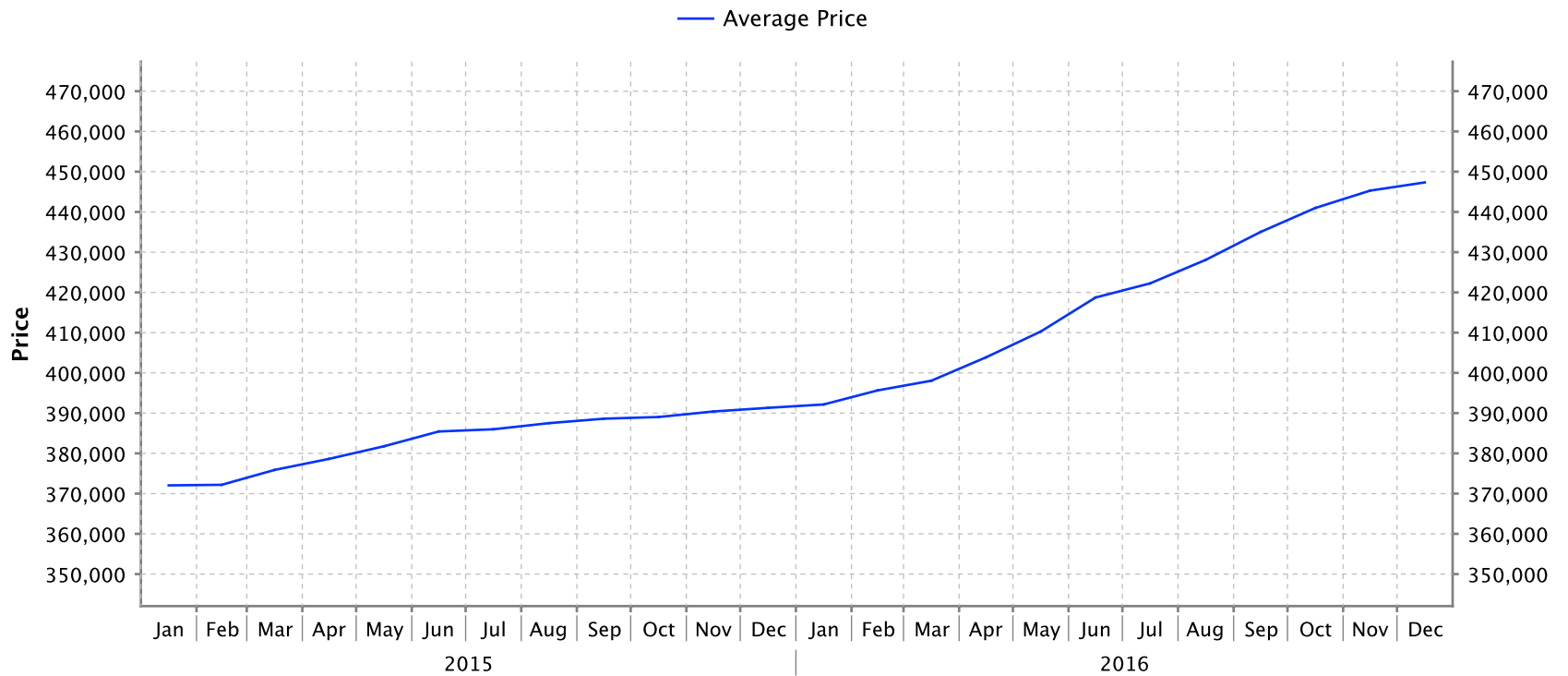


# Nanaimo

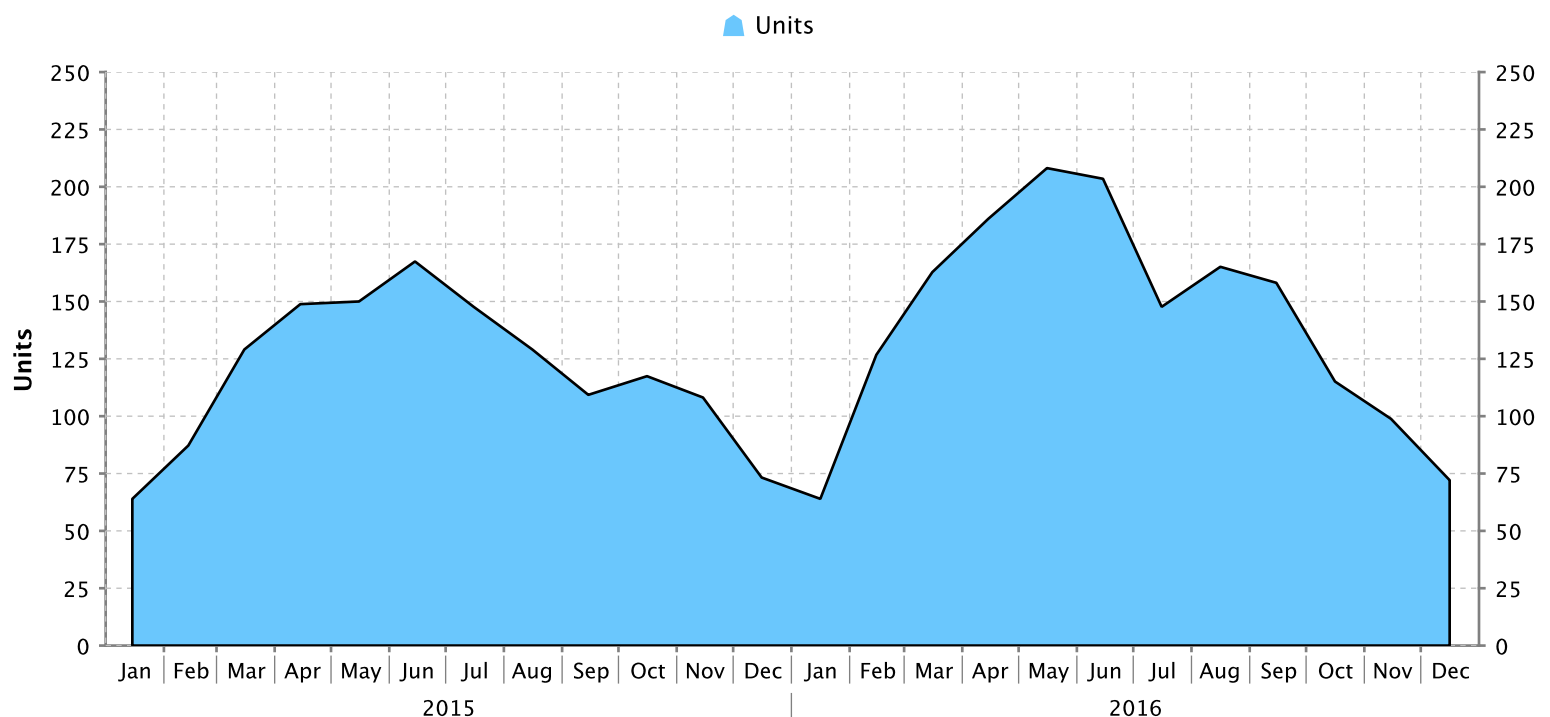
## as at December 31, 2016

### Cumulative Residential Average Single Family Sale Price



NOTE: Figures are based on a "rolling total" from the past 12 months – i.e. 12 months to date instead of the calendar "year to date".

### Single Family Units Reported Sold



## Comparative Activity by Property Type

|                           | Current Month |              |          | 12 Months to Date |               |          |
|---------------------------|---------------|--------------|----------|-------------------|---------------|----------|
|                           | This Year     | Last Year    | % Change | This Year         | Last Year     | % Change |
| <b>Lots</b>               |               |              |          |                   |               |          |
| Units Listed              | 29            | 9            | 222%     | 188               | 200           | -6%      |
| Units Reported Sold       | 35            | 5            | 600%     | 181               | 116           | 56%      |
| Sell/List Ratio           | 121%          | 56%          |          | 96%               | 58%           |          |
| Reported Sales Dollars    | \$7,340,900   | \$912,900    | 704%     | \$33,552,046      | \$18,650,022  | 80%      |
| Average Sell Price / Unit | \$209,740     | \$182,580    | 15%      | \$185,370         | \$160,776     | 15%      |
| Median Sell Price         | \$239,900     |              |          | \$170,000         |               |          |
| Sell Price / List Price   | 103%          | 94%          |          | 101%              | 95%           |          |
| Days to Sell              | 68            | 63           | 8%       | 164               | 202           | -19%     |
| Active Listings           | 39            | 117          |          |                   |               |          |
| <b>Single Family</b>      |               |              |          |                   |               |          |
| Units Listed              | 59            | 62           | -5%      | 2,142             | 2,125         | 1%       |
| Units Reported Sold       | 71            | 73           | -3%      | 1,699             | 1,425         | 19%      |
| Sell/List Ratio           | 120%          | 118%         |          | 79%               | 67%           |          |
| Reported Sales Dollars    | \$32,054,000  | \$29,468,524 | 9%       | \$760,023,091     | \$557,620,451 | 36%      |
| Average Sell Price / Unit | \$451,465     | \$403,678    | 12%      | \$447,336         | \$391,313     | 14%      |
| Median Sell Price         | \$415,555     |              |          | \$415,000         |               |          |
| Sell Price / List Price   | 99%           | 97%          |          | 99%               | 97%           |          |
| Days to Sell              | 28            | 58           | -52%     | 28                | 41            | -32%     |
| Active Listings           | 190           | 250          |          |                   |               |          |
| <b>Condos (Apt)</b>       |               |              |          |                   |               |          |
| Units Listed              | 13            | 20           | -35%     | 462               | 433           | 7%       |
| Units Reported Sold       | 16            | 15           | 7%       | 418               | 280           | 49%      |
| Sell/List Ratio           | 123%          | 75%          |          | 90%               | 65%           |          |
| Reported Sales Dollars    | \$3,838,700   | \$3,312,441  | 16%      | \$99,138,191      | \$62,203,892  | 59%      |
| Average Sell Price / Unit | \$239,919     | \$220,829    | 9%       | \$237,173         | \$222,157     | 7%       |
| Median Sell Price         | \$240,000     |              |          | \$223,841         |               |          |
| Sell Price / List Price   | 98%           | 99%          |          | 98%               | 96%           |          |
| Days to Sell              | 51            | 204          | -75%     | 74                | 99            | -25%     |
| Active Listings           | 36            | 124          |          |                   |               |          |
| <b>Condos (Patio)</b>     |               |              |          |                   |               |          |
| Units Listed              | 1             | 4            | -75%     | 81                | 75            | 8%       |
| Units Reported Sold       | 2             | 2            | 0%       | 76                | 59            | 29%      |
| Sell/List Ratio           | 200%          | 50%          |          | 94%               | 79%           |          |
| Reported Sales Dollars    | \$690,000     | \$657,000    | 5%       | \$23,407,057      | \$16,279,800  | 44%      |
| Average Sell Price / Unit | \$345,000     | \$328,500    | 5%       | \$307,988         | \$275,929     | 12%      |
| Median Sell Price         | \$440,000     |              |          | \$315,000         |               |          |
| Sell Price / List Price   | 103%          | 97%          |          | 99%               | 97%           |          |
| Days to Sell              | 4             | 40           | -90%     | 25                | 40            | -37%     |
| Active Listings           | 5             | 6            |          |                   |               |          |
| <b>Condos (Twnhse)</b>    |               |              |          |                   |               |          |
| Units Listed              | 16            | 18           | -11%     | 335               | 306           | 9%       |
| Units Reported Sold       | 11            | 12           | -8%      | 285               | 207           | 38%      |
| Sell/List Ratio           | 69%           | 67%          |          | 85%               | 68%           |          |
| Reported Sales Dollars    | \$2,677,100   | \$2,969,600  | -10%     | \$79,159,884      | \$53,280,277  | 49%      |
| Average Sell Price / Unit | \$243,373     | \$247,467    | -2%      | \$277,754         | \$257,393     | 8%       |
| Median Sell Price         | \$244,900     |              |          | \$266,800         |               |          |
| Sell Price / List Price   | 100%          | 100%         |          | 99%               | 97%           |          |
| Days to Sell              | 37            | 31           | 19%      | 37                | 62            | -41%     |
| Active Listings           | 33            | 49           |          |                   |               |          |

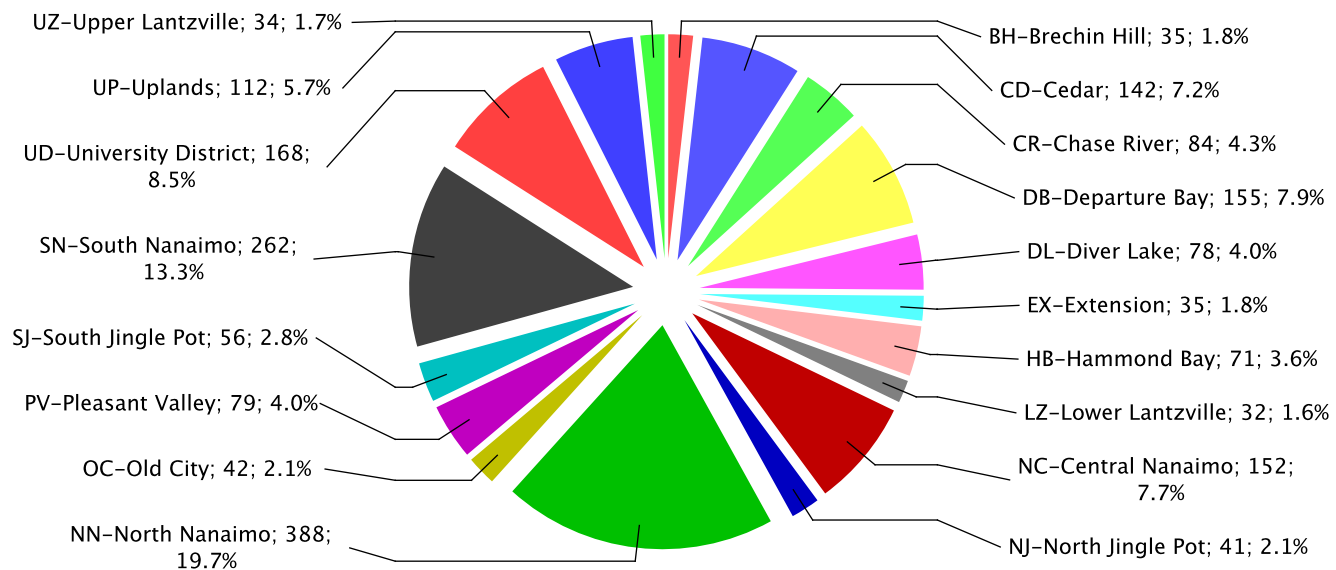
**PLEASE NOTE: SINGLE FAMILY** property does NOT INCLUDE acreage with house, condominiums, duplex/triplex, mobile homes/on pad, single family waterfront or single family strata. **LOTS** do NOT INCLUDE acreage or waterfront acreage.

# MLS® Single Family Sales Analysis

Unconditional Sales from January 1 to Dec 31, 2016

|                        | 0-150,000 | 150,001-200,000 | 200,001-250,000 | 250,001-300,000 | 300,001-350,000 | 350,001-400,000 | 400,001-450,000 | 450,001-500,000 | 500,001-600,000 | 600,001-700,000 | 700,001-800,000 | 800,001-900,000 | 900,001-1 Mil | OVER 1 Mil | Total        |
|------------------------|-----------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|---------------|------------|--------------|
| BH-Brechin Hill        | 0         | 0               | 0               | 6               | 6               | 12              | 4               | 1               | 4               | 1               | 1               | 0               | 0             | 0          | 35           |
| CD-Cedar               | 3         | 7               | 7               | 11              | 15              | 18              | 15              | 11              | 26              | 13              | 3               | 1               | 3             | 9          | 142          |
| CR-Chase River         | 0         | 0               | 0               | 1               | 18              | 13              | 17              | 14              | 17              | 4               | 0               | 0               | 0             | 0          | 84           |
| DB-Departure Bay       | 0         | 0               | 0               | 7               | 16              | 34              | 25              | 25              | 19              | 16              | 4               | 5               | 1             | 3          | 155          |
| DL-Diver Lake          | 0         | 1               | 4               | 6               | 14              | 27              | 7               | 10              | 6               | 3               | 0               | 0               | 0             | 0          | 78           |
| EX-Extension           | 1         | 1               | 1               | 4               | 9               | 3               | 9               | 3               | 2               | 1               | 1               | 0               | 0             | 0          | 35           |
| HB-Hammond Bay         | 0         | 0               | 1               | 0               | 3               | 3               | 10              | 4               | 19              | 8               | 12              | 3               | 3             | 5          | 71           |
| LZ-Lower Lantzville    | 0         | 0               | 0               | 0               | 1               | 4               | 4               | 5               | 4               | 4               | 5               | 2               | 1             | 2          | 32           |
| NC-Central Nanaimo     | 0         | 0               | 7               | 44              | 49              | 29              | 17              | 6               | 0               | 0               | 0               | 0               | 0             | 0          | 152          |
| NJ-North Jingle Pot    | 0         | 0               | 0               | 0               | 0               | 3               | 1               | 3               | 12              | 10              | 3               | 1               | 1             | 7          | 41           |
| NN-North Nanaimo       | 0         | 0               | 1               | 8               | 9               | 29              | 45              | 43              | 93              | 72              | 42              | 21              | 6             | 19         | 388          |
| OC-Old City            | 1         | 2               | 6               | 9               | 7               | 8               | 3               | 3               | 2               | 0               | 1               | 0               | 0             | 0          | 42           |
| PV-Pleasant Valley     | 0         | 0               | 3               | 3               | 13              | 9               | 16              | 10              | 18              | 3               | 2               | 1               | 0             | 1          | 79           |
| SJ-South Jingle Pot    | 0         | 1               | 2               | 0               | 7               | 12              | 11              | 5               | 5               | 10              | 2               | 0               | 0             | 1          | 56           |
| SN-South Nanaimo       | 0         | 7               | 22              | 47              | 66              | 47              | 38              | 20              | 10              | 3               | 2               | 0               | 0             | 0          | 262          |
| UD-University District | 0         | 4               | 10              | 32              | 34              | 19              | 22              | 10              | 22              | 14              | 0               | 1               | 0             | 0          | 168          |
| UP-Uplands             | 0         | 0               | 2               | 13              | 24              | 23              | 19              | 14              | 7               | 4               | 3               | 0               | 1             | 2          | 112          |
| UZ-Upper Lantzville    | 0         | 0               | 2               | 1               | 3               | 5               | 2               | 4               | 6               | 6               | 2               | 1               | 1             | 1          | 34           |
| <b>Zone 4 TOTALS</b>   | <b>5</b>  | <b>23</b>       | <b>68</b>       | <b>192</b>      | <b>294</b>      | <b>298</b>      | <b>265</b>      | <b>191</b>      | <b>272</b>      | <b>172</b>      | <b>83</b>       | <b>36</b>       | <b>17</b>     | <b>50</b>  | <b>1,966</b> |

## Nanaimo - Single Family Sales by Subarea



Total Unconditional Sales January 1 to December 31, 2016 = 1,966

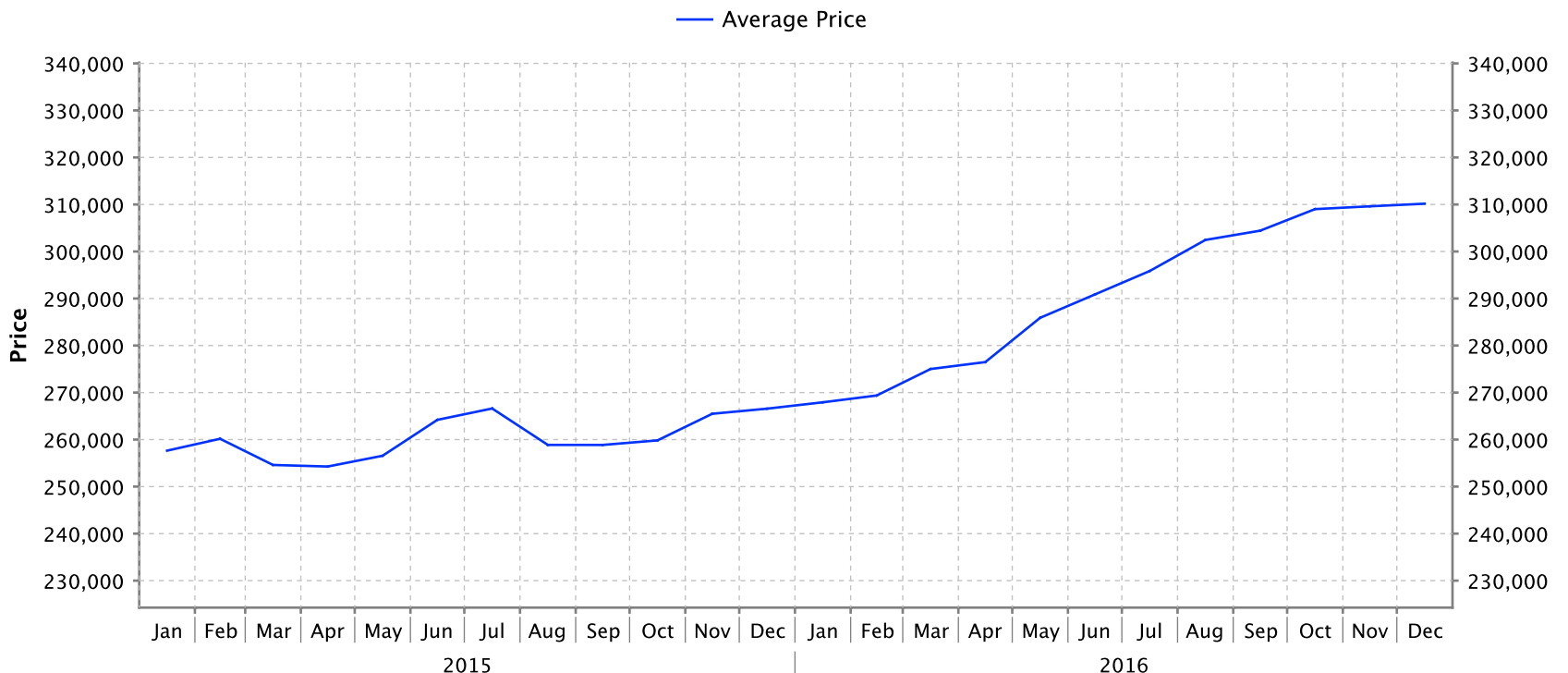
# GABRIOLA ISLAND

## Comparative Activity by Property Type

|                           | Current Month |           |          | 12 Months to Date |              |          |
|---------------------------|---------------|-----------|----------|-------------------|--------------|----------|
|                           | This Year     | Last Year | % Change | This Year         | Last Year    | % Change |
| <b>Lots</b>               |               |           |          |                   |              |          |
| Units Listed              | 1             | 0         |          | 38                | 29           | 31%      |
| Units Reported Sold       | 2             | 1         | 100%     | 30                | 13           | 131%     |
| Sell/List Ratio           | 200%          |           |          | 79%               | 45%          |          |
| Reported Sales Dollars    | \$251,000     | \$70,000  | 259%     | \$2,586,400       | \$890,900    | 190%     |
| Average Sell Price / Unit | \$125,500     | \$70,000  | 79%      | \$86,213          | \$68,531     | 26%      |
| Median Sell Price         | \$201,000     |           |          | \$80,000          |              |          |
| Sell Price / List Price   | 94%           | 88%       |          | 92%               | 86%          |          |
| Days to Sell              | 244           | 84        | 190%     | 132               | 177          | -25%     |
| Active Listings           | 11            | 13        |          |                   |              |          |
| <b>Single Family</b>      |               |           |          |                   |              |          |
| Units Listed              | 4             | 0         |          | 94                | 79           | 19%      |
| Units Reported Sold       | 5             | 1         | 400%     | 86                | 54           | 59%      |
| Sell/List Ratio           | 125%          |           |          | 91%               | 68%          |          |
| Reported Sales Dollars    | \$1,586,500   | \$300,000 | 429%     | \$26,673,930      | \$14,394,850 | 85%      |
| Average Sell Price / Unit | \$317,300     | \$300,000 | 6%       | \$310,162         | \$266,571    | 16%      |
| Median Sell Price         | \$320,000     |           |          | \$325,900         |              |          |
| Sell Price / List Price   | 93%           | 94%       |          | 98%               | 94%          |          |
| Days to Sell              | 49            | 272       | -82%     | 65                | 109          | -40%     |
| Active Listings           | 12            | 22        |          |                   |              |          |

**PLEASE NOTE: SINGLE FAMILY** property does NOT INCLUDE acreage with house, condominiums, duplex/triplex, mobile homes/on pad, single family waterfront or single family strata. **LOTS** do NOT INCLUDE acreage or waterfront acreage.

### Cumulative Residential Average Single Family Sale Price



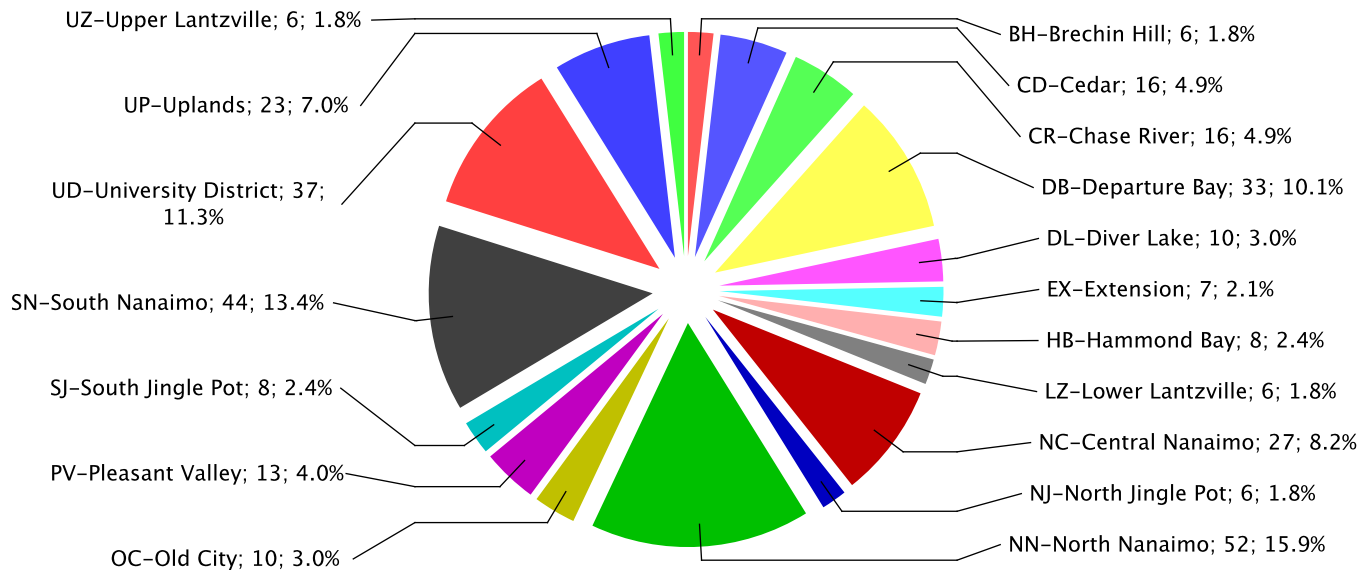
# 4th Quarter 2016

## MLS® Single Family Sales Analysis

### Unconditional Sales from October 1 to Dec 31, 2016

|                        | 0-150,000 | 150,001-200,000 | 200,001-250,000 | 250,001-300,000 | 300,001-350,000 | 350,001-400,000 | 400,001-450,000 | 450,001-500,000 | 500,001-600,000 | 600,001-700,000 | 700,001-800,000 | 800,001-900,000 | 900,001-1 Mil | OVER 1 Mil | Total      |
|------------------------|-----------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|---------------|------------|------------|
| BH-Brechin Hill        | 0         | 0               | 0               | 1               | 0               | 1               | 2               | 0               | 1               | 1               | 0               | 0               | 0             | 0          | 6          |
| CD-Cedar               | 0         | 0               | 4               | 0               | 0               | 3               | 2               | 1               | 3               | 1               | 0               | 0               | 1             | 1          | 16         |
| CR-Chase River         | 0         | 0               | 0               | 0               | 2               | 2               | 2               | 4               | 5               | 1               | 0               | 0               | 0             | 0          | 16         |
| DB-Departure Bay       | 0         | 0               | 0               | 3               | 4               | 5               | 5               | 7               | 2               | 4               | 2               | 0               | 0             | 1          | 33         |
| DL-Diver Lake          | 0         | 0               | 1               | 1               | 2               | 2               | 1               | 2               | 1               | 0               | 0               | 0               | 0             | 0          | 10         |
| EX-Extension           | 0         | 0               | 0               | 0               | 1               | 2               | 2               | 1               | 1               | 0               | 0               | 0               | 0             | 0          | 7          |
| HB-Hammond Bay         | 0         | 0               | 0               | 0               | 0               | 0               | 2               | 0               | 3               | 1               | 2               | 0               | 0             | 0          | 8          |
| LZ-Lower Lantzville    | 0         | 0               | 0               | 0               | 0               | 0               | 1               | 1               | 1               | 1               | 1               | 0               | 0             | 1          | 6          |
| NC-Central Nanaimo     | 0         | 0               | 0               | 4               | 9               | 10              | 2               | 2               | 0               | 0               | 0               | 0               | 0             | 0          | 27         |
| NJ-North Jingle Pot    | 0         | 0               | 0               | 0               | 0               | 0               | 0               | 1               | 2               | 1               | 0               | 0               | 0             | 2          | 6          |
| NN-North Nanaimo       | 0         | 0               | 0               | 1               | 0               | 0               | 4               | 5               | 18              | 13              | 6               | 2               | 0             | 3          | 52         |
| OC-Old City            | 0         | 0               | 0               | 3               | 2               | 1               | 2               | 1               | 1               | 0               | 0               | 0               | 0             | 0          | 10         |
| PV-Pleasant Valley     | 0         | 0               | 0               | 0               | 1               | 1               | 4               | 1               | 4               | 1               | 0               | 1               | 0             | 0          | 13         |
| SJ-South Jingle Pot    | 0         | 0               | 0               | 0               | 1               | 2               | 1               | 2               | 0               | 2               | 0               | 0               | 0             | 0          | 8          |
| SN-South Nanaimo       | 0         | 1               | 3               | 5               | 7               | 8               | 6               | 6               | 7               | 1               | 0               | 0               | 0             | 0          | 44         |
| UD-University District | 0         | 0               | 2               | 5               | 9               | 2               | 9               | 1               | 4               | 5               | 0               | 0               | 0             | 0          | 37         |
| UP-Uplands             | 0         | 0               | 0               | 3               | 3               | 4               | 4               | 2               | 4               | 1               | 1               | 0               | 0             | 1          | 23         |
| UZ-Upper Lantzville    | 0         | 0               | 0               | 0               | 0               | 0               | 2               | 0               | 2               | 2               | 0               | 0               | 0             | 0          | 6          |
| <b>Zone 4 TOTALS</b>   | <b>0</b>  | <b>1</b>        | <b>10</b>       | <b>26</b>       | <b>41</b>       | <b>43</b>       | <b>51</b>       | <b>37</b>       | <b>59</b>       | <b>35</b>       | <b>12</b>       | <b>3</b>        | <b>1</b>      | <b>9</b>   | <b>328</b> |

### Nanaimo - Single Family Sales by Subarea



Total Unconditional Sales October 1 to December 31, 2016 = 328