

VICTORIA REAL ESTATE SALES MODERATE IN NOVEMBER; OVERALL PRICES REMAIN FLAT

VICTORIA, BC—Greater Victoria real estate sales moderated in November following a brisk June-to-October market. According to the [Victoria Real Estate Board](#) (VREB) MLS® System, 412 properties sold compared to 366 in November 2012, an increase of 12.6 per cent.

“We saw market activity slow down after a very busy five months,” says Shelley Mann, VREB President. “While sales were higher than in November 2012, fewer sales than previous months indicate a pull back in consumer demand.”

Flat employment and weak economic growth are likely contributors to a moderating market. Mann also notes that active listings continued to decline, with 4,017 at the end November compared to 4,488 in November 2012. December and January are typically the slowest months for real estate sales.

For November 2013, the MLS® HPI benchmark price for the Greater Victoria single family benchmark home was \$482,300 and its corresponding index value was 136.5. (This represents a 36.5 per cent increase since January 2005, when the index was 100). This benchmark price decreased 0.72 per cent over the past month and decreased 3.11 per cent over the last year.

At the regional level, the benchmark price for the single family benchmark home in the Core municipalities was \$548,600, an increase of 0.14 per cent over the previous month and a 1.65 per cent decrease over November 2012. In Westshore, the benchmark price for the single family benchmark home was \$403,600, a decrease of 1.70 per cent over October 2013 and 5.94 per cent decrease over November 2012. The benchmark price for the single family benchmark home on the Peninsula was \$508,000 for November, a decrease of 0.04 per cent over the previous month and a 2.57 per cent decrease year-over-year.

There were a total of 381 single family homes sold in November, an increase of 11 per cent over November 2012. November also saw the reporting of 99 condominium sales and 49 townhouse sales in Greater Victoria. Benchmark prices for the Greater Victoria condominium benchmark home and for the Greater Victoria townhouse benchmark home for November were \$280,600 and \$389,000 respectively.

Total Waterfront Single Family Dwellings sold:	9 , up 3 over November 2012
Total Non-waterfront Single Family Dwellings sold:	207 , up 11 over November 2012
Single Family Dwellings sold over \$1 million:	7 (1 over \$2 million)

On November 1st, the VREB adopted the **MLS® Home Price Index** (MLS® HPI) to report residential property price trends. The methodology used by MLS® HPI has been endorsed by Statistics Canada, Canada Mortgage and Housing Corporation, the Bank of Canada, Finance Canada and Central 1 Credit Union.

At the heart of the MLS® HPI is the concept of the “benchmark” home, a notional home that has the most common features of a typical home in a given area. The benchmark home is not meant to represent any actual house, condo or townhouse, but merely provides an identical example to track

market changes. There are separate benchmark houses, condos and townhouses in each distinct area of the Greater Victoria region, enabling price tracking of very distinct markets.

For more information on MLS®HPI benchmark prices and index values for November, visit www.vreb.org. Those requiring specific information on property values in their area should contact a REALTOR®. The Victoria Real Estate Board has 1,224 Members.

**Statistical package is attached and includes information by regional and municipal areas.
President Shelley Mann is available for interview on any Greater Victoria market area.**

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Benchmark by Timeframe and Property Type: Single Family - All

	November 2013	1 Month Ago	3 Months Ago	6 Months Ago	12 Months Ago	36 Months Ago	60 Months Ago
Victoria REB	\$482,300	\$485,800	\$486,900	\$493,600	\$497,800	\$517,300	\$494,000
Victoria	\$531,400	\$534,000	\$541,400	\$539,200	\$539,200	\$545,800	\$501,400
Victoria West	\$420,100	\$407,100	\$409,300	\$415,300	\$422,900	\$432,500	\$406,800
Oak Bay	\$737,400	\$754,500	\$739,100	\$762,200	\$764,500	\$788,200	\$758,400
Esquimalt	\$430,500	\$419,200	\$430,800	\$435,500	\$445,000	\$455,700	\$434,000
View Royal	\$519,500	\$514,300	\$504,800	\$511,600	\$515,700	\$522,500	\$492,500
Saanich East	\$565,000	\$563,100	\$567,400	\$574,900	\$570,200	\$593,400	\$550,400
Saanich West	\$483,900	\$480,200	\$482,500	\$491,200	\$495,500	\$506,900	\$482,900
Sooke	\$341,800	\$345,100	\$350,000	\$349,700	\$363,600	\$384,100	\$370,500
Langford	\$406,800	\$416,700	\$419,400	\$419,700	\$428,400	\$441,900	\$427,800
Metchosin	\$590,100	\$586,500	\$589,700	\$588,300	\$592,900	\$657,700	\$606,900
Colwood	\$440,300	\$446,100	\$451,500	\$456,400	\$476,900	\$473,400	\$461,500
Highlands	\$778,900	\$783,000	\$775,600	\$818,000	\$885,200	\$908,100	\$891,300
North Saanich	\$602,100	\$594,000	\$592,100	\$623,600	\$627,900	\$660,200	\$633,100
Sidney	\$422,500	\$416,500	\$415,600	\$436,400	\$435,400	\$452,400	\$425,400
Central Saanich	\$492,500	\$504,700	\$506,100	\$506,900	\$498,600	\$537,400	\$515,900
ML Malahat & Area	\$357,000	\$370,200	\$359,500	\$370,500	\$370,800	\$397,800	\$399,200
GI Gulf Islands	\$327,800	\$332,700	\$338,600	\$339,500	\$357,700	\$389,300	\$393,700

Source: Victoria Real Estate Board

HPI by Timeframe and Property Type: Single Family - All

	November 2013	1 Month Ago	3 Months Ago	6 Months Ago	12 Months Ago	36 Months Ago	60 Months Ago
Victoria REB	136.5	137.5	137.8	139.7	140.9	146.4	139.8
Victoria	143.7	144.4	146.4	145.8	145.8	147.6	135.6
Victoria West	148.8	144.2	145.0	147.1	149.8	153.2	144.1
Oak Bay	133.6	136.7	133.9	138.1	138.5	142.8	137.4
Esquimalt	144.8	141.0	144.9	146.5	149.7	153.3	146.0
View Royal	152.1	150.6	147.8	149.8	151.0	153.0	144.2
Saanich East	143.3	142.8	143.9	145.8	144.6	150.5	139.6
Saanich West	144.9	143.8	144.5	147.1	148.4	151.8	144.6
Sooke	125.3	126.5	128.3	128.2	133.3	140.8	135.8
Langford	132.0	135.2	136.1	136.2	139.0	143.4	138.8
Metchosin	130.2	129.4	130.1	129.8	130.8	145.1	133.9
Colwood	137.0	138.8	140.5	142.0	148.4	147.3	143.6
Highlands	115.8	116.4	115.3	121.6	131.6	135.0	132.5
North Saanich	126.4	124.7	124.3	130.9	131.8	138.6	132.9
Sidney	134.2	132.3	132.0	138.6	138.3	143.7	135.1
Central Saanich	136.9	140.3	140.7	140.9	138.6	149.4	143.4
ML Malahat & Area	129.4	134.2	130.3	134.3	134.4	144.2	144.7
GI Gulf Islands	111.8	113.5	115.5	115.8	122.0	132.8	134.3

Source: Victoria Real Estate Board

Benchmark by Timeframe and Property Type: Condo Apartment

	November 2013	1 Month Ago	3 Months Ago	6 Months Ago	12 Months Ago	36 Months Ago	60 Months Ago
Victoria REB	\$280,600	\$283,100	\$283,300	\$287,100	\$284,900	\$303,500	\$294,200
Victoria	\$267,500	\$269,400	\$262,800	\$269,800	\$270,200	\$280,000	\$268,600
Victoria West	\$432,600	\$431,300	\$449,200	\$462,400	\$457,000	\$469,200	\$467,900
Oak Bay	\$316,100	\$313,800	\$329,200	\$313,600	\$316,100	\$338,700	\$338,200
Esquimalt	\$230,000	\$230,100	\$241,800	\$249,700	\$248,500	\$244,600	\$222,300
View Royal	\$322,000	\$321,500	\$328,000	\$332,700	\$323,600	\$347,600	\$345,100
Saanich East	\$239,400	\$245,100	\$253,700	\$241,200	\$242,500	\$266,800	\$248,100
Saanich West	\$211,300	\$217,900	\$220,800	\$216,800	\$215,900	\$233,000	\$220,100
Langford	\$258,900	\$261,700	\$261,200	\$259,900	\$249,200	\$280,600	\$286,200
Colwood	\$238,500	\$239,500	\$239,800	\$239,700	\$231,500	\$261,500	\$258,200
Sidney	\$281,100	\$283,600	\$284,300	\$304,700	\$290,500	\$338,200	\$372,000

Source: Victoria Real Estate Board

HPI by Timeframe and Property Type: Condo Apartment

	November 2013	1 Month Ago	3 Months Ago	6 Months Ago	12 Months Ago	36 Months Ago	60 Months Ago
Victoria REB	138.7	139.9	140.0	141.9	140.8	150.0	145.4
Victoria	140.9	141.9	138.4	142.1	142.3	147.5	141.5
Victoria West	127.7	127.3	132.6	136.5	134.9	138.5	138.1
Oak Bay	127.4	126.5	132.7	126.4	127.4	136.5	136.3
Esquimalt	147.7	147.8	155.3	160.4	159.6	157.1	142.8
View Royal	138.2	138.0	140.8	142.8	138.9	149.2	148.1
Saanich East	144.7	148.2	153.4	145.8	146.6	161.3	150.0
Saanich West	145.9	150.5	152.5	149.7	149.1	160.9	152.0
Langford	138.6	140.1	139.8	139.1	133.4	150.2	153.2
Colwood	144.2	144.8	145.0	144.9	140.0	158.1	156.1
Sidney	121.5	122.6	122.9	131.7	125.6	146.2	160.8

Source: Victoria Real Estate Board

Benchmark by Timeframe and Property Type: Townhouse

	November 2013	1 Month Ago	3 Months Ago	6 Months Ago	12 Months Ago	36 Months Ago	60 Months Ago
Victoria REB	\$389,000	\$394,800	\$396,500	\$391,600	\$398,900	\$428,700	\$416,600
Victoria	\$392,400	\$402,700	\$391,500	\$408,100	\$386,400	\$420,400	\$398,400
Victoria West	\$278,900	\$290,900	\$296,700	\$285,400	\$300,500	\$312,300	\$276,500
Oak Bay	\$500,000	\$505,300	\$492,000	\$523,000	\$492,400	\$553,600	\$552,800
Esquimalt	\$322,500	\$336,200	\$339,100	\$327,200	\$342,200	\$358,600	\$316,700
View Royal	\$371,600	\$382,300	\$375,700	\$361,400	\$376,400	\$407,300	\$361,900
Saanich East	\$484,200	\$488,500	\$483,100	\$488,900	\$496,100	\$510,800	\$506,100
Saanich West	\$410,700	\$418,800	\$417,900	\$413,900	\$430,500	\$429,900	\$408,200
Sooke	\$327,200	\$328,100	\$349,300	\$327,800	\$335,200	\$395,700	\$410,600
Langford	\$302,200	\$301,700	\$324,200	\$304,200	\$312,300	\$367,200	\$367,000
Colwood	\$343,900	\$347,600	\$365,800	\$342,800	\$350,700	\$421,300	\$409,700
Sidney	\$365,900	\$365,100	\$364,500	\$371,500	\$388,400	\$390,700	\$381,500
Central Saanich	\$408,300	\$408,900	\$399,800	\$402,500	\$418,000	\$426,000	\$424,800
ML Malahat & Area	\$332,100	\$329,600	\$342,700	\$322,100	\$347,000	\$400,500	\$426,000
GI Gulf Islands	\$357,100	\$380,500	\$415,000	\$391,000	\$409,100	\$473,100	\$485,700

Source: Victoria Real Estate Board

HPI by Timeframe and Property Type: Townhouse

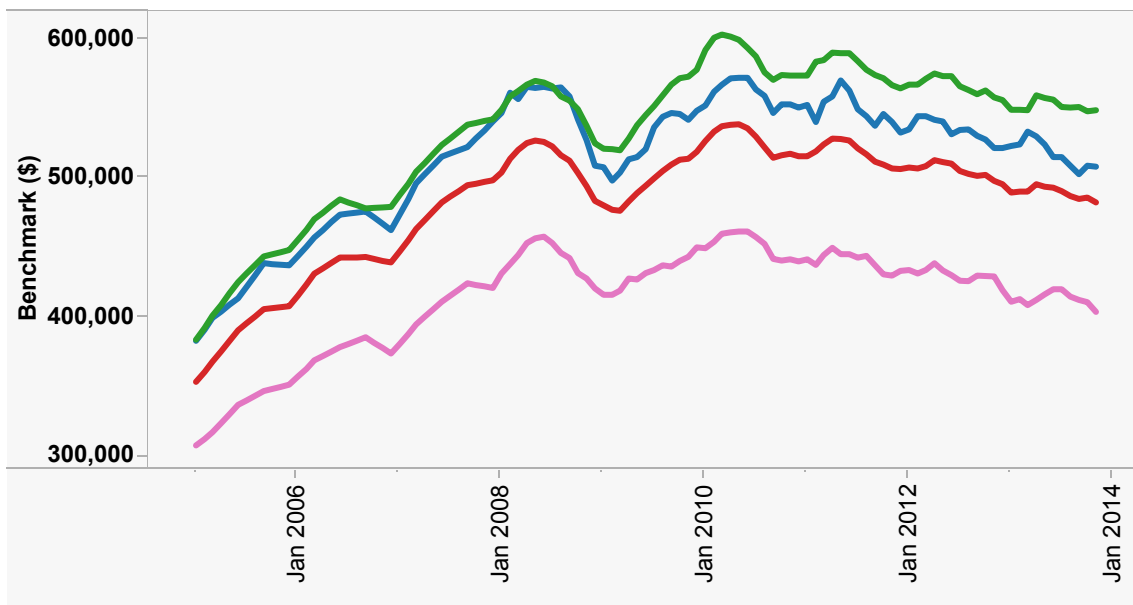
	November 2013	1 Month Ago	3 Months Ago	6 Months Ago	12 Months Ago	36 Months Ago	60 Months Ago
Victoria REB	134.1	136.1	136.7	135.0	137.5	147.8	143.6
Victoria	137.0	140.6	136.7	142.5	134.9	146.8	139.1
Victoria West	147.3	153.6	156.7	150.7	158.7	164.9	146.0
Oak Bay	124.1	125.4	122.1	129.8	122.2	137.4	137.2
Esquimalt	145.7	151.9	153.2	147.8	154.6	162.0	143.1
View Royal	145.8	150.0	147.4	141.8	147.7	159.8	142.0
Saanich East	134.4	135.6	134.1	135.7	137.7	141.8	140.5
Saanich West	143.6	146.4	146.1	144.7	150.5	150.3	142.7
Sooke	114.1	114.4	121.8	114.3	116.9	138.0	143.2
Langford	119.4	119.2	128.1	120.2	123.4	145.1	145.0
Colwood	121.3	122.6	129.0	120.9	123.7	148.6	144.5
Sidney	131.7	131.4	131.2	133.7	139.8	140.6	137.3
Central Saanich	138.9	139.1	136.0	136.9	142.2	144.9	144.5
ML Malahat & Area	131.7	130.7	135.9	127.7	137.6	158.8	168.9
GI Gulf Islands	122.2	130.2	142.0	133.8	140.0	161.9	166.2

Source: Victoria Real Estate Board

Benchmark Performance over Time

Select Date Range:

All values



■ Core, Single Family - All
■ Peninsula, Single Family - All
■ Victoria REB, Single Family - All
■ Westshore, Single Family - All

Area/Property Type Selection Tool

To Select Multiple Options:

Hold CTRL and click the selections below

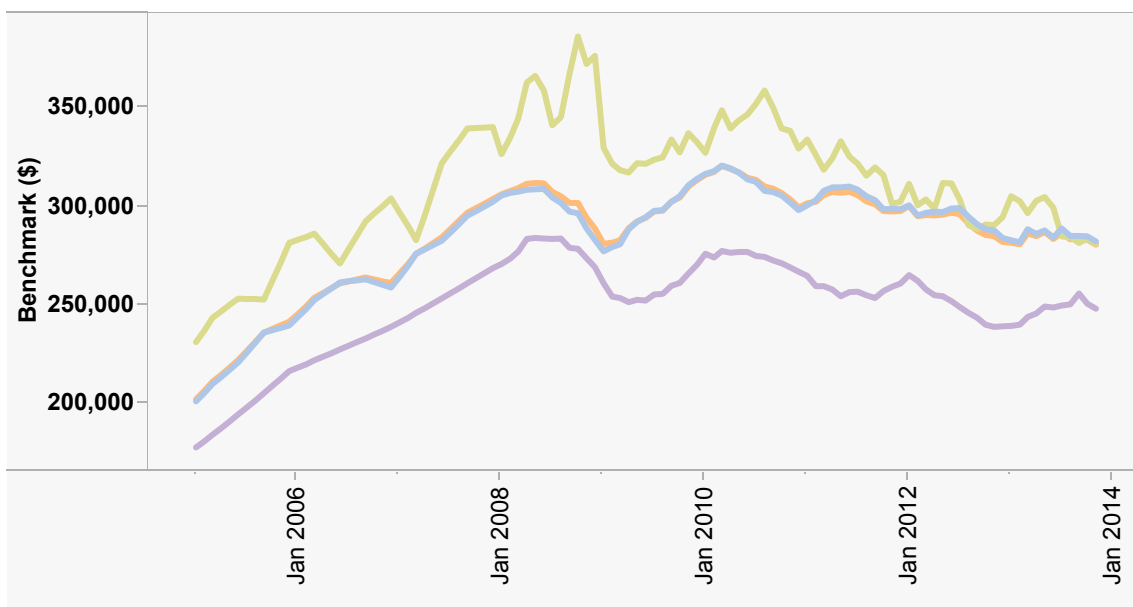
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	Single Family - All	Single Family - 1 Storey	Single Family - 2 Storey	Townhouse	Condo Apartment	Composite
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Core	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Westshore	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Peninsula	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Gulf Islands	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Malahat & Area	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Source: Victoria Real Estate Board

Benchmark Performance over Time

Select Date Range:

All values



Core, Condo Apartment
Peninsula, Condo Apartment
Victoria REB, Condo Apartment
Westshore, Condo Apartment

Area/Property Type Selection Tool

To Select Multiple Options:

Hold CTRL and click the selections below

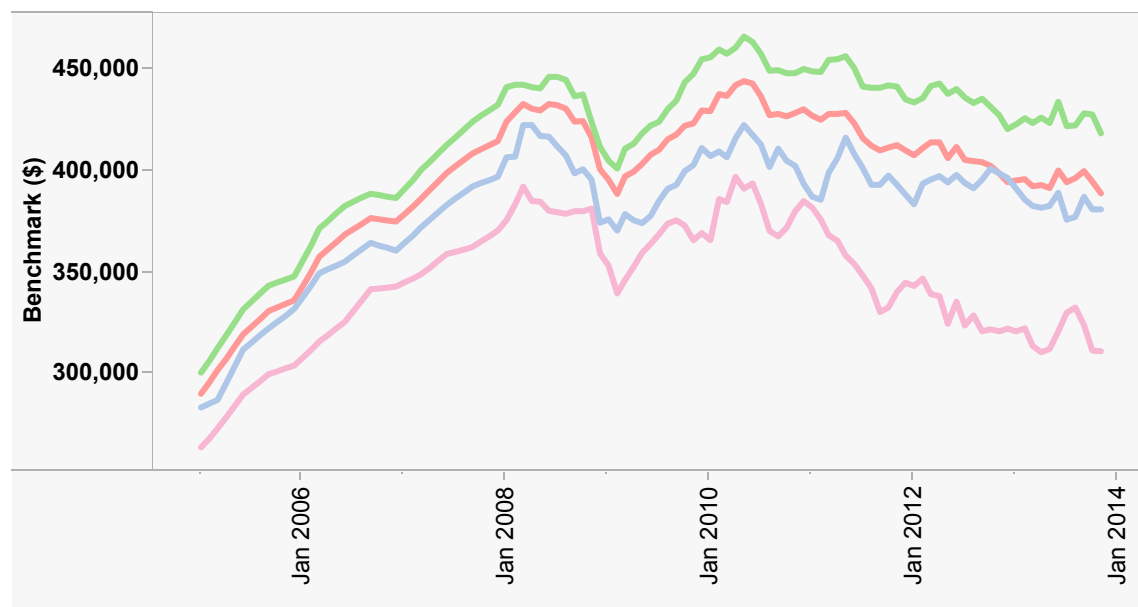
Area	Property Type					
	Single Family - All	Single Family - 1 Storey	Single Family - 2 Storey	Townhouse	Condo Apartment	Composite
Victoria REB	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Core	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Westshore	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Peninsula	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Gulf Islands	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Malahat & Area	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Source: Victoria Real Estate Board

Benchmark Performance over Time

Select Date Range:

All values



Core, Townhouse
Peninsula, Townhouse
Victoria REB, Townhouse
Westshore, Townhouse

Area/Property Type Selection Tool

To Select Multiple Options:

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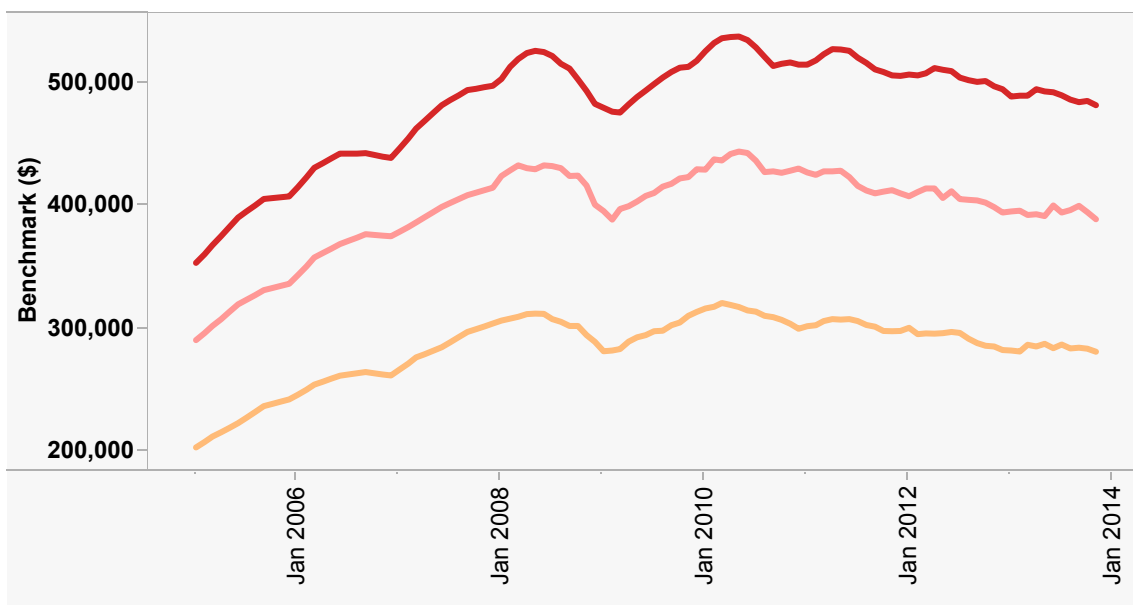
Area	Property Type					
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Victoria REB	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Core	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Westshore	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Peninsula	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Gulf Islands	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Malahat & Area	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Source: Victoria Real Estate Board

Benchmark Performance over Time

Select Date Range:

All values



■ Victoria REB, Condo Apartment
■ Victoria REB, Single Family - All
■ Victoria REB, Townhouse

Area/Property Type Selection Tool

To Select Multiple Options:

Hold CTRL and click the selections below

Area	Property Type					
	Single Family - All	Single Family - 1 Storey	Single Family - 2 Storey	Townhouse	Condo Apartment	Composite
Victoria REB	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Core	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Westshore	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Peninsula	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Gulf Islands	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Malahat & Area	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Source: Victoria Real Estate Board

Monthly Sales Summary

November 2013

Sunday, December 1, 2013

Region District	Units	Total Volume
Residential		
● Single Family		
Greater Victoria		
Victoria	27	\$17,199,032
Victoria West	1	\$775,000
Oak Bay	17	\$12,723,000
Esquimalt	11	\$5,038,900
View Royal	9	\$4,501,000
Saanich East	49	\$29,431,400
Saanich West	12	\$5,787,841
Central Saanich	4	\$2,213,300
North Saanich	10	\$6,037,900
Sidney	9	\$4,475,150
Highlands	4	\$1,475,000
Colwood	5	\$2,345,988
Langford	23	\$10,937,129
Metchosin	1	\$575,000
Sooke	11	\$4,032,000
Waterfront (all districts)	8	\$7,250,900
Total Greater Victoria	201	\$114,798,540
Other Areas		
Shawnigan Lake / Malahat	1	\$314,000
Gulf Islands	12	\$5,989,000
Upland / Mainland	1	\$318,000
Waterfront (all districts)	1	\$610,000
Total Other Areas	15	\$7,231,000
Total Single Family	216	\$122,029,540
● Condominium		
Greater Victoria		
Victoria	46	\$13,570,450
Victoria West	8	\$2,531,151
Oak Bay	3	\$792,000
Esquimalt	2	\$533,000
View Royal	2	\$450,000
Saanich East	12	\$3,651,400
Saanich West	5	\$1,542,500
Central Saanich	2	\$399,704
Sidney	4	\$1,037,000
Langford	9	\$2,351,700
Waterfront (all districts)	6	\$2,196,000
Total Greater Victoria	99	\$29,054,905
Total Condominium	99	\$29,054,905

Monthly Sales Summary

November 2013

Sunday, December 1, 2013

Region District	Units	Total Volume
● Townhouse		
Greater Victoria		
Victoria	6	\$3,101,000
Victoria West	1	\$495,000
Esquimalt	1	\$200,000
View Royal	1	\$414,000
Saanich East	16	\$7,323,000
Saanich West	3	\$1,135,500
Central Saanich	4	\$1,532,000
Sidney	6	\$2,602,000
Colwood	3	\$986,000
Langford	5	\$1,845,000
Waterfront (all districts)	1	\$620,000
Total Greater Victoria	47	\$20,253,500
Other Areas		
Gulf Islands	1	\$29,500
Upsland / Mainland	1	\$208,000
Total Other Areas	2	\$237,500
Total Townhouse	49	\$20,491,000
● Manufactured Homes		
Greater Victoria		
View Royal	5	\$530,000
Central Saanich	1	\$159,500
Sidney	1	\$249,000
Langford	4	\$273,300
Sooke	5	\$287,500
Waterfront (all districts)	1	\$167,000
Total Greater Victoria	17	\$1,666,300
Total Manufactured Homes	17	\$1,666,300
Total Residential	381	\$173,241,745

Monthly Sales Summary

November 2013

Sunday, December 1, 2013

Region District	Units	Total Volume
Other Property		
● Lots & Acreage (Incl Wtrfrnt)		
Greater Victoria		
Victoria	1	\$360,000
Saanich East	1	\$404,250
Saanich West	2	\$970,250
North Saanich	1	\$265,000
Highlands	1	\$299,000
Colwood	2	\$2,073,900
Langford	6	\$1,225,000
Sooke	5	\$1,425,000
Total Greater Victoria	19	\$7,022,400
Other Areas		
Shawnigan Lake / Malahat	1	\$210,000
Total Other Areas	1	\$210,000
Total Lots & Acreage (Incl Wtrfrnt)	20	\$7,232,400
● Other Commercial Properties	11	\$1,102,937

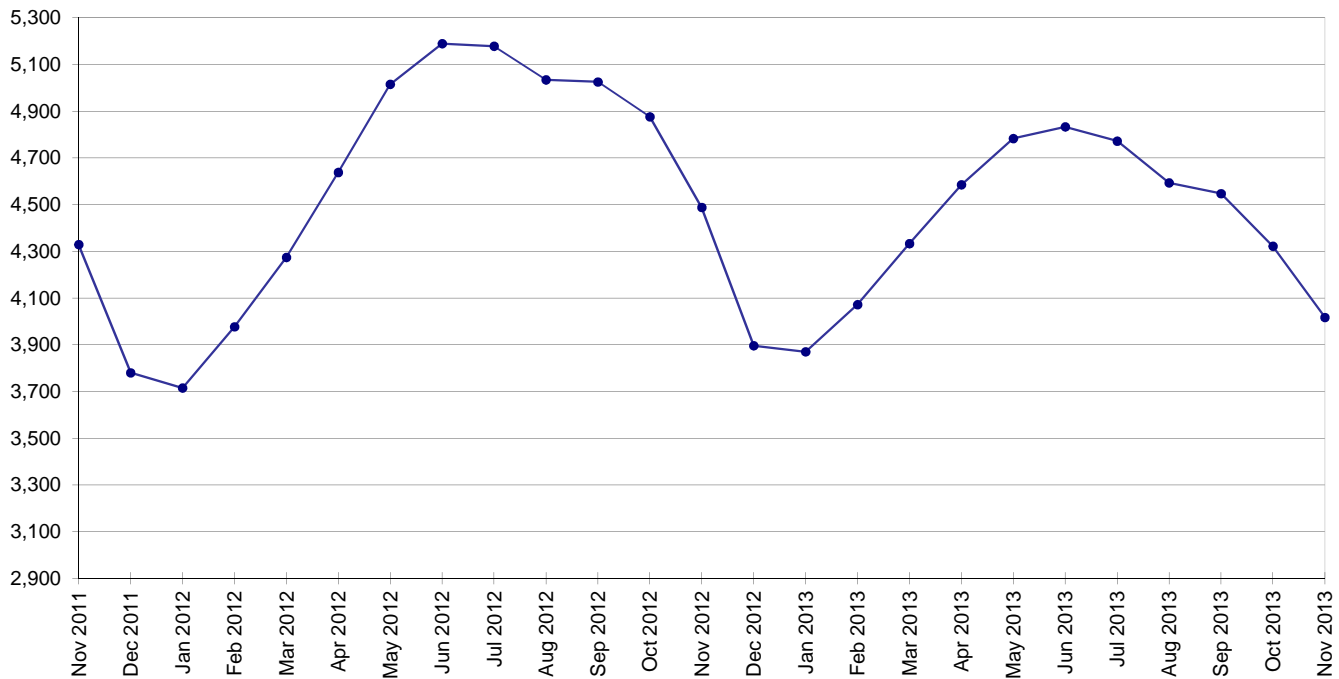
Grand Totals	412	\$181,577,082
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Active Listings, New Listings and Sales

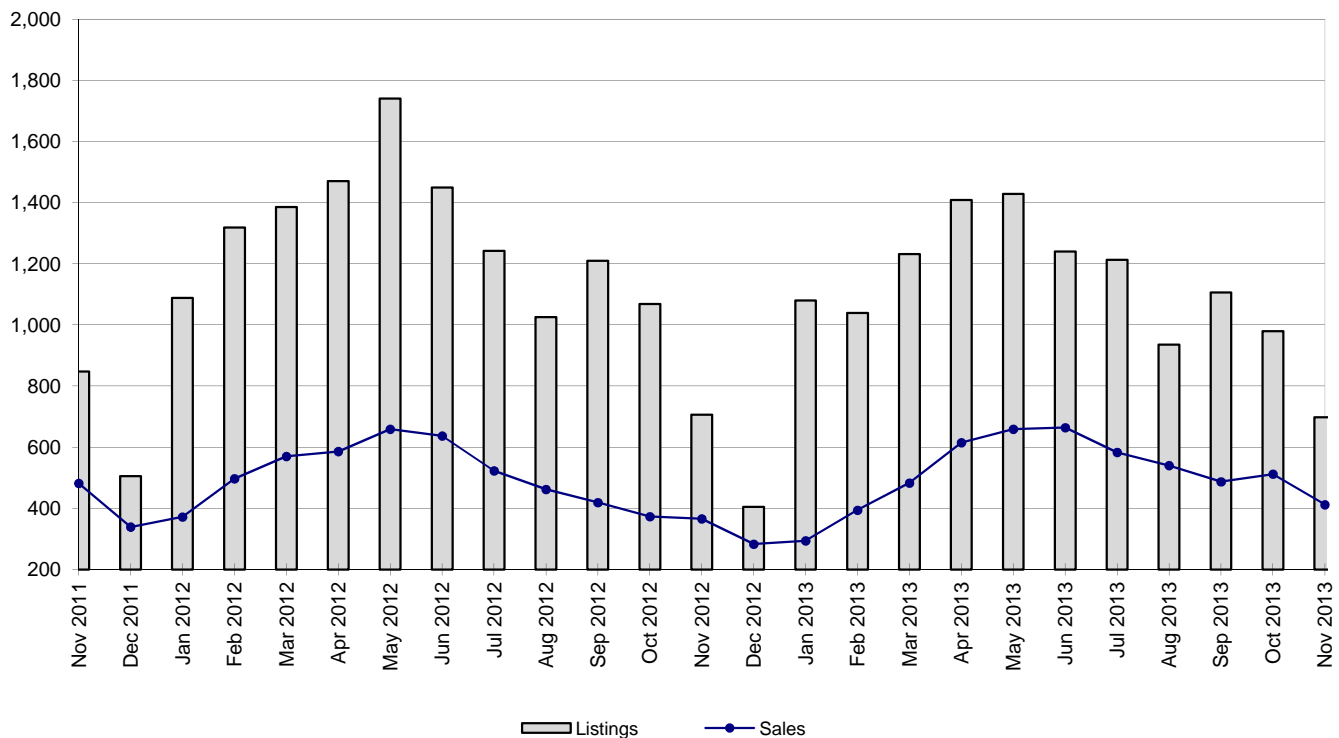
November 2013

Sunday, December 01, 2013

Total Active MLS® Listings



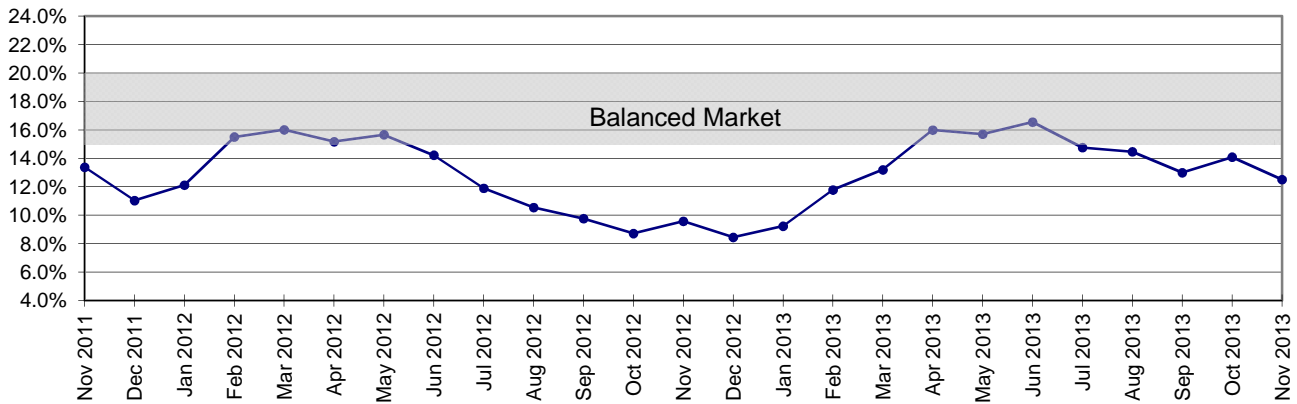
Total New MLS® Listings and Total MLS® Sales



Sales to Active Listings Ratio

November 2013

Sunday, December 01, 2013



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 downward pressure on prices, and a "sellers' market", where there is upward pressure on prices.

A rule of thumb for interpreting the Sales to Active Listings Ratio is that when the ratio is:

- 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)

Monthly Comparative Activity By Property Type

November 2013

Sunday, December 01, 2013

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Single Family - Residential						
Units Listed	280	281	0 %	5098	5703	-11 %
Units Sold	179	175	2 %	2675	2544	5 %
Sell/List Ratio	64 %	62 %		52 %	45 %	
Sales Dollars	\$98,743,140	\$102,931,324	-4 %	\$1,494,155,908	\$1,442,463,351	4 %
Average Price / Unit	\$551,638	\$588,179	-6 %	\$558,563	\$567,006	-1 %
Price Ratio	96 %	96 %		97 %	97 %	
Days To Sell	73	70	4 %	64	60	7 %
Active Listings at Month End	1143	1365	-16 %			
Single Family - Residential Waterfront						
Units Listed	30	23	30 %	505	541	-7 %
Units Sold	9	6	50 %	162	132	23 %
Sell/List Ratio	30 %	26 %		32 %	24 %	
Sales Dollars	\$7,860,900	\$9,401,400	-16 %	\$168,678,980	\$142,609,926	18 %
Average Price / Unit	\$873,433	\$1,566,900	-44 %	\$1,041,228	\$1,080,378	-4 %
Price Ratio	95 %	69 %		92 %	92 %	
Days To Sell	68	196	-66 %	119	113	6 %
Active Listings at Month End	246	272	-10 %			
Single Family - Residential Acreage						
Units Listed	26	38	-32 %	697	778	-10 %
Units Sold	17	20	-15 %	261	228	14 %
Sell/List Ratio	65 %	53 %		37 %	29 %	
Sales Dollars	\$9,815,500	\$15,116,400	-35 %	\$174,190,628	\$166,924,280	4 %
Average Price / Unit	\$577,382	\$755,820	-24 %	\$667,397	\$732,124	-9 %
Price Ratio	96 %	94 %		95 %	95 %	
Days To Sell	127	92	39 %	110	106	4 %
Active Listings at Month End	284	333	-15 %			
Condominium						
Units Listed	175	177	-1 %	2931	3486	-16 %
Units Sold	99	98	1 %	1351	1473	-8 %
Sell/List Ratio	57 %	55 %		46 %	42 %	
Sales Dollars	\$29,054,905	\$26,367,798	10 %	\$412,034,329	\$462,214,798	-11 %
Average Price / Unit	\$293,484	\$269,059	9 %	\$304,985	\$313,791	-3 %
Price Ratio	96 %	96 %		96 %	97 %	
Days To Sell	80	78	3 %	77	69	12 %
Active Listings at Month End	848	986	-14 %			

Monthly Comparative Activity By Property Type

November 2013

Sunday, December 01, 2013

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Townhouse						
Units Listed	67	68	-1 %	1206	1247	-3 %
Units Sold	49	30	63 %	641	571	12 %
Sell/List Ratio	73 %	44 %		53 %	46 %	
Sales Dollars	\$20,491,000	\$12,259,600	67 %	\$263,716,086	\$233,105,004	13 %
Average Price / Unit	\$418,184	\$408,653	2 %	\$411,414	\$408,240	1 %
Price Ratio	97 %	98 %		97 %	98 %	
Days To Sell	76	112	-32 %	80	77	5 %
Active Listings at Month End	319	391	-18 %			
Strata Duplex (Up and Down)						
Units Listed	0	0	%	19	15	27 %
Units Sold	0	0	%	4	3	33 %
Sell/List Ratio	%	%		21 %	20 %	
Sales Dollars	\$0	\$0	%	\$1,628,000	\$920,000	77 %
Average Price / Unit			%	\$407,000	\$306,667	33 %
Price Ratio	%	%		98 %	95 %	
Days To Sell			%	39	53	-27 %
Active Listings at Month End	6	5	20 %			
Strata Duplex (Side by Side)						
Units Listed	5	3	67 %	116	135	-14 %
Units Sold	5	1	400 %	53	66	-20 %
Sell/List Ratio	100 %	33 %		46 %	49 %	
Sales Dollars	\$2,487,000	\$545,000	356 %	\$20,996,463	\$27,780,512	-24 %
Average Price / Unit	\$497,400	\$545,000	-9 %	\$396,160	\$420,917	-6 %
Price Ratio	97 %	99 %		98 %	97 %	
Days To Sell	56	43	30 %	59	56	5 %
Active Listings at Month End	31	22	41 %			
Strata Duplex (Front and Back)						
Units Listed	2	0	%	38	45	-16 %
Units Sold	3	0	%	15	22	-32 %
Sell/List Ratio	150 %	%		39 %	49 %	
Sales Dollars	\$1,093,000	\$0	%	\$6,294,500	\$8,870,900	-29 %
Average Price / Unit	\$364,333		%	\$419,633	\$403,223	4 %
Price Ratio	99 %	%		97 %	97 %	
Days To Sell	73		%	54	46	20 %
Active Listings at Month End	6	6	0 %			

Monthly Comparative Activity By Property Type

November 2013

Sunday, December 01, 2013

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Recreational						
Units Listed	0	2	-100 %	21	46	-54 %
Units Sold	0	0	%	8	4	100 %
Sell/List Ratio	%	0 %		38 %	9 %	
Sales Dollars	\$0	\$0	%	\$1,582,500	\$2,744,000	-42 %
Average Price / Unit			%	\$197,813	\$686,000	-71 %
Price Ratio	%	%		90 %	97 %	
Days To Sell			%	152	112	36 %
Active Listings at Month End	13	34	-62 %			
Manufactured Home						
Units Listed	28	20	40 %	324	338	-4 %
Units Sold	17	13	31 %	168	138	22 %
Sell/List Ratio	61 %	65 %		52 %	41 %	
Sales Dollars	\$1,666,300	\$1,903,400	-12 %	\$19,213,400	\$16,746,104	15 %
Average Price / Unit	\$98,018	\$146,415	-33 %	\$114,365	\$121,349	-6 %
Price Ratio	91 %	93 %		93 %	95 %	
Days To Sell	111	96	16 %	111	92	21 %
Active Listings at Month End	119	135	-12 %			
Residential Lots						
Units Listed	11	18	-39 %	403	293	38 %
Units Sold	12	7	71 %	96	86	12 %
Sell/List Ratio	109 %	39 %		24 %	29 %	
Sales Dollars	\$2,853,150	\$1,847,500	54 %	\$28,292,917	\$21,399,914	32 %
Average Price / Unit	\$237,763	\$263,929	-10 %	\$294,718	\$248,836	18 %
Price Ratio	94 %	93 %		107 %	101 %	
Days To Sell	135	53	157 %	168	128	31 %
Active Listings at Month End	240	206	17 %			
Residential Lots - Waterfront						
Units Listed	3	2	50 %	51	67	-24 %
Units Sold	0	0	%	12	16	-25 %
Sell/List Ratio	0 %	0 %		24 %	24 %	
Sales Dollars	\$0	\$0	%	\$4,238,150	\$7,957,540	-47 %
Average Price / Unit			%	\$353,179	\$497,346	-29 %
Price Ratio	%	%		96 %	97 %	
Days To Sell			%	167	114	46 %
Active Listings at Month End	41	40	3 %			

Monthly Comparative Activity By Property Type

November 2013

Sunday, December 01, 2013

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Residential Acreage						
Units Listed	19	7	171 %	208	195	7 %
Units Sold	7	2	250 %	41	36	14 %
Sell/List Ratio	37 %	29 %		20 %	18 %	
Sales Dollars	\$3,874,250	\$450,500	760 %	\$12,129,950	\$12,755,948	-5 %
Average Price / Unit	\$553,464	\$225,250	146 %	\$295,852	\$354,332	-17 %
Price Ratio	76 %	87 %		82 %	92 %	
Days To Sell	150	139	8 %	193	265	-27 %
Active Listings at Month End	190	179	6 %			
Residential Acreage - Waterfront						
Units Listed	5	8	-38 %	70	80	-13 %
Units Sold	1	2	-50 %	8	12	-33 %
Sell/List Ratio	20 %	25 %		11 %	15 %	
Sales Dollars	\$505,000	\$399,800	26 %	\$2,948,500	\$5,510,800	-46 %
Average Price / Unit	\$505,000	\$199,900	153 %	\$368,563	\$459,233	-20 %
Price Ratio	84 %	100 %		89 %	91 %	
Days To Sell	282	65	334 %	265	205	29 %
Active Listings at Month End	76	72	6 %			
Revenue - Duplex/Triplex						
Units Listed	2	4	-50 %	47	56	-16 %
Units Sold	3	0	%	22	19	16 %
Sell/List Ratio	150 %	0 %		47 %	34 %	
Sales Dollars	\$2,030,000	\$0	%	\$13,786,100	\$12,331,500	12 %
Average Price / Unit	\$676,667		%	\$626,641	\$649,026	-3 %
Price Ratio	95 %	%		97 %	97 %	
Days To Sell	29		%	60	83	-28 %
Active Listings at Month End	12	21	-43 %			
Revenue - Multi Units						
Units Listed	5	3	67 %	39	29	34 %
Units Sold	0	0	%	9	2	350 %
Sell/List Ratio	0 %	0 %		23 %	7 %	
Sales Dollars	\$0	\$0	%	\$7,228,100	\$1,450,000	398 %
Average Price / Unit			%	\$803,122	\$725,000	11 %
Price Ratio	%	%		94 %	96 %	
Days To Sell			%	115	58	99 %
Active Listings at Month End	19	13	46 %			

Monthly Comparative Activity By Property Type

November 2013

Sunday, December 01, 2013

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Revenue - Apartment Block						
Units Listed	1	2	-50 %	11	11	0 %
Units Sold	0	3	-100 %	1	4	-75 %
Sell/List Ratio	0 %	150 %		9 %	36 %	
Sales Dollars	\$0	\$6,223,000	-100 %	\$1,600,000	\$16,723,000	-90 %
Average Price / Unit		\$2,074,333	%	\$1,600,000	\$4,180,750	-62 %
Price Ratio	%	92 %		82 %	94 %	
Days To Sell		116	%	259	100	160 %
Active Listings at Month End	7	5	40 %			
Revenue - Commercial						
Units Listed	7	10	-30 %	72	107	-33 %
Units Sold	2	1	100 %	20	13	54 %
Sell/List Ratio	29 %	10 %		28 %	12 %	
Sales Dollars	\$444,000	\$236,900	87 %	\$10,742,555	\$11,951,800	-10 %
Average Price / Unit	\$222,000	\$236,900	-6 %	\$537,128	\$919,369	-42 %
Price Ratio	97 %	105 %		91 %	95 %	
Days To Sell	400	47	750 %	233	89	161 %
Active Listings at Month End	56	57	-2 %			
Revenue - Industrial						
Units Listed	0	0	%	2	5	-60 %
Units Sold	1	1	0 %	2	1	100 %
Sell/List Ratio	%	%		100 %	20 %	
Sales Dollars	\$89,000	\$260,000	-66 %	\$959,000	\$260,000	269 %
Average Price / Unit	\$89,000	\$260,000	-66 %	\$479,500	\$260,000	84 %
Price Ratio	82 %	97 %		79 %	97 %	
Days To Sell	304	55	453 %	229	55	315 %
Active Listings at Month End	1	2	-50 %			
Business with Land & Building						
Units Listed	6	6	0 %	104	111	-6 %
Units Sold	0	1	-100 %	15	16	-6 %
Sell/List Ratio	0 %	17 %		14 %	14 %	
Sales Dollars	\$0	\$1,750	-100 %	\$8,231,872	\$5,528,817	49 %
Average Price / Unit		\$1,750	%	\$548,791	\$345,551	59 %
Price Ratio	%	100 %		91 %	96 %	
Days To Sell		267	%	206	111	85 %
Active Listings at Month End	77	72	7 %			

Monthly Comparative Activity By Property Type

November 2013

Sunday, December 01, 2013

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Business Only						
Units Listed	13	13	0 %	127	118	8 %
Units Sold	5	2	150 %	28	32	-13 %
Sell/List Ratio	38 %	15 %		22 %	27 %	
Sales Dollars	\$569,900	\$35,019	1527 %	\$3,278,900	\$2,510,519	31 %
Average Price / Unit	\$113,980	\$17,510	551 %	\$117,104	\$78,454	49 %
Price Ratio	96 %	70 %		86 %	81 %	
Days To Sell	282	12	2250 %	203	136	48 %
Active Listings at Month End	84	66	27 %			
Motel/Hotel						
Units Listed	1	2	-50 %	16	11	45 %
Units Sold	0	1	-100 %	1	3	-67 %
Sell/List Ratio	0 %	50 %		6 %	27 %	
Sales Dollars	\$0	\$3,800,000	-100 %	\$540,000	\$4,658,000	-88 %
Average Price / Unit		\$3,800,000	%	\$540,000	\$1,552,667	-65 %
Price Ratio	%	83 %		98 %	85 %	
Days To Sell		1	%	195	83	134 %
Active Listings at Month End	14	11	27 %			
Lease - Office						
Units Listed	6	6	0 %	62	71	-13 %
Units Sold	1	0	%	4	11	-64 %
Sell/List Ratio	17 %	0 %		6 %	15 %	
Sales Dollars	\$13	\$0	%	\$48	\$164	-71 %
Average Price / Unit	\$13		%	\$12	\$15	-20 %
Price Ratio	%	%		%	%	
Days To Sell	212		%	302	121	149 %
Active Listings at Month End	44	37	19 %			
Lease - Retail						
Units Listed	2	5	-60 %	45	82	-45 %
Units Sold	2	1	100 %	18	14	29 %
Sell/List Ratio	100 %	20 %		40 %	17 %	
Sales Dollars	\$25	\$14	76 %	\$341	\$266	29 %
Average Price / Unit	\$12	\$14	-12 %	\$19	\$19	0 %
Price Ratio	%	%		%	%	
Days To Sell	80	208	-62 %	204	116	76 %
Active Listings at Month End	33	51	-35 %			

Monthly Comparative Activity By Property Type

November 2013

Sunday, December 01, 2013

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Lease - Warehouse						
Units Listed	0	0	%	0	0	%
Units Sold	0	0	%	0	0	%
Sell/List Ratio	%	%		%	%	
Sales Dollars	\$0	\$0	%	\$0	\$0	%
Average Price / Unit			%			%
Price Ratio	%	%		%	%	
Days To Sell			%			%
Active Listings at Month End	0	0	%			
Lease - Industrial						
Units Listed	0	0	%	0	1	-100 %
Units Sold	0	0	%	0	0	%
Sell/List Ratio	%	%		%	0 %	
Sales Dollars	\$0	\$0	%	\$0	\$0	%
Average Price / Unit			%			%
Price Ratio	%	%		%	%	
Days To Sell			%			%
Active Listings at Month End	0	0	%			
Lease - Other						
Units Listed	2	3	-33 %	83	74	12 %
Units Sold	0	2	-100 %	16	13	23 %
Sell/List Ratio	0 %	67 %		19 %	18 %	
Sales Dollars	\$0	\$31	-100 %	\$257	\$1,073	-76 %
Average Price / Unit		\$16	%	\$16	\$83	-81 %
Price Ratio	%	%		%	126 %	
Days To Sell		129	%	161	126	28 %
Active Listings at Month End	51	61	-16 %			
Commercial Land						
Units Listed	2	5	-60 %	62	56	11 %
Units Sold	0	0	%	12	5	140 %
Sell/List Ratio	0 %	0 %		19 %	9 %	
Sales Dollars	\$0	\$0	%	\$8,966,900	\$4,736,550	89 %
Average Price / Unit			%	\$747,242	\$947,310	-21 %
Price Ratio	%	%		88 %	87 %	
Days To Sell			%	142	121	17 %
Active Listings at Month End	57	46	24 %			

Monthly Comparative Activity By Property Type

November 2013

Sunday, December 01, 2013

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
Grand Totals						
Units Listed	698	706	-1 %	12357	13701	-10 %
Units Sold	412	366	13 %	5643	5464	3 %
Sell/List Ratio	59 %	52 %		46 %	40 %	
Sales Dollars	\$181,577,082	\$181,779,436	0 %	\$2,665,434,384	\$2,612,154,766	2 %
Average Price / Unit	\$440,721	\$496,665	-11 %	\$472,344	\$478,066	-1 %
Price Ratio	96 %	94 %		96 %	96 %	
Days To Sell	87	81	7 %	80	72	11 %
Active Listings at Month End	4017	4488	-10 %			

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

November 2013

Sunday, December 01, 2013

Sales by Property Type	This Month									Last Month			This Month Last Year		
	2013 - November									2013 - October			2012 - November		
	Units	LM%	LY%	Average\$	LM%	LY%	Median\$	LM%	LY%	Units	Average\$	Median\$	Units	Average\$	Median\$
Single Family Greater Victoria	201	-19.9%	9.2%	\$571,137	-3.6%	-11.3%	\$535,000	1.9%	-1.8%	251	\$592,452	\$525,000	184	\$643,832	\$545,000
Single Family Other Areas	15	-34.8%	-16.7%	\$482,067	-2.6%	-8.9%	\$375,000	-11.3%	-20.7%	23	\$494,783	\$423,000	18	\$529,392	\$473,000
Single Family Total All Areas	216	-21.2%	6.9%	\$564,952	-3.3%	-10.8%	\$531,000	1.2%	-1.7%	274	\$584,254	\$524,950	202	\$633,634	\$540,000
Condos	99	-21.4%	1.0%	\$293,484	-7.1%	9.1%	\$255,000	-9.9%	-3.8%	126	\$315,978	\$283,000	98	\$269,059	\$265,000
Townhouses	49	-3.9%	63.3%	\$418,184	6.3%	2.3%	\$415,000	17.6%	15.8%	51	\$393,442	\$353,000	30	\$408,653	\$358,450
Manufactured Homes	17	-5.6%	30.8%	\$98,018	-15.9%	-33.1%	\$71,750	-34.6%	-40.2%	18	\$116,494	\$109,750	13	\$146,415	\$120,000
Total Residential	381	-18.8%	11.1%							469			343		
Total Sales	412	-19.5%	12.6%							512			366		
Active Listings	4,017	-7.1%	-10.5%							4,322			4,488		

Legend

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