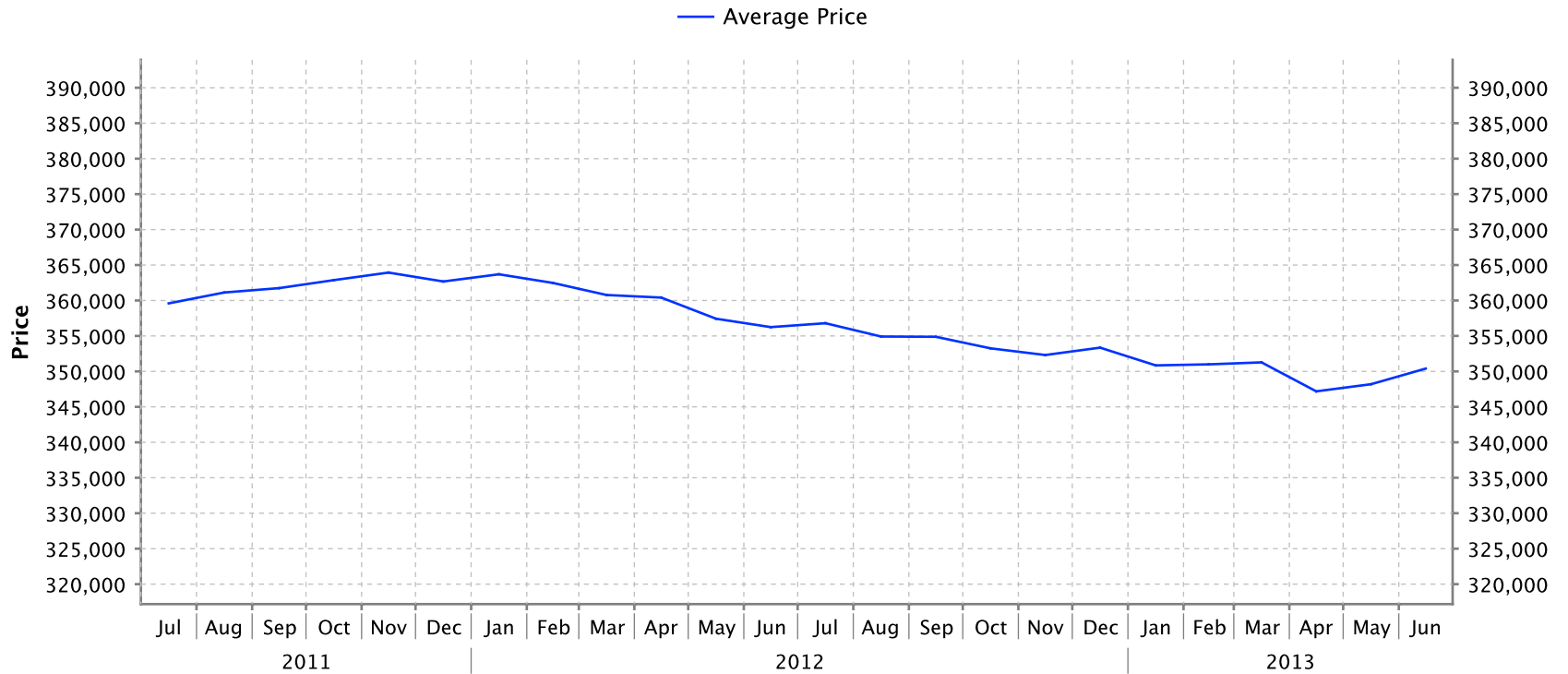


# Nanaimo

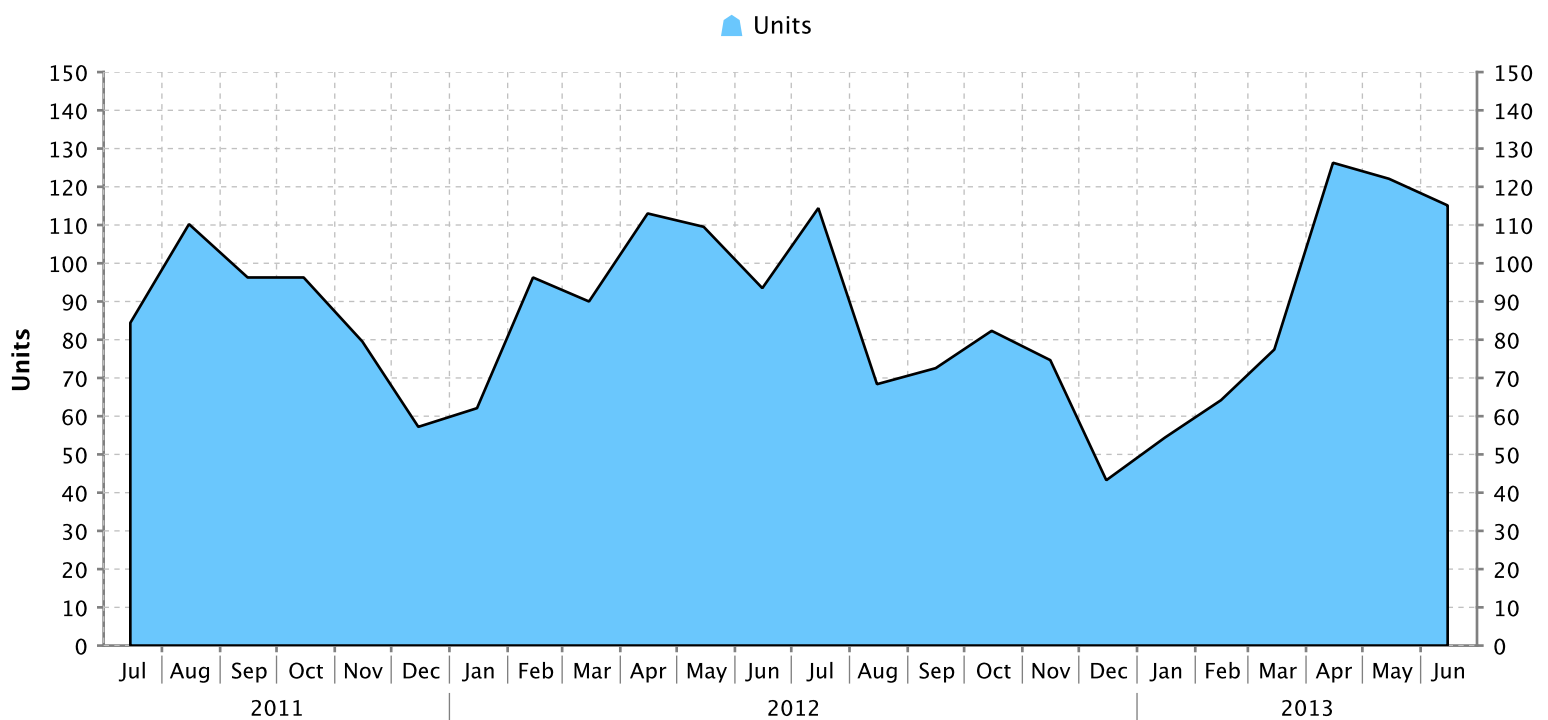
## as at June 30, 2013

### 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	20	16	25%	277	177	56%
Units Reported Sold	6	3	100%	49	66	-26%
Sell/List Ratio	30%	19%		18%	37%	
Reported Sales Dollars	\$976,200	\$501,000	95%	\$7,601,500	\$9,965,738	-24%
Average Sell Price / Unit	\$162,700	\$167,000	-3%	\$155,133	\$150,996	3%
Median Sell Price	\$179,900			\$153,500		
Sell Price / List Price	98%	97%		93%	94%	
Days to Sell	50	221	-77%	85	100	-15%
Active Listings	160	97				
<b>Single Family</b>						
Units Listed	198	207	-4%	2,101	2,304	-9%
Units Reported Sold	115	93	24%	1,011	1,085	-7%
Sell/List Ratio	58%	45%		48%	47%	
Reported Sales Dollars	\$43,134,186	\$33,244,931	30%	\$354,249,672	\$386,525,392	-8%
Average Sell Price / Unit	\$375,080	\$357,472	5%	\$350,395	\$356,245	-2%
Median Sell Price	\$347,500			\$333,500		
Sell Price / List Price	97%	95%		95%	95%	
Days to Sell	41	59	-31%	54	54	-1%
Active Listings	600	689				
<b>Condos (Apt)</b>						
Units Listed	45	85	-47%	481	656	-27%
Units Reported Sold	18	17	6%	153	198	-23%
Sell/List Ratio	40%	20%		32%	30%	
Reported Sales Dollars	\$4,061,050	\$3,632,700	12%	\$31,650,108	\$41,768,262	-24%
Average Sell Price / Unit	\$225,614	\$213,688	6%	\$206,863	\$210,951	-2%
Median Sell Price	\$195,000			\$195,000		
Sell Price / List Price	94%	95%		94%	93%	
Days to Sell	90	65	38%	78	84	-7%
Active Listings	211	256				
<b>Condos (Patio)</b>						
Units Listed	8	10	-20%	93	114	-18%
Units Reported Sold	5	5	0%	57	56	2%
Sell/List Ratio	62%	50%		61%	49%	
Reported Sales Dollars	\$1,327,900	\$1,063,770	25%	\$14,842,947	\$14,275,669	4%
Average Sell Price / Unit	\$265,580	\$212,754	25%	\$260,403	\$254,923	2%
Median Sell Price	\$260,000			\$265,000		
Sell Price / List Price	96%	98%		96%	96%	
Days to Sell	38	64	-40%	72	93	-23%
Active Listings	15	33				
<b>Condos (Twnhse)</b>						
Units Listed	18	51	-65%	362	451	-20%
Units Reported Sold	15	15	0%	150	161	-7%
Sell/List Ratio	83%	29%		41%	36%	
Reported Sales Dollars	\$3,521,600	\$4,408,392	-20%	\$36,426,591	\$40,790,549	-11%
Average Sell Price / Unit	\$234,773	\$293,893	-20%	\$242,844	\$253,357	-4%
Median Sell Price	\$213,000			\$220,000		
Sell Price / List Price	95%	97%		102%	96%	
Days to Sell	62	58	7%	61	72	-14%
Active Listings	103	145				

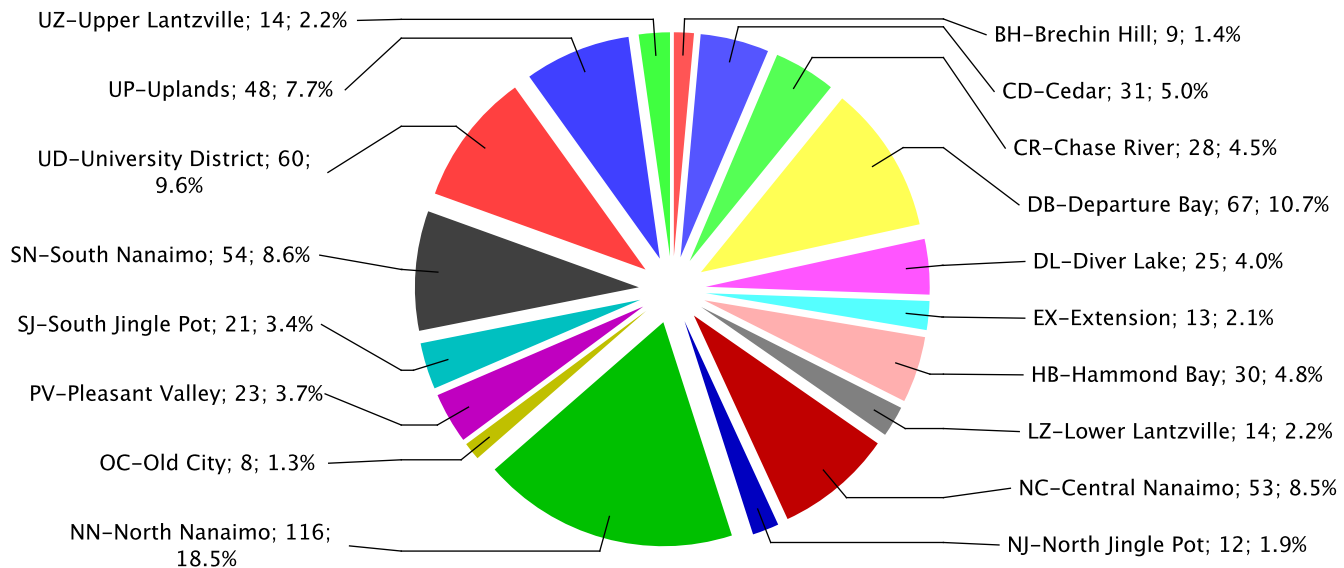
**PLEASE NOTE: SINGLE FAMILY** property does NOT INCLUDE acreage with house, condominiums, duplex/triplex, mobile homes/on pad, single family waterfront or single family strata. **LOTS** do NOT INCLUDE acreage or waterfront acreage.

# MLS® Single Family Sales Analysis

Unconditional Sales from January 1 to Jun 30, 2013

	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	6	2	1	0	0	0	0	0	0	0	0	0	9
CD-Cedar	0	2	1	2	4	4	6	3	4	2	3	0	0	0	31
CR-Chase River	0	0	2	6	8	7	4	1	0	0	0	0	0	0	28
DB-Departure Bay	0	0	2	16	17	11	15	4	0	1	0	1	0	0	67
DL-Diver Lake	0	1	3	7	9	5	0	0	0	0	0	0	0	0	25
EX-Extension	0	1	0	3	1	4	0	0	0	3	1	0	0	0	13
HB-Hammond Bay	0	1	1	1	5	6	3	3	6	0	0	1	1	2	30
LZ-Lower Lantzville	0	0	0	2	3	2	2	0	4	0	0	0	0	1	14
NC-Central Nanaimo	0	7	11	26	6	2	1	0	0	0	0	0	0	0	53
NJ-North Jingle Pot	0	0	0	0	2	3	1	0	4	1	0	1	0	0	12
NN-North Nanaimo	0	1	2	10	17	27	15	11	18	9	3	1	0	2	116
OC-Old City	0	2	1	2	1	0	1	0	1	0	0	0	0	0	8
PV-Pleasant Valley	0	0	0	3	10	6	3	0	0	1	0	0	0	0	23
SJ-South Jingle Pot	0	0	1	1	8	7	1	2	1	0	0	0	0	0	21
SN-South Nanaimo	2	14	15	9	9	3	2	0	0	0	0	0	0	0	54
UD-University District	2	2	10	18	9	8	6	0	3	1	1	0	0	0	60
UP-Uplands	0	2	8	18	12	3	3	1	0	0	0	0	0	1	48
UZ-Upper Lantzville	0	0	0	1	3	2	2	2	2	2	0	0	0	0	14
<b>Zone 4 TOTALS</b>	<b>4</b>	<b>33</b>	<b>63</b>	<b>127</b>	<b>125</b>	<b>100</b>	<b>65</b>	<b>27</b>	<b>43</b>	<b>20</b>	<b>8</b>	<b>4</b>	<b>1</b>	<b>6</b>	<b>626</b>

## Nanaimo - Single Family Sales by Subarea



Total Unconditional Sales January 1 to June 30, 2013 = 626

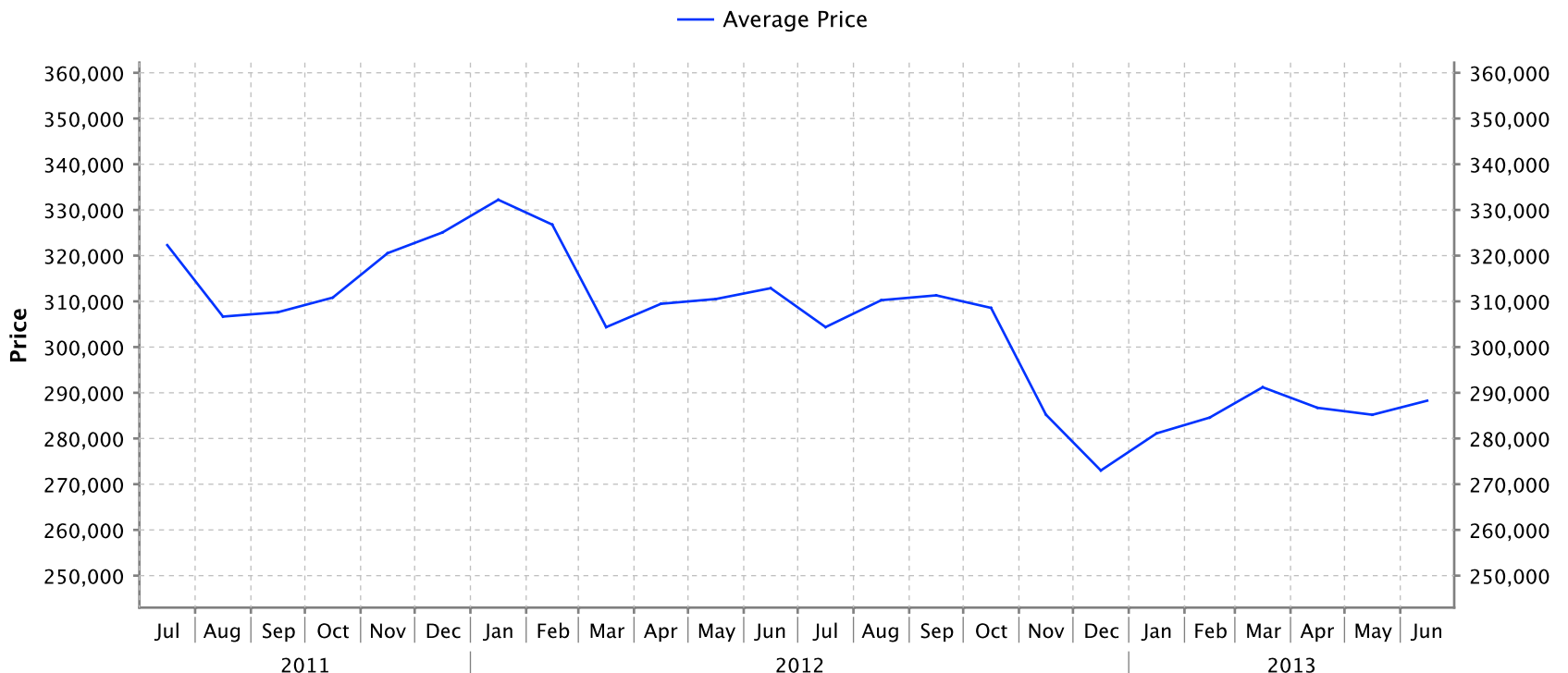
# GABRIOLA ISLAND

## 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	3	8	-62%	33	45	-27%
Units Reported Sold	1	0		10	13	-23%
Sell/List Ratio	33%	0%		30%	29%	
Reported Sales Dollars	\$160,625	\$0		\$1,027,625	\$1,310,500	-22%
Average Sell Price / Unit	\$160,625			\$102,762	\$100,808	2%
Median Sell Price	\$160,625			\$120,000		
Sell Price / List Price	97%			86%	89%	
Days to Sell	192			228	110	108%
Active Listings	25	32				
<b>Single Family</b>						
Units Listed	12	14	-14%	122	107	14%
Units Reported Sold	5	6	-17%	40	31	29%
Sell/List Ratio	42%	43%		33%	29%	
Reported Sales Dollars	\$1,682,000	\$1,844,000	-9%	\$11,530,800	\$9,699,309	19%
Average Sell Price / Unit	\$336,400	\$307,333	9%	\$288,270	\$312,881	-8%
Median Sell Price	\$279,000			\$278,000		
Sell Price / List Price	95%	94%		93%	95%	
Days to Sell	67	136	-51%	100	102	-2%
Active Listings	56	66				

**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



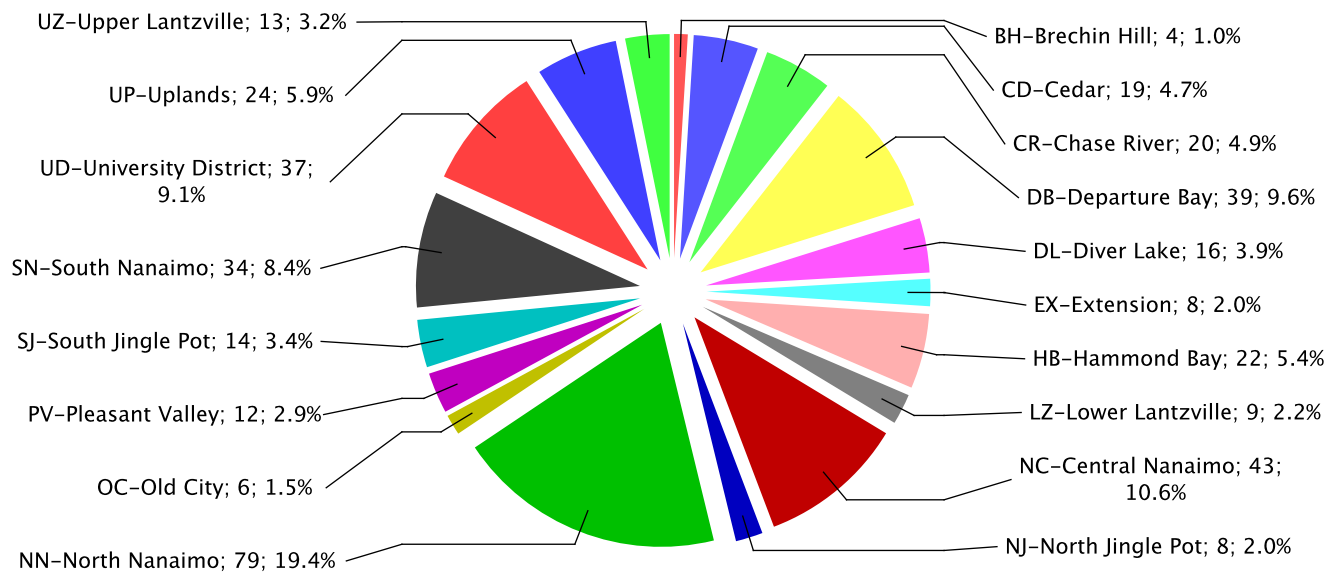
## 2nd Quarter 2013

### MLS® Single Family Sales Analysis

Unconditional Sales from April 1 to Jun 30, 2013

	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	2	1	1	0	0	0	0	0	0	0	0	0	4
CD-Cedar	0	2	1	2	3	1	4	2	3	1	0	0	0	0	19
CR-Chase River	0	0	1	4	7	5	2	1	0	0	0	0	0	0	20
DB-Departure Bay	0	0	2	9	11	6	9	2	0	0	0	0	0	0	39
DL-Diver Lake	0	1	1	5	7	2	0	0	0	0	0	0	0	0	16
EX-Extension	0	1	0	1	0	3	0	0	0	2	1	0	0	0	8
HB-Hammond Bay	0	1	0	1	4	4	3	2	3	0	0	1	1	2	22
LZ-Lower Lantzville	0	0	0	0	1	2	2	0	3	0	0	0	0	1	9
NC-Central Nanaimo	0	4	10	20	6	2	1	0	0	0	0	0	0	0	43
NJ-North Jingle Pot	0	0	0	0	2	1	1	0	2	1	0	1	0	0	8
NN-North Nanaimo	0	1	2	6	13	14	11	7	12	8	3	1	0	1	79
OC-Old City	0	2	1	1	1	0	0	0	1	0	0	0	0	0	6
PV-Pleasant Valley	0	0	0	2	4	3	2	0	0	1	0	0	0	0	12
SJ-South Jingle Pot	0	0	1	1	5	4	1	2	0	0	0	0	0	0	14
SN-South Nanaimo	2	9	8	7	5	2	1	0	0	0	0	0	0	0	34
UD-University District	0	1	6	9	7	7	3	0	2	1	1	0	0	0	37
UP-Uplands	0	0	5	7	6	3	3	0	0	0	0	0	0	0	24
UZ-Upper Lantzville	0	0	0	1	3	1	2	2	2	2	0	0	0	0	13
<b>Zone 4 TOTALS</b>	<b>2</b>	<b>22</b>	<b>40</b>	<b>77</b>	<b>86</b>	<b>60</b>	<b>45</b>	<b>18</b>	<b>28</b>	<b>16</b>	<b>5</b>	<b>3</b>	<b>1</b>	<b>4</b>	<b>407</b>

### Nanaimo - Single Family Sales by Subarea



Total Unconditional Sales April 1 to June 30, 2013 = 407