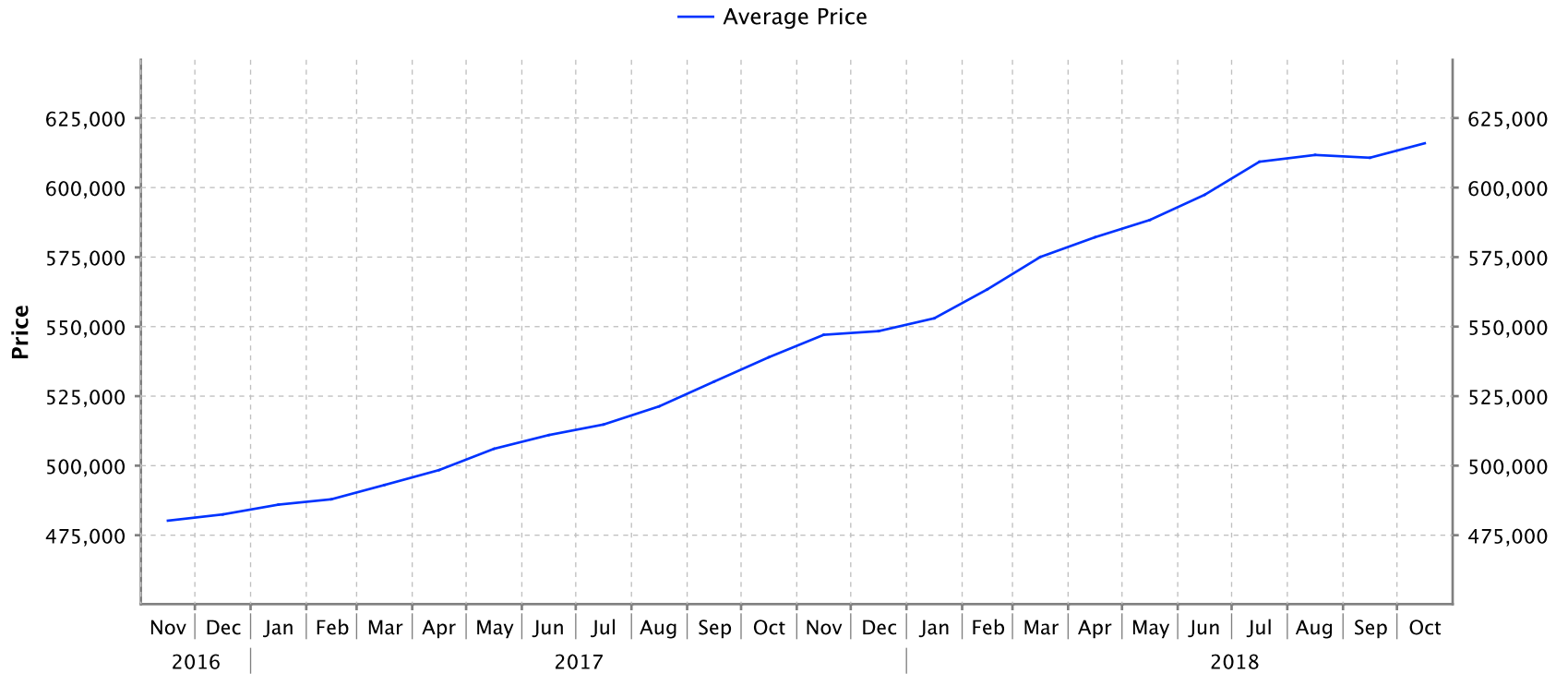


# Parksville / Qualicum

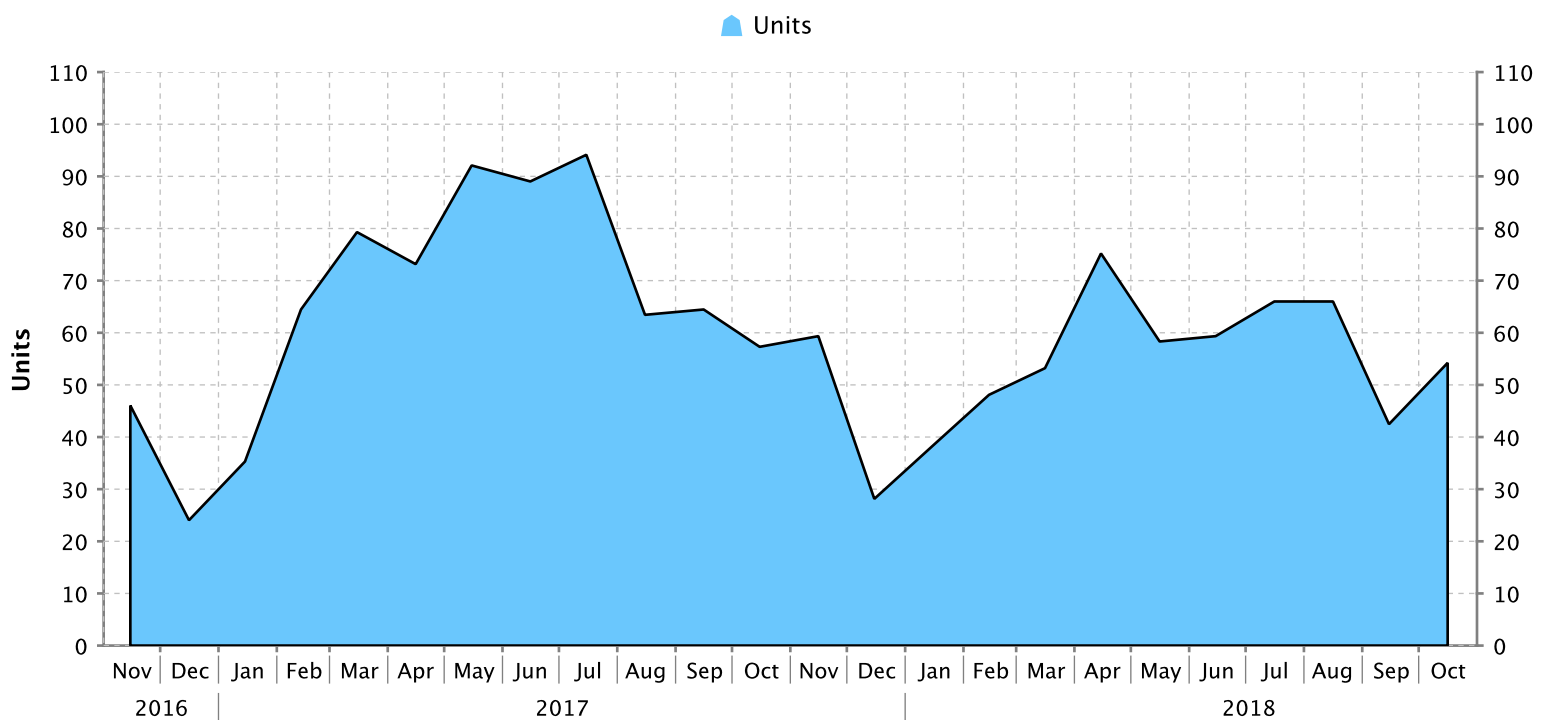
## as at October 31, 2018

### 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              | 7             | 6            | 17%      | 64                | 72            | -11%     |
| Units Reported Sold       | 6             | 2            | 200%     | 30                | 45            | -33%     |
| Sell/List Ratio           | 86%           | 33%          |          | 47%               | 62%           |          |
| Reported Sales Dollars    | \$1,514,800   | \$408,000    | 271%     | \$7,406,075       | \$11,122,300  | -33%     |
| Average Sell Price / Unit | \$252,467     | \$204,000    | 24%      | \$246,869         | \$247,162     | -0%      |
| Median Sell Price         | \$300,000     |              |          | \$251,000         |               |          |
| Sell Price / List Price   | 95%           | 101%         |          | 96%               | 96%           |          |
| Days to Sell              | 72            | 10           | 618%     | 47                | 61            | -24%     |
| Active Listings           | 16            | 23           |          |                   |               |          |
| <b>Single Family</b>      |               |              |          |                   |               |          |
| Units Listed              | 78            | 83           | -6%      | 1,029             | 1,030         | -0%      |
| Units Reported Sold       | 54            | 57           | -5%      | 646               | 780           | -17%     |
| Sell/List Ratio           | 69%           | 69%          |          | 63%               | 76%           |          |
| Reported Sales Dollars    | \$35,600,300  | \$34,071,466 | 4%       | \$397,890,427     | \$420,418,164 | -5%      |
| Average Sell Price / Unit | \$659,265     | \$597,745    | 10%      | \$615,929         | \$538,998     | 14%      |
| Median Sell Price         | \$635,000     |              |          | \$575,000         |               |          |
| Sell Price / List Price   | 98%           | 98%          |          | 98%               | 98%           |          |
| Days to Sell              | 31            | 26           | 17%      | 26                | 26            | 1%       |
| Active Listings           | 181           | 130          |          |                   |               |          |
| <b>Condos (Apt)</b>       |               |              |          |                   |               |          |
| Units Listed              | 8             | 12           | -33%     | 169               | 188           | -10%     |
| Units Reported Sold       | 8             | 11           | -27%     | 100               | 120           | -17%     |
| Sell/List Ratio           | 100%          | 92%          |          | 59%               | 64%           |          |
| Reported Sales Dollars    | \$2,289,200   | \$3,095,000  | -26%     | \$27,888,100      | \$31,243,188  | -11%     |
| Average Sell Price / Unit | \$286,150     | \$281,364    | 2%       | \$278,881         | \$260,360     | 7%       |
| Median Sell Price         | \$351,000     |              |          | \$277,000         |               |          |
| Sell Price / List Price   | 98%           | 95%          |          | 96%               | 96%           |          |
| Days to Sell              | 47            | 25           | 91%      | 52                | 48            | 9%       |
| Active Listings           | 43            | 49           |          |                   |               |          |
| <b>Condos (Patio)</b>     |               |              |          |                   |               |          |
| Units Listed              | 7             | 12           | -42%     | 141               | 137           | 3%       |
| Units Reported Sold       | 7             | 12           | -42%     | 102               | 122           | -16%     |
| Sell/List Ratio           | 100%          | 100%         |          | 72%               | 89%           |          |
| Reported Sales Dollars    | \$3,027,200   | \$4,715,900  | -36%     | \$44,757,398      | \$46,306,780  | -3%      |
| Average Sell Price / Unit | \$432,457     | \$392,992    | 10%      | \$438,798         | \$379,564     | 16%      |
| Median Sell Price         | \$380,000     |              |          | \$445,000         |               |          |
| Sell Price / List Price   | 98%           | 98%          |          | 97%               | 99%           |          |
| Days to Sell              | 38            | 18           | 106%     | 24                | 19            | 23%      |
| Active Listings           | 21            | 11           |          |                   |               |          |
| <b>Condos (Twnhse)</b>    |               |              |          |                   |               |          |
| Units Listed              | 4             | 2            | 100%     | 86                | 86            | 0%       |
| Units Reported Sold       | 8             | 5            | 60%      | 57                | 77            | -26%     |
| Sell/List Ratio           | 200%          | 250%         |          | 66%               | 90%           |          |
| Reported Sales Dollars    | \$3,537,375   | \$2,024,900  | 75%      | \$28,090,084      | \$32,387,700  | -13%     |
| Average Sell Price / Unit | \$442,172     | \$404,980    | 9%       | \$492,808         | \$420,619     | 17%      |
| Median Sell Price         | \$442,500     |              |          | \$449,000         |               |          |
| Sell Price / List Price   | 96%           | 98%          |          | 97%               | 97%           |          |
| Days to Sell              | 58            | 13           | 357%     | 39                | 32            | 24%      |
| Active Listings           | 21            | 5            |          |                   |               |          |

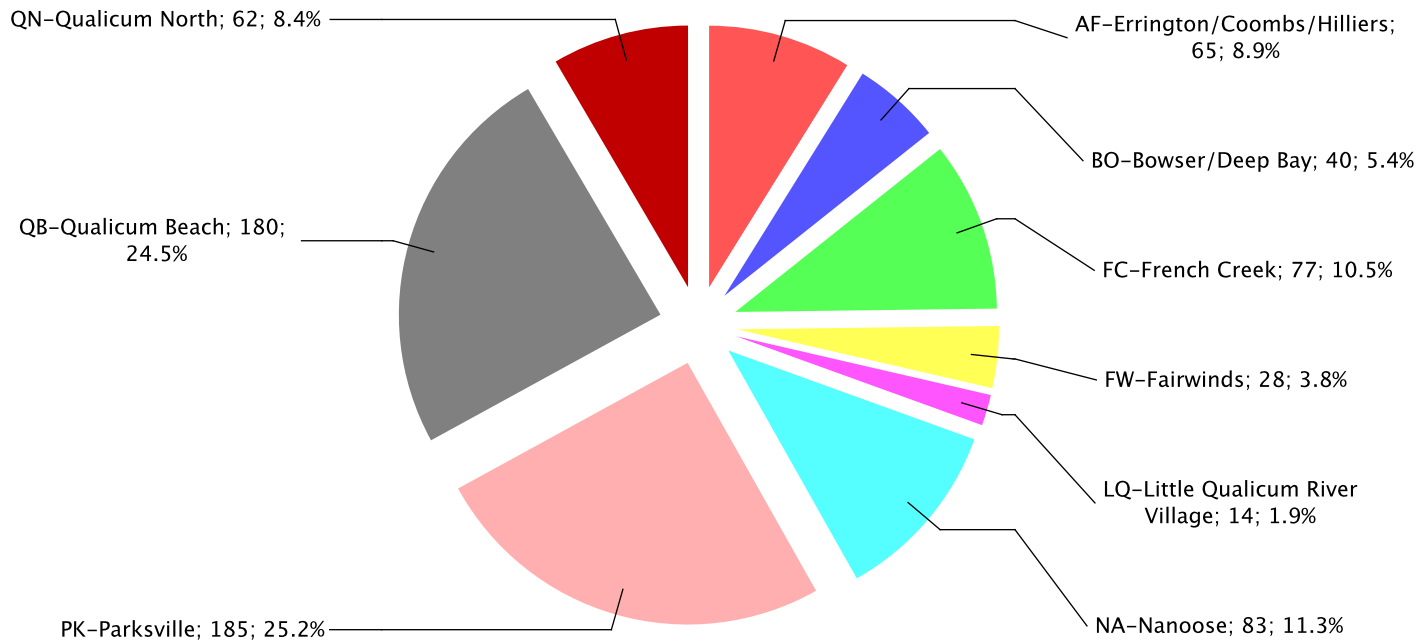
**PLEASE NOTE: SINGLE FAMILY** property does NOT INCLUDE acreage with house, condominiums, duplex/triplex, mobile homes/on pad, single family waterfront or single family strata. **LOTS** do NOT INCLUDE acreage or waterfront acreage.

# MLS® Single Family Sales Analysis

Unconditional Sales from January 1 to Oct 31, 2018

|                                  | 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     | 0         | 0               | 3               | 8               | 2               | 4               | 4               | 6               | 7               | 10              | 9               | 8               | 1             | 3          | <b>65</b>  |
| BO-Bowser/Deep Bay               | 0         | 0               | 0               | 1               | 2               | 1               | 1               | 5               | 13              | 3               | 5               | 3               | 1             | 5          | <b>40</b>  |
| FC-French Creek                  | 0         | 1               | 0               | 3               | 5               | 1               | 13              | 8               | 8               | 10              | 10              | 13              | 2             | 3          | <b>77</b>  |
| FW-Fairwinds                     | 0         | 0               | 0               | 0               | 0               | 0               | 0               | 0               | 1               | 4               | 7               | 5               | 2             | 9          | <b>28</b>  |
| LQ-Little Qualicum River Village | 0         | 0               | 0               | 2               | 1               | 3               | 6               | 1               | 1               | 0               | 0               | 0               | 0             | 0          | <b>14</b>  |
| NA-Nanoose                       | 0         | 0               | 0               | 1               | 2               | 0               | 1               | 5               | 15              | 11              | 17              | 3               | 6             | 22         | <b>83</b>  |
| PK-Parksville                    | 0         | 1               | 0               | 2               | 4               | 15              | 30              | 32              | 52              | 26              | 17              | 4               | 0             | 2          | <b>185</b> |
| QB-Qualicum Beach                | 0         | 0               | 1               | 0               | 1               | 2               | 9               | 15              | 38              | 41              | 24              | 14              | 14            | 21         | <b>180</b> |
| QN-Qualicum North                | 1         | 1               | 0               | 1               | 3               | 4               | 10              | 6               | 9               | 7               | 10              | 6               | 1             | 3          | <b>62</b>  |
| <b>Zone 5 TOTALS</b>             | <b>1</b>  | <b>3</b>        | <b>4</b>        | <b>18</b>       | <b>20</b>       | <b>30</b>       | <b>74</b>       | <b>78</b>       | <b>144</b>      | <b>112</b>      | <b>99</b>       | <b>56</b>       | <b>27</b>     | <b>68</b>  | <b>734</b> |

## Parksville / Qualicum - Single Family Sales by Subarea



Total Unconditional Sales January 1 to October 31, 2018 = 734