



Glen McPherson PREC

<http://www.mcphersongroup.ca/>
(250) 951-6200



Quick Review

This custom PDF market report was rendered using Trenlii Market Dashboard, designed to provide insight and market intelligence to real estate buyers and sellers. Please view the following data metrics provided below.

In August, 2019, we have seen a total value of 60 listings sold which has resulted in a 52% decrease from August, 2018 in which 125 listings were sold; we have seen a year to date value of 994 in 2019 and 1237 in 2018 resulting in a 19.64% decrease.

The median sales price in August, 2019 was \$477K, 4.47% higher from this month of the prior year with a median sales price of \$457K. We have seen a year to date median sales price of \$475K in 2019 and \$439K in 2018 resulting in an 8.3% increase from 2018.

In August, 2019 the total count of listing inventory available on the market was 649. In August, 2018 the total count of listing inventory available on the market was 508. This results in a 27.76% increase from August, 2018 to August, 2019.

Key Figures

	Aug, 2019	Aug, 2018	Percent Change
<i>New Listings</i>	174	170	+2.35%
<i>Unconditional Sales</i>	60	125	-52%
<i>Ratio of Sales to New listings</i>	34%	74%	-53.1%
<i>Median Sale Price</i>	\$477K	\$457K	+4.47%
<i>Average Sale Price</i>	\$491K	\$465K	+5.51%
<i>Average Ask to Sell Ratio</i>	99%	99%	0.25%
<i>Total Months Supply</i>	5.65	3.52	+60.48%
<i>Total Listing Inventory</i>	649	508	+27.76%
<i>Days on Market Until Sale</i>	55.08	42.65	+29.16%

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Total Listing Inventory	16
Days on Market Until Sale	18

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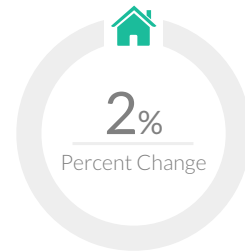
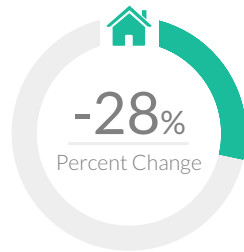
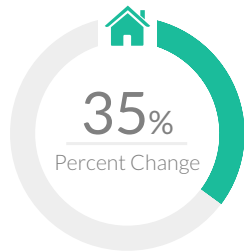
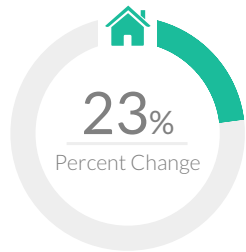
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New Listings

Overview of the number of listings which have been added to the market as of August, 2019



176
Aug, 2016

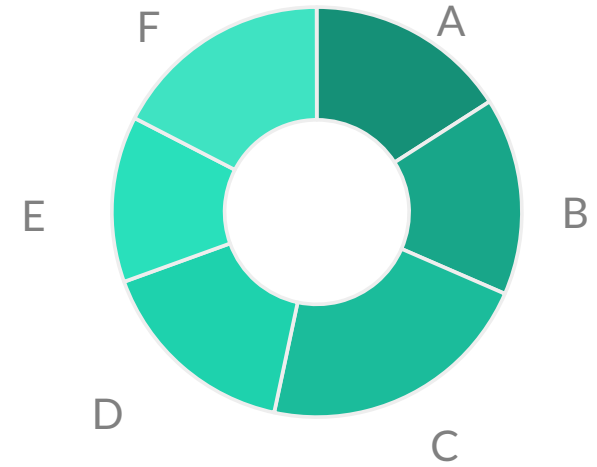
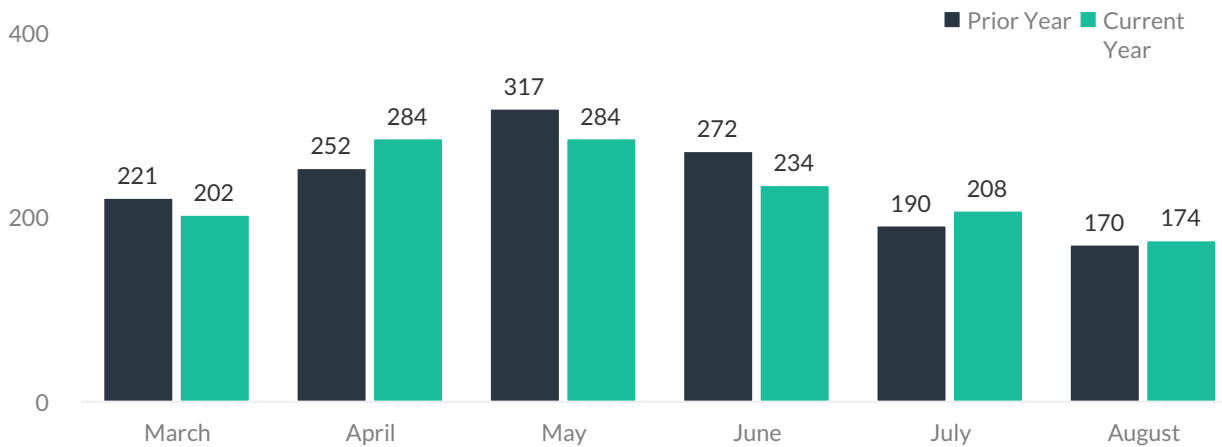
238
Aug, 2017

170
Aug, 2018

174
Aug, 2019

Bar Monthly New Listings

Overview of the number of listings which have been added to the market on a monthly basis



A AUG, 2019

There were 174 new listings, a 2.35% increase from August, 2018

B AUG, 2018

There were 170 new listings, a 28.57% decrease from August, 2017

C AUG, 2017

There were 238 new listings, a 35.23% increase from August, 2016

D AUG, 2016

There were 176 new listings, a 23.08% increase from August, 2015

E AUG, 2015

There were 143 new listings, a 24.74% decrease from August, 2014

F AUG, 2014

There were 190 new listings, a 0.52% decrease from August, 2013

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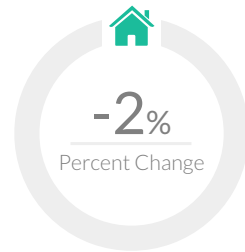
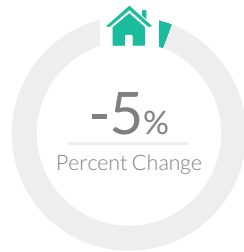
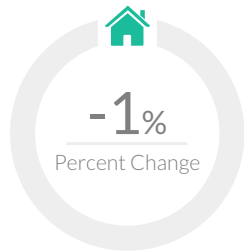
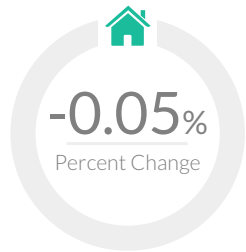
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New Listings

Overview of the number of listings which have been added to the market as of August, 2019



1861
YTD 2016

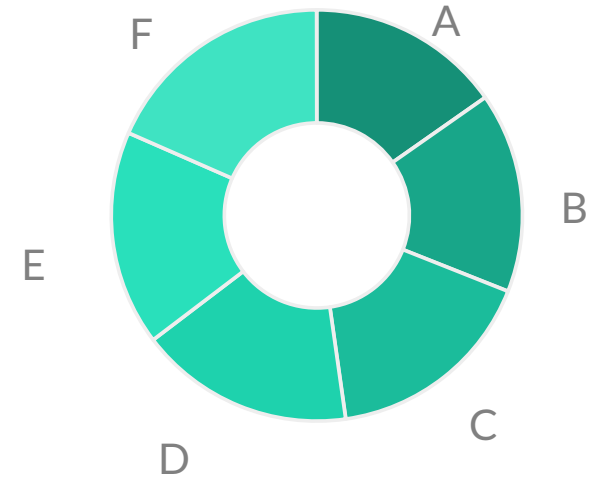
1842
YTD 2017

1732
YTD 2018

1682
YTD 2019

Line Monthly New Listings

Overview of the number of listings which have been added to the market on a monthly basis



A YTD 2019

There were 1682 new listings, a 2.89% decrease from August, 2018

B YTD 2018

There were 1732 new listings, a 5.97% decrease from August, 2017

C YTD 2017

There were 1842 new listings, a 1.02% decrease from August, 2016

D YTD 2016

There were 1861 new listings, a 0.05% decrease from August, 2015

E YTD 2015

There were 1862 new listings, an 8.14% decrease from August, 2014

F YTD 2014

There were 2027 new listings, a 0.55% increase from August, 2013

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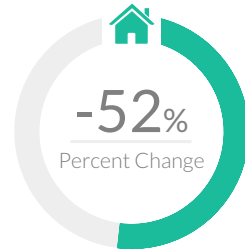
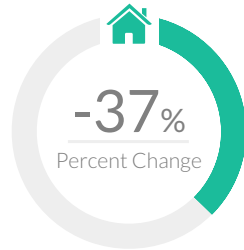
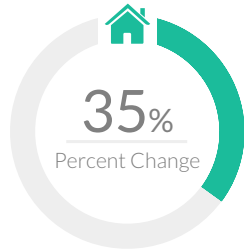
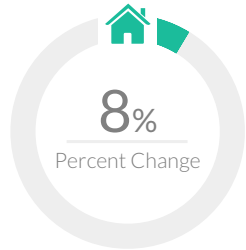
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Unconditional Sales

Overview of the number of sold listings as of August, 2019



148
Aug, 2016

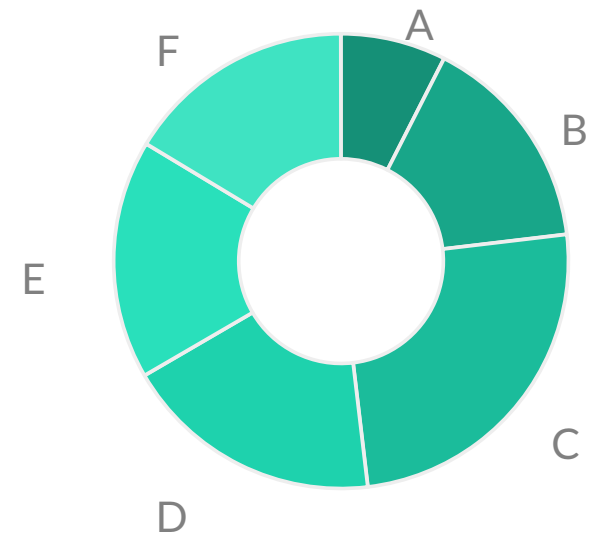
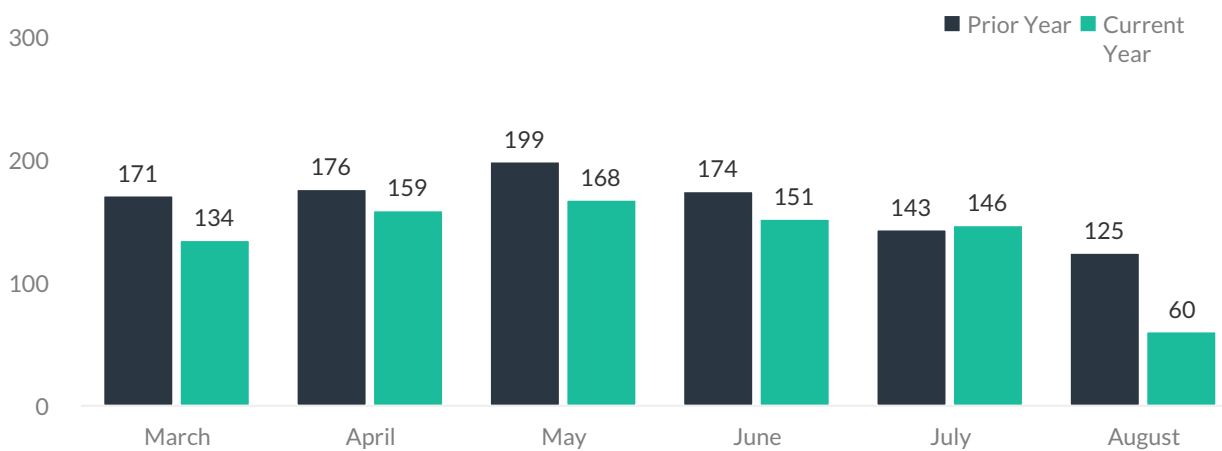
200
Aug, 2017

125
Aug, 2018

60
Aug, 2019

Bar Monthly Sales

Overview of the number of sold listings on a monthly basis



A AUG, 2019

There were 60 sold listings, a 52% decrease from August, 2018

B AUG, 2018

There were 125 sold listings, a 37.5% decrease from August, 2017

C AUG, 2017

There were 200 sold listings, a 35.14% increase from August, 2016

D AUG, 2016

There were 148 sold listings, an 8.82% increase from August, 2015

E AUG, 2015

There were 136 sold listings, a 3.82% increase from August, 2014

F AUG, 2014

There were 131 sold listings, a 10.08% increase from August, 2013

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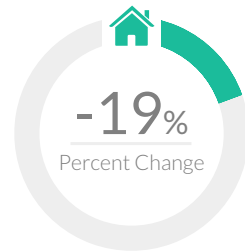
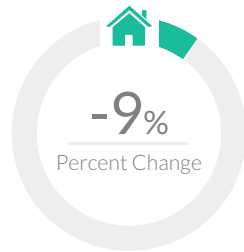
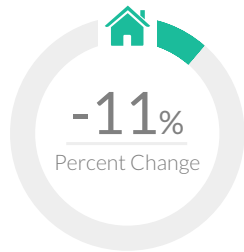
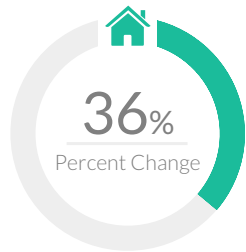
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Unconditional Sales

Overview of the number of sold listings as of August, 2019



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YTD 2016

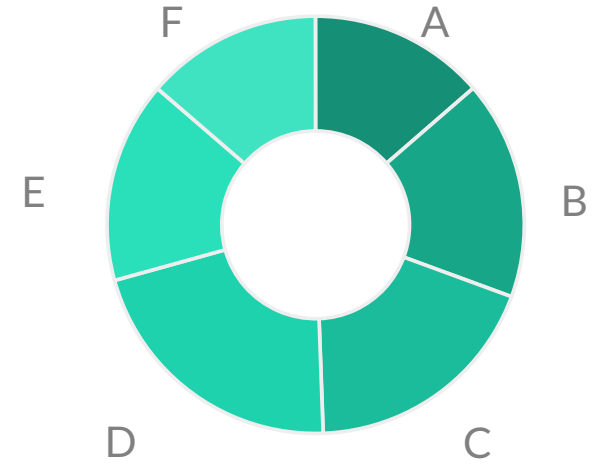
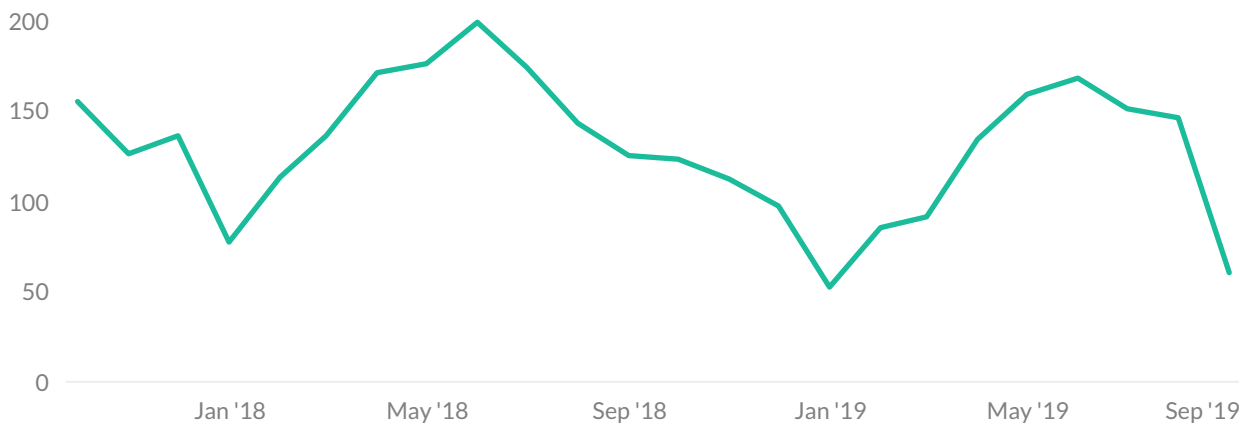
1373
YTD 2017

1237
YTD 2018

994
YTD 2019

Line Monthly Sales

Overview of the number of sold listings on a monthly basis



A YTD 2019

There were 994 sold listings, a 19.64% decrease from August, 2018

B YTD 2018

There were 1237 sold listings, a 9.91% decrease from August, 2017

C YTD 2017

There were 1373 sold listings, an 11.48% decrease from August, 2016

D YTD 2016

There were 1551 sold listings, a 36.29% increase from August, 2015

E YTD 2015

There were 1138 sold listings, a 14.14% increase from August, 2014

F YTD 2014

There were 997 sold listings, a 7.78% increase from August, 2013

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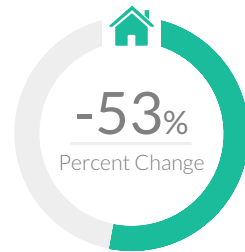
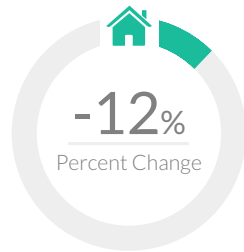
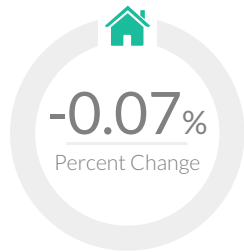
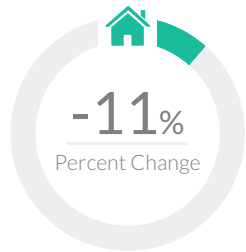
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Ratio of Sales to New listings

Comparison between the number of sold listings to the number of new listings as of August, 2019



84%
Aug, 2016

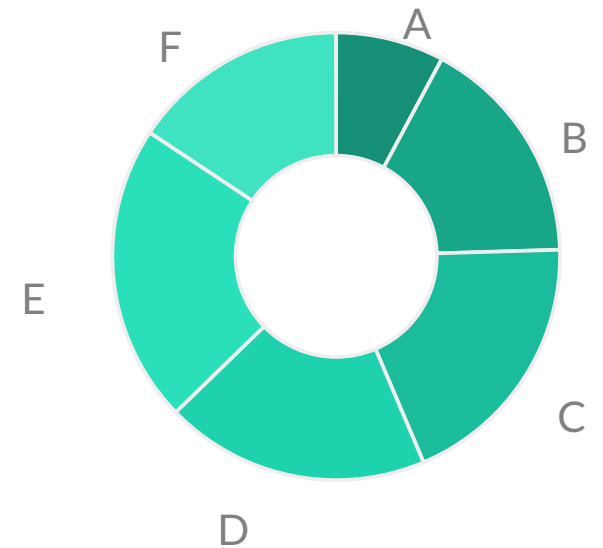
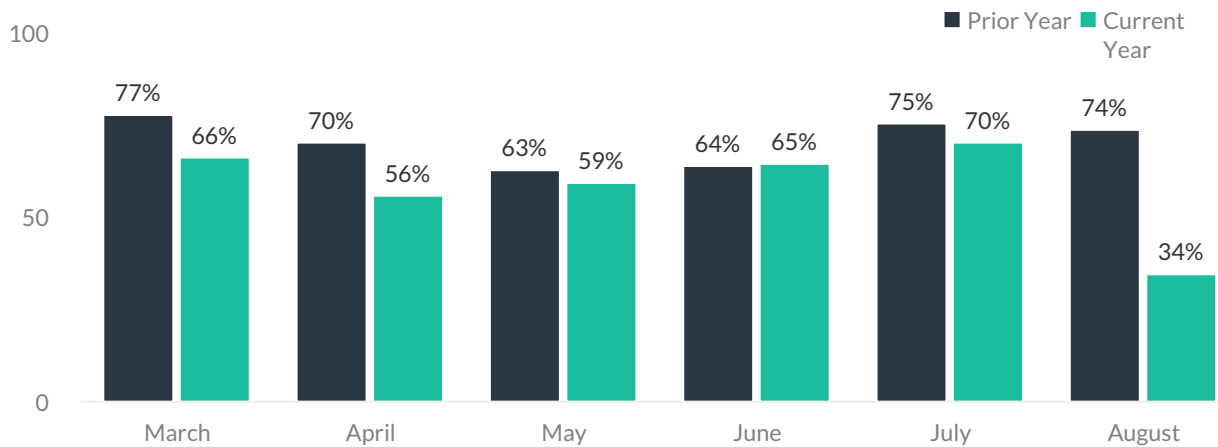
84%
Aug, 2017

74%
Aug, 2018

34%
Aug, 2019

Bar Monthly Sales to New Listings

Comparison between the number of sold listings to the number of new listings on a monthly basis



A AUG, 2019

The ratio of sales to new listings was 34%, a 53.1% decrease from August, 2018

B AUG, 2018

The ratio of sales to new listings was 74%, a 12.5% decrease from August, 2017

C AUG, 2017

The ratio of sales to new listings was 84%, a 0.07% decrease from August, 2016

D AUG, 2016

The ratio of sales to new listings was 84%, an 11.58% decrease from August, 2015

E AUG, 2015

The ratio of sales to new listings was 95%, a 37.94% increase from August, 2014

F AUG, 2014

The ratio of sales to new listings was 69%, a 10.66% increase from August, 2013

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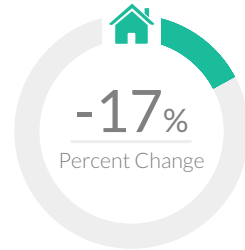
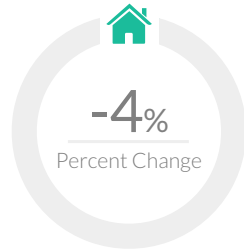
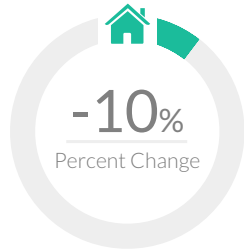
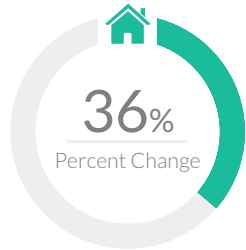
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Ratio of Sales to New listings

Comparison between the number of sold listings to the number of new listings as of August, 2019



83%
YTD 2016

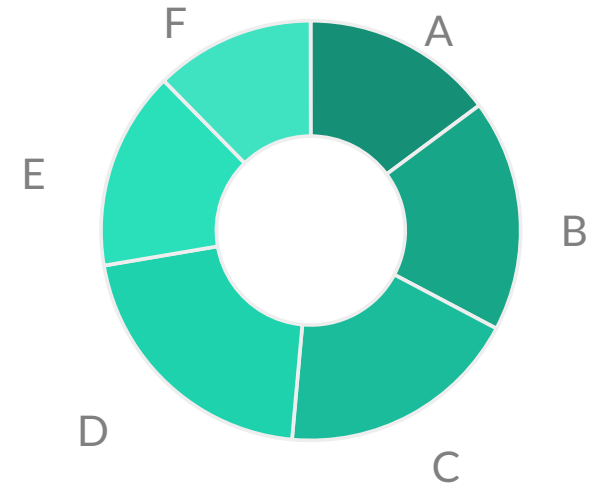
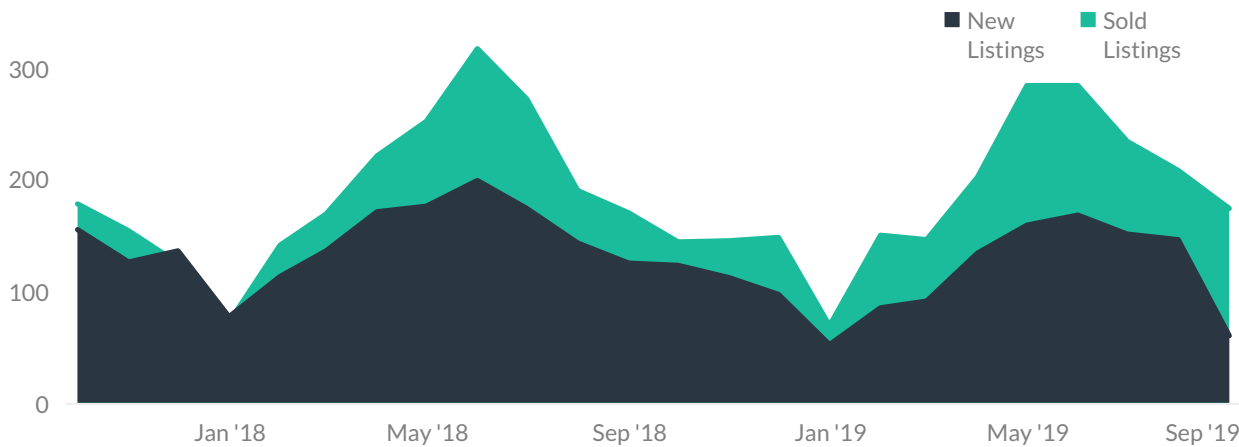
75%
YTD 2017

71%
YTD 2018

59%
YTD 2019

Area Monthly Sales to New Listings

Comparison between the number of sold listings to the number of new listings on a monthly basis



A YTD 2019

The ratio of sales to new listings was 59%, a 17.26% decrease from August, 2018

B YTD 2018

The ratio of sales to new listings was 71%, a 4.18% decrease from August, 2017

C YTD 2017

The ratio of sales to new listings was 75%, a 10.56% decrease from August, 2016

D YTD 2016

The ratio of sales to new listings was 83%, a 36.36% increase from August, 2015

E YTD 2015

The ratio of sales to new listings was 61%, a 24.26% increase from August, 2014

F YTD 2014

The ratio of sales to new listings was 49%, a 7.2% increase from August, 2013

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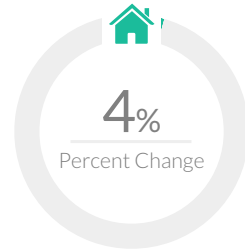
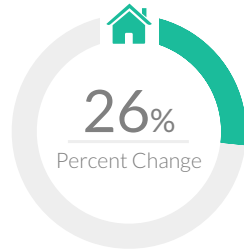
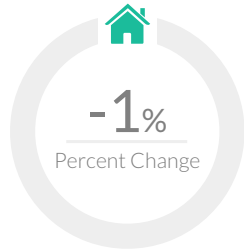
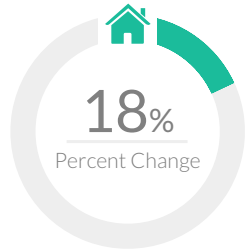
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Median Sale Price

Overview of the median selling price based on sold listings as of August, 2019



\$368k
Aug, 2016

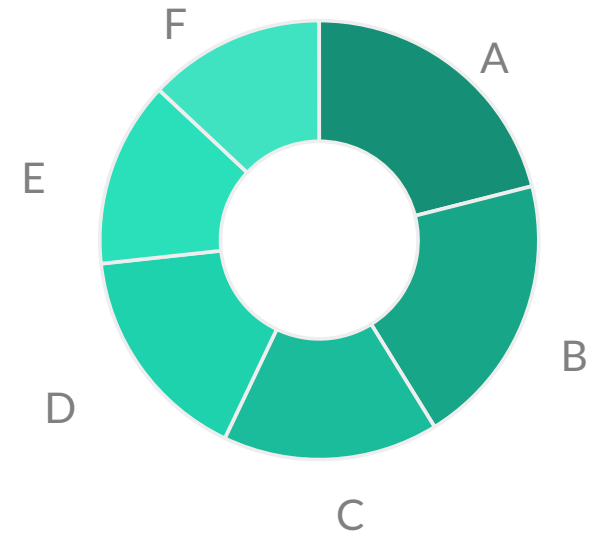
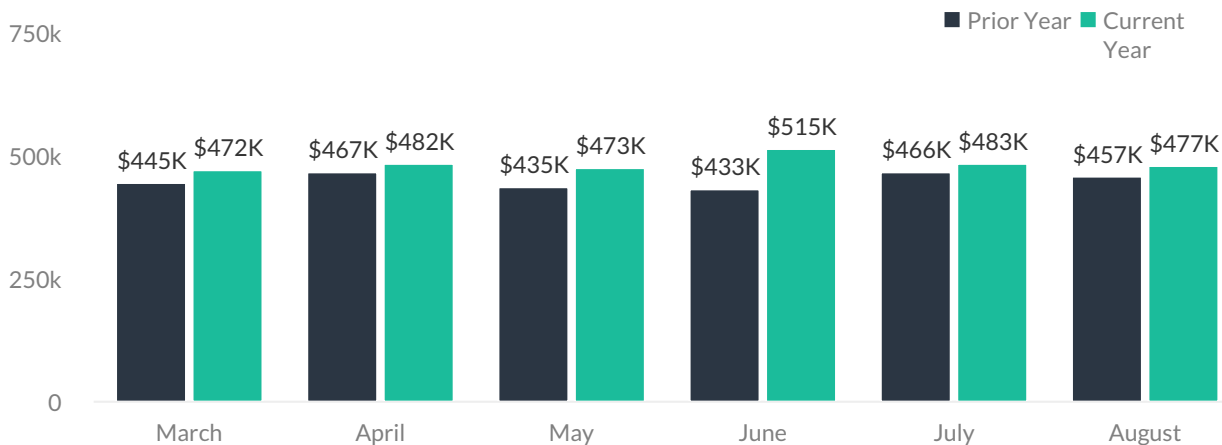
\$360k
Aug, 2017

\$457k
Aug, 2018

\$477k
Aug, 2019

Bar Monthly Median Sales Price

Overview of the median selling price based on sold listings on a monthly basis



A AUG, 2019

The median sales price was \$477K, a 4.47% increase from August, 2018

B AUG, 2018

The median sales price was \$457K, a 26.86% increase from August, 2017

C AUG, 2017

The median sales price was \$360K, a 1.97% decrease from August, 2016

D AUG, 2016

The median sales price was \$368K, an 18.17% increase from August, 2015

E AUG, 2015

The median sales price was \$311K, a 5.42% increase from August, 2014

F AUG, 2014

The median sales price was \$295K, a 6.35% decrease from August, 2013

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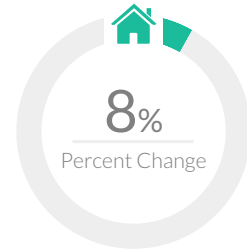
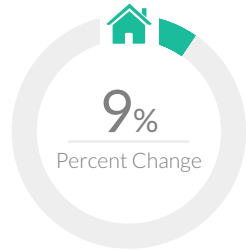
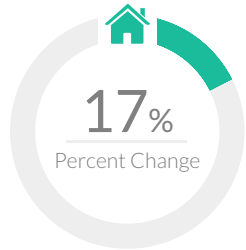
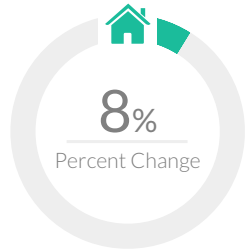
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Median Sale Price

Overview of the median selling price based on sold listings as of August, 2019



\$340k
YTD 2016

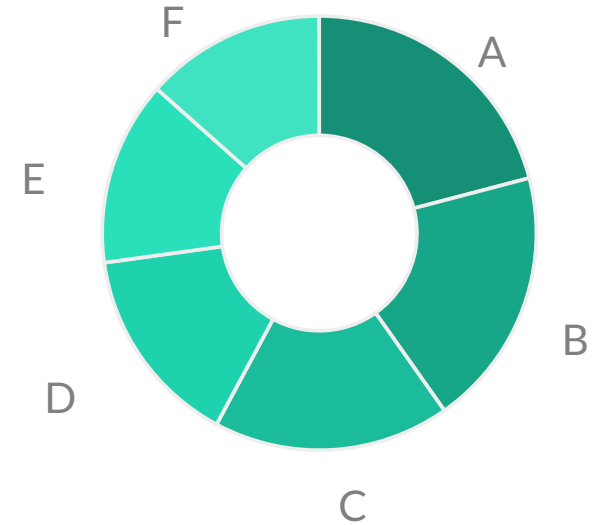
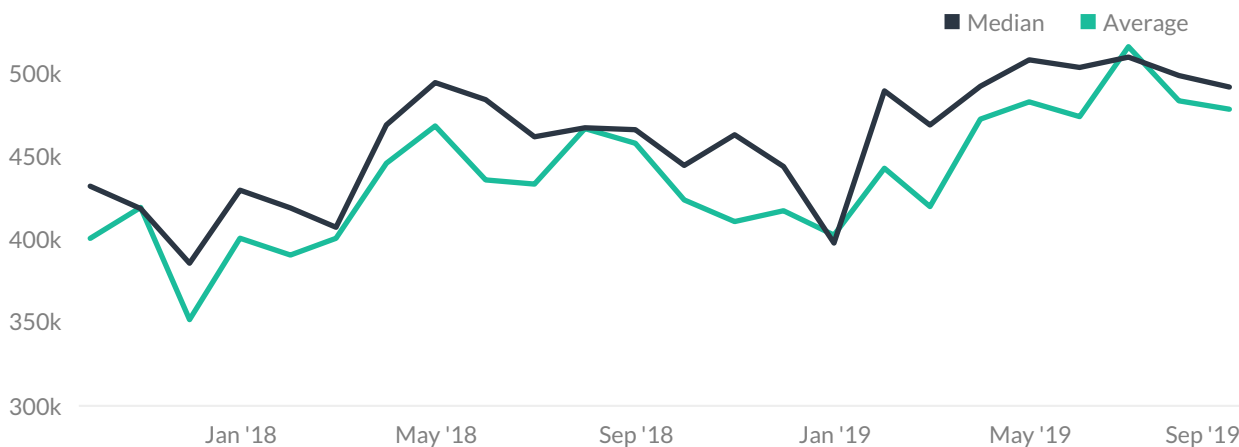
\$400k
YTD 2017

\$439k
YTD 2018

\$475k
YTD 2019

Line Monthly Median Sales Price

Overview of the median selling price based on sold listings on a monthly basis



A YTD 2019

The median sales price was \$475K, an 8.3% increase from August, 2018

B YTD 2018

The median sales price was \$439K, a 9.68% increase from August, 2017

C YTD 2017

The median sales price was \$400K, a 17.62% increase from August, 2016

D YTD 2016

The median sales price was \$340K, an 8.97% increase from August, 2015

E YTD 2015

The median sales price was \$312K, a 2.3% increase from August, 2014

F YTD 2014

The median sales price was \$305K, a 3.04% increase from August, 2013

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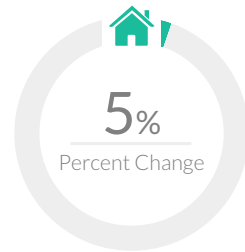
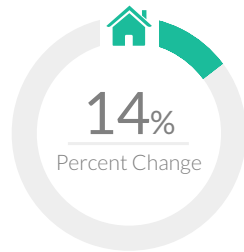
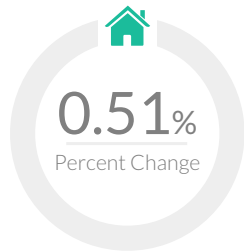
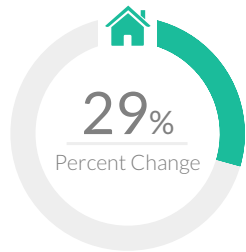
Glen McPherson PREC

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Average Sale Price

Overview of the average selling price based on sold listings as of August, 2019



\$403k
Aug, 2016

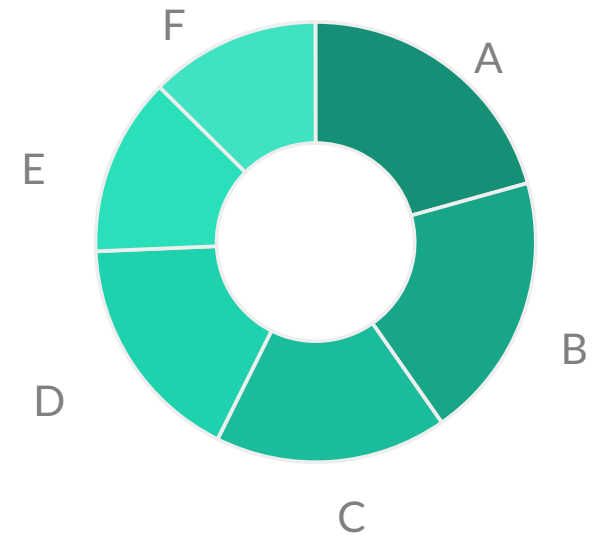
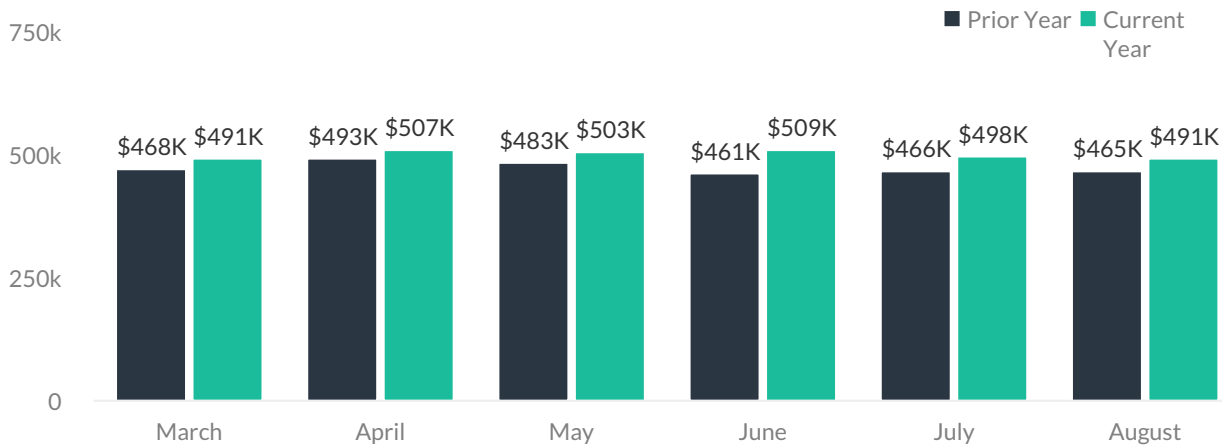
\$405k
Aug, 2017

\$465k
Aug, 2018

\$491k
Aug, 2019

Bar Monthly Sales Price

Overview of the average selling price based on sold listings on a monthly basis



A AUG, 2019

The average sales price was \$491K, a 5.51% increase from August, 2018

B AUG, 2018

The average sales price was \$465K, a 14.84% increase from August, 2017

C AUG, 2017

The average sales price was \$405K, a 0.51% increase from August, 2016

D AUG, 2016

The average sales price was \$403K, a 29.51% increase from August, 2015

E AUG, 2015

The average sales price was \$311K, a 4.56% increase from August, 2014

F AUG, 2014

The average sales price was \$298K, a 9.06% decrease from August, 2013

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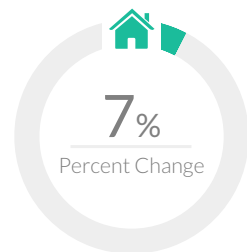
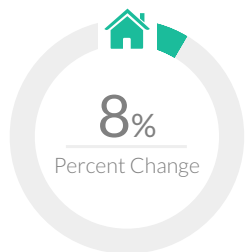
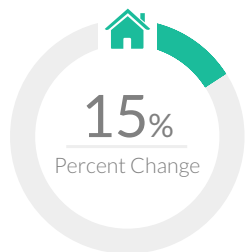
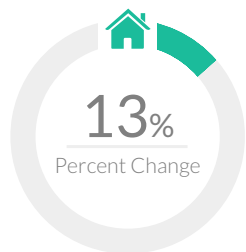
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Average Sale Price

Overview of the average selling price based on sold listings as of August, 2019



\$366k
YTD 2016

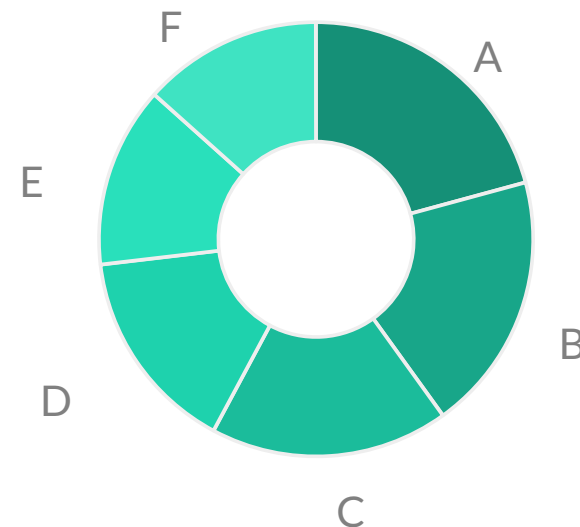
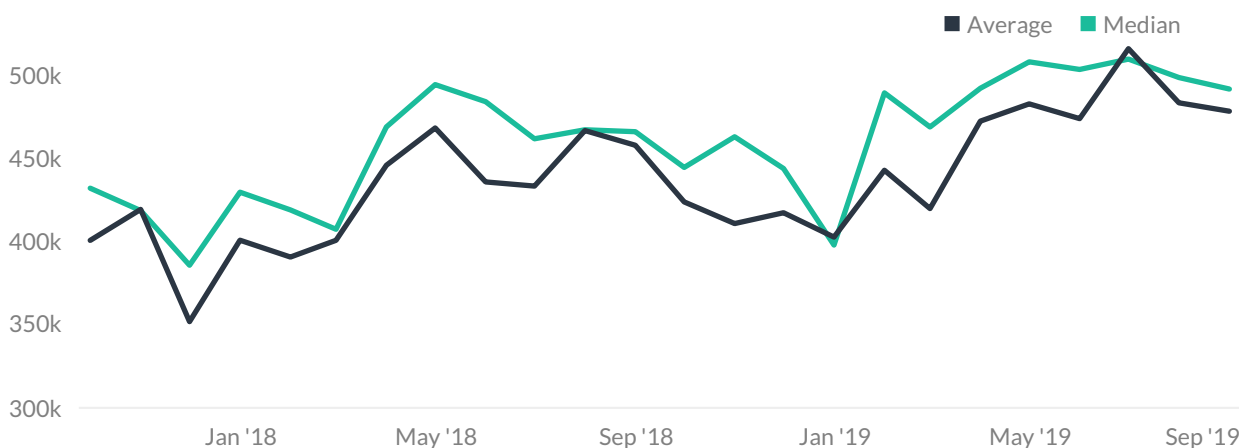
\$425k
YTD 2017

\$461k
YTD 2018

\$497k
YTD 2019

Line Monthly Sales Price

Overview of the average selling price based on sold listings on a monthly basis



A YTD 2019

The average sales price was \$497k, a 7.72% increase from August, 2018

B YTD 2018

The average sales price was \$461k, an 8.62% increase from August, 2017

C YTD 2017

The average sales price was \$425K, a 15.99% increase from August, 2016

D YTD 2016

The average sales price was \$366k, a 13.67% increase from August, 2015

E YTD 2015

The average sales price was \$322K, a 0.71% increase from August, 2014

F YTD 2014

The average sales price was \$320k, a 4.49% increase from August, 2013

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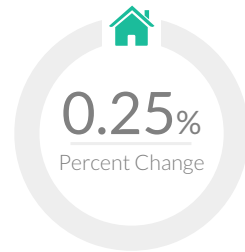
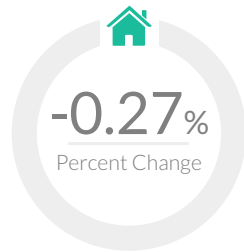
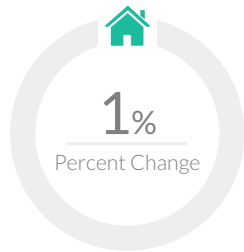
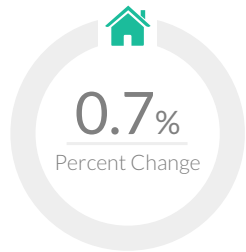
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Average Ask to Sell Ratio

Overview comparing the asking price of listings to the selling price of listings based on sold listings as of August, 2019



98%
Aug, 2016

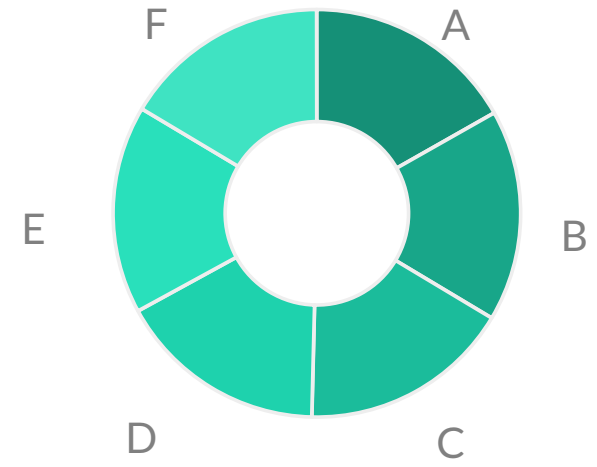
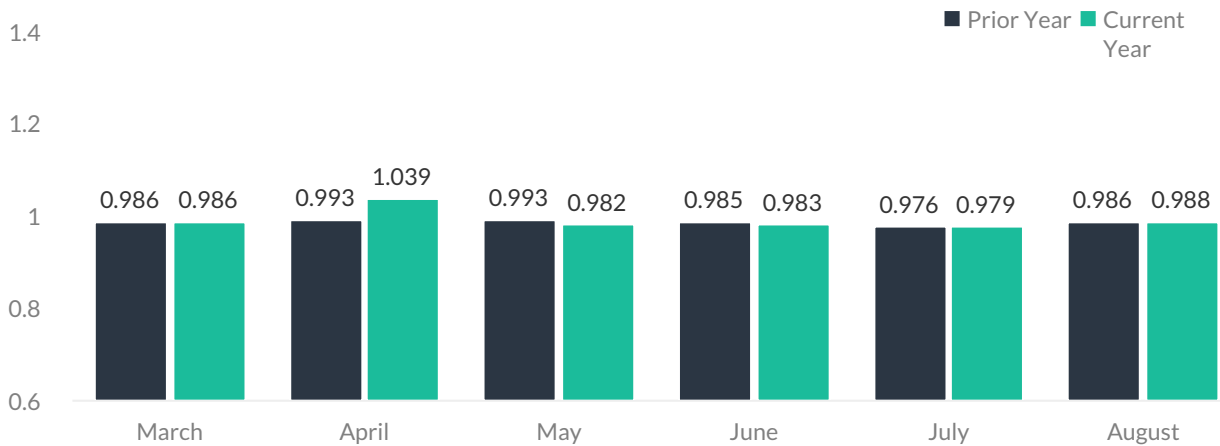
99%
Aug, 2017

99%
Aug, 2018

99%
Aug, 2019

Bar Monthly Ask to Sell Ratio

Overview comparing the asking price of listings to the selling price of listings based on sold listings on a monthly basis



A AUG, 2019

The average ask to sell ratio was 0.988, a 0.25% increase from August, 2018

B AUG, 2018

The average ask to sell ratio was 0.986, a 0.27% decrease from August, 2017

C AUG, 2017

The average ask to sell ratio was 0.988, a 1.1% increase from August, 2016

D AUG, 2016

The average ask to sell ratio was 0.978, a 0.7% increase from August, 2015

E AUG, 2015

The average ask to sell ratio was 0.971, a 0.45% increase from August, 2014

F AUG, 2014

The average ask to sell ratio was 0.966, a 0.06% decrease from August, 2013

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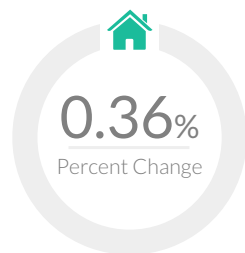
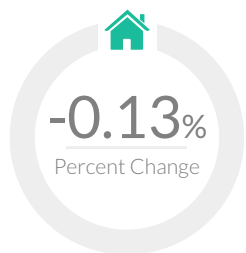
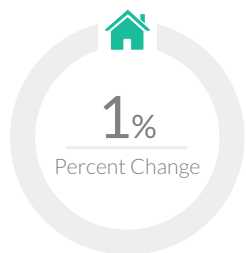
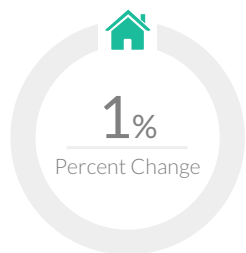
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Average Ask to Sell Ratio

Overview comparing the asking price of listings to the selling price of listings based on sold listings as of August, 2019



98%
YTD 2016

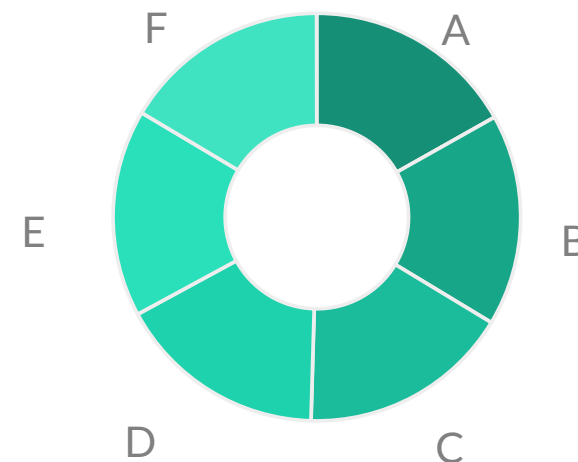
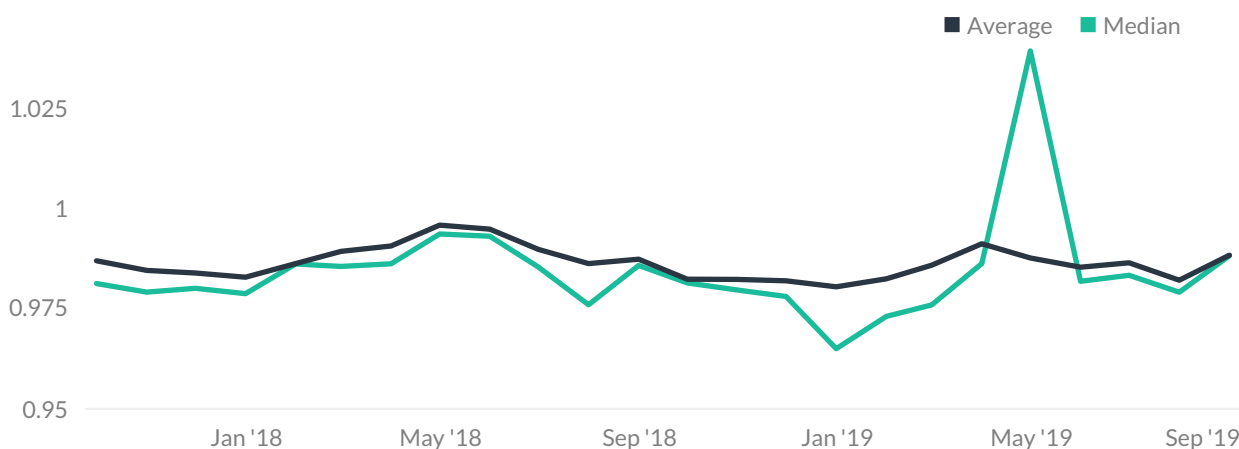
99%
YTD 2017

99%
YTD 2018

99%
YTD 2019

Line Monthly Ask to Sell Ratio

Overview comparing the asking price of listings to the selling price of listings based on sold listings on a monthly basis



A YTD 2019

The average ask to sell ratio was 0.990, a 0.36% increase from August, 2018

B YTD 2018

The average ask to sell ratio was 0.987, a 0.13% decrease from August, 2017

C YTD 2017

The average ask to sell ratio was 0.988, a 1.13% increase from August, 2016

D YTD 2016

The average ask to sell ratio was 0.977, a 1.02% increase from August, 2015

E YTD 2015

The average ask to sell ratio was 0.967, a 0.08% increase from August, 2014

F YTD 2014

The average ask to sell ratio was 0.966, a 0.5% increase from August, 2013

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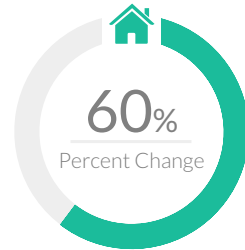
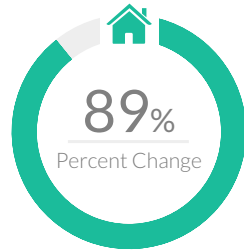
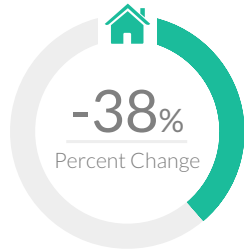
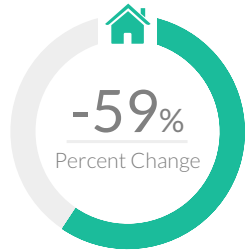
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Total Months Supply

Overview of months supply of total inventory based as of August, 2019



3.04
Aug, 2016

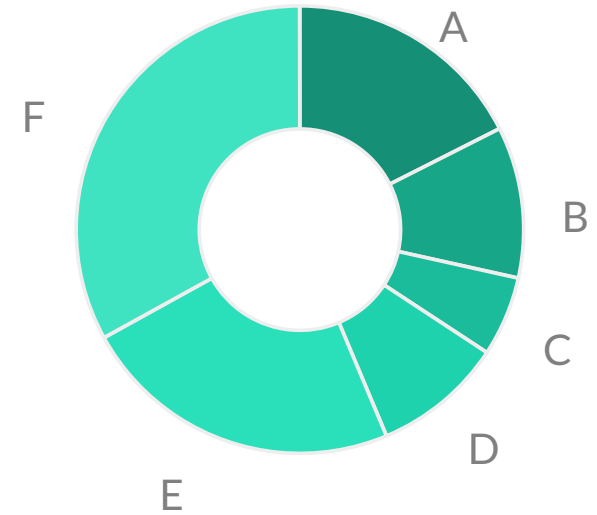
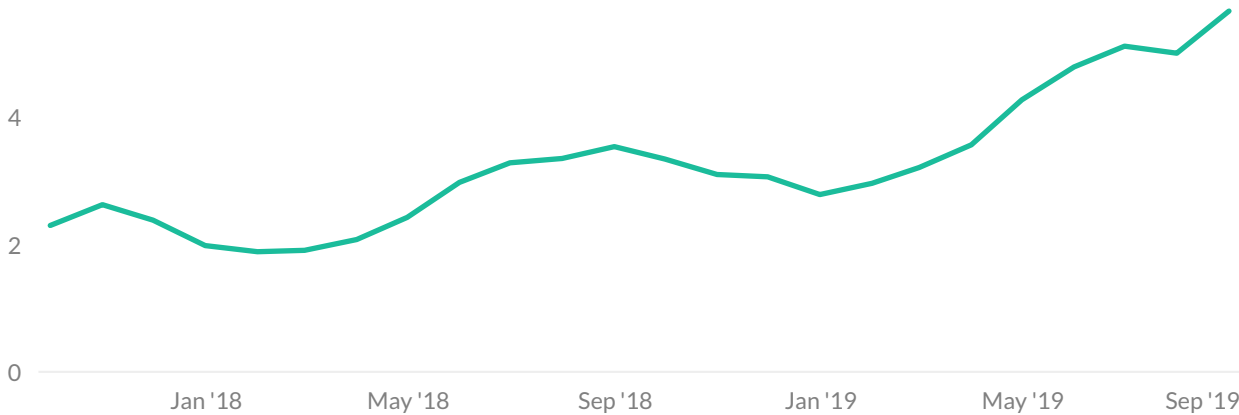
1.86
Aug, 2017

3.52
Aug, 2018

5.65
Aug, 2019

Line Monthly Supply of Inventory

Overview of months supply of total inventory on a monthly basis



A AUG, 2019

The months supply as of August, 2019 was 5.65, a 60.48% increase from August, 2018

C AUG, 2017

The months supply as of August, 2017 was 1.86, a 38.8% decrease from August, 2016

E AUG, 2015

The months supply as of August, 2015 was 7.50, a 29.44% decrease from August, 2014

B AUG, 2018

The months supply as of August, 2018 was 3.52, an 89.39% increase from August, 2017

D AUG, 2016

The months supply as of August, 2016 was 3.04, a 59.51% decrease from August, 2015

F AUG, 2014

The months supply as of August, 2014 was 10.63, a 13.12% decrease from August, 2013

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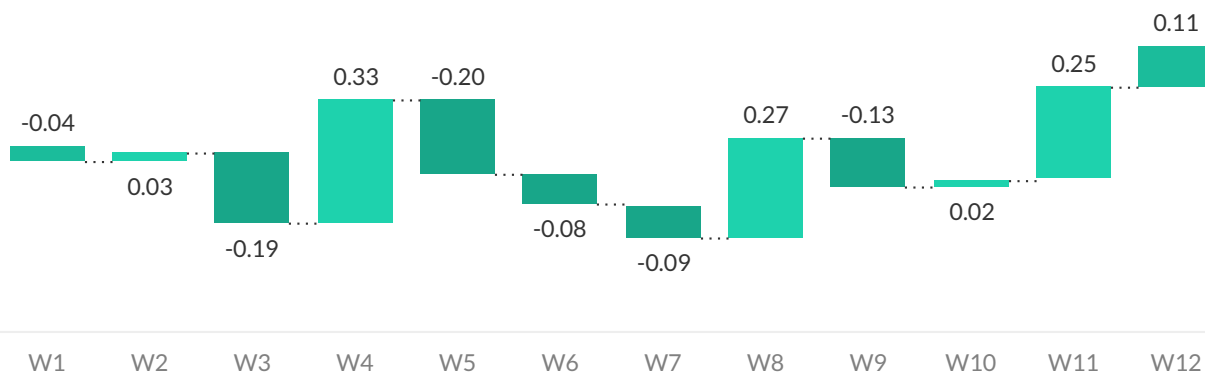
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Total Months Supply

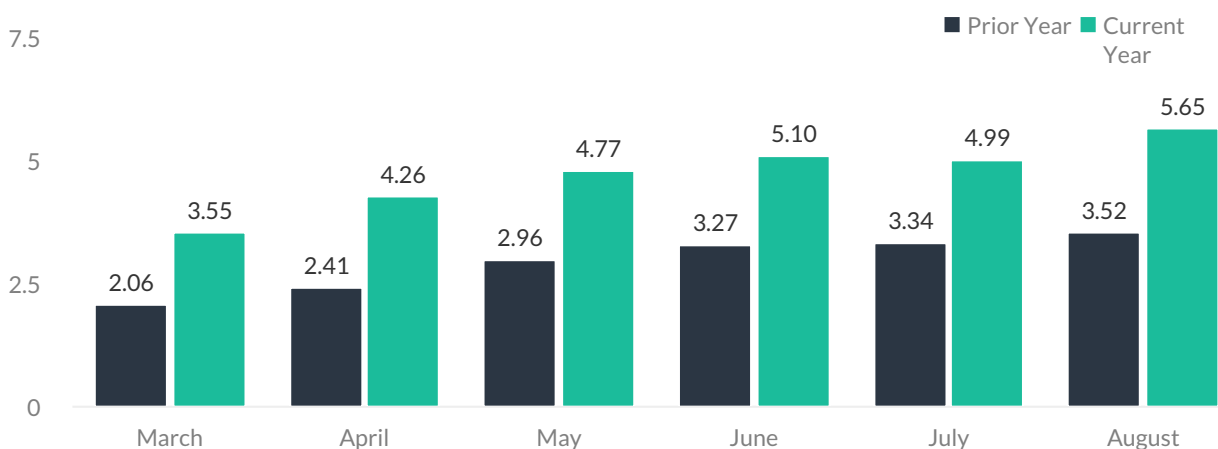
Overview of months supply of total inventory based as of August, 2019



The waterfall graph on the left displays the change in months supply over the last 12 weeks. Lighter colors represents an increase in months supply levels while darker colors represent a decrease.

Bar Monthly Supply of Inventory

Overview of months supply of total inventory on a monthly basis



W1 JUN 15/2019

The total months supply was 5.33 month(s), a 0.69% decrease from Jun 8

W2 JUN 22/2019

The total months supply was 5.36 month(s), a 0.47% increase from Jun 15

W3 JUN 29/2019

The total months supply was 5.17 month(s), a 3.55% decrease from Jun 22

W4 JUL 6/2019

The total months supply was 5.5 month(s), a 6.46% increase from Jun 29

W5 JUL 13/2019

The total months supply was 5.3 month(s), a 3.67% decrease from Jul 6

W6 JUL 20/2019

The total months supply was 5.22 month(s), a 1.59% decrease from Jul 13

W7 JUL 27/2019

The total months supply was 5.13 month(s), a 1.65% decrease from Jul 20

W8 AUG 3/2019

The total months supply was 5.4 month(s), a 5.27% increase from Jul 27

W9 AUG 10/2019

The total months supply was 5.27 month(s), a 2.35% decrease from Aug 3

W10 AUG 17/2019

The total months supply was 5.29 month(s), a 0.31% increase from Aug 10

W11 AUG 24/2019

The total months supply was 5.54 month(s), a 4.69% increase from Aug 17

W12 AUG 31/2019

The total months supply was 5.65 month(s), a 2.04% increase from Aug 24

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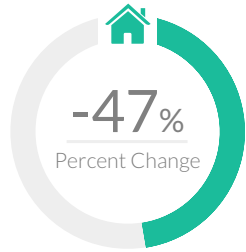
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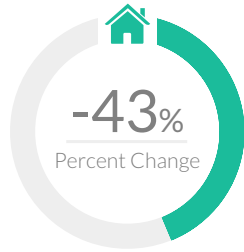


Total Listing Inventory

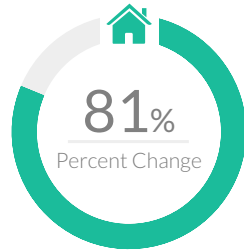
Overview of the total number of listings which were currently active on the market as of August, 2019



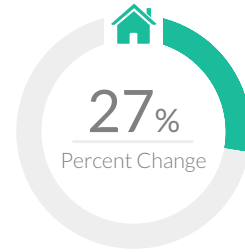
499
Aug, 2016



280
Aug, 2017



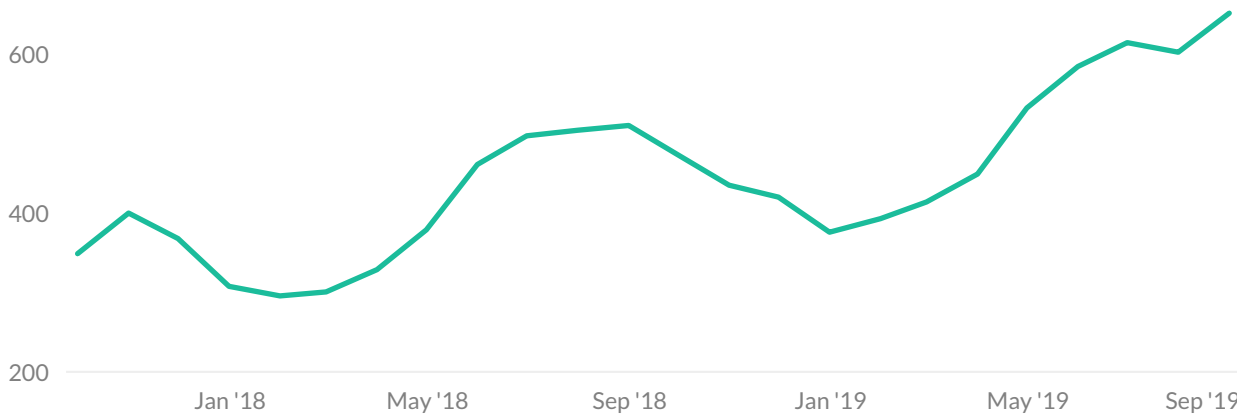
508
Aug, 2018



649
Aug, 2019

Line Monthly Total Listing Inventory

Overview of the total number of listings which were currently active on the market on a monthly basis



A AUG, 2019

As of August, 2019 the total inventory was 649, a 27.76% increase from August, 2018

B AUG, 2018

As of August, 2018 the total inventory was 508, an 81.43% increase from August, 2017

C AUG, 2017

As of August, 2017 the total inventory was 280, a 43.89% decrease from August, 2016

D AUG, 2016

As of August, 2016 the total inventory was 499, a 47.53% decrease from August, 2015

E AUG, 2015

As of August, 2015 the total inventory was 951, a 22.11% decrease from August, 2014

F AUG, 2014

As of August, 2014 the total inventory was 1221, a 1.05% decrease from August, 2013

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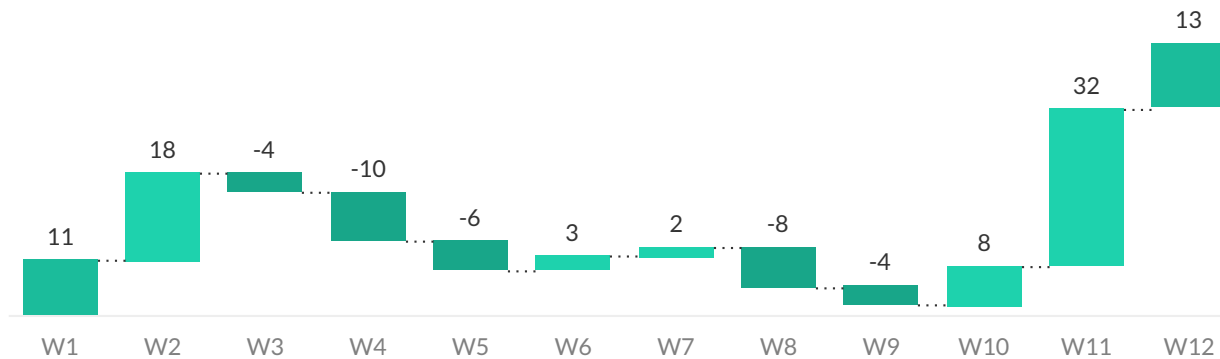
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Total Listing Inventory

Overview of the total number of listings which were currently active on the market as of August, 2019



The waterfall graph on the left displays the change in inventory over the last 12 weeks. Lighter colors represents an increase in inventory levels while darker colors represent a decrease.

W1 JUN 15/2019

There were 605 active listings as of Jun 15, a 1.85% increase from Jun 8

W2 JUN 22/2019

There were 623 active listings as of Jun 22, a 2.98% increase from Jun 15

W3 JUN 29/2019

There were 619 active listings as of Jun 29, a 0.64% decrease from Jun 22

W4 JUL 6/2019

There were 609 active listings as of Jul 6, a 1.62% decrease from Jun 29

W5 JUL 13/2019

There were 603 active listings as of Jul 13, a 0.99% decrease from Jul 6

W6 JUL 20/2019

There were 606 active listings as of Jul 20, a 0.5% increase from Jul 13

W7 JUL 27/2019

There were 608 active listings as of Jul 27, a 0.33% increase from Jul 20

W8 AUG 3/2019

There were 600 active listings as of Aug 3, a 1.32% decrease from Jul 27

W9 AUG 10/2019

There were 596 active listings as of Aug 10, a 0.67% decrease from Aug 3

W10 AUG 17/2019

There were 604 active listings as of Aug 17, a 1.34% increase from Aug 10

W11 AUG 24/2019

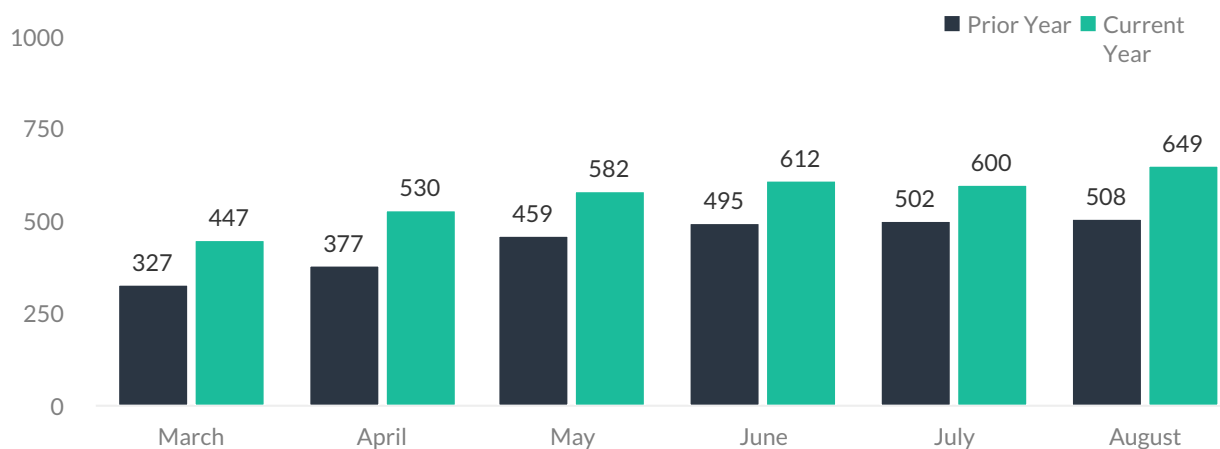
There were 636 active listings as of Aug 24, a 5.3% increase from Aug 17

W12 AUG 31/2019

There were 649 active listings as of Aug 31, a 2.04% increase from Aug 24

Bar Monthly Total Listing Inventory

Overview of the total number of listings which were currently active on the market on a monthly basis



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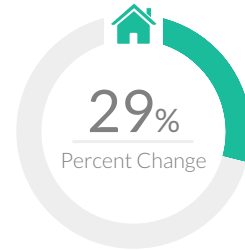
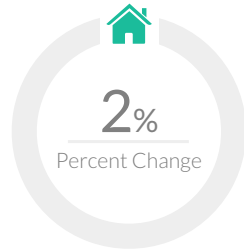
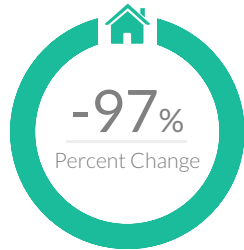
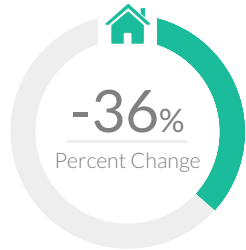
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Days on Market Until Sale

Overview of the average number of days that sold listings as of August, 2019 have been on the market for



62.38
Aug, 2016

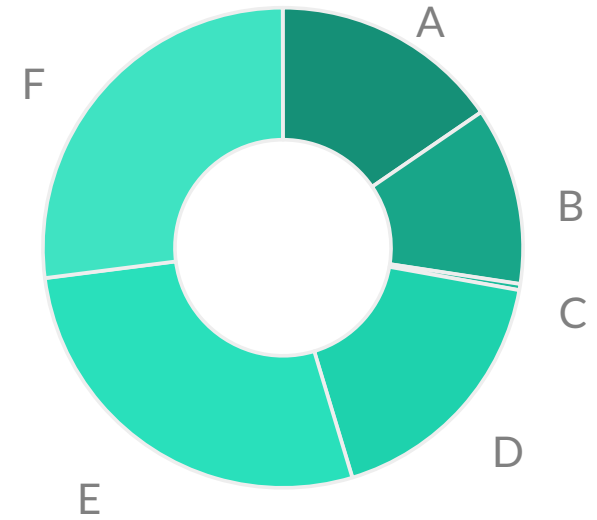
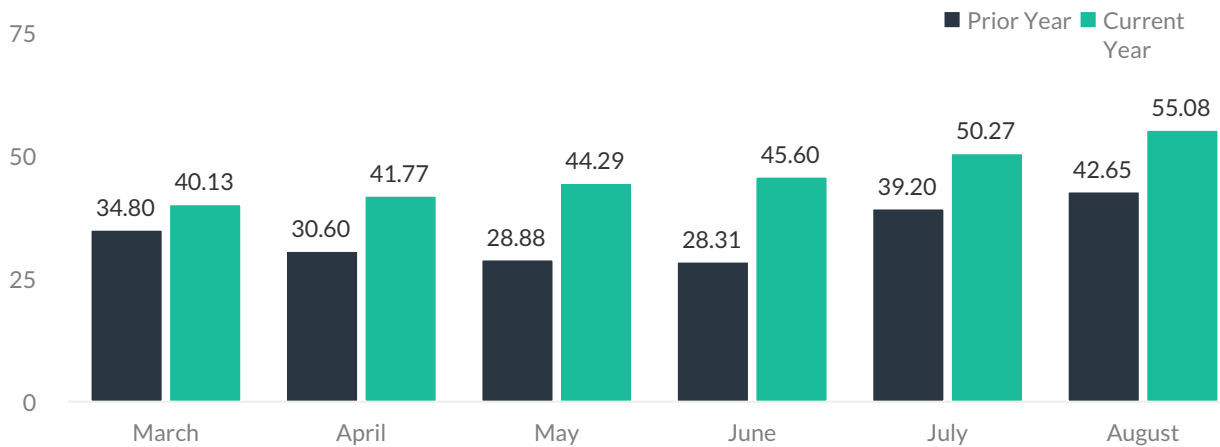
1.48
Aug, 2017

42.65
Aug, 2018

55.08
Aug, 2019

Bar Monthly Days on Market

Overview of the average number of days that sold listings have been on the market for on a monthly basis



A AUG, 2019

The average days on market was 55.08, a 29.16% increase from August, 2018

B AUG, 2018

The average days on market was 42.65, a 2% increase from August, 2017

C AUG, 2017

The average days on market was 1.48, a 97.63% decrease from August, 2016

D AUG, 2016

The average days on market was 62.38, a 36.67% decrease from August, 2015

E AUG, 2015

The average days on market was 98.50, a 2.31% increase from August, 2014

F AUG, 2014

The average days on market was 96.27, a 7.45% increase from August, 2013

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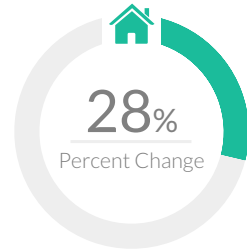
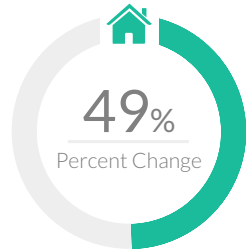
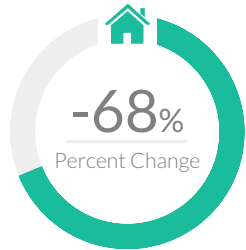
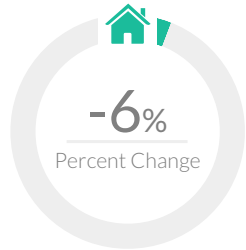
Glen McPherson PREC

<http://www.mcphersongroup.ca/>
(250) 951-6200



Days on Market Until Sale

Overview of the average number of days that sold listings as of August, 2019 have been on the market for



79.05
YTD 2016

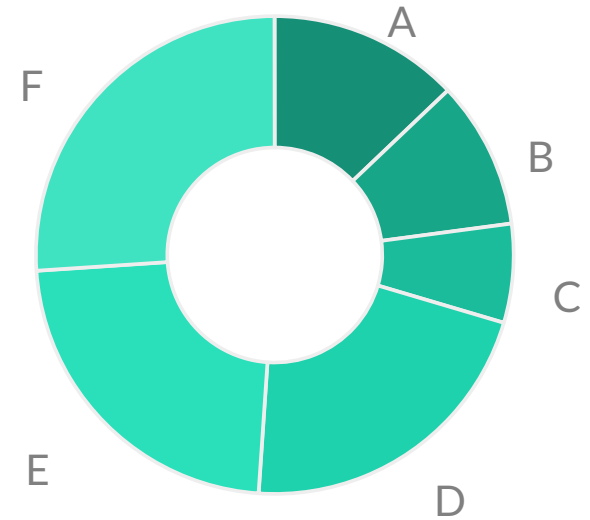
24.59
YTD 2017

36.79
YTD 2018

47.43
YTD 2019

Line Monthly Days on Market

Overview of the average number of days that sold listings have been on the market for on a monthly basis



A YTD 2019

The average days on market was 47.43, a 28.93% increase from August, 2018

B YTD 2018

The average days on market was 36.79, a 49.61% increase from August, 2017

C YTD 2017

The average days on market was 24.59, a 68.89% decrease from August, 2016

D YTD 2016

The average days on market was 79.05, a 6.02% decrease from August, 2015

E YTD 2015

The average days on market was 84.11, a 12.16% decrease from August, 2014

F YTD 2014

The average days on market was 95.76, a 6.54% increase from August, 2013

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