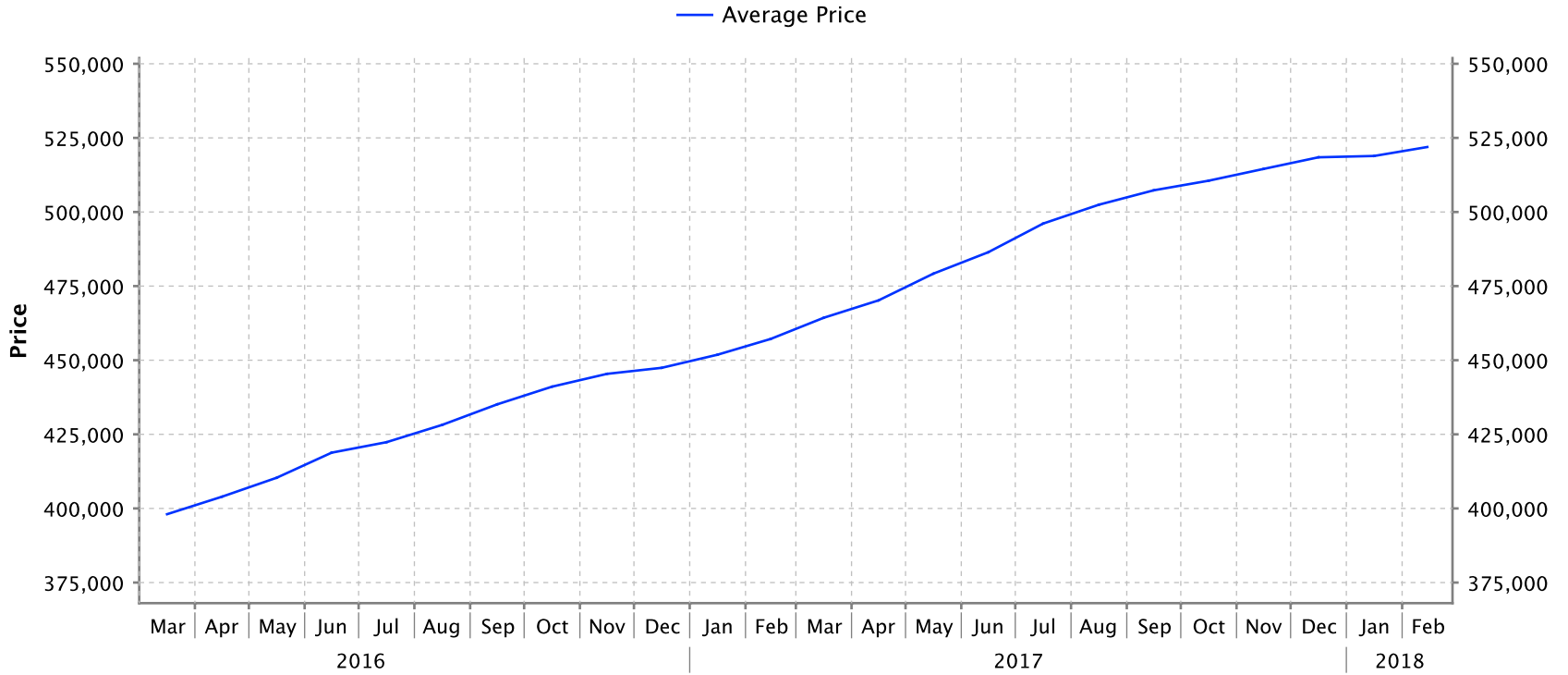


Nanaimo

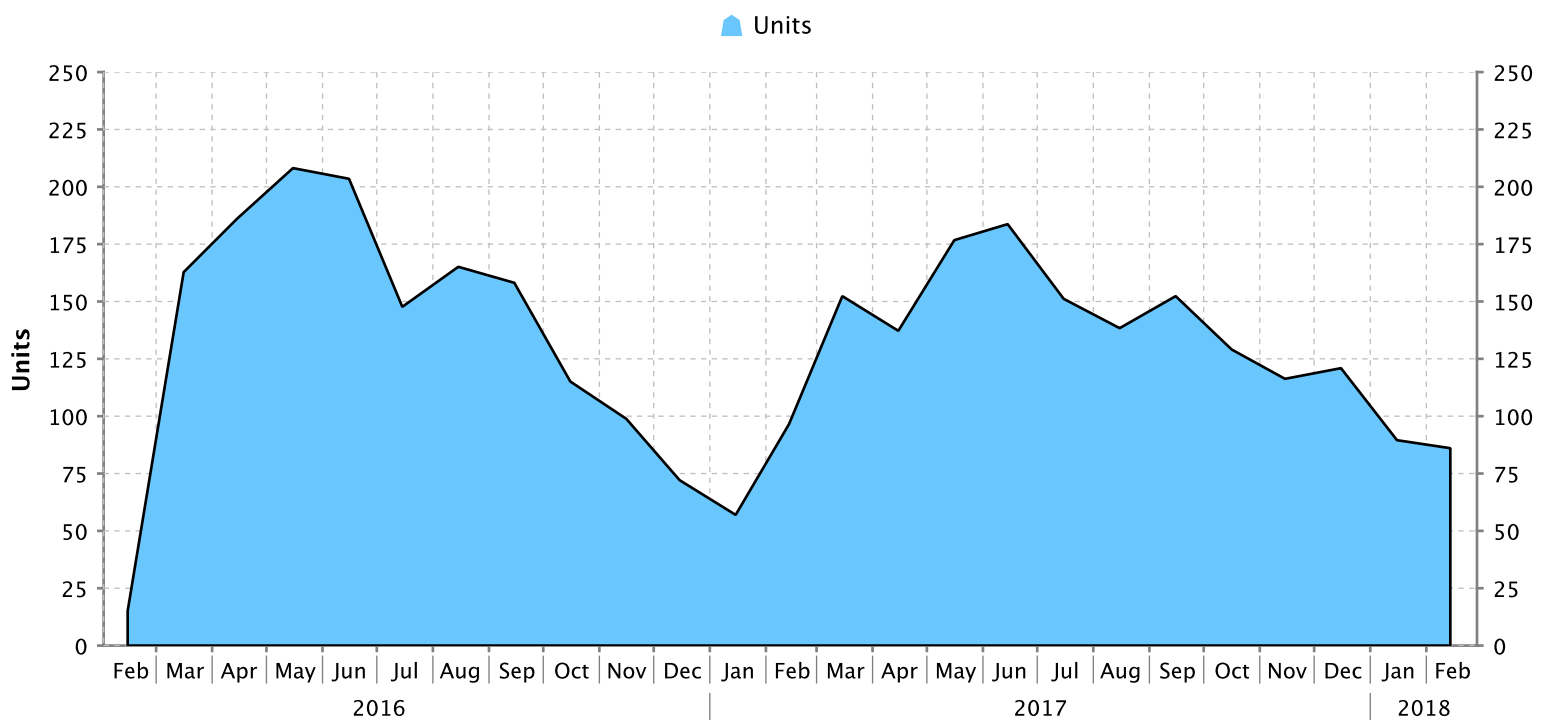
as at February 28, 2018

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 | 8 | 13 | -38% | 165 | 176 | -6% |
| Units Reported Sold | 7 | 6 | 17% | 101 | 173 | -42% |
| Sell/List Ratio | 88% | 46% | | 61% | 98% | |
| Reported Sales Dollars | \$1,845,155 | \$1,193,700 | 55% | \$24,418,055 | \$32,977,946 | -26% |
| Average Sell Price / Unit | \$263,594 | \$198,950 | 32% | \$241,763 | \$190,624 | 27% |
| Median Sell Price | \$257,500 | | | \$259,900 | | |
| Sell Price / List Price | 94% | 108% | | 101% | 101% | |
| Days to Sell | 168 | 129 | 30% | 74 | 147 | -49% |
| Active Listings | 42 | 38 | | | | |
| Single Family | | | | | | |
| Units Listed | 140 | 179 | -22% | 2,262 | 2,122 | 7% |
| Units Reported Sold | 85 | 96 | -11% | 1,627 | 1,661 | -2% |
| Sell/List Ratio | 61% | 54% | | 72% | 78% | |
| Reported Sales Dollars | \$46,916,695 | \$47,704,732 | -2% | \$849,163,931 | \$759,547,486 | 12% |
| Average Sell Price / Unit | \$551,961 | \$496,924 | 11% | \$521,920 | \$457,283 | 14% |
| Median Sell Price | \$545,000 | | | \$495,000 | | |
| Sell Price / List Price | 100% | 99% | | 99% | 99% | |
| Days to Sell | 30 | 27 | 11% | 23 | 26 | -11% |
| Active Listings | 210 | 239 | | | | |
| Condos (Apt) | | | | | | |
| Units Listed | 40 | 33 | 21% | 529 | 464 | 14% |
| Units Reported Sold | 38 | 24 | 58% | 433 | 418 | 4% |
| Sell/List Ratio | 95% | 73% | | 82% | 90% | |
| Reported Sales Dollars | \$12,530,573 | \$5,898,500 | 112% | \$121,557,748 | \$100,590,064 | 21% |
| Average Sell Price / Unit | \$329,752 | \$245,771 | 34% | \$280,734 | \$240,646 | 17% |
| Median Sell Price | \$315,000 | | | \$252,000 | | |
| Sell Price / List Price | 100% | 99% | | 100% | 98% | |
| Days to Sell | 23 | 26 | -9% | 18 | 66 | -73% |
| Active Listings | 49 | 43 | | | | |
| Condos (Patio) | | | | | | |
| Units Listed | 7 | 8 | -12% | 92 | 74 | 24% |
| Units Reported Sold | 6 | 0 | | 71 | 66 | 8% |
| Sell/List Ratio | 86% | 0% | | 77% | 89% | |
| Reported Sales Dollars | \$2,779,300 | \$0 | | \$29,685,100 | \$20,486,057 | 45% |
| Average Sell Price / Unit | \$463,217 | | | \$418,100 | \$310,395 | 35% |
| Median Sell Price | \$472,500 | | | \$398,000 | | |
| Sell Price / List Price | 102% | | | 101% | 99% | |
| Days to Sell | 29 | | | 33 | 23 | 40% |
| Active Listings | 16 | 13 | | | | |
| Condos (Twnhse) | | | | | | |
| Units Listed | 29 | 16 | 81% | 330 | 313 | 5% |
| Units Reported Sold | 18 | 19 | -5% | 267 | 285 | -6% |
| Sell/List Ratio | 62% | 119% | | 81% | 91% | |
| Reported Sales Dollars | \$5,786,400 | \$5,495,513 | 5% | \$85,464,586 | \$80,513,219 | 6% |
| Average Sell Price / Unit | \$321,467 | \$289,238 | 11% | \$320,092 | \$282,503 | 13% |
| Median Sell Price | \$316,000 | | | \$300,000 | | |
| Sell Price / List Price | 99% | 102% | | 100% | 99% | |
| Days to Sell | 37 | 24 | 54% | 24 | 36 | -32% |
| Active Listings | 41 | 30 | | | | |

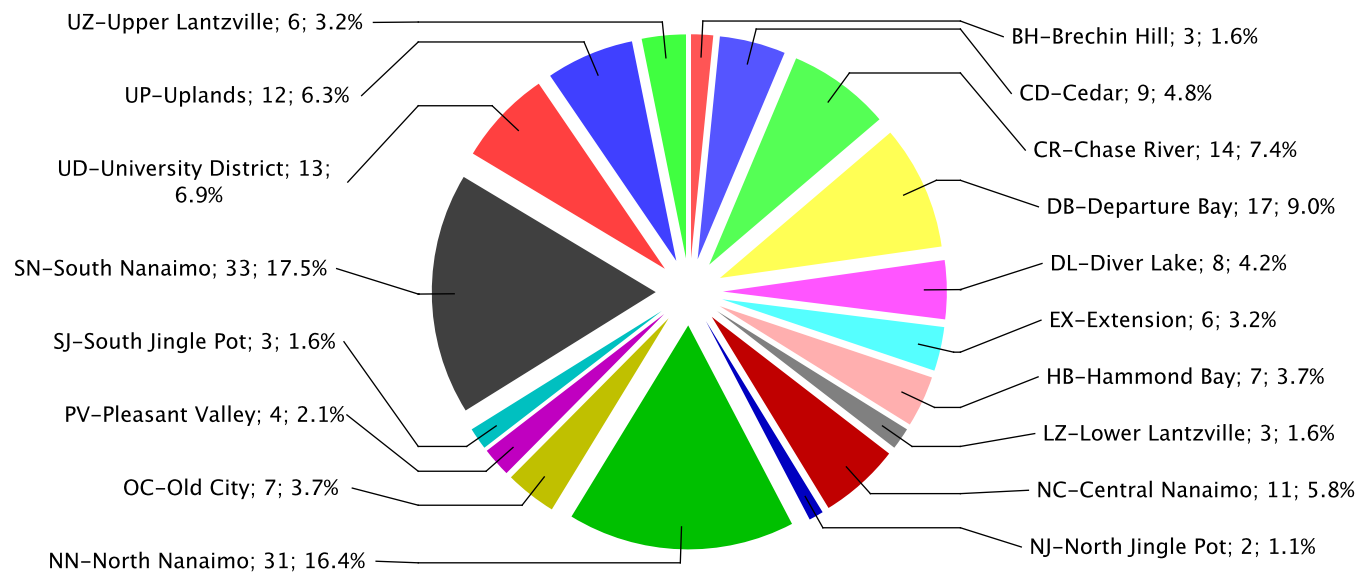
PLEASE NOTE: SINGLE FAMILY property does NOT INCLUDE acreage with house, condominiums, duplex/triplex, mobile homes/on pad, single family waterfront or single family strata. **LOTS** do NOT INCLUDE acreage or waterfront acreage.

MLS® Single Family Sales Analysis

Unconditional Sales from January 1 to Feb 28, 2018

| | 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 | 0 | 3 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3 |
| CD-Cedar | 0 | 0 | 1 | 0 | 0 | 1 | 0 | 1 | 3 | 1 | 0 | 0 | 0 | 2 | 9 |
| CR-Chase River | 0 | 0 | 0 | 0 | 0 | 1 | 2 | 1 | 7 | 3 | 0 | 0 | 0 | 0 | 14 |
| DB-Departure Bay | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 4 | 4 | 3 | 4 | 0 | 1 | 1 | 17 |
| DL-Diver Lake | 0 | 0 | 0 | 1 | 1 | 1 | 0 | 4 | 1 | 0 | 0 | 0 | 0 | 0 | 8 |
| EX-Extension | 0 | 0 | 0 | 1 | 2 | 1 | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 6 |
| HB-Hammond Bay | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3 | 3 | 0 | 0 | 1 | 0 | 7 |
| LZ-Lower Lantzville | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 | 0 | 1 | 0 | 0 | 0 | 3 |
| NC-Central Nanaimo | 0 | 0 | 0 | 0 | 1 | 1 | 2 | 4 | 3 | 0 | 0 | 0 | 0 | 0 | 11 |
| NJ-North Jingle Pot | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 0 | 0 | 2 |
| NN-North Nanaimo | 0 | 0 | 0 | 0 | 2 | 0 | 0 | 4 | 5 | 9 | 8 | 0 | 1 | 2 | 31 |
| OC-Old City | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 1 | 2 | 0 | 1 | 0 | 0 | 0 | 7 |
| PV-Pleasant Valley | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 2 | 0 | 0 | 0 | 0 | 4 |
| SJ-South Jingle Pot | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 0 | 3 |
| SN-South Nanaimo | 0 | 0 | 2 | 5 | 4 | 6 | 3 | 5 | 7 | 1 | 0 | 0 | 0 | 0 | 33 |
| UD-University District | 0 | 0 | 0 | 0 | 0 | 3 | 2 | 2 | 5 | 0 | 1 | 0 | 0 | 0 | 13 |
| UP-Uplands | 0 | 0 | 0 | 0 | 0 | 0 | 4 | 2 | 4 | 2 | 0 | 0 | 0 | 0 | 12 |
| UZ-Upper Lantzville | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 4 | 0 | 1 | 0 | 0 | 0 | 6 |
| Zone 4 TOTALS | 0 | 0 | 3 | 7 | 11 | 19 | 17 | 28 | 52 | 25 | 18 | 1 | 3 | 5 | 189 |

Nanaimo - Single Family Sales by Subarea



Total Unconditional Sales January 1 to February 28, 2018 = 189

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 | 3 | 0% | 40 | 38 | 5% |
| Units Reported Sold | 2 | 1 | 100% | 33 | 32 | 3% |
| Sell/List Ratio | 67% | 33% | | 82% | 84% | |
| Reported Sales Dollars | \$164,000 | \$105,000 | 56% | \$3,306,700 | \$2,767,900 | 19% |
| Average Sell Price / Unit | \$82,000 | \$105,000 | -22% | \$100,203 | \$86,497 | 16% |
| Median Sell Price | \$99,000 | | | \$95,000 | | |
| Sell Price / List Price | 94% | 81% | | 95% | 92% | |
| Days to Sell | 127 | 153 | -17% | 95 | 123 | -23% |
| Active Listings | 10 | 13 | | | | |
| Single Family | | | | | | |
| Units Listed | 5 | 3 | 67% | 81 | 85 | -5% |
| Units Reported Sold | 3 | 5 | -40% | 65 | 86 | -24% |
| Sell/List Ratio | 60% | 167% | | 80% | 101% | |
| Reported Sales Dollars | \$1,175,900 | \$2,449,750 | -52% | \$26,018,236 | \$27,637,600 | -6% |
| Average Sell Price / Unit | \$391,967 | \$489,950 | -20% | \$400,281 | \$321,367 | 25% |
| Median Sell Price | \$387,900 | | | \$366,000 | | |
| Sell Price / List Price | 96% | 94% | | 98% | 97% | |
| Days to Sell | 137 | 127 | 8% | 41 | 64 | -35% |
| Active Listings | 11 | 9 | | | | |

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

