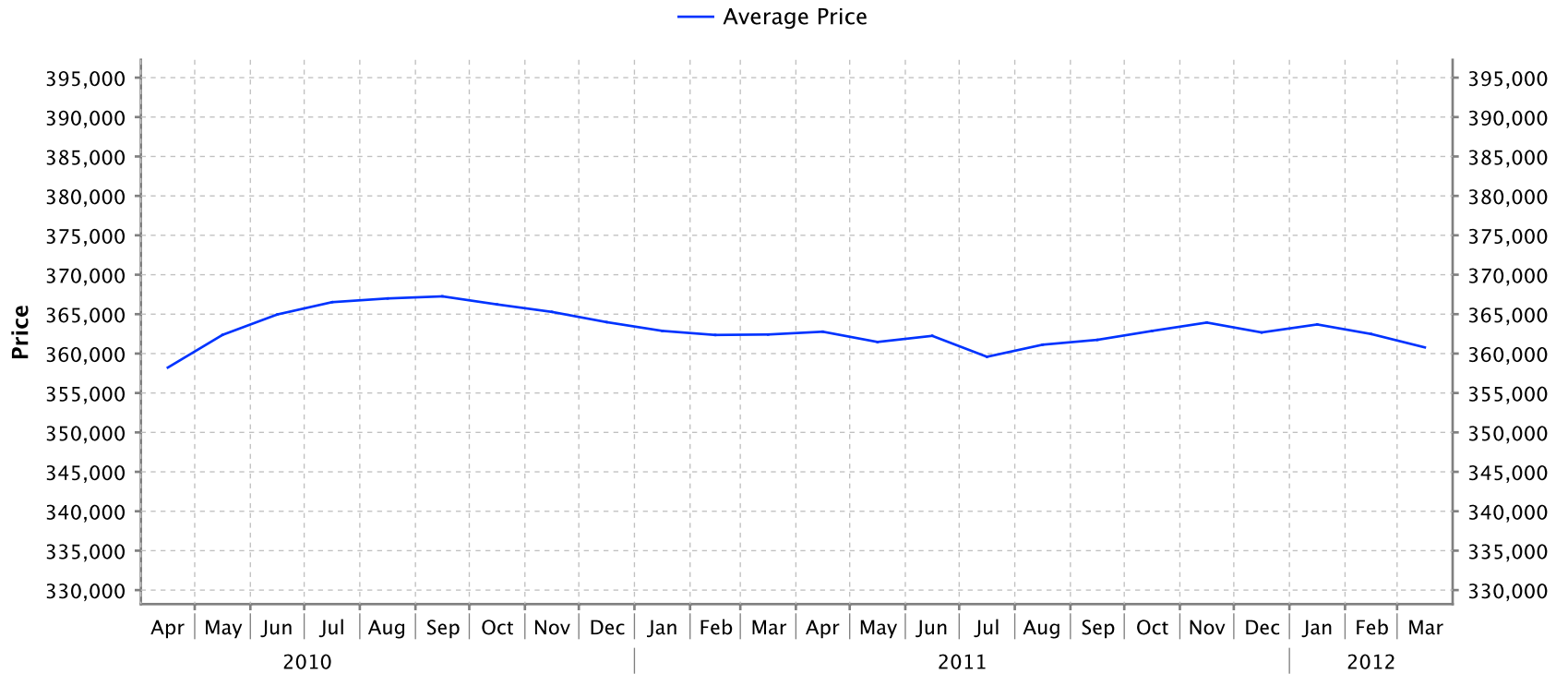


# Nanaimo

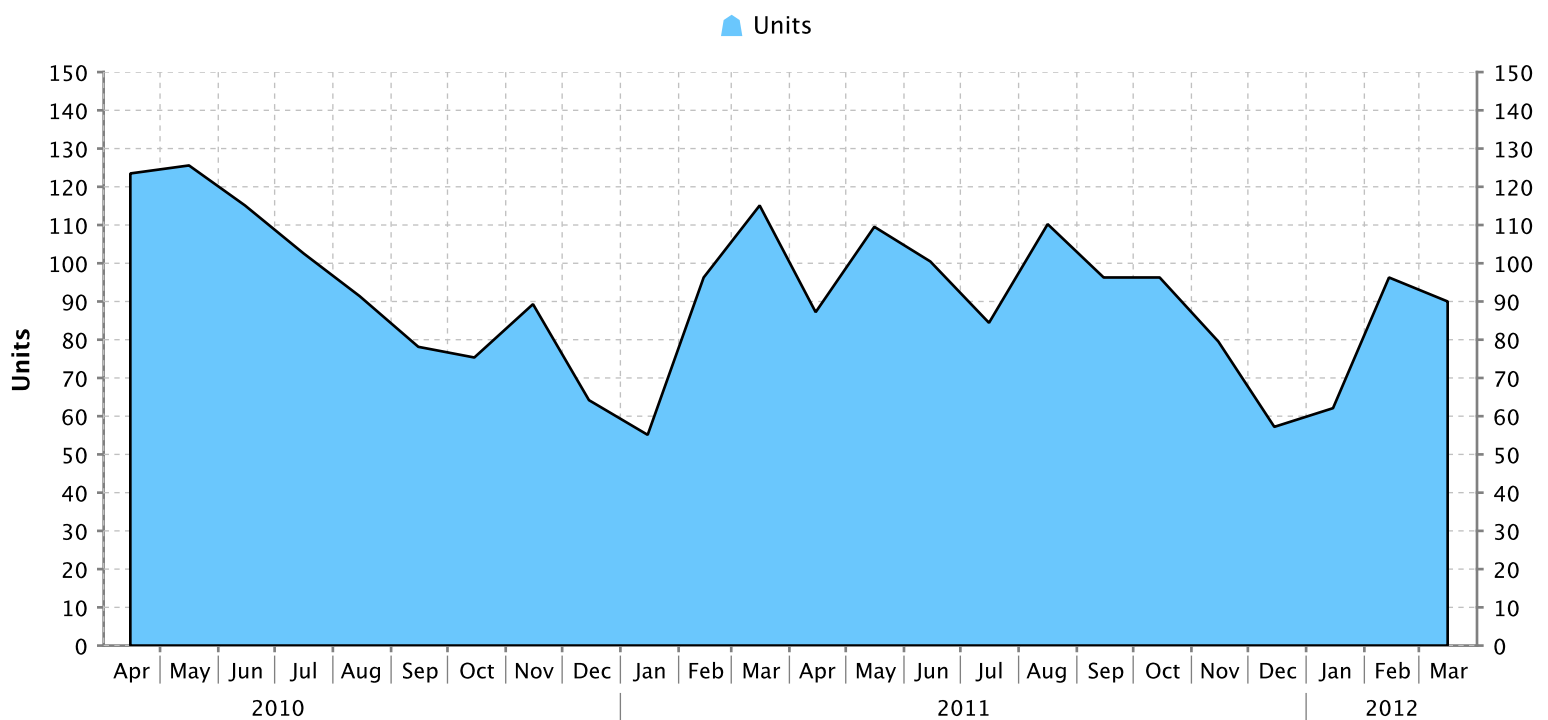
## as at March 31, 2012

### 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	22	15	47%	204	190	7%
Units Reported Sold	9	5	80%	71	97	-27%
Sell/List Ratio	41%	33%		35%	51%	
Reported Sales Dollars	\$1,338,500	\$758,500	76%	\$10,781,088	\$14,879,585	-28%
Average Sell Price / Unit	\$148,722	\$151,700	-2%	\$151,846	\$153,398	-1%
Median Sell Price	\$118,500			\$141,450		
Sell Price / List Price	92%	91%		94%	94%	
Days to Sell	173	91	90%	81	110	-26%
Active Listings	87	74				
<b>Single Family</b>						
Units Listed	224	246	-9%	2,319	2,352	-1%
Units Reported Sold	90	115	-22%	1,066	1,137	-6%
Sell/List Ratio	40%	47%		46%	48%	
Reported Sales Dollars	\$31,482,542	\$42,360,720	-26%	\$384,591,913	\$412,622,033	-7%
Average Sell Price / Unit	\$349,806	\$368,354	-5%	\$360,780	\$362,904	-1%
Median Sell Price	\$342,900			\$351,000		
Sell Price / List Price	96%	97%		96%	96%	
Days to Sell	47	55	-15%	54	54	-1%
Active Listings	554	565				
<b>Condos (Apt)</b>						
Units Listed	72	75	-4%	607	694	-13%
Units Reported Sold	16	23	-30%	202	221	-9%
Sell/List Ratio	22%	31%		33%	32%	
Reported Sales Dollars	\$3,434,600	\$5,002,575	-31%	\$43,167,011	\$50,894,929	-15%
Average Sell Price / Unit	\$214,662	\$217,503	-1%	\$213,698	\$230,294	-7%
Median Sell Price	\$195,000			\$197,500		
Sell Price / List Price	94%	93%		93%	95%	
Days to Sell	74	102	-28%	85	73	17%
Active Listings	221	250				
<b>Condos (Patio)</b>						
Units Listed	11	7	57%	111	96	16%
Units Reported Sold	7	5	40%	58	48	21%
Sell/List Ratio	64%	71%		52%	50%	
Reported Sales Dollars	\$1,799,000	\$1,400,000	28%	\$15,946,099	\$12,719,341	25%
Average Sell Price / Unit	\$257,000	\$280,000	-8%	\$274,933	\$264,986	4%
Median Sell Price	\$268,000			\$274,900		
Sell Price / List Price	96%	96%		96%	97%	
Days to Sell	105	109	-4%	95	75	27%
Active Listings	27	27				
<b>Condos (Twnhse)</b>						
Units Listed	47	45	4%	420	474	-11%
Units Reported Sold	17	19	-11%	167	166	1%
Sell/List Ratio	36%	42%		40%	35%	
Reported Sales Dollars	\$3,919,249	\$4,471,000	-12%	\$43,090,881	\$43,783,223	-2%
Average Sell Price / Unit	\$230,544	\$235,316	-2%	\$258,029	\$263,754	-2%
Median Sell Price	\$217,890			\$235,166		
Sell Price / List Price	97%	96%		97%	102%	
Days to Sell	58	54	7%	70	67	5%
Active Listings	122	171				

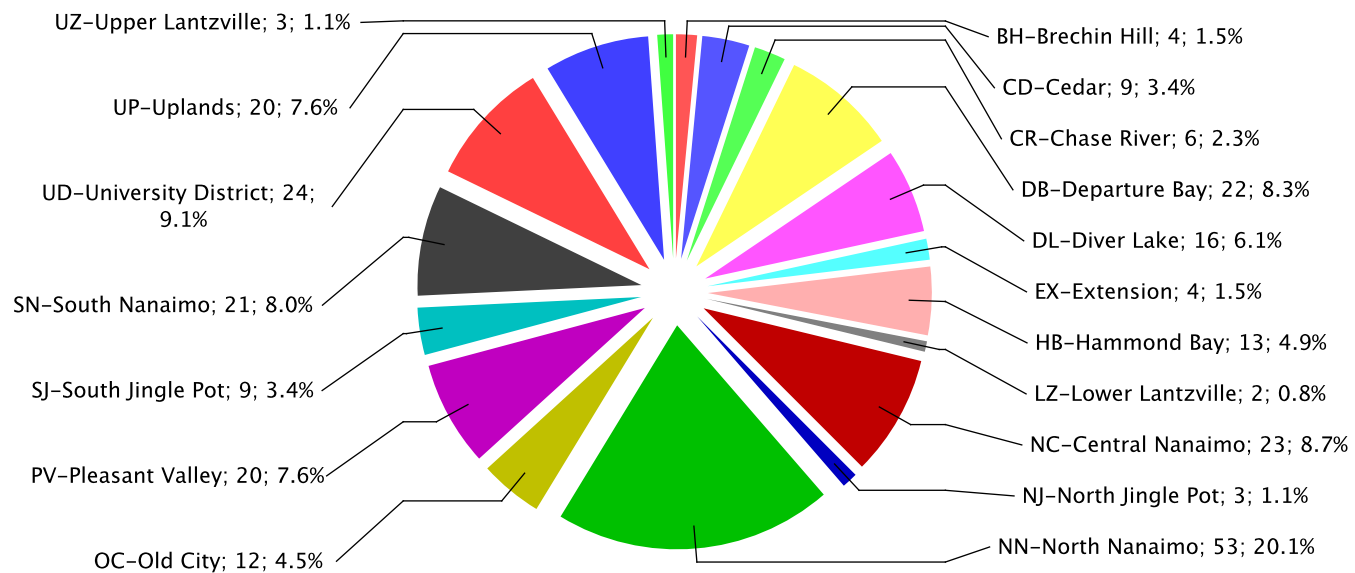
**PLEASE NOTE: SINGLE FAMILY** property does NOT INCLUDE acreage with house, condominiums, duplex/triplex, mobile homes/on pad, single family waterfront or single family strata. **LOTS** do NOT INCLUDE acreage or waterfront acreage.

# MLS® Single Family Sales Analysis

Unconditional Sales from January 1 to Mar 31, 2012

	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	2	1	0	1	0	0	0	0	0	0	0	0	4
CD-Cedar	0	0	1	2	3	1	1	1	0	0	0	0	0	0	9
CR-Chase River	0	0	1	1	0	1	2	1	0	0	0	0	0	0	6
DB-Departure Bay	0	0	4	4	6	6	0	2	0	0	0	0	0	0	22
DL-Diver Lake	0	1	0	4	5	5	0	1	0	0	0	0	0	0	16
EX-Extension	0	0	2	1	0	0	0	0	0	1	0	0	0	0	4
HB-Hammond Bay	0	0	0	0	1	5	3	2	2	0	0	0	0	0	13
LZ-Lower Lantzville	0	0	0	0	0	2	0	0	0	0	0	0	0	0	2
NC-Central Nanaimo	0	0	7	10	4	2	0	0	0	0	0	0	0	0	23
NJ-North Jingle Pot	0	0	0	0	0	1	1	0	1	0	0	0	0	0	3
NN-North Nanaimo	0	0	1	0	8	8	15	13	4	2	0	0	2	0	53
OC-Old City	2	2	1	3	2	1	0	1	0	0	0	0	0	0	12
PV-Pleasant Valley	0	1	0	2	12	2	2	1	0	0	0	0	0	0	20
SJ-South Jingle Pot	0	0	0	0	0	1	4	3	1	0	0	0	0	0	9
SN-South Nanaimo	0	2	5	4	5	4	1	0	0	0	0	0	0	0	21
UD-University District	0	3	3	5	5	1	6	1	0	0	0	0	0	0	24
UP-Uplands	0	0	0	8	1	4	3	3	0	0	1	0	0	0	20
UZ-Upper Lantzville	0	0	0	0	0	1	1	0	1	0	0	0	0	0	3
<b>Zone 4 TOTALS</b>	<b>2</b>	<b>9</b>	<b>27</b>	<b>45</b>	<b>52</b>	<b>46</b>	<b>39</b>	<b>29</b>	<b>9</b>	<b>3</b>	<b>1</b>	<b>0</b>	<b>2</b>	<b>0</b>	<b>264</b>

## Nanaimo - Single Family Sales by Subarea



Total Unconditional Sales January 1 to March 31, 2012 = 264

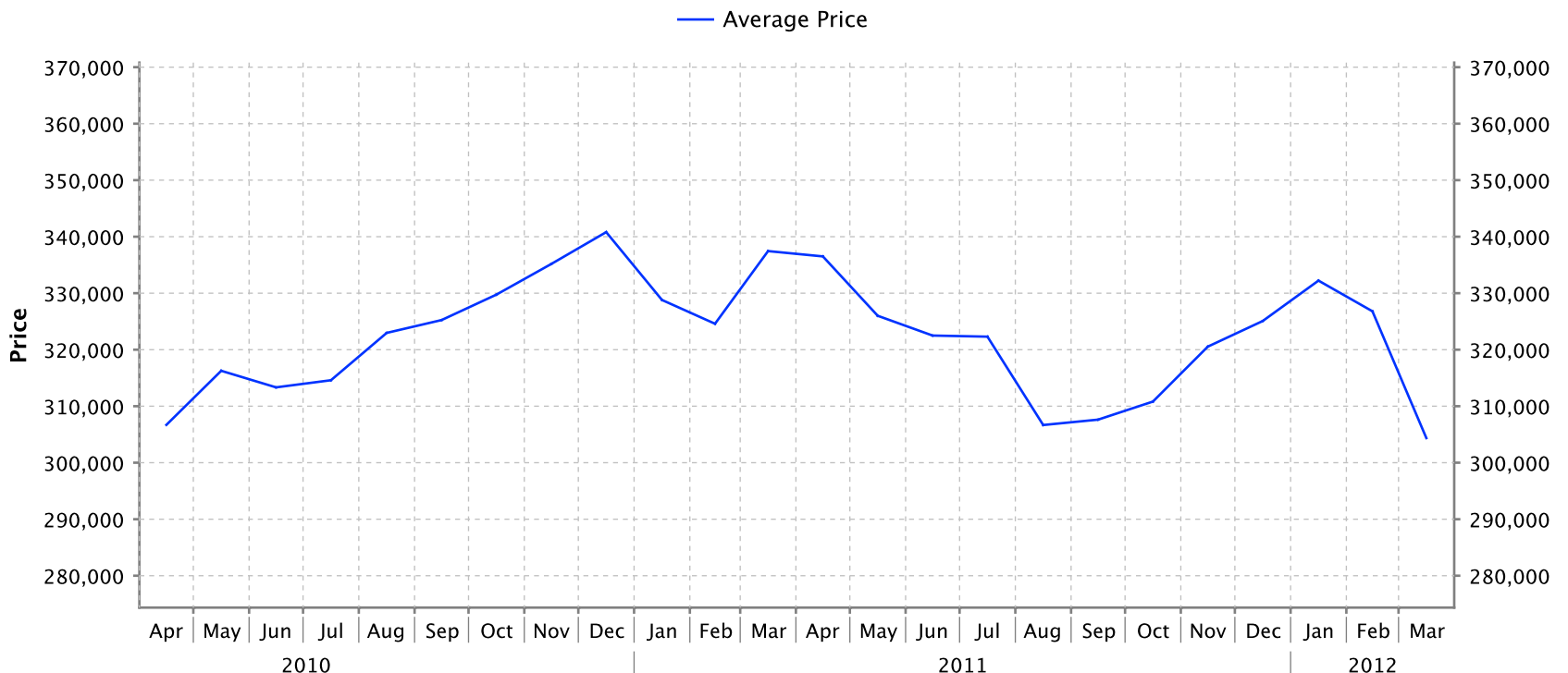
# GABRIOLA ISLAND

## 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	2	6	-67%	36	44	-18%
Units Reported Sold	0	1	-100%	10	19	-47%
Sell/List Ratio	0%	17%		28%	43%	
Reported Sales Dollars	\$0	\$155,000	-100%	\$1,010,000	\$2,450,999	-59%
Average Sell Price / Unit		\$155,000		\$101,000	\$129,000	-22%
Median Sell Price				\$90,000		
Sell Price / List Price		100%		88%	92%	
Days to Sell		1		86	87	-1%
Active Listings	26	21				
<b>Single Family</b>						
Units Listed	12	9	33%	101	104	-3%
Units Reported Sold	4	4	0%	28	42	-33%
Sell/List Ratio	33%	44%		28%	40%	
Reported Sales Dollars	\$1,067,749	\$1,696,000	-37%	\$8,522,009	\$14,172,900	-40%
Average Sell Price / Unit	\$266,937	\$424,000	-37%	\$304,357	\$337,450	-10%
Median Sell Price	\$248,000			\$307,500		
Sell Price / List Price	97%	96%		94%	94%	
Days to Sell	55	80	-31%	102	94	8%
Active Listings	44	39				

**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



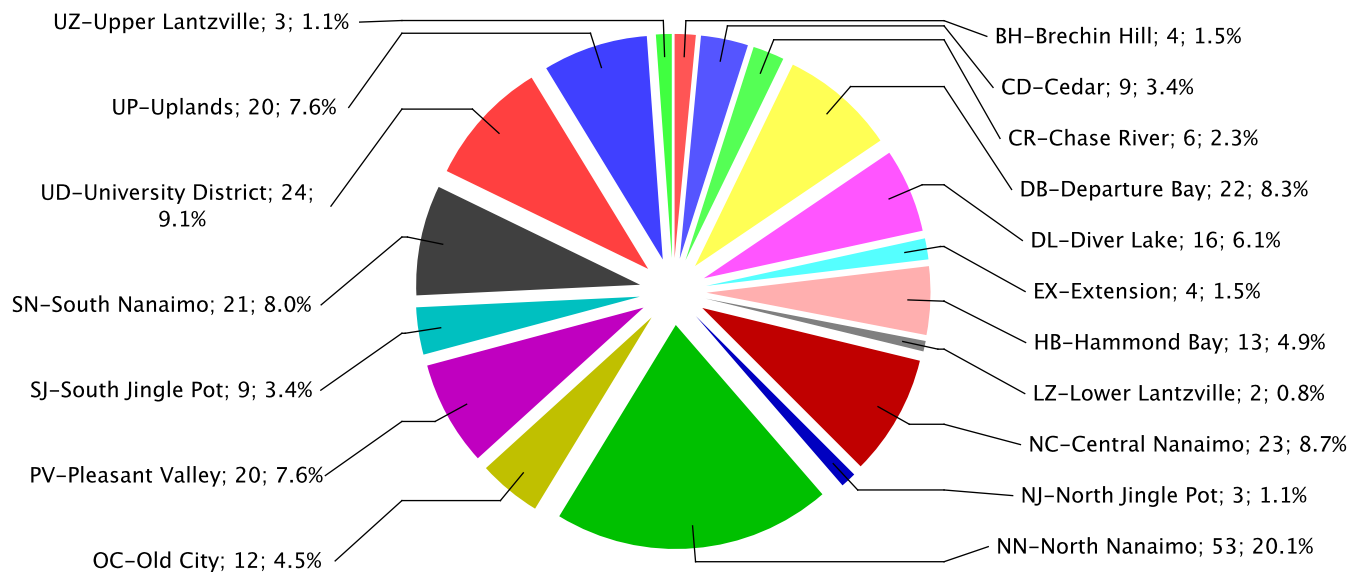
# 1st Quarter 2012

## MLS® Single Family Sales Analysis

### Unconditional Sales from January 1 to Mar 31, 2012

	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	2	1	0	1	0	0	0	0	0	0	0	0	4
CD-Cedar	0	0	1	2	3	1	1	1	0	0	0	0	0	0	9
CR-Chase River	0	0	1	1	0	1	2	1	0	0	0	0	0	0	6
DB-Departure Bay	0	0	4	4	6	6	0	2	0	0	0	0	0	0	22
DL-Diver Lake	0	1	0	4	5	5	0	1	0	0	0	0	0	0	16
EX-Extension	0	0	2	1	0	0	0	0	0	1	0	0	0	0	4
HB-Hammond Bay	0	0	0	0	1	5	3	2	2	0	0	0	0	0	13
LZ-Lower Lantzville	0	0	0	0	0	2	0	0	0	0	0	0	0	0	2
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PV-Pleasant Valley	0	1	0	2	12	2	2	1	0	0	0	0	0	0	20
SJ-South Jingle Pot	0	0	0	0	0	1	4	3	1	0	0	0	0	0	9
SN-South Nanaimo	0	2	5	4	5	4	1	0	0	0	0	0	0	0	21
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UP-Uplands	0	0	0	8	1	4	3	3	0	0	1	0	0	0	20
UZ-Upper Lantzville	0	0	0	0	0	1	1	0	1	0	0	0	0	0	3
<b>Zone 4 TOTALS</b>	<b>2</b>	<b>9</b>	<b>27</b>	<b>45</b>	<b>52</b>	<b>46</b>	<b>39</b>	<b>29</b>	<b>9</b>	<b>3</b>	<b>1</b>	<b>0</b>	<b>2</b>	<b>0</b>	<b>264</b>

### Nanaimo - Single Family Sales by Subarea



Total Unconditional Sales January 1 to March 31, 2012 = 264