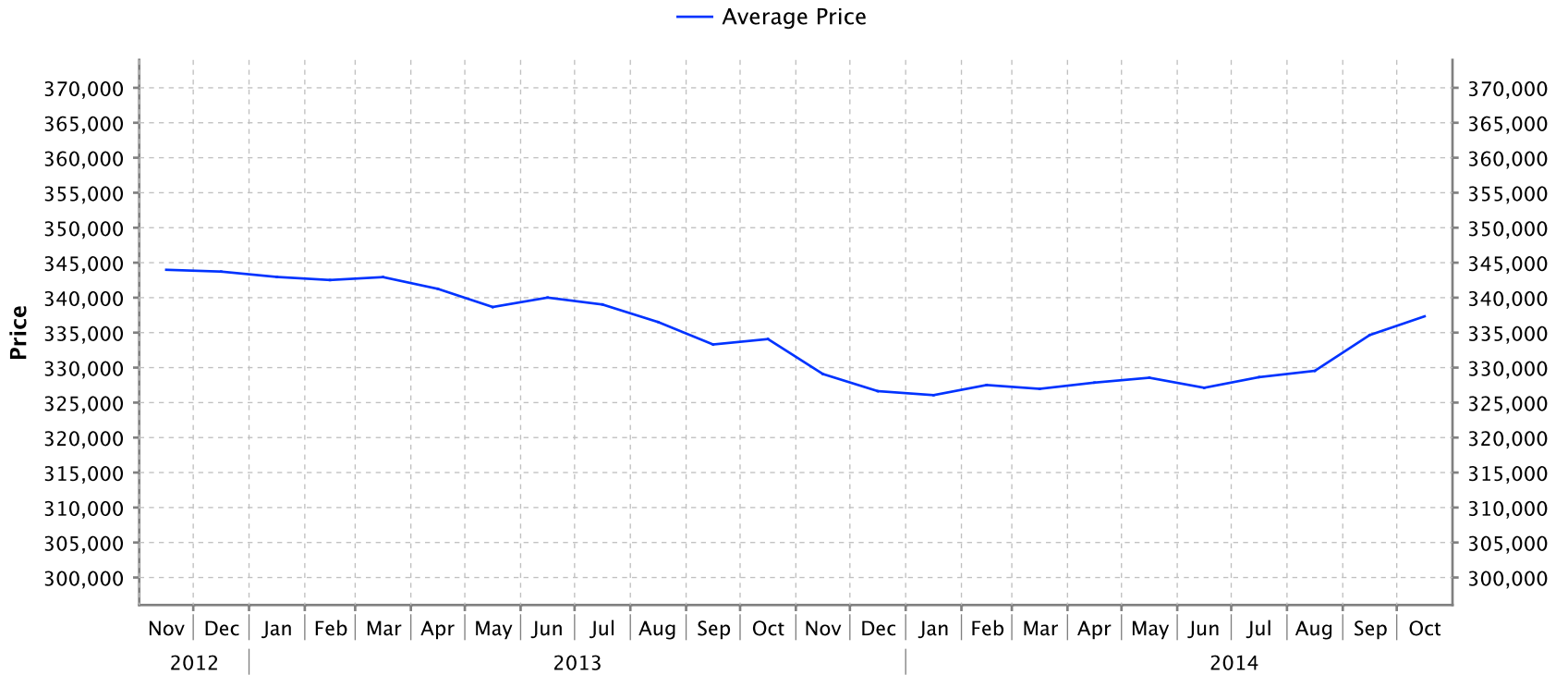


Cowichan Valley

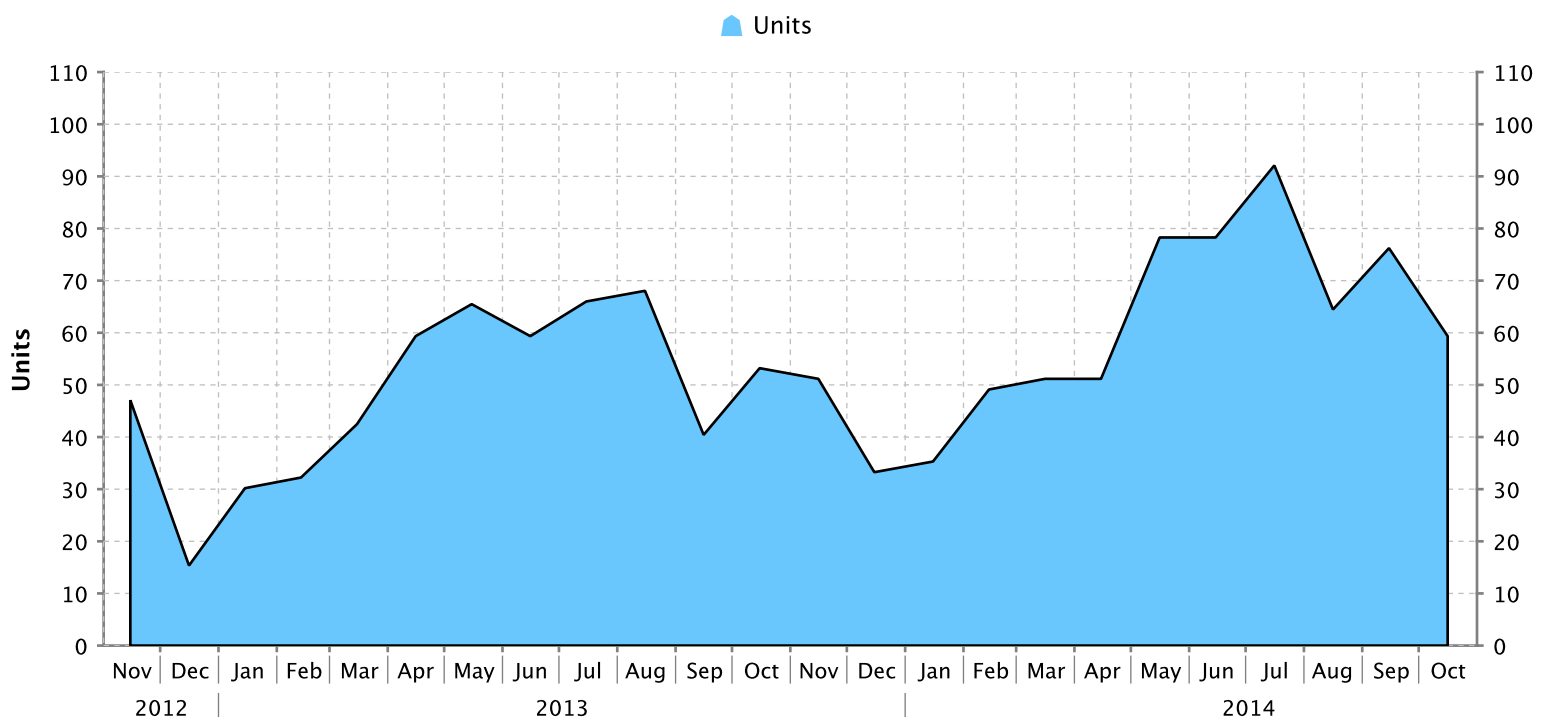
as at October 31, 2014

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 |
| Lots | | | | | | |
| Units Listed | 15 | 12 | 25% | 185 | 281 | -34% |
| Units Reported Sold | 3 | 6 | -50% | 55 | 63 | -13% |
| Sell/List Ratio | 20% | 50% | | 30% | 22% | |
| Reported Sales Dollars | \$236,855 | \$693,395 | -66% | \$7,227,650 | \$7,902,149 | -9% |
| Average Sell Price / Unit | \$78,952 | \$115,566 | -32% | \$131,412 | \$125,431 | 5% |
| Median Sell Price | \$81,555 | | | \$130,000 | | |
| Sell Price / List Price | 82% | 92% | | 88% | 86% | |
| Days to Sell | 131 | 150 | -13% | 158 | 96 | 65% |
| Active Listings | 124 | 152 | | | | |
| Single Family | | | | | | |
| Units Listed | 86 | 108 | -20% | 1,338 | 1,388 | -4% |
| Units Reported Sold | 59 | 53 | 11% | 717 | 576 | 24% |
| Sell/List Ratio | 69% | 49% | | 54% | 41% | |
| Reported Sales Dollars | \$21,327,500 | \$17,401,494 | 23% | \$241,866,709 | \$192,430,845 | 26% |
| Average Sell Price / Unit | \$361,483 | \$328,330 | 10% | \$337,332 | \$334,081 | 1% |
| Median Sell Price | \$337,000 | | | \$320,000 | | |
| Sell Price / List Price | 94% | 92% | | 94% | 94% | |
| Days to Sell | 75 | 76 | -1% | 76 | 75 | 1% |
| Active Listings | 413 | 465 | | | | |
| Condos (Apt) | | | | | | |
| Units Listed | 11 | 10 | 10% | 152 | 175 | -13% |
| Units Reported Sold | 8 | 5 | 60% | 62 | 59 | 5% |
| Sell/List Ratio | 73% | 50% | | 41% | 34% | |
| Reported Sales Dollars | \$1,273,500 | \$586,000 | 117% | \$9,679,362 | \$9,022,275 | 7% |
| Average Sell Price / Unit | \$159,188 | \$117,200 | 36% | \$156,119 | \$152,920 | 2% |
| Median Sell Price | \$180,000 | | | \$130,000 | | |
| Sell Price / List Price | 94% | 87% | | 93% | 107% | |
| Days to Sell | 117 | 168 | -30% | 104 | 94 | 11% |
| Active Listings | 75 | 79 | | | | |
| Condos (Patio) | | | | | | |
| Units Listed | 4 | 6 | -33% | 35 | 40 | -12% |
| Units Reported Sold | 3 | 3 | 0% | 21 | 28 | -25% |
| Sell/List Ratio | 75% | 50% | | 60% | 70% | |
| Reported Sales Dollars | \$530,800 | \$807,500 | -34% | \$4,531,700 | \$6,909,100 | -34% |
| Average Sell Price / Unit | \$176,933 | \$269,167 | -34% | \$215,795 | \$246,754 | -13% |
| Median Sell Price | \$151,300 | | | \$221,000 | | |
| Sell Price / List Price | 93% | 95% | | 92% | 93% | |
| Days to Sell | 47 | 89 | -47% | 111 | 112 | -1% |
| Active Listings | 15 | 13 | | | | |
| Condos (Twnhse) | | | | | | |
| Units Listed | 7 | 26 | -73% | 168 | 226 | -26% |
| Units Reported Sold | 7 | 8 | -12% | 92 | 56 | 64% |
| Sell/List Ratio | 100% | 31% | | 55% | 25% | |
| Reported Sales Dollars | \$1,878,500 | \$1,661,500 | 13% | \$20,406,851 | \$13,476,700 | 51% |
| Average Sell Price / Unit | \$268,357 | \$207,688 | 29% | \$221,814 | \$240,655 | -8% |
| Median Sell Price | \$300,000 | | | \$208,000 | | |
| Sell Price / List Price | 93% | 90% | | 94% | 94% | |
| Days to Sell | 96 | 57 | 68% | 121 | 78 | 54% |
| Active Listings | 49 | 94 | | | | |

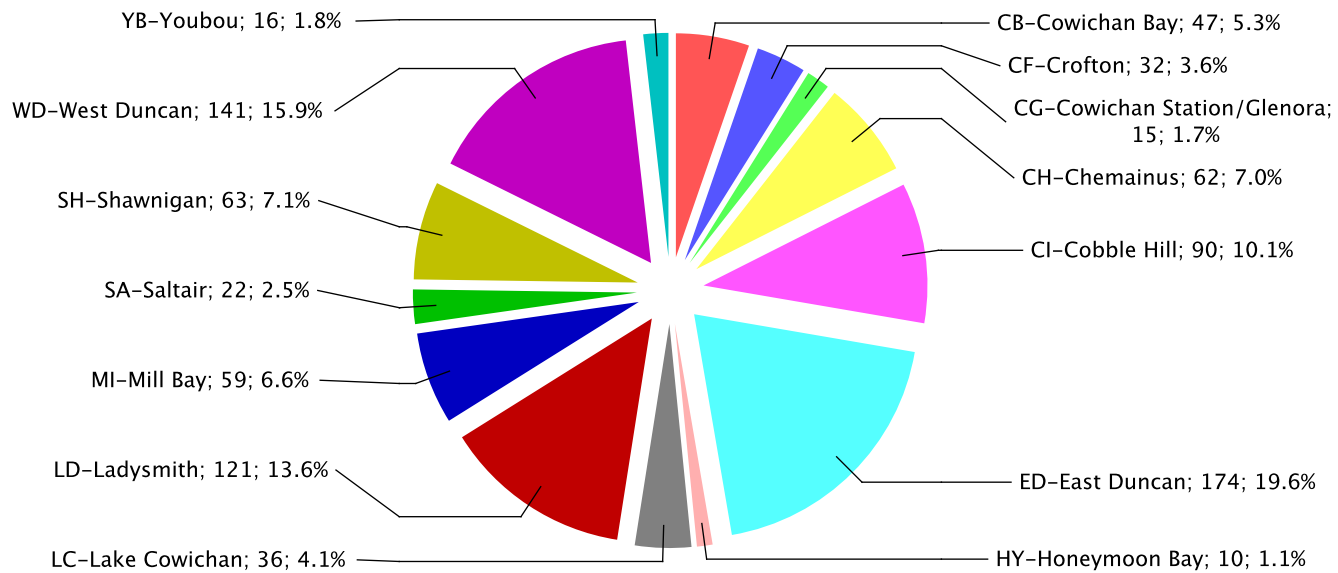
PLEASE NOTE: SINGLE FAMILY property does NOT INCLUDE acreage with house, condominiums, duplex/triplex, mobile homes/on pad, single family waterfront or single family strata. **LOTS** do NOT INCLUDE acreage or waterfront acreage.

MLS® Single Family Sales Analysis

Unconditional Sales from January 1 to Oct 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 |
|-----------------------------|-----------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|---------------|------------|------------|
| CB-Cowichan Bay | 1 | 1 | 0 | 4 | 14 | 12 | 3 | 5 | 5 | 1 | 0 | 0 | 0 | 1 | 47 |
| CF-Crofton | 1 | 6 | 10 | 7 | 4 | 0 | 2 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 32 |
| CG-Cowichan Station/Glenora | 0 | 0 | 1 | 1 | 2 | 3 | 1 | 0 | 3 | 2 | 0 | 2 | 0 | 0 | 15 |
| CH-Chemainus | 1 | 7 | 11 | 15 | 8 | 3 | 7 | 2 | 5 | 2 | 0 | 0 | 0 | 1 | 62 |
| CI-Cobble Hill | 0 | 1 | 0 | 9 | 8 | 24 | 16 | 11 | 13 | 6 | 1 | 0 | 1 | 0 | 90 |
| ED-East Duncan | 0 | 7 | 18 | 25 | 22 | 37 | 23 | 11 | 16 | 8 | 6 | 0 | 1 | 0 | 174 |
| HY-Honeymoon Bay | 4 | 2 | 2 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 10 |
| LC-Lake Cowichan | 9 | 3 | 6 | 8 | 2 | 3 | 1 | 1 | 0 | 1 | 1 | 1 | 0 | 0 | 36 |
| LD-Ladysmith | 1 | 6 | 22 | 17 | 21 | 22 | 6 | 5 | 4 | 6 | 9 | 1 | 0 | 1 | 121 |
| MI-Mill Bay | 3 | 2 | 1 | 2 | 2 | 7 | 10 | 9 | 12 | 3 | 6 | 1 | 0 | 1 | 59 |
| SA-Saltair | 0 | 1 | 2 | 2 | 5 | 3 | 3 | 1 | 3 | 2 | 0 | 0 | 0 | 0 | 22 |
| SH-Shawnigan | 0 | 2 | 3 | 6 | 16 | 12 | 5 | 5 | 8 | 3 | 1 | 0 | 1 | 1 | 63 |
| WD-West Duncan | 0 | 11 | 23 | 39 | 27 | 22 | 11 | 5 | 0 | 3 | 0 | 0 | 0 | 0 | 141 |
| YB-Youbou | 2 | 3 | 4 | 1 | 0 | 1 | 0 | 0 | 1 | 2 | 1 | 0 | 1 | 0 | 16 |
| Zone 3 TOTALS | 22 | 52 | 103 | 137 | 131 | 149 | 88 | 56 | 70 | 40 | 25 | 6 | 4 | 5 | 888 |

Cowichan Valley - Single Family Sales by Subarea



Total Unconditional Sales January 1 to October 31, 2014 = 888