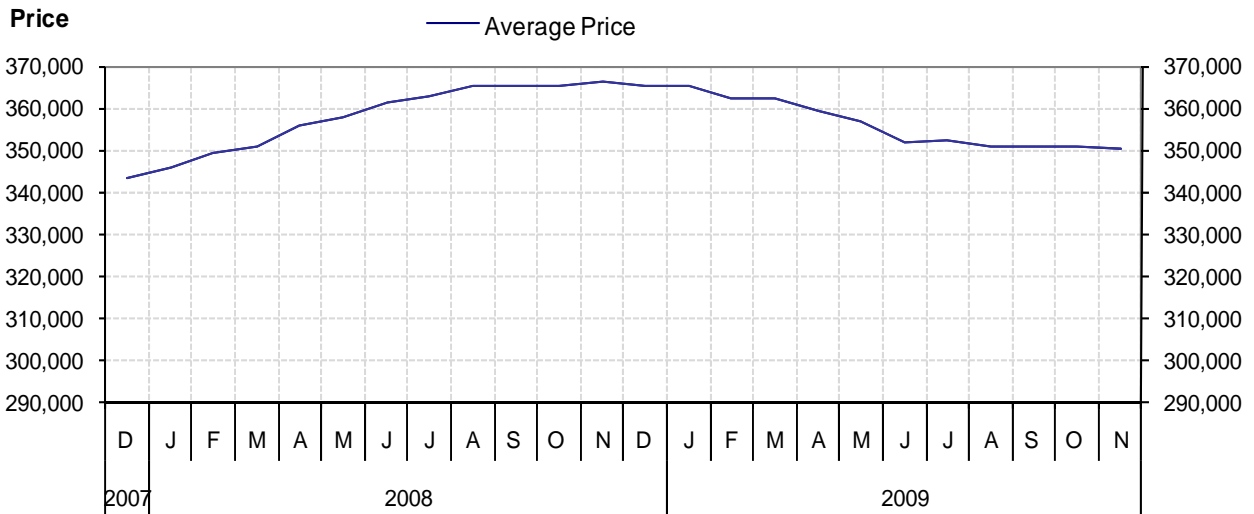


# Nanaimo

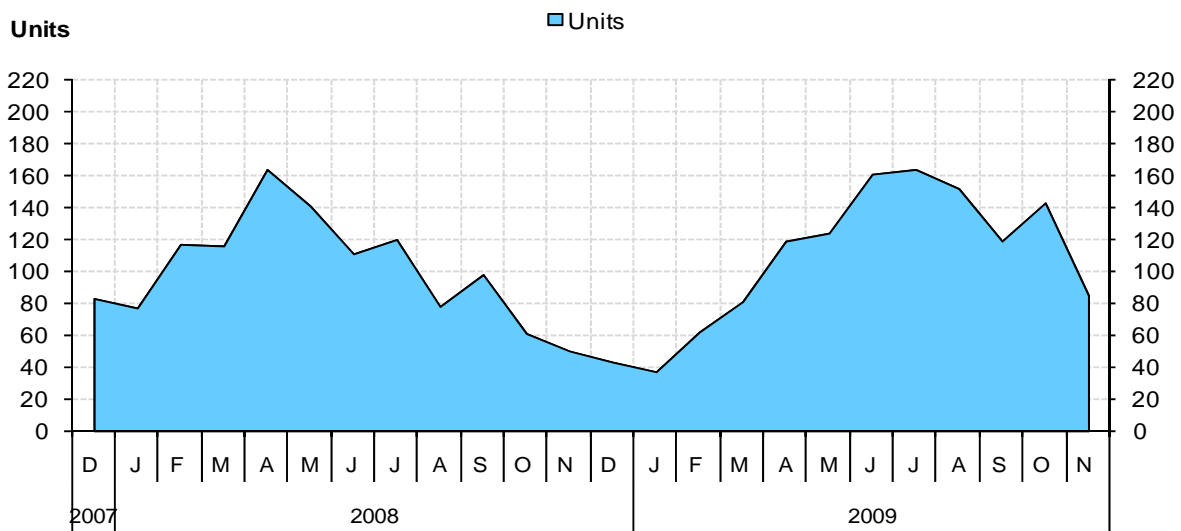
## as at November 30, 2009

### 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                  | 51            | 25           | 104%     | 376               | 530           | -29%     |
| Units Reported Sold           | 8             | 1            | 700%     | 98                | 113           | -13%     |
| Sell/List Ratio               | 16%           | 4%           |          | 26%               | 21%           |          |
| Reported Sales Dollars        | \$1,197,900   | \$125,000    | 858%     | \$14,413,650      | \$17,723,610  | -19%     |
| Average Sell Price / Unit     | \$149,738     | \$125,000    | 20%      | \$147,078         | \$156,846     | -6%      |
| Median Sell Price             | \$158,000     |              |          | \$130,000         |               |          |
| Sell Price / List Price Ratio | 95%           | 96%          |          | 90%               | 95%           |          |
| Days to Sell                  | 73            | 71           | 2%       | 128               | 69            | 86%      |
| Active Listings               | 175           | 205          |          |                   |               |          |
| <b>Single Family</b>          |               |              |          |                   |               |          |
| Units Listed                  | 141           | 146          | -3%      | 2219              | 2579          | -14%     |
| Units Reported Sold           | 85            | 49           | 73%      | 1284              | 1213          | 6%       |
| Sell/List Ratio               | 60%           | 34%          |          | 58%               | 47%           |          |
| Reported Sales Dollars        | \$30,627,920  | \$18,739,527 | 63%      | \$449,819,313     | \$444,137,566 | 1%       |
| Average Sell Price / Unit     | \$360,328     | \$382,439    | -6%      | \$350,327         | \$366,148     | -4%      |
| Median Sell Price             | \$335,000     |              |          | \$337,000         |               |          |
| Sell Price / List Price Ratio | 97%           | 92%          |          | 95%               | 96%           |          |
| Days to Sell                  | 46            | 56           | -18%     | 54                | 50            | 9%       |
| Active Listings               | 386           | 630          |          |                   |               |          |
| <b>Condos (Apt)</b>           |               |              |          |                   |               |          |
| Units Listed                  | 33            | 40           | -18%     | 531               | 715           | -26%     |
| Units Reported Sold           | 28            | 3            | 833%     | 245               | 244           | 0%       |
| Sell/List Ratio               | 85%           | 8%           |          | 46%               | 34%           |          |
| Reported Sales Dollars        | \$5,797,350   | \$647,900    | 795%     | \$52,392,081      | \$57,281,330  | -9%      |
| Average Sell Price / Unit     | \$207,048     | \$215,967    | -4%      | \$213,845         | \$234,760     | -9%      |
| Median Sell Price             | \$199,900     |              |          | \$192,500         |               |          |
| Sell Price / List Price Ratio | 91%           | 92%          |          | 93%               | 96%           |          |
| Days to Sell                  | 75            | 59           | 28%      | 87                | 60            | 45%      |
| Active Listings               | 165           | 311          |          |                   |               |          |
| <b>Condos (Patio)</b>         |               |              |          |                   |               |          |
| Units Listed                  | 6             | 2            | 200%     | 96                | 84            | 14%      |
| Units Reported Sold           | 1             | 1            | 0%       | 52                | 56            | -7%      |
| Sell/List Ratio               | 17%           | 50%          |          | 54%               | 67%           |          |
| Reported Sales Dollars        | \$215,000     | \$395,000    | -46%     | \$15,084,416      | \$16,145,100  | -7%      |
| Average Sell Price / Unit     | \$215,000     | \$395,000    | -46%     | \$290,085         | \$288,305     | 1%       |
| Median Sell Price             | \$215,000     |              |          | \$297,500         |               |          |
| Sell Price / List Price Ratio | 99%           | 90%          |          | 96%               | 97%           |          |
| Days to Sell                  | 3             | 97           | -97%     | 72                | 48            | 50%      |
| Active Listings               | 20            | 19           |          |                   |               |          |
| <b>Condos (Twnhse)</b>        |               |              |          |                   |               |          |
| Units Listed                  | 24            | 15           | 60%      | 389               | 405           | -4%      |
| Units Reported Sold           | 10            | 4            | 150%     | 181               | 179           | 1%       |
| Sell/List Ratio               | 42%           | 27%          |          | 47%               | 44%           |          |
| Reported Sales Dollars        | \$2,874,897   | \$922,000    | 212%     | \$45,327,813      | \$44,343,752  | 2%       |
| Average Sell Price / Unit     | \$287,490     | \$230,500    | 25%      | \$250,430         | \$247,730     | 1%       |
| Median Sell Price             | \$286,000     |              |          | \$227,000         |               |          |
| Sell Price / List Price Ratio | 96%           | 83%          |          | 95%               | 97%           |          |
| Days to Sell                  | 103           | 81           | 27%      | 84                | 49            | 71%      |
| Active Listings               | 111           | 111          |          |                   |               |          |

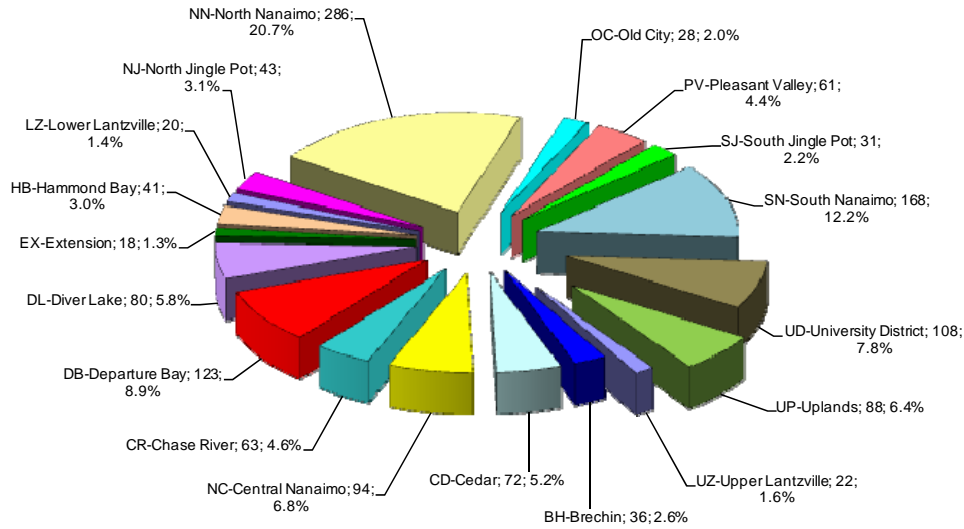
**Please Note:** **Single Family** property does NOT INCLUDE acreage with house, condominiums, duplex/triplex, mobile homes/on pad, single family waterfront or single family strata. **LOTS** do NOT INCLUDE acreage or waterfront acreage.

## MLS® Single Family Sales Analysis

### Unconditional Sales from January 1 to November 30, 2009

|                        | 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        | 1         | 2               | 7               | 12              | 9               | 5               | 0               | 0               | 0               | 0               | 0               | 0               | 0             | 0          | 36           |
| CD-Cedar               | 0         | 3               | 6               | 13              | 11              | 15              | 7               | 7               | 6               | 1               | 0               | 1               | 0             | 2          | 72           |
| NC-Central Nanaimo     | 0         | 3               | 30              | 40              | 16              | 4               | 0               | 1               | 0               | 0               | 0               | 0               | 0             | 0          | 94           |
| CR-Chase River         | 0         | 0               | 4               | 8               | 20              | 18              | 11              | 2               | 0               | 0               | 0               | 0               | 0             | 0          | 63           |
| DB-Departure Bay       | 0         | 1               | 3               | 21              | 32              | 30              | 15              | 13              | 4               | 1               | 0               | 0               | 2             | 1          | 123          |
| DL-Diver Lake          | 1         | 2               | 2               | 26              | 28              | 14              | 7               | 0               | 0               | 0               | 0               | 0               | 0             | 0          | 80           |
| EX-Extension           | 0         | 2               | 3               | 5               | 1               | 2               | 0               | 3               | 2               | 0               | 0               | 0               | 0             | 0          | 18           |
| HB-Hammond Bay         | 0         | 1               | 0               | 1               | 5               | 7               | 7               | 8               | 8               | 1               | 1               | 1               | 0             | 1          | 41           |
| LZ-Low er Lantzville   | 0         | 0               | 0               | 5               | 1               | 3               | 3               | 3               | 1               | 3               | 1               | 0               | 0             | 0          | 20           |
| NJ-North Jingle Pot    | 0         | 0               | 0               | 0               | 1               | 6               | 13              | 6               | 9               | 4               | 1               | 2               | 0             | 1          | 43           |
| NN-North Nanaimo       | 0         | 1               | 5               | 17              | 44              | 60              | 62              | 43              | 34              | 16              | 1               | 2               | 1             | 0          | 286          |
| OC-Old City            | 0         | 2               | 7               | 11              | 5               | 2               | 1               | 0               | 0               | 0               | 0               | 0               | 0             | 0          | 28           |
| PV-Pleasant Valley     | 0         | 1               | 6               | 5               | 27              | 11              | 7               | 3               | 0               | 1               | 0               | 0               | 0             | 0          | 61           |
| SJ-South Jingle Pot    | 0         | 0               | 1               | 5               | 12              | 10              | 1               | 1               | 1               | 0               | 0               | 0               | 0             | 0          | 31           |
| SN-South Nanaimo       | 4         | 23              | 38              | 58              | 31              | 9               | 4               | 0               | 1               | 0               | 0               | 0               | 0             | 0          | 168          |
| UD-University District | 1         | 5               | 15              | 27              | 20              | 9               | 20              | 8               | 3               | 0               | 0               | 0               | 0             | 0          | 108          |
| UP-Uplands             | 0         | 0               | 4               | 26              | 30              | 16              | 7               | 0               | 3               | 1               | 0               | 1               | 0             | 0          | 88           |
| UZ-Upper Lantzville    | 0         | 0               | 2               | 5               | 2               | 4               | 4               | 1               | 1               | 2               | 1               | 0               | 0             | 0          | 22           |
| <b>ZONE 4 TOTALS</b>   | <b>7</b>  | <b>46</b>       | <b>133</b>      | <b>285</b>      | <b>295</b>      | <b>225</b>      | <b>169</b>      | <b>99</b>       | <b>73</b>       | <b>30</b>       | <b>5</b>        | <b>7</b>        | <b>3</b>      | <b>5</b>   | <b>1,382</b> |

### Single Family Sales - Nanaimo by Subarea



Total Unconditional Sales January 1 to November 30, 2009 = 1,382

# 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                  | 3             | 2           | 50%      | 50                | 57           | -12%     |
| Units Reported Sold           | 3             | 2           | 50%      | 23                | 29           | -21%     |
| Sell/List Ratio               | 100%          | 100%        |          | 46%               | 51%          |          |
| Reported Sales Dollars        | \$277,500     | \$267,600   | 4%       | \$2,987,000       | \$3,940,800  | -24%     |
| Average Sell Price / Unit     | \$92,500      | \$133,800   | -31%     | \$129,870         | \$135,890    | -4%      |
| Median Sell Price             | \$82,000      |             |          | \$140,000         |              |          |
| Sell Price / List Price Ratio | 82%           | 96%         |          | 89%               | 93%          |          |
| Days to Sell                  | 72            | 23          | 212%     | 113               | 64           | 76%      |
| Active Listings               | 18            | 16          |          |                   |              |          |
| <b>Single Family</b>          |               |             |          |                   |              |          |
| Units Listed                  | 5             | 3           | 67%      | 96                | 106          | -9%      |
| Units Reported Sold           | 5             | 3           | 67%      | 47                | 49           | -4%      |
| Sell/List Ratio               | 100%          | 100%        |          | 49%               | 46%          |          |
| Reported Sales Dollars        | \$1,394,000   | \$1,024,642 | 36%      | \$13,757,000      | \$16,296,342 | -16%     |
| Average Sell Price / Unit     | \$278,800     | \$341,547   | -18%     | \$292,702         | \$332,578    | -12%     |
| Median Sell Price             | \$267,000     |             |          | \$290,000         |              |          |
| Sell Price / List Price Ratio | 93%           | 88%         |          | 92%               | 96%          |          |
| Days to Sell                  | 76            | 58          | 31%      | 88                | 54           | 64%      |
| Active Listings               | 28            | 32          |          |                   |              |          |

**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.

### Cumulative Residential Average Single Family Sale Price

