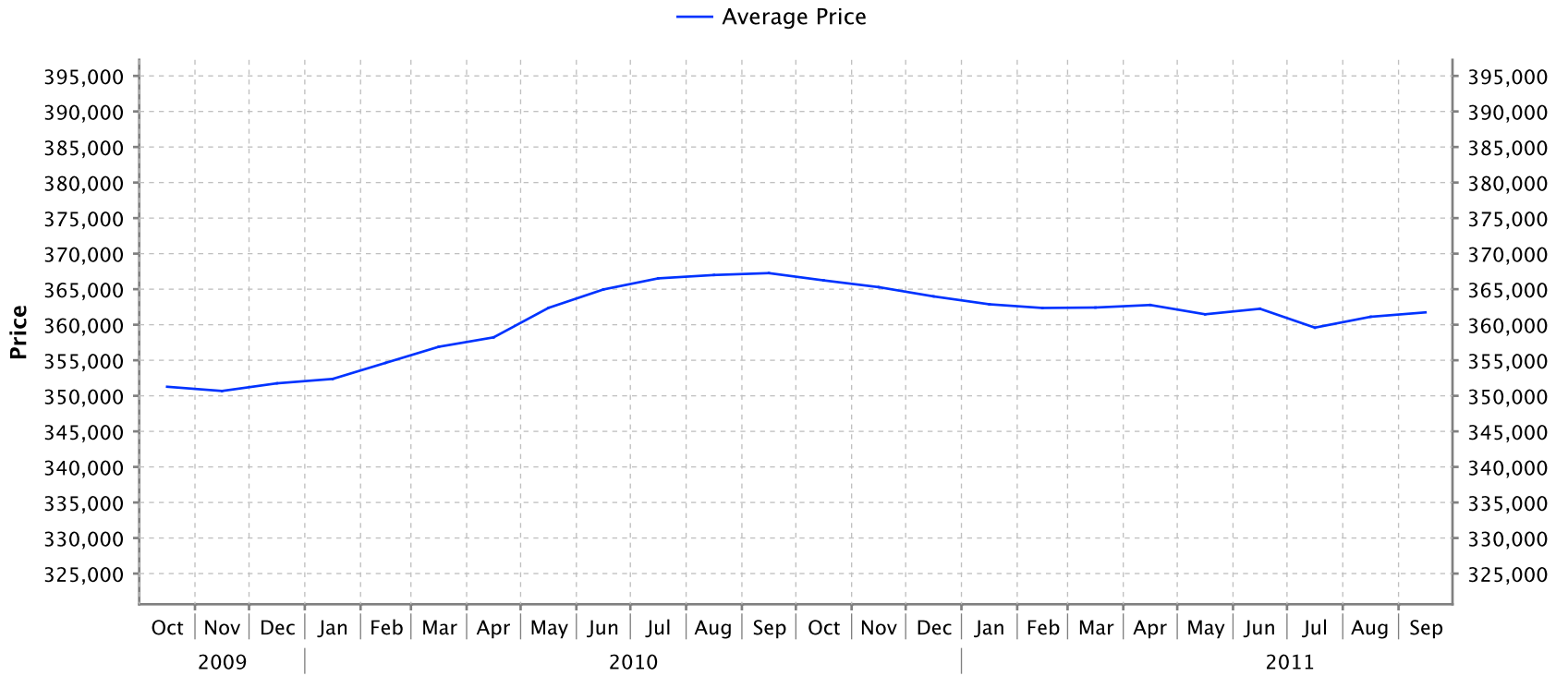


# Nanaimo

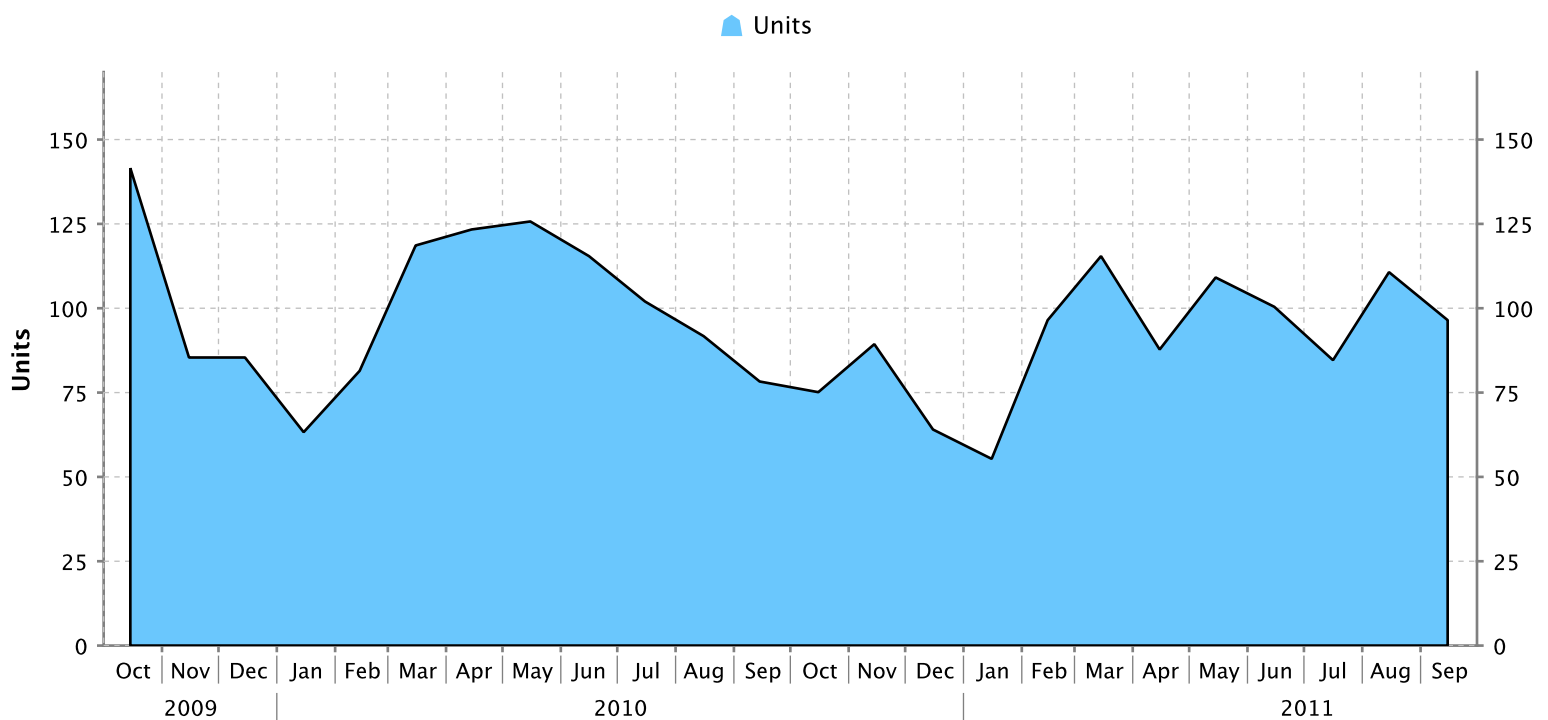
## as at September 30, 2011

### 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
<b>Lots</b>						
Units Listed	9	17	-47%	210	219	-4%
Units Reported Sold	3	6	-50%	72	146	-51%
Sell/List Ratio	33%	35%		34%	67%	
Reported Sales Dollars	\$457,500	\$1,229,000	-63%	\$11,407,450	\$20,853,810	-45%
Average Sell Price / Unit	\$152,500	\$204,833	-26%	\$158,437	\$142,834	11%
Median Sell Price	\$156,500			\$160,000		
Sell Price / List Price	98%	94%		94%	96%	
Days to Sell	57	49	17%	81	109	-25%
Active Listings	82	93				
<b>Single Family</b>						
Units Listed	199	215	-7%	2,315	2,437	-5%
Units Reported Sold	96	78	23%	1,080	1,210	-11%
Sell/List Ratio	48%	36%		47%	50%	
Reported Sales Dollars	\$34,542,828	\$27,377,815	26%	\$390,674,727	\$444,652,031	-12%
Average Sell Price / Unit	\$359,821	\$350,998	3%	\$361,736	\$367,481	-2%
Median Sell Price	\$345,000			\$345,900		
Sell Price / List Price	95%	95%		95%	97%	
Days to Sell	63	55	16%	57	46	23%
Active Listings	642	654				
<b>Condos (Apt)</b>						
Units Listed	52	67	-22%	637	677	-6%
Units Reported Sold	18	15	20%	215	277	-22%
Sell/List Ratio	35%	22%		34%	41%	
Reported Sales Dollars	\$4,338,400	\$3,661,351	18%	\$47,610,827	\$66,426,814	-28%
Average Sell Price / Unit	\$241,022	\$244,090	-1%	\$221,446	\$239,808	-8%
Median Sell Price	\$245,000			\$200,000		
Sell Price / List Price	90%	93%		94%	94%	
Days to Sell	72	88	-18%	86	72	20%
Active Listings	188	249				
<b>Condos (Patio)</b>						
Units Listed	8	6	33%	98	95	3%
Units Reported Sold	5	3	67%	51	48	6%
Sell/List Ratio	62%	50%		52%	51%	
Reported Sales Dollars	\$1,335,746	\$655,500	104%	\$14,355,999	\$12,795,866	12%
Average Sell Price / Unit	\$267,149	\$218,500	22%	\$281,490	\$266,581	6%
Median Sell Price	\$236,000			\$297,000		
Sell Price / List Price	95%	97%		96%	97%	
Days to Sell	178	27	560%	103	62	66%
Active Listings	31	30				
<b>Condos (Twnhse)</b>						
Units Listed	36	32	12%	471	440	7%
Units Reported Sold	19	15	27%	160	188	-15%
Sell/List Ratio	53%	47%		34%	43%	
Reported Sales Dollars	\$4,831,997	\$4,011,500	20%	\$41,168,719	\$50,103,167	-18%
Average Sell Price / Unit	\$254,316	\$267,433	-5%	\$257,304	\$266,506	-3%
Median Sell Price	\$255,000			\$239,900		
Sell Price / List Price	96%	96%		102%	97%	
Days to Sell	82	77	7%	68	68	-0%
Active Listings	151	162				

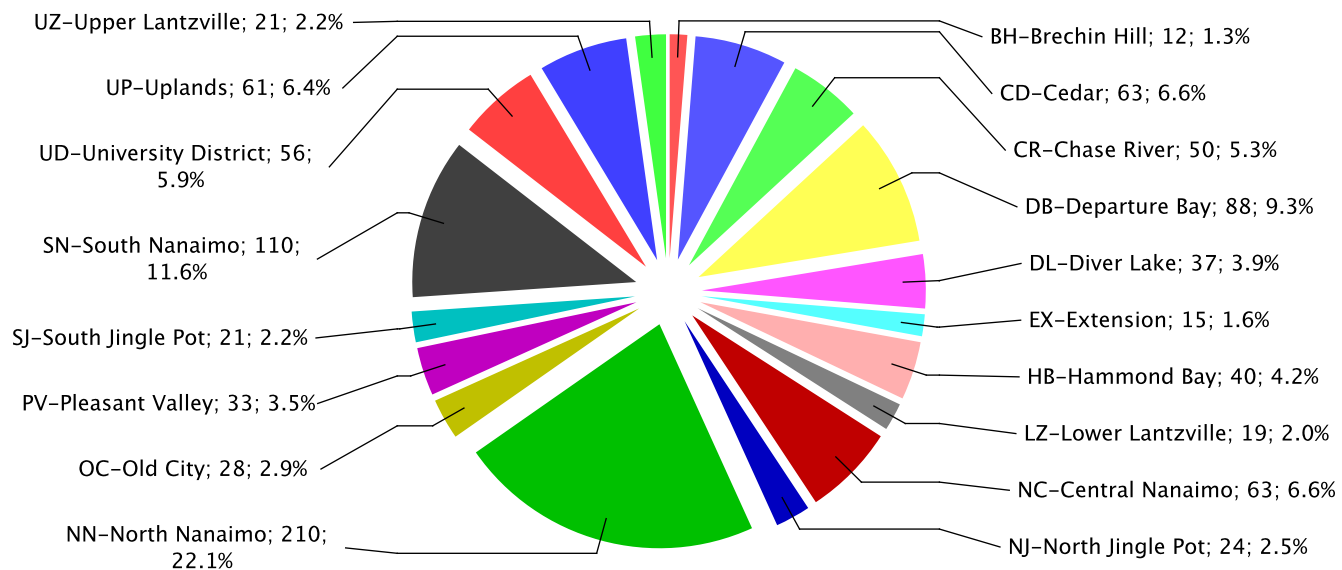
**PLEASE NOTE: SINGLE FAMILY** property does NOT INCLUDE acreage with house, condominiums, duplex/triplex, mobile homes/on pad, single family waterfront or single family strata. **LOTS** do NOT INCLUDE acreage or waterfront acreage.

# MLS® Single Family Sales Analysis

Unconditional Sales from January 1 to Sep 30, 2011

	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	4	5	2	0	1	0	0	0	0	0	0	12
CD-Cedar	1	2	7	9	8	6	9	10	4	1	4	0	1	1	63
CR-Chase River	0	0	2	6	11	11	15	4	1	0	0	0	0	0	50
DB-Departure Bay	0	0	1	12	31	18	12	6	6	0	1	0	0	1	88
DL-Diver Lake	0	1	5	6	13	7	2	2	1	0	0	0	0	0	37
EX-Extension	0	0	3	3	4	2	1	0	2	0	0	0	0	0	15
HB-Hammond Bay	0	0	0	0	9	7	5	6	6	4	0	1	1	1	40
LZ-Lower Lantzville	0	0	0	4	3	7	1	0	1	1	1	1	0	0	19
NC-Central Nanaimo	1	1	12	22	19	8	0	0	0	0	0	0	0	0	63
NJ-North Jingle Pot	0	0	0	0	0	3	3	3	6	5	2	1	1	0	24
NN-North Nanaimo	0	0	2	3	28	48	54	23	39	4	4	3	0	2	210
OC-Old City	0	5	4	9	4	2	2	0	1	1	0	0	0	0	28
PV-Pleasant Valley	0	1	3	2	11	10	3	2	0	0	1	0	0	0	33
SJ-South Jingle Pot	0	0	1	2	5	4	3	3	3	0	0	0	0	0	21
SN-South Nanaimo	2	18	16	29	22	22	1	0	0	0	0	0	0	0	110
UD-University District	1	3	14	14	10	6	4	3	1	0	0	0	0	0	56
UP-Uplands	0	0	3	16	15	14	4	3	3	1	1	0	0	1	61
UZ-Upper Lantzville	0	0	1	3	5	6	3	1	2	0	0	0	0	0	21
<b>Zone 4 TOTALS</b>	<b>5</b>	<b>31</b>	<b>74</b>	<b>144</b>	<b>203</b>	<b>183</b>	<b>122</b>	<b>67</b>	<b>76</b>	<b>17</b>	<b>14</b>	<b>6</b>	<b>3</b>	<b>6</b>	<b>951</b>

## Nanaimo - Single Family Sales by Subarea



Total Unconditional Sales January 1 to September 30, 2011 = 951

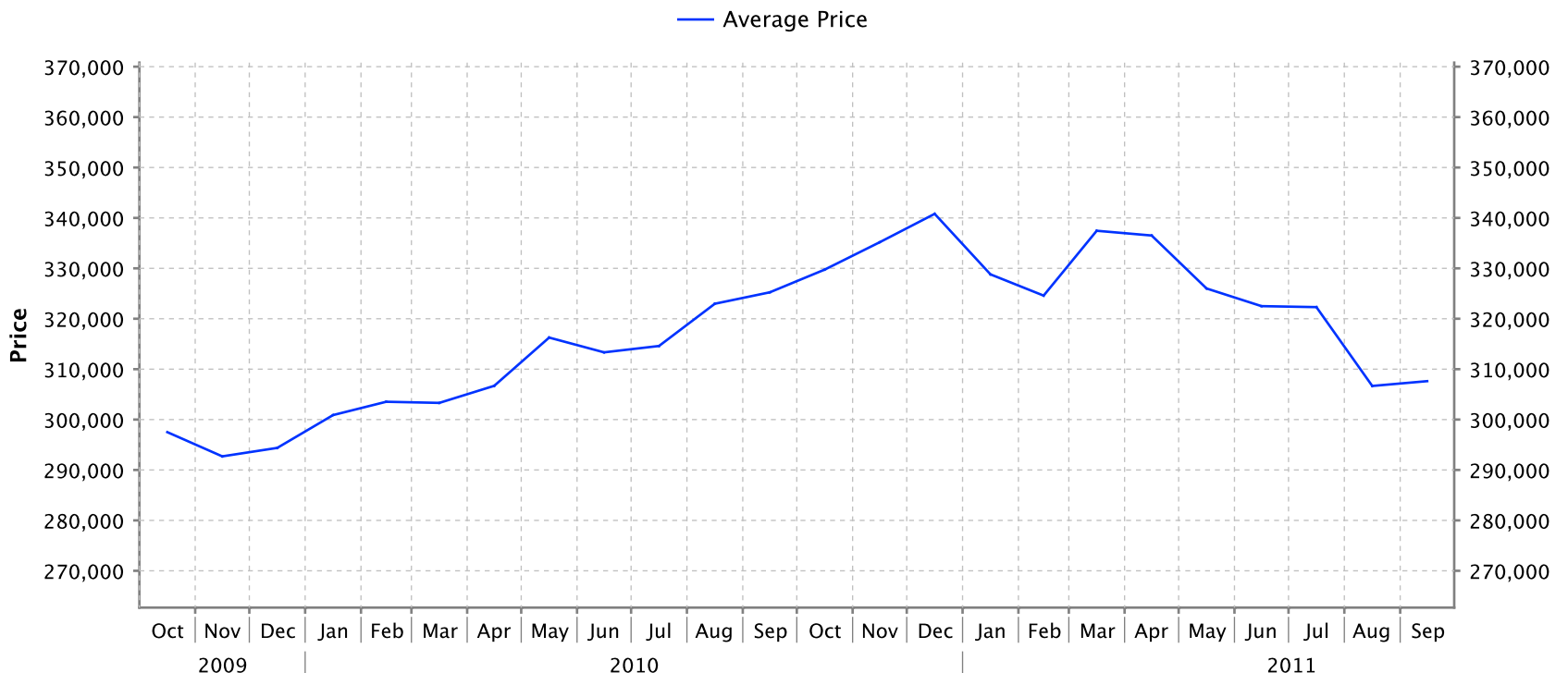
# GABRIOLA ISLAND

## Comparative Activity by Property Type

	Current Month			12 Months to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Lots</b>						
Units Listed	6	0		39	49	-20%
Units Reported Sold	1	1	0%	10	22	-55%
Sell/List Ratio	17%	%		26%	45%	
Reported Sales Dollars	\$70,000	\$120,000	-42%	\$1,055,000	\$3,008,499	-65%
Average Sell Price / Unit	\$70,000	\$120,000	-42%	\$105,500	\$136,750	-23%
Median Sell Price	\$70,000			\$120,000		
Sell Price / List Price	93%	93%		88%	92%	
Days to Sell	37	119	-69%	101	82	23%
Active Listings	28	21				
<b>Single Family</b>						
Units Listed	9	6	50%	97	128	-24%
Units Reported Sold	1	2	-50%	29	62	-53%
Sell/List Ratio	11%	33%		30%	48%	
Reported Sales Dollars	\$250,000	\$529,000	-53%	\$8,921,060	\$20,159,750	-56%
Average Sell Price / Unit	\$250,000	\$264,500	-5%	\$307,623	\$325,157	-5%
Median Sell Price	\$250,000			\$285,000		
Sell Price / List Price	97%	93%		94%	94%	
Days to Sell	66	110	-40%	88	87	1%
Active Listings	48	51				

**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



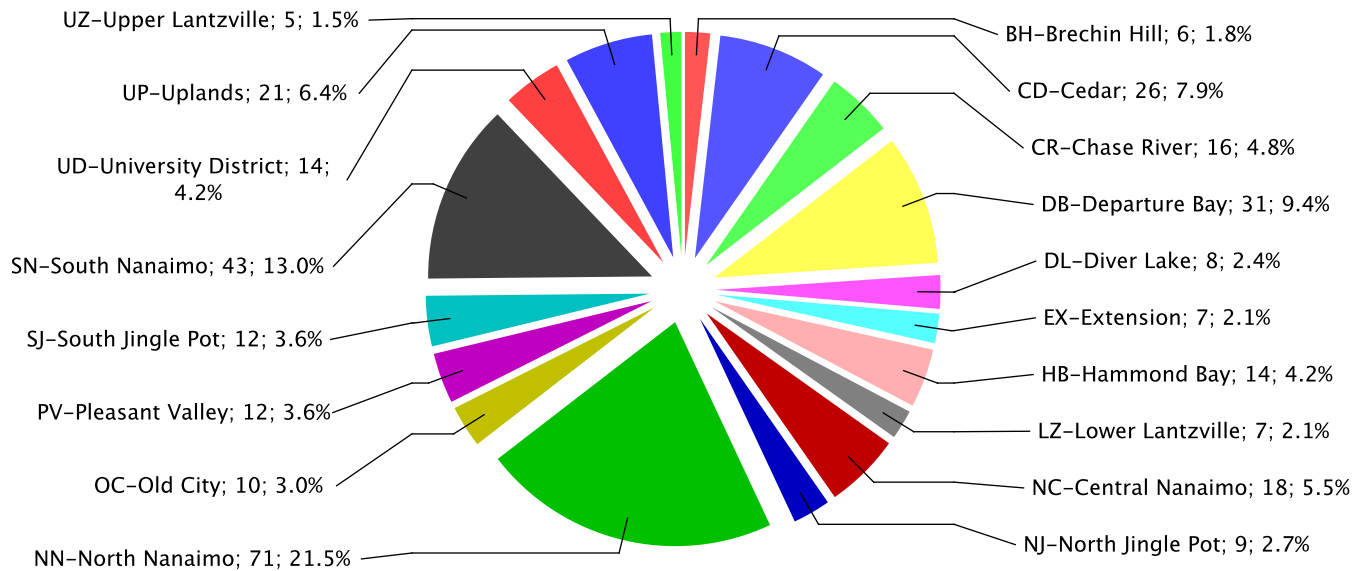
# 3rd Quarter 2011

## MLS® Single Family Sales Analysis

### Unconditional Sales from July 1 to Sep 30, 2011

	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	1	3	1	0	1	0	0	0	0	0	0	6
CD-Cedar	1	1	1	5	4	4	4	3	2	0	1	0	0	0	26
CR-Chase River	0	0	2	1	3	3	5	1	1	0	0	0	0	0	16
DB-Departure Bay	0	0	0	7	8	5	3	3	4	0	1	0	0	0	31
DL-Diver Lake	0	0	0	1	1	3	2	0	1	0	0	0	0	0	8
EX-Extension	0	0	2	2	2	0	0	0	1	0	0	0	0	0	7
HB-Hammond Bay	0	0	0	0	4	4	1	1	1	1	0	1	1	0	14
LZ-Lower Lantzville	0	0	0	3	0	3	0	0	0	0	0	1	0	0	7
NC-Central Nanaimo	1	1	3	8	4	1	0	0	0	0	0	0	0	0	18
NJ-North Jingle Pot	0	0	0	0	0	0	2	1	3	1	0	1	1	0	9
NN-North Nanaimo	0	0	1	0	14	19	17	5	13	1	1	0	0	0	71
OC-Old City	0	2	1	6	1	0	0	0	0	0	0	0	0	0	10
PV-Pleasant Valley	0	0	2	1	6	2	1	0	0	0	0	0	0	0	12
SJ-South Jingle Pot	0	0	1	2	3	3	1	0	2	0	0	0	0	0	12
SN-South Nanaimo	1	4	9	9	9	11	0	0	0	0	0	0	0	0	43
UD-University District	0	1	3	3	2	3	1	1	0	0	0	0	0	0	14
UP-Uplands	0	0	1	5	6	3	1	2	1	0	1	0	0	1	21
UZ-Upper Lantzville	0	0	0	1	1	3	0	0	0	0	0	0	0	0	5
<b>Zone 4 TOTALS</b>	<b>3</b>	<b>9</b>	<b>26</b>	<b>55</b>	<b>71</b>	<b>68</b>	<b>38</b>	<b>18</b>	<b>29</b>	<b>3</b>	<b>4</b>	<b>3</b>	<b>2</b>	<b>1</b>	<b>330</b>

### Nanaimo - Single Family Sales by Subarea



Total Unconditional Sales July 1 to September 30, 2011 = 330