

November 2016



BOB DAVIDSEN

The Seller Teller

Home Sellers Still in Driver's Seat

Campbell River's sales of Single Family Homes are up substantially from last October 2015 with 38 sales to this October 2016 with 53 sales, a whopping 39% increase!

At the same time we are experiencing a decrease of homes being listed for sale from October 2015 to October 2016 of 5%, which has added to the continuing lack of inventory challenges.

Active listings of Single Family homes has dropped again, dipping to 138 this October from 228 last October

Although a moderating trend in activity & prices is occurring in the Vancouver Market, that slowdown is *not* affecting the North Vancouver Island areas.

Foreign buyers are *not* turning to Vancouver Island in lieu of the Lower Mainland & are not the reason behind the Island's busy housing market.

As shown in our 2015 Buyer's Profile, 54% of purchasers were from Vancouver Island, 22% from elsewhere in BC, 22% from elsewhere in Canada & *only 2% were from International Buyers.*

These demographics have not changed during 2016.

Limited inventory continues to be the major challenge for Buyers and Realtors, resulting in Realtors fielding multiple offers on a home on a regular basis. Sellers are in the driver's seat now & our sales would be higher if there were more homes available.

If you are considering selling your home, please realize that ***Seller's Markets don't last forever.*** So, if you are thinking of putting your home on the market ***now is the time!***

October 2016 Comparative Activity

Single Family Home	This Year	Last Year	% Changed
Units Listed	52	55	- 5%
Units Reported Sold	53	38	39%
Average Sell Price per Unit	\$362,809	\$269,319	35%
Days to Sell	50	75	- 33%
Active Listings	138	228	
Condo (Apartment Style)	This Year	Last Year	% Changed
Units Listed	3	20	- 85%
Units Reported Sold	8	10	- 20%
Average Sell Price per Unit	\$160,675	\$133,000	21%
Days to Sell	128	141	- 9%
Active Listings	22	62	

October 2016

Avg. Sale Price for Campbell River

Property Type	Sales	Avg. Sale
Single Family	53	\$362,809
Condo (Apartment)	8	\$160,675
Condo (Townhouse)	5	\$178,800
Lots	11	\$ <i>not available</i>

Want to Sell Your Home?

Call Bob

**286-3293 or
1-888-286-1932**



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Christmas Tree Fire Retardant Recipe

Help protect your home & family from fire, with this fireproofing recipe & directions for your natural Christmas tree.

Ingredients:

2 cups of Karo syrup
2 pinches Epsom salts
1 teaspoon chelated iron
2 ounces liquid chlorine bleach
1/2 teaspoon Borax
Hot water to fill 2-gallon bucket
You can purchase the Karo syrup, Borax and liquid chlorine bleach from the supermarket. Buy Epsom salts at the drug store & the chelated (pronounced KEY-lated) iron from a garden shop or plant store.

Procedure:

1. Fill a 2-gallon bucket with hot water to within 1 inch of the top & add the remaining ingredients. Stir thoroughly, dissolving ingredients. Set aside.
2. With a saw, cut 1 inch off the bottom of the trunk of your recently purchased tree. Try to make a level cut.
3. Immediately stand the trunk of the tree in the bucket of solution & leave for 24 hours.
4. Place your tree in a tree stand that contains a well for liquid. Keep the remaining solution.
5. When the tree is in its final resting place, use a plastic cup to pour solution from the bucket into the tree well. Fill the water well of the tree stand.
(Do not to spill, as the bleach in this solution will leave a stain.)
6. Every day without exception, "top up" the water well of the tree stand with the solution from your 2-gallon bucket.

How it Works: The Karo syrup provides the sugar necessary to allow the base of the tree to take up water. *(Up to 1.5 gallons of water can be taken up by the tree over a 2-week period.)* Boron in the Borax allows the tree to move the water & sugar out to every branch & needle. Magnesium compounds in Epsom salts & iron from the chelated iron provide components for the production of chlorophyll to help keep the tree green. Bleach prevents mold from forming in the solution. **Other beneficial side effects are that the needles will not drop off & you will notice an increase in natural evergreen fragrance.**



Home Sellers Still in Driver's Seat ...continued

Campbell River

as at October 31, 2016

Cumulative Residential Average Single Family Sale Price

(Note: Figures are based on a "rolling total" for the past 12 months - i.e. 12 months to date instead of calendar "year to date".)

