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MARKET STATISTICS

Parksville & Qualicum

March 2016

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March 2016

Well the market continues to be challenging as inventory remains low and demand higher than the same time last year! At the end of March the number of Active listings was down 26% (201 versus 272) while demand was up 24%.

Therefore it is critical for Buyers to understand the market & market value and be in a position to make a strong offer when a desired property comes to market.

Though the average number of days on the market is 46 a good percentage of the new listings have an offer within a week if not days.

For Sellers it still remains critical to be priced at an acceptable price because otherwise it sits longer on the market and the Buyers then wonder what may be wrong with it.

The average 'sale' price of homes that have sold has increased by 19%.

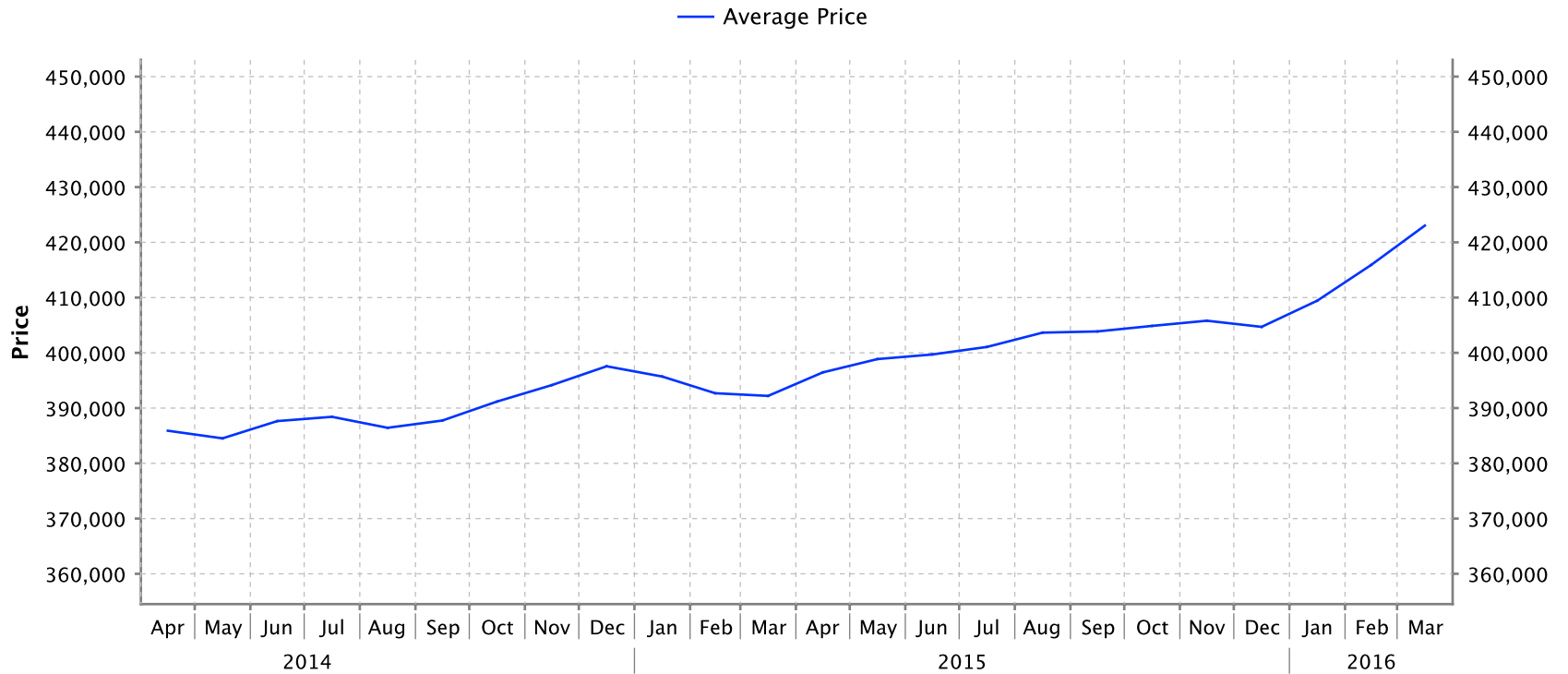
If you would like additional market information (different styled of real estate or specific areas) please contact us and we would be pleased to assist you.

Rudi & Trish

Parksville / Qualicum

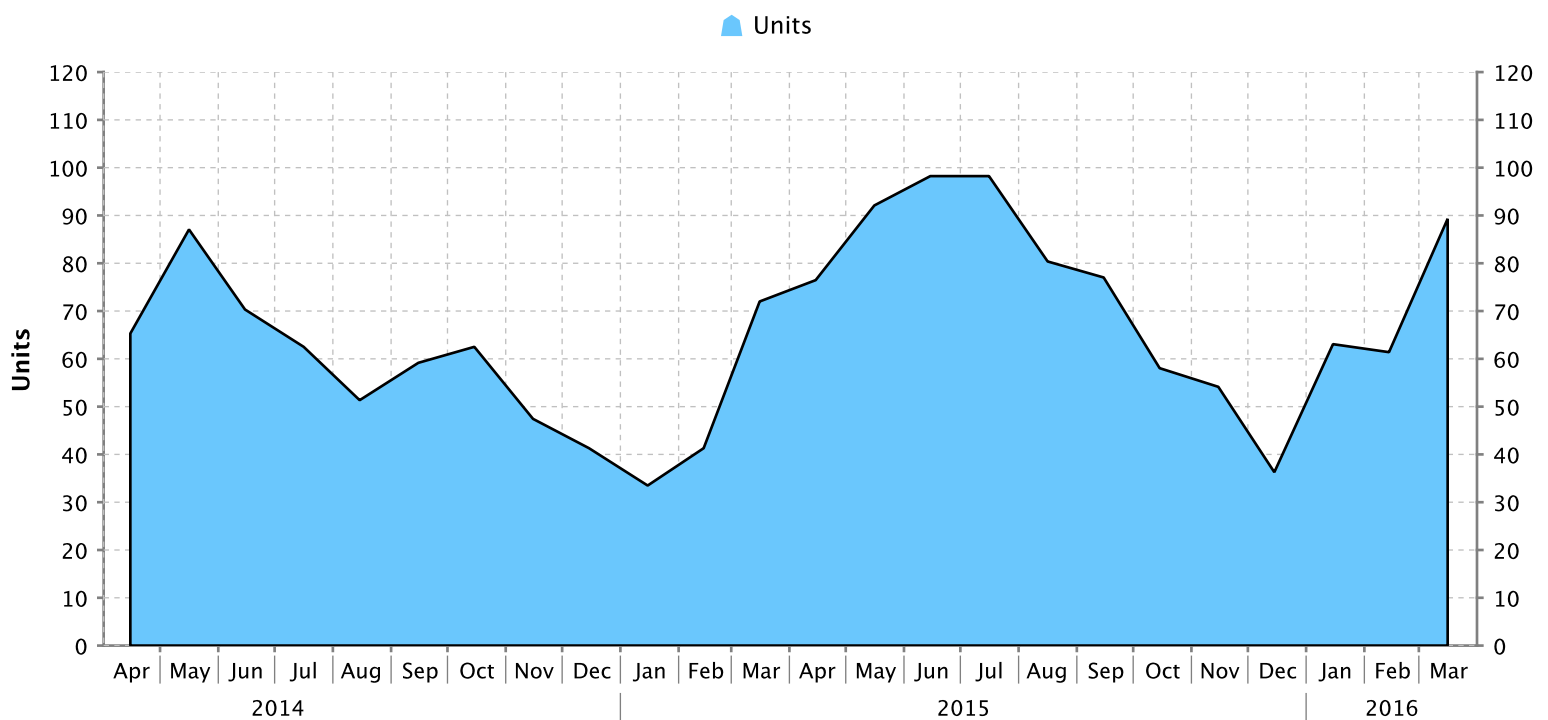
as at March 31, 2016

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	2	11	-82%	165	139	19%
Units Reported Sold	7	5	40%	104	49	112%
Sell/List Ratio	350%	45%		63%	35%	
Reported Sales Dollars	\$1,253,500	\$770,900	63%	\$19,978,600	\$7,819,050	156%
Average Sell Price / Unit	\$179,071	\$154,180	16%	\$192,102	\$159,572	20%
Median Sell Price	\$190,000			\$171,900		
Sell Price / List Price	93%	93%		96%	93%	
Days to Sell	80	287	-72%	62	90	-31%
Active Listings	42	71				
Single Family						
Units Listed	118	127	-7%	1,186	1,163	2%
Units Reported Sold	89	72	24%	882	690	28%
Sell/List Ratio	75%	57%		74%	59%	
Reported Sales Dollars	\$41,529,734	\$28,162,100	47%	\$373,115,503	\$270,619,843	38%
Average Sell Price / Unit	\$466,626	\$391,140	19%	\$423,033	\$392,203	8%
Median Sell Price	\$439,000			\$387,500		
Sell Price / List Price	98%	96%		97%	96%	
Days to Sell	46	62	-25%	49	58	-15%
Active Listings	201	272				
Condos (Apt)						
Units Listed	23	19	21%	187	208	-10%
Units Reported Sold	10	11	-9%	106	77	38%
Sell/List Ratio	43%	58%		57%	37%	
Reported Sales Dollars	\$2,271,900	\$1,696,000	34%	\$22,583,138	\$15,986,419	41%
Average Sell Price / Unit	\$227,190	\$154,182	47%	\$213,048	\$207,616	3%
Median Sell Price	\$177,000			\$190,000		
Sell Price / List Price	90%	85%		93%	90%	
Days to Sell	68	151	-55%	61	107	-44%
Active Listings	57	92				
Condos (Patio)						
Units Listed	13	18	-28%	183	207	-12%
Units Reported Sold	18	11	64%	145	124	17%
Sell/List Ratio	138%	61%		79%	60%	
Reported Sales Dollars	\$5,957,826	\$3,274,400	82%	\$44,895,209	\$37,075,214	21%
Average Sell Price / Unit	\$330,990	\$297,673	11%	\$309,622	\$298,994	4%
Median Sell Price	\$338,500			\$309,000		
Sell Price / List Price	98%	98%		97%	97%	
Days to Sell	48	84	-43%	59	77	-23%
Active Listings	28	54				
Condos (Twnhse)						
Units Listed	11	14	-21%	113	130	-13%
Units Reported Sold	9	6	50%	78	55	42%
Sell/List Ratio	82%	43%		69%	42%	
Reported Sales Dollars	\$3,027,000	\$1,774,400	71%	\$26,135,745	\$18,527,968	41%
Average Sell Price / Unit	\$336,333	\$295,733	14%	\$335,074	\$336,872	-1%
Median Sell Price	\$283,000			\$331,000		
Sell Price / List Price	99%	95%		96%	96%	
Days to Sell	51	65	-21%	54	80	-33%
Active Listings	25	46				

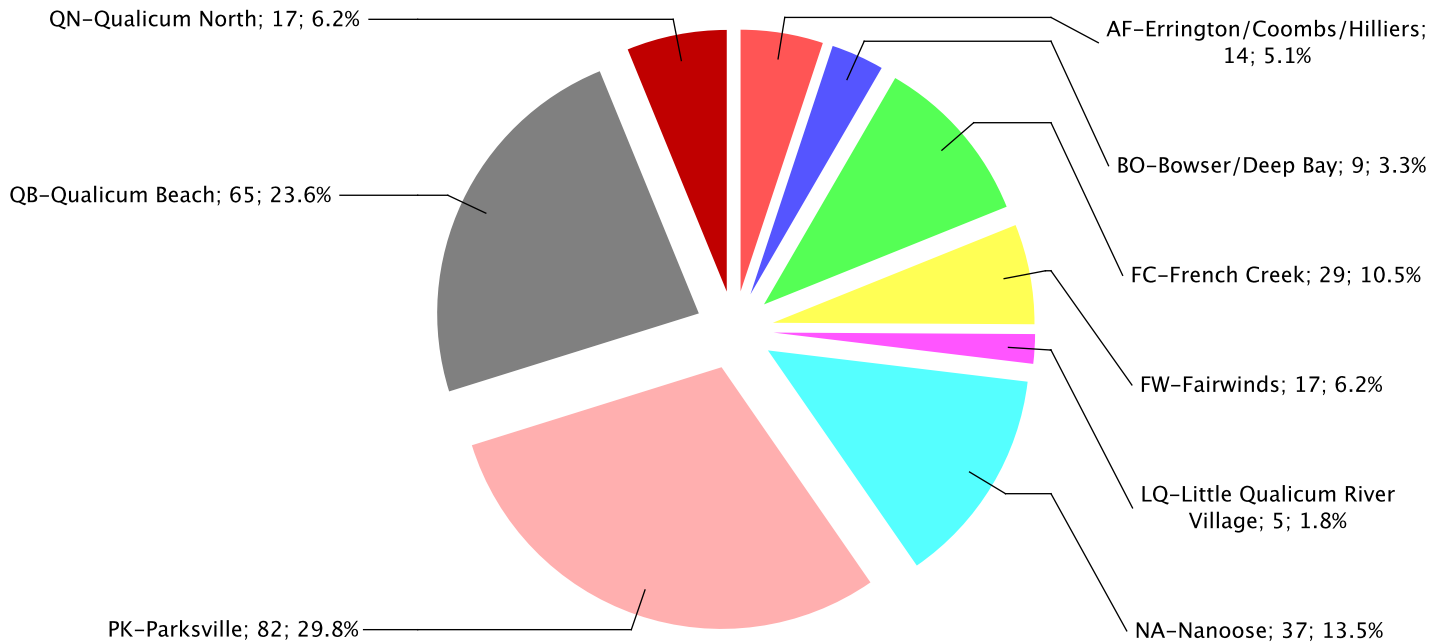
PLEASE NOTE: SINGLE FAMILY property does NOT INCLUDE acreage with house, condominiums, duplex/triplex, mobile homes/on pad, single family waterfront or single family strata. **LOTS** do NOT INCLUDE acreage or waterfront acreage.

MLS® Single Family Sales Analysis

Unconditional Sales from January 1 to Mar 31, 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	2	2	0	0	0	2	0	1	1	0	0	14
BO-Bowser/Deep Bay	0	0	0	1	1	5	1	0	0	0	1	0	0	0	9
FC-French Creek	0	2	2	1	3	7	0	4	7	0	1	2	0	0	29
FW-Fairwinds	0	0	0	0	1	0	0	2	1	5	1	4	3	0	17
LQ-Little Qualicum River Village	0	1	1	1	1	1	0	0	0	0	0	0	0	0	5
NA-Nanoose	0	2	1	1	2	4	2	1	7	6	0	3	2	6	37
PK-Parksville	0	0	4	6	21	9	9	12	14	3	0	3	0	1	82
QB-Qualicum Beach	0	0	1	0	8	12	10	9	10	4	4	4	2	1	65
QN-Qualicum North	0	0	1	1	2	3	3	1	2	2	0	0	0	2	17
Zone 5 TOTALS	2	8	11	13	41	41	25	29	43	20	8	17	7	10	275

Parksville / Qualicum - Single Family Sales by Subarea

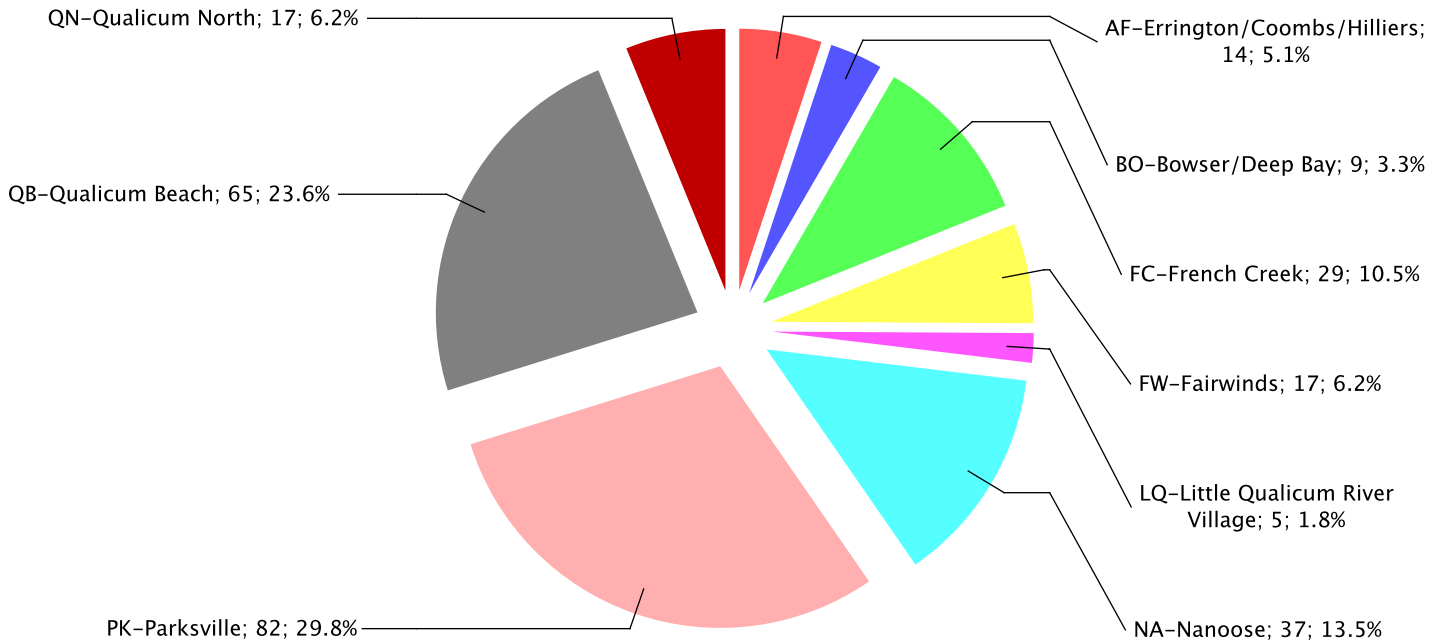


Total Unconditional Sales January 1 to March 31, 2016 = 275

1st Quarter 2016
MLS® Single Family Sales Analysis
 Unconditional Sales from January 1 to Mar 31, 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	2	2	0	0	0	2	0	1	1	0	0	14
BO-Bowser/Deep Bay	0	0	0	1	1	5	1	0	0	0	1	0	0	0	9
FC-French Creek	0	2	2	1	3	7	0	4	7	0	1	2	0	0	29
FW-Fairwinds	0	0	0	0	1	0	0	2	1	5	1	4	3	0	17
LQ-Little Qualicum River Village	0	1	1	1	1	1	0	0	0	0	0	0	0	0	5
NA-Nanoose	0	2	1	1	2	4	2	1	7	6	0	3	2	6	37
PK-Parksville	0	0	4	6	21	9	9	12	14	3	0	3	0	1	82
QB-Qualicum Beach	0	0	1	0	8	12	10	9	10	4	4	4	2	1	65
QN-Qualicum North	0	0	1	1	2	3	3	1	2	2	0	0	0	2	17
Zone 5 TOTALS	2	8	11	13	41	41	25	29	43	20	8	17	7	10	275

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