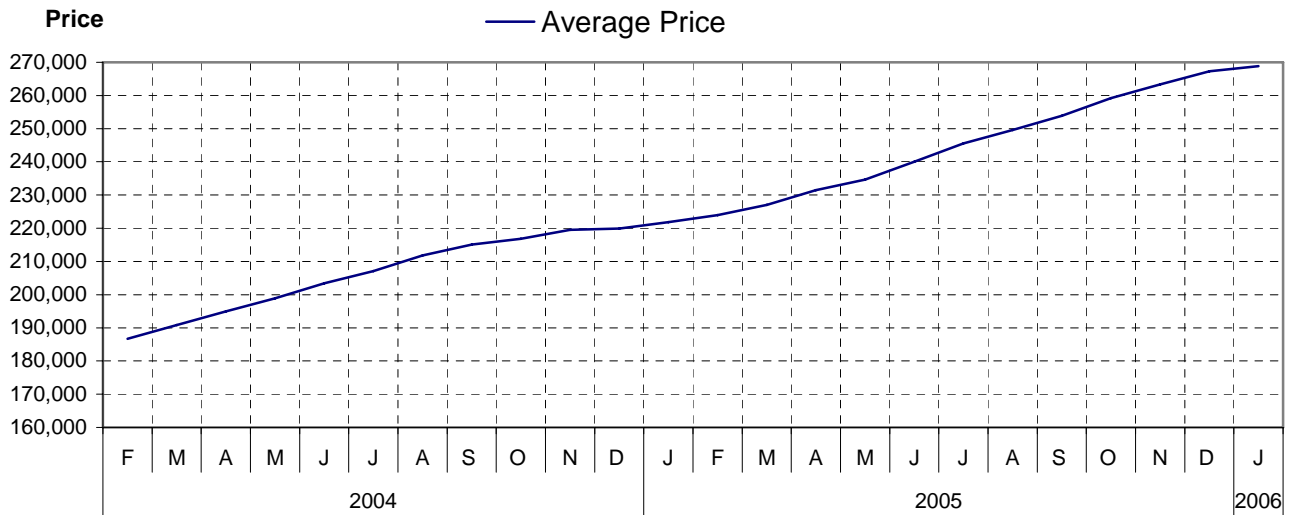


# Nanaimo

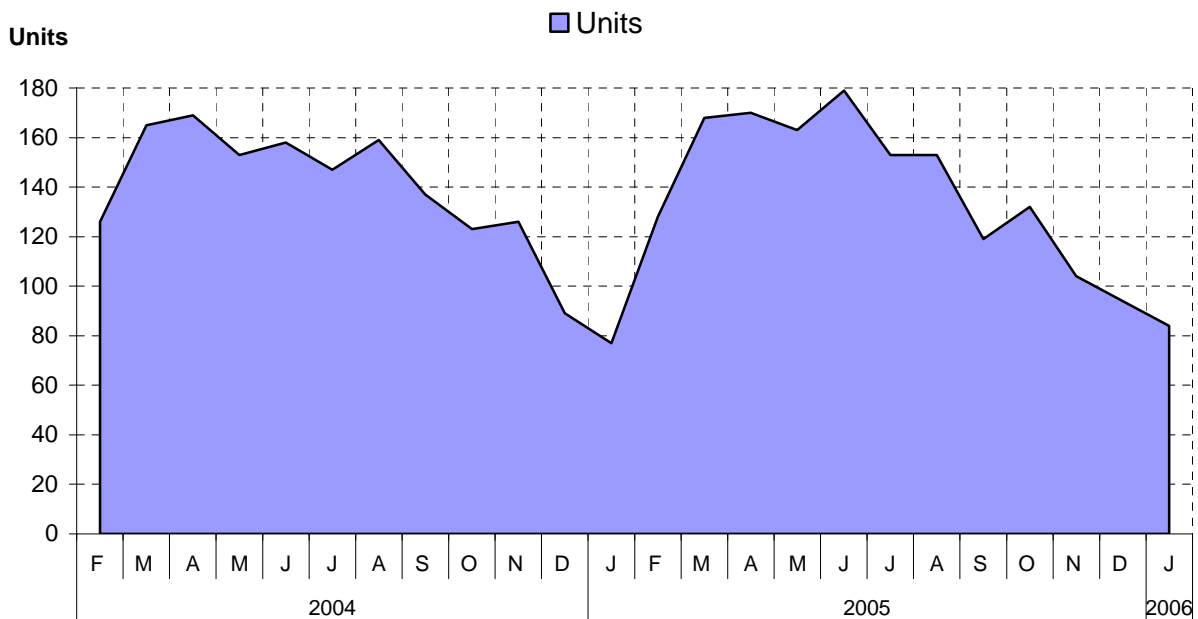
## as at January 31, 2006

### 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

(Reported Sales – Unconditional Sales Only)

|                        | -----CURRENT MONTH----- |           |          | -----12 MONTHS TO DATE----- |            |          |
|------------------------|-------------------------|-----------|----------|-----------------------------|------------|----------|
|                        | THIS YEAR               | LAST YEAR | % Change | THIS YEAR                   | LAST YEAR  | % Change |
| <b>LOTS</b>            |                         |           |          |                             |            |          |
| UNITS LISTED           | 46                      | 23        | 100 %    | 248                         | 262        | 5-%      |
| UNITS REPORTED SOLD    | 37                      | 7         | 428 %    | 183                         | 192        | 4-%      |
| SELL/LIST RATIO        | 80 %                    | 30 %      |          | 73 %                        | 73 %       |          |
| REPORTED SALES DOLLARS | 4,839,600               | 747,733   | 547 %    | 23,243,289                  | 15,637,075 | 48 %     |
| AVG SELL PRICE/UNIT    | 130,800                 | 106,819   | 22 %     | 127,012                     | 81,443     | 55 %     |
| MEDIAN SELL PRICE      | 129,900                 |           |          | 115,900                     |            |          |
| PRICE RATIO            | 100 %                   | 97 %      |          | 96 %                        | 96 %       |          |
| DAYS TO SELL           | 35                      | 78        | 55-%     | 71                          | 155        | 54-%     |
| ACTIVE LISTINGS        | 51                      | 58        | 12-%     |                             |            |          |

|                        |            |            |      |             |             |      |
|------------------------|------------|------------|------|-------------|-------------|------|
| <b>SINGLE FAMILY</b>   |            |            |      |             |             |      |
| UNITS LISTED           | 163        | 124        | 31 % | 2,241       | 2,224       | 0 %  |
| UNITS REPORTED SOLD    | 84         | 77         | 9 %  | 1,648       | 1,629       | 1 %  |
| SELL/LIST RATIO        | 51 %       | 62 %       |      | 73 %        | 73 %        |      |
| REPORTED SALES DOLLARS | 22,807,690 | 18,547,219 | 22 % | 443,083,776 | 361,408,505 | 22 % |
| AVG SELL PRICE/UNIT    | 271,520    | 240,872    | 12 % | 268,861     | 221,859     | 21 % |
| MEDIAN SELL PRICE      | 267,000    |            |      | 259,000     |             |      |
| PRICE RATIO            | 97 %       | 98 %       |      | 98 %        | 98 %        |      |
| DAYS TO SELL           | 61         | 64         | 4-%  | 44          | 42          | 4 %  |
| ACTIVE LISTINGS        | 356        | 341        | 4 %  |             |             |      |

|                          |           |           |      |            |            |      |
|--------------------------|-----------|-----------|------|------------|------------|------|
| <b>CONDOMINIUM (APT)</b> |           |           |      |            |            |      |
| UNITS LISTED             | 31        | 25        | 24 % | 443        | 424        | 4 %  |
| UNITS REPORTED SOLD      | 12        | 17        | 29-% | 364        | 329        | 10 % |
| SELL/LIST RATIO          | 38 %      | 68 %      |      | 82 %       | 77 %       |      |
| REPORTED SALES DOLLARS   | 1,991,200 | 2,429,200 | 18-% | 56,677,770 | 40,011,950 | 41 % |
| AVG SELL PRICE/UNIT      | 165,933   | 142,894   | 16 % | 155,708    | 121,616    | 28 % |
| MEDIAN SELL PRICE        | 165,000   |           |      | 137,500    |            |      |
| PRICE RATIO              | 98 %      | 97 %      |      | 99 %       | 97 %       |      |
| DAYS TO SELL             | 35        | 38        | 7-%  | 38         | 45         | 15-% |
| ACTIVE LISTINGS          | 75        | 51        | 47 % |            |            |      |

|                             |           |           |       |            |            |      |
|-----------------------------|-----------|-----------|-------|------------|------------|------|
| <b>CONDOMINIUM (TWNHSE)</b> |           |           |       |            |            |      |
| UNITS LISTED                | 17        | 16        | 6 %   | 251        | 225        | 11 % |
| UNITS REPORTED SOLD         | 18        | 5         | 260 % | 206        | 175        | 17 % |
| SELL/LIST RATIO             | 105 %     | 31 %      |       | 82 %       | 77 %       |      |
| REPORTED SALES DOLLARS      | 3,732,800 | 1,154,600 | 223 % | 36,245,358 | 26,038,307 | 39 % |
| AVG SELL PRICE/UNIT         | 207,377   | 230,920   | 10-%  | 175,948    | 148,790    | 18 % |
| MEDIAN SELL PRICE           | 207,500   |           |       | 165,000    |            |      |
| PRICE RATIO                 | 98 %      | 96 %      |       | 98 %       | 99 %       |      |
| DAYS TO SELL                | 58        | 110       | 47-%  | 52         | 43         | 20 % |
| ACTIVE LISTINGS             | 38        | 33        | 15 %  |            |            |      |

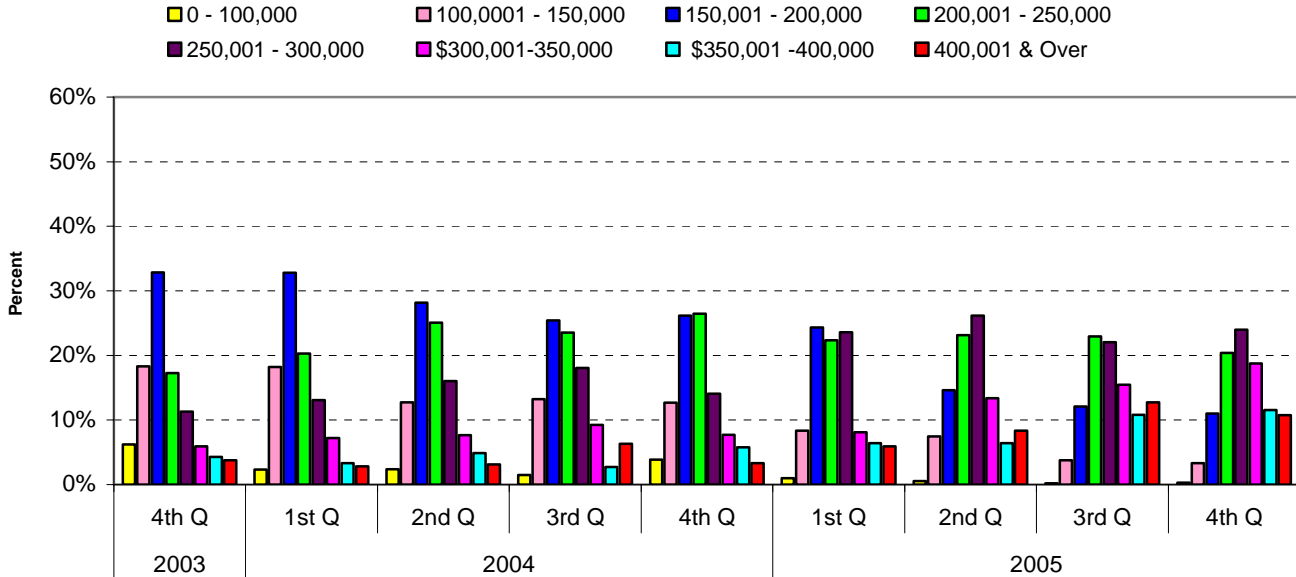
### PLEASE NOTE:

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

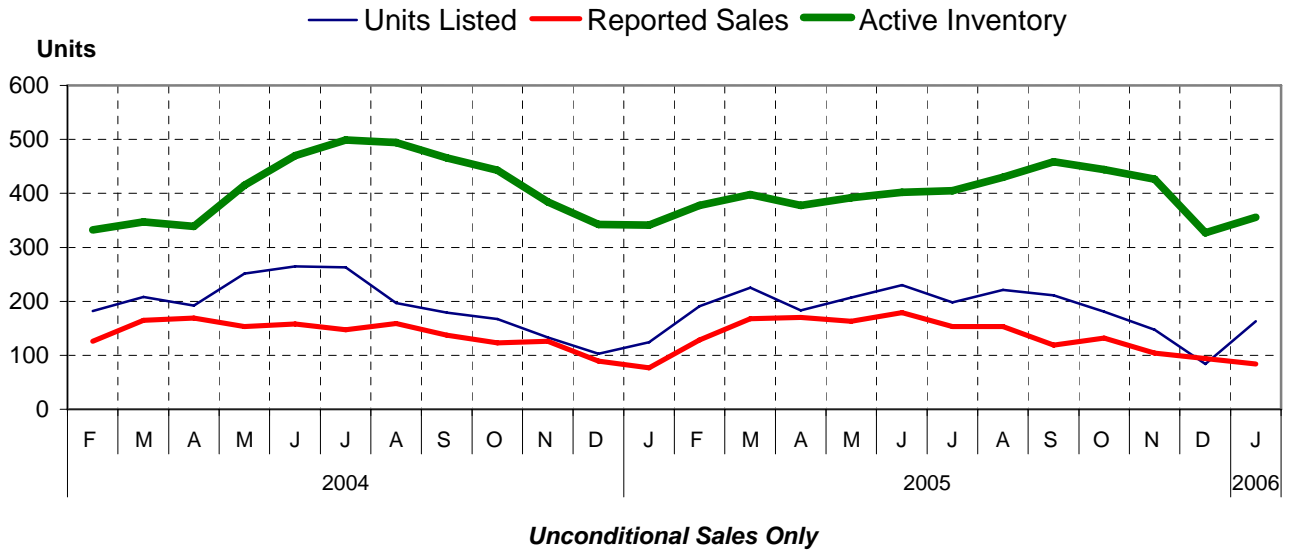
**LOTS** do NOT INCLUDE acreage or waterfront acreage.

**COLLAPSE RATE** – The collapse rate for all properties within the Board area was 0.5% for the current month.

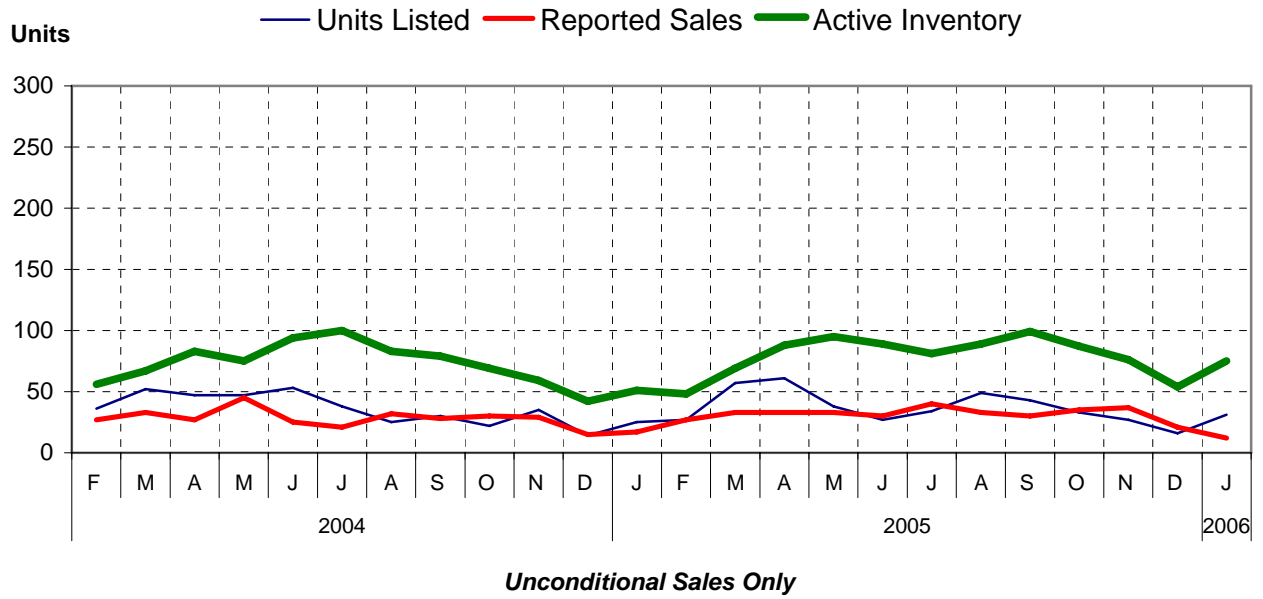
## Percentage of Market Share by Price Range Nanaimo



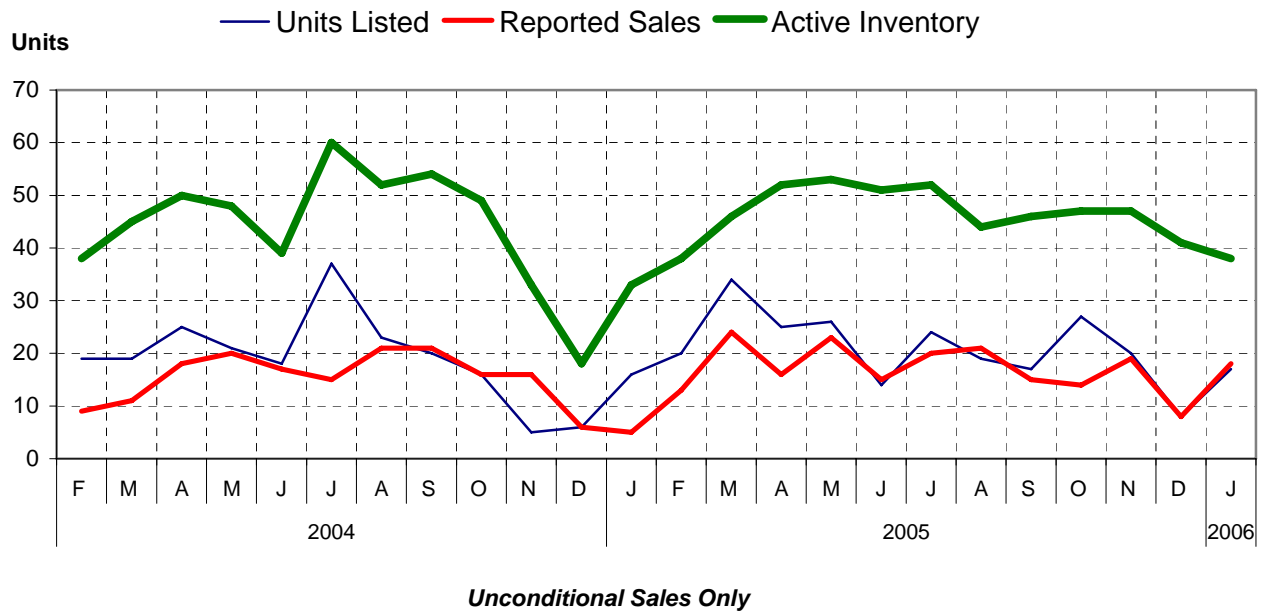
## Single Family Comparisons between



## Condominium (Apartment) Comparisons between



## Condominium (Townhouse) Comparisons between



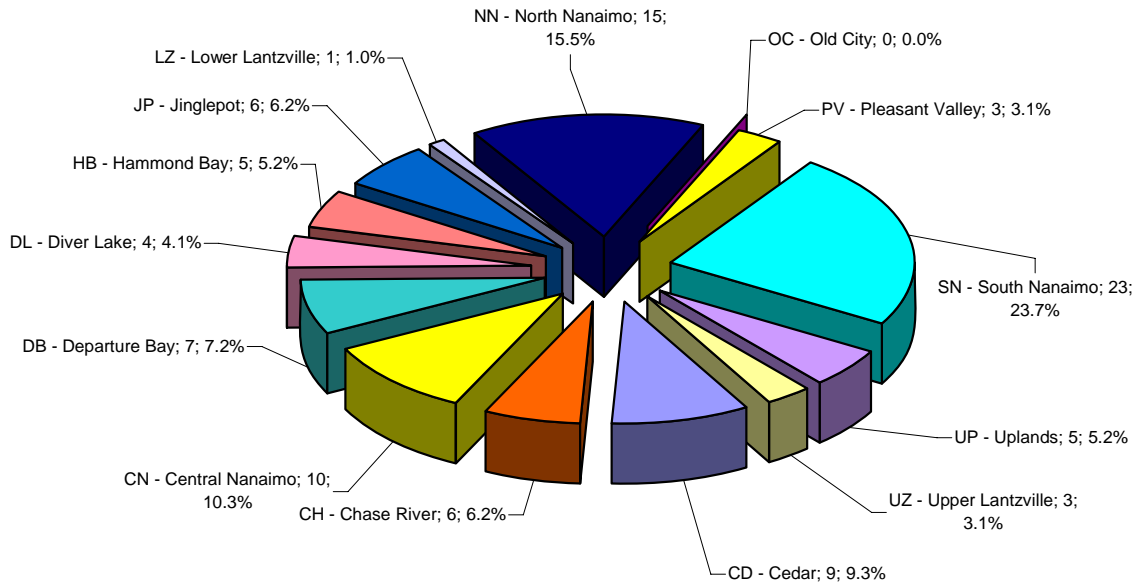
# MLS® Single Family Sales Analysis

## Unconditional Sales from January 1 to January 31, 2006

-----SUB-AREAS-----

| RANGE                | TOTAL     | CD       | CH       | CN        | DB       | DL       | HB       | JP       | LZ       | NN        | OC       | PV       | SN        | UP       | UZ       |
|----------------------|-----------|----------|----------|-----------|----------|----------|----------|----------|----------|-----------|----------|----------|-----------|----------|----------|
| 0 - 100,000          |           |          |          |           |          |          |          |          |          |           |          |          |           |          |          |
| 100,001- 150,000     | 6         |          |          |           |          |          |          |          |          |           |          |          | 6         |          |          |
| 150,001- 200,000     | 14        | 1        |          | 4         |          |          |          |          |          | 1         |          |          | 8         |          |          |
| 200,001- 300,000     | 40        |          | 3        | 6         | 5        | 3        | 2        | 2        |          | 3         |          | 3        | 9         | 3        | 1        |
| 300,001- 400,000     | 25        | 1        | 2        |           | 2        |          | 2        | 3        | 1        | 11        |          |          |           | 2        | 1        |
| 400,001- 500,000     | 5         | 3        |          |           |          |          |          | 1        |          |           |          |          |           |          | 1        |
| 500,001- 750,000     | 5         | 3        |          |           |          | 1        | 1        |          |          |           |          |          |           |          |          |
| 750,001-1,000,000    | 1         |          | 1        |           |          |          |          |          |          |           |          |          |           |          |          |
| OVER 1,000,000       | 1         | 1        |          |           |          |          |          |          |          |           |          |          |           |          |          |
| <b>ZONE 4 TOTALS</b> | <b>97</b> | <b>9</b> | <b>6</b> | <b>10</b> | <b>7</b> | <b>4</b> | <b>5</b> | <b>6</b> | <b>1</b> | <b>15</b> | <b>0</b> | <b>3</b> | <b>23</b> | <b>5</b> | <b>3</b> |

### Single Family Sales - Nanaimo by Subarea



Total Unconditional Sales January 1 to January 31, 2006 = 97

# GABRIOLA ISLAND

## Comparative Activity by Property Type

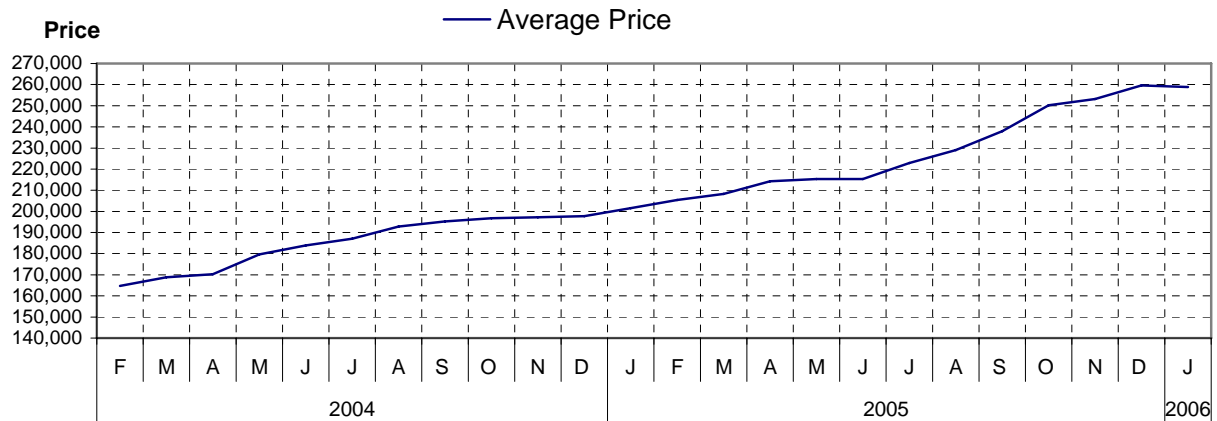
(Reported Sales – Unconditional Sales Only)

|                        | -----CURRENT MONTH----- |           |          | -----12 MONTHS TO DATE----- |           |          |
|------------------------|-------------------------|-----------|----------|-----------------------------|-----------|----------|
|                        | THIS YEAR               | LAST YEAR | % Change | THIS YEAR                   | LAST YEAR | % Change |
| <b>LOTS</b>            |                         |           |          |                             |           |          |
| UNITS LISTED           | 8                       | 5         | 60 %     | 66                          | 44        | 50 %     |
| UNITS REPORTED SOLD    | 2                       | 1         | 100 %    | 45                          | 39        | 15 %     |
| SELL/LIST RATIO        | 25 %                    | 20 %      |          | 68 %                        | 88 %      |          |
| REPORTED SALES DOLLARS | 160,900                 | 95,000    | 69 %     | 3,942,427                   | 2,527,500 | 55 %     |
| AVG SELL PRICE/UNIT    | 80,450                  | 95,000    | 15-%     | 87,609                      | 64,807    | 35 %     |
| PRICE RATIO            | 98 %                    | 95 %      |          | 96 %                        | 94 %      |          |
| DAYS TO SELL           | 6                       | 28        | 78-%     | 35                          | 87        | 59-%     |
| ACTIVE LISTINGS        | 12                      | 9         | 33 %     |                             |           |          |

### SINGLE FAMILY

|                        |     |         |       |            |            |      |
|------------------------|-----|---------|-------|------------|------------|------|
| UNITS LISTED           | 9   | 3       | 200 % | 110        | 107        | 2 %  |
| UNITS REPORTED SOLD    | 0   | 2       | 100-% | 78         | 80         | 2-%  |
| SELL/LIST RATIO        | 0 % | 66 %    |       | 70 %       | 74 %       |      |
| REPORTED SALES DOLLARS | 0   | 573,500 | 100-% | 20,195,650 | 16,130,000 | 25 % |
| AVG SELL PRICE/UNIT    |     | 286,750 | 100-% | 258,918    | 201,625    | 28 % |
| PRICE RATIO            |     | 97 %    |       | 97 %       | 96 %       |      |
| DAYS TO SELL           |     | 150     | 100-% | 71         | 60         | 18 % |
| ACTIVE LISTINGS        | 23  | 21      | 9 %   |            |            |      |

### 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.

**COLLAPSE RATE** – The collapse rate for all properties within the Board area was 0.5% for the current month.