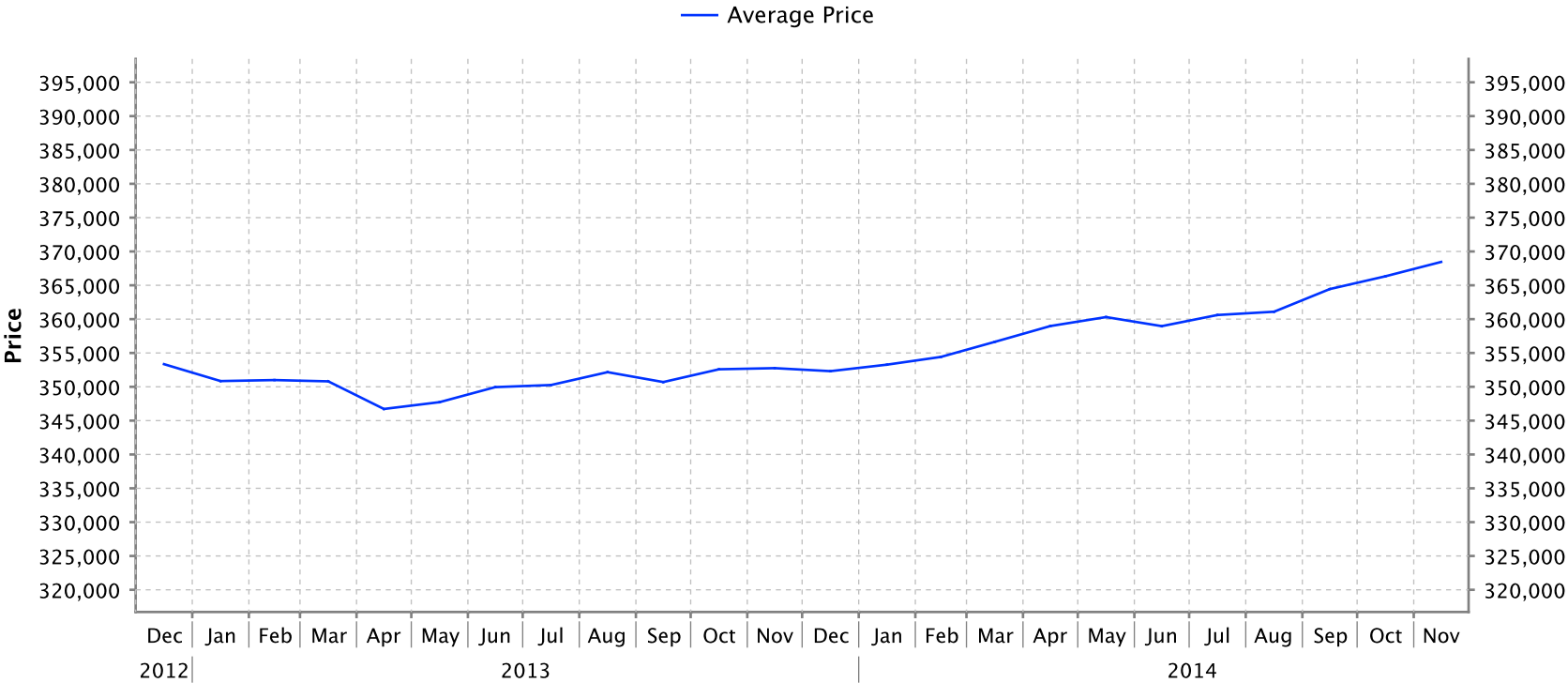


Nanaimo

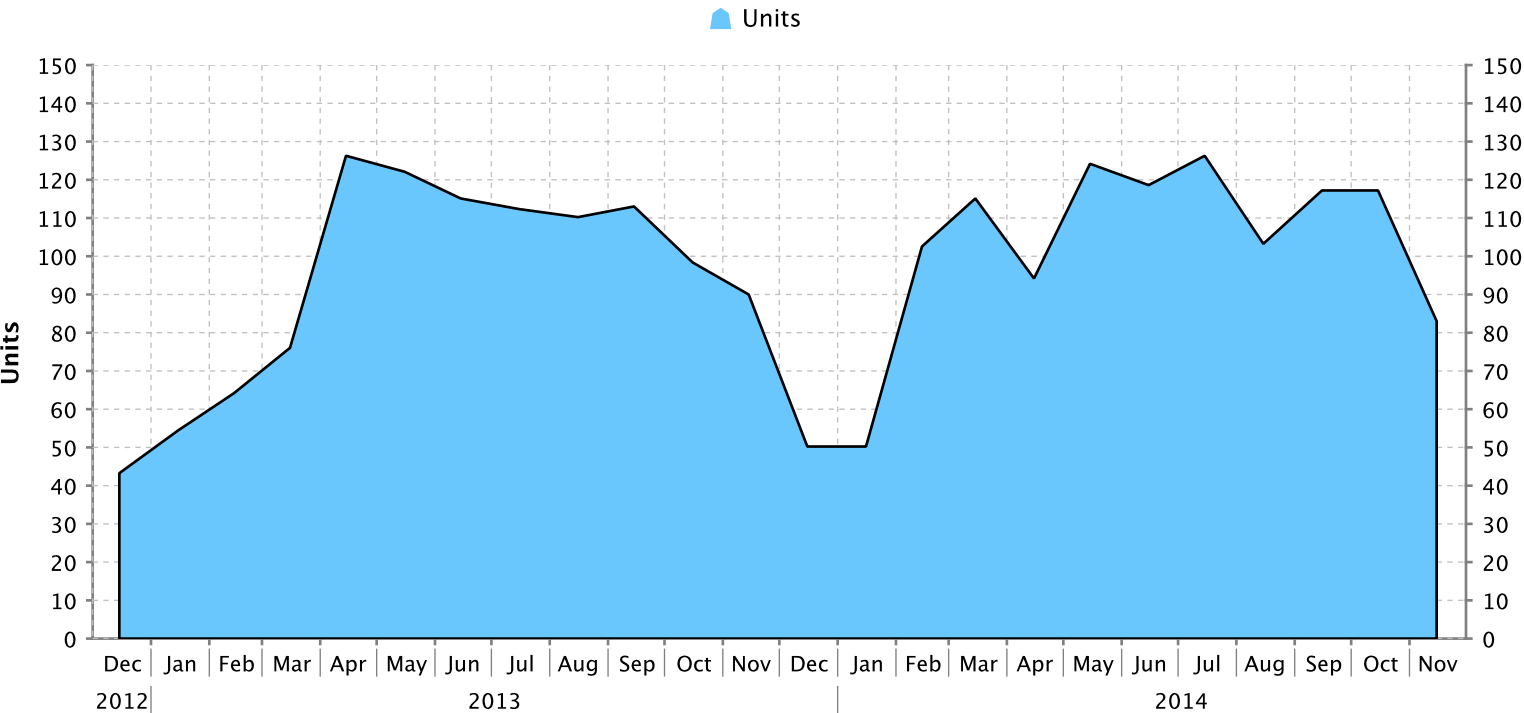
as at November 30, 2014

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 | 13 | 21 | -38% | 326 | 293 | 11% |
| Units Reported Sold | 11 | 4 | 175% | 132 | 56 | 136% |
| Sell/List Ratio | 85% | 19% | | 40% | 19% | |
| Reported Sales Dollars | \$1,318,900 | \$671,000 | 97% | \$21,782,700 | \$8,604,298 | 153% |
| Average Sell Price / Unit | \$119,900 | \$167,750 | -29% | \$165,020 | \$153,648 | 7% |
| Median Sell Price | \$115,000 | | | \$162,500 | | |
| Sell Price / List Price | 87% | 102% | | 95% | 95% | |
| Days to Sell | 144 | 44 | 227% | 137 | 106 | 29% |
| Active Listings | 153 | 172 | | | | |
| Single Family | | | | | | |
| Units Listed | 104 | 122 | -15% | 2,030 | 2,009 | 1% |
| Units Reported Sold | 83 | 90 | -8% | 1,199 | 1,123 | 7% |
| Sell/List Ratio | 80% | 74% | | 59% | 56% | |
| Reported Sales Dollars | \$31,610,522 | \$31,626,952 | -0% | \$441,776,772 | \$396,142,440 | 12% |
| Average Sell Price / Unit | \$380,850 | \$351,411 | 8% | \$368,454 | \$352,754 | 4% |
| Median Sell Price | \$351,000 | | | \$353,500 | | |
| Sell Price / List Price | 96% | 95% | | 97% | 95% | |
| Days to Sell | 44 | 66 | -33% | 48 | 56 | -15% |
| Active Listings | 383 | 409 | | | | |
| Condos (Apt) | | | | | | |
| Units Listed | 89 | 31 | 187% | 505 | 455 | 11% |
| Units Reported Sold | 9 | 16 | -44% | 222 | 169 | 31% |
| Sell/List Ratio | 10% | 52% | | 44% | 37% | |
| Reported Sales Dollars | \$2,104,075 | \$4,159,800 | -49% | \$47,190,678 | \$37,285,980 | 27% |
| Average Sell Price / Unit | \$233,786 | \$259,988 | -10% | \$212,571 | \$220,627 | -4% |
| Median Sell Price | \$259,900 | | | \$192,500 | | |
| Sell Price / List Price | 97% | 93% | | 95% | 94% | |
| Days to Sell | 79 | 98 | -20% | 86 | 84 | 3% |
| Active Listings | 190 | 179 | | | | |
| Condos (Patio) | | | | | | |
| Units Listed | 4 | 2 | 100% | 67 | 86 | -22% |
| Units Reported Sold | 5 | 3 | 67% | 55 | 64 | -14% |
| Sell/List Ratio | 125% | 150% | | 82% | 74% | |
| Reported Sales Dollars | \$1,671,480 | \$822,900 | 103% | \$15,837,280 | \$17,760,396 | -11% |
| Average Sell Price / Unit | \$334,296 | \$274,300 | 22% | \$287,951 | \$277,506 | 4% |
| Median Sell Price | \$314,900 | | | \$287,000 | | |
| Sell Price / List Price | 100% | 93% | | 97% | 97% | |
| Days to Sell | 47 | 109 | -57% | 72 | 73 | -1% |
| Active Listings | 12 | 16 | | | | |
| Condos (Twnhse) | | | | | | |
| Units Listed | 10 | 22 | -55% | 324 | 378 | -14% |
| Units Reported Sold | 14 | 9 | 56% | 167 | 180 | -7% |
| Sell/List Ratio | 140% | 41% | | 52% | 48% | |
| Reported Sales Dollars | \$3,448,444 | \$2,161,252 | 60% | \$43,293,966 | \$45,494,010 | -5% |
| Average Sell Price / Unit | \$246,317 | \$240,139 | 3% | \$259,245 | \$252,744 | 3% |
| Median Sell Price | \$210,000 | | | \$240,000 | | |
| Sell Price / List Price | 96% | 98% | | 96% | 101% | |
| Days to Sell | 92 | 51 | 80% | 86 | 61 | 42% |
| Active Listings | 79 | 94 | | | | |

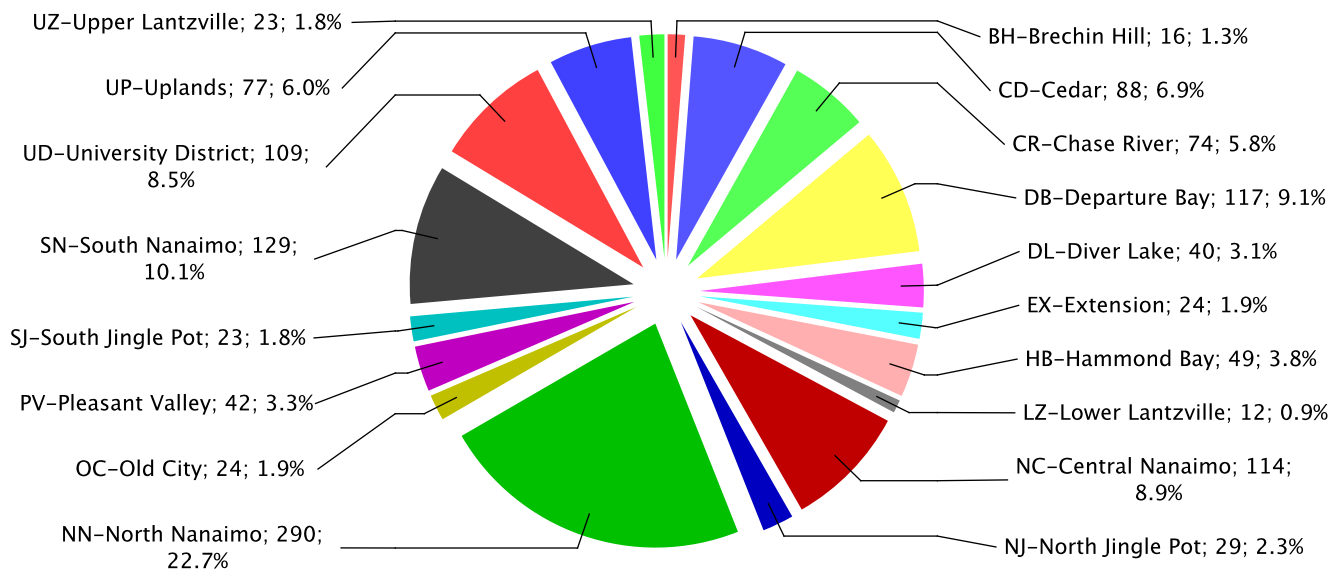
PLEASE NOTE: SINGLE FAMILY property does NOT INCLUDE acreage with house, condominiums, duplex/triplex, mobile homes/on pad, single family waterfront or single family strata. **LOTS** do NOT INCLUDE acreage or waterfront acreage.

MLS® Single Family Sales Analysis

Unconditional Sales from January 1 to Nov 30, 2014

| | 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 | 0 | 8 | 2 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 16 |
| CD-Cedar | 1 | 5 | 9 | 11 | 10 | 17 | 9 | 8 | 11 | 1 | 2 | 1 | 0 | 3 | 88 |
| CR-Chase River | 0 | 1 | 2 | 13 | 18 | 21 | 15 | 1 | 3 | 0 | 0 | 0 | 0 | 0 | 74 |
| DB-Departure Bay | 0 | 0 | 6 | 20 | 32 | 21 | 10 | 8 | 10 | 3 | 5 | 1 | 0 | 1 | 117 |
| DL-Diver Lake | 0 | 2 | 2 | 9 | 9 | 14 | 0 | 2 | 2 | 0 | 0 | 0 | 0 | 0 | 40 |
| EX-Extension | 2 | 1 | 5 | 3 | 2 | 2 | 2 | 2 | 4 | 1 | 0 | 0 | 0 | 0 | 24 |
| HB-Hammond Bay | 0 | 0 | 1 | 3 | 6 | 6 | 9 | 5 | 9 | 4 | 1 | 1 | 2 | 2 | 49 |
| LZ-Lower Lantzville | 0 | 0 | 0 | 2 | 2 | 0 | 2 | 1 | 1 | 2 | 0 | 0 | 1 | 1 | 12 |
| NC-Central Nanaimo | 4 | 11 | 35 | 26 | 25 | 11 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 114 |
| NJ-North Jingle Pot | 0 | 0 | 0 | 2 | 1 | 2 | 7 | 3 | 7 | 3 | 1 | 2 | 1 | 0 | 29 |
| NN-North Nanaimo | 0 | 3 | 3 | 5 | 22 | 58 | 57 | 52 | 43 | 31 | 9 | 2 | 2 | 3 | 290 |
| OC-Old City | 3 | 3 | 4 | 8 | 2 | 3 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 24 |
| PV-Pleasant Valley | 0 | 1 | 2 | 5 | 9 | 11 | 5 | 2 | 2 | 2 | 1 | 2 | 0 | 0 | 42 |
| SJ-South Jingle Pot | 0 | 0 | 0 | 1 | 5 | 2 | 4 | 6 | 3 | 0 | 1 | 1 | 0 | 0 | 23 |
| SN-South Nanaimo | 2 | 21 | 31 | 31 | 24 | 14 | 4 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 129 |
| UD-University District | 3 | 3 | 16 | 24 | 15 | 16 | 21 | 3 | 5 | 1 | 2 | 0 | 0 | 0 | 109 |
| UP-Uplands | 0 | 0 | 3 | 18 | 24 | 18 | 10 | 1 | 2 | 0 | 0 | 0 | 0 | 1 | 77 |
| UZ-Upper Lantzville | 0 | 0 | 1 | 6 | 6 | 2 | 3 | 1 | 3 | 0 | 1 | 0 | 0 | 0 | 23 |
| Zone 4 TOTALS | 15 | 51 | 124 | 187 | 220 | 220 | 160 | 97 | 108 | 48 | 23 | 10 | 6 | 11 | 1,280 |

Nanaimo - Single Family Sales by Subarea



Total Unconditional Sales January 1 to November 30, 2014 = 1,280

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 | 0 | 0 | | 36 | 24 | 50% |
| Units Reported Sold | 0 | 0 | | 12 | 9 | 33% |
| Sell/List Ratio | | | | 33% | 38% | |
| Reported Sales Dollars | \$0 | \$0 | | \$1,055,500 | \$929,125 | 14% |
| Average Sell Price / Unit | | | | \$87,958 | \$103,236 | -15% |
| Median Sell Price | | | | \$90,000 | | |
| Sell Price / List Price | | | | 81% | 89% | |
| Days to Sell | | | | 158 | 205 | -23% |
| Active Listings | 26 | 21 | | | | |
| Single Family | | | | | | |
| Units Listed | 1 | 4 | -75% | 82 | 109 | -25% |
| Units Reported Sold | 3 | 3 | 0% | 41 | 55 | -25% |
| Sell/List Ratio | 300% | 75% | | 50% | 50% | |
| Reported Sales Dollars | \$739,000 | \$830,000 | -11% | \$10,777,075 | \$15,619,020 | -31% |
| Average Sell Price / Unit | \$246,333 | \$276,667 | -11% | \$262,855 | \$283,982 | -7% |
| Median Sell Price | \$199,000 | | | \$242,000 | | |
| Sell Price / List Price | 94% | 97% | | 91% | 94% | |
| Days to Sell | 114 | 96 | 19% | 117 | 91 | 28% |
| Active Listings | 25 | 35 | | | | |

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

