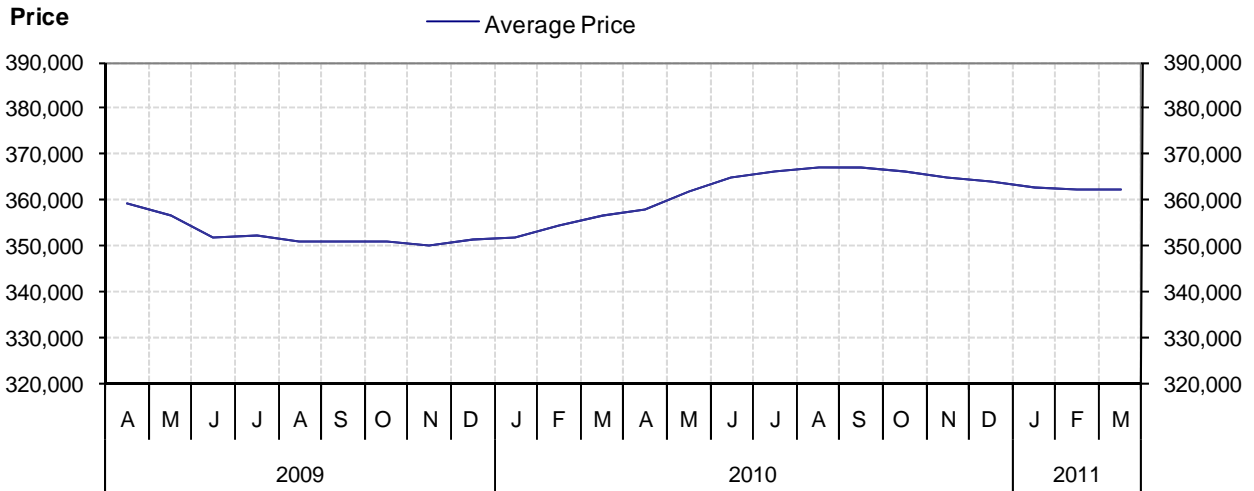


# Nanaimo

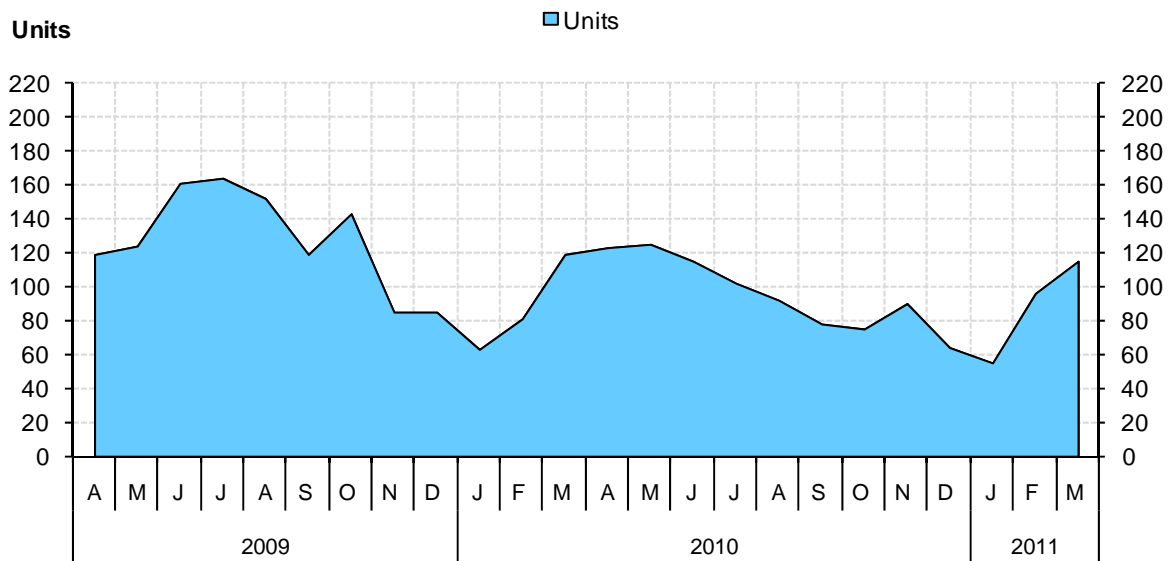
## as at March 31, 2011

### 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	16	21	-24%	192	308	-38%
Units Reported Sold	5	18	-72%	97	152	-36%
Sell/List Ratio	31%	86%		51%	49%	
Reported Sales Dollars	\$758,500	\$2,927,200	-74%	\$14,846,585	\$22,167,425	-33%
Average Sell Price / Unit	\$151,700	\$162,622	-7%	\$153,058	\$145,838	5%
Median Sell Price	\$172,000			\$154,900		
Sell Price / List Price Ratio	91%	95%		94%	95%	
Days to Sell	91	121	-24%	109	100	9%
Active Listings	75	94				
<b>Single Family</b>						
Units Listed	247	257	-4%	2353	2312	2%
Units Reported Sold	115	118	-3%	1128	1408	-20%
Sell/List Ratio	47%	46%		48%	61%	
Reported Sales Dollars	\$42,360,720	\$43,379,594	-2%	\$408,808,133	\$502,513,757	-19%
Average Sell Price / Unit	\$368,354	\$367,624	0%	\$362,419	\$356,899	2%
Median Sell Price	\$348,000			\$347,000		
Sell Price / List Price Ratio	97%	98%		96%	96%	
Days to Sell	55	41	35%	54	51	7%
Active Listings	565	547				
<b>Condos (Apt)</b>						
Units Listed	75	84	-11%	694	601	15%
Units Reported Sold	23	30	-23%	219	296	-26%
Sell/List Ratio	31%	36%		32%	49%	
Reported Sales Dollars	\$5,002,575	\$8,129,535	-38%	\$50,157,429	\$66,760,968	-25%
Average Sell Price / Unit	\$217,503	\$270,984	-20%	\$229,029	\$225,544	2%
Median Sell Price	\$197,900			\$220,000		
Sell Price / List Price Ratio	93%	97%		95%	94%	
Days to Sell	102	52	95%	73	82	-11%
Active Listings	250	192				
<b>Condos (Patio)</b>						
Units Listed	7	2	250%	96	93	3%
Units Reported Sold	5	4	25%	48	58	-17%
Sell/List Ratio	71%	200%		50%	62%	
Reported Sales Dollars	\$1,400,000	\$1,168,000	20%	\$12,719,341	\$16,461,716	-23%
Average Sell Price / Unit	\$280,000	\$292,000	-4%	\$264,986	\$283,823	-7%
Median Sell Price	\$295,000			\$280,000		
Sell Price / List Price Ratio	96%	99%		97%	97%	
Days to Sell	109	26	312%	75	66	14%
Active Listings	27	22				
<b>Condos (Twnhse)</b>						
Units Listed	46	61	-25%	475	409	16%
Units Reported Sold	19	15	27%	165	200	-18%
Sell/List Ratio	41%	25%		35%	49%	
Reported Sales Dollars	\$4,471,000	\$3,563,000	25%	\$43,458,223	\$51,091,591	-15%
Average Sell Price / Unit	\$235,316	\$237,533	-1%	\$263,383	\$255,458	3%
Median Sell Price	\$230,000			\$249,000		
Sell Price / List Price Ratio	96%	97%		102%	96%	
Days to Sell	54	49	10%	67	77	-13%
Active Listings	172	153				

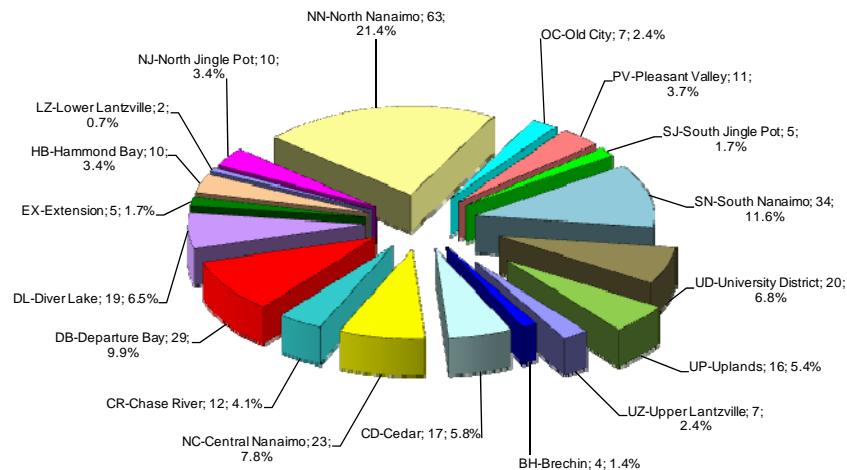
**Please Note:** **Single Family** property does NOT INCLUDE acreage with house, condominiums, duplex/triplex, mobile homes/on pad, single family waterfront or single family strata. **LOTS** do NOT INCLUDE acreage or waterfront acreage.

## MLS® Single Family Sales Analysis

### Unconditional Sales from January 1 to March 31, 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	2	2	0	0	0	0	0	0	0	0	0	4
CD-Cedar	0	0	3	3	3	1	1	3	1	1	0	0	1	0	17
NC-Central Nanaimo	0	0	5	7	8	3	0	0	0	0	0	0	0	0	23
CR-Chase River	0	0	0	1	2	2	6	1	0	0	0	0	0	0	12
DB-Departure Bay	0	0	0	1	15	6	4	1	2	0	0	0	0	0	29
DL-Diver Lake	0	1	4	3	7	2	0	2	0	0	0	0	0	0	19
EX-Extension	0	0	1	0	1	2	1	0	0	0	0	0	0	0	5
HB-Hammond Bay	0	0	0	0	5	1	0	3	0	1	0	0	0	0	10
LZ-Low er Lantzville	0	0	0	0	1	0	1	0	0	0	0	0	0	0	2
NJ-North Jingle Pot	0	0	0	0	0	3	0	2	2	1	2	0	0	0	10
NN-North Nanaimo	0	0	0	2	7	15	17	4	12	1	2	3	0	0	63
OC-Old City	0	1	1	1	1	2	1	0	0	0	0	0	0	0	7
PV-Pleasant Valley	0	1	0	0	2	7	1	0	0	0	0	0	0	0	11
SJ-South Jingle Pot	0	0	0	0	0	0	1	3	1	0	0	0	0	0	5
SN-South Nanaimo	0	7	2	8	9	7	1	0	0	0	0	0	0	0	34
UD-University District	0	2	2	6	6	1	2	0	1	0	0	0	0	0	20
UP-Uplands	0	0	1	4	5	3	2	0	0	1	0	0	0	0	16
UZ-Upper Lantzville	0	0	1	1	2	0	2	1	0	0	0	0	0	0	7
<b>ZONE 4 TOTALS</b>	<b>0</b>	<b>12</b>	<b>20</b>	<b>39</b>	<b>76</b>	<b>55</b>	<b>40</b>	<b>20</b>	<b>19</b>	<b>5</b>	<b>4</b>	<b>3</b>	<b>1</b>	<b>0</b>	<b>294</b>

**Single Family Sales - Nanaimo  
by Subarea**



Total Unconditional Sales January 1 to March 31, 2011 = 294

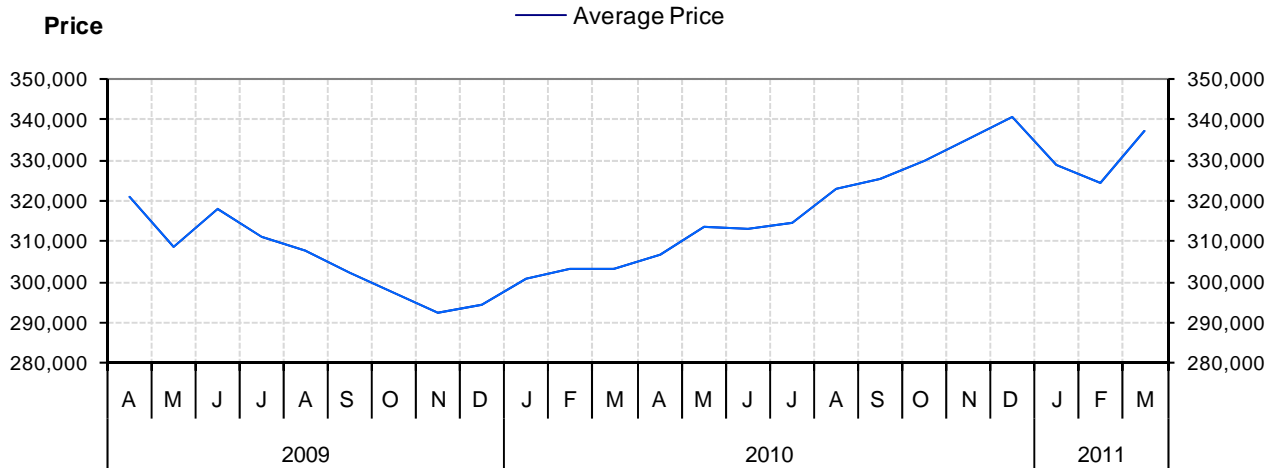
# GABRIOLA ISLAND

## 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	4	50%	45	52	-13%
Units Reported Sold	1	2	-50%	19	25	-24%
Sell/List Ratio	17%	50%		42%	48%	
Reported Sales Dollars	\$155,000	\$401,000	-61%	\$2,450,999	\$3,427,000	-28%
Average Sell Price / Unit	\$155,000	\$200,500	-23%	\$129,000	\$137,080	-6%
Median Sell Price	\$155,000			\$138,000		
Sell Price / List Price Ratio	100%	95%		92%	90%	
Days to Sell	1	13	-92%	87	110	-21%
Active Listings	21	19				
<b>Single Family</b>						
Units Listed	9	17	-47%	104	121	-14%
Units Reported Sold	4	5	-20%	42	61	-31%
Sell/List Ratio	44%	29%		40%	50%	
Reported Sales Dollars	\$1,696,000	\$1,480,500	15%	\$14,172,900	\$18,501,750	-23%
Average Sell Price / Unit	\$424,000	\$296,100	43%	\$337,450	\$303,307	11%
Median Sell Price	\$315,000			\$319,000		
Sell Price / List Price Ratio	96%	98%		94%	93%	
Days to Sell	80	27	190%	94	86	10%
Active Listings	39	43				

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

### Cumulative Residential Average Single Family Sale Price



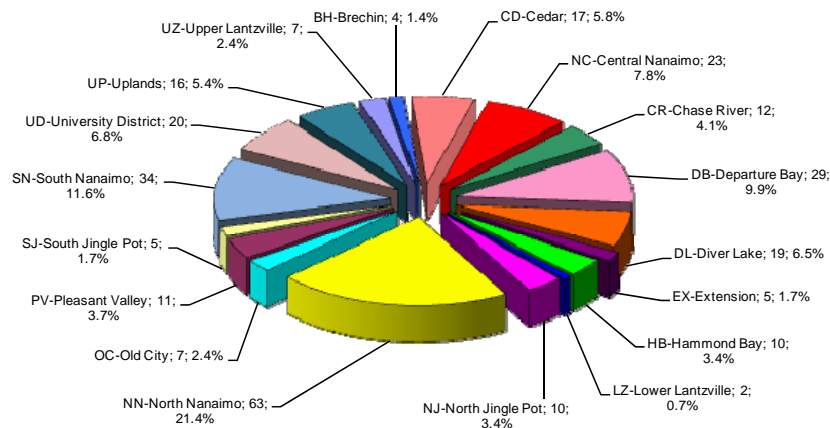
# 1st Quarter 2011

## MLS® Single Family Sales Analysis

### Unconditional Sales from January 1 to March 31, 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 Mi	OVER 1 Mi	Total
BH-Brechin Hill	0	0	0	2	2	0	0	0	0	0	0	0	0	0	4
CD-Cedar	0	0	3	3	3	1	1	3	1	1	0	0	1	0	17
NC-Central Nanaimo	0	0	5	7	8	3	0	0	0	0	0	0	0	0	23
CR-Chase River	0	0	0	1	2	2	6	1	0	0	0	0	0	0	12
DB-Departure Bay	0	0	0	1	15	6	4	1	2	0	0	0	0	0	29
DL-Diver Lake	0	1	4	3	7	2	0	2	0	0	0	0	0	0	19
EX-Extension	0	0	1	0	1	2	1	0	0	0	0	0	0	0	5
HB-Hammond Bay	0	0	0	0	5	1	0	3	0	1	0	0	0	0	10
LZ-Low er Lantzville	0	0	0	0	1	0	1	0	0	0	0	0	0	0	2
NJ-North Jingle Pot	0	0	0	0	0	3	0	2	2	1	2	0	0	0	10
NN-North Nanaimo	0	0	0	2	7	15	17	4	12	1	2	3	0	0	63
OC-Old City	0	1	1	1	1	2	1	0	0	0	0	0	0	0	7
PV-Pleasant Valley	0	1	0	0	2	7	1	0	0	0	0	0	0	0	11
SJ-South Jingle Pot	0	0	0	0	0	0	1	3	1	0	0	0	0	0	5
SN-South Nanaimo	0	7	2	8	9	7	1	0	0	0	0	0	0	0	34
UD-University District	0	2	2	6	6	1	2	0	1	0	0	0	0	0	20
UP-Uplands	0	0	1	4	5	3	2	0	0	1	0	0	0	0	16
UZ-Upper Lantzville	0	0	1	1	2	0	2	1	0	0	0	0	0	0	7
<b>ZONE 4 TOTALS</b>	<b>0</b>	<b>12</b>	<b>20</b>	<b>39</b>	<b>76</b>	<b>55</b>	<b>40</b>	<b>20</b>	<b>19</b>	<b>5</b>	<b>4</b>	<b>3</b>	<b>1</b>	<b>0</b>	<b>294</b>

### 1st Quarter 2011 Single Family Sales Nanaimo by Subarea



Total Unconditional Sales January 1 to March 31, 2011 = 294