

Oct 1, 2021

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A greater commitment to development required to balance local housing market

A total of 761 properties sold in the Victoria Real Estate Board region this September, 23.1 per cent fewer than the 989 properties sold in September 2020 and 8.4 per cent fewer than the previous month of August. Condominium sales were up 9.3 per cent from September 2020 with 306 units sold. 11.3 per cent fewer condominiums sold in September 2021 than in the previous month of August. Sales of single family homes were down 38.6 per cent from September 2020 with 331 sold. 7.3 per cent fewer single family homes sold in September 2021 than in the previous month of August.

"We are in a situation this month that is very similar to last month," said Victoria Real Estate Board President David Langlois. "We have seen a lot of demand for homes of all types, but very little inventory come onto the market. And just like last month, it would be inaccurate to say that the market has slowed down and certainly an oversimplification to say the market is experiencing traditional seasonal slowing. What we are experiencing is a continued response to long-term low inventory levels."

There were 1,124 active listings for sale on the Victoria Real Estate Board Multiple Listing Service® at the end of September 2021, 53 per cent fewer properties than the 2,389 available at the end of September 2020 but four properties more than the 1,120 active listings for sale at the end of August 2021.

The Multiple Listing Service® Home Price Index benchmark value for a single family home in the Victoria Core in September 2020 was \$879,700. The benchmark value for the same home in September 2021 increased by 25.1 per cent to \$1,100,200, a 1 per cent increase from the previous month of August. The MLS® HPI benchmark value for a condominium in the Victoria Core in September 2020 was \$482,000, while the benchmark value for the same condominium in September 2021 increased by 13.3 per cent to \$545,900.

"It's a complex market and it has been for some time here in Greater Victoria," added President Langlois. "We have a lot of people who want to share in this wonderful community, but we do not have the homes to answer the demand at all points in the housing spectrum. Adding more inventory – be it rental or market housing – requires a commitment to building from our community members. If you support more homes, you need to vocally support projects coming through your local municipal council. Many amazing developments never happen or are buried in expense, which adds to the end cost, before they make it through years of permitting because of opposition at public reviews – often by a small but vocal minority. In order to stop our cycle of pressure on pricing due to limited supply, our community must choose to commit to new housing or commit to prices escalating further."

About the Victoria Real Estate Board - 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 1,463 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.

September 2021 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		
	September 2021									August 2021			September 2020		
	Units	LM%	LY%	Average\$	LM%	LY%	Median\$	LM%	LY%	Units	Average\$	Median\$	Units	Average\$	Median\$
Single Family Greater Victoria	313	-7.9%	-40.0%	\$1,228,014	0.3%	14.1%	\$1,093,750	0.0%	25.0%	340	\$1,224,438	\$1,094,000	522	\$1,075,891	\$875,000
Single Family Other Areas	18	5.9%	5.9%	\$1,076,439	-9.3%	-0.3%	\$799,500	-22.0%	-11.2%	17	\$1,186,396	\$1,025,000	17	\$1,080,171	\$899,900
Single Family Total All Areas	331	-7.3%	-38.6%	\$1,219,772	-0.2%	13.4%	\$1,080,000	-0.7%	23.4%	357	\$1,222,627	\$1,088,000	539	\$1,076,026	\$875,000
Condo Apartment	306	-11.3%	9.3%	\$590,706	6.9%	17.6%	\$517,900	7.3%	20.4%	345	\$552,353	\$482,500	280	\$502,169	\$430,000
Row/Townhouse	78	-9.3%	-27.1%	\$764,071	6.6%	27.1%	\$744,450	6.5%	34.1%	86	\$716,949	\$699,000	107	\$601,116	\$555,000
Manufactured Home	19	35.7%	58.3%	\$320,258	18.8%	31.0%	\$260,000	-3.7%	8.6%	14	\$269,593	\$269,950	12	\$244,525	\$239,450
Total Residential	734	-8.5%	-21.7%							802			938		
Total Sales	761	-8.4%	-23.1%							831			989		
Active Listings	1,124	0.4%	-53.0%							1,120			2,389		

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
 Total Residential: includes sales of residential property types
 Total Sales: includes sales of all property types
 Active Listings: total listings of all types on the market at midnight on the last day of the month

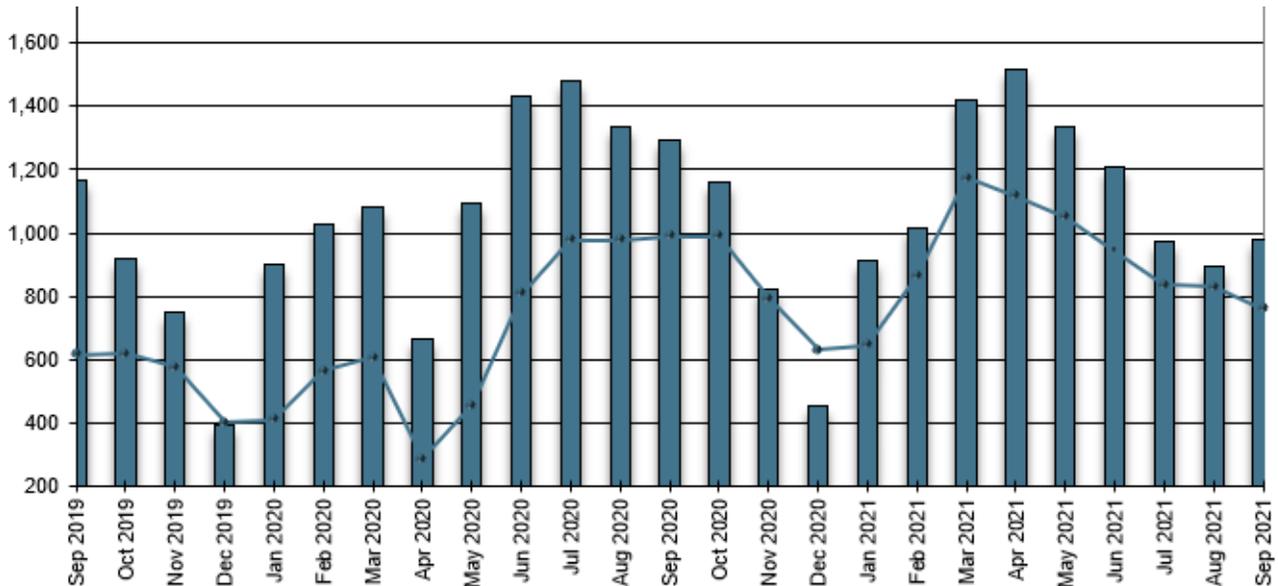
Previous Periods Comparison of MLS® HPI Benchmark Prices and MLS® HPI Index Values

Benchmark Home by Property Type and Region	Sep 2021 Benchmark Price	Aug 2021 Benchmark Price	Sep 2020 Benchmark Price	Sep 2021 Benchmark Index	Aug 2021 Benchmark Index	Sep 2020 Benchmark Index	% Chg from Last Mth	% Chg from Last Yr
Single Family: Greater Victoria	\$1,013,900	\$1,005,600	\$802,600	283.2	280.9	224.2	0.8%	26.3%
Single Family: Core	\$1,100,200	\$1,089,400	\$879,700	285.0	282.2	227.9	1.0%	25.1%
Single Family: Westshore	\$876,100	\$869,400	\$690,900	285.2	283.0	224.9	0.8%	26.8%
Single Family: Peninsula	\$1,088,600	\$1,092,900	\$869,300	279.5	280.6	223.2	(0.4%)	25.2%
Condo Apartment: Greater Victoria	\$542,700	\$538,800	\$476,100	287.5	285.4	252.2	0.7%	14.0%
Condo Apartment: Core	\$545,900	\$540,600	\$482,000	287.9	285.1	254.2	1.0%	13.3%
Condo Apartment: Westshore	\$429,400	\$426,900	\$367,700	301.9	300.1	258.5	0.6%	16.8%
Condo Apartment: Peninsula	\$527,300	\$536,600	\$456,700	256.2	260.7	221.9	(1.7%)	15.5%
Row/Townhouse: Greater Victoria	\$725,600	\$714,100	\$594,700	271.0	266.7	222.1	1.6%	22.0%
Row/Townhouse: Core	\$791,600	\$785,400	\$667,600	281.6	279.4	237.5	0.8%	18.6%
Row/Townhouse: Westshore	\$592,200	\$573,600	\$470,500	251.6	243.7	199.9	3.2%	25.9%
Row/Townhouse: Peninsula	\$738,500	\$732,700	\$614,400	283.3	281.1	235.7	0.8%	20.2%

Legend

Benchmark Price: the calculated MLS® HPI Benchmark Price for this Benchmark Home
Benchmark Index: the percentage change in this Benchmark Price since **January 2005**
% Chg from Last Mth: the percentage change in this Benchmark Price since last month
% Chg from Last Yr: the percentage change in this Benchmark Price since this month last year
Regions on the map: visit vreb.org/vrebareas for map views of the VREB trading area

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



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 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)

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® HPI benchmark and value - Single Family Homes

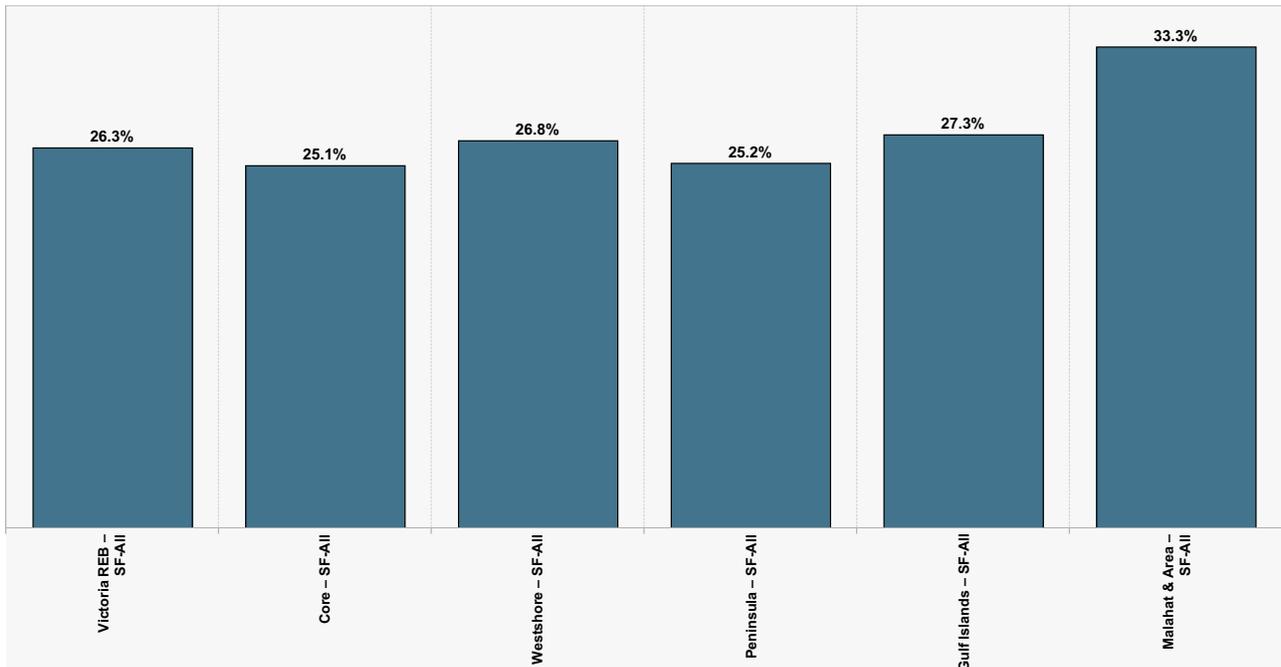
1. Area Group
VREB Area Summary

2. Property Type
– Single Family-All (SF-All)

3. Area/Property Type Selection
All

% Difference from 12 Months Ago (September 2020 to September 2021)

Select Timeframe: 12 Months Ago



MLS® HPI benchmark and value - Condominium / Apartments

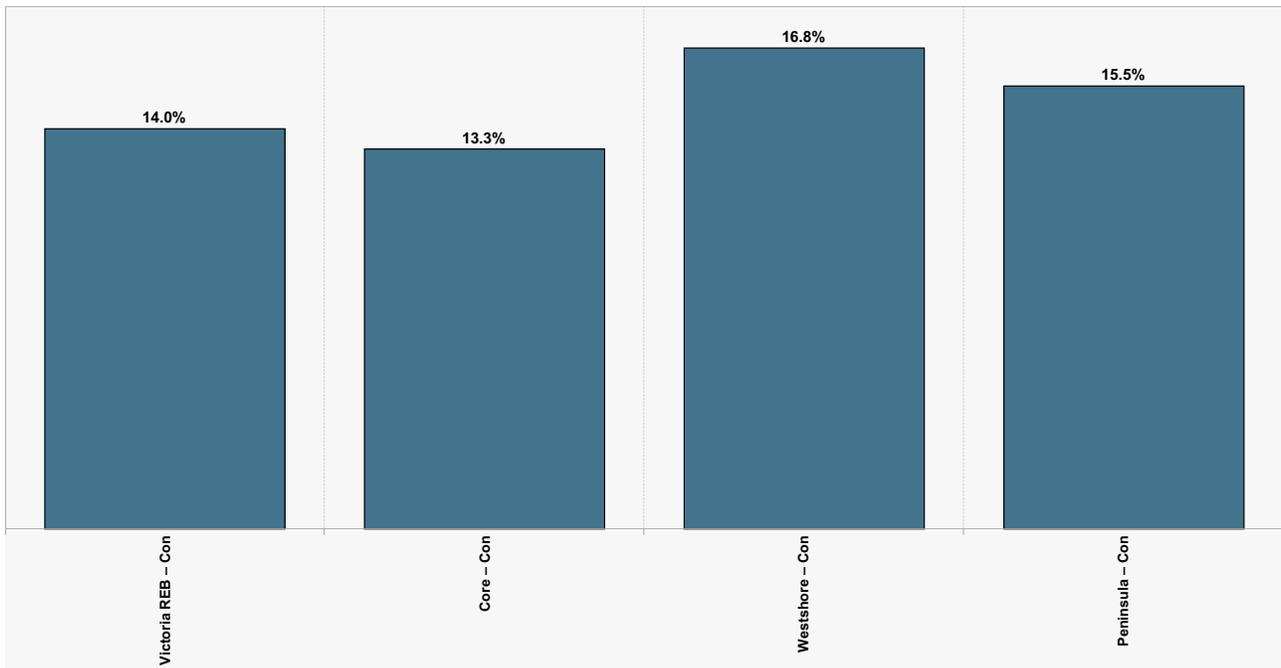
1. Area Group
VREB Area Summary

2. Property Type
- Condo Apartment (Con)

3. Area/Property Type Selection
All

% Difference from 12 Months Ago (September 2020 to September 2021)

Select Timeframe: 12 Months Ago



1. Area Group

VREB District Summary

2. Property Type

– Single Family-All (SF-All)

3. Area/Property Type Selection

All

Benchmark Price by Timeframe and Property Type

	September 2021	1 Month Ago	3 Months Ago	6 Months Ago	12 Months Ago	3 Years Ago	5 Years Ago	January 2005
Victoria REB – SF-All	\$1,013,900	\$1,005,600	\$973,000	\$874,900	\$802,600	\$770,100	\$641,200	\$358,000
Victoria – SF-All	\$1,034,500	\$1,022,600	\$999,700	\$930,700	\$864,300	\$846,500	\$732,700	\$370,800
Victoria West – SF-All	\$924,500	\$910,900	\$904,600	\$788,900	\$750,900	\$659,600	\$564,700	\$284,200
Oak Bay – SF-All	\$1,513,500	\$1,527,300	\$1,498,600	\$1,352,300	\$1,189,500	\$1,315,300	\$1,086,800	\$552,000
Esquimalt – SF-All	\$874,800	\$850,000	\$844,700	\$748,800	\$709,900	\$649,700	\$564,300	\$292,400
View Royal – SF-All	\$1,001,200	\$995,300	\$967,000	\$839,200	\$813,400	\$757,500	\$633,200	\$349,200
Saanich East – SF-All	\$1,121,600	\$1,105,800	\$1,081,000	\$989,000	\$875,800	\$900,300	\$772,100	\$394,500
Saanich West – SF-All	\$976,500	\$967,300	\$930,700	\$847,500	\$781,300	\$747,100	\$620,400	\$329,100
Sooke – SF-All	\$790,500	\$786,300	\$760,600	\$642,100	\$607,200	\$509,400	\$410,800	\$265,000
Langford – SF-All	\$874,700	\$867,000	\$838,600	\$740,400	\$691,700	\$630,100	\$507,600	\$308,000
Metchosin – SF-All	\$1,245,500	\$1,237,700	\$1,233,200	\$1,015,900	\$960,800	\$916,700	\$736,800	\$455,400
Colwood – SF-All	\$912,400	\$906,100	\$888,800	\$815,000	\$750,800	\$675,600	\$556,800	\$332,600
Highlands – SF-All	\$1,339,000	\$1,335,600	\$1,272,500	\$1,106,300	\$1,015,100	\$968,800	\$812,500	\$493,000
North Saanich – SF-All	\$1,311,000	\$1,314,900	\$1,263,700	\$1,084,700	\$1,019,300	\$967,500	\$809,500	\$487,900
Sidney – SF-All	\$907,100	\$901,700	\$891,200	\$769,400	\$724,500	\$674,100	\$562,400	\$316,500
Central Saanich – SF-All	\$1,032,500	\$1,046,800	\$1,006,400	\$917,800	\$848,500	\$767,300	\$645,500	\$357,400
ML Malahat & Area – SF-All	\$852,200	\$829,000	\$772,600	\$728,600	\$639,400	\$583,700	\$440,900	\$282,300
GI Gulf Islands – SF-All	\$665,300	\$672,900	\$628,400	\$558,100	\$522,800	\$494,100	\$350,700	\$271,500

Note: Areas with insufficient sales are not included in the HPI.

Source: Victoria Real Estate Board



HPI or Benchmark Price

- HPI
 Benchmark Price

Value or percent change

- Value
 Percent change

1. Area Group

VREB District Summary

2. Property Type

– Single Family-All (SF-All)

3. Area/Property Type Selection

All

HPI by Timeframe and Property Type

	September 2021	1 Month Ago	3 Months Ago	6 Months Ago	12 Months Ago	3 Years Ago	5 Years Ago	January 2005
Victoria REB – SF-All	283.2	280.9	271.8	244.4	224.2	215.1	179.1	100.0
Victoria – SF-All	279.0	275.8	269.6	251.0	233.1	228.3	197.6	100.0
Victoria West – SF-All	325.3	320.5	318.3	277.6	264.2	232.1	198.7	100.0
Oak Bay – SF-All	274.2	276.7	271.5	245.0	215.5	238.3	196.9	100.0
Esquimalt – SF-All	299.2	290.7	288.9	256.1	242.8	222.2	193.0	100.0
View Royal – SF-All	286.7	285.0	276.9	240.3	232.9	216.9	181.3	100.0
Saanich East – SF-All	284.3	280.3	274.0	250.7	222.0	228.2	195.7	100.0
Saanich West – SF-All	296.7	293.9	282.8	257.5	237.4	227.0	188.5	100.0
Sooke – SF-All	298.3	296.7	287.0	242.3	229.1	192.2	155.0	100.0
Langford – SF-All	284.0	281.5	272.3	240.4	224.6	204.6	164.8	100.0
Metchosin – SF-All	273.5	271.8	270.8	223.1	211.0	201.3	161.8	100.0
Colwood – SF-All	274.3	272.4	267.2	245.0	225.7	203.1	167.4	100.0
Highlands – SF-All	271.6	270.9	258.1	224.4	205.9	196.5	164.8	100.0
North Saanich – SF-All	268.7	269.5	259.0	222.3	208.9	198.3	165.9	100.0
Sidney – SF-All	286.6	284.9	281.6	243.1	228.9	213.0	177.7	100.0
Central Saanich – SF-All	288.9	292.9	281.6	256.8	237.4	214.7	180.6	100.0
ML Malahat & Area – SF-All	301.9	293.7	273.7	258.1	226.5	206.8	156.2	100.0
GI Gulf Islands – SF-All	245.1	247.9	231.5	205.6	192.6	182.0	129.2	100.0

Note: Areas with insufficient sales are not included in the HPI.

Source: Victoria Real Estate Board



HPI or Benchmark Price

- HPI
- Benchmark Price

Value or percent change

- Value
- Percent change

1. Area Group

VREB District Summary

2. Property Type

– Condo Apartment (Con)

3. Area/Property Type Selection

All

Benchmark Price by Timeframe and Property Type

	September 2021	1 Month Ago	3 Months Ago	6 Months Ago	12 Months Ago	3 Years Ago	5 Years Ago	January 2005
Victoria REB – Con	\$542,700	\$538,800	\$526,500	\$492,700	\$476,100	\$461,000	\$340,000	\$188,800
Victoria – Con	\$525,400	\$521,500	\$523,800	\$484,000	\$469,300	\$473,700	\$344,500	\$190,600
Victoria West – Con	\$742,100	\$717,500	\$706,800	\$681,200	\$650,500	\$637,200	\$474,900	\$266,900
Oak Bay – Con	\$654,500	\$681,700	\$631,600	\$596,500	\$614,600	\$565,200	\$436,800	\$238,700
Esquimalt – Con	\$503,700	\$488,800	\$470,700	\$444,700	\$411,900	\$382,300	\$286,900	\$147,900
View Royal – Con	\$558,600	\$547,900	\$528,300	\$500,300	\$475,700	\$441,600	\$334,700	\$201,600
Saanich East – Con	\$480,800	\$480,200	\$455,000	\$429,900	\$426,700	\$401,600	\$299,400	\$159,100
Saanich West – Con	\$485,300	\$475,400	\$465,000	\$436,800	\$425,500	\$398,500	\$298,900	\$155,000
Sooke – Con	\$378,300	\$369,600	\$348,300	\$322,900	\$309,200	\$274,000	\$198,900	\$122,100
Langford – Con	\$481,900	\$480,000	\$459,800	\$433,400	\$414,200	\$375,800	\$284,600	\$160,600
Colwood – Con	\$409,600	\$405,300	\$387,100	\$365,000	\$347,200	\$318,800	\$233,500	\$129,900
North Saanich – Con	\$677,600	\$682,000	\$663,700	\$615,000	\$586,500	\$558,500	\$399,000	\$276,900
Sidney – Con	\$535,600	\$546,500	\$524,300	\$485,300	\$461,700	\$447,400	\$314,400	\$205,900
Central Saanich – Con	\$491,700	\$497,700	\$491,300	\$450,900	\$430,300	\$433,300	\$325,800	\$200,600

Note: Areas with insufficient sales are not included in the HPI.

Source: Victoria Real Estate Board



1. Area Group

VREB District Summary

2. Property Type

– Condo Apartment (Con)

3. Area/Property Type Selection

All

HPI by Timeframe and Property Type

	September 2021	1 Month Ago	3 Months Ago	6 Months Ago	12 Months Ago	3 Years Ago	5 Years Ago	January 2005
Victoria REB – Con	287.5	285.4	278.9	261.0	252.2	244.2	180.1	100.0
Victoria – Con	275.6	273.6	274.8	253.9	246.2	248.5	180.7	100.0
Victoria West – Con	278.0	268.8	264.8	255.2	243.7	238.7	177.9	100.0
Oak Bay – Con	274.2	285.6	264.6	249.9	257.5	236.8	183.0	100.0
Esquimalt – Con	340.6	330.5	318.3	300.7	278.5	258.5	194.0	100.0
View Royal – Con	277.0	271.7	262.0	248.1	235.9	219.0	166.0	100.0
Saanich East – Con	302.2	301.8	286.0	270.2	268.2	252.4	188.2	100.0
Saanich West – Con	313.2	306.8	300.1	281.9	274.6	257.2	192.9	100.0
Sooke – Con	309.8	302.6	285.2	264.4	253.2	224.4	162.9	100.0
Langford – Con	300.1	298.9	286.3	269.9	257.9	234.0	177.2	100.0
Colwood – Con	315.2	311.9	297.9	280.9	267.2	245.3	179.7	100.0
North Saanich – Con	244.7	246.3	239.7	222.1	211.8	201.7	144.1	100.0
Sidney – Con	260.1	265.4	254.6	235.7	224.2	217.3	152.7	100.0
Central Saanich – Con	245.1	248.1	244.9	224.8	214.5	216.0	162.4	100.0

Note: Areas with insufficient sales are not included in the HPI.

Source: Victoria Real Estate Board



MLS® Home Price Index

[Click here to learn more](#)

HPI or Benchmark Price

- HPI
 Benchmark Price

Value or percent change

- Value
 Percent change

1. Area Group

VREB District Summary

2. Property Type

– Townhouse (Twn)

3. Area/Property Type Selection

All

Benchmark Price by Timeframe and Property Type

	September 2021	1 Month Ago	3 Months Ago	6 Months Ago	12 Months Ago	3 Years Ago	5 Years Ago	January 2005
Victoria REB – Twn	\$725,600	\$714,100	\$691,900	\$641,500	\$594,700	\$562,800	\$459,500	\$267,700
Victoria – Twn	\$810,600	\$800,900	\$800,900	\$721,500	\$695,700	\$653,300	\$541,500	\$303,000
Victoria West – Twn	\$737,200	\$741,500	\$718,800	\$671,300	\$622,300	\$542,500	\$417,600	\$204,100
Esquimalt – Twn	\$690,500	\$688,500	\$664,400	\$615,000	\$587,400	\$507,500	\$414,100	\$219,300
View Royal – Twn	\$788,900	\$802,400	\$764,200	\$729,000	\$676,900	\$640,300	\$510,800	\$277,200
Saanich East – Twn	\$850,700	\$835,500	\$827,900	\$745,900	\$707,200	\$653,100	\$555,900	\$316,600
Saanich West – Twn	\$690,600	\$681,800	\$667,700	\$598,400	\$579,600	\$541,300	\$457,900	\$260,600
Sooke – Twn	\$599,300	\$580,900	\$543,000	\$532,400	\$469,700	\$453,300	\$345,600	\$235,600
Langford – Twn	\$576,700	\$558,600	\$529,500	\$519,700	\$461,300	\$460,100	\$349,100	\$229,000
Colwood – Twn	\$640,500	\$619,300	\$583,400	\$573,500	\$506,400	\$511,300	\$385,500	\$262,100
Sidney – Twn	\$773,600	\$766,100	\$750,400	\$667,200	\$642,100	\$557,200	\$474,200	\$269,500
Central Saanich – Twn	\$679,400	\$676,000	\$662,500	\$590,200	\$566,900	\$498,800	\$428,800	\$245,700
ML Malahat & Area – Twn	\$753,300	\$764,600	\$764,400	\$655,300	\$582,000	\$524,900	\$414,900	\$241,900
GI Gulf Islands – Twn	\$859,500	\$873,900	\$868,800	\$724,300	\$632,300	\$500,500	\$409,500	\$266,100

Note: Areas with insufficient sales are not included in the HPI.

Source: Victoria Real Estate Board



HPI or Benchmark Price

- HPI
 Benchmark Price

Value or percent change

- Value
 Percent change

1. Area Group

VREB District Summary

2. Property Type

– Townhouse (Twn)

3. Area/Property Type Selection

All

HPI by Timeframe and Property Type

	September 2021	1 Month Ago	3 Months Ago	6 Months Ago	12 Months Ago	3 Years Ago	5 Years Ago	January 2005
Victoria REB – Twn	271.0	266.7	258.4	239.6	222.1	210.2	171.6	100.0
Victoria – Twn	267.5	264.3	264.3	238.1	229.6	215.6	178.7	100.0
Victoria West – Twn	361.2	363.3	352.2	328.9	304.9	265.8	204.6	100.0
Esquimalt – Twn	314.8	313.9	302.9	280.4	267.8	231.4	188.8	100.0
View Royal – Twn	284.6	289.5	275.7	263.0	244.2	231.0	184.3	100.0
Saanich East – Twn	268.7	263.9	261.5	235.6	223.4	206.3	175.6	100.0
Saanich West – Twn	265.0	261.6	256.2	229.6	222.4	207.7	175.7	100.0
Sooke – Twn	254.4	246.6	230.5	226.0	199.4	192.4	146.7	100.0
Langford – Twn	251.8	243.9	231.2	226.9	201.4	200.9	152.4	100.0
Colwood – Twn	244.4	236.3	222.6	218.8	193.2	195.1	147.1	100.0
Sidney – Twn	287.1	284.3	278.5	247.6	238.3	206.8	176.0	100.0
Central Saanich – Twn	276.5	275.1	269.6	240.2	230.7	203.0	174.5	100.0
ML Malahat & Area – Twn	311.4	316.1	316.0	270.9	240.6	217.0	171.5	100.0
GI Gulf Islands – Twn	323.0	328.4	326.5	272.2	237.6	188.1	153.9	100.0

Note: Areas with insufficient sales are not included in the HPI.

Source: Victoria Real Estate Board



1. Area Group

VREB Area Summary

2. Property Type

– Single Family-All (SF-All)

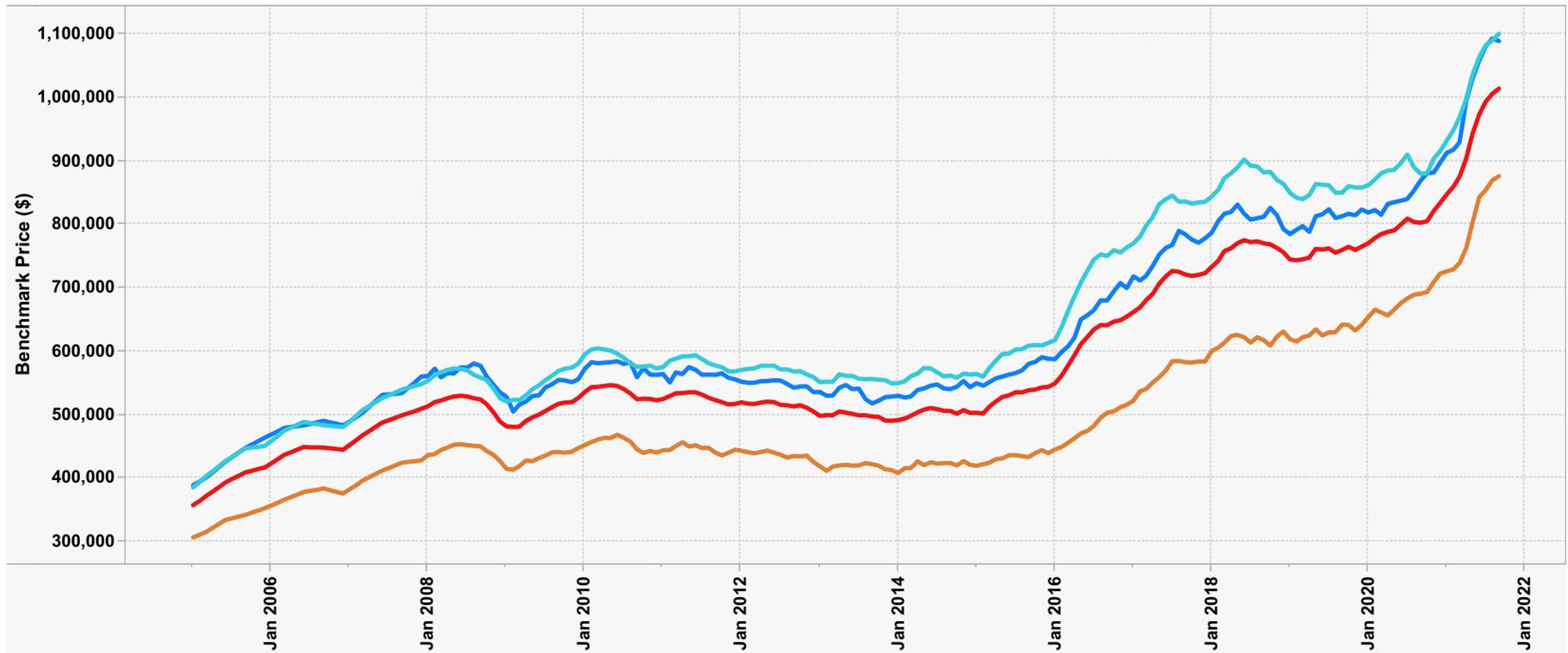
3. Area/Property Type Selection

Multiple values

Benchmark Price Performance over Time

Select Date Range:

All values



Victoria REB – SF-All	Core – SF-All	Westshore – SF-All	Peninsula – SF-All
■	■	■	■

Note: Areas with insufficient sales are not included in the HPI.

Source: Victoria Real Estate Board



HPI or Benchmark Price

- HPI
- Benchmark Price

Adding labels

Hold Ctrl (Cmd) and select points on the chart to show multiple date/value labels

1. Area Group

VREB Area Summary

2. Property Type

- Condo Apartment (Con)

3. Area/Property Type Selection

All

Benchmark Price Performance over Time

Select Date Range:

All values



Victoria REB – Con	Core – Con	Westshore – Con	Peninsula – Con
■	■	■	■

Note: Areas with insufficient sales are not included in the HPI.

Source: Victoria Real Estate Board



1. Area Group

VREB Area Summary

2. Property Type

- Townhouse (Twn)

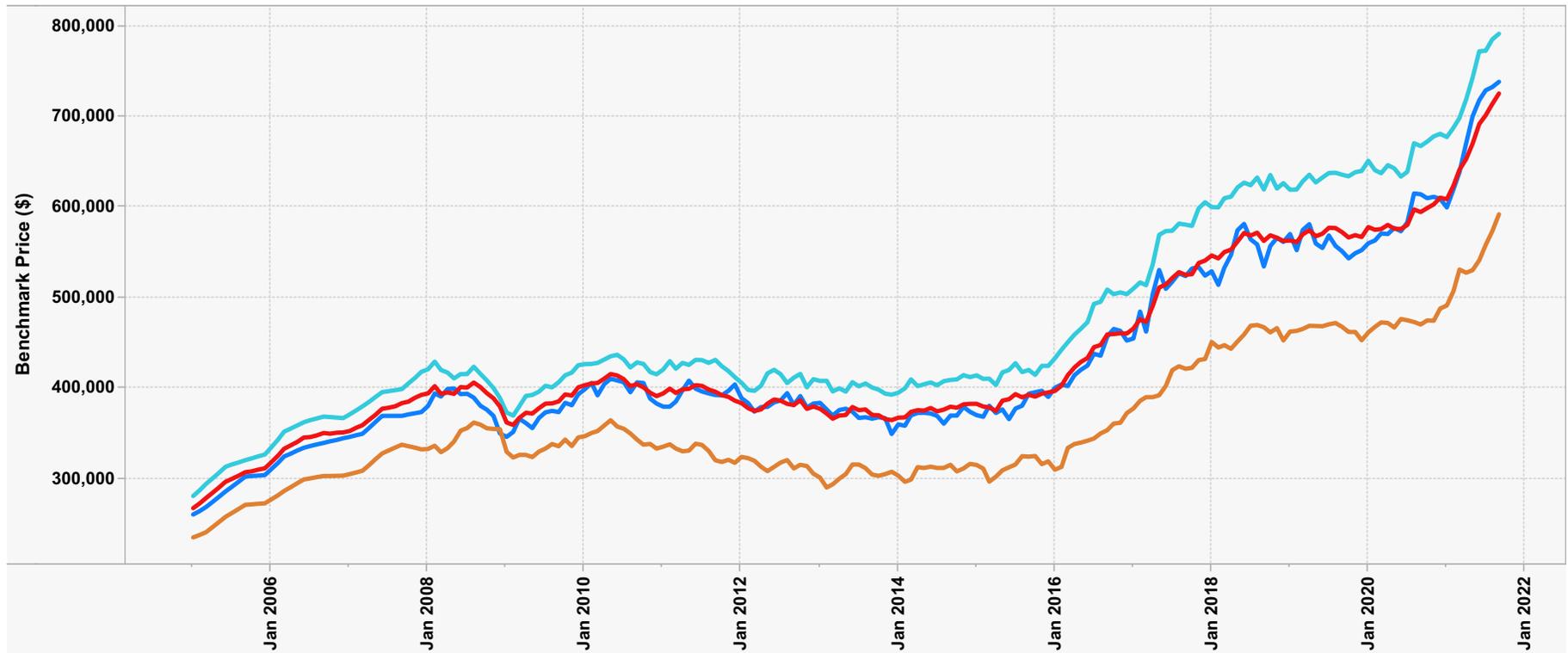
3. Area/Property Type Selection

Multiple values

Benchmark Price Performance over Time

Select Date Range:

All values



Victoria REB – Twn	Core – Twn	Westshore – Twn	Peninsula – Twn
■	■	■	■

Note: Areas with insufficient sales are not included in the HPI.

Source: Victoria Real Estate Board



1. Area Group

VREB Area Summary

2. Property Type

Multiple values

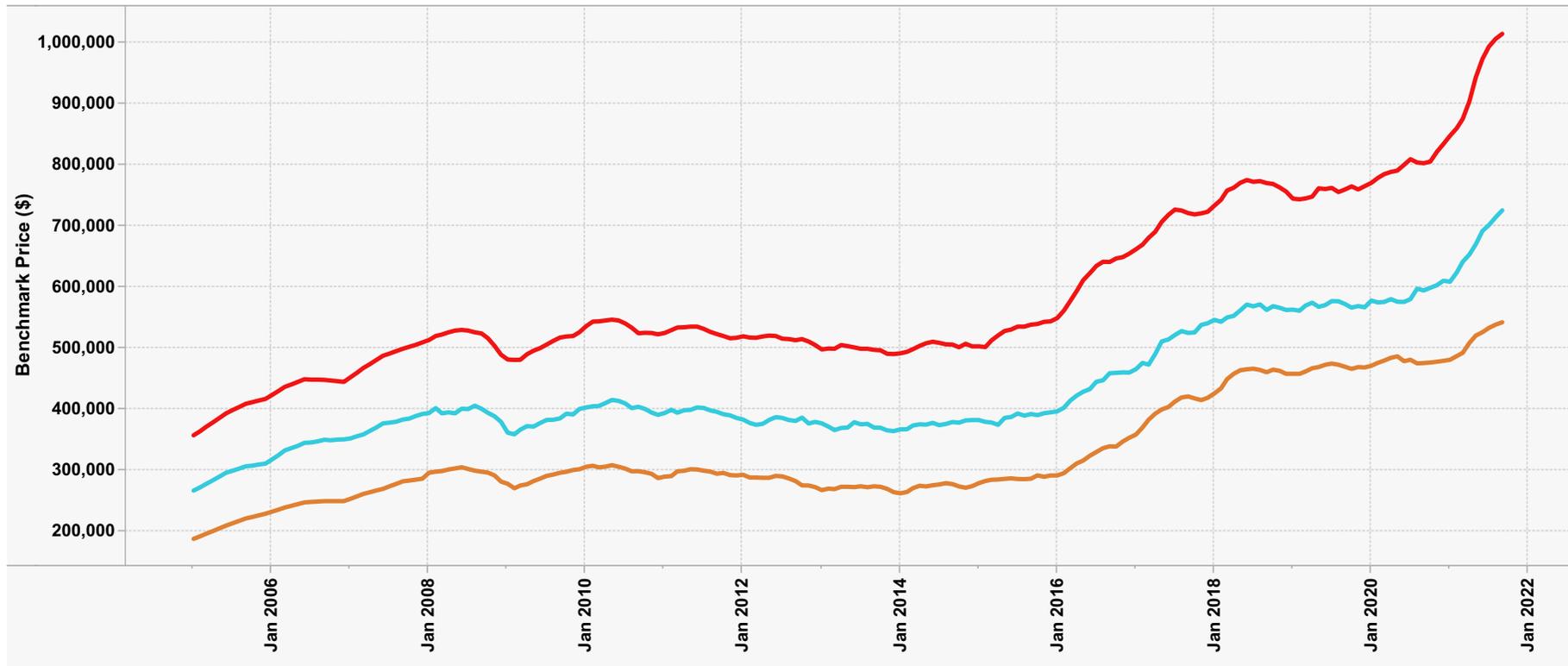
3. Area/Property Type Selection

Multiple values

Benchmark Price Performance over Time

Select Date Range:

All values



Victoria REB – SF-All

Victoria REB – Twn

Victoria REB – Con

Note: Areas with insufficient sales are not included in the HPI.

Source: Victoria Real Estate Board



District	Units	Total Volume
Residential		
● Single Family Detached		
Greater Victoria		
Victoria / Victoria West	40	\$51,989,594
Oak Bay	17	\$32,934,000
Esquimalt	6	\$7,119,000
View Royal	4	\$4,393,000
Saanich East	55	\$74,377,818
Saanich West	27	\$32,215,899
Central Saanich	11	\$15,378,379
North Saanich	16	\$30,084,000
Sidney	11	\$10,986,000
Colwood	16	\$16,078,500
Langford	42	\$43,646,820
Metchosin	5	\$11,000,000
Sooke	28	\$23,779,390
Gulf Islands	35	\$30,386,098
Total Greater Victoria	313	\$384,368,498
Other Areas		
Malahat & Area	18	\$19,375,900
Total Other Areas	18	\$19,375,900
Total Single Family Detached	331	\$403,744,398
● Condo Apartment		
Greater Victoria		
Victoria / Victoria West	134	\$83,176,538
Oak Bay	8	\$6,483,000
Esquimalt	16	\$9,356,961
View Royal	15	\$7,861,200
Saanich East	30	\$20,668,350
Saanich West	16	\$6,398,400
Central Saanich	5	\$2,280,001
Sidney	23	\$13,655,500
Colwood	4	\$2,115,000
Langford	52	\$26,361,778
Sooke	2	\$1,950,450
Gulf Islands	1	\$449,000
Total Greater Victoria	306	\$180,756,178
Total Condo Apartment	306	\$180,756,178

Monthly Sales Summary (Mark I)

Residential Waterfront Properties Integrated Into Their Own Districts

September 2021

Produced: 01-Oct-2021

District	Units	Total Volume
● Row/Townhouse		
Greater Victoria		
Victoria / Victoria West	15	\$12,320,650
Esquimalt	3	\$2,135,000
View Royal	4	\$2,342,000
Saanich East	11	\$9,791,240
Saanich West	3	\$2,855,000
Central Saanich	3	\$1,845,900
North Saanich	1	\$814,000
Sidney	11	\$8,833,000
Colwood	2	\$1,251,999
Langford	20	\$14,717,845
Sooke	3	\$1,654,000
Gulf Islands	2	\$1,036,900
Total Greater Victoria	78	\$59,597,534
Total Row/Townhouse	78	\$59,597,534
● Manufactured Home		
Greater Victoria		
View Royal	5	\$920,900
Central Saanich	4	\$1,410,000
Sidney	2	\$1,169,000
Langford	6	\$2,165,000
Sooke	2	\$420,000
Total Greater Victoria	19	\$6,084,900
Total Manufactured Home	19	\$6,084,900
Total Residential	734	\$650,183,010

District	Units	Total Volume
Other Property		
● Lots & Acreage		
Greater Victoria		
Victoria / Victoria West	2	\$2,399,900
Saanich East	1	\$411,000
North Saanich	2	\$2,875,000
Highlands	1	\$735,000
Colwood	1	\$550,000
Langford	5	\$2,614,000
Sooke	-5	(\$1,811,695)
Gulf Islands	7	\$2,750,000
Total Greater Victoria	14	\$10,523,205
Other Areas		
Malahat & Area	2	\$2,179,999
Total Other Areas	2	\$2,179,999
Total Lots & Acreage	16	\$12,703,204
● Commercial Land	2	\$2,480,000
● Other Commercial Properties	9	\$9,834,040
Grand Totals	761	\$675,200,254

District	Units	Total Volume
Residential		
● Single Family Detached		
Greater Victoria		
Victoria	38	\$49,323,028
Victoria West	1	\$999,900
Oak Bay	17	\$32,934,000
Esquimalt	6	\$7,119,000
View Royal	4	\$4,393,000
Saanich East	54	\$72,027,818
Saanich West	27	\$32,215,899
Central Saanich	11	\$15,378,379
North Saanich	13	\$21,735,000
Sidney	11	\$10,986,000
Colwood	16	\$16,078,500
Langford	42	\$43,646,820
Metchosin	5	\$11,000,000
Sooke	27	\$21,919,390
Gulf Islands	27	\$21,664,098
Waterfront (all districts)	14	\$22,947,667
Total Greater Victoria	313	\$384,368,498
Other Areas		
Malahat & Area	18	\$19,375,900
Total Other Areas	18	\$19,375,900
Total Single Family Detached	331	\$403,744,398
● Condo Apartment		
Greater Victoria		
Victoria	112	\$64,876,138
Victoria West	13	\$9,500,400
Oak Bay	7	\$5,842,000
Esquimalt	16	\$9,356,961
View Royal	15	\$7,861,200
Saanich East	30	\$20,668,350
Saanich West	17	\$6,948,400
Central Saanich	4	\$1,740,001
Sidney	23	\$13,655,500
Colwood	3	\$1,254,000
Langford	51	\$25,820,778
Waterfront (all districts)	15	\$13,232,450
Total Greater Victoria	306	\$180,756,178
Total Condo Apartment	306	\$180,756,178

Monthly Sales Summary (Mark II)

Waterfront Properties Segregated Into a 'Waterfront' District

September 2021

Produced: 01-Oct-2021

District	Units	Total Volume
● Row/Townhouse		
Greater Victoria		
Victoria	13	\$10,440,400
Victoria West	2	\$1,880,250
Esquimalt	3	\$2,135,000
View Royal	4	\$2,342,000
Saanich East	11	\$9,791,240
Saanich West	3	\$2,855,000
Central Saanich	3	\$1,845,900
North Saanich	1	\$814,000
Sidney	10	\$7,638,000
Colwood	2	\$1,251,999
Langford	20	\$14,717,845
Sooke	2	\$1,224,000
Gulf Islands	2	\$1,036,900
Waterfront (all districts)	2	\$1,625,000
Total Greater Victoria	78	\$59,597,534
Total Row/Townhouse	78	\$59,597,534
● Manufactured Home		
Greater Victoria		
View Royal	5	\$920,900
Central Saanich	4	\$1,410,000
Sidney	2	\$1,169,000
Langford	5	\$1,375,000
Sooke	2	\$420,000
Waterfront (all districts)	1	\$790,000
Total Greater Victoria	19	\$6,084,900
Total Manufactured Home	19	\$6,084,900
Total Residential	734	\$650,183,010

Monthly Sales Summary (Mark II)

Waterfront Properties Segregated Into a 'Waterfront' District

September 2021

Produced: 01-Oct-2021

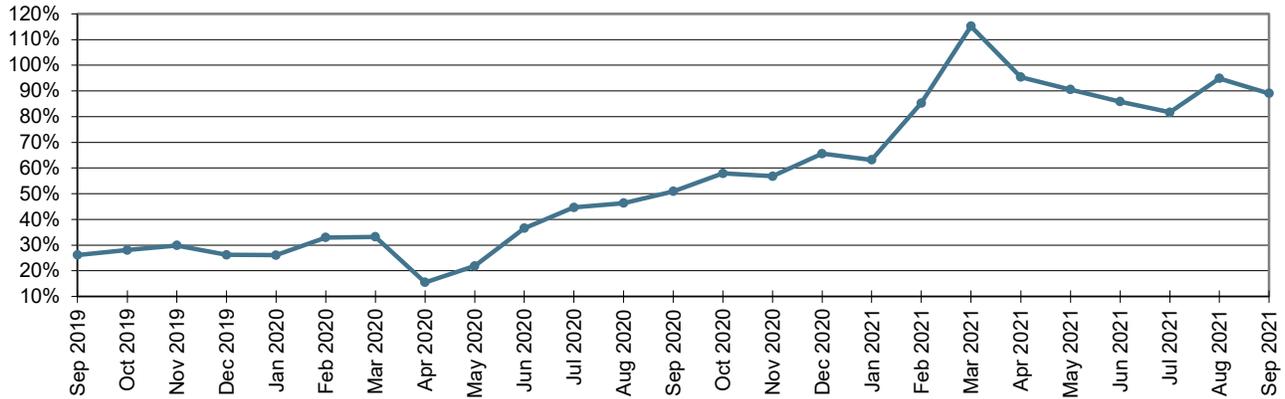
District	Units	Total Volume
Other Property		
● Lots & Acreage		
Greater Victoria		
Victoria / Victoria West	2	\$2,399,900
Saanich East	1	\$411,000
North Saanich	2	\$2,875,000
Highlands	1	\$735,000
Colwood	1	\$550,000
Langford	5	\$2,614,000
Sooke	-5	(\$1,811,695)
Gulf Islands	7	\$2,750,000
Total Greater Victoria	14	\$10,523,205
Other Areas		
Malahat & Area	2	\$2,179,999
Total Other Areas	2	\$2,179,999
Total Lots & Acreage	16	\$12,703,204
● Commercial Land		
	2	\$2,480,000
● Other Commercial Properties		
	9	\$9,834,040
Grand Totals	761	\$675,200,254

Sales to Active Listings Ratio

The ratio of counts of total residential sales over total active residential listings for the last 25 months

September 2021

Produced: 01-Oct-2021



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

Includes All MLS® Property Types

September 2021

Produced: 01-Oct-2021

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Single Family - Residential						
Units Listed	332	463	-28 %	3744	3894	-4 %
Units Sold	260	422	-38 %	3061	2630	16 %
Sell/List Ratio	78 %	91 %		82 %	68 %	
Sales Dollars	\$304,086,731	\$415,561,210	-27 %	\$3,470,122,887	\$2,409,405,585	44 %
Average Price / Unit	\$1,169,564	\$984,742	19 %	\$1,133,657	\$916,124	24 %
Price Ratio	102 %	99 %		103 %	99 %	
Days To Sell	22	30	-28 %	19	36	-47 %
Active Listings at Month End	283	610	-54 %			
Single Family - Residential Waterfront						
Units Listed	32	34	-6 %	303	352	-14 %
Units Sold	12	42	-71 %	204	209	-2 %
Sell/List Ratio	38 %	124 %		67 %	59 %	
Sales Dollars	\$21,224,000	\$88,365,683	-76 %	\$405,947,886	\$375,423,427	8 %
Average Price / Unit	\$1,768,667	\$2,103,945	-16 %	\$1,989,941	\$1,796,284	11 %
Price Ratio	97 %	94 %		99 %	95 %	
Days To Sell	27	140	-81 %	50	94	-47 %
Active Listings at Month End	63	109	-42 %			
Single Family - Residential Acreage						
Units Listed	44	46	-4 %	386	420	-8 %
Units Sold	33	44	-25 %	297	265	12 %
Sell/List Ratio	75 %	96 %		77 %	63 %	
Sales Dollars	\$54,825,500	\$54,465,512	1 %	\$454,192,184	\$296,580,897	53 %
Average Price / Unit	\$1,661,379	\$1,237,853	34 %	\$1,529,267	\$1,119,173	37 %
Price Ratio	97 %	97 %		100 %	97 %	
Days To Sell	39	60	-36 %	40	62	-36 %
Active Listings at Month End	65	116	-44 %			
Condo Apartment						
Units Listed	331	449	-26 %	3362	3159	6 %
Units Sold	306	280	9 %	2812	1642	71 %
Sell/List Ratio	92 %	62 %		84 %	52 %	
Sales Dollars	\$180,756,178	\$140,607,250	29 %	\$1,530,698,878	\$795,457,494	92 %
Average Price / Unit	\$590,706	\$502,169	18 %	\$544,345	\$484,444	12 %
Price Ratio	101 %	98 %		100 %	98 %	
Days To Sell	23	42	-44 %	27	41	-36 %
Active Listings at Month End	282	720	-61 %			

Monthly Comparative Activity By Property Type

Includes All MLS® Property Types

September 2021

Produced: 01-Oct-2021

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Row/Townhouse						
Units Listed	96	143	-33 %	1064	1139	-7 %
Units Sold	78	107	-27 %	920	770	19 %
Sell/List Ratio	81 %	75 %		86 %	68 %	
Sales Dollars	\$59,597,534	\$64,319,400	-7 %	\$657,201,491	\$461,375,039	42 %
Average Price / Unit	\$764,071	\$601,116	27 %	\$714,349	\$599,188	19 %
Price Ratio	103 %	99 %		102 %	99 %	
Days To Sell	18	32	-42 %	22	44	-50 %
Active Listings at Month End	77	198	-61 %			
Half Duplex (Up and Down)						
Units Listed	2	3	-33 %	21	7	200 %
Units Sold	1	1	0 %	13	3	333 %
Sell/List Ratio	50 %	33 %		62 %	43 %	
Sales Dollars	\$750,000	\$553,000	36 %	\$13,604,300	\$1,244,000	994 %
Average Price / Unit	\$750,000	\$553,000	36 %	\$1,046,485	\$414,667	152 %
Price Ratio	100 %	105 %		102 %	99 %	
Days To Sell		15	%	22	120	-82 %
Active Listings at Month End	6	3	100 %			
Half Duplex (Side by Side)						
Units Listed	22	19	16 %	240	145	66 %
Units Sold	18	18	0 %	209	95	120 %
Sell/List Ratio	82 %	95 %		87 %	66 %	
Sales Dollars	\$15,186,167	\$13,176,399	15 %	\$165,843,681	\$63,199,499	162 %
Average Price / Unit	\$843,676	\$732,022	15 %	\$793,510	\$665,258	19 %
Price Ratio	108 %	101 %		103 %	100 %	
Days To Sell	22	29	-25 %	23	31	-27 %
Active Listings at Month End	9	35	-74 %			
Half Duplex (Front and Back)						
Units Listed	1	5	-80 %	37	23	61 %
Units Sold	1	5	-80 %	28	17	65 %
Sell/List Ratio	100 %	100 %		76 %	74 %	
Sales Dollars	\$860,000	\$3,582,000	-76 %	\$23,128,550	\$11,212,400	106 %
Average Price / Unit	\$860,000	\$716,400	20 %	\$826,020	\$659,553	25 %
Price Ratio	98 %	99 %		104 %	99 %	
Days To Sell	15	23	-36 %	16	31	-48 %
Active Listings at Month End	1	5	-80 %			

Monthly Comparative Activity By Property Type

Includes All MLS® Property Types

September 2021

Produced: 01-Oct-2021

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Recreational						
Units Listed	1	4	-75 %	25	30	-17 %
Units Sold	1	4	-75 %	26	15	73 %
Sell/List Ratio	100 %	100 %		104 %	50 %	
Sales Dollars	\$57,000	\$872,000	-93 %	\$5,187,500	\$1,969,900	163 %
Average Price / Unit	\$57,000	\$218,000	-74 %	\$199,519	\$131,327	52 %
Price Ratio	100 %	94 %		102 %	94 %	
Days To Sell	4	46	-91 %	219	162	35 %
Active Listings at Month End	5	13	-62 %			
Manufactured Home						
Units Listed	15	20	-25 %	205	155	32 %
Units Sold	19	12	58 %	144	117	23 %
Sell/List Ratio	127 %	60 %		70 %	75 %	
Sales Dollars	\$6,084,900	\$2,934,300	107 %	\$49,539,256	\$28,164,297	76 %
Average Price / Unit	\$320,258	\$244,525	31 %	\$344,023	\$240,720	43 %
Price Ratio	98 %	95 %		100 %	95 %	
Days To Sell	45	51	-11 %	37	58	-37 %
Active Listings at Month End	33	33	0 %			
Residential Lots						
Units Listed	27	23	17 %	223	263	-15 %
Units Sold	13	15	-13 %	180	105	71 %
Sell/List Ratio	48 %	65 %		81 %	40 %	
Sales Dollars	\$7,563,900	\$9,786,200	-23 %	\$91,710,481	\$49,432,974	86 %
Average Price / Unit	\$581,838	\$652,413	-11 %	\$509,503	\$470,790	8 %
Price Ratio	95 %	99 %		98 %	98 %	
Days To Sell	67	128	-47 %	79	122	-36 %
Active Listings at Month End	47	136	-65 %			
Residential Lots - Waterfront						
Units Listed	7	10	-30 %	32	58	-45 %
Units Sold	-5	7	-171 %	26	17	53 %
Sell/List Ratio	-71 %	70 %		81 %	29 %	
Sales Dollars	-\$1,615,695	\$6,310,500	-126 %	\$16,301,900	\$12,473,625	31 %
Average Price / Unit	\$323,139	\$901,500	-64 %	\$626,996	\$733,743	-15 %
Price Ratio	96 %	98 %		97 %	95 %	
Days To Sell	10	73	-86 %	173	139	25 %
Active Listings at Month End	9	30	-70 %			

Monthly Comparative Activity By Property Type

Includes All MLS® Property Types

September 2021

Produced: 01-Oct-2021

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Residential Acreage						
Units Listed	12	7	71 %	91	116	-22 %
Units Sold	6	10	-40 %	79	61	30 %
Sell/List Ratio	50 %	143 %		87 %	53 %	
Sales Dollars	\$3,024,999	\$6,388,200	-53 %	\$49,080,427	\$36,948,550	33 %
Average Price / Unit	\$504,167	\$638,820	-21 %	\$621,271	\$605,714	3 %
Price Ratio	102 %	88 %		99 %	92 %	
Days To Sell	102	136	-25 %	105	152	-31 %
Active Listings at Month End	27	60	-55 %			
Residential Acreage - Waterfront						
Units Listed	1	5	-80 %	27	35	-23 %
Units Sold	2	2	0 %	31	19	63 %
Sell/List Ratio	200 %	40 %		115 %	54 %	
Sales Dollars	\$3,730,000	\$923,000	304 %	\$32,421,900	\$15,895,182	104 %
Average Price / Unit	\$1,865,000	\$461,500	304 %	\$1,045,868	\$836,589	25 %
Price Ratio	101 %	96 %		93 %	91 %	
Days To Sell	53	114	-54 %	167	187	-11 %
Active Listings at Month End	5	27	-81 %			
Revenue - Duplex/Triplex						
Units Listed	9	9	0 %	83	46	80 %
Units Sold	5	3	67 %	48	26	85 %
Sell/List Ratio	56 %	33 %		58 %	57 %	
Sales Dollars	\$6,755,000	\$3,402,000	99 %	\$56,801,296	\$25,990,450	119 %
Average Price / Unit	\$1,351,000	\$1,134,000	19 %	\$1,183,360	\$999,633	18 %
Price Ratio	95 %	97 %		101 %	96 %	
Days To Sell	32	51	-36 %	21	42	-51 %
Active Listings at Month End	6	17	-65 %			
Revenue - Multi Units						
Units Listed	7	4	75 %	59	37	59 %
Units Sold	2	2	0 %	28	9	211 %
Sell/List Ratio	29 %	50 %		47 %	24 %	
Sales Dollars	\$4,500,000	\$2,375,000	89 %	\$74,317,500	\$13,800,000	439 %
Average Price / Unit	\$2,250,000	\$1,187,500	89 %	\$2,654,196	\$1,533,333	73 %
Price Ratio	97 %	97 %		96 %	92 %	
Days To Sell	66	59	13 %	80	78	2 %
Active Listings at Month End	21	22	-5 %			

Monthly Comparative Activity By Property Type

Includes All MLS® Property Types

September 2021

Produced: 01-Oct-2021

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Revenue - Apartment Block						
Units Listed	0	0	%	0	9	-100 %
Units Sold	0	0	%	0	3	-100 %
Sell/List Ratio	%	%		%	33 %	
Sales Dollars	\$0	\$0	%	\$0	\$8,498,900	-100 %
Average Price / Unit			%		\$2,832,967	%
Price Ratio	%	%		%	93 %	
Days To Sell			%		128	%
Active Listings at Month End	0	0	%			
Revenue - Commercial						
Units Listed	7	17	-59 %	70	76	-8 %
Units Sold	4	4	0 %	29	14	107 %
Sell/List Ratio	57 %	24 %		41 %	18 %	
Sales Dollars	\$2,545,000	\$6,368,550	-60 %	\$31,734,296	\$14,394,450	120 %
Average Price / Unit	\$636,250	\$1,592,138	-60 %	\$1,094,286	\$1,028,175	6 %
Price Ratio	86 %	100 %		96 %	97 %	
Days To Sell	107	53	102 %	112	81	39 %
Active Listings at Month End	30	58	-48 %			
Revenue - Industrial						
Units Listed	5	2	150 %	26	8	225 %
Units Sold	1	1	0 %	14	5	180 %
Sell/List Ratio	20 %	50 %		54 %	63 %	
Sales Dollars	\$2,789,000	\$1,035,000	169 %	\$20,446,868	\$2,965,200	590 %
Average Price / Unit	\$2,789,000	\$1,035,000	169 %	\$1,460,491	\$593,040	146 %
Price Ratio	98 %	90 %		98 %	99 %	
Days To Sell	66	144	-54 %	80	102	-21 %
Active Listings at Month End	12	11	9 %			
Business with Land & Building						
Units Listed	0	1	-100 %	6	42	-86 %
Units Sold	0	2	-100 %	2	19	-89 %
Sell/List Ratio	%	200 %		33 %	45 %	
Sales Dollars	\$0	\$5,065,000	-100 %	\$3,403,186	\$32,628,992	-90 %
Average Price / Unit		\$2,532,500	%	\$1,701,593	\$1,717,315	-1 %
Price Ratio	%	96 %		85 %	91 %	
Days To Sell		226	%	142	152	-7 %
Active Listings at Month End	3	8	-63 %			

Monthly Comparative Activity By Property Type

Includes All MLS® Property Types

September 2021

Produced: 01-Oct-2021

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Business Only						
Units Listed	9	5	80 %	76	82	-7 %
Units Sold	0	3	-100 %	14	17	-18 %
Sell/List Ratio	%	60 %		18 %	21 %	
Sales Dollars	\$0	\$230,000	-100 %	\$3,256,500	\$1,333,000	144 %
Average Price / Unit		\$76,667	%	\$232,607	\$78,412	197 %
Price Ratio	%	75 %		92 %	76 %	
Days To Sell		108	%	167	113	47 %
Active Listings at Month End	48	38	26 %			
Motel/Hotel						
Units Listed	0	0	%	0	2	-100 %
Units Sold	0	0	%	0	0	%
Sell/List Ratio	%	%		%	0 %	
Sales Dollars	\$0	\$0	%	\$0	\$0	%
Average Price / Unit			%			%
Price Ratio	%	%		%	%	
Days To Sell			%			%
Active Listings at Month End	0	0	%			
Lease - Office						
Units Listed	9	16	-44 %	77	80	-4 %
Units Sold	2	1	100 %	17	5	240 %
Sell/List Ratio	22 %	6 %		22 %	6 %	
Sales Dollars	\$40	\$17	135 %	\$2,061	\$86	2297 %
Average Price / Unit	\$20	\$17	18 %	\$121	\$17	605 %
Price Ratio	105 %	100 %		97 %	179 %	
Days To Sell	173	108	60 %	141	231	-39 %
Active Listings at Month End	49	79	-38 %			
Lease - Retail						
Units Listed	6	6	0 %	53	49	8 %
Units Sold	0	4	-100 %	21	15	40 %
Sell/List Ratio	%	67 %		40 %	31 %	
Sales Dollars	\$0	\$126	-100 %	\$8,751	\$2,008	336 %
Average Price / Unit		\$31	%	\$417	\$134	211 %
Price Ratio	%	94 %		92 %	109 %	
Days To Sell		133	%	142	189	-25 %
Active Listings at Month End	27	41	-34 %			

Monthly Comparative Activity By Property Type

Includes All MLS® Property Types

September 2021

Produced: 01-Oct-2021

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Lease - Warehouse						
Units Listed	0	0	%	0	1	-100 %
Units Sold	0	0	%	0	0	%
Sell/List Ratio	%	%		%	0 %	
Sales Dollars	\$0	\$0	%	\$0	\$0	%
Average Price / Unit			%			%
Price Ratio	%	%		%	%	
Days To Sell			%			%
Active Listings at Month End	0	0	%			
Lease - Industrial						
Units Listed	1	0	%	14	3	367 %
Units Sold	0	0	%	3	1	200 %
Sell/List Ratio	%	%		21 %	33 %	
Sales Dollars	\$0	\$0	%	\$49	\$14	237 %
Average Price / Unit			%	\$16	\$14	12 %
Price Ratio	%	%		100 %	111 %	
Days To Sell			%	45	304	-85 %
Active Listings at Month End	3	5	-40 %			
Lease - Other						
Units Listed	0	0	%	5	51	-90 %
Units Sold	0	0	%	2	2	0 %
Sell/List Ratio	%	%		40 %	4 %	
Sales Dollars	\$0	\$0	%	\$2,890,603	\$30	9635243 %
Average Price / Unit			%	\$1,445,302	\$15	9635243 %
Price Ratio	%	%		7606850 %	%	
Days To Sell			%	95	61	55 %
Active Listings at Month End	2	1	100 %			
Commercial Land						
Units Listed	2	3	-33 %	16	29	-45 %
Units Sold	2	0	%	8	0	%
Sell/List Ratio	100 %	%		50 %	0 %	
Sales Dollars	\$2,480,000	\$0	%	\$15,337,500	\$0	%
Average Price / Unit	\$1,240,000		%	\$1,917,188		%
Price Ratio	86 %	%		94 %	%	
Days To Sell	233		%	248	472	-48 %
Active Listings at Month End	11	14	-21 %			

Monthly Comparative Activity By Property Type

Includes All MLS® Property Types

September 2021

Produced: 01-Oct-2021

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Grand Totals						
Units Listed	978	1294	-24 %	10245	10311	-1 %
Units Sold	761	989	-23 %	8216	6081	35 %
Sell/List Ratio	78 %	76 %		80 %	59 %	
Sales Dollars	\$675,200,254	\$826,320,347	-18 %	\$7,173,179,932	\$4,658,395,999	54 %
Average Price / Unit	\$887,254	\$835,511	6 %	\$873,074	\$766,058	14 %
Price Ratio	101 %	98 %		102 %	98 %	
Days To Sell	27	44	-40 %	30	47	-37 %
Active Listings at Month End	1124	2389	-53 %			