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MARKET STATISTICS

Parksville & Qualicum

April 2016

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The lack of supply and the increased demand certainly continued in the month of April. For single family homes the number of listings compared to last April was up by 4% however the number of sales in comparison was up 30%. The result being that the Active Inventory at the end of April was down 32% in comparison to April 2015 (197 versus 290).

In addition the Day on Market has declined dramatically to an average of 25 versus 57 last year. A good percentage of the listings have an offer within days of coming on the market.

As everyone expects, this results in increased prices. The average sale price of homes sold this April was \$479,214 versus \$429,458 in April 2015.

What does this mean for Buyers?

- ✓ It is best to know what you are looking for and be familiar with market values so that you are ready to act as soon as something comes on the market;
- ✓ Ensure that you are on Preferred Client Services so you are getting notifications of new listings that meet your criteria as soon as they are in the Real Estate Board system (this is always in advance of realtor.ca) so you know about it immediately. This way you may be aware even before your agent is aware, depending who is viewing their computer 1st;
- ✓ Financing certainly needs to have been arranged, may still be conditional on bank approval of the property, and be ready to make immediate decisions;
- ✓ Be prepared that there may be competing offers and therefore know how you may approach such a situation;
- ✓ Be prepared that though you may view and write immediately the seller may wait a few days before considering an offer in order to give their home some exposure to the market. On most occasions they are not willing to entertain the 1st offer if there has not been time for additional showings;

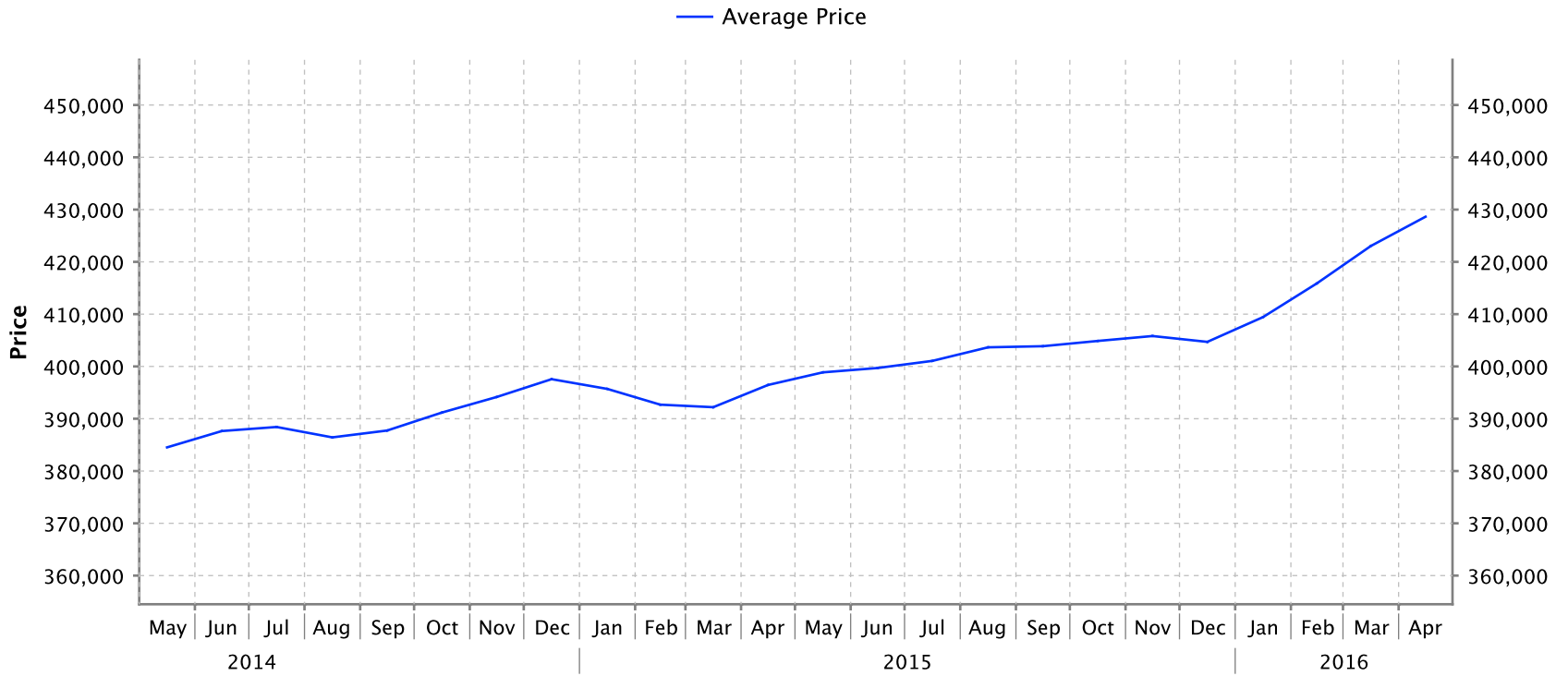
We welcome your inquiries to discuss your specific situation and assist you in making the right decisions for you. Keep in mind the above statistics are with a broad brush and if you would like more specific details (specific sub-regions or specific style of housing) contact us.

Rudi & Trish

Parksville / Qualicum

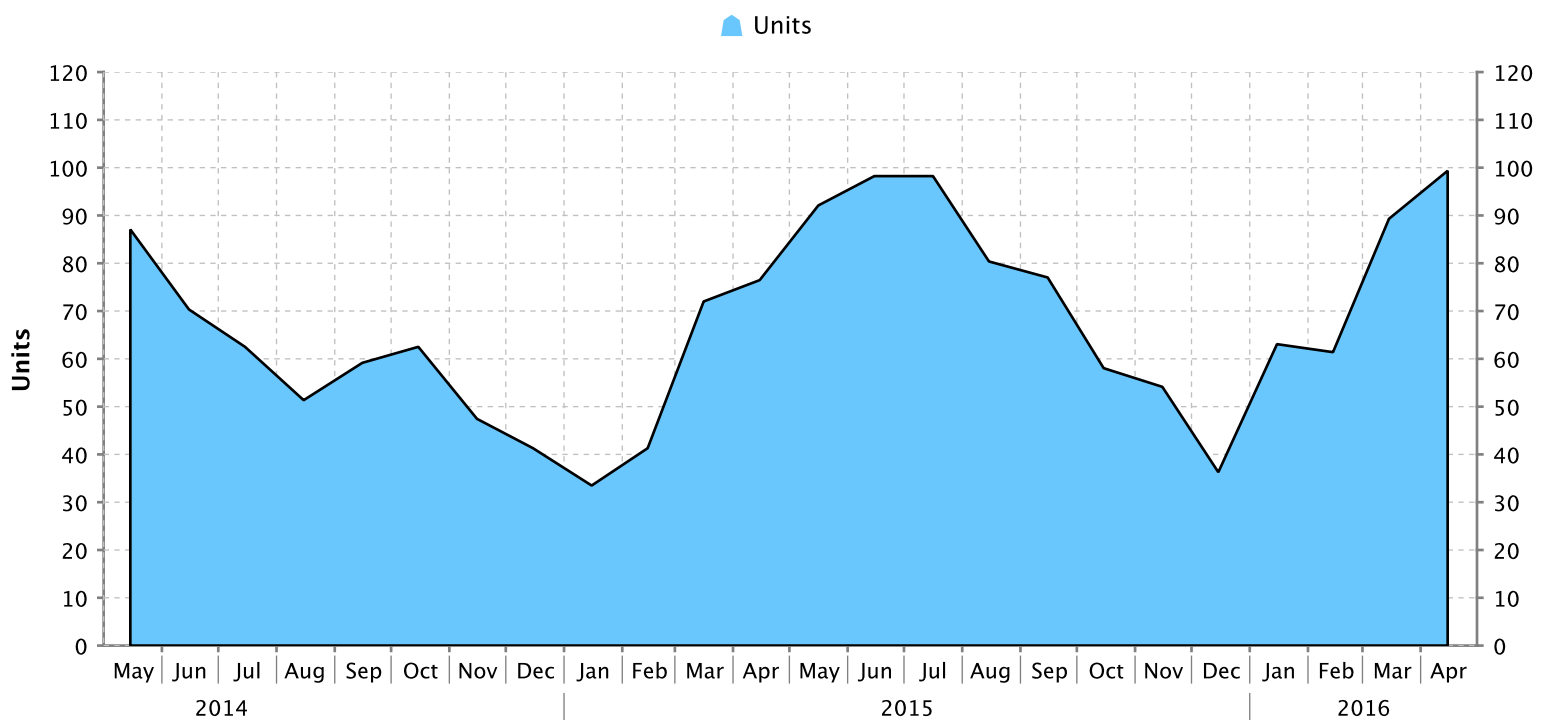
as at April 30, 2016

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	10	12	-17%	163	137	19%
Units Reported Sold	14	6	133%	112	51	120%
Sell/List Ratio	140%	50%		69%	37%	
Reported Sales Dollars	\$2,696,500	\$1,031,900	161%	\$21,643,200	\$8,011,450	170%
Average Sell Price / Unit	\$192,607	\$171,983	12%	\$193,243	\$157,087	23%
Median Sell Price	\$187,000			\$172,500		
Sell Price / List Price	97%	93%		97%	93%	
Days to Sell	57	32	77%	63	86	-26%
Active Listings	35	74				
Single Family						
Units Listed	126	121	4%	1,191	1,145	4%
Units Reported Sold	99	76	30%	905	701	29%
Sell/List Ratio	79%	63%		76%	61%	
Reported Sales Dollars	\$47,442,158	\$32,638,788	45%	\$387,918,873	\$277,914,906	40%
Average Sell Price / Unit	\$479,214	\$429,458	12%	\$428,640	\$396,455	8%
Median Sell Price	\$450,000			\$397,000		
Sell Price / List Price	99%	96%		97%	96%	
Days to Sell	25	57	-55%	46	59	-22%
Active Listings	197	290				
Condos (Apt)						
Units Listed	22	25	-12%	184	190	-3%
Units Reported Sold	12	13	-8%	105	81	30%
Sell/List Ratio	55%	52%		57%	43%	
Reported Sales Dollars	\$2,323,500	\$4,172,850	-44%	\$20,733,788	\$18,025,069	15%
Average Sell Price / Unit	\$193,625	\$320,988	-40%	\$197,465	\$222,532	-11%
Median Sell Price	\$200,000			\$178,000		
Sell Price / List Price	95%	95%		93%	91%	
Days to Sell	53	47	12%	61	96	-36%
Active Listings	61	95				
Condos (Patio)						
Units Listed	11	24	-54%	170	212	-20%
Units Reported Sold	20	14	43%	150	125	20%
Sell/List Ratio	182%	58%		88%	59%	
Reported Sales Dollars	\$6,016,500	\$4,441,500	35%	\$46,124,709	\$37,237,176	24%
Average Sell Price / Unit	\$300,825	\$317,250	-5%	\$307,498	\$297,897	3%
Median Sell Price	\$300,000			\$304,000		
Sell Price / List Price	98%	98%		97%	97%	
Days to Sell	39	74	-47%	55	68	-19%
Active Listings	18	62				
Condos (Twnhse)						
Units Listed	17	10	70%	120	127	-6%
Units Reported Sold	6	6	0%	78	55	42%
Sell/List Ratio	35%	60%		65%	43%	
Reported Sales Dollars	\$2,664,911	\$1,659,000	61%	\$27,141,656	\$17,782,968	53%
Average Sell Price / Unit	\$444,152	\$276,500	61%	\$347,970	\$323,327	8%
Median Sell Price	\$513,266			\$339,000		
Sell Price / List Price	101%	96%		97%	96%	
Days to Sell	49	46	6%	54	73	-26%
Active Listings	34	40				

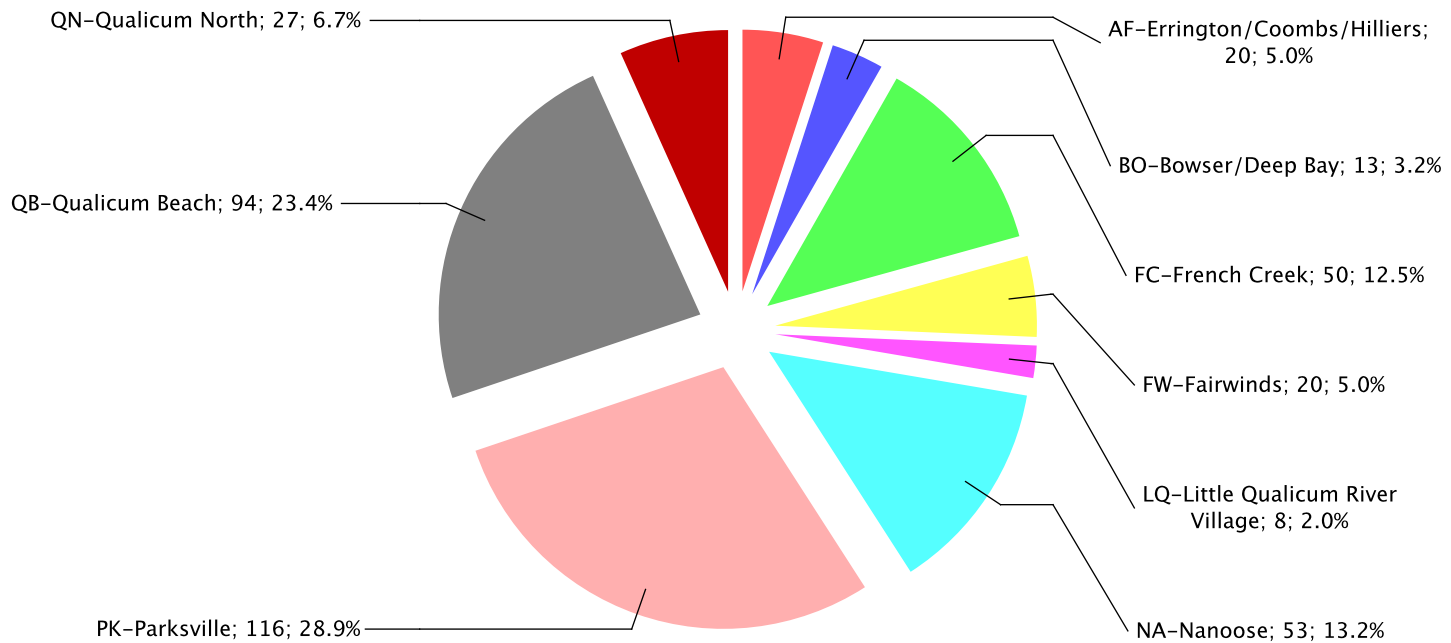
PLEASE NOTE: SINGLE FAMILY property does NOT INCLUDE acreage with house, condominiums, duplex/triplex, mobile homes/on pad, single family waterfront or single family strata. **LOTS** do NOT INCLUDE acreage or waterfront acreage.

MLS® Single Family Sales Analysis

Unconditional Sales from January 1 to Apr 30, 2016

	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	2	3	1	3	2	0	0	1	4	1	2	1	0	0	20
BO-Bowser/Deep Bay	0	0	0	1	1	5	3	1	0	0	1	1	0	0	13
FC-French Creek	0	4	2	3	5	11	3	6	12	1	1	2	0	0	50
FW-Fairwinds	0	0	0	0	1	0	0	3	1	6	2	4	3	0	20
LQ-Little Qualicum River Village	0	1	2	1	2	2	0	0	0	0	0	0	0	0	8
NA-Nanoose	0	2	2	1	3	4	4	5	8	6	3	3	4	8	53
PK-Parksville	1	0	4	10	29	13	16	16	16	4	1	4	0	2	116
QB-Qualicum Beach	0	0	1	1	11	14	12	15	15	8	6	6	2	3	94
QN-Qualicum North	0	0	2	2	3	4	3	4	3	4	0	0	0	2	27
Zone 5 TOTALS	3	10	14	22	57	53	41	51	59	30	16	21	9	15	401

Parksville / Qualicum - Single Family Sales by Subarea



Total Unconditional Sales January 1 to April 30, 2016 = 401