

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Single Family (Not Acreage/Waterfront/Strata/Mod/Pre) - Z4 Cedar</b>									
Units Listed	10	11	-9%	93	118	-21%	79	109	-28%
Units Reported Sold	5	12	-58%	57	91	-37%	41	84	-51%
Sell / List Ratio	50%	109%		61%	77%		52%	77%	
Reported Sales Dollars	\$2,721,586	\$6,109,600	-55%	\$28,015,949	\$43,093,812	-35%	\$20,456,886	\$40,494,773	-49%
Average Sell Price / Unit	\$544,317	\$509,133	7%	\$491,508	\$473,558	4%	\$498,948	\$482,081	3%
Median Sell Price	\$614,900			\$475,000			\$485,000		
Sell Price / List Price	98%	98%		98%	99%		98%	99%	
Days to Sell	61	35	73%	29	31	-8%	29	30	-4%
Active Listings	20	21							
<b>Single Family (Acreage) - Z4 Cedar</b>									
Units Listed	3	4	-25%	34	45	-24%	29	38	-24%
Units Reported Sold	2	3	-33%	22	30	-27%	18	22	-18%
Sell / List Ratio	67%	75%		65%	67%		62%	58%	
Reported Sales Dollars	\$2,867,500	\$1,938,000	48%	\$17,191,400	\$22,857,080	-25%	\$14,676,400	\$18,469,680	-21%
Average Sell Price / Unit	\$1,433,750	\$646,000	122%	\$781,427	\$761,903	3%	\$815,356	\$839,531	-3%
Median Sell Price	\$1,882,500			\$690,000			\$690,000		
Sell Price / List Price	97%	100%		96%	96%		97%	97%	
Days to Sell	48	37	30%	36	36	1%	30	30	1%
Active Listings	8	10							
<b>Single Family (Waterfront) - Z4 Cedar</b>									
Units Listed	0	0		6	12	-50%	6	10	-40%
Units Reported Sold	0	2	-100%	4	8	-50%	4	7	-43%
Sell / List Ratio				67%	67%		67%	70%	
Reported Sales Dollars	\$0	\$2,040,000	-100%	\$3,959,900	\$6,146,550	-36%	\$3,959,900	\$5,186,800	-24%
Average Sell Price / Unit		\$1,020,000		\$989,975	\$768,319	29%	\$989,975	\$740,971	34%
Median Sell Price				\$1,010,000			\$1,010,000		
Sell Price / List Price		94%		97%	97%		97%	96%	
Days to Sell		54		52	31	68%	52	26	102%
Active Listings	2	1							
<b>Single Family (Strata) - Z4 Cedar</b>									
Units Listed	3	0		13	0		13	0	
Units Reported Sold	0	0		5	0		5	0	
Sell / List Ratio	0%			38%			38%		
Reported Sales Dollars	\$0	\$0		\$2,259,600	\$0		\$2,259,600	\$0	
Average Sell Price / Unit				\$451,920			\$451,920		
Median Sell Price				\$439,800			\$439,800		
Sell Price / List Price				99%			99%		
Days to Sell				37			37		
Active Listings	3	0							

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<b>Single Family (Modular/Prefab) - Z4 Cedar</b>									
Units Listed	0	0		0	1	-100%	0	0	
Units Reported Sold	0	0		0	1	-100%	0	0	
Sell / List Ratio					100%				
Reported Sales Dollars	\$0	\$0		\$0	\$217,500	-100%	\$0	\$0	
Average Sell Price / Unit					\$217,500				
Median Sell Price									
Sell Price / List Price					97%				
Days to Sell					2				
Active Listings	0	0							
<b>Condo (Apartment) - Z4 Cedar</b>									
Units Listed	0	0		1	4	-75%	1	4	-75%
Units Reported Sold	0	1	-100%	0	1	-100%	0	1	-100%
Sell / List Ratio				0%	25%		0%	25%	
Reported Sales Dollars	\$0	\$399,900	-100%	\$0	\$399,900	-100%	\$0	\$399,900	-100%
Average Sell Price / Unit		\$399,900			\$399,900			\$399,900	
Median Sell Price									
Sell Price / List Price		100%			100%			100%	
Days to Sell		54			54			54	
Active Listings	1	2							
<b>Condo (Patio Home) - Z4 Cedar</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								
<b>Condo (Townhouse) - Z4 Cedar</b>									
Units Listed	0	0		3	1	200%	3	1	200%
Units Reported Sold	0	0		1	0		1	0	
Sell / List Ratio				33%	0%		33%	0%	
Reported Sales Dollars	\$0	\$0		\$469,900	\$0		\$469,900	\$0	
Average Sell Price / Unit				\$469,900			\$469,900		
Median Sell Price				\$469,900			\$469,900		
Sell Price / List Price				100%			100%		
Days to Sell				24			24		
Active Listings	0	0							

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	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Half Duplex - Z4 Cedar</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>Full Duplex - Z4 Cedar</b>									
Units Listed	0	0		2	2	0%	2	2	0%
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio				0%	0%		0%	0%	
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	1	2							
<b>Triplex/Fourplex - Z4 Cedar</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>Manufactured/Mobile on Pad - Z4 Cedar</b>									
Units Listed	0	1	-100%	4	7	-43%	3	7	-57%
Units Reported Sold	0	1	-100%	3	6	-50%	2	5	-60%
Sell / List Ratio		100%		75%	86%		67%	71%	
Reported Sales Dollars	\$0	\$51,000	-100%	\$216,000	\$382,400	-44%	\$166,000	\$334,400	-50%
Average Sell Price / Unit		\$51,000		\$72,000	\$63,733	13%	\$83,000	\$66,880	24%
Median Sell Price				\$70,000			\$96,000		
Sell Price / List Price		85%		91%	95%		95%	93%	
Days to Sell		3		15	14	6%	16	17	-9%
Active Listings	1	1							

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	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Farm/Ranch - Z4 Cedar</b>									
Units Listed	1	0		6	1	500%	6	1	500%
Units Reported Sold	0	0		1	0		0	0	
Sell / List Ratio	0%			17%	0%		0%	0%	
Reported Sales Dollars	\$0	\$0		\$1,075,000	\$0		\$0	\$0	
Average Sell Price / Unit				\$1,075,000					
Median Sell Price				\$1,075,000					
Sell Price / List Price				91%					
Days to Sell				208					
Active Listings	6	1							
<b>Lots - Z4 Cedar</b>									
Units Listed	1	0		15	22	-32%	6	22	-73%
Units Reported Sold	0	0		9	13	-31%	7	10	-30%
Sell / List Ratio	0%			60%	59%		117%	45%	
Reported Sales Dollars	\$0	\$0		\$1,983,200	\$2,679,000	-26%	\$1,503,400	\$2,289,100	-34%
Average Sell Price / Unit				\$220,356	\$206,077	7%	\$214,771	\$228,910	-6%
Median Sell Price				\$239,900			\$235,900		
Sell Price / List Price				96%	101%		95%	100%	
Days to Sell				114	184	-38%	134	6	2295%
Active Listings	4	9							
<b>Lots (Strata) - Z4 Cedar</b>									
Units Listed	0	0		0	1	-100%	0	1	-100%
Units Reported Sold	0	0		1	0		0	0	
Sell / List Ratio					0%			0%	
Reported Sales Dollars	\$0	\$0		\$217,000	\$0		\$0	\$0	
Average Sell Price / Unit				\$217,000					
Median Sell Price				\$217,000					
Sell Price / List Price				96%					
Days to Sell				110					
Active Listings	0	1							
<b>Lots (Waterfront) - Z4 Cedar</b>									
Units Listed	0	0		3	1	200%	2	1	100%
Units Reported Sold	0	0		2	1	100%	2	1	100%
Sell / List Ratio				67%	100%		100%	100%	
Reported Sales Dollars	\$0	\$0		\$947,500	\$42,500	2129%	\$947,500	\$42,500	2129%
Average Sell Price / Unit				\$473,750	\$42,500	1015%	\$473,750	\$42,500	1015%
Median Sell Price				\$662,500			\$662,500		
Sell Price / List Price				96%	94%		96%	94%	
Days to Sell				16	0		16	0	
Active Listings	0	0							

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	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Acreage - Z4 Cedar</b>									
Units Listed	0	1	-100%	12	18	-33%	11	12	-8%
Units Reported Sold	0	1	-100%	5	16	-69%	4	9	-56%
Sell / List Ratio		100%		42%	89%		36%	75%	
Reported Sales Dollars	\$0	\$470,000	-100%	\$1,802,333	\$4,808,300	-63%	\$1,469,000	\$3,400,300	-57%
Average Sell Price / Unit		\$470,000		\$360,467	\$300,519	20%	\$367,250	\$377,811	-3%
Median Sell Price				\$333,333			\$410,000		
Sell Price / List Price		102%		102%	95%		105%	94%	
Days to Sell		4		130	149	-13%	109	206	-47%
Active Listings	5	5							
<b>Acreage (Waterfront) - Z4 Cedar</b>									
Units Listed	0	0		7	5	40%	5	5	0%
Units Reported Sold	0	0		2	2	0%	0	1	-100%
Sell / List Ratio				29%	40%		0%	20%	
Reported Sales Dollars	\$0	\$0		\$692,000	\$610,000	13%	\$0	\$435,000	-100%
Average Sell Price / Unit				\$346,000	\$305,000	13%		\$435,000	
Median Sell Price				\$370,000					
Sell Price / List Price				97%	91%			93%	
Days to Sell				8	171	-95%		56	
Active Listings	2	1							
<b>ICI (Business) - Z4 Cedar</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>ICI (Commercial) - Z4 Cedar</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							

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<b>ICI (Industrial) - Z4 Cedar</b>									
Units Listed	0	0		1	2	-50%	1	1	0%
Units Reported Sold	0	0		0	1	-100%	0	0	
Sell / List Ratio				0%	50%		0%	0%	
Reported Sales Dollars	\$0	\$0		\$0	\$1,350,000	-100%	\$0	\$0	
Average Sell Price / Unit					\$1,350,000				
Median Sell Price									
Sell Price / List Price					82%				
Days to Sell					136				
Active Listings	0	2							
<b>ICI (Miscellaneous) - Z4 Cedar</b>									
Units Listed	0	0		4	1	300%	3	1	200%
Units Reported Sold	0	0		0	1	-100%	0	1	-100%
Sell / List Ratio				0%	100%		0%	100%	
Reported Sales Dollars	\$0	\$0		\$0	\$828,000	-100%	\$0	\$828,000	-100%
Average Sell Price / Unit					\$828,000			\$828,000	
Median Sell Price									
Sell Price / List Price					72%			72%	
Days to Sell					163			163	
Active Listings	2	0							
<b>ICI (Multi-Family) - Z4 Cedar</b>									
Units Listed	0	0		0	6	-100%	0	6	-100%
Units Reported Sold	0	0		0	1	-100%	0	1	-100%
Sell / List Ratio					17%			17%	
Reported Sales Dollars	\$0	\$0		\$0	\$375,000	-100%	\$0	\$375,000	-100%
Average Sell Price / Unit					\$375,000			\$375,000	
Median Sell Price									
Sell Price / List Price					85%			85%	
Days to Sell					36			36	
Active Listings	0	5							
<b>ICI (Leases) - Z4 Cedar</b>									
Units Listed	1	0		2	2	0%	1	0	
Units Reported Sold	0	0		1	1	0%	1	1	0%
Sell / List Ratio	0%			50%	50%		100%		
Reported Sales Dollars	\$0	\$0		\$336,000	\$184,675	82%	\$336,000	\$184,675	82%
Average Sell Price / Unit				\$336,000	\$184,675	82%	\$336,000	\$184,675	82%
Median Sell Price				\$336,000			\$336,000		
Sell Price / List Price				100%	100%		100%	100%	
Days to Sell				1	90	-99%	1	90	-99%
Active Listings	1	0							

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September, 2018

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	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Total - Z4 Cedar</b>									
Units Listed	19	17	12%	206	249	-17%	171	221	-23%
Units Reported Sold	7	20	-65%	113	173	-35%	85	143	-41%
Sell / List Ratio	37%	118%		55%	69%		50%	65%	
Reported Sales Dollars	\$5,589,086	\$11,008,500	-49%	\$59,165,782	\$83,974,717	-30%	\$46,244,586	\$72,440,128	-36%
Average Sell Price / Unit	\$798,441	\$550,425	45%	\$523,591	\$485,403	8%	\$544,054	\$506,574	7%
Median Sell Price	\$650,000			\$469,000			\$485,000		
Sell Price / List Price	98%	97%		97%	97%		98%	98%	
Days to Sell	57	35	63%	44	57	-23%	42	40	5%
Active Listings	56	61							

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<b>Single Family (Not Acreage/Waterfront/Strata/Mod/Pre) - Z4 Central Nanaimo</b>									
Units Listed	8	15	-47%	157	165	-5%	117	147	-20%
Units Reported Sold	7	14	-50%	127	130	-2%	86	104	-17%
Sell / List Ratio	88%	93%		81%	79%		74%	71%	
Reported Sales Dollars	\$3,765,500	\$5,560,011	-32%	\$55,651,226	\$49,606,922	12%	\$38,892,076	\$40,450,099	-4%
Average Sell Price / Unit	\$537,929	\$397,144	35%	\$438,199	\$381,592	15%	\$452,233	\$388,943	16%
Median Sell Price	\$520,500			\$435,000			\$450,000		
Sell Price / List Price	100%	97%		107%	100%		111%	100%	
Days to Sell	21	14	52%	15	18	-15%	14	15	-9%
Active Listings	14	24							
<b>Single Family (Acreage) - Z4 Central Nanaimo</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>Single Family (Waterfront) - Z4 Central Nanaimo</b>									
Units Listed	0	0		2	0		2	0	
Units Reported Sold	1	0		2	0		2	0	
Sell / List Ratio				100%			100%		
Reported Sales Dollars	\$494,000	\$0		\$1,075,500	\$0		\$1,075,500	\$0	
Average Sell Price / Unit	\$494,000			\$537,750			\$537,750		
Median Sell Price	\$494,000			\$581,500			\$581,500		
Sell Price / List Price	95%			106%			106%		
Days to Sell	15			10			10		
Active Listings	0	0							
<b>Single Family (Strata) - Z4 Central Nanaimo</b>									
Units Listed	0	1	-100%	3	2	50%	2	1	100%
Units Reported Sold	0	0		2	1	100%	1	0	
Sell / List Ratio		0%		67%	50%		50%	0%	
Reported Sales Dollars	\$0	\$0		\$831,000	\$399,900	108%	\$475,000	\$0	
Average Sell Price / Unit				\$415,500	\$399,900	4%	\$475,000		
Median Sell Price				\$475,000			\$475,000		
Sell Price / List Price				101%	100%		99%		
Days to Sell				8	1	700%	7		
Active Listings	0	1							



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<b>Single Family (Modular/Prefab) - Z4 Central Nanaimo</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>Condo (Apartment) - Z4 Central Nanaimo</b>									
Units Listed	5	13	-62%	92	90	2%	73	80	-9%
Units Reported Sold	6	5	20%	79	80	-1%	59	63	-6%
Sell / List Ratio	120%	38%		86%	89%		81%	79%	
Reported Sales Dollars	\$1,522,400	\$1,193,300	28%	\$17,441,600	\$14,987,147	16%	\$13,687,400	\$12,242,247	12%
Average Sell Price / Unit	\$253,733	\$238,660	6%	\$220,780	\$187,339	18%	\$231,990	\$194,321	19%
Median Sell Price	\$227,500			\$200,000			\$215,000		
Sell Price / List Price	96%	98%		100%	99%		100%	99%	
Days to Sell	21	13	67%	16	19	-18%	13	15	-8%
Active Listings	8	14							
<b>Condo (Patio Home) - Z4 Central Nanaimo</b>									
Units Listed	0	0		3	5	-40%	3	4	-25%
Units Reported Sold	1	0		3	4	-25%	3	4	-25%
Sell / List Ratio				100%	80%		100%	100%	
Reported Sales Dollars	\$249,000	\$0		\$773,500	\$780,500	-1%	\$773,500	\$780,500	-1%
Average Sell Price / Unit	\$249,000			\$257,833	\$195,125	32%	\$257,833	\$195,125	32%
Median Sell Price	\$249,000			\$257,500			\$257,500		
Sell Price / List Price	96%			98%	101%		98%	101%	
Days to Sell	17			8	18	-55%	8	18	-55%
Active Listings	0	0							
<b>Condo (Townhouse) - Z4 Central Nanaimo</b>									
Units Listed	4	5	-20%	64	53	21%	47	42	12%
Units Reported Sold	6	2	200%	46	46	0%	33	33	0%
Sell / List Ratio	150%	40%		72%	87%		70%	79%	
Reported Sales Dollars	\$1,931,000	\$507,000	281%	\$15,585,164	\$11,805,903	32%	\$11,074,597	\$8,980,600	23%
Average Sell Price / Unit	\$321,833	\$253,500	27%	\$338,808	\$256,650	32%	\$335,594	\$272,139	23%
Median Sell Price	\$360,000			\$360,000			\$360,000		
Sell Price / List Price	97%	95%		98%	100%		98%	100%	
Days to Sell	22	12	73%	27	12	126%	28	11	160%
Active Listings	11	8							

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September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Half Duplex - Z4 Central Nanaimo</b>									
Units Listed	0	2	-100%	4	6	-33%	2	4	-50%
Units Reported Sold	1	1	0%	5	4	25%	2	2	0%
Sell / List Ratio		50%		125%	67%		100%	50%	
Reported Sales Dollars	\$359,900	\$390,000	-8%	\$1,972,200	\$1,117,400	76%	\$804,800	\$629,900	28%
Average Sell Price / Unit	\$359,900	\$390,000	-8%	\$394,440	\$279,350	41%	\$402,400	\$314,950	28%
Median Sell Price	\$359,900			\$369,400			\$444,900		
Sell Price / List Price	100%	98%		100%	96%		99%	99%	
Days to Sell	19	13	46%	12	30	-60%	24	42	-45%
Active Listings	0	2							
<b>Full Duplex - Z4 Central Nanaimo</b>									
Units Listed	0	0		6	5	20%	3	2	50%
Units Reported Sold	0	0		3	1	200%	2	1	100%
Sell / List Ratio				50%	20%		67%	50%	
Reported Sales Dollars	\$0	\$0		\$1,915,000	\$385,000	397%	\$1,320,000	\$385,000	243%
Average Sell Price / Unit				\$638,333	\$385,000	66%	\$660,000	\$385,000	71%
Median Sell Price				\$595,000			\$755,000		
Sell Price / List Price				97%	100%		96%	100%	
Days to Sell				43	55	-22%	55	55	0%
Active Listings	0	0							
<b>Triplex/Fourplex - Z4 Central Nanaimo</b>									
Units Listed	0	0		1	1	0%	1	1	0%
Units Reported Sold	0	0		1	0		1	0	
Sell / List Ratio				100%	0%		100%	0%	
Reported Sales Dollars	\$0	\$0		\$634,500	\$0		\$634,500	\$0	
Average Sell Price / Unit				\$634,500			\$634,500		
Median Sell Price				\$634,500			\$634,500		
Sell Price / List Price				101%			101%		
Days to Sell				4			4		
Active Listings	0	0							
<b>Manufactured/Mobile on Pad - Z4 Central Nanaimo</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							

## 12 Month Comparative Activity by Property Type for Zone 4- Nanaimo

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Farm/Ranch - Z4 Central Nanaimo</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								
<b>Lots - Z4 Central Nanaimo</b>									
Units Listed	0	1	-100%	2	1	100%	2	1	100%
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio		0%		0%	0%		0%	0%	
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	2	1							
<b>Lots (Strata) - Z4 Central Nanaimo</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								
<b>Lots (Waterfront) - Z4 Central Nanaimo</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Acreage - Z4 Central Nanaimo</b>									
Units Listed	0	0		1	0		1	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio				0%			0%		
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	1	0							
<b>Acreage (Waterfront) - Z4 Central Nanaimo</b>									
Units Listed	0	0		0	1	-100%	0	1	-100%
Units Reported Sold	0	0		1	0		0	0	
Sell / List Ratio					0%			0%	
Reported Sales Dollars	\$0	\$0		\$920,000	\$0		\$0	\$0	
Average Sell Price / Unit				\$920,000					
Median Sell Price				\$920,000					
Sell Price / List Price				71%					
Days to Sell				130					
Active Listings	0	1							
<b>ICI (Business) - Z4 Central Nanaimo</b>									
Units Listed	0	0		3	3	0%	2	2	0%
Units Reported Sold	0	0		1	2	-50%	1	2	-50%
Sell / List Ratio				33%	67%		50%	100%	
Reported Sales Dollars	\$0	\$0		\$120,000	\$249,000	-52%	\$120,000	\$249,000	-52%
Average Sell Price / Unit				\$120,000	\$124,500	-4%	\$120,000	\$124,500	-4%
Median Sell Price				\$120,000			\$120,000		
Sell Price / List Price				71%	86%		71%	86%	
Days to Sell				191	216	-11%	191	216	-11%
Active Listings	1	0							
<b>ICI (Commercial) - Z4 Central Nanaimo</b>									
Units Listed	0	4	-100%	12	27	-56%	12	24	-50%
Units Reported Sold	0	1	-100%	8	10	-20%	4	8	-50%
Sell / List Ratio		25%		67%	37%		33%	33%	
Reported Sales Dollars	\$0	\$559,500	-100%	\$9,696,900	\$5,379,440	80%	\$4,484,900	\$3,579,440	25%
Average Sell Price / Unit		\$559,500		\$1,212,112	\$537,944	125%	\$1,121,225	\$447,430	151%
Median Sell Price				\$699,900			\$985,000		
Sell Price / List Price		96%		90%	94%		86%	96%	
Days to Sell		588		128	165	-22%	177	187	-5%
Active Listings	7	16							

## 12 Month Comparative Activity by Property Type for Zone 4- Nanaimo

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>ICI (Industrial) - Z4 Central Nanaimo</b>									
Units Listed	0	0		0	11	-100%	0	7	-100%
Units Reported Sold	0	0		0	2	-100%	0	2	-100%
Sell / List Ratio					18%			29%	
Reported Sales Dollars	\$0	\$0		\$0	\$1,030,612	-100%	\$0	\$1,030,612	-100%
Average Sell Price / Unit					\$515,306			\$515,306	
Median Sell Price									
Sell Price / List Price					99%			99%	
Days to Sell					306			306	
Active Listings	0	10							
<b>ICI (Miscellaneous) - Z4 Central Nanaimo</b>									
Units Listed	0	0		9	4	125%	7	3	133%
Units Reported Sold	0	0		1	1	0%	1	1	0%
Sell / List Ratio				11%	25%		14%	33%	
Reported Sales Dollars	\$0	\$0		\$1,400,000	\$670,000	109%	\$1,400,000	\$670,000	109%
Average Sell Price / Unit				\$1,400,000	\$670,000	109%	\$1,400,000	\$670,000	109%
Median Sell Price				\$1,400,000			\$1,400,000		
Sell Price / List Price				109%	86%		109%	86%	
Days to Sell				11	25	-56%	11	25	-56%
Active Listings	3	2							
<b>ICI (Multi-Family) - Z4 Central Nanaimo</b>									
Units Listed	0	0		6	4	50%	6	3	100%
Units Reported Sold	0	0		4	3	33%	2	2	0%
Sell / List Ratio				67%	75%		33%	67%	
Reported Sales Dollars	\$0	\$0		\$4,685,000	\$4,975,000	-6%	\$3,075,000	\$3,625,000	-15%
Average Sell Price / Unit				\$1,171,250	\$1,658,333	-29%	\$1,537,500	\$1,812,500	-15%
Median Sell Price				\$1,125,000			\$1,950,000		
Sell Price / List Price				71%	92%		55%	96%	
Days to Sell				100	123	-18%	5	183	-97%
Active Listings	2	2							
<b>ICI (Leases) - Z4 Central Nanaimo</b>									
Units Listed	1	0		25	29	-14%	24	24	0%
Units Reported Sold	4	0		15	9	67%	11	7	57%
Sell / List Ratio	400%			60%	31%		46%	29%	
Reported Sales Dollars	\$360,724	\$0		\$1,086,712	\$760,427	43%	\$829,684	\$542,692	53%
Average Sell Price / Unit	\$90,181			\$72,447	\$84,492	-14%	\$75,426	\$77,527	-3%
Median Sell Price	\$95,715			\$67,608			\$68,906		
Sell Price / List Price	100%			100%	100%		100%	100%	
Days to Sell	88			149	166	-10%	162	171	-6%
Active Listings	14	18							

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Total - Z4 Central Nanaimo</b>									
Units Listed	18	41	-56%	390	407	-4%	304	346	-12%
Units Reported Sold	26	23	13%	298	293	2%	208	229	-9%
Sell / List Ratio	144%	56%		76%	72%		68%	66%	
Reported Sales Dollars	\$8,682,524	\$8,209,811	6%	\$113,788,302	\$92,147,251	23%	\$78,646,957	\$73,165,090	7%
Average Sell Price / Unit	\$333,943	\$356,948	-6%	\$381,840	\$314,496	21%	\$378,110	\$319,498	18%
Median Sell Price	\$359,900			\$365,000			\$370,000		
Sell Price / List Price	98%	97%		102%	99%		103%	100%	
Days to Sell	31	38	-19%	29	31	-8%	28	32	-11%
Active Listings	63	99							

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Single Family (Not Acreage/Waterfront/Strata/Mod/Pre) - Z4 Chase River</b>									
Units Listed	5	10	-50%	96	101	-5%	69	82	-16%
Units Reported Sold	2	6	-67%	71	76	-7%	49	60	-18%
Sell / List Ratio	40%	60%		74%	75%		71%	73%	
Reported Sales Dollars	\$932,300	\$3,173,900	-71%	\$38,408,833	\$36,869,129	4%	\$27,028,762	\$29,306,734	-8%
Average Sell Price / Unit	\$466,150	\$528,983	-12%	\$540,969	\$485,120	12%	\$551,607	\$488,446	13%
Median Sell Price	\$499,900			\$550,000			\$550,000		
Sell Price / List Price	99%	98%		99%	100%		98%	100%	
Days to Sell	14	19	-27%	21	30	-30%	22	26	-15%
Active Listings	16	13							
<b>Single Family (Acreage) - Z4 Chase River</b>									
Units Listed	1	0		4	1	300%	4	1	300%
Units Reported Sold	0	0		2	0		1	0	
Sell / List Ratio	0%			50%	0%		25%	0%	
Reported Sales Dollars	\$0	\$0		\$1,151,000	\$0		\$551,000	\$0	
Average Sell Price / Unit				\$575,500			\$551,000		
Median Sell Price				\$600,000			\$551,000		
Sell Price / List Price				100%			104%		
Days to Sell				22			4		
Active Listings	1	1							
<b>Single Family (Waterfront) - Z4 Chase River</b>									
Units Listed	0	1	-100%	2	3	-33%	2	3	-33%
Units Reported Sold	0	0		2	2	0%	1	2	-50%
Sell / List Ratio		0%		100%	67%		50%	67%	
Reported Sales Dollars	\$0	\$0		\$795,625	\$960,000	-17%	\$353,625	\$960,000	-63%
Average Sell Price / Unit				\$397,812	\$480,000	-17%	\$353,625	\$480,000	-26%
Median Sell Price				\$442,000			\$353,625		
Sell Price / List Price				93%	103%		96%	103%	
Days to Sell				24	14	62%	7	14	-52%
Active Listings	1	1							
<b>Single Family (Strata) - Z4 Chase River</b>									
Units Listed	0	1	-100%	3	4	-25%	2	3	-33%
Units Reported Sold	0	0		4	3	33%	2	3	-33%
Sell / List Ratio		0%		133%	75%		100%	100%	
Reported Sales Dollars	\$0	\$0		\$2,058,900	\$1,211,000	70%	\$979,000	\$1,211,000	-19%
Average Sell Price / Unit				\$514,725	\$403,667	28%	\$489,500	\$403,667	21%
Median Sell Price				\$504,000			\$504,000		
Sell Price / List Price				101%	94%		99%	94%	
Days to Sell				38	44	-14%	47	44	8%
Active Listings	0	1							

## 12 Month Comparative Activity by Property Type for Zone 4- Nanaimo

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Single Family (Modular/Prefab) - Z4 Chase River</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>Condo (Apartment) - Z4 Chase River</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								
<b>Condo (Patio Home) - Z4 Chase River</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								
<b>Condo (Townhouse) - Z4 Chase River</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								



## 12 Month Comparative Activity by Property Type for Zone 4- Nanaimo

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Half Duplex - Z4 Chase River</b>									
Units Listed	0	0		3	8	-62%	2	8	-75%
Units Reported Sold	0	0		2	11	-82%	2	7	-71%
Sell / List Ratio				67%	138%		100%	88%	
Reported Sales Dollars	\$0	\$0		\$774,900	\$4,224,466	-82%	\$774,900	\$2,790,700	-72%
Average Sell Price / Unit				\$387,450	\$384,042	1%	\$387,450	\$398,671	-3%
Median Sell Price				\$399,900			\$399,900		
Sell Price / List Price				108%	101%		108%	102%	
Days to Sell				16	24	-34%	16	16	2%
Active Listings	0	0							
<b>Full Duplex - Z4 Chase River</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>Triplex/Fourplex - Z4 Chase River</b>									
Units Listed	0	1	-100%	0	1	-100%	0	1	-100%
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio		0%			0%			0%	
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	1							
<b>Manufactured/Mobile on Pad - Z4 Chase River</b>									
Units Listed	1	3	-67%	20	19	5%	19	16	19%
Units Reported Sold	2	1	100%	18	13	38%	13	8	62%
Sell / List Ratio	200%	33%		90%	68%		68%	50%	
Reported Sales Dollars	\$246,000	\$105,000	134%	\$1,918,800	\$1,121,000	71%	\$1,476,100	\$670,000	120%
Average Sell Price / Unit	\$123,000	\$105,000	17%	\$106,600	\$86,231	24%	\$113,546	\$83,750	36%
Median Sell Price	\$138,500			\$115,000			\$123,900		
Sell Price / List Price	98%	97%		93%	92%		95%	94%	
Days to Sell	10	0		36	33	8%	18	28	-35%
Active Listings	2	5							

## 12 Month Comparative Activity by Property Type for Zone 4- Nanaimo

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Farm/Ranch - Z4 Chase River</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								
<b>Lots - Z4 Chase River</b>									
Units Listed	0	0		8	3	167%	6	3	100%
Units Reported Sold	0	1	-100%	2	13	-85%	2	3	-33%
Sell / List Ratio				25%	433%		33%	100%	
Reported Sales Dollars	\$0	\$192,500	-100%	\$509,900	\$2,210,895	-77%	\$509,900	\$542,400	-6%
Average Sell Price / Unit		\$192,500		\$254,950	\$170,069	50%	\$254,950	\$180,800	41%
Median Sell Price				\$270,000			\$270,000		
Sell Price / List Price		99%		99%	105%		99%	102%	
Days to Sell		7		2	170	-99%	2	106	-98%
Active Listings	3	1							
<b>Lots (Strata) - Z4 Chase River</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>Lots (Waterfront) - Z4 Chase River</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							

## 12 Month Comparative Activity by Property Type for Zone 4- Nanaimo

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Acreage - Z4 Chase River</b>									
Units Listed	0	0		0	2	-100%	0	2	-100%
Units Reported Sold	0	0		1	0		0	0	
Sell / List Ratio					0%			0%	
Reported Sales Dollars	\$0	\$0		\$525,000	\$0		\$0	\$0	
Average Sell Price / Unit				\$525,000					
Median Sell Price				\$525,000					
Sell Price / List Price				62%					
Days to Sell				64					
Active Listings	0	0							
<b>Acreage (Waterfront) - Z4 Chase River</b>									
Units Listed	0	0		1	0		1	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio				0%			0%		
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>ICI (Business) - Z4 Chase River</b>									
Units Listed	0	0		1	1	0%	1	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio				0%	0%		0%		
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>ICI (Commercial) - Z4 Chase River</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>ICI (Industrial) - Z4 Chase River</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>ICI (Miscellaneous) - Z4 Chase River</b>									
Units Listed	0	0		1	0		1	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio				0%			0%		
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>ICI (Multi-Family) - Z4 Chase River</b>									
Units Listed	0	1	-100%	0	2	-100%	0	2	-100%
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio		0%			0%			0%	
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	1							
<b>ICI (Leases) - Z4 Chase River</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Total - Z4 Chase River</b>									
Units Listed	7	17	-59%	139	145	-4%	107	121	-12%
Units Reported Sold	4	8	-50%	102	118	-14%	70	83	-16%
Sell / List Ratio	57%	47%		73%	81%		65%	69%	
Reported Sales Dollars	\$1,178,300	\$3,471,400	-66%	\$46,142,958	\$46,596,490	-1%	\$31,673,287	\$35,480,834	-11%
Average Sell Price / Unit	\$294,575	\$433,925	-32%	\$452,382	\$394,886	15%	\$452,476	\$427,480	6%
Median Sell Price	\$432,400			\$504,000			\$510,000		
Sell Price / List Price	98%	98%		98%	100%		98%	100%	
Days to Sell	12	15	-23%	24	45	-47%	21	28	-27%
Active Listings	23	24							

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Single Family (Not Acreage/Waterfront/Strata/Mod/Pre) - Z4 Departure Bay</b>									
Units Listed	16	20	-20%	161	198	-19%	136	168	-19%
Units Reported Sold	5	16	-69%	96	137	-30%	73	106	-31%
Sell / List Ratio	31%	80%		60%	69%		54%	63%	
Reported Sales Dollars	\$2,945,900	\$9,035,400	-67%	\$56,791,960	\$71,636,626	-21%	\$44,202,160	\$56,707,183	-22%
Average Sell Price / Unit	\$589,180	\$564,712	4%	\$591,583	\$522,895	13%	\$605,509	\$534,973	13%
Median Sell Price	\$570,000			\$556,000			\$560,000		
Sell Price / List Price	98%	98%		98%	100%		99%	99%	
Days to Sell	22	32	-33%	24	18	31%	19	20	-2%
Active Listings	28	29							
<b>Single Family (Acreage) - Z4 Departure Bay</b>									
Units Listed	1	0		3	2	50%	3	1	200%
Units Reported Sold	0	0		1	2	-50%	1	1	0%
Sell / List Ratio	0%			33%	100%		33%	100%	
Reported Sales Dollars	\$0	\$0		\$735,000	\$1,285,000	-43%	\$735,000	\$630,000	17%
Average Sell Price / Unit				\$735,000	\$642,500	14%	\$735,000	\$630,000	17%
Median Sell Price				\$735,000			\$735,000		
Sell Price / List Price				100%	94%		100%	91%	
Days to Sell				0	46	-100%	0	33	-100%
Active Listings	1	0							
<b>Single Family (Waterfront) - Z4 Departure Bay</b>									
Units Listed	0	1	-100%	3	2	50%	1	2	-50%
Units Reported Sold	0	1	-100%	1	2	-50%	1	2	-50%
Sell / List Ratio		100%		33%	100%		100%	100%	
Reported Sales Dollars	\$0	\$430,000	-100%	\$499,900	\$2,360,000	-79%	\$499,900	\$2,360,000	-79%
Average Sell Price / Unit		\$430,000		\$499,900	\$1,180,000	-58%	\$499,900	\$1,180,000	-58%
Median Sell Price				\$499,900			\$499,900		
Sell Price / List Price		108%		100%	99%		100%	99%	
Days to Sell		4		5	30	-83%	5	30	-83%
Active Listings	0	0							
<b>Single Family (Strata) - Z4 Departure Bay</b>									
Units Listed	0	0		13	8	62%	12	6	100%
Units Reported Sold	0	0		7	4	75%	5	3	67%
Sell / List Ratio				54%	50%		42%	50%	
Reported Sales Dollars	\$0	\$0		\$3,304,295	\$1,530,000	116%	\$2,556,295	\$1,200,000	113%
Average Sell Price / Unit				\$472,042	\$382,500	23%	\$511,259	\$400,000	28%
Median Sell Price				\$456,000			\$488,000		
Sell Price / List Price				100%	99%		101%	101%	
Days to Sell				17	11	58%	7	4	70%
Active Listings	4	1							

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Single Family (Modular/Prefab) - Z4 Departure Bay</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>Condo (Apartment) - Z4 Departure Bay</b>									
Units Listed	1	0		17	18	-6%	15	15	0%
Units Reported Sold	2	1	100%	12	16	-25%	11	13	-15%
Sell / List Ratio	200%			71%	89%		73%	87%	
Reported Sales Dollars	\$640,000	\$223,000	187%	\$4,414,150	\$6,225,800	-29%	\$3,950,150	\$5,293,300	-25%
Average Sell Price / Unit	\$320,000	\$223,000	43%	\$367,846	\$389,112	-5%	\$359,105	\$407,177	-12%
Median Sell Price	\$415,000			\$414,000			\$382,000		
Sell Price / List Price	97%	99%		97%	98%		97%	98%	
Days to Sell	10	15	-37%	42	21	102%	37	18	103%
Active Listings	4	2							
<b>Condo (Patio Home) - Z4 Departure Bay</b>									
Units Listed	3	3	0%	10	4	150%	9	4	125%
Units Reported Sold	0	0		6	0		4	0	
Sell / List Ratio	0%	0%		60%	0%		44%	0%	
Reported Sales Dollars	\$0	\$0		\$2,704,400	\$0		\$1,690,900	\$0	
Average Sell Price / Unit				\$450,733			\$422,725		
Median Sell Price				\$448,500			\$436,000		
Sell Price / List Price				98%			99%		
Days to Sell				24			10		
Active Listings	3	3							
<b>Condo (Townhouse) - Z4 Departure Bay</b>									
Units Listed	12	2	500%	43	28	54%	37	24	54%
Units Reported Sold	0	0		19	25	-24%	17	19	-11%
Sell / List Ratio	0%	0%		44%	89%		46%	79%	
Reported Sales Dollars	\$0	\$0		\$7,592,832	\$10,217,220	-26%	\$6,732,832	\$8,364,320	-20%
Average Sell Price / Unit				\$399,623	\$408,689	-2%	\$396,049	\$440,227	-10%
Median Sell Price				\$390,000			\$390,000		
Sell Price / List Price				99%	99%		99%	101%	
Days to Sell				28	48	-42%	30	35	-14%
Active Listings	5	5							

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Half Duplex - Z4 Departure Bay</b>									
Units Listed	0	0		0	7	-100%	0	7	-100%
Units Reported Sold	0	1	-100%	0	7	-100%	0	7	-100%
Sell / List Ratio					100%			100%	
Reported Sales Dollars	\$0	\$315,000	-100%	\$0	\$2,655,500	-100%	\$0	\$2,655,500	-100%
Average Sell Price / Unit		\$315,000			\$379,357			\$379,357	
Median Sell Price									
Sell Price / List Price		98%			100%			100%	
Days to Sell		4			11			11	
Active Listings	0	0							
<b>Full Duplex - Z4 Departure Bay</b>									
Units Listed	0	0		5	4	25%	5	3	67%
Units Reported Sold	1	1	0%	5	4	25%	5	2	150%
Sell / List Ratio				100%	100%		100%	67%	
Reported Sales Dollars	\$451,000	\$445,000	1%	\$2,821,900	\$2,126,250	33%	\$2,821,900	\$940,000	200%
Average Sell Price / Unit	\$451,000	\$445,000	1%	\$564,380	\$531,562	6%	\$564,380	\$470,000	20%
Median Sell Price	\$451,000			\$579,900			\$579,900		
Sell Price / List Price	90%	95%		103%	99%		103%	97%	
Days to Sell	62	81	-23%	16	49	-68%	16	40	-60%
Active Listings	0	0							
<b>Triplex/Fourplex - Z4 Departure Bay</b>									
Units Listed	1	0		4	0		4	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio	0%			0%			0%		
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	1	0							
<b>Manufactured/Mobile on Pad - Z4 Departure Bay</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								



**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Farm/Ranch - Z4 Departure Bay</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								
<b>Lots - Z4 Departure Bay</b>									
Units Listed	1	3	-67%	9	8	12%	8	6	33%
Units Reported Sold	0	0		1	2	-50%	1	2	-50%
Sell / List Ratio	0%	0%		11%	25%		12%	33%	
Reported Sales Dollars	\$0	\$0		\$320,000	\$504,000	-37%	\$320,000	\$504,000	-37%
Average Sell Price / Unit				\$320,000	\$252,000	27%	\$320,000	\$252,000	27%
Median Sell Price				\$320,000			\$320,000		
Sell Price / List Price				93%	99%		93%	99%	
Days to Sell				87	38	132%	87	38	132%
Active Listings	3	3							
<b>Lots (Strata) - Z4 Departure Bay</b>									
Units Listed	0	0		2	4	-50%	1	4	-75%
Units Reported Sold	0	0		0	1	-100%	0	1	-100%
Sell / List Ratio				0%	25%		0%	25%	
Reported Sales Dollars	\$0	\$0		\$0	\$780,000	-100%	\$0	\$780,000	-100%
Average Sell Price / Unit					\$780,000			\$780,000	
Median Sell Price									
Sell Price / List Price					100%			100%	
Days to Sell					0			0	
Active Listings	0	1							
<b>Lots (Waterfront) - Z4 Departure Bay</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							

## 12 Month Comparative Activity by Property Type for Zone 4- Nanaimo

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Acreage - Z4 Departure Bay</b>									
Units Listed	0	0		3	4	-25%	2	4	-50%
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio				0%	0%		0%	0%	
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	1	2							
<b>Acreage (Waterfront) - Z4 Departure Bay</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>ICI (Business) - Z4 Departure Bay</b>									
Units Listed	0	1	-100%	0	2	-100%	0	2	-100%
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio		0%			0%			0%	
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	2							
<b>ICI (Commercial) - Z4 Departure Bay</b>									
Units Listed	1	0		2	0		2	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio	0%			0%			0%		
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	1	0							

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>ICI (Industrial) - Z4 Departure Bay</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								
<b>ICI (Miscellaneous) - Z4 Departure Bay</b>									
Units Listed	0	0		1	0		1	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio				0%			0%		
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>ICI (Multi-Family) - Z4 Departure Bay</b>									
Units Listed	0	0		5	5	0%	3	5	-40%
Units Reported Sold	0	0		0	1	-100%	0	1	-100%
Sell / List Ratio				0%	20%		0%	20%	
Reported Sales Dollars	\$0	\$0		\$0	\$739,000	-100%	\$0	\$739,000	-100%
Average Sell Price / Unit					\$739,000			\$739,000	
Median Sell Price									
Sell Price / List Price					100%			100%	
Days to Sell					42			42	
Active Listings	1	0							
<b>ICI (Leases) - Z4 Departure Bay</b>									
Units Listed	0	2	-100%	5	7	-29%	4	7	-43%
Units Reported Sold	0	0		1	1	0%	1	0	
Sell / List Ratio		0%		20%	14%		25%	0%	
Reported Sales Dollars	\$0	\$0		\$117,600	\$17,120	587%	\$117,600	\$0	
Average Sell Price / Unit				\$117,600	\$17,120	587%	\$117,600		
Median Sell Price				\$117,600			\$117,600		
Sell Price / List Price				100%	100%		100%		
Days to Sell				102	512	-80%	102		
Active Listings	3	2							

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Total - Z4 Departure Bay</b>									
Units Listed	36	32	12%	286	301	-5%	243	258	-6%
Units Reported Sold	8	20	-60%	149	202	-26%	119	157	-24%
Sell / List Ratio	22%	62%		52%	67%		49%	61%	
Reported Sales Dollars	\$4,036,900	\$10,448,400	-61%	\$79,302,037	\$100,076,516	-21%	\$63,626,737	\$80,173,303	-21%
Average Sell Price / Unit	\$504,612	\$522,420	-3%	\$532,228	\$495,428	7%	\$534,678	\$510,658	5%
Median Sell Price	\$545,000			\$512,000			\$515,000		
Sell Price / List Price	97%	98%		98%	99%		99%	99%	
Days to Sell	24	31	-24%	26	25	2%	22	21	5%
Active Listings	55	50							

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Single Family (Not Acreage/Waterfront/Strata/Mod/Pre) - Z4 Diver Lake</b>									
Units Listed	10	5	100%	92	70	31%	75	62	21%
Units Reported Sold	7	7	0%	64	59	8%	52	50	4%
Sell / List Ratio	70%	140%		70%	84%		69%	81%	
Reported Sales Dollars	\$3,541,900	\$3,316,100	7%	\$31,020,695	\$25,873,875	20%	\$25,701,895	\$22,556,425	14%
Average Sell Price / Unit	\$505,986	\$473,729	7%	\$484,698	\$438,540	11%	\$494,267	\$451,128	10%
Median Sell Price	\$500,000			\$484,600			\$499,000		
Sell Price / List Price	99%	101%		100%	100%		100%	100%	
Days to Sell	21	9	135%	13	13	2%	14	13	5%
Active Listings	14	7							
<b>Single Family (Acreage) - Z4 Diver Lake</b>									
Units Listed	0	0		1	0		1	0	
Units Reported Sold	1	0		1	0		1	0	
Sell / List Ratio				100%			100%		
Reported Sales Dollars	\$2,500,000	\$0		\$2,500,000	\$0		\$2,500,000	\$0	
Average Sell Price / Unit	\$2,500,000			\$2,500,000			\$2,500,000		
Median Sell Price	\$2,500,000			\$2,500,000			\$2,500,000		
Sell Price / List Price	109%			109%			109%		
Days to Sell	37			37			37		
Active Listings	0	0							
<b>Single Family (Waterfront) - Z4 Diver Lake</b>									
Units Listed	0	0		0	1	-100%	0	1	-100%
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio					0%			0%	
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>Single Family (Strata) - Z4 Diver Lake</b>									
Units Listed	1	0		10	9	11%	8	8	0%
Units Reported Sold	0	0		4	10	-60%	3	9	-67%
Sell / List Ratio	0%			40%	111%		38%	112%	
Reported Sales Dollars	\$0	\$0		\$2,430,500	\$5,005,700	-51%	\$1,780,900	\$4,495,700	-60%
Average Sell Price / Unit				\$607,625	\$500,570	21%	\$593,633	\$499,522	19%
Median Sell Price				\$649,600			\$527,000		
Sell Price / List Price				102%	98%		102%	98%	
Days to Sell				26	26	-1%	27	24	14%
Active Listings	3	0							

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Single Family (Modular/Prefab) - Z4 Diver Lake</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>Condo (Apartment) - Z4 Diver Lake</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>Condo (Patio Home) - Z4 Diver Lake</b>									
Units Listed	1	0		28	7	300%	19	4	375%
Units Reported Sold	0	1	-100%	27	6	350%	26	4	550%
Sell / List Ratio	0%			96%	86%		137%	100%	
Reported Sales Dollars	\$0	\$365,000	-100%	\$11,914,528	\$1,739,900	585%	\$11,521,528	\$1,270,000	807%
Average Sell Price / Unit		\$365,000		\$441,279	\$289,983	52%	\$443,136	\$317,500	40%
Median Sell Price				\$472,500			\$472,500		
Sell Price / List Price		96%		103%	100%		104%	99%	
Days to Sell		34		44	13	247%	45	17	162%
Active Listings	1	0							
<b>Condo (Townhouse) - Z4 Diver Lake</b>									
Units Listed	0	0		7	4	75%	7	3	133%
Units Reported Sold	0	0		2	5	-60%	2	3	-33%
Sell / List Ratio				29%	125%		29%	100%	
Reported Sales Dollars	\$0	\$0		\$693,000	\$1,616,800	-57%	\$693,000	\$1,006,900	-31%
Average Sell Price / Unit				\$346,500	\$323,360	7%	\$346,500	\$335,633	3%
Median Sell Price				\$353,000			\$353,000		
Sell Price / List Price				96%	99%		96%	99%	
Days to Sell				15	4	241%	15	6	150%
Active Listings	1	0							

## 12 Month Comparative Activity by Property Type for Zone 4- Nanaimo

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Half Duplex - Z4 Diver Lake</b>									
Units Listed	0	1	-100%	2	2	0%	2	2	0%
Units Reported Sold	0	0		3	1	200%	2	1	100%
Sell / List Ratio		0%		150%	50%		100%	50%	
Reported Sales Dollars	\$0	\$0		\$1,071,900	\$279,000	284%	\$736,900	\$279,000	164%
Average Sell Price / Unit				\$357,300	\$279,000	28%	\$368,450	\$279,000	32%
Median Sell Price				\$364,900			\$372,000		
Sell Price / List Price				101%	103%		102%	103%	
Days to Sell				7	7	-5%	8	7	7%
Active Listings	0	1							
<b>Full Duplex - Z4 Diver Lake</b>									
Units Listed	2	0		4	3	33%	4	3	33%
Units Reported Sold	0	0		1	2	-50%	1	1	0%
Sell / List Ratio	0%			25%	67%		25%	33%	
Reported Sales Dollars	\$0	\$0		\$610,000	\$1,036,000	-41%	\$610,000	\$523,000	17%
Average Sell Price / Unit				\$610,000	\$518,000	18%	\$610,000	\$523,000	17%
Median Sell Price				\$610,000			\$610,000		
Sell Price / List Price				109%	99%		109%	105%	
Days to Sell				4	26	-85%	4	8	-50%
Active Listings	2	1							
<b>Triplex/Fourplex - Z4 Diver Lake</b>									
Units Listed	0	0		1	0		1	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio				0%			0%		
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	1	0							
<b>Manufactured/Mobile on Pad - Z4 Diver Lake</b>									
Units Listed	0	2	-100%	2	4	-50%	1	4	-75%
Units Reported Sold	0	2	-100%	3	3	0%	1	3	-67%
Sell / List Ratio		100%		150%	75%		100%	75%	
Reported Sales Dollars	\$0	\$214,000	-100%	\$453,400	\$283,900	60%	\$213,500	\$283,900	-25%
Average Sell Price / Unit		\$107,000		\$151,133	\$94,633	60%	\$213,500	\$94,633	126%
Median Sell Price				\$135,000			\$213,500		
Sell Price / List Price		97%		102%	98%		110%	98%	
Days to Sell		9		16	8	92%	0	8	-100%
Active Listings	0	1							

## 12 Month Comparative Activity by Property Type for Zone 4- Nanaimo

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Farm/Ranch - Z4 Diver Lake</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								
<b>Lots - Z4 Diver Lake</b>									
Units Listed	0	0		1	0		1	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio				0%			0%		
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>Lots (Strata) - Z4 Diver Lake</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>Lots (Waterfront) - Z4 Diver Lake</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							



**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Acreage - Z4 Diver Lake</b>									
Units Listed	0	0		0	1	-100%	0	1	-100%
Units Reported Sold	0	0		1	0		1	0	
Sell / List Ratio					0%			0%	
Reported Sales Dollars	\$0	\$0		\$950,000	\$0		\$950,000	\$0	
Average Sell Price / Unit				\$950,000			\$950,000		
Median Sell Price				\$950,000			\$950,000		
Sell Price / List Price				95%			95%		
Days to Sell				92			92		
Active Listings	0	1							
<b>Acreage (Waterfront) - Z4 Diver Lake</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>ICI (Business) - Z4 Diver Lake</b>									
Units Listed	1	0		1	4	-75%	1	2	-50%
Units Reported Sold	0	1	-100%	0	3	-100%	0	3	-100%
Sell / List Ratio	0%			0%	75%		0%	150%	
Reported Sales Dollars	\$0	\$150,000	-100%	\$0	\$412,999	-100%	\$0	\$412,999	-100%
Average Sell Price / Unit		\$150,000			\$137,666			\$137,666	
Median Sell Price									
Sell Price / List Price		100%			120%			120%	
Days to Sell		182			90			90	
Active Listings	1	2							
<b>ICI (Commercial) - Z4 Diver Lake</b>									
Units Listed	0	0		4	2	100%	2	2	0%
Units Reported Sold	0	0		0	1	-100%	0	1	-100%
Sell / List Ratio				0%	50%		0%	50%	
Reported Sales Dollars	\$0	\$0		\$0	\$1,000,000	-100%	\$0	\$1,000,000	-100%
Average Sell Price / Unit					\$1,000,000			\$1,000,000	
Median Sell Price									
Sell Price / List Price					95%			95%	
Days to Sell					2			2	
Active Listings	2	0							

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>ICI (Industrial) - Z4 Diver Lake</b>									
Units Listed	0	0		4	7	-43%	3	5	-40%
Units Reported Sold	1	1	0%	3	5	-40%	2	5	-60%
Sell / List Ratio				75%	71%		67%	100%	
Reported Sales Dollars	\$420,000	\$610,000	-31%	\$1,305,000	\$3,845,000	-66%	\$740,000	\$3,845,000	-81%
Average Sell Price / Unit	\$420,000	\$610,000	-31%	\$435,000	\$769,000	-43%	\$370,000	\$769,000	-52%
Median Sell Price	\$420,000			\$420,000			\$420,000		
Sell Price / List Price	98%	86%		96%	91%		98%	91%	
Days to Sell	40	36	11%	528	120	341%	25	120	-79%
Active Listings	1	5							
<b>ICI (Miscellaneous) - Z4 Diver Lake</b>									
Units Listed	0	0		2	1	100%	2	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio				0%	0%		0%		
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	1							
<b>ICI (Multi-Family) - Z4 Diver Lake</b>									
Units Listed	0	0		1	1	0%	1	1	0%
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio				0%	0%		0%	0%	
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	1	1							
<b>ICI (Leases) - Z4 Diver Lake</b>									
Units Listed	1	4	-75%	12	14	-14%	12	13	-8%
Units Reported Sold	0	0		5	4	25%	4	3	33%
Sell / List Ratio	0%	0%		42%	29%		33%	23%	
Reported Sales Dollars	\$0	\$0		\$525,156	\$294,155	79%	\$399,180	\$259,631	54%
Average Sell Price / Unit				\$105,031	\$73,539	43%	\$99,795	\$86,544	15%
Median Sell Price				\$88,620			\$88,620		
Sell Price / List Price				100%	100%		100%	100%	
Days to Sell				428	67	537%	504	80	527%
Active Listings	8	7							

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Total - Z4 Diver Lake</b>									
Units Listed	16	12	33%	172	130	32%	140	111	26%
Units Reported Sold	9	12	-25%	114	99	15%	95	83	14%
Sell / List Ratio	56%	100%		66%	76%		68%	75%	
Reported Sales Dollars	\$6,461,900	\$4,655,100	39%	\$53,474,179	\$41,387,329	29%	\$45,846,903	\$35,932,555	28%
Average Sell Price / Unit	\$717,989	\$387,925	85%	\$469,072	\$418,054	12%	\$482,599	\$432,922	11%
Median Sell Price	\$500,000			\$472,500			\$475,000		
Sell Price / List Price	100%	98%		101%	100%		101%	100%	
Days to Sell	25	28	-10%	53	24	126%	44	25	75%
Active Listings	35	27							

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Single Family (Not Acreage/Waterfront/Strata/Mod/Pre) - Z4 Hammond Bay</b>									
Units Listed	8	7	14%	110	102	8%	82	83	-1%
Units Reported Sold	3	6	-50%	52	60	-13%	36	52	-31%
Sell / List Ratio	38%	86%		47%	59%		44%	63%	
Reported Sales Dollars	\$2,394,900	\$3,471,100	-31%	\$36,810,500	\$38,611,396	-5%	\$25,570,600	\$34,005,246	-25%
Average Sell Price / Unit	\$798,300	\$578,517	38%	\$707,894	\$643,523	10%	\$710,294	\$653,947	9%
Median Sell Price	\$799,900			\$669,000			\$664,000		
Sell Price / List Price	94%	99%		98%	99%		98%	99%	
Days to Sell	43	13	225%	36	28	29%	34	28	21%
Active Listings	21	13							
<b>Single Family (Acreage) - Z4 Hammond Bay</b>									
Units Listed	0	0		0	1	-100%	0	0	
Units Reported Sold	0	0		0	1	-100%	0	1	-100%
Sell / List Ratio					100%				
Reported Sales Dollars	\$0	\$0		\$0	\$3,880,000	-100%	\$0	\$3,880,000	-100%
Average Sell Price / Unit					\$3,880,000			\$3,880,000	
Median Sell Price									
Sell Price / List Price					91%			91%	
Days to Sell					114			114	
Active Listings	0	0							
<b>Single Family (Waterfront) - Z4 Hammond Bay</b>									
Units Listed	0	0		5	8	-38%	4	7	-43%
Units Reported Sold	0	0		1	5	-80%	0	5	-100%
Sell / List Ratio				20%	62%		0%	71%	
Reported Sales Dollars	\$0	\$0		\$1,040,000	\$8,489,000	-88%	\$0	\$8,489,000	-100%
Average Sell Price / Unit				\$1,040,000	\$1,697,800	-39%		\$1,697,800	
Median Sell Price				\$1,040,000					
Sell Price / List Price				87%	95%			95%	
Days to Sell				0	50	-100%		50	
Active Listings	1	1							
<b>Single Family (Strata) - Z4 Hammond Bay</b>									
Units Listed	0	0		0	3	-100%	0	1	-100%
Units Reported Sold	0	0		0	2	-100%	0	2	-100%
Sell / List Ratio					67%			200%	
Reported Sales Dollars	\$0	\$0		\$0	\$2,456,000	-100%	\$0	\$2,456,000	-100%
Average Sell Price / Unit					\$1,228,000			\$1,228,000	
Median Sell Price									
Sell Price / List Price					95%			95%	
Days to Sell					53			53	
Active Listings	0	0							

## 12 Month Comparative Activity by Property Type for Zone 4- Nanaimo

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Single Family (Modular/Prefab) - Z4 Hammond Bay</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>Condo (Apartment) - Z4 Hammond Bay</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								
<b>Condo (Patio Home) - Z4 Hammond Bay</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>Condo (Townhouse) - Z4 Hammond Bay</b>									
Units Listed	0	0		6	4	50%	6	3	100%
Units Reported Sold	2	0		2	4	-50%	2	3	-33%
Sell / List Ratio				33%	100%		33%	100%	
Reported Sales Dollars	\$611,000	\$0		\$611,000	\$1,744,500	-65%	\$611,000	\$1,250,000	-51%
Average Sell Price / Unit	\$305,500			\$305,500	\$436,125	-30%	\$305,500	\$416,667	-27%
Median Sell Price	\$318,000			\$318,000			\$318,000		
Sell Price / List Price	98%			98%	99%		98%	99%	
Days to Sell	4			4	5	-5%	4	6	-21%
Active Listings	2	0							

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Half Duplex - Z4 Hammond Bay</b>									
Units Listed	0	0		11	1	1000%	11	1	1000%
Units Reported Sold	0	0		1	2	-50%	1	2	-50%
Sell / List Ratio				9%	200%		9%	200%	
Reported Sales Dollars	\$0	\$0		\$384,900	\$458,900	-16%	\$384,900	\$458,900	-16%
Average Sell Price / Unit				\$384,900	\$229,450	68%	\$384,900	\$229,450	68%
Median Sell Price				\$384,900			\$384,900		
Sell Price / List Price				99%	98%		99%	98%	
Days to Sell				8	136	-94%	8	136	-94%
Active Listings	4	0							
<b>Full Duplex - Z4 Hammond Bay</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>Triplex/Fourplex - Z4 Hammond Bay</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>Manufactured/Mobile on Pad - Z4 Hammond Bay</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Farm/Ranch - Z4 Hammond Bay</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								
<b>Lots - Z4 Hammond Bay</b>									
Units Listed	14	0		20	8	150%	18	8	125%
Units Reported Sold	0	0		2	4	-50%	2	4	-50%
Sell / List Ratio	0%			10%	50%		11%	50%	
Reported Sales Dollars	\$0	\$0		\$529,000	\$1,101,900	-52%	\$529,000	\$1,101,900	-52%
Average Sell Price / Unit				\$264,500	\$275,475	-4%	\$264,500	\$275,475	-4%
Median Sell Price				\$275,000			\$275,000		
Sell Price / List Price				98%	100%		98%	100%	
Days to Sell				44	48	-7%	44	48	-7%
Active Listings	14	3							
<b>Lots (Strata) - Z4 Hammond Bay</b>									
Units Listed	0	0		0	1	-100%	0	1	-100%
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio					0%			0%	
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>Lots (Waterfront) - Z4 Hammond Bay</b>									
Units Listed	3	0		3	1	200%	3	1	200%
Units Reported Sold	0	0		1	0		1	0	
Sell / List Ratio	0%			33%	0%		33%	0%	
Reported Sales Dollars	\$0	\$0		\$695,000	\$0		\$695,000	\$0	
Average Sell Price / Unit				\$695,000			\$695,000		
Median Sell Price				\$695,000			\$695,000		
Sell Price / List Price				87%			87%		
Days to Sell				94			94		
Active Listings	3	1							

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Acreage - Z4 Hammond Bay</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	1							
<b>Acreage (Waterfront) - Z4 Hammond Bay</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>ICI (Business) - Z4 Hammond Bay</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>ICI (Commercial) - Z4 Hammond Bay</b>									
Units Listed	0	0		2	3	-33%	1	3	-67%
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio				0%	0%		0%	0%	
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	1	0							



## 12 Month Comparative Activity by Property Type for Zone 4- Nanaimo

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>ICI (Industrial) - Z4 Hammond Bay</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								
<b>ICI (Miscellaneous) - Z4 Hammond Bay</b>									
Units Listed	0	0		0	1	-100%	0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio					0%				
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>ICI (Multi-Family) - Z4 Hammond Bay</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	1							
<b>ICI (Leases) - Z4 Hammond Bay</b>									
Units Listed	0	0		4	2	100%	2	2	0%
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio				0%	0%		0%	0%	
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	2	0							

## 12 Month Comparative Activity by Property Type for Zone 4- Nanaimo

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Total - Z4 Hammond Bay</b>									
Units Listed	25	7	257%	161	135	19%	127	110	15%
Units Reported Sold	5	6	-17%	59	78	-24%	42	69	-39%
Sell / List Ratio	20%	86%		37%	58%		33%	63%	
Reported Sales Dollars	\$3,005,900	\$3,471,100	-13%	\$40,070,400	\$56,741,696	-29%	\$27,790,500	\$51,641,046	-46%
Average Sell Price / Unit	\$601,180	\$578,517	4%	\$679,159	\$727,458	-7%	\$661,679	\$748,421	-12%
Median Sell Price	\$620,000			\$650,000			\$630,000		
Sell Price / List Price	96%	99%		97%	98%		98%	98%	
Days to Sell	28	13	108%	35	34	4%	34	35	-3%
Active Listings	48	20							

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Single Family (Not Acreage/Waterfront/Strata/Mod/Pre) - Z4 Lower Lantzville</b>									
Units Listed	4	1	300%	43	36	19%	35	31	13%
Units Reported Sold	2	2	0%	19	22	-14%	13	17	-24%
Sell / List Ratio	50%	200%		44%	61%		37%	55%	
Reported Sales Dollars	\$1,484,900	\$1,405,000	6%	\$11,633,800	\$13,981,025	-17%	\$8,586,800	\$11,118,025	-23%
Average Sell Price / Unit	\$742,450	\$702,500	6%	\$612,305	\$635,501	-4%	\$660,523	\$654,001	1%
Median Sell Price	\$839,900			\$585,000			\$645,000		
Sell Price / List Price	94%	93%		97%	98%		96%	99%	
Days to Sell	44	18	154%	32	22	43%	32	14	122%
Active Listings	9	8							
<b>Single Family (Acreage) - Z4 Lower Lantzville</b>									
Units Listed	0	0		6	7	-14%	4	3	33%
Units Reported Sold	0	0		4	4	0%	3	4	-25%
Sell / List Ratio				67%	57%		75%	133%	
Reported Sales Dollars	\$0	\$0		\$3,799,867	\$3,946,500	-4%	\$1,749,867	\$3,946,500	-56%
Average Sell Price / Unit				\$949,967	\$986,625	-4%	\$583,289	\$986,625	-41%
Median Sell Price				\$850,000			\$499,867		
Sell Price / List Price				96%	97%		97%	97%	
Days to Sell				18	69	-74%	16	69	-76%
Active Listings	1	0							
<b>Single Family (Waterfront) - Z4 Lower Lantzville</b>									
Units Listed	3	0		15	9	67%	13	6	117%
Units Reported Sold	4	1	300%	5	4	25%	5	3	67%
Sell / List Ratio	133%			33%	44%		38%	50%	
Reported Sales Dollars	\$7,573,000	\$1,388,000	446%	\$8,263,000	\$4,949,500	67%	\$8,263,000	\$3,693,000	124%
Average Sell Price / Unit	\$1,893,250	\$1,388,000	36%	\$1,652,600	\$1,237,375	34%	\$1,652,600	\$1,231,000	34%
Median Sell Price	\$2,000,000			\$1,773,000			\$1,773,000		
Sell Price / List Price	93%	96%		93%	96%		93%	96%	
Days to Sell	33	10	230%	28	78	-65%	28	93	-70%
Active Listings	3	1							
<b>Single Family (Strata) - Z4 Lower Lantzville</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							

## 12 Month Comparative Activity by Property Type for Zone 4- Nanaimo

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Single Family (Modular/Prefab) - Z4 Lower Lantzville</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								
<b>Condo (Apartment) - Z4 Lower Lantzville</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>Condo (Patio Home) - Z4 Lower Lantzville</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								
<b>Condo (Townhouse) - Z4 Lower Lantzville</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								

## 12 Month Comparative Activity by Property Type for Zone 4- Nanaimo

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Half Duplex - Z4 Lower Lantzville</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>Full Duplex - Z4 Lower Lantzville</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>Triplex/Fourplex - Z4 Lower Lantzville</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								
<b>Manufactured/Mobile on Pad - Z4 Lower Lantzville</b>									
Units Listed	0	0		1	2	-50%	1	2	-50%
Units Reported Sold	1	0		1	2	-50%	1	2	-50%
Sell / List Ratio				100%	100%		100%	100%	
Reported Sales Dollars	\$250,000	\$0		\$250,000	\$333,900	-25%	\$250,000	\$333,900	-25%
Average Sell Price / Unit	\$250,000			\$250,000	\$166,950	50%	\$250,000	\$166,950	50%
Median Sell Price	\$250,000			\$250,000			\$250,000		
Sell Price / List Price	96%			96%	100%		96%	100%	
Days to Sell	71			71	4	1675%	71	4	1675%
Active Listings	0	0							

## 12 Month Comparative Activity by Property Type for Zone 4- Nanaimo

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Farm/Ranch - Z4 Lower Lantzville</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								
<b>Lots - Z4 Lower Lantzville</b>									
Units Listed	0	0		1	0		1	0	
Units Reported Sold	0	0		1	0		1	0	
Sell / List Ratio				100%			100%		
Reported Sales Dollars	\$0	\$0		\$342,955	\$0		\$342,955	\$0	
Average Sell Price / Unit				\$342,955			\$342,955		
Median Sell Price				\$342,955			\$342,955		
Sell Price / List Price				98%			98%		
Days to Sell				4			4		
Active Listings	0	0							
<b>Lots (Strata) - Z4 Lower Lantzville</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>Lots (Waterfront) - Z4 Lower Lantzville</b>									
Units Listed	0	0		1	1	0%	1	1	0%
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio				0%	0%		0%	0%	
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							

## 12 Month Comparative Activity by Property Type for Zone 4- Nanaimo

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Acreage - Z4 Lower Lantzville</b>									
Units Listed	0	0		1	3	-67%	1	2	-50%
Units Reported Sold	0	0		1	0		1	0	
Sell / List Ratio				100%	0%		100%	0%	
Reported Sales Dollars	\$0	\$0		\$485,000	\$0		\$485,000	\$0	
Average Sell Price / Unit				\$485,000			\$485,000		
Median Sell Price				\$485,000			\$485,000		
Sell Price / List Price				92%			92%		
Days to Sell				37			37		
Active Listings	0	1							
<b>Acreage (Waterfront) - Z4 Lower Lantzville</b>									
Units Listed	0	0		1	0		1	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio				0%			0%		
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	1	0							
<b>ICI (Business) - Z4 Lower Lantzville</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>ICI (Commercial) - Z4 Lower Lantzville</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>ICI (Industrial) - Z4 Lower Lantzville</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								
<b>ICI (Miscellaneous) - Z4 Lower Lantzville</b>									
Units Listed	0	0		1	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio				0%					
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>ICI (Multi-Family) - Z4 Lower Lantzville</b>									
Units Listed	0	0		1	0		1	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio				0%			0%		
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	1	0							
<b>ICI (Leases) - Z4 Lower Lantzville</b>									
Units Listed	0	0		1	4	-75%	1	2	-50%
Units Reported Sold	0	0		0	1	-100%	0	1	-100%
Sell / List Ratio				0%	25%		0%	50%	
Reported Sales Dollars	\$0	\$0		\$0	\$132,000	-100%	\$0	\$132,000	-100%
Average Sell Price / Unit					\$132,000			\$132,000	
Median Sell Price									
Sell Price / List Price					100%			100%	
Days to Sell					0			0	
Active Listings	1	0							



**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Total - Z4 Lower Lantzville</b>									
Units Listed	7	1	600%	72	62	16%	59	47	26%
Units Reported Sold	7	3	133%	31	33	-6%	24	27	-11%
Sell / List Ratio	100%	300%		43%	53%		41%	57%	
Reported Sales Dollars	\$9,307,900	\$2,793,000	233%	\$24,774,622	\$23,342,925	6%	\$19,677,622	\$19,223,425	2%
Average Sell Price / Unit	\$1,329,700	\$931,000	43%	\$799,181	\$707,361	13%	\$819,901	\$711,979	15%
Median Sell Price	\$1,400,000			\$600,000			\$668,500		
Sell Price / List Price	94%	94%		96%	98%		95%	98%	
Days to Sell	42	15	178%	30	33	-9%	30	30	-0%
Active Listings	16	10							

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Single Family (Not Acreage/Waterfront/Strata/Mod/Pre) - Z4 North Nanaimo</b>									
Units Listed	43	53	-19%	513	499	3%	436	432	1%
Units Reported Sold	22	24	-8%	255	295	-14%	192	248	-23%
Sell / List Ratio	51%	45%		50%	59%		44%	57%	
Reported Sales Dollars	\$14,859,175	\$17,923,502	-17%	\$176,013,969	\$195,950,245	-10%	\$134,389,669	\$166,360,790	-19%
Average Sell Price / Unit	\$675,417	\$746,813	-10%	\$690,251	\$664,238	4%	\$699,946	\$670,810	4%
Median Sell Price	\$619,900			\$660,000			\$668,000		
Sell Price / List Price	94%	98%		97%	99%		97%	99%	
Days to Sell	45	44	1%	37	24	57%	34	24	42%
Active Listings	104	89							
<b>Single Family (Acreage) - Z4 North Nanaimo</b>									
Units Listed	0	0		0	5	-100%	0	5	-100%
Units Reported Sold	0	1	-100%	0	4	-100%	0	4	-100%
Sell / List Ratio					80%			80%	
Reported Sales Dollars	\$0	\$2,100,000	-100%	\$0	\$7,220,000	-100%	\$0	\$7,220,000	-100%
Average Sell Price / Unit		\$2,100,000			\$1,805,000			\$1,805,000	
Median Sell Price									
Sell Price / List Price		98%			96%			96%	
Days to Sell		23			20			20	
Active Listings	0	1							
<b>Single Family (Waterfront) - Z4 North Nanaimo</b>									
Units Listed	3	1	200%	20	14	43%	18	13	38%
Units Reported Sold	1	0		4	8	-50%	3	8	-62%
Sell / List Ratio	33%	0%		20%	57%		17%	62%	
Reported Sales Dollars	\$1,912,500	\$0		\$5,632,500	\$11,376,500	-50%	\$4,082,500	\$11,376,500	-64%
Average Sell Price / Unit	\$1,912,500			\$1,408,125	\$1,422,062	-1%	\$1,360,833	\$1,422,062	-4%
Median Sell Price	\$1,912,500			\$1,550,000			\$1,300,000		
Sell Price / List Price	98%			90%	94%		90%	94%	
Days to Sell	11			74	38	95%	65	38	71%
Active Listings	7	3							
<b>Single Family (Strata) - Z4 North Nanaimo</b>									
Units Listed	4	3	33%	39	34	15%	35	28	25%
Units Reported Sold	0	2	-100%	25	27	-7%	21	22	-5%
Sell / List Ratio	0%	67%		64%	79%		60%	79%	
Reported Sales Dollars	\$0	\$2,849,000	-100%	\$11,616,000	\$16,749,995	-31%	\$9,902,000	\$13,430,095	-26%
Average Sell Price / Unit		\$1,424,500		\$464,640	\$620,370	-25%	\$471,524	\$610,459	-23%
Median Sell Price				\$501,000			\$509,000		
Sell Price / List Price		94%		100%	95%		100%	99%	
Days to Sell		72		18	34	-46%	19	39	-51%
Active Listings	6	3							

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Single Family (Modular/Prefab) - Z4 North Nanaimo</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								
<b>Condo (Apartment) - Z4 North Nanaimo</b>									
Units Listed	5	13	-62%	89	96	-7%	78	84	-7%
Units Reported Sold	3	4	-25%	75	79	-5%	63	66	-5%
Sell / List Ratio	60%	31%		84%	82%		81%	79%	
Reported Sales Dollars	\$990,000	\$1,363,600	-27%	\$24,199,097	\$21,780,250	11%	\$19,856,197	\$18,322,600	8%
Average Sell Price / Unit	\$330,000	\$340,900	-3%	\$322,655	\$275,699	17%	\$315,178	\$277,615	14%
Median Sell Price	\$375,000			\$297,500			\$295,000		
Sell Price / List Price	98%	99%		98%	99%		98%	100%	
Days to Sell	45	2	1713%	22	18	20%	21	16	34%
Active Listings	8	13							
<b>Condo (Patio Home) - Z4 North Nanaimo</b>									
Units Listed	3	1	200%	36	43	-16%	32	41	-22%
Units Reported Sold	2	4	-50%	32	36	-11%	28	30	-7%
Sell / List Ratio	67%	400%		89%	84%		88%	73%	
Reported Sales Dollars	\$1,099,800	\$2,060,100	-47%	\$15,700,610	\$16,390,300	-4%	\$13,960,710	\$13,916,000	0%
Average Sell Price / Unit	\$549,900	\$515,025	7%	\$490,644	\$455,286	8%	\$498,597	\$463,867	7%
Median Sell Price	\$549,900			\$499,900			\$514,395		
Sell Price / List Price	97%	102%		100%	101%		100%	101%	
Days to Sell	14	68	-80%	41	36	14%	44	36	20%
Active Listings	3	9							
<b>Condo (Townhouse) - Z4 North Nanaimo</b>									
Units Listed	7	7	0%	97	83	17%	85	75	13%
Units Reported Sold	6	11	-45%	63	73	-14%	45	58	-22%
Sell / List Ratio	86%	157%		65%	88%		53%	77%	
Reported Sales Dollars	\$2,308,000	\$4,157,900	-44%	\$24,585,901	\$26,436,628	-7%	\$17,225,601	\$21,480,092	-20%
Average Sell Price / Unit	\$384,667	\$377,991	2%	\$390,252	\$362,146	8%	\$382,791	\$370,346	3%
Median Sell Price	\$374,000			\$375,000			\$363,000		
Sell Price / List Price	99%	100%		98%	101%		99%	101%	
Days to Sell	28	13	121%	21	25	-14%	18	18	-3%
Active Listings	15	13							

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Half Duplex - Z4 North Nanaimo</b>									
Units Listed	5	2	150%	31	10	210%	26	7	271%
Units Reported Sold	2	1	100%	14	8	75%	10	5	100%
Sell / List Ratio	40%	50%		45%	80%		38%	71%	
Reported Sales Dollars	\$886,000	\$508,250	74%	\$6,955,899	\$3,516,895	98%	\$4,951,899	\$2,474,895	100%
Average Sell Price / Unit	\$443,000	\$508,250	-13%	\$496,850	\$439,612	13%	\$495,190	\$494,979	0%
Median Sell Price	\$445,000			\$500,000			\$500,000		
Sell Price / List Price	97%	107%		98%	100%		98%	103%	
Days to Sell	35	41	-15%	18	25	-28%	19	22	-13%
Active Listings	6	2							
<b>Full Duplex - Z4 North Nanaimo</b>									
Units Listed	0	0		1	6	-83%	1	6	-83%
Units Reported Sold	0	1	-100%	0	5	-100%	0	5	-100%
Sell / List Ratio				0%	83%		0%	83%	
Reported Sales Dollars	\$0	\$500,000	-100%	\$0	\$2,722,000	-100%	\$0	\$2,722,000	-100%
Average Sell Price / Unit		\$500,000			\$544,400			\$544,400	
Median Sell Price									
Sell Price / List Price		91%			100%			100%	
Days to Sell		0			3			3	
Active Listings	1	1							
<b>Triplex/Fourplex - Z4 North Nanaimo</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>Manufactured/Mobile on Pad - Z4 North Nanaimo</b>									
Units Listed	2	0		6	3	100%	6	3	100%
Units Reported Sold	0	0		2	2	0%	2	2	0%
Sell / List Ratio	0%			33%	67%		33%	67%	
Reported Sales Dollars	\$0	\$0		\$293,500	\$223,000	32%	\$293,500	\$223,000	32%
Average Sell Price / Unit				\$146,750	\$111,500	32%	\$146,750	\$111,500	32%
Median Sell Price				\$147,000			\$147,000		
Sell Price / List Price				92%	100%		92%	100%	
Days to Sell				20	4	457%	20	4	457%
Active Listings	4	0							

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Farm/Ranch - Z4 North Nanaimo</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								
<b>Lots - Z4 North Nanaimo</b>									
Units Listed	13	2	550%	52	32	62%	46	23	100%
Units Reported Sold	0	0		7	15	-53%	4	12	-67%
Sell / List Ratio	0%	0%		13%	47%		9%	52%	
Reported Sales Dollars	\$0	\$0		\$2,419,500	\$4,669,800	-48%	\$1,341,500	\$3,750,800	-64%
Average Sell Price / Unit				\$345,643	\$311,320	11%	\$335,375	\$312,567	7%
Median Sell Price				\$349,000			\$375,000		
Sell Price / List Price				98%	97%		97%	98%	
Days to Sell				49	43	13%	78	53	49%
Active Listings	21	4							
<b>Lots (Strata) - Z4 North Nanaimo</b>									
Units Listed	0	1	-100%	1	2	-50%	1	2	-50%
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio		0%		0%	0%		0%	0%	
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	1							
<b>Lots (Waterfront) - Z4 North Nanaimo</b>									
Units Listed	2	0		4	3	33%	4	3	33%
Units Reported Sold	0	0		0	2	-100%	0	2	-100%
Sell / List Ratio	0%			0%	67%		0%	67%	
Reported Sales Dollars	\$0	\$0		\$0	\$1,174,500	-100%	\$0	\$1,174,500	-100%
Average Sell Price / Unit					\$587,250			\$587,250	
Median Sell Price									
Sell Price / List Price					102%			102%	
Days to Sell					1			1	
Active Listings	2	1							

## 12 Month Comparative Activity by Property Type for Zone 4- Nanaimo

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Acreage - Z4 North Nanaimo</b>									
Units Listed	0	0		8	4	100%	8	3	167%
Units Reported Sold	0	0		0	1	-100%	0	1	-100%
Sell / List Ratio				0%	25%		0%	33%	
Reported Sales Dollars	\$0	\$0		\$0	\$950,000	-100%	\$0	\$950,000	-100%
Average Sell Price / Unit					\$950,000			\$950,000	
Median Sell Price									
Sell Price / List Price					86%			86%	
Days to Sell					0			0	
Active Listings	6	2							
<b>Acreage (Waterfront) - Z4 North Nanaimo</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>ICI (Business) - Z4 North Nanaimo</b>									
Units Listed	1	0		9	5	80%	5	4	25%
Units Reported Sold	0	0		3	1	200%	2	1	100%
Sell / List Ratio	0%			33%	20%		40%	25%	
Reported Sales Dollars	\$0	\$0		\$185,900	\$65,000	186%	\$86,000	\$65,000	32%
Average Sell Price / Unit				\$61,967	\$65,000	-5%	\$43,000	\$65,000	-34%
Median Sell Price				\$46,000			\$46,000		
Sell Price / List Price				88%	82%		82%	82%	
Days to Sell				58	138	-58%	55	138	-60%
Active Listings	3	3							
<b>ICI (Commercial) - Z4 North Nanaimo</b>									
Units Listed	0	0		5	1	400%	5	1	400%
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio				0%	0%		0%	0%	
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	5	0							

## 12 Month Comparative Activity by Property Type for Zone 4- Nanaimo

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>ICI (Industrial) - Z4 North Nanaimo</b>									
Units Listed	0	0		0	1	-100%	0	0	
Units Reported Sold	0	0		0	1	-100%	0	1	-100%
Sell / List Ratio					100%				
Reported Sales Dollars	\$0	\$0		\$0	\$1,900,000	-100%	\$0	\$1,900,000	-100%
Average Sell Price / Unit					\$1,900,000			\$1,900,000	
Median Sell Price									
Sell Price / List Price					88%			88%	
Days to Sell					154			154	
Active Listings	0	0							
<b>ICI (Miscellaneous) - Z4 North Nanaimo</b>									
Units Listed	1	1	0%	2	6	-67%	2	5	-60%
Units Reported Sold	0	0		1	1	0%	1	1	0%
Sell / List Ratio	0%	0%		50%	17%		50%	20%	
Reported Sales Dollars	\$0	\$0		\$5,250,000	\$1,070,000	391%	\$5,250,000	\$1,070,000	391%
Average Sell Price / Unit				\$5,250,000	\$1,070,000	391%	\$5,250,000	\$1,070,000	391%
Median Sell Price				\$5,250,000			\$5,250,000		
Sell Price / List Price				81%	79%		81%	79%	
Days to Sell				119	306	-61%	119	306	-61%
Active Listings	1	3							
<b>ICI (Multi-Family) - Z4 North Nanaimo</b>									
Units Listed	0	0		1	1	0%	1	1	0%
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio				0%	0%		0%	0%	
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	1	1							
<b>ICI (Leases) - Z4 North Nanaimo</b>									
Units Listed	0	3	-100%	15	18	-17%	13	13	0%
Units Reported Sold	0	0		3	7	-57%	2	4	-50%
Sell / List Ratio		0%		20%	39%		15%	31%	
Reported Sales Dollars	\$0	\$0		\$731,933	\$569,991	28%	\$635,630	\$281,936	125%
Average Sell Price / Unit				\$243,978	\$81,427	200%	\$317,815	\$70,484	351%
Median Sell Price				\$161,475			\$474,155		
Sell Price / List Price				100%	100%		100%	100%	
Days to Sell				250	266	-6%	374	205	82%
Active Listings	12	12							

## 12 Month Comparative Activity by Property Type for Zone 4- Nanaimo

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Total - Z4 North Nanaimo</b>									
Units Listed	89	87	2%	929	866	7%	802	749	7%
Units Reported Sold	36	48	-25%	484	565	-14%	373	470	-21%
Sell / List Ratio	40%	55%		52%	65%		47%	63%	
Reported Sales Dollars	\$22,055,475	\$31,462,352	-30%	\$273,584,809	\$312,765,104	-13%	\$211,975,206	\$266,718,208	-21%
Average Sell Price / Unit	\$612,652	\$655,466	-7%	\$565,258	\$553,567	2%	\$568,298	\$567,486	0%
Median Sell Price	\$549,900			\$545,000			\$545,000		
Sell Price / List Price	96%	99%		98%	99%		98%	99%	
Days to Sell	39	35	10%	33	29	17%	32	27	20%
Active Listings	205	161							



**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Single Family (Not Acreage/Waterfront/Strata/Mod/Pre) - Z4 Old City</b>									
Units Listed	6	5	20%	60	70	-14%	49	58	-16%
Units Reported Sold	2	6	-67%	37	48	-23%	28	37	-24%
Sell / List Ratio	33%	120%		62%	69%		57%	64%	
Reported Sales Dollars	\$805,000	\$2,227,000	-64%	\$16,260,600	\$18,627,300	-13%	\$12,739,900	\$14,413,300	-12%
Average Sell Price / Unit	\$402,500	\$371,167	8%	\$439,476	\$388,069	13%	\$454,996	\$389,549	17%
Median Sell Price	\$485,000			\$425,000			\$440,000		
Sell Price / List Price	101%	100%		100%	98%		101%	98%	
Days to Sell	4	8	-48%	14	25	-45%	13	25	-48%
Active Listings	9	7							
<b>Single Family (Acreage) - Z4 Old City</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								
<b>Single Family (Waterfront) - Z4 Old City</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>Single Family (Strata) - Z4 Old City</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Single Family (Modular/Prefab) - Z4 Old City</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								
<b>Condo (Apartment) - Z4 Old City</b>									
Units Listed	20	12	67%	200	92	117%	126	75	68%
Units Reported Sold	5	5	0%	132	65	103%	76	48	58%
Sell / List Ratio	25%	42%		66%	71%		60%	64%	
Reported Sales Dollars	\$2,029,500	\$3,009,300	-33%	\$47,212,788	\$22,753,750	107%	\$27,428,527	\$17,996,350	52%
Average Sell Price / Unit	\$405,900	\$601,860	-33%	\$357,673	\$350,058	2%	\$360,902	\$374,924	-4%
Median Sell Price	\$320,000			\$311,875			\$309,900		
Sell Price / List Price	97%	97%		101%	99%		100%	99%	
Days to Sell	49	29	70%	19	39	-51%	29	27	6%
Active Listings	32	16							
<b>Condo (Patio Home) - Z4 Old City</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>Condo (Townhouse) - Z4 Old City</b>									
Units Listed	1	1	0%	14	13	8%	13	4	225%
Units Reported Sold	0	3	-100%	5	7	-29%	5	7	-29%
Sell / List Ratio	0%	300%		36%	54%		38%	175%	
Reported Sales Dollars	\$0	\$1,417,000	-100%	\$1,719,000	\$3,362,750	-49%	\$1,719,000	\$3,362,750	-49%
Average Sell Price / Unit		\$472,333		\$343,800	\$480,393	-28%	\$343,800	\$480,393	-28%
Median Sell Price				\$355,000			\$355,000		
Sell Price / List Price		100%		100%	101%		100%	101%	
Days to Sell		199		48	124	-61%	48	124	-61%
Active Listings	6	6							

## 12 Month Comparative Activity by Property Type for Zone 4- Nanaimo

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Half Duplex - Z4 Old City</b>									
Units Listed	0	1	-100%	0	3	-100%	0	3	-100%
Units Reported Sold	0	1	-100%	0	2	-100%	0	2	-100%
Sell / List Ratio		100%			67%			67%	
Reported Sales Dollars	\$0	\$339,000	-100%	\$0	\$588,000	-100%	\$0	\$588,000	-100%
Average Sell Price / Unit		\$339,000			\$294,000			\$294,000	
Median Sell Price									
Sell Price / List Price		100%			100%			100%	
Days to Sell		64			36			36	
Active Listings	0	1							
<b>Full Duplex - Z4 Old City</b>									
Units Listed	0	1	-100%	3	8	-62%	3	7	-57%
Units Reported Sold	0	2	-100%	3	2	50%	1	2	-50%
Sell / List Ratio		200%		100%	25%		33%	29%	
Reported Sales Dollars	\$0	\$858,000	-100%	\$1,390,000	\$858,000	62%	\$330,000	\$858,000	-62%
Average Sell Price / Unit		\$429,000		\$463,333	\$429,000	8%	\$330,000	\$429,000	-23%
Median Sell Price				\$515,000			\$330,000		
Sell Price / List Price		98%		102%	98%		110%	98%	
Days to Sell		20		37	20	87%	4	20	-80%
Active Listings	1	3							
<b>Triplex/Fourplex - Z4 Old City</b>									
Units Listed	0	0		1	4	-75%	1	3	-67%
Units Reported Sold	0	0		1	2	-50%	1	2	-50%
Sell / List Ratio				100%	50%		100%	67%	
Reported Sales Dollars	\$0	\$0		\$435,000	\$1,236,490	-65%	\$435,000	\$1,236,490	-65%
Average Sell Price / Unit				\$435,000	\$618,245	-30%	\$435,000	\$618,245	-30%
Median Sell Price				\$435,000			\$435,000		
Sell Price / List Price				87%	99%		87%	99%	
Days to Sell				8	62	-87%	8	62	-87%
Active Listings	0	1							
<b>Manufactured/Mobile on Pad - Z4 Old City</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Farm/Ranch - Z4 Old City</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								
<b>Lots - Z4 Old City</b>									
Units Listed	0	0		5	6	-17%	2	6	-67%
Units Reported Sold	0	0		2	5	-60%	0	5	-100%
Sell / List Ratio				40%	83%		0%	83%	
Reported Sales Dollars	\$0	\$0		\$312,500	\$1,247,000	-75%	\$0	\$1,247,000	-100%
Average Sell Price / Unit				\$156,250	\$249,400	-37%		\$249,400	
Median Sell Price				\$162,500					
Sell Price / List Price				98%	87%			87%	
Days to Sell				6	73	-92%		73	
Active Listings	1	1							
<b>Lots (Strata) - Z4 Old City</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								
<b>Lots (Waterfront) - Z4 Old City</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Acreage - Z4 Old City</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>Acreage (Waterfront) - Z4 Old City</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								
<b>ICI (Business) - Z4 Old City</b>									
Units Listed	0	3	-100%	8	7	14%	4	4	0%
Units Reported Sold	0	0		4	1	300%	3	0	
Sell / List Ratio		0%		50%	14%		75%	0%	
Reported Sales Dollars	\$0	\$0		\$615,000	\$62,000	892%	\$557,000	\$0	
Average Sell Price / Unit				\$153,750	\$62,000	148%	\$185,667		
Median Sell Price				\$155,000			\$155,000		
Sell Price / List Price				87%	89%		88%		
Days to Sell				62	129	-52%	63		
Active Listings	2	4							
<b>ICI (Commercial) - Z4 Old City</b>									
Units Listed	0	6	-100%	17	24	-29%	12	23	-48%
Units Reported Sold	2	0		10	7	43%	9	4	125%
Sell / List Ratio		0%		59%	29%		75%	17%	
Reported Sales Dollars	\$1,179,000	\$0		\$5,239,900	\$6,139,000	-15%	\$4,780,900	\$4,400,000	9%
Average Sell Price / Unit	\$589,500			\$523,990	\$877,000	-40%	\$531,211	\$1,100,000	-52%
Median Sell Price	\$680,000			\$499,000			\$499,000		
Sell Price / List Price	99%			91%	87%		90%	82%	
Days to Sell	22			68	75	-9%	76	71	7%
Active Listings	7	12							

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>ICI (Industrial) - Z4 Old City</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>ICI (Miscellaneous) - Z4 Old City</b>									
Units Listed	1	1	0%	7	11	-36%	3	9	-67%
Units Reported Sold	1	1	0%	4	1	300%	2	1	100%
Sell / List Ratio	100%	100%		57%	9%		67%	11%	
Reported Sales Dollars	\$2,625,000	\$520,000	405%	\$5,330,000	\$520,000	925%	\$3,160,000	\$520,000	508%
Average Sell Price / Unit	\$2,625,000	\$520,000	405%	\$1,332,500	\$520,000	156%	\$1,580,000	\$520,000	204%
Median Sell Price	\$2,625,000			\$1,550,000			\$2,625,000		
Sell Price / List Price	88%	96%		94%	96%		93%	96%	
Days to Sell	72	49	47%	70	49	43%	98	49	101%
Active Listings	2	2							
<b>ICI (Multi-Family) - Z4 Old City</b>									
Units Listed	0	0		6	7	-14%	5	5	0%
Units Reported Sold	0	0		0	1	-100%	0	1	-100%
Sell / List Ratio				0%	14%		0%	20%	
Reported Sales Dollars	\$0	\$0		\$0	\$955,000	-100%	\$0	\$955,000	-100%
Average Sell Price / Unit					\$955,000			\$955,000	
Median Sell Price									
Sell Price / List Price					83%			83%	
Days to Sell					63			63	
Active Listings	3	0							
<b>ICI (Leases) - Z4 Old City</b>									
Units Listed	8	3	167%	35	47	-26%	25	37	-32%
Units Reported Sold	0	0		15	2	650%	9	2	350%
Sell / List Ratio	0%	0%		43%	4%		36%	5%	
Reported Sales Dollars	\$0	\$0		\$904,863	\$37,200	2332%	\$614,838	\$37,200	1553%
Average Sell Price / Unit				\$60,324	\$18,600	224%	\$68,315	\$18,600	267%
Median Sell Price				\$52,283			\$57,983		
Sell Price / List Price				100%	100%		100%	100%	
Days to Sell				133	48	177%	158	48	229%
Active Listings	32	28							

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Total - Z4 Old City</b>									
Units Listed	36	33	9%	356	292	22%	243	234	4%
Units Reported Sold	10	18	-44%	213	143	49%	134	111	21%
Sell / List Ratio	28%	55%		60%	49%		55%	47%	
Reported Sales Dollars	\$6,638,500	\$8,370,300	-21%	\$79,419,651	\$56,386,490	41%	\$51,765,165	\$45,614,090	13%
Average Sell Price / Unit	\$663,850	\$465,017	43%	\$372,862	\$394,311	-5%	\$386,307	\$410,938	-6%
Median Sell Price	\$499,000			\$321,244			\$334,000		
Sell Price / List Price	97%	99%		100%	98%		99%	98%	
Days to Sell	37	52	-29%	31	42	-27%	39	38	5%
Active Listings	95	81							

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Single Family (Not Acreage/Waterfront/Strata/Mod/Pre) - Z4 Pleasant Valley</b>									
Units Listed	3	5	-40%	70	48	46%	58	36	61%
Units Reported Sold	3	2	50%	35	38	-8%	25	30	-17%
Sell / List Ratio	100%	40%		50%	79%		43%	83%	
Reported Sales Dollars	\$1,779,600	\$868,000	105%	\$20,369,100	\$17,850,200	14%	\$14,946,800	\$14,045,200	6%
Average Sell Price / Unit	\$593,200	\$434,000	37%	\$581,974	\$469,742	24%	\$597,872	\$468,173	28%
Median Sell Price	\$557,900			\$575,000			\$585,000		
Sell Price / List Price	99%	102%		99%	100%		99%	100%	
Days to Sell	8	2	317%	17	14	19%	16	15	5%
Active Listings	16	6							
<b>Single Family (Acreage) - Z4 Pleasant Valley</b>									
Units Listed	0	0		2	6	-67%	2	5	-60%
Units Reported Sold	0	1	-100%	1	3	-67%	1	2	-50%
Sell / List Ratio				50%	50%		50%	40%	
Reported Sales Dollars	\$0	\$790,000	-100%	\$1,510,000	\$2,740,000	-45%	\$1,510,000	\$1,890,000	-20%
Average Sell Price / Unit		\$790,000		\$1,510,000	\$913,333	65%	\$1,510,000	\$945,000	60%
Median Sell Price				\$1,510,000			\$1,510,000		
Sell Price / List Price		99%		97%	101%		97%	104%	
Days to Sell		19		14	15	-5%	14	10	33%
Active Listings	1	1							
<b>Single Family (Waterfront) - Z4 Pleasant Valley</b>									
Units Listed	0	0		5	2	150%	5	2	150%
Units Reported Sold	0	0		1	1	0%	1	1	0%
Sell / List Ratio				20%	50%		20%	50%	
Reported Sales Dollars	\$0	\$0		\$950,000	\$1,199,000	-21%	\$950,000	\$1,199,000	-21%
Average Sell Price / Unit				\$950,000	\$1,199,000	-21%	\$950,000	\$1,199,000	-21%
Median Sell Price				\$950,000			\$950,000		
Sell Price / List Price				86%	100%		86%	100%	
Days to Sell				53	4	1225%	53	4	1225%
Active Listings	0	0							
<b>Single Family (Strata) - Z4 Pleasant Valley</b>									
Units Listed	0	1	-100%	14	23	-39%	9	20	-55%
Units Reported Sold	0	1	-100%	9	19	-53%	8	15	-47%
Sell / List Ratio		100%		64%	83%		89%	75%	
Reported Sales Dollars	\$0	\$542,000	-100%	\$4,815,300	\$9,056,300	-47%	\$4,248,800	\$7,162,400	-41%
Average Sell Price / Unit		\$542,000		\$535,033	\$476,647	12%	\$531,100	\$477,493	11%
Median Sell Price				\$544,000			\$544,000		
Sell Price / List Price		102%		99%	100%		99%	100%	
Days to Sell		0		29	16	82%	32	16	93%
Active Listings	2	1							



## 12 Month Comparative Activity by Property Type for Zone 4- Nanaimo

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Single Family (Modular/Prefab) - Z4 Pleasant Valley</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>Condo (Apartment) - Z4 Pleasant Valley</b>									
Units Listed	0	0		1	0		1	0	
Units Reported Sold	0	0		1	0		1	0	
Sell / List Ratio				100%			100%		
Reported Sales Dollars	\$0	\$0		\$309,000	\$0		\$309,000	\$0	
Average Sell Price / Unit				\$309,000			\$309,000		
Median Sell Price				\$309,000			\$309,000		
Sell Price / List Price				97%			97%		
Days to Sell				7			7		
Active Listings	0	0							
<b>Condo (Patio Home) - Z4 Pleasant Valley</b>									
Units Listed	0	0		1	5	-80%	0	4	-100%
Units Reported Sold	0	0		1	5	-80%	0	4	-100%
Sell / List Ratio				100%	100%			100%	
Reported Sales Dollars	\$0	\$0		\$274,000	\$1,485,800	-82%	\$0	\$1,060,800	-100%
Average Sell Price / Unit				\$274,000	\$297,160	-8%		\$265,200	
Median Sell Price				\$274,000					
Sell Price / List Price				102%	104%			102%	
Days to Sell				12	6	100%		6	
Active Listings	0	0							
<b>Condo (Townhouse) - Z4 Pleasant Valley</b>									
Units Listed	2	0		14	8	75%	8	5	60%
Units Reported Sold	0	1	-100%	6	14	-57%	2	10	-80%
Sell / List Ratio	0%			43%	175%		25%	200%	
Reported Sales Dollars	\$0	\$349,900	-100%	\$2,114,900	\$4,946,700	-57%	\$769,900	\$3,658,700	-79%
Average Sell Price / Unit		\$349,900		\$352,483	\$353,336	-0%	\$384,950	\$365,870	5%
Median Sell Price				\$370,000			\$399,900		
Sell Price / List Price		97%		99%	100%		99%	100%	
Days to Sell		11		17	116	-86%	16	145	-89%
Active Listings	2	1							

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Half Duplex - Z4 Pleasant Valley</b>									
Units Listed	3	0		6	3	100%	6	3	100%
Units Reported Sold	0	1	-100%	3	5	-40%	3	3	0%
Sell / List Ratio	0%			50%	167%		50%	100%	
Reported Sales Dollars	\$0	\$376,000	-100%	\$1,347,645	\$1,709,829	-21%	\$1,347,645	\$1,011,023	33%
Average Sell Price / Unit		\$376,000		\$449,215	\$341,966	31%	\$449,215	\$337,008	33%
Median Sell Price				\$450,000			\$450,000		
Sell Price / List Price		103%		101%	104%		101%	109%	
Days to Sell		1		29	17	71%	29	1	2075%
Active Listings	3	0							
<b>Full Duplex - Z4 Pleasant Valley</b>									
Units Listed	0	0		1	2	-50%	0	2	-100%
Units Reported Sold	0	0		1	2	-50%	0	2	-100%
Sell / List Ratio				100%	100%			100%	
Reported Sales Dollars	\$0	\$0		\$437,000	\$906,800	-52%	\$0	\$906,800	-100%
Average Sell Price / Unit				\$437,000	\$453,400	-4%		\$453,400	
Median Sell Price				\$437,000					
Sell Price / List Price				102%	96%			96%	
Days to Sell				5	16	-68%		16	
Active Listings	0	0							
<b>Triplex/Fourplex - Z4 Pleasant Valley</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>Manufactured/Mobile on Pad - Z4 Pleasant Valley</b>									
Units Listed	4	3	33%	30	43	-30%	21	34	-38%
Units Reported Sold	2	1	100%	26	25	4%	16	22	-27%
Sell / List Ratio	50%	33%		87%	58%		76%	65%	
Reported Sales Dollars	\$201,000	\$115,000	75%	\$3,793,900	\$3,412,800	11%	\$2,322,500	\$2,828,300	-18%
Average Sell Price / Unit	\$100,500	\$115,000	-13%	\$145,919	\$136,512	7%	\$145,156	\$128,559	13%
Median Sell Price	\$108,000			\$137,000			\$125,200		
Sell Price / List Price	99%	89%		93%	95%		93%	94%	
Days to Sell	2	22	-91%	33	25	34%	30	26	14%
Active Listings	6	9							

## 12 Month Comparative Activity by Property Type for Zone 4- Nanaimo

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Farm/Ranch - Z4 Pleasant Valley</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>Lots - Z4 Pleasant Valley</b>									
Units Listed	0	0		1	0		1	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio				0%			0%		
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>Lots (Strata) - Z4 Pleasant Valley</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>Lots (Waterfront) - Z4 Pleasant Valley</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Acreage - Z4 Pleasant Valley</b>									
Units Listed	0	0		1	0		1	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio				0%			0%		
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	1	0							
<b>Acreage (Waterfront) - Z4 Pleasant Valley</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>ICI (Business) - Z4 Pleasant Valley</b>									
Units Listed	1	0		2	4	-50%	2	3	-33%
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio	0%			0%	0%		0%	0%	
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	1	1							
<b>ICI (Commercial) - Z4 Pleasant Valley</b>									
Units Listed	2	0		14	19	-26%	2	3	-33%
Units Reported Sold	0	2	-100%	4	3	33%	3	3	0%
Sell / List Ratio	0%			29%	16%		150%	100%	
Reported Sales Dollars	\$0	\$1,560,000	-100%	\$2,701,400	\$3,230,000	-16%	\$1,901,400	\$3,230,000	-41%
Average Sell Price / Unit		\$780,000		\$675,350	\$1,076,667	-37%	\$633,800	\$1,076,667	-41%
Median Sell Price				\$800,000			\$762,500		
Sell Price / List Price		98%		99%	99%		99%	99%	
Days to Sell		286		46	195	-77%	59	195	-70%
Active Listings	6	8							

## 12 Month Comparative Activity by Property Type for Zone 4- Nanaimo

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>ICI (Industrial) - Z4 Pleasant Valley</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>ICI (Miscellaneous) - Z4 Pleasant Valley</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>ICI (Multi-Family) - Z4 Pleasant Valley</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>ICI (Leases) - Z4 Pleasant Valley</b>									
Units Listed	0	2	-100%	3	13	-77%	3	9	-67%
Units Reported Sold	0	1	-100%	4	3	33%	0	3	-100%
Sell / List Ratio		50%		133%	23%		0%	33%	
Reported Sales Dollars	\$0	\$297,960	-100%	\$520,281	\$386,460	35%	\$0	\$386,460	-100%
Average Sell Price / Unit		\$297,960		\$130,070	\$128,820	1%		\$128,820	
Median Sell Price				\$157,500					
Sell Price / List Price		100%		100%	100%			100%	
Days to Sell		179		359	117	207%		117	
Active Listings	3	7							

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Total - Z4 Pleasant Valley</b>									
Units Listed	15	11	36%	165	176	-6%	119	126	-6%
Units Reported Sold	5	10	-50%	92	118	-22%	60	95	-37%
Sell / List Ratio	33%	91%		56%	67%		50%	75%	
Reported Sales Dollars	\$1,980,600	\$4,898,860	-60%	\$39,142,526	\$46,923,889	-17%	\$28,306,045	\$37,378,683	-24%
Average Sell Price / Unit	\$396,120	\$489,886	-19%	\$425,462	\$397,660	7%	\$471,767	\$393,460	20%
Median Sell Price	\$551,700			\$460,000			\$529,800		
Sell Price / List Price	99%	99%		97%	99%		97%	99%	
Days to Sell	6	81	-93%	39	36	10%	25	39	-37%
Active Listings	41	34							

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Single Family (Not Acreage/Waterfront/Strata/Mod/Pre) - Z4 South Nanaimo</b>									
Units Listed	15	25	-40%	283	278	2%	218	222	-2%
Units Reported Sold	10	26	-62%	205	201	2%	144	164	-12%
Sell / List Ratio	67%	104%		72%	72%		66%	74%	
Reported Sales Dollars	\$4,369,595	\$10,812,050	-60%	\$89,193,033	\$84,002,445	6%	\$63,122,297	\$69,488,271	-9%
Average Sell Price / Unit	\$436,960	\$415,848	5%	\$435,088	\$417,923	4%	\$438,349	\$423,709	3%
Median Sell Price	\$415,000			\$435,000			\$422,000		
Sell Price / List Price	98%	100%		99%	99%		99%	100%	
Days to Sell	24	25	-4%	26	32	-17%	26	32	-21%
Active Listings	34	37							
<b>Single Family (Acreage) - Z4 South Nanaimo</b>									
Units Listed	0	1	-100%	5	7	-29%	5	7	-29%
Units Reported Sold	0	0		2	4	-50%	1	4	-75%
Sell / List Ratio		0%		40%	57%		20%	57%	
Reported Sales Dollars	\$0	\$0		\$1,660,400	\$1,983,000	-16%	\$809,900	\$1,983,000	-59%
Average Sell Price / Unit				\$830,200	\$495,750	67%	\$809,900	\$495,750	63%
Median Sell Price				\$850,500			\$809,900		
Sell Price / List Price				91%	108%		96%	108%	
Days to Sell				27	11	140%	1	11	-91%
Active Listings	1	1							
<b>Single Family (Waterfront) - Z4 South Nanaimo</b>									
Units Listed	0	0		1	2	-50%	1	2	-50%
Units Reported Sold	0	0		0	2	-100%	0	2	-100%
Sell / List Ratio				0%	100%		0%	100%	
Reported Sales Dollars	\$0	\$0		\$0	\$928,907	-100%	\$0	\$928,907	-100%
Average Sell Price / Unit					\$464,454			\$464,454	
Median Sell Price									
Sell Price / List Price					101%			101%	
Days to Sell					22			22	
Active Listings	0	0							
<b>Single Family (Strata) - Z4 South Nanaimo</b>									
Units Listed	7	6	17%	50	24	108%	43	19	126%
Units Reported Sold	4	2	100%	31	18	72%	25	12	108%
Sell / List Ratio	57%	33%		62%	75%		58%	63%	
Reported Sales Dollars	\$2,001,159	\$822,899	143%	\$14,644,978	\$7,447,588	97%	\$11,993,045	\$5,113,088	135%
Average Sell Price / Unit	\$500,290	\$411,450	22%	\$472,419	\$413,755	14%	\$479,722	\$426,091	13%
Median Sell Price	\$461,259			\$464,900			\$469,900		
Sell Price / List Price	99%	95%		101%	100%		101%	99%	
Days to Sell	78	14	457%	37	29	26%	40	22	82%
Active Listings	11	5							

## 12 Month Comparative Activity by Property Type for Zone 4- Nanaimo

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Single Family (Modular/Prefab) - Z4 South Nanaimo</b>									
Units Listed	0	0		0	1	-100%	0	1	-100%
Units Reported Sold	0	0		0	1	-100%	0	1	-100%
Sell / List Ratio					100%			100%	
Reported Sales Dollars	\$0	\$0		\$0	\$339,000	-100%	\$0	\$339,000	-100%
Average Sell Price / Unit					\$339,000			\$339,000	
Median Sell Price									
Sell Price / List Price					92%			92%	
Days to Sell					42			42	
Active Listings	0	0							
<b>Condo (Apartment) - Z4 South Nanaimo</b>									
Units Listed	1	0		1	1	0%	1	1	0%
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio	0%			0%	0%		0%	0%	
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	1	0							
<b>Condo (Patio Home) - Z4 South Nanaimo</b>									
Units Listed	0	0		2	0		2	0	
Units Reported Sold	0	0		2	0		2	0	
Sell / List Ratio				100%			100%		
Reported Sales Dollars	\$0	\$0		\$521,900	\$0		\$521,900	\$0	
Average Sell Price / Unit				\$260,950			\$260,950		
Median Sell Price				\$272,000			\$272,000		
Sell Price / List Price				99%			99%		
Days to Sell				8			8		
Active Listings	0	0							
<b>Condo (Townhouse) - Z4 South Nanaimo</b>									
Units Listed	3	7	-57%	64	50	28%	54	46	17%
Units Reported Sold	0	5	-100%	48	46	4%	32	35	-9%
Sell / List Ratio	0%	71%		75%	92%		59%	76%	
Reported Sales Dollars	\$0	\$1,232,900	-100%	\$12,794,400	\$9,928,099	29%	\$9,009,000	\$7,973,299	13%
Average Sell Price / Unit		\$246,580		\$266,550	\$215,828	24%	\$281,531	\$227,809	24%
Median Sell Price				\$252,000			\$274,900		
Sell Price / List Price		101%		98%	100%		99%	102%	
Days to Sell		10		18	19	-5%	13	9	46%
Active Listings	11	9							



**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Half Duplex - Z4 South Nanaimo</b>									
Units Listed	2	1	100%	18	17	6%	14	15	-7%
Units Reported Sold	1	0		10	16	-38%	7	13	-46%
Sell / List Ratio	50%	0%		56%	94%		50%	87%	
Reported Sales Dollars	\$276,500	\$0		\$3,689,950	\$5,604,904	-34%	\$2,674,950	\$4,601,549	-42%
Average Sell Price / Unit	\$276,500			\$368,995	\$350,306	5%	\$382,136	\$353,965	8%
Median Sell Price	\$276,500			\$350,000			\$350,000		
Sell Price / List Price	92%			100%	100%		101%	100%	
Days to Sell	48			20	44	-54%	22	41	-47%
Active Listings	4	3							
<b>Full Duplex - Z4 South Nanaimo</b>									
Units Listed	1	0		4	6	-33%	2	5	-60%
Units Reported Sold	0	0		2	3	-33%	2	2	0%
Sell / List Ratio	0%			50%	50%		100%	40%	
Reported Sales Dollars	\$0	\$0		\$977,000	\$1,089,900	-10%	\$977,000	\$730,000	34%
Average Sell Price / Unit				\$488,500	\$363,300	34%	\$488,500	\$365,000	34%
Median Sell Price				\$535,000			\$535,000		
Sell Price / List Price				96%	98%		96%	97%	
Days to Sell				78	18	325%	78	27	189%
Active Listings	2	0							
<b>Triplex/Fourplex - Z4 South Nanaimo</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>Manufactured/Mobile on Pad - Z4 South Nanaimo</b>									
Units Listed	1	5	-80%	44	39	13%	34	33	3%
Units Reported Sold	0	3	-100%	39	30	30%	30	25	20%
Sell / List Ratio	0%	60%		89%	77%		88%	76%	
Reported Sales Dollars	\$0	\$449,000	-100%	\$4,839,300	\$3,191,450	52%	\$3,700,100	\$2,733,050	35%
Average Sell Price / Unit		\$149,667		\$124,085	\$106,382	17%	\$123,337	\$109,322	13%
Median Sell Price				\$124,000			\$120,000		
Sell Price / List Price		94%		97%	94%		97%	93%	
Days to Sell		38		23	32	-27%	21	30	-32%
Active Listings	3	6							

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Farm/Ranch - Z4 South Nanaimo</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								
<b>Lots - Z4 South Nanaimo</b>									
Units Listed	0	2	-100%	19	15	27%	18	13	38%
Units Reported Sold	1	1	0%	11	10	10%	10	10	0%
Sell / List Ratio		50%		58%	67%		56%	77%	
Reported Sales Dollars	\$301,000	\$177,000	70%	\$3,319,431	\$1,654,900	101%	\$3,006,431	\$1,654,900	82%
Average Sell Price / Unit	\$301,000	\$177,000	70%	\$301,766	\$165,490	82%	\$300,643	\$165,490	82%
Median Sell Price	\$301,000			\$288,000			\$288,000		
Sell Price / List Price	93%	79%		98%	94%		99%	94%	
Days to Sell	46	28	64%	86	60	42%	92	60	53%
Active Listings	6	5							
<b>Lots (Strata) - Z4 South Nanaimo</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								
<b>Lots (Waterfront) - Z4 South Nanaimo</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							

## 12 Month Comparative Activity by Property Type for Zone 4- Nanaimo

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Acreage - Z4 South Nanaimo</b>									
Units Listed	0	0		3	1	200%	2	1	100%
Units Reported Sold	0	0		1	1	0%	0	1	-100%
Sell / List Ratio				33%	100%		0%	100%	
Reported Sales Dollars	\$0	\$0		\$2,193,000	\$450,000	387%	\$0	\$450,000	-100%
Average Sell Price / Unit				\$2,193,000	\$450,000	387%		\$450,000	
Median Sell Price				\$2,193,000					
Sell Price / List Price				58%	86%			86%	
Days to Sell				463	3	15333%		3	
Active Listings	1	1							
<b>Acreage (Waterfront) - Z4 South Nanaimo</b>									
Units Listed	0	0		0	2	-100%	0	2	-100%
Units Reported Sold	0	0		0	1	-100%	0	1	-100%
Sell / List Ratio					50%			50%	
Reported Sales Dollars	\$0	\$0		\$0	\$336,000	-100%	\$0	\$336,000	-100%
Average Sell Price / Unit					\$336,000			\$336,000	
Median Sell Price									
Sell Price / List Price					103%			103%	
Days to Sell					5			5	
Active Listings	0	1							
<b>ICI (Business) - Z4 South Nanaimo</b>									
Units Listed	1	0		3	4	-25%	3	3	0%
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio	0%			0%	0%		0%	0%	
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	2	2							
<b>ICI (Commercial) - Z4 South Nanaimo</b>									
Units Listed	0	1	-100%	8	19	-58%	5	13	-62%
Units Reported Sold	0	0		4	2	100%	3	2	50%
Sell / List Ratio		0%		50%	11%		60%	15%	
Reported Sales Dollars	\$0	\$0		\$2,024,000	\$509,000	298%	\$1,734,000	\$509,000	241%
Average Sell Price / Unit				\$506,000	\$254,500	99%	\$578,000	\$254,500	127%
Median Sell Price				\$600,000			\$600,000		
Sell Price / List Price				99%	96%		100%	96%	
Days to Sell				192	250	-23%	99	250	-60%
Active Listings	2	7							

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>ICI (Industrial) - Z4 South Nanaimo</b>									
Units Listed	0	0		6	3	100%	4	1	300%
Units Reported Sold	0	0		2	2	0%	2	1	100%
Sell / List Ratio				33%	67%		50%	100%	
Reported Sales Dollars	\$0	\$0		\$11,925,000	\$675,000	1667%	\$11,925,000	\$285,000	4084%
Average Sell Price / Unit				\$5,962,500	\$337,500	1667%	\$5,962,500	\$285,000	1992%
Median Sell Price				\$7,925,000			\$7,925,000		
Sell Price / List Price				104%	96%		104%	95%	
Days to Sell				32	506	-94%	32	832	-96%
Active Listings	2	1							
<b>ICI (Miscellaneous) - Z4 South Nanaimo</b>									
Units Listed	0	0		4	14	-71%	3	11	-73%
Units Reported Sold	0	0		1	1	0%	1	1	0%
Sell / List Ratio				25%	7%		33%	9%	
Reported Sales Dollars	\$0	\$0		\$385,500	\$1,380,000	-72%	\$385,500	\$1,380,000	-72%
Average Sell Price / Unit				\$385,500	\$1,380,000	-72%	\$385,500	\$1,380,000	-72%
Median Sell Price				\$385,500			\$385,500		
Sell Price / List Price				58%	92%		58%	92%	
Days to Sell				273	67	307%	273	67	307%
Active Listings	3	3							
<b>ICI (Multi-Family) - Z4 South Nanaimo</b>									
Units Listed	0	0		4	10	-60%	3	7	-57%
Units Reported Sold	0	0		1	4	-75%	1	3	-67%
Sell / List Ratio				25%	40%		33%	43%	
Reported Sales Dollars	\$0	\$0		\$475,000	\$5,325,000	-91%	\$475,000	\$4,765,000	-90%
Average Sell Price / Unit				\$475,000	\$1,331,250	-64%	\$475,000	\$1,588,333	-70%
Median Sell Price				\$475,000			\$475,000		
Sell Price / List Price				87%	91%		87%	93%	
Days to Sell				6	174	-97%	6	232	-97%
Active Listings	0	2							
<b>ICI (Leases) - Z4 South Nanaimo</b>									
Units Listed	0	0		5	10	-50%	5	10	-50%
Units Reported Sold	0	0		2	0		1	0	
Sell / List Ratio				40%	0%		20%	0%	
Reported Sales Dollars	\$0	\$0		\$190,800	\$0		\$150,000	\$0	
Average Sell Price / Unit				\$95,400			\$150,000		
Median Sell Price				\$150,000			\$150,000		
Sell Price / List Price				100%			100%		
Days to Sell				60			38		
Active Listings	2	4							

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Total - Z4 South Nanaimo</b>									
Units Listed	31	48	-35%	524	503	4%	417	412	1%
Units Reported Sold	16	37	-57%	361	342	6%	261	277	-6%
Sell / List Ratio	52%	77%		69%	68%		63%	67%	
Reported Sales Dollars	\$6,948,254	\$13,493,849	-49%	\$148,833,692	\$124,845,193	19%	\$110,484,123	\$103,270,064	7%
Average Sell Price / Unit	\$434,266	\$364,699	19%	\$412,282	\$365,044	13%	\$423,311	\$372,816	14%
Median Sell Price	\$439,900			\$395,000			\$395,000		
Sell Price / List Price	98%	99%		99%	99%		99%	99%	
Days to Sell	41	24	71%	32	36	-14%	29	36	-19%
Active Listings	85	87							

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Single Family (Not Acreage/Waterfront/Strata/Mod/Pre) - Z4 Uplands</b>									
Units Listed	11	12	-8%	117	129	-9%	90	110	-18%
Units Reported Sold	10	6	67%	82	97	-15%	55	79	-30%
Sell / List Ratio	91%	50%		70%	75%		61%	72%	
Reported Sales Dollars	\$4,877,100	\$3,209,000	52%	\$42,664,340	\$43,674,341	-2%	\$28,576,750	\$35,968,841	-21%
Average Sell Price / Unit	\$487,710	\$534,833	-9%	\$520,297	\$450,251	16%	\$519,577	\$455,302	14%
Median Sell Price	\$565,000			\$495,000			\$499,900		
Sell Price / List Price	96%	100%		99%	100%		98%	100%	
Days to Sell	16	30	-47%	19	18	9%	18	17	3%
Active Listings	14	17							
<b>Single Family (Acreage) - Z4 Uplands</b>									
Units Listed	0	0		3	3	0%	2	2	0%
Units Reported Sold	0	0		0	1	-100%	0	1	-100%
Sell / List Ratio				0%	33%		0%	50%	
Reported Sales Dollars	\$0	\$0		\$0	\$859,000	-100%	\$0	\$859,000	-100%
Average Sell Price / Unit					\$859,000			\$859,000	
Median Sell Price									
Sell Price / List Price					99%			99%	
Days to Sell					8			8	
Active Listings	1	0							
<b>Single Family (Waterfront) - Z4 Uplands</b>									
Units Listed	0	0		7	10	-30%	6	8	-25%
Units Reported Sold	0	1	-100%	5	3	67%	4	1	300%
Sell / List Ratio				71%	30%		67%	12%	
Reported Sales Dollars	\$0	\$1,040,000	-100%	\$6,395,000	\$2,750,000	133%	\$5,345,000	\$1,040,000	414%
Average Sell Price / Unit		\$1,040,000		\$1,279,000	\$916,667	40%	\$1,336,250	\$1,040,000	28%
Median Sell Price				\$1,330,000			\$1,335,000		
Sell Price / List Price		95%		94%	93%		93%	95%	
Days to Sell		1		56	4	1197%	52	1	5100%
Active Listings	2	3							
<b>Single Family (Strata) - Z4 Uplands</b>									
Units Listed	3	6	-50%	31	31	0%	26	29	-10%
Units Reported Sold	2	5	-60%	18	21	-14%	12	18	-33%
Sell / List Ratio	67%	83%		58%	68%		46%	62%	
Reported Sales Dollars	\$1,075,000	\$2,404,900	-55%	\$9,473,800	\$9,810,600	-3%	\$6,859,000	\$8,625,100	-20%
Average Sell Price / Unit	\$537,500	\$480,980	12%	\$526,322	\$467,171	13%	\$571,583	\$479,172	19%
Median Sell Price	\$590,000			\$499,900			\$590,000		
Sell Price / List Price	98%	98%		97%	99%		96%	99%	
Days to Sell	26	36	-26%	30	17	83%	36	18	103%
Active Listings	3	6							

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Single Family (Modular/Prefab) - Z4 Uplands</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								
<b>Condo (Apartment) - Z4 Uplands</b>									
Units Listed	9	10	-10%	68	86	-21%	56	77	-27%
Units Reported Sold	3	7	-57%	62	73	-15%	44	59	-25%
Sell / List Ratio	33%	70%		91%	85%		79%	77%	
Reported Sales Dollars	\$752,100	\$1,489,500	-50%	\$14,769,606	\$14,058,740	5%	\$10,844,006	\$11,430,540	-5%
Average Sell Price / Unit	\$250,700	\$212,786	18%	\$238,219	\$192,585	24%	\$246,455	\$193,738	27%
Median Sell Price	\$240,000			\$239,900			\$245,000		
Sell Price / List Price	100%	97%		100%	100%		100%	100%	
Days to Sell	7	24	-71%	15	16	-7%	12	16	-23%
Active Listings	8	10							
<b>Condo (Patio Home) - Z4 Uplands</b>									
Units Listed	2	0		12	9	33%	10	8	25%
Units Reported Sold	0	0		10	7	43%	8	6	33%
Sell / List Ratio	0%			83%	78%		80%	75%	
Reported Sales Dollars	\$0	\$0		\$4,014,500	\$2,707,000	48%	\$3,263,700	\$2,395,000	36%
Average Sell Price / Unit				\$401,450	\$386,714	4%	\$407,962	\$399,167	2%
Median Sell Price				\$410,000			\$415,000		
Sell Price / List Price				101%	98%		101%	99%	
Days to Sell				12	8	44%	14	9	46%
Active Listings	2	0							
<b>Condo (Townhouse) - Z4 Uplands</b>									
Units Listed	3	1	200%	19	16	19%	17	14	21%
Units Reported Sold	2	0		10	15	-33%	6	12	-50%
Sell / List Ratio	67%	0%		53%	94%		35%	86%	
Reported Sales Dollars	\$623,000	\$0		\$3,009,050	\$4,106,750	-27%	\$1,964,900	\$3,486,750	-44%
Average Sell Price / Unit	\$311,500			\$300,905	\$273,783	10%	\$327,483	\$290,562	13%
Median Sell Price	\$365,000			\$329,000			\$365,000		
Sell Price / List Price	99%			97%	101%		98%	100%	
Days to Sell	26			23	12	94%	13	10	32%
Active Listings	5	2							

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Half Duplex - Z4 Uplands</b>									
Units Listed	2	0		15	10	50%	13	7	86%
Units Reported Sold	0	1	-100%	10	10	0%	9	7	29%
Sell / List Ratio	0%			67%	100%		69%	100%	
Reported Sales Dollars	\$0	\$399,900	-100%	\$3,981,600	\$3,479,400	14%	\$3,591,700	\$2,555,900	41%
Average Sell Price / Unit		\$399,900		\$398,160	\$347,940	14%	\$399,078	\$365,129	9%
Median Sell Price				\$400,000			\$400,000		
Sell Price / List Price		100%		99%	99%		98%	100%	
Days to Sell		23		14	17	-14%	16	20	-19%
Active Listings	3	0							
<b>Full Duplex - Z4 Uplands</b>									
Units Listed	0	0		1	2	-50%	1	2	-50%
Units Reported Sold	0	1	-100%	1	1	0%	1	1	0%
Sell / List Ratio				100%	50%		100%	50%	
Reported Sales Dollars	\$0	\$810,000	-100%	\$604,000	\$810,000	-25%	\$604,000	\$810,000	-25%
Average Sell Price / Unit		\$810,000		\$604,000	\$810,000	-25%	\$604,000	\$810,000	-25%
Median Sell Price				\$604,000			\$604,000		
Sell Price / List Price		92%		101%	92%		101%	92%	
Days to Sell		41		1	41	-98%	1	41	-98%
Active Listings	0	0							
<b>Triplex/Fourplex - Z4 Uplands</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>Manufactured/Mobile on Pad - Z4 Uplands</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								



**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Farm/Ranch - Z4 Uplands</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								
<b>Lots - Z4 Uplands</b>									
Units Listed	0	0		2	3	-33%	2	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio				0%	0%		0%		
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	1	0							
<b>Lots (Strata) - Z4 Uplands</b>									
Units Listed	0	0		3	3	0%	3	2	50%
Units Reported Sold	0	0		1	2	-50%	1	2	-50%
Sell / List Ratio				33%	67%		33%	100%	
Reported Sales Dollars	\$0	\$0		\$195,000	\$225,000	-13%	\$195,000	\$225,000	-13%
Average Sell Price / Unit				\$195,000	\$112,500	73%	\$195,000	\$112,500	73%
Median Sell Price				\$195,000			\$195,000		
Sell Price / List Price				100%	95%		100%	95%	
Days to Sell				2	42	-95%	2	42	-95%
Active Listings	2	0							
<b>Lots (Waterfront) - Z4 Uplands</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							

## 12 Month Comparative Activity by Property Type for Zone 4- Nanaimo

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Acreage - Z4 Uplands</b>									
Units Listed	0	0		3	0		2	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio				0%			0%		
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	2	0							
<b>Acreage (Waterfront) - Z4 Uplands</b>									
Units Listed	0	0		0	1	-100%	0	1	-100%
Units Reported Sold	0	0		0	1	-100%	0	1	-100%
Sell / List Ratio					100%			100%	
Reported Sales Dollars	\$0	\$0		\$0	\$498,000	-100%	\$0	\$498,000	-100%
Average Sell Price / Unit					\$498,000			\$498,000	
Median Sell Price									
Sell Price / List Price					100%			100%	
Days to Sell					61			61	
Active Listings	0	0							
<b>ICI (Business) - Z4 Uplands</b>									
Units Listed	0	1	-100%	5	4	25%	3	4	-25%
Units Reported Sold	0	0		1	0		1	0	
Sell / List Ratio		0%		20%	0%		33%	0%	
Reported Sales Dollars	\$0	\$0		\$98,000	\$0		\$98,000	\$0	
Average Sell Price / Unit				\$98,000			\$98,000		
Median Sell Price				\$98,000			\$98,000		
Sell Price / List Price				93%			93%		
Days to Sell				77			77		
Active Listings	2	4							
<b>ICI (Commercial) - Z4 Uplands</b>									
Units Listed	0	1	-100%	3	8	-62%	2	7	-71%
Units Reported Sold	0	0		4	1	300%	4	1	300%
Sell / List Ratio		0%		133%	12%		200%	14%	
Reported Sales Dollars	\$0	\$0		\$2,632,000	\$660,000	299%	\$2,632,000	\$660,000	299%
Average Sell Price / Unit				\$658,000	\$660,000	-0%	\$658,000	\$660,000	-0%
Median Sell Price				\$525,000			\$525,000		
Sell Price / List Price				97%	90%		97%	90%	
Days to Sell				161	159	1%	161	159	1%
Active Listings	1	5							

## 12 Month Comparative Activity by Property Type for Zone 4- Nanaimo

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>ICI (Industrial) - Z4 Uplands</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>ICI (Miscellaneous) - Z4 Uplands</b>									
Units Listed	0	1	-100%	4	3	33%	3	3	0%
Units Reported Sold	0	0		1	0		1	0	
Sell / List Ratio		0%		25%	0%		33%	0%	
Reported Sales Dollars	\$0	\$0		\$3,639,500	\$0		\$3,639,500	\$0	
Average Sell Price / Unit				\$3,639,500			\$3,639,500		
Median Sell Price				\$3,639,500			\$3,639,500		
Sell Price / List Price				96%			96%		
Days to Sell				170			170		
Active Listings	1	2							
<b>ICI (Multi-Family) - Z4 Uplands</b>									
Units Listed	0	0		2	1	100%	0	1	-100%
Units Reported Sold	0	0		0	2	-100%	0	2	-100%
Sell / List Ratio				0%	200%			200%	
Reported Sales Dollars	\$0	\$0		\$0	\$2,417,500	-100%	\$0	\$2,417,500	-100%
Average Sell Price / Unit					\$1,208,750			\$1,208,750	
Median Sell Price									
Sell Price / List Price					86%			86%	
Days to Sell					96			96	
Active Listings	0	0							
<b>ICI (Leases) - Z4 Uplands</b>									
Units Listed	0	3	-100%	5	9	-44%	4	8	-50%
Units Reported Sold	0	0		2	2	0%	2	2	0%
Sell / List Ratio		0%		40%	22%		50%	25%	
Reported Sales Dollars	\$0	\$0		\$205,590	\$126,375	63%	\$205,590	\$126,375	63%
Average Sell Price / Unit				\$102,795	\$63,188	63%	\$102,795	\$63,188	63%
Median Sell Price				\$187,500			\$187,500		
Sell Price / List Price				100%	100%		100%	100%	
Days to Sell				27	148	-82%	27	148	-82%
Active Listings	2	8							

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Total - Z4 Uplands</b>									
Units Listed	30	35	-14%	300	328	-9%	240	283	-15%
Units Reported Sold	17	21	-19%	207	236	-12%	148	192	-23%
Sell / List Ratio	57%	60%		69%	72%		62%	68%	
Reported Sales Dollars	\$7,327,200	\$9,353,300	-22%	\$91,681,986	\$86,182,706	6%	\$67,819,146	\$71,098,006	-5%
Average Sell Price / Unit	\$431,012	\$445,395	-3%	\$442,908	\$365,181	21%	\$458,237	\$370,302	24%
Median Sell Price	\$403,000			\$413,000			\$414,000		
Sell Price / List Price	97%	98%		99%	100%		99%	100%	
Days to Sell	17	28	-41%	23	19	21%	23	20	18%
Active Listings	49	57							

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Single Family (Not Acreage/Waterfront/Strata/Mod/Pre) - Z4 Upper Lantzville</b>									
Units Listed	1	4	-75%	37	40	-8%	30	34	-12%
Units Reported Sold	1	3	-67%	26	27	-4%	21	22	-5%
Sell / List Ratio	100%	75%		70%	68%		70%	65%	
Reported Sales Dollars	\$930,000	\$1,774,500	-48%	\$15,309,600	\$14,503,700	6%	\$11,959,600	\$11,807,900	1%
Average Sell Price / Unit	\$930,000	\$591,500	57%	\$588,831	\$537,174	10%	\$569,505	\$536,723	6%
Median Sell Price	\$930,000			\$595,000			\$576,000		
Sell Price / List Price	96%	98%		97%	99%		96%	99%	
Days to Sell	45	18	155%	38	21	79%	42	24	75%
Active Listings	6	7							
<b>Single Family (Acreage) - Z4 Upper Lantzville</b>									
Units Listed	0	1	-100%	4	4	0%	0	4	-100%
Units Reported Sold	0	0		2	3	-33%	0	3	-100%
Sell / List Ratio		0%		50%	75%			75%	
Reported Sales Dollars	\$0	\$0		\$1,563,000	\$2,007,300	-22%	\$0	\$2,007,300	-100%
Average Sell Price / Unit				\$781,500	\$669,100	17%		\$669,100	
Median Sell Price				\$875,000					
Sell Price / List Price				96%	98%			98%	
Days to Sell				20	11	72%		11	
Active Listings	0	1							
<b>Single Family (Waterfront) - Z4 Upper Lantzville</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>Single Family (Strata) - Z4 Upper Lantzville</b>									
Units Listed	0	0		0	1	-100%	0	1	-100%
Units Reported Sold	0	0		0	2	-100%	0	1	-100%
Sell / List Ratio					200%			100%	
Reported Sales Dollars	\$0	\$0		\$0	\$1,165,000	-100%	\$0	\$625,000	-100%
Average Sell Price / Unit					\$582,500			\$625,000	
Median Sell Price									
Sell Price / List Price					100%			101%	
Days to Sell					17			3	
Active Listings	0	0							

## 12 Month Comparative Activity by Property Type for Zone 4- Nanaimo

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Single Family (Modular/Prefab) - Z4 Upper Lantzville</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>Condo (Apartment) - Z4 Upper Lantzville</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								
<b>Condo (Patio Home) - Z4 Upper Lantzville</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								
<b>Condo (Townhouse) - Z4 Upper Lantzville</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								

## 12 Month Comparative Activity by Property Type for Zone 4- Nanaimo

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Half Duplex - Z4 Upper Lantzville</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>Full Duplex - Z4 Upper Lantzville</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>Triplex/Fourplex - Z4 Upper Lantzville</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								
<b>Manufactured/Mobile on Pad - Z4 Upper Lantzville</b>									
Units Listed	2	0		6	2	200%	5	2	150%
Units Reported Sold	0	0		2	1	100%	2	1	100%
Sell / List Ratio	0%			33%	50%		40%	50%	
Reported Sales Dollars	\$0	\$0		\$205,000	\$52,000	294%	\$205,000	\$52,000	294%
Average Sell Price / Unit				\$102,500	\$52,000	97%	\$102,500	\$52,000	97%
Median Sell Price				\$105,000			\$105,000		
Sell Price / List Price				89%	87%		89%	87%	
Days to Sell				26	17	56%	26	17	56%
Active Listings	1	0							

## 12 Month Comparative Activity by Property Type for Zone 4- Nanaimo

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Farm/Ranch - Z4 Upper Lantzville</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>Lots - Z4 Upper Lantzville</b>									
Units Listed	0	0		7	6	17%	6	6	0%
Units Reported Sold	0	1	-100%	1	1	0%	1	1	0%
Sell / List Ratio				14%	17%		17%	17%	
Reported Sales Dollars	\$0	\$90,000	-100%	\$170,000	\$90,000	89%	\$170,000	\$90,000	89%
Average Sell Price / Unit		\$90,000		\$170,000	\$90,000	89%	\$170,000	\$90,000	89%
Median Sell Price				\$170,000			\$170,000		
Sell Price / List Price		60%		85%	60%		85%	60%	
Days to Sell		73		56	73	-23%	56	73	-23%
Active Listings	5	5							
<b>Lots (Strata) - Z4 Upper Lantzville</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								
<b>Lots (Waterfront) - Z4 Upper Lantzville</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								



**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Acreage - Z4 Upper Lantzville</b>									
Units Listed	0	1	-100%	2	3	-33%	2	3	-33%
Units Reported Sold	0	1	-100%	1	3	-67%	1	3	-67%
Sell / List Ratio		100%		50%	100%		50%	100%	
Reported Sales Dollars	\$0	\$280,000	-100%	\$384,000	\$1,067,000	-64%	\$384,000	\$1,067,000	-64%
Average Sell Price / Unit		\$280,000		\$384,000	\$355,667	8%	\$384,000	\$355,667	8%
Median Sell Price				\$384,000			\$384,000		
Sell Price / List Price		89%		99%	90%		99%	90%	
Days to Sell		118		21	122	-83%	21	122	-83%
Active Listings	0	2							
<b>Acreage (Waterfront) - Z4 Upper Lantzville</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>ICI (Business) - Z4 Upper Lantzville</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>ICI (Commercial) - Z4 Upper Lantzville</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							

## 12 Month Comparative Activity by Property Type for Zone 4- Nanaimo

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>ICI (Industrial) - Z4 Upper Lantzville</b>									
Units Listed	0	0		1	1	0%	1	1	0%
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio				0%	0%		0%	0%	
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	1	1							
<b>ICI (Miscellaneous) - Z4 Upper Lantzville</b>									
Units Listed	0	0		2	0		2	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio				0%			0%		
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	2	0							
<b>ICI (Multi-Family) - Z4 Upper Lantzville</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>ICI (Leases) - Z4 Upper Lantzville</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							

## 12 Month Comparative Activity by Property Type for Zone 4- Nanaimo

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Total - Z4 Upper Lantzville</b>									
Units Listed	3	6	-50%	59	57	4%	46	51	-10%
Units Reported Sold	1	5	-80%	32	37	-14%	25	31	-19%
Sell / List Ratio	33%	83%		54%	65%		54%	61%	
Reported Sales Dollars	\$930,000	\$2,144,500	-57%	\$17,631,600	\$18,885,000	-7%	\$12,718,600	\$15,649,200	-19%
Average Sell Price / Unit	\$930,000	\$428,900	117%	\$550,988	\$510,405	8%	\$508,744	\$504,813	1%
Median Sell Price	\$930,000			\$582,500			\$560,000		
Sell Price / List Price	96%	89%		96%	97%		95%	96%	
Days to Sell	45	49	-8%	36	30	22%	41	33	23%
Active Listings	15	16							

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Single Family (Not Acreage/Waterfront/Strata/Mod/Pre) - Z4 North Jingle Pot</b>									
Units Listed	3	4	-25%	54	34	59%	50	27	85%
Units Reported Sold	6	3	100%	31	19	63%	26	14	86%
Sell / List Ratio	200%	75%		57%	56%		52%	52%	
Reported Sales Dollars	\$4,887,400	\$2,151,900	127%	\$23,988,250	\$13,384,050	79%	\$20,008,750	\$9,958,200	101%
Average Sell Price / Unit	\$814,567	\$717,300	14%	\$773,815	\$704,424	10%	\$769,567	\$711,300	8%
Median Sell Price	\$840,000			\$749,900			\$749,900		
Sell Price / List Price	98%	99%		98%	99%		98%	100%	
Days to Sell	33	23	40%	24	25	-4%	24	16	53%
Active Listings	8	6							
<b>Single Family (Acreage) - Z4 North Jingle Pot</b>									
Units Listed	1	1	0%	15	18	-17%	11	15	-27%
Units Reported Sold	1	2	-50%	9	9	0%	6	8	-25%
Sell / List Ratio	100%	200%		60%	50%		55%	53%	
Reported Sales Dollars	\$940,500	\$2,095,000	-55%	\$10,019,200	\$10,143,790	-1%	\$6,870,200	\$8,337,000	-18%
Average Sell Price / Unit	\$940,500	\$1,047,500	-10%	\$1,113,244	\$1,127,088	-1%	\$1,145,033	\$1,042,125	10%
Median Sell Price	\$940,500			\$1,073,700			\$1,268,000		
Sell Price / List Price	94%	91%		95%	95%		93%	95%	
Days to Sell	9	142	-94%	44	84	-48%	53	72	-27%
Active Listings	4	6							
<b>Single Family (Waterfront) - Z4 North Jingle Pot</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>Single Family (Strata) - Z4 North Jingle Pot</b>									
Units Listed	0	0		2	1	100%	2	1	100%
Units Reported Sold	0	0		0	1	-100%	0	1	-100%
Sell / List Ratio				0%	100%		0%	100%	
Reported Sales Dollars	\$0	\$0		\$0	\$990,000	-100%	\$0	\$990,000	-100%
Average Sell Price / Unit					\$990,000			\$990,000	
Median Sell Price									
Sell Price / List Price					101%			101%	
Days to Sell					1			1	
Active Listings	1	0							

## 12 Month Comparative Activity by Property Type for Zone 4- Nanaimo

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Single Family (Modular/Prefab) - Z4 North Jingle Pot</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>Condo (Apartment) - Z4 North Jingle Pot</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								
<b>Condo (Patio Home) - Z4 North Jingle Pot</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								
<b>Condo (Townhouse) - Z4 North Jingle Pot</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Half Duplex - Z4 North Jingle Pot</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>Full Duplex - Z4 North Jingle Pot</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>Triplex/Fourplex - Z4 North Jingle Pot</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								
<b>Manufactured/Mobile on Pad - Z4 North Jingle Pot</b>									
Units Listed	6	1	500%	33	12	175%	29	10	190%
Units Reported Sold	0	1	-100%	22	10	120%	18	7	157%
Sell / List Ratio	0%	100%		67%	83%		62%	70%	
Reported Sales Dollars	\$0	\$289,900	-100%	\$6,746,150	\$2,647,600	155%	\$5,386,150	\$1,899,600	184%
Average Sell Price / Unit		\$289,900		\$306,643	\$264,760	16%	\$299,231	\$271,371	10%
Median Sell Price				\$325,000			\$324,800		
Sell Price / List Price		100%		99%	98%		99%	99%	
Days to Sell		2		11	16	-33%	12	18	-34%
Active Listings	8	2							

## 12 Month Comparative Activity by Property Type for Zone 4- Nanaimo

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Farm/Ranch - Z4 North Jingle Pot</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>Lots - Z4 North Jingle Pot</b>									
Units Listed	1	9	-89%	22	59	-63%	21	30	-30%
Units Reported Sold	0	1	-100%	18	47	-62%	18	23	-22%
Sell / List Ratio	0%	11%		82%	80%		86%	77%	
Reported Sales Dollars	\$0	\$274,900	-100%	\$4,914,700	\$11,945,400	-59%	\$4,914,700	\$6,027,800	-18%
Average Sell Price / Unit		\$274,900		\$273,039	\$254,157	7%	\$273,039	\$262,078	4%
Median Sell Price				\$270,000			\$270,000		
Sell Price / List Price		92%		99%	100%		99%	100%	
Days to Sell		174		26	17	51%	26	30	-14%
Active Listings	5	9							
<b>Lots (Strata) - Z4 North Jingle Pot</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								
<b>Lots (Waterfront) - Z4 North Jingle Pot</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Acreage - Z4 North Jingle Pot</b>									
Units Listed	1	0		8	2	300%	8	2	300%
Units Reported Sold	0	0		4	0		3	0	
Sell / List Ratio	0%			50%	0%		38%	0%	
Reported Sales Dollars	\$0	\$0		\$2,040,000	\$0		\$1,627,500	\$0	
Average Sell Price / Unit				\$510,000			\$542,500		
Median Sell Price				\$412,500			\$407,500		
Sell Price / List Price				97%			97%		
Days to Sell				26			9		
Active Listings	2	2							
<b>Acreage (Waterfront) - Z4 North Jingle Pot</b>									
Units Listed	0	0		1	0		1	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio				0%			0%		
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	1	1							
<b>ICI (Business) - Z4 North Jingle Pot</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>ICI (Commercial) - Z4 North Jingle Pot</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								



**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>ICI (Industrial) - Z4 North Jingle Pot</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>ICI (Miscellaneous) - Z4 North Jingle Pot</b>									
Units Listed	0	0		1	0		1	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio				0%			0%		
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	1	1							
<b>ICI (Multi-Family) - Z4 North Jingle Pot</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>ICI (Leases) - Z4 North Jingle Pot</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Total - Z4 North Jingle Pot</b>									
Units Listed	12	15	-20%	136	126	8%	123	85	45%
Units Reported Sold	7	7	0%	84	86	-2%	71	53	34%
Sell / List Ratio	58%	47%		62%	68%		58%	62%	
Reported Sales Dollars	\$5,827,900	\$4,811,700	21%	\$47,708,300	\$39,110,840	22%	\$38,807,300	\$27,212,600	43%
Average Sell Price / Unit	\$832,557	\$687,386	21%	\$567,956	\$454,777	25%	\$546,582	\$513,445	6%
Median Sell Price	\$840,000			\$412,500			\$339,800		
Sell Price / List Price	97%	96%		98%	99%		98%	99%	
Days to Sell	29	76	-61%	23	25	-10%	23	30	-24%
Active Listings	30	27							

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Single Family (Not Acreage/Waterfront/Strata/Mod/Pre) - Z4 South Jingle Pot</b>									
Units Listed	1	5	-80%	36	60	-40%	28	51	-45%
Units Reported Sold	3	4	-25%	30	44	-32%	20	36	-44%
Sell / List Ratio	300%	80%		83%	73%		71%	71%	
Reported Sales Dollars	\$1,682,500	\$2,120,500	-21%	\$16,870,900	\$24,815,400	-32%	\$11,061,100	\$21,054,500	-47%
Average Sell Price / Unit	\$560,833	\$530,125	6%	\$562,363	\$563,986	-0%	\$553,055	\$584,847	-5%
Median Sell Price	\$521,500			\$543,900			\$537,500		
Sell Price / List Price	98%	99%		98%	99%		99%	99%	
Days to Sell	69	8	708%	30	10	205%	23	10	127%
Active Listings	5	7							
<b>Single Family (Acreage) - Z4 South Jingle Pot</b>									
Units Listed	0	1	-100%	5	1	400%	4	1	300%
Units Reported Sold	1	0		2	0		2	0	
Sell / List Ratio		0%		40%	0%		50%	0%	
Reported Sales Dollars	\$725,000	\$0		\$1,220,000	\$0		\$1,220,000	\$0	
Average Sell Price / Unit	\$725,000			\$610,000			\$610,000		
Median Sell Price	\$725,000			\$725,000			\$725,000		
Sell Price / List Price	83%			87%			87%		
Days to Sell	72			48			48		
Active Listings	1	1							
<b>Single Family (Waterfront) - Z4 South Jingle Pot</b>									
Units Listed	0	1	-100%	7	5	40%	7	5	40%
Units Reported Sold	0	1	-100%	3	4	-25%	3	4	-25%
Sell / List Ratio		100%		43%	80%		43%	80%	
Reported Sales Dollars	\$0	\$801,000	-100%	\$1,974,900	\$2,539,000	-22%	\$1,974,900	\$2,539,000	-22%
Average Sell Price / Unit		\$801,000		\$658,300	\$634,750	4%	\$658,300	\$634,750	4%
Median Sell Price				\$669,900			\$669,900		
Sell Price / List Price		114%		99%	103%		99%	103%	
Days to Sell		5		15	3	411%	15	3	411%
Active Listings	4	0							
<b>Single Family (Strata) - Z4 South Jingle Pot</b>									
Units Listed	0	0		3	5	-40%	2	5	-60%
Units Reported Sold	0	0		1	4	-75%	1	4	-75%
Sell / List Ratio				33%	80%		50%	80%	
Reported Sales Dollars	\$0	\$0		\$153,000	\$1,465,900	-90%	\$153,000	\$1,465,900	-90%
Average Sell Price / Unit				\$153,000	\$366,475	-58%	\$153,000	\$366,475	-58%
Median Sell Price				\$153,000			\$153,000		
Sell Price / List Price				97%	98%		97%	98%	
Days to Sell				92	9	922%	92	9	922%
Active Listings	0	1							

## 12 Month Comparative Activity by Property Type for Zone 4- Nanaimo

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Single Family (Modular/Prefab) - Z4 South Jingle Pot</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>Condo (Apartment) - Z4 South Jingle Pot</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>Condo (Patio Home) - Z4 South Jingle Pot</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								
<b>Condo (Townhouse) - Z4 South Jingle Pot</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Half Duplex - Z4 South Jingle Pot</b>									
Units Listed	0	0		0	4	-100%	0	4	-100%
Units Reported Sold	0	0		0	2	-100%	0	2	-100%
Sell / List Ratio					50%			50%	
Reported Sales Dollars	\$0	\$0		\$0	\$723,000	-100%	\$0	\$723,000	-100%
Average Sell Price / Unit					\$361,500			\$361,500	
Median Sell Price									
Sell Price / List Price					100%			100%	
Days to Sell					4			4	
Active Listings	0	0							
<b>Full Duplex - Z4 South Jingle Pot</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>Triplex/Fourplex - Z4 South Jingle Pot</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								
<b>Manufactured/Mobile on Pad - Z4 South Jingle Pot</b>									
Units Listed	1	1	0%	6	5	20%	5	5	0%
Units Reported Sold	1	0		5	4	25%	5	3	67%
Sell / List Ratio	100%	0%		83%	80%		100%	60%	
Reported Sales Dollars	\$205,000	\$0		\$888,000	\$740,900	20%	\$888,000	\$614,900	44%
Average Sell Price / Unit	\$205,000			\$177,600	\$185,225	-4%	\$177,600	\$204,967	-13%
Median Sell Price	\$205,000			\$205,000			\$205,000		
Sell Price / List Price	90%			92%	96%		92%	98%	
Days to Sell	122			66	9	618%	66	12	453%
Active Listings	1	1							

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Farm/Ranch - Z4 South Jingle Pot</b>									
Units Listed	0	0		0	1	-100%	0	1	-100%
Units Reported Sold	0	0		1	0		0	0	
Sell / List Ratio					0%			0%	
Reported Sales Dollars	\$0	\$0		\$2,055,000	\$0		\$0	\$0	
Average Sell Price / Unit				\$2,055,000					
Median Sell Price				\$2,055,000					
Sell Price / List Price				96%					
Days to Sell				269					
Active Listings	0	1							
<b>Lots - Z4 South Jingle Pot</b>									
Units Listed	0	0		0	5	-100%	0	1	-100%
Units Reported Sold	0	0		0	22	-100%	0	12	-100%
Sell / List Ratio					440%			1200%	
Reported Sales Dollars	\$0	\$0		\$0	\$2,611,800	-100%	\$0	\$1,469,000	-100%
Average Sell Price / Unit					\$118,718			\$122,417	
Median Sell Price									
Sell Price / List Price					125%			137%	
Days to Sell					260			340	
Active Listings	0	0							
<b>Lots (Strata) - Z4 South Jingle Pot</b>									
Units Listed	0	2	-100%	10	7	43%	9	6	50%
Units Reported Sold	3	1	200%	7	5	40%	6	4	50%
Sell / List Ratio		50%		70%	71%		67%	67%	
Reported Sales Dollars	\$420,000	\$119,900	250%	\$919,900	\$433,300	112%	\$800,000	\$361,800	121%
Average Sell Price / Unit	\$140,000	\$119,900	17%	\$131,414	\$86,660	52%	\$133,333	\$90,450	47%
Median Sell Price	\$140,000			\$140,000			\$140,000		
Sell Price / List Price	91%	100%		92%	101%		90%	103%	
Days to Sell	30	14	117%	33	77	-57%	36	90	-61%
Active Listings	2	3							
<b>Lots (Waterfront) - Z4 South Jingle Pot</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	1	-100%	0	1	-100%
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$69,900	-100%	\$0	\$69,900	-100%
Average Sell Price / Unit					\$69,900			\$69,900	
Median Sell Price									
Sell Price / List Price					117%			117%	
Days to Sell					209			209	
Active Listings	0	0							

## 12 Month Comparative Activity by Property Type for Zone 4- Nanaimo

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Acreage - Z4 South Jingle Pot</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>Acreage (Waterfront) - Z4 South Jingle Pot</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>ICI (Business) - Z4 South Jingle Pot</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>ICI (Commercial) - Z4 South Jingle Pot</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>ICI (Industrial) - Z4 South Jingle Pot</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>ICI (Miscellaneous) - Z4 South Jingle Pot</b>									
Units Listed	0	1	-100%	0	2	-100%	0	2	-100%
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio		0%			0%			0%	
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	2							
<b>ICI (Multi-Family) - Z4 South Jingle Pot</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>ICI (Leases) - Z4 South Jingle Pot</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							



**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Total - Z4 South Jingle Pot</b>									
Units Listed	2	11	-82%	67	95	-29%	55	81	-32%
Units Reported Sold	8	6	33%	49	86	-43%	37	66	-44%
Sell / List Ratio	400%	55%		73%	91%		67%	81%	
Reported Sales Dollars	\$3,032,500	\$3,041,400	-0%	\$24,081,700	\$33,399,200	-28%	\$16,097,000	\$28,298,000	-43%
Average Sell Price / Unit	\$379,062	\$506,900	-25%	\$491,463	\$388,363	27%	\$435,054	\$428,758	1%
Median Sell Price	\$511,000			\$529,900			\$521,500		
Sell Price / List Price	92%	101%		96%	106%		96%	107%	
Days to Sell	61	9	595%	40	80	-50%	33	77	-57%
Active Listings	13	16							

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Single Family (Not Acreage/Waterfront/Strata/Mod/Pre) - Z4 University District</b>									
Units Listed	18	12	50%	163	162	1%	130	136	-4%
Units Reported Sold	7	9	-22%	98	121	-19%	72	91	-21%
Sell / List Ratio	39%	75%		60%	75%		55%	67%	
Reported Sales Dollars	\$3,382,400	\$4,642,600	-27%	\$49,061,200	\$54,966,263	-11%	\$35,833,900	\$42,644,663	-16%
Average Sell Price / Unit	\$483,200	\$515,844	-6%	\$500,624	\$454,267	10%	\$497,693	\$468,623	6%
Median Sell Price	\$425,000			\$485,000			\$485,000		
Sell Price / List Price	97%	98%		100%	100%		99%	100%	
Days to Sell	27	20	36%	17	16	2%	16	13	21%
Active Listings	32	23							
<b>Single Family (Acreage) - Z4 University District</b>									
Units Listed	0	0		1	3	-67%	1	3	-67%
Units Reported Sold	0	1	-100%	0	1	-100%	0	1	-100%
Sell / List Ratio				0%	33%		0%	33%	
Reported Sales Dollars	\$0	\$860,000	-100%	\$0	\$860,000	-100%	\$0	\$860,000	-100%
Average Sell Price / Unit		\$860,000			\$860,000			\$860,000	
Median Sell Price									
Sell Price / List Price		93%			93%			93%	
Days to Sell		42			42			42	
Active Listings	2	2							
<b>Single Family (Waterfront) - Z4 University District</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>Single Family (Strata) - Z4 University District</b>									
Units Listed	0	0		2	4	-50%	2	2	0%
Units Reported Sold	0	0		2	8	-75%	2	1	100%
Sell / List Ratio				100%	200%		100%	50%	
Reported Sales Dollars	\$0	\$0		\$1,030,000	\$3,359,300	-69%	\$1,030,000	\$450,000	129%
Average Sell Price / Unit				\$515,000	\$419,912	23%	\$515,000	\$450,000	14%
Median Sell Price				\$515,000			\$515,000		
Sell Price / List Price				98%	101%		98%	105%	
Days to Sell				16	44	-64%	16	57	-72%
Active Listings	0	0							

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Single Family (Modular/Prefab) - Z4 University District</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>Condo (Apartment) - Z4 University District</b>									
Units Listed	1	1	0%	9	4	125%	7	4	75%
Units Reported Sold	0	1	-100%	8	5	60%	6	4	50%
Sell / List Ratio	0%	100%		89%	125%		86%	100%	
Reported Sales Dollars	\$0	\$172,500	-100%	\$1,790,700	\$843,900	112%	\$1,425,900	\$650,400	119%
Average Sell Price / Unit		\$172,500		\$223,838	\$168,780	33%	\$237,650	\$162,600	46%
Median Sell Price				\$215,000			\$222,000		
Sell Price / List Price		86%		98%	94%		98%	93%	
Days to Sell		59		13	43	-70%	15	52	-71%
Active Listings	1	1							
<b>Condo (Patio Home) - Z4 University District</b>									
Units Listed	0	0		2	0		2	0	
Units Reported Sold	0	0		2	0		2	0	
Sell / List Ratio				100%			100%		
Reported Sales Dollars	\$0	\$0		\$465,000	\$0		\$465,000	\$0	
Average Sell Price / Unit				\$232,500			\$232,500		
Median Sell Price				\$235,000			\$235,000		
Sell Price / List Price				101%			101%		
Days to Sell				18			18		
Active Listings	0	0							
<b>Condo (Townhouse) - Z4 University District</b>									
Units Listed	1	3	-67%	26	33	-21%	20	32	-38%
Units Reported Sold	1	1	0%	26	29	-10%	19	27	-30%
Sell / List Ratio	100%	33%		100%	88%		95%	84%	
Reported Sales Dollars	\$274,900	\$237,000	16%	\$6,599,200	\$6,120,650	8%	\$4,973,300	\$5,773,750	-14%
Average Sell Price / Unit	\$274,900	\$237,000	16%	\$253,815	\$211,057	20%	\$261,753	\$213,843	22%
Median Sell Price	\$274,900			\$256,000			\$263,000		
Sell Price / List Price	100%	97%		99%	102%		99%	102%	
Days to Sell	1	24	-96%	17	11	49%	16	10	54%
Active Listings	1	5							

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Half Duplex - Z4 University District</b>									
Units Listed	0	0		1	4	-75%	1	4	-75%
Units Reported Sold	0	0		3	2	50%	2	2	0%
Sell / List Ratio				300%	50%		200%	50%	
Reported Sales Dollars	\$0	\$0		\$1,365,240	\$645,500	112%	\$890,240	\$645,500	38%
Average Sell Price / Unit				\$455,080	\$322,750	41%	\$445,120	\$322,750	38%
Median Sell Price				\$450,240			\$450,240		
Sell Price / List Price				100%	99%		101%	99%	
Days to Sell				74	6	1245%	86	6	1473%
Active Listings	0	2							
<b>Full Duplex - Z4 University District</b>									
Units Listed	0	0		1	1	0%	1	1	0%
Units Reported Sold	0	0		1	0		1	0	
Sell / List Ratio				100%	0%		100%	0%	
Reported Sales Dollars	\$0	\$0		\$550,000	\$0		\$550,000	\$0	
Average Sell Price / Unit				\$550,000			\$550,000		
Median Sell Price				\$550,000			\$550,000		
Sell Price / List Price				102%			102%		
Days to Sell				6			6		
Active Listings	0	0							
<b>Triplex/Fourplex - Z4 University District</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>Manufactured/Mobile on Pad - Z4 University District</b>									
Units Listed	3	1	200%	18	16	12%	13	12	8%
Units Reported Sold	0	1	-100%	15	14	7%	13	11	18%
Sell / List Ratio	0%	100%		83%	88%		100%	92%	
Reported Sales Dollars	\$0	\$255,000	-100%	\$3,332,700	\$2,785,698	20%	\$2,982,700	\$2,240,888	33%
Average Sell Price / Unit		\$255,000		\$222,180	\$198,978	12%	\$229,438	\$203,717	13%
Median Sell Price				\$222,000			\$234,000		
Sell Price / List Price		94%		96%	96%		96%	96%	
Days to Sell		36		24	30	-20%	28	31	-11%
Active Listings	3	1							

## 12 Month Comparative Activity by Property Type for Zone 4- Nanaimo

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Farm/Ranch - Z4 University District</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								
<b>Lots - Z4 University District</b>									
Units Listed	7	0		20	0		19	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio	0%			0%			0%		
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	10	0							
<b>Lots (Strata) - Z4 University District</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								
<b>Lots (Waterfront) - Z4 University District</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							

## 12 Month Comparative Activity by Property Type for Zone 4- Nanaimo

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Acreage - Z4 University District</b>									
Units Listed	0	0		0	2	-100%	0	2	-100%
Units Reported Sold	0	0		0	1	-100%	0	1	-100%
Sell / List Ratio					50%			50%	
Reported Sales Dollars	\$0	\$0		\$0	\$130,000	-100%	\$0	\$130,000	-100%
Average Sell Price / Unit					\$130,000			\$130,000	
Median Sell Price									
Sell Price / List Price					87%			87%	
Days to Sell					9			9	
Active Listings	0	0							
<b>Acreage (Waterfront) - Z4 University District</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								
<b>ICI (Business) - Z4 University District</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>ICI (Commercial) - Z4 University District</b>									
Units Listed	0	0		3	3	0%	2	3	-33%
Units Reported Sold	0	0		2	0		2	0	
Sell / List Ratio				67%	0%		100%	0%	
Reported Sales Dollars	\$0	\$0		\$723,000	\$0		\$723,000	\$0	
Average Sell Price / Unit				\$361,500			\$361,500		
Median Sell Price				\$405,000			\$405,000		
Sell Price / List Price				90%			90%		
Days to Sell				42			42		
Active Listings	0	2							

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>ICI (Industrial) - Z4 University District</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								
<b>ICI (Miscellaneous) - Z4 University District</b>									
Units Listed	0	0		0	1	-100%	0	1	-100%
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio					0%			0%	
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	1							
<b>ICI (Multi-Family) - Z4 University District</b>									
Units Listed	0	0		1	1	0%	1	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio				0%	0%		0%		
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	1	0							
<b>ICI (Leases) - Z4 University District</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Total - Z4 University District</b>									
Units Listed	30	17	76%	247	234	6%	199	200	-0%
Units Reported Sold	8	13	-38%	157	181	-13%	119	138	-14%
Sell / List Ratio	27%	76%		64%	77%		60%	69%	
Reported Sales Dollars	\$3,657,300	\$6,167,100	-41%	\$64,917,040	\$69,711,311	-7%	\$48,874,040	\$53,395,201	-8%
Average Sell Price / Unit	\$457,162	\$474,392	-4%	\$413,484	\$385,145	7%	\$410,706	\$386,922	6%
Median Sell Price	\$425,000			\$409,000			\$405,000		
Sell Price / List Price	98%	96%		99%	100%		99%	100%	
Days to Sell	24	26	-9%	19	19	0%	19	16	20%
Active Listings	50	37							



**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Single Family (Not Acreage/Waterfront/Strata/Mod/Pre) - Z4 Brechin Hill</b>									
Units Listed	6	5	20%	34	43	-21%	26	37	-30%
Units Reported Sold	1	3	-67%	21	27	-22%	15	21	-29%
Sell / List Ratio	17%	60%		62%	63%		58%	57%	
Reported Sales Dollars	\$595,000	\$1,240,000	-52%	\$10,960,000	\$12,396,500	-12%	\$7,543,000	\$9,659,500	-22%
Average Sell Price / Unit	\$595,000	\$413,333	44%	\$521,905	\$459,130	14%	\$502,867	\$459,976	9%
Median Sell Price	\$595,000			\$460,000			\$460,000		
Sell Price / List Price	100%	96%		98%	99%		97%	99%	
Days to Sell	7	21	-66%	29	16	82%	30	14	110%
Active Listings	8	5							
<b>Single Family (Acreage) - Z4 Brechin Hill</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								
<b>Single Family (Waterfront) - Z4 Brechin Hill</b>									
Units Listed	0	0		0	1	-100%	0	1	-100%
Units Reported Sold	0	1	-100%	0	1	-100%	0	1	-100%
Sell / List Ratio					100%			100%	
Reported Sales Dollars	\$0	\$1,250,000	-100%	\$0	\$1,250,000	-100%	\$0	\$1,250,000	-100%
Average Sell Price / Unit		\$1,250,000			\$1,250,000			\$1,250,000	
Median Sell Price									
Sell Price / List Price		100%			100%			100%	
Days to Sell		160			160			160	
Active Listings	0	0							
<b>Single Family (Strata) - Z4 Brechin Hill</b>									
Units Listed	0	0		2	2	0%	2	2	0%
Units Reported Sold	0	0		1	0		1	0	
Sell / List Ratio				50%	0%		50%	0%	
Reported Sales Dollars	\$0	\$0		\$524,895	\$0		\$524,895	\$0	
Average Sell Price / Unit				\$524,895			\$524,895		
Median Sell Price				\$524,895			\$524,895		
Sell Price / List Price				105%			105%		
Days to Sell				45			45		
Active Listings	0	1							

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Single Family (Modular/Prefab) - Z4 Brechin Hill</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								
<b>Condo (Apartment) - Z4 Brechin Hill</b>									
Units Listed	3	5	-40%	58	56	4%	43	45	-4%
Units Reported Sold	2	4	-50%	48	47	2%	39	37	5%
Sell / List Ratio	67%	80%		83%	84%		91%	82%	
Reported Sales Dollars	\$784,000	\$1,294,000	-39%	\$14,044,888	\$13,067,400	7%	\$11,647,988	\$9,955,100	17%
Average Sell Price / Unit	\$392,000	\$323,500	21%	\$292,602	\$278,030	5%	\$298,666	\$269,057	11%
Median Sell Price	\$519,000			\$266,700			\$275,000		
Sell Price / List Price	96%	100%		98%	98%		98%	98%	
Days to Sell	4	10	-59%	24	28	-14%	28	22	30%
Active Listings	5	6							
<b>Condo (Patio Home) - Z4 Brechin Hill</b>									
Units Listed	0	0		1	0		1	0	
Units Reported Sold	0	0		1	0		1	0	
Sell / List Ratio				100%			100%		
Reported Sales Dollars	\$0	\$0		\$280,000	\$0		\$280,000	\$0	
Average Sell Price / Unit				\$280,000			\$280,000		
Median Sell Price				\$280,000			\$280,000		
Sell Price / List Price				97%			97%		
Days to Sell				8			8		
Active Listings	0	0							
<b>Condo (Townhouse) - Z4 Brechin Hill</b>									
Units Listed	0	0		0	1	-100%	0	1	-100%
Units Reported Sold	0	0		0	1	-100%	0	1	-100%
Sell / List Ratio					100%			100%	
Reported Sales Dollars	\$0	\$0		\$0	\$590,000	-100%	\$0	\$590,000	-100%
Average Sell Price / Unit					\$590,000			\$590,000	
Median Sell Price									
Sell Price / List Price					98%			98%	
Days to Sell					10			10	
Active Listings	0	0							

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Half Duplex - Z4 Brechin Hill</b>									
Units Listed	0	0		1	0		1	0	
Units Reported Sold	0	0		1	1	0%	1	0	
Sell / List Ratio				100%			100%		
Reported Sales Dollars	\$0	\$0		\$375,000	\$310,000	21%	\$375,000	\$0	
Average Sell Price / Unit				\$375,000	\$310,000	21%	\$375,000		
Median Sell Price				\$375,000			\$375,000		
Sell Price / List Price				94%	84%		94%		
Days to Sell				22	147	-85%	22		
Active Listings	0	0							
<b>Full Duplex - Z4 Brechin Hill</b>									
Units Listed	0	0		1	0		0	0	
Units Reported Sold	0	0		1	0		0	0	
Sell / List Ratio				100%					
Reported Sales Dollars	\$0	\$0		\$390,000	\$0		\$0	\$0	
Average Sell Price / Unit				\$390,000					
Median Sell Price				\$390,000					
Sell Price / List Price				105%					
Days to Sell				2					
Active Listings	0	0							
<b>Triplex/Fourplex - Z4 Brechin Hill</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>Manufactured/Mobile on Pad - Z4 Brechin Hill</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							

## 12 Month Comparative Activity by Property Type for Zone 4- Nanaimo

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Farm/Ranch - Z4 Brechin Hill</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								
<b>Lots - Z4 Brechin Hill</b>									
Units Listed	0	4	-100%	1	5	-80%	0	5	-100%
Units Reported Sold	0	0		0	1	-100%	0	1	-100%
Sell / List Ratio		0%		0%	20%			20%	
Reported Sales Dollars	\$0	\$0		\$0	\$249,900	-100%	\$0	\$249,900	-100%
Average Sell Price / Unit					\$249,900			\$249,900	
Median Sell Price									
Sell Price / List Price					100%			100%	
Days to Sell					0			0	
Active Listings	4	4							
<b>Lots (Strata) - Z4 Brechin Hill</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								
<b>Lots (Waterfront) - Z4 Brechin Hill</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								

## 12 Month Comparative Activity by Property Type for Zone 4- Nanaimo

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Acreage - Z4 Brechin Hill</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>Acreage (Waterfront) - Z4 Brechin Hill</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>ICI (Business) - Z4 Brechin Hill</b>									
Units Listed	0	0		1	2	-50%	1	1	0%
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio				0%	0%		0%	0%	
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	1	1							
<b>ICI (Commercial) - Z4 Brechin Hill</b>									
Units Listed	0	1	-100%	1	1	0%	1	1	0%
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio		0%		0%	0%		0%	0%	
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	2	1							

## 12 Month Comparative Activity by Property Type for Zone 4- Nanaimo

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>ICI (Industrial) - Z4 Brechin Hill</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>ICI (Miscellaneous) - Z4 Brechin Hill</b>									
Units Listed	0	0		4	1	300%	3	1	200%
Units Reported Sold	0	0		1	0		1	0	
Sell / List Ratio				25%	0%		33%	0%	
Reported Sales Dollars	\$0	\$0		\$460,000	\$0		\$460,000	\$0	
Average Sell Price / Unit				\$460,000			\$460,000		
Median Sell Price				\$460,000			\$460,000		
Sell Price / List Price				92%			92%		
Days to Sell				7			7		
Active Listings	0	0							
<b>ICI (Multi-Family) - Z4 Brechin Hill</b>									
Units Listed	0	1	-100%	0	4	-100%	0	3	-100%
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio		0%			0%			0%	
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	1							
<b>ICI (Leases) - Z4 Brechin Hill</b>									
Units Listed	0	0		0	2	-100%	0	1	-100%
Units Reported Sold	0	0		1	2	-50%	0	2	-100%
Sell / List Ratio					100%			200%	
Reported Sales Dollars	\$0	\$0		\$32,689	\$71,309	-54%	\$0	\$71,309	-100%
Average Sell Price / Unit				\$32,689	\$35,654	-8%		\$35,654	
Median Sell Price				\$32,689					
Sell Price / List Price				100%	100%			100%	
Days to Sell				407	21	1838%		21	
Active Listings	0	1							

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Total - Z4 Brechin Hill</b>									
Units Listed	9	16	-44%	104	118	-12%	78	98	-20%
Units Reported Sold	3	8	-62%	75	80	-6%	58	63	-8%
Sell / List Ratio	33%	50%		72%	68%		74%	64%	
Reported Sales Dollars	\$1,379,000	\$3,784,000	-64%	\$27,067,472	\$27,935,109	-3%	\$20,830,883	\$21,775,809	-4%
Average Sell Price / Unit	\$459,667	\$473,000	-3%	\$360,900	\$349,189	3%	\$359,153	\$345,648	4%
Median Sell Price	\$519,000			\$324,900			\$335,000		
Sell Price / List Price	97%	98%		98%	98%		98%	98%	
Days to Sell	5	33	-85%	30	26	14%	28	21	35%
Active Listings	20	20							

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Single Family (Not Acreage/Waterfront/Strata/Mod/Pre) - Z4 Extension</b>									
Units Listed	3	3	0%	39	43	-9%	30	35	-14%
Units Reported Sold	2	3	-33%	27	32	-16%	21	26	-19%
Sell / List Ratio	67%	100%		69%	74%		70%	74%	
Reported Sales Dollars	\$1,092,500	\$971,445	12%	\$12,507,300	\$13,315,035	-6%	\$9,684,600	\$10,850,035	-11%
Average Sell Price / Unit	\$546,250	\$323,815	69%	\$463,233	\$416,095	11%	\$461,171	\$417,309	11%
Median Sell Price	\$595,000			\$422,000			\$420,000		
Sell Price / List Price	100%	98%		98%	97%		100%	97%	
Days to Sell	4	26	-85%	28	26	8%	23	27	-15%
Active Listings	6	4							
<b>Single Family (Acreage) - Z4 Extension</b>									
Units Listed	1	1	0%	12	8	50%	10	8	25%
Units Reported Sold	0	0		5	3	67%	3	2	50%
Sell / List Ratio	0%	0%		42%	38%		30%	25%	
Reported Sales Dollars	\$0	\$0		\$3,124,400	\$1,977,500	58%	\$1,796,400	\$1,507,500	19%
Average Sell Price / Unit				\$624,880	\$659,167	-5%	\$598,800	\$753,750	-21%
Median Sell Price				\$512,000			\$512,000		
Sell Price / List Price				97%	99%		101%	100%	
Days to Sell				47	33	43%	33	24	36%
Active Listings	3	4							
<b>Single Family (Waterfront) - Z4 Extension</b>									
Units Listed	0	0		2	4	-50%	1	4	-75%
Units Reported Sold	0	1	-100%	1	1	0%	1	1	0%
Sell / List Ratio				50%	25%		100%	25%	
Reported Sales Dollars	\$0	\$480,500	-100%	\$830,000	\$480,500	73%	\$830,000	\$480,500	73%
Average Sell Price / Unit		\$480,500		\$830,000	\$480,500	73%	\$830,000	\$480,500	73%
Median Sell Price				\$830,000			\$830,000		
Sell Price / List Price		102%		98%	102%		98%	102%	
Days to Sell		38		53	38	39%	53	38	39%
Active Listings	0	1							
<b>Single Family (Strata) - Z4 Extension</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							



## 12 Month Comparative Activity by Property Type for Zone 4- Nanaimo

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Single Family (Modular/Prefab) - Z4 Extension</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>Condo (Apartment) - Z4 Extension</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								
<b>Condo (Patio Home) - Z4 Extension</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								
<b>Condo (Townhouse) - Z4 Extension</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								

## 12 Month Comparative Activity by Property Type for Zone 4- Nanaimo

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Half Duplex - Z4 Extension</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>Full Duplex - Z4 Extension</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								
<b>Triplex/Fourplex - Z4 Extension</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								
<b>Manufactured/Mobile on Pad - Z4 Extension</b>									
Units Listed	3	3	0%	32	27	19%	27	27	0%
Units Reported Sold	2	1	100%	28	19	47%	24	17	41%
Sell / List Ratio	67%	33%		88%	70%		89%	63%	
Reported Sales Dollars	\$261,000	\$135,000	93%	\$3,194,400	\$1,774,500	80%	\$2,814,100	\$1,669,500	69%
Average Sell Price / Unit	\$130,500	\$135,000	-3%	\$114,086	\$93,395	22%	\$117,254	\$98,206	19%
Median Sell Price	\$143,000			\$118,000			\$121,000		
Sell Price / List Price	92%	90%		118%	92%		123%	93%	
Days to Sell	26	55	-54%	27	28	-3%	27	26	5%
Active Listings	4	6							

## 12 Month Comparative Activity by Property Type for Zone 4- Nanaimo

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Farm/Ranch - Z4 Extension</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							
<b>Lots - Z4 Extension</b>									
Units Listed	0	0		10	1	900%	9	1	800%
Units Reported Sold	0	0		2	0		2	0	
Sell / List Ratio				20%	0%		22%	0%	
Reported Sales Dollars	\$0	\$0		\$489,600	\$0		\$489,600	\$0	
Average Sell Price / Unit				\$244,800			\$244,800		
Median Sell Price				\$271,000			\$271,000		
Sell Price / List Price				85%			85%		
Days to Sell				29			29		
Active Listings	2	1							
<b>Lots (Strata) - Z4 Extension</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0								
<b>Lots (Waterfront) - Z4 Extension</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Acreage - Z4 Extension</b>									
Units Listed	0	0		0	1	-100%	0	1	-100%
Units Reported Sold	0	0		0	1	-100%	0	1	-100%
Sell / List Ratio					100%			100%	
Reported Sales Dollars	\$0	\$0		\$0	\$451,900	-100%	\$0	\$451,900	-100%
Average Sell Price / Unit					\$451,900			\$451,900	
Median Sell Price									
Sell Price / List Price					113%			113%	
Days to Sell					4			4	
Active Listings	0	0							
<b>Acreage (Waterfront) - Z4 Extension</b>									
Units Listed	0	0		0	3	-100%	0	3	-100%
Units Reported Sold	0	0		0	3	-100%	0	0	
Sell / List Ratio					100%			0%	
Reported Sales Dollars	\$0	\$0		\$0	\$1,375,000	-100%	\$0	\$0	
Average Sell Price / Unit					\$458,333				
Median Sell Price									
Sell Price / List Price					95%				
Days to Sell					254				
Active Listings	0	3							
<b>ICI (Business) - Z4 Extension</b>									
Units Listed	0	0		1	1	0%	1	1	0%
Units Reported Sold	0	0		1	0		1	0	
Sell / List Ratio				100%	0%		100%	0%	
Reported Sales Dollars	\$0	\$0		\$160,000	\$0		\$160,000	\$0	
Average Sell Price / Unit				\$160,000			\$160,000		
Median Sell Price				\$160,000			\$160,000		
Sell Price / List Price				91%			91%		
Days to Sell				114			114		
Active Listings	0	1							
<b>ICI (Commercial) - Z4 Extension</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	0							

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>ICI (Industrial) - Z4 Extension</b>									
Units Listed	0	0		0	0		0	0	
Units Reported Sold	0	0		0	1	-100%	0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$340,000	-100%	\$0	\$0	
Average Sell Price / Unit					\$340,000				
Median Sell Price									
Sell Price / List Price					97%				
Days to Sell					154				
Active Listings	0	0							
<b>ICI (Miscellaneous) - Z4 Extension</b>									
Units Listed	0	0		3	1	200%	3	1	200%
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio				0%	0%		0%	0%	
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	2	1							
<b>ICI (Multi-Family) - Z4 Extension</b>									
Units Listed	0	0		0	3	-100%	0	2	-100%
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio					0%			0%	
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	0	1							
<b>ICI (Leases) - Z4 Extension</b>									
Units Listed	0	0		1	0		1	0	
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio				0%			0%		
Reported Sales Dollars	\$0	\$0		\$0	\$0		\$0	\$0	
Average Sell Price / Unit									
Median Sell Price									
Sell Price / List Price									
Days to Sell									
Active Listings	1	0							

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Total - Z4 Extension</b>									
Units Listed	7	7	0%	100	92	9%	82	83	-1%
Units Reported Sold	4	5	-20%	64	60	7%	52	47	11%
Sell / List Ratio	57%	71%		64%	65%		63%	57%	
Reported Sales Dollars	\$1,353,500	\$1,586,945	-15%	\$20,305,700	\$19,714,435	3%	\$15,774,700	\$14,959,435	5%
Average Sell Price / Unit	\$338,375	\$317,389	7%	\$317,277	\$328,574	-3%	\$303,360	\$318,286	-5%
Median Sell Price	\$497,500			\$271,000			\$271,000		
Sell Price / List Price	96%	97%		106%	96%		110%	96%	
Days to Sell	15	34	-57%	31	40	-24%	28	26	7%
Active Listings	18	22							

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Single Family (Not Acreage/Waterfront/Strata/Mod/Pre) - Zone Totals</b>									
Units Listed	171	202	-15%	2158	2196	-2%	1738	1860	-7%
Units Reported Sold	98	152	-36%	1333	1524	-13%	969	1241	-22%
Sell / List Ratio	57%	75%		62%	69%		56%	67%	
Reported Sales Dollars	\$57,047,256	\$80,011,608	-29%	\$731,531,255	\$773,158,264	-5%	\$540,305,545	\$640,889,685	-16%
Average Sell Price / Unit	\$582,115	\$526,392	11%	\$548,786	\$507,322	8%	\$557,591	\$516,430	8%
Median Sell Price	\$551,700			\$525,000			\$535,000		
Sell Price / List Price	97%	99%		99%	99%		100%	99%	
Days to Sell	31	25	22%	25	23	13%	24	22	8%
Active Listings	364	323							
<b>Single Family (Acreage) - Zone Totals</b>									
Units Listed	7	9	-22%	95	111	-14%	76	93	-18%
Units Reported Sold	5	8	-38%	51	65	-22%	37	53	-30%
Sell / List Ratio	71%	89%		54%	59%		49%	57%	
Reported Sales Dollars	\$7,033,000	\$7,783,000	-10%	\$44,474,267	\$59,759,170	-26%	\$32,418,767	\$51,589,980	-37%
Average Sell Price / Unit	\$1,406,600	\$972,875	45%	\$872,044	\$919,372	-5%	\$876,183	\$973,396	-10%
Median Sell Price	\$985,000			\$809,900			\$749,900		
Sell Price / List Price	96%	96%		96%	97%		97%	97%	
Days to Sell	43	60	-29%	35	41	-15%	31	37	-15%
Active Listings	24	28							
<b>Single Family (Waterfront) - Zone Totals</b>									
Units Listed	6	4	50%	75	73	3%	66	64	3%
Units Reported Sold	6	8	-25%	29	41	-29%	25	37	-32%
Sell / List Ratio	100%	200%		39%	56%		38%	58%	
Reported Sales Dollars	\$9,979,500	\$7,429,500	34%	\$31,416,325	\$43,428,957	-28%	\$27,334,325	\$39,502,707	-31%
Average Sell Price / Unit	\$1,663,250	\$928,688	79%	\$1,083,322	\$1,059,243	2%	\$1,093,373	\$1,067,641	2%
Median Sell Price	\$1,912,500			\$950,000			\$930,000		
Sell Price / List Price	94%	100%		95%	97%		95%	97%	
Days to Sell	26	41	-35%	40	36	10%	37	37	1%
Active Listings	20	11							
<b>Single Family (Strata) - Zone Totals</b>									
Units Listed	18	18	0%	185	151	23%	158	126	25%
Units Reported Sold	6	10	-40%	109	120	-9%	86	91	-5%
Sell / List Ratio	33%	56%		59%	79%		54%	72%	
Reported Sales Dollars	\$3,076,159	\$6,618,799	-54%	\$53,142,268	\$60,647,283	-12%	\$42,761,535	\$47,224,283	-9%
Average Sell Price / Unit	\$512,693	\$661,880	-23%	\$487,544	\$505,394	-4%	\$497,227	\$518,948	-4%
Median Sell Price	\$485,000			\$483,000			\$493,810		
Sell Price / List Price	98%	97%		100%	98%		100%	99%	
Days to Sell	61	35	74%	29	25	14%	31	25	25%
Active Listings	33	20							

## 12 Month Comparative Activity by Property Type for Zone 4- Nanaimo

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Single Family (Modular/Prefab) - Zone Totals</b>									
Units Listed	0	0		0	2	-100%	0	1	-100%
Units Reported Sold	0	0		0	2	-100%	0	1	-100%
Sell / List Ratio					100%			100%	
Reported Sales Dollars	\$0	\$0		\$0	\$556,500	-100%	\$0	\$339,000	-100%
Average Sell Price / Unit					\$278,250			\$339,000	
Median Sell Price									
Sell Price / List Price					94%			92%	
Days to Sell					22			42	
Active Listings	0	0							
<b>Condo (Apartment) - Zone Totals</b>									
Units Listed	45	54	-17%	536	447	20%	401	385	4%
Units Reported Sold	21	28	-25%	417	366	14%	299	291	3%
Sell / List Ratio	47%	52%		78%	82%		75%	76%	
Reported Sales Dollars	\$6,718,000	\$9,145,100	-27%	\$124,181,829	\$94,116,887	32%	\$89,149,168	\$76,290,437	17%
Average Sell Price / Unit	\$319,905	\$326,611	-2%	\$297,798	\$257,150	16%	\$298,158	\$262,166	14%
Median Sell Price	\$293,000			\$279,900			\$273,500		
Sell Price / List Price	97%	97%		100%	99%		99%	99%	
Days to Sell	26	20	34%	19	23	-18%	22	19	14%
Active Listings	68	64							
<b>Condo (Patio Home) - Zone Totals</b>									
Units Listed	9	4	125%	95	73	30%	78	65	20%
Units Reported Sold	3	5	-40%	84	58	45%	74	48	54%
Sell / List Ratio	33%	125%		88%	79%		95%	74%	
Reported Sales Dollars	\$1,348,800	\$2,425,100	-44%	\$36,648,438	\$23,103,500	59%	\$32,477,238	\$19,422,300	67%
Average Sell Price / Unit	\$449,600	\$485,020	-7%	\$436,291	\$398,336	10%	\$438,882	\$404,631	8%
Median Sell Price	\$549,900			\$464,450			\$472,500		
Sell Price / List Price	97%	101%		101%	101%		101%	101%	
Days to Sell	15	61	-76%	34	26	28%	36	27	30%
Active Listings	9	12							
<b>Condo (Townhouse) - Zone Totals</b>									
Units Listed	33	26	27%	357	294	21%	297	250	19%
Units Reported Sold	17	23	-26%	228	265	-14%	164	208	-21%
Sell / List Ratio	52%	88%		64%	90%		55%	83%	
Reported Sales Dollars	\$5,747,900	\$7,901,700	-27%	\$75,774,347	\$80,876,000	-6%	\$55,243,030	\$65,927,161	-16%
Average Sell Price / Unit	\$338,112	\$343,552	-2%	\$332,344	\$305,192	9%	\$336,848	\$316,958	6%
Median Sell Price	\$345,000			\$329,000			\$334,000		
Sell Price / List Price	98%	100%		98%	100%		99%	101%	
Days to Sell	21	37	-42%	22	28	-22%	21	25	-17%
Active Listings	59	49							



**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Half Duplex - Zone Totals</b>									
Units Listed	12	7	71%	92	75	23%	78	65	20%
Units Reported Sold	4	6	-33%	52	71	-27%	39	53	-26%
Sell / List Ratio	33%	86%		57%	95%		50%	82%	
Reported Sales Dollars	\$1,522,400	\$2,328,150	-35%	\$21,919,234	\$25,312,794	-13%	\$16,532,934	\$19,413,867	-15%
Average Sell Price / Unit	\$380,600	\$388,025	-2%	\$421,524	\$356,518	18%	\$423,921	\$366,299	16%
Median Sell Price	\$441,000			\$418,000			\$420,000		
Sell Price / List Price	97%	101%		100%	100%		100%	101%	
Days to Sell	34	24	41%	20	30	-33%	22	27	-17%
Active Listings	20	11							
<b>Full Duplex - Zone Totals</b>									
Units Listed	3	1	200%	29	39	-26%	22	33	-33%
Units Reported Sold	1	5	-80%	18	20	-10%	13	16	-19%
Sell / List Ratio	33%	500%		62%	51%		59%	48%	
Reported Sales Dollars	\$451,000	\$2,613,000	-83%	\$9,694,900	\$9,933,950	-2%	\$7,212,900	\$7,874,800	-8%
Average Sell Price / Unit	\$451,000	\$522,600	-14%	\$538,606	\$496,698	8%	\$554,838	\$492,175	13%
Median Sell Price	\$451,000			\$550,000			\$565,000		
Sell Price / List Price	90%	95%		101%	98%		102%	98%	
Days to Sell	62	32	91%	28	24	13%	28	20	36%
Active Listings	7	7							
<b>Triplex/Fourplex - Zone Totals</b>									
Units Listed	1	1	0%	7	6	17%	7	5	40%
Units Reported Sold	0	0		2	2	0%	2	2	0%
Sell / List Ratio	0%	0%		29%	33%		29%	40%	
Reported Sales Dollars	\$0	\$0		\$1,069,500	\$1,236,490	-14%	\$1,069,500	\$1,236,490	-14%
Average Sell Price / Unit				\$534,750	\$618,245	-14%	\$534,750	\$618,245	-14%
Median Sell Price				\$634,500			\$634,500		
Sell Price / List Price				94%	99%		94%	99%	
Days to Sell				6	62	-90%	6	62	-90%
Active Listings	2	2							
<b>Manufactured/Mobile on Pad - Zone Totals</b>									
Units Listed	23	20	15%	202	179	13%	164	155	6%
Units Reported Sold	8	11	-27%	164	129	27%	127	106	20%
Sell / List Ratio	35%	55%		81%	72%		77%	68%	
Reported Sales Dollars	\$1,163,000	\$1,613,900	-28%	\$26,131,150	\$16,949,148	54%	\$20,697,650	\$13,883,438	49%
Average Sell Price / Unit	\$145,375	\$146,718	-1%	\$159,336	\$131,389	21%	\$162,974	\$130,976	24%
Median Sell Price	\$138,500			\$137,000			\$138,500		
Sell Price / List Price	95%	94%		99%	94%		101%	95%	
Days to Sell	33	23	46%	27	26	4%	24	25	-3%
Active Listings	33	32							

## 12 Month Comparative Activity by Property Type for Zone 4- Nanaimo

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Farm/Ranch - Zone Totals</b>									
Units Listed	1	0		6	2	200%	6	2	200%
Units Reported Sold	0	0		2	0		0	0	
Sell / List Ratio	0%			33%	0%		0%	0%	
Reported Sales Dollars	\$0	\$0		\$3,130,000	\$0		\$0	\$0	
Average Sell Price / Unit				\$1,565,000					
Median Sell Price				\$2,055,000					
Sell Price / List Price				93%					
Days to Sell				238					
Active Listings	6	2							
<b>Lots - Zone Totals</b>									
Units Listed	37	21	76%	195	174	12%	166	125	33%
Units Reported Sold	1	4	-75%	56	133	-58%	48	83	-42%
Sell / List Ratio	3%	19%		29%	76%		29%	66%	
Reported Sales Dollars	\$301,000	\$734,400	-59%	\$15,310,786	\$28,964,595	-47%	\$13,127,486	\$18,926,800	-31%
Average Sell Price / Unit	\$301,000	\$183,600	64%	\$273,407	\$217,779	26%	\$273,489	\$228,034	20%
Median Sell Price	\$301,000			\$270,000			\$270,000		
Sell Price / List Price	93%	82%		97%	103%		97%	103%	
Days to Sell	46	70	-35%	55	98	-44%	61	85	-28%
Active Listings	81	46							
<b>Lots (Strata) - Zone Totals</b>									
Units Listed	0	3	-100%	16	18	-11%	14	16	-12%
Units Reported Sold	3	1	200%	9	8	12%	7	7	0%
Sell / List Ratio		33%		56%	44%		50%	44%	
Reported Sales Dollars	\$420,000	\$119,900	250%	\$1,331,900	\$1,438,300	-7%	\$995,000	\$1,366,800	-27%
Average Sell Price / Unit	\$140,000	\$119,900	17%	\$147,989	\$179,788	-18%	\$142,143	\$195,257	-27%
Median Sell Price	\$140,000			\$140,000			\$140,000		
Sell Price / List Price	91%	100%		93%	99%		92%	100%	
Days to Sell	30	14	117%	38	58	-35%	31	63	-51%
Active Listings	4	6							
<b>Lots (Waterfront) - Zone Totals</b>									
Units Listed	5	0		11	6	83%	10	6	67%
Units Reported Sold	0	0		3	4	-25%	3	4	-25%
Sell / List Ratio	0%			27%	67%		30%	67%	
Reported Sales Dollars	\$0	\$0		\$1,642,500	\$1,286,900	28%	\$1,642,500	\$1,286,900	28%
Average Sell Price / Unit				\$547,500	\$321,725	70%	\$547,500	\$321,725	70%
Median Sell Price				\$662,500			\$662,500		
Sell Price / List Price				93%	104%		93%	104%	
Days to Sell				42	53	-21%	42	53	-21%
Active Listings	5	2							

## 12 Month Comparative Activity by Property Type for Zone 4- Nanaimo

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Acreage - Zone Totals</b>									
Units Listed	1	2	-50%	42	41	2%	38	33	15%
Units Reported Sold	0	2	-100%	14	23	-39%	10	16	-38%
Sell / List Ratio	0%	100%		33%	56%		26%	48%	
Reported Sales Dollars	\$0	\$750,000	-100%	\$8,379,333	\$7,857,200	7%	\$4,915,500	\$6,449,200	-24%
Average Sell Price / Unit		\$375,000		\$598,524	\$341,617	75%	\$491,550	\$403,075	22%
Median Sell Price				\$412,500			\$410,000		
Sell Price / List Price		96%		93%	94%		100%	93%	
Days to Sell		61		102	120	-15%	61	140	-56%
Active Listings	19	17							
<b>Acreage (Waterfront) - Zone Totals</b>									
Units Listed	0	0		10	12	-17%	8	12	-33%
Units Reported Sold	0	0		3	7	-57%	0	3	-100%
Sell / List Ratio				30%	58%		0%	25%	
Reported Sales Dollars	\$0	\$0		\$1,612,000	\$2,819,000	-43%	\$0	\$1,269,000	-100%
Average Sell Price / Unit				\$537,333	\$402,714	33%		\$423,000	
Median Sell Price				\$370,000					
Sell Price / List Price				88%	96%			99%	
Days to Sell				49	167	-71%		41	
Active Listings	4	7							
<b>ICI (Business) - Zone Totals</b>									
Units Listed	4	5	-20%	34	37	-8%	23	26	-12%
Units Reported Sold	0	1	-100%	10	7	43%	8	6	33%
Sell / List Ratio	0%	20%		29%	19%		35%	23%	
Reported Sales Dollars	\$0	\$150,000	-100%	\$1,178,900	\$788,999	49%	\$1,021,000	\$726,999	40%
Average Sell Price / Unit		\$150,000		\$117,890	\$112,714	5%	\$127,625	\$121,166	5%
Median Sell Price				\$99,900			\$120,000		
Sell Price / List Price		100%		87%	100%		86%	102%	
Days to Sell		182		81	138	-42%	85	140	-39%
Active Listings	13	20							
<b>ICI (Commercial) - Zone Totals</b>									
Units Listed	3	13	-77%	71	107	-34%	46	80	-42%
Units Reported Sold	2	3	-33%	32	24	33%	25	19	32%
Sell / List Ratio	67%	23%		45%	22%		54%	24%	
Reported Sales Dollars	\$1,179,000	\$2,119,500	-44%	\$23,017,200	\$16,917,440	36%	\$16,256,200	\$13,378,440	22%
Average Sell Price / Unit	\$589,500	\$706,500	-17%	\$719,288	\$704,893	2%	\$650,248	\$704,128	-8%
Median Sell Price	\$680,000			\$569,000			\$600,000		
Sell Price / List Price	99%	97%		93%	93%		93%	93%	
Days to Sell	22	387	-94%	106	143	-26%	104	159	-35%
Active Listings	34	51							

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>ICI (Industrial) - Zone Totals</b>									
Units Listed	0	0		12	25	-52%	9	15	-40%
Units Reported Sold	1	1	0%	5	12	-58%	4	9	-56%
Sell / List Ratio				42%	48%		44%	60%	
Reported Sales Dollars	\$420,000	\$610,000	-31%	\$13,230,000	\$9,140,612	45%	\$12,665,000	\$7,060,612	79%
Average Sell Price / Unit	\$420,000	\$610,000	-31%	\$2,646,000	\$761,718	247%	\$3,166,250	\$784,512	304%
Median Sell Price	\$420,000			\$565,000			\$4,000,000		
Sell Price / List Price	98%	86%		99%	93%		101%	93%	
Days to Sell	40	36	11%	330	222	48%	28	244	-88%
Active Listings	4	19							
<b>ICI (Miscellaneous) - Zone Totals</b>									
Units Listed	2	4	-50%	45	46	-2%	34	37	-8%
Units Reported Sold	1	1	0%	9	5	80%	7	5	40%
Sell / List Ratio	50%	25%		20%	11%		21%	14%	
Reported Sales Dollars	\$2,625,000	\$520,000	405%	\$16,465,000	\$4,468,000	269%	\$14,295,000	\$4,468,000	220%
Average Sell Price / Unit	\$2,625,000	\$520,000	405%	\$1,829,444	\$893,600	105%	\$2,042,143	\$893,600	129%
Median Sell Price	\$2,625,000			\$1,400,000			\$1,400,000		
Sell Price / List Price	88%	96%		90%	85%		89%	85%	
Days to Sell	72	49	47%	96	122	-22%	111	122	-9%
Active Listings	17	18							
<b>ICI (Multi-Family) - Zone Totals</b>									
Units Listed	0	2	-100%	27	45	-40%	21	36	-42%
Units Reported Sold	0	0		5	12	-58%	3	10	-70%
Sell / List Ratio		0%		19%	27%		14%	28%	
Reported Sales Dollars	\$0	\$0		\$5,160,000	\$14,786,500	-65%	\$3,550,000	\$12,876,500	-72%
Average Sell Price / Unit				\$1,032,000	\$1,232,208	-16%	\$1,183,333	\$1,287,650	-8%
Median Sell Price				\$895,000			\$1,125,000		
Sell Price / List Price				74%	90%		65%	91%	
Days to Sell				81	116	-30%	5	140	-96%
Active Listings	10	15							
<b>ICI (Leases) - Zone Totals</b>									
Units Listed	11	17	-35%	113	157	-28%	95	126	-25%
Units Reported Sold	4	1	300%	49	32	53%	31	25	24%
Sell / List Ratio	36%	6%		43%	20%		33%	20%	
Reported Sales Dollars	\$360,724	\$297,960	21%	\$4,651,624	\$2,579,712	80%	\$3,288,522	\$2,022,278	63%
Average Sell Price / Unit	\$90,181	\$297,960	-70%	\$94,931	\$80,616	18%	\$106,081	\$80,891	31%
Median Sell Price	\$95,715			\$69,520			\$73,200		
Sell Price / List Price	100%	100%		100%	100%		100%	100%	
Days to Sell	88	179	-51%	189	157	20%	199	125	59%
Active Listings	81	87							

**12 Month Comparative Activity by Property Type for Zone 4- Nanaimo**

September, 2018

Zone 4- Nanaimo	Current Month			12 Months to Date			Year to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change	This Year	Last Year	% Change
<b>Total - Zone Totals</b>									
Units Listed	392	413	-5%	4413	4316	2%	3555	3616	-2%
Units Reported Sold	181	270	-33%	2684	2930	-8%	1981	2334	-15%
Sell / List Ratio	46%	65%		61%	68%		56%	65%	
Reported Sales Dollars	\$99,392,739	\$133,171,617	-25%	\$1,251,092,756	\$1,280,126,201	-2%	\$936,958,800	\$1,053,425,677	-11%
Average Sell Price / Unit	\$549,131	\$493,228	11%	\$466,130	\$436,903	7%	\$472,973	\$451,339	5%
Median Sell Price	\$490,000			\$439,900			\$450,000		
Sell Price / List Price	97%	98%		99%	99%		99%	99%	
Days to Sell	32	34	-6%	31	33	-6%	30	30	-2%
Active Listings	917	849							