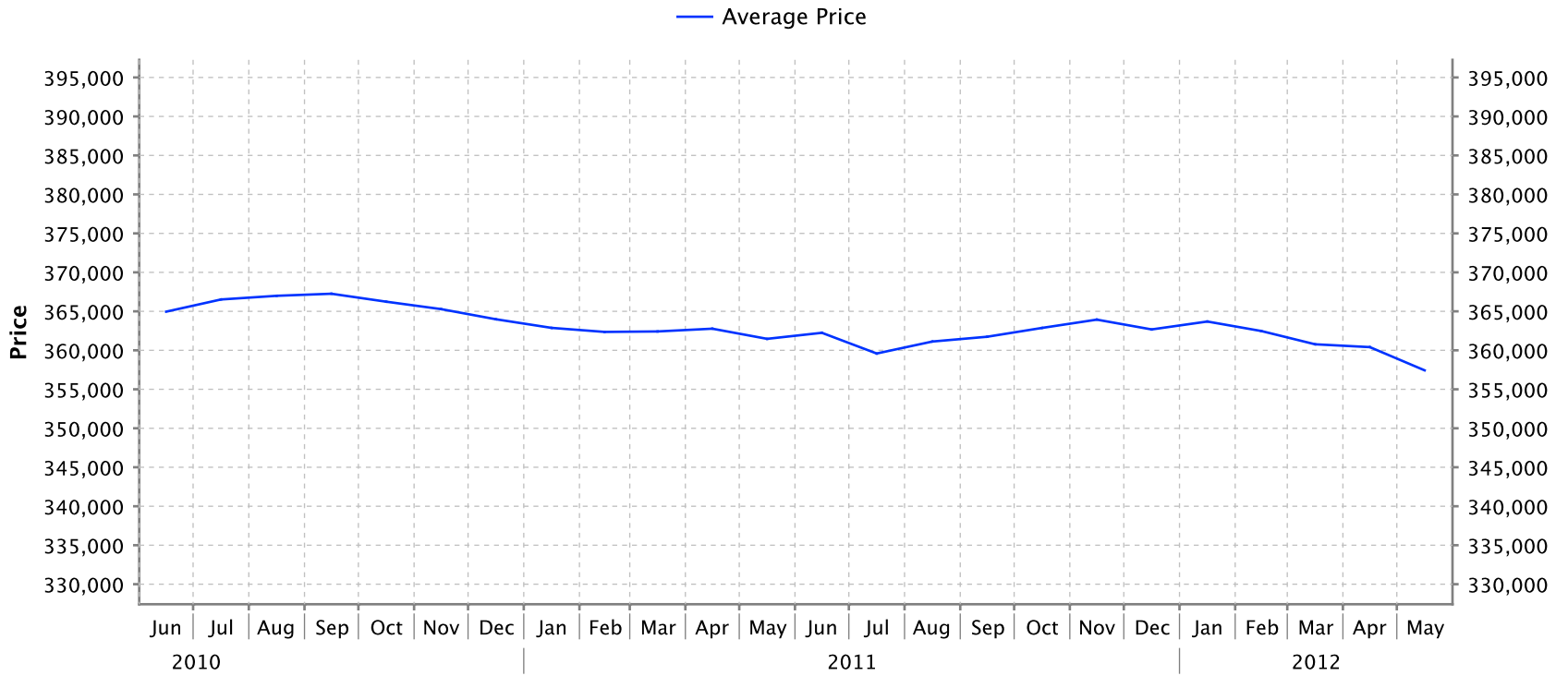


Nanaimo

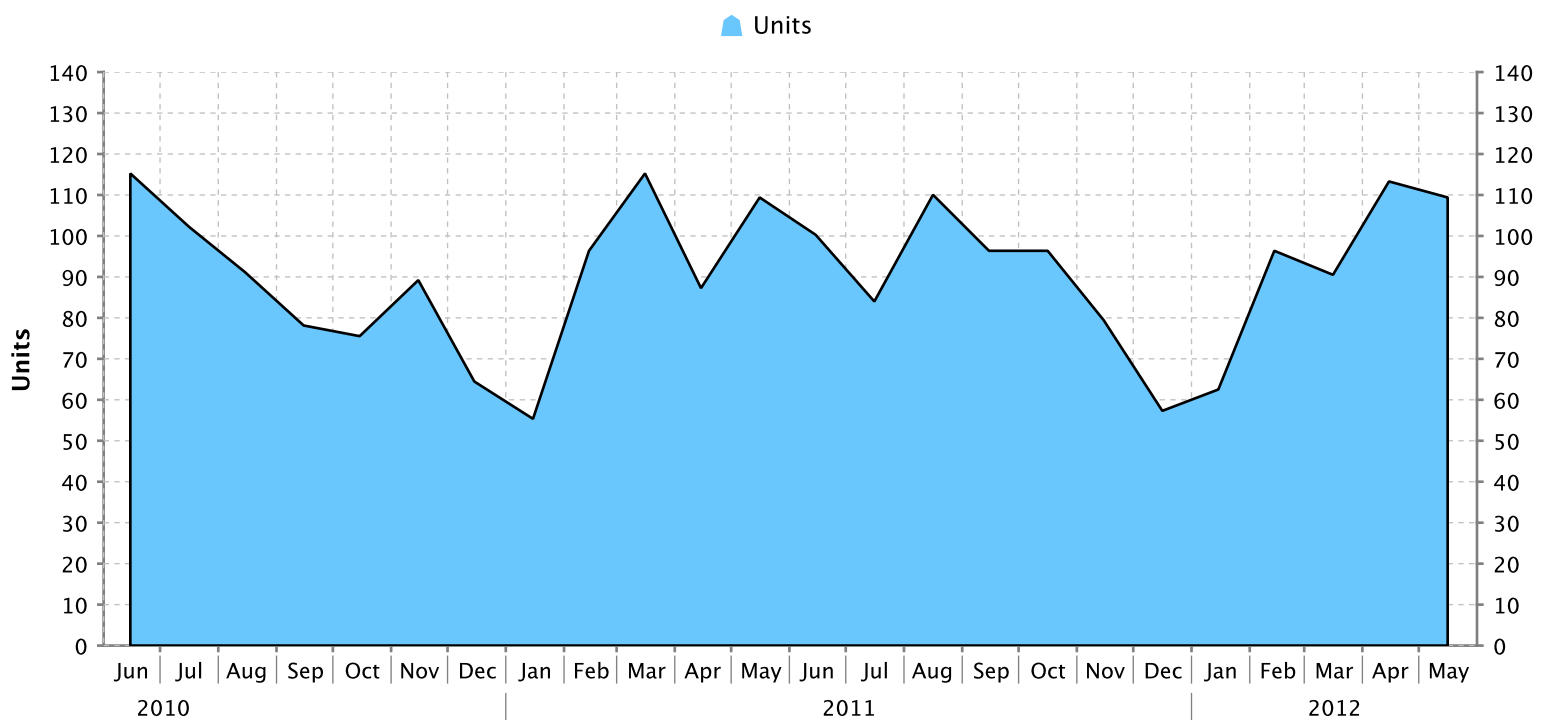
as at May 31, 2012

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 |
| Lots | | | | | | |
| Units Listed | 11 | 41 | -73% | 188 | 210 | -10% |
| Units Reported Sold | 6 | 10 | -40% | 69 | 81 | -15% |
| Sell/List Ratio | 55% | 24% | | 37% | 39% | |
| Reported Sales Dollars | \$1,059,750 | \$1,723,000 | -38% | \$10,417,838 | \$13,194,610 | -21% |
| Average Sell Price / Unit | \$176,625 | \$172,300 | 3% | \$150,983 | \$162,896 | -7% |
| Median Sell Price | \$162,250 | | | \$139,900 | | |
| Sell Price / List Price | 95% | 95% | | 94% | 94% | |
| Days to Sell | 216 | 74 | 190% | 91 | 94 | -3% |
| Active Listings | 92 | 101 | | | | |
| Single Family | | | | | | |
| Units Listed | 254 | 224 | 13% | 2,352 | 2,310 | 2% |
| Units Reported Sold | 109 | 109 | 0% | 1,092 | 1,084 | 1% |
| Sell/List Ratio | 43% | 49% | | 46% | 47% | |
| Reported Sales Dollars | \$38,101,366 | \$41,355,646 | -8% | \$390,312,647 | \$392,250,706 | -0% |
| Average Sell Price / Unit | \$349,554 | \$379,410 | -8% | \$357,429 | \$361,855 | -1% |
| Median Sell Price | \$340,000 | | | \$349,900 | | |
| Sell Price / List Price | 96% | 97% | | 96% | 96% | |
| Days to Sell | 45 | 41 | 10% | 54 | 55 | -1% |
| Active Listings | 688 | 672 | | | | |
| Condos (Apt) | | | | | | |
| Units Listed | 57 | 47 | 21% | 650 | 601 | 8% |
| Units Reported Sold | 23 | 32 | -28% | 198 | 216 | -8% |
| Sell/List Ratio | 40% | 68% | | 30% | 36% | |
| Reported Sales Dollars | \$4,430,900 | \$7,400,349 | -40% | \$41,747,712 | \$49,255,953 | -15% |
| Average Sell Price / Unit | \$192,648 | \$231,261 | -17% | \$210,847 | \$228,037 | -8% |
| Median Sell Price | \$193,000 | | | \$204,250 | | |
| Sell Price / List Price | 93% | 94% | | 93% | 94% | |
| Days to Sell | 85 | 89 | -4% | 86 | 82 | 5% |
| Active Listings | 247 | 224 | | | | |
| Condos (Patio) | | | | | | |
| Units Listed | 20 | 9 | 122% | 111 | 99 | 12% |
| Units Reported Sold | 10 | 10 | 0% | 57 | 49 | 16% |
| Sell/List Ratio | 50% | 111% | | 51% | 49% | |
| Reported Sales Dollars | \$2,547,400 | \$2,895,200 | -12% | \$14,936,499 | \$13,027,700 | 15% |
| Average Sell Price / Unit | \$254,740 | \$289,520 | -12% | \$262,044 | \$265,871 | -1% |
| Median Sell Price | \$263,000 | | | \$266,000 | | |
| Sell Price / List Price | 98% | 96% | | 96% | 96% | |
| Days to Sell | 66 | 65 | 1% | 96 | 73 | 32% |
| Active Listings | 33 | 26 | | | | |
| Condos (Twnhse) | | | | | | |
| Units Listed | 36 | 45 | -20% | 422 | 500 | -16% |
| Units Reported Sold | 18 | 19 | -5% | 166 | 165 | 1% |
| Sell/List Ratio | 50% | 42% | | 39% | 33% | |
| Reported Sales Dollars | \$4,301,042 | \$5,152,571 | -17% | \$41,826,918 | \$43,103,710 | -3% |
| Average Sell Price / Unit | \$238,947 | \$271,188 | -12% | \$251,969 | \$261,235 | -4% |
| Median Sell Price | \$218,000 | | | \$232,000 | | |
| Sell Price / List Price | 96% | 98% | | 97% | 102% | |
| Days to Sell | 78 | 63 | 24% | 70 | 68 | 3% |
| Active Listings | 134 | 170 | | | | |

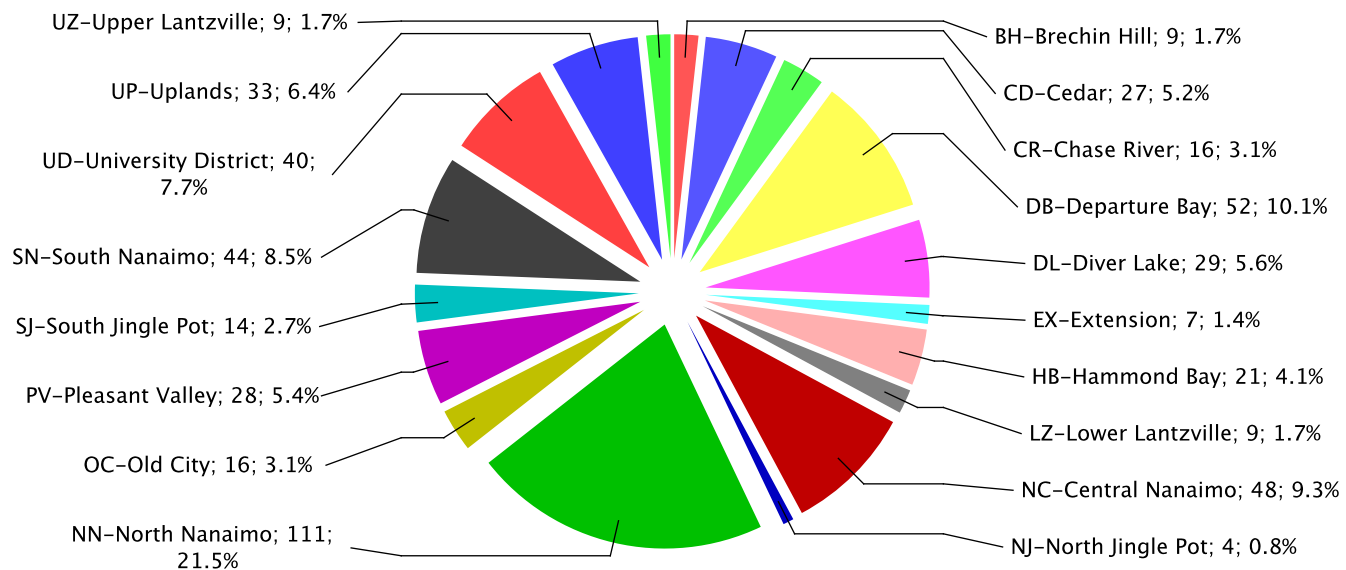
PLEASE NOTE: SINGLE FAMILY property does NOT INCLUDE acreage with house, condominiums, duplex/triplex, mobile homes/on pad, single family waterfront or single family strata. **LOTS** do NOT INCLUDE acreage or waterfront acreage.

MLS® Single Family Sales Analysis

Unconditional Sales from January 1 to May 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 | 4 | 2 | 2 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 9 |
| CD-Cedar | 0 | 0 | 2 | 3 | 5 | 4 | 3 | 2 | 5 | 0 | 1 | 1 | 0 | 1 | 27 |
| CR-Chase River | 0 | 0 | 1 | 4 | 3 | 3 | 3 | 2 | 0 | 0 | 0 | 0 | 0 | 0 | 16 |
| DB-Departure Bay | 0 | 0 | 4 | 9 | 19 | 13 | 2 | 4 | 0 | 1 | 0 | 0 | 0 | 0 | 52 |
| DL-Diver Lake | 0 | 1 | 1 | 8 | 8 | 7 | 2 | 2 | 0 | 0 | 0 | 0 | 0 | 0 | 29 |
| EX-Extension | 0 | 0 | 3 | 1 | 1 | 1 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 7 |
| HB-Hammond Bay | 0 | 2 | 0 | 0 | 3 | 5 | 5 | 3 | 3 | 0 | 0 | 0 | 0 | 0 | 21 |
| LZ-Lower Lantzville | 0 | 0 | 0 | 1 | 1 | 3 | 1 | 1 | 0 | 2 | 0 | 0 | 0 | 0 | 9 |
| NC-Central Nanaimo | 1 | 0 | 14 | 20 | 10 | 3 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 48 |
| NJ-North Jingle Pot | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 4 |
| NN-North Nanaimo | 0 | 0 | 2 | 1 | 17 | 29 | 23 | 20 | 10 | 4 | 3 | 0 | 2 | 0 | 111 |
| OC-Old City | 2 | 2 | 1 | 3 | 3 | 4 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 16 |
| PV-Pleasant Valley | 0 | 1 | 0 | 3 | 13 | 6 | 4 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 28 |
| SJ-South Jingle Pot | 0 | 0 | 0 | 0 | 2 | 2 | 5 | 4 | 1 | 0 | 0 | 0 | 0 | 0 | 14 |
| SN-South Nanaimo | 0 | 3 | 11 | 12 | 8 | 7 | 3 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 44 |
| UD-University District | 0 | 3 | 7 | 7 | 7 | 3 | 9 | 3 | 1 | 0 | 0 | 0 | 0 | 0 | 40 |
| UP-Uplands | 0 | 0 | 0 | 12 | 5 | 8 | 4 | 3 | 0 | 0 | 1 | 0 | 0 | 0 | 33 |
| UZ-Upper Lantzville | 0 | 1 | 1 | 0 | 0 | 3 | 2 | 0 | 2 | 0 | 0 | 0 | 0 | 0 | 9 |
| Zone 4 TOTALS | 3 | 13 | 51 | 86 | 108 | 103 | 67 | 46 | 23 | 8 | 5 | 1 | 2 | 1 | 517 |

Nanaimo - Single Family Sales by Subarea



Total Unconditional Sales January 1 to May 31, 2012 = 517

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% | 37 | 40 | -8% |
| Units Reported Sold | 2 | 0 | | 14 | 16 | -12% |
| Sell/List Ratio | 100% | 0% | | 38% | 40% | |
| Reported Sales Dollars | \$183,500 | \$0 | | \$1,390,500 | \$2,044,999 | -32% |
| Average Sell Price / Unit | \$91,750 | | | \$99,321 | \$127,812 | -22% |
| Median Sell Price | \$88,500 | | | \$90,000 | | |
| Sell Price / List Price | 81% | | | 88% | 92% | |
| Days to Sell | 350 | | | 114 | 91 | 25% |
| Active Listings | 25 | 23 | | | | |
| Single Family | | | | | | |
| Units Listed | 10 | 11 | -9% | 103 | 102 | 1% |
| Units Reported Sold | 2 | 2 | 0% | 28 | 34 | -18% |
| Sell/List Ratio | 20% | 18% | | 27% | 33% | |
| Reported Sales Dollars | \$631,500 | \$602,200 | 5% | \$8,694,309 | \$10,942,100 | -21% |
| Average Sell Price / Unit | \$315,750 | \$301,100 | 5% | \$310,511 | \$321,826 | -4% |
| Median Sell Price | \$291,500 | | | \$307,500 | | |
| Sell Price / List Price | 100% | 96% | | 95% | 94% | |
| Days to Sell | 108 | 78 | 38% | 95 | 106 | -11% |
| Active Listings | 59 | 49 | | | | |

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

