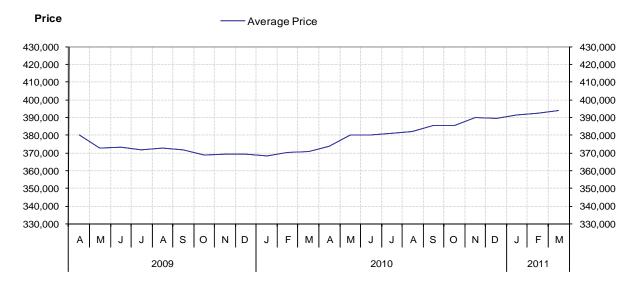
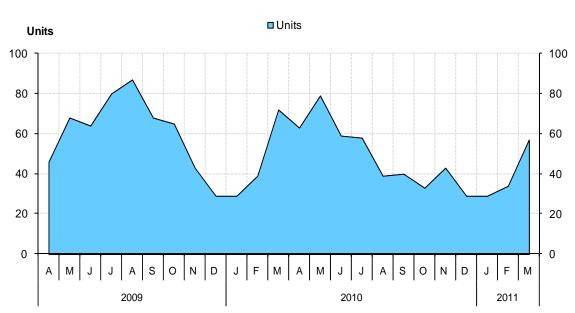
# **Parksville / Qualicum** as at March 31, 2011

#### **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**

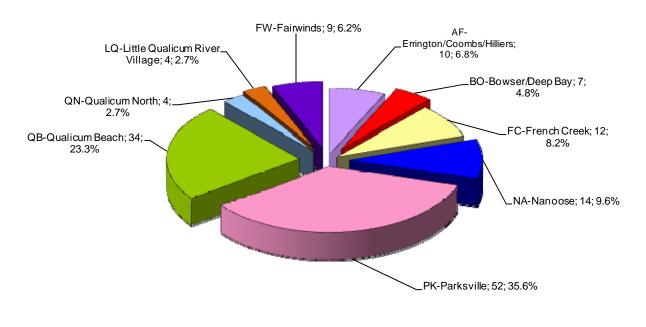
|  | С                      | urrent Month             | 1          | 12 Months to Date         |                           |               |  |  |  |
|--|------------------------|--------------------------|------------|---------------------------|---------------------------|---------------|--|--|--|
|  | This Year              | Last Year                | % Change   | This Year                 | Last Year                 | % Change      |  |  |  |
| Lots   |                        |                          | 9          |                           |                           | 0             |  |  |  |
| Units Listed                                   | 12                     | 24                       | -50%       | 123                       | 168                       | -27%          |  |  |  |
| Units Reported Sold                            | 4                      | 18                       | -78%       | 65                        | 62                        | 5%            |  |  |  |
| Sell/List Ratio                                | 33%                    | 75%                      |            | 53%                       | 37%                       |               |  |  |  |
| Reported Sales Dollars                         | \$812,800              | \$2,741,115              | -70%       | \$11,512,200              | \$10,073,815              | 14%           |  |  |  |
| Average Sell Price / Unit                      | \$203,200              | \$152,284                | 33%        | \$177,111                 | \$162,481                 | 9%            |  |  |  |
| Median Sell Price                              | \$225,000              |                          |            | \$150,000                 |                           |               |  |  |  |
| Sell Price / List Price Ratio                  | 95%                    | 97%                      |            | 98%                       | 92%                       |               |  |  |  |
| Days to Sell                                   | 283                    | 126                      | 124%       | 133                       | 181                       | -26%          |  |  |  |
| Active Listings                                | 68                     | 84                       |            |                           |                           |               |  |  |  |
| Single Family                                  |                        |                          |            |                           |                           |               |  |  |  |
| Units Listed                                   | 151                    | 152                      | -1%        | 1220                      | 1185                      | 3%            |  |  |  |
| Units Reported Sold                            | 57                     | 72                       | -21%       | 561                       | 689                       | -19%          |  |  |  |
| Sell/List Ratio                                | 38%                    | 47%                      | 2170       | 46%                       | 58%                       | 1070          |  |  |  |
| Reported Sales Dollars                         | \$22,337,600           | \$27,340,937             | -18%       | \$220,966,516             | \$255,709,164             | -14%          |  |  |  |
| Average Sell Price / Unit                      | \$391,888              | \$379,735                | 3%         | \$393,880                 | \$371,131                 | -14%          |  |  |  |
| Median Sell Price                              | \$368,000              | ψ013,133                 | 570        | \$367,000                 | ψ071,101                  | 070           |  |  |  |
| Sell Price / List Price Ratio                  | 95%                    | 97%                      |            | 95%                       | 94%                       |               |  |  |  |
| Days to Sell                                   | 85                     | 57                       | 49%        | 65                        | 75                        | -13%          |  |  |  |
| Active Listings                                | 374                    | 332                      | +370       | 00                        | /3                        | -1070         |  |  |  |
| Condos (Apt)                                   |                        |                          |            |                           |                           |               |  |  |  |
| Units Listed                                   | 25                     | 38                       | -34%       | 228                       | 267                       | -15%          |  |  |  |
| Units Reported Sold                            | 3                      | 7                        | -57%       | 50                        | 72                        | -31%          |  |  |  |
| Sell/List Ratio                                | 12%                    | 18%                      | -51 /0     | 22%                       | 27%                       | -0170         |  |  |  |
| Reported Sales Dollars                         | \$744,000              | \$1,788,000              | -58%       | \$12,577,250              | \$15,845,300              | -21%          |  |  |  |
| Average Sell Price / Unit                      | \$744,000<br>\$248,000 | \$255,429                | -3%        | \$251,545                 | \$220,074                 | 14%           |  |  |  |
| Median Sell Price                              | \$269,000              | φ200,429                 | -576       | \$231,000                 | φzz0,074                  | 1470          |  |  |  |
| Sell Price / List Price Ratio                  | \$209,000<br>90%       | 91%                      |            | \$231,000                 | 89%                       |               |  |  |  |
| Days to Sell                                   | 263                    | 115                      | 128%       | 144                       | 111                       | 30%           |  |  |  |
| Active Listings                                | 127                    | 143                      | 12076      | 144                       |                           | 50 /6         |  |  |  |
| Condos (Patio)                                 |                        |                          |            |                           |                           |               |  |  |  |
| Units Listed                                   | 18                     | 10                       | 80%        | 163                       | 204                       | -20%          |  |  |  |
| Units Reported Sold                            | 10                     | 6                        | 83%        | 89                        | 114                       | -20%          |  |  |  |
| Sell/List Ratio                                | 61%                    | 60%                      | 0370       | 55%                       | 56%                       | -2270         |  |  |  |
|  | \$3,135,500            |                          | 010/       |                           |                           | -14%          |  |  |  |
| Reported Sales Dollars                         | \$285,045              | \$1,729,000<br>\$288,167 | 81%<br>-1% | \$27,436,658<br>\$308,277 | \$32,005,850<br>\$280,753 | -14%<br>10%   |  |  |  |
| Average Sell Price / Unit<br>Median Sell Price | \$283,043              | \$200,107                | -170       | \$305,000                 | φ200,755                  | 10%           |  |  |  |
| Sell Price / List Price Ratio                  | \$283,000<br>95%       | 97%                      |            | \$305,000<br>96%          | 95%                       |               |  |  |  |
| Days to Sell                                   | 113                    | 62                       | 82%        | 90 <i>%</i><br>87         | 124                       | -29%          |  |  |  |
| Active Listings                                | 75                     | 83                       | 02 /0      | 07                        | 124                       | -2970         |  |  |  |
|  |                        |                          |            |                           |                           |               |  |  |  |
| Condos (Twnhse)<br>Units Listed                | 17                     | 18                       | -6%        | 163                       | 176                       | -7%           |  |  |  |
| Units Reported Sold                            | 2                      | 4                        | -50%       | 64                        | 74                        | -14%          |  |  |  |
| Sell/List Ratio                                | 12%                    | 22%                      | -30 /0     | 39%                       | 42%                       | - 14 /0       |  |  |  |
| Reported Sales Dollars                         | \$935,000              | \$1,139,000              | -18%       | \$21,541,530              | \$22,035,150              | -2%           |  |  |  |
| Average Sell Price / Unit                      | \$935,000<br>\$467,500 | \$284,750                | 64%        | \$21,541,530<br>\$336,586 | \$22,035,150<br>\$297,772 | -2 /0         |  |  |  |
| Median Sell Price                              | \$470,000              | ψ204,150                 | 04 /0      | \$325,500                 | ΨΖ31,11Ζ                  | 1370          |  |  |  |
| Sell Price / List Price Ratio                  | \$470,000<br>99%       | 030/                     |            |                           | 030/                      |               |  |  |  |
|  |                        | 93%                      | 010/       | 93%                       | 93%                       | -27%          |  |  |  |
| Days to Sell<br>Active Listings                | 18<br>66               | 212<br>79                | -91%       | 81                        | 111                       | - <i>∠1</i> % |  |  |  |

**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 March 31, 2011

|                                  | 0-      | 150,001- | 200,001- | 250,001- | 300,001- | 350,001- | 400,001- | 450,001- | 500,001- | 600,001- | 700,001- | 800,001- | 900,001- | OVER  |      |
|----------------------------------|---------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|-------|------|
|                                  | 150,000 | 200,000  | 250,000  | 300,000  | 350,000  | 400,000  | 450,000  | 500,000  | 600,000  | 700,000  | 800,000  | 900,000  | 1 Mil    | 1 Mil | Tota |
| AF-Errington/Coombs/Hilliers     | 1       | 1        | 0        | 0        | 1        | 0        | 1        | 3        | 3        | 0        | 0        | 0        | 0        | 0     | 10   |
| BO-Bow ser/Deep Bay              | 0       | 1        | 2        | 0        | 0        | 1        | 1        | 2        | 0        | 0        | 0        | 0        | 0        | 0     | 7    |
| FC-French Creek                  | 0       | 0        | 0        | 1        | 2        | 2        | 3        | 1        | 3        | 0        | 0        | 0        | 0        | 0     | 12   |
| NA-Nanoose                       | 0       | 0        | 1        | 1        | 1        | 1        | 1        | 0        | 2        | 2        | 2        | 2        | 0        | 1     | 14   |
| PK-Parksville                    | 0       | 0        | 4        | 18       | 14       | 7        | 3        | 1        | 1        | 1        | 1        | 2        | 0        | 0     | 52   |
| QB-Qualicum Beach                | 1       | 0        | 0        | 3        | 8        | 9        | 4        | 4        | 3        | 0        | 1        | 0        | 1        | 0     | 34   |
| QN-Qualicum North                | 0       | 0        | 0        | 0        | 1        | 0        | 1        | 0        | 1        | 0        | 1        | 0        | 0        | 0     | 4    |
| LQ-Little Qualicum River Village | 0       | 1        | 1        | 0        | 0        | 2        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0     | 4    |
| FW-Fairw inds                    | 0       | 0        | 0        | 0        | 0        | 0        | 2        | 2        | 1        | 2        | 1        | 0        | 0        | 1     | 9    |
|                                  |         |          |          |          |          |          |          |          |          |          |          |          |          |       |      |
| ZONE 5 TOTALS                    | 2       | 3        | 8        | 23       | 27       | 22       | 16       | 13       | 14       | 5        | 6        | 4        | 1        | 2     | 146  |

#### Single Family Sales - Parksville/Qualicum by Subarea

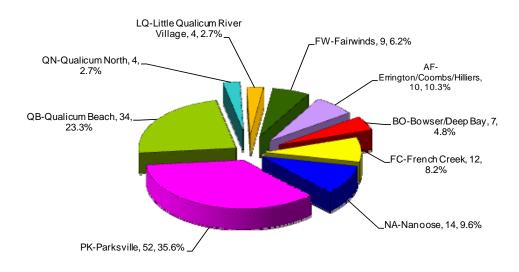


Total Unconditional Sales January 1 to March 31, 2011 = 146

### **1st Quarter 2011** MLS® Single Family Sales Analysis Unconditional Sales from January 1 to March 31, 2011

| ZONE 5 TOTALS                    | 2       | 3        | 8        | 23       | 27       | 22       | 16       | 13       | 14       | 5        | 6        | 4        | 1       | 2     | 146  |
|----------------------------------|---------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|---------|-------|------|
| FW-Fairw inds                    | 0       | 0        | 0        | 0        | 0        | 0        | 2        | 2        | 1        | 2        | 1        | 0        | 0       | 1     | 9    |
| _Q-Little Qualicum River Village | 0       | 1        | 1        | 0        | 0        | 2        | 0        | 0        | 0        | 0        | 0        | 0        | 0       | 0     | 4    |
| QN-Qualicum North                | 0       | 0        | 0        | 0        | 1        | 0        | 1        | 0        | 1        | 0        | 1        | 0        | 0       | 0     | 4    |
| QB-Qualicum Beach                | 1       | 0        | 0        | 3        | 8        | 9        | 4        | 4        | 3        | 0        | 1        | 0        | 1       | 0     | 34   |
| PK-Parksville                    | 0       | 0        | 4        | 18       | 14       | 7        | 3        | 1        | 1        | 1        | 1        | 2        | 0       | 0     | 52   |
| NA-Nanoose                       | 0       | 0        | 1        | 1        | 1        | 1        | 1        | 0        | 2        | 2        | 2        | 2        | 0       | 1     | 14   |
| FC-French Creek                  | 0       | 0        | 0        | 1        | 2        | 2        | 3        | 1        | 3        | 0        | 0        | 0        | 0       | 0     | 12   |
| BO-Bow ser/Deep Bay              | 0       | 1        | 2        | 0        | 0        | 1        | 1        | 2        | 0        | 0        | 0        | 0        | 0       | 0     | 7    |
| AF-Errington/Coombs/Hilliers     | 1       | 1        | 0        | 0        | 1        | 0        | 1        | 3        | 3        | 0        | 0        | 0        | 0       | 0     | 10   |
|                                  | 150,000 | 200,000  | 250,000  | 300,000  | 350,000  | 400,000  | 450,000  | 500,000  | 600,000  | 700,000  | 800,000  | 900,000  | 1 Mil   | 1 Mil | Tota |
|                                  | 0-      | 150,001- | 200,001- | 250,001- | 300,001- | 350,001- | 400,001- | 450,001- | 500,001- | 600,001- | 700,001- | 800,001- | 900,001 | OVER  |      |

#### 1st Quarter 2011 Single Family Sales Parksville/Qualicum by Subarea



Total Unconditional Sales January 1 to March 31, 2011 = 146