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Experience & Enthusiasm: Serving Kelowna and West Kelowna for Over 33 Years!

Celebrating **THE HOME**

HOME Design THE KITCHEN IS THE HUB



Ever wonder why “kitchen parties” naturally occur every time you have guests?

Well, it’s because the kitchen is the hub of every home. It’s where we get nourishment, refreshment, gather and regroup after a busy day. It is a room with real value for family. At RE/MAX we’ve learned that kitchen upgrades can really deliver, with a 44 % higher return on investment over the average return on other popular renos you might consider.

Whether you’re working with a contemporary kitchen or more of a country feel, stainless steel appliances continue to hold a lot of interest. In cabinetry, look at fine-grained maple, stained or natural, over the traditional heavy oak look of the past. Laminates and marble are great choices for counter tops, but granite continues to be the most popular surface of all. Check out the latest fixtures in today’s new, brushed nickel finishes.

HOME Maintenance POTENTIAL BUYERS WILL BE LOOKING FOR VISUAL CLUES THAT YOUR HOME IS WELL CARED FOR.



How much work a house seems to require will impact the offering prices you receive, so it’s worthwhile to ensure that everything is in good working order.

BATHROOMS - Ensure all plumbing fixtures are clean and in good working order. Outfit leaky faucets with new washers and clean any visible stains on porcelain fixtures. Replace old, worn shower curtains and bath mats.

DOORS and WINDOWS - Spray WD40 on all hinges so everything operates smoothly. Have windows cleaned inside and out. Potential buyers will be estimating their energy costs, so fix drafts by re-caulking windows and replace exterior doors in necessary.



Did You Know...



RE/MAX is proud to support the Western Hockey League and excited to offer fans a chance to win a group of 24 tickets to see your local WHL team in an upcoming game! By offering this promotion we want you to know that we appreciate your business in the communities in which we live and work. To enter your group, go to www.RemaxKelowna.com and click on the RE/MAX Home Team Contest link.

The Okanagan Mainline Real Estate Board reported “overall sales in the Central Zone (Peachland to Lake Country) slipped by .9% to 211 units (\$74.8 million) compared to 213 (\$81.4 million) last January. While total residential sales dipped by 3.6% to 189 units compared to 196 sold last January, they jumped 14.5% from the 165 in December. Single family home sales of 102 units rose 3.0% compared to 99 last year, and climbed 6.3% compared to December (96). While January’s inventory of 4,231 units was up 4.0% compared to 4,067 in 2011, the 902 new listings for the month dipped 1.1% from the 912 last year.”

RE/MAX Kelowna is proud to report to our clients that we had a very strong start in our office this year with 114 (\$44.1 million) transactional ends sold firm in January which is up 25% over the sluggish 91 transactional ends sold in January of last year. The RE/MAX® offices in the Okanagan region were responsible for 129 transactional sales ends in January which represented 30.4% of the market share! Not only do RE/MAX® agents outperform the competition on average but we also sell for more with an average sales price of all properties sold of \$376,108 vs the Okanagan Mainline Real Estate Board average of \$357,609. RE/MAX® offices also sold our client’s properties quicker with an average of 94.9 Days on Market vs the Board Average of 118.4 Days on Market.

Although our housing market continues to recover moderately house prices remain flat. We are still very inter-connected with the world economy. Consumer concerns about job security, and global economic troubles limit confidence. We anticipate slow but moderate increase of unit sales this year spurred by historically low interest rates and an increase in investment buying. Savvy buyers and investors have ample inventory to select from and properties that are well-priced sell quickly. Now more than ever it is important to have the professional advice of an experienced RE/MAX Agent to assist you.

We would like to take this opportunity to **THANK YOU FOR MAKING RE/MAX Kelowna #1 AGAIN IN 2011!*** We value your business and look forward to serving you in 2012.

Yours truly,

Cliff Shillington
Broker Owner
RE/MAX Kelowna

Based on MLS® Units Listed and Units SOLD in 2011 for the Central Zone as reported by OMREB.