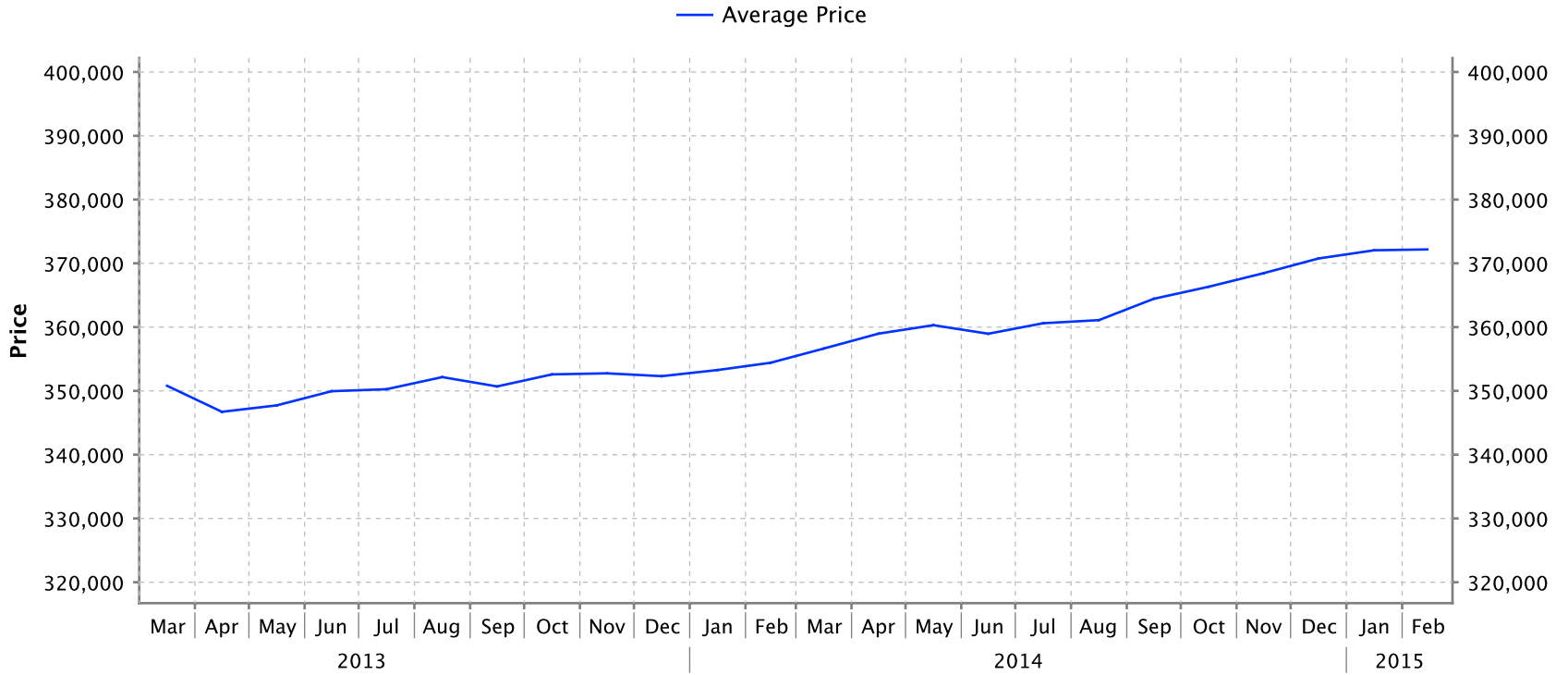


Nanaimo

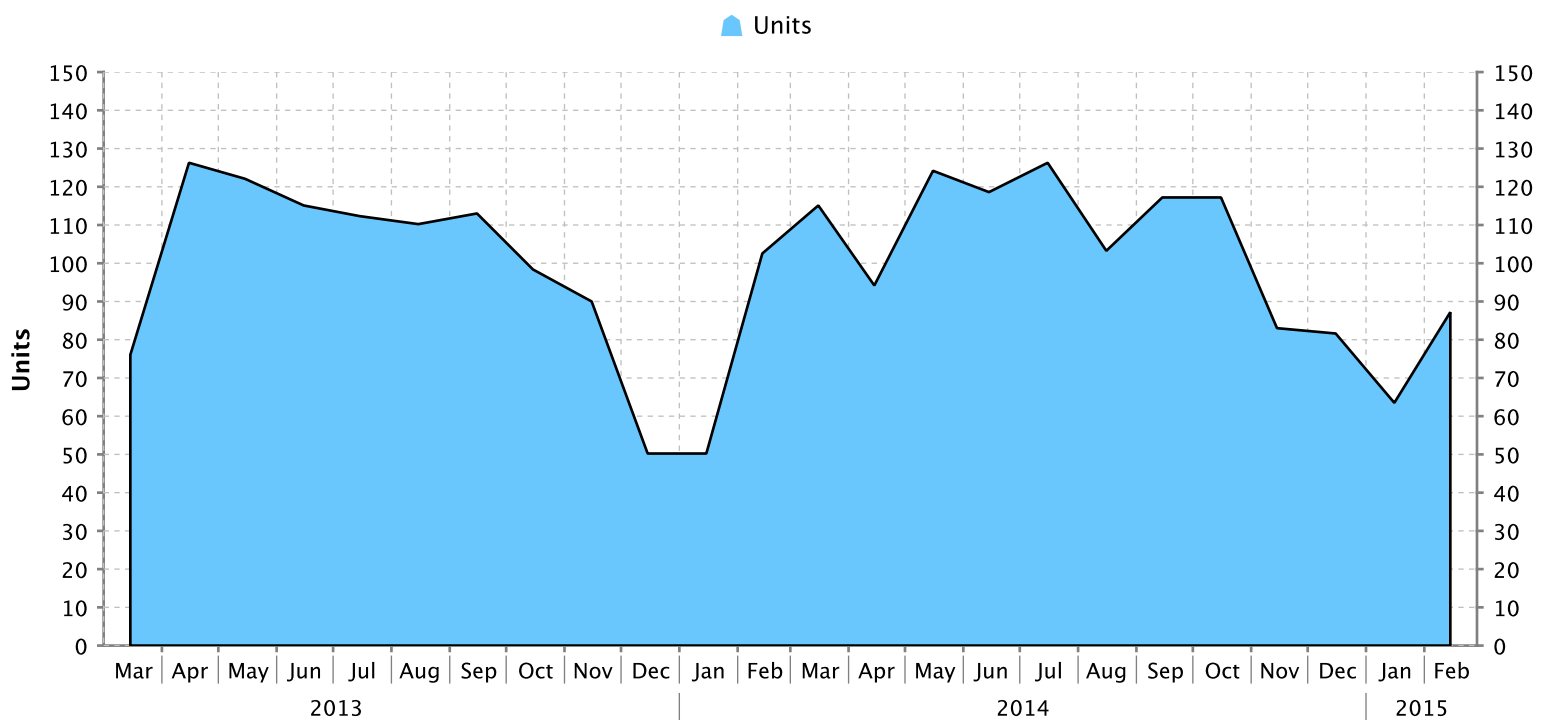
as at February 28, 2015

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 | 7 | 15 | -53% | 253 | 331 | -24% |
| Units Reported Sold | 9 | 17 | -47% | 126 | 77 | 64% |
| Sell/List Ratio | 129% | 113% | | 50% | 23% | |
| Reported Sales Dollars | \$1,242,950 | \$2,532,300 | -51% | \$20,950,350 | \$11,967,498 | 75% |
| Average Sell Price / Unit | \$138,106 | \$148,959 | -7% | \$166,273 | \$155,422 | 7% |
| Median Sell Price | \$120,500 | | | \$165,000 | | |
| Sell Price / List Price | 92% | 94% | | 95% | 95% | |
| Days to Sell | 261 | 39 | 575% | 172 | 95 | 82% |
| Active Listings | 128 | 187 | | | | |
| Single Family | | | | | | |
| Units Listed | 179 | 175 | 2% | 2,066 | 2,027 | 2% |
| Units Reported Sold | 87 | 102 | -15% | 1,228 | 1,164 | 5% |
| Sell/List Ratio | 49% | 58% | | 59% | 57% | |
| Reported Sales Dollars | \$31,862,511 | \$37,276,888 | -15% | \$457,041,009 | \$412,539,865 | 11% |
| Average Sell Price / Unit | \$366,236 | \$365,460 | 0% | \$372,183 | \$354,416 | 5% |
| Median Sell Price | \$345,714 | | | \$355,000 | | |
| Sell Price / List Price | 97% | 97% | | 97% | 96% | |
| Days to Sell | 40 | 50 | -20% | 48 | 55 | -12% |
| Active Listings | 382 | 432 | | | | |
| Condos (Apt) | | | | | | |
| Units Listed | 39 | 47 | -17% | 517 | 473 | 9% |
| Units Reported Sold | 12 | 11 | 9% | 230 | 183 | 26% |
| Sell/List Ratio | 31% | 23% | | 44% | 39% | |
| Reported Sales Dollars | \$2,554,200 | \$2,495,000 | 2% | \$49,081,832 | \$40,420,001 | 21% |
| Average Sell Price / Unit | \$212,850 | \$226,818 | -6% | \$213,399 | \$220,874 | -3% |
| Median Sell Price | \$224,900 | | | \$192,500 | | |
| Sell Price / List Price | 95% | 94% | | 95% | 94% | |
| Days to Sell | 78 | 104 | -25% | 83 | 85 | -2% |
| Active Listings | 194 | 165 | | | | |
| Condos (Patio) | | | | | | |
| Units Listed | 11 | 3 | 267% | 77 | 75 | 3% |
| Units Reported Sold | 1 | 2 | -50% | 55 | 60 | -8% |
| Sell/List Ratio | 9% | 67% | | 71% | 80% | |
| Reported Sales Dollars | \$280,000 | \$607,880 | -54% | \$15,390,760 | \$17,119,570 | -10% |
| Average Sell Price / Unit | \$280,000 | \$303,940 | -8% | \$279,832 | \$285,326 | -2% |
| Median Sell Price | \$280,000 | | | \$283,000 | | |
| Sell Price / List Price | 100% | 100% | | 97% | 97% | |
| Days to Sell | 2 | 53 | -96% | 74 | 70 | 5% |
| Active Listings | 24 | 18 | | | | |
| Condos (Twnhse) | | | | | | |
| Units Listed | 22 | 34 | -35% | 312 | 376 | -17% |
| Units Reported Sold | 14 | 8 | 75% | 174 | 169 | 3% |
| Sell/List Ratio | 64% | 24% | | 56% | 45% | |
| Reported Sales Dollars | \$3,391,824 | \$2,075,000 | 63% | \$45,089,977 | \$43,025,696 | 5% |
| Average Sell Price / Unit | \$242,273 | \$259,375 | -7% | \$259,138 | \$254,590 | 2% |
| Median Sell Price | \$237,000 | | | \$240,000 | | |
| Sell Price / List Price | 97% | 99% | | 96% | 97% | |
| Days to Sell | 92 | 111 | -17% | 83 | 68 | 22% |
| Active Listings | 83 | 107 | | | | |

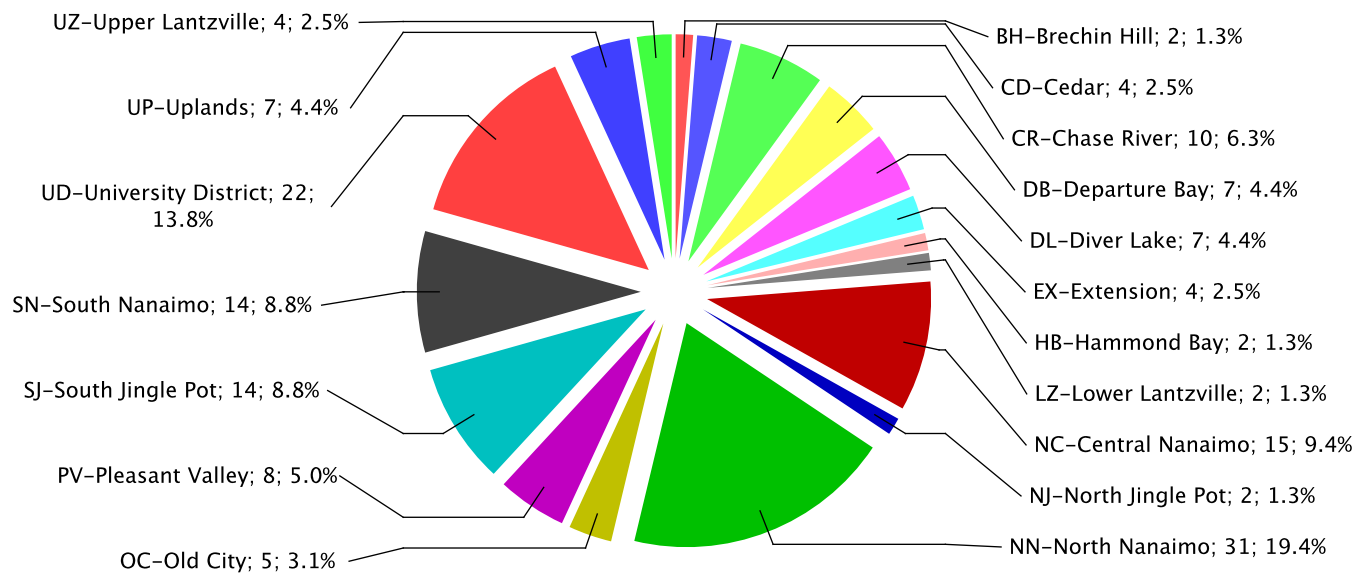
PLEASE NOTE: SINGLE FAMILY property does NOT INCLUDE acreage with house, condominiums, duplex/triplex, mobile homes/on pad, single family waterfront or single family strata. **LOTS** do NOT INCLUDE acreage or waterfront acreage.

MLS® Single Family Sales Analysis

Unconditional Sales from January 1 to Feb 28, 2015

| | 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 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 |
| CD-Cedar | 0 | 1 | 1 | 0 | 0 | 0 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 4 |
| CR-Chase River | 0 | 0 | 2 | 1 | 1 | 1 | 2 | 3 | 0 | 0 | 0 | 0 | 0 | 0 | 10 |
| DB-Departure Bay | 0 | 0 | 0 | 1 | 1 | 2 | 0 | 1 | 1 | 1 | 0 | 0 | 0 | 0 | 7 |
| DL-Diver Lake | 0 | 0 | 0 | 3 | 0 | 1 | 2 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 7 |
| EX-Extension | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 4 |
| HB-Hammond Bay | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 |
| LZ-Lower Lantzville | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 2 |
| NC-Central Nanaimo | 0 | 2 | 4 | 3 | 5 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 15 |
| NJ-North Jingle Pot | 0 | 0 | 0 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 |
| NN-North Nanaimo | 0 | 0 | 0 | 2 | 5 | 4 | 4 | 6 | 5 | 4 | 0 | 0 | 0 | 1 | 31 |
| OC-Old City | 0 | 0 | 3 | 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 5 |
| PV-Pleasant Valley | 0 | 0 | 0 | 2 | 3 | 1 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 8 |
| SJ-South Jingle Pot | 0 | 0 | 1 | 0 | 8 | 4 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 14 |
| SN-South Nanaimo | 0 | 4 | 3 | 3 | 3 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 14 |
| UD-University District | 0 | 1 | 3 | 0 | 5 | 1 | 10 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 22 |
| UP-Uplands | 0 | 0 | 0 | 0 | 2 | 4 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 7 |
| UZ-Upper Lantzville | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 2 | 1 | 0 | 0 | 0 | 0 | 4 |
| Zone 4 TOTALS | 0 | 9 | 17 | 19 | 34 | 22 | 25 | 13 | 12 | 7 | 0 | 0 | 0 | 2 | 160 |

Nanaimo - Single Family Sales by Subarea



Total Unconditional Sales January 1 to February 28, 2015 = 160

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 | 3 | 3 | 0% | 33 | 29 | 14% |
| Units Reported Sold | 1 | 0 | | 15 | 8 | 88% |
| Sell/List Ratio | 33% | 0% | | 45% | 28% | |
| Reported Sales Dollars | \$65,500 | \$0 | | \$1,401,000 | \$800,125 | 75% |
| Average Sell Price / Unit | \$65,500 | | | \$93,400 | \$100,016 | -7% |
| Median Sell Price | \$65,500 | | | \$80,000 | | |
| Sell Price / List Price | 87% | | | 82% | 91% | |
| Days to Sell | 196 | | | 175 | 168 | 4% |
| Active Listings | 20 | 27 | | | | |
| Single Family | | | | | | |
| Units Listed | 5 | 10 | -50% | 74 | 110 | -33% |
| Units Reported Sold | 2 | 0 | | 41 | 53 | -23% |
| Sell/List Ratio | 40% | 0% | | 55% | 48% | |
| Reported Sales Dollars | \$618,900 | \$0 | | \$10,666,975 | \$15,139,020 | -30% |
| Average Sell Price / Unit | \$309,450 | | | \$260,170 | \$285,642 | -9% |
| Median Sell Price | \$339,000 | | | \$242,000 | | |
| Sell Price / List Price | 100% | | | 91% | 93% | |
| Days to Sell | 56 | | | 123 | 96 | 28% |
| Active Listings | 28 | 42 | | | | |

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

