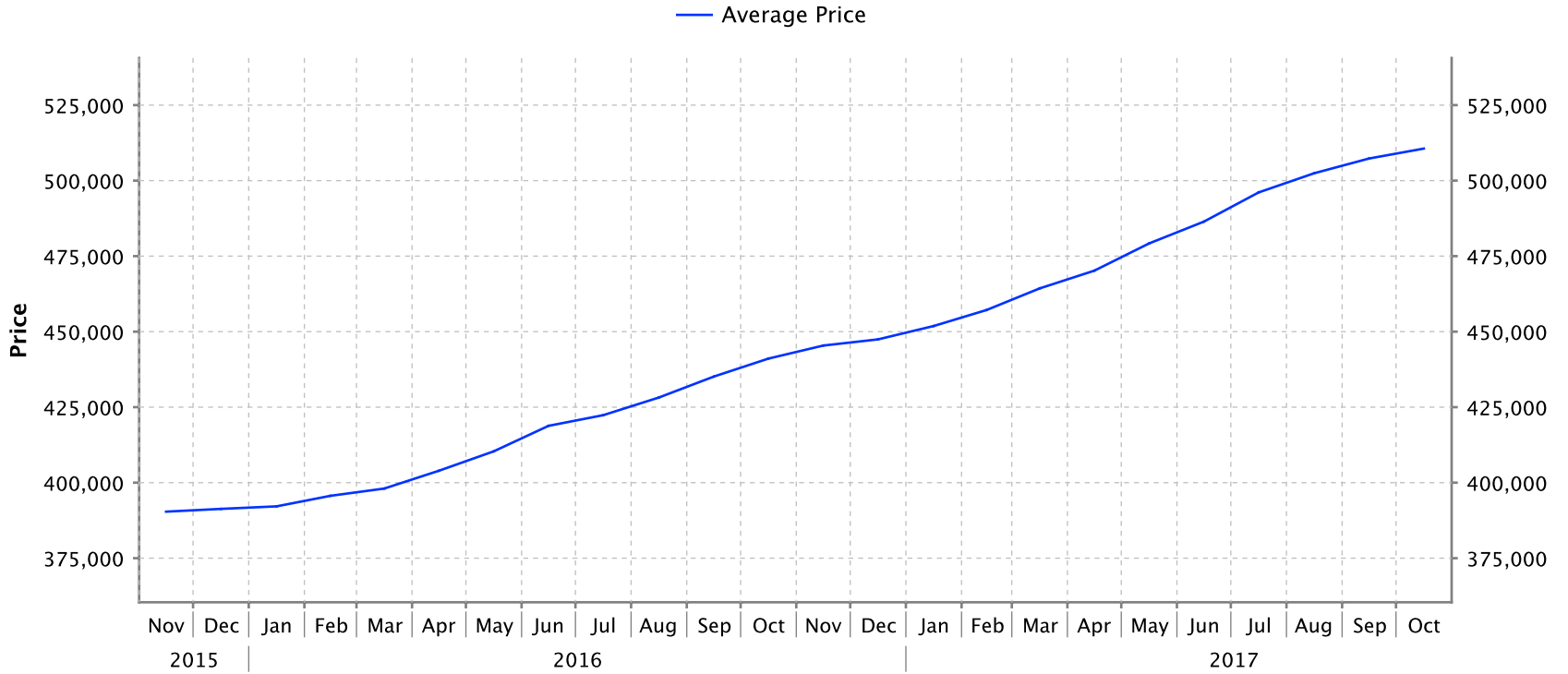


Nanaimo

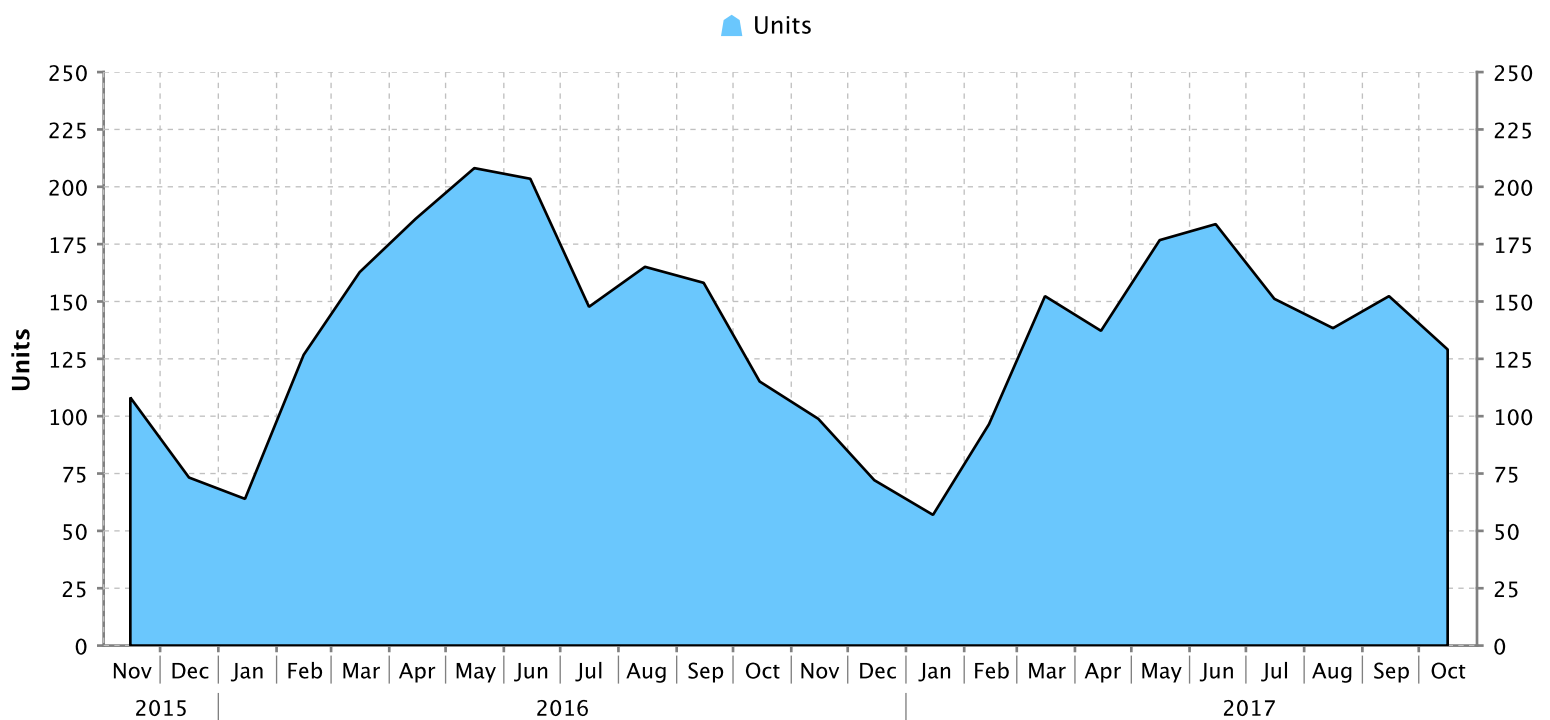
as at October 31, 2017

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 | 15 | 7 | 114% | 182 | 180 | 1% |
| Units Reported Sold | 1 | 8 | -88% | 126 | 148 | -15% |
| Sell/List Ratio | 7% | 114% | | 69% | 82% | |
| Reported Sales Dollars | \$380,000 | \$1,290,595 | -71% | \$28,054,000 | \$26,147,446 | 7% |
| Average Sell Price / Unit | \$380,000 | \$161,324 | 136% | \$222,651 | \$176,672 | 26% |
| Median Sell Price | \$380,000 | | | \$244,900 | | |
| Sell Price / List Price | 100% | 106% | | 103% | 99% | |
| Days to Sell | 5 | 169 | -97% | 93 | 185 | -50% |
| Active Listings | 48 | 57 | | | | |
| Single Family | | | | | | |
| Units Listed | 189 | 149 | 27% | 2,236 | 2,120 | 5% |
| Units Reported Sold | 129 | 114 | 13% | 1,539 | 1,709 | -10% |
| Sell/List Ratio | 68% | 77% | | 69% | 81% | |
| Reported Sales Dollars | \$66,609,679 | \$53,945,161 | 23% | \$785,822,782 | \$753,802,737 | 4% |
| Average Sell Price / Unit | \$516,354 | \$473,203 | 9% | \$510,606 | \$441,078 | 16% |
| Median Sell Price | \$469,000 | | | \$479,501 | | |
| Sell Price / List Price | 99% | 99% | | 99% | 98% | |
| Days to Sell | 25 | 20 | 21% | 23 | 31 | -26% |
| Active Listings | 301 | 234 | | | | |
| Condos (Apt) | | | | | | |
| Units Listed | 38 | 20 | 90% | 465 | 470 | -1% |
| Units Reported Sold | 36 | 33 | 9% | 369 | 408 | -10% |
| Sell/List Ratio | 95% | 165% | | 79% | 87% | |
| Reported Sales Dollars | \$9,630,700 | \$7,656,950 | 26% | \$96,090,637 | \$95,693,709 | 0% |
| Average Sell Price / Unit | \$267,519 | \$232,029 | 15% | \$260,408 | \$234,543 | 11% |
| Median Sell Price | \$260,000 | | | \$235,000 | | |
| Sell Price / List Price | 99% | 98% | | 99% | 98% | |
| Days to Sell | 16 | 33 | -52% | 22 | 82 | -73% |
| Active Listings | 59 | 46 | | | | |
| Condos (Patio) | | | | | | |
| Units Listed | 10 | 2 | 400% | 81 | 84 | -4% |
| Units Reported Sold | 3 | 5 | -40% | 56 | 75 | -25% |
| Sell/List Ratio | 30% | 250% | | 69% | 89% | |
| Reported Sales Dollars | \$1,243,500 | \$2,034,300 | -39% | \$22,312,700 | \$22,739,057 | -2% |
| Average Sell Price / Unit | \$414,500 | \$406,860 | 2% | \$398,441 | \$303,187 | 31% |
| Median Sell Price | \$405,000 | | | \$389,900 | | |
| Sell Price / List Price | 102% | 101% | | 101% | 99% | |
| Days to Sell | 23 | 41 | -43% | 25 | 26 | -3% |
| Active Listings | 17 | 5 | | | | |
| Condos (Twnhse) | | | | | | |
| Units Listed | 24 | 17 | 41% | 301 | 346 | -13% |
| Units Reported Sold | 25 | 29 | -14% | 262 | 288 | -9% |
| Sell/List Ratio | 104% | 171% | | 87% | 83% | |
| Reported Sales Dollars | \$7,739,300 | \$7,798,400 | -1% | \$81,146,900 | \$79,142,996 | 3% |
| Average Sell Price / Unit | \$309,572 | \$268,910 | 15% | \$309,721 | \$274,802 | 13% |
| Median Sell Price | \$275,900 | | | \$293,900 | | |
| Sell Price / List Price | 98% | 98% | | 100% | 99% | |
| Days to Sell | 24 | 31 | -21% | 27 | 36 | -23% |
| Active Listings | 38 | 43 | | | | |

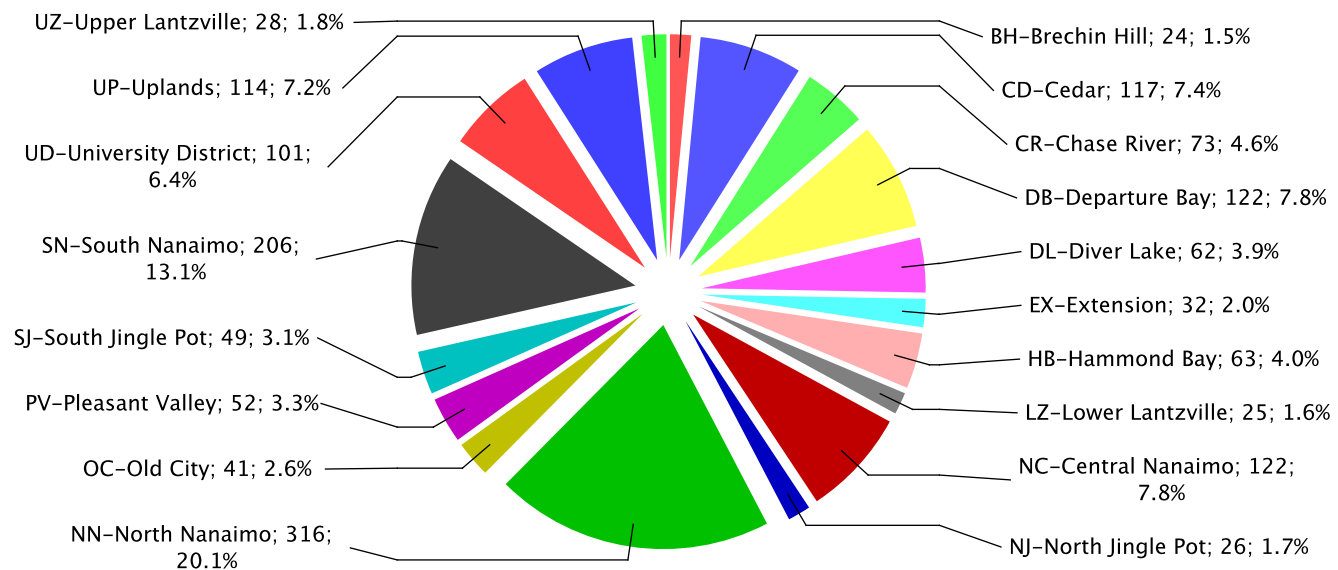
PLEASE NOTE: SINGLE FAMILY property does NOT INCLUDE acreage with house, condominiums, duplex/triplex, mobile homes/on pad, single family waterfront or single family strata. **LOTS** do NOT INCLUDE acreage or waterfront acreage.

MLS® Single Family Sales Analysis

Unconditional Sales from January 1 to Oct 31, 2017

| | 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 | 1 | 1 | 4 | 5 | 5 | 6 | 0 | 1 | 0 | 0 | 1 | 24 |
| CD-Cedar | 0 | 1 | 5 | 11 | 4 | 7 | 13 | 15 | 23 | 18 | 10 | 4 | 0 | 6 | 117 |
| CR-Chase River | 0 | 0 | 0 | 1 | 0 | 10 | 19 | 14 | 23 | 6 | 0 | 0 | 0 | 0 | 73 |
| DB-Departure Bay | 0 | 0 | 0 | 0 | 6 | 9 | 25 | 26 | 28 | 14 | 9 | 3 | 0 | 2 | 122 |
| DL-Diver Lake | 0 | 0 | 0 | 3 | 9 | 4 | 17 | 14 | 8 | 5 | 1 | 0 | 1 | 0 | 62 |
| EX-Extension | 0 | 2 | 4 | 3 | 2 | 3 | 6 | 1 | 5 | 3 | 1 | 0 | 0 | 2 | 32 |
| HB-Hammond Bay | 0 | 0 | 0 | 1 | 0 | 0 | 2 | 7 | 18 | 13 | 4 | 6 | 2 | 10 | 63 |
| LZ-Lower Lantzville | 0 | 0 | 0 | 0 | 1 | 0 | 2 | 2 | 3 | 3 | 5 | 1 | 4 | 4 | 25 |
| NC-Central Nanaimo | 0 | 0 | 2 | 6 | 32 | 30 | 31 | 9 | 10 | 2 | 0 | 0 | 0 | 0 | 122 |
| NJ-North Jingle Pot | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 5 | 6 | 3 | 4 | 2 | 6 | 26 |
| NN-North Nanaimo | 0 | 0 | 0 | 3 | 6 | 6 | 17 | 33 | 73 | 60 | 45 | 35 | 12 | 26 | 316 |
| OC-Old City | 0 | 0 | 2 | 10 | 6 | 7 | 6 | 3 | 6 | 1 | 0 | 0 | 0 | 0 | 41 |
| PV-Pleasant Valley | 0 | 0 | 0 | 3 | 1 | 7 | 15 | 9 | 8 | 2 | 4 | 1 | 0 | 2 | 52 |
| SJ-South Jingle Pot | 0 | 1 | 1 | 0 | 0 | 3 | 4 | 7 | 12 | 16 | 2 | 3 | 0 | 0 | 49 |
| SN-South Nanaimo | 1 | 1 | 11 | 17 | 29 | 32 | 38 | 31 | 38 | 7 | 0 | 0 | 0 | 1 | 206 |
| UD-University District | 0 | 0 | 0 | 3 | 14 | 17 | 19 | 9 | 24 | 12 | 2 | 1 | 0 | 0 | 101 |
| UP-Uplands | 0 | 0 | 0 | 1 | 9 | 26 | 26 | 20 | 16 | 8 | 4 | 2 | 0 | 2 | 114 |
| UZ-Upper Lantzville | 0 | 0 | 0 | 0 | 1 | 2 | 4 | 7 | 5 | 4 | 1 | 3 | 0 | 1 | 28 |
| Zone 4 TOTALS | 1 | 5 | 25 | 63 | 121 | 167 | 249 | 212 | 311 | 180 | 92 | 63 | 21 | 63 | 1,573 |

Nanaimo - Single Family Sales by Subarea



Total Unconditional Sales January 1 to October 31, 2017 = 1,573

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 | 3 | -100% | 39 | 37 | 5% |
| Units Reported Sold | 4 | 2 | 100% | 32 | 30 | 7% |
| Sell/List Ratio | | 67% | | 82% | 81% | |
| Reported Sales Dollars | \$367,000 | \$150,400 | 144% | \$3,277,200 | \$2,411,400 | 36% |
| Average Sell Price / Unit | \$91,750 | \$75,200 | 22% | \$102,412 | \$80,380 | 27% |
| Median Sell Price | \$83,000 | | | \$98,000 | | |
| Sell Price / List Price | 93% | 95% | | 94% | 92% | |
| Days to Sell | 112 | 174 | -35% | 90 | 134 | -33% |
| Active Listings | 13 | 13 | | | | |
| Single Family | | | | | | |
| Units Listed | 5 | 4 | 25% | 74 | 92 | -20% |
| Units Reported Sold | 7 | 8 | -12% | 69 | 85 | -19% |
| Sell/List Ratio | 140% | 200% | | 93% | 92% | |
| Reported Sales Dollars | \$2,485,000 | \$2,523,100 | -2% | \$27,122,086 | \$26,265,830 | 3% |
| Average Sell Price / Unit | \$355,000 | \$315,388 | 13% | \$393,074 | \$309,010 | 27% |
| Median Sell Price | \$350,000 | | | \$350,000 | | |
| Sell Price / List Price | 92% | 102% | | 97% | 97% | |
| Days to Sell | 19 | 25 | -25% | 52 | 71 | -27% |
| Active Listings | 9 | 16 | | | | |

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

