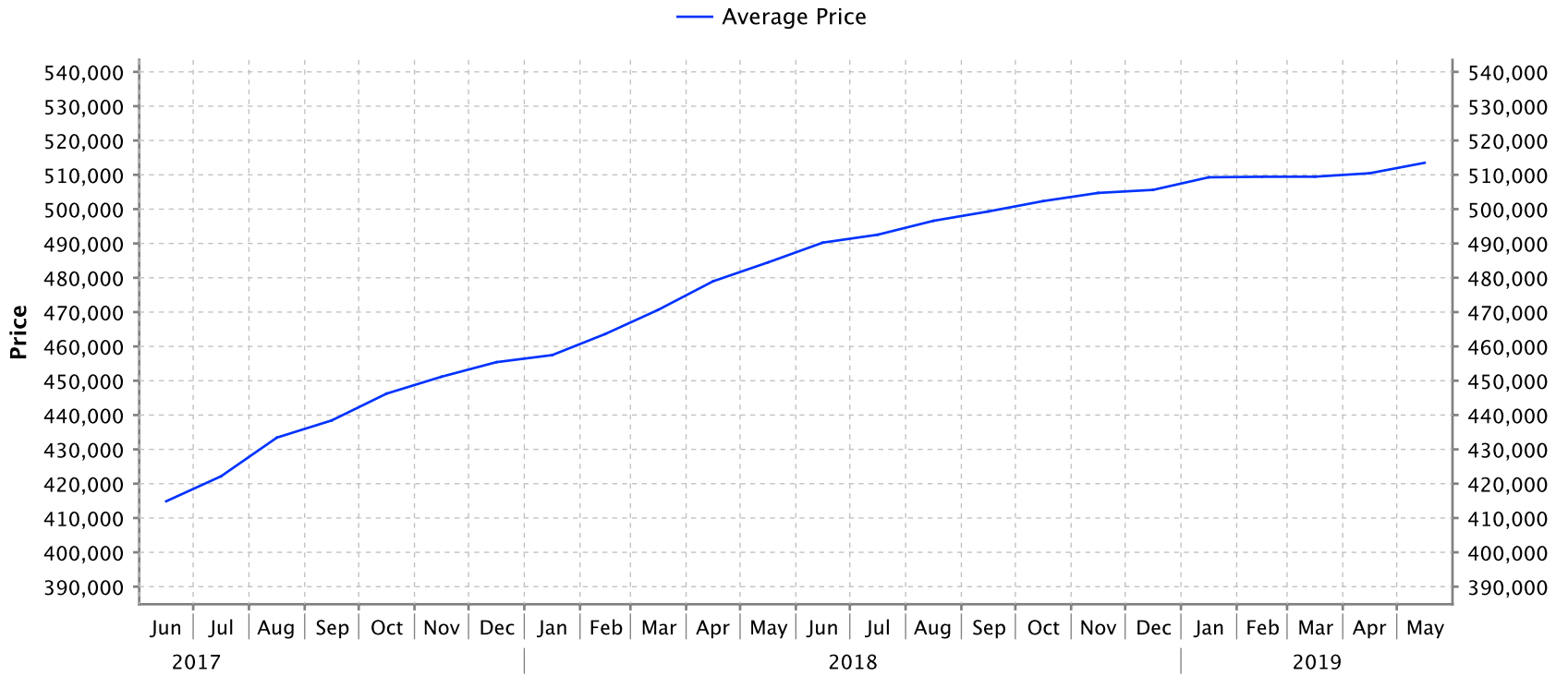


# Cowichan Valley

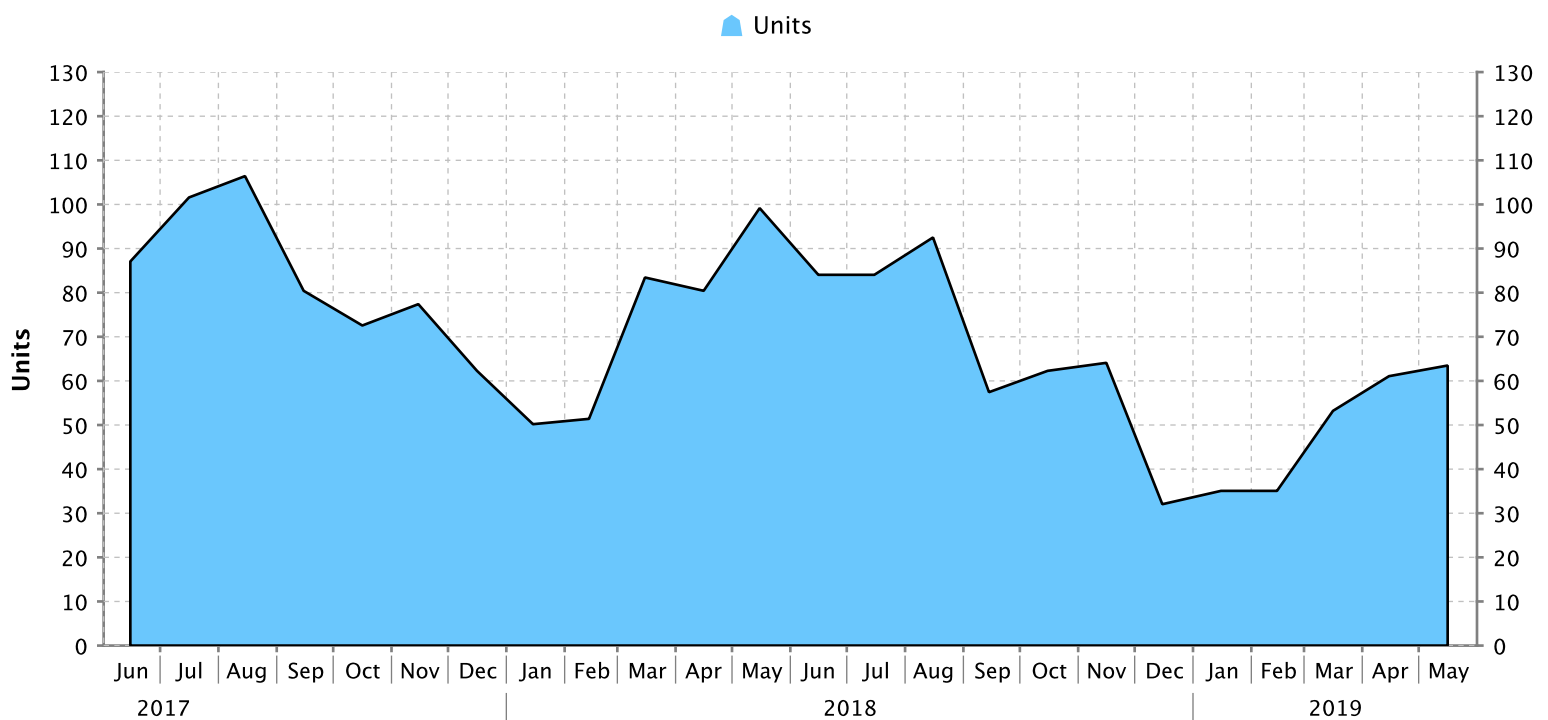
## as at May 31, 2019

### Cumulative Residential Average Single Family Sale Price



NOTE: Figures are based on a "rolling total" from the past 12 months – i.e. 12 months to date instead of the calendar "year to date".

### Single Family Units Reported Sold



## Comparative Activity by Property Type

|                           | Current Month |              |          | 12 Months to Date |               |          |
|---------------------------|---------------|--------------|----------|-------------------|---------------|----------|
|                           | This Year     | Last Year    | % Change | This Year         | Last Year     | % Change |
| <b>Lots</b>               |               |              |          |                   |               |          |
| Units Listed              | 81            | 13           | 523%     | 163               | 153           | 7%       |
| Units Reported Sold       | 8             | 3            | 167%     | 50                | 89            | -44%     |
| Sell/List Ratio           | 10%           | 23%          |          | 31%               | 58%           |          |
| Reported Sales Dollars    | \$1,497,100   | \$529,000    | 183%     | \$9,282,775       | \$15,100,396  | -39%     |
| Average Sell Price / Unit | \$187,138     | \$176,333    | 6%       | \$185,656         | \$169,667     | 9%       |
| Median Sell Price         | \$239,900     |              |          | \$180,000         |               |          |
| Sell Price / List Price   | 90%           | 88%          |          | 95%               | 95%           |          |
| Days to Sell              | 121           | 80           | 51%      | 94                | 128           | -26%     |
| Active Listings           | 108           | 58           |          |                   |               |          |
| <b>Single Family</b>      |               |              |          |                   |               |          |
| Units Listed              | 146           | 166          | -12%     | 1,053             | 1,252         | -16%     |
| Units Reported Sold       | 63            | 99           | -36%     | 722               | 948           | -24%     |
| Sell/List Ratio           | 43%           | 60%          |          | 69%               | 76%           |          |
| Reported Sales Dollars    | \$34,614,644  | \$50,798,228 | -32%     | \$370,747,546     | \$459,276,016 | -19%     |
| Average Sell Price / Unit | \$549,439     | \$513,113    | 7%       | \$513,501         | \$484,468     | 6%       |
| Median Sell Price         | \$550,000     |              |          | \$499,000         |               |          |
| Sell Price / List Price   | 99%           | 99%          |          | 97%               | 99%           |          |
| Days to Sell              | 29            | 23           | 23%      | 35                | 28            | 25%      |
| Active Listings           | 237           | 200          |          |                   |               |          |
| <b>Condos (Apt)</b>       |               |              |          |                   |               |          |
| Units Listed              | 20            | 10           | 100%     | 161               | 198           | -19%     |
| Units Reported Sold       | 9             | 14           | -36%     | 127               | 136           | -7%      |
| Sell/List Ratio           | 45%           | 140%         |          | 79%               | 69%           |          |
| Reported Sales Dollars    | \$2,401,400   | \$3,830,100  | -37%     | \$27,336,100      | \$27,932,370  | -2%      |
| Average Sell Price / Unit | \$266,822     | \$273,579    | -2%      | \$215,245         | \$205,385     | 5%       |
| Median Sell Price         | \$242,000     |              |          | \$198,000         |               |          |
| Sell Price / List Price   | 98%           | 97%          |          | 97%               | 99%           |          |
| Days to Sell              | 29            | 58           | -50%     | 34                | 36            | -5%      |
| Active Listings           | 27            | 25           |          |                   |               |          |
| <b>Condos (Patio)</b>     |               |              |          |                   |               |          |
| Units Listed              | 4             | 3            | 33%      | 38                | 28            | 36%      |
| Units Reported Sold       | 2             | 4            | -50%     | 22                | 19            | 16%      |
| Sell/List Ratio           | 50%           | 133%         |          | 58%               | 68%           |          |
| Reported Sales Dollars    | \$736,500     | \$2,136,400  | -66%     | \$7,969,737       | \$7,243,867   | 10%      |
| Average Sell Price / Unit | \$368,250     | \$534,100    | -31%     | \$362,261         | \$381,256     | -5%      |
| Median Sell Price         | \$390,500     |              |          | \$370,000         |               |          |
| Sell Price / List Price   | 100%          | 98%          |          | 99%               | 99%           |          |
| Days to Sell              | 44            | 53           | -16%     | 31                | 32            | -4%      |
| Active Listings           | 14            | 5            |          |                   |               |          |
| <b>Condos (Twnhse)</b>    |               |              |          |                   |               |          |
| Units Listed              | 14            | 31           | -55%     | 129               | 163           | -21%     |
| Units Reported Sold       | 16            | 15           | 7%       | 120               | 119           | 1%       |
| Sell/List Ratio           | 114%          | 48%          |          | 93%               | 73%           |          |
| Reported Sales Dollars    | \$5,974,300   | \$5,488,200  | 9%       | \$41,466,198      | \$36,565,078  | 13%      |
| Average Sell Price / Unit | \$373,394     | \$365,880    | 2%       | \$345,552         | \$307,270     | 12%      |
| Median Sell Price         | \$372,500     |              |          | \$332,000         |               |          |
| Sell Price / List Price   | 98%           | 99%          |          | 98%               | 100%          |          |
| Days to Sell              | 36            | 22           | 62%      | 41                | 29            | 44%      |
| Active Listings           | 16            | 33           |          |                   |               |          |

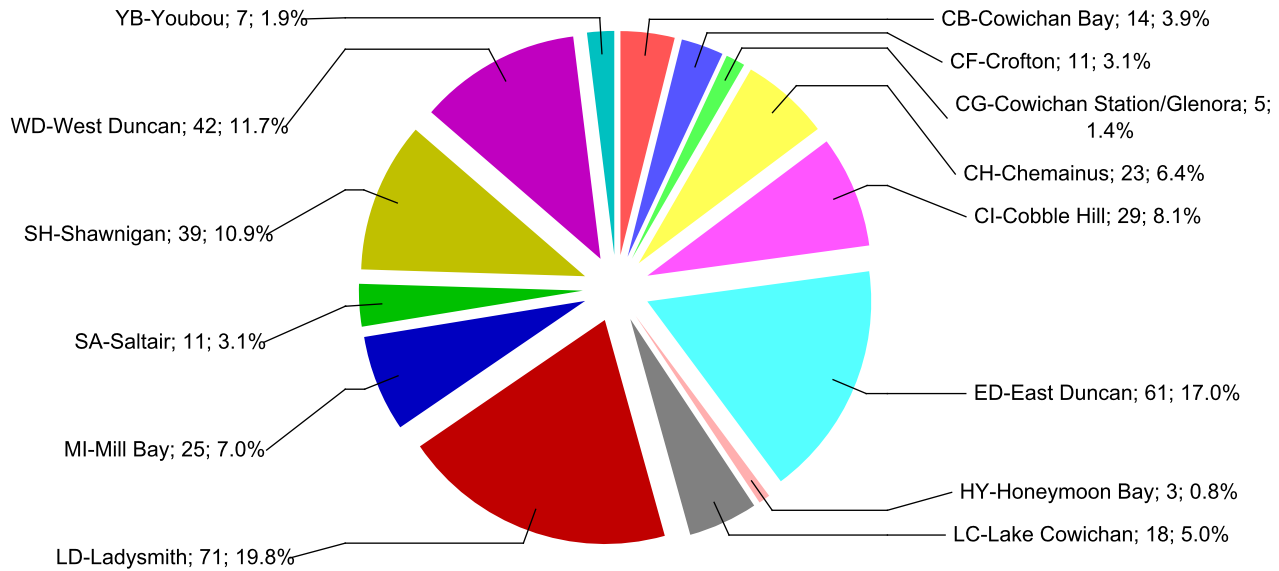
**PLEASE NOTE: SINGLE FAMILY** property does NOT INCLUDE acreage with house, condominiums, duplex/triplex, mobile homes/on pad, single family waterfront or single family strata. **LOTS** do NOT INCLUDE acreage or waterfront acreage.

# MLS® Single Family Sales Analysis

Unconditional Sales from January 1 to May 31, 2019

|                             | 0-150,000 | 150,001-200,000 | 200,001-250,000 | 250,001-300,000 | 300,001-350,000 | 350,001-400,000 | 400,001-450,000 | 450,001-500,000 | 500,001-600,000 | 600,001-700,000 | 700,001-800,000 | 800,001-900,000 | 900,001-1 Mil | OVER 1 Mil | Total      |
|-----------------------------|-----------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|---------------|------------|------------|
| CB-Cowichan Bay             | 0         | 0               | 0               | 0               | 0               | 0               | 0               | 1               | 6               | 3               | 1               | 3               | 0             | 0          | 14         |
| CF-Crofton                  | 0         | 0               | 0               | 0               | 1               | 3               | 2               | 1               | 4               | 0               | 0               | 0               | 0             | 0          | 11         |
| CG-Cowichan Station/Glenora | 0         | 0               | 0               | 0               | 0               | 1               | 1               | 0               | 1               | 1               | 1               | 0               | 0             | 0          | 5          |
| CH-Chemainus                | 0         | 0               | 0               | 0               | 1               | 2               | 3               | 4               | 9               | 2               | 1               | 0               | 0             | 1          | 23         |
| CI-Cobble Hill              | 0         | 0               | 0               | 0               | 0               | 0               | 1               | 3               | 10              | 5               | 6               | 2               | 2             | 0          | 29         |
| ED-East Duncan              | 0         | 1               | 0               | 0               | 2               | 6               | 1               | 9               | 17              | 11              | 7               | 3               | 2             | 2          | 61         |
| HY-Honeymoon Bay            | 0         | 0               | 0               | 1               | 0               | 0               | 1               | 1               | 0               | 0               | 0               | 0               | 0             | 0          | 3          |
| LC-Lake Cowichan            | 0         | 0               | 0               | 2               | 2               | 2               | 1               | 0               | 7               | 3               | 0               | 0               | 0             | 1          | 18         |
| LD-Ladysmith                | 0         | 1               | 1               | 0               | 4               | 2               | 10              | 14              | 19              | 12              | 5               | 0               | 1             | 2          | 71         |
| MI-Mill Bay                 | 0         | 0               | 1               | 0               | 0               | 1               | 0               | 1               | 5               | 3               | 7               | 4               | 2             | 1          | 25         |
| SA-Saltair                  | 0         | 0               | 0               | 0               | 0               | 0               | 4               | 2               | 1               | 0               | 3               | 1               | 0             | 0          | 11         |
| SH-Shawnigan                | 0         | 0               | 0               | 0               | 1               | 0               | 3               | 8               | 10              | 6               | 3               | 2               | 2             | 4          | 39         |
| WD-West Duncan              | 0         | 0               | 1               | 1               | 2               | 2               | 7               | 12              | 13              | 3               | 0               | 0               | 1             | 0          | 42         |
| YB-Youbou                   | 0         | 1               | 1               | 1               | 0               | 0               | 1               | 2               | 1               | 0               | 0               | 0               | 0             | 0          | 7          |
| <b>Zone 3 TOTALS</b>        | <b>0</b>  | <b>3</b>        | <b>4</b>        | <b>5</b>        | <b>13</b>       | <b>19</b>       | <b>35</b>       | <b>58</b>       | <b>103</b>      | <b>49</b>       | <b>34</b>       | <b>15</b>       | <b>10</b>     | <b>11</b>  | <b>359</b> |

## Cowichan Valley - Single Family Sales by Subarea



Total Unconditional Sales January 1 to May 31, 2019 = 359