


# Comparable Home Sales Worksheet

**How Nanaimo house pricing works**

### How are comparable sales used to set a Nanaimo home's asking price?

Start with recent sales of genuinely similar homes, explain important differences, and use the strongest evidence to discuss a likely sale range. Active asking prices show today's competition, not completed sale results. Then choose an asking price with your agent. [1-3]

## Sellers Also Asked

Can I price from a neighbour's listing? Use it as competition, not proof of value. Check verified sales, dates, condition and location.

Does price per square foot settle it? No. It can hide differences in land, layout, condition and usable space; compare like-for-like measures.

Is an asking price a promised sale price? No. It is a marketing decision; a supported range still carries uncertainty.

Use pages 2-4 with your agent. Enter verified information only; leave unknowns blank. This is a planning worksheet, not an appraisal or guarantee. No actual Nanaimo sales or adjustment amounts are represented here.

# 1. Record the evidence

Use consistent units and record where each fact came from. Do not reproduce private client details or restricted listing content without permission.

Your property address / private reference

Pricing review date

Nanaimo area / property type / tenure

Size, lot, age, condition and key features

## Comparable sales: shortlist and explain

Use redacted references A-C if sharing. Record the date type (for example, contract or completion). Attach the permitted source record for details that do not fit.

**SALE A**

Reference / area

Verified sale price

Sale date + type

Source + date checked

Include / exclude / lower weight - why?

**SALE B**

Reference / area

Verified sale price

Sale date + type

Source + date checked

Include / exclude / lower weight - why?

**SALE C**

Reference / area

Verified sale price

Sale date + type

Source + date checked

Include / exclude / lower weight - why?

# 2. Explain the differences

Compare each sale with YOUR home, not with the other sales. Qualitative notes are better than unsupported dollar adjustments. [2]

## Comparison notes

Describe similarities and differences in location, lot, living area, layout, condition, quality, parking and other relevant features. Note what still needs checking.

Sale A: what is similar, better or worse than your home?

Sale B: what is similar, better or worse than your home?

Sale C: what is similar, better or worse than your home?

## Adjustment evidence journal

If a dollar adjustment is proposed, ask what market evidence supports its direction and size. Avoid double-counting overlapping features or treating renovation cost as resale value.

Sale reference + difference being adjusted

Direction / amount proposed (or leave blank)

Evidence, source, date and reason for the amount

# 3. Choose a strategy, not a guess

Keep your evidence-based sale range separate from the initial asking price. Review uncertainty and current competition with your agent before deciding.

Active competition: reference, asking price, date checked and relevance

Supported sale range (if sufficient evidence)

Proposed asking price

Strongest comparables, weighting and reason for this strategy

Unverified facts / small-sample limits / next checks

Next review date and evidence that would prompt a review

## Before using your numbers

Confirm sold versus active status, date types, measurements and material features. Explain outliers and exclusions; do not simply average all prices. A tax assessment has its own valuation date and is not automatically today's asking price. [1]

## Sources and scope

1. BC Assessment: Market value and property assessment

2. BC Property Assessment Appeal Board: Comparing properties

3. Appraisal Institute of Canada: What appraisers do

Sources checked November 12, 2026. The Appeal Board guide concerns assessment appeals; its comparison principles are used here, not its July 1 valuation date. For a formal appraisal, consult a qualified appraiser.

Discuss your Nanaimo home: Request a home evaluation | 778-762-0707

Prepared by Alvin Tan | Review version 1 | November 12, 2026