

1st Quarter 2008

Market News

Welcome to 2008!

We would like to thank you for your continued support of our business. We really enjoy what we do and feel grateful that we have the opportunity to work with great people like you.

We have continued to focus on the marketing aspect of our business and in 2007 we added a few different techniques. We started local commercials in the beginning of November and will continue with these well into 2008. We continued with our postcard campaign to Calgary, Edmonton and Vancouver and in addition we are now going to each of these cities and meeting with potential buyers to promote all our listings throughout the year. We discovered that many of our buyers are not only from out of province but from out of country so we will be utilizing different techniques in 2008 to promote our listings to this relatively new group of buyers.

The market has gotten off to a great start & we feel very positive about the strength of our market for 2008. Kelowna has so many positive aspects that will only further entice buyers to choose the Okanagan as their destination to live. You may already know but Kelowna is expanding the runway at the Kelowna Airport from 7300 feet to 8900 feet. This will allow for direct intercontinental air service from countries such as UK and Germany by the 2008/09 ski season. In addition, Kelowna General Hospital is expanding to include a new 187,000 square-foot outpatient hospital in addition to modernizing and quadrupling the size of the emergency department. UBCO also plans on expanding with currently 4864 students enrolled they plan to increase that to 7500 by 2009. As well, MSNBC is now touting the Okanagan as one of the top 10 emerging travel destinations in the world – the secret about Kelowna is out!

Apart from all of this Kelowna is just a great place to live for the lifestyle it provides. Our market is predicted to increase another 9% in 2008 (in 2007 it was expected to grow and our market went up 19 %.)

We are able to quickly and easily give you more specific market information so please let us know and we would be happy to help. Also we are never too busy for your referrals so please keep us in mind for anyone you know moving to or within Kelowna.

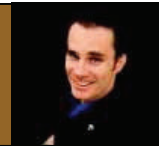
We would love to hear from you, so if you have time for coffee give us a call!

Happy 2008!

Cheers,

Shannon & Tamara

A MESSAGE FROM CRAIG ROSS



My name is Craig Ross and as part of the growing business Shannon and Tamara have accomplished, I have become their specialist for Buyers who are looking to make Kelowna home. Being the girls New Buyers specialist has allowed me to focus on emerging trends in the market and find all sorts of good buys and hidden gems for clients through out the Okanagan area. I am fortunate to be part of such a dynamic team with forward thinking ideas and results to show for it.

Warm Regards,

Craig Ross

New Buyers Specialist



The Stone Sisters

Tamara & Shannon Stone

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2007 AT A GLANCE CENTRAL OKANAGAN!

- * On average, Days to sell for:
 - * Condo taking 69
 - * Town homes 56
 - * Residential 76
- * Southeast Kelowna, Upper Mission, Dilworth & Westside had the highest average sales price in 2007
- * In 2007 there were:
 - * 8 homes listed over 8 million
 - * 122 homes between 1million & 1.5 million
 - * 1062 homes listed between 600k & 1 million
 - * 136 properties sold in 2007 over 1 Million
 - * 393 homes sold 600k-1 million in 2007 compared to 157 in 2006
- * Most expensive sold on MLS®:
 - Condo: 1.535 million
 - Town home: 1.395 million
 - Home: 5.6 million
 - Lot: 6.2 million

"STONE SISTERS OFFICE NEWS"

WITH HOLLI FICK



Recently Tamara & Shannon went to the RE/MAX Western Canadian Conference

The girls won **TWO** marketing awards:

One for

BEST COMMERCIAL IN WESTERN CANADA

& the other

BEST PRINT PROMOTION IN WESTERN CANADA

Congratulation Tamara & Shannon!

