

Winter real estate market wraps with improved consumer confidence and more stable pricing

A total of 460 properties sold in the Victoria Real Estate Board region this February, 35.9 per cent fewer than the 718 properties sold in February 2022 but a 65.5 per cent increase from January 2023. Sales of condominiums were down 39.7 per cent from February 2022 with 161 units sold. Sales of single family homes decreased 28.8 per cent from February 2022 with 220 sold.

"Last month we talked about the optimism building in the local market that our REALTORS® saw, and now we can see it in the market statistics," said Victoria Real Estate Board Chair Graden Sol. "We can confirm the return of buyer confidence by the increase in sales through the late winter. The market is seeing some positive growth as we move into springtime, which is traditionally the busiest market for home sales. Inventory levels are starting to increase, a welcome trend when compared to the record lows of last year. We're also seeing a stabilization at some price points and properties that are priced in accordance with current market conditions are selling at a good pace."

There were 1,809 active listings for sale on the Victoria Real Estate Board Multiple Listing Service® at the end of February 2023, an increase of 4 per cent compared to the previous month of January and a 113.1 per cent increase from the 849 active listings for sale at the end of February 2022.

"The market today is different than we have seen in recent years," adds Sol. "There's plenty of demand from buyers, and we are still low in inventory, but there are opportunities in a less pressurized environment for consumers to get into a new home. Most buyers will find they have more time to view homes, make decisions and do their due diligence in this somewhat more relaxed market. Of course, we are heading into a new season which is typically very active. The statistics in this report reflect what happened last month. Prudent buyers and sellers will seek the knowledge of their Realtor to determine the up-to-the-minute conditions and how to best navigate the market."

The Multiple Listing Service® Home Price Index benchmark value for a single family home in the Victoria Core in February 2022 was \$1,321,400. The benchmark value in February 2023 decreased by 5.6 per cent to \$1,247,200, down from January's value of \$1,251,100. The MLS® HPI benchmark value for a condominium in the Victoria Core area in February 2022 was \$580,900, while the benchmark value in February 2023 decreased by 2.2 per cent to \$568,200, down from the January value of \$578,300.

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 1,604 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.



February 2023 **Statistics Package for Media**

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

| Sales by Property Type | | | | T | his Mont | th | | | | | Last Mon | th | Thi | s Month La | st Year |
|--------------------------------|-------|--------|--------|-------------|----------|--------|-------------|--------|--------|-------|-------------|-------------|-------|-------------|-------------|
| | | | | Feb | ruary 20 | 023 | | | | | January 20 | 23 | | February 2 | 022 |
| | Units | LM% | LY% | Average\$ | LM% | LY% | Median\$ | LM% | LY% | Units | Average\$ | Median\$ | Units | Average\$ | Median\$ |
| Single Family Greater Victoria | 213 | 83.6% | -27.6% | \$1,285,306 | 4.8% | -10.1% | \$1,100,000 | 3.3% | -14.9% | 116 | \$1,226,580 | \$1,065,000 | 294 | \$1,429,618 | \$1,293,000 |
| Single Family Other Areas | 7 | 75.0% | -53.3% | \$896,442 | -37.0% | -13.1% | \$750,000 | -36.0% | -28.6% | 4 | \$1,423,750 | \$1,172,500 | 15 | \$1,031,920 | \$1,050,000 |
| Single Family Total All Areas | 220 | 83.3% | -28.8% | \$1,272,933 | 3.2% | -9.7% | \$1,100,000 | 3.3% | -14.1% | 120 | \$1,233,152 | \$1,065,000 | 309 | \$1,410,313 | \$1,280,000 |
| Condo Apartment | 161 | 59.4% | -39.7% | \$579,025 | -4.6% | -14.7% | \$547,000 | 3.2% | -11.9% | 101 | \$606,681 | \$530,000 | 267 | \$678,862 | \$620,800 |
| Row/Townhouse | 45 | 21.6% | -43.8% | \$788,113 | 19.0% | -14.9% | \$744,000 | 20.0% | -11.3% | 37 | \$662,338 | \$620,000 | 80 | \$926,157 | \$838,500 |
| Manufactured Home | 10 | 100.0% | -9.1% | \$355,450 | 8.7% | 20.1% | \$389,500 | 32.0% | 64.0% | 5 | \$327,000 | \$295,000 | 11 | \$296,055 | \$237,500 |
| Total Residential | 436 | 65.8% | -34.6% | | | | | | | 263 | | | 667 | | |
| Total Sales | 460 | 65.5% | -35.9% | | | | | | | 278 | | | 718 | | |
| Active Listings | 1,809 | 4.0% | 113.1% | | | | | | [| 1,739 | | [| 849 | | |

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

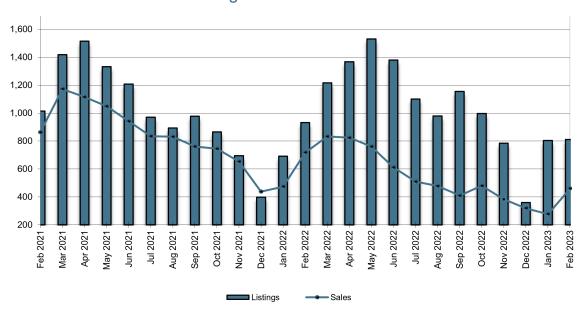
Previous Periods Comparison of MLS® HPI Benchmark Prices and MLS® HPI Index Values

| Benchmark Home by | Feb 2023 | Jan 2023 | Feb 2022 | Feb 2023 | Jan 2023 | Feb 2022 | % Chg | % Chg |
|-----------------------------------|-------------|--------------|----------------|----------------|----------------|-----------------|--------------|---------|
| Property Type and Region | Benchmark | Benchmark | Benchmark | Benchmark | Benchmark | Benchmark | from | from |
| | Price | Price | Price | Index | Index | Index | Last Mth | Last Yr |
| Single Family: Greater Victoria | \$1,113,200 | \$1,117,400 | \$1,180,000 | 300.2 | 301.3 | 318.2 | (0.4%) | (5.7%) |
| Single Family: Core | \$1,247,200 | \$1,251,100 | \$1,321,400 | 308.5 | 309.4 | 326.8 | (0.3%) | (5.6%) |
| Single Family: Westshore | \$1,005,100 | \$1,000,000 | \$1,047,600 | 317.9 | 316.3 | 331.3 | 0.5% | (4.1%) |
| Single Family: Peninsula | \$1,182,600 | \$1,198,600 | \$1,233,700 | 311.2 | 315.4 | 324.7 | (1.3%) | (4.1%) |
| Condo Apartment: Greater Victoria | \$563,300 | \$569,900 | \$573,000 | 331.5 | 335.4 | 337.3 | (1.2%) | (1.7%) |
| Condo Apartment: Greater Victoria | \$568,200 | | | | | 341.3 | , , | (2.2%) |
| Condo Apartment: Westshore | \$497,200 | | | 362.4 | | 371.9 | (1.1%) | (2.5%) |
| Condo Apartment: Peninsula | \$635,100 | | | | | 307.5 | | 5.1% |
| Row/Townhouse: Greater Victoria | \$763,500 | \$785,100 | \$759,500 | 295.7 | 304.1 | 294.2 | (2.8%) | 0.5% |
| Row/Townhouse: Core | \$836,000 | \$860,700 | \$819,000 | 302.7 | 311.6 | 296.5 | (2.9%) | 2.1% |
| Row/Townhouse: Westshore | \$697,500 | \$718,500 | \$688,000 | 286.6 | 295.2 | 282.7 | (2.9%) | 1.4% |
| Row/Townhouse: Peninsula | \$733,400 | \$749,200 | \$773,900 | 316.4 | 323.2 | 333.9 | (2.1%) | (5.2%) |
| | Bencl | nmark Price: | the calculated | MLS® HPI Be | enchmark Price | e for this Bend | hmark Hom | e |
| | Bench | mark Index: | the percentag | e change in th | nis Benchmark | Price since Ja | nuary 200 | 5 |
| Legend | % Chg fro | m Last Mth: | the percentag | e change in th | nis Benchmark | Price since la | st month | |
| | % Chg f | rom Last Yr: | the percentag | e change in th | nis Benchmark | Price since th | is month las | st year |
| | Regions | on the map: | visit vreb.org | /vrebareas | for map views | of the VREB t | rading area | |

For more information on the MLS® Home Price Index, visit vreb.org/mls-statistics



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





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

Based on a regression analysis performed by the economics department at 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)

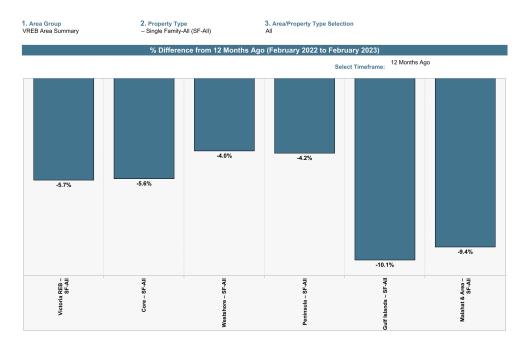


The Victoria Real Estate Board uses the MLS® Home Price Index (MLS® HPI) to report on market trends. The MLS® HPI uses the concept of a benchmark home, a notional home with common attributes of typical homes in a defined area.

Through the analysis of over fifteen 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.

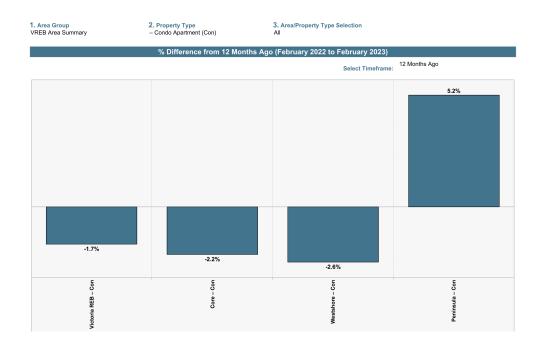
*The HPI reporting herein is based on the **SOLD** date.

MLS® HPI benchmark and value - Single Family Homes





MLS® HPI benchmark and value - Condominium / Apartments



Click here to learn more

HPI or Benchmark Price
HPI
Benchmark Price

● Value

Percent change

Value or percent change

1. Area Group

VREB District Summary

2. Property Type

- Single Family-All (SF-All)

3. Area/Property Type Selection

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| | | Ben | chmark Price by | / Timeframe and | d Property Type | | | |
|-------------------------------|---------------|-------------|-----------------|-----------------|-----------------|-------------|-------------|--------------|
| | February 2023 | 1 Month Ago | 3 Months Ago | 6 Months Ago | 12 Months Ago | 3 Years Ago | 5 Years Ago | January 2005 |
| Victoria REB – SF-All | \$1,113,200 | \$1,117,400 | \$1,164,800 | \$1,248,900 | \$1,180,000 | \$803,900 | \$772,700 | \$370,800 |
| Victoria – SF-All | \$1,164,700 | \$1,206,200 | \$1,242,700 | \$1,312,800 | \$1,256,200 | \$918,100 | \$873,100 | \$384,500 |
| Victoria West – SF-AII | \$927,700 | \$907,300 | \$950,500 | \$1,024,400 | \$1,023,500 | \$708,500 | \$677,100 | \$294,100 |
| Oak Bay – SF-All | \$1,757,000 | \$1,757,000 | \$1,854,400 | \$1,898,600 | \$1,750,900 | \$1,269,300 | \$1,295,600 | \$600,100 |
| Esquimalt – SF-All | \$959,900 | \$952,900 | \$988,200 | \$1,064,100 | \$1,062,900 | \$707,000 | \$680,800 | \$302,700 |
| View Royal – SF-All | \$1,020,300 | \$984,700 | \$1,060,500 | \$1,106,600 | \$1,099,600 | \$741,800 | \$734,500 | \$336,900 |
| Saanich East – SF-All | \$1,270,600 | \$1,262,300 | \$1,308,100 | \$1,418,900 | \$1,341,700 | \$958,800 | \$935,200 | \$417,900 |
| Saanich West – SF-All | \$993,100 | \$1,002,700 | \$1,066,200 | \$1,142,400 | \$1,103,800 | \$743,600 | \$718,300 | \$330,600 |
| Sooke – SF-All | \$851,100 | \$851,700 | \$845,400 | \$914,800 | \$852,300 | \$574,200 | \$528,400 | \$270,400 |
| Langford – SF-All | \$1,046,500 | \$1,044,600 | \$1,075,900 | \$1,159,400 | \$1,101,300 | \$719,900 | \$661,000 | \$327,600 |
| Metchosin – SF-All | \$1,332,200 | \$1,305,000 | \$1,289,800 | \$1,380,700 | \$1,263,500 | \$867,300 | \$838,600 | \$436,800 |
| Colwood – SF-AII | \$970,500 | \$934,800 | \$1,073,100 | \$1,110,400 | \$1,035,300 | \$673,100 | \$647,500 | \$319,700 |
| Highlands – SF-All | \$1,324,100 | \$1,419,000 | \$1,386,400 | \$1,512,500 | \$1,353,500 | \$945,100 | \$930,400 | \$475,900 |
| North Saanich – SF-All | \$1,388,500 | \$1,401,800 | \$1,385,600 | \$1,528,400 | \$1,413,200 | \$978,800 | \$969,100 | \$469,000 |
| Sidney – SF-All | \$977,700 | \$983,700 | \$974,000 | \$1,071,700 | \$1,032,000 | \$718,700 | \$687,800 | \$303,200 |
| Central Saanich – SF-All | \$1,057,600 | \$1,085,300 | \$1,131,800 | \$1,236,400 | \$1,139,100 | \$798,900 | \$777,600 | \$355,800 |
| ML Malahat & Area – SF-All | \$831,100 | \$836,200 | \$913,400 | \$983,400 | \$917,200 | \$592,500 | \$539,300 | \$288,400 |
| GI Gulf Islands – SF-All | \$743,000 | \$752,700 | \$795,700 | \$855,700 | \$826,400 | \$555,400 | \$468,700 | \$303,500 |

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





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(HPI

Benchmark Price

Value or percent change

Value

Percent change

1. Area Group

VREB District Summary

2. Property Type

- Single Family-All (SF-All)

HPI or Benchmark Price

3. Area/Property Type Selection

| | | | HPI by Timef | rame and Prope | erty Type | | | |
|-------------------------------|---------------|-------------|--------------|----------------|---------------|-------------|-------------|--------------|
| | February 2023 | 1 Month Ago | 3 Months Ago | 6 Months Ago | 12 Months Ago | 3 Years Ago | 5 Years Ago | January 2005 |
| Victoria REB – SF-All | 300.2 | 301.3 | 314.1 | 336.8 | 318.2 | 216.8 | 208.4 | 100.0 |
| Victoria – SF-All | 302.9 | 313.7 | 323.2 | 341.4 | 326.7 | 238.8 | 227.1 | 100.0 |
| Victoria West – SF-All | 315.4 | 308.5 | 323.2 | 348.3 | 348.0 | 240.9 | 230.2 | 100.0 |
| Oak Bay – SF-All | 292.8 | 292.8 | 309.0 | 316.4 | 291.8 | 211.5 | 215.9 | 100.0 |
| Esquimalt – SF-All | 317.1 | 314.8 | 326.5 | 351.5 | 351.1 | 233.6 | 224.9 | 100.0 |
| View Royal – SF-All | 302.8 | 292.3 | 314.8 | 328.5 | 326.4 | 220.2 | 218.0 | 100.0 |
| Saanich East – SF-All | 304.0 | 302.1 | 313.0 | 339.5 | 321.1 | 229.4 | 223.8 | 100.0 |
| Saanich West – SF-All | 300.4 | 303.3 | 322.5 | 345.6 | 333.9 | 224.9 | 217.3 | 100.0 |
| Sooke – SF-All | 314.8 | 315.0 | 312.6 | 338.3 | 315.2 | 212.4 | 195.4 | 100.0 |
| Langford – SF-All | 319.4 | 318.9 | 328.4 | 353.9 | 336.2 | 219.7 | 201.8 | 100.0 |
| Metchosin – SF-All | 305.0 | 298.8 | 295.3 | 316.1 | 289.3 | 198.6 | 192.0 | 100.0 |
| Colwood – SF-All | 303.6 | 292.4 | 335.7 | 347.3 | 323.8 | 210.5 | 202.5 | 100.0 |
| Highlands – SF-All | 278.2 | 298.2 | 291.3 | 317.8 | 284.4 | 198.6 | 195.5 | 100.0 |
| North Saanich – SF-All | 296.1 | 298.9 | 295.4 | 325.9 | 301.3 | 208.7 | 206.6 | 100.0 |
| Sidney – SF-All | 322.5 | 324.4 | 321.2 | 353.5 | 340.4 | 237.0 | 226.8 | 100.0 |
| Central Saanich – SF-All | 297.2 | 305.0 | 318.1 | 347.5 | 320.2 | 224.5 | 218.5 | 100.0 |
| ML Malahat & Area – SF-All | 288.2 | 289.9 | 316.7 | 341.0 | 318.0 | 205.4 | 187.0 | 100.0 |
| GI Gulf Islands – SF-All | 244.8 | 248.0 | 262.2 | 281.9 | 272.3 | 183.0 | 154.4 | 100.0 |

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





Click here to learn more

HPI or Benchmark Price
HPI
Benchmark Price

ValuePercent change

1. Area Group

VREB District Summary

2. Property Type

- Condo Apartment (Con)

3. Area/Property Type Selection

Value or percent change

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| | | Ben | chmark Price by | / Timeframe and | d Property Type | | | |
|-----------------------|---------------|-------------|-----------------|-----------------|-----------------|-------------|-------------|--------------|
| | February 2023 | 1 Month Ago | 3 Months Ago | 6 Months Ago | 12 Months Ago | 3 Years Ago | 5 Years Ago | January 2005 |
| Victoria REB – Con | \$563,300 | \$569,900 | \$579,400 | \$616,400 | \$573,000 | \$439,200 | \$390,900 | \$169,900 |
| Victoria – Con | \$547,000 | \$562,700 | \$553,200 | \$594,500 | \$549,400 | \$428,300 | \$387,000 | \$167,000 |
| Victoria West – Con | \$746,500 | \$747,600 | \$810,000 | \$831,400 | \$830,700 | \$637,200 | \$570,900 | \$231,100 |
| Oak Bay – Con | \$703,200 | \$716,800 | \$751,200 | \$818,500 | \$735,700 | \$613,200 | \$467,200 | \$234,200 |
| Esquimalt – Con | \$521,700 | \$522,000 | \$559,000 | \$562,100 | \$539,400 | \$376,200 | \$350,700 | \$152,000 |
| View Royal – Con | \$614,100 | \$620,100 | \$653,600 | \$686,000 | \$635,000 | \$448,200 | \$432,200 | \$195,700 |
| Saanich East – Con | \$562,500 | \$566,700 | \$584,600 | \$613,100 | \$559,700 | \$439,400 | \$353,200 | \$159,100 |
| Saanich West – Con | \$520,200 | \$523,600 | \$547,700 | \$562,800 | \$530,500 | \$431,700 | \$375,000 | \$143,700 |
| Sooke – Con | \$445,400 | \$459,100 | \$476,900 | \$509,600 | \$445,400 | \$294,700 | \$269,000 | \$115,000 |
| Langford – Con | \$500,200 | \$505,200 | \$532,300 | \$572,000 | \$514,200 | \$364,400 | \$333,900 | \$150,200 |
| Colwood – Con | \$513,200 | \$513,800 | \$537,100 | \$578,700 | \$529,500 | \$384,500 | \$363,300 | \$131,400 |
| North Saanich – Con | \$782,300 | \$747,000 | \$717,000 | \$798,600 | \$732,800 | \$585,100 | \$484,400 | \$285,500 |
| Sidney – Con | \$633,100 | \$607,100 | \$590,400 | \$650,900 | \$603,900 | \$475,000 | \$436,100 | \$195,500 |
| Central Saanich – Con | \$582,100 | \$565,500 | \$543,800 | \$595,500 | \$546,300 | \$453,800 | \$421,600 | \$199,200 |

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





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

- Condo Apartment (Con)

3. Area/Property Type Selection

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| | | | HPI by Timef | rame and Prope | erty Type | | | |
|-----------------------|---------------|-------------|--------------|----------------|---------------|-------------|-------------|--------------|
| | February 2023 | 1 Month Ago | 3 Months Ago | 6 Months Ago | 12 Months Ago | 3 Years Ago | 5 Years Ago | January 2005 |
| Victoria REB – Con | 331.5 | 335.4 | 341.0 | 362.8 | 337.3 | 258.5 | 230.1 | 100.0 |
| Victoria – Con | 327.5 | 336.9 | 331.3 | 356.0 | 329.0 | 256.5 | 231.7 | 100.0 |
| Victoria West – Con | 323.0 | 323.5 | 350.5 | 359.8 | 359.5 | 275.7 | 247.0 | 100.0 |
| Oak Bay – Con | 300.3 | 306.1 | 320.8 | 349.5 | 314.1 | 261.8 | 199.5 | 100.0 |
| Esquimalt – Con | 343.2 | 343.4 | 367.8 | 369.8 | 354.9 | 247.5 | 230.7 | 100.0 |
| View Royal – Con | 313.8 | 316.9 | 334.0 | 350.5 | 324.5 | 229.0 | 220.8 | 100.0 |
| Saanich East – Con | 353.6 | 356.2 | 367.4 | 385.4 | 351.8 | 276.2 | 222.0 | 100.0 |
| Saanich West – Con | 362.0 | 364.4 | 381.1 | 391.6 | 369.2 | 300.4 | 261.0 | 100.0 |
| Sooke – Con | 387.3 | 399.2 | 414.7 | 443.1 | 387.3 | 256.3 | 233.9 | 100.0 |
| Langford – Con | 333.0 | 336.4 | 354.4 | 380.8 | 342.3 | 242.6 | 222.3 | 100.0 |
| Colwood – Con | 390.6 | 391.0 | 408.8 | 440.4 | 403.0 | 292.6 | 276.5 | 100.0 |
| North Saanich – Con | 274.0 | 261.6 | 251.1 | 279.7 | 256.7 | 204.9 | 169.7 | 100.0 |
| Sidney – Con | 323.8 | 310.5 | 302.0 | 332.9 | 308.9 | 243.0 | 223.1 | 100.0 |
| Central Saanich – Con | 292.2 | 283.9 | 273.0 | 298.9 | 274.2 | 227.8 | 211.6 | 100.0 |

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





Click here to learn more

HPI or Benchmark Price
HPI
Benchmark Price

ValuePercent change

1. Area Group

VREB District Summary

2. Property Type– Townhouse (Twn)

3. Area/Property Type Selection

Value or percent change

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| | | Ben | chmark Price by | / Timeframe and | d Property Type | | | |
|-------------------------|---------------|-------------|-----------------|-----------------|-----------------|-------------|-------------|--------------|
| | February 2023 | 1 Month Ago | 3 Months Ago | 6 Months Ago | 12 Months Ago | 3 Years Ago | 5 Years Ago | January 2005 |
| Victoria REB – Twn | \$763,500 | \$785,100 | \$798,400 | \$837,000 | \$759,500 | \$559,600 | \$520,600 | \$258,200 |
| Victoria – Twn | \$883,600 | \$920,300 | \$913,800 | \$942,300 | \$847,900 | \$673,700 | \$633,400 | \$295,200 |
| Victoria West – Twn | \$865,300 | \$885,200 | \$903,000 | \$920,500 | \$804,500 | \$638,500 | \$560,000 | \$219,500 |
| Esquimalt – Twn | \$749,100 | \$762,500 | \$790,900 | \$823,500 | \$708,900 | \$507,900 | \$474,500 | \$213,400 |
| View Royal – Twn | \$785,100 | \$790,500 | \$813,200 | \$854,800 | \$737,400 | \$562,600 | \$559,400 | \$244,300 |
| Saanich East – Twn | \$859,300 | \$881,200 | \$905,800 | \$953,700 | \$875,600 | \$631,900 | \$588,000 | \$321,500 |
| Saanich West – Twn | \$742,800 | \$766,200 | \$783,300 | \$824,800 | \$777,500 | \$552,500 | \$506,300 | \$254,800 |
| Sooke – Twn | \$670,700 | \$687,500 | \$694,400 | \$731,000 | \$653,300 | \$469,400 | \$434,100 | \$240,700 |
| Langford – Twn | \$697,000 | \$719,700 | \$727,100 | \$764,800 | \$692,100 | \$513,900 | \$472,800 | \$232,300 |
| Colwood – Twn | \$756,900 | \$778,200 | \$783,000 | \$828,400 | \$746,500 | \$554,200 | \$519,600 | \$288,500 |
| Sidney – Twn | \$769,100 | \$781,500 | \$814,300 | \$863,100 | \$815,200 | \$563,500 | \$506,100 | \$245,700 |
| Central Saanich – Twn | \$671,500 | \$691,600 | \$710,300 | \$756,200 | \$698,900 | \$479,600 | \$429,500 | \$212,000 |
| ML Malahat & Area – Twn | \$720,000 | \$749,700 | \$748,900 | \$792,000 | \$730,100 | \$463,200 | \$413,000 | \$201,100 |
| GI Gulf Islands – Twn | \$678,900 | \$697,400 | \$720,700 | \$751,900 | \$713,500 | \$459,700 | \$401,600 | \$221,100 |

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





Click here to learn more

HPI or Benchmark Price

HPI

Ŏ Benchmark Price

● Value

Percent change

Value or percent change

1. Area Group

VREB District Summary

2. Property Type– Townhouse (Twn)

3. Area/Property Type Selection

ΑII

| | | | HPI by Timef | rame and Prope | erty Type | | | |
|-------------------------|---------------|-------------|--------------|----------------|---------------|-------------|-------------|--------------|
| | February 2023 | 1 Month Ago | 3 Months Ago | 6 Months Ago | 12 Months Ago | 3 Years Ago | 5 Years Ago | January 2005 |
| Victoria REB – Twn | 295.7 | 304.1 | 309.2 | 324.2 | 294.2 | 216.7 | 201.6 | 100.0 |
| Victoria – Twn | 299.3 | 311.8 | 309.6 | 319.2 | 287.2 | 228.2 | 214.6 | 100.0 |
| Victoria West – Twn | 394.2 | 403.3 | 411.4 | 419.4 | 366.5 | 290.9 | 255.1 | 100.0 |
| Esquimalt – Twn | 351.0 | 357.3 | 370.6 | 385.9 | 332.2 | 238.0 | 222.4 | 100.0 |
| View Royal – Twn | 321.4 | 323.6 | 332.9 | 349.9 | 301.8 | 230.3 | 229.0 | 100.0 |
| Saanich East – Twn | 267.3 | 274.1 | 281.7 | 296.6 | 272.3 | 196.5 | 182.9 | 100.0 |
| Saanich West – Twn | 291.5 | 300.7 | 307.4 | 323.7 | 305.1 | 216.8 | 198.7 | 100.0 |
| Sooke – Twn | 278.6 | 285.6 | 288.5 | 303.7 | 271.4 | 195.0 | 180.3 | 100.0 |
| Langford – Twn | 300.0 | 309.8 | 313.0 | 329.2 | 297.9 | 221.2 | 203.5 | 100.0 |
| Colwood – Twn | 262.4 | 269.7 | 271.4 | 287.1 | 258.8 | 192.1 | 180.1 | 100.0 |
| Sidney – Twn | 313.0 | 318.1 | 331.4 | 351.3 | 331.8 | 229.3 | 206.0 | 100.0 |
| Central Saanich – Twn | 316.7 | 326.2 | 335.0 | 356.7 | 329.7 | 226.2 | 202.6 | 100.0 |
| ML Malahat & Area – Twn | 358.0 | 372.8 | 372.4 | 393.8 | 363.1 | 230.3 | 205.4 | 100.0 |
| GI Gulf Islands – Twn | 307.1 | 315.4 | 326.0 | 340.1 | 322.7 | 207.9 | 181.6 | 100.0 |

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





Click here to learn more

1. Area Group

VREB Area Summary

HPI or Benchmark Price

- Single Family-All (SF-All)

O HPI

Benchmark Price

2. Property Type

Adding labels

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

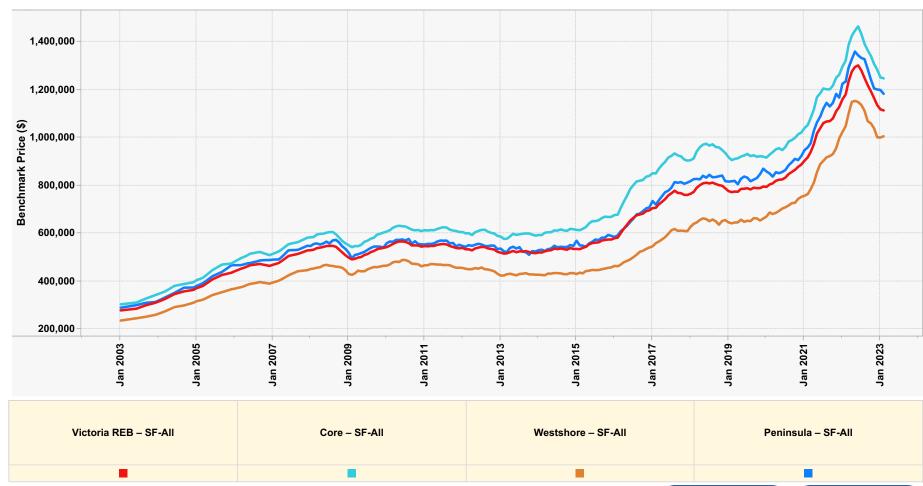
3. Area/Property Type Selection

Multiple values

Benchmark Price Performance over Time

Select Date Range:

All values



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





Click here to learn more

1. Area Group

VREB Area Summary

HPI or Benchmark Price

○ HPI

Benchmark Price

Adding labels

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

2. Property Type

- Condo Apartment (Con)

3. Area/Property Type Selection

Αl

Benchmark Price Performance over Time

Select Date Range:

All values



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





Click here to learn more

1. Area Group

VREB Area Summary

HPI or Benchmark Price ○ HPI

Benchmark Price

2. Property Type

- Townhouse (Twn)

Adding labels

3. Area/Property Type Selection

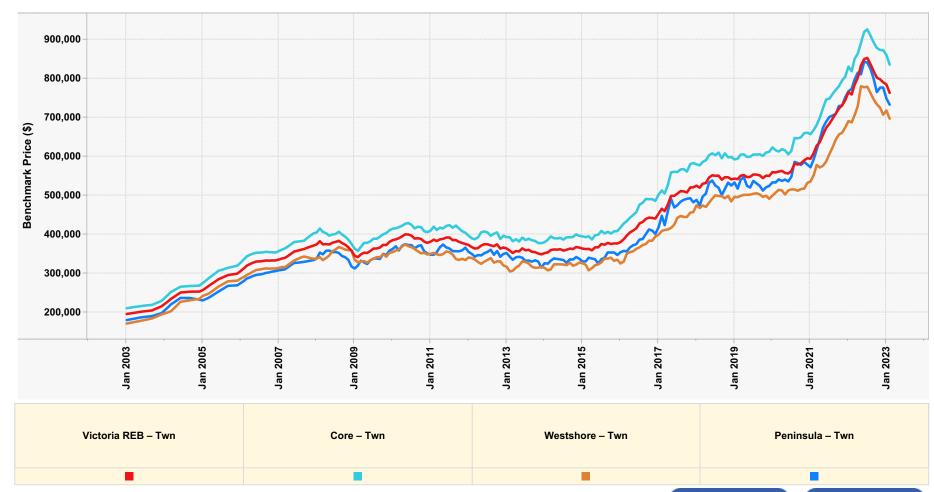
Hold Ctrl (Cmd) and select points on the chart to show multiple date/value labels

Multiple values

Benchmark Price Performance over Time

Select Date Range:

All values



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





Click here to learn more

1. Area Group VREB Area Summary HPI or Benchmark Price
HPI
Benchmark Price

Adding labels

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

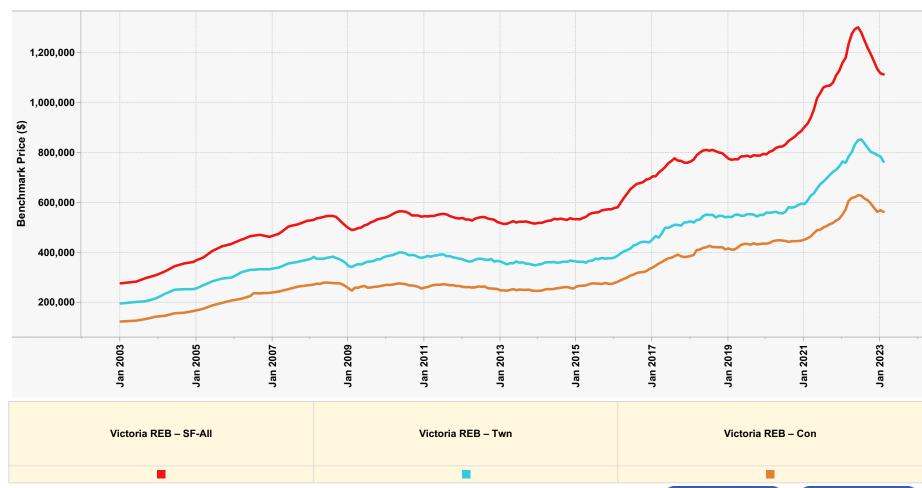
2. Property Type Multiple values

3. Area/Property Type Selection Multiple values

Benchmark Price Performance over Time

Select Date Range:

All values



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





Residential Waterfront Properties Integrated Into Their Own Districts

| District | Units | Total Volume |
|------------------------------|-------|---------------|
| esidential | | |
| Single Family Detached | | |
| Greater Victoria | | |
| Victoria / Victoria Wes | st 25 | \$37,182,550 |
| Oak Bay | 11 | \$21,585,000 |
| Esquimalt | 6 | \$5,674,000 |
| View Royal | 8 | \$7,893,288 |
| Saanich East | 42 | \$55,635,672 |
| Saanich West | 13 | \$15,076,788 |
| Central Saanich | 11 | \$11,900,700 |
| North Saanich | 16 | \$29,514,500 |
| Sidney | 6 | \$6,429,000 |
| Highlands | 1 | \$1,228,000 |
| Colwood | 15 | \$15,901,950 |
| Langford | 33 | \$37,304,695 |
| Sooke | 19 | \$19,291,525 |
| Gulf Islands | 7 | \$9,152,500 |
| Total Greater Victoria | 213 | \$273,770,168 |
| Other Areas | | |
| Malahat & Area | 7 | \$6,275,095 |
| Total Other Areas | 7 | \$6,275,095 |
| Total Single Family Detached | 220 | \$280,045,263 |
| Condo Apartment | | |
| Greater Victoria | | |
| Victoria / Victoria Wes | st 79 | \$47,185,149 |
| Oak Bay | 6 | \$4,109,000 |
| Esquimalt | 13 | \$6,157,600 |
| View Royal | 5 | \$3,047,800 |
| Saanich East | 14 | \$8,197,800 |
| Saanich West | 10 | \$4,897,400 |
| Central Saanich | 2 | \$1,020,000 |
| North Saanich | 1 | \$1,120,000 |
| Sidney | 16 | \$9,813,000 |
| Colwood | 2 | \$1,229,800 |
| Langford | 12 | \$6,030,400 |
| Gulf Islands | 1 | \$415,000 |
| | | *** *** |
| Total Greater Victoria | 161 | \$93,222,949 |



| Residentiai | waterront | Properties | integrated | Into | ıneır | Own | DISTRICTS | |
|-------------|-----------|------------|------------|------|-------|-----|-----------|---|
| | | | | | | | | - |

| District | Units | Total Volume |
|---------------------------------|-------|-------------------|
| Row/Townhouse | | |
| Greater Victoria | | |
| Victoria / Victoria West | 6 | \$5,701,400 |
| Esquimalt | 2 | \$1,355,000 |
| View Royal | 3 | \$2,372,000 |
| Saanich East | 8 | \$6,707,600 |
| Central Saanich | 2 | \$1,635,000 |
| Sidney | 1 | \$1,000,000 |
| Colwood | 4 | \$2,520,395 |
| Langford | 13 | \$10,452,702 |
| Sooke | 3 | \$1,761,000 |
| Gulf Islands | 2 | \$1,315,000 |
| Total Greater Victoria | 44 | \$34,820,097 |
| Other Areas | | |
| Malahat & Area | 1 | \$645,000 |
| Total Other Areas | 1 | \$645,000 |
| Total Row/Townhouse | 45 | \$35,465,097 |
| Manufactured Home | | |
| Greater Victoria | | |
| View Royal | 1 | \$385,000 |
| Central Saanich | 4 | \$1,717,000 |
| Sooke | 3 | \$1,010,000 |
| Total Greater Victoria | 8 | \$3,112,000 |
| Other Areas | J | +-,- - ,++ |
| Malahat & Area | 2 | \$442,500 |
| Total Other Areas | 2 | \$442,500 |
| Total Manufactured Home | 10 | \$3,554,500 |
| Total Residential | 436 | \$412,287,809 |
| | | |



Residential Waterfront Properties Integrated Into Their Own Districts

| District | Units | Total Volume |
|-------------------------------|-------|---------------|
| Other Property | | |
| ● Lots & Acreage | | |
| Greater Victoria | | |
| Saanich East | 2 | \$1,850,000 |
| Saanich West | 1 | \$620,000 |
| Sooke | 1 | \$420,000 |
| Gulf Islands | 2 | \$1,430,000 |
| Total Greater Victoria | 6 | \$4,320,000 |
| Total Lots & Acreage | 6 | \$4,320,000 |
| Other Commercial Properties | 18 | \$5,249,652 |
| Grand Totals | 460 | \$421,857,461 |
| | | |

| | District | Units | Total Volum |
|-------------------------|----------------------------|-------|-----------------------|
| Residen | tial | | |
| Singl | le Family Detached | | |
| | Greater Victoria | | |
| | Victoria | 21 | \$28,067,050 |
| | Victoria West | 3 | \$2,665,500 |
| | Oak Bay | 10 | \$16,885,000 |
| | Esquimalt | 6 | \$5,674,000 |
| | View Royal | 7 | \$6,618,288 |
| | Saanich East | 42 | \$55,635,672 |
| | Saanich West | 13 | \$15,076,788 |
| | Central Saanich | 10 | \$9,350,700 |
| | North Saanich | 13 | \$19,484,500 |
| | Sidney | 6 | \$6,429,000 |
| | Highlands | 1 | \$1,228,000 |
| | Colwood | 15 | \$15,901,950 |
| | Langford | 31 | \$35,975,195 |
| | Sooke | 19 | \$19,291,525 |
| | Gulf Islands | 4 | \$4,655,000 |
| | Waterfront (all districts) | 12 | \$30,832,000 |
| Т | Total Greater Victoria | 213 | \$273,770,168 |
| | Other Areas | | ,, |
| | Malahat & Area | 7 | \$6,275,095 |
| т | Total Other Areas | 7 | \$6,275,095 |
| | Single Family Detached | 220 | \$280,045,263 |
| | | 220 | φ 2 00,043,203 |
| | lo Apartment | | |
| C | Greater Victoria | | |
| | Victoria | 65 | \$35,423,999 |
| | Victoria West | 10 | \$7,836,250 |
| | Oak Bay | 6 | \$4,109,000 |
| | Esquimalt | 12 | \$5,497,700 |
| | View Royal | 5 | \$3,047,800 |
| | Saanich East | 14 | \$8,197,800 |
| | Saanich West | 9 | \$4,407,400 |
| | Central Saanich | 2 | \$1,020,000 |
| | Sidney | 15 | \$9,383,000 |
| | Colwood | 2 | \$1,229,800 |
| | Langford | 12 | \$6,030,400 |
| | Gulf Islands | 1 | \$415,000 |
| | Waterfront (all districts) | 8 | \$6,624,800 |
| T | Total Greater Victoria | 161 | \$93,222,949 |
| Total (| Condo Apartment | 161 | \$93,222,949 |



| District | Units | Total Volume |
|---------------------------------|-------|---------------------------------------|
| Row/Townhouse | | |
| Greater Victoria | | |
| Victoria | 6 | \$5,701,400 |
| Esquimalt | 2 | \$1,355,000 |
| View Royal | 3 | \$2,372,000 |
| Saanich East | 8 | \$6,707,600 |
| Central Saanich | 1 | \$600,000 |
| Sidney | 1 | \$1,000,000 |
| Colwood | 4 | \$2,520,395 |
| Langford | 13 | \$10,452,702 |
| Sooke | 3 | \$1,761,000 |
| Gulf Islands | 2 | \$1,315,000 |
| Waterfront (all districts) | 1 | \$1,035,000 |
| Total Greater Victoria | 44 | \$34,820,097 |
| Other Areas | | |
| Malahat & Area | 1 | \$645,000 |
| Total Other Areas | 1 | \$645,000 |
| Total Row/Townhouse | 45 | \$35,465,097 |
| Manufactured Home | | |
| Greater Victoria | | |
| View Royal | 1 | \$385,000 |
| Central Saanich | 4 | \$1,717,000 |
| Sooke | 3 | \$1,010,000 |
| Total Greater Victoria | 8 | \$3,112,000 |
| Other Areas | | , , , , , , , , , , , , , , , , , , , |
| Malahat & Area | 2 | \$442,500 |
| Total Other Areas | 2 | \$442,500 |
| Total Manufactured Home | 10 | \$3,554,500 |
| otal Residential | 436 | \$412,287,809 |



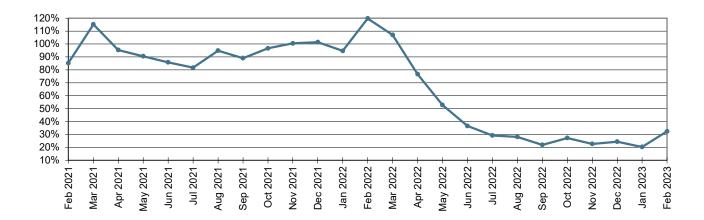
Monthly Sales Summary (Mark II)

February 2023

Waterfront Properties Segregated Into a 'Waterfront' District

| District | Units | Total Volume |
|-----------------------------|-------|---------------|
| Other Property | | |
| ● Lots & Acreage | | |
| Greater Victoria | | |
| Saanich East | 2 | \$1,850,000 |
| Saanich West | 1 | \$620,000 |
| Sooke | 1 | \$420,000 |
| Gulf Islands | 2 | \$1,430,000 |
| Total Greater Victoria | 6 | \$4,320,000 |
| Total Lots & Acreage | 6 | \$4,320,000 |
| Other Commercial Properties | 18 | \$5,249,652 |
| Grand Totals | 460 | \$421,857,461 |
| Grand Totals | 460 | \$421,857,461 |

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



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)

| | C This Year | current Month Last Year | % Change | This Year | ear To Date Last Year | % Change |
|------------------------------|-----------------|--------------------------|----------------|---------------|--------------------------|------------|
| Single Family - Resident | | Lust real | 70 Onlango | 1110 1041 | Lust roui | 70 Onlange |
| | | 220 | 40.0/ | 520 | F40 | 2.0/ |
| Units Listed Units Sold | 278 | 330 | -16 % | 530 | 549 | -3 % |
| | 165 | 251 | -34 % | 253 | 398 | -36 % |
| Sell/List Ratio | 59 % | 76 % | 44.0/ | 48 % | 72 % | 44.0/ |
| Sales Dollars | \$204,065,318 | \$345,553,606 | -41 % | \$308,065,229 | \$549,962,172 | -44 % |
| Average Price / Unit | \$1,236,760 | \$1,376,708 | -10 % | \$1,217,649 | \$1,381,815 | -12 % |
| Price Ratio | 97 % 37 | 108 % | 206 % | 97 % 43 | 108 % | 000.0/ |
| Days To Sell | 499 | 12 197 | 206 % 153 % | 43 | 13 | 226 % |
| Active Listings at Month End | 499 | 197 | 153 % | | | |
| Single Family - Resident | tial Waterfront | | | | | |
| Units Listed | 30 | 29 | 3 % | 57 | 44 | 30 % |
| Units Sold | 11 | 13 | -15 % | 19 | 23 | -17 % |
| Sell/List Ratio | 37 % | 45 % | | 33 % | 52 % | |
| Sales Dollars | \$30,547,000 | \$31,671,750 | -4 % | \$45,527,000 | \$54,134,750 | -16 % |
| Average Price / Unit | \$2,777,000 | \$2,436,288 | 14 % | \$2,396,158 | \$2,353,685 | 2 % |
| Price Ratio | 93 % | 102 % | | 92 % | 101 % | |
| Days To Sell | 41 | 67 | -38 % | 60 | 49 | 22 % |
| Active Listings at Month End | 90 | 47 | 91 % | | | |
| Single Family - Resident | tial Acreage | | | | | |
| Units Listed | 39 | 33 | 18 % | 74 | 50 | 48 % |
| Units Sold | 18 | 22 | -18 % | 29 | 27 | 7 % |
| Sell/List Ratio | 46 % | 67 % | | 39 % | 54 % | |
| Sales Dollars | \$21,444,000 | \$33,839,250 | -37 % | \$39,076,000 | \$42,691,600 | -8 % |
| Average Price / Unit | \$1,191,333 | \$1,538,148 | -23 % | \$1,347,448 | \$1,581,170 | -15 % |
| Price Ratio | 95 % | 102 % | | 94 % | 100 % | |
| Days To Sell | 96 | 32 | 199 % | 80 | 35 | 129 % |
| Active Listings at Month End | 98 | 40 | 145 % | | | |
| Condo Apartment | | | | | | |
| Units Listed | 244 | 310 | -21 % | 511 | 556 | -8 % |
| Units Sold | 161 | 267 | -40 % | 262 | 455 | -42 % |
| Sell/List Ratio | 66 % | 86 % | | 51 % | 82 % | |
| Sales Dollars | \$93,222,949 | \$181,256,226 | -49 % | \$154,497,752 | \$309,802,864 | -50 % |
| Average Price / Unit | \$579,025 | \$678,862 | -15 % | \$589,686 | \$680,885 | -13 % |
| Price Ratio | 98 % | 104 % | | 97 % | 104 % | |
| Days To Sell | 36 | 17 | 107 % | 38 | 18 | 109 % |
| Active Listings at Month End | 411 | 186 | 121 % | | | |



| | C This Year | urrent Month Last Year | % Change | Y This Year | ear To Date Last Year | % Change |
|------------------------------|----------------|---------------------------|----------|----------------|--------------------------|----------|
| Row/Townhouse | | | | | | |
| Units Listed | 96 | 81 | 19 % | 175 | 149 | 17 % |
| Units Sold | 45 | 80 | -44 % | 82 | 142 | -42 % |
| Sell/List Ratio | 47 % | 99 % | | 47 % | 95 % | |
| Sales Dollars | \$35,465,097 | \$74,092,597 | -52 % | \$59,971,601 | \$128,197,575 | -53 % |
| Average Price / Unit | \$788,113 | \$926,157 | -15 % | \$731,361 | \$902,800 | -19 % |
| Price Ratio | 99 % | 106 % | | 99 % | 106 % | |
| Days To Sell | 49 | 16 | 213 % | 41 | 21 | 95 % |
| Active Listings at Month End | 172 | 32 | 438 % | | | |
| Half Duplex (Up and Dov | wn) | | | | | |
| Units Listed | 3 | 2 | 50 % | 3 | 2 | 50 % |
| Units Sold | 0 | 0 | % | 0 | 1 | -100 % |
| Sell/List Ratio | % | % | | 0 % | 50 % | |
| Sales Dollars | \$0 | \$0 | % | \$0 | \$1,784,000 | -100 % |
| Average Price / Unit | | | % | | \$1,784,000 | % |
| Price Ratio | % | % | | % | 95 % | |
| Days To Sell | | | % | | 408 | % |
| Active Listings at Month End | 2 | 3 | -33 % | | | |
| Half Duplex (Side by Sid | le) | | | | | |
| Units Listed | 19 | 25 | -24 % | 34 | 39 | -13 % |
| Units Sold | 22 | 14 | 57 % | 31 | 27 | 15 % |
| Sell/List Ratio | 116 % | 56 % | | 91 % | 69 % | |
| Sales Dollars | \$19,772,945 | \$12,886,000 | 53 % | \$27,778,663 | \$24,690,895 | 13 % |
| Average Price / Unit | \$898,770 | \$920,429 | -2 % | \$896,086 | \$914,478 | -2 % |
| Price Ratio | 100 % | 109 % | | 100 % | 108 % | |
| Days To Sell | 26 | 9 | 192 % | 31 | 18 | 73 % |
| Active Listings at Month End | 22 | 18 | 22 % | | | |
| Half Duplex (Front and E | Back) | | | | | |
| Units Listed | 1 | 3 | -67 % | 4 | 5 | -20 % |
| Units Sold | 1 | 1 | 0 % | 3 | 1 | 200 % |
| Sell/List Ratio | 100 % | 33 % | | 75 % | 20 % | |
| Sales Dollars | \$1,160,000 | \$611,000 | 90 % | \$2,848,100 | \$611,000 | 366 % |
| Average Price / Unit | \$1,160,000 | \$611,000 | 90 % | \$949,367 | \$611,000 | 55 % |
| Price Ratio | 99 % | 111 % | | 98 % | 111 % | |
| Days To Sell | 30 | 13 | 131 % | 30 | 13 | 128 % |
| Active Listings at Month End | 3 | 1 | 200 % | | | |



Includes All MLS® Property Types Produced: 01-Mar-2023

| | C This Year | urrent Month Last Year | % Change | Y This Year | ear To Date Last Year | % Change |
|------------------------------|----------------|---------------------------|-----------|----------------|--------------------------|-----------|
| Desmosticus | Tills Teal | Last Teal | 76 Change | Tilis Teal | Last Teal | /o Change |
| Recreational | | | | | | |
| Units Listed | 2 | 3 | -33 % | 4 | 4 | 0 % |
| Units Sold | 1 | 1 | 0 % | 2 | 2 | 0 % |
| Sell/List Ratio | 50 % | 33 % | | 50 % | 50 % | |
| Sales Dollars | \$285,000 | \$875,000 | -67 % | \$357,500 | \$964,250 | -63 % |
| Average Price / Unit | \$285,000 | \$875,000 | -67 % | \$178,750 | \$482,125 | -63 % |
| Price Ratio | 95 % | 92 % | | 96 % | 92 % | |
| Days To Sell | 58 | 113 | -49 % | 47 | 83 | -44 % |
| Active Listings at Month End | 8 | 8 | 0 % | | | |
| Manufactured Home | | | | | | |
| Units Listed | 11 | 19 | -42 % | 27 | 34 | -21 % |
| Units Sold | 10 | 11 | -9 % | 15 | 26 | -42 % |
| Sell/List Ratio | 91 % | 58 % | | 56 % | 76 % | |
| Sales Dollars | \$3,554,500 | \$3,256,600 | 9 % | \$5,189,500 | \$8,906,400 | -42 % |
| Average Price / Unit | \$355,450 | \$296,055 | 20 % | \$345,967 | \$342,554 | 1 % |
| Price Ratio | 96 % | 98 % | | 95 % | 99 % | |
| Days To Sell | 69 | 37 | 85 % | 74 | 36 | 102 % |
| Active Listings at Month End | 40 | 25 | 60 % | | | |
| Residential Lots | | | | | | |
| Units Listed | 27 | 30 | -10 % | 52 | 45 | 16 % |
| Units Sold | 4 | 17 | -76 % | 5 | 31 | -84 % |
| Sell/List Ratio | 15 % | 57 % | | 10 % | 69 % | |
| Sales Dollars | \$2,650,000 | \$8,186,900 | -68 % | \$3,325,000 | \$17,746,196 | -81 % |
| Average Price / Unit | \$662,500 | \$481,582 | 38 % | \$665,000 | \$572,458 | 16 % |
| Price Ratio | 94 % | 99 % | | 95 % | 99 % | |
| Days To Sell | 120 | 19 | 539 % | 96 | 29 | 229 % |
| Active Listings at Month End | 90 | 34 | 165 % | | | |
| Residential Lots - Water | front | | | | | |
| Units Listed | 3 | 5 | -40 % | 4 | 7 | -43 % |
| Units Sold | 1 | 1 | 0 % | 1 | 1 | 0 % |
| Sell/List Ratio | 33 % | 20 % | | 25 % | 14 % | |
| Sales Dollars | \$1,250,000 | \$2,300,000 | -46 % | \$1,250,000 | \$2,300,000 | -46 % |
| Average Price / Unit | \$1,250,000 | \$2,300,000 | -46 % | \$1,250,000 | \$2,300,000 | -46 % |
| Price Ratio | 93 % | 92 % | | 93 % | 92 % | |
| Days To Sell | 21 | 6 | 250 % | 21 | 6 | 250 % |
| Active Listings at Month End | 12 | 7 | 71 % | | | |



| | C This Year | urrent Month Last Year | % Change | Y This Year | ear To Date Last Year | % Change |
|------------------------------|----------------|---------------------------|----------|----------------|--------------------------|----------|
| Residential Acreage | | | J | | | J |
| Units Listed | 5 | 6 | -17 % | 14 | 22 | -36 % |
| Units Sold | 1 | 8 | -88 % | 3 | 12 | -75 % |
| Sell/List Ratio | 20 % | 133 % | | 21 % | 55 % | |
| Sales Dollars | \$420,000 | \$5,546,000 | -92 % | \$3,431,000 | \$7,915,400 | -57 % |
| Average Price / Unit | \$420,000 | \$693,250 | -39 % | \$1,143,667 | \$659,617 | 73 % |
| Price Ratio | 84 % | 98 % | | 99 % | 98 % | |
| Days To Sell | 187 | 115 | 63 % | 93 | 93 | 0 % |
| Active Listings at Month End | 49 | 30 | 63 % | | | |
| Residential Acreage - W | aterfront | | | | | |
| Units Listed | 4 | 2 | 100 % | 4 | 3 | 33 % |
| Units Sold | 0 | 3 | -100 % | 1 | 3 | -67 % |
| Sell/List Ratio | % | 150 % | | 25 % | 100 % | |
| Sales Dollars | \$0 | \$2,014,000 | -100 % | \$2,750,000 | \$2,014,000 | 37 % |
| Average Price / Unit | | \$671,333 | % | \$2,750,000 | \$671,333 | 310 % |
| Price Ratio | % | 96 % | | 92 % | 96 % | |
| Days To Sell | | 134 | % | 57 | 134 | -57 % |
| Active Listings at Month End | 21 | 3 | 600 % | | | |
| Revenue - Duplex/Triple | ΣX | | | | | |
| Units Listed | 2 | 8 | -75 % | 8 | 15 | -47 % |
| Units Sold | 2 | 7 | -71 % | 3 | 9 | -67 % |
| Sell/List Ratio | 100 % | 88 % | | 38 % | 60 % | |
| Sales Dollars | \$2,771,000 | \$10,350,000 | -73 % | \$4,371,000 | \$13,406,000 | -67 % |
| Average Price / Unit | \$1,385,500 | \$1,478,571 | -6 % | \$1,457,000 | \$1,489,556 | -2 % |
| Price Ratio | 94 % | 109 % | | 92 % | 110 % | |
| Days To Sell | 31 | 12 | 149 % | 57 | 11 | 410 % |
| Active Listings at Month End | 6 | 6 | 0 % | | | |
| Revenue - Multi Units | | | | | | |
| Units Listed | 1 | 9 | -89 % | 8 | 17 | -53 % |
| Units Sold | 1 | 0 | % | 1 | 3 | -67 % |
| Sell/List Ratio | 100 % | % | | 13 % | 18 % | |
| Sales Dollars | \$1,200,000 | \$0 | % | \$1,200,000 | \$4,030,000 | -70 % |
| Average Price / Unit | \$1,200,000 | | % | \$1,200,000 | \$1,343,333 | -11 % |
| Price Ratio | 92 % | % | | 92 % | 102 % | |
| Days To Sell | 21 | | % | 21 | 128 | -84 % |
| Active Listings at Month End | 19 | 13 | 46 % | | | |



| | C | urrent Month | 0/ 01 | | ear To Date | a. a. |
|------------------------------|-------------|--------------|----------|-------------|--------------|----------|
| | This Year | Last Year | % Change | This Year | Last Year | % Change |
| Revenue - Apartment BI | ock | | | | | |
| Units Listed | 0 | 0 | % | 0 | 0 | % |
| Units Sold | 0 | 0 | % | 0 | 0 | % |
| Sell/List Ratio | % | % | | % | % | |
| Sales Dollars | \$0 | \$0 | % | \$0 | \$0 | % |
| Average Price / Unit | | | % | | | % |
| Price Ratio | % | % | | % | % | |
| Days To Sell | | | % | | | % |
| Active Listings at Month End | 0 | 0 | % | | | |
| Revenue - Commercial | | | | | | |
| Units Listed | 4 | 4 | 0 % | 17 | 15 | 13 % |
| Units Sold | 4 | 6 | -33 % | 7 | 10 | -30 % |
| Sell/List Ratio | 100 % | 150 % | | 41 % | 67 % | |
| Sales Dollars | \$2,271,500 | \$9,003,700 | -75 % | \$3,981,500 | \$12,972,212 | -69 % |
| Average Price / Unit | \$567,875 | \$1,500,617 | -62 % | \$568,786 | \$1,297,221 | -56 % |
| Price Ratio | 91 % | 97 % | | 94 % | 98 % | |
| Days To Sell | 57 | 44 | 29 % | 58 | 42 | 40 % |
| Active Listings at Month End | 33 | 23 | 43 % | | | |
| Revenue - Industrial | | | | | | |
| Units Listed | 3 | 7 | -57 % | 6 | 12 | -50 % |
| Units Sold | 2 | 6 | -67 % | 2 | 7 | -71 % |
| Sell/List Ratio | 67 % | 86 % | | 33 % | 58 % | |
| Sales Dollars | \$1,325,000 | \$3,740,000 | -65 % | \$1,325,000 | \$6,715,000 | -80 % |
| Average Price / Unit | \$662,500 | \$623,333 | 6 % | \$662,500 | \$959,286 | -31 % |
| Price Ratio | 93 % | 99 % | | 93 % | 100 % | |
| Days To Sell | 198 | 8 | 2421 % | 198 | 19 | 932 % |
| Active Listings at Month End | 15 | 16 | -6 % | | | |
| Business with Land & B | uilding | | | | | |
| Units Listed | 2 | 2 | 0 % | 2 | 3 | -33 % |
| 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 | 4 | 6 | -33 % | | | |



| | | Current Month | 0/ Change | | ear To Date | 0/ Chama |
|------------------------------|-----------|---------------|------------------|-------------|-------------|-----------------|
| | This Year | Last Year | % Change | This Year | Last Year | % Change |
| Business Only | | | | | | |
| Units Listed | 15 | 10 | 50 % | 28 | 18 | 56 % |
| Units Sold | 4 | 3 | 33 % | 8 | 4 | 100 % |
| Sell/List Ratio | 27 % | 30 % | | 29 % | 22 % | |
| Sales Dollars | \$453,000 | \$575,000 | -21 % | \$1,198,000 | \$805,000 | 49 % |
| Average Price / Unit | \$113,250 | \$191,667 | -41 % | \$149,750 | \$201,250 | -26 % |
| Price Ratio | 92 % | 93 % | | 93 % | 90 % | |
| Days To Sell | 155 | 75 | 107 % | 130 | 81 | 60 % |
| Active Listings at Month End | 58 | 45 | 29 % | | | |
| Motel/Hotel | | | | | | |
| Units Listed | 0 | 0 | % | 0 | 0 | % |
| Units Sold | 0 | 0 | % | 0 | 0 | % |
| Sell/List Ratio | % | % | | % | % | |
| 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 | 10 | 8 | 25 % | 27 | 17 | 59 % |
| Units Sold | 4 | 3 | 33 % | 8 | 4 | 100 % |
| Sell/List Ratio | 40 % | 38 % | | 30 % | 24 % | |
| Sales Dollars | \$79 | \$69,966 | -100 % | \$154 | \$69,980 | -100 % |
| Average Price / Unit | \$20 | \$23,322 | -100 % | \$19 | \$17,495 | -100 % |
| Price Ratio | 111 % | 106008 % | | 104 % | 86932 % | |
| Days To Sell | 171 | 95 | 80 % | 119 | 82 | 45 % |
| Active Listings at Month End | 71 | 51 | 39 % | | | |
| Lease - Retail | | | | | | |
| Units Listed | 6 | 3 | 100 % | 10 | 10 | 0 % |
| Units Sold | 1 | 3 | -67 % | 1 | 4 | -75 % |
| Sell/List Ratio | 17 % | 100 % | | 10 % | 40 % | |
| Sales Dollars | \$25 | \$91 | -73 % | \$25 | \$106 | -76 % |
| Average Price / Unit | \$25 | \$30 | -18 % | \$25 | \$27 | -6 % |
| Price Ratio | 100 % | 97 % | | 100 % | 97 % | |
| Days To Sell | 70 | 64 | 9 % | 70 | 61 | 16 % |
| Active Listings at Month End | 49 | 34 | 44 % | | | |



| | C This Year | urrent Month Last Year | % Change | Y€ This Year | ear To Date Last Year | % Change |
|------------------------------|----------------|---------------------------|----------|-----------------|--------------------------|----------|
| Lease - Warehouse | | | | | | |
| Units Listed | 0 | 0 | % | 0 | 0 | % |
| Units Sold | 0 | 0 | % | 0 | 0 | % |
| Sell/List Ratio | % | % | | % | % | |
| 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 | 5 | 0 | % | 14 | 2 | 600 % |
| Units Sold | 2 | 0 | % | 2 | 0 | % |
| Sell/List Ratio | 40 % | % | | 14 % | 0 % | |
| Sales Dollars | \$48 | \$0 | % | \$48 | \$0 | % |
| Average Price / Unit | \$24 | | % | \$24 | | % |
| Price Ratio | 2 % | % | | 2 % | % | |
| Days To Sell | 24 | | % | 24 | | % |
| Active Listings at Month End | 23 | 4 | 475 % | | | |
| Lease - Other | | | | | | |
| Units Listed | 1 | 0 | % | 2 | 0 | % |
| 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 | 4 | 4 | 0 % | | | |
| Commercial Land | | | | | | |
| Units Listed | 0 | 3 | -100 % | 1 | 6 | -83 % |
| Units Sold | 0 | 1 | -100 % | 0 | 2 | -100 % |
| Sell/List Ratio | % | 33 % | | 0 % | 33 % | |
| Sales Dollars | \$0 | \$11,850,000 | -100 % | \$0 | \$18,025,000 | -100 % |
| Average Price / Unit | | \$11,850,000 | % | | \$9,012,500 | % |
| Price Ratio | % | 99 % | | % | 99 % | |
| Days To Sell | | 56 | % | | 131 | % |
| Active Listings at Month End | 10 | 16 | -38 % | | | |



Monthly Comparative Activity By Property Type

February 2023

Includes All MLS® Property Types Produced: 01-Mar-2023

| | Current Month | | | , | Year To Date | | |
|------------------------------|---------------|---------------|----------|---------------|-----------------|----------|--|
| | This Year | Last Year | % Change | This Year | Last Year | % Change | |
| Grand Totals | | | | | | | |
| Units Listed | 811 | 932 | -13 % | 1616 | 1624 | 0 % | |
| Units Sold | 460 | 718 | -36 % | 738 | 1192 | -38 % | |
| Sell/List Ratio | 57 % | 77 % | | 46 % | 73 % | | |
| Sales Dollars | \$421,857,461 | \$737,677,686 | -43 % | \$666,143,072 | \$1,207,744,400 | -45 % | |
| Average Price / Unit | \$917,081 | \$1,027,406 | -11 % | \$902,633 | \$1,013,208 | -11 % | |
| Price Ratio | 97 % | 106 % | | 97 % | 105 % | | |
| Days To Sell | 44 | 19 | 128 % | 46 | 21 | 117 % | |
| Active Listings at Month End | 1809 | 849 | 113 % | | | | |