etc.? Will you eventually be traveling more often and, therefore, not be at home as much?



- How is the neighbourhood changing? Where is it heading relative to your future needs in terms of residents, noise, sense of community, local developments, etc.? Do you see yourself wanting to live in a quieter community, or a more urban centre?

- Will the type of home you need change? In three to five years, can you see yourself wanting a larger home? Smaller home? More bedrooms? Larger kitchen?

- What are your dreams? Do you dream of living in a particular area or neighbourhood? Would you love to have a big backyard with a garden someday? Do you sometimes think, "It would be great to have a wooded park with walking trails just a few minutes away."

By looking three to five years into the future, you will be able to predict your housing needs and make plans - today - to ensure you get what you want in the future.

PHOTO OF THE MONTH



Sugar Lake, North Okanagan


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REAL ESTATE



Local Residential Real Estate Market Heading In The Right Direction

KELOWNA, B.C. - JUNE 2, 2020



Residential sales across the region of Revelstoke to Peachland increased 95% totaling 446 units sold in May compared to April's 299 unit yet remained down 42% from this time last year reports the Okanagan Mainline Real Estate Board (OMREB).

New residential listings also saw an uptick totaling 1,198, an increase of 49% compared to last month's new listings. Overall active listings increased 9% over April's inventory of 3,467 yet remained 16% lower than April 2019's inventory of 4,490.

"While we are still in the midst of a global pandemic it is encouraging to see that residential sales are moving at an upward trajectory," says OMREB President Kim Heizmann, adding that "we are starting to see a return to real estate activity which looks promising for the future, however we remain cautious about predicting future outcomes as many economic factors will have impacts."

"Virtual tours and alternative technological solutions have ensured that real estate transactions can continue to transpire responsibly."

The average number of days to sell a home increased from 83 days to 91 days. It is important to note that OMREB reports on all market statistics for the entire Board region and that the indicators will vary depending on home type and sub-region.

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%					
JULY	782K	695K	476	713K	686K	545	-9%	15%					
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