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July 3, 2018

Continued uncertainty brings predictable results for the Victoria real estate market

A total of 708 properties sold in the Victoria Real Estate Board region this June, 29.8 per cent fewer than the 1,008 properties sold in June of last year, and a 6.2 per cent decrease from May 2018. The sales of condominiums were down 25.1 per cent from last year in June with 230 units sold. Sales of single family homes were down 34.7 per cent from 2017 with 357 sold this June.

“June typically signals the conclusion of the busy spring market, and activity lightens into the summer,” says Victoria Real Estate Board President Kyle Kerr. “However, because of decelerating growth due to aggressive government implementation of policies to reduce demand, Victoria’s real estate market has been hobbled since the start of the year when federal restrictions around mortgage qualifications were rolled out. Even demand side measures that are not yet live, like the Vancouver/Kelowna/Nanaimo/Victoria-specific Speculation Tax, are dragging the market down as many consumers stand aside to watch what happens.”

There were a total of 2,595 active listings for sale on the Victoria Real Estate Board Multiple Listing Service® at the end of June 2018, an increase of 8.4 per cent compared to the month of May and 35.5 per cent more than the 1,915 active listings for sale at the end of June 2017.

“The good news is that inventory is slowly being added to the market, though we are still very far off from our ten year average inventory level of 4,100 listings” adds President Kerr. “The slower pace of the market has created more time for buyers who may have been hesitant to jump in during the high pressure market conditions of recent years. Homes are spending a bit longer on the market and there are fewer multiple offer situations than in the past, and if we see more listings over the next few months we may be heading back into a more balanced market situation. Every type and location of property is a separate segment of our market, and there are varying pressures and demands, so if you are buying or selling it is wise to take advantage of the services of your local REALTOR® to help navigate this changing market.”

<MLS® Home Price Index reporting is currently unavailable. This document will be updated when the June numbers are released.>

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

Contact: *Communications Manager Denise Hogue* dhogue@vreb.org / 250-920-4652 *Victoria Real Estate Board*

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

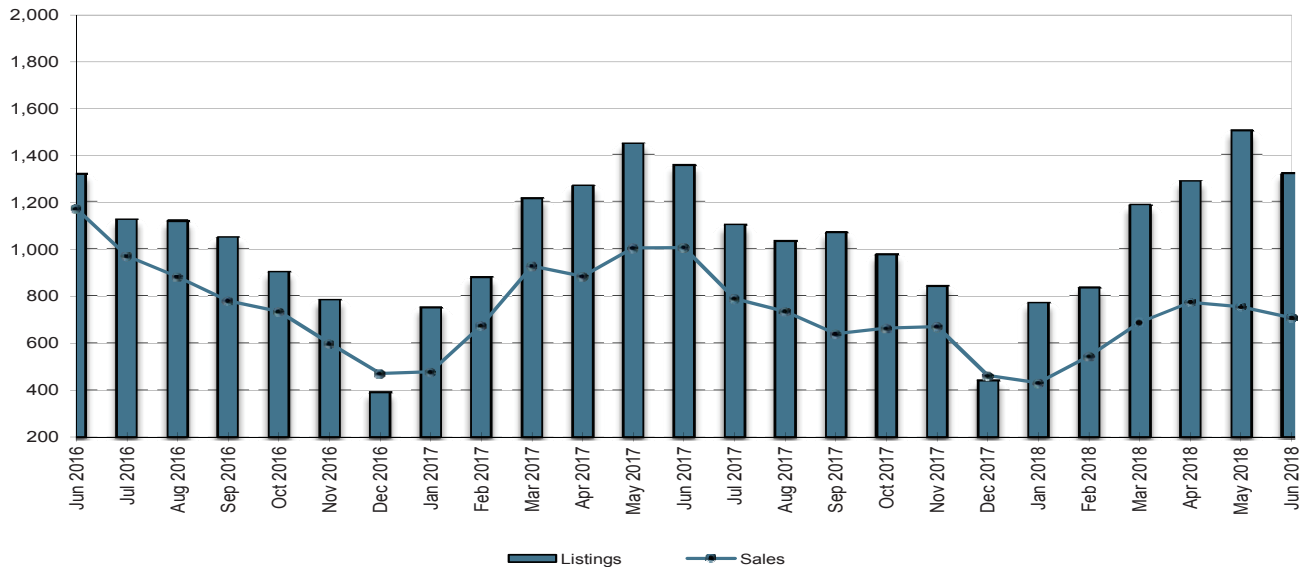
| Sales by Property Type | This Month | | | | | | | | | | Last Month | | | This Month Last Year | | |
|--------------------------------|--------------|--------------|---------------|-----------|-------|-------|-----------|--------|-------|--------------|------------|-----------|--------------|----------------------|-----------|--|
| | 2018 - June | | | | | | | | | | 2018 - May | | | 2017 - June | | |
| | Units | LM% | LY% | Average\$ | LM% | LY% | Median\$ | LM% | LY% | Units | Average\$ | Median\$ | Units | Average\$ | Median\$ | |
| Single Family Greater Victoria | 317 | -8.4% | -33.4% | \$889,097 | -3.5% | 0.4% | \$780,000 | -5.5% | 1.4% | 346 | \$921,046 | \$825,000 | 476 | \$885,281 | \$769,450 | |
| Single Family Other Areas | 40 | -33.3% | -43.7% | \$722,248 | -4.8% | 21.7% | \$599,500 | -14.9% | 18.7% | 60 | \$758,411 | \$704,444 | 71 | \$593,387 | \$505,000 | |
| Single Family Total All Areas | 357 | -12.1% | -34.7% | \$870,402 | -3.0% | 2.7% | \$769,900 | -4.5% | 4.0% | 406 | \$897,011 | \$806,500 | 547 | \$847,394 | \$740,000 | |
| Condos | 230 | -3.0% | -25.1% | \$483,570 | 4.1% | 16.2% | \$399,950 | -1.7% | 7.8% | 237 | \$464,506 | \$407,000 | 307 | \$416,281 | \$371,000 | |
| Townhouses | 81 | 12.5% | -11.0% | \$617,862 | 6.2% | 14.9% | \$546,500 | -0.6% | 13.9% | 72 | \$581,761 | \$550,000 | 91 | \$537,842 | \$480,000 | |
| Manufactured Homes | 10 | -16.7% | -28.6% | \$209,490 | -1.1% | 19.1% | \$126,000 | -37.8% | -9.0% | 12 | \$211,858 | \$202,500 | 14 | \$175,879 | \$138,500 | |
| Total Residential | 678 | -6.7% | -29.3% | | | | | | | 727 | | | 959 | | | |
| Total Sales | 708 | -6.2% | -29.8% | | | | | | | 755 | | | 1,008 | | | |
| Active Listings | 2,595 | 8.4% | 35.5% | | | | | | | 2,394 | | | 1,915 | | | |

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

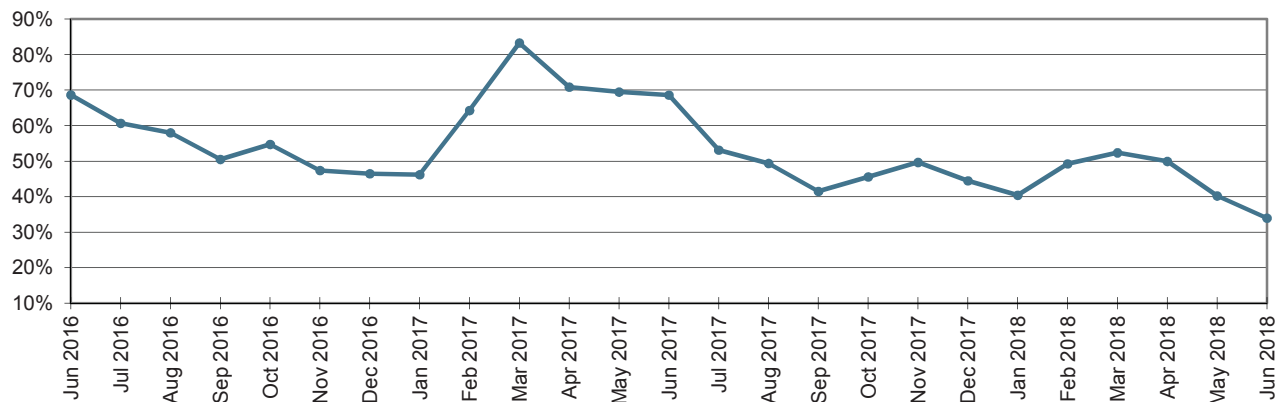
Previous Periods Comparison of MLS® HPI Benchmark Prices and MLS® HPI Index Values

<MLS® Home Price Index reporting is currently unavailable. This document will be updated when the new numbers are released.>

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



Sales to Active Listings Ratio



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

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

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

MLS® HPI benchmark and value - Single Family Homes

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

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

<MLS® Home Price Index reporting is currently unavailable. This document will be updated when the new numbers are released.>

MLS® HPI benchmark and value - Condominium / Apartments

<MLS® Home Price Index reporting is currently unavailable. This document will be updated when the new numbers are released.>

Monthly Sales Summary

June 2018

Sunday, July 1, 2018

| Region | Units | Total Volume |
|-------------------------------|------------|----------------------|
| District | | |
| Residential | | |
| ● Single Family | | |
| Greater Victoria | | |
| Victoria | 34 | \$32,151,600 |
| Victoria West | 1 | \$755,000 |
| Oak Bay | 13 | \$21,507,500 |
| Esquimalt | 11 | \$7,799,900 |
| View Royal | 9 | \$7,383,300 |
| Saanich East | 51 | \$56,317,700 |
| Saanich West | 34 | \$26,539,299 |
| Central Saanich | 21 | \$17,269,300 |
| North Saanich | 12 | \$12,389,900 |
| Sidney | 12 | \$8,771,550 |
| Highlands | 8 | \$7,308,000 |
| Colwood | 12 | \$9,450,900 |
| Langford | 60 | \$41,650,164 |
| Metchosin | 4 | \$3,619,000 |
| Sooke | 26 | \$15,044,800 |
| Waterfront (all districts) | 9 | \$13,885,788 |
| Total Greater Victoria | 317 | \$281,843,701 |
| Other Areas | | |
| Shawnigan Lake / Malahat | 6 | \$2,884,900 |
| Gulf Islands | 23 | \$16,764,200 |
| Upland / Mainland | 6 | \$3,742,800 |
| Waterfront (all districts) | 5 | \$5,498,000 |
| Total Other Areas | 40 | \$28,889,900 |
| Total Single Family | 357 | \$310,733,601 |
| ● Condominium | | |
| Greater Victoria | | |
| Victoria | 89 | \$47,126,369 |
| Victoria West | 7 | \$2,908,000 |
| Oak Bay | 7 | \$4,660,000 |
| Esquimalt | 12 | \$6,582,575 |
| View Royal | 4 | \$1,632,000 |
| Saanich East | 32 | \$14,850,457 |
| Saanich West | 9 | \$4,096,900 |
| North Saanich | 1 | \$495,900 |
| Sidney | 14 | \$7,777,300 |
| Colwood | 4 | \$1,713,000 |
| Langford | 40 | \$15,146,200 |
| Waterfront (all districts) | 10 | \$4,112,400 |
| Total Greater Victoria | 229 | \$111,101,101 |
| Other Areas | | |
| Upland / Mainland | 1 | \$120,000 |
| Total Other Areas | 1 | \$120,000 |
| Total Condominium | 230 | \$111,221,101 |

Monthly Sales Summary

June 2018

Sunday, July 1, 2018

| Region District | Units | Total Volume |
|---------------------------------|------------|----------------------|
| ● Townhouse | | |
| Greater Victoria | | |
| Victoria | 7 | \$4,440,000 |
| Victoria West | 1 | \$730,000 |
| Esquimalt | 6 | \$3,622,900 |
| View Royal | 8 | \$3,541,400 |
| Saanich East | 11 | \$7,675,000 |
| Saanich West | 8 | \$5,140,500 |
| Central Saanich | 2 | \$1,039,400 |
| Sidney | 7 | \$4,062,900 |
| Colwood | 6 | \$4,339,500 |
| Langford | 14 | \$8,524,600 |
| Sooke | 6 | \$2,554,600 |
| Waterfront (all districts) | 1 | \$1,755,000 |
| Total Greater Victoria | 77 | \$47,425,800 |
| Other Areas | | |
| Gulf Islands | 3 | \$1,653,000 |
| Waterfront (all districts) | 1 | \$968,000 |
| Total Other Areas | 4 | \$2,621,000 |
| Total Townhouse | 81 | \$50,046,800 |
| ● Manufactured Homes | | |
| Greater Victoria | | |
| View Royal | 1 | \$75,000 |
| Central Saanich | 2 | \$654,900 |
| Sidney | 1 | \$449,000 |
| Langford | 2 | \$215,000 |
| Sooke | 2 | \$466,500 |
| Total Greater Victoria | 8 | \$1,860,400 |
| Other Areas | | |
| Shawnigan Lake / Malahat | 1 | \$122,000 |
| Upland / Mainland | 1 | \$112,500 |
| Total Other Areas | 2 | \$234,500 |
| Total Manufactured Homes | 10 | \$2,094,900 |
| Total Residential | 678 | \$474,096,402 |

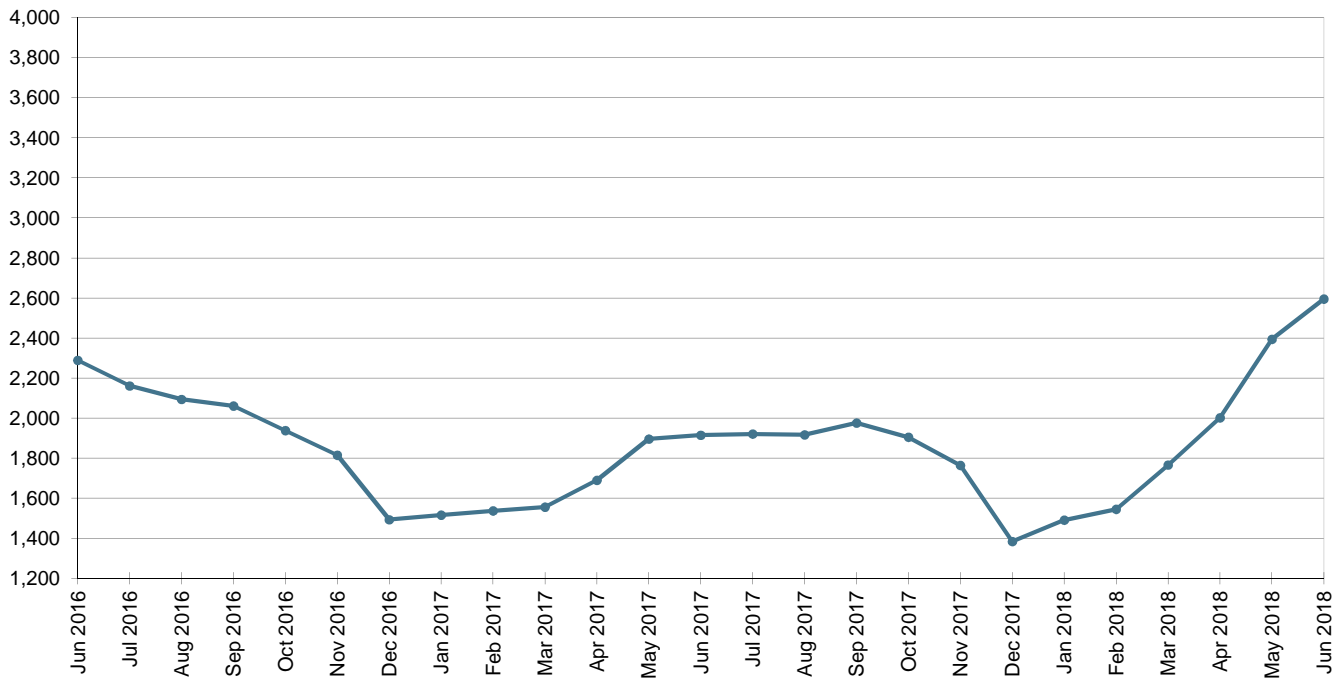
Monthly Sales Summary

June 2018

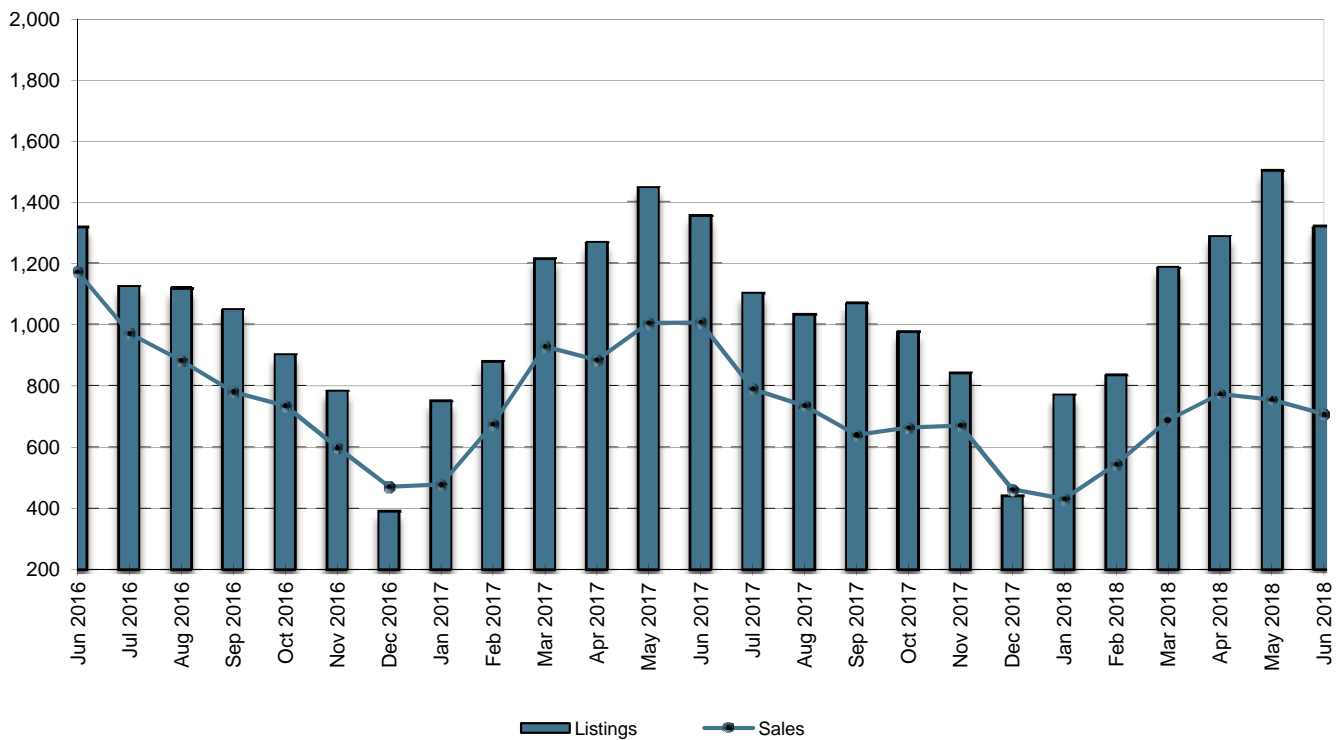
Sunday, July 1, 2018

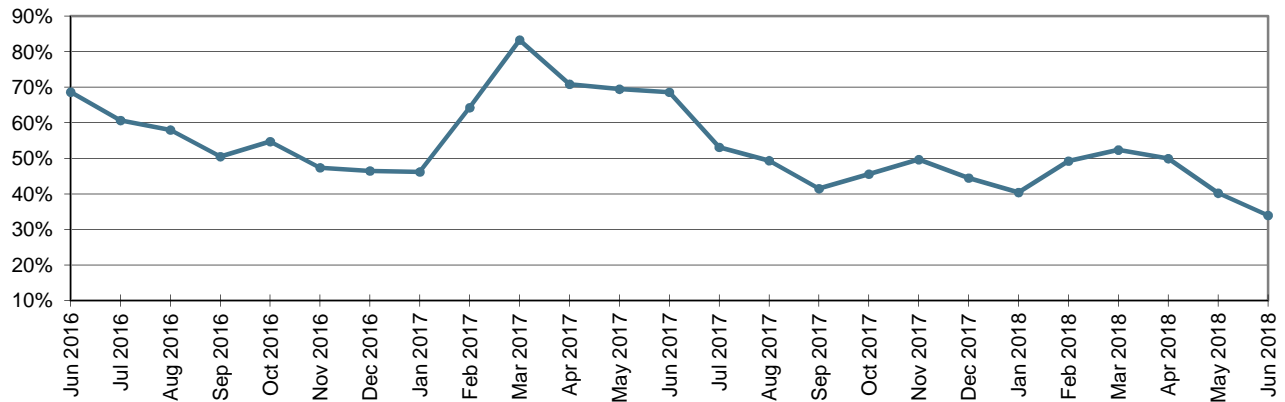
| Region District | Units | Total Volume |
|--|------------|----------------------|
| Other Property | | |
| ● Lots & Acreage (Incl Wtrfrnt) | | |
| Greater Victoria | | |
| Saanich West | 1 | \$540,000 |
| Highlands | 1 | \$305,000 |
| Sooke | 9 | \$5,219,900 |
| Total Greater Victoria | 11 | \$6,064,900 |
| Other Areas | | |
| Shawnigan Lake / Malahat | 2 | \$701,000 |
| Gulf Islands | 8 | \$2,653,400 |
| Upland / Mainland | 3 | \$656,000 |
| Total Other Areas | 13 | \$4,010,400 |
| Total Lots & Acreage (Incl Wtrfrnt) | 24 | \$10,075,300 |
| | | |
| ● Other Commercial Properties | 6 | \$685,811 |
| | | |
| Grand Totals | 708 | \$484,857,513 |

Total Active MLS® Listings



Total New MLS® Listings and Total MLS® Sales





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

June 2018

July-01-18

| | This Year | Current Month Last Year | % Change | This Year | Year To Date Last Year | % Change |
|---|---------------|----------------------------|----------|-----------------|---------------------------|----------|
| Single Family - Residential | | | | | | |
| Units Listed | 589 | 642 | -8 % | 2965 | 2992 | -1 % |
| Units Sold | 292 | 458 | -36 % | 1661 | 2140 | -22 % |
| Sell/List Ratio | 50 % | 71 % | | 56 % | 72 % | |
| Sales Dollars | \$246,389,514 | \$371,875,704 | -34 % | \$1,404,261,916 | \$1,687,252,290 | -17 % |
| Average Price / Unit | \$843,800 | \$811,956 | 4 % | \$845,432 | \$788,436 | 7 % |
| Price Ratio | 99 % | 101 % | | 99 % | 102 % | |
| Days To Sell | 29 | 22 | 28 % | 30 | 25 | 20 % |
| Active Listings at Month End | 920 | 613 | 50 % | | | |
| Single Family - Residential Waterfront | | | | | | |
| Units Listed | 54 | 57 | -5 % | 251 | 273 | -8 % |
| Units Sold | 12 | 28 | -57 % | 86 | 127 | -32 % |
| Sell/List Ratio | 22 % | 49 % | | 34 % | 47 % | |
| Sales Dollars | \$19,058,788 | \$36,823,600 | -48 % | \$133,156,510 | \$176,284,297 | -24 % |
| Average Price / Unit | \$1,588,232 | \$1,315,129 | 21 % | \$1,548,332 | \$1,388,065 | 12 % |
| Price Ratio | 99 % | 97 % | | 95 % | 94 % | |
| Days To Sell | 57 | 46 | 23 % | 70 | 90 | -22 % |
| Active Listings at Month End | 169 | 171 | -1 % | | | |
| Single Family - Residential Acreage | | | | | | |
| Units Listed | 61 | 82 | -26 % | 323 | 331 | -2 % |
| Units Sold | 38 | 35 | 9 % | 168 | 198 | -15 % |
| Sell/List Ratio | 62 % | 43 % | | 52 % | 60 % | |
| Sales Dollars | \$36,973,899 | \$37,134,480 | 0 % | \$163,249,148 | \$198,664,980 | -18 % |
| Average Price / Unit | \$972,997 | \$1,060,985 | -8 % | \$971,721 | \$1,003,358 | -3 % |
| Price Ratio | 97 % | 99 % | | 97 % | 97 % | |
| Days To Sell | 55 | 80 | -32 % | 54 | 78 | -31 % |
| Active Listings at Month End | 155 | 168 | -8 % | | | |
| Condominium | | | | | | |
| Units Listed | 321 | 321 | 0 % | 1794 | 1880 | -5 % |
| Units Sold | 230 | 307 | -25 % | 1195 | 1551 | -23 % |
| Sell/List Ratio | 72 % | 96 % | | 67 % | 83 % | |
| Sales Dollars | \$111,221,101 | \$127,798,313 | -13 % | \$554,554,877 | \$629,004,238 | -12 % |
| Average Price / Unit | \$483,570 | \$416,281 | 16 % | \$464,063 | \$405,548 | 14 % |
| Price Ratio | 99 % | 101 % | | 100 % | 101 % | |
| Days To Sell | 28 | 21 | 31 % | 24 | 21 | 12 % |
| Active Listings at Month End | 445 | 281 | 58 % | | | |

Monthly Comparative Activity By Property Type

June 2018

July-01-18

| | This Year | Current Month Last Year | % Change | This Year | Year To Date Last Year | % Change |
|---------------------------------------|--------------|----------------------------|----------|---------------|---------------------------|----------|
| Townhouse | | | | | | |
| Units Listed | 137 | 110 | 25 % | 644 | 574 | 12 % |
| Units Sold | 81 | 90 | -10 % | 458 | 482 | -5 % |
| Sell/List Ratio | 59 % | 82 % | | 71 % | 84 % | |
| Sales Dollars | \$50,046,800 | \$47,418,600 | 6 % | \$271,330,538 | \$255,078,901 | 6 % |
| Average Price / Unit | \$617,862 | \$526,873 | 17 % | \$592,425 | \$529,209 | 12 % |
| Price Ratio | 99 % | 102 % | | 100 % | 102 % | |
| Days To Sell | 26 | 17 | 55 % | 30 | 24 | 26 % |
| Active Listings at Month End | 195 | 80 | 144 % | | | |
| Strata Duplex (Up and Down) | | | | | | |
| Units Listed | 0 | 0 | % | 2 | 3 | -33 % |
| Units Sold | 0 | 0 | % | 1 | 1 | 0 % |
| Sell/List Ratio | % | % | | 50 % | 33 % | |
| Sales Dollars | \$0 | \$0 | % | \$445,000 | \$420,000 | 6 % |
| Average Price / Unit | | | % | \$445,000 | \$420,000 | 6 % |
| Price Ratio | % | % | | 99 % | 99 % | |
| Days To Sell | | | % | 15 | 67 | -78 % |
| Active Listings at Month End | 1 | 3 | -67 % | | | |
| Strata Duplex (Side by Side) | | | | | | |
| Units Listed | 11 | 12 | -8 % | 72 | 77 | -6 % |
| Units Sold | 9 | 15 | -40 % | 43 | 66 | -35 % |
| Sell/List Ratio | 82 % | 125 % | | 60 % | 86 % | |
| Sales Dollars | \$4,287,500 | \$9,493,455 | -55 % | \$26,889,400 | \$38,968,105 | -31 % |
| Average Price / Unit | \$476,389 | \$632,897 | -25 % | \$625,335 | \$590,426 | 6 % |
| Price Ratio | 99 % | 101 % | | 101 % | 100 % | |
| Days To Sell | 54 | 19 | 191 % | 26 | 24 | 10 % |
| Active Listings at Month End | 24 | 8 | 200 % | | | |
| Strata Duplex (Front and Back) | | | | | | |
| Units Listed | 4 | 2 | 100 % | 11 | 19 | -42 % |
| Units Sold | 2 | 3 | -33 % | 10 | 17 | -41 % |
| Sell/List Ratio | 50 % | 150 % | | 91 % | 89 % | |
| Sales Dollars | \$1,431,900 | \$1,679,100 | -15 % | \$6,329,795 | \$9,669,500 | -35 % |
| Average Price / Unit | \$715,950 | \$559,700 | 28 % | \$632,980 | \$568,794 | 11 % |
| Price Ratio | 103 % | 107 % | | 101 % | 102 % | |
| Days To Sell | 7 | 22 | -69 % | 25 | 37 | -33 % |
| Active Listings at Month End | 2 | 1 | 100 % | | | |

Monthly Comparative Activity By Property Type

June 2018

July-01-18

| | This Year | Current Month Last Year | % Change | This Year | Year To Date Last Year | % Change |
|--------------------------------------|-------------|----------------------------|----------|--------------|---------------------------|----------|
| Recreational | | | | | | |
| Units Listed | 7 | 4 | 75 % | 23 | 21 | 10 % |
| Units Sold | 2 | 1 | 100 % | 11 | 8 | 38 % |
| Sell/List Ratio | 29 % | 25 % | | 48 % | 38 % | |
| Sales Dollars | \$325,000 | \$30,000 | 983 % | \$818,500 | \$3,852,500 | -79 % |
| Average Price / Unit | \$162,500 | \$30,000 | 442 % | \$74,409 | \$481,563 | -85 % |
| Price Ratio | 93 % | 95 % | | 90 % | 82 % | |
| Days To Sell | 58 | 57 | 1 % | 146 | 122 | 20 % |
| Active Listings at Month End | 23 | 17 | 35 % | | | |
| Manufactured Home | | | | | | |
| Units Listed | 23 | 24 | -4 % | 106 | 118 | -10 % |
| Units Sold | 10 | 14 | -29 % | 77 | 91 | -15 % |
| Sell/List Ratio | 43 % | 58 % | | 73 % | 77 % | |
| Sales Dollars | \$2,094,900 | \$2,462,300 | -15 % | \$18,266,400 | \$14,873,800 | 23 % |
| Average Price / Unit | \$209,490 | \$175,879 | 19 % | \$237,226 | \$163,448 | 45 % |
| Price Ratio | 97 % | 98 % | | 97 % | 97 % | |
| Days To Sell | 38 | 29 | 33 % | 48 | 54 | -10 % |
| Active Listings at Month End | 39 | 38 | 3 % | | | |
| Residential Lots | | | | | | |
| Units Listed | 34 | 16 | 113 % | 225 | 135 | 67 % |
| Units Sold | 7 | 19 | -63 % | 63 | 120 | -48 % |
| Sell/List Ratio | 21 % | 119 % | | 28 % | 89 % | |
| Sales Dollars | \$2,064,500 | \$8,819,200 | -77 % | \$22,502,598 | \$38,907,369 | -42 % |
| Average Price / Unit | \$294,929 | \$464,168 | -36 % | \$357,184 | \$324,228 | 10 % |
| Price Ratio | 98 % | 94 % | | 98 % | 94 % | |
| Days To Sell | 56 | 161 | -65 % | 124 | 114 | 9 % |
| Active Listings at Month End | 174 | 79 | 120 % | | | |
| Residential Lots - Waterfront | | | | | | |
| Units Listed | 4 | 6 | -33 % | 31 | 36 | -14 % |
| Units Sold | 1 | 4 | -75 % | 11 | 10 | 10 % |
| Sell/List Ratio | 25 % | 67 % | | 35 % | 28 % | |
| Sales Dollars | \$202,000 | \$503,500 | -60 % | \$9,637,000 | \$4,238,400 | 127 % |
| Average Price / Unit | \$202,000 | \$125,875 | 60 % | \$876,091 | \$423,840 | 107 % |
| Price Ratio | 96 % | 97 % | | 95 % | 97 % | |
| Days To Sell | 104 | 31 | 241 % | 63 | 30 | 108 % |
| Active Listings at Month End | 27 | 22 | 23 % | | | |

Monthly Comparative Activity By Property Type

June 2018

July-01-18

| | This Year | Current Month Last Year | % Change | This Year | Year To Date Last Year | % Change |
|---|-------------|----------------------------|----------|--------------|---------------------------|----------|
| Residential Acreage | | | | | | |
| Units Listed | 24 | 22 | 9 % | 122 | 105 | 16 % |
| Units Sold | 14 | 10 | 40 % | 46 | 49 | -6 % |
| Sell/List Ratio | 58 % | 45 % | | 38 % | 47 % | |
| Sales Dollars | \$7,136,800 | \$4,779,300 | 49 % | \$21,322,288 | \$18,629,333 | 14 % |
| Average Price / Unit | \$509,771 | \$477,930 | 7 % | \$463,528 | \$380,190 | 22 % |
| Price Ratio | 92 % | 91 % | | 93 % | 94 % | |
| Days To Sell | 191 | 225 | -15 % | 126 | 285 | -56 % |
| Active Listings at Month End | 95 | 129 | -26 % | | | |
| Residential Acreage - Waterfront | | | | | | |
| Units Listed | 4 | 6 | -33 % | 38 | 22 | 73 % |
| Units Sold | 2 | 2 | 0 % | 8 | 15 | -47 % |
| Sell/List Ratio | 50 % | 33 % | | 21 % | 68 % | |
| Sales Dollars | \$672,000 | \$1,100,000 | -39 % | \$7,912,000 | \$10,135,000 | -22 % |
| Average Price / Unit | \$336,000 | \$550,000 | -39 % | \$989,000 | \$675,667 | 46 % |
| Price Ratio | 99 % | 96 % | | 96 % | 93 % | |
| Days To Sell | 25 | 92 | -73 % | 120 | 256 | -53 % |
| Active Listings at Month End | 41 | 41 | 0 % | | | |
| Revenue - Duplex/Triplex | | | | | | |
| Units Listed | 3 | 12 | -75 % | 38 | 49 | -22 % |
| Units Sold | 2 | 8 | -75 % | 15 | 30 | -50 % |
| Sell/List Ratio | 67 % | 67 % | | 39 % | 61 % | |
| Sales Dollars | \$2,267,000 | \$8,013,000 | -72 % | \$15,994,500 | \$27,699,726 | -42 % |
| Average Price / Unit | \$1,133,500 | \$1,001,625 | 13 % | \$1,066,300 | \$923,324 | 15 % |
| Price Ratio | 100 % | 100 % | | 96 % | 101 % | |
| Days To Sell | 26 | 19 | 37 % | 39 | 27 | 42 % |
| Active Listings at Month End | 11 | 12 | -8 % | | | |
| Revenue - Multi Units | | | | | | |
| Units Listed | 5 | 1 | 400 % | 18 | 23 | -22 % |
| Units Sold | 0 | 3 | -100 % | 4 | 11 | -64 % |
| Sell/List Ratio | 0 % | 300 % | | 22 % | 48 % | |
| Sales Dollars | \$0 | \$6,575,000 | -100 % | \$7,345,000 | \$16,619,500 | -56 % |
| Average Price / Unit | | \$2,191,667 | % | \$1,836,250 | \$1,510,864 | 22 % |
| Price Ratio | % | 101 % | | 99 % | 103 % | |
| Days To Sell | | 79 | % | 49 | 34 | 44 % |
| Active Listings at Month End | 13 | 6 | 117 % | | | |

Monthly Comparative Activity By Property Type

June 2018

July-01-18

| | This Year | Current Month Last Year | % Change | This Year | Year To Date Last Year | % Change |
|--|-----------|----------------------------|----------|-------------|---------------------------|----------|
| Revenue - Apartment Block | | | | | | |
| Units Listed | 1 | 0 | % | 11 | 4 | 175 % |
| Units Sold | 0 | 0 | % | 1 | 0 | % |
| Sell/List Ratio | 0 % | % | | 9 % | 0 % | |
| Sales Dollars | \$0 | \$0 | % | \$1,210,000 | \$0 | % |
| Average Price / Unit | | | % | \$1,210,000 | | % |
| Price Ratio | % | % | | 110 % | % | |
| Days To Sell | | | % | 10 | | % |
| Active Listings at Month End | 9 | 3 | 200 % | | | |
| Revenue - Commercial | | | | | | |
| Units Listed | 1 | 5 | -80 % | 30 | 40 | -25 % |
| Units Sold | 1 | 4 | -75 % | 9 | 17 | -47 % |
| Sell/List Ratio | 100 % | 80 % | | 30 % | 43 % | |
| Sales Dollars | \$400,000 | \$2,059,900 | -81 % | \$8,519,000 | \$11,775,700 | -28 % |
| Average Price / Unit | \$400,000 | \$514,975 | -22 % | \$946,556 | \$692,688 | 37 % |
| Price Ratio | 94 % | 91 % | | 94 % | 84 % | |
| Days To Sell | 239 | 72 | 234 % | 190 | 117 | 63 % |
| Active Listings at Month End | 27 | 34 | -21 % | | | |
| Revenue - Industrial | | | | | | |
| Units Listed | 0 | 0 | % | 0 | 1 | -100 % |
| Units Sold | 0 | 0 | % | 0 | 0 | % |
| Sell/List Ratio | % | % | | % | 0 % | |
| Sales Dollars | \$0 | \$0 | % | \$0 | \$0 | % |
| Average Price / Unit | | | % | | | % |
| Price Ratio | % | % | | % | % | |
| Days To Sell | | | % | | | % |
| Active Listings at Month End | 0 | 1 | -100 % | | | |
| Business with Land & Building | | | | | | |
| Units Listed | 5 | 8 | -38 % | 34 | 57 | -40 % |
| Units Sold | 2 | 2 | 0 % | 12 | 16 | -25 % |
| Sell/List Ratio | 40 % | 25 % | | 35 % | 28 % | |
| Sales Dollars | \$50,011 | \$23 | 215001 % | \$6,125,032 | \$6,454,483 | -5 % |
| Average Price / Unit | \$25,006 | \$12 | 215001 % | \$510,419 | \$403,405 | 27 % |
| Price Ratio | 77 % | % | | 95 % | 95 % | |
| Days To Sell | 50 | 85 | -41 % | 109 | 83 | 30 % |
| Active Listings at Month End | 37 | 48 | -23 % | | | |

Monthly Comparative Activity By Property Type

June 2018

July-01-18

| | This Year | Current Month Last Year | % Change | This Year | Year To Date Last Year | % Change |
|------------------------------|-----------|----------------------------|----------|-----------|---------------------------|----------|
| Business Only | | | | | | |
| Units Listed | 16 | 18 | -11 % | 90 | 85 | 6 % |
| Units Sold | 2 | 2 | 0 % | 11 | 10 | 10 % |
| Sell/List Ratio | 13 % | 11 % | | 12 % | 12 % | |
| Sales Dollars | \$235,000 | \$180,000 | 31 % | \$967,000 | \$1,832,200 | -47 % |
| Average Price / Unit | \$117,500 | \$90,000 | 31 % | \$87,909 | \$183,220 | -52 % |
| Price Ratio | 85 % | 56 % | | 76 % | 75 % | |
| Days To Sell | 92 | 93 | -1 % | 78 | 67 | 17 % |
| Active Listings at Month End | 87 | 66 | 32 % | | | |
| Motel/Hotel | | | | | | |
| Units Listed | 0 | 1 | -100 % | 2 | 4 | -50 % |
| Units Sold | 0 | 0 | % | 0 | 0 | % |
| Sell/List Ratio | % | 0 % | | 0 % | 0 % | |
| Sales Dollars | \$0 | \$0 | % | \$0 | \$0 | % |
| Average Price / Unit | | | % | | | % |
| Price Ratio | % | % | | % | % | |
| Days To Sell | | | % | | | % |
| Active Listings at Month End | 1 | 3 | -67 % | | | |
| Lease - Office | | | | | | |
| Units Listed | 2 | 1 | 100 % | 30 | 19 | 58 % |
| Units Sold | 0 | 1 | -100 % | 6 | 3 | 100 % |
| Sell/List Ratio | 0 % | 100 % | | 20 % | 16 % | |
| Sales Dollars | \$0 | \$9 | -100 % | \$1,580 | \$41 | 3739 % |
| Average Price / Unit | | \$9 | % | \$263 | \$14 | 1819 % |
| Price Ratio | % | % | | 105 % | % | |
| Days To Sell | | 181 | % | 145 | 311 | -53 % |
| Active Listings at Month End | 34 | 28 | 21 % | | | |
| Lease - Retail | | | | | | |
| Units Listed | 0 | 1 | -100 % | 14 | 19 | -26 % |
| Units Sold | 0 | 0 | % | 3 | 3 | 0 % |
| Sell/List Ratio | % | 0 % | | 21 % | 16 % | |
| Sales Dollars | \$0 | \$0 | % | \$2,329 | \$69 | 3255 % |
| Average Price / Unit | | | % | \$776 | \$23 | 3255 % |
| Price Ratio | % | % | | 101 % | % | |
| Days To Sell | | | % | 146 | 242 | -39 % |
| Active Listings at Month End | 20 | 19 | 5 % | | | |

Monthly Comparative Activity By Property Type

June 2018

July-01-18

| | This Year | Current Month Last Year | % Change | This Year | Year To Date Last Year | % Change |
|------------------------------|-----------|----------------------------|----------|-----------|---------------------------|-----------|
| Lease - Warehouse | | | | | | |
| Units Listed | 0 | 1 | -100 % | 0 | 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 | 0 | 1 | -100 % | | | |
| Lease - Industrial | | | | | | |
| Units Listed | 2 | 0 | % | 2 | 0 | % |
| Units Sold | 0 | 0 | % | 0 | 1 | -100 % |
| Sell/List Ratio | 0 % | % | | 0 % | % | |
| Sales Dollars | \$0 | \$0 | % | \$0 | \$17 | -100 % |
| Average Price / Unit | | | % | | \$17 | % |
| Price Ratio | % | % | | % | 2 % | |
| Days To Sell | | | % | | 160 | % |
| Active Listings at Month End | 2 | 0 | % | | | |
| Lease - Other | | | | | | |
| Units Listed | 8 | 5 | 60 % | 24 | 27 | -11 % |
| Units Sold | 1 | 2 | -50 % | 2 | 9 | -78 % |
| Sell/List Ratio | 13 % | 40 % | | 8 % | 33 % | |
| Sales Dollars | \$800 | \$37 | 2039 % | \$390,800 | \$167 | 233856 % |
| Average Price / Unit | \$800 | \$19 | 4178 % | \$195,400 | \$19 | 1052702 % |
| Price Ratio | 100 % | % | | 48850 % | 3 % | |
| Days To Sell | 13 | 419 | -97 % | 130 | 273 | -52 % |
| Active Listings at Month End | 27 | 27 | 0 % | | | |
| Commercial Land | | | | | | |
| Units Listed | 6 | 1 | 500 % | 14 | 14 | 0 % |
| Units Sold | 0 | 0 | % | 0 | 6 | -100 % |
| Sell/List Ratio | 0 % | 0 % | | 0 % | 43 % | |
| Sales Dollars | \$0 | \$0 | % | \$0 | \$8,820,000 | -100 % |
| Average Price / Unit | | | % | | \$1,470,000 | % |
| Price Ratio | % | % | | % | 92 % | |
| Days To Sell | | | % | | 127 | % |
| Active Listings at Month End | 17 | 16 | 6 % | | | |

Monthly Comparative Activity By Property Type

June 2018

July-01-18

| | This Year | Current Month Last Year | % Change | This Year | Year To Date Last Year | % Change |
|------------------------------|---------------|----------------------------|----------|-----------------|---------------------------|----------|
| Grand Totals | | | | | | |
| Units Listed | 1322 | 1358 | -3 % | 6914 | 6929 | 0 % |
| Units Sold | 708 | 1008 | -30 % | 3901 | 4981 | -22 % |
| Sell/List Ratio | 54 % | 74 % | | 56 % | 72 % | |
| Sales Dollars | \$484,857,513 | \$666,745,521 | -27 % | \$2,681,231,211 | \$3,159,180,616 | -15 % |
| Average Price / Unit | \$684,827 | \$661,454 | 4 % | \$687,319 | \$634,246 | 8 % |
| Price Ratio | 99 % | 100 % | | 99 % | 100 % | |
| Days To Sell | 34 | 31 | 13 % | 35 | 35 | -1 % |
| Active Listings at Month End | 2595 | 1915 | 36 % | | | |