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Victoria Real Estate Market Statistics for August 2017

Sept 1, 2017

A total of 736 properties sold in the Victoria Real Estate Board region this August, 16.6 per cent fewer than the 883 properties sold in August last year.

“I admit to being a little surprised by the August numbers,” notes Victoria Real Estate Board President Ara Balabanian. “I expected inventory numbers to be climbing by now, but instead we’ve seen even lower numbers of listings on the market. This is likely leading to some buyer fatigue along with pressure on pricing in high demand areas.”

There were 1,917 active listings for sale on the Victoria Real Estate Board Multiple Listing Service® at the end of August 2017, a decrease of four properties compared to the month of July, and 8.5 per cent fewer than the 2,094 active listings for sale at the end of August 2016.

The Multiple Listing Service® Home Price Index benchmark value for a single family home in the Victoria Core in August 2016 was \$743,200. The benchmark value for the same home in August 2017 has increased by 10.8 per cent to \$823,100.

“Though much too early to call a trend, we do see that the August HPI benchmark value for single family homes in the Victoria Core area has decreased by 1.3 per cent when compared to July. This is the first time we’ve noted a decrease in HPI values since August 2015.” adds President Balabanian. “That said, this is not an indicator of a huge change in property values across our region. We’ve seen a phenomenally busy two years in real estate for our area and we are likely heading towards a period of more balanced activity. Note too, that though the overall HPI value shows a small month over month decrease – specific areas and specific types of product have seen increases. For example, condominiums across the entire region are up by half a percent compared to the previous month and single family homes in North Saanich have increased in benchmark value by almost one per cent. It’s for reasons like these that now more than ever it makes sense to seek the assistance of a local REALTOR® to sell or buy your home.”

About the Victoria Real Estate Board – Founded in 1921, the Victoria Real Estate Board is a key player in the development of standards and innovative programs to enhance the professionalism of Realtors. The Victoria Real Estate Board represents 1,368 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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Previous Periods Comparison of Unit Sales, Average Prices and Median Prices

Sales by Property Type	This Month									Last Month			This Month Last Year		
	2017 - August									2017 - July			2016 - August		
	Units	LM%	LY%	Average\$	LM%	LY%	Median\$	LM%	LY%	Units	Average\$	Median\$	Units	Average\$	Median\$
Single Family Greater Victoria	339	-5.6%	-17.7%	\$831,883	-4.2%	10.5%	\$749,900	-1.2%	16.3%	359	\$868,008	\$759,000	412	\$752,509	\$645,000
Single Family Other Areas	51	6.3%	-23.9%	\$656,387	11.8%	16.0%	\$519,900	-4.6%	11.8%	48	\$586,851	\$545,000	67	\$565,864	\$465,000
Single Family Total All Areas	390	-4.2%	-18.6%	\$808,933	-3.1%	11.4%	\$730,750	0.1%	16.9%	407	\$834,850	\$729,950	479	\$726,403	\$625,000
Condos	206	-15.2%	-22.3%	\$414,637	3.0%	23.1%	\$367,500	-0.1%	25.0%	243	\$402,499	\$367,950	265	\$336,902	\$293,950
Townhouses	78	-2.5%	6.8%	\$556,840	9.9%	20.3%	\$527,550	11.7%	22.7%	80	\$506,614	\$472,500	73	\$462,989	\$430,000
Manufactured Homes	16	-23.8%	-11.1%	\$210,969	-20.3%	25.9%	\$196,000	22.6%	26.4%	21	\$264,576	\$159,900	18	\$167,506	\$155,050
Total Residential	690	-8.1%	-17.4%							751			835		
Total Sales	736	-6.8%	-16.6%							790			883		
Active Listings	1,917	-0.2%	-8.5%							1,921			2,094		

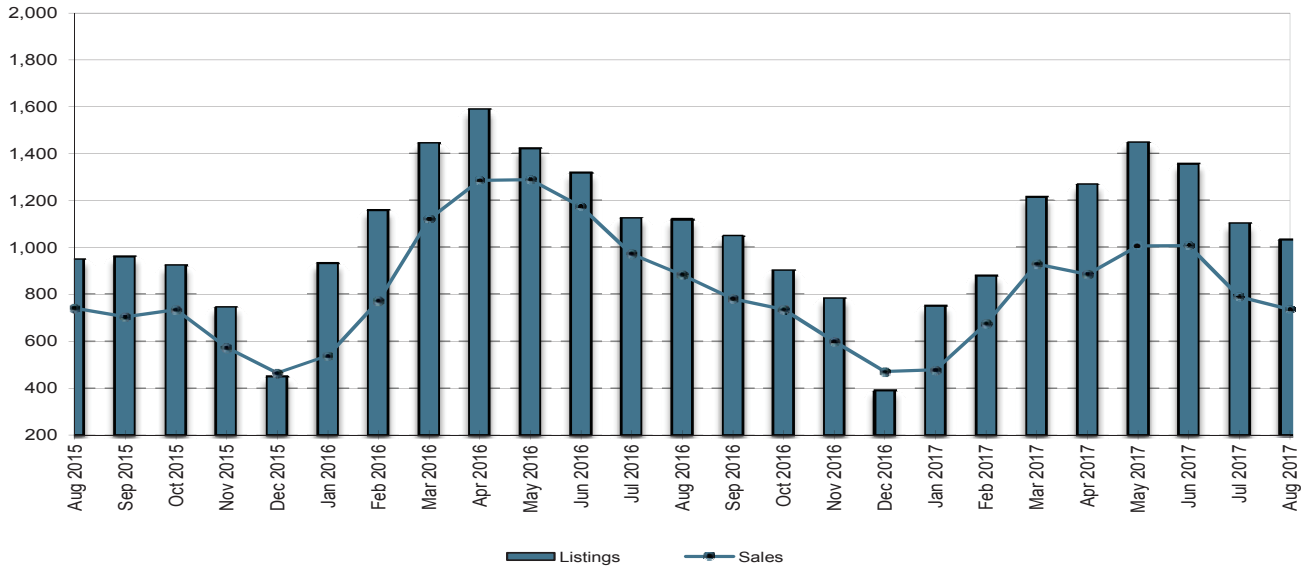
Legend
Units: net number of listings sold
LM%: percentage change since Last Month
LY%: percentage change since This Month Last Year
Average\$: average selling price
Median\$: median selling price
Active Listings: total listings on the market at midnight on the last day of the month

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

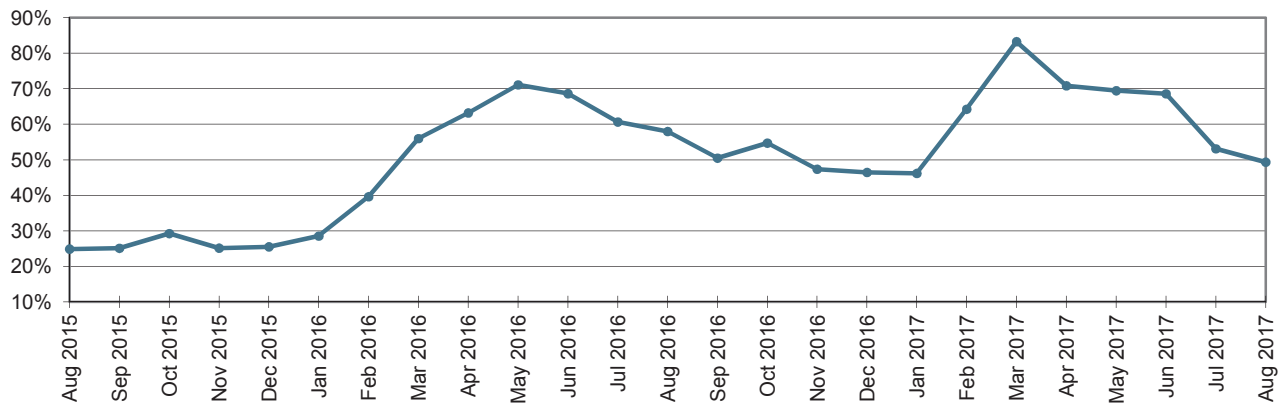
Commonly Quoted Benchmark Home	August 2017 Benchmark Price	July 2017 Benchmark Price	August 2016 Benchmark Price	August 2017 Index Value	July 2017 Index Value	August 2016 Index Value	LM%	LY%
Single Family Benchmark Home: Greater Victoria	\$694,500	\$700,800	\$613,100	200.5	202.3	177.0	-0.9%	13.3%
Single Family Benchmark Home: Core	\$823,100	\$834,200	\$743,200	215.3	218.2	194.4	-1.3%	10.8%
Single Family Benchmark Home: Westshore	\$589,800	\$589,800	\$496,900	189.7	189.7	159.8	0.0%	18.7%
Single Family Benchmark Home: Peninsula	\$759,000	\$753,200	\$670,400	196.1	194.6	173.2	0.8%	13.2%
Condo Benchmark Home: Greater Victoria	\$435,200	\$433,200	\$357,000	216.3	215.3	177.4	0.5%	21.9%
Townhouse Benchmark Home: Greater Victoria	\$554,400	\$542,200	\$473,100	195.8	191.5	167.1	2.3%	17.2%

Legend	Current Month:	August 2017
	Last Month:	July 2017
	Last Year:	August 2016
	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.

MLS® Home Price Index  **HPI or Benchmark**
(Applies to all tabs)

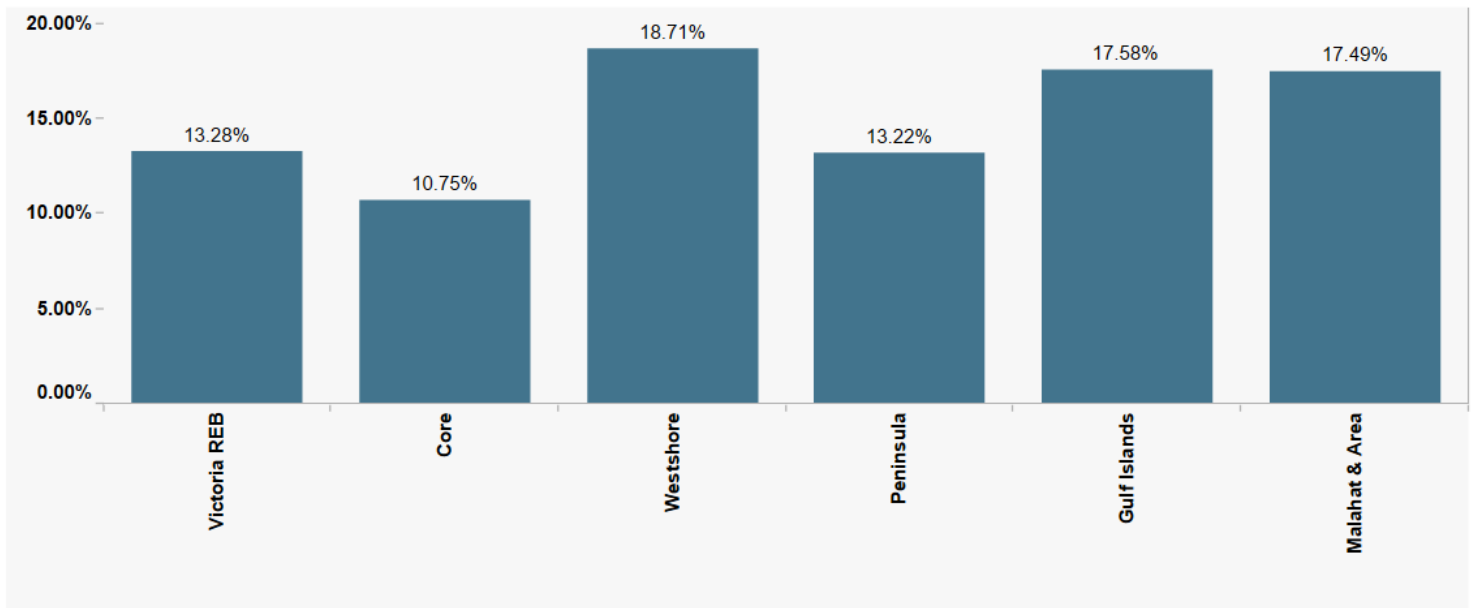
- HPI
- Benchmark

Area
VREB Area Summary

Property Type
Single Family - All

% Difference of Benchmark from 12 Months Ago (Aug '16 to Aug '17): Single Family - All

Select Timeframe: 12 Months Ago





- HPI
- Benchmark

- Value
- Percent change

Benchmark by Timeframe and Property Type: Single Family - All

	August 2017	1 Month Ago	3 Months Ago	6 Months Ago	12 Months Ago	36 Months Ago	60 Months Ago	January 2005
Victoria REB	\$694,500	\$700,800	\$677,900	\$642,600	\$613,100	\$481,800	\$493,300	\$346,400
Victoria	\$799,700	\$805,300	\$803,400	\$756,600	\$736,500	\$536,600	\$546,700	\$372,100
Victoria West	\$596,400	\$598,100	\$573,500	\$555,600	\$539,300	\$417,300	\$424,600	\$279,900
Oak Bay	\$1,178,400	\$1,219,800	\$1,203,300	\$1,113,300	\$1,108,900	\$760,600	\$768,300	\$552,000
Esquimalt	\$595,600	\$595,600	\$578,300	\$547,700	\$531,500	\$424,900	\$431,200	\$283,500
View Royal	\$692,400	\$687,400	\$661,400	\$638,100	\$609,100	\$498,800	\$501,200	\$337,300
Saanich East	\$858,100	\$875,800	\$865,200	\$809,200	\$774,100	\$576,800	\$588,600	\$394,500
Saanich West	\$707,200	\$706,300	\$683,100	\$647,200	\$610,600	\$479,800	\$491,800	\$326,400
Sooke	\$481,000	\$479,100	\$460,300	\$443,100	\$399,100	\$352,500	\$360,700	\$264,800
Langford	\$592,300	\$592,300	\$566,600	\$541,500	\$500,300	\$427,500	\$433,700	\$309,800
Metchosin	\$874,100	\$865,800	\$828,000	\$792,600	\$733,600	\$628,200	\$667,800	\$460,500
Colwood	\$659,400	\$660,400	\$638,900	\$592,500	\$552,200	\$453,000	\$472,200	\$336,100
Highlands	\$829,600	\$842,600	\$793,500	\$811,600	\$741,200	\$602,700	\$624,000	\$463,200
North Saanich	\$907,300	\$899,000	\$866,400	\$843,000	\$804,100	\$616,200	\$644,500	\$486,700
Sidney	\$642,900	\$629,700	\$611,400	\$588,000	\$569,000	\$435,900	\$444,300	\$321,500
Central Saanich	\$718,700	\$721,200	\$695,900	\$682,700	\$632,400	\$515,300	\$515,000	\$356,900
ML Malahat & Area	\$509,500	\$527,200	\$472,800	\$448,000	\$433,700	\$373,000	\$380,700	\$275,900
GI Gulf Islands	\$458,200	\$440,700	\$428,700	\$403,100	\$389,700	\$325,600	\$362,000	\$291,500

Source: Victoria Real Estate Board

HPI by Timeframe and Property Type: Single Family - All

	August 2017	1 Month Ago	3 Months Ago	6 Months Ago	12 Months Ago	36 Months Ago	60 Months Ago	January 2005
Victoria REB	200.5	202.3	195.7	185.5	177.0	139.1	142.4	100.0
Victoria	214.9	216.4	215.9	203.3	197.9	144.2	146.9	100.0
Victoria West	213.1	213.7	204.9	198.5	192.7	149.1	151.7	100.0
Oak Bay	213.5	221.0	218.0	201.7	200.9	137.8	139.2	100.0
Esquimalt	210.1	210.1	204.0	193.2	187.5	149.9	152.1	100.0
View Royal	205.3	203.8	196.1	189.2	180.6	147.9	148.6	100.0
Saanich East	217.5	222.0	219.3	205.1	196.2	146.2	149.2	100.0
Saanich West	216.7	216.4	209.3	198.3	187.1	147.0	150.7	100.0
Sooke	181.6	180.9	173.8	167.3	150.7	133.1	136.2	100.0
Langford	191.2	191.2	182.9	174.8	161.5	138.0	140.0	100.0
Metchosin	189.8	188.0	179.8	172.1	159.3	136.4	145.0	100.0
Colwood	196.2	196.5	190.1	176.3	164.3	134.8	140.5	100.0
Highlands	179.1	181.9	171.3	175.2	160.0	130.1	134.7	100.0
North Saanich	186.4	184.7	178.0	173.2	165.2	126.6	132.4	100.0
Sidney	200.0	195.9	190.2	182.9	177.0	135.6	138.2	100.0
Central Saanich	201.4	202.1	195.0	191.3	177.2	144.4	144.3	100.0
ML Malahat & Area	184.7	191.1	171.4	162.4	157.2	135.2	138.0	100.0
GI Gulf Islands	157.2	151.2	147.1	138.3	133.7	111.7	124.2	100.0

Source: Victoria Real Estate Board



Benchmark by Timeframe and Property Type: Condo Apartment

	August 2017	1 Month Ago	3 Months Ago	6 Months Ago	12 Months Ago	36 Months Ago	60 Months Ago	January 2005
Victoria REB	\$435,200	\$433,200	\$416,900	\$384,900	\$357,000	\$290,200	\$296,800	\$201,200
Victoria	\$421,400	\$422,100	\$405,100	\$371,500	\$346,100	\$278,200	\$276,100	\$191,100
Victoria West	\$747,600	\$721,900	\$710,400	\$662,600	\$617,200	\$463,100	\$464,800	\$338,800
Oak Bay	\$477,800	\$476,500	\$452,800	\$434,200	\$389,000	\$302,300	\$354,800	\$255,100
Esquimalt	\$336,200	\$323,300	\$318,300	\$301,100	\$290,200	\$243,200	\$251,200	\$155,700
View Royal	\$427,600	\$427,100	\$407,300	\$375,100	\$354,400	\$311,100	\$317,000	\$217,700
Saanich East	\$376,900	\$380,100	\$365,800	\$339,700	\$311,800	\$249,200	\$272,900	\$170,500
Saanich West	\$376,500	\$375,000	\$369,300	\$339,100	\$313,300	\$248,300	\$256,700	\$162,500
Langford	\$343,700	\$345,900	\$327,200	\$301,000	\$282,600	\$252,400	\$254,200	\$177,400
Colwood	\$363,500	\$366,400	\$338,800	\$312,800	\$299,500	\$255,400	\$257,400	\$166,800
Sidney	\$433,900	\$419,000	\$395,000	\$364,300	\$320,100	\$278,700	\$289,800	\$201,800
Central Saanich	\$434,600	\$418,000	\$403,400	\$369,700	\$333,600	\$294,400	\$293,200	\$205,300

Source: Victoria Real Estate Board



HPI by Timeframe and Property Type: Condo Apartment

	August 2017	1 Month Ago	3 Months Ago	6 Months Ago	12 Months Ago	36 Months Ago	60 Months Ago	January 2005
Victoria REB	216.3	215.3	207.2	191.3	177.4	144.2	147.5	100.0
Victoria	220.5	220.9	212.0	194.4	181.1	145.6	144.5	100.0
Victoria West	220.7	213.1	209.7	195.6	182.2	136.7	137.2	100.0
Oak Bay	187.3	186.8	177.5	170.2	152.5	118.5	139.1	100.0
Esquimalt	215.9	207.6	204.4	193.4	186.4	156.2	161.3	100.0
View Royal	196.4	196.2	187.1	172.3	162.8	142.9	145.6	100.0
Saanich East	221.0	222.9	214.5	199.2	182.8	146.1	160.0	100.0
Saanich West	231.7	230.8	227.3	208.7	192.8	152.8	158.0	100.0
Langford	193.8	195.0	184.5	169.7	159.3	142.3	143.3	100.0
Colwood	217.9	219.6	203.1	187.5	179.5	153.1	154.3	100.0
Sidney	215.0	207.6	195.7	180.5	158.6	138.1	143.6	100.0
Central Saanich	211.7	203.6	196.5	180.1	162.5	143.4	142.8	100.0

Source: Victoria Real Estate Board



- HPI
- Benchmark

- Value
- Percent change

Benchmark by Timeframe and Property Type: Townhouse

	August 2017	1 Month Ago	3 Months Ago	6 Months Ago	12 Months Ago	36 Months Ago	60 Months Ago	January 2005
Victoria REB	\$554,400	\$542,200	\$548,700	\$498,300	\$473,100	\$399,500	\$403,500	\$283,100
Victoria	\$586,300	\$582,300	\$572,200	\$507,500	\$504,000	\$419,500	\$405,700	\$287,700
Victoria West	\$566,300	\$550,200	\$566,000	\$500,700	\$486,800	\$423,700	\$371,400	\$247,600
Esquimalt	\$488,400	\$474,800	\$493,600	\$432,300	\$426,000	\$358,400	\$337,300	\$234,700
View Royal	\$588,000	\$571,000	\$594,900	\$519,800	\$500,700	\$408,900	\$372,000	\$265,300
Saanich East	\$686,800	\$678,900	\$686,100	\$619,600	\$579,700	\$480,500	\$485,600	\$341,000
Saanich West	\$543,800	\$531,400	\$546,000	\$491,700	\$458,600	\$384,400	\$398,700	\$268,800
Sooke	\$475,700	\$460,700	\$463,000	\$427,000	\$396,900	\$355,900	\$362,900	\$283,300
Langford	\$455,800	\$439,600	\$438,100	\$406,500	\$384,800	\$345,900	\$349,300	\$264,800
Colwood	\$573,000	\$553,600	\$550,900	\$511,800	\$481,400	\$418,200	\$406,200	\$334,300
North Saanich	\$708,400	\$706,600	\$730,500	\$656,100	\$601,900	\$482,800	\$506,400	\$368,600
Sidney	\$551,300	\$541,800	\$555,900	\$505,700	\$453,400	\$381,700	\$409,500	\$269,600
Central Saanich	\$488,100	\$478,800	\$491,000	\$450,500	\$407,100	\$328,500	\$370,200	\$245,500
ML Malahat & Area	\$471,900	\$455,000	\$454,300	\$419,700	\$404,300	\$344,300	\$377,800	\$252,200
GI Gulf Islands	\$473,900	\$458,500	\$443,900	\$445,300	\$384,800	\$365,300	\$434,200	\$292,200

Source: Victoria Real Estate Board



HPI by Timeframe and Property Type: Townhouse

	August 2017	1 Month Ago	3 Months Ago	6 Months Ago	12 Months Ago	36 Months Ago	60 Months Ago	January 2005
Victoria REB	195.8	191.5	193.8	176.0	167.1	141.1	142.5	100.0
Victoria	203.8	202.4	198.9	176.4	175.2	145.8	141.0	100.0
Victoria West	228.7	222.2	228.6	202.2	196.6	171.1	150.0	100.0
Esquimalt	208.1	202.3	210.3	184.2	181.5	152.7	143.7	100.0
View Royal	221.6	215.2	224.2	195.9	188.7	154.1	140.2	100.0
Saanich East	201.4	199.1	201.2	181.7	170.0	140.9	142.4	100.0
Saanich West	202.3	197.7	203.1	182.9	170.6	143.0	148.3	100.0
Sooke	167.9	162.6	163.4	150.7	140.1	125.6	128.1	100.0
Langford	172.1	166.0	165.4	153.5	145.3	130.6	131.9	100.0
Colwood	171.4	165.6	164.8	153.1	144.0	125.1	121.5	100.0
North Saanich	192.2	191.7	198.2	178.0	163.3	131.0	137.4	100.0
Sidney	204.5	201.0	206.2	187.6	168.2	141.6	151.9	100.0
Central Saanich	198.8	195.0	200.0	183.5	165.8	133.8	150.8	100.0
ML Malahat & Area	187.1	180.4	180.1	166.4	160.3	136.5	149.8	100.0
GI Gulf Islands	162.2	156.9	151.9	152.4	131.7	125.0	148.6	100.0

Source: Victoria Real Estate Board

Monthly Sales Summary

August 2017

Friday, September 1, 2017

Region District	Units	Total Volume
Residential		
● Single Family		
Greater Victoria		
Victoria	40	\$36,489,000
Victoria West	3	\$2,133,000
Oak Bay	16	\$22,683,000
Esquimalt	9	\$6,392,501
View Royal	7	\$4,900,500
Saanich East	62	\$56,925,637
Saanich West	30	\$23,783,136
Central Saanich	17	\$14,284,900
North Saanich	13	\$11,620,900
Sidney	14	\$9,110,250
Highlands	2	\$1,489,500
Colwood	19	\$13,341,700
Langford	47	\$30,783,100
Metchosin	7	\$5,505,400
Sooke	35	\$17,259,865
Waterfront (all districts)	18	\$25,305,900
Total Greater Victoria	339	\$282,008,289
Other Areas		
Shawnigan Lake / Malahat	9	\$5,584,400
Gulf Islands	22	\$12,873,184
Upland / Mainland	14	\$7,935,200
Waterfront (all districts)	6	\$7,082,944
Total Other Areas	51	\$33,475,728
Total Single Family	390	\$315,484,017
● Condominium		
Greater Victoria		
Victoria	75	\$33,072,870
Victoria West	8	\$4,315,900
Oak Bay	4	\$2,512,788
Esquimalt	15	\$4,413,488
View Royal	5	\$1,708,600
Saanich East	31	\$11,532,888
Saanich West	12	\$4,482,999
Sidney	16	\$7,706,400
Colwood	2	\$794,500
Langford	27	\$8,991,000
Waterfront (all districts)	10	\$5,470,200
Total Greater Victoria	205	\$85,001,633
Other Areas		
Upland / Mainland	1	\$413,500
Total Other Areas	1	\$413,500
Total Condominium	206	\$85,415,133

Monthly Sales Summary

August 2017

Friday, September 1, 2017

Region District	Units	Total Volume
● Townhouse		
Greater Victoria		
Victoria	11	\$6,514,069
Victoria West	3	\$1,053,000
Oak Bay	3	\$2,355,000
Esquimalt	2	\$835,250
View Royal	2	\$1,173,000
Saanich East	8	\$4,989,400
Saanich West	6	\$3,365,078
Central Saanich	2	\$932,200
North Saanich	3	\$2,001,900
Sidney	5	\$3,827,000
Colwood	7	\$3,079,300
Langford	13	\$6,522,905
Sooke	4	\$1,455,800
Waterfront (all districts)	6	\$4,449,600
Total Greater Victoria	75	\$42,553,502
Other Areas		
Gulf Islands	1	\$489,000
Upland / Mainland	1	\$305,000
Waterfront (all districts)	1	\$86,000
Total Other Areas	3	\$880,000
Total Townhouse	78	\$43,433,502
● Manufactured Homes		
Greater Victoria		
View Royal	2	\$408,000
Central Saanich	3	\$660,000
Sidney	3	\$1,176,000
Langford	2	\$257,000
Sooke	4	\$694,500
Total Greater Victoria	14	\$3,195,500
Other Areas		
Gulf Islands	1	\$95,000
Upland / Mainland	1	\$85,000
Total Other Areas	2	\$180,000
Total Manufactured Homes	16	\$3,375,500
Total Residential	690	\$447,708,152

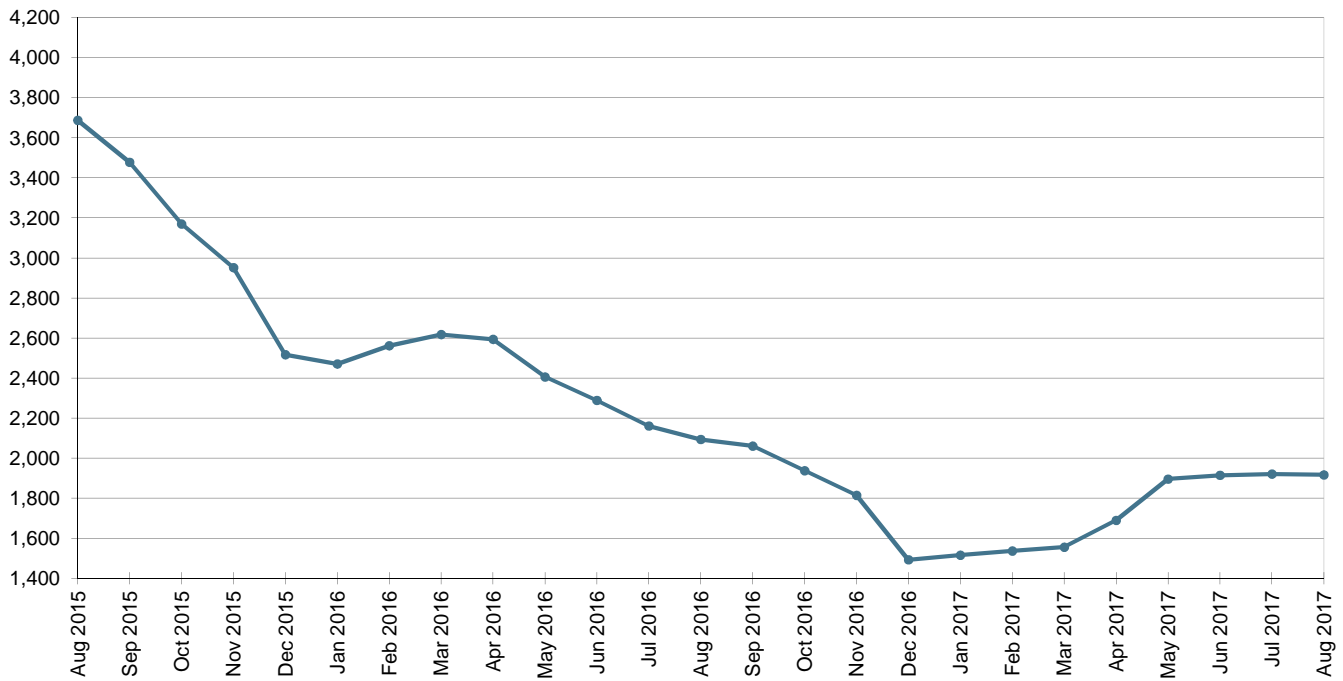
Monthly Sales Summary

August 2017

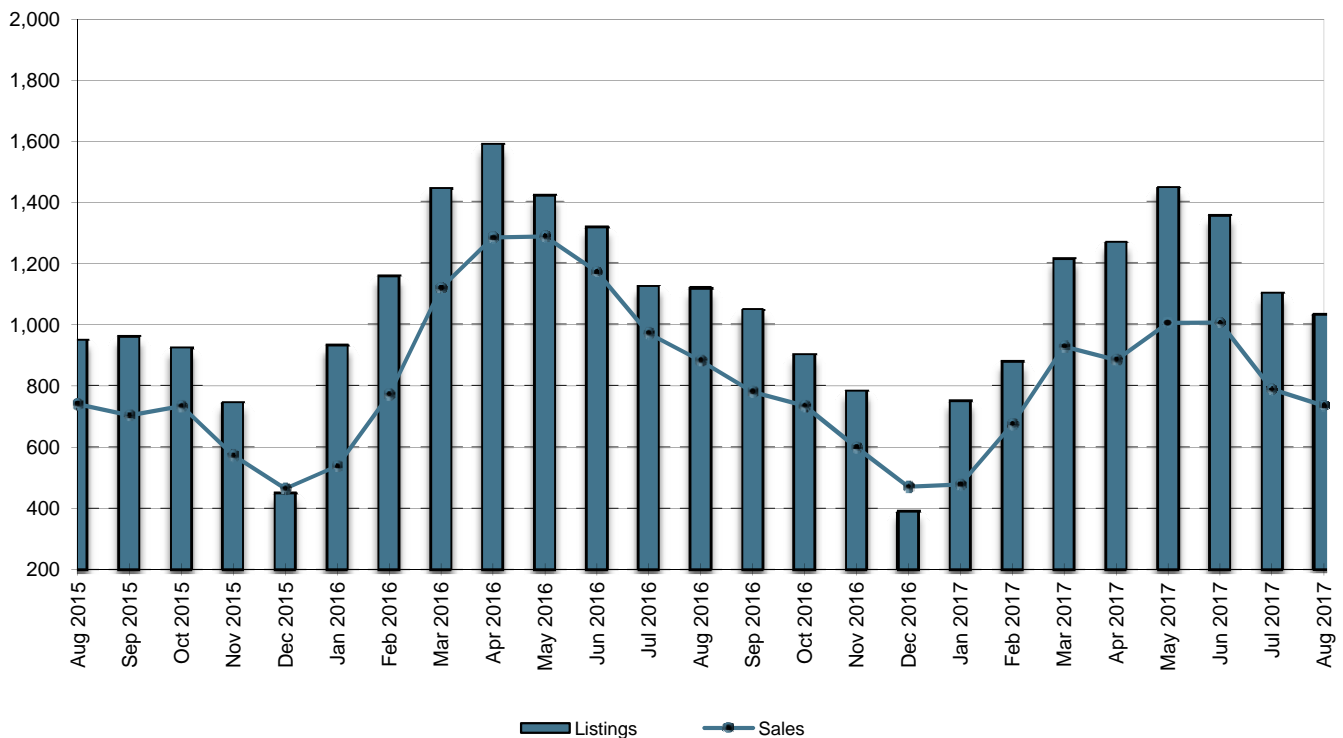
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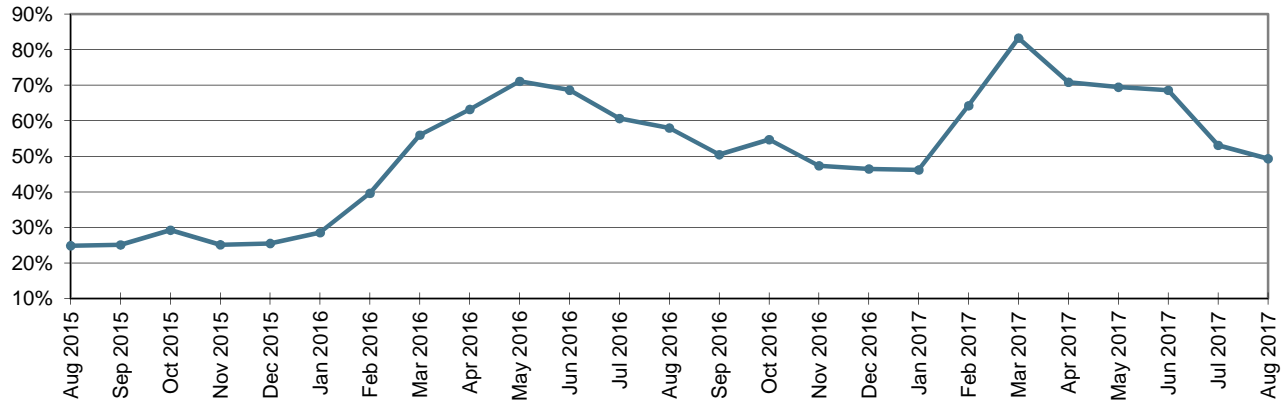
Region District	Units	Total Volume
Other Property		
● Lots & Acreage (Incl Wtrfrnt)		
Greater Victoria		
Esquimalt	1	\$430,000
North Saanich	2	\$1,170,000
Langford	2	\$875,000
Sooke	10	\$2,369,700
Total Greater Victoria	15	\$4,844,700
Other Areas		
Shawnigan Lake / Malahat	2	\$1,055,000
Gulf Islands	10	\$2,387,500
Upland / Mainland	5	\$696,000
Total Other Areas	17	\$4,138,500
Total Lots & Acreage (Incl Wtrfrnt)	32	\$8,983,200
● Commercial Land	1	\$2,200,000
● Other Commercial Properties	13	\$4,058,430
Grand Totals	736	\$462,949,782

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

August 2017

September-01-17

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Single Family - Residential						
Units Listed	418	470	-11 %	3888	4492	-13 %
Units Sold	314	380	-17 %	2777	3742	-26 %
Sell/List Ratio	75 %	81 %		71 %	83 %	
Sales Dollars	\$240,503,273	\$260,966,939	-8 %	\$2,183,035,020	\$2,561,036,914	-15 %
Average Price / Unit	\$765,934	\$686,755	12 %	\$786,113	\$684,403	15 %
Price Ratio	99 %	101 %		101 %	102 %	
Days To Sell	30	33	-10 %	26	34	-24 %
Active Listings at Month End	585	553	6 %			
Single Family - Residential Waterfront						
Units Listed	29	45	-36 %	340	410	-17 %
Units Sold	24	31	-23 %	181	235	-23 %
Sell/List Ratio	83 %	69 %		53 %	57 %	
Sales Dollars	\$32,388,844	\$39,058,900	-17 %	\$249,725,141	\$292,437,878	-15 %
Average Price / Unit	\$1,349,535	\$1,259,965	7 %	\$1,379,697	\$1,244,417	11 %
Price Ratio	94 %	94 %		94 %	96 %	
Days To Sell	101	110	-9 %	83	101	-18 %
Active Listings at Month End	145	183	-21 %			
Single Family - Residential Acreage						
Units Listed	57	76	-25 %	443	579	-23 %
Units Sold	36	41	-12 %	275	363	-24 %
Sell/List Ratio	63 %	54 %		62 %	63 %	
Sales Dollars	\$33,629,100	\$34,644,620	-3 %	\$269,650,379	\$303,061,566	-11 %
Average Price / Unit	\$934,142	\$844,991	11 %	\$980,547	\$834,880	17 %
Price Ratio	96 %	97 %		97 %	98 %	
Days To Sell	58	67	-14 %	72	77	-7 %
Active Listings at Month End	158	197	-20 %			
Condominium						
Units Listed	302	265	14 %	2465	2474	0 %
Units Sold	206	265	-22 %	2000	2180	-8 %
Sell/List Ratio	68 %	100 %		81 %	88 %	
Sales Dollars	\$85,415,133	\$89,278,899	-4 %	\$812,226,522	\$755,581,891	7 %
Average Price / Unit	\$414,637	\$336,902	23 %	\$406,113	\$346,597	17 %
Price Ratio	100 %	100 %		101 %	99 %	
Days To Sell	22	27	-18 %	22	40	-46 %
Active Listings at Month End	328	292	12 %			

Monthly Comparative Activity By Property Type

August 2017

September-01-17

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Townhouse						
Units Listed	89	93	-4 %	771	842	-8 %
Units Sold	78	73	7 %	640	762	-16 %
Sell/List Ratio	88 %	78 %		83 %	90 %	
Sales Dollars	\$43,433,502	\$33,798,199	29 %	\$339,041,496	\$349,396,017	-3 %
Average Price / Unit	\$556,840	\$462,989	20 %	\$529,752	\$458,525	16 %
Price Ratio	100 %	100 %		102 %	100 %	
Days To Sell	21	28	-24 %	23	41	-44 %
Active Listings at Month End	90	114	-21 %			
Strata Duplex (Up and Down)						
Units Listed	1	1	0 %	7	7	0 %
Units Sold	2	2	0 %	4	5	-20 %
Sell/List Ratio	200 %	200 %		57 %	71 %	
Sales Dollars	\$807,500	\$630,000	28 %	\$1,617,500	\$1,973,900	-18 %
Average Price / Unit	\$403,750	\$315,000	28 %	\$404,375	\$394,780	2 %
Price Ratio	95 %	95 %		97 %	100 %	
Days To Sell	21	92	-78 %	29	82	-65 %
Active Listings at Month End	2	0	%			
Strata Duplex (Side by Side)						
Units Listed	6	11	-45 %	98	108	-9 %
Units Sold	9	10	-10 %	83	84	-1 %
Sell/List Ratio	150 %	91 %		85 %	78 %	
Sales Dollars	\$5,101,900	\$5,970,500	-15 %	\$47,548,578	\$44,539,611	7 %
Average Price / Unit	\$566,878	\$597,050	-5 %	\$572,874	\$530,233	8 %
Price Ratio	98 %	99 %		100 %	100 %	
Days To Sell	37	26	45 %	24	37	-34 %
Active Listings at Month End	9	13	-31 %			
Strata Duplex (Front and Back)						
Units Listed	4	5	-20 %	24	26	-8 %
Units Sold	3	6	-50 %	21	23	-9 %
Sell/List Ratio	75 %	120 %		88 %	88 %	
Sales Dollars	\$1,989,900	\$2,395,350	-17 %	\$12,254,400	\$11,144,350	10 %
Average Price / Unit	\$663,300	\$399,225	66 %	\$583,543	\$484,537	20 %
Price Ratio	100 %	100 %		102 %	102 %	
Days To Sell	17	36	-51 %	33	34	-3 %
Active Listings at Month End	2	4	-50 %			

Monthly Comparative Activity By Property Type

August 2017

September-01-17

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Recreational						
Units Listed	3	0	%	25	25	0 %
Units Sold	1	5	-80 %	11	10	10 %
Sell/List Ratio	33 %	%		44 %	40 %	
Sales Dollars	\$63,000	\$569,500	-89 %	\$4,008,000	\$1,239,500	223 %
Average Price / Unit	\$63,000	\$113,900	-45 %	\$364,364	\$123,950	194 %
Price Ratio	84 %	94 %		82 %	91 %	
Days To Sell	2	54	-96 %	98	170	-42 %
Active Listings at Month End	18	25	-28 %			
Manufactured Home						
Units Listed	25	17	47 %	166	167	-1 %
Units Sold	16	18	-11 %	128	145	-12 %
Sell/List Ratio	64 %	106 %		77 %	87 %	
Sales Dollars	\$3,375,500	\$3,015,100	12 %	\$23,805,400	\$22,000,633	8 %
Average Price / Unit	\$210,969	\$167,506	26 %	\$185,980	\$151,729	23 %
Price Ratio	101 %	95 %		96 %	95 %	
Days To Sell	33	69	-53 %	48	69	-30 %
Active Listings at Month End	36	37	-3 %			
Residential Lots						
Units Listed	21	50	-58 %	181	254	-29 %
Units Sold	15	19	-21 %	147	185	-21 %
Sell/List Ratio	71 %	38 %		81 %	73 %	
Sales Dollars	\$3,243,800	\$5,050,000	-36 %	\$46,480,069	\$61,750,593	-25 %
Average Price / Unit	\$216,253	\$265,789	-19 %	\$316,191	\$333,787	-5 %
Price Ratio	97 %	98 %		95 %	97 %	
Days To Sell	187	111	69 %	120	133	-10 %
Active Listings at Month End	85	127	-33 %			
Residential Lots - Waterfront						
Units Listed	5	5	0 %	44	41	7 %
Units Sold	1	2	-50 %	15	19	-21 %
Sell/List Ratio	20 %	40 %		34 %	46 %	
Sales Dollars	\$225,000	\$2,175,000	-90 %	\$5,678,300	\$14,484,500	-61 %
Average Price / Unit	\$225,000	\$1,087,500	-79 %	\$378,553	\$762,342	-50 %
Price Ratio	90 %	104 %		96 %	95 %	
Days To Sell	180	9	1900 %	50	135	-63 %
Active Listings at Month End	22	25	-12 %			

Monthly Comparative Activity By Property Type

August 2017

September-01-17

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Residential Acreage						
Units Listed	25	18	39 %	154	181	-15 %
Units Sold	13	8	63 %	76	94	-19 %
Sell/List Ratio	52 %	44 %		49 %	52 %	
Sales Dollars	\$3,984,400	\$1,688,900	136 %	\$30,413,133	\$36,084,900	-16 %
Average Price / Unit	\$306,492	\$211,113	45 %	\$400,173	\$383,882	4 %
Price Ratio	94 %	92 %		94 %	95 %	
Days To Sell	132	300	-56 %	242	285	-15 %
Active Listings at Month End	122	164	-26 %			
Residential Acreage - Waterfront						
Units Listed	6	13	-54 %	30	67	-55 %
Units Sold	3	9	-67 %	21	44	-52 %
Sell/List Ratio	50 %	69 %		70 %	66 %	
Sales Dollars	\$1,530,000	\$4,197,250	-64 %	\$12,589,900	\$24,173,750	-48 %
Average Price / Unit	\$510,000	\$466,361	9 %	\$599,519	\$549,403	9 %
Price Ratio	93 %	95 %		93 %	92 %	
Days To Sell	434	254	71 %	290	289	0 %
Active Listings at Month End	43	58	-26 %			
Revenue - Duplex/Triplex						
Units Listed	7	8	-13 %	63	54	17 %
Units Sold	1	4	-75 %	32	37	-14 %
Sell/List Ratio	14 %	50 %		51 %	69 %	
Sales Dollars	\$1,000,500	\$3,711,000	-73 %	\$30,240,226	\$30,426,400	-1 %
Average Price / Unit	\$1,000,500	\$927,750	8 %	\$945,007	\$822,335	15 %
Price Ratio	104 %	97 %		101 %	100 %	
Days To Sell	15	16	-3 %	27	46	-40 %
Active Listings at Month End	19	13	46 %			
Revenue - Multi Units						
Units Listed	3	4	-25 %	33	24	38 %
Units Sold	2	3	-33 %	14	18	-22 %
Sell/List Ratio	67 %	75 %		42 %	75 %	
Sales Dollars	\$2,800,000	\$3,785,000	-26 %	\$20,414,500	\$20,903,650	-2 %
Average Price / Unit	\$1,400,000	\$1,261,667	11 %	\$1,458,179	\$1,161,314	26 %
Price Ratio	100 %	96 %		102 %	97 %	
Days To Sell	22	28	-22 %	31	46	-32 %
Active Listings at Month End	6	9	-33 %			

Monthly Comparative Activity By Property Type

August 2017

September-01-17

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Revenue - Apartment Block						
Units Listed	0	0	%	4	5	-20 %
Units Sold	0	1	-100 %	1	3	-67 %
Sell/List Ratio	%	%		25 %	60 %	
Sales Dollars	\$0	\$1,067,500	-100 %	\$3,880,000	\$3,387,500	15 %
Average Price / Unit		\$1,067,500	%	\$3,880,000	\$1,129,167	244 %
Price Ratio	%	93 %		105 %	96 %	
Days To Sell		23	%	38	36	6 %
Active Listings at Month End	2	1	100 %			
Revenue - Commercial						
Units Listed	5	4	25 %	51	67	-24 %
Units Sold	2	3	-33 %	21	18	17 %
Sell/List Ratio	40 %	75 %		41 %	27 %	
Sales Dollars	\$975,000	\$1,763,000	-45 %	\$13,780,700	\$14,344,448	-4 %
Average Price / Unit	\$487,500	\$587,667	-17 %	\$656,224	\$796,914	-18 %
Price Ratio	98 %	98 %		86 %	94 %	
Days To Sell	48	74	-35 %	107	131	-18 %
Active Listings at Month End	34	47	-28 %			
Revenue - Industrial						
Units Listed	0	0	%	1	2	-50 %
Units Sold	0	0	%	0	0	%
Sell/List Ratio	%	%		0 %	0 %	
Sales Dollars	\$0	\$0	%	\$0	\$0	%
Average Price / Unit			%			%
Price Ratio	%	%		%	%	
Days To Sell			%			%
Active Listings at Month End	0	3	-100 %			
Business with Land & Building						
Units Listed	6	12	-50 %	67	60	12 %
Units Sold	1	0	%	17	23	-26 %
Sell/List Ratio	17 %	0 %		25 %	38 %	
Sales Dollars	\$13	\$0	%	\$6,454,496	\$12,918,495	-50 %
Average Price / Unit	\$13		%	\$379,676	\$561,674	-32 %
Price Ratio	%	%		95 %	94 %	
Days To Sell	363		%	100	183	-45 %
Active Listings at Month End	46	49	-6 %			

Monthly Comparative Activity By Property Type

August 2017

September-01-17

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Business Only						
Units Listed	13	8	63 %	107	93	15 %
Units Sold	3	1	200 %	14	13	8 %
Sell/List Ratio	23 %	13 %		13 %	14 %	
Sales Dollars	\$218,050	\$53,500	308 %	\$2,060,250	\$1,361,500	51 %
Average Price / Unit	\$72,683	\$53,500	36 %	\$147,161	\$104,731	41 %
Price Ratio	90 %	91 %		76 %	79 %	
Days To Sell	314	269	17 %	123	185	-34 %
Active Listings at Month End	71	71	0 %			
Motel/Hotel						
Units Listed	2	0	%	6	4	50 %
Units Sold	0	0	%	1	1	0 %
Sell/List Ratio	0 %	%		17 %	25 %	
Sales Dollars	\$0	\$0	%	\$3,000,000	\$5,200,000	-42 %
Average Price / Unit			%	\$3,000,000	\$5,200,000	-42 %
Price Ratio	%	%		83 %	100 %	
Days To Sell			%	197	541	-64 %
Active Listings at Month End	4	3	33 %			
Lease - Office						
Units Listed	2	1	100 %	22	29	-24 %
Units Sold	3	0	%	6	6	0 %
Sell/List Ratio	150 %	0 %		27 %	21 %	
Sales Dollars	\$42	\$0	%	\$83	\$89	-6 %
Average Price / Unit	\$14		%	\$14	\$15	-6 %
Price Ratio	1 %	%		2 %	7 %	
Days To Sell	80		%	196	125	57 %
Active Listings at Month End	25	30	-17 %			
Lease - Retail						
Units Listed	3	7	-57 %	26	33	-21 %
Units Sold	1	0	%	4	8	-50 %
Sell/List Ratio	33 %	0 %		15 %	24 %	
Sales Dollars	\$65,311	\$0	%	\$65,380	\$929	6938 %
Average Price / Unit	\$65,311		%	\$16,345	\$116	13976 %
Price Ratio	%	%		%	116 %	
Days To Sell	212		%	234	267	-12 %
Active Listings at Month End	23	23	0 %			

Monthly Comparative Activity By Property Type

August 2017

September-01-17

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Lease - Warehouse						
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	1	0	%			
Lease - Industrial						
Units Listed	0	0	%	0	1	-100 %
Units Sold	0	1	-100 %	1	3	-67 %
Sell/List Ratio	%	%		%	300 %	
Sales Dollars	\$0	\$15	-100 %	\$17	\$39	-57 %
Average Price / Unit		\$15	%	\$17	\$13	30 %
Price Ratio	%	1 %		2 %	2 %	
Days To Sell		196	%	160	143	12 %
Active Listings at Month End	0	0	%			
Lease - Other						
Units Listed	2	5	-60 %	32	48	-33 %
Units Sold	1	0	%	10	8	25 %
Sell/List Ratio	50 %	0 %		31 %	17 %	
Sales Dollars	\$15	\$0	%	\$182	\$2,434	-93 %
Average Price / Unit	\$15		%	\$18	\$304	-94 %
Price Ratio	%	%		3 %	162 %	
Days To Sell	51		%	250	72	247 %
Active Listings at Month End	23	34	-32 %			
Commercial Land						
Units Listed	1	2	-50 %	19	25	-24 %
Units Sold	1	1	0 %	7	7	0 %
Sell/List Ratio	100 %	50 %		37 %	28 %	
Sales Dollars	\$2,200,000	\$2,200,000	0 %	\$11,020,000	\$7,747,000	42 %
Average Price / Unit	\$2,200,000	\$2,200,000	0 %	\$1,574,286	\$1,106,714	42 %
Price Ratio	92 %	88 %		92 %	84 %	
Days To Sell	451	22	1950 %	173	235	-26 %
Active Listings at Month End	18	19	-5 %			

Monthly Comparative Activity By Property Type

August 2017

September-01-17

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Grand Totals						
Units Listed	1035	1120	-8 %	9068	10118	-10 %
Units Sold	736	883	-17 %	6507	8036	-19 %
Sell/List Ratio	71 %	79 %		72 %	79 %	
Sales Dollars	\$462,949,782	\$496,019,172	-7 %	\$4,128,989,672	\$4,575,198,486	-10 %
Average Price / Unit	\$629,008	\$561,743	12 %	\$634,546	\$569,338	11 %
Price Ratio	99 %	100 %		100 %	100 %	
Days To Sell	40	43	-6 %	35	49	-29 %
Active Listings at Month End	1917	2094	-8 %			