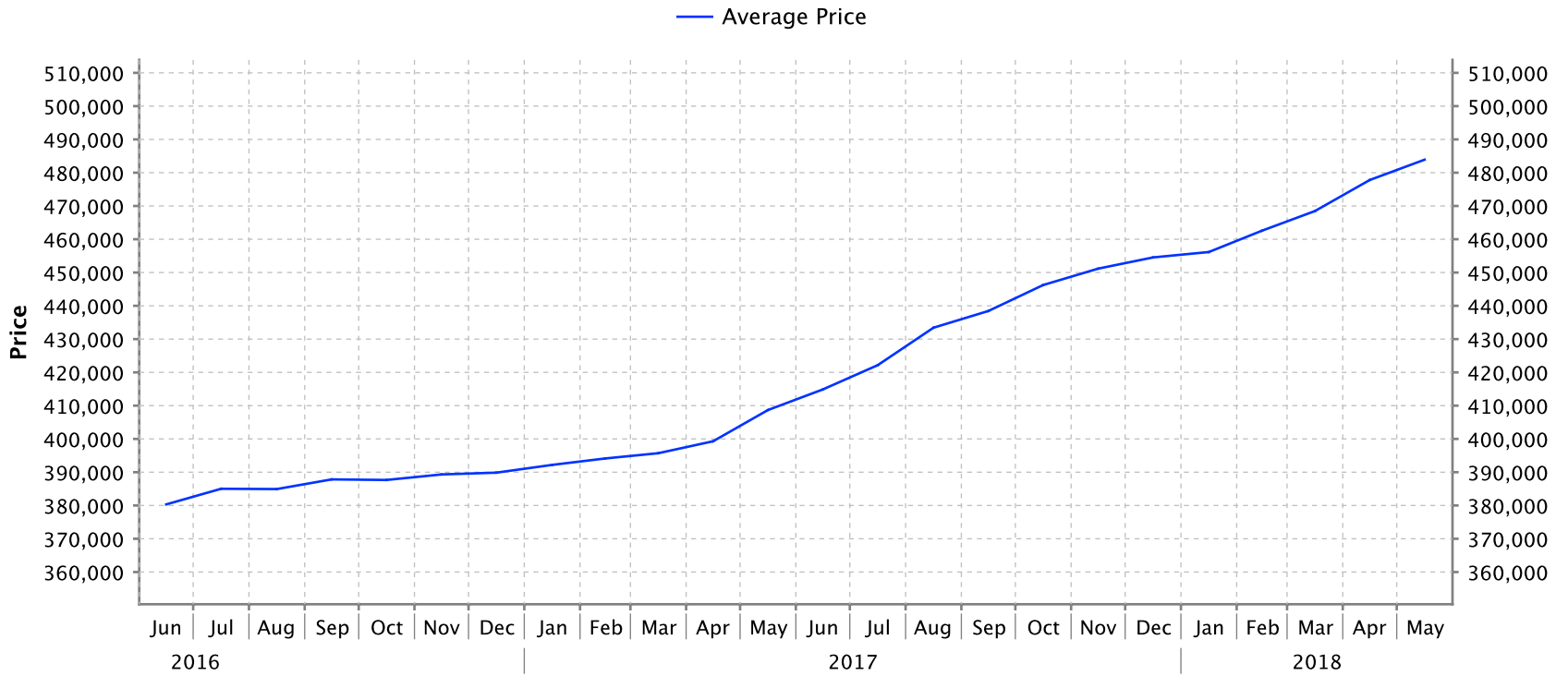


Cowichan Valley

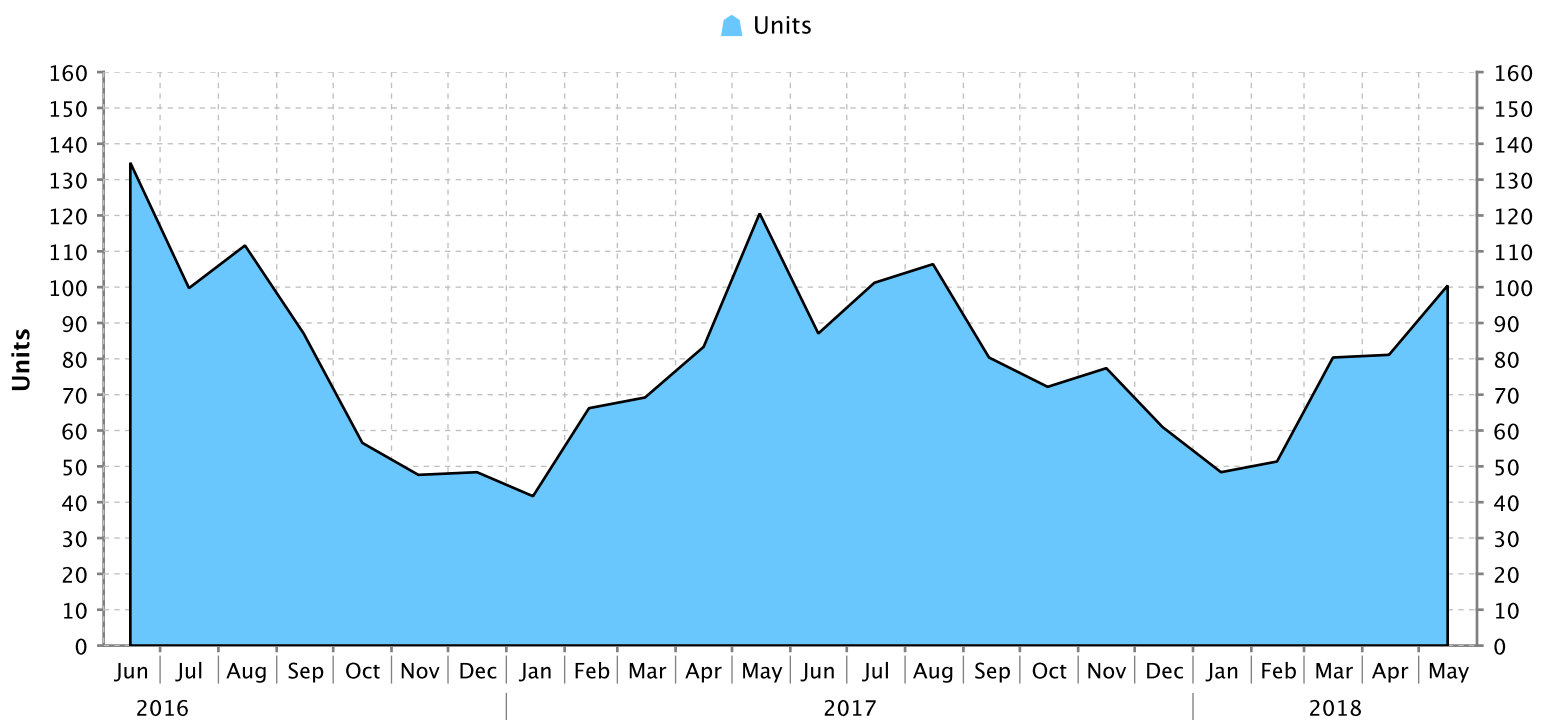
as at May 31, 2018

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 |
| Lots | | | | | | |
| Units Listed | 13 | 18 | -28% | 153 | 179 | -15% |
| Units Reported Sold | 3 | 11 | -73% | 91 | 114 | -20% |
| Sell/List Ratio | 23% | 61% | | 59% | 64% | |
| Reported Sales Dollars | \$529,000 | \$2,077,183 | -75% | \$15,460,396 | \$16,838,280 | -8% |
| Average Sell Price / Unit | \$176,333 | \$188,835 | -7% | \$169,894 | \$147,704 | 15% |
| Median Sell Price | \$180,000 | | | \$171,151 | | |
| Sell Price / List Price | 88% | 89% | | 95% | 92% | |
| Days to Sell | 80 | 108 | -26% | 125 | 122 | 3% |
| Active Listings | 58 | 64 | | | | |
| Single Family | | | | | | |
| Units Listed | 159 | 135 | 18% | 1,244 | 1,116 | 11% |
| Units Reported Sold | 100 | 120 | -17% | 944 | 961 | -2% |
| Sell/List Ratio | 63% | 89% | | 76% | 86% | |
| Reported Sales Dollars | \$51,858,328 | \$55,651,195 | -7% | \$456,808,066 | \$392,745,682 | 16% |
| Average Sell Price / Unit | \$518,583 | \$463,760 | 12% | \$483,907 | \$408,684 | 18% |
| Median Sell Price | \$499,000 | | | \$462,500 | | |
| Sell Price / List Price | 99% | 99% | | 99% | 97% | |
| Days to Sell | 25 | 22 | 10% | 28 | 38 | -26% |
| Active Listings | 199 | 149 | | | | |
| Condos (Apt) | | | | | | |
| Units Listed | 10 | 21 | -52% | 198 | 161 | 23% |
| Units Reported Sold | 14 | 17 | -18% | 136 | 136 | 0% |
| Sell/List Ratio | 140% | 81% | | 69% | 84% | |
| Reported Sales Dollars | \$3,830,100 | \$3,541,004 | 8% | \$27,932,370 | \$25,291,270 | 10% |
| Average Sell Price / Unit | \$273,579 | \$208,294 | 31% | \$205,385 | \$185,965 | 10% |
| Median Sell Price | \$280,000 | | | \$179,000 | | |
| Sell Price / List Price | 97% | 101% | | 99% | 99% | |
| Days to Sell | 58 | 17 | 249% | 36 | 71 | -50% |
| Active Listings | 25 | 50 | | | | |
| Condos (Patio) | | | | | | |
| Units Listed | 3 | 1 | 200% | 28 | 18 | 56% |
| Units Reported Sold | 4 | 1 | 300% | 19 | 20 | -5% |
| Sell/List Ratio | 133% | 100% | | 68% | 111% | |
| Reported Sales Dollars | \$2,136,400 | \$275,000 | 677% | \$7,243,867 | \$6,855,595 | 6% |
| Average Sell Price / Unit | \$534,100 | \$275,000 | 94% | \$381,256 | \$342,780 | 11% |
| Median Sell Price | \$649,900 | | | \$359,900 | | |
| Sell Price / List Price | 98% | 98% | | 99% | 98% | |
| Days to Sell | 53 | 6 | 783% | 32 | 48 | -32% |
| Active Listings | 5 | 0 | | | | |
| Condos (Twnhse) | | | | | | |
| Units Listed | 31 | 14 | 121% | 164 | 133 | 23% |
| Units Reported Sold | 15 | 9 | 67% | 119 | 111 | 7% |
| Sell/List Ratio | 48% | 64% | | 73% | 83% | |
| Reported Sales Dollars | \$5,488,200 | \$2,209,982 | 148% | \$36,565,078 | \$28,784,833 | 27% |
| Average Sell Price / Unit | \$365,880 | \$245,554 | 49% | \$307,270 | \$259,323 | 18% |
| Median Sell Price | \$315,000 | | | \$295,000 | | |
| Sell Price / List Price | 99% | 101% | | 100% | 99% | |
| Days to Sell | 22 | 37 | -39% | 29 | 57 | -50% |
| Active Listings | 34 | 21 | | | | |

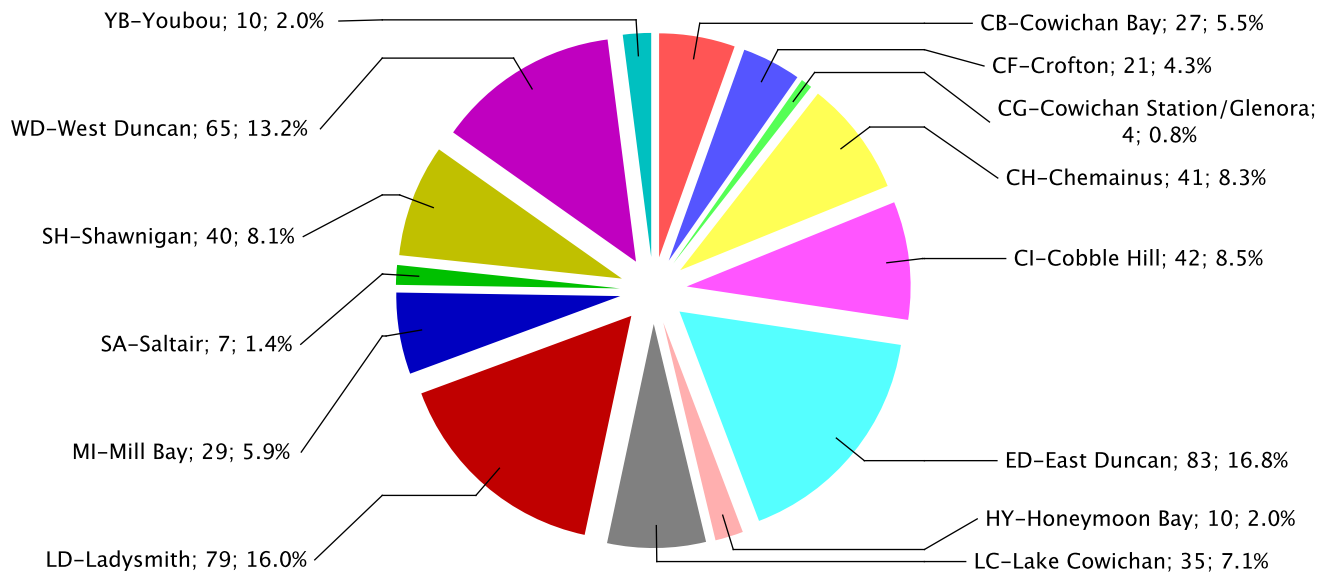
PLEASE NOTE: SINGLE FAMILY property does NOT INCLUDE acreage with house, condominiums, duplex/triplex, mobile homes/on pad, single family waterfront or single family strata. **LOTS** do NOT INCLUDE acreage or waterfront acreage.

MLS® Single Family Sales Analysis

Unconditional Sales from January 1 to May 31, 2018

| | 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 | 1 | 3 | 3 | 7 | 9 | 2 | 1 | 0 | 1 | 27 |
| CF-Crofton | 0 | 0 | 1 | 0 | 3 | 5 | 5 | 2 | 4 | 0 | 1 | 0 | 0 | 0 | 21 |
| CG-Cowichan Station/Glenora | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 0 | 0 | 2 | 0 | 4 |
| CH-Chemainus | 0 | 1 | 0 | 4 | 3 | 3 | 8 | 4 | 11 | 3 | 2 | 0 | 1 | 1 | 41 |
| CI-Cobble Hill | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 2 | 17 | 10 | 6 | 2 | 2 | 2 | 42 |
| ED-East Duncan | 0 | 0 | 1 | 2 | 5 | 10 | 6 | 6 | 28 | 9 | 7 | 4 | 1 | 4 | 83 |
| HY-Honeymoon Bay | 0 | 0 | 3 | 3 | 3 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 10 |
| LC-Lake Cowichan | 0 | 1 | 5 | 4 | 7 | 4 | 1 | 4 | 3 | 2 | 1 | 2 | 0 | 1 | 35 |
| LD-Ladysmith | 0 | 0 | 0 | 2 | 5 | 12 | 12 | 13 | 15 | 16 | 2 | 0 | 1 | 1 | 79 |
| MI-Mill Bay | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 4 | 4 | 9 | 3 | 3 | 4 | 29 |
| SA-Saltair | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 2 | 2 | 2 | 0 | 0 | 0 | 7 |
| SH-Shawnigan | 0 | 0 | 0 | 1 | 1 | 5 | 3 | 8 | 6 | 8 | 2 | 3 | 1 | 2 | 40 |
| WD-West Duncan | 0 | 0 | 0 | 2 | 3 | 8 | 14 | 15 | 13 | 6 | 2 | 0 | 1 | 1 | 65 |
| YB-Youbou | 0 | 0 | 2 | 2 | 1 | 2 | 0 | 0 | 2 | 0 | 0 | 0 | 0 | 1 | 10 |
| Zone 3 TOTALS | 0 | 2 | 12 | 20 | 31 | 50 | 55 | 59 | 113 | 69 | 36 | 16 | 12 | 18 | 493 |

Cowichan Valley - Single Family Sales by Subarea



Total Unconditional Sales January 1 to May 31, 2018 = 493