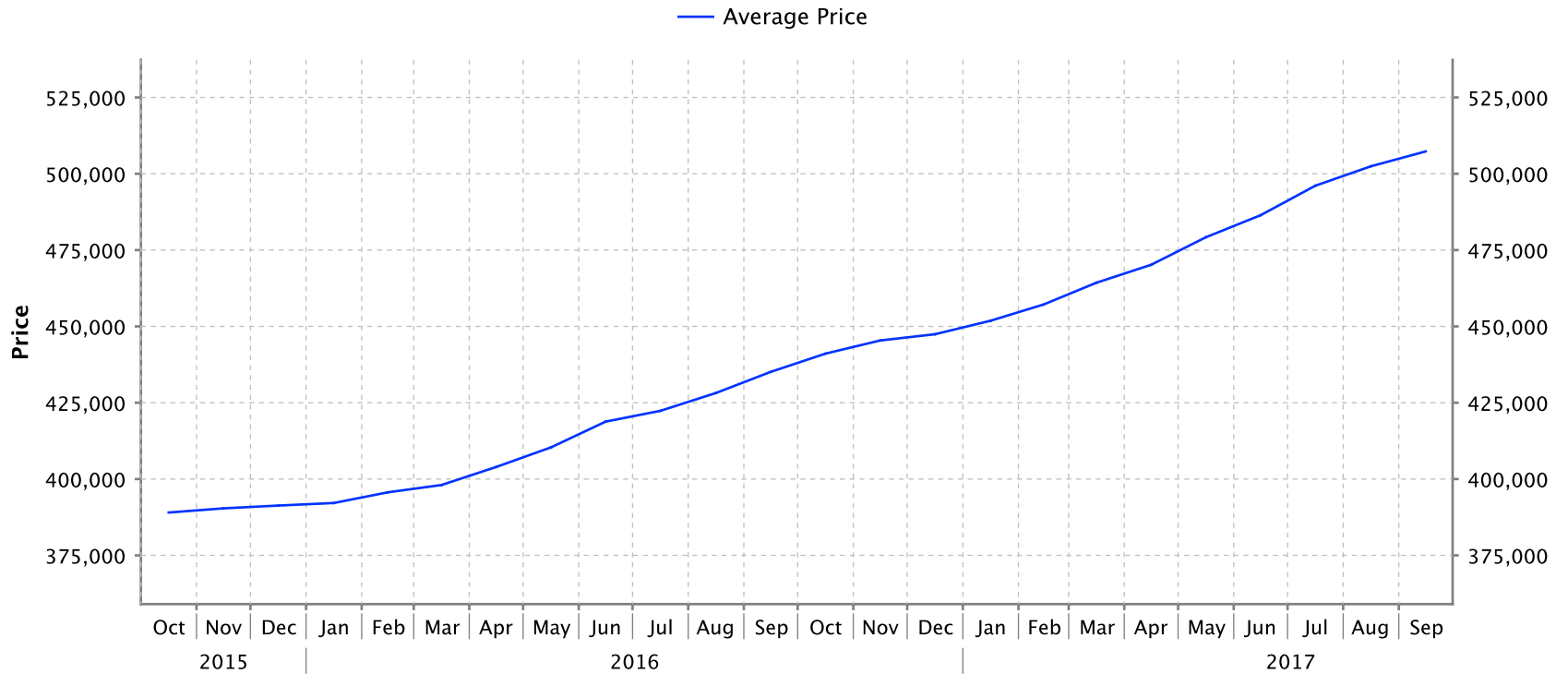


Nanaimo

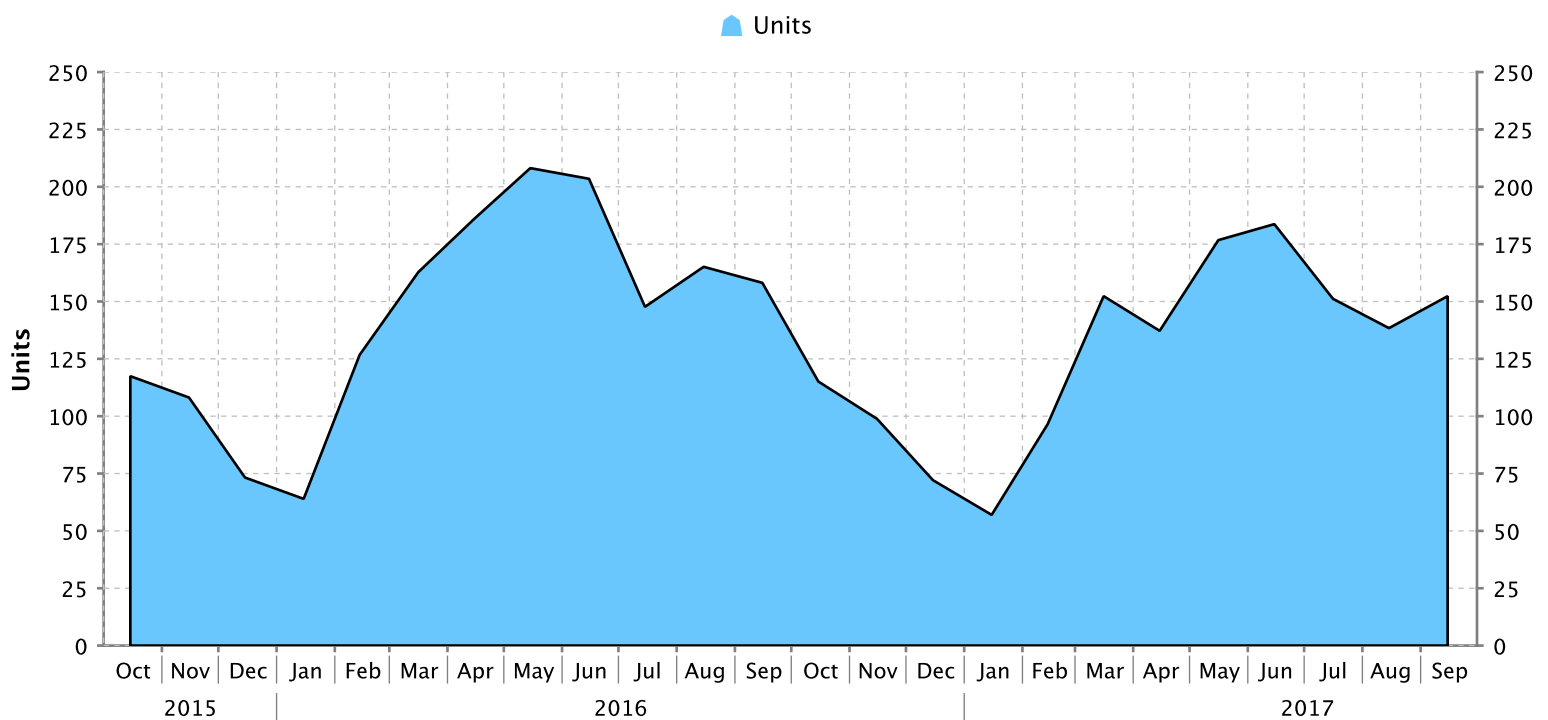
as at September 30, 2017

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 | 21 | 8 | 162% | 174 | 182 | -4% |
| Units Reported Sold | 4 | 14 | -71% | 133 | 151 | -12% |
| Sell/List Ratio | 19% | 175% | | 76% | 83% | |
| Reported Sales Dollars | \$734,400 | \$2,631,200 | -72% | \$28,964,595 | \$26,516,051 | 9% |
| Average Sell Price / Unit | \$183,600 | \$187,943 | -2% | \$217,779 | \$175,603 | 24% |
| Median Sell Price | \$192,500 | | | \$241,500 | | |
| Sell Price / List Price | 82% | 106% | | 103% | 99% | |
| Days to Sell | 70 | 148 | -53% | 98 | 185 | -47% |
| Active Listings | 46 | 60 | | | | |
| Single Family | | | | | | |
| Units Listed | 202 | 184 | 10% | 2,196 | 2,112 | 4% |
| Units Reported Sold | 152 | 157 | -3% | 1,524 | 1,712 | -11% |
| Sell/List Ratio | 75% | 85% | | 69% | 81% | |
| Reported Sales Dollars | \$80,011,608 | \$75,107,208 | 7% | \$773,158,264 | \$744,914,116 | 4% |
| Average Sell Price / Unit | \$526,392 | \$478,390 | 10% | \$507,322 | \$435,113 | 17% |
| Median Sell Price | \$489,252 | | | \$478,300 | | |
| Sell Price / List Price | 67,072% | 98% | | 6,779% | 98% | |
| Days to Sell | 25 | 24 | 6% | 23 | 33 | -31% |
| Active Listings | 323 | 237 | | | | |
| Condos (Apt) | | | | | | |
| Units Listed | 54 | 39 | 38% | 447 | 476 | -6% |
| Units Reported Sold | 28 | 30 | -7% | 366 | 400 | -8% |
| Sell/List Ratio | 52% | 77% | | 82% | 84% | |
| Reported Sales Dollars | \$9,145,100 | \$8,139,260 | 12% | \$94,116,887 | \$93,876,608 | 0% |
| Average Sell Price / Unit | \$326,611 | \$271,309 | 20% | \$257,150 | \$234,692 | 10% |
| Median Sell Price | \$289,000 | | | \$233,000 | | |
| Sell Price / List Price | 97% | 97% | | 99% | 98% | |
| Days to Sell | 20 | 42 | -52% | 23 | 87 | -73% |
| Active Listings | 64 | 67 | | | | |
| Condos (Patio) | | | | | | |
| Units Listed | 4 | 1 | 300% | 73 | 84 | -13% |
| Units Reported Sold | 5 | 3 | 67% | 58 | 72 | -19% |
| Sell/List Ratio | 125% | 300% | | 79% | 86% | |
| Reported Sales Dollars | \$2,425,100 | \$1,048,900 | 131% | \$23,103,500 | \$21,087,257 | 10% |
| Average Sell Price / Unit | \$485,020 | \$349,633 | 39% | \$398,336 | \$292,879 | 36% |
| Median Sell Price | \$519,900 | | | \$379,900 | | |
| Sell Price / List Price | 101% | 100% | | 101% | 98% | |
| Days to Sell | 61 | 21 | 194% | 26 | 24 | 8% |
| Active Listings | 12 | 9 | | | | |
| Condos (Twnhse) | | | | | | |
| Units Listed | 28 | 23 | 22% | 296 | 354 | -16% |
| Units Reported Sold | 23 | 27 | -15% | 266 | 276 | -4% |
| Sell/List Ratio | 82% | 117% | | 90% | 78% | |
| Reported Sales Dollars | \$7,901,700 | \$7,666,394 | 3% | \$81,206,000 | \$75,093,896 | 8% |
| Average Sell Price / Unit | \$343,552 | \$283,941 | 21% | \$305,286 | \$272,079 | 12% |
| Median Sell Price | \$325,000 | | | \$289,900 | | |
| Sell Price / List Price | 100% | 98% | | 100% | 98% | |
| Days to Sell | 37 | 23 | 63% | 28 | 37 | -24% |
| Active Listings | 51 | 55 | | | | |

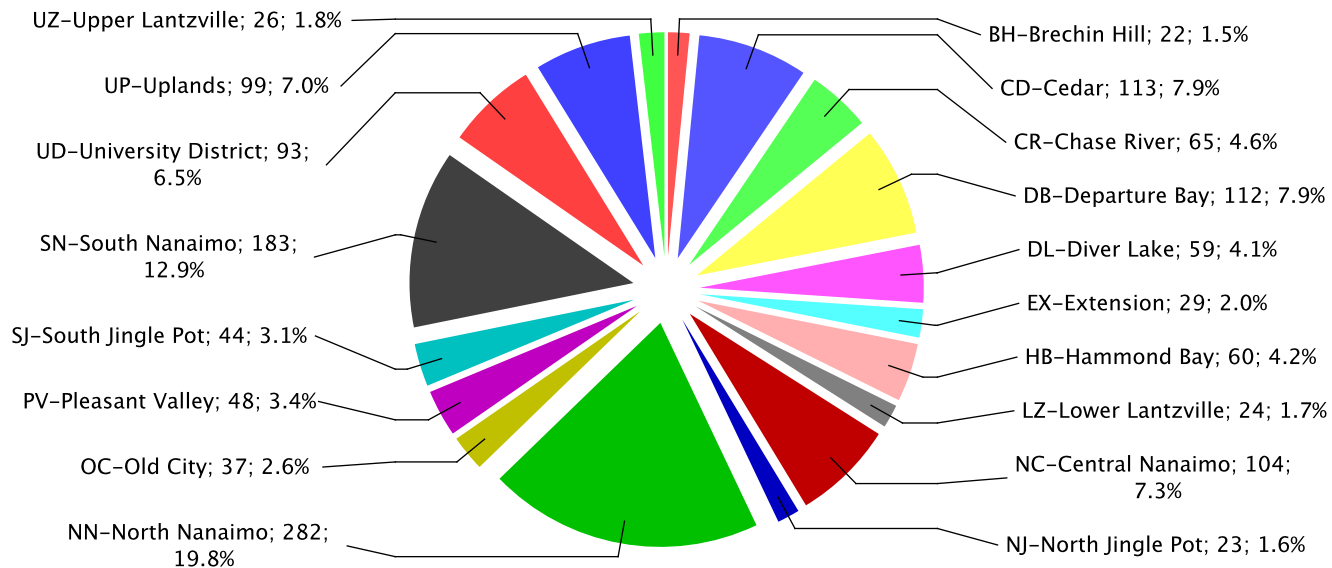
PLEASE NOTE: SINGLE FAMILY property does NOT INCLUDE acreage with house, condominiums, duplex/triplex, mobile homes/on pad, single family waterfront or single family strata. **LOTS** do NOT INCLUDE acreage or waterfront acreage.

MLS® Single Family Sales Analysis

Unconditional Sales from January 1 to Sep 30, 2017

| | 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 | 1 | 4 | 4 | 5 | 5 | 0 | 1 | 0 | 0 | 1 | 22 |
| CD-Cedar | 0 | 1 | 5 | 10 | 3 | 7 | 13 | 13 | 23 | 18 | 10 | 4 | 0 | 6 | 113 |
| CR-Chase River | 0 | 0 | 0 | 1 | 0 | 9 | 17 | 12 | 21 | 5 | 0 | 0 | 0 | 0 | 65 |
| DB-Departure Bay | 0 | 0 | 0 | 0 | 5 | 8 | 24 | 23 | 25 | 13 | 9 | 3 | 0 | 2 | 112 |
| DL-Diver Lake | 0 | 0 | 0 | 3 | 9 | 4 | 16 | 14 | 7 | 4 | 1 | 0 | 1 | 0 | 59 |
| EX-Extension | 0 | 2 | 3 | 3 | 2 | 3 | 5 | 1 | 5 | 3 | 1 | 0 | 0 | 1 | 29 |
| HB-Hammond Bay | 0 | 0 | 0 | 1 | 0 | 0 | 2 | 7 | 16 | 13 | 4 | 6 | 2 | 9 | 60 |
| LZ-Lower Lantzville | 0 | 0 | 0 | 0 | 1 | 0 | 2 | 2 | 2 | 3 | 5 | 1 | 4 | 4 | 24 |
| NC-Central Nanaimo | 0 | 0 | 2 | 6 | 28 | 24 | 28 | 9 | 6 | 1 | 0 | 0 | 0 | 0 | 104 |
| NJ-North Jingle Pot | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 5 | 6 | 2 | 3 | 2 | 5 | 23 |
| NN-North Nanaimo | 0 | 0 | 0 | 2 | 5 | 5 | 16 | 29 | 66 | 55 | 42 | 30 | 7 | 25 | 282 |
| OC-Old City | 0 | 0 | 1 | 9 | 5 | 6 | 6 | 3 | 6 | 1 | 0 | 0 | 0 | 0 | 37 |
| PV-Pleasant Valley | 0 | 0 | 0 | 3 | 0 | 7 | 13 | 9 | 8 | 2 | 3 | 1 | 0 | 2 | 48 |
| SJ-South Jingle Pot | 0 | 1 | 1 | 0 | 0 | 3 | 4 | 6 | 9 | 15 | 2 | 3 | 0 | 0 | 44 |
| SN-South Nanaimo | 1 | 1 | 9 | 13 | 27 | 30 | 33 | 24 | 37 | 7 | 0 | 0 | 0 | 1 | 183 |
| UD-University District | 0 | 0 | 0 | 3 | 13 | 16 | 17 | 8 | 21 | 12 | 2 | 1 | 0 | 0 | 93 |
| UP-Uplands | 0 | 0 | 0 | 1 | 9 | 24 | 22 | 15 | 14 | 7 | 4 | 2 | 0 | 1 | 99 |
| UZ-Upper Lantzville | 0 | 0 | 0 | 0 | 1 | 2 | 4 | 7 | 5 | 3 | 1 | 2 | 0 | 1 | 26 |
| Zone 4 TOTALS | 1 | 5 | 21 | 56 | 109 | 152 | 226 | 187 | 281 | 168 | 87 | 56 | 16 | 58 | 1,423 |

Nanaimo - Single Family Sales by Subarea



Total Unconditional Sales January 1 to September 30, 2017 = 1,423

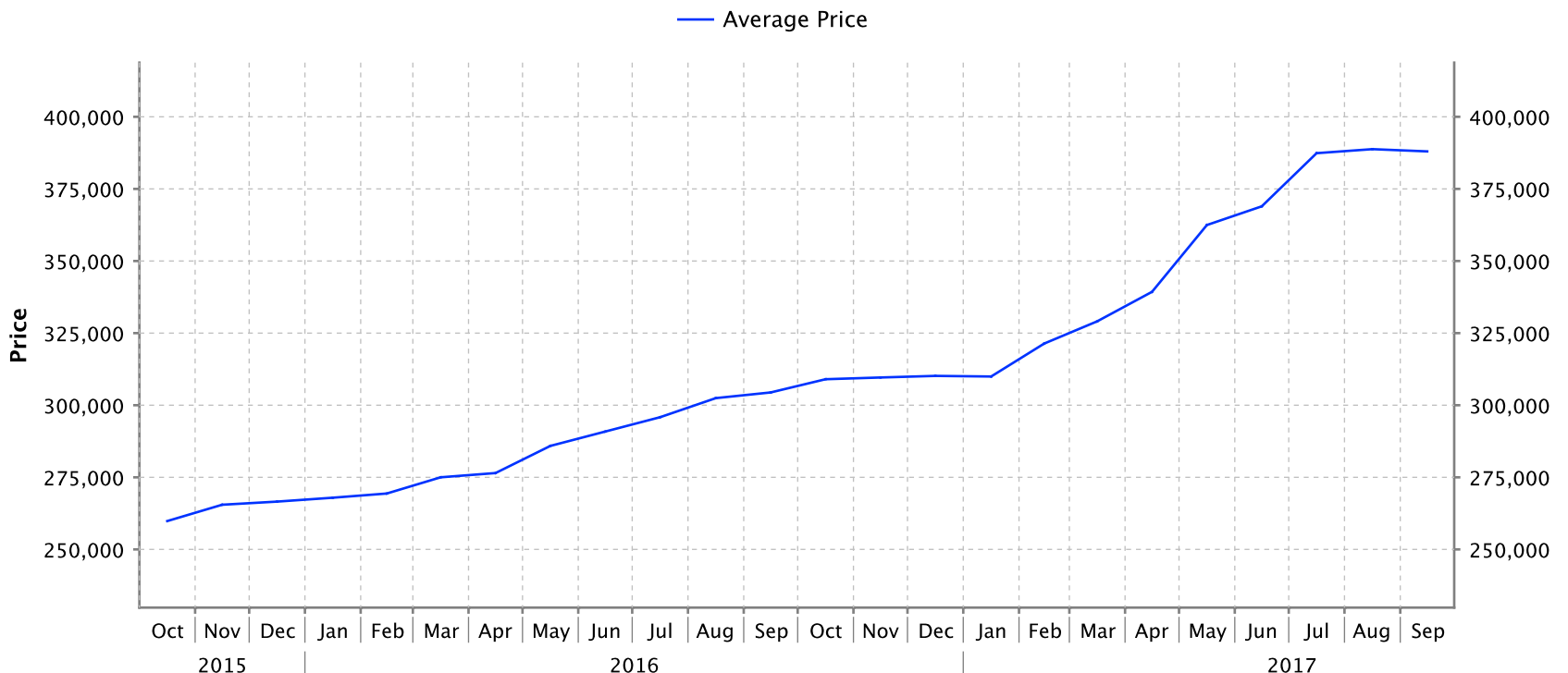
GABRIOLA ISLAND

Comparative Activity by Property Type

| | Current Month | | | 12 Months to Date | | |
|---------------------------|---------------|-----------|----------|-------------------|--------------|----------|
| | This Year | Last Year | % Change | This Year | Last Year | % Change |
| Lots | | | | | | |
| Units Listed | 1 | 4 | -75% | 42 | 34 | 24% |
| Units Reported Sold | 2 | 1 | 100% | 30 | 28 | 7% |
| Sell/List Ratio | 200% | 25% | | 71% | 82% | |
| Reported Sales Dollars | \$209,000 | \$69,000 | 203% | \$3,060,600 | \$2,261,000 | 35% |
| Average Sell Price / Unit | \$104,500 | \$69,000 | 51% | \$102,020 | \$80,750 | 26% |
| Median Sell Price | \$120,000 | | | \$98,000 | | |
| Sell Price / List Price | 97% | 78% | | 94% | 92% | |
| Days to Sell | 252 | 42 | 500% | 92 | 131 | -29% |
| Active Listings | 19 | 14 | | | | |
| Single Family | | | | | | |
| Units Listed | 4 | 9 | -56% | 73 | 93 | -22% |
| Units Reported Sold | 4 | 2 | 100% | 70 | 82 | -15% |
| Sell/List Ratio | 100% | 22% | | 96% | 88% | |
| Reported Sales Dollars | \$1,460,000 | \$737,000 | 98% | \$27,160,186 | \$24,962,630 | 9% |
| Average Sell Price / Unit | \$365,000 | \$368,500 | -1% | \$388,003 | \$304,422 | 27% |
| Median Sell Price | \$475,000 | | | \$339,000 | | |
| Sell Price / List Price | 101% | 99% | | 98% | 97% | |
| Days to Sell | 36 | 104 | -65% | 52 | 85 | -39% |
| Active Listings | 13 | 21 | | | | |

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



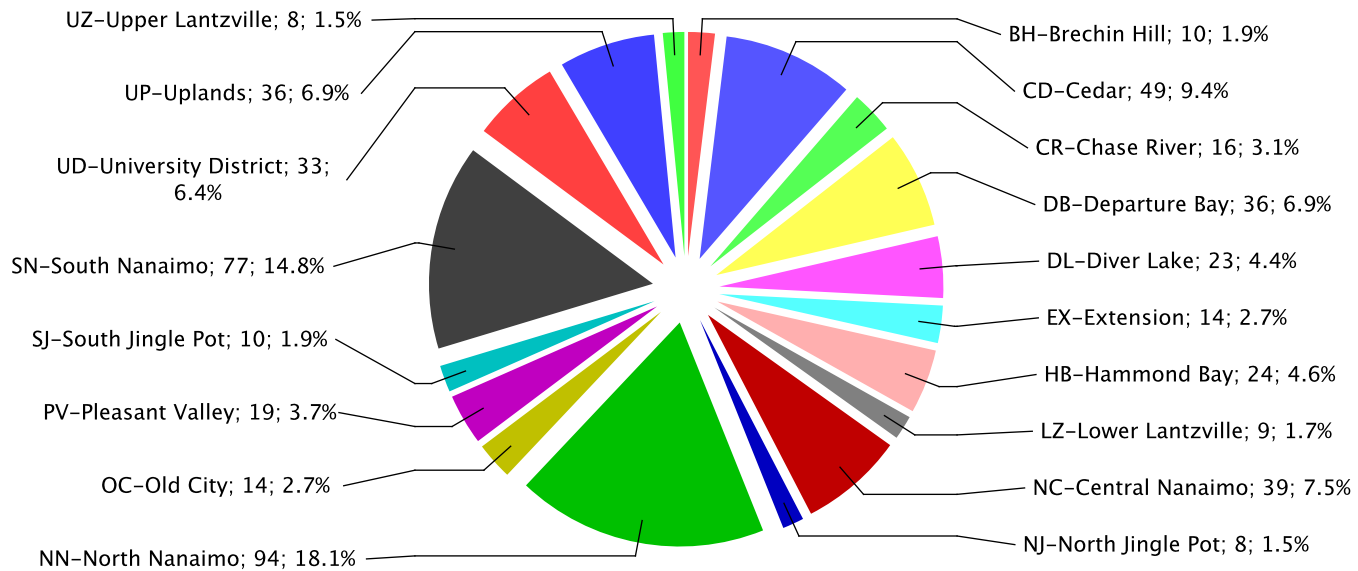
3rd Quarter 2017

MLS® Single Family Sales Analysis

Unconditional Sales from July 1 to Sep 30, 2017

| | 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 | 1 | 1 | 1 | 2 | 3 | 0 | 0 | 0 | 0 | 1 | 10 |
| CD-Cedar | 0 | 1 | 3 | 4 | 2 | 1 | 4 | 6 | 8 | 10 | 4 | 3 | 0 | 3 | 49 |
| CR-Chase River | 0 | 0 | 0 | 1 | 0 | 2 | 1 | 2 | 8 | 2 | 0 | 0 | 0 | 0 | 16 |
| DB-Departure Bay | 0 | 0 | 0 | 0 | 3 | 0 | 8 | 8 | 7 | 7 | 1 | 2 | 0 | 0 | 36 |
| DL-Diver Lake | 0 | 0 | 0 | 1 | 4 | 0 | 6 | 6 | 4 | 2 | 0 | 0 | 0 | 0 | 23 |
| EX-Extension | 0 | 2 | 0 | 1 | 0 | 2 | 3 | 1 | 2 | 1 | 1 | 0 | 0 | 1 | 14 |
| HB-Hammond Bay | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3 | 6 | 4 | 3 | 4 | 1 | 3 | 24 |
| LZ-Lower Lantzville | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 2 | 0 | 0 | 1 | 0 | 1 | 4 | 9 |
| NC-Central Nanaimo | 0 | 0 | 0 | 0 | 12 | 6 | 11 | 6 | 4 | 0 | 0 | 0 | 0 | 0 | 39 |
| NJ-North Jingle Pot | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 | 2 | 1 | 1 | 1 | 1 | 8 |
| NN-North Nanaimo | 0 | 0 | 0 | 0 | 2 | 1 | 5 | 9 | 19 | 18 | 16 | 11 | 1 | 12 | 94 |
| OC-Old City | 0 | 0 | 0 | 4 | 2 | 3 | 1 | 0 | 3 | 1 | 0 | 0 | 0 | 0 | 14 |
| PV-Pleasant Valley | 0 | 0 | 0 | 2 | 0 | 3 | 3 | 5 | 1 | 1 | 2 | 0 | 0 | 2 | 19 |
| SJ-South Jingle Pot | 0 | 0 | 0 | 0 | 0 | 2 | 0 | 1 | 2 | 4 | 0 | 1 | 0 | 0 | 10 |
| SN-South Nanaimo | 0 | 0 | 2 | 8 | 16 | 11 | 13 | 8 | 14 | 5 | 0 | 0 | 0 | 0 | 77 |
| UD-University District | 0 | 0 | 0 | 1 | 4 | 5 | 7 | 2 | 5 | 6 | 2 | 1 | 0 | 0 | 33 |
| UP-Uplands | 0 | 0 | 0 | 0 | 3 | 7 | 7 | 7 | 4 | 2 | 4 | 1 | 0 | 1 | 36 |
| UZ-Upper Lantzville | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 3 | 1 | 0 | 0 | 1 | 0 | 1 | 8 |
| Zone 4 TOTALS | 0 | 3 | 5 | 23 | 50 | 45 | 71 | 71 | 93 | 65 | 35 | 25 | 4 | 29 | 519 |

Nanaimo - Single Family Sales by Subarea



Total Unconditional Sales July 1 to September 30, 2017 = 519