

# H O U S I N G N O W

## YOUR LINK TO THE HOUSING MARKET

### Homebuilding, sales strong in May

Canada Mortgage and Housing Corporation

#### Victoria homebuilding dips

♦ **Metro Victoria homebuilding slipped but remained robust in May with 163 new starts**, down from 220 last month. **Seventy** were **single family houses**, falling from April's 76. **Saanich** led all municipalities with **17 new houses**, followed by **Colwood** with 11.

♦ **Seventy new houses sold**, a jump from April's 30. The new single family **average house price** edged up, to **\$334,910** in May.

♦ **The new single family home and duplex market remained balanced**, as 85 units sold and 90 were completed.

♦ **The condo apartment market remained oversupplied**. The number of units under construction remained steady as there were no completions and no starts. Inventory slipped to 24, with one sale.

♦ **Condo townhouse starts jumped to 40** in May, from 0 the previous month. The townhouse **market stayed oversupplied** as ten units completed, six sold, 144 units were under construction and 34 in inventory.

#### Nanaimo homebuilding growing

♦ **Forty-four new homes started in Nanaimo** this month, down from 56 in April. All were single family houses. **Average new house prices rose to \$277,954**, from April's \$240,294.

♦ **Twenty-six new houses/duplexes** were completed and **2** sold in May. **The new house market remained balanced with inventories easing**.

♦ **The townhouse market moved to a slight undersupply in May**, with no starts, seven completions, and two sales.

♦ **Nanaimo's apartment condo market remains oversupplied**, with no completions and nine sales this month. See **pages 5-7** for details.

#### Courtenay CA leads other Vancouver Island markets

♦ **Courtenay-Comox** saw 35 homes get underway in May, followed by **Parksville-Qualicum** with 22 starts and Duncan with 19.

♦ **No multiple projects broke ground outside of Victoria** this month: **single family housebuilding continues to dominate on Vancouver Island** this spring. Apartment/townhouse construction is expected to pick up at mid year due to rising demand.

### MAY 2003

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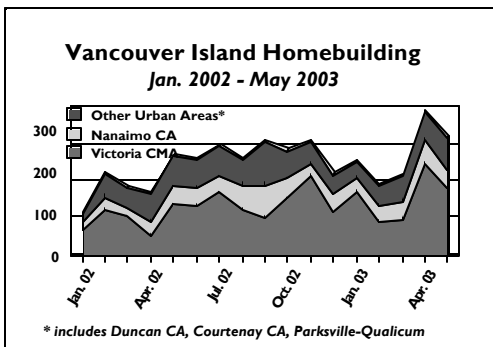
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#### CMHC Victoria Noticeboard

- ♦ **Get CMHC's take on 2004 trends for B.C. housing markets** - call Lisa Preston for information on CMHC's November 2003 Housing Outlook Conference (604) 737-4088 [lpreston@cmhc.ca](mailto:lpreston@cmhc.ca)
- ♦ **CMHC tracks new housing: keep current on hot markets** - next release July 9 (250) 363-8045, [prrill@cmhc.ca](mailto:prrill@cmhc.ca)
- ♦ **Enhancements to CMHC Insurance Products, facilitating affordable housing, effective June 2003** - for more info, contact CMHC Corporate Rep **Lee F. King** (250) 363-8050, [lking@cmhc.ca](mailto:lking@cmhc.ca)



♦ **Vancouver Island homebuilding robust.**

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HOME TO CANADIANS  
**Canada**

**METROPOLITAN VICTORIA**  
**Starts/Completions/Under Construction**  
**May 2003**

	STARTS							COMPLETIONS							UNDER CONSTRUCTION						
	Single	Semi	Row Condo	Row Rental	Apt Condo	Apt Rental	TOTAL	Single	Semi	Row Condo	Row Rental	Apt Condo	Apt Rental	TOTAL	Single	Semi	Row Condo	Row Rental	Apt Condo	Apt Rental	TOTAL
Victoria City	1	0	8	0	0	0	9	1	1	3	0	0	0	5	16	8	19	0	224	0	267
Oak Bay	1	0	0	0	0	0	1	0	0	0	0	0	0	0	10	0	5	0	15	0	30
Esquimalt	3	0	16	0	0	39	58	2	6	0	0	0	0	8	14	0	30	0	0	39	83
Saanich	17	6	0	0	0	0	23	27	2	0	0	0	116	145	129	18	46	27	48	0	268
C. Saanich	2	0	0	0	0	0	2	5	0	7	0	0	0	12	22	0	0	0	0	0	22
N. Saanich	4	0	0	0	0	0	4	6	0	0	0	0	0	6	20	0	0	0	0	0	20
Sidney	2	6	0	0	0	0	8	7	2	0	0	0	0	9	3	8	0	0	0	54	65
View Royal	6	0	6	0	0	0	12	0	0	0	0	0	0	0	28	2	6	0	0	0	36
RDA H	1	0	0	0	0	0	1	1	0	0	0	0	0	1	23	1	0	0	0	0	24
Highlands	5	0	0	0	0	0	5	0	0	0	0	0	0	0	21	0	0	0	0	0	21
Langford	10	0	10	0	0	0	20	14	4	0	0	0	0	18	44	4	10	0	2	32	92
Colwood	11	0	0	0	0	0	11	2	0	0	0	0	0	2	39	0	28	0	0	0	67
Metchosin	0	0	0	0	0	0	0	3	0	0	0	0	0	3	8	0	0	0	0	0	8
Sooke	6	2	0	0	0	0	8	4	0	0	0	0	0	4	35	2	0	0	0	0	37
Indian Res.	1	0	0	0	0	0	1	3	0	0	0	0	0	3	12	0	0	0	0	0	12
<b>MONTH TOTAL</b>	<b>70</b>	<b>14</b>	<b>40</b>	<b>0</b>	<b>0</b>	<b>39</b>	<b>163</b>	<b>75</b>	<b>15</b>	<b>10</b>	<b>0</b>	<b>0</b>	<b>116</b>	<b>216</b>	<b>424</b>	<b>43</b>	<b>144</b>	<b>27</b>	<b>289</b>	<b>125</b>	<b>1052</b>
<b>YEAR-TO-DATE</b>	<b>326</b>	<b>34</b>	<b>92</b>	<b>0</b>	<b>161</b>	<b>93</b>	<b>706</b>	<b>289</b>	<b>40</b>	<b>48</b>	<b>0</b>	<b>37</b>	<b>140</b>	<b>554</b>	<b>---</b>	<b>---</b>	<b>---</b>	<b>---</b>	<b>---</b>	<b>---</b>	<b>---</b>

NOTE: Rental category includes private rental, assisted and co-op housing.

# METROPOLITAN VICTORIA

## Inventory and Absorptions by Municipality

May 2003 AND YEAR-TO-DATE 2002 & 2003

	INVENTORY OF NEW HOMES							ABSORPTION OF NEW HOMES							
	Apt Condo	Apt Rental	Row Condo	Row Rental	Multi. Total	Single & Semi	Grand Total	Apt Condo	Apt Rental	Row Condo	Row Rental	Multi. Total	Single & Semi	Grand Total	
Victoria	15	7	9	0	31	9	40	Victoria	1	0	0	0	1	4	5
Cen Saanich	0	0	5	0	5	2	7	Cen Saanich	0	0	2	0	2	4	6
Esquimalt	4	0	0	0	4	1	5	Esquimalt	0	0	0	0	0	6	6
Oak Bay	1	0	0	0	1	4	5	Oak Bay	0	0	0	0	0	0	0
Saanich	0	15	16	0	31	30	61	Saanich	0	101	3	0	104	31	135
Sidney	0	0	4	0	4	3	7	Sidney	0	0	1	0	1	6	7
RDA. H	0	0	0	0	0	2	2	RDA H	0	0	0	0	0	0	0
Highlands	0	0	0	0	0	0	0	Highlands	0	0	0	0	0	0	0
Langford	4	0	0	0	4	11	15	Langford	0	0	0	0	0	19	19
View Royal	0	0	0	0	0	6	6	View Royal	0	0	0	0	0	0	0
N. Saanich	0	0	0	0	0	2	2	N. Saanich	0	0	0	0	0	5	5
Colwood	0	0	0	0	0	1	1	Colwood	0	0	0	0	0	2	2
Metchosin	0	0	0	0	0	0	0	Metchosin	0	0	0	0	0	3	3
Sooke	0	0	0	0	0	3	3	Sooke	0	0	0	0	0	3	3
Indian Res.	0	0	0	0	0	2	2	Indian Res.	0	0	0	0	0	2	2
<b>MONTH TOTAL</b>	<b>24</b>	<b>22</b>	<b>34</b>	<b>0</b>	<b>80</b>	<b>76</b>	<b>156</b>	<b>MONTH TOTAL</b>	<b>1</b>	<b>101</b>	<b>6</b>	<b>0</b>	<b>108</b>	<b>85</b>	<b>193</b>
<b>Y.T.D. AVG. 2003</b>	<b>29</b>	<b>12</b>	<b>19</b>	<b>0</b>	<b>60</b>	<b>61</b>	<b>121</b>	<b>Y.T.D. TOTAL 2003</b>	<b>52</b>	<b>118</b>	<b>16</b>	<b>0</b>	<b>186</b>	<b>291</b>	<b>477</b>
<b>Y.T.D. AVG. 2002</b>	<b>62</b>	<b>22</b>	<b>4</b>	<b>0</b>	<b>88</b>	<b>69</b>	<b>157</b>	<b>Y.T.D. TOTAL 2002</b>	<b>61</b>	<b>85</b>	<b>30</b>	<b>0</b>	<b>176</b>	<b>441</b>	<b>617</b>

Note 1): Absorptions are measured at project completion and do **not** include presales.  
 Note 2): Tenure is defined as intended market at completion. Inventory refers to unsold or unrented units.

# METROPOLITAN VICTORIA

## ABSORBED NEW HOUSE PRICES

	NO. OF UNITS		AVERAGE PRICE			MEDIAN PRICE		
	2002	2003	2002	2003	% Chg	2002	2003	% Chg
January	73	45	\$311,518	\$446,782	43.4	\$284,900	\$387,000	35.8
February	91	62	347,122	402,073	15.8	324,000	343,800	6.1
March	95	52	321,126	334,101	4.0	301,000	336,000	11.6
April	69	30	307,498	329,913	7.3	284,400	333,400	17.2
May	66	70	339,126	334,910	-1.2	299,500	359,000	19.9
June	75		337,301			274,416		
July	43		315,562			290,000		
August	108		339,604			289,450		
September	69		324,542			289,900		
October	67		380,037			304,800		
November	49		374,493			354,000		
December	79		423,910			340,200		

# NANAIMO CA

## ABSORBED NEW HOUSE PRICES

	NO. OF UNITS		AVERAGE PRICE			MEDIAN PRICE		
	2002	2003	2002	2003	% Chg	2002	2003	% Chg
January	11	34	\$298,357	\$275,565	-7.6	\$248,400	\$246,044	-0.9
February	19	24	267,268	222,547	-16.7	245,400	194,750	-20.6
March	22	25	262,292	244,495	-6.8	228,950	226,500	-1.1
April	26	40	257,319	240,294	-6.6	224,200	225,450	0.6
May	23	27	265,166	277,954	4.8	262,080	257,000	-1.9
June	32		241,729			222,705		
July	5		211,383			217,900		
August	29		254,686			223,200		
September	31		222,222			189,900		
October	31		285,989			287,192		
November	33		212,853			203,000		
December	41		254,734			253,000		

# VANCOUVER ISLAND

## STARTS/COMPLETIONS SUMMARY

### 2002 & 2003 Year-to-Date

	STARTS JAN.-MAY 2003					STARTS JAN.-MAY 2002					COMPLETIONS JAN.-MAY 2003					COMPLETIONS JAN.-MAY 2002				
	Single	Semi	Row	Apt	Total	Single	Semi	Row	Apt	Total	Single	Semi	Row	Apt	Total	Single	Semi	Row	Apt	Total
Campbell River *	18	2	0	0	20	9	0	0	0	9	n.a.	n.a.	n.a.	n.a.	n.a.	8	0	0	0	8
Courtenay	111	24	5	0	140	102	2	8	0	112	97	10	6	43	156	91	0	0	0	91
Parksville/Qualicum	77	11	0	0	88	89	16	0	0	105	77	6	0	0	83	64	10	0	0	74
Nanaimo	185	26	0	0	211	116	16	16	0	148	147	10	15	25	197	114	18	4	34	170
Duncan	56	7	0	0	63	31	10	0	0	41	37	2	0	6	45	33	4	0	0	37
Port Alberni *	2	2	0	0	4	5	0	0	0	5	n.a.	n.a.	n.a.	n.a.	n.a.	1	0	0	0	1
Victoria	326	34	92	254	706	359	17	32	31	439	289	40	48	177	554	317	32	29	199	577
<b>TOTAL</b>	<b>775</b>	<b>106</b>	<b>97</b>	<b>254</b>	<b>1232</b>	<b>711</b>	<b>61</b>	<b>56</b>	<b>31</b>	<b>859</b>	<b>647</b>	<b>68</b>	<b>69</b>	<b>251</b>	<b>1035</b>	<b>628</b>	<b>64</b>	<b>33</b>	<b>233</b>	<b>958</b>

\* updated Quarterly (to March)

# VANCOUVER ISLAND

## Starts/Completions/Under Construction

May 2003

	UNDER CONSTR: APR. 2003					STARTS					COMPLETIONS					UNDER CONSTR: MAY 2003				
	Single	Semi	Row	Apt	Total	Single	Semi	Row	Apt	Total	Single	Semi	Row	Apt	Total	Single	Semi	Row	Apt	Total
Comox Town	21	2	0	0	23	9	0	0	0	9	1	0	0	0	1	29	2	0	0	31
Courtenay City	60	36	0	43	139	17	4	0	0	21	13	0	0	43	56	64	40	0	0	104
Cumberland	4	0	0	0	4	0	0	0	0	0	0	0	0	0	0	4	0	0	0	4
Comox Strath RDA A	12	0	0	0	12	1	0	0	0	1	1	0	0	0	1	12	0	0	0	12
Comox Strath RDA B	23	0	5	0	28	2	0	0	0	2	5	0	0	0	5	20	0	5	0	25
Indian Res.	4	0	0	0	4	2	0	0	0	2	0	0	0	0	0	6	0	0	0	6
<b>Courtenay CA</b>	<b>124</b>	<b>38</b>	<b>5</b>	<b>43</b>	<b>210</b>	<b>31</b>	<b>4</b>	<b>0</b>	<b>0</b>	<b>35</b>	<b>20</b>	<b>0</b>	<b>0</b>	<b>43</b>	<b>63</b>	<b>135</b>	<b>42</b>	<b>5</b>	<b>0</b>	<b>182</b>
Parksville City	22	19	0	0	41	14	0	0	0	14	3	0	0	0	3	33	19	0	0	52
Qualicum Beach	20	2	0	0	22	2	0	0	0	2	5	0	0	0	5	17	2	0	0	19
Nanaimo RDA G	35	0	0	0	35	6	0	0	0	6	8	0	0	0	8	33	0	0	0	33
<b>Parksville-Qualicu</b>	<b>77</b>	<b>21</b>	<b>0</b>	<b>0</b>	<b>98</b>	<b>22</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>22</b>	<b>16</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>16</b>	<b>83</b>	<b>21</b>	<b>0</b>	<b>0</b>	<b>104</b>
Nanaimo City	113	20	19	0	152	30	0	0	0	30	15	2	7	0	24	128	18	12	0	158
Nanaimo RDA A	16	0	0	0	16	5	0	0	0	5	1	0	0	0	1	20	0	0	0	20
Nanaimo RDA B	32	0	0	0	32	1	0	0	0	1	2	0	0	0	2	31	0	0	0	31
Nanaimo RDA D	17	0	0	0	17	3	0	0	0	3	2	0	0	0	2	18	0	0	0	18
Nanaimo RDA E	33	0	0	0	33	5	0	0	0	5	4	0	0	0	4	34	0	0	0	34
<b>Nanaimo CA</b>	<b>211</b>	<b>20</b>	<b>19</b>	<b>0</b>	<b>250</b>	<b>44</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>44</b>	<b>24</b>	<b>2</b>	<b>7</b>	<b>0</b>	<b>33</b>	<b>231</b>	<b>18</b>	<b>12</b>	<b>0</b>	<b>261</b>
North Cowichan	49	7	0	0	56	16	2	0	0	18	5	0	0	0	5	60	9	0	0	69
Duncan City	1	0	0	0	1	0	0	0	0	0	0	0	0	0	0	1	0	0	0	1
Cowich. Valley RDA	6	0	0	0	6	1	0	0	0	1	0	0	0	0	0	7	0	0	0	7
Cowich. Valley RDA	2	0	0	0	2	0	0	0	0	0	1	0	0	0	1	1	0	0	0	1
<b>Duncan CA</b>	<b>58</b>	<b>7</b>	<b>0</b>	<b>0</b>	<b>65</b>	<b>17</b>	<b>2</b>	<b>0</b>	<b>0</b>	<b>19</b>	<b>6</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>6</b>	<b>69</b>	<b>9</b>	<b>0</b>	<b>0</b>	<b>78</b>
<b>TOTAL</b>	<b>470</b>	<b>86</b>	<b>24</b>	<b>43</b>	<b>623</b>	<b>114</b>	<b>6</b>	<b>0</b>	<b>0</b>	<b>120</b>	<b>66</b>	<b>2</b>	<b>7</b>	<b>43</b>	<b>118</b>	<b>518</b>	<b>90</b>	<b>17</b>	<b>0</b>	<b>625</b>

## NANAIMO CA

### Inventory and Absorptions by Municipality

#### MAY 2003 AND YEAR-TO-DATE 2002 & 2003

INVENTORY OF NEW HOMES								ABSORPTION OF NEW HOMES							
	Apt Condo	Apt Rental	Row Condo	Row Rental	Multi. Total	Single & Semi	Grand Total		Apt Condo	Apt Rental	Row Condo	Row Rental	Multi. Total	Single & Semi	Grand Total
Nanaimo City	28	0	5	3	36	17	53	Nanaimo	9	0	2	0	11	24	35
Nanaimo A,B,D,E	7	0	0	0	7	2	9	Nanaimo A,B,D,E	0	0	0	0	0	8	8
<b>TOTAL</b>	<b>35</b>	<b>0</b>	<b>5</b>	<b>3</b>	<b>43</b>	<b>19</b>	<b>62</b>	<b>TOTAL</b>	<b>9</b>	<b>0</b>	<b>2</b>	<b>0</b>	<b>11</b>	<b>32</b>	<b>43</b>
<b>Y.T.D. AVG. 2003</b>	<b>42</b>	<b>0</b>	<b>4</b>	<b>0</b>	<b>46</b>	<b>27</b>	<b>73</b>	<b>Y.T.D. TOTAL 2003</b>	<b>14</b>	<b>21</b>	<b>17</b>	<b>0</b>	<b>52</b>	<b>173</b>	<b>225</b>
<b>Y.T.D. AVG. 2002</b>	<b>77</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>77</b>	<b>20</b>	<b>97</b>	<b>Y.T.D. TOTAL 2002</b>	<b>3</b>	<b>0</b>	<b>3</b>	<b>0</b>	<b>6</b>	<b>140</b>	<b>146</b>

## COURTENAY CA

### Inventory and Absorptions by Municipality

#### MAY 2003 AND YEAR-TO-DATE 2002 & 2003

INVENTORY OF NEW HOMES								ABSORPTION OF NEW HOMES							
	Apt Condo	Apt Rental	Row Condo	Row Rental	Multi. Total	Single & Semi	Grand Total		Apt Condo	Apt Rental	Row Condo	Row Rental	Multi. Total	Single & Semi	Grand Total
Comox Town	0	0	0	0	0	1	1	Comox Town	0	0	0	0	0	2	2
Courtenay	11	25	1	0	37	24	61	Courtenay	0	18	0	0	18	18	36
Cumberland	0	0	0	0	0	0	0	Cumberland	0	0	0	0	0	0	0
Comox Strath A,B	0	0	2	0	2	1	3	Comox Strath A,B	0	0	0	0	0	6	6
Indian Res.	0	0	0	0	0	0	0	Indian Res.	0	0	0	0	0	0	0
<b>TOTAL</b>	<b>11</b>	<b>25</b>	<b>3</b>	<b>0</b>	<b>39</b>	<b>26</b>	<b>65</b>	<b>TOTAL</b>	<b>0</b>	<b>18</b>	<b>0</b>	<b>0</b>	<b>18</b>	<b>26</b>	<b>44</b>
<b>Y.T.D. AVG. 2003</b>	<b>11</b>	<b>5</b>	<b>3</b>	<b>0</b>	<b>19</b>	<b>33</b>	<b>52</b>	<b>Y.T.D. TOTAL 2003</b>	<b>1</b>	<b>18</b>	<b>5</b>	<b>0</b>	<b>24</b>	<b>113</b>	<b>137</b>
<b>Y.T.D. AVG. 2002</b>	<b>0</b>	<b>0</b>	<b>7</b>	<b>0</b>	<b>7</b>	<b>15</b>	<b>22</b>	<b>Y.T.D. TOTAL 2002</b>	<b>0</b>	<b>0</b>	<b>4</b>	<b>0</b>	<b>4</b>	<b>90</b>	<b>94</b>

Note 1): Absorptions are measured at projection completion and do **not** include presales.  
 Note 2): Tenure is defined as intended market at completion. Inventory refers to unsold or unrented units.

# CMHC Market Watch

## VICTORIA AND NANAIMO New Ownership Construction MAY 2003

need to know

### METRO VICTORIA

	Completed & Unoccupied <sup>1</sup>	Under Construction	Total Supply	Monthly Absorption Forecast <sup>2</sup>	Duration of Supply (Months)	Surplus/Shortfall <sup>3</sup> (Months)	Market Classification <sup>4</sup>
Single & Semi	76	447	523	70	7.5	0.5	Balanced.
Row Condo	34	144	178	9	19.8	9.8	Oversupplied.
Apt Condo	24	289	313	18	17.4	3.4	Oversupplied.

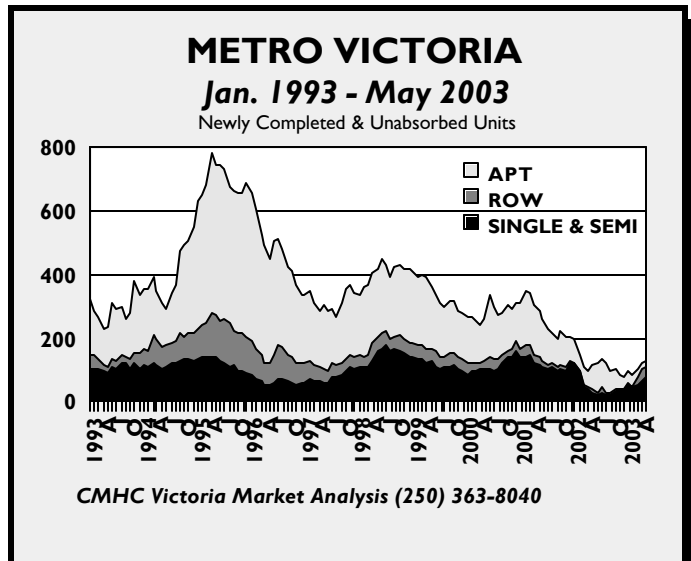
need to know

### NANAIMO CA

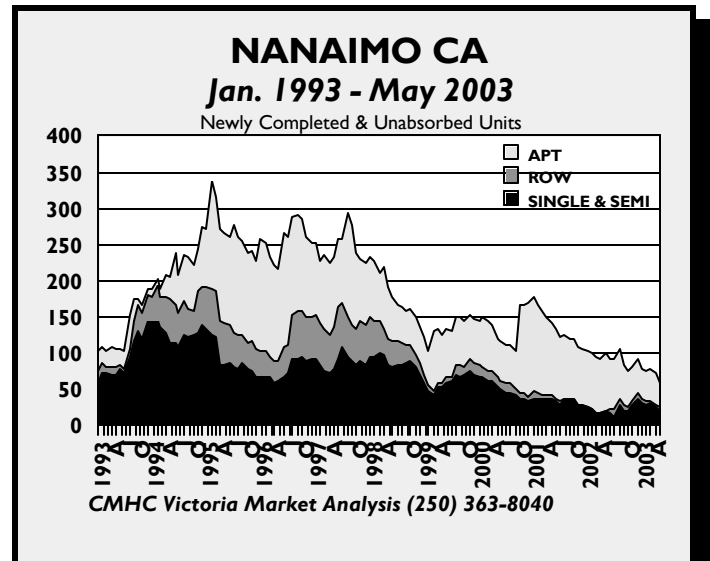
	Completed & Unoccupied <sup>1</sup>	Under Construction	Total Supply	Monthly Absorption Forecast <sup>2</sup>	Duration of Supply (Months)	Surplus/Shortfall <sup>3</sup> (Months)	Market Classification <sup>4</sup>
Single & Semi	19	240	259	34	7.6	0.6	Balanced.
Row Condo	5	12	17	2	8.5	-2.5	Undersupplied.
Apt Condo	35	0	35	2	17.5	4.5	Oversupplied.

<sup>1-4</sup> Refer to CMHC Definitions insert.

## VICTORIA AND NANAIMO New Housing Inventory JANUARY 1993 to MAY 2003



◆ Victoria new home inventories edging higher.

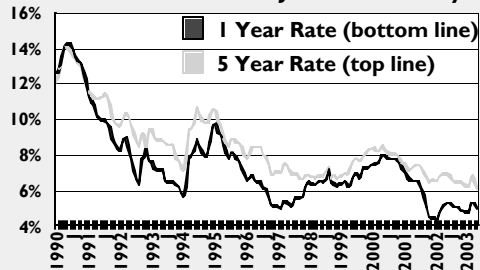


◆ Nanaimo new condo inventories trending down.

# KEY ECONOMIC INDICATORS

## MORTGAGE RATES

One & Five Year Terms Jan. 1990 - May 2003

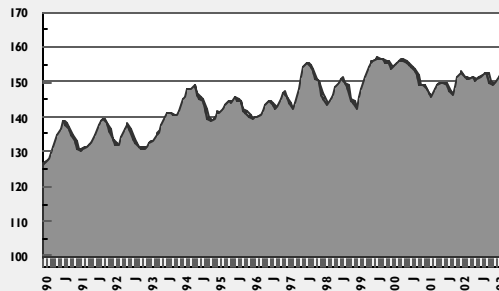


CMHC Market Analysis (250) 363-8040

◆ Mortgage rates continue downtrend.

## METRO VICTORIA

Employed Labour Force Jan. 1990 - May 2003

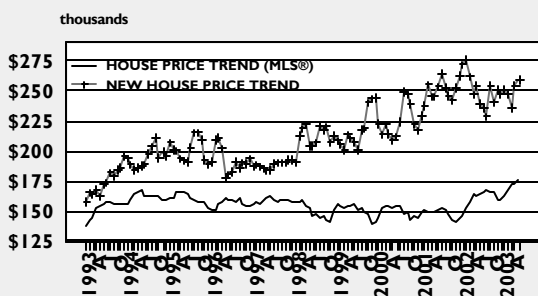


CMHC Market Analysis (250) 363-8040 DATA: Statistics Canada

◆ Small increase in Victoria jobs for 2003.

## NANAIMO

Average House Price Trend Jan. 1993 - May 2003

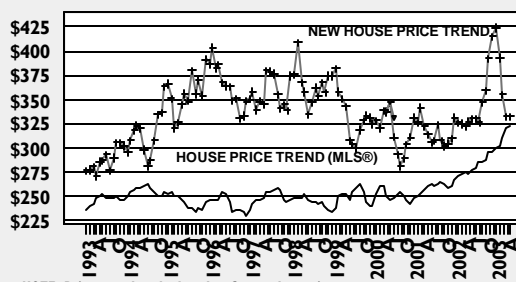


NOTE: Price trends calculated as 3 month moving average.  
CMHC Market Analysis (250) 363-8040 DATA: Vancouver Island Real Estate Board, C

◆ Nanaimo resale house price trend rising.

## METRO VICTORIA

Average House Price Trend Jan. 1993 - May 2003  
thousands



NOTE: Price trends calculated as 3 month moving average.  
CMHC Market Analysis (250)363-8040 DATA: Victoria Real Estate Board, CMHC

◆ Victoria resale house prices shoot up this spring.

## Vancouver Island Housing Markets

MLS® SALES SINGLE-FAMILY DETACHED	May 2003				YEAR TO DATE 2003			
	Sales May 2003	% Change May 2002	Avg Price May 2003	% Change May 2002	Sales Y.T.D.	% Chg. Y.T.D. 02-03	Avg Price Y.T.D.	% Chg. Y.T.D. 02-03
Metro Victoria	447	-9%	\$333,862	19%	1,865	-12%	\$312,563	14%
Nanaimo	152	-7%	\$178,914	10%	622	9%	\$172,995	9%
Duncan-Cowichan Valley	95	-3%	\$167,385	0%	363	-2%	\$177,133	11%
Port Alberni*	21	24%	\$91,635	-12%	92	-10%	\$107,942	5%
Parksville-Qualicum Beach	79	-15%	\$220,039	11%	316	-2%	\$204,420	10%
Comox Valley	97	-2%	\$168,994	7%	328	-14%	\$169,272	8%
Campbell River	38	-10%	\$152,102	5%	171	-9%	\$147,768	4%

\* Note: MLS® data represents a smaller portion of total sales in Port Alberni.

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