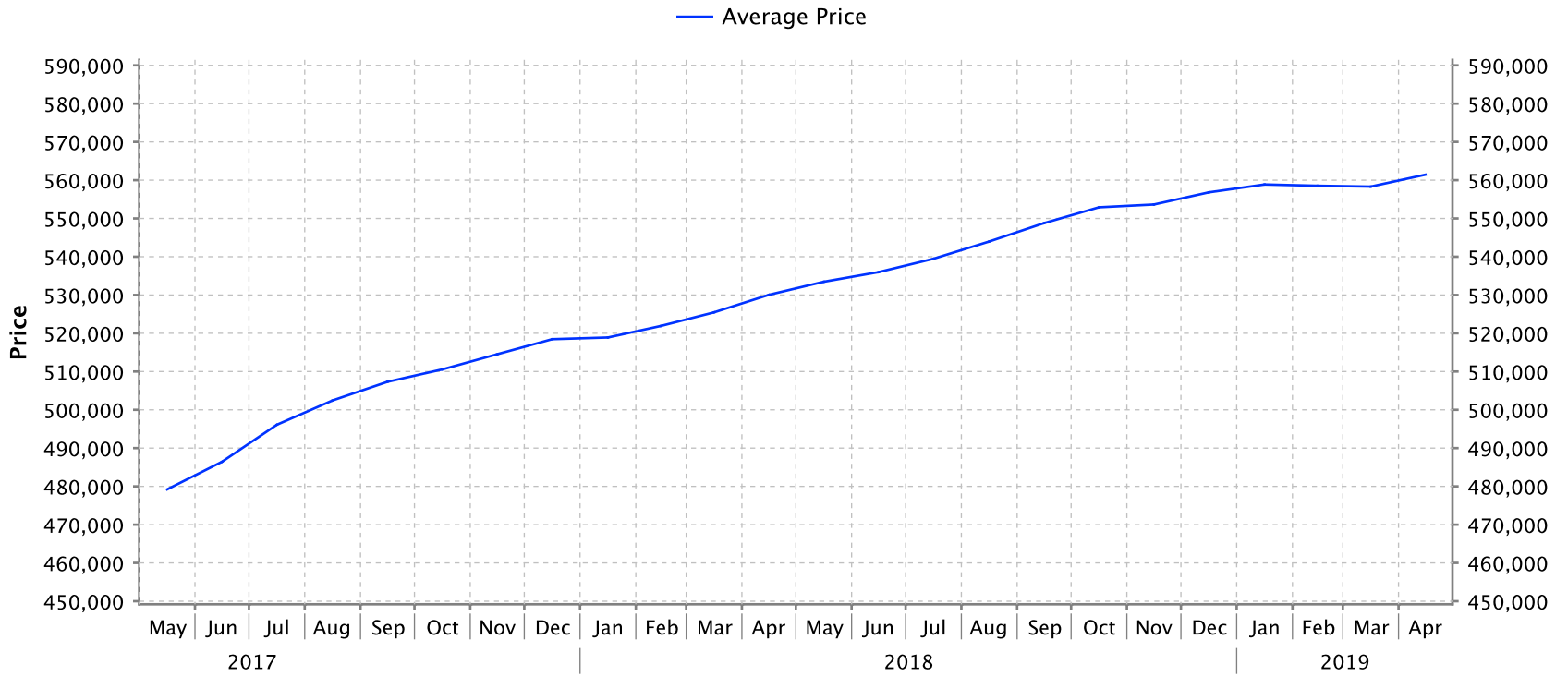


Nanaimo

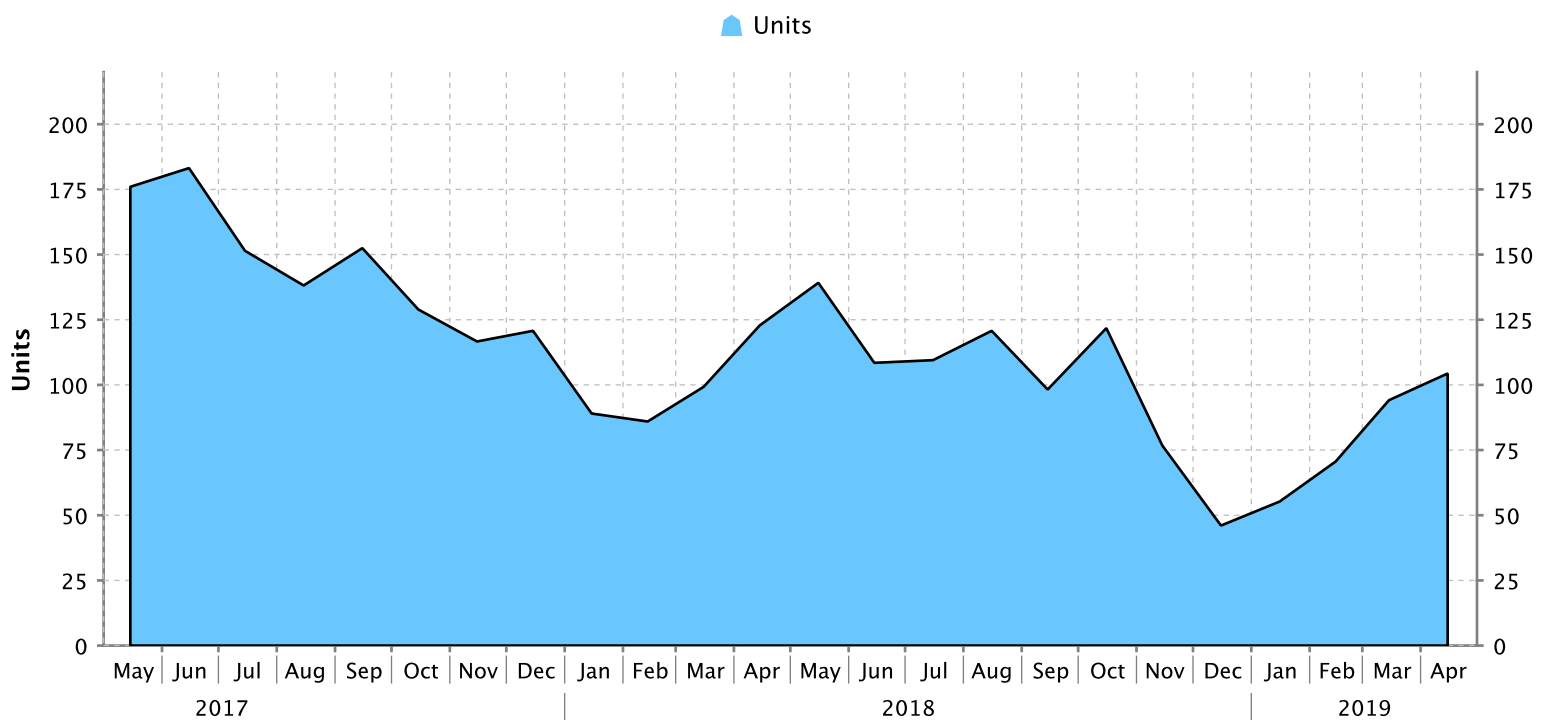
as at April 30, 2019

Cumulative Residential Average Single Family Sale Price



NOTE: Figures are based on a "rolling total" from the past 12 months – i.e. 12 months to date instead of the calendar "year to date".

Single Family Units Reported Sold



Comparative Activity by Property Type

| | Current Month | | | 12 Months to Date | | |
|---------------------------|---------------|--------------|----------|-------------------|---------------|----------|
| | This Year | Last Year | % Change | This Year | Last Year | % Change |
| Lots | | | | | | |
| Units Listed | 29 | 16 | 81% | 251 | 164 | 53% |
| Units Reported Sold | 6 | 4 | 50% | 48 | 86 | -44% |
| Sell/List Ratio | 21% | 25% | | 19% | 52% | |
| Reported Sales Dollars | \$1,815,750 | \$998,500 | 82% | \$14,147,746 | \$21,097,286 | -33% |
| Average Sell Price / Unit | \$302,625 | \$249,625 | 21% | \$294,745 | \$245,317 | 20% |
| Median Sell Price | \$290,000 | | | \$282,000 | | |
| Sell Price / List Price | 94% | 102% | | 91% | 102% | |
| Days to Sell | 147 | 56 | 162% | 105 | 79 | 33% |
| Active Listings | 115 | 54 | | | | |
| Single Family | | | | | | |
| Units Listed | 184 | 226 | -19% | 2,088 | 2,257 | -7% |
| Units Reported Sold | 104 | 122 | -15% | 1,140 | 1,559 | -27% |
| Sell/List Ratio | 57% | 54% | | 55% | 69% | |
| Reported Sales Dollars | \$61,005,844 | \$67,508,918 | -10% | \$640,035,608 | \$826,334,271 | -23% |
| Average Sell Price / Unit | \$586,595 | \$553,352 | 6% | \$561,435 | \$530,041 | 6% |
| Median Sell Price | \$579,900 | | | \$535,000 | | |
| Sell Price / List Price | 1,117% | 99% | | 191% | 99% | |
| Days to Sell | 29 | 19 | 50% | 28 | 23 | 22% |
| Active Listings | 336 | 308 | | | | |
| Condos (Apt) | | | | | | |
| Units Listed | 47 | 41 | 15% | 547 | 527 | 4% |
| Units Reported Sold | 28 | 36 | -22% | 337 | 429 | -21% |
| Sell/List Ratio | 60% | 88% | | 62% | 81% | |
| Reported Sales Dollars | \$8,290,600 | \$9,059,296 | -8% | \$103,354,670 | \$121,928,757 | -15% |
| Average Sell Price / Unit | \$296,093 | \$251,647 | 18% | \$306,690 | \$284,216 | 8% |
| Median Sell Price | \$274,900 | | | \$284,500 | | |
| Sell Price / List Price | 97% | 100% | | 98% | 100% | |
| Days to Sell | 26 | 17 | 48% | 28 | 18 | 56% |
| Active Listings | 87 | 53 | | | | |
| Condos (Patio) | | | | | | |
| Units Listed | 11 | 10 | 10% | 96 | 95 | 1% |
| Units Reported Sold | 7 | 13 | -46% | 72 | 82 | -12% |
| Sell/List Ratio | 64% | 130% | | 75% | 86% | |
| Reported Sales Dollars | \$3,131,500 | \$5,324,025 | -41% | \$31,914,550 | \$34,604,608 | -8% |
| Average Sell Price / Unit | \$447,357 | \$409,540 | 9% | \$443,258 | \$422,007 | 5% |
| Median Sell Price | \$439,000 | | | \$479,900 | | |
| Sell Price / List Price | 99% | 103% | | 99% | 101% | |
| Days to Sell | 35 | 30 | 13% | 24 | 37 | -34% |
| Active Listings | 15 | 10 | | | | |
| Condos (Twnhse) | | | | | | |
| Units Listed | 32 | 36 | -11% | 379 | 344 | 10% |
| Units Reported Sold | 17 | 20 | -15% | 196 | 260 | -25% |
| Sell/List Ratio | 53% | 56% | | 52% | 76% | |
| Reported Sales Dollars | \$6,102,997 | \$6,264,300 | -3% | \$67,694,432 | \$84,338,833 | -20% |
| Average Sell Price / Unit | \$359,000 | \$313,215 | 15% | \$345,380 | \$324,380 | 6% |
| Median Sell Price | \$330,000 | | | \$345,000 | | |
| Sell Price / List Price | 97% | 99% | | 98% | 100% | |
| Days to Sell | 35 | 14 | 154% | 25 | 22 | 13% |
| Active Listings | 71 | 55 | | | | |

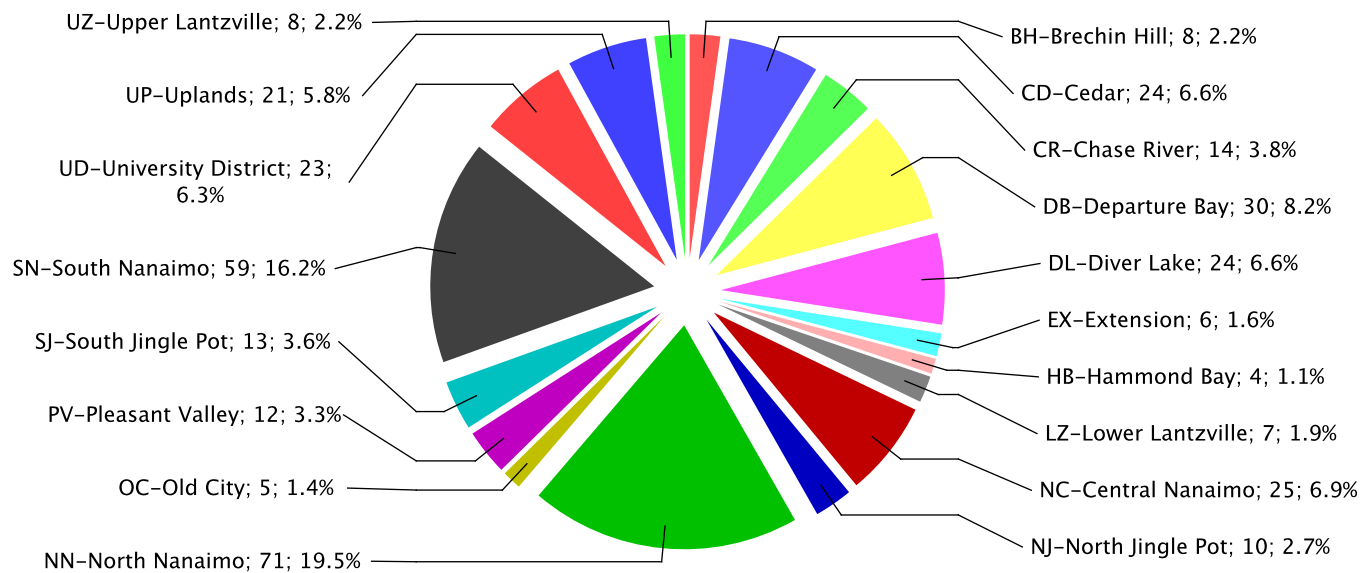
PLEASE NOTE: SINGLE FAMILY property does NOT INCLUDE acreage with house, condominiums, duplex/triplex, mobile homes/on pad, single family waterfront or single family strata. **LOTS** do NOT INCLUDE acreage or waterfront acreage.

MLS® Single Family Sales Analysis

Unconditional Sales from January 1 to Apr 30, 2019

| | 0-150,000 | 150,001-200,000 | 200,001-250,000 | 250,001-300,000 | 300,001-350,000 | 350,001-400,000 | 400,001-450,000 | 450,001-500,000 | 500,001-600,000 | 600,001-700,000 | 700,001-800,000 | 800,001-900,000 | 900,001-1 Mil | OVER 1 Mil | Total |
|------------------------|-----------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|---------------|------------|------------|
| BH-Brechin Hill | 0 | 0 | 0 | 1 | 0 | 4 | 0 | 1 | 2 | 0 | 0 | 0 | 0 | 0 | 8 |
| CD-Cedar | 0 | 0 | 0 | 2 | 3 | 2 | 1 | 2 | 2 | 5 | 5 | 0 | 1 | 1 | 24 |
| CR-Chase River | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 9 | 3 | 0 | 0 | 0 | 0 | 14 |
| DB-Departure Bay | 0 | 0 | 0 | 0 | 0 | 1 | 4 | 2 | 12 | 4 | 4 | 2 | 0 | 1 | 30 |
| DL-Diver Lake | 0 | 0 | 0 | 0 | 0 | 2 | 4 | 7 | 7 | 0 | 4 | 0 | 0 | 0 | 24 |
| EX-Extension | 0 | 1 | 0 | 0 | 2 | 1 | 0 | 0 | 2 | 0 | 0 | 0 | 0 | 0 | 6 |
| HB-Hammond Bay | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 1 | 1 | 0 | 0 | 1 | 0 | 4 |
| LZ-Lower Lantzville | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 7 |
| NC-Central Nanaimo | 0 | 0 | 0 | 1 | 1 | 5 | 6 | 6 | 5 | 1 | 0 | 0 | 0 | 0 | 25 |
| NJ-North Jingle Pot | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 4 | 4 | 1 | 0 | 1 | 10 |
| NN-North Nanaimo | 0 | 0 | 0 | 0 | 0 | 3 | 0 | 3 | 24 | 21 | 9 | 4 | 2 | 5 | 71 |
| OC-Old City | 0 | 0 | 0 | 0 | 0 | 3 | 0 | 2 | 0 | 0 | 0 | 0 | 0 | 0 | 5 |
| PV-Pleasant Valley | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 3 | 1 | 4 | 1 | 1 | 0 | 1 | 12 |
| SJ-South Jingle Pot | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 4 | 3 | 4 | 1 | 0 | 0 | 13 |
| SN-South Nanaimo | 0 | 0 | 1 | 1 | 5 | 9 | 12 | 10 | 13 | 8 | 0 | 0 | 0 | 0 | 59 |
| UD-University District | 0 | 0 | 0 | 1 | 0 | 4 | 3 | 1 | 7 | 3 | 2 | 2 | 0 | 0 | 23 |
| UP-Uplands | 0 | 0 | 0 | 0 | 0 | 1 | 4 | 2 | 10 | 2 | 1 | 0 | 1 | 0 | 21 |
| UZ-Upper Lantzville | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3 | 4 | 0 | 0 | 0 | 1 | 0 | 8 |
| Zone 4 TOTALS | 0 | 1 | 1 | 6 | 11 | 38 | 35 | 45 | 104 | 60 | 35 | 12 | 6 | 10 | 364 |

Nanaimo - Single Family Sales by Subarea



Total Unconditional Sales January 1 to April 30, 2019 = 364

GABRIOLA ISLAND

Comparative Activity by Property Type

| | Current Month | | | 12 Months to Date | | |
|---------------------------|---------------|-------------|----------|-------------------|--------------|----------|
| | This Year | Last Year | % Change | This Year | Last Year | % Change |
| Lots | | | | | | |
| Units Listed | 3 | 6 | -50% | 25 | 42 | -40% |
| Units Reported Sold | 1 | 3 | -67% | 28 | 37 | -24% |
| Sell/List Ratio | 33% | 50% | | 112% | 88% | |
| Reported Sales Dollars | \$142,000 | \$279,000 | -49% | \$3,505,038 | \$3,757,700 | -7% |
| Average Sell Price / Unit | \$142,000 | \$93,000 | 53% | \$125,180 | \$101,559 | 23% |
| Median Sell Price | \$142,000 | | | \$112,500 | | |
| Sell Price / List Price | 95% | 97% | | 96% | 94% | |
| Days to Sell | 20 | 41 | -51% | 73 | 124 | -41% |
| Active Listings | 5 | 13 | | | | |
| Single Family | | | | | | |
| Units Listed | 5 | 5 | 0% | 77 | 82 | -6% |
| Units Reported Sold | 4 | 7 | -43% | 63 | 72 | -12% |
| Sell/List Ratio | 80% | 140% | | 82% | 88% | |
| Reported Sales Dollars | \$1,518,000 | \$2,813,000 | -46% | \$23,982,756 | \$28,976,836 | -17% |
| Average Sell Price / Unit | \$379,500 | \$401,857 | -6% | \$380,679 | \$402,456 | -5% |
| Median Sell Price | \$407,000 | | | \$393,000 | | |
| Sell Price / List Price | 97% | 100% | | 99% | 98% | |
| Days to Sell | 6 | 35 | -83% | 26 | 41 | -36% |
| Active Listings | 5 | 11 | | | | |

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

Cumulative Residential Average Single Family Sale Price

