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Inventory low, but still great variety of properties for buyers in the Victoria Real Estate Market

December 1, 2015, Victoria BC – Victoria Real Estate Board President Guy Crozier confirms that November was another busy month for the popular Victoria real estate market. “Holding true to the theme we’ve seen throughout the year, the Victoria market had another great month of sales, with numbers exceeding those from the same time last year.”

A total of 573 properties sold in the Victoria Real Estate Board region this November, an increase of 23.2% compared to the 465 properties sold in the same month last year.

There were 2,952 active listings for sale on the Victoria Real Estate Board Multiple Listing Service® at the end of November, 18.7% fewer than the 3,631 active listings at the end of November 2014.

Crozier notes that prospective sellers may want to take advantage of the current market conditions. “One thing I can say about the market right now is that due to lower inventory levels, this is the best time in the past ten years to list a house. Demand from buyers in most areas is up, but inventory continues to decrease on a year over year basis. The good news for buyers is that pricing remains competitive and there are new listings coming onto the market every day.”

What does Crozier recommend buyers and sellers keep in mind as the year comes to a close? “There are real estate microclimates in Victoria. Different areas have different levels of demand and ability to meet that demand. Though properties are selling everywhere, what to expect in terms of value and time to sell may differ depending on your area and the type of property. Now more than ever it’s important to work with a REALTOR® to understand the market and track the activity.”

The Multiple Listing Service® Home Price Index benchmark value for a single family home in the Victoria Core last year in November was \$558,600. The benchmark value for the same home in November 2015 has increased by 9% to \$608,600.

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

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

Contact:

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November 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 - November | | | | | | | | | 2015 - October | | | 2014 - November | | |
| | Units | LM% | LY% | Average\$ | LM% | LY% | Median\$ | LM% | LY% | Units | Average\$ | Median\$ | Units | Average\$ | Median\$ |
| Single Family Greater Victoria | 287 | -21.8% | 27.6% | \$621,629 | -11.0% | 7.0% | \$549,950 | -7.4% | 4.3% | 367 | \$698,759 | \$593,750 | 225 | \$581,025 | \$527,500 |
| Single Family Other Areas | 24 | -46.7% | 0.0% | \$517,251 | 8.5% | -14.1% | \$393,000 | -4.3% | -0.9% | 45 | \$476,718 | \$410,565 | 24 | \$602,346 | \$396,750 |
| Single Family Total All Areas | 311 | -24.5% | 24.9% | \$613,574 | -9.0% | 5.2% | \$545,000 | -6.0% | 3.8% | 412 | \$674,507 | \$580,000 | 249 | \$583,081 | \$525,000 |
| Condos | 159 | -9.7% | 32.5% | \$309,893 | -7.6% | 0.8% | \$272,500 | -4.4% | -0.1% | 176 | \$335,369 | \$285,000 | 120 | \$307,309 | \$272,900 |
| Townhouses | 50 | -36.7% | 8.7% | \$463,007 | 12.0% | 13.2% | \$447,500 | 14.8% | 7.8% | 79 | \$413,325 | \$389,900 | 46 | \$409,093 | \$415,000 |
| Manufactured Homes | 17 | 0.0% | -15.0% | \$141,932 | 41.9% | 34.5% | \$124,000 | 52.1% | 60.5% | 17 | \$100,050 | \$81,500 | 20 | \$105,545 | \$77,250 |
| Total Residential | 537 | -21.5% | 23.4% | | | | | | | 684 | | | 435 | | |
| Total Sales | 573 | -21.9% | 23.2% | | | | | | | 734 | | | 465 | | |
| Active Listings | 2,952 | -6.9% | -18.7% | | | | | | | 3,170 | | | 3,631 | | |

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 | November 2015 Benchmark Price | October 2015 Benchmark Price | November 2014 Benchmark Price | November 2015 Index Value | October 2015 Index Value | November 2014 Index Value | LM% | LY% |
|---|----------------------------------|---------------------------------|----------------------------------|------------------------------|-----------------------------|------------------------------|-------|------|
| Single Family Benchmark Home: Greater Victoria | \$517,900 | \$516,600 | \$477,000 | 149.3 | 148.9 | 137.5 | 0.3% | 8.6% |
| Single Family Benchmark Home: Core | \$608,600 | \$608,200 | \$558,600 | 158.0 | 157.9 | 145.0 | 0.1% | 9.0% |
| Single Family Benchmark Home: Westshore | \$426,800 | \$420,000 | \$406,600 | 139.3 | 137.1 | 132.7 | 1.6% | 5.0% |
| Single Family Benchmark Home: Peninsula | \$562,500 | \$561,400 | \$527,500 | 146.2 | 145.9 | 137.1 | 0.2% | 6.6% |
| Condo Benchmark Home: Greater Victoria | \$304,200 | \$305,800 | \$284,800 | 150.5 | 151.3 | 140.9 | -0.5% | 6.8% |
| Townhouse Benchmark Home: Greater Victoria | \$415,400 | \$408,700 | \$400,900 | 143.4 | 141.1 | 138.4 | 1.6% | 3.6% |

Legend

Current Month: November 2015

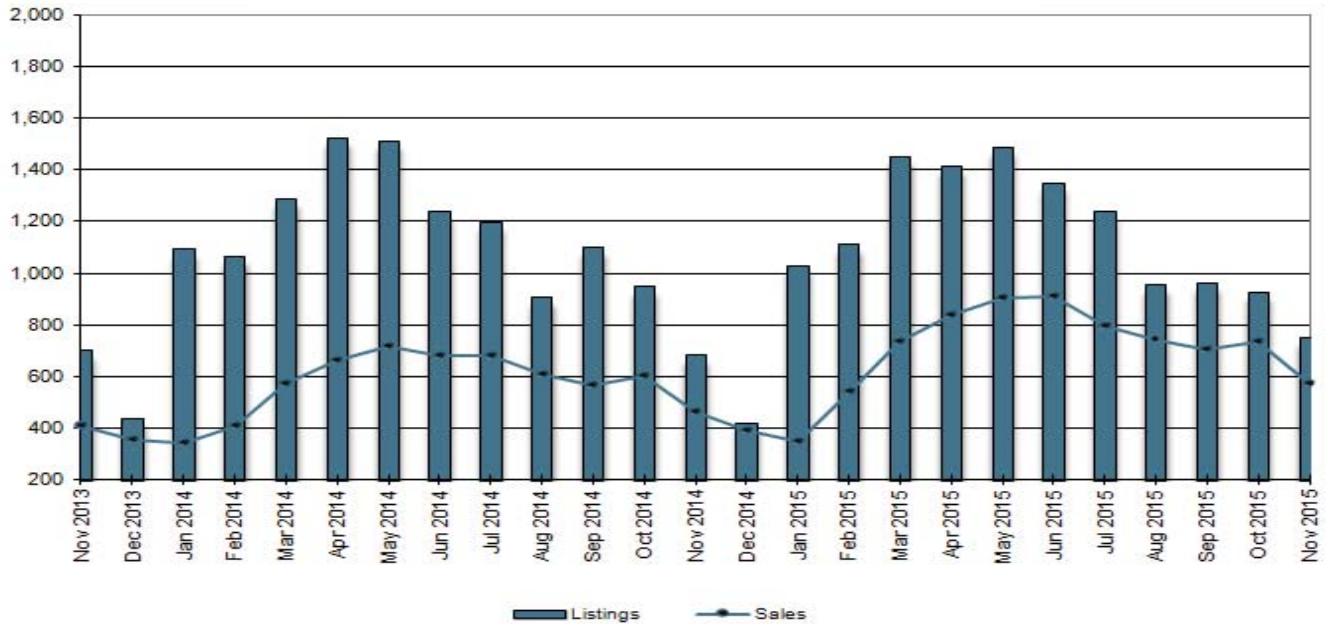
Last Month: October 2015

Last Year: November 2014

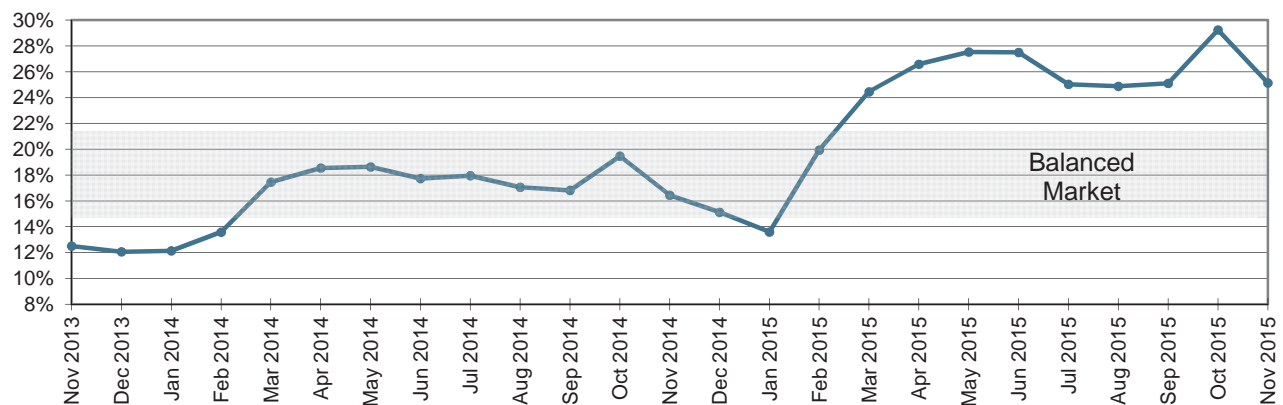
LM%: Percentage change between current month and last month

LY%: Percentage change between current month and same month last year

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



Sales to Active Listings Ratio



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

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

MLS® HPI benchmark and value - Single Family Homes

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

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



MLS®
HOME PRICE INDEX

HPI or Benchmark
(Applies to all tabs)

- ☐ HPI
- ☒ Benchmark

Area

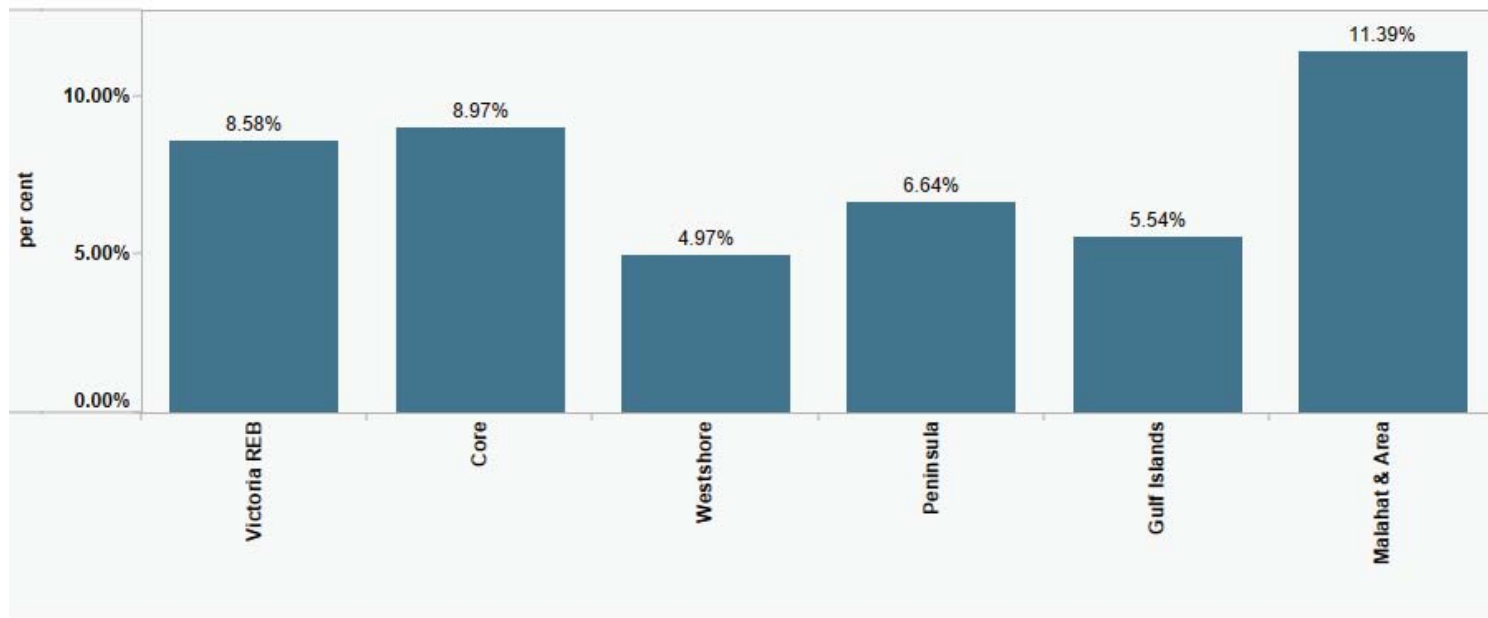
VREB Area Summary

Property Type

Single Family - All

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

Select Timeframe: 12 Months Ago



Benchmark by Timeframe and Property Type: Single Family - All

| | November 2015 | 1 Month Ago | 3 Months Ago | 6 Months Ago | 12 Months Ago | 36 Months Ago | 60 Months Ago | January 2005 |
|------------------------------|---------------|-------------|--------------|--------------|---------------|---------------|---------------|--------------|
| Victoria REB | \$517,900 | \$516,600 | \$513,800 | \$506,800 | \$477,000 | \$486,400 | \$506,800 | \$346,900 |
| Victoria | \$592,400 | \$588,300 | \$584,300 | \$574,600 | \$537,000 | \$542,600 | \$548,900 | \$372,100 |
| Victoria West | \$453,400 | \$449,700 | \$440,100 | \$433,600 | \$404,500 | \$422,900 | \$432,500 | \$282,300 |
| Oak Bay | \$838,400 | \$842,300 | \$846,700 | \$810,300 | \$773,300 | \$764,500 | \$788,200 | \$552,000 |
| Esquimalt | \$479,800 | \$481,300 | \$473,600 | \$463,800 | \$430,500 | \$445,000 | \$455,700 | \$297,300 |
| View Royal | \$516,000 | \$521,800 | \$522,100 | \$518,400 | \$483,000 | \$510,000 | \$517,700 | \$337,300 |
| Saanich East | \$633,600 | \$632,400 | \$623,000 | \$616,600 | \$581,500 | \$570,500 | \$594,200 | \$394,500 |
| Saanich West | \$521,000 | \$522,300 | \$522,700 | \$514,900 | \$488,000 | \$499,800 | \$511,200 | \$336,800 |
| Sooke | \$359,100 | \$354,700 | \$355,300 | \$352,800 | \$343,100 | \$361,500 | \$381,800 | \$271,200 |
| Langford | \$432,600 | \$427,300 | \$428,500 | \$422,400 | \$413,400 | \$427,900 | \$441,500 | \$308,500 |
| Metchosin | \$598,300 | \$593,300 | \$597,400 | \$591,900 | \$592,300 | \$603,800 | \$681,100 | \$459,900 |
| Colwood | \$466,800 | \$453,400 | \$468,100 | \$468,400 | \$438,000 | \$477,400 | \$471,900 | \$320,200 |
| Highlands | \$900,700 | \$900,000 | \$924,200 | \$889,300 | \$831,400 | \$885,200 | \$908,100 | \$672,700 |
| North Saanich | \$676,400 | \$673,100 | \$664,400 | \$659,600 | \$637,000 | \$634,600 | \$668,200 | \$481,100 |
| Sidney | \$474,800 | \$470,400 | \$461,900 | \$462,200 | \$444,300 | \$435,400 | \$452,400 | \$314,800 |
| Central Saanich | \$531,700 | \$535,600 | \$538,900 | \$520,900 | \$499,200 | \$499,600 | \$537,800 | \$360,500 |
| ML Malahat & Area | \$399,200 | \$398,900 | \$394,200 | \$390,100 | \$358,300 | \$370,800 | \$397,800 | \$275,900 |
| GI Gulf Islands | \$352,100 | \$356,200 | \$349,200 | \$350,000 | \$333,600 | \$357,700 | \$389,300 | \$293,200 |

Source: Victoria Real Estate Board

HPI by Timeframe and Property Type: Single Family - All

| | November 2015 | 1 Month Ago | 3 Months Ago | 6 Months Ago | 12 Months Ago | 36 Months Ago | 60 Months Ago | January 2005 |
|------------------------------|---------------|-------------|--------------|--------------|---------------|---------------|---------------|--------------|
| Victoria REB | 149.3 | 148.9 | 148.1 | 146.1 | 137.5 | 140.2 | 146.1 | 100.0 |
| Victoria | 159.2 | 158.1 | 157.0 | 154.4 | 144.3 | 145.8 | 147.5 | 100.0 |
| Victoria West | 160.6 | 159.3 | 155.9 | 153.6 | 143.3 | 149.8 | 153.2 | 100.0 |
| Oak Bay | 151.9 | 152.6 | 153.4 | 146.8 | 140.1 | 138.5 | 142.8 | 100.0 |
| Esquimalt | 161.4 | 161.9 | 159.3 | 156.0 | 144.8 | 149.7 | 153.3 | 100.0 |
| View Royal | 153.0 | 154.7 | 154.8 | 153.7 | 143.2 | 151.2 | 153.5 | 100.0 |
| Saanich East | 160.6 | 160.3 | 157.9 | 156.3 | 147.4 | 144.6 | 150.6 | 100.0 |
| Saanich West | 154.7 | 155.1 | 155.2 | 152.9 | 144.9 | 148.4 | 151.8 | 100.0 |
| Sooke | 132.4 | 130.8 | 131.0 | 130.1 | 126.5 | 133.3 | 140.8 | 100.0 |
| Langford | 140.2 | 138.5 | 138.9 | 136.9 | 134.0 | 138.7 | 143.1 | 100.0 |
| Metchosin | 130.1 | 129.0 | 129.9 | 128.7 | 128.8 | 131.3 | 148.1 | 100.0 |
| Colwood | 145.8 | 141.6 | 146.2 | 146.3 | 136.8 | 149.1 | 147.4 | 100.0 |
| Highlands | 133.9 | 133.8 | 137.4 | 132.2 | 123.6 | 131.6 | 135.0 | 100.0 |
| North Saanich | 140.6 | 139.9 | 138.1 | 137.1 | 132.4 | 131.9 | 138.9 | 100.0 |
| Sidney | 150.8 | 149.4 | 146.7 | 146.8 | 141.1 | 138.3 | 143.7 | 100.0 |
| Central Saanich | 147.5 | 148.6 | 149.5 | 144.5 | 138.5 | 138.6 | 149.2 | 100.0 |
| ML Malahat & Area | 144.7 | 144.6 | 142.9 | 141.4 | 129.9 | 134.4 | 144.2 | 100.0 |
| GI Gulf Islands | 120.1 | 121.5 | 119.1 | 119.4 | 113.8 | 122.0 | 132.8 | 100.0 |

Source: Victoria Real Estate Board

Benchmark by Timeframe and Property Type: Condo Apartment

| | November 2015 | 1 Month Ago | 3 Months Ago | 6 Months Ago | 12 Months Ago | 36 Months Ago | 60 Months Ago | January 2005 |
|----------------------|---------------|-------------|--------------|--------------|---------------|---------------|---------------|--------------|
| Victoria REB | \$304,200 | \$305,800 | \$298,300 | \$300,500 | \$284,800 | \$284,600 | \$303,200 | \$202,100 |
| Victoria | \$285,300 | \$286,500 | \$278,700 | \$283,600 | \$268,800 | \$270,200 | \$280,000 | \$189,900 |
| Victoria West | \$548,200 | \$538,000 | \$531,600 | \$538,000 | \$498,700 | \$457,000 | \$469,200 | \$338,800 |
| Oak Bay | \$327,300 | \$327,300 | \$323,000 | \$318,700 | \$287,500 | \$323,500 | \$346,500 | \$255,100 |
| Esquimalt | \$261,600 | \$259,200 | \$258,800 | \$263,900 | \$257,100 | \$248,500 | \$244,600 | \$155,700 |
| View Royal | \$357,600 | \$356,700 | \$355,800 | \$355,100 | \$337,800 | \$323,600 | \$347,600 | \$233,000 |
| Saanich East | \$244,500 | \$251,100 | \$243,000 | \$239,000 | \$226,600 | \$235,500 | \$259,600 | \$160,700 |
| Saanich West | \$228,200 | \$228,100 | \$222,700 | \$222,000 | \$213,200 | \$215,900 | \$233,000 | \$144,800 |
| Langford | \$271,600 | \$271,800 | \$270,300 | \$265,100 | \$256,500 | \$252,600 | \$282,100 | \$186,800 |
| Colwood | \$263,500 | \$264,600 | \$261,300 | \$255,900 | \$247,700 | \$248,300 | \$278,900 | \$181,400 |
| Sidney | \$324,100 | \$331,300 | \$315,800 | \$324,300 | \$304,700 | \$290,500 | \$338,200 | \$231,300 |

Source: Victoria Real Estate Board

HPI by Timeframe and Property Type: Condo Apartment

| | November 2015 | 1 Month Ago | 3 Months Ago | 6 Months Ago | 12 Months Ago | 36 Months Ago | 60 Months Ago | January 2005 |
|----------------------|---------------|-------------|--------------|--------------|---------------|---------------|---------------|--------------|
| Victoria REB | 150.5 | 151.3 | 147.6 | 148.7 | 140.9 | 140.8 | 150.0 | 100.0 |
| Victoria | 150.3 | 150.9 | 146.8 | 149.4 | 141.6 | 142.3 | 147.5 | 100.0 |
| Victoria West | 161.8 | 158.8 | 156.9 | 158.8 | 147.2 | 134.9 | 138.5 | 100.0 |
| Oak Bay | 128.3 | 128.3 | 126.6 | 124.9 | 112.7 | 126.8 | 135.8 | 100.0 |
| Esquimalt | 168.0 | 166.5 | 166.2 | 169.5 | 165.1 | 159.6 | 157.1 | 100.0 |
| View Royal | 153.5 | 153.1 | 152.7 | 152.4 | 145.0 | 138.9 | 149.2 | 100.0 |
| Saanich East | 152.1 | 156.2 | 151.2 | 148.7 | 141.0 | 146.5 | 161.5 | 100.0 |
| Saanich West | 157.6 | 157.5 | 153.8 | 153.3 | 147.2 | 149.1 | 160.9 | 100.0 |
| Langford | 145.4 | 145.5 | 144.7 | 141.9 | 137.3 | 135.2 | 151.0 | 100.0 |
| Colwood | 145.3 | 145.9 | 144.1 | 141.1 | 136.6 | 136.9 | 153.8 | 100.0 |
| Sidney | 140.1 | 143.2 | 136.5 | 140.2 | 131.7 | 125.6 | 146.2 | 100.0 |

Source: Victoria Real Estate Board

Benchmark by Timeframe and Property Type: Townhouse

| | November 2015 | 1 Month Ago | 3 Months Ago | 6 Months Ago | 12 Months Ago | 36 Months Ago | 60 Months Ago | January 2005 |
|------------------------------|---------------|-------------|--------------|--------------|---------------|---------------|---------------|--------------|
| Victoria REB | \$415,400 | \$408,700 | \$410,100 | \$408,700 | \$400,900 | \$399,100 | \$429,800 | \$289,600 |
| Victoria | \$427,300 | \$408,100 | \$414,700 | \$411,000 | \$415,900 | \$386,400 | \$420,400 | \$286,000 |
| Victoria West | \$294,900 | \$286,500 | \$293,100 | \$304,700 | \$278,000 | \$300,500 | \$312,300 | \$189,400 |
| Oak Bay | \$542,700 | \$519,400 | \$523,000 | \$514,900 | \$518,600 | \$492,400 | \$553,600 | \$402,900 |
| Esquimalt | \$350,200 | \$338,000 | \$343,300 | \$356,600 | \$326,000 | \$342,200 | \$358,600 | \$221,300 |
| View Royal | \$390,900 | \$375,100 | \$393,500 | \$400,900 | \$377,700 | \$376,400 | \$407,300 | \$254,900 |
| Saanich East | \$527,800 | \$522,700 | \$517,600 | \$512,500 | \$504,200 | \$502,000 | \$516,900 | \$364,000 |
| Saanich West | \$446,500 | \$439,600 | \$433,100 | \$433,600 | \$417,300 | \$430,500 | \$429,900 | \$286,000 |
| Sooke | \$343,300 | \$345,600 | \$343,800 | \$336,900 | \$338,100 | \$335,200 | \$395,700 | \$286,800 |
| Langford | \$316,600 | \$322,500 | \$320,200 | \$308,900 | \$312,300 | \$315,300 | \$371,600 | \$255,700 |
| Colwood | \$370,500 | \$377,500 | \$379,600 | \$373,900 | \$371,800 | \$371,800 | \$449,000 | \$301,700 |
| Sidney | \$379,800 | \$377,300 | \$378,100 | \$369,300 | \$367,900 | \$388,400 | \$390,700 | \$277,800 |
| Central Saanich | \$436,300 | \$435,700 | \$426,600 | \$418,300 | \$413,000 | \$418,000 | \$426,000 | \$294,000 |
| ML Malahat & Area | \$357,900 | \$354,300 | \$353,800 | \$356,400 | \$359,100 | \$347,000 | \$400,500 | \$252,200 |
| GI Gulf Islands | \$362,600 | \$354,800 | \$372,900 | \$376,400 | \$378,700 | \$409,100 | \$473,100 | \$292,200 |

Source: Victoria Real Estate Board

HPI by Timeframe and Property Type: Townhouse

| | November 2015 | 1 Month Ago | 3 Months Ago | 6 Months Ago | 12 Months Ago | 36 Months Ago | 60 Months Ago | January 2005 |
|------------------------------|---------------|-------------|--------------|--------------|---------------|---------------|---------------|--------------|
| Victoria REB | 143.4 | 141.1 | 141.6 | 141.1 | 138.4 | 137.8 | 148.4 | 100.0 |
| Victoria | 149.4 | 142.7 | 145.0 | 143.7 | 145.4 | 135.1 | 147.0 | 100.0 |
| Victoria West | 155.7 | 151.3 | 154.8 | 160.9 | 146.8 | 158.7 | 164.9 | 100.0 |
| Oak Bay | 134.7 | 128.9 | 129.8 | 127.8 | 128.7 | 122.2 | 137.4 | 100.0 |
| Esquimalt | 158.2 | 152.7 | 155.1 | 161.1 | 147.3 | 154.6 | 162.0 | 100.0 |
| View Royal | 153.4 | 147.2 | 154.4 | 157.3 | 148.2 | 147.7 | 159.8 | 100.0 |
| Saanich East | 145.0 | 143.6 | 142.2 | 140.8 | 138.5 | 137.9 | 142.0 | 100.0 |
| Saanich West | 156.1 | 153.7 | 151.4 | 151.6 | 145.9 | 150.5 | 150.3 | 100.0 |
| Sooke | 119.7 | 120.5 | 119.9 | 117.5 | 117.9 | 116.9 | 138.0 | 100.0 |
| Langford | 123.8 | 126.1 | 125.2 | 120.8 | 122.1 | 123.3 | 145.3 | 100.0 |
| Colwood | 122.8 | 125.1 | 125.8 | 123.9 | 123.2 | 123.2 | 148.8 | 100.0 |
| Sidney | 136.7 | 135.8 | 136.1 | 132.9 | 132.4 | 139.8 | 140.6 | 100.0 |
| Central Saanich | 148.4 | 148.2 | 145.1 | 142.3 | 140.5 | 142.2 | 144.9 | 100.0 |
| ML Malahat & Area | 141.9 | 140.5 | 140.3 | 141.3 | 142.4 | 137.6 | 158.8 | 100.0 |
| GI Gulf Islands | 124.1 | 121.4 | 127.6 | 128.8 | 129.6 | 140.0 | 161.9 | 100.0 |

Source: Victoria Real Estate Board



HPI or Benchmark
(Applies to all tabs)

☐ HPI

☒ Benchmark

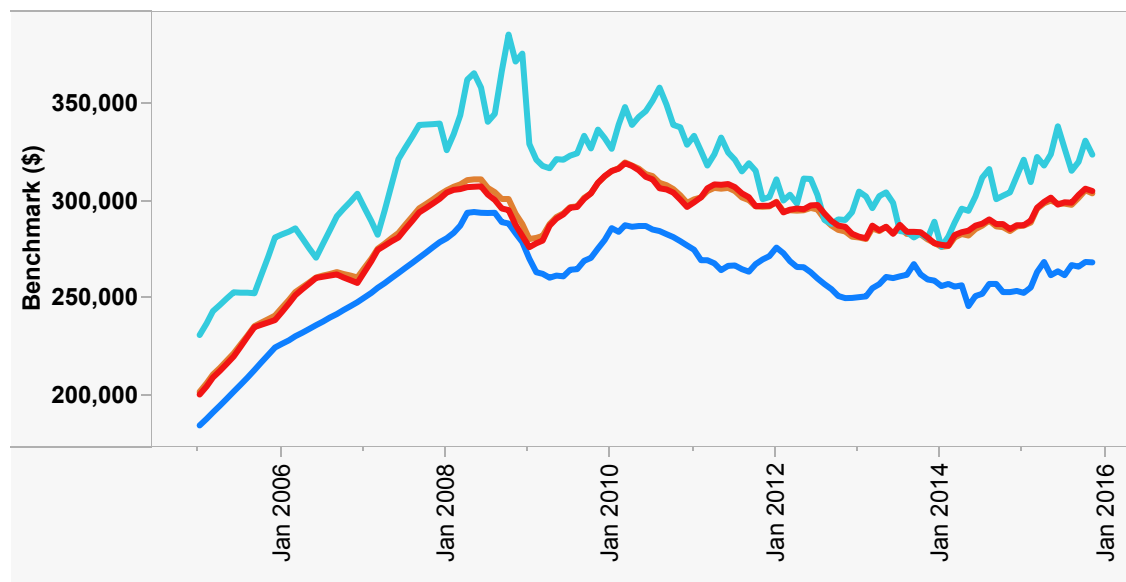
Area





VREB Area Summary

Benchmark Performance over Time

Select Date Range:

All values



| | | | |
|---|---|---|---|
| Core | Peninsula | Victoria REB | Westshore |
| Condo Apartment | Condo Apartment | Condo Apartment | Condo Apartment |
|  |  |  |  |

Source: Victoria Real Estate Board

Area/Property Type Selection Tool

To Select Multiple Options:

Hold CTRL and click the selections below

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



(Applies to all tabs)

○ HPI

 Benchmark

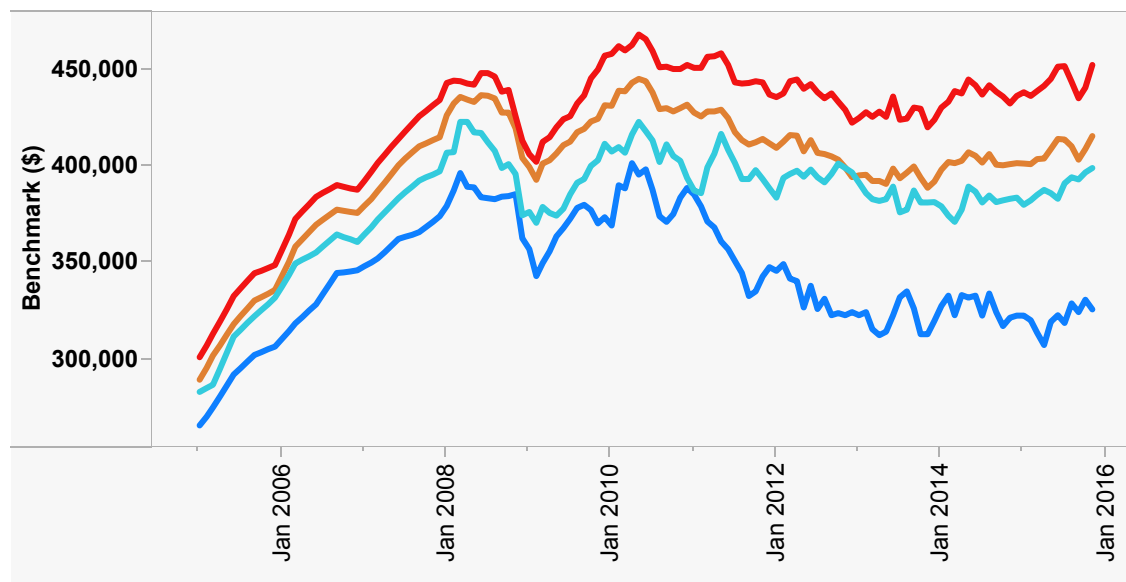
Area





VREB Area Summary

Benchmark Performance over Time

Select Date Range:

All values



| | | | |
|---|---|---|---|
| Core | Peninsula | Victoria REB | Westshore |
| Townhouse | Townhouse | Townhouse | Townhouse |
|  |  |  |  |

Source: Victoria Real Estate Board

Area/Property Type Selection Tool

To Select Multiple Options:

Hold CTRL and click the selections below

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

Monthly Sales Summary

November 2015

Tuesday, December 1, 2015

| Region District | Units | Total Volume |
|-------------------------------|------------|----------------------|
| Residential | | |
| ● Single Family | | |
| Greater Victoria | | |
| Victoria | 23 | \$14,529,200 |
| Victoria West | 5 | \$2,162,000 |
| Oak Bay | 21 | \$22,675,250 |
| Esquimalt | 8 | \$3,570,888 |
| View Royal | 6 | \$3,531,500 |
| Saanich East | 60 | \$41,581,850 |
| Saanich West | 32 | \$17,921,800 |
| Central Saanich | 17 | \$9,372,710 |
| North Saanich | 7 | \$5,177,361 |
| Sidney | 9 | \$5,144,360 |
| Highlands | 4 | \$3,097,000 |
| Colwood | 22 | \$11,245,850 |
| Langford | 42 | \$22,133,300 |
| Metchosin | 3 | \$1,738,000 |
| Sooke | 21 | \$8,061,359 |
| Waterfront (all districts) | 7 | \$6,465,000 |
| Total Greater Victoria | 287 | \$178,407,428 |
| Other Areas | | |
| Shawnigan Lake / Malahat | 5 | \$1,812,500 |
| Gulf Islands | 11 | \$5,619,000 |
| Upsland / Mainland | 5 | \$1,812,531 |
| Waterfront (all districts) | 3 | \$3,170,000 |
| Total Other Areas | 24 | \$12,414,031 |
| Total Single Family | 311 | \$190,821,459 |
| ● Condominium | | |
| Greater Victoria | | |
| Victoria | 67 | \$21,081,800 |
| Victoria West | 11 | \$4,968,300 |
| Oak Bay | 1 | \$365,000 |
| Esquimalt | 4 | \$996,199 |
| View Royal | 5 | \$1,450,000 |
| Saanich East | 29 | \$7,523,300 |
| Saanich West | 6 | \$1,779,000 |
| Sidney | 5 | \$1,518,000 |
| Colwood | 2 | \$693,900 |
| Langford | 18 | \$4,552,482 |
| Sooke | 1 | \$110,000 |
| Waterfront (all districts) | 10 | \$4,235,000 |
| Total Greater Victoria | 159 | \$49,272,981 |
| Total Condominium | 159 | \$49,272,981 |

Monthly Sales Summary

November 2015

Tuesday, December 1, 2015

| Region District | Units | Total Volume |
|---------------------------------|------------|----------------------|
| ● Townhouse | | |
| Greater Victoria | | |
| Victoria | 7 | \$4,337,500 |
| Victoria West | 1 | \$410,500 |
| Esquimalt | 2 | \$613,000 |
| View Royal | 2 | \$842,500 |
| Saanich East | 13 | \$6,745,500 |
| Saanich West | 4 | \$1,646,500 |
| Central Saanich | 3 | \$1,254,000 |
| Sidney | 4 | \$1,647,000 |
| Colwood | 3 | \$1,123,750 |
| Langford | 7 | \$2,770,200 |
| Waterfront (all districts) | 3 | \$1,534,900 |
| Total Greater Victoria | 49 | \$22,925,350 |
| Other Areas | | |
| Upland / Mainland | 1 | \$225,000 |
| Total Other Areas | 1 | \$225,000 |
| Total Townhouse | 50 | \$23,150,350 |
| ● Manufactured Homes | | |
| Greater Victoria | | |
| Central Saanich | 3 | \$623,000 |
| Sidney | 2 | \$506,000 |
| Langford | 4 | \$270,500 |
| Sooke | 4 | \$374,000 |
| Waterfront (all districts) | 1 | \$195,000 |
| Total Greater Victoria | 14 | \$1,968,500 |
| Other Areas | | |
| Shawnigan Lake / Malahat | 1 | \$123,000 |
| Gulf Islands | 1 | \$92,500 |
| Upland / Mainland | 1 | \$228,850 |
| Total Other Areas | 3 | \$444,350 |
| Total Manufactured Homes | 17 | \$2,412,850 |
| Total Residential | 537 | \$265,657,640 |

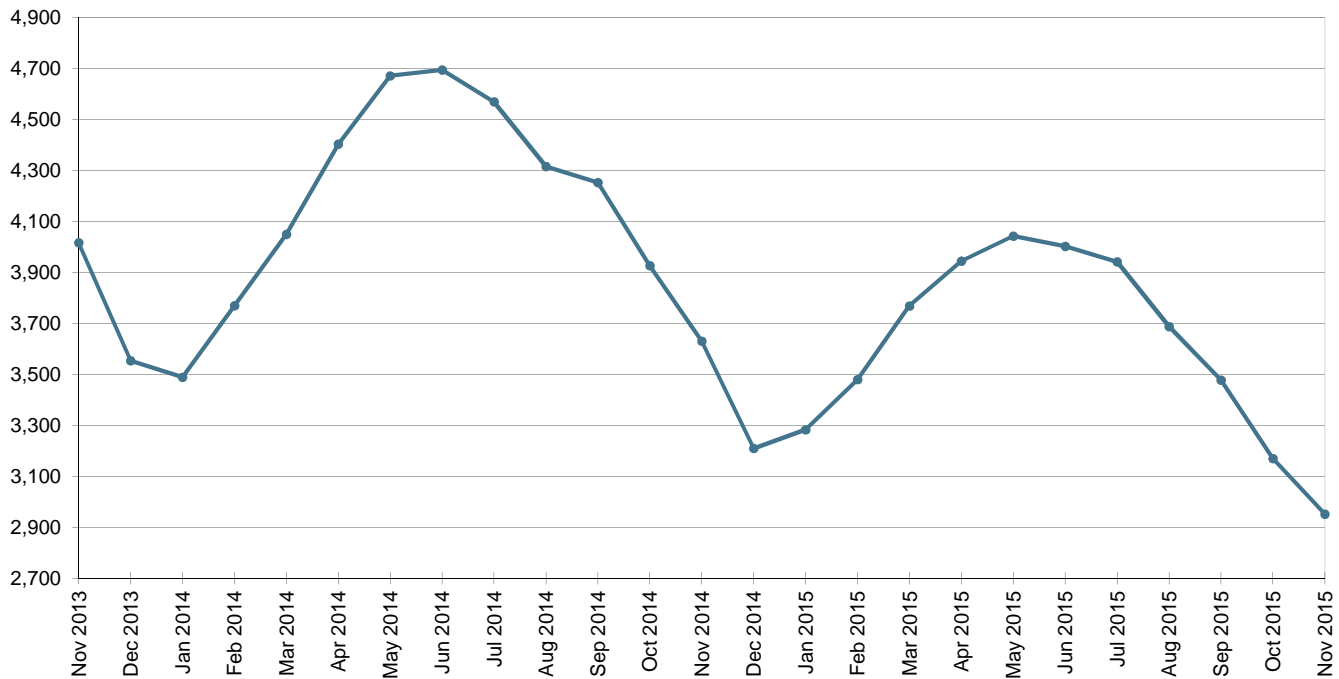
Monthly Sales Summary

November 2015

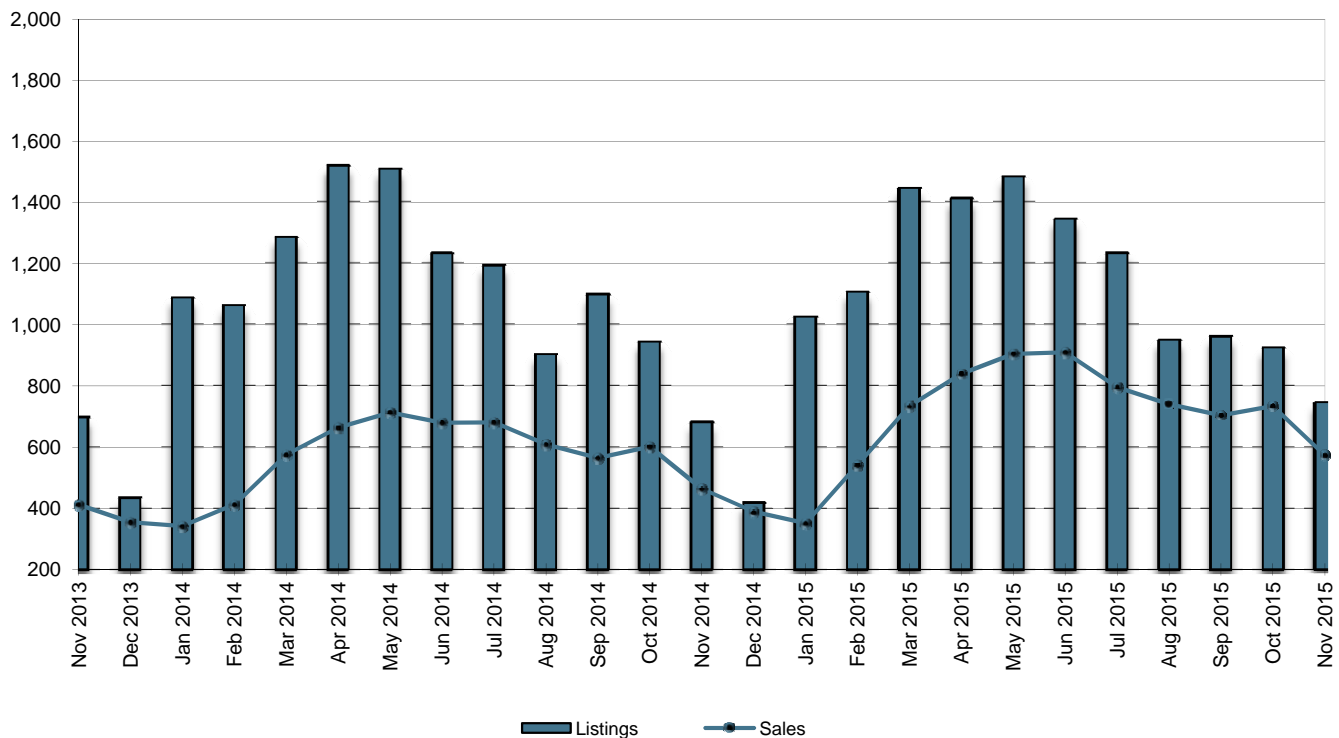
Tuesday, December 1, 2015

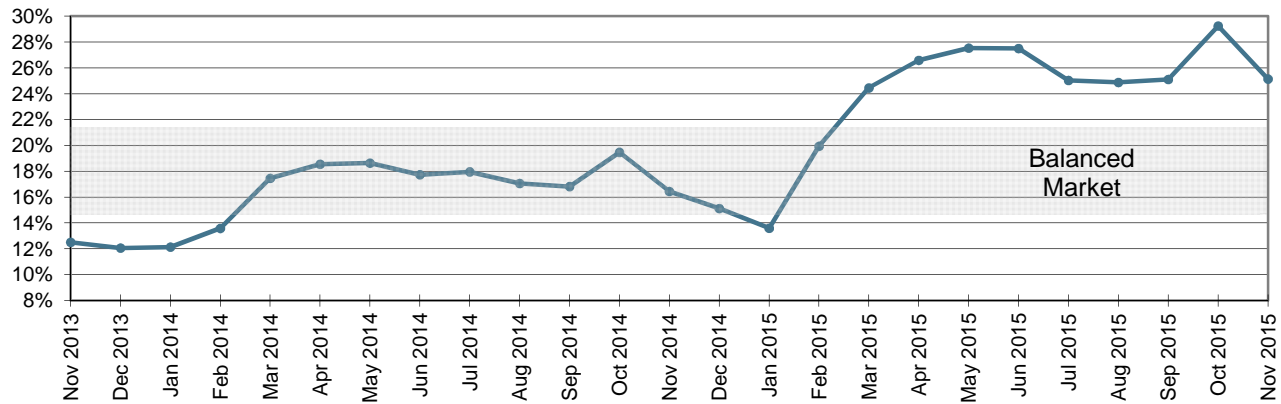
| Region District | Units | Total Volume |
|--|------------|----------------------|
| Other Property | | |
| ● Lots & Acreage (Incl Wtrfrnt) | | |
| Greater Victoria | | |
| Central Saanich | 1 | \$300,000 |
| North Saanich | 3 | \$1,232,000 |
| Colwood | 5 | \$1,622,700 |
| Langford | 5 | \$2,234,500 |
| Sooke | 3 | \$535,400 |
| Total Greater Victoria | 17 | \$5,924,600 |
| Other Areas | | |
| Shawnigan Lake / Malahat | 1 | \$185,000 |
| Gulf Islands | 2 | \$510,000 |
| Upland / Mainland | 3 | \$429,000 |
| Total Other Areas | 6 | \$1,124,000 |
| Total Lots & Acreage (Incl Wtrfrnt) | 23 | \$7,048,600 |
| | | |
| ● Other Commercial Properties | 13 | \$4,850,056 |
| | | |
| Grand Totals | 573 | \$277,556,296 |

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

November 2015

Tuesday, December 01, 2015

| | This Year | Current Month Last Year | % Change | This Year | Year To Date Last Year | % Change |
|---|---------------|----------------------------|----------|-----------------|---------------------------|----------|
| Single Family - Residential | | | | | | |
| Units Listed | 322 | 254 | 27 % | 5378 | 5244 | 3 % |
| Units Sold | 269 | 207 | 30 % | 3727 | 3025 | 23 % |
| Sell/List Ratio | 84 % | 81 % | | 69 % | 58 % | |
| Sales Dollars | \$160,781,098 | \$117,097,237 | 37 % | \$2,239,478,658 | \$1,712,557,298 | 31 % |
| Average Price / Unit | \$597,699 | \$565,687 | 6 % | \$600,880 | \$566,135 | 6 % |
| Price Ratio | 98 % | 96 % | | 98 % | 97 % | |
| Days To Sell | 53 | 67 | -21 % | 50 | 59 | -15 % |
| Active Listings at Month End | 754 | 968 | -22 % | | | |
| Single Family - Residential Waterfront | | | | | | |
| Units Listed | 21 | 21 | 0 % | 529 | 520 | 2 % |
| Units Sold | 9 | 14 | -36 % | 269 | 210 | 28 % |
| Sell/List Ratio | 43 % | 67 % | | 51 % | 40 % | |
| Sales Dollars | \$8,465,000 | \$12,134,000 | -30 % | \$292,585,863 | \$226,793,989 | 29 % |
| Average Price / Unit | \$940,556 | \$866,714 | 9 % | \$1,087,680 | \$1,079,971 | 1 % |
| Price Ratio | 94 % | 94 % | | 94 % | 93 % | |
| Days To Sell | 88 | 231 | -62 % | 119 | 138 | -13 % |
| Active Listings at Month End | 204 | 236 | -14 % | | | |
| Single Family - Residential Acreage | | | | | | |
| Units Listed | 34 | 42 | -19 % | 675 | 676 | 0 % |
| Units Sold | 24 | 14 | 71 % | 334 | 290 | 15 % |
| Sell/List Ratio | 71 % | 33 % | | 49 % | 43 % | |
| Sales Dollars | \$16,235,361 | \$10,145,310 | 60 % | \$238,698,808 | \$198,467,699 | 20 % |
| Average Price / Unit | \$676,473 | \$724,665 | -7 % | \$714,667 | \$684,371 | 4 % |
| Price Ratio | 97 % | 98 % | | 96 % | 96 % | |
| Days To Sell | 105 | 115 | -8 % | 109 | 106 | 2 % |
| Active Listings at Month End | 242 | 257 | -6 % | | | |
| Condominium | | | | | | |
| Units Listed | 184 | 182 | 1 % | 3073 | 3017 | 2 % |
| Units Sold | 159 | 120 | 33 % | 1945 | 1532 | 27 % |
| Sell/List Ratio | 86 % | 66 % | | 63 % | 51 % | |
| Sales Dollars | \$49,272,981 | \$36,877,110 | 34 % | \$635,758,994 | \$491,988,918 | 29 % |
| Average Price / Unit | \$309,893 | \$307,309 | 1 % | \$326,868 | \$321,142 | 2 % |
| Price Ratio | 97 % | 97 % | | 97 % | 97 % | |
| Days To Sell | 62 | 68 | -8 % | 63 | 70 | -10 % |
| Active Listings at Month End | 582 | 756 | -23 % | | | |

Monthly Comparative Activity By Property Type

November 2015

Tuesday, December 01, 2015

| | This Year | Current Month Last Year | % Change | This Year | Year To Date Last Year | % Change |
|---------------------------------------|--------------|----------------------------|----------|---------------|---------------------------|----------|
| Townhouse | | | | | | |
| Units Listed | 77 | 68 | 13 % | 1199 | 1197 | 0 % |
| Units Sold | 50 | 46 | 9 % | 796 | 675 | 18 % |
| Sell/List Ratio | 65 % | 68 % | | 66 % | 56 % | |
| Sales Dollars | \$23,150,350 | \$18,818,288 | 23 % | \$334,280,787 | \$279,438,209 | 20 % |
| Average Price / Unit | \$463,007 | \$409,093 | 13 % | \$419,951 | \$413,983 | 1 % |
| Price Ratio | 98 % | 98 % | | 98 % | 98 % | |
| Days To Sell | 53 | 77 | -31 % | 65 | 68 | -4 % |
| Active Listings at Month End | 223 | 269 | -17 % | | | |
| Strata Duplex (Up and Down) | | | | | | |
| Units Listed | 0 | 0 | % | 11 | 8 | 38 % |
| Units Sold | 1 | 0 | % | 7 | 3 | 133 % |
| Sell/List Ratio | % | % | | 64 % | 38 % | |
| Sales Dollars | \$1,170,000 | \$0 | % | \$5,164,800 | \$946,000 | 446 % |
| Average Price / Unit | \$1,170,000 | | % | \$737,829 | \$315,333 | 134 % |
| Price Ratio | 98 % | % | | 95 % | 97 % | |
| Days To Sell | 15 | | % | 34 | 60 | -43 % |
| Active Listings at Month End | 2 | 3 | -33 % | | | |
| Strata Duplex (Side by Side) | | | | | | |
| Units Listed | 6 | 11 | -45 % | 135 | 130 | 4 % |
| Units Sold | 5 | 9 | -44 % | 85 | 69 | 23 % |
| Sell/List Ratio | 83 % | 82 % | | 63 % | 53 % | |
| Sales Dollars | \$1,770,000 | \$3,882,000 | -54 % | \$35,815,038 | \$28,545,900 | 25 % |
| Average Price / Unit | \$354,000 | \$431,333 | -18 % | \$421,353 | \$413,709 | 2 % |
| Price Ratio | 98 % | 97 % | | 98 % | 97 % | |
| Days To Sell | 53 | 48 | 11 % | 50 | 56 | -11 % |
| Active Listings at Month End | 20 | 28 | -29 % | | | |
| Strata Duplex (Front and Back) | | | | | | |
| Units Listed | 2 | 3 | -33 % | 32 | 37 | -14 % |
| Units Sold | 1 | 2 | -50 % | 17 | 19 | -11 % |
| Sell/List Ratio | 50 % | 67 % | | 53 % | 51 % | |
| Sales Dollars | \$455,000 | \$810,000 | -44 % | \$7,701,155 | \$7,556,500 | 2 % |
| Average Price / Unit | \$455,000 | \$405,000 | 12 % | \$453,009 | \$397,711 | 14 % |
| Price Ratio | 99 % | 97 % | | 97 % | 97 % | |
| Days To Sell | 54 | 27 | 100 % | 46 | 62 | -26 % |
| Active Listings at Month End | 7 | 6 | 17 % | | | |

Monthly Comparative Activity By Property Type

November 2015

Tuesday, December 01, 2015

| | This Year | Current Month Last Year | % Change | This Year | Year To Date Last Year | % Change |
|--------------------------------------|-------------|----------------------------|----------|--------------|---------------------------|----------|
| Recreational | | | | | | |
| Units Listed | 0 | 0 | % | 24 | 25 | -4 % |
| Units Sold | 0 | 1 | -100 % | 9 | 7 | 29 % |
| Sell/List Ratio | % | % | | 38 % | 28 % | |
| Sales Dollars | \$0 | \$43,500 | -100 % | \$1,358,000 | \$1,084,051 | 25 % |
| Average Price / Unit | | \$43,500 | % | \$150,889 | \$154,864 | -3 % |
| Price Ratio | % | 97 % | | 91 % | 90 % | |
| Days To Sell | | 70 | % | 82 | 233 | -65 % |
| Active Listings at Month End | 14 | 14 | 0 % | | | |
| Manufactured Home | | | | | | |
| Units Listed | 15 | 14 | 7 % | 260 | 279 | -7 % |
| Units Sold | 17 | 20 | -15 % | 179 | 162 | 10 % |
| Sell/List Ratio | 113 % | 143 % | | 69 % | 58 % | |
| Sales Dollars | \$2,412,850 | \$2,110,900 | 14 % | \$22,377,098 | \$19,611,153 | 14 % |
| Average Price / Unit | \$141,932 | \$105,545 | 34 % | \$125,012 | \$121,057 | 3 % |
| Price Ratio | 95 % | 93 % | | 93 % | 94 % | |
| Days To Sell | 104 | 83 | 25 % | 92 | 103 | -11 % |
| Active Listings at Month End | 57 | 92 | -38 % | | | |
| Residential Lots | | | | | | |
| Units Listed | 22 | 48 | -54 % | 344 | 386 | -11 % |
| Units Sold | 18 | 9 | 100 % | 172 | 91 | 89 % |
| Sell/List Ratio | 82 % | 19 % | | 50 % | 24 % | |
| Sales Dollars | \$6,003,100 | \$2,033,750 | 195 % | \$45,020,755 | \$24,480,650 | 84 % |
| Average Price / Unit | \$333,506 | \$225,972 | 48 % | \$261,749 | \$269,018 | -3 % |
| Price Ratio | 99 % | 92 % | | 95 % | 94 % | |
| Days To Sell | 90 | 308 | -71 % | 125 | 154 | -19 % |
| Active Listings at Month End | 169 | 281 | -40 % | | | |
| Residential Lots - Waterfront | | | | | | |
| Units Listed | 2 | 2 | 0 % | 65 | 56 | 16 % |
| Units Sold | 0 | 0 | % | 22 | 9 | 144 % |
| Sell/List Ratio | 0 % | 0 % | | 34 % | 16 % | |
| Sales Dollars | \$0 | \$0 | % | \$8,090,400 | \$4,779,900 | 69 % |
| Average Price / Unit | | | % | \$367,745 | \$531,100 | -31 % |
| Price Ratio | % | % | | 93 % | 97 % | |
| Days To Sell | | | % | 177 | 56 | 219 % |
| Active Listings at Month End | 31 | 36 | -14 % | | | |

Monthly Comparative Activity By Property Type

November 2015

Tuesday, December 01, 2015

| | This Year | Current Month Last Year | % Change | This Year | Year To Date Last Year | % Change |
|---|-------------|----------------------------|----------|--------------|---------------------------|----------|
| Residential Acreage | | | | | | |
| Units Listed | 8 | 10 | -20 % | 223 | 234 | -5 % |
| Units Sold | 4 | 8 | -50 % | 88 | 59 | 49 % |
| Sell/List Ratio | 50 % | 80 % | | 39 % | 25 % | |
| Sales Dollars | \$830,000 | \$1,722,000 | -52 % | \$25,672,249 | \$18,071,528 | 42 % |
| Average Price / Unit | \$207,500 | \$215,250 | -4 % | \$291,730 | \$306,297 | -5 % |
| Price Ratio | 89 % | 95 % | | 91 % | 88 % | |
| Days To Sell | 348 | 308 | 13 % | 230 | 210 | 9 % |
| Active Listings at Month End | 186 | 208 | -11 % | | | |
| Residential Acreage - Waterfront | | | | | | |
| Units Listed | 4 | 3 | 33 % | 73 | 78 | -6 % |
| Units Sold | 1 | 0 | % | 19 | 14 | 36 % |
| Sell/List Ratio | 25 % | 0 % | | 26 % | 18 % | |
| Sales Dollars | \$215,500 | \$0 | % | \$12,972,533 | \$15,328,000 | -15 % |
| Average Price / Unit | \$215,500 | | % | \$682,765 | \$1,094,857 | -38 % |
| Price Ratio | 94 % | % | | 94 % | 85 % | |
| Days To Sell | 13 | | % | 200 | 165 | 21 % |
| Active Listings at Month End | 67 | 62 | 8 % | | | |
| Revenue - Duplex/Triplex | | | | | | |
| Units Listed | 3 | 0 | % | 67 | 52 | 29 % |
| Units Sold | 2 | 2 | 0 % | 37 | 22 | 68 % |
| Sell/List Ratio | 67 % | % | | 55 % | 42 % | |
| Sales Dollars | \$1,945,000 | \$1,075,000 | 81 % | \$23,350,750 | \$13,273,000 | 76 % |
| Average Price / Unit | \$972,500 | \$537,500 | 81 % | \$631,101 | \$603,318 | 5 % |
| Price Ratio | 110 % | 96 % | | 98 % | 96 % | |
| Days To Sell | 43 | 78 | -46 % | 44 | 57 | -22 % |
| Active Listings at Month End | 14 | 6 | 133 % | | | |
| Revenue - Multi Units | | | | | | |
| Units Listed | 5 | 1 | 400 % | 41 | 29 | 41 % |
| Units Sold | 2 | 1 | 100 % | 20 | 10 | 100 % |
| Sell/List Ratio | 40 % | 100 % | | 49 % | 34 % | |
| Sales Dollars | \$1,260,000 | \$380,000 | 232 % | \$18,282,475 | \$9,713,000 | 88 % |
| Average Price / Unit | \$630,000 | \$380,000 | 66 % | \$914,124 | \$971,300 | -6 % |
| Price Ratio | 97 % | 97 % | | 95 % | 96 % | |
| Days To Sell | 158 | 218 | -28 % | 99 | 144 | -31 % |
| Active Listings at Month End | 17 | 11 | 55 % | | | |

Monthly Comparative Activity By Property Type

November 2015

Tuesday, December 01, 2015

| | This Year | Current Month Last Year | % Change | This Year | Year To Date Last Year | % Change |
|--|-------------|----------------------------|----------|--------------|---------------------------|----------|
| Revenue - Apartment Block | | | | | | |
| Units Listed | 0 | 1 | -100 % | 4 | 11 | -64 % |
| Units Sold | 0 | 0 | % | 1 | 1 | 0 % |
| Sell/List Ratio | % | 0 % | | 25 % | 9 % | |
| Sales Dollars | \$0 | \$0 | % | \$1,360,000 | \$4,300,000 | -68 % |
| Average Price / Unit | | | % | \$1,360,000 | \$4,300,000 | -68 % |
| Price Ratio | % | % | | 101 % | 144 % | |
| Days To Sell | | | % | 15 | 82 | -82 % |
| Active Listings at Month End | 2 | 4 | -50 % | | | |
| Revenue - Commercial | | | | | | |
| Units Listed | 4 | 2 | 100 % | 102 | 93 | 10 % |
| Units Sold | 4 | 3 | 33 % | 26 | 26 | 0 % |
| Sell/List Ratio | 100 % | 150 % | | 25 % | 28 % | |
| Sales Dollars | \$2,152,000 | \$1,407,000 | 53 % | \$22,427,407 | \$29,142,300 | -23 % |
| Average Price / Unit | \$538,000 | \$469,000 | 15 % | \$862,593 | \$1,120,858 | -23 % |
| Price Ratio | 90 % | 95 % | | 93 % | 84 % | |
| Days To Sell | 135 | 195 | -31 % | 114 | 173 | -34 % |
| Active Listings at Month End | 54 | 62 | -13 % | | | |
| Revenue - Industrial | | | | | | |
| Units Listed | 1 | 0 | % | 3 | 3 | 0 % |
| Units Sold | 0 | 0 | % | 0 | 0 | % |
| Sell/List Ratio | 0 % | % | | 0 % | 0 % | |
| Sales Dollars | \$0 | \$0 | % | \$0 | \$0 | % |
| Average Price / Unit | | | % | | | % |
| Price Ratio | % | % | | % | % | |
| Days To Sell | | | % | | | % |
| Active Listings at Month End | 4 | 1 | 300 % | | | |
| Business with Land & Building | | | | | | |
| Units Listed | 7 | 6 | 17 % | 106 | 109 | -3 % |
| Units Sold | 2 | 4 | -50 % | 24 | 22 | 9 % |
| Sell/List Ratio | 29 % | 67 % | | 23 % | 20 % | |
| Sales Dollars | \$1,320,000 | \$744,004 | 77 % | \$11,762,635 | \$12,146,462 | -3 % |
| Average Price / Unit | \$660,000 | \$186,001 | 255 % | \$490,110 | \$552,112 | -11 % |
| Price Ratio | 85 % | 86 % | | 90 % | 89 % | |
| Days To Sell | 155 | 176 | -12 % | 228 | 132 | 73 % |
| Active Listings at Month End | 67 | 74 | -9 % | | | |

Monthly Comparative Activity By Property Type

November 2015

Tuesday, December 01, 2015

| | This Year | Current Month Last Year | % Change | This Year | Year To Date Last Year | % Change |
|------------------------------|-----------|----------------------------|----------|-------------|---------------------------|----------|
| Business Only | | | | | | |
| Units Listed | 7 | 4 | 75 % | 100 | 98 | 2 % |
| Units Sold | 2 | 1 | 100 % | 11 | 31 | -65 % |
| Sell/List Ratio | 29 % | 25 % | | 11 % | 32 % | |
| Sales Dollars | \$118,000 | \$320,000 | -63 % | \$1,655,500 | \$4,428,232 | -63 % |
| Average Price / Unit | \$59,000 | \$320,000 | -82 % | \$150,500 | \$142,846 | 5 % |
| Price Ratio | 92 % | 94 % | | 95 % | 89 % | |
| Days To Sell | 47 | 416 | -89 % | 237 | 218 | 9 % |
| Active Listings at Month End | 76 | 69 | 10 % | | | |
| Motel/Hotel | | | | | | |
| Units Listed | 0 | 0 | % | 9 | 16 | -44 % |
| Units Sold | 0 | 0 | % | 4 | 1 | 300 % |
| Sell/List Ratio | % | % | | 44 % | 6 % | |
| Sales Dollars | \$0 | \$0 | % | \$3,251,460 | -\$924,100 | -452 % |
| Average Price / Unit | | | % | \$812,865 | -\$924,100 | -188 % |
| Price Ratio | % | % | | 73 % | 68 % | |
| Days To Sell | | | % | 346 | 101 | 242 % |
| Active Listings at Month End | 7 | 8 | -13 % | | | |
| Lease - Office | | | | | | |
| Units Listed | 7 | 1 | 600 % | 49 | 53 | -8 % |
| Units Sold | 0 | 1 | -100 % | 3 | 5 | -40 % |
| Sell/List Ratio | 0 % | 100 % | | 6 % | 9 % | |
| Sales Dollars | \$0 | \$37,575 | -100 % | \$875,031 | \$37,641 | 2225 % |
| Average Price / Unit | | \$37,575 | % | \$291,677 | \$7,528 | 3775 % |
| Price Ratio | % | % | | % | % | |
| Days To Sell | | 172 | % | 179 | 190 | -6 % |
| Active Listings at Month End | 50 | 44 | 14 % | | | |
| Lease - Retail | | | | | | |
| Units Listed | 5 | 1 | 400 % | 47 | 61 | -23 % |
| Units Sold | 3 | 1 | 200 % | 12 | 13 | -8 % |
| Sell/List Ratio | 60 % | 100 % | | 26 % | 21 % | |
| Sales Dollars | \$56 | \$24 | 138 % | \$1,251 | \$1,094 | 14 % |
| Average Price / Unit | \$19 | \$24 | -21 % | \$104 | \$84 | 24 % |
| Price Ratio | % | % | | 32 % | 115 % | |
| Days To Sell | 75 | 50 | 49 % | 157 | 87 | 80 % |
| Active Listings at Month End | 24 | 40 | -40 % | | | |

Monthly Comparative Activity By Property Type

November 2015

Tuesday, December 01, 2015

| | This Year | Current Month Last Year | % Change | This Year | Year To Date Last Year | % Change |
|------------------------------|-----------|----------------------------|----------|--------------|---------------------------|----------|
| Lease - Warehouse | | | | | | |
| Units Listed | 0 | 0 | % | 1 | 1 | 0 % |
| Units Sold | 0 | 0 | % | 1 | 0 | % |
| Sell/List Ratio | % | % | | 100 % | 0 % | |
| Sales Dollars | \$0 | \$0 | % | \$18 | \$0 | % |
| Average Price / Unit | | | % | \$18 | | % |
| Price Ratio | % | % | | % | % | |
| Days To Sell | | | % | 58 | | % |
| Active Listings at Month End | 0 | 1 | -100 % | | | |
| Lease - Industrial | | | | | | |
| Units Listed | 0 | 0 | % | 7 | 4 | 75 % |
| Units Sold | 0 | 0 | % | 1 | 0 | % |
| Sell/List Ratio | % | % | | 14 % | 0 % | |
| Sales Dollars | \$0 | \$0 | % | \$18 | \$0 | % |
| Average Price / Unit | | | % | \$18 | | % |
| Price Ratio | % | % | | 1 % | % | |
| Days To Sell | | | % | 244 | | % |
| Active Listings at Month End | 4 | 3 | 33 % | | | |
| Lease - Other | | | | | | |
| Units Listed | 9 | 4 | 125 % | 54 | 65 | -17 % |
| Units Sold | 0 | 0 | % | 12 | 11 | 9 % |
| Sell/List Ratio | 0 % | 0 % | | 22 % | 17 % | |
| Sales Dollars | \$0 | \$0 | % | \$5,904 | \$1,520 | 288 % |
| Average Price / Unit | | | % | \$492 | \$138 | 256 % |
| Price Ratio | % | % | | 11 % | % | |
| Days To Sell | | | % | 176 | 154 | 14 % |
| Active Listings at Month End | 49 | 49 | 0 % | | | |
| Commercial Land | | | | | | |
| Units Listed | 2 | 4 | -50 % | 37 | 47 | -21 % |
| Units Sold | 0 | 2 | -100 % | 9 | 2 | 350 % |
| Sell/List Ratio | 0 % | 50 % | | 24 % | 4 % | |
| Sales Dollars | \$0 | \$2,900,000 | -100 % | \$11,125,024 | \$2,900,000 | 284 % |
| Average Price / Unit | | \$1,450,000 | % | \$1,236,114 | \$1,450,000 | -15 % |
| Price Ratio | % | 98 % | | 89 % | 98 % | |
| Days To Sell | | 70 | % | 279 | 70 | 299 % |
| Active Listings at Month End | 26 | 43 | -40 % | | | |

Monthly Comparative Activity By Property Type

November 2015

Tuesday, December 01, 2015

| | This Year | Current Month Last Year | % Change | This Year | Year To Date Last Year | % Change |
|------------------------------|---------------|----------------------------|----------|-----------------|---------------------------|----------|
| Grand Totals | | | | | | |
| Units Listed | 747 | 682 | 10 % | 12648 | 12529 | 1 % |
| Units Sold | 573 | 465 | 23 % | 7830 | 6309 | 24 % |
| Sell/List Ratio | 77 % | 68 % | | 62 % | 50 % | |
| Sales Dollars | \$277,556,296 | \$212,537,698 | 31 % | \$3,999,072,610 | \$3,104,668,943 | 29 % |
| Average Price / Unit | \$484,391 | \$457,070 | 6 % | \$510,737 | \$492,102 | 4 % |
| Price Ratio | 97 % | 96 % | | 97 % | 97 % | |
| Days To Sell | 64 | 86 | -26 % | 67 | 74 | -9 % |
| Active Listings at Month End | 2952 | 3631 | -19 % | | | |

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

November 2015

Tuesday, December 01, 2015

| Sales by Property Type | This Month | | | | | | | | | Last Month | | | This Month Last Year | | |
|--------------------------------|-----------------|---------------|---------------|-----------|--------|--------|-----------|-------|-------|----------------|-----------|-----------|----------------------|-----------|-----------|
| | 2015 - November | | | | | | | | | 2015 - October | | | 2014 - November | | |
| | Units | LM% | LY% | Average\$ | LM% | LY% | Median\$ | LM% | LY% | Units | Average\$ | Median\$ | Units | Average\$ | Median\$ |
| Single Family Greater Victoria | 287 | -21.8% | 27.6% | \$621,629 | -11.0% | 7.0% | \$549,950 | -7.4% | 4.3% | 367 | \$698,759 | \$593,750 | 225 | \$581,025 | \$527,500 |
| Single Family Other Areas | 24 | -46.7% | 0.0% | \$517,251 | 8.5% | -14.1% | \$393,000 | -4.3% | -0.9% | 45 | \$476,718 | \$410,565 | 24 | \$602,346 | \$396,750 |
| Single Family Total All Areas | 311 | -24.5% | 24.9% | \$613,574 | -9.0% | 5.2% | \$545,000 | -6.0% | 3.8% | 412 | \$674,507 | \$580,000 | 249 | \$583,081 | \$525,000 |
| Condos | 159 | -9.7% | 32.5% | \$309,893 | -7.6% | 0.8% | \$272,500 | -4.4% | -0.1% | 176 | \$335,369 | \$285,000 | 120 | \$307,309 | \$272,900 |
| Townhouses | 50 | -36.7% | 8.7% | \$463,007 | 12.0% | 13.2% | \$447,500 | 14.8% | 7.8% | 79 | \$413,325 | \$389,900 | 46 | \$409,093 | \$415,000 |
| Manufactured Homes | 17 | 0.0% | -15.0% | \$141,932 | 41.9% | 34.5% | \$124,000 | 52.1% | 60.5% | 17 | \$100,050 | \$81,500 | 20 | \$105,545 | \$77,250 |
| Total Residential | 537 | -21.5% | 23.4% | | | | | | | 684 | | | 435 | | |
| Total Sales | 573 | -21.9% | 23.2% | | | | | | | 734 | | | 465 | | |
| Active Listings | 2,952 | -6.9% | -18.7% | | | | | | | 3,170 | | | 3,631 | | |

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