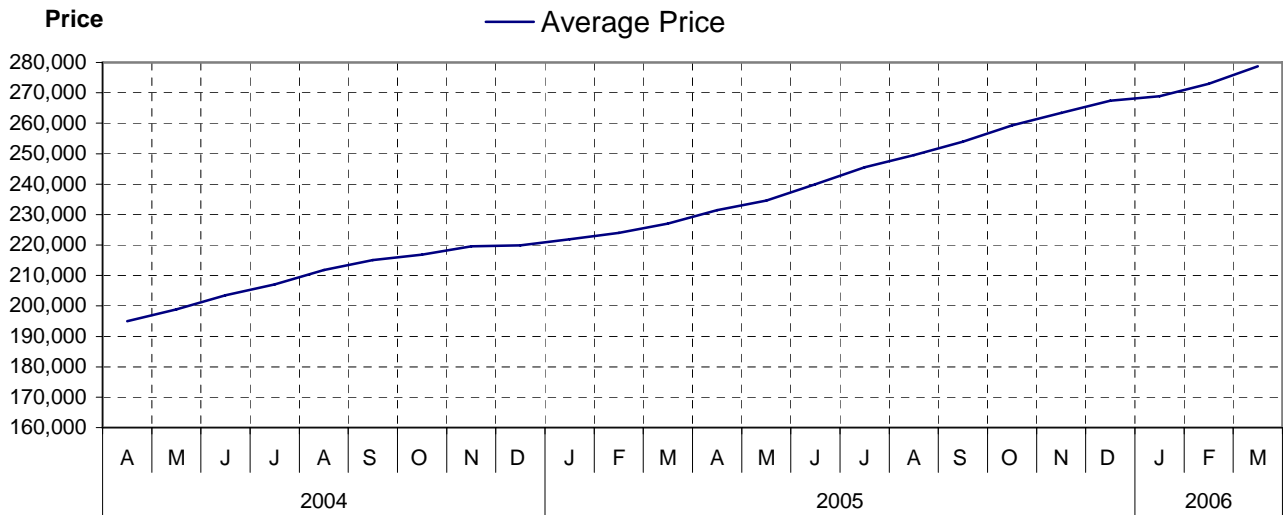


# Nanaimo

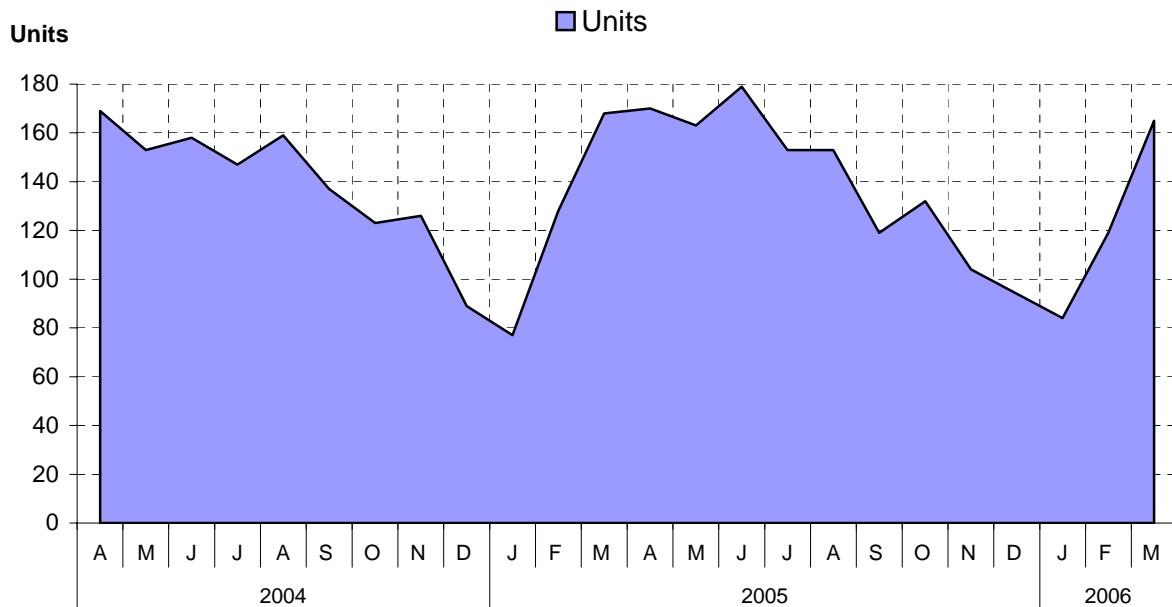
## as at March 31, 2006

### 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                | 18                      | 18         | 0 %      | 225                         | 278         | 19-%     |
| UNITS REPORTED SOLD         | 11                      | 14         | 21-%     | 187                         | 156         | 19 %     |
| SELL/LIST RATIO             | 61 %                    | 77 %       |          | 83 %                        | 56 %        |          |
| REPORTED SALES DOLLARS      | 1,323,900               | 1,326,013  | 0 %      | 24,672,363                  | 13,269,138  | 85 %     |
| AVG SELL PRICE/UNIT         | 120,354                 | 94,715     | 27 %     | 131,937                     | 85,058      | 55 %     |
| MEDIAN SELL PRICE           | 119,900                 |            |          | 119,900                     |             |          |
| PRICE RATIO                 | 100 %                   | 98 %       |          | 96 %                        | 96 %        |          |
| DAYS TO SELL                | 44                      | 105        | 58-%     | 56                          | 157         | 64-%     |
| ACTIVE LISTINGS             | 42                      | 75         | 44-%     |                             |             |          |
| <b>SINGLE FAMILY</b>        |                         |            |          |                             |             |          |
| UNITS LISTED                | 232                     | 225        | 3 %      | 2,249                       | 2,250       | 0 %      |
| UNITS REPORTED SOLD         | 165                     | 168        | 1-%      | 1,636                       | 1,634       | 0 %      |
| SELL/LIST RATIO             | 71 %                    | 74 %       |          | 72 %                        | 72 %        |          |
| REPORTED SALES DOLLARS      | 50,041,071              | 41,405,603 | 20 %     | 456,024,974                 | 371,067,203 | 22 %     |
| AVG SELL PRICE/UNIT         | 303,279                 | 246,461    | 23 %     | 278,743                     | 227,091     | 22 %     |
| MEDIAN SELL PRICE           | 284,900                 |            |          | 265,000                     |             |          |
| PRICE RATIO                 | 99 %                    | 99 %       |          | 98 %                        | 98 %        |          |
| DAYS TO SELL                | 41                      | 45         | 8-%      | 43                          | 43          | 0 %      |
| ACTIVE LISTINGS             | 399                     | 398        | 0 %      |                             |             |          |
| <b>CONDOMINIUM (APT)</b>    |                         |            |          |                             |             |          |
| UNITS LISTED                | 49                      | 57         | 14-%     | 445                         | 420         | 5 %      |
| UNITS REPORTED SOLD         | 22                      | 33         | 33-%     | 348                         | 329         | 5 %      |
| SELL/LIST RATIO             | 44 %                    | 57 %       |          | 78 %                        | 78 %        |          |
| REPORTED SALES DOLLARS      | 4,203,000               | 4,110,250  | 2 %      | 57,247,320                  | 40,266,300  | 42 %     |
| AVG SELL PRICE/UNIT         | 191,045                 | 124,553    | 53 %     | 164,503                     | 122,389     | 34 %     |
| MEDIAN SELL PRICE           | 160,000                 |            |          | 144,000                     |             |          |
| PRICE RATIO                 | 98 %                    | 99 %       |          | 98 %                        | 97 %        |          |
| DAYS TO SELL                | 16                      | 27         | 40-%     | 37                          | 45          | 17-%     |
| ACTIVE LISTINGS             | 83                      | 69         | 20 %     |                             |             |          |
| <b>CONDOMINIUM (TWNHSE)</b> |                         |            |          |                             |             |          |
| UNITS LISTED                | 24                      | 34         | 29-%     | 237                         | 241         | 1-%      |
| UNITS REPORTED SOLD         | 20                      | 24         | 16-%     | 202                         | 192         | 5 %      |
| SELL/LIST RATIO             | 83 %                    | 70 %       |          | 85 %                        | 79 %        |          |
| REPORTED SALES DOLLARS      | 4,356,400               | 3,246,559  | 34 %     | 38,007,899                  | 28,576,999  | 33 %     |
| AVG SELL PRICE/UNIT         | 217,820                 | 135,273    | 61 %     | 188,157                     | 148,838     | 26 %     |
| MEDIAN SELL PRICE           | 206,000                 |            |          | 167,000                     |             |          |
| PRICE RATIO                 | 99 %                    | 99 %       |          | 98 %                        | 99 %        |          |
| DAYS TO SELL                | 40                      | 50         | 20-%     | 50                          | 48          | 4 %      |
| ACTIVE LISTINGS             | 39                      | 46         | 15-%     |                             |             |          |

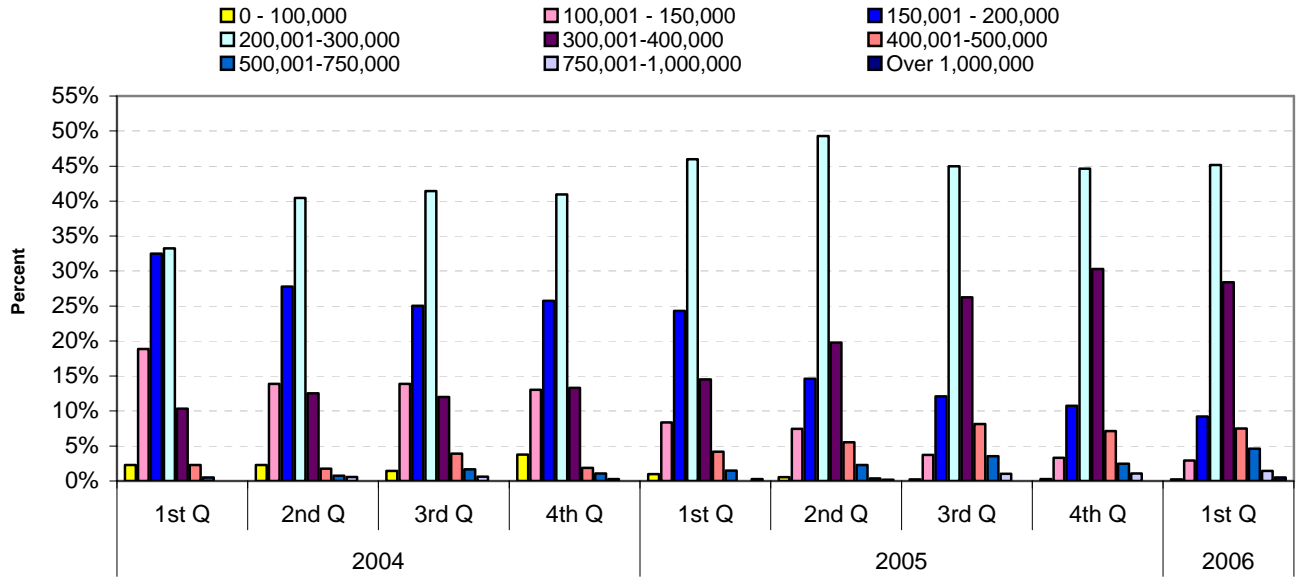
### PLEASE NOTE:

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

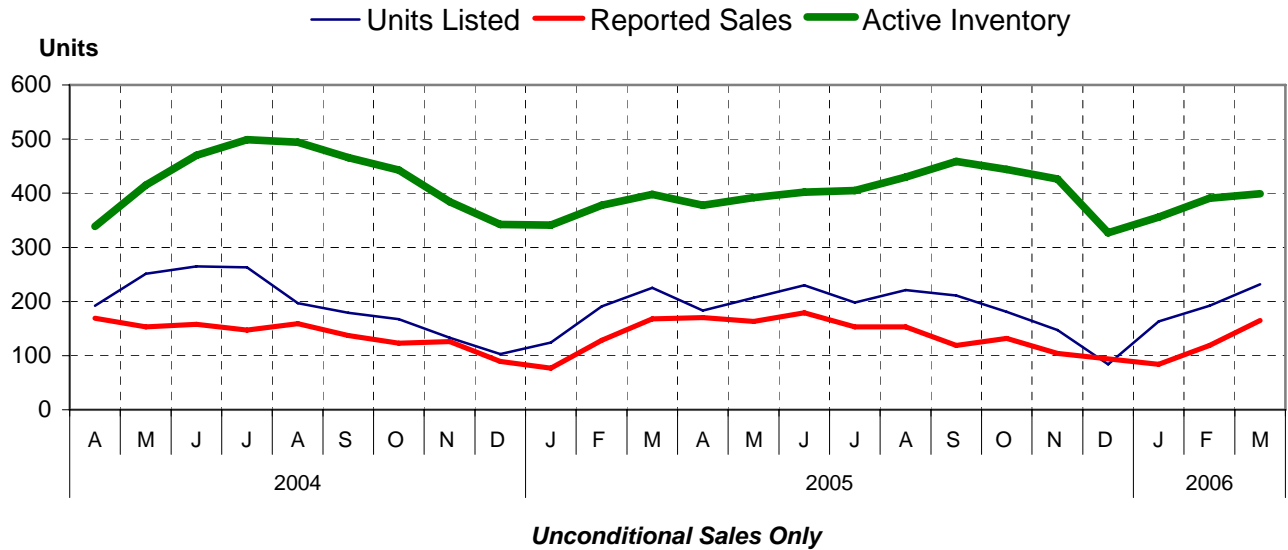
**LOTS** do NOT INCLUDE acreage or waterfront acreage.

**COLLAPSE RATE** – The collapse rate for all properties within the Board area was 1.4% for the current month.

## Percentage of Market Share by Price Range Nanaimo

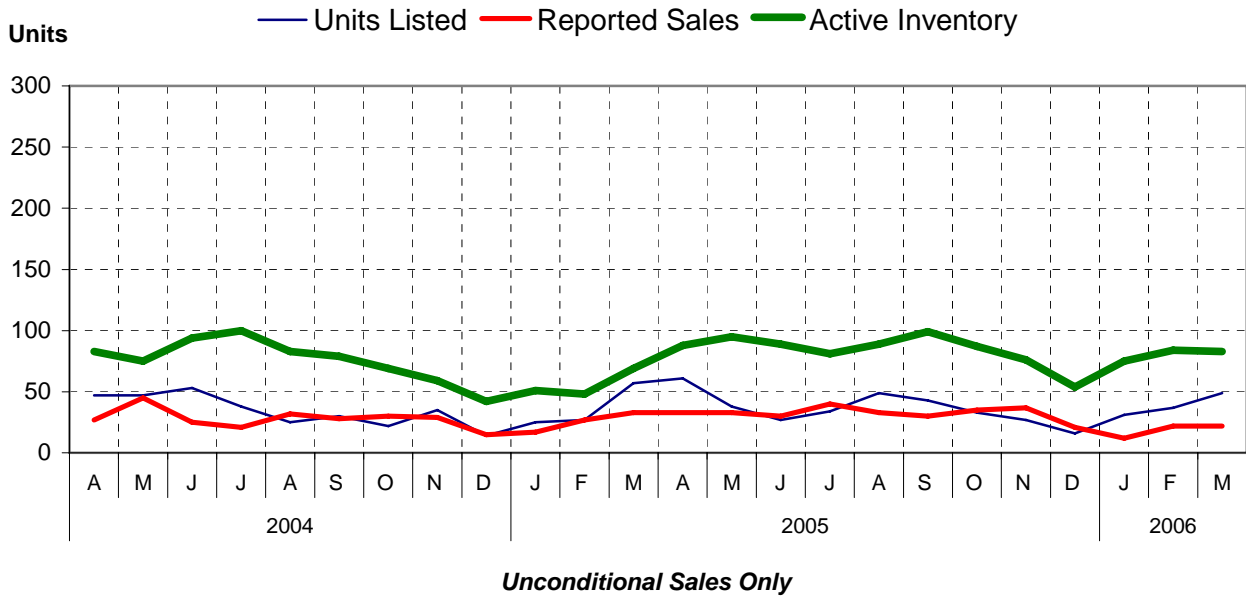


## Single Family Comparisons between

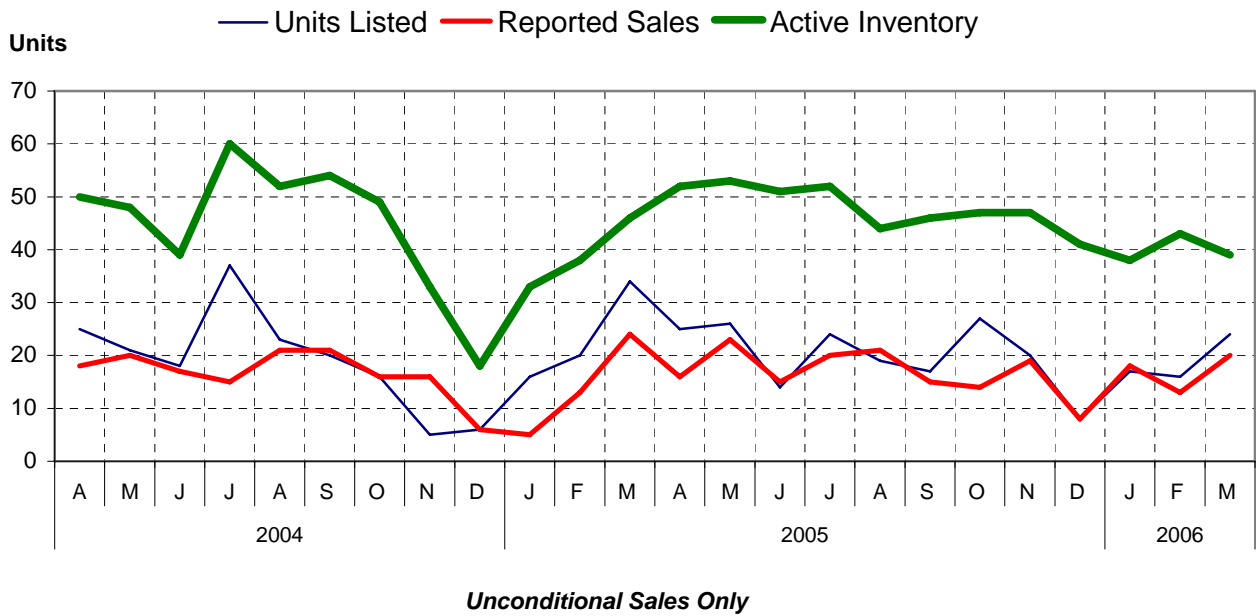


**Unconditional Sales Only**

## Condominium (Apartment) Comparisons between



## Condominium (Townhouse) Comparisons between



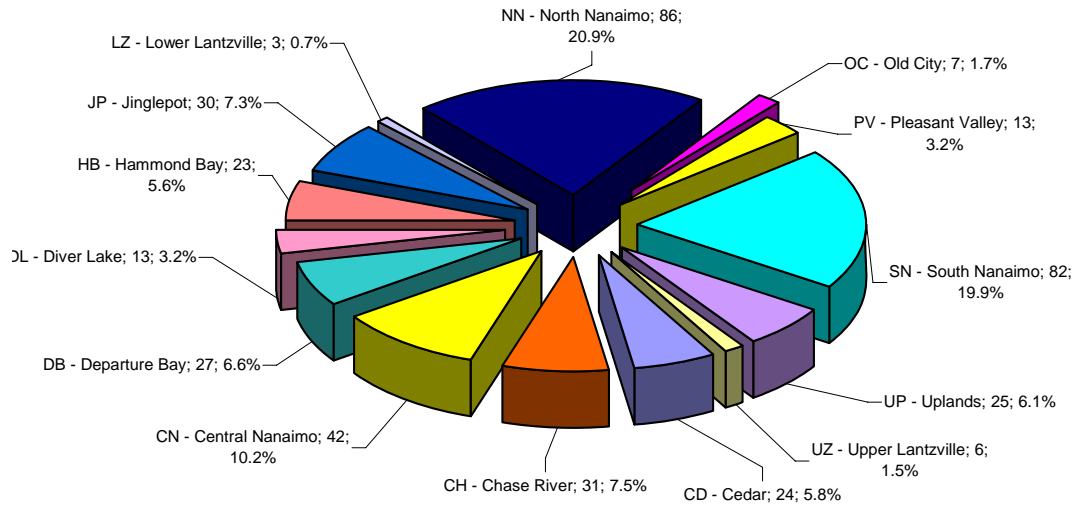
# MLS® Single Family Sales Analysis

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

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

| RANGE                | TOTAL      | CD        | CH        | CN        | DB        | DL        | HB        | JP        | LZ       | NN        | OC       | PV        | SN        | UP        | UZ       |
|----------------------|------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|----------|-----------|----------|-----------|-----------|-----------|----------|
| 0 - 100,000          | 1          |           |           |           |           |           |           |           |          |           |          |           | 1         |           |          |
| 100,001- 150,000     | 12         |           |           | 1         |           |           |           |           | 1        |           | 1        |           | 9         |           |          |
| 150,001- 200,000     | 38         | 1         | 1         | 5         |           |           |           |           |          | 2         | 3        |           | 25        | 1         |          |
| 200,001- 300,000     | 186        | 4         | 22        | 34        | 14        | 10        | 3         | 10        |          | 16        | 3        | 8         | 42        | 17        | 3        |
| 300,001- 400,000     | 117        | 8         | 6         | 2         | 8         | 2         | 12        | 13        | 1        | 50        |          | 3         | 4         | 6         | 2        |
| 400,001- 500,000     | 31         | 5         |           |           | 3         |           | 2         | 4         |          | 14        |          | 1         | 1         |           | 1        |
| 500,001- 750,000     | 19         | 5         | 1         |           | 1         | 1         | 3         | 3         | 1        | 3         |          | 1         |           |           |          |
| 750,001-1,000,000    | 6          |           | 1         |           | 1         |           | 3         |           |          | 1         |          |           |           |           |          |
| OVER 1,000,000       | 2          | 1         |           |           |           |           |           |           |          |           |          |           |           | 1         |          |
| <b>ZONE 4 TOTALS</b> | <b>412</b> | <b>24</b> | <b>31</b> | <b>42</b> | <b>27</b> | <b>13</b> | <b>23</b> | <b>30</b> | <b>3</b> | <b>86</b> | <b>7</b> | <b>13</b> | <b>82</b> | <b>25</b> | <b>6</b> |

### Single Family Sales - Nanaimo by Subarea



Total Unconditional Sales January 1 to March 31, 2006 = 412

# GABRIOLA ISLAND

## Comparative Activity by Property Type

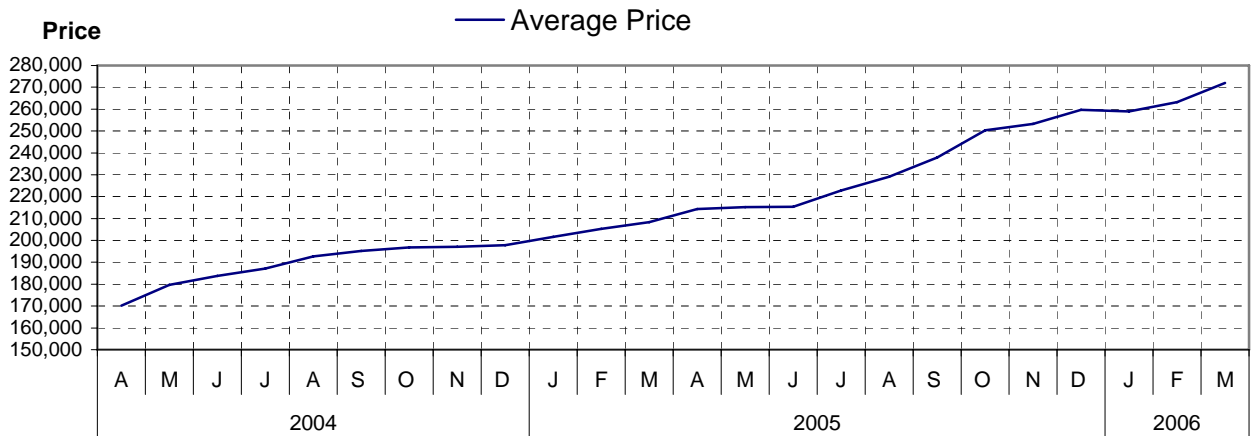
(Reported Sales – Unconditional Sales Only)

|                        | -----CURRENT MONTH----- |           |          | -----12 MONTHS TO DATE----- |           |          |
|------------------------|-------------------------|-----------|----------|-----------------------------|-----------|----------|
|                        | THIS YEAR               | LAST YEAR | % Change | THIS YEAR                   | LAST YEAR | % Change |
| <b>LOTS</b>            |                         |           |          |                             |           |          |
| UNITS LISTED           | 10                      | 8         | 25 %     | 65                          | 50        | 30 %     |
| UNITS REPORTED SOLD    | 4                       | 5         | 20-%     | 42                          | 38        | 10 %     |
| SELL/LIST RATIO        | 40 %                    | 62 %      |          | 64 %                        | 76 %      |          |
| REPORTED SALES DOLLARS | 748,000                 | 404,800   | 84 %     | 4,133,727                   | 2,816,900 | 46 %     |
| AVG SELL PRICE/UNIT    | 187,000                 | 80,960    | 130 %    | 98,422                      | 74,128    | 32 %     |
| PRICE RATIO            | 99 %                    | 99 %      |          | 96 %                        | 94 %      |          |
| DAYS TO SELL           | 15                      | 26        | 42-%     | 35                          | 69        | 49-%     |
| ACTIVE LISTINGS        | 15                      | 12        | 25 %     |                             |           |          |

### SINGLE FAMILY

|                        |           |           |       |            |            |      |
|------------------------|-----------|-----------|-------|------------|------------|------|
| UNITS LISTED           | 11        | 13        | 15-%  | 104        | 113        | 7-%  |
| UNITS REPORTED SOLD    | 6         | 9         | 33-%  | 73         | 77         | 5-%  |
| SELL/LIST RATIO        | 54 %      | 69 %      |       | 70 %       | 68 %       |      |
| REPORTED SALES DOLLARS | 1,860,900 | 2,015,500 | 7-%   | 19,849,050 | 16,040,000 | 23 % |
| AVG SELL PRICE/UNIT    | 310,150   | 223,944   | 38 %  | 271,904    | 208,311    | 30 % |
| PRICE RATIO            | 99 %      | 97 %      |       | 97 %       | 96 %       |      |
| DAYS TO SELL           | 71        | 32        | 121 % | 62         | 68         | 8-%  |
| ACTIVE LISTINGS        | 24        | 27        | 11-%  |            |            |      |

### Cumulative Residential Average Single Family Sale Price



#### PLEASE NOTE:

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

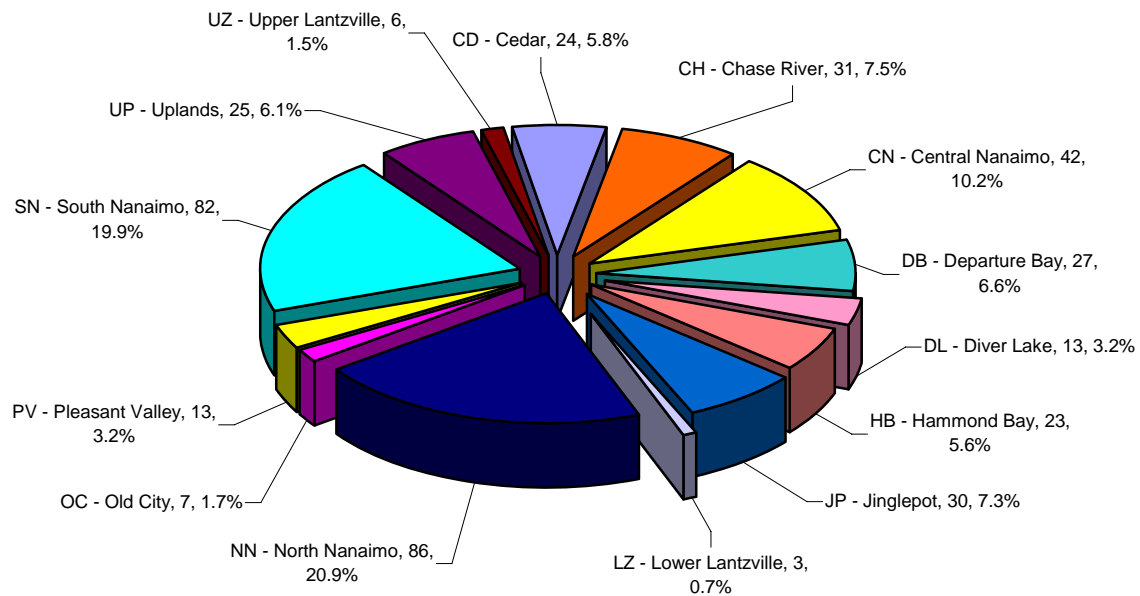
**COLLAPSE RATE** – The collapse rate for all properties within the Board area was 1.4% for the current month.

**1st Quarter 2006**  
**MLS® Single Family Sales Analysis**  
 Unconditional Sales from January 1 to March 31, 2006

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

| RANGE                | TOTAL      | CD        | CH        | CN        | DB        | DL        | HB        | JP        | LZ       | NN        | OC       | PV        | SN        | UP        | UZ       |
|----------------------|------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|----------|-----------|----------|-----------|-----------|-----------|----------|
| 0 - 100,000          | 1          |           |           |           |           |           |           |           |          |           |          |           | 1         |           |          |
| 100,001- 150,000     | 12         |           |           | 1         |           |           |           |           | 1        |           | 1        |           | 9         |           |          |
| 150,001- 200,000     | 38         | 1         | 1         | 5         |           |           |           |           |          | 2         | 3        |           | 25        | 1         |          |
| 200,001- 300,000     | 186        | 4         | 22        | 34        | 14        | 10        | 3         | 10        |          | 16        | 3        | 8         | 42        | 17        | 3        |
| 300,001- 400,000     | 117        | 8         | 6         | 2         | 8         | 2         | 12        | 13        | 1        | 50        |          | 3         | 4         | 6         | 2        |
| 400,001- 500,000     | 31         | 5         |           |           | 3         |           | 2         | 4         |          | 14        |          | 1         | 1         |           | 1        |
| 500,001- 750,000     | 19         | 5         | 1         |           | 1         | 1         | 3         | 3         | 1        | 3         |          | 1         |           |           |          |
| 750,001-1,000,000    | 6          |           | 1         |           | 1         |           | 3         |           |          | 1         |          |           |           |           |          |
| OVER 1,000,000       | 2          | 1         |           |           |           |           |           |           |          |           |          |           |           | 1         |          |
| <b>ZONE 4 TOTALS</b> | <b>412</b> | <b>24</b> | <b>31</b> | <b>42</b> | <b>27</b> | <b>13</b> | <b>23</b> | <b>30</b> | <b>3</b> | <b>86</b> | <b>7</b> | <b>13</b> | <b>82</b> | <b>25</b> | <b>6</b> |

**1st Quarter 2006 Single Family Sales**  
**Nanaimo**  
 by Subarea



Total Unconditional Sales January 1 to March 31, 2006 = 412