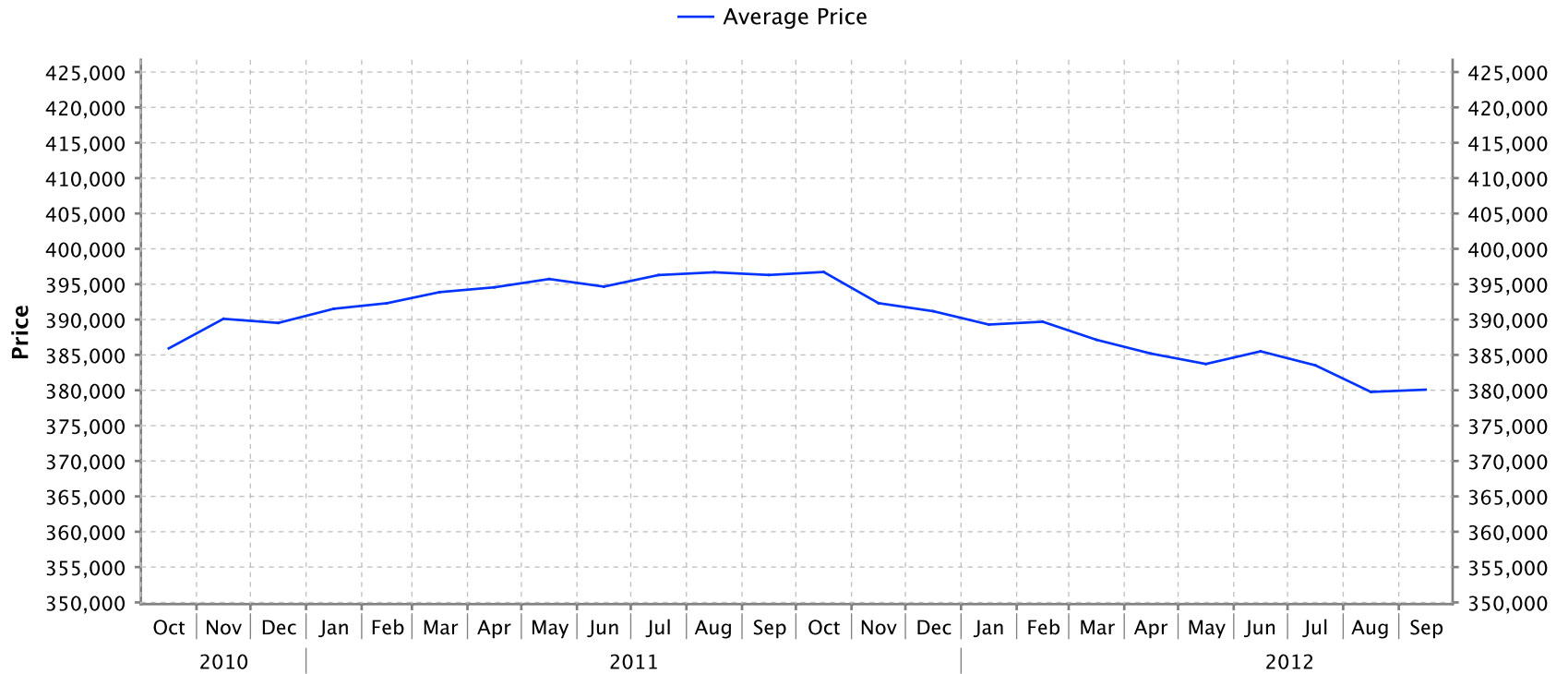


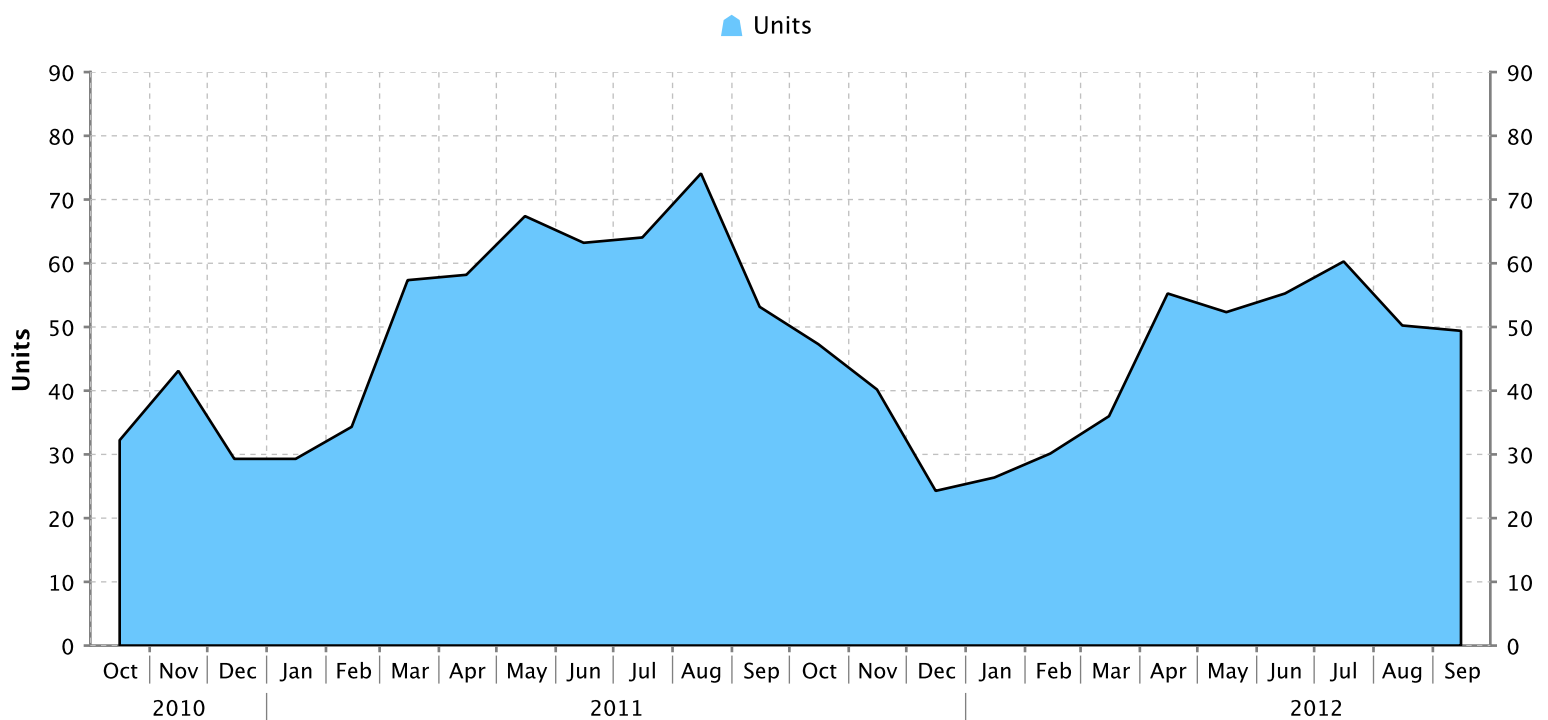
# Parksville / Qualicum as at September 30, 2012

## Cumulative Residential Average Single Family Sale Price



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

## Single Family Units Reported Sold



## Comparative Activity by Property Type

|                           | Current Month |              |          | 12 Months to Date |               |          |
|---------------------------|---------------|--------------|----------|-------------------|---------------|----------|
|                           | This Year     | Last Year    | % Change | This Year         | Last Year     | % Change |
| <b>Lots</b>               |               |              |          |                   |               |          |
| Units Listed              | 11            | 7            | 57%      | 160               | 122           | 31%      |
| Units Reported Sold       | 2             | 7            | -71%     | 25                | 47            | -47%     |
| Sell/List Ratio           | 18%           | 100%         |          | 16%               | 39%           |          |
| Reported Sales Dollars    | \$319,500     | \$1,101,000  | -71%     | \$3,996,947       | \$8,270,500   | -52%     |
| Average Sell Price / Unit | \$159,750     | \$157,286    | 2%       | \$159,878         | \$175,968     | -9%      |
| Median Sell Price         | \$159,750     |              |          | \$164,750         |               |          |
| Sell Price / List Price   | 90%           | 88%          |          | 90%               | 91%           |          |
| Days to Sell              | 82            | 67           | 23%      | 106               | 170           | -38%     |
| Active Listings           | 62            | 69           |          |                   |               |          |
| <b>Single Family</b>      |               |              |          |                   |               |          |
| Units Listed              | 106           | 109          | -3%      | 1,297             | 1,320         | -2%      |
| Units Reported Sold       | 49            | 53           | -8%      | 524               | 604           | -13%     |
| Sell/List Ratio           | 46%           | 49%          |          | 40%               | 46%           |          |
| Reported Sales Dollars    | \$19,265,145  | \$20,614,450 | -7%      | \$199,165,844     | \$239,439,209 | -17%     |
| Average Sell Price / Unit | \$393,166     | \$388,952    | 1%       | \$380,087         | \$396,423     | -4%      |
| Median Sell Price         | \$347,450     |              |          | \$350,000         |               |          |
| Sell Price / List Price   | 94%           | 93%          |          | 94%               | 94%           |          |
| Days to Sell              | 86            | 69           | 24%      | 73                | 70            | 5%       |
| Active Listings           | 409           | 453          |          |                   |               |          |
| <b>Condos (Apt)</b>       |               |              |          |                   |               |          |
| Units Listed              | 15            | 19           | -21%     | 254               | 238           | 7%       |
| Units Reported Sold       | 5             | 10           | -50%     | 61                | 56            | 9%       |
| Sell/List Ratio           | 33%           | 53%          |          | 24%               | 24%           |          |
| Reported Sales Dollars    | \$1,337,450   | \$2,806,000  | -52%     | \$14,142,450      | \$14,095,550  | 0%       |
| Average Sell Price / Unit | \$267,490     | \$280,600    | -5%      | \$231,843         | \$251,706     | -8%      |
| Median Sell Price         | \$291,250     |              |          | \$218,625         |               |          |
| Sell Price / List Price   | 91%           | 93%          |          | 92%               | 90%           |          |
| Days to Sell              | 103           | 134          | -23%     | 108               | 134           | -19%     |
| Active Listings           | 125           | 145          |          |                   |               |          |
| <b>Condos (Patio)</b>     |               |              |          |                   |               |          |
| Units Listed              | 9             | 15           | -40%     | 178               | 167           | 7%       |
| Units Reported Sold       | 2             | 12           | -83%     | 92                | 84            | 10%      |
| Sell/List Ratio           | 22%           | 80%          |          | 52%               | 50%           |          |
| Reported Sales Dollars    | \$505,500     | \$3,540,966  | -86%     | \$27,169,632      | \$25,733,492  | 6%       |
| Average Sell Price / Unit | \$252,750     | \$295,080    | -14%     | \$295,322         | \$306,351     | -4%      |
| Median Sell Price         | \$252,750     |              |          | \$294,000         |               |          |
| Sell Price / List Price   | 94%           | 98%          |          | 95%               | 96%           |          |
| Days to Sell              | 62            | 243          | -74%     | 111               | 152           | -27%     |
| Active Listings           | 67            | 88           |          |                   |               |          |
| <b>Condos (Twnhse)</b>    |               |              |          |                   |               |          |
| Units Listed              | 16            | 10           | 60%      | 146               | 163           | -10%     |
| Units Reported Sold       | 6             | 3            | 100%     | 46                | 54            | -15%     |
| Sell/List Ratio           | 38%           | 30%          |          | 32%               | 33%           |          |
| Reported Sales Dollars    | \$2,189,000   | \$1,500,000  | 46%      | \$15,389,800      | \$20,836,930  | -26%     |
| Average Sell Price / Unit | \$364,833     | \$500,000    | -27%     | \$334,561         | \$385,869     | -13%     |
| Median Sell Price         | \$380,000     |              |          | \$345,000         |               |          |
| Sell Price / List Price   | 94%           | 84%          |          | 95%               | 93%           |          |
| Days to Sell              | 99            | 139          | -29%     | 92                | 98            | -6%      |
| Active Listings           | 53            | 76           |          |                   |               |          |

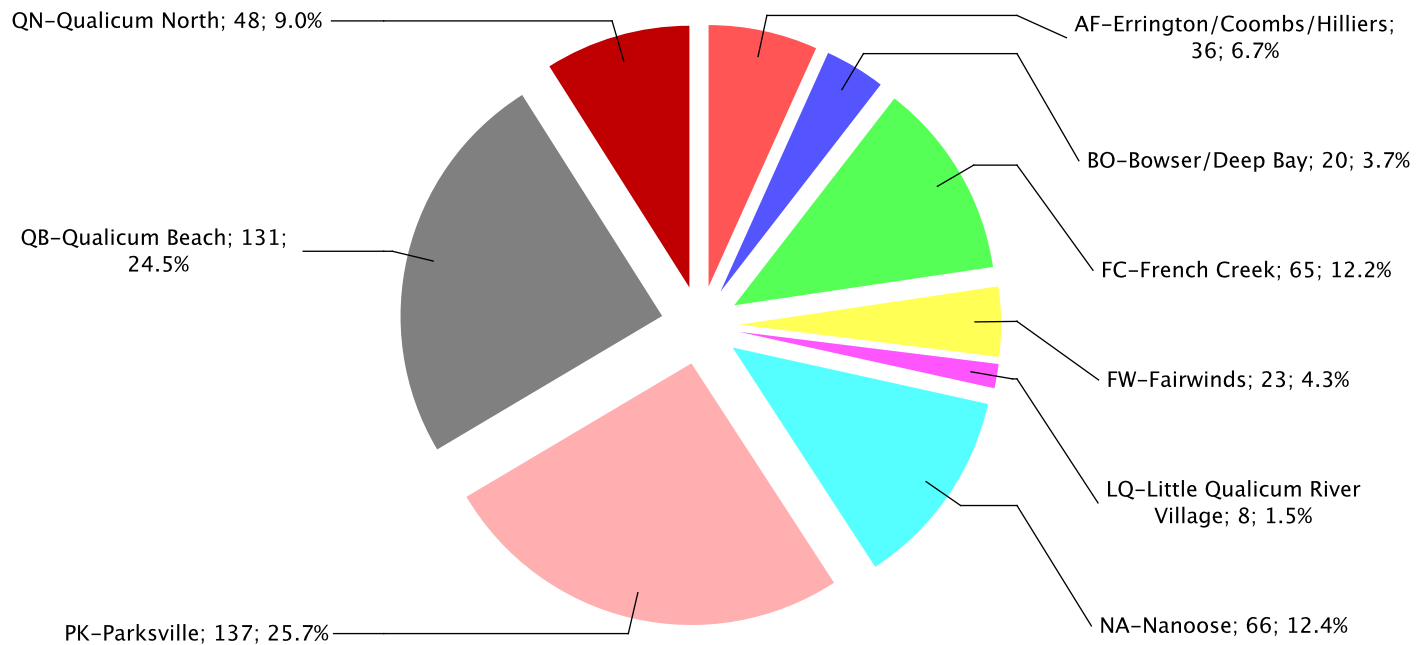
**PLEASE NOTE: SINGLE FAMILY** property does NOT INCLUDE acreage with house, condominiums, duplex/triplex, mobile homes/on pad, single family waterfront or single family strata. **LOTS** do NOT INCLUDE acreage or waterfront acreage.

# MLS® Single Family Sales Analysis

Unconditional Sales from January 1 to Sep 30, 2012

|                                  | 0-150,000 | 150,001-200,000 | 200,001-250,000 | 250,001-300,000 | 300,001-350,000 | 350,001-400,000 | 400,001-450,000 | 450,001-500,000 | 500,001-600,000 | 600,001-700,000 | 700,001-800,000 | 800,001-900,000 | 900,001-1 Mil | OVER 1 Mil | Total      |
|----------------------------------|-----------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|---------------|------------|------------|
| AF-Errington/Coombs/Hilliers     | 6         | 1               | 1               | 4               | 4               | 1               | 1               | 4               | 8               | 3               | 2               | 1               | 0             | 0          | 36         |
| BO-Bowser/Deep Bay               | 0         | 2               | 2               | 3               | 5               | 3               | 1               | 3               | 1               | 0               | 0               | 0               | 0             | 0          | 20         |
| FC-French Creek                  | 1         | 4               | 3               | 5               | 20              | 12              | 7               | 3               | 6               | 1               | 1               | 1               | 0             | 1          | 65         |
| FW-Fairwinds                     | 0         | 0               | 0               | 0               | 0               | 1               | 1               | 5               | 7               | 4               | 4               | 1               | 0             | 0          | 23         |
| LQ-Little Qualicum River Village | 0         | 0               | 1               | 2               | 2               | 2               | 1               | 0               | 0               | 0               | 0               | 0               | 0             | 0          | 8          |
| NA-Nanoose                       | 0         | 1               | 2               | 2               | 6               | 11              | 7               | 7               | 10              | 5               | 9               | 2               | 1             | 3          | 66         |
| PK-Parksville                    | 5         | 1               | 16              | 37              | 35              | 16              | 11              | 6               | 5               | 1               | 0               | 2               | 0             | 2          | 137        |
| QB-Qualicum Beach                | 0         | 1               | 0               | 10              | 35              | 26              | 23              | 7               | 15              | 8               | 1               | 1               | 1             | 3          | 131        |
| QN-Qualicum North                | 2         | 0               | 3               | 7               | 6               | 8               | 8               | 4               | 5               | 3               | 0               | 1               | 0             | 1          | 48         |
| <b>Zone 5 TOTALS</b>             | <b>14</b> | <b>10</b>       | <b>28</b>       | <b>70</b>       | <b>113</b>      | <b>80</b>       | <b>60</b>       | <b>39</b>       | <b>57</b>       | <b>25</b>       | <b>17</b>       | <b>9</b>        | <b>2</b>      | <b>10</b>  | <b>534</b> |

## Parksville / Qualicum - Single Family Sales by Subarea

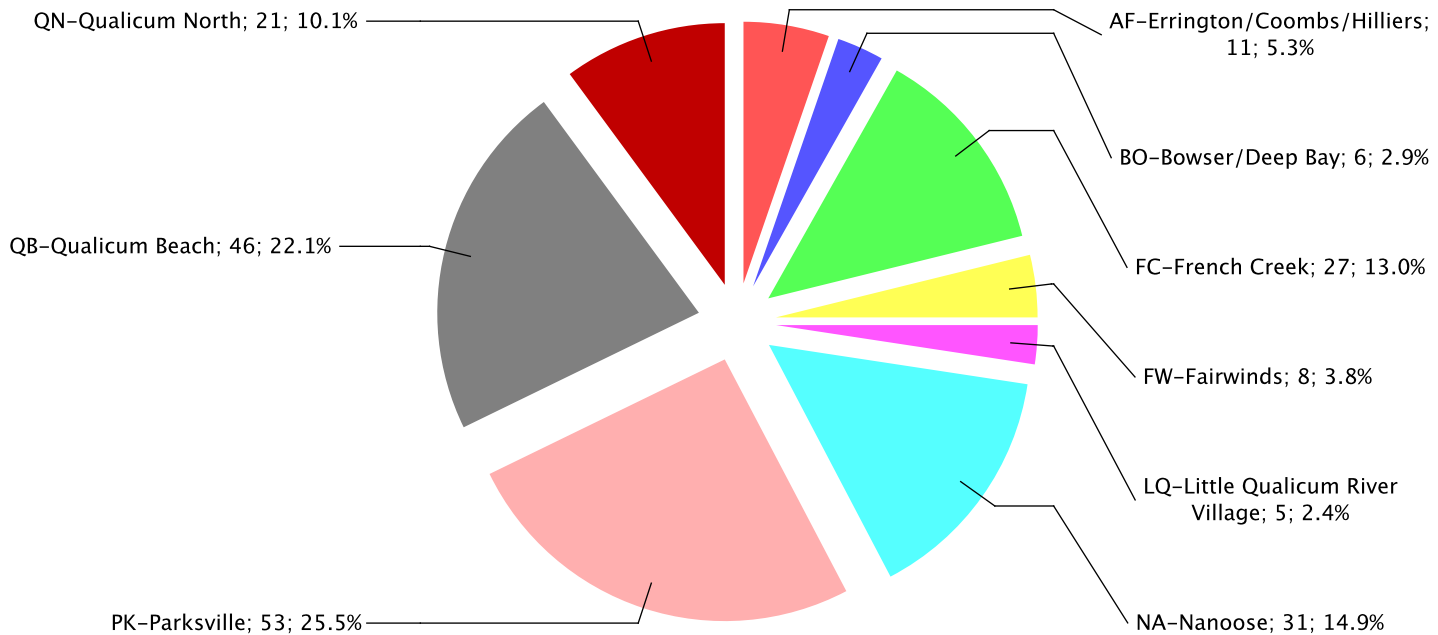


Total Unconditional Sales January 1 to September 30, 2012 = 534

**3rd Quarter 2012**  
**MLS® Single Family Sales Analysis**  
 Unconditional Sales from July 1 to Sep 30, 2012

|                                  | 0-150,000 | 150,001-200,000 | 200,001-250,000 | 250,001-300,000 | 300,001-350,000 | 350,001-400,000 | 400,001-450,000 | 450,001-500,000 | 500,001-600,000 | 600,001-700,000 | 700,001-800,000 | 800,001-900,000 | 900,001-1 Mil | OVER 1 Mil | Total      |
|----------------------------------|-----------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|---------------|------------|------------|
| AF-Errington/Coombs/Hilliers     | 2         | 0               | 1               | 2               | 0               | 0               | 1               | 2               | 3               | 0               | 0               | 0               | 0             | 0          | 11         |
| BO-Bowser/Deep Bay               | 0         | 0               | 2               | 0               | 3               | 1               | 0               | 0               | 0               | 0               | 0               | 0               | 0             | 0          | 6          |
| FC-French Creek                  | 1         | 2               | 2               | 1               | 8               | 5               | 3               | 2               | 2               | 1               | 0               | 0               | 0             | 0          | 27         |
| FW-Fairwinds                     | 0         | 0               | 0               | 0               | 0               | 0               | 0               | 3               | 3               | 0               | 1               | 1               | 0             | 0          | 8          |
| LQ-Little Qualicum River Village | 0         | 0               | 1               | 2               | 1               | 1               | 0               | 0               | 0               | 0               | 0               | 0               | 0             | 0          | 5          |
| NA-Nanoose                       | 0         | 1               | 2               | 1               | 1               | 8               | 2               | 2               | 5               | 1               | 4               | 2               | 0             | 2          | 31         |
| PK-Parkville                     | 3         | 0               | 5               | 18              | 13              | 7               | 1               | 4               | 1               | 1               | 0               | 0               | 0             | 0          | 53         |
| QB-Qualicum Beach                | 0         | 1               | 0               | 3               | 17              | 8               | 5               | 2               | 3               | 4               | 1               | 0               | 0             | 2          | 46         |
| QN-Qualicum North                | 2         | 0               | 1               | 5               | 1               | 4               | 2               | 1               | 2               | 2               | 0               | 0               | 0             | 1          | 21         |
| <b>Zone 5 TOTALS</b>             | <b>8</b>  | <b>4</b>        | <b>14</b>       | <b>32</b>       | <b>44</b>       | <b>34</b>       | <b>14</b>       | <b>16</b>       | <b>19</b>       | <b>9</b>        | <b>6</b>        | <b>3</b>        | <b>0</b>      | <b>5</b>   | <b>208</b> |

**Parkville / Qualicum - Single Family Sales by Subarea**



Total Unconditional Sales July 1 to September 30, 2012 = 208