

April 1, 2018

Here's a question. When you set up your buyer client follow up for that sale three or four years ago, did you make a note of the term of their mortgage? Are they due for their mortgage renewal?

They could be in for a shock, especially if they are the bargain hunting, shop-around type. Why? The new stress test rules will apply to them if they choose a new lender to replace their current mortgage for the sake of a modestly lower rate. And of course rates will be up, likely around 3.5% in 2018 and higher in subsequent years.

It's time to take your favorite mortgage broker out for coffee and get up to speed for the sake of your clients.

Kevin Skipworth of Dexter Associates Realty observes *"With the hangover of new mortgage rules and uncertainty in new provincial taxes, there is some hesitation in the market but it's more price point and availability of product that are affecting the market more."*

Fast Facts

From the Comox Valley on Vancouver Island

- 🏠 In the 12 months ending March 31, 2018, there have been 1938 sales of all property types, a 6% decline over the same period in 2017. The highest number of annual sales was 2256 in 2007. The lowest was 879 in 1998. 2018 is the fourth year of above average sales numbers since 2007. The twenty-five year average is 1537.
- 🏠 The 12 month average sale price of a Comox Valley home is \$501,400, up 18%. The average lot price is \$224,970, up 10%. If you purchased an 'average' home in 2008, you paid \$321,015. If you bought an average lot in 2008, you paid \$116,250. In ten years, home and lot average prices have increased 56% and 94% respectively.
- 🏠 Apartment condos are the largest (and least expensive) segment of the strata market by unit sales and inventory (65). The 12 month average price is \$238,906, a 4% increase. The average is misleading, influenced by prices above \$360,000 in Comox and Crown Isle while prices in Courtenay East are below \$200,000.
- 🏠 Patio homes (currently there are only six for sale!) have the highest average sale price (\$382,206, up 19%) followed by town houses (45 for sale) \$316,697, up 25%.
- 🏠 YTD in 2018, 65 houses sold per month have sold, identical to the same period in 2017. (In all 2017, 87 house per month sold. In 2016 - 102. For 2015 - 78, for 2014 - 73, for 2013 - 68, for 2012 - 68, 2011 - 66, for 2010 - 68, for 2009 - 73, for 2008 - 69, for 2007 - 100.) 72% of SFD sales occurred in the municipalities of Comox - 24%, Courtenay - 40%, and Cumberland - 8%.
- 🏠 Houses make up 62% of the 215 residential properties currently offered for sale (condos - 34%, mobiles - 1%, duplexes - 3 %.) The active inventory of all properties is 527, down 9% from 2017.

Were there any bargains in the Comox Valley in March?

It depends on your definition of "bargain"! Below average (\$501,400) Single Family Dwelling prices occurred in Courtenay West - \$300,000

Union/Fanny Bay \$426,333

Courtenay City \$428,982

Merville/Black Creek \$486,750

All other sub-areas were above the average, ranging from \$511,783 in Courtenay East to \$957,500 in Crown Isle.

Big house budget? You're likely to be a rural dweller. Of the ten sales over \$900,000, two were in Crown Isle and one in Comox.

Fast Facts is created monthly by Marty Douglas with statistics courtesy of the Vancouver Island Real Estate Board, as of March 31, 2018. Contact Marty by email mgdouglas247@gmail.com

- 🏠 If you bought an average home in Cumberland in 2008 you paid \$255,500. Today the 12 month average price is \$479,849, up 22% over 2017. (YTD average price is \$516,944, up 15 %.)
- 🏠 The largest local 12 month average sale price differential is between Courtenay City (\$410,548) and Crown Isle (\$684,606).
- 🏠 YTD 2018 no houses have sold under \$200,000. Contrast with 2015 when the Comox Valley sold 41 houses under \$200,000. YTD there are 11 sales under \$300,000 and ten sales over \$900,000. The 12 month median SFD price (half sales above, half sales below) is \$499,900.
- 🏠 The 2017 residential sales pattern in the Comox Valley indicates nearly half of all single family dwelling sales occur between \$300,000 and \$500,000. The current list/sell ratio is 65% (down from 92% in 2017) and listings sell for 98% of list price in 38 days.
- 🏠 When ten houses sell in the Comox Valley one is priced under \$300,000, four are priced from \$300,000 to \$500,000, four are priced from \$500,000 to \$700,000 and one is over \$700,000. Seven houses sold in the urban centers, three in the rural.
- 🏠 There are 172 REALTORS® in the Comox Valley among the 1063 members of the Vancouver Island Real Estate Board. The peak in the Valley was 240 in 1993.

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