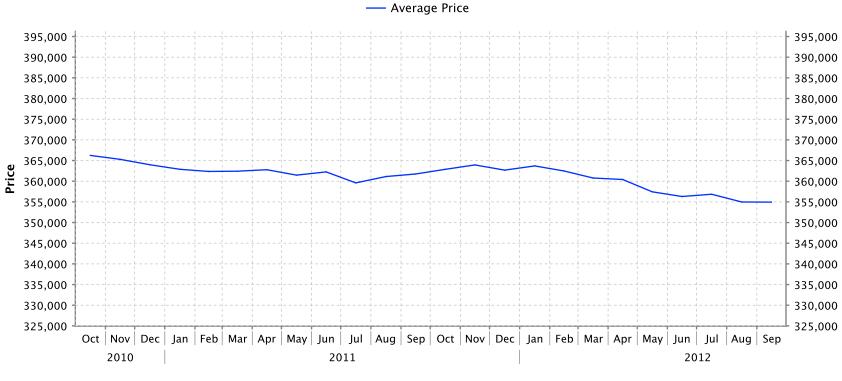
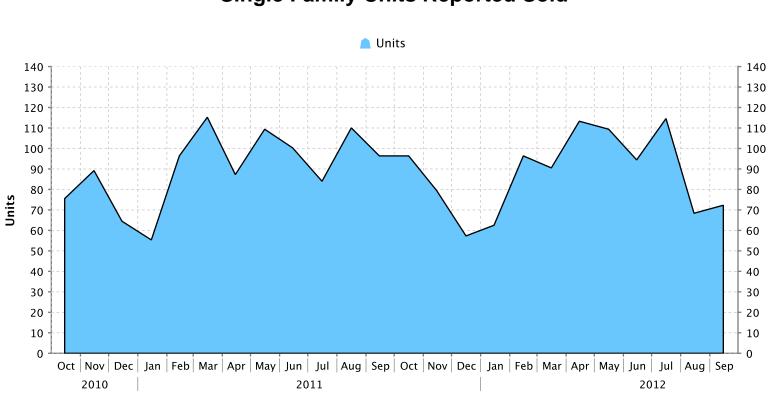
Nanaimo as at September 30, 2012

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 | 7 | 8 | -12% | 214 | 208 | 3% | | | | |
| Units Reported Sold | 6 | 3 | 100% | 66 | 72 | -8% | | | | |
| Sell/List Ratio | 86% | 38% | | 31% | 35% | | | | | |
| Reported Sales Dollars | \$1,007,900 | \$457,500 | 120% | \$10,274,538 | \$11,407,450 | -10% | | | | |
| Average Sell Price / Unit | \$167,983 | \$152,500 | 10% | \$155,675 | \$158,437 | -2% | | | | |
| Median Sell Price | \$159,900 | . , | | \$153,500 | . , | | | | | |
| Sell Price / List Price | 95% | 98% | | 94% | 94% | | | | | |
| Days to Sell | 60 | 57 | 4% | 112 | 81 | 37% | | | | |
| Active Listings | 120 | 81 | | | | | | | | |
| Single Family | | | | | | | | | | |
| Units Listed | 174 | 198 | -12% | 2,261 | 2,310 | -2% | | | | |
| Units Reported Sold | 72 | 96 | -25% | 1,050 | 1,083 | -3% | | | | |
| Sell/List Ratio | 41% | 48% | 2070 | 46% | 47% | 0,0 | | | | |
| Reported Sales Dollars | \$25,985,721 | \$34,542,828 | -25% | \$372,683,737 | \$391,780,727 | -5% | | | | |
| Average Sell Price / Unit | \$360,913 | \$359,821 | 0% | \$354,937 | \$361,755 | -2% | | | | |
| Median Sell Price | \$345,000 | φ000,021 | 070 | \$345,000 | φουτ,7ου | 270 | | | | |
| Sell Price / List Price | 95% | 95% | | 95% | 95% | | | | | |
| Days to Sell | 56 | 63 | -11% | 54 | 57 | -5% | | | | |
| Active Listings | 608 | 641 | 1170 | 54 | 51 | 570 | | | | |
| Condos (Apt) | | 011 | | | | | | | | |
| Units Listed | 41 | 52 | -21% | 632 | 628 | 1% | | | | |
| Units Reported Sold | 10 | 18 | -21% | 198 | 217 | -9% | | | | |
| Sell/List Ratio | 24% | 35% | -44 /0 | 31% | 35% | -970 | | | | |
| Reported Sales Dollars | \$2,316,500 | \$4,338,400 | -47% | \$40,404,547 | \$48,101,827 | -16% | | | | |
| Average Sell Price / Unit | \$231,650 | \$241,022 | -4% | \$204,063 | \$221,667 | -10% | | | | |
| Median Sell Price | \$182,000 | φ241,022 | -4 /0 | \$196,000 | φΖΖΤ,007 | -070 | | | | |
| Sell Price / List Price | 93% | 90% | | 93% | 94% | | | | | |
| Days to Sell | 106 | 90 <i>%</i> 72 | 46% | 85 | 86 | -1% | | | | |
| Active Listings | 194 | 188 | 40 % | 00 | 00 | -170 | | | | |
| Condos (Patio) | 104 | 100 | | | | | | | | |
| Units Listed | 11 | o | 38% | 112 | 98 | 14% | | | | |
| | 2 | 8 5 | -60% | 56 | 90 51 | 14% | | | | |
| Units Reported Sold | 18% | 62% | -00% | 50% | 52% | 10% | | | | |
| Sell/List Ratio Reported Sales Dollars | | | -61% | | | 09/ | | | | |
| • | \$516,000 \$258,000 | \$1,335,746 \$267,140 | -61% | \$14,337,820 \$256,022 | \$14,355,999 | -0% | | | | |
| Average Sell Price / Unit Median Sell Price | \$258,000 \$225,000 | \$267,149 | -3% | \$256,032 \$273,000 | \$281,490 | -9% | | | | |
| Sell Price / List Price | \$225,000 94% | 95% | | \$273,000 96% | 96% | | | | | |
| | 94% 66 | 95% 178 | 620/ | 90% 65 | 103 | 270/ | | | | |
| Days to Sell Active Listings | 34 | 31 | -63% | CO | 103 | -37% | | | | |
| | 54 | 51 | | | | | | | | |
| Condos (Twnhse) | 07 | 20 | 20/ | 400 | 400 | 70/ | | | | |
| Units Listed | 37 | 36 | 3% | 436 | 468 | -7% | | | | |
| Units Reported Sold | 8 | 19 | -58% | 144 | 160 | -10% | | | | |
| Sell/List Ratio | 22% | 53% \$4,831,007 | | \$3% \$26,211,402 | 34% £41.168.710 | 4.007 | | | | |
| Reported Sales Dollars | \$2,178,969 | \$4,831,997 | -55% | \$36,311,192 | \$41,168,719 | -12% | | | | |
| Average Sell Price / Unit | \$272,371 | \$254,316 | 7% | \$252,161 | \$257,304 | -2% | | | | |
| Median Sell Price | \$218,000 | 000/ | | \$226,500 | 4000/ | | | | | |
| Sell Price / List Price | 95% | 96% | 4 70/ | 96% | 102% | 107 | | | | |
| Days to Sell | 69 126 | 82 | -17% | 68 | 68 | -1% | | | | |
| Active Listings | 126 | 151 | | | | | | | | |

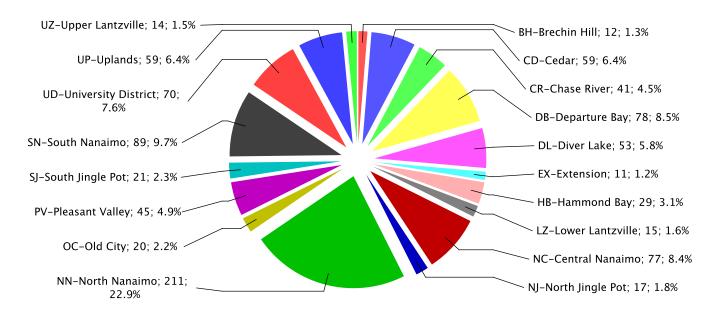
PLEASE NOTE: SINGLE FAMILY property does NOT INCLUDE acreage with house, condominiums, duplex/triplex, mobile homes/on pad, single family waterfront or single family strata. **LOTS** do NOT INCLUDE acreage or waterfront acreage.

MLS® Single Family Sales Analysis

Unconditional Sales from January 1 to Sep 30, 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 | 4 | 4 | 3 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 12 |
| CD-Cedar | 2 | 0 | 4 | 6 | 14 | 7 | 5 | 5 | 7 | 1 | 4 | 1 | 0 | 3 | 59 |
| CR-Chase River | 0 | 0 | 2 | 10 | 8 | 6 | 9 | 3 | 1 | 1 | 1 | 0 | 0 | 0 | 41 |
| DB-Departure Bay | 0 | 0 | 5 | 14 | 26 | 20 | 4 | 5 | 0 | 2 | 0 | 1 | 0 | 1 | 78 |
| DL-Diver Lake | 0 | 2 | 2 | 14 | 15 | 13 | 4 | 3 | 0 | 0 | 0 | 0 | 0 | 0 | 53 |
| EX-Extension | 1 | 0 | 3 | 1 | 1 | 2 | 1 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 11 |
| HB-Hammond Bay | 0 | 3 | 0 | 2 | 5 | 5 | 6 | 4 | 3 | 0 | 0 | 0 | 1 | 0 | 29 |
| LZ-Lower Lantzville | 0 | 0 | 0 | 2 | 1 | 6 | 2 | 2 | 0 | 2 | 0 | 0 | 0 | 0 | 15 |
| NC-Central Nanaimo | 2 | 2 | 21 | 29 | 18 | 4 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 77 |
| NJ-North Jingle Pot | 0 | 0 | 0 | 1 | 1 | 2 | 4 | 2 | 4 | 0 | 2 | 1 | 0 | 0 | 17 |
| NN-North Nanaimo | 0 | 0 | 3 | 6 | 34 | 59 | 40 | 26 | 27 | 8 | 5 | 0 | 3 | 0 | 211 |
| OC-Old City | 2 | 2 | 2 | 3 | 6 | 4 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 20 |
| PV-Pleasant Valley | 0 | 2 | 0 | 5 | 18 | 8 | 10 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 45 |
| SJ-South Jingle Pot | 0 | 0 | 0 | 2 | 2 | 2 | 6 | 6 | 2 | 1 | 0 | 0 | 0 | 0 | 21 |
| SN-South Nanaimo | 2 | 8 | 19 | 25 | 17 | 12 | 5 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 89 |
| UD-University District | 0 | 5 | 15 | 12 | 10 | 7 | 13 | 6 | 2 | 0 | 0 | 0 | 0 | 0 | 70 |
| UP-Uplands | 0 | 0 | 4 | 21 | 10 | 13 | 6 | 3 | 0 | 0 | 1 | 0 | 1 | 0 | 59 |
| UZ-Upper Lantzville | 0 | 1 | 1 | 0 | 1 | 5 | 2 | 0 | 4 | 0 | 0 | 0 | 0 | 0 | 14 |
| Zone 4 TOTALS | 9 | 25 | 85 | 157 | 190 | 176 | 118 | 67 | 52 | 16 | 14 | 3 | 5 | 4 | 921 |

Nanaimo - Single Family Sales by Subarea



Total Unconditional Sales January 1 to September 30, 2012 = 921

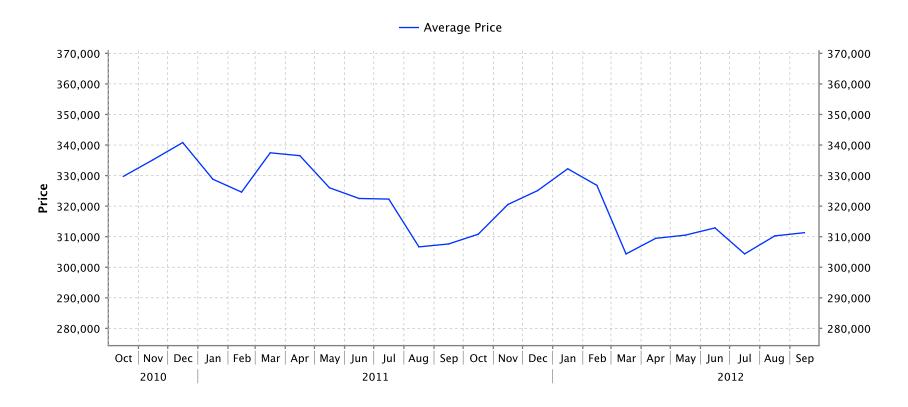
GABRIOLA ISLAND

Comparative Activity by Property Type

| | (| Current Month | | 12 Months to Date | | | | | |
|---------------------------|-----------|---------------|----------|-------------------|-------------|----------|--|--|--|
| | This Year | Last Year | % Change | This Year | Last Year | % Change | | | |
| Lots | | | | | | | | | |
| Units Listed | 2 | 7 | -71% | 35 | 40 | -12% | | | |
| Units Reported Sold | 1 | 1 | 0% | 14 | 10 | 40% | | | |
| Sell/List Ratio | 50% | 14% | | 40% | 25% | | | | |
| Reported Sales Dollars | \$112,500 | \$70,000 | 61% | \$1,449,000 | \$1,055,000 | 37% | | | |
| Average Sell Price / Unit | \$112,500 | \$70,000 | 61% | \$103,500 | \$105,500 | -2% | | | |
| Median Sell Price | | | | \$105,000 | | | | | |
| Sell Price / List Price | 70% | 93% | | 88% | 88% | | | | |
| Days to Sell | 770 | 37 | 1,981% | 151 | 101 | 49% | | | |
| Active Listings | 31 | 29 | | | | | | | |
| Single Family | | | | | | | | | |
| Units Listed | 10 | 9 | 11% | 117 | 97 | 21% | | | |
| Units Reported Sold | 2 | 1 | 100% | 33 | 29 | 14% | | | |
| Sell/List Ratio | 20% | 11% | | 28% | 30% | | | | |
| Reported Sales Dollars | \$595,000 | \$250,000 | 138% | \$10,273,349 | \$8,921,060 | 15% | | | |
| Average Sell Price / Unit | \$297,500 | \$250,000 | 19% | \$311,314 | \$307,623 | 1% | | | |
| Median Sell Price | \$162,000 | | | \$314,500 | | | | | |
| Sell Price / List Price | 88% | 97% | | 95% | 94% | | | | |
| Days to Sell | 66 | 66 | -1% | 119 | 88 | 35% | | | |
| Active Listings | 63 | 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.

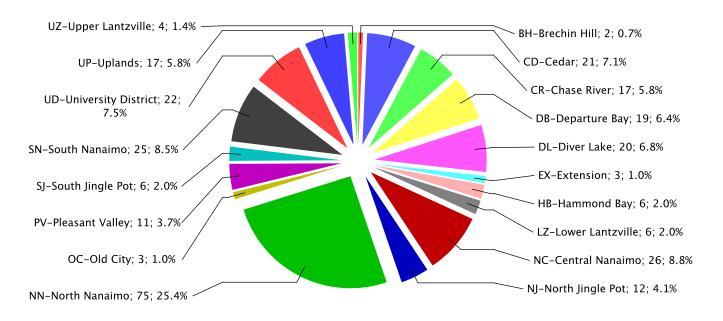
Cumulative Residential Average Single Family Sale Price



3rd Quarter 2012 MLS® Single Family Sales Analysis Unconditional Sales from July 1 to Sep 30, 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 | 0 | 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 |
| CD-Cedar | 1 | 0 | 2 | 3 | 3 | 1 | 2 | 2 | 1 | 1 | 3 | 0 | 0 | 2 | 21 |
| CR-Chase River | 0 | 0 | 0 | 4 | 3 | 2 | 4 | 1 | 1 | 1 | 1 | 0 | 0 | 0 | 17 |
| DB-Departure Bay | 0 | 0 | 0 | 5 | 4 | 6 | 2 | 1 | 0 | 0 | 0 | 1 | 0 | 0 | 19 |
| DL-Diver Lake | 0 | 1 | 1 | 4 | 6 | 5 | 2 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 20 |
| EX-Extension | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 3 |
| HB-Hammond Bay | 0 | 1 | 0 | 2 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 6 |
| LZ-Lower Lantzville | 0 | 0 | 0 | 1 | 0 | 3 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 6 |
| NC-Central Nanaimo | 1 | 2 | 7 | 8 | 6 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 26 |
| NJ-North Jingle Pot | 0 | 0 | 0 | 1 | 0 | 1 | 3 | 1 | 3 | 0 | 2 | 1 | 0 | 0 | 12 |
| NN-North Nanaimo | 0 | 0 | 0 | 3 | 15 | 23 | 12 | 5 | 13 | 1 | 2 | 0 | 1 | 0 | 75 |
| OC-Old City | 0 | 0 | 1 | 0 | 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3 |
| PV-Pleasant Valley | 0 | 0 | 0 | 2 | 4 | 1 | 3 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 11 |
| SJ-South Jingle Pot | 0 | 0 | 0 | 1 | 0 | 0 | 1 | 2 | 1 | 1 | 0 | 0 | 0 | 0 | 6 |
| SN-South Nanaimo | 1 | 2 | 6 | 7 | 6 | 2 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 25 |
| UD-University District | 0 | 2 | 6 | 3 | 3 | 3 | 2 | 3 | 0 | 0 | 0 | 0 | 0 | 0 | 22 |
| UP-Uplands | 0 | 0 | 2 | 7 | 4 | 3 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 17 |
| UZ-Upper Lantzville | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 0 | 2 | 0 | 0 | 0 | 0 | 0 | 4 |
| Zone 4 TOTALS | 4 | 8 | 25 | 53 | 58 | 52 | 36 | 17 | 23 | 4 | 9 | 2 | 2 | 2 | 295 |

Nanaimo - Single Family Sales by Subarea



Total Unconditional Sales July 1 to September 30, 2012 = 295