

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

May, 2013

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	17	10	70%	112	118	-5%	50	47	6%
Units Reported Sold	5	3	67%	50	44	14%	16	18	-11%
Sell / List Ratio	29%	30%		45%	37%		32%	38%	
Reported Sales Dollars	\$1,701,888	\$997,000	71%	\$16,985,188	\$15,654,250	9%	\$6,430,388	\$6,385,000	1%
Average Sell Price / Unit	\$340,378	\$332,333	2%	\$339,704	\$355,778	-5%	\$401,899	\$354,722	13%
Median Sell Price	\$337,000			\$326,000			\$385,000		
Sell Price / List Price	100%	97%		94%	94%		97%	95%	
Days to Sell	44	44	0%	64	68	-6%	44	56	-21%
Active Listings	39	38							
<b>Single Family (Acreage) - Z4 Cedar</b>									
Units Listed	8	5	60%	56	66	-15%	25	27	-7%
Units Reported Sold	3	2	50%	20	23	-13%	7	6	17%
Sell / List Ratio	38%	40%		36%	35%		28%	22%	
Reported Sales Dollars	\$1,402,500	\$1,230,100	14%	\$12,354,500	\$9,790,250	26%	\$3,536,000	\$3,100,000	14%
Average Sell Price / Unit	\$467,500	\$615,050	-24%	\$617,725	\$425,663	45%	\$505,143	\$516,667	-2%
Median Sell Price	\$455,000			\$547,000			\$473,000		
Sell Price / List Price	94%	90%		94%	92%		95%	92%	
Days to Sell	37	182	-80%	57	87	-34%	36	111	-67%
Active Listings	26	28							
<b>Single Family (Waterfront) - Z4 Cedar</b>									
Units Listed	2	1	100%	19	17	12%	6	11	-45%
Units Reported Sold	0	1	-100%	5	7	-29%	2	3	-33%
Sell / List Ratio	0%	100%		26%	41%		33%	27%	
Reported Sales Dollars	\$0	\$1,395,000	-100%	\$3,322,300	\$5,004,700	-34%	\$1,259,000	\$2,854,500	-56%
Average Sell Price / Unit		\$1,395,000		\$664,460	\$714,957	-7%	\$629,500	\$951,500	-34%
Median Sell Price				\$665,000			\$719,000		
Sell Price / List Price		93%		90%	94%		94%	93%	
Days to Sell		81		72	71	1%	140	34	316%
Active Listings	6	8							
<b>Single Family (Strata) - Z4 Cedar</b>									
Units Listed	0	0		1	0		1	0	
Units Reported Sold	0	0		0	1	-100%	0	0	
Sell / List Ratio				0%			0%		
Reported Sales Dollars	\$0	\$0		\$0	\$400,500	-100%	\$0	\$0	
Average Sell Price / Unit					\$400,500				
Median Sell Price									
Sell Price / List Price					87%				
Days to Sell					69				
Active Listings	1	0							

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<b>Single Family (Modular/Prefab) - Z4 Cedar</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	1	0							
<b>Condo (Apartment) - Z4 Cedar</b>									
Units Listed	1	0		1	2	-50%	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	1							
<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		4	6	-33%	2	4	-50%
Units Reported Sold	0	0		1	0		1	0	
Sell / List Ratio				25%	0%		50%	0%	
Reported Sales Dollars	\$0	\$0		\$261,000	\$0		\$261,000	\$0	
Average Sell Price / Unit				\$261,000			\$261,000		
Median Sell Price				\$261,000			\$261,000		
Sell Price / List Price				90%			90%		
Days to Sell				9			9		
Active Listings	1	5							

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May, 2013

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 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		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 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	4	0%	2	3	-33%
Units Reported Sold	0	0		2	2	0%	0	1	-100%
Sell / List Ratio		0%		50%	50%		0%	33%	
Reported Sales Dollars	\$0	\$0		\$41,500	\$47,500	-13%	\$0	\$22,000	-100%
Average Sell Price / Unit				\$20,750	\$23,750	-13%		\$22,000	
Median Sell Price				\$39,000					
Sell Price / List Price				51%	65%			67%	
Days to Sell				155	227	-32%		351	
Active Listings	1	3							

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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		2	4	-50%	1	3	-67%
Units Reported Sold	0	0		1	0		0	0	
Sell / List Ratio	0%			50%	0%		0%	0%	
Reported Sales Dollars	\$0	\$0		\$320,000	\$0		\$0	\$0	
Average Sell Price / Unit				\$320,000					
Median Sell Price				\$320,000					
Sell Price / List Price				91%					
Days to Sell				69					
Active Listings	1	1							
<b>Lots - Z4 Cedar</b>									
Units Listed	0	1	-100%	56	6	833%	20	1	1900%
Units Reported Sold	0	0		1	1	0%	1	1	0%
Sell / List Ratio		0%		2%	17%		5%	100%	
Reported Sales Dollars	\$0	\$0		\$125,000	\$120,000	4%	\$125,000	\$120,000	4%
Average Sell Price / Unit				\$125,000	\$120,000	4%	\$125,000	\$120,000	4%
Median Sell Price				\$125,000			\$125,000		
Sell Price / List Price				86%	73%		86%	73%	
Days to Sell				181	25	624%	181	25	624%
Active Listings	30	1							
<b>Lots (Strata) - 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>Lots (Waterfront) - Z4 Cedar</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							

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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	2	8	-75%	46	39	18%	21	20	5%
Units Reported Sold	1	1	0%	2	7	-71%	1	1	0%
Sell / List Ratio	50%	12%		4%	18%		5%	5%	
Reported Sales Dollars	\$235,000	\$175,000	34%	\$360,000	\$1,668,000	-78%	\$235,000	\$175,000	34%
Average Sell Price / Unit	\$235,000	\$175,000	34%	\$180,000	\$238,286	-24%	\$235,000	\$175,000	34%
Median Sell Price	\$235,000			\$235,000			\$235,000		
Sell Price / List Price	94%	81%		82%	90%		94%	81%	
Days to Sell	11	245	-96%	139	74	88%	11	245	-96%
Active Listings	26	25							
<b>Acreage (Waterfront) - Z4 Cedar</b>									
Units Listed	1	1	0%	4	5	-20%	2	2	0%
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio	0%	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	2							
<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		1	2	-50%	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							

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<b>ICI (Industrial) - Z4 Cedar</b>									
Units Listed	0	2	-100%	6	7	-14%	2	4	-50%
Units Reported Sold	0	0		1	0		0	0	
Sell / List Ratio		0%		17%	0%		0%	0%	
Reported Sales Dollars	\$0	\$0		\$520,000	\$0		\$0	\$0	
Average Sell Price / Unit				\$520,000					
Median Sell Price				\$520,000					
Sell Price / List Price				90%					
Days to Sell				54					
Active Listings	3	6							
<b>ICI (Miscellaneous) - Z4 Cedar</b>									
Units Listed	1	2	-50%	7	4	75%	4	3	33%
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio	0%	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	3	3							
<b>ICI (Multi-Family) - Z4 Cedar</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 (Leases) - Z4 Cedar</b>									
Units Listed	0	0		8	2	300%	8	1	700%
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	8	2							

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May, 2013

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 Cedar</b>									
Units Listed	33	31	6%	329	283	16%	145	129	12%
Units Reported Sold	9	7	29%	83	85	-2%	28	30	-7%
Sell / List Ratio	27%	23%		25%	30%		19%	23%	
Reported Sales Dollars	\$3,339,388	\$3,797,100	-12%	\$34,289,488	\$32,685,200	5%	\$11,846,388	\$12,656,500	-6%
Average Sell Price / Unit	\$371,043	\$542,443	-32%	\$413,126	\$384,532	7%	\$423,085	\$421,883	0%
Median Sell Price	\$400,500			\$362,000			\$407,500		
Sell Price / List Price	97%	92%		92%	92%		96%	92%	
Days to Sell	38	118	-67%	68	77	-13%	51	80	-35%
Active Listings	148	125							

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<b>Single Family (Not Acreage/Waterfront/Strata/Mod/Pre) - Z4 Central Nanaimo</b>									
Units Listed	24	23	4%	169	182	-7%	94	83	13%
Units Reported Sold	14	8	75%	74	92	-20%	36	47	-23%
Sell / List Ratio	58%	35%		44%	51%		38%	57%	
Reported Sales Dollars	\$3,788,610	\$2,181,000	74%	\$19,567,199	\$25,205,718	-22%	\$9,656,710	\$12,924,668	-25%
Average Sell Price / Unit	\$270,615	\$272,625	-1%	\$264,422	\$273,975	-3%	\$268,242	\$274,993	-2%
Median Sell Price	\$290,000			\$269,000			\$278,000		
Sell Price / List Price	99%	96%		95%	94%		97%	95%	
Days to Sell	31	38	-17%	40	46	-13%	33	44	-25%
Active Listings	53	43							
<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	3	-33%	0	1	-100%
Units Reported Sold	1	0		2	2	0%	1	1	0%
Sell / List Ratio				100%	67%			100%	
Reported Sales Dollars	\$339,354	\$0		\$595,465	\$676,000	-12%	\$339,354	\$341,000	-0%
Average Sell Price / Unit	\$339,354			\$297,732	\$338,000	-12%	\$339,354	\$341,000	-0%
Median Sell Price	\$339,354			\$339,354			\$339,354		
Sell Price / List Price	97%			99%	97%		97%	99%	
Days to Sell	252			143	182	-22%	252	124	103%
Active Listings	0	1							
<b>Single Family (Strata) - Z4 Central Nanaimo</b>									
Units Listed	0	0		3	2	50%	1	2	-50%
Units Reported Sold	0	0		1	0		1	0	
Sell / List Ratio				33%	0%		100%	0%	
Reported Sales Dollars	\$0	\$0		\$265,000	\$0		\$265,000	\$0	
Average Sell Price / Unit				\$265,000			\$265,000		
Median Sell Price				\$265,000			\$265,000		
Sell Price / List Price				95%			95%		
Days to Sell				60			60		
Active Listings	2	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	11	14	-21%	117	174	-33%	52	90	-42%
Units Reported Sold	2	4	-50%	33	41	-20%	11	23	-52%
Sell / List Ratio	18%	29%		28%	24%		21%	26%	
Reported Sales Dollars	\$147,500	\$502,000	-71%	\$4,292,500	\$5,966,500	-28%	\$1,125,100	\$3,239,800	-65%
Average Sell Price / Unit	\$73,750	\$125,500	-41%	\$130,076	\$145,524	-11%	\$102,282	\$140,861	-27%
Median Sell Price	\$76,500			\$115,000			\$90,000		
Sell Price / List Price	96%	93%		93%	93%		92%	94%	
Days to Sell	42	122	-66%	54	62	-13%	53	70	-24%
Active Listings	41	68							
<b>Condo (Patio Home) - Z4 Central Nanaimo</b>									
Units Listed	0	2	-100%	6	10	-40%	1	5	-80%
Units Reported Sold	1	0		4	1	300%	3	0	
Sell / List Ratio		0%		67%	10%		300%	0%	
Reported Sales Dollars	\$153,500	\$0		\$553,400	\$142,000	290%	\$456,400	\$0	
Average Sell Price / Unit	\$153,500			\$138,350	\$142,000	-3%	\$152,133		
Median Sell Price	\$153,500			\$153,500			\$153,500		
Sell Price / List Price	93%			93%	95%		91%		
Days to Sell	65			140	8	1650%	182		
Active Listings	1	2							
<b>Condo (Townhouse) - Z4 Central Nanaimo</b>									
Units Listed	4	6	-33%	53	73	-27%	28	38	-26%
Units Reported Sold	3	3	0%	26	21	24%	20	11	82%
Sell / List Ratio	75%	50%		49%	29%		71%	29%	
Reported Sales Dollars	\$538,000	\$429,000	25%	\$5,824,320	\$4,063,531	43%	\$4,566,420	\$2,066,900	121%
Average Sell Price / Unit	\$179,333	\$143,000	25%	\$224,012	\$193,501	16%	\$228,321	\$187,900	22%
Median Sell Price	\$213,000			\$220,000			\$220,000		
Sell Price / List Price	96%	97%		130%	96%		141%	97%	
Days to Sell	26	23	12%	46	37	24%	39	43	-9%
Active Listings	14	30							

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<b>Half Duplex - Z4 Central Nanaimo</b>									
Units Listed	5	0		13	12	8%	8	8	0%
Units Reported Sold	1	0		6	7	-14%	1	3	-67%
Sell / List Ratio	20%			46%	58%		12%	38%	
Reported Sales Dollars	\$313,688	\$0		\$1,634,291	\$1,826,289	-11%	\$313,688	\$778,589	-60%
Average Sell Price / Unit	\$313,688			\$272,382	\$260,898	4%	\$313,688	\$259,530	21%
Median Sell Price	\$313,688			\$259,899			\$313,688		
Sell Price / List Price	97%			98%	96%		97%	97%	
Days to Sell	275			152	92	65%	275	81	241%
Active Listings	9	5							
<b>Full Duplex - Z4 Central Nanaimo</b>									
Units Listed	0	1	-100%	8	11	-27%	5	6	-17%
Units Reported Sold	0	0		1	1	0%	1	0	
Sell / List Ratio		0%		12%	9%		20%	0%	
Reported Sales Dollars	\$0	\$0		\$375,000	\$337,000	11%	\$375,000	\$0	
Average Sell Price / Unit				\$375,000	\$337,000	11%	\$375,000		
Median Sell Price				\$375,000			\$375,000		
Sell Price / List Price				99%	96%		99%		
Days to Sell				2	67	-97%	2		
Active Listings	3	6							
<b>Triplex/Fourplex - Z4 Central Nanaimo</b>									
Units Listed	0	0		0	3	-100%	0	1	-100%
Units Reported Sold	0	0		0	2	-100%	0	1	-100%
Sell / List Ratio					67%			100%	
Reported Sales Dollars	\$0	\$0		\$0	\$939,000	-100%	\$0	\$474,000	-100%
Average Sell Price / Unit					\$469,500			\$474,000	
Median Sell Price									
Sell Price / List Price					96%			99%	
Days to Sell					20			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**

May, 2013

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	0		3	4	-25%	1	3	-67%
Units Reported Sold	0	0		2	2	0%	2	2	0%
Sell / List Ratio				67%	50%		200%	67%	
Reported Sales Dollars	\$0	\$0		\$116,000	\$368,288	-69%	\$116,000	\$368,288	-69%
Average Sell Price / Unit				\$58,000	\$184,144	-69%	\$58,000	\$184,144	-69%
Median Sell Price				\$110,000			\$110,000		
Sell Price / List Price				91%	89%		91%	89%	
Days to Sell				10	11	-5%	10	11	-5%
Active Listings	1	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

May, 2013

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	1	0%	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>Acreage (Waterfront) - Z4 Central Nanaimo</b>									
Units Listed	0	0		2	1	100%	0	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 Central Nanaimo</b>									
Units Listed	1	2	-50%	12	15	-20%	7	9	-22%
Units Reported Sold	0	0		3	2	50%	1	2	-50%
Sell / List Ratio	0%	0%		25%	13%		14%	22%	
Reported Sales Dollars	\$0	\$0		\$1,477,000	\$73,000	1923%	\$800,000	\$73,000	996%
Average Sell Price / Unit				\$492,333	\$36,500	1249%	\$800,000	\$36,500	2092%
Median Sell Price				\$650,000			\$800,000		
Sell Price / List Price				82%	72%		107%	72%	
Days to Sell				43	161	-73%	22	161	-86%
Active Listings	4	10							
<b>ICI (Commercial) - Z4 Central Nanaimo</b>									
Units Listed	2	1	100%	25	8	212%	13	4	225%
Units Reported Sold	1	0		2	6	-67%	1	2	-50%
Sell / List Ratio	50%	0%		8%	75%		8%	50%	
Reported Sales Dollars	\$370,000	\$0		\$1,170,000	\$4,922,944	-76%	\$370,000	\$941,931	-61%
Average Sell Price / Unit	\$370,000			\$585,000	\$820,491	-29%	\$370,000	\$470,966	-21%
Median Sell Price	\$370,000			\$800,000			\$370,000		
Sell Price / List Price	93%			96%	203071%		93%	609041%	
Days to Sell	48			36	328	-89%	48	703	-93%
Active Listings	14	6							

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

May, 2013

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	1	1	0%	3	12	-75%	2	6	-67%
Units Reported Sold	0	3	-100%	5	15	-67%	0	9	-100%
Sell / List Ratio	0%	300%		167%	125%		0%	150%	
Reported Sales Dollars	\$0	\$908,000	-100%	\$1,774,000	\$4,997,000	-64%	\$0	\$2,772,000	-100%
Average Sell Price / Unit		\$302,667		\$354,800	\$333,133	7%		\$308,000	
Median Sell Price				\$215,000					
Sell Price / List Price		97%		94%	93%			94%	
Days to Sell		471		373	283	32%		360	
Active Listings	11	16							
<b>ICI (Miscellaneous) - Z4 Central Nanaimo</b>									
Units Listed	0	0		6	9	-33%	3	4	-25%
Units Reported Sold	0	0		0	1	-100%	0	1	-100%
Sell / List Ratio				0%	11%		0%	25%	
Reported Sales Dollars	\$0	\$0		\$0	\$347,000	-100%	\$0	\$347,000	-100%
Average Sell Price / Unit					\$347,000			\$347,000	
Median Sell Price									
Sell Price / List Price					96%			96%	
Days to Sell					125			125	
Active Listings	2	5							
<b>ICI (Multi-Family) - Z4 Central Nanaimo</b>									
Units Listed	1	0		11	10	10%	4	5	-20%
Units Reported Sold	0	0		1	2	-50%	0	1	-100%
Sell / List Ratio	0%			9%	20%		0%	20%	
Reported Sales Dollars	\$0	\$0		\$5,512,000	\$9,612,000	-43%	\$0	\$2,112,000	-100%
Average Sell Price / Unit				\$5,512,000	\$4,806,000	15%		\$2,112,000	
Median Sell Price				\$5,512,000					
Sell Price / List Price				93%	94%			94%	
Days to Sell				20	25	-20%		28	
Active Listings	5	3							
<b>ICI (Leases) - Z4 Central Nanaimo</b>									
Units Listed	7	1	600%	54	37	46%	17	18	-6%
Units Reported Sold	0	1	-100%	7	7	0%	0	2	-100%
Sell / List Ratio	0%	100%		13%	19%		0%	11%	
Reported Sales Dollars	\$0	\$8,238	-100%	\$558,320	\$525,624	6%	\$0	\$155,838	-100%
Average Sell Price / Unit		\$8,238		\$79,760	\$75,089	6%		\$77,919	
Median Sell Price				\$49,500					
Sell Price / List Price		100%		100%	100%			100%	
Days to Sell		71		174	237	-27%		62	
Active Listings	38	38							

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

May, 2013

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	56	51	10%	488	567	-14%	236	284	-17%
Units Reported Sold	23	19	21%	167	202	-17%	78	105	-26%
Sell / List Ratio	41%	37%		34%	36%		33%	37%	
Reported Sales Dollars	\$5,650,652	\$4,028,238	40%	\$43,714,495	\$60,001,894	-27%	\$18,383,672	\$26,595,014	-31%
Average Sell Price / Unit	\$245,681	\$212,013	16%	\$261,763	\$297,039	-12%	\$235,688	\$253,286	-7%
Median Sell Price	\$251,500			\$226,000			\$250,000		
Sell Price / List Price	97%	96%		100%	6123%		107%	11694%	
Days to Sell	54	123	-56%	66	84	-21%	49	93	-48%
Active Listings	199	237							

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

May, 2013

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	21	14	50%	121	116	4%	66	57	16%
Units Reported Sold	6	6	0%	59	54	9%	17	16	6%
Sell / List Ratio	29%	43%		49%	47%		26%	28%	
Reported Sales Dollars	\$2,261,131	\$2,199,500	3%	\$20,451,199	\$19,579,004	4%	\$6,001,697	\$5,719,000	5%
Average Sell Price / Unit	\$376,855	\$366,583	3%	\$346,630	\$362,574	-4%	\$353,041	\$357,438	-1%
Median Sell Price	\$373,331			\$345,000			\$361,000		
Sell Price / List Price	100%	97%		96%	97%		97%	95%	
Days to Sell	85	34	146%	61	56	9%	85	49	72%
Active Listings	47	43							
<b>Single Family (Acreage) - Z4 Chase River</b>									
Units Listed	0	1	-100%	1	4	-75%	0	3	-100%
Units Reported Sold	0	0		2	1	100%	0	0	
Sell / List Ratio		0%		200%	25%			0%	
Reported Sales Dollars	\$0	\$0		\$1,390,000	\$565,000	146%	\$0	\$0	
Average Sell Price / Unit				\$695,000	\$565,000	23%			
Median Sell Price				\$765,000					
Sell Price / List Price				94%	97%				
Days to Sell				80	0				
Active Listings	0	3							
<b>Single Family (Waterfront) - Z4 Chase River</b>									
Units Listed	1	0		4	0		3	0	
Units Reported Sold	1	0		1	1	0%	1	0	
Sell / List Ratio	100%			25%			33%		
Reported Sales Dollars	\$365,000	\$0		\$365,000	\$660,000	-45%	\$365,000	\$0	
Average Sell Price / Unit	\$365,000			\$365,000	\$660,000	-45%	\$365,000		
Median Sell Price	\$365,000			\$365,000			\$365,000		
Sell Price / List Price	97%			97%	73%		97%		
Days to Sell	18			18	277	-94%	18		
Active Listings	1	0							
<b>Single Family (Strata) - Z4 Chase River</b>									
Units Listed	1	0		3	0		3	0	
Units Reported Sold	2	0		2	0		2	0	
Sell / List Ratio	200%			67%			67%		
Reported Sales Dollars	\$569,454	\$0		\$569,454	\$0		\$569,454	\$0	
Average Sell Price / Unit	\$284,727			\$284,727			\$284,727		
Median Sell Price	\$294,454			\$294,454			\$294,454		
Sell Price / List Price	102%			102%			102%		
Days to Sell	120			120			120		
Active Listings	1	0							

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

May, 2013

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

May, 2013

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		2	2	0%	2	0	
Units Reported Sold	0	0		0	4	-100%	0	1	-100%
Sell / List Ratio				0%	200%		0%		
Reported Sales Dollars	\$0	\$0		\$0	\$1,129,500	-100%	\$0	\$275,000	-100%
Average Sell Price / Unit					\$282,375			\$275,000	
Median Sell Price									
Sell Price / List Price					97%			95%	
Days to Sell					41			87	
Active Listings	2	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	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>Manufactured/Mobile on Pad - Z4 Chase River</b>									
Units Listed	5	3	67%	31	35	-11%	16	15	7%
Units Reported Sold	2	2	0%	12	11	9%	4	7	-43%
Sell / List Ratio	40%	67%		39%	31%		25%	47%	
Reported Sales Dollars	\$79,400	\$115,000	-31%	\$717,100	\$630,750	14%	\$151,900	\$402,250	-62%
Average Sell Price / Unit	\$39,700	\$57,500	-31%	\$59,758	\$57,341	4%	\$37,975	\$57,464	-34%
Median Sell Price	\$51,500			\$51,500			\$42,000		
Sell Price / List Price	89%	90%		88%	86%		86%	84%	
Days to Sell	50	68	-25%	68	69	-1%	76	52	48%
Active Listings	13	10							

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

May, 2013

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		44	21	110%	42	15	180%
Units Reported Sold	0	0		2	13	-85%	1	12	-92%
Sell / List Ratio				5%	62%		2%	80%	
Reported Sales Dollars	\$0	\$0		\$299,800	\$1,735,700	-83%	\$139,900	\$1,592,700	-91%
Average Sell Price / Unit				\$149,900	\$133,515	12%	\$139,900	\$132,725	5%
Median Sell Price				\$159,900			\$139,900		
Sell Price / List Price				100%	98%		100%	98%	
Days to Sell				22	19	15%	5	17	-71%
Active Listings	36	4							
<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								
<b>Lots (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	1	0							

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

May, 2013

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	2	-100%	10	13	-23%	3	5	-40%
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	5	4							
<b>Acreage (Waterfront) - Z4 Chase River</b>									
Units Listed	0	1	-100%	1	1	0%	0	1	-100%
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	1							
<b>ICI (Business) - 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 (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

May, 2013

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	1	-100%	1	5	-80%	1	3	-67%
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	4							
<b>ICI (Multi-Family) - Z4 Chase River</b>									
Units Listed	1	0		2	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 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**

May, 2013

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	29	22	32%	222	197	13%	138	99	39%
Units Reported Sold	11	8	38%	78	84	-7%	25	36	-31%
Sell / List Ratio	38%	36%		35%	43%		18%	36%	
Reported Sales Dollars	\$3,274,985	\$2,314,500	41%	\$23,792,553	\$24,299,954	-2%	\$7,227,951	\$7,988,950	-10%
Average Sell Price / Unit	\$297,726	\$289,312	3%	\$305,033	\$289,285	5%	\$289,118	\$221,915	30%
Median Sell Price	\$345,000			\$330,000			\$337,000		
Sell Price / List Price	98%	96%		95%	95%		96%	94%	
Days to Sell	79	43	85%	63	53	18%	80	40	101%
Active Listings	108	69							

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

May, 2013

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	14	23	-39%	196	219	-11%	86	105	-18%
Units Reported Sold	13	18	-28%	98	118	-17%	56	50	12%
Sell / List Ratio	93%	78%		50%	54%		65%	48%	
Reported Sales Dollars	\$4,829,000	\$6,243,527	-23%	\$35,626,087	\$42,834,402	-17%	\$19,879,051	\$17,315,102	15%
Average Sell Price / Unit	\$371,462	\$346,863	7%	\$363,532	\$363,003	0%	\$354,983	\$346,302	3%
Median Sell Price	\$352,000			\$352,000			\$351,300		
Sell Price / List Price	95%	95%		95%	95%		95%	95%	
Days to Sell	67	44	51%	50	57	-12%	57	49	16%
Active Listings	48	59							
<b>Single Family (Acreage) - Z4 Departure Bay</b>									
Units Listed	0	1	-100%	5	5	0%	1	2	-50%
Units Reported Sold	1	0		2	0		1	0	
Sell / List Ratio		0%		40%	0%		100%	0%	
Reported Sales Dollars	\$500,000	\$0		\$819,000	\$0		\$500,000	\$0	
Average Sell Price / Unit	\$500,000			\$409,500			\$500,000		
Median Sell Price	\$500,000			\$500,000			\$500,000		
Sell Price / List Price	91%			93%			91%		
Days to Sell	28			38			28		
Active Listings	2	3							
<b>Single Family (Waterfront) - Z4 Departure Bay</b>									
Units Listed	2	1	100%	9	9	0%	4	5	-20%
Units Reported Sold	0	0		3	2	50%	1	1	0%
Sell / List Ratio	0%	0%		33%	22%		25%	20%	
Reported Sales Dollars	\$0	\$0		\$2,120,000	\$1,132,500	87%	\$890,000	\$337,500	164%
Average Sell Price / Unit				\$706,667	\$566,250	25%	\$890,000	\$337,500	164%
Median Sell Price				\$890,000			\$890,000		
Sell Price / List Price				95%	99%		96%	100%	
Days to Sell				72	14	417%	49	12	308%
Active Listings	4	4							
<b>Single Family (Strata) - Z4 Departure Bay</b>									
Units Listed	1	0		8	8	0%	4	2	100%
Units Reported Sold	0	1	-100%	6	5	20%	1	1	0%
Sell / List Ratio	0%			75%	62%		25%	50%	
Reported Sales Dollars	\$0	\$315,000	-100%	\$1,801,372	\$1,620,570	11%	\$319,000	\$315,000	1%
Average Sell Price / Unit		\$315,000		\$300,229	\$324,114	-7%	\$319,000	\$315,000	1%
Median Sell Price				\$319,000			\$319,000		
Sell Price / List Price		98%		97%	98%		99%	98%	
Days to Sell		29		72	273	-74%	35	29	21%
Active Listings	3	6							

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

May, 2013

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	3	2	50%	24	28	-14%	10	8	25%
Units Reported Sold	0	1	-100%	5	12	-58%	2	6	-67%
Sell / List Ratio	0%	50%		21%	43%		20%	75%	
Reported Sales Dollars	\$0	\$254,000	-100%	\$1,057,800	\$3,234,000	-67%	\$465,800	\$1,551,000	-70%
Average Sell Price / Unit		\$254,000		\$211,560	\$269,500	-21%	\$232,900	\$258,500	-10%
Median Sell Price				\$224,500			\$241,300		
Sell Price / List Price		94%		94%	93%		95%	94%	
Days to Sell		12		62	102	-39%	73	70	5%
Active Listings	9	4							
<b>Condo (Patio Home) - Z4 Departure Bay</b>									
Units Listed	0	1	-100%	3	5	-40%	1	1	0%
Units Reported Sold	0	0		2	4	-50%	1	1	0%
Sell / List Ratio		0%		67%	80%		100%	100%	
Reported Sales Dollars	\$0	\$0		\$528,100	\$988,000	-47%	\$231,200	\$290,000	-20%
Average Sell Price / Unit				\$264,050	\$247,000	7%	\$231,200	\$290,000	-20%
Median Sell Price				\$296,900			\$231,200		
Sell Price / List Price				99%	90%		98%	92%	
Days to Sell				35	110	-68%	48	97	-51%
Active Listings	0	1							
<b>Condo (Townhouse) - Z4 Departure Bay</b>									
Units Listed	5	3	67%	31	45	-31%	14	23	-39%
Units Reported Sold	1	1	0%	13	19	-32%	5	5	0%
Sell / List Ratio	20%	33%		42%	42%		36%	22%	
Reported Sales Dollars	\$323,900	\$232,000	40%	\$4,346,072	\$5,842,599	-26%	\$1,816,758	\$1,375,700	32%
Average Sell Price / Unit	\$323,900	\$232,000	40%	\$334,313	\$307,505	9%	\$363,352	\$275,140	32%
Median Sell Price	\$323,900			\$320,000			\$322,858		
Sell Price / List Price	94%	97%		97%	96%		97%	98%	
Days to Sell	89	14	536%	91	81	13%	101	88	14%
Active Listings	12	14							

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

May, 2013

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	2	0		9	4	125%	4	1	300%
Units Reported Sold	0	0		2	3	-33%	1	2	-50%
Sell / List Ratio	0%			22%	75%		25%	200%	
Reported Sales Dollars	\$0	\$0		\$770,000	\$812,424	-5%	\$230,000	\$583,924	-61%
Average Sell Price / Unit				\$385,000	\$270,808	42%	\$230,000	\$291,962	-21%
Median Sell Price				\$540,000			\$230,000		
Sell Price / List Price				95%	94%		92%	93%	
Days to Sell				46	160	-71%	85	236	-64%
Active Listings	3	0							
<b>Full Duplex - Z4 Departure Bay</b>									
Units Listed	0	1	-100%	2	3	-33%	0	3	-100%
Units Reported Sold	0	0		3	2	50%	1	1	0%
Sell / List Ratio		0%		150%	67%			33%	
Reported Sales Dollars	\$0	\$0		\$1,092,000	\$717,500	52%	\$384,000	\$360,000	7%
Average Sell Price / Unit				\$364,000	\$358,750	1%	\$384,000	\$360,000	7%
Median Sell Price				\$384,000			\$384,000		
Sell Price / List Price				91%	95%		91%	98%	
Days to Sell				89	32	173%	64	7	814%
Active Listings	0	1							
<b>Triplex/Fourplex - Z4 Departure Bay</b>									
Units Listed	0	0		1	1	0%	0	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 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

May, 2013

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	8	0		18	12	50%	9	10	-10%
Units Reported Sold	0	0		5	0		1	0	
Sell / List Ratio	0%			28%	0%		11%	0%	
Reported Sales Dollars	\$0	\$0		\$665,000	\$0		\$150,000	\$0	
Average Sell Price / Unit				\$133,000			\$150,000		
Median Sell Price				\$135,000			\$150,000		
Sell Price / List Price				88%			94%		
Days to Sell				84			153		
Active Listings	10	10							
<b>Lots (Strata) - 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>Lots (Waterfront) - Z4 Departure Bay</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		\$275,000	\$0		\$0	\$0	
Average Sell Price / Unit				\$275,000					
Median Sell Price				\$275,000					
Sell Price / List Price				85%					
Days to Sell				178					
Active Listings	0	1							

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

May, 2013

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		4	2	100%	2	2	0%
Units Reported Sold	0	1	-100%	0	2	-100%	0	1	-100%
Sell / List Ratio				0%	100%		0%	50%	
Reported Sales Dollars	\$0	\$160,000	-100%	\$0	\$345,000	-100%	\$0	\$160,000	-100%
Average Sell Price / Unit		\$160,000			\$172,500			\$160,000	
Median Sell Price									
Sell Price / List Price		84%			73%			84%	
Days to Sell		51			137			51	
Active Listings	3	1							
<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	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	1	0							
<b>ICI (Commercial) - Z4 Departure Bay</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							

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

May, 2013

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	1	0		7	4	75%	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	3	2							
<b>ICI (Multi-Family) - Z4 Departure Bay</b>									
Units Listed	0	0		2	2	0%	0	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 (Leases) - Z4 Departure Bay</b>									
Units Listed	0	0		1	3	-67%	1	1	0%
Units Reported Sold	0	1	-100%	0	2	-100%	0	2	-100%
Sell / List Ratio				0%	67%		0%	200%	
Reported Sales Dollars	\$0	\$92,340	-100%	\$0	\$126,689	-100%	\$0	\$126,689	-100%
Average Sell Price / Unit		\$92,340			\$63,344			\$63,344	
Median Sell Price									
Sell Price / List Price		100%			100%			100%	
Days to Sell		60			85			85	
Active Listings	1	0							

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

May, 2013

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%	322	353	-9%	138	166	-17%
Units Reported Sold	15	23	-35%	140	169	-17%	70	70	0%
Sell / List Ratio	42%	72%		43%	48%		51%	42%	
Reported Sales Dollars	\$5,652,900	\$7,296,867	-23%	\$49,100,431	\$57,653,684	-15%	\$24,865,809	\$22,414,915	11%
Average Sell Price / Unit	\$376,860	\$317,255	19%	\$350,717	\$341,146	3%	\$355,226	\$320,213	11%
Median Sell Price	\$352,000			\$329,000			\$329,000		
Sell Price / List Price	94%	95%		95%	95%		95%	95%	
Days to Sell	66	42	57%	59	73	-20%	61	59	4%
Active Listings	102	108							

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

May, 2013

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	6	16	-62%	84	109	-23%	35	59	-41%
Units Reported Sold	7	6	17%	55	50	10%	22	28	-21%
Sell / List Ratio	117%	38%		65%	46%		63%	47%	
Reported Sales Dollars	\$2,077,000	\$2,008,200	3%	\$17,764,054	\$16,567,086	7%	\$6,823,001	\$9,256,336	-26%
Average Sell Price / Unit	\$296,714	\$334,700	-11%	\$322,983	\$331,342	-3%	\$310,136	\$330,583	-6%
Median Sell Price	\$319,000			\$322,500			\$319,000		
Sell Price / List Price	98%	97%		96%	96%		96%	96%	
Days to Sell	20	29	-30%	46	61	-24%	38	55	-32%
Active Listings	15	36							
<b>Single Family (Acreage) - 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>Single Family (Waterfront) - Z4 Diver Lake</b>									
Units Listed	0	0		1	1	0%	0	0	
Units Reported Sold	0	0		0	1	-100%	0	0	
Sell / List Ratio				0%	100%				
Reported Sales Dollars	\$0	\$0		\$0	\$446,000	-100%	\$0	\$0	
Average Sell Price / Unit					\$446,000				
Median Sell Price									
Sell Price / List Price					99%				
Days to Sell					50				
Active Listings	0	0							
<b>Single Family (Strata) - Z4 Diver Lake</b>									
Units Listed	1	0		7	7	0%	3	2	50%
Units Reported Sold	0	0		1	1	0%	0	1	-100%
Sell / List Ratio	0%			14%	14%		0%	50%	
Reported Sales Dollars	\$0	\$0		\$340,000	\$395,000	-14%	\$0	\$395,000	-100%
Average Sell Price / Unit				\$340,000	\$395,000	-14%		\$395,000	
Median Sell Price				\$340,000					
Sell Price / List Price				97%	96%			96%	
Days to Sell				29	32	-9%		32	
Active Listings	4	1							

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

May, 2013

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	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>Condo (Patio Home) - Z4 Diver Lake</b>									
Units Listed	0	9	-100%	10	26	-62%	5	16	-69%
Units Reported Sold	0	3	-100%	8	10	-20%	4	8	-50%
Sell / List Ratio		33%		80%	38%		80%	50%	
Reported Sales Dollars	\$0	\$790,500	-100%	\$1,949,670	\$2,487,500	-22%	\$866,900	\$1,954,500	-56%
Average Sell Price / Unit		\$263,500		\$243,709	\$248,750	-2%	\$216,725	\$244,312	-11%
Median Sell Price				\$265,000			\$262,900		
Sell Price / List Price		103%		100%	98%		97%	98%	
Days to Sell		8		81	95	-15%	120	83	44%
Active Listings	1	7							
<b>Condo (Townhouse) - Z4 Diver Lake</b>									
Units Listed	0	0		7	19	-63%	3	10	-70%
Units Reported Sold	0	2	-100%	3	7	-57%	0	6	-100%
Sell / List Ratio				43%	37%		0%	60%	
Reported Sales Dollars	\$0	\$450,900	-100%	\$668,231	\$1,571,579	-57%	\$0	\$1,350,579	-100%
Average Sell Price / Unit		\$225,450		\$222,744	\$224,511	-1%		\$225,096	
Median Sell Price				\$222,000					
Sell Price / List Price		100%		94%	98%			99%	
Days to Sell		70		74	64	15%		60	
Active Listings	2	2							

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

May, 2013

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	0		5	9	-44%	1	4	-75%
Units Reported Sold	0	1	-100%	2	2	0%	1	1	0%
Sell / List Ratio				40%	22%		100%	25%	
Reported Sales Dollars	\$0	\$228,000	-100%	\$466,107	\$453,000	3%	\$228,464	\$228,000	0%
Average Sell Price / Unit		\$228,000		\$233,054	\$226,500	3%	\$228,464	\$228,000	0%
Median Sell Price				\$237,643			\$228,464		
Sell Price / List Price		94%		92%	94%		85%	94%	
Days to Sell		60		120	102	18%	172	60	187%
Active Listings	1	3							
<b>Full Duplex - Z4 Diver Lake</b>									
Units Listed	0	0		2	6	-67%	2	3	-33%
Units Reported Sold	0	0		2	2	0%	1	1	0%
Sell / List Ratio				100%	33%		50%	33%	
Reported Sales Dollars	\$0	\$0		\$747,500	\$734,900	2%	\$350,000	\$280,000	25%
Average Sell Price / Unit				\$373,750	\$367,450	2%	\$350,000	\$280,000	25%
Median Sell Price				\$397,500			\$350,000		
Sell Price / List Price				96%	98%		100%	98%	
Days to Sell				38	2	1800%	25	1	2400%
Active Listings	1	3							
<b>Triplex/Fourplex - 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>Manufactured/Mobile on Pad - Z4 Diver Lake</b>									
Units Listed	1	1	0%	13	6	117%	9	3	200%
Units Reported Sold	1	0		4	3	33%	2	0	
Sell / List Ratio	100%	0%		31%	50%		22%	0%	
Reported Sales Dollars	\$58,500	\$0		\$332,000	\$314,500	6%	\$128,500	\$0	
Average Sell Price / Unit	\$58,500			\$83,000	\$104,833	-21%	\$64,250		
Median Sell Price	\$58,500			\$70,000			\$70,000		
Sell Price / List Price	79%			85%	89%		84%		
Days to Sell	109			95	69	37%	60		
Active Listings	3	3							

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

May, 2013

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		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 (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

May, 2013

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	1	-100%	2	1	100%	1	1	0%
Units Reported Sold	1	0		2	0		1	0	
Sell / List Ratio		0%		100%	0%		100%	0%	
Reported Sales Dollars	\$540,000	\$0		\$815,000	\$0		\$540,000	\$0	
Average Sell Price / Unit	\$540,000			\$407,500			\$540,000		
Median Sell Price	\$540,000			\$540,000			\$540,000		
Sell Price / List Price	90%			84%			90%		
Days to Sell	43			60			43		
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	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	2							
<b>ICI (Commercial) - Z4 Diver Lake</b>									
Units Listed	0	2	-100%	2	2	0%	1	2	-50%
Units Reported Sold	0	0		1	0		1	0	
Sell / List Ratio		0%		50%	0%		100%	0%	
Reported Sales Dollars	\$0	\$0		\$380,000	\$0		\$380,000	\$0	
Average Sell Price / Unit				\$380,000			\$380,000		
Median Sell Price				\$380,000			\$380,000		
Sell Price / List Price				96%			96%		
Days to Sell				72			72		
Active Listings	1	2							

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

May, 2013

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		6	5	20%	1	3	-67%
Units Reported Sold	0	0		3	0		1	0	
Sell / List Ratio				50%	0%		100%	0%	
Reported Sales Dollars	\$0	\$0		\$699,000	\$0		\$230,000	\$0	
Average Sell Price / Unit				\$233,000			\$230,000		
Median Sell Price				\$230,000			\$230,000		
Sell Price / List Price				90%			92%		
Days to Sell				58			139		
Active Listings	2	4							
<b>ICI (Miscellaneous) - Z4 Diver Lake</b>									
Units Listed	0	1	-100%	1	4	-75%	1	3	-67%
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	4							
<b>ICI (Multi-Family) - Z4 Diver Lake</b>									
Units Listed	0	0		4	5	-20%	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	1	1							
<b>ICI (Leases) - Z4 Diver Lake</b>									
Units Listed	9	2	350%	26	17	53%	17	10	70%
Units Reported Sold	1	0		6	4	50%	3	0	
Sell / List Ratio	11%	0%		23%	24%		18%	0%	
Reported Sales Dollars	\$19,440	\$0		\$454,088	\$213,653	113%	\$335,810	\$0	
Average Sell Price / Unit	\$19,440			\$75,681	\$53,413	42%	\$111,937		
Median Sell Price	\$19,440			\$48,960			\$19,440		
Sell Price / List Price	100%			100%	100%		100%		
Days to Sell	175			172	246	-30%	136		
Active Listings	20	13							

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

May, 2013

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	17	32	-47%	171	220	-22%	83	119	-30%
Units Reported Sold	10	12	-17%	87	80	9%	36	45	-20%
Sell / List Ratio	59%	38%		51%	36%		43%	38%	
Reported Sales Dollars	\$2,694,940	\$3,477,600	-23%	\$24,615,650	\$23,183,218	6%	\$9,882,675	\$13,464,415	-27%
Average Sell Price / Unit	\$269,494	\$289,800	-7%	\$282,939	\$289,790	-2%	\$274,519	\$299,209	-8%
Median Sell Price	\$319,000			\$295,000			\$295,000		
Sell Price / List Price	96%	99%		96%	96%		95%	97%	
Days to Sell	47	33	42%	64	74	-14%	64	59	7%
Active Listings	53	83							

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

May, 2013

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	8	0%	91	92	-1%	49	43	14%
Units Reported Sold	6	4	50%	31	43	-28%	19	19	0%
Sell / List Ratio	75%	50%		34%	47%		39%	44%	
Reported Sales Dollars	\$3,350,900	\$1,751,000	91%	\$13,549,247	\$19,083,724	-29%	\$8,689,300	\$8,092,661	7%
Average Sell Price / Unit	\$558,483	\$437,750	28%	\$437,072	\$443,808	-2%	\$457,332	\$425,930	7%
Median Sell Price	\$480,000			\$372,900			\$377,000		
Sell Price / List Price	95%	93%		96%	96%		95%	96%	
Days to Sell	72	50	45%	57	54	6%	65	46	42%
Active Listings	38	26							
<b>Single Family (Acreage) - Z4 Hammond Bay</b>									
Units Listed	1	0		7	6	17%	2	3	-33%
Units Reported Sold	0	0		2	0		0	0	
Sell / List Ratio	0%			29%	0%		0%	0%	
Reported Sales Dollars	\$0	\$0		\$1,739,750	\$0		\$0	\$0	
Average Sell Price / Unit				\$869,875					
Median Sell Price				\$1,450,000					
Sell Price / List Price				92%					
Days to Sell				85					
Active Listings	3	4							
<b>Single Family (Waterfront) - Z4 Hammond Bay</b>									
Units Listed	1	1	0%	19	5	280%	8	4	100%
Units Reported Sold	2	0		5	1	400%	3	0	
Sell / List Ratio	200%	0%		26%	20%		38%	0%	
Reported Sales Dollars	\$2,127,000	\$0		\$4,592,000	\$960,000	378%	\$2,677,000	\$0	
Average Sell Price / Unit	\$1,063,500			\$918,400	\$960,000	-4%	\$892,333		
Median Sell Price	\$1,165,000			\$962,000			\$962,000		
Sell Price / List Price	91%			94%	98%		91%		
Days to Sell	19			26	4	545%	29		
Active Listings	6	3							
<b>Single Family (Strata) - Z4 Hammond Bay</b>									
Units Listed	0	0		1	6	-83%	0	2	-100%
Units Reported Sold	0	1	-100%	2	3	-33%	1	2	-50%
Sell / List Ratio				200%	50%			100%	
Reported Sales Dollars	\$0	\$199,500	-100%	\$678,500	\$739,500	-8%	\$494,500	\$389,500	27%
Average Sell Price / Unit		\$199,500		\$339,250	\$246,500	38%	\$494,500	\$194,750	154%
Median Sell Price				\$494,500			\$494,500		
Sell Price / List Price		89%		93%	91%		92%	88%	
Days to Sell		206		117	98	20%	153	134	15%
Active Listings	0	1							

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

May, 2013

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		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**

May, 2013

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		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	\$270,000	-100%	\$0	\$0	
Average Sell Price / Unit					\$270,000				
Median Sell Price									
Sell Price / List Price					95%				
Days to Sell					93				
Active Listings	0	0							
<b>Full Duplex - Z4 Hammond Bay</b>									
Units Listed	0	0		2	1	100%	2	0	
Units Reported Sold	0	0		1	0		1	0	
Sell / List Ratio				50%	0%		50%		
Reported Sales Dollars	\$0	\$0		\$449,000	\$0		\$449,000	\$0	
Average Sell Price / Unit				\$449,000			\$449,000		
Median Sell Price				\$449,000			\$449,000		
Sell Price / List Price				98%			98%		
Days to Sell				6			6		
Active Listings	0	0							
<b>Triplex/Fourplex - Z4 Hammond Bay</b>									
Units Listed	0	0		1	2	-50%	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	1	1							
<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

May, 2013

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	7	1	600%	38	20	90%	16	17	-6%
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio	0%	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	24	19							
<b>Lots (Strata) - Z4 Hammond Bay</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	1							
<b>Lots (Waterfront) - Z4 Hammond Bay</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	\$560,000	-100%	\$0	\$0	
Average Sell Price / Unit					\$560,000				
Median Sell Price									
Sell Price / List Price					89%				
Days to Sell					127				
Active Listings	0	0							

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

May, 2013

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	1	-100%	2	2	0%	0	1	-100%
Units Reported Sold	1	0		2	0		1	0	
Sell / List Ratio		0%		100%	0%			0%	
Reported Sales Dollars	\$225,500	\$0		\$1,025,500	\$0		\$225,500	\$0	
Average Sell Price / Unit	\$225,500			\$512,750			\$225,500		
Median Sell Price	\$225,500			\$800,000			\$225,500		
Sell Price / List Price	92%			79%			92%		
Days to Sell	175			128			175		
Active Listings	1	2							
<b>Acreage (Waterfront) - Z4 Hammond Bay</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	1	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		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

May, 2013

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	1	0		2	4	-50%	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	2							
<b>ICI (Multi-Family) - Z4 Hammond Bay</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	1	0							
<b>ICI (Leases) - 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							

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

May, 2013

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	18	11	64%	166	140	19%	79	72	10%
Units Reported Sold	9	5	80%	43	49	-12%	25	21	19%
Sell / List Ratio	50%	45%		26%	35%		32%	29%	
Reported Sales Dollars	\$5,703,400	\$1,950,500	192%	\$22,033,997	\$21,613,224	2%	\$12,535,300	\$8,482,161	48%
Average Sell Price / Unit	\$633,711	\$390,100	62%	\$512,419	\$441,086	16%	\$501,412	\$403,912	24%
Median Sell Price	\$480,000			\$418,012			\$438,000		
Sell Price / List Price	94%	93%		94%	95%		95%	95%	
Days to Sell	72	81	-12%	60	58	3%	66	54	22%
Active Listings	77	60							

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

May, 2013

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	5	3	67%	41	31	32%	22	12	83%
Units Reported Sold	0	2	-100%	17	18	-6%	8	8	0%
Sell / List Ratio	0%	67%		41%	58%		36%	67%	
Reported Sales Dollars	\$0	\$1,047,500	-100%	\$6,394,900	\$6,699,637	-5%	\$3,148,500	\$3,307,400	-5%
Average Sell Price / Unit		\$523,750		\$376,171	\$372,202	1%	\$393,562	\$413,425	-5%
Median Sell Price				\$361,500			\$380,000		
Sell Price / List Price		98%		93%	96%		92%	97%	
Days to Sell		12		36	27	31%	39	20	96%
Active Listings	14	7							
<b>Single Family (Acreage) - Z4 Lower Lantzville</b>									
Units Listed	0	2	-100%	6	6	0%	1	3	-67%
Units Reported Sold	0	0		2	1	100%	0	0	
Sell / List Ratio		0%		33%	17%		0%	0%	
Reported Sales Dollars	\$0	\$0		\$1,769,000	\$890,000	99%	\$0	\$0	
Average Sell Price / Unit				\$884,500	\$890,000	-1%			
Median Sell Price				\$1,090,000					
Sell Price / List Price				92%	76%				
Days to Sell				130	104	25%			
Active Listings	2	4							
<b>Single Family (Waterfront) - Z4 Lower Lantzville</b>									
Units Listed	1	0		11	11	0%	1	5	-80%
Units Reported Sold	0	1	-100%	4	1	300%	0	1	-100%
Sell / List Ratio	0%			36%	9%		0%	20%	
Reported Sales Dollars	\$0	\$650,000	-100%	\$2,570,000	\$650,000	295%	\$0	\$650,000	-100%
Average Sell Price / Unit		\$650,000		\$642,500	\$650,000	-1%		\$650,000	
Median Sell Price				\$680,000					
Sell Price / List Price		94%		96%	94%			94%	
Days to Sell		21		42	21	101%		21	
Active Listings	3	5							
<b>Single Family (Strata) - Z4 Lower Lantzville</b>									
Units Listed	0	0		3	0		1	0	
Units Reported Sold	0	0		0	1	-100%	0	0	
Sell / List Ratio				0%			0%		
Reported Sales Dollars	\$0	\$0		\$0	\$685,000	-100%	\$0	\$0	
Average Sell Price / Unit					\$685,000				
Median Sell Price									
Sell Price / List Price					92%				
Days to Sell					186				
Active Listings	0	0							

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

May, 2013

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**

May, 2013

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	2	-100%	7	10	-30%	2	4	-50%
Units Reported Sold	1	0		6	3	100%	4	2	100%
Sell / List Ratio		0%		86%	30%		200%	50%	
Reported Sales Dollars	\$40,000	\$0		\$473,000	\$207,000	129%	\$263,000	\$84,000	213%
Average Sell Price / Unit	\$40,000			\$78,833	\$69,000	14%	\$65,750	\$42,000	57%
Median Sell Price	\$40,000			\$85,000			\$57,000		
Sell Price / List Price	73%			86%	83%		84%	75%	
Days to Sell	25			91	26	254%	78	36	121%
Active Listings	0	4							

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

May, 2013

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		2	1	100%	2	1	100%
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	2							
<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								
<b>Lots (Waterfront) - 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**

May, 2013

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		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 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 (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	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							

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

May, 2013

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		0	2	-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 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 (Leases) - Z4 Lower Lantzville</b>									
Units Listed	0	0		0	3	-100%	0	2	-100%
Units Reported Sold	0	0		0	4	-100%	0	2	-100%
Sell / List Ratio					133%			100%	
Reported Sales Dollars	\$0	\$0		\$0	\$236,759	-100%	\$0	\$77,000	-100%
Average Sell Price / Unit					\$59,190			\$38,500	
Median Sell Price									
Sell Price / List Price					100%			100%	
Days to Sell					50			72	
Active Listings	0	1							

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

May, 2013

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	6	7	-14%	70	65	8%	29	29	0%
Units Reported Sold	1	3	-67%	29	28	4%	12	13	-8%
Sell / List Ratio	17%	43%		41%	43%		41%	45%	
Reported Sales Dollars	\$40,000	\$1,697,500	-98%	\$11,206,900	\$9,368,396	20%	\$3,411,500	\$4,118,400	-17%
Average Sell Price / Unit	\$40,000	\$565,833	-93%	\$386,445	\$334,586	15%	\$284,292	\$316,800	-10%
Median Sell Price	\$40,000			\$361,500			\$328,500		
Sell Price / List Price	73%	97%		92%	94%		89%	94%	
Days to Sell	25	15	70%	54	39	41%	52	30	72%
Active Listings	21	25							

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

May, 2013

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	52	61	-15%	438	534	-18%	202	240	-16%
Units Reported Sold	27	25	8%	208	233	-11%	86	103	-17%
Sell / List Ratio	52%	41%		47%	44%		43%	43%	
Reported Sales Dollars	\$11,385,550	\$10,106,062	13%	\$87,948,673	\$100,113,998	-12%	\$36,081,200	\$44,179,388	-18%
Average Sell Price / Unit	\$421,687	\$404,242	4%	\$422,830	\$429,674	-2%	\$419,549	\$428,926	-2%
Median Sell Price	\$415,000			\$400,000			\$398,000		
Sell Price / List Price	96%	96%		95%	96%		96%	97%	
Days to Sell	50	42	19%	59	56	5%	62	60	3%
Active Listings	121	151							
<b>Single Family (Acreage) - Z4 North Nanaimo</b>									
Units Listed	0	0		6	5	20%	0	2	-100%
Units Reported Sold	0	0		2	2	0%	0	1	-100%
Sell / List Ratio				33%	40%			50%	
Reported Sales Dollars	\$0	\$0		\$850,000	\$978,500	-13%	\$0	\$382,500	-100%
Average Sell Price / Unit				\$425,000	\$489,250	-13%		\$382,500	
Median Sell Price				\$450,000					
Sell Price / List Price				96%	85%			78%	
Days to Sell				21	107	-80%		116	
Active Listings	0	2							
<b>Single Family (Waterfront) - Z4 North Nanaimo</b>									
Units Listed	3	3	0%	23	19	21%	11	13	-15%
Units Reported Sold	2	0		11	6	83%	5	3	67%
Sell / List Ratio	67%	0%		48%	32%		45%	23%	
Reported Sales Dollars	\$1,551,310	\$0		\$7,967,810	\$5,907,000	35%	\$4,282,310	\$2,672,000	60%
Average Sell Price / Unit	\$775,655			\$724,346	\$984,500	-26%	\$856,462	\$890,667	-4%
Median Sell Price	\$1,085,000			\$705,000			\$706,000		
Sell Price / List Price	94%			93%	78%		96%	95%	
Days to Sell	32			80	64	25%	71	58	21%
Active Listings	8	13							
<b>Single Family (Strata) - Z4 North Nanaimo</b>									
Units Listed	1	3	-67%	14	24	-42%	5	10	-50%
Units Reported Sold	1	3	-67%	11	11	0%	2	4	-50%
Sell / List Ratio	100%	100%		79%	46%		40%	40%	
Reported Sales Dollars	\$208,000	\$1,015,639	-80%	\$4,184,900	\$3,747,395	12%	\$383,000	\$1,249,639	-69%
Average Sell Price / Unit	\$208,000	\$338,546	-39%	\$380,445	\$340,672	12%	\$191,500	\$312,410	-39%
Median Sell Price	\$208,000			\$325,000			\$208,000		
Sell Price / List Price	95%	103%		94%	100%		96%	100%	
Days to Sell	50	13	295%	103	100	3%	68	44	57%
Active Listings	4	8							

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

May, 2013

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	11	15	-27%	156	130	20%	52	62	-16%
Units Reported Sold	7	2	250%	36	41	-12%	15	14	7%
Sell / List Ratio	64%	13%		23%	32%		29%	23%	
Reported Sales Dollars	\$1,790,500	\$453,000	295%	\$8,720,058	\$9,805,162	-11%	\$3,991,540	\$3,404,000	17%
Average Sell Price / Unit	\$255,786	\$226,500	13%	\$242,224	\$239,150	1%	\$266,103	\$243,143	9%
Median Sell Price	\$245,000			\$242,000			\$245,000		
Sell Price / List Price	96%	95%		96%	95%		97%	94%	
Days to Sell	100	48	108%	85	95	-11%	104	80	29%
Active Listings	74	53							
<b>Condo (Patio Home) - Z4 North Nanaimo</b>									
Units Listed	3	4	-25%	38	42	-10%	17	22	-23%
Units Reported Sold	2	3	-33%	21	26	-19%	12	14	-14%
Sell / List Ratio	67%	75%		55%	62%		71%	64%	
Reported Sales Dollars	\$556,000	\$1,032,500	-46%	\$6,004,000	\$7,453,100	-19%	\$3,298,500	\$4,146,400	-20%
Average Sell Price / Unit	\$278,000	\$344,167	-19%	\$285,905	\$286,658	-0%	\$274,875	\$296,171	-7%
Median Sell Price	\$282,000			\$282,000			\$274,500		
Sell Price / List Price	96%	96%		94%	96%		95%	98%	
Days to Sell	67	52	30%	75	57	32%	85	34	150%
Active Listings	9	10							
<b>Condo (Townhouse) - Z4 North Nanaimo</b>									
Units Listed	12	6	100%	131	121	8%	61	67	-9%
Units Reported Sold	7	6	17%	46	51	-10%	21	16	31%
Sell / List Ratio	58%	100%		35%	42%		34%	24%	
Reported Sales Dollars	\$2,175,371	\$1,679,248	30%	\$13,958,027	\$15,105,877	-8%	\$6,447,071	\$4,453,269	45%
Average Sell Price / Unit	\$310,767	\$279,875	11%	\$303,435	\$296,194	2%	\$307,003	\$278,329	10%
Median Sell Price	\$280,000			\$299,820			\$280,000		
Sell Price / List Price	98%	97%		97%	96%		98%	98%	
Days to Sell	15	46	-67%	64	79	-19%	60	42	43%
Active Listings	46	39							

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

May, 2013

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	3	0		14	17	-18%	5	4	25%
Units Reported Sold	0	0		2	8	-75%	0	2	-100%
Sell / List Ratio	0%			14%	47%		0%	50%	
Reported Sales Dollars	\$0	\$0		\$605,000	\$2,926,211	-79%	\$0	\$769,800	-100%
Average Sell Price / Unit				\$302,500	\$365,776	-17%		\$384,900	
Median Sell Price				\$315,000					
Sell Price / List Price				98%	98%			100%	
Days to Sell				7	53	-87%		98	
Active Listings	8	2							
<b>Full Duplex - Z4 North Nanaimo</b>									
Units Listed	1	0		8	3	167%	4	2	100%
Units Reported Sold	0	0		1	0		1	0	
Sell / List Ratio	0%			12%	0%		25%	0%	
Reported Sales Dollars	\$0	\$0		\$441,500	\$0		\$441,500	\$0	
Average Sell Price / Unit				\$441,500			\$441,500		
Median Sell Price				\$441,500			\$441,500		
Sell Price / List Price				92%			92%		
Days to Sell				181			181		
Active Listings	3	2							
<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	0	0		5	0		4	0	
Units Reported Sold	1	0		2	0		2	0	
Sell / List Ratio				40%			50%		
Reported Sales Dollars	\$85,000	\$0		\$150,000	\$0		\$150,000	\$0	
Average Sell Price / Unit	\$85,000			\$75,000			\$75,000		
Median Sell Price	\$85,000			\$85,000			\$85,000		
Sell Price / List Price	77%			82%			82%		
Days to Sell	126			84			84		
Active Listings	2	0							

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

May, 2013

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	5	2	150%	57	42	36%	24	20	20%
Units Reported Sold	2	2	0%	17	13	31%	7	6	17%
Sell / List Ratio	40%	100%		30%	31%		29%	30%	
Reported Sales Dollars	\$485,000	\$372,250	30%	\$3,419,500	\$2,821,850	21%	\$1,409,000	\$1,383,750	2%
Average Sell Price / Unit	\$242,500	\$186,125	30%	\$201,147	\$217,065	-7%	\$201,286	\$230,625	-13%
Median Sell Price	\$280,000			\$198,000			\$198,000		
Sell Price / List Price	97%	95%		94%	95%		97%	97%	
Days to Sell	10	189	-94%	108	142	-23%	72	161	-55%
Active Listings	24	23							
<b>Lots (Strata) - Z4 North Nanaimo</b>									
Units Listed	1	1	0%	5	4	25%	2	3	-33%
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio	0%	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>Lots (Waterfront) - Z4 North Nanaimo</b>									
Units Listed	0	0		2	2	0%	0	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	2							

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

May, 2013

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	1	1	0%	7	1	600%	4	1	300%
Units Reported Sold	0	0		1	0		0	0	
Sell / List Ratio	0%	0%		14%	0%		0%	0%	
Reported Sales Dollars	\$0	\$0		\$400,000	\$0		\$0	\$0	
Average Sell Price / Unit				\$400,000					
Median Sell Price				\$400,000					
Sell Price / List Price				100%					
Days to Sell				8					
Active Listings	4	1							
<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	0	0		6	13	-54%	3	6	-50%
Units Reported Sold	0	0		1	2	-50%	1	2	-50%
Sell / List Ratio				17%	15%		33%	33%	
Reported Sales Dollars	\$0	\$0		\$145,000	\$66,500	118%	\$145,000	\$66,500	118%
Average Sell Price / Unit				\$145,000	\$33,250	336%	\$145,000	\$33,250	336%
Median Sell Price				\$145,000			\$145,000		
Sell Price / List Price				85%	78%		85%	78%	
Days to Sell				36	76	-53%	36	76	-53%
Active Listings	1	6							
<b>ICI (Commercial) - Z4 North Nanaimo</b>									
Units Listed	1	0		2	5	-60%	1	4	-75%
Units Reported Sold	0	0		1	0		0	0	
Sell / List Ratio	0%			50%	0%		0%	0%	
Reported Sales Dollars	\$0	\$0		\$459,000	\$0		\$0	\$0	
Average Sell Price / Unit				\$459,000					
Median Sell Price				\$459,000					
Sell Price / List Price				94%					
Days to Sell				19					
Active Listings	1	2							

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

May, 2013

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		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	1	0							
<b>ICI (Miscellaneous) - Z4 North Nanaimo</b>									
Units Listed	1	0		5	0		3	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	4	0							
<b>ICI (Multi-Family) - Z4 North Nanaimo</b>									
Units Listed	1	2	-50%	6	4	50%	4	2	100%
Units Reported Sold	0	0		0	2	-100%	0	1	-100%
Sell / List Ratio	0%	0%		0%	50%		0%	50%	
Reported Sales Dollars	\$0	\$0		\$0	\$957,400	-100%	\$0	\$275,000	-100%
Average Sell Price / Unit					\$478,700			\$275,000	
Median Sell Price									
Sell Price / List Price					91%			89%	
Days to Sell					190			251	
Active Listings	4	2							
<b>ICI (Leases) - Z4 North Nanaimo</b>									
Units Listed	1	1	0%	18	8	125%	7	6	17%
Units Reported Sold	0	0		0	1	-100%	0	0	
Sell / List Ratio	0%	0%		0%	12%		0%	0%	
Reported Sales Dollars	\$0	\$0		\$0	\$62,910	-100%	\$0	\$0	
Average Sell Price / Unit					\$62,910				
Median Sell Price									
Sell Price / List Price					100%				
Days to Sell					398				
Active Listings	13	6							

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

May, 2013

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	97	99	-2%	942	974	-3%	409	464	-12%
Units Reported Sold	49	41	20%	360	396	-9%	152	166	-8%
Sell / List Ratio	51%	41%		38%	41%		37%	36%	
Reported Sales Dollars	\$18,236,731	\$14,658,699	24%	\$135,253,468	\$149,945,903	-10%	\$56,629,121	\$62,982,246	-10%
Average Sell Price / Unit	\$372,178	\$357,529	4%	\$375,704	\$378,651	-1%	\$372,560	\$379,411	-2%
Median Sell Price	\$360,000			\$365,000			\$360,000		
Sell Price / List Price	96%	97%		95%	96%		96%	96%	
Days to Sell	52	49	7%	67	69	-3%	69	63	10%
Active Listings	331	324							

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

May, 2013

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	4	5	-20%	47	68	-31%	20	28	-29%
Units Reported Sold	1	1	0%	14	30	-53%	7	16	-56%
Sell / List Ratio	25%	20%		30%	44%		35%	57%	
Reported Sales Dollars	\$172,000	\$390,000	-56%	\$3,733,900	\$8,414,900	-56%	\$1,873,900	\$4,748,500	-61%
Average Sell Price / Unit	\$172,000	\$390,000	-56%	\$266,707	\$280,497	-5%	\$267,700	\$296,781	-10%
Median Sell Price	\$172,000			\$287,000			\$279,000		
Sell Price / List Price	86%	98%		92%	92%		92%	91%	
Days to Sell	256	16	1500%	69	59	17%	103	69	50%
Active Listings	15	17							
<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	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							

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

May, 2013

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	10	10	0%	88	106	-17%	45	51	-12%
Units Reported Sold	5	7	-29%	35	48	-27%	15	27	-44%
Sell / List Ratio	50%	70%		40%	45%		33%	53%	
Reported Sales Dollars	\$1,135,400	\$1,637,500	-31%	\$9,415,200	\$11,970,900	-21%	\$3,523,400	\$6,395,000	-45%
Average Sell Price / Unit	\$227,080	\$233,929	-3%	\$269,006	\$249,394	8%	\$234,893	\$236,852	-1%
Median Sell Price	\$180,000			\$240,000			\$215,000		
Sell Price / List Price	95%	94%		94%	90%		94%	90%	
Days to Sell	71	78	-10%	68	104	-34%	66	129	-49%
Active Listings	44	32							
<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	0	1	-100%	21	14	50%	7	6	17%
Units Reported Sold	0	1	-100%	6	8	-25%	0	3	-100%
Sell / List Ratio		100%		29%	57%		0%	50%	
Reported Sales Dollars	\$0	\$495,000	-100%	\$2,138,700	\$2,711,580	-21%	\$0	\$1,051,900	-100%
Average Sell Price / Unit		\$495,000		\$356,450	\$338,948	5%		\$350,633	
Median Sell Price				\$507,000					
Sell Price / List Price		95%		91%	98%			97%	
Days to Sell		317		67	76	-12%		111	
Active Listings	9	3							

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

May, 2013

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	1	0		3	0		2	0	
Units Reported Sold	1	0		1	0		1	0	
Sell / List Ratio	100%			33%			50%		
Reported Sales Dollars	\$197,000	\$0		\$197,000	\$0		\$197,000	\$0	
Average Sell Price / Unit	\$197,000			\$197,000			\$197,000		
Median Sell Price	\$197,000			\$197,000			\$197,000		
Sell Price / List Price	90%			90%			90%		
Days to Sell	70			70			70		
Active Listings	1	0							
<b>Full Duplex - 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>Triplex/Fourplex - Z4 Old City</b>									
Units Listed	0	1	-100%	1	2	-50%	0	2	-100%
Units Reported Sold	0	0		1	0		0	0	
Sell / List Ratio		0%		100%	0%			0%	
Reported Sales Dollars	\$0	\$0		\$418,000	\$0		\$0	\$0	
Average Sell Price / Unit				\$418,000					
Median Sell Price				\$418,000					
Sell Price / List Price				95%					
Days to Sell				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

May, 2013

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	1	-100%	8	3	167%	2	1	100%
Units Reported Sold	0	0		2	4	-50%	0	2	-100%
Sell / List Ratio		0%		25%	133%		0%	200%	
Reported Sales Dollars	\$0	\$0		\$300,000	\$477,000	-37%	\$0	\$210,000	-100%
Average Sell Price / Unit				\$150,000	\$119,250	26%		\$105,000	
Median Sell Price				\$150,000					
Sell Price / List Price				91%	85%			81%	
Days to Sell				75	197	-62%		299	
Active Listings	3	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**

May, 2013

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								
<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	1	1	0%	9	14	-36%	6	5	20%
Units Reported Sold	0	0		2	1	100%	0	0	
Sell / List Ratio	0%	0%		22%	7%		0%	0%	
Reported Sales Dollars	\$0	\$0		\$79,900	\$25,000	220%	\$0	\$0	
Average Sell Price / Unit				\$39,950	\$25,000	60%			
Median Sell Price				\$50,000					
Sell Price / List Price				100%	53%				
Days to Sell				80	216	-63%			
Active Listings	5	5							
<b>ICI (Commercial) - Z4 Old City</b>									
Units Listed	2	1	100%	34	36	-6%	12	10	20%
Units Reported Sold	1	0		11	9	22%	3	6	-50%
Sell / List Ratio	50%	0%		32%	25%		25%	60%	
Reported Sales Dollars	\$450,000	\$0		\$3,887,000	\$10,256,000	-62%	\$1,041,000	\$9,464,000	-89%
Average Sell Price / Unit	\$450,000			\$353,364	\$1,139,556	-69%	\$347,000	\$1,577,333	-78%
Median Sell Price	\$450,000			\$368,000			\$416,000		
Sell Price / List Price	100%			93%	84%		100%	77%	
Days to Sell	9			139	197	-30%	66	264	-75%
Active Listings	14	15							

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

May, 2013

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	0	2	-100%	6	3	100%	3	2	50%
Units Reported Sold	0	0		2	0		1	0	
Sell / List Ratio		0%		33%	0%		33%	0%	
Reported Sales Dollars	\$0	\$0		\$832,000	\$0		\$395,000	\$0	
Average Sell Price / Unit				\$416,000			\$395,000		
Median Sell Price				\$437,000			\$395,000		
Sell Price / List Price				94%			92%		
Days to Sell				105			140		
Active Listings	4	3							
<b>ICI (Multi-Family) - Z4 Old City</b>									
Units Listed	1	0		6	5	20%	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	3	1							
<b>ICI (Leases) - Z4 Old City</b>									
Units Listed	4	0		64	55	16%	29	27	7%
Units Reported Sold	0	2	-100%	6	16	-62%	0	7	-100%
Sell / List Ratio	0%			9%	29%		0%	26%	
Reported Sales Dollars	\$0	\$28,569	-100%	\$217,685	\$1,053,855	-79%	\$0	\$240,344	-100%
Average Sell Price / Unit		\$14,284		\$36,281	\$65,866	-45%		\$34,335	
Median Sell Price				\$45,360					
Sell Price / List Price		100%		100%	100%			100%	
Days to Sell		162		457	133	244%		110	
Active Listings	44	46							

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

May, 2013

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	23	22	5%	287	307	-7%	128	134	-4%
Units Reported Sold	8	11	-27%	80	116	-31%	27	61	-56%
Sell / List Ratio	35%	50%		28%	38%		21%	46%	
Reported Sales Dollars	\$1,954,400	\$2,551,069	-23%	\$21,219,385	\$34,909,235	-39%	\$7,030,300	\$22,109,744	-68%
Average Sell Price / Unit	\$244,300	\$231,915	5%	\$265,242	\$300,942	-12%	\$260,381	\$362,455	-28%
Median Sell Price	\$197,000			\$260,000			\$240,000		
Sell Price / List Price	94%	95%		94%	92%		94%	90%	
Days to Sell	86	110	-21%	109	106	3%	79	129	-39%
Active Listings	142	125							

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

May, 2013

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	5	5	0%	61	79	-23%	25	40	-38%
Units Reported Sold	1	1	0%	31	36	-14%	13	19	-32%
Sell / List Ratio	20%	20%		51%	46%		52%	48%	
Reported Sales Dollars	\$386,000	\$300,000	29%	\$11,021,501	\$12,748,200	-14%	\$4,583,741	\$6,868,700	-33%
Average Sell Price / Unit	\$386,000	\$300,000	29%	\$355,532	\$354,117	0%	\$352,595	\$361,511	-2%
Median Sell Price	\$386,000			\$359,900			\$352,945		
Sell Price / List Price	98%	94%		98%	97%		98%	98%	
Days to Sell	119	100	19%	60	41	48%	66	41	59%
Active Listings	12	19							
<b>Single Family (Acreage) - Z4 Pleasant Valley</b>									
Units Listed	1	0		4	1	300%	3	1	200%
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>Single Family (Waterfront) - Z4 Pleasant Valley</b>									
Units Listed	1	0		6	2	200%	2	1	100%
Units Reported Sold	0	0		3	0		1	0	
Sell / List Ratio	0%			50%	0%		50%	0%	
Reported Sales Dollars	\$0	\$0		\$1,950,000	\$0		\$640,000	\$0	
Average Sell Price / Unit				\$650,000			\$640,000		
Median Sell Price				\$640,000			\$640,000		
Sell Price / List Price				94%			95%		
Days to Sell				42			27		
Active Listings	1	2							
<b>Single Family (Strata) - Z4 Pleasant Valley</b>									
Units Listed	3	2	50%	20	28	-29%	11	12	-8%
Units Reported Sold	0	2	-100%	13	14	-7%	5	9	-44%
Sell / List Ratio	0%	100%		65%	50%		45%	75%	
Reported Sales Dollars	\$0	\$670,000	-100%	\$4,367,827	\$4,629,910	-6%	\$1,613,500	\$2,892,110	-44%
Average Sell Price / Unit		\$335,000		\$335,987	\$330,708	2%	\$322,700	\$321,346	0%
Median Sell Price				\$318,500			\$320,000		
Sell Price / List Price		99%		96%	100%		96%	100%	
Days to Sell		76		96	58	67%	113	75	51%
Active Listings	6	7							

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

May, 2013

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	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>Condo (Apartment) - Z4 Pleasant Valley</b>									
Units Listed	0	0		2	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>Condo (Patio Home) - Z4 Pleasant Valley</b>									
Units Listed	1	1	0%	3	3	0%	1	2	-50%
Units Reported Sold	0	0		2	3	-33%	1	0	
Sell / List Ratio	0%	0%		67%	100%		100%	0%	
Reported Sales Dollars	\$0	\$0		\$369,500	\$573,000	-36%	\$176,000	\$0	
Average Sell Price / Unit				\$184,750	\$191,000	-3%	\$176,000		
Median Sell Price				\$193,500			\$176,000		
Sell Price / List Price				95%	88%		93%		
Days to Sell				64	133	-52%	85		
Active Listings	1	2							
<b>Condo (Townhouse) - Z4 Pleasant Valley</b>									
Units Listed	6	4	50%	21	23	-9%	12	10	20%
Units Reported Sold	0	0		2	8	-75%	2	3	-33%
Sell / List Ratio	0%	0%		10%	35%		17%	30%	
Reported Sales Dollars	\$0	\$0		\$354,500	\$2,124,119	-83%	\$354,500	\$735,519	-52%
Average Sell Price / Unit				\$177,250	\$265,515	-33%	\$177,250	\$245,173	-28%
Median Sell Price				\$179,500			\$179,500		
Sell Price / List Price				96%	99%		96%	102%	
Days to Sell				14	50	-72%	14	52	-73%
Active Listings	7	4							

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

May, 2013

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	0	0		4	4	0%	4	2	100%
Units Reported Sold	1	0		3	1	200%	2	0	
Sell / List Ratio				75%	25%		50%	0%	
Reported Sales Dollars	\$299,900	\$0		\$885,900	\$302,000	193%	\$589,900	\$0	
Average Sell Price / Unit	\$299,900			\$295,300	\$302,000	-2%	\$294,950		
Median Sell Price	\$299,900			\$296,000			\$299,900		
Sell Price / List Price	97%			96%	104%		98%		
Days to Sell	81			110	126	-12%	54		
Active Listings	0	2							
<b>Full Duplex - 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>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								
<b>Manufactured/Mobile on Pad - Z4 Pleasant Valley</b>									
Units Listed	6	11	-45%	67	74	-9%	27	37	-27%
Units Reported Sold	5	0		34	23	48%	15	6	150%
Sell / List Ratio	83%	0%		51%	31%		56%	16%	
Reported Sales Dollars	\$270,400	\$0		\$2,417,600	\$2,445,963	-1%	\$894,900	\$704,563	27%
Average Sell Price / Unit	\$54,080			\$71,106	\$106,346	-33%	\$59,660	\$117,427	-49%
Median Sell Price	\$52,900			\$63,000			\$52,900		
Sell Price / List Price	78%			80%	88%		76%	87%	
Days to Sell	131			82	103	-21%	91	85	8%
Active Listings	23	32							

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

May, 2013

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		5	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>Lots (Strata) - Z4 Pleasant Valley</b>									
Units Listed	0	0		2	1	100%	0	1	-100%
Units Reported Sold	1	0		1	0		1	0	
Sell / List Ratio				50%	0%			0%	
Reported Sales Dollars	\$115,000	\$0		\$115,000	\$0		\$115,000	\$0	
Average Sell Price / Unit	\$115,000			\$115,000			\$115,000		
Median Sell Price	\$115,000			\$115,000			\$115,000		
Sell Price / List Price	92%			92%			92%		
Days to Sell	77			77			77		
Active Listings	0	1							
<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**

May, 2013

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		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 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	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 Pleasant Valley</b>									
Units Listed	2	0		27	10	170%	14	9	56%
Units Reported Sold	2	0		3	0		3	0	
Sell / List Ratio	100%			11%	0%		21%	0%	
Reported Sales Dollars	\$605,650	\$0		\$928,391	\$0		\$928,391	\$0	
Average Sell Price / Unit	\$302,825			\$309,464			\$309,464		
Median Sell Price	\$315,650			\$315,650			\$315,650		
Sell Price / List Price	107%			109%			109%		
Days to Sell	37			26			26		
Active Listings	11	9							

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

May, 2013

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		1	0		0	0	
Units Reported Sold	0	0		1	0		0	0	
Sell / List Ratio				100%					
Reported Sales Dollars	\$0	\$0		\$280,000	\$0		\$0	\$0	
Average Sell Price / Unit				\$280,000					
Median Sell Price				\$280,000					
Sell Price / List Price				43%					
Days to Sell				543					
Active Listings	0	1							
<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	2	0		14	16	-12%	6	9	-33%
Units Reported Sold	0	0		4	2	100%	1	0	
Sell / List Ratio	0%			29%	12%		17%	0%	
Reported Sales Dollars	\$0	\$0		\$2,137,550	\$321,345	565%	\$1,113,000	\$0	
Average Sell Price / Unit				\$534,388	\$160,672	233%	\$1,113,000		
Median Sell Price				\$931,800			\$1,113,000		
Sell Price / List Price				100%	100%		100%		
Days to Sell				72	206	-65%	67		
Active Listings	10	13							

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

May, 2013

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	27	23	17%	237	242	-2%	105	125	-16%
Units Reported Sold	10	3	233%	97	87	11%	44	37	19%
Sell / List Ratio	37%	13%		41%	36%		42%	30%	
Reported Sales Dollars	\$1,676,950	\$970,000	73%	\$24,827,769	\$23,144,537	7%	\$11,008,932	\$11,200,892	-2%
Average Sell Price / Unit	\$167,695	\$323,333	-48%	\$255,956	\$266,029	-4%	\$250,203	\$302,727	-17%
Median Sell Price	\$115,000			\$290,000			\$290,000		
Sell Price / List Price	89%	97%		91%	95%		90%	97%	
Days to Sell	101	84	20%	77	69	12%	74	57	29%
Active Listings	72	94							

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

May, 2013

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	36	27	33%	208	288	-28%	94	148	-36%
Units Reported Sold	11	12	-8%	105	122	-14%	41	42	-2%
Sell / List Ratio	31%	44%		50%	42%		44%	28%	
Reported Sales Dollars	\$2,316,600	\$3,371,500	-31%	\$26,760,350	\$34,867,313	-23%	\$9,781,272	\$12,242,063	-20%
Average Sell Price / Unit	\$210,600	\$280,958	-25%	\$254,860	\$285,798	-11%	\$238,568	\$291,478	-18%
Median Sell Price	\$180,000			\$250,000			\$226,000		
Sell Price / List Price	92%	94%		93%	96%		94%	96%	
Days to Sell	62	63	-1%	74	56	32%	79	51	55%
Active Listings	69	108							
<b>Single Family (Acreage) - Z4 South Nanaimo</b>									
Units Listed	1	1	0%	3	5	-40%	2	2	0%
Units Reported Sold	0	0		2	0		0	0	
Sell / List Ratio	0%	0%		67%	0%		0%	0%	
Reported Sales Dollars	\$0	\$0		\$850,000	\$0		\$0	\$0	
Average Sell Price / Unit				\$425,000					
Median Sell Price				\$520,000					
Sell Price / List Price				98%					
Days to Sell				14					
Active Listings	2	1							
<b>Single Family (Waterfront) - Z4 South Nanaimo</b>									
Units Listed	0	1	-100%	2	8	-75%	1	3	-67%
Units Reported Sold	0	1	-100%	2	3	-33%	1	1	0%
Sell / List Ratio		100%		100%	38%		100%	33%	
Reported Sales Dollars	\$0	\$225,000	-100%	\$512,500	\$969,500	-47%	\$300,000	\$225,000	33%
Average Sell Price / Unit		\$225,000		\$256,250	\$323,167	-21%	\$300,000	\$225,000	33%
Median Sell Price				\$300,000			\$300,000		
Sell Price / List Price		96%		93%	96%		94%	96%	
Days to Sell		51		33	39	-15%	24	51	-53%
Active Listings	0	2							
<b>Single Family (Strata) - Z4 South Nanaimo</b>									
Units Listed	0	1	-100%	4	2	100%	1	2	-50%
Units Reported Sold	0	0		1	0		0	0	
Sell / List Ratio		0%		25%	0%		0%	0%	
Reported Sales Dollars	\$0	\$0		\$315,000	\$0		\$0	\$0	
Average Sell Price / Unit				\$315,000					
Median Sell Price				\$315,000					
Sell Price / List Price				97%					
Days to Sell				78					
Active Listings	1	1							

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

May, 2013

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		1	3	-67%	0	3	-100%
Units Reported Sold	0	1	-100%	0	1	-100%	0	1	-100%
Sell / List Ratio				0%	33%			33%	
Reported Sales Dollars	\$0	\$281,500	-100%	\$0	\$281,500	-100%	\$0	\$281,500	-100%
Average Sell Price / Unit		\$281,500			\$281,500			\$281,500	
Median Sell Price									
Sell Price / List Price		99%			99%			99%	
Days to Sell		1			1			1	
Active Listings	0	0							
<b>Condo (Apartment) - Z4 South Nanaimo</b>									
Units Listed	0	1	-100%	0	5	-100%	0	4	-100%
Units Reported Sold	0	1	-100%	2	1	100%	0	1	-100%
Sell / List Ratio		100%			20%			25%	
Reported Sales Dollars	\$0	\$151,500	-100%	\$367,500	\$151,500	143%	\$0	\$151,500	-100%
Average Sell Price / Unit		\$151,500		\$183,750	\$151,500	21%		\$151,500	
Median Sell Price				\$220,000					
Sell Price / List Price		93%		88%	93%			93%	
Days to Sell		34		119	34	250%		34	
Active Listings	0	2							
<b>Condo (Patio Home) - Z4 South Nanaimo</b>									
Units Listed	0	2	-100%	7	12	-42%	1	6	-83%
Units Reported Sold	0	0		5	1	400%	0	0	
Sell / List Ratio		0%		71%	8%		0%	0%	
Reported Sales Dollars	\$0	\$0		\$955,250	\$236,000	305%	\$0	\$0	
Average Sell Price / Unit				\$191,050	\$236,000	-19%			
Median Sell Price				\$180,000					
Sell Price / List Price				93%	95%				
Days to Sell				75	81	-8%			
Active Listings	2	8							
<b>Condo (Townhouse) - Z4 South Nanaimo</b>									
Units Listed	5	6	-17%	68	55	24%	34	24	42%
Units Reported Sold	2	2	0%	30	25	20%	16	8	100%
Sell / List Ratio	40%	33%		44%	45%		47%	33%	
Reported Sales Dollars	\$359,800	\$322,000	12%	\$4,951,591	\$4,433,769	12%	\$2,632,000	\$1,292,900	104%
Average Sell Price / Unit	\$179,900	\$161,000	12%	\$165,053	\$177,351	-7%	\$164,500	\$161,612	2%
Median Sell Price	\$179,900			\$179,900			\$179,900		
Sell Price / List Price	100%	90%		96%	96%		98%	95%	
Days to Sell	106	86	25%	52	45	16%	65	62	3%
Active Listings	19	18							

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

May, 2013

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	1	3	-67%	4	15	-73%	2	10	-80%
Units Reported Sold	0	1	-100%	3	3	0%	1	1	0%
Sell / List Ratio	0%	33%		75%	20%		50%	10%	
Reported Sales Dollars	\$0	\$166,000	-100%	\$545,500	\$646,695	-16%	\$271,500	\$166,000	64%
Average Sell Price / Unit		\$166,000		\$181,833	\$215,565	-16%	\$271,500	\$166,000	64%
Median Sell Price				\$159,000			\$271,500		
Sell Price / List Price		98%		90%	100%		99%	98%	
Days to Sell		31		38	29	31%	55	31	77%
Active Listings	1	6							
<b>Full Duplex - Z4 South Nanaimo</b>									
Units Listed	1	1	0%	5	10	-50%	3	5	-40%
Units Reported Sold	0	0		0	2	-100%	0	2	-100%
Sell / List Ratio	0%	0%		0%	20%		0%	40%	
Reported Sales Dollars	\$0	\$0		\$0	\$613,000	-100%	\$0	\$613,000	-100%
Average Sell Price / Unit					\$306,500			\$306,500	
Median Sell Price									
Sell Price / List Price					95%			95%	
Days to Sell					34			34	
Active Listings	2	4							
<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	8	8	0%	65	68	-4%	31	39	-21%
Units Reported Sold	5	2	150%	24	18	33%	12	8	50%
Sell / List Ratio	62%	25%		37%	26%		39%	21%	
Reported Sales Dollars	\$347,000	\$178,000	95%	\$1,794,900	\$1,868,500	-4%	\$776,000	\$839,000	-8%
Average Sell Price / Unit	\$69,400	\$89,000	-22%	\$74,788	\$103,806	-28%	\$64,667	\$104,875	-38%
Median Sell Price	\$82,500			\$76,500			\$66,000		
Sell Price / List Price	83%	92%		86%	91%		84%	92%	
Days to Sell	42	132	-68%	74	95	-22%	74	116	-37%
Active Listings	25	30							

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

May, 2013

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%	17	29	-41%	8	5	60%
Units Reported Sold	0	0		6	11	-45%	2	2	0%
Sell / List Ratio		0%		35%	38%		25%	40%	
Reported Sales Dollars	\$0	\$0		\$600,500	\$1,176,000	-49%	\$155,000	\$153,000	1%
Average Sell Price / Unit				\$100,083	\$106,909	-6%	\$77,500	\$76,500	1%
Median Sell Price				\$110,000			\$105,000		
Sell Price / List Price				90%	89%		86%	77%	
Days to Sell				69	56	23%	116	80	44%
Active Listings	6	6							
<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

May, 2013

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	1	-100%	3	3	0%	2	2	0%
Units Reported Sold	0	0		0	1	-100%	0	1	-100%
Sell / List Ratio		0%		0%	33%		0%	50%	
Reported Sales Dollars	\$0	\$0		\$0	\$850,000	-100%	\$0	\$850,000	-100%
Average Sell Price / Unit					\$850,000			\$850,000	
Median Sell Price									
Sell Price / List Price					87%			87%	
Days to Sell					100			100	
Active Listings	2	2							
<b>Acreage (Waterfront) - Z4 South Nanaimo</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 (Business) - Z4 South Nanaimo</b>									
Units Listed	1	0		5	10	-50%	3	6	-50%
Units Reported Sold	0	0		2	0		1	0	
Sell / List Ratio	0%			40%	0%		33%	0%	
Reported Sales Dollars	\$0	\$0		\$522,000	\$0		\$500,000	\$0	
Average Sell Price / Unit				\$261,000			\$500,000		
Median Sell Price				\$500,000			\$500,000		
Sell Price / List Price				85%			125%		
Days to Sell				68			59		
Active Listings	1	5							
<b>ICI (Commercial) - Z4 South Nanaimo</b>									
Units Listed	0	2	-100%	16	17	-6%	7	11	-36%
Units Reported Sold	0	0		4	2	100%	1	0	
Sell / List Ratio		0%		25%	12%		14%	0%	
Reported Sales Dollars	\$0	\$0		\$1,304,000	\$270,000	383%	\$105,000	\$0	
Average Sell Price / Unit				\$326,000	\$135,000	141%	\$105,000		
Median Sell Price				\$291,000			\$105,000		
Sell Price / List Price				91%	89%		89%		
Days to Sell				80	38	109%	28		
Active Listings	6	14							

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

May, 2013

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		3	5	-40%	0	1	-100%
Units Reported Sold	0	1	-100%	1	2	-50%	1	1	0%
Sell / List Ratio				33%	40%			100%	
Reported Sales Dollars	\$0	\$199,900	-100%	\$496,000	\$424,900	17%	\$496,000	\$199,900	148%
Average Sell Price / Unit		\$199,900		\$496,000	\$212,450	133%	\$496,000	\$199,900	148%
Median Sell Price				\$496,000			\$496,000		
Sell Price / List Price		77%		90%	73%		90%	77%	
Days to Sell		114		24	91	-74%	24	114	-79%
Active Listings	0	3							
<b>ICI (Miscellaneous) - Z4 South Nanaimo</b>									
Units Listed	0	1	-100%	8	9	-11%	5	6	-17%
Units Reported Sold	0	0		1	0		0	0	
Sell / List Ratio		0%		12%	0%		0%	0%	
Reported Sales Dollars	\$0	\$0		\$1,140,000	\$0		\$0	\$0	
Average Sell Price / Unit				\$1,140,000					
Median Sell Price				\$1,140,000					
Sell Price / List Price				81%					
Days to Sell				6					
Active Listings	4	6							
<b>ICI (Multi-Family) - Z4 South Nanaimo</b>									
Units Listed	1	1	0%	16	9	78%	8	5	60%
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio	0%	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	10	4							
<b>ICI (Leases) - Z4 South Nanaimo</b>									
Units Listed	1	4	-75%	19	18	6%	12	11	9%
Units Reported Sold	0	0		1	1	0%	0	0	
Sell / List Ratio	0%	0%		5%	6%		0%	0%	
Reported Sales Dollars	\$0	\$0		\$91,800	\$41,345	122%	\$0	\$0	
Average Sell Price / Unit				\$91,800	\$41,345	122%			
Median Sell Price				\$91,800					
Sell Price / List Price				100%	100%				
Days to Sell				108	16	575%			
Active Listings	12	11							

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

May, 2013

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	55	62	-11%	454	572	-21%	214	293	-27%
Units Reported Sold	18	21	-14%	189	193	-2%	76	68	12%
Sell / List Ratio	33%	34%		42%	34%		36%	23%	
Reported Sales Dollars	\$3,023,400	\$4,895,400	-38%	\$41,206,891	\$46,830,022	-12%	\$15,016,772	\$17,013,863	-12%
Average Sell Price / Unit	\$167,967	\$233,114	-28%	\$218,026	\$242,643	-10%	\$197,589	\$250,204	-21%
Median Sell Price	\$178,600			\$200,000			\$179,900		
Sell Price / List Price	90%	93%		93%	95%		93%	94%	
Days to Sell	61	68	-9%	69	57	20%	74	61	21%
Active Listings	162	231							

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

May, 2013

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	12	15	-20%	127	129	-2%	52	55	-5%
Units Reported Sold	2	6	-67%	64	64	0%	29	27	7%
Sell / List Ratio	17%	40%		50%	50%		56%	49%	
Reported Sales Dollars	\$537,000	\$1,968,500	-73%	\$19,366,000	\$22,434,907	-14%	\$8,289,400	\$9,307,050	-11%
Average Sell Price / Unit	\$268,500	\$328,083	-18%	\$302,594	\$350,545	-14%	\$285,841	\$344,706	-17%
Median Sell Price	\$275,000			\$295,000			\$287,500		
Sell Price / List Price	91%	97%		95%	96%		95%	97%	
Days to Sell	25	34	-27%	47	47	-1%	45	39	14%
Active Listings	30	34							
<b>Single Family (Acreage) - Z4 Uplands</b>									
Units Listed	0	0		1	1	0%	0	0	
Units Reported Sold	0	0		0	1	-100%	0	1	-100%
Sell / List Ratio				0%	100%				
Reported Sales Dollars	\$0	\$0		\$0	\$295,000	-100%	\$0	\$295,000	-100%
Average Sell Price / Unit					\$295,000			\$295,000	
Median Sell Price									
Sell Price / List Price					97%			97%	
Days to Sell					61			61	
Active Listings	0	0							
<b>Single Family (Waterfront) - Z4 Uplands</b>									
Units Listed	0	0		9	12	-25%	4	5	-20%
Units Reported Sold	0	0		3	3	0%	2	1	100%
Sell / List Ratio				33%	25%		50%	20%	
Reported Sales Dollars	\$0	\$0		\$2,582,000	\$2,989,888	-14%	\$1,595,000	\$714,888	123%
Average Sell Price / Unit				\$860,667	\$996,629	-14%	\$797,500	\$714,888	12%
Median Sell Price				\$987,000			\$1,135,000		
Sell Price / List Price				84%	96%		86%	104%	
Days to Sell				204	31	557%	166	13	1177%
Active Listings	3	6							
<b>Single Family (Strata) - Z4 Uplands</b>									
Units Listed	2	6	-67%	33	35	-6%	14	19	-26%
Units Reported Sold	3	0		8	10	-20%	6	4	50%
Sell / List Ratio	150%	0%		24%	29%		43%	21%	
Reported Sales Dollars	\$1,052,500	\$0		\$2,327,500	\$3,533,500	-34%	\$1,872,500	\$1,469,500	27%
Average Sell Price / Unit	\$350,833			\$290,938	\$353,350	-18%	\$312,083	\$367,375	-15%
Median Sell Price	\$327,000			\$292,500			\$300,000		
Sell Price / List Price	96%			94%	96%		96%	96%	
Days to Sell	92			87	61	42%	93	31	197%
Active Listings	10	12							

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

May, 2013

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	3	7	-57%	60	66	-9%	22	32	-31%
Units Reported Sold	3	4	-25%	19	26	-27%	8	13	-38%
Sell / List Ratio	100%	57%		32%	39%		36%	41%	
Reported Sales Dollars	\$470,000	\$575,400	-18%	\$2,580,400	\$4,117,400	-37%	\$1,044,000	\$2,136,400	-51%
Average Sell Price / Unit	\$156,667	\$143,850	9%	\$135,811	\$158,362	-14%	\$130,500	\$164,338	-21%
Median Sell Price	\$155,000			\$133,000			\$133,000		
Sell Price / List Price	93%	90%		92%	93%		93%	92%	
Days to Sell	79	130	-39%	75	83	-9%	80	93	-14%
Active Listings	16	19							
<b>Condo (Patio Home) - Z4 Uplands</b>									
Units Listed	2	1	100%	21	4	425%	9	2	350%
Units Reported Sold	1	0		13	5	160%	7	0	
Sell / List Ratio	50%	0%		62%	125%		78%	0%	
Reported Sales Dollars	\$284,000	\$0		\$3,914,897	\$1,850,499	112%	\$2,001,400	\$0	
Average Sell Price / Unit	\$284,000			\$301,146	\$370,100	-19%	\$285,914		
Median Sell Price	\$284,000			\$285,000			\$272,500		
Sell Price / List Price	98%			99%	103%		98%		
Days to Sell	7			45	282	-84%	56		
Active Listings	6	2							
<b>Condo (Townhouse) - Z4 Uplands</b>									
Units Listed	3	8	-62%	28	26	8%	16	10	60%
Units Reported Sold	2	1	100%	11	13	-15%	5	4	25%
Sell / List Ratio	67%	12%		39%	50%		31%	40%	
Reported Sales Dollars	\$414,000	\$368,094	12%	\$2,750,392	\$3,491,764	-21%	\$1,066,500	\$1,163,744	-8%
Average Sell Price / Unit	\$207,000	\$368,094	-44%	\$250,036	\$268,597	-7%	\$213,300	\$290,936	-27%
Median Sell Price	\$212,000			\$227,500			\$212,000		
Sell Price / List Price	90%	105%		95%	99%		91%	100%	
Days to Sell	47	96	-51%	69	126	-45%	92	55	66%
Active Listings	10	14							

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

May, 2013

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	1	1	0%	19	10	90%	8	6	33%
Units Reported Sold	3	0		10	4	150%	6	2	200%
Sell / List Ratio	300%	0%		53%	40%		75%	33%	
Reported Sales Dollars	\$731,500	\$0		\$2,538,250	\$1,049,300	142%	\$1,492,750	\$493,300	203%
Average Sell Price / Unit	\$243,833			\$253,825	\$262,325	-3%	\$248,792	\$246,650	1%
Median Sell Price	\$256,000			\$258,500			\$255,000		
Sell Price / List Price	96%			95%	94%		94%	97%	
Days to Sell	6			49	92	-47%	51	83	-38%
Active Listings	3	4							
<b>Full Duplex - Z4 Uplands</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>Triplex/Fourplex - Z4 Uplands</b>									
Units Listed	0	1	-100%	2	2	0%	0	2	-100%
Units Reported Sold	0	0		1	0		0	0	
Sell / List Ratio		0%		50%	0%			0%	
Reported Sales Dollars	\$0	\$0		\$494,000	\$0		\$0	\$0	
Average Sell Price / Unit				\$494,000					
Median Sell Price				\$494,000					
Sell Price / List Price				92%					
Days to Sell				17					
Active Listings	0	2							
<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**

May, 2013

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		1	1	0%	1	1	0%
Units Reported Sold	0	1	-100%	0	1	-100%	0	1	-100%
Sell / List Ratio				0%	100%		0%	100%	
Reported Sales Dollars	\$0	\$125,000	-100%	\$0	\$125,000	-100%	\$0	\$125,000	-100%
Average Sell Price / Unit		\$125,000			\$125,000			\$125,000	
Median Sell Price									
Sell Price / List Price		89%			89%			89%	
Days to Sell		18			18			18	
Active Listings	1	0							
<b>Lots (Strata) - Z4 Uplands</b>									
Units Listed	0	0		6	8	-25%	2	3	-33%
Units Reported Sold	1	0		1	1	0%	1	1	0%
Sell / List Ratio				17%	12%		50%	33%	
Reported Sales Dollars	\$155,000	\$0		\$155,000	\$96,000	61%	\$155,000	\$96,000	61%
Average Sell Price / Unit	\$155,000			\$155,000	\$96,000	61%	\$155,000	\$96,000	61%
Median Sell Price	\$155,000			\$155,000			\$155,000		
Sell Price / List Price	79%			79%	80%		79%	80%	
Days to Sell	150			150	61	146%	150	61	146%
Active Listings	3	3							
<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**

May, 2013

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	6	-50%	2	1	100%
Units Reported Sold	0	0		0	3	-100%	0	2	-100%
Sell / List Ratio				0%	50%		0%	200%	
Reported Sales Dollars	\$0	\$0		\$0	\$3,325,000	-100%	\$0	\$3,070,000	-100%
Average Sell Price / Unit					\$1,108,333			\$1,535,000	
Median Sell Price									
Sell Price / List Price					92%			89%	
Days to Sell					101			152	
Active Listings	2	3							
<b>Acreage (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							
<b>ICI (Business) - Z4 Uplands</b>									
Units Listed	0	0		4	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 (Commercial) - Z4 Uplands</b>									
Units Listed	0	0		5	3	67%	2	0	
Units Reported Sold	0	0		1	1	0%	1	0	
Sell / List Ratio				20%	33%		50%		
Reported Sales Dollars	\$0	\$0		\$818,000	\$460,000	78%	\$818,000	\$0	
Average Sell Price / Unit				\$818,000	\$460,000	78%	\$818,000		
Median Sell Price				\$818,000			\$818,000		
Sell Price / List Price				96%	96%		96%		
Days to Sell				81	66	23%	81		
Active Listings	1	2							

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

May, 2013

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	0		4	4	0%	2	2	0%
Units Reported Sold	0	0		0	1	-100%	0	0	
Sell / List Ratio				0%	25%		0%	0%	
Reported Sales Dollars	\$0	\$0		\$0	\$1,463,440	-100%	\$0	\$0	
Average Sell Price / Unit					\$1,463,440				
Median Sell Price									
Sell Price / List Price					81%				
Days to Sell					72				
Active Listings	3	2							
<b>ICI (Multi-Family) - Z4 Uplands</b>									
Units Listed	0	0		6	3	100%	1	1	0%
Units Reported Sold	0	0		1	0		0	0	
Sell / List Ratio				17%	0%		0%	0%	
Reported Sales Dollars	\$0	\$0		\$700,000	\$0		\$0	\$0	
Average Sell Price / Unit				\$700,000					
Median Sell Price				\$700,000					
Sell Price / List Price				96%					
Days to Sell				139					
Active Listings	2	2							
<b>ICI (Leases) - Z4 Uplands</b>									
Units Listed	0	0		18	7	157%	4	0	
Units Reported Sold	0	0		2	3	-33%	0	1	-100%
Sell / List Ratio				11%	43%		0%		
Reported Sales Dollars	\$0	\$0		\$114,112	\$326,988	-65%	\$0	\$151,923	-100%
Average Sell Price / Unit				\$57,056	\$108,996	-48%		\$151,923	
Median Sell Price				\$94,120					
Sell Price / List Price				100%	100%			100%	
Days to Sell				78	80	-3%		132	
Active Listings	15	3							

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

May, 2013

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	23	39	-41%	348	317	10%	141	139	1%
Units Reported Sold	15	12	25%	134	136	-1%	65	57	14%
Sell / List Ratio	65%	31%		39%	43%		46%	41%	
Reported Sales Dollars	\$3,644,000	\$3,036,994	20%	\$38,340,551	\$45,558,686	-16%	\$18,334,550	\$19,022,805	-4%
Average Sell Price / Unit	\$242,933	\$253,083	-4%	\$286,124	\$334,990	-15%	\$282,070	\$333,733	-15%
Median Sell Price	\$256,000			\$278,000			\$272,500		
Sell Price / List Price	93%	95%		95%	96%		94%	95%	
Days to Sell	55	70	-21%	60	74	-19%	65	59	10%
Active Listings	107	108							

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

May, 2013

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	2	1	100%	45	36	25%	24	13	85%
Units Reported Sold	5	3	67%	19	21	-10%	11	7	57%
Sell / List Ratio	250%	300%		42%	58%		46%	54%	
Reported Sales Dollars	\$2,186,000	\$1,007,000	117%	\$8,667,500	\$7,589,800	14%	\$4,326,500	\$2,708,000	60%
Average Sell Price / Unit	\$437,200	\$335,667	30%	\$456,184	\$361,419	26%	\$393,318	\$386,857	2%
Median Sell Price	\$481,000			\$417,500			\$375,000		
Sell Price / List Price	95%	92%		96%	92%		95%	93%	
Days to Sell	34	83	-59%	56	79	-30%	49	94	-48%
Active Listings	10	11							
<b>Single Family (Acreage) - Z4 Upper Lantzville</b>									
Units Listed	0	2	-100%	16	8	100%	7	6	17%
Units Reported Sold	1	1	0%	5	4	25%	1	1	0%
Sell / List Ratio		50%		31%	50%		14%	17%	
Reported Sales Dollars	\$670,000	\$570,000	18%	\$2,484,000	\$4,765,000	-48%	\$670,000	\$570,000	18%
Average Sell Price / Unit	\$670,000	\$570,000	18%	\$496,800	\$1,191,250	-58%	\$670,000	\$570,000	18%
Median Sell Price	\$670,000			\$490,000			\$670,000		
Sell Price / List Price	96%	92%		95%	93%		96%	92%	
Days to Sell	13	61	-79%	51	164	-69%	13	61	-79%
Active Listings	5	5							
<b>Single Family (Waterfront) - Z4 Upper Lantzville</b>									
Units Listed	1	0		2	4	-50%	1	1	0%
Units Reported Sold	0	0		0	3	-100%	0	1	-100%
Sell / List Ratio	0%			0%	75%		0%	100%	
Reported Sales Dollars	\$0	\$0		\$0	\$976,500	-100%	\$0	\$192,000	-100%
Average Sell Price / Unit					\$325,500			\$192,000	
Median Sell Price									
Sell Price / List Price					97%			96%	
Days to Sell					35			74	
Active Listings	1	0							
<b>Single Family (Strata) - Z4 Upper Lantzville</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	\$615,000	\$0		\$615,000	\$0		\$615,000	\$0	
Average Sell Price / Unit	\$615,000			\$615,000			\$615,000		
Median Sell Price	\$615,000			\$615,000			\$615,000		
Sell Price / List Price	98%			98%			98%		
Days to Sell	24			24			24		
Active Listings	0	0							

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

May, 2013

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	1	-100%	0	0	
Sell / List Ratio									
Reported Sales Dollars	\$0	\$0		\$0	\$280,000	-100%	\$0	\$0	
Average Sell Price / Unit					\$280,000				
Median Sell Price									
Sell Price / List Price					97%				
Days to Sell					22				
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

May, 2013

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	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	\$447,000	-100%	\$0	\$447,000	-100%
Average Sell Price / Unit					\$447,000			\$447,000	
Median Sell Price									
Sell Price / List Price					90%			90%	
Days to Sell					18			18	
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	0	0		10	3	233%	4	2	100%
Units Reported Sold	0	0		2	0		1	0	
Sell / List Ratio				20%	0%		25%	0%	
Reported Sales Dollars	\$0	\$0		\$43,500	\$0		\$7,000	\$0	
Average Sell Price / Unit				\$21,750			\$7,000		
Median Sell Price				\$36,500			\$7,000		
Sell Price / List Price				58%			35%		
Days to Sell				105			81		
Active Listings	2	2							

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

May, 2013

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		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 (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**

May, 2013

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	1	1	0%	10	14	-29%	5	9	-44%
Units Reported Sold	0	0		0	1	-100%	0	1	-100%
Sell / List Ratio	0%	0%		0%	7%		0%	11%	
Reported Sales Dollars	\$0	\$0		\$0	\$205,340	-100%	\$0	\$205,340	-100%
Average Sell Price / Unit					\$205,340			\$205,340	
Median Sell Price									
Sell Price / List Price					91%			91%	
Days to Sell					70			70	
Active Listings	3	9							
<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**

May, 2013

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		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 (Miscellaneous) - 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	0	1							
<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	1	-100%	2	2	0%	2	1	100%
Units Reported Sold	0	1	-100%	0	1	-100%	0	1	-100%
Sell / List Ratio		100%		0%	50%		0%	100%	
Reported Sales Dollars	\$0	\$167,586	-100%	\$0	\$167,586	-100%	\$0	\$167,586	-100%
Average Sell Price / Unit		\$167,586			\$167,586			\$167,586	
Median Sell Price									
Sell Price / List Price		100%			100%			100%	
Days to Sell		665			665			665	
Active Listings	2	1							

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

May, 2013

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	4	5	-20%	87	70	24%	45	34	32%
Units Reported Sold	7	5	40%	27	32	-16%	14	12	17%
Sell / List Ratio	175%	100%		31%	46%		31%	35%	
Reported Sales Dollars	\$3,471,000	\$1,744,586	99%	\$11,810,000	\$14,431,226	-18%	\$5,618,500	\$4,289,926	31%
Average Sell Price / Unit	\$495,857	\$348,917	42%	\$437,407	\$450,976	-3%	\$401,321	\$357,494	12%
Median Sell Price	\$490,000			\$417,500			\$408,000		
Sell Price / List Price	96%	93%		93%	93%		91%	94%	
Days to Sell	30	195	-85%	57	100	-43%	47	129	-63%
Active Listings	23	29							

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

May, 2013

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	7	5	40%	46	38	21%	23	17	35%
Units Reported Sold	3	0		21	14	50%	7	3	133%
Sell / List Ratio	43%	0%		46%	37%		30%	18%	
Reported Sales Dollars	\$1,457,500	\$0		\$9,462,750	\$7,293,999	30%	\$3,086,500	\$1,324,999	133%
Average Sell Price / Unit	\$485,833			\$450,607	\$521,000	-14%	\$440,929	\$441,666	-0%
Median Sell Price	\$409,500			\$409,000			\$390,000		
Sell Price / List Price	98%			95%	94%		93%	95%	
Days to Sell	50			51	84	-39%	44	74	-40%
Active Listings	13	13							
<b>Single Family (Acreage) - Z4 North Jingle Pot</b>									
Units Listed	1	3	-67%	17	24	-29%	4	12	-67%
Units Reported Sold	0	1	-100%	10	6	67%	2	1	100%
Sell / List Ratio	0%	33%		59%	25%		50%	8%	
Reported Sales Dollars	\$0	\$336,000	-100%	\$6,247,000	\$3,467,966	80%	\$1,384,000	\$336,000	312%
Average Sell Price / Unit		\$336,000		\$624,700	\$577,994	8%	\$692,000	\$336,000	106%
Median Sell Price				\$610,000			\$828,000		
Sell Price / List Price		96%		94%	94%		92%	96%	
Days to Sell		71		36	46	-23%	79	71	11%
Active Listings	4	8							
<b>Single Family (Waterfront) - Z4 North Jingle Pot</b>									
Units Listed	0	0		1	4	-75%	0	1	-100%
Units Reported Sold	0	0		1	1	0%	0	0	
Sell / List Ratio				100%	25%			0%	
Reported Sales Dollars	\$0	\$0		\$765,000	\$607,000	26%	\$0	\$0	
Average Sell Price / Unit				\$765,000	\$607,000	26%			
Median Sell Price				\$765,000					
Sell Price / List Price				96%	94%				
Days to Sell				51	176	-71%			
Active Listings	0	1							
<b>Single Family (Strata) - Z4 North Jingle Pot</b>									
Units Listed	1	2	-50%	4	4	0%	2	2	0%
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio	0%	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	2							

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

May, 2013

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

May, 2013

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	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>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	8	6	33%	56	48	17%	29	24	21%
Units Reported Sold	5	2	150%	19	19	0%	8	9	-11%
Sell / List Ratio	62%	33%		34%	40%		28%	38%	
Reported Sales Dollars	\$966,000	\$401,000	141%	\$3,846,900	\$4,058,900	-5%	\$1,501,000	\$1,898,500	-21%
Average Sell Price / Unit	\$193,200	\$200,500	-4%	\$202,468	\$213,626	-5%	\$187,625	\$210,944	-11%
Median Sell Price	\$193,000			\$207,000			\$199,500		
Sell Price / List Price	96%	97%		94%	95%		93%	95%	
Days to Sell	47	61	-22%	73	76	-4%	79	58	37%
Active Listings	18	18							

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

May, 2013

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	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 (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

May, 2013

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	1	0%	7	5	40%	4	2	100%
Units Reported Sold	0	0		0	2	-100%	0	1	-100%
Sell / List Ratio	0%	0%		0%	40%		0%	50%	
Reported Sales Dollars	\$0	\$0		\$0	\$626,000	-100%	\$0	\$294,000	-100%
Average Sell Price / Unit					\$313,000			\$294,000	
Median Sell Price									
Sell Price / List Price					89%			82%	
Days to Sell					112			211	
Active Listings	4	2							
<b>Acreage (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>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**

May, 2013

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		3	1	200%	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	1	0							
<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	1	-100%	0	0	
Units Reported Sold	0	0		0	1	-100%	0	0	
Sell / List Ratio					100%				
Reported Sales Dollars	\$0	\$0		\$0	\$225,400	-100%	\$0	\$0	
Average Sell Price / Unit					\$225,400				
Median Sell Price									
Sell Price / List Price					100%				
Days to Sell					149				
Active Listings	0	1							

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

May, 2013

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	18	17	6%	134	126	6%	62	59	5%
Units Reported Sold	8	3	167%	51	43	19%	17	14	21%
Sell / List Ratio	44%	18%		38%	34%		27%	24%	
Reported Sales Dollars	\$2,423,500	\$737,000	229%	\$20,321,650	\$16,279,265	25%	\$5,971,500	\$3,853,499	55%
Average Sell Price / Unit	\$302,938	\$245,667	23%	\$398,464	\$378,588	5%	\$351,265	\$275,250	28%
Median Sell Price	\$240,000			\$387,500			\$345,000		
Sell Price / List Price	97%	97%		94%	94%		93%	94%	
Days to Sell	48	64	-25%	56	80	-30%	65	73	-11%
Active Listings	41	45							

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

May, 2013

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	5	9	-44%	72	71	1%	32	28	14%
Units Reported Sold	4	2	100%	26	34	-24%	12	13	-8%
Sell / List Ratio	80%	22%		36%	48%		38%	46%	
Reported Sales Dollars	\$1,502,500	\$635,000	137%	\$10,363,943	\$13,344,892	-22%	\$4,500,235	\$5,564,792	-19%
Average Sell Price / Unit	\$375,625	\$317,500	18%	\$398,613	\$392,497	2%	\$375,020	\$428,061	-12%
Median Sell Price	\$455,000			\$390,746			\$380,000		
Sell Price / List Price	95%	98%		98%	98%		98%	101%	
Days to Sell	26	10	168%	40	48	-15%	36	51	-30%
Active Listings	17	18							
<b>Single Family (Acreage) - Z4 South Jingle Pot</b>									
Units Listed	1	0		5	2	150%	2	1	100%
Units Reported Sold	0	0		0	1	-100%	0	0	
Sell / List Ratio	0%			0%	50%		0%	0%	
Reported Sales Dollars	\$0	\$0		\$0	\$510,000	-100%	\$0	\$0	
Average Sell Price / Unit					\$510,000				
Median Sell Price									
Sell Price / List Price					89%				
Days to Sell					124				
Active Listings	2	1							
<b>Single Family (Waterfront) - Z4 South Jingle Pot</b>									
Units Listed	3	0		11	4	175%	6	2	200%
Units Reported Sold	0	0		1	1	0%	1	1	0%
Sell / List Ratio	0%			9%	25%		17%	50%	
Reported Sales Dollars	\$0	\$0		\$365,000	\$432,000	-16%	\$365,000	\$432,000	-16%
Average Sell Price / Unit				\$365,000	\$432,000	-16%	\$365,000	\$432,000	-16%
Median Sell Price				\$365,000			\$365,000		
Sell Price / List Price				99%	96%		99%	96%	
Days to Sell				15	1	1400%	15	1	1400%
Active Listings	5	1							
<b>Single Family (Strata) - Z4 South Jingle Pot</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							

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

May, 2013

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	1	-100%	0	0	
Units Reported Sold	0	0		0	1	-100%	0	0	
Sell / List Ratio					100%				
Reported Sales Dollars	\$0	\$0		\$0	\$209,000	-100%	\$0	\$0	
Average Sell Price / Unit					\$209,000				
Median Sell Price									
Sell Price / List Price					91%				
Days to Sell					46				
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								
<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

May, 2013

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	2	-100%	0	1	-100%
Units Reported Sold	0	0		0	1	-100%	0	1	-100%
Sell / List Ratio					50%			100%	
Reported Sales Dollars	\$0	\$0		\$0	\$269,000	-100%	\$0	\$269,000	-100%
Average Sell Price / Unit					\$269,000			\$269,000	
Median Sell Price									
Sell Price / List Price					96%			96%	
Days to Sell					70			70	
Active Listings	0	0							
<b>Full Duplex - Z4 South Jingle Pot</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	\$400,000	-100%	\$0	\$400,000	-100%	\$0	\$400,000	-100%
Average Sell Price / Unit		\$400,000			\$400,000			\$400,000	
Median Sell Price									
Sell Price / List Price		98%			98%			98%	
Days to Sell		4			4			4	
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	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

May, 2013

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	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 South Jingle Pot</b>									
Units Listed	0	1	-100%	1	10	-90%	1	4	-75%
Units Reported Sold	0	0		1	6	-83%	0	2	-100%
Sell / List Ratio		0%		100%	60%		0%	50%	
Reported Sales Dollars	\$0	\$0		\$143,000	\$980,100	-85%	\$0	\$302,000	-100%
Average Sell Price / Unit				\$143,000	\$163,350	-12%		\$151,000	
Median Sell Price				\$143,000					
Sell Price / List Price				93%	97%			95%	
Days to Sell				43	56	-23%		74	
Active Listings	1	3							
<b>Lots (Strata) - Z4 South Jingle Pot</b>									
Units Listed	0	0		98	0		98	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	98	0							
<b>Lots (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							

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

May, 2013

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	1	0		1	1	0%	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	0							
<b>Acreage (Waterfront) - Z4 South 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	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

May, 2013

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		3	1	200%	1	1	0%
Units Reported Sold	0	0		1	0		0	0	
Sell / List Ratio				33%	0%		0%	0%	
Reported Sales Dollars	\$0	\$0		\$1,310,000	\$0		\$0	\$0	
Average Sell Price / Unit				\$1,310,000					
Median Sell Price				\$1,310,000					
Sell Price / List Price				101%					
Days to Sell				6					
Active Listings	1	1							
<b>ICI (Miscellaneous) - 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 (Multi-Family) - Z4 South Jingle Pot</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>ICI (Leases) - Z4 South Jingle Pot</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							

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

May, 2013

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	10	10	0%	192	96	100%	142	41	246%
Units Reported Sold	4	3	33%	29	45	-36%	13	18	-28%
Sell / List Ratio	40%	30%		15%	47%		9%	44%	
Reported Sales Dollars	\$1,502,500	\$1,035,000	45%	\$12,181,943	\$16,144,992	-25%	\$4,865,235	\$6,967,792	-30%
Average Sell Price / Unit	\$375,625	\$345,000	9%	\$420,067	\$358,778	17%	\$374,249	\$387,100	-3%
Median Sell Price	\$455,000			\$380,000			\$365,000		
Sell Price / List Price	95%	98%		98%	97%		98%	100%	
Days to Sell	26	8	233%	38	49	-21%	34	49	-31%
Active Listings	126	26							

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

May, 2013

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	19	22	-14%	193	182	6%	84	86	-2%
Units Reported Sold	14	9	56%	89	83	7%	45	40	12%
Sell / List Ratio	74%	41%		46%	46%		54%	47%	
Reported Sales Dollars	\$4,492,000	\$2,876,077	56%	\$28,442,026	\$27,361,814	4%	\$13,918,652	\$13,345,435	4%
Average Sell Price / Unit	\$320,857	\$319,564	0%	\$319,573	\$329,660	-3%	\$309,303	\$333,636	-7%
Median Sell Price	\$280,000			\$292,500			\$282,000		
Sell Price / List Price	97%	96%		95%	95%		95%	96%	
Days to Sell	33	63	-48%	51	53	-3%	47	54	-14%
Active Listings	51	53							
<b>Single Family (Acreage) - Z4 University District</b>									
Units Listed	0	0		2	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	1	0							
<b>Single Family (Waterfront) - Z4 University District</b>									
Units Listed	0	0		2	1	100%	2	0	
Units Reported Sold	0	0		1	1	0%	1	0	
Sell / List Ratio				50%	100%		50%		
Reported Sales Dollars	\$0	\$0		\$253,000	\$470,000	-46%	\$253,000	\$0	
Average Sell Price / Unit				\$253,000	\$470,000	-46%	\$253,000		
Median Sell Price				\$253,000			\$253,000		
Sell Price / List Price				97%	94%		97%		
Days to Sell				4	40	-90%	4		
Active Listings	1	0							
<b>Single Family (Strata) - Z4 University District</b>									
Units Listed	0	0		6	1	500%	1	1	0%
Units Reported Sold	0	0		4	0		4	0	
Sell / List Ratio				67%	0%		400%	0%	
Reported Sales Dollars	\$0	\$0		\$1,253,400	\$0		\$1,253,400	\$0	
Average Sell Price / Unit				\$313,350			\$313,350		
Median Sell Price				\$319,000			\$319,000		
Sell Price / List Price				98%			98%		
Days to Sell				113			113		
Active Listings	0	1							

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

May, 2013

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	0	0		5	5	0%	1	1	0%
Units Reported Sold	0	0		0	1	-100%	0	0	
Sell / List Ratio				0%	20%		0%	0%	
Reported Sales Dollars	\$0	\$0		\$0	\$160,000	-100%	\$0	\$0	
Average Sell Price / Unit					\$160,000				
Median Sell Price									
Sell Price / List Price					95%				
Days to Sell					66				
Active Listings	1	1							
<b>Condo (Patio Home) - Z4 University District</b>									
Units Listed	0	0		6	8	-25%	1	4	-75%
Units Reported Sold	0	3	-100%	2	5	-60%	1	3	-67%
Sell / List Ratio				33%	62%		100%	75%	
Reported Sales Dollars	\$0	\$461,400	-100%	\$304,000	\$756,400	-60%	\$149,000	\$461,400	-68%
Average Sell Price / Unit		\$153,800		\$152,000	\$151,280	0%	\$149,000	\$153,800	-3%
Median Sell Price				\$155,000			\$149,000		
Sell Price / List Price		93%		95%	93%		94%	93%	
Days to Sell		72		146	77	89%	111	72	55%
Active Listings	1	1							
<b>Condo (Townhouse) - Z4 University District</b>									
Units Listed	1	2	-50%	30	32	-6%	10	17	-41%
Units Reported Sold	1	2	-50%	12	12	0%	4	6	-33%
Sell / List Ratio	100%	100%		40%	38%		40%	35%	
Reported Sales Dollars	\$165,000	\$324,800	-49%	\$2,060,550	\$1,938,600	6%	\$613,000	\$956,700	-36%
Average Sell Price / Unit	\$165,000	\$162,400	2%	\$171,712	\$161,550	6%	\$153,250	\$159,450	-4%
Median Sell Price	\$165,000			\$171,000			\$171,000		
Sell Price / List Price	94%	91%		92%	93%		91%	93%	
Days to Sell	93	156	-41%	68	82	-17%	56	82	-32%
Active Listings	8	12							

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

May, 2013

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	4	-100%	6	6	0%	1	4	-75%
Units Reported Sold	0	0		4	1	300%	0	0	
Sell / List Ratio		0%		67%	17%		0%	0%	
Reported Sales Dollars	\$0	\$0		\$970,500	\$319,000	204%	\$0	\$0	
Average Sell Price / Unit				\$242,625	\$319,000	-24%			
Median Sell Price				\$262,500					
Sell Price / List Price				100%	100%				
Days to Sell				66	158	-59%			
Active Listings	0	3							
<b>Full Duplex - Z4 University District</b>									
Units Listed	0	2	-100%	4	7	-43%	1	4	-75%
Units Reported Sold	0	0		3	1	200%	1	0	
Sell / List Ratio		0%		75%	14%		100%	0%	
Reported Sales Dollars	\$0	\$0		\$1,065,500	\$307,500	247%	\$316,500	\$0	
Average Sell Price / Unit				\$355,167	\$307,500	16%	\$316,500		
Median Sell Price				\$349,000			\$316,500		
Sell Price / List Price				93%	99%		91%		
Days to Sell				35	147	-76%	24		
Active Listings	0	4							
<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	0	1	-100%	26	27	-4%	9	8	12%
Units Reported Sold	0	1	-100%	11	14	-21%	5	6	-17%
Sell / List Ratio		100%		42%	52%		56%	75%	
Reported Sales Dollars	\$0	\$12,500	-100%	\$1,213,275	\$1,752,275	-31%	\$622,500	\$637,775	-2%
Average Sell Price / Unit		\$12,500		\$110,298	\$125,162	-12%	\$124,500	\$106,296	17%
Median Sell Price				\$98,500			\$133,000		
Sell Price / List Price		32%		89%	84%		84%	76%	
Days to Sell		165		66	119	-45%	95	182	-48%
Active Listings	9	8							

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

May, 2013

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	0	1	-100%	19	30	-37%	3	1	200%
Units Reported Sold	0	1	-100%	8	13	-38%	4	6	-33%
Sell / List Ratio		100%		42%	43%		133%	600%	
Reported Sales Dollars	\$0	\$203,500	-100%	\$1,308,500	\$2,086,900	-37%	\$634,500	\$980,400	-35%
Average Sell Price / Unit		\$203,500		\$163,562	\$160,531	2%	\$158,625	\$163,400	-3%
Median Sell Price				\$163,000			\$168,000		
Sell Price / List Price		89%		95%	96%		94%	97%	
Days to Sell		782		161	165	-2%	98	226	-56%
Active Listings	12	19							
<b>Lots (Strata) - Z4 University District</b>									
Units Listed	0	0		96	112	-14%	0	0	
Units Reported Sold	0	0		1	4	-75%	0	0	
Sell / List Ratio				1%	4%				
Reported Sales Dollars	\$0	\$0		\$93,500	\$310,300	-70%	\$0	\$0	
Average Sell Price / Unit				\$93,500	\$77,575	21%			
Median Sell Price				\$93,500					
Sell Price / List Price				95%	95%				
Days to Sell				223	8	2688%			
Active Listings	0	108							
<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**

May, 2013

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	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 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		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 (Commercial) - Z4 University District</b>									
Units Listed	0	0		3	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							

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

May, 2013

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		2	2	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	1							
<b>ICI (Multi-Family) - Z4 University District</b>									
Units Listed	0	0		2	1	100%	0	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 (Leases) - Z4 University District</b>									
Units Listed	0	0		5	1	400%	0	1	-100%
Units Reported Sold	0	0		3	0		1	0	
Sell / List Ratio				60%	0%			0%	
Reported Sales Dollars	\$0	\$0		\$506,684	\$0		\$140,280	\$0	
Average Sell Price / Unit				\$168,895			\$140,280		
Median Sell Price				\$140,280			\$140,280		
Sell Price / List Price				100%			100%		
Days to Sell				260			27		
Active Listings	4	4							

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

May, 2013

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	20	32	-38%	408	415	-2%	114	128	-11%
Units Reported Sold	15	16	-6%	138	135	2%	66	61	8%
Sell / List Ratio	75%	50%		34%	33%		58%	48%	
Reported Sales Dollars	\$4,657,000	\$3,878,277	20%	\$37,470,935	\$35,462,789	6%	\$17,900,832	\$16,381,710	9%
Average Sell Price / Unit	\$310,467	\$242,392	28%	\$271,529	\$262,687	3%	\$271,225	\$268,553	1%
Median Sell Price	\$276,500			\$260,000			\$267,000		
Sell Price / List Price	97%	91%		95%	94%		94%	93%	
Days to Sell	37	128	-71%	69	74	-7%	58	87	-34%
Active Listings	88	215							

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

May, 2013

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	2	4	-50%	35	30	17%	13	11	18%
Units Reported Sold	1	2	-50%	17	21	-19%	9	9	0%
Sell / List Ratio	50%	50%		49%	70%		69%	82%	
Reported Sales Dollars	\$346,850	\$679,500	-49%	\$4,559,500	\$6,516,750	-30%	\$2,277,000	\$2,537,000	-10%
Average Sell Price / Unit	\$346,850	\$339,750	2%	\$268,206	\$310,321	-14%	\$253,000	\$281,889	-10%
Median Sell Price	\$346,850			\$274,000			\$234,000		
Sell Price / List Price	99%	95%		94%	94%		93%	95%	
Days to Sell	50	40	25%	58	48	20%	87	34	152%
Active Listings	10	4							
<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	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 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

May, 2013

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	7	8	-12%	68	125	-46%	28	65	-57%
Units Reported Sold	2	4	-50%	22	28	-21%	7	12	-42%
Sell / List Ratio	29%	50%		32%	22%		25%	18%	
Reported Sales Dollars	\$451,000	\$857,500	-47%	\$4,788,300	\$6,342,250	-25%	\$1,726,000	\$2,820,400	-39%
Average Sell Price / Unit	\$225,500	\$214,375	5%	\$217,650	\$226,509	-4%	\$246,571	\$235,033	5%
Median Sell Price	\$226,000			\$225,000			\$245,000		
Sell Price / List Price	98%	93%		93%	93%		97%	92%	
Days to Sell	22	66	-68%	100	78	28%	46	87	-47%
Active Listings	24	58							
<b>Condo (Patio Home) - Z4 Brechin Hill</b>									
Units Listed	0	0		1	1	0%	0	1	-100%
Units Reported Sold	0	0		0	1	-100%	0	1	-100%
Sell / List Ratio				0%	100%			100%	
Reported Sales Dollars	\$0	\$0		\$0	\$187,000	-100%	\$0	\$187,000	-100%
Average Sell Price / Unit					\$187,000			\$187,000	
Median Sell Price									
Sell Price / List Price					94%			94%	
Days to Sell					22			22	
Active Listings	0	0							
<b>Condo (Townhouse) - Z4 Brechin Hill</b>									
Units Listed	0	0		0	15	-100%	0	0	
Units Reported Sold	0	0		0	2	-100%	0	0	
Sell / List Ratio					13%				
Reported Sales Dollars	\$0	\$0		\$0	\$543,500	-100%	\$0	\$0	
Average Sell Price / Unit					\$271,750				
Median Sell Price									
Sell Price / List Price					97%				
Days to Sell					45				
Active Listings	0	0							

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

May, 2013

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		2	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>Full Duplex - Z4 Brechin Hill</b>									
Units Listed	0	0		2	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>Triplex/Fourplex - Z4 Brechin Hill</b>									
Units Listed	0	0		2	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>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

May, 2013

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	1	-100%	1	1	0%	0	1	-100%
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>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

May, 2013

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	1	3	-67%	2	8	-75%	1	5	-80%
Units Reported Sold	0	0		0	1	-100%	0	0	
Sell / List Ratio	0%	0%		0%	12%		0%	0%	
Reported Sales Dollars	\$0	\$0		\$0	\$80,727	-100%	\$0	\$0	
Average Sell Price / Unit					\$80,727				
Median Sell Price									
Sell Price / List Price					103%				
Days to Sell					25				
Active Listings	1	4							
<b>ICI (Commercial) - Z4 Brechin Hill</b>									
Units Listed	0	1	-100%	6	5	20%	0	4	-100%
Units Reported Sold	0	0		2	0		0	0	
Sell / List Ratio		0%		33%	0%			0%	
Reported Sales Dollars	\$0	\$0		\$445,000	\$0		\$0	\$0	
Average Sell Price / Unit				\$222,500					
Median Sell Price				\$310,000					
Sell Price / List Price				88%					
Days to Sell				178					
Active Listings	3	4							

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

May, 2013

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		5	1	400%	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	4	1							
<b>ICI (Multi-Family) - Z4 Brechin Hill</b>									
Units Listed	0	0		4	2	100%	2	1	100%
Units Reported Sold	0	0		0	1	-100%	0	0	
Sell / List Ratio				0%	50%		0%	0%	
Reported Sales Dollars	\$0	\$0		\$0	\$1,100,000	-100%	\$0	\$0	
Average Sell Price / Unit					\$1,100,000				
Median Sell Price									
Sell Price / List Price					86%				
Days to Sell					178				
Active Listings	1	0							
<b>ICI (Leases) - Z4 Brechin Hill</b>									
Units Listed	1	1	0%	13	3	333%	7	2	250%
Units Reported Sold	0	0		2	0		0	0	
Sell / List Ratio	0%	0%		15%	0%		0%	0%	
Reported Sales Dollars	\$0	\$0		\$153,480	\$0		\$0	\$0	
Average Sell Price / Unit				\$76,740					
Median Sell Price				\$133,080					
Sell Price / List Price				100%					
Days to Sell				137					
Active Listings	10	2							

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

May, 2013

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	11	18	-39%	141	191	-26%	57	91	-37%
Units Reported Sold	3	6	-50%	43	54	-20%	16	22	-27%
Sell / List Ratio	27%	33%		30%	28%		28%	24%	
Reported Sales Dollars	\$797,850	\$1,537,000	-48%	\$9,946,280	\$14,770,227	-33%	\$4,003,000	\$5,544,400	-28%
Average Sell Price / Unit	\$265,950	\$256,167	4%	\$231,309	\$273,523	-15%	\$250,188	\$252,018	-1%
Median Sell Price	\$226,000			\$232,500			\$245,000		
Sell Price / List Price	98%	94%		93%	94%		95%	93%	
Days to Sell	31	58	-46%	89	65	36%	69	62	10%
Active Listings	56	74							

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

May, 2013

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	0	3	-100%	25	29	-14%	10	14	-29%
Units Reported Sold	2	1	100%	11	15	-27%	9	5	80%
Sell / List Ratio		33%		44%	52%		90%	36%	
Reported Sales Dollars	\$817,500	\$340,000	140%	\$3,696,400	\$4,002,253	-8%	\$3,090,400	\$1,252,101	147%
Average Sell Price / Unit	\$408,750	\$340,000	20%	\$336,036	\$266,817	26%	\$343,378	\$250,420	37%
Median Sell Price	\$637,500			\$307,000			\$307,000		
Sell Price / List Price	91%	97%		91%	96%		90%	97%	
Days to Sell	64	7	821%	64	38	71%	73	26	180%
Active Listings	6	7							
<b>Single Family (Acreage) - Z4 Extension</b>									
Units Listed	1	3	-67%	12	16	-25%	6	6	0%
Units Reported Sold	0	0		4	6	-33%	2	2	0%
Sell / List Ratio	0%	0%		33%	38%		33%	33%	
Reported Sales Dollars	\$0	\$0		\$2,200,592	\$2,906,900	-24%	\$1,310,000	\$973,000	35%
Average Sell Price / Unit				\$550,148	\$484,483	14%	\$655,000	\$486,500	35%
Median Sell Price				\$625,000			\$685,000		
Sell Price / List Price				93%	95%		92%	98%	
Days to Sell				84	63	33%	136	46	197%
Active Listings	4	6							
<b>Single Family (Waterfront) - Z4 Extension</b>									
Units Listed	0	1	-100%	1	3	-67%	0	2	-100%
Units Reported Sold	0	0		1	1	0%	0	0	
Sell / List Ratio		0%		100%	33%			0%	
Reported Sales Dollars	\$0	\$0		\$440,000	\$430,000	2%	\$0	\$0	
Average Sell Price / Unit				\$440,000	\$430,000	2%			
Median Sell Price				\$440,000					
Sell Price / List Price				98%	96%				
Days to Sell				70	89	-21%			
Active Listings	0	2							
<b>Single Family (Strata) - Z4 Extension</b>									
Units Listed	0	0		2	2	0%	2	1	100%
Units Reported Sold	1	0		1	0		1	0	
Sell / List Ratio				50%	0%		50%	0%	
Reported Sales Dollars	\$390,000	\$0		\$390,000	\$0		\$390,000	\$0	
Average Sell Price / Unit	\$390,000			\$390,000			\$390,000		
Median Sell Price	\$390,000			\$390,000			\$390,000		
Sell Price / List Price	98%			98%			98%		
Days to Sell	2			2			2		
Active Listings	1	0							

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

May, 2013

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

May, 2013

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	5	4	25%	38	44	-14%	17	22	-23%
Units Reported Sold	0	3	-100%	15	16	-6%	6	8	-25%
Sell / List Ratio	0%	75%		39%	36%		35%	36%	
Reported Sales Dollars	\$0	\$221,000	-100%	\$683,600	\$1,230,900	-44%	\$330,500	\$583,400	-43%
Average Sell Price / Unit		\$73,667		\$45,573	\$76,931	-41%	\$55,083	\$72,925	-24%
Median Sell Price				\$47,000			\$65,000		
Sell Price / List Price		84%		77%	85%		78%	88%	
Days to Sell		135		103	93	11%	109	86	28%
Active Listings	16	19							

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

May, 2013

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		2	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>Lots - Z4 Extension</b>									
Units Listed	0	0		3	7	-57%	1	3	-67%
Units Reported Sold	0	0		2	3	-33%	0	1	-100%
Sell / List Ratio				67%	43%		0%	33%	
Reported Sales Dollars	\$0	\$0		\$149,000	\$168,000	-11%	\$0	\$63,000	-100%
Average Sell Price / Unit				\$74,500	\$56,000	33%		\$63,000	
Median Sell Price				\$75,000					
Sell Price / List Price				77%	96%			98%	
Days to Sell				61	51	20%		49	
Active Listings	1	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

May, 2013

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	1	1	0%	9	1	800%	4	1	300%
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio	0%	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	6	1							
<b>Acreage (Waterfront) - Z4 Extension</b>									
Units Listed	1	10	-90%	16	10	60%	12	10	20%
Units Reported Sold	0	0		2	0		0	0	
Sell / List Ratio	0%	0%		12%	0%		0%	0%	
Reported Sales Dollars	\$0	\$0		\$661,000	\$0		\$0	\$0	
Average Sell Price / Unit				\$330,500					
Median Sell Price				\$336,000					
Sell Price / List Price				95%					
Days to Sell				51					
Active Listings	12	11							
<b>ICI (Business) - 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>ICI (Commercial) - Z4 Extension</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							

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

May, 2013

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	1	0		3	1	200%	1	1	0%
Units Reported Sold	0	0		1	0		0	0	
Sell / List Ratio	0%			33%	0%		0%	0%	
Reported Sales Dollars	\$0	\$0		\$698,000	\$0		\$0	\$0	
Average Sell Price / Unit				\$698,000					
Median Sell Price				\$698,000					
Sell Price / List Price				97%					
Days to Sell				80					
Active Listings	1	1							
<b>ICI (Miscellaneous) - Z4 Extension</b>									
Units Listed	2	1	100%	9	1	800%	5	1	400%
Units Reported Sold	0	0		0	0		0	0	
Sell / List Ratio	0%	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	6	2							
<b>ICI (Multi-Family) - 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>ICI (Leases) - 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

May, 2013

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	11	23	-52%	120	115	4%	59	62	-5%
Units Reported Sold	3	4	-25%	37	41	-10%	18	16	12%
Sell / List Ratio	27%	17%		31%	36%		31%	26%	
Reported Sales Dollars	\$1,207,500	\$561,000	115%	\$8,918,592	\$8,738,053	2%	\$5,120,900	\$2,871,501	78%
Average Sell Price / Unit	\$402,500	\$140,250	187%	\$241,043	\$213,123	13%	\$284,494	\$179,469	59%
Median Sell Price	\$390,000			\$180,000			\$295,000		
Sell Price / List Price	93%	87%		86%	92%		87%	93%	
Days to Sell	44	103	-58%	80	65	23%	88	60	48%
Active Listings	54	51							

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

May, 2013

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	239	254	-6%	2111	2351	-10%	981	1086	-10%
Units Reported Sold	122	109	12%	989	1092	-9%	443	470	-6%
Sell / List Ratio	51%	43%		47%	46%		45%	43%	
Reported Sales Dollars	\$43,608,029	\$38,101,366	14%	\$344,360,417	\$390,312,647	-12%	\$152,437,447	\$167,078,195	-9%
Average Sell Price / Unit	\$357,443	\$349,554	2%	\$348,191	\$357,429	-3%	\$344,103	\$355,486	-3%
Median Sell Price	\$345,000			\$332,500			\$325,000		
Sell Price / List Price	96%	96%		95%	96%		95%	96%	
Days to Sell	50	45	12%	56	54	2%	57	52	10%
Active Listings	608	687							
<b>Single Family (Acreage) - Zone Totals</b>									
Units Listed	14	18	-22%	141	149	-5%	53	68	-22%
Units Reported Sold	5	4	25%	51	45	13%	13	12	8%
Sell / List Ratio	36%	22%		36%	30%		25%	18%	
Reported Sales Dollars	\$2,572,500	\$2,136,100	20%	\$30,703,842	\$24,168,616	27%	\$7,400,000	\$5,656,500	31%
Average Sell Price / Unit	\$514,500	\$534,025	-4%	\$602,036	\$537,080	12%	\$569,231	\$471,375	21%
Median Sell Price	\$500,000			\$535,000			\$556,000		
Sell Price / List Price	94%	92%		94%	92%		94%	93%	
Days to Sell	30	124	-75%	55	85	-35%	56	89	-37%
Active Listings	52	66							
<b>Single Family (Waterfront) - Zone Totals</b>									
Units Listed	15	8	88%	122	103	18%	49	54	-9%
Units Reported Sold	6	3	100%	43	34	26%	19	13	46%
Sell / List Ratio	40%	38%		35%	33%		39%	24%	
Reported Sales Dollars	\$4,382,664	\$2,270,000	93%	\$28,400,075	\$22,311,088	27%	\$12,965,664	\$8,418,888	54%
Average Sell Price / Unit	\$730,444	\$756,667	-3%	\$660,467	\$656,208	1%	\$682,403	\$647,607	5%
Median Sell Price	\$962,000			\$626,000			\$640,000		
Sell Price / List Price	94%	94%		93%	92%		94%	96%	
Days to Sell	62	51	21%	70	66	6%	76	44	72%
Active Listings	39	48							
<b>Single Family (Strata) - Zone Totals</b>									
Units Listed	10	14	-29%	110	121	-9%	50	57	-12%
Units Reported Sold	8	7	14%	51	46	11%	24	21	14%
Sell / List Ratio	80%	50%		46%	38%		48%	37%	
Reported Sales Dollars	\$2,834,954	\$2,200,139	29%	\$17,107,953	\$15,751,375	9%	\$7,775,354	\$6,710,749	16%
Average Sell Price / Unit	\$354,369	\$314,306	13%	\$335,450	\$342,421	-2%	\$323,973	\$319,559	1%
Median Sell Price	\$327,000			\$317,500			\$318,500		
Sell Price / List Price	98%	99%		96%	98%		97%	98%	
Days to Sell	74	61	22%	91	97	-6%	93	62	50%
Active Listings	34	42							

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

May, 2013

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		2	5	-60%	0	4	-100%
Units Reported Sold	0	1	-100%	0	3	-100%	0	1	-100%
Sell / List Ratio				0%	60%			25%	
Reported Sales Dollars	\$0	\$281,500	-100%	\$0	\$770,500	-100%	\$0	\$281,500	-100%
Average Sell Price / Unit		\$281,500			\$256,833			\$281,500	
Median Sell Price									
Sell Price / List Price		99%			96%			99%	
Days to Sell		1			23			1	
Active Listings	1	1							
<b>Condo (Apartment) - Zone Totals</b>									
Units Listed	46	57	-19%	521	642	-19%	211	315	-33%
Units Reported Sold	19	23	-17%	152	198	-23%	58	96	-40%
Sell / List Ratio	41%	40%		29%	31%		27%	30%	
Reported Sales Dollars	\$3,994,400	\$4,430,900	-10%	\$31,221,758	\$41,747,712	-25%	\$11,875,840	\$19,698,100	-40%
Average Sell Price / Unit	\$210,232	\$192,648	9%	\$205,406	\$210,847	-3%	\$204,756	\$205,189	-0%
Median Sell Price	\$197,000			\$197,000			\$215,000		
Sell Price / List Price	95%	93%		94%	93%		94%	92%	
Days to Sell	74	85	-13%	75	86	-13%	73	93	-21%
Active Listings	210	239							
<b>Condo (Patio Home) - Zone Totals</b>									
Units Listed	6	20	-70%	95	111	-14%	36	59	-39%
Units Reported Sold	4	9	-56%	57	56	2%	29	27	7%
Sell / List Ratio	67%	45%		60%	50%		81%	46%	
Reported Sales Dollars	\$993,500	\$2,284,400	-57%	\$14,578,817	\$14,673,499	-1%	\$7,179,400	\$7,039,300	2%
Average Sell Price / Unit	\$248,375	\$253,822	-2%	\$255,769	\$262,027	-2%	\$247,566	\$260,715	-5%
Median Sell Price	\$282,000			\$267,000			\$262,900		
Sell Price / List Price	96%	98%		96%	96%		96%	97%	
Days to Sell	52	44	18%	74	93	-20%	93	55	69%
Active Listings	21	33							
<b>Condo (Townhouse) - Zone Totals</b>									
Units Listed	36	36	0%	394	429	-8%	187	209	-11%
Units Reported Sold	16	18	-11%	150	166	-10%	74	62	19%
Sell / List Ratio	44%	50%		38%	39%		40%	30%	
Reported Sales Dollars	\$3,976,071	\$4,301,042	-8%	\$37,313,383	\$41,826,918	-11%	\$17,757,249	\$14,447,211	23%
Average Sell Price / Unit	\$248,504	\$238,947	4%	\$248,756	\$251,969	-1%	\$239,963	\$233,020	3%
Median Sell Price	\$220,000			\$222,000			\$220,000		
Sell Price / List Price	97%	96%		102%	97%		108%	97%	
Days to Sell	42	78	-46%	61	70	-13%	58	59	-1%
Active Listings	128	141							

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

May, 2013

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	13	8	62%	81	82	-1%	38	40	-5%
Units Reported Sold	6	2	200%	33	35	-6%	13	13	0%
Sell / List Ratio	46%	25%		41%	43%		34%	32%	
Reported Sales Dollars	\$1,542,088	\$394,000	291%	\$8,612,548	\$10,003,419	-14%	\$3,323,302	\$3,563,613	-7%
Average Sell Price / Unit	\$257,015	\$197,000	30%	\$260,986	\$285,812	-9%	\$255,639	\$274,124	-7%
Median Sell Price	\$258,500			\$258,500			\$255,000		
Sell Price / List Price	95%	96%		96%	97%		94%	96%	
Days to Sell	74	46	62%	76	81	-5%	82	102	-19%
Active Listings	29	25							
<b>Full Duplex - Zone Totals</b>									
Units Listed	2	5	-60%	34	44	-23%	18	25	-28%
Units Reported Sold	0	1	-100%	11	10	10%	6	6	0%
Sell / List Ratio	0%	20%		32%	23%		33%	24%	
Reported Sales Dollars	\$0	\$400,000	-100%	\$4,170,500	\$3,556,900	17%	\$2,316,000	\$2,100,000	10%
Average Sell Price / Unit		\$400,000		\$379,136	\$355,690	7%	\$386,000	\$350,000	10%
Median Sell Price				\$384,000			\$384,000		
Sell Price / List Price		98%		94%	96%		95%	96%	
Days to Sell		4		58	37	55%	50	16	211%
Active Listings	10	20							
<b>Triplex/Fourplex - Zone Totals</b>									
Units Listed	0	2	-100%	8	10	-20%	1	6	-83%
Units Reported Sold	0	0		2	2	0%	0	1	-100%
Sell / List Ratio		0%		25%	20%		0%	17%	
Reported Sales Dollars	\$0	\$0		\$912,000	\$939,000	-3%	\$0	\$474,000	-100%
Average Sell Price / Unit				\$456,000	\$469,500	-3%		\$474,000	
Median Sell Price				\$494,000					
Sell Price / List Price				93%	96%			99%	
Days to Sell				52	20	160%		4	
Active Listings	2	4							
<b>Manufactured/Mobile on Pad - Zone Totals</b>									
Units Listed	33	37	-11%	322	319	1%	150	157	-4%
Units Reported Sold	20	10	100%	131	109	20%	59	47	26%
Sell / List Ratio	61%	27%		41%	34%		39%	30%	
Reported Sales Dollars	\$1,846,300	\$927,500	99%	\$11,713,375	\$12,556,288	-7%	\$4,825,300	\$5,171,488	-7%
Average Sell Price / Unit	\$92,315	\$92,750	-0%	\$89,415	\$115,195	-22%	\$81,785	\$110,032	-26%
Median Sell Price	\$82,500			\$70,000			\$65,000		
Sell Price / List Price	85%	84%		84%	88%		82%	87%	
Days to Sell	73	109	-33%	81	93	-13%	85	96	-12%
Active Listings	112	129							

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

May, 2013

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		4	4	0%	2	3	-33%
Units Reported Sold	0	0		1	0		0	0	
Sell / List Ratio	0%			25%	0%		0%	0%	
Reported Sales Dollars	\$0	\$0		\$320,000	\$0		\$0	\$0	
Average Sell Price / Unit				\$320,000					
Median Sell Price				\$320,000					
Sell Price / List Price				91%					
Days to Sell				69					
Active Listings	2	1							
<b>Lots - Zone Totals</b>									
Units Listed	20	10	100%	273	187	46%	130	83	57%
Units Reported Sold	2	4	-50%	46	67	-31%	18	35	-49%
Sell / List Ratio	10%	40%		17%	36%		14%	42%	
Reported Sales Dollars	\$485,000	\$700,750	-31%	\$7,126,300	\$10,058,838	-29%	\$2,729,400	\$5,298,138	-48%
Average Sell Price / Unit	\$242,500	\$175,188	38%	\$154,920	\$150,132	3%	\$151,633	\$151,375	0%
Median Sell Price	\$280,000			\$153,500			\$168,000		
Sell Price / List Price	97%	92%		92%	94%		94%	94%	
Days to Sell	10	294	-96%	98	92	7%	83	101	-19%
Active Listings	152	91							
<b>Lots (Strata) - Zone Totals</b>									
Units Listed	1	1	0%	208	126	65%	103	7	1371%
Units Reported Sold	2	0		3	5	-40%	2	1	100%
Sell / List Ratio	200%	0%		1%	4%		2%	14%	
Reported Sales Dollars	\$270,000	\$0		\$363,500	\$406,300	-11%	\$270,000	\$96,000	181%
Average Sell Price / Unit	\$135,000			\$121,167	\$81,260	49%	\$135,000	\$96,000	41%
Median Sell Price	\$155,000			\$115,000			\$155,000		
Sell Price / List Price	86%			89%	92%		86%	80%	
Days to Sell	114			150	19	706%	114	61	86%
Active Listings	104	115							
<b>Lots (Waterfront) - Zone Totals</b>									
Units Listed	0	0		3	4	-25%	1	2	-50%
Units Reported Sold	0	0		1	1	0%	0	0	
Sell / List Ratio				33%	25%		0%	0%	
Reported Sales Dollars	\$0	\$0		\$275,000	\$560,000	-51%	\$0	\$0	
Average Sell Price / Unit				\$275,000	\$560,000	-51%			
Median Sell Price				\$275,000					
Sell Price / List Price				85%	89%				
Days to Sell				178	127	40%			
Active Listings	3	4							

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

May, 2013

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	7	17	-59%	105	89	18%	49	46	7%
Units Reported Sold	3	2	50%	7	16	-56%	3	7	-57%
Sell / List Ratio	43%	12%		7%	18%		6%	15%	
Reported Sales Dollars	\$1,000,500	\$335,000	199%	\$2,600,500	\$7,019,340	-63%	\$1,000,500	\$4,754,340	-79%
Average Sell Price / Unit	\$333,500	\$167,500	99%	\$371,500	\$438,709	-15%	\$333,500	\$679,191	-51%
Median Sell Price	\$235,000			\$275,000			\$235,000		
Sell Price / List Price	92%	83%		84%	88%		92%	86%	
Days to Sell	76	148	-48%	95	93	2%	76	140	-45%
Active Listings	57	52							
<b>Acreage (Waterfront) - Zone Totals</b>									
Units Listed	2	12	-83%	25	18	39%	15	13	15%
Units Reported Sold	0	0		2	0		0	0	
Sell / List Ratio	0%	0%		8%	0%		0%	0%	
Reported Sales Dollars	\$0	\$0		\$661,000	\$0		\$0	\$0	
Average Sell Price / Unit				\$330,500					
Median Sell Price				\$336,000					
Sell Price / List Price				95%					
Days to Sell				51					
Active Listings	16	15							
<b>ICI (Business) - Zone Totals</b>									
Units Listed	4	6	-33%	41	62	-34%	23	32	-28%
Units Reported Sold	0	0		8	6	33%	3	4	-25%
Sell / List Ratio	0%	0%		20%	10%		13%	12%	
Reported Sales Dollars	\$0	\$0		\$2,223,900	\$245,227	807%	\$1,445,000	\$139,500	936%
Average Sell Price / Unit				\$277,988	\$40,871	580%	\$481,667	\$34,875	1281%
Median Sell Price				\$145,000			\$500,000		
Sell Price / List Price				88%	76%		106%	75%	
Days to Sell				57	119	-52%	39	119	-67%
Active Listings	16	32							
<b>ICI (Commercial) - Zone Totals</b>									
Units Listed	7	7	0%	122	92	33%	51	48	6%
Units Reported Sold	4	0		25	18	39%	10	8	25%
Sell / List Ratio	57%	0%		20%	20%		20%	17%	
Reported Sales Dollars	\$1,425,650	\$0		\$9,391,391	\$15,908,944	-41%	\$3,642,391	\$10,405,931	-65%
Average Sell Price / Unit	\$356,412			\$375,656	\$883,830	-57%	\$364,239	\$1,300,741	-72%
Median Sell Price	\$370,000			\$345,000			\$370,000		
Sell Price / List Price	102%			95%	67748%		100%	152318%	
Days to Sell	33			101	216	-53%	51	374	-86%
Active Listings	52	58							

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

May, 2013

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	2	3	-33%	25	32	-22%	7	16	-56%
Units Reported Sold	0	4	-100%	12	17	-29%	2	10	-80%
Sell / List Ratio	0%	133%		48%	53%		29%	62%	
Reported Sales Dollars	\$0	\$1,107,900	-100%	\$5,497,000	\$5,421,900	1%	\$726,000	\$2,971,900	-76%
Average Sell Price / Unit		\$276,975		\$458,083	\$318,935	44%	\$363,000	\$297,190	22%
Median Sell Price				\$496,000			\$496,000		
Sell Price / List Price		92%		93%	91%		91%	92%	
Days to Sell		382		184	260	-29%	82	336	-76%
Active Listings	19	31							
<b>ICI (Miscellaneous) - Zone Totals</b>									
Units Listed	6	8	-25%	68	54	26%	34	31	10%
Units Reported Sold	0	0		4	2	100%	1	1	0%
Sell / List Ratio	0%	0%		6%	4%		3%	3%	
Reported Sales Dollars	\$0	\$0		\$2,252,000	\$1,810,440	24%	\$395,000	\$347,000	14%
Average Sell Price / Unit				\$563,000	\$905,220	-38%	\$395,000	\$347,000	14%
Median Sell Price				\$437,000			\$395,000		
Sell Price / List Price				78%	89%		92%	96%	
Days to Sell				190	98	93%	140	125	12%
Active Listings	37	38							
<b>ICI (Multi-Family) - Zone Totals</b>									
Units Listed	5	3	67%	61	42	45%	25	17	47%
Units Reported Sold	0	0		2	5	-60%	0	2	-100%
Sell / List Ratio	0%	0%		3%	12%		0%	12%	
Reported Sales Dollars	\$0	\$0		\$6,212,000	\$11,669,400	-47%	\$0	\$2,387,000	-100%
Average Sell Price / Unit				\$3,106,000	\$2,333,880	33%		\$1,193,500	
Median Sell Price				\$5,512,000					
Sell Price / List Price				95%	91%			91%	
Days to Sell				80	121	-35%		140	
Active Listings	29	14							
<b>ICI (Leases) - Zone Totals</b>									
Units Listed	25	10	150%	242	174	39%	110	90	22%
Units Reported Sold	1	5	-80%	31	42	-26%	5	15	-67%
Sell / List Ratio	4%	50%		13%	24%		5%	17%	
Reported Sales Dollars	\$19,440	\$296,733	-93%	\$4,233,719	\$3,302,154	28%	\$1,589,090	\$919,380	73%
Average Sell Price / Unit	\$19,440	\$59,347	-67%	\$136,572	\$78,623	74%	\$317,818	\$61,292	419%
Median Sell Price	\$19,440			\$54,750			\$140,280		
Sell Price / List Price	100%	100%		100%	100%		100%	100%	
Days to Sell	175	224	-22%	213	167	27%	100	134	-25%
Active Listings	177	143							

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

May, 2013

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	494	536	-8%	5118	5250	-3%	2324	2468	-6%
Units Reported Sold	218	202	8%	1812	1975	-8%	782	852	-8%
Sell / List Ratio	44%	38%		35%	38%		34%	35%	
Reported Sales Dollars	\$68,951,096	\$60,167,330	15%	\$570,250,978	\$635,020,505	-10%	\$239,652,937	\$267,958,733	-11%
Average Sell Price / Unit	\$316,289	\$297,858	6%	\$314,708	\$321,529	-2%	\$306,462	\$314,506	-3%
Median Sell Price	\$294,454			\$295,000			\$290,000		
Sell Price / List Price	95%	95%		95%	711%		96%	1524%	
Days to Sell	56	74	-25%	68	72	-6%	65	72	-10%
Active Listings	1910	2029							