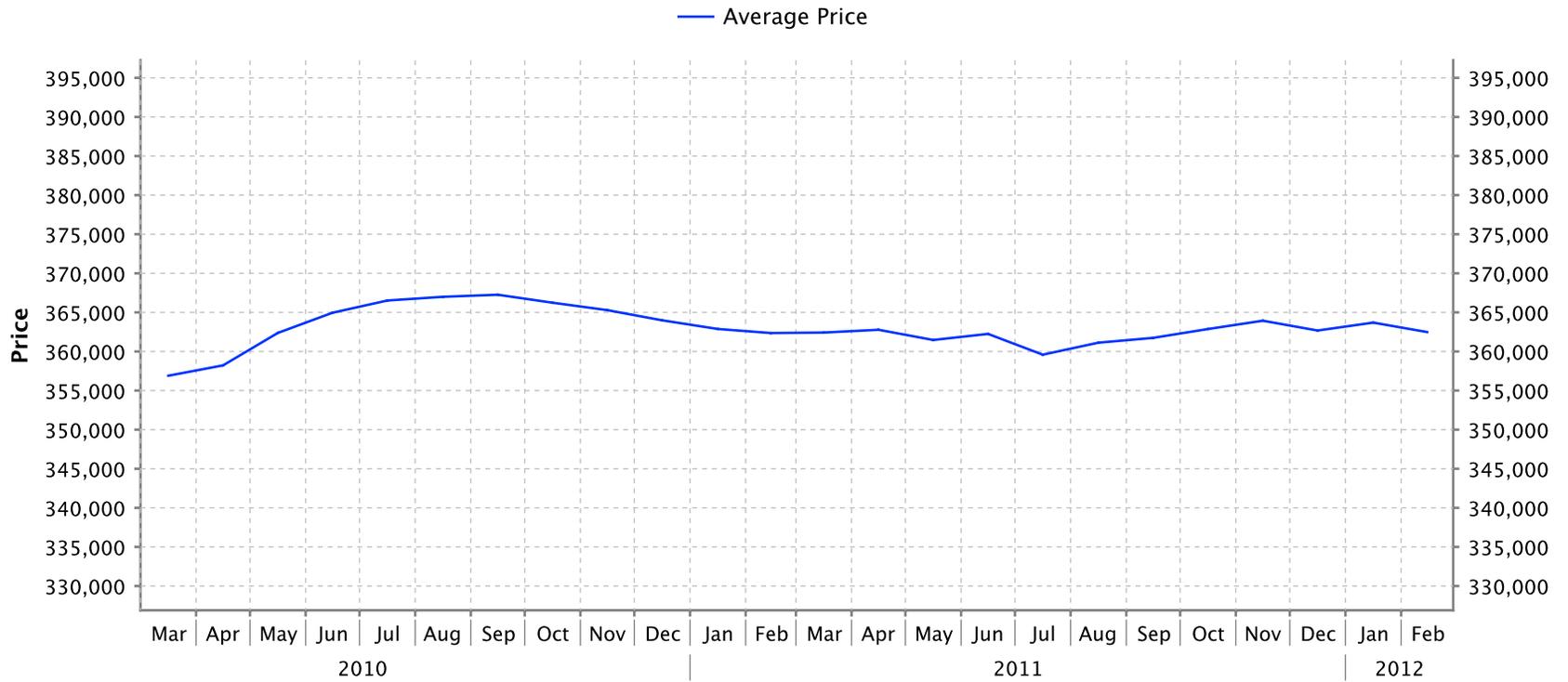


Nanaimo

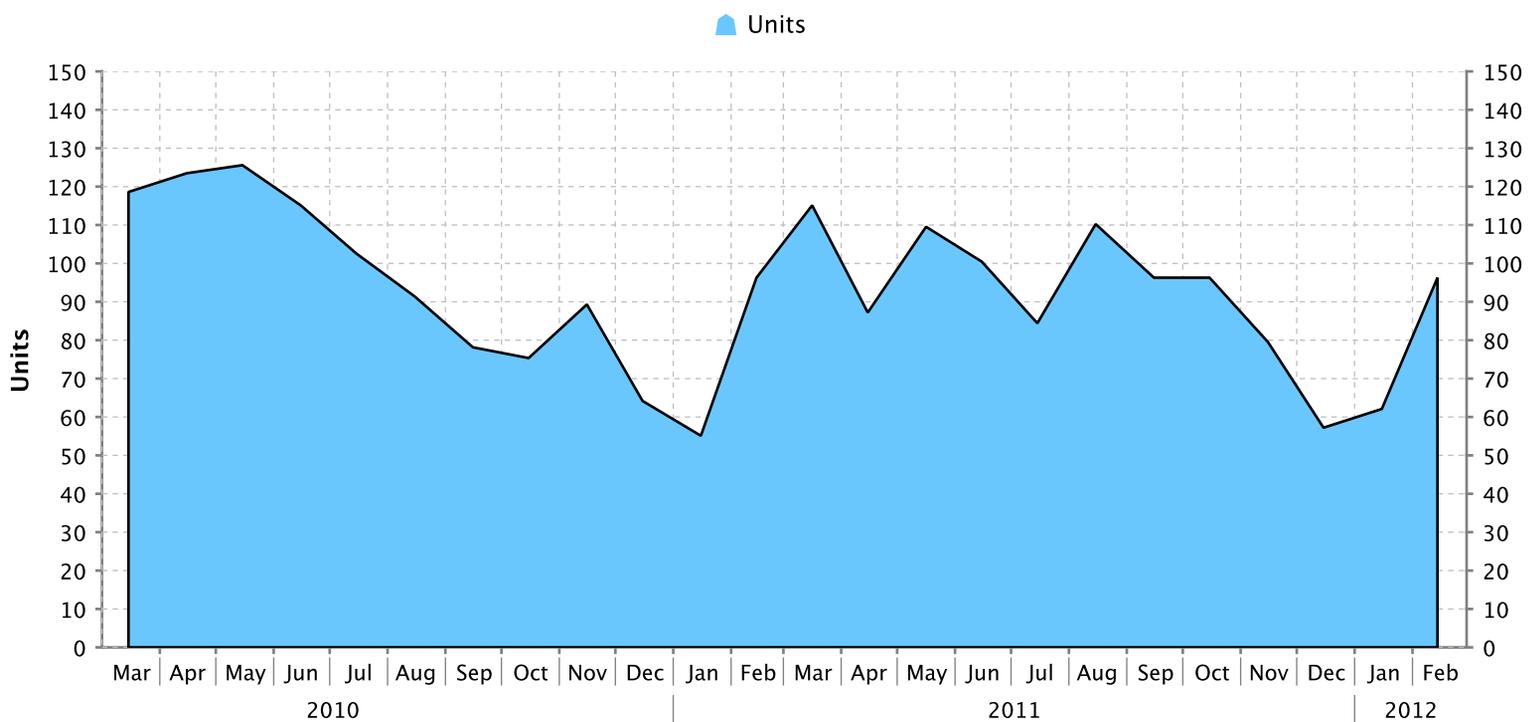
as at February 29, 2012

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	12	67%	197	196	1%
Units Reported Sold	13	11	18%	67	109	-39%
Sell/List Ratio	65%	92%		34%	56%	
Reported Sales Dollars	\$1,609,988	\$1,918,500	-16%	\$10,201,088	\$16,843,285	-39%
Average Sell Price / Unit	\$123,845	\$174,409	-29%	\$152,255	\$154,526	-1%
Median Sell Price	\$128,288			\$155,400		
Sell Price / List Price	93%	98%		94%	94%	
Days to Sell	13	85	-85%	70	112	-38%
Active Listings	73	66				
Single Family						
Units Listed	209	223	-6%	2,342	2,363	-1%
Units Reported Sold	96	96	0%	1,091	1,131	-4%
Sell/List Ratio	46%	43%		47%	48%	
Reported Sales Dollars	\$33,568,105	\$34,886,402	-4%	\$395,470,091	\$409,827,007	-4%
Average Sell Price / Unit	\$349,668	\$363,400	-4%	\$362,484	\$362,358	0%
Median Sell Price	\$347,000			\$350,000		
Sell Price / List Price	96%	95%		96%	96%	
Days to Sell	58	68	-15%	55	53	3%
Active Listings	482	499				
Condos (Apt)						
Units Listed	45	54	-17%	610	703	-13%
Units Reported Sold	18	17	6%	209	226	-8%
Sell/List Ratio	40%	31%		34%	32%	
Reported Sales Dollars	\$3,420,150	\$3,655,400	-6%	\$44,734,986	\$53,284,389	-16%
Average Sell Price / Unit	\$190,008	\$215,024	-12%	\$214,043	\$235,772	-9%
Median Sell Price	\$194,000			\$197,900		
Sell Price / List Price	92%	94%		93%	96%	
Days to Sell	116	95	22%	88	67	31%
Active Listings	163	213				
Condos (Patio)						
Units Listed	9	6	50%	107	91	18%
Units Reported Sold	5	6	-17%	56	47	19%
Sell/List Ratio	56%	100%		52%	52%	
Reported Sales Dollars	\$1,444,000	\$1,443,900	0%	\$15,547,099	\$12,487,341	25%
Average Sell Price / Unit	\$288,800	\$240,650	20%	\$277,627	\$265,688	4%
Median Sell Price	\$319,000			\$290,000		
Sell Price / List Price	96%	97%		96%	97%	
Days to Sell	29	82	-65%	95	67	41%
Active Listings	27	26				
Condos (Twnhse)						
Units Listed	23	66	-65%	417	490	-15%
Units Reported Sold	5	6	-17%	169	161	5%
Sell/List Ratio	22%	9%		41%	33%	
Reported Sales Dollars	\$1,059,800	\$1,534,209	-31%	\$43,642,632	\$42,550,223	3%
Average Sell Price / Unit	\$211,960	\$255,702	-17%	\$258,240	\$264,287	-2%
Median Sell Price	\$232,900			\$237,500		
Sell Price / List Price	97%	100%		97%	102%	
Days to Sell	32	87	-63%	69	66	4%
Active Listings	114	183				

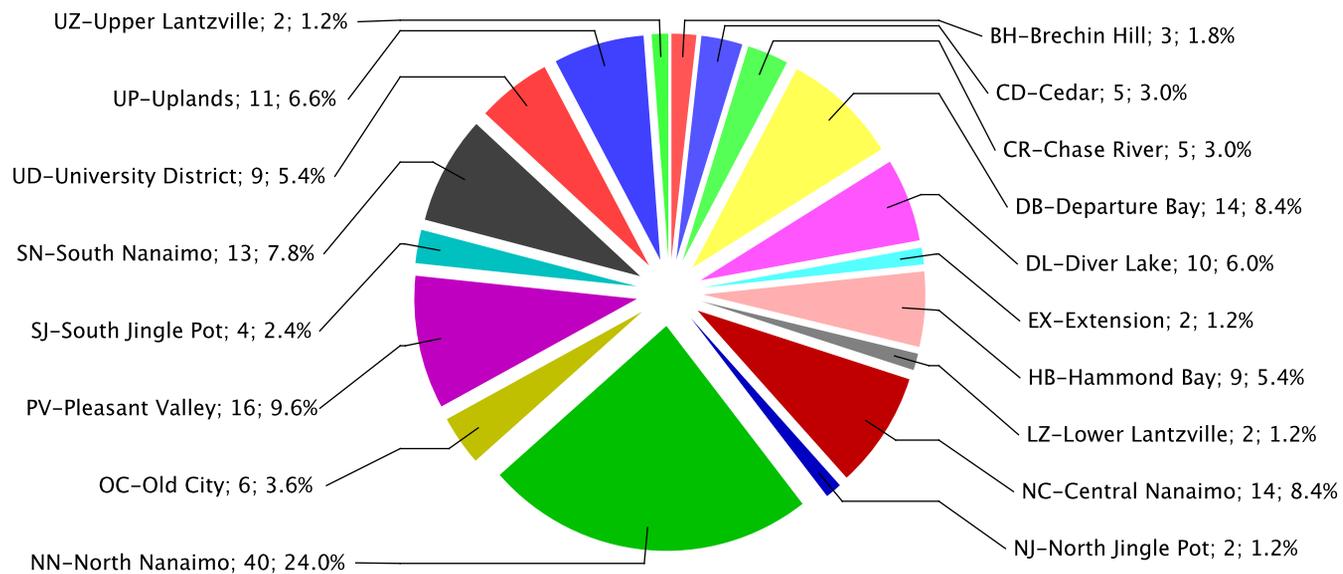
PLEASE NOTE: SINGLE FAMILY property does NOT INCLUDE acreage with house, condominiums, duplex/triplex, mobile homes/on pad, single family waterfront or single family strata. **LOTS** do NOT INCLUDE acreage or waterfront acreage.

MLS® Single Family Sales Analysis

Unconditional Sales from January 1 to Feb 29, 2012

	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	1	0	1	0	0	0	0	0	0	0	0	3
CD-Cedar	0	0	1	1	3	0	0	0	0	0	0	0	0	0	5
CR-Chase River	0	0	1	1	0	1	1	1	0	0	0	0	0	0	5
DB-Departure Bay	0	0	3	2	3	5	0	1	0	0	0	0	0	0	14
DL-Diver Lake	0	0	0	2	4	3	0	1	0	0	0	0	0	0	10
EX-Extension	0	0	1	0	0	0	0	0	0	1	0	0	0	0	2
HB-Hammond Bay	0	0	0	0	1	2	3	1	2	0	0	0	0	0	9
LZ-Lower Lantzville	0	0	0	0	0	2	0	0	0	0	0	0	0	0	2
NC-Central Nanaimo	0	0	7	5	2	0	0	0	0	0	0	0	0	0	14
NJ-North Jingle Pot	0	0	0	0	0	1	1	0	0	0	0	0	0	0	2
NN-North Nanaimo	0	0	0	0	7	8	14	9	2	0	0	0	0	0	40
OC-Old City	0	1	1	1	2	1	0	0	0	0	0	0	0	0	6
PV-Pleasant Valley	0	1	0	2	10	1	2	0	0	0	0	0	0	0	16
SJ-South Jingle Pot	0	0	0	0	0	1	2	0	1	0	0	0	0	0	4
SN-South Nanaimo	0	1	4	2	3	3	0	0	0	0	0	0	0	0	13
UD-University District	0	1	1	2	2	0	3	0	0	0	0	0	0	0	9
UP-Uplands	0	0	0	5	0	3	2	1	0	0	0	0	0	0	11
UZ-Upper Lantzville	0	0	0	0	0	0	1	0	1	0	0	0	0	0	2
Zone 4 TOTALS	0	4	20	24	37	32	29	14	6	1	0	0	0	0	167

Nanaimo - Single Family Sales by Subarea



Total Unconditional Sales January 1 to February 29, 2012 = 167

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	3	2	50%	39	42	-7%
Units Reported Sold	0	1	-100%	11	20	-45%
Sell/List Ratio	0%	50%		28%	48%	
Reported Sales Dollars	\$0	\$120,000	-100%	\$1,165,000	\$2,696,999	-57%
Average Sell Price / Unit		\$120,000		\$105,909	\$134,850	-21%
Median Sell Price				\$105,000		
Sell Price / List Price		81%		89%	92%	
Days to Sell		219		78	84	-7%
Active Listings	26	19				
Single Family						
Units Listed	10	8	25%	98	112	-12%
Units Reported Sold	2	2	0%	28	43	-35%
Sell/List Ratio	20%	25%		29%	38%	
Reported Sales Dollars	\$377,000	\$529,000	-29%	\$9,150,260	\$13,957,400	-34%
Average Sell Price / Unit	\$188,500	\$264,500	-29%	\$326,795	\$324,591	1%
Median Sell Price	\$248,000			\$310,000		
Sell Price / List Price	94%	95%		94%	94%	
Days to Sell	370	134	175%	105	88	20%
Active Listings	40	39				

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

