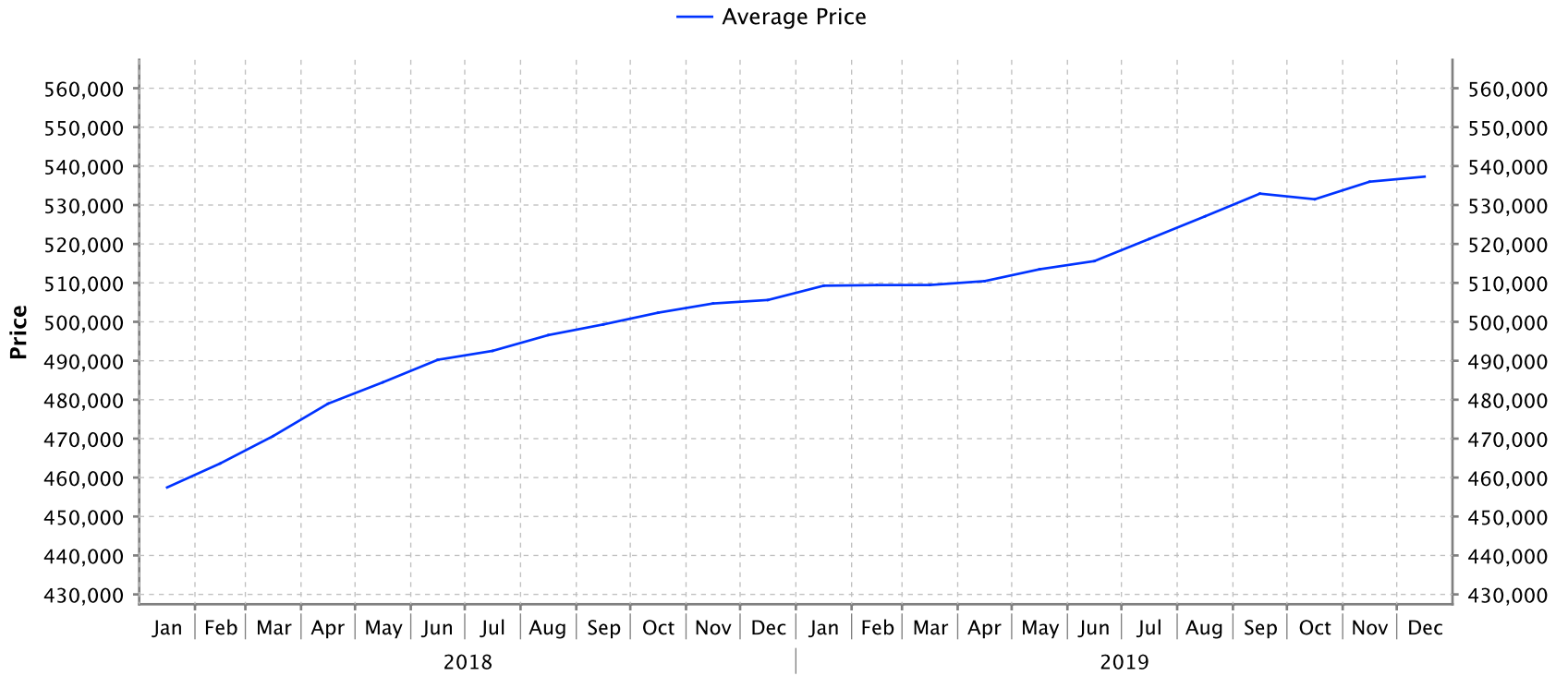


Cowichan Valley

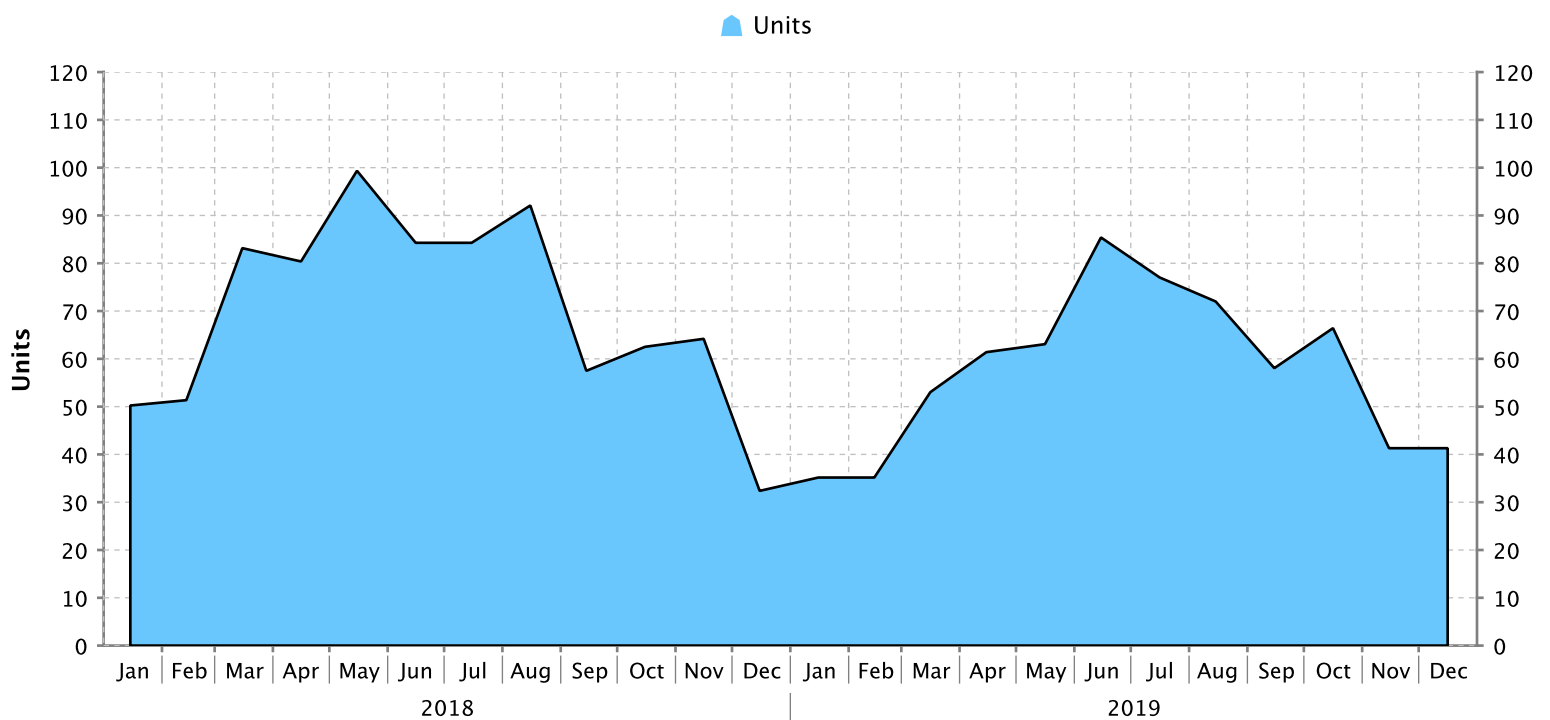
as at December 31, 2019

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
Lots						
Units Listed	4	2	100%	251	122	106%
Units Reported Sold	6	2	200%	63	61	3%
Sell/List Ratio	150%	100%		25%	50%	
Reported Sales Dollars	\$1,169,500	\$495,000	136%	\$12,662,350	\$11,458,571	11%
Average Sell Price / Unit	\$194,917	\$247,500	-21%	\$200,990	\$187,845	7%
Median Sell Price	\$209,900			\$204,000		
Sell Price / List Price	94%	91%		95%	97%	
Days to Sell	66	96	-32%	89	88	1%
Active Listings	146	45				
Single Family						
Units Listed	31	35	-11%	1,021	1,118	-9%
Units Reported Sold	41	32	28%	687	838	-18%
Sell/List Ratio	132%	91%		67%	75%	
Reported Sales Dollars	\$20,991,700	\$15,280,650	37%	\$369,116,582	\$423,698,853	-13%
Average Sell Price / Unit	\$511,993	\$477,520	7%	\$537,288	\$505,607	6%
Median Sell Price	\$528,000			\$525,000		
Sell Price / List Price	95%	95%		97%	98%	
Days to Sell	44	39	14%	37	31	19%
Active Listings	129	124				
Condos (Apt)						
Units Listed	8	6	33%	143	173	-17%
Units Reported Sold	8	3	167%	101	141	-28%
Sell/List Ratio	100%	50%		71%	82%	
Reported Sales Dollars	\$1,864,000	\$480,000	288%	\$24,669,350	\$30,292,622	-19%
Average Sell Price / Unit	\$233,000	\$160,000	46%	\$244,251	\$214,841	14%
Median Sell Price	\$264,000			\$224,000		
Sell Price / List Price	97%	94%		97%	97%	
Days to Sell	18	27	-33%	34	34	2%
Active Listings	24	20				
Condos (Patio)						
Units Listed	0	2	-100%	30	37	-19%
Units Reported Sold	0	1	-100%	23	30	-23%
Sell/List Ratio		50%		77%	81%	
Reported Sales Dollars	\$0	\$425,000	-100%	\$8,346,513	\$10,834,804	-23%
Average Sell Price / Unit		\$425,000		\$362,892	\$361,160	0%
Median Sell Price				\$355,000		
Sell Price / List Price		104%		95%	99%	
Days to Sell		1		55	30	81%
Active Listings	5	6				
Condos (Twnhse)						
Units Listed	0	3	-100%	113	152	-26%
Units Reported Sold	4	5	-20%	98	122	-20%
Sell/List Ratio		167%		87%	80%	
Reported Sales Dollars	\$1,327,500	\$1,842,700	-28%	\$33,756,555	\$42,152,501	-20%
Average Sell Price / Unit	\$331,875	\$368,540	-10%	\$344,455	\$345,512	-0%
Median Sell Price	\$300,000			\$327,000		
Sell Price / List Price	96%	97%		98%	98%	
Days to Sell	61	29	110%	38	33	14%
Active Listings	15	18				

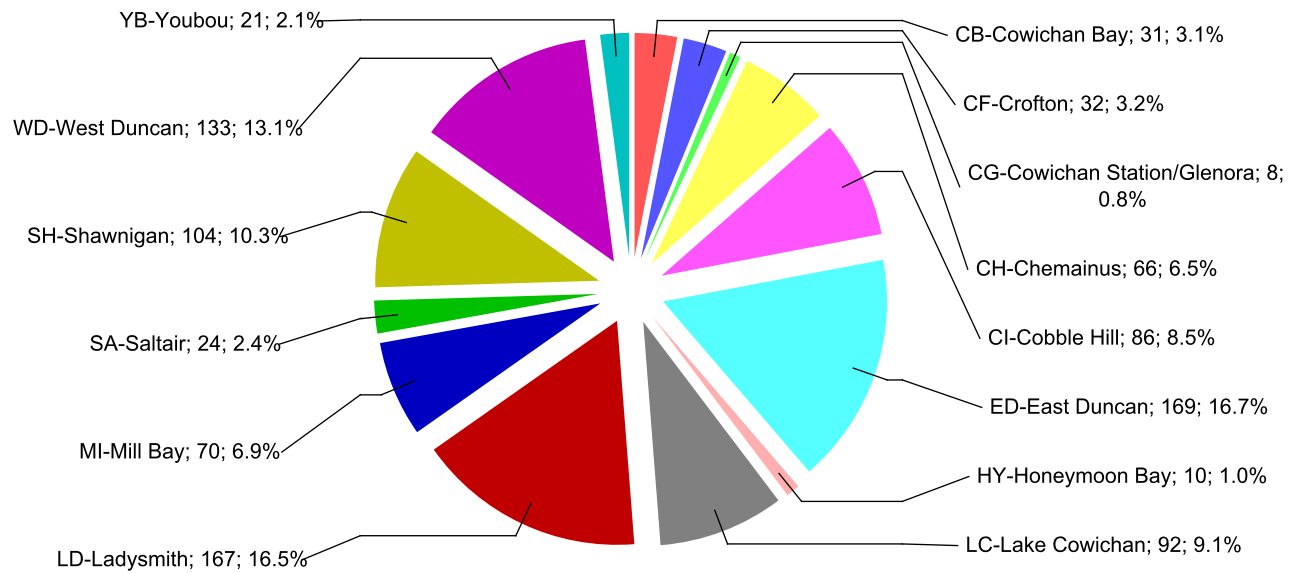
PLEASE NOTE: SINGLE FAMILY property does NOT INCLUDE acreage with house, condominiums, duplex/triplex, mobile homes/on pad, single family waterfront or single family strata. **LOTS** do NOT INCLUDE acreage or waterfront acreage.

MLS® Single Family Sales Analysis

Unconditional Sales from January 1 to Dec 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	4	14	8	1	3	0	1	31
CF-Crofton	0	0	1	0	3	6	7	5	7	3	0	0	0	0	32
CG-Cowichan Station/Glenora	0	0	0	0	0	1	1	1	1	3	1	0	0	0	8
CH-Chemainus	0	0	1	0	2	7	7	10	24	9	2	0	1	3	66
CI-Cobble Hill	0	0	0	0	0	0	2	13	22	14	15	8	5	7	86
ED-East Duncan	0	2	0	2	5	17	10	14	49	32	16	12	4	6	169
HY-Honeymoon Bay	0	0	1	2	1	1	1	1	1	1	0	1	0	0	10
LC-Lake Cowichan	0	3	4	10	9	10	21	4	17	7	0	1	2	4	92
LD-Ladysmith	0	1	1	2	7	7	26	32	40	30	11	3	2	5	167
MI-Mill Bay	0	0	1	0	0	1	0	2	15	17	16	9	6	3	70
SA-Saltair	0	0	0	0	1	0	4	4	5	3	4	2	0	1	24
SH-Shawnigan	0	1	0	0	2	0	7	18	28	21	10	5	1	11	104
WD-West Duncan	0	0	1	2	9	9	18	37	38	12	2	2	1	2	133
YB-Youbou	0	1	2	3	1	2	2	3	1	0	2	1	0	3	21
Zone 3 TOTALS	0	8	12	21	40	61	106	148	262	160	80	47	22	46	1,013

Cowichan Valley - Single Family Sales by Subarea



Total Unconditional Sales January 1 to December 31, 2019 = 1,013

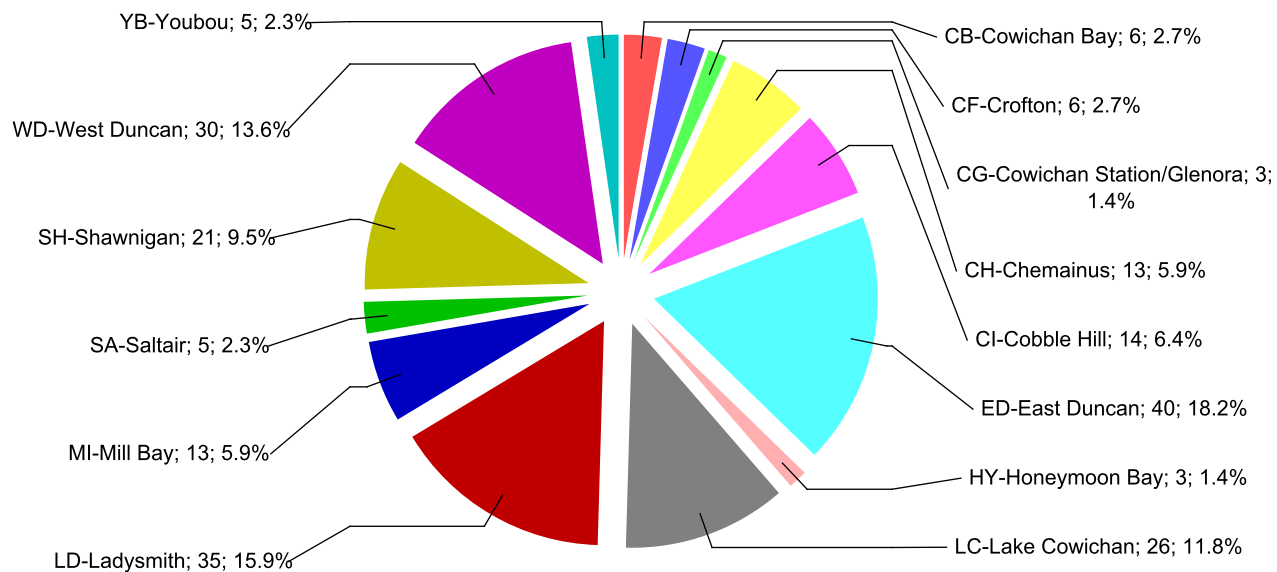
4th Quarter 2019

MLS® Single Family Sales Analysis

Unconditional Sales from October 1 to Dec 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	2	2	0	0	0	1	6
CF-Crofton	0	0	0	0	0	1	1	1	1	2	0	0	0	0	6
CG-Cowichan Station/Glenora	0	0	0	0	0	0	0	1	0	2	0	0	0	0	3
CH-Chemainus	0	0	0	0	0	4	1	1	2	3	0	0	1	1	13
CI-Cobble Hill	0	0	0	0	0	0	0	1	3	4	2	1	0	3	14
ED-East Duncan	0	1	0	1	1	6	2	1	10	7	5	4	1	1	40
HY-Honeymoon Bay	0	0	0	1	1	1	0	0	0	0	0	0	0	0	3
LC-Lake Cowichan	0	1	1	6	2	3	4	1	5	2	0	0	0	1	26
LD-Ladysmith	0	0	0	0	1	1	6	10	8	5	2	1	1	0	35
MI-Mill Bay	0	0	0	0	0	0	0	0	3	3	2	2	1	2	13
SA-Saltair	0	0	0	0	0	0	0	1	2	2	0	0	0	0	5
SH-Shawnigan	0	0	0	0	0	0	2	3	9	3	3	0	0	1	21
WD-West Duncan	0	0	0	0	2	2	5	7	10	2	1	1	0	0	30
YB-Youbou	0	0	1	0	0	0	1	1	0	0	1	0	0	1	5
Zone 3 TOTALS	0	2	2	8	7	18	22	29	55	37	16	9	4	11	220

Cowichan Valley - Single Family Sales by Subarea



Total Unconditional Sales October 1 to December 31, 2019 = 220