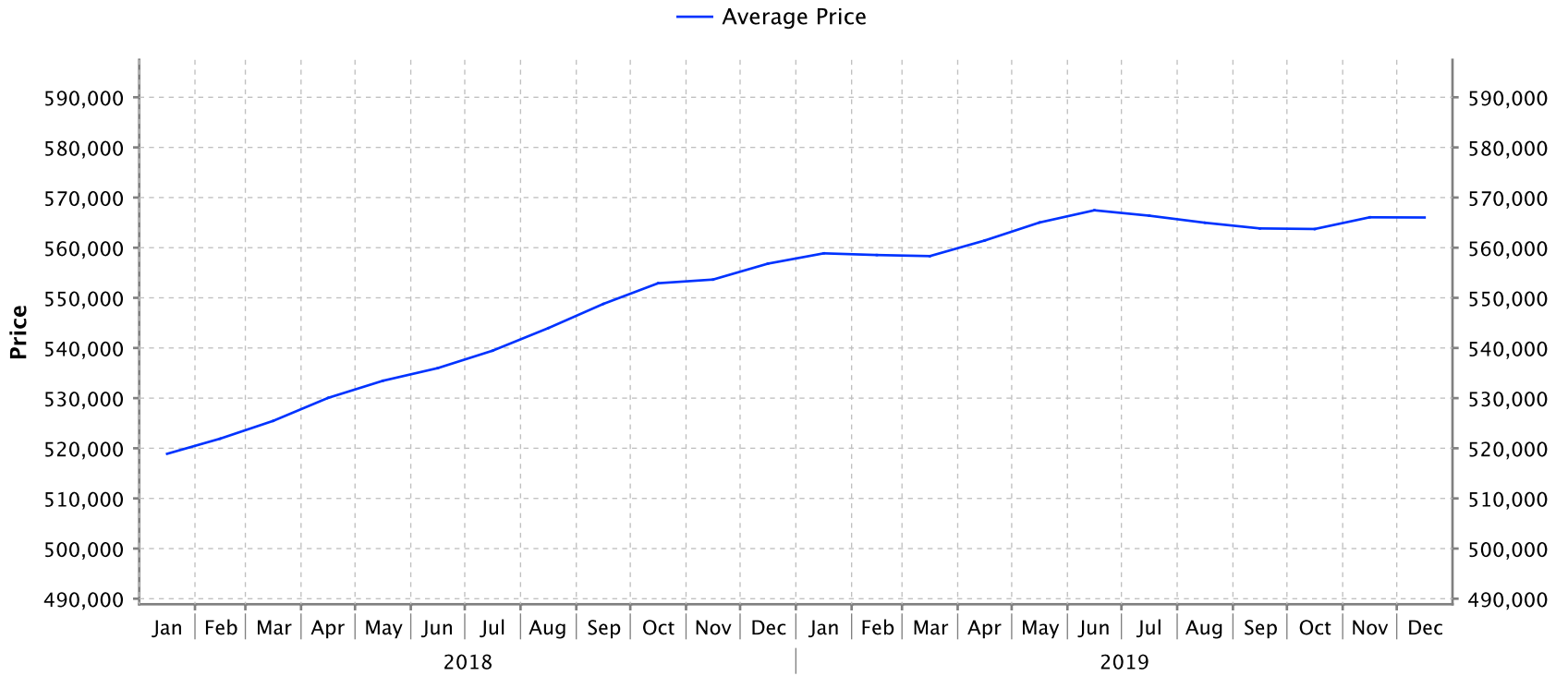


Nanaimo

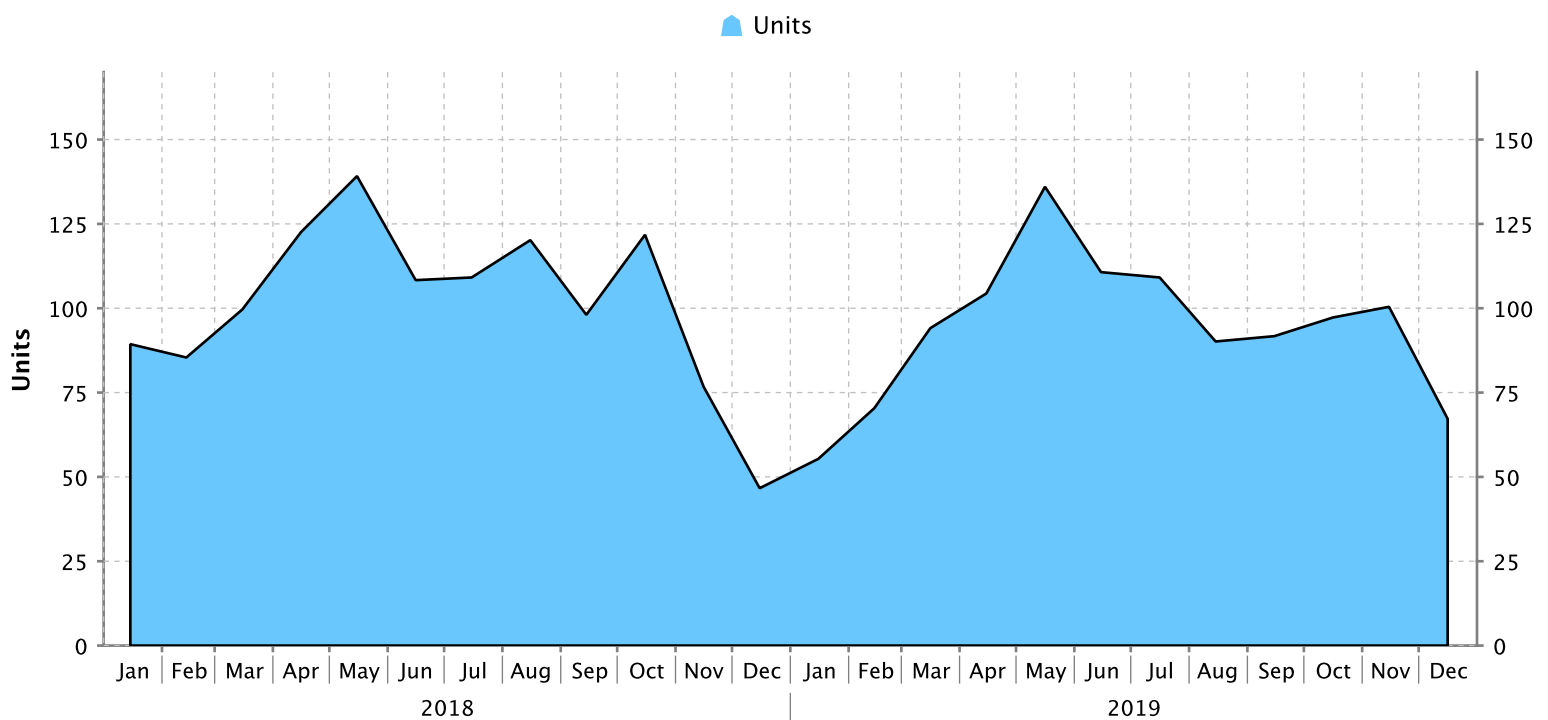
as at December 31, 2019

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	10	10	0%	302	200	51%
Units Reported Sold	4	2	100%	84	62	35%
Sell/List Ratio	40%	20%		28%	31%	
Reported Sales Dollars	\$967,500	\$500,000	94%	\$23,735,350	\$17,647,482	34%
Average Sell Price / Unit	\$241,875	\$250,000	-3%	\$282,564	\$284,637	-1%
Median Sell Price	\$260,000			\$269,000		
Sell Price / List Price	85%	96%		95%	95%	
Days to Sell	184	70	163%	77	84	-8%
Active Listings	111	68				
Single Family						
Units Listed	69	57	21%	1,934	2,116	-9%
Units Reported Sold	67	46	46%	1,123	1,212	-7%
Sell/List Ratio	97%	81%		58%	57%	
Reported Sales Dollars	\$38,291,751	\$26,447,950	45%	\$635,643,399	\$674,865,250	-6%
Average Sell Price / Unit	\$571,519	\$574,955	-1%	\$566,023	\$556,820	2%
Median Sell Price	\$553,250			\$549,000		
Sell Price / List Price	96%	97%		97%	99%	
Days to Sell	52	35	49%	33	25	29%
Active Listings	205	254				
Condos (Apt)						
Units Listed	15	31	-52%	537	549	-2%
Units Reported Sold	20	13	54%	308	363	-15%
Sell/List Ratio	133%	42%		57%	66%	
Reported Sales Dollars	\$5,874,300	\$4,516,900	30%	\$96,940,790	\$109,633,589	-12%
Average Sell Price / Unit	\$293,715	\$347,454	-15%	\$314,743	\$302,021	4%
Median Sell Price	\$285,000			\$297,000		
Sell Price / List Price	98%	96%		97%	99%	
Days to Sell	30	33	-10%	31	25	26%
Active Listings	112	76				
Condos (Patio)						
Units Listed	3	14	-79%	87	106	-18%
Units Reported Sold	1	4	-75%	71	89	-20%
Sell/List Ratio	33%	29%		82%	84%	
Reported Sales Dollars	\$410,000	\$1,847,650	-78%	\$30,875,240	\$39,872,078	-23%
Average Sell Price / Unit	\$410,000	\$461,912	-11%	\$434,863	\$448,001	-3%
Median Sell Price	\$410,000			\$435,000		
Sell Price / List Price	96%	102%		99%	101%	
Days to Sell	71	14	407%	30	32	-3%
Active Listings	8	15				
Condos (Twnhse)						
Units Listed	8	15	-47%	315	386	-18%
Units Reported Sold	11	8	38%	211	206	2%
Sell/List Ratio	138%	53%		67%	53%	
Reported Sales Dollars	\$4,258,695	\$2,497,900	70%	\$79,559,836	\$70,163,625	13%
Average Sell Price / Unit	\$387,154	\$312,238	24%	\$377,061	\$340,600	11%
Median Sell Price	\$347,900			\$355,000		
Sell Price / List Price	97%	98%		98%	98%	
Days to Sell	43	18	132%	34	22	56%
Active Listings	25	68				

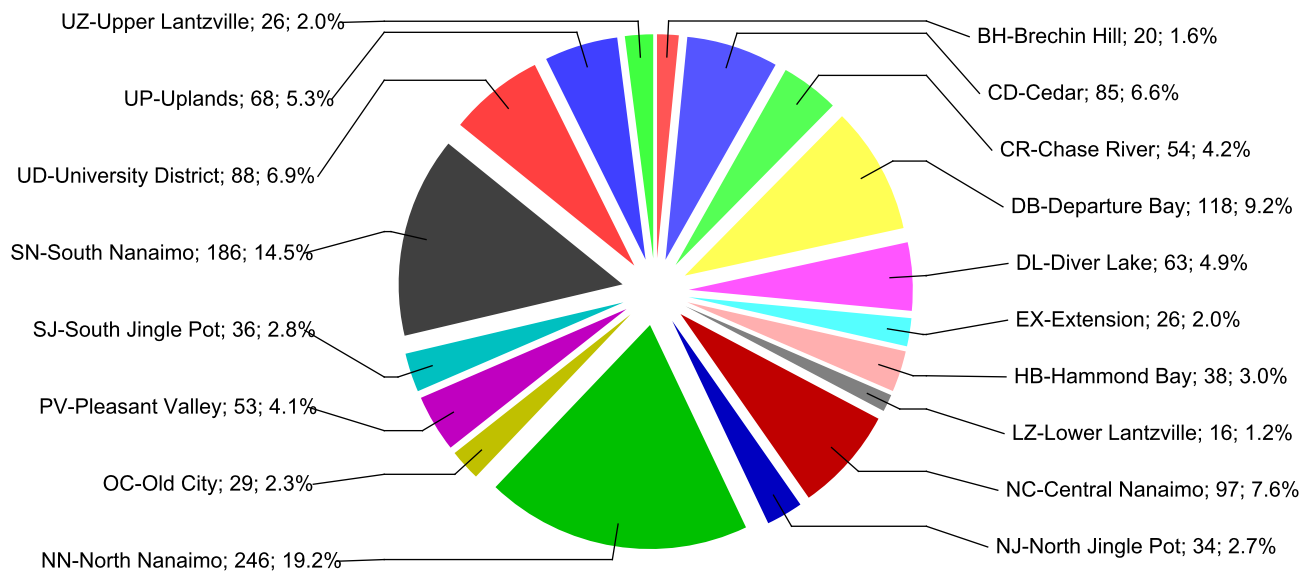
PLEASE NOTE: SINGLE FAMILY property does NOT INCLUDE acreage with house, condominiums, duplex/triplex, mobile homes/on pad, single family waterfront or single family strata. **LOTS** do NOT INCLUDE acreage or waterfront acreage.

MLS® Single Family Sales Analysis

Unconditional Sales from January 1 to Dec 31, 2019

	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	1	6	0	3	6	1	1	0	0	0	20
CD-Cedar	0	0	0	3	6	8	2	9	12	15	15	3	5	7	85
CR-Chase River	0	0	0	0	0	1	5	7	31	9	1	0	0	0	54
DB-Departure Bay	0	0	0	0	0	5	13	17	41	24	7	6	1	4	118
DL-Diver Lake	0	0	0	0	1	4	11	10	22	9	5	0	0	1	63
EX-Extension	0	1	0	2	2	1	1	3	5	4	2	1	1	3	26
HB-Hammond Bay	0	0	0	0	0	1	1	2	1	9	9	4	6	5	38
LZ-Lower Lantzville	0	0	0	0	0	1	1	1	5	1	1	2	1	3	16
NC-Central Nanaimo	0	0	0	1	9	15	23	21	23	5	0	0	0	0	97
NJ-North Jingle Pot	0	0	0	0	0	0	0	1	5	12	9	5	1	1	34
NN-North Nanaimo	0	0	0	0	1	6	5	9	73	78	36	17	7	14	246
OC-Old City	0	1	0	2	2	9	3	7	4	1	0	0	0	0	29
PV-Pleasant Valley	0	0	0	0	0	5	2	6	18	11	5	3	1	2	53
SJ-South Jingle Pot	0	0	0	0	1	0	2	2	14	6	8	1	1	1	36
SN-South Nanaimo	0	0	1	4	13	22	36	42	34	32	0	1	1	0	186
UD-University District	0	0	0	1	4	13	13	7	24	19	3	4	0	0	88
UP-Uplands	0	0	0	0	0	3	10	13	26	7	3	1	3	2	68
UZ-Upper Lantzville	0	0	0	0	0	0	1	4	9	4	4	1	2	1	26
Zone 4 TOTALS	0	2	1	15	40	100	129	164	353	247	109	49	30	44	1,283

Nanaimo - Single Family Sales by Subarea



Total Unconditional Sales January 1 to December 31, 2019 = 1,283

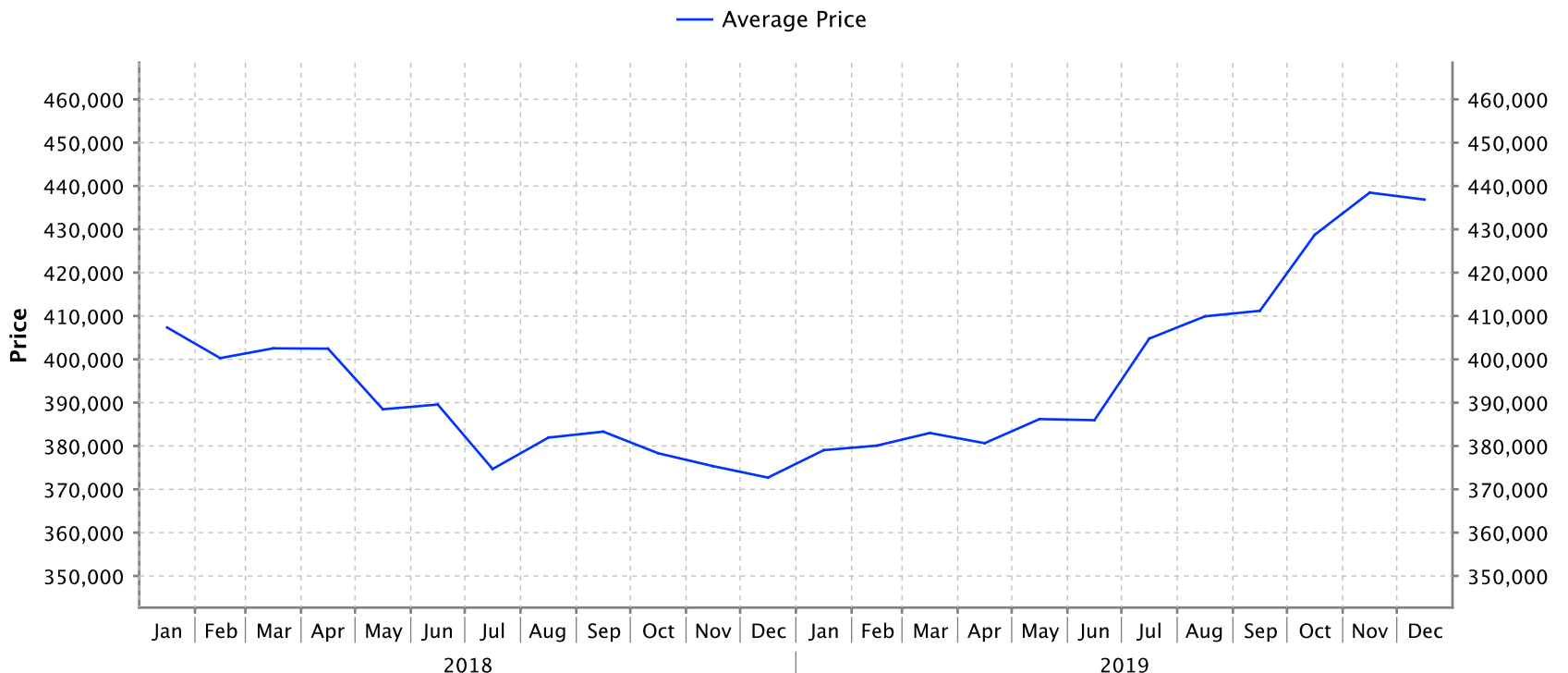
GABRIOLA ISLAND

Comparative Activity by Property Type

	Current Month			12 Months to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change
Lots						
Units Listed	1	0		28	35	-20%
Units Reported Sold	1	2	-50%	22	37	-41%
Sell/List Ratio	100%			79%	106%	
Reported Sales Dollars	\$109,000	\$218,888	-50%	\$3,100,700	\$4,373,538	-29%
Average Sell Price / Unit	\$109,000	\$109,444	-0%	\$140,941	\$118,204	19%
Median Sell Price	\$109,000			\$129,500		
Sell Price / List Price	100%	100%		98%	95%	
Days to Sell	6	137	-96%	48	104	-54%
Active Listings	6	4				
Single Family						
Units Listed	0	2	-100%	70	83	-16%
Units Reported Sold	1	0		55	68	-19%
Sell/List Ratio		0%		79%	82%	
Reported Sales Dollars	\$350,000	\$0		\$24,027,427	\$25,343,656	-5%
Average Sell Price / Unit	\$350,000			\$436,862	\$372,701	17%
Median Sell Price	\$350,000			\$420,000		
Sell Price / List Price	71%			97%	98%	
Days to Sell	129			36	33	9%
Active Listings	4	5				

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



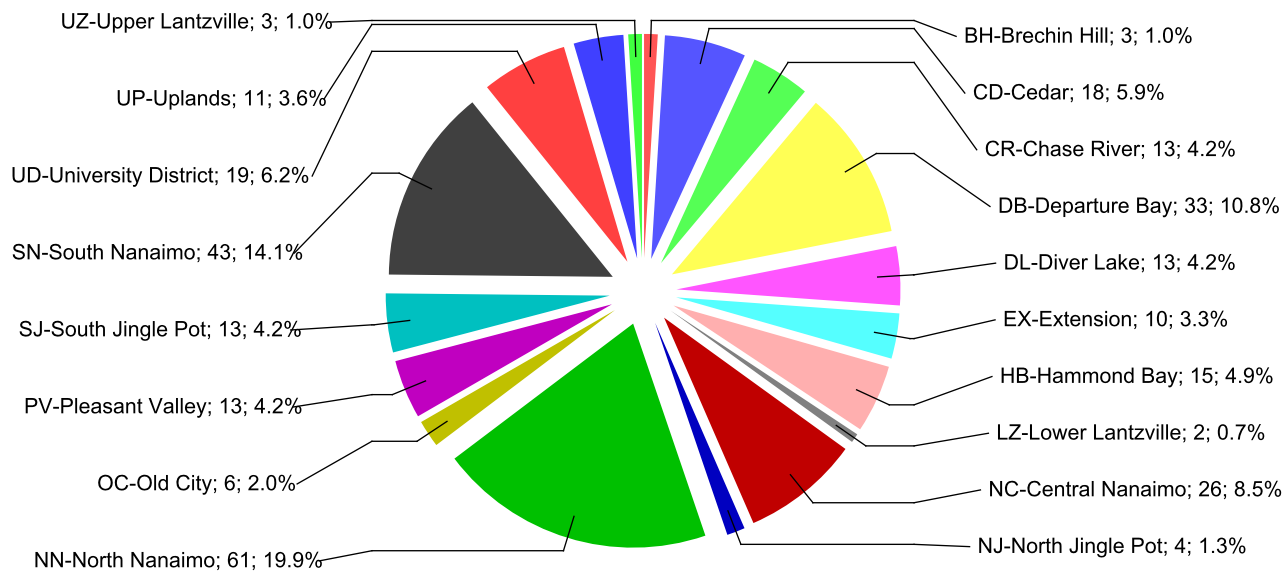
4th Quarter 2019

MLS® Single Family Sales Analysis

Unconditional Sales from October 1 to Dec 31, 2019

	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	0	0	1	2	0	0	0	0	0	3
CD-Cedar	0	0	0	0	0	1	0	2	1	3	5	1	1	4	18
CR-Chase River	0	0	0	0	0	0	2	3	6	1	1	0	0	0	13
DB-Departure Bay	0	0	0	0	0	1	5	7	10	7	0	1	1	1	33
DL-Diver Lake	0	0	0	0	0	1	3	1	7	1	0	0	0	0	13
EX-Extension	0	0	0	1	0	0	1	1	1	2	2	1	0	1	10
HB-Hammond Bay	0	0	0	0	0	0	1	1	0	4	6	1	2	0	15
LZ-Lower Lantzville	0	0	0	0	0	0	0	0	1	0	0	0	1	0	2
NC-Central Nanaimo	0	0	0	0	4	4	3	8	7	0	0	0	0	0	26
NJ-North Jingle Pot	0	0	0	0	0	0	0	0	1	1	1	1	0	0	4
NN-North Nanaimo	0	0	0	0	0	1	2	1	21	19	9	3	2	3	61
OC-Old City	0	0	0	0	1	2	1	1	1	0	0	0	0	0	6
PV-Pleasant Valley	0	0	0	0	0	0	0	0	8	2	1	1	1	0	13
SJ-South Jingle Pot	0	0	0	0	1	0	0	0	5	2	4	0	0	1	13
SN-South Nanaimo	0	0	0	1	1	6	9	11	5	9	0	1	0	0	43
UD-University District	0	0	0	0	2	2	4	0	5	6	0	0	0	0	19
UP-Uplands	0	0	0	0	0	0	2	4	4	0	0	0	0	1	11
UZ-Upper Lantzville	0	0	0	0	0	0	0	1	0	1	0	1	0	0	3
Zone 4 TOTALS	0	0	0	2	9	18	33	42	85	58	29	11	8	11	306

Nanaimo - Single Family Sales by Subarea



Total Unconditional Sales October 1 to December 31, 2019 = 306