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**2013 REAL ESTATE MARKET ACTIVITY EXPECTED TO CARRY INTO NEW YEAR**

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**VICTORIA, BC**—Victoria's real estate market ended 2013 with some momentum after a weak first quarter.

Total MLS® sales in December 2013 were 355, a 25% increase over December 2012 when 283 units sold. Annually, total units sold increased by 4%, with 5,998 in 2013 compared to 5,747 in 2012

The overall MLS® HPI single-family home benchmark price for Greater Victoria was \$479,500 in December 2013, compared to of \$495,400 in December 2012, a decrease of 3.2%.

"Bear in mind that prices vary from area to area," says Tim Ayres, 2014 President of the [Victoria Real Estate Board](http://www.vreb.org). "I'm optimistic about the next year. Buyers who were on the sidelines are now out shopping. Savvy buyers need to know that there are some good deals in certain areas, and interest rates are not expected to increase in the near future."

At the regional level, the MLS® HPI benchmark price for the single family benchmark home in the Core municipalities was \$542,800, a decrease of 1.1 per cent over the previous month and a 2.4 per cent decrease over December 2012. In Westshore, the MLS® HPI benchmark price for the single family benchmark home was \$404,200, an increase of 0.1 per cent over November 2013 and 3.6 per cent decrease over December 2012. The MLS® HPI benchmark price for the single family benchmark home on the Peninsula was \$499,900 for December, a decrease of 1.6 per cent over the previous month and a 4.1 per cent decrease year-over-year.

There were 3,554 active listings at the end of December, a 9% decrease over December 2012, which Ayres notes contributes to stronger market conditions.

There were 92 condominium sales in December 2013, compared to 99 in November 2013 and 65 in December 2012. The overall MLS® HPI benchmark price of \$278,600 was down 1.2% from December 2012. There were 32 townhome sales in December 2013, compared to 49 in November 2013 and 30 in December 2012. The overall MLS® HPI benchmark price of \$392,500 was down 0.5% from December 2012.

Total Waterfront Single Family Dwellings sold:	<b>10</b> , also 10 in December 2012
Total Non-waterfront Single Family Dwellings sold:	<b>178</b> , down 32 sales from December 2012
Single Family Dwellings sold over \$1 million:	<b>13</b> (2 over \$2 million)

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](http://www.vreb.org). Those requiring specific information on property values in their area should contact a REALTOR®. The Victoria Real Estate Board has 1,227 [Members](#).

**President Tim Ayres is available for interview on any Greater Victoria market area.**

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**Benchmark by Timeframe and Property Type: Single Family - All**

	December 2013	1 Month Ago	3 Months Ago	6 Months Ago	12 Months Ago	36 Months Ago	60 Months Ago
<b>Victoria REB</b>	\$479,500	\$482,300	\$484,800	\$492,900	\$495,400	\$515,500	\$483,400
<b>Victoria</b>	\$517,300	\$531,400	\$542,100	\$542,100	\$528,100	\$546,600	\$488,500
<b>Victoria West</b>	\$411,000	\$420,100	\$415,300	\$408,500	\$413,600	\$432,200	\$401,200
<b>Oak Bay</b>	\$744,000	\$737,400	\$747,900	\$753,400	\$771,100	\$788,200	\$738,000
<b>Esquimalt</b>	\$430,200	\$430,500	\$432,000	\$431,400	\$438,500	\$456,600	\$426,300
<b>View Royal</b>	\$513,600	\$519,500	\$509,600	\$511,300	\$506,800	\$527,000	\$486,300
<b>Saanich East</b>	\$559,900	\$565,000	\$565,400	\$575,300	\$575,300	\$592,600	\$536,600
<b>Saanich West</b>	\$480,900	\$483,900	\$479,900	\$488,500	\$492,500	\$506,200	\$472,200
<b>Sooke</b>	\$345,900	\$341,800	\$351,900	\$361,200	\$364,500	\$378,600	\$363,100
<b>Langford</b>	\$405,600	\$406,800	\$416,700	\$421,000	\$416,000	\$441,900	\$425,600
<b>Metchosin</b>	\$590,100	\$590,100	\$601,000	\$601,500	\$591,500	\$653,600	\$611,900
<b>Colwood</b>	\$440,000	\$440,300	\$443,500	\$454,400	\$458,600	\$472,700	\$444,800
<b>Highlands</b>	\$774,900	\$778,900	\$797,800	\$779,600	\$879,800	\$914,800	\$869,700
<b>North Saanich</b>	\$594,500	\$602,100	\$593,100	\$607,800	\$625,900	\$660,200	\$611,700
<b>Sidney</b>	\$420,000	\$422,500	\$414,700	\$426,600	\$431,300	\$451,200	\$408,700
<b>Central Saanich</b>	\$480,600	\$492,500	\$492,100	\$501,800	\$502,500	\$533,800	\$498,600
<b>ML Malahat &amp; Area</b>	\$355,600	\$357,000	\$355,000	\$368,800	\$373,500	\$392,300	\$395,000
<b>GI Gulf Islands</b>	\$343,300	\$327,800	\$334,800	\$336,300	\$360,900	\$382,300	\$382,000

Source: Victoria Real Estate Board

**HPI by Timeframe and Property Type: Single Family - All**

	December 2013	1 Month Ago	3 Months Ago	6 Months Ago	12 Months Ago	36 Months Ago	60 Months Ago
<b>Victoria REB</b>	135.7	136.5	137.2	139.5	140.2	145.9	136.8
<b>Victoria</b>	139.9	143.7	146.6	146.6	142.8	147.8	132.1
<b>Victoria West</b>	145.6	148.8	147.1	144.7	146.5	153.1	142.1
<b>Oak Bay</b>	134.8	133.6	135.5	136.5	139.7	142.8	133.7
<b>Esquimalt</b>	144.7	144.8	145.3	145.1	147.5	153.6	143.4
<b>View Royal</b>	150.4	152.1	149.2	149.7	148.4	154.3	142.4
<b>Saanich East</b>	142.0	143.3	143.4	145.9	145.9	150.3	136.1
<b>Saanich West</b>	144.0	144.9	143.7	146.3	147.5	151.6	141.4
<b>Sooke</b>	126.8	125.3	129.0	132.4	133.6	138.8	133.1
<b>Langford</b>	131.6	132.0	135.2	136.6	135.0	143.4	138.1
<b>Metchosin</b>	130.2	130.2	132.6	132.7	130.5	144.2	135.0
<b>Colwood</b>	136.9	137.0	138.0	141.4	142.7	147.1	138.4
<b>Highlands</b>	115.2	115.8	118.6	115.9	130.8	136.0	129.3
<b>North Saanich</b>	124.8	126.4	124.5	127.6	131.4	138.6	128.4
<b>Sidney</b>	133.4	134.2	131.7	135.5	137.0	143.3	129.8
<b>Central Saanich</b>	133.6	136.9	136.8	139.5	139.7	148.4	138.6
<b>ML Malahat &amp; Area</b>	128.9	129.4	128.7	133.7	135.4	142.2	143.2
<b>GI Gulf Islands</b>	117.1	111.8	114.2	114.7	123.1	130.4	130.3

Source: Victoria Real Estate Board

### Benchmark by Timeframe and Property Type: Condo Apartment

	December 2013	1 Month Ago	3 Months Ago	6 Months Ago	12 Months Ago	36 Months Ago	60 Months Ago
<b>Victoria REB</b>	\$278,600	\$280,600	\$283,900	\$283,500	\$282,000	\$299,400	\$288,700
<b>Victoria</b>	\$264,800	\$267,500	\$263,300	\$267,300	\$263,900	\$279,800	\$262,400
<b>Victoria West</b>	\$429,200	\$432,600	\$455,300	\$444,500	\$449,900	\$459,700	\$477,300
<b>Oak Bay</b>	\$302,700	\$316,100	\$326,000	\$308,900	\$320,100	\$325,800	\$322,000
<b>Esquimalt</b>	\$226,400	\$230,000	\$239,500	\$239,900	\$243,200	\$239,000	\$225,300
<b>View Royal</b>	\$322,000	\$322,000	\$335,500	\$326,600	\$322,200	\$342,700	\$342,700
<b>Saanich East</b>	\$237,500	\$239,400	\$250,800	\$240,800	\$246,000	\$258,100	\$239,000
<b>Saanich West</b>	\$209,100	\$211,300	\$222,700	\$216,200	\$219,200	\$226,800	\$217,200
<b>Langford</b>	\$259,100	\$258,900	\$266,800	\$259,500	\$249,200	\$278,500	\$281,700
<b>Colwood</b>	\$236,200	\$238,500	\$245,600	\$238,700	\$233,200	\$259,700	\$253,700
<b>Sidney</b>	\$289,600	\$281,100	\$281,500	\$299,300	\$294,500	\$329,200	\$376,100

Source: Victoria Real Estate Board

### HPI by Timeframe and Property Type: Condo Apartment

	December 2013	1 Month Ago	3 Months Ago	6 Months Ago	12 Months Ago	36 Months Ago	60 Months Ago
<b>Victoria REB</b>	137.7	138.7	140.3	140.1	139.4	148.0	142.7
<b>Victoria</b>	139.5	140.9	138.7	140.8	139.0	147.4	138.2
<b>Victoria West</b>	126.7	127.7	134.4	131.2	132.8	135.7	140.9
<b>Oak Bay</b>	122.0	127.4	131.4	124.5	129.0	131.3	129.8
<b>Esquimalt</b>	145.4	147.7	153.8	154.1	156.2	153.5	144.7
<b>View Royal</b>	138.2	138.2	144.0	140.2	138.3	147.1	147.1
<b>Saanich East</b>	143.6	144.7	151.6	145.6	148.7	156.0	144.5
<b>Saanich West</b>	144.4	145.9	153.8	149.3	151.4	156.6	150.0
<b>Langford</b>	138.7	138.6	142.8	138.9	133.4	149.1	150.8
<b>Colwood</b>	142.8	144.2	148.5	144.3	141.0	157.0	153.4
<b>Sidney</b>	125.2	121.5	121.7	129.4	127.3	142.3	162.6

Source: Victoria Real Estate Board

### Benchmark by Timeframe and Property Type: Townhouse

	December 2013	1 Month Ago	3 Months Ago	6 Months Ago	12 Months Ago	36 Months Ago	60 Months Ago
<b>Victoria REB</b>	\$392,500	\$389,000	\$400,000	\$400,300	\$394,500	\$430,500	\$400,900
<b>Victoria</b>	\$393,200	\$392,400	\$391,500	\$417,600	\$384,900	\$436,800	\$399,200
<b>Victoria West</b>	\$289,600	\$278,900	\$296,900	\$299,600	\$288,400	\$310,000	\$264,900
<b>Oak Bay</b>	\$506,500	\$500,000	\$502,900	\$541,900	\$498,800	\$583,000	\$554,400
<b>Esquimalt</b>	\$329,400	\$322,500	\$338,400	\$338,000	\$327,600	\$357,300	\$305,900
<b>View Royal</b>	\$375,700	\$371,600	\$383,800	\$372,300	\$361,600	\$406,200	\$351,400
<b>Saanich East</b>	\$486,000	\$484,200	\$493,900	\$498,600	\$493,500	\$509,000	\$486,300
<b>Saanich West</b>	\$416,200	\$410,700	\$426,800	\$422,200	\$424,500	\$422,800	\$389,900
<b>Sooke</b>	\$334,400	\$327,200	\$339,500	\$339,800	\$338,700	\$402,000	\$386,300
<b>Langford</b>	\$309,000	\$302,200	\$314,600	\$311,600	\$312,800	\$372,100	\$345,700
<b>Colwood</b>	\$352,400	\$343,900	\$365,800	\$350,700	\$353,300	\$424,400	\$385,300
<b>Sidney</b>	\$365,900	\$365,900	\$370,900	\$379,500	\$385,400	\$382,300	\$361,500
<b>Central Saanich</b>	\$409,200	\$408,300	\$414,800	\$407,500	\$417,200	\$416,000	\$401,600
<b>ML Malahat &amp; Area</b>	\$330,400	\$332,100	\$344,000	\$317,500	\$335,700	\$404,000	\$417,100
<b>GI Gulf Islands</b>	\$358,300	\$357,100	\$417,000	\$383,100	\$398,900	\$476,900	\$479,000

Source: Victoria Real Estate Board

### HPI by Timeframe and Property Type: Townhouse

	December 2013	1 Month Ago	3 Months Ago	6 Months Ago	12 Months Ago	36 Months Ago	60 Months Ago
<b>Victoria REB</b>	135.3	134.1	137.9	138.0	136.0	148.4	138.2
<b>Victoria</b>	137.3	137.0	136.7	145.8	134.4	152.5	139.4
<b>Victoria West</b>	152.9	147.3	156.8	158.2	152.3	163.7	139.9
<b>Oak Bay</b>	125.7	124.1	124.8	134.5	123.8	144.7	137.6
<b>Esquimalt</b>	148.8	145.7	152.9	152.7	148.0	161.4	138.2
<b>View Royal</b>	147.4	145.8	150.6	146.1	141.9	159.4	137.9
<b>Saanich East</b>	134.9	134.4	137.1	138.4	137.0	141.3	135.0
<b>Saanich West</b>	145.5	143.6	149.2	147.6	148.4	147.8	136.3
<b>Sooke</b>	116.6	114.1	118.4	118.5	118.1	140.2	134.7
<b>Langford</b>	122.1	119.4	124.3	123.1	123.6	147.0	136.6
<b>Colwood</b>	124.3	121.3	129.0	123.7	124.6	149.7	135.9
<b>Sidney</b>	131.7	131.7	133.5	136.6	138.7	137.6	130.1
<b>Central Saanich</b>	139.2	138.9	141.1	138.6	141.9	141.5	136.6
<b>ML Malahat &amp; Area</b>	131.0	131.7	136.4	125.9	133.1	160.2	165.4
<b>GI Gulf Islands</b>	122.6	122.2	142.7	131.1	136.5	163.2	163.9

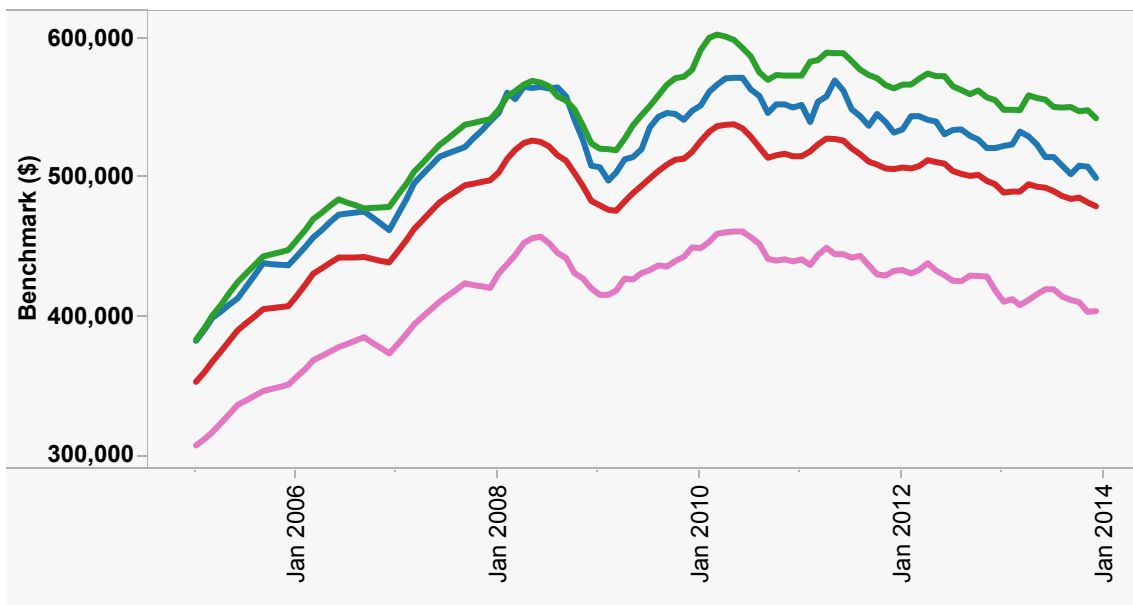
Source: Victoria Real Estate Board



## 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

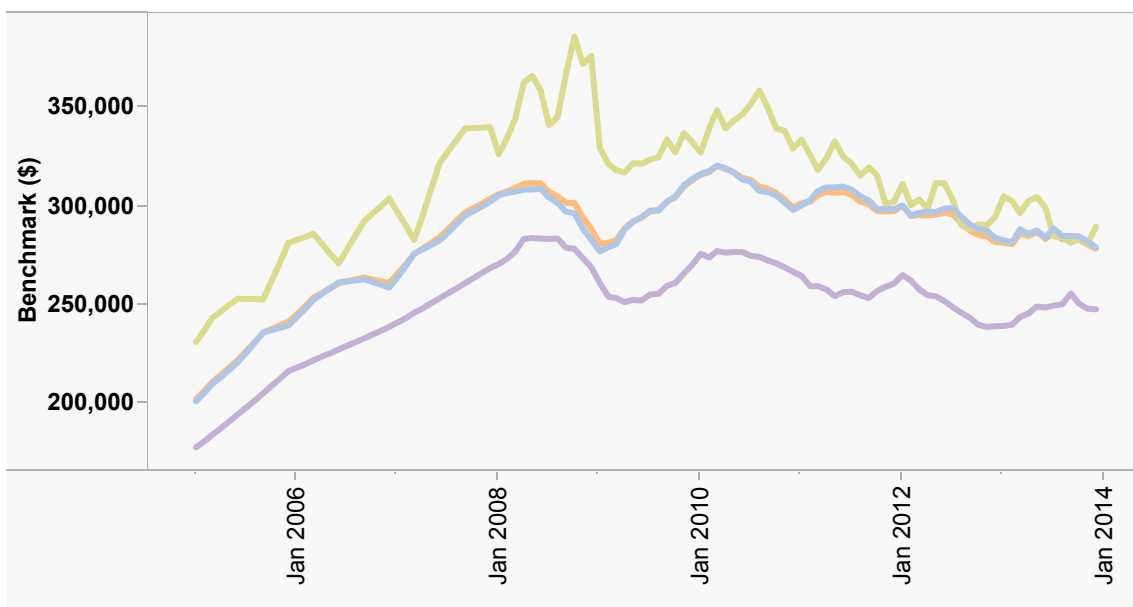
Area	Property Type					
	Single Family - All	Single Family - 1 Storey	Single Family - 2 Storey	Townhouse	Condo Apartment	Composite
Victoria REB	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Core	<input checked=""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

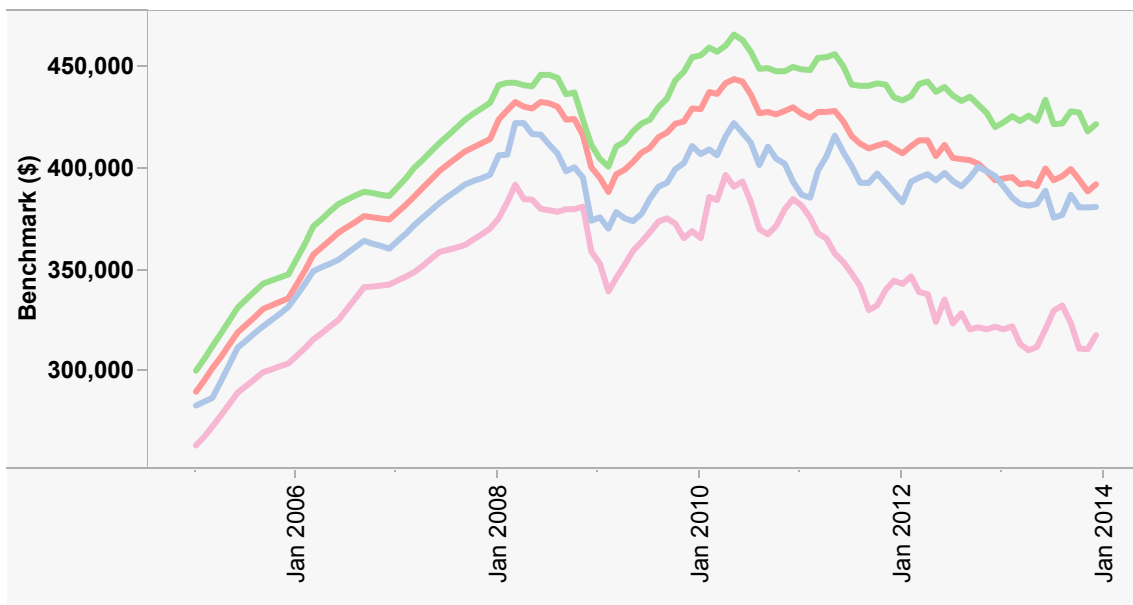
Area	Property Type					
	Single Family - All	Single Family - 1 Storey	Single Family - 2 Storey	Townhouse	Condo Apartment	Composite
Victoria REB	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Core	<input type="radio"/>	<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:**
*Hold CTRL and click the selections below*

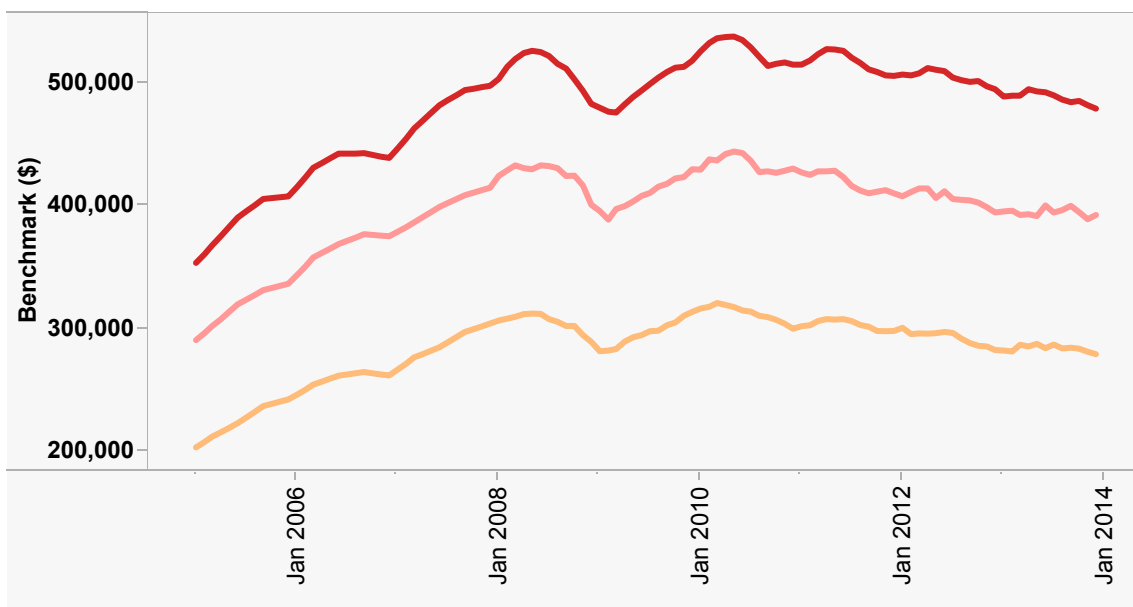
Area	Property Type					
	Single Family - All	Single Family - 1 Storey	Single Family - 2 Storey	Townhouse	Condo Apartment	Composite
Victoria REB	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Core	<input type="radio"/>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

December 2013

Wednesday, January 1, 2014

Region District	Units	Total Volume
<b>Residential</b>		
● Single Family		
<b>Greater Victoria</b>		
Victoria	28	\$17,948,300
Victoria West	2	\$1,010,000
Oak Bay	12	\$12,500,800
Esquimalt	6	\$2,571,000
View Royal	1	\$436,000
Saanich East	32	\$20,220,500
Saanich West	17	\$8,515,400
Central Saanich	8	\$3,863,000
North Saanich	6	\$3,317,400
Sidney	2	\$973,000
Highlands	1	\$732,000
Colwood	14	\$6,503,750
Langford	18	\$9,436,800
Metchosin	4	\$2,107,500
Sooke	9	\$3,362,200
Waterfront (all districts)	7	\$6,485,000
<b>Total Greater Victoria</b>	<b>167</b>	<b>\$99,982,650</b>
<b>Other Areas</b>		
Shawnigan Lake / Malahat	3	\$1,169,900
Gulf Islands	11	\$5,412,000
Upland / Mainland	4	\$1,306,900
Waterfront (all districts)	3	\$2,505,000
<b>Total Other Areas</b>	<b>21</b>	<b>\$10,393,800</b>
<b>Total Single Family</b>	<b>188</b>	<b>\$110,376,450</b>
● Condominium		
<b>Greater Victoria</b>		
Victoria	36	\$10,554,800
Victoria West	6	\$1,606,900
Oak Bay	4	\$1,365,000
Esquimalt	3	\$569,500
View Royal	3	\$709,600
Saanich East	18	\$4,561,288
Saanich West	4	\$706,500
Central Saanich	2	\$490,000
Sidney	5	\$1,054,000
Langford	3	\$834,000
Waterfront (all districts)	8	\$3,925,000
<b>Total Greater Victoria</b>	<b>92</b>	<b>\$26,376,588</b>
<b>Total Condominium</b>	<b>92</b>	<b>\$26,376,588</b>

# Monthly Sales Summary

December 2013

Wednesday, January 1, 2014

Region District	Units	Total Volume
● Townhouse		
<b>Greater Victoria</b>		
Victoria	3	\$1,427,500
Oak Bay	2	\$1,079,000
Esquimalt	1	\$328,500
View Royal	3	\$1,130,900
Saanich East	6	\$2,708,000
Saanich West	5	\$2,089,833
Central Saanich	2	\$824,900
Sidney	4	\$1,888,000
Colwood	1	\$670,000
Langford	2	\$704,500
Sooke	1	\$315,000
<b>Total Greater Victoria</b>	<b>30</b>	<b>\$13,166,133</b>
<b>Other Areas</b>		
Gulf Islands	2	\$870,000
<b>Total Other Areas</b>	<b>2</b>	<b>\$870,000</b>
<b>Total Townhouse</b>	<b>32</b>	<b>\$14,036,133</b>
● Manufactured Homes		
<b>Greater Victoria</b>		
Central Saanich	1	\$37,500
Sidney	2	\$362,500
Langford	3	\$170,000
Sooke	-1	(\$50,000)
<b>Total Greater Victoria</b>	<b>5</b>	<b>\$520,000</b>
<b>Other Areas</b>		
Shawnigan Lake / Malahat	1	\$125,000
Gulf Islands	1	\$150,000
<b>Total Other Areas</b>	<b>2</b>	<b>\$275,000</b>
<b>Total Manufactured Homes</b>	<b>7</b>	<b>\$795,000</b>
<b>Total Residential</b>	<b>319</b>	<b>\$151,584,171</b>

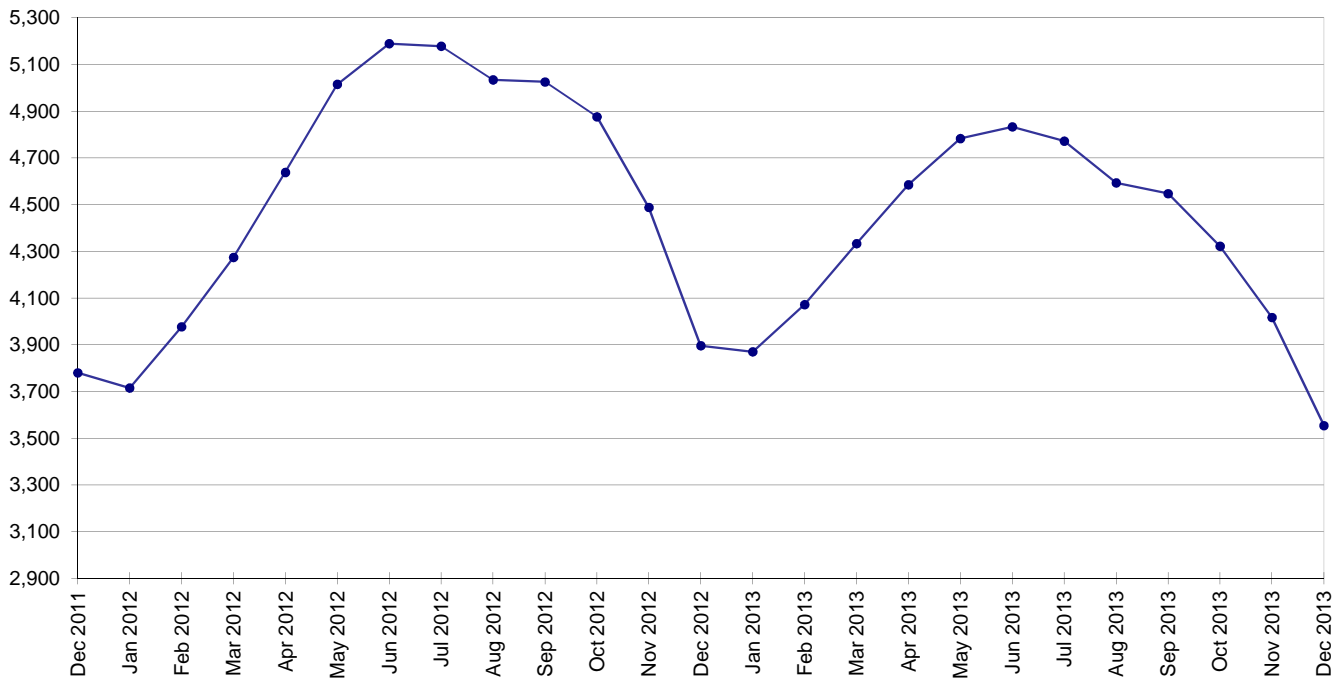
# Monthly Sales Summary

December 2013

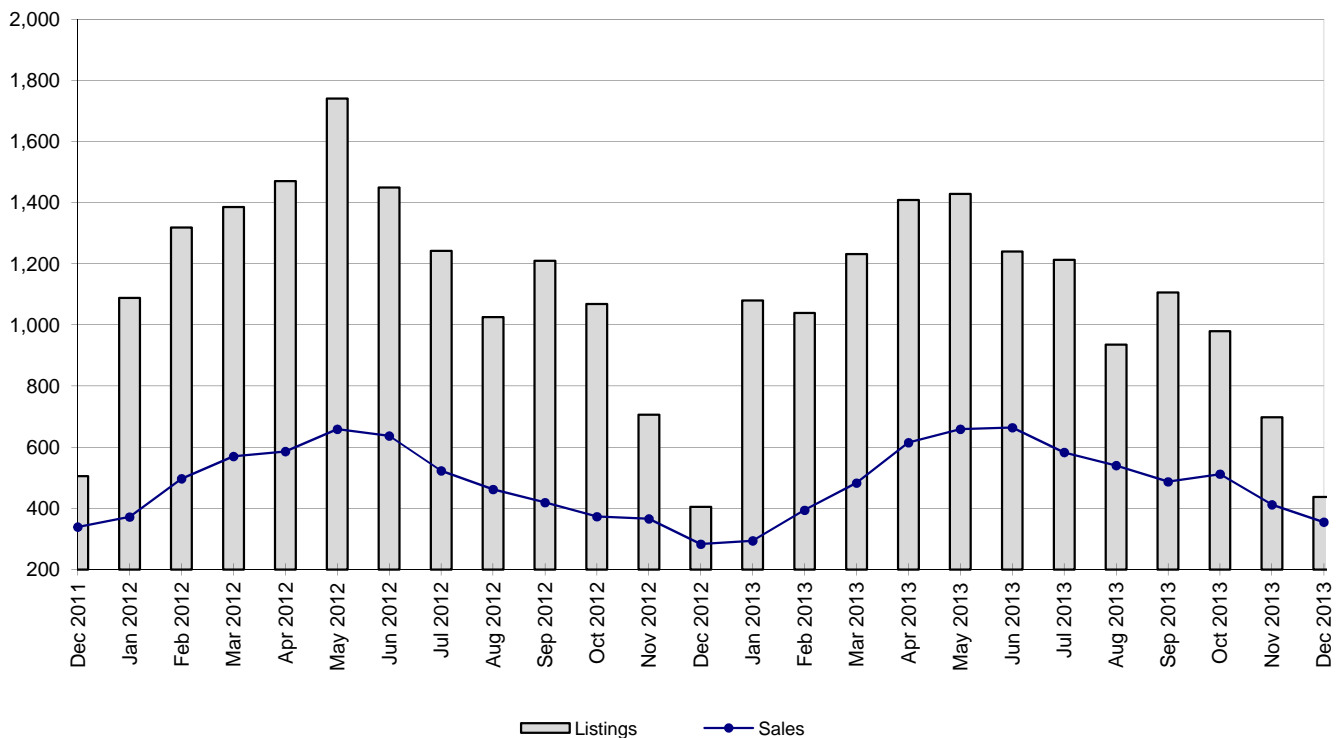
Wednesday, January 1, 2014

Region District	Units	Total Volume
<b>Other Property</b>		
● Lots & Acreage (Incl Wtrfrnt)		
<b>Greater Victoria</b>		
Esquimalt	1	\$247,000
Saanich East	1	\$390,000
Saanich West	1	\$660,000
Central Saanich	2	\$675,000
Langford	4	\$700,000
Sooke	3	\$428,500
<b>Total Greater Victoria</b>	<b>12</b>	<b>\$3,100,500</b>
<b>Other Areas</b>		
Gulf Islands	2	\$248,000
Upsland / Mainland	2	\$375,000
<b>Total Other Areas</b>	<b>4</b>	<b>\$623,000</b>
<b>Total Lots &amp; Acreage (Incl Wtrfrnt)</b>	<b>16</b>	<b>\$3,723,500</b>
● Commercial Land	4	\$3,795,168
● Other Commercial Properties	16	\$4,739,091
 <b>Grand Totals</b>	 <b>355</b>	 <b>\$163,841,930</b>

### Total Active MLS® Listings



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





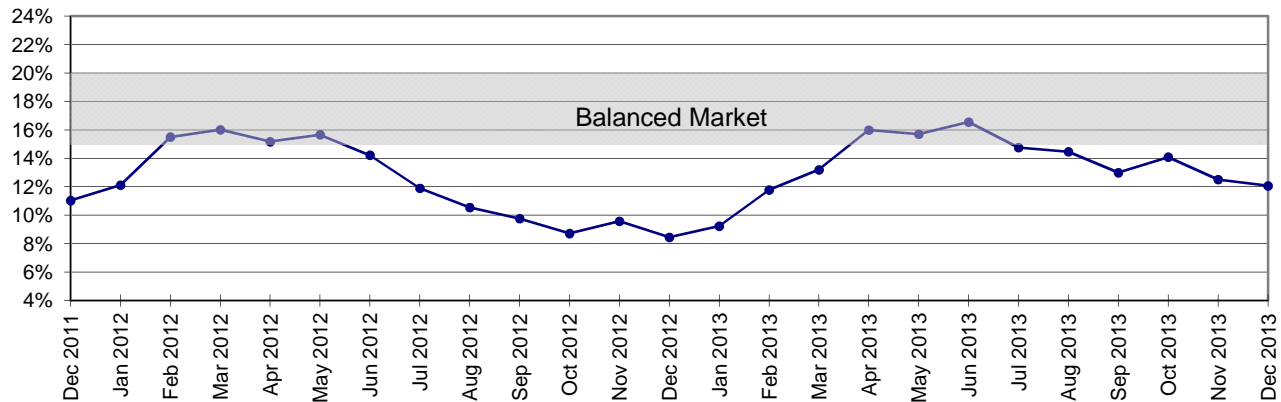
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## Sales to Active Listings Ratio

December 2013

Wednesday, January 01, 2014

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### 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

December 2013

Wednesday, January 01, 2014

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
<b>Single Family - Residential</b>						
Units Listed	159	145	10 %	5257	5848	-10 %
Units Sold	162	130	25 %	2837	2674	6 %
Sell/List Ratio	102 %	90 %		54 %	46 %	
Sales Dollars	\$92,578,900	\$72,489,533	28 %	\$1,586,734,808	\$1,514,952,884	5 %
Average Price / Unit	\$571,475	\$557,612	2 %	\$559,300	\$566,549	-1 %
Price Ratio	96 %	96 %		97 %	97 %	
Days To Sell	80	77	4 %	65	61	7 %
Active Listings at Month End	946	1101	-14 %			
<b>Single Family - Residential Waterfront</b>						
Units Listed	6	8	-25 %	511	549	-7 %
Units Sold	10	10	0 %	172	142	21 %
Sell/List Ratio	167 %	125 %		34 %	26 %	
Sales Dollars	\$8,990,000	\$12,307,000	-27 %	\$177,668,980	\$154,916,926	15 %
Average Price / Unit	\$899,000	\$1,230,700	-27 %	\$1,032,959	\$1,090,964	-5 %
Price Ratio	92 %	87 %		92 %	91 %	
Days To Sell	158	197	-20 %	121	118	2 %
Active Listings at Month End	223	233	-4 %			
<b>Single Family - Residential Acreage</b>						
Units Listed	22	24	-8 %	719	802	-10 %
Units Sold	9	11	-18 %	270	239	13 %
Sell/List Ratio	41 %	46 %		38 %	30 %	
Sales Dollars	\$5,866,000	\$6,893,500	-15 %	\$180,056,628	\$173,817,780	4 %
Average Price / Unit	\$651,778	\$626,682	4 %	\$666,876	\$727,271	-8 %
Price Ratio	96 %	95 %		95 %	95 %	
Days To Sell	153	146	5 %	111	107	4 %
Active Listings at Month End	256	284	-10 %			
<b>Condominium</b>						
Units Listed	126	120	5 %	3057	3606	-15 %
Units Sold	92	65	42 %	1443	1538	-6 %
Sell/List Ratio	73 %	54 %		47 %	43 %	
Sales Dollars	\$26,376,588	\$19,609,415	35 %	\$438,410,917	\$481,824,213	-9 %
Average Price / Unit	\$286,702	\$301,683	-5 %	\$303,819	\$313,280	-3 %
Price Ratio	96 %	95 %		96 %	97 %	
Days To Sell	88	72	22 %	78	69	13 %
Active Listings at Month End	757	909	-17 %			

# Monthly Comparative Activity By Property Type

December 2013

Wednesday, January 01, 2014

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
<b>Townhouse</b>						
Units Listed	41	38	8 %	1247	1285	-3 %
Units Sold	31	30	3 %	672	601	12 %
Sell/List Ratio	76 %	79 %		54 %	47 %	
Sales Dollars	\$13,186,133	\$11,887,798	11 %	\$276,902,219	\$244,992,802	13 %
Average Price / Unit	\$425,359	\$396,260	7 %	\$412,057	\$407,642	1 %
Price Ratio	97 %	97 %		97 %	98 %	
Days To Sell	85	114	-25 %	80	78	2 %
Active Listings at Month End	276	341	-19 %			
<b>Strata Duplex (Up and Down)</b>						
Units Listed	0	0	%	19	15	27 %
Units Sold	0	1	-100 %	4	4	0 %
Sell/List Ratio	%	%		21 %	27 %	
Sales Dollars	\$0	\$525,000	-100 %	\$1,628,000	\$1,445,000	13 %
Average Price / Unit		\$525,000	%	\$407,000	\$361,250	13 %
Price Ratio	%	96 %		98 %	95 %	
Days To Sell		85	%	39	61	-36 %
Active Listings at Month End	4	1	300 %			
<b>Strata Duplex (Side by Side)</b>						
Units Listed	6	2	200 %	122	137	-11 %
Units Sold	8	2	300 %	61	68	-10 %
Sell/List Ratio	133 %	100 %		50 %	50 %	
Sales Dollars	\$3,791,550	\$551,000	588 %	\$24,788,013	\$28,331,512	-13 %
Average Price / Unit	\$473,944	\$275,500	72 %	\$406,361	\$416,640	-2 %
Price Ratio	97 %	93 %		97 %	97 %	
Days To Sell	141	48	197 %	70	56	24 %
Active Listings at Month End	22	16	38 %			
<b>Strata Duplex (Front and Back)</b>						
Units Listed	0	1	-100 %	38	46	-17 %
Units Sold	0	0	%	15	22	-32 %
Sell/List Ratio	%	0 %		39 %	48 %	
Sales Dollars	\$0	\$0	%	\$6,294,500	\$8,870,900	-29 %
Average Price / Unit			%	\$419,633	\$403,223	4 %
Price Ratio	%	%		97 %	97 %	
Days To Sell			%	54	46	20 %
Active Listings at Month End	6	4	50 %			

# Monthly Comparative Activity By Property Type

December 2013

Wednesday, January 01, 2014

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
<b>Recreational</b>						
Units Listed	0	0	%	21	46	-54 %
Units Sold	0	0	%	8	4	100 %
Sell/List Ratio	%	%		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	12	31	-61 %			
<b>Manufactured Home</b>						
Units Listed	14	8	75 %	338	346	-2 %
Units Sold	7	7	0 %	175	145	21 %
Sell/List Ratio	50 %	88 %		52 %	42 %	
Sales Dollars	\$795,000	\$5,600	14096 %	\$20,008,400	\$16,751,704	19 %
Average Price / Unit	\$113,571	\$800	14096 %	\$114,334	\$115,529	-1 %
Price Ratio	90 %	5 %		93 %	94 %	
Days To Sell	79	119	-34 %	110	94	17 %
Active Listings at Month End	116	111	5 %			
<b>Residential Lots</b>						
Units Listed	9	23	-61 %	412	316	30 %
Units Sold	11	6	83 %	107	92	16 %
Sell/List Ratio	122 %	26 %		26 %	29 %	
Sales Dollars	\$2,472,000	\$2,255,630	10 %	\$30,764,917	\$23,655,544	30 %
Average Price / Unit	\$224,727	\$375,938	-40 %	\$287,523	\$257,125	12 %
Price Ratio	92 %	201 %		105 %	106 %	
Days To Sell	196	239	-18 %	171	136	26 %
Active Listings at Month End	218	201	8 %			
<b>Residential Lots - Waterfront</b>						
Units Listed	0	2	-100 %	51	69	-26 %
Units Sold	0	1	-100 %	12	17	-29 %
Sell/List Ratio	%	50 %		24 %	25 %	
Sales Dollars	\$0	\$275,000	-100 %	\$4,238,150	\$8,232,540	-49 %
Average Price / Unit		\$275,000	%	\$353,179	\$484,267	-27 %
Price Ratio	%	106 %		96 %	97 %	
Days To Sell		221	%	167	121	38 %
Active Listings at Month End	37	39	-5 %			

# Monthly Comparative Activity By Property Type

December 2013

Wednesday, January 01, 2014

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
<b>Residential Acreage</b>						
Units Listed	19	3	533 %	227	198	15 %
Units Sold	5	2	150 %	46	38	21 %
Sell/List Ratio	26 %	67 %		20 %	19 %	
Sales Dollars	\$1,251,500	\$315,000	297 %	\$13,381,450	\$13,070,948	2 %
Average Price / Unit	\$250,300	\$157,500	59 %	\$290,901	\$343,972	-15 %
Price Ratio	84 %	72 %		82 %	92 %	
Days To Sell	276	214	29 %	201	262	-23 %
Active Listings at Month End	179	162	10 %			
<b>Residential Acreage - Waterfront</b>						
Units Listed	8	1	700 %	78	81	-4 %
Units Sold	0	2	-100 %	8	14	-43 %
Sell/List Ratio	0 %	200 %		10 %	17 %	
Sales Dollars	\$0	\$1,495,000	-100 %	\$2,948,500	\$7,005,800	-58 %
Average Price / Unit		\$747,500	%	\$368,563	\$500,414	-26 %
Price Ratio	%	83 %		89 %	89 %	
Days To Sell		246	%	265	211	26 %
Active Listings at Month End	77	66	17 %			
<b>Revenue - Duplex/Triplex</b>						
Units Listed	0	1	-100 %	47	57	-18 %
Units Sold	0	2	-100 %	22	21	5 %
Sell/List Ratio	%	200 %		47 %	37 %	
Sales Dollars	\$0	\$1,105,000	-100 %	\$13,786,100	\$13,436,500	3 %
Average Price / Unit		\$552,500	%	\$626,641	\$639,833	-2 %
Price Ratio	%	95 %		97 %	96 %	
Days To Sell		148	%	60	89	-33 %
Active Listings at Month End	9	17	-47 %			
<b>Revenue - Multi Units</b>						
Units Listed	2	0	%	41	29	41 %
Units Sold	3	0	%	12	2	500 %
Sell/List Ratio	150 %	%		29 %	7 %	
Sales Dollars	\$2,265,000	\$0	%	\$9,493,100	\$1,450,000	555 %
Average Price / Unit	\$755,000		%	\$791,092	\$725,000	9 %
Price Ratio	96 %	%		95 %	96 %	
Days To Sell	58		%	101	58	74 %
Active Listings at Month End	17	7	143 %			

# Monthly Comparative Activity By Property Type

December 2013

Wednesday, January 01, 2014

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
<b>Revenue - Apartment Block</b>						
Units Listed	2	1	100 %	13	12	8 %
Units Sold	0	0	%	1	4	-75 %
Sell/List Ratio	0 %	0 %		8 %	33 %	
Sales Dollars	\$0	\$0	%	\$1,600,000	\$16,723,000	-90 %
Average Price / Unit			%	\$1,600,000	\$4,180,750	-62 %
Price Ratio	%	%		82 %	94 %	
Days To Sell			%	259	100	160 %
Active Listings at Month End	5	6	-17 %			
<b>Revenue - Commercial</b>						
Units Listed	3	6	-50 %	75	113	-34 %
Units Sold	3	3	0 %	23	16	44 %
Sell/List Ratio	100 %	50 %		31 %	14 %	
Sales Dollars	\$1,180,000	\$2,150,000	-45 %	\$11,922,555	\$14,101,800	-15 %
Average Price / Unit	\$393,333	\$716,667	-45 %	\$518,372	\$881,363	-41 %
Price Ratio	83 %	94 %		90 %	95 %	
Days To Sell	250	164	53 %	235	103	128 %
Active Listings at Month End	53	54	-2 %			
<b>Revenue - Industrial</b>						
Units Listed	0	0	%	2	5	-60 %
Units Sold	0	0	%	2	1	100 %
Sell/List Ratio	%	%		100 %	20 %	
Sales Dollars	\$0	\$0	%	\$959,000	\$260,000	269 %
Average Price / Unit			%	\$479,500	\$260,000	84 %
Price Ratio	%	%		79 %	97 %	
Days To Sell			%	229	55	315 %
Active Listings at Month End	1	2	-50 %			
<b>Business with Land &amp; Building</b>						
Units Listed	6	4	50 %	110	115	-4 %
Units Sold	5	1	400 %	20	17	18 %
Sell/List Ratio	83 %	25 %		18 %	15 %	
Sales Dollars	\$1,264,020	\$2,040,000	-38 %	\$9,495,892	\$7,568,817	25 %
Average Price / Unit	\$252,804	\$2,040,000	-88 %	\$474,795	\$445,225	7 %
Price Ratio	78 %	95 %		89 %	96 %	
Days To Sell	158	65	144 %	194	109	78 %
Active Listings at Month End	70	68	3 %			

# Monthly Comparative Activity By Property Type

December 2013

Wednesday, January 01, 2014

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
<b>Business Only</b>						
Units Listed	4	8	-50 %	131	126	4 %
Units Sold	3	2	50 %	31	34	-9 %
Sell/List Ratio	75 %	25 %		24 %	27 %	
Sales Dollars	\$30,030	\$75,500	-60 %	\$3,308,930	\$2,586,019	28 %
Average Price / Unit	\$10,010	\$37,750	-73 %	\$106,740	\$76,059	40 %
Price Ratio	613 %	64 %		87 %	80 %	
Days To Sell	70	94	-26 %	190	134	42 %
Active Listings at Month End	76	62	23 %			
<b>Motel/Hotel</b>						
Units Listed	1	1	0 %	17	12	42 %
Units Sold	0	0	%	1	3	-67 %
Sell/List Ratio	0 %	0 %		6 %	25 %	
Sales Dollars	\$0	\$0	%	\$540,000	\$4,658,000	-88 %
Average Price / Unit			%	\$540,000	\$1,552,667	-65 %
Price Ratio	%	%		98 %	85 %	
Days To Sell			%	195	83	134 %
Active Listings at Month End	13	8	63 %			
<b>Lease - Office</b>						
Units Listed	1	3	-67 %	63	74	-15 %
Units Sold	1	2	-50 %	5	13	-62 %
Sell/List Ratio	100 %	67 %		8 %	18 %	
Sales Dollars	\$13	\$38	-66 %	\$61	\$202	-70 %
Average Price / Unit	\$13	\$19	-32 %	\$12	\$16	-22 %
Price Ratio	%	%		%	%	
Days To Sell	114	160	-29 %	265	127	108 %
Active Listings at Month End	43	35	23 %			
<b>Lease - Retail</b>						
Units Listed	2	3	-33 %	47	85	-45 %
Units Sold	1	2	-50 %	19	16	19 %
Sell/List Ratio	50 %	67 %		40 %	19 %	
Sales Dollars	\$28	\$52	-46 %	\$369	\$317	16 %
Average Price / Unit	\$28	\$26	8 %	\$19	\$20	-2 %
Price Ratio	%	%		%	%	
Days To Sell	54	56	-3 %	196	108	81 %
Active Listings at Month End	34	46	-26 %			

# Monthly Comparative Activity By Property Type

December 2013

Wednesday, January 01, 2014

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
<b>Lease - Warehouse</b>						
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	%			
<b>Lease - Industrial</b>						
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	%			
<b>Lease - Other</b>						
Units Listed	1	0	%	84	74	14 %
Units Sold	0	4	-100 %	16	17	-6 %
Sell/List Ratio	0 %	%		19 %	23 %	
Sales Dollars	\$0	\$49	-100 %	\$257	\$1,122	-77 %
Average Price / Unit		\$12	%	\$16	\$66	-76 %
Price Ratio	%	%		%	132 %	
Days To Sell		280	%	161	162	-1 %
Active Listings at Month End	50	54	-7 %			
<b>Commercial Land</b>						
Units Listed	5	3	67 %	67	59	14 %
Units Sold	4	0	%	16	5	220 %
Sell/List Ratio	80 %	0 %		24 %	8 %	
Sales Dollars	\$3,795,168	\$0	%	\$12,762,068	\$4,736,550	169 %
Average Price / Unit	\$948,792		%	\$797,629	\$947,310	-16 %
Price Ratio	86 %	%		87 %	87 %	
Days To Sell	591		%	254	121	111 %
Active Listings at Month End	54	38	42 %			



# Monthly Comparative Activity By Property Type

December 2013

Wednesday, January 01, 2014

	This Year	Current Month Last Year	% Change	This Year	Year To Date Last Year	% Change
<b>Grand Totals</b>						
Units Listed	437	405	8 %	12794	14106	-9 %
Units Sold	355	283	25 %	5998	5747	4 %
Sell/List Ratio	81 %	70 %		47 %	41 %	
Sales Dollars	\$163,841,930	\$133,980,115	22 %	\$2,829,276,314	\$2,746,134,881	3 %
Average Price / Unit	\$461,527	\$473,428	-3 %	\$471,703	\$477,838	-1 %
Price Ratio	95 %	95 %		96 %	96 %	
Days To Sell	103	99	4 %	82	74	11 %
Active Listings at Month End	3554	3896	-9 %			

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

December 2013

Wednesday, January 01, 2014

Sales by Property Type	This Month									Last Month			This Month Last Year		
	2013 - December									2013 - November			2012 - December		
	Units	LM%	LY%	Average\$	LM%	LY%	Median\$	LM%	LY%	Units	Average\$	Median\$	Units	Average\$	Median\$
Single Family Greater Victoria	167	-16.9%	15.2%	\$598,699	4.8%	-0.4%	\$517,500	-3.3%	0.4%	201	\$571,137	\$535,000	145	\$601,373	\$515,250
Single Family Other Areas	21	40.0%	90.9%	\$494,943	2.7%	-18.4%	\$409,500	9.2%	-8.0%	15	\$482,067	\$375,000	11	\$606,545	\$445,000
Single Family Total All Areas	188	-13.0%	20.5%	\$587,109	3.9%	-2.4%	\$515,000	-3.0%	0.6%	216	\$564,952	\$531,000	156	\$601,737	\$512,000
Condos	92	-7.1%	41.5%	\$286,702	-2.3%	-5.0%	\$265,000	3.9%	2.3%	99	\$293,484	\$255,000	65	\$301,683	\$259,000
Townhouses	32	-34.7%	6.7%	\$438,629	4.9%	10.7%	\$408,500	-1.6%	9.2%	49	\$418,184	\$415,000	30	\$396,260	\$374,000
Manufactured Homes	7	-58.8%	0.0%	\$113,571	15.9%	14096.4%	\$100,000	39.4%	-7.4%	17	\$98,018	\$71,750	7	\$800	\$108,000
<b>Total Residential</b>	<b>319</b>	<b>-16.3%</b>	<b>23.6%</b>							<b>381</b>			<b>258</b>		
<b>Total Sales</b>	<b>355</b>	<b>-13.8%</b>	<b>25.4%</b>							<b>412</b>			<b>283</b>		
<b>Active Listings</b>	<b>3,554</b>	<b>-11.5%</b>	<b>-8.8%</b>							<b>4,017</b>			<b>3,896</b>		

## Legend

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