



|                            | Single family homes | Condominiums | Townhomes |
|----------------------------|---------------------|--------------|-----------|
| January 2024 total sales   | 162                 | 112          | 36        |
| Compared to Jan 2023 sales | 35%                 | 10.9%        | -2.7%     |
| MLS® HPI *Victoria Core    | \$1,244,000         | \$559,000    | \$822,200 |

**A balanced market means opportunity for buyers and sellers in Victoria**

**JANUARY 2024**

A total of 341 properties sold in the Victoria Real Estate Board region this January, 22.7 per cent more than the 278 properties sold in January 2023 and a 3.6 per cent increase from December 2023. Sales of condominiums were up 10.9 per cent from January 2023 with 112 units sold. Sales of single family homes increased 35 per cent from January 2023 with 162 sold.

“Our housing market eased into the new year with a renewed sense of balance,” said 2024 Victoria Real Estate Board Chair Laurie Lidstone. “Sales were up slightly based off last year’s very low numbers, and overall, we saw the stabilization that we observed in late 2023 continue into 2024. Mortgage rates have levelled out, inventory is slowly creeping back up, and we are no longer in that highly pressurized market of recent years which created complicated and sometimes stressful conditions for buyers and sellers.”

There were 2,140 active listings for sale on the Victoria Real Estate Board Multiple Listing Service® at the end of January 2024, an increase of 0.4 per cent compared to the previous month of December and a 23.1 per cent increase from the 1,739 active listings for sale at the end of January 2023.

“I think this balance and stability in our market brings with it an optimistic outlook for the coming months,” adds Chair Lidstone. “If balanced conditions continue, buyers and sellers will have more time to make decisions and there will be less pressure on pricing. Of course, there are many factors that impact the market here in Victoria, and as we’ve seen in the past things can change very rapidly. If you are considering selling or buying, connect with a local Realtor to identify where your opportunities are as we move towards spring.”

The Multiple Listing Service® Home Price Index benchmark value for a single family home in the Victoria Core in January 2023 was \$1,224,000. The benchmark value for the same home in January 2024 increased by 1.6 per cent to \$1,244,000 down from December’s value of \$1,268,000. The MLS® HPI benchmark value for a condominium in the Victoria Core area in January 2023 was \$562,200 while the benchmark value for the same condominium in January 2024 decreased by 0.6 per cent to \$559,000, down from the December value of \$562,000.

*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 1,649 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.*

# January 2024 Statistics Package for Media

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

| Sales by Property Type         | This Month   |             |              |             |       |        |             |       |       | Last Month    |             |             | This Month Last Year |             |             |
|--------------------------------|--------------|-------------|--------------|-------------|-------|--------|-------------|-------|-------|---------------|-------------|-------------|----------------------|-------------|-------------|
|                                | January 2024 |             |              |             |       |        |             |       |       | December 2023 |             |             | January 2023         |             |             |
|                                | Units        | LM%         | LY%          | Average\$   | LM%   | LY%    | Median\$    | LM%   | LY%   | Units         | Average\$   | Median\$    | Units                | Average\$   | Median\$    |
| Single Family Greater Victoria | 160          | 3.2%        | 37.9%        | \$1,219,501 | -5.1% | -0.6%  | \$1,047,450 | -2.3% | -1.6% | 155           | \$1,285,161 | \$1,072,500 | 116                  | \$1,226,580 | \$1,065,000 |
| Single Family Other Areas      | 2            | -33.3%      | -50.0%       | \$1,235,126 | 39.5% | -13.2% | \$1,235,126 | 45.3% | 5.3%  | 3             | \$885,667   | \$850,000   | 4                    | \$1,423,750 | \$1,172,500 |
| Single Family Total All Areas  | 162          | 2.5%        | 35.0%        | \$1,219,694 | -4.5% | -1.1%  | \$1,047,450 | -1.6% | -1.6% | 158           | \$1,277,575 | \$1,065,000 | 120                  | \$1,233,152 | \$1,065,000 |
| Condo Apartment                | 112          | 3.7%        | 10.9%        | \$579,983   | 4.3%  | -4.4%  | \$540,500   | 3.0%  | 2.0%  | 108           | \$556,293   | \$525,000   | 101                  | \$606,681   | \$530,000   |
| Row/Townhouse                  | 36           | -7.7%       | -2.7%        | \$712,445   | -3.0% | 7.6%   | \$700,000   | -1.8% | 12.9% | 39            | \$734,172   | \$712,500   | 37                   | \$662,338   | \$620,000   |
| Manufactured Home              | 9            | 125.0%      | 80.0%        | \$316,878   | 23.1% | -3.1%  | \$289,900   | 18.3% | -1.7% | 4             | \$257,475   | \$245,000   | 5                    | \$327,000   | \$295,000   |
| <b>Total Residential</b>       | <b>319</b>   | <b>3.2%</b> | <b>21.3%</b> |             |       |        |             |       |       | <b>309</b>    |             |             | <b>263</b>           |             |             |
| <b>Total Sales</b>             | <b>341</b>   | <b>3.6%</b> | <b>22.7%</b> |             |       |        |             |       |       | <b>329</b>    |             |             | <b>278</b>           |             |             |
| <b>Active Listings</b>         | <b>2,140</b> | <b>0.4%</b> | <b>23.1%</b> |             |       |        |             |       |       | <b>2,132</b>  |             |             | <b>1,739</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

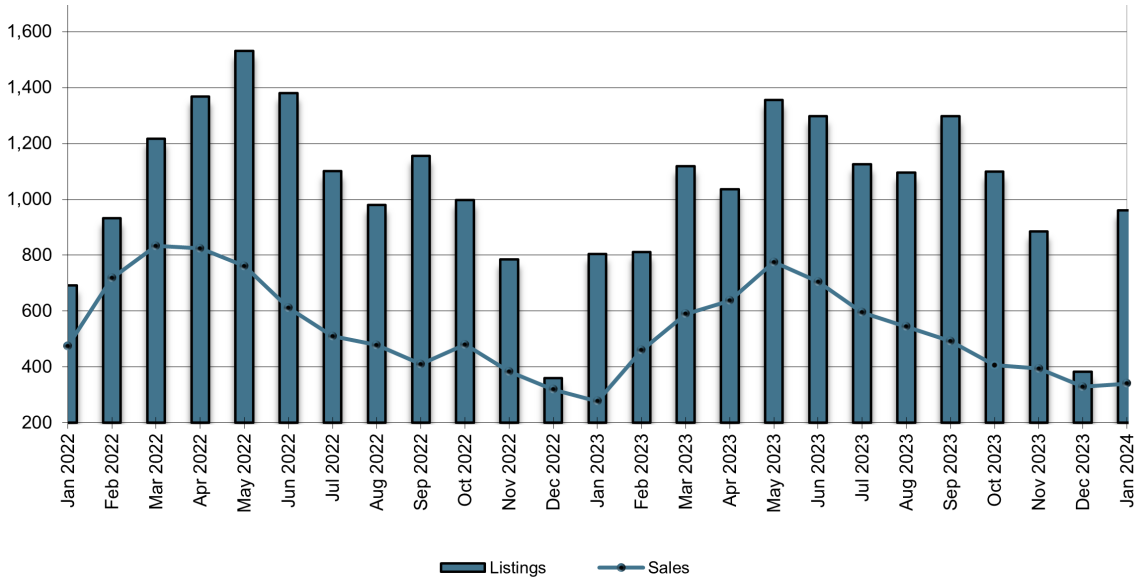
## Previous Periods Comparison of MLS® HPI Benchmark Prices and MLS® HPI Index Values

| Benchmark Home by Property Type and Region | Jan 2024 Benchmark Price | Dec 2023 Benchmark Price | Jan 2023 Benchmark Price | Jan 2024 Benchmark Index | Dec 2023 Benchmark Index | Jan 2023 Benchmark Index | % Chg from Last Mth | % Chg from Last Yr |
|--------------------------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|---------------------|--------------------|
| <b>Single Family: Greater Victoria</b>     | \$1,115,300              | \$1,134,600              | \$1,102,600              | 302.1                    | 307.3                    | 298.6                    | (1.7%)              | 1.2%               |
| <b>Single Family: Core</b>                 | \$1,244,000              | \$1,268,000              | \$1,224,000              | 310.1                    | 316.1                    | 305.2                    | (1.9%)              | 1.6%               |
| <b>Single Family: Westshore</b>            | \$982,100                | \$1,003,900              | \$1,001,800              | 312.4                    | 319.3                    | 318.6                    | (2.2%)              | (2.0%)             |
| <b>Single Family: Peninsula</b>            | \$1,223,200              | \$1,230,700              | \$1,205,700              | 320.0                    | 321.9                    | 315.4                    | (0.6%)              | 1.5%               |
| <b>Condo Apartment: Greater Victoria</b>   | \$562,400                | \$563,500                | \$560,100                | 325.8                    | 326.5                    | 324.5                    | (0.2%)              | 0.4%               |
| <b>Condo Apartment: Core</b>               | \$559,000                | \$562,000                | \$562,200                | 326.3                    | 328.1                    | 328.2                    | (0.5%)              | (0.6%)             |
| <b>Condo Apartment: Westshore</b>          | \$537,800                | \$531,100                | \$526,400                | 405.0                    | 399.9                    | 396.4                    | 1.3%                | 2.2%               |
| <b>Condo Apartment: Peninsula</b>          | \$648,700                | \$646,700                | \$611,200                | 302.0                    | 301.1                    | 284.5                    | 0.3%                | 6.1%               |
| <b>Row/Townhouse: Greater Victoria</b>     | \$760,400                | \$768,200                | \$752,900                | 286.9                    | 289.9                    | 284.1                    | (1.0%)              | 1.0%               |
| <b>Row/Townhouse: Core</b>                 | \$822,200                | \$834,300                | \$822,900                | 293.5                    | 297.9                    | 293.8                    | (1.5%)              | (0.1%)             |
| <b>Row/Townhouse: Westshore</b>            | \$690,800                | \$688,500                | \$677,600                | 281.3                    | 280.3                    | 275.9                    | 0.3%                | 1.9%               |
| <b>Row/Townhouse: Peninsula</b>            | \$764,300                | \$783,200                | \$750,700                | 323.6                    | 331.6                    | 317.8                    | (2.4%)              | 1.8%               |

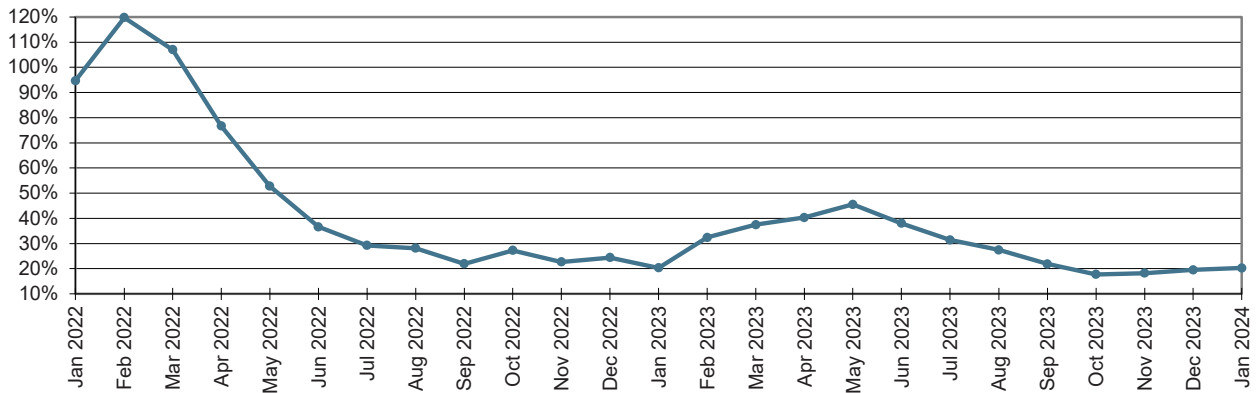
| Legend | <b>Benchmark Price:</b>     | the calculated MLS® HPI Benchmark Price for this Benchmark Home                                         |
|--------|-----------------------------|---------------------------------------------------------------------------------------------------------|
|        | <b>Benchmark Index:</b>     | the percentage change in this Benchmark Price since <b>January 2005</b>                                 |
|        | <b>% Chg from Last Mth:</b> | the percentage change in this Benchmark Price since last month                                          |
|        | <b>% Chg from Last Yr:</b>  | the percentage change in this Benchmark Price since this month last year                                |
|        | <b>Regions on the map:</b>  | visit <a href="http://vreb.org/vrebareas">vreb.org/vrebareas</a> for map views of the VREB trading area |

For more information on the MLS® Home Price Index, visit [vreb.org/mls-statistics](http://vreb.org/mls-statistics)

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.

Based on a regression analysis performed by the economics department at 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)

## MLS® Home Price Index

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 fifteen 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.

## Why MLS® HPI?

Unlike average or median prices, which can fluctuate from one month to the next and potentially paint an inaccurate or even unhelpful picture of price values and trends, the MLS® HPI is based on the value home buyers assign to various housing attributes, like the age of the home and number of bedrooms. The evaluation of these attributes tends to evolve gradually over time, creating a more insightful analysis.

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

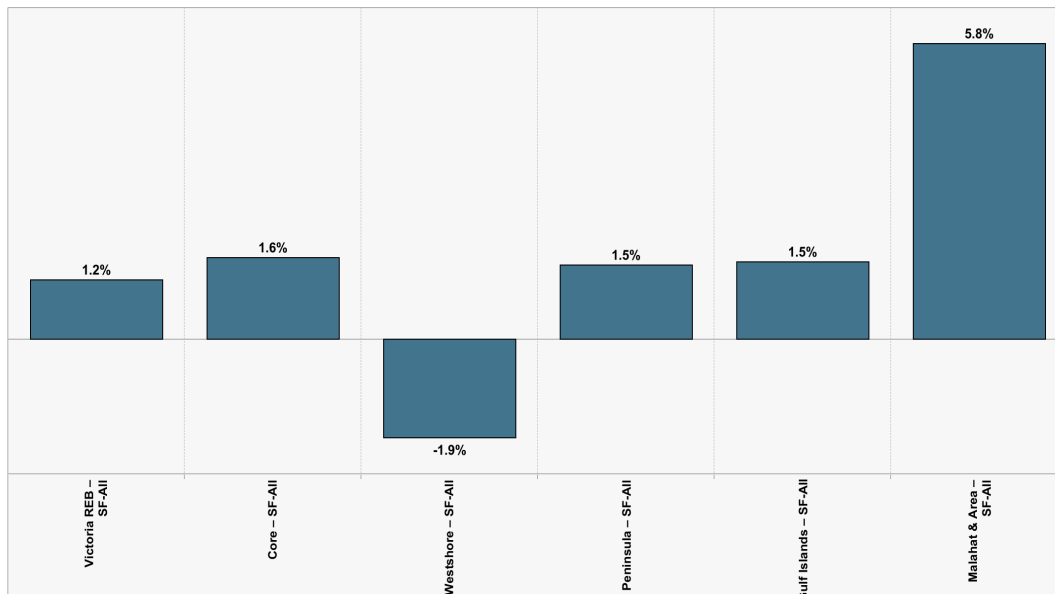
1. Area Group  
VREB Area Summary

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

3. Area/Property Type Selection  
All

% Difference from 12 Months Ago (January 2023 to January 2024)

Select Timeframe: 12 Months Ago



MLS® HPI benchmark and value - Condominium / Apartments

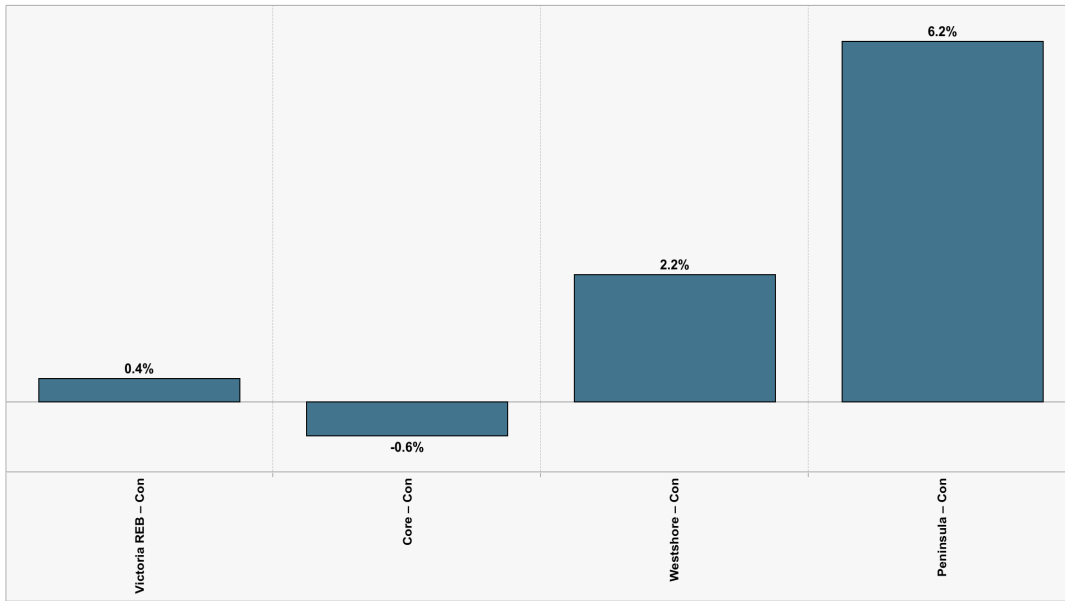
1. Area Group  
VREB Area Summary

2. Property Type  
- Condo Apartment (Con)

3. Area/Property Type Selection  
All

% Difference from 12 Months Ago (January 2023 to January 2024)

Select Timeframe: 12 Months Ago



HPI or Benchmark Price

- HPI
- Benchmark Price

Value or percent change

- Value
- Percent change

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

|                            | January 2024 | 1 Month Ago | 3 Months Ago | 6 Months Ago | 12 Months Ago | 3 Years Ago | 5 Years Ago | January 2005 |
|----------------------------|--------------|-------------|--------------|--------------|---------------|-------------|-------------|--------------|
| Victoria REB – SF-All      | \$1,115,300  | \$1,134,600 | \$1,162,100  | \$1,178,400  | \$1,102,600   | \$926,500   | \$772,300   | \$369,200    |
| Victoria – SF-All          | \$1,185,100  | \$1,208,100 | \$1,274,500  | \$1,245,100  | \$1,147,700   | \$1,017,500 | \$860,000   | \$387,100    |
| Victoria West – SF-All     | \$901,300    | \$966,200   | \$974,500    | \$1,029,200  | \$906,300     | \$792,500   | \$682,300   | \$292,400    |
| Oak Bay – SF-All           | \$1,749,200  | \$1,776,200 | \$1,819,700  | \$1,799,100  | \$1,728,100   | \$1,474,700 | \$1,304,300 | \$592,900    |
| Esquimalt – SF-All         | \$961,900    | \$1,020,500 | \$1,038,800  | \$1,071,200  | \$953,100     | \$851,600   | \$725,500   | \$307,000    |
| View Royal – SF-All        | \$992,000    | \$1,025,400 | \$1,049,600  | \$1,075,800  | \$998,700     | \$843,400   | \$751,700   | \$341,300    |
| Saanich East – SF-All      | \$1,269,500  | \$1,283,000 | \$1,310,800  | \$1,347,700  | \$1,243,600   | \$1,074,900 | \$914,800   | \$414,300    |
| Saanich West – SF-All      | \$1,025,300  | \$1,045,100 | \$1,066,600  | \$1,078,400  | \$977,500     | \$864,500   | \$718,800   | \$320,700    |
| Sooke – SF-All             | \$813,500    | \$825,600   | \$868,300    | \$901,500    | \$839,200     | \$658,800   | \$545,900   | \$272,900    |
| Langford – SF-All          | \$1,013,600  | \$1,036,300 | \$1,046,100  | \$1,096,400  | \$1,036,700   | \$800,400   | \$681,300   | \$319,300    |
| Metchosin – SF-All         | \$1,279,500  | \$1,320,500 | \$1,374,900  | \$1,393,500  | \$1,334,100   | \$971,100   | \$897,900   | \$439,600    |
| Colwood – SF-All           | \$997,000    | \$1,027,900 | \$1,046,300  | \$1,062,300  | \$981,000     | \$799,600   | \$656,700   | \$325,600    |
| Highlands – SF-All         | \$1,490,400  | \$1,482,100 | \$1,534,800  | \$1,520,800  | \$1,422,600   | \$1,200,300 | \$921,000   | \$459,900    |
| North Saanich – SF-All     | \$1,389,300  | \$1,400,700 | \$1,439,300  | \$1,467,200  | \$1,396,000   | \$1,126,300 | \$940,500   | \$472,500    |
| Sidney – SF-All            | \$999,700    | \$1,009,300 | \$1,036,400  | \$1,055,300  | \$1,022,700   | \$832,000   | \$693,100   | \$310,400    |
| Central Saanich – SF-All   | \$1,186,100  | \$1,189,500 | \$1,214,100  | \$1,166,500  | \$1,087,400   | \$973,400   | \$801,200   | \$354,300    |
| ML Malahat & Area – SF-All | \$886,700    | \$894,000   | \$912,400    | \$911,800    | \$838,100     | \$682,000   | \$556,200   | \$288,100    |
| GI Gulf Islands – SF-All   | \$731,200    | \$751,500   | \$736,500    | \$712,500    | \$720,300     | \$604,900   | \$520,900   | \$293,900    |

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

Source: Victoria Real Estate Board



HPI or Benchmark Price

- HPI
- Benchmark Price

Value or percent change

- Value
- Percent change

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

|                            | January 2024 | 1 Month Ago | 3 Months Ago | 6 Months Ago | 12 Months Ago | 3 Years Ago | 5 Years Ago | January 2005 |
|----------------------------|--------------|-------------|--------------|--------------|---------------|-------------|-------------|--------------|
| Victoria REB – SF-All      | 302.1        | 307.3       | 314.8        | 319.2        | 298.6         | 250.9       | 209.2       | 100.0        |
| Victoria – SF-All          | 306.1        | 312.1       | 329.2        | 321.6        | 296.5         | 262.9       | 222.2       | 100.0        |
| Victoria West – SF-All     | 308.2        | 330.4       | 333.3        | 352.0        | 310.0         | 271.0       | 233.3       | 100.0        |
| Oak Bay – SF-All           | 295.0        | 299.6       | 306.9        | 303.4        | 291.5         | 248.7       | 220.0       | 100.0        |
| Esquimalt – SF-All         | 313.3        | 332.4       | 338.4        | 348.9        | 310.5         | 277.4       | 236.3       | 100.0        |
| View Royal – SF-All        | 290.7        | 300.4       | 307.5        | 315.2        | 292.6         | 247.1       | 220.2       | 100.0        |
| Saanich East – SF-All      | 306.4        | 309.7       | 316.4        | 325.3        | 300.2         | 259.4       | 220.8       | 100.0        |
| Saanich West – SF-All      | 319.7        | 325.9       | 332.6        | 336.3        | 304.8         | 269.6       | 224.1       | 100.0        |
| Sooke – SF-All             | 298.1        | 302.5       | 318.2        | 330.3        | 307.5         | 241.4       | 200.0       | 100.0        |
| Langford – SF-All          | 317.4        | 324.6       | 327.6        | 343.4        | 324.7         | 250.7       | 213.4       | 100.0        |
| Metchosin – SF-All         | 291.1        | 300.4       | 312.8        | 317.0        | 303.5         | 220.9       | 204.3       | 100.0        |
| Colwood – SF-All           | 306.2        | 315.7       | 321.3        | 326.3        | 301.3         | 245.6       | 201.7       | 100.0        |
| Highlands – SF-All         | 324.1        | 322.3       | 333.7        | 330.7        | 309.3         | 261.0       | 200.3       | 100.0        |
| North Saanich – SF-All     | 294.0        | 296.4       | 304.6        | 310.5        | 295.4         | 238.4       | 199.0       | 100.0        |
| Sidney – SF-All            | 322.1        | 325.2       | 333.9        | 340.0        | 329.5         | 268.0       | 223.3       | 100.0        |
| Central Saanich – SF-All   | 334.8        | 335.7       | 342.7        | 329.2        | 306.9         | 274.7       | 226.1       | 100.0        |
| ML Malahat & Area – SF-All | 307.8        | 310.3       | 316.7        | 316.5        | 290.9         | 236.7       | 193.1       | 100.0        |
| GI Gulf Islands – SF-All   | 248.8        | 255.7       | 250.6        | 242.4        | 245.1         | 205.8       | 177.2       | 100.0        |

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

Source: Victoria Real Estate Board



# MLS® Home Price Index

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## HPI or Benchmark Price

- HPI  
 Benchmark Price

## Value or percent change

- Value  
 Percent change

### 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

|                              | January 2024 | 1 Month Ago | 3 Months Ago | 6 Months Ago | 12 Months Ago | 3 Years Ago | 5 Years Ago | January 2005 |
|------------------------------|--------------|-------------|--------------|--------------|---------------|-------------|-------------|--------------|
| <b>Victoria REB – Con</b>    | \$562,400    | \$563,500   | \$582,500    | \$575,600    | \$560,100     | \$451,900   | \$406,700   | \$172,600    |
| <b>Victoria – Con</b>        | \$525,700    | \$530,800   | \$551,100    | \$549,500    | \$538,100     | \$446,600   | \$400,300   | \$163,700    |
| <b>Victoria West – Con</b>   | \$725,300    | \$733,900   | \$778,400    | \$755,200    | \$771,300     | \$626,600   | \$559,200   | \$257,000    |
| <b>Oak Bay – Con</b>         | \$742,400    | \$735,700   | \$773,800    | \$766,200    | \$697,800     | \$579,400   | \$579,200   | \$234,300    |
| <b>Esquimalt – Con</b>       | \$537,800    | \$543,200   | \$574,100    | \$554,400    | \$563,900     | \$404,300   | \$357,800   | \$146,500    |
| <b>View Royal – Con</b>      | \$565,600    | \$563,300   | \$574,800    | \$581,100    | \$573,600     | \$474,600   | \$447,900   | \$182,900    |
| <b>Saanich East – Con</b>    | \$574,400    | \$572,200   | \$598,700    | \$584,400    | \$538,700     | \$417,600   | \$369,500   | \$147,000    |
| <b>Saanich West – Con</b>    | \$530,400    | \$529,300   | \$553,500    | \$533,100    | \$522,200     | \$404,000   | \$367,500   | \$142,900    |
| <b>Sooke – Con</b>           | \$464,700    | \$459,800   | \$463,600    | \$470,200    | \$455,000     | \$353,700   | \$314,200   | \$111,300    |
| <b>Langford – Con</b>        | \$543,600    | \$536,600   | \$540,800    | \$548,300    | \$532,600     | \$423,900   | \$385,400   | \$150,200    |
| <b>Colwood – Con</b>         | \$521,500    | \$517,500   | \$518,600    | \$525,600    | \$507,100     | \$411,000   | \$359,400   | \$113,700    |
| <b>North Saanich – Con</b>   | \$784,800    | \$790,500   | \$797,600    | \$762,700    | \$747,100     | \$583,700   | \$556,200   | \$313,700    |
| <b>Sidney – Con</b>          | \$642,800    | \$639,600   | \$644,000    | \$614,100    | \$603,200     | \$475,000   | \$440,600   | \$214,400    |
| <b>Central Saanich – Con</b> | \$638,700    | \$639,700   | \$643,200    | \$614,600    | \$596,000     | \$466,300   | \$433,700   | \$216,600    |

**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

|                       | January 2024 | 1 Month Ago | 3 Months Ago | 6 Months Ago | 12 Months Ago | 3 Years Ago | 5 Years Ago | January 2005 |
|-----------------------|--------------|-------------|--------------|--------------|---------------|-------------|-------------|--------------|
| Victoria REB – Con    | 325.8        | 326.5       | 337.5        | 333.5        | 324.5         | 261.8       | 235.6       | 100.0        |
| Victoria – Con        | 321.1        | 324.3       | 336.7        | 335.7        | 328.7         | 272.8       | 244.5       | 100.0        |
| Victoria West – Con   | 282.2        | 285.6       | 302.9        | 293.9        | 300.1         | 243.8       | 217.6       | 100.0        |
| Oak Bay – Con         | 316.9        | 314.0       | 330.3        | 327.0        | 297.8         | 247.3       | 247.2       | 100.0        |
| Esquimalt – Con       | 367.1        | 370.8       | 391.9        | 378.4        | 384.9         | 276.0       | 244.2       | 100.0        |
| View Royal – Con      | 309.2        | 308.0       | 314.3        | 317.7        | 313.6         | 259.5       | 244.9       | 100.0        |
| Saanich East – Con    | 390.7        | 389.3       | 407.3        | 397.6        | 366.5         | 284.1       | 251.4       | 100.0        |
| Saanich West – Con    | 371.2        | 370.4       | 387.3        | 373.1        | 365.4         | 282.7       | 257.2       | 100.0        |
| Sooke – Con           | 417.5        | 413.1       | 416.5        | 422.5        | 408.8         | 317.8       | 282.3       | 100.0        |
| Langford – Con        | 361.9        | 357.3       | 360.1        | 365.0        | 354.6         | 282.2       | 256.6       | 100.0        |
| Colwood – Con         | 458.7        | 455.1       | 456.1        | 462.3        | 446.0         | 361.5       | 316.1       | 100.0        |
| North Saanich – Con   | 250.2        | 252.0       | 254.3        | 243.1        | 238.2         | 186.1       | 177.3       | 100.0        |
| Sidney – Con          | 299.8        | 298.3       | 300.4        | 286.4        | 281.3         | 221.5       | 205.5       | 100.0        |
| Central Saanich – Con | 294.9        | 295.3       | 297.0        | 283.7        | 275.2         | 215.3       | 200.2       | 100.0        |

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

Source: Victoria Real Estate Board



# MLS® Home Price Index

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## HPI or Benchmark Price

- HPI  
 Benchmark Price

## Value or percent change

- Value  
 Percent change

### 1. Area Group

VREB District Summary

### 2. Property Type

– Townhouse (Twn)

### 3. Area/Property Type Selection

All

## Benchmark Price by Timeframe and Property Type

|                         | January 2024 | 1 Month Ago | 3 Months Ago | 6 Months Ago | 12 Months Ago | 3 Years Ago | 5 Years Ago | January 2005 |
|-------------------------|--------------|-------------|--------------|--------------|---------------|-------------|-------------|--------------|
| Victoria REB – Twn      | \$760,400    | \$768,200   | \$773,100    | \$785,300    | \$752,900     | \$611,200   | \$552,900   | \$265,000    |
| Victoria – Twn          | \$804,900    | \$822,600   | \$840,900    | \$856,200    | \$860,800     | \$696,300   | \$636,100   | \$305,200    |
| Victoria West – Twn     | \$875,600    | \$883,400   | \$898,500    | \$880,600    | \$833,100     | \$710,400   | \$624,700   | \$224,800    |
| Esquimalt – Twn         | \$753,800    | \$748,000   | \$767,700    | \$750,500    | \$717,000     | \$606,800   | \$526,500   | \$215,800    |
| View Royal – Twn        | \$801,000    | \$801,200   | \$804,300    | \$791,000    | \$738,200     | \$616,800   | \$564,300   | \$250,900    |
| Saanich East – Twn      | \$885,600    | \$901,400   | \$901,500    | \$918,200    | \$870,300     | \$711,200   | \$632,400   | \$312,300    |
| Saanich West – Twn      | \$782,800    | \$799,500   | \$805,400    | \$816,000    | \$760,600     | \$613,200   | \$535,800   | \$252,700    |
| Sooke – Twn             | \$648,400    | \$646,300   | \$647,600    | \$667,400    | \$641,100     | \$517,900   | \$455,100   | \$241,600    |
| Langford – Twn          | \$694,200    | \$691,500   | \$691,100    | \$709,400    | \$682,200     | \$545,900   | \$498,600   | \$240,500    |
| Colwood – Twn           | \$752,300    | \$753,700   | \$745,300    | \$765,100    | \$732,800     | \$616,200   | \$568,100   | \$273,100    |
| Sidney – Twn            | \$803,100    | \$822,100   | \$824,700    | \$832,200    | \$791,300     | \$638,500   | \$600,700   | \$250,600    |
| Central Saanich – Twn   | \$691,900    | \$710,500   | \$710,400    | \$721,200    | \$680,700     | \$527,800   | \$454,900   | \$210,700    |
| ML Malahat & Area – Twn | \$690,600    | \$697,700   | \$730,700    | \$733,600    | \$770,200     | \$617,400   | \$526,900   | \$189,800    |
| GI Gulf Islands – Twn   | \$635,500    | \$639,900   | \$646,000    | \$679,200    | \$671,600     | \$553,800   | \$458,500   | \$218,900    |

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

Source: Victoria Real Estate Board



# MLS® Home Price Index

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## HPI or Benchmark Price

- HPI
- Benchmark Price

## Value or percent change

- Value
- Percent change

### 1. Area Group

VREB District Summary

### 2. Property Type

– Townhouse (Twn)

### 3. Area/Property Type Selection

All

## HPI by Timeframe and Property Type

|                         | January 2024 | 1 Month Ago | 3 Months Ago | 6 Months Ago | 12 Months Ago | 3 Years Ago | 5 Years Ago | January 2005 |
|-------------------------|--------------|-------------|--------------|--------------|---------------|-------------|-------------|--------------|
| Victoria REB – Twn      | 286.9        | 289.9       | 291.7        | 296.3        | 284.1         | 230.6       | 208.6       | 100.0        |
| Victoria – Twn          | 263.7        | 269.5       | 275.5        | 280.5        | 282.0         | 228.1       | 208.4       | 100.0        |
| Victoria West – Twn     | 389.5        | 393.0       | 399.7        | 391.7        | 370.6         | 316.0       | 277.9       | 100.0        |
| Esquimalt – Twn         | 349.3        | 346.6       | 355.7        | 347.8        | 332.3         | 281.2       | 244.0       | 100.0        |
| View Royal – Twn        | 319.3        | 319.3       | 320.6        | 315.3        | 294.2         | 245.8       | 224.9       | 100.0        |
| Saanich East – Twn      | 283.6        | 288.6       | 288.7        | 294.0        | 278.7         | 227.7       | 202.5       | 100.0        |
| Saanich West – Twn      | 309.8        | 316.4       | 318.7        | 322.9        | 301.0         | 242.7       | 212.0       | 100.0        |
| Sooke – Twn             | 268.4        | 267.5       | 268.0        | 276.2        | 265.4         | 214.4       | 188.4       | 100.0        |
| Langford – Twn          | 288.6        | 287.5       | 287.4        | 295.0        | 283.7         | 227.0       | 207.3       | 100.0        |
| Colwood – Twn           | 275.5        | 276.0       | 272.9        | 280.2        | 268.3         | 225.6       | 208.0       | 100.0        |
| Sidney – Twn            | 320.5        | 328.1       | 329.1        | 332.1        | 315.8         | 254.8       | 239.7       | 100.0        |
| Central Saanich – Twn   | 328.4        | 337.2       | 337.2        | 342.3        | 323.1         | 250.5       | 215.9       | 100.0        |
| ML Malahat & Area – Twn | 363.9        | 367.6       | 385.0        | 386.5        | 405.8         | 325.3       | 277.6       | 100.0        |
| GI Gulf Islands – Twn   | 290.3        | 292.3       | 295.1        | 310.3        | 306.8         | 253.0       | 209.5       | 100.0        |

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

**Source:** Victoria Real Estate Board



[Click here to learn more](#)

HPI or Benchmark Price

- HPI
- Benchmark Price

Adding labels

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

1. Area Group

VREB Area Summary

2. Property Type

– Single Family-All (SF-All)

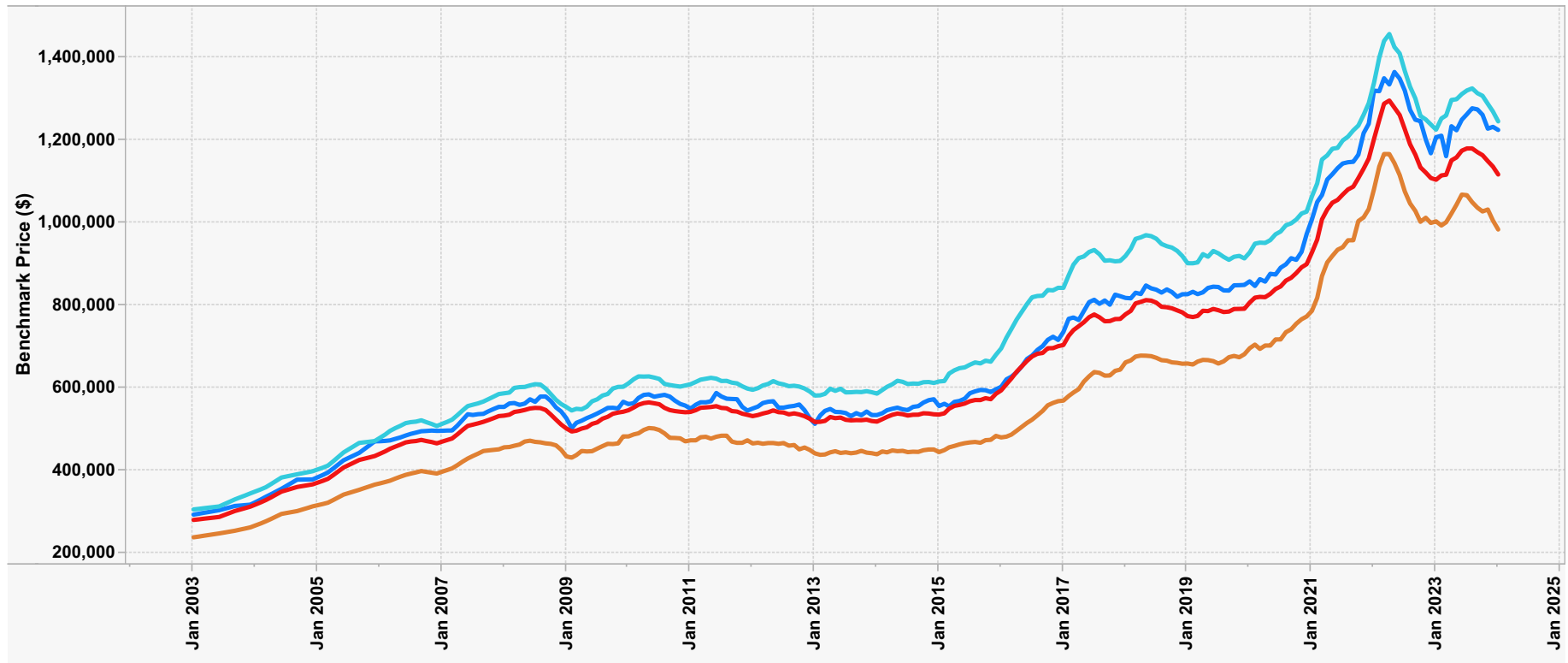
3. Area/Property Type Selection

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

2. Property Type

- Condo Apartment (Con)

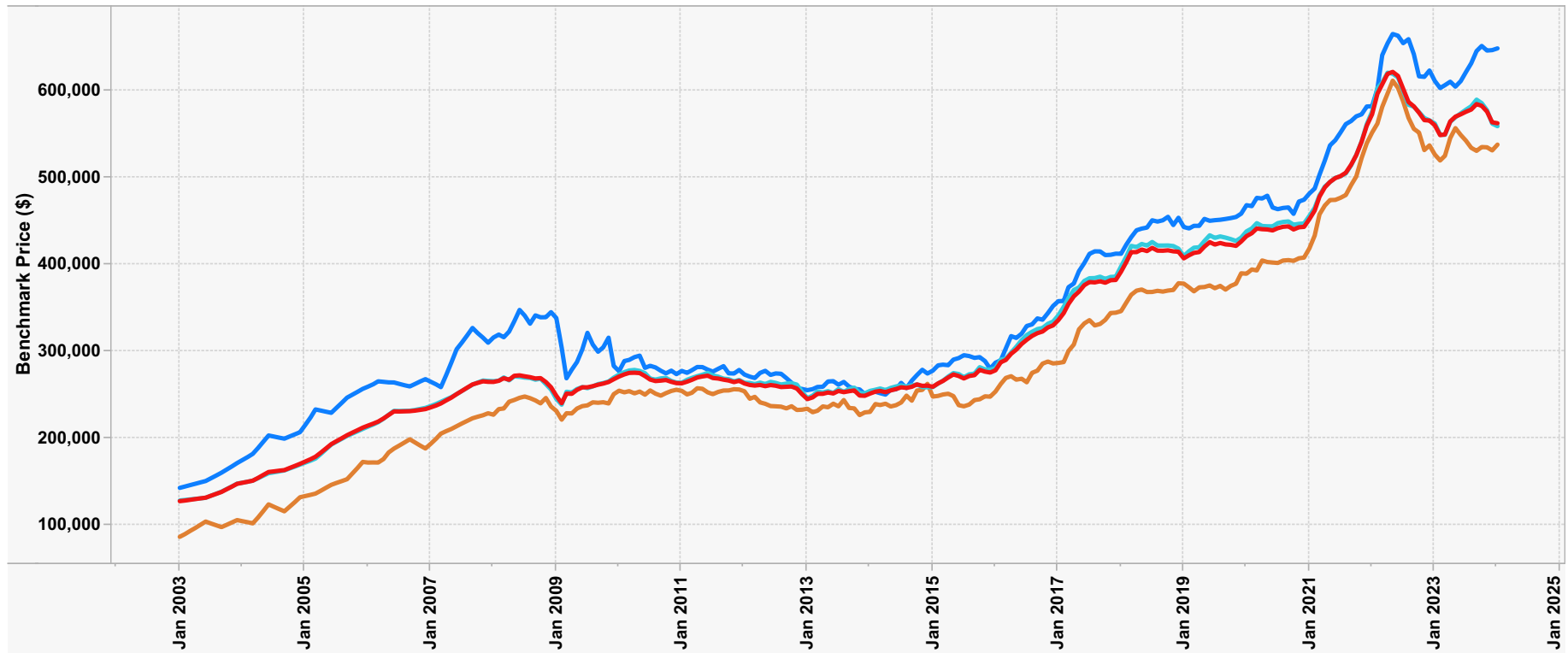
3. Area/Property Type Selection

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



HPI or Benchmark Price

- HPI
- Benchmark Price

Adding labels

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

1. Area Group

VREB Area Summary

2. Property Type

- Townhouse (Twn)

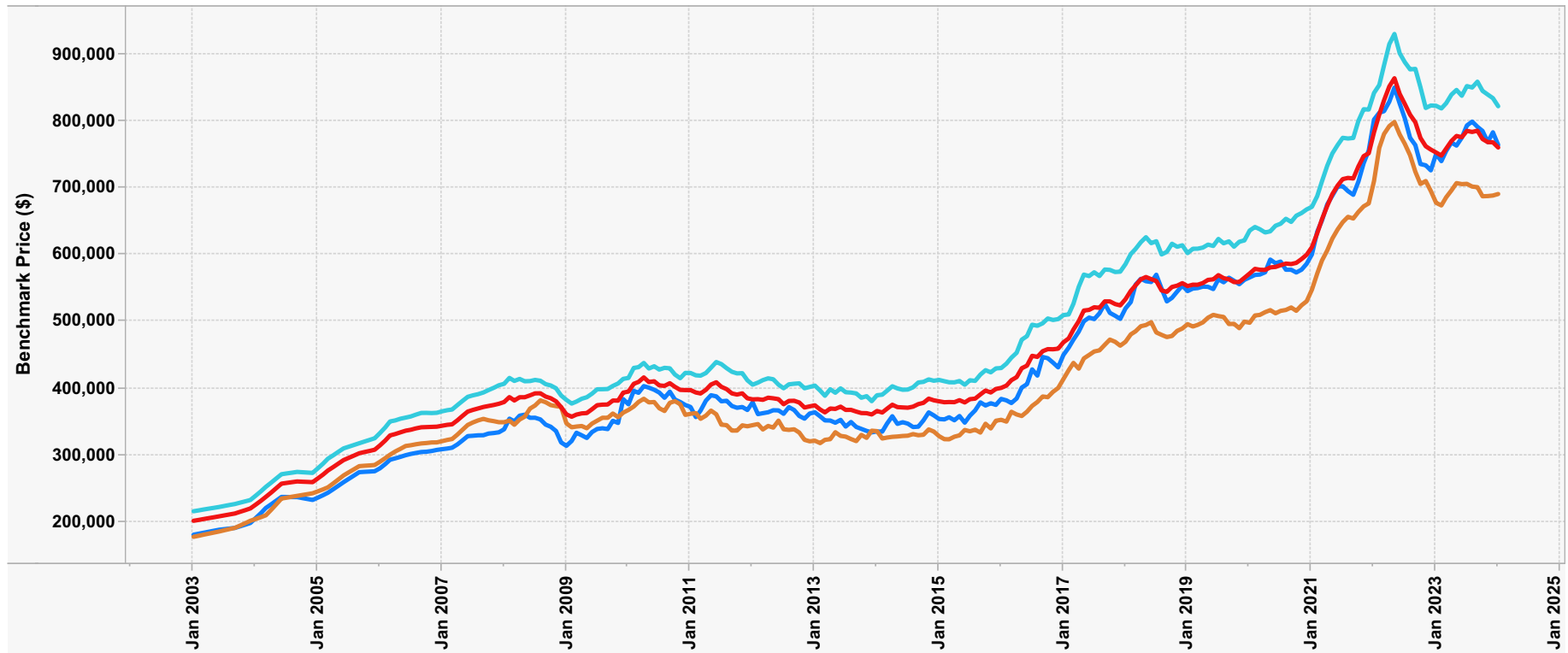
3. Area/Property Type Selection

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

2. Property Type

Multiple values

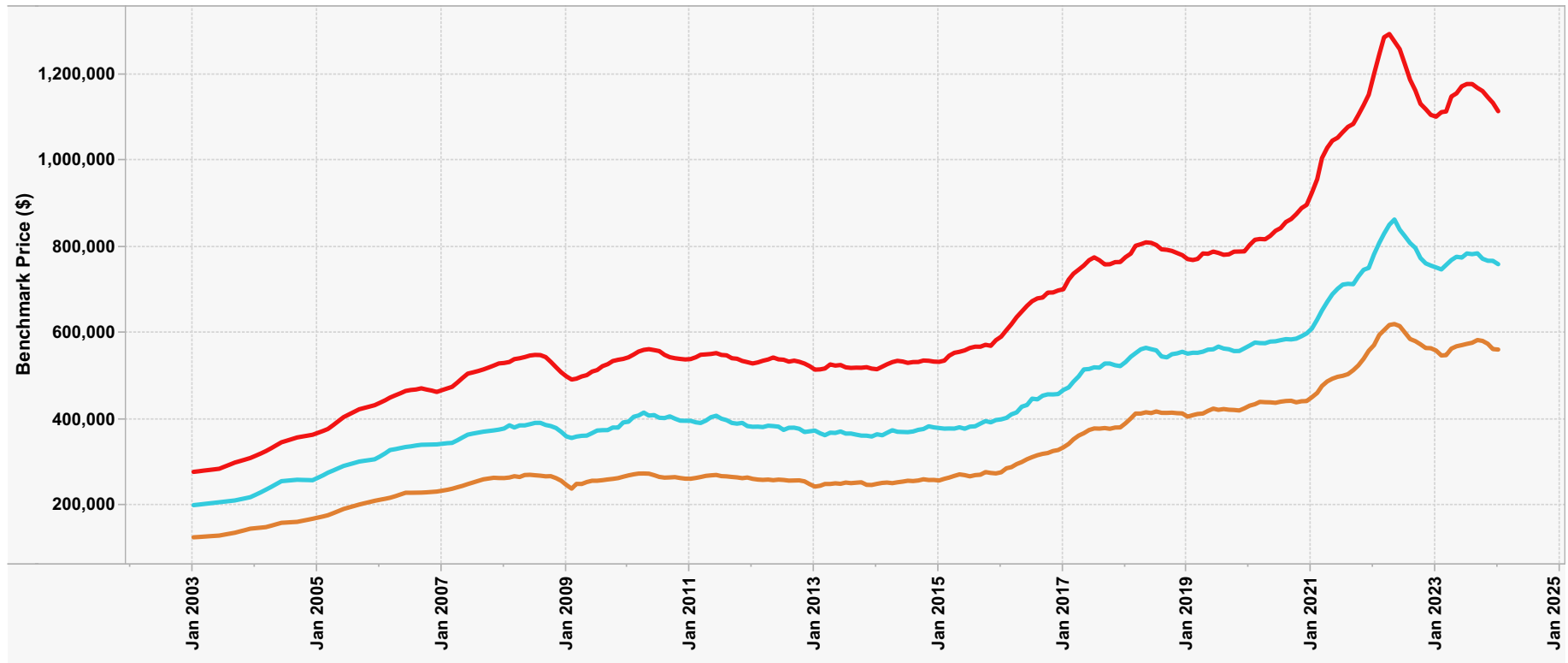
3. Area/Property Type Selection

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



| District                            | Units      | Total Volume         |
|-------------------------------------|------------|----------------------|
| <b>Residential</b>                  |            |                      |
| ● <b>Single Family Detached</b>     |            |                      |
| Greater Victoria                    |            |                      |
| Victoria / Victoria West            | 22         | \$25,030,500         |
| Oak Bay                             | 6          | \$13,227,600         |
| Esquimalt                           | 5          | \$4,156,999          |
| View Royal                          | 1          | \$1,025,000          |
| Saanich East                        | 31         | \$41,263,511         |
| Saanich West                        | 12         | \$12,388,400         |
| Central Saanich                     | 6          | \$8,162,395          |
| North Saanich                       | 3          | \$4,325,000          |
| Sidney                              | 6          | \$8,138,023          |
| Highlands                           | 2          | \$2,805,000          |
| Colwood                             | 12         | \$13,814,000         |
| Langford                            | 30         | \$30,555,400         |
| Metchosin                           | 1          | \$750,000            |
| Sooke                               | 15         | \$13,985,324         |
| Gulf Islands                        | 8          | \$15,493,000         |
| <b>Total Greater Victoria</b>       | <b>160</b> | <b>\$195,120,152</b> |
| Other Areas                         |            |                      |
| Malahat & Area                      | 2          | \$2,470,252          |
| <b>Total Other Areas</b>            | <b>2</b>   | <b>\$2,470,252</b>   |
| <b>Total Single Family Detached</b> | <b>162</b> | <b>\$197,590,404</b> |
| ● <b>Condo Apartment</b>            |            |                      |
| Greater Victoria                    |            |                      |
| Victoria / Victoria West            | 47         | \$30,327,899         |
| Oak Bay                             | 1          | \$595,000            |
| Esquimalt                           | 2          | \$705,000            |
| View Royal                          | 6          | \$3,623,000          |
| Saanich East                        | 16         | \$9,028,999          |
| Saanich West                        | 10         | \$4,951,900          |
| Central Saanich                     | 5          | \$2,647,000          |
| Sidney                              | 4          | \$1,829,000          |
| Colwood                             | 3          | \$1,624,000          |
| Langford                            | 17         | \$9,605,300          |
| Gulf Islands                        | 1          | \$21,000             |
| <b>Total Greater Victoria</b>       | <b>112</b> | <b>\$64,958,098</b>  |
| <b>Total Condo Apartment</b>        | <b>112</b> | <b>\$64,958,098</b>  |



# Monthly Sales Summary (Mark I)

Residential Waterfront Properties Integrated Into Their Own Districts

January 2024

Produced: 01-Feb-2024

| District                       | Units      | Total Volume         |
|--------------------------------|------------|----------------------|
| <b>● Row/Townhouse</b>         |            |                      |
| Greater Victoria               |            |                      |
| Victoria / Victoria West       | 3          | \$1,960,000          |
| Esquimalt                      | 4          | \$2,278,000          |
| View Royal                     | 1          | \$949,900            |
| Saanich East                   | 3          | \$2,545,000          |
| Saanich West                   | 3          | \$2,415,559          |
| Central Saanich                | 2          | \$1,663,000          |
| North Saanich                  | 1          | \$890,000            |
| Colwood                        | 4          | \$3,377,395          |
| Langford                       | 10         | \$7,355,173          |
| Sooke                          | 1          | \$620,000            |
| Gulf Islands                   | 4          | \$1,594,000          |
| <b>Total Greater Victoria</b>  | <b>36</b>  | <b>\$25,648,027</b>  |
| <b>Total Row/Townhouse</b>     | <b>36</b>  | <b>\$25,648,027</b>  |
| <b>● Manufactured Home</b>     |            |                      |
| Greater Victoria               |            |                      |
| View Royal                     | 2          | \$500,000            |
| Central Saanich                | 3          | \$1,007,000          |
| Sooke                          | 4          | \$1,344,900          |
| <b>Total Greater Victoria</b>  | <b>9</b>   | <b>\$2,851,900</b>   |
| <b>Total Manufactured Home</b> | <b>9</b>   | <b>\$2,851,900</b>   |
| <b>Total Residential</b>       | <b>319</b> | <b>\$291,048,429</b> |

# Monthly Sales Summary (Mark I)

Residential Waterfront Properties Integrated Into Their Own Districts

January 2024

Produced: 01-Feb-2024

| District                             | Units      | Total Volume         |
|--------------------------------------|------------|----------------------|
| <b>Other Property</b>                |            |                      |
| ● <b>Lots &amp; Acreage</b>          |            |                      |
| Greater Victoria                     |            |                      |
| Metchosin                            | 1          | \$750,000            |
| Sooke                                | 4          | \$1,286,250          |
| Gulf Islands                         | 3          | \$1,020,000          |
| Total Greater Victoria               | 8          | \$3,056,250          |
| Other Areas                          |            |                      |
| Malahat & Area                       | 1          | \$565,000            |
| Total Other Areas                    | 1          | \$565,000            |
| Total Lots & Acreage                 | 9          | \$3,621,250          |
| ● <b>Other Commercial Properties</b> |            |                      |
|                                      | 13         | \$5,234,031          |
| <b>Grand Totals</b>                  | <b>341</b> | <b>\$299,903,710</b> |

| District                            | Units      | Total Volume         |
|-------------------------------------|------------|----------------------|
| <b>Residential</b>                  |            |                      |
| ● <b>Single Family Detached</b>     |            |                      |
| Greater Victoria                    |            |                      |
| Victoria                            | 17         | \$20,887,500         |
| Victoria West                       | 5          | \$4,143,000          |
| Oak Bay                             | 5          | \$9,327,600          |
| Esquimalt                           | 4          | \$3,391,999          |
| View Royal                          | 1          | \$1,025,000          |
| Saanich East                        | 29         | \$37,797,511         |
| Saanich West                        | 12         | \$12,388,400         |
| Central Saanich                     | 6          | \$8,162,395          |
| North Saanich                       | 3          | \$4,325,000          |
| Sidney                              | 5          | \$4,688,023          |
| Highlands                           | 1          | \$1,645,000          |
| Colwood                             | 12         | \$13,814,000         |
| Langford                            | 30         | \$30,555,400         |
| Metchosin                           | 1          | \$750,000            |
| Sooke                               | 15         | \$13,985,324         |
| Gulf Islands                        | 4          | \$2,039,000          |
| Waterfront (all districts)          | 10         | \$26,195,000         |
| <b>Total Greater Victoria</b>       | <b>160</b> | <b>\$195,120,152</b> |
| Other Areas                         |            |                      |
| Malahat & Area                      | 2          | \$2,470,252          |
| <b>Total Other Areas</b>            | <b>2</b>   | <b>\$2,470,252</b>   |
| <b>Total Single Family Detached</b> | <b>162</b> | <b>\$197,590,404</b> |
| ● <b>Condo Apartment</b>            |            |                      |
| Greater Victoria                    |            |                      |
| Victoria                            | 36         | \$20,030,400         |
| Victoria West                       | 7          | \$5,827,499          |
| Oak Bay                             | 1          | \$595,000            |
| Esquimalt                           | 2          | \$705,000            |
| View Royal                          | 6          | \$3,623,000          |
| Saanich East                        | 16         | \$9,028,999          |
| Saanich West                        | 10         | \$4,951,900          |
| Central Saanich                     | 5          | \$2,647,000          |
| Sidney                              | 3          | \$1,461,500          |
| Colwood                             | 3          | \$1,624,000          |
| Langford                            | 17         | \$9,605,300          |
| Waterfront (all districts)          | 6          | \$4,858,500          |
| <b>Total Greater Victoria</b>       | <b>112</b> | <b>\$64,958,098</b>  |
| <b>Total Condo Apartment</b>        | <b>112</b> | <b>\$64,958,098</b>  |

# Monthly Sales Summary (Mark II)

Waterfront Properties Segregated Into a 'Waterfront' District

January 2024

Produced: 01-Feb-2024

| District                       | Units      | Total Volume         |
|--------------------------------|------------|----------------------|
| <b>● Row/Townhouse</b>         |            |                      |
| Greater Victoria               |            |                      |
| Victoria                       | 3          | \$1,960,000          |
| Esquimalt                      | 4          | \$2,278,000          |
| View Royal                     | 1          | \$949,900            |
| Saanich East                   | 3          | \$2,545,000          |
| Saanich West                   | 3          | \$2,415,559          |
| Central Saanich                | 2          | \$1,663,000          |
| North Saanich                  | 1          | \$890,000            |
| Colwood                        | 4          | \$3,377,395          |
| Langford                       | 10         | \$7,355,173          |
| Sooke                          | 1          | \$620,000            |
| Gulf Islands                   | 3          | \$1,416,000          |
| Waterfront (all districts)     | 1          | \$178,000            |
| <b>Total Greater Victoria</b>  | <b>36</b>  | <b>\$25,648,027</b>  |
| <b>Total Row/Townhouse</b>     | <b>36</b>  | <b>\$25,648,027</b>  |
| <b>● Manufactured Home</b>     |            |                      |
| Greater Victoria               |            |                      |
| View Royal                     | 2          | \$500,000            |
| Central Saanich                | 3          | \$1,007,000          |
| Sooke                          | 4          | \$1,344,900          |
| <b>Total Greater Victoria</b>  | <b>9</b>   | <b>\$2,851,900</b>   |
| <b>Total Manufactured Home</b> | <b>9</b>   | <b>\$2,851,900</b>   |
| <b>Total Residential</b>       | <b>319</b> | <b>\$291,048,429</b> |

# Monthly Sales Summary (Mark II)

Waterfront Properties Segregated Into a 'Waterfront' District

January 2024

Produced: 01-Feb-2024

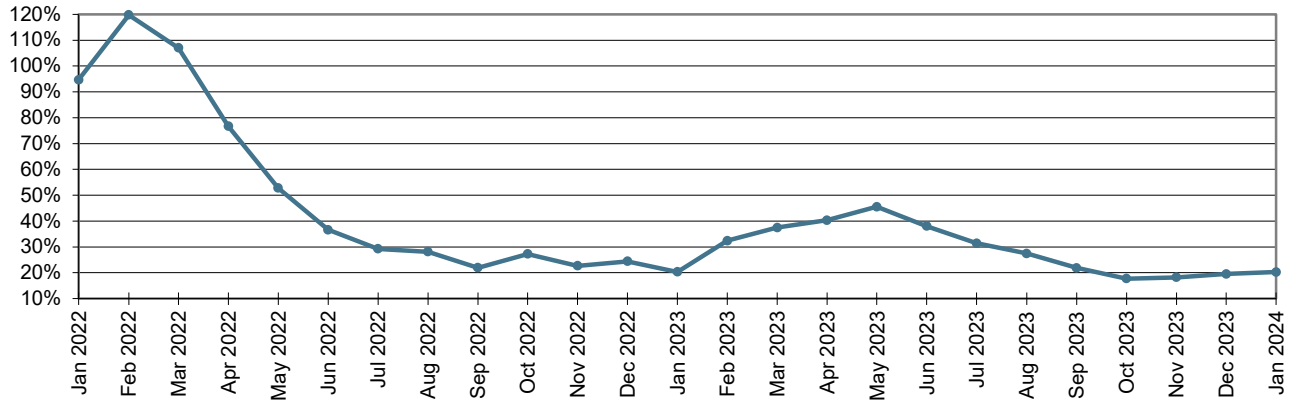
| District                             | Units      | Total Volume         |
|--------------------------------------|------------|----------------------|
| <b>Other Property</b>                |            |                      |
| ● <b>Lots &amp; Acreage</b>          |            |                      |
| Greater Victoria                     |            |                      |
| Metchosin                            | 1          | \$750,000            |
| Sooke                                | 4          | \$1,286,250          |
| Gulf Islands                         | 3          | \$1,020,000          |
| Total Greater Victoria               | 8          | \$3,056,250          |
| Other Areas                          |            |                      |
| Malahat & Area                       | 1          | \$565,000            |
| Total Other Areas                    | 1          | \$565,000            |
| Total Lots & Acreage                 | 9          | \$3,621,250          |
| ● <b>Other Commercial Properties</b> |            |                      |
|                                      | 13         | \$5,234,031          |
| <b>Grand Totals</b>                  | <b>341</b> | <b>\$299,903,710</b> |

# Sales to Active Listings Ratio

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

January 2024

Produced: 01-Feb-2024



## 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

January 2024

Produced: 01-Feb-2024

|                                               | This Year     | Current Month<br>Last Year | % Change | This Year     | Year To Date<br>Last Year | % Change |
|-----------------------------------------------|---------------|----------------------------|----------|---------------|---------------------------|----------|
| <b>Single Family - Residential</b>            |               |                            |          |               |                           |          |
| Units Listed                                  | 307           | 252                        | 22 %     | 307           | 252                       | 22 %     |
| Units Sold                                    | 131           | 88                         | 49 %     | 131           | 88                        | 49 %     |
| Sell/List Ratio                               | 43 %          | 35 %                       |          | 43 %          | 35 %                      |          |
| Sales Dollars                                 | \$148,535,704 | \$103,999,911              | 43 %     | \$148,535,704 | \$103,999,911             | 43 %     |
| Average Price / Unit                          | \$1,133,860   | \$1,181,817                | -4 %     | \$1,133,860   | \$1,181,817               | -4 %     |
| Price Ratio                                   | 97 %          | 97 %                       |          | 97 %          | 97 %                      |          |
| Days To Sell                                  | 56            | 56                         | -1 %     | 56            | 56                        | -1 %     |
| Active Listings at Month End                  | 549           | 472                        | 16 %     |               |                           |          |
| <b>Single Family - Residential Waterfront</b> |               |                            |          |               |                           |          |
| Units Listed                                  | 30            | 27                         | 11 %     | 30            | 27                        | 11 %     |
| Units Sold                                    | 10            | 8                          | 25 %     | 10            | 8                         | 25 %     |
| Sell/List Ratio                               | 33 %          | 30 %                       |          | 33 %          | 30 %                      |          |
| Sales Dollars                                 | \$26,195,000  | \$14,980,000               | 75 %     | \$26,195,000  | \$14,980,000              | 75 %     |
| Average Price / Unit                          | \$2,619,500   | \$1,872,500                | 40 %     | \$2,619,500   | \$1,872,500               | 40 %     |
| Price Ratio                                   | 91 %          | 90 %                       |          | 91 %          | 90 %                      |          |
| Days To Sell                                  | 95            | 85                         | 12 %     | 95            | 85                        | 12 %     |
| Active Listings at Month End                  | 104           | 84                         | 24 %     |               |                           |          |
| <b>Single Family - Residential Acreage</b>    |               |                            |          |               |                           |          |
| Units Listed                                  | 34            | 35                         | -3 %     | 34            | 35                        | -3 %     |
| Units Sold                                    | 8             | 11                         | -27 %    | 8             | 11                        | -27 %    |
| Sell/List Ratio                               | 24 %          | 31 %                       |          | 24 %          | 31 %                      |          |
| Sales Dollars                                 | \$10,390,000  | \$17,632,000               | -41 %    | \$10,390,000  | \$17,632,000              | -41 %    |
| Average Price / Unit                          | \$1,298,750   | \$1,602,909                | -19 %    | \$1,298,750   | \$1,602,909               | -19 %    |
| Price Ratio                                   | 96 %          | 92 %                       |          | 96 %          | 92 %                      |          |
| Days To Sell                                  | 87            | 54                         | 59 %     | 87            | 54                        | 59 %     |
| Active Listings at Month End                  | 108           | 91                         | 19 %     |               |                           |          |
| <b>Condo Apartment</b>                        |               |                            |          |               |                           |          |
| Units Listed                                  | 323           | 267                        | 21 %     | 323           | 267                       | 21 %     |
| Units Sold                                    | 112           | 101                        | 11 %     | 112           | 101                       | 11 %     |
| Sell/List Ratio                               | 35 %          | 38 %                       |          | 35 %          | 38 %                      |          |
| Sales Dollars                                 | \$64,958,098  | \$61,274,803               | 6 %      | \$64,958,098  | \$61,274,803              | 6 %      |
| Average Price / Unit                          | \$579,983     | \$606,681                  | -4 %     | \$579,983     | \$606,681                 | -4 %     |
| Price Ratio                                   | 97 %          | 96 %                       |          | 97 %          | 96 %                      |          |
| Days To Sell                                  | 56            | 41                         | 36 %     | 56            | 41                        | 36 %     |
| Active Listings at Month End                  | 535           | 416                        | 29 %     |               |                           |          |

# Monthly Comparative Activity By Property Type

Includes All MLS® Property Types

January 2024

Produced: 01-Feb-2024

|                                     | This Year    | Current Month<br>Last Year | % Change | This Year    | Year To Date<br>Last Year | % Change |
|-------------------------------------|--------------|----------------------------|----------|--------------|---------------------------|----------|
| <b>Row/Townhouse</b>                |              |                            |          |              |                           |          |
| Units Listed                        | 93           | 79                         | 18 %     | 93           | 79                        | 18 %     |
| Units Sold                          | 36           | 37                         | -3 %     | 36           | 37                        | -3 %     |
| Sell/List Ratio                     | 39 %         | 47 %                       |          | 39 %         | 47 %                      |          |
| Sales Dollars                       | \$25,648,027 | \$24,506,504               | 5 %      | \$25,648,027 | \$24,506,504              | 5 %      |
| Average Price / Unit                | \$712,445    | \$662,338                  | 8 %      | \$712,445    | \$662,338                 | 8 %      |
| Price Ratio                         | 98 %         | 99 %                       |          | 98 %         | 99 %                      |          |
| Days To Sell                        | 54           | 32                         | 69 %     | 54           | 32                        | 69 %     |
| Active Listings at Month End        | 179          | 147                        | 22 %     |              |                           |          |
| <b>Half Duplex (Up and Down)</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>Half Duplex (Side by Side)</b>   |              |                            |          |              |                           |          |
| Units Listed                        | 26           | 15                         | 73 %     | 26           | 15                        | 73 %     |
| Units Sold                          | 11           | 9                          | 22 %     | 11           | 9                         | 22 %     |
| Sell/List Ratio                     | 42 %         | 60 %                       |          | 42 %         | 60 %                      |          |
| Sales Dollars                       | \$10,469,800 | \$8,005,718                | 31 %     | \$10,469,800 | \$8,005,718               | 31 %     |
| Average Price / Unit                | \$951,800    | \$889,524                  | 7 %      | \$951,800    | \$889,524                 | 7 %      |
| Price Ratio                         | 98 %         | 100 %                      |          | 98 %         | 100 %                     |          |
| Days To Sell                        | 61           | 44                         | 41 %     | 61           | 44                        | 41 %     |
| Active Listings at Month End        | 38           | 31                         | 23 %     |              |                           |          |
| <b>Half Duplex (Front and Back)</b> |              |                            |          |              |                           |          |
| Units Listed                        | 4            | 3                          | 33 %     | 4            | 3                         | 33 %     |
| Units Sold                          | 1            | 2                          | -50 %    | 1            | 2                         | -50 %    |
| Sell/List Ratio                     | 25 %         | 67 %                       |          | 25 %         | 67 %                      |          |
| Sales Dollars                       | \$580,000    | \$1,688,100                | -66 %    | \$580,000    | \$1,688,100               | -66 %    |
| Average Price / Unit                | \$580,000    | \$844,050                  | -31 %    | \$580,000    | \$844,050                 | -31 %    |
| Price Ratio                         | 94 %         | 98 %                       |          | 94 %         | 98 %                      |          |
| Days To Sell                        | 83           | 30                         | 181 %    | 83           | 30                        | 181 %    |
| Active Listings at Month End        | 7            | 4                          | 75 %     |              |                           |          |



# Monthly Comparative Activity By Property Type

Includes All MLS® Property Types

January 2024

Produced: 01-Feb-2024

|                                      | This Year   | Current Month<br>Last Year | % Change | This Year   | Year To Date<br>Last Year | % Change |
|--------------------------------------|-------------|----------------------------|----------|-------------|---------------------------|----------|
| <b>Recreational</b>                  |             |                            |          |             |                           |          |
| Units Listed                         | 0           | 2                          | -100 %   | 0           | 2                         | -100 %   |
| Units Sold                           | 0           | 1                          | -100 %   | 0           | 1                         | -100 %   |
| Sell/List Ratio                      | %           | 50 %                       |          | %           | 50 %                      |          |
| Sales Dollars                        | \$0         | \$72,500                   | -100 %   | \$0         | \$72,500                  | -100 %   |
| Average Price / Unit                 |             | \$72,500                   | %        |             | \$72,500                  | %        |
| Price Ratio                          | %           | 97 %                       |          | %           | 97 %                      |          |
| Days To Sell                         |             | 35                         | %        |             | 35                        | %        |
| Active Listings at Month End         | 3           | 8                          | -63 %    |             |                           |          |
| <b>Manufactured Home</b>             |             |                            |          |             |                           |          |
| Units Listed                         | 18          | 16                         | 13 %     | 18          | 16                        | 13 %     |
| Units Sold                           | 9           | 5                          | 80 %     | 9           | 5                         | 80 %     |
| Sell/List Ratio                      | 50 %        | 31 %                       |          | 50 %        | 31 %                      |          |
| Sales Dollars                        | \$2,851,900 | \$1,635,000                | 74 %     | \$2,851,900 | \$1,635,000               | 74 %     |
| Average Price / Unit                 | \$316,878   | \$327,000                  | -3 %     | \$316,878   | \$327,000                 | -3 %     |
| Price Ratio                          | 94 %        | 93 %                       |          | 94 %        | 93 %                      |          |
| Days To Sell                         | 62          | 83                         | -25 %    | 62          | 83                        | -25 %    |
| Active Listings at Month End         | 52          | 41                         | 27 %     |             |                           |          |
| <b>Residential Lots</b>              |             |                            |          |             |                           |          |
| Units Listed                         | 19          | 25                         | -24 %    | 19          | 25                        | -24 %    |
| Units Sold                           | 6           | 1                          | 500 %    | 6           | 1                         | 500 %    |
| Sell/List Ratio                      | 32 %        | 4 %                        |          | 32 %        | 4 %                       |          |
| Sales Dollars                        | \$2,296,250 | \$675,000                  | 240 %    | \$2,296,250 | \$675,000                 | 240 %    |
| Average Price / Unit                 | \$382,708   | \$675,000                  | -43 %    | \$382,708   | \$675,000                 | -43 %    |
| Price Ratio                          | 92 %        | 100 %                      |          | 92 %        | 100 %                     |          |
| Days To Sell                         | 149         | 1                          | 14817 %  | 149         | 1                         | 14817 %  |
| Active Listings at Month End         | 89          | 82                         | 9 %      |             |                           |          |
| <b>Residential Lots - Waterfront</b> |             |                            |          |             |                           |          |
| Units Listed                         | 2           | 1                          | 100 %    | 2           | 1                         | 100 %    |
| Units Sold                           | 0           | 0                          | %        | 0           | 0                         | %        |
| Sell/List Ratio                      | %           | %                          |          | 0 %         | 0 %                       |          |
| Sales Dollars                        | \$0         | \$0                        | %        | \$0         | \$0                       | %        |
| Average Price / Unit                 |             |                            | %        |             |                           | %        |
| Price Ratio                          | %           | %                          |          | %           | %                         |          |
| Days To Sell                         |             |                            | %        |             |                           | %        |
| Active Listings at Month End         | 16          | 11                         | 45 %     |             |                           |          |

# Monthly Comparative Activity By Property Type

Includes All MLS® Property Types

January 2024

Produced: 01-Feb-2024

|                                         | This Year   | Current Month<br>Last Year | % Change | This Year   | Year To Date<br>Last Year | % Change |
|-----------------------------------------|-------------|----------------------------|----------|-------------|---------------------------|----------|
| <b>Residential Acreage</b>              |             |                            |          |             |                           |          |
| Units Listed                            | 12          | 9                          | 33 %     | 12          | 9                         | 33 %     |
| Units Sold                              | 3           | 2                          | 50 %     | 3           | 2                         | 50 %     |
| Sell/List Ratio                         | 25 %        | 22 %                       |          | 25 %        | 22 %                      |          |
| Sales Dollars                           | \$1,325,000 | \$3,011,000                | -56 %    | \$1,325,000 | \$3,011,000               | -56 %    |
| Average Price / Unit                    | \$441,667   | \$1,505,500                | -71 %    | \$441,667   | \$1,505,500               | -71 %    |
| Price Ratio                             | 87 %        | 102 %                      |          | 87 %        | 102 %                     |          |
| Days To Sell                            | 92          | 46                         | 101 %    | 92          | 46                        | 101 %    |
| Active Listings at Month End            | 59          | 50                         | 18 %     |             |                           |          |
| <b>Residential Acreage - Waterfront</b> |             |                            |          |             |                           |          |
| Units Listed                            | 8           | 0                          | %        | 8           | 0                         | %        |
| Units Sold                              | 0           | 1                          | -100 %   | 0           | 1                         | -100 %   |
| Sell/List Ratio                         | %           | %                          |          | 0 %         | %                         |          |
| Sales Dollars                           | \$0         | \$2,750,000                | -100 %   | \$0         | \$2,750,000               | -100 %   |
| Average Price / Unit                    |             | \$2,750,000                | %        |             | \$2,750,000               | %        |
| Price Ratio                             | %           | 92 %                       |          | %           | 92 %                      |          |
| Days To Sell                            |             | 57                         | %        |             | 57                        | %        |
| Active Listings at Month End            | 19          | 18                         | 6 %      |             |                           |          |
| <b>Revenue - Duplex/Triplex</b>         |             |                            |          |             |                           |          |
| Units Listed                            | 2           | 6                          | -67 %    | 2           | 6                         | -67 %    |
| Units Sold                              | 1           | 1                          | 0 %      | 1           | 1                         | 0 %      |
| Sell/List Ratio                         | 50 %        | 17 %                       |          | 50 %        | 17 %                      |          |
| Sales Dollars                           | \$1,419,900 | \$1,600,000                | -11 %    | \$1,419,900 | \$1,600,000               | -11 %    |
| Average Price / Unit                    | \$1,419,900 | \$1,600,000                | -11 %    | \$1,419,900 | \$1,600,000               | -11 %    |
| Price Ratio                             | 99 %        | 88 %                       |          | 99 %        | 88 %                      |          |
| Days To Sell                            | 58          | 108                        | -46 %    | 58          | 108                       | -46 %    |
| Active Listings at Month End            | 10          | 6                          | 67 %     |             |                           |          |
| <b>Revenue - Multi Units</b>            |             |                            |          |             |                           |          |
| Units Listed                            | 3           | 7                          | -57 %    | 3           | 7                         | -57 %    |
| Units Sold                              | 2           | 0                          | %        | 2           | 0                         | %        |
| Sell/List Ratio                         | 67 %        | %                          |          | 67 %        | 0 %                       |          |
| Sales Dollars                           | \$4,200,000 | \$0                        | %        | \$4,200,000 | \$0                       | %        |
| Average Price / Unit                    | \$2,100,000 | %                          | %        | \$2,100,000 | %                         | %        |
| Price Ratio                             | 94 %        | %                          |          | 94 %        | %                         |          |
| Days To Sell                            | 88          | %                          | %        | 88          | %                         | %        |
| Active Listings at Month End            | 23          | 20                         | 15 %     |             |                           |          |

# Monthly Comparative Activity By Property Type

Includes All MLS® Property Types

January 2024

Produced: 01-Feb-2024

|                                          | 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         | 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>Revenue - Commercial</b>              |           |                            |          |           |                           |          |
| Units Listed                             | 18        | 13                         | 38 %     | 18        | 13                        | 38 %     |
| Units Sold                               | 1         | 3                          | -67 %    | 1         | 3                         | -67 %    |
| Sell/List Ratio                          | 6 %       | 23 %                       |          | 6 %       | 23 %                      |          |
| Sales Dollars                            | \$865,000 | \$1,710,000                | -49 %    | \$865,000 | \$1,710,000               | -49 %    |
| Average Price / Unit                     | \$865,000 | \$570,000                  | 52 %     | \$865,000 | \$570,000                 | 52 %     |
| Price Ratio                              | 95 %      | 97 %                       |          | 95 %      | 97 %                      |          |
| Days To Sell                             | 224       | 61                         | 269 %    | 224       | 61                        | 269 %    |
| Active Listings at Month End             | 56        | 34                         | 65 %     |           |                           |          |
| <b>Revenue - Industrial</b>              |           |                            |          |           |                           |          |
| Units Listed                             | 5         | 3                          | 67 %     | 5         | 3                         | 67 %     |
| 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             | 23        | 14                         | 64 %     |           |                           |          |
| <b>Business with Land &amp; Building</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             | 2         | 2                          | 0 %      |           |                           |          |

# Monthly Comparative Activity By Property Type

Includes All MLS® Property Types

January 2024

Produced: 01-Feb-2024

|                              | This Year | Current Month<br>Last Year | % Change | This Year | Year To Date<br>Last Year | % Change |
|------------------------------|-----------|----------------------------|----------|-----------|---------------------------|----------|
| <b>Business Only</b>         |           |                            |          |           |                           |          |
| Units Listed                 | 16        | 13                         | 23 %     | 16        | 13                        | 23 %     |
| Units Sold                   | 0         | 4                          | -100 %   | 0         | 4                         | -100 %   |
| Sell/List Ratio              | %         | 31 %                       |          | 0 %       | 31 %                      |          |
| Sales Dollars                | \$0       | \$745,000                  | -100 %   | \$0       | \$745,000                 | -100 %   |
| Average Price / Unit         |           | \$186,250                  | %        |           | \$186,250                 | %        |
| Price Ratio                  | %         | 93 %                       |          | %         | 93 %                      |          |
| Days To Sell                 |           | 106                        | %        |           | 106                       | %        |
| Active Listings at Month End | 74        | 52                         | 42 %     |           |                           |          |
| <b>Motel/Hotel</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 - Office</b>        |           |                            |          |           |                           |          |
| Units Listed                 | 13        | 17                         | -24 %    | 13        | 17                        | -24 %    |
| Units Sold                   | 4         | 4                          | 0 %      | 4         | 4                         | 0 %      |
| Sell/List Ratio              | 31 %      | 24 %                       |          | 31 %      | 24 %                      |          |
| Sales Dollars                | \$619     | \$75                       | 724 %    | \$619     | \$75                      | 724 %    |
| Average Price / Unit         | \$155     | \$19                       | 724 %    | \$155     | \$19                      | 724 %    |
| Price Ratio                  | 102 %     | 98 %                       |          | 102 %     | 98 %                      |          |
| Days To Sell                 | 53        | 68                         | -21 %    | 53        | 68                        | -21 %    |
| Active Listings at Month End | 84        | 71                         | 18 %     |           |                           |          |
| <b>Lease - Retail</b>        |           |                            |          |           |                           |          |
| Units Listed                 | 15        | 4                          | 275 %    | 15        | 4                         | 275 %    |
| Units Sold                   | 2         | 0                          | %        | 2         | 0                         | %        |
| Sell/List Ratio              | 13 %      | %                          |          | 13 %      | 0 %                       |          |
| Sales Dollars                | \$50      | \$0                        | %        | \$50      | \$0                       | %        |
| Average Price / Unit         | \$25      |                            | %        | \$25      |                           | %        |
| Price Ratio                  | 94 %      | %                          |          | 94 %      | %                         |          |
| Days To Sell                 | 100       |                            | %        | 100       |                           | %        |
| Active Listings at Month End | 58        | 51                         | 14 %     |           |                           |          |

# Monthly Comparative Activity By Property Type

Includes All MLS® Property Types

January 2024

Produced: 01-Feb-2024

|                              | 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                          | %        | 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                 | 6         | 9                          | -33 %    | 6         | 9                         | -33 %    |
| Units Sold                   | 4         | 0                          | %        | 4         | 0                         | %        |
| Sell/List Ratio              | 67 %      | %                          |          | 67 %      | 0 %                       |          |
| Sales Dollars                | \$168,362 | \$0                        | %        | \$168,362 | \$0                       | %        |
| Average Price / Unit         | \$42,090  |                            | %        | \$42,090  |                           | %        |
| Price Ratio                  | 210452 %  | %                          |          | 210452 %  | %                         |          |
| Days To Sell                 | 108       |                            | %        | 108       |                           | %        |
| Active Listings at Month End | 23        | 21                         | 10 %     |           |                           |          |
| <b>Lease - Other</b>         |           |                            |          |           |                           |          |
| Units Listed                 | 5         | 1                          | 400 %    | 5         | 1                         | 400 %    |
| 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 | 13        | 3                          | 333 %    |           |                           |          |
| <b>Commercial Land</b>       |           |                            |          |           |                           |          |
| Units Listed                 | 1         | 1                          | 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 | 16        | 10                         | 60 %     |           |                           |          |

# Monthly Comparative Activity By Property Type

Includes All MLS® Property Types

January 2024

Produced: 01-Feb-2024

|                              | This Year     | Current Month<br>Last Year | % Change | This Year     | Year To Date<br>Last Year | % Change |
|------------------------------|---------------|----------------------------|----------|---------------|---------------------------|----------|
| <b>Grand Totals</b>          |               |                            |          |               |                           |          |
| Units Listed                 | 960           | 805                        | 19 %     | 960           | 805                       | 19 %     |
| Units Sold                   | 341           | 278                        | 23 %     | 341           | 278                       | 23 %     |
| Sell/List Ratio              | 36 %          | 35 %                       |          | 36 %          | 35 %                      |          |
| Sales Dollars                | \$299,903,710 | \$244,285,611              | 23 %     | \$299,903,710 | \$244,285,611             | 23 %     |
| Average Price / Unit         | \$879,483     | \$878,725                  | 0 %      | \$879,483     | \$878,725                 | 0 %      |
| Price Ratio                  | 97 %          | 96 %                       |          | 97 %          | 96 %                      |          |
| Days To Sell                 | 62            | 49                         | 26 %     | 62            | 49                        | 26 %     |
| Active Listings at Month End | 2140          | 1739                       | 23 %     |               |                           |          |