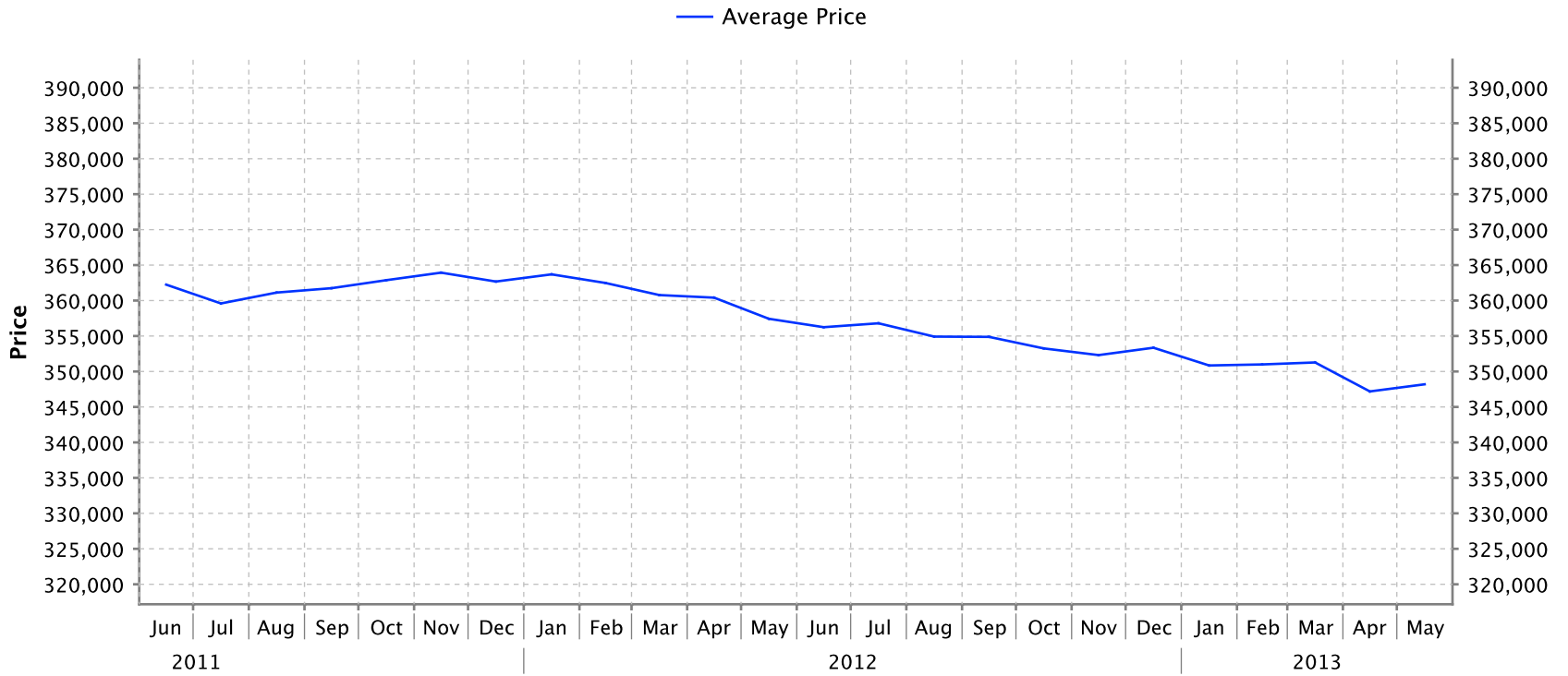


Nanaimo

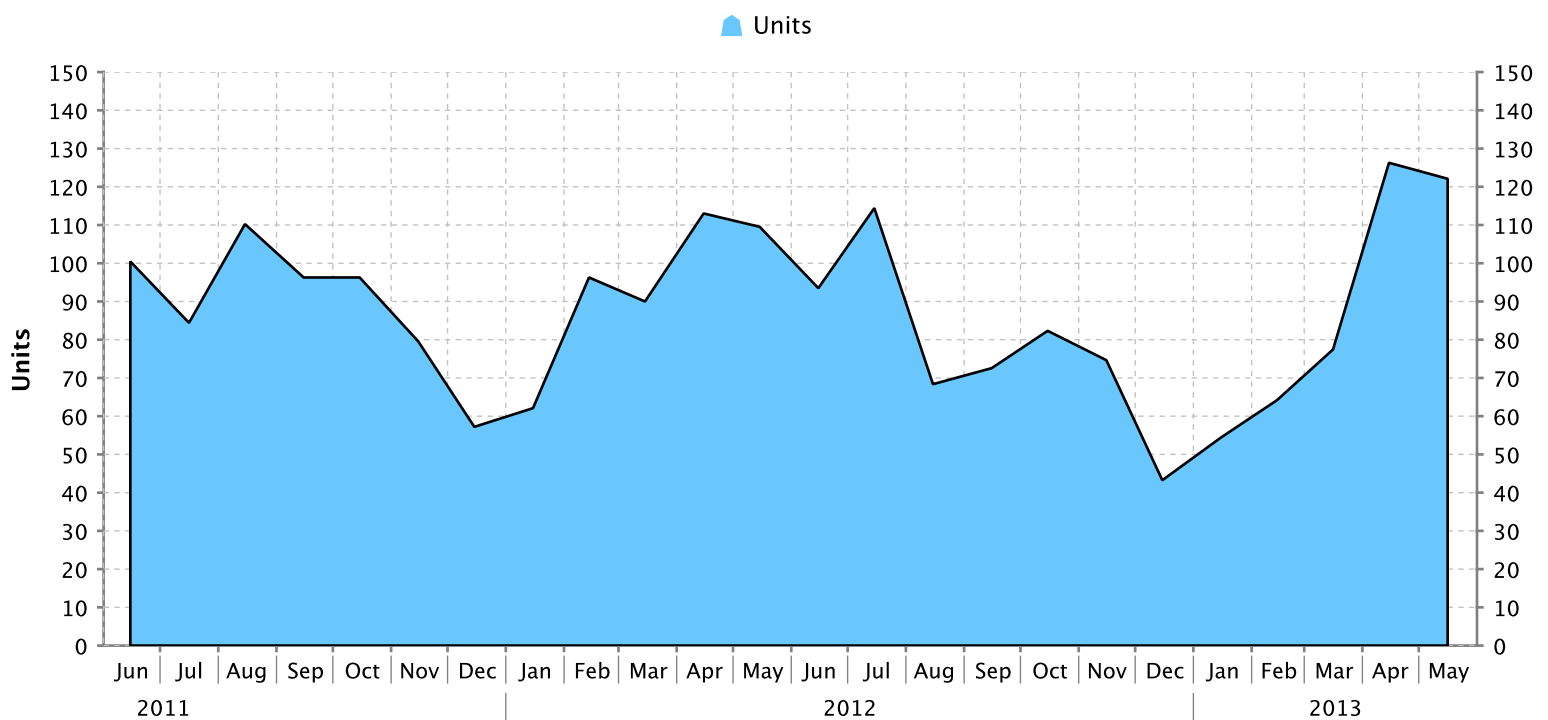
as at May 31, 2013

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 |
| Lots | | | | | | |
| Units Listed | 20 | 10 | 100% | 273 | 187 | 46% |
| Units Reported Sold | 2 | 4 | -50% | 46 | 67 | -31% |
| Sell/List Ratio | 10% | 40% | | 17% | 36% | |
| Reported Sales Dollars | \$485,000 | \$700,750 | -31% | \$7,126,300 | \$10,058,838 | -29% |
| Average Sell Price / Unit | \$242,500 | \$175,188 | 38% | \$154,920 | \$150,132 | 3% |
| Median Sell Price | \$280,000 | | | \$153,500 | | |
| Sell Price / List Price | 97% | 92% | | 92% | 94% | |
| Days to Sell | 10 | 294 | -96% | 98 | 92 | 7% |
| Active Listings | 152 | 91 | | | | |
| Single Family | | | | | | |
| Units Listed | 239 | 254 | -6% | 2,111 | 2,351 | -10% |
| Units Reported Sold | 122 | 109 | 12% | 989 | 1,092 | -9% |
| Sell/List Ratio | 51% | 43% | | 47% | 46% | |
| Reported Sales Dollars | \$43,608,029 | \$38,101,366 | 14% | \$344,360,417 | \$390,312,647 | -12% |
| Average Sell Price / Unit | \$357,443 | \$349,554 | 2% | \$348,191 | \$357,429 | -3% |
| Median Sell Price | \$345,000 | | | \$332,500 | | |
| Sell Price / List Price | 96% | 96% | | 95% | 96% | |
| Days to Sell | 50 | 45 | 12% | 56 | 54 | 2% |
| Active Listings | 608 | 687 | | | | |
| Condos (Apt) | | | | | | |
| Units Listed | 46 | 57 | -19% | 521 | 642 | -19% |
| Units Reported Sold | 19 | 23 | -17% | 152 | 198 | -23% |
| Sell/List Ratio | 41% | 40% | | 29% | 31% | |
| Reported Sales Dollars | \$3,994,400 | \$4,430,900 | -10% | \$31,221,758 | \$41,747,712 | -25% |
| Average Sell Price / Unit | \$210,232 | \$192,648 | 9% | \$205,406 | \$210,847 | -3% |
| Median Sell Price | \$197,000 | | | \$197,000 | | |
| Sell Price / List Price | 95% | 93% | | 94% | 93% | |
| Days to Sell | 74 | 85 | -13% | 75 | 86 | -13% |
| Active Listings | 210 | 239 | | | | |
| Condos (Patio) | | | | | | |
| Units Listed | 6 | 20 | -70% | 95 | 111 | -14% |
| Units Reported Sold | 4 | 9 | -56% | 57 | 56 | 2% |
| Sell/List Ratio | 67% | 45% | | 60% | 50% | |
| Reported Sales Dollars | \$993,500 | \$2,284,400 | -57% | \$14,578,817 | \$14,673,499 | -1% |
| Average Sell Price / Unit | \$248,375 | \$253,822 | -2% | \$255,769 | \$262,027 | -2% |
| Median Sell Price | \$282,000 | | | \$267,000 | | |
| Sell Price / List Price | 96% | 98% | | 96% | 96% | |
| Days to Sell | 52 | 44 | 18% | 74 | 93 | -20% |
| Active Listings | 21 | 33 | | | | |
| Condos (Twnhse) | | | | | | |
| Units Listed | 36 | 36 | 0% | 394 | 429 | -8% |
| Units Reported Sold | 16 | 18 | -11% | 150 | 166 | -10% |
| Sell/List Ratio | 44% | 50% | | 38% | 39% | |
| Reported Sales Dollars | \$3,976,071 | \$4,301,042 | -8% | \$37,313,383 | \$41,826,918 | -11% |
| Average Sell Price / Unit | \$248,504 | \$238,947 | 4% | \$248,756 | \$251,969 | -1% |
| Median Sell Price | \$220,000 | | | \$222,000 | | |
| Sell Price / List Price | 97% | 96% | | 102% | 97% | |
| Days to Sell | 42 | 78 | -46% | 61 | 70 | -13% |
| Active Listings | 128 | 141 | | | | |

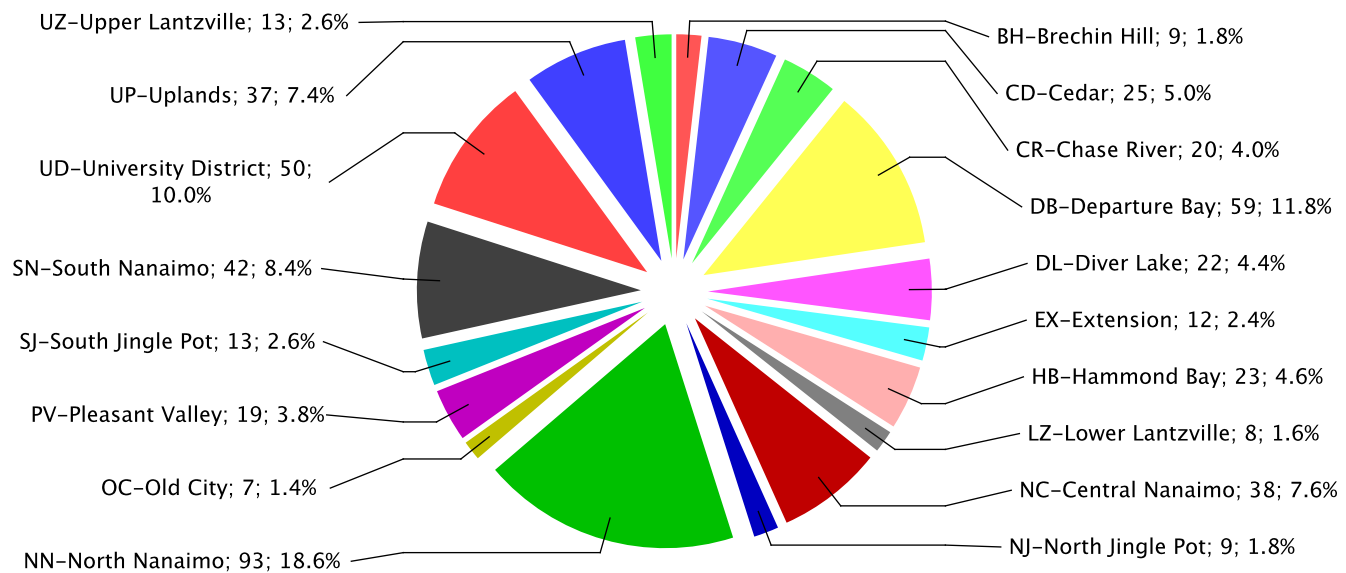
PLEASE NOTE: SINGLE FAMILY property does NOT INCLUDE acreage with house, condominiums, duplex/triplex, mobile homes/on pad, single family waterfront or single family strata. **LOTS** do NOT INCLUDE acreage or waterfront acreage.

MLS® Single Family Sales Analysis

Unconditional Sales from January 1 to May 31, 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 | 1 | 1 | 2 | 3 | 3 | 5 | 3 | 2 | 2 | 3 | 0 | 0 | 0 | 25 |
| CR-Chase River | 0 | 0 | 1 | 5 | 4 | 6 | 3 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 20 |
| DB-Departure Bay | 0 | 0 | 2 | 15 | 12 | 11 | 13 | 4 | 0 | 1 | 0 | 1 | 0 | 0 | 59 |
| DL-Diver Lake | 0 | 1 | 2 | 6 | 8 | 5 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 22 |
| EX-Extension | 0 | 1 | 0 | 3 | 1 | 4 | 0 | 0 | 0 | 3 | 0 | 0 | 0 | 0 | 12 |
| HB-Hammond Bay | 0 | 1 | 1 | 0 | 3 | 5 | 2 | 3 | 4 | 0 | 0 | 1 | 1 | 2 | 23 |
| LZ-Lower Lantzville | 0 | 0 | 0 | 2 | 2 | 1 | 1 | 0 | 2 | 0 | 0 | 0 | 0 | 0 | 8 |
| NC-Central Nanaimo | 0 | 5 | 6 | 20 | 5 | 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 38 |
| NJ-North Jingle Pot | 0 | 0 | 0 | 0 | 1 | 3 | 1 | 0 | 2 | 1 | 0 | 1 | 0 | 0 | 9 |
| NN-North Nanaimo | 0 | 1 | 3 | 10 | 13 | 21 | 11 | 10 | 14 | 5 | 3 | 0 | 0 | 2 | 93 |
| OC-Old City | 0 | 2 | 1 | 2 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 7 |
| PV-Pleasant Valley | 0 | 0 | 0 | 2 | 9 | 6 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 19 |
| SJ-South Jingle Pot | 0 | 0 | 1 | 0 | 5 | 4 | 0 | 2 | 1 | 0 | 0 | 0 | 0 | 0 | 13 |
| SN-South Nanaimo | 2 | 13 | 12 | 6 | 5 | 3 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 42 |
| UD-University District | 2 | 2 | 9 | 18 | 6 | 4 | 5 | 0 | 3 | 1 | 0 | 0 | 0 | 0 | 50 |
| UP-Uplands | 0 | 2 | 5 | 16 | 10 | 1 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 37 |
| UZ-Upper Lantzville | 0 | 0 | 0 | 1 | 3 | 2 | 2 | 2 | 1 | 2 | 0 | 0 | 0 | 0 | 13 |
| Zone 4 TOTALS | 4 | 29 | 50 | 110 | 92 | 81 | 47 | 26 | 29 | 16 | 6 | 3 | 1 | 5 | 499 |

Nanaimo - Single Family Sales by Subarea



Total Unconditional Sales January 1 to May 31, 2013 = 499

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 | 4 | 2 | 100% | 38 | 37 | 3% |
| Units Reported Sold | 0 | 2 | -100% | 9 | 14 | -36% |
| Sell/List Ratio | 0% | 100% | | 24% | 38% | |
| Reported Sales Dollars | \$0 | \$183,500 | -100% | \$867,000 | \$1,390,500 | -38% |
| Average Sell Price / Unit | | \$91,750 | | \$96,333 | \$99,321 | -3% |
| Median Sell Price | | | | \$112,500 | | |
| Sell Price / List Price | | 81% | | 84% | 88% | |
| Days to Sell | | 350 | | 232 | 114 | 104% |
| Active Listings | 25 | 25 | | | | |
| Single Family | | | | | | |
| Units Listed | 12 | 10 | 20% | 124 | 102 | 22% |
| Units Reported Sold | 2 | 2 | 0% | 41 | 28 | 46% |
| Sell/List Ratio | 17% | 20% | | 33% | 27% | |
| Reported Sales Dollars | \$569,000 | \$631,500 | -10% | \$11,692,800 | \$8,694,309 | 34% |
| Average Sell Price / Unit | \$284,500 | \$315,750 | -10% | \$285,190 | \$310,511 | -8% |
| Median Sell Price | \$289,000 | | | \$278,000 | | |
| Sell Price / List Price | 91% | 100% | | 93% | 95% | |
| Days to Sell | 113 | 108 | 5% | 109 | 95 | 15% |
| Active Listings | 53 | 58 | | | | |

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

