



REAL ESTATE REVIEW

JUNE 2015

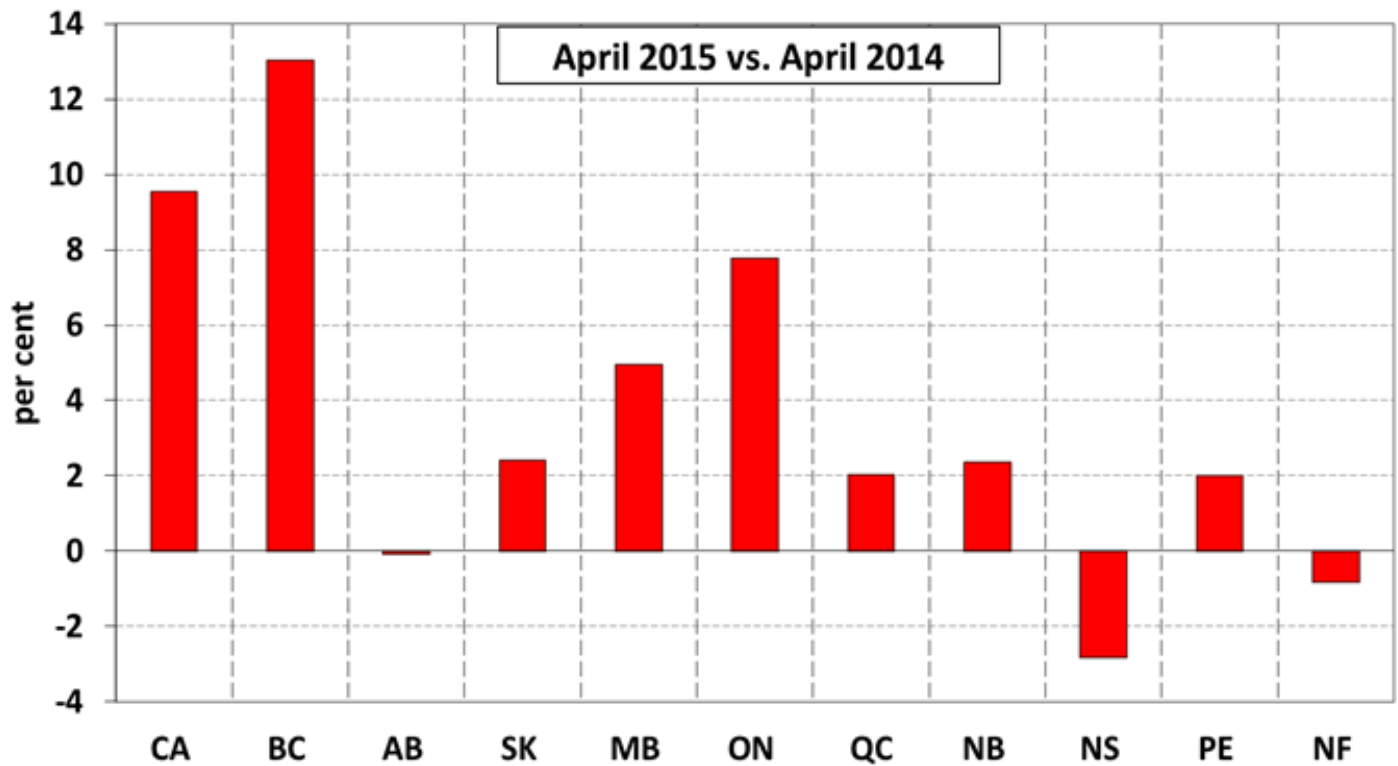


REAL ESTATE REVIEW – JUNE 2015

NATIONAL HOUSING STATISTIC REVIEW

Residential average price*

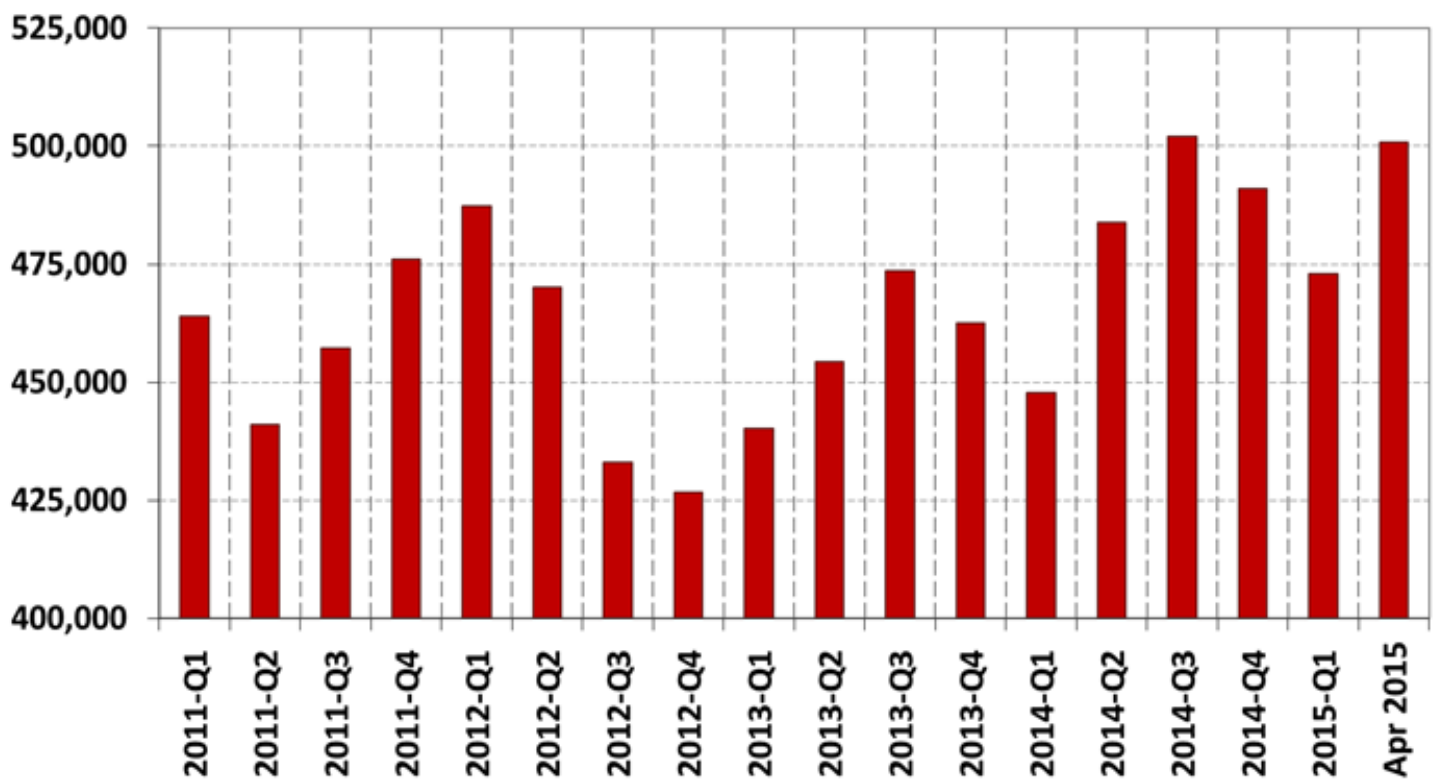
Year-over-year percentage change



*actual (not seasonally adjusted)

Residential sales activity*

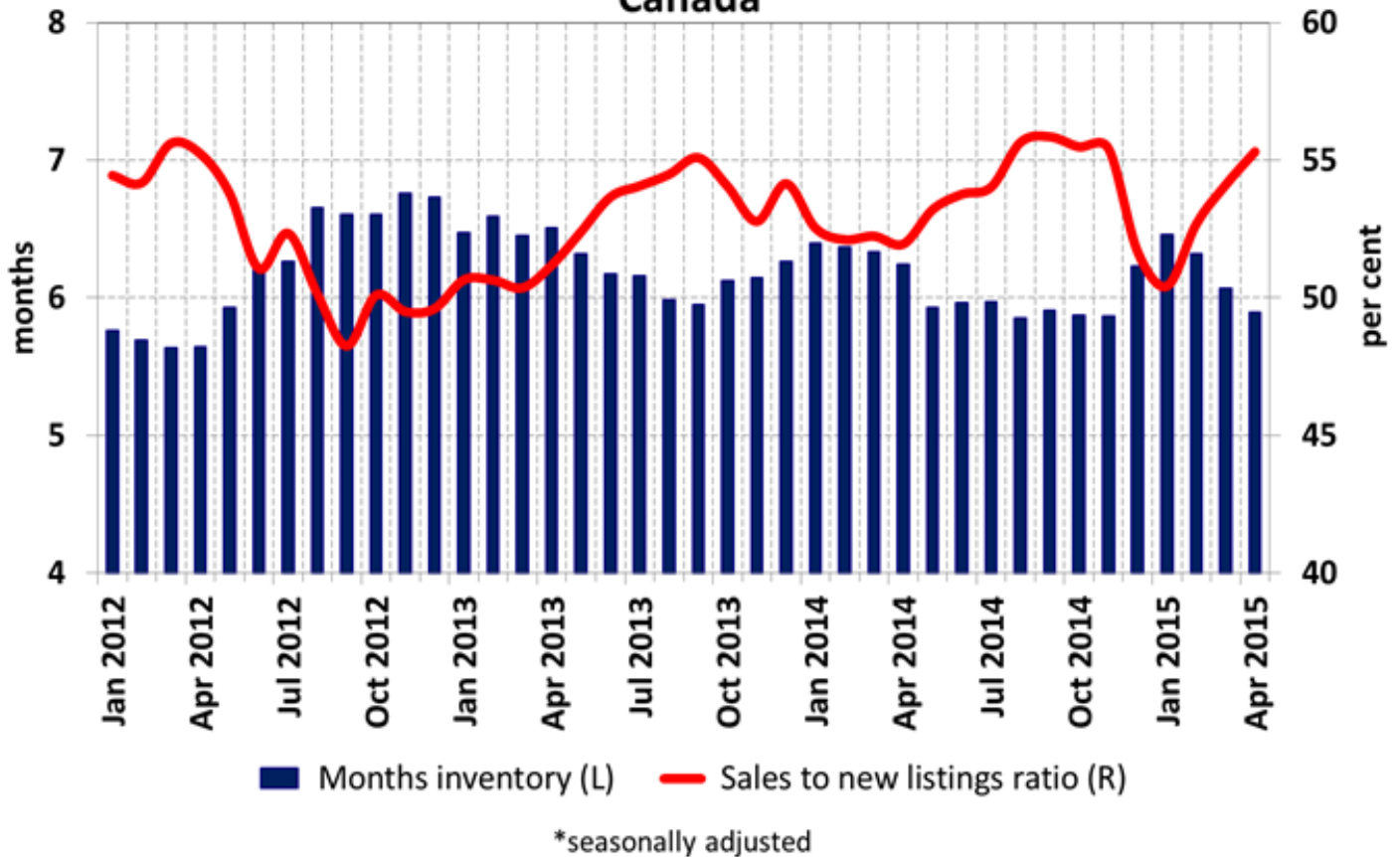
Canada



*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:

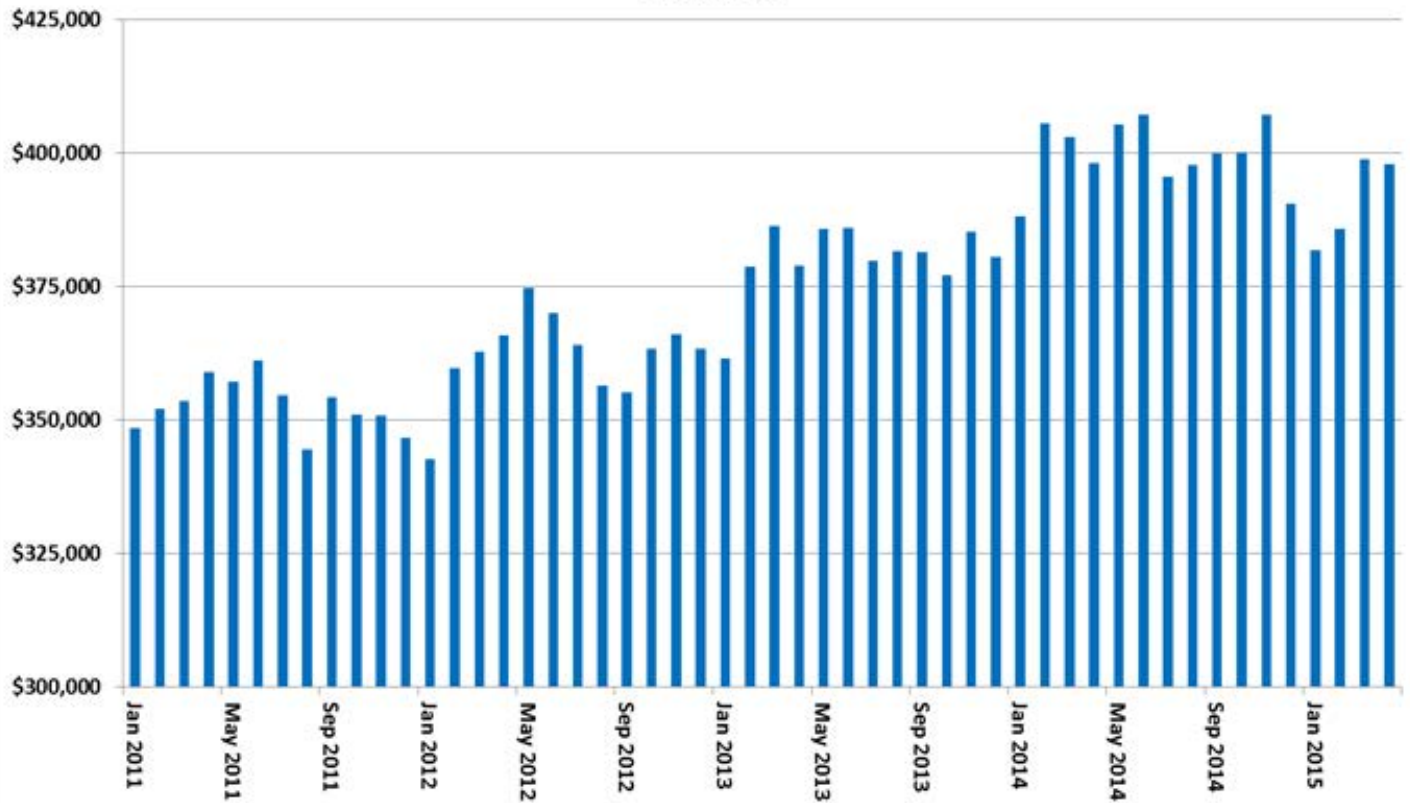
Months of Inventory	Price
0 – 2	price with market to 2% above market
2 – 4	price aggressively with the market
4 – 6	price with market to 2% below
6 – 12	price 10% below the market
12+	price to sell, whatever it takes



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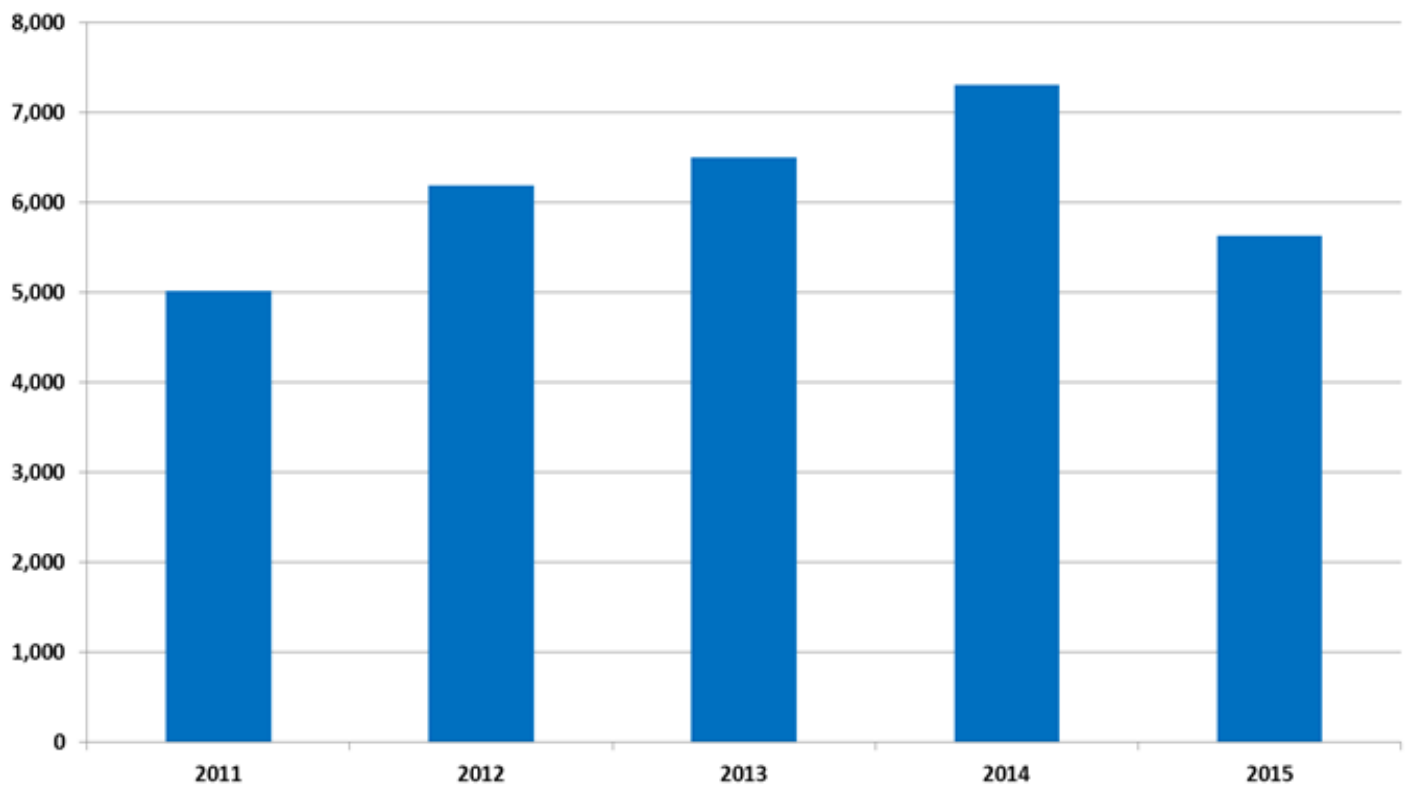
ALBERTA HOUSING STATISTIC REVIEW

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

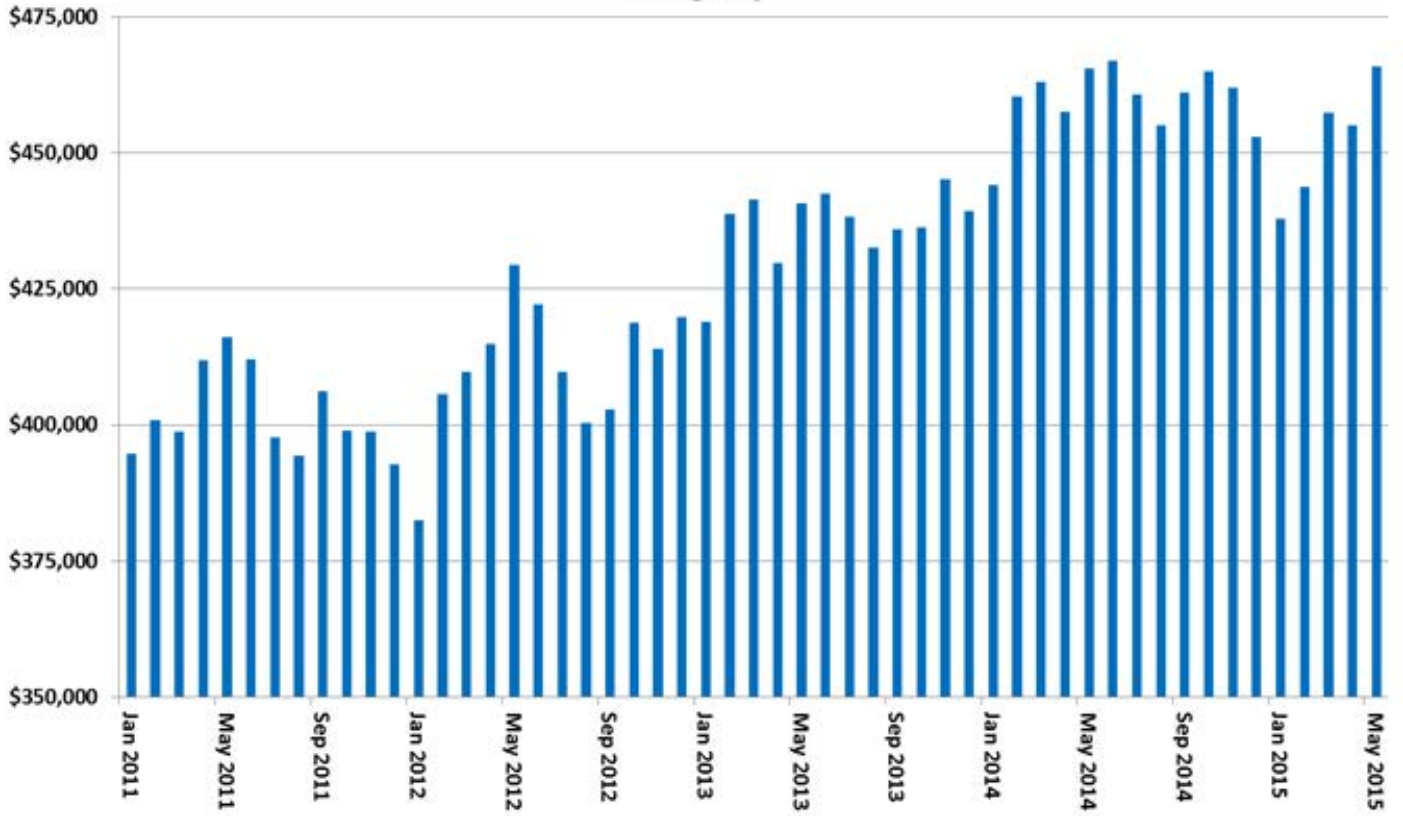
April 2015	Residential Dollar Volume	Total Dollar Volume	Residential Average Price
Alberta West	\$36,091,946	\$38,852,796	\$375,958
Calgary	\$1,104,206,636	\$1,189,046,031	\$455,155
Central Alberta	\$139,051,634	\$152,060,699	\$313,179
Edmonton (Total Board)	\$692,108,322	\$791,943,297	\$372,903
Fort 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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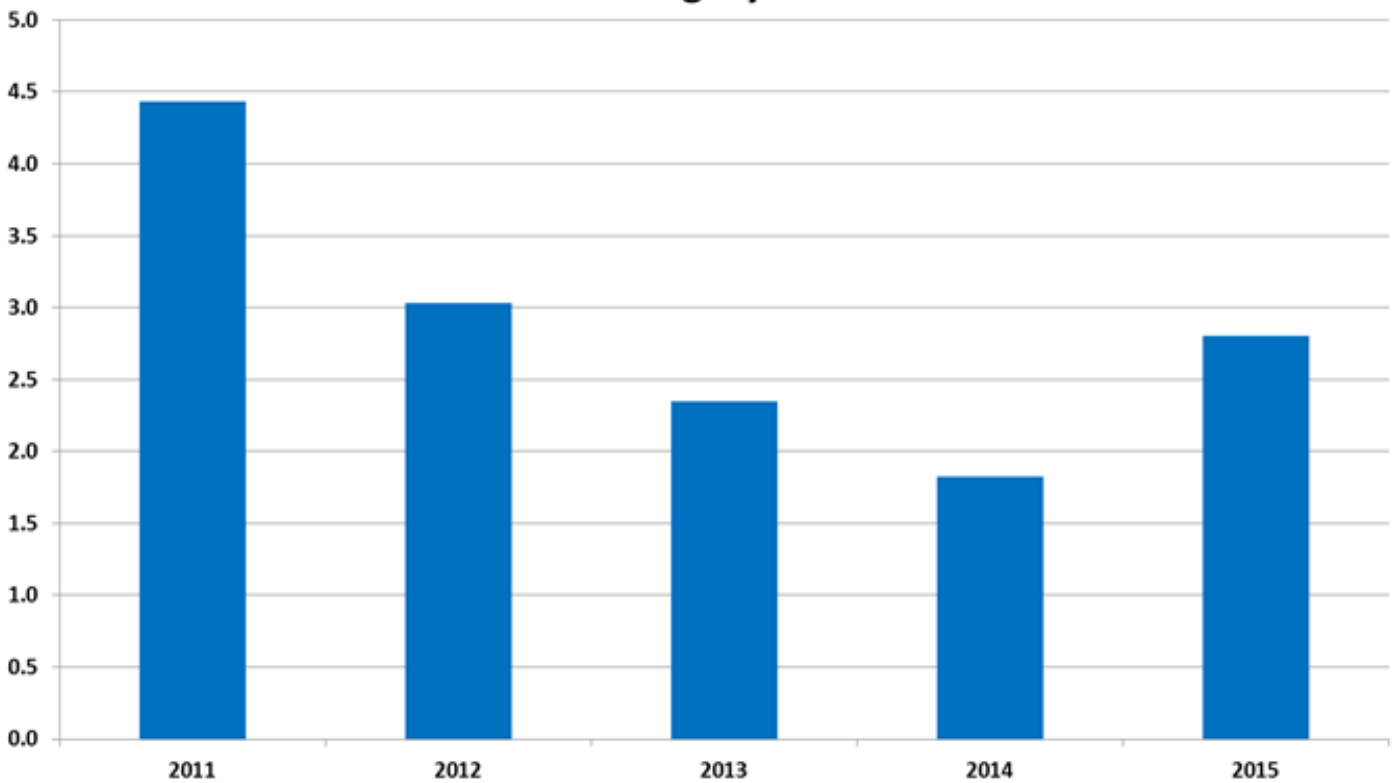
CALGARY HOUSING STATISTIC REVIEW

Residential Average Price Calgary



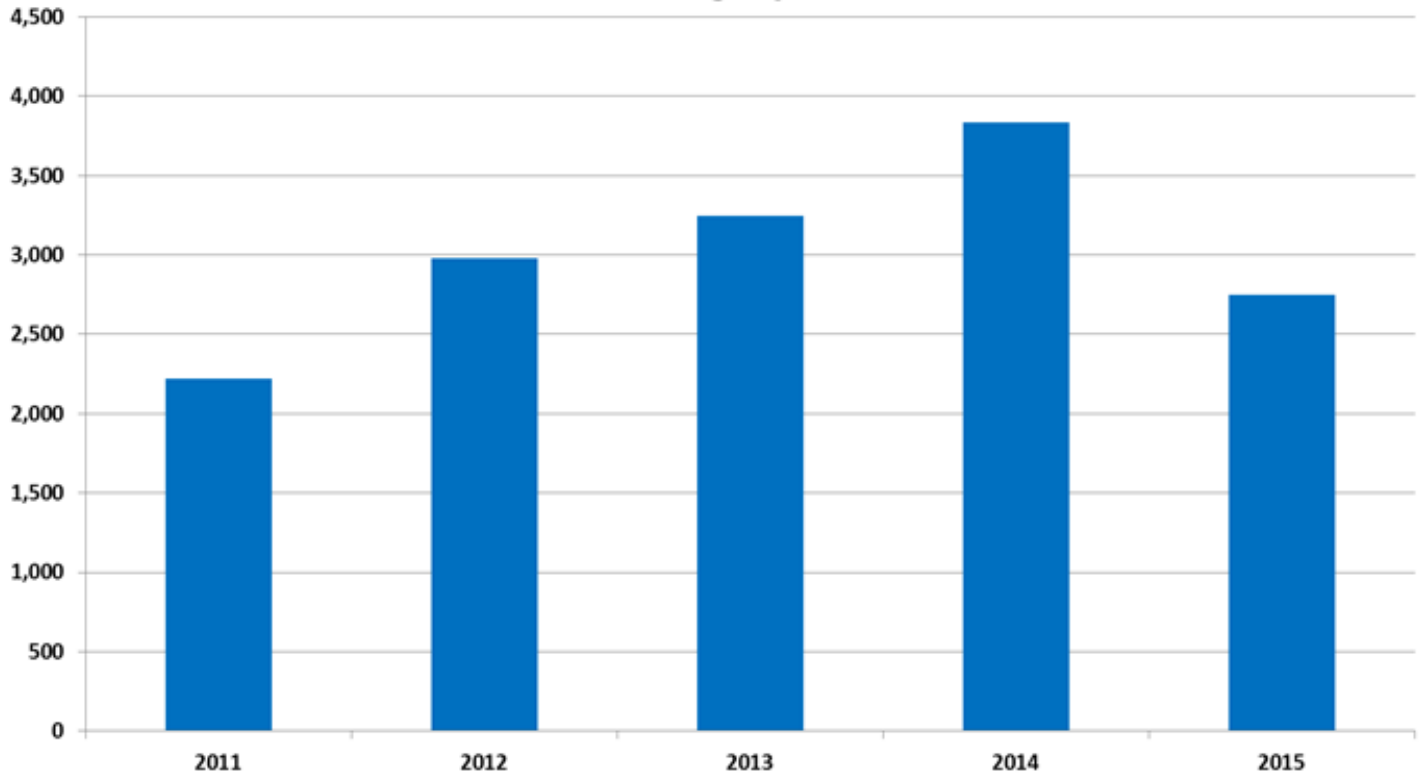
Source: The Canadian Real Estate Association

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



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NEIGHBOURHOOD HOUSING STATISTIC REVIEW