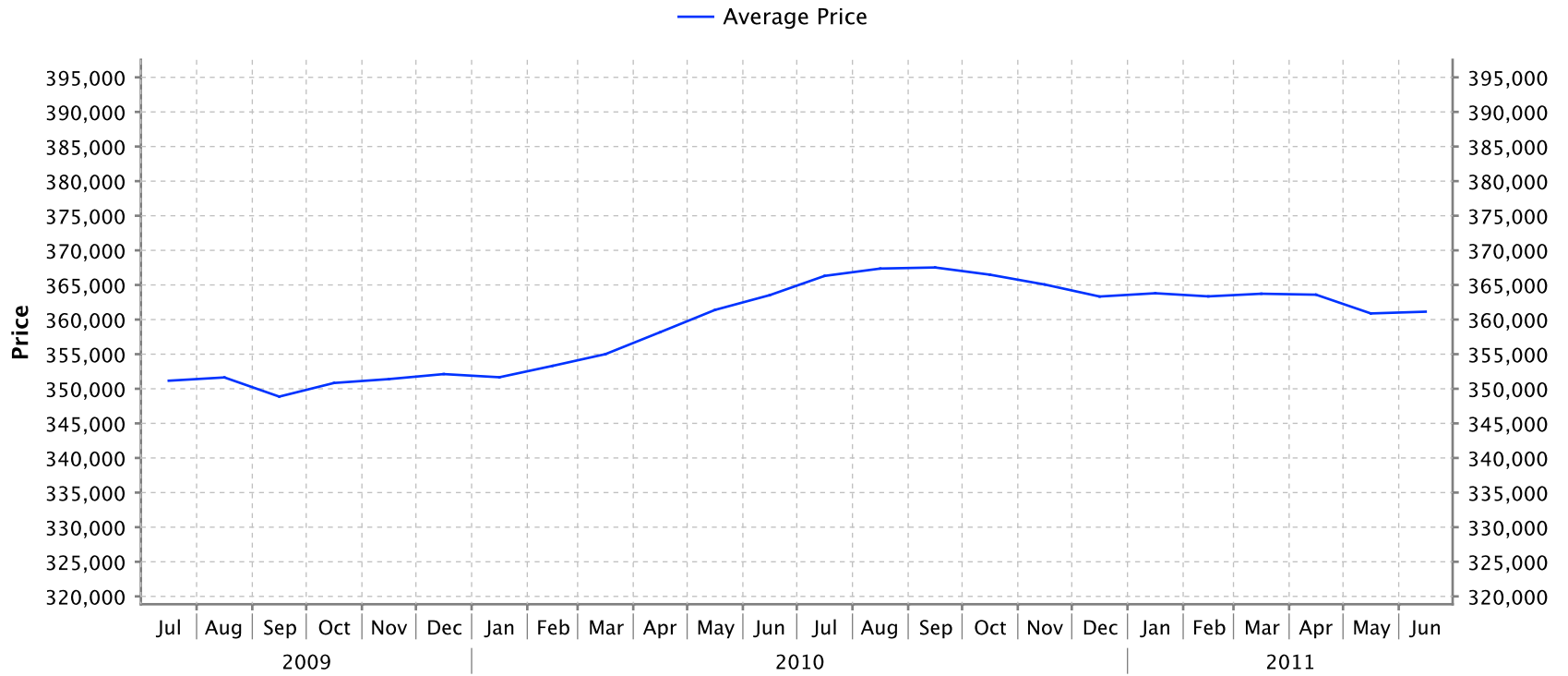


# Nanaimo

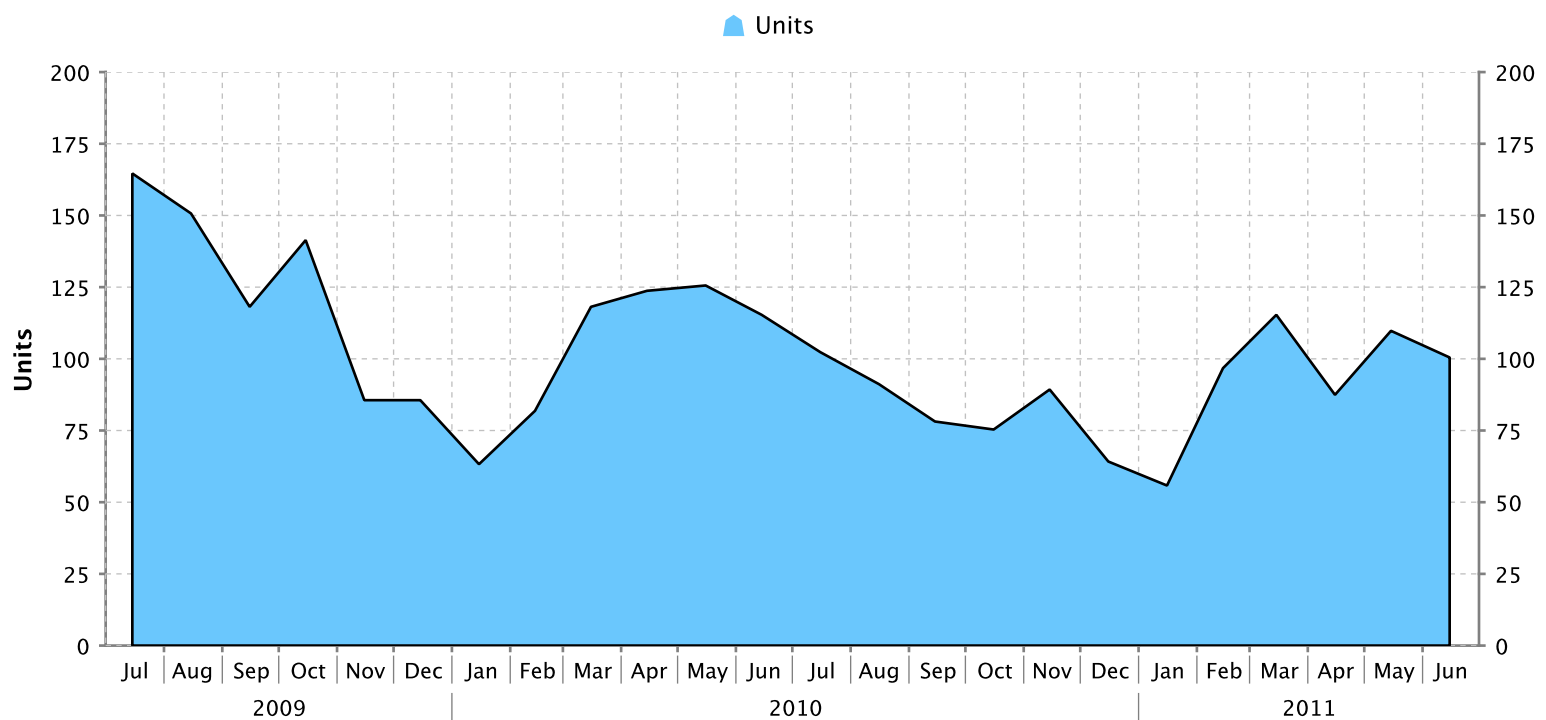
## as at June 30, 2011

### 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	26	15	73%	221	276	-20%
Units Reported Sold	4	8	-50%	78	169	-54%
Sell/List Ratio	15%	53%		35%	61%	
Reported Sales Dollars	\$594,100	\$1,261,300	-53%	\$12,685,410	\$24,447,500	-48%
Average Sell Price / Unit	\$148,525	\$157,662	-6%	\$162,633	\$144,660	12%
Median Sell Price	\$170,000			\$160,000		
Sell Price / List Price	95%	90%		94%	96%	
Days to Sell	69	190	-64%	82	103	-20%
Active Listings	104	89				
<b>Single Family</b>						
Units Listed	253	253	0%	2,310	2,384	-3%
Units Reported Sold	100	115	-13%	1,061	1,375	-23%
Sell/List Ratio	40%	45%		46%	58%	
Reported Sales Dollars	\$37,032,186	\$41,632,101	-11%	\$384,343,291	\$501,327,835	-23%
Average Sell Price / Unit	\$370,322	\$362,018	2%	\$362,246	\$364,602	-1%
Median Sell Price	\$362,500			\$345,000		
Sell Price / List Price	96%	97%		95%	97%	
Days to Sell	60	46	31%	56	48	18%
Active Listings	691	646				
<b>Condos (Apt)</b>						
Units Listed	71	32	122%	647	724	-11%
Units Reported Sold	17	16	6%	216	326	-34%
Sell/List Ratio	24%	50%		33%	45%	
Reported Sales Dollars	\$3,612,150	\$4,323,900	-16%	\$48,362,994	\$74,196,503	-35%
Average Sell Price / Unit	\$212,479	\$270,244	-21%	\$223,903	\$227,597	-2%
Median Sell Price	\$169,000			\$204,000		
Sell Price / List Price	92%	96%		94%	95%	
Days to Sell	94	41	130%	86	74	16%
Active Listings	214	270				
<b>Condos (Patio)</b>						
Units Listed	7	7	0%	99	95	4%
Units Reported Sold	5	6	-17%	48	65	-26%
Sell/List Ratio	71%	86%		48%	68%	
Reported Sales Dollars	\$1,461,600	\$1,310,900	11%	\$13,178,400	\$18,461,357	-29%
Average Sell Price / Unit	\$292,320	\$218,483	34%	\$274,550	\$284,021	-3%
Median Sell Price	\$305,700			\$295,000		
Sell Price / List Price	96%	96%		96%	97%	
Days to Sell	56	82	-33%	70	66	5%
Active Listings	28	20				
<b>Condos (Twnhse)</b>						
Units Listed	28	28	0%	502	409	23%
Units Reported Sold	21	24	-12%	160	202	-21%
Sell/List Ratio	75%	86%		32%	49%	
Reported Sales Dollars	\$5,677,761	\$6,152,400	-8%	\$42,065,621	\$53,040,650	-21%
Average Sell Price / Unit	\$270,370	\$256,350	5%	\$262,910	\$262,577	0%
Median Sell Price	\$249,900			\$241,000		
Sell Price / List Price	97%	96%		102%	96%	
Days to Sell	50	56	-10%	68	66	3%
Active Listings	154	137				

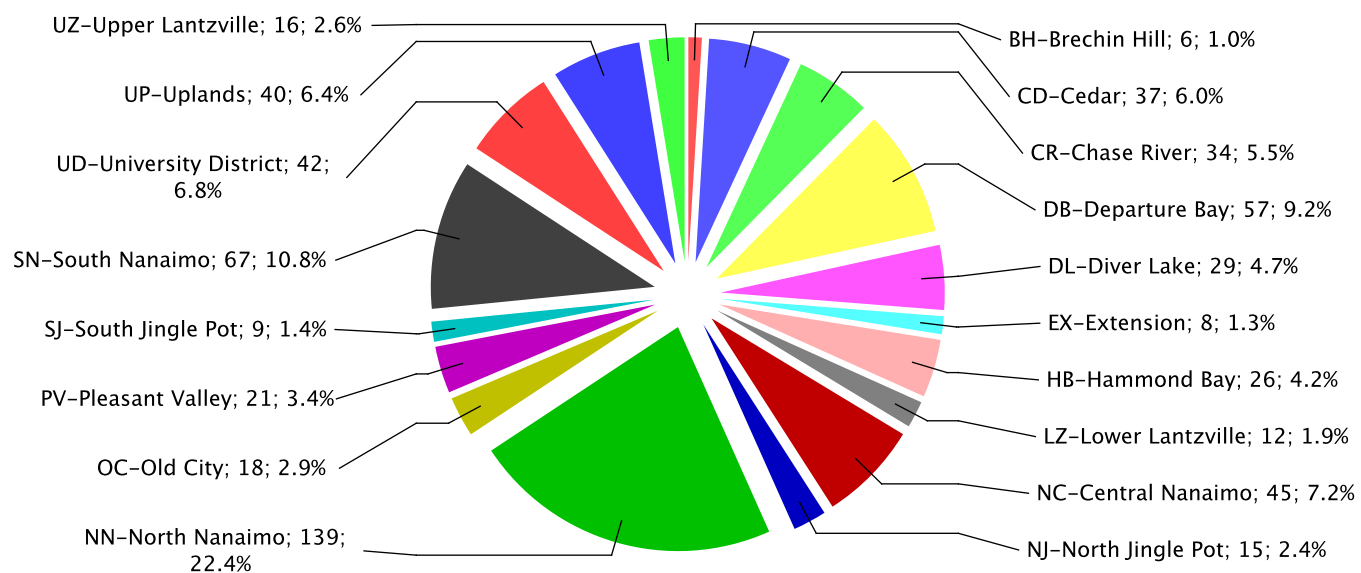
**PLEASE NOTE: SINGLE FAMILY** property does NOT INCLUDE acreage with house, condominiums, duplex/triplex, mobile homes/on pad, single family waterfront or single family strata. **LOTS** do NOT INCLUDE acreage or waterfront acreage.

# MLS® Single Family Sales Analysis

Unconditional Sales from January 1 to Jun 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	3	2	1	0	0	0	0	0	0	0	0	6
CD-Cedar	0	1	6	4	4	2	5	7	2	1	3	0	1	1	37
CR-Chase River	0	0	0	5	8	8	10	3	0	0	0	0	0	0	34
DB-Departure Bay	0	0	1	5	23	13	9	3	2	0	0	0	0	1	57
DL-Diver Lake	0	1	5	5	12	4	0	2	0	0	0	0	0	0	29
EX-Extension	0	0	1	1	2	2	1	0	1	0	0	0	0	0	8
HB-Hammond Bay	0	0	0	0	5	3	4	5	5	3	0	0	0	1	26
LZ-Lower Lantzville	0	0	0	1	3	4	1	0	1	1	1	0	0	0	12
NC-Central Nanaimo	0	0	9	14	15	7	0	0	0	0	0	0	0	0	45
NJ-North Jingle Pot	0	0	0	0	0	3	1	2	3	4	2	0	0	0	15
NN-North Nanaimo	0	0	1	3	14	29	37	18	26	3	3	3	0	2	139
OC-Old City	0	3	3	3	3	2	2	0	1	1	0	0	0	0	18
PV-Pleasant Valley	0	1	1	1	5	8	2	2	0	0	1	0	0	0	21
SJ-South Jingle Pot	0	0	0	0	2	1	2	3	1	0	0	0	0	0	9
SN-South Nanaimo	1	14	7	20	13	11	1	0	0	0	0	0	0	0	67
UD-University District	1	2	11	11	8	3	3	2	1	0	0	0	0	0	42
UP-Uplands	0	0	2	11	9	11	3	1	2	1	0	0	0	0	40
UZ-Upper Lantzville	0	0	1	2	4	3	3	1	2	0	0	0	0	0	16
<b>Zone 4 TOTALS</b>	<b>2</b>	<b>22</b>	<b>48</b>	<b>89</b>	<b>132</b>	<b>115</b>	<b>84</b>	<b>49</b>	<b>47</b>	<b>14</b>	<b>10</b>	<b>3</b>	<b>1</b>	<b>5</b>	<b>621</b>

## Nanaimo - Single Family Sales by Subarea



Total Unconditional Sales January 1 to June 30, 2011 = 621

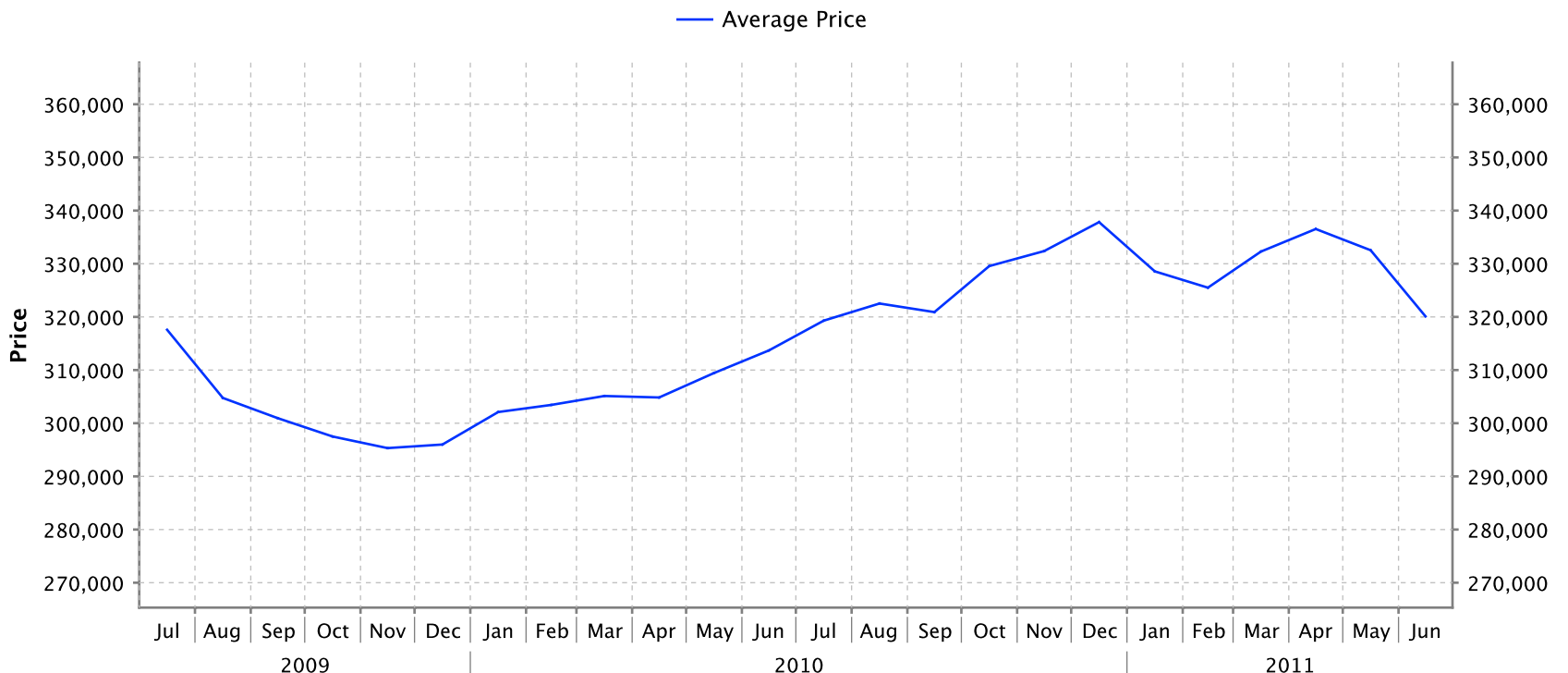
# GABRIOLA ISLAND

## 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	0	7	-100%	34	54	-37%
Units Reported Sold	1	4	-75%	13	27	-52%
Sell/List Ratio	%	57%		38%	50%	
Reported Sales Dollars	\$80,000	\$630,999	-87%	\$1,494,000	\$3,883,499	-62%
Average Sell Price / Unit	\$80,000	\$157,750	-49%	\$114,923	\$143,833	-20%
Median Sell Price	\$80,000			\$120,000		
Sell Price / List Price	80%	96%		90%	91%	
Days to Sell	165	66	148%	104	92	14%
Active Listings	21	23				
<b>Single Family</b>						
Units Listed	9	17	-47%	94	128	-27%
Units Reported Sold	3	3	0%	33	68	-51%
Sell/List Ratio	33%	18%		35%	53%	
Reported Sales Dollars	\$839,000	\$954,500	-12%	\$10,642,600	\$21,306,750	-50%
Average Sell Price / Unit	\$279,667	\$318,167	-12%	\$322,503	\$313,335	3%
Median Sell Price	\$342,000			\$315,000		
Sell Price / List Price	93%	94%		94%	94%	
Days to Sell	99	187	-47%	96	86	12%
Active Listings	48	52				

**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



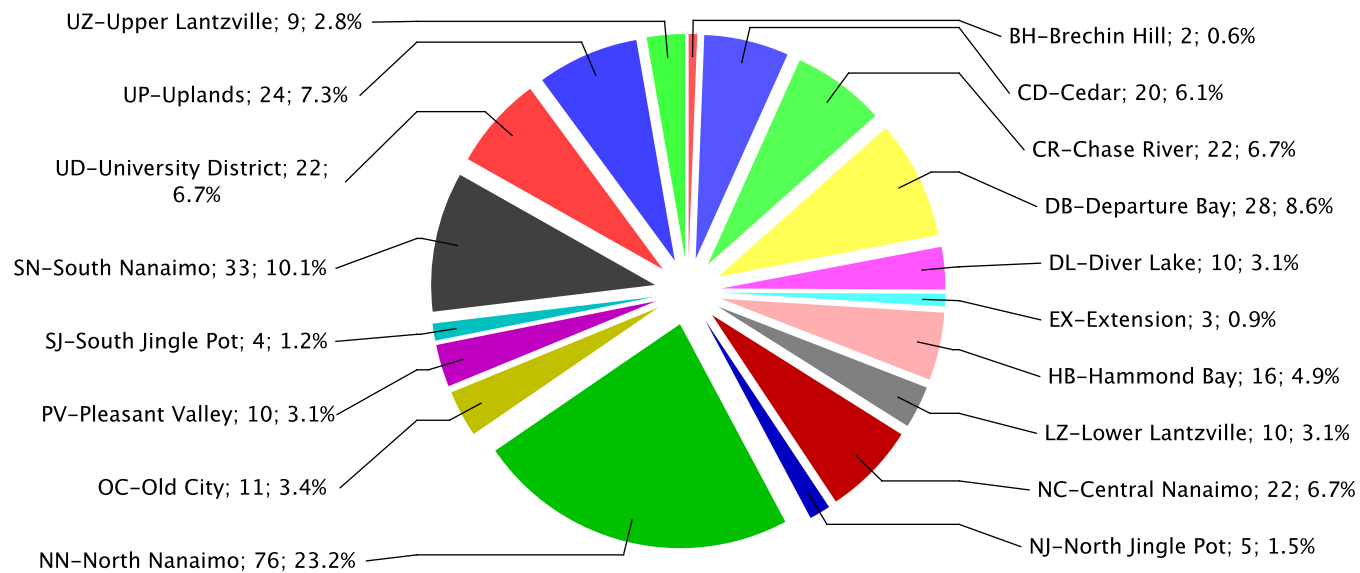
## 2nd Quarter 2011

### MLS® Single Family Sales Analysis

Unconditional Sales from April 1 to Jun 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	0	1	0	0	0	0	0	0	0	0	2
CD-Cedar	0	1	3	1	1	1	4	4	1	0	3	0	0	1	20
CR-Chase River	0	0	0	4	6	6	4	2	0	0	0	0	0	0	22
DB-Departure Bay	0	0	1	4	8	7	5	2	0	0	0	0	0	1	28
DL-Diver Lake	0	0	1	2	5	2	0	0	0	0	0	0	0	0	10
EX-Extension	0	0	0	1	1	0	0	0	1	0	0	0	0	0	3
HB-Hammond Bay	0	0	0	0	0	2	4	2	5	2	0	0	0	1	16
LZ-Lower Lantzville	0	0	0	1	2	4	0	0	1	1	1	0	0	0	10
NC-Central Nanaimo	0	0	4	7	7	4	0	0	0	0	0	0	0	0	22
NJ-North Jingle Pot	0	0	0	0	0	0	1	0	1	3	0	0	0	0	5
NN-North Nanaimo	0	0	1	1	7	14	20	14	14	2	1	0	0	2	76
OC-Old City	0	2	2	2	2	0	1	0	1	1	0	0	0	0	11
PV-Pleasant Valley	0	0	1	1	3	1	1	2	0	0	1	0	0	0	10
SJ-South Jingle Pot	0	0	0	0	2	1	1	0	0	0	0	0	0	0	4
SN-South Nanaimo	1	7	5	12	4	4	0	0	0	0	0	0	0	0	33
UD-University District	1	0	9	5	2	2	1	2	0	0	0	0	0	0	22
UP-Uplands	0	0	1	7	4	8	1	1	2	0	0	0	0	0	24
UZ-Upper Lantzville	0	0	0	1	2	3	1	0	2	0	0	0	0	0	9
<b>Zone 4 TOTALS</b>	<b>2</b>	<b>10</b>	<b>28</b>	<b>50</b>	<b>56</b>	<b>60</b>	<b>44</b>	<b>29</b>	<b>28</b>	<b>9</b>	<b>6</b>	<b>0</b>	<b>0</b>	<b>5</b>	<b>327</b>

### Nanaimo - Single Family Sales by Subarea



Total Unconditional Sales April 1 to June 30, 2011 = 327