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May 1, 2019

Victoria real estate market stalemate continues

A total of 696 properties sold in the Victoria Real Estate Board region this April, 10 per cent fewer than the 774 properties sold in April 2018 but an 8.8 per cent increase from March 2019. Sales of condominiums were down 9.8 per cent from April 2018 with 203 units sold but were up from March 2019 by 3.6 per cent. Sales of single family homes were down 12 per cent from April 2018 with 369 sold.

"Spring has been a non-traditional real estate market thus far," says Victoria Real Estate Board President Cheryl Woolley. "Consumer purchasing power continues to be negatively impacted by the B20 mortgage stress test, causing many buyers to step back while they save more money for a down payment."

There were 2,751 active listings for sale on the Victoria Real Estate Board Multiple Listing Service® at the end of April 2019, an increase of 13 per cent compared to the month of March and a 37.4 per cent increase from the 2,002 active listings for sale at the end of April 2018.

The Multiple Listing Service® Home Price Index benchmark value for a single family home in the Victoria Core in April 2018 was \$874,800. The benchmark value for the same home in April 2019 decreased by 3.4 per cent to \$845,100, higher than March's value of \$843,600. The MLS® HPI benchmark value for a condominium in the Victoria Core area in April 2018 was \$506,900, while the benchmark value for the same condominium in April 2019 increased by 1 per cent to \$511,700, higher than March's value of \$506,500.

"Prices have remained reasonably flat across the region and are expected to stay that way," adds President Woolley. "Presently, REALTORS® are busy showing homes and bringing new listings to the market, but with few new options to view, we are still seeing multiple offer situations when that right property does become available. Given the current dynamic and evolving market conditions, it's a good time to chat with your Realtor about a personal plan for buying or selling a property."

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 1,383 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: Denise Hogue, Communications Manager - denise@vreb.org, 250-920-4652

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

Sales by Property Type	This Month									Last Month			This Month Last Year		
	2019 - April									2019 - March			2018 - April		
	Units	LM%	LY%	Average\$	LM%	LY%	Median\$	LM%	LY%	Units	Average\$	Median\$	Units	Average\$	Median\$
Single Family Greater Victoria	338	16.2%	-10.1%	\$885,309	5.5%	-3.5%	\$800,000	1.9%	0.0%	291	\$839,162	\$785,000	376	\$917,793	\$800,000
Single Family Other Areas	31	0.0%	-29.5%	\$714,248	22.4%	21.4%	\$655,000	11.2%	17.0%	31	\$583,419	\$589,000	44	\$588,189	\$560,000
Single Family Total All Areas	369	14.6%	-12.1%	\$870,938	6.9%	-1.4%	\$799,950	4.3%	2.6%	322	\$814,541	\$767,000	420	\$883,263	\$780,000
Condos	203	3.6%	-9.8%	\$471,314	-3.6%	7.5%	\$410,000	-4.7%	2.5%	196	\$488,782	\$430,000	225	\$438,347	\$400,000
Townhouses	78	2.6%	5.4%	\$606,065	-0.6%	2.0%	\$569,900	4.1%	-1.1%	76	\$609,449	\$547,400	74	\$594,204	\$576,418
Manufactured Homes	14	40.0%	-30.0%	\$175,136	-0.9%	-43.4%	\$157,500	-2.3%	-5.3%	10	\$176,650	\$161,250	20	\$309,695	\$166,250
Total Residential	664	9.9%	-10.1%							604			739		
Total Sales	696	8.8%	-10.1%							640			774		
Active Listings	2,751	13.0%	37.4%							2,435			2,002		

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

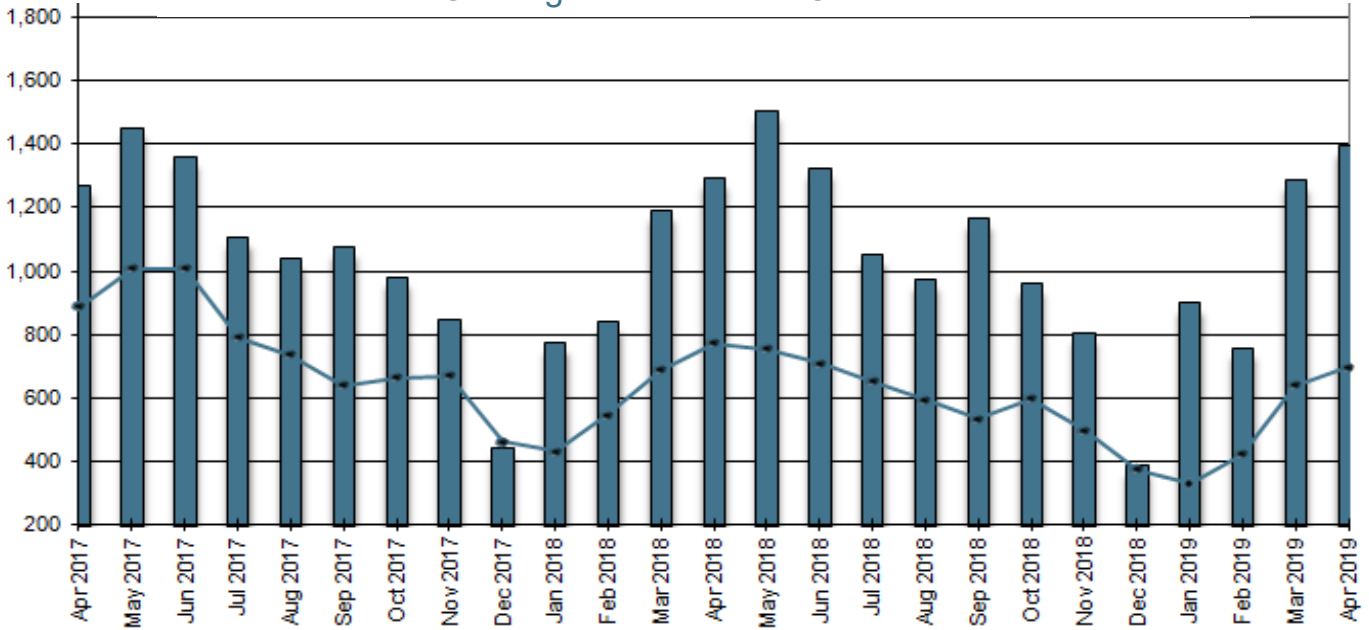
Previous Periods Comparison of MLS® HPI Benchmark Prices and MLS® HPI Index Values

Benchmark Home by Property Type and Region	Apr 2019 Benchmark Price	Mar 2019 Benchmark Price	Apr 2018 Benchmark Price	Apr 2019 Benchmark Index	Mar 2019 Benchmark Index	Apr 2018 Benchmark Index	% Chg from Last Mth	% Chg from Last Yr
Single Family: Greater Victoria	\$747,800	\$741,000	\$754,200	209.0	207.1	210.8	0.9%	(0.8%)
Single Family: Core	\$845,100	\$843,600	\$874,800	219.0	218.6	226.7	0.2%	(3.4%)
Single Family: Westshore	\$629,400	\$625,100	\$623,300	203.1	201.7	201.1	0.7%	1.0%
Single Family: Peninsula	\$780,600	\$774,000	\$815,100	201.0	199.3	209.9	0.9%	(4.2%)
Condo: Greater Victoria	\$501,800	\$497,100	\$497,500	243.4	241.1	241.3	0.9%	0.9%
Condo: Core	\$511,700	\$506,500	\$506,900	247.3	244.8	245.0	1.0%	0.9%
Condo: Westshore	\$392,100	\$388,000	\$384,500	225.4	223.0	221.0	1.1%	2.0%
Condo: Peninsula	\$474,800	\$472,500	\$474,800	235.0	233.9	235.0	0.5%	0.0%
Townhouse: Greater Victoria	\$598,600	\$598,000	\$570,400	210.5	210.3	200.6	0.1%	4.9%
Townhouse: Core	\$667,000	\$665,800	\$634,900	226.4	226.0	215.5	0.2%	5.1%
Townhouse: Westshore	\$508,300	\$509,400	\$488,500	190.2	190.6	182.8	(0.2%)	4.1%
Townhouse: Peninsula	\$579,200	\$572,700	\$543,300	222.8	220.3	209.0	1.1%	6.6%

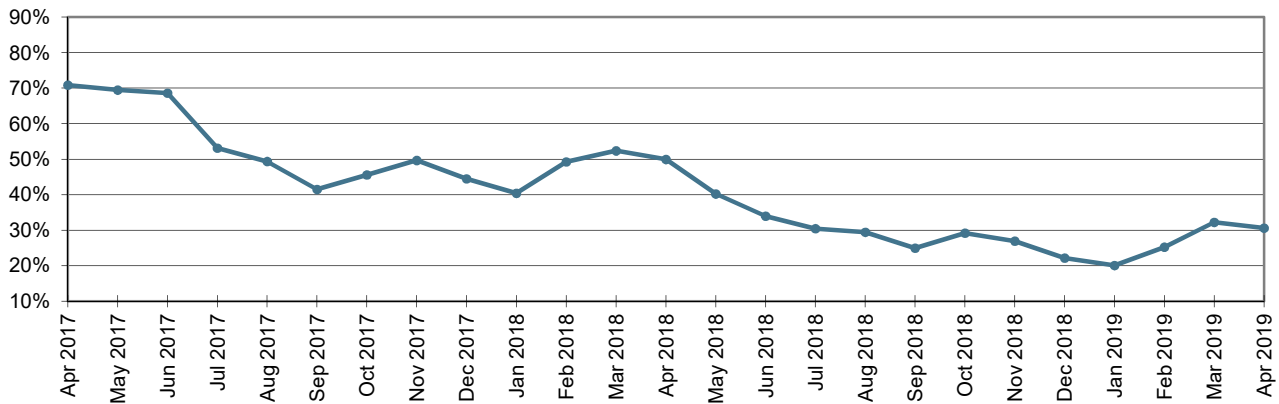
Legend	Benchmark Price:	the calculated MLS® HPI Benchmark Price for this Benchmark Home
	Benchmark Index:	the percentage change in this Benchmark Price since January 2005
	% Chg from Last Mth:	the percentage change in this Benchmark Price since last month
	% Chg from Last Yr:	the percentage change in this Benchmark Price since this month last year
	Regions on the map:	visit vreb.org/vrebareas for map views of the VREB trading area

For more information on the MLS® Home Price Index, visit vreb.org/mls-statistics

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.

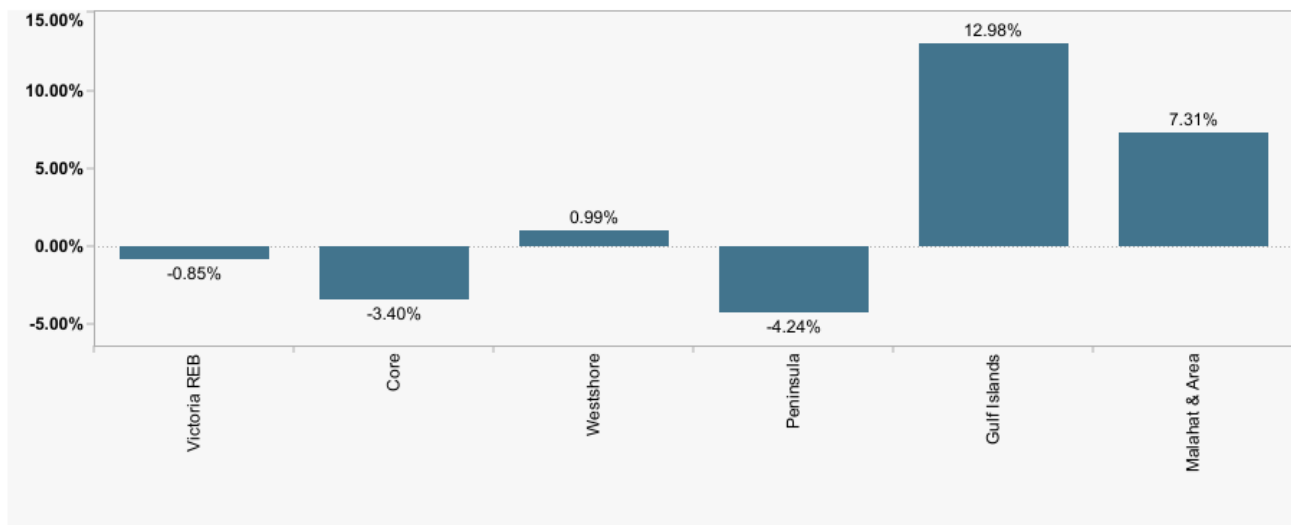
MLS® Home Price Index  **HPI or Benchmark**
(Applies to all tabs)
 HPI
 Benchmark

Area
VREB Area Summary

Property Type
Single Family-All


% Difference of HPI from 12 Months Ago (Apr '18 to Apr '19): Single Family-All

Select Timeframe: 12 Months Ago



Source: Victoria Real Estate Board

MLS® HPI benchmark and value - Condominium / Apartments

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

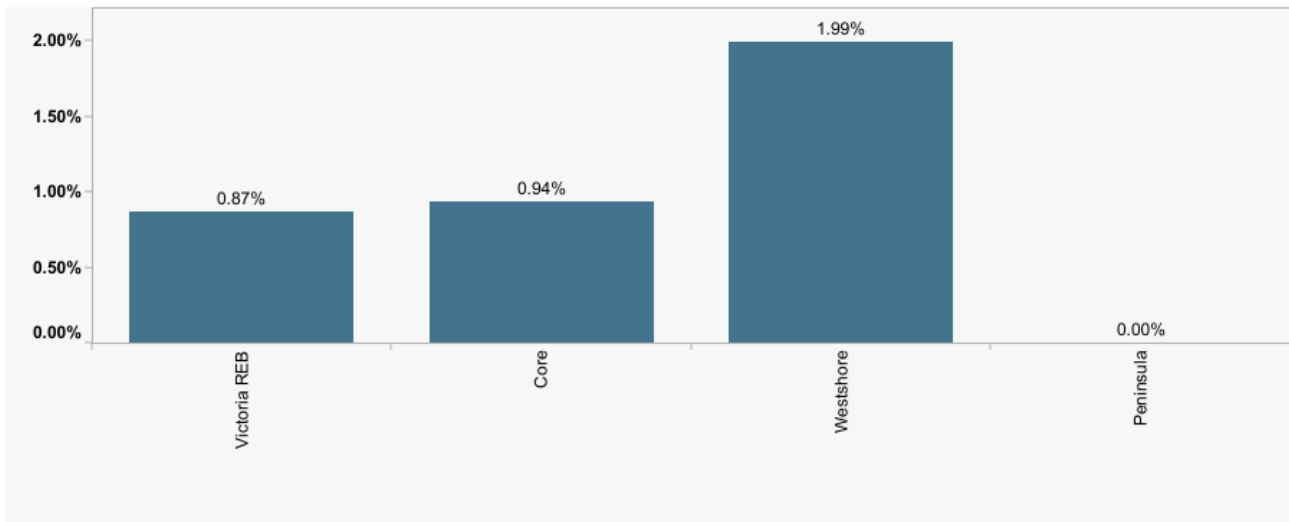
- HPI
- Benchmark

Area
VREB Area Summary

Property Type
Condo Apartment

% Difference of HPI from 12 Months Ago (Apr '18 to Apr '19): Condo Apartment

Select Timeframe: 12 Months Ago



Source: Victoria Real Estate Board

Benchmark by Timeframe and Property Type: Single Family-All

	April 2019	1 Month Ago	3 Months Ago	6 Months Ago	12 Months Ago	36 Months Ago	60 Months Ago	January 2005
Victoria REB	\$747,800	\$741,000	\$742,000	\$765,300	\$754,200	\$588,500	\$499,100	\$357,800
Victoria	\$830,600	\$821,300	\$807,500	\$851,000	\$830,900	\$669,700	\$542,900	\$371,600
Victoria West	\$638,100	\$649,200	\$656,300	\$669,800	\$643,200	\$504,000	\$424,200	\$283,000
Oak Bay	\$1,154,700	\$1,160,200	\$1,184,500	\$1,286,600	\$1,302,100	\$967,600	\$771,100	\$552,000
Esquimalt	\$614,700	\$619,900	\$636,500	\$647,400	\$628,500	\$498,600	\$426,600	\$286,700
View Royal	\$722,800	\$726,400	\$733,400	\$747,600	\$717,500	\$562,700	\$498,900	\$330,800
Saanich East	\$864,400	\$863,200	\$864,400	\$895,900	\$907,000	\$712,900	\$577,200	\$394,500
Saanich West	\$737,700	\$734,100	\$750,000	\$757,700	\$740,700	\$578,200	\$496,900	\$333,100
Sooke	\$539,300	\$534,800	\$533,000	\$513,900	\$522,400	\$377,200	\$351,300	\$264,900
Langford	\$629,900	\$625,300	\$627,100	\$620,300	\$626,800	\$464,600	\$430,200	\$309,700
Metchosin	\$910,300	\$920,400	\$939,000	\$912,200	\$945,000	\$655,300	\$630,700	\$455,400
Colwood	\$688,000	\$684,300	\$684,300	\$701,500	\$686,000	\$517,800	\$457,400	\$337,100
Highlands	\$849,100	\$838,100	\$856,100	\$852,600	\$860,000	\$678,800	\$592,600	\$437,700
North Saanich	\$938,600	\$925,900	\$913,300	\$957,600	\$983,000	\$736,800	\$617,900	\$487,300
Sidney	\$650,300	\$645,500	\$629,400	\$672,500	\$695,000	\$513,100	\$429,500	\$321,500
Central Saanich	\$742,800	\$739,200	\$752,100	\$766,700	\$756,000	\$583,600	\$509,400	\$356,900
ML Malahat & Area	\$591,800	\$569,500	\$549,200	\$591,800	\$551,500	\$430,900	\$355,200	\$285,800
GI Gulf Islands	\$510,000	\$496,900	\$521,400	\$525,200	\$451,500	\$366,700	\$343,000	\$291,500

Source: Victoria Real Estate Board

HPI by Timeframe and Property Type: Single Family-All

	April 2019	1 Month Ago	3 Months Ago	6 Months Ago	12 Months Ago	36 Months Ago	60 Months Ago	January 2005
Victoria REB	209.0	207.1	207.4	213.9	210.8	164.5	139.5	100.0
Victoria	223.5	221.0	217.3	229.0	223.6	180.2	146.1	100.0
Victoria West	225.5	229.4	231.9	236.7	227.3	178.1	149.9	100.0
Oak Bay	209.2	210.2	214.6	233.1	235.9	175.3	139.7	100.0
Esquimalt	214.4	216.2	222.0	225.8	219.2	173.9	148.8	100.0
View Royal	218.5	219.6	221.7	226.0	216.9	170.1	150.8	100.0
Saanich East	219.1	218.8	219.1	227.1	229.9	180.7	146.3	100.0
Saanich West	221.5	220.4	225.2	227.5	222.4	173.6	149.2	100.0
Sooke	203.6	201.9	201.2	194.0	197.2	142.4	132.6	100.0
Langford	203.4	201.9	202.5	200.3	202.4	150.0	138.9	100.0
Metchosin	199.9	202.1	206.2	200.3	207.5	143.9	138.5	100.0
Colwood	204.1	203.0	203.0	208.1	203.5	153.6	135.7	100.0
Highlands	194.0	191.5	195.6	194.8	196.5	155.1	135.4	100.0
North Saanich	192.6	190.0	187.4	196.5	201.7	151.2	126.8	100.0
Sidney	202.3	200.8	195.8	209.2	216.2	159.6	133.6	100.0
Central Saanich	208.1	207.1	210.7	214.8	211.8	163.5	142.7	100.0
ML Malahat & Area	207.1	199.3	192.2	207.1	193.0	150.8	124.3	100.0
GI Gulf Islands	175.0	170.5	178.9	180.2	154.9	125.8	117.7	100.0

Source: Victoria Real Estate Board



- HPI
- Benchmark

- Value
- Percent change

Benchmark by Timeframe and Property Type: Condo Apartment

	April 2019	1 Month Ago	3 Months Ago	6 Months Ago	12 Months Ago	36 Months Ago	60 Months Ago	January 2005
Victoria REB	\$501,800	\$497,100	\$491,700	\$495,600	\$497,500	\$337,900	\$293,400	\$206,200
Victoria	\$475,300	\$472,400	\$462,800	\$462,100	\$475,700	\$311,700	\$269,800	\$191,100
Victoria West	\$774,400	\$771,300	\$751,000	\$786,900	\$820,800	\$580,600	\$450,200	\$338,800
Oak Bay	\$594,100	\$578,700	\$574,200	\$577,200	\$528,600	\$361,900	\$327,400	\$253,000
Esquimalt	\$356,700	\$355,500	\$342,400	\$350,200	\$368,400	\$273,300	\$237,300	\$155,700
View Royal	\$479,200	\$477,800	\$473,500	\$481,800	\$474,800	\$352,000	\$312,000	\$217,700
Saanich East	\$441,900	\$431,400	\$435,000	\$435,800	\$414,800	\$285,900	\$254,800	\$169,700
Saanich West	\$422,800	\$417,900	\$420,000	\$422,600	\$418,400	\$289,400	\$248,100	\$162,500
Langford	\$395,400	\$391,500	\$390,400	\$393,200	\$385,400	\$273,900	\$254,000	\$177,400
Colwood	\$410,100	\$402,100	\$407,900	\$413,900	\$407,600	\$285,600	\$260,800	\$166,800
Sidney	\$476,100	\$473,700	\$475,700	\$488,600	\$475,300	\$312,000	\$267,600	\$201,800
Central Saanich	\$473,400	\$472,200	\$475,700	\$488,800	\$477,700	\$327,900	\$279,600	\$205,300

Source: Victoria Real Estate Board



HPI by Timeframe and Property Type: Condo Apartment

	April 2019	1 Month Ago	3 Months Ago	6 Months Ago	12 Months Ago	36 Months Ago	60 Months Ago	January 2005
Victoria REB	243.4	241.1	238.5	240.4	241.3	163.9	142.3	100.0
Victoria	248.7	247.2	242.2	241.8	248.9	163.1	141.2	100.0
Victoria West	228.6	227.7	221.7	232.3	242.3	171.4	132.9	100.0
Oak Bay	234.8	228.7	226.9	228.1	208.9	143.0	129.4	100.0
Esquimalt	229.1	228.3	219.9	224.9	236.6	175.5	152.4	100.0
View Royal	220.1	219.5	217.5	221.3	218.1	161.7	143.3	100.0
Saanich East	260.5	254.3	256.4	256.9	244.5	168.5	150.2	100.0
Saanich West	260.2	257.2	258.5	260.1	257.5	178.1	152.7	100.0
Langford	222.9	220.7	220.1	221.7	217.3	154.4	143.2	100.0
Colwood	245.8	241.0	244.5	248.1	244.3	171.2	156.3	100.0
Sidney	235.9	234.7	235.7	242.1	235.5	154.6	132.6	100.0
Central Saanich	230.6	230.0	231.7	238.1	232.7	159.7	136.2	100.0

Source: Victoria Real Estate Board



- HPI
- Benchmark

- Value
- Percent change

Benchmark by Timeframe and Property Type: Townhouse

	April 2019	1 Month Ago	3 Months Ago	6 Months Ago	12 Months Ago	36 Months Ago	60 Months Ago	January 2005
Victoria REB	\$598,600	\$598,000	\$587,500	\$588,900	\$570,400	\$443,300	\$395,200	\$284,300
Victoria	\$630,300	\$642,400	\$630,900	\$632,100	\$589,800	\$456,900	\$415,100	\$287,700
Victoria West	\$675,700	\$652,200	\$621,000	\$631,600	\$622,700	\$447,200	\$411,500	\$247,600
Esquimalt	\$552,100	\$540,800	\$525,500	\$534,900	\$527,400	\$392,700	\$346,000	\$234,700
View Royal	\$628,300	\$630,900	\$622,200	\$637,100	\$616,600	\$461,100	\$388,700	\$265,300
Saanich East	\$749,500	\$745,100	\$731,100	\$723,900	\$713,000	\$539,500	\$485,600	\$341,000
Saanich West	\$599,200	\$588,200	\$585,500	\$578,800	\$571,200	\$432,500	\$390,300	\$268,800
Sooke	\$471,700	\$473,000	\$464,800	\$474,700	\$461,900	\$353,900	\$320,600	\$256,100
Langford	\$502,400	\$503,700	\$492,200	\$497,400	\$480,200	\$367,400	\$336,600	\$261,500
Colwood	\$623,700	\$624,700	\$605,900	\$622,700	\$602,900	\$452,400	\$401,200	\$334,600
Sidney	\$602,800	\$599,500	\$597,400	\$578,500	\$572,300	\$428,900	\$394,900	\$269,600
Central Saanich	\$544,300	\$534,500	\$527,400	\$520,500	\$506,500	\$387,900	\$339,600	\$245,500
ML Malahat & Area	\$551,300	\$556,300	\$532,900	\$536,200	\$508,100	\$408,500	\$324,800	\$295,600
GI Gulf Islands	\$474,400	\$477,800	\$468,400	\$459,200	\$458,300	\$400,300	\$331,100	\$303,700

Source: Victoria Real Estate Board

HPI by Timeframe and Property Type: Townhouse

	April 2019	1 Month Ago	3 Months Ago	6 Months Ago	12 Months Ago	36 Months Ago	60 Months Ago	January 2005
Victoria REB	210.5	210.3	206.6	207.1	200.6	155.9	139.0	100.0
Victoria	219.1	223.3	219.3	219.7	205.0	158.8	144.3	100.0
Victoria West	272.9	263.4	250.8	255.1	251.5	180.6	166.2	100.0
Esquimalt	235.2	230.4	223.9	227.9	224.7	167.3	147.4	100.0
View Royal	236.8	237.8	234.5	240.1	232.4	173.8	146.5	100.0
Saanich East	219.8	218.5	214.4	212.3	209.1	158.2	142.4	100.0
Saanich West	222.9	218.8	217.8	215.3	212.5	160.9	145.2	100.0
Sooke	184.2	184.7	181.5	185.4	180.4	138.2	125.2	100.0
Langford	192.1	192.6	188.2	190.2	183.6	140.5	128.7	100.0
Colwood	186.4	186.7	181.1	186.1	180.2	135.2	119.9	100.0
Sidney	223.6	222.4	221.6	214.6	212.3	159.1	146.5	100.0
Central Saanich	221.7	217.7	214.8	212.0	206.3	158.0	138.3	100.0
ML Malahat & Area	186.5	188.2	180.3	181.4	171.9	138.2	109.9	100.0
GI Gulf Islands	156.2	157.3	154.2	151.2	150.9	131.8	109.0	100.0

Source: Victoria Real Estate Board

Monthly Sales Summary

April 2019

Wednesday, May 1, 2019

Region	Units	Total Volume
District		
Residential		
● Single Family		
Greater Victoria		
Victoria	35	\$30,841,100
Victoria West	3	\$2,433,000
Oak Bay	17	\$26,809,000
Esquimalt	3	\$2,208,000
View Royal	9	\$6,601,800
Saanich East	67	\$63,481,550
Saanich West	25	\$20,489,350
Central Saanich	13	\$11,104,900
North Saanich	19	\$19,814,986
Sidney	11	\$8,608,000
Highlands	3	\$2,746,500
Colwood	14	\$9,149,500
Langford	57	\$43,346,990
Metchosin	3	\$2,334,000
Sooke	47	\$26,889,015
Waterfront (all districts)	12	\$22,376,867
Total Greater Victoria	338	\$299,234,558
Other Areas		
Shawnigan Lake / Malahat	4	\$2,564,000
Gulf Islands	13	\$9,516,500
Upland / Mainland	8	\$5,143,500
Waterfront (all districts)	6	\$4,917,700
Total Other Areas	31	\$22,141,700
Total Single Family	369	\$321,376,258
● Condominium		
Greater Victoria		
Victoria	65	\$29,716,475
Victoria West	18	\$10,176,400
Oak Bay	4	\$3,150,000
Esquimalt	9	\$3,380,050
View Royal	7	\$2,808,300
Saanich East	32	\$13,844,200
Saanich West	9	\$3,318,500
Central Saanich	5	\$2,088,400
North Saanich	1	\$599,900
Sidney	16	\$8,158,900
Colwood	1	\$190,000
Langford	23	\$8,712,900
Sooke	1	\$183,000
Waterfront (all districts)	11	\$9,181,000
Total Greater Victoria	202	\$95,508,025
Other Areas		
Upland / Mainland	1	\$168,750
Total Other Areas	1	\$168,750
Total Condominium	203	\$95,676,775

Monthly Sales Summary

April 2019

Wednesday, May 1, 2019

Region District	Units	Total Volume
● Townhouse		
Greater Victoria		
Victoria	16	\$10,986,500
Victoria West	3	\$2,271,750
Esquimalt	3	\$1,939,900
View Royal	4	\$2,194,900
Saanich East	10	\$7,064,500
Saanich West	7	\$4,283,000
Central Saanich	4	\$2,130,000
North Saanich	1	\$749,900
Sidney	4	\$1,763,900
Colwood	3	\$1,478,788
Langford	16	\$8,127,400
Sooke	1	\$432,500
Waterfront (all districts)	3	\$2,255,000
Total Greater Victoria	75	\$45,678,038
Other Areas		
Gulf Islands	3	\$1,595,000
Total Other Areas	3	\$1,595,000
Total Townhouse	78	\$47,273,038
● Manufactured Homes		
Greater Victoria		
View Royal	3	\$443,000
Central Saanich	2	\$550,000
Sidney	1	\$315,000
Langford	5	\$693,000
Sooke	3	\$450,900
Total Greater Victoria	14	\$2,451,900
Total Manufactured Homes	14	\$2,451,900
Total Residential	664	\$466,777,971

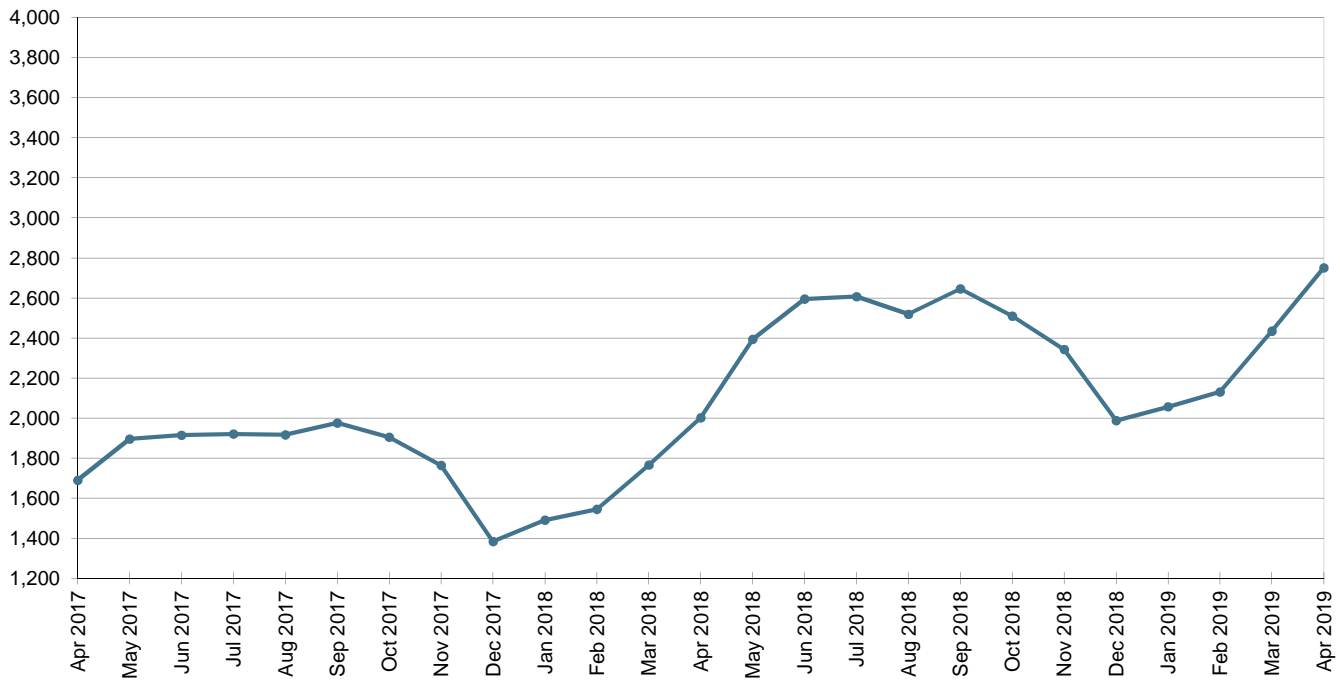
Monthly Sales Summary

April 2019

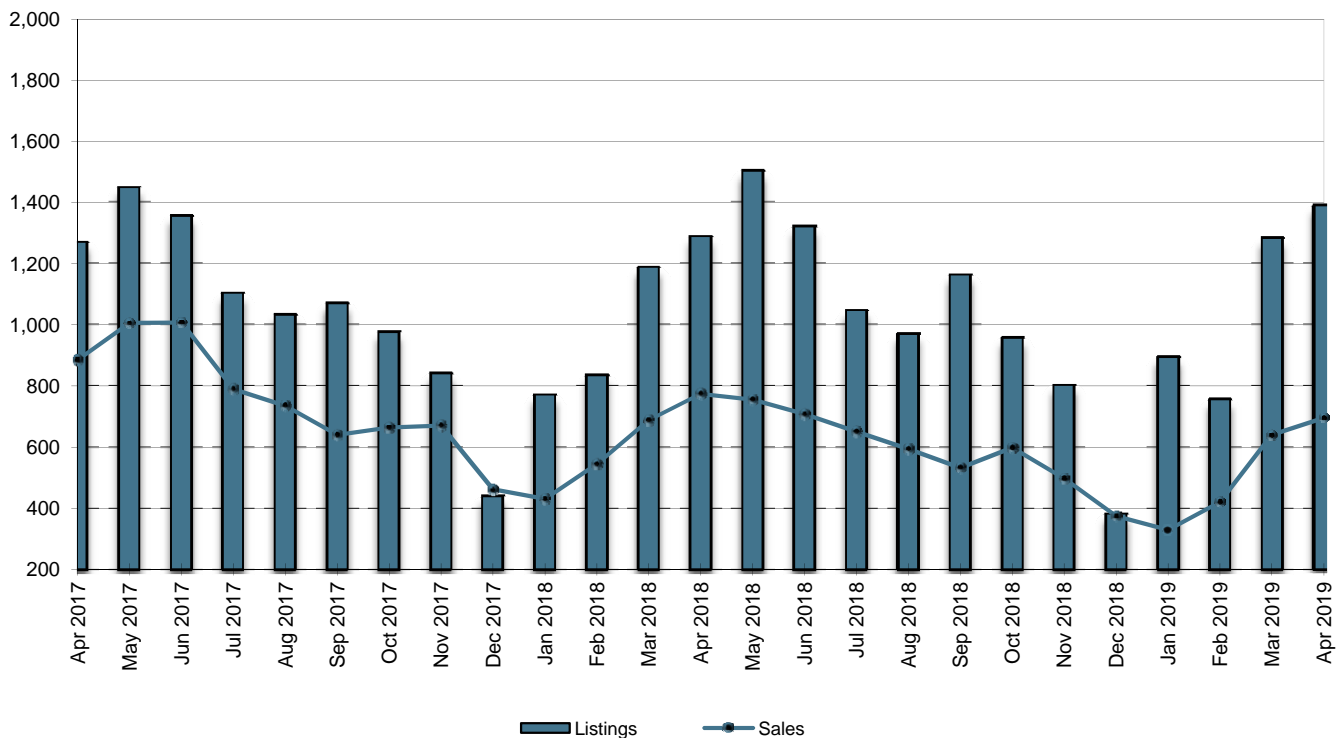
Wednesday, May 1, 2019

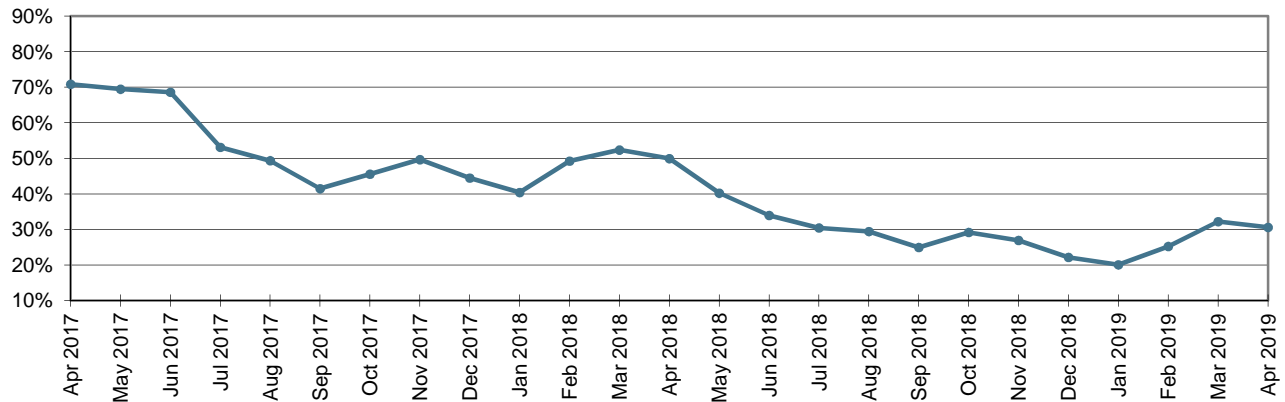
Region District	Units	Total Volume
Other Property		
● Lots & Acreage (Incl Wtrfrnt)		
Greater Victoria		
Victoria	1	\$600,000
View Royal	1	\$600,000
Saanich West	3	\$1,402,500
North Saanich	1	\$627,500
Langford	3	\$1,171,000
Metchosin	1	\$472,450
Sooke	1	\$174,900
Total Greater Victoria	11	\$5,048,350
Other Areas		
Gulf Islands	3	\$980,550
Total Other Areas	3	\$980,550
Total Lots & Acreage (Incl Wtrfrnt)	14	\$6,028,900
● Commercial Land	1	\$900,000
● Other Commercial Properties	17	\$5,990,143
Grand Totals	696	\$479,697,014

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

April 2019

May-01-19

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Single Family - Residential						
Units Listed	599	588	2 %	1842	1714	7 %
Units Sold	305	348	-12 %	901	1036	-13 %
Sell/List Ratio	51 %	59 %		49 %	60 %	
Sales Dollars	\$257,054,291	\$292,885,513	-12 %	\$743,290,683	\$865,824,610	-14 %
Average Price / Unit	\$842,801	\$841,625	0 %	\$824,962	\$835,738	-1 %
Price Ratio	99 %	100 %		98 %	100 %	
Days To Sell	35	24	48 %	42	31	32 %
Active Listings at Month End	970	654	48 %			
Single Family - Residential Waterfront						
Units Listed	62	47	32 %	144	137	5 %
Units Sold	16	28	-43 %	42	53	-21 %
Sell/List Ratio	26 %	60 %		29 %	39 %	
Sales Dollars	\$24,182,577	\$42,679,900	-43 %	\$58,287,577	\$87,108,922	-33 %
Average Price / Unit	\$1,511,411	\$1,524,282	-1 %	\$1,387,799	\$1,643,565	-16 %
Price Ratio	97 %	96 %		95 %	95 %	
Days To Sell	78	52	52 %	123	70	77 %
Active Listings at Month End	161	119	35 %			
Single Family - Residential Acreage						
Units Listed	61	57	7 %	163	180	-9 %
Units Sold	33	33	0 %	82	98	-16 %
Sell/List Ratio	54 %	58 %		50 %	54 %	
Sales Dollars	\$28,125,100	\$28,597,949	-2 %	\$72,452,750	\$94,874,749	-24 %
Average Price / Unit	\$852,276	\$866,605	-2 %	\$883,570	\$968,110	-9 %
Price Ratio	97 %	98 %		97 %	97 %	
Days To Sell	37	35	4 %	73	57	28 %
Active Listings at Month End	131	131	0 %			
Condominium						
Units Listed	359	339	6 %	1157	1089	6 %
Units Sold	203	225	-10 %	639	728	-12 %
Sell/List Ratio	57 %	66 %		55 %	67 %	
Sales Dollars	\$95,676,775	\$98,628,018	-3 %	\$297,034,907	\$333,245,776	-11 %
Average Price / Unit	\$471,314	\$438,347	8 %	\$464,843	\$457,755	2 %
Price Ratio	98 %	99 %		98 %	100 %	
Days To Sell	37	21	77 %	39	22	75 %
Active Listings at Month End	578	377	53 %			

Monthly Comparative Activity By Property Type

April 2019

May-01-19

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Townhouse						
Units Listed	142	121	17 %	452	371	22 %
Units Sold	78	74	5 %	237	305	-22 %
Sell/List Ratio	55 %	61 %		52 %	82 %	
Sales Dollars	\$47,273,038	\$43,971,123	8 %	\$143,924,412	\$179,396,938	-20 %
Average Price / Unit	\$606,065	\$594,204	2 %	\$607,276	\$588,187	3 %
Price Ratio	99 %	100 %		99 %	100 %	
Days To Sell	33	32	4 %	39	33	17 %
Active Listings at Month End	222	119	87 %			
Strata Duplex (Up and Down)						
Units Listed	0	0	%	0	2	-100 %
Units Sold	0	0	%	0	1	-100 %
Sell/List Ratio	%	%		%	50 %	
Sales Dollars	\$0	\$0	%	\$0	\$445,000	-100 %
Average Price / Unit			%		\$445,000	%
Price Ratio	%	%		%	99 %	
Days To Sell			%		15	%
Active Listings at Month End	0	0	%			
Strata Duplex (Side by Side)						
Units Listed	18	13	38 %	41	43	-5 %
Units Sold	12	6	100 %	27	26	4 %
Sell/List Ratio	67 %	46 %		66 %	60 %	
Sales Dollars	\$8,725,290	\$3,452,100	153 %	\$18,614,440	\$16,730,000	11 %
Average Price / Unit	\$727,108	\$575,350	26 %	\$689,424	\$643,462	7 %
Price Ratio	99 %	101 %		99 %	101 %	
Days To Sell	18	9	110 %	50	21	135 %
Active Listings at Month End	18	14	29 %			
Strata Duplex (Front and Back)						
Units Listed	6	3	100 %	10	5	100 %
Units Sold	1	2	-50 %	3	7	-57 %
Sell/List Ratio	17 %	67 %		30 %	140 %	
Sales Dollars	\$779,000	\$1,329,900	-41 %	\$1,989,000	\$4,107,895	-52 %
Average Price / Unit	\$779,000	\$664,950	17 %	\$663,000	\$586,842	13 %
Price Ratio	97 %	104 %		97 %	101 %	
Days To Sell	146	14	981 %	79	31	151 %
Active Listings at Month End	6	1	500 %			

Monthly Comparative Activity By Property Type

April 2019

May-01-19

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Recreational						
Units Listed	4	4	0 %	15	14	7 %
Units Sold	0	1	-100 %	3	4	-25 %
Sell/List Ratio	0 %	25 %		20 %	29 %	
Sales Dollars	\$0	\$90,000	-100 %	\$310,000	\$230,000	35 %
Average Price / Unit		\$90,000	%	\$103,333	\$57,500	80 %
Price Ratio	%	95 %		97 %	84 %	
Days To Sell		147	%	13	46	-72 %
Active Listings at Month End	21	22	-5 %			
Manufactured Home						
Units Listed	27	17	59 %	71	62	15 %
Units Sold	14	20	-30 %	47	55	-15 %
Sell/List Ratio	52 %	118 %		66 %	89 %	
Sales Dollars	\$2,451,900	\$6,193,900	-60 %	\$8,857,788	\$13,629,200	-35 %
Average Price / Unit	\$175,136	\$309,695	-43 %	\$188,464	\$247,804	-24 %
Price Ratio	94 %	99 %		94 %	97 %	
Days To Sell	73	49	50 %	61	53	16 %
Active Listings at Month End	48	23	109 %			
Residential Lots						
Units Listed	30	19	58 %	150	145	3 %
Units Sold	8	11	-27 %	32	46	-30 %
Sell/List Ratio	27 %	58 %		21 %	32 %	
Sales Dollars	\$3,463,400	\$3,599,898	-4 %	\$9,641,400	\$17,593,298	-45 %
Average Price / Unit	\$432,925	\$327,263	32 %	\$301,294	\$382,463	-21 %
Price Ratio	97 %	98 %		97 %	98 %	
Days To Sell	85	191	-55 %	115	134	-14 %
Active Listings at Month End	198	134	48 %			
Residential Lots - Waterfront						
Units Listed	12	2	500 %	18	19	-5 %
Units Sold	0	3	-100 %	1	10	-90 %
Sell/List Ratio	0 %	150 %		6 %	53 %	
Sales Dollars	\$0	\$3,020,000	-100 %	\$800,000	\$9,435,000	-92 %
Average Price / Unit		\$1,006,667	%	\$800,000	\$943,500	-15 %
Price Ratio	%	93 %		89 %	95 %	
Days To Sell		73	%	13	59	-78 %
Active Listings at Month End	25	18	39 %			

Monthly Comparative Activity By Property Type

April 2019

May-01-19

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Residential Acreage						
Units Listed	16	16	0 %	49	87	-44 %
Units Sold	6	8	-25 %	18	24	-25 %
Sell/List Ratio	38 %	50 %		37 %	28 %	
Sales Dollars	\$2,565,500	\$2,044,400	25 %	\$8,944,000	\$11,830,900	-24 %
Average Price / Unit	\$427,583	\$255,550	67 %	\$496,889	\$492,954	1 %
Price Ratio	92 %	96 %		93 %	92 %	
Days To Sell	259	112	130 %	194	116	67 %
Active Listings at Month End	79	100	-21 %			
Residential Acreage - Waterfront						
Units Listed	7	5	40 %	15	21	-29 %
Units Sold	0	0	%	2	4	-50 %
Sell/List Ratio	0 %	0 %		13 %	19 %	
Sales Dollars	\$0	\$1,600,000	-100 %	\$1,475,000	\$5,235,000	-72 %
Average Price / Unit			%	\$737,500	\$1,308,750	-44 %
Price Ratio	%	99 %		96 %	99 %	
Days To Sell		49	%	92	139	-34 %
Active Listings at Month End	25	37	-32 %			
Revenue - Duplex/Triplex						
Units Listed	6	12	-50 %	11	25	-56 %
Units Sold	2	2	0 %	4	7	-43 %
Sell/List Ratio	33 %	17 %		36 %	28 %	
Sales Dollars	\$2,510,000	\$1,935,000	30 %	\$4,634,900	\$6,903,500	-33 %
Average Price / Unit	\$1,255,000	\$967,500	30 %	\$1,158,725	\$986,214	17 %
Price Ratio	99 %	99 %		98 %	98 %	
Days To Sell	8	26	-69 %	27	38	-28 %
Active Listings at Month End	7	16	-56 %			
Revenue - Multi Units						
Units Listed	3	2	50 %	6	8	-25 %
Units Sold	1	1	0 %	1	4	-75 %
Sell/List Ratio	33 %	50 %		17 %	50 %	
Sales Dollars	\$1,500,000	\$895,000	68 %	\$1,500,000	\$7,345,000	-80 %
Average Price / Unit	\$1,500,000	\$895,000	68 %	\$1,500,000	\$1,836,250	-18 %
Price Ratio	88 %	99 %		88 %	99 %	
Days To Sell	117	33	255 %	117	49	140 %
Active Listings at Month End	9	4	125 %			

Monthly Comparative Activity By Property Type

April 2019

May-01-19

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Revenue - Apartment Block						
Units Listed	1	4	-75 %	6	7	-14 %
Units Sold	0	0	%	1	1	0 %
Sell/List Ratio	0 %	0 %		17 %	14 %	
Sales Dollars	\$0	\$0	%	\$1,730,000	\$1,210,000	43 %
Average Price / Unit			%	\$1,730,000	\$1,210,000	43 %
Price Ratio	%	%		89 %	110 %	
Days To Sell			%	70	10	600 %
Active Listings at Month End	4	5	-20 %			
Revenue - Commercial						
Units Listed	7	7	0 %	31	22	41 %
Units Sold	4	2	100 %	8	7	14 %
Sell/List Ratio	57 %	29 %		26 %	32 %	
Sales Dollars	\$3,855,000	\$600,000	543 %	\$5,370,000	\$6,044,000	-11 %
Average Price / Unit	\$963,750	\$300,000	221 %	\$671,250	\$863,429	-22 %
Price Ratio	91 %	87 %		90 %	94 %	
Days To Sell	180	167	8 %	124	163	-24 %
Active Listings at Month End	34	29	17 %			
Revenue - Industrial						
Units Listed	1	0	%	1	0	%
Units Sold	0	0	%	0	0	%
Sell/List Ratio	0 %	%		0 %	%	
Sales Dollars	\$0	\$0	%	\$0	\$0	%
Average Price / Unit			%			%
Price Ratio	%	%		%	%	
Days To Sell			%			%
Active Listings at Month End	1	0	%			
Business with Land & Building						
Units Listed	4	8	-50 %	18	19	-5 %
Units Sold	4	4	0 %	8	9	-11 %
Sell/List Ratio	100 %	50 %		44 %	47 %	
Sales Dollars	\$376,046	\$2,880,000	-87 %	\$6,770,046	\$6,075,011	11 %
Average Price / Unit	\$94,012	\$720,000	-87 %	\$846,256	\$675,001	25 %
Price Ratio	107 %	95 %		106 %	95 %	
Days To Sell	108	76	41 %	134	105	27 %
Active Listings at Month End	29	33	-12 %			

Monthly Comparative Activity By Property Type

April 2019

May-01-19

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Business Only						
Units Listed	10	16	-38 %	53	58	-9 %
Units Sold	2	2	0 %	13	6	117 %
Sell/List Ratio	20 %	13 %		25 %	10 %	
Sales Dollars	\$259,000	\$178,000	46 %	\$1,179,000	\$602,000	96 %
Average Price / Unit	\$129,500	\$89,000	46 %	\$90,692	\$100,333	-10 %
Price Ratio	74 %	78 %		72 %	73 %	
Days To Sell	108	101	7 %	101	86	18 %
Active Listings at Month End	76	69	10 %			
Motel/Hotel						
Units Listed	0	1	-100 %	0	2	-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	2	-100 %			
Lease - Office						
Units Listed	4	2	100 %	21	26	-19 %
Units Sold	1	4	-75 %	7	5	40 %
Sell/List Ratio	25 %	200 %		33 %	19 %	
Sales Dollars	\$18	\$1,551	-99 %	\$138	\$1,566	-91 %
Average Price / Unit	\$18	\$388	-95 %	\$20	\$313	-94 %
Price Ratio	%	103 %		%	104 %	
Days To Sell	70	114	-39 %	195	134	45 %
Active Listings at Month End	30	36	-17 %			
Lease - Retail						
Units Listed	6	2	200 %	20	12	67 %
Units Sold	4	0	%	5	2	150 %
Sell/List Ratio	67 %	0 %		25 %	17 %	
Sales Dollars	\$70	\$0	%	\$87	\$29	198 %
Average Price / Unit	\$17		%	\$17	\$15	19 %
Price Ratio	%	%		%	%	
Days To Sell	124		%	118	190	-38 %
Active Listings at Month End	26	27	-4 %			

Monthly Comparative Activity By Property Type

April 2019

May-01-19

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Lease - Warehouse						
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	%			
Lease - Industrial						
Units Listed	0	0	%	1	0	%
Units Sold	1	0	%	1	0	%
Sell/List Ratio	%	%		100 %	%	
Sales Dollars	\$9	\$0	%	\$9	\$0	%
Average Price / Unit	\$9		%	\$9		%
Price Ratio	%	%		%	%	
Days To Sell	45		%	45		%
Active Listings at Month End	0	0	%			
Lease - Other						
Units Listed	0	3	-100 %	20	13	54 %
Units Sold	0	0	%	3	0	%
Sell/List Ratio	%	0 %		15 %	0 %	
Sales Dollars	\$0	\$0	%	\$62	\$0	%
Average Price / Unit			%	\$21		%
Price Ratio	%	%		%	%	
Days To Sell			%	108		%
Active Listings at Month End	34	20	70 %			
Commercial Land						
Units Listed	7	3	133 %	15	7	114 %
Units Sold	1	0	%	1	0	%
Sell/List Ratio	14 %	0 %		7 %	0 %	
Sales Dollars	\$900,000	\$0	%	\$900,000	\$0	%
Average Price / Unit	\$900,000		%	\$900,000		%
Price Ratio	82 %	%		82 %	%	
Days To Sell	436		%	436		%
Active Listings at Month End	19	12	58 %			

Monthly Comparative Activity By Property Type

April 2019

May-01-19

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Grand Totals						
Units Listed	1392	1291	8 %	4330	4088	6 %
Units Sold	696	774	-10 %	2086	2438	-14 %
Sell/List Ratio	50 %	60 %		48 %	60 %	
Sales Dollars	\$479,697,014	\$534,582,252	-10 %	\$1,387,706,199	\$1,667,868,394	-17 %
Average Price / Unit	\$689,220	\$690,675	0 %	\$665,247	\$684,113	-3 %
Price Ratio	98 %	99 %		98 %	99 %	
Days To Sell	43	31	37 %	48	36	36 %
Active Listings at Month End	2751	2002	37 %			