



JOHN COOPER | ISLAND LIFE



Market Statistics October 2011 Nanaimo, BC



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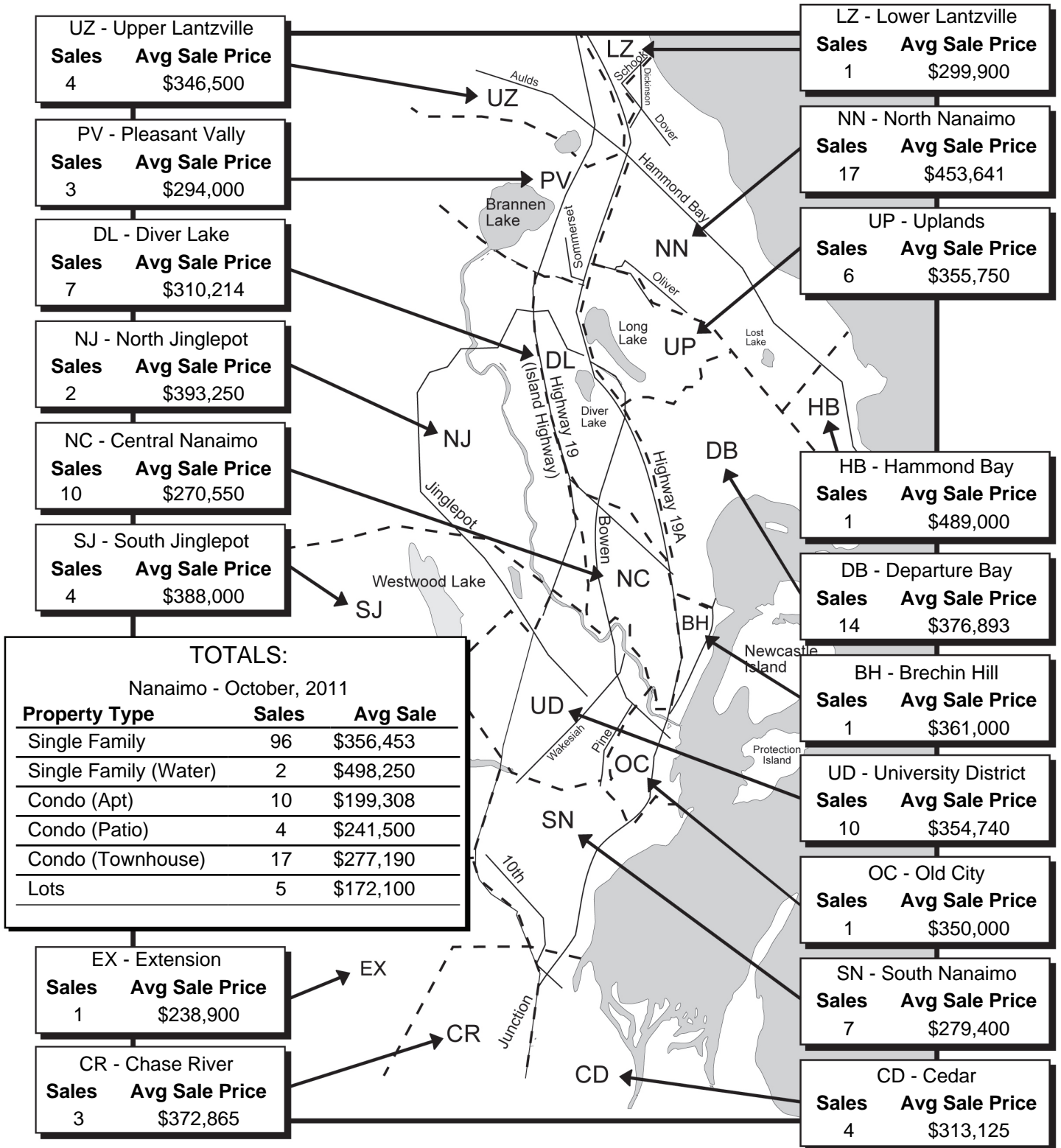
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Nanaimo

Home Sales for the month of October, 2011 (Single Family)

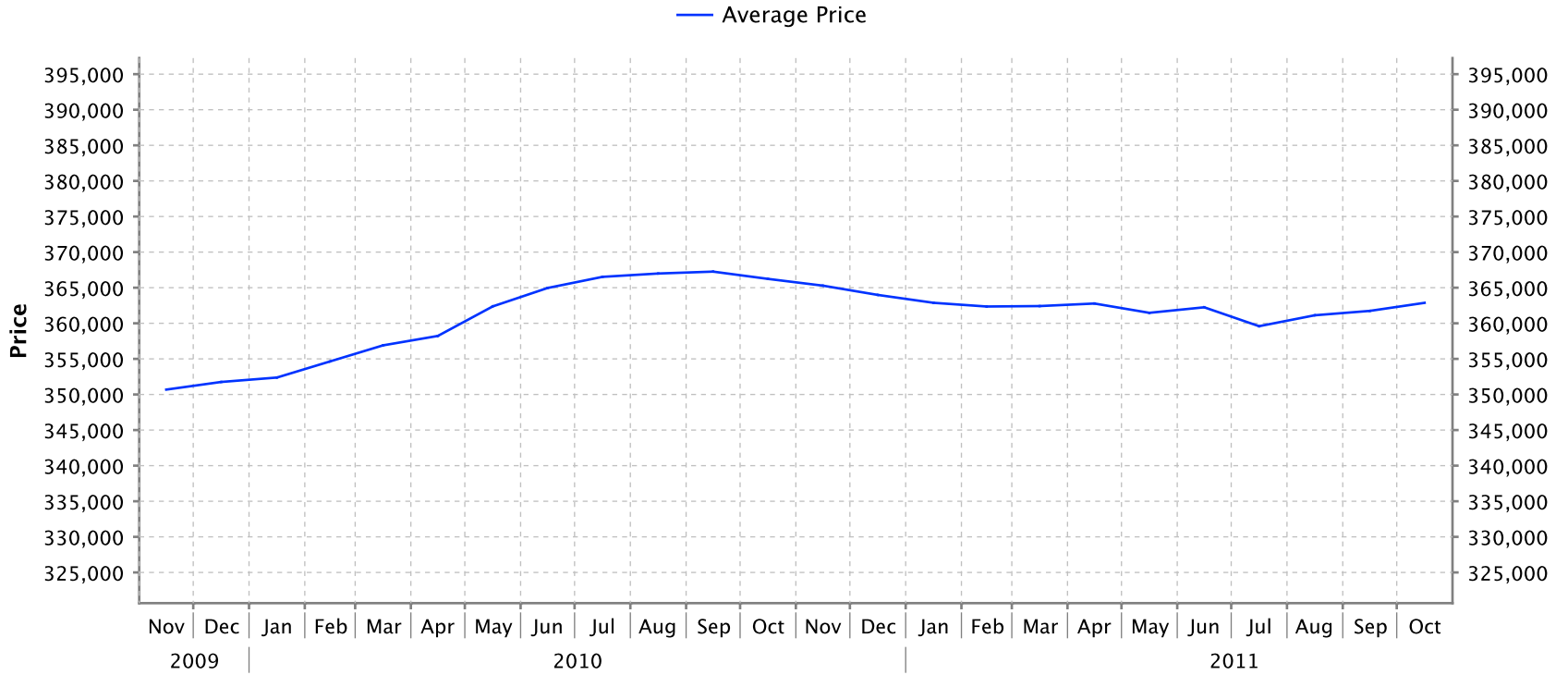


Average sale price does not include Waterfront.

Nanaimo

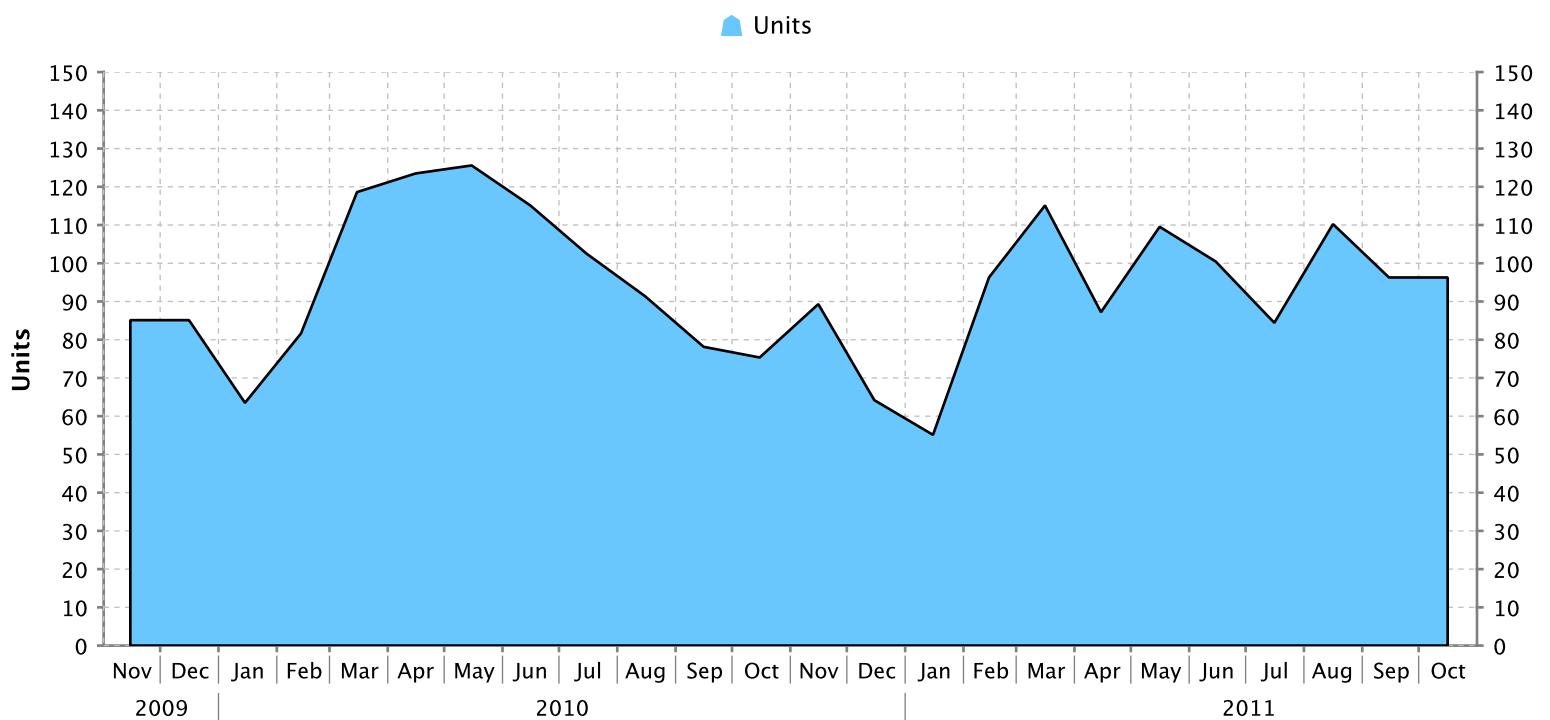
as at October 31, 2011

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
Lots						
Units Listed	32	4	700%	237	206	15%
Units Reported Sold	5	5	0%	72	143	-50%
Sell/List Ratio	16%	125%		30%	69%	
Reported Sales Dollars	\$860,500	\$665,000	29%	\$11,602,950	\$20,428,810	-43%
Average Sell Price / Unit	\$172,100	\$133,000	29%	\$161,152	\$142,859	13%
Median Sell Price	\$195,000			\$160,000		
Sell Price / List Price	89%	88%		94%	96%	
Days to Sell	194	63	208%	91	110	-18%
Active Listings	98	76				
Single Family						
Units Listed	175	144	22%	2,346	2,422	-3%
Units Reported Sold	96	75	28%	1,101	1,141	-4%
Sell/List Ratio	55%	52%		47%	47%	
Reported Sales Dollars	\$34,219,498	\$25,378,081	35%	\$399,522,144	\$417,876,218	-4%
Average Sell Price / Unit	\$356,453	\$338,374	5%	\$362,872	\$366,237	-1%
Median Sell Price	\$345,000			\$350,000		
Sell Price / List Price	95%	95%		95%	96%	
Days to Sell	59	58	2%	57	48	20%
Active Listings	575	604				
Condos (Apt)						
Units Listed	57	61	-7%	633	703	-10%
Units Reported Sold	10	17	-41%	208	264	-21%
Sell/List Ratio	18%	28%		33%	38%	
Reported Sales Dollars	\$1,993,079	\$4,080,745	-51%	\$45,523,161	\$62,446,809	-27%
Average Sell Price / Unit	\$199,308	\$240,044	-17%	\$218,861	\$236,541	-7%
Median Sell Price	\$197,500			\$200,000		
Sell Price / List Price	93%	96%		94%	94%	
Days to Sell	79	39	105%	90	68	32%
Active Listings	190	251				
Condos (Patio)						
Units Listed	8	8	0%	98	99	-1%
Units Reported Sold	4	5	-20%	50	46	9%
Sell/List Ratio	50%	62%		51%	46%	
Reported Sales Dollars	\$966,000	\$1,399,500	-31%	\$13,922,499	\$12,209,841	14%
Average Sell Price / Unit	\$241,500	\$279,900	-14%	\$278,450	\$265,431	5%
Median Sell Price	\$273,000			\$295,000		
Sell Price / List Price	93%	95%		96%	97%	
Days to Sell	104	74	42%	106	62	71%
Active Listings	30	31				
Condos (Twnhse)						
Units Listed	35	33	6%	473	442	7%
Units Reported Sold	17	13	31%	164	180	-9%
Sell/List Ratio	49%	39%		35%	41%	
Reported Sales Dollars	\$4,712,234	\$3,261,700	44%	\$42,619,253	\$48,243,226	-12%
Average Sell Price / Unit	\$277,190	\$250,900	10%	\$259,873	\$268,018	-3%
Median Sell Price	\$240,000			\$242,500		
Sell Price / List Price	96%	96%		102%	97%	
Days to Sell	89	79	12%	70	67	5%
Active Listings	138	164				

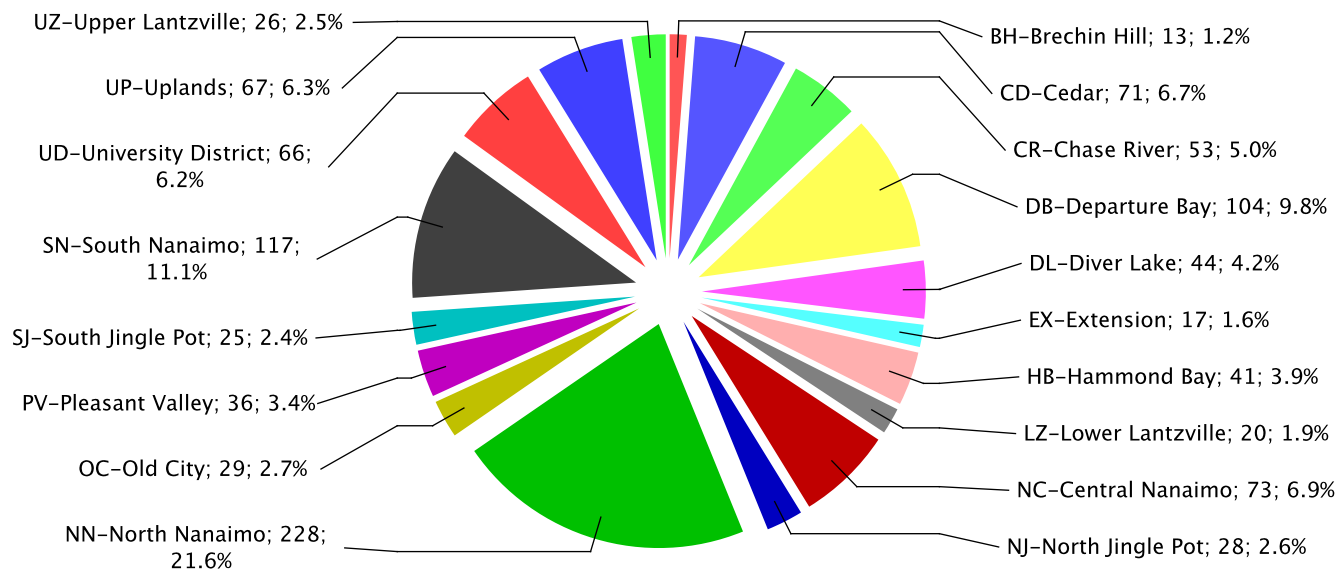
PLEASE NOTE: SINGLE FAMILY property does NOT INCLUDE acreage with house, condominiums, duplex/triplex, mobile homes/on pad, single family waterfront or single family strata. **LOTS** do NOT INCLUDE acreage or waterfront acreage.

MLS® Single Family Sales Analysis

Unconditional Sales from January 1 to Oct 31, 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
BH-Brechin Hill	0	0	0	4	5	3	0	1	0	0	0	0	0	0	13
CD-Cedar	1	2	9	10	9	7	11	10	5	1	4	0	1	1	71
CR-Chase River	0	0	2	6	12	12	16	4	1	0	0	0	0	0	53
DB-Departure Bay	0	0	1	16	34	21	14	9	7	0	1	0	0	1	104
DL-Diver Lake	0	1	5	10	15	7	3	2	1	0	0	0	0	0	44
EX-Extension	0	0	4	3	4	2	1	1	2	0	0	0	0	0	17
HB-Hammond Bay	0	0	0	0	9	7	5	7	6	4	0	1	1	1	41
LZ-Lower Lantzville	0	0	0	5	3	7	1	0	1	1	1	1	0	0	20
NC-Central Nanaimo	1	1	16	26	20	9	0	0	0	0	0	0	0	0	73
NJ-North Jingle Pot	0	0	0	0	0	5	3	3	7	6	2	1	1	0	28
NN-North Nanaimo	0	0	4	3	32	51	57	23	42	6	5	3	0	2	228
OC-Old City	0	5	4	9	5	2	2	0	1	1	0	0	0	0	29
PV-Pleasant Valley	0	2	3	2	12	11	3	2	0	0	1	0	0	0	36
SJ-South Jingle Pot	0	0	1	2	5	6	5	3	3	0	0	0	0	0	25
SN-South Nanaimo	2	19	17	31	25	22	1	0	0	0	0	0	0	0	117
UD-University District	1	4	16	14	12	6	8	4	1	0	0	0	0	0	66
UP-Uplands	0	0	3	19	16	15	4	3	4	1	1	0	0	1	67
UZ-Upper Lantzville	0	1	1	3	5	8	5	1	2	0	0	0	0	0	26
Zone 4 TOTALS	5	35	86	163	223	201	139	73	83	20	15	6	3	6	1,058

Nanaimo - Single Family Sales by Subarea



Total Unconditional Sales January 1 to October 31, 2011 = 1,058

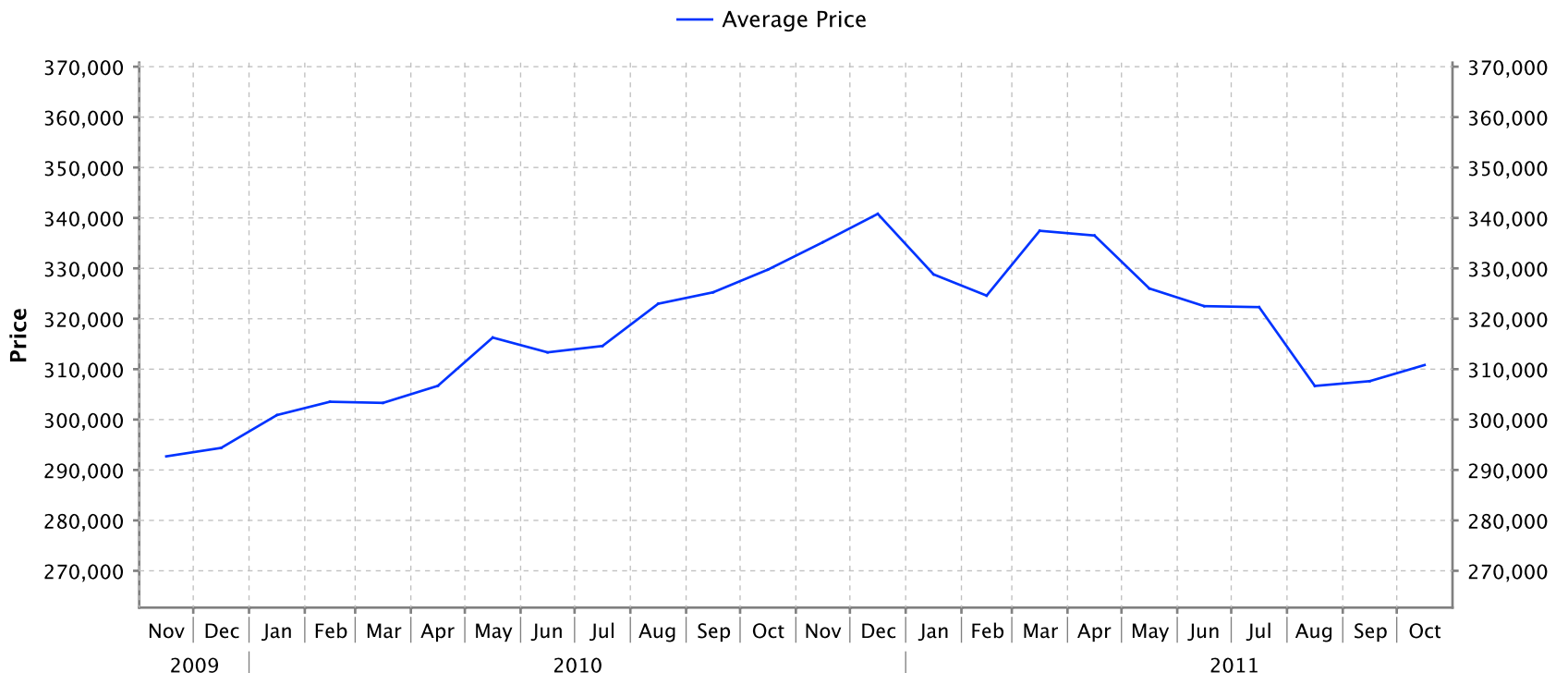
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Comparative Activity by Property Type

	Current Month			12 Months to Date		
	This Year	Last Year	% Change	This Year	Last Year	% Change
Lots						
Units Listed	2	3	-33%	38	49	-22%
Units Reported Sold	4	1	300%	13	22	-41%
Sell/List Ratio	200%	33%		34%	45%	
Reported Sales Dollars	\$377,000	\$50,000	654%	\$1,382,000	\$2,868,499	-52%
Average Sell Price / Unit	\$94,250	\$50,000	88%	\$106,308	\$130,386	-18%
Median Sell Price	\$105,000			\$105,000		
Sell Price / List Price	89%	83%		89%	91%	
Days to Sell	50	52	-4%	89	73	22%
Active Listings	26	19				
Single Family						
Units Listed	3	6	-50%	94	126	-25%
Units Reported Sold	0	2	-100%	27	55	-51%
Sell/List Ratio	0%	33%		29%	44%	
Reported Sales Dollars	\$0	\$528,900	-100%	\$8,392,160	\$18,136,150	-54%
Average Sell Price / Unit		\$264,450		\$310,821	\$329,748	-6%
Median Sell Price				\$285,000		
Sell Price / List Price		80%		95%	94%	
Days to Sell		100		87	83	5%
Active Listings	41	43				

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Cumulative Residential Average Single Family Sale Price





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