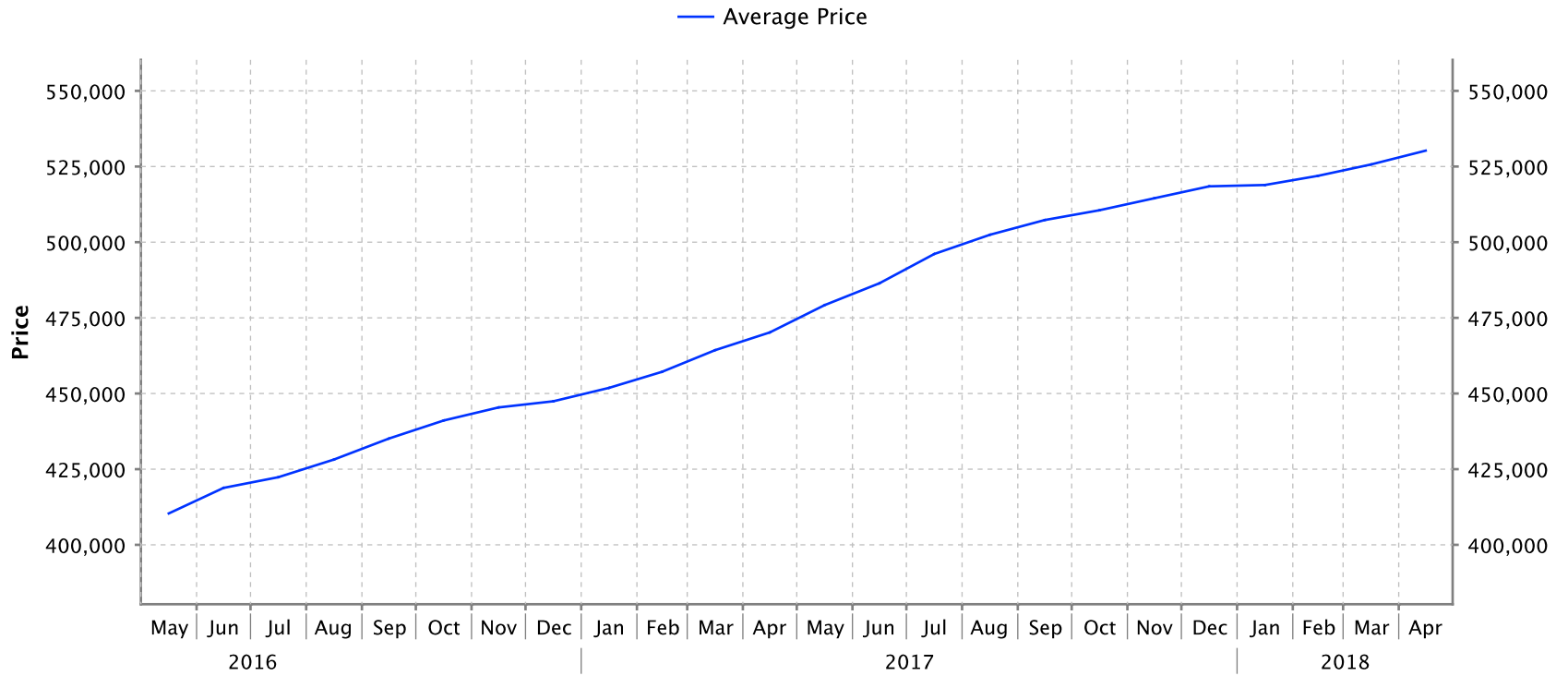


Nanaimo

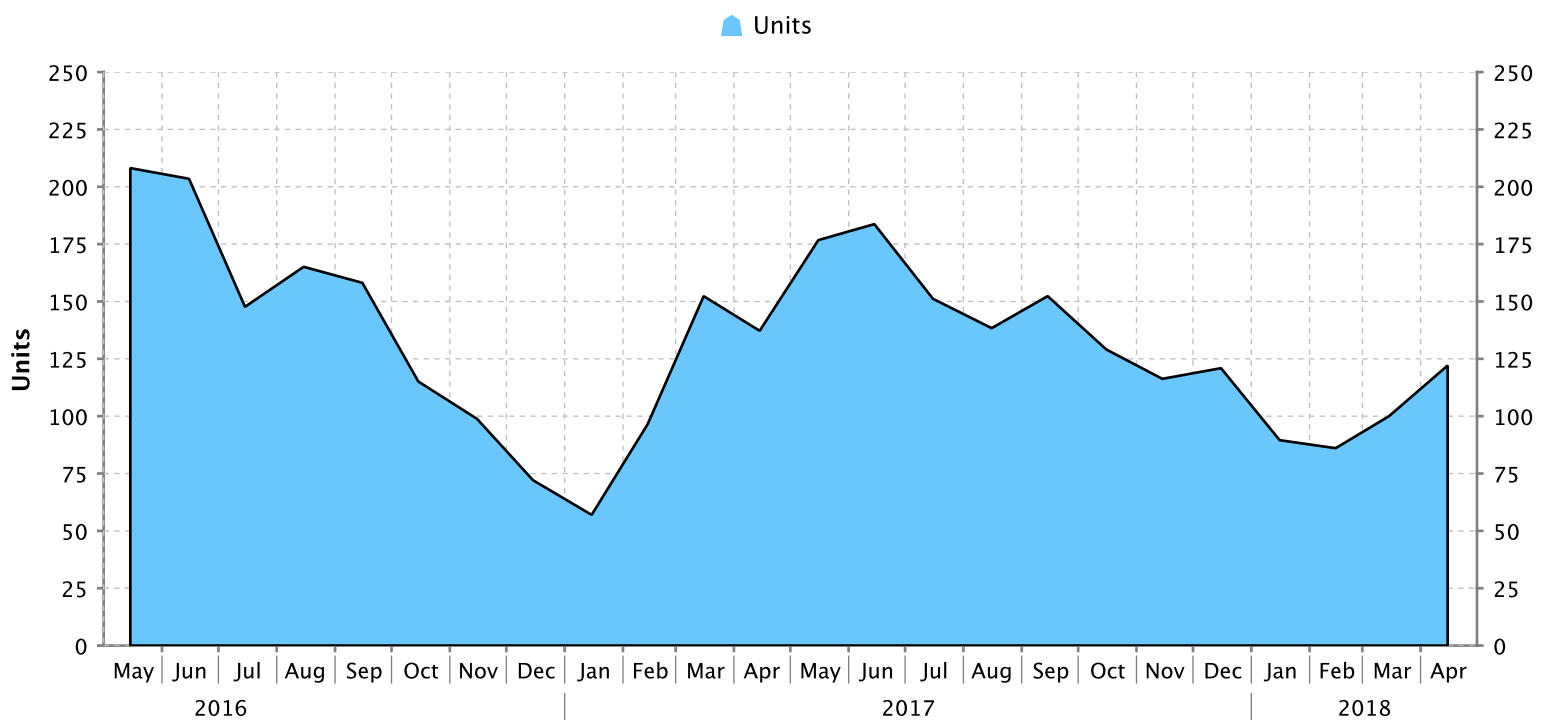
as at April 30, 2018

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 |
| Lots | | | | | | |
| Units Listed | 16 | 9 | 78% | 164 | 148 | 11% |
| Units Reported Sold | 4 | 7 | -43% | 86 | 170 | -49% |
| Sell/List Ratio | 25% | 78% | | 52% | 115% | |
| Reported Sales Dollars | \$998,500 | \$1,630,700 | -39% | \$21,097,286 | \$34,891,245 | -40% |
| Average Sell Price / Unit | \$249,625 | \$232,957 | 7% | \$245,317 | \$205,243 | 20% |
| Median Sell Price | \$225,000 | | | \$259,900 | | |
| Sell Price / List Price | 102% | 102% | | 102% | 102% | |
| Days to Sell | 56 | 71 | -20% | 79 | 133 | -41% |
| Active Listings | 55 | 37 | | | | |
| Single Family | | | | | | |
| Units Listed | 226 | 224 | 1% | 2,257 | 2,131 | 6% |
| Units Reported Sold | 122 | 137 | -11% | 1,560 | 1,603 | -3% |
| Sell/List Ratio | 54% | 61% | | 69% | 75% | |
| Reported Sales Dollars | \$67,508,918 | \$68,254,103 | -1% | \$827,193,271 | \$753,707,730 | 10% |
| Average Sell Price / Unit | \$553,352 | \$498,205 | 11% | \$530,252 | \$470,186 | 13% |
| Median Sell Price | \$532,000 | | | \$500,000 | | |
| Sell Price / List Price | 99% | 100% | | 99% | 99% | |
| Days to Sell | 19 | 18 | 9% | 23 | 24 | -4% |
| Active Listings | 317 | 276 | | | | |
| Condos (Apt) | | | | | | |
| Units Listed | 41 | 44 | -7% | 527 | 455 | 16% |
| Units Reported Sold | 36 | 27 | 33% | 430 | 412 | 4% |
| Sell/List Ratio | 88% | 61% | | 82% | 91% | |
| Reported Sales Dollars | \$9,051,140 | \$5,848,900 | 55% | \$122,237,550 | \$100,746,498 | 21% |
| Average Sell Price / Unit | \$251,421 | \$216,626 | 16% | \$284,273 | \$244,530 | 16% |
| Median Sell Price | \$240,100 | | | \$256,900 | | |
| Sell Price / List Price | 100% | 100% | | 100% | 99% | |
| Days to Sell | 17 | 13 | 38% | 18 | 50 | -64% |
| Active Listings | 53 | 55 | | | | |
| Condos (Patio) | | | | | | |
| Units Listed | 10 | 6 | 67% | 95 | 68 | 40% |
| Units Reported Sold | 13 | 4 | 225% | 82 | 65 | 26% |
| Sell/List Ratio | 130% | 67% | | 86% | 96% | |
| Reported Sales Dollars | \$5,324,025 | \$2,089,700 | 155% | \$34,604,608 | \$22,069,780 | 57% |
| Average Sell Price / Unit | \$409,540 | \$522,425 | -22% | \$422,007 | \$339,535 | 24% |
| Median Sell Price | \$472,500 | | | \$422,800 | | |
| Sell Price / List Price | 103% | 103% | | 101% | 100% | |
| Days to Sell | 30 | 80 | -62% | 37 | 22 | 64% |
| Active Listings | 5 | 11 | | | | |
| Condos (Twnhse) | | | | | | |
| Units Listed | 36 | 27 | 33% | 344 | 288 | 19% |
| Units Reported Sold | 20 | 21 | -5% | 260 | 274 | -5% |
| Sell/List Ratio | 56% | 78% | | 76% | 95% | |
| Reported Sales Dollars | \$6,264,300 | \$7,057,200 | -11% | \$84,338,833 | \$79,342,625 | 6% |
| Average Sell Price / Unit | \$313,215 | \$336,057 | -7% | \$324,380 | \$289,572 | 12% |
| Median Sell Price | \$316,000 | | | \$310,000 | | |
| Sell Price / List Price | 99% | 101% | | 100% | 99% | |
| Days to Sell | 14 | 26 | -47% | 22 | 35 | -36% |
| Active Listings | 60 | 31 | | | | |

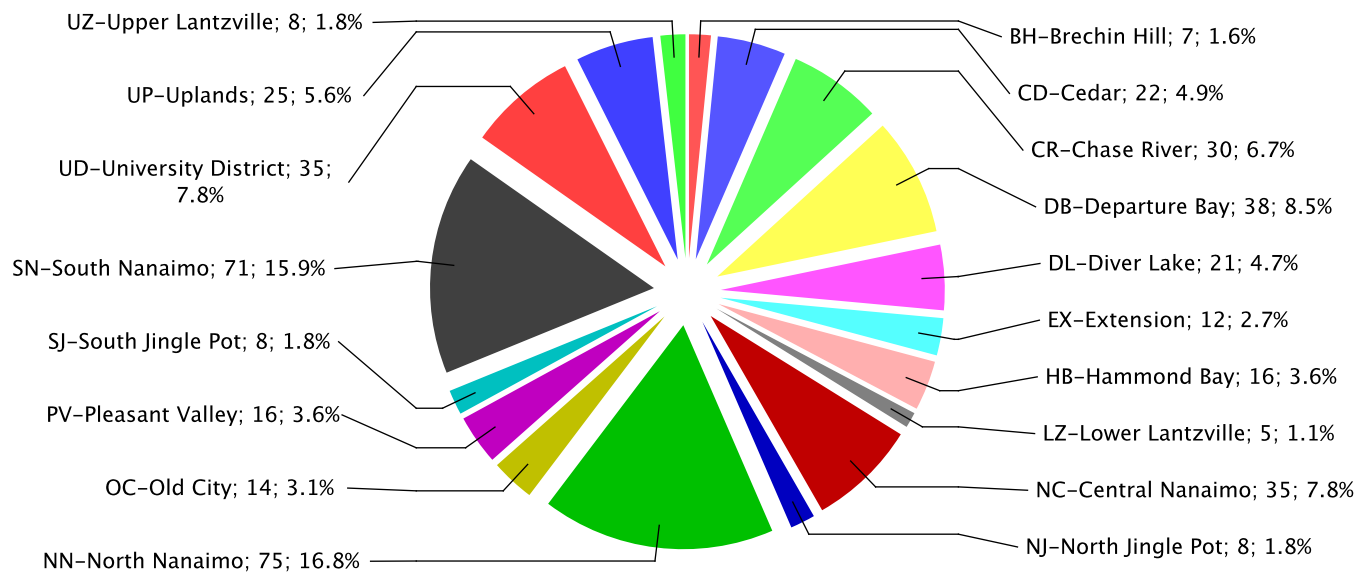
PLEASE NOTE: SINGLE FAMILY property does NOT INCLUDE acreage with house, condominiums, duplex/triplex, mobile homes/on pad, single family waterfront or single family strata. **LOTS** do NOT INCLUDE acreage or waterfront acreage.

MLS® Single Family Sales Analysis

Unconditional Sales from January 1 to Apr 30, 2018

| | 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 | 0 | 0 | 4 | 0 | 2 | 0 | 0 | 0 | 0 | 0 | 1 | 7 |
| CD-Cedar | 0 | 0 | 1 | 0 | 1 | 2 | 4 | 3 | 3 | 3 | 1 | 0 | 1 | 3 | 22 |
| CR-Chase River | 0 | 0 | 0 | 0 | 0 | 1 | 3 | 6 | 14 | 5 | 0 | 1 | 0 | 0 | 30 |
| DB-Departure Bay | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 9 | 12 | 6 | 8 | 0 | 1 | 2 | 38 |
| DL-Diver Lake | 0 | 0 | 0 | 1 | 2 | 1 | 1 | 5 | 7 | 3 | 1 | 0 | 0 | 0 | 21 |
| EX-Extension | 0 | 0 | 0 | 1 | 2 | 3 | 3 | 0 | 1 | 0 | 1 | 1 | 0 | 0 | 12 |
| HB-Hammond Bay | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 7 | 5 | 0 | 1 | 3 | 0 | 16 |
| LZ-Lower Lantzville | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3 | 0 | 1 | 0 | 0 | 1 | 5 |
| NC-Central Nanaimo | 0 | 0 | 0 | 0 | 3 | 9 | 5 | 8 | 10 | 0 | 0 | 0 | 0 | 0 | 35 |
| NJ-North Jingle Pot | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 2 | 2 | 2 | 1 | 8 |
| NN-North Nanaimo | 0 | 0 | 0 | 0 | 3 | 1 | 1 | 6 | 12 | 26 | 18 | 2 | 2 | 4 | 75 |
| OC-Old City | 0 | 0 | 0 | 0 | 2 | 3 | 4 | 1 | 2 | 1 | 1 | 0 | 0 | 0 | 14 |
| PV-Pleasant Valley | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 10 | 3 | 1 | 0 | 0 | 0 | 16 |
| SJ-South Jingle Pot | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 5 | 0 | 1 | 0 | 0 | 0 | 8 |
| SN-South Nanaimo | 0 | 0 | 3 | 9 | 10 | 8 | 5 | 16 | 13 | 7 | 0 | 0 | 0 | 0 | 71 |
| UD-University District | 0 | 0 | 3 | 0 | 1 | 4 | 5 | 7 | 10 | 3 | 2 | 0 | 0 | 0 | 35 |
| UP-Uplands | 0 | 0 | 0 | 0 | 0 | 1 | 4 | 6 | 7 | 6 | 0 | 0 | 0 | 1 | 25 |
| UZ-Upper Lantzville | 0 | 0 | 0 | 1 | 0 | 0 | 1 | 1 | 4 | 0 | 1 | 0 | 0 | 0 | 8 |
| Zone 4 TOTALS | 0 | 0 | 7 | 12 | 24 | 38 | 37 | 72 | 120 | 69 | 38 | 7 | 9 | 13 | 446 |

Nanaimo - Single Family Sales by Subarea



Total Unconditional Sales January 1 to April 30, 2018 = 446

GABRIOLA ISLAND

Comparative Activity by Property Type

| | Current Month | | | 12 Months to Date | | |
|---------------------------|---------------|-------------|----------|-------------------|--------------|----------|
| | This Year | Last Year | % Change | This Year | Last Year | % Change |
| Lots | | | | | | |
| Units Listed | 6 | 3 | 100% | 42 | 41 | 2% |
| Units Reported Sold | 3 | 2 | 50% | 37 | 29 | 28% |
| Sell/List Ratio | 50% | 67% | | 88% | 71% | |
| Reported Sales Dollars | \$279,000 | \$281,000 | -1% | \$3,757,700 | \$2,707,800 | 39% |
| Average Sell Price / Unit | \$93,000 | \$140,500 | -34% | \$101,559 | \$93,372 | 9% |
| Median Sell Price | \$85,000 | | | \$95,000 | | |
| Sell Price / List Price | 97% | 101% | | 94% | 94% | |
| Days to Sell | 41 | 6 | 639% | 124 | 107 | 16% |
| Active Listings | 13 | 18 | | | | |
| Single Family | | | | | | |
| Units Listed | 5 | 7 | -29% | 82 | 81 | 1% |
| Units Reported Sold | 7 | 6 | 17% | 72 | 74 | -3% |
| Sell/List Ratio | 140% | 86% | | 88% | 91% | |
| Reported Sales Dollars | \$2,813,000 | \$2,415,900 | 16% | \$28,976,836 | \$25,108,700 | 15% |
| Average Sell Price / Unit | \$401,857 | \$402,650 | -0% | \$402,456 | \$339,307 | 19% |
| Median Sell Price | \$350,000 | | | \$387,900 | | |
| Sell Price / List Price | 100% | 98% | | 98% | 98% | |
| Days to Sell | 35 | 33 | 5% | 41 | 62 | -34% |
| Active Listings | 10 | 15 | | | | |

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

