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### *April Property Sales in Victoria Continue to Exceed Expectations*

May 2, 2016 Victoria, BC

A total of 1,286 properties sold in the Victoria Real Estate Board region this April, an increase of 53 per cent compared to the 840 properties sold in the same month last year.

Inventory levels remain lower than the previous year, with 2,594 active listings for sale on the Victoria Real Estate Board Multiple Listing Service® at the end of April, 34 per cent fewer than the 3,945 active listings at the end of April 2015.

"We continue to see extraordinary interest in the Victoria and area housing market. Likely this is because the trends we reviewed last month continue – low mortgage rates, higher employment numbers, diversity of properties for sale and of course the growing international awareness that Victoria is an amazing place to live," notes Mike Nugent, 2016 President of the Board. "The vast majority of Victoria buyers are from within the local Victoria marketplace. Last year 70.5 per cent of buyers were from Victoria, and this year in the first quarter we see 72.5 per cent of buyers from the area. We've also tracked a slight increase in Lower Mainland buyers. Reports from the first quarter of 2016 show that 8.2 per cent of buyers are from the Lower Mainland, and last year we counted 7.4 per cent. It's also noteworthy that we've seen a decrease in buyers from Alberta (last year we saw 5.7 per cent, this quarter we saw 3.9 per cent), a small increase in buyers from the US (from 0.8 per cent to 1 per cent) and an increase in buyers from Asia (from 0.7 per cent to 0.8 per cent this quarter)."

The Multiple Listing Service® Home Price Index benchmark value for a single family home in the Victoria Core in April, 2015 was \$581,700. The benchmark value for the same home in April 2016 has increased by 17.7 per cent to \$684,900.

"If you are shopping for a home right now, there is a good chance that if you're looking in a higher demand area (Victoria core, Saanich, Oak Bay) you may find yourself in a multiple offer situation when you go to purchase. This is because there are more buyers than homes for sale and so the market is more competitive than we've seen in years past," adds Nugent. "As a consumer it may pay to get creative, consider types of property and locations you may have not originally identified. For example, condos and townhomes may be a great alternative for first time buyers. Some locations in the Victoria area are under slightly less pricing pressure, for example properties in the West Shore or Esquimalt area are close to amenities, share the same amazing weather as other nearby neighbourhoods. Working with a REALTOR® to create a purchase strategy will put you ahead of the game, and ensure you end up with the right property for you."

**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.

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April 2016

## 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 |           |           |
|--------------------------------|--------------|--------------|---------------|-----------|-------|--------|-----------|-------|-------|--------------|-----------|-----------|----------------------|-----------|-----------|
|                                | 2016 - April |              |               |           |       |        |           |       |       | 2016 - March |           |           | 2015 - April         |           |           |
|                                | Units        | LM%          | LY%           | Average\$ | LM%   | LY%    | Median\$  | LM%   | LY%   | Units        | Average\$ | Median\$  | Units                | Average\$ | Median\$  |
| Single Family Greater Victoria | 705          | 23.9%        | 62.1%         | \$756,143 | 1.0%  | 19.0%  | \$645,000 | -1.0% | 13.2% | 569          | \$748,481 | \$651,500 | 435                  | \$635,340 | \$570,000 |
| Single Family Other Areas      | 61           | -4.7%        | 24.5%         | \$527,099 | 7.2%  | -13.3% | \$470,000 | 6.0%  | -3.7% | 64           | \$491,471 | \$443,500 | 49                   | \$607,874 | \$488,000 |
| Single Family Total All Areas  | 766          | 21.0%        | 58.3%         | \$737,903 | 2.1%  | 16.7%  | \$628,250 | -0.3% | 11.7% | 633          | \$722,495 | \$629,925 | 484                  | \$632,559 | \$562,500 |
| Condos                         | 293          | 6.2%         | 30.8%         | \$338,159 | 5.3%  | -1.5%  | \$296,000 | 3.7%  | 0.9%  | 276          | \$320,987 | \$285,500 | 224                  | \$343,428 | \$293,218 |
| Townhouses                     | 124          | -6.1%        | 55.0%         | \$471,169 | -2.4% | 17.3%  | \$435,100 | -2.7% | 12.4% | 132          | \$482,844 | \$447,000 | 80                   | \$401,511 | \$387,000 |
| Manufactured Homes             | 17           | -29.2%       | -15.0%        | \$144,024 | -4.5% | -22.8% | \$151,000 | 14.0% | 25.8% | 24           | \$150,873 | \$132,500 | 20                   | \$186,670 | \$120,000 |
| <b>Total Residential</b>       | <b>1,200</b> | <b>12.7%</b> | <b>48.5%</b>  |           |       |        |           |       |       | <b>1,065</b> |           |           | <b>808</b>           |           |           |
| <b>Total Sales</b>             | <b>1,286</b> | <b>14.7%</b> | <b>53.1%</b>  |           |       |        |           |       |       | <b>1,121</b> |           |           | <b>840</b>           |           |           |
| <b>Active Listings</b>         | <b>2,594</b> | <b>-0.9%</b> | <b>-34.2%</b> |           |       |        |           |       |       | <b>2,618</b> |           |           | <b>3,945</b>         |           |           |

#### 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

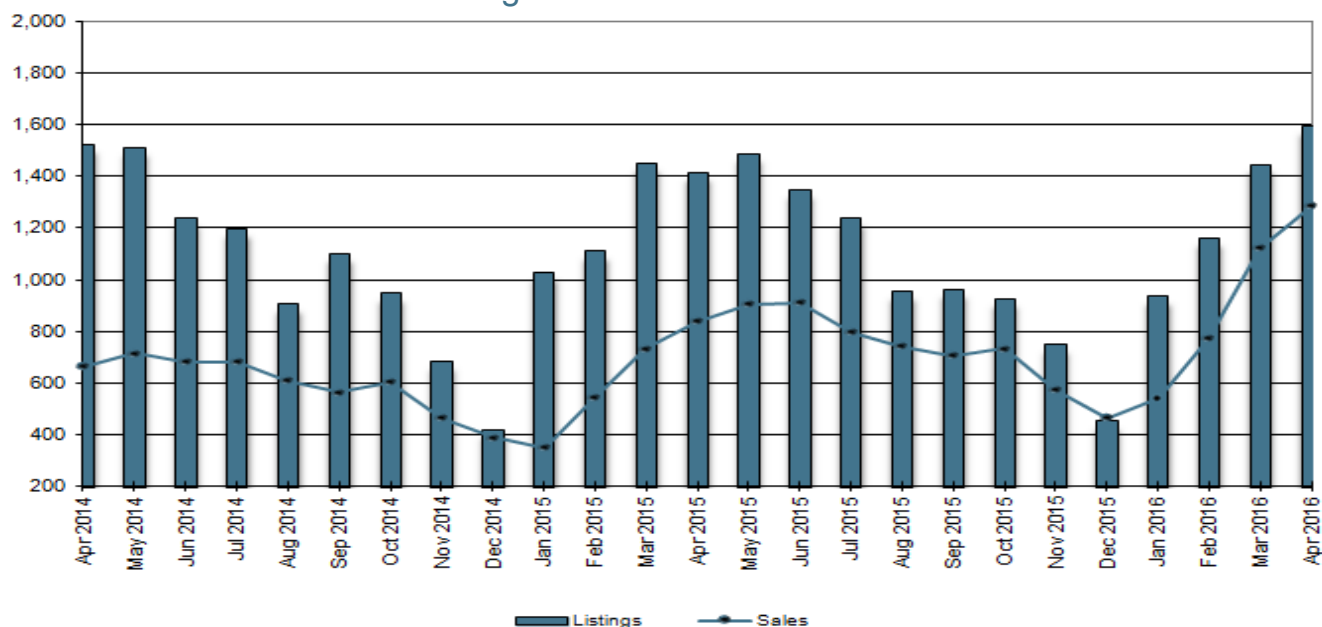
### Previous Periods Comparison of MLS® HPI Benchmark Prices and MLS® HPI Index Values

| Commonly Quoted Benchmark Home                        | April 2016<br>Benchmark Price | March 2016<br>Benchmark Price | April 2015<br>Benchmark Price | April 2016 Index<br>Value | March 2016 Index<br>Value | April 2015 Index<br>Value | LM%  | LY%   |
|---|-------------------------------|-------------------------------|-------------------------------|---------------------------|---------------------------|---------------------------|------|-------|
| <b>Single Family</b> Benchmark Home: Greater Victoria | \$568,100                     | \$552,800                     | \$500,400                     | 163.8                     | 159.4                     | 144.3                     | 2.8% | 13.5% |
| <b>Single Family</b> Benchmark Home: Core             | \$684,900                     | \$663,300                     | \$581,700                     | 177.8                     | 172.2                     | 151.0                     | 3.3% | 17.7% |
| <b>Single Family</b> Benchmark Home: Westshore        | \$447,300                     | \$437,800                     | \$422,500                     | 145.9                     | 142.8                     | 137.8                     | 2.2% | 5.9%  |
| <b>Single Family</b> Benchmark Home: Peninsula        | \$617,200                     | \$606,200                     | \$544,100                     | 160.4                     | 156.6                     | 141.4                     | 1.8% | 13.4% |
| <b>Condo</b> Benchmark Home: Greater Victoria         | \$326,800                     | \$322,600                     | \$299,100                     | 161.7                     | 159.6                     | 148.0                     | 1.3% | 9.3%  |
| <b>Townhouse</b> Benchmark Home: Greater Victoria     | \$442,200                     | \$432,400                     | \$403,400                     | 152.7                     | 149.3                     | 139.3                     | 2.3% | 9.6%  |

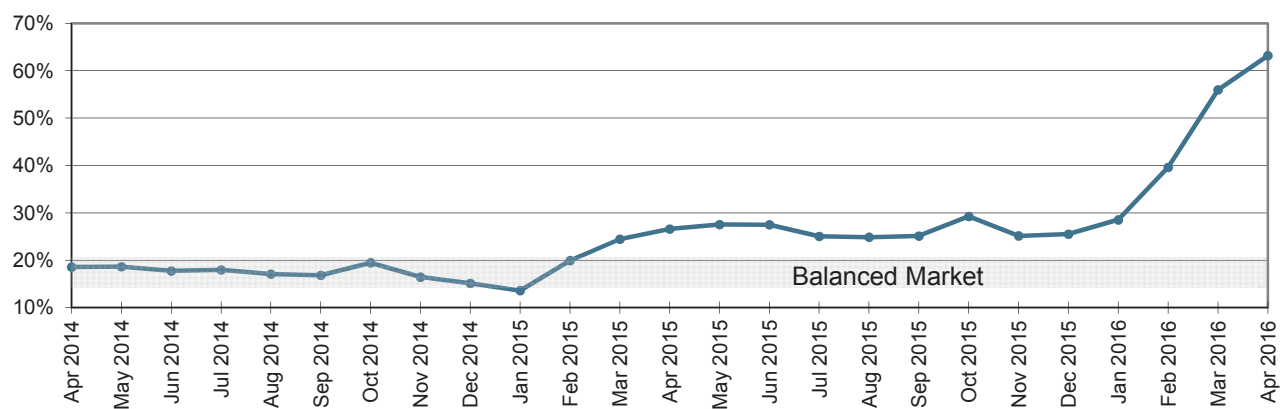
#### Legend

**Current Month:** April 2016  
**Last Month:** March 2016  
**Last Year:** April 2015  
**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



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

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

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

## 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.



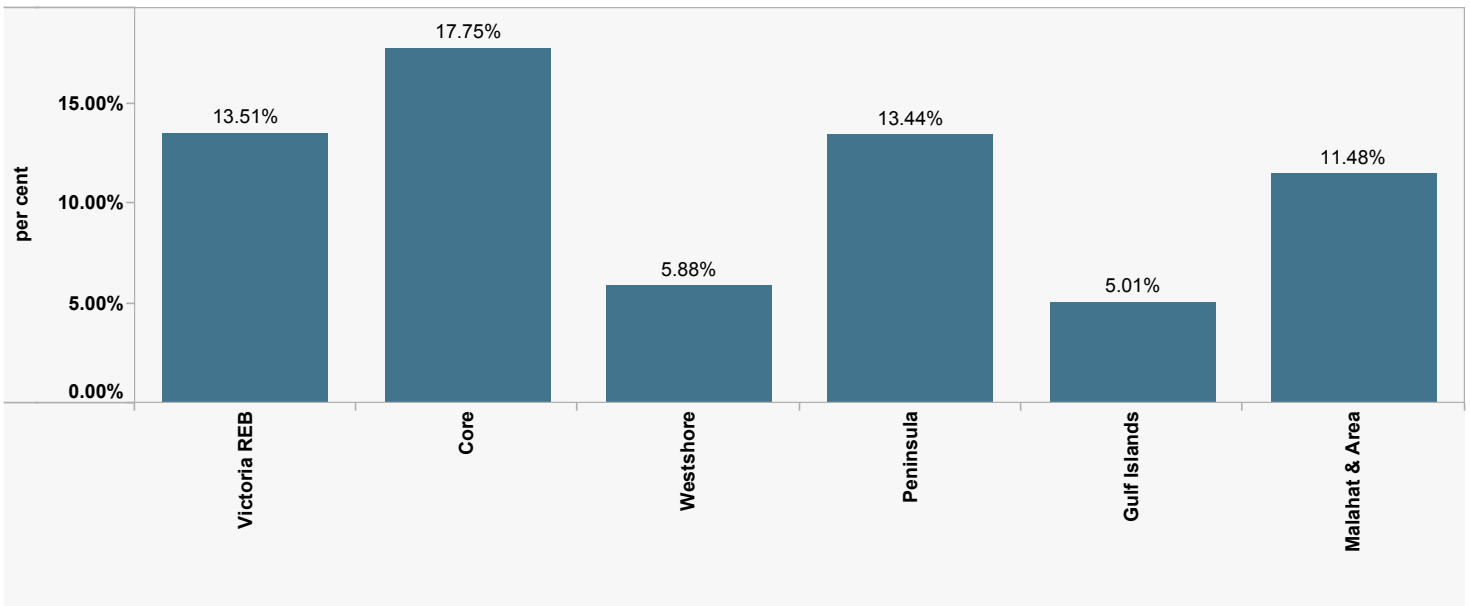
**HPI or Benchmark**  
(Applies to all tabs)  
☒ HPI  
☐ Benchmark

**Area**  
VREB Area Summary

**Property Type**  
Single Family - All

### % Difference of HPI from 12 Months Ago (Apr '15 to Apr '16): Single Family - All

Select Timeframe: 12 Months Ago



### Benchmark by Timeframe and Property Type: Single Family - All

|                              | April 2016  | 1 Month Ago | 3 Months Ago | 6 Months Ago | 12 Months Ago | 36 Months Ago | 60 Months Ago | January 2005 |
|------------------------------|-------------|-------------|--------------|--------------|---------------|---------------|---------------|--------------|
| <b>Victoria REB</b>          | \$568,100   | \$552,800   | \$525,100    | \$516,000    | \$500,400     | \$484,500     | \$516,400     | \$346,800    |
| <b>Victoria</b>              | \$670,500   | \$644,800   | \$609,900    | \$588,300    | \$565,600     | \$538,100     | \$567,500     | \$372,100    |
| <b>Victoria West</b>         | \$493,500   | \$492,300   | \$451,700    | \$449,700    | \$420,300     | \$412,700     | \$441,200     | \$282,300    |
| <b>Oak Bay</b>               | \$967,700   | \$924,000   | \$857,300    | \$842,400    | \$796,500     | \$760,100     | \$811,400     | \$552,000    |
| <b>Esquimalt</b>             | \$519,100   | \$512,200   | \$476,300    | \$481,300    | \$451,900     | \$437,000     | \$467,400     | \$297,300    |
| <b>View Royal</b>            | \$573,400   | \$571,700   | \$536,000    | \$521,500    | \$508,300     | \$502,200     | \$528,900     | \$337,300    |
| <b>Saanich East</b>          | \$713,300   | \$689,200   | \$636,300    | \$632,400    | \$603,600     | \$579,500     | \$611,500     | \$394,500    |
| <b>Saanich West</b>          | \$582,700   | \$568,500   | \$526,100    | \$522,400    | \$507,200     | \$505,500     | \$523,700     | \$336,800    |
| <b>Sooke</b>                 | \$374,300   | \$366,400   | \$355,800    | \$354,700    | \$355,000     | \$345,800     | \$379,400     | \$271,200    |
| <b>Langford</b>              | \$449,500   | \$440,200   | \$431,900    | \$427,300    | \$424,800     | \$414,900     | \$453,200     | \$308,500    |
| <b>Metchosin</b>             | \$637,400   | \$628,700   | \$599,700    | \$593,300    | \$606,100     | \$586,800     | \$677,000     | \$459,900    |
| <b>Colwood</b>               | \$499,800   | \$488,600   | \$475,400    | \$453,600    | \$469,000     | \$449,800     | \$487,000     | \$320,800    |
| <b>Highlands</b>             | \$1,030,600 | \$996,300   | \$932,400    | \$900,100    | \$863,700     | \$868,500     | \$937,700     | \$672,700    |
| <b>North Saanich</b>         | \$739,000   | \$719,200   | \$694,200    | \$672,600    | \$654,800     | \$629,800     | \$674,000     | \$481,100    |
| <b>Sidney</b>                | \$514,400   | \$500,800   | \$485,400    | \$470,300    | \$460,200     | \$431,000     | \$452,700     | \$314,800    |
| <b>Central Saanich</b>       | \$590,900   | \$580,000   | \$547,200    | \$535,700    | \$514,400     | \$525,600     | \$549,000     | \$360,500    |
| <b>ML Malahat &amp; Area</b> | \$428,700   | \$420,500   | \$415,800    | \$399,000    | \$384,600     | \$374,100     | \$399,500     | \$275,900    |
| <b>GI Gulf Islands</b>       | \$366,700   | \$355,300   | \$344,600    | \$354,800    | \$349,200     | \$347,500     | \$391,800     | \$291,500    |

Source: Victoria Real Estate Board

**HPI by Timeframe and Property Type: Single Family - All**

|                              | April 2016 | 1 Month Ago | 3 Months Ago | 6 Months Ago | 12 Months Ago | 36 Months Ago | 60 Months Ago | January 2005 |
|------------------------------|------------|-------------|--------------|--------------|---------------|---------------|---------------|--------------|
| <b>Victoria REB</b>          | 163.8      | 159.4       | 151.4        | 148.8        | 144.3         | 139.7         | 148.9         | 100.0        |
| <b>Victoria</b>              | 180.2      | 173.3       | 163.9        | 158.1        | 152.0         | 144.6         | 152.5         | 100.0        |
| <b>Victoria West</b>         | 174.8      | 174.4       | 160.0        | 159.3        | 148.9         | 146.2         | 156.3         | 100.0        |
| <b>Oak Bay</b>               | 175.3      | 167.4       | 155.3        | 152.6        | 144.3         | 137.7         | 147.0         | 100.0        |
| <b>Esquimalt</b>             | 174.6      | 172.3       | 160.2        | 161.9        | 152.0         | 147.0         | 157.2         | 100.0        |
| <b>View Royal</b>            | 170.0      | 169.5       | 158.9        | 154.6        | 150.7         | 148.9         | 156.8         | 100.0        |
| <b>Saanich East</b>          | 180.8      | 174.7       | 161.3        | 160.3        | 153.0         | 146.9         | 155.0         | 100.0        |
| <b>Saanich West</b>          | 173.0      | 168.8       | 156.2        | 155.1        | 150.6         | 150.1         | 155.5         | 100.0        |
| <b>Sooke</b>                 | 138.0      | 135.1       | 131.2        | 130.8        | 130.9         | 127.5         | 139.9         | 100.0        |
| <b>Langford</b>              | 145.7      | 142.7       | 140.0        | 138.5        | 137.7         | 134.5         | 146.9         | 100.0        |
| <b>Metchosin</b>             | 138.6      | 136.7       | 130.4        | 129.0        | 131.8         | 127.6         | 147.2         | 100.0        |
| <b>Colwood</b>               | 155.8      | 152.3       | 148.2        | 141.4        | 146.2         | 140.2         | 151.8         | 100.0        |
| <b>Highlands</b>             | 153.2      | 148.1       | 138.6        | 133.8        | 128.4         | 129.1         | 139.4         | 100.0        |
| <b>North Saanich</b>         | 153.6      | 149.5       | 144.3        | 139.8        | 136.1         | 130.9         | 140.1         | 100.0        |
| <b>Sidney</b>                | 163.4      | 159.1       | 154.2        | 149.4        | 146.2         | 136.9         | 143.8         | 100.0        |
| <b>Central Saanich</b>       | 163.9      | 160.9       | 151.8        | 148.6        | 142.7         | 145.8         | 152.3         | 100.0        |
| <b>ML Malahat &amp; Area</b> | 155.4      | 152.4       | 150.7        | 144.6        | 139.4         | 135.6         | 144.8         | 100.0        |
| <b>GI Gulf Islands</b>       | 125.8      | 121.9       | 118.2        | 121.7        | 119.8         | 119.2         | 134.4         | 100.0        |

Source: Victoria Real Estate Board

### Benchmark by Timeframe and Property Type: Condo Apartment

|                      | April 2016 | 1 Month Ago | 3 Months Ago | 6 Months Ago | 12 Months Ago | 36 Months Ago | 60 Months Ago | January 2005 |
|----------------------|------------|-------------|--------------|--------------|---------------|---------------|---------------|--------------|
| <b>Victoria REB</b>  | \$326,800  | \$322,600   | \$303,800    | \$305,800    | \$299,100     | \$284,800     | \$307,000     | \$202,100    |
| <b>Victoria</b>      | \$311,200  | \$304,600   | \$286,700    | \$286,600    | \$283,100     | \$270,200     | \$285,400     | \$189,900    |
| <b>Victoria West</b> | \$580,700  | \$584,400   | \$561,700    | \$538,000    | \$517,700     | \$447,200     | \$485,200     | \$338,800    |
| <b>Oak Bay</b>       | \$353,600  | \$354,300   | \$327,800    | \$327,300    | \$317,100     | \$314,800     | \$353,600     | \$255,100    |
| <b>Esquimalt</b>     | \$273,300  | \$268,300   | \$273,400    | \$259,200    | \$255,500     | \$242,300     | \$254,600     | \$155,700    |
| <b>View Royal</b>    | \$371,200  | \$369,300   | \$356,700    | \$356,700    | \$355,100     | \$326,000     | \$350,700     | \$233,000    |
| <b>Saanich East</b>  | \$261,100  | \$263,200   | \$243,300    | \$251,200    | \$239,800     | \$232,700     | \$269,300     | \$160,700    |
| <b>Saanich West</b>  | \$237,300  | \$236,600   | \$225,200    | \$228,100    | \$219,500     | \$212,900     | \$245,000     | \$144,800    |
| <b>Langford</b>      | \$278,900  | \$279,100   | \$265,800    | \$271,800    | \$272,200     | \$259,500     | \$270,700     | \$186,800    |
| <b>Colwood</b>       | \$269,400  | \$270,800   | \$258,900    | \$264,700    | \$262,100     | \$256,000     | \$267,200     | \$181,400    |
| <b>Sidney</b>        | \$355,300  | \$338,400   | \$303,900    | \$331,200    | \$318,500     | \$302,800     | \$324,300     | \$231,300    |

Source: Victoria Real Estate Board

**HPI by Timeframe and Property Type: Condo Apartment**

|                      | April 2016 | 1 Month Ago | 3 Months Ago | 6 Months Ago | 12 Months Ago | 36 Months Ago | 60 Months Ago | January 2005 |
|----------------------|------------|-------------|--------------|--------------|---------------|---------------|---------------|--------------|
| <b>Victoria REB</b>  | 161.7      | 159.6       | 150.3        | 151.3        | 148.0         | 140.9         | 151.9         | 100.0        |
| <b>Victoria</b>      | 163.9      | 160.4       | 151.0        | 150.9        | 149.1         | 142.3         | 150.3         | 100.0        |
| <b>Victoria West</b> | 171.4      | 172.5       | 165.8        | 158.8        | 152.8         | 132.0         | 143.2         | 100.0        |
| <b>Oak Bay</b>       | 138.6      | 138.9       | 128.5        | 128.3        | 124.3         | 123.4         | 138.6         | 100.0        |
| <b>Esquimalt</b>     | 175.5      | 172.3       | 175.6        | 166.5        | 164.1         | 155.6         | 163.5         | 100.0        |
| <b>View Royal</b>    | 159.3      | 158.5       | 153.1        | 153.1        | 152.4         | 139.9         | 150.5         | 100.0        |
| <b>Saanich East</b>  | 162.5      | 163.8       | 151.4        | 156.3        | 149.2         | 144.8         | 167.6         | 100.0        |
| <b>Saanich West</b>  | 163.9      | 163.4       | 155.5        | 157.5        | 151.6         | 147.0         | 169.2         | 100.0        |
| <b>Langford</b>      | 149.3      | 149.4       | 142.3        | 145.5        | 145.7         | 138.9         | 144.9         | 100.0        |
| <b>Colwood</b>       | 148.5      | 149.3       | 142.7        | 145.9        | 144.5         | 141.1         | 147.3         | 100.0        |
| <b>Sidney</b>        | 153.6      | 146.3       | 131.4        | 143.2        | 137.7         | 130.9         | 140.2         | 100.0        |

Source: Victoria Real Estate Board



### Benchmark by Timeframe and Property Type: Townhouse

|                              | April 2016 | 1 Month Ago | 3 Months Ago | 6 Months Ago | 12 Months Ago | 36 Months Ago | 60 Months Ago | January 2005 |
|------------------------------|------------|-------------|--------------|--------------|---------------|---------------|---------------|--------------|
| <b>Victoria REB</b>          | \$442,200  | \$432,400   | \$423,700    | \$408,600    | \$403,400     | \$392,100     | \$428,000     | \$289,600    |
| <b>Victoria</b>              | \$450,500  | \$437,600   | \$435,900    | \$408,100    | \$404,700     | \$413,000     | \$439,300     | \$286,000    |
| <b>Victoria West</b>         | \$333,500  | \$312,100   | \$304,700    | \$286,600    | \$297,200     | \$290,400     | \$309,300     | \$189,400    |
| <b>Oak Bay</b>               | \$564,900  | \$545,500   | \$549,600    | \$519,300    | \$512,500     | \$531,000     | \$591,900     | \$402,900    |
| <b>Esquimalt</b>             | \$372,400  | \$363,800   | \$355,900    | \$337,900    | \$344,100     | \$329,100     | \$353,200     | \$221,300    |
| <b>View Royal</b>            | \$425,400  | \$408,100   | \$403,500    | \$375,000    | \$399,900     | \$361,200     | \$398,900     | \$254,900    |
| <b>Saanich East</b>          | \$556,200  | \$547,100   | \$537,600    | \$522,700    | \$512,900     | \$497,600     | \$527,400     | \$364,000    |
| <b>Saanich West</b>          | \$469,000  | \$464,800   | \$453,600    | \$439,600    | \$432,400     | \$413,600     | \$433,300     | \$286,000    |
| <b>Sooke</b>                 | \$363,400  | \$359,100   | \$347,900    | \$345,600    | \$320,100     | \$327,800     | \$380,000     | \$286,800    |
| <b>Langford</b>              | \$335,000  | \$329,300   | \$320,600    | \$322,400    | \$300,400     | \$304,000     | \$356,400     | \$255,700    |
| <b>Colwood</b>               | \$398,500  | \$391,600   | \$384,100    | \$377,400    | \$351,800     | \$360,800     | \$432,300     | \$301,700    |
| <b>Sidney</b>                | \$400,300  | \$395,600   | \$389,500    | \$377,300    | \$370,600     | \$370,600     | \$395,900     | \$277,800    |
| <b>Central Saanich</b>       | \$463,100  | \$458,600   | \$447,200    | \$435,700    | \$421,600     | \$402,500     | \$425,700     | \$294,000    |
| <b>ML Malahat &amp; Area</b> | \$385,100  | \$367,000   | \$355,900    | \$354,300    | \$347,800     | \$327,900     | \$373,500     | \$252,200    |
| <b>GI Gulf Islands</b>       | \$385,700  | \$372,800   | \$357,700    | \$354,700    | \$356,800     | \$400,900     | \$456,700     | \$292,200    |

Source: Victoria Real Estate Board

### HPI by Timeframe and Property Type: Townhouse

|                              | April 2016 | 1 Month Ago | 3 Months Ago | 6 Months Ago | 12 Months Ago | 36 Months Ago | 60 Months Ago | January 2005 |
|------------------------------|------------|-------------|--------------|--------------|---------------|---------------|---------------|--------------|
| <b>Victoria REB</b>          | 152.7      | 149.3       | 146.3        | 141.1        | 139.3         | 135.4         | 147.8         | 100.0        |
| <b>Victoria</b>              | 157.5      | 153.0       | 152.4        | 142.7        | 141.5         | 144.4         | 153.6         | 100.0        |
| <b>Victoria West</b>         | 176.1      | 164.8       | 160.9        | 151.3        | 156.9         | 153.3         | 163.3         | 100.0        |
| <b>Oak Bay</b>               | 140.2      | 135.4       | 136.4        | 128.9        | 127.2         | 131.8         | 146.9         | 100.0        |
| <b>Esquimalt</b>             | 168.3      | 164.4       | 160.8        | 152.7        | 155.5         | 148.7         | 159.6         | 100.0        |
| <b>View Royal</b>            | 166.9      | 160.1       | 158.3        | 147.1        | 156.9         | 141.7         | 156.5         | 100.0        |
| <b>Saanich East</b>          | 152.8      | 150.3       | 147.7        | 143.6        | 140.9         | 136.7         | 144.9         | 100.0        |
| <b>Saanich West</b>          | 164.0      | 162.5       | 158.6        | 153.7        | 151.2         | 144.6         | 151.5         | 100.0        |
| <b>Sooke</b>                 | 126.7      | 125.2       | 121.3        | 120.5        | 111.6         | 114.3         | 132.5         | 100.0        |
| <b>Langford</b>              | 131.0      | 128.8       | 125.4        | 126.1        | 117.5         | 118.9         | 139.4         | 100.0        |
| <b>Colwood</b>               | 132.1      | 129.8       | 127.3        | 125.1        | 116.6         | 119.6         | 143.3         | 100.0        |
| <b>Sidney</b>                | 144.1      | 142.4       | 140.2        | 135.8        | 133.4         | 133.4         | 142.5         | 100.0        |
| <b>Central Saanich</b>       | 157.5      | 156.0       | 152.1        | 148.2        | 143.4         | 136.9         | 144.8         | 100.0        |
| <b>ML Malahat &amp; Area</b> | 152.7      | 145.5       | 141.1        | 140.5        | 137.9         | 130.0         | 148.1         | 100.0        |
| <b>GI Gulf Islands</b>       | 132.0      | 127.6       | 122.4        | 121.4        | 122.1         | 137.2         | 156.3         | 100.0        |

Source: Victoria Real Estate Board



## HPI or Benchmark

*(Applies to all tabs)*

○ HPI

☒ Benchmark

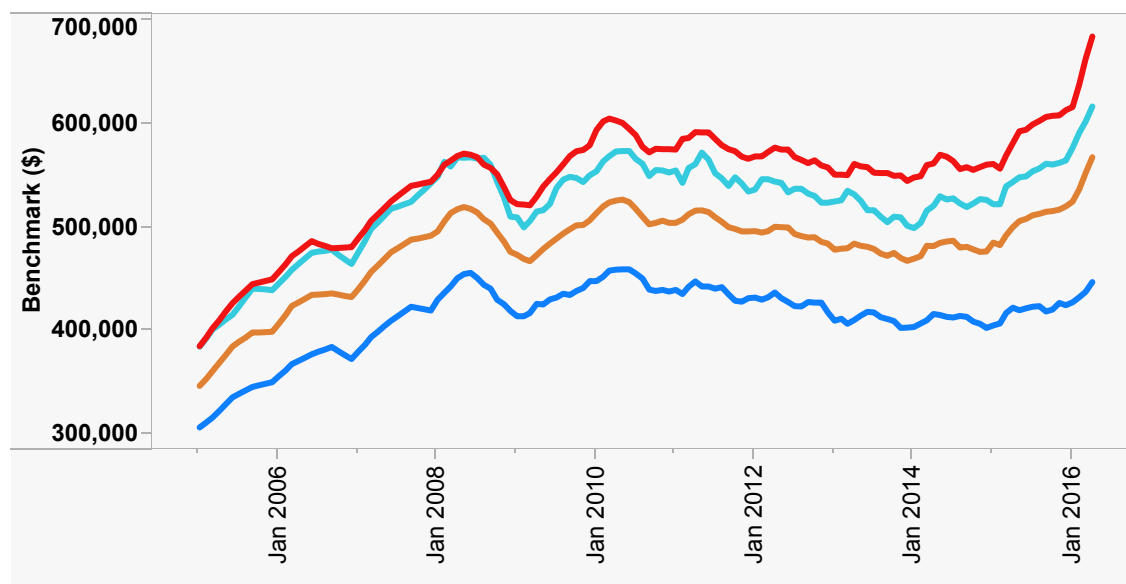
## Area





## VREB Area Summary

## Benchmark Performance over Time

**Select Date Range:**

All values



| Core  | Peninsula   | Victoria REB  | Westshore   |
|---|---|---|---|
| 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   | <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> |







## HPI or Benchmark

*(Applies to all tabs)*

○ HPI

☒ Benchmark

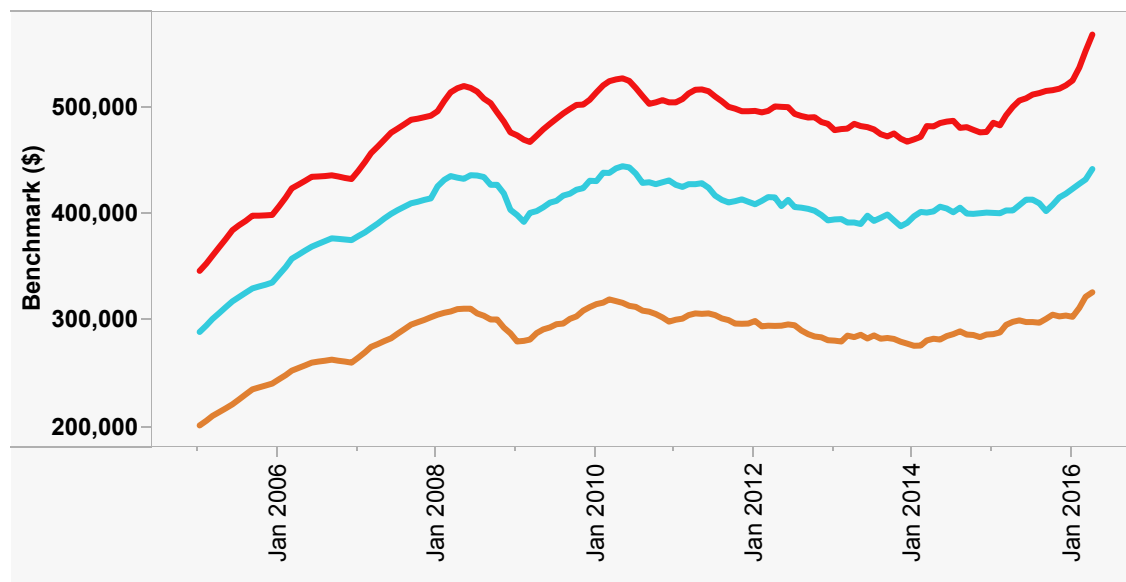
## Area




## VREB Area Summary

## Benchmark Performance over Time

**Select Date Range:**

All values



| Victoria REB  |   |   |
|---|---|---|
| Single Family - All   | Townhouse   | 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   | <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> |
| Westshore      | <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> |
| Gulf Islands   | <div></div>         | <div></div>              | <div></div>              | <div></div> |                 | <div></div> |
| Malahat & Area | <div></div>         | <div></div>              | <div></div>              | <div></div> |                 | <div></div> |

# Monthly Sales Summary

April 2016

Sunday, May 1, 2016

| Region<br>District            | Units      | Total Volume         |
|-------------------------------|------------|----------------------|
| <b>Residential</b>            |            |                      |
| ● Single Family               |            |                      |
| <b>Greater Victoria</b>       |            |                      |
| Victoria                      | 84         | \$68,263,956         |
| Victoria West                 | 4          | \$1,983,000          |
| Oak Bay                       | 55         | \$70,615,396         |
| Esquimalt                     | 27         | \$17,531,989         |
| View Royal                    | 22         | \$12,752,199         |
| Saanich East                  | 142        | \$121,714,512        |
| Saanich West                  | 60         | \$41,615,940         |
| Central Saanich               | 30         | \$22,328,500         |
| North Saanich                 | 20         | \$17,188,200         |
| Sidney                        | 21         | \$12,291,400         |
| Highlands                     | 8          | \$5,078,000          |
| Colwood                       | 30         | \$17,333,720         |
| Langford                      | 114        | \$60,426,331         |
| Metchosin                     | 8          | \$5,039,000          |
| Sooke                         | 56         | \$25,500,547         |
| Waterfront (all districts)    | 24         | \$33,417,900         |
| <b>Total Greater Victoria</b> | <b>705</b> | <b>\$533,080,590</b> |
| <b>Other Areas</b>            |            |                      |
| Shawnigan Lake / Malahat      | 6          | \$2,539,800          |
| Gulf Islands                  | 33         | \$15,003,260         |
| Upland / Mainland             | 15         | \$10,251,950         |
| Waterfront (all districts)    | 7          | \$4,358,000          |
| <b>Total Other Areas</b>      | <b>61</b>  | <b>\$32,153,010</b>  |
| <b>Total Single Family</b>    | <b>766</b> | <b>\$565,233,600</b> |
| ● Condominium                 |            |                      |
| <b>Greater Victoria</b>       |            |                      |
| Victoria                      | 117        | \$38,681,629         |
| Victoria West                 | 9          | \$3,733,500          |
| Oak Bay                       | 12         | \$5,085,500          |
| Esquimalt                     | 9          | \$2,664,500          |
| View Royal                    | 5          | \$1,266,000          |
| Saanich East                  | 39         | \$11,458,676         |
| Saanich West                  | 19         | \$5,883,200          |
| Central Saanich               | 4          | \$1,283,900          |
| North Saanich                 | 1          | \$255,000            |
| Sidney                        | 18         | \$6,166,300          |
| Colwood                       | 8          | \$2,732,800          |
| Langford                      | 28         | \$7,551,400          |
| Waterfront (all districts)    | 23         | \$11,991,100         |
| <b>Total Greater Victoria</b> | <b>292</b> | <b>\$98,753,505</b>  |
| <b>Other Areas</b>            |            |                      |
| Upland / Mainland             | 1          | \$327,000            |
| <b>Total Other Areas</b>      | <b>1</b>   | <b>\$327,000</b>     |
| <b>Total Condominium</b>      | <b>293</b> | <b>\$99,080,505</b>  |

# Monthly Sales Summary

April 2016

Sunday, May 1, 2016

| Region<br>District              | Units       | Total Volume         |
|---------------------------------|-------------|----------------------|
| ● Townhouse                     |             |                      |
| <b>Greater Victoria</b>         |             |                      |
| Victoria                        | 18          | \$10,216,600         |
| Victoria West                   | 5           | \$3,469,000          |
| Esquimalt                       | 4           | \$1,574,000          |
| View Royal                      | 16          | \$7,444,300          |
| Saanich East                    | 16          | \$8,696,400          |
| Saanich West                    | 8           | \$3,776,700          |
| Central Saanich                 | 4           | \$1,760,000          |
| North Saanich                   | 1           | \$545,000            |
| Sidney                          | 8           | \$3,485,400          |
| Colwood                         | 8           | \$4,693,300          |
| Langford                        | 18          | \$6,406,000          |
| Sooke                           | 7           | \$2,208,200          |
| Waterfront (all districts)      | 4           | \$1,911,500          |
| <b>Total Greater Victoria</b>   | <b>117</b>  | <b>\$56,186,400</b>  |
| <b>Other Areas</b>              |             |                      |
| Gulf Islands                    | 6           | \$2,176,000          |
| Waterfront (all districts)      | 1           | \$62,500             |
| <b>Total Other Areas</b>        | <b>7</b>    | <b>\$2,238,500</b>   |
| <b>Total Townhouse</b>          | <b>124</b>  | <b>\$58,424,900</b>  |
| ● Manufactured Homes            |             |                      |
| <b>Greater Victoria</b>         |             |                      |
| Central Saanich                 | 6           | \$945,700            |
| Sidney                          | 2           | \$528,500            |
| Langford                        | 2           | \$145,200            |
| Sooke                           | 3           | \$330,000            |
| <b>Total Greater Victoria</b>   | <b>13</b>   | <b>\$1,949,400</b>   |
| <b>Other Areas</b>              |             |                      |
| Gulf Islands                    | 3           | \$402,000            |
| UpIsland / Mainland             | 1           | \$97,000             |
| <b>Total Other Areas</b>        | <b>4</b>    | <b>\$499,000</b>     |
| <b>Total Manufactured Homes</b> | <b>17</b>   | <b>\$2,448,400</b>   |
| <b>Total Residential</b>        | <b>1200</b> | <b>\$725,187,405</b> |



# Monthly Sales Summary

April 2016

Sunday, May 1, 2016

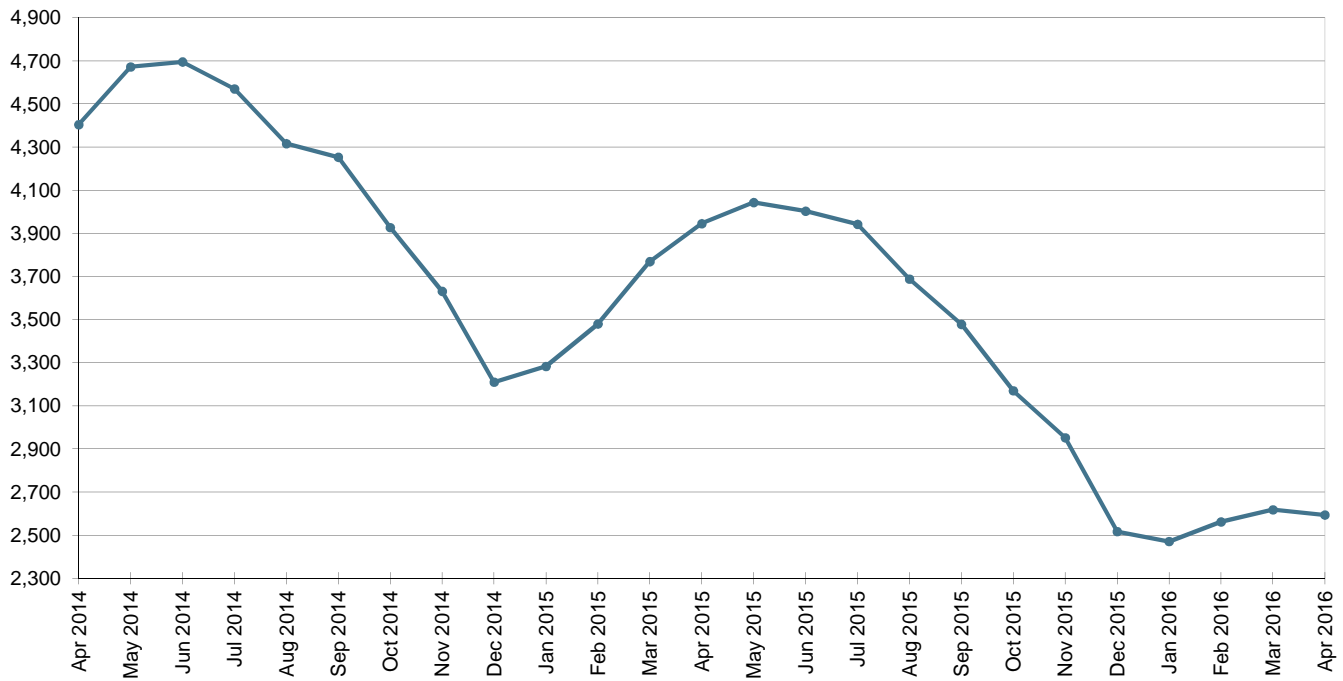
| Region<br>District                             | Units       | Total Volume         |
|--|-------------|----------------------|
| <b>Other Property</b>                          |             |                      |
| ● Lots & Acreage (Incl Wtrfrnt)                |             |                      |
| <b>Greater Victoria</b>                        |             |                      |
| View Royal                                     | 3           | \$1,765,000          |
| Saanich East                                   | 2           | \$1,035,000          |
| Saanich West                                   | 2           | \$1,215,000          |
| Central Saanich                                | 5           | \$4,095,000          |
| North Saanich                                  | 9           | \$5,119,300          |
| Sidney   | 3           | \$1,780,000          |
| Colwood  | 4           | \$3,615,500          |
| Langford                                       | 8           | \$2,390,000          |
| Sooke  | 13          | \$3,257,500          |
| <b>Total Greater Victoria</b>                  | <b>49</b>   | <b>\$24,272,300</b>  |
| <b>Other Areas</b>                             |             |                      |
| Shawnigan Lake / Malahat                       | 2           | \$2,320,000          |
| Gulf Islands                                   | 11          | \$3,450,000          |
| Upland / Mainland                              | 5           | \$1,116,000          |
| <b>Total Other Areas</b>                       | <b>18</b>   | <b>\$6,886,000</b>   |
| <b>Total Lots &amp; Acreage (Incl Wtrfrnt)</b> | <b>67</b>   | <b>\$31,158,300</b>  |
| ● Commercial Land                              |             |                      |
|  | 2           | \$948,000            |
| ● Other Commercial Properties                  |             |                      |
|  | 17          | \$8,265,104          |
| <b>Grand Totals</b>                            | <b>1286</b> | <b>\$765,558,809</b> |

## Active Listings, New Listings and Sales

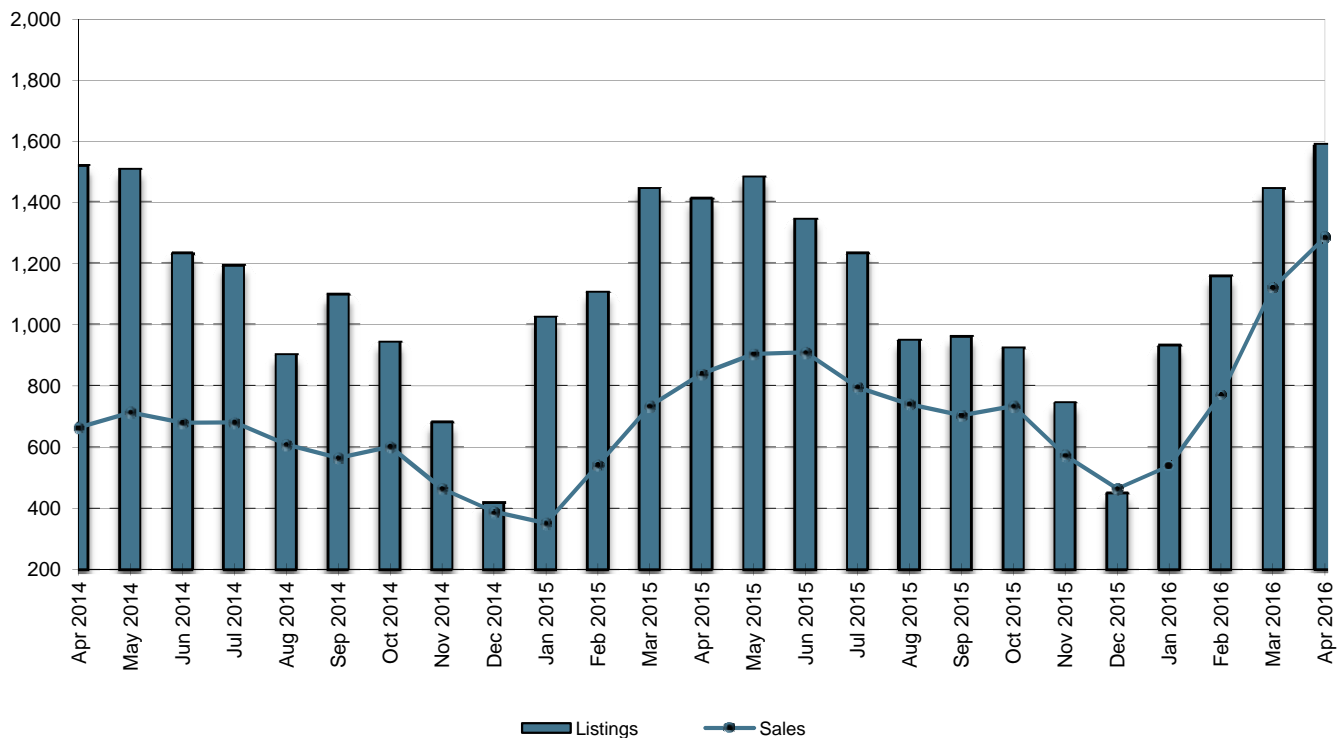
April 2016

Sunday, May 01, 2016

### Total Active MLS® Listings



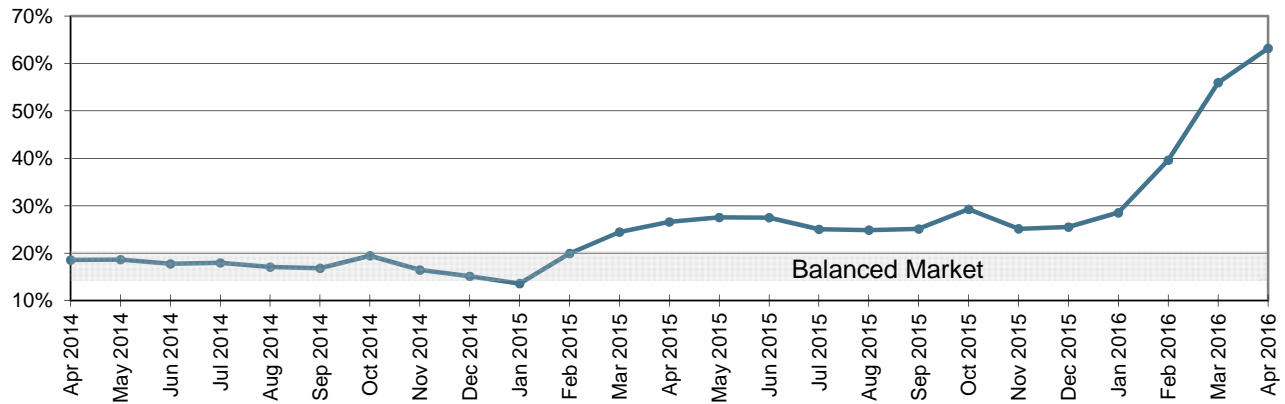
### Total New MLS® Listings and Total MLS® Sales



## Sales to Active Listings Ratio

Sunday, May 01, 2016

April 2016



### 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

April 2016

May-01-16

|   | This Year     | Current Month<br>Last Year | % Change | This Year       | Year To Date<br>Last Year | % Change |
|---|---------------|----------------------------|----------|-----------------|---------------------------|----------|
| <b>Single Family - Residential</b>            |               |                            |          |                 |                           |          |
| Units Listed                                  | 688           | 648                        | 6 %      | 2280            | 2142                      | 6 %      |
| Units Sold                                    | 653           | 391                        | 67 %     | 1793            | 1174                      | 53 %     |
| Sell/List Ratio                               | 95 %          | 60 %                       |          | 79 %            | 55 %                      |          |
| Sales Dollars                                 | \$464,406,447 | \$231,812,220              | 100 %    | \$1,218,225,805 | \$688,718,945             | 77 %     |
| Average Price / Unit                          | \$711,189     | \$592,870                  | 20 %     | \$679,434       | \$586,643                 | 16 %     |
| Price Ratio                                   | 102 %         | 98 %                       |          | 101 %           | 98 %                      |          |
| Days To Sell                                  | 33            | 41                         | -20 %    | 36              | 47                        | -24 %    |
| Active Listings at Month End                  | 693           | 1200                       | -42 %    |                 |                           |          |
| <b>Single Family - Residential Waterfront</b> |               |                            |          |                 |                           |          |
| Units Listed                                  | 66            | 71                         | -7 %     | 208             | 227                       | -8 %     |
| Units Sold                                    | 30            | 33                         | -9 %     | 89              | 73                        | 22 %     |
| Sell/List Ratio                               | 45 %          | 46 %                       |          | 43 %            | 32 %                      |          |
| Sales Dollars                                 | \$37,575,900  | \$35,542,700               | 6 %      | \$111,916,900   | \$72,903,728              | 54 %     |
| Average Price / Unit                          | \$1,252,530   | \$1,077,052                | 16 %     | \$1,257,493     | \$998,681                 | 26 %     |
| Price Ratio                                   | 96 %          | 96 %                       |          | 95 %            | 95 %                      |          |
| Days To Sell                                  | 108           | 116                        | -7 %     | 109             | 139                       | -21 %    |
| Active Listings at Month End                  | 198           | 256                        | -23 %    |                 |                           |          |
| <b>Single Family - Residential Acreage</b>    |               |                            |          |                 |                           |          |
| Units Listed                                  | 86            | 85                         | 1 %      | 292             | 258                       | 13 %     |
| Units Sold                                    | 62            | 39                         | 59 %     | 163             | 115                       | 42 %     |
| Sell/List Ratio                               | 72 %          | 46 %                       |          | 56 %            | 45 %                      |          |
| Sales Dollars                                 | \$52,275,353  | \$27,718,799               | 89 %     | \$130,921,760   | \$76,941,511              | 70 %     |
| Average Price / Unit                          | \$843,151     | \$710,738                  | 19 %     | \$803,201       | \$669,057                 | 20 %     |
| Price Ratio                                   | 97 %          | 96 %                       |          | 97 %            | 96 %                      |          |
| Days To Sell                                  | 62            | 122                        | -49 %    | 84              | 123                       | -31 %    |
| Active Listings at Month End                  | 204           | 289                        | -29 %    |                 |                           |          |
| <b>Condominium</b>                            |               |                            |          |                 |                           |          |
| Units Listed                                  | 424           | 326                        | 30 %     | 1248            | 1250                      | 0 %      |
| Units Sold                                    | 293           | 224                        | 31 %     | 927             | 640                       | 45 %     |
| Sell/List Ratio                               | 69 %          | 69 %                       |          | 74 %            | 51 %                      |          |
| Sales Dollars                                 | \$99,080,505  | \$76,927,925               | 29 %     | \$310,811,836   | \$213,690,349             | 45 %     |
| Average Price / Unit                          | \$338,159     | \$343,428                  | -2 %     | \$335,288       | \$333,891                 | 0 %      |
| Price Ratio                                   | 99 %          | 97 %                       |          | 99 %            | 97 %                      |          |
| Days To Sell                                  | 41            | 58                         | -29 %    | 52              | 62                        | -16 %    |
| Active Listings at Month End                  | 553           | 837                        | -34 %    |                 |                           |          |

# Monthly Comparative Activity By Property Type

April 2016

May-01-16

|                                       | This Year    | Current Month<br>Last Year | % Change | This Year     | Year To Date<br>Last Year | % Change |
|---------------------------------------|--------------|----------------------------|----------|---------------|---------------------------|----------|
| <b>Townhouse</b>                      |              |                            |          |               |                           |          |
| Units Listed                          | 125          | 124                        | 1 %      | 430           | 452                       | -5 %     |
| Units Sold                            | 122          | 80                         | 53 %     | 378           | 246                       | 54 %     |
| Sell/List Ratio                       | 98 %         | 65 %                       |          | 88 %          | 54 %                      |          |
| Sales Dollars                         | \$55,964,900 | \$32,120,908               | 74 %     | \$170,983,513 | \$101,660,406             | 68 %     |
| Average Price / Unit                  | \$458,729    | \$401,511                  | 14 %     | \$452,337     | \$413,254                 | 9 %      |
| Price Ratio                           | 100 %        | 99 %                       |          | 100 %         | 98 %                      |          |
| Days To Sell                          | 44           | 85                         | -49 %    | 49            | 75                        | -35 %    |
| Active Listings at Month End          | 145          | 297                        | -51 %    |               |                           |          |
| <b>Strata Duplex (Up and Down)</b>    |              |                            |          |               |                           |          |
| Units Listed                          | 1            | 0                          | %        | 3             | 4                         | -25 %    |
| Units Sold                            | 0            | 0                          | %        | 2             | 1                         | 100 %    |
| Sell/List Ratio                       | 0 %          | %                          |          | 67 %          | 25 %                      |          |
| Sales Dollars                         | \$0          | \$0                        | %        | \$791,900     | \$377,800                 | 110 %    |
| Average Price / Unit                  |              |                            | %        | \$395,950     | \$377,800                 | 5 %      |
| Price Ratio                           | %            | %                          |          | 104 %         | 104 %                     |          |
| Days To Sell                          |              |                            | %        | 81            | 42                        | 92 %     |
| Active Listings at Month End          | 1            | 3                          | -67 %    |               |                           |          |
| <b>Strata Duplex (Side by Side)</b>   |              |                            |          |               |                           |          |
| Units Listed                          | 16           | 8                          | 100 %    | 54            | 52                        | 4 %      |
| Units Sold                            | 16           | 9                          | 78 %     | 43            | 20                        | 115 %    |
| Sell/List Ratio                       | 100 %        | 113 %                      |          | 80 %          | 38 %                      |          |
| Sales Dollars                         | \$8,700,400  | \$4,167,000                | 109 %    | \$22,434,811  | \$8,521,300               | 163 %    |
| Average Price / Unit                  | \$543,775    | \$463,000                  | 17 %     | \$521,740     | \$426,065                 | 22 %     |
| Price Ratio                           | 99 %         | 97 %                       |          | 99 %          | 98 %                      |          |
| Days To Sell                          | 41           | 60                         | -31 %    | 44            | 48                        | -6 %     |
| Active Listings at Month End          | 16           | 29                         | -45 %    |               |                           |          |
| <b>Strata Duplex (Front and Back)</b> |              |                            |          |               |                           |          |
| Units Listed                          | 4            | 2                          | 100 %    | 10            | 11                        | -9 %     |
| Units Sold                            | 3            | 2                          | 50 %     | 8             | 5                         | 60 %     |
| Sell/List Ratio                       | 75 %         | 100 %                      |          | 80 %          | 45 %                      |          |
| Sales Dollars                         | \$1,433,500  | \$974,000                  | 47 %     | \$3,654,400   | \$2,567,900               | 42 %     |
| Average Price / Unit                  | \$477,833    | \$487,000                  | -2 %     | \$456,800     | \$513,580                 | -11 %    |
| Price Ratio                           | 106 %        | 96 %                       |          | 103 %         | 95 %                      |          |
| Days To Sell                          | 73           | 18                         | 315 %    | 43            | 44                        | -4 %     |
| Active Listings at Month End          | 4            | 5                          | -20 %    |               |                           |          |

# Monthly Comparative Activity By Property Type

April 2016

May-01-16

|                                      | This Year    | Current Month<br>Last Year | % Change | This Year    | Year To Date<br>Last Year | % Change |
|--------------------------------------|--------------|----------------------------|----------|--------------|---------------------------|----------|
| <b>Recreational</b>                  |              |                            |          |              |                           |          |
| Units Listed                         | 4            | 1                          | 300 %    | 8            | 9                         | -11 %    |
| Units Sold                           | 1            | 1                          | 0 %      | 3            | 2                         | 50 %     |
| Sell/List Ratio                      | 25 %         | 100 %                      |          | 38 %         | 22 %                      |          |
| Sales Dollars                        | \$200,000    | \$220,000                  | -9 %     | \$535,000    | \$304,000                 | 76 %     |
| Average Price / Unit                 | \$200,000    | \$220,000                  | -9 %     | \$178,333    | \$152,000                 | 17 %     |
| Price Ratio                          | 93 %         | 96 %                       |          | 89 %         | 93 %                      |          |
| Days To Sell                         | 60           | 46                         | 30 %     | 327          | 40                        | 729 %    |
| Active Listings at Month End         | 21           | 14                         | 50 %     |              |                           |          |
| <b>Manufactured Home</b>             |              |                            |          |              |                           |          |
| Units Listed                         | 27           | 31                         | -13 %    | 82           | 108                       | -24 %    |
| Units Sold                           | 17           | 20                         | -15 %    | 67           | 63                        | 6 %      |
| Sell/List Ratio                      | 63 %         | 65 %                       |          | 82 %         | 58 %                      |          |
| Sales Dollars                        | \$2,448,400  | \$3,733,400                | -34 %    | \$9,633,633  | \$8,131,550               | 18 %     |
| Average Price / Unit                 | \$144,024    | \$186,670                  | -23 %    | \$143,786    | \$129,072                 | 11 %     |
| Price Ratio                          | 92 %         | 93 %                       |          | 94 %         | 92 %                      |          |
| Days To Sell                         | 83           | 89                         | -6 %     | 80           | 102                       | -22 %    |
| Active Listings at Month End         | 47           | 83                         | -43 %    |              |                           |          |
| <b>Residential Lots</b>              |              |                            |          |              |                           |          |
| Units Listed                         | 30           | 38                         | -21 %    | 134          | 134                       | 0 %      |
| Units Sold                           | 35           | 15                         | 133 %    | 100          | 38                        | 163 %    |
| Sell/List Ratio                      | 117 %        | 39 %                       |          | 75 %         | 28 %                      |          |
| Sales Dollars                        | \$12,469,800 | \$4,149,000                | 201 %    | \$33,191,479 | \$10,588,060              | 213 %    |
| Average Price / Unit                 | \$356,280    | \$276,600                  | 29 %     | \$331,915    | \$278,633                 | 19 %     |
| Price Ratio                          | 96 %         | 93 %                       |          | 96 %         | 94 %                      |          |
| Days To Sell                         | 214          | 70                         | 205 %    | 152          | 119                       | 28 %     |
| Active Listings at Month End         | 129          | 257                        | -50 %    |              |                           |          |
| <b>Residential Lots - Waterfront</b> |              |                            |          |              |                           |          |
| Units Listed                         | 5            | 7                          | -29 %    | 24           | 31                        | -23 %    |
| Units Sold                           | 4            | 0                          | %        | 8            | 3                         | 167 %    |
| Sell/List Ratio                      | 80 %         | 0 %                        |          | 33 %         | 10 %                      |          |
| Sales Dollars                        | \$2,955,000  | -\$4,900                   | -60406 % | \$5,599,500  | \$43,000                  | 12922 %  |
| Average Price / Unit                 | \$738,750    | %                          |          | \$699,938    | \$14,333                  | 4783 %   |
| Price Ratio                          | 91 %         | -25 %                      |          | 93 %         | 33 %                      |          |
| Days To Sell                         | 103          | 916                        | -89 %    | 105          | 278                       | -62 %    |
| Active Listings at Month End         | 30           | 40                         | -25 %    |              |                           |          |

# Monthly Comparative Activity By Property Type

April 2016

May-01-16

|   | This Year   | Current Month<br>Last Year | % Change | This Year    | Year To Date<br>Last Year | % Change |
|---|-------------|----------------------------|----------|--------------|---------------------------|----------|
| <b>Residential Acreage</b>              |             |                            |          |              |                           |          |
| Units Listed                            | 36          | 12                         | 200 %    | 85           | 76                        | 12 %     |
| Units Sold                              | 18          | 7                          | 157 %    | 48           | 24                        | 100 %    |
| Sell/List Ratio                         | 50 %        | 58 %                       |          | 56 %         | 32 %                      |          |
| Sales Dollars                           | \$9,329,500 | \$1,053,900                | 785 %    | \$19,512,700 | \$6,394,400               | 205 %    |
| Average Price / Unit                    | \$518,306   | \$150,557                  | 244 %    | \$406,515    | \$266,433                 | 53 %     |
| Price Ratio                             | 96 %        | 87 %                       |          | 95 %         | 82 %                      |          |
| Days To Sell                            | 191         | 297                        | -36 %    | 280          | 257                       | 9 %      |
| Active Listings at Month End            | 157         | 197                        | -20 %    |              |                           |          |
| <b>Residential Acreage - Waterfront</b> |             |                            |          |              |                           |          |
| Units Listed                            | 6           | 5                          | 20 %     | 26           | 28                        | -7 %     |
| Units Sold                              | 10          | 0                          | %        | 17           | 4                         | 325 %    |
| Sell/List Ratio                         | 167 %       | 0 %                        |          | 65 %         | 14 %                      |          |
| Sales Dollars                           | \$6,404,000 | \$0                        | %        | \$9,014,000  | \$1,003,033               | 799 %    |
| Average Price / Unit                    | \$640,400   |                            | %        | \$530,235    | \$250,758                 | 111 %    |
| Price Ratio                             | 92 %        | %                          |          | 92 %         | 90 %                      |          |
| Days To Sell                            | 274         |                            | %        | 353          | 401                       | -12 %    |
| Active Listings at Month End            | 53          | 69                         | -23 %    |              |                           |          |
| <b>Revenue - Duplex/Triplex</b>         |             |                            |          |              |                           |          |
| Units Listed                            | 6           | 7                          | -14 %    | 21           | 25                        | -16 %    |
| Units Sold                              | 3           | 9                          | -67 %    | 16           | 15                        | 7 %      |
| Sell/List Ratio                         | 50 %        | 129 %                      |          | 76 %         | 60 %                      |          |
| Sales Dollars                           | \$3,102,000 | \$5,724,000                | -46 %    | \$12,049,000 | \$9,547,750               | 26 %     |
| Average Price / Unit                    | \$1,034,000 | \$636,000                  | 63 %     | \$753,063    | \$636,517                 | 18 %     |
| Price Ratio                             | 95 %        | 96 %                       |          | 97 %         | 98 %                      |          |
| Days To Sell                            | 89          | 41                         | 116 %    | 68           | 38                        | 79 %     |
| Active Listings at Month End            | 8           | 14                         | -43 %    |              |                           |          |
| <b>Revenue - Multi Units</b>            |             |                            |          |              |                           |          |
| Units Listed                            | 3           | 2                          | 50 %     | 11           | 11                        | 0 %      |
| Units Sold                              | 5           | 3                          | 67 %     | 11           | 5                         | 120 %    |
| Sell/List Ratio                         | 167 %       | 150 %                      |          | 100 %        | 45 %                      |          |
| Sales Dollars                           | \$5,710,000 | \$3,569,900                | 60 %     | \$12,987,650 | \$4,844,900               | 168 %    |
| Average Price / Unit                    | \$1,142,000 | \$1,189,967                | -4 %     | \$1,180,695  | \$968,980                 | 22 %     |
| Price Ratio                             | 98 %        | 95 %                       |          | 97 %         | 95 %                      |          |
| Days To Sell                            | 58          | 88                         | -35 %    | 57           | 82                        | -31 %    |
| Active Listings at Month End            | 8           | 12                         | -33 %    |              |                           |          |

# Monthly Comparative Activity By Property Type

April 2016

May-01-16

|  | This Year   | Current Month<br>Last Year | % Change | This Year   | Year To Date<br>Last Year | % Change |
|--|-------------|----------------------------|----------|-------------|---------------------------|----------|
| <b>Revenue - Apartment Block</b>         |             |                            |          |             |                           |          |
| Units Listed                             | 0           | 0                          | %        | 2           | 1                         | 100 %    |
| Units Sold                               | 0           | 0                          | %        | 1           | 0                         | %        |
| Sell/List Ratio                          | %           | %                          |          | 50 %        | 0 %                       |          |
| Sales Dollars                            | \$0         | \$0                        | %        | \$1,680,000 | \$0                       | %        |
| Average Price / Unit                     |             |                            | %        | \$1,680,000 |                           | %        |
| Price Ratio                              | %           | %                          |          | 99 %        | %                         |          |
| Days To Sell                             |             |                            | %        | 1           |                           | %        |
| Active Listings at Month End             | 1           | 1                          | 0 %      |             |                           |          |
| <b>Revenue - Commercial</b>              |             |                            |          |             |                           |          |
| Units Listed                             | 14          | 10                         | 40 %     | 39          | 39                        | 0 %      |
| Units Sold                               | 1           | 3                          | -67 %    | 7           | 7                         | 0 %      |
| Sell/List Ratio                          | 7 %         | 30 %                       |          | 18 %        | 18 %                      |          |
| Sales Dollars                            | \$755,000   | \$4,006,557                | -81 %    | \$8,253,000 | \$7,376,607               | 12 %     |
| Average Price / Unit                     | \$755,000   | \$1,335,519                | -43 %    | \$1,179,000 | \$1,053,801               | 12 %     |
| Price Ratio                              | 89 %        | 97 %                       |          | 90 %        | 95 %                      |          |
| Days To Sell                             | 229         | 58                         | 295 %    | 203         | 78                        | 162 %    |
| Active Listings at Month End             | 49          | 56                         | -13 %    |             |                           |          |
| <b>Revenue - Industrial</b>              |             |                            |          |             |                           |          |
| Units Listed                             | 0           | 0                          | %        | 1           | 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             | 2           | 1                          | 100 %    |             |                           |          |
| <b>Business with Land &amp; Building</b> |             |                            |          |             |                           |          |
| Units Listed                             | 15          | 8                          | 88 %     | 32          | 35                        | -9 %     |
| Units Sold                               | 4           | 0                          | %        | 12          | 7                         | 71 %     |
| Sell/List Ratio                          | 27 %        | 0 %                        |          | 38 %        | 20 %                      |          |
| Sales Dollars                            | \$1,600,034 | \$0                        | %        | \$5,230,795 | \$4,717,522               | 11 %     |
| Average Price / Unit                     | \$400,009   |                            | %        | \$435,900   | \$673,932                 | -35 %    |
| Price Ratio                              | 80 %        | %                          |          | 86 %        | 84 %                      |          |
| Days To Sell                             | 250         |                            | %        | 203         | 251                       | -19 %    |
| Active Listings at Month End             | 56          | 73                         | -23 %    |             |                           |          |



# Monthly Comparative Activity By Property Type

April 2016

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|                              | This Year | Current Month<br>Last Year | % Change | This Year   | Year To Date<br>Last Year | % Change |
|------------------------------|-----------|----------------------------|----------|-------------|---------------------------|----------|
| <b>Business Only</b>         |           |                            |          |             |                           |          |
| Units Listed                 | 14        | 13                         | 8 %      | 53          | 34                        | 56 %     |
| Units Sold                   | 2         | 0                          | %        | 9           | 5                         | 80 %     |
| Sell/List Ratio              | 14 %      | 0 %                        |          | 17 %        | 15 %                      |          |
| Sales Dollars                | \$200,000 | \$0                        | %        | \$1,051,000 | \$830,500                 | 27 %     |
| Average Price / Unit         | \$100,000 |                            | %        | \$116,778   | \$166,100                 | -30 %    |
| Price Ratio                  | 91 %      | %                          |          | 76 %        | 97 %                      |          |
| Days To Sell                 | 177       |                            | %        | 139         | 121                       | 15 %     |
| Active Listings at Month End | 73        | 66                         | 11 %     |             |                           |          |
| <b>Motel/Hotel</b>           |           |                            |          |             |                           |          |
| Units Listed                 | 0         | 0                          | %        | 2           | 4                         | -50 %    |
| Units Sold                   | 0         | 0                          | %        | 0           | 2                         | -100 %   |
| Sell/List Ratio              | %         | %                          |          | 0 %         | 50 %                      |          |
| Sales Dollars                | \$0       | \$0                        | %        | \$0         | \$2,940,000               | -100 %   |
| Average Price / Unit         |           |                            | %        |             | \$1,470,000               | %        |
| Price Ratio                  | %         | %                          |          | %           | 72 %                      |          |
| Days To Sell                 |           |                            | %        |             | 532                       | %        |
| Active Listings at Month End | 4         | 9                          | -56 %    |             |                           |          |
| <b>Lease - Office</b>        |           |                            |          |             |                           |          |
| Units Listed                 | 4         | 2                          | 100 %    | 15          | 10                        | 50 %     |
| Units Sold                   | 1         | 1                          | 0 %      | 2           | 1                         | 100 %    |
| Sell/List Ratio              | 25 %      | 50 %                       |          | 13 %        | 10 %                      |          |
| Sales Dollars                | \$15      | \$16                       | -9 %     | \$34        | \$16                      | 110 %    |
| Average Price / Unit         | \$15      | \$16                       | -9 %     | \$17        | \$16                      | 5 %      |
| Price Ratio                  | %         | %                          |          | %           | %                         |          |
| Days To Sell                 | 148       | 135                        | 10 %     | 94          | 135                       | -31 %    |
| Active Listings at Month End | 44        | 29                         | 52 %     |             |                           |          |
| <b>Lease - Retail</b>        |           |                            |          |             |                           |          |
| Units Listed                 | 8         | 8                          | 0 %      | 22          | 21                        | 5 %      |
| Units Sold                   | 0         | 2                          | -100 %   | 4           | 5                         | -20 %    |
| Sell/List Ratio              | 0 %       | 25 %                       |          | 18 %        | 24 %                      |          |
| Sales Dollars                | \$0       | \$32                       | -100 %   | \$870       | \$121                     | 617 %    |
| Average Price / Unit         |           | \$16                       | %        | \$218       | \$24                      | 796 %    |
| Price Ratio                  | %         | %                          |          | 109 %       | %                         |          |
| Days To Sell                 |           | 296                        | %        | 184         | 219                       | -16 %    |
| Active Listings at Month End | 26        | 29                         | -10 %    |             |                           |          |

# Monthly Comparative Activity By Property Type

April 2016

May-01-16

|                              | This Year | Current Month<br>Last Year | % Change | This Year   | Year To Date<br>Last Year | % Change |
|------------------------------|-----------|----------------------------|----------|-------------|---------------------------|----------|
| <b>Lease - Warehouse</b>     |           |                            |          |             |                           |          |
| 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                          | %        |             |                           |          |
| <b>Lease - Industrial</b>    |           |                            |          |             |                           |          |
| Units Listed                 | 0         | 1                          | -100 %   | 1           | 3                         | -67 %    |
| Units Sold                   | 0         | 0                          | %        | 2           | 0                         | %        |
| Sell/List Ratio              | %         | 0 %                        |          | 200 %       | 0 %                       |          |
| Sales Dollars                | \$0       | \$0                        | %        | \$24        | \$0                       | %        |
| Average Price / Unit         |           |                            | %        | \$12        |                           | %        |
| Price Ratio                  | %         | %                          |          | %           | %                         |          |
| Days To Sell                 |           |                            | %        | 116         |                           | %        |
| Active Listings at Month End | 2         | 6                          | -67 %    |             |                           |          |
| <b>Lease - Other</b>         |           |                            |          |             |                           |          |
| Units Listed                 | 5         | 3                          | 67 %     | 36          | 16                        | 125 %    |
| Units Sold                   | 4         | 1                          | 300 %    | 5           | 6                         | -17 %    |
| Sell/List Ratio              | 80 %      | 33 %                       |          | 14 %        | 38 %                      |          |
| Sales Dollars                | \$55      | \$15                       | 267 %    | \$2,355     | \$1,304                   | 81 %     |
| Average Price / Unit         | \$14      | \$15                       | -8 %     | \$471       | \$217                     | 117 %    |
| Price Ratio                  | %         | %                          |          | 157 %       | 87 %                      |          |
| Days To Sell                 | 80        | 212                        | -62 %    | 77          | 222                       | -65 %    |
| Active Listings at Month End | 53        | 41                         | 29 %     |             |                           |          |
| <b>Commercial Land</b>       |           |                            |          |             |                           |          |
| Units Listed                 | 3         | 1                          | 200 %    | 10          | 15                        | -33 %    |
| Units Sold                   | 2         | 0                          | %        | 3           | 6                         | -50 %    |
| Sell/List Ratio              | 67 %      | 0 %                        |          | 30 %        | 40 %                      |          |
| Sales Dollars                | \$948,000 | \$0                        | %        | \$1,923,000 | \$9,015,000               | -79 %    |
| Average Price / Unit         | \$474,000 |                            | %        | \$641,000   | \$1,502,500               | -57 %    |
| Price Ratio                  | 92 %      | %                          |          | 95 %        | 88 %                      |          |
| Days To Sell                 | 40        |                            | %        | 355         | 293                       | 21 %     |
| Active Listings at Month End | 17        | 32                         | -47 %    |             |                           |          |

# Monthly Comparative Activity By Property Type

April 2016

May-01-16

|                              | This Year     | Current Month<br>Last Year | % Change | This Year       | Year To Date<br>Last Year | % Change |
|------------------------------|---------------|----------------------------|----------|-----------------|---------------------------|----------|
| <b>Grand Totals</b>          |               |                            |          |                 |                           |          |
| Units Listed                 | 1590          | 1413                       | 13 %     | 5129            | 4996                      | 3 %      |
| Units Sold                   | 1286          | 840                        | 53 %     | 3718            | 2467                      | 51 %     |
| Sell/List Ratio              | 81 %          | 59 %                       |          | 72 %            | 49 %                      |          |
| Sales Dollars                | \$765,558,809 | \$431,715,472              | 77 %     | \$2,090,404,965 | \$1,231,119,702           | 70 %     |
| Average Price / Unit         | \$595,302     | \$513,947                  | 16 %     | \$562,239       | \$499,035                 | 13 %     |
| Price Ratio                  | 100 %         | 98 %                       |          | 100 %           | 97 %                      |          |
| Days To Sell                 | 51            | 62                         | -19 %    | 56              | 69                        | -18 %    |
| Active Listings at Month End | 2594          | 3945                       | -34 %    |                 |                           |          |

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

April 2016

May-01-16

| Sales by Property Type         | This Month   |              |               |           |       |        |           |       |       | Last Month   |           |           | This Month Last Year |           |           |
|--------------------------------|--------------|--------------|---------------|-----------|-------|--------|-----------|-------|-------|--------------|-----------|-----------|----------------------|-----------|-----------|
|                                | 2016 - April |              |               |           |       |        |           |       |       | 2016 - March |           |           | 2015 - April         |           |           |
|                                | Units        | LM%          | LY%           | Average\$ | LM%   | LY%    | Median\$  | LM%   | LY%   | Units        | Average\$ | Median\$  | Units                | Average\$ | Median\$  |
| Single Family Greater Victoria | 705          | 23.9%        | 62.1%         | \$756,143 | 1.0%  | 19.0%  | \$645,000 | -1.0% | 13.2% | 569          | \$748,481 | \$651,500 | 435                  | \$635,340 | \$570,000 |
| Single Family Other Areas      | 61           | -4.7%        | 24.5%         | \$527,099 | 7.2%  | -13.3% | \$470,000 | 6.0%  | -3.7% | 64           | \$491,471 | \$443,500 | 49                   | \$607,874 | \$488,000 |
| Single Family Total All Areas  | 766          | 21.0%        | 58.3%         | \$737,903 | 2.1%  | 16.7%  | \$628,250 | -0.3% | 11.7% | 633          | \$722,495 | \$629,925 | 484                  | \$632,559 | \$562,500 |
| Condos                         | 293          | 6.2%         | 30.8%         | \$338,159 | 5.3%  | -1.5%  | \$296,000 | 3.7%  | 0.9%  | 276          | \$320,987 | \$285,500 | 224                  | \$343,428 | \$293,218 |
| Townhouses                     | 124          | -6.1%        | 55.0%         | \$471,169 | -2.4% | 17.3%  | \$435,100 | -2.7% | 12.4% | 132          | \$482,844 | \$447,000 | 80                   | \$401,511 | \$387,000 |
| Manufactured Homes             | 17           | -29.2%       | -15.0%        | \$144,024 | -4.5% | -22.8% | \$151,000 | 14.0% | 25.8% | 24           | \$150,873 | \$132,500 | 20                   | \$186,670 | \$120,000 |
| <b>Total Residential</b>       | <b>1,200</b> | <b>12.7%</b> | <b>48.5%</b>  |           |       |        |           |       |       | <b>1,065</b> |           |           | <b>808</b>           |           |           |
| <b>Total Sales</b>             | <b>1,286</b> | <b>14.7%</b> | <b>53.1%</b>  |           |       |        |           |       |       | <b>1,121</b> |           |           | <b>840</b>           |           |           |
| <b>Active Listings</b>         | <b>2,594</b> | <b>-0.9%</b> | <b>-34.2%</b> |           |       |        |           |       |       | <b>2,618</b> |           |           | <b>3,945</b>         |           |           |

## 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