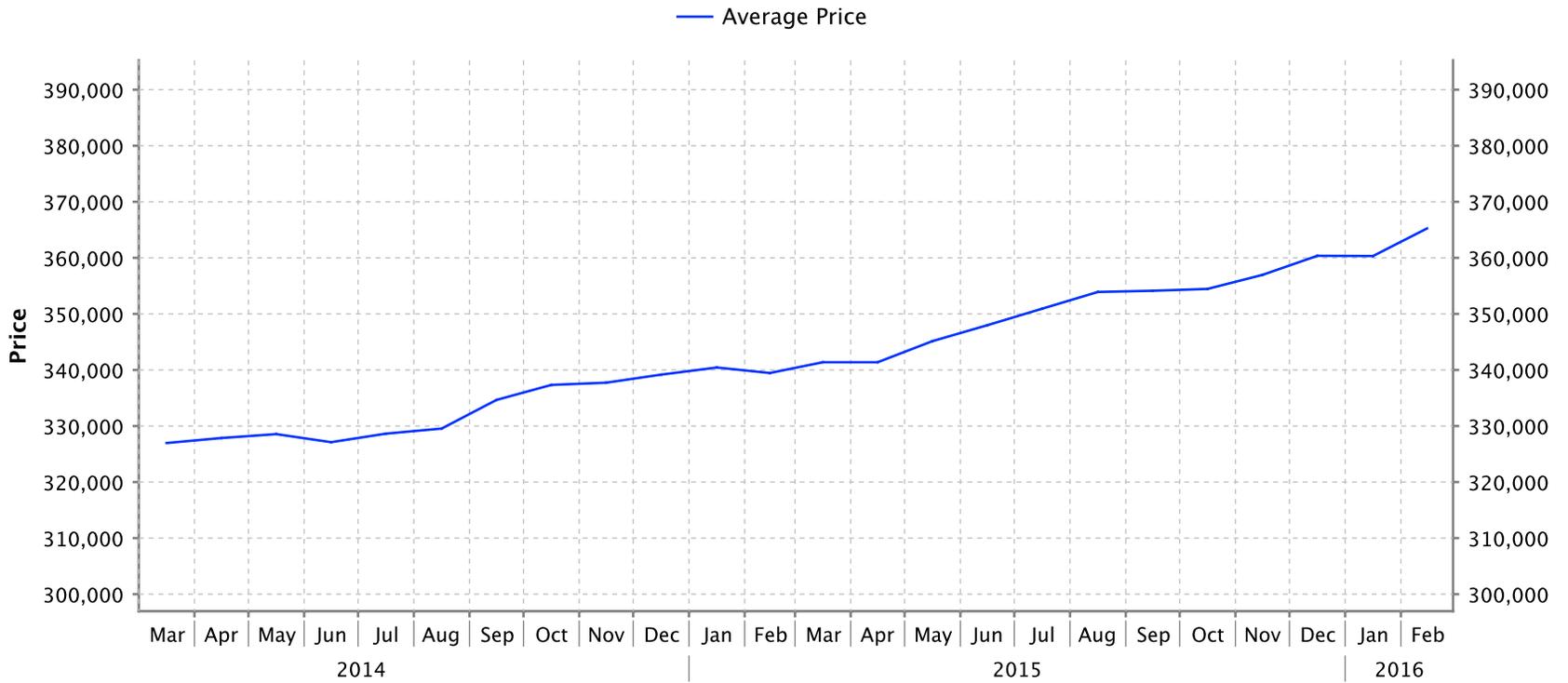


# Cowichan Valley

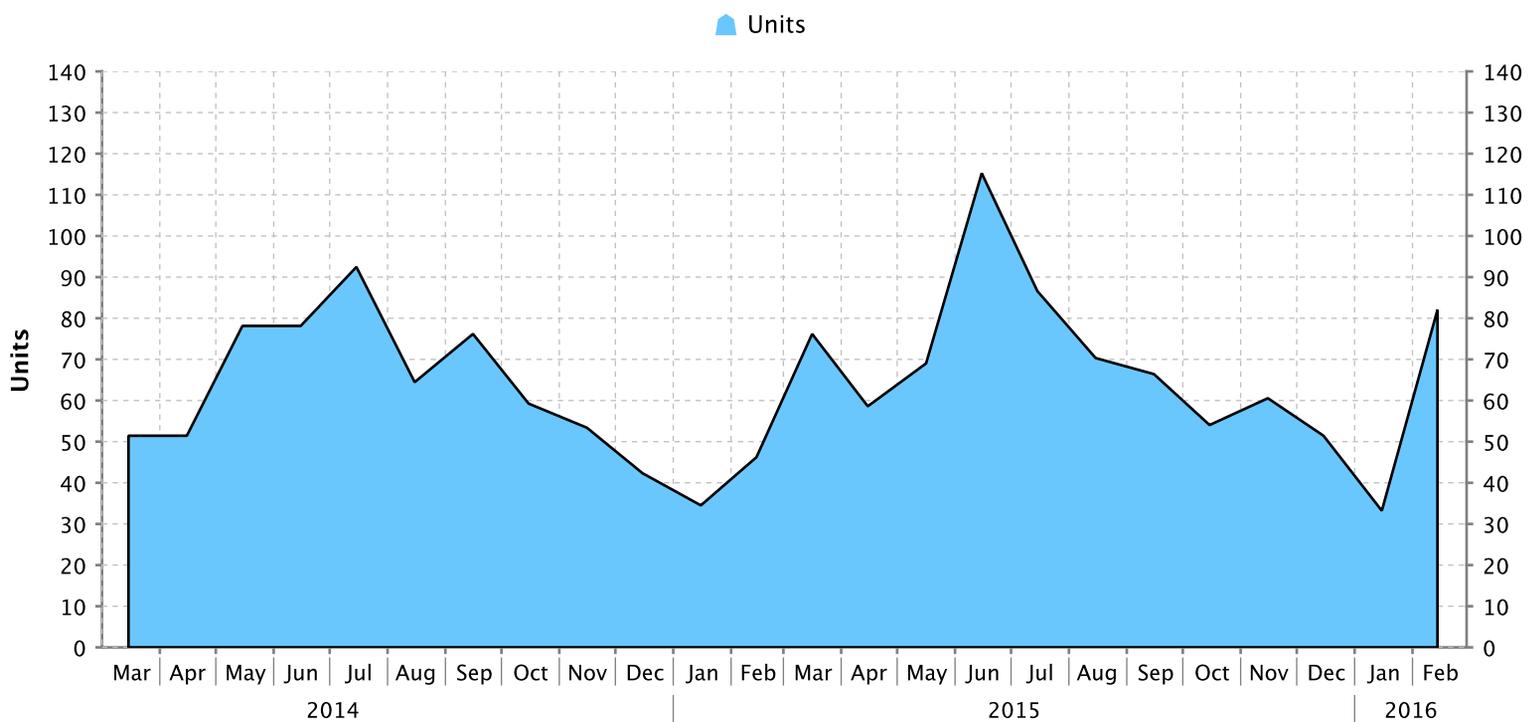
## as at February 29, 2016

### 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              | 17            | 19           | -11%     | 171               | 212           | -19%     |
| Units Reported Sold       | 7             | 3            | 133%     | 48                | 59            | -19%     |
| Sell/List Ratio           | 41%           | 16%          |          | 28%               | 28%           |          |
| Reported Sales Dollars    | \$997,000     | \$448,500    | 122%     | \$6,163,100       | \$7,647,555   | -19%     |
| Average Sell Price / Unit | \$142,429     | \$149,500    | -5%      | \$128,398         | \$129,620     | -1%      |
| Median Sell Price         | \$140,000     |              |          | \$135,000         |               |          |
| Sell Price / List Price   | 95%           | 96%          |          | 89%               | 88%           |          |
| Days to Sell              | 62            | 251          | -75%     | 132               | 170           | -22%     |
| Active Listings           | 117           | 139          |          |                   |               |          |
| <b>Single Family</b>      |               |              |          |                   |               |          |
| Units Listed              | 118           | 93           | 27%      | 1,233             | 1,283         | -4%      |
| Units Reported Sold       | 82            | 46           | 78%      | 820               | 724           | 13%      |
| Sell/List Ratio           | 69%           | 49%          |          | 67%               | 56%           |          |
| Reported Sales Dollars    | \$32,444,625  | \$15,442,010 | 110%     | \$299,498,754     | \$245,767,719 | 22%      |
| Average Sell Price / Unit | \$395,666     | \$335,696    | 18%      | \$365,242         | \$339,458     | 8%       |
| Median Sell Price         | \$375,000     |              |          | \$351,000         |               |          |
| Sell Price / List Price   | 97%           | 93%          |          | 95%               | 94%           |          |
| Days to Sell              | 65            | 89           | -27%     | 67                | 74            | -10%     |
| Active Listings           | 237           | 318          |          |                   |               |          |
| <b>Condos (Apt)</b>       |               |              |          |                   |               |          |
| Units Listed              | 11            | 25           | -56%     | 171               | 200           | -14%     |
| Units Reported Sold       | 9             | 6            | 50%      | 111               | 70            | 59%      |
| Sell/List Ratio           | 82%           | 24%          |          | 65%               | 35%           |          |
| Reported Sales Dollars    | \$1,316,000   | \$811,000    | 62%      | \$16,821,793      | \$10,484,112  | 60%      |
| Average Sell Price / Unit | \$146,222     | \$135,167    | 8%       | \$151,548         | \$149,773     | 1%       |
| Median Sell Price         | \$160,000     |              |          | \$145,000         |               |          |
| Sell Price / List Price   | 91%           | 90%          |          | 93%               | 92%           |          |
| Days to Sell              | 85            | 121          | -30%     | 96                | 118           | -19%     |
| Active Listings           | 63            | 99           |          |                   |               |          |
| <b>Condos (Patio)</b>     |               |              |          |                   |               |          |
| Units Listed              | 6             | 5            | 20%      | 37                | 33            | 12%      |
| Units Reported Sold       | 1             | 2            | -50%     | 30                | 26            | 15%      |
| Sell/List Ratio           | 17%           | 40%          |          | 81%               | 79%           |          |
| Reported Sales Dollars    | \$246,500     | \$470,000    | -48%     | \$8,313,300       | \$5,499,700   | 51%      |
| Average Sell Price / Unit | \$246,500     | \$235,000    | 5%       | \$277,110         | \$211,527     | 31%      |
| Median Sell Price         | \$246,500     |              |          | \$250,000         |               |          |
| Sell Price / List Price   | 99%           | 98%          |          | 95%               | 93%           |          |
| Days to Sell              | 3             | 98           | -97%     | 78                | 118           | -34%     |
| Active Listings           | 14            | 12           |          |                   |               |          |
| <b>Condos (Twnhse)</b>    |               |              |          |                   |               |          |
| Units Listed              | 7             | 11           | -36%     | 149               | 168           | -11%     |
| Units Reported Sold       | 10            | 4            | 150%     | 102               | 89            | 15%      |
| Sell/List Ratio           | 143%          | 36%          |          | 68%               | 53%           |          |
| Reported Sales Dollars    | \$2,424,520   | \$581,000    | 317%     | \$24,199,370      | \$18,848,651  | 28%      |
| Average Sell Price / Unit | \$242,452     | \$145,250    | 67%      | \$237,249         | \$211,783     | 12%      |
| Median Sell Price         | \$260,000     |              |          | \$228,720         |               |          |
| Sell Price / List Price   | 98%           | 92%          |          | 95%               | 94%           |          |
| Days to Sell              | 73            | 120          | -39%     | 81                | 124           | -34%     |
| Active Listings           | 40            | 58           |          |                   |               |          |

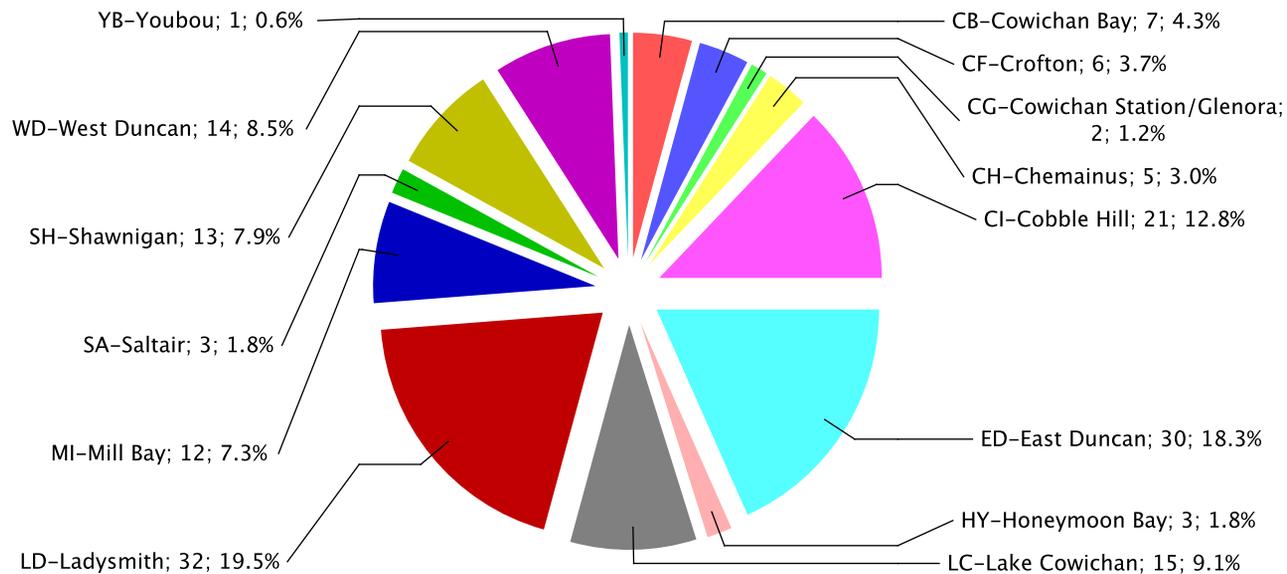
**PLEASE NOTE: SINGLE FAMILY** property does NOT INCLUDE acreage with house, condominiums, duplex/triplex, mobile homes/on pad, single family waterfront or single family strata. **LOTS** do NOT INCLUDE acreage or waterfront acreage.

# MLS® Single Family Sales Analysis

Unconditional Sales from January 1 to Feb 29, 2016

|                             | 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               | 1               | 3               | 0               | 2               | 0               | 0               | 0               | 0               | 0             | 1          | 7          |
| CF-Crofton                  | 0         | 0               | 3               | 0               | 1               | 1               | 0               | 0               | 0               | 0               | 1               | 0               | 0             | 0          | 6          |
| CG-Cowichan Station/Glenora | 0         | 0               | 0               | 0               | 0               | 0               | 0               | 1               | 1               | 0               | 0               | 0               | 0             | 0          | 2          |
| CH-Chemainus                | 0         | 1               | 0               | 1               | 2               | 1               | 0               | 0               | 0               | 0               | 0               | 0               | 0             | 0          | 5          |
| CI-Cobble Hill              | 0         | 0               | 1               | 0               | 1               | 3               | 3               | 2               | 4               | 2               | 5               | 0               | 0             | 0          | 21         |
| ED-East Duncan              | 0         | 0               | 2               | 2               | 4               | 7               | 4               | 3               | 4               | 2               | 1               | 0               | 0             | 1          | 30         |
| HY-Honeymoon Bay            | 0         | 0               | 0               | 1               | 2               | 0               | 0               | 0               | 0               | 0               | 0               | 0               | 0             | 0          | 3          |
| LC-Lake Cowichan            | 1         | 2               | 4               | 2               | 3               | 1               | 0               | 1               | 1               | 0               | 0               | 0               | 0             | 0          | 15         |
| LD-Ladysmith                | 0         | 0               | 3               | 3               | 6               | 4               | 5               | 2               | 7               | 1               | 1               | 0               | 0             | 0          | 32         |
| MI-Mill Bay                 | 0         | 0               | 0               | 0               | 0               | 0               | 4               | 1               | 6               | 1               | 0               | 0               | 0             | 0          | 12         |
| SA-Saltair                  | 0         | 0               | 0               | 0               | 0               | 0               | 1               | 0               | 1               | 0               | 0               | 0               | 0             | 1          | 3          |
| SH-Shawnigan                | 0         | 0               | 0               | 1               | 3               | 3               | 3               | 1               | 0               | 1               | 1               | 0               | 0             | 0          | 13         |
| WD-West Duncan              | 0         | 0               | 4               | 3               | 3               | 3               | 0               | 1               | 0               | 0               | 0               | 0               | 0             | 0          | 14         |
| YB-Youbou                   | 0         | 1               | 0               | 0               | 0               | 0               | 0               | 0               | 0               | 0               | 0               | 0               | 0             | 0          | 1          |
| <b>Zone 3 TOTALS</b>        | <b>1</b>  | <b>4</b>        | <b>17</b>       | <b>13</b>       | <b>26</b>       | <b>26</b>       | <b>20</b>       | <b>14</b>       | <b>24</b>       | <b>7</b>        | <b>9</b>        | <b>0</b>        | <b>0</b>      | <b>3</b>   | <b>164</b> |

## Cowichan Valley - Single Family Sales by Subarea



Total Unconditional Sales January 1 to February 29, 2016 = 164