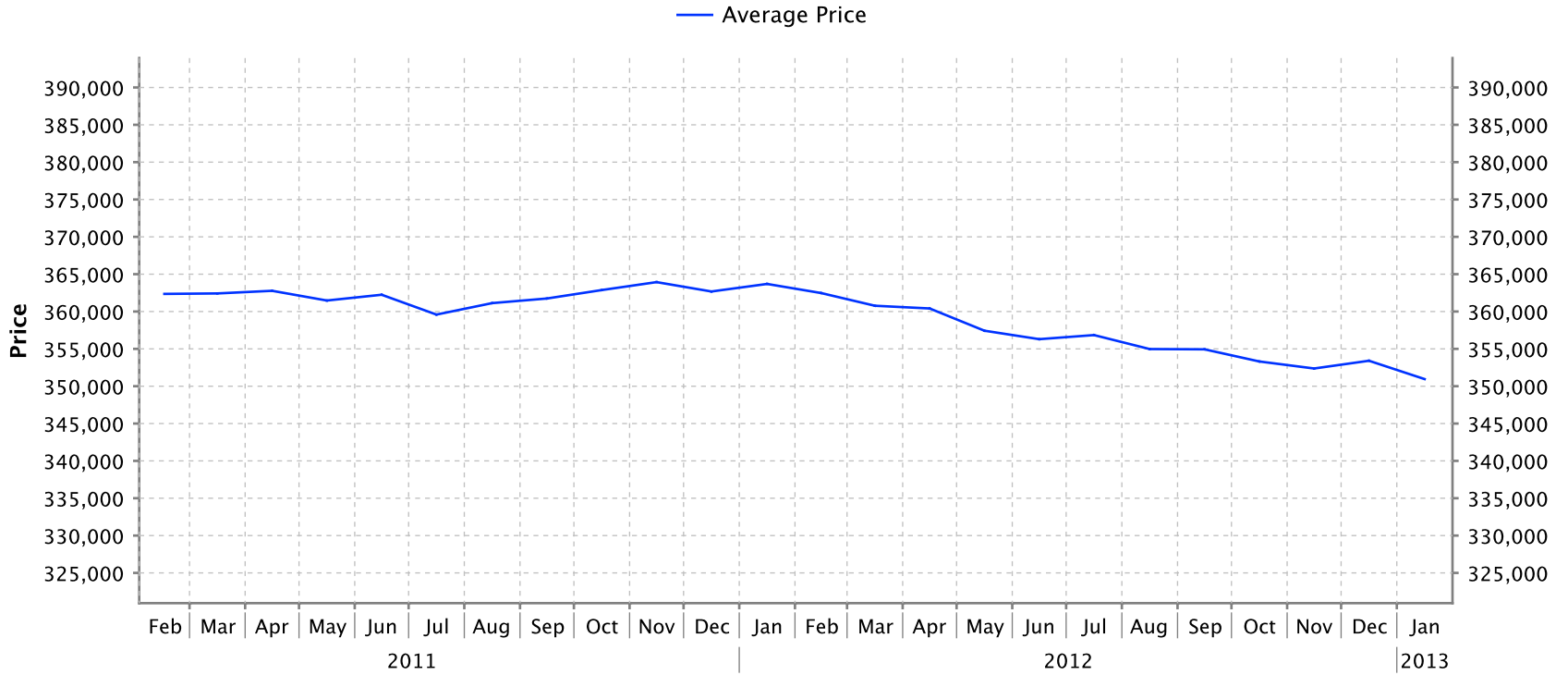


Nanaimo

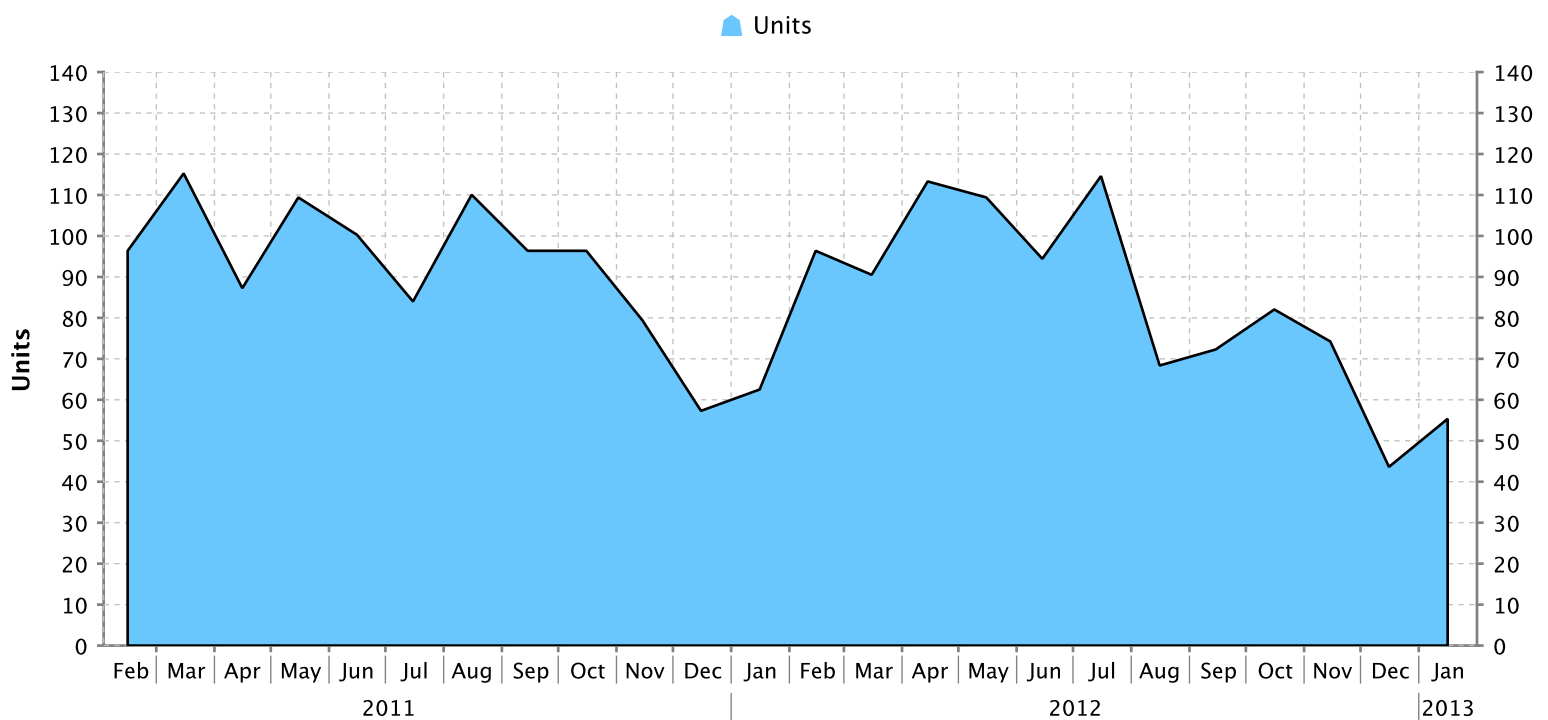
as at January 31, 2013

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 | 36 | 6 | 500% | 256 | 189 | 35% |
| Units Reported Sold | 4 | 5 | -20% | 62 | 65 | -5% |
| Sell/List Ratio | 11% | 83% | | 24% | 34% | |
| Reported Sales Dollars | \$545,000 | \$808,900 | -33% | \$9,431,138 | \$10,509,600 | -10% |
| Average Sell Price / Unit | \$136,250 | \$161,780 | -16% | \$152,115 | \$161,686 | -6% |
| Median Sell Price | \$172,000 | | | \$143,000 | | |
| Sell Price / List Price | 95% | 98% | | 92% | 95% | |
| Days to Sell | 79 | 85 | -7% | 104 | 84 | 25% |
| Active Listings | 147 | 70 | | | | |
| Single Family | | | | | | |
| Units Listed | 129 | 162 | -20% | 2,183 | 2,356 | -7% |
| Units Reported Sold | 55 | 62 | -11% | 1,010 | 1,091 | -7% |
| Sell/List Ratio | 43% | 38% | | 46% | 46% | |
| Reported Sales Dollars | \$17,414,098 | \$22,369,557 | -22% | \$354,460,358 | \$396,788,388 | -11% |
| Average Sell Price / Unit | \$316,620 | \$360,799 | -12% | \$350,951 | \$363,692 | -4% |
| Median Sell Price | \$305,000 | | | \$340,500 | | |
| Sell Price / List Price | 94% | 95% | | 95% | 96% | |
| Days to Sell | 65 | 59 | 11% | 54 | 56 | -3% |
| Active Listings | 418 | 427 | | | | |
| Condos (Apt) | | | | | | |
| Units Listed | 38 | 44 | -14% | 619 | 619 | 0% |
| Units Reported Sold | 4 | 10 | -60% | 184 | 208 | -12% |
| Sell/List Ratio | 11% | 23% | | 30% | 34% | |
| Reported Sales Dollars | \$624,000 | \$1,875,650 | -67% | \$37,792,368 | \$44,970,236 | -16% |
| Average Sell Price / Unit | \$156,000 | \$187,565 | -17% | \$205,393 | \$216,203 | -5% |
| Median Sell Price | \$143,000 | | | \$196,000 | | |
| Sell Price / List Price | 90% | 90% | | 93% | 93% | |
| Days to Sell | 84 | 114 | -27% | 83 | 86 | -3% |
| Active Listings | 180 | 182 | | | | |
| Condos (Patio) | | | | | | |
| Units Listed | 8 | 14 | -43% | 111 | 103 | 8% |
| Units Reported Sold | 4 | 3 | 33% | 56 | 57 | -2% |
| Sell/List Ratio | 50% | 21% | | 50% | 55% | |
| Reported Sales Dollars | \$967,900 | \$824,900 | 17% | \$14,581,717 | \$15,546,999 | -6% |
| Average Sell Price / Unit | \$241,975 | \$274,967 | -12% | \$260,388 | \$272,754 | -5% |
| Median Sell Price | \$270,000 | | | \$273,000 | | |
| Sell Price / List Price | 95% | 98% | | 96% | 96% | |
| Days to Sell | 138 | 4 | 3,670% | 64 | 99 | -36% |
| Active Listings | 31 | 24 | | | | |
| Condos (Twnhse) | | | | | | |
| Units Listed | 42 | 40 | 5% | 419 | 463 | -10% |
| Units Reported Sold | 9 | 5 | 80% | 142 | 170 | -16% |
| Sell/List Ratio | 21% | 12% | | 34% | 37% | |
| Reported Sales Dollars | \$1,910,300 | \$1,087,120 | 76% | \$34,826,525 | \$44,117,041 | -21% |
| Average Sell Price / Unit | \$212,256 | \$217,424 | -2% | \$245,257 | \$259,512 | -5% |
| Median Sell Price | \$179,900 | | | \$220,000 | | |
| Sell Price / List Price | 96% | 96% | | 96% | 97% | |
| Days to Sell | 49 | 34 | 46% | 62 | 71 | -13% |
| Active Listings | 113 | 126 | | | | |

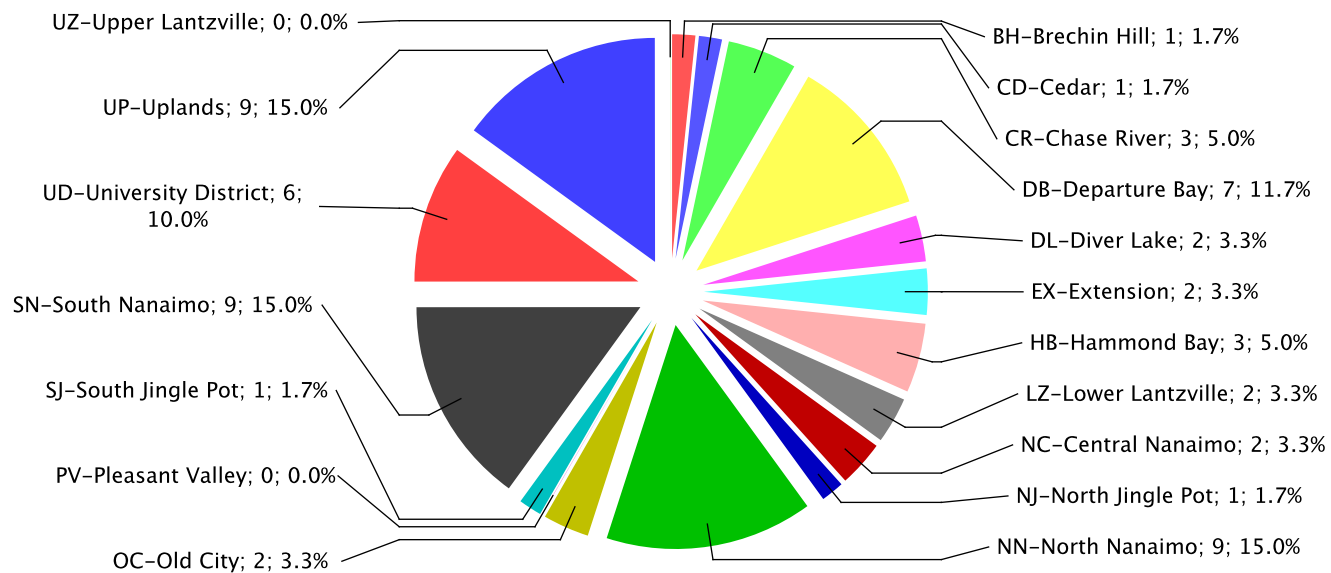
PLEASE NOTE: SINGLE FAMILY property does NOT INCLUDE acreage with house, condominiums, duplex/triplex, mobile homes/on pad, single family waterfront or single family strata. **LOTS** do NOT INCLUDE acreage or waterfront acreage.

MLS® Single Family Sales Analysis

Unconditional Sales from January 1 to Jan 31, 2013

| | 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 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| CD-Cedar | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| CR-Chase River | 0 | 0 | 1 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3 |
| DB-Departure Bay | 0 | 0 | 0 | 1 | 3 | 2 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 7 |
| DL-Diver Lake | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 |
| EX-Extension | 0 | 0 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 |
| HB-Hammond Bay | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 2 | 0 | 0 | 0 | 0 | 0 | 3 |
| LZ-Lower Lantzville | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 2 |
| NC-Central Nanaimo | 0 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 |
| NJ-North Jingle Pot | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| NN-North Nanaimo | 0 | 0 | 0 | 2 | 1 | 4 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 9 |
| OC-Old City | 0 | 0 | 0 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 |
| PV-Pleasant Valley | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| SJ-South Jingle Pot | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| SN-South Nanaimo | 0 | 2 | 3 | 0 | 3 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 9 |
| UD-University District | 1 | 1 | 1 | 2 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 6 |
| UP-Uplands | 0 | 1 | 1 | 4 | 2 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 9 |
| UZ-Upper Lantzville | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Zone 4 TOTALS | 1 | 5 | 7 | 15 | 14 | 9 | 3 | 1 | 4 | 0 | 0 | 0 | 0 | 1 | 60 |

Nanaimo - Single Family Sales by Subarea



Total Unconditional Sales January 1 to January 31, 2013 = 60

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 | 2 | 2 | 0% | 39 | 39 | 0% |
| Units Reported Sold | 1 | 0 | | 11 | 12 | -8% |
| Sell/List Ratio | 50% | 0% | | 28% | 31% | |
| Reported Sales Dollars | \$129,000 | \$0 | | \$1,085,500 | \$1,285,000 | -16% |
| Average Sell Price / Unit | \$129,000 | | | \$98,682 | \$107,083 | -8% |
| Median Sell Price | \$129,000 | | | \$105,000 | | |
| Sell Price / List Price | 76% | | | 85% | 88% | |
| Days to Sell | 501 | | | 225 | 90 | 151% |
| Active Listings | 24 | 25 | | | | |
| Single Family | | | | | | |
| Units Listed | 12 | 9 | 33% | 129 | 96 | 34% |
| Units Reported Sold | 1 | 1 | 0% | 34 | 28 | 21% |
| Sell/List Ratio | 8% | 11% | | 26% | 29% | |
| Reported Sales Dollars | \$575,000 | \$299,000 | 92% | \$9,558,249 | \$9,302,260 | 3% |
| Average Sell Price / Unit | \$575,000 | \$299,000 | 92% | \$281,125 | \$332,224 | -15% |
| Median Sell Price | \$575,000 | | | \$288,000 | | |
| Sell Price / List Price | 101% | 97% | | 94% | 94% | |
| Days to Sell | 69 | 3 | 2,200% | 107 | 88 | 21% |
| Active Listings | 49 | 37 | | | | |

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

