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*Victoria Real Estate Market Strong to the End of 2017*

A total of 462 properties sold in the Victoria Real Estate Board region this December, 1.9 per cent fewer than the 471 properties sold in December last year.

A grand total of 8,944 properties sold over the course of 2017, 15.8 percent fewer than the record breaking 10,622 that sold in 2016. 2017 sales came in at 21.7 per cent over the ten year average of 7,349 properties sold.

“Early in 2017 we discussed how the Victoria area housing market would be different than the record breaking year we had in 2016 and that over the course of the year we’d probably see a gradual return to a more balanced market. We did see evidence of this change come early in the year, as multiple offers and rapid price increases leveled out,” says Victoria Real Estate Board President Ara Balabanian. “However, the ongoing low inventory of properties for sale meant that buyers continued to experience competitive situations in high demand areas, and multiple offers were still a common occurrence as buyers negotiated in a tighter market. What we couldn’t anticipate were outside factors such as changes to mortgage qualifying rules that may have pushed people into the market early. The pending mortgage stress test in particular is likely to have caused much of the increased activity we’ve seen in November and December.”

There were 1,384 active listings for sale on the Victoria Real Estate Board Multiple Listing Service® at the end of December 2017, a decrease of 21.5 per cent compared to the month of November and 7.3 per cent fewer than the 1,493 active listings for sale at the end of December 2016. This is the lowest level of inventory for the area in the month of December since the statistic was tracked in 1996.

The Multiple Listing Service® Home Price Index benchmark value for a single family home in the Victoria Core in December 2016 was \$753,900. The benchmark value for the same home in December 2017 has increased by 9.3 per cent to \$823,800, and is slightly lower than November’s value of \$824,600.

“Overall, the low inventory and the continued interest in Victoria real estate meant that well-priced homes were quick to sell in 2017. Moving forward, we expect to see more inventory come into the market, which will continue to move us toward a more balanced state,” adds President Balabanian. “We also expect housing prices to remain stable, without the increases we tracked in 2016, and anticipate steady slow growth. In markets like these, it’s important to enlist the services of a REALTOR® to help you navigate what may be your largest transaction ever.”

*About the Victoria Real Estate Board* – Founded in 1921, the Victoria Real Estate Board is a key player in the development of standards and innovative programs to enhance the professionalism of Realtors. The Victoria Real Estate Board represents 1,374 local Realtors. If you are thinking about buying or selling a home, connect with your local Realtor for detailed information on the Victoria and area housing market.

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December 2017

## 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		
	2017 - December									2017 - November			2016 - December		
	Units	LM%	LY%	Average\$	LM%	LY%	Median\$	LM%	LY%	Units	Average\$	Median\$	Units	Average\$	Median\$
Single Family Greater Victoria	210	-31.6%	-4.5%	\$850,562	-5.8%	13.5%	\$746,000	-0.6%	13.0%	307	\$902,985	\$750,500	220	\$749,307	\$660,000
Single Family Other Areas	27	-10.0%	28.6%	\$565,315	-2.0%	8.7%	\$465,000	-20.0%	3.6%	30	\$577,111	\$581,500	21	\$519,900	\$449,000
Single Family Total All Areas	237	-29.7%	-1.7%	\$818,066	-6.4%	12.2%	\$727,850	-1.0%	11.0%	337	\$873,975	\$735,000	241	\$729,317	\$656,000
Condos	136	-38.2%	-3.5%	\$449,460	2.7%	16.3%	\$388,400	3.4%	21.6%	220	\$437,741	\$375,750	141	\$386,411	\$319,450
Townhouses	41	-21.2%	17.1%	\$572,858	2.1%	8.0%	\$525,000	-0.9%	18.5%	52	\$560,865	\$530,000	35	\$530,221	\$443,000
Manufactured Homes	12	-36.8%	9.1%	\$153,208	-24.3%	-0.1%	\$173,750	19.8%	22.8%	19	\$202,283	\$145,000	11	\$153,355	\$141,500
<b>Total Residential</b>	<b>426</b>	<b>-32.2%</b>	<b>-0.5%</b>							<b>628</b>			<b>428</b>		
<b>Total Sales</b>	<b>462</b>	<b>-31.1%</b>	<b>-1.9%</b>							<b>671</b>			<b>471</b>		
<b>Active Listings</b>	<b>1,384</b>	<b>-21.5%</b>	<b>-7.3%</b>							<b>1,764</b>			<b>1,493</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

Commonly Quoted Benchmark Home	December 2017 Benchmark Price	November 2017 Benchmark Price	December 2016 Benchmark Price	December 2017 Index Value	November 2017 Index Value	December 2016 Index Value	LM%	LY%
<b>Single Family</b> Benchmark Home: Greater Victoria	\$692,800	\$693,200	\$625,600	200.0	200.1	180.6	-0.1%	10.7%
<b>Single Family</b> Benchmark Home: Core	\$823,800	\$824,600	\$753,900	215.5	215.7	197.2	-0.1%	9.3%
<b>Single Family</b> Benchmark Home: Westshore	\$587,700	\$590,800	\$516,800	189.0	190.0	166.2	-0.5%	13.7%
<b>Single Family</b> Benchmark Home: Peninsula	\$752,400	\$749,300	\$683,500	194.4	193.6	176.6	0.4%	10.1%
<b>Condo</b> Benchmark Home: Greater Victoria	\$445,000	\$437,600	\$370,800	221.2	217.5	184.3	1.7%	20.0%
<b>Townhouse</b> Benchmark Home: Greater Victoria	\$565,400	\$561,200	\$486,700	199.7	198.2	171.9	0.7%	16.2%

#### Legend

**Current Month:** December 2017

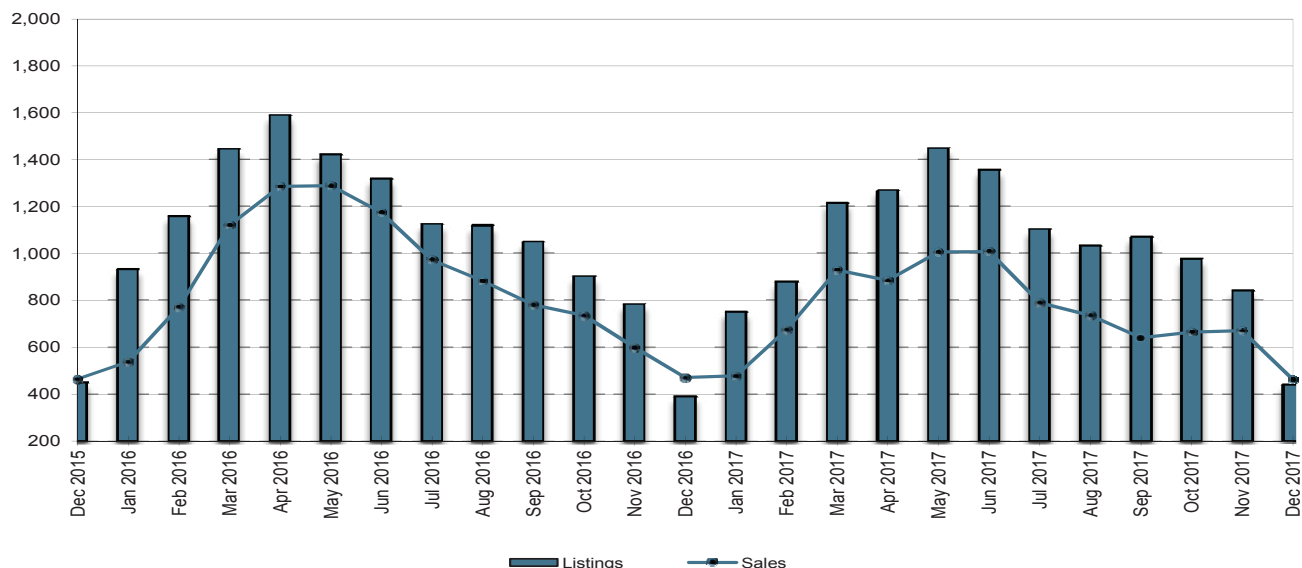
**Last Month:** November 2017

**Last Year:** December 2016

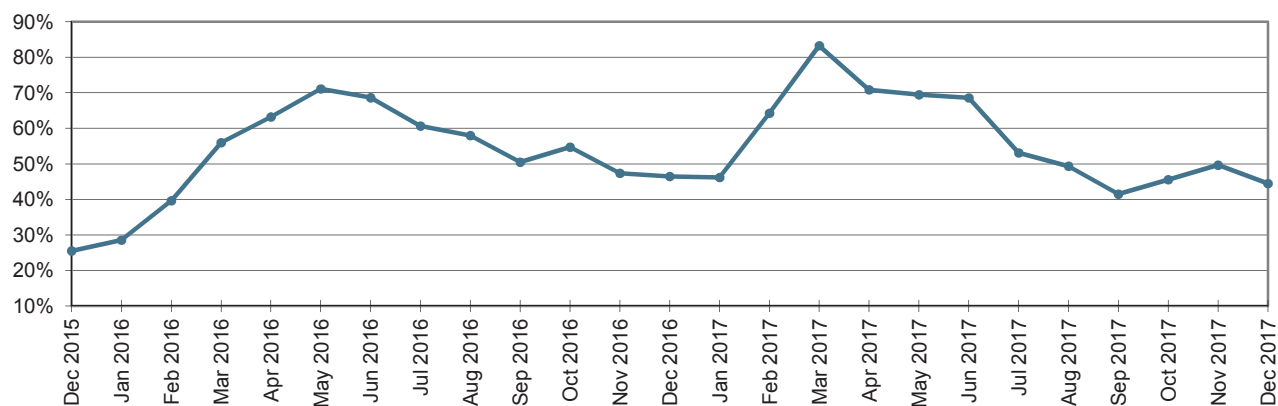
**LM%:** Percentage change between current month and last month

**LY%:** Percentage change between current month and same month last year

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



## Sales to Active Listings Ratio



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

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

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

## MLS® HPI benchmark and value - Single Family Homes

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

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

### MLS® Home Price Index

**HPI or Benchmark**  
(Applies to all tabs)  
☒ HPI  
☐ Benchmark

**Area**  
VREB Area Summary

**Property Type**  
Single Family - All

#### % Difference of HPI from 12 Months Ago (Dec '16 to Dec '17): Single Family - All

Select Timeframe: 12 Months Ago

