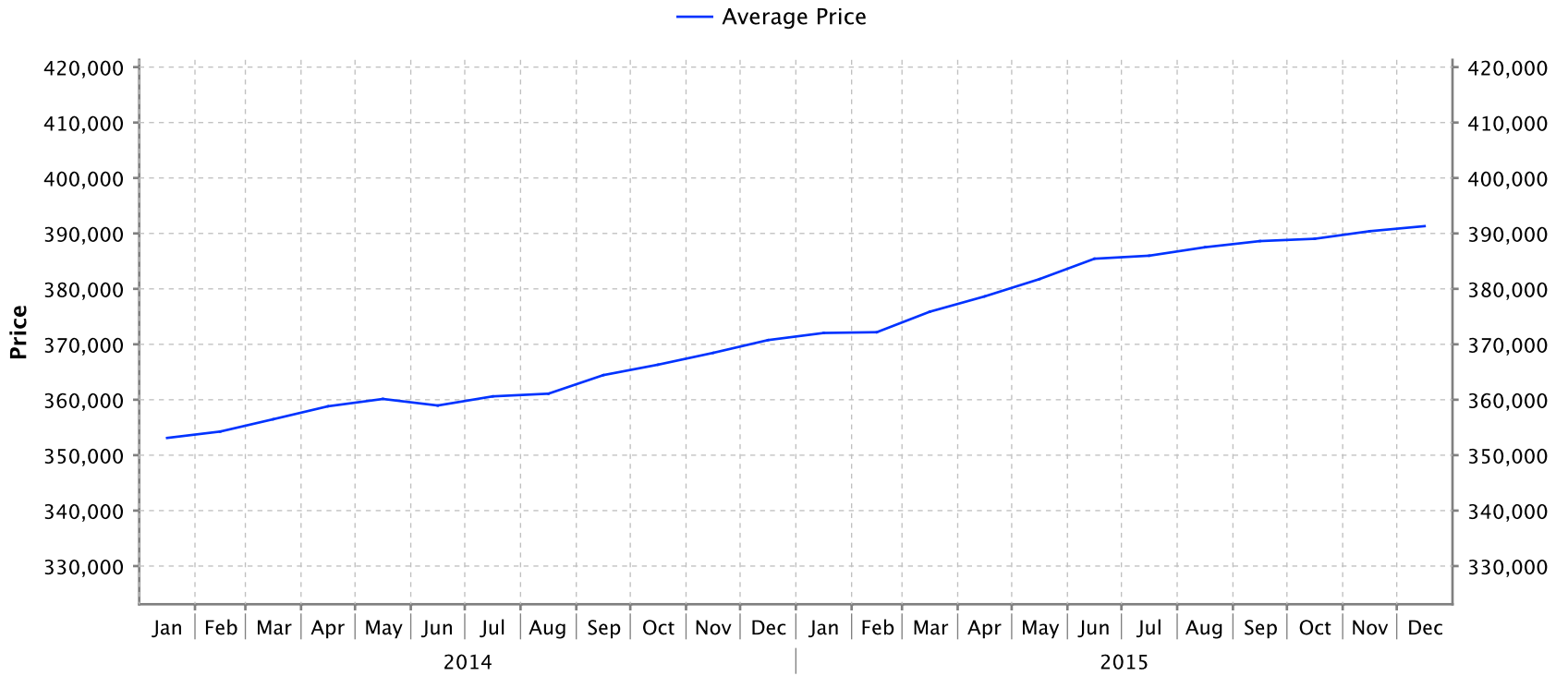


# Nanaimo

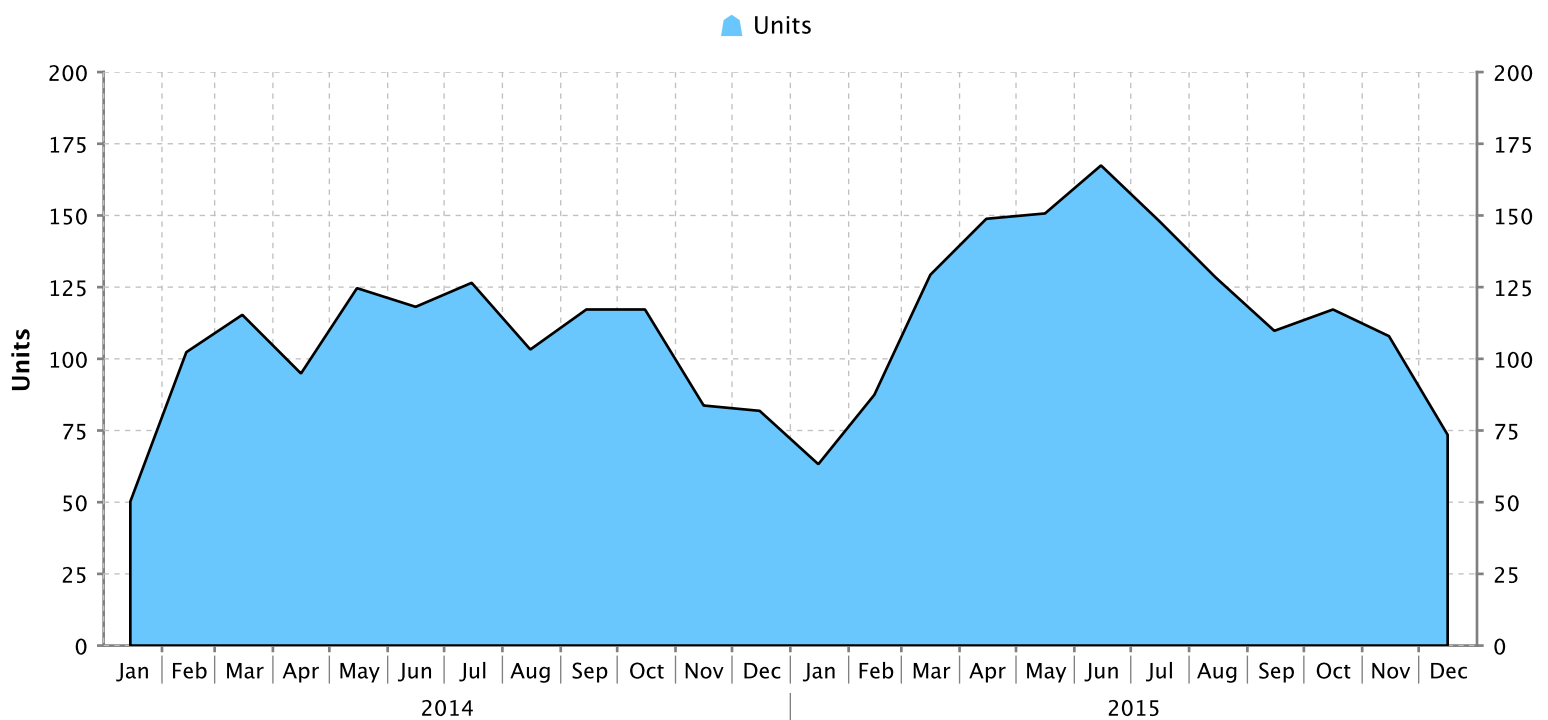
## as at December 31, 2015

### 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	9	5	80%	200	311	-36%
Units Reported Sold	5	9	-44%	117	134	-13%
Sell/List Ratio	56%	180%		58%	43%	
Reported Sales Dollars	\$912,900	\$1,573,900	-42%	\$18,769,922	\$22,268,600	-16%
Average Sell Price / Unit	\$182,580	\$174,878	4%	\$160,427	\$166,184	-3%
Median Sell Price	\$176,000			\$156,000		
Sell Price / List Price	94%	94%		95%	95%	
Days to Sell	63	260	-76%	203	149	36%
Active Listings	117	141				
<b>Single Family</b>						
Units Listed	63	89	-29%	2,127	2,061	3%
Units Reported Sold	73	81	-10%	1,425	1,230	16%
Sell/List Ratio	116%	91%		67%	60%	
Reported Sales Dollars	\$29,468,524	\$31,294,503	-6%	\$557,620,451	\$456,035,046	22%
Average Sell Price / Unit	\$403,678	\$386,352	4%	\$391,313	\$370,760	6%
Median Sell Price	\$397,000			\$369,900		
Sell Price / List Price	97%	96%		97%	97%	
Days to Sell	58	65	-11%	41	49	-16%
Active Listings	252	312				
<b>Condos (Apt)</b>						
Units Listed	20	20	0%	433	508	-15%
Units Reported Sold	15	10	50%	280	221	27%
Sell/List Ratio	75%	50%		65%	44%	
Reported Sales Dollars	\$3,312,441	\$2,361,287	40%	\$62,203,892	\$47,509,339	31%
Average Sell Price / Unit	\$220,829	\$236,129	-6%	\$222,157	\$214,974	3%
Median Sell Price	\$206,900			\$210,940		
Sell Price / List Price	99%	96%		315%	95%	
Days to Sell	204	43	375%	99	86	16%
Active Listings	124	181				
<b>Condos (Patio)</b>						
Units Listed	4	4	0%	75	68	10%
Units Reported Sold	2	2	0%	59	54	9%
Sell/List Ratio	50%	50%		79%	79%	
Reported Sales Dollars	\$657,000	\$578,000	14%	\$16,279,800	\$15,416,280	6%
Average Sell Price / Unit	\$328,500	\$289,000	14%	\$275,929	\$285,487	-3%
Median Sell Price	\$393,000			\$283,000		
Sell Price / List Price	97%	96%		97%	97%	
Days to Sell	40	112	-65%	40	75	-47%
Active Listings	6	12				
<b>Condos (Twnhse)</b>						
Units Listed	20	9	122%	308	314	-2%
Units Reported Sold	12	12	0%	207	175	18%
Sell/List Ratio	60%	133%		67%	56%	
Reported Sales Dollars	\$2,969,600	\$3,028,800	-2%	\$53,280,277	\$45,683,266	17%
Average Sell Price / Unit	\$247,467	\$252,400	-2%	\$257,393	\$261,047	-1%
Median Sell Price	\$244,900			\$244,000		
Sell Price / List Price	100%	94%		97%	96%	
Days to Sell	31	81	-62%	62	86	-28%
Active Listings	50	61				

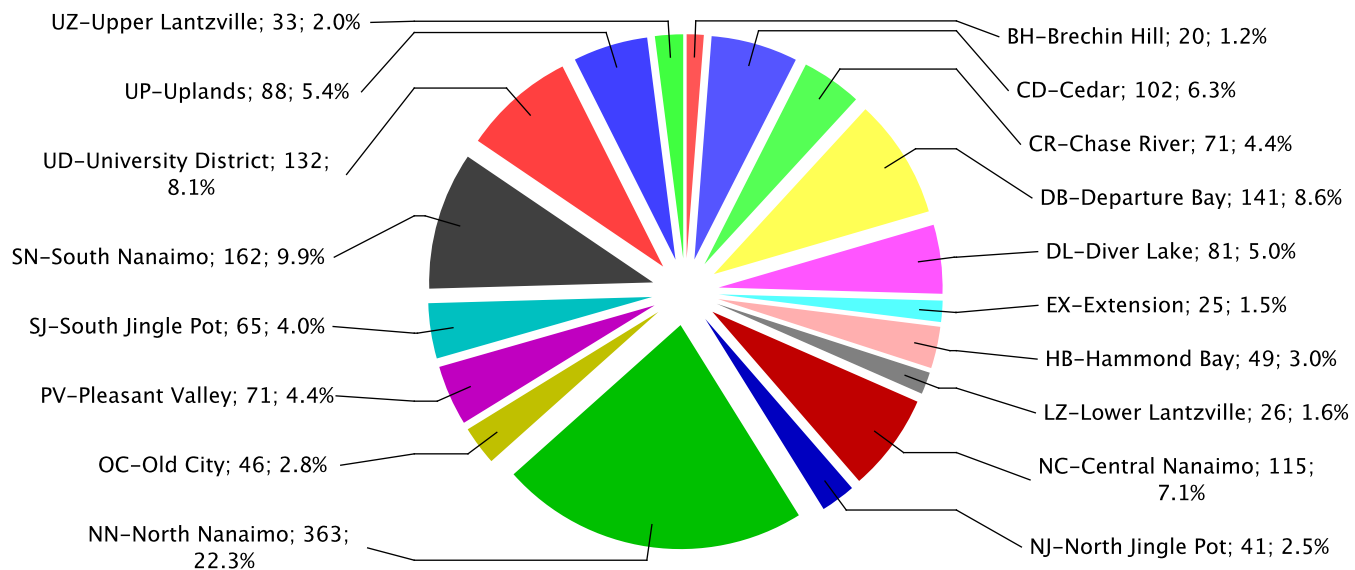
**PLEASE NOTE: SINGLE FAMILY** property does NOT INCLUDE acreage with house, condominiums, duplex/triplex, mobile homes/on pad, single family waterfront or single family strata. **LOTS** do NOT INCLUDE acreage or waterfront acreage.

# MLS® Single Family Sales Analysis

Unconditional Sales from January 1 to Dec 31, 2015

	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	3	3	7	4	0	1	1	0	1	0	0	0	20
CD-Cedar	2	3	7	12	20	18	11	8	10	6	2	3	0	0	102
CR-Chase River	0	2	5	7	14	21	14	6	2	0	0	0	0	0	71
DB-Departure Bay	0	1	1	13	39	32	22	11	16	6	0	0	0	0	141
DL-Diver Lake	0	1	4	15	25	15	3	13	5	0	0	0	0	0	81
EX-Extension	2	1	2	4	3	2	3	4	3	0	1	0	0	0	25
HB-Hammond Bay	0	1	1	0	5	9	8	7	5	5	3	2	1	2	49
LZ-Lower Lantzville	0	0	1	0	1	5	3	6	3	1	1	3	1	1	26
NC-Central Nanaimo	0	6	21	34	36	11	4	2	1	0	0	0	0	0	115
NJ-North Jingle Pot	0	0	0	2	1	5	6	1	8	7	5	3	2	1	41
NN-North Nanaimo	0	2	4	8	25	74	58	46	69	42	12	10	5	8	363
OC-Old City	2	7	9	9	8	5	1	2	3	0	0	0	0	0	46
PV-Pleasant Valley	0	2	2	7	16	17	15	4	6	1	0	1	0	0	71
SJ-South Jingle Pot	1	0	2	1	20	14	8	8	8	2	1	0	0	0	65
SN-South Nanaimo	5	12	31	37	46	16	12	3	0	0	0	0	0	0	162
UD-University District	1	6	17	27	21	10	23	13	12	0	2	0	0	0	132
UP-Uplands	0	0	2	12	34	23	6	1	5	0	1	1	0	3	88
UZ-Upper Lantzville	0	0	0	2	1	4	9	3	7	5	2	0	0	0	33
<b>Zone 4 TOTALS</b>	<b>13</b>	<b>44</b>	<b>112</b>	<b>193</b>	<b>322</b>	<b>285</b>	<b>206</b>	<b>139</b>	<b>164</b>	<b>75</b>	<b>31</b>	<b>23</b>	<b>9</b>	<b>15</b>	<b>1,631</b>

## Nanaimo - Single Family Sales by Subarea



Total Unconditional Sales January 1 to December 31, 2015 = 1,631

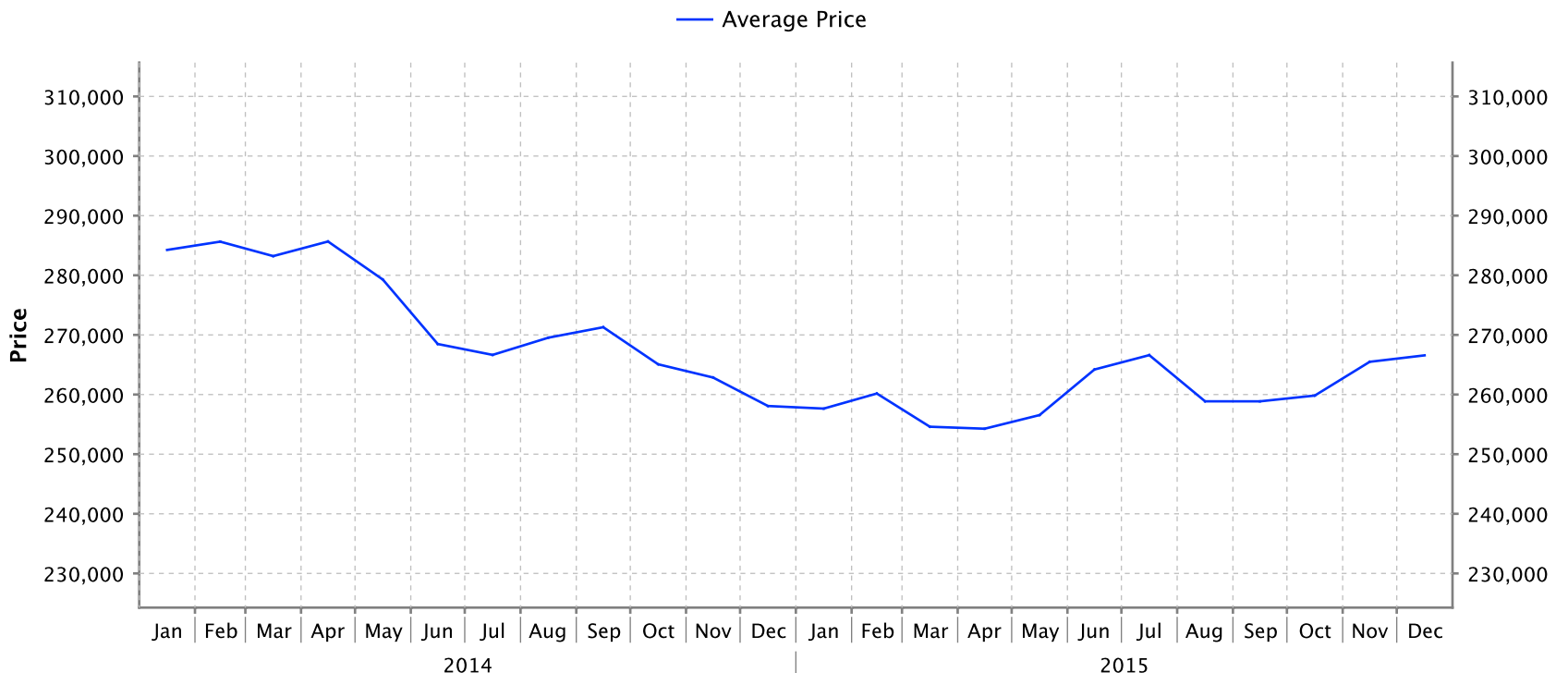
# GABRIOLA ISLAND

## 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	0	1	-100%	29	37	-22%
Units Reported Sold	1	2	-50%	13	14	-7%
Sell/List Ratio		200%		45%	38%	
Reported Sales Dollars	\$70,000	\$280,000	-75%	\$890,900	\$1,335,500	-33%
Average Sell Price / Unit	\$70,000	\$140,000	-50%	\$68,531	\$95,393	-28%
Median Sell Price	\$70,000			\$70,000		
Sell Price / List Price	88%	83%		86%	82%	
Days to Sell	84	266	-68%	177	173	2%
Active Listings	13	17				
<b>Single Family</b>						
Units Listed	0	4	-100%	79	83	-5%
Units Reported Sold	1	2	-50%	54	40	35%
Sell/List Ratio		50%		68%	48%	
Reported Sales Dollars	\$300,000	\$507,000	-41%	\$14,394,850	\$10,323,075	39%
Average Sell Price / Unit	\$300,000	\$253,500	18%	\$266,571	\$258,077	3%
Median Sell Price	\$300,000			\$272,000		
Sell Price / List Price	94,044%	82%		1,834%	91%	
Days to Sell	272	156	74%	109	124	-12%
Active Listings	22	20				

**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



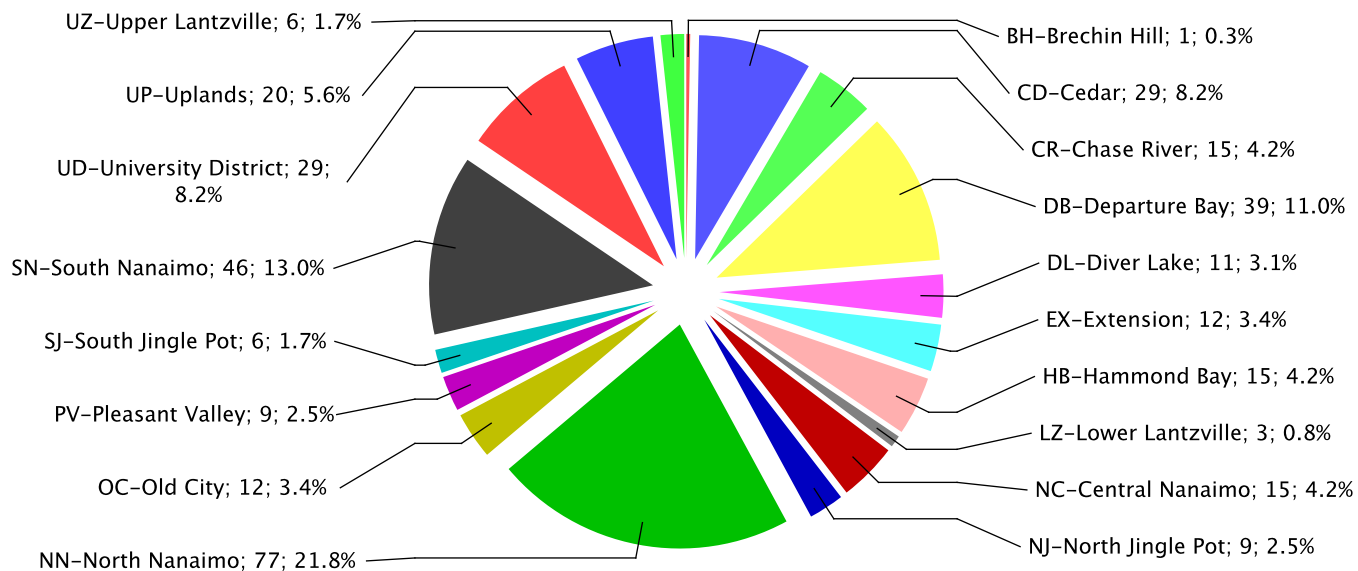
# 4th Quarter 2015

## MLS® Single Family Sales Analysis

### Unconditional Sales from October 1 to Dec 31, 2015

	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	1	0	0	0	0	0	0	0	0	0	0	0	1
CD-Cedar	0	1	2	3	5	6	4	1	2	3	0	2	0	0	29
CR-Chase River	0	0	1	1	4	5	3	0	1	0	0	0	0	0	15
DB-Departure Bay	0	0	1	5	12	4	7	4	5	1	0	0	0	0	39
DL-Diver Lake	0	0	1	1	4	1	0	3	1	0	0	0	0	0	11
EX-Extension	0	0	1	1	2	2	2	2	2	0	0	0	0	0	12
HB-Hammond Bay	0	0	1	0	2	2	2	2	2	1	0	1	1	1	15
LZ-Lower Lantzville	0	0	0	0	0	1	0	2	0	0	0	0	0	0	3
NC-Central Nanaimo	0	0	2	2	5	5	0	0	1	0	0	0	0	0	15
NJ-North Jingle Pot	0	0	0	0	1	1	3	0	2	0	2	0	0	0	9
NN-North Nanaimo	0	0	0	1	5	19	13	10	11	10	4	1	1	2	77
OC-Old City	0	3	1	4	3	1	0	0	0	0	0	0	0	0	12
PV-Pleasant Valley	0	0	0	1	0	2	3	0	3	0	0	0	0	0	9
SJ-South Jingle Pot	0	0	0	1	2	1	0	1	0	1	0	0	0	0	6
SN-South Nanaimo	2	3	6	11	10	8	4	2	0	0	0	0	0	0	46
UD-University District	0	2	3	6	6	4	3	2	3	0	0	0	0	0	29
UP-Uplands	0	0	0	5	6	4	2	0	2	0	0	1	0	0	20
UZ-Upper Lantzville	0	0	0	0	0	1	2	0	2	0	1	0	0	0	6
<b>Zone 4 TOTALS</b>	<b>2</b>	<b>9</b>	<b>20</b>	<b>42</b>	<b>67</b>	<b>67</b>	<b>48</b>	<b>29</b>	<b>37</b>	<b>16</b>	<b>7</b>	<b>5</b>	<b>2</b>	<b>3</b>	<b>354</b>

### Nanaimo - Single Family Sales by Subarea



Total Unconditional Sales October 1 to December 31, 2015 = 354