

Victoria Real Estate Market's cool conditions continue

A total of 329 properties sold in the Victoria Real Estate Board region this January, 23.7 per cent fewer than the 431 properties sold in January 2018 and a 12.3 per cent decrease from December 2018. Sales of condominiums were down 5.9 per cent from January 2018 with 111 units sold but were up from December 2018 by 7.8 per cent. Sales of single family homes were down 29.3 per cent from January 2018 with 152 sold.

"It's already an interesting year for local real estate. REALTORS® are keeping busy showing homes and writing offers, however actual sales are slower than we would expect in an average January," says 2019 Victoria Real Estate Board President Cheryl Woolley. "There are many reasons consumers are hesitant to purchase "For instance, changes to mortgage lending rules have decreased the amount of funds buyers can qualify for by up to twenty-five per cent. In turn, some consumers are re-evaluating their expectations and looking at condos and townhomes rather than single family homes; or they are looking at single family homes further outside the core. As well, many buyers appear to be waiting for new inventory to open up, while sellers are watching the market closely to see what their homes are worth and what the spring market may bring."

There were 2,057 active listings for sale on the Victoria Real Estate Board Multiple Listing Service® at the end of January 2019, an increase of 3.5 per cent compared to the month of December and a 38 per cent increase from the 1,491 active listings for sale at the end of January 2018.

The Multiple Listing Service® Home Price Index benchmark value for a single family home in the Victoria Core in January 2018 was \$840,100. The benchmark value for the same home in January 2019 increased by 0.9 per cent to \$847,800, lower than December's value of \$858,600. The MLS® HPI benchmark value for a condominium in the Victoria Core area in January 2018 was \$471,300, while the benchmark value for the same condominium in January 2019 increased by 6 per cent to \$499,700, slightly lower than December's value of \$502,400.

"Over the past few years, demand in Greater Victoria has outstripped supply, putting upward pressure on pricing. While many of the new developments proposed for our region are being built for much needed rental and social housing units, it will provide little relief for buyers who are caught in the pinch between tougher lending rules and higher prices," adds President Woolley. "Moving forward, we anticipate continued interest in our region as people gravitate towards our mild climate, beautiful amenities and the lifestyle Greater Victoria offers."

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 1,377 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 - January									2018 - December			2018 - January		
	Units	LM%	LY%	Average\$	LM%	LY%	Median\$	LM%	LY%	Units	Average\$	Median\$	Units	Average\$	Median\$
Single Family Greater Victoria	135	-11.8%	-30.1%	\$851,117	-5.6%	-8.1%	\$742,000	-4.3%	-5.5%	153	\$901,387	\$775,000	193	\$925,715	\$785,000
Single Family Other Areas	17	-19.0%	-22.7%	\$609,759	-6.5%	-0.7%	\$520,000	-1.4%	-15.3%	21	\$652,363	\$527,500	22	\$614,332	\$614,000
Single Family Total All Areas	152	-12.6%	-29.3%	\$824,123	-5.4%	-7.8%	\$737,000	-3.0%	-1.7%	174	\$871,333	\$760,000	215	\$893,852	\$750,000
Condos	111	7.8%	-5.9%	\$418,024	-11.6%	-15.7%	\$389,900	-7.7%	-6.0%	103	\$472,612	\$422,500	118	\$495,718	\$415,000
Townhouses	37	2.8%	-40.3%	\$595,560	-12.0%	11.5%	\$540,000	-1.8%	4.3%	36	\$676,800	\$550,050	62	\$534,162	\$517,500
Manufactured Homes	9	-25.0%	-18.2%	\$223,699	73.9%	0.5%	\$165,000	17.9%	-15.4%	12	\$128,646	\$140,000	11	\$222,682	\$195,000
Total Residential	309	-4.9%	-23.9%							325			406		
Total Sales	329	-12.3%	-23.7%							375			431		
Active Listings	2,057	3.5%	38.0%							1,988			1,491		

Legend

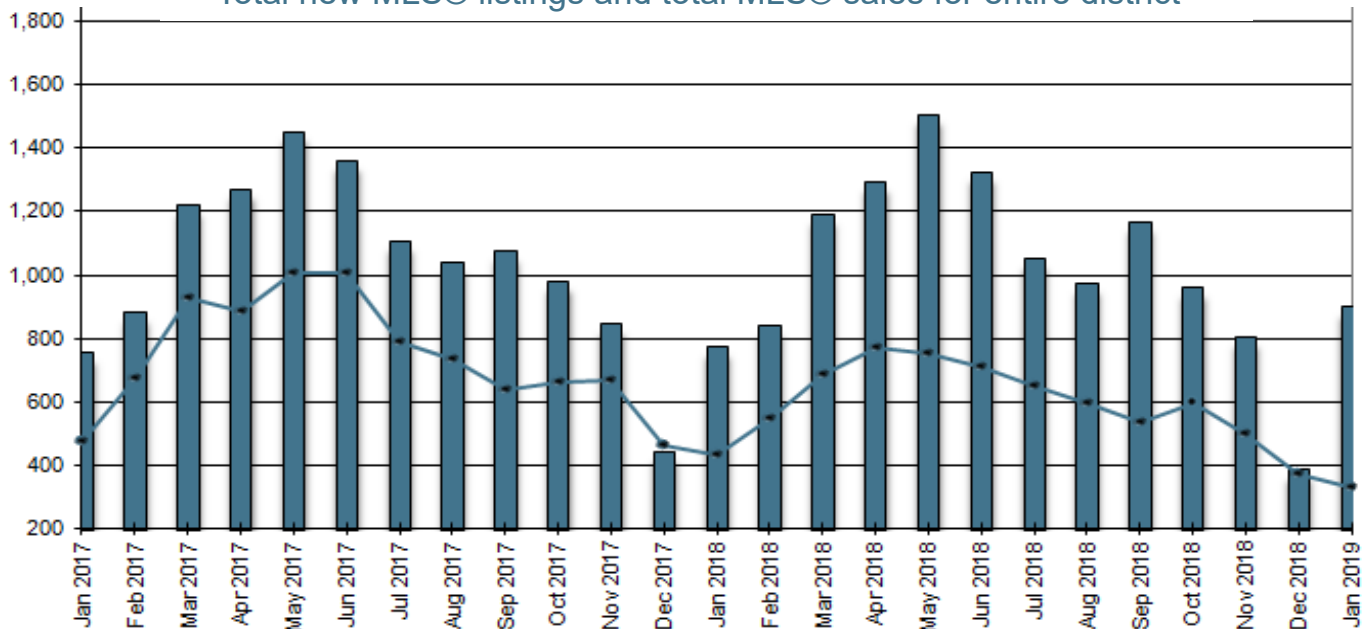
Units: net number of listings sold
 LM%: percentage change since Last Month
 LY%: percentage change since This Month Last Year
 Average\$: average selling price
 Median\$: median selling price
 Active Listings: total listings on the market at midnight on the last day of the month

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

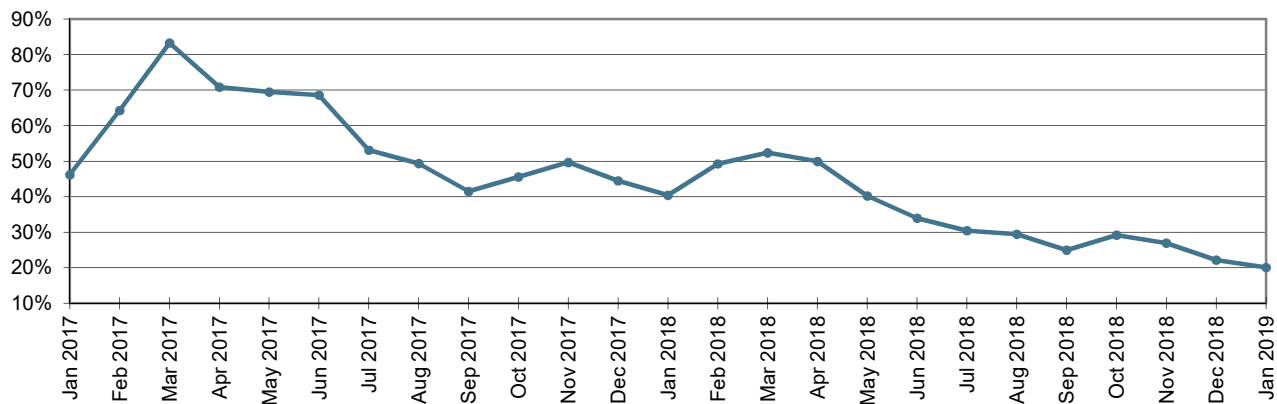
Commonly Quoted Benchmark Home	January 2019 Benchmark Price	December 2018 Benchmark Price	January 2018 Benchmark Price	January 2019 Index Value	December 2018 Index Value	January 2018 Index Value	LM%	LY%
Single Family Benchmark Home: Greater Victoria	\$742,000	\$751,700	\$726,000	207.4	210.1	203.1	-1.3%	2.2%
Single Family Benchmark Home: Core	\$847,800	\$858,600	\$840,100	219.7	222.5	217.7	-1.3%	0.9%
Single Family Benchmark Home: Westshore	\$626,400	\$630,700	\$599,400	202.1	203.5	193.4	-0.7%	4.5%
Single Family Benchmark Home: Peninsula	\$770,500	\$775,900	\$765,000	198.4	199.8	197.0	-0.7%	0.7%
Condo Benchmark Home: Greater Victoria	\$491,700	\$495,400	\$462,000	238.5	240.3	224.1	-0.7%	6.4%
Townhouse Benchmark Home: Greater Victoria	\$587,500	\$584,600	\$561,000	206.6	205.6	197.3	0.5%	4.7%

Legend	Current Month:	January 2019
	Last Month:	December 2018
	Last Year:	January 2018
	LM%:	Percentage change between current month and last month
	LY%:	Percentage change between current month and same month last year

Total new MLS® listings and total MLS® sales for entire district



Sales to Active Listings Ratio



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


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

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

MLS® HPI benchmark and value - Single Family Homes

The Victoria Real Estate Board uses the MLS® Home Price Index (MLS® HPI) to report on market trends. The MLS® HPI uses the concept of a benchmark home, a notional home with common attributes of typical homes in a defined area.

Through the analysis of over ten years of Victoria Real Estate Board MLS® sales data, the MLS® HPI defined benchmark homes for Victoria in each category (single family homes, townhouses, condos) and for each neighbourhood. The benchmark starting point was 2005, where each type of property and neighbourhood was assigned an index value of 100.

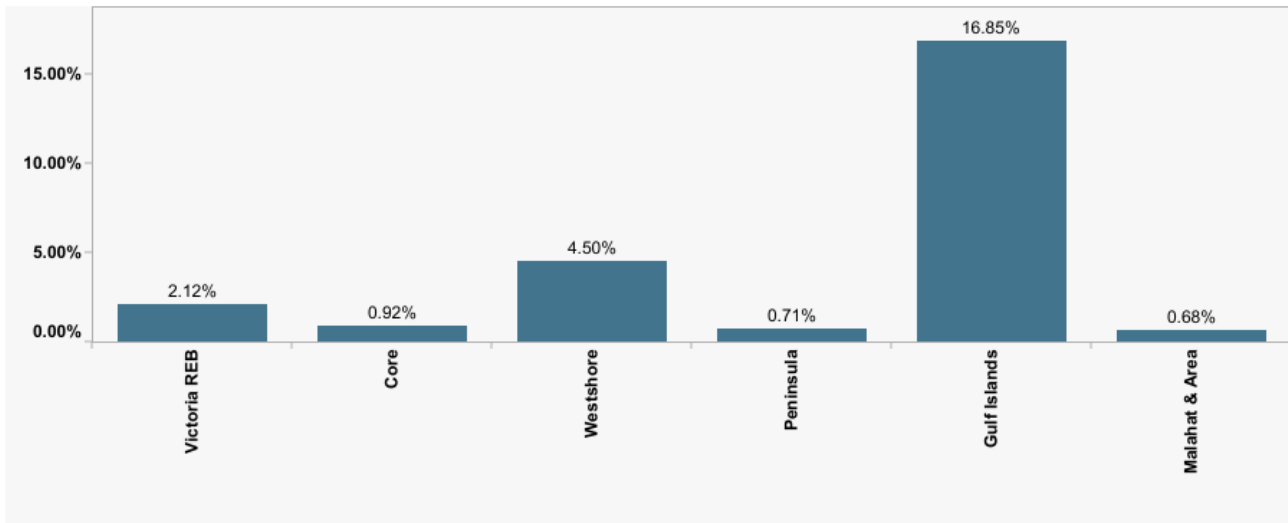
MLS® Home Price Index  **HPI or Benchmark**
(Applies to all tabs)
 HPI
 Benchmark

Area
VREB Area Summary

Property Type
Single Family - All


% Difference of Benchmark from 12 Months Ago (Jan '18 to Jan '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)

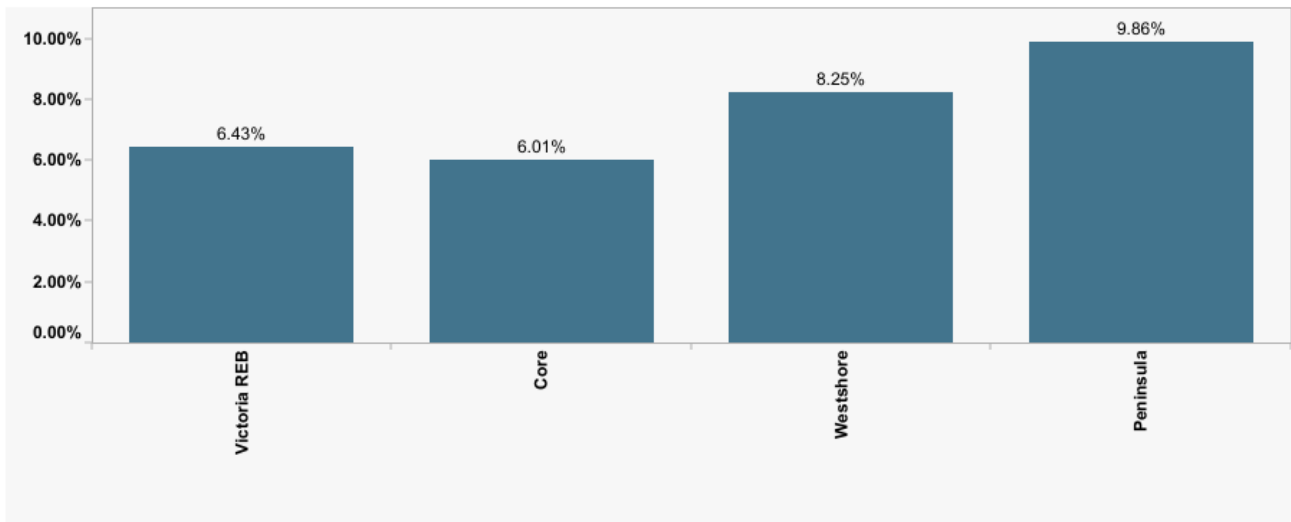
- HPI
- Benchmark

Area
VREB Area Summary

Property Type
Condo Apartment

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

Select Timeframe: 12 Months Ago



Source: Victoria Real Estate Board

Benchmark by Timeframe and Property Type: Single Family - All

	January 2019	1 Month Ago	3 Months Ago	6 Months Ago	12 Months Ago	36 Months Ago	60 Months Ago	January 2005
Victoria REB	\$742,000	\$751,700	\$765,300	\$766,000	\$726,600	\$544,900	\$488,700	\$357,800
Victoria	\$807,500	\$825,700	\$851,000	\$859,900	\$804,500	\$609,100	\$532,200	\$371,600
Victoria West	\$656,300	\$660,200	\$669,800	\$679,500	\$621,700	\$465,200	\$409,800	\$283,000
Oak Bay	\$1,184,500	\$1,209,900	\$1,286,600	\$1,265,100	\$1,233,600	\$857,200	\$736,900	\$552,000
Esquimalt	\$636,500	\$638,500	\$647,400	\$657,400	\$603,000	\$461,300	\$411,400	\$286,700
View Royal	\$733,400	\$730,700	\$747,600	\$738,400	\$696,000	\$526,000	\$492,900	\$330,800
Saanich East	\$864,400	\$875,000	\$895,900	\$911,700	\$865,200	\$636,300	\$565,700	\$394,500
Saanich West	\$750,000	\$753,000	\$757,700	\$763,700	\$718,100	\$525,200	\$482,900	\$333,100
Sooke	\$533,000	\$538,000	\$513,900	\$507,000	\$490,900	\$361,600	\$347,300	\$264,900
Langford	\$627,100	\$634,000	\$620,300	\$631,200	\$605,500	\$448,800	\$418,400	\$309,700
Metchosin	\$939,000	\$950,000	\$912,200	\$926,700	\$868,000	\$630,700	\$626,200	\$455,400
Colwood	\$684,300	\$682,300	\$701,500	\$712,600	\$671,500	\$489,800	\$450,000	\$337,100
Highlands	\$856,100	\$838,100	\$852,600	\$843,800	\$826,800	\$635,100	\$591,700	\$437,700
North Saanich	\$913,300	\$921,100	\$957,600	\$949,800	\$906,900	\$698,300	\$606,700	\$487,300
Sidney	\$629,400	\$646,800	\$672,500	\$667,000	\$638,400	\$489,900	\$422,400	\$321,500
Central Saanich	\$752,100	\$744,200	\$766,700	\$743,200	\$732,800	\$552,900	\$495,400	\$356,900
ML Malahat & Area	\$549,200	\$572,400	\$591,800	\$584,900	\$545,500	\$418,100	\$358,000	\$285,800
GI Gulf Islands	\$521,400	\$518,500	\$525,200	\$495,800	\$446,200	\$344,500	\$336,600	\$291,500

Source: Victoria Real Estate Board



HPI by Timeframe and Property Type: Single Family - All

	January 2019	1 Month Ago	3 Months Ago	6 Months Ago	12 Months Ago	36 Months Ago	60 Months Ago	January 2005
Victoria REB	207.4	210.1	213.9	214.1	203.1	152.3	136.6	100.0
Victoria	217.3	222.2	229.0	231.4	216.5	163.9	143.2	100.0
Victoria West	231.9	233.3	236.7	240.1	219.7	164.4	144.8	100.0
Oak Bay	214.6	219.2	233.1	229.2	223.5	155.3	133.5	100.0
Esquimalt	222.0	222.7	225.8	229.3	210.3	160.9	143.5	100.0
View Royal	221.7	220.9	226.0	223.2	210.4	159.0	149.0	100.0
Saanich East	219.1	221.8	227.1	231.1	219.3	161.3	143.4	100.0
Saanich West	225.2	226.1	227.5	229.3	215.6	157.7	145.0	100.0
Sooke	201.2	203.1	194.0	191.4	185.3	136.5	131.1	100.0
Langford	202.5	204.7	200.3	203.8	195.5	144.9	135.1	100.0
Metchosin	206.2	208.6	200.3	203.5	190.6	138.5	137.5	100.0
Colwood	203.0	202.4	208.1	211.4	199.2	145.3	133.5	100.0
Highlands	195.6	191.5	194.8	192.8	188.9	145.1	135.2	100.0
North Saanich	187.4	189.0	196.5	194.9	186.1	143.3	124.5	100.0
Sidney	195.8	201.2	209.2	207.5	198.6	152.4	131.4	100.0
Central Saanich	210.7	208.5	214.8	208.2	205.3	154.9	138.8	100.0
ML Malahat & Area	192.2	200.3	207.1	204.7	190.9	146.3	125.3	100.0
GI Gulf Islands	178.9	177.9	180.2	170.1	153.1	118.2	115.5	100.0

Source: Victoria Real Estate Board



Benchmark by Timeframe and Property Type: Condo Apartment

	January 2019	1 Month Ago	3 Months Ago	6 Months Ago	12 Months Ago	36 Months Ago	60 Months Ago	January 2005
Victoria REB	\$491,700	\$495,400	\$495,600	\$497,700	\$462,000	\$317,100	\$285,300	\$206,200
Victoria	\$462,800	\$466,500	\$462,100	\$468,400	\$438,200	\$287,000	\$258,800	\$191,100
Victoria West	\$751,000	\$767,600	\$786,900	\$806,600	\$768,600	\$561,700	\$446,500	\$338,800
Oak Bay	\$574,200	\$558,500	\$577,200	\$569,100	\$499,300	\$336,800	\$336,000	\$253,000
Esquimalt	\$342,400	\$348,800	\$350,200	\$357,400	\$345,100	\$273,400	\$237,000	\$155,700
View Royal	\$473,500	\$478,300	\$481,800	\$471,500	\$447,100	\$339,200	\$305,400	\$217,700
Saanich East	\$435,000	\$431,900	\$435,800	\$436,000	\$389,900	\$265,200	\$249,700	\$169,700
Saanich West	\$420,000	\$421,800	\$422,600	\$427,200	\$392,700	\$268,900	\$238,800	\$162,500
Langford	\$390,400	\$392,500	\$393,200	\$383,700	\$359,900	\$263,200	\$246,900	\$177,400
Colwood	\$407,900	\$412,900	\$413,900	\$399,600	\$375,400	\$270,900	\$251,400	\$166,800
Sidney	\$475,700	\$489,200	\$488,600	\$479,100	\$433,100	\$302,500	\$260,300	\$201,800
Central Saanich	\$475,700	\$489,400	\$488,800	\$481,200	\$432,600	\$319,000	\$273,000	\$205,300

Source: Victoria Real Estate Board

HPI by Timeframe and Property Type: Condo Apartment

	January 2019	1 Month Ago	3 Months Ago	6 Months Ago	12 Months Ago	36 Months Ago	60 Months Ago	January 2005
Victoria REB	238.5	240.3	240.4	241.4	224.1	153.8	138.4	100.0
Victoria	242.2	244.1	241.8	245.1	229.3	150.2	135.4	100.0
Victoria West	221.7	226.6	232.3	238.1	226.9	165.8	131.8	100.0
Oak Bay	226.9	220.7	228.1	224.9	197.3	133.1	132.8	100.0
Esquimalt	219.9	224.0	224.9	229.5	221.6	175.6	152.2	100.0
View Royal	217.5	219.7	221.3	216.6	205.4	155.8	140.3	100.0
Saanich East	256.4	254.6	256.9	257.0	229.8	156.3	147.2	100.0
Saanich West	258.5	259.6	260.1	262.9	241.7	165.5	147.0	100.0
Langford	220.1	221.3	221.7	216.3	202.9	148.4	139.2	100.0
Colwood	244.5	247.5	248.1	239.5	225.0	162.4	150.7	100.0
Sidney	235.7	242.4	242.1	237.4	214.6	149.9	129.0	100.0
Central Saanich	231.7	238.4	238.1	234.4	210.7	155.4	133.0	100.0

Source: Victoria Real Estate Board

Benchmark by Timeframe and Property Type: Townhouse

	January 2019	1 Month Ago	3 Months Ago	6 Months Ago	12 Months Ago	36 Months Ago	60 Months Ago	January 2005
Victoria REB	\$587,500	\$584,600	\$588,900	\$581,800	\$561,000	\$418,000	\$387,600	\$284,300
Victoria	\$630,900	\$622,600	\$632,100	\$622,900	\$599,800	\$441,000	\$413,100	\$287,700
Victoria West	\$621,000	\$648,200	\$631,600	\$632,400	\$599,700	\$428,900	\$403,800	\$247,600
Esquimalt	\$525,500	\$529,500	\$534,900	\$524,100	\$515,400	\$373,000	\$343,400	\$234,700
View Royal	\$622,200	\$636,000	\$637,100	\$617,400	\$619,300	\$432,200	\$386,600	\$265,300
Saanich East	\$731,100	\$731,400	\$723,900	\$729,700	\$704,200	\$518,000	\$470,900	\$341,000
Saanich West	\$585,500	\$584,400	\$578,800	\$577,100	\$555,600	\$413,700	\$379,800	\$268,800
Sooke	\$464,800	\$452,500	\$474,700	\$456,300	\$454,800	\$319,300	\$308,600	\$256,100
Langford	\$492,200	\$479,400	\$497,400	\$478,600	\$471,800	\$336,800	\$325,100	\$261,500
Colwood	\$605,900	\$587,200	\$622,700	\$602,600	\$599,900	\$404,200	\$392,100	\$334,600
Sidney	\$597,400	\$585,800	\$578,500	\$589,600	\$554,500	\$418,100	\$379,600	\$269,600
Central Saanich	\$527,400	\$523,400	\$520,500	\$523,700	\$489,300	\$371,000	\$330,700	\$245,500
ML Malahat & Area	\$532,900	\$545,600	\$536,200	\$548,900	\$454,300	\$355,000	\$333,100	\$295,600
GI Gulf Islands	\$468,400	\$469,300	\$459,200	\$473,200	\$420,400	\$348,400	\$335,900	\$303,700

Source: Victoria Real Estate Board



HPI by Timeframe and Property Type: Townhouse

	January 2019	1 Month Ago	3 Months Ago	6 Months Ago	12 Months Ago	36 Months Ago	60 Months Ago	January 2005
Victoria REB	206.6	205.6	207.1	204.6	197.3	147.0	136.3	100.0
Victoria	219.3	216.4	219.7	216.5	208.5	153.3	143.6	100.0
Victoria West	250.8	261.8	255.1	255.4	242.2	173.2	163.1	100.0
Esquimalt	223.9	225.6	227.9	223.3	219.6	158.9	146.3	100.0
View Royal	234.5	239.7	240.1	232.7	233.4	162.9	145.7	100.0
Saanich East	214.4	214.5	212.3	214.0	206.5	151.9	138.1	100.0
Saanich West	217.8	217.4	215.3	214.7	206.7	153.9	141.3	100.0
Sooke	181.5	176.7	185.4	178.2	177.6	124.7	120.5	100.0
Langford	188.2	183.3	190.2	183.0	180.4	128.8	124.3	100.0
Colwood	181.1	175.5	186.1	180.1	179.3	120.8	117.2	100.0
Sidney	221.6	217.3	214.6	218.7	205.7	155.1	140.8	100.0
Central Saanich	214.8	213.2	212.0	213.3	199.3	151.1	134.7	100.0
ML Malahat & Area	180.3	184.6	181.4	185.7	153.7	120.1	112.7	100.0
GI Gulf Islands	154.2	154.5	151.2	155.8	138.4	114.7	110.6	100.0

Source: Victoria Real Estate Board

Monthly Sales Summary

January 2019

Friday, February 1, 2019

Region District	Units	Total Volume
Residential		
● Single Family		
Greater Victoria		
Victoria	17	\$17,190,400
Victoria West	1	\$905,000
Oak Bay	8	\$9,100,000
Esquimalt	5	\$3,122,000
View Royal	4	\$2,844,381
Saanich East	22	\$20,199,417
Saanich West	12	\$10,031,000
Central Saanich	5	\$5,559,948
North Saanich	5	\$4,512,500
Sidney	3	\$2,048,900
Highlands	2	\$2,210,000
Colwood	5	\$3,543,500
Langford	28	\$18,826,995
Sooke	16	\$8,631,750
Waterfront (all districts)	2	\$6,175,000
Total Greater Victoria	135	\$114,900,791
Other Areas		
Shawnigan Lake / Malahat	1	\$700,000
Gulf Islands	9	\$5,306,500
Upland / Mainland	3	\$1,407,900
Waterfront (all districts)	4	\$2,951,500
Total Other Areas	17	\$10,365,900
Total Single Family	152	\$125,266,691
● Condominium		
Greater Victoria		
Victoria	45	\$19,644,400
Victoria West	4	\$2,509,000
Oak Bay	4	\$1,673,800
Esquimalt	1	\$305,000
View Royal	2	\$760,000
Saanich East	16	\$6,879,700
Saanich West	7	\$2,436,000
Central Saanich	1	\$375,000
North Saanich	1	\$371,000
Sidney	8	\$3,272,500
Colwood	1	\$305,800
Langford	18	\$6,891,445
Waterfront (all districts)	2	\$817,000
Total Greater Victoria	110	\$46,240,645
Other Areas		
Upland / Mainland	1	\$160,000
Total Other Areas	1	\$160,000
Total Condominium	111	\$46,400,645

Monthly Sales Summary

January 2019

Friday, February 1, 2019

Region	Units	Total Volume
District		
● Townhouse		
Greater Victoria		
Victoria	5	\$4,292,500
Victoria West	1	\$499,000
Esquimalt	1	\$575,000
View Royal	2	\$986,900
Saanich East	3	\$2,213,000
Saanich West	4	\$2,454,000
Central Saanich	2	\$713,500
North Saanich	1	\$710,000
Sidney	2	\$1,140,000
Langford	9	\$4,341,294
Sooke	4	\$1,790,637
Waterfront (all districts)	3	\$2,319,900
Total Greater Victoria	37	\$22,035,731
Total Townhouse	37	\$22,035,731
● Manufactured Homes		
Greater Victoria		
View Royal	1	\$120,900
Central Saanich	2	\$338,500
Sidney	2	\$809,000
Langford	3	\$416,888
Sooke	1	\$328,000
Total Greater Victoria	9	\$2,013,288
Total Manufactured Homes	9	\$2,013,288
Total Residential	309	\$195,716,355

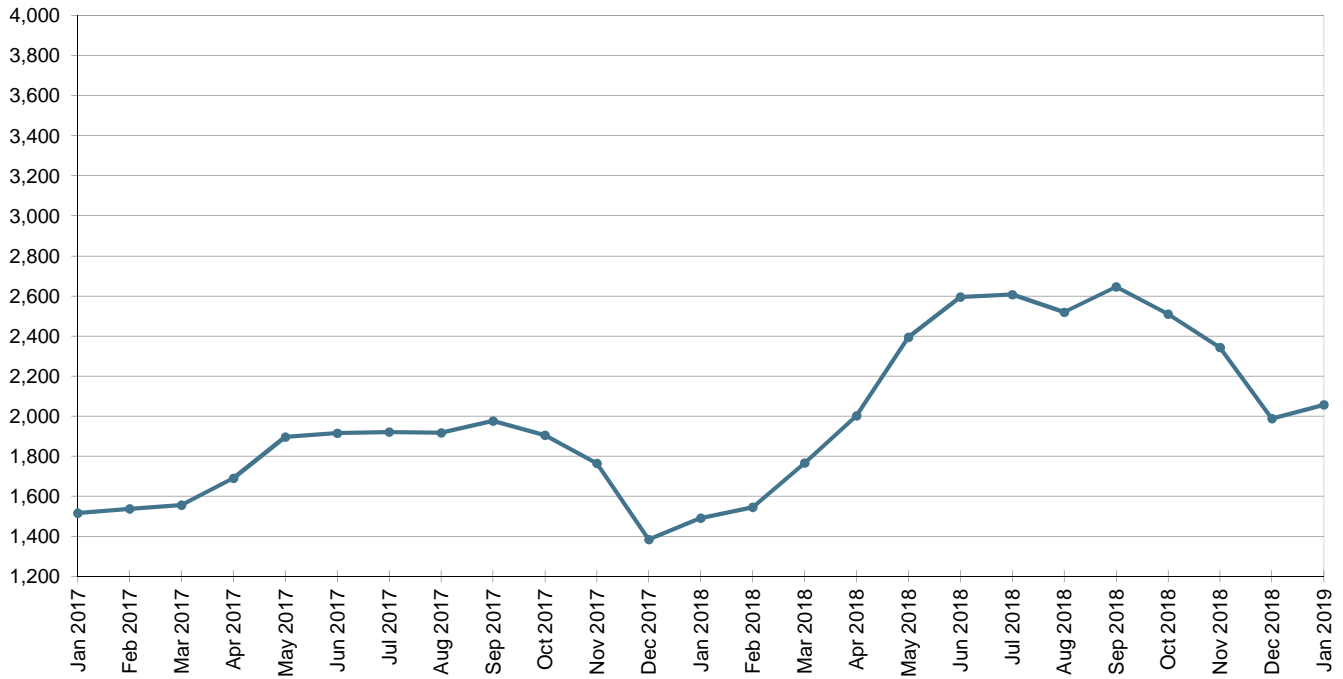
Monthly Sales Summary

January 2019

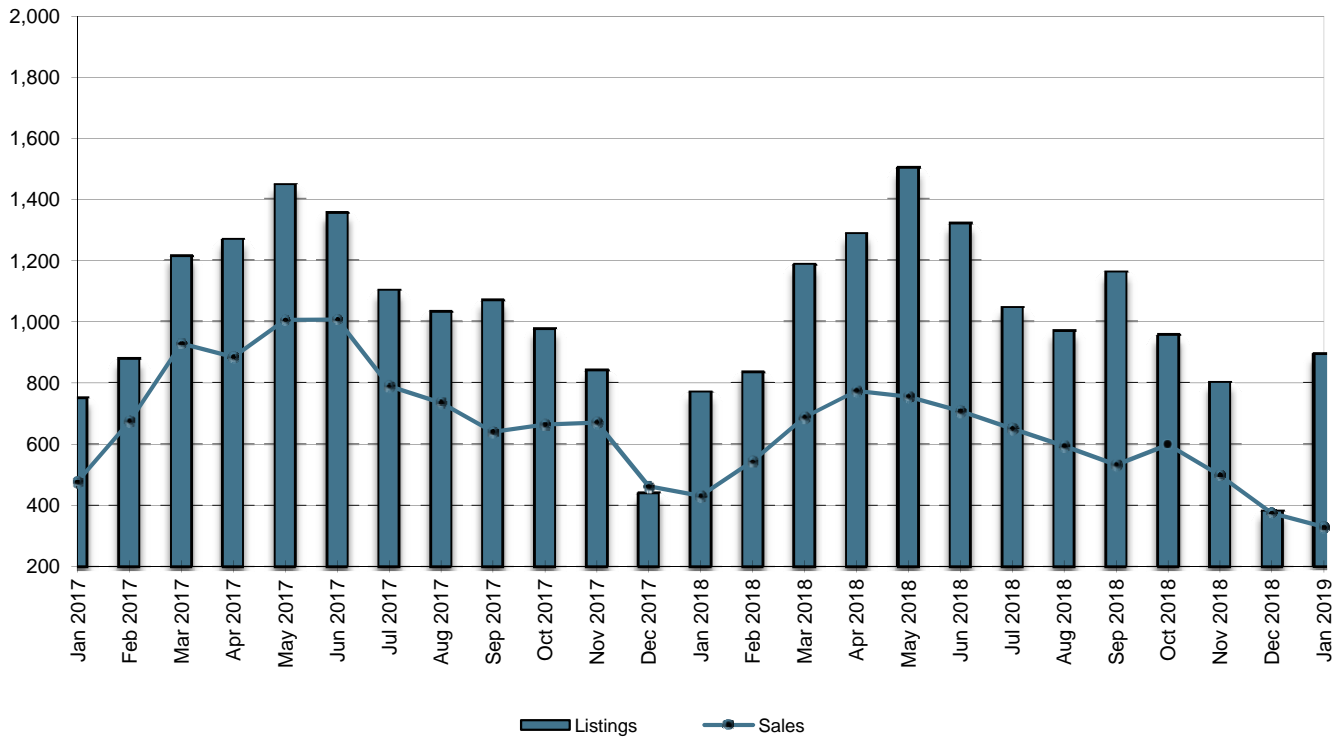
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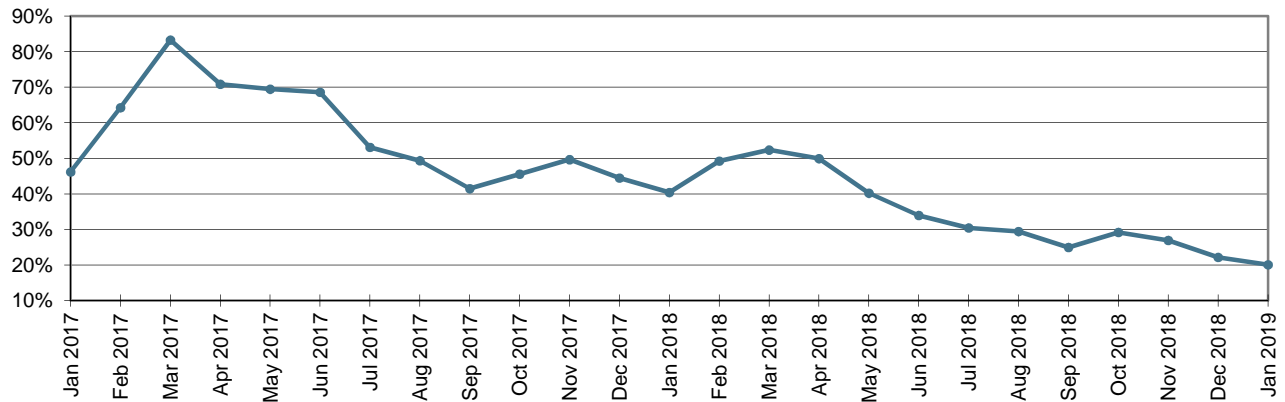
Region District	Units	Total Volume
Other Property		
● Lots & Acreage (Incl Wtrfrnt)		
Greater Victoria		
Saanich East	1	\$650,000
Central Saanich	1	\$1,000,000
Sidney	1	\$260,000
Langford	4	\$1,323,800
Metchosin	2	\$1,269,000
Sooke	1	\$174,900
Total Greater Victoria	10	\$4,677,700
Other Areas		
Gulf Islands	3	\$690,000
Total Other Areas	3	\$690,000
Total Lots & Acreage (Incl Wtrfrnt)	13	\$5,367,700
● Other Commercial Properties	7	\$4,343,018
Grand Totals	329	\$205,427,073

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

January 2019

February-01-19

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Single Family - Residential						
Units Listed	373	297	26 %	373	297	26 %
Units Sold	127	175	-27 %	127	175	-27 %
Sell/List Ratio	34 %	59 %		34 %	59 %	
Sales Dollars	\$98,466,141	\$144,542,026	-32 %	\$98,466,141	\$144,542,026	-32 %
Average Price / Unit	\$775,324	\$825,954	-6 %	\$775,324	\$825,954	-6 %
Price Ratio	97 %	99 %		97 %	99 %	
Days To Sell	59	42	42 %	59	42	42 %
Active Listings at Month End	688	429	60 %			
Single Family - Residential Waterfront						
Units Listed	22	25	-12 %	22	25	-12 %
Units Sold	6	12	-50 %	6	12	-50 %
Sell/List Ratio	27 %	48 %		27 %	48 %	
Sales Dollars	\$9,126,500	\$24,920,000	-63 %	\$9,126,500	\$24,920,000	-63 %
Average Price / Unit	\$1,521,083	\$2,076,667	-27 %	\$1,521,083	\$2,076,667	-27 %
Price Ratio	89 %	92 %		89 %	92 %	
Days To Sell	181	95	90 %	181	95	90 %
Active Listings at Month End	110	90	22 %			
Single Family - Residential Acreage						
Units Listed	23	33	-30 %	23	33	-30 %
Units Sold	15	22	-32 %	15	22	-32 %
Sell/List Ratio	65 %	67 %		65 %	67 %	
Sales Dollars	\$15,104,650	\$18,442,200	-18 %	\$15,104,650	\$18,442,200	-18 %
Average Price / Unit	\$1,006,977	\$838,282	20 %	\$1,006,977	\$838,282	20 %
Price Ratio	97 %	100 %		97 %	100 %	
Days To Sell	113	91	25 %	113	91	25 %
Active Listings at Month End	94	92	2 %			
Condominium						
Units Listed	246	202	22 %	246	202	22 %
Units Sold	111	118	-6 %	111	118	-6 %
Sell/List Ratio	45 %	58 %		45 %	58 %	
Sales Dollars	\$46,400,645	\$58,494,745	-21 %	\$46,400,645	\$58,494,745	-21 %
Average Price / Unit	\$418,024	\$495,718	-16 %	\$418,024	\$495,718	-16 %
Price Ratio	98 %	100 %		98 %	100 %	
Days To Sell	48	23	110 %	48	23	110 %
Active Listings at Month End	388	229	69 %			

Monthly Comparative Activity By Property Type

January 2019

February-01-19

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Townhouse						
Units Listed	100	71	41 %	100	71	41 %
Units Sold	37	62	-40 %	37	62	-40 %
Sell/List Ratio	37 %	87 %		37 %	87 %	
Sales Dollars	\$22,035,731	\$33,118,068	-33 %	\$22,035,731	\$33,118,068	-33 %
Average Price / Unit	\$595,560	\$534,162	11 %	\$595,560	\$534,162	11 %
Price Ratio	98 %	100 %		98 %	100 %	
Days To Sell	47	46	2 %	47	46	2 %
Active Listings at Month End	177	94	88 %			
Strata Duplex (Up and Down)						
Units Listed	0	1	-100 %	0	1	-100 %
Units Sold	0	0	%	0	0	%
Sell/List Ratio	%	0 %		%	0 %	
Sales Dollars	\$0	\$0	%	\$0	\$0	%
Average Price / Unit			%			%
Price Ratio	%	%		%	%	
Days To Sell			%			%
Active Listings at Month End	0	1	-100 %			
Strata Duplex (Side by Side)						
Units Listed	7	10	-30 %	7	10	-30 %
Units Sold	4	5	-20 %	4	5	-20 %
Sell/List Ratio	57 %	50 %		57 %	50 %	
Sales Dollars	\$2,569,400	\$3,881,000	-34 %	\$2,569,400	\$3,881,000	-34 %
Average Price / Unit	\$642,350	\$776,200	-17 %	\$642,350	\$776,200	-17 %
Price Ratio	98 %	97 %		98 %	97 %	
Days To Sell	104	40	158 %	104	40	158 %
Active Listings at Month End	14	9	56 %			
Strata Duplex (Front and Back)						
Units Listed	1	1	0 %	1	1	0 %
Units Sold	0	2	-100 %	0	2	-100 %
Sell/List Ratio	0 %	200 %		0 %	200 %	
Sales Dollars	\$0	\$1,392,995	-100 %	\$0	\$1,392,995	-100 %
Average Price / Unit		\$696,498	%		\$696,498	%
Price Ratio	%	98 %		%	98 %	
Days To Sell		58	%		58	%
Active Listings at Month End	4	2	100 %			

Monthly Comparative Activity By Property Type

January 2019

February-01-19

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Recreational						
Units Listed	1	4	-75 %	1	4	-75 %
Units Sold	0	0	%	0	0	%
Sell/List Ratio	0 %	0 %		0 %	0 %	
Sales Dollars	\$0	\$0	%	\$0	\$0	%
Average Price / Unit			%			%
Price Ratio	%	%		%	%	
Days To Sell			%			%
Active Listings at Month End	12	17	-29 %			
Manufactured Home						
Units Listed	15	11	36 %	15	11	36 %
Units Sold	9	11	-18 %	9	11	-18 %
Sell/List Ratio	60 %	100 %		60 %	100 %	
Sales Dollars	\$2,013,288	\$2,449,500	-18 %	\$2,013,288	\$2,449,500	-18 %
Average Price / Unit	\$223,699	\$222,682	0 %	\$223,699	\$222,682	0 %
Price Ratio	94 %	95 %		94 %	95 %	
Days To Sell	87	66	32 %	87	66	32 %
Active Listings at Month End	40	32	25 %			
Residential Lots						
Units Listed	47	42	12 %	47	42	12 %
Units Sold	10	7	43 %	10	7	43 %
Sell/List Ratio	21 %	17 %		21 %	17 %	
Sales Dollars	\$3,098,700	\$2,659,000	17 %	\$3,098,700	\$2,659,000	17 %
Average Price / Unit	\$309,870	\$379,857	-18 %	\$309,870	\$379,857	-18 %
Price Ratio	95 %	99 %		95 %	99 %	
Days To Sell	120	89	35 %	120	89	35 %
Active Listings at Month End	178	123	45 %			
Residential Lots - Waterfront						
Units Listed	1	5	-80 %	1	5	-80 %
Units Sold	0	2	-100 %	0	2	-100 %
Sell/List Ratio	0 %	40 %		0 %	40 %	
Sales Dollars	\$0	\$3,325,000	-100 %	\$0	\$3,325,000	-100 %
Average Price / Unit		\$1,662,500	%		\$1,662,500	%
Price Ratio	%	96 %		%	96 %	
Days To Sell		111	%		111	%
Active Listings at Month End	17	21	-19 %			

Monthly Comparative Activity By Property Type

January 2019

February-01-19

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Residential Acreage						
Units Listed	15	19	-21 %	15	19	-21 %
Units Sold	3	7	-57 %	3	7	-57 %
Sell/List Ratio	20 %	37 %		20 %	37 %	
Sales Dollars	\$2,269,000	\$3,586,500	-37 %	\$2,269,000	\$3,586,500	-37 %
Average Price / Unit	\$756,333	\$512,357	48 %	\$756,333	\$512,357	48 %
Price Ratio	95 %	95 %		95 %	95 %	
Days To Sell	219	103	112 %	219	103	112 %
Active Listings at Month End	74	81	-9 %			
Residential Acreage - Waterfront						
Units Listed	3	3	0 %	3	3	0 %
Units Sold	0	2	-100 %	0	2	-100 %
Sell/List Ratio	0 %	67 %		0 %	67 %	
Sales Dollars	\$0	\$2,165,000	-100 %	\$0	\$2,165,000	-100 %
Average Price / Unit		\$1,082,500	%		\$1,082,500	%
Price Ratio	%	98 %		%	98 %	
Days To Sell		47	%		47	%
Active Listings at Month End	17	32	-47 %			
Revenue - Duplex/Triplex						
Units Listed	2	2	0 %	2	2	0 %
Units Sold	0	-1	-100 %	0	-1	-100 %
Sell/List Ratio	0 %	-50 %		0 %	-50 %	
Sales Dollars	\$0	-\$1,000,000	-100 %	\$0	-\$1,000,000	-100 %
Average Price / Unit		\$1,000,000	%		\$1,000,000	%
Price Ratio	%	100 %		%	100 %	
Days To Sell			%			%
Active Listings at Month End	6	6	0 %			
Revenue - Multi Units						
Units Listed	0	1	-100 %	0	1	-100 %
Units Sold	0	1	-100 %	0	1	-100 %
Sell/List Ratio	%	100 %		%	100 %	
Sales Dollars	\$0	\$2,400,000	-100 %	\$0	\$2,400,000	-100 %
Average Price / Unit		\$2,400,000	%		\$2,400,000	%
Price Ratio	%	96 %		%	96 %	
Days To Sell		130	%		130	%
Active Listings at Month End	7	4	75 %			

Monthly Comparative Activity By Property Type

January 2019

February-01-19

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Revenue - Apartment Block						
Units Listed	1	3	-67 %	1	3	-67 %
Units Sold	0	1	-100 %	0	1	-100 %
Sell/List Ratio	0 %	33 %		0 %	33 %	
Sales Dollars	\$0	\$1,210,000	-100 %	\$0	\$1,210,000	-100 %
Average Price / Unit		\$1,210,000	%		\$1,210,000	%
Price Ratio	%	110 %		%	110 %	
Days To Sell		10	%		10	%
Active Listings at Month End	3	3	0 %			
Revenue - Commercial						
Units Listed	4	2	100 %	4	2	100 %
Units Sold	2	3	-33 %	2	3	-33 %
Sell/List Ratio	50 %	150 %		50 %	150 %	
Sales Dollars	\$535,000	\$884,000	-39 %	\$535,000	\$884,000	-39 %
Average Price / Unit	\$267,500	\$294,667	-9 %	\$267,500	\$294,667	-9 %
Price Ratio	95 %	97 %		95 %	97 %	
Days To Sell	88	207	-57 %	88	207	-57 %
Active Listings at Month End	24	29	-17 %			
Revenue - Industrial						
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	1	0	%			
Business with Land & Building						
Units Listed	5	4	25 %	5	4	25 %
Units Sold	2	2	0 %	2	2	0 %
Sell/List Ratio	40 %	50 %		40 %	50 %	
Sales Dollars	\$3,719,000	\$1,745,000	113 %	\$3,719,000	\$1,745,000	113 %
Average Price / Unit	\$1,859,500	\$872,500	113 %	\$1,859,500	\$872,500	113 %
Price Ratio	95 %	94 %		95 %	94 %	
Days To Sell	28	111	-75 %	28	111	-75 %
Active Listings at Month End	28	35	-20 %			

Monthly Comparative Activity By Property Type

January 2019

February-01-19

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Business Only						
Units Listed	18	20	-10 %	18	20	-10 %
Units Sold	2	0	%	2	0	%
Sell/List Ratio	11 %	0 %		11 %	0 %	
Sales Dollars	\$89,000	\$0	%	\$89,000	\$0	%
Average Price / Unit	\$44,500		%	\$44,500		%
Price Ratio	64 %	%		64 %	%	
Days To Sell	48		%	48		%
Active Listings at Month End	79	68	16 %			
Motel/Hotel						
Units Listed	0	1	-100 %	0	1	-100 %
Units Sold	0	0	%	0	0	%
Sell/List Ratio	%	0 %		%	0 %	
Sales Dollars	\$0	\$0	%	\$0	\$0	%
Average Price / Unit			%			%
Price Ratio	%	%		%	%	
Days To Sell			%			%
Active Listings at Month End	1	2	-50 %			
Lease - Office						
Units Listed	5	11	-55 %	5	11	-55 %
Units Sold	0	0	%	0	0	%
Sell/List Ratio	0 %	0 %		0 %	0 %	
Sales Dollars	\$0	\$0	%	\$0	\$0	%
Average Price / Unit			%			%
Price Ratio	%	%		%	%	
Days To Sell			%			%
Active Listings at Month End	32	41	-22 %			
Lease - Retail						
Units Listed	2	1	100 %	2	1	100 %
Units Sold	1	0	%	1	0	%
Sell/List Ratio	50 %	0 %		50 %	0 %	
Sales Dollars	\$18	\$0	%	\$18	\$0	%
Average Price / Unit	\$18		%	\$18		%
Price Ratio	%	%		%	%	
Days To Sell	92		%	92		%
Active Listings at Month End	18	24	-25 %			

Monthly Comparative Activity By Property Type

January 2019

February-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	%	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 - Other						
Units Listed	3	2	50 %	3	2	50 %
Units Sold	0	0	%	0	0	%
Sell/List Ratio	0 %	0 %		0 %	0 %	
Sales Dollars	\$0	\$0	%	\$0	\$0	%
Average Price / Unit			%			%
Price Ratio	%	%		%	%	
Days To Sell			%			%
Active Listings at Month End	28	20	40 %			
Commercial Land						
Units Listed	3	1	200 %	3	1	200 %
Units Sold	0	0	%	0	0	%
Sell/List Ratio	0 %	0 %		0 %	0 %	
Sales Dollars	\$0	\$0	%	\$0	\$0	%
Average Price / Unit			%			%
Price Ratio	%	%		%	%	
Days To Sell			%			%
Active Listings at Month End	17	7	143 %			

Monthly Comparative Activity By Property Type

January 2019

February-01-19

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Grand Totals						
Units Listed	897	772	16 %	897	772	16 %
Units Sold	329	431	-24 %	329	431	-24 %
Sell/List Ratio	37 %	56 %		37 %	56 %	
Sales Dollars	\$205,427,073	\$304,215,034	-32 %	\$205,427,073	\$304,215,034	-32 %
Average Price / Unit	\$624,398	\$705,835	-12 %	\$624,398	\$705,835	-12 %
Price Ratio	97 %	99 %		97 %	99 %	
Days To Sell	63	45	40 %	63	45	40 %
Active Listings at Month End	2057	1491	38 %			