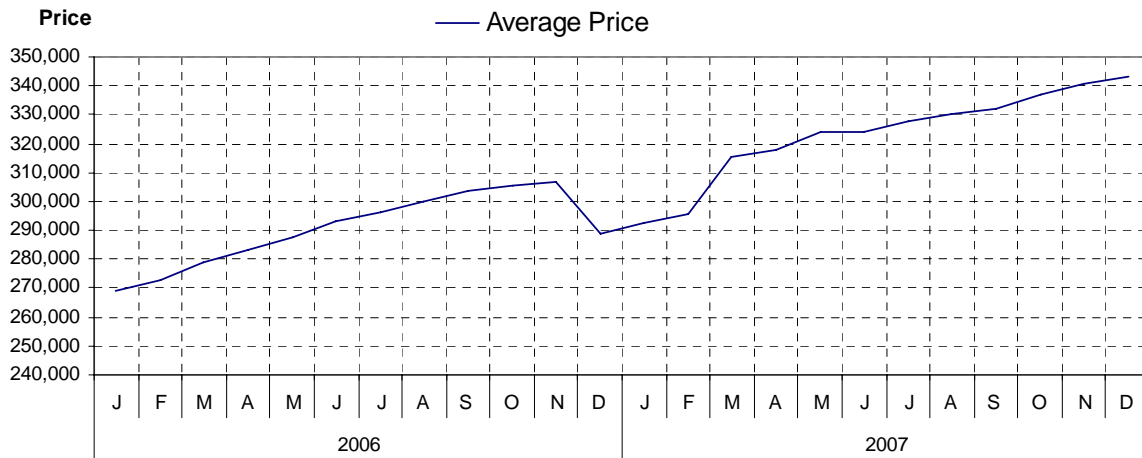


# Nanaimo

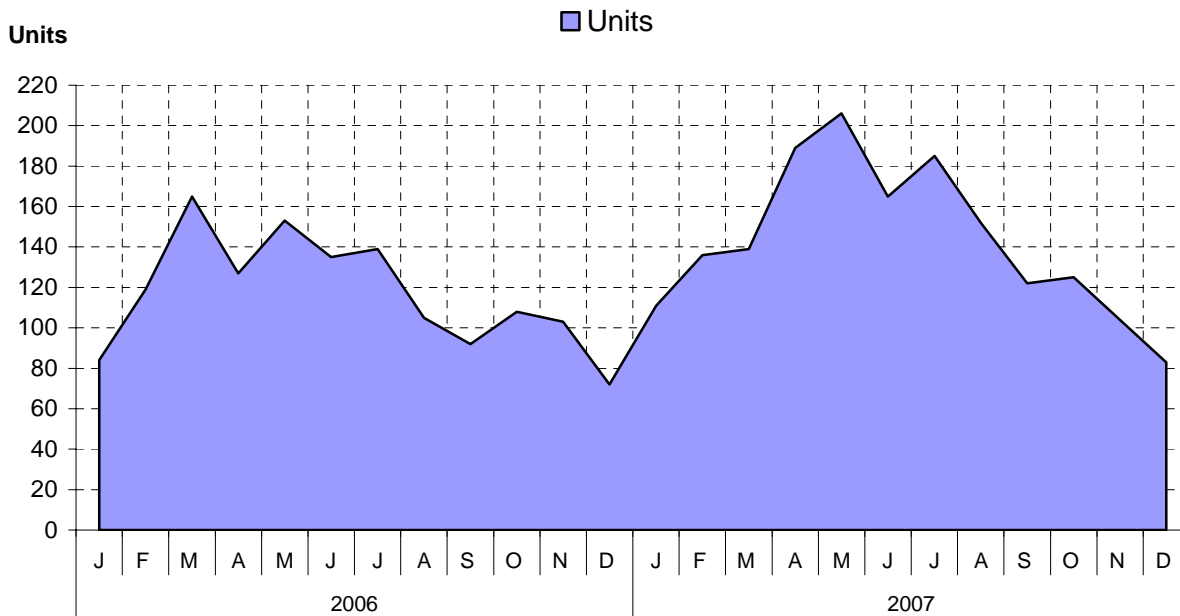
## as at December 31, 2007

### 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

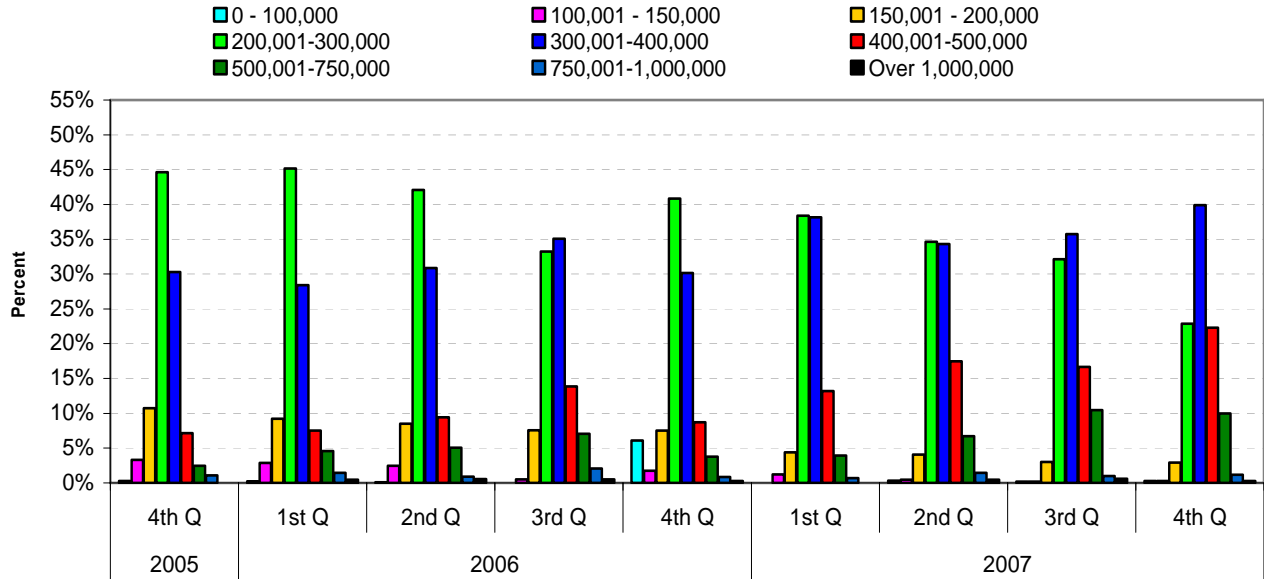
	Current Month			12 Months to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Lots</b>						
Units Listed	68	62	10%	476	332	43%
Units Reported Sold	9	2	350%	188	130	45%
Sell/List Ratio	13%	3%		39%	39%	
Reported Sales Dollars	\$1,741,950	\$350,000	398%	\$31,714,494	\$18,984,372	67%
Average Sell Price / Unit	\$193,550	\$175,000	11%	\$168,694	\$146,034	16%
Median Sell Price	\$189,900			\$157,000		
Sell Price / List Price Ratio	96%	92%		97%	98%	
Days to Sell	59	88	-33%	75	58	30%
Active Listings	170					
<b>Single Family</b>						
Units Listed	98	71	38%	2562	2415	6%
Units Reported Sold	83	64	30%	1702	1417	20%
Sell/List Ratio	85%	90%		66%	59%	
Reported Sales Dollars	\$31,323,977	\$20,456,850	53%	\$584,072,303	\$435,713,927	34%
Average Sell Price / Unit	\$377,397	\$319,638	18%	\$343,168	\$307,490	12%
Median Sell Price	\$365,000			\$329,000		
Sell Price / List Price Ratio	96%	95%		97%	97%	
Days to Sell	50	60	-16%	47	46	2%
Active Listings	368					
<b>Condos (apt)</b>						
Units Listed	23	40	-43%	521	550	-5%
Units Reported Sold	22	16	38%	337	275	23%
Sell/List Ratio	96%	40%		65%	50%	
Reported Sales Dollars	\$4,710,600	\$2,792,800	69%	\$72,254,935	\$52,240,141	38%
Average Sell Price / Unit	\$214,118	\$174,550	23%	\$214,406	\$189,964	13%
Median Sell Price	168,000			\$187,000		
Sell Price / List Price Ratio	95%	93%		96%	97%	
Days to Sell	58	93	-37%	58	49	17%
Active Listings	125					
<b>Condos (townhse)</b>						
Units Listed	1	25	-96%	286	355	-19%
Units Reported Sold	4	13	-69%	225	198	14%
Sell/List Ratio	400%	52%		79%	56%	
Reported Sales Dollars	\$1,035,900	\$3,008,572	-66%	\$54,114,421	\$43,269,173	25%
Average Sell Price / Unit	\$258,975	\$231,429	12%	\$240,509	\$218,531	10%
Median Sell Price	\$226,000			\$219,000		
Sell Price / List Price Ratio	97%	95%		97%	97%	
Days to Sell	38	76	-50%	52	51	2%
Active Listings	27					

### PLEASE NOTE:

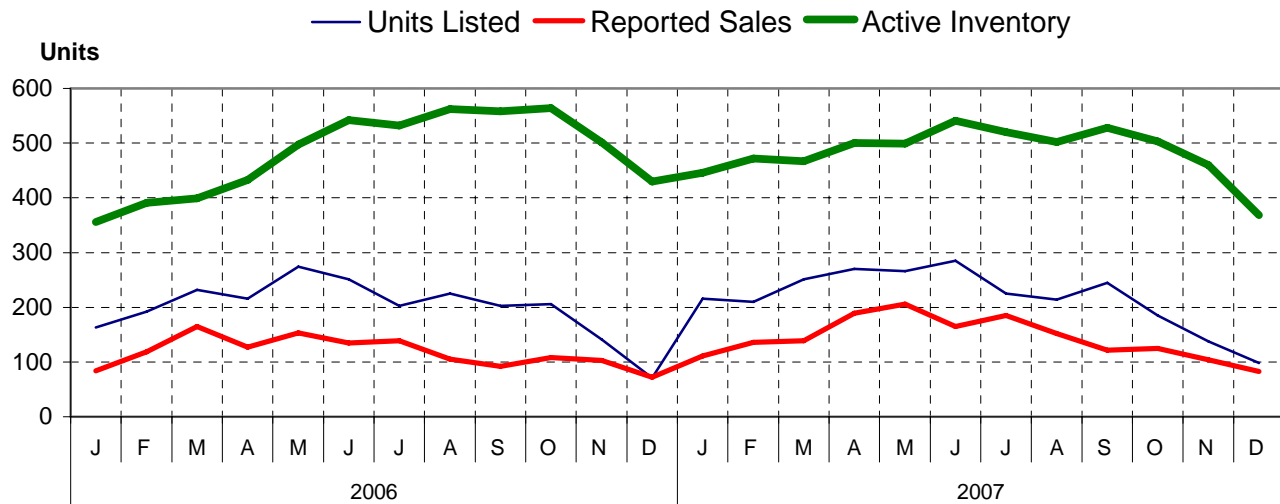
**SINGLE FAMILY** property does NOT INCLUDE acreage with house, condominiums, duplex/triplex, mobile homes/on pad, single family waterfront or single family strata.

**LOTS** do NOT INCLUDE acreage or waterfront acreage.

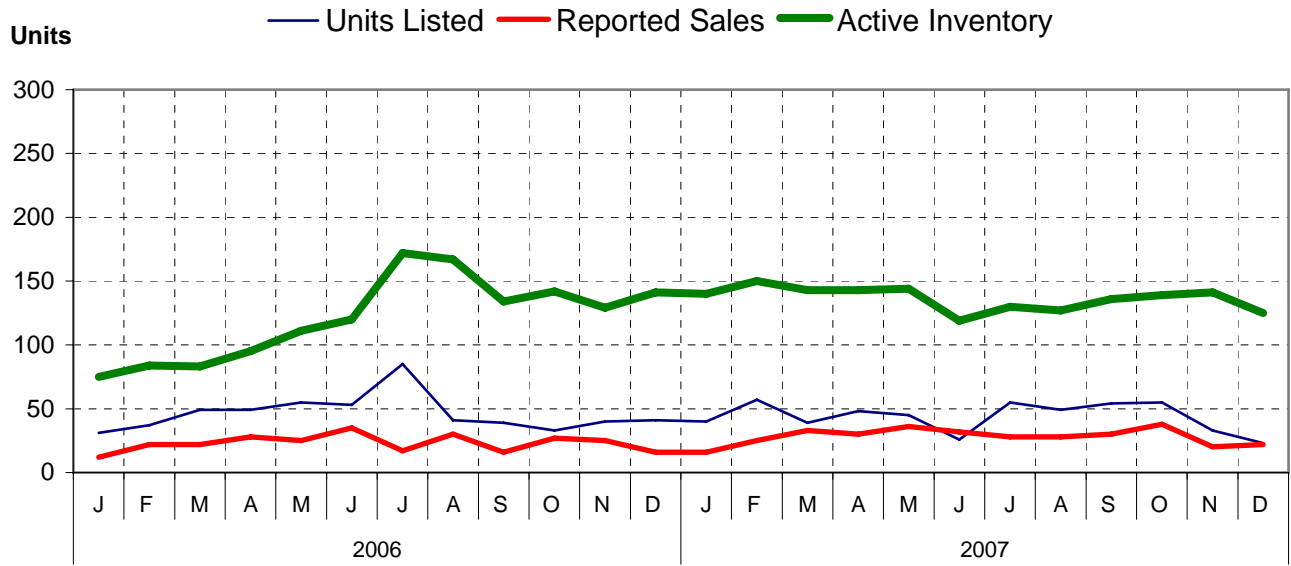
## Percentage of Market Share by Price Range Nanaimo



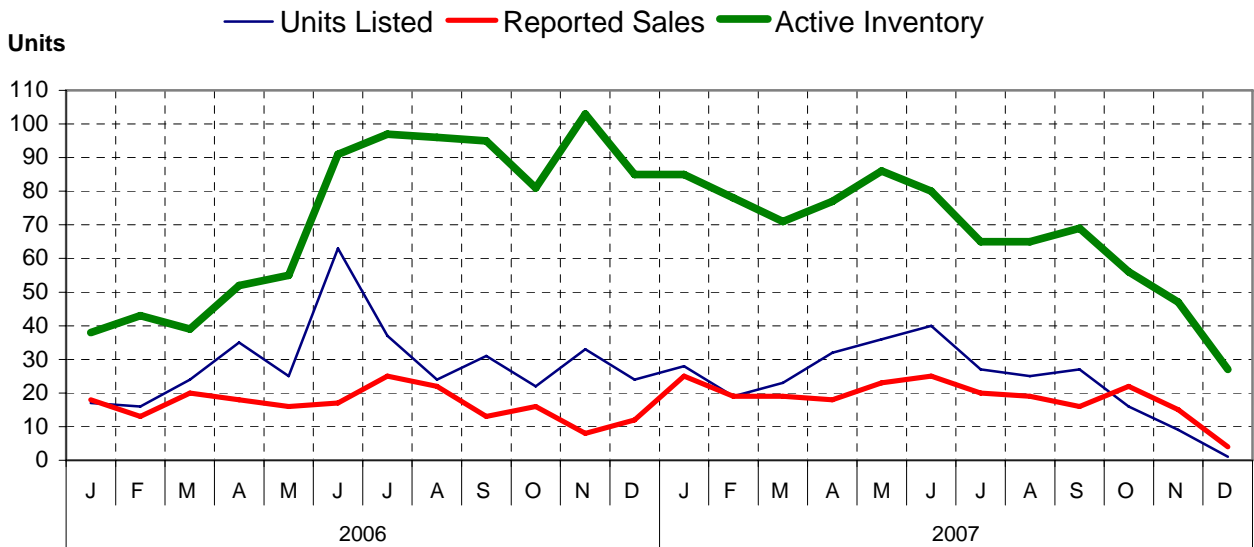
## Single Family Comparisons between



## Condominium (Apartment) Comparisons between



## Condominium (Townhouse) Comparisons between

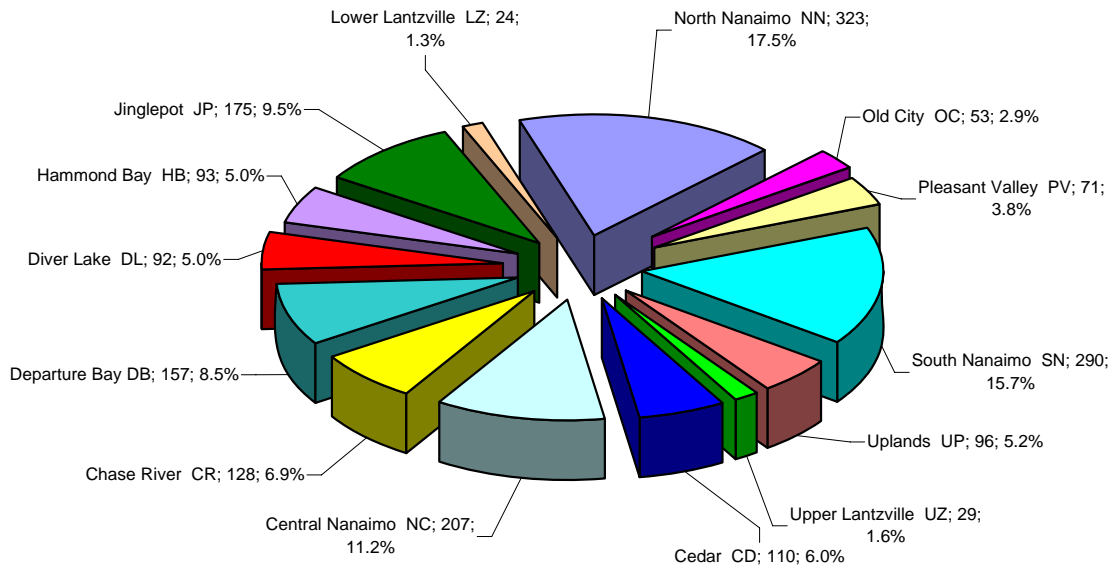


## MLS® Single Family Sales Analysis

### Unconditional Sales from January 1 to December 31, 2007

	0 - 100,000	100,001- 150,000	150,001- 200,000	200,001- 300,000	300,001- 400,000	400,001- 500,000	500,001- 750,000	750,001- 1,000,000	OVER 1,000,000	<b>Total</b>
Cedar CD	0	0	8	26	31	29	10	3	3	110
Central Nanaimo NC	0	2	7	141	52	4	1	0	0	207
Chase River CR	0	0	2	22	75	22	7	0	0	128
Departure Bay DB	0	0	0	32	79	34	7	5	0	157
Diver Lake DL	0	0	2	35	49	6	0	0	0	92
Hammond Bay HB	0	0	0	11	22	30	26	2	2	93
Jinglepot JP	2	0	1	29	72	48	21	2	0	175
Lower Lantzville LZ	0	0	0	3	5	9	3	3	1	24
North Nanaimo NN	0	0	2	23	132	106	54	5	1	323
Old City OC	0	1	5	35	11	1	0	0	0	53
Pleasant Valley PV	0	2	1	16	39	9	3	1	0	71
South Nanaimo SN	3	4	38	188	54	2	1	0	0	290
Uplands UP	0	1	0	40	45	7	3	0	0	96
Upper Lantzville UZ	0	0	1	3	12	11	2	0	0	29
<b>ZONE 4 TOTALS</b>	<b>5</b>	<b>10</b>	<b>67</b>	<b>604</b>	<b>678</b>	<b>318</b>	<b>138</b>	<b>21</b>	<b>7</b>	<b>1,848</b>

### Single Family Sales - Nanaimo by Subarea



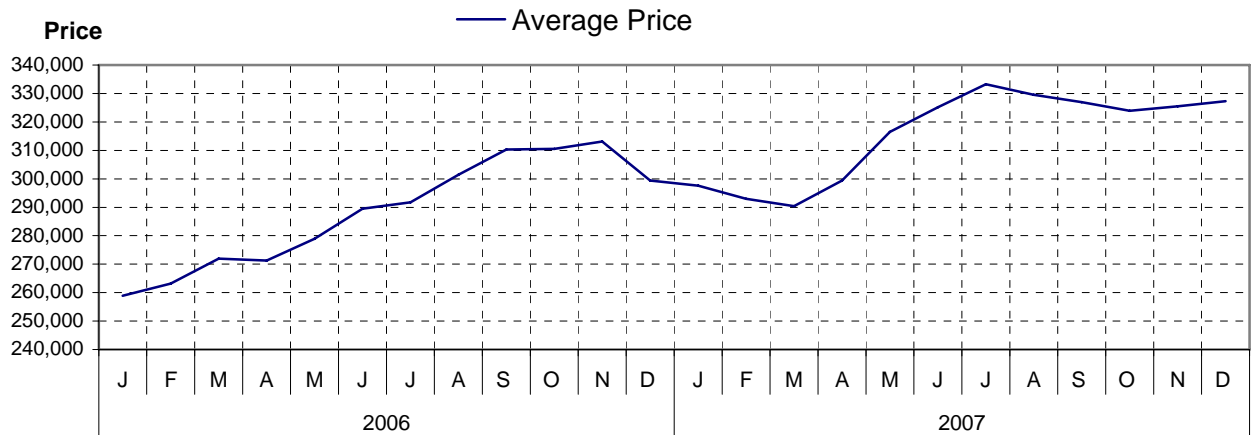
Total Unconditional Sales January 1 to December 31, 2007 = 1,848

# 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	3	-67%	57	75	-24%
Units Reported Sold	0	4	-100%	38	44	-14%
Sell/List Ratio	0%	133%		67%	59%	
Reported Sales Dollars	\$0	\$474,000	-100%	\$5,288,800	\$5,006,300	6%
Average Sell Price / Unit		\$118,500		\$139,179	\$113,780	22%
Median Sell Price				\$133,000		
Sell Price / List Price Ratio		99%		93%	97%	
Days to Sell		26		68	35	
Active Listings	11					
<b>Single Family</b>						
Units Listed	5	3	67%	123	108	14%
Units Reported Sold	1	2	-50%	66	63	5%
Sell/List Ratio	20%	67%		54%	58%	
Reported Sales Dollars	\$283,000	\$489,000	-42%	\$21,600,200	\$18,934,800	14%
Average Sell Price / Unit	\$283,000	\$244,500	16%	\$327,276	\$300,552	9%
Median Sell Price	\$283,000			\$300,000		
Sell Price / List Price Ratio	99%	89%		95%	96%	
Days to Sell	33	63	-48%	65	51	27%
Active Listings	23					

### Cumulative Residential Average Single Family Sale Price



**PLEASE NOTE:**

**SINGLE FAMILY** property does NOT INCLUDE acreage with house, condominiums, duplex/triplex, mobile homes, single family waterfront or single family strata.

**LOTS** do NOT INCLUDE acreage or waterfront acreage.

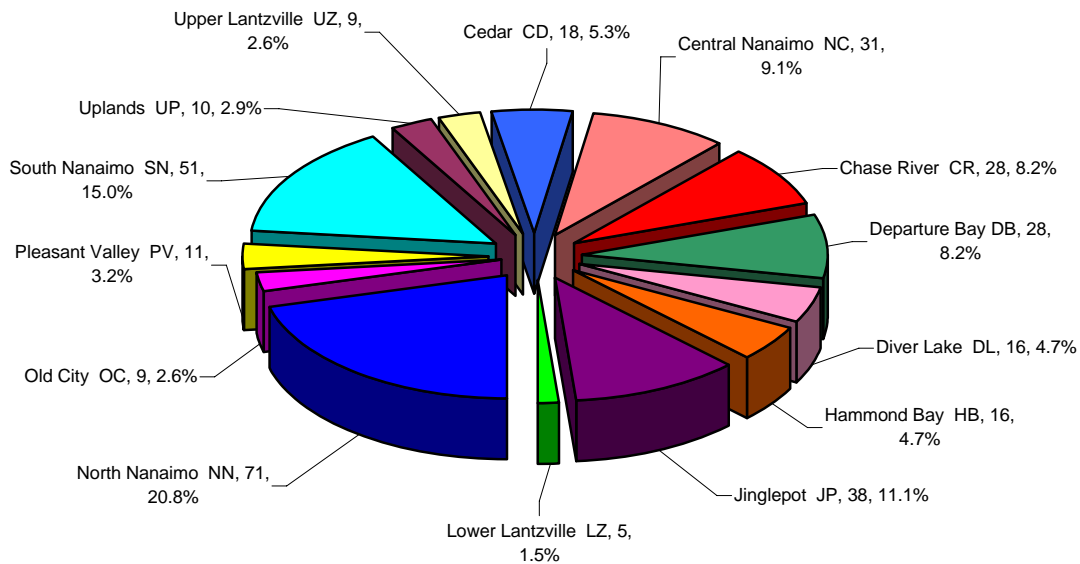
## 4th Quarter 2007

### MLS® Single Family Sales Analysis

Unconditional Sales from October 1 to December 31, 2007

	0 - 100,000	100,001- 150,000	150,001- 200,000	200,001- 300,000	300,001- 400,000	400,001- 500,000	500,001- 750,000	750,001- 1,000,000	OVER 1,000,000	<b>Total</b>
Cedar CD	0	0	0	2	5	7	3	0	1	18
Central Nanaimo NC	0	0	3	16	10	2	0	0	0	31
Chase River CR	0	0	0	3	17	5	3	0	0	28
Departure Bay DB	0	0	0	4	14	6	2	2	0	28
Diver Lake DL	0	0	0	2	11	3	0	0	0	16
Hammond Bay HB	0	0	0	0	6	4	6	0	0	16
Jinglepot JP	1	0	0	5	12	13	7	0	0	38
Lower Lantzville LZ	0	0	0	0	2	2	0	1	0	5
North Nanaimo NN	0	0	0	3	26	30	11	1	0	71
Old City OC	0	0	3	6	0	0	0	0	0	9
Pleasant Valley PV	0	1	0	2	7	1	0	0	0	11
South Nanaimo SN	0	0	4	32	14	0	1	0	0	51
Uplands UP	0	0	0	2	8	0	0	0	0	10
Upper Lantzville UZ	0	0	0	1	4	3	1	0	0	9
<b>ZONE 4 TOTALS</b>	<b>1</b>	<b>1</b>	<b>10</b>	<b>78</b>	<b>136</b>	<b>76</b>	<b>34</b>	<b>4</b>	<b>1</b>	<b>341</b>

### 4th Quarter 2007 Single Family Sales Nanaimo by Subarea



Total Unconditional Sales October 1 to December 31, 2007 = 341