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*North Shuswap  
2006 First Quarter Report – April 2006*

It's funny how it goes. Last winter Lakeshore homes were hot sellers and so far this year, they have been slow to sell. Lakeview properties anywhere in the North Shuswap are *hot* as are Anglemont lots. Anglemont lot prices are nearing \$30,000 for the good ones. These same lots would not bring \$12,000 dollars 3 years ago. The nice family homes are now well over \$200,000. Just 3 years ago few homes would have sold for above \$200,000. The Anglemont cottage under \$100,000 is a thing of the past. I would expect that these trends will continue.

All Realtors report many more Buyers than Sellers. My advice to Sellers ... **try to be realistic about price.** Overpricing your property assumes that Buyers are stupid. I seldom meet a stupid Buyer. My advice to Buyers ... **act fast, act hard, be in a hurry or you will miss out to other Buyers who are prepared to act.** And, expect to pay near full asking price for you will not get it for the price you are thinking. Buyers not willing to jump in to our market with both feet should step aside for the Buyer willing to be active. Harsh words perhaps, but it is a tough world kids.

Next time you are in Scotch Creek stop in and see the new CENTURY 21 Lakeside Realty Office located in the same parking lot as our old office location.

Al Christopherson – Realtor  
Century 21 Lakeside Realty Ltd.