



REAL ESTATE REVIEW

JUNE 2015

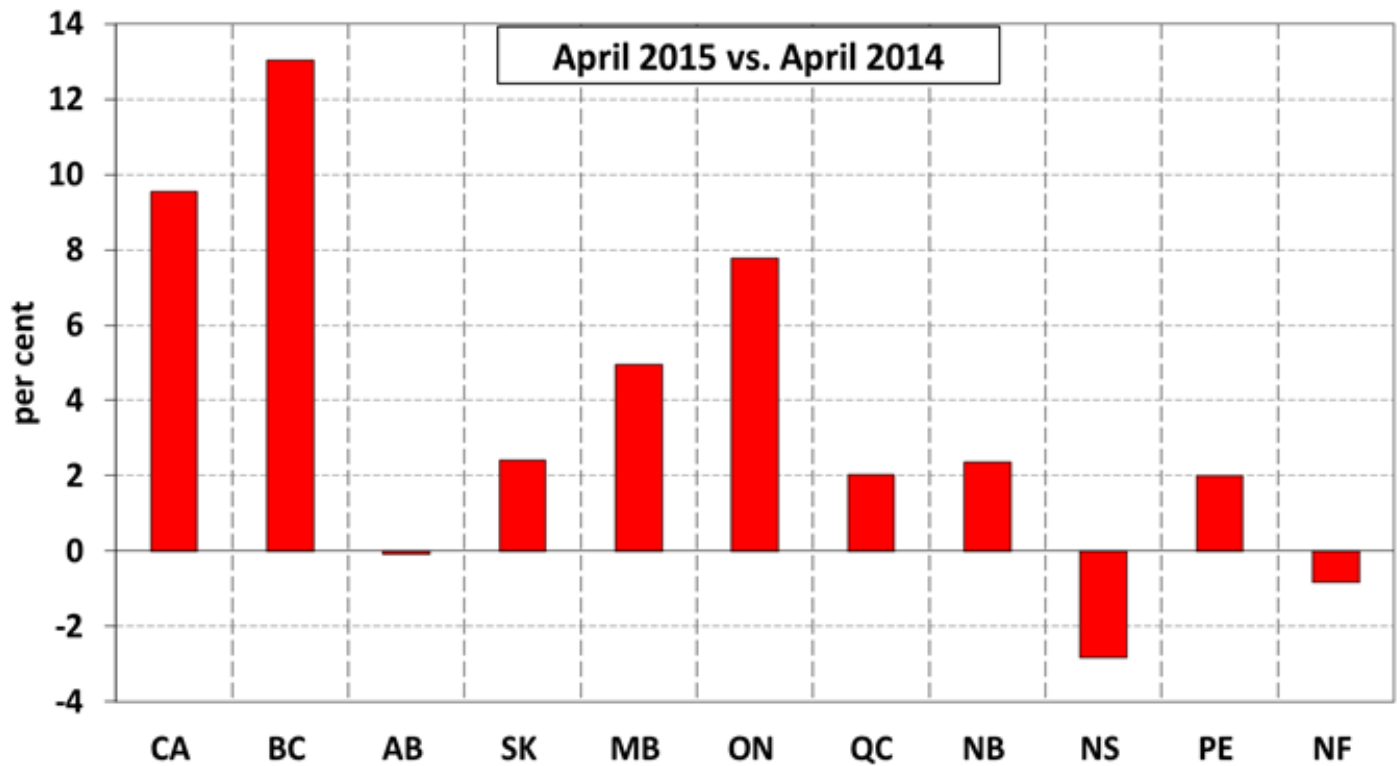


REAL ESTATE REVIEW – JUNE 2015

NATIONAL HOUSING STATISTIC REVIEW

Residential average price*

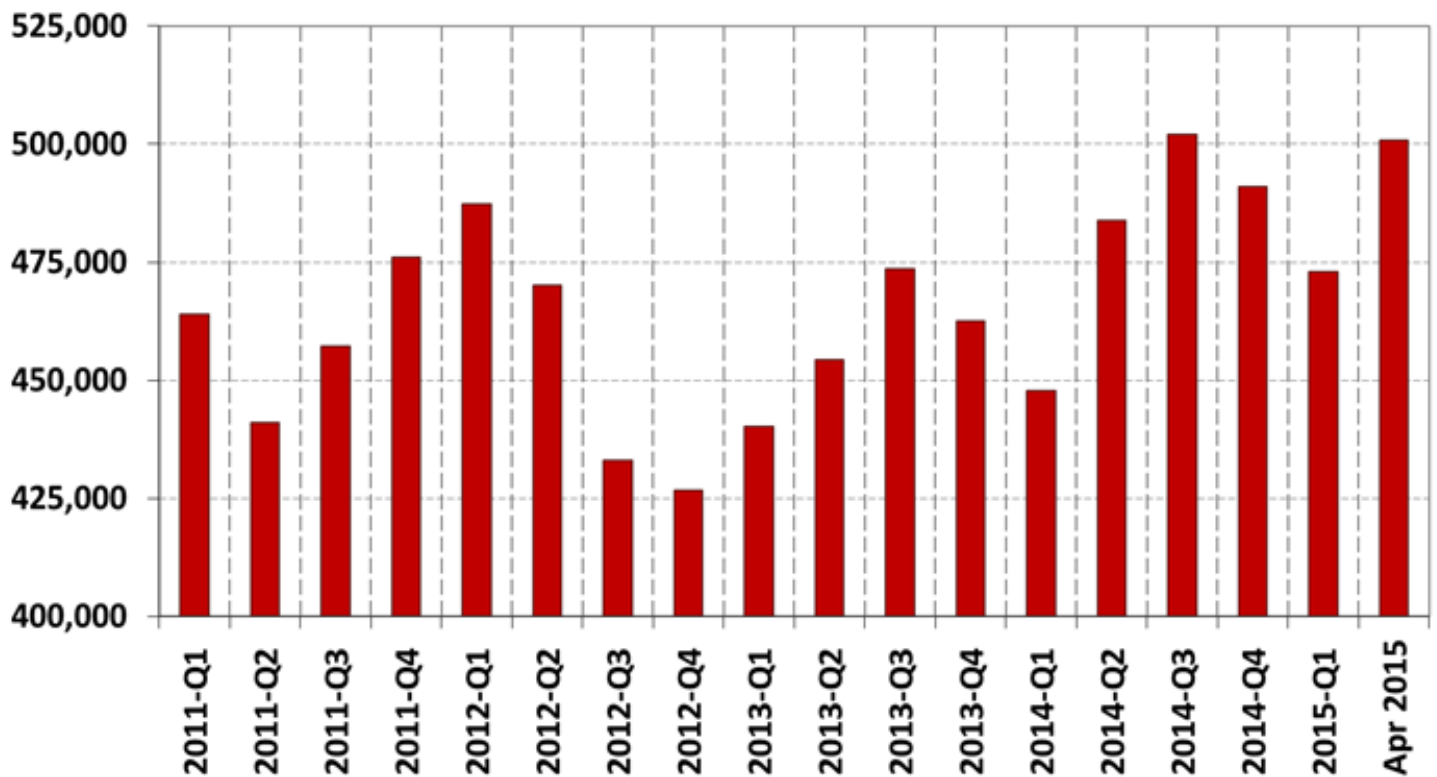
Year-over-year percentage change



*actual (not seasonally adjusted)

Residential sales activity*

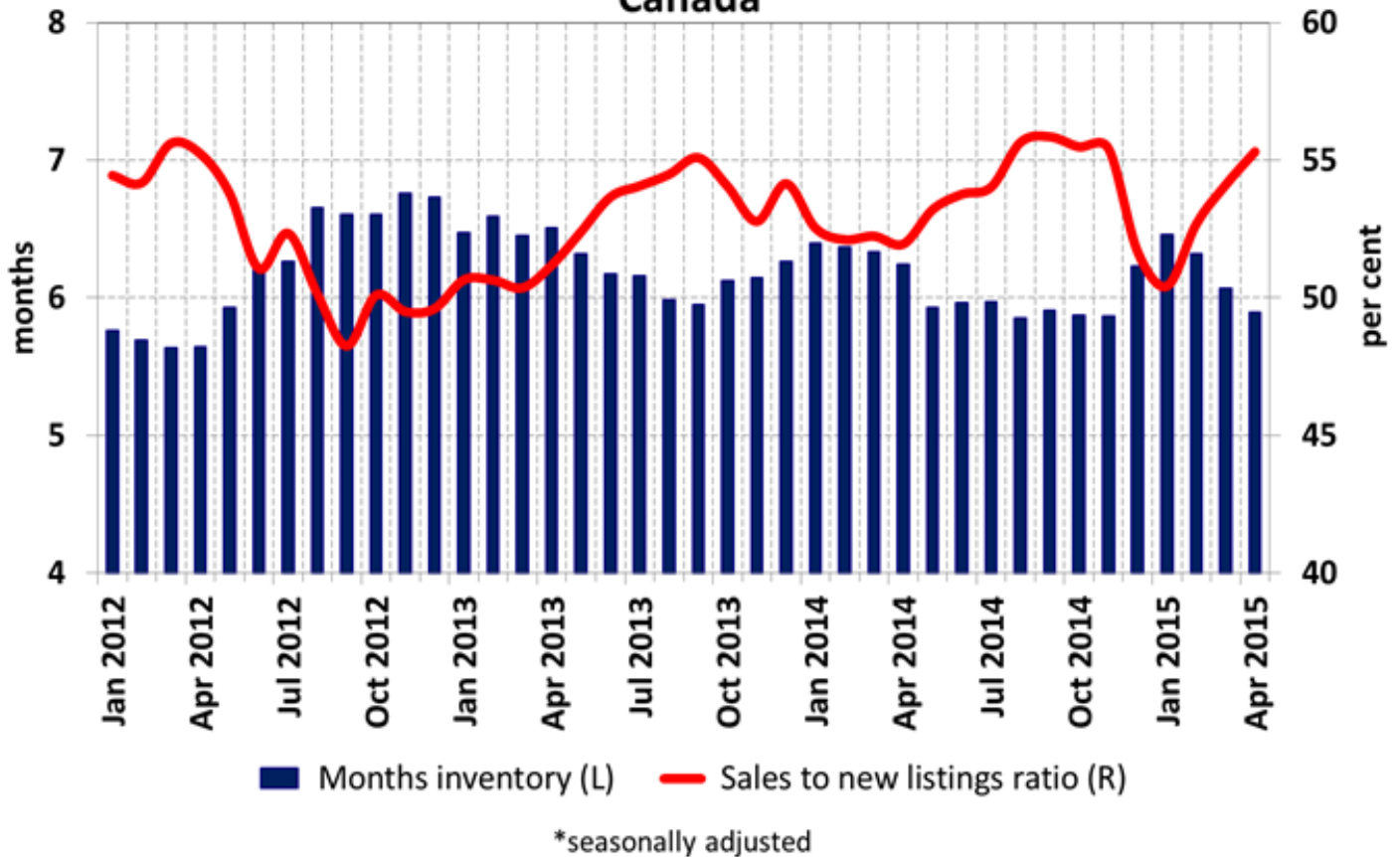
Canada



*Seasonally adjusted data at annualized rates

Residential market balance*

Canada



ABSORPTION RATE

The ABSORPTION RATE is the rate at which the market can support sales in a neighborhood:

ACTIVE LISTINGS

SALES PER MONTH

=

TYPE OF MARKET

Pricing strategies based on absorption rates:

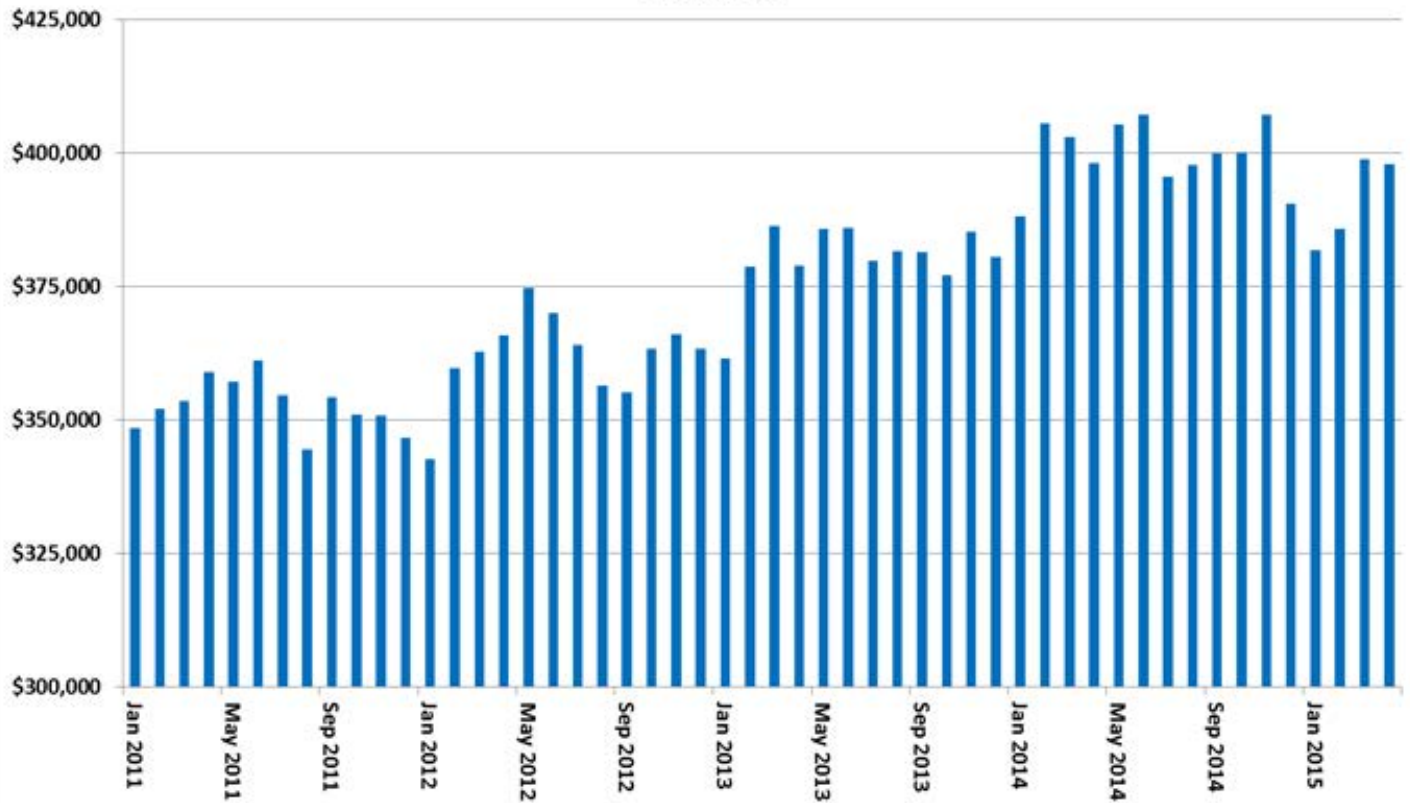
Months of Inventory	Price
0 – 2	price with market to 2% above market
2 – 4	price aggressively with the market
4 – 6	price with market to 2% below
6 – 12	price 10% below the market
12+	price to sell, whatever it takes



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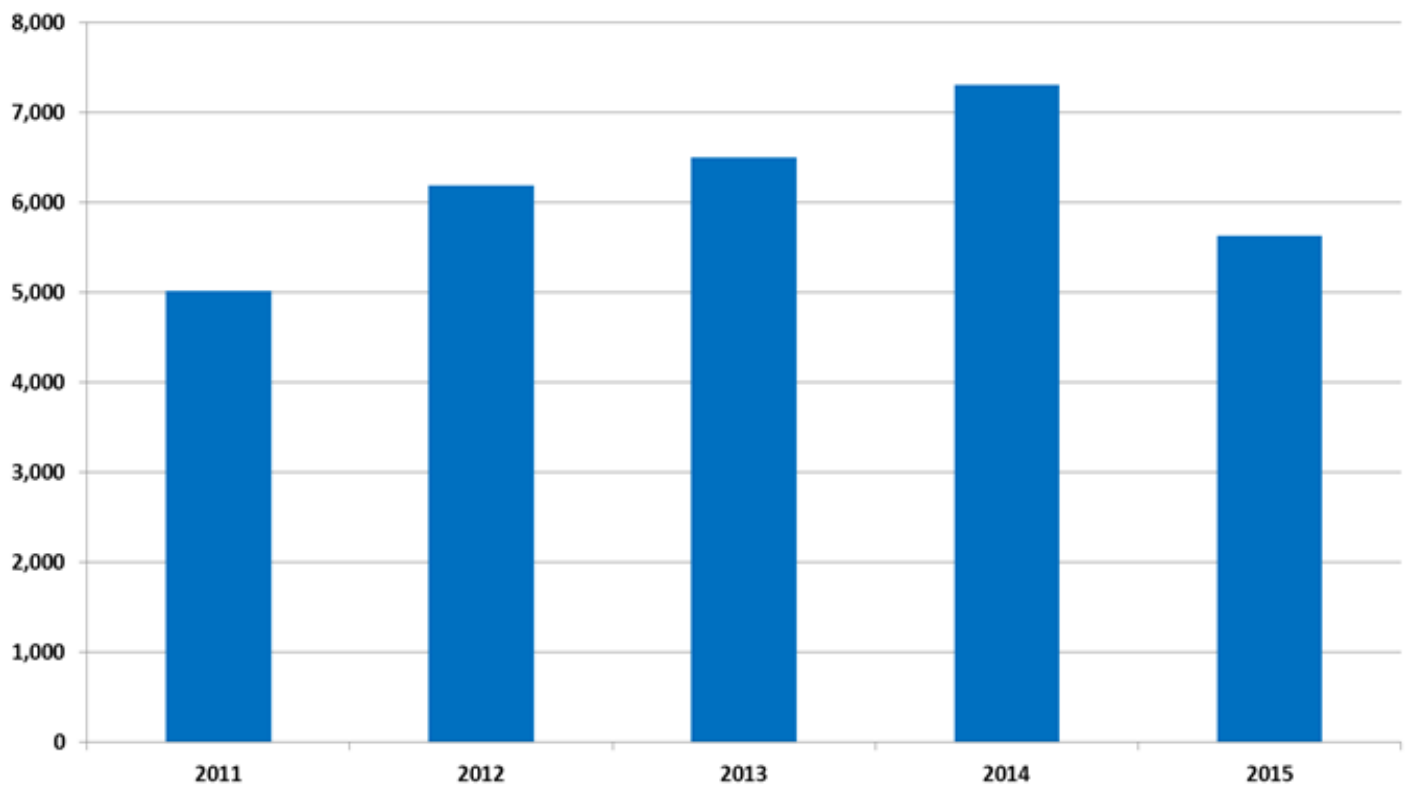
ALBERTA HOUSING STATISTIC REVIEW

Residential Average Price Alberta



Source: The Canadian Real Estate Association

Residential sales activity (April only) Alberta



Source: The Canadian Real Estate Association

Alberta Monthly Summary

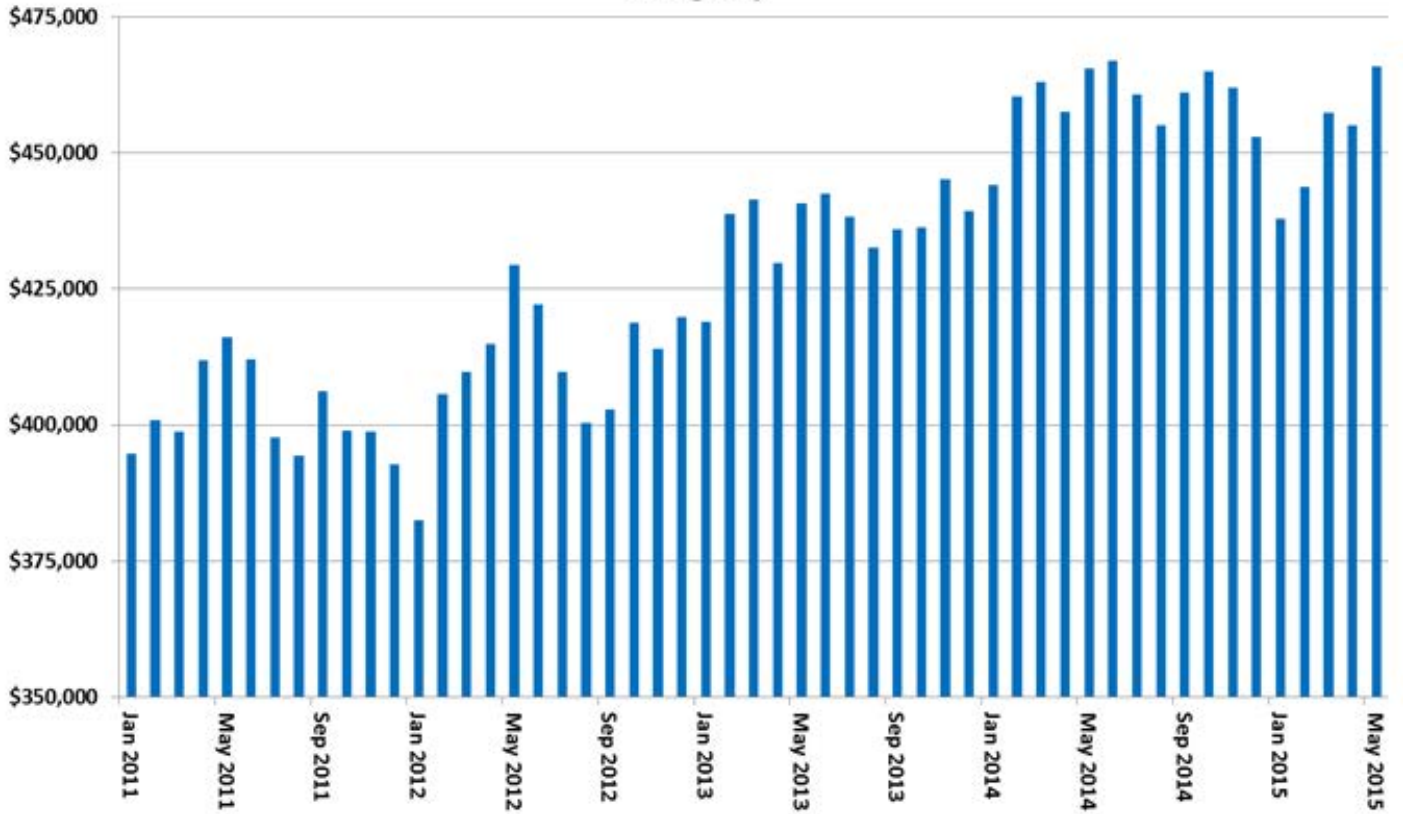
April 2015	Residential Dollar Volume	Total Dollar Volume	Residential Average Price
Alberta West	\$36,091,946	\$38,852,796	\$375,958
Calgary	\$1,104,206,636	\$1,189,046,031	\$455,155
Central Alberta	\$139,051,634	\$152,060,699	\$313,179
Edmonton (Total Board)	\$692,108,322	\$791,943,297	\$372,903
Fort McMurray	\$61,494,001	\$63,034,001	\$597,029
Grande Prairie	\$75,091,534	\$80,624,534	\$332,263
Lethbridge	\$62,863,043	\$64,970,061	\$268,645
Lloydminster	\$23,931,100	\$24,715,100	\$310,794
Medicine Hat	\$34,594,050	\$38,210,050	\$270,266
South Central Alberta	\$7,460,400	\$7,812,400	\$226,073
Alberta	\$2,236,892,666	\$2,451,268,969	\$397,811



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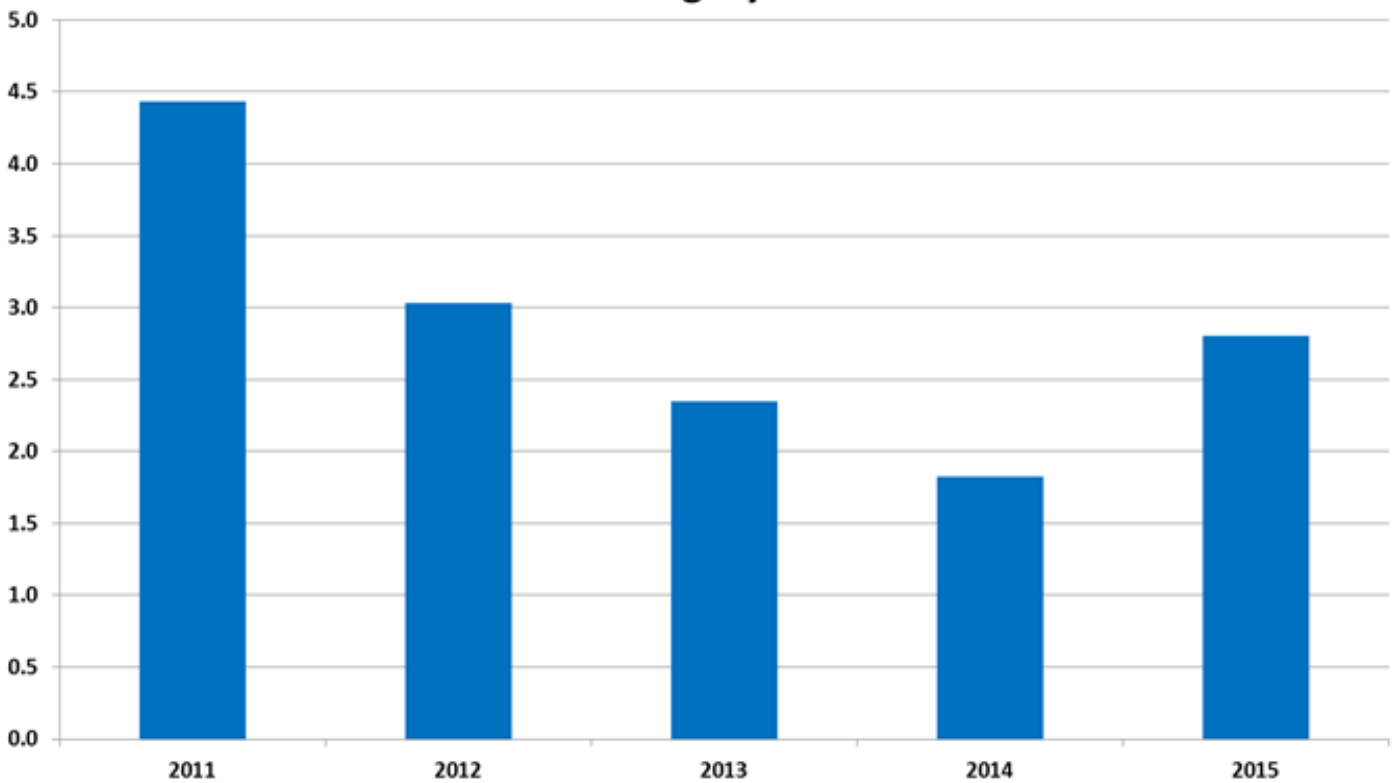
CALGARY HOUSING STATISTIC REVIEW

Residential Average Price Calgary



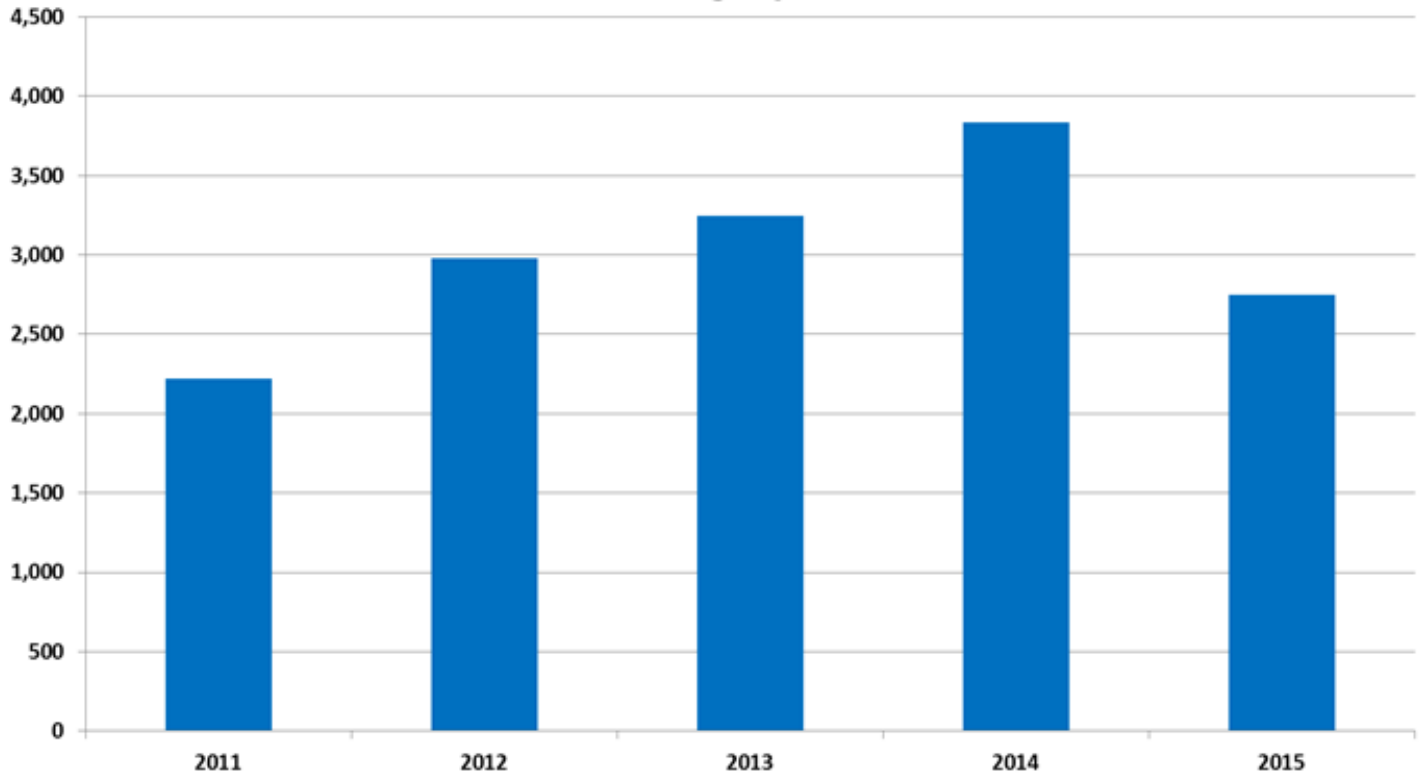
Source: The Canadian Real Estate Association

Residential months of inventory (May only) Calgary



Source: The Canadian Real Estate Association

Residential sales activity (May only) Calgary



Source: The Canadian Real Estate Association



JUNE 2015

NEIGHBOURHOOD HOUSING STATISTIC REVIEW

CREB® - CALGARY MONTHLY COMMUNITY SUMMARY
TOTAL RESIDENTIAL



	Sales			New Listings			Inventory			DOM			SP/LP			Median Price			Average Price			Benchmark Price			Index			
	May-15	Y/Y%	YTD	May-15	Y/Y%	YTD	May-15	Y/Y%	YTD	May-15	Y/Y%	YTD	May-15	Y/Y%	YTD	May-15	Y/Y%	YTD	May-15	Y/Y%	YTD	May-15	Y/Y%	YTD	May-15	YTD		
Mckenzie Townne	63	-25%	201	65	-34%	343	102	44	98.35%	372,500	5%	377,000	371,493	2%	377,845	385,400	4%	379,000	385,400	4%	379,000	371,493	2%	377,845	385,400	4%	379,000	203
Midnapore	10	-29%	30	12	-40%	56	22	38	97.99%	393,750	-1%	386,250	379,350	-8%	378,930	358,900	0%	358,660	358,900	0%	358,660	379,350	-8%	378,930	358,900	0%	358,660	196
New Brighton	40	14%	134	55	12%	231	60	31	98.20%	435,500	-1%	424,166	421,216	-2%	431,609	491,900	1%	496,460	491,900	1%	496,460	421,216	-2%	431,609	491,900	1%	496,460	196
Ogden Lynnwood	5	-29%	21	7	0%	33	7	27	97.66%	345,000	11%	340,000	353,380	9%	328,424	317,700	3%	316,320	317,700	3%	316,320	353,380	9%	328,424	317,700	3%	316,320	203
Parkland	6	50%	20	10	100%	41	14	63	96.10%	685,000	28%	598,500	610,000	20%	601,388	562,200	2%	565,680	562,200	2%	565,680	610,000	20%	601,388	562,200	2%	565,680	283
Quarry Park	1	-67%	5	4	0%	19	14	112	97.23%	875,000	102%	655,000	875,000	88%	691,800	358,700	5%	356,820	358,700	5%	356,820	875,000	88%	691,800	358,700	5%	356,820	205
Queensland	8	-11%	27	10	-23%	45	12	26	97.80%	340,000	6%	320,000	342,188	10%	332,519	481,100	0%	498,600	481,100	0%	498,600	342,188	10%	332,519	481,100	0%	498,600	222
Ramsay	4		11	5	-17%	16	5	33	87.40%	557,500	-3%	515,000	757,500	-9%	586,982	453,600	4%	454,380	453,600	4%	454,380	757,500	-9%	586,982	453,600	4%	454,380	213
Riverbend	15	-6%	51	18	-10%	80	22	29	97.52%	459,900	-3%	435,000	451,327	-9%	448,460	490,200	-1%	490,040	490,200	-1%	490,040	451,327	-9%	448,460	490,200	-1%	490,040	191
Sundance	15	-12%	54	18	-40%	73	20	40	97.37%	515,000	11%	513,750	527,153	2%	521,381	400,300	-1%	409,360	400,300	-1%	409,360	527,153	2%	521,381	400,300	-1%	409,360	203
Walden	7	-13%	34	7	-13%	59	21	51	97.72%	390,000	2%	445,500	435,241	3%	456,835	689,500	-3%	698,340	689,500	-3%	698,340	435,241	3%	456,835	689,500	-3%	698,340	208
Willow Park	4	-56%	27	8	-38%	52	17	31	96.46%	401,500	-26%	438,500	376,125	-27%	435,018	400,300	-1%	409,360	400,300	-1%	409,360	376,125	-27%	435,018	400,300	-1%	409,360	203
Willow Park Estates	1	-75%	5	4	0%	13	6	14	97.95%	950,000	-2%	819,500	950,000	-8%	828,400	689,500	-3%	698,340	689,500	-3%	698,340	950,000	-8%	828,400	689,500	-3%	698,340	208

CREB® - CALGARY MONTHLY COMMUNITY SUMMARY
TOTAL RESIDENTIAL



	Sales			New Listings			Inventory		DOM		SP/LP		Median Price			Average Price			Benchmark Price			Index	
	May-15	Y/Y%	YTD	May-15	Y/Y%	YTD	May-15	May-15	May-15	May-15	May-15	May-15	YTD	Y/Y%	YTD	May-15	Y/Y%	YTD	May-15	Y/Y%	YTD	May-15	May-15
Airdrie	153	-22%	593	223	-23%	1,086	370	38	38	98.28%		392,500	-1%	392,000	395,478	-1%	389,875	375,300	4%	376,460	375,300	4%	198
Rockyview Region	174	-22%	587	297	-16%	1,466	872	54	54	95.70%		500,000	-5%	487,500	610,111	-6%	607,334	560,900	5%	562,800	560,900	5%	182
Beiseker	1		5	3	200%	9	6	46	46	97.87%		230,000		262,500	230,000		273,600				273,600		
Bragg Creek	1	-67%	3	5	25%	15	15	249	249	93.02%		400,000	-34%	805,000	400,000	-58%	699,333				699,333		
Chestermere	46	2%	136	68	-4%	326	145	37	37	97.92%		471,500	-11%	486,250	491,067	-6%	512,913	490,500	7%	488,340	490,500	7%	175
Cochrane	66	-12%	232	101	17%	539	274	49	49	97.93%		461,250	5%	415,684	463,119	1%	430,925	444,000	7%	444,600	444,000	7%	181
Crossfield	5	-17%	25	4	-80%	31	23	52	52	97.92%		382,500	27%	389,000	359,100	8%	387,575				387,575		
Irricana	3	-67%	11	7	-46%	23	13	33	33	96.55%		259,000	-12%	259,000	268,667	5%	260,182				260,182		
Langdon	9	-53%	30	12	-14%	60	28	39	39	98.07%		488,000	2%	485,000	487,378	3%	470,787				470,787		
Redwood Meadows	6	0%	12	3	50%	17	9	85	85	96.06%		527,000	5%	502,000	536,917	6%	519,625				519,625		
Rural	37	-39%	132	93	-32%	437	350	78	78	92.69%		1,100,000	-2%	0	1,139,595	2%	1,135,061	1,007,600	1%	1,020,760	1,007,600	1%	197
Foothills Region	127	-25%	467	233	-14%	1,075	639	60	60	96.93%		415,000	5%	415,000	562,812	6%	499,503	403,900	4%	399,280	403,900	4%	188
Blackie	-		1	-		2	2					360,000		360,000		360,000				360,000			
Black Diamond	6	0%	17	9	13%	34	22	39	39	96.33%		386,250	47%	328,500	360,917	33%	333,453				333,453		
Cayley	1	0%	4	3	0%	8	3	109	109	95.99%		335,000	2%	232,450	335,000	2%	221,225				221,225		
Heritage Pointe	9	125%	17	7	0%	52	35	78	78	96.31%		1,072,500	-19%	1,150,000	1,203,111	-3%	1,146,941				1,146,941		
High River	19	27%	88	35	-10%	200	122	60	60	97.96%		275,000	-7%	286,000	293,142	4%	293,707	356,000	4%	350,620	356,000	4%	180
Longview	-		1	-		1	1					197,000		197,000		197,000				197,000			
Okotoks	61	-41%	230	103	-13%	472	206	44	44	97.76%		438,500	2%	421,000	456,609	4%	425,667	438,200	5%	434,100	438,200	5%	192
Rural	24	-20%	78	64	-2%	238	198	100	100	95.93%		862,500	2%	810,000	877,121	-8%	882,263	733,800	3%	724,700	733,800	3%	183
Turner Valley	4	-43%	25	7	-59%	40	22	64	64	96.64%		318,569	-10%	339,900	351,472	0%	351,316	290,900	5%	285,860	290,900	5%	183
Active Regional Areas	62	-33%	215	105	-20%	426	237	62	62	97.28%		281,500	-10%	286,000	282,871	-9%	296,597				282,871		
Carstairs	12	0%	37	20	-47%	79	48	60	60	97.79%		307,750	-3%	308,000	305,919	-2%	324,957	330,294	NA	317,641	330,294	NA	208
Cremona	1	0%	3	3		10	7	16	16	96.49%		217,000	22%	219,450	217,000	22%	273,817				273,817		
Didsbury	9	-44%	33	20	0%	72	40	54	54	95.70%		240,000	-26%	254,000	251,522	-18%	260,517	267,728	NA	258,699	267,728	NA	204
Strathmore	37	-33%	133	57	-11%	239	113	66	66	97.47%		287,500	-9%	310,000	287,846	-14%	304,384	361,076	NA	364,011	361,076	NA	200
Vulcan	3	-63%	9	5	-50%	26	29	60	60	97.11%		245,000	32%	225,000	245,333	24%	204,822				204,822		
Total Surrounding Area	516	-24%	1,862	858	-18%	4,053	2,118	52	52	96.75%		416,750	-1%	405,000	495,509	-1%	475,154	434,600	4%	433,500	434,600	4%	192
CREB® Economic Region	2,706	-25%	9,875	4,019	-25%	19,605	7,460	43	43	97.41%		430,000	0%	420,000	481,978	-1%	471,563	450,400	1%	451,060	450,400	1%	209
CREB® CMA	2,517	-25%	9,193	3,681	-26%	18,104	6,584	41	41	97.44%		433,000	0%	423,000	482,804	-2%	474,236	454,200	1%	455,320	454,200	1%	210

DEFINITIONS

Detached - A unit that is not attached to any other unit
Attached - A unit that is attached to another unit by at least one common wall
Apartment - An attached unit that has connecting enclosed hallways
Total Residential - Includes detached, attached and apartment style properties
Exclusions - Data does not include activity related to rental, land or leased properties
Months of Supply - Active Listings (Inventory) / sales
Average DOM - Average Days on Market for Sold properties
Y/Y% - year over year percentage change
S/NL Ratio - Total number of sales / Total number of new listings
SP/LP Ratio - Total dollar volume of sales / Total dollar volume of new listings
Benchmark Price - Price of the typical home, based on the value consumers assign to various attributes
MLS® Home Price Index - changes in home prices by comparing price levels at a point in time with price levels in a base (reference) period.