

**RE/MAX**  
**Oceanview Realty**  
**Weekly Report**

**5686 Cowrie St., Sechelt**  
**Kiosk, Trail Bay Mall, Sechelt**  
**May 17 – 23, 2022**

When the negotiations have taken you as far as you can go and it's time to decide whether to take the deal or not, how will you go about making that decision? For starters, you need good information. Ask your agent for a review and analysis of the current market. How about an update on the opinion of value of the property? Perhaps you could discuss and reaffirm the reason for buying or selling. All these steps help. But sometimes information isn't enough. People can still struggle with decisions and they look to us for help. One simple exercise we recommend is to ask yourself: "If I don't take this deal at this price and find out tomorrow that someone else did, would I be disappointed?" This may appear to be elementary, but you'd be surprised how often it leads to more clarity. Our clients often find the answer to that question really helps them decide. It's just one of the many ways in which we help you navigate the complex process of buying and selling. Call Us **FIRST!!**

**SALES THIS WEEK: 15 [SUNSHINE COAST, ALL OFFICES]**

DETACHED	ATTACHED	LAND
13	2	0

**PRICE RANGE**

0 - 400K	\$400K - \$700K	\$700K - \$1M	\$1M - \$2M	\$2M and up
1	2	4	6	2

**AREA**

PENDER H.	HALFMOON B	SECHELT	ROBERTS C	GIBSONS
2	0	6	1	6

**NEW LISTINGS: 35**

DET.	ATT.	LAND
27	2	6

**AV % ASKING PRICE - DETACHED**

May 1, 2022	Ap 1, 2022	May 1, 2021
101.6%	103.5%	102.8%

**TOTAL LISTINGS: 296**

DET.	ATT.	LAND
192	40	64

**AV. DAYS/MARKET**

May 1 /22	Ap 1 /22	May 1, 2022	Ap 1/22
23	23	1.016M	\$995,000

**BENCHMARK P.**

**DET'D SALES to LIST RATIO: 28%**



SALES/LIST RATIO	0 – 11% BUYERS MARKET	12 - 19% BALANCED	20% and up SELLERS MARKET
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The Sales/Listings Ratio is a guide to market conditions. A value below 12% puts downward pressure on prices. 12–19% reflects a balanced market. Over 20% puts upward pressure on prices.