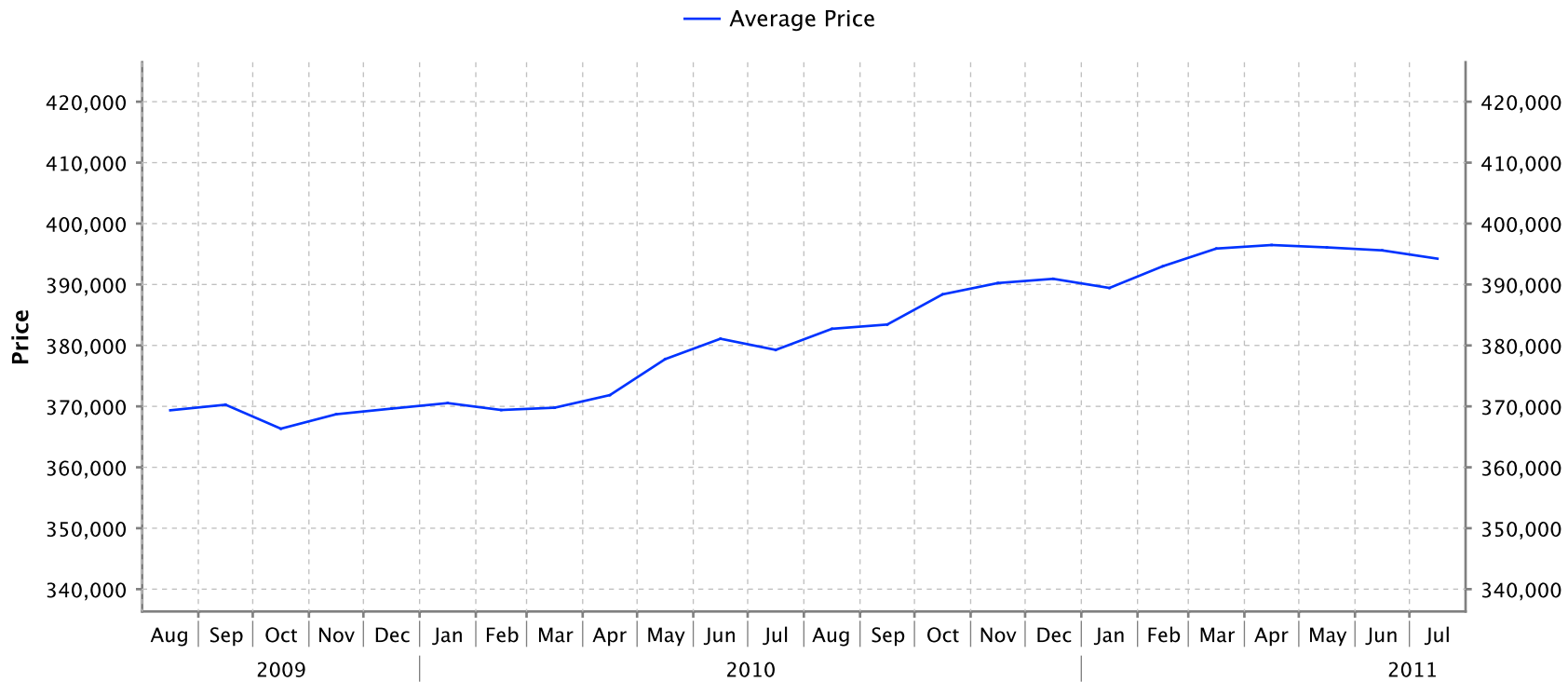


# Parksville / Qualicum

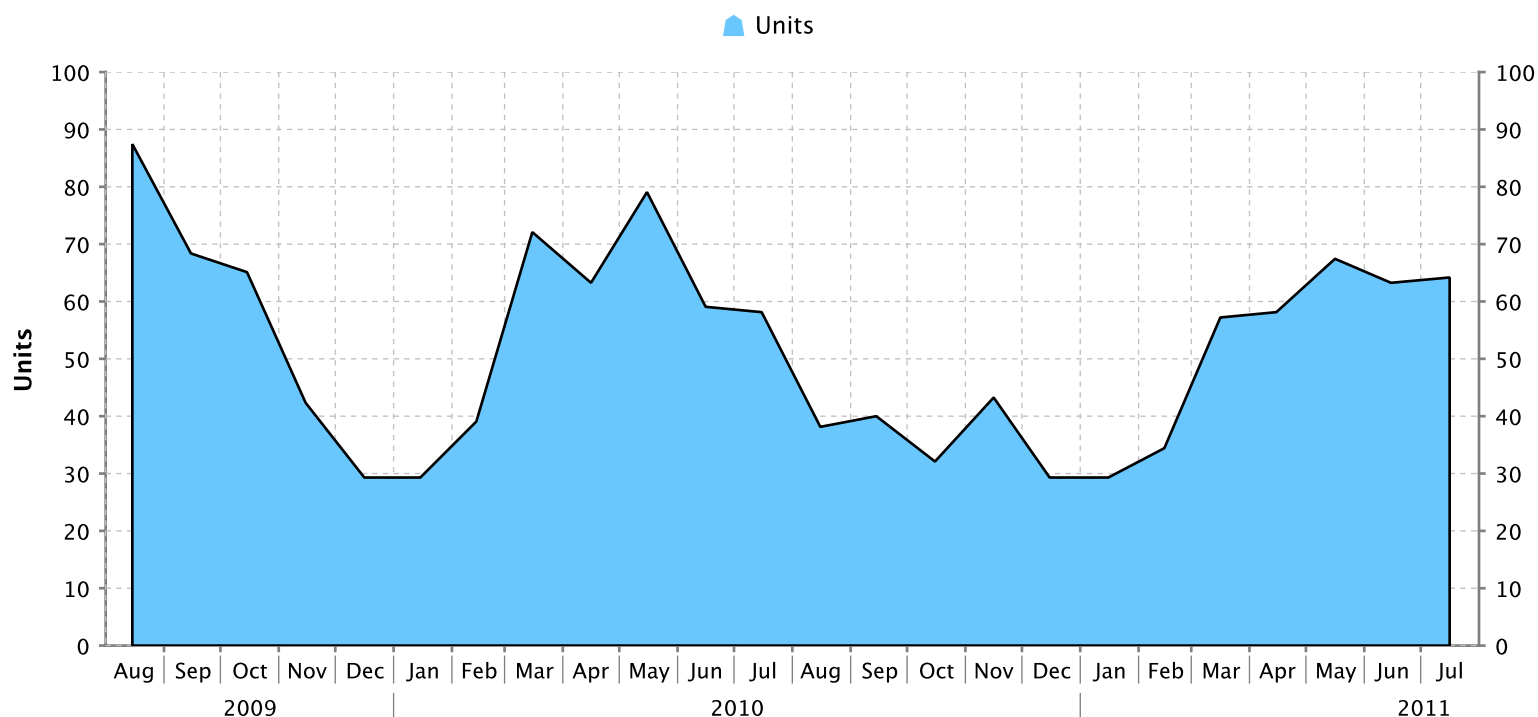
as at July 31, 2011

## 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            | 9            | 22%      | 132               | 156           | -15%     |
| Units Reported Sold       | 5             | 4            | 25%      | 48                | 83            | -42%     |
| Sell/List Ratio           | 45%           | 44%          |          | 36%               | 53%           |          |
| Reported Sales Dollars    | \$908,000     | \$560,900    | 62%      | \$8,599,400       | \$13,711,015  | -37%     |
| Average Sell Price / Unit | \$181,600     | \$140,225    | 30%      | \$179,154         | \$165,193     | 8%       |
| Median Sell Price         | \$170,000     |              |          | \$178,000         |               |          |
| Sell Price / List Price   | 91%           | 89%          |          | 91%               | 97%           |          |
| Days to Sell              | 156           | 212          | -26%     | 178               | 163           | 9%       |
| Active Listings           | 77            | 72           |          |                   |               |          |
| <b>Single Family</b>      |               |              |          |                   |               |          |
| Units Listed              | 132           | 115          | 15%      | 1,276             | 1,228         | 4%       |
| Units Reported Sold       | 64            | 58           | 10%      | 554               | 694           | -20%     |
| Sell/List Ratio           | 48%           | 50%          |          | 43%               | 57%           |          |
| Reported Sales Dollars    | \$25,166,711  | \$21,895,350 | 15%      | \$219,545,254     | \$265,006,506 | -17%     |
| Average Sell Price / Unit | \$393,230     | \$377,506    | 4%       | \$396,291         | \$381,854     | 4%       |
| Median Sell Price         | \$360,000     |              |          | \$360,000         |               |          |
| Sell Price / List Price   | 94%           | 95%          |          | 94%               | 95%           |          |
| Days to Sell              | 60            | 41           | 48%      | 71                | 63            | 12%      |
| Active Listings           | 492           | 417          |          |                   |               |          |
| <b>Condos (Apt)</b>       |               |              |          |                   |               |          |
| Units Listed              | 15            | 24           | -38%     | 232               | 255           | -9%      |
| Units Reported Sold       | 9             | 2            | 350%     | 54                | 67            | -19%     |
| Sell/List Ratio           | 60%           | 8%           |          | 23%               | 26%           |          |
| Reported Sales Dollars    | \$2,247,000   | \$415,000    | 441%     | \$13,456,750      | \$15,651,150  | -14%     |
| Average Sell Price / Unit | \$249,667     | \$207,500    | 20%      | \$249,199         | \$233,599     | 7%       |
| Median Sell Price         | \$255,000     |              |          | \$231,000         |               |          |
| Sell Price / List Price   | 95%           | 95%          |          | 91%               | 89%           |          |
| Days to Sell              | 80            | 108          | -25%     | 115               | 125           | -8%      |
| Active Listings           | 149           | 161          |          |                   |               |          |
| <b>Condos (Patio)</b>     |               |              |          |                   |               |          |
| Units Listed              | 23            | 17           | 35%      | 158               | 201           | -21%     |
| Units Reported Sold       | 4             | 9            | -56%     | 79                | 108           | -27%     |
| Sell/List Ratio           | 17%           | 53%          |          | 50%               | 54%           |          |
| Reported Sales Dollars    | \$1,242,780   | \$2,981,950  | -58%     | \$24,316,401      | \$30,189,550  | -19%     |
| Average Sell Price / Unit | \$310,695     | \$331,328    | -6%      | \$307,803         | \$279,533     | 10%      |
| Median Sell Price         | \$282,500     |              |          | \$305,000         |               |          |
| Sell Price / List Price   | 99%           | 99%          |          | 96%               | 95%           |          |
| Days to Sell              | 197           | 78           | 154%     | 123               | 108           | 14%      |
| Active Listings           | 93            | 85           |          |                   |               |          |
| <b>Condos (Twnhse)</b>    |               |              |          |                   |               |          |
| Units Listed              | 22            | 15           | 47%      | 150               | 182           | -18%     |
| Units Reported Sold       | 2             | 4            | -50%     | 56                | 73            | -23%     |
| Sell/List Ratio           | 9%            | 27%          |          | 37%               | 40%           |          |
| Reported Sales Dollars    | \$831,000     | \$1,781,500  | -53%     | \$20,800,130      | \$22,173,050  | -6%      |
| Average Sell Price / Unit | \$415,500     | \$445,375    | -7%      | \$371,431         | \$303,740     | 22%      |
| Median Sell Price         | \$520,000     |              |          | \$370,000         |               |          |
| Sell Price / List Price   | 98%           | 93%          |          | 94%               | 94%           |          |
| Days to Sell              | 46            | 63           | -28%     | 81                | 96            | -16%     |
| Active Listings           | 76            | 98           |          |                   |               |          |

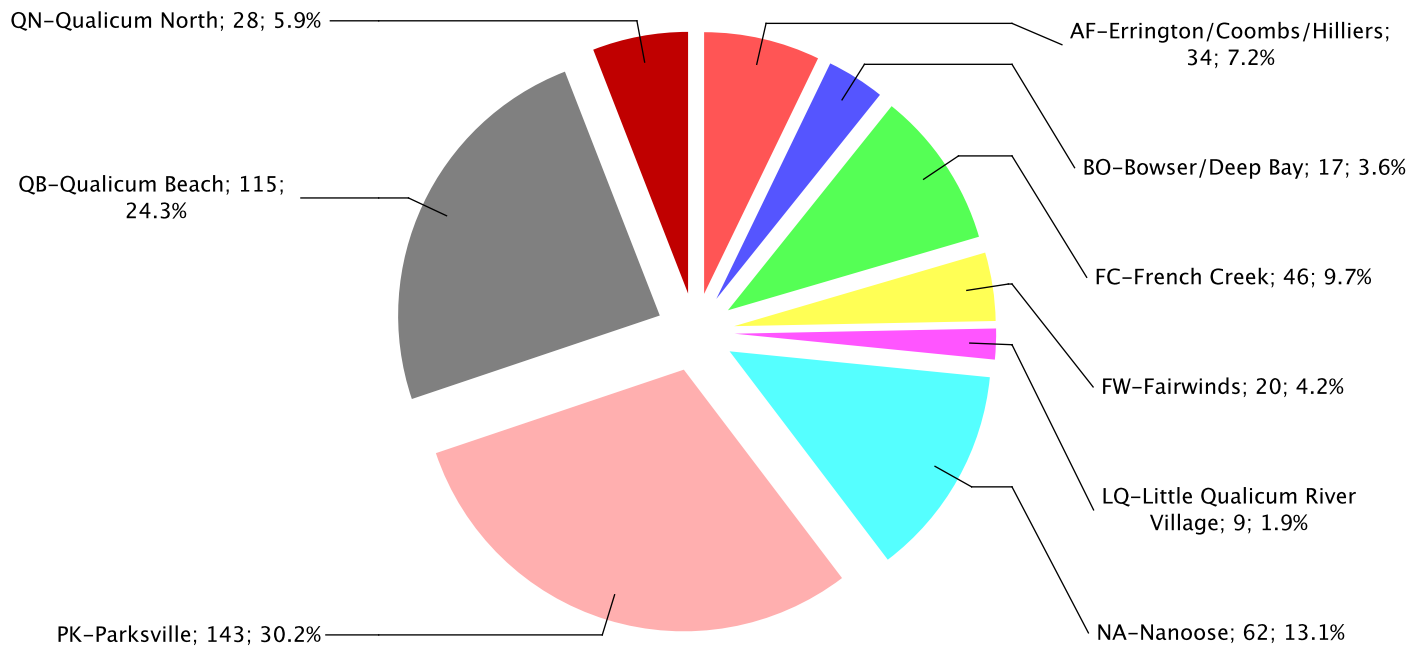
**PLEASE NOTE: SINGLE FAMILY** property does NOT INCLUDE acreage with house, condominiums, duplex/triplex, mobile homes/on pad, single family waterfront or single family strata. **LOTS** do NOT INCLUDE acreage or waterfront acreage.

# MLS® Single Family Sales Analysis

Unconditional Sales from January 1 to Jul 31, 2011

|                                  | 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     | 3         | 2               | 4               | 2               | 5               | 5               | 2               | 3               | 6               | 1               | 0               | 1               | 0             | 0          | 34         |
| BO-Bowser/Deep Bay               | 0         | 1               | 4               | 3               | 2               | 1               | 1               | 3               | 1               | 0               | 1               | 0               | 0             | 0          | 17         |
| FC-French Creek                  | 0         | 3               | 2               | 4               | 13              | 6               | 4               | 1               | 9               | 1               | 1               | 0               | 2             | 0          | 46         |
| FW-Fairwinds                     | 0         | 0               | 0               | 0               | 0               | 0               | 2               | 4               | 3               | 5               | 1               | 3               | 1             | 1          | 20         |
| LQ-Little Qualicum River Village | 0         | 2               | 1               | 0               | 2               | 4               | 0               | 0               | 0               | 0               | 0               | 0               | 0             | 0          | 9          |
| NA-Nanoose                       | 0         | 1               | 2               | 4               | 6               | 2               | 8               | 3               | 9               | 9               | 9               | 5               | 1             | 3          | 62         |
| PK-Parksville                    | 1         | 0               | 4               | 39              | 36              | 21              | 9               | 13              | 11              | 1               | 4               | 3               | 0             | 1          | 143        |
| QB-Qualicum Beach                | 2         | 0               | 1               | 8               | 30              | 25              | 16              | 12              | 9               | 5               | 3               | 3               | 1             | 0          | 115        |
| QN-Qualicum North                | 1         | 0               | 2               | 4               | 9               | 2               | 2               | 1               | 3               | 0               | 2               | 1               | 1             | 0          | 28         |
| <b>Zone 5 TOTALS</b>             | <b>7</b>  | <b>9</b>        | <b>20</b>       | <b>64</b>       | <b>103</b>      | <b>66</b>       | <b>44</b>       | <b>40</b>       | <b>51</b>       | <b>22</b>       | <b>21</b>       | <b>16</b>       | <b>6</b>      | <b>5</b>   | <b>474</b> |

## Parksville / Qualicum - Single Family Sales by Subarea



Total Unconditional Sales January 1 to July 31, 2011 = 474