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Another Busy Month for the Victoria Real Estate Market

April 1, 2015, Victoria BC – The Victoria Real Estate Board today released its report on real estate activity in the Victoria area for March 2015. A total of 734 properties sold in the Victoria region this March, a 27.7% increase compared to the 575 properties sold in the same month last year.

“We saw 393 single family homes in the region sell in the month of March. The last time we saw numbers this high in March was in 2010 when 414 single family homes sold,” Victoria Real Estate Board President Guy Crozier says. “And though we see sales numbers have increased compared to last year, we see fewer active listings for sale compared to last year.”

There were 3,769 active listings for sale on the Multiple Listing Service® at the end of March, 6.9% fewer than the 4,050 active listings in March 2014.

The Multiple Listing Service® Home Price Index benchmark value for a single family home in the Victoria Core this time last year was \$560,500. The benchmark value for the same home this month has increased by 1.64% to \$569,700.

“Why the increase in activity? We expect the market to be busy in the spring - real estate has a seasonal trend. Interesting this year was that the momentum we saw in the market over the course of 2014 has continued to increase,” President Crozier adds. “Consumer confidence in local real estate appears to be high, and it’s likely that buyers are taking advantage of low interest rates.”

Victoria Real Estate Board President Guy Crozier is available for comment. More information on the March 2015 report and the Multiple Listing Service® Home Price Index is available from the Victoria Real Estate Board, 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 approximately 1,200 local REALTORS®.

Contact:

Denise Hogue, communications manager - denise@vreb.org, 250 920-4652

March 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 - March									2015 - February			2014 - March		
	Units	LM%	LY%	Average\$	LM%	LY%	Median\$	LM%	LY%	Units	Average\$	Median\$	Units	Average\$	Median\$
Single Family Greater Victoria	393	37.9%	38.9%	\$624,093	2.1%	-1.4%	\$570,000	1.4%	7.6%	285	\$611,146	\$562,000	283	\$632,751	\$529,950
Single Family Other Areas	31	34.8%	14.8%	\$535,856	-0.8%	-0.9%	\$573,000	24.8%	24.9%	23	\$540,109	\$459,000	27	\$540,896	\$458,900
Single Family Total All Areas	424	37.7%	36.8%	\$617,642	1.9%	-1.1%	\$570,000	1.8%	7.6%	308	\$605,841	\$559,925	310	\$624,751	\$529,900
Condos	187	34.5%	18.4%	\$330,062	6.8%	12.6%	\$278,000	-5.8%	-1.8%	139	\$309,022	\$295,000	158	\$293,141	\$283,200
Townhouses	72	26.3%	5.9%	\$446,411	11.9%	8.5%	\$391,000	2.9%	4.4%	57	\$399,062	\$380,000	68	\$411,375	\$374,500
Manufactured Homes	20	42.9%	66.7%	\$84,520	-31.0%	-29.4%	\$72,250	-32.5%	-39.8%	14	\$122,554	\$107,000	12	\$119,658	\$119,950
Total Residential	703	35.7%	28.3%							518			548		
Total Sales	734	35.4%	27.7%							542			575		
Active Listings	3,769	8.3%	-6.9%							3,480			4,050		

Legend

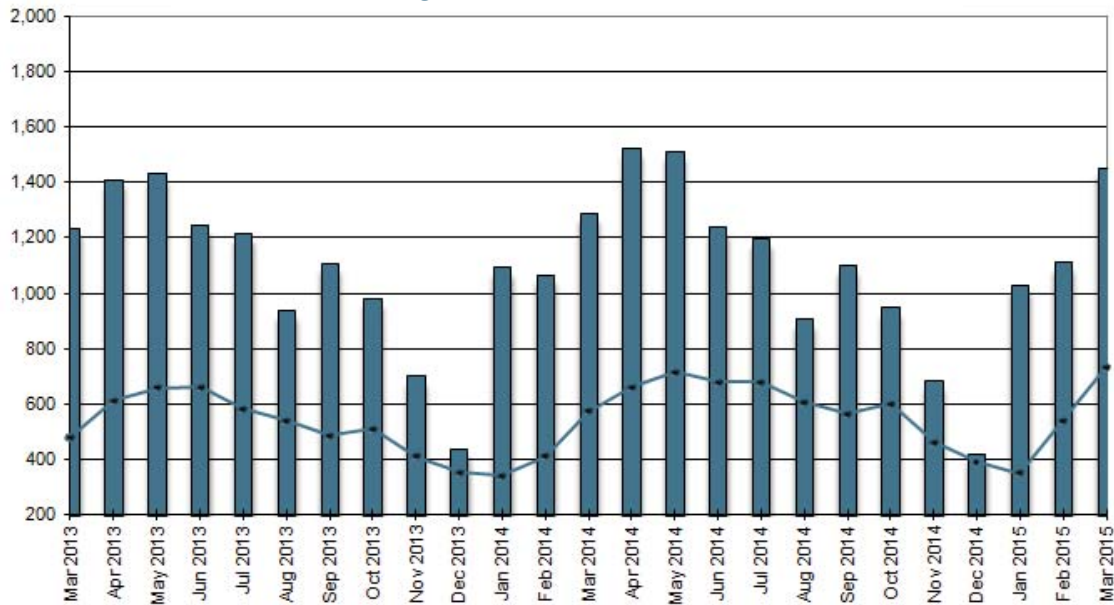
Units: net number of listings sold
 LM%: percentage change since Last Month
 LY%: percentage change since This Month Last Year
 Average\$: average selling price
 Median\$: median selling price
 Active Listings: total listings on the market at midnight on the last day of the month

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

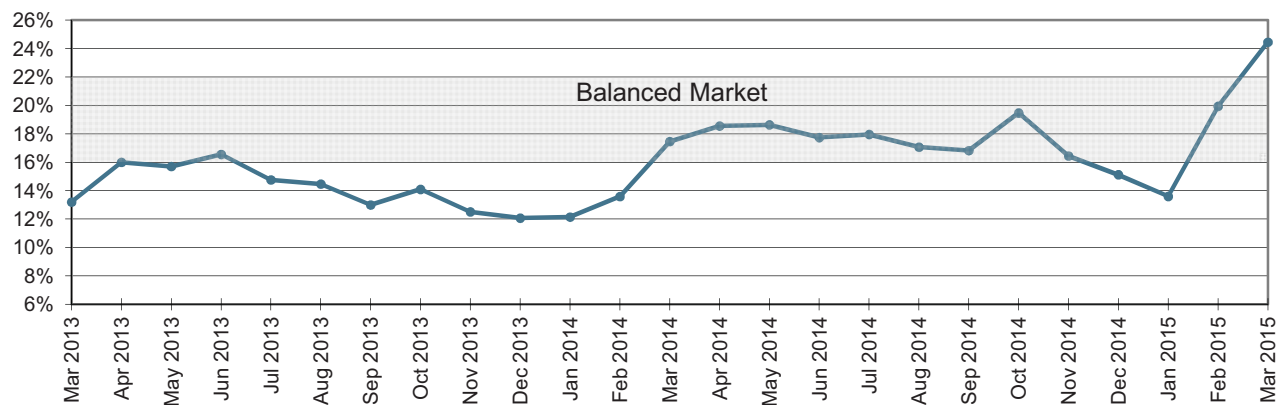
Commonly Quoted Benchmark Home	March 2015 Benchmark Price	February 2015 Benchmark	March 2014 Benchmark Price	March 2015 Index Value	February 2015 Index Value	March 2014 Index Value	LM%	LY%
Single Family Benchmark Home: Greater Victoria	\$492,600	\$483,200	\$482,600	142.0	139.3	139.1	1.9%	2.1%
Single Family Benchmark Home: Core	\$569,700	\$557,000	\$560,500	147.9	144.6	145.5	2.3%	1.6%
Single Family Benchmark Home: Westshore	\$417,000	\$406,900	\$409,600	136.1	132.8	133.7	2.5%	1.8%
Single Family Benchmark Home: Peninsula	\$539,800	\$522,500	\$516,300	140.3	135.8	134.2	3.3%	4.6%
Condo Benchmark Home: Greater Victoria	\$296,300	\$289,200	\$281,500	146.6	143.1	139.3	2.5%	5.3%
Townhouse Benchmark Home: Greater Victoria	\$403,500	\$400,900	\$401,400	139.3	138.4	138.6	0.6%	0.5%

Legend	Current Month:	March 2015
	Last Month:	February 2015
	Last Year:	March 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 property values. 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.



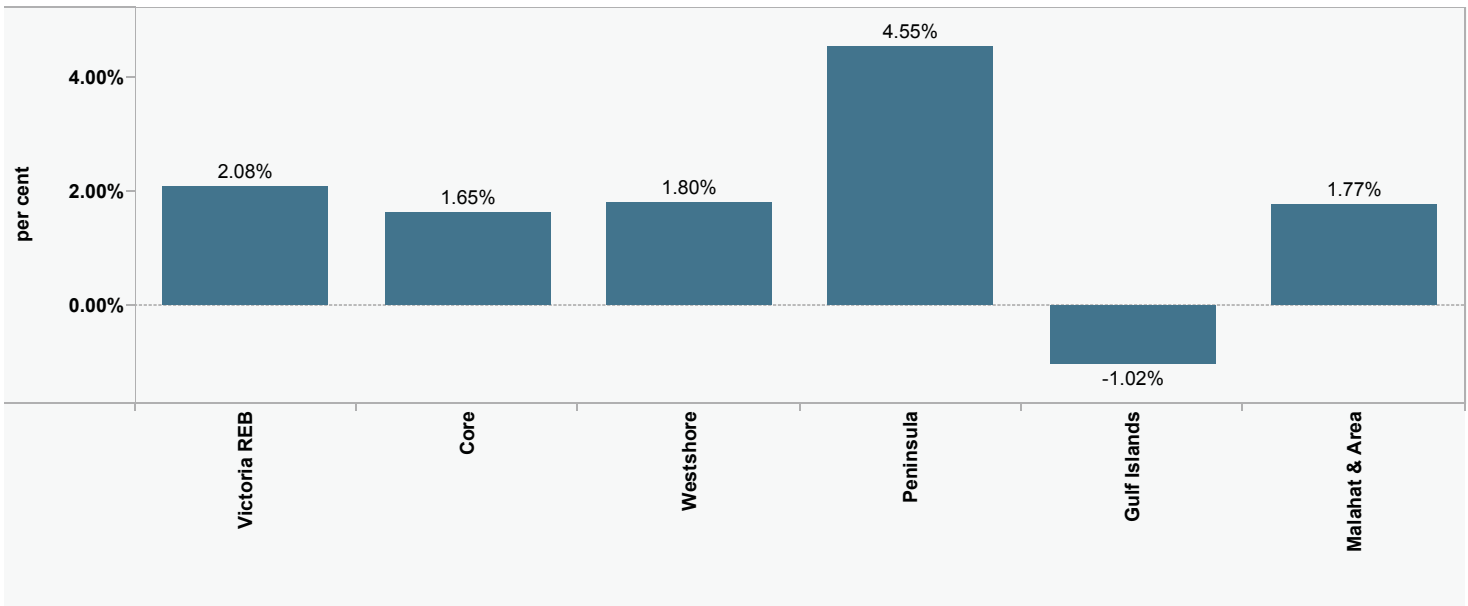
HPI or Benchmark
(Applies to all tabs)
☐ HPI
☒ Benchmark

Area
VREB Area Summary

Property Type
Single Family - All

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

Select Timeframe: 12 Months Ago



Source: Victoria Real Estate Board

Benchmark by Timeframe and Property Type: Single Family - All

	March 2015	1 Month Ago	3 Months Ago	6 Months Ago	12 Months Ago	36 Months Ago	60 Months Ago	January 2005
Victoria REB	\$492,600	\$483,200	\$477,400	\$481,900	\$482,600	\$496,800	\$524,500	\$346,900
Victoria	\$555,600	\$544,400	\$537,400	\$539,600	\$547,400	\$550,800	\$579,800	\$372,100
Victoria West	\$419,200	\$413,300	\$428,000	\$404,300	\$418,100	\$420,600	\$457,300	\$282,300
Oak Bay	\$777,100	\$749,000	\$745,700	\$778,800	\$755,100	\$781,000	\$824,100	\$552,000
Esquimalt	\$446,200	\$434,600	\$444,400	\$422,700	\$431,100	\$445,300	\$486,100	\$297,300
View Royal	\$500,900	\$499,200	\$501,900	\$502,200	\$513,700	\$522,500	\$542,700	\$337,300
Saanich East	\$586,700	\$574,800	\$583,100	\$576,800	\$576,800	\$592,200	\$620,200	\$394,500
Saanich West	\$502,100	\$490,700	\$497,400	\$488,000	\$493,700	\$506,900	\$539,900	\$336,800
Sooke	\$352,000	\$337,600	\$338,200	\$349,800	\$349,300	\$376,100	\$385,900	\$271,200
Langford	\$420,500	\$411,900	\$409,700	\$420,200	\$419,300	\$434,100	\$460,600	\$308,500
Metchosin	\$594,600	\$578,100	\$573,500	\$584,100	\$595,100	\$668,700	\$693,100	\$459,900
Colwood	\$459,100	\$451,500	\$435,400	\$446,300	\$433,500	\$464,300	\$511,000	\$320,200
Highlands	\$858,300	\$836,100	\$852,300	\$815,300	\$796,400	\$907,400	\$913,500	\$672,700
North Saanich	\$640,300	\$623,500	\$625,900	\$619,200	\$606,200	\$655,300	\$687,500	\$481,100
Sidney	\$447,100	\$437,300	\$435,400	\$437,600	\$416,900	\$440,800	\$462,200	\$314,800
Central Saanich	\$525,500	\$501,800	\$512,600	\$498,200	\$515,800	\$536,700	\$551,500	\$360,500
ML Malahat & Area	\$381,000	\$381,800	\$355,000	\$374,900	\$374,300	\$380,100	\$397,200	\$275,900
GI Gulf Islands	\$341,800	\$349,500	\$351,500	\$328,100	\$345,400	\$351,500	\$385,200	\$293,200

Source: Victoria Real Estate Board

HPI by Timeframe and Property Type: Single Family - All

	March 2015	1 Month Ago	3 Months Ago	6 Months Ago	12 Months Ago	36 Months Ago	60 Months Ago	January 2005
Victoria REB	142.0	139.3	137.6	138.9	139.1	143.2	151.2	100.0
Victoria	149.3	146.3	144.4	145.0	147.1	148.0	155.8	100.0
Victoria West	148.5	146.4	151.6	143.2	148.1	149.0	162.0	100.0
Oak Bay	140.8	135.7	135.1	141.1	136.8	141.5	149.3	100.0
Esquimalt	150.1	146.2	149.5	142.2	145.0	149.8	163.5	100.0
View Royal	148.5	148.0	148.8	148.9	152.3	154.9	160.9	100.0
Saanich East	148.7	145.7	147.8	146.2	146.2	150.1	157.2	100.0
Saanich West	149.1	145.7	147.7	144.9	146.6	150.5	160.3	100.0
Sooke	129.8	124.5	124.7	129.0	128.8	138.7	142.3	100.0
Langford	136.3	133.5	132.8	136.2	135.9	140.7	149.3	100.0
Metchosin	129.3	125.7	124.7	127.0	129.4	145.4	150.7	100.0
Colwood	143.4	141.0	136.0	139.4	135.4	145.0	159.6	100.0
Highlands	127.6	124.3	126.7	121.2	118.4	134.9	135.8	100.0
North Saanich	133.1	129.6	130.1	128.7	126.0	136.2	142.9	100.0
Sidney	142.0	138.9	138.3	139.0	132.4	140.0	146.8	100.0
Central Saanich	145.8	139.2	142.2	138.2	143.1	148.9	153.0	100.0
ML Malahat & Area	138.1	138.4	128.7	135.9	135.7	137.8	144.0	100.0
GI Gulf Islands	116.6	119.2	119.9	111.9	117.8	119.9	131.4	100.0

Source: Victoria Real Estate Board

Benchmark by Timeframe and Property Type: Condo Apartment

	March 2015	1 Month Ago	3 Months Ago	6 Months Ago	12 Months Ago	36 Months Ago	60 Months Ago	January 2005
Victoria REB	\$296,300	\$289,200	\$287,200	\$287,200	\$281,500	\$295,500	\$320,100	\$202,100
Victoria	\$283,600	\$275,500	\$271,500	\$277,600	\$265,200	\$274,900	\$299,400	\$189,900
Victoria West	\$499,700	\$474,600	\$490,200	\$466,200	\$457,000	\$462,400	\$504,400	\$338,800
Oak Bay	\$301,800	\$303,600	\$293,100	\$289,600	\$331,900	\$348,500	\$368,900	\$255,100
Esquimalt	\$251,000	\$244,600	\$251,500	\$243,800	\$244,100	\$247,100	\$254,600	\$155,700
View Royal	\$348,800	\$337,400	\$335,500	\$332,000	\$325,500	\$342,500	\$364,900	\$233,000
Saanich East	\$234,000	\$236,800	\$231,800	\$227,400	\$233,200	\$254,900	\$271,200	\$160,700
Saanich West	\$215,600	\$214,500	\$215,200	\$209,200	\$205,900	\$226,800	\$243,900	\$144,800
Langford	\$267,000	\$258,700	\$256,900	\$260,600	\$258,700	\$271,800	\$289,800	\$186,800
Colwood	\$257,300	\$249,500	\$247,700	\$251,900	\$252,300	\$267,900	\$288,400	\$181,400
Sidney	\$322,900	\$310,000	\$313,000	\$301,200	\$289,200	\$303,500	\$348,600	\$231,300

Source: Victoria Real Estate Board

HPI by Timeframe and Property Type: Condo Apartment

	March 2015	1 Month Ago	3 Months Ago	6 Months Ago	12 Months Ago	36 Months Ago	60 Months Ago	January 2005
Victoria REB	146.6	143.1	142.1	142.1	139.3	146.2	158.4	100.0
Victoria	149.4	145.1	143.0	146.2	139.7	144.8	157.7	100.0
Victoria West	147.5	140.1	144.7	137.6	134.9	136.5	148.9	100.0
Oak Bay	118.3	119.0	114.9	113.5	130.1	136.6	144.6	100.0
Esquimalt	161.2	157.1	161.5	156.6	156.8	158.7	163.5	100.0
View Royal	149.7	144.8	144.0	142.5	139.7	147.0	156.6	100.0
Saanich East	145.6	147.3	144.2	141.5	145.1	158.6	168.7	100.0
Saanich West	148.9	148.1	148.6	144.5	142.2	156.6	168.4	100.0
Langford	142.9	138.5	137.5	139.5	138.5	145.5	155.1	100.0
Colwood	141.9	137.6	136.6	138.9	139.1	147.7	159.0	100.0
Sidney	139.6	134.0	135.3	130.2	125.0	131.2	150.7	100.0

Source: Victoria Real Estate Board

Benchmark by Timeframe and Property Type: Townhouse

	March 2015	1 Month Ago	3 Months Ago	6 Months Ago	12 Months Ago	36 Months Ago	60 Months Ago	January 2005
Victoria REB	\$403,500	\$400,900	\$401,400	\$400,600	\$401,400	\$415,900	\$438,500	\$289,600
Victoria	\$406,100	\$395,300	\$410,100	\$423,000	\$412,100	\$421,300	\$439,900	\$286,000
Victoria West	\$292,000	\$295,600	\$287,500	\$282,500	\$306,400	\$305,600	\$310,600	\$189,400
Oak Bay	\$502,400	\$491,600	\$523,000	\$533,500	\$535,500	\$560,100	\$600,400	\$402,900
Esquimalt	\$342,900	\$346,000	\$337,600	\$332,500	\$353,100	\$346,600	\$358,800	\$221,300
View Royal	\$400,400	\$406,200	\$391,200	\$388,100	\$396,800	\$384,100	\$405,200	\$254,900
Saanich East	\$507,400	\$502,700	\$505,200	\$507,800	\$500,900	\$512,900	\$534,700	\$364,000
Saanich West	\$429,100	\$429,100	\$423,600	\$419,300	\$421,300	\$426,500	\$432,500	\$286,000
Sooke	\$330,900	\$339,800	\$339,500	\$343,500	\$336,700	\$354,400	\$404,600	\$286,800
Langford	\$304,800	\$310,200	\$313,500	\$314,000	\$314,600	\$332,200	\$375,400	\$255,700
Colwood	\$360,000	\$366,600	\$369,600	\$373,600	\$377,800	\$396,800	\$451,400	\$301,700
Sidney	\$368,700	\$365,900	\$367,900	\$367,000	\$354,300	\$383,700	\$391,800	\$277,800
Central Saanich	\$418,000	\$414,500	\$414,500	\$409,500	\$402,500	\$417,200	\$438,300	\$294,000
ML Malahat & Area	\$356,900	\$341,700	\$345,500	\$333,200	\$345,500	\$399,500	\$414,900	\$252,200
GI Gulf Islands	\$376,400	\$355,000	\$362,600	\$353,000	\$375,500	\$457,600	\$495,600	\$292,200

Source: Victoria Real Estate Board

HPI by Timeframe and Property Type: Townhouse

	March 2015	1 Month Ago	3 Months Ago	6 Months Ago	12 Months Ago	36 Months Ago	60 Months Ago	January 2005
Victoria REB	139.3	138.4	138.6	138.3	138.6	143.6	151.4	100.0
Victoria	142.0	138.2	143.4	147.9	144.1	147.3	153.8	100.0
Victoria West	154.2	156.1	151.8	149.2	161.8	161.4	164.0	100.0
Oak Bay	124.7	122.0	129.8	132.4	132.9	139.0	149.0	100.0
Esquimalt	154.9	156.3	152.5	150.2	159.5	156.6	162.1	100.0
View Royal	157.1	159.4	153.5	152.3	155.7	150.7	159.0	100.0
Saanich East	139.4	138.1	138.8	139.5	137.6	140.9	146.9	100.0
Saanich West	150.0	150.0	148.1	146.6	147.3	149.1	151.2	100.0
Sooke	115.4	118.5	118.4	119.8	117.4	123.6	141.1	100.0
Langford	119.2	121.3	122.6	122.8	123.0	129.9	146.8	100.0
Colwood	119.3	121.5	122.5	123.8	125.2	131.5	149.6	100.0
Sidney	132.7	131.7	132.4	132.1	127.5	138.1	141.0	100.0
Central Saanich	142.2	141.0	141.0	139.3	136.9	141.9	149.1	100.0
ML Malahat & Area	141.5	135.5	137.0	132.1	137.0	158.4	164.5	100.0
GI Gulf Islands	128.8	121.5	124.1	120.8	128.5	156.6	169.6	100.0

Source: Victoria Real Estate Board



(Applies to all tabs)

○ HPI

☐ Benz

 Benchmark

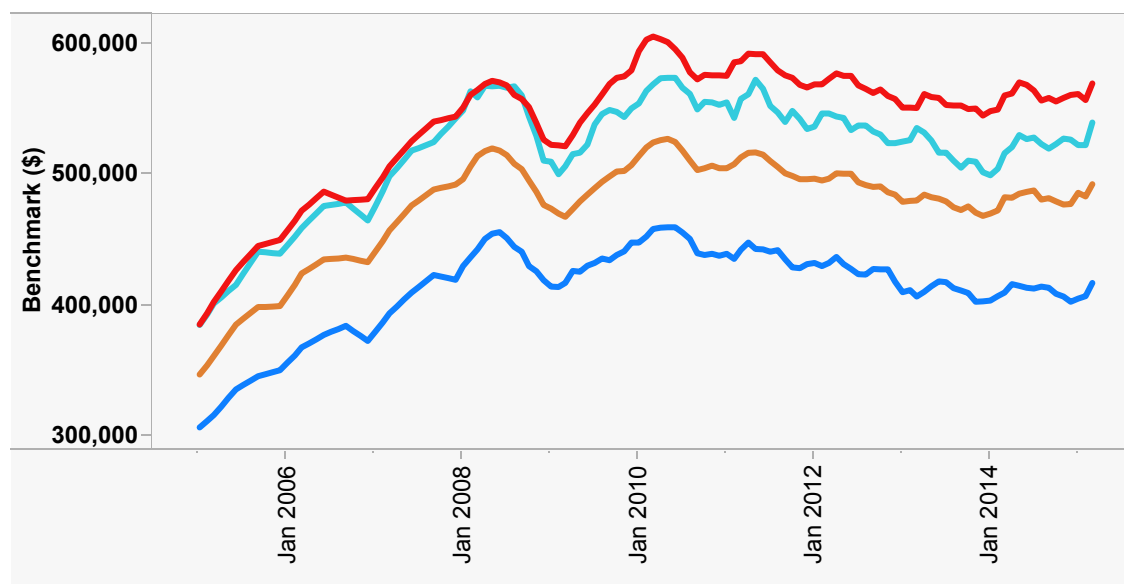
Area

VREB Area Summary

Benchmark Performance over Time

Select Date Range:

All values
































Core	Peninsula	Victoria REB	Westshore
Single Family - All	Single Family - All	Single Family - All	Single Family - All
			

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

March 2015

Wednesday, April 1, 2015

Region District	Units	Total Volume
Residential		
● Single Family		
Greater Victoria		
Victoria	54	\$38,187,150
Victoria West	4	\$1,905,000
Oak Bay	32	\$32,475,030
Esquimalt	12	\$6,103,500
View Royal	10	\$5,431,300
Saanich East	83	\$54,390,888
Saanich West	46	\$25,501,700
Central Saanich	18	\$10,357,300
North Saanich	16	\$10,004,700
Sidney	12	\$6,130,300
Highlands	3	\$1,574,500
Colwood	15	\$7,920,350
Langford	47	\$23,048,599
Metchosin	5	\$3,006,250
Sooke	25	\$9,619,038
Waterfront (all districts)	11	\$9,613,000
Total Greater Victoria	393	\$245,268,605
Other Areas		
Shawnigan Lake / Malahat	4	\$1,956,000
Gulf Islands	16	\$8,547,023
Upsland / Mainland	6	\$2,486,000
Waterfront (all districts)	5	\$3,622,500
Total Other Areas	31	\$16,611,523
Total Single Family	424	\$261,880,128
● Condominium		
Greater Victoria		
Victoria	78	\$24,928,838
Victoria West	10	\$4,597,800
Oak Bay	3	\$1,240,400
Esquimalt	4	\$951,000
View Royal	2	\$665,000
Saanich East	26	\$7,264,199
Saanich West	9	\$2,794,400
Central Saanich	6	\$1,850,000
Sidney	9	\$2,651,800
Colwood	4	\$1,415,000
Langford	21	\$5,805,300
Waterfront (all districts)	15	\$7,557,900
Total Greater Victoria	187	\$61,721,637
Total Condominium	187	\$61,721,637

Monthly Sales Summary

March 2015

Wednesday, April 1, 2015

Region District	Units	Total Volume
● Townhouse		
Greater Victoria		
Victoria	10	\$5,181,900
Victoria West	5	\$1,782,400
Oak Bay	1	\$760,000
Esquimalt	4	\$1,353,000
View Royal	6	\$2,306,900
Saanich East	21	\$11,454,800
Saanich West	7	\$3,066,500
Central Saanich	1	\$390,000
Sidney	4	\$1,509,100
Colwood	3	\$959,000
Langford	3	\$945,100
Sooke	3	\$854,900
Waterfront (all districts)	2	\$1,020,000
Total Greater Victoria	70	\$31,583,600
Other Areas		
Gulf Islands	2	\$558,000
Total Other Areas	2	\$558,000
Total Townhouse	72	\$32,141,600
● Manufactured Homes		
Greater Victoria		
View Royal	4	\$284,500
Central Saanich	1	\$83,000
Sidney	1	\$289,000
Langford	5	\$322,500
Sooke	2	\$147,500
Total Greater Victoria	13	\$1,126,500
Other Areas		
Gulf Islands	4	\$415,000
UpIsland / Mainland	3	\$148,900
Total Other Areas	7	\$563,900
Total Manufactured Homes	20	\$1,690,400
Total Residential	703	\$357,433,765

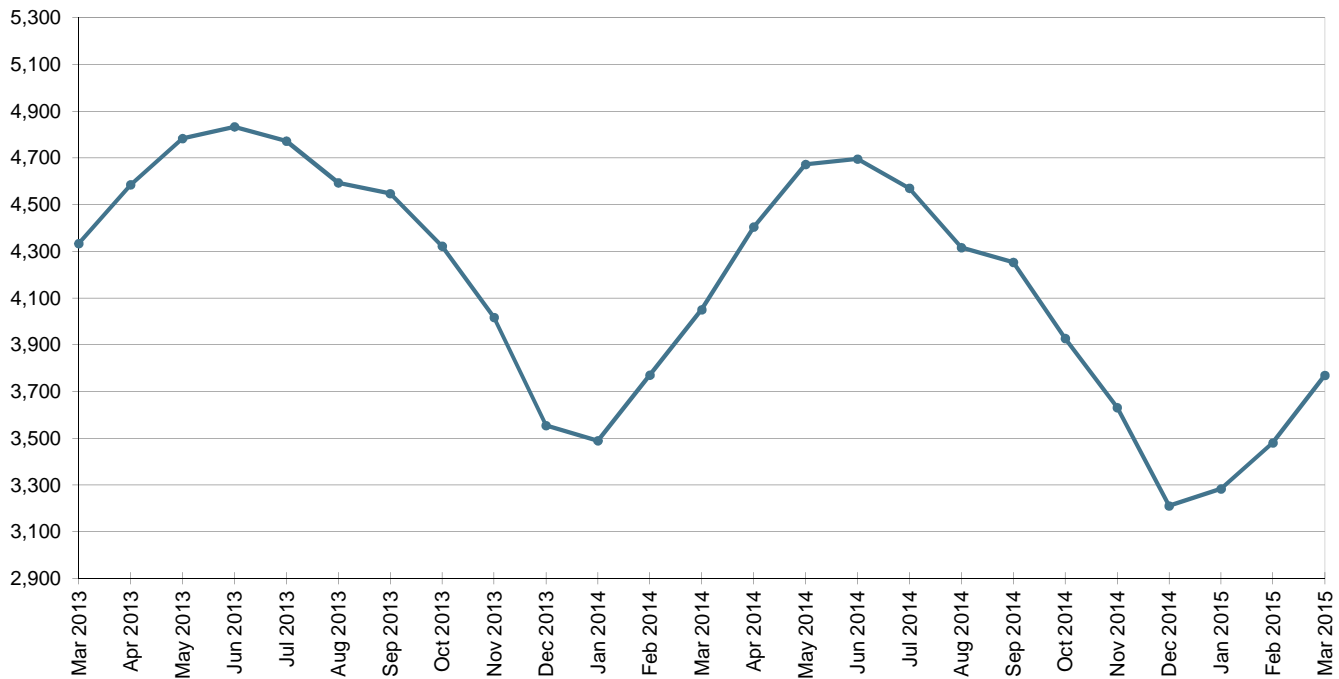
Monthly Sales Summary

March 2015

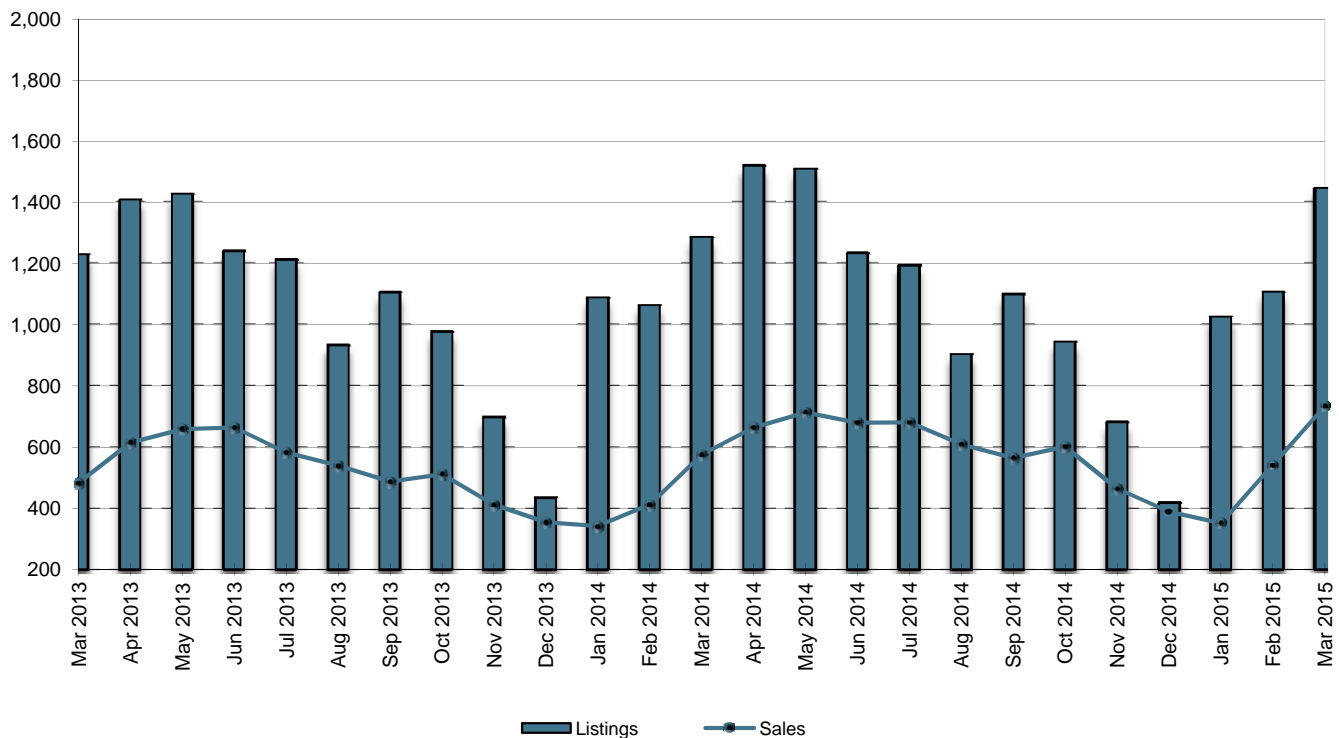
Wednesday, April 1, 2015

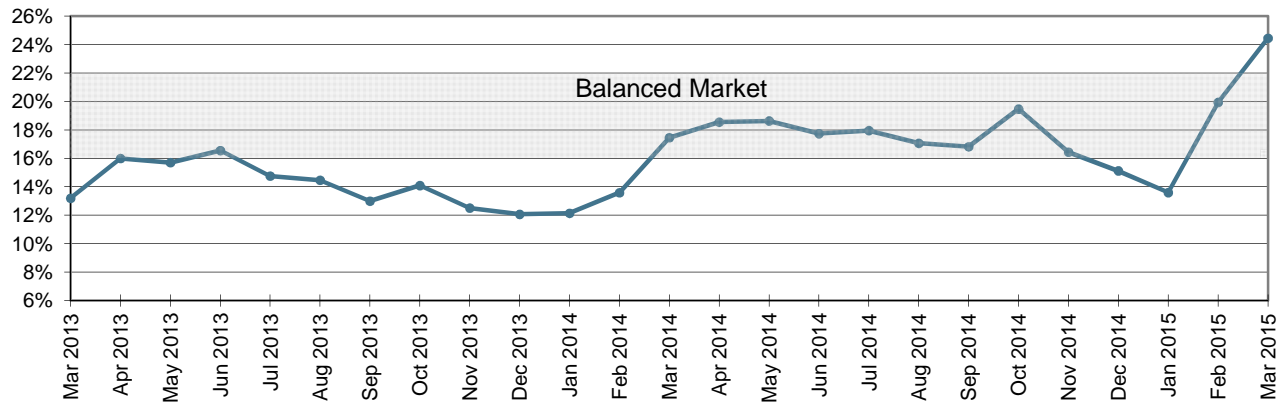
Region District	Units	Total Volume
Other Property		
● Lots & Acreage (Incl Wtrfrnt)		
Greater Victoria		
Saanich East	3	\$891,650
Saanich West	1	\$300,000
Central Saanich	2	\$1,325,000
Highlands	1	\$318,000
Colwood	2	\$535,000
Langford	1	\$215,250
Sooke	3	\$957,900
Total Greater Victoria	13	\$4,542,800
Other Areas		
Shawnigan Lake / Malahat	-2	(\$2,330,100)
Gulf Islands	2	\$600,000
Upsland / Mainland	4	\$654,250
Total Other Areas	4	(\$1,075,850)
Total Lots & Acreage (Incl Wtrfrnt)	17	\$3,466,950
● Commercial Land	1	\$390,000
● Other Commercial Properties	13	\$8,316,289
Grand Totals	734	\$369,607,004

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

March 2015

Wednesday, April 01, 2015

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Single Family - Residential						
Units Listed	600	514	17 %	1494	1395	7 %
Units Sold	365	249	47 %	783	609	29 %
Sell/List Ratio	61 %	48 %		52 %	44 %	
Sales Dollars	\$223,092,828	\$142,240,538	57 %	\$456,906,725	\$342,708,317	33 %
Average Price / Unit	\$611,213	\$571,247	7 %	\$583,533	\$562,739	4 %
Price Ratio	99 %	97 %		98 %	97 %	
Days To Sell	40	60	-34 %	51	62	-18 %
Active Listings at Month End	1087	1222	-11 %			
Single Family - Residential Waterfront						
Units Listed	61	62	-2 %	156	149	5 %
Units Sold	15	19	-21 %	40	34	18 %
Sell/List Ratio	25 %	31 %		26 %	23 %	
Sales Dollars	\$13,151,500	\$25,171,888	-48 %	\$37,361,028	\$39,361,288	-5 %
Average Price / Unit	\$876,767	\$1,324,836	-34 %	\$934,026	\$1,157,685	-19 %
Price Ratio	94 %	91 %		94 %	92 %	
Days To Sell	83	151	-45 %	157	138	15 %
Active Listings at Month End	245	241	2 %			
Single Family - Residential Acreage						
Units Listed	78	58	34 %	173	169	2 %
Units Sold	30	24	25 %	76	57	33 %
Sell/List Ratio	38 %	41 %		44 %	34 %	
Sales Dollars	\$19,380,250	\$18,730,700	3 %	\$49,222,712	\$44,457,775	11 %
Average Price / Unit	\$646,008	\$780,446	-17 %	\$647,667	\$779,961	-17 %
Price Ratio	97 %	95 %		96 %	96 %	
Days To Sell	124	119	5 %	124	121	2 %
Active Listings at Month End	259	284	-9 %			
Condominium						
Units Listed	393	349	13 %	924	860	7 %
Units Sold	187	158	18 %	416	357	17 %
Sell/List Ratio	48 %	45 %		45 %	42 %	
Sales Dollars	\$61,721,637	\$46,316,243	33 %	\$136,762,424	\$116,495,356	17 %
Average Price / Unit	\$330,062	\$293,141	13 %	\$328,756	\$326,318	1 %
Price Ratio	97 %	98 %		97 %	97 %	
Days To Sell	63	65	-3 %	64	78	-18 %
Active Listings at Month End	827	850	-3 %			

Monthly Comparative Activity By Property Type

March 2015

Wednesday, April 01, 2015

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Townhouse						
Units Listed	121	108	12 %	328	339	-3 %
Units Sold	72	68	6 %	166	140	19 %
Sell/List Ratio	60 %	63 %		51 %	41 %	
Sales Dollars	\$32,141,600	\$27,973,500	15 %	\$69,539,498	\$58,324,300	19 %
Average Price / Unit	\$446,411	\$411,375	9 %	\$418,913	\$416,602	1 %
Price Ratio	98 %	97 %		98 %	97 %	
Days To Sell	48	64	-25 %	70	70	0 %
Active Listings at Month End	286	352	-19 %			
Strata Duplex (Up and Down)						
Units Listed	2	0	%	4	2	100 %
Units Sold	0	1	-100 %	1	2	-50 %
Sell/List Ratio	0 %	%		25 %	100 %	
Sales Dollars	\$0	\$225,000	-100 %	\$377,800	\$521,000	-27 %
Average Price / Unit		\$225,000	%	\$377,800	\$260,500	45 %
Price Ratio	%	94 %		104 %	95 %	
Days To Sell		62	%	42	89	-53 %
Active Listings at Month End	3	3	0 %			
Strata Duplex (Side by Side)						
Units Listed	17	14	21 %	44	32	38 %
Units Sold	6	12	-50 %	11	20	-45 %
Sell/List Ratio	35 %	86 %		25 %	63 %	
Sales Dollars	\$2,248,400	\$4,881,150	-54 %	\$4,354,300	\$8,405,150	-48 %
Average Price / Unit	\$374,733	\$406,763	-8 %	\$395,845	\$420,258	-6 %
Price Ratio	97 %	97 %		99 %	97 %	
Days To Sell	28	67	-59 %	38	64	-41 %
Active Listings at Month End	34	24	42 %			
Strata Duplex (Front and Back)						
Units Listed	6	5	20 %	9	10	-10 %
Units Sold	3	3	0 %	3	5	-40 %
Sell/List Ratio	50 %	60 %		33 %	50 %	
Sales Dollars	\$1,449,900	\$1,123,500	29 %	\$1,593,900	\$1,854,500	-14 %
Average Price / Unit	\$483,300	\$374,500	29 %	\$531,300	\$370,900	43 %
Price Ratio	99 %	97 %		95 %	97 %	
Days To Sell	24	21	16 %	58	48	20 %
Active Listings at Month End	7	7	0 %			

Monthly Comparative Activity By Property Type

March 2015

Wednesday, April 01, 2015

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Recreational						
Units Listed	2	3	-33 %	8	9	-11 %
Units Sold	1	0	%	1	0	%
Sell/List Ratio	50 %	0 %		13 %	0 %	
Sales Dollars	\$84,000	\$0	%	\$84,000	\$0	%
Average Price / Unit	\$84,000		%	\$84,000		%
Price Ratio	87 %	%		87 %	%	
Days To Sell	33		%	33		%
Active Listings at Month End	13	17	-24 %			
Manufactured Home						
Units Listed	29	30	-3 %	77	69	12 %
Units Sold	20	12	67 %	43	38	13 %
Sell/List Ratio	69 %	40 %		56 %	55 %	
Sales Dollars	\$1,690,400	\$1,435,900	18 %	\$4,398,150	\$4,534,550	-3 %
Average Price / Unit	\$84,520	\$119,658	-29 %	\$102,283	\$119,330	-14 %
Price Ratio	90 %	96 %		92 %	94 %	
Days To Sell	130	138	-6 %	108	125	-14 %
Active Listings at Month End	83	107	-22 %			
Residential Lots						
Units Listed	34	35	-3 %	96	105	-9 %
Units Sold	10	8	25 %	23	20	15 %
Sell/List Ratio	29 %	23 %		24 %	19 %	
Sales Dollars	\$2,576,250	\$1,670,000	54 %	\$6,439,060	\$4,686,050	37 %
Average Price / Unit	\$257,625	\$208,750	23 %	\$279,959	\$234,303	19 %
Price Ratio	98 %	96 %		94 %	98 %	
Days To Sell	92	168	-46 %	150	170	-12 %
Active Listings at Month End	247	210	18 %			
Residential Lots - Waterfront						
Units Listed	6	4	50 %	24	16	50 %
Units Sold	0	0	%	3	1	200 %
Sell/List Ratio	0 %	0 %		13 %	6 %	
Sales Dollars	-\$1,972,100	\$0	%	\$47,900	\$119,900	-60 %
Average Price / Unit			%	\$15,967	\$119,900	-87 %
Price Ratio	104 %	%		44 %	100 %	
Days To Sell	126		%	172	70	146 %
Active Listings at Month End	33	42	-21 %			

Monthly Comparative Activity By Property Type

March 2015

Wednesday, April 01, 2015

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Residential Acreage						
Units Listed	27	33	-18 %	64	75	-15 %
Units Sold	5	4	25 %	17	9	89 %
Sell/List Ratio	19 %	12 %		27 %	12 %	
Sales Dollars	\$2,443,000	\$542,900	350 %	\$5,340,500	\$2,096,400	155 %
Average Price / Unit	\$488,600	\$135,725	260 %	\$314,147	\$232,933	35 %
Price Ratio	77 %	84 %		81 %	89 %	
Days To Sell	417	61	582 %	242	173	40 %
Active Listings at Month End	207	197	5 %			
Residential Acreage - Waterfront						
Units Listed	14	12	17 %	23	27	-15 %
Units Sold	2	2	0 %	4	2	100 %
Sell/List Ratio	14 %	17 %		17 %	7 %	
Sales Dollars	\$419,800	\$728,000	-42 %	\$1,003,033	\$728,000	38 %
Average Price / Unit	\$209,900	\$364,000	-42 %	\$250,758	\$364,000	-31 %
Price Ratio	100 %	89 %		90 %	89 %	
Days To Sell	115	119	-3 %	401	119	238 %
Active Listings at Month End	66	75	-12 %			
Revenue - Duplex/Triplex						
Units Listed	12	6	100 %	18	15	20 %
Units Sold	4	2	100 %	6	3	100 %
Sell/List Ratio	33 %	33 %		33 %	20 %	
Sales Dollars	\$2,473,250	\$1,300,000	90 %	\$3,823,750	\$1,864,000	105 %
Average Price / Unit	\$618,313	\$650,000	-5 %	\$637,292	\$621,333	3 %
Price Ratio	96 %	95 %		100 %	96 %	
Days To Sell	46	14	241 %	33	24	36 %
Active Listings at Month End	15	13	15 %			
Revenue - Multi Units						
Units Listed	3	6	-50 %	9	9	0 %
Units Sold	2	2	0 %	2	3	-33 %
Sell/List Ratio	67 %	33 %		22 %	33 %	
Sales Dollars	\$1,275,000	\$1,929,000	-34 %	\$1,275,000	\$2,729,000	-53 %
Average Price / Unit	\$637,500	\$964,500	-34 %	\$637,500	\$909,667	-30 %
Price Ratio	95 %	97 %		95 %	97 %	
Days To Sell	73	79	-7 %	73	225	-68 %
Active Listings at Month End	16	19	-16 %			

Monthly Comparative Activity By Property Type

March 2015

Wednesday, April 01, 2015

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Revenue - Apartment Block						
Units Listed	0	0	%	1	4	-75 %
Units Sold	0	1	-100 %	0	1	-100 %
Sell/List Ratio	%	%		0 %	25 %	
Sales Dollars	\$0	\$4,300,000	-100 %	\$0	\$4,300,000	-100 %
Average Price / Unit		\$4,300,000	%		\$4,300,000	%
Price Ratio	%	144 %		%	144 %	
Days To Sell		82	%		82	%
Active Listings at Month End	1	6	-83 %			
Revenue - Commercial						
Units Listed	7	7	0 %	29	27	7 %
Units Sold	2	2	0 %	4	6	-33 %
Sell/List Ratio	29 %	29 %		14 %	22 %	
Sales Dollars	\$1,130,000	\$1,120,000	1 %	\$3,370,050	\$5,340,000	-37 %
Average Price / Unit	\$565,000	\$560,000	1 %	\$842,513	\$890,000	-5 %
Price Ratio	94 %	89 %		93 %	71 %	
Days To Sell	11	226	-95 %	89	135	-34 %
Active Listings at Month End	56	50	12 %			
Revenue - Industrial						
Units Listed	0	1	-100 %	0	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	1	2	-50 %			
Business with Land & Building						
Units Listed	11	9	22 %	27	25	8 %
Units Sold	3	2	50 %	7	8	-13 %
Sell/List Ratio	27 %	22 %		26 %	32 %	
Sales Dollars	\$2,970,010	\$3,200,000	-7 %	\$4,717,522	\$4,229,938	12 %
Average Price / Unit	\$990,003	\$1,600,000	-38 %	\$673,932	\$528,742	27 %
Price Ratio	85 %	84 %		84 %	86 %	
Days To Sell	417	224	86 %	251	121	107 %
Active Listings at Month End	71	60	18 %			

Monthly Comparative Activity By Property Type

March 2015

Wednesday, April 01, 2015

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Business Only						
Units Listed	6	7	-14 %	21	30	-30 %
Units Sold	0	5	-100 %	5	10	-50 %
Sell/List Ratio	0 %	71 %		24 %	33 %	
Sales Dollars	\$0	\$889,900	-100 %	\$830,500	\$1,430,900	-42 %
Average Price / Unit		\$177,980	%	\$166,100	\$143,090	16 %
Price Ratio	%	94 %		97 %	94 %	
Days To Sell		205	%	121	234	-48 %
Active Listings at Month End	62	72	-14 %			
Motel/Hotel						
Units Listed	1	2	-50 %	4	4	0 %
Units Sold	2	0	%	2	-1	-300 %
Sell/List Ratio	200 %	0 %		50 %	-25 %	
Sales Dollars	\$2,940,000	\$0	%	\$2,940,000	-\$3,800,000	-177 %
Average Price / Unit	\$1,470,000		%	\$1,470,000	\$3,800,000	-61 %
Price Ratio	72 %	%		72 %	83 %	
Days To Sell	532		%	532		%
Active Listings at Month End	9	14	-36 %			
Lease - Office						
Units Listed	1	1	0 %	8	4	100 %
Units Sold	0	0	%	0	0	%
Sell/List Ratio	0 %	0 %		0 %	0 %	
Sales Dollars	\$0	\$0	%	\$0	\$0	%
Average Price / Unit			%			%
Price Ratio	%	%		%	%	
Days To Sell			%			%
Active Listings at Month End	34	30	13 %			
Lease - Retail						
Units Listed	6	8	-25 %	13	18	-28 %
Units Sold	1	0	%	3	3	0 %
Sell/List Ratio	17 %	0 %		23 %	17 %	
Sales Dollars	\$24	\$0	%	\$89	\$57	58 %
Average Price / Unit	\$24		%	\$30	\$19	58 %
Price Ratio	%	%		%	%	
Days To Sell	400		%	167	77	118 %
Active Listings at Month End	25	39	-36 %			

Monthly Comparative Activity By Property Type

March 2015

Wednesday, April 01, 2015

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Lease - Warehouse						
Units Listed	0	1	-100 %	0	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	0	1	-100 %			
Lease - Industrial						
Units Listed	1	1	0 %	2	1	100 %
Units Sold	0	0	%	0	0	%
Sell/List Ratio	0 %	0 %		0 %	0 %	
Sales Dollars	\$0	\$0	%	\$0	\$0	%
Average Price / Unit			%			%
Price Ratio	%	%		%	%	
Days To Sell			%			%
Active Listings at Month End	5	1	400 %			
Lease - Other						
Units Listed	6	4	50 %	13	27	-52 %
Units Sold	3	1	200 %	5	2	150 %
Sell/List Ratio	50 %	25 %		38 %	7 %	
Sales Dollars	\$1,255	\$11	11105 %	\$1,289	\$28	4471 %
Average Price / Unit	\$418	\$11	3635 %	\$258	\$14	1728 %
Price Ratio	84 %	%		86 %	%	
Days To Sell	279	185	51 %	224	197	14 %
Active Listings at Month End	43	52	-17 %			
Commercial Land						
Units Listed	4	6	-33 %	14	17	-18 %
Units Sold	1	0	%	6	0	%
Sell/List Ratio	25 %	0 %		43 %	0 %	
Sales Dollars	\$390,000	\$0	%	\$9,015,000	\$0	%
Average Price / Unit	\$390,000		%	\$1,502,500		%
Price Ratio	100 %	%		88 %	%	
Days To Sell	806		%	293		%
Active Listings at Month End	34	60	-43 %			

Monthly Comparative Activity By Property Type

March 2015

Wednesday, April 01, 2015

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Grand Totals						
Units Listed	1448	1286	13 %	3583	3440	4 %
Units Sold	734	575	28 %	1627	1329	22 %
Sell/List Ratio	51 %	45 %		45 %	39 %	
Sales Dollars	\$369,607,004	\$283,778,230	30 %	\$799,404,230	\$640,386,509	25 %
Average Price / Unit	\$503,552	\$493,527	2 %	\$491,336	\$481,856	2 %
Price Ratio	97 %	97 %		97 %	97 %	
Days To Sell	62	73	-15 %	72	78	-8 %
Active Listings at Month End	3769	4050	-7 %			

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

March 2015

Wednesday, April 01, 2015

Sales by Property Type	This Month									Last Month			This Month Last Year		
	2015 - March									2015 - February			2014 - March		
	Units	LM%	LY%	Average\$	LM%	LY%	Median\$	LM%	LY%	Units	Average\$	Median\$	Units	Average\$	Median\$
Single Family Greater Victoria	393	37.9%	38.9%	\$624,093	2.1%	-1.4%	\$570,000	1.4%	7.6%	285	\$611,146	\$562,000	283	\$632,751	\$529,950
Single Family Other Areas	31	34.8%	14.8%	\$535,856	-0.8%	-0.9%	\$573,000	24.8%	24.9%	23	\$540,109	\$459,000	27	\$540,896	\$458,900
Single Family Total All Areas	424	37.7%	36.8%	\$617,642	1.9%	-1.1%	\$570,000	1.8%	7.6%	308	\$605,841	\$559,925	310	\$624,751	\$529,900
Condos	187	34.5%	18.4%	\$330,062	6.8%	12.6%	\$278,000	-5.8%	-1.8%	139	\$309,022	\$295,000	158	\$293,141	\$283,200
Townhouses	72	26.3%	5.9%	\$446,411	11.9%	8.5%	\$391,000	2.9%	4.4%	57	\$399,062	\$380,000	68	\$411,375	\$374,500
Manufactured Homes	20	42.9%	66.7%	\$84,520	-31.0%	-29.4%	\$72,250	-32.5%	-39.8%	14	\$122,554	\$107,000	12	\$119,658	\$119,950
Total Residential	703	35.7%	28.3%							518			548		
Total Sales	734	35.4%	27.7%							542			575		
Active Listings	3,769	8.3%	-6.9%							3,480			4,050		

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