



Glen McPherson PREC

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(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 84 listings sold which has resulted in a 42.07% decrease from August, 2018 in which 145 listings were sold; we have seen a year to date value of 925 in 2019 and 1258 in 2018 resulting in a 26.47% decrease.

The median sales price in August, 2019 was \$500K, 16.59% higher from this month of the prior year with a median sales price of \$429K. We have seen a year to date median sales price of \$470K in 2019 and \$429K in 2018 resulting in a 9.51% increase from 2018.

In August, 2019 the total count of listing inventory available on the market was 687. In August, 2018 the total count of listing inventory available on the market was 594. This results in a 15.66% increase from August, 2018 to August, 2019.

Key Figures

| | Aug, 2019 | Aug, 2018 | Percent Change |
|---------------------------------------|-----------|-----------|----------------|
| <i>New Listings</i> | 198 | 191 | +3.66% |
| <i>Unconditional Sales</i> | 84 | 145 | -42.07% |
| <i>Ratio of Sales to New listings</i> | 42% | 76% | -44.12% |
| <i>Median Sale Price</i> | \$500K | \$429K | +16.59% |
| <i>Average Sale Price</i> | \$528K | \$448K | +17.89% |
| <i>Average Ask to Sell Ratio</i> | 98% | 98% | 0.19% |
| <i>Total Months Supply</i> | 6.21 | 3.90 | +59.11% |
| <i>Total Listing Inventory</i> | 687 | 594 | +15.66% |
| <i>Days on Market Until Sale</i> | 39.61 | 39.80 | -0.48% |

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| Average Sale Price | 10 |
| Average Ask to Sell Ratio | 12 |
| Total Months Supply | 14 |
| Total Listing Inventory | 16 |
| Days on Market Until Sale | 18 |

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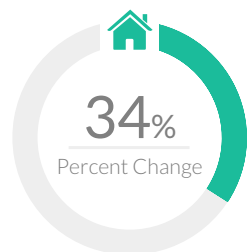
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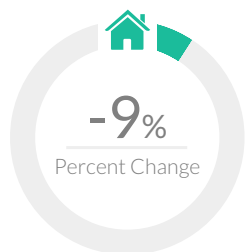


New Listings

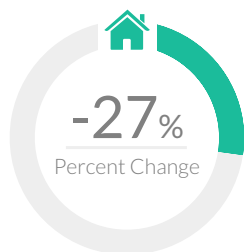
Overview of the number of listings which have been added to the market as of August, 2019



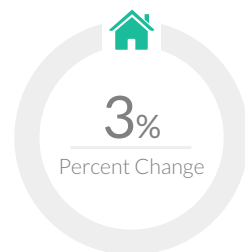
290
Aug, 2016



263
Aug, 2017



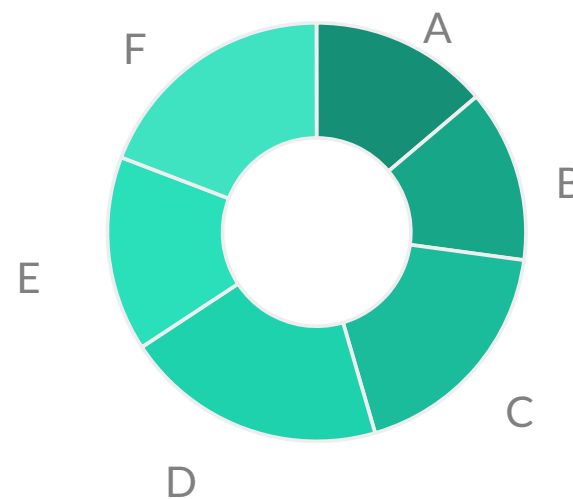
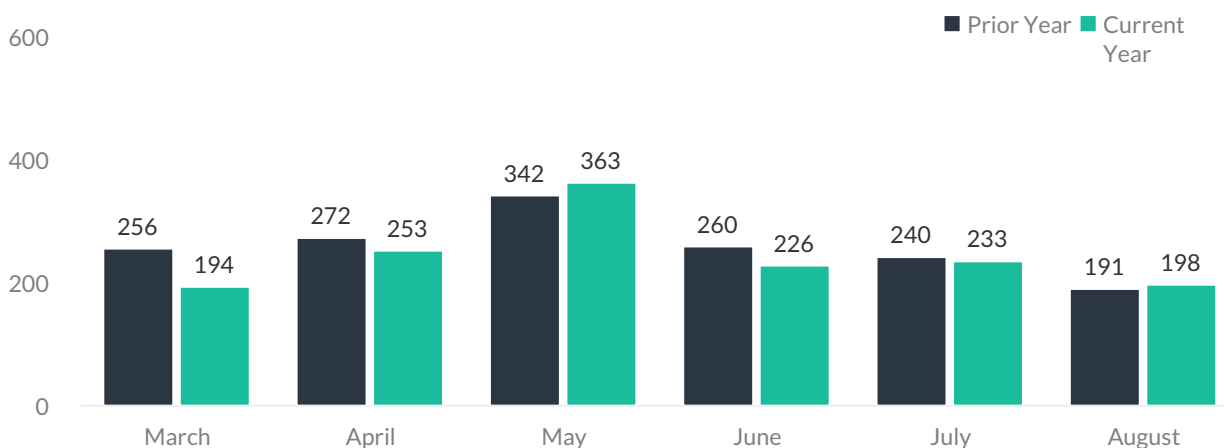
191
Aug, 2018



198
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 198 new listings, a 3.66% increase from August, 2018

B AUG, 2018

There were 191 new listings, a 27.38% decrease from August, 2017

C AUG, 2017

There were 263 new listings, a 9.31% decrease from August, 2016

D AUG, 2016

There were 290 new listings, a 34.26% increase from August, 2015

E AUG, 2015

There were 216 new listings, a 21.45% decrease from August, 2014

F AUG, 2014

There were 275 new listings, a 17.02% increase from August, 2013

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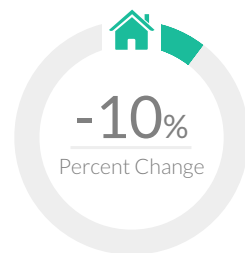
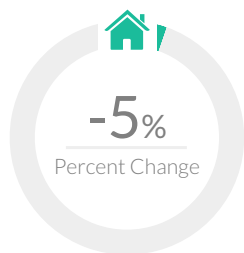
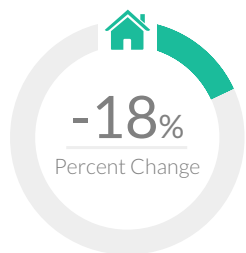
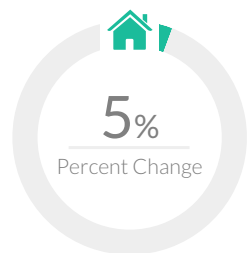
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New Listings

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



2449
YTD 2016

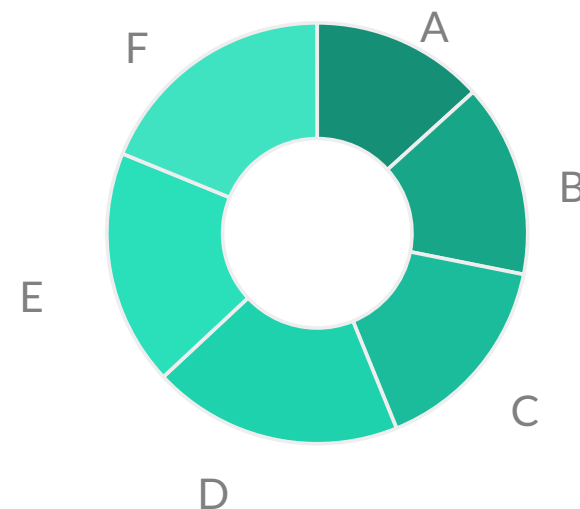
2005
YTD 2017

1895
YTD 2018

1696
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 1696 new listings, a 10.5% decrease from August, 2018

B YTD 2018

There were 1895 new listings, a 5.49% decrease from August, 2017

C YTD 2017

There were 2005 new listings, an 18.13% decrease from August, 2016

D YTD 2016

There were 2449 new listings, a 5.88% increase from August, 2015

E YTD 2015

There were 2313 new listings, a 3.71% decrease from August, 2014

F YTD 2014

There were 2402 new listings, a 9.29% decrease from August, 2013

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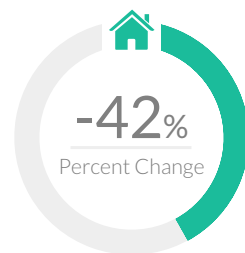
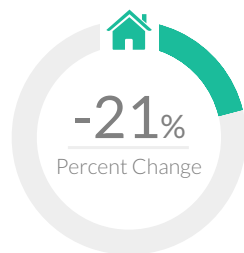
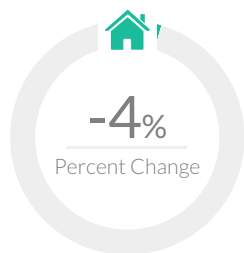
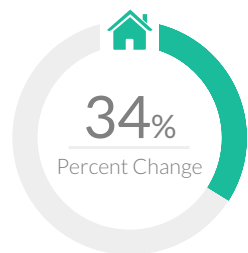
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Unconditional Sales

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



193
Aug, 2016

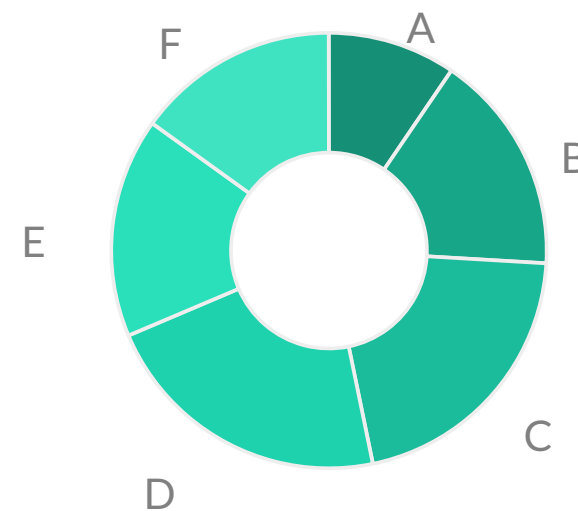
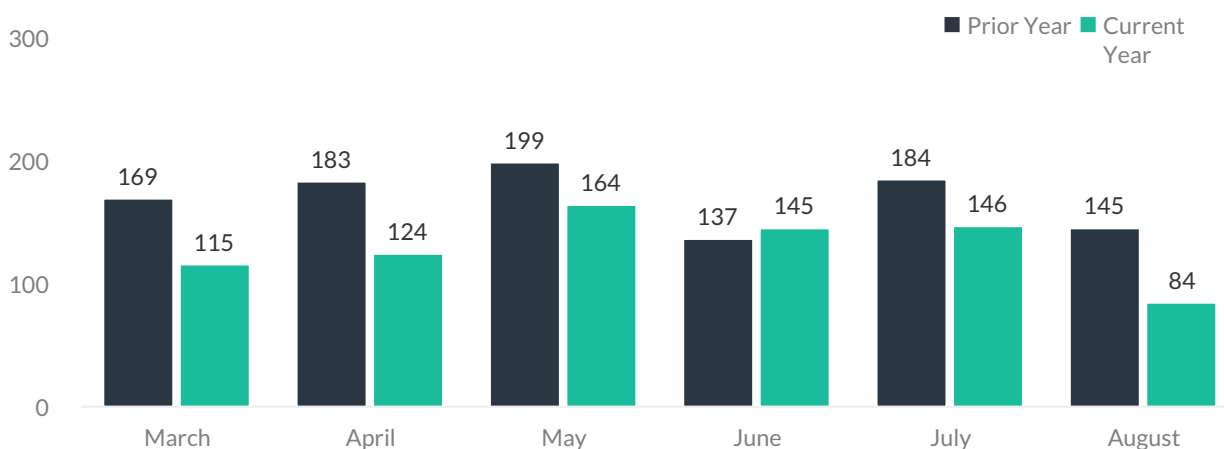
184
Aug, 2017

145
Aug, 2018

84
Aug, 2019

Bar Monthly Sales

Overview of the number of sold listings on a monthly basis



A AUG, 2019

There were 84 sold listings, a 42.07% decrease from August, 2018

B AUG, 2018

There were 145 sold listings, a 21.2% decrease from August, 2017

C AUG, 2017

There were 184 sold listings, a 4.66% decrease from August, 2016

D AUG, 2016

There were 193 sold listings, a 34.03% increase from August, 2015

E AUG, 2015

There were 144 sold listings, an 8.27% increase from August, 2014

F AUG, 2014

There were 133 sold listings, a 16.67% increase from August, 2013

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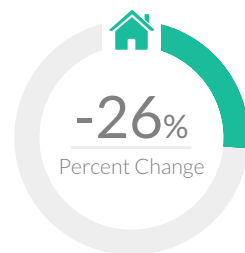
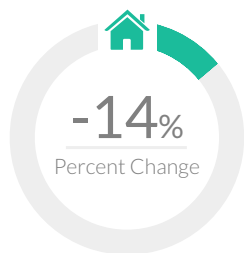
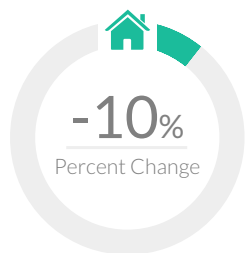
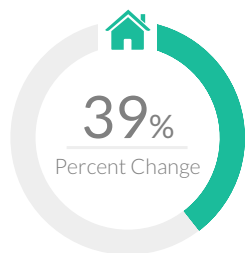
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Unconditional Sales

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



1643
YTD 2016

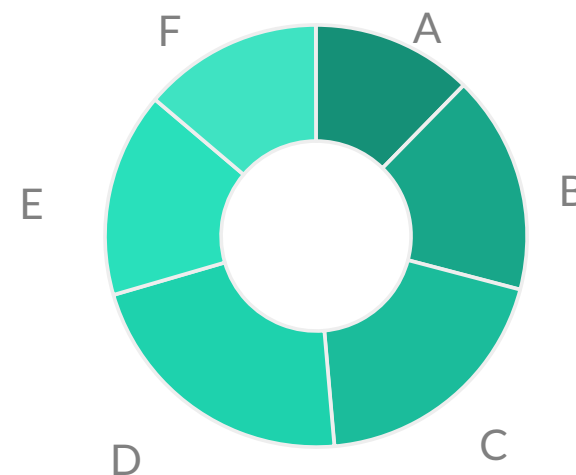
1465
YTD 2017

1258
YTD 2018

925
YTD 2019

Line Monthly Sales

Overview of the number of sold listings on a monthly basis



A YTD 2019

There were 925 sold listings, a 26.47% decrease from August, 2018

B YTD 2018

There were 1258 sold listings, a 14.13% decrease from August, 2017

C YTD 2017

There were 1465 sold listings, a 10.83% decrease from August, 2016

D YTD 2016

There were 1643 sold listings, a 39.59% increase from August, 2015

E YTD 2015

There were 1177 sold listings, a 13.61% increase from August, 2014

F YTD 2014

There were 1036 sold listings, a 15.88% increase from August, 2013

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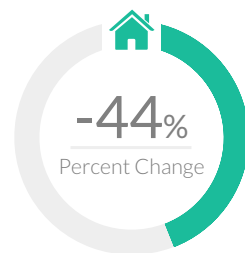
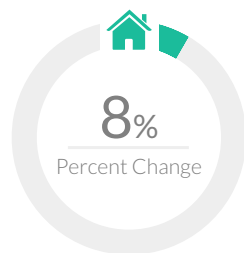
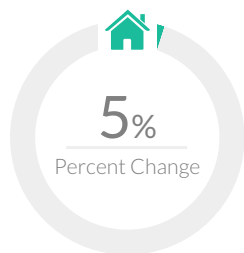
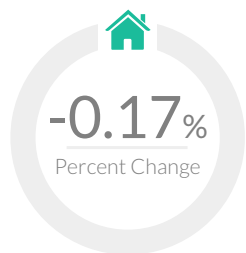
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Ratio of Sales to New listings

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



67%
Aug, 2016

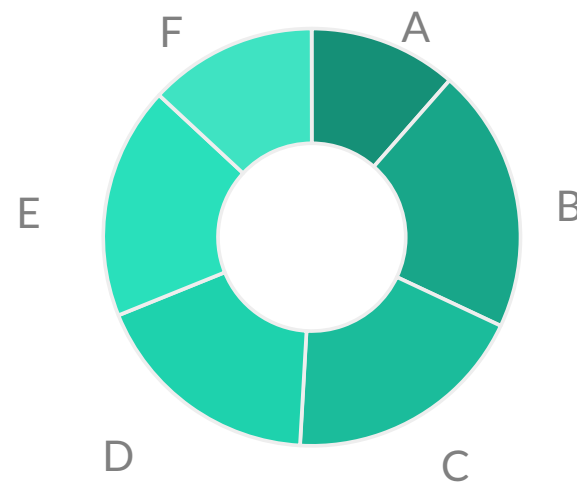
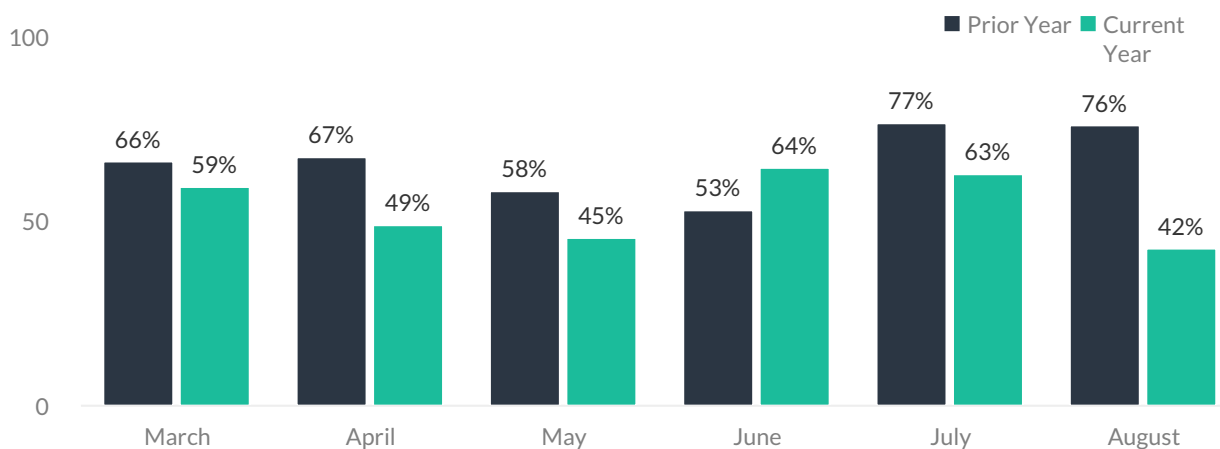
70%
Aug, 2017

76%
Aug, 2018

42%
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 42%, a 44.12% decrease from August, 2018

B AUG, 2018

The ratio of sales to new listings was 76%, an 8.51% increase from August, 2017

C AUG, 2017

The ratio of sales to new listings was 70%, a 5.12% increase from August, 2016

D AUG, 2016

The ratio of sales to new listings was 67%, a 0.17% decrease from August, 2015

E AUG, 2015

The ratio of sales to new listings was 67%, a 37.84% increase from August, 2014

F AUG, 2014

The ratio of sales to new listings was 48%, a 0.3% decrease from August, 2013

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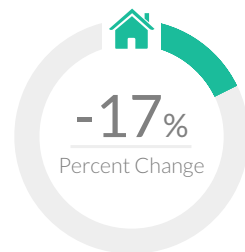
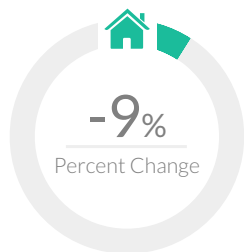
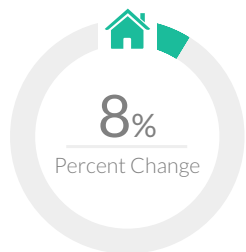
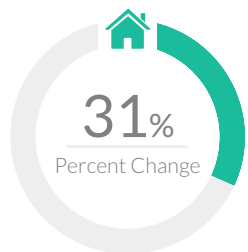
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Ratio of Sales to New listings

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



67%
YTD 2016

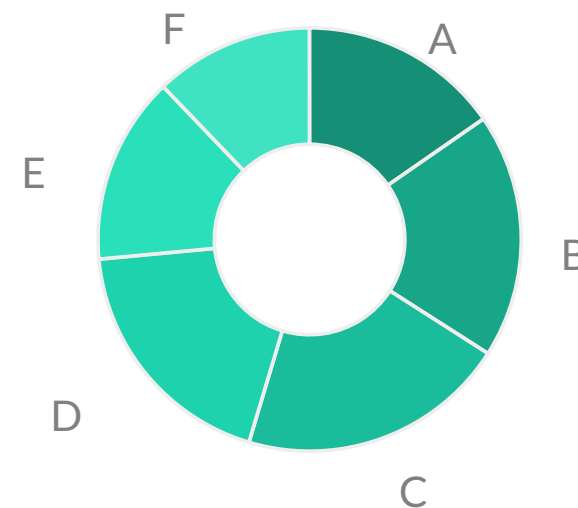
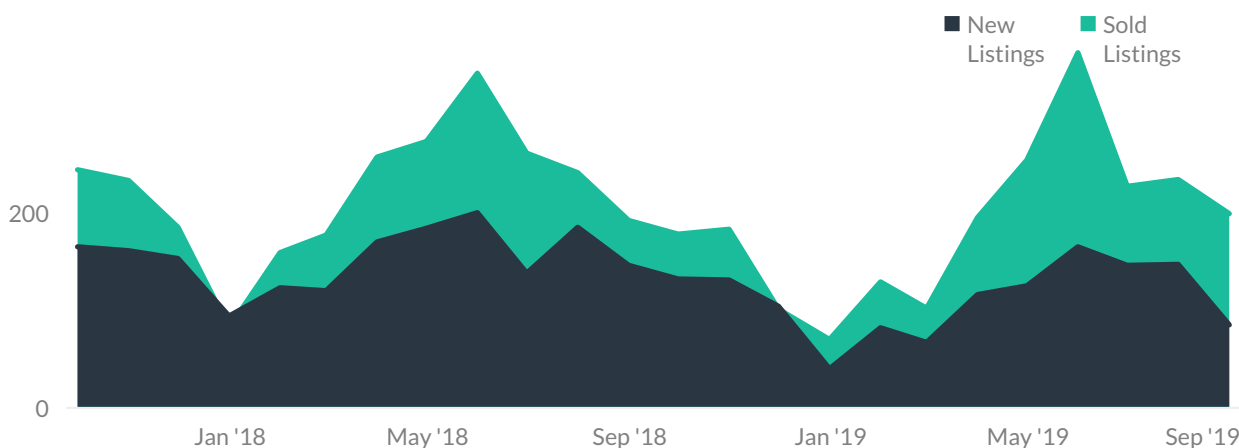
73%
YTD 2017

66%
YTD 2018

55%
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 55%, a 17.84% decrease from August, 2018

B YTD 2018

The ratio of sales to new listings was 66%, a 9.15% decrease from August, 2017

C YTD 2017

The ratio of sales to new listings was 73%, an 8.91% increase from August, 2016

D YTD 2016

The ratio of sales to new listings was 67%, a 31.84% increase from August, 2015

E YTD 2015

The ratio of sales to new listings was 51%, a 17.98% increase from August, 2014

F YTD 2014

The ratio of sales to new listings was 43%, a 27.75% increase from August, 2013

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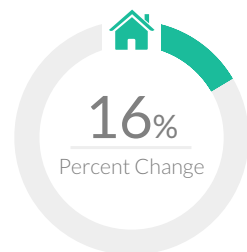
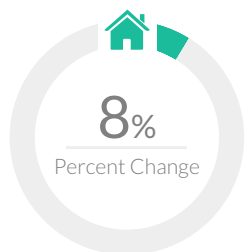
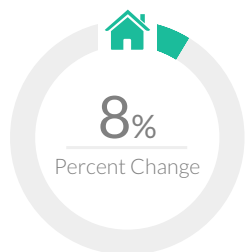
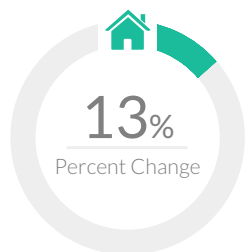
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Median Sale Price

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



\$362k
Aug, 2016

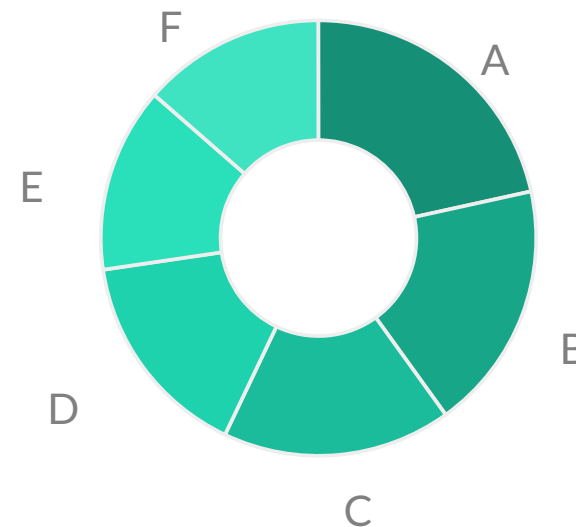
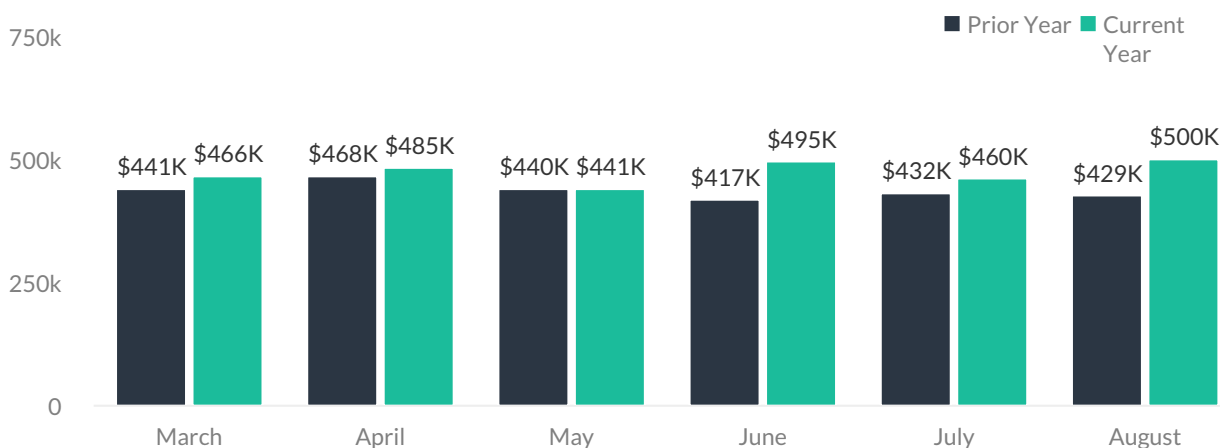
\$394k
Aug, 2017

\$429k
Aug, 2018

\$500k
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 \$500K, a 16.59% increase from August, 2018

B AUG, 2018

The median sales price was \$429K, an 8.84% increase from August, 2017

C AUG, 2017

The median sales price was \$394K, an 8.84% increase from August, 2016

D AUG, 2016

The median sales price was \$362K, a 13.75% increase from August, 2015

E AUG, 2015

The median sales price was \$318K, a 1.03% increase from August, 2014

F AUG, 2014

The median sales price was \$315K, a 3.49% increase from August, 2013

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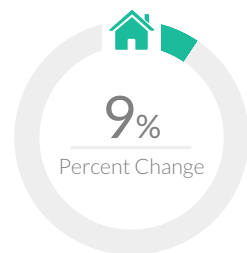
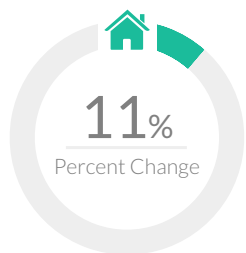
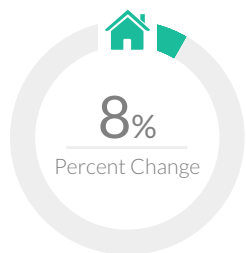
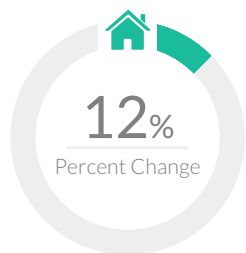
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Median Sale Price

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



\$355k
YTD 2016

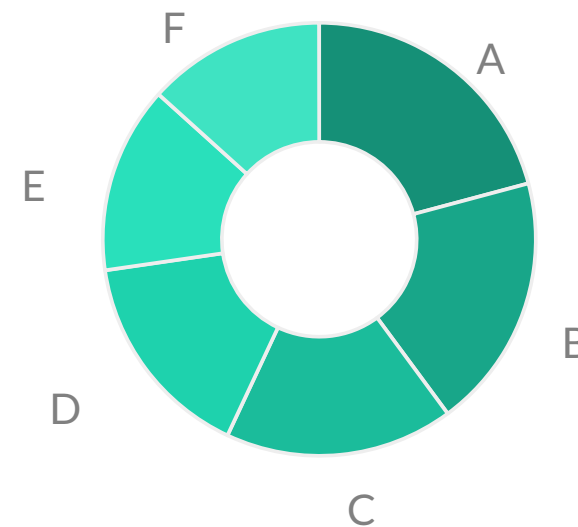
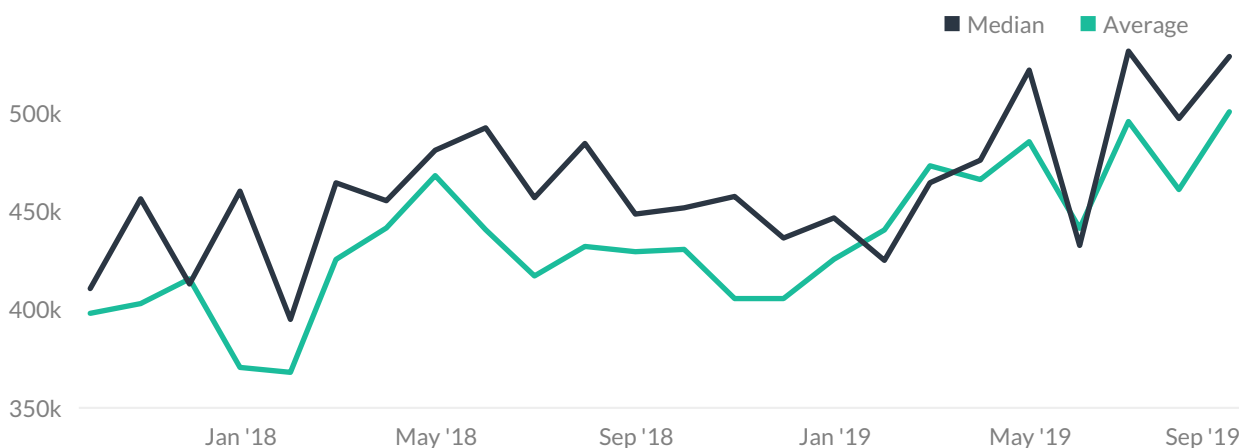
\$385k
YTD 2017

\$429k
YTD 2018

\$470k
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 \$470K, a 9.51% increase from August, 2018

B YTD 2018

The median sales price was \$429K, an 11.48% increase from August, 2017

C YTD 2017

The median sales price was \$385K, an 8.45% increase from August, 2016

D YTD 2016

The median sales price was \$355K, a 12.7% increase from August, 2015

E YTD 2015

The median sales price was \$315K, a 5% increase from August, 2014

F YTD 2014

The median sales price was \$300K, a 0.49% increase from August, 2013

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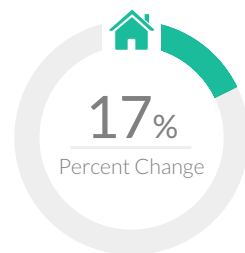
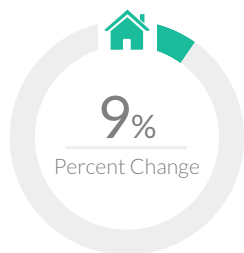
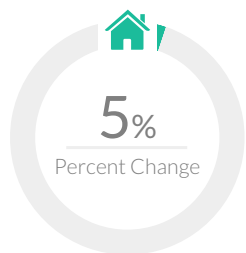
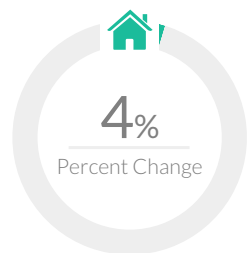
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Average Sale Price

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



\$387k
Aug, 2016

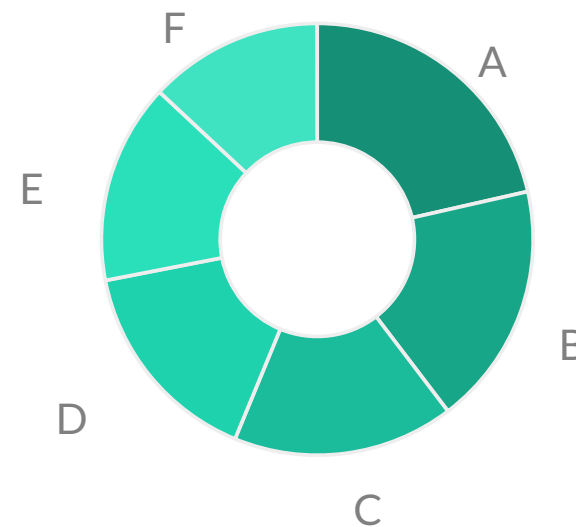
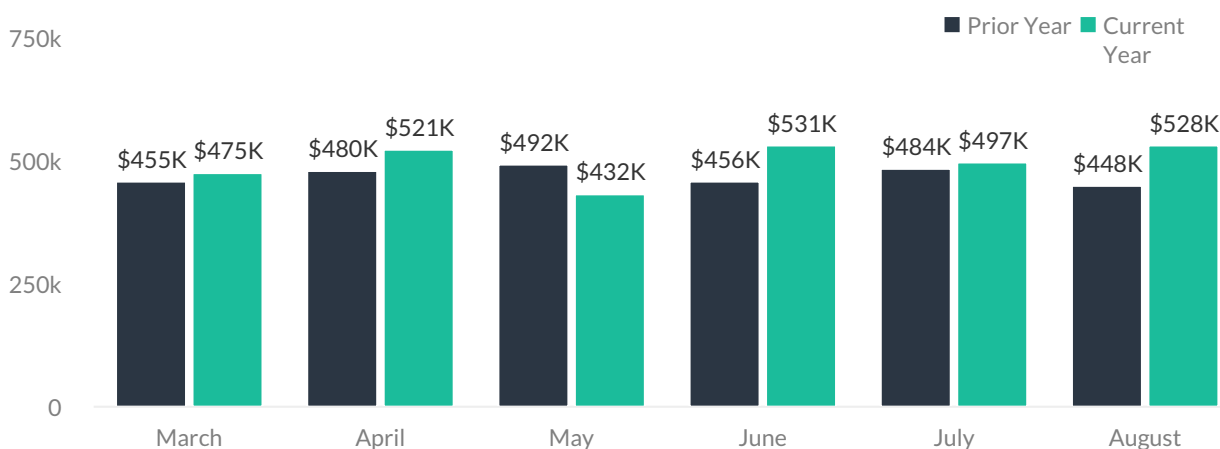
\$408k
Aug, 2017

\$448k
Aug, 2018

\$528k
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 \$528K, a 17.89% increase from August, 2018

B AUG, 2018

The average sales price was \$448K, a 9.83% increase from August, 2017

C AUG, 2017

The average sales price was \$408K, a 5.33% increase from August, 2016

D AUG, 2016

The average sales price was \$387K, a 4.86% increase from August, 2015

E AUG, 2015

The average sales price was \$369K, a 15.06% increase from August, 2014

F AUG, 2014

The average sales price was \$321K, a 1.38% increase from August, 2013

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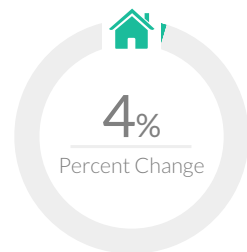
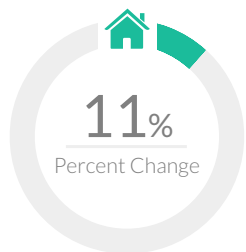
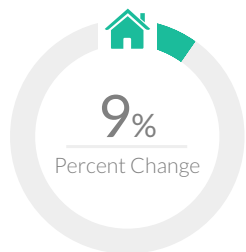
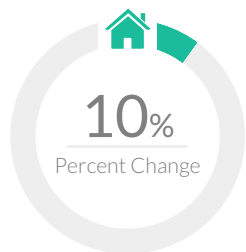
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Average Sale Price

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



\$377k
YTD 2016

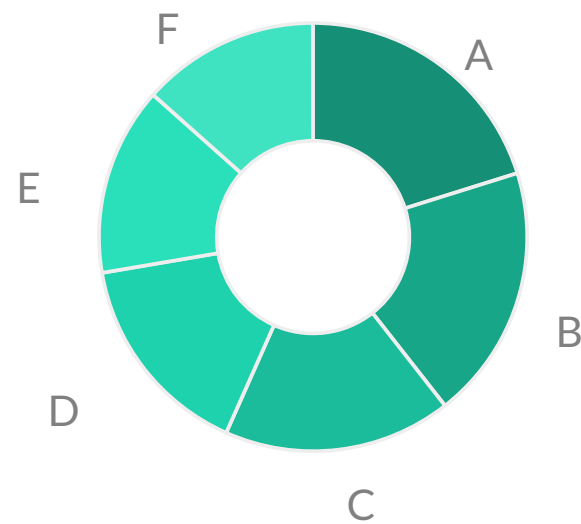
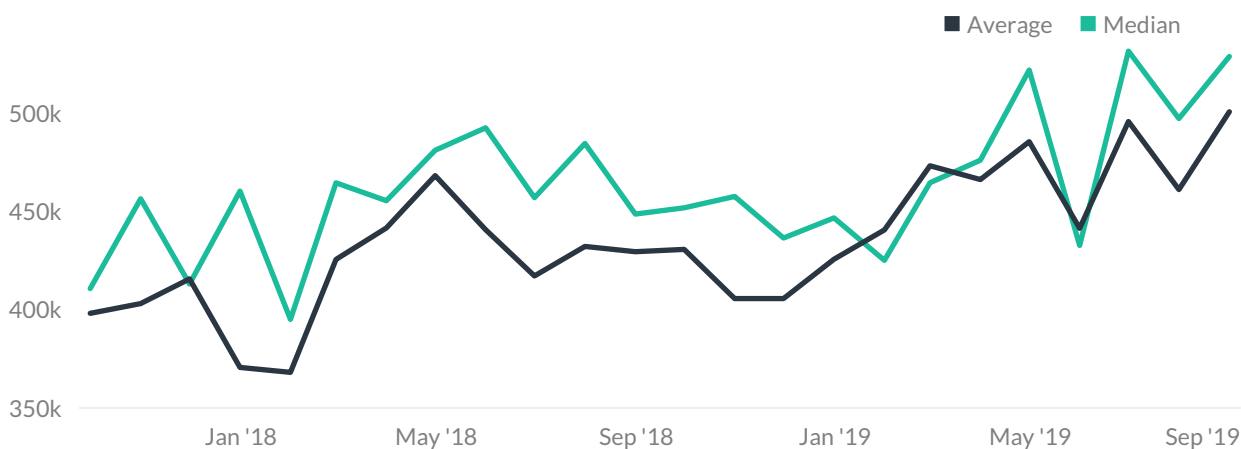
\$414k
YTD 2017

\$463k
YTD 2018

\$485k
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 \$485K, a 4.83% increase from August, 2018

B YTD 2018
The average sales price was \$463K, an 11.77% increase from August, 2017

C YTD 2017
The average sales price was \$414K, a 9.89% increase from August, 2016

D YTD 2016
The average sales price was \$377K, a 10.13% increase from August, 2015

E YTD 2015
The average sales price was \$342K, a 5.99% increase from August, 2014

F YTD 2014
The average sales price was \$323K, a 1.73% increase from August, 2013

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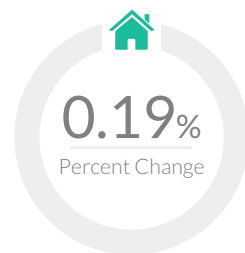
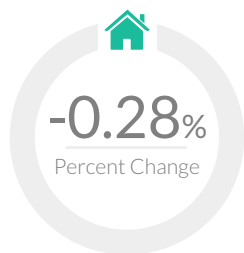
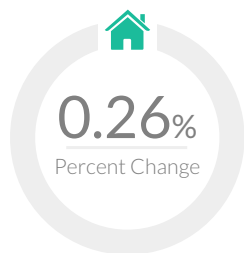
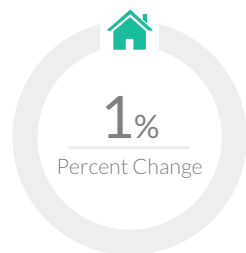
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Average Ask to Sell Ratio

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



98%
Aug, 2016

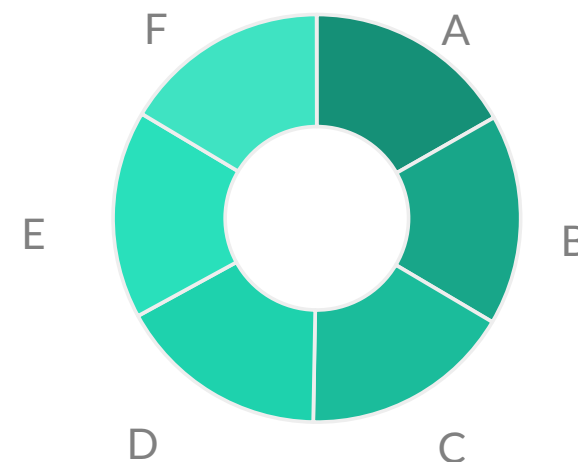
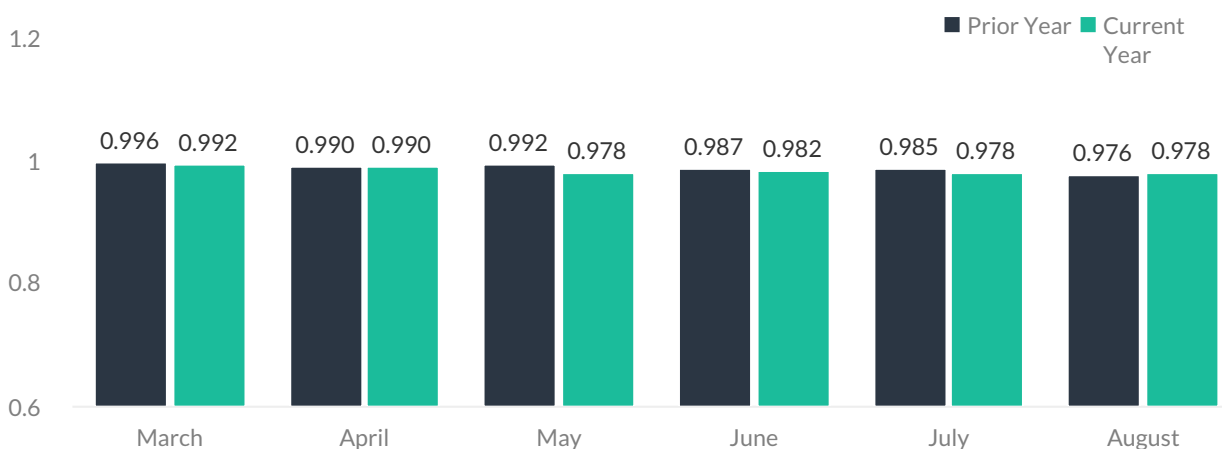
98%
Aug, 2017

98%
Aug, 2018

98%
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 0.978, a 0.19% increase from August, 2018

B AUG, 2018

The average ask to sell ratio was 0.976, a 0.28% decrease from August, 2017

C AUG, 2017

The average ask to sell ratio was 0.979, a 0.26% increase from August, 2016

D AUG, 2016

The average ask to sell ratio was 0.977, a 1.3% increase from August, 2015

E AUG, 2015

The average ask to sell ratio was 0.964, a 0.6% increase from August, 2014

F AUG, 2014

The average ask to sell ratio was 0.958, a 0.04% increase from August, 2013

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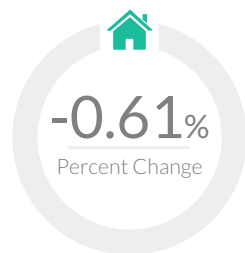
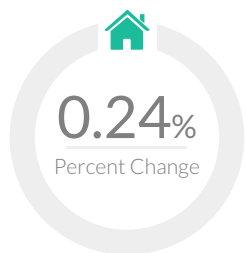
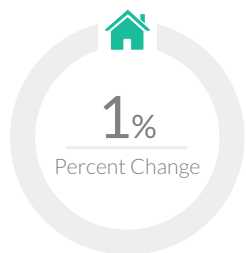
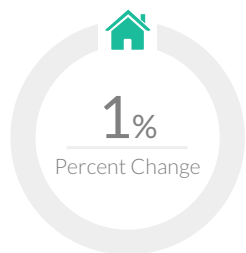
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Average Ask to Sell Ratio

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



98%
YTD 2016

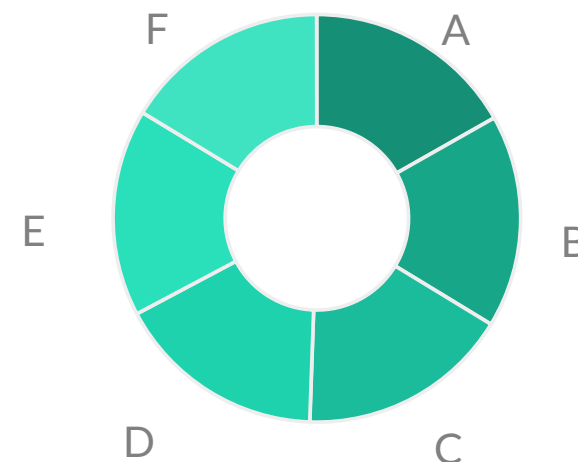
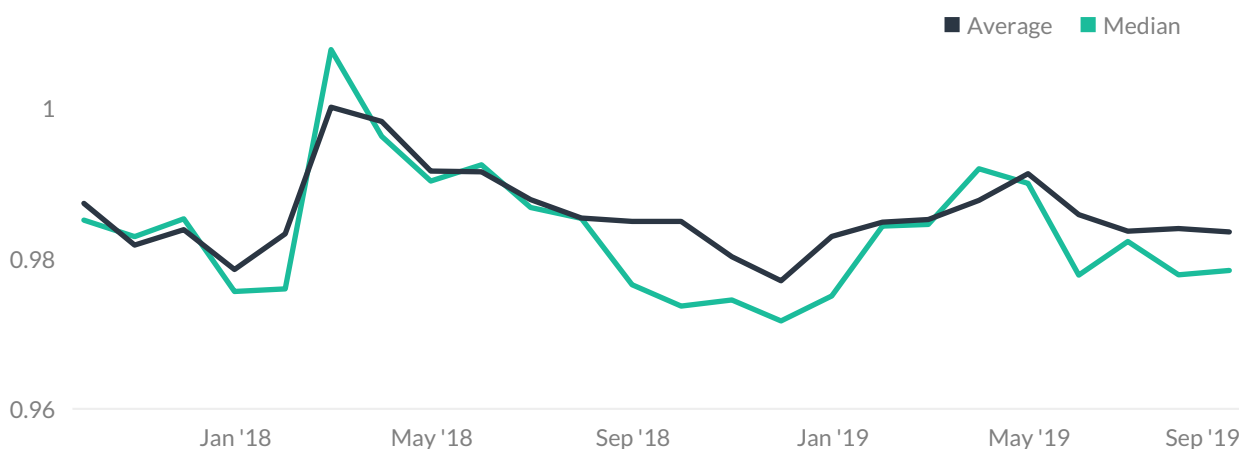
99%
YTD 2017

99%
YTD 2018

98%
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 0.983, a 0.61% decrease from August, 2018

B YTD 2018

The average ask to sell ratio was 0.989, a 0.24% increase from August, 2017

C YTD 2017

The average ask to sell ratio was 0.987, a 1.1% increase from August, 2016

D YTD 2016

The average ask to sell ratio was 0.976, a 1.44% increase from August, 2015

E YTD 2015

The average ask to sell ratio was 0.962, a 0.7% increase from August, 2014

F YTD 2014

The average ask to sell ratio was 0.955, a 0.64% increase from August, 2013

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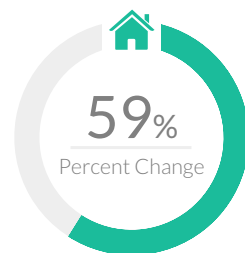
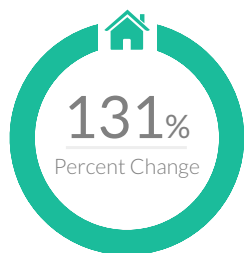
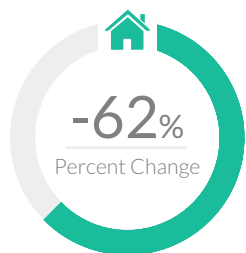
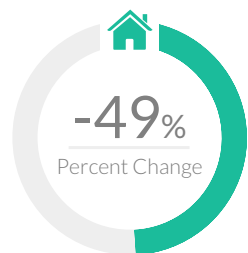
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Total Months Supply

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



4.51
Aug, 2016

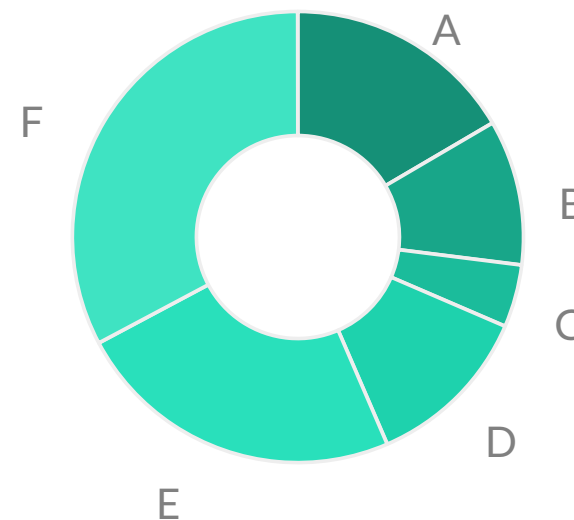
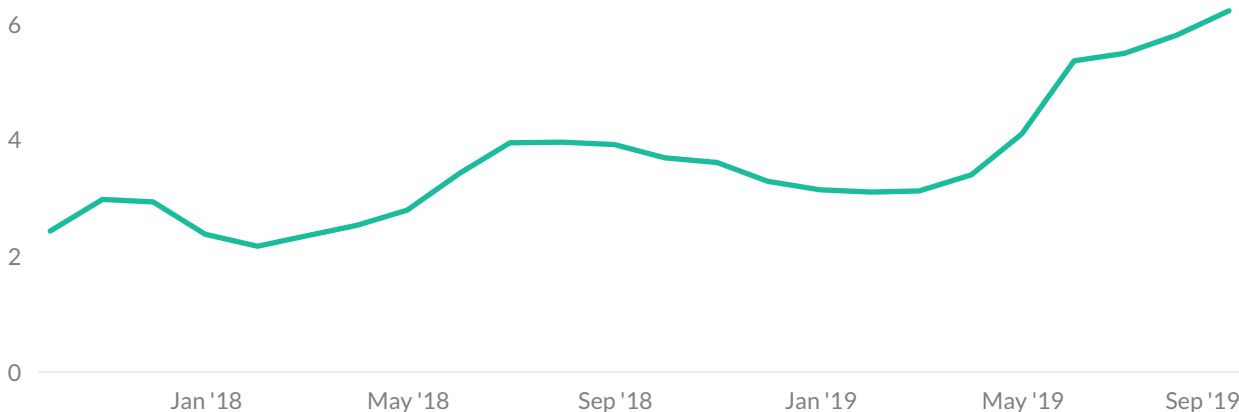
1.68
Aug, 2017

3.90
Aug, 2018

6.21
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 6.21, a 59.11% increase from August, 2018

C AUG, 2017

The months supply as of August, 2017 was 1.68, a 62.72% decrease from August, 2016

E AUG, 2015

The months supply as of August, 2015 was 8.88, a 27.7% decrease from August, 2014

B AUG, 2018

The months supply as of August, 2018 was 3.90, a 131.93% increase from August, 2017

D AUG, 2016

The months supply as of August, 2016 was 4.51, a 49.17% decrease from August, 2015

F AUG, 2014

The months supply as of August, 2014 was 12.28, a 25.61% decrease from August, 2013

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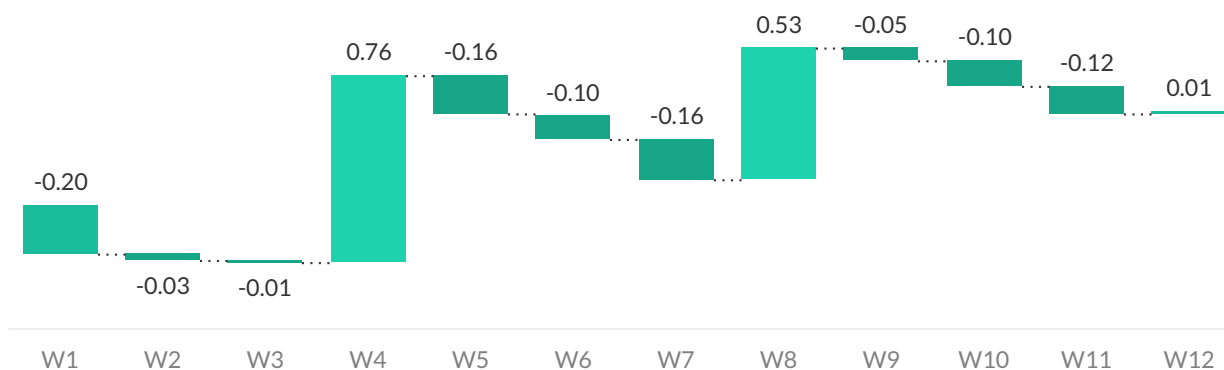
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Total Months Supply

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.

W1 JUN 15/2019

The total months supply was 5.64 month(s), a 3.43% decrease from Jun 8

W2 JUN 22/2019

The total months supply was 5.61 month(s), a 0.45% decrease from Jun 15

W3 JUN 29/2019

The total months supply was 5.6 month(s), a 0.14% decrease from Jun 22

W4 JUL 6/2019

The total months supply was 6.36 month(s), a 13.49% increase from Jun 29

W5 JUL 13/2019

The total months supply was 6.2 month(s), a 2.53% decrease from Jul 6

W6 JUL 20/2019

The total months supply was 6.1 month(s), a 1.53% decrease from Jul 13

W7 JUL 27/2019

The total months supply was 5.94 month(s), a 2.69% decrease from Jul 20

W8 AUG 3/2019

The total months supply was 6.47 month(s), an 8.92% increase from Jul 27

W9 AUG 10/2019

The total months supply was 6.42 month(s), a 0.76% decrease from Aug 3

W10 AUG 17/2019

The total months supply was 6.32 month(s), a 1.61% decrease from Aug 10

W11 AUG 24/2019

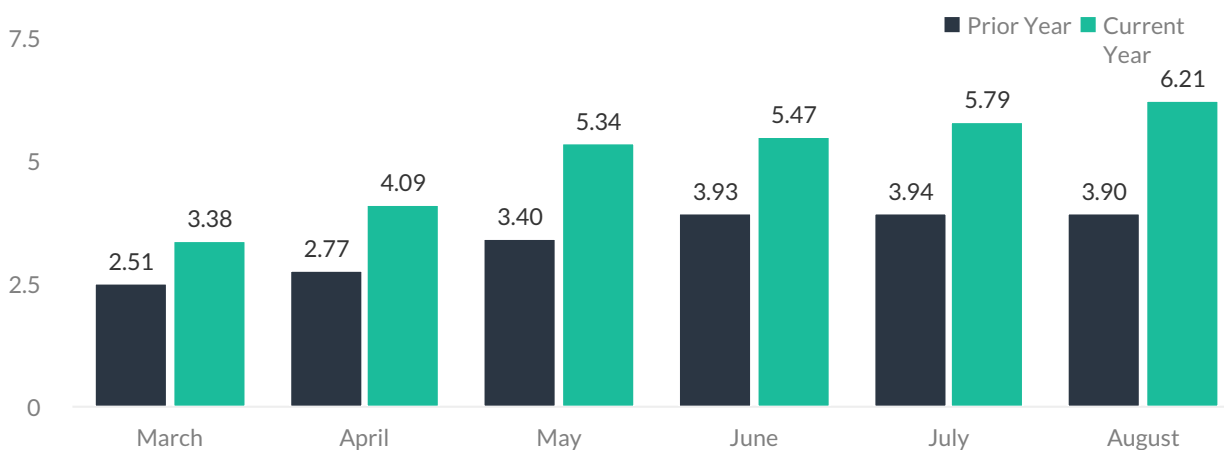
The total months supply was 6.2 month(s), a 1.86% decrease from Aug 17

W12 AUG 31/2019

The total months supply was 6.21 month(s), a 0.14% increase from Aug 24

Bar Monthly Supply of Inventory

Overview of months supply of total inventory on a monthly basis



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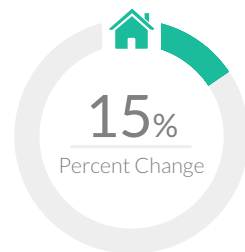
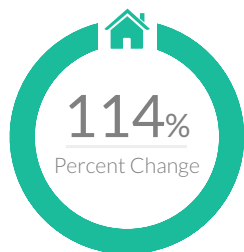
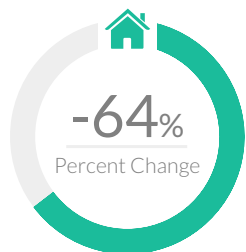
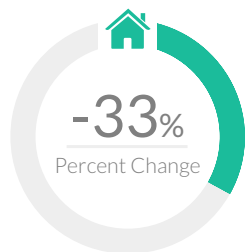
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Total Listing Inventory

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



787
Aug, 2016

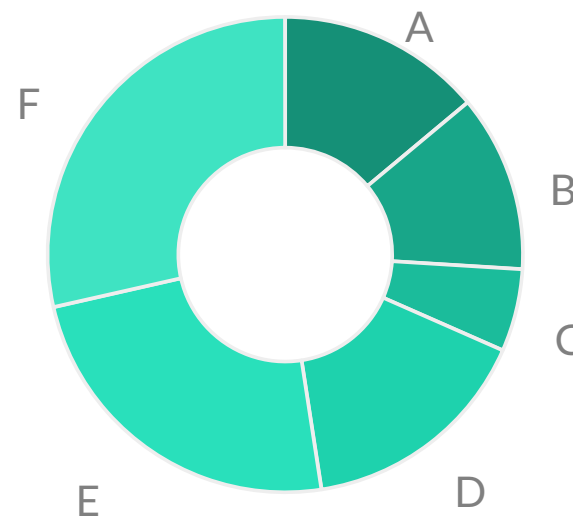
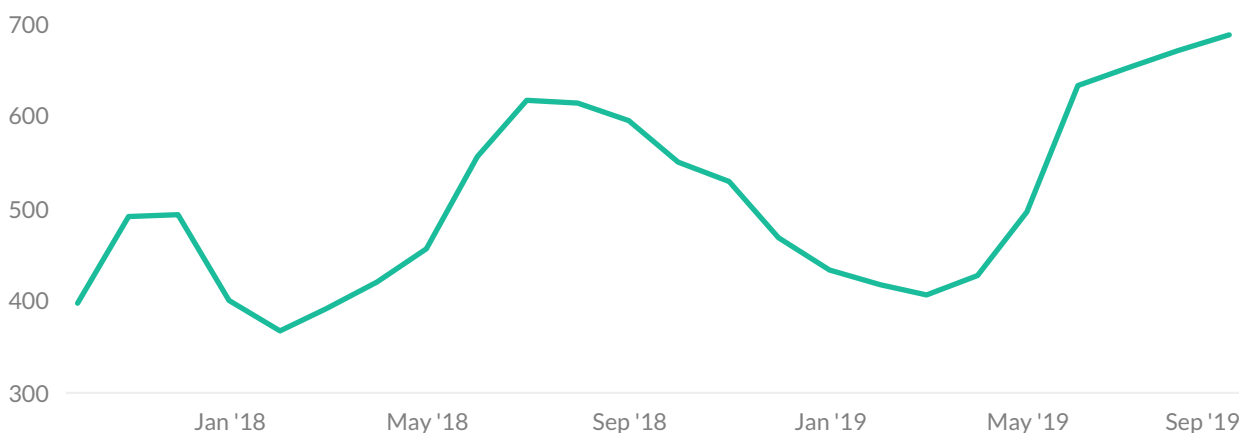
277
Aug, 2017

594
Aug, 2018

687
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 687, a 15.66% increase from August, 2018

B AUG, 2018

As of August, 2018 the total inventory was 594, a 114.44% increase from August, 2017

C AUG, 2017

As of August, 2017 the total inventory was 277, a 64.8% decrease from August, 2016

D AUG, 2016

As of August, 2016 the total inventory was 787, a 33.14% decrease from August, 2015

E AUG, 2015

As of August, 2015 the total inventory was 1177, a 16.35% decrease from August, 2014

F AUG, 2014

As of August, 2014 the total inventory was 1407, a 13.47% decrease from August, 2013

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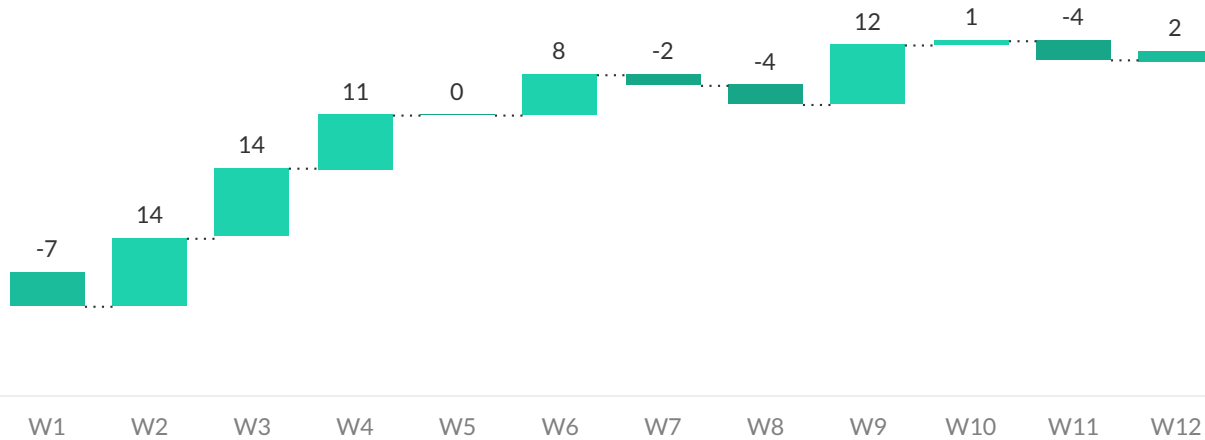
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Total Listing Inventory

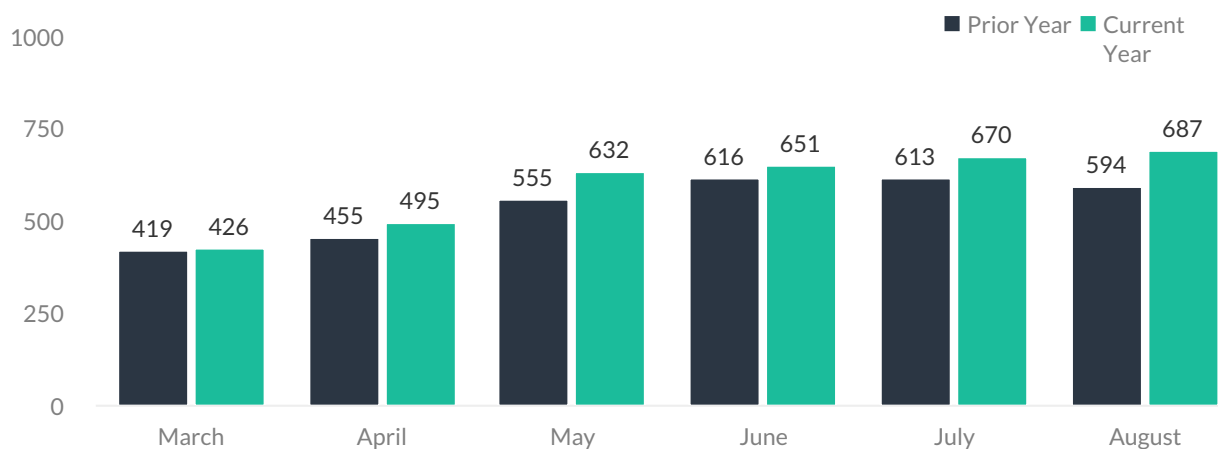
Overview of the total number of listings which were currently active on the market as of August, 2019



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.

Bar Monthly Total Listing Inventory

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



W1 JUN 15/2019

There were 635 active listings as of Jun 15, a 1.09% decrease from Jun 8

W2 JUN 22/2019

There were 649 active listings as of Jun 22, a 2.2% increase from Jun 15

W3 JUN 29/2019

There were 663 active listings as of Jun 29, a 2.16% increase from Jun 22

W4 JUL 6/2019

There were 674 active listings as of Jul 6, a 1.66% increase from Jun 29

W5 JUL 13/2019

There were 674 active listings as of Jul 13, a 0% decrease from Jul 6

W6 JUL 20/2019

There were 682 active listings as of Jul 20, a 1.19% increase from Jul 13

W7 JUL 27/2019

There were 680 active listings as of Jul 27, a 0.29% decrease from Jul 20

W8 AUG 3/2019

There were 676 active listings as of Aug 3, a 0.59% decrease from Jul 27

W9 AUG 10/2019

There were 688 active listings as of Aug 10, a 1.78% increase from Aug 3

W10 AUG 17/2019

There were 689 active listings as of Aug 17, a 0.15% increase from Aug 10

W11 AUG 24/2019

There were 685 active listings as of Aug 24, a 0.58% decrease from Aug 17

W12 AUG 31/2019

There were 687 active listings as of Aug 31, a 0.29% increase from Aug 24

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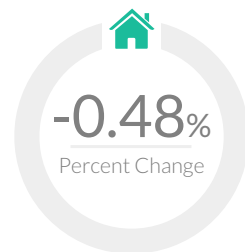
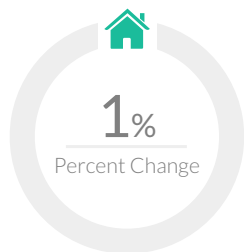
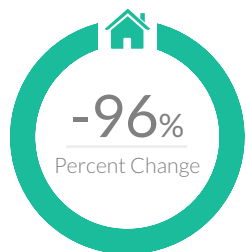
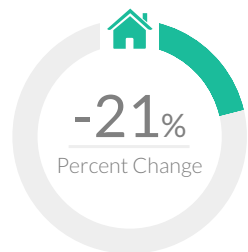
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Days on Market Until Sale

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



62.58
Aug, 2016

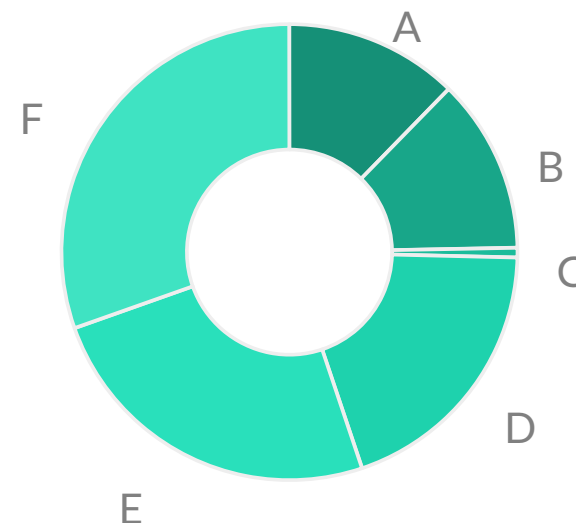
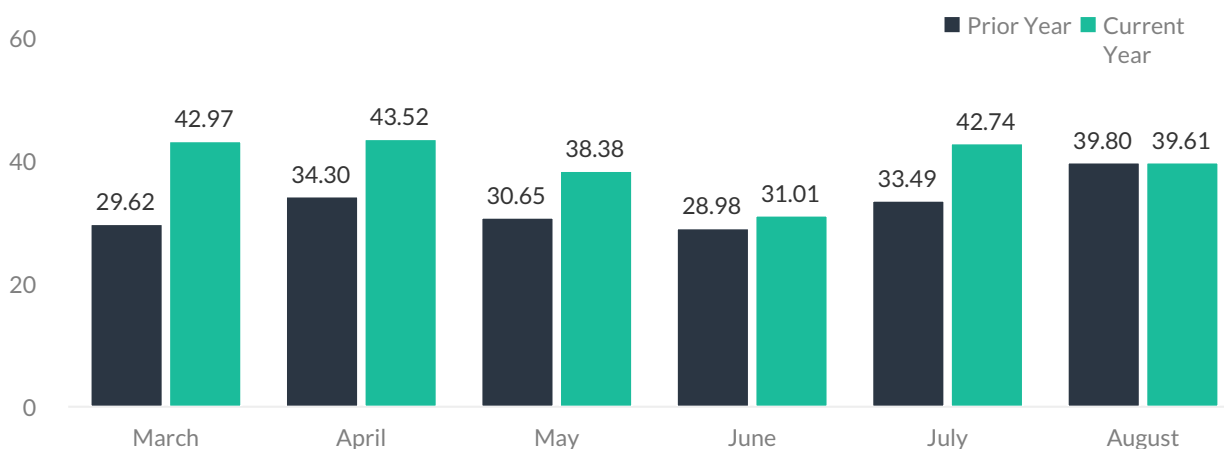
2.21
Aug, 2017

39.80
Aug, 2018

39.61
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 39.61, a 0.48% decrease from August, 2018

B AUG, 2018

The average days on market was 39.80, a 1% increase from August, 2017

C AUG, 2017

The average days on market was 2.21, a 96.47% decrease from August, 2016

D AUG, 2016

The average days on market was 62.58, a 21.32% decrease from August, 2015

E AUG, 2015

The average days on market was 79.53, an 18.63% decrease from August, 2014

F AUG, 2014

The average days on market was 97.74, a 3.14% increase from August, 2013

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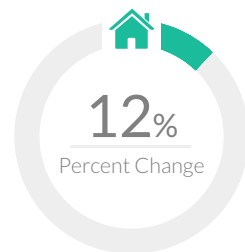
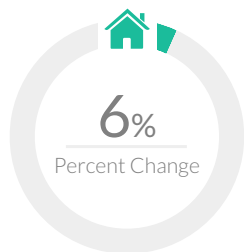
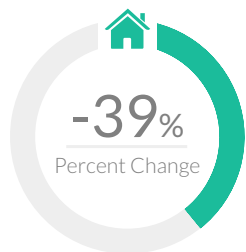
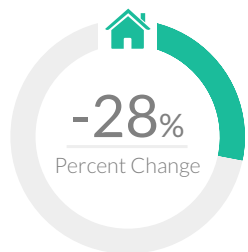
Glen McPherson PREC

<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



57.78
YTD 2016

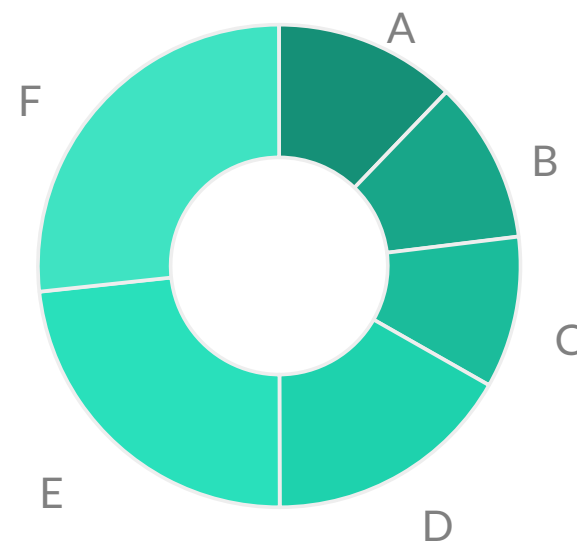
35.07
YTD 2017

37.51
YTD 2018

42.09
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 42.09, a 12.2% increase from August, 2018

B YTD 2018

The average days on market was 37.51, a 6.96% increase from August, 2017

C YTD 2017

The average days on market was 35.07, a 39.3% decrease from August, 2016

D YTD 2016

The average days on market was 57.78, a 28.25% decrease from August, 2015

E YTD 2015

The average days on market was 80.53, a 12.62% decrease from August, 2014

F YTD 2014

The average days on market was 92.16, a 10.26% increase from August, 2013

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