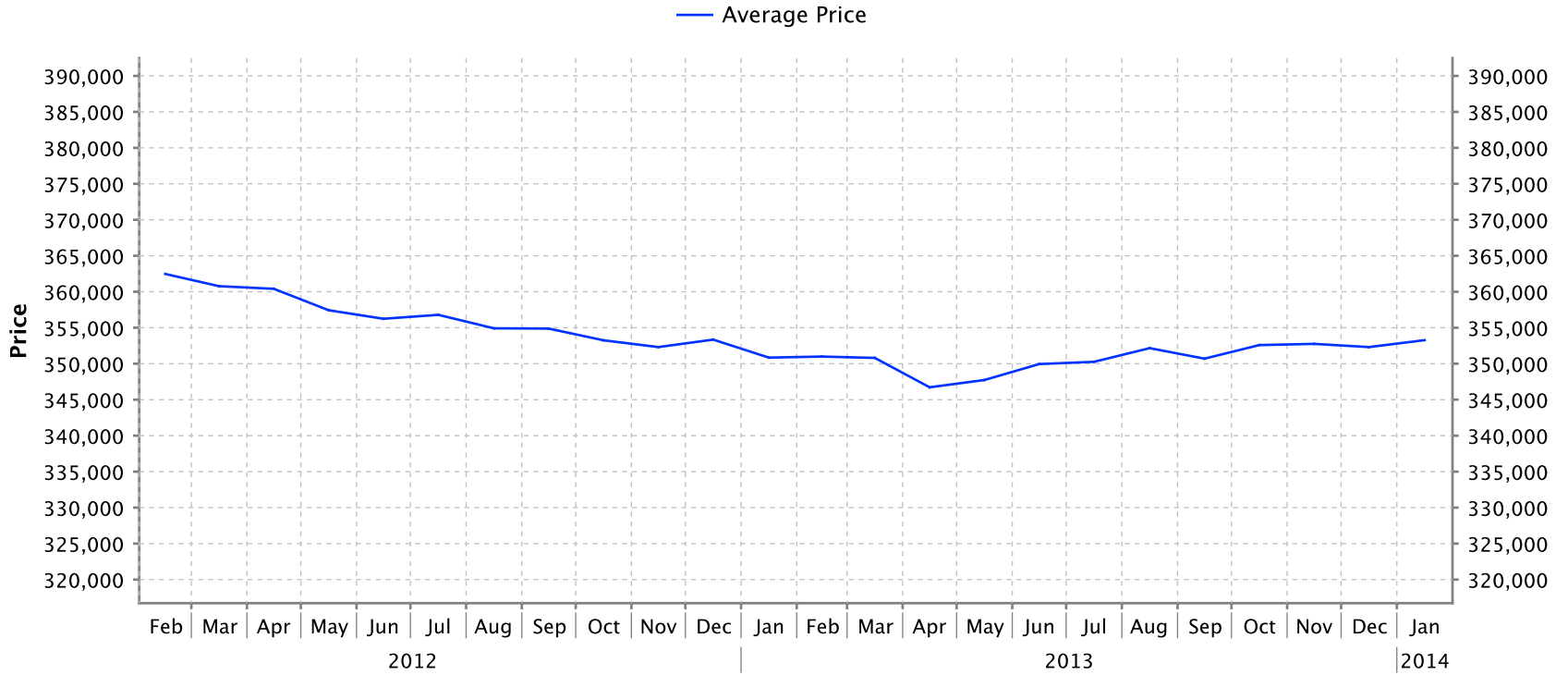


Nanaimo

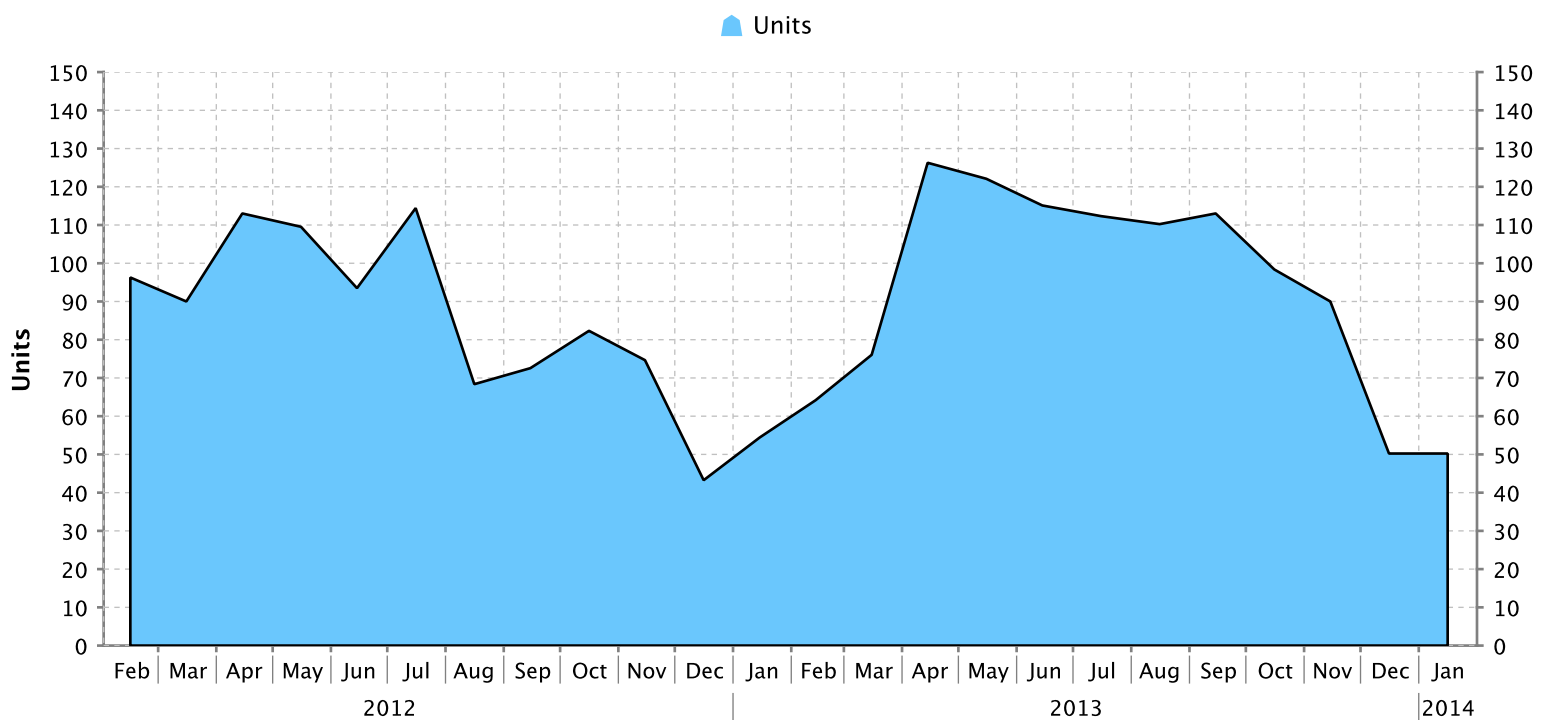
as at January 31, 2014

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 | 64 | 36 | 78% | 337 | 256 | 32% |
| Units Reported Sold | 4 | 4 | 0% | 64 | 62 | 3% |
| Sell/List Ratio | 6% | 11% | | 19% | 24% | |
| Reported Sales Dollars | \$652,900 | \$545,000 | 20% | \$10,013,198 | \$9,431,138 | 6% |
| Average Sell Price / Unit | \$163,225 | \$136,250 | 20% | \$156,456 | \$152,115 | 3% |
| Median Sell Price | \$171,500 | | | \$162,000 | | |
| Sell Price / List Price | 98% | 95% | | 95% | 92% | |
| Days to Sell | 185 | 79 | 134% | 111 | 104 | 6% |
| Active Listings | 199 | 147 | | | | |
| Single Family | | | | | | |
| Units Listed | 161 | 129 | 25% | 2,029 | 2,183 | -7% |
| Units Reported Sold | 50 | 54 | -7% | 1,126 | 1,008 | 12% |
| Sell/List Ratio | 31% | 42% | | 55% | 46% | |
| Reported Sales Dollars | \$16,698,375 | \$17,021,598 | -2% | \$397,785,749 | \$353,653,206 | 12% |
| Average Sell Price / Unit | \$333,968 | \$315,215 | 6% | \$353,273 | \$350,846 | 1% |
| Median Sell Price | \$318,000 | | | \$339,000 | | |
| Sell Price / List Price | 96% | 94% | | 96% | 95% | |
| Days to Sell | 70 | 65 | 7% | 56 | 54 | 4% |
| Active Listings | 404 | 418 | | | | |
| Condos (Apt) | | | | | | |
| Units Listed | 28 | 38 | -26% | 449 | 619 | -27% |
| Units Reported Sold | 10 | 4 | 150% | 180 | 184 | -2% |
| Sell/List Ratio | 36% | 11% | | 40% | 30% | |
| Reported Sales Dollars | \$1,815,045 | \$624,000 | 191% | \$39,180,651 | \$37,792,368 | 4% |
| Average Sell Price / Unit | \$181,504 | \$156,000 | 16% | \$217,670 | \$205,393 | 6% |
| Median Sell Price | \$195,000 | | | \$202,000 | | |
| Sell Price / List Price | 95% | 90% | | 94% | 93% | |
| Days to Sell | 104 | 84 | 24% | 83 | 83 | -0% |
| Active Listings | 148 | 180 | | | | |
| Condos (Patio) | | | | | | |
| Units Listed | 6 | 9 | -33% | 80 | 113 | -29% |
| Units Reported Sold | 1 | 4 | -75% | 61 | 56 | 9% |
| Sell/List Ratio | 17% | 44% | | 76% | 50% | |
| Reported Sales Dollars | \$391,140 | \$967,900 | -60% | \$17,138,890 | \$14,581,717 | 18% |
| Average Sell Price / Unit | \$391,140 | \$241,975 | 62% | \$280,965 | \$260,388 | 8% |
| Median Sell Price | \$391,140 | | | \$282,000 | | |
| Sell Price / List Price | 104% | 95% | | 97% | 96% | |
| Days to Sell | 88 | 138 | -36% | 70 | 64 | 10% |
| Active Listings | 19 | 33 | | | | |
| Condos (Twnhse) | | | | | | |
| Units Listed | 27 | 41 | -34% | 371 | 417 | -11% |
| Units Reported Sold | 13 | 9 | 44% | 176 | 142 | 24% |
| Sell/List Ratio | 48% | 22% | | 47% | 34% | |
| Reported Sales Dollars | \$3,682,450 | \$1,910,300 | 93% | \$44,713,996 | \$34,826,525 | 28% |
| Average Sell Price / Unit | \$283,265 | \$212,256 | 33% | \$254,057 | \$245,257 | 4% |
| Median Sell Price | \$260,000 | | | \$232,000 | | |
| Sell Price / List Price | 97% | 96% | | 101% | 96% | |
| Days to Sell | 86 | 49 | 75% | 65 | 62 | 5% |
| Active Listings | 93 | 111 | | | | |

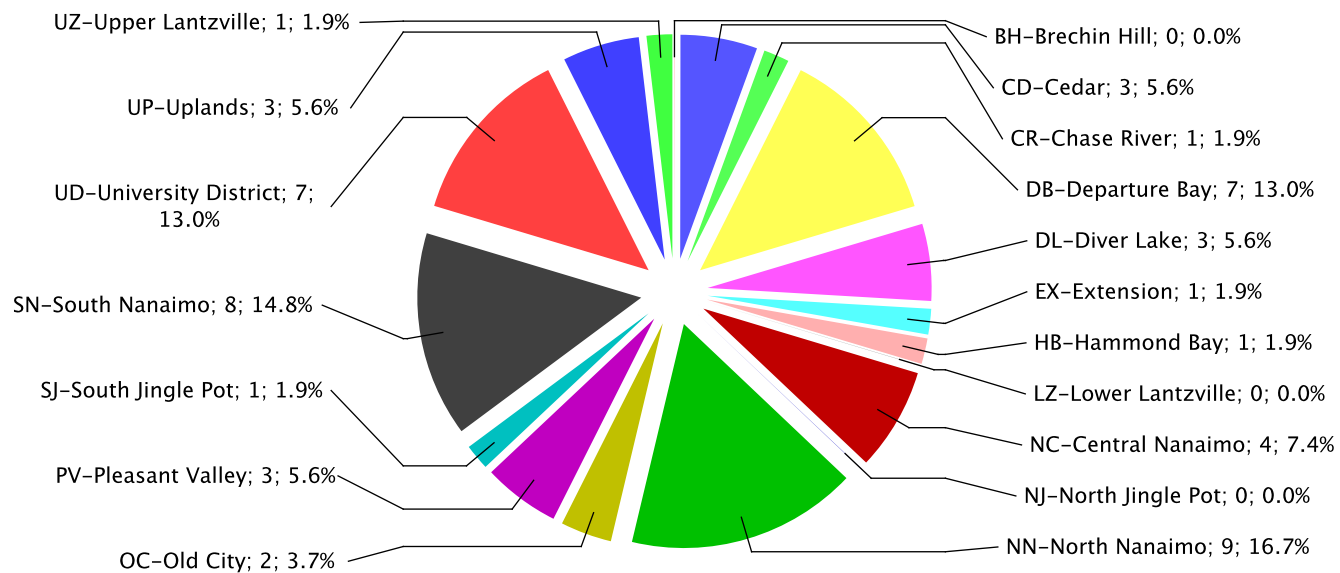
PLEASE NOTE: SINGLE FAMILY property does NOT INCLUDE acreage with house, condominiums, duplex/triplex, mobile homes/on pad, single family waterfront or single family strata. **LOTS** do NOT INCLUDE acreage or waterfront acreage.

MLS® Single Family Sales Analysis

Unconditional Sales from January 1 to Jan 31, 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 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| CD-Cedar | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 2 | 0 | 0 | 0 | 0 | 0 | 0 | 3 |
| CR-Chase River | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| DB-Departure Bay | 0 | 0 | 1 | 4 | 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 7 |
| DL-Diver Lake | 0 | 0 | 0 | 1 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3 |
| EX-Extension | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| HB-Hammond Bay | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 |
| LZ-Lower Lantzville | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| NC-Central Nanaimo | 0 | 0 | 2 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 4 |
| NJ-North Jingle Pot | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| NN-North Nanaimo | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 2 | 2 | 1 | 1 | 0 | 0 | 0 | 9 |
| OC-Old City | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 |
| PV-Pleasant Valley | 0 | 0 | 1 | 0 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3 |
| SJ-South Jingle Pot | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| SN-South Nanaimo | 0 | 2 | 3 | 1 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 8 |
| UD-University District | 1 | 0 | 1 | 0 | 2 | 1 | 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 7 |
| UP-Uplands | 0 | 0 | 0 | 2 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3 |
| UZ-Upper Lantzville | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| Zone 4 TOTALS | 1 | 4 | 9 | 9 | 10 | 6 | 5 | 5 | 2 | 1 | 1 | 0 | 0 | 1 | 54 |

Nanaimo - Single Family Sales by Subarea



Total Unconditional Sales January 1 to January 31, 2014 = 54

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 | 6 | 2 | 200% | 28 | 39 | -28% |
| Units Reported Sold | 0 | 1 | -100% | 8 | 11 | -27% |
| Sell/List Ratio | 0% | 50% | | 29% | 28% | |
| Reported Sales Dollars | \$0 | \$129,000 | -100% | \$800,125 | \$1,085,500 | -26% |
| Average Sell Price / Unit | | \$129,000 | | \$100,016 | \$98,682 | 1% |
| Median Sell Price | | | | \$122,000 | | |
| Sell Price / List Price | | 76% | | 91% | 85% | |
| Days to Sell | | 501 | | 168 | 225 | -25% |
| Active Listings | 25 | 24 | | | | |
| Single Family | | | | | | |
| Units Listed | 9 | 11 | -18% | 106 | 128 | -17% |
| Units Reported Sold | 1 | 1 | 0% | 56 | 34 | 65% |
| Sell/List Ratio | 11% | 9% | | 53% | 27% | |
| Reported Sales Dollars | \$275,000 | \$575,000 | -52% | \$15,918,020 | \$9,558,249 | 67% |
| Average Sell Price / Unit | \$275,000 | \$575,000 | -52% | \$284,250 | \$281,125 | 1% |
| Median Sell Price | \$275,000 | | | \$278,000 | | |
| Sell Price / List Price | 97% | 101% | | 93% | 94% | |
| Days to Sell | 46 | 69 | -33% | 91 | 107 | -15% |
| Active Listings | 36 | 48 | | | | |

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

