



COMPARATIVE MARKET ANALYSIS · OCTOBER 16, 2026

1200 Sample Crescent

Saanich, BC V8X 0A0 · single-family residential

SUGGESTED LIST PRICE

\$1,285,000

Model estimate

PREPARED FOR

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Your Brokerage

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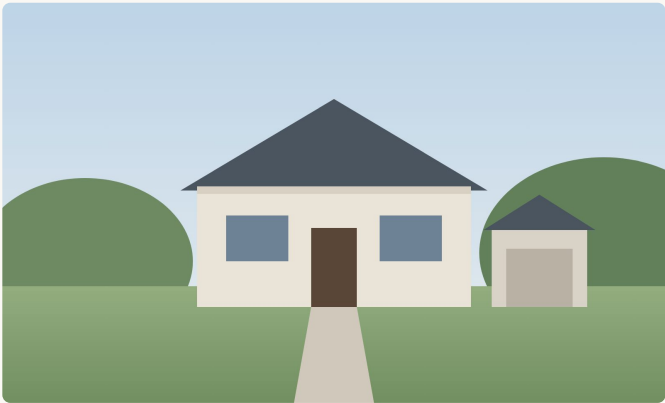
Your Brokerage

This Comparative Market Analysis is provided for informational purposes only and is not an appraisal. Values reflect market data available on October 16, 2026 and are subject to change.

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Property at a glance

1200 Sample Crescent



SUGGESTED LIST PRICE

\$1,285,000

IMPLIED \$ / SQ FT

\$662

on 1,940 finished sq ft

Bedrooms

3

Bathrooms

2

Year built

1978

Parking

Carport

Finished sq ft

1,940

Total sq ft

2,310

Lot size

7,150 sq ft

Est. assessed value · taxes

\$1,120,000 · \$4,850/yr

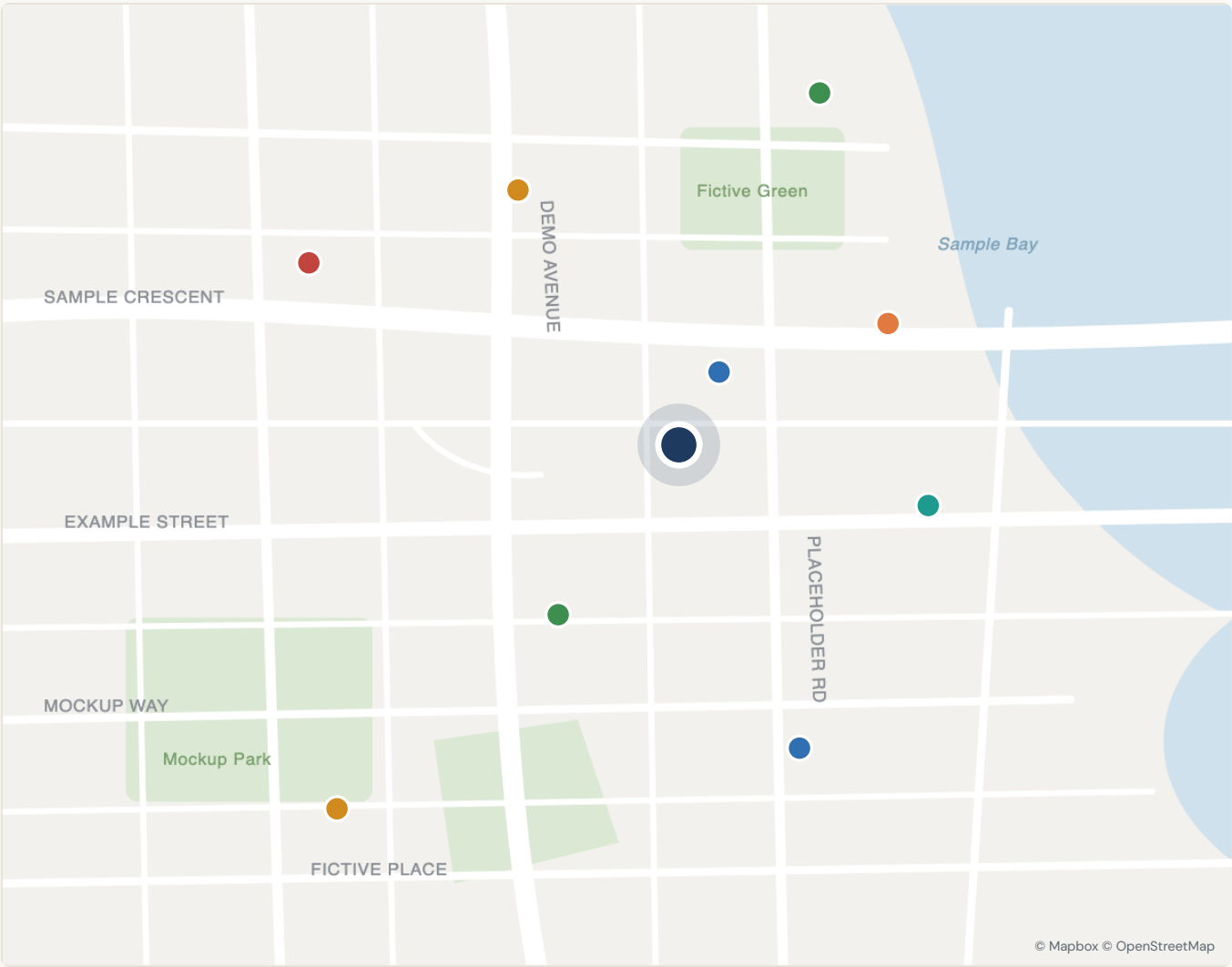
The comparable market

Low and high across the comparable sales in this report — 3 sales · past 9 months.

	LOW	HIGH
Sale price What buyers actually paid	\$1,165,000	\$1,312,000
List price What sellers asked	\$1,195,000	\$1,349,000
Sold price per sq ft Sale price over finished area	\$548	\$598
Finished sq ft Livable floor area	1,980	2,450
Days on market Time to an accepted offer	12 days	38 days

Around the home

9 places nearby, by straight-line distance



● This home ● Transit · 2 ● Parks · 2 ● Food & drink · 1 ● Schools · 2 ● Groceries · 1 ● Health · 1

TRANSIT · 2		PARKS · 2		FOOD & DRINK · 1	
Bus stop · Sample Cres at Demo Ave	180 m	Mockup Park	420 m	Placeholder Café	520 m
Example St exchange	760 m	Fictive Green	900 m		
SCHOOLS · 2		GROCERIES · 1		HEALTH · 1	
Example Elementary	650 m	Sample Corner Market	700 m	Example Medical Clinic	950 m
Placeholder Middle School	1.2 km				

Distances are straight-line from the home, not travel distance.

What drove this value

Model confidence 85%

The model prices your home the way buyers do: it starts from what a typical home sells for in this market, then adjusts for what makes yours different. Each bar is one of those adjustments, in today's dollars.

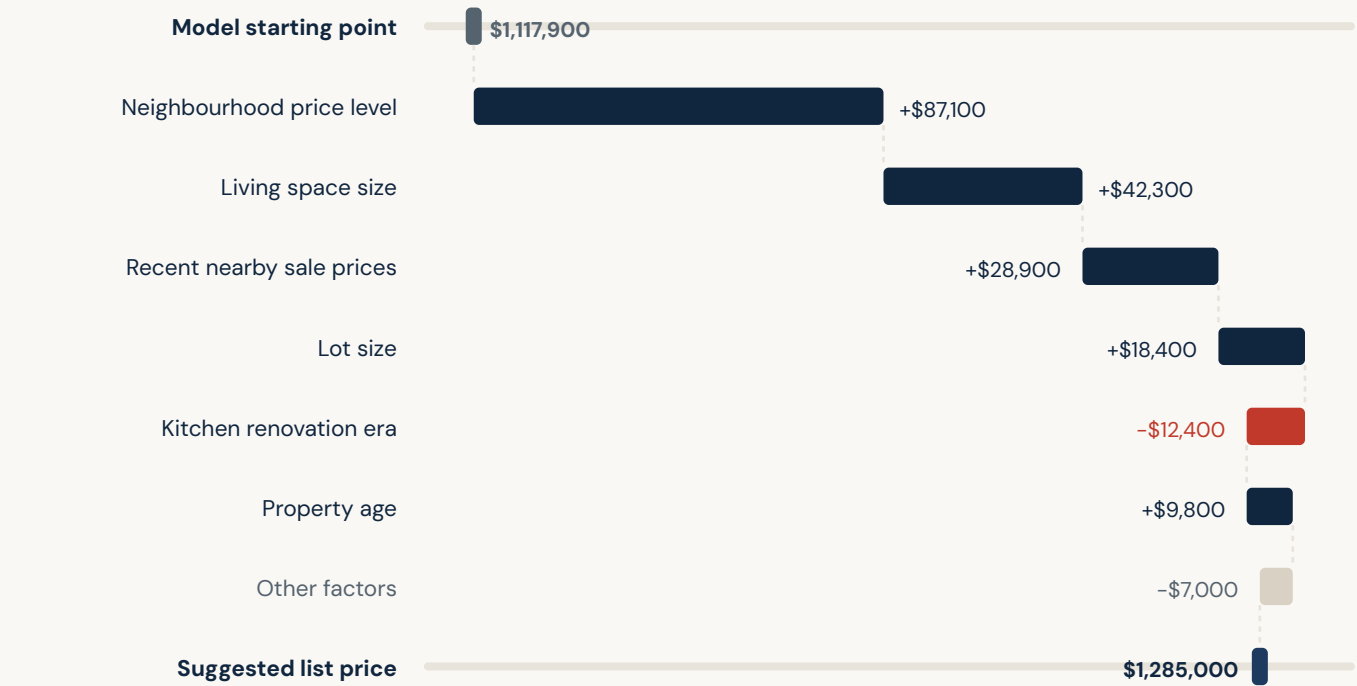
SUGGESTED LIST PRICE

\$1,285,000

MODEL STARTING POINT

\$1,117,900

Typical home in this market



■ Adds value ■ Reduces value ■ Suggested list price

Impacts are estimated by comparing your home with thousands of recent sales in the region. Smaller influences — each under about \$2,000 — are grouped into “other factors”. The estimate reflects market data available on the date of preparation.

The comparables

3 sales · past 9 months

These comparables were selected because their prices were shaped by the same factors as your home — and every one is the same class of property. The note on each card explains why it made the list.

SOLD · 22 DAYS

-2.2%



1215 Sample Crescent
Saanich · 4 bed / 2 bath · built 2002

SOLD

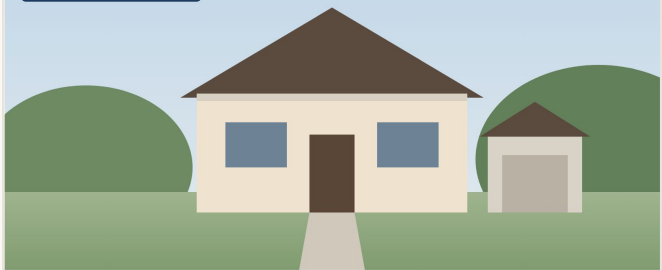
\$1,198,000

LIST	SQ FT	\$/SQ FT	DAYS ON MARKET
\$1.23M	2,100	\$570	22

Matched on same neighbourhood price band · similar recent sales nearby · similar size

SOLD · 18 DAYS

-2.6%



44 Example Street
Saanich · 4 bed / 3 bath · built 2008

SOLD

\$1,265,000

LIST	SQ FT	\$/SQ FT	DAYS ON MARKET
\$1.3M	2,280	\$555	18

Matched on same construction era · similar assessed value · similar renovation era

SOLD · 31 DAYS

-2.8%



310 Demo Avenue
Saanich · 3 bed / 2 bath · built 1999

SOLD

\$1,142,000

LIST	SQ FT	\$/SQ FT	DAYS ON MARKET
\$1.18M	1,980	\$577	31

Matched on same neighbourhood price band · similar lot size · similar size

Every comparable sold below its list price — a healthy -2 to -3% spread. Your home's larger finished area and layout place it nearer the top of the band, supporting the recommended price.

Side by side

3 sales · past 9 months

PROPERTY	LIST	SOLD	SQ FT	\$/SQ FT	DAYS
 1200 Sample Crescent Your home · 3 bed / 2 bath · 1978	\$1,285,000 Suggested	—	1,940	\$662	—
 1215 Sample Crescent Saanich · 4 bed / 2 bath · 2002	\$1,225,000	\$1,198,000 -2.2% vs list	2,100	\$570	22
 44 Example Street Saanich · 4 bed / 3 bath · 2008	\$1,299,000	\$1,265,000 -2.6% vs list	2,280	\$555	18
 310 Demo Avenue Saanich · 3 bed / 2 bath · 1999	\$1,175,000	\$1,142,000 -2.8% vs list	1,980	\$577	31

Every comparable sold below its list price — a healthy -2 to -3% spread. Your home's larger finished area and layout place it nearer the top of the band, supporting the recommended price.

Pricing in context

Comparable sales over the past 9 months

SUGGESTED LIST PRICE

\$1,285,000

AVG COMPARABLE SALE

\$1,201,667

3 closed sales

IMPLIED \$ / SQ FT

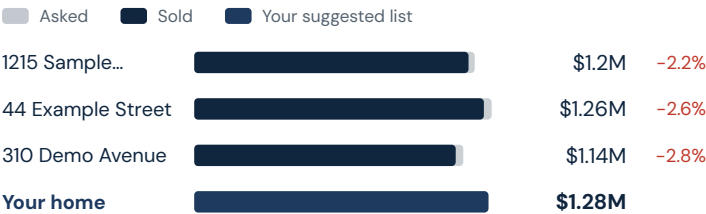
\$662

comps \$555-\$577

A Comparative Market Analysis answers one question: what will buyers actually pay for a home like this, today? We look at what nearby homes asked, what they got, and how long it took — giving you a complete, honest picture of where your property sits in today's market.

List vs. sold

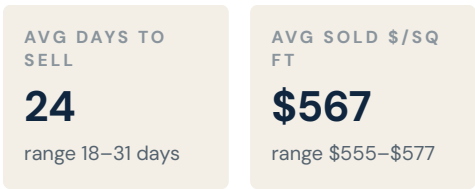
Each bar shows the asking price (light) and what the home finally sold for (solid). A narrow, consistent gap means a predictable market.



The 3 closed sales averaged 2.5% below asking — a tight band.

Time and price per foot

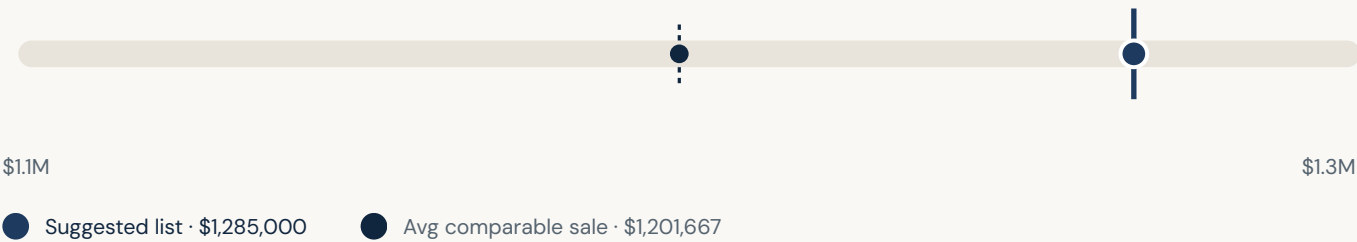
How quickly the comparables sold, and what buyers paid per finished square foot.



Every comparable sold below its list price — a healthy -2 to -3% spread. Your home's larger finished area and layout place it nearer the top of the band, supporting the recommended price.

Where the price sits

Similar homes have sold between \$1,142,000 and \$1,265,000 over the past 9 months.



The track runs from the lowest to the highest comparable sale.

Your suggested list of **\$1,285,000** sits above the average comparable sale of **\$1,201,667**, leaving room to negotiate while staying competitive in today's market.

What different asking prices would mean

Asking more does not mean selling for more. Above the model's value, what a home finally sells for stays anchored to that value — a high ask mostly buys time on market and the risk of a price reduction, not a higher cheque. Each row is a different asking price: whether you would actually get it, what it would cost you in time and reductions, and what you would likely end up with. The model's estimate agrees with your current asking price.

MODEL VALUE

\$1,285,000

What the home is worth today, before any asking-price decision

For context: in the strongest 1 in 10 outcomes, homes sell for roughly 18% above their model value — here about \$1,502,000. That is a market-wide pattern, not a reading of this home, and it needs no particular asking price.

ASKING PRICE	VS VALUE	CHANCE OF SELLING AT THIS ASKING PRICE	LIKELY REDUCTION	TIME TO SELL	LIKELY FINAL PRICE	CHANCE OF SELLING AT ALL — AT SOME PRICE, USUALLY LOWER
\$1,092,000	-15%	62%	—	~15 days	\$1,081,000	93%
\$1,221,000	-5%	56%	—	~18 days	\$1,209,000	92%
\$1,285,000 MODEL VALUE	—	51%	—	~21 days	\$1,272,000	91%
\$1,349,000	+5%	33%	5%	~52 days	\$1,268,000	87%
\$1,414,000	+10%	21%	9%	~84 days	\$1,257,000	84%
\$1,542,000	+20%	9%	17%	~118 days	\$1,237,000	78%
\$1,799,000 Outside the range we can measure — estimate only	+40%	4%	30%	~147 days	\$1,206,000	74%

The two percentage columns answer different questions. “Chance of selling at this asking price” is your chance of actually getting the number in that row. “Chance of selling at all” is the chance the home eventually sells for whatever it takes — usually less than the row’s asking price. It stays high at every price precisely because sellers reduce, so it is never a chance of achieving the asking price beside it.

Rows marked “estimate only” fall outside \$1,092,000–\$1,735,000, the range where we can measure how price affects the outcome. Treat them as directional, not as forecasts.

“Time to sell” is days to an accepted offer and is a lower estimate; closing typically follows about 40 days later. The ceiling is a property of the house and the market, not of the list price — asking more does not raise it. All figures are model-estimated likelihoods based on how similar homes have sold; they set expectations, they are not guarantees. Every scenario assumes a fresh listing at that price today. This page deliberately does not name a single recommended price: the pricing decision depends on how you weigh speed, certainty and result.

Your local market

Conditions right now

MARKET PHASE

Balanced market

Temperature 6.2 / 10

MEDIAN TIME TO SELL

24 days

Half of recent sales sold faster

SUPPLY OF HOMES

3.1 mo

Time to sell current inventory at today's pace

SALE VS ASKING

97.5%

Typical sale price as a share of asking

SOLD OVER ASKING

18%

Share of sales that beat their list price

12-MONTH PRICE TREND

+4.2%

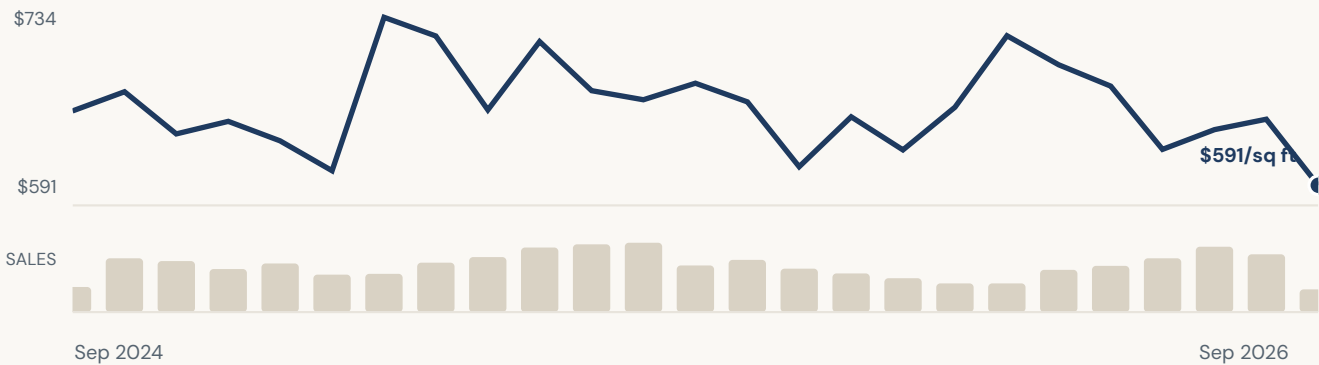
Change in local sale prices over the past year

Based on single-family residential sales in your postal area.

Homes like this are taking around 24 days and selling about 2.5% below asking — pricing at market matters more than usual.

Sale prices per square foot

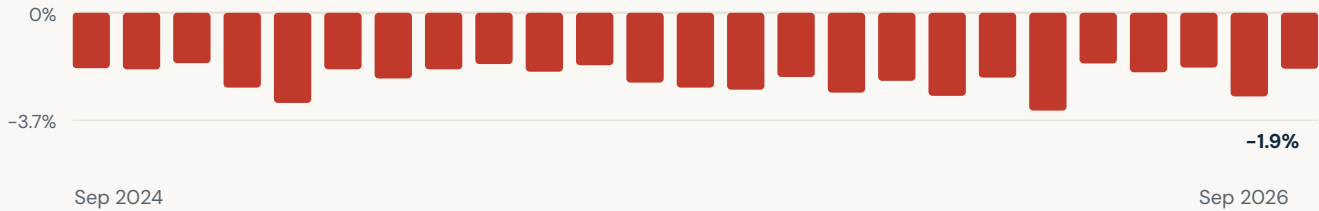
Monthly sale prices per square foot for homes like yours in Saanich, with the number of sales each month underneath.



The line tracks the typical (median) sale price per square foot each month; the bars underneath show how many homes actually sold.

Sale price vs. asking

How much negotiating power buyers have had, month by month.



Each bar is one month's typical sale price against its asking price.

About this analysis

What a CMA is

A Comparative Market Analysis is the method REALTORS® use to estimate what a home will sell for. It compares your home with similar properties that recently sold nearby — the closest thing to a live reading of what buyers will pay today. It is not an appraisal.

How the price is determined

Market value is set by buyers, not sellers. Whatever you paid or invested, the market decides the price. Buyers typically view 10–12 homes before making an offer, so your home must be positioned correctly against the competition from day one.

Why the right price matters

Overpricing reduces buyer interest, extends time on market, and often ends in a final price below market value. The goal is the highest price the market will bear, set confidently on day one.

Marketing plan

Full MLS® listing with professional photography

Listed on REALTOR.ca — Canada’s #1 real estate portal

Digital marketing and targeted buyer outreach

Open house events and agent tours as required

Direct contact with active buyers in your neighbourhood

Regular market updates throughout the listing period

Full negotiation representation on all offers received

End-to-end closing support — no step missed

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