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*North Shuswap
2014 First Quarter Report – April 2014*

Let's recap the North Shuswap MLS stats for the first quarter of 2014 ...

- 2013 first quarter saw 6 homes, 3 lakeshore homes, 4 bare lots, and 0 lakeshore lots sold. A total of 13 sales.
- 2014 first quarter saw 6 homes, 8 lakeshore homes, 12 bare lots, and 1 lakeshore lot sold. A total of 27 sales.

Inventory stands at average for this time of year with a total of 260 properties for sale with 166 homes, 85 bare lots, 8 commercial and 1 farm for sale. Of the 166 homes for sale, 93 have lakeshore but not all are what we know as true lakeshore. Of the 85 bare lots for sale, 9 claim lakeshore. By summer we should see 300 to 350 properties on the MLS for the North Shuswap. Of note was the first quarter of 2013 had low inventory at 178 listings. 2013 had fewer listings and fewer buyers. 2014 is looking more like it used to. Prices remain stable and I expect this condition to be with us for the remainder of 2014 but change is in the wind.

I have interesting market changes to report. It was a far more active winter than we have seen in years. It changed in early December and never let up all winter. Buyers looked at homes and a few bare lots and wrote offers. It wasn't just me, it was all our Realtors® who were very busy in a time we expected to be slow. It reminds me of the market recovery change in the winter of 2001/2002. That winter saw the same kind of market change. Realtors® went from having little to do to being very busy for the winter and that was the start of that market swing that peaked in 2007. We now see buyers who have had some interest but have sat on their hands waiting and now have changed from their opinion of, "*I'm in no rush*" to "*Let's get going!*"

I am forecasting a very busy spring, summer and fall. Those who continue the "*I'm in no rush*" attitude will be at a disadvantage to those buyers who are acting now in this changing market.

If you are planning a trip to the lake and want to see me please make an appointment. Weekends are our busy time and it's great to have so many appointments booked for future weekends this early in the season.

Al Christopherson – Realtor
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