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Is it an Endless Summer for Real Estate in Victoria?

October 1, 2015, Victoria BC – The Victoria Real Estate Board today released its report on real estate activity for September 2015. A total of 704 properties sold in the Victoria Real Estate Board region this September, an increase of 24.6% compared to the 565 properties sold in the same month last year.

There were 3,478 active listings for sale on the Victoria Real Estate Board Multiple Listing Service® at the end of September, 18.2% fewer than the 4,253 active listings in September 2014.

“We certainly have less inventory in the market than we saw at this time last year,” Victoria Real Estate Board President Guy Crozier says. “Though higher sales have contributed to a reduction in the available inventory, with almost 1,000 new listings entering the market in September, there is still a continual supply of new inventory for those folks who hope to make a move.”

The Multiple Listing Service® Home Price Index benchmark value for a single family home in the Victoria Core last year in September was \$558,600. The benchmark value for the same home in September 2015 has increased by 8.7% to \$607,100.

“While September often signals the re-start of the market after the traditional summer slowdown in sales activity, our market remained strong right through the summer and September,” notes President Crozier. “This September is different than past years. Our busiest month last year was in May, and 714 properties sold. That’s only 10 more transactions than we saw in September this year. The question now is - will we see the normal winter lull in sales and listings or will the market continue at this pace?”

More information on the September 2015 report and the Multiple Listing Service® Home Price Index is available from the Victoria Real Estate Board, at vreb.org.

About VREB – Founded in 1921, the Victoria Real Estate Board is a key player in the development of standards and innovative programs to enhance the professionalism of REALTORS®. The Victoria Real Estate Board represents over 1,200 local REALTORS®. If you are thinking about buying or selling a home, connect with your local REALTOR® for detailed information on the Victoria and area housing market.

Contact:

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September 2015 Statistics Package for Media

Previous Periods Comparison of Unit Sales, Average Prices and Median Prices

Sales by Property Type	This Month									Last Month			This Month Last Year		
	2015 - September									2015 - August			2014 - September		
	Units	LM%	LY%	Average\$	LM%	LY%	Median\$	LM%	LY%	Units	Average\$	Median\$	Units	Average\$	Median\$
Single Family Greater Victoria	336	-11.3%	12.8%	\$637,853	-6.4%	1.8%	\$589,000	0.3%	8.1%	379	\$681,449	\$587,500	298	\$626,774	\$545,000
Single Family Other Areas	45	4.7%	7.1%	\$496,166	-12.8%	13.6%	\$405,000	-15.4%	16.0%	43	\$569,030	\$479,000	42	\$436,724	\$349,000
Single Family Total All Areas	381	-9.7%	12.1%	\$621,118	-7.3%	3.0%	\$573,500	-1.1%	8.2%	422	\$669,994	\$580,000	340	\$603,297	\$530,000
Condos	181	3.4%	30.2%	\$323,099	-4.1%	-2.8%	\$277,400	0.7%	1.9%	175	\$336,885	\$275,500	139	\$332,564	\$272,250
Townhouses	77	-6.1%	51.0%	\$453,549	7.9%	-3.0%	\$409,900	5.8%	-8.1%	82	\$420,484	\$387,450	51	\$467,459	\$446,000
Manufactured Homes	16	0.0%	14.3%	\$118,497	-10.9%	-19.9%	\$93,000	12.0%	-35.9%	16	\$132,938	\$83,000	14	\$147,946	\$145,000
Total Residential	655	-5.8%	20.4%							695			544		
Total Sales	704	-5.0%	24.6%							741			565		
Active Listings	3,478	-5.7%	-18.2%							3,688			4,253		

Legend

Units: net number of listings sold
 LM%: percentage change since Last Month
 LY%: percentage change since This Month Last Year
 Average\$: average selling price
 Median\$: median selling price
 Active Listings: total listings on the market at midnight on the last day of the month

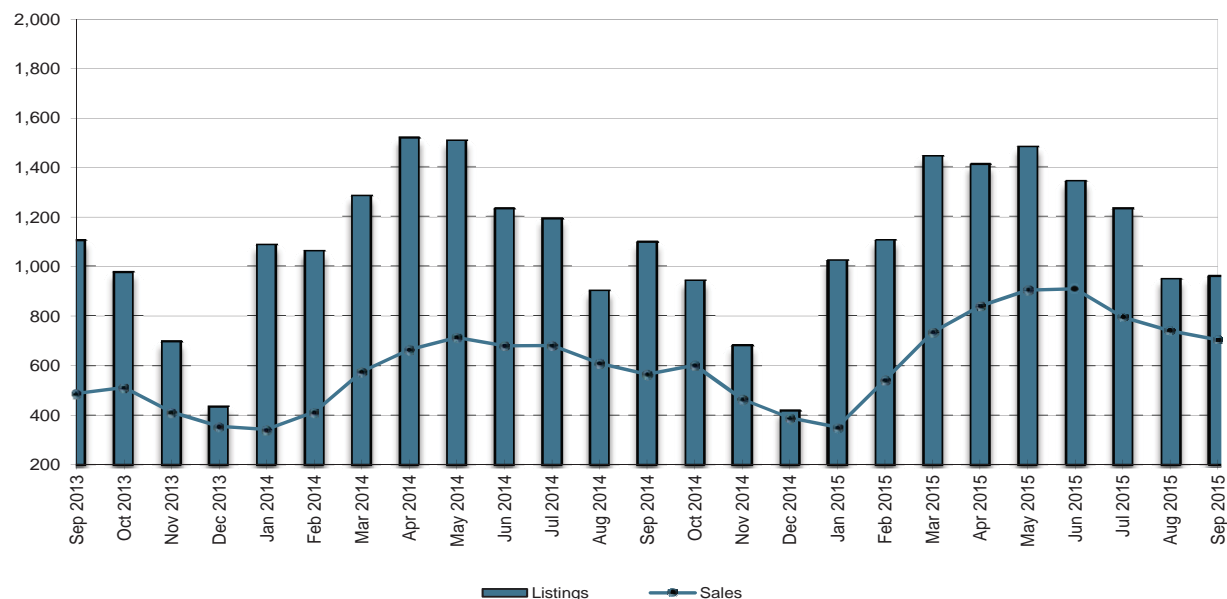
Previous Periods Comparison of MLS® HPI Benchmark Prices and MLS® HPI Index Values

Commonly Quoted Benchmark Home	September 2015 Benchmark Price	August 2015 Benchmark Price	September 2014 Benchmark Price	September 2015 Index Value	August 2015 Index Value	September 2014 Index Value	LM%	LY%
Single Family Benchmark Home: Greater Victoria	\$515,900	\$513,800	\$481,900	148.7	148.1	138.9	0.4%	7.1%
Single Family Benchmark Home: Core	\$607,100	\$603,200	\$558,600	157.6	156.6	145.0	0.6%	8.7%
Single Family Benchmark Home: Westshore	\$418,200	\$423,700	\$413,300	136.5	138.3	134.9	-1.3%	1.2%
Single Family Benchmark Home: Peninsula	\$561,700	\$557,100	\$519,800	146.0	144.8	135.1	0.8%	8.1%
Condo Benchmark Home: Greater Victoria	\$301,900	\$298,300	\$287,200	149.4	147.6	142.1	1.2%	5.1%
Townhouse Benchmark Home: Greater Victoria	\$403,200	\$410,100	\$400,600	139.2	141.6	138.3	-1.7%	0.6%

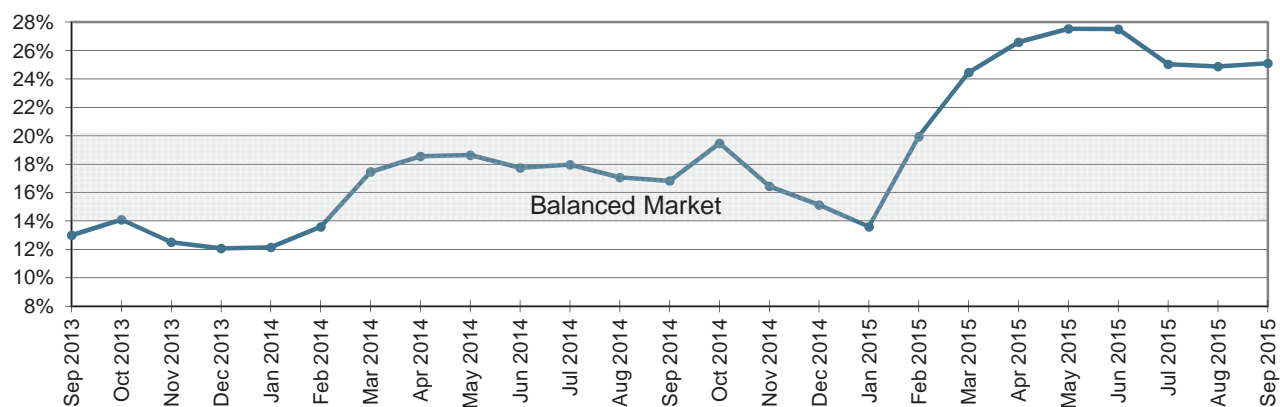
Legend

Current Month: September 2015
Last Month: August 2015
Last Year: September 2014
LM%: Percentage change between current month and last month
LY%: Percentage change between current month and same month last year

Total new MLS® listings and total MLS® sales for entire district



Sales to Active Listings Ratio



The active listing count and the sales count can be viewed as indicators of housing supply and demand respectively. Observing the ratio between them can thus help indicate a "buyers' market", where there is downward pressure on prices, and a "sellers' market", where there is upward pressure on prices.

- below 10%, there is downward pressure on prices (buyers' market)
- above 25%, there is upward pressure on prices (sellers' market)
- in the 15-20% range, there is little pressure on prices either way (balanced market)

MLS® HPI benchmark and value - Single Family Homes

The Victoria Real Estate Board uses the MLS® Home Price Index (MLS® HPI) to report on market trends. The MLS® HPI uses the concept of a benchmark home, a notional home with common attributes of typical homes in a defined area.

Through the analysis of over ten years of Victoria Real Estate Board MLS® sales data, the MLS® HPI defined benchmark homes for Victoria in each category (single family homes, townhouses, condos) and for each neighbourhood. The benchmark starting point was 2005, where each type of property and neighbourhood was assigned an index value of 100.



MLS®
HOME PRICE INDEX

HPI or Benchmark
(Applies to all tabs)

- ☒ HPI
☐ Benchmark

Area

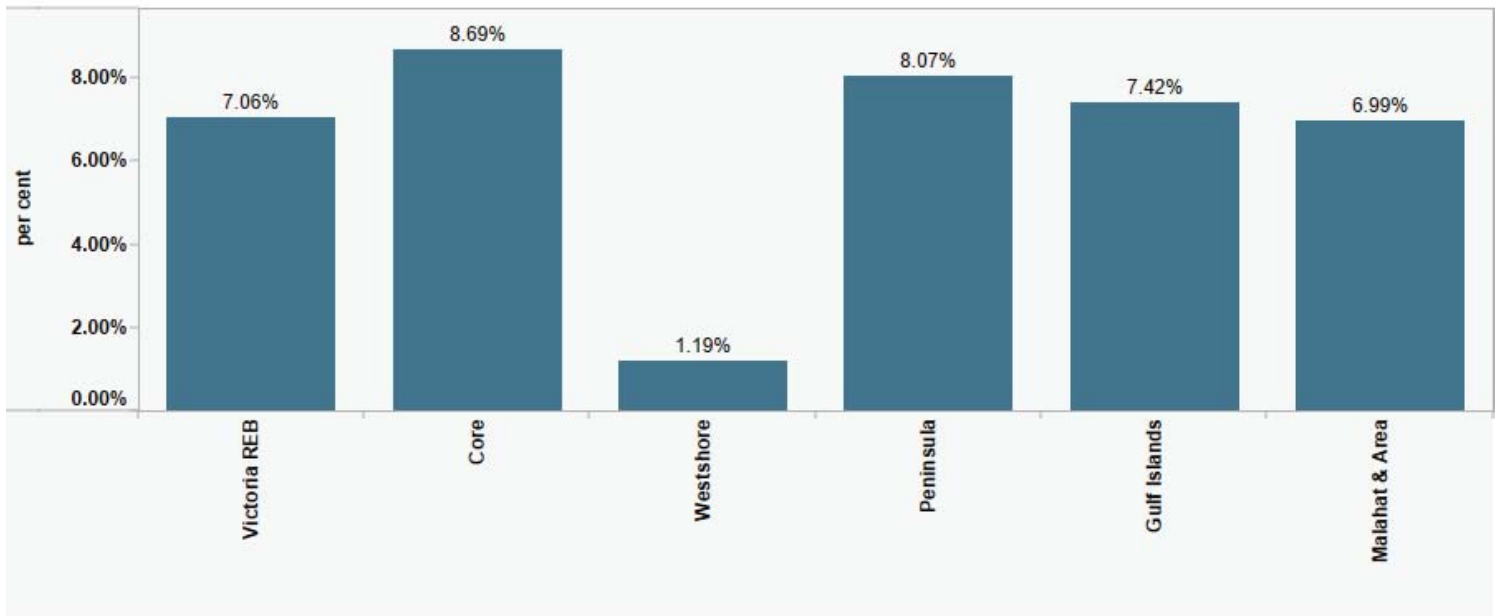
VREB Area Summary

Property Type

Single Family - All

% Difference of HPI from 12 Months Ago (Sep '14 to Sep '15): Single Family - All

Select Timeframe: 12 Months Ago



Benchmark by Timeframe and Property Type: Single Family - All

	September 2015	1 Month Ago	3 Months Ago	6 Months Ago	12 Months Ago	36 Months Ago	60 Months Ago	January 2005
Victoria REB	\$515,900	\$513,800	\$508,900	\$492,600	\$481,900	\$490,500	\$503,400	\$346,900
Victoria	\$580,900	\$584,300	\$581,600	\$555,600	\$539,600	\$541,800	\$548,200	\$372,100
Victoria West	\$445,200	\$440,100	\$429,900	\$419,200	\$404,300	\$413,900	\$434,500	\$282,300
Oak Bay	\$855,500	\$846,700	\$811,900	\$777,100	\$778,800	\$777,100	\$770,000	\$552,000
Esquimalt	\$476,500	\$473,600	\$459,900	\$446,200	\$422,700	\$437,900	\$461,400	\$297,300
View Royal	\$530,600	\$522,100	\$518,100	\$500,900	\$502,200	\$501,500	\$514,400	\$337,300
Saanich East	\$629,700	\$623,000	\$616,600	\$586,700	\$576,800	\$579,200	\$590,200	\$394,500
Saanich West	\$525,700	\$522,700	\$516,600	\$502,100	\$488,000	\$495,700	\$507,500	\$336,800
Sooke	\$349,800	\$355,300	\$356,100	\$352,000	\$349,800	\$367,700	\$374,800	\$271,200
Langford	\$425,800	\$428,500	\$422,700	\$420,500	\$420,200	\$427,600	\$445,800	\$308,500
Metchosin	\$583,200	\$597,400	\$607,100	\$594,600	\$584,100	\$629,600	\$674,200	\$459,900
Colwood	\$454,700	\$468,100	\$469,700	\$459,100	\$446,300	\$470,300	\$473,200	\$320,200
Highlands	\$920,900	\$924,200	\$902,700	\$858,300	\$815,300	\$896,700	\$924,900	\$672,700
North Saanich	\$675,500	\$664,400	\$661,000	\$640,300	\$619,200	\$642,300	\$664,400	\$481,100
Sidney	\$472,000	\$461,900	\$459,000	\$447,100	\$437,600	\$437,300	\$443,300	\$314,800
Central Saanich	\$533,100	\$538,900	\$524,500	\$525,500	\$498,200	\$515,100	\$535,300	\$360,500
ML Malahat & Area	\$401,100	\$394,200	\$390,600	\$381,000	\$374,900	\$377,700	\$388,700	\$275,900
GI Gulf Islands	\$352,400	\$349,200	\$362,400	\$341,800	\$328,100	\$368,800	\$396,400	\$293,200

Source: Victoria Real Estate Board

HPI by Timeframe and Property Type: Single Family - All

	September 2015	1 Month Ago	3 Months Ago	6 Months Ago	12 Months Ago	36 Months Ago	60 Months Ago	January 2005
Victoria REB	148.7	148.1	146.7	142.0	138.9	141.4	145.1	100.0
Victoria	156.1	157.0	156.3	149.3	145.0	145.6	147.3	100.0
Victoria West	157.7	155.9	152.3	148.5	143.2	146.6	153.9	100.0
Oak Bay	155.0	153.4	147.1	140.8	141.1	140.8	139.5	100.0
Esquimalt	160.3	159.3	154.7	150.1	142.2	147.3	155.2	100.0
View Royal	157.3	154.8	153.6	148.5	148.9	148.7	152.5	100.0
Saanich East	159.6	157.9	156.3	148.7	146.2	146.8	149.6	100.0
Saanich West	156.1	155.2	153.4	149.1	144.9	147.2	150.7	100.0
Sooke	129.0	131.0	131.3	129.8	129.0	135.6	138.2	100.0
Langford	138.0	138.9	137.0	136.3	136.2	138.6	144.5	100.0
Metchosin	126.8	129.9	132.0	129.3	127.0	136.9	146.6	100.0
Colwood	142.0	146.2	146.7	143.4	139.4	146.9	147.8	100.0
Highlands	136.9	137.4	134.2	127.6	121.2	133.3	137.5	100.0
North Saanich	140.4	138.1	137.4	133.1	128.7	133.5	138.1	100.0
Sidney	149.9	146.7	145.8	142.0	139.0	138.9	140.8	100.0
Central Saanich	147.9	149.5	145.5	145.8	138.2	142.9	148.5	100.0
ML Malahat & Area	145.4	142.9	141.6	138.1	135.9	136.9	140.9	100.0
GI Gulf Islands	120.2	119.1	123.6	116.6	111.9	125.8	135.2	100.0

Source: Victoria Real Estate Board

Benchmark by Timeframe and Property Type: Condo Apartment

	September 2015	1 Month Ago	3 Months Ago	6 Months Ago	12 Months Ago	36 Months Ago	60 Months Ago	January 2005
Victoria REB	\$301,900	\$298,300	\$298,900	\$296,300	\$287,200	\$287,600	\$308,400	\$202,100
Victoria	\$283,400	\$278,700	\$280,600	\$283,600	\$277,600	\$273,600	\$286,900	\$189,900
Victoria West	\$544,800	\$531,600	\$525,800	\$499,700	\$466,200	\$462,400	\$475,700	\$338,800
Oak Bay	\$317,900	\$323,000	\$309,000	\$301,800	\$289,600	\$342,100	\$365,300	\$255,100
Esquimalt	\$261,700	\$258,800	\$254,400	\$251,000	\$243,800	\$248,500	\$245,100	\$155,700
View Royal	\$356,900	\$355,800	\$354,600	\$348,800	\$332,000	\$329,400	\$351,800	\$233,000
Saanich East	\$243,700	\$243,000	\$239,800	\$234,000	\$227,400	\$237,100	\$261,800	\$160,700
Saanich West	\$224,000	\$222,700	\$218,800	\$215,600	\$209,200	\$210,800	\$229,400	\$144,800
Langford	\$269,200	\$270,300	\$267,200	\$267,000	\$260,600	\$257,400	\$285,100	\$186,800
Colwood	\$262,600	\$261,300	\$258,100	\$257,300	\$251,900	\$252,800	\$285,800	\$181,400
Sidney	\$320,400	\$315,800	\$338,700	\$322,900	\$301,200	\$288,500	\$349,800	\$231,300

Source: Victoria Real Estate Board

HPI by Timeframe and Property Type: Condo Apartment

	September 2015	1 Month Ago	3 Months Ago	6 Months Ago	12 Months Ago	36 Months Ago	60 Months Ago	January 2005
Victoria REB	149.4	147.6	147.9	146.6	142.1	142.3	152.6	100.0
Victoria	149.3	146.8	147.8	149.4	146.2	144.1	151.1	100.0
Victoria West	160.8	156.9	155.2	147.5	137.6	136.5	140.4	100.0
Oak Bay	124.6	126.6	121.1	118.3	113.5	134.1	143.2	100.0
Esquimalt	168.1	166.2	163.4	161.2	156.6	159.6	157.4	100.0
View Royal	153.2	152.7	152.2	149.7	142.5	141.4	151.0	100.0
Saanich East	151.6	151.2	149.2	145.6	141.5	147.5	162.9	100.0
Saanich West	154.7	153.8	151.1	148.9	144.5	145.6	158.4	100.0
Langford	144.1	144.7	143.0	142.9	139.5	137.8	152.6	100.0
Colwood	144.8	144.1	142.3	141.9	138.9	139.4	157.6	100.0
Sidney	138.5	136.5	146.4	139.6	130.2	124.7	151.2	100.0

Source: Victoria Real Estate Board

Benchmark by Timeframe and Property Type: Townhouse

	September 2015	1 Month Ago	3 Months Ago	6 Months Ago	12 Months Ago	36 Months Ago	60 Months Ago	January 2005
Victoria REB	\$403,200	\$410,100	\$413,900	\$403,500	\$400,600	\$404,900	\$429,800	\$289,600
Victoria	\$392,100	\$414,700	\$414,700	\$406,100	\$423,000	\$402,700	\$431,900	\$286,000
Victoria West	\$289,700	\$293,100	\$316,800	\$292,000	\$282,500	\$307,700	\$301,500	\$189,400
Oak Bay	\$495,200	\$523,000	\$519,000	\$502,400	\$533,500	\$527,400	\$576,600	\$402,900
Esquimalt	\$340,200	\$343,300	\$361,200	\$342,900	\$332,500	\$348,400	\$345,300	\$221,300
View Royal	\$381,800	\$393,500	\$418,700	\$400,400	\$388,100	\$382,300	\$390,900	\$254,900
Saanich East	\$515,100	\$517,600	\$516,200	\$507,400	\$507,800	\$506,700	\$526,000	\$364,000
Saanich West	\$437,100	\$433,100	\$436,200	\$429,100	\$419,300	\$430,500	\$431,600	\$286,000
Sooke	\$338,100	\$343,800	\$333,500	\$330,900	\$343,500	\$335,500	\$382,000	\$286,800
Langford	\$316,600	\$320,200	\$315,100	\$304,800	\$314,000	\$314,800	\$360,100	\$255,700
Colwood	\$372,100	\$379,600	\$379,000	\$360,000	\$373,600	\$371,800	\$431,500	\$301,700
Sidney	\$375,600	\$378,100	\$364,300	\$368,700	\$367,000	\$384,500	\$398,200	\$277,800
Central Saanich	\$427,500	\$426,600	\$419,800	\$418,000	\$409,500	\$416,000	\$437,700	\$294,000
ML Malahat & Area	\$344,200	\$353,800	\$374,000	\$356,900	\$333,200	\$366,200	\$411,100	\$252,200
GI Gulf Islands	\$354,500	\$372,900	\$385,700	\$376,400	\$353,000	\$409,400	\$499,700	\$292,200

Source: Victoria Real Estate Board

HPI by Timeframe and Property Type: Townhouse

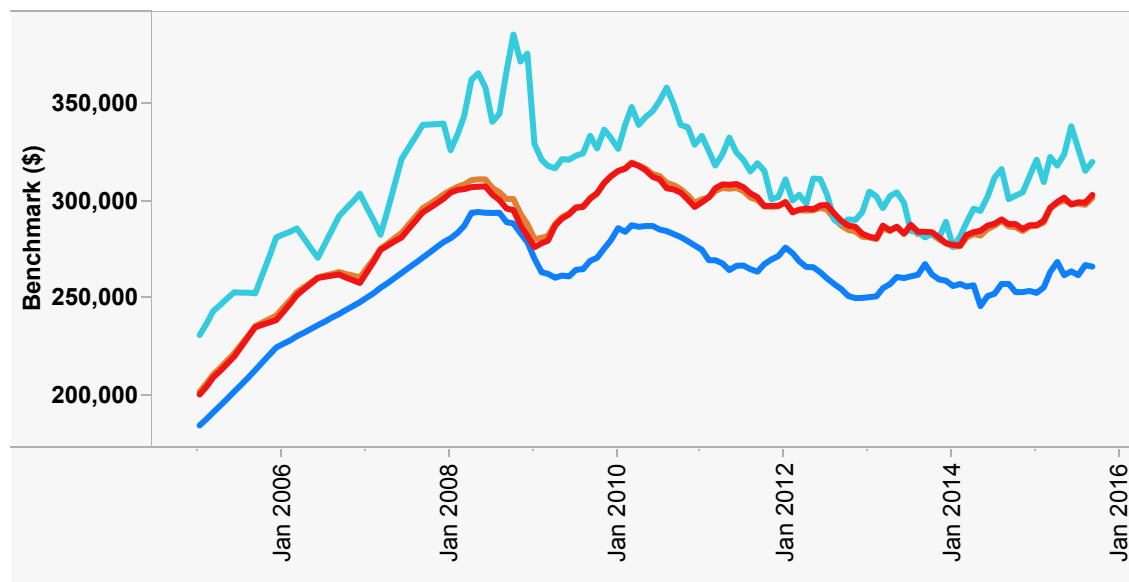
	September 2015	1 Month Ago	3 Months Ago	6 Months Ago	12 Months Ago	36 Months Ago	60 Months Ago	January 2005
Victoria REB	139.2	141.6	142.9	139.3	138.3	139.8	148.4	100.0
Victoria	137.1	145.0	145.0	142.0	147.9	140.8	151.0	100.0
Victoria West	153.0	154.8	167.3	154.2	149.2	162.5	159.2	100.0
Oak Bay	122.9	129.8	128.8	124.7	132.4	130.9	143.1	100.0
Esquimalt	153.7	155.1	163.2	154.9	150.2	157.4	156.0	100.0
View Royal	149.8	154.4	164.3	157.1	152.3	150.0	153.4	100.0
Saanich East	141.5	142.2	141.8	139.4	139.5	139.2	144.5	100.0
Saanich West	152.8	151.4	152.5	150.0	146.6	150.5	150.9	100.0
Sooke	117.9	119.9	116.3	115.4	119.8	117.0	133.2	100.0
Langford	123.8	125.2	123.2	119.2	122.8	123.1	140.8	100.0
Colwood	123.3	125.8	125.6	119.3	123.8	123.2	143.0	100.0
Sidney	135.2	136.1	131.1	132.7	132.1	138.4	143.3	100.0
Central Saanich	145.4	145.1	142.8	142.2	139.3	141.5	148.9	100.0
ML Malahat & Area	136.5	140.3	148.3	141.5	132.1	145.2	163.0	100.0
GI Gulf Islands	121.3	127.6	132.0	128.8	120.8	140.1	171.0	100.0





Source: Victoria Real Estate Board

Benchmark Performance over Time

Select Date Range:

All values







































Core	Peninsula	Victoria REB	Westshore
Condo Apartment	Condo Apartment	Condo Apartment	Condo Apartment
			

Source: Victoria Real Estate Board

Area/Property Type Selection Tool

To Select Multiple Options:

Hold CTRL and click the selections below

Area	Property Type					
	Single Family All	Single Family 1 Storey	Single Family 2 Storey	Townhouse	Condo Apartment	Composite
Victoria REB						
Core						
Westshore						
Peninsula						
Gulf Islands						
Malahat & Area						



HPI or Benchmark

(Applies to all tabs)

○ HPI

● Benchmark

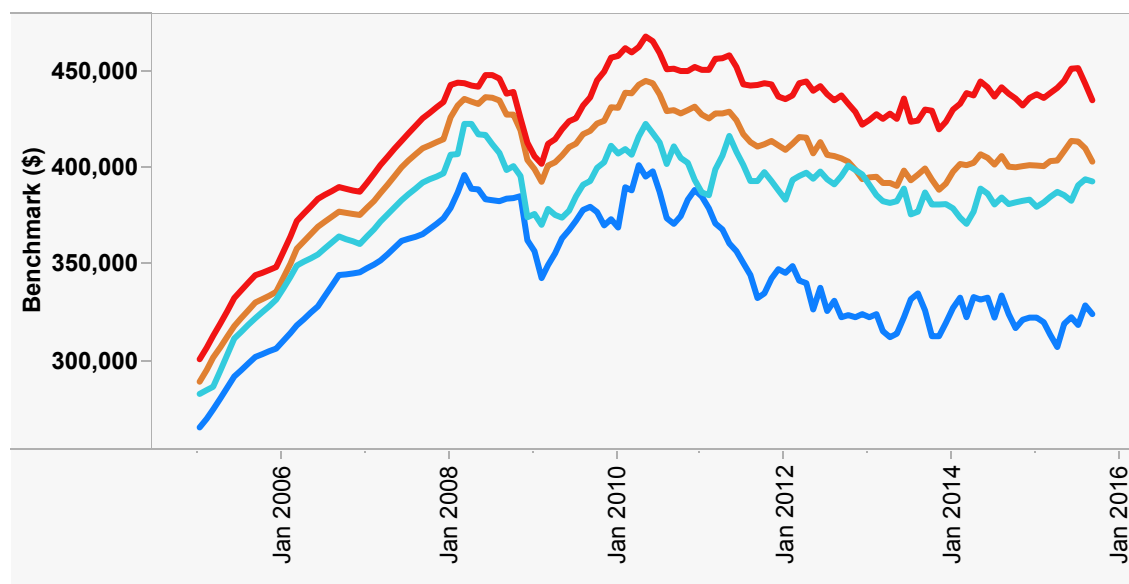
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



VREB Area Summary

Benchmark Performance over Time

Select Date Range:

All values


































Core	Peninsula	Victoria REB	Westshore
Townhouse	Townhouse	Townhouse	Townhouse
			

Source: Victoria Real Estate Board

Area/Property Type Selection Tool

To Select Multiple Options:

Hold CTRL and click the selections below

Area	Property Type					
	Single Family - All	Single Family - 1 Storey	Single Family - 2 Storey	Townhouse	Condo Apartment	Composite
Victoria REB						
Core						
Westshore						
Peninsula						
Gulf Islands						
Malahat & Area						

Monthly Sales Summary

September 2015

Thursday, October 1, 2015

Region District	Units	Total Volume
Residential		
● Single Family		
Greater Victoria		
Victoria	38	\$23,638,750
Victoria West	1	\$500,000
Oak Bay	25	\$23,955,076
Esquimalt	7	\$3,838,500
View Royal	10	\$6,341,500
Saanich East	76	\$53,103,488
Saanich West	27	\$15,154,340
Central Saanich	16	\$10,221,300
North Saanich	15	\$11,174,200
Sidney	20	\$11,535,600
Highlands	1	\$642,000
Colwood	19	\$9,483,850
Langford	50	\$24,796,761
Metchosin	4	\$2,449,000
Sooke	13	\$5,118,600
Waterfront (all districts)	14	\$12,365,682
Total Greater Victoria	336	\$214,318,647
Other Areas		
Shawnigan Lake / Malahat	3	\$1,047,100
Gulf Islands	15	\$7,612,900
Upland / Mainland	13	\$5,090,058
Waterfront (all districts)	14	\$8,577,400
Total Other Areas	45	\$22,327,458
Total Single Family	381	\$236,646,105
● Condominium		
Greater Victoria		
Victoria	73	\$23,332,140
Victoria West	15	\$6,341,700
Oak Bay	8	\$3,424,625
Esquimalt	5	\$1,028,500
View Royal	1	\$217,500
Saanich East	16	\$4,434,000
Saanich West	12	\$3,165,900
Central Saanich	1	\$279,900
Sidney	17	\$4,784,700
Colwood	7	\$2,619,500
Langford	17	\$4,666,100
Waterfront (all districts)	8	\$3,858,400
Total Greater Victoria	180	\$58,152,965
Other Areas		
Waterfront (all districts)	1	\$327,900
Total Other Areas	1	\$327,900
Total Condominium	181	\$58,480,865

Monthly Sales Summary

September 2015

Thursday, October 1, 2015

Region District	Units	Total Volume
● Townhouse		
Greater Victoria		
Victoria	11	\$5,841,442
Victoria West	1	\$441,500
Oak Bay	2	\$1,207,000
Esquimalt	4	\$1,461,500
View Royal	3	\$1,245,000
Saanich East	16	\$7,748,900
Saanich West	7	\$3,192,800
Central Saanich	4	\$1,839,400
Sidney	3	\$1,489,145
Colwood	3	\$1,236,400
Langford	10	\$3,495,000
Sooke	3	\$882,900
Waterfront (all districts)	3	\$1,560,800
Total Greater Victoria	70	\$31,641,787
Other Areas		
Gulf Islands	4	\$1,647,000
UpIsland / Mainland	2	\$614,500
Waterfront (all districts)	1	\$1,020,000
Total Other Areas	7	\$3,281,500
Total Townhouse	77	\$34,923,287
● Manufactured Homes		
Greater Victoria		
View Royal	7	\$1,060,800
Central Saanich	1	\$163,000
Sidney	1	\$207,500
Langford	1	\$68,148
Sooke	4	\$243,500
Total Greater Victoria	14	\$1,742,948
Other Areas		
Gulf Islands	1	\$93,000
UpIsland / Mainland	1	\$60,000
Total Other Areas	2	\$153,000
Total Manufactured Homes	16	\$1,895,948
Total Residential	655	\$331,946,205

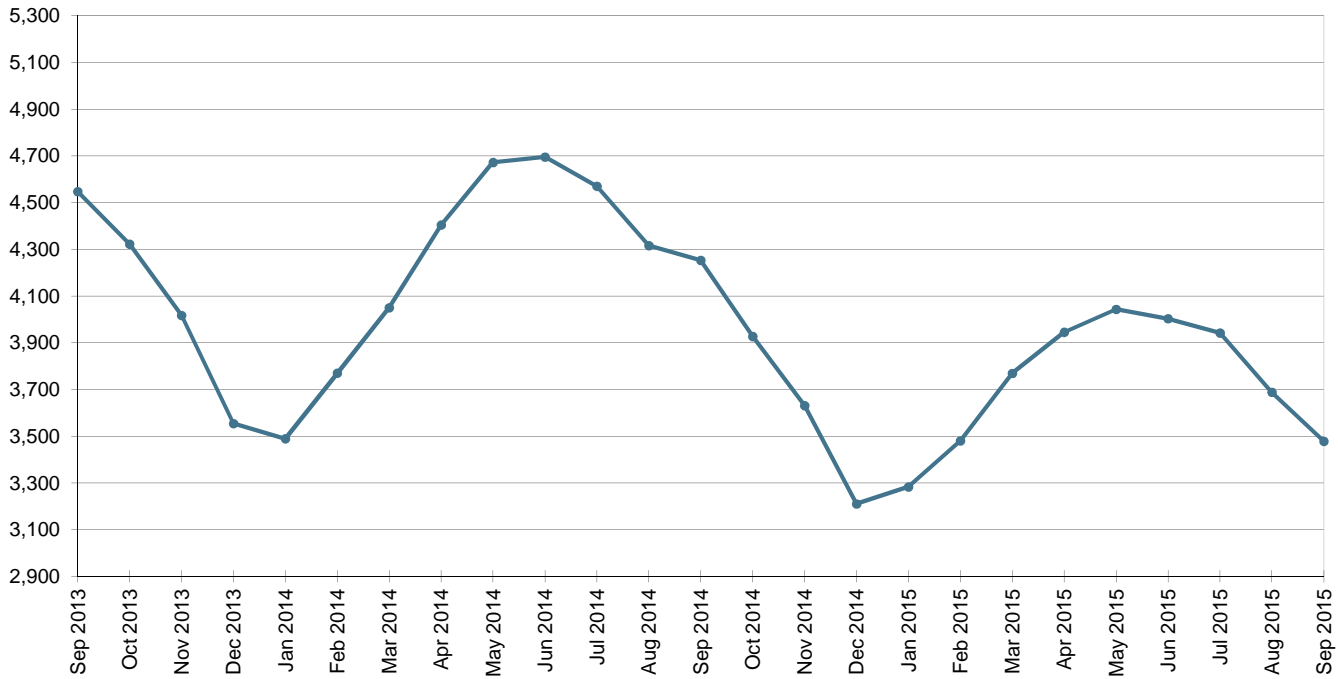
Monthly Sales Summary

September 2015

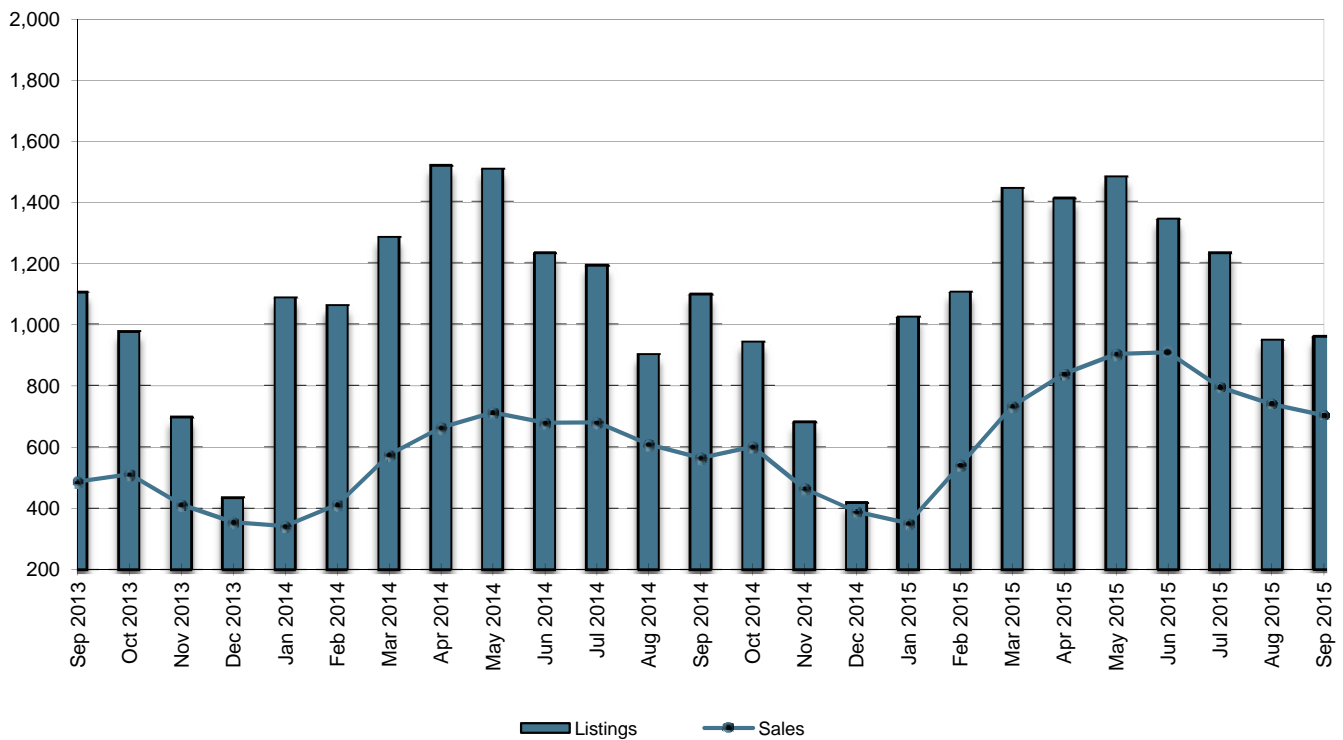
Thursday, October 1, 2015

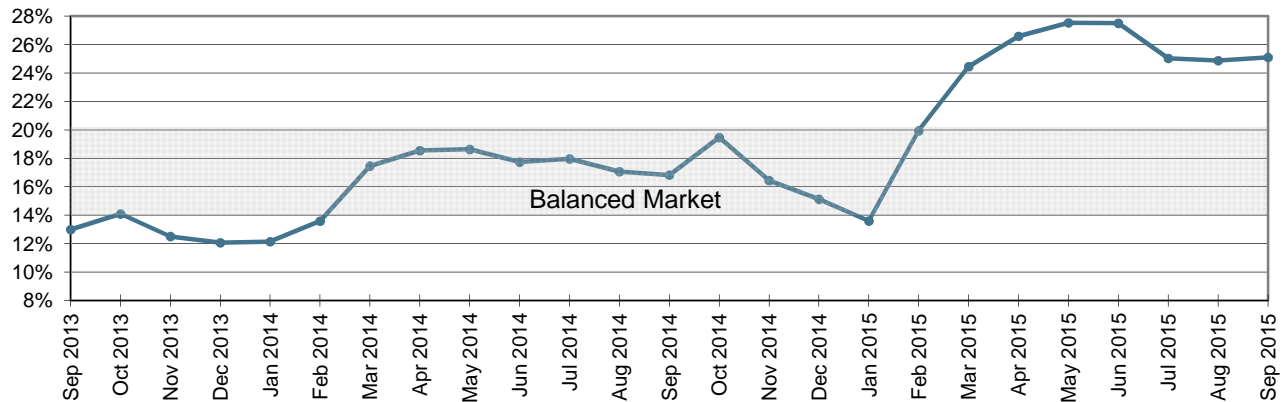
Region District	Units	Total Volume
Other Property		
● Lots & Acreage (Incl Wtrfrnt)		
Greater Victoria		
Oak Bay	1	\$640,000
Saanich East	1	\$357,000
Central Saanich	2	\$485,000
North Saanich	6	\$2,548,395
Highlands	1	\$501,000
Colwood	2	\$760,000
Sooke	11	\$3,658,250
Total Greater Victoria	24	\$8,949,645
Other Areas		
Shawnigan Lake / Malahat	1	\$32,500
Gulf Islands	5	\$1,242,500
Upland / Mainland	4	\$709,900
Total Other Areas	10	\$1,984,900
Total Lots & Acreage (Incl Wtrfrnt)	34	\$10,934,545
● Commercial Land		
	2	\$2,110,000
● Other Commercial Properties		
	13	\$4,373,502
 Grand Totals		
	704	\$349,364,252

Total Active MLS® Listings



Total New MLS® Listings and Total MLS® Sales





The Sales to Active Listings Ratio

This chart tracks the ratio of total residential sales over total active residential listings at month-end for each of the last 25 months.

The active listing count and the sales count can be viewed as indicators of housing supply and demand respectively. Observing the ratio between them can thus help indicate a "buyers' market", where there is sustained downward pressure on prices, and a "sellers' market", where there is sustained upward pressure on prices.

Based on a regression analysis performed by the Economics Department of the BC Real Estate Association in each market area of the province, the Sales to Active Listings Ratio for Victoria can be interpreted as follows:

- below 14%, there is downward pressure on prices (buyers' market)
- above 20%, there is upward pressure on prices (sellers' market)
- in the 14-20% range, there is little pressure on prices either way (balanced market)

Monthly Comparative Activity By Property Type

September 2015

Thursday, October 01, 2015

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Single Family - Residential						
Units Listed	406	482	-16 %	4654	4619	1 %
Units Sold	313	280	12 %	3110	2538	23 %
Sell/List Ratio	77 %	58 %		67 %	55 %	
Sales Dollars	\$188,546,023	\$159,897,865	18 %	\$1,853,358,936	\$1,438,069,619	29 %
Average Price / Unit	\$602,383	\$571,064	5 %	\$595,935	\$566,615	5 %
Price Ratio	98 %	97 %		98 %	98 %	
Days To Sell	55	67	-18 %	49	59	-17 %
Active Listings at Month End	954	1242	-23 %			
Single Family - Residential Waterfront						
Units Listed	27	33	-18 %	482	465	4 %
Units Sold	26	23	13 %	242	170	42 %
Sell/List Ratio	96 %	70 %		50 %	37 %	
Sales Dollars	\$19,851,082	\$28,565,650	-31 %	\$261,617,693	\$190,154,989	38 %
Average Price / Unit	\$763,503	\$1,241,985	-39 %	\$1,081,065	\$1,118,559	-3 %
Price Ratio	95 %	93 %		95 %	93 %	
Days To Sell	169	121	40 %	119	130	-9 %
Active Listings at Month End	238	308	-23 %			
Single Family - Residential Acreage						
Units Listed	54	50	8 %	586	590	-1 %
Units Sold	29	22	32 %	277	246	13 %
Sell/List Ratio	54 %	44 %		47 %	42 %	
Sales Dollars	\$21,592,000	\$10,167,355	112 %	\$197,793,747	\$167,594,202	18 %
Average Price / Unit	\$744,552	\$462,153	61 %	\$714,057	\$681,277	5 %
Price Ratio	93 %	97 %		96 %	96 %	
Days To Sell	111	131	-15 %	107	104	3 %
Active Listings at Month End	289	307	-6 %			
Condominium						
Units Listed	246	264	-7 %	2667	2576	4 %
Units Sold	181	139	30 %	1610	1271	27 %
Sell/List Ratio	74 %	53 %		60 %	49 %	
Sales Dollars	\$58,480,865	\$46,226,349	27 %	\$527,460,995	\$408,096,643	29 %
Average Price / Unit	\$323,099	\$332,564	-3 %	\$327,616	\$321,083	2 %
Price Ratio	97 %	97 %		97 %	97 %	
Days To Sell	72	72	1 %	63	69	-9 %
Active Listings at Month End	708	855	-17 %			

Monthly Comparative Activity By Property Type

September 2015

Thursday, October 01, 2015

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Townhouse						
Units Listed	91	90	1 %	1042	1035	1 %
Units Sold	76	51	49 %	667	558	20 %
Sell/List Ratio	84 %	57 %		64 %	54 %	
Sales Dollars	\$34,140,287	\$23,840,400	43 %	\$278,477,737	\$230,917,226	21 %
Average Price / Unit	\$449,214	\$467,459	-4 %	\$417,508	\$413,830	1 %
Price Ratio	98 %	97 %		98 %	98 %	
Days To Sell	74	67	11 %	66	67	-1 %
Active Listings at Month End	272	323	-16 %			
Strata Duplex (Up and Down)						
Units Listed	1	0	%	10	7	43 %
Units Sold	2	0	%	5	3	67 %
Sell/List Ratio	200 %	%		50 %	43 %	
Sales Dollars	\$1,758,000	\$0	%	\$3,607,800	\$946,000	281 %
Average Price / Unit	\$879,000	%		\$721,560	\$315,333	129 %
Price Ratio	90 %	%		93 %	97 %	
Days To Sell	59	%		43	60	-29 %
Active Listings at Month End	3	4	-25 %			
Strata Duplex (Side by Side)						
Units Listed	13	11	18 %	122	109	12 %
Units Sold	5	7	-29 %	72	51	41 %
Sell/List Ratio	38 %	64 %		59 %	47 %	
Sales Dollars	\$2,947,000	\$2,803,500	5 %	\$30,687,038	\$21,128,400	45 %
Average Price / Unit	\$589,400	\$400,500	47 %	\$426,209	\$414,282	3 %
Price Ratio	99 %	98 %		98 %	97 %	
Days To Sell	48	66	-28 %	51	59	-14 %
Active Listings at Month End	23	34	-32 %			
Strata Duplex (Front and Back)						
Units Listed	3	5	-40 %	28	32	-13 %
Units Sold	2	2	0 %	15	15	0 %
Sell/List Ratio	67 %	40 %		54 %	47 %	
Sales Dollars	\$763,000	\$853,000	-11 %	\$6,853,655	\$6,106,500	12 %
Average Price / Unit	\$381,500	\$426,500	-11 %	\$456,910	\$407,100	12 %
Price Ratio	99 %	99 %		97 %	97 %	
Days To Sell	28	15	93 %	43	56	-24 %
Active Listings at Month End	8	9	-11 %			

Monthly Comparative Activity By Property Type

September 2015

Thursday, October 01, 2015

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Recreational						
Units Listed	3	3	0 %	24	24	0 %
Units Sold	2	2	0 %	8	5	60 %
Sell/List Ratio	67 %	67 %		33 %	21 %	
Sales Dollars	\$407,000	\$295,551	38 %	\$1,150,000	\$815,551	41 %
Average Price / Unit	\$203,500	\$147,776	38 %	\$143,750	\$163,110	-12 %
Price Ratio	93 %	91 %		91 %	93 %	
Days To Sell	155	207	-25 %	73	280	-74 %
Active Listings at Month End	15	16	-6 %			
Manufactured Home						
Units Listed	20	19	5 %	223	239	-7 %
Units Sold	16	14	14 %	145	133	9 %
Sell/List Ratio	80 %	74 %		65 %	56 %	
Sales Dollars	\$1,895,948	\$2,071,250	-8 %	\$18,263,398	\$16,165,003	13 %
Average Price / Unit	\$118,497	\$147,946	-20 %	\$125,954	\$121,541	4 %
Price Ratio	93 %	95 %		92 %	95 %	
Days To Sell	95	89	7 %	90	101	-11 %
Active Listings at Month End	67	106	-37 %			
Residential Lots						
Units Listed	20	34	-41 %	299	318	-6 %
Units Sold	17	8	113 %	132	71	86 %
Sell/List Ratio	85 %	24 %		44 %	22 %	
Sales Dollars	\$4,705,295	\$2,225,250	111 %	\$33,574,605	\$19,591,900	71 %
Average Price / Unit	\$276,782	\$278,156	0 %	\$254,353	\$275,942	-8 %
Price Ratio	96 %	96 %		94 %	93 %	
Days To Sell	137	98	40 %	132	138	-4 %
Active Listings at Month End	198	265	-25 %			
Residential Lots - Waterfront						
Units Listed	2	2	0 %	61	52	17 %
Units Sold	3	0	%	18	9	100 %
Sell/List Ratio	150 %	0 %		30 %	17 %	
Sales Dollars	\$1,310,000	\$0	%	\$6,181,400	\$4,779,900	29 %
Average Price / Unit	\$436,667		%	\$343,411	\$531,100	-35 %
Price Ratio	95 %	%		91 %	97 %	
Days To Sell	135		%	185	56	234 %
Active Listings at Month End	38	45	-16 %			

Monthly Comparative Activity By Property Type

September 2015

Thursday, October 01, 2015

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Residential Acreage						
Units Listed	17	14	21 %	191	202	-5 %
Units Sold	9	5	80 %	72	41	76 %
Sell/List Ratio	53 %	36 %		38 %	20 %	
Sales Dollars	\$2,706,250	\$1,253,000	116 %	\$21,902,749	\$11,842,528	85 %
Average Price / Unit	\$300,694	\$250,600	20 %	\$304,205	\$288,842	5 %
Price Ratio	92 %	95 %		90 %	91 %	
Days To Sell	105	158	-33 %	213	173	23 %
Active Listings at Month End	195	222	-12 %			
Residential Acreage - Waterfront						
Units Listed	6	17	-65 %	63	73	-14 %
Units Sold	5	2	150 %	17	13	31 %
Sell/List Ratio	83 %	12 %		27 %	18 %	
Sales Dollars	\$2,213,000	\$1,315,000	68 %	\$12,217,033	\$14,963,000	-18 %
Average Price / Unit	\$442,600	\$657,500	-33 %	\$718,649	\$1,151,000	-38 %
Price Ratio	93 %	94 %		94 %	85 %	
Days To Sell	165	143	15 %	215	168	28 %
Active Listings at Month End	69	73	-5 %			
Revenue - Duplex/Triplex						
Units Listed	4	7	-43 %	57	49	16 %
Units Sold	3	4	-25 %	33	18	83 %
Sell/List Ratio	75 %	57 %		58 %	37 %	
Sales Dollars	\$1,565,000	\$2,538,000	-38 %	\$20,365,750	\$10,998,000	85 %
Average Price / Unit	\$521,667	\$634,500	-18 %	\$617,144	\$611,000	1 %
Price Ratio	97 %	96 %		97 %	96 %	
Days To Sell	54	32	71 %	43	51	-17 %
Active Listings at Month End	15	12	25 %			
Revenue - Multi Units						
Units Listed	2	5	-60 %	32	27	19 %
Units Sold	3	0	%	16	7	129 %
Sell/List Ratio	150 %	0 %		50 %	26 %	
Sales Dollars	\$2,028,400	\$0	%	\$15,485,300	\$5,753,000	169 %
Average Price / Unit	\$676,133		%	\$967,831	\$821,857	18 %
Price Ratio	95 %	%		95 %	97 %	
Days To Sell	44		%	90	124	-27 %
Active Listings at Month End	17	18	-6 %			

Monthly Comparative Activity By Property Type

September 2015

Thursday, October 01, 2015

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Revenue - Apartment Block						
Units Listed	0	1	-100 %	4	10	-60 %
Units Sold	0	0	%	1	1	0 %
Sell/List Ratio	%	0 %		25 %	10 %	
Sales Dollars	\$0	\$0	%	\$1,360,000	\$4,300,000	-68 %
Average Price / Unit			%	\$1,360,000	\$4,300,000	-68 %
Price Ratio	%	%		101 %	144 %	
Days To Sell			%	15	82	-82 %
Active Listings at Month End	2	5	-60 %			
Revenue - Commercial						
Units Listed	12	8	50 %	95	81	17 %
Units Sold	2	0	%	20	19	5 %
Sell/List Ratio	17 %	0 %		21 %	23 %	
Sales Dollars	\$1,844,000	\$0	%	\$19,385,407	\$21,847,300	-11 %
Average Price / Unit	\$922,000		%	\$969,270	\$1,149,858	-16 %
Price Ratio	93 %	%		93 %	83 %	
Days To Sell	128		%	106	160	-33 %
Active Listings at Month End	65	64	2 %			
Revenue - Industrial						
Units Listed	0	0	%	2	1	100 %
Units Sold	0	0	%	0	0	%
Sell/List Ratio	%	%		0 %	0 %	
Sales Dollars	\$0	\$0	%	\$0	\$0	%
Average Price / Unit			%			%
Price Ratio	%	%		%	%	
Days To Sell			%			%
Active Listings at Month End	3	1	200 %			
Business with Land & Building						
Units Listed	8	5	60 %	90	92	-2 %
Units Sold	2	0	%	17	18	-6 %
Sell/List Ratio	25 %	0 %		19 %	20 %	
Sales Dollars	\$32	\$0	%	\$9,487,594	\$11,204,458	-15 %
Average Price / Unit	\$16		%	\$558,094	\$622,470	-10 %
Price Ratio	%	%		90 %	90 %	
Days To Sell	758		%	275	118	132 %
Active Listings at Month End	75	74	1 %			

Monthly Comparative Activity By Property Type

September 2015

Thursday, October 01, 2015

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Business Only						
Units Listed	12	8	50 %	78	90	-13 %
Units Sold	1	3	-67 %	9	30	-70 %
Sell/List Ratio	8 %	38 %		12 %	33 %	
Sales Dollars	\$500,000	\$415,000	20 %	\$1,537,500	\$4,108,232	-63 %
Average Price / Unit	\$500,000	\$138,333	261 %	\$170,833	\$136,941	25 %
Price Ratio	95 %	84 %		95 %	88 %	
Days To Sell	621	227	173 %	279	212	32 %
Active Listings at Month End	69	76	-9 %			
Motel/Hotel						
Units Listed	1	0	%	9	12	-25 %
Units Sold	0	1	-100 %	3	1	200 %
Sell/List Ratio	0 %	%		33 %	8 %	
Sales Dollars	\$0	\$250,900	-100 %	\$2,941,460	-\$924,100	-418 %
Average Price / Unit		\$250,900	%	\$980,487	-\$924,100	-206 %
Price Ratio	%	100 %		72 %	68 %	
Days To Sell		94	%	394	101	290 %
Active Listings at Month End	10	7	43 %			
Lease - Office						
Units Listed	1	11	-91 %	34	43	-21 %
Units Sold	0	1	-100 %	2	4	-50 %
Sell/List Ratio	0 %	9 %		6 %	9 %	
Sales Dollars	\$0	\$15	-100 %	\$875,016	\$66	1335802 %
Average Price / Unit		\$15	%	\$437,508	\$16	2671705 %
Price Ratio	%	%		%	%	
Days To Sell		212	%	203	194	5 %
Active Listings at Month End	41	43	-5 %			
Lease - Retail						
Units Listed	0	17	-100 %	40	54	-26 %
Units Sold	2	1	100 %	9	10	-10 %
Sell/List Ratio	%	6 %		23 %	19 %	
Sales Dollars	\$1,023	\$25	3993 %	\$1,195	\$1,040	15 %
Average Price / Unit	\$512	\$25	1946 %	\$133	\$104	28 %
Price Ratio	102 %	%		31 %	109 %	
Days To Sell	79	179	-56 %	184	87	111 %
Active Listings at Month End	26	41	-37 %			

Monthly Comparative Activity By Property Type

September 2015

Thursday, October 01, 2015

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Lease - Warehouse						
Units Listed	0	0	%	1	1	0 %
Units Sold	1	0	%	1	0	%
Sell/List Ratio	%	%		100 %	0 %	
Sales Dollars	\$18	\$0	%	\$18	\$0	%
Average Price / Unit	\$18		%	\$18		%
Price Ratio	%	%		%	%	
Days To Sell	58		%	58		%
Active Listings at Month End	0	1	-100 %			
Lease - Industrial						
Units Listed	2	1	100 %	7	3	133 %
Units Sold	0	0	%	1	0	%
Sell/List Ratio	0 %	0 %		14 %	0 %	
Sales Dollars	\$0	\$0	%	\$18	\$0	%
Average Price / Unit			%	\$18		%
Price Ratio	%	%		1 %	%	
Days To Sell			%	244		%
Active Listings at Month End	5	2	150 %			
Lease - Other						
Units Listed	6	8	-25 %	45	58	-22 %
Units Sold	2	0	%	12	10	20 %
Sell/List Ratio	33 %	0 %		27 %	17 %	
Sales Dollars	\$29	\$0	%	\$5,904	\$1,483	298 %
Average Price / Unit	\$14		%	\$492	\$148	232 %
Price Ratio	%	%		11 %	%	
Days To Sell	56		%	176	162	9 %
Active Listings at Month End	47	48	-2 %			
Commercial Land						
Units Listed	5	4	25 %	30	40	-25 %
Units Sold	2	0	%	9	0	%
Sell/List Ratio	40 %	0 %		30 %	0 %	
Sales Dollars	\$2,110,000	\$0	%	\$11,125,024	\$0	%
Average Price / Unit	\$1,055,000		%	\$1,236,114		%
Price Ratio	96 %	%		89 %	%	
Days To Sell	358		%	279		%
Active Listings at Month End	26	52	-50 %			

Monthly Comparative Activity By Property Type

September 2015

Thursday, October 01, 2015

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Grand Totals						
Units Listed	962	1099	-12 %	10976	10902	1 %
Units Sold	704	565	25 %	6523	5242	24 %
Sell/List Ratio	73 %	51 %		59 %	48 %	
Sales Dollars	\$349,364,252	\$282,718,110	24 %	\$3,335,716,971	\$2,588,460,939	29 %
Average Price / Unit	\$496,256	\$500,386	-1 %	\$511,378	\$493,793	4 %
Price Ratio	97 %	97 %		97 %	97 %	
Days To Sell	77	77	0 %	67	72	-7 %
Active Listings at Month End	3478	4253	-18 %			

Previous Periods Comparison of Unit Sales, Average Prices and Median Prices

September 2015

Thursday, October 01, 2015

Sales by Property Type	This Month									Last Month			This Month Last Year		
	2015 - September									2015 - August			2014 - September		
	Units	LM%	LY%	Average\$	LM%	LY%	Median\$	LM%	LY%	Units	Average\$	Median\$	Units	Average\$	Median\$
Single Family Greater Victoria	336	-11.3%	12.8%	\$637,853	-6.4%	1.8%	\$589,000	0.3%	8.1%	379	\$681,449	\$587,500	298	\$626,774	\$545,000
Single Family Other Areas	45	4.7%	7.1%	\$496,166	-12.8%	13.6%	\$405,000	-15.4%	16.0%	43	\$569,030	\$479,000	42	\$436,724	\$349,000
Single Family Total All Areas	381	-9.7%	12.1%	\$621,118	-7.3%	3.0%	\$573,500	-1.1%	8.2%	422	\$669,994	\$580,000	340	\$603,297	\$530,000
Condos	181	3.4%	30.2%	\$323,099	-4.1%	-2.8%	\$277,400	0.7%	1.9%	175	\$336,885	\$275,500	139	\$332,564	\$272,250
Townhouses	77	-6.1%	51.0%	\$453,549	7.9%	-3.0%	\$409,900	5.8%	-8.1%	82	\$420,484	\$387,450	51	\$467,459	\$446,000
Manufactured Homes	16	0.0%	14.3%	\$118,497	-10.9%	-19.9%	\$93,000	12.0%	-35.9%	16	\$132,938	\$83,000	14	\$147,946	\$145,000
Total Residential	655	-5.8%	20.4%							695			544		
Total Sales	704	-5.0%	24.6%							741			565		
Active Listings	3,478	-5.7%	-18.2%							3,688			4,253		

Legend

Units: net number of listings sold
 LM%: percentage change since Last Month
 LY%: percentage change since This Month Last Year
 Average\$: average selling price
 Median\$: median selling price
 Active Listings: total listings on the market at midnight on the last day of the month