

Dear Russ Verhaeghe,

At Royal LePage Kelowna, we strive to provide our agents with all the tools they need to succeed in the real estate industry. One of these tools is a complete account of the agents' annual sales and a look at how their numbers compare to all the averages submitted by OMREB. The following numbers will give you some clarity on your business in 2009.

The numbers include:

List to Sales Price Ratios: OMREB average for 2009 was 93.16% of asking price for sellers.
Your number: 96.3%

Listings Taken vs. Listings Sold: OMREB average for 2009 was 46% of listings taken sold.
Your number: 86%

Average Days On Market: OMREB average days on market was 103 days to sell.
Your number: 42

Negotiation: OMREB average for 2009 was 6.83% off the asking price for the average buyer.
Your number: 4%

N.A.R. reports that the average agents would invest 8 hours of their time on average to bring about a successful sale vs. 32 hours of their time with a buyer. A good business mix is suggested 70% with sellers and 30% with buyers.
Your number: 55% with sellers and 45% with buyers.

We hope that this business analysis is beneficial to you and your upcoming real estate year.



Wade Webb
Broker/Owner
Royal LePage Kelowna
wadewebb@royallepage.ca

Oh, by the way.....if you know someone considering a change or a career in real estate and would appreciate the kind of service we offer, just give me a call with their name and number and I will follow up and give them excellent service.

