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July 4, 2018

Continued uncertainty brings predictable results for the Victoria real estate market

A total of 708 properties sold in the Victoria Real Estate Board region this June, 29.8 per cent fewer than the 1,008 properties sold in June of last year, and a 6.2 per cent decrease from May 2018. The sales of condominiums were down 25.1 per cent from last year in June with 230 units sold. Sales of single family homes were down 34.7 per cent from 2017 with 357 sold this June.

“June typically signals the conclusion of the busy spring market, and activity lightens into the summer,” says Victoria Real Estate Board President Kyle Kerr. “However, because of decelerating growth due to aggressive government implementation of policies to reduce demand, Victoria’s real estate market has been hobbled since the start of the year when federal restrictions around mortgage qualifications were rolled out. Even demand side measures that are not yet live, like the Vancouver/Kelowna/Nanaimo/Victoria-specific Speculation Tax, are dragging the market down as many consumers stand aside to watch what happens.”

There were a total of 2,595 active listings for sale on the Victoria Real Estate Board Multiple Listing Service® at the end of June 2018, an increase of 8.4 per cent compared to the month of May and 35.5 per cent more than the 1,915 active listings for sale at the end of June 2017.

“The good news is that inventory is slowly being added to the market, though we are still very far off from our ten year average inventory level of 4,100 listings” adds President Kerr. “The slower pace of the market has created more time for buyers who may have been hesitant to jump in during the high pressure market conditions of recent years. Homes are spending a bit longer on the market and there are fewer multiple offer situations than in the past, and if we see more listings over the next few months we may be heading back into a more balanced market situation. Every type and location of property is a separate segment of our market, and there are varying pressures and demands, so if you are buying or selling it is wise to take advantage of the services of your local REALTOR® to help navigate this changing market.”

The Multiple Listing Service® Home Price Index benchmark value for a single family home in the Victoria Core in June 2017 was \$829,600, while the benchmark value for the same home in June 2018 increased by 7.2 per cent to \$889,600, higher than May’s value of \$878,100. The MLS® HPI benchmark value for a condominium in the Victoria Core area in June 2017 was \$430,400, while the benchmark value for the same condominium in June 2018 increased by 15.4 per cent to \$496,500, slightly higher than May’s value of \$493,900.

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 1,374 local Realtors. If you are thinking about buying or selling a home, connect with your local Realtor for detailed information on the Victoria and area housing market.

Contact: *Communications Manager Denise Hogue* dhogue@vreb.org / 250-920-4652 *Victoria Real Estate Board*

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

Sales by Property Type	This Month										Last Month			This Month Last Year		
	2018 - June										2018 - May			2017 - June		
	Units	LM%	LY%	Average\$	LM%	LY%	Median\$	LM%	LY%	Units	Average\$	Median\$	Units	Average\$	Median\$	
Single Family Greater Victoria	317	-8.4%	-33.4%	\$889,097	-3.5%	0.4%	\$780,000	-5.5%	1.4%	346	\$921,046	\$825,000	476	\$885,281	\$769,450	
Single Family Other Areas	40	-33.3%	-43.7%	\$722,248	-4.8%	21.7%	\$599,500	-14.9%	18.7%	60	\$758,411	\$704,444	71	\$593,387	\$505,000	
Single Family Total All Areas	357	-12.1%	-34.7%	\$870,402	-3.0%	2.7%	\$769,900	-4.5%	4.0%	406	\$897,011	\$806,500	547	\$847,394	\$740,000	
Condos	230	-3.0%	-25.1%	\$483,570	4.1%	16.2%	\$399,950	-1.7%	7.8%	237	\$464,506	\$407,000	307	\$416,281	\$371,000	
Townhouses	81	12.5%	-11.0%	\$617,862	6.2%	14.9%	\$546,500	-0.6%	13.9%	72	\$581,761	\$550,000	91	\$537,842	\$480,000	
Manufactured Homes	10	-16.7%	-28.6%	\$209,490	-1.1%	19.1%	\$126,000	-37.8%	-9.0%	12	\$211,858	\$202,500	14	\$175,879	\$138,500	
Total Residential	678	-6.7%	-29.3%							727			959			
Total Sales	708	-6.2%	-29.8%							755			1,008			
Active Listings	2,595	8.4%	35.5%							2,394			1,915			

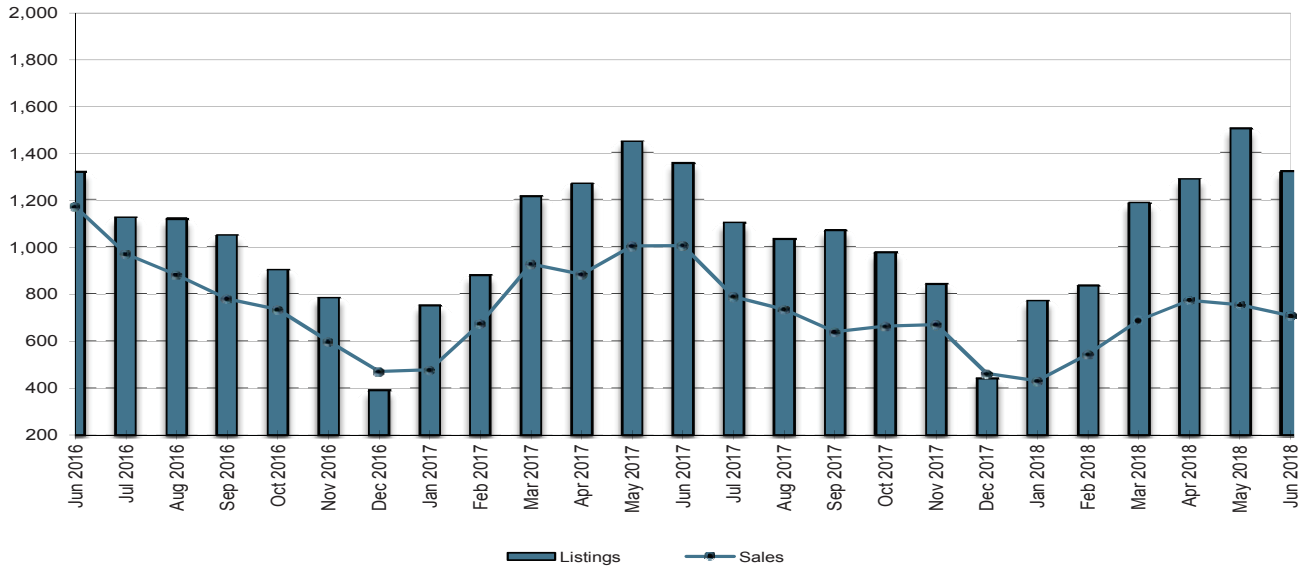
Legend
Units: net number of listings sold
LM%: percentage change since Last Month
LY%: percentage change since This Month Last Year
Average\$: average selling price
Median\$: median selling price
Active Listings: total listings on the market at midnight on the last day of the month

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

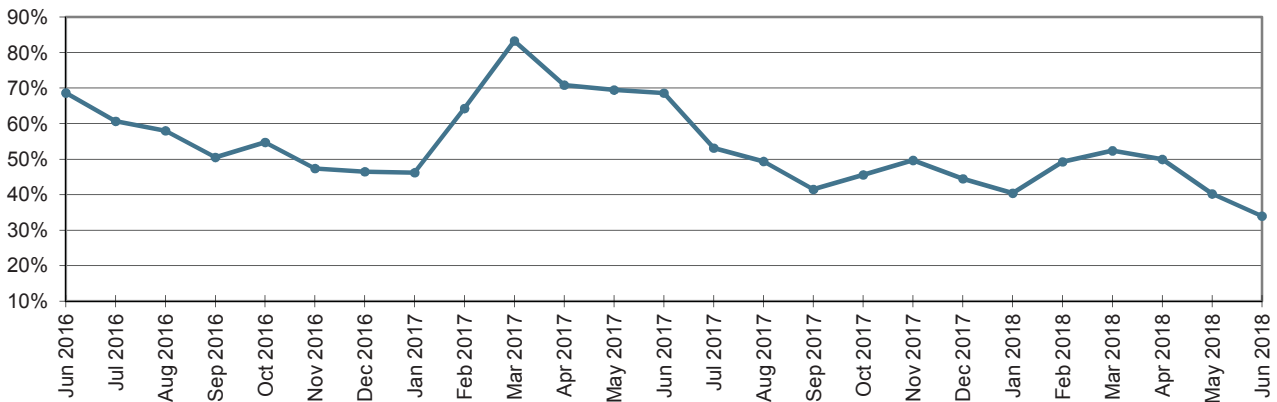
Commonly Quoted Benchmark Home	June 2018 Benchmark Price	May 2018 Benchmark Price	June 2017 Benchmark Price	June 2018 Index Value	May 2018 Index Value	June 2017 Index Value	LM%	LY%
Single Family Benchmark Home: Greater Victoria	\$745,100	\$738,500	\$691,100	215.1	213.2	199.5	0.9%	7.8%
Single Family Benchmark Home: Core	\$889,600	\$878,100	\$829,600	232.7	229.7	217.0	1.3%	7.2%
Single Family Benchmark Home: Westshore	\$630,600	\$630,300	\$577,100	202.8	202.7	185.6	0.0%	9.3%
Single Family Benchmark Home: Peninsula	\$797,300	\$807,000	\$743,900	206.0	208.5	192.2	-1.2%	7.2%
Condo Benchmark Home: Greater Victoria	\$486,100	\$485,600	\$420,900	241.6	241.4	209.2	0.1%	15.5%
Townhouse Benchmark Home: Greater Victoria	\$594,300	\$592,300	\$543,600	209.9	209.2	192.0	0.3%	9.3%

Legend	Current Month:	June 2018
	Last Month:	May 2018
	Last Year:	June 2017
	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)

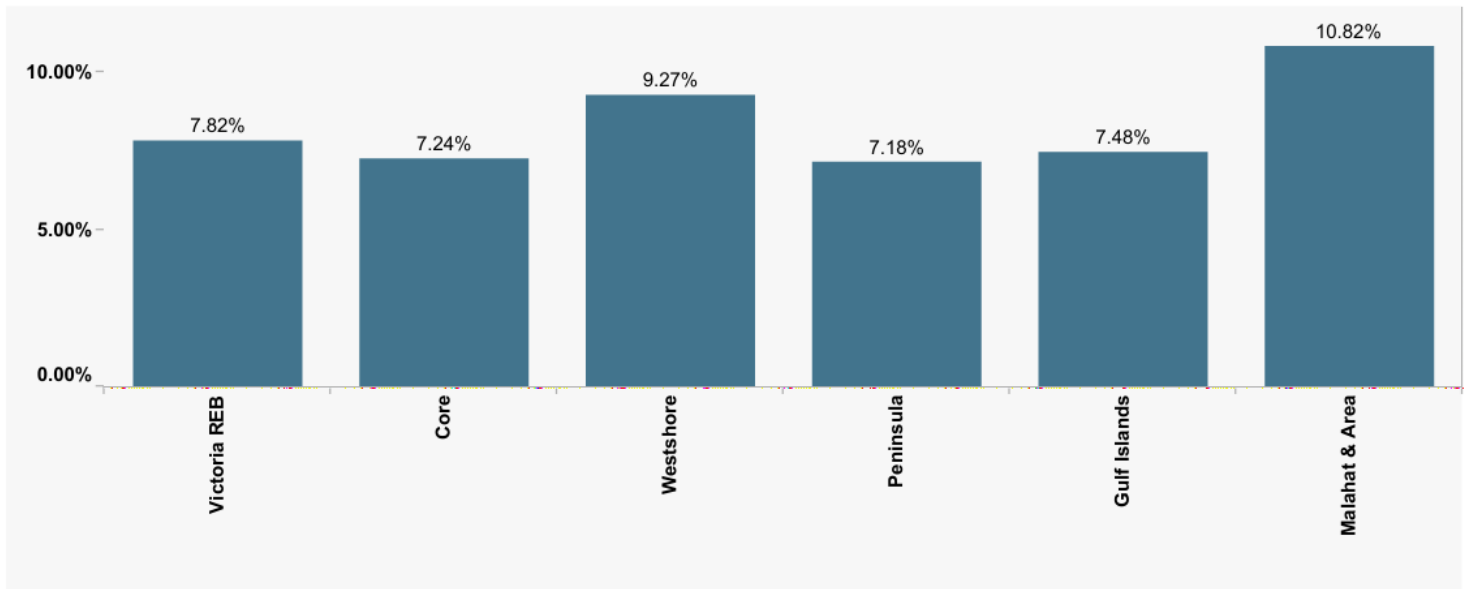
- HPI
- Benchmark

Area
VREB Area Summary


Property Type
Single Family - All

% Difference of HPI from 12 Months Ago (Jun '17 to Jun '18): Single Family - All

Select Timeframe: 12 Months Ago



MLS® HPI benchmark and value - Condominium / Apartments

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

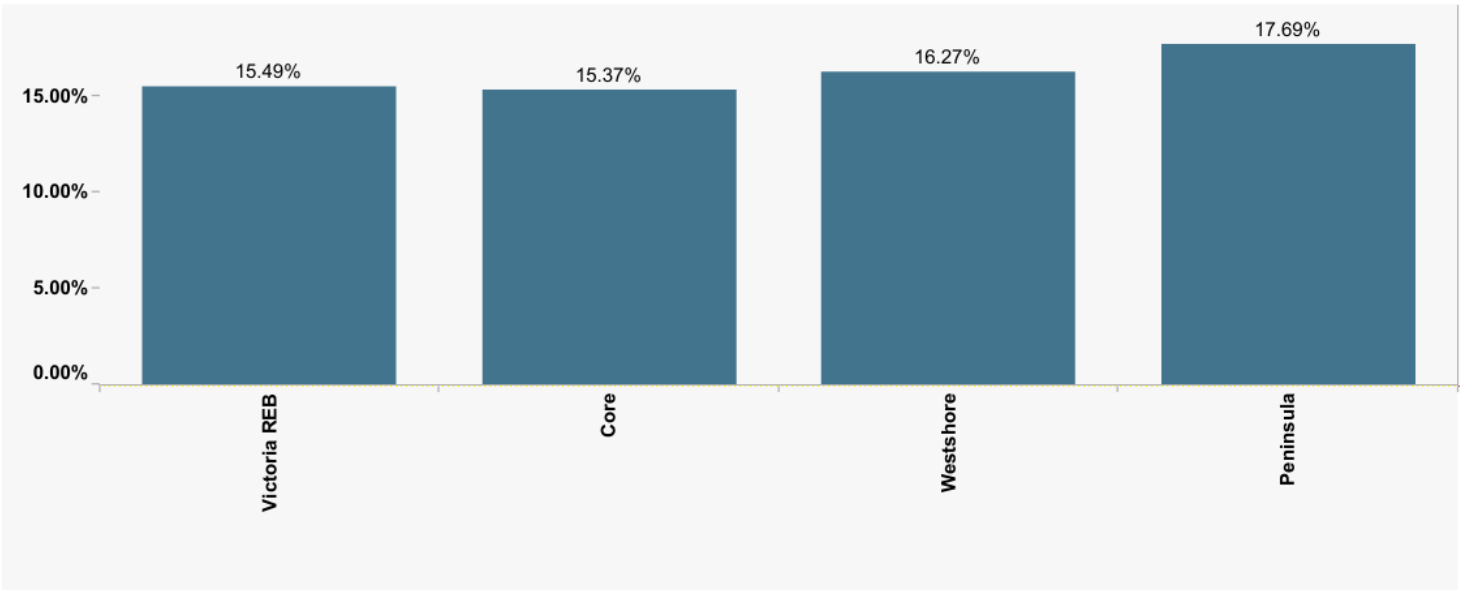
- HPI
- Benchmark

Area
VREB Area Summary

Property Type
Condo Apartment

% Difference of HPI from 12 Months Ago (Jun '17 to Jun '18): Condo Apartment

Select Timeframe: 12 Months Ago



Benchmark by Timeframe and Property Type: Single Family - All

	June 2018	1 Month Ago	3 Months Ago	6 Months Ago	12 Months Ago	36 Months Ago	60 Months Ago	January 2005
Victoria REB	\$745,100	\$738,500	\$724,000	\$692,800	\$691,100	\$510,300	\$482,200	\$346,400
Victoria	\$872,300	\$854,000	\$836,200	\$790,000	\$809,000	\$581,600	\$545,500	\$372,100
Victoria West	\$671,200	\$654,600	\$641,200	\$604,500	\$576,600	\$436,900	\$415,900	\$279,900
Oak Bay	\$1,298,700	\$1,294,900	\$1,254,000	\$1,216,000	\$1,214,800	\$811,400	\$752,900	\$552,000
Esquimalt	\$655,100	\$636,100	\$625,600	\$593,000	\$582,800	\$435,400	\$421,000	\$283,500
View Royal	\$763,300	\$749,100	\$722,500	\$704,600	\$674,200	\$517,400	\$506,900	\$337,300
Saanich East	\$919,200	\$912,500	\$898,700	\$860,100	\$874,300	\$616,600	\$575,600	\$394,500
Saanich West	\$749,300	\$737,600	\$719,000	\$699,400	\$695,500	\$501,600	\$484,700	\$326,400
Sooke	\$513,300	\$514,100	\$505,300	\$477,000	\$463,500	\$355,700	\$358,900	\$264,800
Langford	\$637,200	\$636,600	\$615,800	\$590,400	\$579,900	\$436,500	\$425,000	\$309,800
Metchosin	\$960,700	\$979,100	\$941,800	\$861,700	\$842,800	\$630,900	\$644,300	\$460,500
Colwood	\$704,400	\$700,700	\$670,500	\$661,400	\$650,700	\$493,000	\$456,100	\$336,100
Highlands	\$861,100	\$856,500	\$856,500	\$842,100	\$830,600	\$636,500	\$603,100	\$463,200
North Saanich	\$970,600	\$982,300	\$957,400	\$891,200	\$882,500	\$656,100	\$626,000	\$486,700
Sidney	\$683,100	\$698,500	\$676,700	\$623,300	\$628,100	\$460,300	\$433,300	\$321,500
Central Saanich	\$735,500	\$738,000	\$742,300	\$729,100	\$710,500	\$530,300	\$505,700	\$356,900
ML Malahat & Area	\$553,900	\$544,300	\$551,700	\$507,900	\$499,900	\$390,600	\$368,800	\$275,900
GI Gulf Islands	\$477,400	\$460,200	\$440,100	\$446,800	\$444,200	\$360,200	\$335,200	\$291,500

Source: Victoria Real Estate Board

HPI by Timeframe and Property Type: Single Family - All

	June 2018	1 Month Ago	3 Months Ago	6 Months Ago	12 Months Ago	36 Months Ago	60 Months Ago	January 2005
Victoria REB	215.1	213.2	209.0	200.0	199.5	147.3	139.2	100.0
Victoria	234.4	229.5	224.7	212.3	217.4	156.3	146.6	100.0
Victoria West	239.8	233.9	229.1	216.0	206.0	156.1	148.6	100.0
Oak Bay	235.3	234.6	227.2	220.3	220.1	147.0	136.4	100.0
Esquimalt	231.1	224.4	220.7	209.2	205.6	153.6	148.5	100.0
View Royal	226.3	222.1	214.2	208.9	199.9	153.4	150.3	100.0
Saanich East	233.0	231.3	227.8	218.0	221.6	156.3	145.9	100.0
Saanich West	229.6	226.0	220.3	214.3	213.1	153.7	148.5	100.0
Sooke	193.8	194.1	190.8	180.1	175.0	134.3	135.5	100.0
Langford	205.7	205.5	198.8	190.6	187.2	140.9	137.2	100.0
Metchosin	208.6	212.6	204.5	187.1	183.0	137.0	139.9	100.0
Colwood	209.6	208.5	199.5	196.8	193.6	146.7	135.7	100.0
Highlands	185.9	184.9	184.9	181.8	179.3	137.4	130.2	100.0
North Saanich	199.4	201.8	196.7	183.1	181.3	134.8	128.6	100.0
Sidney	212.5	217.3	210.5	193.9	195.4	143.2	134.8	100.0
Central Saanich	206.1	206.8	208.0	204.3	199.1	148.6	141.7	100.0
ML Malahat & Area	200.8	197.3	200.0	184.1	181.2	141.6	133.7	100.0
GI Gulf Islands	163.8	157.9	151.0	153.3	152.4	123.6	115.0	100.0

Source: Victoria Real Estate Board



- HPI
- Benchmark

- Value
- Percent change

Benchmark by Timeframe and Property Type: Condo Apartment

	June 2018	1 Month Ago	3 Months Ago	6 Months Ago	12 Months Ago	36 Months Ago	60 Months Ago	January 2005
Victoria REB	\$486,100	\$485,600	\$479,000	\$445,000	\$420,900	\$301,600	\$285,100	\$201,200
Victoria	\$470,500	\$470,300	\$466,100	\$429,000	\$405,500	\$284,000	\$267,700	\$191,100
Victoria West	\$821,500	\$818,400	\$811,300	\$758,500	\$716,800	\$525,700	\$444,800	\$338,800
Oak Bay	\$530,900	\$511,200	\$493,900	\$484,400	\$468,900	\$308,900	\$316,100	\$255,100
Esquimalt	\$365,800	\$367,900	\$367,000	\$342,900	\$320,500	\$254,300	\$240,000	\$155,700
View Royal	\$472,600	\$484,800	\$469,400	\$446,300	\$411,700	\$331,600	\$308,900	\$217,700
Saanich East	\$431,700	\$421,600	\$418,500	\$389,000	\$374,700	\$262,000	\$253,900	\$170,500
Saanich West	\$423,800	\$419,700	\$424,200	\$386,100	\$372,700	\$264,000	\$247,800	\$162,500
Langford	\$382,600	\$395,700	\$378,000	\$359,000	\$329,700	\$257,000	\$251,000	\$177,400
Colwood	\$408,900	\$411,200	\$396,400	\$371,900	\$344,200	\$258,300	\$253,100	\$166,800
Sidney	\$483,600	\$480,700	\$463,400	\$435,900	\$410,100	\$294,700	\$274,900	\$201,800
Central Saanich	\$482,500	\$480,200	\$462,700	\$437,500	\$413,900	\$310,400	\$286,600	\$205,300

Source: Victoria Real Estate Board

HPI by Timeframe and Property Type: Condo Apartment

	June 2018	1 Month Ago	3 Months Ago	6 Months Ago	12 Months Ago	36 Months Ago	60 Months Ago	January 2005
Victoria REB	241.6	241.4	238.1	221.2	209.2	149.9	141.7	100.0
Victoria	246.2	246.1	243.9	224.5	212.2	148.6	140.1	100.0
Victoria West	242.5	241.6	239.5	223.9	211.6	155.2	131.3	100.0
Oak Bay	208.1	200.4	193.6	189.9	183.8	121.1	123.9	100.0
Esquimalt	234.9	236.3	235.7	220.2	205.8	163.3	154.1	100.0
View Royal	217.1	222.7	215.6	205.0	189.1	152.3	141.9	100.0
Saanich East	253.1	247.2	245.4	228.1	219.7	153.6	148.9	100.0
Saanich West	260.8	258.3	261.1	237.6	229.4	162.5	152.5	100.0
Langford	215.7	223.1	213.1	202.4	185.9	144.9	141.5	100.0
Colwood	245.1	246.5	237.6	222.9	206.3	154.8	151.7	100.0
Sidney	239.6	238.2	229.6	216.0	203.2	146.0	136.2	100.0
Central Saanich	235.0	233.9	225.4	213.1	201.6	151.2	139.6	100.0

Source: Victoria Real Estate Board

Benchmark by Timeframe and Property Type: Townhouse

	June 2018	1 Month Ago	3 Months Ago	6 Months Ago	12 Months Ago	36 Months Ago	60 Months Ago	January 2005
Victoria REB	\$594,300	\$592,300	\$567,700	\$565,400	\$543,600	\$414,000	\$397,000	\$283,100
Victoria	\$618,500	\$618,500	\$592,400	\$580,000	\$575,700	\$419,700	\$421,800	\$287,700
Victoria West	\$634,600	\$631,400	\$632,400	\$599,900	\$576,200	\$472,400	\$399,400	\$247,600
Esquimalt	\$513,800	\$529,000	\$532,800	\$509,600	\$489,900	\$384,700	\$348,800	\$234,700
View Royal	\$612,600	\$623,800	\$620,100	\$614,000	\$590,400	\$444,700	\$394,300	\$265,300
Saanich East	\$743,400	\$742,000	\$701,800	\$688,100	\$672,100	\$494,400	\$484,900	\$341,000
Saanich West	\$593,500	\$591,400	\$563,700	\$548,100	\$530,400	\$396,200	\$392,200	\$268,800
Sooke	\$516,500	\$518,200	\$493,600	\$531,200	\$473,400	\$355,300	\$355,600	\$283,300
Langford	\$497,900	\$492,900	\$470,100	\$497,100	\$442,000	\$345,100	\$337,200	\$264,800
Colwood	\$613,400	\$609,700	\$588,400	\$632,100	\$563,900	\$410,200	\$395,500	\$334,300
North Saanich	\$770,700	\$771,500	\$719,500	\$701,100	\$700,700	\$488,000	\$492,000	\$368,600
Sidney	\$604,700	\$597,900	\$559,100	\$550,200	\$533,800	\$383,600	\$396,000	\$269,600
Central Saanich	\$542,100	\$534,700	\$493,200	\$484,400	\$472,900	\$337,300	\$343,200	\$245,500
ML Malahat & Area	\$514,600	\$500,400	\$476,500	\$465,100	\$462,300	\$374,100	\$317,600	\$252,200
GI Gulf Islands	\$502,000	\$488,000	\$483,000	\$434,500	\$426,000	\$385,700	\$383,100	\$292,200

Source: Victoria Real Estate Board

HPI by Timeframe and Property Type: Townhouse

	June 2018	1 Month Ago	3 Months Ago	6 Months Ago	12 Months Ago	36 Months Ago	60 Months Ago	January 2005
Victoria REB	209.9	209.2	200.5	199.7	192.0	146.2	140.2	100.0
Victoria	215.0	215.0	205.9	201.6	200.1	145.9	146.6	100.0
Victoria West	256.3	255.0	255.4	242.3	232.7	190.8	161.3	100.0
Esquimalt	218.9	225.4	227.0	217.1	208.7	163.9	148.6	100.0
View Royal	230.9	235.1	233.7	231.4	222.5	167.6	148.6	100.0
Saanich East	218.0	217.6	205.8	201.8	197.1	145.0	142.2	100.0
Saanich West	220.8	220.0	209.7	203.9	197.3	147.4	145.9	100.0
Sooke	182.3	182.9	174.2	187.5	167.1	125.4	125.5	100.0
Langford	188.0	186.1	177.5	187.7	166.9	130.3	127.3	100.0
Colwood	183.5	182.4	176.0	189.1	168.7	122.7	118.3	100.0
North Saanich	209.1	209.3	195.2	190.2	190.1	132.4	133.5	100.0
Sidney	224.3	221.8	207.4	204.1	198.0	142.3	146.9	100.0
Central Saanich	220.8	217.8	200.9	197.3	192.6	137.4	139.8	100.0
ML Malahat & Area	204.0	198.4	188.9	184.4	183.3	148.3	125.9	100.0
GI Gulf Islands	171.8	167.0	165.3	148.7	145.8	132.0	131.1	100.0

Source: Victoria Real Estate Board

Monthly Sales Summary

June 2018

Sunday, July 1, 2018

Region	Units	Total Volume
District		
Residential		
● Single Family		
Greater Victoria		
Victoria	34	\$32,151,600
Victoria West	1	\$755,000
Oak Bay	13	\$21,507,500
Esquimalt	11	\$7,799,900
View Royal	9	\$7,383,300
Saanich East	51	\$56,317,700
Saanich West	34	\$26,539,299
Central Saanich	21	\$17,269,300
North Saanich	12	\$12,389,900
Sidney	12	\$8,771,550
Highlands	8	\$7,308,000
Colwood	12	\$9,450,900
Langford	60	\$41,650,164
Metchosin	4	\$3,619,000
Sooke	26	\$15,044,800
Waterfront (all districts)	9	\$13,885,788
Total Greater Victoria	317	\$281,843,701
Other Areas		
Shawnigan Lake / Malahat	6	\$2,884,900
Gulf Islands	23	\$16,764,200
Upland / Mainland	6	\$3,742,800
Waterfront (all districts)	5	\$5,498,000
Total Other Areas	40	\$28,889,900
Total Single Family	357	\$310,733,601
● Condominium		
Greater Victoria		
Victoria	89	\$47,126,369
Victoria West	7	\$2,908,000
Oak Bay	7	\$4,660,000
Esquimalt	12	\$6,582,575
View Royal	4	\$1,632,000
Saanich East	32	\$14,850,457
Saanich West	9	\$4,096,900
North Saanich	1	\$495,900
Sidney	14	\$7,777,300
Colwood	4	\$1,713,000
Langford	40	\$15,146,200
Waterfront (all districts)	10	\$4,112,400
Total Greater Victoria	229	\$111,101,101
Other Areas		
Upland / Mainland	1	\$120,000
Total Other Areas	1	\$120,000
Total Condominium	230	\$111,221,101

Monthly Sales Summary

June 2018

Sunday, July 1, 2018

Region	Units	Total Volume
District		
● Townhouse		
Greater Victoria		
Victoria	7	\$4,440,000
Victoria West	1	\$730,000
Esquimalt	6	\$3,622,900
View Royal	8	\$3,541,400
Saanich East	11	\$7,675,000
Saanich West	8	\$5,140,500
Central Saanich	2	\$1,039,400
Sidney	7	\$4,062,900
Colwood	6	\$4,339,500
Langford	14	\$8,524,600
Sooke	6	\$2,554,600
Waterfront (all districts)	1	\$1,755,000
Total Greater Victoria	77	\$47,425,800
Other Areas		
Gulf Islands	3	\$1,653,000
Waterfront (all districts)	1	\$968,000
Total Other Areas	4	\$2,621,000
Total Townhouse	81	\$50,046,800
● Manufactured Homes		
Greater Victoria		
View Royal	1	\$75,000
Central Saanich	2	\$654,900
Sidney	1	\$449,000
Langford	2	\$215,000
Sooke	2	\$466,500
Total Greater Victoria	8	\$1,860,400
Other Areas		
Shawnigan Lake / Malahat	1	\$122,000
UpIsland / Mainland	1	\$112,500
Total Other Areas	2	\$234,500
Total Manufactured Homes	10	\$2,094,900
Total Residential	678	\$474,096,402

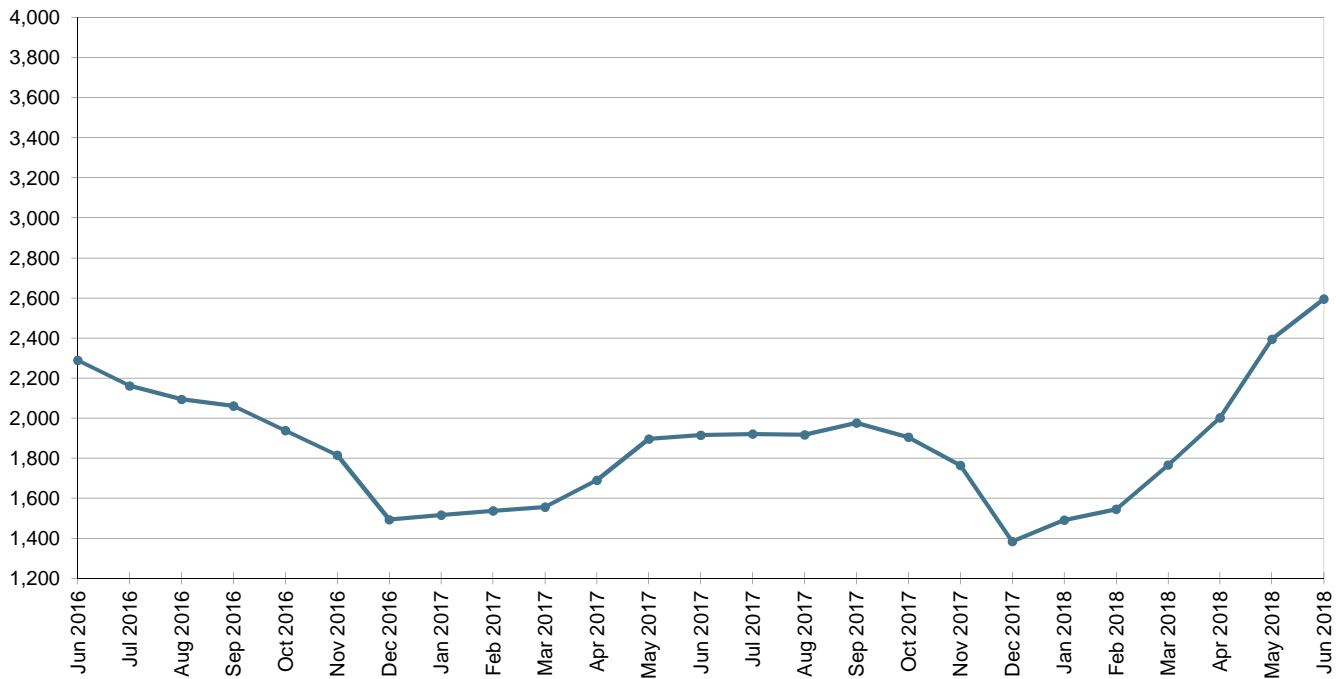
Monthly Sales Summary

June 2018

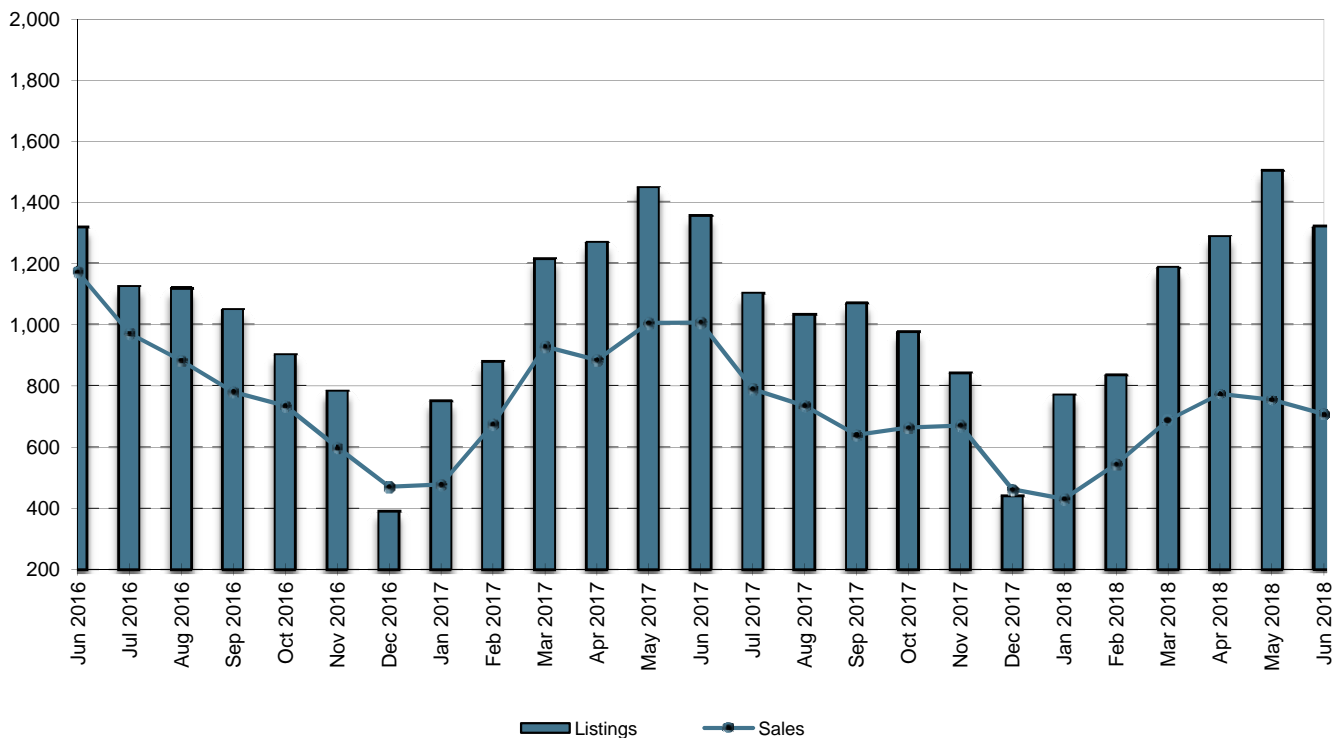
Sunday, July 1, 2018

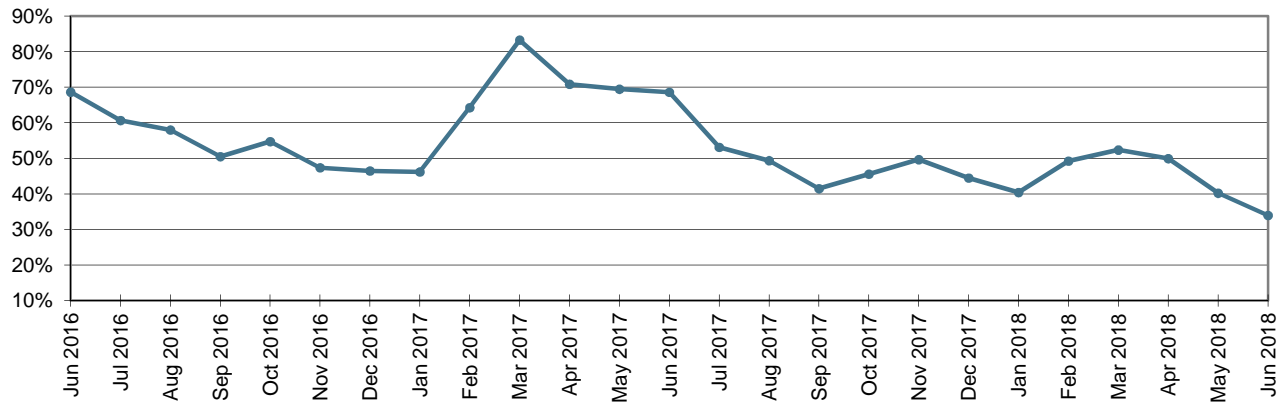
Region District	Units	Total Volume
Other Property		
● Lots & Acreage (Incl Wtrfrnt)		
Greater Victoria		
Saanich West	1	\$540,000
Highlands	1	\$305,000
Sooke	9	\$5,219,900
Total Greater Victoria	11	\$6,064,900
Other Areas		
Shawnigan Lake / Malahat	2	\$701,000
Gulf Islands	8	\$2,653,400
Upland / Mainland	3	\$656,000
Total Other Areas	13	\$4,010,400
Total Lots & Acreage (Incl Wtrfrnt)	24	\$10,075,300
● Other Commercial Properties	6	\$685,811
Grand Totals	708	\$484,857,513

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

June 2018

July-01-18

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Single Family - Residential						
Units Listed	589	642	-8 %	2965	2992	-1 %
Units Sold	292	458	-36 %	1661	2140	-22 %
Sell/List Ratio	50 %	71 %		56 %	72 %	
Sales Dollars	\$246,389,514	\$371,875,704	-34 %	\$1,404,261,916	\$1,687,252,290	-17 %
Average Price / Unit	\$843,800	\$811,956	4 %	\$845,432	\$788,436	7 %
Price Ratio	99 %	101 %		99 %	102 %	
Days To Sell	29	22	28 %	30	25	20 %
Active Listings at Month End	920	613	50 %			
Single Family - Residential Waterfront						
Units Listed	54	57	-5 %	251	273	-8 %
Units Sold	12	28	-57 %	86	127	-32 %
Sell/List Ratio	22 %	49 %		34 %	47 %	
Sales Dollars	\$19,058,788	\$36,823,600	-48 %	\$133,156,510	\$176,284,297	-24 %
Average Price / Unit	\$1,588,232	\$1,315,129	21 %	\$1,548,332	\$1,388,065	12 %
Price Ratio	99 %	97 %		95 %	94 %	
Days To Sell	57	46	23 %	70	90	-22 %
Active Listings at Month End	169	171	-1 %			
Single Family - Residential Acreage						
Units Listed	61	82	-26 %	323	331	-2 %
Units Sold	38	35	9 %	168	198	-15 %
Sell/List Ratio	62 %	43 %		52 %	60 %	
Sales Dollars	\$36,973,899	\$37,134,480	0 %	\$163,249,148	\$198,664,980	-18 %
Average Price / Unit	\$972,997	\$1,060,985	-8 %	\$971,721	\$1,003,358	-3 %
Price Ratio	97 %	99 %		97 %	97 %	
Days To Sell	55	80	-32 %	54	78	-31 %
Active Listings at Month End	155	168	-8 %			
Condominium						
Units Listed	321	321	0 %	1794	1880	-5 %
Units Sold	230	307	-25 %	1195	1551	-23 %
Sell/List Ratio	72 %	96 %		67 %	83 %	
Sales Dollars	\$111,221,101	\$127,798,313	-13 %	\$554,554,877	\$629,004,238	-12 %
Average Price / Unit	\$483,570	\$416,281	16 %	\$464,063	\$405,548	14 %
Price Ratio	99 %	101 %		100 %	101 %	
Days To Sell	28	21	31 %	24	21	12 %
Active Listings at Month End	445	281	58 %			

Monthly Comparative Activity By Property Type

June 2018

July-01-18

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Townhouse						
Units Listed	137	110	25 %	644	574	12 %
Units Sold	81	90	-10 %	458	482	-5 %
Sell/List Ratio	59 %	82 %		71 %	84 %	
Sales Dollars	\$50,046,800	\$47,418,600	6 %	\$271,330,538	\$255,078,901	6 %
Average Price / Unit	\$617,862	\$526,873	17 %	\$592,425	\$529,209	12 %
Price Ratio	99 %	102 %		100 %	102 %	
Days To Sell	26	17	55 %	30	24	26 %
Active Listings at Month End	195	80	144 %			
Strata Duplex (Up and Down)						
Units Listed	0	0	%	2	3	-33 %
Units Sold	0	0	%	1	1	0 %
Sell/List Ratio	%	%		50 %	33 %	
Sales Dollars	\$0	\$0	%	\$445,000	\$420,000	6 %
Average Price / Unit			%	\$445,000	\$420,000	6 %
Price Ratio	%	%		99 %	99 %	
Days To Sell			%	15	67	-78 %
Active Listings at Month End	1	3	-67 %			
Strata Duplex (Side by Side)						
Units Listed	11	12	-8 %	72	77	-6 %
Units Sold	9	15	-40 %	43	66	-35 %
Sell/List Ratio	82 %	125 %		60 %	86 %	
Sales Dollars	\$4,287,500	\$9,493,455	-55 %	\$26,889,400	\$38,968,105	-31 %
Average Price / Unit	\$476,389	\$632,897	-25 %	\$625,335	\$590,426	6 %
Price Ratio	99 %	101 %		101 %	100 %	
Days To Sell	54	19	191 %	26	24	10 %
Active Listings at Month End	24	8	200 %			
Strata Duplex (Front and Back)						
Units Listed	4	2	100 %	11	19	-42 %
Units Sold	2	3	-33 %	10	17	-41 %
Sell/List Ratio	50 %	150 %		91 %	89 %	
Sales Dollars	\$1,431,900	\$1,679,100	-15 %	\$6,329,795	\$9,669,500	-35 %
Average Price / Unit	\$715,950	\$559,700	28 %	\$632,980	\$568,794	11 %
Price Ratio	103 %	107 %		101 %	102 %	
Days To Sell	7	22	-69 %	25	37	-33 %
Active Listings at Month End	2	1	100 %			

Monthly Comparative Activity By Property Type

June 2018

July-01-18

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Recreational						
Units Listed	7	4	75 %	23	21	10 %
Units Sold	2	1	100 %	11	8	38 %
Sell/List Ratio	29 %	25 %		48 %	38 %	
Sales Dollars	\$325,000	\$30,000	983 %	\$818,500	\$3,852,500	-79 %
Average Price / Unit	\$162,500	\$30,000	442 %	\$74,409	\$481,563	-85 %
Price Ratio	93 %	95 %		90 %	82 %	
Days To Sell	58	57	1 %	146	122	20 %
Active Listings at Month End	23	17	35 %			
Manufactured Home						
Units Listed	23	24	-4 %	106	118	-10 %
Units Sold	10	14	-29 %	77	91	-15 %
Sell/List Ratio	43 %	58 %		73 %	77 %	
Sales Dollars	\$2,094,900	\$2,462,300	-15 %	\$18,266,400	\$14,873,800	23 %
Average Price / Unit	\$209,490	\$175,879	19 %	\$237,226	\$163,448	45 %
Price Ratio	97 %	98 %		97 %	97 %	
Days To Sell	38	29	33 %	48	54	-10 %
Active Listings at Month End	39	38	3 %			
Residential Lots						
Units Listed	34	16	113 %	225	135	67 %
Units Sold	7	19	-63 %	63	120	-48 %
Sell/List Ratio	21 %	119 %		28 %	89 %	
Sales Dollars	\$2,064,500	\$8,819,200	-77 %	\$22,502,598	\$38,907,369	-42 %
Average Price / Unit	\$294,929	\$464,168	-36 %	\$357,184	\$324,228	10 %
Price Ratio	98 %	94 %		98 %	94 %	
Days To Sell	56	161	-65 %	124	114	9 %
Active Listings at Month End	174	79	120 %			
Residential Lots - Waterfront						
Units Listed	4	6	-33 %	31	36	-14 %
Units Sold	1	4	-75 %	11	10	10 %
Sell/List Ratio	25 %	67 %		35 %	28 %	
Sales Dollars	\$202,000	\$503,500	-60 %	\$9,637,000	\$4,238,400	127 %
Average Price / Unit	\$202,000	\$125,875	60 %	\$876,091	\$423,840	107 %
Price Ratio	96 %	97 %		95 %	97 %	
Days To Sell	104	31	241 %	63	30	108 %
Active Listings at Month End	27	22	23 %			

Monthly Comparative Activity By Property Type

June 2018

July-01-18

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Residential Acreage						
Units Listed	24	22	9 %	122	105	16 %
Units Sold	14	10	40 %	46	49	-6 %
Sell/List Ratio	58 %	45 %		38 %	47 %	
Sales Dollars	\$7,136,800	\$4,779,300	49 %	\$21,322,288	\$18,629,333	14 %
Average Price / Unit	\$509,771	\$477,930	7 %	\$463,528	\$380,190	22 %
Price Ratio	92 %	91 %		93 %	94 %	
Days To Sell	191	225	-15 %	126	285	-56 %
Active Listings at Month End	95	129	-26 %			
Residential Acreage - Waterfront						
Units Listed	4	6	-33 %	38	22	73 %
Units Sold	2	2	0 %	8	15	-47 %
Sell/List Ratio	50 %	33 %		21 %	68 %	
Sales Dollars	\$672,000	\$1,100,000	-39 %	\$7,912,000	\$10,135,000	-22 %
Average Price / Unit	\$336,000	\$550,000	-39 %	\$989,000	\$675,667	46 %
Price Ratio	99 %	96 %		96 %	93 %	
Days To Sell	25	92	-73 %	120	256	-53 %
Active Listings at Month End	41	41	0 %			
Revenue - Duplex/Triplex						
Units Listed	3	12	-75 %	38	49	-22 %
Units Sold	2	8	-75 %	15	30	-50 %
Sell/List Ratio	67 %	67 %		39 %	61 %	
Sales Dollars	\$2,267,000	\$8,013,000	-72 %	\$15,994,500	\$27,699,726	-42 %
Average Price / Unit	\$1,133,500	\$1,001,625	13 %	\$1,066,300	\$923,324	15 %
Price Ratio	100 %	100 %		96 %	101 %	
Days To Sell	26	19	37 %	39	27	42 %
Active Listings at Month End	11	12	-8 %			
Revenue - Multi Units						
Units Listed	5	1	400 %	18	23	-22 %
Units Sold	0	3	-100 %	4	11	-64 %
Sell/List Ratio	0 %	300 %		22 %	48 %	
Sales Dollars	\$0	\$6,575,000	-100 %	\$7,345,000	\$16,619,500	-56 %
Average Price / Unit		\$2,191,667	%	\$1,836,250	\$1,510,864	22 %
Price Ratio	%	101 %		99 %	103 %	
Days To Sell		79	%	49	34	44 %
Active Listings at Month End	13	6	117 %			

Monthly Comparative Activity By Property Type

June 2018

July-01-18

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Revenue - Apartment Block						
Units Listed	1	0	%	11	4	175 %
Units Sold	0	0	%	1	0	%
Sell/List Ratio	0 %	%		9 %	0 %	
Sales Dollars	\$0	\$0	%	\$1,210,000	\$0	%
Average Price / Unit			%	\$1,210,000		%
Price Ratio	%	%		110 %	%	
Days To Sell			%	10		%
Active Listings at Month End	9	3	200 %			
Revenue - Commercial						
Units Listed	1	5	-80 %	30	40	-25 %
Units Sold	1	4	-75 %	9	17	-47 %
Sell/List Ratio	100 %	80 %		30 %	43 %	
Sales Dollars	\$400,000	\$2,059,900	-81 %	\$8,519,000	\$11,775,700	-28 %
Average Price / Unit	\$400,000	\$514,975	-22 %	\$946,556	\$692,688	37 %
Price Ratio	94 %	91 %		94 %	84 %	
Days To Sell	239	72	234 %	190	117	63 %
Active Listings at Month End	27	34	-21 %			
Revenue - Industrial						
Units Listed	0	0	%	0	1	-100 %
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	0	1	-100 %			
Business with Land & Building						
Units Listed	5	8	-38 %	34	57	-40 %
Units Sold	2	2	0 %	12	16	-25 %
Sell/List Ratio	40 %	25 %		35 %	28 %	
Sales Dollars	\$50,011	\$23	215001 %	\$6,125,032	\$6,454,483	-5 %
Average Price / Unit	\$25,006	\$12	215001 %	\$510,419	\$403,405	27 %
Price Ratio	77 %	%		95 %	95 %	
Days To Sell	50	85	-41 %	109	83	30 %
Active Listings at Month End	37	48	-23 %			

Monthly Comparative Activity By Property Type

June 2018

July-01-18

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Business Only						
Units Listed	16	18	-11 %	90	85	6 %
Units Sold	2	2	0 %	11	10	10 %
Sell/List Ratio	13 %	11 %		12 %	12 %	
Sales Dollars	\$235,000	\$180,000	31 %	\$967,000	\$1,832,200	-47 %
Average Price / Unit	\$117,500	\$90,000	31 %	\$87,909	\$183,220	-52 %
Price Ratio	85 %	56 %		76 %	75 %	
Days To Sell	92	93	-1 %	78	67	17 %
Active Listings at Month End	87	66	32 %			
Motel/Hotel						
Units Listed	0	1	-100 %	2	4	-50 %
Units Sold	0	0	%	0	0	%
Sell/List Ratio	%	0 %		0 %	0 %	
Sales Dollars	\$0	\$0	%	\$0	\$0	%
Average Price / Unit			%			%
Price Ratio	%	%		%	%	
Days To Sell			%			%
Active Listings at Month End	1	3	-67 %			
Lease - Office						
Units Listed	2	1	100 %	30	19	58 %
Units Sold	0	1	-100 %	6	3	100 %
Sell/List Ratio	0 %	100 %		20 %	16 %	
Sales Dollars	\$0	\$9	-100 %	\$1,580	\$41	3739 %
Average Price / Unit		\$9	%	\$263	\$14	1819 %
Price Ratio	%	%		105 %	%	
Days To Sell		181	%	145	311	-53 %
Active Listings at Month End	34	28	21 %			
Lease - Retail						
Units Listed	0	1	-100 %	14	19	-26 %
Units Sold	0	0	%	3	3	0 %
Sell/List Ratio	%	0 %		21 %	16 %	
Sales Dollars	\$0	\$0	%	\$2,329	\$69	3255 %
Average Price / Unit			%	\$776	\$23	3255 %
Price Ratio	%	%		101 %	%	
Days To Sell			%	146	242	-39 %
Active Listings at Month End	20	19	5 %			

Monthly Comparative Activity By Property Type

June 2018

July-01-18

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Lease - Warehouse						
Units Listed	0	1	-100 %	0	1	-100 %
Units Sold	0	0	%	0	0	%
Sell/List Ratio	%	0 %		%	0 %	
Sales Dollars	\$0	\$0	%	\$0	\$0	%
Average Price / Unit			%			%
Price Ratio	%	%		%	%	
Days To Sell			%			%
Active Listings at Month End	0	1	-100 %			
Lease - Industrial						
Units Listed	2	0	%	2	0	%
Units Sold	0	0	%	0	1	-100 %
Sell/List Ratio	0 %	%		0 %	%	
Sales Dollars	\$0	\$0	%	\$0	\$17	-100 %
Average Price / Unit			%		\$17	%
Price Ratio	%	%		%	2 %	
Days To Sell			%		160	%
Active Listings at Month End	2	0	%			
Lease - Other						
Units Listed	8	5	60 %	24	27	-11 %
Units Sold	1	2	-50 %	2	9	-78 %
Sell/List Ratio	13 %	40 %		8 %	33 %	
Sales Dollars	\$800	\$37	2039 %	\$390,800	\$167	233856 %
Average Price / Unit	\$800	\$19	4178 %	\$195,400	\$19	1052702 %
Price Ratio	100 %	%		48850 %	3 %	
Days To Sell	13	419	-97 %	130	273	-52 %
Active Listings at Month End	27	27	0 %			
Commercial Land						
Units Listed	6	1	500 %	14	14	0 %
Units Sold	0	0	%	0	6	-100 %
Sell/List Ratio	0 %	0 %		0 %	43 %	
Sales Dollars	\$0	\$0	%	\$0	\$8,820,000	-100 %
Average Price / Unit			%		\$1,470,000	%
Price Ratio	%	%		%	92 %	
Days To Sell			%		127	%
Active Listings at Month End	17	16	6 %			

Monthly Comparative Activity By Property Type

June 2018

July-01-18

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Grand Totals						
Units Listed	1322	1358	-3 %	6914	6929	0 %
Units Sold	708	1008	-30 %	3901	4981	-22 %
Sell/List Ratio	54 %	74 %		56 %	72 %	
Sales Dollars	\$484,857,513	\$666,745,521	-27 %	\$2,681,231,211	\$3,159,180,616	-15 %
Average Price / Unit	\$684,827	\$661,454	4 %	\$687,319	\$634,246	8 %
Price Ratio	99 %	100 %		99 %	100 %	
Days To Sell	34	31	13 %	35	35	-1 %
Active Listings at Month End	2595	1915	36 %			