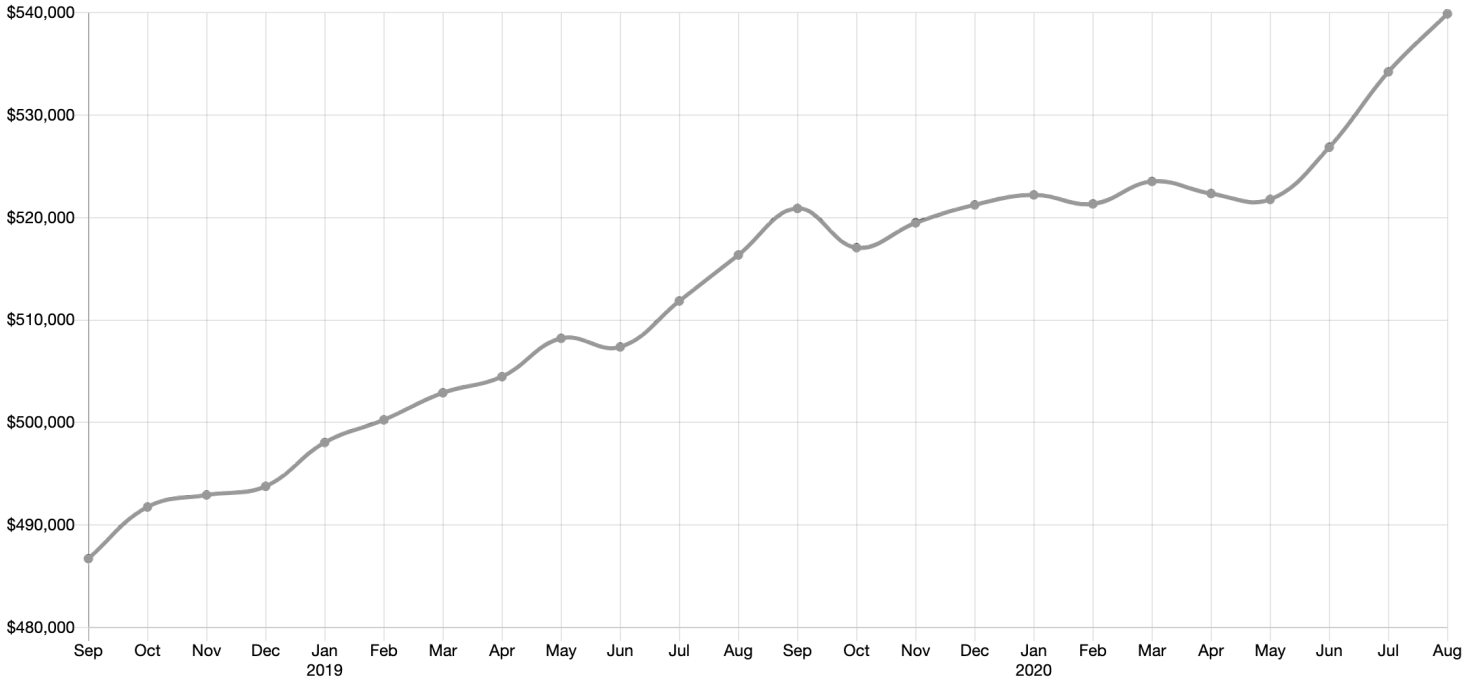


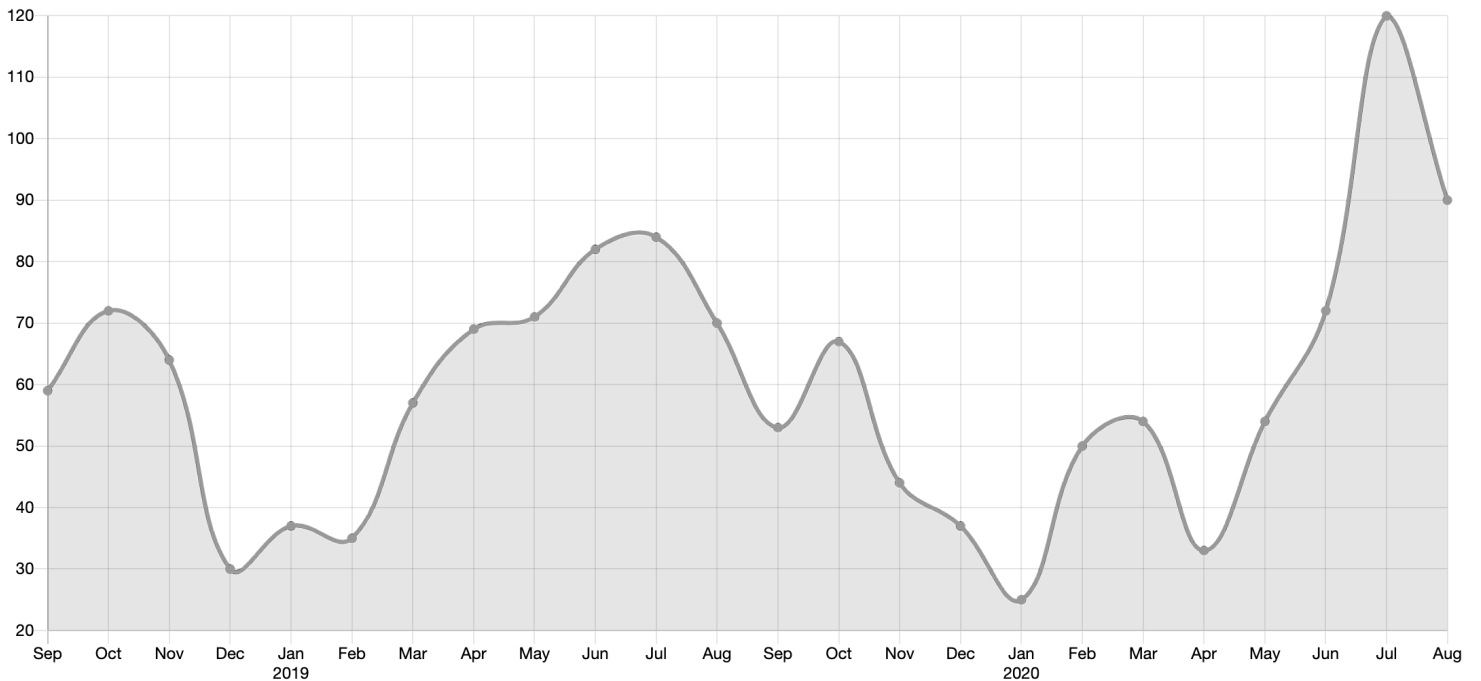
Vancouver Island Real Estate Board
GRAPHSTATS REPORT
 Zone 3 - Cowichan Valley • August, 2020

CUMULATIVE RESIDENTIAL AVERAGE SINGLE FAMILY DETACHED 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 DETACHED UNITS REPORTED SOLD



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COMPARATIVE ACTIVITY BY PROPERTY TYPE

SINGLE FAMILY DETACHED

| | Current Month | | | 12 Months to Date | | |
|---------------------------|---------------|--------------|----------|-------------------|---------------|----------|
| | This Year | Last Year | % Change | This Year | Last Year | % Change |
| Units Listed | 97 | 92 | 5.43% | 947 | 1,024 | -7.52% |
| Units Reported Sold | 90 | 70 | 28.57% | 699 | 730 | -4.25% |
| Sell / List Ratio | 92.78% | 76.09% | | 73.81% | 71.29% | |
| Reported Sales Dollars | \$51,920,940 | \$37,269,843 | 39.31% | \$377,392,121 | \$376,938,016 | 0.12% |
| Average Sell Price / Unit | \$576,899 | \$532,426 | 8.35% | \$539,903 | \$516,353 | 4.56% |
| Median Sell Price | \$540,000 | | | \$525,000 | | |
| Sell Price / List Price | 99.54% | 98.57% | | 98.72% | 98.63% | |
| Days to Sell | 46 | 34 | 35.29% | 45 | 40 | 12.50% |
| Active Listings | 165 | | | | | |

CONDO APARTMENT

| | Current Month | | | 12 Months to Date | | |
|---------------------------|---------------|-------------|----------|-------------------|--------------|----------|
| | This Year | Last Year | % Change | This Year | Last Year | % Change |
| Units Listed | 29 | 9 | 222.22% | 159 | 135 | 17.78% |
| Units Reported Sold | 15 | 5 | 200.00% | 103 | 95 | 8.42% |
| Sell / List Ratio | 51.72% | 55.56% | | 64.78% | 70.37% | |
| Reported Sales Dollars | \$4,278,400 | \$1,100,000 | 288.95% | \$26,090,162 | \$21,120,000 | 23.53% |
| Average Sell Price / Unit | \$285,227 | \$220,000 | 29.65% | \$253,303 | \$222,316 | 13.94% |
| Median Sell Price | \$280,000 | | | \$259,900 | | |
| Sell Price / List Price | 97.30% | 98.68% | | 97.30% | 98.07% | |
| Days to Sell | 49 | 25 | 96.00% | 44 | 34 | 29.41% |
| Active Listings | 46 | | | | | |

ROW/TOWNHOUSE

| | Current Month | | | 12 Months to Date | | |
|---------------------------|---------------|-------------|----------|-------------------|--------------|----------|
| | This Year | Last Year | % Change | This Year | Last Year | % Change |
| Units Listed | 11 | 14 | -21.43% | 115 | 164 | -29.88% |
| Units Reported Sold | 10 | 13 | -23.08% | 97 | 130 | -25.38% |
| Sell / List Ratio | 90.91% | 92.86% | | 84.35% | 79.27% | |
| Reported Sales Dollars | \$3,522,500 | \$4,332,500 | -18.70% | \$33,743,171 | \$44,372,398 | -23.95% |
| Average Sell Price / Unit | \$352,250 | \$333,269 | 5.70% | \$347,868 | \$341,326 | 1.92% |
| Median Sell Price | \$342,500 | | | \$335,000 | | |
| Sell Price / List Price | 99.07% | 98.36% | | 98.26% | 98.73% | |
| Days to Sell | 26 | 59 | -55.93% | 36 | 39 | -7.69% |
| Active Listings | 18 | | | | | |

LAND

| | Current Month | | | 12 Months to Date | | |
|---------------------------|---------------|-------------|----------|-------------------|--------------|----------|
| | This Year | Last Year | % Change | This Year | Last Year | % Change |
| Units Listed | 41 | 33 | 24.24% | 363 | 320 | 13.44% |
| Units Reported Sold | 21 | 7 | 200.00% | 138 | 90 | 53.33% |
| Sell / List Ratio | 51.22% | 21.21% | | 38.02% | 28.12% | |
| Reported Sales Dollars | \$7,920,900 | \$1,788,400 | 342.90% | \$47,343,450 | \$24,692,125 | 91.74% |
| Average Sell Price / Unit | \$377,186 | \$255,486 | 47.63% | \$343,068 | \$274,357 | 25.04% |
| Median Sell Price | \$239,900 | | | \$237,400 | | |
| Sell Price / List Price | 96.83% | 92.08% | | 95.36% | 94.54% | |
| Days to Sell | 168 | 39 | 330.77% | 139 | 115 | 20.87% |
| Active Listings | 219 | | | | | |

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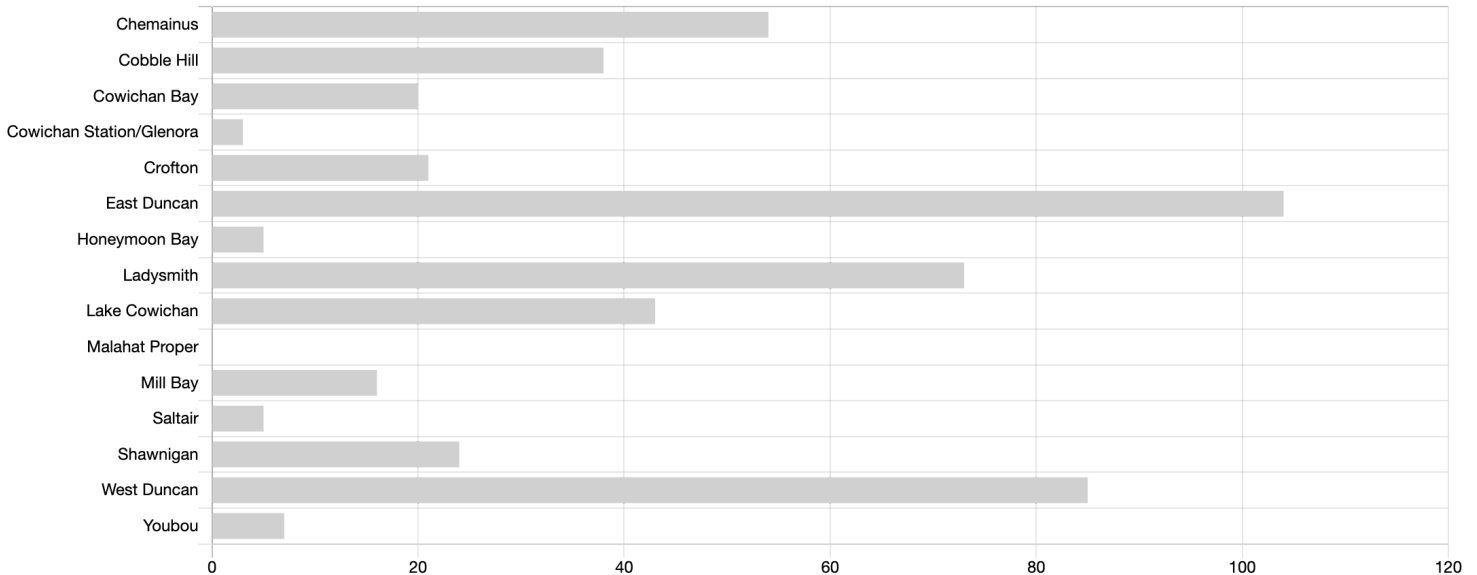
SINGLE FAMILY DETACHED SALES ANALYSIS

Unconditional Sales from January 1 to August 31, 2020

| | 0-150k | 150k-200k | 200k-250k | 250k-300k | 300k-350k | 350k-400k | 400k-450k | 450k-500k | 500k-600k | 600k-700k | 700k-800k | 800k-900k | 900k-1M | 1M+ | Total |
|--------------------------|----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|------------|-----------|-----------|-----------|----------|----------|------------|
| Chemainus | 0 | 0 | 0 | 0 | 1 | 4 | 9 | 6 | 25 | 4 | 3 | 1 | 1 | 0 | 54 |
| Cobble Hill | 0 | 0 | 0 | 0 | 0 | 1 | 2 | 7 | 5 | 11 | 7 | 4 | 1 | 0 | 38 |
| Cowichan Bay | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 4 | 8 | 3 | 2 | 0 | 1 | 20 |
| Cowichan Station/Glenora | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 0 | 0 | 0 | 0 | 3 |
| Crofton | 0 | 0 | 0 | 0 | 0 | 3 | 5 | 7 | 6 | 0 | 0 | 0 | 0 | 0 | 21 |
| East Duncan | 0 | 0 | 0 | 1 | 5 | 14 | 6 | 9 | 24 | 23 | 14 | 5 | 1 | 2 | 104 |
| Honeymoon Bay | 0 | 0 | 0 | 1 | 2 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 5 |
| Ladysmith | 0 | 0 | 0 | 1 | 2 | 2 | 6 | 16 | 22 | 13 | 8 | 1 | 1 | 1 | 73 |
| Lake Cowichan | 0 | 0 | 2 | 6 | 11 | 5 | 5 | 2 | 5 | 4 | 2 | 1 | 0 | 0 | 43 |
| Malahat Proper | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Mill Bay | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 1 | 2 | 2 | 2 | 5 | 1 | 2 | 16 |
| Saltair | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 2 | 0 | 1 | 0 | 0 | 1 | 5 |
| Shawnigan | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 4 | 11 | 2 | 3 | 3 | 0 | 0 | 24 |
| West Duncan | 0 | 0 | 0 | 2 | 1 | 4 | 21 | 14 | 33 | 10 | 0 | 0 | 0 | 0 | 85 |
| Youbou | 0 | 0 | 1 | 1 | 0 | 1 | 2 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 7 |
| Totals | 0 | 0 | 3 | 12 | 23 | 37 | 59 | 68 | 140 | 79 | 43 | 22 | 5 | 7 | 498 |

SINGLE FAMILY DETACHED SALES BY SUB AREA

Unconditional Sales from January 1 to August 31, 2020



Note that Single Family Detached figures in this report exclude acreage and waterfront properties.

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