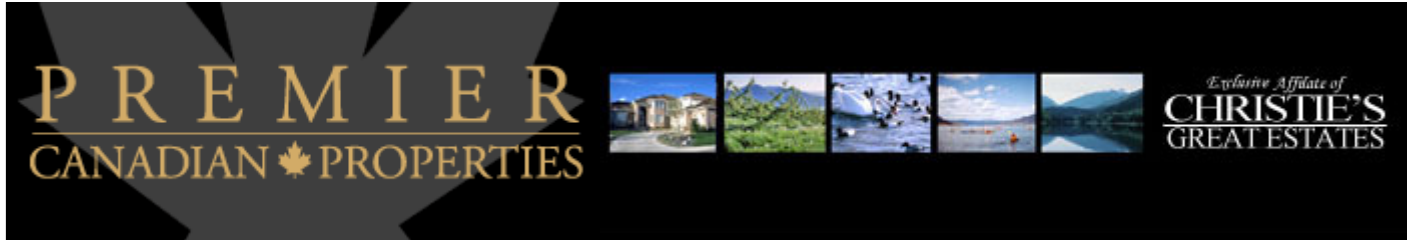


sunset

From: Bert C - Premier Canadian Properties [premierbertc@reply.enevision.com]
Sent: Thursday, December 11, 2008 11:08 AM
To: sunset
Subject: November 2008



Agent: Bert Chapman
Office: 6-3185 Via Centrale, Kelowna, B.C, V1V 2A7
Phone: (250) 765-0570 **Toll Free:** 1-866-765-0579
Fax: (250) 765-0577
Email: bert@pcrealty.ca
Website: www.pcrealty.ca

Featured Properties



Welcome to the Okanagan!

Bert Chapman has over 39 years of real estate expertise with 12 years in the **Kelowna Real Estate** market. He has successfully sold properties in the Lower Fraser Valley and Vancouver in British Columbia Canada, Palm Springs, California, USA and the last twelve years has specialized in the Okanagan Valley in beautiful British Columbia. Bert is the immediate past president of the Okanagan Mainline Real Estate Board, is one of the owners of and Managing Broker for Premier Canadian Properties

Terrific affordable starter home 4 bdrms, 2 baths, & central air. Big corner lot in Bayview. Lake and mtn views. 5 min to shops, parks, beach, golf, and schools. Lots of upgrades \$379,000
 MLS@9204905

[Email Bert](mailto:bert@pcrealty.ca)
[Bert's Website](http://www.pcrealty.ca)

November 2008

IF YOU PRICE IT RIGHT THEY WILL BUY!!

It struck me while showing properties to potential buyers – Properties priced right are selling quickly.

Potential Buyers Group 1

My clients are looking for a home on acreage. They looked at 15 properties listed from mid \$600,000's to mid \$800,000's. One had just been reduced from mid \$800,000's to low \$700,000's. It had 9 showings in 2 days and sold in the high \$600,000's.

Priced right and sold quickly! My buyers are still looking.

Potential Buyers Group 2

My clients are looking for a 2 bedroom condo on the golf course.



Time is on your Side!

When you invest in the right location. 2 blocks to Okanagan Lake and beach access. 2 blocks to Kelowna General Hospital. Big 81 x 148 level serviced lot with small home and

They saw 12 properties and offered on the best priced one only to find competing offers. The condo sold for full asking price in 15 days.

big potential.
\$649,900 MLS 9198486]

Priced right and sold quickly! My buyers are still looking.

[Email Bert](#)
[Bert's Website](#)

Potential Buyers Group 3

My clients are looking for a 3 bedroom home with a workshop and an in-law suite if possible under \$400,000.

Found a suitable one originally listed at \$440,000 then adjusted to high \$380,000's and it sold in 2 days for mid \$380,000's.

Priced right and sold quickly!

My buyers have purchased a property originally listed in the low \$400,000's reduced in 5 stages to \$350,000, then sold the next day at \$340,000.

Priced right and sold quickly!

A look at the stats

I analyzed 97 single family home sales and 52 condo sales reported to the Okanagan Mainland Real Estate Board during October 2008 and found:

1. Properties listed at market value sold within 60 days.
2. Properties listed too high then adjusted to market value sold within 60 days of that adjustment.
3. Properties listed too high and not adjusted are making up the unsold inventory. Check our website: www.pcrealty.ca for a complete list of properties Sold in October.

Why is price so important?

There are approximately 700 Realtors in the Central Okanagan, 20% of them do 80% of the business. There are 140 realtors working with potential buyers right now. They know the existing inventory and watch every day for new listings priced right or significant adjustments to existing listings. Properties priced right get all the action!

My Advice:

1. Sellers - If you need to sell now, price it right! Then buy again in the same market conditions.



Live Big, Pay Little!

Great location, 3 km to Gellatly Bay Aquatic Park, beach, marina, and boat launch. Features 2 bedrooms, 2 baths on the main floor and 2 bedrooms, 1 bath for your guests in the daylight basement. \$375,900
MLS@9198970

[Email Bert](#)
[Bert's Website](#)



4.86 acres-\$359,000

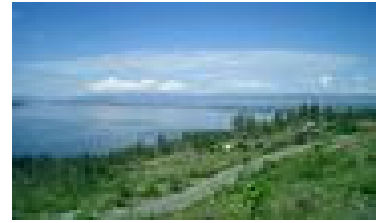
Beaverdell. One hour drive south of Kelowna on Highway 33. Great hobby farm, bring your horse. Fenced and cross fenced. 2 stall barn and shop. MLS9200939

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[Bert's Website](#)

2. Investors - Look for properties in good locations that create cash flow, example: properties near UBC Okanagan or on the bus line. Check our web site www.pcrealty.ca for a list of properties which can cash flow.

3. Renters - It's time to buy! Look for a property with a suite to help pay the mortgage.

Work from home if you can and save office rent and gas.



Magnificent Lake View

Take advantage of the high inventory of properties and the low mortgage rates. Lock in your mortgage rate.

I have a client who says:

**"Real Estate deals are like trains....
there will be another one tomorrow."**

I say: **"The train is at the station, get on now while prices are competitive, interest rates are low and selection is abundant.
Don't wait to board the next run away train."**

5 acres minutes to downtown Kelowna. Near Bertram Creek Lakefront Park. No building time frame. Why pay \$450K or more for a view lot when you can have 5 acres with paved road, power, and water for \$599,000 MLS 9193529

[Email Bert](#)
[Bert's Website](#)

**Remember:
Don't wait to buy Real Estate...
Buy Real Estate and wait!!**

Two Locations To Serve YOU Better!

On The Golf Course

6 3185 Via Centrale
Kelowna BC V1V 2A7
1-866-765-0579

On The Lakeshore

206 1180 Sunset Drive
Kelowna BC V1Y 9W6
1-877-717-1886

Premier Canadian Properties Your Luxury Home Specialist!

All referrals are gratefully received, enthusiastically acted upon and handsomely rewarded!
Email us bert@pcrealty.ca

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