

# Realty in Review™

Courtesy of Dan Brown, Personal Real Estate Corporation



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## Let's Get Moving!

Spring has delivered a real sense of excitement and anticipation in the real estate market this year. Sellers who were holding off until the weather warmed up are now ready to commit to that For Sale sign, while increased housing inventory is providing buyers more options in their desired categories.

Here are 3 ways to smooth the road to your next move.

**1. Use an experienced real estate professional.** Whether you're buying or selling, there are multiple advantages to having a seasoned real estate agent by your side. You'll benefit from accurate pricing insights, proven marketing approaches, expert business strategies, and through your representative, have automatic access to a trusted network of qualified professionals who specialize in efficient real estate transactions.

**2. Set emotions aside.** While selling your beloved home and buying into your dream property can be an emotional roller-coaster, you can't let it cloud your judgement. Defer to the pragmatic advice of your agent.

**3. Set the stage.** When preparing a home for sale, open yourself up to proven staging suggestions, as they can create an objective yet inspirational vision for potential buyers. When viewing a staged home from a buyer's perspective, look beyond the staging to the practicality of the actual space for your needs.

The real estate market continues to be front-page news. Even if you have no intention of moving now, it's always interesting to find out how your own home value fits into the ever-changing market. Please call for your no-obligation market update!

As the weather warms up, so does the housing market. It's time to check out what's happening in your neighbourhood!

Please feel free to call anytime for no-obligation real estate direction. Together, we'll review data that can provide you with the answers you need, especially as it pertains to your local market and, specifically, to your own property. Let's catch up soon!



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## OKANAGAN MARKET REPORT

First Quarter 2023

### NEW LISTINGS

3,561 | 4,857  
Q123 | Q122

### SALES

1,290 | 3,288  
Q123 | Q122

### DAYS ON MARKET

73 | 49  
Q123 | Q122

### INVENTORY REMAINING

5,893  
Q123



DETACHED

\$870,407  
in 68 days



TOWNHOME

\$604,952  
in 81 days



CONDO/  
APARTMENT

\$453,101  
in 72 days

# Dancing in the Sunlight



**T**he long-awaited milder weather has arrived, the days are longer and brighter, and it feels so good to bask in the dazzling sunlight now streaming through our windows. While it may seem difficult to find fault in this scenario, the one minor downside to the bright spring sunshine is that it highlights the dust particles twirling in the air and coming to a rest all over the furniture!

Where does all that dust come from? Here are just a few sources.

• **The great outdoors.** While it's wonderful to fling open the windows to let the fresh air in, alongside that spring air comes some dust. Whether from

## *Bring your sparkle back with these dust-busting tips!*

pollution, exhaust, pollen, or even a nearby construction site, dust is circulating everywhere outside, so it's just a matter of time before particles sneak inside.

• **Bedding, carpets, curtains, and upholstered furniture.** Dust clings to household fibres, and because dust can be made up of disagreeable matters including pet dander and dead skin, which dust mites feast on, more dust can result in more dust mites.

• **Your floors.** Outdoor contaminants including dirt and pollen simply walk into your home on your shoes and boots.

## **Bring your sparkle back with these dust-busting tips.**

1. Declutter. Less clutter means fewer places for dust to settle, and subsequently less dusting for you!
2. Toss the feather duster. All a feather duster does is stir up dust. Instead, use a soft, damp cloth to capture the dust.
3. Dust from top to bottom. Don't forget lighting fixtures and ceiling fans, window blinds, the tops of cabinets and door frames, and baseboards.
4. Vacuum floors, carpets, curtains, and upholstered furniture frequently.
5. Wash bedding weekly.
6. Leave shoes at the door.
7. Change the air filters in heating and air conditioning units.
8. Keep your pets brushed and groomed to keep pet dander under control.

**Breathe easier and enjoy every ray of sunshine in your dust-tamed home!**

## Today's Homeowner Tip:

### 4 Uses for Clear Nail Polish

A tiny bottle of clear nail polish can help you nail some common household projects!

1. Seal small splinters on your wood floor, wooden furniture, and wooden hangers.
2. Prevent rust rings in the bathroom. Coat the bottom ring of your metal shaving cream canister with clear nail polish. Let it dry before placing the can in your shower or bathtub.
3. Repair window screens. Dab clear nail polish on small tears or holes.
4. Waterproof labels. Paint a coat of clear nail polish over household labels for a no-smudge solution.



## ImPORTant Mortgage News

**S**o, you secured an attractive fixed-rate mortgage a couple of years ago, locked it in for five years, and have been patting yourself on the back ever since as you watch mortgage rates steadily rise. Now, however, another place has caught your eye and you're ready to sell your current home and move up to the new one. How does this affect your existing mortgage?

In some cases, you'll have to break your current mortgage and pay a prepayment penalty before re-negotiating a new loan for your new home. In other cases, you can simply bring your mortgage with you!

Known as **"porting" your mortgage**, this feature, available on certain mortgages, allows you to transfer your existing interest rate, plus all the terms and conditions of your current mortgage (loan balance, remaining term, etc.) to your new home. One of the most valuable benefits of porting your mortgage is that you can avoid paying redemption penalties for moving during your current mortgage term.

What if you need a bigger loan? If you're



moving up and therefore adding to your mortgage debt, you may be able to blend your existing mortgage with the additional loan amount at the current rate to create your new mortgage. This will save you money over getting an entirely new mortgage for the full amount at today's interest rate.

Before making any decisions, talk to your mortgage broker or loan representative to find out if your current mortgage has a porting feature, and if not, what your options and alternatives are.

### Quote of the Month:

***"Be the reason  
someone smiles.  
Be the reason  
someone feels  
loved and believes  
in the goodness  
in people."***

~

***Roy T. Bennett***



## Grow Your Savings

**A**s the price of food continues to go up, it's time to get a healthy grip on your grocery bill by taking matters into your own hands. A great place to start is by growing some of your own produce. If you're a novice gardener, here are some tips to keep in mind.

**1. Start small.** Planning for a whole crop of home-grown fruit and vegetables can be intimidating for a first-time gardener. Start with a small selection of easy-to-grow options and learn from there. Even container plants can yield some delicious results!

### **2. Grow local relationships.**

Purchasing seeds and transplants from local nurseries and garden centres not only allows you to understand what grows well in your region, it's a great way to give back to the local economy by helping to support local businesses.

**3. Plant smart.** Plant not only what will grow well in your allotted garden space — whether that's a sunny spot in your backyard or some pots on a condo balcony — but what you and your family like to eat.

**4. Work safe.** Gardening isn't the same kind of exercise as running a marathon, however, tell that to your back and knees after a long day working the land! Remember to stretch before you start, bend at the knees when lifting heavy pots and bags of earth, use padded kneelers when working at ground level, and rotate tasks so you're not stuck in the same position for too long.

**Planting your own fruits, vegetables and herbs allows you to benefit from both fresh air and fresh food. What a delicious combination!**

