

October 1, 2020

*Consumer interest in homeownership in Victoria unwavering over course of pandemic*

A total of 989 properties sold in the Victoria Real Estate Board region this September, 60.6 per cent more than the 616 properties sold in September 2019 and 1 per cent more than the previous month of August 2020. Sales of condominiums were up 26.7 per cent from September 2019 with 280 units sold. Sales of single family homes were 91.9 per cent from September 2019 with 539 sold.

"Another month has passed where we have seen surprisingly high sales numbers – which included quite a few higher end properties," says Victoria Real Estate Board President Sandi-Jo Ayers. "I don't think that anyone who was trying to predict market outcomes in our area over the course of the pandemic expected that the pent up demand from dampened sales in April and May would result in this level of market activity. There's no doubt that buyers are extremely motivated and this increased demand, coupled with limited inventory, fueled the September market."

There were 2,389 active listings for sale on the Victoria Real Estate Board Multiple Listing Service® at the end of September 2020, 15.4 per cent fewer properties than the total available at the end of September 2019 and a 7.5 per cent decrease from the 2,584 active listings for sale at the end of August 2020.

"We had some much-needed new inventory enter the market over the course of September," adds Ayers. "But the supply has not been sufficient to outstrip the heightened demand. We continue to see multiple offers and pressure on pricing across many neighbourhoods. Looking forward, it is impossible to determine what our fall market will look like, but if the past couple of months are an indication, we may see higher seasonal numbers than we would have expected in a more predictable year. That said, since our situation can change in a blink, we cannot look at the past months as the start of a trend, but instead as a moment in our market during an unpredictable time."

The Multiple Listing Service® Home Price Index benchmark value for a single family home in the Victoria Core in September 2019 was \$849,100. The benchmark value for the same home in September 2020 increased by 3.5 per cent to \$879,200, 1.1 per cent less than August's value of \$889,200. The MLS® HPI benchmark value for a condominium in the Victoria Core in September 2019 was \$512,500, while the benchmark value for the same condominium in September 2020 decreased by 0.4 per cent to \$510,600, 0.6 per cent less than the August value of \$513,900.

*About the Victoria Real Estate Board* – Founded in 1921, the Victoria Real Estate Board is a key player in the development of standards and innovative programs to enhance the professionalism of REALTORS®. The Victoria Real Estate Board represents 1,376 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.

## September 2020 Statistics Package for Media

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

| Sales by Property Type         | This Month<br>September 2020 |              |               |             |       |       |           |       |       |  | Last Month<br>August 2020 |             |           | This Month Last Year<br>September 2019 |           |           |
|--------------------------------|------------------------------|--------------|---------------|-------------|-------|-------|-----------|-------|-------|--|---------------------------|-------------|-----------|----------------------------------------|-----------|-----------|
|                                | Units                        | LM%          | LY%           | Average\$   | LM%   | LY%   | Median\$  | LM%   | LY%   |  | Units                     | Average\$   | Median\$  | Units                                  | Average\$ | Median\$  |
| Single Family Greater Victoria | 522                          | 5.9%         | 109.6%        | \$1,075,891 | 7.3%  | 18.8% | \$875,000 | -1.1% | 6.7%  |  | 493                       | \$1,002,604 | \$885,000 | 249                                    | \$905,964 | \$820,000 |
| Single Family Other Areas      | 17                           | 6.3%         | -48.5%        | \$1,080,171 | 24.8% | 44.1% | \$899,900 | 14.9% | 46.3% |  | 16                        | \$865,394   | \$783,250 | 33                                     | \$749,576 | \$615,000 |
| Single Family Total All Areas  | 539                          | 5.9%         | 91.1%         | \$1,076,026 | 7.8%  | 21.2% | \$875,000 | -0.6% | 9.4%  |  | 509                       | \$998,291   | \$880,000 | 282                                    | \$887,663 | \$799,900 |
| Condo Apartment                | 280                          | 6.9%         | 26.7%         | \$502,169   | 4.3%  | 12.4% | \$430,000 | 1.2%  | 4.4%  |  | 262                       | \$481,334   | \$425,000 | 221                                    | \$446,740 | \$412,000 |
| Row/Townhouse                  | 107                          | -23.6%       | 40.8%         | \$601,116   | -3.4% | 2.2%  | \$555,000 | -3.2% | 1.5%  |  | 140                       | \$622,407   | \$573,450 | 76                                     | \$588,287 | \$546,975 |
| Manufactured Home              | 12                           | -52.0%       | 9.1%          | \$244,525   | -5.9% | 32.3% | \$239,450 | -1.4% | 65.1% |  | 25                        | \$259,952   | \$242,900 | 11                                     | \$184,832 | \$145,000 |
| <b>Total Residential</b>       | <b>938</b>                   | <b>0.2%</b>  | <b>59.0%</b>  |             |       |       |           |       |       |  | <b>936</b>                |             |           | <b>590</b>                             |           |           |
| <b>Total Sales</b>             | <b>989</b>                   | <b>1.0%</b>  | <b>60.6%</b>  |             |       |       |           |       |       |  | <b>979</b>                |             |           | <b>616</b>                             |           |           |
| <b>Active Listings</b>         | <b>2,389</b>                 | <b>-7.5%</b> | <b>-15.4%</b> |             |       |       |           |       |       |  | <b>2,584</b>              |             |           | <b>2,823</b>                           |           |           |

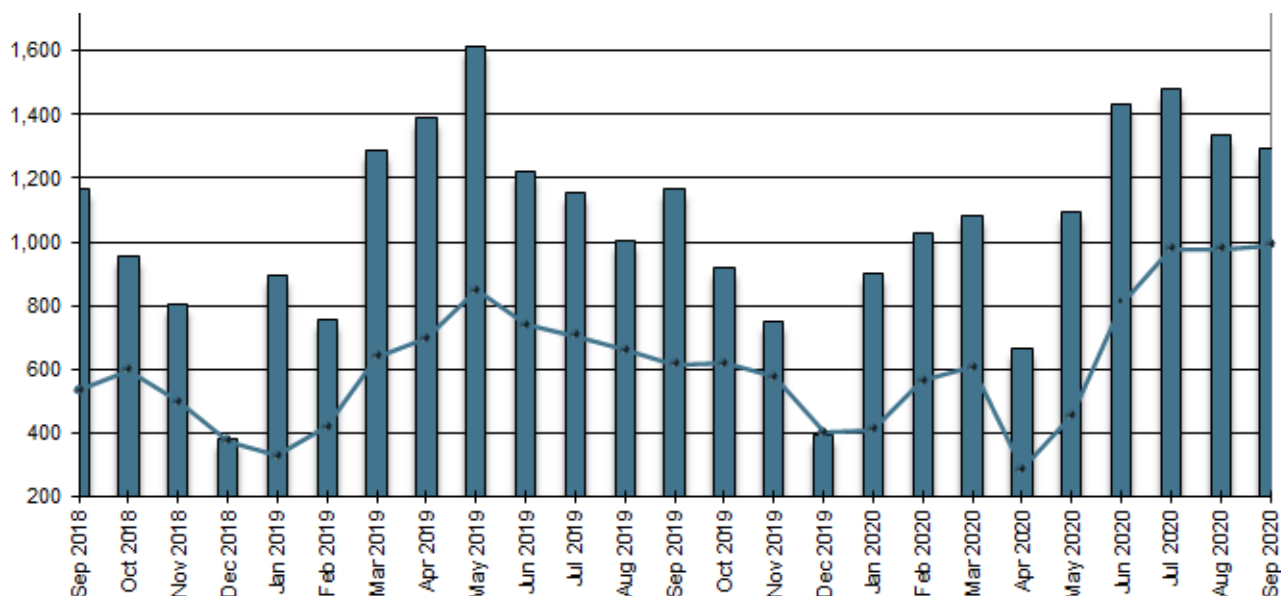
#### Legend

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  
 Total Residential: includes sales of residential property types  
 Total Sales: includes sales of all property types  
 Active Listings: total listings of all types on the market at midnight on the last day of the month

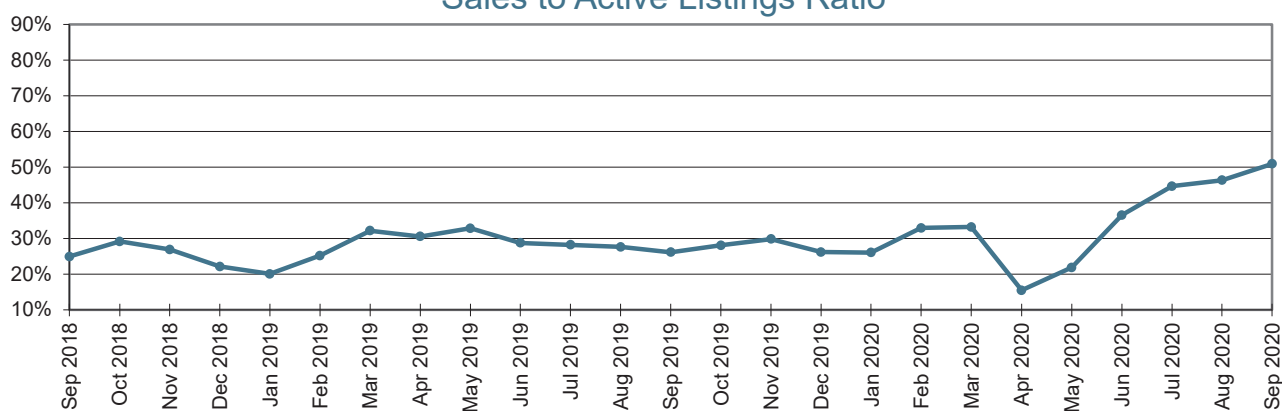
### Previous Periods Comparison of MLS® HPI Benchmark Prices and MLS® HPI Index Values

| Benchmark Home by<br>Property Type and Region | Sep 2020<br>Benchmark<br>Price                                                                                              | Aug 2020<br>Benchmark<br>Price | Sep 2019<br>Benchmark<br>Price | Sep 2020<br>Benchmark<br>Index | Aug 2020<br>Benchmark<br>Index | Sep 2019<br>Benchmark<br>Index | % Chg<br>from<br>Last Mth | % Chg<br>from<br>Last Yr |
|-----------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------|--------------------------------|--------------------------------|--------------------------------|--------------------------------|--------------------------------|---------------------------|--------------------------|
| Single Family: Greater Victoria               | \$793,000                                                                                                                   | \$795,500                      | \$753,000                      | 222.1                          | 222.8                          | 210.9                          | (0.3%)                    | 5.3%                     |
| Single Family: Core                           | \$879,200                                                                                                                   | \$889,200                      | \$849,100                      | 227.9                          | 230.5                          | 220.0                          | (1.1%)                    | 3.5%                     |
| Single Family: Westshore                      | \$695,500                                                                                                                   | \$694,200                      | \$645,600                      | 224.5                          | 224.1                          | 208.6                          | 0.2%                      | 7.7%                     |
| Single Family: Peninsula                      | \$842,800                                                                                                                   | \$833,800                      | \$783,700                      | 217.0                          | 214.7                          | 201.8                          | 1.1%                      | 7.5%                     |
| Condo Apartment: Greater Victoria             | \$502,600                                                                                                                   | \$504,900                      | \$500,400                      | 246.5                          | 247.6                          | 245.4                          | (0.5%)                    | 0.4%                     |
| Condo Apartment: Core                         | \$510,600                                                                                                                   | \$513,900                      | \$512,500                      | 248.6                          | 250.2                          | 249.5                          | (0.6%)                    | (0.4%)                   |
| Condo Apartment: Westshore                    | \$428,200                                                                                                                   | \$418,900                      | \$395,900                      | 245.5                          | 240.2                          | 227.0                          | 2.2%                      | 8.2%                     |
| Condo Apartment: Peninsula                    | \$461,400                                                                                                                   | \$478,400                      | \$480,400                      | 227.7                          | 236.1                          | 237.1                          | (3.6%)                    | (4.0%)                   |
| Row/Townhouse: Greater Victoria               | \$612,300                                                                                                                   | \$613,700                      | \$587,000                      | 220.0                          | 220.5                          | 210.9                          | (0.2%)                    | 4.3%                     |
| Row/Townhouse: Core                           | \$679,500                                                                                                                   | \$684,700                      | \$645,100                      | 236.7                          | 238.5                          | 224.7                          | (0.8%)                    | 5.3%                     |
| Row/Townhouse: Westshore                      | \$513,900                                                                                                                   | \$511,000                      | \$501,200                      | 192.1                          | 191.0                          | 187.5                          | 0.6%                      | 2.5%                     |
| Row/Townhouse: Peninsula                      | \$614,400                                                                                                                   | \$615,200                      | \$551,300                      | 235.7                          | 236.0                          | 211.5                          | (0.1%)                    | 11.4%                    |
| Legend                                        | Benchmark Price: the calculated MLS® HPI Benchmark Price for this Benchmark Home                                            |                                |                                |                                |                                |                                |                           |                          |
|                                               | Benchmark Index: the percentage change in this Benchmark Price since <b>January 2005</b>                                    |                                |                                |                                |                                |                                |                           |                          |
|                                               | % Chg from Last Mth: the percentage change in this Benchmark Price since last month                                         |                                |                                |                                |                                |                                |                           |                          |
|                                               | % Chg from Last Yr: the percentage change in this Benchmark Price since this month last year                                |                                |                                |                                |                                |                                |                           |                          |
|                                               | Regions on the map: visit <a href="http://vreb.org/vrebareas">vreb.org/vrebareas</a> for map views of the VREB trading area |                                |                                |                                |                                |                                |                           |                          |

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

[Click here to learn more](#)

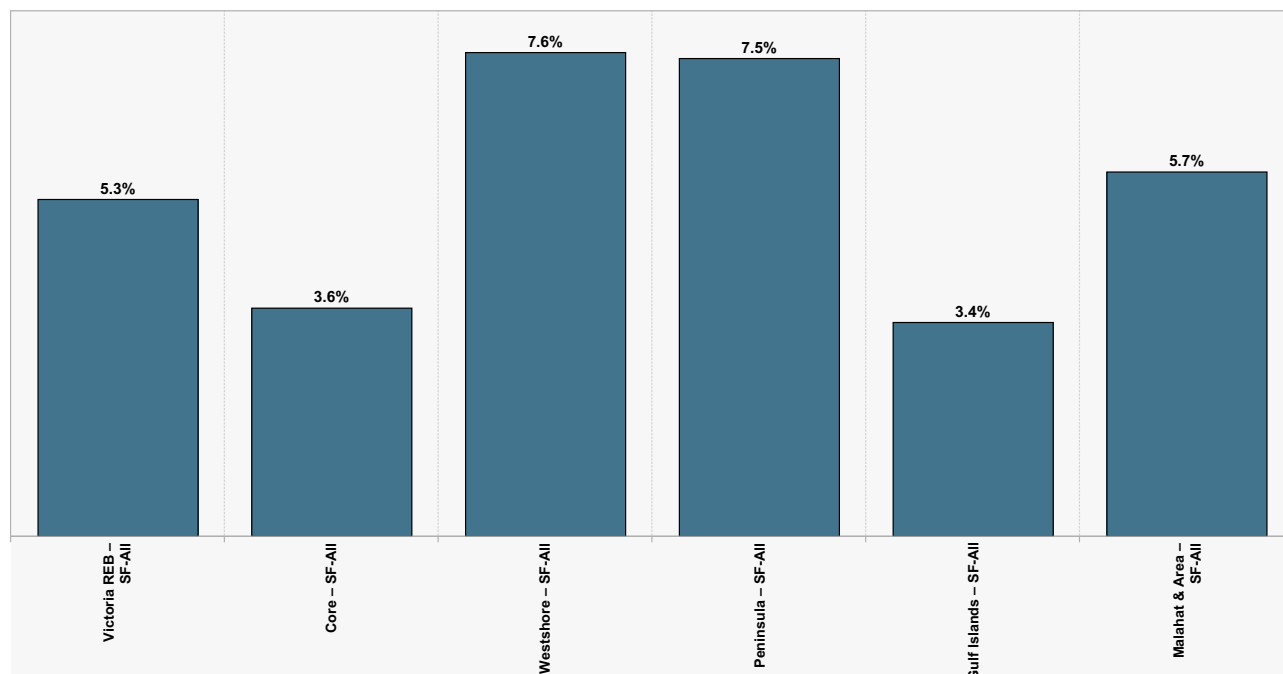
1. Area Group  
VREB Area Summary

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

3. Area/Property Type Selection  
All

% Difference from 12 Months Ago (September 2019 to September 2020)

Select Timeframe: 12 Months Ago



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

### MLS® Home Price Index

[Click here to learn more](#)

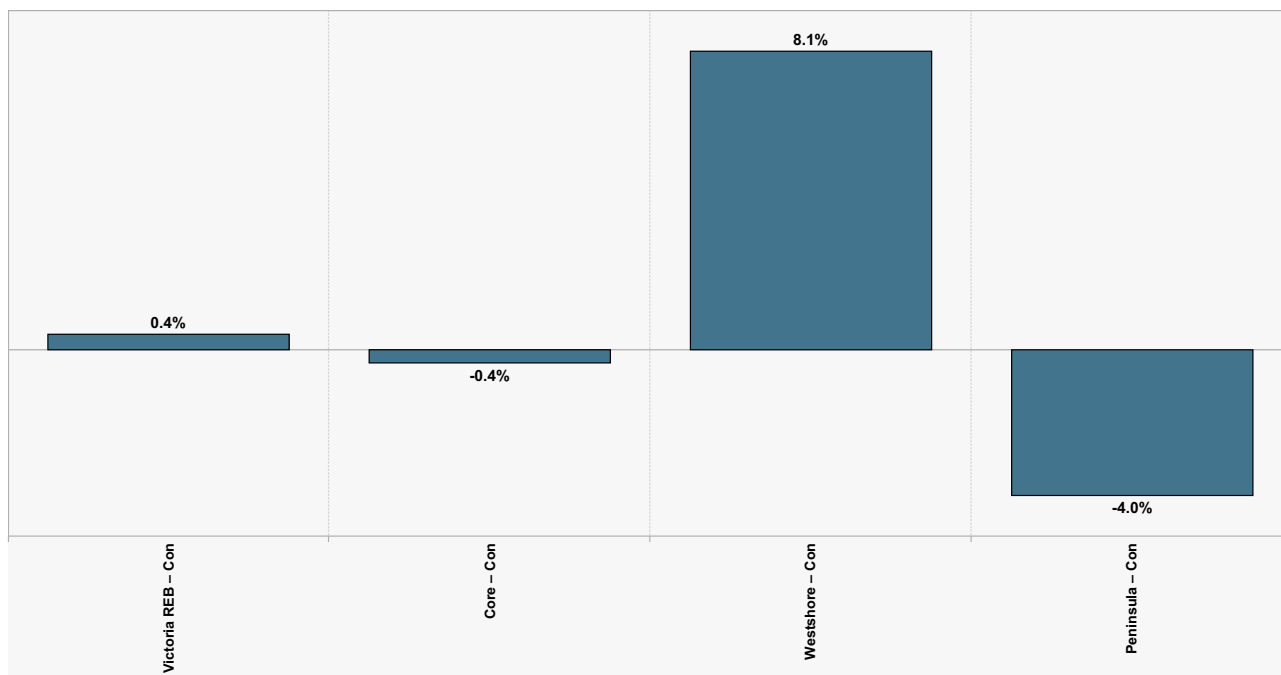
1. Area Group  
VREB Area Summary

2. Property Type  
Condo Apartment (Con)

3. Area/Property Type Selection  
All

% Difference from 12 Months Ago (September 2019 to September 2020)

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

|                            | September 2020 | 1 Month Ago | 3 Months Ago | 6 Months Ago | 12 Months Ago | 3 Years Ago | 5 Years Ago | January 2005 |
|----------------------------|----------------|-------------|--------------|--------------|---------------|-------------|-------------|--------------|
| Victoria REB – SF-All      | \$793,000      | \$795,500   | \$790,900    | \$773,400    | \$753,000     | \$713,400   | \$536,300   | \$357,100    |
| Victoria – SF-All          | \$864,300      | \$853,600   | \$865,100    | \$841,300    | \$823,900     | \$801,700   | \$579,900   | \$370,800    |
| Victoria West – SF-All     | \$750,900      | \$747,400   | \$729,800    | \$713,900    | \$665,600     | \$625,800   | \$462,100   | \$284,200    |
| Oak Bay – SF-All           | \$1,189,500    | \$1,213,200 | \$1,232,500  | \$1,231,400  | \$1,184,500   | \$1,181,200 | \$855,500   | \$552,000    |
| Esquimalt – SF-All         | \$709,900      | \$706,400   | \$697,300    | \$684,200    | \$640,600     | \$623,400   | \$463,400   | \$292,400    |
| View Royal – SF-All        | \$813,400      | \$821,000   | \$802,900    | \$783,300    | \$758,500     | \$741,100   | \$539,900   | \$349,200    |
| Saanich East – SF-All      | \$875,800      | \$899,500   | \$909,000    | \$895,500    | \$858,900     | \$856,900   | \$629,600   | \$394,500    |
| Saanich West – SF-All      | \$781,000      | \$785,000   | \$791,300    | \$768,200    | \$747,700     | \$720,000   | \$518,800   | \$329,800    |
| Sooke – SF-All             | \$607,200      | \$598,900   | \$575,600    | \$563,400    | \$542,500     | \$482,900   | \$351,700   | \$265,000    |
| Langford – SF-All          | \$691,700      | \$693,900   | \$691,100    | \$671,700    | \$650,500     | \$589,800   | \$439,200   | \$308,000    |
| Metchosin – SF-All         | \$960,800      | \$984,100   | \$986,300    | \$981,300    | \$951,300     | \$860,700   | \$612,900   | \$455,400    |
| Colwood – SF-All           | \$750,800      | \$745,100   | \$705,200    | \$700,900    | \$699,200     | \$642,000   | \$463,400   | \$332,600    |
| Highlands – SF-All         | \$861,800      | \$858,700   | \$880,600    | \$852,600    | \$833,800     | \$792,700   | \$635,100   | \$437,700    |
| North Saanich – SF-All     | \$991,200      | \$983,400   | \$989,200    | \$946,400    | \$940,000     | \$897,600   | \$680,800   | \$487,300    |
| Sidney – SF-All            | \$701,700      | \$698,500   | \$697,800    | \$660,200    | \$656,400     | \$638,700   | \$473,800   | \$321,400    |
| Central Saanich – SF-All   | \$830,800      | \$816,100   | \$785,100    | \$768,300    | \$744,400     | \$716,900   | \$545,500   | \$357,000    |
| ML Malahat & Area – SF-All | \$614,200      | \$610,200   | \$601,500    | \$570,400    | \$580,800     | \$494,200   | \$411,700   | \$282,400    |
| GI Gulf Islands – SF-All   | \$535,400      | \$536,900   | \$529,900    | \$544,800    | \$517,900     | \$459,100   | \$351,200   | \$291,500    |

Note: Areas with insufficient sales are not included in the HPI.

Source: Victoria Real Estate Board



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

|                            | September 2020 | 1 Month Ago | 3 Months Ago | 6 Months Ago | 12 Months Ago | 3 Years Ago | 5 Years Ago | January 2005 |
|----------------------------|----------------|-------------|--------------|--------------|---------------|-------------|-------------|--------------|
| Victoria REB – SF-All      | 222.1          | 222.8       | 221.5        | 216.6        | 210.9         | 199.8       | 150.2       | 100.0        |
| Victoria – SF-All          | 233.1          | 230.2       | 233.3        | 226.9        | 222.2         | 216.2       | 156.4       | 100.0        |
| Victoria West – SF-All     | 264.2          | 263.0       | 256.8        | 251.2        | 234.2         | 220.2       | 162.6       | 100.0        |
| Oak Bay – SF-All           | 215.5          | 219.8       | 223.3        | 223.1        | 214.6         | 214.0       | 155.0       | 100.0        |
| Esquimalt – SF-All         | 242.8          | 241.6       | 238.5        | 234.0        | 219.1         | 213.2       | 158.5       | 100.0        |
| View Royal – SF-All        | 232.9          | 235.1       | 229.9        | 224.3        | 217.2         | 212.2       | 154.6       | 100.0        |
| Saanich East – SF-All      | 222.0          | 228.0       | 230.4        | 227.0        | 217.7         | 217.2       | 159.6       | 100.0        |
| Saanich West – SF-All      | 236.8          | 238.0       | 239.9        | 232.9        | 226.7         | 218.3       | 157.3       | 100.0        |
| Sooke – SF-All             | 229.1          | 226.0       | 217.2        | 212.6        | 204.7         | 182.2       | 132.7       | 100.0        |
| Langford – SF-All          | 224.6          | 225.3       | 224.4        | 218.1        | 211.2         | 191.5       | 142.6       | 100.0        |
| Metchosin – SF-All         | 211.0          | 216.1       | 216.6        | 215.5        | 208.9         | 189.0       | 134.6       | 100.0        |
| Colwood – SF-All           | 225.7          | 224.0       | 212.0        | 210.7        | 210.2         | 193.0       | 139.3       | 100.0        |
| Highlands – SF-All         | 196.9          | 196.2       | 201.2        | 194.8        | 190.5         | 181.1       | 145.1       | 100.0        |
| North Saanich – SF-All     | 203.4          | 201.8       | 203.0        | 194.2        | 192.9         | 184.2       | 139.7       | 100.0        |
| Sidney – SF-All            | 218.3          | 217.3       | 217.1        | 205.4        | 204.2         | 198.7       | 147.4       | 100.0        |
| Central Saanich – SF-All   | 232.7          | 228.6       | 219.9        | 215.2        | 208.5         | 200.8       | 152.8       | 100.0        |
| ML Malahat & Area – SF-All | 217.5          | 216.1       | 213.0        | 202.0        | 205.7         | 175.0       | 145.8       | 100.0        |
| GI Gulf Islands – SF-All   | 183.7          | 184.2       | 181.8        | 186.9        | 177.7         | 157.5       | 120.5       | 100.0        |

Note: Areas with insufficient sales are not included in the HPI.

Source: Victoria Real Estate Board



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

|                       | September 2020 | 1 Month Ago | 3 Months Ago | 6 Months Ago | 12 Months Ago | 3 Years Ago | 5 Years Ago | January 2005 |
|-----------------------|----------------|-------------|--------------|--------------|---------------|-------------|-------------|--------------|
| Victoria REB – Con    | \$502,600      | \$504,900   | \$512,800    | \$519,800    | \$500,400     | \$447,800   | \$309,700   | \$203,900    |
| Victoria – Con        | \$467,500      | \$474,800   | \$493,500    | \$493,900    | \$478,000     | \$430,100   | \$285,500   | \$191,500    |
| Victoria West – Con   | \$780,800      | \$780,500   | \$814,700    | \$837,700    | \$779,800     | \$749,000   | \$545,100   | \$338,800    |
| Oak Bay – Con         | \$596,700      | \$614,100   | \$608,100    | \$635,900    | \$618,200     | \$510,600   | \$330,200   | \$253,000    |
| Esquimalt – Con       | \$367,900      | \$369,000   | \$385,200    | \$393,200    | \$360,600     | \$337,600   | \$261,900   | \$155,700    |
| View Royal – Con      | \$536,300      | \$528,700   | \$521,600    | \$527,300    | \$497,200     | \$440,400   | \$331,200   | \$210,400    |
| Saanich East – Con    | \$454,000      | \$452,600   | \$446,900    | \$456,500    | \$448,400     | \$385,300   | \$265,500   | \$169,700    |
| Saanich West – Con    | \$432,100      | \$426,600   | \$420,500    | \$428,900    | \$417,600     | \$376,300   | \$265,000   | \$161,300    |
| Langford – Con        | \$432,100      | \$422,700   | \$412,100    | \$417,300    | \$398,000     | \$350,500   | \$254,100   | \$176,600    |
| Colwood – Con         | \$432,100      | \$424,200   | \$430,600    | \$433,100    | \$407,800     | \$353,300   | \$261,000   | \$171,400    |
| Sidney – Con          | \$464,500      | \$481,500   | \$486,600    | \$501,800    | \$482,300     | \$425,200   | \$303,300   | \$202,500    |
| Central Saanich – Con | \$448,400      | \$465,800   | \$473,400    | \$487,600    | \$474,400     | \$428,900   | \$317,000   | \$205,300    |

Note: Areas with insufficient sales are not included in the HPI.

Source: Victoria Real Estate Board



1. Area Group

VREB District Summary

2. Property Type

Condo Apartment (Con)

3. Area/Property Type Selection

All

HPI by Timeframe and Property Type

|                       | September 2020 | 1 Month Ago | 3 Months Ago | 6 Months Ago | 12 Months Ago | 3 Years Ago | 5 Years Ago | January 2005 |
|-----------------------|----------------|-------------|--------------|--------------|---------------|-------------|-------------|--------------|
| Victoria REB – Con    | 246.5          | 247.6       | 251.5        | 254.9        | 245.4         | 219.6       | 151.9       | 100.0        |
| Victoria – Con        | 244.1          | 247.9       | 257.7        | 257.9        | 249.6         | 224.6       | 149.1       | 100.0        |
| Victoria West – Con   | 230.5          | 230.4       | 240.5        | 247.3        | 230.2         | 221.1       | 160.9       | 100.0        |
| Oak Bay – Con         | 235.8          | 242.7       | 240.3        | 251.3        | 244.3         | 201.8       | 130.5       | 100.0        |
| Esquimalt – Con       | 236.3          | 237.0       | 247.4        | 252.5        | 231.6         | 216.8       | 168.2       | 100.0        |
| View Royal – Con      | 254.9          | 251.3       | 247.9        | 250.6        | 236.3         | 209.3       | 157.4       | 100.0        |
| Saanich East – Con    | 267.6          | 266.8       | 263.4        | 269.1        | 264.3         | 227.1       | 156.5       | 100.0        |
| Saanich West – Con    | 267.9          | 264.5       | 260.7        | 265.9        | 258.9         | 233.3       | 164.3       | 100.0        |
| Langford – Con        | 244.7          | 239.4       | 233.4        | 236.3        | 225.4         | 198.5       | 143.9       | 100.0        |
| Colwood – Con         | 252.1          | 247.5       | 251.2        | 252.7        | 237.9         | 206.1       | 152.3       | 100.0        |
| Sidney – Con          | 229.4          | 237.8       | 240.3        | 247.8        | 238.2         | 210.0       | 149.8       | 100.0        |
| Central Saanich – Con | 218.4          | 226.9       | 230.6        | 237.5        | 231.1         | 208.9       | 154.4       | 100.0        |

Note: Areas with insufficient sales are not included in the HPI.

Source: Victoria Real Estate Board



1. Area Group

VREB District Summary

2. Property Type

Townhouse (Twn)

3. Area/Property Type Selection

All

Benchmark Price by Timeframe and Property Type

|                         | September 2020 | 1 Month Ago | 3 Months Ago | 6 Months Ago | 12 Months Ago | 3 Years Ago | 5 Years Ago | January 2005 |
|-------------------------|----------------|-------------|--------------|--------------|---------------|-------------|-------------|--------------|
| Victoria REB – Twn      | \$612,300      | \$613,700   | \$590,100    | \$593,100    | \$587,000     | \$550,500   | \$402,700   | \$278,300    |
| Victoria – Twn          | \$672,300      | \$673,500   | \$628,000    | \$652,500    | \$632,900     | \$586,300   | \$396,400   | \$287,700    |
| Victoria West – Twn     | \$711,100      | \$717,800   | \$681,600    | \$673,200    | \$658,600     | \$577,400   | \$413,800   | \$247,600    |
| Esquimalt – Twn         | \$582,600      | \$581,900   | \$560,300    | \$563,600    | \$555,800     | \$487,000   | \$348,100   | \$234,700    |
| View Royal – Twn        | \$642,000      | \$664,500   | \$623,200    | \$626,000    | \$623,500     | \$576,700   | \$381,600   | \$250,100    |
| Saanich East – Twn      | \$725,900      | \$732,100   | \$689,800    | \$703,000    | \$689,500     | \$649,500   | \$481,100   | \$322,600    |
| Saanich West – Twn      | \$599,500      | \$595,800   | \$564,600    | \$585,400    | \$567,000     | \$540,100   | \$405,700   | \$266,600    |
| Sooke – Twn             | \$486,500      | \$485,000   | \$481,100    | \$475,000    | \$463,500     | \$454,300   | \$319,300   | \$256,100    |
| Langford – Twn          | \$507,100      | \$503,400   | \$509,200    | \$501,900    | \$495,300     | \$464,700   | \$333,300   | \$261,800    |
| Colwood – Twn           | \$621,300      | \$624,000   | \$639,100    | \$631,400    | \$626,700     | \$594,200   | \$407,200   | \$334,600    |
| Sidney – Twn            | \$642,100      | \$646,200   | \$597,400    | \$593,300    | \$572,300     | \$550,000   | \$410,400   | \$269,500    |
| Central Saanich – Twn   | \$566,900      | \$563,200   | \$534,700    | \$534,000    | \$515,800     | \$484,800   | \$367,600   | \$245,700    |
| ML Malahat & Area – Twn | \$582,000      | \$588,800   | \$535,300    | \$532,900    | \$546,000     | \$467,100   | \$353,400   | \$241,900    |
| GI Gulf Islands – Twn   | \$632,300      | \$597,700   | \$512,500    | \$500,300    | \$511,200     | \$452,100   | \$346,700   | \$266,100    |

Note: Areas with insufficient sales are not included in the HPI.

Source: Victoria Real Estate Board



1. Area Group

VREB District Summary

2. Property Type

Townhouse (Twn)

3. Area/Property Type Selection

All

HPI by Timeframe and Property Type

|                         | September 2020 | 1 Month Ago | 3 Months Ago | 6 Months Ago | 12 Months Ago | 3 Years Ago | 5 Years Ago | January 2005 |
|-------------------------|----------------|-------------|--------------|--------------|---------------|-------------|-------------|--------------|
| Victoria REB – Twn      | 220.0          | 220.5       | 212.0        | 213.1        | 210.9         | 197.8       | 144.7       | 100.0        |
| Victoria – Twn          | 233.7          | 234.1       | 218.3        | 226.8        | 220.0         | 203.8       | 137.8       | 100.0        |
| Victoria West – Twn     | 287.2          | 289.9       | 275.3        | 271.9        | 266.0         | 233.2       | 167.1       | 100.0        |
| Esquimalt – Twn         | 248.2          | 247.9       | 238.7        | 240.1        | 236.8         | 207.5       | 148.3       | 100.0        |
| View Royal – Twn        | 256.7          | 265.7       | 249.2        | 250.3        | 249.3         | 230.6       | 152.6       | 100.0        |
| Saanich East – Twn      | 225.0          | 226.9       | 213.8        | 217.9        | 213.7         | 201.3       | 149.1       | 100.0        |
| Saanich West – Twn      | 224.9          | 223.5       | 211.8        | 219.6        | 212.7         | 202.6       | 152.2       | 100.0        |
| Sooke – Twn             | 190.0          | 189.4       | 187.9        | 185.5        | 181.0         | 177.4       | 124.7       | 100.0        |
| Langford – Twn          | 193.7          | 192.3       | 194.5        | 191.7        | 189.2         | 177.5       | 127.3       | 100.0        |
| Colwood – Twn           | 185.7          | 186.5       | 191.0        | 188.7        | 187.3         | 177.6       | 121.7       | 100.0        |
| Sidney – Twn            | 238.3          | 239.8       | 221.7        | 220.2        | 212.4         | 204.1       | 152.3       | 100.0        |
| Central Saanich – Twn   | 230.7          | 229.2       | 217.6        | 217.3        | 209.9         | 197.3       | 149.6       | 100.0        |
| ML Malahat & Area – Twn | 240.6          | 243.4       | 221.3        | 220.3        | 225.7         | 193.1       | 146.1       | 100.0        |
| GI Gulf Islands – Twn   | 237.6          | 224.6       | 192.6        | 188.0        | 192.1         | 169.9       | 130.3       | 100.0        |

**Note:** Areas with insufficient sales are not included in the HPI.

**Source:** Victoria Real Estate Board



1. Area Group

VREB Area Summary

HPI or Benchmark Price

- ☐ HPI
- ☒ Benchmark Price

Adding labels

Hold Ctrl (Cmd) and select points on the chart to show multiple date/value labels

2. Property Type

Single Family-All (SF-All)

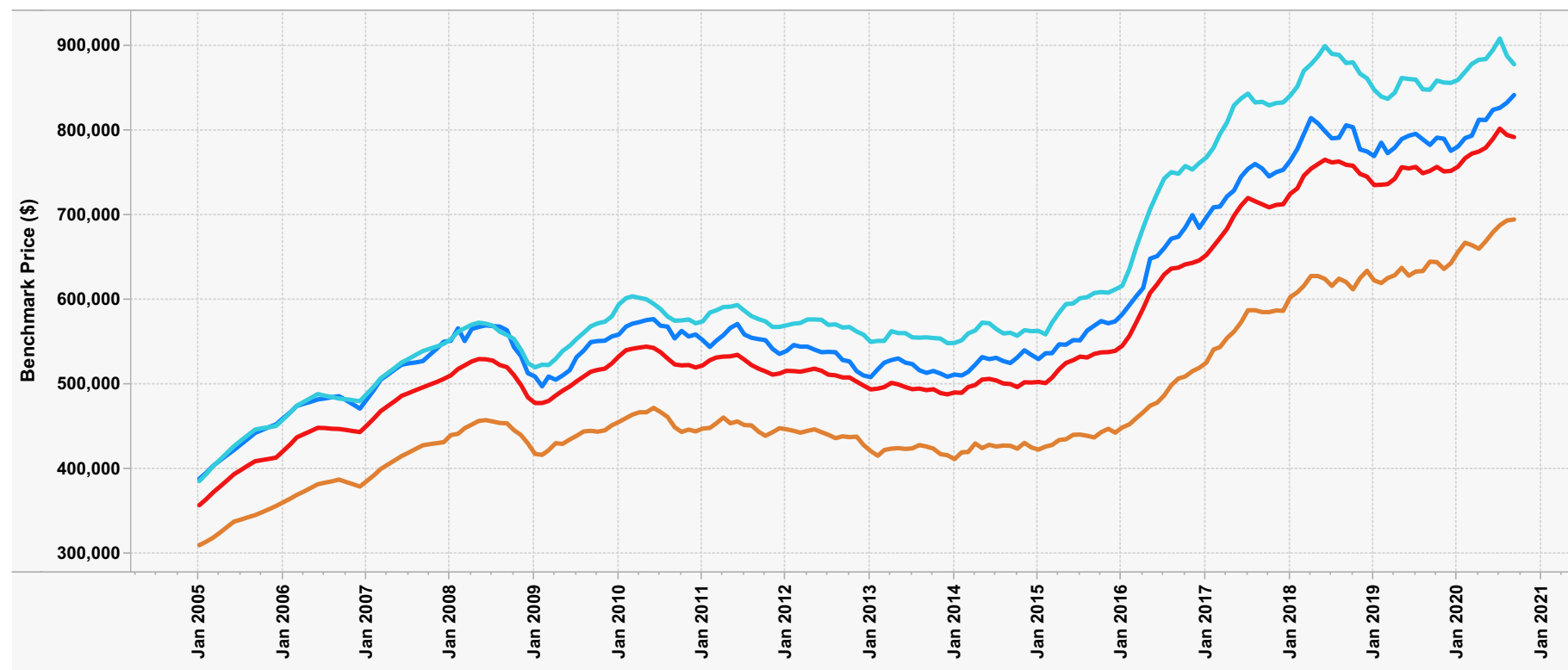
3. Area/Property Type Selection

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 sales are not included in the HPI.

**Source:** Victoria Real Estate Board



1. Area Group

VREB Area Summary

HPI or Benchmark Price

- ☐ HPI
- ☒ Benchmark Price

2. Property Type

Condo Apartment (Con)

Adding labels

Hold Ctrl (Cmd) and select points on the chart to show multiple date/value labels

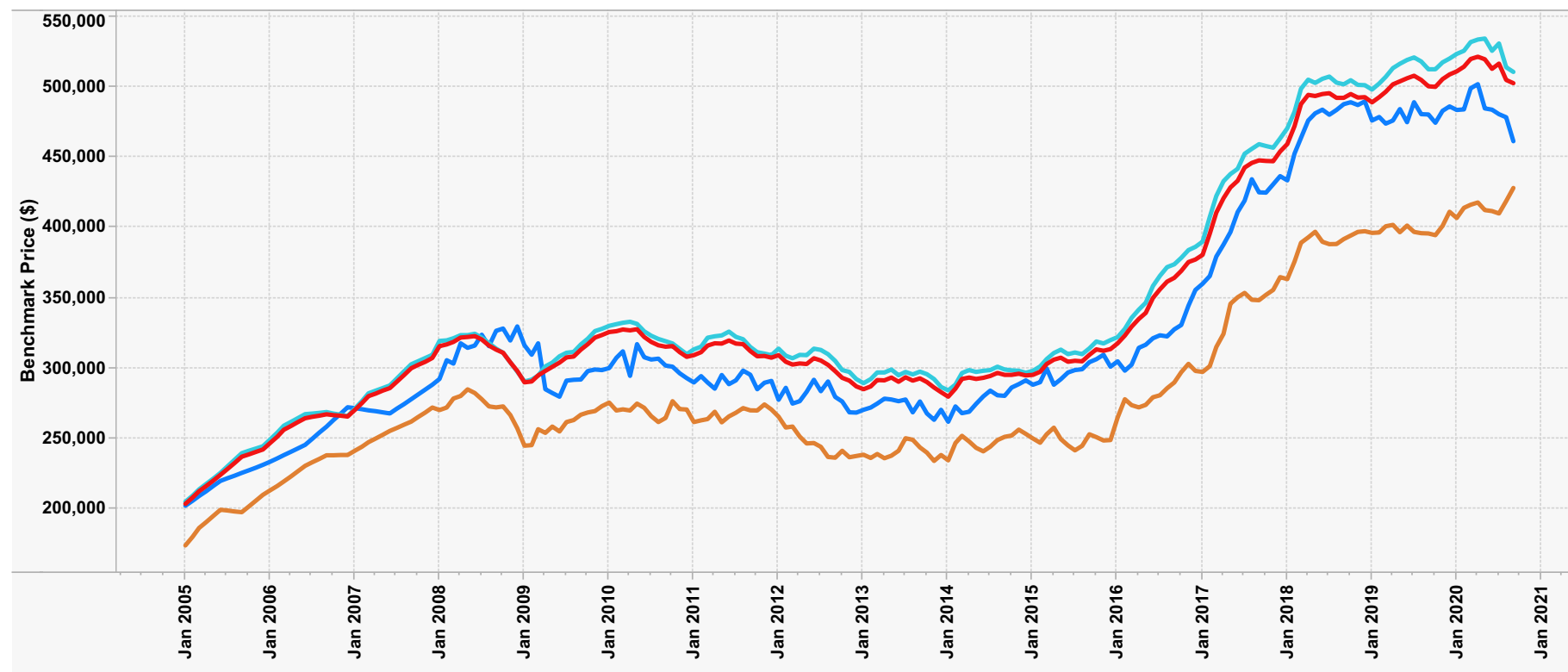
3. Area/Property Type Selection

All

Benchmark Price Performance over Time

Select Date Range:

All values



Victoria REB - Con

Core - Con

Westshore - Con

Peninsula - Con

Note: Areas with insufficient sales are not included in the HPI.

Source: Victoria Real Estate Board



### 1. Area Group

VREB Area Summary

### HPI or Benchmark Price

- ☐ HPI
- ☒ Benchmark Price

### Adding labels

Hold Ctrl (Cmd) and select points on the chart to show multiple date/value labels

### 2. Property Type

Townhouse (Twn)

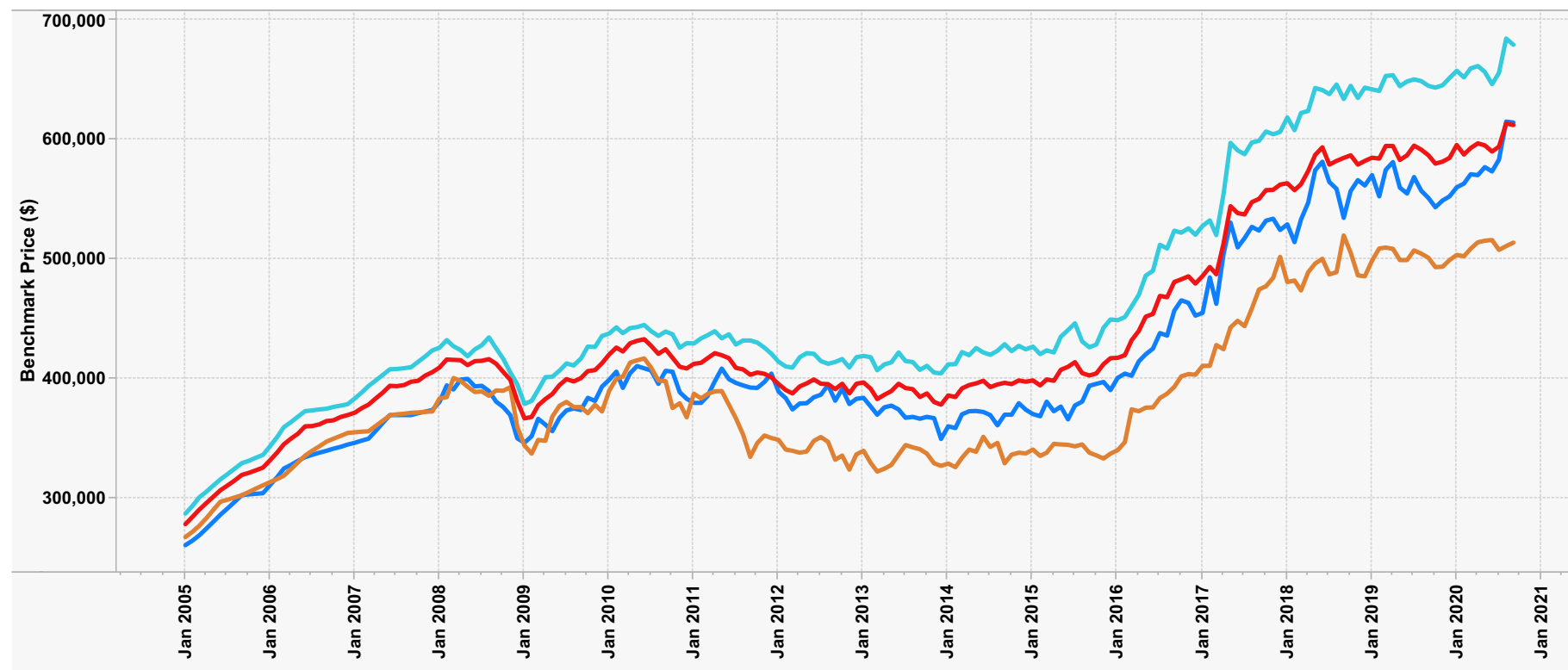
### 3. Area/Property Type Selection

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 sales are not included in the HPI.

**Source:** Victoria Real Estate Board



1. Area Group

VREB Area Summary

HPI or Benchmark Price

- ☐ HPI
- ☒ Benchmark Price

2. Property Type

Multiple values

Adding labels

Hold Ctrl (Cmd) and select points on the chart to show multiple date/value labels

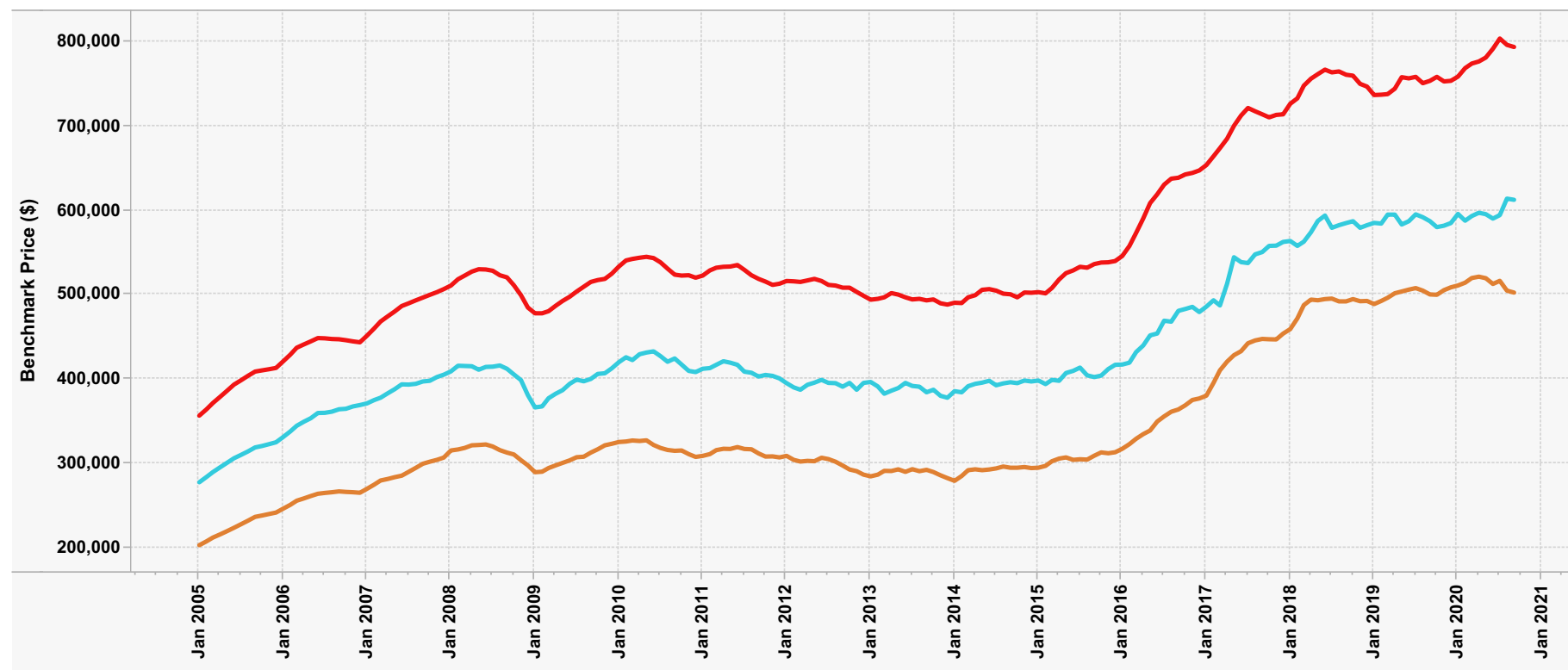
3. Area/Property Type Selection

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 sales are not included in the HPI.

Source: Victoria Real Estate Board



# Monthly Sales Summary (Mark I)

Residential Waterfront Properties Integrated Into Their Own Districts

September 2020

Produced: 01-Oct-2020

| District | Units | Total Volume |
|----------|-------|--------------|
|----------|-------|--------------|

## Residential

### ● Single Family Detached

#### Greater Victoria

|                          |    |               |
|--------------------------|----|---------------|
| Victoria / Victoria West | 55 | \$57,572,700  |
| Oak Bay                  | 28 | \$71,161,000  |
| Esquimalt                | 18 | \$15,647,600  |
| View Royal               | 9  | \$7,775,079   |
| Saanich East             | 89 | \$109,374,400 |
| Saanich West             | 37 | \$38,744,918  |
| Central Saanich          | 24 | \$24,646,500  |
| North Saanich            | 30 | \$43,095,175  |
| Sidney                   | 21 | \$19,482,500  |
| Highlands                | 8  | \$7,547,000   |
| Colwood                  | 26 | \$24,103,712  |
| Langford                 | 85 | \$69,168,299  |
| Metchosin                | 3  | \$2,300,000   |
| Sooke                    | 53 | \$39,968,011  |
| Gulf Islands             | 36 | \$31,028,010  |

|                        |     |               |
|------------------------|-----|---------------|
| Total Greater Victoria | 522 | \$561,614,904 |
|------------------------|-----|---------------|

#### Other Areas

|                |    |              |
|----------------|----|--------------|
| Malahat & Area | 17 | \$18,362,900 |
|----------------|----|--------------|

|                   |    |              |
|-------------------|----|--------------|
| Total Other Areas | 17 | \$18,362,900 |
|-------------------|----|--------------|

|                              |     |               |
|------------------------------|-----|---------------|
| Total Single Family Detached | 539 | \$579,977,804 |
|------------------------------|-----|---------------|

### ● Condo Apartment

#### Greater Victoria

|                          |     |              |
|--------------------------|-----|--------------|
| Victoria / Victoria West | 120 | \$66,975,879 |
| Oak Bay                  | 7   | \$4,508,900  |
| Esquimalt                | 22  | \$11,512,913 |
| View Royal               | 7   | \$2,684,700  |
| Saanich East             | 43  | \$19,238,699 |
| Saanich West             | 11  | \$5,033,500  |
| Central Saanich          | 7   | \$3,197,700  |
| North Saanich            | 1   | \$575,000    |
| Sidney                   | 15  | \$7,789,000  |
| Colwood                  | 8   | \$3,504,000  |
| Langford                 | 35  | \$14,081,659 |
| Sooke                    | 4   | \$1,505,300  |

|                        |     |               |
|------------------------|-----|---------------|
| Total Greater Victoria | 280 | \$140,607,250 |
|------------------------|-----|---------------|

|                       |     |               |
|-----------------------|-----|---------------|
| Total Condo Apartment | 280 | \$140,607,250 |
|-----------------------|-----|---------------|

# Monthly Sales Summary (Mark I)

Residential Waterfront Properties Integrated Into Their Own Districts

September 2020

Produced: 01-Oct-2020

| District                 | Units | Total Volume  |
|--------------------------|-------|---------------|
| ● Row/Townhouse          |       |               |
| Greater Victoria         |       |               |
| Victoria / Victoria West | 17    | \$12,280,000  |
| Esquimalt                | 4     | \$1,987,000   |
| View Royal               | 5     | \$3,366,900   |
| Saanich East             | 12    | \$8,868,000   |
| Saanich West             | 11    | \$6,418,000   |
| Central Saanich          | 8     | \$4,650,400   |
| Sidney                   | 8     | \$4,643,000   |
| Colwood                  | 9     | \$5,103,000   |
| Langford                 | 30    | \$15,227,100  |
| Sooke                    | 2     | \$946,000     |
| Total Greater Victoria   | 106   | \$63,489,400  |
| Other Areas              |       |               |
| Malahat & Area           | 1     | \$830,000     |
| Total Other Areas        | 1     | \$830,000     |
| Total Row/Townhouse      | 107   | \$64,319,400  |
| ● Manufactured Home      |       |               |
| Greater Victoria         |       |               |
| View Royal               | 2     | \$404,800     |
| Central Saanich          | 3     | \$887,500     |
| Sidney                   | 1     | \$468,000     |
| Langford                 | 3     | \$559,000     |
| Sooke                    | 1     | \$195,000     |
| Gulf Islands             | 1     | \$350,000     |
| Total Greater Victoria   | 11    | \$2,864,300   |
| Other Areas              |       |               |
| Malahat & Area           | 1     | \$70,000      |
| Total Other Areas        | 1     | \$70,000      |
| Total Manufactured Home  | 12    | \$2,934,300   |
| Total Residential        | 938   | \$787,838,754 |

# Monthly Sales Summary (Mark I)

Residential Waterfront Properties Integrated Into Their Own Districts

September 2020

Produced: 01-Oct-2020

| District                      | Units      | Total Volume         |
|-------------------------------|------------|----------------------|
| <b>Other Property</b>         |            |                      |
| ● Lots & Acreage              |            |                      |
| Greater Victoria              |            |                      |
| Oak Bay                       | 1          | \$1,835,000          |
| Esquimalt                     | 1          | \$1,103,000          |
| View Royal                    | 2          | \$3,249,900          |
| Saanich East                  | 1          | \$631,000            |
| Central Saanich               | 1          | \$805,000            |
| North Saanich                 | 8          | \$6,028,500          |
| Colwood                       | 2          | \$830,900            |
| Metchosin                     | 1          | \$1,050,000          |
| Sooke                         | 6          | \$4,113,600          |
| Gulf Islands                  | 10         | \$2,881,000          |
| Total Greater Victoria        | 33         | \$22,527,900         |
| Other Areas                   |            |                      |
| Malahat & Area                | 1          | \$880,000            |
| Total Other Areas             | 1          | \$880,000            |
| Total Lots & Acreage          | 34         | \$23,407,900         |
| ● Other Commercial Properties |            |                      |
|                               | 17         | \$15,073,693         |
| <b>Grand Totals</b>           | <b>989</b> | <b>\$826,320,347</b> |

# Monthly Sales Summary (Mark II)

Waterfront Properties Segregated Into a 'Waterfront' District

September 2020

Produced: 01-Oct-2020

| District | Units | Total Volume |
|----------|-------|--------------|
|----------|-------|--------------|

## Residential

### ● Single Family Detached

#### Greater Victoria

|                            |    |              |
|----------------------------|----|--------------|
| Victoria                   | 50 | \$53,870,800 |
| Victoria West              | 5  | \$3,701,900  |
| Oak Bay                    | 25 | \$51,101,000 |
| Esquimalt                  | 17 | \$14,457,600 |
| View Royal                 | 9  | \$7,775,079  |
| Saanich East               | 85 | \$92,797,400 |
| Saanich West               | 37 | \$38,744,918 |
| Central Saanich            | 22 | \$21,171,500 |
| North Saanich              | 24 | \$28,883,675 |
| Sidney                     | 20 | \$17,067,500 |
| Highlands                  | 7  | \$6,645,000  |
| Colwood                    | 26 | \$24,103,712 |
| Langford                   | 84 | \$68,278,299 |
| Metchosin                  | 2  | \$1,560,000  |
| Sooke                      | 47 | \$32,678,011 |
| Gulf Islands               | 22 | \$14,277,827 |
| Waterfront (all districts) | 40 | \$84,500,683 |

|                        |     |               |
|------------------------|-----|---------------|
| Total Greater Victoria | 522 | \$561,614,904 |
|------------------------|-----|---------------|

#### Other Areas

|                            |    |              |
|----------------------------|----|--------------|
| Malahat & Area             | 14 | \$13,197,900 |
| Waterfront (all districts) | 3  | \$5,165,000  |

|                   |    |              |
|-------------------|----|--------------|
| Total Other Areas | 17 | \$18,362,900 |
|-------------------|----|--------------|

|                              |     |               |
|------------------------------|-----|---------------|
| Total Single Family Detached | 539 | \$579,977,804 |
|------------------------------|-----|---------------|

### ● Condo Apartment

#### Greater Victoria

|                            |    |              |
|----------------------------|----|--------------|
| Victoria                   | 93 | \$48,305,679 |
| Victoria West              | 19 | \$12,852,300 |
| Oak Bay                    | 5  | \$2,924,900  |
| Esquimalt                  | 17 | \$8,217,113  |
| View Royal                 | 7  | \$2,684,700  |
| Saanich East               | 42 | \$17,938,699 |
| Saanich West               | 11 | \$5,033,500  |
| Central Saanich            | 7  | \$3,197,700  |
| North Saanich              | 1  | \$575,000    |
| Sidney                     | 14 | \$6,904,000  |
| Colwood                    | 8  | \$3,504,000  |
| Langford                   | 35 | \$14,081,659 |
| Waterfront (all districts) | 21 | \$14,388,000 |

|                        |     |               |
|------------------------|-----|---------------|
| Total Greater Victoria | 280 | \$140,607,250 |
|------------------------|-----|---------------|

|                       |     |               |
|-----------------------|-----|---------------|
| Total Condo Apartment | 280 | \$140,607,250 |
|-----------------------|-----|---------------|

# Monthly Sales Summary (Mark II)

Waterfront Properties Segregated Into a 'Waterfront' District

September 2020

Produced: 01-Oct-2020

| District                   | Units | Total Volume  |
|----------------------------|-------|---------------|
| ● Row/Townhouse            |       |               |
| Greater Victoria           |       |               |
| Victoria                   | 15    | \$10,955,000  |
| Victoria West              | 2     | \$1,325,000   |
| Esquimalt                  | 4     | \$1,987,000   |
| View Royal                 | 5     | \$3,366,900   |
| Saanich East               | 11    | \$7,868,000   |
| Saanich West               | 11    | \$6,418,000   |
| Central Saanich            | 5     | \$2,702,400   |
| Sidney                     | 8     | \$4,643,000   |
| Colwood                    | 8     | \$4,353,000   |
| Langford                   | 30    | \$15,227,100  |
| Sooke                      | 1     | \$594,000     |
| Waterfront (all districts) | 6     | \$4,050,000   |
| Total Greater Victoria     | 106   | \$63,489,400  |
| Other Areas                |       |               |
| Waterfront (all districts) | 1     | \$830,000     |
| Total Other Areas          | 1     | \$830,000     |
| Total Row/Townhouse        | 107   | \$64,319,400  |
| ● Manufactured Home        |       |               |
| Greater Victoria           |       |               |
| View Royal                 | 2     | \$404,800     |
| Central Saanich            | 3     | \$887,500     |
| Sidney                     | 1     | \$468,000     |
| Langford                   | 3     | \$559,000     |
| Sooke                      | 1     | \$195,000     |
| Gulf Islands               | 1     | \$350,000     |
| Total Greater Victoria     | 11    | \$2,864,300   |
| Other Areas                |       |               |
| Malahat & Area             | 1     | \$70,000      |
| Total Other Areas          | 1     | \$70,000      |
| Total Manufactured Home    | 12    | \$2,934,300   |
| Total Residential          | 938   | \$787,838,754 |

## Monthly Sales Summary (Mark II)

Waterfront Properties Segregated Into a 'Waterfront' District

September 2020

Produced: 01-Oct-2020

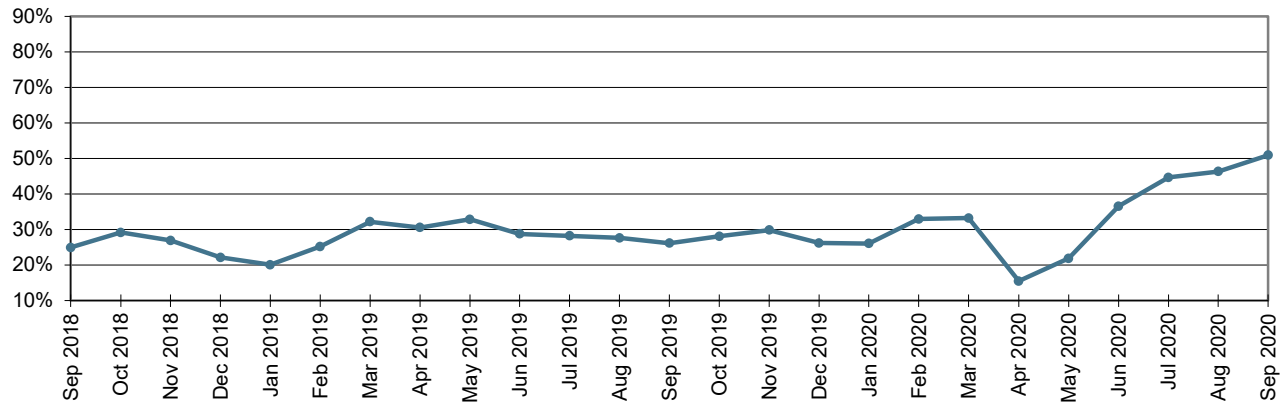
| District                      | Units      | Total Volume         |
|-------------------------------|------------|----------------------|
| <b>Other Property</b>         |            |                      |
| ● Lots & Acreage              |            |                      |
| Greater Victoria              |            |                      |
| Oak Bay                       | 1          | \$1,835,000          |
| Esquimalt                     | 1          | \$1,103,000          |
| View Royal                    | 2          | \$3,249,900          |
| Saanich East                  | 1          | \$631,000            |
| Central Saanich               | 1          | \$805,000            |
| North Saanich                 | 8          | \$6,028,500          |
| Colwood                       | 2          | \$830,900            |
| Metchosin                     | 1          | \$1,050,000          |
| Sooke                         | 6          | \$4,113,600          |
| Gulf Islands                  | 10         | \$2,881,000          |
| Total Greater Victoria        | 33         | \$22,527,900         |
| Other Areas                   |            |                      |
| Malahat & Area                | 1          | \$880,000            |
| Total Other Areas             | 1          | \$880,000            |
| Total Lots & Acreage          | 34         | \$23,407,900         |
| ● Other Commercial Properties |            |                      |
|                               | 17         | \$15,073,693         |
| <b>Grand Totals</b>           | <b>989</b> | <b>\$826,320,347</b> |

## Sales to Active Listings Ratio

The ratio of counts of total residential sales over total active residential listings for the last 25 months

September 2020

Produced: 01-Oct-2020



### 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

Includes All MLS® Property Types

September 2020

Produced: 01-Oct-2020

|                                               | This Year     | Current Month<br>Last Year | % Change | This Year       | Year To Date<br>Last Year | % Change |
|-----------------------------------------------|---------------|----------------------------|----------|-----------------|---------------------------|----------|
| <b>Single Family - Residential</b>            |               |                            |          |                 |                           |          |
| Units Listed                                  | 463           | 467                        | -1 %     | 3894            | 4363                      | -11 %    |
| Units Sold                                    | 422           | 227                        | 86 %     | 2630            | 2428                      | 8 %      |
| Sell/List Ratio                               | 91 %          | 49 %                       |          | 68 %            | 56 %                      |          |
| Sales Dollars                                 | \$415,561,210 | \$191,063,279              | 117 %    | \$2,409,405,585 | \$2,002,246,342           | 20 %     |
| Average Price / Unit                          | \$984,742     | \$841,688                  | 17 %     | \$916,124       | \$824,648                 | 11 %     |
| Price Ratio                                   | 99 %          | 98 %                       |          | 99 %            | 98 %                      |          |
| Days To Sell                                  | 30            | 44                         | -30 %    | 36              | 41                        | -12 %    |
| Active Listings at Month End                  | 610           | 903                        | -32 %    |                 |                           |          |
| <b>Single Family - Residential Waterfront</b> |               |                            |          |                 |                           |          |
| Units Listed                                  | 34            | 36                         | -6 %     | 352             | 385                       | -9 %     |
| Units Sold                                    | 42            | 20                         | 110 %    | 209             | 140                       | 49 %     |
| Sell/List Ratio                               | 124 %         | 56 %                       |          | 59 %            | 36 %                      |          |
| Sales Dollars                                 | \$88,365,683  | \$26,633,000               | 232 %    | \$375,423,427   | \$182,712,532             | 105 %    |
| Average Price / Unit                          | \$2,103,945   | \$1,331,650                | 58 %     | \$1,796,284     | \$1,305,090               | 38 %     |
| Price Ratio                                   | 94 %          | 95 %                       |          | 95 %            | 95 %                      |          |
| Days To Sell                                  | 140           | 82                         | 69 %     | 94              | 86                        | 9 %      |
| Active Listings at Month End                  | 109           | 198                        | -45 %    |                 |                           |          |
| <b>Single Family - Residential Acreage</b>    |               |                            |          |                 |                           |          |
| Units Listed                                  | 46            | 42                         | 10 %     | 420             | 439                       | -4 %     |
| Units Sold                                    | 44            | 23                         | 91 %     | 265             | 201                       | 32 %     |
| Sell/List Ratio                               | 96 %          | 55 %                       |          | 63 %            | 46 %                      |          |
| Sales Dollars                                 | \$54,465,512  | \$25,865,400               | 111 %    | \$296,580,897   | \$192,049,391             | 54 %     |
| Average Price / Unit                          | \$1,237,853   | \$1,124,583                | 10 %     | \$1,119,173     | \$955,470                 | 17 %     |
| Price Ratio                                   | 97 %          | 94 %                       |          | 97 %            | 96 %                      |          |
| Days To Sell                                  | 60            | 93                         | -35 %    | 62              | 75                        | -17 %    |
| Active Listings at Month End                  | 116           | 184                        | -37 %    |                 |                           |          |
| <b>Condo Apartment</b>                        |               |                            |          |                 |                           |          |
| Units Listed                                  | 449           | 334                        | 34 %     | 3159            | 2852                      | 11 %     |
| Units Sold                                    | 280           | 221                        | 27 %     | 1642            | 1738                      | -6 %     |
| Sell/List Ratio                               | 62 %          | 66 %                       |          | 52 %            | 61 %                      |          |
| Sales Dollars                                 | \$140,607,250 | \$98,729,565               | 42 %     | \$795,457,494   | \$808,772,228             | -2 %     |
| Average Price / Unit                          | \$502,169     | \$446,740                  | 12 %     | \$484,444       | \$465,347                 | 4 %      |
| Price Ratio                                   | 98 %          | 98 %                       |          | 98 %            | 98 %                      |          |
| Days To Sell                                  | 42            | 46                         | -10 %    | 41              | 40                        | 4 %      |
| Active Listings at Month End                  | 720           | 609                        | 18 %     |                 |                           |          |

# Monthly Comparative Activity By Property Type

Includes All MLS® Property Types

September 2020

Produced: 01-Oct-2020

|                                     | This Year    | Current Month<br>Last Year | % Change | This Year     | Year To Date<br>Last Year | % Change |
|-------------------------------------|--------------|----------------------------|----------|---------------|---------------------------|----------|
| <b>Row/Townhouse</b>                |              |                            |          |               |                           |          |
| Units Listed                        | 143          | 143                        | 0 %      | 1139          | 1143                      | 0 %      |
| Units Sold                          | 107          | 75                         | 43 %     | 770           | 631                       | 22 %     |
| Sell/List Ratio                     | 75 %         | 52 %                       |          | 68 %          | 55 %                      |          |
| Sales Dollars                       | \$64,319,400 | \$43,649,808               | 47 %     | \$461,375,039 | \$380,944,038             | 21 %     |
| Average Price / Unit                | \$601,116    | \$581,997                  | 3 %      | \$599,188     | \$603,715                 | -1 %     |
| Price Ratio                         | 99 %         | 99 %                       |          | 99 %          | 99 %                      |          |
| Days To Sell                        | 32           | 29                         | 7 %      | 44            | 38                        | 16 %     |
| Active Listings at Month End        | 198          | 253                        | -22 %    |               |                           |          |
| <b>Half Duplex (Up and Down)</b>    |              |                            |          |               |                           |          |
| Units Listed                        | 3            | 0                          | %        | 7             | 2                         | 250 %    |
| Units Sold                          | 1            | 0                          | %        | 3             | 0                         | %        |
| Sell/List Ratio                     | 33 %         | %                          |          | 43 %          | 0 %                       |          |
| Sales Dollars                       | \$553,000    | \$0                        | %        | \$1,244,000   | \$0                       | %        |
| Average Price / Unit                | \$553,000    |                            | %        | \$414,667     |                           | %        |
| Price Ratio                         | 105 %        | %                          |          | 99 %          | %                         |          |
| Days To Sell                        | 15           |                            | %        | 120           |                           | %        |
| Active Listings at Month End        | 3            | 2                          | 50 %     |               |                           |          |
| <b>Half Duplex (Side by Side)</b>   |              |                            |          |               |                           |          |
| Units Listed                        | 19           | 10                         | 90 %     | 145           | 99                        | 46 %     |
| Units Sold                          | 18           | 3                          | 500 %    | 95            | 63                        | 51 %     |
| Sell/List Ratio                     | 95 %         | 30 %                       |          | 66 %          | 64 %                      |          |
| Sales Dollars                       | \$13,176,399 | \$1,945,000                | 577 %    | \$63,199,499  | \$38,765,840              | 63 %     |
| Average Price / Unit                | \$732,022    | \$648,333                  | 13 %     | \$665,258     | \$615,331                 | 8 %      |
| Price Ratio                         | 101 %        | 99 %                       |          | 100 %         | 98 %                      |          |
| Days To Sell                        | 29           | 16                         | 76 %     | 31            | 46                        | -33 %    |
| Active Listings at Month End        | 35           | 15                         | 133 %    |               |                           |          |
| <b>Half Duplex (Front and Back)</b> |              |                            |          |               |                           |          |
| Units Listed                        | 5            | 3                          | 67 %     | 23            | 29                        | -21 %    |
| Units Sold                          | 5            | 3                          | 67 %     | 17            | 19                        | -11 %    |
| Sell/List Ratio                     | 100 %        | 100 %                      |          | 74 %          | 66 %                      |          |
| Sales Dollars                       | \$3,582,000  | \$2,014,300                | 78 %     | \$11,212,400  | \$13,042,800              | -14 %    |
| Average Price / Unit                | \$716,400    | \$671,433                  | 7 %      | \$659,553     | \$686,463                 | -4 %     |
| Price Ratio                         | 99 %         | 96 %                       |          | 99 %          | 98 %                      |          |
| Days To Sell                        | 23           | 60                         | -61 %    | 31            | 40                        | -22 %    |
| Active Listings at Month End        | 5            | 4                          | 25 %     |               |                           |          |

# Monthly Comparative Activity By Property Type

Includes All MLS® Property Types

September 2020

Produced: 01-Oct-2020

|                                      | This Year   | Current Month<br>Last Year | % Change | This Year    | Year To Date<br>Last Year | % Change |
|--------------------------------------|-------------|----------------------------|----------|--------------|---------------------------|----------|
| <b>Recreational</b>                  |             |                            |          |              |                           |          |
| Units Listed                         | 4           | 2                          | 100 %    | 30           | 34                        | -12 %    |
| Units Sold                           | 4           | 2                          | 100 %    | 15           | 17                        | -12 %    |
| Sell/List Ratio                      | 100 %       | 100 %                      |          | 50 %         | 50 %                      |          |
| Sales Dollars                        | \$872,000   | \$311,500                  | 180 %    | \$1,969,900  | \$2,097,600               | -6 %     |
| Average Price / Unit                 | \$218,000   | \$155,750                  | 40 %     | \$131,327    | \$123,388                 | 6 %      |
| Price Ratio                          | 94 %        | 96 %                       |          | 94 %         | 93 %                      |          |
| Days To Sell                         | 46          | 139                        | -67 %    | 162          | 85                        | 91 %     |
| Active Listings at Month End         | 13          | 19                         | -32 %    |              |                           |          |
| <b>Manufactured Home</b>             |             |                            |          |              |                           |          |
| Units Listed                         | 20          | 19                         | 5 %      | 155          | 181                       | -14 %    |
| Units Sold                           | 12          | 11                         | 9 %      | 117          | 127                       | -8 %     |
| Sell/List Ratio                      | 60 %        | 58 %                       |          | 75 %         | 70 %                      |          |
| Sales Dollars                        | \$2,934,300 | \$2,033,150                | 44 %     | \$28,164,297 | \$26,459,437              | 6 %      |
| Average Price / Unit                 | \$244,525   | \$184,832                  | 32 %     | \$240,720    | \$208,342                 | 16 %     |
| Price Ratio                          | 95 %        | 96 %                       |          | 95 %         | 95 %                      |          |
| Days To Sell                         | 51          | 51                         | 0 %      | 58           | 54                        | 8 %      |
| Active Listings at Month End         | 33          | 42                         | -21 %    |              |                           |          |
| <b>Residential Lots</b>              |             |                            |          |              |                           |          |
| Units Listed                         | 23          | 41                         | -44 %    | 263          | 329                       | -20 %    |
| Units Sold                           | 15          | 13                         | 15 %     | 105          | 114                       | -8 %     |
| Sell/List Ratio                      | 65 %        | 32 %                       |          | 40 %         | 35 %                      |          |
| Sales Dollars                        | \$9,786,200 | \$4,647,395                | 111 %    | \$49,432,974 | \$36,629,535              | 35 %     |
| Average Price / Unit                 | \$652,413   | \$357,492                  | 82 %     | \$470,790    | \$321,312                 | 47 %     |
| Price Ratio                          | 99 %        | 96 %                       |          | 98 %         | 95 %                      |          |
| Days To Sell                         | 128         | 82                         | 55 %     | 122          | 130                       | -6 %     |
| Active Listings at Month End         | 136         | 183                        | -26 %    |              |                           |          |
| <b>Residential Lots - Waterfront</b> |             |                            |          |              |                           |          |
| Units Listed                         | 10          | 2                          | 400 %    | 58           | 40                        | 45 %     |
| Units Sold                           | 7           | 0                          | %        | 17           | 10                        | 70 %     |
| Sell/List Ratio                      | 70 %        | 0 %                        |          | 29 %         | 25 %                      |          |
| Sales Dollars                        | \$6,310,500 | \$0                        | %        | \$12,473,625 | \$6,115,944               | 104 %    |
| Average Price / Unit                 | \$901,500   |                            | %        | \$733,743    | \$611,594                 | 20 %     |
| Price Ratio                          | 98 %        | %                          |          | 95 %         | 95 %                      |          |
| Days To Sell                         | 73          |                            | %        | 139          | 269                       | -48 %    |
| Active Listings at Month End         | 30          | 27                         | 11 %     |              |                           |          |

# Monthly Comparative Activity By Property Type

Includes All MLS® Property Types

September 2020

Produced: 01-Oct-2020

|                                         | This Year   | Current Month<br>Last Year | % Change | This Year    | Year To Date<br>Last Year | % Change |
|-----------------------------------------|-------------|----------------------------|----------|--------------|---------------------------|----------|
| <b>Residential Acreage</b>              |             |                            |          |              |                           |          |
| Units Listed                            | 7           | 10                         | -30 %    | 116          | 128                       | -9 %     |
| Units Sold                              | 10          | 6                          | 67 %     | 61           | 41                        | 49 %     |
| Sell/List Ratio                         | 143 %       | 60 %                       |          | 53 %         | 32 %                      |          |
| Sales Dollars                           | \$6,388,200 | \$1,882,500                | 239 %    | \$36,948,550 | \$21,689,000              | 70 %     |
| Average Price / Unit                    | \$638,820   | \$313,750                  | 104 %    | \$605,714    | \$529,000                 | 15 %     |
| Price Ratio                             | 88 %        | 90 %                       |          | 92 %         | 93 %                      |          |
| Days To Sell                            | 136         | 99                         | 37 %     | 152          | 139                       | 9 %      |
| Active Listings at Month End            | 60          | 90                         | -33 %    |              |                           |          |
| <b>Residential Acreage - Waterfront</b> |             |                            |          |              |                           |          |
| Units Listed                            | 5           | 3                          | 67 %     | 35           | 35                        | 0 %      |
| Units Sold                              | 2           | 1                          | 100 %    | 19           | 10                        | 90 %     |
| Sell/List Ratio                         | 40 %        | 33 %                       |          | 54 %         | 29 %                      |          |
| Sales Dollars                           | \$923,000   | \$700,000                  | 32 %     | \$15,895,182 | \$17,580,000              | -10 %    |
| Average Price / Unit                    | \$461,500   | \$700,000                  | -34 %    | \$836,589    | \$1,758,000               | -52 %    |
| Price Ratio                             | 96 %        | 97 %                       |          | 91 %         | 96 %                      |          |
| Days To Sell                            | 114         | 18                         | 533 %    | 187          | 243                       | -23 %    |
| Active Listings at Month End            | 27          | 30                         | -10 %    |              |                           |          |
| <b>Revenue - Duplex/Triplex</b>         |             |                            |          |              |                           |          |
| Units Listed                            | 9           | 6                          | 50 %     | 46           | 40                        | 15 %     |
| Units Sold                              | 3           | 5                          | -40 %    | 26           | 14                        | 86 %     |
| Sell/List Ratio                         | 33 %        | 83 %                       |          | 57 %         | 35 %                      |          |
| Sales Dollars                           | \$3,402,000 | \$3,548,500                | -4 %     | \$25,990,450 | \$12,260,300              | 112 %    |
| Average Price / Unit                    | \$1,134,000 | \$709,700                  | 60 %     | \$999,633    | \$875,736                 | 14 %     |
| Price Ratio                             | 97 %        | 97 %                       |          | 96 %         | 97 %                      |          |
| Days To Sell                            | 51          | 63                         | -19 %    | 42           | 47                        | -10 %    |
| Active Listings at Month End            | 17          | 21                         | -19 %    |              |                           |          |
| <b>Revenue - Multi Units</b>            |             |                            |          |              |                           |          |
| Units Listed                            | 4           | 2                          | 100 %    | 37           | 15                        | 147 %    |
| Units Sold                              | 2           | 0                          | %        | 9            | 5                         | 80 %     |
| Sell/List Ratio                         | 50 %        | 0 %                        |          | 24 %         | 33 %                      |          |
| Sales Dollars                           | \$2,375,000 | \$0                        | %        | \$13,800,000 | \$7,638,000               | 81 %     |
| Average Price / Unit                    | \$1,187,500 |                            | %        | \$1,533,333  | \$1,527,600               | 0 %      |
| Price Ratio                             | 97 %        | %                          |          | 92 %         | 96 %                      |          |
| Days To Sell                            | 59          |                            | %        | 78           | 77                        | 2 %      |
| Active Listings at Month End            | 22          | 6                          | 267 %    |              |                           |          |

# Monthly Comparative Activity By Property Type

Includes All MLS® Property Types

September 2020

Produced: 01-Oct-2020

|                                          | 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           | 1                          | -100 %   | 9            | 9                         | 0 %      |
| Units Sold                               | 0           | 0                          | %        | 3            | 3                         | 0 %      |
| Sell/List Ratio                          | %           | 0 %                        |          | 33 %         | 33 %                      |          |
| Sales Dollars                            | \$0         | \$0                        | %        | \$8,498,900  | \$11,280,000              | -25 %    |
| Average Price / Unit                     |             |                            | %        | \$2,832,967  | \$3,760,000               | -25 %    |
| Price Ratio                              | %           | %                          |          | 93 %         | 93 %                      |          |
| Days To Sell                             |             |                            | %        | 128          | 89                        | 44 %     |
| Active Listings at Month End             | 0           | 3                          | -100 %   |              |                           |          |
| <b>Revenue - Commercial</b>              |             |                            |          |              |                           |          |
| Units Listed                             | 17          | 12                         | 42 %     | 76           | 71                        | 7 %      |
| Units Sold                               | 4           | 2                          | 100 %    | 14           | 24                        | -42 %    |
| Sell/List Ratio                          | 24 %        | 17 %                       |          | 18 %         | 34 %                      |          |
| Sales Dollars                            | \$6,368,550 | \$5,485,000                | 16 %     | \$14,394,450 | \$17,884,120              | -20 %    |
| Average Price / Unit                     | \$1,592,138 | \$2,742,500                | -42 %    | \$1,028,175  | \$745,172                 | 38 %     |
| Price Ratio                              | 100 %       | 100 %                      |          | 97 %         | 96 %                      |          |
| Days To Sell                             | 53          | 57                         | -7 %     | 81           | 99                        | -19 %    |
| Active Listings at Month End             | 58          | 44                         | 32 %     |              |                           |          |
| <b>Revenue - Industrial</b>              |             |                            |          |              |                           |          |
| Units Listed                             | 2           | 0                          | %        | 8            | 2                         | 300 %    |
| Units Sold                               | 1           | 0                          | %        | 5            | 1                         | 400 %    |
| Sell/List Ratio                          | 50 %        | %                          |          | 63 %         | 50 %                      |          |
| Sales Dollars                            | \$1,035,000 | \$0                        | %        | \$2,965,200  | \$249,000                 | 1091 %   |
| Average Price / Unit                     | \$1,035,000 |                            | %        | \$593,040    | \$249,000                 | 138 %    |
| Price Ratio                              | 90 %        | %                          |          | 99 %         | 100 %                     |          |
| Days To Sell                             | 144         |                            | %        | 102          | 21                        | 385 %    |
| Active Listings at Month End             | 11          | 1                          | 1000 %   |              |                           |          |
| <b>Business with Land &amp; Building</b> |             |                            |          |              |                           |          |
| Units Listed                             | 1           | 7                          | -86 %    | 42           | 45                        | -7 %     |
| Units Sold                               | 2           | 1                          | 100 %    | 19           | 12                        | 58 %     |
| Sell/List Ratio                          | 200 %       | 14 %                       |          | 45 %         | 27 %                      |          |
| Sales Dollars                            | \$5,065,000 | \$20                       | ##### %  | \$32,628,992 | \$6,770,107               | 382 %    |
| Average Price / Unit                     | \$2,532,500 | \$20                       | ##### %  | \$1,717,315  | \$564,176                 | 204 %    |
| Price Ratio                              | 96 %        | %                          |          | 91 %         | 106 %                     |          |
| Days To Sell                             | 226         | 107                        | 111 %    | 152          | 131                       | 16 %     |
| Active Listings at Month End             | 8           | 29                         | -72 %    |              |                           |          |

# Monthly Comparative Activity By Property Type

Includes All MLS® Property Types

September 2020

Produced: 01-Oct-2020

|                              | This Year | Current Month<br>Last Year | % Change | This Year   | Year To Date<br>Last Year | % Change |
|------------------------------|-----------|----------------------------|----------|-------------|---------------------------|----------|
| <b>Business Only</b>         |           |                            |          |             |                           |          |
| Units Listed                 | 5         | 13                         | -62 %    | 82          | 107                       | -23 %    |
| Units Sold                   | 3         | 2                          | 50 %     | 17          | 24                        | -29 %    |
| Sell/List Ratio              | 60 %      | 15 %                       |          | 21 %        | 22 %                      |          |
| Sales Dollars                | \$230,000 | \$87,000                   | 164 %    | \$1,333,000 | \$1,908,500               | -30 %    |
| Average Price / Unit         | \$76,667  | \$43,500                   | 76 %     | \$78,412    | \$79,521                  | -1 %     |
| Price Ratio                  | 75 %      | 65 %                       |          | 76 %        | 73 %                      |          |
| Days To Sell                 | 108       | 298                        | -64 %    | 113         | 122                       | -7 %     |
| Active Listings at Month End | 38        | 69                         | -45 %    |             |                           |          |
| <b>Motel/Hotel</b>           |           |                            |          |             |                           |          |
| Units Listed                 | 0         | 1                          | -100 %   | 2           | 2                         | 0 %      |
| Units Sold                   | 0         | 0                          | %        | 0           | 0                         | %        |
| Sell/List Ratio              | %         | 0 %                        |          | 0 %         | 0 %                       |          |
| Sales Dollars                | \$0       | \$0                        | %        | \$0         | \$0                       | %        |
| Average Price / Unit         |           |                            | %        |             |                           | %        |
| Price Ratio                  | %         | %                          |          | %           | %                         |          |
| Days To Sell                 |           |                            | %        |             |                           | %        |
| Active Listings at Month End | 0         | 2                          | -100 %   |             |                           |          |
| <b>Lease - Office</b>        |           |                            |          |             |                           |          |
| Units Listed                 | 16        | 5                          | 220 %    | 80          | 40                        | 100 %    |
| Units Sold                   | 1         | 0                          | %        | 5           | 10                        | -50 %    |
| Sell/List Ratio              | 6 %       | 0 %                        |          | 6 %         | 25 %                      |          |
| Sales Dollars                | \$17      | \$0                        | %        | \$86        | \$200                     | -57 %    |
| Average Price / Unit         | \$17      |                            | %        | \$17        | \$20                      | -14 %    |
| Price Ratio                  | 100 %     | %                          |          | 179 %       | %                         |          |
| Days To Sell                 | 108       |                            | %        | 231         | 183                       | 26 %     |
| Active Listings at Month End | 79        | 24                         | 229 %    |             |                           |          |
| <b>Lease - Retail</b>        |           |                            |          |             |                           |          |
| Units Listed                 | 6         | 2                          | 200 %    | 49          | 33                        | 48 %     |
| Units Sold                   | 4         | 0                          | %        | 15          | 8                         | 88 %     |
| Sell/List Ratio              | 67 %      | 0 %                        |          | 31 %        | 24 %                      |          |
| Sales Dollars                | \$126     | \$0                        | %        | \$2,008     | \$173                     | 1059 %   |
| Average Price / Unit         | \$31      |                            | %        | \$134       | \$22                      | 518 %    |
| Price Ratio                  | 94 %      | %                          |          | 109 %       | 3 %                       |          |
| Days To Sell                 | 133       |                            | %        | 189         | 117                       | 62 %     |
| Active Listings at Month End | 41        | 24                         | 71 %     |             |                           |          |

# Monthly Comparative Activity By Property Type

Includes All MLS® Property Types

September 2020

Produced: 01-Oct-2020

|                              | 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         | 1                         | 0 %      |
| Units Sold                   | 0         | 0                          | %        | 0         | 0                         | %        |
| Sell/List Ratio              | %         | %                          |          | 0 %       | 0 %                       |          |
| Sales Dollars                | \$0       | \$0                        | %        | \$0       | \$0                       | %        |
| Average Price / Unit         |           |                            | %        |           |                           | %        |
| Price Ratio                  | %         | %                          |          | %         | %                         |          |
| Days To Sell                 |           |                            | %        |           |                           | %        |
| Active Listings at Month End | 0         | 1                          | -100 %   |           |                           |          |
| <b>Lease - Industrial</b>    |           |                            |          |           |                           |          |
| Units Listed                 | 0         | 0                          | %        | 3         | 1                         | 200 %    |
| Units Sold                   | 0         | 0                          | %        | 1         | 1                         | 0 %      |
| Sell/List Ratio              | %         | %                          |          | 33 %      | 100 %                     |          |
| Sales Dollars                | \$0       | \$0                        | %        | \$14      | \$9                       | 56 %     |
| Average Price / Unit         |           |                            | %        | \$14      | \$9                       | 56 %     |
| Price Ratio                  | %         | %                          |          | 111 %     | %                         |          |
| Days To Sell                 |           |                            | %        | 304       | 45                        | 576 %    |
| Active Listings at Month End | 5         | 0                          | %        |           |                           |          |
| <b>Lease - Other</b>         |           |                            |          |           |                           |          |
| Units Listed                 | 0         | 5                          | -100 %   | 51        | 40                        | 28 %     |
| Units Sold                   | 0         | 0                          | %        | 2         | 13                        | -85 %    |
| Sell/List Ratio              | %         | 0 %                        |          | 4 %       | 33 %                      |          |
| Sales Dollars                | \$0       | \$0                        | %        | \$30      | \$259                     | -88 %    |
| Average Price / Unit         |           |                            | %        | \$15      | \$20                      | -25 %    |
| Price Ratio                  | %         | %                          |          | %         | %                         |          |
| Days To Sell                 |           |                            | %        | 61        | 164                       | -63 %    |
| Active Listings at Month End | 1         | 25                         | -96 %    |           |                           |          |
| <b>Commercial Land</b>       |           |                            |          |           |                           |          |
| Units Listed                 | 3         | 2                          | 50 %     | 29        | 25                        | 16 %     |
| Units Sold                   | 0         | 1                          | -100 %   | 0         | 3                         | -100 %   |
| Sell/List Ratio              | %         | 50 %                       |          | 0 %       | 12 %                      |          |
| Sales Dollars                | \$0       | \$320,000                  | -100 %   | \$0       | \$1,840,000               | -100 %   |
| Average Price / Unit         |           | \$320,000                  | %        |           | \$613,333                 | %        |
| Price Ratio                  | %         | 90 %                       |          | %         | 85 %                      |          |
| Days To Sell                 |           | 20                         | %        | 472       | 173                       | 172 %    |
| Active Listings at Month End | 14        | 15                         | -7 %     |           |                           |          |

## Monthly Comparative Activity By Property Type

Includes All MLS® Property Types

September 2020

Produced: 01-Oct-2020

|                              | This Year     | Current Month<br>Last Year | % Change | This Year       | Year To Date<br>Last Year | % Change |
|------------------------------|---------------|----------------------------|----------|-----------------|---------------------------|----------|
| <b>Grand Totals</b>          |               |                            |          |                 |                           |          |
| Units Listed                 | 1294          | 1168                       | 11 %     | 10311           | 10490                     | -2 %     |
| Units Sold                   | 989           | 616                        | 61 %     | 6081            | 5657                      | 7 %      |
| Sell/List Ratio              | 76 %          | 53 %                       |          | 59 %            | 54 %                      |          |
| Sales Dollars                | \$826,320,347 | \$408,915,417              | 102 %    | \$4,658,395,999 | \$3,788,935,354           | 23 %     |
| Average Price / Unit         | \$835,511     | \$663,824                  | 26 %     | \$766,058       | \$669,778                 | 14 %     |
| Price Ratio                  | 98 %          | 98 %                       |          | 98 %            | 98 %                      |          |
| Days To Sell                 | 44            | 49                         | -9 %     | 47              | 48                        | -1 %     |
| Active Listings at Month End | 2389          | 2823                       | -15 %    |                 |                           |          |