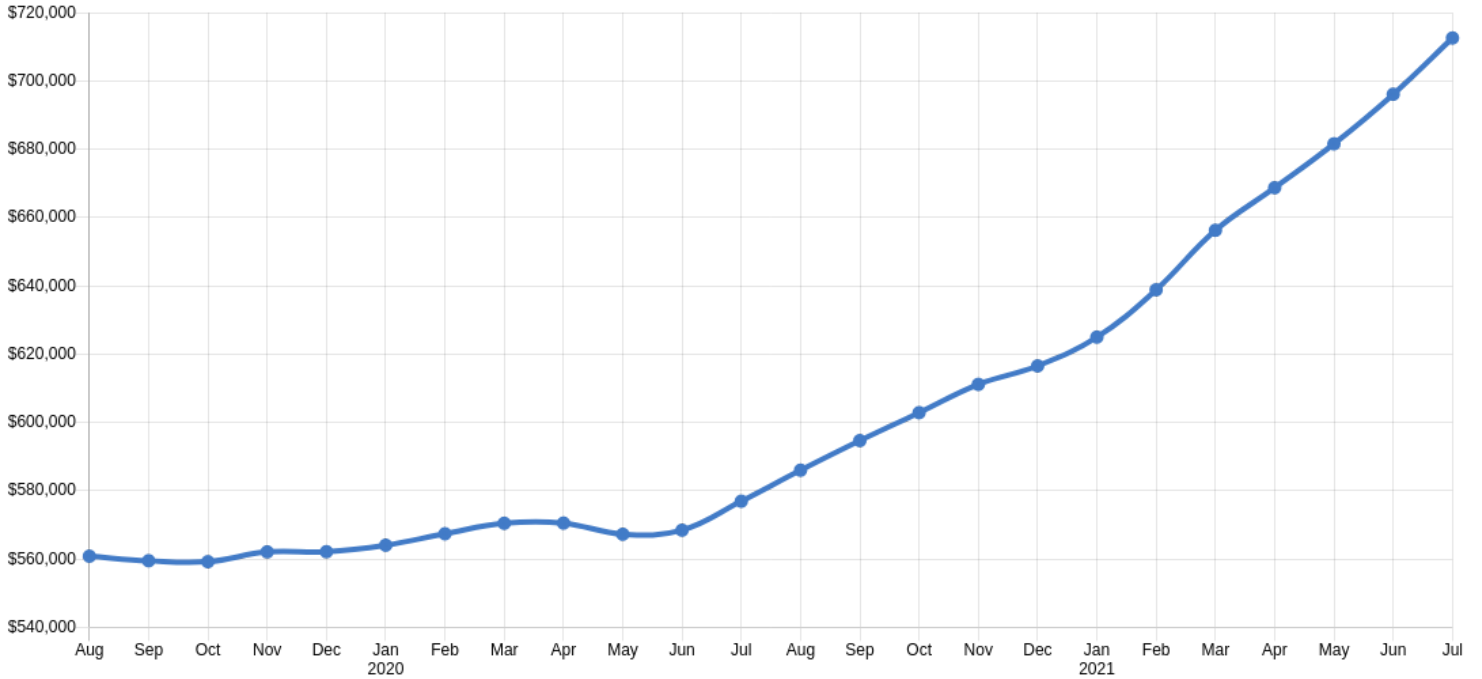


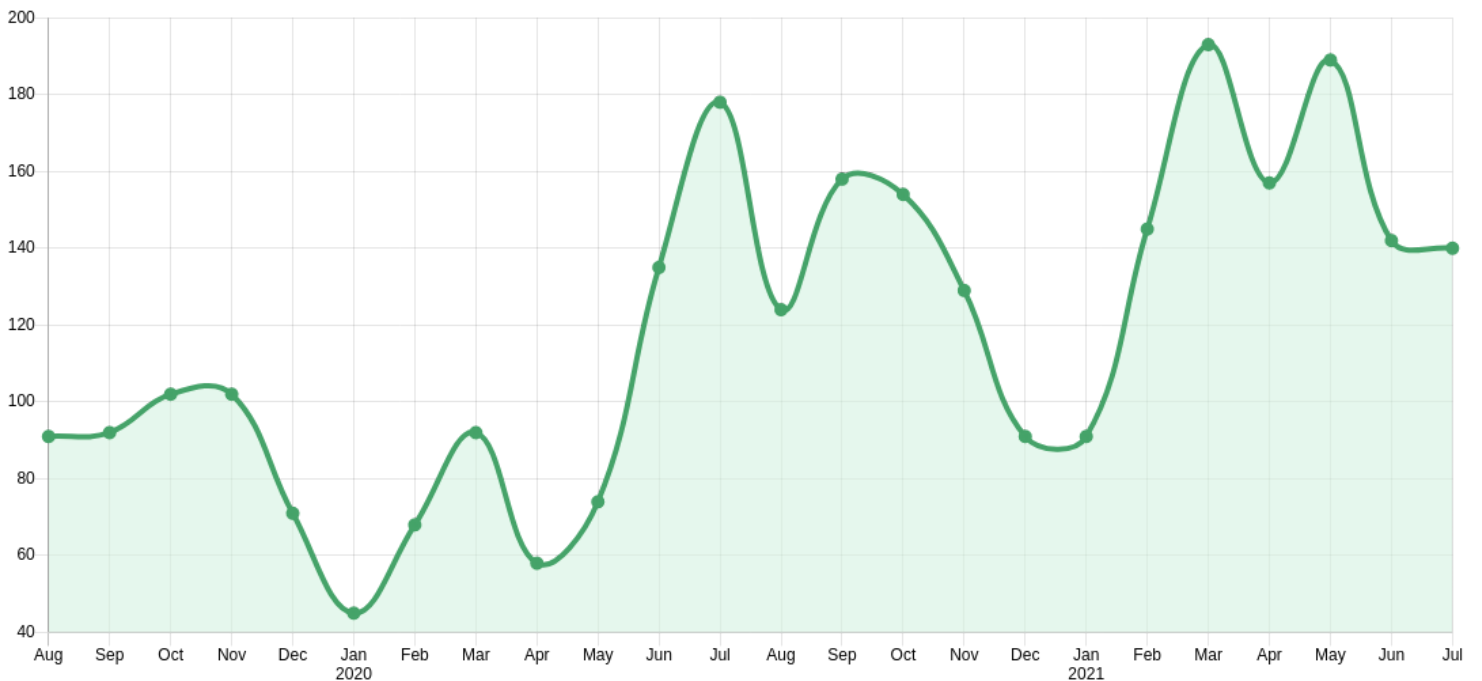


## Cumulative Residential Average Single Family Detached Sale Price



**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 Detached Units Reported Sold



## Comparative Activity by Property Type

### Single Family Detached

|                           | Current Month |               |          | 12 Months to Date |               |          |
|---------------------------|---------------|---------------|----------|-------------------|---------------|----------|
|                           | This Year     | Last Year     | % Change | This Year         | Last Year     | % Change |
| Units Listed              | 138           | 182           | -24.18%  | 2,014             | 1,797         | 12.08%   |
| Units Reported Sold       | 140           | 178           | -21.35%  | 1,713             | 1,108         | 54.60%   |
| Sell / List Ratio         | 101.45%       | 97.80%        |          | 85.05%            | 61.66%        |          |
| Reported Sales Dollars    | \$111,154,026 | \$109,371,490 | 1.63%    | \$1,220,716,574   | \$639,276,757 | 90.95%   |
| Average Sell Price / Unit | \$793,957     | \$614,447     | 29.21%   | \$712,619         | \$576,965     | 23.51%   |
| Median Sell Price         | \$777,500     |               |          | \$680,000         |               |          |
| Sell Price / List Price   | 102.44%       | 99.25%        |          | 102.03%           | 98.43%        |          |
| Days to Sell              | 25            | 44            | -43.18%  | 24                | 37            | -35.14%  |
| Active Listings           | 141           | 283           |          |                   |               |          |

### Condo Apartment

|                           | Current Month |              |          | 12 Months to Date |              |          |
|---------------------------|---------------|--------------|----------|-------------------|--------------|----------|
|                           | This Year     | Last Year    | % Change | This Year         | Last Year    | % Change |
| Units Listed              | 36            | 54           | -33.33%  | 543               | 495          | 9.70%    |
| Units Reported Sold       | 35            | 37           | -5.41%   | 501               | 266          | 88.35%   |
| Sell / List Ratio         | 97.22%        | 68.52%       |          | 92.27%            | 53.74%       |          |
| Reported Sales Dollars    | \$14,774,848  | \$11,790,250 | 25.31%   | \$180,287,633     | \$81,775,870 | 120.47%  |
| Average Sell Price / Unit | \$422,139     | \$318,655    | 32.48%   | \$359,856         | \$307,428    | 17.05%   |
| Median Sell Price         | \$399,900     |              |          | \$333,600         |              |          |
| Sell Price / List Price   | 100.43%       | 98.03%       |          | 99.93%            | 97.85%       |          |
| Days to Sell              | 25            | 65           | -61.54%  | 74                | 46           | 60.87%   |
| Active Listings           | 51            | 152          |          |                   |              |          |

### Row/Townhouse

|                           | Current Month |              |          | 12 Months to Date |              |          |
|---------------------------|---------------|--------------|----------|-------------------|--------------|----------|
|                           | This Year     | Last Year    | % Change | This Year         | Last Year    | % Change |
| Units Listed              | 24            | 42           | -42.86%  | 370               | 359          | 3.06%    |
| Units Reported Sold       | 24            | 29           | -17.24%  | 340               | 241          | 41.08%   |
| Sell / List Ratio         | 100.00%       | 69.05%       |          | 91.89%            | 67.13%       |          |
| Reported Sales Dollars    | \$11,923,200  | \$11,877,195 | 0.39%    | \$152,889,204     | \$97,449,115 | 56.89%   |
| Average Sell Price / Unit | \$496,800     | \$409,558    | 21.30%   | \$449,674         | \$404,353    | 11.21%   |
| Median Sell Price         | \$518,150     |              |          | \$434,450         |              |          |
| Sell Price / List Price   | 101.49%       | 99.17%       |          | 101.20%           | 99.27%       |          |
| Days to Sell              | 25            | 39           | -35.90%  | 37                | 34           | 8.82%    |
| Active Listings           | 32            | 84           |          |                   |              |          |

### Land

|                           | Current Month |             |          | 12 Months to Date |              |          |
|---------------------------|---------------|-------------|----------|-------------------|--------------|----------|
|                           | This Year     | Last Year   | % Change | This Year         | Last Year    | % Change |
| Units Listed              | 24            | 28          | -14.29%  | 261               | 267          | -2.25%   |
| Units Reported Sold       | 7             | 25          | -72.00%  | 185               | 118          | 56.78%   |
| Sell / List Ratio         | 29.17%        | 89.29%      |          | 70.88%            | 44.19%       |          |
| Reported Sales Dollars    | \$3,446,500   | \$8,725,600 | -60.50%  | \$72,957,218      | \$37,798,800 | 93.01%   |
| Average Sell Price / Unit | \$492,357     | \$349,024   | 41.07%   | \$394,363         | \$320,329    | 23.11%   |
| Median Sell Price         | \$402,000     |             |          | \$349,990         |              |          |
| Sell Price / List Price   | 94.79%        | 94.15%      |          | 97.77%            | 94.61%       |          |
| Days to Sell              | 59            | 210         | -71.90%  | 126               | 124          | 1.61%    |
| Active Listings           | 68            | 137         |          |                   |              |          |

## Gabriola - Comparative Activity by Property Type

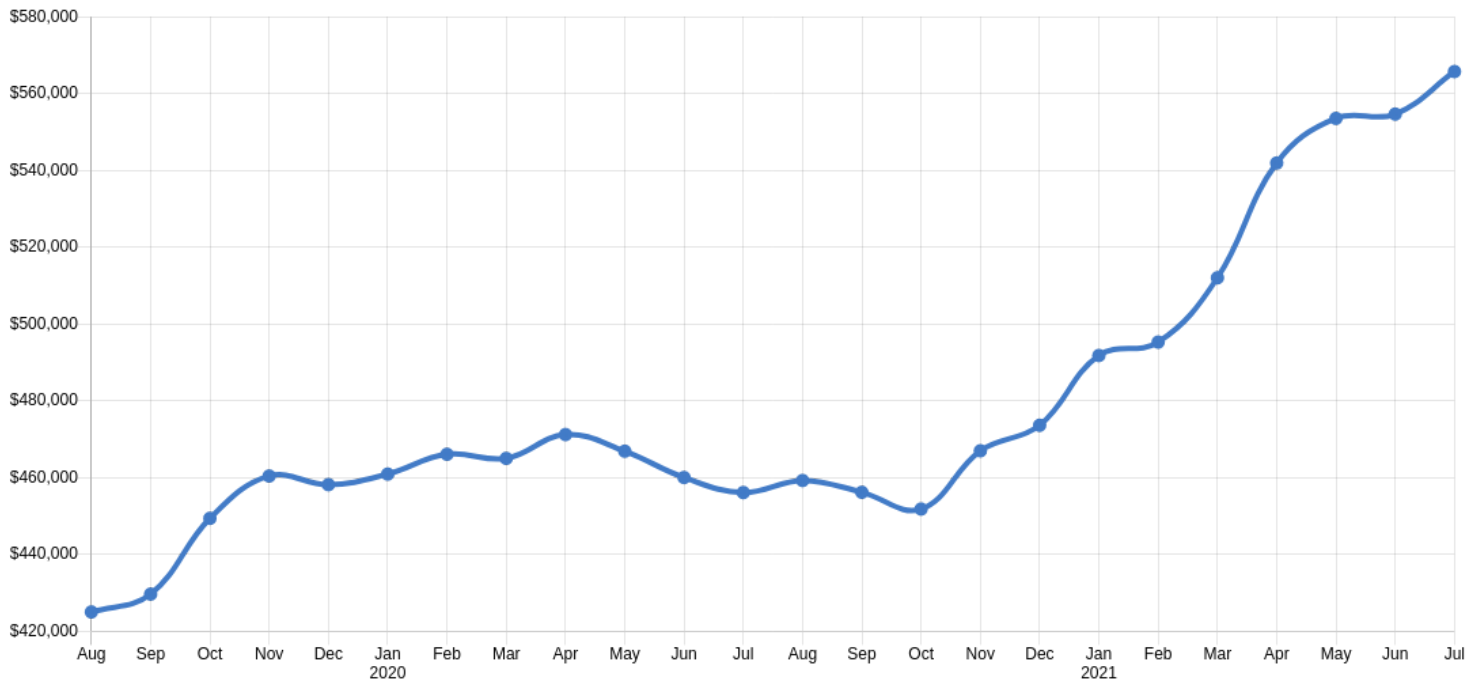
### Single Family Detached

|                           | Current Month |             |          | 12 Months to Date |              |          |
|---------------------------|---------------|-------------|----------|-------------------|--------------|----------|
|                           | This Year     | Last Year   | % Change | This Year         | Last Year    | % Change |
| Units Listed              | 10            | 5           | 100.00%  | 64                | 54           | 18.52%   |
| Units Reported Sold       | 4             | 7           | -42.86%  | 61                | 48           | 27.08%   |
| Sell / List Ratio         | 40.00%        | 140.00%     |          | 95.31%            | 88.89%       |          |
| Reported Sales Dollars    | \$2,320,900   | \$3,309,100 | -29.86%  | \$34,510,326      | \$21,895,250 | 57.62%   |
| Average Sell Price / Unit | \$580,225     | \$472,729   | 22.74%   | \$565,743         | \$456,151    | 24.03%   |
| Median Sell Price         | \$572,450     |             |          | \$565,000         |              |          |
| Sell Price / List Price   | 104.22%       | 99.49%      |          | 103.09%           | 98.35%       |          |
| Days to Sell              | 12            | 21          | -42.86%  | 20                | 39           | -48.72%  |
| Active Listings           | 8             | 8           |          |                   |              |          |

### Land

|                           | Current Month |             |          | 12 Months to Date |             |          |
|---------------------------|---------------|-------------|----------|-------------------|-------------|----------|
|                           | This Year     | Last Year   | % Change | This Year         | Last Year   | % Change |
| Units Listed              | 7             | 2           | 250.00%  | 67                | 35          | 91.43%   |
| Units Reported Sold       | 6             | 5           | 20.00%   | 55                | 28          | 96.43%   |
| Sell / List Ratio         | 85.71%        | 250.00%     |          | 82.09%            | 80.00%      |          |
| Reported Sales Dollars    | \$3,069,500   | \$1,494,000 | 105.46%  | \$18,651,926      | \$7,188,400 | 159.47%  |
| Average Sell Price / Unit | \$511,583     | \$298,800   | 71.21%   | \$339,126         | \$256,729   | 32.09%   |
| Median Sell Price         | \$547,250     |             |          | \$275,000         |             |          |
| Sell Price / List Price   | 103.53%       | 98.19%      |          | 100.99%           | 94.50%      |          |
| Days to Sell              | 16            | 60          | -73.33%  | 32                | 84          | -61.90%  |
| Active Listings           | 11            | 13          |          |                   |             |          |

## Gabriola - Cumulative Residential Average Single Family Detached Sale Price



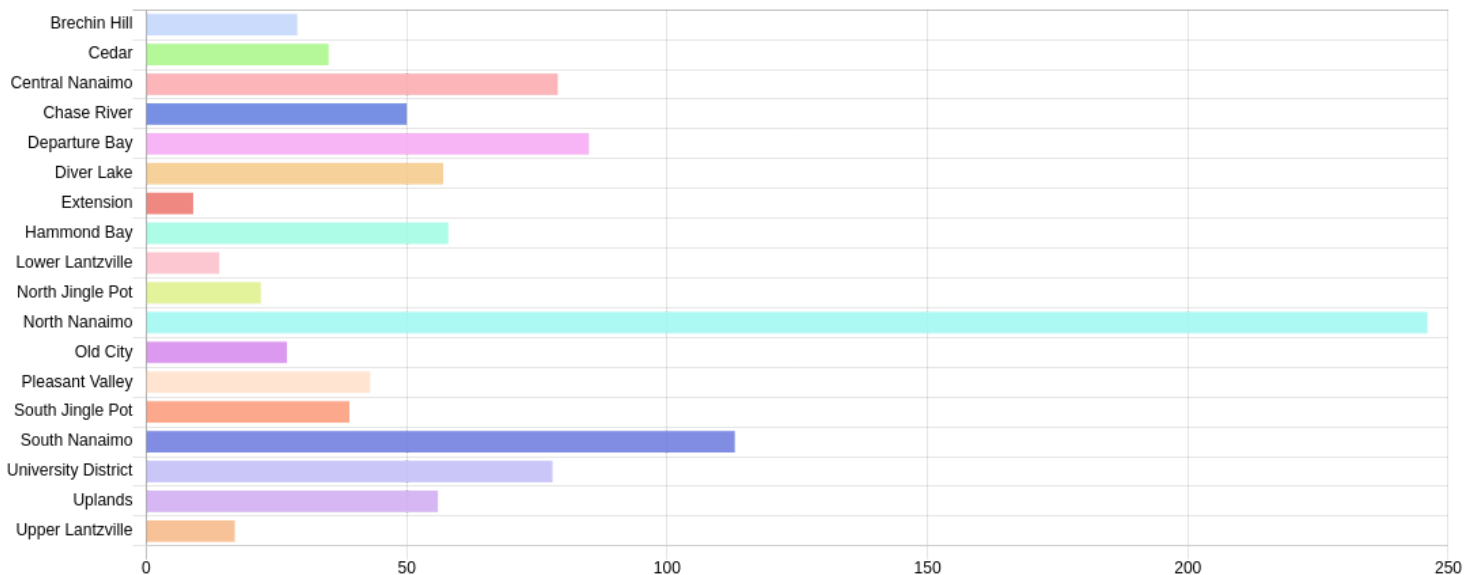
## Single Family Detached Sales Analysis

Unconditional Sales from January 1 to July 31, 2021

|                     | 0-150k   | 150k-200k | 200k-250k | 250k-300k | 300k-350k | 350k-400k | 400k-450k | 450k-500k | 500k-600k  | 600k-700k  | 700k-800k  | 800k-900k  | 900k-1M   | 1M+        | Total       |
|---------------------|----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|------------|------------|------------|------------|-----------|------------|-------------|
| Brechin Hill        | 0        | 0         | 0         | 0         | 0         | 0         | 1         | 2         | 3          | 7          | 5          | 6          | 3         | 2          | 29          |
| Cedar               | 0        | 0         | 0         | 0         | 0         | 2         | 0         | 3         | 7          | 4          | 10         | 5          | 2         | 2          | 35          |
| Central Nanaimo     | 0        | 0         | 0         | 0         | 0         | 0         | 7         | 9         | 29         | 25         | 4          | 4          | 1         | 0          | 79          |
| Chase River         | 0        | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 4          | 21         | 14         | 10         | 1         | 0          | 50          |
| Departure Bay       | 0        | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 14         | 20         | 21         | 16         | 6         | 8          | 85          |
| Diver Lake          | 0        | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 10         | 27         | 16         | 3          | 0         | 1          | 57          |
| Extension           | 0        | 0         | 0         | 0         | 0         | 0         | 1         | 0         | 2          | 4          | 2          | 0          | 0         | 0          | 9           |
| Hammond Bay         | 0        | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 3          | 6          | 7          | 15         | 10        | 17         | 58          |
| Lower Lantzville    | 0        | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 1          | 2          | 5          | 1          | 2         | 3          | 14          |
| North Jingle Pot    | 0        | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0          | 3          | 0          | 8          | 9         | 2          | 22          |
| North Nanaimo       | 0        | 0         | 0         | 0         | 0         | 0         | 0         | 4         | 5          | 24         | 56         | 62         | 38        | 57         | 246         |
| Old City            | 0        | 0         | 0         | 0         | 0         | 0         | 3         | 6         | 11         | 4          | 2          | 0          | 0         | 1          | 27          |
| Pleasant Valley     | 0        | 0         | 0         | 0         | 0         | 0         | 1         | 1         | 4          | 10         | 11         | 11         | 4         | 1          | 43          |
| South Jingle Pot    | 0        | 0         | 0         | 0         | 3         | 0         | 0         | 0         | 6          | 8          | 6          | 11         | 5         | 0          | 39          |
| South Nanaimo       | 0        | 0         | 0         | 0         | 1         | 7         | 9         | 14        | 24         | 27         | 17         | 12         | 2         | 0          | 113         |
| University District | 0        | 0         | 0         | 0         | 0         | 0         | 2         | 6         | 17         | 16         | 18         | 9          | 9         | 1          | 78          |
| Uplands             | 0        | 0         | 0         | 0         | 0         | 0         | 0         | 1         | 12         | 22         | 14         | 2          | 2         | 3          | 56          |
| Upper Lantzville    | 0        | 1         | 0         | 0         | 0         | 0         | 2         | 0         | 2          | 2          | 2          | 4          | 1         | 3          | 17          |
| <b>Totals</b>       | <b>0</b> | <b>1</b>  | <b>0</b>  | <b>0</b>  | <b>4</b>  | <b>9</b>  | <b>26</b> | <b>46</b> | <b>154</b> | <b>232</b> | <b>210</b> | <b>179</b> | <b>95</b> | <b>101</b> | <b>1057</b> |

## Single Family Detached Sales by Sub Area

Unconditional Sales from January 1 to July 31, 2021



Note that Single Family Detached figures in this report exclude acreage and waterfront properties.