



BRYCE HANSEN TEAM

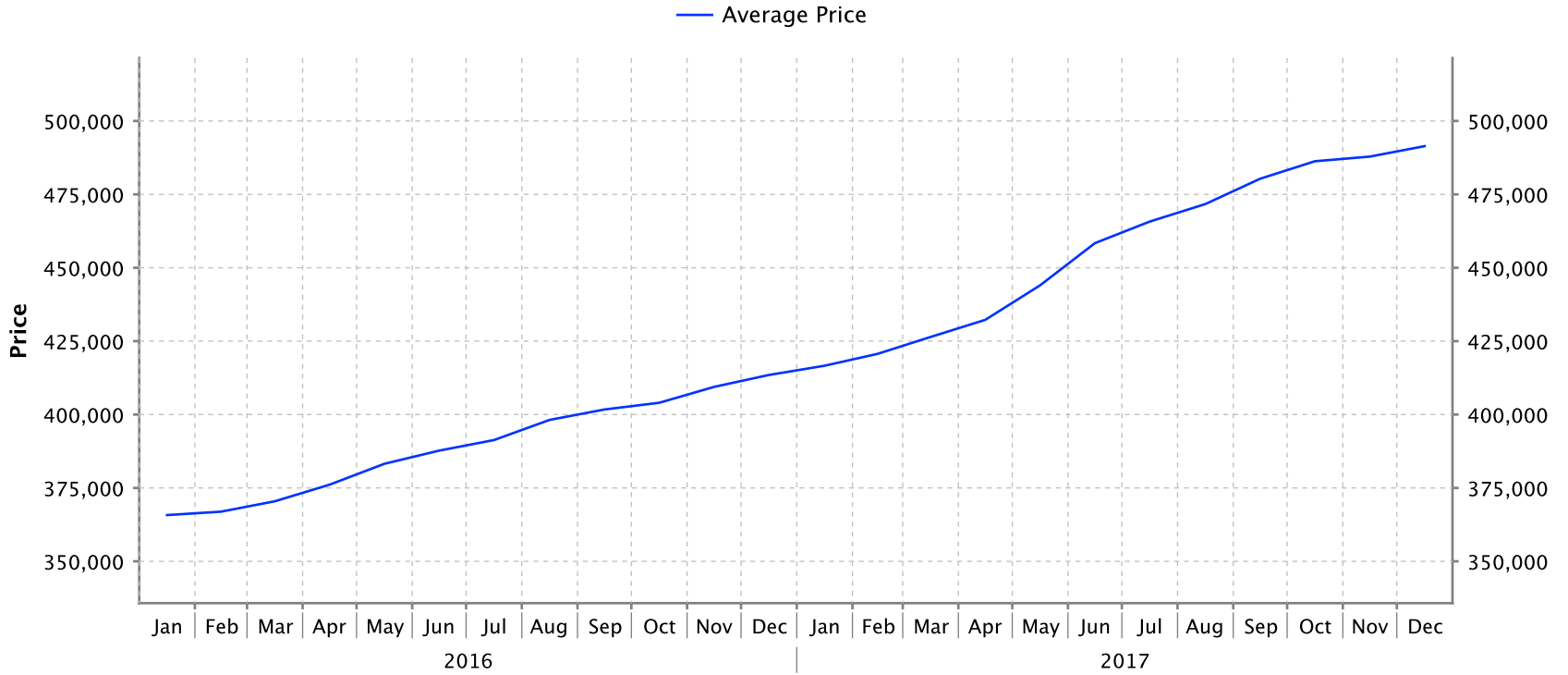
Personal Real Estate Corporation

Ph: (250) 702-6493

# Comox Valley

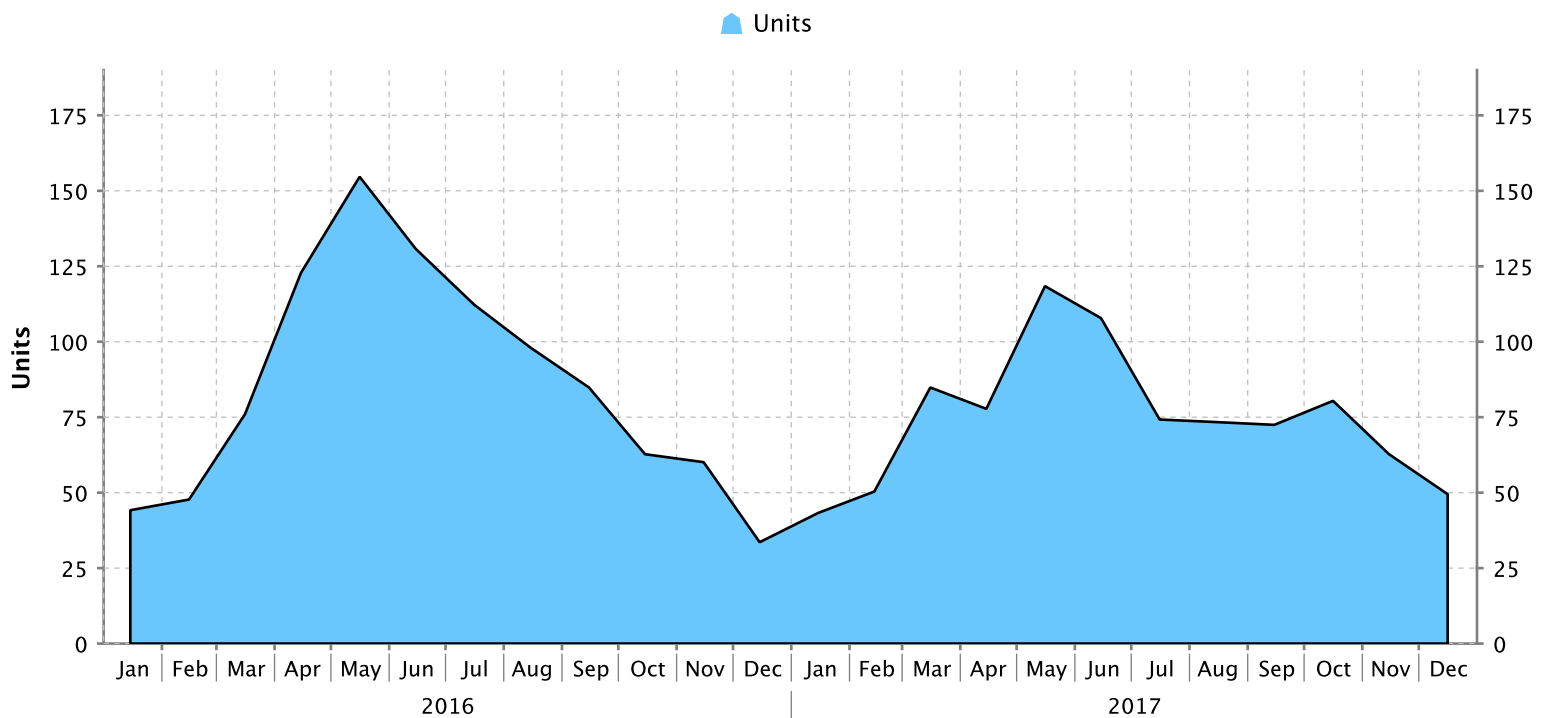
## as at December 31, 2017

### 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





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## 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              | 7             | 2            | 250%     | 70                | 105           | -33%     |
| Units Reported Sold       | 6             | 1            | 500%     | 57                | 71            | -20%     |
| Sell/List Ratio           | 86%           | 50%          |          | 81%               | 68%           |          |
| Reported Sales Dollars    | \$1,250,800   | \$150,000    | 734%     | \$13,779,335      | \$12,751,762  | 8%       |
| Average Sell Price / Unit | \$208,467     | \$150,000    | 39%      | \$241,743         | \$179,602     | 35%      |
| Median Sell Price         | \$202,000     |              |          | \$209,000         |               |          |
| Sell Price / List Price   | 91%           | 98%          |          | 94%               | 94%           |          |
| Days to Sell              | 358           | 315          | 14%      | 200               | 219           | -8%      |
| Active Listings           | 25            | 45           |          |                   |               |          |
| <b>Single Family</b>      |               |              |          |                   |               |          |
| Units Listed              | 42            | 28           | 50%      | 1,139             | 1,200         | -5%      |
| Units Reported Sold       | 49            | 33           | 48%      | 889               | 1,022         | -13%     |
| Sell/List Ratio           | 117%          | 118%         |          | 78%               | 85%           |          |
| Reported Sales Dollars    | \$25,384,400  | \$14,408,250 | 76%      | \$436,879,190     | \$422,574,473 | 3%       |
| Average Sell Price / Unit | \$518,049     | \$436,614    | 19%      | \$491,428         | \$413,478     | 19%      |
| Median Sell Price         | \$475,000     |              |          | \$470,000         |               |          |
| Sell Price / List Price   | 96%           | 97%          |          | 98%               | 97%           |          |
| Days to Sell              | 55            | 44           | 25%      | 36                | 50            | -27%     |
| Active Listings           | 142           | 124          |          |                   |               |          |
| <b>Condos (Apt)</b>       |               |              |          |                   |               |          |
| Units Listed              | 4             | 11           | -64%     | 382               | 259           | 47%      |
| Units Reported Sold       | 23            | 17           | 35%      | 340               | 205           | 66%      |
| Sell/List Ratio           | 575%          | 155%         |          | 89%               | 79%           |          |
| Reported Sales Dollars    | \$5,445,800   | \$2,825,450  | 93%      | \$81,132,264      | \$43,637,100  | 86%      |
| Average Sell Price / Unit | \$236,774     | \$166,203    | 42%      | \$238,624         | \$212,864     | 12%      |
| Median Sell Price         | \$207,000     |              |          | \$207,000         |               |          |
| Sell Price / List Price   | 96%           | 94%          |          | 97%               | 96%           |          |
| Days to Sell              | 66            | 179          | -63%     | 54                | 156           | -65%     |
| Active Listings           | 56            | 89           |          |                   |               |          |
| <b>Condos (Patio)</b>     |               |              |          |                   |               |          |
| Units Listed              | 3             | 4            | -25%     | 91                | 95            | -4%      |
| Units Reported Sold       | 3             | 7            | -57%     | 78                | 99            | -21%     |
| Sell/List Ratio           | 100%          | 175%         |          | 86%               | 104%          |          |
| Reported Sales Dollars    | \$1,110,000   | \$2,296,125  | -52%     | \$28,780,600      | \$30,766,450  | -6%      |
| Average Sell Price / Unit | \$370,000     | \$328,018    | 13%      | \$368,982         | \$310,772     | 19%      |
| Median Sell Price         | \$360,000     |              |          | \$335,000         |               |          |
| Sell Price / List Price   | 98%           | 99%          |          | 98%               | 98%           |          |
| Days to Sell              | 43            | 12           | 253%     | 26                | 50            | -49%     |
| Active Listings           | 8             | 5            |          |                   |               |          |
| <b>Condos (Twnhse)</b>    |               |              |          |                   |               |          |
| Units Listed              | 3             | 0            |          | 171               | 137           | 25%      |
| Units Reported Sold       | 9             | 2            | 350%     | 156               | 154           | 1%       |
| Sell/List Ratio           | 300%          |              |          | 91%               | 112%          |          |
| Reported Sales Dollars    | \$3,008,726   | \$525,000    | 473%     | \$46,802,102      | \$39,841,590  | 17%      |
| Average Sell Price / Unit | \$334,303     | \$262,500    | 27%      | \$300,013         | \$258,712     | 16%      |
| Median Sell Price         | \$342,134     |              |          | \$301,500         |               |          |
| Sell Price / List Price   | 104%          | 94%          |          | 100%              | 99%           |          |
| Days to Sell              | 73            | 68           | 6%       | 53                | 83            | -36%     |
| Active Listings           | 17            | 15           |          |                   |               |          |

**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.



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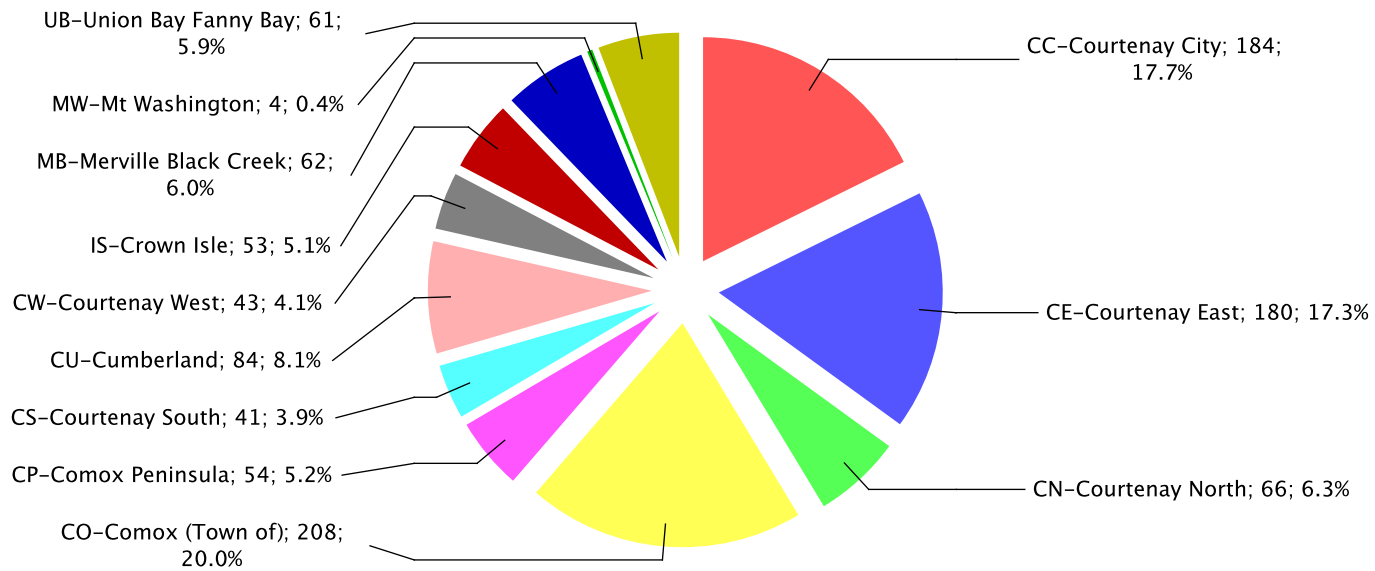
# MLS® Single Family Sales Analysis

Unconditional Sales from January 1 to Dec 31, 2017

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|                         | 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        |
|-------------------------|-----------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|---------------|------------|--------------|
| CC-Courtenay City       | 0         | 1               | 9               | 14              | 29              | 30              | 43              | 38              | 12              | 5               | 1               | 1               | 0             | 1          | <b>184</b>   |
| CE-Courtenay East       | 0         | 4               | 5               | 2               | 14              | 20              | 27              | 44              | 40              | 12              | 9               | 1               | 1             | 1          | <b>180</b>   |
| CN-Courtenay North      | 0         | 0               | 0               | 1               | 4               | 4               | 8               | 5               | 10              | 13              | 11              | 2               | 4             | 4          | <b>66</b>    |
| CO-Comox (Town of)      | 0         | 1               | 1               | 2               | 5               | 25              | 35              | 50              | 42              | 29              | 9               | 3               | 2             | 4          | <b>208</b>   |
| CP-Comox Peninsula      | 0         | 2               | 0               | 1               | 1               | 6               | 0               | 5               | 8               | 7               | 6               | 4               | 6             | 8          | <b>54</b>    |
| CS-Courtenay South      | 0         | 0               | 0               | 2               | 0               | 3               | 7               | 7               | 6               | 5               | 3               | 1               | 3             | 4          | <b>41</b>    |
| CU-Cumberland           | 1         | 1               | 1               | 0               | 7               | 6               | 22              | 19              | 21              | 5               | 1               | 0               | 0             | 0          | <b>84</b>    |
| CW-Courtenay West       | 1         | 0               | 0               | 2               | 3               | 6               | 6               | 4               | 8               | 7               | 1               | 2               | 0             | 3          | <b>43</b>    |
| IS-Crown Isle           | 0         | 0               | 0               | 0               | 0               | 0               | 0               | 1               | 15              | 24              | 5               | 5               | 3             | 0          | <b>53</b>    |
| MB-Merville Black Creek | 0         | 0               | 1               | 3               | 2               | 5               | 9               | 7               | 12              | 6               | 8               | 0               | 6             | 3          | <b>62</b>    |
| MW-Mt Washington        | 0         | 0               | 0               | 0               | 0               | 1               | 0               | 3               | 0               | 0               | 0               | 0               | 0             | 0          | <b>4</b>     |
| UB-Union Bay Fanny Bay  | 0         | 4               | 3               | 4               | 8               | 5               | 7               | 8               | 10              | 5               | 1               | 3               | 2             | 1          | <b>61</b>    |
| <b>Zone 2 TOTALS</b>    | <b>2</b>  | <b>13</b>       | <b>20</b>       | <b>31</b>       | <b>73</b>       | <b>111</b>      | <b>164</b>      | <b>191</b>      | <b>184</b>      | <b>118</b>      | <b>55</b>       | <b>22</b>       | <b>27</b>     | <b>29</b>  | <b>1,040</b> |

## Comox Valley - Single Family Sales by Subarea



Total Unconditional Sales January 1 to December 31, 2017 = 1,040



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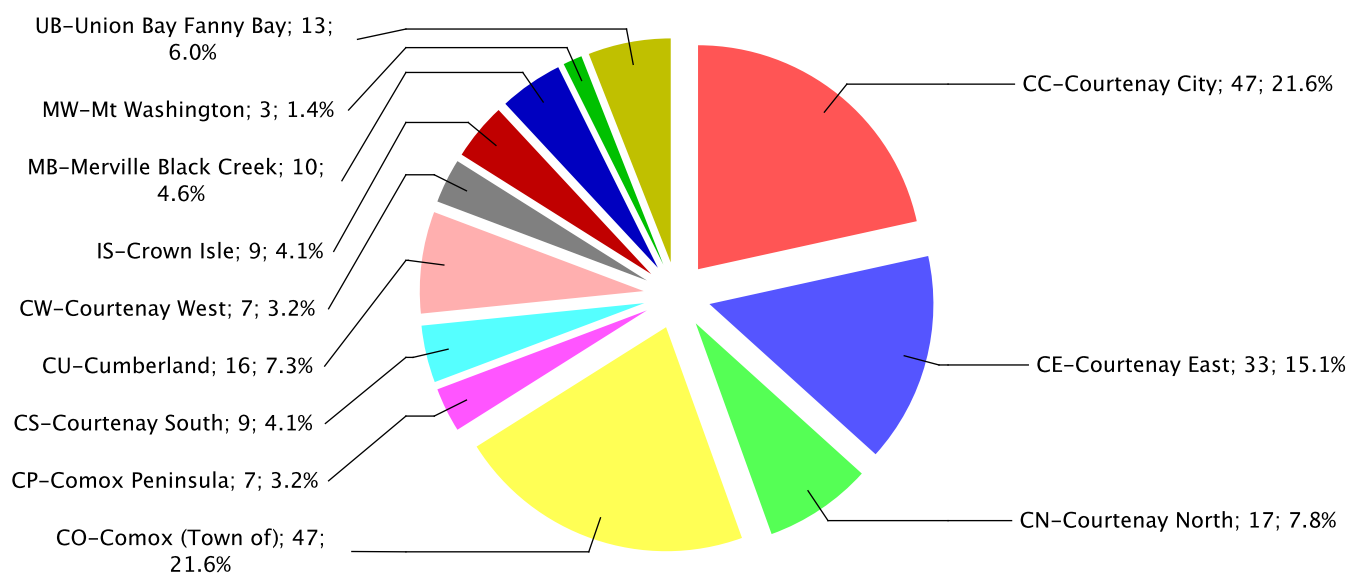
## 4th Quarter 2017

### MLS® Single Family Sales Analysis

Unconditional Sales from October 1 to Dec 31, 2017

|                         | 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      |
|-------------------------|-----------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|---------------|------------|------------|
| CC-Courtenay City       | 0         | 0               | 2               | 3               | 7               | 7               | 14              | 8               | 4               | 1               | 0               | 1               | 0             | 0          | 47         |
| CE-Courtenay East       | 0         | 0               | 1               | 0               | 2               | 4               | 5               | 6               | 11              | 0               | 3               | 1               | 0             | 0          | 33         |
| CN-Courtenay North      | 0         | 0               | 0               | 1               | 0               | 2               | 3               | 0               | 2               | 3               | 3               | 0               | 1             | 2          | 17         |
| CO-Comox (Town of)      | 0         | 0               | 1               | 1               | 0               | 2               | 9               | 9               | 9               | 7               | 6               | 0               | 1             | 2          | 47         |
| CP-Comox Peninsula      | 0         | 0               | 0               | 0               | 0               | 1               | 0               | 2               | 0               | 0               | 2               | 0               | 0             | 2          | 7          |
| CS-Courtenay South      | 0         | 0               | 0               | 1               | 0               | 0               | 2               | 2               | 0               | 3               | 0               | 0               | 1             | 0          | 9          |
| CU-Cumberland           | 0         | 0               | 0               | 0               | 1               | 1               | 4               | 6               | 4               | 0               | 0               | 0               | 0             | 0          | 16         |
| CW-Courtenay West       | 0         | 0               | 0               | 0               | 0               | 1               | 1               | 1               | 1               | 2               | 0               | 0               | 0             | 1          | 7          |
| IS-Crown Isle           | 0         | 0               | 0               | 0               | 0               | 0               | 0               | 0               | 4               | 2               | 1               | 1               | 1             | 0          | 9          |
| MB-Merville Black Creek | 0         | 0               | 0               | 0               | 0               | 1               | 1               | 5               | 2               | 0               | 0               | 0               | 1             | 0          | 10         |
| MW-Mt Washington        | 0         | 0               | 0               | 0               | 0               | 0               | 0               | 3               | 0               | 0               | 0               | 0               | 0             | 0          | 3          |
| UB-Union Bay Fanny Bay  | 0         | 0               | 2               | 0               | 2               | 2               | 1               | 1               | 2               | 1               | 0               | 1               | 0             | 1          | 13         |
| <b>Zone 2 TOTALS</b>    | <b>0</b>  | <b>0</b>        | <b>6</b>        | <b>6</b>        | <b>12</b>       | <b>21</b>       | <b>40</b>       | <b>43</b>       | <b>39</b>       | <b>19</b>       | <b>15</b>       | <b>4</b>        | <b>5</b>      | <b>8</b>   | <b>218</b> |

### Comox Valley - Single Family Sales by Subarea



Total Unconditional Sales October 1 to December 31, 2017 = 218