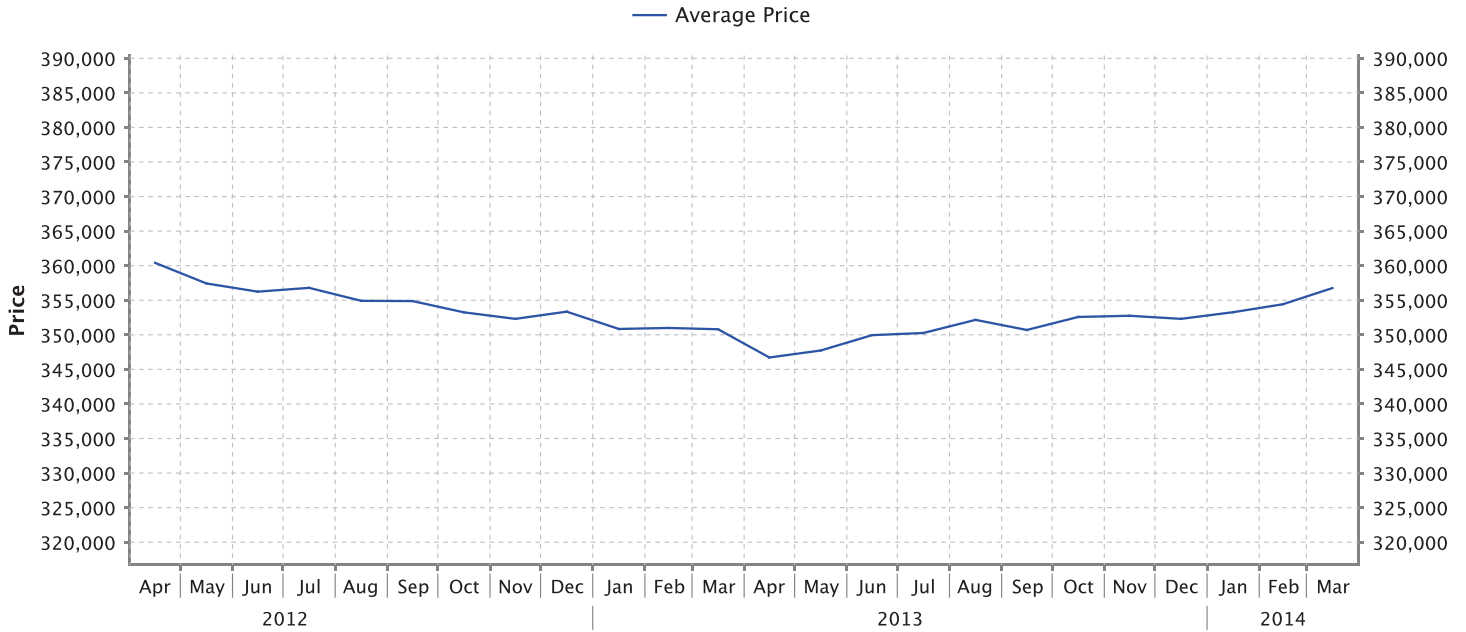


# Nanaimo

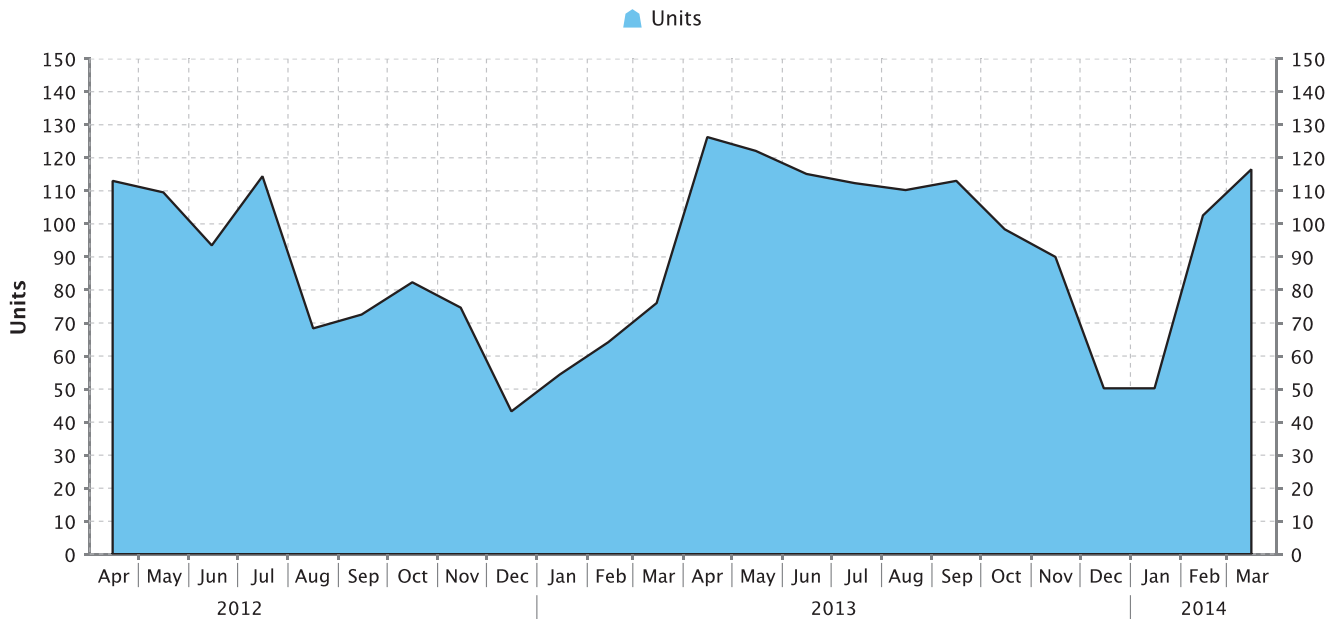
## as at March 31, 2014

### 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
<b>Lots</b>						
Units Listed	26	25	4%	332	260	28%
Units Reported Sold	13	5	160%	85	49	73%
Sell/List Ratio	50%	20%		26%	19%	
Reported Sales Dollars	\$2,386,700	\$639,900	273%	\$13,714,298	\$7,700,550	78%
Average Sell Price / Unit	\$183,592	\$127,980	43%	\$161,345	\$157,154	3%
Median Sell Price	\$179,900			\$164,000		
Sell Price / List Price	95%	94%		95%	92%	
Days to Sell	82	93	-12%	93	115	-20%
Active Listings	174	134				
<b>Single Family</b>						
Units Listed	196	206	-5%	2,017	2,134	-5%
Units Reported Sold	116	76	53%	1,204	962	25%
Sell/List Ratio	59%	37%		60%	45%	
Reported Sales Dollars	\$43,342,298	\$26,339,846	65%	\$429,542,317	\$337,473,147	27%
Average Sell Price / Unit	\$373,640	\$346,577	8%	\$356,763	\$350,804	2%
Median Sell Price	\$370,000			\$342,500		
Sell Price / List Price	97%	95%		96%	95%	
Days to Sell	44	66	-33%	53	56	-5%
Active Listings	463	545				
<b>Condos (Apt)</b>						
Units Listed	50	60	-17%	463	585	-21%
Units Reported Sold	19	10	90%	192	168	14%
Sell/List Ratio	38%	17%		41%	29%	
Reported Sales Dollars	\$4,515,629	\$1,882,800	140%	\$43,052,830	\$34,076,068	26%
Average Sell Price / Unit	\$237,665	\$188,280	26%	\$224,233	\$202,834	11%
Median Sell Price	\$240,000			\$205,000		
Sell Price / List Price	95%	93%		94%	93%	
Days to Sell	102	69	49%	88	78	12%
Active Listings	171	201				
<b>Condos (Patio)</b>						
Units Listed	6	6	0%	75	106	-29%
Units Reported Sold	6	5	20%	61	52	17%
Sell/List Ratio	100%	83%		81%	49%	
Reported Sales Dollars	\$1,622,500	\$1,414,500	15%	\$17,327,570	\$13,380,417	29%
Average Sell Price / Unit	\$270,417	\$282,900	-4%	\$284,059	\$257,316	10%
Median Sell Price	\$255,000			\$282,000		
Sell Price / List Price	93%	94%		97%	96%	
Days to Sell	177	102	73%	78	65	21%
Active Listings	18	31				
<b>Condos (Twnhse)</b>						
Units Listed	34	32	6%	378	408	-7%
Units Reported Sold	17	16	6%	170	151	13%
Sell/List Ratio	50%	50%		45%	37%	
Reported Sales Dollars	\$4,079,000	\$3,995,568	2%	\$43,109,128	\$37,606,344	15%
Average Sell Price / Unit	\$239,941	\$249,723	-4%	\$253,583	\$249,049	2%
Median Sell Price	\$250,000			\$235,000		
Sell Price / List Price	95%	99%		96%	102%	
Days to Sell	83	67	24%	70	63	12%
Active Listings	114	110				

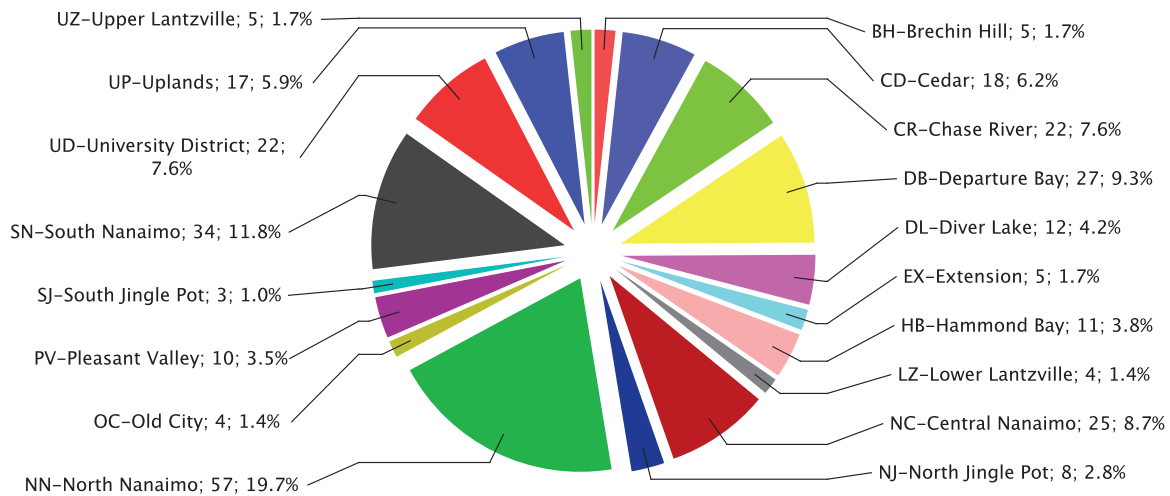
**PLEASE NOTE: SINGLE FAMILY** property does NOT INCLUDE acreage with house, condominiums, duplex/triplex, mobile homes/on pad, single family waterfront or single family strata. **LOTS** do NOT INCLUDE acreage or waterfront acreage.

# MLS® Single Family Sales Analysis

Unconditional Sales from January 1 to Mar 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	3	1	1	0	0	0	0	0	0	0	5
CD-Cedar	0	0	2	2	3	2	3	3	2	1	0	0	0	0	18
CR-Chase River	0	0	0	4	5	9	4	0	0	0	0	0	0	0	22
DB-Departure Bay	0	0	3	9	5	4	2	2	2	0	0	0	0	0	27
DL-Diver Lake	0	1	0	3	2	5	0	1	0	0	0	0	0	0	12
EX-Extension	1	1	1	1	0	0	1	0	0	0	0	0	0	0	5
HB-Hammond Bay	0	0	0	0	1	1	1	2	2	2	0	0	1	1	11
LZ-Lower Lantzville	0	0	0	1	1	0	0	1	0	1	0	0	0	0	4
NC-Central Nanaimo	1	1	10	6	6	0	1	0	0	0	0	0	0	0	25
NJ-North Jingle Pot	0	0	0	0	0	1	3	2	2	0	0	0	0	0	8
NN-North Nanaimo	0	0	0	2	3	7	14	12	10	5	4	0	0	0	57
OC-Old City	0	2	2	0	0	0	0	0	0	0	0	0	0	0	4
PV-Pleasant Valley	0	0	2	2	2	1	1	0	0	1	0	1	0	0	10
SJ-South Jingle Pot	0	0	0	0	0	0	0	2	1	0	0	0	0	0	3
SN-South Nanaimo	1	6	10	9	3	2	1	1	1	0	0	0	0	0	34
UD-University District	1	1	1	6	2	5	4	0	1	0	1	0	0	0	22
UP-Uplands	0	0	0	4	4	4	4	0	1	0	0	0	0	0	17
UZ-Upper Lantzville	0	0	0	2	2	0	1	0	0	0	0	0	0	0	5
<b>Zone 4 TOTALS</b>	<b>4</b>	<b>12</b>	<b>31</b>	<b>51</b>	<b>42</b>	<b>42</b>	<b>41</b>	<b>26</b>	<b>22</b>	<b>10</b>	<b>5</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>289</b>

## Nanaimo - Single Family Sales by Subarea



Total Unconditional Sales January 1 to March 31, 2014 = 289

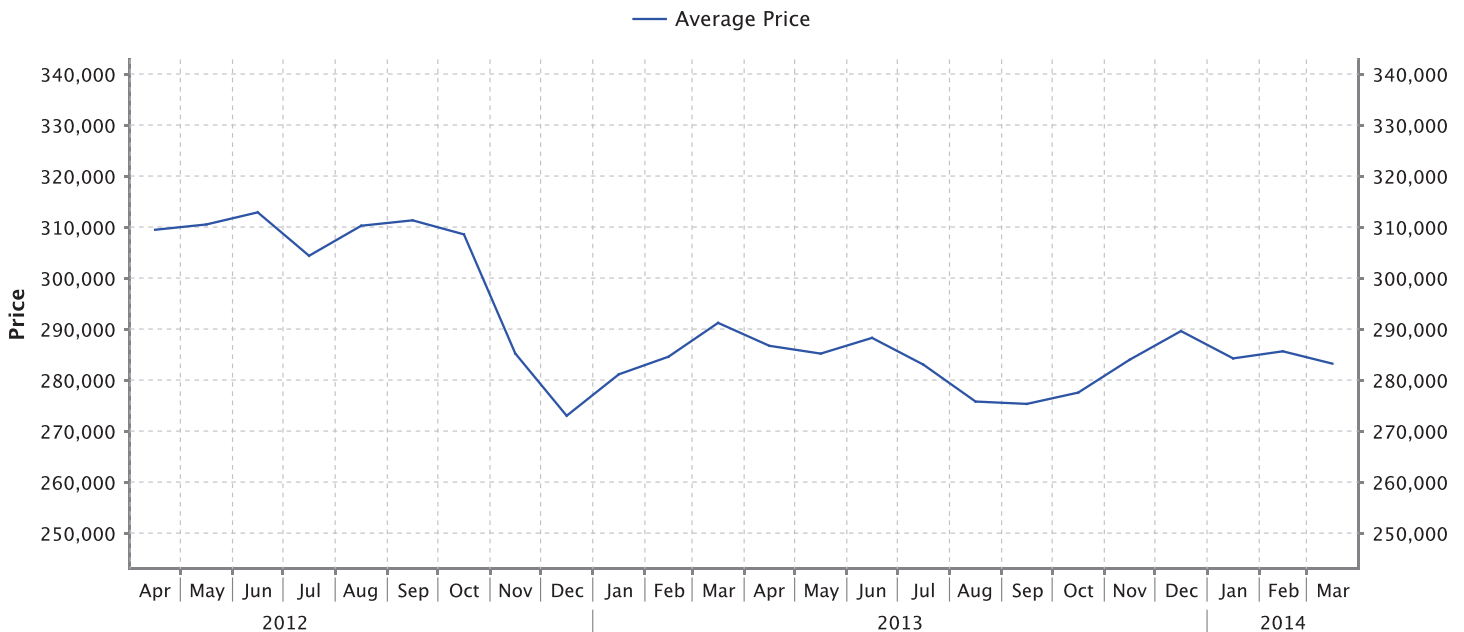
# GABRIOLA ISLAND

## 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	2	50%	30	38	-21%
Units Reported Sold	1	1	0%	8	12	-33%
Sell/List Ratio	33%	50%		27%	32%	
Reported Sales Dollars	\$40,000	\$124,000	-68%	\$716,125	\$1,209,500	-41%
Average Sell Price / Unit	\$40,000	\$124,000	-68%	\$89,516	\$100,792	-11%
Median Sell Price	\$40,000			\$70,000		
Sell Price / List Price	62%	89%		87%	85%	
Days to Sell	13	202	-94%	145	223	-35%
Active Listings	26	25				
<b>Single Family</b>						
Units Listed	7	9	-22%	108	121	-11%
Units Reported Sold	2	4	-50%	51	35	46%
Sell/List Ratio	29%	44%		47%	29%	
Reported Sales Dollars	\$605,000	\$1,299,900	-53%	\$14,444,120	\$10,192,400	42%
Average Sell Price / Unit	\$302,500	\$324,975	-7%	\$283,218	\$291,211	-3%
Median Sell Price	\$425,000			\$279,000		
Sell Price / List Price	85%	97%		93%	95%	
Days to Sell	136	119	14%	95	91	5%
Active Listings	45	47				

**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



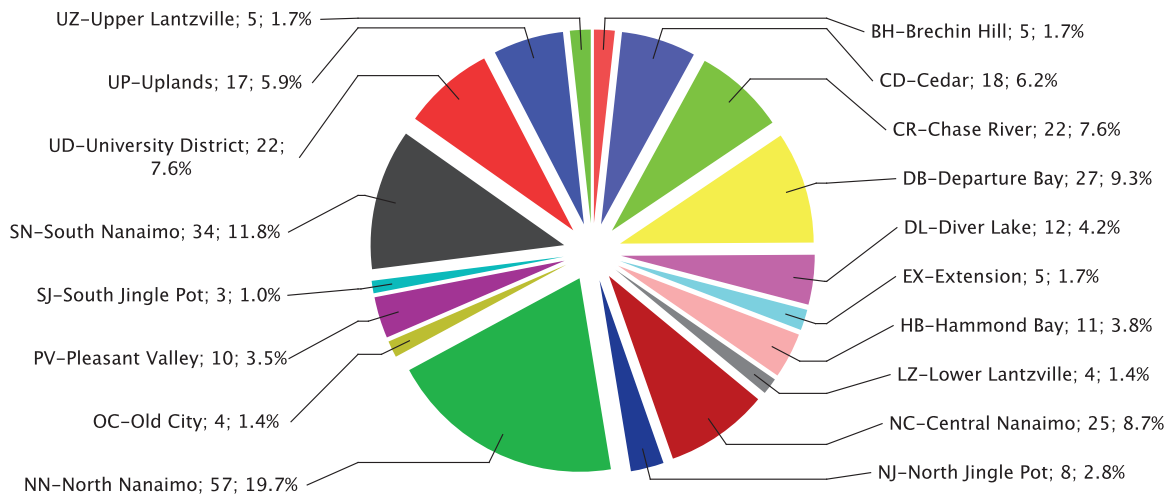
# 1st Quarter 2014

## MLS® Single Family Sales Analysis

### Unconditional Sales from January 1 to Mar 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	3	1	1	0	0	0	0	0	0	0	5
CD-Cedar	0	0	2	2	3	2	3	3	2	1	0	0	0	0	18
CR-Chase River	0	0	0	4	5	9	4	0	0	0	0	0	0	0	22
DB-Departure Bay	0	0	3	9	5	4	2	2	2	0	0	0	0	0	27
DL-Diver Lake	0	1	0	3	2	5	0	1	0	0	0	0	0	0	12
EX-Extension	1	1	1	1	0	0	1	0	0	0	0	0	0	0	5
HB-Hammond Bay	0	0	0	0	1	1	1	2	2	2	0	0	1	1	11
LZ-Lower Lantzville	0	0	0	1	1	0	0	1	0	1	0	0	0	0	4
NC-Central Nanaimo	1	1	10	6	6	0	1	0	0	0	0	0	0	0	25
NJ-North Jingle Pot	0	0	0	0	0	1	3	2	2	0	0	0	0	0	8
NN-North Nanaimo	0	0	0	2	3	7	14	12	10	5	4	0	0	0	57
OC-Old City	0	2	2	0	0	0	0	0	0	0	0	0	0	0	4
PV-Pleasant Valley	0	0	2	2	2	1	1	0	0	1	0	1	0	0	10
SJ-South Jingle Pot	0	0	0	0	0	0	0	2	1	0	0	0	0	0	3
SN-South Nanaimo	1	6	10	9	3	2	1	1	1	0	0	0	0	0	34
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UZ-Upper Lantzville	0	0	0	2	2	0	1	0	0	0	0	0	0	0	5
<b>Zone 4 TOTALS</b>	<b>4</b>	<b>12</b>	<b>31</b>	<b>51</b>	<b>42</b>	<b>42</b>	<b>41</b>	<b>26</b>	<b>22</b>	<b>10</b>	<b>5</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>289</b>

### Nanaimo - Single Family Sales by Subarea



Total Unconditional Sales January 1 to March 31, 2014 = 289