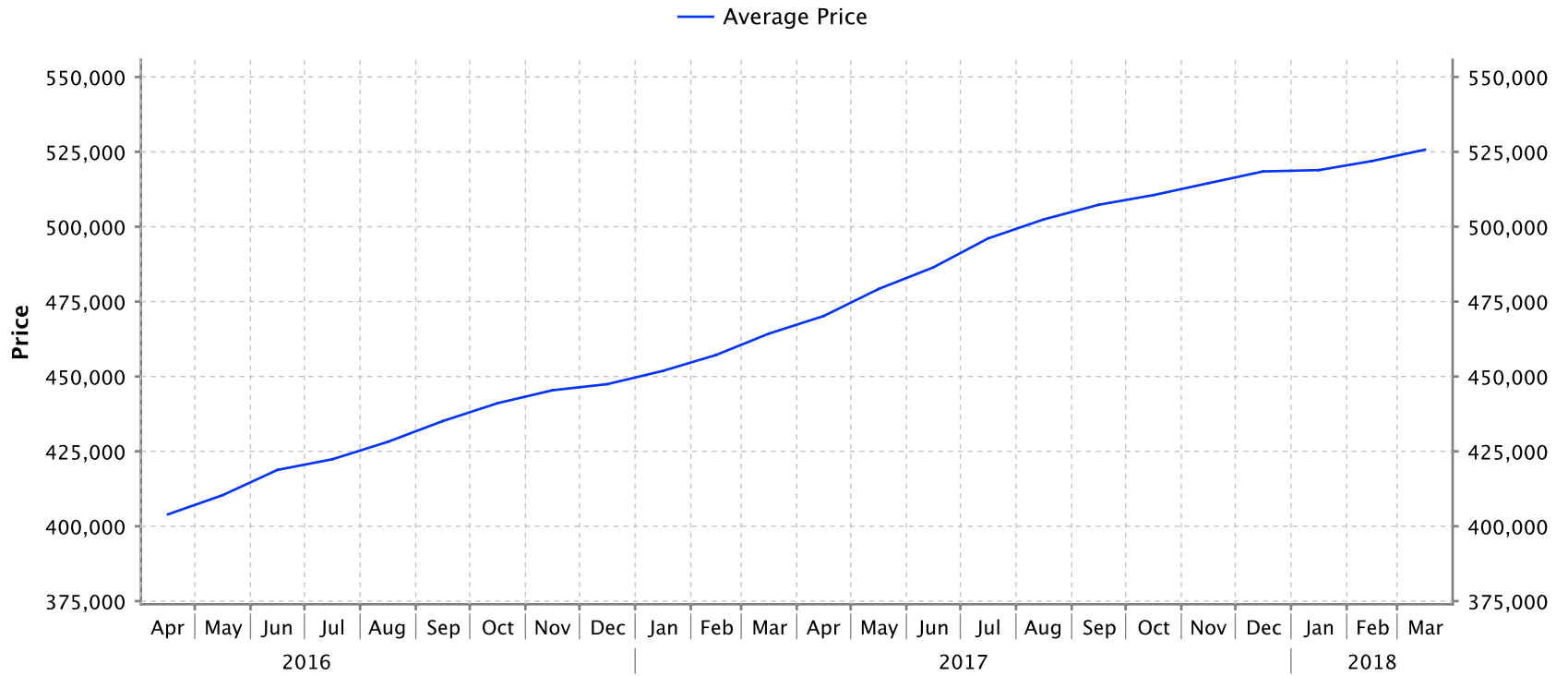


# Nanaimo

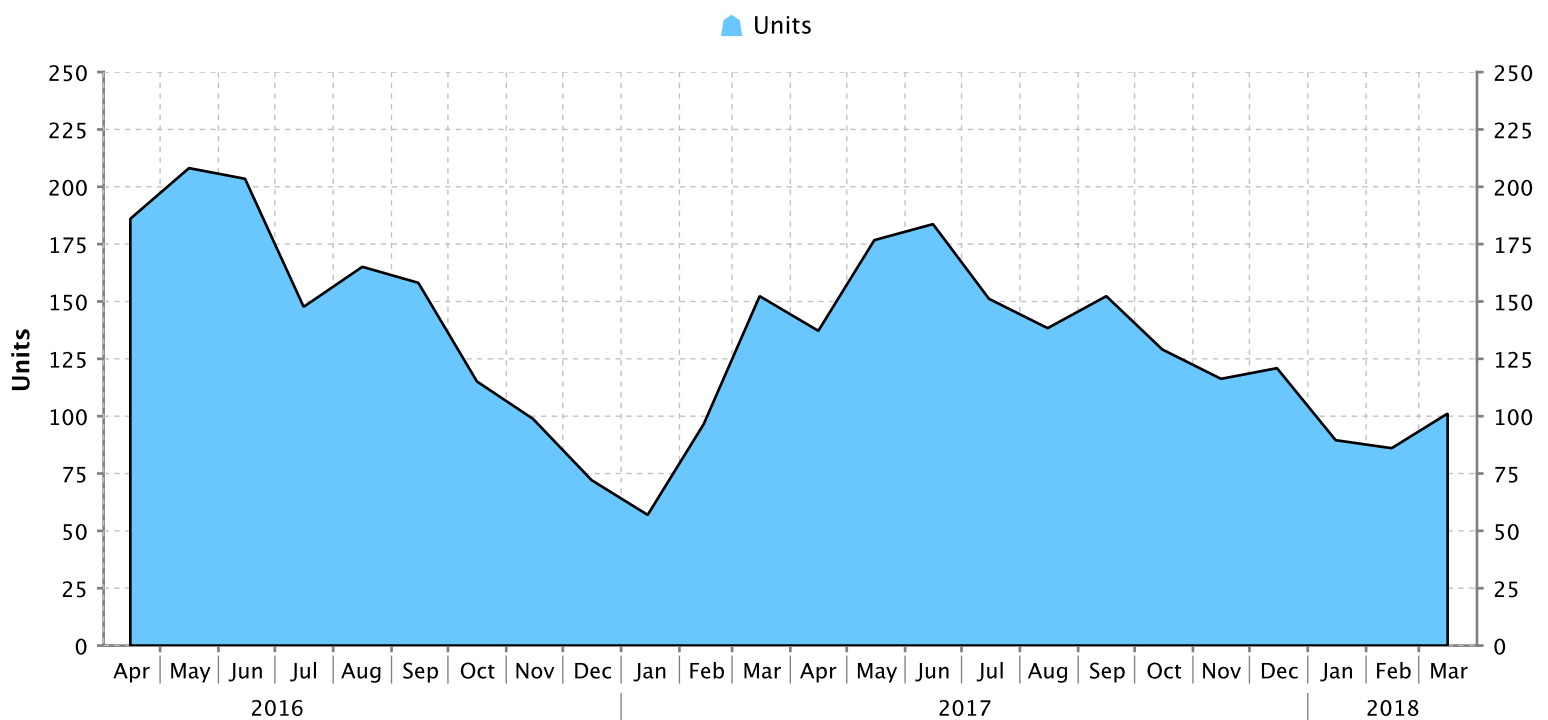
## as at March 31, 2018

### 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	21	29	-28%	157	186	-16%
Units Reported Sold	5	17	-71%	89	182	-51%
Sell/List Ratio	24%	59%		57%	98%	
Reported Sales Dollars	\$1,558,331	\$4,246,900	-63%	\$21,729,486	\$35,824,946	-39%
Average Sell Price / Unit	\$311,666	\$249,818	25%	\$244,152	\$196,840	24%
Median Sell Price	\$274,900			\$259,900		
Sell Price / List Price	103%	100%		102%	101%	
Days to Sell	75	50	50%	79	139	-43%
Active Listings	51	45				
<b>Single Family</b>						
Units Listed	193	200	-4%	2,255	2,143	5%
Units Reported Sold	101	152	-34%	1,576	1,651	-5%
Sell/List Ratio	52%	76%		70%	77%	
Reported Sales Dollars	\$55,690,634	\$76,332,109	-27%	\$828,522,456	\$766,578,268	8%
Average Sell Price / Unit	\$551,392	\$502,185	10%	\$525,712	\$464,311	13%
Median Sell Price	\$537,500			\$499,500		
Sell Price / List Price	100%	100%		99%	99%	
Days to Sell	20	25	-20%	23	25	-8%
Active Listings	272	245				
<b>Condos (Apt)</b>						
Units Listed	52	51	2%	530	468	13%
Units Reported Sold	36	48	-25%	421	437	-4%
Sell/List Ratio	69%	94%		79%	93%	
Reported Sales Dollars	\$11,640,312	\$14,162,750	-18%	\$119,035,310	\$107,298,477	11%
Average Sell Price / Unit	\$323,342	\$295,057	10%	\$282,744	\$245,534	15%
Median Sell Price	\$288,000			\$255,000		
Sell Price / List Price	101%	100%		100%	99%	
Days to Sell	16	17	-7%	18	56	-69%
Active Listings	60	40				
<b>Condos (Patio)</b>						
Units Listed	9	10	-10%	91	76	20%
Units Reported Sold	12	10	20%	73	70	4%
Sell/List Ratio	133%	100%		80%	92%	
Reported Sales Dollars	\$5,633,883	\$3,948,700	43%	\$31,370,283	\$22,555,280	39%
Average Sell Price / Unit	\$469,490	\$394,870	19%	\$429,730	\$322,218	33%
Median Sell Price	\$472,500			\$422,800		
Sell Price / List Price	103%	102%		101%	100%	
Days to Sell	55	4	1,243%	40	21	96%
Active Listings	13	13				
<b>Condos (Twnhse)</b>						
Units Listed	30	25	20%	335	298	12%
Units Reported Sold	18	24	-25%	261	280	-7%
Sell/List Ratio	60%	96%		78%	94%	
Reported Sales Dollars	\$6,385,197	\$6,718,050	-5%	\$85,131,733	\$79,564,319	7%
Average Sell Price / Unit	\$354,733	\$279,919	27%	\$326,175	\$284,158	15%
Median Sell Price	\$385,000			\$305,000		
Sell Price / List Price	100%	101%		100%	99%	
Days to Sell	11	27	-58%	23	35	-33%
Active Listings	49	27				

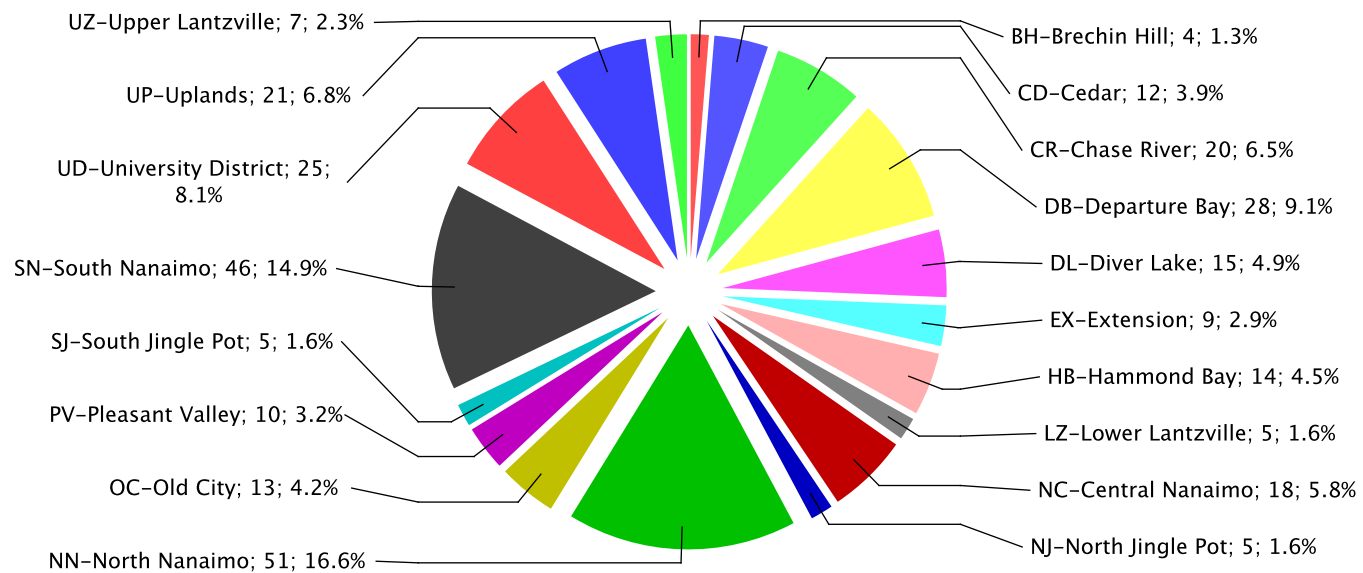
**PLEASE NOTE: SINGLE FAMILY** property does NOT INCLUDE acreage with house, condominiums, duplex/triplex, mobile homes/on pad, single family waterfront or single family strata. **LOTS** do NOT INCLUDE acreage or waterfront acreage.

# MLS® Single Family Sales Analysis

Unconditional Sales from January 1 to Mar 31, 2018

	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	0	3	0	1	0	0	0	0	0	0	4
CD-Cedar	0	0	1	0	0	1	1	3	3	1	0	0	0	2	12
CR-Chase River	0	0	0	0	0	1	2	4	9	4	0	0	0	0	20
DB-Departure Bay	0	0	0	0	0	0	0	6	11	4	5	0	1	1	28
DL-Diver Lake	0	0	0	1	2	1	1	5	4	1	0	0	0	0	15
EX-Extension	0	0	0	1	2	2	2	0	1	0	0	1	0	0	9
HB-Hammond Bay	0	0	0	0	0	0	0	0	5	5	0	1	3	0	14
LZ-Lower Lantzville	0	0	0	0	0	0	0	0	3	0	1	0	0	1	5
NC-Central Nanaimo	0	0	0	0	2	4	3	4	5	0	0	0	0	0	18
NJ-North Jingle Pot	0	0	0	0	0	0	0	0	0	1	1	2	1	0	5
NN-North Nanaimo	0	0	0	0	3	0	1	6	8	17	11	0	2	3	51
OC-Old City	0	0	0	0	2	3	4	1	2	0	1	0	0	0	13
PV-Pleasant Valley	0	0	0	0	0	0	1	0	5	3	1	0	0	0	10
SJ-South Jingle Pot	0	0	0	0	0	1	0	0	3	0	1	0	0	0	5
SN-South Nanaimo	0	0	2	5	6	7	3	12	8	3	0	0	0	0	46
UD-University District	0	0	1	0	1	4	4	5	9	0	1	0	0	0	25
UP-Uplands	0	0	0	0	0	1	4	3	7	5	0	0	0	1	21
UZ-Upper Lantzville	0	0	0	1	0	0	1	0	4	0	1	0	0	0	7
<b>Zone 4 TOTALS</b>	<b>0</b>	<b>0</b>	<b>4</b>	<b>8</b>	<b>18</b>	<b>28</b>	<b>27</b>	<b>50</b>	<b>87</b>	<b>44</b>	<b>23</b>	<b>4</b>	<b>7</b>	<b>8</b>	<b>308</b>

## Nanaimo - Single Family Sales by Subarea



Total Unconditional Sales January 1 to March 31, 2018 = 308

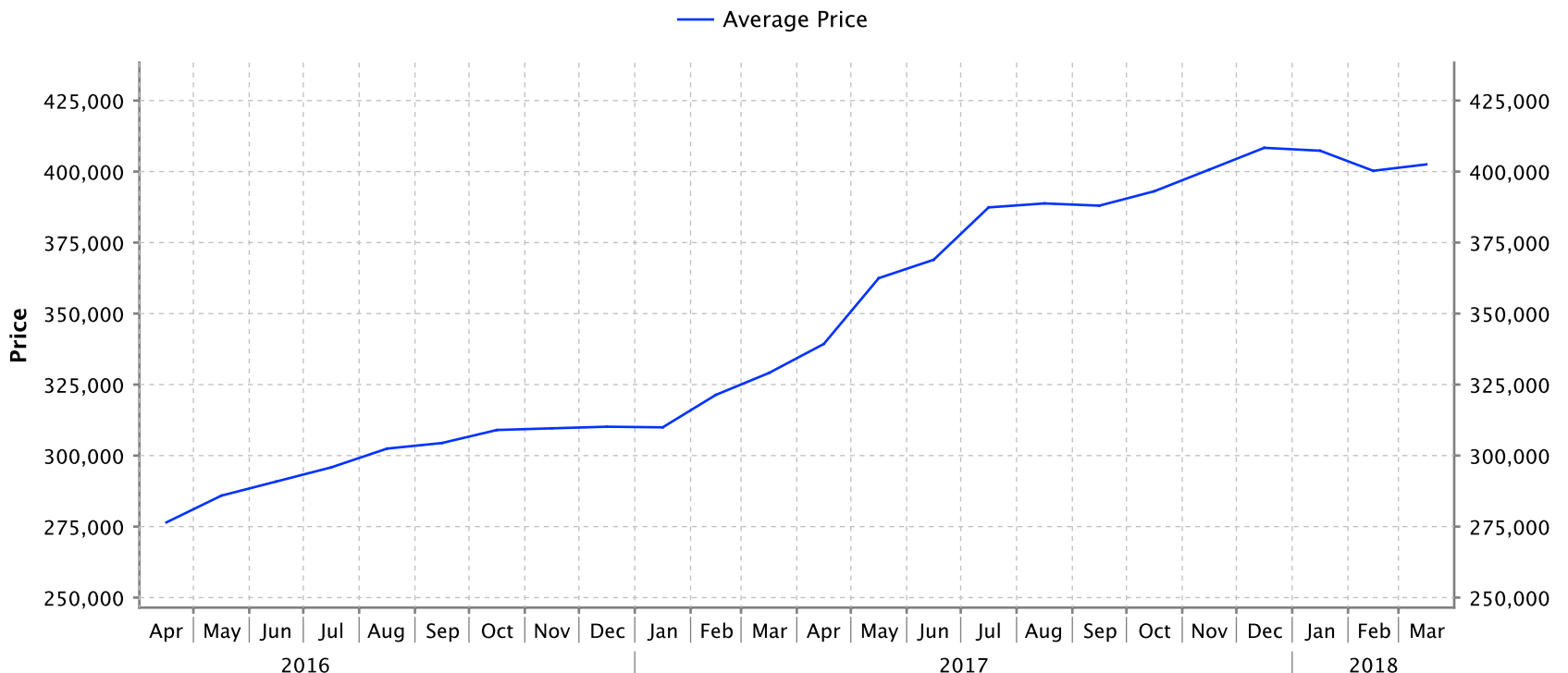
# GABRIOLA ISLAND

## 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	6	7	-14%	39	43	-9%
Units Reported Sold	5	2	150%	36	31	16%
Sell/List Ratio	83%	29%		92%	72%	
Reported Sales Dollars	\$632,000	\$179,000	253%	\$3,759,700	\$2,777,900	35%
Average Sell Price / Unit	\$126,400	\$89,500	41%	\$104,436	\$89,610	17%
Median Sell Price	\$135,000			\$99,000		
Sell Price / List Price	92%	95%		94%	92%	
Days to Sell	277	17	1,532%	124	116	7%
Active Listings	10	17				
<b>Single Family</b>						
Units Listed	11	8	38%	84	83	1%
Units Reported Sold	8	2	300%	71	76	-7%
Sell/List Ratio	73%	25%		85%	92%	
Reported Sales Dollars	\$3,338,000	\$776,500	330%	\$28,579,736	\$25,010,600	14%
Average Sell Price / Unit	\$417,250	\$388,250	7%	\$402,531	\$329,087	22%
Median Sell Price	\$425,000			\$375,000		
Sell Price / List Price	99%	101%		98%	98%	
Days to Sell	27	1	2,638%	41	63	-35%
Active Listings	14	13				

**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



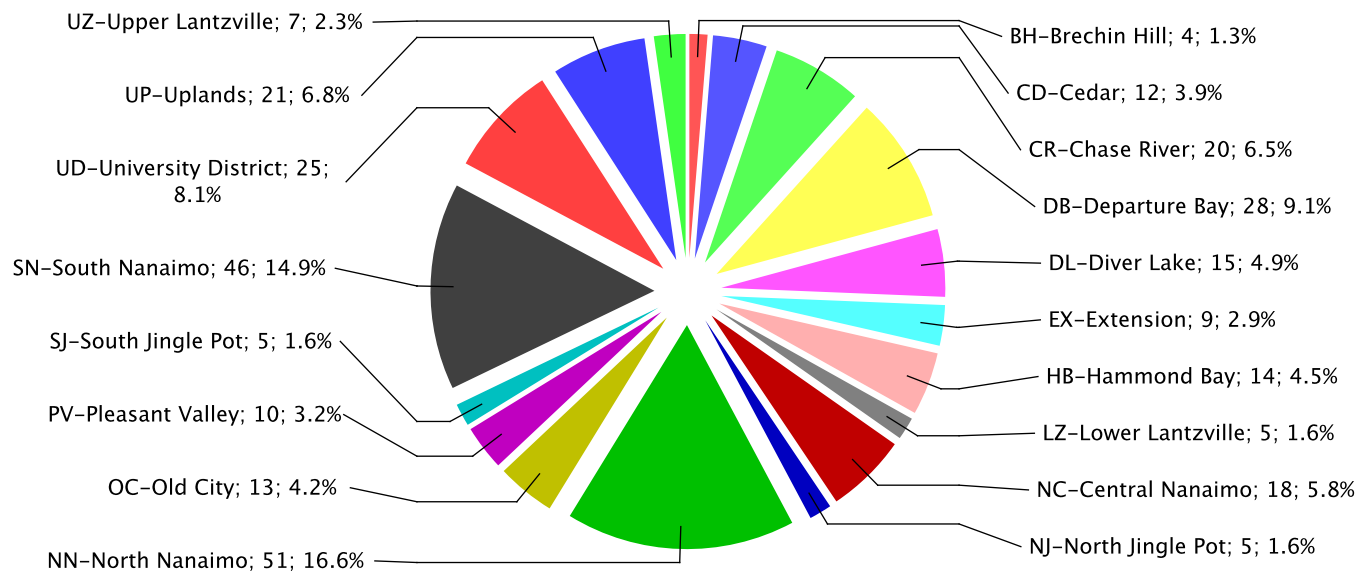
# 1st Quarter 2018

## MLS® Single Family Sales Analysis

### Unconditional Sales from January 1 to Mar 31, 2018

	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	0	3	0	1	0	0	0	0	0	0	4
CD-Cedar	0	0	1	0	0	1	1	3	3	1	0	0	0	2	12
CR-Chase River	0	0	0	0	0	1	2	4	9	4	0	0	0	0	20
DB-Departure Bay	0	0	0	0	0	0	0	6	11	4	5	0	1	1	28
DL-Diver Lake	0	0	0	1	2	1	1	5	4	1	0	0	0	0	15
EX-Extension	0	0	0	1	2	2	2	0	1	0	0	1	0	0	9
HB-Hammond Bay	0	0	0	0	0	0	0	0	5	5	0	1	3	0	14
LZ-Lower Lantzville	0	0	0	0	0	0	0	0	3	0	1	0	0	1	5
NC-Central Nanaimo	0	0	0	0	2	4	3	4	5	0	0	0	0	0	18
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OC-Old City	0	0	0	0	2	3	4	1	2	0	1	0	0	0	13
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SN-South Nanaimo	0	0	2	5	6	7	3	12	8	3	0	0	0	0	46
UD-University District	0	0	1	0	1	4	4	5	9	0	1	0	0	0	25
UP-Uplands	0	0	0	0	0	1	4	3	7	5	0	0	0	1	21
UZ-Upper Lantzville	0	0	0	1	0	0	1	0	4	0	1	0	0	0	7
<b>Zone 4 TOTALS</b>	<b>0</b>	<b>0</b>	<b>4</b>	<b>8</b>	<b>18</b>	<b>28</b>	<b>27</b>	<b>50</b>	<b>87</b>	<b>44</b>	<b>23</b>	<b>4</b>	<b>7</b>	<b>8</b>	<b>308</b>

### Nanaimo - Single Family Sales by Subarea



Total Unconditional Sales January 1 to March 31, 2018 = 308