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MARKET STATISTICS

Parksville & Qualicum

April 2015

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VIREB (Vancouver Island Real Estate Board) has released the real estate sale statistics for the end of April.

The number of single family home sales year to date is up slightly over the same period as last year – 4%. The number of listings during the same period is down 4% equating to a slight rise in demand and a similar decrease in supply.

By the end of April the active inventory in the greater Parksville – Qualicum Beach is down by 47 homes or 8.5%. As a result it is important for buyers to be ready to respond to any new listing that may meet their criteria as there ‘may’ be another buyer with similar desires.

We have not necessarily seen an increase in pricing however the sale to list price ratio in comparison to the 1st four months of the year has increased from 95% to 97%. Therefore pricing has become tighter, if the property is priced properly.

For more details or details on particular segments, whether geographic area or other styles of real estate, please contact us.

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March end statistics are showing that in the month of March for the Parksville-Qualicum Beach region the number of listings was 19% higher than March of 2014 and the number of sales were basically the same.

However if we look deeper into different areas the number of listings in Parksville proper, the number of listing for March was up 30% and the number of sales were up 20% in comparison to March 2014. Year to date the number of listings are down 22% and the number of sales were down 9% indicating that there is still more demand than supply. The average sale price was also within 98% of the list price versus 96% last year.

Personal experience has shown the market to very active and if you are looking to buy you need to be ready to act, as a good percentage of the time when a new listing comes on the market, at a proper price, it is gone within a short time frame.

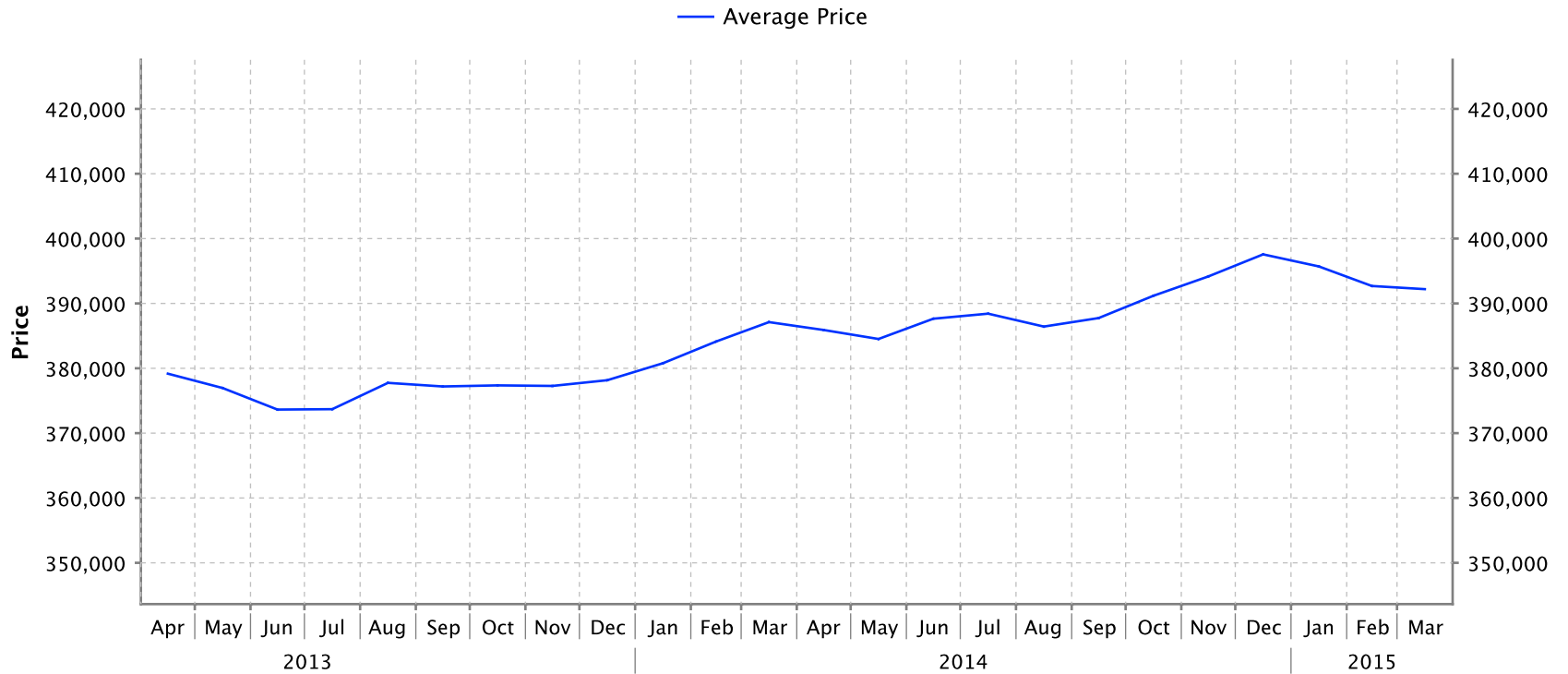
If you wish to discuss your situation in more depth, whether buying or listing, please contact us.

Rudi & Trish

Parksville / Qualicum

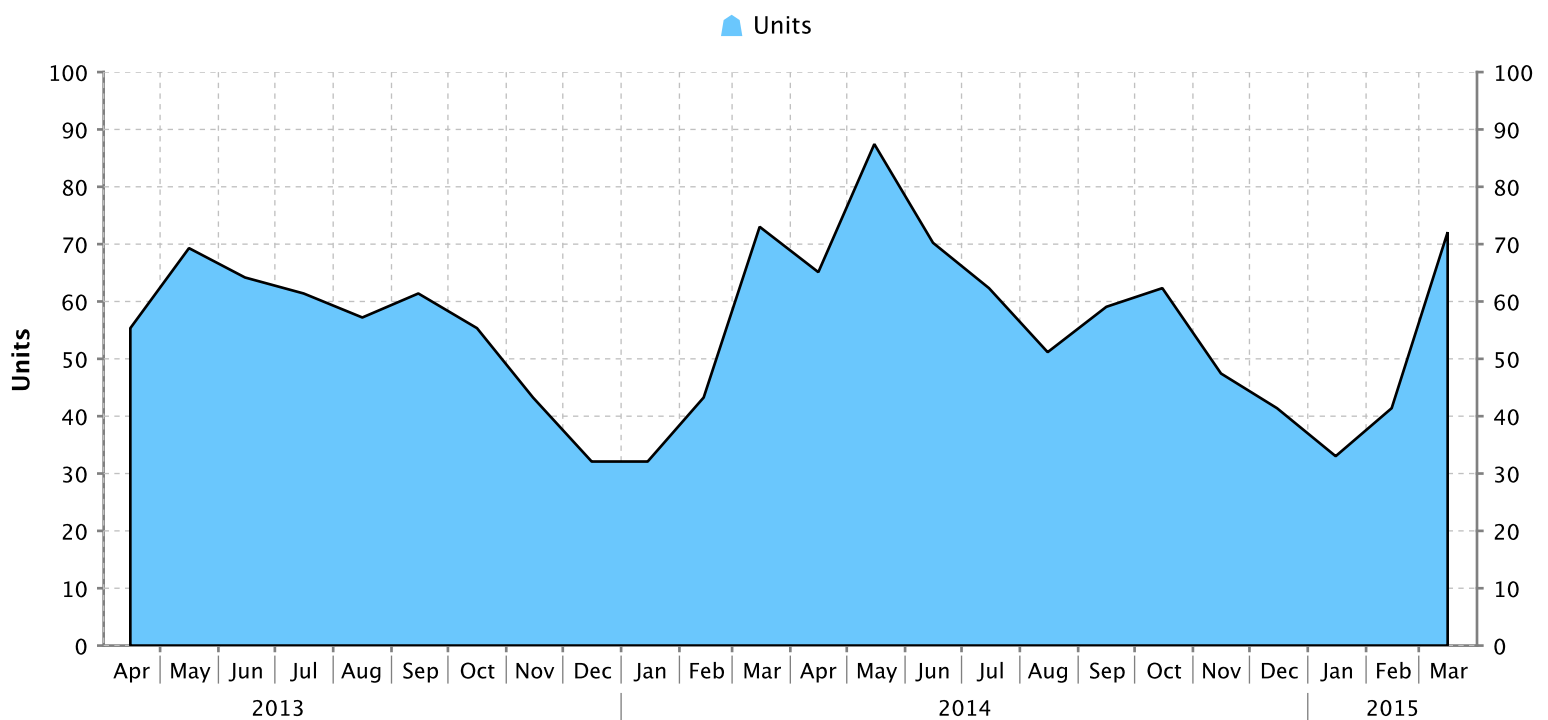
as at March 31, 2015

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	11	16	-31%	139	139	0%
Units Reported Sold	5	7	-29%	49	65	-25%
Sell/List Ratio	45%	44%		35%	47%	
Reported Sales Dollars	\$770,900	\$1,081,000	-29%	\$7,819,050	\$10,376,700	-25%
Average Sell Price / Unit	\$154,180	\$154,429	-0%	\$159,572	\$159,642	-0%
Median Sell Price	\$166,900			\$156,900		
Sell Price / List Price	93%	98%		93%	94%	
Days to Sell	287	35	716%	90	59	54%
Active Listings	71	53				
Single Family						
Units Listed	127	107	19%	1,163	1,191	-2%
Units Reported Sold	72	73	-1%	690	645	7%
Sell/List Ratio	57%	68%		59%	54%	
Reported Sales Dollars	\$28,162,100	\$28,891,300	-3%	\$270,619,843	\$249,691,625	8%
Average Sell Price / Unit	\$391,140	\$395,771	-1%	\$392,203	\$387,119	1%
Median Sell Price	\$374,000			\$360,500		
Sell Price / List Price	96%	95%		96%	95%	
Days to Sell	62	67	-9%	58	65	-11%
Active Listings	272	297				
Condos (Apt)						
Units Listed	19	24	-21%	208	222	-6%
Units Reported Sold	11	2	450%	77	65	18%
Sell/List Ratio	58%	8%		37%	29%	
Reported Sales Dollars	\$1,696,000	\$532,500	218%	\$15,986,419	\$14,019,250	14%
Average Sell Price / Unit	\$154,182	\$266,250	-42%	\$207,616	\$215,681	-4%
Median Sell Price	\$140,000			\$195,000		
Sell Price / List Price	85%	97%		90%	93%	
Days to Sell	151	47	221%	107	83	29%
Active Listings	92	103				
Condos (Patio)						
Units Listed	18	16	12%	207	164	26%
Units Reported Sold	11	10	10%	124	100	24%
Sell/List Ratio	61%	62%		60%	61%	
Reported Sales Dollars	\$3,274,400	\$3,527,000	-7%	\$37,075,214	\$28,988,304	28%
Average Sell Price / Unit	\$297,673	\$352,700	-16%	\$298,994	\$289,883	3%
Median Sell Price	\$295,000			\$295,000		
Sell Price / List Price	98%	98%		97%	95%	
Days to Sell	84	57	48%	77	82	-6%
Active Listings	54	63				
Condos (Twnhse)						
Units Listed	14	6	133%	130	135	-4%
Units Reported Sold	6	3	100%	55	58	-5%
Sell/List Ratio	43%	50%		42%	43%	
Reported Sales Dollars	\$1,774,400	\$1,181,997	50%	\$18,527,968	\$18,467,868	0%
Average Sell Price / Unit	\$295,733	\$393,999	-25%	\$336,872	\$318,412	6%
Median Sell Price	\$262,500			\$340,000		
Sell Price / List Price	95%	98%		96%	95%	
Days to Sell	65	167	-61%	80	94	-15%
Active Listings	46	39				

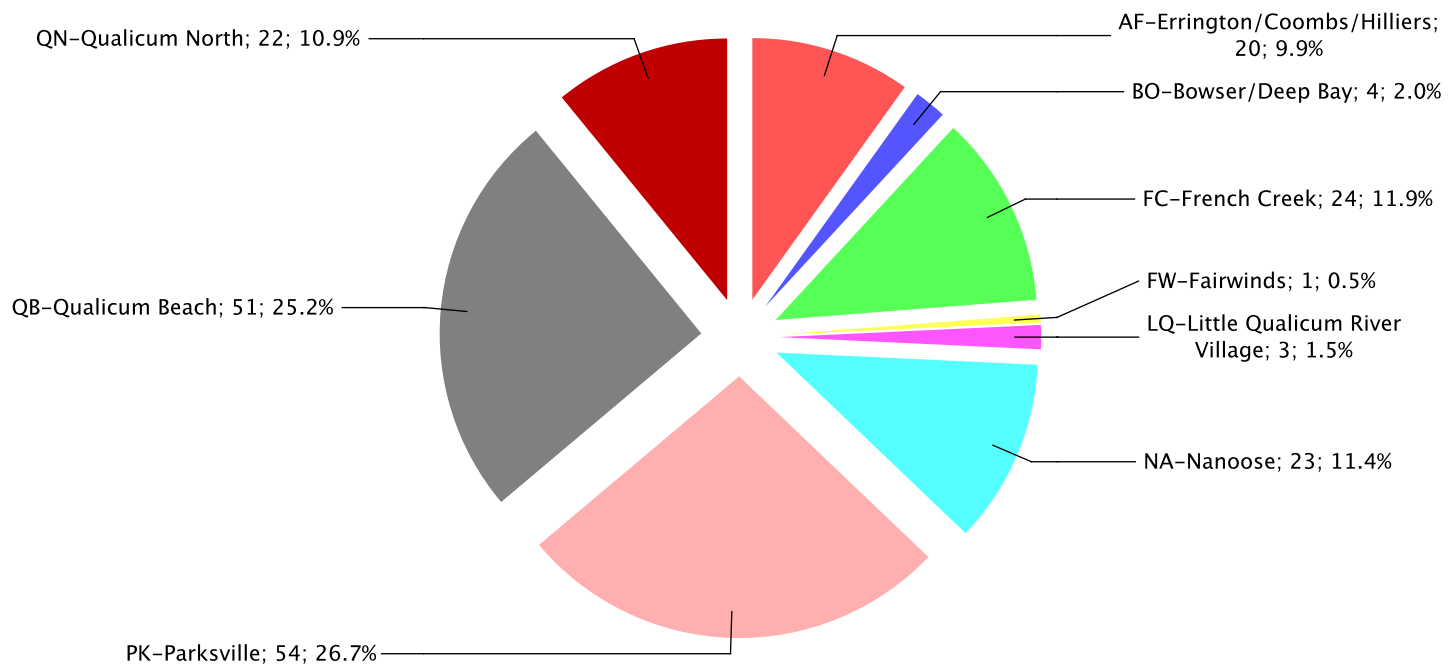
PLEASE NOTE: SINGLE FAMILY property does NOT INCLUDE acreage with house, condominiums, duplex/triplex, mobile homes/on pad, single family waterfront or single family strata. **LOTS** do NOT INCLUDE acreage or waterfront acreage.

MLS® Single Family Sales Analysis

Unconditional Sales from January 1 to Mar 31, 2015

	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	1	0	1	3	3	3	0	3	4	1	0	0	1	0	20
BO-Bowser/Deep Bay	0	0	0	0	2	0	0	2	0	0	0	0	0	0	4
FC-French Creek	0	2	1	2	10	4	1	1	2	1	0	0	0	0	24
FW-Fairwinds	0	0	0	0	0	0	0	0	0	0	1	0	0	0	1
LQ-Little Qualicum River Village	0	1	1	1	0	0	0	0	0	0	0	0	0	0	3
NA-Nanoose	0	1	1	1	2	4	3	0	4	2	3	1	0	1	23
PK-Parksville	0	0	8	14	8	13	4	2	4	0	0	0	1	0	54
QB-Qualicum Beach	0	0	0	4	12	10	7	9	6	2	1	0	0	0	51
QN-Qualicum North	0	0	1	2	3	3	3	0	3	4	0	1	1	1	22
Zone 5 TOTALS	1	4	13	27	40	37	18	17	23	10	5	2	3	2	202

Parksville / Qualicum - Single Family Sales by Subarea



Total Unconditional Sales January 1 to March 31, 2015 = 202

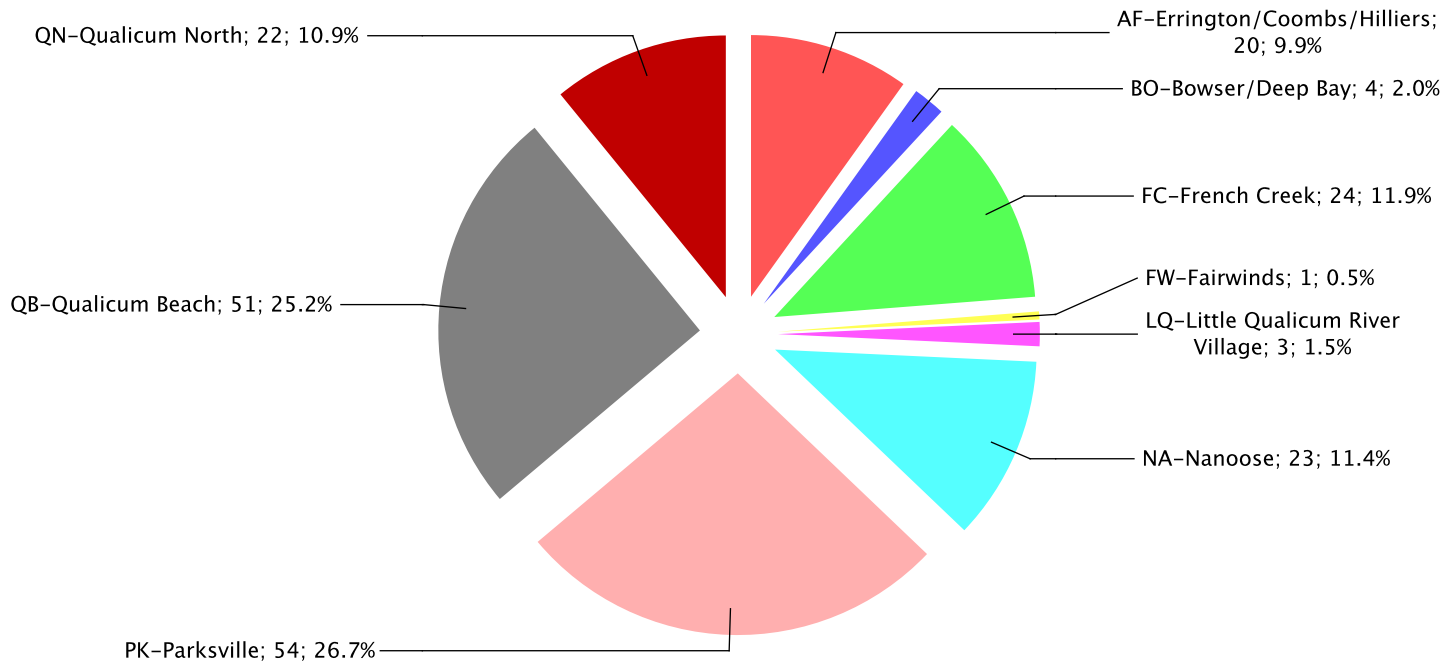
1st Quarter 2015

MLS® Single Family Sales Analysis

Unconditional Sales from January 1 to Mar 31, 2015

	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	1	0	1	3	3	3	0	3	4	1	0	0	1	0	20
BO-Bowser/Deep Bay	0	0	0	0	2	0	0	2	0	0	0	0	0	0	4
FC-French Creek	0	2	1	2	10	4	1	1	2	1	0	0	0	0	24
FW-Fairwinds	0	0	0	0	0	0	0	0	0	0	1	0	0	0	1
LQ-Little Qualicum River Village	0	1	1	1	0	0	0	0	0	0	0	0	0	0	3
NA-Nanoose	0	1	1	1	2	4	3	0	4	2	3	1	0	1	23
PK-Parksville	0	0	8	14	8	13	4	2	4	0	0	0	1	0	54
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