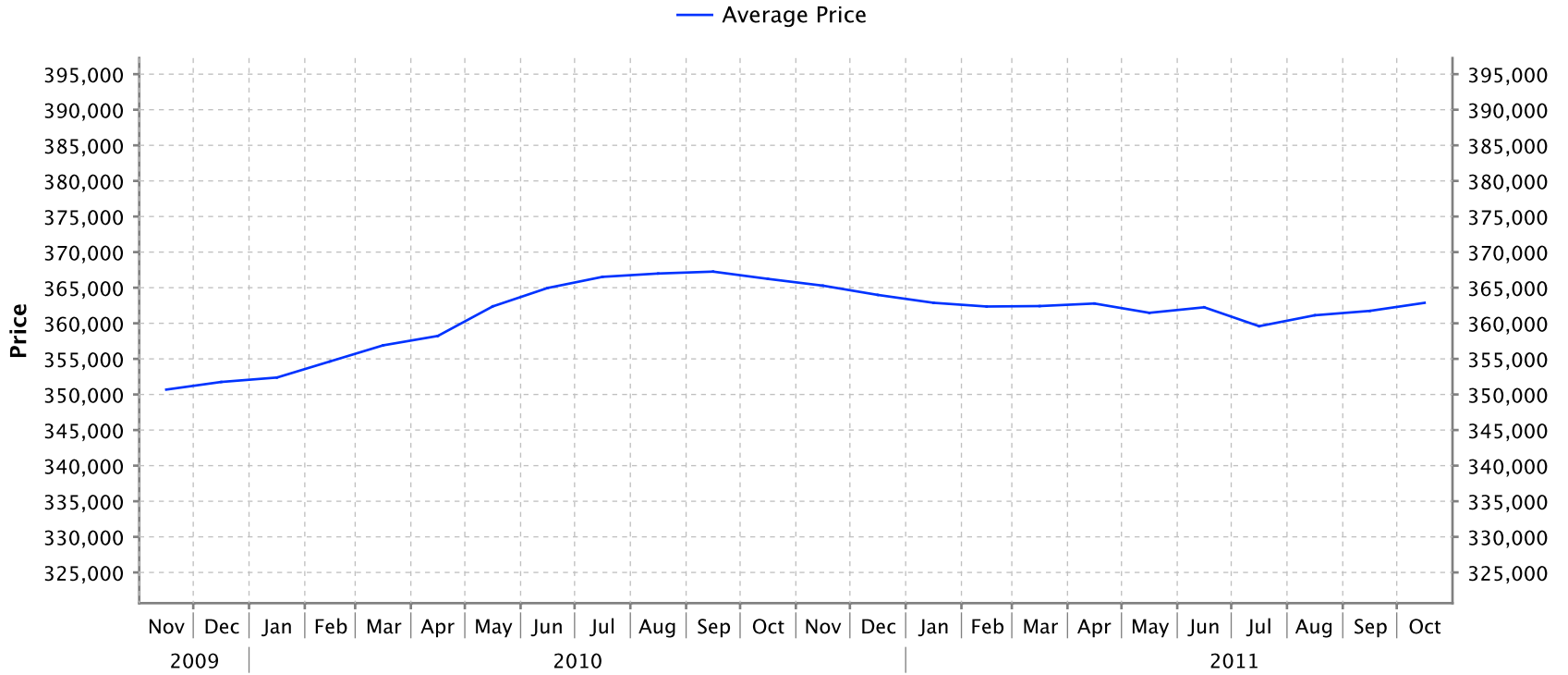


Nanaimo

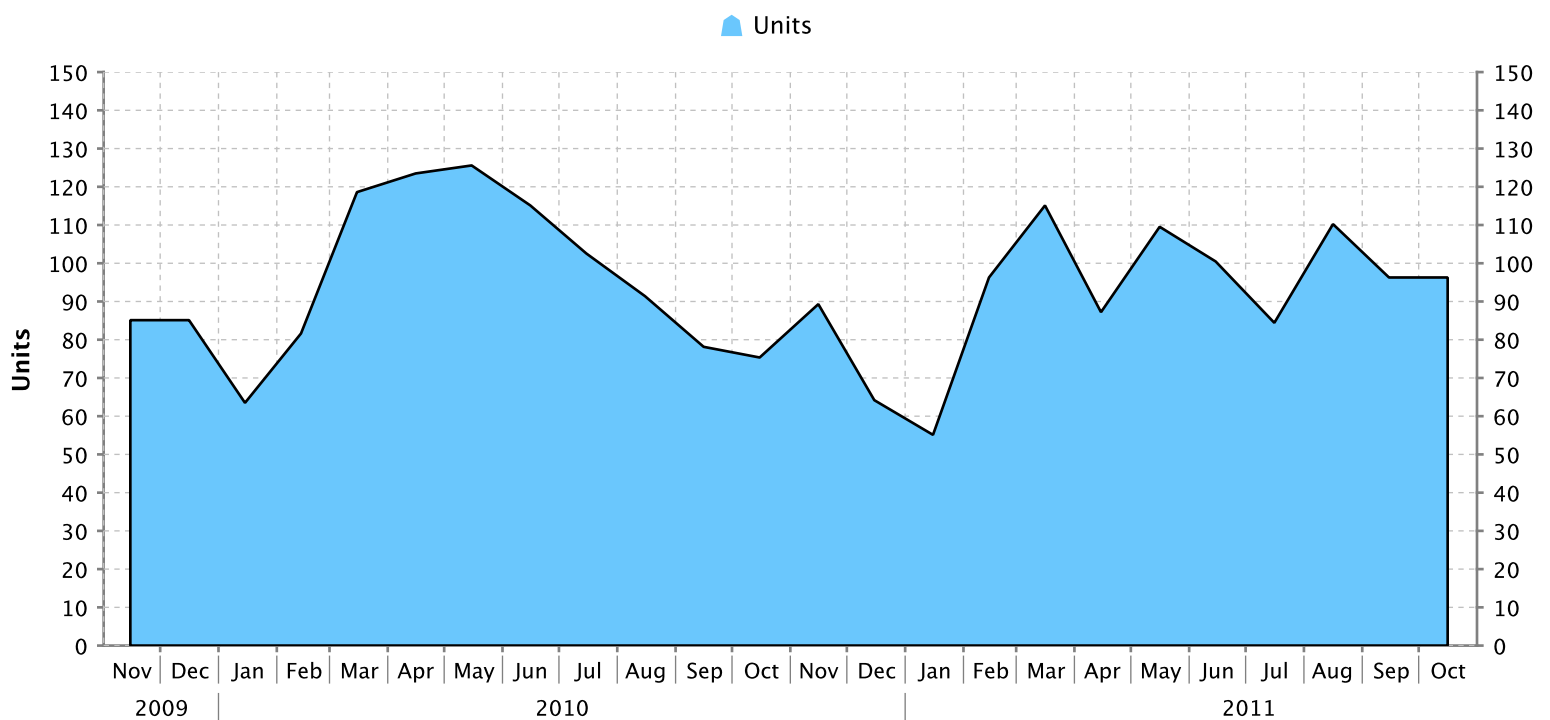
as at October 31, 2011

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	32	4	700%	237	206	15%
Units Reported Sold	5	5	0%	72	143	-50%
Sell/List Ratio	16%	125%		30%	69%	
Reported Sales Dollars	\$860,500	\$665,000	29%	\$11,602,950	\$20,428,810	-43%
Average Sell Price / Unit	\$172,100	\$133,000	29%	\$161,152	\$142,859	13%
Median Sell Price	\$195,000			\$160,000		
Sell Price / List Price	89%	88%		94%	96%	
Days to Sell	194	63	208%	91	110	-18%
Active Listings	98	76				
Single Family						
Units Listed	175	144	22%	2,346	2,422	-3%
Units Reported Sold	96	75	28%	1,101	1,141	-4%
Sell/List Ratio	55%	52%		47%	47%	
Reported Sales Dollars	\$34,219,498	\$25,378,081	35%	\$399,522,144	\$417,876,218	-4%
Average Sell Price / Unit	\$356,453	\$338,374	5%	\$362,872	\$366,237	-1%
Median Sell Price	\$345,000			\$350,000		
Sell Price / List Price	95%	95%		95%	96%	
Days to Sell	59	58	2%	57	48	20%
Active Listings	575	604				
Condos (Apt)						
Units Listed	57	61	-7%	633	703	-10%
Units Reported Sold	10	17	-41%	208	264	-21%
Sell/List Ratio	18%	28%		33%	38%	
Reported Sales Dollars	\$1,993,079	\$4,080,745	-51%	\$45,523,161	\$62,446,809	-27%
Average Sell Price / Unit	\$199,308	\$240,044	-17%	\$218,861	\$236,541	-7%
Median Sell Price	\$197,500			\$200,000		
Sell Price / List Price	93%	96%		94%	94%	
Days to Sell	79	39	105%	90	68	32%
Active Listings	190	251				
Condos (Patio)						
Units Listed	8	8	0%	98	99	-1%
Units Reported Sold	4	5	-20%	50	46	9%
Sell/List Ratio	50%	62%		51%	46%	
Reported Sales Dollars	\$966,000	\$1,399,500	-31%	\$13,922,499	\$12,209,841	14%
Average Sell Price / Unit	\$241,500	\$279,900	-14%	\$278,450	\$265,431	5%
Median Sell Price	\$273,000			\$295,000		
Sell Price / List Price	93%	95%		96%	97%	
Days to Sell	104	74	42%	106	62	71%
Active Listings	30	31				
Condos (Twnhse)						
Units Listed	35	33	6%	473	442	7%
Units Reported Sold	17	13	31%	164	180	-9%
Sell/List Ratio	49%	39%		35%	41%	
Reported Sales Dollars	\$4,712,234	\$3,261,700	44%	\$42,619,253	\$48,243,226	-12%
Average Sell Price / Unit	\$277,190	\$250,900	10%	\$259,873	\$268,018	-3%
Median Sell Price	\$240,000			\$242,500		
Sell Price / List Price	96%	96%		102%	97%	
Days to Sell	89	79	12%	70	67	5%
Active Listings	138	164				

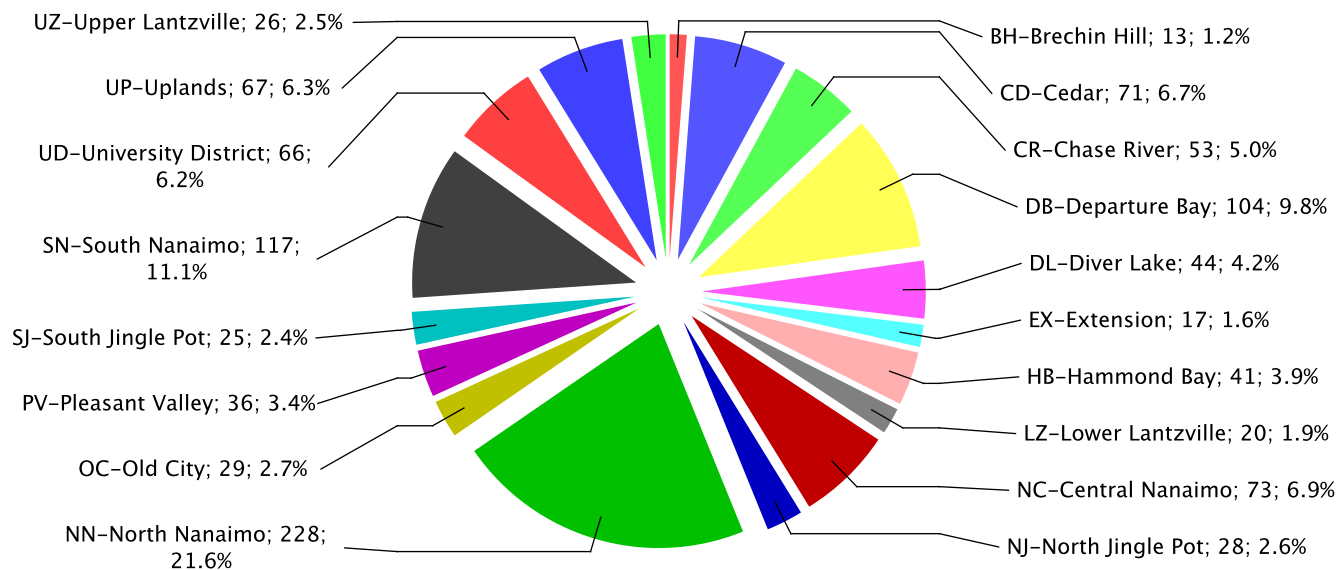
PLEASE NOTE: SINGLE FAMILY property does NOT INCLUDE acreage with house, condominiums, duplex/triplex, mobile homes/on pad, single family waterfront or single family strata. **LOTS** do NOT INCLUDE acreage or waterfront acreage.

MLS® Single Family Sales Analysis

Unconditional Sales from January 1 to Oct 31, 2011

	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	4	5	3	0	1	0	0	0	0	0	0	13
CD-Cedar	1	2	9	10	9	7	11	10	5	1	4	0	1	1	71
CR-Chase River	0	0	2	6	12	12	16	4	1	0	0	0	0	0	53
DB-Departure Bay	0	0	1	16	34	21	14	9	7	0	1	0	0	1	104
DL-Diver Lake	0	1	5	10	15	7	3	2	1	0	0	0	0	0	44
EX-Extension	0	0	4	3	4	2	1	1	2	0	0	0	0	0	17
HB-Hammond Bay	0	0	0	0	9	7	5	7	6	4	0	1	1	1	41
LZ-Lower Lantzville	0	0	0	5	3	7	1	0	1	1	1	1	0	0	20
NC-Central Nanaimo	1	1	16	26	20	9	0	0	0	0	0	0	0	0	73
NJ-North Jingle Pot	0	0	0	0	0	5	3	3	7	6	2	1	1	0	28
NN-North Nanaimo	0	0	4	3	32	51	57	23	42	6	5	3	0	2	228
OC-Old City	0	5	4	9	5	2	2	0	1	1	0	0	0	0	29
PV-Pleasant Valley	0	2	3	2	12	11	3	2	0	0	1	0	0	0	36
SJ-South Jingle Pot	0	0	1	2	5	6	5	3	3	0	0	0	0	0	25
SN-South Nanaimo	2	19	17	31	25	22	1	0	0	0	0	0	0	0	117
UD-University District	1	4	16	14	12	6	8	4	1	0	0	0	0	0	66
UP-Uplands	0	0	3	19	16	15	4	3	4	1	1	0	0	1	67
UZ-Upper Lantzville	0	1	1	3	5	8	5	1	2	0	0	0	0	0	26
Zone 4 TOTALS	5	35	86	163	223	201	139	73	83	20	15	6	3	6	1,058

Nanaimo - Single Family Sales by Subarea



Total Unconditional Sales January 1 to October 31, 2011 = 1,058

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	3	-33%	38	49	-22%
Units Reported Sold	4	1	300%	13	22	-41%
Sell/List Ratio	200%	33%		34%	45%	
Reported Sales Dollars	\$377,000	\$50,000	654%	\$1,382,000	\$2,868,499	-52%
Average Sell Price / Unit	\$94,250	\$50,000	88%	\$106,308	\$130,386	-18%
Median Sell Price	\$105,000			\$105,000		
Sell Price / List Price	89%	83%		89%	91%	
Days to Sell	50	52	-4%	89	73	22%
Active Listings	26	19				
Single Family						
Units Listed	3	6	-50%	94	126	-25%
Units Reported Sold	0	2	-100%	27	55	-51%
Sell/List Ratio	0%	33%		29%	44%	
Reported Sales Dollars	\$0	\$528,900	-100%	\$8,392,160	\$18,136,150	-54%
Average Sell Price / Unit		\$264,450		\$310,821	\$329,748	-6%
Median Sell Price				\$285,000		
Sell Price / List Price		80%		95%	94%	
Days to Sell		100		87	83	5%
Active Listings	41	43				

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

