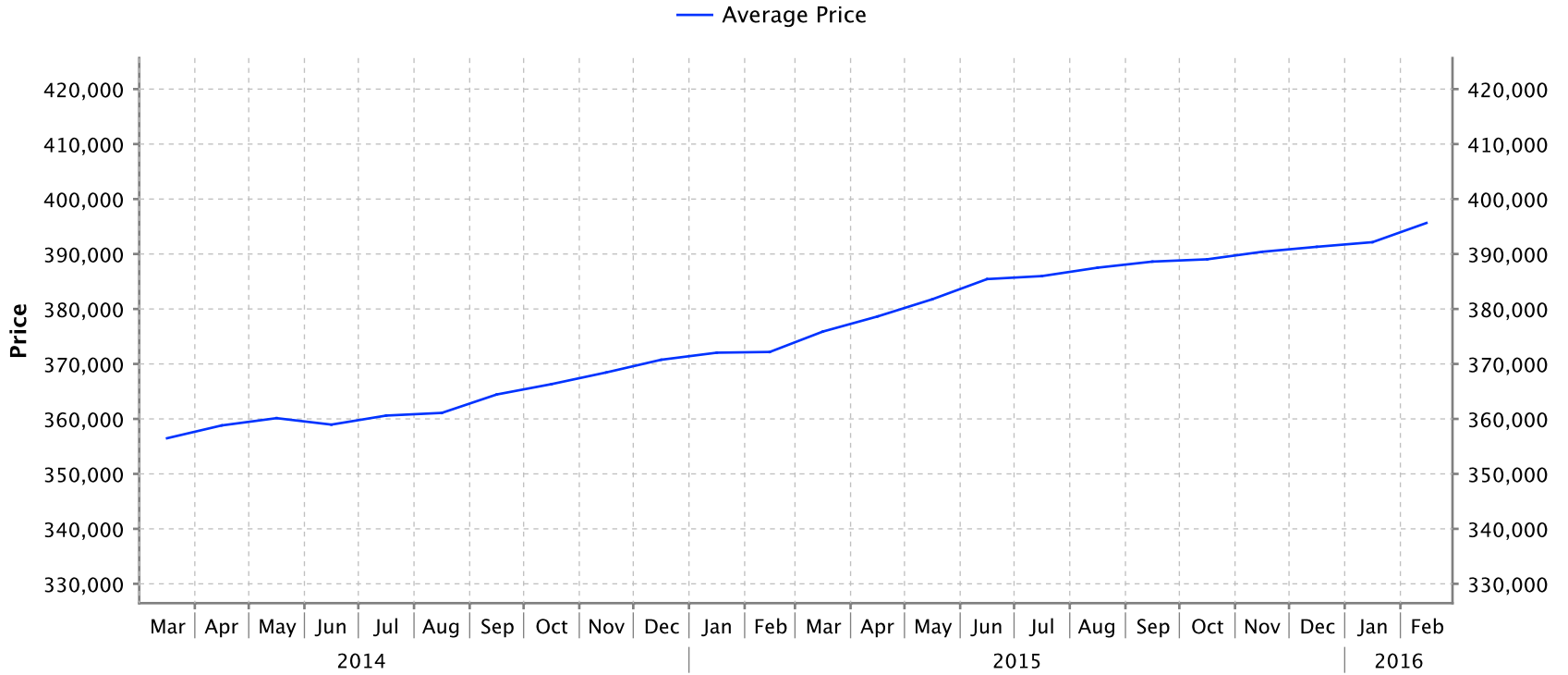


Nanaimo

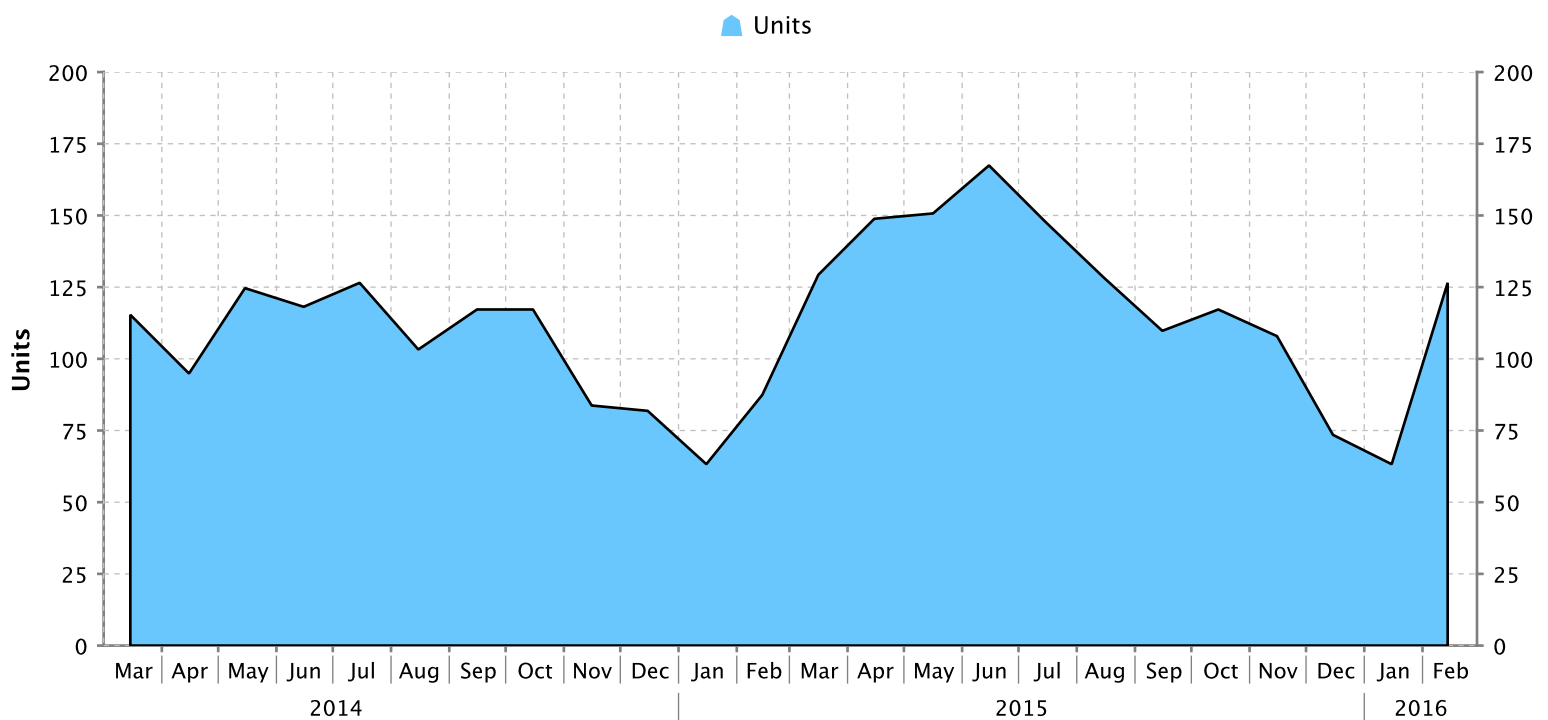
as at February 29, 2016

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 | 5 | 7 | -29% | 211 | 254 | -17% |
| Units Reported Sold | 9 | 9 | 0% | 124 | 127 | -2% |
| Sell/List Ratio | 180% | 129% | | 59% | 50% | |
| Reported Sales Dollars | \$1,475,700 | \$1,242,950 | 19% | \$20,288,972 | \$21,160,350 | -4% |
| Average Sell Price / Unit | \$163,967 | \$138,106 | 19% | \$163,621 | \$166,617 | -2% |
| Median Sell Price | \$145,000 | | | \$156,000 | | |
| Sell Price / List Price | 94% | 92% | | 95% | 95% | |
| Days to Sell | 154 | 261 | -41% | 204 | 173 | 18% |
| Active Listings | 122 | 129 | | | | |
| Single Family | | | | | | |
| Units Listed | 174 | 179 | -3% | 2,084 | 2,066 | 1% |
| Units Reported Sold | 126 | 87 | 45% | 1,464 | 1,228 | 19% |
| Sell/List Ratio | 72% | 49% | | 70% | 59% | |
| Reported Sales Dollars | \$52,268,299 | \$31,862,511 | 64% | \$579,225,076 | \$457,041,009 | 27% |
| Average Sell Price / Unit | \$414,828 | \$366,236 | 13% | \$395,646 | \$372,183 | 6% |
| Median Sell Price | \$386,900 | | | \$370,000 | | |
| Sell Price / List Price | 98% | 97% | | 97% | 97% | |
| Days to Sell | 44 | 40 | 11% | 41 | 48 | -15% |
| Active Listings | 289 | 382 | | | | |
| Condos (Apt) | | | | | | |
| Units Listed | 33 | 39 | -15% | 413 | 517 | -20% |
| Units Reported Sold | 21 | 12 | 75% | 289 | 230 | 26% |
| Sell/List Ratio | 64% | 31% | | 70% | 44% | |
| Reported Sales Dollars | \$3,976,800 | \$2,554,200 | 56% | \$64,085,581 | \$49,081,832 | 31% |
| Average Sell Price / Unit | \$189,371 | \$212,850 | -11% | \$221,749 | \$213,399 | 4% |
| Median Sell Price | \$210,424 | | | \$210,500 | | |
| Sell Price / List Price | 95% | 95% | | 96% | 95% | |
| Days to Sell | 120 | 78 | 54% | 104 | 83 | 25% |
| Active Listings | 115 | 194 | | | | |
| Condos (Patio) | | | | | | |
| Units Listed | 5 | 11 | -55% | 75 | 77 | -3% |
| Units Reported Sold | 7 | 1 | 600% | 65 | 55 | 18% |
| Sell/List Ratio | 140% | 9% | | 87% | 71% | |
| Reported Sales Dollars | \$1,941,500 | \$280,000 | 593% | \$17,918,800 | \$15,390,760 | 16% |
| Average Sell Price / Unit | \$277,357 | \$280,000 | -1% | \$275,674 | \$279,832 | -1% |
| Median Sell Price | \$287,500 | | | \$286,000 | | |
| Sell Price / List Price | 97% | 100% | | 97% | 97% | |
| Days to Sell | 16 | 2 | 714% | 38 | 74 | -49% |
| Active Listings | 12 | 24 | | | | |
| Condos (Twnhse) | | | | | | |
| Units Listed | 27 | 22 | 23% | 301 | 312 | -4% |
| Units Reported Sold | 18 | 14 | 29% | 216 | 174 | 24% |
| Sell/List Ratio | 67% | 64% | | 72% | 56% | |
| Reported Sales Dollars | \$4,705,857 | \$3,391,824 | 39% | \$55,630,073 | \$45,089,977 | 23% |
| Average Sell Price / Unit | \$261,436 | \$242,273 | 8% | \$257,547 | \$259,138 | -1% |
| Median Sell Price | \$267,000 | | | \$245,000 | | |
| Sell Price / List Price | 98% | 97% | | 97% | 96% | |
| Days to Sell | 48 | 92 | -47% | 59 | 83 | -29% |
| Active Listings | 61 | 83 | | | | |

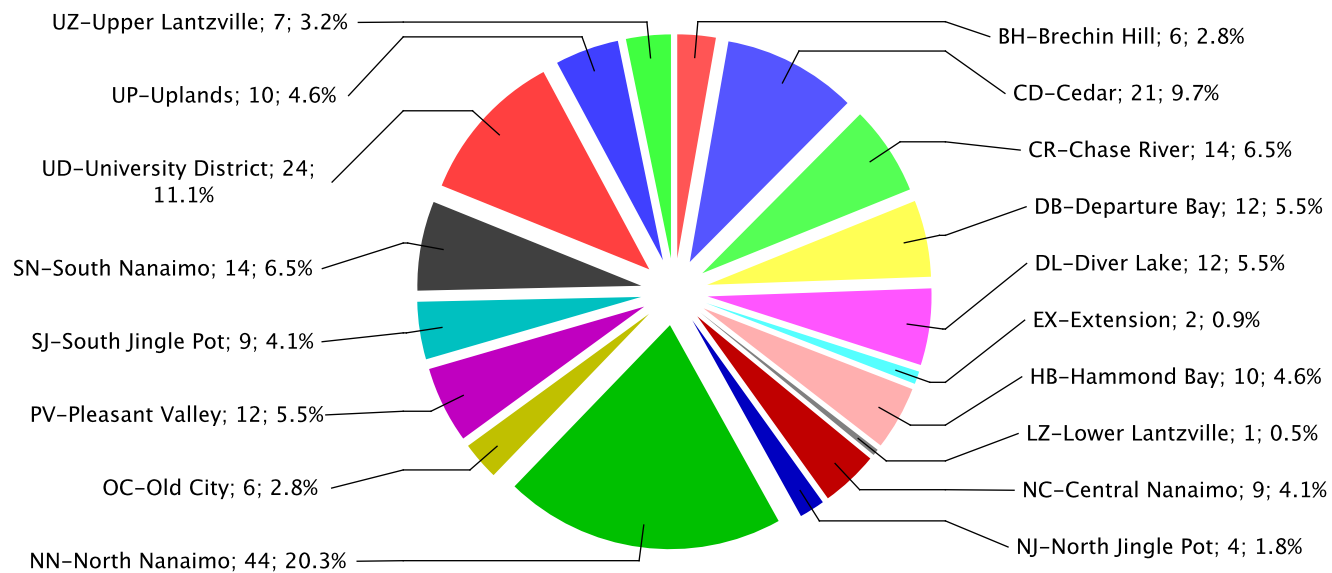
PLEASE NOTE: SINGLE FAMILY property does NOT INCLUDE acreage with house, condominiums, duplex/triplex, mobile homes/on pad, single family waterfront or single family strata. **LOTS** do NOT INCLUDE acreage or waterfront acreage.

MLS® Single Family Sales Analysis

Unconditional Sales from January 1 to Feb 29, 2016

| | 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 | 2 | 3 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 6 |
| CD-Cedar | 0 | 2 | 1 | 4 | 4 | 1 | 1 | 0 | 5 | 1 | 0 | 0 | 1 | 1 | 21 |
| CR-Chase River | 0 | 0 | 0 | 1 | 4 | 4 | 4 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 14 |
| DB-Departure Bay | 0 | 0 | 0 | 1 | 3 | 3 | 1 | 3 | 1 | 0 | 0 | 0 | 0 | 0 | 12 |
| DL-Diver Lake | 0 | 0 | 0 | 2 | 5 | 4 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 12 |
| EX-Extension | 0 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 |
| HB-Hammond Bay | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 1 | 3 | 0 | 1 | 1 | 2 | 1 | 10 |
| LZ-Lower Lantzville | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| NC-Central Nanaimo | 0 | 0 | 2 | 2 | 3 | 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 9 |
| NJ-North Jingle Pot | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 | 0 | 1 | 0 | 0 | 1 | 4 |
| NN-North Nanaimo | 0 | 0 | 0 | 1 | 2 | 10 | 5 | 6 | 11 | 4 | 3 | 2 | 0 | 0 | 44 |
| OC-Old City | 0 | 1 | 1 | 3 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 6 |
| PV-Pleasant Valley | 0 | 0 | 0 | 1 | 6 | 1 | 2 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 12 |
| SJ-South Jingle Pot | 0 | 0 | 0 | 0 | 3 | 3 | 0 | 1 | 1 | 1 | 0 | 0 | 0 | 0 | 9 |
| SN-South Nanaimo | 0 | 0 | 2 | 3 | 5 | 2 | 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 14 |
| UD-University District | 0 | 1 | 3 | 5 | 1 | 5 | 3 | 2 | 3 | 1 | 0 | 0 | 0 | 0 | 24 |
| UP-Uplands | 0 | 0 | 1 | 2 | 2 | 2 | 0 | 2 | 0 | 0 | 1 | 0 | 0 | 0 | 10 |
| UZ-Upper Lantzville | 0 | 0 | 1 | 0 | 1 | 1 | 0 | 1 | 1 | 2 | 0 | 0 | 0 | 0 | 7 |
| Zone 4 TOTALS | 0 | 5 | 11 | 26 | 44 | 42 | 18 | 19 | 28 | 9 | 6 | 3 | 3 | 3 | 217 |

Nanaimo - Single Family Sales by Subarea



Total Unconditional Sales January 1 to February 29, 2016 = 217

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% | 32 | 32 | 0% |
| Units Reported Sold | 2 | 1 | 100% | 14 | 15 | -7% |
| Sell/List Ratio | 67% | 33% | | 44% | 47% | |
| Reported Sales Dollars | \$161,000 | \$65,500 | 146% | \$986,400 | \$1,401,000 | -30% |
| Average Sell Price / Unit | \$80,500 | \$65,500 | 23% | \$70,457 | \$93,400 | -25% |
| Median Sell Price | \$101,000 | | | \$72,500 | | |
| Sell Price / List Price | 102% | 87% | | 88% | 82% | |
| Days to Sell | 100 | 196 | -49% | 165 | 175 | -6% |
| Active Listings | 17 | 19 | | | | |
| Single Family | | | | | | |
| Units Listed | 10 | 5 | 100% | 84 | 74 | 14% |
| Units Reported Sold | 6 | 2 | 200% | 60 | 41 | 46% |
| Sell/List Ratio | 60% | 40% | | 71% | 55% | |
| Reported Sales Dollars | \$1,777,680 | \$618,900 | 187% | \$16,162,530 | \$10,666,975 | 52% |
| Average Sell Price / Unit | \$296,280 | \$309,450 | -4% | \$269,376 | \$260,170 | 4% |
| Median Sell Price | \$351,000 | | | \$272,000 | | |
| Sell Price / List Price | 94% | 100% | | 94% | 91% | |
| Days to Sell | 213 | 56 | 281% | 119 | 123 | -3% |
| Active Listings | 25 | 28 | | | | |

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

— Average Price

