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*North Shuswap  
2007 Second Quarter Report – July 2007*

It's clear the buying frenzy of the first half of 2006 is over and gone. Buyers have reverted to the wait and see. You know, "we are in no rush. This month or next year ... whatever." Still, many sellers see the world as flush with millionaires happy to pay any price. The truth is somewhere in between.

There are many Buyers looking around for well-priced properties for sale. The MLS evidence is clearly showing many sales and most of those sales are of properties that are priced well. It's all about price verses features.

More than twice as many Buyers are from BC than Alberta so far this year. The 2<sup>nd</sup> Quarter of 2007 saw 28 homes and 29 lots sell through the MLS system for a total of 19 million dollars transacted in the North Shuswap. When reviewing [www.mls.ca](http://www.mls.ca) or my own web site statistics, it is common to see listings with 200 to 2000 visits per month. Those visits occurred among the 180 listings in the North Shuswap, so you can see the ratio. Many more Buyers than Sellers but the Buyers are not motivated. Sellers should be aware you motivate Buyers with price.

Many more positive rumors about the Sun Peaks road. I'm dying to tell you more as soon as they tell me more. The same thing goes for the sewage treatment facility and a number of developments planned in the area. My crystal ball is a bit foggy but I can see many surprising things for the North Shuswap over the coming years. To help you better understand western Canada's real estate market, I invite you to visit Ozzie Jurock's web site [www.jurock.com](http://www.jurock.com) It is the most up-to-date and accurate place to get the truth.

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