

August 1, 2019

*A steady Greater Victoria area real estate market continues into summer*

A total of 706 properties sold in the Victoria Real Estate Board region this July, 8.4 per cent more than the 651 properties sold in July 2018 but a 4.6 per cent decrease from June 2019. Sales of condominiums were up 14.4 per cent from July 2018 with 215 units sold. Sales of single family homes increased 2.1 per cent from July 2018 with 347 sold.

"It's not surprising to see the numbers trending slightly upwards compared to last year as the market slowly adjusts to government changes like the B20 mortgage stress test and the continuing low mortgage interest rates," says Victoria Real Estate Board President Cheryl Woolley. "Activity feels more normal now - more like before the real estate market in Greater Victoria saw the huge uptick in 2016 and 2017. It is a good time to buy and sell as consumers have more time to work with their REALTORS® and make decisions. We've seen a little more inventory added to the market compared to last year, which means more choice for buyers."

There were 2,949 active listings for sale on the Victoria Real Estate Board Multiple Listing Service® at the end of July 2019, a decrease of 3 per cent compared to the month of June but a 13.1 per cent increase from the 2,607 active listings for sale at the end of July 2018.

The Multiple Listing Service® Home Price Index benchmark value for a single family home in the Victoria Core in July 2018 was \$889,200. The benchmark value for the same home in July 2019 decreased by 3.4 per cent to \$858,800, slightly less than June's value of \$859,600. The MLS® HPI benchmark value for a condominium in the Victoria Core area in July 2018 was \$508,300, while the benchmark value for the same condominium in July 2019 increased by 3 per cent to \$523,400, lower than June's value of \$524,100.

"July's statistics show that our region's housing market continues to be fairly active, despite many people being in summer vacation mode," adds President Woolley. "Realtors continue to report strong interest in entry level homes as well as properties that are competitively priced. High end home pricing is softer, but \$1.5 million dollar plus homes account for only 4.6 per cent of the total market."

*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 1,390 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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## July 2019 Statistics Package for Media

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

| Sales by Property Type         | This Month   |              |              |           |       |       |           |       |       | Last Month   |           |           | This Month Last Year |           |           |
|--------------------------------|--------------|--------------|--------------|-----------|-------|-------|-----------|-------|-------|--------------|-----------|-----------|----------------------|-----------|-----------|
|                                | 2019 - July  |              |              |           |       |       |           |       |       | 2019 - June  |           |           | 2018 - July          |           |           |
|                                | Units        | LM%          | LY%          | Average\$ | LM%   | LY%   | Median\$  | LM%   | LY%   | Units        | Average\$ | Median\$  | Units                | Average\$ | Median\$  |
| Single Family Greater Victoria | 303          | -12.9%       | 5.2%         | \$837,781 | -3.4% | -9.9% | \$750,000 | -4.5% | -6.3% | 348          | \$867,312 | \$785,750 | 288                  | \$929,543 | \$800,000 |
| Single Family Other Areas      | 44           | -4.3%        | -15.4%       | \$655,800 | -5.2% | 5.5%  | \$528,750 | -2.0% | -0.3% | 46           | \$691,506 | \$539,750 | 52                   | \$621,459 | \$530,500 |
| Single Family Total All Areas  | 347          | -11.9%       | 2.1%         | \$814,706 | -3.8% | -7.7% | \$737,750 | -2.3% | -5.4% | 394          | \$846,787 | \$755,000 | 340                  | \$882,424 | \$779,500 |
| Condo Apartment                | 215          | -0.5%        | 14.4%        | \$456,850 | -1.6% | -3.3% | \$415,000 | -1.2% | 0.0%  | 216          | \$464,188 | \$420,000 | 188                  | \$472,473 | \$415,000 |
| Row/Townhouse                  | 89           | 12.7%        | 32.8%        | \$574,679 | -4.5% | 4.1%  | \$525,000 | -3.7% | 0.6%  | 79           | \$601,730 | \$545,450 | 67                   | \$552,027 | \$522,000 |
| Manufactured Home              | 19           | 26.7%        | 46.2%        | \$274,053 | 37.8% | 21.6% | \$254,000 | 25.5% | 15.5% | 15           | \$198,927 | \$202,400 | 13                   | \$225,385 | \$220,000 |
| <b>Total Residential</b>       | <b>670</b>   | <b>-4.8%</b> | <b>10.2%</b> |           |       |       |           |       |       | <b>704</b>   |           |           | <b>608</b>           |           |           |
| <b>Total Sales</b>             | <b>706</b>   | <b>-4.6%</b> | <b>8.4%</b>  |           |       |       |           |       |       | <b>740</b>   |           |           | <b>651</b>           |           |           |
| <b>Active Listings</b>         | <b>2,949</b> | <b>-3.0%</b> | <b>13.1%</b> |           |       |       |           |       |       | <b>3,040</b> |           |           | <b>2,607</b>         |           |           |

#### Legend

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

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

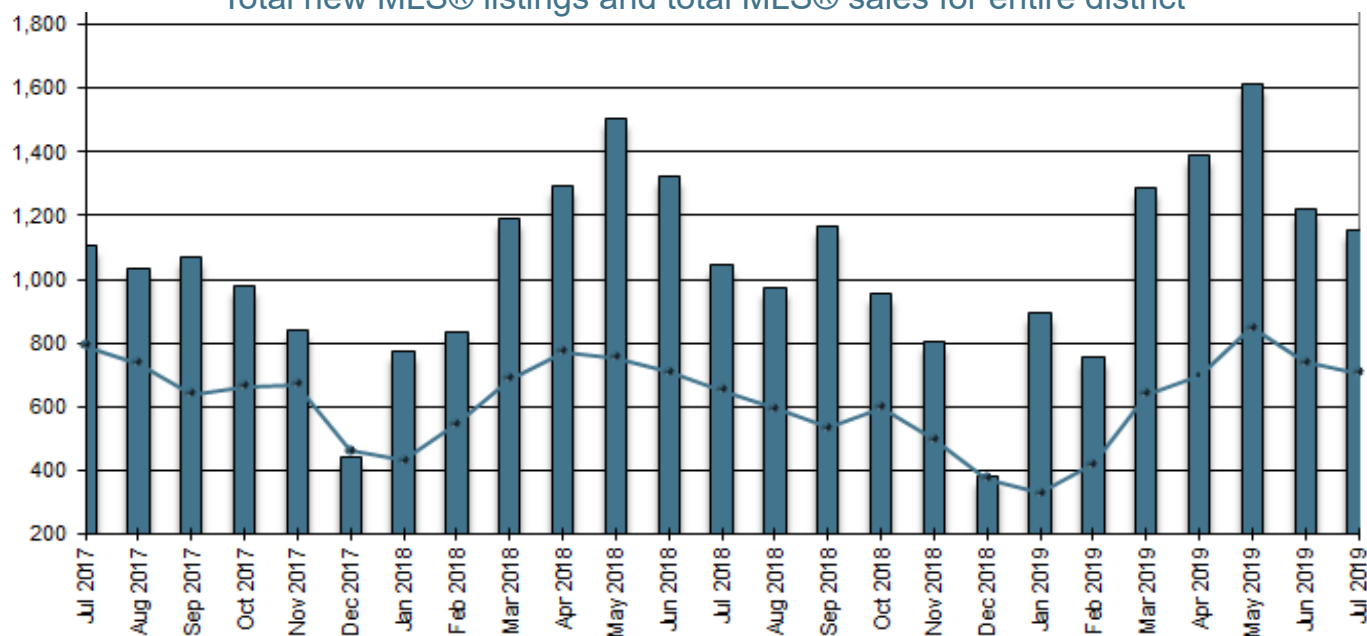
| Benchmark Home by Property Type and Region | Jul 2019 Benchmark Price | Jun 2019 Benchmark Price | Jul 2018 Benchmark Price | Jul 2019 Benchmark Index | Jun 2019 Benchmark Index | Jul 2018 Benchmark Index | % Chg from Last Mth | % Chg from Last Yr |
|--|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|---------------------|--------------------|
| Single Family: Greater Victoria            | \$756,000                | \$754,200                | \$761,300                | 212.2                    | 211.7                    | 213.7                    | 0.2%                | (0.7%)             |
| Single Family: Core                        | \$858,800                | \$859,600                | \$889,200                | 223.2                    | 223.4                    | 231.1                    | (0.1%)              | (3.4%)             |
| Single Family: Westshore                   | \$633,300                | \$628,700                | \$615,700                | 204.8                    | 203.3                    | 199.1                    | 0.7%                | 2.9%               |
| Single Family: Peninsula                   | \$796,900                | \$794,500                | \$791,000                | 205.2                    | 204.6                    | 203.7                    | 0.3%                | 0.7%               |
| Condo Apartment: Greater Victoria          | \$511,000                | \$511,200                | \$497,500                | 248.7                    | 248.8                    | 242.1                    | (0.0%)              | 2.7%               |
| Condo Apartment: Core                      | \$523,400                | \$524,100                | \$508,300                | 253.1                    | 253.4                    | 245.8                    | (0.1%)              | 3.0%               |
| Condo Apartment: Westshore                 | \$404,200                | \$408,700                | \$395,200                | 227.7                    | 230.2                    | 222.6                    | (1.1%)              | 2.3%               |
| Condo Apartment: Peninsula                 | \$487,700                | \$473,600                | \$478,600                | 241.4                    | 234.4                    | 236.9                    | 3.0%                | 1.9%               |
| Row/Townhouse: Greater Victoria            | \$602,200                | \$594,300                | \$585,300                | 214.0                    | 211.2                    | 208.0                    | 1.3%                | 2.9%               |
| Row/Townhouse: Core                        | \$660,400                | \$658,900                | \$647,800                | 226.3                    | 225.8                    | 222.0                    | 0.2%                | 1.9%               |
| Row/Townhouse: Westshore                   | \$507,500                | \$499,200                | \$486,100                | 189.9                    | 186.8                    | 181.9                    | 1.7%                | 4.4%               |
| Row/Townhouse: Peninsula                   | \$567,200                | \$553,500                | \$561,800                | 218.2                    | 212.9                    | 216.1                    | 2.5%                | 1.0%               |

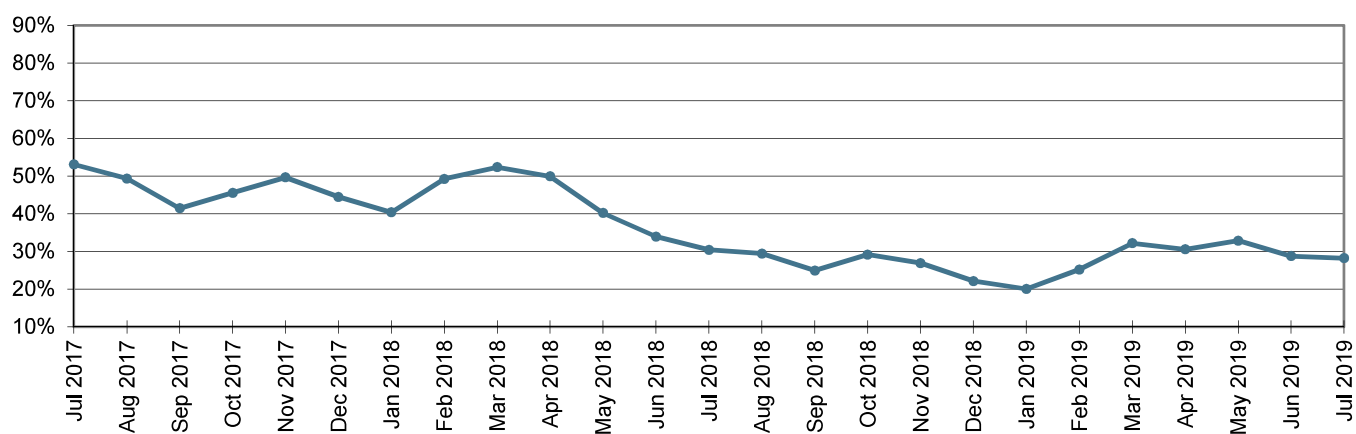
|        |                             |   |
|--------|-----------------------------|---|
| Legend | <b>Benchmark Price:</b>     | the calculated MLS® HPI Benchmark Price for this Benchmark Home   |
|        | <b>Benchmark Index:</b>     | the percentage change in this Benchmark Price since <b>January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

For more information on the MLS® Home Price Index, visit [vreb.org/mls-statistics](http://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

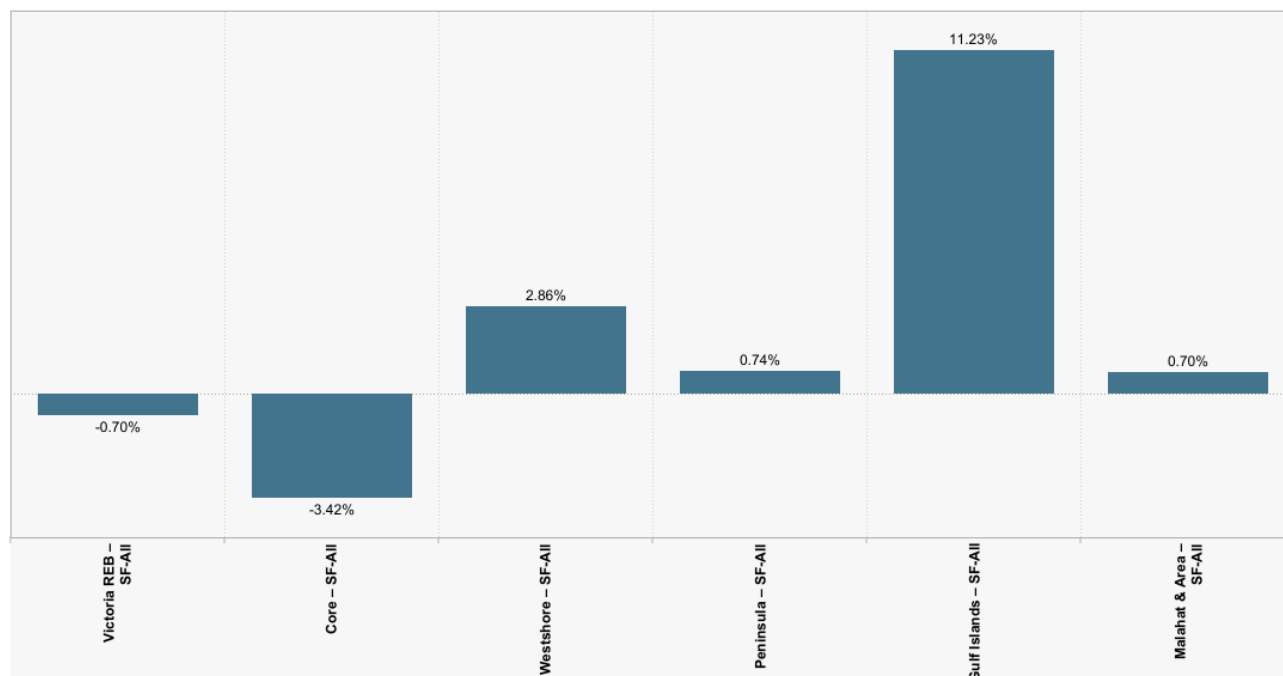
1. Area Group  
VREB Area Summary

2. Property Type  
Single Family-All (SF-All)

3. Area/Property Type Selection  
All

% Difference of HPI from 12 Months Ago (July 2018 to July 2019)

Select Timeframe: 12 Months Ago



## MLS® HPI benchmark and value - Condominium / Apartments

### MLS® Home Price Index

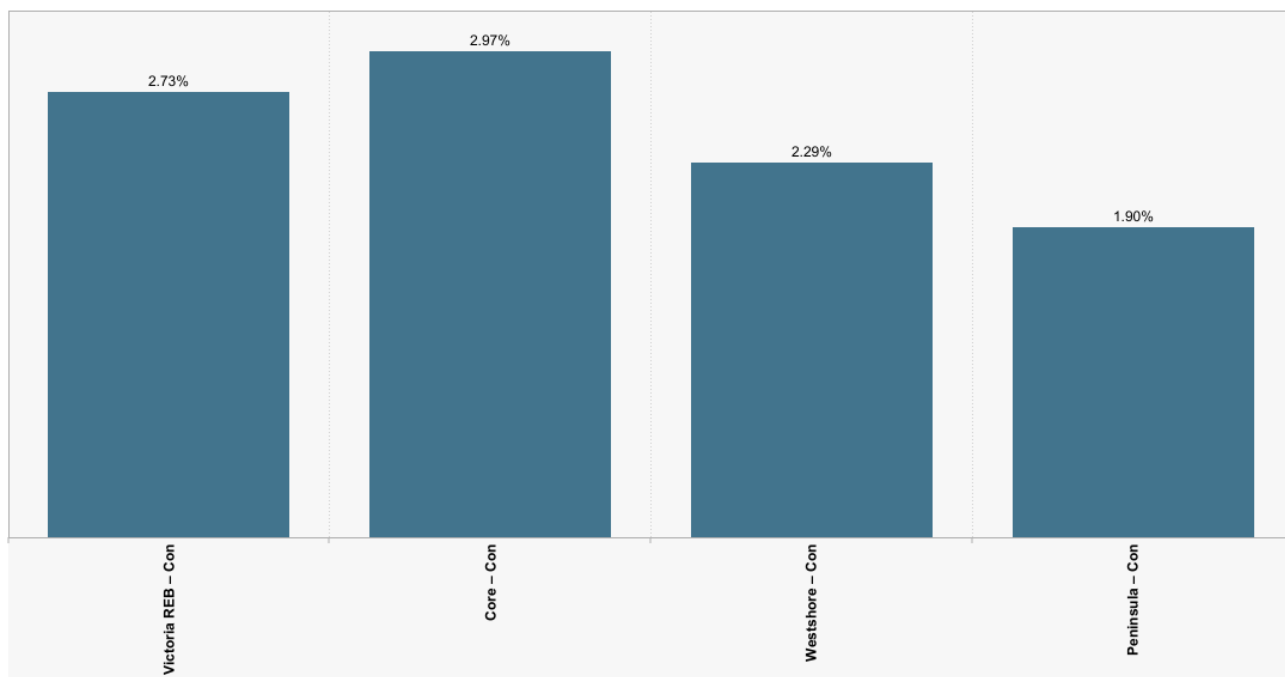
1. Area Group  
VREB Area Summary

2. Property Type  
Condo Apartment (Con)

3. Area/Property Type Selection  
All

% Difference of HPI from 12 Months Ago (July 2018 to July 2019)

Select Timeframe: 12 Months Ago



1. Area Group

VREB District Summary

2. Property Type

Single Family-All (SF-All)

3. Area/Property Type Selection

All

Benchmark Price by Timeframe and Property Type

|                            | July 2019   | 1 Month Ago | 3 Months Ago | 6 Months Ago | 12 Months Ago | 3 Years Ago | 5 Years Ago | January 2005 |
|----------------------------|-------------|-------------|--------------|--------------|---------------|-------------|-------------|--------------|
| Victoria REB – SF-All      | \$756,000   | \$754,200   | \$742,400    | \$734,900    | \$761,300     | \$628,400   | \$503,700   | \$356,300    |
| Victoria – SF-All          | \$831,700   | \$824,300   | \$829,500    | \$807,200    | \$860,600     | \$735,300   | \$542,800   | \$370,800    |
| Victoria West – SF-All     | \$673,200   | \$674,700   | \$650,500    | \$671,000    | \$696,800     | \$536,500   | \$432,500   | \$284,200    |
| Oak Bay – SF-All           | \$1,212,600 | \$1,188,400 | \$1,155,800  | \$1,184,500  | \$1,265,100   | \$1,099,500 | \$773,300   | \$552,000    |
| Esquimalt – SF-All         | \$657,300   | \$661,100   | \$630,400    | \$657,600    | \$683,600     | \$537,700   | \$437,700   | \$292,400    |
| View Royal – SF-All        | \$765,600   | \$760,300   | \$741,900    | \$754,400    | \$774,200     | \$602,000   | \$509,000   | \$347,200    |
| Saanich East – SF-All      | \$871,100   | \$879,400   | \$864,400    | \$864,400    | \$911,700     | \$766,500   | \$583,500   | \$394,500    |
| Saanich West – SF-All      | \$754,400   | \$760,300   | \$734,200    | \$747,800    | \$762,300     | \$611,200   | \$489,500   | \$329,900    |
| Sooke – SF-All             | \$543,300   | \$541,200   | \$539,300    | \$533,000    | \$507,000     | \$387,000   | \$357,100   | \$264,900    |
| Langford – SF-All          | \$637,500   | \$631,400   | \$630,200    | \$622,800    | \$624,900     | \$489,100   | \$428,100   | \$308,000    |
| Metchosin – SF-All         | \$933,100   | \$921,300   | \$912,200    | \$939,000    | \$926,700     | \$668,500   | \$631,200   | \$455,400    |
| Colwood – SF-All           | \$665,600   | \$657,300   | \$671,600    | \$664,300    | \$672,300     | \$535,500   | \$449,100   | \$332,600    |
| Highlands – SF-All         | \$838,600   | \$859,200   | \$849,100    | \$856,100    | \$843,800     | \$721,700   | \$589,500   | \$437,700    |
| North Saanich – SF-All     | \$958,100   | \$956,600   | \$938,600    | \$913,300    | \$949,800     | \$798,700   | \$621,800   | \$487,300    |
| Sidney – SF-All            | \$679,600   | \$669,000   | \$650,300    | \$629,400    | \$667,000     | \$554,500   | \$442,300   | \$321,500    |
| Central Saanich – SF-All   | \$744,600   | \$749,200   | \$742,800    | \$752,100    | \$743,200     | \$621,800   | \$516,100   | \$356,900    |
| ML Malahat & Area – SF-All | \$571,800   | \$578,000   | \$567,800    | \$517,000    | \$567,800     | \$456,800   | \$387,100   | \$282,300    |
| GI Gulf Islands – SF-All   | \$551,400   | \$536,000   | \$509,800    | \$521,400    | \$495,800     | \$380,600   | \$338,700   | \$291,500    |

Note: Areas with insufficient data do not generate statistics and are not included in the dashboard.

Source: Victoria Real Estate Board

[Benchmark  
Descriptions](#)

1. Area Group

VREB District Summary

2. Property Type

Single Family-All (SF-All)

3. Area/Property Type Selection

All

HPI by Timeframe and Property Type

|                            | July 2019 | 1 Month Ago | 3 Months Ago | 6 Months Ago | 12 Months Ago | 3 Years Ago | 5 Years Ago | January 2005 |
|----------------------------|-----------|-------------|--------------|--------------|---------------|-------------|-------------|--------------|
| Victoria REB – SF-All      | 212.2     | 211.7       | 208.4        | 206.3        | 213.7         | 176.4       | 141.4       | 100.0        |
| Victoria – SF-All          | 224.3     | 222.3       | 223.7        | 217.7        | 232.1         | 198.3       | 146.4       | 100.0        |
| Victoria West – SF-All     | 236.9     | 237.4       | 228.9        | 236.1        | 245.2         | 188.8       | 152.2       | 100.0        |
| Oak Bay – SF-All           | 219.7     | 215.3       | 209.4        | 214.6        | 229.2         | 199.2       | 140.1       | 100.0        |
| Esquimalt – SF-All         | 224.8     | 226.1       | 215.6        | 224.9        | 233.8         | 183.9       | 149.7       | 100.0        |
| View Royal – SF-All        | 220.5     | 219.0       | 213.7        | 217.3        | 223.0         | 173.4       | 146.6       | 100.0        |
| Saanich East – SF-All      | 220.8     | 222.9       | 219.1        | 219.1        | 231.1         | 194.3       | 147.9       | 100.0        |
| Saanich West – SF-All      | 228.7     | 230.5       | 222.6        | 226.7        | 231.1         | 185.3       | 148.4       | 100.0        |
| Sooke – SF-All             | 205.1     | 204.3       | 203.6        | 201.2        | 191.4         | 146.1       | 134.8       | 100.0        |
| Langford – SF-All          | 207.0     | 205.0       | 204.6        | 202.2        | 202.9         | 158.8       | 139.0       | 100.0        |
| Metchosin – SF-All         | 204.9     | 202.3       | 200.3        | 206.2        | 203.5         | 146.8       | 138.6       | 100.0        |
| Colwood – SF-All           | 200.1     | 197.6       | 201.9        | 199.7        | 202.1         | 161.0       | 135.0       | 100.0        |
| Highlands – SF-All         | 191.6     | 196.3       | 194.0        | 195.6        | 192.8         | 164.9       | 134.7       | 100.0        |
| North Saanich – SF-All     | 196.6     | 196.3       | 192.6        | 187.4        | 194.9         | 163.9       | 127.6       | 100.0        |
| Sidney – SF-All            | 211.4     | 208.1       | 202.3        | 195.8        | 207.5         | 172.5       | 137.6       | 100.0        |
| Central Saanich – SF-All   | 208.6     | 209.9       | 208.1        | 210.7        | 208.2         | 174.2       | 144.6       | 100.0        |
| ML Malahat & Area – SF-All | 202.5     | 204.7       | 201.1        | 183.1        | 201.1         | 161.8       | 137.1       | 100.0        |
| GI Gulf Islands – SF-All   | 189.2     | 183.9       | 174.9        | 178.9        | 170.1         | 130.6       | 116.2       | 100.0        |

Note: Areas with insufficient data do not generate statistics and are not included in the dashboard.

Source: Victoria Real Estate Board

[Benchmark  
Descriptions](#)



1. Area Group

VREB District Summary

2. Property Type

Condo Apartment (Con)

3. Area/Property Type Selection

All

Benchmark Price by Timeframe and Property Type

|                              | July 2019 | 1 Month Ago | 3 Months Ago | 6 Months Ago | 12 Months Ago | 3 Years Ago | 5 Years Ago | January 2005 |
|------------------------------|-----------|-------------|--------------|--------------|---------------|-------------|-------------|--------------|
| <b>Victoria REB – Con</b>    | \$511,000 | \$511,200   | \$502,400    | \$492,100    | \$497,500     | \$358,400   | \$294,200   | \$205,500    |
| <b>Victoria – Con</b>        | \$488,500 | \$487,300   | \$475,100    | \$462,800    | \$468,400     | \$339,200   | \$273,300   | \$191,100    |
| <b>Victoria West – Con</b>   | \$790,000 | \$790,000   | \$774,100    | \$751,000    | \$806,600     | \$611,100   | \$457,000   | \$338,800    |
| <b>Oak Bay – Con</b>         | \$617,700 | \$610,300   | \$594,100    | \$574,200    | \$569,100     | \$392,700   | \$321,400   | \$253,000    |
| <b>Esquimalt – Con</b>       | \$363,400 | \$363,600   | \$356,700    | \$342,400    | \$357,400     | \$287,300   | \$246,300   | \$155,700    |
| <b>View Royal – Con</b>      | \$492,800 | \$496,800   | \$499,300    | \$491,500    | \$485,200     | \$363,800   | \$305,100   | \$210,400    |
| <b>Saanich East – Con</b>    | \$448,100 | \$451,100   | \$442,100    | \$435,000    | \$436,000     | \$299,100   | \$251,600   | \$169,700    |
| <b>Saanich West – Con</b>    | \$424,600 | \$432,000   | \$422,800    | \$420,000    | \$427,200     | \$303,000   | \$246,800   | \$162,500    |
| <b>Langford – Con</b>        | \$399,300 | \$403,700   | \$404,800    | \$399,000    | \$390,800     | \$282,700   | \$245,500   | \$176,600    |
| <b>Colwood – Con</b>         | \$429,700 | \$435,200   | \$429,800    | \$421,600    | \$412,500     | \$297,900   | \$266,800   | \$179,300    |
| <b>Sidney – Con</b>          | \$489,600 | \$476,100   | \$476,100    | \$475,700    | \$479,100     | \$321,300   | \$282,300   | \$201,800    |
| <b>Central Saanich – Con</b> | \$483,100 | \$465,600   | \$473,400    | \$475,700    | \$481,200     | \$333,600   | \$294,800   | \$205,300    |

**Note:** Areas with insufficient data do not generate statistics and are not included in the dashboard.

**Source:** Victoria Real Estate Board

[Benchmark  
Descriptions](#)





1. Area Group

VREB District Summary

2. Property Type

Condo Apartment (Con)

3. Area/Property Type Selection

All

HPI by Timeframe and Property Type

|                       | July 2019 | 1 Month Ago | 3 Months Ago | 6 Months Ago | 12 Months Ago | 3 Years Ago | 5 Years Ago | January 2005 |
|-----------------------|-----------|-------------|--------------|--------------|---------------|-------------|-------------|--------------|
| Victoria REB – Con    | 248.7     | 248.8       | 244.5        | 239.5        | 242.1         | 174.4       | 143.2       | 100.0        |
| Victoria – Con        | 255.6     | 255.0       | 248.6        | 242.2        | 245.1         | 177.5       | 143.0       | 100.0        |
| Victoria West – Con   | 233.2     | 233.2       | 228.5        | 221.7        | 238.1         | 180.4       | 134.9       | 100.0        |
| Oak Bay – Con         | 244.1     | 241.2       | 234.8        | 226.9        | 224.9         | 155.2       | 127.0       | 100.0        |
| Esquimalt – Con       | 233.4     | 233.5       | 229.1        | 219.9        | 229.5         | 184.5       | 158.2       | 100.0        |
| View Royal – Con      | 234.2     | 236.1       | 237.3        | 233.6        | 230.6         | 172.9       | 145.0       | 100.0        |
| Saanich East – Con    | 264.1     | 265.9       | 260.6        | 256.4        | 257.0         | 176.3       | 148.3       | 100.0        |
| Saanich West – Con    | 261.3     | 265.9       | 260.2        | 258.5        | 262.9         | 186.5       | 151.9       | 100.0        |
| Langford – Con        | 226.1     | 228.6       | 229.2        | 225.9        | 221.3         | 160.1       | 139.0       | 100.0        |
| Colwood – Con         | 239.6     | 242.7       | 239.7        | 235.1        | 230.0         | 166.1       | 148.8       | 100.0        |
| Sidney – Con          | 242.6     | 235.9       | 235.9        | 235.7        | 237.4         | 159.2       | 139.9       | 100.0        |
| Central Saanich – Con | 235.3     | 226.8       | 230.6        | 231.7        | 234.4         | 162.5       | 143.6       | 100.0        |

Note: Areas with insufficient data do not generate statistics and are not included in the dashboard.

Source: Victoria Real Estate Board

[Benchmark  
Descriptions](#)



1. Area Group

VREB District Summary

2. Property Type

Townhouse (Twn)

3. Area/Property Type Selection

All

Benchmark Price by Timeframe and Property Type

|                         | July 2019 | 1 Month Ago | 3 Months Ago | 6 Months Ago | 12 Months Ago | 3 Years Ago | 5 Years Ago | January 2005 |
|-------------------------|-----------|-------------|--------------|--------------|---------------|-------------|-------------|--------------|
| Victoria REB – Twn      | \$602,200 | \$594,300   | \$601,900    | \$591,500    | \$585,300     | \$473,600   | \$397,300   | \$281,400    |
| Victoria – Twn          | \$631,500 | \$634,700   | \$631,800    | \$630,900    | \$622,900     | \$505,200   | \$409,100   | \$287,700    |
| Victoria West – Twn     | \$671,200 | \$675,700   | \$675,700    | \$621,000    | \$632,400     | \$496,900   | \$429,800   | \$247,600    |
| Esquimalt – Twn         | \$561,000 | \$558,600   | \$552,100    | \$525,500    | \$524,100     | \$433,300   | \$350,900   | \$234,700    |
| View Royal – Twn        | \$621,000 | \$621,700   | \$610,500    | \$606,700    | \$599,700     | \$483,200   | \$374,900   | \$250,100    |
| Saanich East – Twn      | \$735,200 | \$727,700   | \$749,200    | \$731,100    | \$729,700     | \$581,100   | \$481,800   | \$341,000    |
| Saanich West – Twn      | \$586,000 | \$578,000   | \$599,200    | \$585,500    | \$577,100     | \$461,800   | \$393,000   | \$268,800    |
| Sooke – Twn             | \$468,100 | \$463,000   | \$471,700    | \$464,800    | \$456,300     | \$362,100   | \$320,800   | \$256,100    |
| Langford – Twn          | \$502,100 | \$493,700   | \$502,400    | \$492,200    | \$478,600     | \$377,400   | \$338,700   | \$261,500    |
| Colwood – Twn           | \$635,700 | \$616,300   | \$623,700    | \$605,900    | \$602,600     | \$474,100   | \$406,500   | \$334,600    |
| Sidney – Twn            | \$590,600 | \$573,700   | \$602,800    | \$597,400    | \$589,600     | \$453,700   | \$392,000   | \$269,600    |
| Central Saanich – Twn   | \$532,300 | \$523,200   | \$545,500    | \$527,400    | \$523,700     | \$410,300   | \$334,900   | \$245,500    |
| ML Malahat & Area – Twn | \$554,200 | \$526,900   | \$525,200    | \$514,300    | \$546,300     | \$394,100   | \$327,300   | \$241,900    |
| GI Gulf Islands – Twn   | \$529,800 | \$512,700   | \$509,300    | \$490,100    | \$529,500     | \$398,100   | \$330,200   | \$266,100    |

Note: Areas with insufficient data do not generate statistics and are not included in the dashboard.

Source: Victoria Real Estate Board

[Benchmark  
Descriptions](#)

1. Area Group

VREB District Summary

2. Property Type

Townhouse (Twn)

3. Area/Property Type Selection

All

HPI by Timeframe and Property Type

|                         | July 2019 | 1 Month Ago | 3 Months Ago | 6 Months Ago | 12 Months Ago | 3 Years Ago | 5 Years Ago | January 2005 |
|-------------------------|-----------|-------------|--------------|--------------|---------------|-------------|-------------|--------------|
| Victoria REB – Twn      | 214.0     | 211.2       | 213.9        | 210.2        | 208.0         | 168.3       | 141.2       | 100.0        |
| Victoria – Twn          | 219.5     | 220.6       | 219.6        | 219.3        | 216.5         | 175.6       | 142.2       | 100.0        |
| Victoria West – Twn     | 271.1     | 272.9       | 272.9        | 250.8        | 255.4         | 200.7       | 173.6       | 100.0        |
| Esquimalt – Twn         | 239.0     | 238.0       | 235.2        | 223.9        | 223.3         | 184.6       | 149.5       | 100.0        |
| View Royal – Twn        | 248.3     | 248.6       | 244.1        | 242.6        | 239.8         | 193.2       | 149.9       | 100.0        |
| Saanich East – Twn      | 215.6     | 213.4       | 219.7        | 214.4        | 214.0         | 170.4       | 141.3       | 100.0        |
| Saanich West – Twn      | 218.0     | 215.0       | 222.9        | 217.8        | 214.7         | 171.8       | 146.2       | 100.0        |
| Sooke – Twn             | 182.8     | 180.8       | 184.2        | 181.5        | 178.2         | 141.4       | 125.3       | 100.0        |
| Langford – Twn          | 192.0     | 188.8       | 192.1        | 188.2        | 183.0         | 144.3       | 129.5       | 100.0        |
| Colwood – Twn           | 190.0     | 184.2       | 186.4        | 181.1        | 180.1         | 141.7       | 121.5       | 100.0        |
| Sidney – Twn            | 219.1     | 212.8       | 223.6        | 221.6        | 218.7         | 168.3       | 145.4       | 100.0        |
| Central Saanich – Twn   | 216.8     | 213.1       | 222.2        | 214.8        | 213.3         | 167.1       | 136.4       | 100.0        |
| ML Malahat & Area – Twn | 229.1     | 217.8       | 217.1        | 212.6        | 225.8         | 162.9       | 135.3       | 100.0        |
| GI Gulf Islands – Twn   | 199.1     | 192.7       | 191.4        | 184.2        | 199.0         | 149.6       | 124.1       | 100.0        |

Note: Areas with insufficient data do not generate statistics and are not included in the dashboard.

Source: Victoria Real Estate Board

[Benchmark  
Descriptions](#)

1. Area Group

VREB Area Summary

2. Property Type

Single Family-All (SF-All)

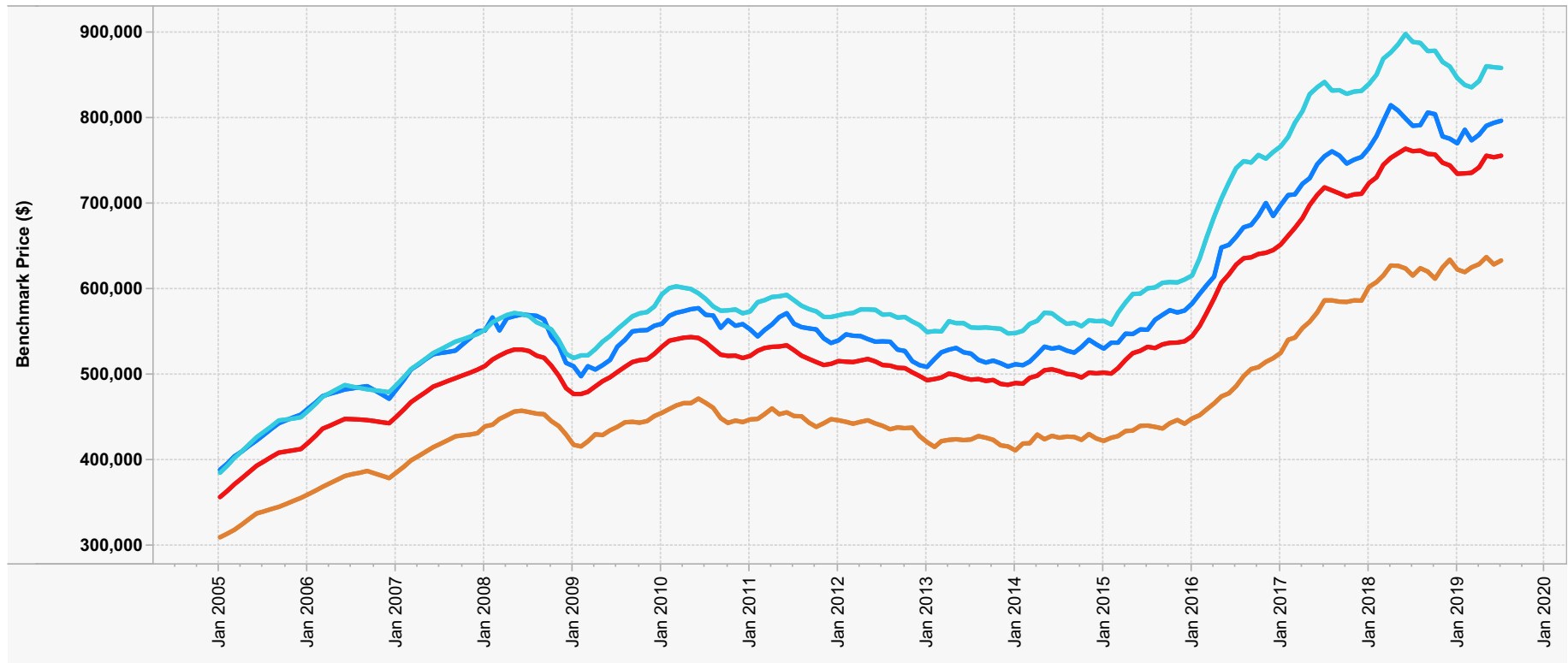
3. Area/Property Type Selection

Multiple values

Benchmark Price Performance over Time

Select Date Range:

All values



Victoria REB – SF-All

Core – SF-All

Westshore – SF-All

Peninsula – SF-All

Note: Areas with insufficient data do not generate statistics and are not included in the dashboard.

Source: Victoria Real Estate Board

[Benchmark Descriptions](#)

1. Area Group

VREB Area Summary

2. Property Type

Condo Apartment (Con)

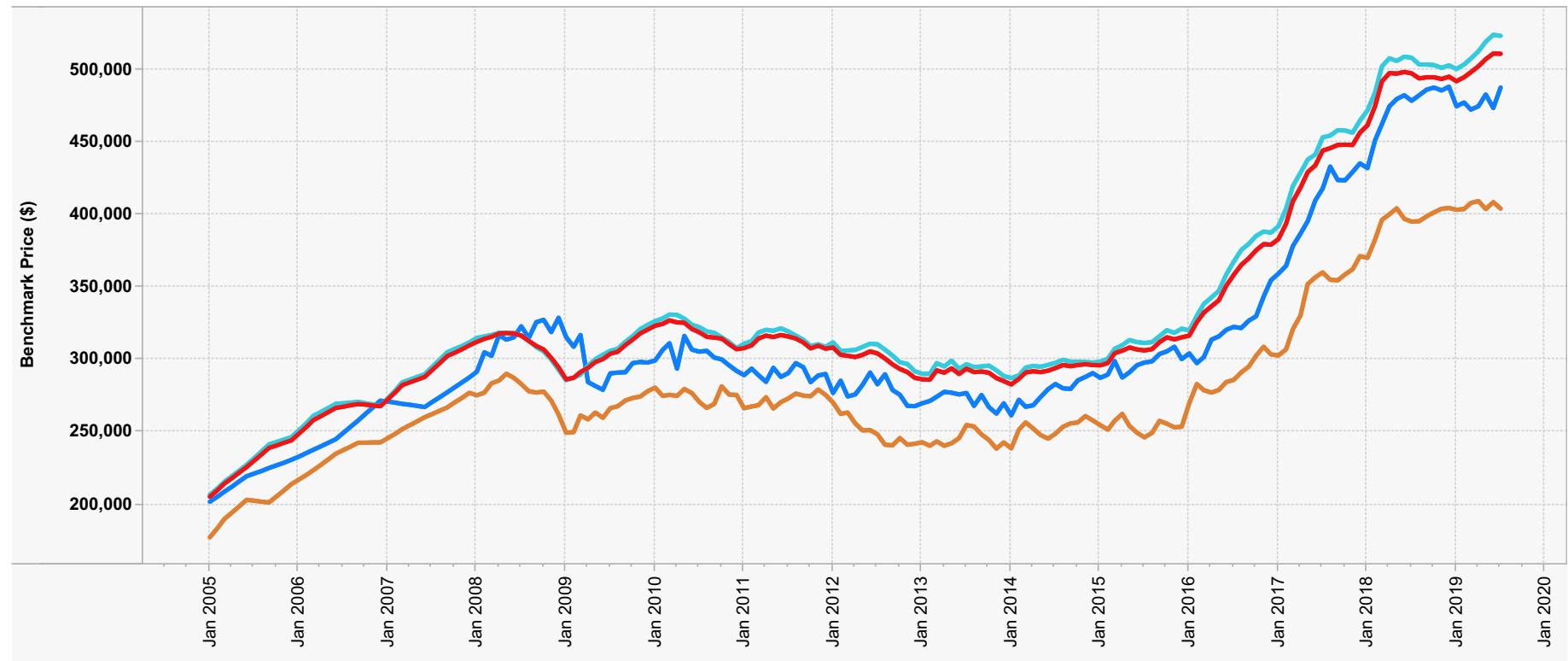
3. Area/Property Type Selection

All

Benchmark Price Performance over Time

Select Date Range:

All values



Victoria REB - Con

Core - Con

Westshore - Con

Peninsula - Con

Note: Areas with insufficient data do not generate statistics and are not included in the dashboard.

Source: Victoria Real Estate Board

[Benchmark  
Descriptions](#)

1. Area Group

VREB Area Summary

2. Property Type

Townhouse (Twn)

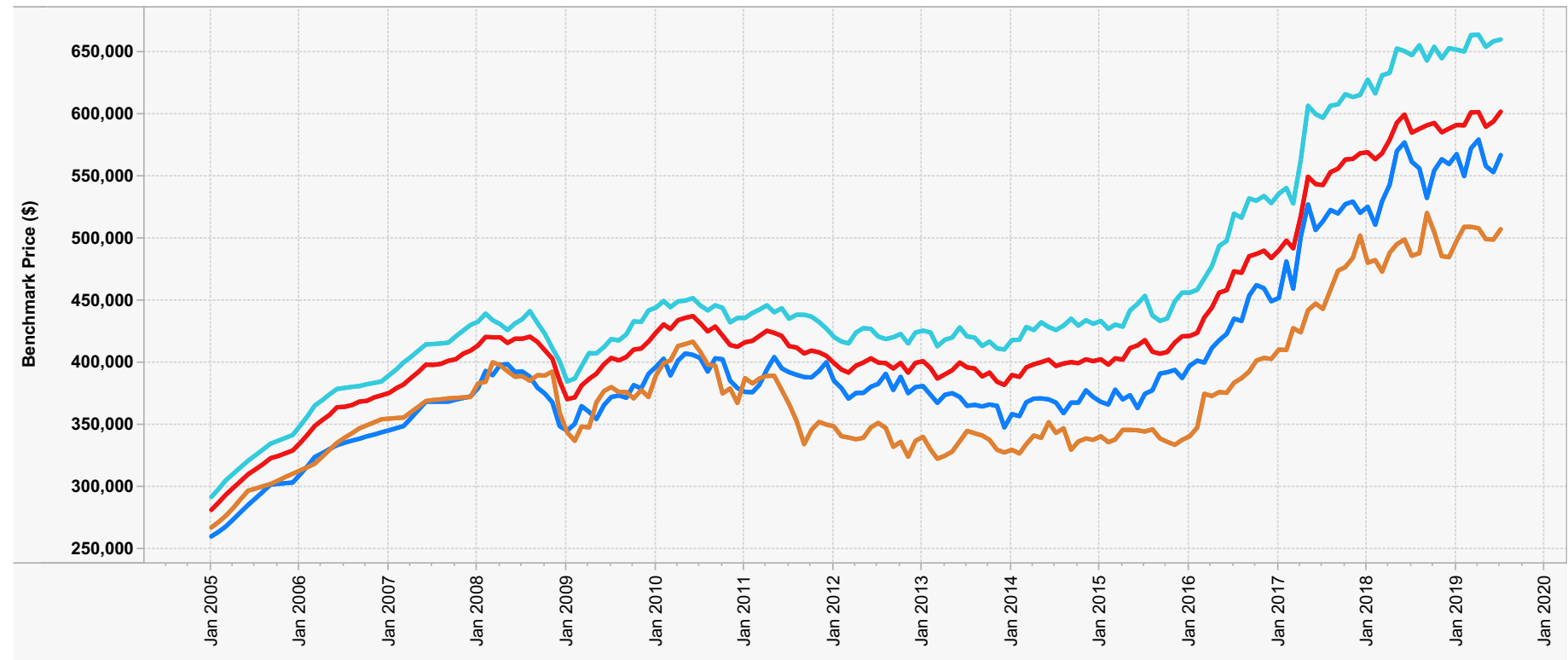
3. Area/Property Type Selection

Multiple values

Benchmark Price Performance over Time

Select Date Range:

All values



Victoria REB - Twn

Core - Twn

Westshore - Twn

Peninsula - Twn

Note: Areas with insufficient data do not generate statistics and are not included in the dashboard.

Source: Victoria Real Estate Board

[Benchmark  
Descriptions](#)

1. Area Group

VREB Area Summary

2. Property Type

Multiple values

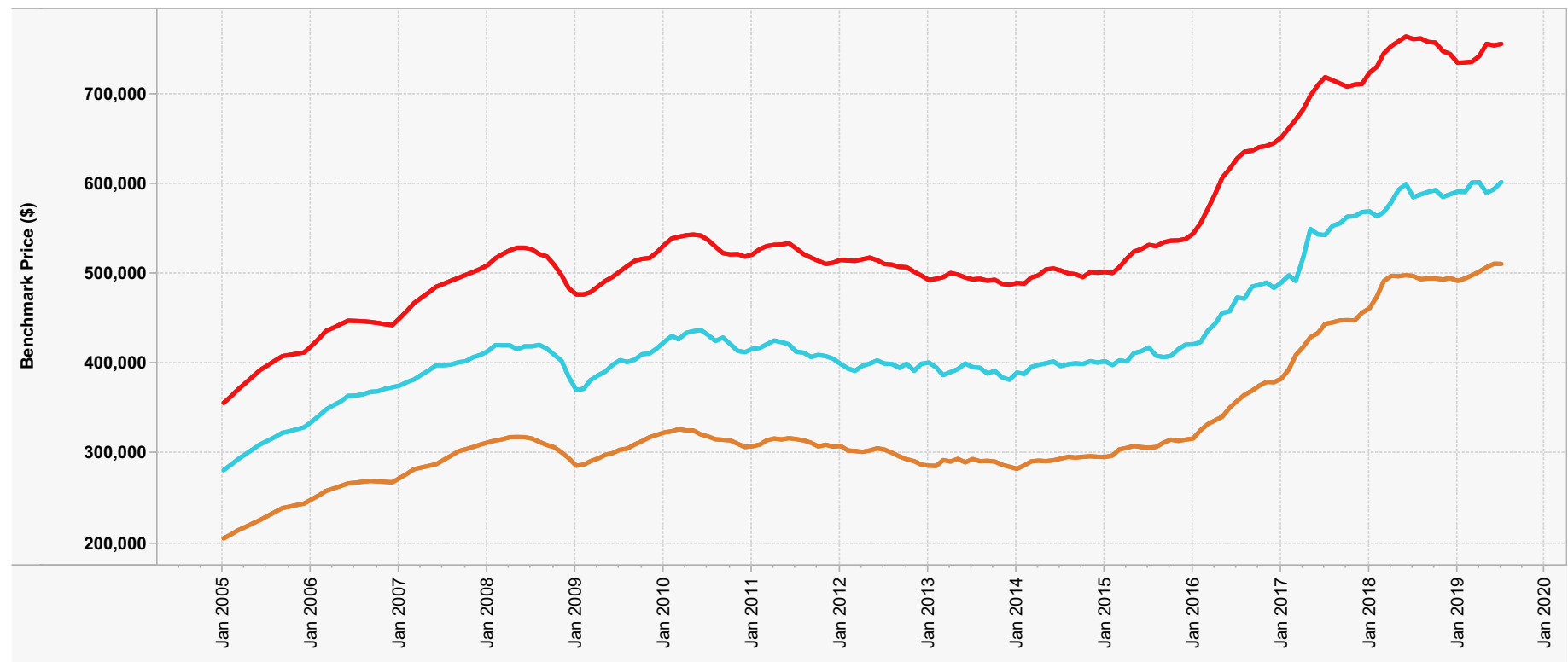
3. Area/Property Type Selection

Multiple values

Benchmark Price Performance over Time

Select Date Range:

All values



Victoria REB - SF-All

Victoria REB - Twn

Victoria REB - Con

Note: Areas with insufficient data do not generate statistics and are not included in the dashboard.

Source: Victoria Real Estate Board

[Benchmark Descriptions](#)

# Monthly Sales Summary

July 2019

Thursday, August 1, 2019

| Region<br>District            | Units      | Total Volume         |
|-------------------------------|------------|----------------------|
| <b>Residential</b>            |            |                      |
| ● Single Family               |            |                      |
| <b>Greater Victoria</b>       |            |                      |
| Victoria                      | 18         | \$18,822,000         |
| Victoria West                 | 1          | \$600,000            |
| Oak Bay                       | 13         | \$15,632,000         |
| Esquimalt                     | 5          | \$3,894,900          |
| View Royal                    | 7          | \$4,794,391          |
| Saanich East                  | 53         | \$48,758,000         |
| Saanich West                  | 31         | \$23,120,725         |
| Central Saanich               | 18         | \$15,367,698         |
| North Saanich                 | 15         | \$13,580,000         |
| Sidney                        | 14         | \$11,290,500         |
| Highlands                     | 6          | \$6,386,000          |
| Colwood                       | 23         | \$16,923,400         |
| Langford                      | 44         | \$31,279,799         |
| Metchosin                     | 3          | \$3,825,000          |
| Sooke                         | 41         | \$22,620,562         |
| Waterfront (all districts)    | 11         | \$16,952,700         |
| <b>Total Greater Victoria</b> | <b>303</b> | <b>\$253,847,675</b> |
| <b>Other Areas</b>            |            |                      |
| Shawnigan Lake / Malahat      | 3          | \$1,599,500          |
| Gulf Islands                  | 14         | \$7,822,000          |
| Upland / Mainland             | 12         | \$8,531,600          |
| Waterfront (all districts)    | 15         | \$10,902,100         |
| <b>Total Other Areas</b>      | <b>44</b>  | <b>\$28,855,200</b>  |
| <b>Total Single Family</b>    | <b>347</b> | <b>\$282,702,875</b> |
| ● Condo Apartment             |            |                      |
| <b>Greater Victoria</b>       |            |                      |
| Victoria                      | 79         | \$39,276,888         |
| Victoria West                 | 9          | \$5,827,000          |
| Oak Bay                       | 2          | \$1,014,000          |
| Esquimalt                     | 8          | \$3,974,000          |
| View Royal                    | 13         | \$5,794,240          |
| Saanich East                  | 39         | \$15,555,600         |
| Saanich West                  | 9          | \$3,653,100          |
| Central Saanich               | 3          | \$1,306,505          |
| Sidney                        | 12         | \$5,068,000          |
| Colwood                       | 4          | \$1,694,800          |
| Langford                      | 24         | \$8,680,450          |
| Sooke                         | 1          | \$350,000            |
| Waterfront (all districts)    | 11         | \$5,860,200          |
| <b>Total Greater Victoria</b> | <b>214</b> | <b>\$98,054,783</b>  |
| <b>Other Areas</b>            |            |                      |
| Upland / Mainland             | 1          | \$168,000            |
| <b>Total Other Areas</b>      | <b>1</b>   | <b>\$168,000</b>     |
| <b>Total Condo Apartment</b>  | <b>215</b> | <b>\$98,222,783</b>  |



# Monthly Sales Summary

July 2019

Thursday, August 1, 2019

| Region<br>District             | Units      | Total Volume         |
|--------------------------------|------------|----------------------|
| ● Row/Townhouse                |            |                      |
| Greater Victoria               |            |                      |
| Victoria                       | 9          | \$5,649,000          |
| Victoria West                  | 4          | \$2,507,500          |
| Oak Bay                        | 3          | \$2,652,500          |
| Esquimalt                      | 3          | \$1,502,000          |
| View Royal                     | 4          | \$1,713,920          |
| Saanich East                   | 10         | \$7,349,800          |
| Saanich West                   | 8          | \$4,886,000          |
| Central Saanich                | 4          | \$2,049,000          |
| North Saanich                  | 3          | \$2,150,000          |
| Sidney                         | 9          | \$5,252,600          |
| Colwood                        | 4          | \$1,856,000          |
| Langford                       | 17         | \$8,434,400          |
| Sooke                          | 8          | \$3,433,699          |
| Waterfront (all districts)     | 2          | \$1,355,000          |
| <b>Total Greater Victoria</b>  | <b>88</b>  | <b>\$50,791,419</b>  |
| Other Areas                    |            |                      |
| Upsland / Mainland             | 1          | \$355,000            |
| <b>Total Other Areas</b>       | <b>1</b>   | <b>\$355,000</b>     |
| <b>Total Row/Townhouse</b>     | <b>89</b>  | <b>\$51,146,419</b>  |
| ● Manufactured Home            |            |                      |
| Greater Victoria               |            |                      |
| View Royal                     | 2          | \$420,500            |
| Central Saanich                | 3          | \$883,000            |
| Sidney                         | 4          | \$1,678,000          |
| Langford                       | 5          | \$743,500            |
| Sooke                          | 3          | \$559,000            |
| Waterfront (all districts)     | 1          | \$75,000             |
| <b>Total Greater Victoria</b>  | <b>18</b>  | <b>\$4,359,000</b>   |
| Other Areas                    |            |                      |
| Waterfront (all districts)     | 1          | \$848,000            |
| <b>Total Other Areas</b>       | <b>1</b>   | <b>\$848,000</b>     |
| <b>Total Manufactured Home</b> | <b>19</b>  | <b>\$5,207,000</b>   |
| <b>Total Residential</b>       | <b>670</b> | <b>\$437,279,077</b> |

# Monthly Sales Summary

July 2019

Thursday, August 1, 2019

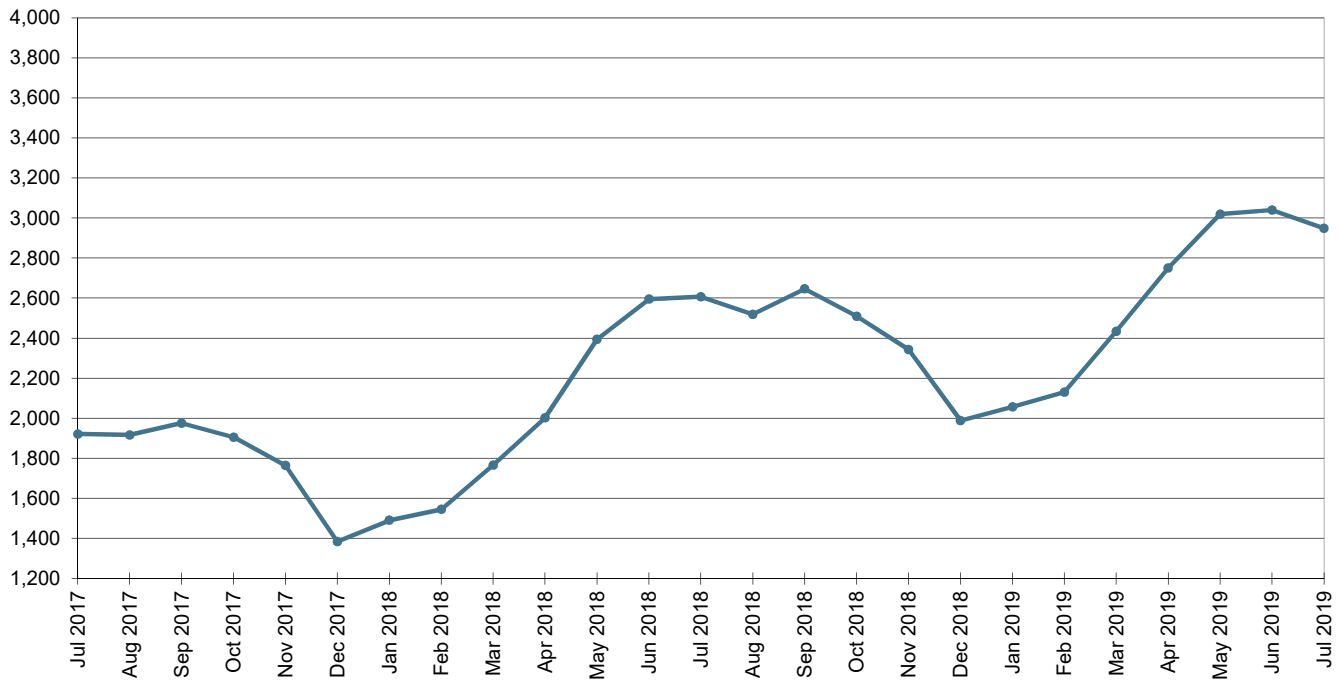
| Region<br>District                             | Units      | Total Volume         |
|--|------------|----------------------|
| <b>Other Property</b>                          |            |                      |
| ● Lots & Acreage (Incl Wtrfrnt)                |            |                      |
| <b>Greater Victoria</b>                        |            |                      |
| Saanich East                                   | 1          | \$798,000            |
| North Saanich                                  | 1          | \$679,000            |
| Langford                                       | 5          | \$1,847,700          |
| Sooke  | 9          | \$2,455,744          |
| <b>Total Greater Victoria</b>                  | <b>16</b>  | <b>\$5,780,444</b>   |
| <b>Other Areas</b>                             |            |                      |
| Shawnigan Lake / Malahat                       | 1          | \$106,750            |
| Gulf Islands                                   | 6          | \$1,146,500          |
| Upland / Mainland                              | 1          | \$4,680,000          |
| <b>Total Other Areas</b>                       | <b>8</b>   | <b>\$5,933,250</b>   |
| <b>Total Lots &amp; Acreage (Incl Wtrfrnt)</b> | <b>24</b>  | <b>\$11,713,694</b>  |
|  |            |                      |
| ● Other Commercial Properties                  | 12         | \$5,973,950          |
|  |            |                      |
| <b>Grand Totals</b>                            | <b>706</b> | <b>\$454,966,721</b> |

## Active Listings, New Listings and Sales

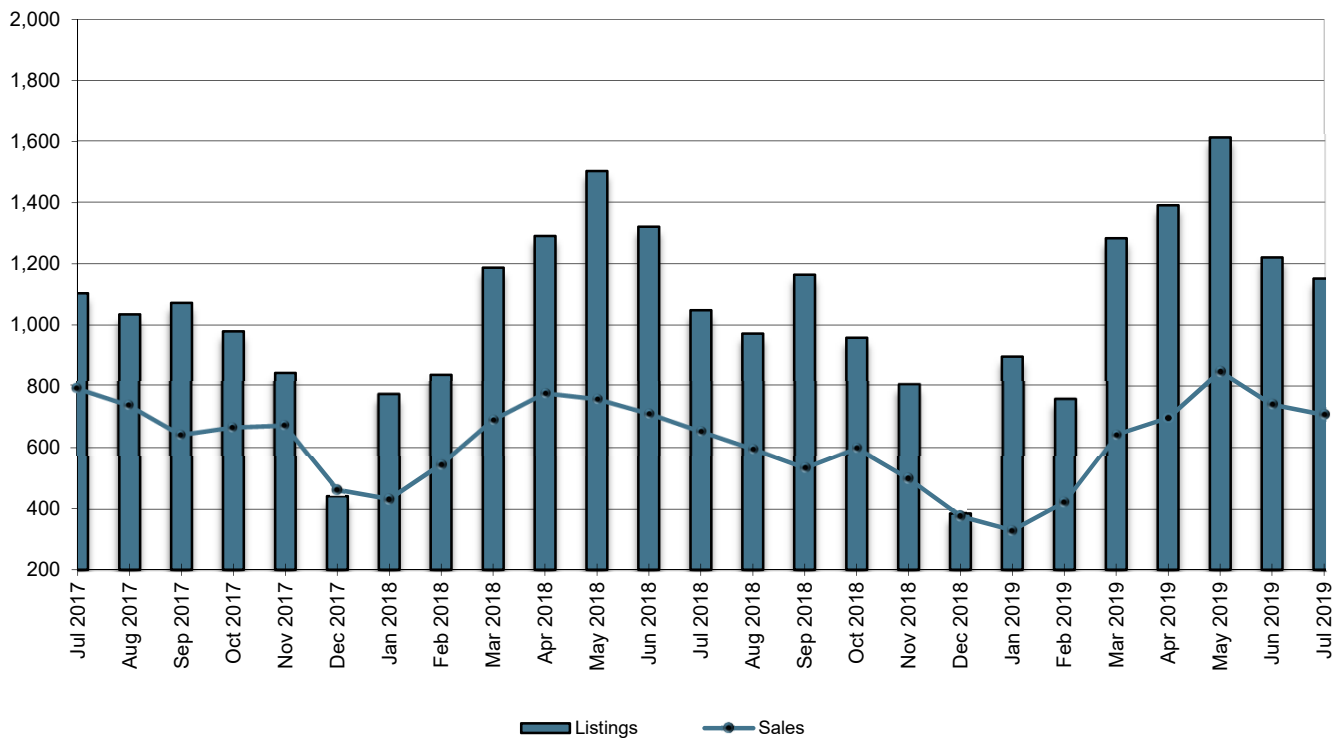
Thursday, August 01, 2019

July 2019

### Total Active MLS® Listings



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



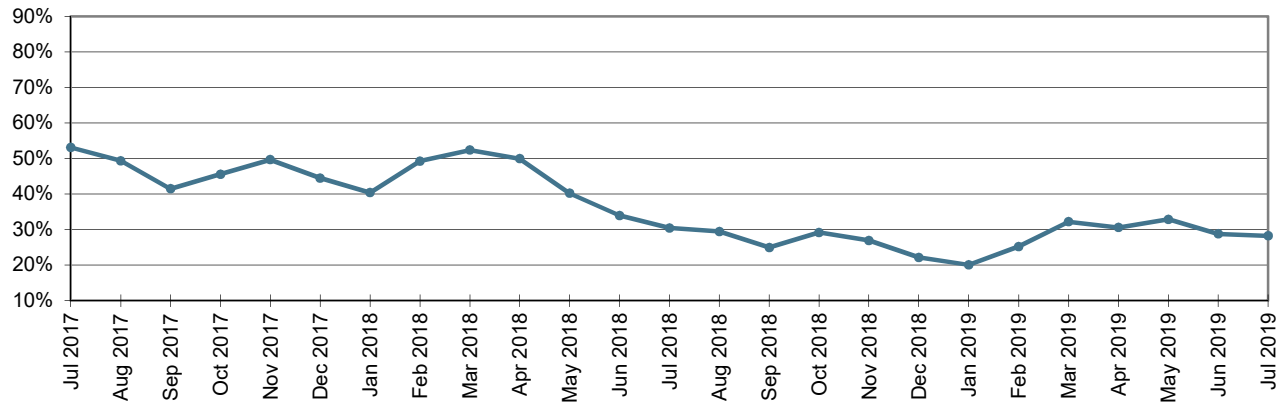
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## Sales to Active Listings Ratio

Thursday, August 01, 2019

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July 2019



### 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

July 2019

Thursday, August 01, 2019

|   | This Year     | Current Month<br>Last Year | % Change | This Year       | Year To Date<br>Last Year | % Change |
|---|---------------|----------------------------|----------|-----------------|---------------------------|----------|
| <b>Single Family - Residential</b>            |               |                            |          |                 |                           |          |
| Units Listed                                  | 482           | 492                        | -2 %     | 3532            | 3457                      | 2 %      |
| Units Sold                                    | 283           | 285                        | -1 %     | 1914            | 1946                      | -2 %     |
| Sell/List Ratio                               | 59 %          | 58 %                       |          | 54 %            | 56 %                      |          |
| Sales Dollars                                 | \$222,527,688 | \$246,533,944              | -10 %    | \$1,567,674,749 | \$1,650,795,860           | -5 %     |
| Average Price / Unit                          | \$786,317     | \$865,031                  | -9 %     | \$819,057       | \$848,302                 | -3 %     |
| Price Ratio                                   | 98 %          | 98 %                       |          | 98 %            | 99 %                      |          |
| Days To Sell                                  | 39            | 36                         | 10 %     | 39              | 31                        | 28 %     |
| Active Listings at Month End                  | 992           | 926                        | 7 %      |                 |                           |          |
| <b>Single Family - Residential Waterfront</b> |               |                            |          |                 |                           |          |
| Units Listed                                  | 52            | 47                         | 11 %     | 311             | 298                       | 4 %      |
| Units Sold                                    | 24            | 15                         | 60 %     | 101             | 101                       | 0 %      |
| Sell/List Ratio                               | 46 %          | 32 %                       |          | 32 %            | 34 %                      |          |
| Sales Dollars                                 | \$27,422,700  | \$23,163,200               | 18 %     | \$132,154,661   | \$156,319,710             | -15 %    |
| Average Price / Unit                          | \$1,142,613   | \$1,544,213                | -26 %    | \$1,308,462     | \$1,547,720               | -15 %    |
| Price Ratio                                   | 95 %          | 96 %                       |          | 95 %            | 95 %                      |          |
| Days To Sell                                  | 69            | 66                         | 4 %      | 93              | 69                        | 34 %     |
| Active Listings at Month End                  | 206           | 180                        | 14 %     |                 |                           |          |
| <b>Single Family - Residential Acreage</b>    |               |                            |          |                 |                           |          |
| Units Listed                                  | 51            | 45                         | 13 %     | 352             | 368                       | -4 %     |
| Units Sold                                    | 24            | 22                         | 9 %      | 150             | 190                       | -21 %    |
| Sell/List Ratio                               | 47 %          | 49 %                       |          | 43 %            | 52 %                      |          |
| Sales Dollars                                 | \$25,235,387  | \$19,793,600               | 27 %     | \$138,804,471   | \$183,042,748             | -24 %    |
| Average Price / Unit                          | \$1,051,474   | \$899,709                  | 17 %     | \$925,363       | \$963,383                 | -4 %     |
| Price Ratio                                   | 95 %          | 97 %                       |          | 96 %            | 97 %                      |          |
| Days To Sell                                  | 80            | 68                         | 17 %     | 71              | 56                        | 27 %     |
| Active Listings at Month End                  | 199           | 158                        | 26 %     |                 |                           |          |
| <b>Condo Apartment</b>                        |               |                            |          |                 |                           |          |
| Units Listed                                  | 308           | 227                        | 36 %     | 2201            | 2021                      | 9 %      |
| Units Sold                                    | 215           | 188                        | 14 %     | 1314            | 1383                      | -5 %     |
| Sell/List Ratio                               | 70 %          | 83 %                       |          | 60 %            | 68 %                      |          |
| Sales Dollars                                 | \$98,222,783  | \$88,824,840               | 11 %     | \$610,278,135   | \$643,379,717             | -5 %     |
| Average Price / Unit                          | \$456,850     | \$472,473                  | -3 %     | \$464,443       | \$465,206                 | 0 %      |
| Price Ratio                                   | 98 %          | 99 %                       |          | 98 %            | 99 %                      |          |
| Days To Sell                                  | 42            | 32                         | 30 %     | 38              | 25                        | 53 %     |
| Active Listings at Month End                  | 619           | 420                        | 47 %     |                 |                           |          |

# Monthly Comparative Activity By Property Type

July 2019

Thursday, August 01, 2019

|                                     | This Year    | Current Month<br>Last Year | % Change | This Year     | Year To Date<br>Last Year | % Change |
|-------------------------------------|--------------|----------------------------|----------|---------------|---------------------------|----------|
| <b>Row/Townhouse</b>                |              |                            |          |               |                           |          |
| Units Listed                        | 119          | 101                        | 18 %     | 883           | 745                       | 19 %     |
| Units Sold                          | 89           | 67                         | 33 %     | 497           | 525                       | -5 %     |
| Sell/List Ratio                     | 75 %         | 66 %                       |          | 56 %          | 70 %                      |          |
| Sales Dollars                       | \$51,146,419 | \$36,985,791               | 38 %     | \$300,912,630 | \$308,316,329             | -2 %     |
| Average Price / Unit                | \$574,679    | \$552,027                  | 4 %      | \$605,458     | \$587,269                 | 3 %      |
| Price Ratio                         | 99 %         | 99 %                       |          | 98 %          | 100 %                     |          |
| Days To Sell                        | 39           | 42                         | -8 %     | 38            | 31                        | 20 %     |
| Active Listings at Month End        | 235          | 192                        | 22 %     |               |                           |          |
| <b>Half Duplex (Up and Down)</b>    |              |                            |          |               |                           |          |
| Units Listed                        | 1            | 0                          | %        | 1             | 2                         | -50 %    |
| Units Sold                          | 0            | 0                          | %        | 0             | 1                         | -100 %   |
| Sell/List Ratio                     | 0 %          | %                          |          | 0 %           | 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        | 1            | 0                          | %        |               |                           |          |
| <b>Half Duplex (Side by Side)</b>   |              |                            |          |               |                           |          |
| Units Listed                        | 12           | 27                         | -56 %    | 80            | 99                        | -19 %    |
| Units Sold                          | 8            | 12                         | -33 %    | 48            | 55                        | -13 %    |
| Sell/List Ratio                     | 67 %         | 44 %                       |          | 60 %          | 56 %                      |          |
| Sales Dollars                       | \$4,279,000  | \$6,837,600                | -37 %    | \$30,603,840  | \$33,727,000              | -9 %     |
| Average Price / Unit                | \$534,875    | \$569,800                  | -6 %     | \$637,580     | \$613,218                 | 4 %      |
| Price Ratio                         | 99 %         | 99 %                       |          | 98 %          | 100 %                     |          |
| Days To Sell                        | 34           | 42                         | -19 %    | 51            | 30                        | 70 %     |
| Active Listings at Month End        | 25           | 32                         | -22 %    |               |                           |          |
| <b>Half Duplex (Front and Back)</b> |              |                            |          |               |                           |          |
| Units Listed                        | 4            | 4                          | 0 %      | 23            | 15                        | 53 %     |
| Units Sold                          | 2            | 2                          | 0 %      | 14            | 12                        | 17 %     |
| Sell/List Ratio                     | 50 %         | 50 %                       |          | 61 %          | 80 %                      |          |
| Sales Dollars                       | \$1,376,500  | \$974,000                  | 41 %     | \$9,738,000   | \$7,303,795               | 33 %     |
| Average Price / Unit                | \$688,250    | \$487,000                  | 41 %     | \$695,571     | \$608,650                 | 14 %     |
| Price Ratio                         | 95 %         | 100 %                      |          | 98 %          | 101 %                     |          |
| Days To Sell                        | 34           | 27                         | 26 %     | 36            | 25                        | 41 %     |
| Active Listings at Month End        | 5            | 2                          | 150 %    |               |                           |          |

# Monthly Comparative Activity By Property Type

July 2019

Thursday, August 01, 2019

|                                     | This Year   | Current Month<br>Last Year | % Change | This Year    | Year To Date<br>Last Year | % Change |
|-------------------------------------|-------------|----------------------------|----------|--------------|---------------------------|----------|
| <b>Recreational</b>                 |             |                            |          |              |                           |          |
| Units Listed                        | 4           | 3                          | 33 %     | 30           | 26                        | 15 %     |
| Units Sold                          | 5           | 1                          | 400 %    | 12           | 12                        | 0 %      |
| Sell/List Ratio                     | 125 %       | 33 %                       |          | 40 %         | 46 %                      |          |
| Sales Dollars                       | \$846,600   | \$21,000                   | 3931 %   | \$1,620,100  | \$839,500                 | 93 %     |
| Average Price / Unit                | \$169,320   | \$21,000                   | 706 %    | \$135,008    | \$69,958                  | 93 %     |
| Price Ratio                         | 92 %        | 92 %                       |          | 93 %         | 90 %                      |          |
| Days To Sell                        | 32          | 276                        | -88 %    | 48           | 157                       | -70 %    |
| Active Listings at Month End        | 21          | 21                         | 0 %      |              |                           |          |
| <b>Manufactured Home</b>            |             |                            |          |              |                           |          |
| Units Listed                        | 28          | 19                         | 47 %     | 147          | 125                       | 18 %     |
| Units Sold                          | 19          | 13                         | 46 %     | 100          | 90                        | 11 %     |
| Sell/List Ratio                     | 68 %        | 68 %                       |          | 68 %         | 72 %                      |          |
| Sales Dollars                       | \$5,207,000 | \$2,930,000                | 78 %     | \$20,898,788 | \$21,196,400              | -1 %     |
| Average Price / Unit                | \$274,053   | \$225,385                  | 22 %     | \$208,988    | \$235,516                 | -11 %    |
| Price Ratio                         | 95 %        | 97 %                       |          | 95 %         | 97 %                      |          |
| Days To Sell                        | 51          | 35                         | 45 %     | 53           | 46                        | 15 %     |
| Active Listings at Month End        | 48          | 41                         | 17 %     |              |                           |          |
| <b>Residential Lot</b>              |             |                            |          |              |                           |          |
| Units Listed                        | 32          | 17                         | 88 %     | 251          | 242                       | 4 %      |
| Units Sold                          | 15          | 10                         | 50 %     | 82           | 73                        | 12 %     |
| Sell/List Ratio                     | 47 %        | 59 %                       |          | 33 %         | 30 %                      |          |
| Sales Dollars                       | \$4,219,750 | \$2,278,000                | 85 %     | \$24,360,470 | \$24,780,598              | -2 %     |
| Average Price / Unit                | \$281,317   | \$227,800                  | 23 %     | \$297,079    | \$339,460                 | -12 %    |
| Price Ratio                         | 97 %        | 95 %                       |          | 94 %         | 98 %                      |          |
| Days To Sell                        | 100         | 129                        | -22 %    | 141          | 125                       | 13 %     |
| Active Listings at Month End        | 192         | 174                        | 10 %     |              |                           |          |
| <b>Residential Lot - Waterfront</b> |             |                            |          |              |                           |          |
| Units Listed                        | 3           | 1                          | 200 %    | 30           | 32                        | -6 %     |
| Units Sold                          | 4           | 2                          | 100 %    | 10           | 13                        | -23 %    |
| Sell/List Ratio                     | 133 %       | 200 %                      |          | 33 %         | 41 %                      |          |
| Sales Dollars                       | \$1,452,444 | \$1,909,900                | -24 %    | \$6,115,944  | \$11,546,900              | -47 %    |
| Average Price / Unit                | \$363,111   | \$954,950                  | -62 %    | \$611,594    | \$888,223                 | -31 %    |
| Price Ratio                         | 94 %        | 93 %                       |          | 95 %         | 95 %                      |          |
| Days To Sell                        | 428         | 54                         | 699 %    | 269          | 61                        | 339 %    |
| Active Listings at Month End        | 21          | 25                         | -16 %    |              |                           |          |

# Monthly Comparative Activity By Property Type

July 2019

Thursday, August 01, 2019

|   | This Year   | Current Month<br>Last Year | % Change | This Year    | Year To Date<br>Last Year | % Change |
|---|-------------|----------------------------|----------|--------------|---------------------------|----------|
| <b>Residential Acreage</b>              |             |                            |          |              |                           |          |
| Units Listed                            | 14          | 16                         | -13 %    | 107          | 138                       | -22 %    |
| Units Sold                              | 5           | 7                          | -29 %    | 32           | 53                        | -40 %    |
| Sell/List Ratio                         | 36 %        | 44 %                       |          | 30 %         | 38 %                      |          |
| Sales Dollars                           | \$6,041,500 | \$3,054,000                | 98 %     | \$18,224,500 | \$24,376,288              | -25 %    |
| Average Price / Unit                    | \$1,208,300 | \$436,286                  | 177 %    | \$569,516    | \$459,930                 | 24 %     |
| Price Ratio                             | 94 %        | 95 %                       |          | 93 %         | 93 %                      |          |
| Days To Sell                            | 122         | 160                        | -24 %    | 153          | 130                       | 17 %     |
| Active Listings at Month End            | 95          | 96                         | -1 %     |              |                           |          |
| <b>Residential Acreage - Waterfront</b> |             |                            |          |              |                           |          |
| Units Listed                            | 6           | 6                          | 0 %      | 29           | 44                        | -34 %    |
| Units Sold                              | 0           | 3                          | -100 %   | 8            | 11                        | -27 %    |
| Sell/List Ratio                         | 0 %         | 50 %                       |          | 28 %         | 25 %                      |          |
| Sales Dollars                           | \$0         | \$3,048,000                | -100 %   | \$16,525,000 | \$10,960,000              | 51 %     |
| Average Price / Unit                    |             | \$1,016,000                | %        | \$2,065,625  | \$996,364                 | 107 %    |
| Price Ratio                             | %           | 96 %                       |          | 96 %         | 96 %                      |          |
| Days To Sell                            |             | 88                         | %        | 298          | 110                       | 170 %    |
| Active Listings at Month End            | 31          | 40                         | -23 %    |              |                           |          |
| <b>Revenue - Duplex/Triplex</b>         |             |                            |          |              |                           |          |
| Units Listed                            | 5           | 8                          | -38 %    | 27           | 46                        | -41 %    |
| Units Sold                              | 1           | 3                          | -67 %    | 9            | 18                        | -50 %    |
| Sell/List Ratio                         | 20 %        | 38 %                       |          | 33 %         | 39 %                      |          |
| Sales Dollars                           | \$1,015,000 | \$2,700,900                | -62 %    | \$8,711,800  | \$18,695,400              | -53 %    |
| Average Price / Unit                    | \$1,015,000 | \$900,300                  | 13 %     | \$967,978    | \$1,038,633               | -7 %     |
| Price Ratio                             | 97 %        | 97 %                       |          | 97 %         | 97 %                      |          |
| Days To Sell                            | 80          | 26                         | 208 %    | 39           | 37                        | 5 %      |
| Active Listings at Month End            | 14          | 13                         | 8 %      |              |                           |          |
| <b>Revenue - Multi Unit</b>             |             |                            |          |              |                           |          |
| Units Listed                            | 2           | 2                          | 0 %      | 11           | 20                        | -45 %    |
| Units Sold                              | 0           | 1                          | -100 %   | 4            | 5                         | -20 %    |
| Sell/List Ratio                         | 0 %         | 50 %                       |          | 36 %         | 25 %                      |          |
| Sales Dollars                           | \$0         | \$1,650,000                | -100 %   | \$6,488,000  | \$8,995,000               | -28 %    |
| Average Price / Unit                    |             | \$1,650,000                | %        | \$1,622,000  | \$1,799,000               | -10 %    |
| Price Ratio                             | %           | 97 %                       |          | 97 %         | 99 %                      |          |
| Days To Sell                            |             | 21                         | %        | 70           | 43                        | 63 %     |
| Active Listings at Month End            | 8           | 13                         | -38 %    |              |                           |          |



# Monthly Comparative Activity By Property Type

July 2019

Thursday, August 01, 2019

|  | This Year   | Current Month<br>Last Year | % Change | This Year    | Year To Date<br>Last Year | % Change |
|--|-------------|----------------------------|----------|--------------|---------------------------|----------|
| <b>Revenue - Apartment Block</b>         |             |                            |          |              |                           |          |
| Units Listed                             | 0           | 0                          | %        | 8            | 11                        | -27 %    |
| Units Sold                               | 1           | 2                          | -50 %    | 3            | 3                         | 0 %      |
| Sell/List Ratio                          | %           | %                          |          | 38 %         | 27 %                      |          |
| Sales Dollars                            | \$2,850,000 | \$5,700,000                | -50 %    | \$11,280,000 | \$6,910,000               | 63 %     |
| Average Price / Unit                     | \$2,850,000 | \$2,850,000                | 0 %      | \$3,760,000  | \$2,303,333               | 63 %     |
| Price Ratio                              | 92 %        | 97 %                       |          | 93 %         | 99 %                      |          |
| Days To Sell                             | 110         | 64                         | 72 %     | 89           | 46                        | 94 %     |
| Active Listings at Month End             | 2           | 8                          | -75 %    |              |                           |          |
| <b>Revenue - Commercial</b>              |             |                            |          |              |                           |          |
| Units Listed                             | 9           | 3                          | 200 %    | 56           | 33                        | 70 %     |
| Units Sold                               | 5           | 5                          | 0 %      | 21           | 14                        | 50 %     |
| Sell/List Ratio                          | 56 %        | 167 %                      |          | 38 %         | 42 %                      |          |
| Sales Dollars                            | \$2,859,000 | \$85,967,876               | -97 %    | \$12,144,120 | \$94,486,876              | -87 %    |
| Average Price / Unit                     | \$571,800   | \$17,193,575               | -97 %    | \$578,291    | \$6,749,063               | -91 %    |
| Price Ratio                              | 94 %        | 1094 %                     |          | 94 %         | 558 %                     |          |
| Days To Sell                             | 45          | 351                        | -87 %    | 95           | 247                       | -61 %    |
| Active Listings at Month End             | 39          | 25                         | 56 %     |              |                           |          |
| <b>Revenue - Industrial</b>              |             |                            |          |              |                           |          |
| Units Listed                             | 0           | 0                          | %        | 2            | 0                         | %        |
| Units Sold                               | 0           | 0                          | %        | 1            | 0                         | %        |
| Sell/List Ratio                          | %           | %                          |          | 50 %         | %                         |          |
| Sales Dollars                            | \$0         | \$0                        | %        | \$249,000    | \$0                       | %        |
| Average Price / Unit                     |             |                            | %        | \$249,000    |                           | %        |
| Price Ratio                              | %           | %                          |          | 100 %        | %                         |          |
| Days To Sell                             |             |                            | %        | 21           |                           | %        |
| Active Listings at Month End             | 1           | 0                          | %        |              |                           |          |
| <b>Business with Land &amp; Building</b> |             |                            |          |              |                           |          |
| Units Listed                             | 1           | 4                          | -75 %    | 34           | 38                        | -11 %    |
| Units Sold                               | 0           | 3                          | -100 %   | 9            | 15                        | -40 %    |
| Sell/List Ratio                          | 0 %         | 75 %                       |          | 26 %         | 39 %                      |          |
| Sales Dollars                            | \$0         | \$6,604,952                | -100 %   | \$6,770,059  | \$12,729,984              | -47 %    |
| Average Price / Unit                     |             | \$2,201,651                | %        | \$752,229    | \$848,666                 | -11 %    |
| Price Ratio                              | %           | 97 %                       |          | 106 %        | 96 %                      |          |
| Days To Sell                             |             | 140                        | %        | 139          | 115                       | 21 %     |
| Active Listings at Month End             | 32          | 39                         | -18 %    |              |                           |          |

# Monthly Comparative Activity By Property Type

July 2019

Thursday, August 01, 2019

|                              | This Year | Current Month<br>Last Year | % Change | This Year   | Year To Date<br>Last Year | % Change |
|------------------------------|-----------|----------------------------|----------|-------------|---------------------------|----------|
| <b>Business Only</b>         |           |                            |          |             |                           |          |
| Units Listed                 | 9         | 17                         | -47 %    | 88          | 107                       | -18 %    |
| Units Sold                   | 4         | 6                          | -33 %    | 22          | 17                        | 29 %     |
| Sell/List Ratio              | 44 %      | 35 %                       |          | 25 %        | 16 %                      |          |
| Sales Dollars                | \$264,900 | \$542,805                  | -51 %    | \$1,821,500 | \$1,509,805               | 21 %     |
| Average Price / Unit         | \$66,225  | \$90,468                   | -27 %    | \$82,795    | \$88,812                  | -7 %     |
| Price Ratio                  | 82 %      | 78 %                       |          | 73 %        | 77 %                      |          |
| Days To Sell                 | 116       | 64                         | 80 %     | 106         | 73                        | 46 %     |
| Active Listings at Month End | 73        | 89                         | -18 %    |             |                           |          |
| <b>Motel/Hotel</b>           |           |                            |          |             |                           |          |
| 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 | 1         | 1                          | 0 %      |             |                           |          |
| <b>Lease - Office</b>        |           |                            |          |             |                           |          |
| Units Listed                 | 0         | 1                          | -100 %   | 29          | 31                        | -6 %     |
| Units Sold                   | 1         | 1                          | 0 %      | 10          | 7                         | 43 %     |
| Sell/List Ratio              | %         | 100 %                      |          | 34 %        | 23 %                      |          |
| Sales Dollars                | \$25      | \$19                       | 30 %     | \$200       | \$1,599                   | -88 %    |
| Average Price / Unit         | \$25      | \$19                       | 30 %     | \$20        | \$228                     | -91 %    |
| Price Ratio                  | %         | %                          |          | %           | 107 %                     |          |
| Days To Sell                 | 298       | 137                        | 118 %    | 183         | 144                       | 27 %     |
| Active Listings at Month End | 18        | 33                         | -45 %    |             |                           |          |
| <b>Lease - Retail</b>        |           |                            |          |             |                           |          |
| Units Listed                 | 4         | 2                          | 100 %    | 30          | 16                        | 88 %     |
| Units Sold                   | 0         | 0                          | %        | 6           | 3                         | 100 %    |
| Sell/List Ratio              | 0 %       | 0 %                        |          | 20 %        | 19 %                      |          |
| Sales Dollars                | \$0       | \$0                        | %        | \$116       | \$2,329                   | -95 %    |
| Average Price / Unit         |           |                            | %        | \$19        | \$776                     | -98 %    |
| Price Ratio                  | %         | %                          |          | 2 %         | 101 %                     |          |
| Days To Sell                 |           |                            | %        | 110         | 146                       | -25 %    |
| Active Listings at Month End | 27        | 20                         | 35 %     |             |                           |          |

# Monthly Comparative Activity By Property Type

July 2019

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|                              | This Year | Current Month<br>Last Year | % Change | This Year   | Year To Date<br>Last Year | % Change |
|------------------------------|-----------|----------------------------|----------|-------------|---------------------------|----------|
| <b>Lease - Warehouse</b>     |           |                            |          |             |                           |          |
| Units Listed                 | 0         | 0                          | %        | 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                          | %        |             |                           |          |
| <b>Lease - Industrial</b>    |           |                            |          |             |                           |          |
| Units Listed                 | 0         | 0                          | %        | 1           | 2                         | -50 %    |
| Units Sold                   | 0         | 0                          | %        | 1           | 0                         | %        |
| Sell/List Ratio              | %         | %                          |          | 100 %       | 0 %                       |          |
| Sales Dollars                | \$0       | \$0                        | %        | \$9         | \$0                       | %        |
| Average Price / Unit         |           |                            | %        | \$9         |                           | %        |
| Price Ratio                  | %         | %                          |          | %           | %                         |          |
| Days To Sell                 |           |                            | %        | 45          |                           | %        |
| Active Listings at Month End | 0         | 2                          | -100 %   |             |                           |          |
| <b>Lease - Other</b>         |           |                            |          |             |                           |          |
| Units Listed                 | 3         | 4                          | -25 %    | 31          | 28                        | 11 %     |
| Units Sold                   | 1         | 3                          | -67 %    | 10          | 5                         | 100 %    |
| Sell/List Ratio              | 33 %      | 75 %                       |          | 32 %        | 18 %                      |          |
| Sales Dollars                | \$25      | \$2,461                    | -99 %    | \$212       | \$393,261                 | -100 %   |
| Average Price / Unit         | \$25      | \$820                      | -97 %    | \$21        | \$78,652                  | -100 %   |
| Price Ratio                  | %         | 114 %                      |          | %           | 13331 %                   |          |
| Days To Sell                 | 51        | 165                        | -69 %    | 140         | 151                       | -7 %     |
| Active Listings at Month End | 25        | 39                         | -36 %    |             |                           |          |
| <b>Commercial Land</b>       |           |                            |          |             |                           |          |
| Units Listed                 | 3         | 2                          | 50 %     | 20          | 16                        | 25 %     |
| Units Sold                   | 0         | 0                          | %        | 2           | 0                         | %        |
| Sell/List Ratio              | 0 %       | 0 %                        |          | 10 %        | 0 %                       |          |
| Sales Dollars                | \$0       | \$0                        | %        | \$1,520,000 | \$0                       | %        |
| Average Price / Unit         |           |                            | %        | \$760,000   |                           | %        |
| Price Ratio                  | %         | %                          |          | 84 %        | %                         |          |
| Days To Sell                 |           |                            | %        | 250         |                           | %        |
| Active Listings at Month End | 18        | 18                         | 0 %      |             |                           |          |

# Monthly Comparative Activity By Property Type

July 2019

Thursday, August 01, 2019

|                              | This Year     | Current Month<br>Last Year | % Change | This Year       | Year To Date<br>Last Year | % Change |
|------------------------------|---------------|----------------------------|----------|-----------------|---------------------------|----------|
| <b>Grand Totals</b>          |               |                            |          |                 |                           |          |
| Units Listed                 | 1152          | 1048                       | 10 %     | 8316            | 7962                      | 4 %      |
| Units Sold                   | 706           | 651                        | 8 %      | 4380            | 4552                      | -4 %     |
| Sell/List Ratio              | 61 %          | 62 %                       |          | 53 %            | 57 %                      |          |
| Sales Dollars                | \$454,966,721 | \$539,522,888              | -16 %    | \$2,926,896,304 | \$3,220,754,100           | -9 %     |
| Average Price / Unit         | \$644,429     | \$828,760                  | -22 %    | \$668,241       | \$707,547                 | -6 %     |
| Price Ratio                  | 98 %          | 115 %                      |          | 98 %            | 101 %                     |          |
| Days To Sell                 | 48            | 45                         | 7 %      | 47              | 36                        | 30 %     |
| Active Listings at Month End | 2949          | 2607                       | 13 %     |                 |                           |          |