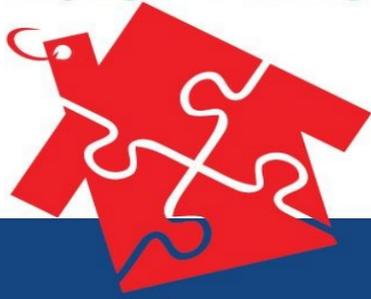


# NANAIMO REAL ESTATE TEAM

**We sell a home every 96 hours\***

**Solving the Puzzle of Buying and Selling**



www.nanaimorealestateteam.com  
\*Based on VIREB Statistics 2017

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The year has flown by and it's already December! Sellers remember that there are still buyers out and about! Try staging your home with a hot chocolate or coffee bar, Christmas cookies, or have the fireplace on (if safe to do so) to evoke a warm and welcoming feeling that makes would-be buyers want to hang up their coats, kick off their boots, and stay a while.

In Nanaimo, average prices for Single Family Homes are still on the rise. In November we saw an **8%** increase from **\$514,523** to **\$553,646** on a 12-month moving average basis. The number of days to sell a home has decreased **13%**. Both condos and townhouses have also seen increases in their average price, with condos seeing a **16%** increase and townhouses a **9%** increase. Days to sell a condo has increased **183%** and Townhouses have decreased by **15%**.

Inventory has grown through the month of November and has tipped the scales for Condos and Townhouses into a buyers market, while Single Family Homes remain in a sellers market. We will have to wait for the new year to see if this will be ongoing or if it is just a result of the holiday season. On average Single Family Homes have a **4.1** month supply of homes. Condos have a **6.2** month supply and townhomes have a **5.9** month supply.

Following are the stats for Nanaimo as of November 2018 for Single Family Homes, Condos, and Townhouses: **(Less than 5 months of inventory is a Seller's Market and more than 5 months is a Buyer's Market)**. Also a graph showing the Average Single Family Home Prices from December 2016 - November 2018.

Nanaimo - Single Family	Nov. 2018	Nov. 2017	% Change	
Units Listed	124	135	-8%	↓
Units Reported Sold	76	116	-34%	↓
Avg. Selling Price - 12 months to date	\$553,646	\$514,523	8%	↑
Days to Sell	27	31	-13%	↓
Active Listings	313	265	18%	↑
Months of Inventory	4.1	2.3	78%	↑
Nanaimo - Condos (Apt)	Nov. 2018	Nov. 2017	% Change	
Units Listed	34	27	26%	↑
Units Reported Sold	19	24	-21%	↓
Avg. Selling Price - 12 months to date	\$303,576	\$262,723	16%	↑
Days to Sell	75	26	183%	↑
Active Listings	117	48	144%	↑
Months of Inventory	6.2	2.0	210%	↑
Nanaimo - Townhouses	Nov. 2018	Nov. 2017	% Change	
Units Listed	28	18	56%	↑
Units Reported Sold	12	18	-33%	↓
Avg. Selling Price - 12 months to date	\$341,335	\$313,164	9%	↑
Days to Sell	26	30	-15%	↓
Active Listings	71	32	122%	↑
Months of Inventory	5.9	1.8	228%	↑

**Cumulative Residential Average Single Family Sale Price**



NOTE: Figures are based on a "rolling total" from the past 12 months – i.e. 12 months to date instead of the calendar "year to date".

## 4 Decluttering Tips To Get Your Home Ready For Holiday Visitors

- 1. Prep Your Kitchen For Maximum Efficiency**—Go through your kitchen and remove any tools you won't be using. Clear everything off the counters so you have plenty of space to work on and aren't wasting time trying to find room as you go along.
- 2. Get Your Kids Into The Spirit of Giving**—If you have children, clutter is par for the course. Find a local charity that's accepting donations, and talk to your children about the importance of sharing with those less fortunate. Help them work through their clutter and identify toys and clothes they've outgrown to give to charity.
- 3. Keep The Holiday Decorations To A Minimum**—Take stock of your holiday decorations, and be honest with yourself about which will add to the space and get your guests in the holiday spirit and which will just take up space.
- 4. Make Room For Your Guests' Clutter**—No matter how well you declutter before the arrival of your holiday guests, the truth of the matter is they'll be bringing clutter with them. Clear out space in a closet for guests to store their suitcases. If possible, give them space in a closet or drawer to put away their clothes. Make room in the bathroom for extra toiletries.



**NOT ENOUGH ROOM IN YOUR HOME TO FIT ALL YOUR CHRISTMAS GIFTS!?**



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