NANAIMO SELLER WORKSHEET

Nanaimo Housing Market Snapshot Worksheet

Record the detached-home market data, then check it against your local competition.

A broad market report is context, not a price for your home.

Use one matched reporting area, property type and period. Write the exact labels and units from the source. If a number is missing or the definitions differ, leave it blank.

REPORT PERIOD / DATE CHECKED

AREA / PROPERTY TYPE / EXCLUSIONS

01 Record the broader market snapshot

REPORT NAME OR LINK

Benchmark price
Modelled price for a typical home in the defined market, not a specific sale.

Median sale price
The midpoint of reported sale prices. Half the prices fall on each side.

Average sale price
Total reported sale dollars divided by the number of sales.

Reported sales
Record the count for the stated period and category.

Active listings
Record the count and the snapshot date or period as defined by the report.

Reported selling time
Use the exact published label and unit; do not assume average or median.

Other published measure
E.g., months of inventory or a ratio. Record the label and check its definition.

VIREB market reports **CREA MLS® Home Price Index**

Compare like with like. Changes in the mix of homes sold can move the median or average.

Alvin Tan Personal Real Estate Corporation | eXp Realty
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Use your neighbourhood and buyer alternatives to turn the snapshot into a plan.

02 Check the market for homes like yours

Choose the neighbourhood, buyer search range and home features that make a comparison useful. Test the range against real listings. Do not assume all Nanaimo price ranges behave alike.

NEIGHBOURHOOD / HOME FEATURES

RELEVANT PRICE RANGE / DATE WINDOW

CURRENT ACTIVE ALTERNATIVES

Note asking prices, dates and the features buyers can choose today.

RECENT COMPARABLE CLOSED SALES

Note sale dates, sold prices and differences in condition, location or features.

WHAT DIFFERS FROM THE BROADER MARKET?

If there are few comparable sales, note that limitation rather than labelling your segment.

03 Choose a seller action and a review date

Give buyers clear evidence of value and prepare for inspection questions. Organize available repair, maintenance and permit records. Allow time to assess actual interest before changing course.

ACTION / WHO WILL DO IT

REVIEW DATE

WHAT WILL YOU MEASURE?

Planning worksheet only. A market label or monthly statistic does not predict your sale price or timing.

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