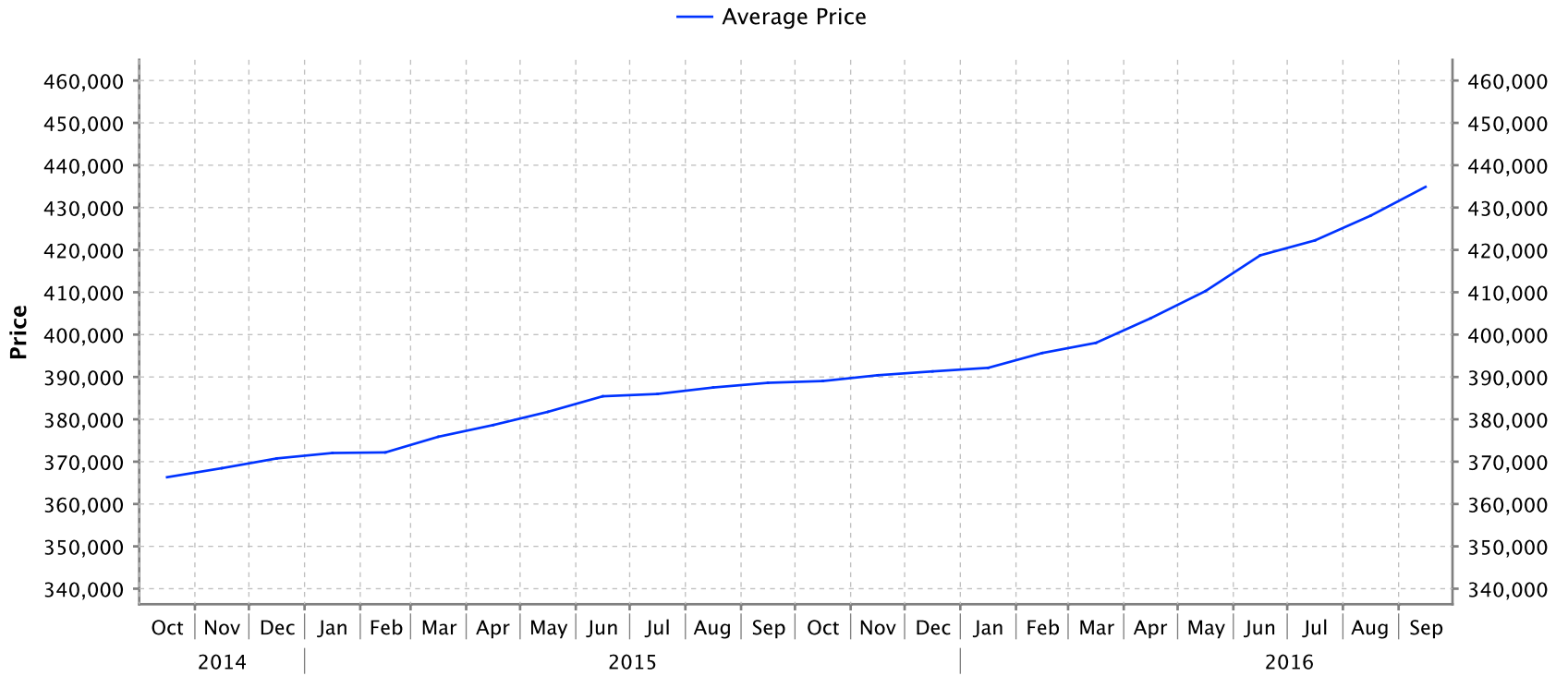


# Nanaimo

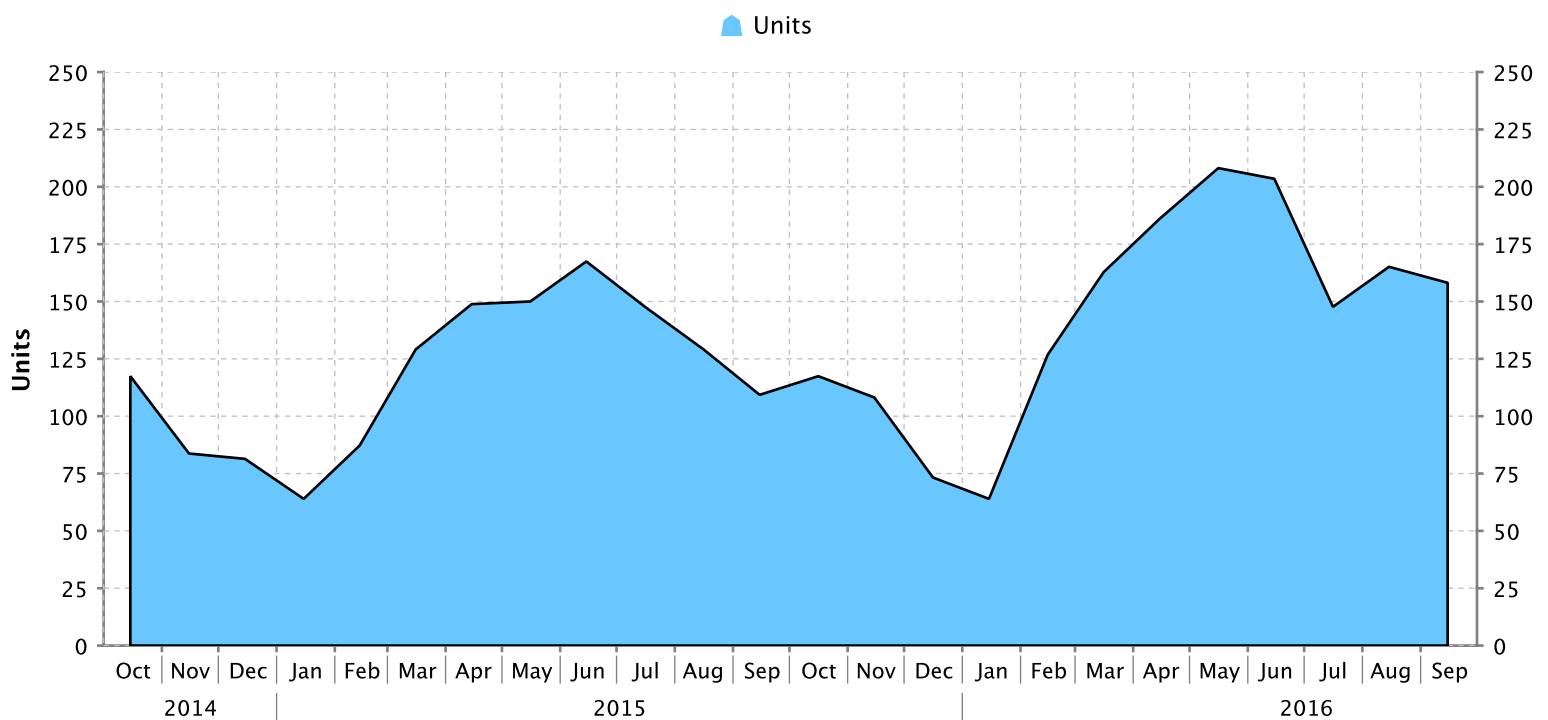
## as at September 30, 2016

### 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	8	10	-20%	182	188	-3%
Units Reported Sold	16	7	129%	153	133	15%
Sell/List Ratio	200%	70%		84%	71%	
Reported Sales Dollars	\$3,030,400	\$1,305,800	132%	\$26,915,251	\$21,512,922	25%
Average Sell Price / Unit	\$189,400	\$186,543	2%	\$175,917	\$161,751	9%
Median Sell Price	\$174,250			\$159,900		
Sell Price / List Price	106%	96%		99%	95%	
Days to Sell	142	185	-23%	184	193	-5%
Active Listings	60	118				
<b>Single Family</b>						
Units Listed	182	173	5%	2,108	2,168	-3%
Units Reported Sold	158	109	45%	1,714	1,409	22%
Sell/List Ratio	87%	63%		81%	65%	
Reported Sales Dollars	\$75,317,208	\$42,706,571	76%	\$745,394,116	\$547,562,226	36%
Average Sell Price / Unit	\$476,691	\$391,803	22%	\$434,886	\$388,618	12%
Median Sell Price	\$421,000			\$400,000		
Sell Price / List Price	98%	96%		98%	97%	
Days to Sell	24	37	-36%	33	42	-22%
Active Listings	233	439				
<b>Condos (Apt)</b>						
Units Listed	39	35	11%	476	499	-5%
Units Reported Sold	30	28	7%	400	270	48%
Sell/List Ratio	77%	80%		84%	54%	
Reported Sales Dollars	\$8,139,260	\$6,569,287	24%	\$93,876,608	\$59,464,820	58%
Average Sell Price / Unit	\$271,309	\$234,617	16%	\$234,692	\$220,240	7%
Median Sell Price	\$245,000			\$223,840		
Sell Price / List Price	97%	97%		98%	96%	
Days to Sell	42	99	-58%	87	89	-2%
Active Listings	67	157				
<b>Condos (Patio)</b>						
Units Listed	1	5	-80%	84	76	11%
Units Reported Sold	3	4	-25%	72	62	16%
Sell/List Ratio	300%	80%		86%	82%	
Reported Sales Dollars	\$1,048,900	\$946,400	11%	\$21,087,257	\$17,619,280	20%
Average Sell Price / Unit	\$349,633	\$236,600	48%	\$292,879	\$284,182	3%
Median Sell Price	\$336,000			\$310,000		
Sell Price / List Price	100%	97%		98%	97%	
Days to Sell	21	11	84%	24	44	-45%
Active Listings	9	8				
<b>Condos (Twnhse)</b>						
Units Listed	23	19	21%	352	290	21%
Units Reported Sold	27	18	50%	276	199	39%
Sell/List Ratio	117%	95%		78%	69%	
Reported Sales Dollars	\$7,666,394	\$4,597,737	67%	\$75,093,896	\$53,167,420	41%
Average Sell Price / Unit	\$283,941	\$255,430	11%	\$272,079	\$267,173	2%
Median Sell Price	\$251,000			\$259,000		
Sell Price / List Price	98%	95%		98%	97%	
Days to Sell	23	68	-67%	37	73	-49%
Active Listings	53	62				

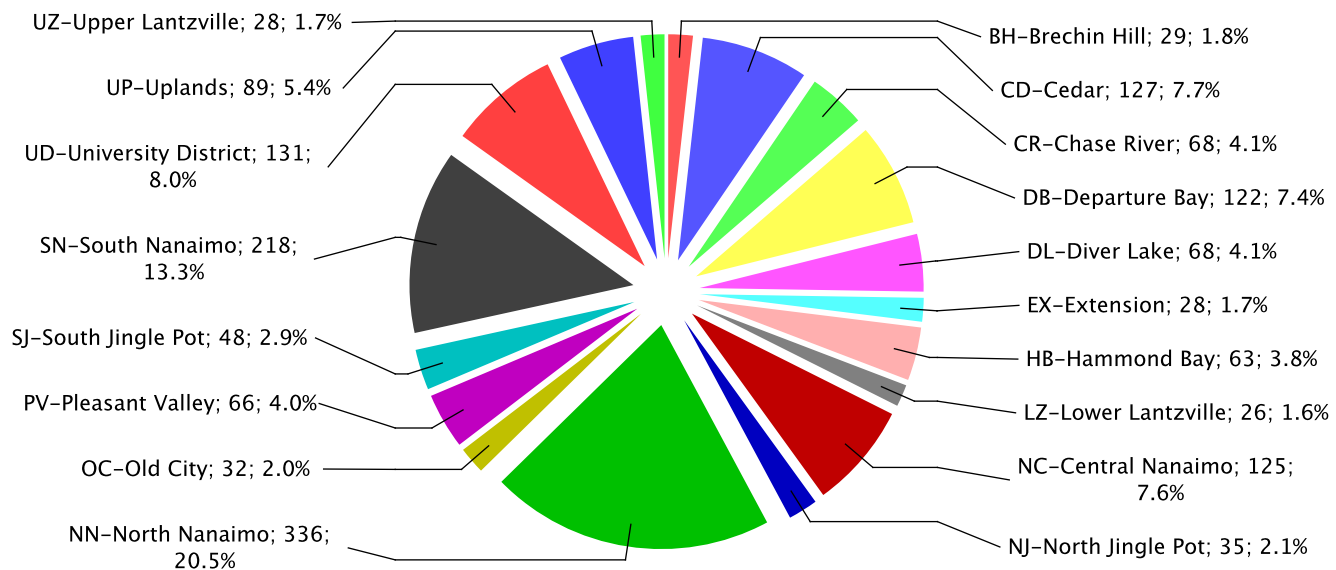
**PLEASE NOTE: SINGLE FAMILY** property does NOT INCLUDE acreage with house, condominiums, duplex/triplex, mobile homes/on pad, single family waterfront or single family strata. **LOTS** do NOT INCLUDE acreage or waterfront acreage.

# MLS® Single Family Sales Analysis

Unconditional Sales from January 1 to Sep 30, 2016

	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	5	6	11	2	1	3	0	1	0	0	0	29
CD-Cedar	3	7	4	11	15	15	13	10	23	12	3	1	2	8	127
CR-Chase River	0	0	0	1	16	11	15	10	12	3	0	0	0	0	68
DB-Departure Bay	0	0	0	4	12	29	20	18	17	12	2	5	1	2	122
DL-Diver Lake	0	1	3	5	12	25	6	8	5	3	0	0	0	0	68
EX-Extension	1	1	1	4	8	1	7	2	1	1	1	0	0	0	28
HB-Hammond Bay	0	0	1	0	3	3	8	4	16	7	10	3	3	5	63
LZ-Lower Lantzville	0	0	0	0	1	4	3	4	3	3	4	2	1	1	26
NC-Central Nanaimo	0	0	7	40	40	19	15	4	0	0	0	0	0	0	125
NJ-North Jingle Pot	0	0	0	0	0	3	1	2	10	9	3	1	1	5	35
NN-North Nanaimo	0	0	1	7	9	29	41	38	75	59	36	19	6	16	336
OC-Old City	1	2	6	6	5	7	1	2	1	0	1	0	0	0	32
PV-Pleasant Valley	0	0	3	3	12	8	12	9	14	2	2	0	0	1	66
SJ-South Jingle Pot	0	1	2	0	6	10	10	3	5	8	2	0	0	1	48
SN-South Nanaimo	0	6	19	42	59	39	32	14	3	2	2	0	0	0	218
UD-University District	0	4	8	27	25	17	13	9	18	9	0	1	0	0	131
UP-Uplands	0	0	2	10	21	19	15	12	3	3	2	0	1	1	89
UZ-Upper Lantzville	0	0	2	1	3	5	0	4	4	4	2	1	1	1	28
<b>Zone 4 TOTALS</b>	<b>5</b>	<b>22</b>	<b>59</b>	<b>166</b>	<b>253</b>	<b>255</b>	<b>214</b>	<b>154</b>	<b>213</b>	<b>137</b>	<b>71</b>	<b>33</b>	<b>16</b>	<b>41</b>	<b>1,639</b>

## Nanaimo - Single Family Sales by Subarea



Total Unconditional Sales January 1 to September 30, 2016 = 1,639

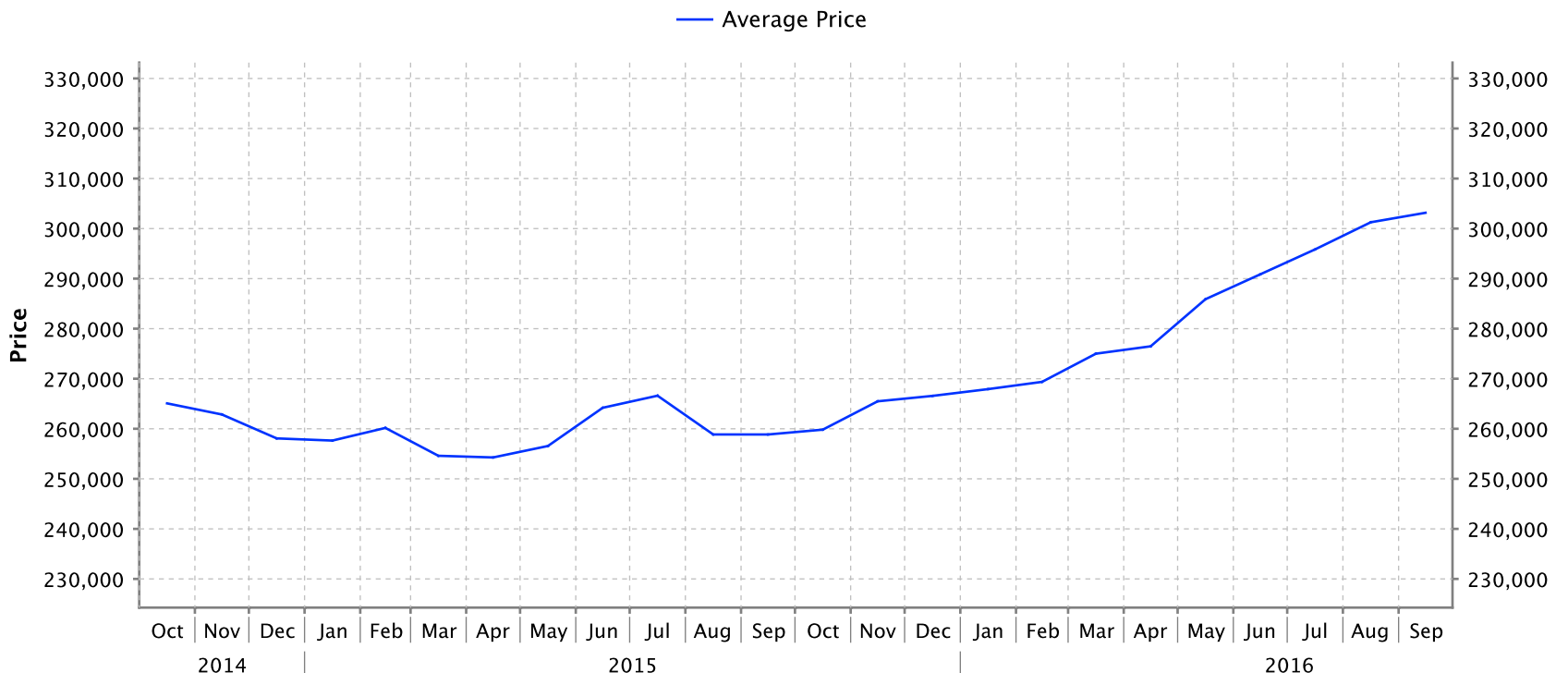
# GABRIOLA ISLAND

## 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	4	0		34	32	6%
Units Reported Sold	1	0		28	12	133%
Sell/List Ratio	25%			82%	38%	
Reported Sales Dollars	\$69,000	\$0		\$2,261,000	\$1,004,900	125%
Average Sell Price / Unit	\$69,000			\$80,750	\$83,742	-4%
Median Sell Price	\$69,000			\$70,000		
Sell Price / List Price	78%			92%	84%	
Days to Sell	42			131	191	-32%
Active Listings	14	21				
<b>Single Family</b>						
Units Listed	9	8	12%	93	82	13%
Units Reported Sold	2	5	-60%	83	50	66%
Sell/List Ratio	22%	62%		89%	61%	
Reported Sales Dollars	\$737,000	\$1,483,000	-50%	\$25,162,430	\$12,943,050	94%
Average Sell Price / Unit	\$368,500	\$296,600	24%	\$303,162	\$258,861	17%
Median Sell Price	\$402,000			\$320,000		
Sell Price / List Price	99%	95%		97%	94%	
Days to Sell	104	212	-51%	84	108	-22%
Active Listings	21	31				

**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



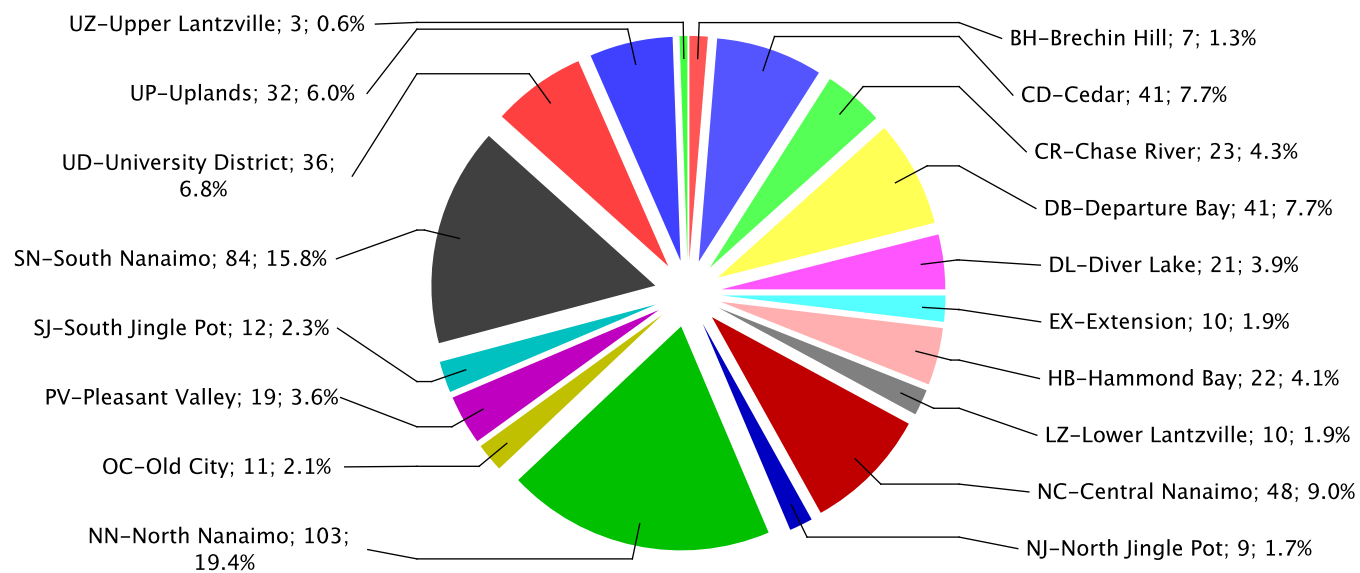
## 3rd Quarter 2016

### MLS® Single Family Sales Analysis

Unconditional Sales from July 1 to Sep 30, 2016

	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	3	1	3	0	0	0	0	0	0	0	0	7
CD-Cedar	1	4	2	2	2	4	7	5	9	3	1	0	0	1	41
CR-Chase River	0	0	0	0	3	3	4	5	7	1	0	0	0	0	23
DB-Departure Bay	0	0	0	0	2	9	8	6	7	5	1	3	0	0	41
DL-Diver Lake	0	0	1	2	1	6	3	4	2	2	0	0	0	0	21
EX-Extension	1	0	1	2	0	1	2	2	0	1	0	0	0	0	10
HB-Hammond Bay	0	0	0	0	2	2	1	1	5	3	6	0	0	2	22
LZ-Lower Lantzville	0	0	0	0	0	1	1	1	2	1	2	0	1	1	10
NC-Central Nanaimo	0	0	1	12	16	6	11	2	0	0	0	0	0	0	48
NJ-North Jingle Pot	0	0	0	0	0	3	0	1	3	0	0	0	1	1	9
NN-North Nanaimo	0	0	0	4	3	7	8	12	21	19	11	7	3	8	103
OC-Old City	0	1	2	3	0	3	0	1	0	0	1	0	0	0	11
PV-Pleasant Valley	0	0	0	1	2	0	6	2	7	0	0	0	0	1	19
SJ-South Jingle Pot	0	1	0	0	0	1	5	0	1	2	1	0	0	1	12
SN-South Nanaimo	0	5	7	14	27	14	7	6	2	1	1	0	0	0	84
UD-University District	0	1	1	10	7	4	2	1	6	3	0	1	0	0	36
UP-Uplands	0	0	0	5	5	9	5	6	1	1	0	0	0	0	32
UZ-Upper Lantzville	0	0	0	0	0	0	0	1	1	0	1	0	0	0	3
<b>Zone 4 TOTALS</b>	<b>2</b>	<b>12</b>	<b>15</b>	<b>58</b>	<b>71</b>	<b>76</b>	<b>70</b>	<b>56</b>	<b>74</b>	<b>42</b>	<b>25</b>	<b>11</b>	<b>5</b>	<b>15</b>	<b>532</b>

### Nanaimo - Single Family Sales by Subarea



Total Unconditional Sales July 1 to September 30, 2016 = 532